

Albion (Overseas) Ltd

Language:
a Career without Borders

David Cant

5th December, 2018

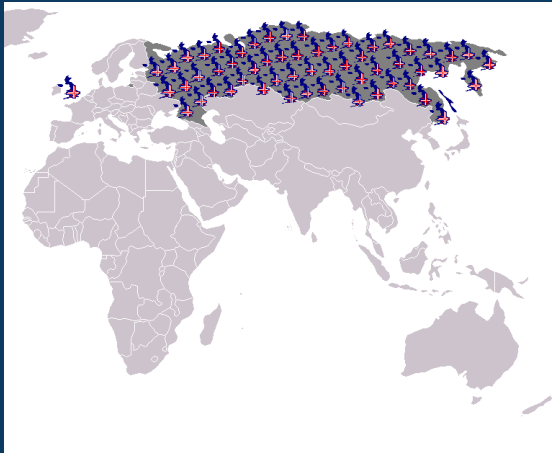
SCILT/CISS Business Brunch,
Glasgow



Who is Albion?

- 👍 Founded in November, 1996
- 👍 A hybrid company, both consultancy and distributor
- 👍 A large portfolio of clients
- 👍 A broad range of services
- 👍 Across numerous sectors
- 👍 Working with commerce and with Government

What we do:



Consultancy Services

- 👍 Mentoring
- 👍 Back Office Admin
- 👍 EAC Certification

Export & Distribution
Events

Cultural Training

Sales Training

Publications

Overview of Russia:

- Largest country in the world
- A dynamic process of change in every sphere
- Politically sensitive
- Economically resurgent
- Unpredictable
- Former superpower, reasserting its position
- Autocratic, not traditionally democratic

World Bank Ease of Doing Business Index

YEAR:	2013	2014	2015	2016
RUSSIA	112	92	62	51
INDIA	140	142	131	130
CHINA	93	90	80	78
BRAZIL	123	120	121	123

**RUSSIA CONTINUES TO MAKE PROGRESS IN THE
WORLD BANK'S EASE OF DOING BUSINESS INDEX**

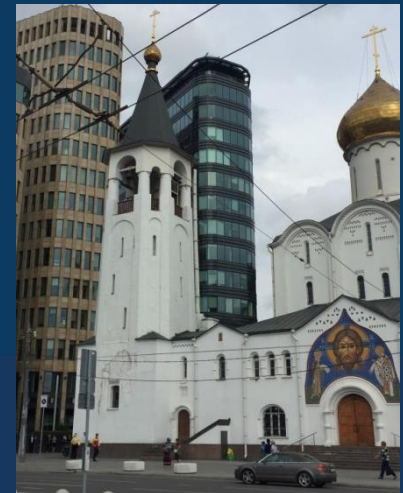
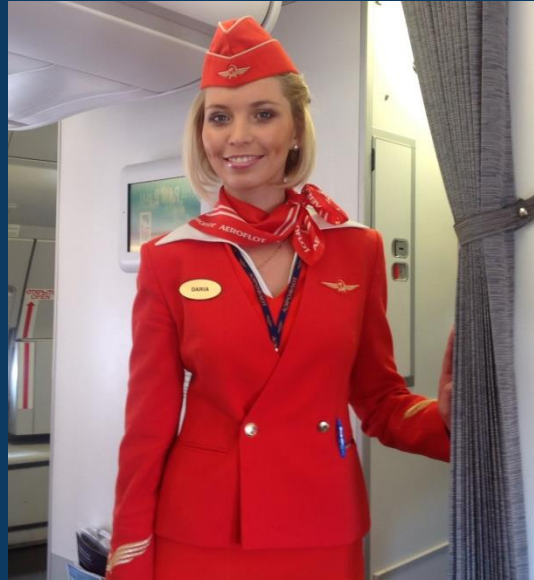
NOT WHAT YOU THINK



