Canada-Ukraine Business Summit
Charity Auction
Roundtable on CSR
Canadian Tulip Festival
Agribusiness Forum
Scotiabank comes to Russia
TROY GROUP

Construction and Contracting

Turnkey design, construction and contracting of industrial, commercial and residential buildings.

TROY Canada Inc.
TROY Canada Ltd.
TROY Rus Ltd.
TROY Insaat Ltd.

Development
Development of Troy Business Park complex on 5.0 hectare land area in Central Moscow - Metro Tekistubshi

TROY Business Park

Technology
Design, manufacturing and installation of stainless steel vessels for food and beverage industry.
Turnkey contracting of HVAC, fire fighting, fire protection, plumbing, sanitary installation and building management systems for industrial, commercial and residential buildings.

TROY Technology Ltd.

Media, Printing & Publishing

Printing House Troy Media that is a part of Troy Group Company is an international company, founded 23 years ago. It's a whole printing complex, having its own printing base with color machines of A3, A2, and A1 format.

TROY Media
TROY Publishing House

Toronto
100 Richmond Street, Suite 442, The Sheraton Centre, Toronto, Ontario M5H 3K6, Canada
Tel: +1 (416) 364 83 60
Fax: +1 (416) 364 40 76

Dubai
RAS AL-KHOR Ind. Second No: 613-891, Dubai, P.O.Box:14991
Tel: +971 4 3203446
Fax: +971 4 3203447

Moscow
Troy Business Park, 1 Gravuvoronsky Prospekt 20, 119518, Moscow, Russia
Phone: +7(495) 956 23 55
Fax: +7(495) 956 24 16

St.-Petersburg
Malaya Mitrofanovskaya str., 6A
198049, St.-Petersburg, Russia
Tel: +7 (812) 3809742

Istanbul
19 Mayis Caddesi, Golden Plaza, No:1 Kat:9 Sisli - Istanbul, Turkey
Tel: +90 (212) 343 43 33
Fax: +90 (212) 343 43 32

Almaty
050050, Almaty
Chernomorskaya street
Tel: +7 (3272) 786369
786364, 786213
Fax: +7 (3272) 786317

www.teamtroy.com
In This Issue:

Page 2-4  Looking Back - Past CERBA Events

Page 5  Events in Kyiv, Ukraine

Page 6-7  Canada-Ukraine Business Summit

Page 8  On the Horizon: Future CERBA Events

Page 9  Charity Auction 2008

Page 10-11  CSR

Page 12  Agribusiness forum

Page 13  Antal

Page 14  Canadian Tulip Festival

Page 15  Scotiabank

Page 16  AVH

Page 17  New member welcome: BMO

Page 18  Thank-you to our Sponsors
MOSCOW

The past few months have been very busy in Moscow with a number of large and smaller events taking place. This issue features full stories on the 7th annual Charity Auction as well as a Seminar on Corporate Social Responsibility (CSR) and Public-Private Partnership (PPP).

In May this year CERBA-Moscow jointly with the French Chamber of Commerce [widely known as Club France] held a Wine Tasting event. The party hosted by the newly open Salambo Restaurant was very popular with both Canadian and French crowd. The event featured a collection of exclusive wines, courtesy of La Planète des Vins and assortment of high quality cheeses, courtesy of Lactalis Vostok. We would like to thank KPMG for supporting this event!

On June 7th, 2008, CERBA held its 11th Annual Lobsterfest, the most popular social event for Canadian Business Community in Moscow as well as other friends and supporters of the association. The event took place at Le Meridien Moscow Country Club, famous for its hospitality and beautiful landscapes, and gathered a big crowd of Canadian and Russian businessmen and diplomats with their families and kids. Participants enjoyed delicious food, kindly offered by Country Club’s Chef Pascal Didier, variety of drinks, and, of course, the fresh barbequed Canadian Lobster! The live concert of the music band kindly offered by Holiday Production provided another large contribution to the cheery and informal atmosphere of the event. The event also featured a traditional Lobsterfest raffle lottery with great prizes ranging from highest quality custom-made business dresses and splendid dinners in exotic restaurants to spa certificates and weekend stays in luxury Moscow hotels. The Grand Prize - “Rent a Chef”, kindly offered by Marriott Courtyard by Moscow City Center, was the visit of their Chef to the winner’s home to cook an exquisite dinner in front of the guests. CERBA would like to thank everybody who made an important contribution to the success of the event: Country Club, Swissotel, Baltschug Kempinski, CYBM, Marriott Hotels, Imperial Tailors and Uncle Gilly’s Restaurant for providing great lottery prizes. Thanks also to Holiday Production for providing lovely music during the event. If you like to enjoy great lobster barbeque and other delicious food in the company of your friends, admiring the beautiful surroundings and listening to the lovely music, we will be happy to see you on CERBA Annual Lobsterfest in 2009!

Mr. Gerry Ritz, Minister of Agriculture and Agri-Food Canada and Minister for the Canadian Wheat Board visited Moscow with a working visit on June 21-25, 2008. A delegation of Canadian officials from Agriculture and Agri-Food Canada, Canadian Food Inspection Agency and representatives of Canadian agribusiness accompanied him during this visit. As part of the working visit Minister Gerry Ritz met Mr. Alexey Gordeyev, Co-Chair of Canada-Russia Intergovernmental Economic Commission (IEC). During the talks the sides discussed prospects of economic and trade...
relations, science and technical cooperation. As it was mentioned by Minister Alexey Gordeyev, the sides “begun their talks under mutual agreement from the most difficult questions.” The Ministers talked about a strategy in developing of bilateral relations in the area of veterinary and phytosanitary. The Ministers agreed that the important part of the work has been done already, including an achieved agreement on new pork meat certificate. “Through our discussions with Minister Gordeyev, our farmers will have new opportunities to put Canadian pork and beef in Russian grocery stores”, noted Minister Ritz. “The Russian economy is growing fast and we are making sure Canada is poised to make the most of opportunities there.”

