ASSOCIATION OF EXPORTERS AND IMPORTERS
POST-RELEASE

following the flagship forum “International Trade Day – 2025” organized by the Association of Exporters and Importers

On September 19, the annual foreign economic forum “International Trade Day — 2025” (hereinafter referred to as the Forum, ITD) was held at the World Trade Center (Moscow, 12 Krasnopresnenskaya Embankment). The Forum was organized by the operator Kamerton+ LLC with the support of the Association of Exporters and Importers and the Moscow Association of Entrepreneurs, with international payment company A7 as the General Partner and Lex Alliance law firm as the Strategic Partner. Vietnam became the Forum’s Partner Country.

The event was held with the support of the Ministry of Industry and Trade of Russia, the Federal Customs Service and the Federal Antimonopoly Service of Russia, the Federation Council and the State Duma, regional authorities, the Russian Export Center, federal and regional Chambers of Commerce and Industry, as well as the Commissioner for the Protection of Entrepreneurs’ Rights in the City of Moscow. More than 800 foreign trade professionals from 30 regions of Russia and 15 countries worldwide took part in the Forum.

Delegations from Vietnam, China, India, Saudi Arabia, the UAE, Oman, Iraq, Iran, Egypt, Turkey, Kazakhstan, Belarus, Uzbekistan, and other CIS countries attended the Forum.

The geography of participants covered key economic regions — from Krasnodar Krai to the Far East — highlighting the nationwide scale of the event. The General Partner was the international payment company A7 LLC, while Interfax served as the Media Partner. The Forum established itself as an effective platform for dialogue between business and government, facilitating the development of new business connections and the search for practical solutions for foreign economic activity participants.

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МЕЖДУНАРОДНЫЙ ДЕНЬ ТОРГОВЛИ

РОССИЙСКИЙ ВНЕШНЕЭКОНОМИЧЕСКИЙ ФОРУМ ПАРТНЕРСТВА И СОТРУДНИЧЕСТВА

The event began with an official tour of the exhibition, where the Forum's honored guests personally explored the collective exhibitions of **Lipetsk and Voronezh regions**, examined the developments of participating companies, and discussed prospects for foreign economic cooperation with the exhibitors.

The Forum was opened with welcome remarks by:

Irina Zasedatel, Vice President of the Association of Exporters and Importers, Member of the Expert Advisory Council on Customs Policy Implementation at the Federal Customs Service of Russia, Coordinator of the Permanent Commission of the Expert Advisory Council on Customs Policy Implementation at the Federal Customs Service of Russia; **Andrey Podenok**, President of the Association of Exporters and Importers; **Artur Leer**, Vice President of the Association of Exporters and Importers, Managing Partner of the law firm Lex Alliance, Member of the Financial Legislation Commission of the Russian Lawyers Association; **Irina Akopyan**, Deputy General Director for Economics and Finance, A7 LLC.

Ivan Abramov, Senator of the Federation Council representing the Amur Region and First Deputy Chair of the Federation Council Committee on Economic Policy, spoke to the Forum participants and guests via video conference.

"International Trade Day is the central platform for professionals to meet, where new ideas are born and the dialogue so essential in today's world is formed," said Irina Valeryevna Zasedatel, Vice President of the Association of Exporters and Importers.

The main theme of ITD-2025 was "Foreign Economic Activity 2025: Global Challenges and Strategies," with the slogan "Cooperation as the Engine of Trade!" The key tracks this year included international cooperation, open dialogue with authorities, new logistics strategies, and current trends in export and import.

The Forum's business program brought together **12 thematic areas**, where **more than 80 experts** — representatives from business and government — presented a comprehensive analysis of the current challenges in international cooperation.

The central discussions of the general session and the plenary meeting focused on issues of technological sovereignty and the transformation of global markets. The strategic session initiated a dialogue between business and government on improving support measures for foreign economic activity, while mechanisms for risk mitigation through tax reforms were discussed in parallel.

Of particular practical interest were the sessions on logistics and international payments, which provided in-depth analysis of transport corridors, cross-border payments, and the use of digital assets. Country-specific sessions on Vietnam and the Gulf states, as well as the International Lounge with experts on China, India, and Turkey, offered concrete tools for entering the BRICS+, Southeast Asia, and Middle East markets. Special attention was given to parallel imports, the specifics of foreign business operations in Russia, and the assessment of import substitution outcomes in industry and IT.

Business Program:

– Plenary Session: “FEA 2025: Global Horizons. A Sustainable Future.”

– Strategic Session: “RUSSIA-2050. Strategic Dialogue Between Government and Business: Trade and Foreign Economic Activity Development” within the framework of the “Made in Russia – Choose Your Own!” initiative, supported by the federal project of the United Russia Party, “Choose Your Own.”

– General Session: “Energy of the Future: Technological Development of the Oil, Gas, and Chemical Industry and Global Markets.”

– Country Sessions: “Russia – Vietnam” and “Gulf States.”

– Conference: “Health. Beauty. Hospitality / Economic Tourism. Workforce.”

– Business Session: “Parallel Imports” (legal regimes, logistics, IP, consumer protection).

– Business Session: “Logistics” (transport corridors, infrastructure, customs procedures).

– Business Session: “Foreign Business in Russia” (registration, taxation, certification, marketplaces).

– Business Session: “International Cooperation. New Markets.

– Closed Session: “International Settlements” (financial logistics, cross-border payments, digital financial assets, tax control).

– International Lounge: “International Lounge. Consultations with Country Experts (Vietnam, Saudi Arabia, Iraq, China, India, Turkey), EAEU countries, and FEA services.”

