



INVESTMENT RATING OF THE ECONOMIC REGIONS OF AZERBAIJAN - 2018

2 CASPIAN ENERGYTM

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PAGE 6





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The 6th International
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Azerbaijan

is a very important partner,

President of Latvia Ráimonds Vėjonis



There is a huge potential for further expansion of our relations, especially in economic and trade areas. Current bilateral trade turnover does not reflect the real economic potential between our countries.

Caspian Energy (CE): Your Excellency, in 2018 Azerbaijan and Latvia, which are strategic partners, were celebrating the 100th anniversary of independence. How do you see the future of relations with Azerbaijan and other countries of the Caspian region? What hinders to develop economic relations more effectively?

Ráimonds Vėjonis, President of the Repub-

lic of Latvia: Azerbaijan is an important partner to Latvia in the South Caucasus region. Close cooperation has been established not only between the leaders of our countries, but also parliaments, governments, local authorities and other institutions.

In January 2019, we celebrated the 25th anniversary of the establishment of diplomatic

Latvia is interested to cooperate with Azerbaijan in land transport connections between Asia, Central Asia, Black Sea countries and Northern Europe.



relations between Latvia and Azerbaijan. During the official visit of the President of Azerbaijan to Latvia in June 2017 the declaration on strategic partnership was signed, thereby raising our relationship to a new level of cooperation. There is a huge potential for further expansion of our relations, especially in economic and trade areas. Current bilateral trade turnover does not reflect the real economic potential between our countries. Investment in small and medium size business would bring a lot of benefit to our economic relations.

CE: What potential exists for Azerbaijani investors and vice versa?

Rājmonds Vējonis: Latvian companies in Azerbaijan work in a wide range of sectors, including financial, consulting and legal services, transport and logistics, engineering, IT and telecommunications, food production, architecture, construction, building materials, wood processing, chemicals, pharmaceuticals, tourism and education fields. Latvia is interested in expanding this cooperation. Main exports from Azerbaijan to Latvia are food production, plastic and rubber goods and mechanical and electric equipment.

We are glad, that in 2018 Azerbaijan decided to open the Trade House in Riga, to facilitate trade and economic ties with Latvia. Azerbaijan has expressed interest in developing cooperation with Latvia in food, pharmaceutical and industrial sectors and establishing agricultural joint ventures. To boost our cooperation in transit services, investment in Latvia's ports and centers for logistic is welcome.

CE: Does Latvia consider issues of joining to expanding transport transit corridors such as North-South and Baku-Tbilisi-Kars, of which Azerbaijan is a leading proponent?

Rājmonds Vējonis: Latvia is interested to cooperate with Azerbaijan in land transport connections between Asia, Central Asia, Black Sea countries and Northern Europe. In our view there are two important international transport corridors passing through Azerbaijan: (1) the North-South International Corridor with a branch connection to the Baltic Sea region and (2) the Transport Corridor Europe Caucasus Asia (TRACECA), which is a part of the New Silk Road and creates a strategic link between the Caspian Sea and the Black Sea. Therefore, Latvia considers Azerbaijan as a very important

The best option for Latvia, EU and the UK would be no Brexit.

partner for the development of new transport routes in Eurasia. Improvement of transport networks and infrastructure is also a priority for the European Union's Eastern Partnership policy which we actively support. Latvia and Azerbaijan have common interests in railway and port infrastructure, and both sides benefit from this cooperation.

CE: Which global challenges worry you most? In your opinion, how will Brexit end up for the EU? Which option is beneficial for Latvia and EU?

Rājmonds Vējonis: I would say that lack of security and stability in some parts of the globe are the most worrying challenges today. Having and maintaining peace in the world is a challenge, and, in the same time, our common goal. We need to combine our efforts to achieve security and prosperity. To reflect this goal, the motto of the previous EU Eastern partnership Summit was "Stronger Together". It is a powerful message of mutual unwavering support.

We all follow the very complicated Brexit process. In my view, the best option for Latvia, EU and the UK would be no Brexit.

CE: Problems of using GMO, ecology, innovations in the 4th level economy are in the center of attention of all global leaders. How are these problems solved in Latvia and EU?

Rājmonds Vējonis: The EU has one of the most, if not the strictest risk assessment and control requirements for genetically modified organisms (GMO) in the world. This area is rather new and there are many questions about consequences caused by long-term distribution of GMO in the environment. The European Commission considers health and environmental protection as a priority and seeks to ensure that GM food, GM animal feed, as well as GM crop cultivation, are allowed only if it does not have a harmful effect on human and animal health or the environment.

Every country - does not matter - large or small, more or less developed, needs to respond to internal and external challenges and make respective reforms. I am proud that the OECD recently named Latvia as a top reformer country.

In 2017 we successfully completed a tax reform and created preferential conditions for start-up environment.

CE: What role and significance in the European Union is attached to Azerbaijan, the most economically developed and oil-gas-rich country in the South Caucasus? Which projects can be of particular importance?

Rājmonds Vējonis: Latvia has always supported the strengthening of the relationship between Azerbaijan and the European Union. The EU is sharing its best practices and experience. Security and diversification of energy supply is one of the European Union's priorities. Latvia is supporting diversification of the energy supply routes to Europe. We appreciate the cru-

cial role of Azerbaijan in development of the Southern Gas Corridor.

CE: What are the prospects of development of tourism between Azerbaijan and Latvia? Is there any momentum observed in this direction?

Rājmonds Vējonis: We are pleased that our capital cities are linked by direct air traffic. Latvian tourists appreciate the wonderful Azerbaijani hospitality and ancient culture. We notice that Latvian tourists keep returning to your country year after year, which is a positive sign.

To enhance tourism, the Investment and Development Agency of Latvia organised a campaign to promote medical tourism from Azerbaijan to Latvia in 2016. Medical tourism is a high added-value area and brings a lot of customers to our wonderful destination.

CE: You have repeatedly raised an issue of importance of opening regular air flights between Riga and Baku. In your opinion, is there a potential for ensuring regularity of flights?

Rājmonds Vējonis: In the summer period, the Latvian national airline airBaltic has two flights per week between Riga and Baku. The flights are performed in cooperation with Azal Airlines. Considering an increased interest in this route, in 2018 airBaltic extended the flight season up to 10 weeks and plans to maintain frequency of flights in 2019.

Air cargo transportation is another promising area of development. The volume of goods transported in the 10 months of 2018 has almost doubled. It is important to note that air transportation between our countries also contributes to the development of our airports as transit hubs. Latvian aviation companies are ready to continue cooperation and to increase the number of passengers and freight volumes.

CE: Which ecological initiatives and projects can, in your opinion, be implemented - shift of all floating facilities to an ecologically pure fuel, construction of joint power plants in the field of alternative energy, desalination of water, use of energy of waves? What are the plans of Latvia and her contribution to prevention of climate changes?

Rājmonds Vējonis: Latvia is one of the leading countries in Europe regarding the use of renewable energy. The share of renewable energy in the supply of primary energy sources has grown from 29.6% in 2007 to 37.2% in 2016. The main energy sources are wood and water energy. Biogas, straw, wind and solar energy is also used, albeit at a lower level.

In 2016 Latvia's total emissions were 57% below 1990 levels. To further reduce Latvia's emissions, Latvia will reinforce already existing energy efficiency measures and transition to renewables. We will also continue working on the decarbonisation of transport sector and reduction of emissions in agriculture.

Thank you for the interview

Medical tourism is a high added-value area...



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Азербайджан очень важный партнер, - Президент Латвии Раймонд Вейонис



Caspian Energy (CE): Г-н Президент, в 2018 году Азербайджан и Латвия отметили 100-летие независимости и являются стратегическими партнерами. Каким Вы видите будущее отношений с Азербайджаном и другими странами Каспийского региона? Что мешает развиваться экономическим отношениям более эффективно?

Президент Латвийской Республики Раймондс Вейонис: Азербайджан является важным партнером Латвии в регионе Южного Кавказа. Тесное сотрудничество было установлено не только между лидерами наших стран, но и парламентами, правительствами, местными органами власти и другими учреждениями.

В январе 2019 года отмечалось 25-летие установления дипломатических отношений между Латвией и Азербайджаном. В ходе официального визита Президента Азербайджана в Латвию в июне 2017 года была подписана Декларация о стратегическом партнерстве, что способствовало выведению наших отношений на новый уровень сотрудничества. Существует огромный потенциал для дальнейшего расширения наших отноше-

ний, особенно в экономической и торговой сферах. Текущий двусторонний товарооборот не отражает реальный экономический потенциал между нашими странами. Инвестиции в малый и средний бизнес принесли бы большую пользу нашим экономическим отношениям.

CE: Какой потенциал существует для азербайджанских инвесторов и наоборот?

Раймондс Вейонис: Латвийские компании в Азербайджане работают в целом ряде секторов, включая такие сферы как финансовые, консалтинговые и юридические услуги, транспорт и логистика, инжиниринг, информационные технологии и телекоммуникации, производство продуктов питания, архитектура, строительство, строительные материалы, обработка древесины, химикаты, фармацевтика, сферы туризма и образования. Латвия заинтересована в расширении этого сотрудничества. Основной экспорт из Азербайджана в Латвию приходится на продукты питания, пластмассовые и резиновые изделия, а также на механическое и электрическое оборудование.

Существует огромный потенциал для дальнейшего расширения наших отношений, особенно в экономической и торговой сферах. Текущий двусторонний товарооборот не отражает реальный экономический потенциал между нашими странами.



Латвия заинтересована в сотрудничестве с Азербайджаном в наземных транспортных соединениях между Азией, Центральной Азией, Черноморскими странами и Северной Европой.

Мы рады, что в 2018 году Азербайджан решил открыть Торговый дом в Риге, чтобы облегчить торговые и экономические связи с Латвией. Азербайджан выразил заинтересованность в развитии сотрудничества с Латвией в пищевой, фармацевтической и промышленной сферах и создании совместных сельскохозяйственных предприятий. Для расширения нашего сотрудничества в сфере транзитных услуг приветствуются инвестиции в латвийские порты и центры логистики.

СЕ: Рассматривает ли Латвия вопросы подключения к расширяющимся транспортным транзитным артериям, таким как Север-Юг и Баку-Тбилиси-Карс, одним из основных инициаторов которых является Азербайджан?

Раймондс Вейонис: Латвия заинтересована в сотрудничестве с Азербайджаном по развитию наземных транспортных соединений между Азией, Центральной Азией, Черноморскими странами и Северной Европой. На наш взгляд, через Азербайджан проходят два важных международных транспортных коридора. Первый это международный коридор Север-Юг с ответвлением к региону Балтийского моря. Второй - транспортный коридор Европа-Кавказ-Азия (ТРАСЕКА), который является частью нового Шелкового пути и создает стратегическую связь между Каспийским морем и Черным морем. Поэтому Латвия считает Азербайджан очень важным партнером для развития новых транспортных маршрутов в Евразии.

Улучшение транспортных сетей и инфраструктуры также является приоритетом политики Восточного партнерства Европейского Союза, которую мы активно поддерживаем. Латвия и Азербайджан имеют общие интересы в железнодорожной и портовой инфраструктуре, и обе стороны извлекают пользу от этого сотрудничества.

СЕ: Какие глобальные мировые проблемы Вас беспокоят больше всего? Чем завершится Brexit для ЕС по Вашему мнению? Какой вариант выгоден для Латвии и ЕС?

Раймондс Вейонис: Я бы сказал, что отсутствие безопасности и стабильности в некоторых частях Земного шара являются сегодня проблемами, вызывающими наибольшую обеспокоенность. Жить в мире и поддерживать мир в мировом масштабе - это вызов, и в то же время, наша общая цель. Нам необходимо объединить наши усилия для достижения безопасности и процветания. Для отражения этой цели, девизом предыдущего Саммита Восточного партнерства ЕС стал лозунг «Сильнее вместе». Это мощный сигнал взаимной неизменной поддержки. Мы все следим за очень сложным процессом по Brexit. На мой взгляд, если бы Великобритания осталась в ЕС, это стало бы лучшим вариантом для Латвии, ЕС и Соединенного Королевства.

СЕ: Проблемы использования ГМО, экологии, инновации в экономике четвертого уровня сегодня в центре внимания всех глобальных лидеров, как решаются эти проблемы в Латвии и ЕС?

Раймондс Вейонис: В ЕС установлены одни из самых строгих, если не самые строгие в мире требования к оценке и контролю рисков для генетически модифицированных организмов (ГМО). Эта область является довольно новой, и есть много вопросов о последствиях, вызванных долгосрочным распространением ГМО в окружающей среде. Еврокомиссия рассматривает охрану здоровья и окружающей среды в качестве приоритета и стремится обеспечить, чтобы генномодифицированные продукты, генномодифицированный корм для животных, а также выращивание генномодифицирован-

Latvija 100

ных культур разрешались только в том случае, если они не оказывают вредного воздействия на здоровье человека, животных или окружающую среду.

Каждая страна - не имеет значения - большая или маленькая, более или менее развитая, должна реагировать на внутренние и внешние вызовы и проводить соответствующие реформы. Я горжусь тем, что Организация экономического сотрудничества и развития (ОЭСР) недавно назвала Латвию - страной лидером по проведению реформ. В 2017 году мы успешно завершили налоговую реформу и создали льготные условия для стартапов.

СЕ: Какой видят в Европейском союзе роль и значимость Азербайджана, как самой экономически развитой и богатой нефтегазовыми ресурсами страны на Южном Кавказе? Какие проекты могут представлять особую значимость?

Раймондс Вейонис: Латвия всегда поддерживала укрепление отношений между Азербайджаном и Евросоюзом. ЕС делится своей наилучшей практикой и опытом. Безопасность и диверсификация энергоснабжения является одним из приоритетов Европейского Союза. Латвия поддерживает диверсификацию маршрутов поставок энергоносителей в Европу. Мы ценим решающую роль Азербайджана в развитии Южного Газового Коридора.

СЕ: Каковы перспективы развития сферы туризма между Азербайджаном и Латвией? Наблюдается ли динамика в этом направлении?

Раймондс Вейонис: Мы рады, что наши столицы связаны прямым воздушным сообщением. Латвийские туристы ценят прекрасное азербайджанское гостеприимство и древнюю культуру. Мы замечаем, что латвийские туристы возвращаются в вашу страну год за годом, что является положительным знаком.

В целях развития туризма Латвийское агентство по инвестициям и развитию в 2016 году организовало кампанию по продвижению медицинского туризма из Азербайджана в Латвию. Медицинский туризм является сферой с высокой добавленной стоимостью и привлекает множество клиентов в нашу прекрасную страну.

СЕ: Вы не раз поднимали вопрос важности открытия регулярных воздушных

рейсов между Ригой и Баку. Какой потенциал, на Ваш взгляд, есть для обеспечения регулярности полетов?

Раймондс Вейонис: В летний период латвийская национальная авиакомпания airBaltic выполняет два рейса в неделю между Ригой и Баку. Полеты выполняются в сотрудничестве с авиакомпанией Azal. Учитывая возросший интерес к этому маршруту, в 2018 году airBaltic продлил сезон полетов на 10 недель и планирует сохранить частоту полетов в 2019 году.

Авиаперевозки грузов - еще одно перспективное направление развития. Объем грузов, перевезенных за 10 месяцев 2018 года, почти удвоился. Важно отметить, что воздушные перевозки между нашими странами также способствуют развитию наших аэропортов в качестве транзитных узлов. Латвийские авиационные компании готовы продолжать сотрудничество и увеличивать количество пассажиров и объемы перевозок.

СЕ: Какие экологические инициативы и проекты, по Вашему мнению, могут быть реализованы, - перевод всех плавающих средств на экологически чистое топливо, строительство совместных энергетических станций в сфере альтернативной энергетики, опреснение воды, использование энергии волн? Каковы планы Латвии и ее вклад в предотвращение климатических изменений?

Раймондс Вейонис: Латвия является одной из ведущих стран Европы по использованию возобновляемых источников энергии. Доля возобновляемых источников энергии в поставке первичных энергоносителей выросла с 29,6% в 2007 году до 37,2% в 2016 году. Основными источниками энергии являются древесина и вода. Биогаз, солома, ветряная и солнечная энергия также используются, хотя и в меньших объемах.

В 2016 году общий объем выбросов в Латвии был на 57% ниже показателей 1990 года. Для дальнейшего сокращения выбросов Латвия усилит существующие меры по повышению энергоэффективности и переходу на возобновляемые источники энергии. Мы также продолжим работу по декарбонизации транспортного сектора и сокращению выбросов в сельском хозяйстве.

Благодарим за интервью!

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There must be more interaction and cooperation between SMALL AND MEDIUM BUSINESSES



Caspian Energy (CE): Your Excellency, the Caspian Sea and the Baltic, Azerbaijan and Latvia are the regions located far from each other. What has already been done and what remains to be done to achieve the economic convergence between the two regions and countries? What is the main problem in the present economic relations?

Juris Maklakovs, Ambassador Extraordinary and Plenipotentiary of Latvia to the Republic of Azerbaijan: Thank you for providing me an opportunity to share my views, experience and knowledge. I would like to note that on 11 January 2019, Latvia and Azerbaijan marked the 25th anniversary of establishment of diplomatic relations between the two states. Pretty much has been done throughout these 25 years. I will still stick to what I have said throughout the previous three years of my stay in Azerbaijan that we have established very good mutual relations on the political level, as evidenced by the signed agreements. In particular, I would like to highlight the Agreement on strategic partnership which was signed last year during the official visit of Azerbaijan's President Ilham Aliyev to Latvia. During the visit, signed were also 5 agreements in the field of education, medicine, tourism, environment and other areas. We are working in the economic direction in order to improve the turnover. There are positive indicators. For instance, a Trade House of Azerbaijan in Latvia was opened in summer of 2018. 120 tonnes of the Azerbaijani agricultural products were sup-

plied to Latvia in the first 6 months of 2018. The trade house provided an opportunity for business development because a platform for viewing goods and discussing issues of their export to Latvia has been established. Of course, the Trade House has just started operating and this process needs time to gain momentum and showcase real and tangible results.

In the meantime, speaking about reasons which slow down economic cooperation, I would like to note a few moments. For instance, a distance plays an important role in development of our trade relations. There is a Riga-Baku direct air flight, but it functions only for 6 months. In 2018 the flights were made for the first time from May till October. It is necessary to have this flight operating for the whole year.

The second moment concerns visas. Both Latvian and Azerbaijani citizens need visas to visit both Latvia and Azerbaijan. It slows down the development of tourism. Nevertheless, according to the feedback of those who applied for visas, the work of the newly introduced ASAN Visa is effective. If you ask a Latvian tourist which South Caucasian country he/she would like to visit, Georgia will probably be the first country as there is no visa required for going there. Besides, direct flights to Georgia are made all year round, while in the direction of Baku they are made no more than 6 months a year.

There is one more important factor left. We still know very few about each other. The fol-

...we should work harder and more effectively over distribution of information about countries among the population, and familiarize residents of our countries with the tourism opportunities. It will create momentum for mutual tourist travels, establishment of new contacts and business relations.

There must be more interaction and cooperation between small and medium employers of our countries.

lowing fact has surprised me. We invited 10 representatives of well-known Latvian tour operators and journalists to Baku. In the positive sense, they were very surprised and amazed at everything they saw here. They admired the history, architecture, art, traditions and the Azeri cuisine. That is to say, Latvian residents, even those who are engaged in tourism did not have information about the tourism potential of Azerbaijan. This suggests that we should work harder and more effectively over distribution of information about countries among the population, and familiarize residents of our countries with the tourism opportunities. It will create momentum for mutual tourist travels, establishment of new contacts and business relations. Despite the existing problems, we will stay positive and make all efforts to solve these matters. We will not reduce the distance between our countries, but realizing an idea about direct Riga-Baku air flight all year round is quite real. This can be seen also in figures showing an 80% increase of the air travelers in 2018 vs 2017. Of course, the increase of the period of flights from 3 up to 5.5 months in 2018 also contributed into this indicator. But it also implies that the flight is needed.

I am pleased to note about the establishment of good and stable relations between our countries, but we should continue working to increase turnover and ensure further development of economic relations. There are thoughts, projects and opportunities. We only need to realize them.

CE: In which areas are there joint projects?

Juris Maklakovs: For instance, milkmen from Azerbaijan applied to me in order to develop projects in this field. I also would like to note that architects and representatives of the restaurant business from Latvia are now working actively and fruitfully in Baku.

As a small country, Latvia is more oriented towards the small and medium business. We have a lot of small businesses where the number of workers does not exceed 20-30 people. Azerbaijan is trying to seek large entrepreneurs for cooperation and interested in large projects and investments. In the meantime, objectives to diversify and develop small and medium business have been set. And it is this area where we can successfully develop cooperation as well. There must be more interaction and cooperation between small and medium employers of our countries.

Negotiations on strategic partnership are now underway with the European Union, which features very many integral parts, many economic issues and nuances regarding the "free market".

CE: What is the situation regarding the bilateral trade turnover? Has the declining trend been stopped? What is the size of mutual investments of the two countries?

Juris Maklakovs: Goods turnover between our countries totaled 15.55million euros within 9 months of 2018. It rose by 20.64% (or by 2.66 million euros) as compared to the same period of 2017. It is a positive exchange of goods for Latvia. Of the total amount, the size of export from Latvia to Azerbaijan makes 15.36 million euros and the growth over this period totaled 3.56 million euros. That is to say, the size of export carried out by the Latvian entrepreneurs to Azerbaijan is much more than the size of import (186,857 euros).

It means that the assortment and the volume of products presented in the Trade House of Azerbaijan in Latvia should be extended and it is necessary to make more efforts to increase export of goods and services from Azerbaijan to Latvia, especially when there is a potential for that.

As far as direct investments are concerned, 12 million euros have been invested in Latvia in the 6 months of 2018, while less than 1 million euro has been invested into Azerbaijan. Now there are about 130 enterprises operating in Latvia jointly with the Azerbaijani entrepreneurs. There is no such amount of joint ventures operating in Azerbaijan.

CE: What stage has the development of the Zubr, Viking and Baku-Tbilisi-Kars projects reached? Do the Baltic companies see necessity in this today?

Juris Maklakovs: For many years I have heard political statements on this issue, but something has to be transported in order to make these linkages. In addition to the political will, there must be agreements signed. Entrepreneurs, who will be engaged in transportation and be interested in making this transportation, should be attracted and worked with. And it is preferable to have transportation running in both directions. If there is no cargo and demand for transportation but only a desire and a transport corridor, it will not suffice. There should be relevant agreements, contracts and accordingly a real demand for making this transportation within the framework of mentioned projects.

Nevertheless, Latvia is interested in transit of goods from China and India to the Latvian ports, using the North-South transport corridor.

These issues are being solved and in summer of 2018 Riga hosted interstate negotiations. In the course of the negotiations the Minister of Transport of Latvia and Deputy Minister of Economy of Azerbaijan discussed issues of transit. The parties expressed a wish to work harder in this direction to increase cargo flow on these lines. Negotiations are held also on the level of railway agencies of these two countries.

CE: How do you coordinate your work with the representation of the EU in Azerbaijan

and to what extent is this interaction effective?

Juris Maklakovs: I think that the European Union is working very actively, as evidenced by the conduction of negotiations on the new agreement, which can be completed next year. The EU states represented in Azerbaijan are taking an active part in the joint discussions, conduct regular discussions and consultations on current issues. We are trying to raise awareness of the Azerbaijani community about the work carried out during the trips to regions, for instance, to Nakhchivan, Lankaran, Shaki, Ganja and other regions.

The EU countries are participating in many so called twinning-projects. Now Latvia is involved in two such projects which help to improve the system of education and certification. Other projects had also been implemented prior to that, including security and construction projects. Many leaders of the European countries visited Azerbaijan in 2018. Negotiations starting from implementation of large energy and investment issues up to small projects were held. That is to say, the European Union is working actively and well.

CE: Latvia is firmly linked to the energy markets of Estonia and Lithuania, as well as Poland and Finland. What are the today's components of the energy security of Latvia and the Baltic region in general? How do you see the role of the Caspian region?

Juris Maklakovs: Matters of security and diversification of energy resources have been very relevant in the recent times both for the European Union and for Latvia as the EU member. Therefore, we are in favor of the diversification and are favorably disposed to the Southern Gas Corridor, TANAP and TAP projects because it provides an opportunity to supply gas to the European Union. The Baltic countries are striving to have similar gas prices in this region and little difference between them. A coordinating council, which is working over linking the gas system of the north countries with the Baltic region through connecting gas systems of Finland and Estonia, was created in the Baltic countries in 2015. This project has already been launched. It is planned that gas system of Finland will be linked to that of Estonia in 2020-2022. In this way, gas systems of the three Baltic countries will be linked to one another. Liquefied gas terminal has been built in Lithuania. Negotiations on their connection to general regional system are underway between Latvia and Lithuania. Therefore, we look positive at having the Southern Gas Corridor project completed and having gas from Azerbaijan delivered to the European Union because gas which is to be supplied to the European Union will also be available to Latvia and the Baltic states.

CE: How is it going with the development of relations in the field of tourism? Which nec-

essary measures have already been taken and which ones are still left?

Juris Maklakovs: My talks with the travel operators which visited Azerbaijan in October 2018 show that Latvian large tourism companies do not have enough information about the tourism potential of Azerbaijan. People engaged in tourism business were pleasantly surprised with the tourism potential of Azerbaijan – even despite the fact that within a three day of their stay in Azerbaijan they managed to see only Baku and its vicinities. The Gobustan state historical reservation, located 60km of Baku, was the most distant point visited by them.

But the tourism potential of Azerbaijan is not limited to Baku and the Absheron peninsula. One can visit south districts – Lankaran, Astara, north districts, especially Shaki where there are lots of interesting things, and many other parts of the country. After the Latvian journalists have visited Azerbaijan, very many fascinating and interesting articles were published in Latvia telling about what impression a trip to Azerbaijan and Baku made on them, how they familiarized with traditions of the Azerbaijani people and the Azeri cuisine. These articles placed in the internet portals, journals and newspapers are very positive. I believe that those who have read these articles will definitely remember that while planning holiday for the next year.

Therefore we should tell more about Latvia here and Azerbaijan should raise, where possible, the awareness of the Latvian community about the tourism potential in Azerbaijan. Speaking about tourism, first of all we should focus efforts on spread of information, which will lead to further development of tourism.

Secondly, it is necessary to have a direct Riga-Baku air flight operating all year round. I know that AirBaltic together with AZAL plan to make flights for 6 months next year. I hope that indicators of the next year will let take a right decision and open a direct flight all year round. It will give momentum to activation of processes in the tourism field.

CE: Trade house of Azerbaijan has been opened in Riga since July. Are there plans on opening Trade House of Latvia in Azerbaijan? What work is carried out in this direction?

Juris Maklakovs: Yes, this issue has been discussed quite recently. The enterprises which are ready to deliver here their products have already been determined. Shipment of the Latvian products to the Azeri market started in 2018. They are sold in several trade points of Baku and Azerbaijan. It is Latvian candies, canned fish, meat and dairy products. Latvian goods are sold both in specialized shops and in the large supermarket chains. It shows that there are all preconditions for opening of the Trade House. Latvian entrepreneurs have already started supplying products - it is a part

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of the project which was launched in summer 2018 when the Trade House of Azerbaijan in Latvia opened. The thing is that the work on attraction of Latvian entrepreneurs for supply of products to Baku was commenced in parallel. Now we are discussing a matter on provision of the space for the Trade House where it will be possible to showcase the whole assortment of Latvian products coming to Azerbaijan and advertise new products.

We anticipate that it is the Trade House in Azerbaijan with which network supermarkets will be able to sign, in future, relevant agreements for supply of Latvian products. In near future we plan to invite a large group of entrepreneurs to Azerbaijan, who are engaged in logistics and transportation. A matter of co-ordination of transportation between the two trade houses will be discussed. It is important to have the transport, delivering cargoes from Latvia to Azerbaijan and vice versa, loaded equally in both directions. In this way, it will minimize transportation costs and optimize prices for sold products.

I really hope that the Trade House similar to the one operating in Riga will be opened in Baku next year. The Trade House will provide a broad assortment of products and be a place for entrepreneurs to sign mutually beneficial agreements for supply of products. It will also let increase the turnover volume between the countries.

CE: Biomass-based production is actively developing in Latvia. What will be the role of the renewable energy market in the energy balance of Latvia?

Juris Maklakovs: It is a very topical issue, the discussion of which is getting more active at the meetings of national leaders at all levels.

If we look at the indicators of use of alternative sources of energy among the EU countries, Latvia is the third after Sweden and Finland.

Water resources of the country are actively used in the power production of Latvia. But in recent years there has been a stable trend of development of such types of energy as biomass, biogas, wind and solar energy. Thus, generation of alternative sources of energy in Latvia, including water sources, shall make 40% of common indicators by 2020. Noteworthy here is that this indicator in the EU countries makes 14-17%.

I would like to say that Minister of Ecology and Natural Resources Mukhtar Babayev is a new co-chair of the Azerbaijan-Latvia Inter-governmental Commission from the Azerbaijan's side. We have already discussed issues related to development of alternative energy sources with the minister and he is expected to visit Latvia early in 2019. We will show him where and how we use biogas and biomass for energy production. Besides, waste processing is one of the issues that are of interest to the Azerbaijani side. Very good results have been achieved in Latvia in this direction. For instance, a project on waste processing at the landfill has been implemented, where biogas is produced out of waste treatment and used for heating hothouses where delicious tomatoes and cucumbers are grown up. It is one of the projects which we often mention and share with this positive experience. We will also introduce this project to the minister of Azerbaijan.

This experience of Latvia can be actively used in many countries, including in Azerbaijan. And we are ready to share this experience.

Thank you for the interview

The project of bridge systems between the west and east shores of the Caspian Sea requires an in-depth study, Ambassador



Caspian Energy (CE): Your Excellency, Kazakhstan is one of the largest regional markets among the Caspian region countries. What advantages do you see in this for the growth of the investment potential and turnover between the two countries, as well as between the Central Asian and Baltic region in general? In which sectors do you see a key potential?

Juris Pogrebnjak, Ambassador Extraordinary and Plenipotentiary of Latvia to Kazakhstan: Our bilateral economy is developing steadily. There are no serious failures, neither is an economic breakthrough. In the first half of 2018, the volume of the bilateral trade reduced by 2.34% as compared to the same period of 2017. It means that we don't use the entire potential of the trade-economic cooperation. A more diversified export market will help Kazakhstan to increase trade flows and at the same time ensure sustainability towards the economic shocks. Organization of transit and logistical services, vehicular and railway transportation, air transportation, cooperation in introduction of digital and green technologies, as well as traditional sectors such as food products, pharmaceuticals, agriculture and tourism are prospects of cooperation between Latvia and the region. Cooperation in the field of higher education is another promising area.

We are particularly pleased that a direct regular air flight has been opened between Latvia and Kazakhstan. Since April 29 the airBaltic company has started making regular flights between Riga and Almaty three times a week (in summer season).

CE: How does Kazakhstan's participation

in the Eurasian Economic Union (EEU) contribute to the investment turnover and trade relations with the EU and Latvia?

Juris Pogrebnjak: Bilateral trade relations of Latvia are closely linked to the trade policy of the European Union (EU). The expanded agreement on partnership and cooperation is regulating trade relations between the EU and Kazakhstan. While the EU is considering possibilities of cooperation with the EEU, we cannot, at this stage, pass sentence regarding its economic impact.

In the last 28 years, we have established close cooperation between Latvia and Kazakhstan, based on mutual understanding and common vision of prerequisites required for modern development: transparency and mutual respect. It promotes successful economic cooperation which promotes strong platform for further joint achievements.

Kazakhstan is a large trade partner of Latvia in the region. Kazakhstan has wonderful advantages such as a well-developed infrastructure, as well as relations with China and neighbor countries of Central Asia. In our case, given our perfect geographic location and developed infrastructure, Latvia is a bridge into the broader north-European region.

Geographic advantages and fruitful cooperation between Latvia and Kazakhstan is the key towards the cooperation of our countries. At present, Kazakhstan is the 23rd in the rating of foreign direct investments of Latvia. Latvia and Kazakhstan have 174 joint ventures. In general, it is a good indicator.

CE: What role has the Caspian status settlement played or will play in bilateral economic and business relations?

Juris Pogrebnjak: The agreement on the Caspian Sea status will open a new chapter of cooperation in the field of transport, trade and energy for the region and the whole world. New opportunities and an organized business environment always attract new investments.

CE: How do you see the possibility of building bridge systems connecting the eastern and western shores of the Caspian Sea? How can it contribute to the development of economies of the two regions?

Juris Pogrebnjak: It is, certainly, serious in-

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The agreement on the Caspian Sea status will open a new chapter of cooperation in the field of transport, trade and energy for the region and the whole world.

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tentions and big investments which require a thorough study and careful thought. But such modernization of transportation networks will facilitate cross-border trade and transport flows.

CE: Do Latvia and EU plan, in general, to increase purchase of Kazakhstani energy resources?

Jurijs Pogrebnyak: At present, the EU is actively working over diversification of sources and routes of gas supply, including the development of the Southern Gas Corridor. Accordingly, we are open to new, competitive proposals on energy supply.

CE: How are the transport lines developing within the framework of the Viking and Zubr projects? Is their further development in the direction of South-East Asia (China, India, Pakistan, etc) possible?

Jurijs Pogrebnyak: Container train "Zubr" which provides entry from the Black Sea region into North Europe is one of the stable projects of cooperation. Transportation commenced in 2009. The route is based on cooperation of the Latvian, Belarusian and Ukrainian railway companies in the field of freight forwarding and transport. Unlike the Viking route (it provides a link to the port of Klaipeda), Zubr route provides a link to a much broader region – Latvia, Estonia and Scandinavia. Regular ferry lines link ports of

Latvia and Estonia with Stockholm, Helsinki and Travemunde. Besides, several container lines and ro-ro lines link ports of Latvia to other ports of the Baltic and North seas. In 2017, Zubr container train transported 6,435 TEU containers, which is 40% higher than the figure of 2016. The highest volume of cargoes is transported along the Latvian and Belarusian railways.

At the same time, the Latvian railway enterprise LDZ Logistics Ltd is actively working to fill in the railway route with the "Baltica Tranzit" container train in 2018. The route of container transportation links the Baltic countries with the Central Asian countries (Kazakhstan, Uzbekistan, Turkmenistan, Kyrgyzstan and Tajikistan).

Latvia considers Central Asia one of the priority regions for cooperation in the context of development of transport corridors, and Kazakhstan plays one of the key roles in this cooperation. Cooperation between Latvia and Kazakhstan in the field of transport and logistics, including the development of the transport corridor, is very active. We are supporting an activity promoting further development of corridors in the direction of China, India, Afghanistan and Pakistan. It will strengthen Kazakhstan as a transit country and create opportunities for additional cargo transportation, including between Kazakhstan and Latvia.

Thank you for the interview



Turkmenistan's participation in SGC will be a major element of diversification



Caspian Energy (CE): Your Excellency, as a newly appointed diplomat, how would you assess the current economic relations of Uzbekistan and Turkmenistan, and the dynamics of investment and trade relations of these countries with the EU, Baltic region and Latvia?

Mihails Popkovs, Ambassador Extraordinary and Plenipotentiary of the Latvian Republic to Uzbekistan and Turkmenistan: In my opinion, the current state and prospects of development of economic relations between the Republic of Uzbekistan and Turkmenistan are closely associated with the changes which are generally taking place in the Central Asian region.

In the last two years we have seen a positive dynamics and improvement of mutual cooperation between the region's countries in the most different fields. It is an activation of the political dialogue between the leaders of the Central Asian states on a wide range of issues, and a rapid expansion of inter-regional economic and business contacts, border trade, humanitarian, cultural relations, etc.

At the same time, we see an increasing willingness and a mutual desire to discuss constructively such sensitive issues, which for various reasons went underground during the long years, both in bilateral relations between the Central Asian countries and in the context of the regional cooperation. It, in particular, includes issues on bringing together efforts in ensuring regional security, coordination in the field of development of regional transport and logistics projects, issues of joint water management, delimitation and demarcation of certain segments of borders, activation of regional, trade cooperation, including border trade, environmental issues related to the Aral Sea problem and a number of other problems.

It is important to note that these processes take place in the face of economic and administrative reforms implemented by the countries of the region. We are witnessing it particularly

clearly in the case of the Republic of Uzbekistan where the public administration system is undergoing active reforming at the initiative of President S.Mirziyev, broad economic and social reforms are being implemented, a program of support for innovations and modern technologies has been declared. The European politicians and experts are, of course, monitoring all these trends. As a country which considers the relations with the Eastern Partnership and Central Asian states one of the priorities of its foreign policy, Latvia is closely following these processes, and we are pleased to note that these positive changes in the Central Asian region are already reflected not only in improvement of the general atmosphere of cooperation between the countries in the region but also in rapid growth of mutual trade.

In the last year and a half, the trade growth between Uzbekistan and its neighbors, including Turkmenistan, has been a good example in this regard as the trade with neighbors is a powerful driver of the economic development, especially in the frontier regions.

I would like to highlight that Latvia, which has broad experience in implementation of reforms, provided and keeps lending broad support through our experts and specialists to the Central Asian countries in a variety of areas such as higher and special education, integrated management of border security, administrative and communal reforms, use of green technologies, wastes processing and many more.

These programmes are being implemented in the Central Asian countries both in bilateral basis and with funding from the European Union and other leading international organizations – United Nations Development Program (UNDP), US Agency for International Development (USAID) and a number of others.

CE: What is the main objective of your mission? How to increase the turnover?

Mihails Popkovs: Briefly, the objective of any diplomatic mission is to advance interests of their country, protect interests of their citizens, promote development of comprehensive and mutually beneficial business relations, cooperation at the agency and expert level, and development of humanitarian and cultural contacts between the peoples.

The Latvian embassy in Tashkent is a regional embassy. In addition to the Republic of Uzbekistan, we have been accredited in the Republic of Tajikistan and Turkmenistan. Accordingly, we are representing interests of the Latvian Republic in these three countries of the region.

The turnover volume of Latvia with indi-

In the last two years we have seen a positive dynamics and improvement of mutual cooperation between the region's countries in the most different fields.

It is encouraging that the Caspian Convention, which provided legal possibilities to consider the options of involving Turkmenistan with its rich natural gas reserves in the Southern Gas Corridor, was finally signed in August of this year after negotiations which lasted almost 20 years.

vidual countries of the region is different. Due to business contacts which were established historically and have been developed in recent years between businessmen, to date, the most active trade cooperation has been maintained with the Republic of Uzbekistan. Uzbekistan is indeed a major foreign economic partner of Latvia in Central Asia, and it is encouraging that our economic cooperation is developing consecutively in the most various fields. It is also a mutually beneficial trade, where the Latvian medications have a higher percentage, it is different machines and mechanisms, as well as Uzbek textile, vegetables and fruit, including dried fruit. It is also an activity of joint enterprises in such areas as logistics and transport, pharmaceuticals, production of a number of innovative products, for instance, electric cars, etc.

Talking about the trade relations with the Republic of Tajikistan and Turkmenistan, unfortunately, we still have to often use the "untapped potential" word combination, primarily driven by logistical and a number of other particularities. Besides the official ceremonies held on a high level in the course of my accredited visits to Dushanbe and Ashgabat in November of 2018, in order to activate overall contacts we met with representatives of relevant line agencies of these countries - those were ministries of foreign affairs, economy and foreign trade. At these meetings, not only were reaffirmed previously marked areas of potentially promising and mutually beneficial cooperation, but issues of their consistent progress in the very near future were discussed in detail - through substantive discussion by the intergovernmental commissions for economic cooperation, through mainstreaming logistics and transport projects of mutual interest, intensification of contacts between SME representatives, etc.

In particular, upon instructions from the Ministry of Transport of Latvia, in Ashgabat I discussed with the Turkmen colleagues a proposal about creation of the special transport group within the framework of the Intergovernmental Commission for Economic Cooperation. I also passed an invitation to the Turkmen side, addressed to the officials of the transport sector of Turkmenistan and inviting them to visit Latvia in the very near future in order to discuss in detail specific promising lines of cooperation, in particular, a possibility of resuming direct air flight between Riga and Ashgabat, and opening of the direct railway container route.

Given that the Riga international airport, airports of Ashgabat and the city of Turkmenbashi are quite big regional logistical hubs on the Eurasian routes, we think that the matter of direct air cargo transportation is extremely promising.

CE: How would you assess the results of the latest negotiations held between EU, Turkmenistan and Azerbaijan, and dedicated to the TransCaspian gas pipeline? Are the European Union and Latvia interested in construc-

tion of the new gas pipeline from Turkmenistan to the EU in parallel to the Southern Gas Corridor?

Mihails Popkovs: The European Union has, over the years, consistently upheld the concept of diversification of the energy resources supply to its market, and Latvia fully supports such approach as it is a key element to ensure energy security of Europe, leveling objective and perceived risks of dependence on individual suppliers.

It is no coincidence that while discussing a new European strategy of further relationship development with the Central Asian countries, which we expect to be adopted by mid of the 2019, we and our EU partners attach such a big importance to accelerated development of transport, logistics, communication, information and other forms of communication which should qualitatively improve global integration of the Central Asian region into the world markets. In English it is expressed by a single comprehensive word "Connectivity". I have no doubt that improvement of such global integration is capable of giving strong momentum not only to the economic development but also to strengthening of stability and security of the entire Central Asian region, including geographically close Afghanistan. Meanwhile, it is important to understand that wanting, political will, resources of one or even several countries do not always suffice when implementing projects of this size. Projects of this kind are very expensive. Therefore, their economic viability and payback period should be thoroughly calculated for the long term, taking into account all possible factors and risks. Besides, such projects provide the need to involve leading international companies and financial institutions possessing required technologies and resources. For the EU, development of the Southern Gas Corridor has been one of the priority projects in the field of energy. For a long period the issue concerning possible engagement of Turkmenistan in this project was held back due to the uncertainty of the Caspian status. It is encouraging that the Caspian Convention, which provided legal possibilities to consider the options of involving Turkmenistan with its rich natural gas reserves in the Southern Gas Corridor, was finally signed in August of 2018 after negotiations which lasted almost 20 years. I think, for Turkmenistan, participation in the Southern Gas Corridor will be an important element of diversification of its export flows.

CE: Uzbekistan is actively developing transport lines in the direction of Pakistan and the Chinese market. What is the potential of this transport route in terms of inter-regional cooperation?

Mihails Popkovs: I have partially touched this topic, replying to the previous questions. We follow closely the progress of the reforms in the Re-

public of Uzbekistan and see that improvement of relations with regional neighbors, increase of the investment attractiveness of the country, entry into the new promising trade markets, introduction of innovative technologies and development of modern production are the major priorities of the sustainable development concept adopted and implemented in the country. Like other countries of the European Union, Latvia, for its part, is supporting the process of these reforms as they will not only help Uzbekistan to raise living conditions and welfare of its citizens, but also have a positive and stabilizing impact on the whole Central Asian region, which ultimately serves the purpose of creation and development of reliable and effective Eurasian transport corridors, as well as will serve to ensure regional and global stability and security.