CERBA also hosted a Business Breakfast with Minister Ritz and Minister Gordeyev. The event, held at the Grand Alexander restaurant of the Marriott Grand hotel, attracted a large audience of over 80 Canadian and Russian businesspeople working in various areas of agribusiness. Among the most promising areas of Canada-Russia cooperation in agriculture both Ministers highlighted cattle breeding, works in genetics and selection, training of experts. Giving positive evaluation of trade, they emphasized necessity of extension of Canada-Russia cooperation in the area of innovation. One of the purposes for CERBA to bring this group together was to kick off cooperation in the newly formed Agribusiness Working group of the CRBC. Attendees were treated to a discussion of how the agricultural relationship between Russia and Canada has changed over the past 15 years from one of “Buyer-Seller” to one of “Partner-Investor”. An ever-increasing number of Russian agricultural ventures have seen the value in the techniques and know-how that Canada has been using and developing for years; more and more the preferred vehicle for sharing that know-how is a Joint Venture or comprehensive cooperation agreement, rather than simply a sales contract. The event was opened by CERBA Moscow Chairman Nathan Hunt who in his day job (!) represents one of the largest exporters of Canadian pork to Russia. His company’s activities, representative of the entire industry, have also focused more on live pigs and joint cooperation lately than on straight sale of meat products.

On July 1st a Canada Day celebration took place at the garden of the Canadian Embassy. CERBA jointly with Canada Club helped organize this cheerful summer holiday, which attracted many guests despite the holiday season. According to a good tradition, the party featured a nice barbecue and a raffle lottery with exciting prizes.

MONTREAL
In May CERBA-Montreal hosted a CERBA Breakfast and Armchair Discussion with Alexander Medvedev, Deputy Chairman of Gazprom’s Management Committee and Director General of OOO Gazprom export. The title of the event held at the Chateau Frontenac in Quebec City was “Gazprom and the North American Energy Balance.” The photo depicts Alexander Medvedev after receiving Canadians Captain MEDVEDEV #11 hockey jersey from Claude Bechard, Quebec Minister of Natural Resources (courtesy MRNF).

The World Public Forum - Dialogue of Civilizations Conference was hosted at DFAIT headquarters in Ottawa by the Canadian Deputy Minister of Foreign Affairs, Leonard Edwards. Special thanks to charter members Bombardier, Nortel and SNC-Lavalin for supporting CERBA sponsorship of the first Dialogue of Civilizations Regional Conference to be held in North America through the initiative of incoming CERBA Board Member Piotr Dukiewicz. The photo shows an Opening Ceremony with Vladimir Yakunin, President of the Russian Railways (RZhD) and co-founder of the Dialogue of Civilizations with His Excellency Georgii Mamedov, Russian Ambassador to Canada, Piers Cumberlege, Chair CERBA, and Prof. Piotr Dukiewicz, Carleton University.

SAINT-PETERSBURG
On May 22nd CERBA-Moscow jointly with Russo-British Chamber of Commerce (RBCC) held its
first networking event in Saint-Petersburg. The venue was kindly sponsored by Kempinski Hotel Moika 22. The organizers would like to thank our sponsors who supported this event: Roslan Authorized Distributor BRP in Russia and a co-sponsor Maersk Line. This event emphasizes CERBA's commitment to expansion into other geographic areas and engaging Canadian businesses in the Russian regions to the extent possible into the CERBA network.

TORONTO
January 17, 2008. McMillan Binch Mendelsohn LLP hosted CERBA seminar “Stages of transition achieved by Russia and Ukraine, insight into the business environment” with keynote speaker Dr. Alan Rousso, Director of Strategy and Analysis in the Office of the Chief Economist at the European Bank for Reconstruction and Development. Dr. Rousso also serves as the political advisor on Russia and Ukraine and will have particular insight on these two countries. Dr. Alan Rousso presented the Transition Report, which is an annual publication and every year EBRD representatives visit the Donor countries to discuss it with different stakeholders. The Transition Report reviews the different stages of transition achieved by each of EBRD’s countries of operations and each sector in those countries, providing insight into the business environment of each country. This year’s Transition Report is about Life in Transition, examining the individual level variation on a wide set of questions related to life satisfaction, political and economic values and expectations for future government policies on such issues as privatization, addressing income inequalities and public service provision. As well, the report explores in detail how transition affected people’s experience in the labor market since understanding levels of satisfaction and attitudes is critical when evaluating transition outcomes and the sustainability of reform programs. The report is based on a major survey of 29,000 people.

February 25, 2008. McMillan Binch Mendelsohn hosted CERBA event on Funding Opportunities in Southern Europe, Eastern Europe, and Central Asia through the Partnerships for Tomorrow Program, Phase II with a keynote speaker James Murphy, Program Manager. The Partnerships for Tomorrow Program Phase II, funded by the Canadian International Development Agency and administered by the Association of Universities and Colleges of Canada, is a small travel grant mechanism designed to contribute to the economic reform process and business development in the eligible countries of the Balkans, Central Asia and Eastern Europe including Russia and Ukraine. The program supports small projects, up to a maximum of CAD $10,000, which aim to build and strengthen partnerships and linkages between Canadian organizations, individuals and businesses and organizations from the eligible Balkans, Central Asian and Eastern European countries. These long term relationships will facilitate the knowledge of individuals and organizations in the region while developing Canadian expertise in working with the Balkan, Central Asian and Eastern European countries. For more information about the Partnerships for Tomorrow Program Phase II please visit website www.ptp2.ca.

March 5, 2008. Scotiabank, recent CERBA sponsor hosted Financial Working Group meeting. CERBA Chair Pier Cumberlege provided background of the steps leading to the establishment of the committee, and led the initial discussion before handing the chair to Klaus Buttner, Regional Vice President, Export Development Canada. Participants were able to identify for the group their areas of interest, i.e. where they saw the main opportunities for their organizations. Those areas are: Trade Finance, Financial Advisory/MBA, Portfolio/Asset Management, Regulatory, Insurance, Canada Russia bilateral (FIPA/Free trade), and Mortgage financing. Leaders of identified sub-sectors agreed to prepare their draft papers by the next meeting in Toronto on March 28. The second joint Canada-Russia Financial Working Group meeting was proposed for May 30, 2008 in Moscow following Scotiabank-Moscow launch on May 29, 2008.

March 6, 2008. Novadan Capital hosted CERBA Caspian Business Round-table event. The meeting was chaired by Boris Artyev, Chairman of the Mining Committee, CCO of the Stans Energy company and Director of the CERBA National Board. Kyrgyzstan is a small, mountainous Central Asian state that borders on Kazakhstan, Uzbekistan, and China and has a population just over 5 million. Its government has, for a number of years, been very interested in encouraging foreign investment in the economic development program of the country. There are currently Canadian and other foreign firms working in the mining sector which has great potential for a range of minerals, including gold and uranium. Other foreign investors are involved in a nascent tourism industry, and a hydro sector that has potential given its possible Chinese market.

March 28, 2008. EDC hosted CERBA Financial Working Group meeting. Sub-sector leaders presented their findings according to the areas identified during March 5th financial meeting. Final Canadian part financial paper summary is expected to be prepared and presented to the Russian counterpart during joint financial working group meeting in Moscow at the end of May.

