INTERNATIONAL BUSINESS TOUR
TO KHANTY-MANSIYSK AUTONOMOUS OKRUG - UGRA

Kogalym – Surgut – Nefteyugansk – Khanty-Mansiysk

1 - 4 April 2019
Dear Colleagues!

Khanty-Mansiysk Autonomous Okrug - Ugra is one of the strategic regions of Russia, ensuring security of its energy supply and the largest oil-producing entity in the country. Projects of various fields are successfully implemented on the territory of the region, from the service industry and tourist services to metallurgy and mechanical engineering. The annual investment in the region exceeds 900 billion rubles.

Given the huge industrial potential of Ugra, we invite you to visit the autonomous region with a business mission and take part in the Ugra Industrial Forum.

Regards,

ALEXEY ZABOZLAEV
Deputy Governor of Khanty-Mansiysk Autonomous Okrug - Ugra
ABOUT THE BUSINESS-TOUR

GOALS & OBJECTIVES

- Acquaintance with the economic potential of the Khanty-Mansiysk Autonomous okrug - Ugra
- Study of business opportunities for international companies in the Khanty-Mansiysk Autonomous okrug - Ugra
- Establishment of contacts with companies of the Khanty-Mansiysk Autonomous okrug – Ugra of priority economy sectors

FORMAT

- Visiting of industrial enterprises
- B2B meetings and negotiations
- Investment Conference

ORGANIZERS

OPERATOR
PROGRAM

1 APRIL 2019 / MONDAY
09:50 - 15:05 Flight Moscow - Kogalym (+2 hours) / Flight UT 445
15:30 - 18:00 Transfer to the industrial enterprises of the city of Kogalym (LLC LUKOIL-Western Siberia), b2b meetings, presentation of projects
18:30 - 21:00 Transfer to the hotel in Surgut, check-in
OR
14:15 - 19:35 Flight Moscow-Surgut (+2 hours) / Flight UT 245
20:00 Transfer to the hotel, check in

2 APRIL 2019 / TUESDAY
09:00 - 10:00 Breakfast
10:30 - 18:00 Transfer to industrial enterprises of Surgut (PJSC "Surgutneftegaz"), Nefteyugansk (LLC RN-Yuganskneftegaz), b2b meetings, project presentation
18:30 - 21:30 Transfer to Khanty-Mansiysk
21:30 - 22:00 Registration at the hotel

3 APRIL 2019 / WEDNESDAY
09:00 - 09:30 Transfer to the UGRA-EXPO Convention and Exhibition Center
10:30 - 13:00 Registration and participation in the Forum
13:00 - 14:45 Round table with the participation of the Governor of the region "Realizing the potential of Ugra"
14:45 - 18:30 Participation in the business program of the Forum, b2b meetings OPTIONAL 17:20 flight to Moscow UT 354
OR Participation in consecutive events and second day of the Forum

4 APRIL 2019 / THURSDAY
05:40 - 06:00 Transfer to the airport
07:40 Flight to Moscow / Flight UT 352
OR Participation in further events of the Forum
TRAVEL-guidance

FLIGHTS
1 April 2019
09:50 – 15:05 Flight UT 445 Moscow VKO – Kogalym
or
14:15 – 19:35 Flight UT 245 Moscow VKO – Surgut

3(4) April 2019   Khanty-Mansiysk – Moscow
17:20 – 18:35 Flight UT 354 Khanty-Mansiysk - Moscow VKO

HOTELS

Surgut
SPA-Hotel ONSEN (Спа-Отель Онсен) Улица Республики, 77)
Gala Hotel Улица Гагарина 12

Khanty-Mansiysk
There are special offer for the participants of the Forum in the following hotels:
On 7 hills (На семи холмах)
Cronwell Resort Yugorskaya Dolina (Югорская Долина)
For reservation please send the request to: avdeenkoiv@ugraexpo.com
For all booking issues in Khanty-Mansiysk please address to: Bushmanova Ekaterina
Tel/fax: (3467) 363-100, priemnayaexpo@mail.ru
REGISTRATION AND PARTICIPATION TERMS

PARTICIPATION IN BUSINESS TOUR AND FORUM – free of charge
ACCOMODATION & FLIGHTS – paid by participants, internal transfers are provided by the Organizer