As far as the development of individual projects and transport routes are concerned, I am sure that the Government of the Republic of Uzbekistan perfectly understands the importance of increase of the transit potential of its country and is thoroughly analyzing all financial, economic, political and other factors which can contribute into the progress of individual projects.

CE: Do you plan to promote the development of small and medium business?

Mihails Popkovs: Small and medium business forms the basis of economies and serves as an important guarantee of stable and sustainable development of many developed countries of the world. Latvia is not an exception, where the share of small and medium business in the country's GDP exceeds 70%.

In my opinion, creation of necessary conditions for successful development of small and medium business plays, in general, a pivotal role not only in the success of economic reforms in particular sectors but also in solution of the employment problem and reforming of social sphere. We have learned that from our own experience, implementing a program of reforms in Latvia. Therefore, when implementing so called development projects which I mentioned at the beginning of the interview, we and our partners from different programs of the European Union, UNDP and others, are placing emphasis on involvement and participation of small and medium business representatives in settlement of those specific practical tasks which must be addressed in certain regions and provinces of the Central Asian states in the frame of concrete projects.

Let's just say, the Uzbek representative office of the CLEANTECH LATVIA cluster, which brings together the leading enterprises of Latvia operating in the field of green technologies, held a number of seminars for employees of local governments and entrepreneurs in different regions of Uzbekistan. The seminars were dedicated to matters of more active involvement of small and medium business in the processing of household waste, and introduction of

innovative and efficient technologies into this area. Another example relates to the arrangement of the cycle of consultations held for local farmers by the Latvian experts in the field of standardization and certification of agricultural products, and concerning introduction of the European technologies ensuring quality of production, storage, transportation and processing of a number of agricultural products. The consultations were organized with the support of local governments of the Tashkent and Fergan regions.

Besides, speaking of the activity of joint ventures, according to our observation, it is small and medium businesses of Latvia which are often the most active and successful in establishing business contacts and implementing competitive business projects in Central Asia.

CE: Uzbekistan is developing the Silk visa project (similar to the Schengen) together with Kyrgyzstan and inviting other Central Asian and even Caucasian countries into this project. What do Latvia and EU think of this project?

Mihails Popkovs: As far as I know, this initiative is still at a preliminary stage of development. It is still not quite clear whether this is about trying to develop and introduce a single visa or initiators of the idea are ready to go further towards the creation of the single visa zone and abolishment of the border control inside of it just like the EU countries did it in due time within the framework of the Schengen Treaty.

However, mainstreaming simplification of procedures for entry into the region's countries by a single visa certainly deserves attention as it fits organically into the strategy of the regional integration improvement outlined above.

Drawing parallels with the experience of creation of the European Schengen zone and introduction of the single Schengen visa, it must be remembered that in addition to achievement of political agreements between the countries participants, preparation and signing of relevant conceptual agreements by them, it was also a long, quite complex, time-consuming technical process which required collective coherence, long painstaking work and clear work coordination among many interested agencies of the Schengen zone member states - border, migration, consular, judicial, technical and other services.

Meanwhile, I am convinced that introduction of the single visa considerably will promote the development of the tourism industry in Central Asian countries, which has a huge potential, as well as have a positive impact on activation of business and humanitarian contacts, and contribute to the increase of the investment attractiveness both of certain countries and the region in general.

Thank you for the interview

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Bulgaria is actively working for the construction of the interconnector,

Temenuzhka Petkova, Minister of Energy of the Republic of Bulgaria



Political relations have been excellent at the level of strategic partnership between the two countries and I think that the time has come for them to grow into a fruitful economic partnership.

Caspian Energy (CE): In November 2018 Sophia hosted the 5th session of the Azerbaijani-Bulgarian Joint Commission on Trade-Economic and Scientific-Technical Cooperation. As a Co-Chair of the Commission from the Bulgarian side, which issue do you consider important in mutual relations of the two countries?

Temenuzhka Petkova, Minister of Energy of the Republic of Bulgaria: Azerbaijan is an important economic partner for us, with whom we want to develop long-term and mutually beneficial cooperation. In this connection, the fifth meeting of the Bulgarian-Azerbaijani Intergovernmental Commission for Economic Cooperation took place in Sofia between 6 and 8 November, 2018. A business forum was organized within the framework of the meeting with the participation of a commercial mission of Azerbaijan companies.

Political relations have been excellent at the level of strategic partnership between the two countries and I think that the time has come for them to grow into a fruitful economic partnership. I can say that energy is a leading industry when we talk about the Bulgarian-Azerbaijani relations. This strategic partnership includes the supply of Azerbaijani natural gas to Bulgaria from the Southern Gas Corridor. In addition, we also discussed future joint deliveries of Azerbaijani natural gas through the territory of Bulgaria to

other countries of the region, via the interconnector Greece-Bulgaria, the existing gas transmission system of Bulgartransgaz and through the strategic project for "Balkan" gas hub. We consider Azerbaijan as one of the key suppliers of natural gas for "Balkan" hub. Another excellent opportunity to develop our bilateral relations is the investment of SOCAR in the gas distribution sector in Bulgaria.

We are working hard to promote and strengthen bilateral cooperation also in other industries such as agriculture, tourism, transport, light and food industries, industry, pharmaceuticals, etc. Our aim is to increase and diversify bilateral commodity turnover, as well as to promote Bulgarian investments in Azerbaijan and attract Azerbaijani investments in Bulgaria accordingly.

I would like to point out the significant contribution of my colleague - co-chairman of the intergovernmental commission from the Azerbaijan side - Minister Inam Karimov, with whose help we have managed to conduct a very successful meeting. I am convinced that the events held will give a strong boost to bilateral economic contacts in all sectors of mutual interest and will outline new, even clearer prospects for their development.

CE: How will the innovation-related cooperation be held?

Temenuzhka Petkova: There is a serious

I can say that energy is a leading industry when we talk about the Bulgarian-Azerbaijani relations. This strategic partnership includes the supply of Azerbaijani natural gas to Bulgaria from the Southern Gas Corridor.

interest in Bulgarian companies, including high tech and innovative ones, for investments in Azerbaijan. In this regard, a specific commercial proposal was made by a Bulgarian company to the Ministry of Agriculture of Azerbaijan for the construction of a joint high-tech plant for the production of vaccines for animals and veterinary products for the Azerbaijan and regional markets. Other high-tech Bulgarian companies are also interested in the Azerbaijan market, including the establishment of joint ventures on the territory of Azerbaijan with Azerbaijan partners, which will ensure the uptake of innovative technologies and products in the Azerbaijan economy. It would therefore be good to implement several already announced pilot projects for the establishment of joint ventures in Baku, which will give a clear signal to Bulgarian innovative companies about the attractiveness of the Azerbaijan market.

CE: In recent years, the Government of Bulgaria has been making active efforts to ensure diversification of gas supplies. What role can the agreement, reached between Bulgargaz and SOCAR on supply of Azeri gas to Bulgaria, play in this regard?

Temenuzhka Petkova: A strategic priority for the Bulgarian Government, as well as for the European Union, is the diversification of gas supplies. In this regard, it is of strategic importance for us to ensure the supply of the agreed between Bulgargaz and SOCAR 1 bcm of Azerbaijani natural gas for Bulgaria from the second phase of the gas field Shah Deniz. That is why we are actively working for the construction of the interconnector Greece-Bulgaria through which the supply of Azerbaijani natural gas from the Southern Gas Corridor to Bulgaria will be carried out. In practice after 2020, the Azerbaijani natural gas from Shah Deniz 2 under this contract will meet about 25%-30% of the consumption of natural gas in Bulgaria. This is a significant share and will greatly increase our energy security. At the same time, competition on the Bulgarian gas market will be promoted, thus ensuring competitive market prices for household and industrial consumers.

CE: In your opinion, which efforts should be undertaken to ensure much higher growth of turnover between Azerbaijan and Bulgaria, which has started growing since 2017?

Temenuzhka Petkova: I believe that Bulgaria and Azerbaijan could promote stronger commodity turnover in competitive sectors for both countries by supporting the joint partnership between companies in order to implement the agreements reached between President Aliyev and Prime Minister Borissov at the meeting in Baku on 15 January, 2018. It must be borne in mind that a significant increase in the turnover is expected as of 2020 when the supply of Azerbaijani natural gas to

Bulgaria will begin. Great interest was shown by over 70 Bulgarian companies from different sectors during the business forum in Sofia. This is clear evidence that the Bulgarian business considers Azerbaijan to be an attractive, predictable and stable market with a good business climate, and I believe that there are excellent political relations between our two countries as well.

CE: In your opinion, what is the role of the Southern Gas Corridor in strengthening the world's energy security map? Which party will get a bigger benefit from implementation of this project?

Temenuzhka Petkova: The Southern Gas Corridor is the fourth gas corridor that provides natural gas to the EU that is the biggest importer of natural gas in the world. Therefore, the Southern Gas Corridor is clearly of strategic importance for ensuring security of gas supplies to the EU. I believe the Southern Gas Corridor is a project that will bring benefits to all participants: for the EU – strengthening energy security and access to a new source, for Azerbaijan – access to a stable, solvent and predictable market, and for transit countries – transit revenues and significant investments in their gas infrastructure.

I use the opportunity to underline that Bulgaria has always supported the development of the Southern Gas Corridor whose main driver is Azerbaijan. The projects for interconnectors Greece – Bulgaria (IGB) and Turkey – Bulgaria (ITB) are an integral part of SGC. Bulgarian Ministry of Energy provides its institutional support for SOCAR's application for grants under the EU Connecting Europe Facility (CEF) for the implementation of specific activities on the TANAP pipeline, with which the Bulgarian side makes a significant contribution to the implementation of the projects of the Southern Gas Corridor.

CE: Which stage has been reached in construction of the gas interconnector with Greece?

Temenuzhka Petkova: The interconnector Greece-Bulgaria is a key project for ensuring the supply of natural gas from Azerbaijan to Bulgaria. The project company ICGB is currently actively working to complete the tender procedures for the delivery of the pipes and the construction of IGB, and we expect these activities to be finalized successfully by the end of this year. The issues of the structure and sources of financing of the project are entirely resolved and we have received all approvals from the energy regulators and the EC. We are planning the construction of IGB to start early in 2019 and finish in 2020, in synergy with the launch of the Trans - Adriatic pipeline /TAP/, with the aim of ensuring 1 bcm natural gas per year under the long-term contract with the Shah Deniz consortium.



CE: Which opportunities for cooperation are opening between Baku and Sofia within the framework of large transport infrastructure projects (Baku-Tbilisi-Kars and Baku International Sea Trade Port) initiated by Azerbaijan?

Temenuzhka Petkova: Bulgaria and Azerbaijan have strategic location and important transport corridors that connect Europe and Asia cross both countries. For Azerbaijan and Bulgaria, the East-West transport corridor is connecting and of general interest and it would benefit both sides. In this regard, Bulgaria welcomes the major transport projects carried out by Azerbaijan along the East-West corridor, such as the railway project Baku-Tbilisi-Kars and Baku International Sea Trade Port, which provide significant opportunities for freight transport from and through Azerbaijan to Bulgaria and Europe. The railway Baku-Tbilisi-Kars ensures a comfortable and fast railway corridor that connects our two countries through Georgia and Turkey. Of interest is also the opportunity to transport goods and freights through the Caspian Sea and through the Black Sea to our Black Sea ports Varna and Burgas, and from them to European markets. Let us not forget air transport as a major achievement in our bilateral cooperation in transport. We consider the opening of the direct air line Baku –Sofia important for tourism and the promotion of business contacts between our two countries.

CE: Given the biggest gas compressor station it possesses in the region, does Bulgaria plan to become a Black Sea gas hub for the Balkan states?

Temenuzhka Petkova: Over 30 years Bulgarian gas transmission system has been providing reliable transit of Russian natural gas in Southeast Europe and particularly for Turkey, Greece and Macedonia. The gas transmission network of Bulgartransgaz EAD has significant capacity and is well developed

and maintained. Over 80% of the capacity of compressor stations in Southeastern Europe is concentrated in Bulgaria. Taking into account these advantages of the Bulgarian gas transmission system, the long term experience and the strategic geographic location, Bulgaria together with the European Commission have developed the concept of regional "Balkan" gas hub.

The interim results of the feasibility study of the regional gas hub project "Balkan", co-financed by the EC, have shown that the project is extremely important and economically advantageous for Bulgaria, South East Europe and the EU. In this connection, Bulgartransgaz EAD and SOCAR are jointly working on the concept and they signed a Memorandum of Understanding in 2017. Taking into account the positive results of the feasibility study, we expect Azerbaijan to be one of the natural gas suppliers for the regional "Balkan" gas hub.

CE: Does Bulgaria plan to extend its transit gas infrastructure in view of the increase of gas demand in the European Union?

Temenuzhka Petkova: Bulgaria closely monitors the consumption forecasts on the regional and European gas markets, along with the development of major gas projects. Over 30 years Bulgaria has been a gas transmission center in South East Europe and intends to maintain and expand its position as a major natural gas transporter in the region. We continue building the necessary infrastructure – interconnectors with neighbouring countries, "Balkan" gas hub and we are also working on the expansion of the capacity of UGS Chiren. The implementation of the above projects will enhance the capacity and the potential of the Bulgarian gas transmission system, while Bulgaria will reaffirm its strategic position on Europe's gas map.

Thank you for the interview

Our aim is to increase and diversify bilateral commodity turnover, as well as to promote Bulgarian investments in Azerbaijan and attract Azerbaijani investments in Bulgaria accordingly.

I believe the Southern Gas Corridor is a project that will bring benefits to all participants: for the EU – strengthening energy security and access to a new source, for Azerbaijan – access to a stable, solvent and predictable market, and for transit countries – transit revenues and significant investments in their gas infrastructure.

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The potential of the trade-economic cooperation between Azerbaijan and Kazakhstan is inexhaustible



Caspian Energy (CE): Timur Muratovich, in 2018 Kazakhstan climbed to the 28th place in the Doing Business rating. How do you rate the ease of conducting business in Kazakhstan?

Timur Suleimenov, Minister of National Economy of the Republic of Kazakhstan:

The fact that Kazakhstan has entered the top-30 countries of the world in terms of the comfort of the business environment speaks for itself. At the same time, the achievement of such result has been the fruit of the many years of work carried out by the Government of RK on system-wide improvement of conditions for national entrepreneurs. Over the past 5 years, we developed 6 packages of amendments into the legislation, aimed at reducing the number of procedures, the length of time and financial expenses of business.

At present, the work on development of the 7th package of amendments into the legislation is underway, which provides introduction of systemic changes in the context of key indicators of the Doing Business rating.

According to the World Bank's "Doing Business 2018" report, Kazakhstan took the 28th place as a result of the systemic work on business climate improvement. Besides, over the past 12 years Kazakhstan was four times seen

in the list of top 10 countries implementing a high number of business climate improvement reforms.

In 2018, the World Bank placed Kazakhstan among the countries which implemented regulatory reforms in the context of over 3 indicators on ease of doing business in 2017 and 2018.

It is noteworthy that all undertaken measures are aimed at the final consumer – an entrepreneur. We want to create the most comfortable conditions to unleash potential of entrepreneurs and ensure their further development. Comprehensive support of the small and medium size businesses has always been a priority of the state policy of Kazakhstan.

In addition to regulatory reforms, a set of measures is taken in the country through adoption of different state and sectoral programs in order to support Kazakhstan's entrepreneurship.

Owing to a comprehensive support of the state, entrepreneurship in Kazakhstan has become a relatively dynamic phenomenon. This is confirmed by 1.2 million small and medium-size enterprises operating in the country, which manufactured products worth 20.5 billion tenge.

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In the medium term, Kazakhstan's GDP growth for 2019-2023 is expected at 3.9-4.6%.

According to 2017, the contribution made by small and medium-size enterprises to GDP makes 26.8%. At the same time, the employment in SME is growing year by year. Nowadays, more than third of the able-bodied population is employed in this area, which makes 3.2 million people.

CE: In your opinion, what potential exists for increasing interaction on the full range of economic cooperation of Azerbaijan and Kazakhstan?

Timur Suleimenov: In general, the potential of trade-economic cooperation between our countries is inexhaustible. We are ready to do our outmost to strengthen and ensure further expansion of the Kazakhstan-Azerbaijan multidimensional dialogue. Analysis of the bilateral trade has shown considerable prospects in export of the following products to Azerbaijan: oil and oil products, metallurgical and petrochemical products, wheat and accumulators.

At the same time, such products as accumulators, vegetable oilseeds, rice, barley, barium sulphate and others are main potential products for increasing export from Kazakhstan to Azerbaijan.

Besides, Kazakhstan and Azerbaijan should continue working over improvement and stimulation of mutually beneficial supply of goods and services, expansion of the range of supplied products and implementation of new joint projects.

CE: Could you please tell about the work which is carried out to build relations between business circles of Kazakhstan and Azerbaijan?

Timur Suleimenov: Trade relations between the Republic of Kazakhstan and Azerbaijan are based on the Free Trade Agreement reached between the Governments of the Republic of Kazakhstan and the Republic of Azerbaijan on 10 June 1997. The sides are applying no exemptions in mutual trade.

It is noteworthy that the bilateral cooperation is also maintained within the framework of the Kazakhstan-Azerbaijan Intergovernmental Commission for Economic Cooperation which promotes the development of trade-economic and investment relations in the field of energy, transit, transport, agriculture, education and tourism.

Besides, Kazakhstan and Azerbaijan are the CIS members.

In this, Azerbaijan is not a party to the CIS Free Trade Area Agreement dated 2011.

Thus, to provide further unleashing of the trade potential of our countries, we wish to see Azerbaijan among the active participants of the above mentioned Agreement.

Given the agreements about consideration of issues of joining the Agreement, we would welcome joining of the Azerbaijani colleagues to it, which would help to strength-

en trade-economic relations between the states-parties and find new ways of economic growth in the midst of current global challenges.

CE: To what extent has the rate of goods turnover between the two countries changed after adopting a road map on trade-economic cooperation for 2018-2020 in 2017?

Timur Suleimenov: The Governments of Kazakhstan and Azerbaijan are now taking measures to implement agreements reached in the course of the visit of President of RK to Azerbaijan and providing double increase of turnover by 2020 (from \$140 million to \$300 million).

Thus, at the meeting of the Intergovernmental Commission late in 2017 Energy Ministers of the two countries signed a Road Map on expansion of the trade-economic cooperation between the Republic of Kazakhstan and the Republic of Azerbaijan for 2017-2020. The road map provided a set of specific measures in the field of trade, energy, agriculture, transport and logistics.

I think that an active implementation of the Road Map will have a positive impact on increase of the turnover between our countries.

Kazakhstan has been traditionally exporting oil and oil products, metal and petrochemical products, wheat to Azerbaijan.

We should continue working to improve and stimulate mutually beneficial supply of goods and services, extend a range of supplied products and implement new joint projects.

According to the results of 9 months of 2018, the turnover between Kazakhstan and Azerbaijan totaled \$202.5 million, which is 2.2 times higher than the similar period of 2017 (\$93.4million).

Export from Kazakhstan to Azerbaijan rose by 2.3 times between January and September 2018 and totaled \$166.2 million.

Import to Kazakhstan from Azerbaijan grew by 73.8% and totaled \$36.3 million between January and September 2018.

CE: Which economic sectors of Kazakhstan do you think can take towards the stable economic growth of the country in coming years?

Timur Suleimenov: In the medium term, Kazakhstan's GDP growth for 2019-2023 is expected at 3.9-4.6%. Considering the ongoing reforms, it is expected that the non-commodity sector will greatly contribute to the economic growth in the medium term, as its growth (4.3%) will outpace the growth of the commodity-sector (3.9%).

The potential of traditional manufacturing industries will be increased (4.4%) through increasing of comprehensive processing as part of the SPIID implementation.

The State programme on the agro-industrial complex will promote the growth of the agriculture (6.4%) and food industry (6.9%) as its implementation provides broad range of production of ecologically clean food products and their competitiveness both in the domestic and external markets.

Owing to implementation of the state program on development of sphere of services, including Digital Kazakhstan, "Nurly Zhol" and "Nurly Zher", the service economy (4.4%), transport (3.4%) and construction sectors (4.2%) will play a key role in economic growth and employment.

At the same time, a commodity sector will continue influencing the rate of economic activity, as its high share will have a key role.

CE: Which prospects for extending cooperation, especially in the field of economy, do you see in the frame of cooperation of the Turkic speaking countries? Which initiatives does Kazakhstan put forward?

Timur Suleimenov: Kazakhstan attaches great importance to further progress of the constructive dialogue on all levels and sustained development of the multilateral economic cooperation with the Turkic Council states.

Trade-economic cooperation between our countries is carried out on basis of the bilateral and multilateral agreements.

In 9 years passed after the creation of the Council, the mutual turnover of the Turkic Council countries increased by 1.5 times. The volume of the turnover reached \$6billion 35 million in 2017. The share of the turnover of the Turkic Council countries makes 0.03% in the global turnover.

We intend to keep maintaining a positive momentum of mutual trade, working on improvement and stimulation of mutually beneficial export supplies between our countries and expansion of the range of supplied products.

In this regard, in order to develop mutual trade and increase the turnover, the Kazakhstan side suggested to consider creation of joint trade houses at the 8th meeting (17 October 2018, Bishkek, Kyrgyz Republic) of the Ministers of Economy of the Turkic Council States, as their operation would promote the development of the trade-economic relations between producers and consumers, export of national products of our countries, and increase the flow of foreign investments into economies of the member states of the Turkic Council.

As far as the initiatives of Kazakhstan are concerned, first of all I would like to note the Concept of integration of Turkic speaking states. RK President N.Nazarbayev took the initiative to work out this concept as early as 2014 at the 4th summit of the CCTS in Bodrum (Turkey).

Thus, the Council of the Heads of State

approved the Concept of integration of the Turkic speaking states in the frame of the 6th Summit held in the city of Cholpon-Ata (Kyrgyzstan).

Besides, at the summit of heads of state held on 11 September 2015 in the city of Astana, the head of state offered to create a General Fund of the Turkic integration with the involvement of business circles from the member states of the Council. To date, the sides are actively considering this project of the concept of the Turkic world integration and we are awaiting stances of countries following their consideration.

CE: In 2017, the Ministry of National Economy of Kazakhstan expressed interest in increasing import of 23 items, mainly agricultural products, from Azerbaijan. Was it possible to extend assortment of products imported from Azerbaijan? What are the plans for the immediate future?

Timur Suleimenov: This work is carried out to expand the range of supplied products. Thus, in general, import to Kazakhstan from Azerbaijan has increased by 73.8% and totaled \$36.3million over a nine-month period of this year, mainly at the expense of industrial products.

Share of agricultural products in import from Azerbaijan totals 6.3%. In the meantime, the number of imported agricultural products increased from 47 to 57 items at the end of 9 months of 2018. This circumstance tells about existing substantial potential for developing mutual trade. We have all reserves and prerequisites to increase turnover by several times.

CE: An issue concerning the impact of Kazakhstan's entry into the World Trade Organization is still being discussed at the expert level. Which evident positive changes in Kazakhstan's economy could you note?

Timur Suleimenov: WTO membership provides a number of privileges to the country. Noteworthy among them are the development of the predictable trade-investment environment, intensification of integration of the country into the world economy, access for Kazakhstan's goods and services to the world markets, reduction of tariff and non-tariff barriers in trade of industrial and agricultural goods, liberalization of international trade and creation of conditions for free and fair competition.

Apart from this, Kazakhstan can take part in regulation of the international trade of goods and services on basis of single principles and rules, as well as in compliance with the regulations of the country's trade legislation meeting international regulations and standards.

Besides, WTO membership makes it possible to use an efficient multilateral mechanism of settlement of trade disputes on the

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foreign markets, including using of WTO as a "negotiation platform" for holding multi-sided trade negotiations.

To date, Kazakhstan has to work in an increasingly competitive environment, which, in turn, stimulates working over quality increase of national goods.

In general, increase of competition is becoming an incentive for more efficient distribution of resources, attraction of new technologies and increase of competitiveness of goods.

In the course of negotiations on entry into WTO, the Kazakhstan's legislation was brought to compliance with the key agreements of this organization.

For instance, taking of universally recognized standards as a basis when developing technical regulations and standards, will promote the entry of national products into the external markets. In the meantime, it is possible to increase competitiveness also by means of taking systemic support measures (optimization of the tax burden, improvement of the business environment, reduction of the regulatory impact on business, etc.)

It is noteworthy that the Government of Kazakhstan is now developing alternative measures of support of Kazakhstan producers, which would comply with the regulations and standards of WTO, and at the same time, make it possible to stay competitive in new conditions.

Moreover, the state is taking different measures of support of national producers, which will help to raise competitiveness of national producers of goods. It is noteworthy that Kazakhstan's industry subsidization obligations in WTO are casual commitments of any developed member country of WTO.

It is forbidden to do direct subsidizing of exporters, as well as allocate subsidies which can be received only through use of national goods.

Kazakhstan's enterprises engaged in foreign trade get equal conditions for accessing the external markets of the WTO member countries.

It is the main and major advantage for exporters. In the event of discrimination of Kazakhstan goods in the external markets, Kazakhstan will be apply to the Body settling disputes within WTO in order to lift discriminatory barriers or introduce response measures.

WTO membership provides an opportunity to trade with member companies by unified rules and mechanisms. WTO agreements provide member countries opportunities to expand foreign trade, and ensure strict multisided rules leading to creation of much safer and predictable trade environment.

Thank you for the interview

New gas pipeline

will be built towards the EU



Caspian Energy (CE): Could you please tell about the plans of the National Office of Hydrocarbons and Mines of Morocco on development of the upstream sector? What do you think about the potential of this sector?

Amina Benkhadra, General Director of the National Office of Hydrocarbons and Mines of Morocco (ONHYM): ONHYM is pursuing with determination its assessment strategy for the Moroccan hydrocarbon potential. This strategy is based on two fundamental axes: intensifying the hydrocarbon exploration in our country by acquiring new seismic data and drilling wells to test new play concepts in collaboration with our partners; strengthening the dynamics of the opening to the world market, and the development of partnerships, as an integral part of the policy of promotion of Morocco's hydrocarbon resources.

Oil and gas industry experts and international companies operating in our country, agree that the Moroccan sedimentary basins have a rich and varied geology, and petroleum systems that are potentially favorable for hydrocarbon accumulation.

In onshore in the Rharb Basin, one of the areas of the first commercial discoveries in Morocco, SDX Energy has made several commercial gas discoveries since 2008. Due to solid infrastructures and local industrial demand, the small and shallow fields discovered to date have proved profitable.

Similarly, the Rif mountains folded belt in Northern Morocco was a hydrocarbon-producing province until the 1950's. Exploration in the area is now concentrated on the deeper reservoirs and also moving to the almost completely unexplored area.

The Tendirara area represents a new spot for hydrocarbon exploration in Morocco (North- East of Morocco). Sound Energy has announced very encouraging results after a successful drilling campaign, and will start soon production.

The Essaouira onshore area is another producing

basin for oil, gas and condensates with 7 oil and gas fields from the sixties.

At the opposite end of the country is the large, almost unexplored, Zag Bas Draa Basin, the westernmost extension of the prolific Paleozoic basins which extend right across North Africa. The basin extends over 95,000 km² with very limited seismic coverage and only 25 wells, most of them are shallow, and all drilled between 1959 and 1964. With over 6 km of Paleozoic, including Silurian hot shale, Devonian and Carboniferous, this basin could well hold untapped potential.

Overall, the investment is not sufficient in relation to the extent of the available sedimentary basins, the current well density in Morocco remains very low with 0.04 wells per 100,000 Km², compared to the global average of 10 wells per 100,000 square kilometers. We are currently going through an important stage in terms of investment works in upstream exploration, and we must maintain these activities to be able to make new discoveries.

CE: What could you tell about the oil and gas potential of the Moroccan shelf?

Amina Benkhadra: Morocco is located at the triple junction where the African continent, the expanding Atlantic Ocean and the Alpine Collision Zone all meet, resulting in a diversified geology, with rocks spanning all geological ages.

Morocco is also in the direct vicinity of many recent discoveries in the Atlantic, source rocks of varying ages have been identified in the offshore, confirmed Mesozoic and Cenozoic sources include the Triassic, the Jurassic, Cretaceous and Tertiary which were encountered by the wells drilled in the offshore.

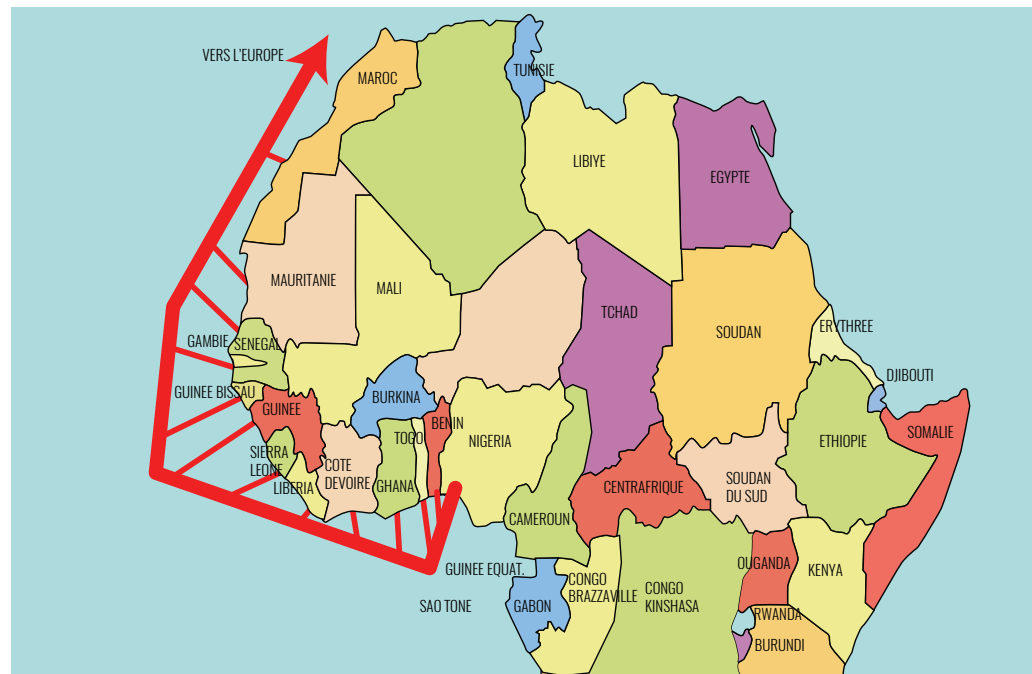
The Moroccan offshore basins extended over more than 300,000 km² remain one of the least explored: only 42 wells have been drilled in the Atlantic margin since 1968. 27 wells were drilled pre-2003 and 15 wells from 2004. In the Mediterranean Sea just 2 wells were drilled until now.

These wells have shown the presence of good source rocks and oil shows indicating a working petroleum system throughout the Moroccan Atlantic margin, where numerous play concepts have been identified in the upper slope, the shelf structures and deeper in the area.

The Tarfaya - Boujdour segment located south offshore Morocco has also active and viable petroleum systems of different ages from the Jurassic until the Tertiary. This is evident through the hydrocarbon shows encountered in the wells drilled in the basin, and from indications observed in the seismic data.

The newly acquired 2D and 3D seismic and recent advances in the understanding of resource development along the Atlantic margin continue to interest many operators.

Morocco enjoys a strong presence in Africa and the Caspian countries have the potential to become the hub for Europe and Asia, and a bridge connecting Russia with the Middle East.



CE: Which companies are the main partners of Morocco?

Amina Benkhadra: Currently, the number of our partners is 15, including majors. These companies are American, British, Italian, Dutch, Spanish, Irish, Australian, Asian or multinational, and are operating on a total area of 146,914.21 km² including 28 onshore permits, 58 offshore permits, 1 reconnaissance license and 10 exploitation concessions.

CE: Do you plan to improve the investment climate and engage the Caspian countries in cooperation?

Amina Benkhadra: Morocco enjoys political stability, strong infrastructure and a strategic location, which are helping it to emerge as a regional manufacturing and export base for international companies. Morocco is committed to improving the business climate for foreign investors to attract more investment towards the world, and is actively encouraging and facilitating foreign investment, particularly in export sectors, through macro-economic policies, trade liberalization, investment incentives, and structural reforms.

The Kingdom has ratified 68 bilateral investment treaties for the promotion and protection of investments and 60 economic agreements that aim to eliminate the double taxation of income or gains with the United States and most EU nations. The Morocco Investment Charter has put in place a dirham convertibility system for foreign investors, and gives investors the freedom to transfer profits.

I am optimistic that Morocco is ready to engage the Caspian countries in cooperation in order to foster new prospects of common development.

CE: Cooperation with which Caspian countries is the most effective now for Morocco?

Amina Benkhadra: By all means, the Kingdom of Morocco is absolutely interested in doing business with Caspian countries. The potential of growth of cooperation between Morocco and Caspian countries is inexhaustible. Morocco enjoys a strong presence in Africa and the Caspian countries have the

potential to become the hub for Europe and Asia, and a bridge connecting Russia with the Middle East. Morocco works to broaden cooperation with countries and transform partnership frameworks into real trade opportunities, growth and progress.

CE: There are about 40 ports in Morocco now. Do you plan to develop their LNG import capacity?

Amina Benkhadra: There is one LNG project at the port of Jorf Lasfar near El Jadida City (190 km south of Rabat). It consists of a terminal with re-gasification unit and 400 km of pipeline to deliver gas to power plants. It is 4.6 billion investment for annual capacity of 5bcm starting from 2026-2027.

CE: What do you think about the prospect of laying a Trans-African Gas Pipeline from Nigeria to Spain and further to France?

Amina Benkhadra: This is not any more a prospect but a goal for Nigeria and Morocco. Indeed, NNPC of Nigeria and ONHYM, signed in May 2017, an agreement for performing the Feasibility Study and a FEED for a Gaz Pipeline between Nigeria and Morocco going through West African Countries.

This project, the result of the strategic vision of both His Majesty the King of Morocco and the President of Nigeria, is expected to be a catalyst of the economic development in the region, by helping accelerating the electrification of the countries crossed, supporting the industrialization of different sectors and improving the living conditions of the population.

The main conclusion of the Feasibility Study was that, this infrastructure, for helping being economically viable, should be sized for exporting gas to Europe through Spain.

Thus, countries crossed will get the opportunity of both this available infrastructure and this available gas, sized to meet the growing needs of Europe, in order for fulfilling their own needs either for importing or for exporting the quantity they need, and this at their own pace.

Thank you for the interview

Morocco enjoys political stability, strong infrastructure and a strategic location, which are helping it to emerge as a regional manufacturing and export base for international companies.

Alternative energy accounts for 34% of Moroccan energy mix



Caspian Energy (CE): Could you please tell us about the current development of the alternative energy sector in Morocco? Is the sector a priority for the government?

Mustapha Bakkoury, Chairman of the Board of the Moroccan Solar Energy Agency (MASEN): The renewable energy sector is indeed a priority for the Kingdom.

On the initiative of HM the King, an energy strategy was designed and implemented to support the economic dynamic that Morocco is experiencing, resulting in particular growth in energy demand.

As a result, electricity consumption has grown steadily and continuously for almost 20 years. This rise in demand comes up against the background of Morocco's important energy dependency and the increasing volatility of fossil fuel prices on international markets.

With a strong renewable energy potential, and driven by a strong desire to be a part of the sustainable growth dynamic, Morocco has made the choice in favor of renewable energy, and targets the objective of 52% of the energy mix from renewable sources by 2030.

This target will contribute significantly to Morocco's targets for reducing its greenhouse gas emissions, through to avoid 9.3 million emissions.

CE: Which incentives for the private sector are currently in place and which incentives are planned to boost the development of this sector?

Mustapha Bakkoury: Morocco benefits from political stability and an advantageous macroeconomic framework for development and growth. The quality of its infrastructure and the incentives set in place have made the Kingdom a prime destination for investment.

In the renewable energy sector in particular,

Morocco has put in place a legislative, regulatory and institutional framework conducive to the development of renewable electricity generation projects as well as services and industrial activities that are related to it.

CE: Which renewable energy sources are the most cost-effective in Morocco?

Mustapha Bakkoury: A high-performance energy system is one that offers affordable, sustain-

able electricity that is adapted to the needs of consumers and economic actors. Such composition is generally based on a diversification of production sources and an optimization of complementarities between different technologies. The optimization of the cost is therefore at the scale of the energy portfolio.

The Kingdom is working to develop a diversified energy mix in order to have competitive energy. After developing hydropower infrastructure, Morocco has started the construction and operation of several solar and wind power plants, which thanks to an optimal financial structuring and technical design have enabled our country to score very competitive rates worldwide.

CE: Which projects are planned to secure an increase in the share of renewable energy sources to 52% by 2030?

Mustapha Bakkoury: The Moroccan energy mix has a current capacity of 34% of renewable sources. Tangibly, this represents:

895 MW are in operation through 9 wind farms; 29 dams and WWTPs have an installed capacity of 1,770 MW; and 1,700 MW are engaged in solar energy, at the sites of Ouarzazate, Laayoune, Boujdour.

Other projects will be implemented very soon, including the 850 MW Integrated Wind Project, Noor Midelt, with a capacity of more than 800 MW, and other projects that are under study.

CE: What is the size of investment, which has been already contributed to this sector? What is the amount of investment you still plan to make?

Mustapha Bakkoury: In terms of investment

Morocco has made the choice in favor of renewable energy, and targets the objective of 52% of the energy mix from renewable sources by 2030.

The Moroccan energy mix has a current capacity of 34% of renewable sources.



we have invested nearly 25 billion MAD for solar projects distributed as follows:

- Noor Ouarzazate I: about 7,000 million MAD
- Noor Ouarzazate II: MAD 9,218 million
- Noor Ouarzazate III: 7,180 Million MAD
- Noor Ouarzazate IV: +750 Million MAD
- Noor Laayoune: +950 Millions MAD
- Noor Boujdour: +300 million MAD

For wind energy, MAD 11 billion will be invested into the 850 MW Integrated Wind Project.

CE: Which technologies are used in these projects?

Mustapha Bakkoury: Masen is agnostic in terms of technology, which means Masen is not confined to a single technology. The Group develops different technologies in order to meet the specific needs of the grid, at the most competitive price.

For solar, we use both thermal and photovoltaic technologies: CSP with cylindro-parabolic mirrors at Noor Ouarzazate I and II, CSP tower at Noor Ouarzazate III and PV at Noor

PV I (Noor Ouarzazate IV, Noor Laayoune and Noor Boujdour).

CE: Could you please tell about the plans on development of this sector in other African countries, which already have a high potential?

Mustapha Bakkoury: The African energy context presents a limited electricity production for a growing demand. The Moroccan know-how in renewable energies, developed by Masen, is therefore useful to the African challenges.

The Kingdom intends to share its experience and know-how in the development of renewable energies with other African countries. Therefore, Masen has signed 13 memoranda of understanding, namely with: Djibouti, Ethiopia, Burkina Faso, Republic of Congo Brazzaville, Guinea Bissau, Ghana, Madagascar, Nigeria, Rwanda, Tanzania, Zambia, Senegal and Tunisia.

Thank you for the interview



Convention on the Legal Status of the Caspian Sea will enable to step up cooperation in the transport sector, Minister of Transport of Azerbaijan



Caspian Energy (CE): Mr. Guluzade, how will the decision on the status of the Caspian Sea affect the implementation of international projects of Azerbaijan?

Ramin Guluzade, Minister of Transport, Communications and High Technologies of the Republic of Azerbaijan: As you know, in August 2018, the heads of the Caspian littoral states signed the Convention on the Legal Status of the Caspian Sea in the city of Aktau, Kazakhstan. Undoubtedly, the signing of the convention and the implementation of the future measures, arising from this document, will ensure a shift to a new level of cooperation between the littoral states in a climate of mutual understanding, contribute to the establishment of closer ties between Azerbaijan and the Caspian states on geostrategic, political, economic and other important issues, as well as promote the solution of existing problems.

I would like to mention that, along with the convention, an agreement on cooperation in the field of transport between the governments of the Caspian littoral states was signed as well. The main purpose of the agreement is to identify large-scale international transport and logistics hubs in the Caspian littoral states, develop the infrastructure for international transportation and provide free access to the other seas and world ocean from the Caspian Sea, as well as the ports of the parties. This, in its turn, will further boost cooperation between the Caspian littoral states in the field of transport.

CE: How will Trans-Caspian International Transport Route influence the trade turnover with Azerbaijan?

Ramin Guluzade: The Trans-Caspian International Transport Route, located on the Europe-Caucasus-Asia international transport corridor, is one of the main transportation routes passing through the territory of our republic in the East-West direction. This route is an important link between Central Asia and the Caucasus region, which contributes to deepening economic integration and facilitating access to European countries, increasing trade turnover among the countries in the region, improving social well-being and expanding mutual relations. The Trans-Caspian route reflecting the co-ordinated activity of transport agencies of the participating countries, in addition to carriage of goods, may in the future facilitate the establishment of economic zones in the territories of the countries located on the route.

The implemented measures have a positive impact on carriers and cargo owners, offering more competitive conditions for transportation of goods from Asia to Europe and vice versa, as well as increasing trade turnover between the countries in the region. This is also felt in the increase of the volume of goods transported along this route. The Trans-Caspian route has a great potential to continue this trend in the future.

CE: How do you assess the historical and practical significance of Baku-Tbilisi-Kars project?

The Trans-Caspian International Transport Route, located on the Europe-Caucasus-Asia international transport corridor, is one of the main transportation routes passing through the territory of our republic in the East-West direction. This route is an important link between Central Asia and the Caucasus region, which contributes to deepening economic integration and facilitating access to European countries, increasing trade turnover among the countries in the region, improving social well-being and expanding mutual relations.



The Baku-Tbilisi-Kars railway, which is the shortest and safest route connecting Europe with Asia, reduces the distance between China and European markets by up to 15 days.

Ramin Guluzade: The Baku-Tbilisi-Kars railway, which is of special strategic importance among large-scale projects, was put into operation in October 2018.

Speaking at the inaugural ceremony, President of the Republic of Azerbaijan Mr. Ilham Aliyev said that the trade turnover and mutual investment between the countries along the road will increase, this road will serve stability and security.

The Baku-Tbilisi-Kars railway, which is the shortest and safest route connecting Europe with Asia, reduces the distance between China and European markets by up to 15 days. This is faster than the sea route, and cheaper and more efficient than air transport.