June 11, 2008. “Central Asia: The New Frontier for Canadian Business” conference. More than 60 representatives of government and private organizations both from Canada and Central Asia countries got together to discuss opportunities in Kazakhstan, Kyrgyz Republic, Tajikistan, Turkmenistan and Uzbekistan. Gold, uranium, copper, oil, gas and other metals and minerals are all present in the region. Infrastructure needs and agriculture also hold selective opportunities. It was a unique opportunities to meet Margaret Skok, Ambassador of Canada to Kazakhstan, Kyrgyz Republic and Tajikistan, Ambassadors and Consuls from the Central Asia countries, academic experts from the Munk Centre for International Studies, EBRD and EDC representatives.

The conference was organized by Foreign Affairs and International Trade Canada, Canada Eurasia Russia Business Association, Canadian Embassy in Almaty, Kazakhstan. The event was sponsored by EDC, Ontario Government and Heenan Blaikie LLP.
KYIV, UKRAINE

CERBA seminar in Kyiv, Ukraine was held on April 22, 2008. CERBA in partnership with the Trade Department of the Canadian Embassy in Kyiv conducted the first seminar that reflected investment opportunities in different sectors in Ukraine. The seminar was attended by about 40 guests from various Ukrainian and Canadian private and public organizations. This event was kindly hosted by the Canadian Embassy in Kyiv and sponsored by the following organizations: "Sprung Instant Structures" (Canadian inventor of the stressed membrane structure, an engineered, relocatable, clearspan building alternatives), "Pro-Master" (specializes in the Ukrainian market of finishing materials for more than 11 years), Consulting company "Strategic Partners" (provides support and training on operational and risk management, financial and investment planning) and "CMS Cameron McKenna" (the first law firm in Canada-Ukraine projects). Elena Voloshina, Head of Operations at the International Finance Corporation (IFC) in Ukraine briefly described their involvement in various Ukrainian initiatives. Albert Sych, Tax and Legal Manager at Ernst and Young made a presentation on Investment climate in Ukraine. Keith Swinton, Immigration Program Manager at the Canadian Embassy in Kyiv presented current situation with the process of obtaining Canadian business and tourist visa and responded to numerous questions from the audience. The second part of the seminar consisted of industry presentations that covered Construction, Energy, and Agriculture sectors. The seminar was followed by a networking reception.

July 7-11, 2008. CERBA organized its first construction industry related event in Ukraine: Canada-Ukraine Construction Forum "Construction and Investment Opportunities in Ukraine. Euro 2012 Soccer Championship Infrastructure opportunities". The Forum took place in three Ukrainian cities of Kyiv, Lviv and Kharkiv. Ukraine is at the historical stage of upgrading and improving its infrastructure prior to the UEFA Euro 2012 Soccer Championship that will be held in Ukrainian cities: Kyiv, Odessa, Lviv, Donetsk, Kharkiv and Dnipropetrovsk. About $25 billion will be invested in reconstruction and development of airports, hotels, highways, hospitals and telecommunication facilities. The forum was kindly supported by the Ministry of Regional Development and Construction of Ukraine, Department of Foreign Affairs and International Trade, Canada, Canadian International Development Agency (CIDA) and Canadian Embassy in Kyiv. Six Canadian construction companies, Ukrainian government officials and more than 50 Ukrainian private building organizations shared their competences and expertise, discussed opportunities and established business relations. The Forum was organized in partnership with the Ukrainian Building Association.

CERBA Quarterly News (summer 2008)

CERBA in partnership with the Trade Department of the Canadian Embassy in Kyiv conducted the first seminar that reflected investment opportunities in different sectors in Ukraine. The seminar was attended by about 40 guests from various Ukrainian and Canadian private and public organizations. This event was kindly hosted by the Canadian Embassy in Kyiv and sponsored by the following organizations: "Sprung Instant Structures" (Canadian inventor of the stressed membrane structure, an engineered, relocatable, clearspan building alternatives), "Pro-Master" (specializes in the Ukrainian market of finishing materials for more than 11 years), Consulting company "Strategic Partners" (provides support and training on operational and risk management, financial and investment planning) and "CMS Cameron McKenna" (the first law firm in Canada-Ukraine projects). Elena Voloshina, Head of Operations at the International Finance Corporation (IFC) in Ukraine briefly described their involvement in various Ukrainian initiatives. Albert Sych, Tax and Legal Manager at Ernst and Young made a presentation on Investment climate in Ukraine. Keith Swinton, Immigration Program Manager at the Canadian Embassy in Kyiv presented current situation with the process of obtaining Canadian business and tourist visa and responded to numerous questions from the audience. The second part of the seminar consisted of industry presentations that covered Construction, Energy, and Agriculture sectors. The seminar was followed by a networking reception.

July 7-11, 2008. CERBA organized its first construction industry related event in Ukraine: Canada-Ukraine Construction Forum "Construction and Investment Opportunities in Ukraine. Euro 2012 Soccer Championship Infrastructure opportunities". The Forum took place in three Ukrainian cities of Kyiv, Lviv and Kharkiv. Ukraine is at the historical stage of upgrading and improving its infrastructure prior to the UEFA Euro 2012 Soccer Championship that will be held in Ukrainian cities: Kyiv, Odessa, Lviv, Donetsk, Kharkiv and Dnipropetrovsk. About $25 billion will be invested in reconstruction and development of airports, hotels, highways, hospitals and telecommunication facilities. The forum was kindly supported by the Ministry of Regional Development and Construction of Ukraine, Department of Foreign Affairs and International Trade, Canada, Canadian International Development Agency (CIDA) and Canadian Embassy in Kyiv. Six Canadian construction companies, Ukrainian government officials and more than 50 Ukrainian private building organizations shared their competences and expertise, discussed opportunities and established business relations. The Forum was organized in partnership with the Ukrainian Building Association.

