



RUSSIAN AUTOMOTIVE NEWSLETTER

A monthly newsletter of developments
in the auto and auto components markets



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UK Trade & Investment is
the Government
organisation that supports
both companies in the UK
doing business
internationally and overseas
enterprises seeking to locate
in the UK

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The newsletter is compiled, edited and distributed by the British Embassy in Moscow, Russia. Enquiries about individual articles in this newsletter should be addressed to the relevant Trade Officer in that country.

NEWS

RUSSIA

Magna Hurries to Consolidate a Position on the Russian Market

The Canadian manufacturer of auto components, Magna, has rented a shop of 12,000 m² on the territory of "Izhorskiye factories" of the company "SM Dors" for three years to manufacture plastic details of interior and exterior of cars for the enterprises in St. Petersburg beginning of 2009. The Vsevolozhsk Ford plant will become the first consumer to which Magna will supply bumpers. Thus, experts note that the company hurries to enter the Russian market before the set up of its own plant to occupy its niche earlier than competitors. The equipment, which Magna will bring for this shop from one of the sites in Europe, in the future will be transferred to the new plant. By the time of its opening the company will have already had a sales market and clear vision about its requirements.

In December 2006 Magna bought 30 ha from the government of St.-Petersburg in the industrial zone "Shushary-2" near to plants of Toyota, General Motors and Suzuki that is still under construction. Investments will constitute about \$60 million and the enterprise will produce plastic and metal auto components and also gearboxes.

Besides, in the nearest future Magna plans to sign an agreement about building a plant that will produce plastic details in the Kaluga region. The project cost will make some tens of millions euro, since 2009 the enterprise will be producing components for Volkswagen plant.

Source: Vedomosti

Car-Parts Plant for St Petersburg

Seven Hyundai Motor suppliers signed an agreement with the municipal government of St. Petersburg to build a \$200 million car-parts plant.

The group of companies will create a manufacturing park in St. Petersburg's Kamenka industrial zone to supply Hyundai's assembly plant, the local government said on the 2nd December. The planned components venture is expected to become operational by the second half of 2010.

Source: Bloomberg

New BMWs to Be Designed in St Petersburg

The research institute of new materials and technologies, affiliated with St Petersburg State Polytechnic University, will fulfil the contract with BMW to design new technologies for the concern's models by the end of 2010.

The company plans to put these models, notably the BMW 3 series and other innovative models, on the market in two or three years.

The research institute was established in 2007. It won the contract at a tender, and is also co-operating with Mercedes and Ferrari.

Source: FC News

Faurecia to Produce Plastic Auto Parts in Leningrad region

French company Faurecia specialising in plastic auto components plans to launch their production at the ADP Luga plant in Luga, Leningrad Region.

ADP Luga was set up in October as a joint venture between Croatia's AD Plastik and Russia's Aerospace Equipment Corporation.

The plant will manufacture auto components for Russian consumers, in particular the Ford assembly plant in Vsevolozhsk (Leningrad Region) and the Avtoframos plant in Moscow.

Faurecia is one of the world's leading providers of automobile engineering solutions and components, specialising in vehicle seating, interiors, front ends and exhaust systems.

Source: FC News

Stadco, Gestamp to Manufacture Automotive Components in Leningrad Region

UK-based body structure manufacturer Stadco and Gestamp Automocion, a Spanish automotive supplier, plan to commission the first production line at the new automotive plant in Russia's Leningrad Region in the first quarter of 2009. Earlier reports said the plan was to begin production in December.

Investment in the first stage of the project will reach €66mn, while total investment is estimated at €208mn.

Stadco Ltd is the UK's largest supplier of body-in-white pressings and subassemblies to automotive OEMs, and also has a substantial subassembly operation in Germany.

Gestamp Automocion is an international group focused on the development and manufacturing of metal components and structural systems for the automotive industry. The group is represented in 12 countries and has a total of 44 operations.

