

Chances for international business on the Moscow market: practical aspects.

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of Commerce and Industry

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AGENDA:



- Moscow market
- Support and restrictions for the foreign investors Possibilities for the cooperation Risks are on the control
- MCCI



Moscow today 1/1



The biggest city in Europe:
12,7 mm. inhabitants Share
of population with higher
education: 57% (average in
the world 37% OECD)



TOP-5: One of the
biggest city
economies in the
world



TOP-3: one of the
biggest consumer
markets in Europe

Moscow today 1/2



More than 20%
Moscow's share in
Russian GRP



1st Place UN E-
government
development index



TOP 25: cities of
the world ranking
of attractiveness
for foreign
investment.

Special Economic Zone TECHNOPOLIS MOSCOW



Is a key driver for new industry
of Moscow

Innovative ecosystem

Favourable conditions for localization
of IT and High-Tech Companies

Support for the investors 1/1



The fact is: German investment volume in Moscow economy more than 8 billion Euros in more than 200 investment projects and 30.000 working places

- Investment agreement (SPIK 2.0)
- Offset agreements
- Life circle contracts
- New law about the investment protection
- More than 50 types of state and city support measures for start-ups/SME

Support for the investors 1/2: Localisation



- Localization program Preferences
- for “Made in Russia” production

Restriction for the foreign investors



Federal Law FZ - 57 provides for restrictions for foreign investors with the participation in the capital of economic companies of strategic importance, consisting in the preliminary approval of transactions by the Government Commission for Control over Foreign Investments in the Russian Federation.



47 strategic types of businesses (FZ - 57) – nuclear, military, space, subsoil use, production of encryption (cryptographic) IT systems etc.

Risks are under control

Corona, Sanctions, Geopolitics

Economy is building the bridge

Very long tradition of the cooperation
between Russia and Germany



Practice advice for newcomers



- Better once to see, than hundred times to hear
- Intercultural differences accepted
- Know your customer
- European Union – Eurasian Economic Union



GISP – Platform – special for foreign business

- GISP – is an multilingual information platform set up by the Ministry of Industry and Trade of the Russian Federation
- The guide is aimed at foreign investors who want to secure their business in Russia and their investments
- Entering the Russian market: general provisions
- Production location: general provisions
- State support
- SPIC 2.0
- Localisation rules





INVEST IN MOSCOW— special for foreign business

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The guide is aimed at foreign investors who want to secure their business in Moscow and their investments

Entering the Moscow market: general provisions

Production location in Moscow

Localisation



Moscow chamber of commerce and industry – more than 3800 members



- Certification of origin
- Localize certification
- Business events and meet-ups for entrepreneurs
- Individual market „Business Market“
- IT-Guild and Guild of the young entrepreneurs in MCCI
- B2B contacts in Moscow and other regions in Russia
- Verification of counterparties
- Visa support for foreign entrepreneurs coming to Russia
- Law support for local companies

Thank you for your attention!



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