CE: *Recently, much has been said about the need to develop an innovative economy. We would like to know your opinion about it.*

Ramin Guluzade: One of the main goals of the purposeful reform policy implemented in our country is to create a competitive national innovation system. Today, the work is underway to apply innovations in all areas.

Creating a national innovation system in the "Strategic Road Map of the Republic of Azerbaijan for the Prospects of the National Economy", approved by the President of the Republic of Azerbaijan is stated as a key issue. To achieve the goals set in this direction, an innovative development model of the economy is developed and infrastructure that supports innovation in all areas is formed.

Also, the innovation policy in the "Azerbaijan 2020: A Look into the Future" Development Concept envisages creating the necessary conditions for the creation and application of new knowledge and technologies. These adopted or other strategically significant documents serve to further accelerate the country's innovative development.

Numerous measures are underway by the Ministry to support the development of telecommunications, which is one of the priorities of the non-oil sector.

To provide support to the expansion of the startup movement and realization of innovative ideas of citizens, the Ministry together with the Regional Development Public Union of Heydar Aliyev Foundation and Microsoft Corporation organizes startup tours in Baku and regions within the framework of the project "From Idea to Business". For the first time, the project, which also covers regions, is very interesting and is supported by local and international organizations such as Microsoft Corporation, the United Nations Development Programme and Azerbaijan Youth Foundation.

As you know, the international exhibition and conference ITU Telecom World, which was held in September 2018, will be remembered for high results of Azerbaijani startupperes. The projects, which received grants from the State Fund for Development of Information Technologies, gained positive results.

We are carrying out a range of activities aimed at developing the cloud technology



services market and infrastructure, which are now becoming a necessity for application in different areas of the economy. The most reliable Data Center of the region, operated by AzInTelecom LLC under the Ministry, has high potential for data processing and storage. Our goal is to turn this potential into a real economic advantage for our country.

Fast Track Acceleration Program was launched in August this year at High Tech Park LLC under the Ministry for the rapid development of startups willing to get necessary experience in doing their own business.

It should be noted that over the past decade, rapid growth in the use of the internet as well as access to the internet through mobile devices has been one of the key factors that have helped to increase the accessibility of products and services.

The Ministry together with relevant government agencies, private companies, local and international organizations organizes events related to the implementation of scientific and technical and innovation policies on high technologies. This, of course, plays an important role in the formation of the ecosystem we talked about.

CE: How do you assess the role of the State Fund for Development of Information Technologies in the ecosystem?

Ramin Guluzade: The State Fund for Development of Information Technologies was established six years ago by the order of the President of the Republic of Azerbaijan. The Fund is operating under the Ministry of Transport, Communications and High Technologies of the Republic of Azerbaijan and provides financial support for promotion of ICT activities, application of innovations, as well as the expansion of applied research.

To date, according to the directions of activity, the Fund has financed 117 projects as a result of 6 grant contests.

The Fund attaches importance to the financ-

ing of innovative and applied scientific and technical startup projects, as well as expanding access to preferential financial resources from year to year at the expense of the Fund for promising and emerging small and medium-sized businesses operating in the ICT field. In my opinion, the Fund's role is great as source of finance, which is one of the key elements of the ecosystem and investor.

CE: What can you say about increase in tariffs of mobile operators in Azerbaijan? Is the Ministry of Transport, Communications and High Technologies responsible for it?

Ramin Guluzade: Thanks to 3 mobile operators operating in Azerbaijan's telecommunication market, a healthy competitive environment has already been formed and this has a positive impact on service tariffs.

At the same time, in accordance with the current legislation, only international call tariffs of mobile operators functioning in the Republic of Azerbaijan are regulated by the Tariff (Price) Council of the Republic of Azerbaijan. Moreover, according to the relevant article of the Law of the Republic of Azerbaijan "On Telecommunications", operators have the right to independently determine the tariffs and rules of payment for telecommunication services unless otherwise stipulated in the legislation.

Operators' pricing policy is determined freely according to the market, taking into account costs and level of profitability. Free tariff determination is based on transparency, consumer convenience and competitive principles.

I would like to note that the Ministry of Transport, Communications and High Technologies regularly gives relevant recommendations to telecommunication operators operating in our country in order to improve the level and quality of services rendered by mobile operators and to provide the population with quality and competitive mobile communication services.

Thank you for the interview

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Было бы целесообразно в будущем создать каспийскую нефтегазовую биржу, -

генеральный директор ООО «Azpetrol Ltd» Джейхун Мамедов



Caspian Energy (CE): Господин Мамедов, Azpetrol сегодня контролирует около 50% розничного рынка топлива Азербайджана, Вы довольны этим показателем и как Вам удается обеспечивать самое высокое качество бензина в стране? Какие технологии Вы используете с этой целью?

Джейхун Мамедов: Несмотря на то, что количество заправочных станций нашей Компании составляет 10% от общего числа заправочных станций, действующих в Азербайджане, около 50% проданного топлива приходится на долю нашей Компании. Конечно, если учесть тот факт, что девиз нашей Компании «Azpetrol – постоянно стремясь к развитию», мы всегда будем стремиться изменить существующий рыночный раздел посредством дальнейшего увеличения доли нашей Компании.

Особо отмечу, что наша Компания не занимается производством топлива. Топливные продукты марки А-92 и «дизель», розничная и оптовая продажа которых осуществляется с нашей стороны, производятся Бакинским нефтеперерабатывающим заводом им. Гейдара Алиева Государственной Нефтяной Компании Азербайджанской Республики. Эти топливные продукты поставляются потребителям без какой-либо дополнительной добавки со стороны нашей Компании.

Топливо А-95 (премиум) импортируется из за границы. Импортируемое нами топливо в основном производится на ведущих нефтеперерабатывающих заводах Европы, таких как ENI (Италия), Hellenic Petroleum S.A (Греция), Rompetrol (Румыния), Mol (Венгрия) и соответствует стандартам Европейского Союза.

При поставке топлива потребителям мы уделяем особое внимание чистоте танкеров при

топливных перевозках и баков, установленных на автозаправочных станциях, их соответствию определенным техническим показателям и государственным стандартам. Помимо этого, постоянная замена заправочных установок усовершенствованными, обладающими технологическими преимуществами, также является одним из факторов, влияющих на качество топливных продуктов.

Следует также отметить, что если не будет создан трудовой коллектив, способствующий поддержанию высокой рабочей дисциплины и обеспечению качественной работы, то будет достаточно трудно контролировать столь значительную долю топливного рынка. По этой причине, формирование и сохранение трудового коллектива, состоящего из высококвалифицированных кадров, является одной из основных целей. Можно сказать, что Компания успешно справляется с этой задачей. Это стало возможным благодаря приему на работу персонала посредством жесткого отбора, организации периодических тренингов по всем необходимым сферам для повышения квалификации сотрудников.

Для обеспечения надлежащего обслуживания в начале каждой рабочей смены все сотрудники, работающие на топливозаправочных станциях нашей Компании, инструктируются участковым директором. На топливозаправочных станциях нашей Компании также работают инспекторы Управления службы безопасности и контроля, не принимающие прямого участия в продаже топлива, и, помимо вопросов безопасности, эти сотрудники также контролируют процесс предоставления услуг и выполнение сотрудниками своих обязанностей согласно определенным инструкциям.

Около 50% проданного топлива в Азербайджане приходится на долю «Azpetrol Ltd».

Создание достойных и постоянных рабочих мест, обеспечение высокого качества, полная удовлетворенность клиентов, поддержание уверенности и доверия людей являются ключевыми элементами концепции Компании.

Формирование и сохранение трудового коллектива, состоящего из высококвалифицированных кадров, является одной из основных целей. Можно сказать, что «Azpetrol Ltd» успешно справляется с этой задачей.

В 2018 году наша Компания приступила к строительству комплексных пунктов в районах Шамаха и Кюрдамир совместно с центрами «ASAN Xidmət» - азербайджанским проектом, известным во всем мире.

В случае, если у потребителей возникают жалобы на услуги, предоставляемые на топливозаправочных станциях, принадлежащих нашей Компании, все недовольства устраняются путем немедленного расследования этих жалоб соответствующими должностными лицами и принятия верных решений.

Принятые на работу новые сотрудники проходят обучение в Учебном Центре, функционирующем в нашей Компании, им преподаются теоретические знания касательно функциональных обязанностей, и в то же время они непосредственно проходят производственную практику. По окончании курса обучения теоретические и практические знания этих кандидатов проверяются экзаменационной комиссией, и успешно сдавшие экзамен принимаются на работу. Это позволяет нашим сотрудникам успешнее справляться со стоящими перед ними задачами.

СЕ: На каких международных рынках вы работаете, на какие планируете выйти в долгосрочной перспективе?

Джейхун Мамедов: Azpetrol функционирует только на азербайджанском рынке и ежегодно добавляет к своей сети 2-3 станции.

Одним из приоритетов текущей деятельности Компании, как и всегда, является содействие успешной реализации «Государственной программы по социально-экономическому развитию регионов Азербайджанской Республики в 2013-2018 годы», утвержденной уважаемым Президентом Ильхамом Алиевым. По этой причине Компания направила свою деятельность на развитие своих структур, расположенных в регионах. Поэтому, наша Компания всегда уделяет особое внимание вводу в эксплуатацию новых топливозаправочных станций в различных регионах Республики. Создание достойных и постоянных рабочих мест, обеспечение высокого качества, полная удовлетворенность клиентов, поддержание уверенности и доверия людей являются ключевыми элементами концепции Компании.

В 2018 году наша Компания приступила к строительству комплексных пунктов в районах Шамаха и Кюрдамир совместно с центрами «ASAN Xidmət» - азербайджанским проектом, известным во всем мире. Центры «ASAN Xidmət» были созданы согласно Указу Президента Азербайджанской Республики Ильхама Алиева № 685 от 13 июля 2012 года в подчинении Государственного агентства по обслуживанию граждан и социальных инноваций при Президенте Азербайджанской Республики. Центры «ASAN Xidmət» служат для формирования нового подхода к обеспечению удовлетворения граждан в вопросах отношения государственных служащих и населения, а также для перехода отношений госслужащих с гражданами на новый уровень с точки зрения качества.

Размещение наших станций вместе с этими центрами в виде комплексов в упомянутых регионах осуществляется для удобства населения. В указанных сервисных центрах планируется обслуживать не только жителей этого района, но также и жителей соседних и более отдаленных районов.

Многочисленные клиенты центров «ASAN Xidmət» могут приобрести топливо на наших автозаправочных станциях самым удобным способом, воспользоваться автотехническими услугами и автомойкой, а также услугами кафе и мотеля.

Надеемся, что расположение наших топливозаправочных станций в одном комплексе с действующими в регионах центрами «ASAN Xidmət» еще больше облегчит для населения пользование услугами этих центров.

СЕ: Что Вы думаете по поводу внутренних реформ в нефтегазовой отрасли сектора upstream и midstream?

Джейхун Мамедов: Во-первых, давайте поясним для читателей, что означают термины «upstream» и «midstream». Нефтегазовая промышленность обычно делится на три основных сектора: «upstream» (верхний сектор), «midstream» (средний сектор) и «downstream» (нижний сектор).

Под словом «Upstream» подразумевается разведка подземных или подводных месторождений сырой нефти и природного газа, бурение разведочных скважин, и добыча сырой нефти и природного газа. Говоря «Midstream» мы подразумеваем транспортировку сырой нефти и природного газа (по трубопроводу, железной дороге, нефтяному танкеру и т.д.), их хранение и оптовую продажу. А термин «Downstream» означает подачу, очистку, переработку сырой нефти и сырого природного газа, а также маркетинг и распределение продуктов, полученных из сырой нефти и природного газа.

Как мы знаем, экономическое преимущество играет ключевую роль в развитии государства. С этой точки зрения у Азербайджана есть все возможности для экономического развития. Мы все знаем, что одно из важнейших достижений общенационального лидера Гейдара Алиева было в нефтяной отрасли. Вывод азербайджанской нефти на мировой рынок, восстановление и укрепление национального бюджета с помощью доходов от нефтяной отрасли, стало важным шагом в повышении уровня жизни населения. 20 сентября 1994 года во дворце «Гюлистан» был подписан Договор о совместной разработке месторождений «Азери», «Чираг» и глубоководной части месторождения «Гюнешли», расположенных в азербайджанском секторе Каспийского моря, и долевом разделе добычи. Договор был назван «Контрактом века» за его историческое, политическое и международное значение. В «Контракте века» стоимостью 7,4 миллиарда долларов участвовали 11 международных компаний (Amoco, BP, McDermott, UNOCAL, ГНКР, Lukoil, Statoil, Тюркийе Петролары, Pennzoil, Ramco, Delta), представляющих 7 стран мира (Азербайджан, США, Великобритания, Россия, Турция, Норвегия и Саудовская Аравия). С заключением этого соглашения поток иностранных инвестиций в Азербайджан активизировался.

Одним из величайших достижений общенационального лидера Гейдара Алиева был вопрос диверсификации маршрутов экспорта энергоресурсов Азербайджана на мировой ры-

нок. Гейдар Алиев добился экспорта энергоресурсов Азербайджана на мировой рынок в двух направлениях. 18 января 1996 года было подписано соглашение о транспортировке азербайджанской нефти по территории Российской Федерации в черноморский порт Новороссийск. После того, как определился северный маршрут энергетических ресурсов Азербайджана, 8 марта 1996 года в Тбилиси Президент Азербайджана Г.Алиев и Президент Грузии Э.Шеварднадзе пришли к согласию касательно прокладки нефтепровода Баку-Супса.

На данный период реализация национальной нефтяной стратегии успешно продвигается в результате деятельности Президента Ильхама Алиева. Новый этап сопровождается увеличением запасов нефти и газа Республики в результате разведочных и буровых работ, подписанием дополнительных международных нефтяных контрактов, трансформацией ГНКАР (SOCAR) в международную компанию в формате вертикальной интеграции, реализацией бизнес-проектов за рубежом, увеличением инвестиционных вложений, ускорением модернизации инфраструктуры топливно-энергетического комплекса, приобретением нашей страны статуса экспортера газа и широкими социально-экономическими эффектами, повышающими ее благосостояние.

Следует также отметить, что национальная нефтяная стратегия Азербайджана является не только ориентированной на конкретную сферу, она также является функциональной системой управления, объединяющей всю экономику, финансовую систему страны и структурные компоненты национальной безопасности страны на единой орбите. Эта реальность показывает, что реформы в нефтегазовой отрасли органически связаны с реформами в области экономики и государственного управления.

Со дня начала поставок топлива решающие шаги, предпринятые Азербайджаном, отдающим предпочтение политике диверсификации, обеспечили энергетическую безопасность региона и мира, создали благоприятные условия для многосторонности системы энергетических маршрутов. До сих пор наша страна подписала 31 нефтегазовое соглашение с иностранными компаниями. В настоящее время ведутся работы по 14 соглашениям и в этих соглашениях принимают участие 26 компаний из 20 стран. Согласно прогнозам, в рамках подписанных соглашений объем инвестиций, вложенных в Азербайджане в разведку, переработку и транспортировку углеводородных ресурсов, оценивается в 60 миллиардов долларов.

СЕ: Можно ли создать в стране первую Каспийскую нефтегазовую биржу, учитывая решенность вопроса статуса Каспия, развитость коммуникаций в том числе?

Джейхун Мамедов: Решение вопроса статуса Каспийского моря очень важно для Азербайджана. Прежде всего, наша страна становится центром логистики. То есть дороги с севера на юг, с запада на восток проходят через Азербайджан. Здесь также очень важна роль Каспийского моря. Решение вопроса статуса Каспия

также будет стимулировать развитие экономики Азербайджана. По самым приблизительным расчетам американской Energy Information Administration (EIA), на богатом нефтью и газом шельфе Каспия, содержится до 30 млрд тонн доказанных и вероятных запасов нефти и газа в нефтяном эквиваленте. Прогнозируемых запасов же намного больше. В текущих ценах эти запасы стоят 8 триллионов долларов. Учитывая, что в Каспийском море так много запасов нефти и газа, на мой взгляд, было бы целесообразно в будущем создать каспийскую нефтегазовую биржу в стране.

СЕ: Может ли сегодня сжатый природный газ конкурировать на внутреннем рынке с продуктом нефтепереработки?

Джейхун Мамедов: Да, на сегодня сжатый природный газ может конкурировать с другими видами топлива. Следует отметить, что сжатый природный газ («CNG» - «Compressed Natural Gas») вдвое выгоден бензину марки А-92, и в три раза, чем бензин марки А-95. Стоимость замены топливной системы, необходимой для использования с CNG, будет эффективна в течение 8-12 месяцев, в зависимости от повседневного проезда автомобиля, и в предстоящие годы пользователь CNG сможет сэкономить в два раза по сравнению с пользователем топлива марки А-92, и в три раза по сравнению с потребителем топлива А-95. Кроме того, CNG с экологической точки зрения чище. Таким образом, фильтры CNG являются типом топлива, подходящим для стандарта Евро-6.

СЕ: Расскажите пожалуйста о Вашем опыте использования сжатого природного газа?

Джейхун Мамедов: В настоящее время Компания получает официальные разрешения от соответствующих агентств на поставку сжатого природного газа потребителю на заправочных станциях, а также устанавливает новый тип оборудования. На начальном этапе новое оборудование будет установлено на наших АЗС «Масазыр», «Бабек», «Мярдякан» и «Маяк». Затем, на втором этапе проекта, планируется установка этого оборудования во всех возможных станциях.

СЕ: Ранее Вы говорили, что планируете установить электрические станции подзарядки, есть ли на них сегодня спрос в Азербайджане?

Джейхун Мамедов: По сравнению с 2017 годом спрос населения на эти станции в 2018 году не увеличился. Тем не менее планируется установка электрозаправочных на недавно построенных АЗС «Асан Кюрдамир» и «Асан Шамаха». Эти услуги будут предоставляться населению совершенно бесплатно ввиду отсутствия на сегодняшний день соответствующего законодательства, регулирующего механизм продажи электроэнергии населению на заправочных станциях.

Благодарим Вас за интервью

Одним из приоритетов текущей деятельности «Azpetrol Ltd» является содействие успешной реализации «Государственной программы по социально-экономическому развитию регионов Азербайджанской Республики в 2013-2018 годы», утвержденной уважаемым Президентом Ильхамом Алиевым.



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We are keeping the personality of style,

Jose Maria Ramos Amatriain



Caspian Energy (CE): Mr. Amatriain, when did Raymond Weil begin to work in the Azerbaijan market? Could you please tell about your further plans?

Jose Maria Ramos Amatriain, Area Sales Director of Raymond Weil: The Company was created in 1976 by my father-in-law Mr. Raymond Weil. The mission of the Company was to recreate the production of Swiss-made timepieces at affordable prices. Today, 42 years later, Raymond Weil owns a distribution network in 95 countries, with 3,000 points of sales. Azerbaijan, in particular, has always been a very big market for us. We have the strong presence here. The famous singer Aysel Mammadova, who represented Azerbaijan at the Eurovision Song Contest, has become the new brand ambassador of Raymond Weil ladies collection in Azerbaijan. Our brand has always been associated with music. Raymond Weil has 3 core values. I will explain to you. The first one is family, because we are the family that owns and operates the Company. In my case, I belong to the third generation of the family: me and Noemie, who is Raymond Weil's granddaughter.

One collection is dedicated exclusively to her, this is the Noemie collection. We own the Company, and we ourselves work for the Company. It is very important. The second principle is music. Music has always been a source of inspiration for Raymond Weil. At the very beginning, when Mr. Raymond Weil just founded the Company, he created all his collections inspired by the classic music names such as Nabucco, Parsifal, Othello. These are all the names of the operas. Now, being the third generation of the Company, we are building partnerships with international performers, talking to a new audience. For example, we launched our limited edition of Beatles, David Bowie, Bob Marley, AC/DC watches. I am talking about a new generation of music of Raymond Weil. The third principle of Raymond Weil as a holding is to create Swiss-made timepieces at an affordable price. The

price for our watches, which are produced using all value making know-how at affordable price, ranges from \$700 to \$1,000.

Raymond Weil Company began working in Azerbaijan in 2005. At the moment we are not trying to be bigger in terms of points of sales, but to generate more brand workers.

CE: Your collection has been inspired by high music of Mozart, Beethoven, Verdi, Beatles, Frank Sinatra and others. What is inspiring you today? Do not you think that brands, which are similar to yours, are so-called "guardians of the eternal"? What is your favorite collection?

Jose Maria Ramos Amatriain: I belong to the family that really brings me passion to this job. It is the heritage of the family. It is a wish of being a part of this family company. I with my children one day will become a next generation. So, for us it is really important to keep this value. When we are talking about big watch groups among others, to be today one of the remaining last family old companies is definitely the treasure. My favorite collection of Raymond Weil is the bestseller Freelancer collection. It combines all the elements of the Swiss watch making know-how. We recently launched our first in-house movement. It is our new Calibre Raymond Weil watch. For us it is very important to keep this ETA mechanism in all our timepieces. Freelancer collection brings the elements of the spirit of independence of the brand. Here I would like to mention our first in-house movement Raymond Weil Skeleton tourbillon watch. This is a limited edition of ten timepieces only. We have one piece here in Azerbaijan, because the Azerbaijan market is important for us. Only 10 pieces worldwide with the price of \$40,000! The name is Nabucco Cello. The idea of creating this watch belongs to my brother-in-law Elie Bernheim, who is the CEO of the Company. He plays the cello. When he headed the Company in 2014, he wanted to give his taste to the Company and decided to launch this limited

Music has always been a source of inspiration for Raymond Weil. At the very beginning, when Mr. Raymond Weil just founded the Company, he created all his collections inspired by the classic music names such as Nabucco, Parsifal, Othello.



tourbillon edition to tell to the watch making industry that Raymond Weil is able to make tourbillon watch. It was very important for us to do it. The name Nabucco came from the opera of the same name. The Nabucco Tourbillon collection by Raymond Weil is a truly men's watch, a masterpiece with a 46-mm diameter case!

CE: Which markets are the most successful for your Company?

Jose Maria Ramos Amatriain: When it comes to distribution, our biggest market is the United States. The second one is the United Kingdom, and then comes the Middle East. The US accounts for 40%, the UK for 20%, the Middle East for 13%. I would say that Australia and Asia share 7%, then Europe accounts for probably 10% and the remaining 10% is divided between 8 countries. Our ambition is to preserve our identity in the United States. We own actually 700 points of sales in the US. We want to relaunch Europe. It is very important. I guess that Asia is going to be definitely an upgrade movement for us now. We recently opened a distribution chain in Japan with 70 points of sales. We try to offer products, which are much more popular in these countries. I mean automatic watches for ladies, which are very successful in these countries. In terms of the turnover, Europe is a very good market for Raymond Weil.

In 2014, when my brother-in-law Elie Bernheim took the rules over the Company, he decided to make The Beatles watch in order to talk to a new generation about music. For the 40th anniversary of the brand he made a partnership with the most iconic bands of those times. Everybody knows The Beatles. To celebrate the 40-year anniversary of the Company he wanted to make especial watch with the biggest band of the world. He launched the first limited edition on The Beatles collection in our Maestro collection. 3,000 pieces of the limited edition were sold out in the first year. Next year he launched the second The Beatles watch inspired by the Beatles' Abbey Road album. 3,000 timepieces were sold out. Then we waited one year and now we are launching the third The Beatles watch. It is really a success story for Raymond Weil. We have also launched AC-DC watch,

which is the great rock band, David Bowie watch, Marshall watch and others. We can say that today Raymond Weil enjoys the high brand awareness in terms of music. There is no other brand bigger than us in terms of music. We can say today that Raymond Weil is the outstanding brand because we have been able to preserve our identity. It is very important for us. So, in connection with Azerbaijan, we hardly believe that Aysel Mammadova will be a new brand ambassador for a new collection here in Azerbaijan. It is a watch with a 46-mm, 34-mm diameters dial case. We highly believe that she is going to bring a new energy to our brand. We believe that this new collection actually is going to perform very well here in Azerbaijan.

CE: How do you take into account historical backgrounds of states and regions in your collection? Do you invest in maintenance and development of the national charisma of small nations?

Jose Maria Ramos Amatriain: We do invest in everything, which is related to music. We are working with non-charitable organisations. We do promote and organise festivals.

We have about 360 models. We have classic, we have rock, we have jazz. We are now bringing DJs on board and negotiating with them. I mean all styles of music are related to Raymond Weil. But, to be more specifically, today, I would say, the brand is more and more strong in classic music, which formed a basis of the brand's creation. And now we are open to new styles of music, to all styles. Yes, the new styles are coming. But it is related to the new generation of the Company, who is taking care of the Company now. Our wish is to bring a lot of new styles of music. We have presence in 95 countries. I worked in 34 countries.

I also would like to hail our team in Azerbaijan, represented by VMF Company, with which we have successfully cooperated for more than 10 years. This is a professional and nice team that has always been taking care of Our Brand in the market of Azerbaijan. We highly appreciate the long-term cooperation between Our Companies and, taking this opportunity, I would like to express my gratitude to the entire team of VMF Company!

Thank you for the interview

We believe that this new collection actually is going to perform very well here in Azerbaijan.

Итоги выставочного 2018 года



В 2019 году организаторы анонсируют проведение 23 специализированных торговых выставок и нескольких конференций. Выставки связывают внутренний и международный рынки, которые способствуют привлечению иностранных инвестиций для реализации перспективных направлений развития экономики. 2019 год примечателен еще и тем, что для 4 крупных выставочных проектов этот год станет юбилейным. Такие выставки как World Food Azerbaijan, BakuBuild, и Bakutel отметят 25-летие, а выставка Caspian Ecology – свое 10-летие. За годы проведения эти выставки завоевали лидирующие позиции в Каспийском регионе и стали традиционным местом встречи профессионалов, привлекающим большое количество посетителей.

Надо отметить, что 2018 год для выставочной индустрии прошел с успехом. Выставочные компании Iteca Caspian и Caspian Event Organisers (CEO), являющиеся лидерами в организации выставочных мероприятий провели 22 выставки, 1 конференцию и 1 форум и закончили год с положительными показателями. Причем надо отметить, что 3 мероприятия состоялись в Азербайджане впервые. Это 1-й Азербайджанский Международный Форум по Франчайзингу Caspian Franchise Forum 2018, 1-я Азербайджанская Международная Выставка «Подарки и Промо-продукция» Gift&Promo Fair и 1-я Азербайджанская Международная Выставка «Реклама и Печатное Производство» AdPrint. В 2018 году в третий раз прошла Оборонная Выставка ADEX – масштабное мероприятие, подтверждающее статус одной из крупных экспозиций вооружения и военной техники в регионе, грандиозный показ современного оружия и техники, демонстрация силы и мощи азербайджанского оборонно-промышленного комплекса.

Кроме традиционных выставок, компания CEO выступила организатором выставок в рамках конференции IAPH BAKU 2018

WorldPorts Conference, 1-й Бакинской Международной Конференции по Продовольственной Безопасности, Eurovillage 2018, Дни Европы в Нахчыване и ряда других мероприятий.

Директор компании Iteca Caspian Фарид Мамедов отметил, что в 2018 году выставки в Баку собрали 1922 участников из 48 стран мира и 69 812 посетителей из 64 стран. По количеству представленных компаний на выставках Российская Федерация, Турция, и Беларусь занимают соответственно первое, второе и третье место. Отрадно, что 40 % участников составили местные компании. На разных выставках 29 стран представили 50 национальных экспозиций. Больше всего выставки посещали гости из Турции, России, Ирана, Грузии, Германии, Украины, ОАЭ, Беларуси, Италии, Китая, Казахстана.

Все события активно поддерживаются государственными структурами, среди которых Министерство Сельского Хозяйства Азербайджанской Республики, Министерство Транспорта, Связи и Высоких Технологий Азербайджанской Республики, Министерство Образования Азербайджанской Республики, Министерство Оборонной промышленности Азербайджанской Республики, Министерство Обороны Азербайджанской Республики, Министерство Экологии и Природных Ресурсов Азербайджанской Республики, Министерство Экономики Азербайджанской Республики, Министерство Энергетики Азербайджанской Республики, Государственный Комитет по Градостроительству и Архитектуре, Государственное Агентство Жилищного Строительства, Союз Архитекторов Азербайджана, Государственное Агентство по Туризму Азербайджанской Республики, Совет по Туризму Азербайджана, Общественное Объединение IDEA, Фонд Поощрения Экспорта и Инвестиций в Азербайджане (AZPROMO), Национальная Конфедерация Организаций Предпринимателей (Работодателей) Азербайджанской Республики, Агентство

Для 4 крупных выставочных проектов этот год станет юбилейным. Такие выставки как World Food Azerbaijan, BakuBuild, и Bakutel отметят 25-летие, а выставка Caspian Ecology – свое 10-летие.



по продовольственной безопасности Азербайджанской Республики, Бакинское Транспортное Агентство при Кабинете Министров Азербайджанской Республики, Государственная Нефтяная Компания Азербайджанской Республики, Государственный Комитет по Градостроительству и Архитектуре АР, Союз Архитекторов Азербайджана, Азиатско-Тихоокеанская Туристская Ассоциация, Всемирная туристическая организация (UNWTO), Продовольственная и сельскохозяйственная организация ООН (FAO), TRACECA, Международный союз электросвязи, Региональное сотрудничество в области связи.

К поддерживающим структурам в 2018 году присоединилось Агентство развития малого и среднего бизнеса Азербайджанской Республики. На международной выставке Bakutel между Агентством и организаторами, Iteca Caspian и CEO, был подписан меморандум о взаимном сотрудничестве. Документ был подписан председателем правления Агентства Орханом Мамедовым и исполнительным директором Iteca Caspian Фаридом Мамедовым. В меморандуме отмечено, что обе стороны будут способствовать участию в международных выставках компаний, представляющих малый и средний бизнес. И первый же опыт такого сотрудничества был осуществлен в рамках выставки Bakutel 2018. По итогам выставки было получено много положительных отзывов от участников стенда, которые и в будущем планируют развиваться и приобретать новые контакты посредством участия в выставках.

В успешном проведении выставок важна роль партнеров и спонсоров. В 2018 году спонсорами выставок выступали SOCAR, BP, Maschio Gaspardo, NB Group, Секретариат Оборонной промышленности Турции, Equinor, Turkiye Petrolleri, Azeri Mi Drilling, Azfen, Baku Steel Company, Bos Shelf, Caspian Drilling, Caspian Marine Services, Global Energy Azerbaijan, Socar Polymer, Tekfen, Российский Экспортный Центр, INPEX, Mcdermott, Dentons, DOW, EGS, EY, KasperskyLab, Lamor, Nobel Upstream, SAP CIS, Petronas, SOCAR AQS, STP, TAP, Tenaris, Total, Azercell, Kapital Bank,

AA Services, страна-партнер Болгария, Pasha Bank, Lilac, Baku Convention Center, медиа-партнеры - Caspian Energy International Media Group, Дом и Интерьер, IHS Jane's Defence Weekly, Army Recognition. Партнерами компании Iteca Caspian и Caspian Event Organisers в 2018 году были туроператор «PremierTour», официальные гостиницы «Qafqaz Point Hotel» и «Hyatt Regency», постоянный партнер по детской зоне - Bagcam.az.

2018 был богат на дополнительные события, подготовленные по инициативе организаторов. Так, свыше 240 компаний приняли участие в B2B встречах (Бизнес к Бизнесу), благодаря которым смогли встретиться и переговорить с будущими партнерами не только на стенде, но и на специальной площадке. В рамках каждой выставки специально для демонстрации новых продуктов производства и услуг, на выставках была создана презентационная зона, где компании могли демонстрировать свои новинки профессиональным посетителям, а также дефиле и дебаты. Для участников выставок были организованы бизнес-завтраки, где они задолго до выставки имели возможность общаться и получать полезные знания о том, как добиться большего эффекта от участия в выставках. Еще в первом полугодии организаторы выставок в рамках своей программы социальной ответственности начали осуществлять ряд мероприятий под лозунгом «Сохрани природу». Согласно этой программе, компании всю использованную бумажную продукцию из офиса отдают для переработки и повторного использования. Кроме того, все бейджи на выставку и посетителей и участников стали бумажные. На каждую выставку приходит в среднем 5000 человек. Переход на бумажные бейджи позволило значительно сократить использование пластика. С 2019 года организаторы полностью отказались от пластиковых кульков на выставках и перешли к пакетам из переработанной бумаги.

С размахом был отмечен 25-летний юбилей первой Международной выставки и конференции независимого Азербайджана Caspian Oil and Gas, собрав на одной площадке 312

В 2018 году выставки в Баку собрали 1922 участников из 48 стран, а также 69 812 посетителей из 64 стран мира.



компаний из 38 стран мира. Выставку посетил целый ряд высокопоставленных зарубежных гостей. Президент Азербайджанской Республики Ильхам Алиев и первая леди Мехрибан Алиева ознакомились с выставкой «Нефть и Газ Каспия». Знаменательным событием в первый день выставки стало награждение организаторов по случаю 25-летия выставки-конференции Caspian Oil and Gas. Так, за вклад в продвижение достижений Азербайджана и укрепление сотрудничества с зарубежными странами орденом «Дружба» были награждены Эндрю Вуд и Эдвард Строн. Президент Азербайджанской Республики вручил директору компании İteca Caspian Фариду Мамедову медаль «Тярягги» за заслуги в организации выставок в Азербайджане.

В этом году юбилей Caspian Oil & Gas совпал с 95-ой годовщиной со дня рождения общенационального лидера Гейдара Алиева, который стоял у истоков выставки и был ее идейным вдохновителем. В честь юбилея Общенационального Лидера Гейдара Алиева и юбилея выставки и конференции Caspian Oil & Gas были посажены деревья и цветы, а также участниками и организаторами были проведены работы по благоустройству Ботанического сада.

Организаторами уже давно заложена традиция на юбилей «Caspian Oil & Gas» вручать премии лучшим студентам, выбравшим профессию нефтяника. Сразу два студента получили специальную награду от «Caspian Oil & Gas 2018». Это студенты Абдулла Аскерзаде и Махира Асадзаде, набравшие 700 баллов при поступлении в Бакинскую Высшую Школу Нефти на Факультет автоматизации промышленного производства.

Всем компаниям, принимавшим участие в выставке на протяжении многих лет, были вручены сувениры. Так, специально к 25-летию юбилею первой международной специализированной выставки и конференции независимого Азербайджана «Caspian Oil and Gas» были выпущены уникальные почтовые марки. Надо отметить, что марки, посвященные выставкам, в Азербайджане выпущены впервые. На одном из видов марки изображен юбилейный логотип выставки «Caspian Oil and Gas» и символическая нефтяная платформа. Второй вид марок является репродукцией картины, на которой изображен Баку, омываемый Каспийским морем. Памятное гашение марки

состоялось в день открытия выставки при участии Президента Азербайджана Ильхама Алиева. Еще одним сувениром от организаторов стали специально созданные к юбилею духи «Caspian Gold». Парфюмерная вода для мужчин и женщин «Caspian Gold» разработана азербайджанскими парфюмерами. Оригинальный флакон, напоминающий каплю, заключен в кейс из натурального дерева. В этот же кейс создатели аромата вложили еще один флакон, содержащий несколько капель Каспийской нефти. Коллекция Парфюмерной воды «Caspian Gold» является подарочной и выпущена лимитированным тиражом.

Таким образом, приуроченные к 25-летию юбилею выставки и конференции дополнительные мероприятия, благодаря своей информационной насыщенности, колориту и разнообразию, создали особую торжественность и праздничную атмосферу. В 2019 году выставка пройдет с 29 мая по 1 июня в Баку Экспо Центре, а конференция Caspian Oil and Gas пройдет в отеле Bilgah Beach Hotel.

Еще одной премьерой 2018 года стало мероприятие Bakutel Tech Talks, организованное в рамках выставки Bakutel. Три сессии - «Бизимкиляр» (Наши), «IT-мизируй свой подход» и «От стартапа к бизнесу», собрали более 850 человек. Мероприятие получило много положительных отзывов, так как смогло поднять вопросы отрасли, создать конструктивный диалог между заказчиками и разработчиками, помочь стартапам на пути реализации их проектов.

Новый сезон выставок также обещает быть насыщенным интересными событиями. По словам организаторов в настоящее время идет серьезная подготовка к выставочному сезону. Местом проведения всех выставок традиционно и в этом году станет Экспо Центр. Для юбилейных событий World Food Azerbaijan, BakuBuild, Bakutel и Caspian Ecology предусмотрена специальная программа. Кроме того, ряд традиционных выставок в 2019 году пройдя ребрендинг предстанут в новом имидже. Выставки принесут собой новые технологии и контакты, и, наконец, новый поток инвестиций, осуществляя свой вклад в общее устойчивое развитие экономики страны. Ведь каждая специализированная выставка это место встречи целой отрасли, где предлагаются почти неограниченные возможности.

На разных выставках 29 стран представили 50 национальных экспозиций. Больше всего выставки посещали гости из Турции, России, Ирана, Грузии, Германии, Украины, ОАЭ, Беларуси, Италии, Китая, Казахстана.

Filling station chain with our brand name is expanding successfully,

Head of SOCAR PETROLEUM CJSC



Caspian Energy (CE): SOCAR PETROLEUM planned to increase the number of its filling stations up to 29 in 2018. Has the company managed to accomplish the plan and what are the plans for 2019?

Togrul Seyidov, General Director of SOCAR PETROLEUM CJSC: The number of filling stations is increasing in our country day by day. Out of the total number of petrol stations operating under the brands of different companies, 28 stations account for SOCAR PETROLEUM. Compressed natural gas (CNG) pumps were installed in two of these filling stations. Besides, there is a compressed natural gas terminal (BAKU BUS) which is selling CNG. Thus, the Company that was established in 2008 to sell and purchase oil products in Azerbaijan and provide quality services in fuel supply in accordance with international standards, commissions petrol filling stations under the brand name of SOCAR.

CE: What are the plans of the CJSC in regard to launch of CNG-filling stations in Azerbaijan? To what extent can the demand for this type of fuel increase in the near future?

Togrul Seyidov: Last year, SOCAR PETROLEUM commissioned two CNG stations in Baku, meeting the top standards. In 2019, we plan to increase CNG stations in Baku and regions adjacent to the capital up to 20. It is noteworthy that unlike conventional types of fuel, CNG is produced out of natural gas, not oil. Compared to conventional types of fuel, safe and environmentally clean CNG is more beneficial in terms of the price. At the same time, availability of big gas reserves in our country makes it possible to ensure in the near future broad CNG consumption in our country as an alternative type of motor fuel.

CE: To what extent does the quality and price of fuel sold at petrol filling stations of SOCAR PETROLEUM meet the requirements of the times and client expectations?

Togrul Seyidov: SOCAR PETROLEUM CJSC, which aims at constant customer satisfaction growth, is extending measures to improve the quality of service. At present, the work in this direction is ongoing.

I would like to note that not only SOCAR but also petrol filling stations operating under other brands get A-92 fuel

and diesel fuel from the single source – Heydar Aliyev oil refinery. Despite the single source of fuel supply, products of filling stations operating in the country are different in terms of quality. It first of all depends on the storage conditions.

All types of fuel of SOCAR PETROLEUM filling stations undergo monthly inspection at experimental oil-gas and petrochemical products laboratory of the metrology institute, after which a protocol containing inspection results is issued.

Thus, the quality of fuel products is regularly controlled by lab tests carried out by competent public bodies. Besides, according to the approved schedule, underground storages of SOCAR filling stations are cleaned twice a year. This is the reason why products sold at SOCAR stations differ from those of other petrol filling stations in terms of quality.

CE: Opening of each new filling station means new working places for the country's citizens. What is the number of employees working for SOCAR PETROLEUM?

Togrul Seyidov: According to the Azerbaijan Republic President's decree on approval of the State programme on socio-economic development of the Azerbaijan Republic regions for 2014-2018, SOCAR PETROLEUM CJSC is contributing and intends to make contribution in future as well. The CJSC is making all efforts to ensure sustainable development of the oil sector, open new working places and increase employment both in Baku and in all other regions of the country. Based on these principles, the network of the filling stations operating under the SOCAR brand name in Azerbaijan is growing actively and at present there are about 40 people working in each of these stations.

CE: What types of fuel are being sold at your filling stations and are there plans to extend this list in the near future?

Togrul Seyidov: Such fuels as A-92, diesel fuel, Premium and SUPER are sold at filling stations operating under the brand name of SOCAR. As far as the conformity of these types of fuel with ecological standards is concerned, domestically produced A-92 meets Euro-3 ecological standards while diesel fuel meets Euro-4.

Imported Super and Premium fuels meet Euro-5 standard. In general, the demand for A-92 and diesel fuel is much higher at SOCAR stations because many trucks, taxi cabs and busses are consuming these types of fuels.

CE: Given the increasing number of filling stations in the country, does the CJSC plan to increase the number of fuel depots of SOCAR PETROLEUM in Baku and regions?

Togrul Seyidov: The operation of 11 regional fuel terminals engaged in reception, storage and wholesale of oil products has made it easier to meet local entrepreneurs' demand for oil products. Nowadays, entrepreneurs can acquire fuel at regional depots of oil terminals owned by SOCAR PETROLEUM CJSC. There is no need to overcome big distances by high-capacity transport facilities towards the central cities. It is safe to say that a reliable foundation for a sustainable development of SOCAR PETROLEUM CJSC as a high-quality company has already been laid.

Thank you for the interview

INVESTMENT RATING

OF THE ECONOMIC REGIONS OF AZERBAIJAN



Source: Ministry of Economy of the Republic of Azerbaijan

ECOLOGICALLY CLEAN ENERGY KEEPS NAKHCHIVAN AUTONOMOUS REPUBLIC AT THE TOP OF THE 2018 RATING

State programs on development of regions which have been successfully implemented in the country in recent years created a new basis for effective development of different regions of Azerbaijan. As a result of successful implementation of state programs, the country has made a significant progress in sustainable development of the non-oil sector, in opening of new enterprises and working places, improvement of the quality and volume of delivered public services, provision of social infrastructure in the regions and the capital of the country, improvement of the entrepreneurship area, increase of employment and reduction of poverty.

Owing to significant economic reforms ongoing in Azerbaijan, the country's economy continues staying highly-integrated with the world markets. Along with the continuing instability of the world oil market, construction of roads, transport routes, and alternative energy developed strongly in Azerbaijan. An investment rating of the economic regions has showcased positive results of the economic reforms and social policy of the regions, which are implemented under the leadership of Azerbaijan President Ilham Aliyev against the background of the oil crisis of the past three years.

This year we have split the rating into two categories. The first one is based on designed capacity of electricity generated out of alternative sources, while the second one is a general rating summing up all the indicators.