Source: FC News

In 2008 capacity of the Russian market of auto components has grown 42 %

The total volume of the market of automobile components and spare parts in Russia in 2008 reached 46.45 billion USD, say analysts of company "AUTOSTAT". Almost the quarter of this sum falls on the primary market: 24 % and 11.05 billion USD. The secondary market is much bigger: its estimated capacity is about 35.4 billion USD (76 %). Thus, the total volume of the market of auto components grew 42 % in money terms compared to the level of last year. Such dynamics is caused both by fast growth of the primary auto market and proceeding change of the car park structure to the benefit of foreign cars that are more expensive in service.

The review of the Russian auto components market informs that despite the current financial crisis and temporary problems in the Russian auto industry, further prospects of this market segment remain optimistic. Because of the shift in the manufacturing structure of passenger cars in the Russian Federation to the benefit of foreign cars, the primary market capacity is growing. The similar picture develops on the secondary market as well: the increase of foreign cars in use causes the growth of market volume in terms of money as despite reliability of foreign brands these cars also demand regular service and repair.

Nevertheless it is necessary to underline that if there is no doubt in perspective of the auto component market in Russia then the question about terms of achievement of certain figures remains open. Widening of the range of dates while forecasting (from 2010 till 2012) is caused by the fact that there is no clear picture of development of world and Russian economy in 2009. According to Autostat estimations, if the country starts to overcome the crisis during the next year the total capacity of the component market can already reach 55-56 billion USD in 2010. In case the economy will be reviving during a longer period, the predicted level will be reached only by 2012.

Source: Autostat

Volvo to Open New Assembly Plant in Kaluga on Schedule

KALUGA. Despite the crisis, the Volvo assembly plant in Kaluga will be launched as planned, on January 19, 2009, Sergey Mulyar, director of the Regional Development Agency for the Kaluga Region, said.

At present, the Kaluga assembly plant, located about 200 km (124 miles) southwest of Moscow, has started the production of Volvo and Renault trucks in the trial mode.

The plant is to produce nearly 10,000 Volvo and 5,000 Renault trucks a year to meet the fast growing demand for heavy-duty trucks in Russia and the CIS. The new models include the Volvo FH/FM/FL and FE and the Renault Premium and Kerax.

Source: FC News

Ford Raises Car Prices in Russia

Ford Motor Company will raise the prices of its cars in Russia, both imported and locally assembled ones, starting January 1, 2009. Besides, all the company's

recently announced loan-lending and marketing programmes will be in effect only till the end of 2008.

At present, the Ford plant in Vsevolozhsk (Leningrad Region) produces the Ford Focus and Ford Mondeo models. By 2009, the company intends to increase its annual production of Focus cars to 100,000 and Mondeo cars to 25,000. Ford planned to sell up to 200,000 cars in Russia this year.

Earlier, Russia's major automobile manufacturer AvtoVAZ and Japan's Toyota also announced price rises for their products.

Source: FC News

GAZ Group to Sell Bonds Worth 20 bln Roubles

GAZ Group plans to sell bonds to obtain financing during the crisis. On the 4th of December the company Board of Directors decided to issue four bond offerings for the total of 20 bln roubles. The securities will be issued for the term of five years and do not foresee early redemption. According to experts state banks are the most likely buyers of these bonds. This scheme is more profitable for banks than direct financing of problematic enterprises.

Source: RBK Daily

German Automaker Daimler Acquires 10% in Kamaz

German automaker Daimler AG is buying a 10% stake in Russia's largest truck maker Kamaz for \$250mn from Russian investment group Troika Dialog.

Troika chairman Ruben Vardanyan made the announcement during a news conference. Andreas Renschler, head of Daimler Trucks, confirmed the information to the media.

The purchase is part of a strategic cooperation agreement between Daimler, Kamaz, Troika Dialog and fellow shareholder, state owned industrial holding Russian Technologies. Daimler will get one seat on KAMAZ's Board of Directors, the companies reported.

The agreement will see Daimler using Kamaz facilities, dealer network and service stations, and provide new truck-making technologies for its Russian counterpart.