The Plenary Session "FEA 2025: Global Horizons. A Sustainable Future" was moderated by **Irina Zasedatel**, Vice President of the Association of Exporters and Importers. The session was attended by the Forum's honored guests: **Andrey Tsyganov**, Deputy Head of the Federal Antimonopoly Service; **Elena Stoyanova**, First Deputy Director of the Autonomous Non-Profit Organization "Center for Foreign Trade" under the Ministry of Industry and Trade of Russia**; Tatyana Sizova**, Commissioner for the Protection of Entrepreneurs' Rights in the City of Moscow; **Mr. Dang Minh Hoi**, Ambassador Extraordinary and Plenipotentiary of Vietnam to the Russian Federation; **Naira Karapetyan**, Director of the Department of Agro-Industrial Policy, Eurasian Economic Commission Board; **Oleg Ignatov**, Vice Governor of Khabarovsk Krai, Head of the Khabarovsk Krai Government Representation to the Government of the Russian Federation.

During the plenary session, the speakers provided a comprehensive overview of current global trends and forecasted their impact on the Russian economy, laying the foundation for a discussion on the future of Russia's foreign economic activity (FEA).

The session focused on shaping the country's foreign economic strategy, defining its main directions and priorities for the coming years. In this context, fundamental topics were discussed in detail, including the development of import substitution and technological independence in Russia, as well as competition, sustainable development, and trade.

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"International Trade Day is a significant event that creates a space for discussing challenges and opportunities, where dialogue becomes the main driver of progress," said Oleg Ignatov, Vice Governor of Khabarovsk Krai and Head of the Khabarovsk Krai Government Representation to the Government of the Russian Federation.

At the conclusion of the plenary session, media representatives were given an exclusive opportunity to interact with the Forum's key speakers during a specially organized press session. The honored guests answered journalists' questions, shared their assessments of the discussions, and highlighted the initiatives they considered most promising that emerged during the session.

The Strategic Session "RUSSIA-2050. Strategic Dialogue Between Government and Business: Trade and Foreign Economic Activity Development", held within the framework of the "Made in Russia – Choose Your Own!" initiative and supported by the federal project of the United Russia Party, "Choose Your Own," brought together senior representatives from key ministries, agencies, business associations, and leading companies. The discussion was moderated **by Alexey Krylovsky**, Head of the Strategists' Council at the "Choose Your Own" think tank and President of AV Group.

Key speakers included: **Artur Leer**, Vice President of the Association of Exporters and Importers; **Suren Vardanyan**, Deputy Chairman of the Foreign Economic Activity Council of the Chamber of Commerce and Industry of the Russian Federation; **Elena Zaikova**, Deputy Head of the Department for Trade Restrictions, Currency, and Export Control, Federal Customs Service; **Artem Shadrin**, Deputy Head of the Strategists' Council and Director of the Institute for Socio-Economic Design, National Research University Higher School of Economics; as well as leaders from the business community: **Stanislav Bogdanov**, Chairman of the Presidium of the Association of Retail Companies (ACORT); **Alexey Ivanov**, Board Member – Director for Government Relations, Detsky Mir Group; **Mikhail Sadchenkov** Project Director and Concept Author "Made in Russia" Initiative.

The central topic of the discussion was the concept of consumer patriotism as a driver for creating and promoting high-quality domestic products under **the "Made in Russia" brand. Participants addressed a wide range of issues, including the development of foreign economic activity, overcoming trade restrictions, supporting the export potential of Russian brands, and** creating a favorable environment for technology entrepreneurs and e-commerce companies on their path to entering both domestic and global markets.

"The 'International Trade Day' Forum strengthens the role of dialogue as the main tool for industry collaboration and sets the direction for further development," said Tatyana Vadimovna Sizova, Commissioner for the Protection of Entrepreneurs' Rights in Moscow.

Experts in the oil, gas, and chemical sectors, as well as international trade, gathered for the **General Session "Energy of the Future: Technological Development of the Oil, Gas, and Chemical Industry and Global Markets"** to discuss the key challenges and prospects of the industry. The discussion was moderated by **Alexander Viktorovich Ivanov**, General Director of the Association of Oil Refiners and Petrochemists.

Participants in the session included: **Vasily Borcov**, Methodology and FEA Development Manager, SIBUR LLC; **Oleg Volkov**, Head of Marketing Department, Lipetsk Pipe Company "Svobodny Sokol" LLC; **Ivan Polyakov**, Project Manager of the "International Forum-Exhibition 'Russian Industrialist'" of the Russian Union of Industrialists and Entrepreneurs (RSPP); **Luis Gowend**, Expert of the "Russia–Africa" Cooperation Council under the State Duma of the Russian Federation, President of the African Business Club.

The participants conducted an in-depth analysis of the foreign economic activities of energy sector enterprises in the context of emerging challenges, discussing Russia's energy partnerships with countries in Asia, the Middle East, and Africa, competition with Chinese manufacturers, and strategies for entering new markets. Special attention was given to issues of production localization, protection of domestic manufacturers, and strengthening export potential through concrete measures, including customs support for projects and participation in international exhibitions.

As part of the business program, a **Business Session "Gulf States"** was held, with SKY Consulting Group as the partner. The session was moderated by **Kristina Tantsyura**, Managing Partner of SKY Consulting Group and Chair of the AEI Committee on the UAE and the Gulf States.