CERBA Quarterly News (summer 2008)

CERBA in partnership with the Trade Department of the Canadian Embassy in Kyiv conducted the first seminar that reflected investment opportunities in different sectors in Ukraine. The seminar was attended by about 40 guests from various Ukrainian and Canadian private and public organizations. This event was kindly hosted by the Canadian Embassy in Kyiv and sponsored by the following organizations: "Sprung Instant Structures" (Canadian inventor of the stressed membrane structure, an engineered, relocatable, clearspan building alternatives), "Pro-Master" (specializes in the Ukrainian market of finishing materials for more than 11 years), Consulting company "Strategic Partners" (provides support and training on operational and risk management, financial and investment planning) and "CMS Cameron McKenna" (the first law firm in Canada-Ukraine projects). Elena Voloshina, Head of Operations at the International Finance Corporation (IFC) in Ukraine briefly described their involvement in various Ukrainian initiatives. Albert Sych, Tax and Legal Manager at Ernst and Young made a presentation on Investment climate in Ukraine. Keith Swinton, Immigration Program Manager at the Canadian Embassy in Kyiv presented current situation with the process of obtaining Canadian business and tourist visa and responded to numerous questions from the audience. The second part of the seminar consisted of industry presentations that covered Construction, Energy, and Agriculture sectors. The seminar was followed by a networking reception.

July 7-11, 2008. CERBA organized its first construction industry related event in Ukraine: Canada-Ukraine Construction Forum "Construction and Investment Opportunities in Ukraine. Euro 2012 Soccer Championship Infrastructure opportunities". The Forum took place in three Ukrainian cities of Kyiv, Lviv and Kharkiv. Ukraine is at the historical stage of upgrading and improving its infrastructure prior to the UEFA Euro 2012 Soccer Championship that will be held in Ukrainian cities: Kyiv, Odessa, Lviv, Donetsk, Kharkiv and Dnipropetrovsk. About $25 billion will be invested in reconstruction and development of airports, hotels, highways, hospitals and telecommunication facilities. The forum was kindly supported by the Ministry of Regional Development and Construction of Ukraine, Department of Foreign Affairs and International Trade, Canada, Canadian International Development Agency (CIDA) and Canadian Embassy in Kyiv. Six Canadian construction companies, Ukrainian government officials and more than 50 Ukrainian private building organizations shared their competences and expertise, discussed opportunities and established business relations. The Forum was organized in partnership with the Ukrainian Building Association.

CERBA Quarterly News (summer 2008)

CERBA in partnership with the Trade Department of the Canadian Embassy in Kyiv conducted the first seminar that reflected investment opportunities in different sectors in Ukraine. The seminar was attended by about 40 guests from various Ukrainian and Canadian private and public organizations. This event was kindly hosted by the Canadian Embassy in Kyiv and sponsored by the following organizations: "Sprung Instant Structures" (Canadian inventor of the stressed membrane structure, an engineered, relocatable, clearspan building alternatives), "Pro-Master" (specializes in the Ukrainian market of finishing materials for more than 11 years), Consulting company "Strategic Partners" (provides support and training on operational and risk management, financial and investment planning) and "CMS Cameron McKenna" (the first law firm in Canada-Ukraine projects). Elena Voloshina, Head of Operations at the International Finance Corporation (IFC) in Ukraine briefly described their involvement in various Ukrainian initiatives. Albert Sych, Tax and Legal Manager at Ernst and Young made a presentation on Investment climate in Ukraine. Keith Swinton, Immigration Program Manager at the Canadian Embassy in Kyiv presented current situation with the process of obtaining Canadian business and tourist visa and responded to numerous questions from the audience. The second part of the seminar consisted of industry presentations that covered Construction, Energy, and Agriculture sectors. The seminar was followed by a networking reception.

July 7-11, 2008. CERBA organized its first construction industry related event in Ukraine: Canada-Ukraine Construction Forum "Construction and Investment Opportunities in Ukraine. Euro 2012 Soccer Championship Infrastructure opportunities". The Forum took place in three Ukrainian cities of Kyiv, Lviv and Kharkiv. Ukraine is at the historical stage of upgrading and improving its infrastructure prior to the UEFA Euro 2012 Soccer Championship that will be held in Ukrainian cities: Kyiv, Odessa, Lviv, Donetsk, Kharkiv and Dnipropetrovsk. About $25 billion will be invested in reconstruction and development of airports, hotels, highways, hospitals and telecommunication facilities. The forum was kindly supported by the Ministry of Regional Development and Construction of Ukraine, Department of Foreign Affairs and International Trade, Canada, Canadian International Development Agency (CIDA) and Canadian Embassy in Kyiv. Six Canadian construction companies, Ukrainian government officials and more than 50 Ukrainian private building organizations shared their competences and expertise, discussed opportunities and established business relations. The Forum was organized in partnership with the Ukrainian Building Association.

CERBA Quarterly News (summer 2008)

CERBA in partnership with the Trade Department of the Canadian Embassy in Kyiv conducted the first seminar that reflected investment opportunities in different sectors in Ukraine. The seminar was attended by about 40 guests from various Ukrainian and Canadian private and public organizations. This event was kindly hosted by the Canadian Embassy in Kyiv and sponsored by the following organizations: "Sprung Instant Structures" (Canadian inventor of the stressed membrane structure, an engineered, relocatable, clearspan building alternatives), "Pro-Master" (specializes in the Ukrainian market of finishing materials for more than 11 years), Consulting company "Strategic Partners" (provides support and training on operational and risk management, financial and investment planning) and "CMS Cameron McKenna" (the first law firm in Canada-Ukraine projects). Elena Voloshina, Head of Operations at the International Finance Corporation (IFC) in Ukraine briefly described their involvement in various Ukrainian initiatives. Albert Sych, Tax and Legal Manager at Ernst and Young made a presentation on Investment climate in Ukraine. Keith Swinton, Immigration Program Manager at the Canadian Embassy in Kyiv presented current situation with the process of obtaining Canadian business and tourist visa and responded to numerous questions from the audience. The second part of the seminar consisted of industry presentations that covered Construction, Energy, and Agriculture sectors. The seminar was followed by a networking reception.

July 7-11, 2008. CERBA organized its first construction industry related event in Ukraine: Canada-Ukraine Construction Forum "Construction and Investment Opportunities in Ukraine. Euro 2012 Soccer Championship Infrastructure opportunities". The Forum took place in three Ukrainian cities of Kyiv, Lviv and Kharkiv. Ukraine is at the historical stage of upgrading and improving its infrastructure prior to the UEFA Euro 2012 Soccer Championship that will be held in Ukrainian cities: Kyiv, Odessa, Lviv, Donetsk, Kharkiv and Dnipropetrovsk. About $25 billion will be invested in reconstruction and development of airports, hotels, highways, hospitals and telecommunication facilities. The forum was kindly supported by the Ministry of Regional Development and Construction of Ukraine, Department of Foreign Affairs and International Trade, Canada, Canadian International Development Agency (CIDA) and Canadian Embassy in Kyiv. Six Canadian construction companies, Ukrainian government officials and more than 50 Ukrainian private building organizations shared their competences and expertise, discussed opportunities and established business relations. The Forum was organized in partnership with the Ukrainian Building Association.
Ukrainian GDP growth of 8%, consumer spending at 15%, imminent WTO accession, a strong science and technology base, pro-democratic developments and EU proximity, means that western companies are now focusing on Ukraine as the next emerging market in Eastern Europe. European, Asian, North American and Russian exporters and investors have been quick to realize Ukraine’s potential and have already set up distribution channels for their products or invested millions in its industries, banking, real estate and agro-food sectors to name a few.