The German company had been in talks with Troika since July about buying 42 percent of state-controlled KamAZ while also considering setting up its own plant. Daimler limited itself to a 10 percent stake to "minimize risks" during the crisis.

Source: FC News, RBC, Bloomberg

Bryansk Auto Works May Increase Production within State Defence Order

BRYANSK. The Bryansk Auto Works has enough capacities to increase annual production of special wheeled chassis and crossroad truck tractors to 300-350 from

the present 130-150 units, the press service of the NAMS Association, the Bryansk works' parent company, reports.

The Bryansk Auto Works (BAZ) has developed and organised mass-scale production of special wheeled chassis and crossroad truck tractors of the Voshchina-1 family in accordance with a state defence contract.

The Independent Machine-Builders Association (NAMS) is a public non-profit organisation established to promote the development of Russia's engineering sector. Its two major partners/members are the Avtokran producer of truck cranes in Ivanovo and the joint-stock company Bryansk Auto Works (Bryansk in western Russia) manufacturing special heavy-duty vehicles for the economy and the defence sector.

Source: FC News

Russian-Italian Venture Builds Iveco Semitrailer

CHELYABINSK. The joint Russian-Italian venture Iveco-Uralaz (Miass, the Chelyabinsk Region in the Urals) has designed a dump semitrailer, Iveco-AMT-6339, with a capacity of 42 metric tons.

The vehicle with a 28 cu m platform can be used in difficult road conditions. The three-axis semitrailer uses BMW axes with suspension reinforced by brackets (load per axis 12 metric tons), WABCO brakes (with ABS) and hydraulic equipment by Binotto, a global company producing a complete range of hydraulic systems for tipping trucks, trailers and semitrailers.

Source: FC News

CRISIS WATCH

KamAZ to Shut Plant For Month

18 December 2008 Truck maker KamAZ said that it would halt assembly lines from Friday, 19 December 2008 until Jan. 19.

"This is linked to a huge amount of unsold stock. ... Russia is in hibernation. There is no demand," KamAZ spokesman Vladimir Samoilov said.

KamAZ was down 4 percent on the MICEX, well below the exchange's main index, which closed down 0.3 percent.

Russia's construction firms and heavy industries, where KamAZ finds most of its customers, have been forced to scale back production and cancel projects because of the global financial crisis.

Source: Reuters, Bloomberg

UAZ Cuts Administrative Expenses

The Ulyanovsk-based car plant UAZ, which is part of the Sollers holding company, will lay off 1,600 employees in the first quarter of 2009, the Interfax news agency quoted its press service as saying.

Cuts will concern only management personnel and the staff processing documents, while the workers will retain their jobs, a company representative said.

The company has approved reductions to optimise its expenses at the time of crisis. All cuts will be done in compliance with the labour legislation, which means that employees will be notified two months in advance and will receive redundancy payment.

UAZ is Russia's biggest producer of sport utility vehicles. It employs about 16,000 people.

Source: Moscow Times

Incom-Auto to File Bankruptcy

Incom-Auto, one of Russia's largest auto dealers, has begun talks with 15 creditor banks about repaying the debt with remaining stock and property. CEO Vladimir Franke and CFO Sergei Solovyov have left the company earlier, unwilling to participate in the possible bankruptcy, the Kommersant business daily wrote.

The company's main owner, Dmitry Kozlovsky, desperately sought an investor in late October to help reschedule Incom-Auto's debt, but was unsuccessful. According to him, the company's debt was only \$320mn at the moment; currently it totals \$580mn

Incom-Auto's creditors include Russian banks MDM, VTB, Sberbank, Alfa Bank and Zenit.

Source: FC News

GM and Toyota Stop Conveyors of their Russian Plants

Following Renault, Volkswagen and Ford, General Motors and Toyota announced about shut down of their Russian conveyors.

The chief executive of GM Europe, John Burton, informed that the production at the new plant GM in Shushary will be stopped from the 20th of December till the 12th of January. But it will not affect the company's plans as debugging works and equipment testing are still proceeding at the enterprise near St.-Petersburg. Mass production starts according to the plan, in February. The plant's capacity is 70,000 cars per year. However the production volumes for the next year are not announced yet. Also in February the temporary site of SKD assembling of the GM company at the St. Petersburg enterprise "Arsenal" will be closed. 47,000 crossovers Opel Antara and Chevrolet Captiva were assembled at the conveyor during two years.

