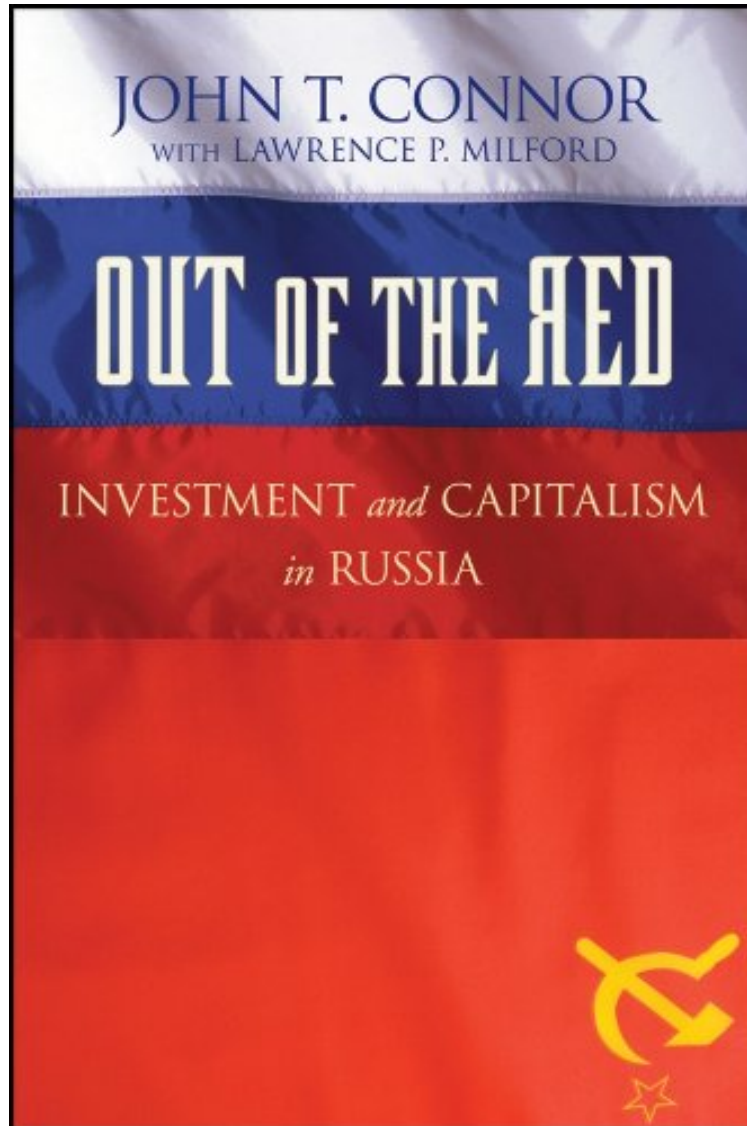


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Out of the Red: Investment and Capitalism in Russia

John T. Connor

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John T. Connor : Out of the Red: Investment and Capitalism in Russia before purchasing it in order to gauge whether or not it would be worth my time, and all praised Out of the Red: Investment and Capitalism in Russia:

0 of 0 people found the following review helpful. good evaluation of post soviet russian capitalismBy Michael L. Detzlergood evaluation of post soviet russian capitalism, but missed the mark as to the long term viability of the russian stock market.2 of 2 people found the following review helpful. What every U.S investor needs to read before investing in Russia.By Robert C. Dauer"Out of the Red"...John T. Connor's analysis of the potential for investment in the burgeoning industrial expansion in Russia is must reading for anyone interested in making any sort of financial commitment there.Mr. Connor -- and his co-author Lawrence Milford -- do an excellent job of analyzing Russia's

transformation from rigidly controlled life under the czars and Stalin into today's free market economy. They also -- in a series of concise but illuminating chapters -- present clearly the risks and rewards of investing in that economy. Mr. Connor's assessment of the present situation in Russia is in sharp --and somewhat welcome -- contrast to the barrage of anti-Russian rhetoric in the news these days. And his experience there over the past several years make him solidly qualified for that assessment. Mr. Connor does not write in generalities. He names specific areas in which to consider investment and specific companies within those areas. I found the chapters on Russia's vast reserves of mined resources...its production of oil and natural gas...and the growth of its information and communication business a fascinating read. Every U.S. investor should glom on to a copy of "Out of the Red". 1 of 1 people found the following review helpful. Excellent insight into today's Russia. By T. Kaminski I would like to thank whoever sent me John Connor's book, *Out of the Red: Investment and Capitalism in Russia*. As an Investment Advisor I found it insightful into the workings of the companies in Russia. Even more important was correction of the negative portrayal of the Russian business world and government. I am the membership chair of Rotary International US - Russia Inter County Committee, which involves Rotary Clubs in 21 States in the US and all of Russia in building friendships between American businessmen and Russian businessmen. I have had a particular frustration as I go out and speak to the Rotary Clubs in the US only to find a "cold war mentality" among otherwise intelligent businessmen. This attitude has caused much friction with their Russian counterparts who are eager to establish relationships and do not understand this American reluctance to do business. I am sure that John's book will help me greatly in both my professional life and my Rotary mission to establish goodwill and better friendships with our Russian friends. And maybe it just might open the media to the truth about today's Russia?

