

# Dialogue 1: Overcoming barriers in cross-border trade

## Диалог 1: Преодоление трудностей в международной торговле

What are the need-to-knows in cooperating between Nordics and Russia?  
- Regulations, market access, culture, practicalities, and where to turn for support?

In dialogue with

**Mr. Jukka Huuhtanen**

Country Director, Finnish Russian Chamber of Commerce

**Mr. Alexandr Pankratov**

President of the Chamber of commerce and industry of the Republic of Karelia

Moderated by

**Mr. Mads Randbøll Wolff**

Director and senior adviser, Sustainability 2030

# Agenda / Повестка дня (МСК) (1)

CET	Agenda in English	МСК	Повестка дня (русский язык)
09:55 – 10:00	Introduction to the dialogue	11:55 - 12:00	Вступительное слово
10:00 – 10:05	Introductory remarks from Mr. Jukka Huuhtanen	12:00 - 12:05	Вступительное слово г-н Юкка Хуухтанен
10:05 – 10:10	Introductory remarks from Alexandr Pankratov	12:05 - 12:10	Вступительное слово г-н Александр Панкратов
10:10 – 10:25	Dialogue between Mr Huuhtanen and Mr Pankratov: <ul style="list-style-type: none"><li>- Regulations</li><li>- Market access</li><li>- Culture</li><li>- Practicalities</li><li>- And where to turn for support?</li></ul>	12:10 - 12:25	Обсуждение с участием г-на Хуухтанена и г-на Панкратова: <ul style="list-style-type: none"><li>- Нормативно-правовые акты</li><li>- Доступ к рынку</li><li>- Культурные особенности</li><li>- Практические моменты</li><li>- Куда обратиться за поддержкой</li></ul>
10:25 – 10:35	Q and A: questions from the audience	12:25 – 12:35	Вопросы и ответы (здесь вы можете задать свои вопросы)
10:35 – 10:40	End of dialogue, closing remarks	12:35 – 12:40	Конец обсуждения, заключительное слово



# Finnish- Russian Chamber of Commerce

Jukka Huuhtanen, Country Director

2021

# Finnish-Russian Chamber of Commerce

- Leading specialist in Finland on Russian business and trade
- Almost 700 member companies
- Is responsible for publicly funded export promotion services to Russia
- Offers free consultation, organizes trainings, produces information
- creates networks and business opportunities



**UNION**  
**«Chamber of Commerce and**  
**Industry of the Republic of**  
**Karelia»**

**Alexandr Pankratov, president**

**tel./ fax (8142) 78-30-40, 76-54-78**

**e-mail:chamber@karelia.ru**

**<http://tpprk.ru>**



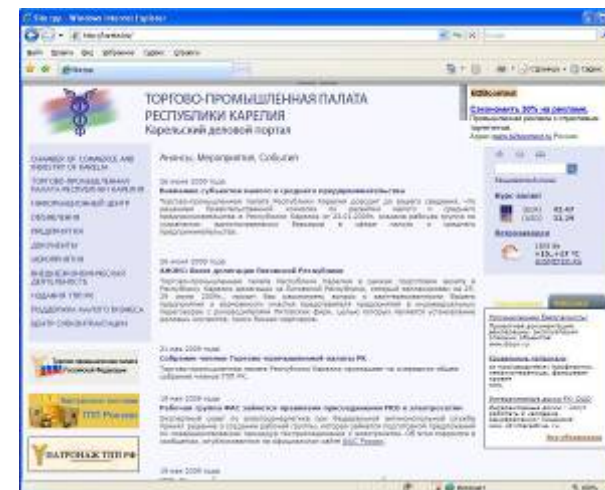
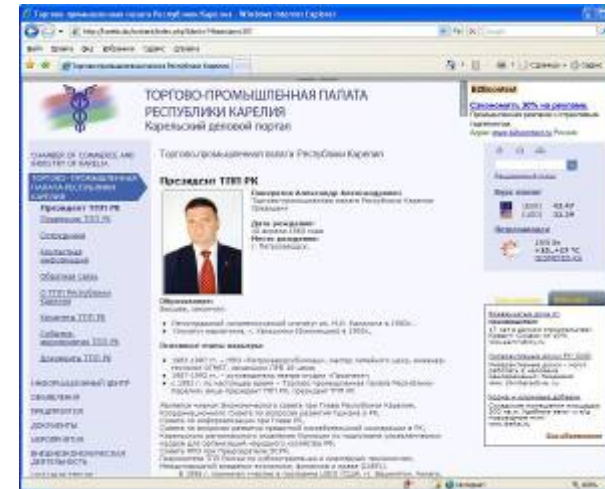
## Internet portal of CCI of RK «Business of Karelia»

- News and services of CCI of RK
- Useful information for members
- Announcements and events for Karelian business community

Also:

- Presentation of the company,
- Search of business partner,
- Products promotion on internal and external markets,
- Setting of professional business contacts,
- Trainings,
- Business news.

<http://tpprk.ru>





## Set of IEA services developed by CCI of RK for Russian and foreign companies

- Organization and running of long-term joint projects
- Organization and running of economic missions and business negotiations
- Remote participation in shows
- Informational exchange
- Legal services
- Expert services
- Consulting services



## Dialogue between Mr Huuhtanen and Mr Pankratov:

- Regulations
- Market access
- Culture
- Practicalities
- And where to turn for support?

## Обсуждение с участием г-на Хуухтанена и г-на Панкратова:

- Нормативно-правовые акты
- Доступ к рынку
- Культурные особенности
- Практические моменты
- Куда обратиться за поддержкой





**Q and A:  
questions from the audience**

**Вопросы и ответы:  
Вы можете задать свои  
вопросы**



**End of dialogue –  
closing remarks**

**Конец обсуждения –  
заключительное слово**