The session brought together key regional experts, including: **Ms. Maisa Ahmed Al Saleh**, Trade and Economic Affairs Specialist, UAE Embassy in Russia; **Evgeny Elemesov**, Head of the Dubai International Chamber Representation in Russia; **Irina Bykhovskaya**, Partner, B1 Group of Companies; **Sheikh Saad Musa Al-Junaibi**, Chairman of the Board, FOS Energy LLC (Oman); **Yulia Alekseevna Kuvarzina**, Chair of the AEI Committee on Iraq, General Director of Al Rayed Export LLC; **Mr. Ahmed Albagli**, General Director of the Iraq Airways Representation; **Mr. Nawaf Alwadi**, General Manager of the Investment Development Department of Jazan City for Primary and Processing Industry, JCPDI (Saudi Arabia); **Mr. Mohammed Eltuhi**, Alhawi Company (Egypt).

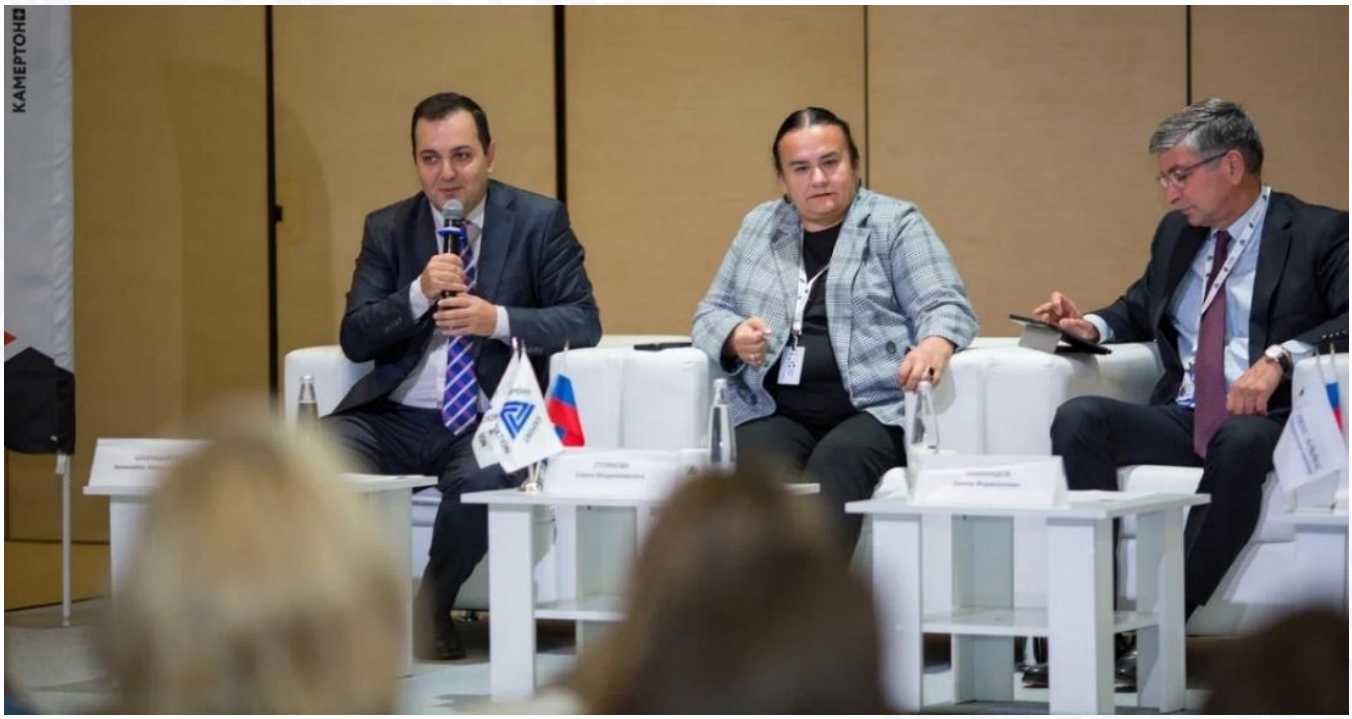
The discussion focused on three key tracks: operational aspects of doing business, including logistics, customs regulation, certification, and settlement operations; the legal environment, particularly agreements on the avoidance of double taxation and investor protection standards; and strategic perspectives, covering the analysis of market trends, assessment of FEA opportunities and risks, and the potential for cultural and humanitarian cooperation.

The dialogue provided a comprehensive understanding of the current state and development prospects of trade and economic relations between Russia and the countries of the region.

Experts in law, international trade, and government regulation gathered for the **Business Session "Parallel Imports"**, organized in partnership with the Center for Legal Support of Foreign Economic Activity, Import Substitution, and Industrial Development at O.E. Kutafin Moscow State Law University (MSAL).

The discussion was moderated by **Benjamin Shakhnazarov** (Professor at MSAL and Head of the session's partner center). Key participants in the session included: **Elena Stoyanova**, First Deputy Director of the Autonomous Non-Profit Organization "Center for Foreign Trade" under the Ministry of Industry and Trade of Russia; **Emil Mammadov**, Advisor to the President of the Eurasian Patent Office; **Alexander Grebelsky**, Chairman of the International Disputes Board, Arbitration Center under the Russian Union of Industrialists and Entrepreneurs (RSPP); **Artur Zavyalov**, Director for Partner Infrastructure Development and Non-Financial Products, Russian Export Center JSC; **Klara Lin**, Head of the China Department, New Formation SME LLC; General Representative of the Legal Department, International Digital E-Commerce Technology Park "Luncheon"; General Representative of the People's Republic of China in the International Union (Commonwealth) of Lawyers; Head of the Legal Department, OIOLaw Group; **Margarita Gubareva**, Deputy Head of the Legal Committee, Association of Exporters and Importers.