NOT WHAT YOU THINK



THIS IS RUSSIA



THIS IS RUSSIA



Tele2 LTE 08:54 100%

Moscow
Partly Cloudy
-23°

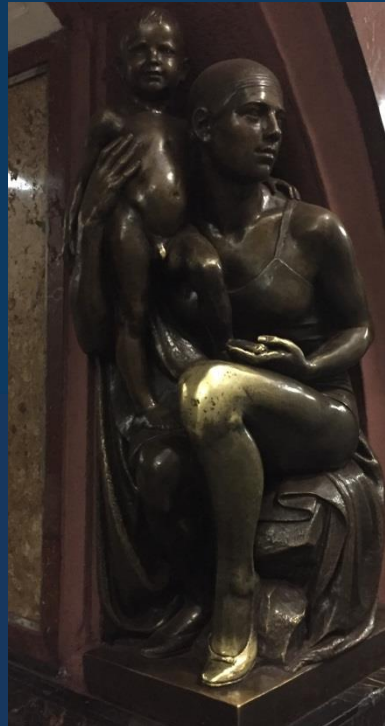
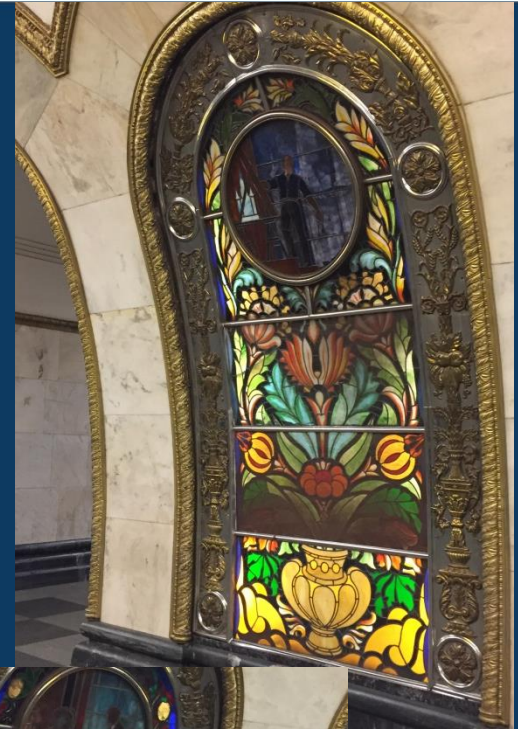
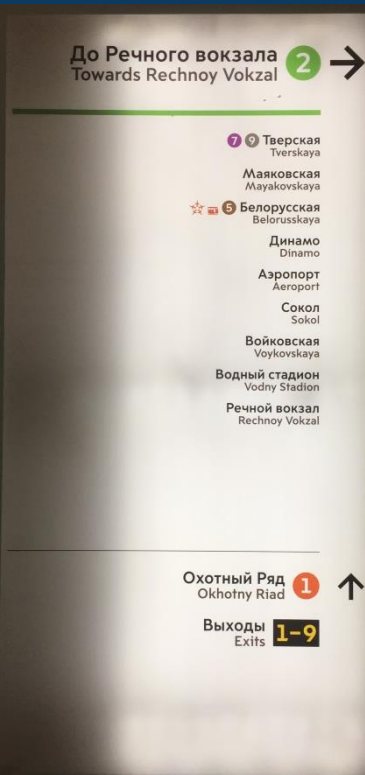
Tuesday		Today		-17		-23	
Now	09	10	11	12	13	14	15
☁	☁	☁	☁	☁	☁	☁	☁
-23°	-23°	-23°	-23°	-21°	-20°	-19°	-18°

Wednesday		Thursday		Friday		Saturday	
Now	09	10	11	12	13	14	15
☀	☁	☁	☁	☁	☁	☁	☁
-12°	-4°	-2°	-3°	-16°	-7°	-8°	-7°

The Moscow Times



THE MOSCOW METRO



Not what you think:

2018



1986



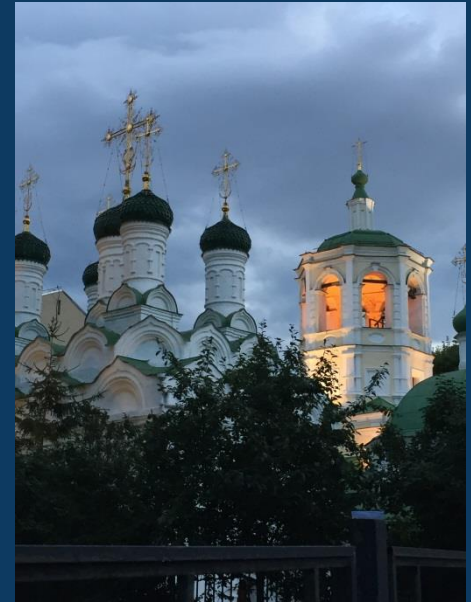
Other Activities: Events

Albion conducts business seminars regularly and for ten years, also organised the annual conference, “Russia: Practical Solutions”



Other Activities: Russia Cultural Training

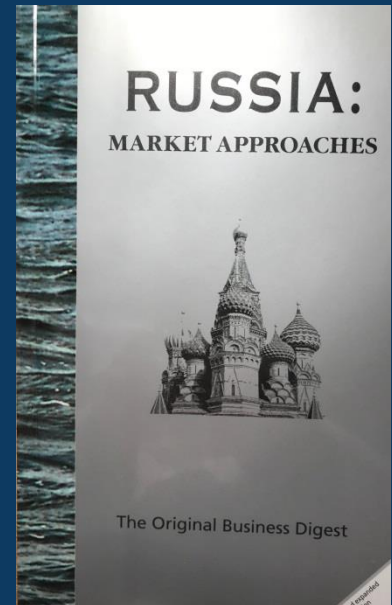
Albion has, for many years delivered Russia cultural training, in Russia, France, the Netherlands, Switzerland and across the UK.



Other Activities: Publications

Albion has written articles for most of the business press, has written a publication on Russia for the British Government “Hints for Exporters Visiting Russia”, and has published two guides on Russia: “Russia: Market Approaches” and “10 Mistakes....”

We are also frequently called upon by the BBC and other media to comment upon Russia-related events.



Спасибо!

David Cant

Albion (Overseas) Limited

+44(0) 141 378 1125

+44(0) 7801 961866

david@albionoverseas.com



@albionoverseas