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- Research Outsourcing für kleinere Unternehmensberatungen

Beispielseite: Rohdaten für Profil Mikhail Gutseriev

Netstudien sammelt Rohdaten über russische Unternehmer, die dann als Basis für verdichtete Profile genutzt werden können.
BACKGROUND

- Born in Kazakhstan (Tselinograd), where his Ingush family had been deported after WWII. Later returned to Chechnya-Ingushetia. In 1961 the family moved to Grozny.

- Since 1978, a laborer in a factory folk crafts in g.Dzhambule, then - until 1982 - a master sewing shop in the same factory.

- 1981 - graduated from the Dzhambul technological institute, qualifying as chemist-technologist.


- 1986 – Gen. Dir. of the production association of artistic crafts in Grozny, the Chechen-Ingush ASSR

- Communist Party, was a member of the Grozny city committee and the Bureau of the Chechen-Ingush regional committee


BUSINESS

A former oil bureaucrat who parlayed his insider position into ownership of oil assets grouped into his Russneft company,

- 1986 he founds the first joint venture Russo-Italian: CHIITAL, specialized in the factory of pieces of furniture.

- creating a co-operative bank, famous one of the first of Russia.


- In 1992 he moved to Moscow

IN BANK

- 1993 BIN Bank gegr.

- BIN-bank, is Russia's 35th in terms of assets.

- In 2001, the shareholders re-registered bank included: "Industrial-Financial Company" BIN "Airline" Domodedovo Airlines " , JSC" ZANGAS, RAO RNGS-Holding, ZAO Russian oil exports " , JSC" Worsted Association in October , JSC Baltgazstroykomplekt, OAO Baltika Breweries, Russia's oil and gas company building an open-type Rosneftegazstroy "AOR" Transstroyservis.
• In 2005, the shareholders has changed. Among them, the Federal Commission, the following structures: "Industrial-Financial Company" BIN ", (4,95%), OOO Agropromimport (4,98%), "Inform-Consulting (4,98%)," Trans Oil (4,98%), Inc. "Profit Center" (4,95%), OJSC "Reliability" (4,95%), ZAO Finkomtrast Ltd (4,93%), OJSC "Petrovsky Passage" (4,9%) and others. Virtually all of them are still affiliation brothers Gutseriev.

• AKB BIN ", using R. Aushev, became an authorized bank government of the Republic of Ingushetia, to finance the building on the territory of the Republic of industrial, residential and cultural destination, the authorized bank for opening and maintaining accounts of enterprises registered in the economic and favored Center international business "Ingushetia".

• in 1995 - early 1996, BIN-Bank was one of the largest creditors of the Government's recovery efforts in Chechnya.

POLITIK/ Network

• With Vladimir Zhirinovsky Gutseriyev first met in 1990 when he was still a legal adviser of the publishing house "Mir" (but has already established a party - LDPSS). In 1991, Gutseriyev out of the Communist Party and joined the Liberal Democratic Party. 1999 left the party and participated in the elections in the constituency as an independent candidate.

• relations with the North Caucasus is not interrupted: it was an economic adviser to the President of Ingushetia Ruslan Aushev: since the clan and the clan Gutseriev Aushev, as we mentioned, are actively cooperating.

• 1994 led administration Ingush offshore zone established on his own initiative. 1994 - head of the administration of Russia's first favoured economic treatment zone "Ingushetia". He was one of the initiators of the announcement of Ingushetia Russia's first offshore zone (i.e. the area where foreign companies are registered without the imposition of taxes) and creating an international business center "of Ingushetia, a law which was adopted on Dec. 7, 1995 the Duma,

• 1995 Abg.

• January 1996 - Vice-Chairman (vice-speaker) of the State Duma of the Russian Federation.

• 1998/99 Gutseriev has actively participated in the liberation of hostages in Ingushetia and Chechnya.

• Mikhail GUTSERIEV personally took part in the negotiations with the takers of hostages of Beslan, in Ossétie of North.