The prime feature of the 2018 rating is the fact that the Azerbaijan economy's dependence on conventional sources of energy has been steadily declining. The share of alternative and renewable sources in the energy balances of the regions is getting bigger. The Absheron economic region is the leader in use of alternative energy. The Nakhchivan Autonomous Republic, where the designed capacity of plants is 4 times lower than that of the leader, comes the second on this indicator.

In terms of economic indicators, as well as owing to a high generation of ecologically clean energy, the Nakhchivan Autonomous Republic has once again moved to the first

place of the general rating of Caspian Energy and become an undisputed leader of the rating for the second year in a row. The Nakhchivan Autonomous Republic has made significant progress in social-economic, scientific-cultural, construction, industrial, agricultural spheres, as well as in the field of tourism, transport and communication, infrastructure, growth of production and improvement of the population's well-being.

This year's rating has assessed 11 economic regions of Azerbaijan (Absheron economic region, Ganja-Gazakh economic region, Shaki-Zagatala economic region, Lankaran economic region, Guba-Khachmaz economic region, Aran economic region, Yukhary Karabakh economic region, Kalbajar-Lachin economic region, Daghlyg Shirvan economic region, Nakhchivan economic region and also Baku).The regions were ranked according to 18 parameters classified in 6 groups – social-demographic profile, socio-economic status, business climate, infrastructure, feel-good factor and agriculture.

Ganja-Gazakh economic region, which got the highest total score in 2016, became a leader among the regions. Nakhchivan was the rating leader in 2017. Owing to the active development of the transport and tourism infrastructure, this year Nakhchivan has once again took the first place in the rating. It is noteworthy that Ganja-Gazakh economic region has had a strong growth in its agriculture this year and yielded only to Aran region in this indicator, which has traditionally been the first in this sector.

Given the stable socio-demographic indicators, as well as considering a number of higher and secondary education institutions in the country, a big difference in the number of functioning higher education institutions in Baku and regions still stands out over the past three years. Thus, there are 41 higher education institutions operating in Baku (2.26 million people), 1 in Aran (2.014 million people), 3 in Ganja-Gazakh (1.28 million people) and 1 in Lankaran (0.932 million people). The similar situation is also seen in other regions where the number of residents does not exceed 0.6 million.

Economic regions	Demographic profile	Business climate	Socioeconomic status		Infra-structure	Housing	Feel-good factor	Agriculture	Alternative energy sector	Total score
			GDP	Banks						
Nakhchivan economic region	4	4	2	1	10	2	5	8	2	1
Baku	5.5	1	1	2	3	1	1	-	-	0
Absheron economic region	6	2	3	4	9	6	6	9	1	5
Ganja-Gazakh economic region	6.5	5	5	6	2	4	4	2	5	2
Yukhari Karabakh economic region	6.5	10	10	10	8	10	-	5	-	9
Guba-Khachmaz economic region	4	7	6	3	6	8	3	7	7	4
Aran economic region	8.5	3	4	7	1	4	8	1	4	3
Lankaran economic region	6	6	9	9	4	5	7	6	8	8
Shaki-Zagatala economic region	5.5	8	8	8	5	7	2	3	6	6
Daglig-Shirvan economic region	2.5	9	7	5	7	9	9	4	3	7
Kalbajar-Lachin economic region	-	-	-	-	-	-	10	10	-	10

Besides, Daghylyg Shirvan region (0.316 million people) has unexpectedly become the rating leader in terms of the quantity (248) of secondary education institutions. According to the per capita data, in Baku this figure turned out 4 times lower with total of 372 secondary education institutions.

Despite the general growth of the number of small and medium sized enterprises in Baku and regions, increase of oil revenues and improvement of doing business conditions, the volume of fixed capital investment fell, compared to last year, by 20-30% in the country, and this trend is running for the second year in a row. Thus, in Baku it reduced from 11.760 billion manats fixed in 2017 down to 6.9 billion in 2018. In Guba-Khachmaz this indicator has showcased the lowest decline around the country and totaled 0.363 and 0.353 billion AZN respectively. In Ganja-Gazakh region it fell from 0.565 billion manats down to 0.487 billion, in Nakhchivan from 0.997billion down to 0.779 billion. Aran is the only region where the growth of investments from 0.808 billion up to 0.884 billion manats was fixed. It is noteworthy that in 2017 the decline of direct investments per capita all over the country totaled, compared to 2016, between 15 and 30%, depending on the region. Investments in Baku fell by 2%. Thus, according to the rating, the decrease of fixed capital investments all over the country totaled, compared to 2016, between 40 and 60% over the last two years. In the three years, the general trend for the assessed indicators of the rating has been an unequal socio-economic development and the continued decline of fixed capital investments per capita.

In 2018 the decline of per capita GDP continued the trend of the two previous years. However, the fastest decline rate

was fixed in 2018. In 2015, 2016, 2017 and 2018, the per capita GDP in Baku totaled 17.8 thousand AZN, 21.16 thousand AZN, 17.87 thousand AZN and 13.38 thousand AZN respectively. In Ganja-Gazakh this figure totaled 2.2 thousand AZN, 2.37 thousand AZN, 2.073 thousand, 1.24 thousand AZN in 2015, 2016, 2017 and 2018 respectively. In Nakhchivan, this figure was 6.8 thousand AZN, 7.3 thousand AZN, 5.87 thousand AZN and 3.6 thousand AZN in 2015, 2016, 2017 and 2018. In Aran, it constituted 2.52 thousand AZN, 2.56 thousand AZN, 2.30 thousand AZN and 1.6 thousand AZN in 2015, 2016, 2017 and 2018 respectively. The similar situation is seen in the rest of the regions.

Besides, the per capita GDP in Baku is 10 times higher than that of Ganja-Gazakh and 4 times higher than that of Nakhchivan.

The number of branches of private banks in Baku is four times higher than in Ganja-Gazakh region. Last year, the number of banks in Baku exceeded that of Nakhchivan, where 13 banks operated, by 17.6 (!) times. The number of banks in Aran is approximately three times lower than in Baku, though the size of population is practically the same.

Meanwhile, the main positive factor has been the double growth, compared to the last year, of paved roads in the rating's leader region. The similar growth of this indicator is also registered in Lankaran, Sheki-Zagatala, Aran and Guba-Khachmaz regions.

It is noteworthy that Baku, as the capital of the state, has been put into the rating as a zero point, that is to say, a natural leader on basic parameters, against which rating indicators of the regions are assessed.





Baku



SOCIAL-DEMOGRAPHIC PROFILE



Population size

2,269.7
thou. people



Number of full-time general education and higher education institutions for 2017-2018

Full-time general education institutions
372

Higher education institutions
41

BUSINESS CLIMATE



Number of established businesses and institutions

5,946
January-September 2018



Amount of fixed capital investments

6,918,822.4
thou. manats 2018

SOCIOECONOMIC STATUS



GDP per capita in the region¹

17,872.2
manats
January-September 2017

13,387.4
manats
January-June 2018



Structure of products production¹

71.3%
January-September 2017

73.7%
January-June 2018



Number of branches of private banks

230

INFRASTRUCTURE



Availability of airports

1



Availability of railway stations²

1



Availability of bus terminals

1



Availability of hard-surfaced roads³

1,692
km



Area of commissioned housing

492,777.4
m²
January-September 2018

FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels	Number of rooms	One-time accommodating capacity
24	4,018	7,992



Availability of four-star hotels

Number of hotels	Number of rooms	One-time accommodating capacity
43	2,615	5,166



Availability of three-star hotels

Number of hotels	Number of rooms	One-time accommodating capacity
8	512	738



Travel distance from Baku

0

AGRICULTURE



Growing area under winter and spring crops as for 2018

1,223
ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms	Number of small cattle farms
5	3

1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

2 - Baku railway terminal is indicated only

3 - The length of hard-surfaced roads, maintained by Azeravtoyol OJSC, is indicated



Nakhchivan



Babek, Ordubad, Julfa, Sadarak, Shakhbuz, Sharur, Kangarli administrative districts and the city of Nakhchivan

1 SOCIAL-DEMOGRAPHIC PROFILE



Population size

454.3
thou. people



Number of full-time general education and higher education institutions for 2017-2018

Full-time general education institutions
216

Higher education institutions
3

1 BUSINESS CLIMATE



Number of established businesses and institutions January-September 2018

33



Amount of fixed capital investments

779,920.0
thou. manats
2018

1 SOCIOECONOMIC STATUS



GDP per capita in the region¹

5,878.5
manats
January-September 2017

3,672.5
manats
January-June 2018



Structure of products production¹

4.7%
January - September 2017

4.0%
January - June 2018



Number of branches of private banks

14

4 INFRASTRUCTURE



Availability of airports

1 (Nakhchivan)



Availability of railway stations²

18



Availability of bus terminals & auto stations

Bus terminals -
Auto stations -



Availability of hard-surfaced roads³

-
km



Area of commissioned housing

373,072.3
m²
January - September 2018

4 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels
2

Number of rooms
246

One-time accommodating capacity
558



Availability of four-star hotels

Number of hotels
-

Number of rooms
-

One-time accommodating capacity
-



Availability of three-star hotels

Number of hotels
1

Number of rooms
28

One-time accommodating capacity
56



Travel distance from Baku⁴

722
km

2 AGRICULTURE



Growing area under winter and spring crops as of 2018

61,935
ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms
-

Number of small cattle farms
-

¹ - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

³ - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

⁴ - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Ganja-Gazakh



Agstafa, Gazakh, Dashkasan, Gadabay, Tovuz, Goranboy, Goygol, Samuh, Shamkir administrative districts and Ganja, Naftalan cities

2 SOCIAL-DEMOGRAPHIC PROFILE



Population size

1,279.1
thou. people



Number of full-time general education and higher education institutions for 2017-2018

590
Full-time general education institutions

3
Higher education institutions

6 BUSINESS CLIMATE



Number of established businesses and institutions

458
January-September 2018



Amount of fixed capital investments

487,634.0
thou. manats
2018

5 SOCIOECONOMIC STATUS



GDP per capita in the region¹

2,073.6 | **1,249.2**
manats | manats
January-September 2017 | January-June 2018



Structure of products production¹

4.7% | **3.9%**
January-September 2017 | January-June 2018



Number of branches of private banks

56

1 INFRASTRUCTURE



Availability of airports

1 (Ganja)



Availability of railway stations²

23



Availability of bus terminals & auto stations

14



Availability of hard-surfaced roads³

2,499
km



Area of commissioned housing

111,858.5
m²
January-September 2018

2 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels: **5**
Number of rooms: **624**
One-time accommodating capacity: **1261**



Availability of four-star hotels

Number of hotels: **3**
Number of rooms: **114**
One-time accommodating capacity: **250**



Availability of three-star hotels

Number of hotels: **1**
Number of rooms: **33**
One-time accommodating capacity: **66**



Travel distance from Baku⁴

435
km

4 AGRICULTURE



Growing area under winter and spring crops as of 1, 2018

209,079
ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms: **89**
Number of small cattle farms: **104**

1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Aran



Aghjabedi, Aghdash, Beylagan, Barda, Bilasuvar, Goychay, Hajigabul, Imishli, Kurdamir, Neftchala, Saatly, Sabirabad, Salyan, Ujar, Zardab administrative districts and Shirvan, Mingachevir, Yevlakh cities

5 SOCIAL-DEMOGRAPHIC PROFILE



Population size

2,014.9
thou. people



Number of full-time general education and higher education institutions for 2017-2018

930
Full-time general education institutions

1
Higher education institutions

7 BUSINESS CLIMATE



Number of established businesses and institutions

598
January-September 2018



Amount of fixed capital investments

884,589.5
thou. manats
2018

3 SOCIOECONOMIC STATUS



GDP per capita in the region¹

2,300.6
manats
January-September 2017

1,606.2
manats
January-June 2018



Structure of products production²

8.1%
January-September 2017

7.8%
January-June 2018



Number of branches of private banks

80

2 INFRASTRUCTURE



Availability of airports

1 (Yevlakh)



Availability of railway stations²

43



Availability of bus terminals & auto stations

17



Availability of hard-surfaced roads³

4,217
km



Area of commissioned housing

191,626.5
m²
January-September 2018

8 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels

0

Number of rooms

0

One-time accommodating capacity

0



Availability of four-star hotels

Number of hotels

3

Number of rooms

100

One-time accommodating capacity

240



Availability of three-star hotels

Number of hotels

1

Number of rooms

56

One-time accommodating capacity

78



Travel distance from Baku⁴

309
km

1 AGRICULTURE



Growing area under winter and spring crops as of 2018

708,871
ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms

167

Number of small cattle farms

120

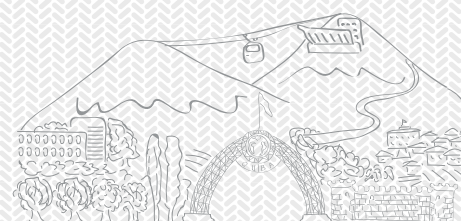
1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel time from Baku to district centers in the region



Guba-Khachmaz



Shabran, Khachmaz, Guba,
Gusar and Siyazan administrative districts

7 SOCIAL-DEMOGRAPHIC PROFILE



Population
size

546.4

thou. people



Number of full-time
general education and
higher education
institutions for
2017-2018

418

Full-time
general education
institutions

-

Higher education
institutions

2 BUSINESS CLIMATE



Number of
established
businesses and
institutions

494

January-September 2018



Amount of fixed
capital investments

282,249.6

thou. manats
2018

4 SOCIOECONOMIC STATUS



GDP
per capita
in the region¹

2,074.8

manats

January-September
2017

1,247.2

manats

January-June
2018



Structure
of products
production¹

2.0%

January-September
2017

1.7%

January-June
2018



Number
of branches
of private
banks

30

6 INFRASTRUCTURE



Availability
of airports

0



Number of
railway
stations²

17



Number
of bus
terminals
& auto stations

6



Availability of
hard-
surfaced
roads ³

1,616

km



Area of
commissioned
housing

38,203.2

m²
January-September
2018

3 FEEL-GOOD FACTOR



Availability of
five-star
hotels

Number
of hotels

3

Number
of rooms

755

One-time
accommodating
capacity

1700



Availability of
four-star
hotels

Number
of hotels

4

Number
of rooms

493

One-time
accommodating
capacity

1,356



Availability of
three-star
hotels

Number
of hotels

2

Number
of rooms

129

One-time
accommodating
capacity

326



Travel distance
from
Baku⁴

147

km

6 AGRICULTURE



Growing area
under winter and
spring crops
as of 2018

105,344

ha



Number of livestock
farms (according to the
agricultural census)
as of 2018

Number of
cattle farms

23

Number of
small cattle farms

45

¹ - The indicator covers initial data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and stockpiling, information and communication, trade, repair of motor vehicles)

³ - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

⁴ - Travel distance from the capital calculated as an arithmetic mean travel distance from Baku to a district center of a region



Absheron



Absheron, Khyzy administrative districts and Sumgayit city

4 SOCIAL-DEMOGRAPHIC PROFILE



Population size

570.3

thou. people



Number of full-time general education and higher education institutions for 2017-2018

108

Full-time general education institutions

2

Higher education institutions



Number of established businesses and institutions

1,039

January-September 2018



Amount of fixed capital investments

687,656.7

thou. manats
2018

2 SOCIOECONOMIC STATUS



GDP per capita in the region¹

3,038.4

manats

January-September 2017

2,511.1

manats

January-June 2018



Structure of products production¹

3.0%

January-September 2017

3.5%

January-June 2018



Number of branches of private banks

29

7 INFRASTRUCTURE



Availability of airports

0



Availability of railway stations²

29



Availability of bus terminals

2



Availability of hard-surfaced roads³

392

km



Area of commissioned housing

101,409.4

m²

January-September 2018

6 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels

1

Number of rooms

23

One-time accommodating capacity

46



Availability of four-star hotels

Number of hotels

5

Number of rooms

195

One-time accommodating capacity

420



Availability of three-star hotels

Number of hotels

1

Number of rooms

15

One-time accommodating capacity

30



Travel distance from Baku⁴

51

km

9 AGRICULTURE



Growing area under winter and spring crops as of 2018

6,816

ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms

19

Number of small cattle farms

24

1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

2 - Including stations in Baku and Absheron district

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Sheki-Zagatala



Balakan, Gah, Gabala, Oghuz, Zagatala and Sheki administrative districts

8 SOCIAL-DEMOGRAPHIC PROFILE



Population size

618.5

thou. people



Number of full-time general education and higher education institutions for 2017-2018

368

Full-time general education institutions

-

Higher education institutions



Number of established businesses and institutions

270

January-September 2018



Amount of fixed capital investments

217,128.9

thou. manats 2018

8 BUSINESS CLIMATE

7 SOCIOECONOMIC STATUS



GDP per capita in the region¹

1,699.0

manats

January-September 2017

1,117.2

manats

January-June 2018



Structure of products production¹

1.8%

January-September 2017

1.7%

January-June 2018



Number of branches of private banks

24

3 INFRASTRUCTURE



Availability of airports

2 (Gabala, Zagatala)



Availability of railway stations²

6



Availability of bus terminals & auto stations

7



Availability of hard-surfaced roads³

1,647

km



Area of commissioned housing

68,608.8

m²
January-September 2018

1 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels
7

Number of rooms
748

One-time accommodating capacity
1,756



Availability of four-star hotels

Number of hotels
4

Number of rooms
155

One-time accommodating capacity
352



Availability of three-star hotels

Number of hotels
4

Number of rooms
179

One-time accommodating capacity
368



Travel distance from Baku⁴

332

km

5 AGRICULTURE



Growing area under winter and spring crops as of 2018

183,144

ha



Number of livestock farms (according to the agricultural census) as of 2018

70

Number of cattle farms

91

Number of small cattle farms

1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Daghyg-Shirvan



Aghsu, Ismayilly, Gobustan and Shamakhy administrative districts

6 SOCIAL-DEMOGRAPHIC PROFILE



Population size

316.7
thou. people



Number of full-time general education and higher education institutions for 2017-2018

248
Full-time general education institutions
-
Higher education institutions



Number of established businesses and institutions

56
January-September 2018



Amount of fixed capital investments

175,199.5
thou. manats
2018

6 SOCIOECONOMIC STATUS



GDP per capita in the region¹

1,925.1 | **1,167.6**
manats | manats
January-September 2017 | January-June 2018



Structure of products production²

1.1% | **0.9%**
January-September 2017 | January-June 2018



Number of branches of private banks

14

8 INFRASTRUCTURE



Availability of airports

0



Availability of railway stations²

0



Availability of bus terminals & auto stations

3



Availability of hard-surfaced roads³

1,170
km



Area of commissioned housing

16,535.4
m²
January-September 2018

5 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels: **3**
Number of rooms: **175**
One-time accommodating capacity: **398**



Availability of four-star hotels

Number of hotels: **0**
Number of rooms: **0**
One-time accommodating capacity: **0**



Availability of three-star hotels

Number of hotels: **0**
Number of rooms: **0**
One-time accommodating capacity: **0**



Travel distance from Baku⁴

123
km

8 AGRICULTURE



Growing area under winter and spring crops as of 2018

147,101
ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms: **5**
Number of small cattle farms: **63**

¹ - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

³ - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

⁴ - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Lankaran



Astara, Jalilabad, Lerik, Masally,
Yardimli and Lankaran administrative districts

3 SOCIAL-DEMOGRAPHIC PROFILE



Population
size

932.2

thou. people



Number of full-time
general education and
higher education
institutions for
2017-2018

556

Full-time
general education
institutions

1

Higher education
institutions

5 BUSINESS CLIMATE



Number of
established
businesses and
institutions

238

January-September 2018



Amount of fixed
capital investments

315,115.3

thou. manats
2018

8 SOCIOECONOMIC STATUS



GDP
per capita
in the region¹

1,417.0

manats

January-September
2017

935.7

manats

January-June
2018



Structure
of products
production²

2.3%

January-September
2017

2.1%

January-June
2018



Number
of branches
of private
banks

31

5 INFRASTRUCTURE



Availability
of airports

1 (Lankaran)



Availability
of railway
stations²

8



Availability
of bus
terminals
& auto stations

7



Availability of
hard-
surfaced
roads³

1,715

km



Area of
commissioned
housing

102,144.4

m²
January-September
2018

7 FEEL-GOOD FACTOR



Availability
of five-star
hotels

Number
of hotels

2

Number
of rooms

60

One-time
accommodating
capacity

131



Availability
of four-star
hotels

Number
of hotels

6

Number
of rooms

239

One-time
accommodating
capacity

792



Availability
of three-star
hotels

Number
of hotels

2

Number
of rooms

20

One-time
accommodating
capacity

60



Travel distance
from
Baku⁴

373

km

3 AGRICULTURE



Growing area
under winter and
spring crops
as of 2018

116,344

ha



Number of livestock
farms (according to the
agricultural census)
as of 2018

Number of
cattle farms

24

Number of
small cattle farms

43

¹ - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

³ - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

⁴ - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region



Yukhari-Karabakh



Aghdam, Tartar, Khojavend, Khojaly, Shusha, Jabrayil, Fizuli administrative districts and the city of Khankendi. Territories of Khojavend, Khojaly, Shusha, Jabrayil districts and the city of Khankendi were fully occupied while Aghdam and Fizuli districts underwent partial occupation by Armenia

9 SOCIAL-DEMOGRAPHIC PROFILE



Population size

678.7

thou. people



Number of full-time general education and higher education institutions for 2017-2018

353

Full-time general education institutions

-

Higher education institutions



Number of established businesses and institutions

109

January-September 2018



Amount of fixed capital investments

42,818.6

thou. manats 2018

9 SOCIOECONOMIC STATUS



GDP per capita in the region¹

871.8

manats

January-September 2017

460.9

manats

January-June 2018



Structure of products production¹

0.9%

January-September 2017

0.6%

January-June 2018



Number of branches of private banks

3

9 INFRASTRUCTURE



Availability of airports

-



Availability of railway stations²

5



Availability of bus terminals & auto stations

3



Availability of hard-surfaced roads ³

528

km



Area of commissioned housing

7,403.0

m²

January-September 2018

7 FEEL-GOOD FACTOR



Availability of five-star hotels

Number of hotels
0

Number of rooms
0

One-time accommodating capacity
0



Availability of four-star hotels

Number of hotels
0

Number of rooms
0

One-time accommodating capacity
0



Availability of three-star hotels

Number of hotels
0

Number of rooms
0

One-time accommodating capacity
0



Travel distance from Baku⁴

- km

9 AGRICULTURE



Growing area under winter and spring crops as of 2018

122,419

ha



Number of livestock farms (according to the agricultural census) as of 2018

Number of cattle farms
44

Number of small cattle farms
62

1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region

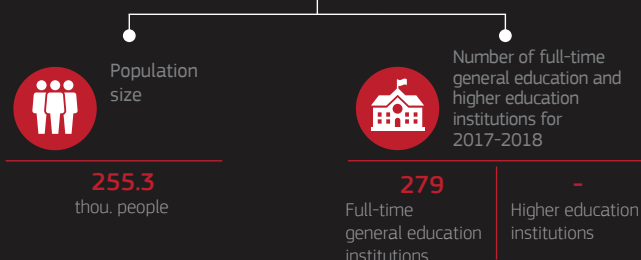


Kalbajar-Lachin



Kalbajar, Lachin, Zangilan and Gubadly administrative districts. All districts were fully occupied by Armenia.
It is impossible to reflect the data on Yukhari-Karabakh economic region of Azerbaijan due to its full occupation.

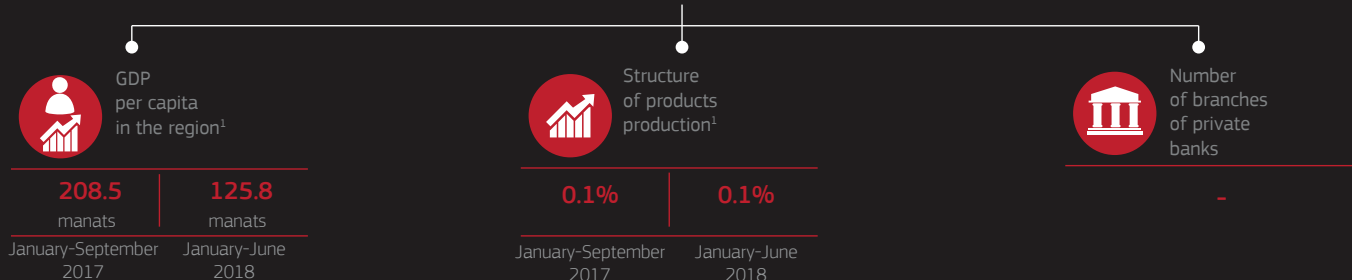
SOCIAL-DEMOGRAPHIC PROFILE



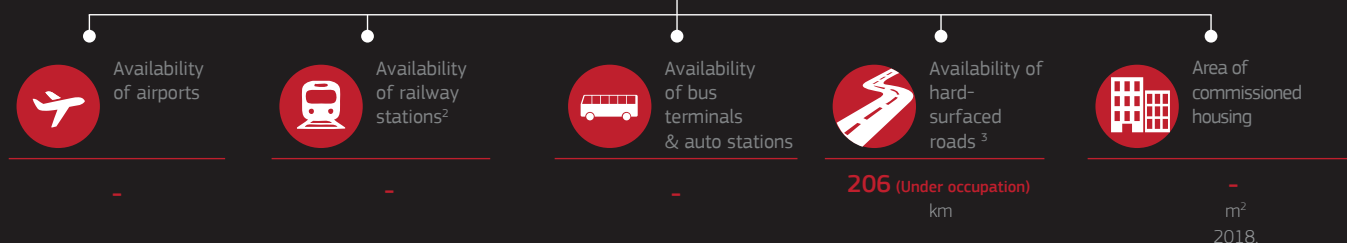
BUSINESS CLIMATE



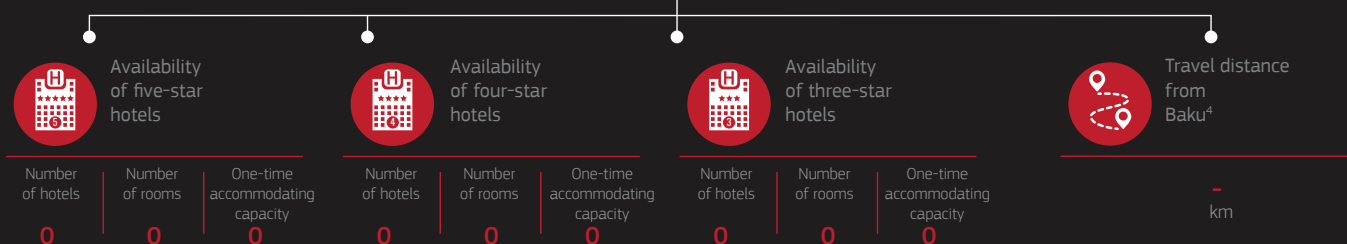
SOCIOECONOMIC STATUS



INFRASTRUCTURE



FEEL-GOOD FACTOR



AGRICULTURE



1 - The indicator covers primary data on indicators of major economic sectors (industry, agriculture, forestry and fishing, construction, transport and warehousing, information and communication, trade, repair of motor vehicles)

3 - The length of hard-surfaced roads, serviced by Azeravtoyol OJSC, is indicated

4 - Travel distance from the capital calculated as an arithmetic mean of travel distance from Baku to district centers in the region

The 6th International Caspian Energy Forum Baku - 2018

PARVIZ SHAHBAZOV,
Minister of Energy of the Republic of Azerbaijan



MUKHTAR BABAYEV, Minister of Ecology and
Natural Resources of the Republic of Azerbaijan



MATIN KARIMLI, Deputy Minister of Labor and Social Protection
of the Republic of Azerbaijan



ELSEVAR AGHAYEV,
Deputy Minister of Health of the Republic of Azerbaijan



PARVIZ MUSAYEV, Deputy Chief of the State Migration Service
of the Republic of Azerbaijan



ORKHAN MAMMADOV, Chairman of the Board of the Small and
Medium Business Development Agency of the Republic of Azerbaijan



SAMIR NURIYEV, Chairman of the State Committee on
Urban Planning and Architecture of the Republic of Azerbaijan



IBRAHIM ALISHOV, Executive Director of the Financial Market
Supervisory Authority of the Republic of Azerbaijan



JAMIL MALIKOV, Deputy Chairman of the State Agency on
Alternative and Renewable Energy Sources of the Republic of Azerbaijan



IGBAL BABAYEV, Deputy Chairman of the State Customs
Committee of the Republic of Azerbaijan



S P O N S O R

ZIRAATBANK AZERBAIJAN CORPORATE BANK OF THE YEAR «КОРПОРАТИВНЫЙ БАНК ГОДА»



D E L E G A T E S



PARTNERS

FREGAT LLC

Company of the year in the field of maritime transport maintenance
«Компания года в сфере обслуживания морского транспорта»



RISK COMPANY

Company of the year in innovative software production and export
«Компания года по разработке и экспорту инновационного программного обеспечения»



PARTNERS

ATENA GROUP CJSC

For applying innovative technologies in dairy production
«За применение инновационных технологий в производстве молочных продуктов»



NABUCCO A&C



PARTNERS

SOCAR AZNEFT PU

Oil&Gas Production Union of the year
«Нефтегазодобывающее объединение года»



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Filling Station Chain of the year
«Сеть автозаправочных станций года»



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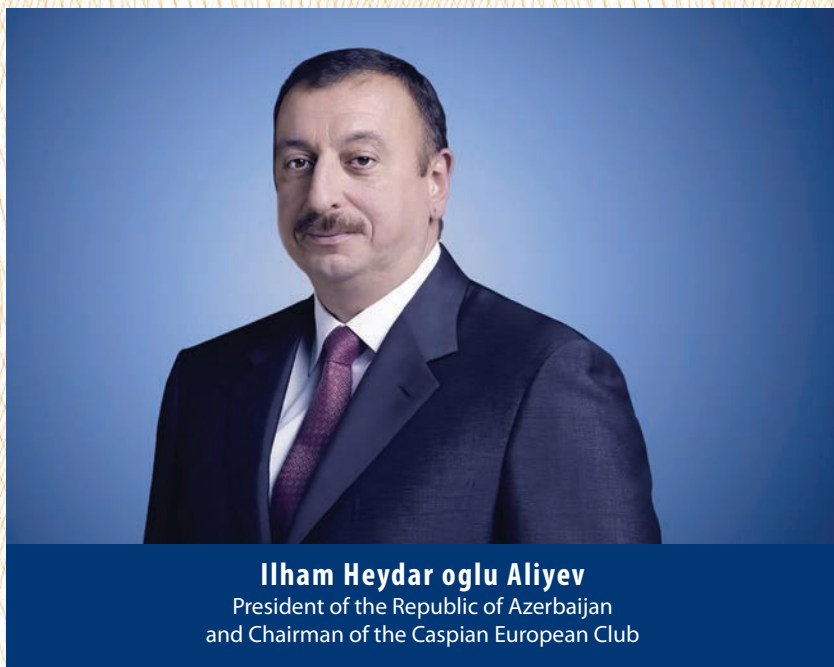


TIMES CONSULTING



DELEGATES





Ilham Heydar oglu Aliyev

President of the Republic of Azerbaijan
and Chairman of the Caspian European Club

The Caspian European Club is the largest and dynamically developing regional organization that brings together over 5,000 member companies and organizations from 70 countries around the world operating (or having intentions to work) in the Caspian, Black Sea and Baltic regions.

The Caspian European Club was established in June 2002 through an active involvement of Caspian Energy International Media Group and under support of the largest oil & gas companies operating in the Caspian-Black Sea and Baltic regions.

The Caspian American Club (established on 24 December 2016) and Caspian Asian Club (26 January 2018) will be managed by the members of the Caspian European Club for 2 years. All companies entering the Caspian European Club get an automatic membership within the Caspian American Club, Caspian Asian Club and vice-versa.

His Excellency Ilham Aliyev, President of the Republic of Azerbaijan, has been a Chairman of the Caspian European Club and Caspian Asian Club since their foundation.

The official name is the Caspian European Club. Along with the official name it is also called Caspian Business Club, Caspian Energy Club and CEIBC (abbreviated form).

Official website of the Caspian European Club – www.caspianenergy.org

Caspian Energy Jurnalı LLC has been announced a managing company to arrange the activity of the Club.

The Caspian European Club is headquartered in Baku, the only littoral capital in the Caspian Sea region.

Primary objectives of the Caspian European Club:

- To attract oil revenues from the oil industry into the development of the non-oil sector;
- To create conditions on the informational level to work out a common programme on such matters as economy, power industry, customs, taxes, environmental protection, etc.;
- To study systematically problems and proposals of foreign and local business representatives and convey this information to the Administration of the President, Government, Parliament and government entities bearing responsibility for the economic bloc;
- To implement programs and proposals promoting creation of favorable investment and business climate;
- To implement various information projects of regional significance;
- To maintain the dialogue between the government institutions and the private sector within the framework of business forums, round tables and working groups;
- To support and develop small and medium businesses on the informational level;
- To support and promote ecological projects as well as alternative energy projects on the informational level;
- To support projects on development and introduction of information technologies and telecommunications on the informational level;
- To lobby and promote companies of the Caspian-Black Sea region in the European countries and companies of Europe in the Caspian-Black Sea region on the informational level.

WORKING COMMITTEES OPERATING WITHIN THE CASPIAN EUROPEAN CLUB

- | | |
|-------------------------------------|--|
| • AGROINDUSTRY COMMITTEE | • INSURANCE COMMITTEE |
| • BANKING & FINANCE COMMITTEE | • LEGAL COMMITTEE |
| • EDUCATION COMMITTEE | • MEDICAL COMMITTEE |
| • ENERGY COMMITTEE | • SME (SMALL & MEDIUM ENTREPRENEURS) COMMITTEE |
| • ICT COMMITTEE | • TOURISM COMMITTEE |
| • INDUSTRY & CONSTRUCTION COMMITTEE | • TRANSPORT COMMITTEE |

The Caspian European Club members are divided into honorary, platinum, golden, silver and bronze members.

The Caspian European Club is holding the following events in the Caspian-Black Sea and Baltic region countries on an annual basis:

- International Caspian Energy Forum, Caspian American Forum, Caspian European Forum and Caspian Asian Forum (www.CaspianEnergyForum.com),
- Hosting awarding ceremonies to present international prizes Caspian Energy Award and Caspian Business Award (www.CaspianEnergyAward.com), Caspian CEO Award (www.Award.CEO), Caspian Brand Award (www.BrandAward.org), Luxury Brand Award (www.LuxuryBrandAward.org), Caspian Media Award (www.award.az).

Caspian Energy International Media Group (www.caspianenergy.net) is operating with the support from the Caspian European Club. Distributed in 70 countries of the world, the Caspian Energy journal (www.caspianenergy.media) is a flagship of Caspian Energy International Media Group.

Besides, an online newspaper Caspian Energy News (www.caspianenergy.net), an oil-gas encyclopedia Caspian Energy History (www.oil-gas.az), an internet-catalogue CASPIAN ENERGY INFO (www.caspianenergy.info), a recruitment agency CASPIAN ENERGY JOBS, an internet-television CASPIAN ENERGY TV (www.caspianenergy.tv), CASPIAN ENERGY SPORT (www.caspianenergy.sport) agency, a research group Caspian Energy Marketing (www.caspianenergy.marketing) and others are currently in operation.



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President: Jahangir Asgarov

Президент: Джахангир Аскеров

“Azerbaijan Airlines” (AZAL)

About the company: AZAL is a major air carrier and one of the leaders of the aviation community of the CIS countries. Total route network of the airline is 40 destinations in 25 countries. “Azerbaijan Airlines” transported more than 2,2 million people in 2017.

Azerbaijani civil aviation fully meets the standards of the International Civil Aviation Organization (ICAO), and AZAL is a member of the most prestigious civil aviation association - the International Air Transport Association (IATA). Azerbaijan's national air carrier is a member of the Board of the Azerbaijan Tourism Association (AZTA).

AZAL received a prestigious “4 Stars” from the leader in air transport research, world-famous British consulting company Skytrax and once again confirmed it in July 2018.

AZAL has one of the youngest airplane fleet that consists of 17 aircrafts.

AZAL headquarters is in Baku, at Heydar Aliyev International Airport that meets international standards (it was awarded “4 Stars”).

In May 2018 Heydar Aliyev International Airport was awarded the maximum “5 Stars” of prestigious Skytrax World Airport Awards. Baku Heydar Aliyev Airport is also named the best airport among airports of Russia and CIS countries for the level of the provided services.

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«Азербайджанские Авиалинии» (AZAL)

О компании: AZAL - крупный авиаперевозчик и один из лидеров авиационного сообщества стран СНГ. Совокупная маршрутная сеть авиакомпании насчитывает около 40 пунктов в 25 странах. В 2017 году «Азербайджанские Авиалинии» перевезли более 2,2 миллионов пассажиров.

Самолеты гражданской авиации Азербайджана полностью соответствуют стандартам Международной организации гражданской авиации (ICAO), а AZAL является членом самого престижного объединения гражданской авиации - Международной ассоциации воздушного транспорта (IATA). Национальный авиаперевозчик Азербайджана входит в состав членов правления Ассоциации туризма Азербайджана (AZTA).

Наиболее влиятельная в сфере оценки качества сервиса авиакомпаний британская консалтинговая организация Skytrax присвоила AZAL престижный рейтинг «4 Звезды», который она в последний раз подтвердила в июле 2018 года.

AZAL обладает одним из самых молодых самолетных парков, который насчитывает 17 воздушных судов.

Штаб-квартира AZAL расположена в Баку, в Международном аэропорту Гейдар Алиев, который отвечает требованиям международных стандартов. В мае 2018 года Международный аэропорт Гейдар Алиев удостоен максимальной награды от Skytrax World Airport Awards – «5 звезд». Бакинский аэропорт также возглавил список самых лучших по уровню предоставляемых услуг среди всех аэропортов России и стран СНГ.

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ЭНЕРГЕТИКА И ЭЛЕКТРОТЕХНИКА



ОСВЕЩЕНИЕ

WWW.CASPIANPOWER.AZ



АЛЬТЕРНАТИВНЫЕ ИСТОЧНИКИ

29 МАЯ - 1 ИЮНЯ 2019
БАКУ ЭКСПО ЦЕНТР



9-Я КАСПИЙСКАЯ МЕЖДУНАРОДНАЯ ВЫСТАВКА

«ЭНЕРГЕТИКА И АЛЬТЕРНАТИВНАЯ ЭНЕРГИЯ»

ОРГАНИЗАТОРЫ



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ФАКС : +994 12 4041001
E-MAIL : POWER@ITECA.AZ

#CaspianPower

 www.facebook.com/CaspianPower



Ziraat Bank

Azərbaycan



Chairman of the Board:
Avni Demirci

Председатель правления:
Авни Демирчи

Ziraat Bank

About the company: Ziraat Bank Azərbaycan OJSC was established in 2015 with an authorized capital, worth 50 mln. AZN, under 100% investments of T.C. Ziraat Bankası S.A.

Ziraat Bank, Ziraat Katılım Bankı, Ziraat Yatırım, Ziraat Portföy, Ziraat Sığorta, Ziraat Leasing, Ziraat Emeklilik, Ziraat Teknoloji, as well as departments and representative offices in 97 points, foreign subsidiaries in 18 countries of the world are a part of Ziraat Finans Group. T.C. Ziraat Bankası S.A. has been successfully operating for 153 years.

As Ziraat Bank Azərbaycan OJSC our goal is to increase volumes of local production, which shall lead to opening of new working places, support real sector of economy, lend a financial support to the entrepreneurship and business of big producers.

According to the research Türkiye'nin En Değerli Markaları-Turkey 100 2017 by Brand Finance, T.C. Ziraat Bankası S.A. has outstripped all Turkish banks in increase with 39% growth in the value of the brand.

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«Зираат Банк»

О компании: : ОАО «Ziraat Bank Azərbaycan» был создан в 2015 году с уставным капиталом 50 млн. AZN при 100%-х инвестициях «T.C. Ziraat Bankası» АО.

«Ziraat Bank», «Ziraat Katılım Bankı», «Ziraat Yatırım», «Ziraat Portföy», «Ziraat Sığorta», «Ziraat Leasing», «Ziraat Emeklilik», «Ziraat Teknoloji», а также отделения и представительства в 97 точках и иностранные дочерние банки в 18 странах мира входят в Группу «Ziraat Finans». «T.C. Ziraat Bankası» АО имеет 153 летнюю историю успешной деятельности.

Как ОАО «Ziraat Bank Azərbaycan», нашей целью является увеличение объемов местного производства, и как результат - открытие новых рабочих мест, поддержка реального сектора экономики, финансовая поддержка предпринимательства, а также деятельности крупных производителей.

Согласно исследованию «Türkiye'nin En Değerli Markaları-Turkey 100 2017» проведенному «Brand Finance», «T.C. Ziraat Bankası» АО с 39%-ным ростом опередил все турецкие банки в повышении ценности своего бренда.

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URL: www.ziraatbank.az



7th INTERNATIONAL
**CASPIAN
ENERGY
FORUM**
20 SEPTEMBER 2018
B A K U



THE 16th INTERNATIONAL
**CASPIAN
ENERGY
AWARD**
20 SEPTEMBER
B A K U **2018**
C E R E M O N Y

OFFICIAL SUPPORT



Government of the
Azerbaijan Republic



CASPIAN ENERGY
**INVESTMENT
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PARTNERS





Chairman of the Supervisory Board:
Abdolbari Goozal

Председатель Наблюдательного Совета:
Абдолбари Гоозал

Azersun Holding

About the company: Azersun Holding which has started operating in Azerbaijan since 1991 is the largest non oil holding of Azerbaijan. A group of companies includes over 30 enterprises which have international quality standard certificates ISO 9000:2001 and specialize in food industry, agriculture, packing-paper industry and trade. These are plants for production and processing of fat-and-oil products, tea-packing factories, tinned food factories, factories for production of packing and paper products, the largest sugar plant in the region and a factory for production of lump sugar, a plant for production of iodinated salt, dairy, a plant for hazelnut processing, a plant for production of fodder, as well as a broad range of agricultural enterprises engaged in raising various crops on a territory comprising about 4000 ha and equipped with the drip irrigation system that belongs to Valmont Industries Company. Today, the holding has representative offices and branches in many world countries such as Russia, UAE, Turkey, Switzerland, Sri-Lanka, Georgia, Iran, Iraq, etc. Azersun holding's activity aims not only at securing the market of the country and the region. The company also has a broad export network. Azersun Holding is also a distributor of the trans-national company Unilever in Azerbaijan. Nowadays, over 5,000 people are employed at holding's enterprises.

Azersun Holding forms a part of Intersun group. Apart from food and agriculture industry enterprises, those that are engaged in banking, construction and oil transportation sector also form a part of Intersun group.