REGISTRATION
https://indparks.timepad.ru/event/899950/
Application are accepted before 29 March 2019

REGISTRATION FOR THE UGRA INDUSTRIAL FORUM 3-4 APRIL 2019
https://www.ugrapromforum.ru/uchastie

CONTACTS

REGISTRATION AND ORGANIZATION
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B2B MEETINGS AND INVESTMENT PROJECTS
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UGRA IN RUSSIA

SAINT PETERSBURG

MOSCOW

NOVOROSSIYSK

MURMANSK

SABETTA

RAILWAYS

SEARoute

RIVER ROUTE

2 mln residents within a 500-km radius

24 mln residents within a 1,000-km radius

3 HOURS

6 HOURS

2 HOURS

3 HOURS

6 HOURS

2 HOURS

2 HOURS
Interactive resources

Investment map
MAP.INVESTUGRA.RU

Investment portal
INVESTUGRA.RU

Industry map
FONDUGRA.RU

Small and medium business portal
БИЗНЕСЮГРЫ.РФ

AIS - Monitoring
MONITORING.ADMHMAO.RU
UGRA’S ECONOMIC ACHIEVEMENTS

UGRA’S CONTRIBUTION TO THE NATIONAL ECONOMY

- **6.5%** total industrial output
- **15%** taxes to the Russia’s budget system
- **43%** oil production

UGRA IN RATINGS:

- **1st Position** in terms of oil production
- **2nd Position** in terms of gas production
- **3rd Position** in terms of electric power generation
- **3rd Position** in terms of tax receipts to the budget system of the RF
- **9th Position** in terms of quality of life

Outlook: Stable

AAA
UGRA’S AIRPORT INFRASTRUCTURE

- International airport: 3
- National airport: 8

Airports and Routes:
- Salekhard
- Novy Urengoy
- Surgut
- Tyumen
- Urengoy
- Moscowsk
- Yekaterinburg
- Baku (Azerbaijan)
- Phuket (Thailand)

International route:
- Salekhard to Surgut: 1.5 hours
- Novy Urengoy to Surgut: 1 hour
- Surgut to Moscowsk: 2 hours
- Surgut to Yekaterinburg: 1.2 hours
- Surgut to Baku: 1.6 hours
- Surgut to Phuket: 9 hours

National route:
- Novy Urengoy to Moscowsk: 3 hours
- Novy Urengoy to Yekaterinburg: 2 hours
- Surgut to Moscowsk: 5 hours
- Surgut to Moscowsk: 5 hours
- Surgut to Baku: 5 hours

International Infrastructure:
- International airport
- National airport

Other Notations:
- Kogalym
- Novosibirsk
- Uray
- Khanty-Mansiysk
- Nyagan
- Beloyarsky
- Sovetsky
- Igrim
- Beryozovo
ENGINES FOR GROWTH OF UGRA’S ECONOMY
UGRA’S INDUSTRIAL INFRASTRUCTURE

You can find any information on the industrial sites on the Ugra’s investment map

map.investugra.ru
# SUPPORT MEASURE SYSTEM

<table>
<thead>
<tr>
<th>PROGRAMME NAME</th>
<th>FEDERAL PROGRAMMES</th>
<th>REGIONAL PROGRAMMES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subsidies</td>
<td>111</td>
<td>30</td>
</tr>
<tr>
<td>(partial reimbursement for production development expenses)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soft financing</td>
<td>10</td>
<td>4</td>
</tr>
<tr>
<td>(soft loans, guarantees)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax benefits</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>(profits tax)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property support</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>(property lease on special terms)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Support measure navigator: [fondugra.ru](https://fondugra.ru)

Total: 124

Total: 39
UGRA’S INVESTMENT PROPOSALS

<table>
<thead>
<tr>
<th>Sector</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods and equipment for fuel and energy sector</td>
<td>415.83 mln €</td>
</tr>
<tr>
<td>Industrial infrastructure</td>
<td>20.99 mln €</td>
</tr>
<tr>
<td>Manufacture of building materials</td>
<td>79.71 mln €</td>
</tr>
<tr>
<td>Timber processing sector</td>
<td>72.32 mln €</td>
</tr>
<tr>
<td>Agricultural sector</td>
<td>39.41 mln €</td>
</tr>
<tr>
<td>Mining sector</td>
<td>1,082.31 mln €</td>
</tr>
</tbody>
</table>

