

## Rosoboronexport and KTRV agreed on comprehensive after-sales support of products supplied to foreign customers

On August 21, 2018, during the Army 2018 International Military Technical Forum, Rosoboronexport, part of the Rostec State Corporation, signed an agreement with the Tactical Missiles Corporation (KTRV) on cooperation in providing comprehensive after-sales support of supplied military products.

The agreement was inked by Alexander Mikheev, Director General of Rosoboronexport, and Boris Obnosov, Director General of KTRV.

“Rosoboronexport is well aware of the need to improve the quality of comprehensive after-sales support of supplied weapons and military equipment. In recent years, this issue has been a critical factor for achieving competitiveness, which receives considerable attention from both foreign customers and suppliers. In addition, well-established business processes in this area are becoming a stable source of revenue and profit growth for Russian defense enterprises. Today we have taken a very important step that our foreign partners will appreciate,” said Alexander Mikheev.

The signed agreement defines the procedure for interaction between the parties in organizing comprehensive after-sales support of military products supplied, being supplied and planned for supply to foreign customers.

Comprehensive after-sales support includes maintaining the levels of weapons and military equipment availability stipulated in contracts, the supply of spare parts, units, devices, and components, as well as consumables and other necessary equipment.

In addition, the after-sales support package includes such services important for foreign customers as the maintenance and repair of supplied products, including upgrade, training of customer specialists and sending Russian specialists to the customer's territory.

The agreement also provides for participation in setting up joint ventures with foreign partners to maintain Russian-made military products.

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<a href=" <http://roe.ru/eng/press-service/>&quot;&gt;Rosoboronexport </a> 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



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Russian Defence Export

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 100 countries around the world.

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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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