• It is rumored that the brothers Gutseriev earned big money by using offshore status of the republic of Ingushetia: Michael (Mikail) Gutseriyev was the head of the FEZ "Ingushetia"

• he and his brother Khamzat, are major economic partners, Ruslan Aushev, long time former president of Ingushetia.

• Confidant with: General Alexander Orlov: As mentioned, it is through Orlov went on the supply structures associated with the BIN-Bank, license plates, and even spetstalonami operational cover.
Confidant with: Assistant Interior Minister Vladimir Rushailo. Khamzat Gutseriyev known range of its close contacts with Rushailo personally.

According to intelligence data, Gutseriyev has **good connections in the Chechen Republic** (in his time, he held the post of regional director of the factory crafts)

There is reason to believe that Gutseriyev also associated with Alambey Asiakhanov, advisor to the President of Russia on the North Caucasus.

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**SLAVNEFT**

2000-2002 Pres. Slavneft

Headed «Slavneft», Gutseriev immediately found itself in the midst of the **struggle for the company**, the main contenders were TNK and «Sibneft». In this battle Gutseriev supported «Sibneft» - two weeks later after he headed the company, Slavneft had a new vice president of marketing Sukhanov, who was earlier at «Sibneft».

after the arrival of Gutseriev in Slavneft, its exports gained access well-known company Runicom (later it was replaced by other companies, according to some sources, is also affiliated with Abramovich), and financial positions by former employees of Sibneft Michael Nekrich and Yuri Sukhanov. Later Gutseriyev, rumor, made friends with Sergey Pugachev (Mezhprombank ’), which is largely cooled his relationship with Abramovich, and is said to have caused the dismissal from his post as president of Slavneft under pressure from TNCs.

2002: A month before the elections in Ingushetia, a co-owner of «Sibneft» Roman Abramovich offered to voluntarily withdraw from Gutseriev «Slavneft» and to appoint the Acting Sukhanov. Instead, Abramovich offered Gutseriev seat in the Federation Council, explaining that Putin will still not forgive him the story of Ingushetia (sein bruder war 2002 der aussichtsrreichste Kandidat bei den Präsidentschaftswahlen ingushetie; doch Putin intervenierte und Gutseriev wurde zweit tage vor der Whl ausgeschlossen und Putins Kandidat gewann)

nach der Privatisierung 2002 abgelöst. He was fired just before the auction

- Owners «Sibneft» (Abramovich) managed to persuade the Government to change the terms of privatization. In early October, Prime Minister Mikhail Kasyanov ordered to sell one lot, all 74.95% of shares «Slavneft» (vorher war im ersten Step nur > 19% geplant).

Anschließend wollten TNK und Sibneft gemeinsam Slavneft bei der Auktion kaufen.

Aber: The Government's decision to sell the entire package «Slavneft» auction attracted the attention of other players - «Lukoil», «Surgutneftegaz», and even the state «Rosneft» and Chinese China National Petroleum Corporation (CNPC)

Dez. 2002. Auktion (47.95 %): Alle grossen mitbieten zogen ihre Offetern kurz vorher zurück und es boten nur einige obskure kleine Firmen: $ 1.86 billion (10 % Über Startpreis) (Sibneft und TNK)

- A compromise was found: TNK transferred its shares in the «Slavneft» and the «daughter» of Trust, which received 25% as much in the Trust received «Sibneft. Gutseriev tauschte seine Anrechte gegen den kauf der Slavneft-Tochter Vareganneft.
It is hard to say what played the key role in Gutseriev’s dismissal

- he stood in the way of Sibneft, which needed to get control over the company just before its privatization
- he was involved in an intricate game between oligarchs Sergei Pugachev and Roman Abramovich
- he actively campaigned against the Kremlin in the elections in Ingushetia.