To help assist Canadian companies identify new trade, technology and investment opportunities the Department of Foreign Affairs and International Trade (DFAIT), the Science and Technology Centre in Ukraine (STCU) and selected Canadian and Ukrainian sponsors organized the first ever Canada – Ukraine Business Summit to bring together leading Canadian and Ukrainian businesses and representatives for the largest bilateral event ever held. The title of this event was “Exploring New Trade, Technology and Investment Opportunities.” There were sixty Companies registered from Canada with another 240 from Ukraine.

The Summit provided companies with an opportunity to hear senior representatives from the Canadian and Ukrainian governments, the European Bank for Reconstruction and Development, World Bank, the Science and Technology Centre of Ukraine, Export Development Canada (EDC), Invest Ukraine and others on the latest developments, opportunities and support available to help support bilateral business development.

The Summit was held in the hub of Ukraine’s industrial region, Dnipropetrovsk in the business facilities of Agro-Soyuz, Ukraine’s most advanced agro-industrial complex just outside of Dnipropetrovsk. The Governor of Dnipropetrovsk, Victor Bondar, has personal ties to Canada and actively demonstrated his support for the Summit and the participants. The general consensus was that enhancing the business relationship between Canada and Ukraine is critical. After the introductory, plenary sessions, the sessions on the afternoon of the first day at Dnipropetrovsk addressed topics related to Trade Finance and Investment and Partnering and Commercialization. The sessions on the second day covered the following: Energy and Environment, New Technology and Aerospace, Agriculture and Construction and Infrastructure.

A plenary session entitled “Next Steps” was held in Kyiv on the final day. As well the closing ceremonies were held in the Diplomatic Academy in Kyiv. The meeting was primarily for the Chairmen (Moderators) of the sessions. The event which was covered by the media was attended by Dr. Ostash, Ambassador of Ukraine in Canada, Abina Dann, Canadian Ambassador in Ukraine, CERBA and CUCC representatives.

More than 30% of all Canadian participants were CERBA members who have already established themselves in the Russian market and found ways to manage risks and benefit from higher returns in a fast pacing economic environment. Among them are Antal International, Bombardier, Ronald A. Chisholm, Export Development Canada, MDA Corporation, Phoenix Geophysics, PriceWaterhouseCoopers, Proceco Ltd. and SNC-Lavalin.
ON THE HORIZON

Upcoming CERBA Events

Moscow
Sept 16-19
Visit of Quebec government and business delegation lead by Minister Bachand to Saint-Petersburg and Moscow

Sept 18
"Back to Business" reception

Oct 13
Thanksgiving Brunch

Nov 20
Beaujolais Nouveau Launch (jointly with Club France)

Dec 4
Christmas Reception

Jan. 22
8th Annual Charity Auction with Vladislav Tretyak

Montreal
Sept 18-27
Canadian Pulp & Paper Mission to Northwest Russia and Urals

Toronto
19-22
Study Tour under Canada-Russia Dialogue on Corporate Social Responsibility (CSR) and Public - Private Partnership (PPP)

Calgary
Sept 9
Welcome Back Fall Social AND Programme Overview Roundtable

Almaty
Oct 7-10
Kazakhstan International Oil and Gas Exhibit (KIOGE) - CERBA organizes a Canada Pavilion

Please visit CERBA website often for current event information: www.cerbanet.org/events
On January 24, 2008, the Moscow chapter of CERBA held its 7th Annual Charity Auction, with assistance of Vladislav Tretiak Foundation and Canadian International Development Agency (CIDA).

We are thrilled to report that this year CERBA was more successful than ever before - the high expectations set last year were not only met; they were considerably exceeded! We raised over $122,688 USD beating all our previous fundraising records! The proceeds will be used for the benefit of the Children’s and Family Institutions, Orphanages and Hospitals in Saratov, Irkutsk and the North.

From its inception, the Charity Auction has been enormously successful, and it has been CERBA's most recognized and celebrated event. The scale of this initiative has grown every year from the 1st Charity Auction in 2002, which raised over $5,000 USD, to this year’s unprecedented success. Last year we gathered $77,200, which were used for helping Saratov Children’s Institutions (including Saratov Children’s Hospital No. 2), Saint-Petersburg Amputee Ice Hockey Federation, and All-Russia Society of People with Hearing Impairments, Saratov Branch. This year's fundraiser is truly an exceptional achievement that will go a long way to help these worthy causes. CERBA is tremendously grateful and commends the generosity of Canadians in Russia as well as the Russian businessmen and government representatives who worked with their Canadian partners to make the 2008 Charity Auction a great success!

The Baltschug Kempinski Hotel kindly sponsored the venue for the Auction, which hosted around 160 businessmen, civil servants, and cultural and social activists. Although the cause was noble and solemn, the night passed in pleasant and cheerful atmosphere of friendship and international cooperation. Presence of His Excellency Ralph Lysyshyn, the Canadian Ambassador to Russia, officials from the Canadian Embassy, and Vladislav Tretiak, the acclaimed World Hockey Legend, current State Duma Deputy and President of the Russian Hockey Federation, contributed to the Auction's popularity among Canadian and Russian public.

The official addresses were made by Mr. Lysyshyn and Mr. Tretiak, as well as Nathan Hunt of CERBA Moscow and Vera Terekhova of Tretiak's Foundation. The representatives of this year’s beneficiaries also took the word at the end of the night explaining their specific needs and expressing heartfelt gratitude for the support they received.

The $122,688 amount was raised from four sources: sponsorships, donations, sale of tickets for raffle lottery and online auction and sales. The fine collection of auction lots and prizes included Dinners with Ambassador Lysyshyn and Vladislav Tretiak, Roundtrip Business-class Airline tickets to London [courtesy of Petro-Canada], Tissot Watch: T-Race Vladislav Tretiak Limited Edition, Canada Cup 1981 Replica, 100% Nickel, Moscow-Toronto Roundtrip tickets [courtesy of YYZ Travel], Excursion to the Bolshoi Kremlin Palace [courtesy of Russkie Prostory], CSKA tickets in the PwC VIP box, Kolkunovo cottage village Weekend Stay, Autographed goalie stick, luxurious hotel stays, exquisite dinners, and many others.

