



Rosoboronexport: 16 years of international military-technical cooperation

On November 4, JSC Rosoboronexport (part of the Rostec State Corporation) marks its 16th anniversary. The sole Russian state intermediary agency, which is responsible for import/export of the full range of defense and dual-use end products, technologies and services was set up by the RF President's Decree in 2000. This is a 100% state-owned company.

"I think the main result of the past 16 years is that, despite the difficult economic conditions and fierce, often unfair, competition in the global arms market, we have managed not only to multiple our sales, but also significantly enlarge our footprint in the traditional and new arms markets. Through integrated marketing strategies, we have ensured that Rosoboronexport's order book today exceeds US\$ 45 billion," said Rosoboronexport CEO Anatoly Isaykin.

The special exporter makes painstaking efforts on a daily basis to increase Russian arms exports resulting in more than a thousand contract documents signed with foreign customers every year. Over the period of its operation in the international market, Rosoboronexport has delivered hundreds of thousands of units of military equipment and weapons worth more than US\$ 120 billion to 115 countries.

Rosoboronexport pays great attention to both major billion dollar contracts and small deals. The company seeks to operate flexibly and efficiently by using modern and advanced marketing and customer settlement methods. The special exporter cooperates with more than 700 Russian defense-industrial enterprises and organizations, which enables it to offer partner countries the comprehensive and cost-effective solutions for strengthening their defense capability and national security.

By concluding export contracts, Rosoboronexport supports the Russian defense industry, which is especially important under difficult conditions in the global market. High-tech products are in increased demand in the world arms market today and thus the company is interested in developing smart manufacturing in Russia.

In addition, Rosoboronexport is actively involved in a number of charitable and sponsorship projects. The company provides assistance to military hospitals, military historical museums, and children's educational institutions. Rosoboronexport supports major sporting events and various sports federations, acts as sponsor and partner of the largest industrial exhibitions and cultural events held in Russia and abroad.



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