RUSSNEFT

«Vareganneft» became the foundation of a new oil company Gutseriev - «Russneft»

- Russneft is the only large Russian company that does not trace its origins to the dubious loans-for-shares auctions of the mid-1990s.
- Gutseriyev crafted it in 2002 out of numerous smaller production and retail assets that he had bought on the market.
- 2002: set up Russneft, which expanded from virtually zero to current production levels by consolidating small Russian oil firms
- Russneft currently consists of seven small firms, the bulk of which Gutseriyev first consolidated into Slavneft at state expense in 2001-2002 and then bought from Slavneft's new owners, who said they doubted the firms’ profitability.
- His fast-growing oil company, Russneft, is on the verge of becoming one of Russia’s 10 largest
- in 2006 it produced 14.7 million tons of oil and its reserves amounted to 630 million
- Embattled oil firm Russneft said that it moved to a loss last year after it was hit with back tax claims and fines. The midsized oil producer said its loss, calculated under Russian accounting standards, amounted to 12.25 billion rubles ($521.3 million) in 2007, compared with a net profit of 9.94 billion rubles in 2006.

CHARGES AGAINST GUTSERIEV

- Nov. 2006 November, the Attorney General's Office filed a criminal case into the illegal business in subsidiaries «Russneft», Investigatory Committee of the MIA - in fact the non-payment «Russneft» taxes in especially large amount. Later, most Gutseriev and several top-managers «Russneft» were charged with tax evasion and illegal entrepreneurship
- 2007: Investigation Committee in the Russian interior ministry issued a statement saying that all of Russneft’s stock had been frozen by order of a Moscow district court. The news that Russneft president Mikhail Gutseriyev announced he was stepping down because of criminal charges against him aggravated the situation. he accused authorities of "unprecedented persecution" in an effort to make him "more compliant."
- In July, Mr Gutseriyev accused the Russian Government of "unprecedented bullying" after his company Russneft received back tax demands totalling $800 million.
• Ende Aug. 2007: Court orders Russian billionaire's arrest
• Asyl in GB beantragt
• In the Case Gutseriev already convicted two men, Victor and Igor Kurochkin Elanskii
• Similar charges were brought against the partners Gutseriev - Viktor Kurochkin, Igor and Sergei Elanskogo Bahir.

Motive:
• Gutseriyev could have made some very important people angry by buying YUKOS' assets shortly before the company was destroyed by the state through enormous back tax demands.
• It is widely known that Oleg Deripaska, who is one of the Kremlin's favored oligarchs, will buy Russneft. He could function as an intermediary for the state, which could end up being the ultimate buyer.
• All Russian media, including Kremlin-loyal outlets covering the affair confirm that a group of siloviki (high-placed officials affiliated with security services and police with a hand in business) had a role to play in Gutseriyev's removal. It should be noted that the news of the stock-freezing came at the moment when Gutseriyev was finalizing the sale of Russneft to Oleg Deripaska, owner of the Basic Element conglomerate, and one of Russia's richest men. This third party, in the Russian newspaper's opinion, is acting in the interests of Russia's biggest state-owned oil major Rosneft, as well as in the interests of those behind the destruction of YUKOS. Sources inside business circles claim that Deripaska could not start the process of buying Russneft from Gutseriyev without getting an “OK” from the Kremlin. So, what we are seeing as a result is most likely a battle of two powerful lobbying groups inside the Kremlin.

COMEBACK
• im Oktober 2009 wurde der Fahndungsbefehl per Interpol gegen Guzerijew aufgehoben. Die russischen Behörden bestreiten allerdings, dass das Verfahren gegen den flüchtigen Milliardär eingestellt worden sei. „Die Untersuchungen laufen“, 
• Angeblich handeln Deripaska und Guzerijew über die Rückgabe. Deripaska kontrolliert Russneft zwar, konnte offiziell aber Russneft noch nicht übernehmen, da das Geschäft zwischen zwei offshore-Gesellschaften abgeschlossen wurde und damit der Genehmigung durch eine Regierungskommission bedarf. Diese Genehmigung wurde trotz der guten Kremlkontakte Deripaskas bis heute nicht erteilt.
• Jan 2010: returned to the world of Russian business
• Jan. 2010: regained control of his Russneft oil company from billionaire Oleg Deripaska. A clause in the sales agreement reached in July 2007 stipulated that it would be cancelled if Deripaska failed to secure government clearance in two
years, said Deripaska's company En+. Gutseriyev, who received $3 billion for the company from Deripaska in 2007, paid either nothing or $600,000 to take it back, Vedomosti reported last week, citing various unidentified sources. The lack of repayment stemmed from a large debt that the company ran up during those two years, the sources said.

