



Right now we are at story #11, the period when Bilfinger Tebodin started expanding in Russia. For the country this meant that the times of a tough crisis that hit it in the 90s are in the past. This introduced decades of economic growth of which our company was part. Read more in the authentic article written in 2004!

**Our company's first office in Russia was opened in 1994 to execute projects which were financed by international financial institutions. After a difficult period for the entire economy, which was a result of the ruble crisis at the end of the 20th century, the company has grown steadily as investments by large foreign companies increased. Tebodin Russia currently has four offices: in Moscow, St. Petersburg, Ekaterinburg and Irkutsk. Our company in Russia is witnessing a growth of over 50% each year, as a result of the booming economy due to rising energy prices, of which Russia is a net exporter.**

#### Expanding middle class

Russia's thriving economy is growing rapidly, fueled by its oil and gas revenues. As a result Russia's middle class is expanding, which means a rapidly growing consumer economy as people have more to spend. Another consequence of this economic growth is that many foreign investors have chosen to open their own production facilities in Russia in order to avoid, for instance, yearly increasing import taxes.

Currently, Tebodin employs approximately 200 people in four offices. Each has a local management team and they all cooperate continuously on various projects. At the moment we are working among others for Holcim, Nissan, Claverbel and Shell Retail Outlets.

#### Considerable expertise

Tebodin Russia has built up considerable experience in the cement and construction materials industries, in pulp and papermaking, in building logistic centers and in the food and beverage industry. We work closely with colleagues from Czech Republic, Ukraine, the Netherlands and Germany who provide specific knowledge in various fields. German know-how helped us, for example, in the project for Ferrero (chocolate manufacturing). Our staff consists of Russians with international experience, supported by a small number of specialist expatriates.

Our four offices execute work for a wide range of clients and may be involved in various stages of a project.

This often involves help in site selection, liaising with the appropriate authorities and creating a list of possible sites. Those sites which go to the short list are then subject to a site due diligence concerning the possibilities for water, gas and electricity connections, zoning regulations and so forth.

Then, after a site has been chosen and a preliminary agreement signed with the local authorities, Tebodin makes the conceptual design in close cooperation with the client, which forms the basis for the rest of the project. When this has been agreed, Tebodin makes the 'Proyekt' design, which are the documents required when applying for a construction permit according to Russian law.

Tebodin makes the link between clients and local standards and regulations, helping the client to understand the Russian rules and regulations. We smooth the path for Western clients, assisting in obtaining all the required permits at every stage of the project. We are valued and selected by clients because of our experience, our flexibility, the Tebodin international network and our knowledge of the English language.