Over the last fifteen years, Russia has become a larger part of the global economy; and in the years ahead, it will continue to grow in prominence. If you want to improve your investment endeavors in this market, you must first understand how it operates. With *Out of the Red* as your guide, you'll become familiar with all the opportunities this country has to offer and learn how to make the most informed investing decision within this emerging arena.

"...readers will learn much from Mr Connor's run-down of the country's key industries." Investment Adviser Monday 21 July 2008 From the Inside Flap While the transformation of the Soviet Union into modern Russia has attracted widespread attention from a political perspective, it has also garnered significant interest from a financial standpoint. That's because the new Russia possesses the potential for the most promising investment opportunities of the twenty-first century. That potential, of course, has not yet been fully realized. Author John Connor knows what it takes to profit from the possibilities that this country has to offer. Through numerous forays into Russian finance and business; including the creation of a mutual fund specializing in the equities of Russian public companies as well as the founding of an insurance company within the country; Connor has cultivated unparalleled experience in this field. Now, in *Out of the Red*, he takes the time to share his hard-won knowledge with you. Filled with in-depth insights and expert advice, this one-of-a-kind guide opens by skillfully exploring the rebirth of Russia's economy and revealing how certain events and individuals; from the crisis of 1998 to powerful politicians; influenced the present-day environment for doing business in Russia. With this essential foundation established, it quickly moves on to detail how you can make the most of investing in this emerging arena. Divided into three comprehensive parts, *Out of the Red*: Sets the stage for you to understand Russia in terms of investment risk and reward, including the effect of recent historic developments in this market Offers informative overviews of a number of Russian industries, including oil and gas, metals and mining, information and communication, retail, and real estate, and focuses on the leading companies within these sectors of Russia's free market economy Addresses traditional misconceptions about modern-day Russia and examines what the future may hold for investors who enter this market And much more Over the last fifteen years, Russia has become a larger part of the global economy; and in the years ahead, it will continue to grow in prominence. If you want to achieve success in this market, you must understand how it operates. With *Out of the Red* as your guide, you'll learn how to improve your investment endeavors as you become familiar with all the opportunities this country has to offer. From the Back Cover Praise for *Out of the Red* "As someone who served in the trenches with John Connor during the formation of the Russian securities market, I can recommend this book. His insights into the important companies and key actors on the Russian market will be invaluable to potential investors." -- Charles E. Ryan, CEO, Deutsche Bank Russia "A must read; stimulating, provocative, and just plain fun." -- Eugene K. Lawson, President, U.S.-Russia Business Council "Out of the Red provides a compelling corrective to the deafening drumbeat that has contributed to the negative image of Putin's Russia in the United States. It should be a compulsory read for journalists and policymakers alike." -- Padma Desai, Harriman Professor of Economics and Director, Center for Transition Economies, Columbia University "Given that share prices for many Russian companies have increased significantly since the 1998 crash, potential foreign investors (and for that matter, even some Russian investors) often find themselves unable to learn anything about what Russian companies do and who the personalities are. *Out of the Red* provides much of that information. Those who invest in Russian companies without first having consulted *Out of the Red* do so at their own risk." -- Marshall I. Goldman, Davis

Center for Russian and Eurasian Studies, Harvard University "John Connor has written a stimulatingmdash;dare I say controversialmdash;account of where Russia is headed. A successful investor himself, Connor has for the past two decades quite literally put his money where his mouth is. His insider's analysis on the risks and rewards of investing in Russia provides a valuable check list on the challenges and opportunities facing Western business, as does his candid, always colorful description of Russian business and Russian businessmen." mdash;Toby T. Gati, Senior Advisor, Akin Gump Strauss Hauer Feld LLP "For those considering investments in Russian securities, John Connor's book is a godsend. I know of no other work that describes so well the companies offering securities to investors in the Russian stock market. Both readable and concise, it provides just the sort of information potential investors need to have." mdash;Jack F. Matlock, Jr., former U.S. Ambassador to the USSR, Special Assistant for National Security to President Ronald Reagan