Participants in the session conducted a comprehensive discussion of the legal and economic aspects of parallel imports under the new conditions. Key topics included current regulations and legal regimes amid sanctions pressure, the activities of authorized bodies and development institutions such as the Center for Foreign Trade and the Russian Export Center, as well as practical issues related to consumer protection and combating unfair competition. Special attention was given to international experience, particularly legal risks and specifics of supply from China, arbitration practices for dispute resolution, and optimization of logistics chains to reduce business costs.



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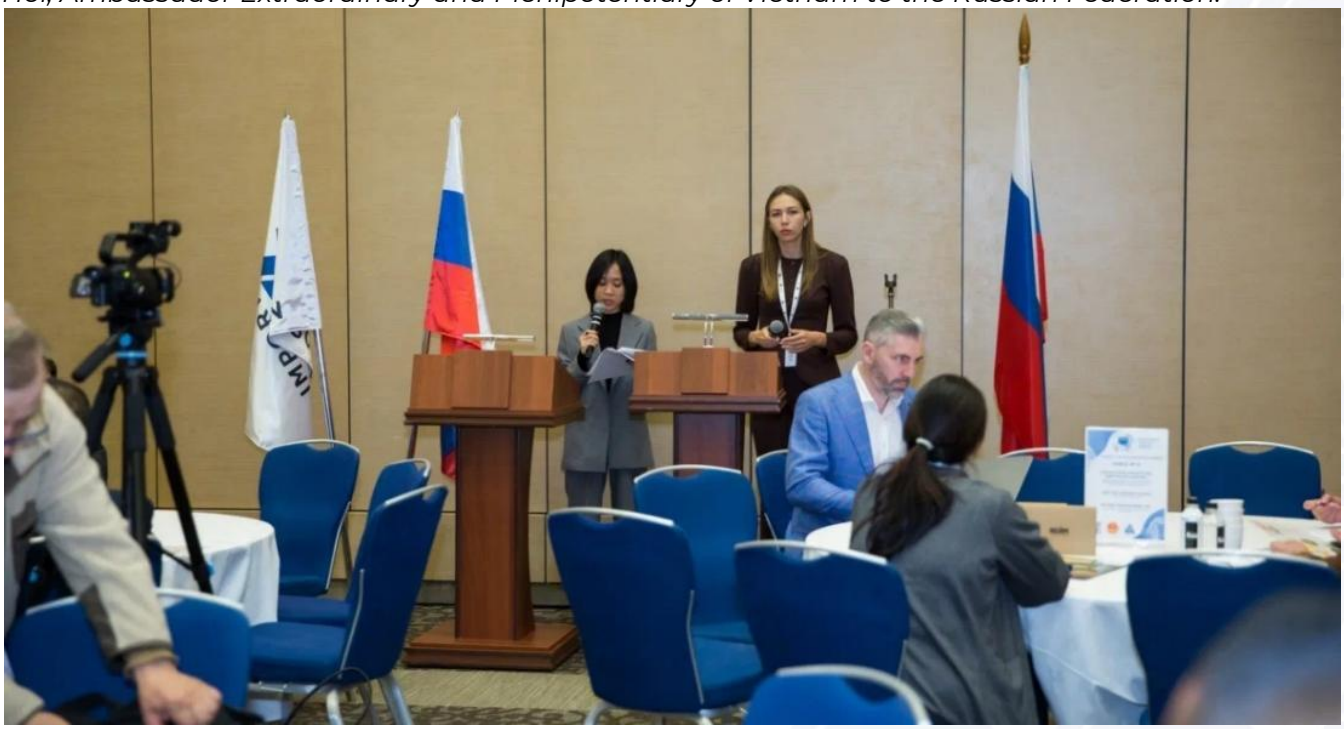
At the country session "Russia – Vietnam", dedicated to the development of bilateral economic cooperation, key experts on Russian–Vietnamese relations spoke. The session was partnered by the Vietnam Trade Promotion Agency (VIETRADE) under the Ministry of Industry and Trade of Vietnam. The discussion was moderated by **Anastasia Sayanok** (Chair of the AEI Committee on Vietnam, General Director of the trading company RUSHOPRO LLC).

From the Vietnamese side, participants included**: Mr. Duong Hoang Minh**, Trade Counselor at the Embassy of the Socialist Republic of Vietnam in the Russian Federation; **Mr. Hoang Minh Chien**, Deputy General Director of the Vietnam Trade Promotion Agency (VIETRADE), Ministry of Industry and Trade of Vietnam.

Participants in the session discussed a wide range of issues related to strengthening trade and economic partnerships between the two countries. Key topics included creating favorable conditions for direct interaction between Russian and Vietnamese businesses (B2B), identifying priority sectors for cooperation, including energy, agriculture, pharmaceuticals, and tourism, as well as presenting concrete opportunities for investors and joint project launches. Special attention was given to developing mechanisms to establish long-term and sustainable partnerships between the business communities of the two countries.

As part of the business program, the partner country of the Forum, **Vietnam**, hosted B2B meetings and a roundtable on cooperation with Vietnam, during which over **100 B2B meetings** were held with the **Vietnam Trade Promotion Agency (VIETRADE)** under the Ministry of Industry and Trade of Vietnam and **30 Vietnamese companies**..

