

Investment projects  
implementation in the bordering  
areas of Russia with the Republic  
of Karelia as the example.  
Features and challenges.

# Content

- Competitive advantages to implement investment projects in the bordering areas
- Main investors' mistakes in doing business in Russia
- Main difficulties in projects implementation
- Investment project stages
- Main mistakes
- Means to resolve the problems

# Competitive advantages to implement investment projects in the bordering areas:

- Proximity to border
- Infrastructure advantages
- Logistic advantages
- Proximity to huge markets in Russia
- Minor export costs
- Substantial experience in cooperation with foreign partners

# Main misunderstandings towards Russian business environment

- Overestimation of the corruption level
- Cheapness and availability of resources
- Unwillingness to work with taking into account Russian law and mentality
- Groundless hopes for regional authorities to save investors from all organizational efforts and troubles

# Investment project stages

Project idea development

Selection of the project implementation place

Communication with authorities

Contracting, equipment purchasing, commencement of construction works

Start of the project

# Main mistakes

- Insufficient project plan
- Lack of Russian advisers
- Incorrect market assessment
- Time costs underestimation
- Lack of knowledge in Russian law (custom)
- Faults in logistic model planning

# Means to resolve the problems

- Better preproject development
- Attracting of Russian consultants
- Submission of necessary information to business by public and non-governmental institutions

**Law Firm «PR Consulting» Karelia, Russia**

**Thank you for your attention!**