CERBA would like to thank our generous sponsors:

As well, we are offering to you a report on the previous Auction's proceeds and their allocation: Thus, the 7th Annual Charity Auction was an outstanding success, a great party, a visible event with many high-level business people from both sides and, most importantly, a wonderful opportunity to raise so much money to help all the people we planned to help and more! This is a really honorable thing that Canadians and Russians are jointly participating in and it’s so much appreciated by the children, the disabled and the less fortunate who can't help themselves. Great thanks to all of those participating!
On May 13-14, 2008 a Canada-Russia Roundtable on corporate social responsibility (CSR) and public-private partnership (PPP) took place in Moscow. The roundtable was sponsored by the Indian and Northern Affairs Canada (DIAND), and Canada Eurasia Russia Business Association (CERBA) served as local host. The Roundtable was a joint venture of DIAND and the Ministry of Regional Development of the Russian Federation (MinRegion), and was held under the recently concluded Memorandum of Understanding between the two agencies.

The main objectives of the roundtable were as follows:

To officially inaugurate and launch in Russia the bilateral CSR-PPP program

To present to Russian participants and stakeholders Canadian approaches, experience and professional resources in CSR and PPP

To take stock of program activities up to date

To solicit inputs from diverse stakeholder constituencies towards the scope, content, modalities and timetable of the program

To proceed with planning of main program activities

To assist Russian and Canadian partners in meeting each other to draw up plans of joint work

The roundtable drew an audience of fifty plus attendees including federal government officials from Russia and Canada, regional public servants, legislators, business executives, NGO activists, academics and policy experts. The participants endorsed the following main activities of the program proposed by the organizers:

1. Canada-Russia professional dialog on CSR and PPP
2. Development of CSR and PPP resources through partnerships
3. CSR and PPP training
4. CSR and PPP pilot projects

Presentations and general discussions at the roundtable were focused on need and capacity assessments for the next stage of the program. An important objective of the roundtable was to identify resources that can be contributed towards the program by its participants and beneficiaries. These have led to practical recommendations that are summarized in the following proposals towards program activities in the fiscal year 2008-2009.

1. Canada-Russia professional dialog
   It is recommended that in the next fiscal year the program make use of the following events and activities:
   International conference “Partnerships for Progress” to be held by the Northern Forum and UNDP in Khanty-Mansiysk on September 9, 10, 2008. The conference will focus on the role of CSR in mobilizing resources of oil and gas industry in the North to further sustainable development goals. The conference will be attended by Russian federal and regional officials, domestic and multinational business executives from oil and gas majors, and representatives of local communities. One of the objectives of the conference will be to present relevant international experience, and this will be an excellent opportunity for a Canada-Russia dialog.

   Seminar on “Corporate Social Responsibility and Sustainable Development of Circumpolar regions” to be held in Salekhard on October 5-8, 2008. The seminar is a direct outcome of consultations initiated by DIAND in 2007 and will be organized as an integral part of Canada-Russia CSR-PPP program. It evidences success to DIAND’s approach to the program, whereby the Department’s role is to be a facilitator and catalyst of grassroots activities that would be carried out and funded by stakeholders and beneficiaries of the program. The seminar will be attended by Russian federal executives (from MinRegion and Foreign Affairs) and legislators (from both chambers of the Russian parliament; Chairman of the Council of Federation’s Committee on Northern Affairs and Small Indigenous Peoples is expected to attend), constitutional jurists, regional officials, corporate and business associa-
Roundtable Program and Public-Private Partnership

by Leonid Polishchuk

The program will support two types of CSR and PPP professional resources: (i) a web-based CSR portal; (ii) joint analyses of CSR issues; and (iii) networking.

1. CSR web portal

The CSR web portal is being developed based on the web resources of the Canadian Business Ethics Research Network (CBERN) which is an institutional partner of the program. CBERN has pledged to the program its data, research, expertise and professional links to communities of CSR experts and practitioners. CBERN resources available online include databases, collaboration and exchange tools such as blogs and forums, online workshops, news bulletins etc.

2. Joint analyses of CSR issues

CSR is a rapidly evolving and often controversial phenomenon which raises various policy problems. It is proposed that the program support joint policy studies of Russian and Canadian experts on the basis of which a) are of high significance of CSR in Russia, b) where Canada has a strong cadre of policy experts, and c) where joint policy research can be expected to generate value added for both sides.

3. Networking

CSR is driven by local experimentation, societal engagement and dialog, and all of the above is facilitated by vibrant networks of private firms, NGOs, experts and other stakeholders. Canada has successful examples of such networks.

4. Pilot projects

The program could undertake a variety of pilot programs that should be selected based on their relevance and expected impact, availability of Canadian know-how that could make a difference in Russia, and demonstrated commitment to collaboration of potential participants from both countries. Presently the most promising options that meet the above criteria are as follows:

- Pilots in the Russian North on major companies’ involvement in regional development
- CSR in investments and financial services
- Government policies on CSR?

4.1. Pilots in the Russian North

These pilots will be focused on the role of major resource companies in regional development. Russia’s resource sector majors such as Gazprom, Lukoil, Norilsk, Sugutneftegaz etc, dominate regional economies and heavily influence patterns, directions and outcomes of regional socio-economic development. The present practice is such that large resource corporations are still primarily driven by direct business needs and insufficiently take into account broader and longer-term implications of their activities. CSR offers a chance to change such practice and harmonize corporate policies with state interest in regional development needs through a process of stakeholder consultations and agreements that could be made parts of regional development strategies.

4.2. CSR in investments and financial services

Russia is lagging behind Canada in social responsibility in the banking and investment sectors. A Canada-Russia pilot project on CSR in investments and banking should address a range of issues in this area. Outcomes of such projects could be e.g. codes of ethics for financial institutions offering consumer loans and mortgages; banks’ commitment to full disclosure and customer education; expansion of the range of services to remote areas and better access to such services of the poor and socially vulnerable groups, including aboriginal populations; and due “socio-environmental” diligence in investment and lending.