TOTAL AMOUNT OF INVESTMENT PROPOSALS 1,710.60 mln €
Regional state support measures for the industry

Special investment contracts (SPIC)

<table>
<thead>
<tr>
<th>Subsidies for construction and installation work</th>
<th>Subsidies for purchase of equipment</th>
<th>Reimbursement for interest charges</th>
</tr>
</thead>
<tbody>
<tr>
<td>10% of expenses incurred</td>
<td>up to 10% of expenses incurred</td>
<td>1/2 of the key rate of the Bank of Russia</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Subsidies for pilot batch production</th>
<th>Property tax</th>
<th>Profits tax</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 40% of total expenses</td>
<td>up to 0% property tax rate</td>
<td>4% tax benefit</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>REGIONAL SPIC</th>
<th>FEDERAL SPIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount of investments: more than</td>
<td>Amount of investments: more than</td>
</tr>
<tr>
<td>300 mln roubles</td>
<td>750 mln roubles</td>
</tr>
<tr>
<td>Term of SPIC: up to</td>
<td>Term of SPIC: up to</td>
</tr>
<tr>
<td>10 years</td>
<td>10 years</td>
</tr>
</tbody>
</table>

Guaranteed stability of tax and regulatory conditions and support measures
## Loans of Ugra Development Foundation

<table>
<thead>
<tr>
<th>Loans to industry’s entities</th>
<th>Loans for the development of industrial parks</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LOAN AMOUNT</strong></td>
<td>from 20 to 500 mln RUR</td>
</tr>
<tr>
<td><strong>LOAN SIZE</strong></td>
<td>not more than 70% of the total project budget</td>
</tr>
<tr>
<td><strong>INTEREST RATE</strong></td>
<td>5% per annum</td>
</tr>
<tr>
<td><strong>AMOUNT OF CAPITAL EXPENSES FOR THE PROJECT</strong></td>
<td>not less than 300 mln RUR</td>
</tr>
<tr>
<td><strong>LOAN TERM</strong></td>
<td>up to 10 years</td>
</tr>
</tbody>
</table>

- from 20 to 500 mln RUR
- not more than 50% of the total project budget
- 5% per annum
- not less than 40 mln RUR
- up to 5 years
Ugra’s operating industrial complexes requiring private investors

- Oktyabrsky Fish Farm
- Polyarny Quartz
- Beryozovsky Fish Farm
- Oktyabrsky Fish Farm
Operating industrial complexes

Ugra Timber Holding JSC

Production capacity:
- LVL (Laminated Veneer Lumber) - 40 ths. m³ per year
- Lumber - 180 ths. m³ per year
- Chipboard - 265 ths. m³ per year

Prerequisites for project development:
- Resource base:
  - Leased timberland area – 821,432.2 ha;
  - Permitted logging volume – 864.4 ths. m³ per year
- High export potential.
- Supply of products to the markets of North Africa, Europe and China.
- Share in the Egypt’s lumber market: more than 8.5%
- 7th place in Russia in terms of chipboard export
- Availability of labour force, including high performance employees.
- Availability of social infrastructure facilities.
- Availability of transport infrastructure facilities (railway and motor road service).

Indicators
- Revenue for 2017 – more than 43.85 mln EUR.
- Revenue for 2018 – 53.14 mln EUR (plan).
Operating industrial complexes

Ugra Fish Farm JSC

Production capacity:

- Young muku (1.5 g) - 25 mln pcs. per year
- Young sturgeon (1.5 g) - 5 mln pcs. per year

Prerequisites for project development:

- The required compensatory measures to restore valuable fish species in the Ob-Irtysh basin is estimated at 79.71 mln EUR per year.
- Prospective free market – 53.14 mln EUR per year.
- Availability of labour force.
- Availability of social infrastructure facilities.
- Availability of transport infrastructure facilities (motor road service).

Operating industrial infrastructure:

- Production premises: more than 15 ths. m².
- Developed industrial site: more than 16 ha.
Operating industrial complexes

Polyarny Quartz JSC

**Production capacity:**

- **Shop of primary concentration of quartz ore and warehouse in Ust-Puiva:**
  - design capacity – processing up to 24 ths. tonnes of ore per season.