"In Vietnam, many things need to be seen firsthand: this provides a better understanding of both the country's potential and its level of development. Vietnam has nearly 100 million people... If Russian products enter our market through official channels, it will enhance mutual benefits. I am confident in the professionalism of Russian companies. Our relationship encompasses politics, technology, and the economy, and there is enormous shared potential here," said Mr. Dang Minh Hoi, Ambassador Extraordinary and Plenipotentiary of Vietnam to the Russian Federation.



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As part of ITD-2025, **a large-scale B2B zone** operated as a platform for direct negotiations between companies. Particular attention was given to specially organized meetings with the Vietnam Trade Promotion Agency (VIETRADE) delegation and representatives of Vietnamese businesses. Through the “Contact Exchange” format, participants held a series of productive negotiations, resulting in the signing of several cooperation agreements and laying the foundation for the development of new trade and economic ties between Russian and foreign companies.

The organized **B2B zone** became a true hub for representatives of various industries, enabling dozens of meetings to be held in a short period, concrete projects to be discussed, and next steps for cooperation to be outlined.

Many participants noted the high effectiveness of the format, which not only allows them to present their products and services, but also to receive prompt feedback from potential partners and to conclude preliminary agreements.

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According to participants, the **ITD-2025 B2B zone** helped stimulate foreign economic activity and made a significant contribution to the development of international trade.

The “Health. Beauty. Hospitality” and “Economic Tourism. Workforce” conference brought together leading industry experts for a comprehensive discussion of current issues in the development of key economic sectors.

The conference featured the participation of: **Dmitry Pavlov**, Head of the Tourism Development Committee of the Primorsky Regional Branch of OPORA RUSSIA, Deputy Chairman of the Export Council under the Governor of Primorsky Krai, founder of the world’s only Sea Cucumber Museum, and Head of the International and Domestic Tourism Agency “Katyusha”; **Marius Matas**, Creative Director of the “Russia” Department Store, National Center “Russia”; **Vladimir Pichugin**, Deputy General Director for Strategy and Development, Manzherok Resort LLC; **Alexander Maslyuk**, Entrepreneur, Owner of the outstaffing company and HR agency Newstaff; **Elena Golubeva**, Strategy Director, Creative Agency “SberMarketing”; **Nina Ruchkina**, Russian designer and public figure, promoter of Russia’s cultural code, Founder and Creative Director of the Fashion House Nina Ruchkina.

The discussion was moderated by **Irina Zasedatel**, Vice President of the Association of Exporters and Importers (AEI).

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During lively debates, the speakers and session participants discussed the key challenges facing the industry under the new economic conditions and developed practical solutions to address them. Special attention was given to the reorientation of business models, the search for new tools to help entrepreneurs adapt to changing market realities, and the development of strategies for medical and industrial tourism. Participants examined successful cases of implementing innovative solutions in the hospitality sector, including automation technologies and eco-friendly materials, and analyzed effective approaches to attracting foreign labor to meet industry staffing needs. The discussion also focused on practical issues such as the development of roadside infrastructure, improving service quality, and promoting Russian brands in the beauty and health markets. Specific mechanisms to support entrepreneurs were proposed.

The **“Logistics”** business session focused on pressing issues in the transformation of international supply chains, including the development of new transport corridors and port infrastructure, modernization of rail and air transportation, tools for building resilient logistics schemes, as well as practical aspects of customs regulation and currency control. The discussion featured leading industry experts and was moderated by **Yury Kovalyov** (Chairman of the Board of Directors of Lakor LLC, Coordinator from the business community of the Commission on Improving Customs Operations under the Federal Customs Service of Russia, and Board Member of the Guild of Professional FEA Participants “Hermes”).

C Key speakers included: **Elena Kazarina**, Commercial Director, Vladivostok Sea Commercial Port PJSC; **Irina Kryuchkova**, Founder and Director of TRANS NET LLC (UAE), Logistics Representative of “Delovaya Rossiya” in the UAE, Representative of the FIATA Branch in the UAE (National Association of Forwarders of the UAE – NAFL); **Olga Mironova**, Head of Air Freight Sales, ATC Global Logistics; **Andrey Grechkin**, General Director, DALREFTRANS LLC (FESCO); **Sammy Manoj Kotwani**, President of the Indian Business Alliance, SITA of the Indian National Cultural Center, Founder of The Imperial Tailoring Company; **Alexander Starikov**, Quality Management Expert, HQTS LLC.

Participants in the session analyzed market player rotations and presented concrete solutions for adapting businesses to the new reality, including case studies of operations in the Middle East and Asian markets. Special attention was given to practical aspects such as cargo movement and traceability, post-clearance customs control and processing procedures within customs territories, as well as strategies for managing product quality at all stages of the supply chain.

Amid the global transformation of international economic relations, the **“International Cooperation. New Markets”** business session was held, where leading industry experts presented a comprehensive analysis of current opportunities and challenges for Russian businesses. The discussion focused on strategies for entering promising export markets, building resilient logistics chains, applying digital tools to optimize sales, and adapting enterprises to meet global standards.

The discussion was moderated by **Anna Bessmertnaya** (Chair of the Commission on Foreign Economic Cooperation with Partners in China, Moscow Chamber of Commerce and Industry). Speakers at the session included: **Ekaterina Smolovaya**, Partner and Head of Tax and Customs Practice, Capital Legal Services LLC; **Elena Filippova**, Business Strategist, former Strategy Director at IKEA Russia; **Elena Sushkova**, Director of the Lipetsk Region Investment Development Agency (Lipetsk SEZ PPT JSC); **Anna Rogovskaya**, Vice President of the Association of Importers of India, Representative of the Bombay Chambers of Commerce (India); **Rimma Vagapova**, President of the Russian Sectoral Union of Producers and Entrepreneurs, Member of the Expert Council on FEA Development under the Committee on Economic Policy of the State Duma of the Russian Federation; **Vladimir Gerasimov**, Deputy General Director of Interfax JSC.