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Азерсун Холдинг

О компании: Азерсун Холдинг, начавший свою деятельность в Азербайджане в 1991 году, является крупнейшим ненефтяным холдингом Азербайджана. В группу компаний входят свыше 30 предприятий, обладающих международными сертификатами стандартов качества ISO 9000:2001, специализирующихся в области пищевой промышленности, сельского хозяйства, упаковочно-бумажной промышленности и торговли. Это заводы по производству и переработке масложировой продукции, чаеупаковочные фабрики, консервные заводы, фабрики по производству упаковочной и бумажной продукции, крупнейший в регионе сахарный завод и фабрика по производству кускового сахара-рафинада, завод по производству йодированной соли, молочный комбинат, завод по переработке фундука, завод по производству кормов для скота, а также широкий комплекс сельскохозяйственных предприятий, занимающихся выращиванием различных культур на территории около 4000 га, оснащённых системой капельного орошения компании Valmont Industries. Сегодня холдинг имеет представительства и офисы во многих странах мира, в числе которых Россия, ОАЭ, Турция, Швейцария, Шри-Ланка, Грузия, Иран, Ирак и т.д. Деятельность Азерсун Холдинг, направлена не только на обеспечение рынков страны и региона, компания имеет широкую экспортную сеть. Также Азерсун Холдинг является дистрибьютором транснациональной компании Unilever в Азербайджане. На предприятиях холдинга сегодня постоянным местом работы обеспечены свыше 5000 человек.

Азерсун Холдинг входит в группу Интерсун. Помимо предприятий пищевой и сельскохозяйственной промышленности в структуру группы Интерсун входят предприятия банковского и строительного и нефтеперевозочного сектора.

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BUSINESS FORUM

with the participation of
SAFAR MEHDIYEV

Chief of the State Customs Committee
of the Republic of Azerbaijan

06 December 2018



PNB Banka



Chairman of the Board
Oliver Ronald Bramwell

Председатель правления
Оливер Рональд Брамвелл



Member of the Board
Dmitry Kalmykov

Член правления
Дмитрий Калмыков



Vice-President
Inna Zyкова

Вице-президент
Инна Зыкова



Executive Director
Aleksandr Bikov

Исполнительный директор
Александр Быков

AS PNB Banka

About the company: PNB Banka is one of the largest universal commercial banks in the Baltics.

With a person in its focus, PNB Banka's professional team provides its clients with an impeccable service and high reliability.

Since 1992, the bank has actively developed its network of partners outside Latvia, providing its services to numerous foreign clients in Azerbaijan, Russia, Ukraine, Kazakhstan, Uzbekistan, United Kingdom, Czech Republic, Slovakia, China, Cyprus and many others.

PNB Banka provides a full range of banking services for legal and natural persons: opening and servicing of multicurrency accounts, 24/7 remote service, money transfers, wide choice of payment cards, deposits, investment services, brokerage, asset purchase and sales transactions, private banking and more.

As a part of such a reputable business-community as the Caspian European Club, the Bank is ready to be a reliable partner in Europe for its members.

Contacts: AS "PNB Banka", 15-2 Elizabetes Street, Riga, Latvia, LV-1010

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URL: www.pnbbanka.eu

AS PNB Banka

О компании: PNB Banka – один из крупнейших универсальных коммерческих банков стран Балтии.

Ставя в центр внимания человека, профессиональная команда PNB Banka обеспечивает клиентам безупречный сервис и высокую надежность.

С 1992 года банк активно развивает партнерскую сеть за пределами Латвии, предоставляя свои услуги и многочисленным зарубежным клиентам из Азербайджана, России, Украины, Казахстана, Узбекистана, Великобритании, Чехии, Словакии, Китая, Кипра и многих других стран.

PNB Banka обеспечивает полный спектр банковских услуг для юридических и физических лиц: открытие и обслуживание мультивалютных счетов, круглосуточное дистанционное обслуживание, денежные переводы, большой выбор платежных карт, депозиты, инвестиционные услуги, брокерское обслуживание, проведение сделок по купле-продаже активов, private-banking и многое другое.

Являясь частью такого авторитетного бизнес-сообщества, как Caspian European Club, Банк готов стать для его участников надежным партнером в Европе.

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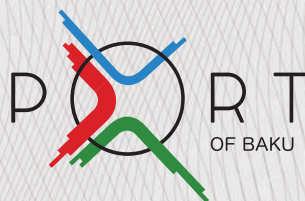
BUSINESS FORUM

with the participation of
VUSAL HUSEYNOV

Chief of the State Migration Service
of the Republic of Azerbaijan

16 November 2018





Director General:
Taleh Ziyadov

Генеральный директор:
Талех Зиядов

Baku International Sea Trade Port CJSC

About the company: The Port of Baku is the oldest and biggest port of the Caspian Sea. For centuries the Port served as a junction between East and West, North and South, connecting dozens of nations, merchants, scientists and travelers. There are many historical references to the Port. In 1564, Sah Tahmasib of Safavids dynasty appointed Seykh Zahid a first Minister of the Port. In 1703, over 20 Indian caravans traveled along the route from Ardebil to Baku, exporting silk, oil, fish, fur, copper, horses, natural colorants, caviar and leather goods.

At present about 85% of cargo is a transit while 15 % flow directly into Azerbaijan. The given percentage ration will change after the launch of Free Trade Zone (FTZ), which is going to be similar to the Jabel Ali free trade zone in UAE. President of the Republic of Azerbaijan H.E. Ilham Aliyev's decree about measures on creation of the special economic zone like free trade zone in Alat settlement of Garadagh district of Baku, including an area of the new International Baku Sea Trade Port, was signed on March 17, 2016. The zone will transform Alat into the main logistics center, as well as a hub for distribution, manufacturing and other value added services aiming at the markets of China, Turkey, Iran, Russia, India, Pakistan and others.

In 2016, the volume of cargo transportation in the Baku International Sea Trade Port increased by 47%.

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ЗАО «Баку Международный Морской Торговый Порт»

О компании: Порт Баку является самым старым и крупнейшим портом Каспийского моря. Веками порт Баку служил связующим звеном между Востоком и Западом, Севером и Югом, соединяя десятки стран, торговцев, ученых и путешественников. Имеется множество исторических справок о порте. В 1564г. Шах Тахмасиб из династии Сефевидов назначил шейха Захида первым министром порта. В 1703г. более 20 индийских караванов путешествовали вдоль маршрута из Ардебилля в Баку и экспортировали шелк, масло, рыбу, меха, медь, лошадей, натуральные красители, икру и кожаные изделия.

В настоящее время около 85% грузов являются транзитными, а 15% поступают непосредственно в Азербайджан. Данное процентное соотношение изменится с началом работы ЗСТ, которую предусмотрено претворить в жизнь наподобие Свободной Зоны Джебел Али в ОАЭ. Распоряжение Президента Азербайджана Ильхама Алиева о мерах по созданию в поселке Алят Гарадагского района Баку специальной экономической зоны типа зоны свободной торговли, включая территорию нового Бакинского международного морского торгового порта, было подписано 17 марта 2016 г. С такой зоной Алят превратится в главный логистический центр, а также в центр для распределения, производства и других дополнительных услуг, ориентированных на рынки Китая, Турции, Ирана, России, Индии, Пакистана и других стран.

В 2016 году объем грузоперевозок в Бакинском международном морском торговом порту увеличился на 47%.

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BUSINESS FORUM

with the participation of
AKIF ALIZADE

President of the
National Academy of Sciences

16 November 2018



H O N O R A R Y M E M B E R

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MEMBER

First Vice-President:
Khosbakt Yusifzadeh

Первый вице-президент:
Хосбхат Юсифзаде

HONORARY
MEMBER

**Vice-President on
Economic Issues:**
Suleyman Gasimov

**Вице-президент по
экономическим вопросам:**
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Gas Transportation and
Gas Facilities:**
Rahman Gurbanov

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нефти и газа и газового
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MEMBER

**Vice-President on
Strategic Development:**
Tofiq Gahramanov

**Вице-президент по
стратегическому
развитию:**
Тофик Гяхраманов

State Oil Company of Azerbaijan Republic

About the company: Geophysical and geological operations, exploration and production drilling, oil&gas production, oil&gas field development, refining and transportation of oil, gas and refined products, marketing, sale of production, external economic activity, scientific projects, machinery-building and construction.

Branches and offices: Azneft Production Union, Azerigaz Production Union, Azerikimya Production Union, Department for Marketing and Operations, Oil Pipeline Department, Heydar Aliyev Baku Deepwater Jackets Factory, Heydar Aliyev Oil Refinery, Gas Processing Plant, Investment Department, Geophysics and Geology Department, Security Department, Social Development Department, Gas Operations Department, IT and Communication Department, Ecology Department, Complex Drilling Works Trust, Oil&gas Construction Trust, Training Education and Certification Department, Nanotechnology Research& Production Center, Neftgazelmitatgigatlayihe Institute.

Established in: 1992 Personnel: over 79, 000

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Fax: (+994-12)-521-03-83

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URL: www.socar.az

Государственная Нефтяная Компания Азербайджанской Республики

О компании: Геофизические и геологические работы, разведывательное и эксплуатационное бурение, добыча нефти и газа, обустройство нефтяных и газовых месторождений, переработка и транспортировка нефти, газа и продуктов их переработки, маркетинг, реализация продукции, внешняя экономическая деятельность, научные проекты, машиностроение и строительство.

Филиалы и офисы: Производственное объединение «Азнефть», Производственное объединение «Азеригаз», Производственное объединение «Азерихимия», Управление маркетинга и экономических операций, Управление нефтепроводов, Бакинский завод глубоководных оснований имени Гейдара Алиева, Нефтеперерабатывающий завод имени Гейдара Алиева, Газоперерабатывающий завод, Управление инвестиций, Управление геофизики и геологии, Управление безопасности, Управление социального развития, Управление газовых операций, Управление информационных технологий и связи, Управление экологии, Трест комплексных буровых работ, Трест «Нефтегазстрой», Управление обучения, образования и сертификации, Научно-производственный центр «Нанотехнологии», Институт «Нефтьгазэлитатгигатлайиха».

Год основания: 1992 Численность работников: свыше 79 000

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CEO LUNCH BAKU

with the participation of

**CHINGIZ
ABDULLAYEV**

Secretary of the Union of Writers of
Azerbaijan, President of the Pen Club of
Azerbaijan and People's Writer of Azerbaijan

**JAMIL
MELIKOV**

Deputy Director of the State Agency for
Alternative and Renewable Energy Resources
of the Azerbaijan Republic

17 October 2018





President: Vugar Abbasov

Президент: Вугар Аббасов

CAHAN Holding

About the company: CAHAN Holding has a special place among successfully developing companies established in the fertile ground for socio-economic development strategy, foundation of which was laid by the founder of the modern statehood of Azerbaijan, National Leader Heydar Aliyev and which is currently being successfully continued by the President of the Republic of Azerbaijan Mr. Ilham Aliyev. CAHAN Holding is a giant corporation incorporating 22 core and several subsidiary companies operating in the fields of construction, industry, service and trade, as well as representing many famous global brands in our country. Today, there are wide horizons in front of our company with representative offices not only in Azerbaijan, but also in Turkey, Russia, UAE, Switzerland and China. We are confident that with the potential we have, we can sign up to more beneficial projects for our country, expand scope of our business and become one of the world's numbered companies.

CAHAN Holding has a number of such companies as CAHAN Construction, OJSC Cahan Industrial Complex, Cahan Tea, Cahan Pen, Cahan Motors (OPEL's representative office), Cahan Tobacco International LLC - center for tobacco growing and production of tobacco products (trademarks - WANT, KENO, FINE, VISORE), Cahan RED-2 (importer of energy drink RED BULL), as well as DAYS HOTEL (WYNDHAM hotels and resorts).

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URL: www.cahan.az

CAHAN Holding

О компании: CAHAN Holding занимает особое место среди компаний, возникших на почве благоприятной стратегии социально-экономического развития, основы которой были заложены основоположником современной азербайджанской государственности, общенациональным лидером Гейдаром Алиевым и которая в настоящее время успешно продолжается Президентом Азербайджанской Республики господином Ильхамом Алиевым, CAHAN Holding занимает особое место. CAHAN Holding — это гигантское образование, объединяющее 22 основные и несколько дочерних компаний, функционирующих в области строительства, промышленности, сервиса и торговли, а также официально представляющее в стране многие известные мировые бренды. Сегодня перед нашей компанией, имеющей представительства не только в Азербайджане, но и в Турции, России, ОАЭ, Швейцарии и Китае, открываются широкие горизонты. Мы убеждены, что имеющимся у нас потенциалом, мы можем инициировать еще более выгодные проекты для нашей страны, расширить круг нашей деятельности и войти в ряд известных компаний мира.

В состав CAHAN Holding входят ряд таких компаний, как "CAHAN İnşaat" (строительная компания), ОАО "Cahan Sənaye Kompleksi" (промышленный комплекс), ООО "Cahan çay" (чайная фабрика), "CAHANPEN" (производство ПВХ строительных материалов), "Cahan Motors" (представительство OPEL), Центр по разведению табаководства и производства табачных изделий ООО "Cahan Tabak International" (торговые марки WANT, KENO, FINE, VISORE), Cahan RED-2 (импортер энергетического напитка RED BULL). Также гостиница DAYS HOTEL (WYNDHAM hotels and resorts).

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CEO LUNCH BAKU

with the participation of

**ELDAR
HAJIYEV**

Vice-President of Azerbaijan Airlines CJSC,
Executive Director of AZAL passenger airline

**FAKHRIYA
KHALAFOVA**

Honoured Artist, Associate Professor at the
Azerbaijan State University of Culture and Art

**TAHIR
AMIRASLANOV**

President of the Azerbaijan
National Culinary Association

**TEYMUR
HASANOV**

Director of the Heydar Aliyev
International Airport

**JAMIL
MANIZADE**

AZAL Passenger Airline's Director

**PASHA
KESAMANSKI**

Assistant to President of the Azerbaijan
Airlines for Foreign Relations

27 November 2018





Chairman of the Executive Board:
Taleh Kazimov

Председатель Правления:
Талех Кязимов

PASHA Bank OJSC

About the company: PASHA Bank is one of Azerbaijan's leading corporate banks. Established in 2007, we offer all major financial services, including investment banking, trade financing and asset management to a range of clients, from large corporates to small and medium enterprises. The Bank works particularly closely with companies operating in the non-oil sectors of the economy, including agriculture, transportation, construction and retail, which are vital for helping Azerbaijan to diversify its economy. Today, PASHA Bank is an international team of about 430 people representing 8 nationalities and members of our team speak a total of 14 languages. As one of Azerbaijan's youngest but largest banks, we constantly keep abreast of financial and technological innovations. We work hard to keep ahead of market trends and adopt international experience and state-of-the-art technology to ensure that we provide the best possible service to our customers.

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ОАО "PASHA Bank"

О компании: Основанный в 2007 году, PASHA Bank является ведущим корпоративным банком Азербайджана. Мы предоставляем все основные виды финансовых услуг, включая инвестиционный банкинг, торговое финансирование, управление активами, а также полный сервис услуг для малого и среднего предпринимательства. Банк обслуживает ключевые отрасли ненефтяной экономики – агробизнес, транспорт, строительство, торговлю и другие сферы, вносящие вклад в диверсификацию азербайджанской экономики.

PASHA Bank сегодня – это интернациональная команда, в которую входят свыше 430 квалифицированных сотрудников – представителей 8 национальностей, разговаривающих на 14 языках мира. Являясь одним из самых молодых, и в то же время, крупнейших банков Азербайджана, мы постоянно держим «руку на пульсе» финансовых и технологических перемен. Шагая в ногу с современными тенденциями рынка, мы уверенно перенимаем международный опыт и новейшие технологии для еще большего обеспечения удовлетворения предпочтений своих клиентов.

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CEO LUNCH BAKU

with the participation of

ULVI MEHDIYEV

Chairman of the State Agency for Public Service and Social Innovations under
the President of the Republic of Azerbaijan

16 January 2019





Managing Director:
Rustam Gasimov

**Исполнительный
директор:**
Рустам Гасимов

ABB

About the company: ABB is a pioneering technology leader that is writing the future of industrial digitalization. For more than four decades, we have been at the forefront, innovating digital connection technologies for industrial equipment and systems. Every day, we drive efficiency, safety and productivity in utilities, industry, transport and infrastructure globally. With a heritage spanning more than 130 years, ABB operates in more than 100 countries and employs around 136,000 people.

Today ABB is the largest supplier of industrial motors and drives, the largest provider of generators to the wind industry and the largest supplier of power grids in the world.

ABB provides electrical, instrumentation, control and telecoms systems, lifecycle services and consultancy. Our broad portfolio of systems and services improves plant productivity, minimizes costs throughout the complete lifecycle and extends equipment or asset life. ABB is your partner in safe, reliable, efficient operations for today and tomorrow. We are committed to a high standard of integrity which is expected from every employee and in every country where we do business.

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ABB

О компании: АБВ является инновационным лидером в области технологий, который пишет будущее промышленной цифровизации. Уже более четырех десятилетий мы находимся на передовой линии, внедряя технологии цифрового подключения промышленного оборудования и систем. Каждый день мы обеспечиваем эффективность, безопасность и производительность в области энергосистем, промышленности, транспорта и инфраструктуры по всему миру. Благодаря наследию, накопленному в течение почти 130 лет, АБВ осуществляет свою деятельность в более чем 100 странах, а штат сотрудников компании насчитывает около 136 000 человек.

На сегодняшний день компания АБВ является крупным поставщиком промышленных двигателей и приводов, генераторов предназначенных для ветроэнергетики, а также крупным мировым поставщиком для распределительных электрических систем.

Компания АБВ предоставляет электрооборудование, контрольно-измерительные системы, системы связи и консультационные услуги. Широкий ассортимент систем и услуг способствует росту производительности установок и снижению их затрат в течение всего жизненного цикла, а также продлению эксплуатационного срока оборудования и установок. Как сегодня, так и завтра компания является вашим партнером в процессе осуществления безопасной, надежной деятельности. Мы стремимся к высоким стандартам единого целого в каждой стране, которой работаем и ожидаем выполнения этих требований от каждого сотрудника.

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Azerishig OJSC

About the company: Bakielektrikshebeke OJSC was transformed into Azerishig OJSC in accordance with the order of President of the Republic of Azerbaijan Ilham Aliyev, dated February 10, 2015. Purchasing electricity in the Republic of Azerbaijan, Azerishig OJSC is supplying electricity to consumers in reliable, safe and efficient manner, applying new technologies in this area, upgrading a material-technical base, using it efficiently, as well as doing other work aimed at development of this area.

40 units of 110kV substations and a circular supply scheme have been built since 2006. It played an important role in ensuring regular, sustainable and high quality power supply. Over 141 units of 35 kV substations have been built so far. Since 2006, an installed capacity of the power grid has been increased three times, while technical losses have been reduced down to 9.9%. A modern distribution control room was built. Azerishig OJSC carries out reconstruction of all its administrative buildings, attaches special importance to introduction of information-communication technologies. Prior to 2006, the power supply had not met the requirements coming from the rapid social-economic development of the country, while now this balance improved as additional technical and power capacities ensuring perspective development of the country were created. In general, complex measures taken in the energy management of the country indicate that it is the human factor lying in the basis of the development pattern of Azerbaijan and the state building philosophy.

There is a call center #199 operating within Azerishig OJSC's system. Consumers can receive answers to all questions they are interested in 24 hours a day and witness operative solution of technical issues concerning power supply.

Wind farms in Yeni Yasma and Shurabad settlements were passed to Azerishig OJSC in order to increase the efficiency of the wind energy use, as well as to carry out full testing of electric network of the wind power plants. This can be a start of the new stage for the OJSC.

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ОАО «Азеришыг»

О компании: Распоряжением Президента Азербайджанской Республики Ильхама Алиева от 10 февраля 2015 года, открытое акционерное общество «Бакыэлектрикшебеке» преобразовано в Открытое акционерное общество «Азеришыг». ОАО «Азеришыг», закупая электроэнергию на территории Азербайджанской Республики, в надежной, безопасной и эффективной форме осуществляет снабжение потребителей электроэнергией, выполняет применение новых технологий в данной области, модернизацию материально-технической базы и ее эффективное использование, а также другие работы, связанные с развитием данной области.

С 2006 года были сооружены сорок 110-киловольтных подстанций и схема кольцевого снабжения. Это сыграло важную роль в бесперебойном, устойчивом и качественном энергоснабжении. К настоящему времени сооружено свыше сто сорок одной новых 35-киловольтных подстанций. С 2006 года установленная мощность сети увеличилась в три раза, а технические потери сократились до 9,9%. Создан современный Диспетчерский центр. ОАО «Азеришыг» реконструирует все находящиеся на его балансе административные здания, уделяет особое внимание внедрению информационно-коммуникационных технологий. Если до 2006 года организация энергоснабжения серьезно отставала от потребностей, диктуемых стремительным социально-экономическим развитием страны, то сейчас этот баланс изменился в позитивную сторону, созданы дополнительные технические и силовые возможности, соответствующие перспективному развитию страны. В целом, комплексные меры, осуществленные в энергохозяйстве страны являются реальными показателями того, что в основе модели развития Азербайджана и философии государственного строительства находится человеческий фактор.

В системе ОАО «Азеришыг» функционирует «Центр обработки звонков 199», с помощью которого потребители в течение 24-х часов в сутки получают ответы на все интересующие их вопросы, являются свидетелями оперативного решения технических вопросов, связанных с энергоснабжением.

Парки ветроэнергетики в поселениях «Ени Ясма» и «Шурабад» были переданы Открытому акционерному обществу «Азеришыг» (ОАО) с целью повышения эффективности использования ветровой энергии, а также для полного тестирования электрической сети ветряных электростанций, что может стать началом нового этапа для акционерного общества.

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**President of AGA Group
of Companies:**
Aydin Demirchi

**Президент AGA Group
of Companies:**
Айдын Демирчи

AGA GROUP OF COMPANIES

About the company: Established in 1994, AGA Group consists of several independent companies. Caspian Investment Company is the first-born of AGA Group. Caspian Business Center which is the first building of the company was built in 1996 and launched in 1998 for provision of offices and other accompanying services. The company is one of the pioneers of foundation of Business-centers in Azerbaijan. AGA Group has started expanding its activity through construction of new buildings and extending the range of rendered services. For this purpose, Silk Way Business Center, Old Caspian Business Center, Caspian Plaza complex (consisting of 3 towers), AGA Center and "Demirchi Tower" buildings were launched during 2000-2013. Company's further development aims at improvement of services rendered to companies and provision of comfort conditions for them.

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AGA GROUP OF COMPANIES

О компании: Основанная в 1994 году, AGA Group состоит из нескольких независимых компаний. Первенцем компании является «Caspian Investment Company». В 1996 году компания построила и в 1998 году ввела в строй своё первое здание «Caspian Business Center» с целевым назначением по предоставлению офисных помещений и других сопутствующих услуг. Компания является одним из пионеров основания Бизнес-центров в Азербайджане. AGA Group начала расширять свою деятельность посредством строительства новых зданий и расширения предоставляемых услуг. С этой целью в 2000-2013 годах были введены в строй здания «Silk Way Business Center», «Old Caspian Business Center», комплекс «Caspian Plaza» (состоящий из 3-х блоков), «AGA Center» и "Demirchi Tower". Дальнейшее направление своей деятельности компания видит в усовершенствовании предоставляемых услуг компаниям и создания для них комфортных условий.

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G O L D E N M E M B E R

**Nagshijahan Holding****«Нагшиджахан Холдинг»**

About the company: Since its establishment Nagshijahan Holding has given preference to expansion and development of the tourism sector, service sector and other sectors. The Holding incorporates hotels, restaurants, cafes and leisure centres providing services to local and foreign tourists. It also incorporates petrol stations and Carbon Dioxide Plant which is an operating space of Nagshijahan MED. The aforesaid facilities are updating every day, growing and developing at the level of modern requirements. Tabriz Hotel which is serving the development of the tourism industry, the hotel chains "Nagshijahan", "Duzdag", "Grand" and "Avtovagzal", Batabat Recreation Centre and Agbulag Recreation Centre always show a modern approach in the tourism sector. Nagshijahan Holding, which is confidently striving towards successful achievement of the goals set at the first day of establishment, from time to time expands its base of development with new possibilities. The overarching aim of Nagshijahan Holding is a constant development according to the principle "Grow and develop" as part of its program of activities.

Address: Nagshijahan Holding, 1 Naghi Aliyev Street, Nakhchivan city

О компании: С первого дня своего создания «Нагшиджахан Холдинг» отдает предпочтение расширению и развитию туристического сектора, сектора услуг и других секторов. Холдинг объединил обслуживающие местных и иностранных туристов гостиницы и отели, рестораны и кафе, центры отдыха, автозаправочные станции, «завод по производству углекислого газа», являющийся производственной территорией «Нагшиджахан МЕД». Вышеперечисленные объекты с каждым днём обновляются, растут и развиваются до современного уровня. Отель "Тебриз", служащий развитию туристической промышленности, сеть отелей "Нагшиджахан", "Дуздаг", "Гранд", "Автотокзал", Центры Отдыха «Батабат», «Агбулаг» демонстрируют современный подход в туристическом секторе. "Нагшиджахан Холдинг", с уверенностью шагающий в направлении успешного осуществления целей, поставленных со дня его создания, время от времени расширяет свою базу новыми возможностями. Основной целью "Нагшиджахан Холдинга" является постоянное развитие по принципу «Растем и развиваемся» в рамках программы своей деятельности.

Адрес: г. Нахчыван, ул. Наги Алиева 1. "Нагшиджахан Холдинг"

G O L D E N M E M B E R

**SOCAR Azneft PU****ПО "Азнефть" ГНКАР**

About the company: Azneft PU deals with exploration, prospecting, development, as well as oil and gas onshore and offshore field-facilities construction, current and overhaul repair of wells. 8 oil and gas production departments, a gas storage management department and 3 integrated subdivisions function within the Azneft PU. Today, Azneft PU includes 20 enterprises.

In order to increase oil extraction and the number of active wells fund Azneft PU performs the following operations: increase the number of wells commissioned after drilling; increase the number of wells transferred from passive fund of wells into active; implementation of overhaul and current repair of wells qualitatively; realization of scheduled technical and geological measures plan; application of modern methods aimed at growth of oil-bed extraction; intensification of oil extraction; application of new methods and technologies in production, etc.

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Fax: (+99412) 521-10-10;
URL: www.socar.az**General Director:**
Dashgin Iskenderov**Генеральный директор:**
Дашгын Искендеров

О компании: ПО "Азнефть" занимается поиском, разведкой, разработкой, обустройством месторождений нефти и газа на море и суше, текущим и капитальным ремонтом скважин. В состав ПО «Азнефть» входит 8 НГДУ, 1 управление по эксплуатации газового хранилища и

3 промысловых предприятия. В целом, в состав ПО "Азнефть" входит 20 предприятий. С целью увеличения нефтедобычи и действующего фонда скважин предприятие регулярно проводит нижеперечисленные работы: увеличение числа скважин сданных в эксплуатацию после бурения; увеличение числа скважин перешедших из бездействующего фонда скважин в действующий; качественная реализация капитальных и текущих ремонтных работ скважин; исполнение намеченных технических и геологических планов мероприятий; применение современных методов, направленных на увеличение добычи нефти пластов; проведение мероприятий по интенсификации нефтедобычи; применение новой техники и технологий в процессе производства и т.д.

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URL: www.socar.az

G O L D E N M E M B E R



SOCAR Azerigaz PU

ПО «Азеригаз» ГНКАР

About the company: Azerigaz PU was established on the basis of Azerigaz CJSC within the State Oil Company of Azerbaijan in accordance with Azerbaijan President's order dated July 1, 2009.

The production association, operating in Azerbaijan, is engaged in reception, distribution and sale of natural gas. The number of workers of PU, that has construction, transportation and design-engineering structures operating within it, exceeds 11,000 people. Azerigaz PU is supplying gas to over 1.5 mln subscribers in all the regions of the country. An optimal mechanism, managing a well-developed gas distribution system including numerous technical-process facilities, has been created for ensuring gas supply to subscribers.

Based on SOCAR's broad-scale program for modernization of industry and setting of production in compliance with modern standards, Azerigaz PU is carrying out an intensive work over new projects.

Address: 23 Y.Safarov Street, Baku, AZ 1025, Azerbaijan

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E-mail: info@azerigaz.com

О компании: Указом Президента Азербайджана от 1 июля 2009 года на базе ЗАО «Азеригаз» было создано ПО «Азеригаз» в составе Госнефтекомпании Азербайджана.

Производственное объединение осуществляет деятельность на территории Азербайджана в сфере приема, распределения и продажи природного газа. Численность работников ПО, в составе которого функционируют строительные, транспортные и проектно-конструкторские структуры, превышает 11 тыс. человек. ПО «Азеригаз» обеспечивает подачу природного газа свыше 1,5 млн. абонентам во всех регионах страны, для газообеспечения которых создан оптимальный механизм управления сложной газораспределительной системой, включающий многочисленные технико-технологические объекты.

В рамках широкой программы Госнефтекомпании Азербайджана по модернизации отрасли и организации производства в соответствии с современными требованиями, ПО «Азеригаз» ведется интенсивная работа над новыми проектами.

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General Director:
Akbar Hajiyev

Генеральный директор:
Акбер Гаджиев

Complex Drilling Works Trust
of SOCARТрест «Комплексные буровые
работы» SOCAR

About the company: Complex Drilling Works Trust, the successor of the old and proud school of Azerbaijani drillmen, was established by the order of the Azerbaijan Republic President Ilham Aliyev in March 2007.

The Trust is a full-fledged member of the International Association of Drilling Contractors (IADC). Possessing a high-skilled staff of specialists and well-equipped production base meeting all latest standards, the Trust successfully performs all types of the industrial work.

The Trust's portfolio includes such projects as a discovery of Umid field, horizontal wells at West Absheron and Pirallakhy fields, a project on enlargement of underground gas storages and a commissioning of high-output, gas condensate wells at Bulla Deniz field. At present the Trust is preparing for the commencement of drilling works at new Caspian fields Karabakh and Bahar.

The level of the production professionalism and technological support makes the Trust the largest and the advanced national drilling organization of our Republic.

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URL: www.socar.az

О компании: Указом президента Азербайджанской Республики Ильхама Алиева в марте 2007 года был основан Трест «Комплексных Буровых Работ», являющийся наследником старой и гордой школы азербайджанских буровиков.

Сегодня трест является действительным членом Международной ассоциации буровых подрядчиков(IADC).Обладая высококвалифицированным штатом специалистов и хорошо оснащенной производственной базой отвечающей всем последним стандартам, тресту удается успешно осуществлять все виды отраслевой деятельности.

В портфеле работ треста такие проекты, как открытие месторождения Умид, горизонтальные скважины на месторождении Западный Абшерон и Пираллахи, проект по расширению подземных газовых хранилищ и сдача в эксплуатацию высокодебитных, газоконденсатных скважин на месторождении Булла Дениз. В данный момент Трест готовится к началу бурения на новых месторождениях каспийской акватории Карабах и Бахар.

Уровень производственного профессионализма и технологического обеспечения делает ТКБР самой большой и передовой национальной буровой организацией нашей Республики.

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Head of the Trust:
Iskander Shirali

Управляющий:
Искендер Ширали

G O L D E N M E M B E R



SOCAR Marketing and Operations

Управление маркетинга и экономических операций SOCAR

About the company: SOCAR Marketing and Operations was established to ensure effective sale of oil and petroleum products in Azerbaijan and the global market in accordance with the interests of SOCAR.

SOCAR MO is also engaged in sale of hydrocarbons of operating companies functioning on basis of production sharing and joint venture agreements.

SOCAR MO seeks to carry out effective supply of oil and oil products to customers and tap new markets. Oil export is carried out via three pipelines: Baku-Tbilisi-Ceyhan, Baku-Supsa, Baku-Novorossiysk. Azeri Light oil produced at Azeri-Chirag-Gunashli fields is exported along the Baku-Tbilisi-Ceyhan and Baku-Supsa pipelines. Crude oil produced at SOCAR fields is exported along the Baku-Novorossiysk pipeline.

SOCAR MO also exports motor gasoline, diesel fuel and jet fuel.

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О компании: Управление маркетинга и экономических операций создано с целью эффективной продажи нефти и нефтепродуктов в Азербайджане и на мировом рынке в соответствии с интересами SOCAR.

Управление также участвует в операциях продажи углеводородов операционных компаний, функционирующих на основании соглашений о разделе продукции и договоров о совместных предприятиях. УМЭО преследует цели эффективных поставок нефти и нефтепродуктов покупателям и освоения новых рынков. Экспорт нефти осуществляется по трем трубопроводам: Баку-Тбилиси-Джейхан, Баку-Супса, Баку-Новороссийск. По трубопроводам Баку-Тбилиси-Джейхан и Баку-Супса экспортируется нефть марки Azeri Light, добытая на месторождениях «Азери»-«Чыраг»-«Гюнешли». Сырая нефть, добытая с месторождений SOCAR, экспортируется по трубопроводу Баку-Новороссийск.

УМЭО SOCAR также осуществляет экспорт автомобильного бензина, дизельного топлива и топлива для реактивных двигателей.

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URL: www.socar.az/mo



Director:
Adnan Ahmadzade

Начальник:
Аднан Ахмедзаде

G O L D E N M E M B E R



Transport Department

Транспортное управление

About the company: The Transportation Department under the State Oil Company of the Republic of Azerbaijan (SOCAR) was established in line with the decree of the President of the Republic of Azerbaijan on improvements across the structure of the State Oil Company of the Republic of Azerbaijan dated 24 February 2014.

The Transportation Department offers transport services and transport-technological services to all firms and organisations under SOCAR across the Republic of Azerbaijan. The new machinery and technologies have enabled the SOCAR Transportation Department to develop into a structure directly involved in oil and gas production operations, as well as drilling and workover operations. In order to increase the technical competence coefficient of brand-new vehicles, the cutting-edge and sophisticated technology is used in the process of manufacturing parts and rigs.

The operation of the Transportation Department is organized in accordance with the international standards, in particular in accordance with the TS EN ISO 9001:2008 (Quality Management System), ISO 14001:2004 (Environmental Management System) and OHSAS 18001:2007 (Occupational Health and Safety Management System) standards.

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О компании: Управление транспорта Госнефтекомпании Азербайджана (SOCAR) было создано в соответствии с Распоряжением Президента Азербайджанской Республики «Об усовершенствовании структуры Государственной нефтяной компании Азербайджанской Республики» от 24 февраля 2014г.

Управление транспорта оказывает транспортные и технологические транспортные услуги всем предприятиям и организациям SOCAR на территории Азербайджанской Республики. Благодаря внедрению новой техники и технологий Управление транспорта превратилось в структуру, которая непосредственно занимается добычей нефти и газа, бурением и ремонтом нефтегазовых скважин. Для повышения коэффициента технической подготовки современных транспортных средств при изготовлении деталей и агрегатов используются самые высокие и сложные технологии. Деятельность Управления транспорта организована в соответствии с международными стандартами, в частности, в соответствии со стандартами TS EN ISO 9001:2008 (система управления качеством), ISO 14001:2004 (система управления охраной окружающей среды) и OHSAS 18001:2007 (система управления охраной труда и техникой безопасности).

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Director:
Elchin Zulfugarov

Начальник:
Эльчин Зульфугаров

G O L D E N M E M B E R



AZPETROL

AZPETROL LTD

About the company: Established in 1997, Azpetrol Ltd is the national oil company owning a network of the most modern petrol and gas filling stations which meet the international standards. The company offers its clients high-quality services in the fuel market of the republic. Covering the main economic zones of Azerbaijan, the company operates 85 petrol and 5 gas filling stations equipped with the most advanced technology. Azpetrol is controlling over 50% of the fuel market in Azerbaijan. It possesses an oil base and a vehicle fleet.

The main objective of the Azpetrol Company is to hold its positions in the private sector of the Azerbaijani economy as well as contribute to its further development. The company intends to keep improving its activity, covering all the regions of the republic, opening new working places, expanding the range of its services as well as applying advanced technologies.

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General Director:
Jeyhun Mammadov

Генеральный директор:
Джейхун Мамедов

О компании: Начиная со времени своего основания в 1997г. и по сей день, нефтяная компания «Азпетрол» является национальной компанией владеющей сетью самых современных, отвечающих международным стандартам бензоаправочных и газозаправочных станций и оказывающей высококачественные услуги своим клиентам на рынке продажи горючего в Республике. На сегодняшний день, компания, охватывая основные экономические зоны Азербайджана, эксплуатирует 85 бензоаправочную (БЗС) и 5 газозаправочных станций (ГЗС), оснащенных самым современным оборудованием. «Азпетрол» удерживает инициативу контроля более чем 50% рынка продажи горючего в Азербайджане. Компания владеет нефтяной базой и автопарком.

Основной целью компании «Азпетрол» является сохранение своих позиций в частном секторе азербайджанской экономики, а также участие в ее дальнейшем развитии. «Азпетрол» намерена и далее совершенствовать деятельность компании, охватить всецело регионы республики, открывать новые рабочие места, расширять сферы предоставляемых услуг, а также применять передовые технологии.

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**KULEVI OIL TERMINAL
(BLACK SEA TERMINAL LLC)**

About the company: Kulevi Oil Terminal and port is one of the first and the most important investments of SOCAR in Georgia. Kulevi Oil Terminal is designated for the transshipment of oil and oil products – discharge from railway tank cars and vessels, storage in the reservoirs and loading to vessels. The company provides a high level of service, and operates in compliance with international market requirements by following all rules and regulations.

Among the numerous products transshipped via the Terminal there are crude oil, fuel oil, diesel oil, gasoil, methanol, aviation kerosene, BBF, propylene, heavy pyrolysis resin, naphtha and ULSD.

All products are stored in the tank park which consists of 21 reservoirs with total capacity of 402, 000 m3.

There are 3 berths at the Terminal. Two of them are used for loading of tankers and the third one is used for anchorage of auxiliary fleet. The Terminal is able to receive Aframax class tankers with the DWT up to 105 000 tons.

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General Director:
Karim Guliyev

Генеральный директор:
Карим Гулиев

О компании: Кулевский нефтяной терминал и порт - одни из первых и важнейших инвестиций SOCAR в Грузии. Кулевский нефтяной терминал предназначен для перевалки нефти и нефтепродуктов - слив с железнодорожных цистерн и нефтеналивных судов, хранение в резервуарах и погрузка на суда. Компания обеспечивает высокий уровень обслуживания и работает в соответствии с требованиями международного рынка, соблюдая все правила и положения.

В числе многочисленных нефтепродуктов, перегружаемых посредством терминала: сырая нефть; мазут; дизтопливо; газойль; метанол; авиационный керосин; бутан-бутиленовая фракция; пропилен; тяжелая пиролизная смола; нафта; ультранизкосернистое дизельное топливо.

Все нефтепродукты хранятся в парке цистерн, который состоит из 21 резервуара общей емкостью 402 тыс. м3. На терминале 3 причала. Два из них используются для погрузки танкеров, а третий для крепления вспомогательных судов. Терминал может принимать танкеры класса Aframax водоизмещением до 105 тыс. тонн.

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**Cross Caspian Oil and Gas Logistics LLC**

About the company: Established as a joint venture with the State Oil Company of Azerbaijan Republic (SOCAR), Cross Caspian Oil and Gas Logistics LLC coordinates and provides integrated hydrocarbons transportation services across the Caspian Sea to the Black Sea and the Baku-Tbilisi-Ceyhan (BTC) main export pipeline entry point through marine, pipeline and railway shipments. The company is committed to operational excellence acting in a safe and environmentally responsible manner and adhering to all international standards. The company has a unified vision of the Caspian-Black Sea hydrocarbons transportation; has over 1.2 million tons of crude and oil products transshipment capability per month, multimodal transportation solutions for crude oil and oil products as well as a highly professional staff steered by an experienced management team. All operations are performed strictly in accordance with international standards.

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О компании: Cross Caspian Oil and Gas Logistics LLC является совместным предприятием с Государственной нефтяной компанией Азербайджанской Республики (ГНКАР/SOCAR), координирующим и предоставляющим комплексные услуги по транспортировке углеводородов через Каспийское море на Черное море, а так же в систему основного экспортного трубопровода Баку-Тбилиси-Джейхан посредством морских, трубопроводных и железнодорожных перевозок. Компания стремится к безупречности операций, выполняя свои обязательства надежно и экологически безопасно. Компания обладает: видением единого коридора транспортировки углеводородов через Каспийское море на Черное море; возможностью перевозки более 1,2 млн. тонн нефти и нефтепродуктов в месяц; мультимодальными решениями по транспортировке нефти и нефтепродуктов; высококвалифицированным персоналом, управляемым группой опытных руководителей. Вся работа ведется в строгом соответствии со всеми международными стандартами.

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General Director:
Dmitriy Solov'yov

Генеральный директор:
Дмитрий Соловьев

**Aggreko**

About the company: Aggreko Eurasia is Aggreko plc Business Unit in CIS countries. Aggreko plc a FTSE company is the world leader in temporary power and temperature control solutions with headquarters in Glasgow and a manufacturing facility in Dumbarton, Scotland. Representative office in Azerbaijan was launched in 2012. Aggreko Eurasia has a depot with power generation and temperature control equipment available for local customers and an office in Baku. Aggreko provides reliable on-site rental power and temperature control solutions, considering specifics of each industry, which help Customers to avoid CAPEX and improve efficiency. Among Aggreko customers are BP, Baku Shipyard, Caspian Shipyard, Saipem, etc. Aggreko also provided power to 16 venues at the 1st European Games in 2015.

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О компании: «Аггреко Евразия» является подразделением Aggreko plc, функционирующего на территории СНГ. Aggreko plc котируется на Лондонской фондовой бирже и входит в рейтинг FTSE. Головной офис компании находится в Глазго, а производство – в Дамбартоне (Шотландия). Представительство компании в Азербайджане работает с 2012 года. В Баку расположен офис «Аггреко» и сервисный центр со складом оборудования и запчастей. «Аггреко» предоставляет заказчикам надежные решения по обеспечению собственной генерации на предприятии, а также временного температурного контроля с учетом специфики каждой отрасли. Наши арендные решения помогают клиентам экономить капитальные затраты и повышать эффективность их бизнеса. Среди заказчиков «Аггреко» в Азербайджане – BP, Baku Shipyards, Caspian Shipyards и т.д. Кроме того, компания «Аггреко» обеспечивала энергоснабжение 16 объектов спортивных объектов во время Первых Европейских Игр в Баку в 2015 году.

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General Manager for Georgia,
Ukraine, Turkey and Azerbaijan
Ridvan Ozer

Генеральный менеджер по Грузии,
Украине, Турции и Азербайджану
Ридван Озер

G O L D E N M E M B E R

**AzMetco JSC**

About the company: AzMetco Public Corporation is a specialized company, which since 1981 has been performing maintenance on adjustment, repair, installation and calibration of metering and remote-control systems, appliances and equipment used in oil, gas and chemical industry.