Toyota will stop the conveyor a little later, on the 29th of December and the forced vacation will last till the 11th of January. It is caused by negative sales dynamics of

the Camry model assembled near St. Petersburg. Japanese wanted to assemble 10,000 cars till the end of this year but they manage to do 10 % less. The plan for the next year was 16,000 sedans however it is not excluded that this figure will be corrected.

Source: Autostat

IzhAvto Goes into Technical Default

IZHEVSK. Russian carmaker IzhAvto, a division of the SOK Group, went into technical default over the put for IzhAvto 2 series bonds worth RUR2bn (\$72.46mn, or €52.9mn) when investors offered the entire amount to put. The company attributed the problem to a simple lack of cash.

In 1H08 the company's debt exceeded RUR10bn and mostly comprised short-term borrowings, and its Debt/EBITDA was at a dangerously high level of 7.5. The only factor supporting the company's ailing credit profile was negotiations of its sale to AvtoVAZ, which started in early 2008.

IzhAvto had planned to invest the funds in renovating its production facilities and launching production of new models. The company was going to spend \$50mn on business development before 2011, 50% of that amount raised through debt financing.

IzhAvto manufactures a range of KIA models, including Spectra, Rio and Sorento, as well as VAZ-2104 station wagons and minivans based on the classical Izh models. The plant's full capacity is 220,000 vehicles a year.

Source: FC News

Government to Allocate \$450.6mn to Federal Bodies to Purchase Russian Cars

NABEREZHNYE CHELNY. Russian Prime Minister Vladimir Putin believes that cars purchased for government needs should be made in Russia. He said so at a meeting devoted to additional measures to stabilise and recover the auto industry.

"I believe the government should increase purchases in 2009, given that the car fleet of our social sectors, the police, the Defence Ministry and the Emergency Ministry needs further renewal," he said. "I propose allocating an additional RUR12.5bn (\$450.6mn, or €316.1mn) for these purposes."

"Moreover, the Transport Ministry has been instructed to use the money from the federal target programme of transport modernisation, and to allocate up to RUR40bn (\$1.4mn, or €1.01mn) for acquisition of Russian-made road equipment," he added.

Source: FC News

CRISIS FACTS & FIGURES

03.12.2008 Volkswagen officially announced that production would be reduced in 2009 by 15,000 cars.

05.12.2008 Car makers started receiving the promised loans at 13-16% interest rates.

VTB Group agreed to lend automakers KamAZ and Sollers a total of 11 billion rubles (\$393 million).

16.12.2008 Rosstat, the Russian Statistics Service published official data on industrial manufacturing in November. Year-on-year output shrank 8.7%.

In November 2008, car production in Russia fell by 23.4% against October, the Rosstat statistics service reports.

The manufacture of trucks dropped by 42.2%, buses by 28%, and municipal utility vehicles by 43.9%. Rosstat does not provide absolute figures.

In January through November, only the car sector registered production growth – by 16.5%, to 1.4mn, year-on-year. The manufacture of trucks dropped by 4.6%, to 246,000, and buses by 21.9%, to 61,300.

17.12.2008 Isuzu stopped a joint project with Sollers to produce heavy-duty trucks in Tatarstan. Isuzu reduce their investment projects everywhere in the world including Russia.

29.12.2008 Ford Motor Company is halting its assembly line at the Vsevolozhsk facility in Leningrad region from December 24 until January 21, both to observe the upcoming holidays and to reduce output in December and January. The general market situation and forecasts for lower sales throughout the industry prompted the move, the company reported.

Japanese automaker Suzuki Motor Corp said it could drop plans to build more assembly plants in Japan and abroad – in Russia and Thailand – amid falling global demand for its products.

