



Rosoboronexport: 17 Years of International Military-Technical Cooperation

On November 4, Rosoboronexport (part of the Rostec State Corporation) celebrates its 17th anniversary. The company was set up by the Russian President's Decree in 2000 as Russia's state intermediary for importing and exporting a full range of military and dual-use products, technologies and services. Rosoboronexport is a 100% state-owned company. In 2007, the management of its stocks was transferred to the Rostec State Corporation.

"Over 17 years, Rosoboronexport has become one of the leaders in arms supplies, having sold products worth a total of over \$140 billion. We show good results in foreign trade, and the country's leadership doesn't leave this success unnoticed. For their great contribution in developing military-technical cooperation with foreign countries, 34 Rosoboronexport employees were awarded by Russian President Vladimir Putin," said the CEO of Rostec, Sergey Chemezov.

In 2017, Rosoboronexport did a lot to expand export geography of Russian armament and military equipment, as well as to increase the range of Russian military and dual-use products, supplied to foreign customers. Rosoboronexport is actively cooperating with more than 50 countries worldwide; and their number will further increase by the end of 2017, despite unscrupulous actions of some countries, competing with Russia in the global arms market.

"Rosoboronexport's order portfolio currently amounts to about \$45 billion, which proves high competitive edge of Russian defense products on the global level. A considerable share of the portfolio are contracts to purchase Russian high-tech systems, primarily aircraft and air defense systems. In addition, Rosoboronexport is discovering new market segments, developing exports of civilian and sporting weapons and making turnkey national security systems that use cutting-edge information security solutions. For hundreds of Russian companies Rosoboronexport became a guide to international success, an indispensable assistant, and sort of a one-stop service, which has powerful governmental support, respect from foreign partners, expertise accumulated over tens of years, and latest marketing technologies," said the CEO of Rosoboronexport Alexander Mikheev.

<http://www.youtube.com/watch?v=w0r8Lkl47Eq>

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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