4.3. Government policies on CSR?

CSR is in its essence a grassroots private sector phenomenon which unlike economic regulations does not require direct government involvement. Yet the government could be a major player and partner in CSR implementation. In Canada federal and provincial government agencies participate in roundtable processes involving commercial firms and civil society groups and coordinate government policies with private sector initiatives. Such experience could be invaluable in Russia where CSR is commonly misperceived as a means of arbitrary “taxation” of businesses which is exempted from checks and balances of mainstream public finance. Russian participants at the seminar repeatedly stated that clear and properly selected government policies on CSR would greatly enhance the effectiveness of this movement. Again, coordination of such pilot with joint policy studies on government’s role in CSR would enrich and facilitate both activities.
Organized by the International Corporation "SMOLENTSEV & Partners" and GC "AgroIntel" I International agrarian forum "Innovations in agribusiness (plant growing)" has completed its work in Tyumen and Zavodoukovsk. AgriProvince Inc. (Canada) took on the role of a co-organizer of the Forum. Canada Eurasia Russia Business Association (CERBA), the government of the Tyumen region and Tyumen regional Duma were presented as official partners.

More than 150 participants of the Forum came together from Russia, Canada and Germany - all representatives of government bodies and official agencies specializing in agriculture; agrarian professional associations; special crops producers; agro holdings; analysts; breeders; main grain traders; representatives from consulting, financial, investment and insurance companies; representatives of producers of agricultural machinery, fertilizers; mass media.

During the I International agrarian Forum "Innovations in agribusiness (plant growing)" the following questions were discussed: government regulations for the market of special crops - goals and ways of government support; analysis and forecasts of development of world and Russian grain markets; market studies of production and processing of grain and pulse cultures; problems and solutions regarding provision of agricultural production with quality seeds of grain and pulse cultures; perspectives of cooperation between agricultural producers of Russia, Canada, Belorussia, Ukraine, Kazakhstan and other countries; business management and financing; innovations in breeding, seed-growing and technologies; economic effectiveness in applying resource saving technologies.

Presentations were carried out by the Chairman of the Board of Directors of IC "SMOLENTSEV and Partners", Ph. D, Academician of IAI, CMC, Konstantin Smolentsev; President of the Russian Grain Union A.L. Zlochevskiy; Director of CERBA-Moscow Elena Settles, Executive Assistant of AgriProvince Inc. (Canada) Daria Smolentseva, General Director of GC "AgroIntel" A.N. Chalkov, General Director of the Institute for Agricultural Market Studies D.N. Rilko, Coordinator in Eastern Europe of HERBERT DAMMANN GmbH (Germany) V. Lorence and others.

In the opinion of participants of the I International agrarian forum "Innovations in agribusiness (plant growing)" organizers of the Forum have managed to "hit the spot" and sense the demands of agrarian market. Forum has fulfilled all expectations of its organizers and participants and has helped participants to find many answers, exchange accumulated innovative experience, and build business contacts.

Due to high demand of the majority of the participants, the International agrarian forum "Innovations in agribusiness (plant growing)" has been set to become a regular event in the life of international business community. The II International Agrarian Forum "Innovations in agribusiness (plant growing)" will take place from the 30th of July to 1st of August, 2009 in Tyumen (Russia). The registration will be available online starting early September 2008 on www.smolentsev.com and www.agriprovince.ca.
Luc Jones, a Canadian working for the International Executive Recruitment company Antal International in Moscow gives us his views on how to hire and retain key members of staff.

Q: What are the biggest challenges facing companies entering the market?
A: If you’re a foreign company about to launch into the Russian market, or a recent arrival looking to grow, you need to be clear about your plans for the future - and be ready to sell this to potential employees, since you effectively have no real brand here, and this is what people look for. Russians are traditionally risk averse, and would prefer to join a stable, well-known entity rather than a perceived start-up that could leave the country at any time. Talk up your intentions for expansion; explain that you’re giving someone the chance to build something up from scratch - where they can be one of the pioneers from the beginning with great growth prospects.

Q: What can companies do to land the best talent for their operations in Russia/CIS?
A: In a nutshell, be ready to make quick decisions and don’t expect to land the perfect candidate. Let’s face it, noone was born to work for your organization, so if you come across a person whom you’ve taken a shine to and believe could do the job, don’t hesitate in making him/her an offer. The firms who have long decision making processes (with lengthy wait for a fly-in executive to conduct interview) are the ones who lose out on landing the best people. Be flexible - if it is absolutely necessary for someone abroad to be involved in the hiring process, conduct a telephone interview, do a video-conference, fly the candidate somewhere, don’t just hope that the candidate will still be around at the end of the month, because chances are, you’ve lost them! Also, Russians will generally expect you to sell the opportunity to them, rather than vice versa. Whatever you do, don’t begin the interview with “why do you want to work for us”? as the answer will invariably be “I don’t”!

Q: OK, once you’ve got people on board, how do you keep them, and prevent them from going to the competition?
A: Take an individual approach with your staff (perhaps easier said than done within a large organization, but necessary nonetheless) and find out what is important for them. Russians in general love developing themselves, so training sessions are always popular, as is assistance with additional learning outside of working hours - such as an evening MBA. Russians are loyal if they feel that they are being treated well - cash is always a crucial factor, so do keep your salary scales fully up-to-date, but career growth is now almost equally as important, and company branding is now playing a bigger role. We have noticed a new trend that candidates prefer to be paid ‘white’ official salaries.

Q: Which skills are in greatest demand at present?
A: The simple answer is almost all, but the skills shortage is most acute in sectors such as retail banking, audit, legal, financial services, retail and engineers within the energy & mining industries. Most companies are always looking for customer-facing people in sales & marketing positions - this is largely due to the fact that Russia has never had a ‘sales’ culture as such. It is also worth noting that candidates have become fussier about where they want to work (both the company itself, and the location.)

Q: Just why is the skills shortage so acute?
A: This has largely come about after the default of 1998 - companies either pulled out completely or scaled down their operations, and only began expanding a few years ago. Consequently, there is a lack of obvious sources of potential employees with the relevant skills and experience. If it’s any consolation, the situation is considerably worse in some of Russians regions and also in the surrounding CIS countries.

Q: How do you see the future, both for employers and employees?
A: If you’re a good, mid-level Russian on the employment market, it’s a fantastic time to be looking for a new job! The opposite though is the case for employers. Employees need to avoid jumping too often: every 3-4 years is OK, but here at Antal we’re unlikely to look at someone who’s had 3 jobs in the past 2 years, regardless of the circumstances! Employers are now working more closely with local higher education establishments, so that they churn out graduates with necessary qualifications and skills, whilst big companies (both local and foreign) hire more graduates and train them. In most cases firms hire people who aren’t quite as experienced as they might like. My advice is always to trust your gut-instinct and take a punt on someone you think could do the job - in most cases you’ll probably end up being right, and will be delighted with yourself that you did!

