

insIGHT
INFORMATION INC.

P R E S E N T S
A TWO DAY CONFERENCE

HOW TO MASTER THE ART OF DOING BUSINESS IN RUSSIA

September 29-30, 1997 ♦ Park Lane Hotel ♦ New York

From a panel of leading experts hear about:

- Winning strategies for doing business in Russia
- Successful projects - what are the lessons learned?
- Current status of Russia's economic and business environment
- Case study experiences
- The importance of the FIGS (Financial and Industrial Groups)
- Creating value through mergers and acquisitions
- Recent developments in tax and accounting
- How to design a financeable package for your Russian investment
- The role of the Russian securities market and opportunities in the stock market
- The status of security instruments and mortgages
- How to comply with U.S. regulations
- Dispute resolution mechanisms
- How to cope with corruption problems

PROGRAM CHAIRMEN

Jeffrey A. Burt
Partner
Arnold & Porter
(Washington, DC)

John I. Huhs
Partner and Chairman,
International Department
LeBoeuf, Lamb,
Greene & MacRae
(Moscow and New York)

LUNCHEON SPEAKERS

Patricia A. Moore
General Counsel
Caspian Pipeline Consortium
(Moscow)

Ambassador
Richard L. Morningstar
Special Advisor to the
President and Secretary
of State on Assistance to
New Independent States
Department of State
(Washington, DC)

SPECIAL OFFER!
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Russia

- Methods of entry into Russian capital markets
- Analysis of the competitive environment and cultural differences
- How reliable and transparent is the Russian securities market - that needs to be changed?
- Special regulations for foreign access

10:30

CURRENCY REGULATIONS AND MOVEMENT OF CAPITAL

Peter Pettibone
Partner
Patterson, Belknap, Webb & Tyler
(New York)

- History and structure of currency regulations
- Russian banking industry: the Central Bank and commercial banks
- The law on *Currency Regulation and Currency Control*
- The hard currency license - when is it required?
- Operations involving movement of capital: the 180-days rule
- Current currency operations
- Off-shore subsidiaries of Russian companies
- Equity and debt investments: when is the license required?
- Obtaining the license: local Central Bank branch vs. Central Bank in Moscow
- Ways around the license: "evergreen" loans, equity trading through nominees, etc.
- Central Bank's main conditions of hard currency operations: recent liberal changes
- Ruble accounts for non-residents

11:00 COFFEE BREAK

11:15

ANTI-CORRUPTION

William A. Green, III
President
The Parvus Company
(Silver Spring, MD)

- The concept of corruption: how do you define it?
- Corruption as a problem throughout the Russian marketplace
- How not to fail in the Russian market - a model

- Examples of corruption within the commercial environment as well as government agencies
- Can Western business practices compete fairly in the Russian market?
- How U.S. companies doing business in Russia are unprepared for the types of conflicts they run into with their Russian partners
- What to do when approached by organized crime groups
- Learn how to investigate

12:00

U.S. REGULATION OF DOING BUSINESS IN RUSSIA

William M. McGlone
Partner
Miller & Chevalier
(Washington, DC)

- National security controls on technology transfers
- Compliance with the *Foreign Corrupt Practices Act*
- Non-proliferation export controls
- Corporate compliance programs and due diligence

12:45 LUNCHEON

LUNCHEON ADDRESS

Ambassador Richard L. Morningstar
Special Advisor to the President and Secretary of State on Assistance to New Independent States
Department of State
(Washington, DC)

2:15

PRIVATIZATION: LEGAL, BUSINESS AND FINANCING

Daniel J. Rothstein
Partner
McDermott, Will & Emery
(Moscow)

- What is the Russian government's timetable and priorities for the next "wave" of privatizations?
- The politics of privatization in Russia: balancing public and private goals
- Progress and status of projects to date - what are the lessons learned
- Cash auctions
- Investment tenders

- Investing in the privatization process
- The impact on privatization of economics, politics and changing role of government
- How privatization in Russia differs from other countries
- How Russian laws and the regulatory framework impact on the commercial viability of a privatization

3:00

EMERGING ECONOMIC CONCENTRATION

Leonid Grigoriev
Advisor to the Executive Director
World Bank
(Washington, DC)

- Emergence of financial and industrial groups
- Emergence of monopolies
- Acquisition of groups of companies in a single industry
- Implications of bank acquisitions of Russian companies
- Russian antitrust regulations and policies

3:45

DISPUTE RESOLUTION

Joel Harris
Partner
Thacher, Proffitt & Wood
(New York)

Commentator:

Kaj Hober
Partner
Swartling & Manheim
(Stockholm)

- Arbitration vs Russian court system
- What are appropriate venues for East/West arbitration?
- Analysis of relevant arbitration institutions
- How to address enforcement issues
- Strategies for drafting dispute resolution provisions in Russia transactions
- Recent trends in contract enforcement and enforcement of arbitration awards

4:45

Conference Concludes

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