- **Plant for production of ultra pure quartz concentrate in Nyagan:**
  - design capacity – 5 ths. tonnes of ultra pure concentrate;
  - 2 ths. tonnes of powders.

**Prerequisites for project development:**

- Export potential of products.
- High chemical purity of raw materials.
- Suitability of raw materials for optical glass making.
- Availability of licenses for production of gangue quartz and rock crystal.
- Quartz ore reserves exceed 300 ths. tonnes.
- Availability of labour force
- Availability of social infrastructure facilities
- Availability of transport infrastructure facilities (railway and motor road service)

**Indicators:**

- Volume of investments - 42.51 mln EUR.
## Operating industrial complexes

### Beryozovsky Fish Farm

- **Fish processing capacity:**
  - Beryozovsky Fish Farm: 430 tonnes of finished products per year.
  - Oktyabrsky Fish Farm: 480 tonnes of finished products per year.

### Oktyabrsky Fish Farm

### Prerequisites for project development:

- Availability of raw materials base.
- Availability of fishing grounds.
- Steady demand for products.

### Resource base:

- The autonomous okrug has a large fishery pool of reservoirs: more than 20.5 ths. of rivers with the total length of 164,032 km and more than 25.3 ths. lakes with the total area of 1,725.5 ths. ha; annual allowable volume of fish capture exceeds 5 ths. tonnes.

### Indicators:

- **Beryozovsky Fish Farm:**
  - Area of production premises – 5,000 m².
- **Oktyabrsky Fish Farm:**
  - Amount of investments – 0.9 mln EUR.
  - IRR – 22.5 %.
  - NPV – 1.1 mln EUR.
Proposals for participation in projects

01

Resin production for the slab industry

02

Creation of the industrial park in Mortka urban-type settlement

Localization of production of medium density fibreboards
### Resin production for the slab industry

<table>
<thead>
<tr>
<th>Production capacity:</th>
<th>Prerequisites for project development:</th>
<th>Indicators:</th>
</tr>
</thead>
</table>
| Forecast capacity: 50,000 tonnes per year | - Availability of raw materials base.  
- Large consumers in Ugra.  
- Forecast shortage of resins in the Russian market.  
- Export potential. | Amount of planned investments: 15.94 mln EUR.  
IRR - 24%. |

**Resource base:**  
- Tree plantation reserves in Ugra: 3.17 bln m³.
Creation of new plants

Industrial park in Mortka urban-type settlement
Localization of production of medium density fibreboards

<table>
<thead>
<tr>
<th>Production capacity:</th>
<th>Prerequisites for project development:</th>
<th>Indicators:</th>
</tr>
</thead>
</table>
| Industrial park in Mortka urban-type settlement: Area – more than 28 ths. m². |  - Area of the plant’s land plot – more than 24 ha.  
  - Area of buildings and structures – more than 39.8 ths. m².  
  - Total power supply: 11.5 MW  
  - Own water intake up to 1,600 m³/ day  
  - Water treatment facilities up to 400 m³/ day  
  - Sewage treatment facilities up to 400 m³/ day  
  - Permissible logging volume (estimated cutting area): 2,479.1 ths. m³, including coniferous timber – 1,137.0 ths. m³, softwood – 1,342.1 ths. m³.  
  - Availability of labour force.  
  - Availability of social infrastructure facilities.  
  - Availability of transport infrastructure facilities (railway and motor road service). |  - Volume of planned investments – 53.14 mln EUR.  
  - NPV – 15.39 mln EUR.  
  - IRR – 21.4 %.  
  - DPBP – 6 years. |

MDF plant: Production of medium density fibreboards – 230 ths. m³/year
Advantages for business development in Ugra

01

Lease of residential complexes on special terms.

(Housing construction for investors' needs out of Ugra's budget funds).

02

Presence of large consumers of industrial products in Ugra.

(Amount of investments: about 13.3 bln EUR per year).

(Volume of consumption of industrial products exceeds 3.98 mln EUR per year).

03

Logistic and industrial potential for the development of Yamal and the north of Krasnoyarsk Krai.
О БИЗНЕС-ТУРЕ

GOALS & OBJECTIVES

- Acquaintance with the economic potential of the Khanty-Mansiysk Autonomus okrug - Ugra
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ORGANIZERS

SUPPORTED BY

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