ДРТ
ДЕЛОВЫЕ РЕШЕНИЯ И ТЕХНОЛОГИИ
BUSINESS SOLUTIONS AND TECHNOLOGIES

المنارة الروسية

Guiding the Arab business through the complexities of the Russian economy

One of our strategic goals **is to foster cooperation between the Arab and Russian businesses.**

To do so, **Business Solutions and Technologies (ex-Big Four firm)** has launched a special initiative called **"Al Manara ar-Rusiya"** ("The Russian Beacon") aimed at supporting Arab firms contemplating entrance to the Russian market or already doing business in Russia.

If you are going to:

- Enter the Russian market
- Establish a local subsidiary or a joint venture
- Invest into a business project
- Find a reliable business partner, distributor
- Hire a senior executive

and facing:

- Lack of information regarding the market situation
- Questions relating to local regulatory requirements
- Doubts about prospective business partners
- Any other issues

We can help you to:

- Fill in critical information gaps to give you a better picture of the market and/or prospective business partners
- Look for potential business partners and establish connections with them
- Develop a market entry strategy
- Identify, assess and mitigate third-party risks
- Resolve any issues (financial, tax, legal, etc.) about a prospective deal
- Register a business and open a bank account in Russia
- Fully support your business from tax and legal perspective

Why choose us?

- **Solid experience:**
  We have been supporting international businesses in Russia for more than 30 years
- **Just facts:**
  We provide information that is relevant, without extraneous details that add no value
- **International business standards:**
  As a former member of a Big Four firm, we have secured a unique combination of professional expertise, client-focused approach and high ethical standards
- **Tailored approach & flexible pricing:**
  Ready to provide tailored assistance and adjust scope and depth of the research for every Client depending on the needs and goals
- **Presence on the ground:**
  Unlike many consultants, we have maintained our presence in Russia along with a wide network of local contacts
- **Wide range of auxiliary services**:
  From audit and assurance to management consulting and financial advisory
- **Trusted Partner:**
  Our Clients are the heart of our business and we do our best to protect their interests, including at times of global turmoil and instability

Business Solutions and Technologies unites around **2,000 specialists** with diverse professional backgrounds and extensive experience in various industries

Our services:

You are looking to invest or acquire an asset in Russia

- Identification of investment opportunities and potential business partners through in-depth analysis of the existing market niches and segments
- Detailed research of publicly available information relating to prospective investment targets and their key principals (owners and managers)
- In-depth searches for and analysis of potential “red flags” (opaque shareholder structure, non-arm’s length relations with public officials and politically exposed persons (PEPs), possible conflicts of interest, corruption risks, non-compliance with tax legislation and applicable regulatory requirements, etc.)
- Detailed commercial, financial, tax and legal due diligence for the transaction purposes
- Structuring your presence in Russia (development of efficient holding and financing structure)
- Analysis of implications related to distribution of profits and payments made from Russia to foreign investors including currency control, taxation and regulatory issues

You are choosing a prospective business partner

- Analysis of the partner’s reputation, regulatory profile, business track record, financial and administrative resources
- Searches for former/existing links with politically exposed persons and/or individuals with questionable reputation
- Analysis of the partner’s good faith from tax perspective (potential indicators of tax avoidance and usage of questionable tax schemes)
- Identification, assessment and recommendations on mitigation of potential risks

You want to obtain more information on any particular subject

- A general overview or monitoring of particular industries in Russia including market assessments and analysis of key corporate news
- Analysis of major industry players/ competitors, including their key principals, political exposure, associated risks, etc.
- Situation reports containing updates on recent economic, political and/or business developments
- An overview of Russian tax system, forms of business, accounting rules and regulatory requirements

Anvar Asrutdinov
Partner
Business Solutions and Technologies
+7 (495) 787 06 00, доб. 5424
aasrutdinov@delret.ru

Natalia Kuznetsova
Partner
Business Solutions and Technologies
+7 (495) 787 06 00, доб. 8176
nkuznetsova@delret.ru

Evgeny Uspensky
Head of Corporate Intelligence Team
Business Solutions and Technologies
+7 (495) 787 06 00, доб. 8047
euspensky@delret.ru

delret.ru

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