



Rosoboronexport expands geographical scope of military-technical cooperation

Alexander Mikheev, Director General of JSC Rosoboronexport (part of the Rostec State Corporation), has attended an extended meeting of the Bureau of the Russian Engineering Union and the Bureau of the League of Assistance to Defense Industry Enterprises. The meeting was devoted to summarizing the Union's activities in 2017 and discussing the immediate challenges.

“In 2017, Rosoboronexport signed contractual documents worth about \$15 billion with customers from 53 countries. Over 7,500 enterprises of the country's machine-building industry have contributed significantly to the result achieved. They made considerable progress in technology and production, enabling Russia to maintain its leading positions in the world arms market,” said Alexander Mikheev, who holds the position of Deputy Chairman of the Russian Engineering Union.

Russian arms enjoy growing demand in the world market thanks to Rosoboronexport's proactive marketing efforts and the demonstration of their high performance and operational characteristics in real combat conditions. In 2017, the geographical scope of the special exporter's contracts and supplies of military products expanded due to a number of new customers in the Asia-Pacific region and the Middle East. In addition, there is an increase in military-technical cooperation with the states that have long used the weapons from other suppliers. At the same time, Russia maintains the traditional markets of the countries that are its strategic partners, offering them new forms and types of cooperation.

“Despite the unprecedented pressure from a number of Western countries and unfair methods of competition they use, we have managed to enter new external markets, thus ensuring a stable replenishment of the state budget and, through it, a decent life for the families of millions of workers in the engineering industry. These opportunities have emerged largely due to better quality and a wider range of military products that we export,” added Alexander Mikheev.

The efficiency of the country's defense industry and the parties to military-technical cooperation, including Rosoboronexport, was appreciated at the meeting of the Bureau of the Russian Engineering Union and the Bureau of the League of Assistance to Defense Industry Enterprises. The meeting was attended by Sergey Chemezov, Chairman of the Russian Engineering Union and the head of the Rostec State Corporation, representatives of Russia's federal ministries and agencies, as well as the executives of the major defense enterprises in the country - members of the Russian Engineering Union.





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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