



ORGANIZATION OF PRODUCTION OF FOREIGN COMPANIES IN RUSSIA WITHIN THE FRAMEWORK OF SECTORAL COOPERATION



Olga Romanets

Infrastructure Development Agency of the Tyumen Region



WHAT IS TYUMEN REGION

OIL PRODUCTION

PETROCHEMISTRY

IT AND MEDICINE

OILFIELD SERVICES

AGROBIOTECHNOLOGIES



GROSS REGIONAL
PRODUCT
INCREASED
BY 2,2 TIMES. SHARE OF
INVESTMENTS IS 30.8%

2006-2016



INDEX OF INDUSTRIAL
PRODUCTION
INCREASED
BY 3 TIMES

2006-2016

AREA **160,100 km²**

POPULATION **1,5 Million people (with districts 3,16 Million people)**



VOLUME OF INVESTMENTS IN
FIXED ASSETS
INCREASED BY
MORE THAN
3 TIMES

2006-2016



OILFIELD SERVICES

MARKET BACKGROUND



- A significant part of oil (64%) and gas (91%) in the country is produced on the north of the Tyumen region
- The reserves of light oil are exhausted, in connection with this the cost of service is increasing
- The oil recovery ratio is increasing

MARKET EVALUATION



- The volume of the world market of oilfield services is about \$ 200 billion and annually increases by 6.5%

INVESTMENT PROJECT OF MANUFACTURE OF CONTROL AND MEASUREMENT INSTRUMENTS

MARKET BACKGROUND

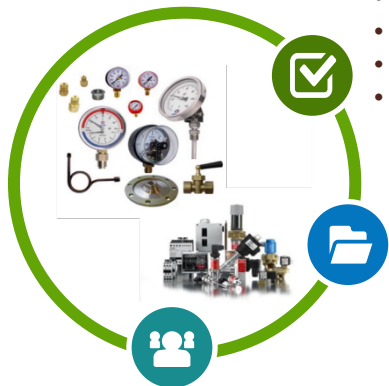
- Program of import substitution in Russia
- Extensive scientific and technical base
- Proximity of oil and gas industries
- The share of imports of these products in Russia is 70%

PROJECT INFORMATION

- Estimated land area 3 - 4 hectare
- investments \$17,7 billion
- Payback period: 3 – 4 y.

STAFF

- 200 - 300 people (including account maintenance and technical personnel and APS)
- salary per 1 employee is \$800 – 900 including insurance



INVESTMENT PROJECT PRODUCTION OF EQUIPMENT FOR WIRING, ROTOR-CONTROLLED SYSTEMS FOR DRILLING HORIZONTAL WELLS

MARKET BACKGROUND

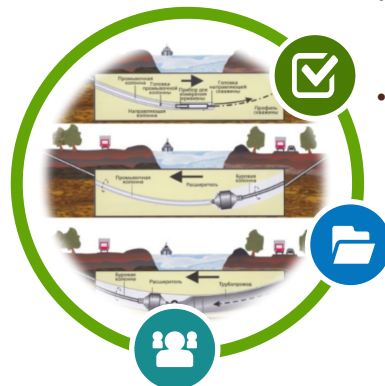
- The capacity of the drilling services market is 260 billion rubles.
- The share of imports of this equipment used in the drilling process is 100%

PROJECT INFORMATION

- Area of industrial premises 10000 sq. m.
- Investments \$35,7 billion
- Payback period: 3 – 4 y.

STAFF

- 200 - 300 people (incl. maintenance and technical personnel and APS)
- Salary per 1 employee is \$700 including insurance



In the region there are a large number of specialized operating enterprises with which cooperation is possible

PETROCHEMISTRY

MARKET BACKGROUND



- The SIBUR Company's polyethylene production will be one of three largest in the world
- Average demand on polymers will grow by 4% per year
- Proximity to raw materials for the production of mineral fertilizers - natural gas

MARKET EVALUATION



- The market of linear polyethylene in Russia at the moment is represented by 1 company and it does not meet market requirements
- A large volume of import of linear polyethylene

INVESTMENT PROJECT OF MANUFACTURE OF NONWOVEN MATERIALS



MARKET BACKGROUND

- The company SIBUR will produce up to 1M tons of polypropylene.
- Strength and versatility of product application
- Growth of the needs of various industries in nonwovens

PROJECT INFORMATION

- Investments \$3,5 million
- Payback period: 5 y.

STAFF

- 25 people
- salary per 1 employee is \$600 – 700 including insurance

INVESTMENT PROJECT OF POLYETHYLENE PROCESSING



MARKET BACKGROUND

- The project of the SIBUR company will be implemented to produce 1.5 million tons of polyethylene, including linear, which is represented on the market mainly by imported products
- The ability to produce a wide range of goods: stretch membrane, bags, packaging for medicines, packaging and shrink membrane with a high level of transparency and glossiness, etc.