Experts conducted a detailed analysis of the legal aspects of structuring foreign economic activity (FEA), provided a comparative overview of market entry strategies in Asia, Africa, Latin America, and the Middle East, and examined the specifics of working with the Indian market. Special attention was given to discussing companies’ marketing strategies, the use of preferential regimes, and current trends in accessing information about foreign counterparties, which enabled the development of practical recommendations for businesses on effectively entering new international markets.

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As part of **ITD-2025**, a closed session on **“International Payments”** was held, where leading industry experts discussed breakthrough solutions for overcoming sanctions-related barriers. Moderated by **Artur Leer** (Vice President of the Association of Exporters and Importers), the event served as a platform for open dialogue on promising financial logistics tools.

Key topics included the analysis of alternative cross-border payment routes, risks associated with transactions through third countries, tax implications of relocating business to friendly jurisdictions, and innovative approaches to using digital assets. Speakers at the session — **Vladislav Donchenko** (Chair of the Legal Committee of the Association of Exporters and Importers, Partner of Taxation and International Structuring Practice at LEX ALLIANCE Law Firm), **Ivan Avdeev** (Head of the Advanced Financial Technologies Project, Russian Export Center), **Olga Goncharova** (CEO and Founder of the RizzGo partner network, specializing in strategic consulting at the intersection of traditional and digital finance, PhD in Economics, Head of the Expert Center for Digital Financial Assets and Digital Currencies of the Association of Russian Banks), **Ekaterina Frolovicheva** (Head of the Committee for the Development of Digital Financial Platforms and Platform Services, Association for the Development of Financial Technologies, representative of Sberbank PJSC), and **Vladimir Lushchinsky** (Director of Sales, A7 LLC) — presented exclusive case studies and practical solutions.

Special attention was given to the digital transformation of payments, ranging from transactions in digital financial assets (DFAs) and stablecoins to institutional practices for using digital currencies. Experts analyzed the legal aspects of such operations, the implications of suspended double taxation agreements, and emerging challenges in tax control within foreign economic activity. The session provided businesses not merely with an overview of issues, but with actionable frameworks for building resilient financial chains under sanctions pressure, emphasizing the need to combine traditional and innovative approaches in international payments.

At the "Foreign Business in Russia" session, leading industry experts presented a comprehensive analysis of the key aspects of operating for international companies in the Russian market. The discussion was moderated by **Pavel Ustyuzhaninov** (Executive Secretary of the Committee on International Cooperation, Moscow Regional Office of "Delovaya Rossiya," Expert on Engagement with China and Mongolia).

The discussion featured recognized industry practitioners: **Anastasia Sayanok** (Chair of the Vietnam Committee of the Association of Exporters and Importers, CEO of RUSKHOPRO LLC); **Igor Tkachuk** (Chair of the Certification and Licensing Committee of the Association of Exporters and Importers, CEO of TK COMPANY); **Evgeny Nikiforov** (Chair of the International Logistics Committee of the Association of Exporters and Importers, CEO of POLITEK LLC); **Dmitry Gruzdev** (Managing Partner, Terminal Nikolsky Group, Expert in Product Labeling); **Andrey Kogan** (Chair of the China Committee of the Association of Exporters and Importers, Head of "All From China" Company).

Special attention was given to the session organized by the **Association of Exporters and Importers**, designed specifically for foreign participants. One of the key topics was **entering the Russian online marketplaces**. The session addressed essential practical issues, including:

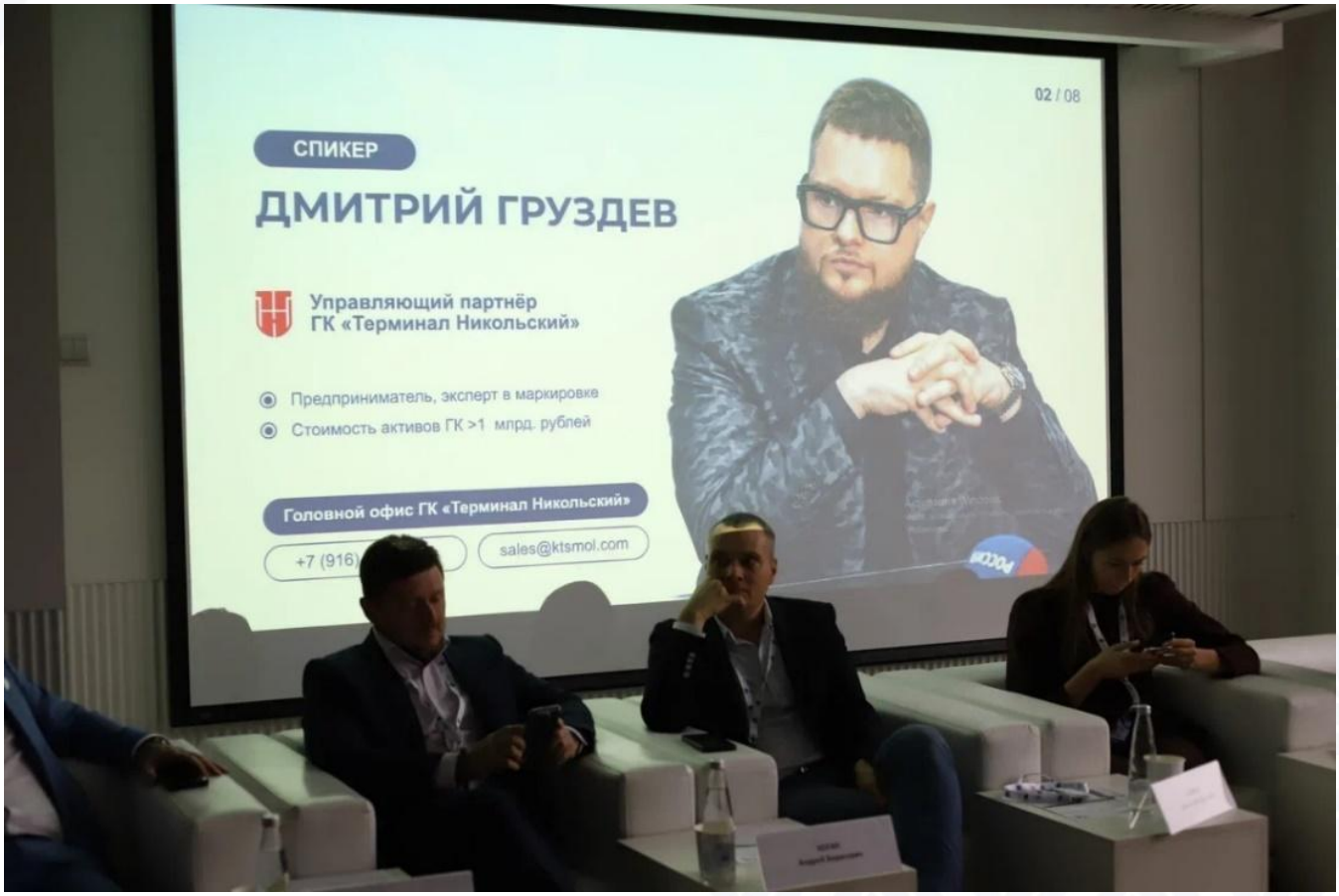
– Proper documentation procedures for the export and import of goods;

– Provision of required information on product labels;

– Conditions for entering retail chains and compliance requirements for company products;

– Step-by-step procedures for accessing domestic online marketplaces, including a detailed review of necessary documentation.

Experts provided a detailed overview of the full cycle for foreign companies entering the Russian market, covering everything from business registration and tax regimes to practical aspects of working with retail chains and online marketplaces. Special attention was given to product certification and labeling requirements, logistics infrastructure opportunities, intellectual property protection, as well as effective promotion strategies through exhibitions and digital platforms. The session offered foreign investors a comprehensive understanding of the Russian business environment and practical tools for successful market adaptation.



As part of the business program, the **“International Lounge: Consultations with Country Experts”** featured a series of expert roundtables, giving forum participants the opportunity to discuss practical aspects of entering key foreign markets with leading specialists. The dialogue was moderated by **Maxim Kolomiets** (Advisor to the Vice President for International Market Development and Strategic Partnerships at the Association of Exporters and Importers).

The expert panel featured recognized specialists on international markets: **Anastasia Sayanok** (Chair of the Vietnam Committee of the Association of Exporters and Importers, CEO of RUSKHOPRO LLC) — Vietnam; **Yulia Kuvarzina** (Chair of the Iraq Committee of the Association of Exporters and Importers, CEO of Al Rayed Export LLC) — Saudi Arabia and Iraq; **Kristina Tantsyura** (Chair of the UAE and Persian Gulf Committee of the Association of Exporters and Importers, Managing Partner of SKY Consulting Group, Director of the Moscow Office of EurAsia Gulf) — United Arab Emirates; **Andrey Kogan** (Chair of the China Committee of the Association of Exporters and Importers, Founder of VseIzKitaya) and Anna Anatolyevna Bessmertnaya (Chair of the Commission for Foreign Economic Cooperation with Partners in China, Moscow Chamber of Commerce and Industry) — China; **Olga Kulikova** (Chair of the India Committee of the Association of Exporters and Importers, Business Ambassador of the public organization “Delovaya Rossiya” in India) — India; **Adil Akavov** (Chair of the Turkey Committee of the Association of Exporters and Importers, Managing Partner of AK GROUP) — Turkey.

Special attention was given to linguistic support for foreign economic activity, with participation from: **Alexander Larina** (Director of Alba Translation Bureau) and **Olga Ivanova** (President of the Russian Translators’ Union).

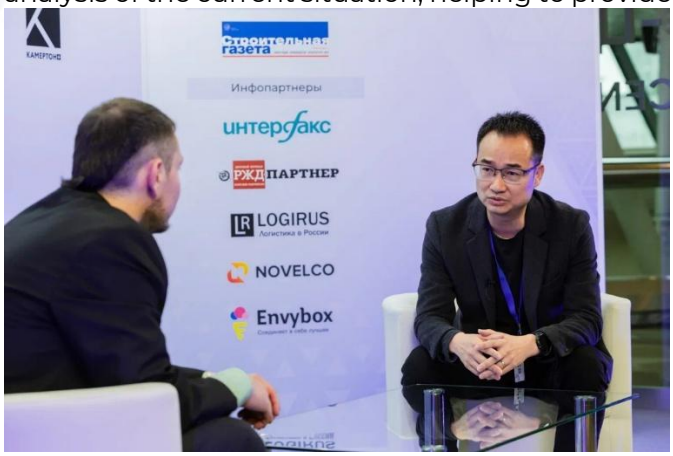
During the live dialogue, participants discussed the country-specific features of doing business, legal and regulatory frameworks, logistics schemes, and cultural aspects of operating in the markets of Vietnam, the Persian Gulf countries, China, India, Turkey, and Oman. Special attention was given to practical issues of translation support for foreign economic transactions and the specifics of working with the EAEU countries, which enabled the development of concrete recommendations for successful international expansion.