AzMetco covers a large operating area of the South Caucasus (Azerbaijan, Georgia) and Turkey, performing these service works on SOCAR oil terminals and BP export pipelines – Sangachal, Supsa, Ceyhan.

AzMetco passed an appropriate accreditation in the Azerbaijan Accreditation Center for AZS ISO/IEC 17025 standard and is capable of performing the abovementioned operations. The Company has also got an accreditation from the National Institute of Metrology of the Kingdom of the Netherlands in ISO/IEC 17025 standard "Common requirements for the competence to carry out tests or calibrations".

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Chairman of the Board of Directors:
Shukur Aghazada

Председатель Совета
Директоров:
Шукюр Агазаде

О компании: Открытое акционерное общество AzMetco - специализированное предприятие, с 1981-го года выполняет сервисные работы по наладке, ремонту, монтажу и калибровке измерительных и телемеханических систем, приборов и оборудования, применяемых в нефтяной, газовой и химической промышленности.

AzMetco охватывает большое рабочее пространство Южного Кавказа (Азербайджан, Грузия) и Турции, выполняя эти сервисные работы на нефтяных терминалах ГНКАР и экспортных трубопроводах BP в Сангачалах, Супсе и Джейхане.

Для выполнения указанных работ AzMetco имеет соответствующую область аккредитации Центра Аккредитации Азербайджана по стандарту AZS ISO/IEC 17025 и Национального Института Метрологии Королевства Нидерландов по международному стандарту ISO/IEC 17025 «Общие требования к компетентности испытательных и калибровочных лабораторий».

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G O L D E N M E M B E R

**Bon Accord Engineering
Supplies (Caspian) Ltd**

About the company: Bon Accord Engineering Supplies Ltd. was established in 1997 to provide services and support to the energy related industries. Based in Baku, Azerbaijan the company is one of the main stockholders and suppliers of fluid piping material including Pipes (Carbon Steel, Stainless Steel, Duplex and Super Duplex, etc), Fittings, Flanges, Valves, Gaskets, Pipe Supports and bolting material in Caspian region. In May 2005, the company became a part of Group Genoyer, a world-wide leading manufacturing and supply company in fluid piping equipment. Group Genoyer is the owner of well known manufacturing brands: MGI, Munro & Miller, Vilmar, Wilhelm Geldbach. In 2007 Integrated Management System (certification ISO 9001, ISO 14001 and OHSAS 18001) was implemented in BAES.

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URL: www.genoyer.com



General Manager:
Ilgar Akhundov

Генеральный менеджер:
Ильгар Ахундов

О компании: Bon Accord Engineering Supplies Ltd (BAES) была основана в 1997г. для оказания и обеспечения услуг в энергетической сфере. Бакинское представительство компании является одним из главных поставщиков в каспийском регионе трубопроводного оборудования для транспортировки жидких углеводородов, включая трубы (из углеродистой стали, нержавеющей стали, из материалов Duplex и Super Duplex и т.д.), фитинги, фланцы, вентили, уплотнители, опоры для труб. В мае 2005 года компания стала частью группы Genoyer - международной компании-производителя и поставщика трубопроводного оборудования. Группа Genoyer является владельцем известных производственных брендов, таких как MGI, Munro & Miller, Vilmar, Wilhelm Geldbach. В 2007 году в компании была внедрена интегрированная система менеджмента (ISO 9001, ISO 14001 и OHSAS 18001).

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G O L D E N M E M B E R

НОВЫЕ
Технологии

New technologies JSC

АО «Новые технологии»

About the company: New technologies JSC is the service engineering company providing technical services in the field of oil and gas transportation, welding-assembling works (making pipeline junctions, based on nonstop operation); in-line pipes diagnostics and extension of pipelines' lifetime.

Also, we provide services for cleaning and repair of containers, vessels and railway cisterns; as well as processing and recycling of oil sludge (from soil).

We keep the leading positions in the field of "hot tapping" works on existing pipelines upon their repair, building and re-construction; as well as in highly effective chemical cleaning of pipelines.

Our emerging business areas are as follows: production of modular complexes for processing of associated gas, seawater desalination and cleaning of produced water.

We operate both in the RF and Eurasian Economic Union territory.

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General Director:
Rafis Muhametshin

Генеральный директор:
Рафис Мухаметшин

О компании: АО «Новые технологии» - сервисная инженерная компания, специализирующаяся на оказании технических услуг, СМР (в т.ч. по безостановочной врезке в трубопроводы), по реконструкции, капитальному ремонту, очистке (механическая и химическая), внутритрубной диагностике и повышению надежности трубопроводов. Также компания предоставляет услуги по механизированной очистке РВС и ремонту РВС, очистке и утилизации замазученного грунта.

Мы входим в число лидеров нефтегазового рынка в области работ по безостановочной врезке на действующих трубопроводах при их ремонте, строительстве и реконструкции, в области высокоэффективной химической очистки внутренней полости трубопроводов.

Перспективными направлениями деятельности компании являются производство блочно-модульных комплексов для переработки попутного газа, опреснения морской воды и очистки пластовых вод.

География проведенных работ АО «Новые технологии» обширна и охватывает как территорию России, так и Евразийского экономического союза.

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G O L D E N M E M B E R

Eastern Chemical
Company-Baku LLCООО «Восточная Химическая
Компания-Баку»

About the company: Eastern Chemical Company – Baku LLC., operating since 2010 is considered to be one of the largest traders of chemical products in Azerbaijan. The enterprise specializes on sale of products of chemical plants.

The corporation supplies all sorts of caustic soda, synthetic and inhibited hydrochloric acid, soda ash of brands A and B, sulfuric and nitric acid, formaldehyde, ammonia, ammonia derivatives and many other chemical goods to Azerbaijan. ECC LLC is developing dynamically, regularly increasing the range of its products and expanding the markets. Additionally, a branch firm exists in Georgia providing its service to local customers. We ensure the optimum service and fastest delivery of chemicals thanks to assets like the abundant stock and spacious auto park owned by the organization.

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Founder:
Sevdha Yusubova

Учредитель:
Севда Юсубова



Deputy Director:
Jamil Guliyev

Заместитель
директора:
Джамиль Гулиев

О компании: ООО «Восточная Химическая Компания - Баку», созданная в 2004 году является сегодня одним из крупнейших трейдеров химической продукции на азербайджанском рынке. Компания специализируется на импорте продукции химических заводов России в регион.

Сегодня компания поставляет в Азербайджан и Грузию все виды каустической соды, кислоту соляную (синтетическую и ингибированную), кальцинированную соду марки А и Б, серную и азотную кислоты, формалин, аммиачную воду, перекись водорода и многие другие химические продукты.

Компания владеет собственным автопарком и крупной базой для складирования.

Наша главная цель - предоставление высокого уровня обслуживания заказчикам.

Компания динамично развивается, постоянно увеличивая ассортимент поставляемой продукции и расширяя рынки сбыта.

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G O L D E N M E M B E R



SOCAR Polymer LLC

About the company: SOCAR Polymer LLC is a petrochemical company incorporated on July 16, 2013. It was established on a Public-Private-Partnership basis with the involvement of SOCAR and Pasha, Gilan and Azersun Holdings.

The Project consists of construction of two facilities for production of 200KT of Polypropylene ("PP") and 120KT of High Density Polyethylene ("HDPE") within Sumgait Chemical Industrial Park. PP production will start in 2017 and HDPE in 2018.

More than 70% of the production volume will be exported to the Western and Central Europe, as well as Turkey and Russia. The rest is planned to have import replacement effect for domestic market.

Leading global engineering companies, such as Fluor and Tecnimont, are engaged in the project to set international practices and methodologies for project management.

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General Manager:
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Генеральный директор:
Фарид Джафаров



Deputy General Manager:
Emil Eminov

Заместитель
генерального директора:
Эмиль Эминов

О компании: ООО «SOCAR Polymer» является нефтехимической компанией, зарегистрированной 16 июля 2013 года. Компания была создана на основе государственно-частного партнерства, с привлечением SOCAR и холдингов Pasha, Gilan и Azersun.

Проект включает в себя строительство двух объектов для производства 200 кт полипропилена и 120 кт полиэтилена высокой плотности на территории Сумгайитского химико-промышленного парка. Производство полиэтилена начнется в 2017 году, а полиэтилена высокой плотности в 2018 году.

Более 70% объема производства будет экспортироваться в Западную и Центральную Европу, а также в Турцию и Россию. Планируется, что остальной объем будет способствовать импортозамещению на внутреннем рынке.

Ведущие мировые инженеринговые компании, такие как Fluor и Tecnimont, вовлечены в проект, с целью создания международной практики и методологии управления проектом.

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G O L D E N M E M B E R



ASE EXPRESS & OCS, DSV

About the company: The ASE EXPRESS & OCS, DSV Company has been operating in the cargos transportation market of Azerbaijan since 1994 as a representative of Turkish and Japanese transport companies: ASE Express and OCS overseas courier service. ASE EXPRESS performs timely delivery of goods from Western and Eastern Europe, Central and South-East Asia, North and South America to any points in Azerbaijan as well as arranges a full range of relative services starting from cargo consolidation and insurance right up to customs registration. The company provides air transportation of small freights and cargoes within loading gauges (from door to door and to airport), express-delivery of all types of consignments and documents all over the world, cargo transportation in trucks, customs clearance, warehousing and booking of cargo, as well as control throughout the whole route. ASE EXPRESS & OCS, DSV also offers its customers private air transportation.

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Managing Director
Baku branch office:
Rashad Abasov

Управляющий
Директор
Бакинского офиса:
Рашад Абасов

О компании: Компания «ASE EXPRESS & OCS, DSV» осуществляет свою деятельность на рынке грузоперевозок Азербайджана с 1994 года, является представителем турецких и японских транспортных компаний - ASE EXPRESS, OCS и DSV. Компания обеспечивает своевременную доставку товара из Западной и Восточной Европы, Центральной и Юго-Восточной Азии, Северной и Южной Америки в любую точку Азербайджана и организует полный спектр сопутствующих услуг: от консолидации грузов и страхования до таможенного оформления. Компания предоставляет авиа-перевозки мелких и габаритных грузов "от двери до двери и до аэропорта", экспресс-доставку всех видов грузов и документов по миру, грузоперевозки на фурах в режиме "сборных грузов", таможенную очистку, складирование и бронирование груза, контроль на протяжении всего пути следования. «ASE EXPRESS & OCS, DSV» предлагает клиентам также частные авиаперевозки с выделением отдельного транспорта.

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Caspian Marine Services Limited

About the company: The CMS branch office started operating in Azerbaijan early in 2006. CMS provides a professional ship management services in a competent manner. Realizing the necessity of meeting customers' demands, the Company is committed to continual improvement of its services quality and effectiveness of its management system. In its work CMS is always applying the best industry practices and striving to maintain high standards across all aspects of the business. The Company has introduced a fully integrated safety, environmental and quality management system (SEQMS) verified by American Bureau of Shipping (ABS) against the ISO 9001, ISO 14001, OHSAS 18001 standards and the ISM Code.

It is Company's intent to maintain and continually improve the System, therefore SEQMS is a subject for regular external and internal auditing. The next strategic target for CMS is to achieve ISO 50001 certification to comply with the highest standards of energy management.

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Director:
Zamig Ismayilov

Директор:
Замиг Исмаилов

О компании: Азербайджанский филиал компании CMS начал свою деятельность в начале 2006г. CMS предоставляет профессиональные услуги по управлению морскими судами на должном уровне. Осознавая необходимость удовлетворения требований клиентов, компания привержена постоянному совершенствованию уровня предоставляемых услуг и эффективности системы управления. В своей деятельности CMS всегда применяет примеры наилучшего опыта в индустрии и стремится поддерживать высокие стандарты во всех аспектах своей деятельности. Компания внедрила систему комплексной безопасности, охраны окружающей среды и контроля качества (SEQMS), которая одобрена системой Американского Бюро Судоходства на соответствие стандартам ISO 9001, ISO 14001, OHSAS 18001 и Международному кодексу по управлению безопасностью.

Цель Компании - поддерживать и постоянно совершенствовать Систему, поэтому SEQMS является предметом регулярного внешнего и внутреннего аудита. Следующей стратегической целью CMS является достижение сертификации ISO 50001 в соответствии с самыми высокими стандартами управления энергопотреблением.

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The International Bank of Azerbaijan

Международный Банк Азербайджана

About the company: The International Bank of Azerbaijan is a universal state-owned bank, applying most advanced technologies to provide a wide range of high-quality banking services to the customers.

The bank started its activity on Jan. 10, 1992 and today is the largest in the South Caucasus region in terms of assets volume. IBA holds leading positions for the cashless payments turnover and its ATM network is the largest in Azerbaijan. The IBA is also a local leader in terms of the number of international payment systems that are Bank's partners. This partnership makes possible an introduction of innovative card products, worldwide services and privileges to the Bank's customers. Introduction of best practices in the banking sector, further strengthening of the market positions of the International Bank of Azerbaijan, the widespread use of innovative banking technologies are the main strategic goals of the new stage of the bank's development. By developing its e-commerce infrastructure, the IBA permanently promote the expansion of non-cash payments in the country.

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Acting Chairman of the Board:
Abbas Ibrahimov

Исполняющий обязанности
Председателя Правления:
Аббас Ибрагимов

О компании: Международный Банк Азербайджана - это универсальный государственный Банк, предоставляющий своим клиентам широкий и инновационный ассортимент высококачественных банковских услуг.

Банк основан 10 января 1992 года и на сегодняшний день является крупнейшим банком Южного Кавказа по размеру активов. Международный Банк Азербайджана также является лидером рынка страны по числу международных платежных систем-партнеров, безналичным операциям и охвату банкоматной сети. Основываясь на это Банк предлагает своим клиентам широкий выбор карточных продуктов и преимуществ, воспользоваться которыми можно в любой точке мира. Внедрение передового опыта в банковской сфере, дальнейшее укрепление рыночных позиций, широкое использование инновационных банковских технологий являются основными стратегическими целями Международного Банка Азербайджана. Банк постоянно развивает инфраструктуру электронного банкинга с целью расширения объема безналичных платежей в стране.

Адрес: Азербайджан, AZ1005, Баку, ул. Низами, 67
Тел.: (+994 12) 493 00 91; Информационный Центр: 937
Факс: (+994 12) 493 40 91
E-mail: info@ibar.az
URL: www.ibar.az

G O L D E N M E M B E R

**A-GROUP Insurance Company****Страховая компания A-GROUP**

About the company: A-Group is one of the largest companies in the insurance market of Azerbaijan. Company was founded in 1995 and currently offers 14 types of voluntary insurance. Covering such fields as property, vehicle, cargo and liability insurance A-Group is regarded as a true leader in the health insurance market. Medical Department of Insurance Company is represented by highly qualified professionals; so far Insurance Company has been holding leadership in the field of medical insurance for several years by now. The Company is proud of the list of its customers, including famous international and national enterprises. The daily amount of insurance payments to the clients of A-Group is more than \$20,000! A-Group Insurance Company repeatedly assured compliance of its management system to ISO 9001 international standard. A-Group works hard towards provision of services corresponding to the highest standards to maintain its unexceptionable business reputation gained through years of activity. A-Group constantly works in the direction of acquiring new fields of business (activity) and professional development of its staff. A-Group policy holder benefits from the highest standards of personal service!

Address: 87 R. Behbudov Street., Baku, Azerbaijan
Tel: * 0909
E-mail: insurance@a-group.az
URL: www.a-group.az



Chairman of the Supervisory Board: **Sabir Adnayeve**

Председатель
Наблюдательного Совета:
Сабир Аднаев



Chairman of Board: **Anar Bayramov**

Председатель
Правления:
Анар Байрамов

О компании: СК A-Group, является одной из крупнейших компаний на страховом рынке Азербайджана, которая успешно ведёт свою деятельность с 1995 г. Работая в сфере страхования имущества, автотранспорта, страхования грузов, ответственности, СКА-Group является лидером в области медицинского страхования. Компания гордится представительным списком своих клиентов, который включает известные международные и национальные компании. Объем ежедневных выплат застрахованным лицам превышает \$20 тыс. СК ежегодно подтверждает соответствие компании международному стандарту качества ISO 9001. Дорожа безупречной деловой репутацией, сформированной на протяжении многих лет, СК стремится выполнять все свои обязательства на самом высоком уровне. A-GROUP постоянно совершенствует свою деятельность в плане освоения новых сфер страхования, а также в плане профессионального роста своих сотрудников. A-Group дорожит своими клиентами, и своей основополагающей задачей считает сохранение их доверия!

Адрес: Азербайджан, г. Баку, ул. Р. Бейбутова, 87
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URL: www.a-group.az

G O L D E N M E M B E R

**Qala Life Insurance Company OJSC**

About the company: Qala Life Insurance Company OJSC has been operating at the insurance market of Azerbaijan since November 30, 2010. Over the years of operation, the Company gained a positive image of a stable, reliable and responsible partner in the modern insurance market. The Company is the member of Bureau for Mandatory Insurance and the American Trade Chamber (AMCHAM). The only reinsurance company of Azerbaijan 'AzRe Reinsurance' is the founder of Qala Life. The authorized stock of the IC is 12, 870, 000 manats. Qala Life IC is the first insurance company which received an open-ended license for life insurance.

Qala Life Insurance Company provides services on voluntary (6 products) and mandatory types of insurance.

Address: 42 A Tbilisi avenue, AZ 1122, Baku, Azerbaijan
Tel. / Fax: (+994 12) 404 77 74
Call Centre: 1540
E-mail: office@qala.az
URL: www.qala.az



Chairman of the Board of Directors:
Kamal Ibrahimov

Председатель Совета директоров:
Кямал Ибрагимов

О компании: Страховая компания «Qala Həyat» Sığorta Şirkəti ASC функционирует на страховом рынке Азербайджана с 30-го ноября 2010-го года. За годы своей деятельности компания завоевала позитивный имидж стабильного, надёжного и ответственного партнёра на современном страховом рынке. Является членом Бюро по обязательному страхованию (ISB), Американской торговой палаты (AMCHAM). Учредителем страховой компании «Qala Həyat» является единственная перестраховочная компания в Азербайджане «AzRe Reinsurance». Уставной капитал СК компании составляет 12 870 000 манат. СК «Qala Həyat» является первой страховой компанией в своём секторе, которая получила бессрочную лицензию по страхованию жизни.

Страховая компания «Qala Həyat» предоставляет услуги по обязательному и по добровольным видам (6 продуктов) страхования.

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Горячая линия: 1540
E-mail: office@qala.az
URL: www.qala.az



MEGA INSURANCE

«Mega Insurance» OJSC

ОАО Страховая Компания «МЕГА»

About the company: Founded in 2010, «Mega Insurance» OJSC is one of the leaders of the insurance market of Azerbaijan due to professional approach, high level of reliability, quality of services, wide range of insurance products offered to individual and corporate customers, as well as the implementation of the advanced international management systems.

In order to fulfill the Company's strategy directed to the transparency of its activity, high financial stability, rapid development, «Mega Insurance» OJSC annually passes the audit by world leading audit companies in accordance with the International Financial Reporting Standards (IFRS) and has introduced the Quality Management System in accordance with the ISO 9001 international standard, confirmed by SGS.

In order to ensure prompt response to customer requests, besides offices in Baku, Mega Insurance Company has also branch and representative offices network in various regions of Azerbaijan.

Address: 19A A.Rajabli Street, Baku, AZ 1052, Azerbaijan
Tel.: (+994 12) 565 32 32
Fax: (+994 12) 565 45 05
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URL: www.meqasigorta.az



Chairman of the Board of Directors:
Yashar Gurbanov

Председатель Совета Директоров:
Гурбанов Яшар



Chairman of the Management Board:
Sevinj Gulmaliyeva

Председатель Правления:
Гюльмалиева Севиндж

О компании: Страховая Компания «МЕГА», основанная в 2010 году, благодаря профессиональному подходу, высокому уровню надежности, качественному обслуживанию, широкому перечню предлагаемых страховых услуг как юридическим, так и физическим лицам, а также внедрению передовых международных систем управления, является одним из лидеров страхового рынка Азербайджана.

С целью реализации стратегии Компании, направленной на обеспечение прозрачности своей деятельности, высокой финансовой устойчивости, ускоренный рост, Страховая Компания «МЕГА» ежегодно проходит аудит финансовой отчетности со стороны ведущих мировых аудиторских компаний в соответствии с Международными Стандартами Финансовой Отчетности (IFRS), а также внедрила Систему Менеджмента Качества в соответствии с международным стандартом ISO 9001, подтвержденным компанией SGS.

Для оперативного реагирования на запросы клиентов, Компания, помимо офисов в Баку, имеет сеть филиалов и представительств в различных регионах Азербайджана.

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URL: www.meqasigorta.az



NABUCCO A & C

NABUCCO A&C

About the company: "NABUCCO A&C" is the official and exclusive partner-constructor of the Swedish company "ASTRON BUILDINGS" within the whole territory of Azerbaijan. The company holds a leading position in the field of construction. Building quickly, easily and reliably are the main words when characterizing the work of the company NABUCCO A&C. We highly appreciate the trust and time of our partners and clients. NABUCCO A&C is currently operating successfully in several important directions.

Our primary activity:

- design, production, delivery and assembling of industrial and commercial buildings made of steel;
- industrial buildings, cold-storage warehouses and logistics terminals, trade centers, sport complexes, automobile sales centers, parking lots, offices, hotels, clinics, schools and kindergartens, manege, aircraft hangars, wagon depot;
- production centers in Diekirch (Luxemburg), Přerov (Czechia), Yaroslavl (RF);
- quality control system has been certified with ISO 9001:2008, BERITAS Bureau.

Address: 34 Building, 1058 Tbilisi Avenue, Baku, AZ1102, Azerbaijan
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E-mail: info@nabucco.az
URL: www.nabucco.az



General Director of
Nabucco Architecture
and Construction:
Kamaleddin Mansimov

Генеральный директор
ООО "Набукко Архитекче
& Констракшен":
Камаледдин Мансимов

О компании: "NABUCCO A&C" является официальным и эксклюзивным Партнёр-Строителем шведской компании "ASTRON BUILDINGS" на всей территории Азербайджана. Компания занимает лидирующее положение в сфере строительства. Главные слова, которыми можно охарактеризовать работу компании "NABUCCO A&C" - строить быстро, легко и надежно. Мы высоко ценим доверие и время наших партнеров и клиентов. На данный момент компания "NABUCCO A&C" успешно осуществляет свою деятельность сразу по нескольким важным направлениям.

Основная наша деятельность:

- проектирование, производство, доставка и монтаж полнокомплектных стальных зданий промышленного и коммерческого назначения;
- промышленные здания, холодильные склады и логистические терминалы, торговые центры, спортивные комплексы, автосалоны, паркинги, офисы, отели, клиники, школы и детские сады, манежи, авиа ангары, вагонные депо;
- производственные центры в Дикирхе (Люксембург), Пшерове (Чехия), Ярославле (РФ);
- система управления качества сертифицирована по ISO 9001:2008, Бюро ВЕРИТАС.

Адрес: Азербайджан, AZ1102, г.Баку, Тбилисский пр., 1058, д.34
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E-mail: info@nabucco.az **URL:** www.nabucco.az

G O L D E N M E M B E R



North West Construction LLC

ООО «North West Construction»

About the company: Since its establishment in 2007, North West Construction LLC (NWC) has developed into a modern construction and engineering company with a record of complex and state-of-the-art projects implemented in Azerbaijan and abroad.

Some of the prominent projects in NWC's portfolio, among others, include Tovuz Road Construction, Tovuz Irrigation and Water Distribution Systems Pipeline, Ganja Mall, Bravo Hypermarkets and Bravo Distribution Warehouse, Sumgait Tobacco Factory. NWC also participated in Port Baku Towers, Port Baku Residence, Baku White City-Knights Bridge (Residential-Complex), Baku Boulevard Hotel, Baku Intourist Hotel, Pik Palace Shahdag Hotel projects.

NWC's expertise includes construction and engineering of industrial facilities, multifunctional buildings and complexes, roads, bridges, tunnels and other transportation infrastructure as well as water and sewage systems. NWC also provides project management services.

Address: Port Baku Towers, 7th floor, 153 Nefchilar Avenue, Baku, Azerbaijan

Tel: (+99412) 404 88 22, (+99412) 555 50 90

E-mail: office@nwconstruction.com

URL: www.nwconstruction.com



Chairman of the
Management Board:
Elchin Badalov

Председатель Правления:
Эльчин Бадалов

О компании: С момента учреждения в 2007 году ООО «North West Construction» (NWC) развилась в современную строительно-инженеринговую компанию с опытом реализации комплексных и современных проектов в Азербайджане и за его пределами.

Портфолио NWC, среди прочих, включает такие крупные проекты как: Строительство дороги в г. Товуз, Оросительно-распределительная система в г. Товуз, Торгово-Развлекательный центр в г. Гянджа, Гипермаркеты «Bravo» в г. Баку и Логистический Центр «Bravo» в п. Локбатан, Табачная Фабрика в г. Сумгаит. NWC также участвовала в реализации таких проектов как: Бизнес Центр «Port Baku Towers», Жилой Комплекс «Port Baku», Жилой Комплекс «Knights Bridge» – (Баку, White City), Boulevard Hotel Baku, Intourist Hotel Baku, Pik Palace Shahdag Hotel и т.д.

Инженерно-строительный опыт NWC охватывает промышленные объекты, многофункциональные здания и комплексы, дороги, мосты, тоннели и другие объекты транспортной инфраструктуры, системы водоснабжения и канализации. Кроме того NWC предоставляет услуги по управлению проектами.

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Тел: (+99412) 404 88 22, (+99412) 555 50 90

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URL: www.nwconstruction.com

G O L D E N M E M B E R



Brücke GmbH



Founder:
Mursal Rustamov

Учредитель:
Мурсал Рустамов



Founder & Executive Director:
Dmitrij Anzupov

Учредитель, Исполнительный директор: **Дмитрий Анцупов**



Regional Director:
Daria Buriachenko

Региональный директор:
Дарья Буряченко

About the company: Brücke GmbH is a developing company that is committed to the European leadership in the field of business education. Our people, our goals and our passion constitute the core of our success!

Brücke GmbH strives to provide knowledge and experience essential for our clients, eliminate borders for information exchange that will allow to reach new heights in life and business.

Clients! The customer is the core of everything! We do our best to make customers "stronger". It is the only way in which we can become "stronger" too!

Progress! To act, to create, to change, to fight on, to overcome the circumstances, to win is indispensable part of our growth!

Creativity! This engine should always be working! Our fuel is thinking that is produced by the pleasure of life and work. It is two halves of the whole.

Our Services:

MASTER CLASS EXPERTS: Open Event / One day / 200 - 500 Participants

EDUCATIONAL TRIPS: Traveling Abroad / 4-7 Days / 20-50 Participants

BUSINESS CONFERENCES: Open Event / 1-3 Days/ 350-600 Participants

CORPORATE TRAININGS: Closed Event/1-2 Days/ Employees of the Company

Presentation about Brücke GmbH: <http://bit.ly/2ttT4hS>

Address: Danziger Platz 2-4, 60314 Frankfurt am Main, Germany

Tel.: +49 (0) 69 40 80 78 70; +49 (0) 69 96 75 86 09

Fax: +49 (0) 69 40 80 78 56

Email: da@bruecke-gmbh.de, dv@bruecke-gmbh.de

URL: <http://www.bruecke-gmbh.de>

О компании: Brücke GmbH - развивающаяся компания, которая стремится к европейскому лидерству в сфере делового обучения. В основе нашего успеха - наши люди, наши цели, наша увлеченность!

Brücke GmbH – стремится предоставлять нашим Клиентам знания и опыт, устраняя границы в обмене информацией, позволяя достигать новых вершин в жизни и бизнесе.

Наши клиенты! Мы делаем все, чтобы наши клиенты становились "сильнее", только так мы сможем стать "сильнее" сами!

Движение вперед! Действовать, создавать, меняться, сражаться с обстоятельствами, побеждать – неотъемлемые составляющие нашего роста!

Креативность! Этот двигатель должен работать всегда! Наше топливо – мышление, рожденное в удовольствии от работы и жизни, что является для нас одним целым!

Наши Сервисы:

Мастер-класс эксперта: Открытое мероприятие/Один день/200-500 участников

Образовательные поездки: Путешествия за рубежом /4-7 дней/20-50 участников

Бизнес-конференции: Открытое мероприятие/1-3 дня/350-600 участников

Корпоративные тренинги: Закрытое мероприятие/1-2 дня /сотрудники компании

Презентация о Brücke GmbH: <http://bit.ly/2ttT4hS>

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G O L D E N M E M B E R

**Caspian Event Organisers LLC****ООО «Caspian Event Organisers»**

About the company: Caspian Event Organisers LLC offers wide range of services for congresses, conferences and meetings including planning, project organisation and on-site management. The Company is providing services in organisation of participation at exhibitions, running advertising campaigns, accommodation services, organising official ceremonies, gala dinners, cocktail receptions, sightseeing tours, sport events and other services.

Possessing more than a 15-year experience, our PCO team gained the trust of the governmental bodies, international organisations and corporations from around the world.

Among organized events noteworthy are the 48th Asian Development Bank Annual Meeting, 'Arts and Jewels of the World' Exhibition, Azerbaijani International 'Sustainable Development and Corporate Social Responsibility' Conference, Azerbaijan International Exhibitions - ADEX, Caspian Agro, Bakutel, Caspian Ecology, Education, as well as Internet Governance Forum, OIC member states' Labour Ministers Meeting, SOCAR OGPC Forum, Eurovillage and others.

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Fax: (+994 12) 447 85 58
E-mail: office@ceo.az
URL: www.ceo.az



Executive Director:
Bahruz Hidayatzadeh

Исполнительный
 директор:
Бахруз Гидаятзаде

О компании: ООО «Caspian Event Organisers» предлагает широкий спектр услуг по проведению конгрессов, конференций и встреч, включая планирование, подготовку проекта и управление на месте. Компания оказывает услуги по организации участия в выставках, проведению рекламных кампаний, размещению в гостиницах, организации официальных церемоний, торжественных ужинов, коктейльных приемов, экскурсий, спортивных мероприятий и многое другое.

Обладая более чем 15-летним опытом команда профессиональных конгресс-организаторов (PCO) заслужила доверие государственных органов, международных организаций и корпораций по всему миру.

Среди организованных мероприятий: 48-й Съезд АБР, Выставка «Arts and Jewels of the World», Азербайджанская Международная Конференция «Устойчивое Развитие и Корпоративная Социальная Ответственность», Азербайджанские Международные Выставки - ADEX, Caspian Agro, Bakutel, Caspian Ecology, Education, а также форум по управлению интернетом IGF, Конференция министров труда 33 стран-членов Организации Исламского Сотрудничества, SOCAR OGPC Форум, Eurovillage и другие.

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E-mail: office@ceo.az **URL:** www.ceo.az

G O L D E N M E M B E R



Iteca Caspian LLC /
ITE Group PLC

About the company: Iteca Caspian LLC organises many of the largest exhibitions and conferences in the Caspian region and is a partner of ITE Group plc, one of the world's leading event organisers. The company, established in 2000, holds over 20 exhibitions and conferences in Azerbaijan every year covering the following industries: Oil and Gas, Construction, Travel and Tourism, Hospitality, Transport, Road Infrastructure, Food Industry, Packaging, Power and Alternative Energy, Healthcare, Health and Beauty, Stomatology, Security and Safety, Heating and Ventilation.

Iteca Caspian's events hold UFI 'Approved Event' status following annual audits, including Caspian Oil & Gas, WorldBuild Baku, WorldFood Azerbaijan, BIHE and AITF - testifying to the high standards of the events and the reliability of their statistics. All exhibitions are officially supported by institutions within the Azerbaijan Government.

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Director:
Farid Mammadov

Директор:
Фарид Мамедов

О компании: Компания Iteca Caspian LLC – организатор крупнейших выставок и конференций Каспийского региона, партнер одного из ведущих организаторов выставок и конференций компании ITE Group PLC, была основана в 2000 г. Iteca Caspian ежегодно организует более 20 выставок и конференций в Азербайджане. Портфолио выставок включает: Нефть и Газ, Строительство, Туризм и Путешествие, Индустрия Гостеприимства, Транспорт, Дорожная Инфраструктура, Пищевая Промышленность, Упаковка, Энергетика и альтернативная энергия, Здравоохранение, Красота и Здоровье, Стоматология, Охрана и Безопасность, Отопление и Вентиляция.

Проводимые в Азербайджане выставки проходят ежегодный аудит уровня организации со стороны Всемирной ассоциации выставочной индустрии UFI. Знак «Одобрено UFI» были присвоены выставкам: Caspian Oil & Gas, WorldBuild Baku, WorldFood Azerbaijan, BIHE, AITF, что свидетельствует о высоком организационном уровне и подтверждает достоверность статистики. Выставки официально поддерживаются Азербайджанскими Государственными структурами.

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E-mail: office@iteca.az
URL: www.iteca.az

G O L D E N M E M B E R



AZPRINT LLC

OOO AZPRINT

About the company: "Azprint" company began operating in 2005 as a printing house. Since its foundation, the company has been providing services for the design and printing of catalogs, calendars, brochures, diaries, magazines, booklets, business cards, and other printed products. It has always been distinguished by its high-quality services, reasonable prices and prompt service to its clients. In 2010, "Azprint" expanded the range of services provided and is now also engaged in the preparation of street advertisements, lightboxes, vinyl stickers, and letters with or without special lighting. As a continuation of these works, in 2016 "Azprint" began selling promo and textile products. It is the official representative of the Turkish company "Lara Tekstil Promosyon" in our country. In addition, the company, providing graphic design, interior and exterior design services, has cooperated with more than 500 companies for 14 years of its activity and become one of the most experienced and leading companies in its field.

Address: Nizami district, 1b, M. Sharifli Street,
Baku, AZ 1002, Azerbaijan
Telephone: (+99412) 421 11 11
Mobile: (+99450) 500 54 04
Email: info@azprint.az
URL: www.azprint.az

О компании: Компания "Azprint" начала свою деятельность в 2005 году как типография. С момента своего основания компания предоставляет услуги по дизайну и печати каталогов, календарей, брошюр, ежедневников, журналов, буклетов, визиток и другой печатной продукции. "Azprint" всегда отличался качественными услугами, приемлемыми ценами и оперативным обслуживанием своих клиентов. В 2010 году компания расширила зону предоставляемых услуг и сейчас также занимается приготовлением уличных реклам, lightbox-ов, виниловых наклеек, букв с особой подсветкой или без. В качестве продолжения этих работ в 2016 году "Azprint" начала продажу промо и текстильной продукции. Является официальным представителем турецкой компании "Lara Tekstil Promosyon" в Азербайджане. Компания на протяжении 14 лет предоставляющая услуги по графическому дизайну, дизайну интерьера и экстерьера, сотрудничала с более чем 500 компаниями и стала одной из самых опытных и ведущих компаний своего сектора.

Адрес: AZ 1002, Низаминский район, ул. М.Шарифли 1б,
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Моб.: (+99450) 500 54 04
Email: info@azprint.az
URL: www.azprint.az



Founder, director:
Saida Gasimova

Учредитель и директор:
Саида Гасимова

EQUIPMENT SUPPLIES

G O L D E N M E M B E R



Atena Group CJSC

АОЗТ «Atena Qrup»

About the company: Atena Group CJSC was established in November 1992. The Company entered a new stage of development within the framework of the State programme for the social and economic development of the regions of the Azerbaijan Republic launched in 2010. Such subsidiaries as ATENA LLC, ATENA AGRO LLC were established.

ATENA LLC is the most powerful milk processing enterprise built with the latest technology and processing about 250 tonnes of milk per day. All ATENA products undergo about 100 types of analyses, of which 98 apply to milk. There are 4 labs operating in the plant, accredited by the state and aimed at maintaining the milk quality.

ATENA is one of the active participants of the "Made in Azerbaijan" brand development and export mission of the country.

Along with its own development, ATENA Group CJSC is involved in social-economic development of the country and the region as a whole.

Address: 25 Building, Ahmad Rajabli Street, Baku, AZ1075, Azerbaijan
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Fax: (+994 12) 404-99-86
E-mail: info@atenagroup.az
URL: www.atena.az

О компании: АОЗТ «Atena Qrup» создано в ноябре 1992 года. В рамках государственной программы социально-экономического развития регионов Азербайджанской Республики в 2010 году Компания вступила в новый этап развития. Были созданы такие дочерние предприятия, как ООО «ATENA» и ООО «ATENA AQRO».

ООО «ATENA» - самое мощное молокоперерабатывающее предприятие, построенное по самым последним технологиям, где перерабатывается около 250 тонн молока в сутки. Над всеми продуктами «ATENA» проводятся около 100 видов анализов, из которых 98 применяются только к молоку. На заводе действуют 4 аккредитованные государством лаборатории, нацеленные на обеспечение и поддержание качества молока.

«ATENA» является одним из активных участников развития бренда – «Made in Azerbaijan» и экспортной миссии страны.

Наряду с собственным развитием, АОЗТ «ATENA QRUP» участвует в социально-экономическом развитии страны и региона в целом.

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E-mail: info@atenagroup.az
URL: www.atena.az



Chairman of the Board of
Directors:
Ganbar Suvanverdiyev

Председатель совета
директоров:
Ганбар Суванвердиев

FMCG

G O L D E N M E M B E R



Good Food, Good Life

Nestlé Azerbaijan LLC

ООО «Нестlé Азербайджан»

About the company: Nestlé, the world's leading Health, Nutrition and Wellness Company, is committed to bringing good food and good life to consumers everywhere.

Nestlé's roots date back to 1866. In that year, Henri Nestlé, out of a desire to help address the high incidence of infant mortality, invented his Milk Food (Farine Lactée Nestlé), a milk-based infant cereal that was the world's first infant formula.

From those roots, Nestlé's product range has expanded to include over 8,000 different food products sold across five continents.

The Company's representative office - Nestlé Azerbaijan LLC was established on May, 2012.

Today, the company delivers the wide product range on the market of Azerbaijan: coffee and beverages, cocoa, culinary products, infant foods, chocolate products, breakfast cereals, pet foods and other products.

Address: "City Point" Business Center, 102A, Jalil Mammadguluzade Street, Baku, AZ1078, Azerbaijan
E-mail: contact@az.nestle.com
URL: www.nestle.com

О компании: «Нестле» — крупнейшая в мире компания-производитель продуктов питания и напитков, эксперт в области правильного питания и здорового образа жизни. Кредо «Нестле» — делать жизнь лучше, предлагая потребителям только качественные и полноценные продукты.

История «Нестле» уходит корнями в 1866г. Именно в том году Генри Нестле, решив побороть детскую смертность, изобрел молочную смесь Farine Lactée и приступил к ее производству.

С тех пор ассортимент продукции «Нестле» постоянно расширяется и в настоящее время насчитывает свыше 8000 торговых марок продуктов питания, которые знают потребители на всех пяти континентах.

Представительство компании - ООО «Нестlé Азербайджан» - было открыто в мае 2012г.

Сегодня компания поставляет на рынок Азербайджана широкий ассортимент продукции: кофе и кофейные напитки, какао, кулинарные продукты, детское питание, шоколадные изделия, готовые завтраки и другие продукты.

Адрес: Азербайджан, AZ1078, г.Баку, ул. Дж. Мамедгулузаде 102А, бизнес-центр «City Point»
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URL: www.nestle.com



General Director:
Anar Mammadov

Генеральный директор:
Анар Маммедов



Группа компаний «Вейселоглу»

"VEYSƏLOĞLU" Group of Companies

About the company: It was only Turkey from where "Veyseloglu" trade and distribution company, which started operating as a wholesale sales center in 1994, imported food products at first.

Developing year by year, "Veyseloglu" trade and distribution company has become a modern trade holding with a high service level.

The company has a head office, two branch offices and 9 regional offices. It also has a special railroad.

The Company is cooperating with representatives of food industry of large world countries such as Russia, Ukraine, Belarus, Germany, Latvia, Poland, Hungary, Denmark, Portugal, Italy, Vietnam and others. The Company is currently co-operating with 116 factories in over 20 countries of the world.

"Ulduz" chocolate factory started operating in 2001, which gave a strong impetus to the development of the confectionary and food products sector of Azerbaijan.

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URL: www.veyseloglu.az

О компании: Торговая и дистрибьюторская компания «Вейселоглу» начавшая свою деятельность в 1994 году как оптовый центр продаж, первое время импортировала продовольственные товары исключительно из Турции.

Развиваясь из года в год, торговая и дистрибьюторская компания «Вейселоглу» стала современным торговым холдингом с высоким уровнем обслуживания.

У компании, имеющей головной офис, два филиала и 9 региональных офисов, есть также специальная железная дорога.

Компания сотрудничает с представителями пищевой промышленности крупнейших стран мира, таких как Россия, Украина, Беларусь, Латвия, Германия, Польша, Венгрия, Дания, Португалия, Италия, Вьетнам и др. В настоящее время, компания сотрудничает со 116 фабриками в более 20 странах по всему миру.

В 2001 году начала деятельность шоколадная фабрика «Улдуз», что дало сильный толчок развитию отрасли кондитерских изделий и продуктов питания экономики Азербайджана.

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E-mail: info@veyseloglu.az
URL: www.veyseloglu.az



Adviser to President for Finance and
Strategic Development:
Ilgar Nuri

Советник президента по финансам и
стратегическому развитию:
Ильгар Нури

G O L D E N M E M B E R

G O L D E N M E M B E R



Lezzet Food Industry LLC

ООО «Леззет Гида Сенайе»

About the company: Established in 1995, Lezzet Food Industry LLC in the early years was engaged only in import and wholesale selling of food products. Soon the Company set up its activity in the two main directions (wholesale of fast-moving consumer products and in the sector of foodstuff production) and overcame a long development path. Over the past period, the Company established trade relations with a number of foreign and local firms, thereby extending its distribution network.

Starting its activity from sugar production, processing and packing of agricultural products, the Company gained serious success in this area and established an enterprise for sugar production, processing and packing of agricultural products.

Lezzet Food Industry LLC is taking direct part in all the activities carried out to develop the economy, increase the competitiveness of the national economy and integration into the world economic system.

The achievements of the Company were highly assessed by the officials of the country and the Autonomous Republic.