PROJECT INFORMATION

- Investment size depends on the project
- Payback period : 3 – 4 y.

STAFF

- 50 people
- salary per 1 employee is \$800 – 900 including insurance

INVESTMENT PROJECT OF SULFUR PROCESSING



MARKET BACKGROUND

- JSC "Antipinsky Oil Refinery" produces sulfur
- Use in agriculture (mineral fertilizers).
- Use in the production of sulfuric acid.
- Use in the production of rubber products (production of automobile tires).

PROJECT INFORMATION

- Estimated land area 3 - 4 hectare
- Investments \$3,5 million
- Payback period: 3 – 4 y.

STAFF

- 60 people
- salary per 1 employee is \$540-625 including insurance

INVESTMENT PROJECT OF MINERAL FERTILIZERS' PRODUCTION



MARKET BACKGROUND

- Proximity to raw materials - natural gas
- Proximity to auxiliary raw materials - river water
- Possibility of transportation through the Northern Sea Route to the markets of Europe and Asia

PROJECT INFORMATION

- Estimated land area 10 hectare
- Investment size depends on the project
- Payback period: 4 – 5 y.

STAFF

- 200-300 people (depends on the project)
- salary per 1 employee is \$600 – 700 including insurance



AGROBIOTECHNOLOGIES

MARKET BACKGROUND



- Growth of grain exports from the Russian Federation
- The opening of grain exports from Siberia to China
- Construction of infrastructure for storage and processing
- The market of deep processing of grain is completely represented by imported products
- Establishment of an agro-industrial park
- Availability of cheap grain in neighboring regions of Russia and in Kazakhstan

MARKET EVALUATION



- By 2030 y. significant part of agricultural products (50%) and medicines (80%) in the country will be produced in the Tyumen region
- In 2020 y. the world market value of goods and services of the agrobiotechnology market will be \$600 billion
- The possibility of accumulating in the territory of the south of the Tyumen region significant grain reserves: up to 1.5 million tons of grain

PRODUCTS OF DEEP PROCESSING OF GRAIN

Wheat
Rye
Triticale
Barley
Oats
Millet
Rice
Corn



Straw
Bran
Sprouts
Starch
Fibers
Protein
Oil



Separation
Extraction
Hydrolysis
Fermentation
Combustion



- Food products: starch, yeast, sorbitol, lactic and citric acid
- Feed products: DDGS, lysine, fodder yeast
- Chemistry and Pharmaceuticals: Solvent, glue, tenside
- Biomaterials, Biofertilizers, Bioenergy

Agroindustrial park in the Tyumen region S=39 ha



Grain storage and processing



Benefits

- The engineering infrastructure is free of charge
- Preferential rental rate (5 doll/1 hectare per month)
- State support of projects
- Tax exemptions



Access to external markets

INVESTMENT PROJECT OF CONSTRUCTION OF THE BIOETHANOL FACTORY



MARKET BACKGROUND

- The region has large reserves of low-quality wood (up to 14 million m³ per year), today there are no options for efficient utilization of this resource.
- Exit to export markets (Europe, Asia).

PROJECT INFORMATION

- Estimated land area depends on project
- Payback period 4 – 5 y.

STAFF

- 300 – 400 people (including account maintenance and technical personnel and APS)
- salary per 1 employee \$600 – 700 including insurance

INVESTMENT PROJECT ON THE CONSTRUCTION OF THE FACTORY FOR DEEP PROCESSING OF POTATOES



MARKET BACKGROUND

- According to the potato yield in all types of farms, the Tyumen Region is the leader among the subjects of the Russian Federation and the Urals Federal District
- Availability of municipal sites for the implementation of the project
- Convenient geographical location
- Potatoes are one of the most profitable agricultural crops. In some farms, the profitability of potato growing is 300%
- Refined products: chips, flakes, potato semi-finished products, starch

PROJECT INFORMATION

- Investments \$3,5 million
- Estimated land area 20 ha
- Payback period 4 – 5 y.

STAFF

- 50 people
- salary per 1 employee \$350 – 550 including insurance

MEDICAL TECHNOLOGIES

MARKET BACKGROUND



- In Tyumen, a large project "Medical City" is being implemented, integrating existing and under construction medical facilities into a single medical diagnostic complex
- The Federal Center of Neurosurgery is one of the main customers of medical equipment and instruments in Russia

MARKET EVALUATION



- Annually only in the Federal Center of Neurosurgery more than 4000 high-tech operations per year are carried out

DEVELOPMENT OF A HIGH-TECH PROJECT MEDICAL CARE «MEDICAL CITY»

The aim of the Medical City is to create an infrastructure complex to provide specialized high-tech medical care at the level of the latest achievements.