- **INGUSHETIA:** His vast business and political experience make him a top candidate to steer efforts to stabilize his native Ingushetia and promote economic recovery there. Gutseriyev was a big name in Ingushetia under Zyazikov's predecessor, Ruslan Aushev. In 1994, the Russian government appointed Gutseriyev as head of the administration of a free economic zone that was established and lasted in Ingushetia throughout most of the 1990s. Twice Gutseriyev was elected to represent Ingushetia in the State Duma, where he served as a deputy speaker from 1995 to 1999.

- **Jan. 2010:** regained control of his Russneft oil company from billionaire Oleg Deripaska. A clause in the sales agreement reached in July 2007 stipulated that it would be cancelled if Deripaska failed to secure government clearance in two years, said Deripaska's company En+. Gutseriyev, who received $3 billion for the company from Deripaska in 2007, paid either nothing or $600,000 to take it back, Vedomosti reported last week, citing various unidentified sources. The lack of repayment stemmed from a large debt that the company ran up during those two years, the sources said.

- **Feb. 2010:** new accusations: illegal business, "laundering" of funds. The legalization of illegal proceeds businessman faces from 10 to 15 years in prison. Investigators do not rule out that the composition of the crimes alleged Gutseriev, can be changed during the interrogation, which is possible only if the entrepreneur's arrival in Russia. Gutseriyev has no intention of returning to the country until the criminal case against him do not be closed.

- **April 2010:** His Prosecution case was closed.

- **May 2010:** returned to Ingushetia and would meet President Yunus-Bek Yevkurov. The rehabilitation of Gutseriyev in the eyes of the authorities appears to be linked to the role the billionaire might play in calming tensions in the region. "One such method could be using Mikhail Gutseriyev's money and expertise to invest in and develop the region,

### INVESTMENTS

- Chaika Plaza real estate
- controls the Krestovsky fur production facility and a number of other companies in the fur industry.
- donated $ 7 million for the publication of alternative and additional benefits for students ("Step by Step").

**FORBES RUSSIA MAI 2004: 530 Mio $ Verm.**
**Finans Mag Feb 2005:** 1,38 Mrd $ Verm.
**Finans Mag Feb 2005:** 4,0 Mrd $ Verm.
Finans Mag Feb 2007: 5,2 Mrd $ Verm.
FORB 2007: 2,9 Mrd $ Verm
Finans Mag Feb 2008: 4,0 Mrd $ Verm.
FORB März 2008: 2,6 Mrd $ Verm
Sunday Times 2008: 2,01 Mrd Pfund
FORB 2009: 1,9 Mrd $ Verm.
Finans Mag Feb 2010: 3,6 Mrd $ Verm.
FORB Mag März 2010: 2,2 Mrd $ Verm.

two sons and a daughter.

* Chingis
In July 2007, after a warrant was issued for his arrest, Mr Gutseriyev fled Moscow for London. A few days later his son, Chingis, who had been educated at Harrow, died in Moscow in mysterious circumstances. He’d reportedly been involved in a minor car crash and received an injection. He returned home, lost consciousness and died - presumed poisoned.

Neffe:

* Shishkhanov, Mikhail (1972 Grozny - )
- December 1992 to December 1993, Deputy General Director of LLP "BIN"
- 1995 founder of ZAO Zubar.
- April 1996 head of the administration's Center for International Business "Ingushetia"
- President BIN-bank: Since March 1996 - Chairman of the Board (President) Bank "BIN".
- BIN Bank has been one of the real success stories to emerge from the banking sector since the 1998 crisis, It made its first money by setting up a bank in a special economic zone in Ingushetia, next to Chechnya, in the mid-1990s. - Companies flocked to open accounts in what was effectively an offshore tax haven. Then the government abolished special economic zones and, for the past two years, BIN has built more sustainable businesses.
- 2003 Dir. Russneft

Finans Mag Feb 2005: 70 Mio $ Verm.
Finans Mag Feb 2008: 780 Mio $ Verm.
Finans Mag Feb 2009: 300 Mio $ Verm.
Finans Mag Feb 2010: 650 Mio $ Verm.