Antal Intl. has operated in Russia since 1993 and employs over 100 staff with offices in Moscow, Ekaterinburg & St Petersburg. Antal’s speciality is hiring high-value mid-to-senior level local nationals for multinational organizations in Russia & CIS in key sectors such as Oil & Gas/Mining, IT/Telecoms, FMCG/Pharmaceuticals, Automotive, Retail & Construction, HR, Banking/Finance & Legal.

As the economy goes from strength to strength throughout Russia and key CIS countries, one of the greatest hindrances to foreign companies expanding their business has been the shortage of qualified & experienced staff.
The Parliament Buildings were in sight, so there was no doubt this was Ottawa. But on May 19th visitors to the Canadian Tulip Festival could be forgiven they were in Moscow’s Red Square.

RUSSIA AT CANADIAN TULIP FESTIVAL

While the exhibition space of Russian Federation was up for six full days, The Russian Theme Day at the popular tulip festival included Russian music, dances, traditional treats and spirit. Participants also received flash CDs and brochures, spotlighting the country’s most beautiful Russian routes and sights, courtesy of YYZ Travel/Canadian Gateway.

A two hour “Russia: the Heart and Soul” concert program at the International Stage, Major Hill’s Park featured opera, choir, national dance and other talents. Russian communities, performers and spectators, from 3 Canadian cities - Toronto, Montreal and Ottawa - for the first time came to the festival to showcase Russian traditional culture. The event was organized by YYZ Travel Group with the support of the Embassy of Russian Federation in Ottawa and CERBA. Next year Russian is also planning to participate in the event and bring the folk performers from all over Canada. The pictures for this event can be viewed at www.yyztravel.com

www.aerosvit.com
Scotiabank, which celebrated its 175th anniversary in 2007, is one of North America’s premier financial institutions and Canada’s most international bank. With more than 58,000 employees, Scotiabank Group and its affiliates serve approximately 12 million customers in some 50 countries around the world, offering a diverse range of products and services, including personal, commercial, and corporate and investment banking. With US $403.5 billion in assets (as at April 30, 2008), Scotiabank is Canada’s second largest bank and also ranks as the second largest company in Canada by market capitalization of CAD$52.6 billion.

Given the Bank’s excellent reputation, well-recognized name in the international marketplace and its growing credit exposure as well as its intention to take advantage of Russia’s huge potential, Scotiabank considered opening a Representative office in Moscow, Russian Federation in January 2007. The Central Bank of The Russian Federation granted the permission to open the Office, the first for a Canadian Bank, in late fall 2007 and Scotiabank officially opened on May 28, 2008. The Representative Office’s declared goal is to provide a strategic window into the marketplace of the Russian Federation and the former Soviet republics, which enables the Bank to acquire more local knowledge and build long standing relationships with reputable Russian banks and companies. Being on the ground and at the same time zone as our customers, government officials and other related parties, having a deeper understanding of the market conditions will eventually result in a larger risk appetite, leading to larger credit facilities for our existing customers who are active in the Russian Federation, our relationship banks and eventually new credit facilities to a wider spectrum of counterparties which may include a few top notch Russian corporate companies, Russian-Canadian joint ventures, leasing companies and state-owned enterprises.

The Representative office focuses on short-term trade finance business, which mainly involves financing exports of goods and services to Russia from the countries where the bank has a presence. Scotiabank’s Representative Office is a member of the Association of Russian Banks. This membership will in time, provide opportunities to maintain and further develop relations with Russian banks, expand exchanges of economic, commercial, and technological information, strengthen trade and economic ties with Russian organizations and establishments.

**Scotiabank’s contact in Moscow:**

**SCOTIABANK**

Representative Office for the Russian Federation
Moscow, 121099
Smolenskaya Square 3, Smolenski Passage
7th floor Office 707
tel. + 7 495 937 8412
fax: + 7 495 937 8290
cell: + 7 8 985 220 9387
carlo.debenedictis@scotiabank.com
www.scotiabank.com

---

**OFFICIAL OPENING OF SCOTIABANK’S REPRESENTATIVE OFFICE IN MOSCOW**

CERBA Quarterly News (summer 2008)
AVH CONSULTING INC.
(Accounting Outsourcing in CIS)
www.avhconsulting.com

If you represent a foreign entity in CIS countries (or local entity with foreign investment), then you need 2 separate sets of books of accounts, one for local reporting (only in local currency) and another one for international reporting (in multi-currency); and you very well understand “the cost” of international accounting & reporting in this part of world, especially if you’re a small or medium scale business.

Let’s make it easy for you, we are a firm of Certified Public Accountants (CPA) and Chartered Accountants (CA), ready to take care of your international accounting and reporting (under GAAP and IFRS). the following specialties:

- Over 15 years experience in Russia and other CIS countries
- Experience of Oil & Gas, Breweries, Chemical, International Trading and Real-estate etc.
- Qualified ERP (Oracle) also experienced in number of softwares including QuickBooks, Quicken, Simply, Tally and many more
- Specialization in Management Information System (MIS), and customized Reporting,
- Bi-lingual with fluency in Russian

How about hiring an elite firm of professionals at enormously reasonable prices, with the following privileges:

- Available 24x7
- Agreement with the firm and therefore NO fear of losing the employee
- Accountable to your local as well to the offshore offices in North America/Europe
- Communicate directly with your local bookkeeper/Russian speaking staff.

ENJOY YOUR BUSINESS
AND LEAVE THE ACCOUNTING TO US!

Please visit our site www.avhconsulting.com or write to us at info@avhconsulting.com
Contact Nos:
In Moscow, Mr. Rami Kumar: +7 903 724 4997
In Canada, Mr. Pankaj Mittal: +1 905 607 5848, +1 647 400 8438

www.avhconsulting.com
WELCOME TO A NEW CERBA MEMBER:

BMO Capital Markets works closely with corporate and institutional customers who conduct business with the Commonwealth of Independent States (CIS) including Russia, Ukraine, and Kazakhstan. We are dedicated to supporting global expansion of our customers by offering trade finance services, trade related financing, cash management; asset management; capital markets services, including foreign exchange. For more information please contact luke.melek@bmo.com

BMO Capital Markets is a leading full-service North American financial services provider, with 2,400 employees operating in 14 North American offices and 26 worldwide, offering corporate, institutional and government clients access to a complete range of investment and corporate banking products and services. BMO Capital Markets is a member of BMO Financial Group (NYSE, TSX: BMO), one of the largest diversified financial services providers in North America with total assets of US $377 billion and more than 36,000 employees as at April 30, 2008.
Thank you to our Sponsors