

Recycling seminar

For Dutch and Russian companies

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Gorinchem

ITIC-GLOBAL

PRESENTATION BY

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THE CAPITAL OF RUSSIA: MOSCOW

THE BUSINESSCENTRE MOSCOW CITY



- Russia is a modern country with a lot of similar challenges as the EU.
- Moscow city business center (photo below)
Comparable with the ZuidAs in Amsterdam and the City in London.
- The topic of this presentation: some slides about waste management in Russia and some slides about doing business in Russia.
- First some information about who am I and where I am working.

FACTS AND FIGURES I

- Capital Moscow, more than 12 million inhabitants (year: 2016) and daily even more than 5 million visitors. This means: the biggest city in Russia, also bigger than any city in the EU and than New York.
- RUSSIA: 146 million inhabitants (year 2014), more than 17 million KM² of which 45 % forest, (more than 457 x The Netherlands). Approximately 61.000 KM frontiers, (of which approximately 39.000 KM waterfrontiers). 1/9 of planet earth (not counting rivers and seas). 11 timezones. 81 % of the people have the Russian nationality.
- Russia has 46 provinces (областей) with their own local government, and extra to that: 22 republics (республик) and 9 area's (крайev), 4 autonomous area's (автономных округов) and 1 autonomous province (автономная область).

FACTS AND FIGURES II

- Official language: Russian. 150 languages spoken in the country. English spoken in the cities and among higher educated people.
- Per person more than 400 kilo garbidge per year (several sources, like Greenpeace).
- In comparance with the Netherlands: approximately 500 kilo garbidge per person per year.
- 3,8 milljard ton garbidge total in Russia per year.

SOME FACTS ABOUT WASTE AND WASTE MANAGEMENT

(pictures about how it was, or at some places still is)



CONCERNING FORMER SHEET

- Garbidge is not collected separately in Russia.
- Choice: landfills, burning or recycling. In Russia in most of the places untill now garbidge goes into landfills or is burned.
- Greepeace recently started a campaign to collect signatures in order to change the law that recycling will be mandatory and not voluntary.
- Only 5 % of the garbidge in Russia is recycled. In Western countries this percentage amounts to 70 % (source: Greenpeace).

SOLUTION OF THE WASTE PROBLEM IN MOSCOW REGION



- What is on the picture below?
Pink = landfill.
Logotype of factory: burning
Logotype mountain:
extension of existing landfill.
- In Moscow region currently there are no plans for separate collection of garbage and recycling, reason for Greenpeace to set up a campaign.
- All regions of the Russian Federation have their own policy regarding waste management.

- Doing business in Russia

(NO) BEARS ON THE ROAD



Don't think about possible bears on the road

Don't listen too much to people who never loved Russia, know the country only by newspapers and are very negative about the country

Your success will depend a lot of who is your businesspartner. They are all very different: government, sme, located in the capital, big city or country side.

Arguing: "the Russians are", the opposite is often true as well.

A lot of prejudices are applicable on Dutch entrepreneurs as well.



- **Do's:**
- Take a small present (Dutch souvenir, bottle of genever or whiskey)
- Take flowers (or chocolates) for the secretary.
- Drink a glass of vodka together
- Say a toast before starting to drink
- Say yes to the banja (Russian sauna)
- make a compliment.

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- **Don'ts:**
- Avoid the 'in your country discussion'
- Avoid to stress the prejudices about Russia like bribery and alcoholism.
- Avoid political discussions: you will not change the political situation and it can spoil your business relation within one minute.
- Don't give your opinion about Crimea.



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- **KEEP IN MIND:**
- Western mass media is not correctly informing you about Russia;
- Russian media is since the sanctions also very critical about the EU;
- Russians want also to live a better life and they have children also.
- Russians traveled a lot abroad the last 25 years: they became globalists as well.
- Russians have also social media and like facebook.

- **SOME WORDS ABOUT THE LEGAL SYSTEM:**



- Russia introduced a Civil Code in 1996 who is based upon the Dutch Civil Code.
- Russia has a good working legal system, generally spoken. Only in huge cases or political cases there can happen something unexpected.

CONTRACTING WITH A RUSSIAN COMPANY:

- Recommended to put in the contract the phrase: in case of a dispute: the Dutch court will be competent and Dutch law will be applicable. Keep in mind that you can give free consultancy if you don't sign a document at forehand such as a MOU or confidentiality agreement.



- **DOING BUSINESS IN RUSSIA MEANS:**

- Doing business with the biggest country of the world, with still a lot of possibilities.

There are sanctions applicable, however only in some specific sectors.

For more information about the sanctions: see the booklets for free available in this auditorium.



- THANK YOU FOR YOUR ATTENTION/СПАСИБО ЗА ВНИМАНИЕ
- Questions/ ВОПРОСЫ?
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