Terms of implementation – 2017-2020
Investment size \$167 million

Current state

- The design documentation was developed, its state expertise was carried out
- Searching of sources of funding

Economic efficiency

- 250 treatment and diagnostic procedures
- 420 advisory visits per day
- Telemedicine consultations by specialists of the center
- Training of specialists on the basis of the center and exchange of experience with partners
- Development of medical tourism

INVESTMENT PROJECT OF PRODUCTION OF US-MACHINES FOR NEUROSURGERY

MARKET BACKGROUND

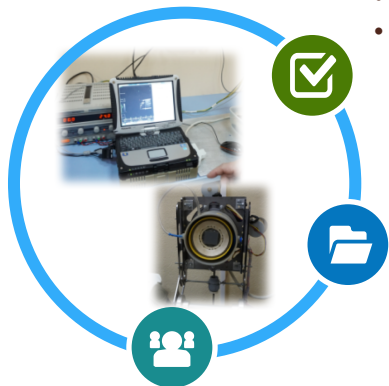
- High demand in Russia and abroad
- Absence of competitors in the Russian market, the minimum number on foreign markets.

PROJECT INFORMATION

- Estimated land area 2 – 3 hectare
- Investments \$9 million
- Payback period : 4 – 5 y.

STAFF

- 45 people
- salary per 1 employee is \$800 including insurance



INVESTMENT PROJECT OF PRODUCTION OF SUPER-THIN ENDOSCOPES

MARKET BACKGROUND

- High demand in Russia and abroad
- Uniqueness of products on the Russian market
- The minimum number of competitors abroad.

PROJECT INFORMATION

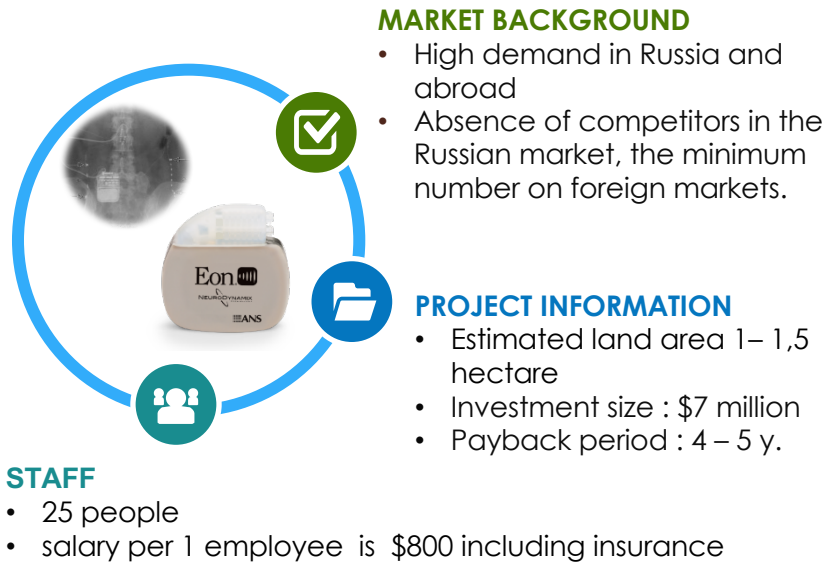
- Estimated land area 1–1,5 hectare
- Investments \$5,3 million
- Payback period : 4 – 5 y.

STAFF

- 25 people
- salary per 1 employee is \$800 including insurance



INVESTMENT PROJECT OF CONSTRUCTIONS OF NEUROSTIMULATOR FACTORY



INVESTMENT PROJECT OF CONSTRUCTION OF FACTORY FOR MANUFACTURING ROBOTIZED MACHINERY THAT DOES FUNCTION OF TOOL HOLDERS





INFORMATION TECHNOLOGIES

MARKET BACKGROUND



- Export of the Russian IT industry in 2016 - \$ 7 billion,
- Tyumen - source of manpower for IT; About 50% of talented graduates of the Institute of Mathematics receive jobs in leading international companies: Yandex, Google, Microsoft, Facebook
- The cost of the services of Russian IT-specialists is competitive in the world market - on average, \$ 1000 per month