As part of the International Trade Day, **the press center operated actively, becoming a highly sought-after platform for interaction between the expert community and the media.**

At IDT-2025, **13 interviews were conducted** with leading industry figures, including: **Marius Matas**, Creative Director of the Univermag “Russia” project; **Leo Mo**, Vice President of CHAOYU EXPO and General Manager of Electronics Divisions**; Oleg Ignatov**, Vice Governor of Khabarovsk Krai; **Artur Leer**, Vice President of the Association of Exporters and Importers (AEI); **Irina Akopyan**, Deputy General Director for Economics and Finance at A7; **Olga Mironova**, Head of Air Cargo Sales at ATC Global Logistics; **Ekaterina Smolova**, Partner and Head of Tax and Customs Practice at Capital Legal Services LLC; **Alexey Krylovsky**, President of AV Group, Head of the Council of Strategists and Brain Center “Vybiray Svoe” of United Russia, PhD in Economics; **Kristina Tantsyura**, Managing Partner of SKY Consulting Group, Chair of the AEI Committee for the UAE and Gulf Countries, Director of the Moscow office of EurAsia Gulf, recognized among the Top 50 Women Entrepreneurs in Dubai and Top 100 Entrepreneurial Excellence Awards 2025; Irina Zasedatel, Vice President of AEI; **Elena Golubeva**, Strategy Director at the creative agency SberMarketing; **Irina Kryuchkova**, Founder and Director of TRANS NET LLC, Dubai, UAE, Logistics Representative of “Delovaya Rossiya” in the UAE, FIATA UAE Branch Representative (National Association of Freight Forwarders, UAE); **Dmitry Pavlov**, Head of the Tourism Development Committee of the Primorsky Regional Branch of “OPORA RUSSIA,” Deputy Chair of the Export Council under the Governor of Primorsky Krai, Founder of the world’s only Trepang Museum, Director of the International and Domestic Tourism Agency “Katyusha” and the Club of Atlants, and Chief Editor of the Chinese-language social magazine “Golden Bridge.”

Representatives of leading media outlets had the opportunity to directly ask questions to industry experts in the field of foreign economic activity (FEA) and receive first-hand insights on the most pressing and relevant issues in logistics and international trade.

AEI experts and forum guests, drawing on their years of experience, shared their knowledge and analysis of the current situation, helping to provide an objective picture of developments in the sector.



Journalists showed particular interest in issues related to adapting business to new logistics chains, identifying alternative markets, and optimizing export-import operations amid a changing geopolitical environment.

The press center, organized as part of the Forum, demonstrated its effectiveness as a tool for timely and high-quality coverage of key trends and challenges facing participants in foreign economic activity.

As a result of the Forum, participants developed a package of concrete initiatives aimed at systematically improving the conditions for conducting foreign economic activities. The final resolution includes proposals for modernizing customs regulation, creating new mechanisms to support export-import operations, and eliminating excessive administrative procedures. These strategic recommendations will be submitted to the Government of the Russian Federation and key ministries for practical implementation and to further advance the dialogue between business and government.

The business program concluded with a gala dinner, which featured a ceremonial award presentation for the key participants of the International Trade Day. Certificates of appreciation, commemorative awards, and valuable gifts from the “Russia” Department Store, National Center “Russia,” were presented to honorary guests, moderators, and speakers for their substantial contributions to the discussions, as well as to the event partners for their active support in facilitating dialogue between business and government.

The closed session provided a unique opportunity for VIP networking and the exchange of valuable information, often not available from the podium.

The gala dinner served as an effective platform for establishing new business contacts, discussing strategic projects, and formally recognizing the achievements of the Forum. Participants noted that the informal setting facilitated meaningful professional connections, which are expected to contribute to future export contracts and international collaboration.

Forum Outcomes:
+ 800 participants
+ 500 B2B Meetings
+ 80 speakers
+ 30 Russian regions represented
+ 15 foreign countries
+ 12 business sessions
+ 10 agreements Reached: 10 cooperation agreements signed with Russian and foreign companies and government authorities

Partners of the IDT-2025 Forum
General Partner – International Payment Company A7.
Strategic Partner – Law Firm “Lex Alliance”.
Organizers – Association of Exporters and Importers, LLC “Kamerton+”.
Program Partners – LLC “SKY Consulting Group”, TC Global Logistics, Foreign Economic Activity Support Office (FEA Support Office), Kutafin Moscow State Law University (MSAL), Sonico-Chumikan, VIETRADE, RUSKHOPRO, Council of Strategists, “Choose Yours” Project, ENFRAME Business, Bashkir Exhibition Company, Alba Translation Bureau, Union of Translators of Russia, FLAMAX, “Russians in Fashion” by Nina Ruchkina.
Main Information Partner – Interfax News Agency
Information Partners – RZD-Partner, Logirus, Novelco, EnvyBoxMain Industry Information Partner – “Stroitel’naya Gazeta” (Construction Newspaper).

Respectfully yours,

Vice President
Association of Exporters and Importers **Artur Leer**