



Rosoboronexport and Rostec's Representatives Abroad Discuss Russia's Military and Technical Cooperation with Foreign States

Rosoboronexport, a member of Rostec, hosted in its main office in Moscow a conference with Rostec's representatives abroad. The leadership of the special arms exporter briefed on the 2016 foreign economic activity results and spoke about future strategies.

"In 2016, most of demand for the Russian military equipment came from North Africa and Asia," reported Director General Alexander Mikheev of Rosoboronexport during the conference. "Noteworthy are the beginning of the Su-35 supply to China, marketing of the new Su-32, as well as continuous efforts to implement projects in the interest of India's Navy," the top official added.

According to him, the first half-year of 2017 witnessed a jump of the company's backlog worth from \$42 bln. to over \$45 bln. "Our concerted efforts secured for Russia the second place on the world arms market. In the past five years, the company has accounted for 15 percent of the world military equipment export, while Russia's total share is 17 percent," clarified the company's head.

Alexander Mikheev voiced new trends taking shape in Russia's military and technical cooperation with foreign states and noted that "deployment of Russian weapons in real combat contributed to the growth of demand for the S-400 SAM system, as well as Su-35 and Su-32 aircraft." Besides, the official continued, this had piqued interest of foreign customers in the Iskander-E tactical missile system, Verba MANPADS, and other weapons and equipment.

Alexander Mikheev told Rostec's representatives that the company worked ceaselessly to find new forms and methods of doing business in modern conditions. "We do our best to export military equipment not only to foreign ministries of defense, but other security agencies as well, working on extending the range of offered products, including civilian equipment," said Alexander Mikheev. He also noted that the state had stepped up measures to support military and technical cooperation. Particularly prominent are efforts taken by Russia's leadership during contacts with foreign representatives, credits granted to foreign customers, and steps to ratchet up cooperation within the framework of the CSTO, BRICS and SCO.

The Director General urged Rostec's representatives to take into consideration the information in daily work. As he said, by virtue of living in the importing countries they enjoy advantage of keeping their eyes on the needs of Rosoboronexport's partners on day-to-day basis and trends on local arms markets, as well as taking appropriate measures to further development of Russia's ties with foreign states in the field of military and technical cooperation.



Rosoboronexport is the only state-owned arms trade company in the Russian Federation authorized to export the full range of military and dual-purpose products, technologies and services. It is a subsidiary of the Rostec Corporation. Founded on 4 November, 2000, now Rosoboronexport is one of the leading world arms exporters to the international market. Its share in Russia's military exports exceeds 85 percent. Rosoboronexport cooperates with more than 700 enterprises and organizations in the Russian defence industrial complex. Russia maintains military technical cooperation with more than 70 countries around the world.

Rostec State Corporation is a Russian corporation that was established in 2007 to facilitate the development, production and export of high-tech industrial products designed for civilian and military applications. The Corporation comprises over 700 organizations that are currently part of 11 holding companies operating in the military-industrial complex and 3 holding companies working in civilian industry, as well as 80 directly managed organizations. Rostec's portfolio includes well-known brands such as AVTOVAZ, KAMAZ, Kalashnikov Concern, Russian Helicopters, VSMPO AVISMA, UralVagonZavod, etc. Rostec companies are located in 60 constituent entities of the Russian Federation and supply products to more than 70 countries. In 2016, the consolidated revenue of Rostec amounted to 1 trillion 266 billion rubles, while the consolidated net income and EBITDA amounted to 88 and 268 billion rubles respectively. In 2016, the average salary in the Corporation was 44,000 rubles. According to Rostec strategy, the main objective of the Corporation is to ensure that Russia has a technological advantage in highly competitive global markets. Rostec's key objectives include the introduction of a new techno-economic paradigm and the digitalization of the Russian economy.

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