Doing business in Russia



Not that scary after all!

Which country is?

- Asia's World City
- Incredible
- Is Truly Asia
- More Fun in the...
- Sparkling...
- Amazing...
- Your (Previously Uniquely)....

What about Russia?



REAL RUSSIA

With REAL opportunities for your business

RUSSIA BEYOND THE STEREPOTYPES

RUSSIANS



Where people think we live



Where we actually live



What they think we drink



What we actually drink



What they think we wear



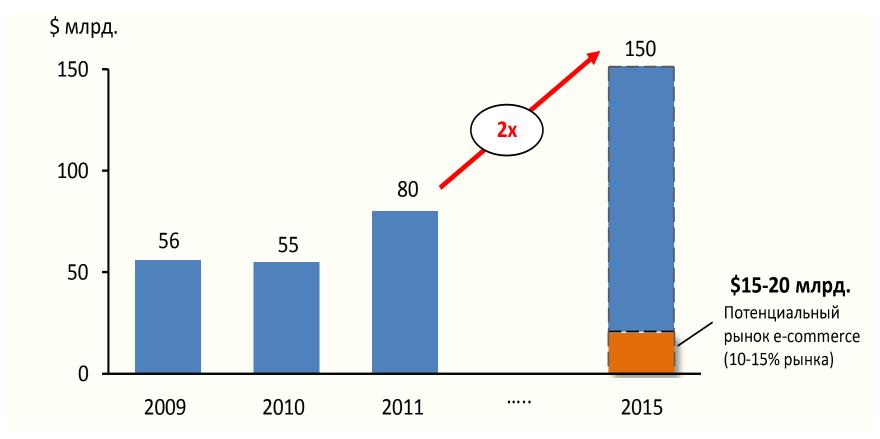
What we actually wear

Submitted to: www.collegebread.com

Russia is turning towards ASIA



China – Russia trade



By Dmitry Medvedev, ex-President of Russia.

WTO entrance

Wednesday, August 22, 2012

"We are entering the organization almost on our conditions. We have received permission for unprecedented support of agriculture and long lasting allowance for industrial assembly"

Changes in import/export policies

Product	Current	New levels	Effect
Household electric appliances	15%	7 %	
Automobiles	25%	15%	3-7* years
Medical drugs	15%-5%	6.5%-5%	
Cosmetics, soap, detergents, shampoo, shaving foam		Gradual decrease	5-6 years
Perfume	15%	6.5%	
Chemical products	10%	6.5%	
Plastic goods		Gradual decrease	5-6 years
Fur coats	10%	5%	2014
Flowers	15%	5%	

Changes in import/export policies

	Food and realted			
Milk & diary	25%	20%		
Fish products	15%	12%		
Coffee	10%, ≥ 0.2 €/kg	8%, ≥ 0.16 EUR	1015	
Tea	20%, ≥ than 0.8 EUR/kg	20%, ≥ 0.5 EUR/kg		
Chocolate	20%, ≥0.6 EUR/kg	20%, ≥0.28 EUR/kg	2016	
Fruits (apples, pears) And citrus		30-50% less on average	2017	
Bananas, grapes		No change		
Vegetables (carrot, cabbage, etc), nuts, animal feed		decrease		

Changes in import/export policies

IT and science industry:						
Technology, construction, scientific and measuring equipment Computers and their parts, office equipment (inc.hands-free, calculators, TV/radio antenna, etc)	5.4%	Gradual decrease towards cancellation	5-6 years			

SERVICES

- Insurance
- Banking and telecom
- Passenger air transport

Other

- Industrial Assembly
- Oil and gas
- Sanitary regulations

Russian market is big



And getting bigger...

- Russia became the biggest market in continental Europe for milk and children's toys in 2011, worth a collective \$22.7 billion in sales.
- Next year it's on course to become the biggest market in Europe for clothes, footwear, accessories and advertising worth a collective of \$76.8 billion in sales

...and a little bigger...

- Russia's per capita income is the fastest growing of any major emerging market in the world over the last few years.
- It reached about \$21,350 last year (on a ppp basis) according to the World Bank, well ahead of Brazil (\$11,720), China (\$8,440) and India (\$3,650).

...and a bit more...

- With very little debt, the lion's share of Russians' income is disposable.
- Consumer loans have been running high this year and are up 43 percent

Largest Online population in Europe



Entering the market. Tips and tricks

- ✓ Visit expo in Russia as a visitor, as a participant
- ✓ Hire Russian speaker BDM
- ✓ Make a Russian page and invest into Russian websites promo (Yandex, etc)
- ✓ Get in touch with specialized consultancy in your country
- ✓ Consider selling to Russian buyers on HK expo and Canton Fair.
- ✓ Break into retails chain
- ✓ Join trade mission

Be Informed!

- New laws and regulations
- New companies
- New industries
- New connections
- New figures
- New trends



PROJECT IN HONG KONG



- ✓ Name Russia Beyond The Headlines,
- ✓ Partner newspaper The South China Morning Post,
- ✓ Circulation 102 000 copies,
- ✓ Pagination 16,
- ✓ The first issue appeared on February, 29th
- ✓ Main topics business, economy, politics, soceity, culture.





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议 到底谁该为污染

容量更单

俄罗斯各地举行活动庆祝 2002年的春节印象最深刻。在家过完



Thank You!

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