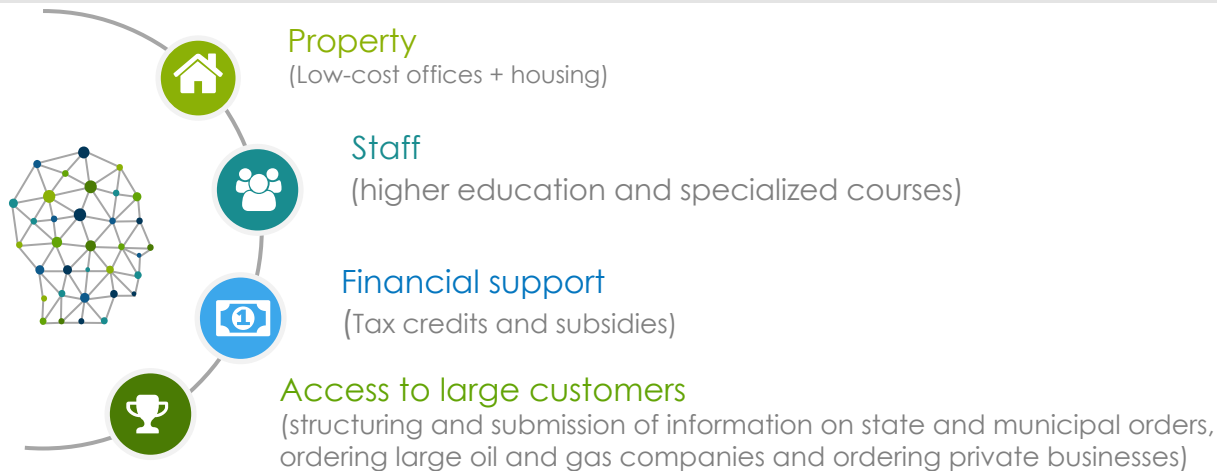
MARKET EVALUATION



- McKinsey estimates that by 2025 the market of advanced technologies will grow to \$ 20-30 trillion

TYUMEN REGION OFFERS SPECIAL CONDITIONS FOR IT-COMPANIES

Complex offer for
new companies



Proposal for large IT companies when entering the region
- state site for the construction of office and staff accommodation

IT-VILLAGE

Possible building
area 25 ha



- beautiful nature
- beautiful landscape
- ecologically clean area
- sports and recreational infrastructure
- proximity to the international airport

INDUSTRIAL PARKS OF THE TYUMEN REGION

INDUSTRIAL PARK

- The industrial area equipped with infrastructure
- Transparent system of rental rates or redemption value
- Clustering opportunities
- Centralized infrastructure management

ECONOMIC DEVELOPMENT ZONE

- Regional tax benefits applicable to all EDZ residents for five years

FINANCIAL SUPPORT

- Compensation of some leasing costs at Central bank base rates provided to EDZ residents

THE MOST CHEAP LAND LOTS FOR PRODUCTION IN RUSSIA

INDUSTRIAL PARK «BOROVSKY»



INDUSTRIAL PARK «BOGANDINSKY»





INFRASTRUCTURE

- ✓ Construction of the airport "Roshino" is completed
- ✓ Leaders in Russia in terms of housing per capita – 1,48 m² 1.5 times higher than the Russian average indicator
- ✓ **2006-2016 CONSTRUCTED AND RECONSTRUCTED**
 - 500 km of roads
 - 47 bridges
 - 21 transport interchange

INVESTMENT OFFER FOR CREATING LOGISTICS CENTER AND EXPOCENTER

The total area of the complex is about 23 ha

Logistics center

- Entering the markets of neighboring regions and Kazakhstan
- Convenient access system
- Automatic tax credits
- There is all the necessary infrastructure

Expocenter

- Key areas: oil and gas industry, agrobiotechnology, pharmaceuticals
- Multifunctional platform
- Relevance: oil and gas projects in the north of the region

THE HAPPIEST PEOPLE LIVE IN THE TYUMEN REGION

Residents of the Tyumen region are satisfied with the quality of life and feel happy, which means they show a higher level of productivity



Tyumen has the first place in the ranking of cities with the best quality of life

Main evaluation criteria

- City improvement
- Condition of highways
- Housing and communal services
- the quality of education
- Level of domestic corruption
- Assessment of quality of medical care

According to the Department of Sociology of the Financial University under the Government of the Russian Federation



WE ARE WAITING FOR YOU IN THE TYUMEN REGION

Infrastructure Development Agency of the Tyumen region



Deputy development director

Romanets Olga

tel: 7(3452) 534 000 (ext 1019), 7 912 388 80 70

E-mail: RomanetsON@tmnpark.ru

Department of Investment Policy and State Support of entrepreneurship of the Tyumen region



Head of Investment Policy Department

Rakitina Natalia

Tel: 7(3452) 55-66-58, 7-919-929-58-12

E-mail: RakitinaNV@72to.ru