Source: Vedomosti, Kommersant, Autostat, Moscow Times, RBC daily, RIA Novosti, machine building portal

In Brief

- China's **Great Wall Motor** signed an agreement with its Russian distributor Irito to create an auto-assembly plant near Moscow, Irito spokesman said.
- **Peugeot Citroen** and Altaiskii krai will consider a possibility to create an assembly facility in the region. The agreement was reached during negotiations between the Altaiskii krai and Fransh-Conte region.
- **Volkswagen Rus**, the Russian unit of German VW, has begun production of restyled Skoda Octavia sedans to replace the older model.
- **AvtoVAZ** produces pilot batch of Lada Priora station wagons. AvtoVAZ started selling Lada Priora sedans in April 2007 and had sold 58,000 units by the end of 2007. In February, AvtoVAZ started producing Lada Priora hatchbacks. The Lada Priora is a C class car model.

- **AvtoVAZ** plans regular maintenance and repairs of its main production facilities on December 29-30, 2008 and January 3-18, 2009. A RUR240mn (\$8.7mn, or €6.35mn) worth of work will be completed during Christmas holidays.
- The supervisory council overseeing the development of a special economic zone in Lipetsk in the central European Russia has approved the request of Japanese **Yokohama Rubber**, Japan's third-biggest tyre maker, to build an auto tyre plant worth RUR11bn (\$388.1bn or €277.3mn) with design capacity of 3.5mn car tyres a year.

Source: FC News, Moscow Times, Portnews News Agency, Prime-Tass

MAJOR EVENTS

<p>Location Event Detail</p>	<p>Moscow AUTOTEC 2009 Exhibition Automotive spare parts. Car service equipment and technologies Main sectors:</p> <ul style="list-style-type: none"> • Equipment, instruments and materials for body repairing • Equipment and materials for units and components repairing • Diagnostic and test equipment • Washing equipment and products • Painting equipment, tools and materials • Paints, enamels, special coatings • Tires mounting equipment • Automotive spare parts, components and units • Automotive wheels and tires • Autochemistry, autocosmetics • Oils and lubricants
<p>Dates Organiser Tel E-mails Website UKTI Sponsored</p>	<p>3-5 March 2009 IFA - International Fairs Agency +7 (495) 925 6561 autotec@ifa-expo.ru http://www.autotec.ru No</p>
<p>Location Event Detail</p>	<p>Moscow INTERAUTOMECHANICS 2009 Exhibition One of significant peculiar features of the show is conjoint running of InterAutoMechanics and one of the most prestigious in the professional global automotive business trade show Equip Auto. The shows will be accommodated in adjacent exhibition halls and what's more both the exhibitions InterAutoMechanics and Equip Auto will run within the same exhibition frames (the specialists will have free access to all expositions) and will develop incorporated business and official programs.</p>
<p>Dates Organiser Contact Tel E-mails Website UKTI Sponsored</p>	<p>24-27 February 2009 Crocus Expo Petr Kirchev, Director of the Exhibitions +7 (495) 727-26-31 kirchev@crocus-off.ru http://eng.iam-expo.ru/ No</p>
<p>Location Event Detail</p>	<p>Moscow MOTOR-PARK - 2009 Exhibition The show's objective is to gather all major suppliers of ATVs and motorcycles, accessories and equipment and create a</p>