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E-mail: info@lezzet.az, info@nati.az

URL: www.lezzet.az, www.nati.az



Director of Lezzet Food Industry LLC:

Teymur Rzayev

Директор ООО «Леззет Гида Сенайе»:

Теймур Рзаев

О компании: Основанное в 1995 году, ООО «Леззет Гида Сенайе» в первые годы занималось только импортом и оптовой продажей пищевых продуктов, а вскоре после этого построило свою деятельность в двух основных направлениях – оптовая продажа товаров повседневного спроса и производство пищевых продуктов - и прошло большой путь развития. За прошедший период времени компания установила торговые связи с рядом иностранных и местных фирм, расширив свою дистрибьюторскую сеть.

Начав свою деятельность с производства сахара, обработки и пакетирования сельскохозяйственной продукции, компания добилась серьезных успехов в этой области и учредила предприятие «Производство сахара и обработка и пакетирование сельскохозяйственной продукции». ООО «Леззет Гида Сенайе» принимает непосредственное участие в мероприятиях, осуществляемых с целью развития экономики, повышения конкурентоспособности национальной экономики и интеграции в мировую хозяйственную систему.

Успехи компании были высоко оценены руководством страны и Автономной Республики.

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URL: www.lezzet.az, www.nati.az

G O L D E N M E M B E R



Babek «Sirab» OJSC

ОАО Бабек «Сираб»

About the company: The Sirab mineral water deposit is located in Sirab village of Babek district of the Nakhchivan Autonomous Republic. In 2003, the Sirab Mineral Water Plant was transformed into an Open Joint Stock Company.

Currently, the Sirab Mineral Water Plant is operating 4 shops with 7 production lines and producing 21 items of goods.

Sirab with the rich mineral composition is especially popular in Russia, Belarus, Ukraine, Iran, Iraq, Turkey, Kuwait, Qatar, Kazakhstan, China, Poland and the Baltic countries.

Since 2003, Sirab has earned 5 gold awards at the international exhibitions for its taste, quality and medicinal properties: "For high quality in business" (Geneva 2005); "XII Forum of food stuffs and drinks" (Ukraine 2009); XVIII International Exhibition "PRODEXPO 2011" (Moscow 2011); International Food Industry Exhibition (Kazakhstan 2011); XXV International Exhibition "PRODEXPO 2018" (Moscow 2018)

Address: Sirab village, Babek district, AZ6721, Nakhchivan AR

Tel.: (+99436) 554 01 61

Fax: (+99436) 541 81 13

E-mail: info@sirab.com

URL: www.sirab.com



Chairman of the Board:

Namig Novruzov

Председатель правления:

Намиг Новрузов

О компании: Месторождение минеральных вод «Сираб» находится на территории селения Сираб Бабекского района Нахчыванской Автономной Республики. В 2003 году завод минеральных вод «Сираб» был превращен в Открытое Акционерное Общество.

В настоящее время на заводе действуют 4 цеха, на которых установлены 7 технологических линий и производится продукция 21 наименования.

Богатая минералами вода «Сираб» пользуется особым успехом в России, Беларуси, Украине, Иране, Ираке, Турции, Кувейте, Катаре, Казахстане, Китае, Польше и странах Балтики.

С 2003 года на международных выставках «Сираб» удостоен 5 золотых наград за свой вкус, качество и лечебные свойства: «За высокое качество в бизнесе» (Женева, 2005); «XII Форум продуктов питания и напитков» (Украина, 2009); XVIII Международная выставка "PRODEXPO 2011" (Москва, 2011); Международная выставка пищевой промышленности (Казахстан, 2011); XXV Международная выставка «PRODEXPO 2018» (Москва, 2018)

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G O L D E N M E M B E R



BOULEVARD HOTEL

BAKU

AUTOGRAPH COLLECTION[®]
HOTELS

Boulevard Hotel Baku

About the company: Set along Baku's seafront promenade with close proximity to major city attractions, Boulevard Hotel Baku offers 818 comfortable bedrooms and suites. Being the largest conference hotel in Transcaucasia, Boulevard Hotel Baku features the finest facilities to suit a variety of occasions and functions of different sorts. Boulevard Hotel Baku offers one of the most comprehensive fitness and spa facilities with a 25-meter indoor swimming pool and state-of-the-art fitness facilities. Unique with its concept dining venues – Black City Cafe, Green House Kitchen and White City Bar & Lounge offer a diversified culinary experience.

Address: Khagani Rustamov street 4C, Baku, AZ1010, Azerbaijan**Tel.:** (+994 12) 310 00 10**Fax:** (+994 12) 310 00 11**E-mail:** boulevard.reservations@absheronhotelgroup.com**URL:** www.boulevardhotelbaku.com

General Manager:
Elshan Kurbanaliyev

Генеральный менеджер:
Эльшан Курбаналиев

О компании: Расположенный вдоль набережной города Баку в непосредственной близости к основным столичным достопримечательностям, Boulevard Hotel Baku предлагает 818 удобных спальных комнат и люкс-номеров.

Будучи самой крупной гостиницей в Закавказье, обладающей возможностями для проведения приемов, Boulevard Hotel Baku располагает самой приемлемой инфраструктурой для проведения различных мероприятий.

Boulevard Hotel Baku предлагает один из самых современных спа и фитнес-центров с 25-метровым закрытым бассейном и современным тренажерным залом. Различные виды кулинарии предлагаются в Black City Cafe, Green House Kitchen и White City Bar & Lounge, функционирующих в отеле.

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Barattson

About the company: Barattson provides assistance to students and professionals to reach goals in the field of professional education and career.

Company's services consist of four different segments: preparation for qualification exams in the field of finance, audit and accounting (ACCA, CIMA, CIA, CFA, FRM, DiplFR); conduction of training in the field of corporate business and people skills; teaching of computer skills; teaching of common and business English, preparation for IELTS, GMAT, GRE, SAT, TOEFL.

We are cooperating with such leading education companies as BPP LM, ACCA, IELTS, Pearson VUE: we are a Gold Member of ACCA, partner of CIMA, IELTS Test Centre, Pearson VUE Test Center, SAT Test Center, exclusive distributor of Becker, authorized distributor of BPP LM.

Address: 7th floor, Caspian Plaza 3, 44 Jafar Jabbarli street, Baku, AZ1065, Azerbaijan**Tel.:** (+994 12) 505 44 96/97**Mob.:** (+994 70) 205 44 96/97**Email:** office@barattson.com**URL:** www.barattson.com

CEO: **Elshan Rahimov**

Главный исполнительный
директор: **Эльшан Рагимов**

О компании: Barattson оказывает содействие студентам и деловым людям в достижении их целей в сфере профессионального образования и карьеры.

Услуги компании по обучению разделены на четыре различных сегмента: подготовка к сдаче квалификационных экзаменов в сфере финансов, аудита и бухгалтерского учета (ACCA, CIMA, CIA, CFA, FRM, DiplFR); тренинги в сфере корпоративного бизнеса и навыков работы с людьми; обучение компьютерной грамотности; обучение общему и деловому английскому языку и подготовка к тестированию по IELTS, GMAT, GRE, SAT, TOEFL.

Мы сотрудничаем с такими ведущими образовательными компаниями как BPP LM, ACCA, IELTS, Pearson VUE: являемся золотым партнером ACCA, партнером CIMA, тест-центром IELTS, тест-центром Pearson VUE, тест-центром SAT, эксклюзивным дистрибьютором Becker, авторизованным дистрибьютором BPP LM.

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G O L D E N M E M B E R



By Active Learning Method

LONDON SCHOOL
OF AZERBAIJAN

About the company: The Language Training Center "London School of Azerbaijan", which has been in your service since 2010, is the representative of the communicative "Active Learning Method". With the help of this method, business people of different areas and levels, and students learn English in a quarter of time and without homework.

Besides General English, we offer to corporative clients English for Specific Purposes (ESP): Business English, Technical English, English for Lawyers, Medical English, Email English, etc.

A lot of big companies from government, oil and gas, finance, telecommunication and other spheres have already benefited from our services.

Customer satisfaction and best quality services is what makes London School stand out in the language training market in Azerbaijan.

General Director:
Nigar MammadovaГенеральный Директор:
Нигяр МамедоваDeputy Director:
Aynur RustamovaЗаместитель Директора:
Айну́р Ру́стамова

О компании: Как представитель „Active Learning Method“ в Азербайджане London School of Azerbaijan с 2010 года предлагает корпоративные и частные уроки по английскому языку. С помощью нашей уникальной методики деловые люди разной сферы и уровня, а также студенты изучают английский естественным путем в 4 раза быстрее, без домашних заданий.

Помимо General English мы предлагаем нашим клиентам профессиональный английский для особого назначения: Business English, Technical English, English for Lawyers, Medical English, Email English и т.д. Также мы проводим уроки IELTS, TOEFL.

Среди наших многочисленных клиентов есть большие компании, относящиеся к банковскому, нефтяному, государственному, телекоммуникационному секторам, пищевой промышленности и т.д.

Наша команда преданных своему делу учителей, обладает богатым опытом преподавания английского языка, а также создания по-настоящему теплой и дружеской атмосферы на уроках.

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"Sağlam Ailə" Medical Center

Медицинский центр
"Sağlam Ailə"

About the company: "Sağlam Ailə" (Healthy Family) Medical Center, which has a general accredited laboratory, has been providing services to the population since 2003. The clinic is also popular with the youth for introduction of the prenuptial medical check-up.

The work of the laboratory is accredited against ISO 15189:2012 and ISO 9001:2008 standards.

The medical center does preclinical research for its patients. Different types of checkup services are offered for each age group here.

The motto of the clinic is "Today's check-up means healthy family in future".

General Director:
Vugar EyvazovГенеральный
директор:
Вюгар Эйвазов

О компании: Медицинский центр "Sağlam Ailə" с аккредитованной лабораторией широкого профиля предоставляет населению услуги с 2003 года. Клиника также известна среди молодежи внедрением новой культуры «добрых» обследований.

Деятельность лаборатории аккредитована согласно стандартам ISO 15189:2012 и ISO 9001:2008.

Медицинский центр предоставляет своим пациентам профилактические услуги и различные виды обследований типа "check up" для любой возрастной группы.

Девиз клиники «Сегодняшнее обследование – здоровая семья будущего».

Address: 10 A.Rajabli Street, AZ1075, Azerbaijan**Tel.:** (+99412) 910**Fax:** (+99412) 541-55-32**E-mail:** info@saglamaile.az**URL:** www.saglamaile.az**Адрес:** Азербайджан, AZ1075, ул. А.Раджаблы, 10**Тел.:** (+99412) 910**Факс:** (+99412) 541-55-32**E-mail:** info@saglamaile.az**URL:** www.saglamaile.az

think
forward**R.I.S.K. Company**

About the company: Established in 1993, R.I.S.K. Company is one of the leading IT companies in the Central Asia and Caucasus market providing solutions in IT consultancy, System Integration, IT-outsourcing, Application Development and Geographical Information Systems. R.I.S.K. offers a broad range of innovative solutions for telecom, oil & gas, government & defense, banking & finance and transport sectors. Company has active sales operations in more than 20 countries all over the world with registered offices in Azerbaijan, Tajikistan, Kazakhstan, and Georgia.

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General Director:
Jabir Jumshudov

Генеральный директор:
Джабир Джумшудов

О компании: Основанная в 1993г. R.I.S.K. – ведущая ИТ-компания на рынках стран Восточной Европы и Кавказа. Компания предоставляет решения в области ИТ-консалтинга, системной интеграции, ИТ-аутсорсинга, разработки программных приложений и геоинформационных систем. Обладает обширным пакетом инновационных решений для государственного, финансового, телекоммуникационного, нефтегазового и транспортного секторов. Сегодня R.I.S.K. – компания регионально масштаба, постоянно расширяющая географию реализованных проектов и имеющая официальные представительства в Азербайджане, Таджикистане, Казахстане, и Грузии.

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SOCAR-FUGRO LLC

General Manager: Fikrat Aliyev

About the company: SOCAR-FUGRO's main activities in Azerbaijan involve carrying out geophysical and geotechnical surveys of the sea and the seabed for offshore oil and gas developments. We also carry out condition surveys of offshore oil & gas infrastructure as well as aerial, geophysical and geotechnical surveys onshore. Fugro has been operating here for over 20 years and is a part of the world's largest independent survey group of its kind. Local knowledge and experience combine with global reach to supply our clients with world class data on which to base their developments design and engineering.

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URL: www.fugro.com

SOCAR-FUGRO LLC

Генеральный менеджер: Фикрет Алиев

О компании: Деятельность SOCAR-FUGRO в Азербайджане заключается в проведении геофизических/геотехнических исследований моря и морского дна для разработки оффшорных нефтегазовых месторождений. Мы проводим обследование состояния морской нефтегазовой инфраструктуры, аэросъемку, геофизические и геотехнические исследования на суше. Fugro работает в Азербайджане свыше 20 лет, являясь частью крупной мировой независимой исследовательской группы. Местная специфика и опыт в сочетании с обширной географией позволяют предоставлять клиентам данные мирового класса.

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URL: www.fugro.com



BOS SHELF LLC

General Director: Ikhtiyar Akhundov

About the Company: Established by the State Oil Company of the Azerbaijan Republic (SOCAR) and Star Gulf FZCO in 2001, BOS Shelf LLC specializes in the construction of deep water jackets, topsides and associated subsea infrastructure for oil and gas platforms. Being one of the key companies in the oil and gas sector of Azerbaijan, BOS Shelf has successfully participated in the strategically important projects, such as Azeri-Chirag-Guneshli and Shah Deniz 2. Since 2012 to date BOS Shelf has been the exclusive operator of the Heydar Aliyev Baku Deep Water Jackets Factory.

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Web: www.bos-shelf.com

ООО «BOS SHELF»

Генеральный директор: Ихтияр Ахундов

О компании: ООО BOS Shelf, созданное в 2001 году Государственной нефтяной компанией Азербайджанской Республики (SOCAR) и Star Gulf FZCO, специализируется на строительстве глубоководных оснований для нефтегазовых платформ. Будучи одной из ключевых компаний нефтегазового сектора Азербайджана, BOS Shelf с успехом принимал участие в ряде стратегически важных проектов страны, таких как Азери-Чираг-Гюнешли и Шахдениз 2. С 2012 года BOS Shelf также является эксклюзивным оператором Бакинского завода глубоководных оснований имени Гейдара Алиева.

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E-mail: bos-shelf@bos-shelf.com **URL:** www.bos-shelf.com



Debet Uniform



General Director: Asad Nasrullayev

About the company: Debet Uniform was established in 1997 as a manufacturer, importer and distributor of a full range of personal protective equipment (PPE).

Debet Uniform cooperates with companies operating in the oil, gas and other industries. Along with holding a leading position in production of various types of PPE, Debet Uniform is also an official distributor of world leading manufacturers in this field.

Debet Uniform is also represented in Georgia.

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Debet Uniform

Генеральный директор: Асад Насруллаев

О компании: Компания Debet Uniform, основанная в 1997 году, осуществляет производство, импорт и продажу средств индивидуальной защиты (СИЗ).

Debet Uniform сотрудничает со многими компаниями, функционирующими в нефтегазовой и других отраслях промышленности. Наряду с производством широкого ассортимента средств индивидуальной защиты, Debet Uniform также является официальным дистрибьютором ведущих мировых производителей в этой сфере.

Debet Uniform также имеет представительство в Грузии.

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URL: www.debet.az



ENGINEERING SERVICES EKOL CJSC

General Director: Ramil Aliyev

About the company: "Engineering services Ekol" CJSC was established by SOCAR (51%) and a foreign company (49%) on March 01, 2006. The company has a strong material and technical base, high qualified personnel, as well as ISO 9001, ISO 14001 and OHSAS 18001 certificates. The company is involved in purification of polluted industrial waters, refinery and utilization of oil mud, conduction of ecological monitoring, provision of laboratory services, installation of fountains, irrigation systems, planting of greenery, making chemical analyses of floor profile, etc.

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URL: www.ekol.az

ЗАО «ИНЖЕНЕРНЫЕ УСЛУГИ ЭКОЛ»

Генеральный директор: Рамиль Алиев

О компании: ЗАО «Инженерные услуги Экол» учреждено 1 марта 2006г. ГНКАР (51%) и иностранной компанией (49%), обладает сильной материально-технической базой, высококвалифицированными кадрами, получены сертификаты ISO 9001, ISO 14001 и OHSAS 18001. Компания осуществляет очистку загрязненных промышленных вод, переработку и утилизацию нефтяного шлама, осуществляет экологический мониторинг, оказывает комплексные лабораторные услуги, занимается установкой фонтанов, оросительных систем, озеленением, снятием профиля почвы, проведением его химического анализа и др.

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**Tekfen Construction and
Installation Co., Inc.
Azerbaijan Branch**

Country representative:
Tolga Kuchukavshar

About the company: As a major affiliate of Tekfen Holding Co., Inc., Tekfen Construction is a respectable signature with major accomplishments in Turkey, the Middle East, North Africa, Caucasus, Central Asia, East and Central Europe. Its wide span of activities ranges from mega sports complexes, superstructures, infrastructures, heavy civil works to refineries and petrochemical plants; from satellite towns to major industrial processing plant; from pipelines and marine structures to power plants, electrical and communication works.

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**Tekfen Construction and
Installation Co., Inc. Azerbaijan Branch**

Региональный представитель:
Толга Кючукавшар

О компании: Tekfen Construction - основное подразделение Tekfen Holding, является уважаемой компанией со многими достижениями в Турции, Ближнем Востоке, Северной Африке, Кавказе, Центральной Азии, Восточной и Центральной Европе. Широкий размах деятельности компании варьируется от мега-спортивных комплексов, суперструктур, инфраструктур, тяжелых строительных работ до нефтеперерабатывающих и нефтехимических заводов; от городов-спутников до крупных промышленных перерабатывающих заводов; от трубопроводов и морских сооружений до электростанций, электрических и коммуникационных работ.

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WEATHERFORD, WEUS HOLDING, LLC

Branch Director: Elnour Babaiev

Weatherford®

About the company: As one of the largest multinational oilfield service companies, Weatherford is operating in over 90 countries with more than 30 000 employees.

Weatherford is broadly represented in Azerbaijan providing services for clients like BP, TOTAL, SOCAR, Lukoil Overseas, SOCAR AQS, Global Energy and others.

Weatherford is a leading provider of engineering solutions and qualified services in the well drilling, well construction, completion and production.

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WEATHERFORD, WEUS HOLDING, LLC

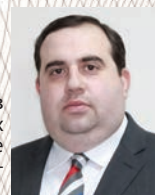
Директор Филиала: Эльнур Бабаев

О компании: Weatherford является одной из крупнейших многопрофильных нефтесервисных компаний и осуществляет деятельность в более чем 90 странах. Общее число сотрудников насчитывает более чем 30 000.

Компания широко представлена в Азербайджане, сотрудничая с такими операторами, как BP, TOTAL, SOCAR, Lukoil Overseas, SOCAR AQS, Global Energy и др.

Weatherford - ведущий провайдер инженерных решений и качественных услуг в сфере Бурения, Крепления, Заканчивания а также Эксплуатации скважин.

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Weir Oil & Gas

**Branch Manager of Weir Oil & Gas
Azerbaijan and Kazakhstan:**
Farid Aghayev

About the company: Weir Group PLC, provides specialized engineering solutions worldwide. It operates in three segments: Minerals, Oil & Gas, and Power & Industrial within 70 countries.

We provide highly engineered products and services which increase productivity and lower your total cost of ownership.

Internationally, Weir Oil & Gas Services offers mechanical and rotating equipment repairs and upgrades, oilfield and drilling equipment repair and certification, asset management and field services.

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URL: www.weiroilandgas.com

Weir Oil & Gas

**Руководитель филиала компании Weir Oil &
Gas Azerbaijan and Kazakhstan:** Фарид Агаев

О компании: Weir Group PLC предоставляет специализированные инженерные решения во всем мире. Компания осуществляет деятельность в трех сегментах: полезные ископаемые, нефтегазовый сектор и сектор электроэнергетики. Масштаб деятельности охватывает 70 стран. Мы предоставляем высокотехнологичные продукты и услуги, которые повышают производительность и снижают операционные затраты.

На международной арене Weir Oil & Gas Services предлагает ремонт и модернизацию механического и вращающегося оборудования, ремонт и сертификацию нефтепромыслового и бурового оборудования, управление объектами и эксплуатационное обслуживание.

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URL: www.weiroilandgas.com



WorleyParsons
resources & energy

**WorleyParsons Europe Ltd,
Azerbaijan Branch**

Program Director: Paul Dean

About the company: "WorleyParsons provides our customers with a wide range of consulting and advisory services, and deep technical expertise across multiple projects. Our integrated offerings cover full asset management services and engineering, procurement and construction capability. We deliver these outcomes through our four business lines - Advisian, Major Projects, Integrated Solutions and Services. Currently WorleyParsons has an integrated solutions business providing EPC/ EPCM services for Azerbaijan, Georgia and Turkey."

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WorleyParsons Europe Ltd, Azerbaijan Branch

Руководитель филиала: Пол Дин

О компании: WorleyParsons предоставляет клиентам широкий спектр консультационных услуг, а также глубокий технический опыт в различных проектах. Наши комплексные предложения охватывают полный спектр услуг по управлению активами и возможности проектирования, закупок и строительства. Мы добиваемся данных результатов посредством четырех направлений деятельности: консультационные услуги; крупные проект; комплексные решения; услуги. WorleyParsons предоставляет интегрированные решения в области EPC / EPCM услуг для Азербайджана, Грузии и Турции.

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Maersk Drilling

Rig manager: Steven Thorley

About the company: Maersk Drilling supports oil-gas production by providing high-efficiency drilling services to oil companies around the world. In Azerbaijan Maersk Drilling owns and operates the Heydar Aliyev semisubmersible drilling rig with a maximum drilling depth of 9,140m, 18 ¾", 5 Ram, 15k BOP. The rig, contracted by the consortium, is performing drilling in Azerbaijan's largest gas-condensate field Shah Deniz.

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URL: www.maersk.com

Maersk Drilling

Управляющий установками: Стивен Торли

О компании: Maersk Drilling оказывает поддержку в сфере добычи нефти и газа, предоставляя высокоэффективные услуги по бурению нефтяным компаниям по всему миру. В Азербайджане Maersk Drilling владеет и управляет полупогружной буровой установкой Гейдар Алиев с максимальной глубиной бурения 9140 м (18 ¾", 5 Ram, 15k BOP), законтрактованной консорциумом, который осуществляет бурение на крупнейшем азербайджанском газоконденсатном месторождении «Шah Дениз».

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URL: www.maersk.com



SOCAR-AQS LLC

General Director: Ramin Isayev

About the company: SOCAR-AQS LLC was established in 2007 as the joint venture by parent companies: SOCAR and AQS. SOCAR-AQS is an integrated drilling and well services management company, specializing in drilling of oil and gas wells, including drilling of directional and horizontal wells, cementing, pressure testing, completion, well workover and sidetracking. SOCAR-AQS has an Integrated Management System that meets the requirements of ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007.

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ООО "SOCAR-AQS"

Генеральный директор: Рамин Исаев

О компании: ООО SOCAR-AQS было образовано в 2007г. в качестве совместного предприятия партнерами-учредителями – SOCAR и AQS. SOCAR-AQS является компанией, предоставляющей интегрированные услуги по бурению и обслуживанию скважин, специализируется на бурении нефтяных и газовых скважин, включая бурение наклонно-направленных и горизонтальных скважин, цементирование, опрессовку, заканчивание, капремонт и заделки боковых стволов. В SOCAR-AQS внедрена интегрированная система управления, отвечающая требованиям ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007.

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SOCAR-Dalgidj LLC

General Manager: Samir Aliyev

About the company: SOCAR-Dalgidj LLC is a joint venture established in September 2015 by SOCAR and private company Dalgidj LLC possessing an experience and operating in this field since 1996. SOCAR-Dalgidj LLC is a local contractor for Air Diving, ROV, Engineering & Project Management services to the offshore energy industry.

In December 2015, SDLLC established an Alliance with Oceaneering International Services Ltd.

SOCAR-Dalgidj LLC is an IMCA registered Contractor Member, certified by DNV, ABS, SMAAR, RMRS.

Address: 13 Salyan Highway, 6/10, Baku, AZ 1023, Azerbaijan
Tel.: (+994 12) 565 87 63
Fax: (+994 12) 565 87 64
E-mail: info@socardalgidj.az
URL: www.socardalgidj.az

SOCAR-Dalgidj LLC

Генеральный менеджер: Самир Алиев

О компании: SOCAR-Dalgidj LLC, совместное предприятие, учрежденное в сентябре 2015 года SOCAR и Dalgidj LLC, частной компанией, имеющей опыт работы в данном секторе с 1996 года, является местным подрядчиком по воздушно-водолазным, НПА услугам, а также инженерным работам, проектированию и управлению проектами для морской энергетической индустрии.

В декабре 2015 года SDLLC основал Альянс с Oceaneering International Services Ltd.

SOCAR-Dalgidj LLC является членом IMCA и прошла аккредитацию у таких международных надзорных организаций, как DNV, ABS, ГМААР, РМРС.

Адрес: Азербайджан, AZ 1023, Баку, Сальянское шоссе 13, 6/10
Тел: (+994 12) 565 87 63
Факс: (+994 12) 565 87 64
E-mail: info@socardalgidj.az
URL: www.socardalgidj.az



AZERTRANS LTD

General Director: Parviz Aliyev

About the company: Azertrans Ltd LLC was established by Azpetrol Oil Company as oil transportation and transshipment company. The Company offers freight forwarding services in relation to the transportation of oil and oil products through the transportation corridor from the Azerbaijan Caspian Sea Coast to the ports of Georgia on the Black Sea.

The Company owns and operates two crude oil/oil products transshipment terminals in Baku and Sangachal. Azertrans Ltd LLC Sangachal terminal has two interconnection pipelines linking it with the AIOC Sangachal terminal.

Address: 37 Boyuk Gala Street, Baku, AZ1004, Azerbaijan
Tel.: (+994 12) 437-28-27
Fax: (+994 12) 437-19-52; 497-63-11
E-mail: office@azertrans.az

AZERTRANS LTD

Генеральный директор: Парвиз Алиев

О компании: ООО "Azertrans Ltd" учреждена «Нефтяной Компанией Azpetrol» для предоставления услуг по транспортировке и перевалке нефти. Компания предоставляет экспедиторские услуги по транспортировке нефти и нефтепродуктов по транспортному коридору от азербайджанского берега Каспия до черноморских портов Грузии.

Компания владеет и управляет двумя нефтяными терминалами в Баку и Сангачалах. Сангачальский терминал ООО "Azertrans Ltd" связан с Сангачальским терминалом АМОК двумя трубопроводами.

Адрес: Азербайджан, AZ1004, Баку, ул. Бейюк Гала 37
Тел.: (+994 12) 437-28-27
Факс: (+994 12) 437-19-52; 497-63-11
E-mail: office@azertrans.az





Transbroker LLC

General Director: Nariman Mammadov

About the company: Main purpose of Transbroker LLC's operations is assistance to clients performing export and import operations. Transbroker LLC proposes complex customs brokerage services to clients, which involves not only customs registration but also assistance in preparation of necessary permits of state authorities.

Customs services include customs registration of exported, imported and transit cargoes without any restrictions by categories of goods in accordance with the Commodity List of the Foreign Economic Activities of Azerbaijan.

Address: 10th floor, AGA Centre, 55, Khojaly Street, Baku, Azerbaijan
Tel.: (+994 12) 464-40-53
Fax: (+994 12) 464 42 34
E-mail: office@transbroker.az; operations@transbroker.az
URL: www.transbroker.az

ООО «Transbroker»

Генеральный директор: Нариман Мамедов



О компании: Основной целью деятельности ООО «Transbroker» является помощь клиентам в осуществлении экспортно-импортных операций. ООО «Transbroker» предлагает комплексное таможенно-брокерское обслуживание клиентов, включающее в себя не только оформление на таможне, но и помощь в подготовке необходимых разрешений государственных органов.

Таможенные услуги включают в себя таможенное оформление экспортируемых, импортируемых и транзитных грузов без ограничений по категориям товаров согласно товарной номенклатуре внешнеэкономической деятельности Азербайджана.

Адрес: Азербайджан, г. Баку, ул. Ходжалы 55, AGA Centre, 10-ый этаж
Тел.: (+994 12) 464-40-53
Факс: (+994 12) 464 42 34
E-mail: office@transbroker.az; operations@transbroker.az
URL: www.transbroker.az

Murphy Shipping & Commercial
Services Azerbaijan LTD

Director: Sabir Aliyev

About the company: Murphy Azerbaijan as a member of the international Murphy group of companies operates in the market of services for international forwarding, customs coordination, logistics, management of logistics centers and bonded warehouses. Murphy Group of companies has been successfully servicing the oil and gas industry for over 43 years throughout the world. In Azerbaijan, Company successfully diversified its activities and continues to develop the niche of providing freight forwarding, customs and coordination services to enterprises of the non-oil sector of the economy.

Address: Salyan highway, 28-30km, Baku, AZ1083, Azerbaijan
Tel.: (+99412) 595 18 11/12
E-mail: sales@murphyshipping.co.az; office@murphyshipping.co.az
URL: www.murphy.az

Murphy Shipping & Commercial
Services Azerbaijan LTD

Директор: Сабир Алиев



О компании: Murphy Azerbaijan в составе международной группы компаний Murphy осуществляет свою деятельность на рынке услуг по международному экспедированию, таможенной координации, логистике, управлению логистическими центрами и таможенными складами. Группа компаний Murphy более 43 лет успешно обслуживает нефтегазовый комплекс по всему миру. В Азербайджане Murphy успешно диверсифицировал свою деятельность и продолжает развивать нишу предоставления транспортно-экспедиционных и таможенно-координационных услуг предприятиям нефтяного сектора экономики.

Адрес: Азербайджан, AZ1083, Баку, 28-30 км Сальянского шоссе
Тел.: (+99412) 595 18 11/12
E-mail: sales@murphyshipping.co.az; office@murphyshipping.co.az
URL: www.murphy.az



Caspian Offshore Construction

Executive Director CMI:
Dauren Madin

About the company: Established in 2003, today we are the leading operator of the marine service fleet in the Caspian, managing over 40 vessels. This fleet includes 21 ships in ownership, built at European yards.

Average age of our fleet is seven years, featuring Icebreakers, DSVs, Tugs, Flo-tels, Survey Boats, FCSVs, and Workboats.

At present we operate in Kazakhstan, Russia, and in Turkmenistan.

Address (head office): 2nd floor, 34/95, Karasai Batyr Street, Medeus district, Almaty 050010, Republic of Kazakhstan
Tel./Fax: (+7727) 259-73-33, 259-73-33 (head office), (+77292) 59-73-33, 59-73-33 (branch office)
E-mail: info@coc.kz
URL: www.coc.kz

Caspian Offshore Construction

Исполнительный директор CMI:
Даурен Мадин

О компании: Основанная в 2003 году, сегодня Компания является лидером на рынке предоставления морских услуг на Каспии, оперируя более чем 40 единицами сервисного флота, включая 21 судно, построенные на европейских верфях и находящиеся в собственности Компании.

Собственный флот, средний возраст которого составляет семь лет, представлен ледоколами, водолазными судами, буксирами, плавгостиницами, научно-исследовательскими, пассажирскими судами и судами поддержки. В настоящее время мы оперируем в Казахстане, России и Туркменистане.

Адрес: (головной офис): Республика Казахстан, 050010, г. Алматы, Медеуский район, ул. Карасай батыра, д. 34/95, 2 этаж
Тел./Факс: (+7727) 259-73-33, 259-73-33 (головной офис), (+77292) 59-73-33, 59-73-33 (филиал)
E-mail: info@coc.kz
URL: www.coc.kz

"My Broker"
Customs Representation

Director: Rashad Aliyev

About the Company: My Broker LLC has been operating as a customs broker since April 22, 2016. My Broker, providing specialized customs-brokerage services, was established in the customs field of the Azerbaijan Republic following the World and European experience. Possessing a professional staff numbering 80 people, My Broker is providing a full range of customs brokerage services (more than 20 types) and performing international freight transportation, following the efficiency, transparency, responsibility and flexibility principles.

Address: 3rd floor, Office 1, Narimanov district, 1 Ahmad Rajabli Street, Baku, Azerbaijan
Phone: +994 12 465 72 84
Mob.: +994 50 278 79 95 +994 70 202 03 09
E-mail: office@mybroker.az
URL: www.mybroker.az

Таможенное представительство "My Broker"

Директор: Рашад Алиев



О компании: ООО «My Broker» функционирует как таможенный брокер с 22 апреля 2016 года. Компания «My Broker», предоставляющая специализированные брокерские услуги по таможенному оформлению была учреждена в сфере таможенной деятельности Азербайджанской Республики на базе мирового и европейского опыта. С помощью персонала, насчитывающего 80 человек, Компания предоставляет полный спектр брокерских услуг (более 20 видов) по таможенному оформлению, а также осуществляет международную транспортировку грузов, следуя принципам обеспечения эффективности, прозрачности, ответственности и гибкости.

Адрес: Азербайджан, Баку, Наримановский район, ул. Ахмеда Раджабли 1, офис 1, этаж 3
Тел.: +994 12 465 72 84
Моб.: +994 50 278 79 95 +994 70 202 03 09
E-mail: office@mybroker.az **URL:** www.mybroker.az

AccessBank

AccessBank

AccessBank

Chairman of the Management Board (CEO): Anar Hasanov

About the company: AccessBank was established in 2002 and is 100% owned by international shareholders, such as EBRD, IFC, BSTDB, KfW Development Bank, Access Microfinance Holding and LFS Financial Systems.

Being one of the leading banks of Azerbaijan, AccessBank offers a full range of banking services for private and corporate customers.

Address: 3 Tbilisi Avenue, Baku, AZ 1065, Azerbaijan
Tel: (+994 12) 490 80 10
Fax: (+994 12) 510 37 71
E-mail: bank@accessbank.az
URL: www.accessbank.az

Председатель Правления (CEO): Анар Гасанов

О компании: AccessBank был создан в 2002 году и является 100%-ой собственностью международных финансовых институтов, таких как EBRD, IFC, BSTDB, KfW Development Bank, Access Microfinance Holding и немецкой компании LFS Financial Systems GmbH. AccessBank, оказывающий полный спектр банковских услуг частным и корпоративным лицам, является одним из ведущих банков Азербайджана.

Адрес: Азербайджан, AZ 1065, г.Баку, Тбилисский проспект, 3
Тел.: (+994 12) 490 80 10
Факс: (+994 12) 510 37 71
E-mail: bank@accessbank.az
URL: www.accessbank.az



Azər Türk Bank

Azər Türk Bank OJSC

ОАО "Azər Türk Bank"

Chairman of the Board: Orkhan Huseynov

About the company: Public bank Azer Turk Bank is a universal bank with the professional team which is actively involved in country-scale projects. It lends a financial support to small and medium businesses, as well as individuals, and offers them a high-quality banking service and products.

The Bank, operating for 23 years, accepts deposits in the national and foreign currencies, issues loans to individual and corporate clients, as well as performs money transfers, payment and cash services following the customers' requests.

Address: 192/193, 85 Jalil Mammadguluzade Street, Baku, AZ 1078, Azerbaijan
Tel: (+99412) 404 14 45/49 **Fax:** (+99412) 599 10 08
E-mail: atb@azerturkbank.az
URL: www.azerturkbank.az

Председатель Правления:
Орхан Гусейнов

О компании: Государственный Azer Turk Bank является универсальным банком с профессиональной командой, активно участвует в проектах республиканской значимости, оказывает финансовую поддержку малому и среднему бизнесу, а также физическим лицам и предлагает им качественное банковское обслуживание и продукты.

Банк, действующий на протяжении 23 лет, принимает депозиты в национальной и иностранной валютах, выдает кредиты физическим и юридическим лицам, а также осуществляет переводы и расчетно-кассовые операции на основе запросов клиентов.

Адрес: Азербайджан, AZ 1078, Баку, ул. Дж. Мамедгулузаде 85, 192/193
Тел.: (+99412) 404 14 45/49 **Факс:** (+99412) 599 10 08
E-mail: atb@azerturkbank.az **URL:** www.azerturkbank.az



azsigorta

AZSIGORTA OJSC

ОАО "АЗСЫГОРТА"

Chairman of the Board: Anar Talibov**Председатель правления:** Анар Талибов

About the company: AZSIGORTA – is the only universal insurance company in Azerbaijan possessing international rating – Fitch Ratings assigned rating "B" with the prognosis "stable" to the company. We also received the status of Tax Transparent Partner of the Ministry of Taxes. Our risks are reinsured in the "A+" rated companies, such as Allianz, Zurich and Swiss Re. Another our strength is the branch network – we are the leaders in terms of territorial representation throughout the country. All this makes us one of the most reliable insurance partners in the market.

Address: 4th floor, Hyatt Tower 2, 8 Izmir Street, Baku, Azerbaijan
Tel: (+994 12) 505 66 66
Fax: (+994 12) 505 66 66
E-mail: info@azinsurance.az
URL: www.azsigorta.az

О компании: AZSIGORTA – единственная универсальная страховая компания Азербайджана с международным рейтингом – Fitch Ratings присвоил компании рейтинг «B» с прогнозом «stable». Также мы получили статус Прозрачного Партнера Министерства Налогов. Наши риски перестрахованы в компаниях с рейтингом «A+», таких, как Allianz, Zurich и Swiss Re. Еще одной нашей сильной стороной является филиальная сеть – мы лидеры по территориальной представленности в стране. Все это делает нас одним из самых надежных страховых партнеров на рынке.

Адрес: Азербайджан, Баку, ул. Измир 8, Hyatt Tower 2, 4-ый этаж
Тел: (+994 12) 505 66 66
Факс: (+994 12) 505 66 66
E-mail: info@azinsurance.az
URL: www.azsigorta.az



Insurance Company PASHA Insurance

Страховая Компания PASHA Insurance

Chairman of the Management Board & CEO:
Ulviyya Jabbarova**Председатель правления:** Ульвия Джаббаровна

About the company: PASHA Insurance OJSC is a recognized leader in the insurance market of Azerbaijan. To date, the value of the company's capital is 50 million AZN. PASHA Insurance offers 36 types of compulsory and voluntary insurance services for around 300 000 individual and corporate customers.

Address: Sahil Plaza, 61, M. Huseynov Street, Baku, AZ1095, Azerbaijan
Tel.: (+99412) 505 12 22 | *7000
Fax: (+99412) 505 12 21
E-mail: office@pasha-insurance.az
URL: www.pasha-insurance.az

О компании: Акционерное общество открытого типа PASHA Insurance является одним из признанных лидеров на рынке страховых услуг Азербайджана. На сегодняшний день величина уставного капитала компании составляет 50 миллионов AZN и она оказывает услуги по 36 видам добровольного и обязательного страхования около 300 000 корпоративным и индивидуальным клиентам.

Адрес: Азербайджан, AZ1095, Баку, ул. М. Гусейнова 61, Sahil Plaza
Тел: (+99412) 505 12 22 | *7000
Факс: (+99412) 505 12 21
E-mail: office@pasha-insurance.az
URL: www.pasha-insurance.az





AzeriCard LLC

Chief Executive Officer: Farid Guliyev

About the company: AzeriCard is the first and the largest Processing Centre in Azerbaijan, completely certified by the International Payment Systems: MasterCard, Visa, American Express, Diners Club, UnionPay and JCB. AzeriCard performs processing for 21 banks in Azerbaijan and abroad.

Address: 54 Bulbul Avenue, Baku, Azerbaijan
Tel: (+994 12) 505-21-51
Fax: (+994 12) 505-21-51 (3200)
E-mail: office@azericard.com
URL: www.azericard.com

AzeriCard LLC

Генеральный директор: Фарид Гулиев

О компании: Азерикард является первым и крупнейшим в Азербайджане процессинговым центром, полностью сертифицированным Международными Платежными Системами MasterCard, Visa, American Express, Diners Club, UnionPay и JCB. Азерикард процессирует 21 банк как в Азербайджане, так и за его пределами.

Representative office of
KPMG AZERBAIJAN LIMITED
in the Republic of Azerbaijan

Managing Partner: Murat Karakas

About the company: KPMG is a global network of professional firms providing Audit, Advisory, Tax and Legal services, operating in 154 countries with over 200,000 people working in member firms around the world.

KPMG has been working in Azerbaijan since 1998 and now is employing about 150 professionals.

Our purpose and aspiration is to turn knowledge into value for the benefit of our clients, our people, and the world's capital markets.

Address: Port Baku South Tower, 153, Neftchilar Avenue, Baku, Azerbaijan, AZ1010
Tel.: (+994 12) 404 89 10
E-mail: office@kpmg.az
URL: www.kpmg.az

Представительство
"KPMG AZERBAIJAN LIMITED"
в Азербайджанской Республике

Управляющий Партнер: Мурат Каракас

О компании: КПМГ – это международная сеть фирм, предоставляющих аудиторские, налоговые и консультационные услуги. В офисах КПМГ в 154 странах мира работают 200 000 сотрудников.

КПМГ в Азербайджане работает с 1998 года; сейчас более 150 специалистов работают в офисе компании.

Целью своей деятельности КПМГ видит превращение профессиональных знаний в реальную экономическую выгоду в интересах своих клиентов, сотрудников и международных рынков капитала.



Адрес: Азербайджан, AZ1010 Баку, пр. Нефтяников 153, Port Baku South Tower,
Тел.: (+994 12) 404 89 10
E-mail: office@kpmg.az
URL: www.kpmg.az



Grant Thornton Azerbaijan

Practice Development Director:
Anar Dadashov

About the company: Grant Thornton Azerbaijan is a member firm within Grant Thornton International Ltd. and is providing tax, assurance and advisory services to growth oriented, entrepreneurial companies which are based in all markets and industries.

The extensive local and regional knowledge gained has supported the development of the firm's reputation for providing a distinctive client service to its local, national and international client base.

The firm's mission is to be the adviser of choice to dynamic businesses, whilst being known as a bold and positive leader in its chosen markets.

Address: 22th floor, Demirchi Tower, 37 Khojali Avenue, Baku, AZ1025, Azerbaijan
Tel: (+994 12) 4047537; (+994 12) 4047538
Mob: (+994 50) 543 78 07
E-mail: anar.dadashov@az.gt.com
URL: www.grantthornton.az

Grant Thornton Азербайджан

Директор по развитию: Анар Дадашев

О компании: "Grant Thornton" Азербайджан является членом "Grant Thornton International Ltd" и оказывает аудиторские, консультационные услуги и услуги в области налогообложения динамичным компаниям, действующим на различных рынках и в разных областях промышленности.

Исключительное знание местного и регионального рынка позволило поддержать развитие репутации компании в оказании исключительного сервиса местным и международным клиентам.

Миссия фирмы состоит в том, чтобы выступать в качестве консультанта для динамично развивающихся компаний в тоже время, сохраняя репутацию смелого и положительного лидера, действующего на выбранных им рынках.