Feb. 2008: Bin-Bank an senator Vadim Moshkovich verk. the deal would allow Binbank and its clients to escape political risk.

Ende 2007: - 2007: Ingush businessmen Adlan Shishkhanov and Murat Luyanov showing interest to 49% of the football club Karl Zeiss (Jena). They are ready to invest 25 million euros and they have already signed the contract as the club’s press release says and Ostthuringer Zeitung (a newspaper) confirms As we managed to find out, this "pass" to Germany is probably an attempt to save the means from Russia. One of the investors is a relative to Mikhail Gutseriev, former head of Russneft (oil company) who has to have shelter abroad, as a criminal case was started against him, and was forced to give up his business.

Traces of Adlan Shishkhanov, 34, led us to Bin Bank founded by Mikhail Gutseriev. Gutseriev’s brother, named Sait-Salam, is a member of the board with 6% of the stock. The President of the Bin Bank Mikhail Shishkhanov, who owns 87% of the stock and who used to be the President of the Ingush football club named Angusht, is the Gutseriev’s nephew, as some sources say.
August 2008:
Tax officers called back yesterday three of seven claims on expropriating the stocks of Russneft.
The claims had been based on Clause 169 of the RF Civil Code, but the Supreme Arbitration Court banned from referring to this clause in tax business.
- At the same time, Russneft agreed to a sizeable portion of 20-billion ruble claims for 2003 through 2005. Settlement of the conflict with authorities will enable to finalize the deal that Basic Element of Oleg Deripaska announced far back in August of 2007.
- The terminated actions extended to the deals of AMI-Invest and Mlada (9.6 percent in Russneft), Garant-Invest and Milano (9.7 percent), Nordfest and Spectrum (20 percent).
The vital thing is that the Federal Tax Service itself called back the suits, reasoning that it would bring stock vendors to tax account. The respective resolution dates July 29.

* Bahir, Sergei
- Former vice-president of oil company Russneft
- 2010: on the list of Interpol

one of the most powerful clans in Ingushetia,

Brüder:

* Sait-Salam Gutseriyev (1959- )
- graduated from the Financial Academy under the Government of the Russian Federation and the Groznetsk Oil Institute. He holds a doctorate of economics and is a candidate of law.
- 1983 to 1987 - head of the shop Grozny distribution tank farms.
- 1987 engineer of traffic Grozny Control Goskomnefteprodukta "RSFSR.
- A.N.D. building corporation
- 1992 to January 1994 CEO TPO "Local Industry",
- January 1994 - General Director of Industry and Finance Company "BIN". Since June 1997 - Member of the Board of Directors of Bank "BIN"
- owns 75 percent of the BIN financial group
- 2003 Board of Directors Russneft
- seit 1999 Abg. ( ab 2000 "pro-Kremlin" deputy faction "Unity": State Duma Committee on Budget and Taxes (bis 2002); ab 2003 faction "United Russia

Finans Mag Feb 2005: 70 Mio $ Verm.
Finans Mag Feb 2005: 1,1 Mrd $ Verm.
Finans Mag Feb 2007: 1,58 Mrd $ Verm.
Finans Mag Feb 2008: 850 Mio $ Verm.
Finans Mag Feb 2009: 70 Mio $ Verm.
Finans Mag Feb 2010: 540 Mio $ Verm.

* Khamzat Gutseriyev
- Doctor of Legal Sciences, Professor.
- 1999-2002 Ingushetiya Minister of Internal Affairs
In 2002, to stand for presidential elections in Ingushetia, but the decision of the Supreme Court of Russia, his candidacy has been withdrawn. Support for the elections he helped former President of Ingushetia R. Aushev.
- Since March 2004 - Representative to the Council of Federation of the administration Agin-Buryat Autonomous District