	favourable atmosphere for negotiations and conferences to present new products to regional distributors.
Dates	10 –12 April 2009
Organiser	RTE-Group
Tel	+7 (495) 101-44-07
E-mails	info@rte-expo.ru
Website	http://www.equipauto.com/
UKTI Sponsored	No
Location	Moscow
Event	4WD SALON 2009
Detail	Exhibition The Event is being held under continuous support of Association of European Businesses in the Russian Federation. 4WD SALON has unique format for Russia. Annually exhibition gathers most of 4-wheel drive vehicle manufacturers, represented at the Russian market, suppliers and retailers of specialised spare parts and accessories. EXHIBITION SECTIONS <ul style="list-style-type: none"> • 4-wheel drive cars • SUVs • Tuning • Accessories • Insurance
Dates	24 - 27 April 2009
Organiser	IFA
Tel	+7 (495) 925 6561
E-mails	4wd@ifa-expo.ru
Website	http://www.4wdsalon.ru/
UKTI Sponsored	No
Location	Moscow
Event	INTERAUTO 2009
Detail	Exhibition InterAuto 2009 will the only official constituent of the largest and widely recognised as the leading automotive event for Russian motor-car enthusiasts and industry specialists – the Moscow International Automobile Salon (MIAS 2009) being under patronage of the Organisation Internationale des Constructeurs d'Automobiles (OICA).
Dates	27 August 2009 - 31 August 2009
Organiser	Crocus Expo
Contact	Petr Kirchev, Director of the Exhibitions
Tel	+7 (495) 727-26-31
E-mails	kirchev@crocus-off.ru
Website	http://www.interauto-expo.ru
UKTI Sponsored	No
Location	Moscow
Event	MOSCOW INTERNATIONAL AUTOMOBILE SALON 2009

Detail	<p>Exhibition</p> <p>The Salon will be co-organised by the Association of Russian Automakers and the International exhibition centre Crocus Expo. The running dates of MIAS-2008 are included into the official calendar of events of the Organisation Internationale des Constructeurs d'Automobiles (OICA) and it is held under patronage of OICA.</p> <p>The major section of MIAS 2008 will feature achievements of global motor industry and products of a number of prominent tire manufacturers and it will be accommodated at exhibition halls of Pavilion 3 Crocus Expo IEC and the exhibit space of the section will constitute more than 60 000 sq m of the fairgrounds.</p> <p>The second pavilion will host expositions of the manufacturers of automotive components, accessories, technological equipment and wide range of other products related to car and its operation. The expositions of the International Automobile exhibition InterAuto will form part of MIAS 2008.</p>
Dates	27 August 2009 - 31 August 2009
Organiser	Crocus Expo
Contact	Petr Kirchev, Director of the Exhibitions
Tel	+7 (495) 727-26-31
E-mails	kirchev@crocus-off.ru
Website	http://www.mas-expo.ru/
UKTI Sponsored	No
Location	Moscow
Event	MIMS 2009
Detail	<p>Exhibition</p> <p>For many years Motor Show has been considered to be an important event of the automotive industry. Unlike many other auto exhibitions held in Moscow, Motor Show is the only one trade event aimed at specialists.</p> <p>The exhibition featured the following key sections: spare parts, components, tyres, oils and lubricants, varnishes, paints, automobile chemistry products, garage and service equipment, tools and instruments, accessories.</p> <p>According to statistics, these products are in great demand, as the overall cost of car accessories, components, security systems, audio and video equipment offered to Russian car owners is estimated to be 15-20 bln. USD per year.</p>
Dates	28 August 2009 - 1 September 2009
Organiser	Crocus Expo
Contact	Petr Kirchev, Director of the Exhibitions
Tel	+7 (495) 727-26-31
E-mails	kirchev@crocus-off.ru
Website	http://www.motorshow.ru
UKTI Sponsored	No