Адрес: Азербайджан, AZ1025, Баку, проспект Ходжалы 37, Demirchi Tower, 22 этаж
Тел.: (+994 12) 4047537; (+994 12) 4047538
Моб.: (+994 50) 543 78 07
E-mail: anar.dadashov@az.gt.com **URL:** www.grantthornton.az

AZLEGAL CONSULTING INTERNATIONAL
SERVICES Ltd. (ALCIS, 2008)General Director: Shaig Mirzayev
(Ph.D. in legal sciences)

About the company: "Azlegal Consulting International Services Ltd." (ALCIS) - is a law firm consisting of professional lawyers-attorneys, providing a wide range of legal services in different areas of law. The company protects the interests of clients in court and before state authorities, conducting a thorough legal analysis and legal expertise of the case in beforehand, in order to minimize risks.

Address: Baku, Azerbaijan, Nasimi distr., 75, Rasul Rza str., AZ1014.
Telephone: (+994 12) 599 82 22
Email: office@alcis.az
URL: www.alcis.az

AZLEGAL CONSULTING INTERNATIONAL
SERVICES Ltd. (ALCIS, 2008)Генеральный директор: Шаиг Мирзаев
(доктор философии по юридическим наукам)

О компании: "Azlegal Consulting International Services Ltd." (ALCIS) – юридическая компания, состоящая из профессиональных юристов-адвокатов, оказывающая широкий спектр юридических услуг в различных отраслях права. Компания защищает интересы клиентов в суде и перед государственными органами, предварительно проводя тщательный юридический анализ и юридическую экспертизу, с целью минимизации рисков.

Адрес: Баку, Азербайджан, AZ1014, Насиминский район, 75, улица Расула Рза., AZ1014.
Тел.: (+994 12) 599 82 22
Email: office@alcis.az
URL: www.alcis.az





Alliance Assist Group LLC

Director: Bakhtiyar Yaraliyev

About the company: Alliance Assist Group offers active support in securing protection of employees and providing medical security. As Alliance Assist Group, we are offering the following services: call center 7/24, second opinion, ambulance service 7/24, discounts at medical centers, medical service at home/work, accident insurance, vaccination programs, check-up, medical check-up when hiring, periodical medical inspections, medical unit at office, HSES observance at work.

Address: 84 Apartment, 88A Building, Academician Shamil Azizbeyov Street, Baku, Azerbaijan
Mob.: (+994 50) 200 64 74, (+994 55) 258 04 02
E-mail: info@alliance-assist.az
URL: www.alliance-assist.az

ООО «Alliance Assist Group»

Директор: Бахтияр Яралиев

О компании: Alliance Assist Group оказывает активную поддержку в обеспечении защиты рабочих и медицинской безопасности. Будучи Alliance Assist Group мы предлагаем следующие услуги: кол-центр 7/24, мнение другого врача, служба скорой помощи 7/24, скидки в медицинских учреждениях, медицинские услуги дома/на работе, страхование от несчастных случаев, программы вакцинации, чек-ап, медицинский осмотр при приеме на работу, периодические медицинские осмотры, медицинская станция на работе, соблюдение правил ОТОСБ на работе.



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Моб.: (+994 50) 200 64 74, (+994 55) 258 04 02
E-mail: info@alliance-assist.az
URL: www.alliance-assist.az



ISAAK GROUP

Chief Executive Officer: Tarlan Hamidov

About the company: ISAAK GROUP is managing D.Fruits, Ecofruit and Ecodyr companies which are supplying fruit products into domestic and external markets. Fresh premium-class types of fruit are exported under the mark DAD and ECO, while dried and semi-dried fruit, jams and marmalade going to enter the market under Fayda brand.

Our Company is the largest wholesale supplier of fruit. Combining centuries-old agricultural traditions with latest production technologies, ECO and DAD is rightfully considered as one of the best fruit suppliers not only in Azerbaijan but also far beyond it.

Address: 156/53 Ahmad Rajabli Street, Baku, AZ1072, Azerbaijan
Tel./Fax: (+994 12) 565 57 41
E-mail: office@isaaakgroup.com
URL: www.isaaakgroup.com

ISAAK GROUP

Главный исполнительный директор: Тарлан Гамидов



О компании: ISAAK GROUP является управленческой компанией, имеющей в своем составе группу таких компаний, как D.Fruits, Ecofruit и Ecodyr. Эти компании являются крупнейшими оптовыми поставщиками фруктов на внутренний и внешний рынки. Под маркой DAD и ECO экспортируются свежие фрукты премиум-класса. Сухофрукты, джемы, а также конфитюры будут представлены на рынки под маркой Fayda. Гармонично сочетая многовековые традиции с новейшими технологиями, ECO и DAD по праву считаются одними из лучших поставщиков фруктов не только в Азербайджане, но и далеко за его пределами.

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URL: www.isaaakgroup.com



Azerpost LLC

General Director: Emin Efendiyeu

About the company: Azerpost LLC is the only national postal operator of Azerbaijan and has been a member of the Universal Postal Union since 1993. It has also been awarded with the EMS Cooperative certificate from the Universal Postal Union.

Along with traditional postal services, Azerpost is also providing banking and financial services to physical and legal entities on basis of the license given by the National Bank since 2010. There are 70 post office branches and up to 1,500 post offices operating within Azerpost.

The first post office was created on 1 June 1818 in Ganja.

Address: 36 Uzeyir Hajibayov Street, Baku, AZ1000, Azerbaijan
Tel./Fax: (+99 412)493-56-00
E-mail: Eefendiyev@azerpost.az
URL: www.azerpost.az

ООО «Азерпочт»

Генеральный директор: Эмин Эфендиев



О компании: ООО «Азерпочт» является единственным национальным почтовым оператором Азербайджана и членом Всемирного почтового союза с 1993 года, также награждено золотым сертификатом EMS Cooperative Всемирного почтового союза.

Наряду с традиционными почтовыми услугами, Азерпочт также предоставляет банковские и финансовые услуги физическим и юридическим лицам на основании лицензии, выданной Национальным банком с 2010 года. В Азерпочт функционируют 70 почтовых филиалов и до 1500 почтовых отделений.

Первое почтовое отделение было создано 1 июня 1818 года в Гяндже.

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URL: www.azerpost.az



AzInTelecom LLC

Acting CEO: Leyla Mammadova

About the company: AzInTelecom LLC, operating under the Ministry of Transport, Communications and High Technologies, has three activity areas. Organization of the international voice traffic exchange between Azerbaijan and world, certification of telecommunication devices and provision of IaaS (Infrastructure as a Service) services to the government, private and international customers by means of ISO 20000, ISO 27001 and Uptime Institute TIER III certified Regional Data Center.

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E-mail: info@azintelecom.az, SOC24@azintelecom.az
URL: www.azintelecom.az, www.azcloud.az

ООО «AzInTelecom»

Исполняющая обязанности директора: Лейла Мамедова



О компании: ООО «AzInTelecom», функционирующее при Министерстве транспорта, связи и высоких технологий, осуществляет деятельность в трех направлениях. Организация обмена международного голосового трафика между Азербайджаном и странами мира, сертификация телекоммуникационных устройств и предоставление услуг И-фраструктуры как Сервиса (IaaS) правительству, частным и международным клиентам на базе Регионального Центра Обработки Данных (ЦОД), имеющего сертификаты ISO 20000, ISO 27001 и Uptime Institute TIER III.

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Факс: (+ 994 12) 598 48 40
E-mail: info@azintelecom.az, SOC24@azintelecom.az
URL: www.azintelecom.az, www.azcloud.az



AzerTelecom

AzerTelecom LLC

General Director:
Fuad Allahverdiyev

About the company: Azerbaijan's leading backbone internet provider "AzerTelecom" was established in 2008. The company has broad and sustainable network that covers all regions of country and reaches all major telecommunications hubs worldwide. "AzerTelecom" provides clients with wholesale internet, mobile backhaul, international transit, leased line services, VoIP and other advanced telecommunication services. The company realizes a range of high-tech projects in Azerbaijan's ICT segment and implements new approaches in the world's telecommunication environment.

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ООО "AzerTelecom"

Генеральный директор: Фуад Аллахвердиев



О компании: Ведущий магистральный интернет провайдер Азербайджана ООО "AzerTelecom" учрежден в 2008 году. Компания имеет широкую и устойчивую сеть, которая охватывает все регионы страны и соединена ко всем основным телекоммуникационным хабам мира. "AzerTelecom" предоставляет клиентам оптовый интернет, транспортировку в мобильных сетях, международный транзит, услуги по выделенным линиям, VoIP и другие передовые телекоммуникационные услуги. Компания реализовывает ряд высокотехнологичных проектов в ИКТ сегменте Азербайджана и внедряет новые подходы, имеющиеся в мировой телекоммуникационной среде.

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URL: www.azertelecom.az



AZTELEKOM

Aztelekom
Limited Liability Company

General Director: Suat Pashayev

About the company: Aztelekom Limited Liability Company of the Ministry of Transport, Communications and High Technologies renders international, intercity, local telephone communications services and broadband Internet access to individual and corporate clients as well as provides telecom operators with infrastructural services.

The national communications operator Aztelekom combines 57 local telecom enterprises, International Automatic Telephone Station (IATS) and Technical Hub of Cable Mains.

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ООО «АЗТЕЛЕКОМ»

Генеральный директор: Суат Пашаев



О компании: ООО «Азтелеком» Министерства транспорта, связи и высоких технологий Азербайджана предоставляет частным и корпоративным клиентам услуги международной, междугородней и локальной телефонной связи, широкополосный доступ в интернет, а также инфраструктурные услуги операторам связи.

Национальный оператор связи «Азтелеком» объединяет в своем подчинении 57 региональных телекоммуникационных организаций, Международную Автоматическую Телефонную Станцию (MATC) и Технический Узел Кабельных Магистралей (ТУКМ).

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Email: aztelekom@aztelekom.az
URL: www.aztelekom.az



BAKTELECOM

BTC LLC

General Director: Rovshan Aliyev

About the company: "Baku Telephone Communications" LLC is implementing important telecommunication projects in Baku. The company provides various wired and wireless telecommunication services to individual and business customers. "BTC" LLC manages wide IP MPLS and NGN networks, DUCT-cable infrastructure as well as Fiber Optic networks of 3,000 km length. "BTC" LLC owns a wide Public WiFi network coverage area in Baku.

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URL: www.baktelecom.az

ООО «БТС»

Генеральный директор: Ровшан Алиев



О компании: ООО «Бакинская телефонная связь» реализует важные проекты в области телекоммуникаций в Баку. Компания предоставляет различные проводные и беспроводные телекоммуникационные услуги для индивидуальных и корпоративных клиентов. ООО «БТС» управляет широкой сетью IP MPLS и NGN, инфраструктурой ККС и сетью оптоволоконных кабелей протяженностью 3000 километров. ООО «БТС» имеет широкую зону охвата Общественного WiFi в Баку.

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URL: www.baktelecom.az

Məlumat
Hesablama
Mərkəzi

Data Processing Center (DPC)

Director: Elnar Asadov

About the company: Possesses international certificates ISO 9001: 2008 and ISO 27001: 2013, and is a Silver Partner of Microsoft Corporation.

DPC is carrying out activities associated with the designing and operation of up-to-date billing systems, management of the data transmission network covering the whole territory of the Republic, organization of the activity of the National Certification Services Center with the view of creating Public Key Infrastructure, creation of the e-government infrastructure, open government, state register of state information resources and information systems of personal data.

Address: 185 Dilara Aliyeva, Baku, AZ 1010, Azerbaijan
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URL: www.rabita.az

Информационно-Вычислительный Центр (ИВЦ)

Директор: Эльнар Асадов



О компании: Обладает международными сертификатами ISO 9001: 2008 и ISO 27001: 2013, является серебряным партнером корпорации Microsoft.

ИВЦ осуществляет деятельность в области разработки и эксплуатации современных биллинговых систем, управления сетью передачи данных по всей территории Республики, организации деятельности Национального Центра Сертификационных Услуг с целью создания инфраструктуры открытого ключа, создания инфраструктуры «электронного правительства», открытого правительства, государственного реестра государственных информационных ресурсов и информационных систем персональных данных.

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Тел.: 157, (994 12) 498-80-44
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URL: www.rabita.az



Innovations Center LLC, State Agency for Public Service and Social Innovations under the President of the Republic of Azerbaijan

Director: Taghi Taghi-Zada

About the company: The Innovations Center has been established to conduct a social innovation related research, introduce and apply innovative solutions within public authorities and business structures. The Innovations Center covers a wide range of activities. Application of information technologies and provision of technical support for them in various organizations, introduction of innovative solutions, creation and development of information systems and information resources, and conduction of trainings are the main operational fields of the Center.

Address: 36, Academician Hasan Aliyev Street, Baku, AZ1078, Azerbaijan
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URL: icenter.az

ООО «Инновационный центр» в подчинении Государственного агентства по оказанию услуг гражданам и социальным инновациям при Президенте Азербайджанской Республики

Директор: Таги Таги-Заде

О компании: «Инновационный центр» создан для проведения исследований, связанных с инновациями социальной направленности, использования и применения инновационных решений со стороны государственных органов и бизнес-структур. Направления деятельности «Инновационного центра» разнообразны. Применение информационных технологий в организациях и их техническая поддержка, применение инновационных решений, создание и усовершенствование информационных систем и информационных запасов, проведение тренингов – среди основных направлений Центра.

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URL: icenter.az



Delta Telecom

General Director:
Ramazan Valiyev

About the company: Delta Telecom is the leading telecom operator in the Caucasus region. Delta Telecom owns the largest Internet backbone network in the region. The network serves to all ISPs of Azerbaijan and more than 78% of Georgia. The company's DWDM network infrastructure covers all regional centers and international gates, its interconnection capacity with neighbor countries reached tens gigabit per second. Delta Telecom's Carrier Ethernet and Metro Ethernet network infrastructure has the capability to accommodate corporate networks, DATA and professional IP/MPLS services. Delta Telecom's achievements also include the first deployment of mobile WiMAX and IMS technologies.

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Delta Telecom

Генеральный директор:
Рамзан Велиев

О компании: Delta Telecom – лидирующая телекоммуникационная компания в Закавказье, владеющая крупнейшим Internet backbone-ом в регионе, оказывающим услуги всем ISP Азербайджана и более 78% ISP Грузии. DWDM-инфраструктура компании со скоростью соединения с соседними странами в десятки гигабит в секунду охватывает все региональные центры и международные выходы республики. Инфраструктура сети Carrier Ethernet и Metro Ethernet способна вместить корпоративные сети, услуги передачи данных, профессиональные услуги IP/MPLS. К достижениям Delta Telecom также относится развертывание технологий мобильного WiMAX и IMS.

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SINAM

President: Elchin Aliyev

About the company: SINAM Company based in 1994, is the largest system integrator of South Caucasus and Central Asia. Over a 20 year activity, the company implemented a row of infrastructural projects by introducing high-technology solutions into the system of state management, corporate and bank sector. HP, IBM, Alcatel/Lucent, Cisco, Oracle, Microsoft, EMC, 3M, IMC and ABBYY are the partners of the SINAM Company. The company exports its products and services to the USA, Europe, and countries of the Middle East, Russia and CIS.

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URL: www.sinam.net

SINAM

Президент: Эльчин Алиев

О компании: Основанная в 1994г., компания является крупным системным интегратором Южного Кавказа и Центральной Азии. За более чем 20-летний период деятельности, компания реализовала ряд инфраструктурных проектов, внедряя высокотехнологические решения в систему госуправления, корпоративного и банковского сектора. Партнерами SINAM являются HP, IBM, Alcatel/Lucent, Cisco, Oracle, Microsoft, EMC, 3M, IMC, ABBYY. Компания экспортирует свои продукты и сервисы в США, Европу, страны Ближнего Востока, Россию и СНГ.

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URL: www.sinam.net



CUBICS TECHNOLOGY LLC

Director: Hajiaga Haji

About the company: Cubics Technology LLC is an Azerbaijani company which develops software for businesses, using the latest technologies. Our goal is to combine many various functions with the simplicity of use and to deliver the best solution for you. All products of the company, including CRM system and e-trade platform, are composed of cloud technologies applied widely in international practice.

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URL: www.cubics.technology

CUBICS TECHNOLOGY LLC

Директор: Гаджиага Гаджи

О компании: Cubics Technology LLC - азербайджанская компания, которая разрабатывает программное обеспечение для бизнеса с использованием новейших технологий. Наша цель - объединить множество функций с простотой использования и этим предоставить вам лучшее. Вся продукция компании, в том числе система CRM и платформа Е-торговли, создается на основе облачных технологий, широко применяемых в международной практике.

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URL: www.cubics.technology



**KoçSistem Azerbaijan LLC****Director:** Natig Pashayev

About the company: KoçSistem is a member company of Koç Group and a pioneering organization of ICT sector in Turkey. KoçSistem offers special technological solutions and has been serving ideal technology to the business world for 72 years. KoçSistem Azerbaijan was established in 2012 as it's the first international Office which offers infrastructure transformation solutions, business applications and managed service solutions to customers in finance, telecommunications, retail sales, energy, durable consumer goods, automation, management and transportation.

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URL: kocsistem.az

ООО «KoçSistem Азербайджан»**Директор:** Натиг Пашаев

О компании: KoçSistem - член группы Koç и первая организация ИКТ сектора Турции. KoçSistem предлагает специальные технологические решения и обслуживает мир бизнеса идеальными технологиями 72 года. KoçSistem Азербайджан учреждено как первое представительство компании за рубежом в 2012г, является первым международным офисом, предлагающим решения для преобразования инфраструктуры, бизнес-приложения и управляемые сервисные решения для клиентов в области финансов, телекоммуникаций, розничных продаж, энергетики, товаров длительного пользования, автоматизации, управления и транспорта.

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Факс: (+99412) 488 80 44
E-mail: natiq.pasayev@kocsistem.com.tr
URL: kocsistem.az

**Polymart LLC****CEO:** Rashad Mammadov

About the company: Polymart LLC started its activities in 2015. The main activity of the company is to carry out in Azerbaijan production of "P-Plast" branded plastic pipes and pipe connections, as well as to organize the sale of materials required for installation of water, gas, sewerage systems within the country and abroad (Georgia, Russia, Ukraine, Turkey and Kazakhstan). The company is also the official representative of manufacturers of a number of foreign countries (Switzerland, the Netherlands, Germany, Italy, Turkey and Russia) in Azerbaijan.

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URL: www.polymart.az

ООО «Polymart»**Исполнительный директор:** Рашад Мамедов

О компании: ООО «Polymart» начало свою деятельность в 2015-м году. Основным направлением деятельности компании является осуществление производства пластиковых труб и трубных соединений марки "P-Plast" в Азербайджане, а также организация продажи материалов, требуемых к установке водяных, газовых, канализационных систем внутри и за пределами страны (Грузия, Россия, Украина, Турция и Казахстан). Компания также является официальным представителем ряда иностранных производителей (Швейцария, Голландия, Германия, Италия, Турция, Россия).

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URL: www.polymart.az

**Kartaş Ltd LLC****General Director:** Necmeddin Tashbag

About the Company: Kartaş Ltd. LLC was incorporated in Azerbaijan and started its production under Mr.Fix brand. The Company is engaged in production of ceramic and tile adhesives, joint fillers, waterproofing materials, "Polyboard" EPS heat insulation materials, repair mortars, plasters, concrete admixtures "Betonmix", and succeeds in one of the developing sectors of the world. All products are produced in accordance with ISO 9001 quality management system, AZS standard and European standards.

Address: 7 Hirdalan-Binagadi highway, Baku, AZ0100, Azerbaijan
Tel: (+994 12) 448-18-81, (+994 12) 447-15-18, (+994 12) 347-00-10
Fax: (+994 12) 448-15-18
E-mail: info@mrfix.az
URL: www.mrfix.az

ООО Kartaş Ltd**Генеральный директор:** Неджмеддин Ташбаг

О компании: ООО "Kartaş Ltd" было учреждено в Азербайджане и начало свое производство под маркой Mr.Fix. Компания занимается производством кафельных и керамических клеев, заполнителей швов, водоизоляционных, теплоизоляционных материалов, ремонтно-строительных опорных материалов, готовых штукатурок, бетонной смеси "Betonmix", теплоизоляционных материалов «Polyboard» и является успешной в одном из развивающихся секторов в мире. Вся продукция выпускается в соответствии с системой контроля качества ISO 9001, согласно Европейским стандартам и стандарту AZS.

Адрес: Азербайджан, AZ0100, Баку, Хырдалан - Бинагадинское шоссе 7
Тел.: (+994 12) 448-18-81, (+994 12) 447-15-18, (+994 12) 347-00-10
Факс: (+994 12) 448-15-18
E-mail: info@mrfix.az
URL: www.mrfix.az

**Nakhchivan Cement Plant LLC****Director:** Mikayil Jafarov

About the company: Nakhchivan Cement Plant LLC is one of the important industrial structures of the region and the largest investment project implemented in the Nakhchivan Autonomous Republic. The construction of the plant started late in 2009, and the clinker and cement lines were commissioned in 2012.

The facility is fully meeting the demand for cement in the Autonomous Republic and also selling it under the "Made in Azerbaijan" brand in the neighbor regions.

The plant is playing an important role in acceleration of the social-economic development of the region.

Address: Boyuk duz area, Kangarli district, Nakhchivan AR
Tel: (+994 36) 5508906 09; (+994 70) 250 24 42
Email: info@nakhbuildingmaterials.az
URL: www.nakhbuildingmaterials.az

ООО «Нахчыванский Цементный Завод»**Директор:** Микаил Джафаров

О компании: ООО «Нахчыванский Цементный Завод» является одним из важных промышленных структур региона и крупнейшим инвестиционным проектом, реализованном в Нахчыванской Автономной Республике. Строительство завода началось в последние месяцы 2009 года, а в мае 2012 года была сдана клинкерная и цементная линии.

Завод полностью отвечает спросу цемента в Автономной Республике, а также осуществляет продажи в соседних регионах под брендом "Made in Azerbaijan"

Завод играет важную роль в ускорении социально-экономического развития региона.

Адрес: Нахчыванская А.Р., Кенгерлинский район, массив Бойукдюз
Тел: (+994 36) 5508906 09; (+994 70) 250 24 42
Email: info@nakhbuildingmaterials.az
URL: www.nakhbuildingmaterials.az



Dar Al-Handasah Consultants
(Shair and Partners)

Area Manager, Turkey and Central Asia: Volkan Coskun

About the company: Founding company of Dar Group, the firm is one of the World's leading engineering, project management and architecture consultancies, with 18,000 staff servicing clients in 100 countries from 290 offices, including one in Baku. Dar is ranked in the top 10 international design companies consistently for the last 15 years, with landmark projects in infrastructure, energy and building sectors.

Address: (Bridge Plaza), 6 Bakikhanov street,, Baku, Azerbaijan
Tel.: (+994 12) 404 55 80/81 (+90 212) 259 45 27 (Pbx)
E-mail: baku@dar.com; istanbul@dar.com
URL: www.dar.com

Dar Al-Handasah Consultants
(Shair and Partners)

Региональный менеджер в странах Турции и Центральной Азии: Волкан Джошкун

О компании: Учредитель компании Dar Group, фирма является одной из ведущих в мире консультантов в области проектирования, управления проектами и архитектуры, со штатом 18 000 сотрудников, обслуживающих заказчиков в 100 странах из 290 офисов, в том числе в Баку. В течение последних 15 лет Dar входит в десятку лучших международных проектных компаний, имеющих значимые проекты в инфраструктурном, энергетическом и строительном секторах.

Адрес: Азербайджан, г.Баку, Бакиханова, 6 (Bridge Plaza)
Tel.: (+994 12) 404 55 80/81 (+90 212) 259 45 27(многоканальный)
E-mail: baku@dar.com; istanbul@dar.com
URL: www.dar.com



"YAGMUR-2" LLC

Director: Namiq Hajiyev

About the company: "Yagmur-2" offers a complete solution to the issue of irrigation with the use of modern technologies and specialized computer programs at under crop areas and household plots. An automatic irrigation allows minimizing the participation of a human, dosing the amount of used water, and controlling the process of irrigation at a distance with the help of controllers.

Address: 129A, Hasan Aliyev Street, Baku, AZ1110, Azerbaijan
Tel.: (+994 12) 437 82 50; (+994 12) 465 94 27
Mob.: (+994 50) 222 92 52
Fax: +994 12 465 94 27
E-mail: yagmur2@yandex.ru
URL: www.yagmur2.com

"YAGMUR-2" LLC

Директор: Намик Гаджиев

О компании: Компания "Yağmur-2" предлагает полное решение вопроса полива с применением современных технологий и специализированных компьютерных программ на посевных площадях, а также приусадебных участках. Автоматический полив позволяет свести к минимуму участие человека, дозировать количество используемой воды, а также контролировать процесс полива на расстоянии при помощи контролеров.

Address: Азербайджан, AZ1110, Баку, ул. Гасана Алиева129А
Tel.: (+994 12) 437 82 50; (+994 12) 465 94 27
Mob.: (+994 50) 222 92 52
Факс: +994 12 465 94 27
E-mail: yagmur2@yandex.ru
URL: www.yagmur2.com



Baku Textile Factory

General Director: Sakina Babayeva

About the company: Baku Textile Factory has an 80-year experience and continues its business following the principles of the European standards. Today the company uses the latest raw materials and technologies from Germany, Italy, Holland, Japan and Turkey. Currently, more than 5,000 different types of textile products are produced in the factory with high quality and safety indicators. Baku Textile Factory is also manufacturing goods under the ALPAR, ENZO, CORABCI, ZANBAG brands.

Factory Address: Baksol settlement 1, Binagadi district, Baku, AZ 1008, Azerbaijan
Office Address: 4th floor, Entrance 1, Building 6, Chinar Business Center, Ahmed Rajabli Street, Baku, AZ 1106, Azerbaijan
Tel. Factory: (+994 12) 412 02 06 Tel. Office: (+994 12) 564 14 62
E-mail: bsakina@hotmail.com; office@btf.az
URL: www.btf.az

«Бакинская Текстильная Фабрика»

Генеральный директор: Сакина Бабаева

О компании: «Бакинская Текстильная Фабрика» имеет 80 летний опыт и продолжает свою деятельность по принципам европейских стандартов. Компания использует новейшие сырьевые материалы и технологии из Германии, Италии, Голландии, Японии и Турции. В настоящее время компания производит более 5000 различных видов текстильных изделий с высокими показателями качества и безопасности. «Бакинская Текстильная Фабрика» также производит товары под брендами ALPAR, ENZO, CORABCI, ZANBAG.

Адрес Фабрики: Азербайджан, AZ1008, Баку, Бинагадинский район, пос.Баксол 1
Адрес Офиса: Азербайджан, AZ 1106, Баку, ул. Ахмеда Раджабли, Бизнес центр Чинар, Здание 6, Вход 1, 4-й этаж
Тел. Фабрики: (+994 12) 412 02 06 Тел. Офиса: (+994 12) 564 14 62
E-mail: bsakina@hotmail.com; office@btf.az
URL: www.btf.az



Antaris

Chief Executive Officer: Balagha Jafarov

About the company: Antaris, which has been functioning since 2003, soon became a market leader of corporate supply. Currently the company continues to supply major oil and construction projects, banks, holdings and government organizations. Our company is a distributor of world famous brands.

Product categories are: stationery, paper, polygraphy, stamps, furniture, safes and other office interior items, cartridges and toners, promo materials, production of indoor and outdoor advertising.

Address: AZ1029, Heydar Aliyev Ave. 103A, Baki, Azerbaijan
Tel. Fax: +994 12 440 13 43
E-mail: info@antaris.az
URL: www.antaris.az

Antaris

Главный исполнительный директор:
Балага Джафаров

О компании: Функционируя с 2003 года компания "Антарис" в скором времени стала лидером рынка корпоративного снабжения. В настоящее время компания продолжает снабжать крупные нефтяные и строительные проекты, банки, холдинги и государственные организации. Наша компания является дистрибьютором всемирно известных брендов.

Товарные категории: канцтовары, бумага, полиграфия, печати, мебель, сейфы и другие предметы офисного интерьера, картриджи и тонеры, промо-материалы, производство внутренней и наружной рекламы.

Адрес: Азербайджан, AZ 1029, Баку, пр. Гейдара Алиева 103А,
Тел., Факс: +994 12 440 13 43
E-mail: info@antaris.az
URL: www.antaris.az



**KONSIS**

Project Manager:
Sabina Asaliyeva

About the company: KONSIS provides organizational support for conferences, events, meetings and trainings with full support including written translation, consecutive and simultaneous interpretation services. KONSIS provides conference equipment rental services, including simultaneous translation equipment, booth, LCD projectors, wide screens, laptops and other audio/video equipment. KONSIS will support your event, making travel and accommodation arrangements, conference room reservation and setup, food and beverage arrangements.

Address: 3rd floor, Caspian Plaza 1,
44 Jafar Jabbarly str., Baku, AZ1065, Azerbaijan
Tel: (+99412) 497-81-13
E-mail: info@konsis.az
URL: www.konsis.az

«КОНСИС»

Менеджер по проектам: Сабина Асалиева

О компании: «КОНСИС» оказывает организационную поддержку конференций, мероприятий, встреч и тренингов, с полным перечнем услуг, включая услуги письменного, последовательного и синхронного перевода. «КОНСИС» предоставляет услуги по аренде конференц-оборудования, включая оборудование для синхронного перевода, будки, ЖК-проекторы, широкие экраны, ноутбуки и другое аудио-видео оборудование. «КОНСИС» предоставит поддержку Вашему мероприятию, спланирует поездку и размещение, сделает резервацию и оснащение комнаты для конференции, организует еду и напитки.

Адрес: Азербайджан, AZ1065, г.Баку,
ул. Джафара Джаббарлы 44, Caspian Plaza 1, 3-й этаж
Тел: (+99412) 497-81-13
E-mail: info@konsis.az **URL:** www.konsis.az



EVENT MANAGEMENT

VIDEO PRODUCTION & SERVICES

HOTELS

**Narimanfilm LLC**

Chairman of the Board:
Nariman Mamedov

About the company: Narimanfilm LLC was established in 1994. In order to provide clients and partners with the best products and services, the company has created a team out of skilled scenario writers, directors, technical workers and designers.

Narimanfilm is one of the advanced providers both in the field of professional video and photo shooting and in realizing new media-technological solutions in selected business spheres.

The company offers a full range of services on production of movie and video materials. There is an Az Cinema Online operating online.

Address: 10th floor, AGA Business Centre, 55 Khojali Avenue,
Baku, AZ 1025, Azerbaijan
Tel: (+994 12) 491 63 79; 464 43 06; (+994 50) 216 32 65
E-mail: mail@narimanfilm.az
URL: www.narimanfilm.az; www.azcinemaonline.com

ООО «Нариманфильм»

Председатель правления: Нариман Мамедов

О компании: «Нариманфильм» основан в 1994г. С целью предоставления лучших продуктов и услуг клиентам и партнерам, создана опытная команда сценаристов, режиссеров, техников и дизайнеров.

«Нариманфильм» является одним из самых передовых провайдеров как в области профессиональных видео- и фотосъемок, так и в реализации новых медиа-технологических решений в избранных бизнес-сферах.

Компания предлагает полный спектр услуг по производству кино- и видеопroductions, владеет интернет кинотеатром Az Cinema Online.

Адрес: Азербайджан, AZ 1025, Баку, проспект Ходжалы 55,
AGA Business Centre, 10-ый этаж
Тел: (+994 12) 491 63 79; 464 43 06; (+994 50) 216 32 65
E-mail: mail@narimanfilm.az
URL: www.narimanfilm.az; www.azcinemaonline.com

**Excelsior Hotel & Spa Baku**

General Manager: Turhan H. Poyraz

About the company: The Excelsior Hotel & Spa Baku is a beautiful 5 star hotel in Baku city. The hotel is furnished with a mélange of classical architecture and contemporary design elements. It is a hotel with a unique ambiance and distinctive service, enhanced by modern technology.

Located near the cosmopolitan downtown of Baku, the Hotel offers easy access to business, shopping and entertainment centers, while the Airport being 25 minutes away.

Address: 2 Heydar Aliyev Avenue, Baku, AZ 1154, Azerbaijan
Tel.: (+994 12) 496 80 00
Fax: (+994 12) 496 80 08
E-mail: info@excelsior.az
URL: www.excelsior.az

Excelsior Hotel & Spa Baku

Генеральный директор: Турхан Пойраз

О компании: Отель Excelsior Hotel & Spa Baku - великолепный пятизвездочный отель в городе Баку. Меблировка отеля представляет собой сочетание классической архитектуры и современных элементов дизайна. Это отель с уникальной атмосферой и превосходным сервисом, поддерживаемым современными технологиями.

Отель, расположенный недалеко от центра города, дает возможность легко добраться до предприятий, торговых и развлекательных центров, а аэропорт находится в 25 минутах езды от отеля.

Адрес: Азербайджан, AZ 1154, г.Баку, пр.Гейдара Алиева, 2
Тел.: (+994 12) 496 80 00
Факс: (+994 12) 496 80 08
E-mail: info@excelsior.az
URL: www.excelsior.az

**GRAND HOTEL EUROPE**

General Manager: Kemal Eratay

GRAND HOTEL EUROPE
BAKU

About the company: Welcome to the Grand Hotel Europe - one of the major landmarks of the city, with a wonderful view to the Caspian Sea. The hotel offers 96 well decorated spacious Deluxe Guest Rooms and Suites, most of them having a marvelous view to the Caspian Sea.

The hotel guests will be impressed by the quality and variety of the international and national specialties served in our Caviar restaurant, Caspian Bar, Capones Nightclub, Olympus Health Club.

Address: Tbilisi Avenue 1025/30,
Baku, AZ1078, Azerbaijan
Tel.: (+99412) 490-70-90
Fax: (+99412) 490-70-96
E-mail: k.eratay@grand-europe.com
URL: www.grand-europe.com

GRAND HOTEL EUROPE

Генеральный Менеджер: Кемал Эратай

О компании: Grand Hotel Europe является одной из главных достопримечательностей города, откуда прекрасно видно Каспийское море. Отель предлагает вашему вниманию 96 Deluxe Guest комнат и номеров с прекрасно выполненной декорацией. Гости отеля будут поражены качеством и разнообразием международного и национального обслуживания со стороны нашего ресторана «Caviar», «Caspian Bar», ночного клуба «Capones», оздоровительного клуба «Olympus».

Адрес: Азербайджан, AZ1078, г.Баку,
Тбилисский проспект, 1025/30
Тел.: (+99412) 490-70-90
Факс: (+99412) 490-70-96
E-mail: k.eratay@grand-europe.com
URL: www.grand-europe.com





Holiday Inn Baku Hotel

General Manager:
Anver Baybekov

About the company: Holiday Inn Baku is representing InterContinental Hotel Group (IHG), which is considered as the world's one of the largest hotel chain. The newest hotel in the center of Baku, Holiday Inn is set to be the first choice of business and leisure tourists, coming to Azerbaijan, and offers 223 high-class rooms to your service. Holiday Inn Baku is also a perfect place to hold business meetings, corporate events and weddings.

Address: 5 Kovkab Safaraliyeva Street, Baku, AZ1010, Azerbaijan
Tel./Fax: (+99412) 599-11-00/01
E-mail: info@hi-baku.com
URL: www.ihg.com

Holiday Inn Baku Hotel

Генеральный менеджер: Анвер Байбеков

О компании: Отель Holiday Inn Baku является представителем одной из крупнейших всемирно известных сетей отелей InterContinental Hotels Group (IHG). Новейший отель в центре Баку, предназначенный стать основным выбором деловых людей и туристов приезжающих в Азербайджан, представляет к вашим услугам 223 высококлассных номера. Holiday Inn Baku также является великолепным местом для проведения деловых встреч, корпоративных мероприятий, а также свадеб.

Адрес: Азербайджан, AZ1010, г.Баку, ул. Ковкаб Сафаралиева 5
Тел./Факс: (+99412) 599-11-00/01
E-mail: info@hi-baku.com
URL: www.ihg.com



Hyatt Regency Baku

General Manager:
Walter Gag

About the company: One of the most popular business hotels in the city, Hyatt Regency Baku is a luxury 5 star hotel strategically located close to the main shopping and business areas, as well as the Heydar Aliyev International Airport. With its 159 luxury rooms & suites, Mezzo Restaurant, Armaiti Spa & Fitness Center, Hyatt Regency Baku is a venue for both business and social events, offering variety of meeting, holiday and personalized catering services.

Address: 1033 Izmir Street, Baku, AZ 1065, Azerbaijan
Tel: (+994 12) 490 1234
Fax: (+994 12) 490 1235
Email: baku.hotels@hyatt.com
URL: https://baku.regency.hyatt.com/

Hyatt Regency Baku

Генеральный Директор: Вальтер Гэг

О компании: Один из самых популярных бизнес отелей города Баку Hyatt Regency Baku является пятизвездочным отелем расположенным близко к главным торговым и деловым районам, а также международному аэропорту имени Гейдара Алиева. Со 159 номерами высшей категории и номерами люкс, рестораном Mezzo, фитнес/спа-центром Armaiti, отель является местом для проведения как деловых, так и социальных мероприятий, предоставляющим различные услуги в сфере организации встреч, праздников, индивидуального кейтеринга.

Адрес: Азербайджан, г.Баку, AZ1065, ул. Измира 1033
Тел: (+994 12) 490 1234
Факс: (+994 12) 490 1235
E-mail: baku.hotels@hyatt.com
URL: www.baku.regency.hyatt.com



Shahdag Tourism Center CJSC

Chairman: Rodderich Leffer

About the company: The first ski resort in Azerbaijan located near Shahdag National Park, the largest national park in the country. The resort can be found on piedmont of Shahdag Mountain, surrounded by the mystique charm of unspoiled nature and clean mountain air. Shahdag Mountain Resort is 3 hours drive from the buoyant Baku and less than an hour's journey from Gusar via new Gusar-Laza road.

Address: Shahdag Mountain Resort,
29th km of Gusar-Laza road, Azerbaijan
Tel.: (+99412) 310 11 10
Mob: 1110
Email: info@shahdag.az
URL: www.shahdag.az

ЗАО «Туристический Центр Шахдаг»

Председатель: Родрих Леффлер

О компании: Первый горно-лыжный центр Азербайджана Туристический Центр «Шахдаг» расположен рядом с Национальным Парком Шахдаг, являющимся самым большим национальным парком страны. Курорт находится у подножья горы Шахдаг (гора Большого Кавказа) и окружен мистическим очарованием нетронутой природы и чистым горным воздухом. Горный курортный комплекс находится в трех часах езды от Баку и менее часа езды из Гусара по новой дороге Гусар-Лазз.

Адрес: Туристический Центр «Шахдаг»,
Азербайджан, дорога Гусар-Лазз 29-й км
Тел.: (+99412) 310 11 10
Mob: 1110
Email: info@shahdag.az
URL: www.shahdag.az



HB Co LTD

General Director: Hikmat Butayev

About the company: HB Co LTD was established in 1996. The main activity line of the company is an import, marketing and sale of high-quality pharmaceutical products, delivered from different countries of the world, in Azerbaijan (Italy, Germany, France, Spain, England, Turkey, India, Latvia, Lithuania, Bosnia, South Korea, Latin America, etc.). HB Güven clinic is operating within HB Co LTD. The motto of HB Co LTD – "A healthy future will come with us."

Address: Abay Kunanbayev Street, 7th micro-district,
Baku, AZ1116, Azerbaijan
Tel.: (+99412) 563 37 17
Fax: (+99412) 563 34 25
Email: hbbaku@hb-med.com
URL: www.hb-med.com

"HB Co LTD"

Генеральный директор: Хикмет Бутаев

О компании: Компания "HB Co LTD" была основана в 1996 году. Основной деятельностью компании является импорт, маркетинг и продажа высококачественной фармацевтической продукции в Азербайджане из разных стран мира (Италия, Германия, Франция, Испания, Англия, Турция, Индия, Латвия, Литва, Босния, Южная Корея, Латинская Америка и т.д.). Клиника HB Güven работает в составе HB Co LTD. Девиз компании "HB Co LTD" - "Здоровое будущее придет вместе с нами".

Адрес: Азербайджан, AZ1116, Баку, 7-ой микрорайон,
ул. Абая Кунанбаева
Тел.: (+99412) 563 37 17
Факс: (+99412) 563 34 25
Email: hbbaku@hb-med.com
URL: www.hb-med.com





MediStyle Hospital

Head Physician: Imran Agayev

About the company: MediStyle Hospital was established in 2012 by the leading specialists in the field of medicine, whose staff today consists of a team of professional doctors. The hospital has the brand-new medical equipment. At the hospital you will always be greeted by the smiling staff and each patient is treated individually. The hospital is located in a 6-storeyed building with the area of 4,500 square meters. It has a polyclinic with outpatient services, surgical block, post-operation in-patient clinic and intensive care unit.

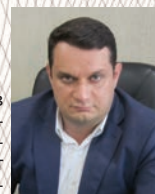
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Медистайл Госпиталь

Главврач: Имран Агаев

О компании: Медистайл Госпиталь был создан в 2012 году ведущими специалистами в области медицины. Сегодня персонал госпиталя это команда профессиональных врачей. Здесь вас всегда встретит улыбчивый персонал, который отнесётся индивидуально к каждому пациенту. Оснащённый современным медицинским оборудованием госпиталь находится в 6-этажном здании площадью 4500 квадратных метров, имеет поликлинику с амбулаторными услугами, хирургический блок, послеоперационный стационар, отделение интенсивной терапии и терапевтический стационар.

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Referans Clinical Laboratory Center

Director: Khansiyar Babayev

About the company: Referans Clinical Laboratory Center has been operating since 2016 under the motto "Results you receive are not simply figures..." Since its establishment the Lab has stood out for the most modern, fully computer-aided laboratory equipment, skilled doctors team and the possibility of making lab tests in Azerbaijan, which used to be sent abroad before. According to President Ilham Aliyev's order, since 2017 the Laboratory has been providing all types of laboratory services to residents of our regions by means of ASAN Qatar which belongs to ASAN Laboratory.

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Центр Клинической Лаборатории «Реферанс»

Директор: Хансыйар Бабаев

О компании: Клиническая Лаборатория «Реферанс» функционирует с 2016 года под девизом «Полученный вами результат — это не просто цифры...». Со дня открытия Лаборатория выделялась самым современным, полностью автоматизированным лабораторным оборудованием, профессиональным врачебным коллективом и возможностью проводить в Азербайджане лабораторные анализы, которые ранее посылались в зарубежные страны. Лаборатория «Реферанс», начиная с 2017 года по указу Президента Ильхама Алиева, в составе ASAN Qatar, при ASAN Лаборатории, предоставляет все виды лабораторных услуг жителям наших регионов.

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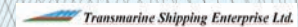
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