Location	St. Petersburg
Event	Auto+Automechanika– 2009
Detail	<p>Exhibition goals:</p> <ul style="list-style-type: none"> • Acquaintance of Russian and foreign suppliers with markets of North –West of Russia and Baltic region, • Informational co-operation between manufacturers and consumers, • Establishment of direct business contacts between manufacturers, dealers and customers, • Price, demand and supply research, region tendencies study. • Development of regional market launch conception <p>Main exhibition section:</p> <ul style="list-style-type: none"> • Means of transportation; • Equipment for car service stations and garages; • automobile spare parts; • automobile accessories; • carselling services; • chemical ware; • motorbikes and bicycles’; • ecological monitoring; • recycling; • waste abolition services
Dates	Oct 22 - Oct 26 2009
Organiser	Lenexpo JSC
Tel	+7 (812) 321 2877,321 78, 321 79, 321 80, 321 81
E-mails	horeca@lenexpo.ru
Website	http://www.motorshow.ru
UKTI Sponsored	No
Location	Togliatti
Event	AutoIndustry. Autocomponents
Detail	<p>Exhibition</p> <p>Committee of Automotive Components Manufacturers of AEB in Russia, Volga Quality Club, Belgium-Luxemburg Chamber for Russia and Belarus, and Leipziger Messe became the partners of the exhibition project in Togliatti. The Canadian concern company “MAGNA” became the general sponsor of the project. In 2008 the following companies participated in the exhibition “Autoindustry. Autocomponents 2008”</p> <ul style="list-style-type: none"> • Manufacturers of automotive components, materials, nodes for car assembly plants • OEMs: purchase top-managers, leading engineers, designers, technologists, specialists • Manufacturers of the equipment for motor-car construction • Research and consulting companies • Design and technology offices • Organisations, which are specialised in staff training for motor-car industry enterprises • Investment and development companies, banks, insurance companies <p>State, commercial and society organisations, which are responsible for the questions of increasing the quality of</p>

motor-car industry goods.

Dates 14-17 October 2009
Organiser Expo Volga
Contact Ekaterina Loktionova, Director Marketing and Foreign Affairs
Tel +7 (846) 270 34 07, 279 04 90
E-mails LoctionovaEA@expo-volga.ru
Website <http://www.avtoindustry.ru/en/>
UKTI Sponsored No

UKTI SERVICES

Opportunities

UKTI publishes international [business opportunities](#) gathered by our network of British Embassies, High Commissions and Consulates world-wide. These opportunities appear in the Opportunities portlet on the relevant sector and country pages on the UKTI website. By setting up a profile you can be alerted by email when relevant new opportunities are published. New or updated **alert profiles** can be set in My Account on the website.

More Detailed Sector Reports

UK Trade & Investment, with its team of expert advisers located across the globe, produce reports across a range of sectors and markets.

To have a **free** access to our **Automotive Sector Report** as well as other reports, you must log on with your User name and password, or if you do not have an account [register](#) your UK-based business on the website.

If you require more detailed research than that contained in the Automotive Sector report please make use of UKTI's research services.

Research is critical when considering new markets. UKTI provides [market research](#) services which can help UK companies doing business overseas including:

- **Overseas Market Introduction Service (OMIS)**. Bespoke research into potential markets, and support during your visits overseas
- **Export Marketing Research Scheme**. In depth and subsidised service administered by the British chambers of Commerce on behalf of UKTI

Contact your local [International Trade Advisor](#) if you are interested in accessing these services, or for general advice in developing your export strategy.

Other background information on doing business in Russia can be found on UKTI's website. Simply go to the [Russia](#) country page where you will find information on:

- ◆ Economic background and geography
- ◆ Customs & regulations
- ◆ Selling & communications
- ◆ Contacts & setting up
- ◆ Visiting and social hints and tips

Events

UK Trade & Investment's [Tradeshaw Access Programme](#) (TAP) can help eligible UK businesses take part in overseas exhibitions. Attendance at TAP events offers significant benefits:

- possibilities for business opportunities both at the show and in the future
- chance to assess new markets and develop useful contacts
- grants are available if you meet the criteria
- UKTI staff overseas will be available to assist delegates

Find out if you are eligible to apply for TAP and more about the support UKTI can offer on the UKTI website's [Market Entry](#) page.

Details of TAP events can be found in the **Events** portlet on the respective country page. Other **Market Visit Support** may be available via your local International Trade Advisor.

Contact Lists

UKTI's **International Trade Advisers** can provide you with essential and impartial advice on all aspects of international trade. Every UK region also has dedicated sector specialists who can provide advice tailored to your industry. You can trace your nearest advisor by entering your postcode into the [Local Office Database](#) on the homepage of our website.

For new and inexperienced exporters, our [Passport to Export](#) process will take you through the mechanics of exporting. An International Trade Adviser will provide professional advice on a range of services, including financial subsidies, export documentation, contacts in overseas markets, overseas visits, translating marketing material, e-commerce, subsidised export training and market research.

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