

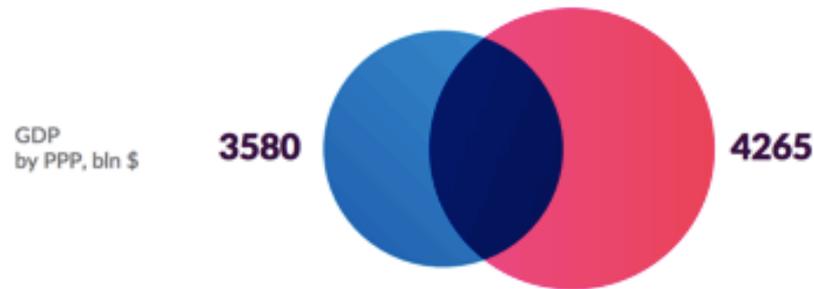
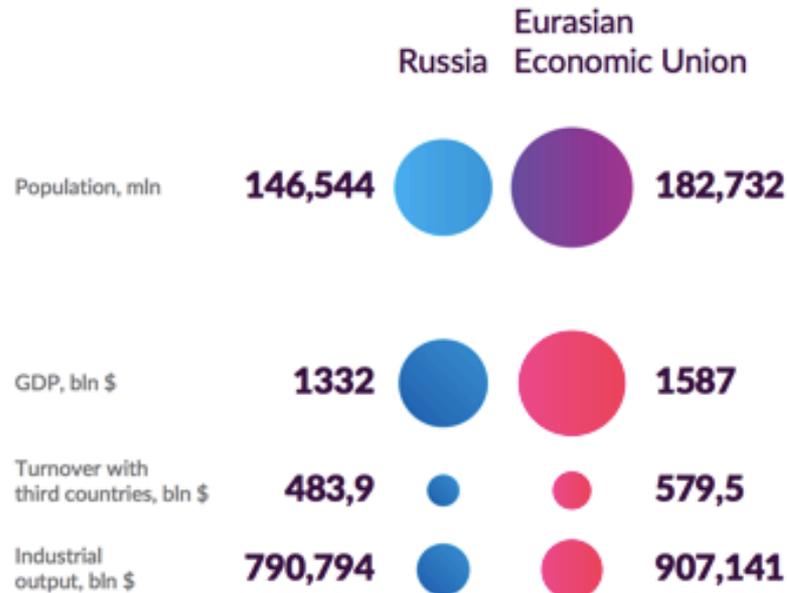


INFRASTRUCTURE AND TOOLS FOR FOREIGN INVESTMENTS IN INDUSTRIAL SECTOR IN RUSSIA



AIP ASSOCIATION
OF INDUSTRIAL
PARKS OF RUSSIA

RUSSIA IS THE GATE TO TO EURASIAN ECONOMIC UNION





Export potential

Export growth of 28% from 2013 to 2016, 498 billion US dollars, 19,4 \$ bln of them - agricultural production.

Domestic Demand

7th biggest consumer market in the world. The volume of public procurement in Russia in 2015 is estimated at 25 trln RUR (only for localised production). Automotive market in Russia - 1,6 mln. vehicles in 2015 (7th place in the world)

GDP by PPP (purchasing-power parity) - **3,58 trln.\$**
(**6th** in the world in 2015)

Projected growth for 2020 - **4 trln.\$**



Natural resources

- Oil **1 place in the world, 534 mln tonnes,**
- Gas **2 place in the world, 633,4 bln.m3,**
- Steel **5 place in the world, 71,1 mln tonnes,**
- Aluminium **2 place in the world, 3,601 mln tonnes,**
- Wood **25% of world reserves**

Average cost of construction

of manufacturing premises (m2) **550 \$**

Average salary in Russia

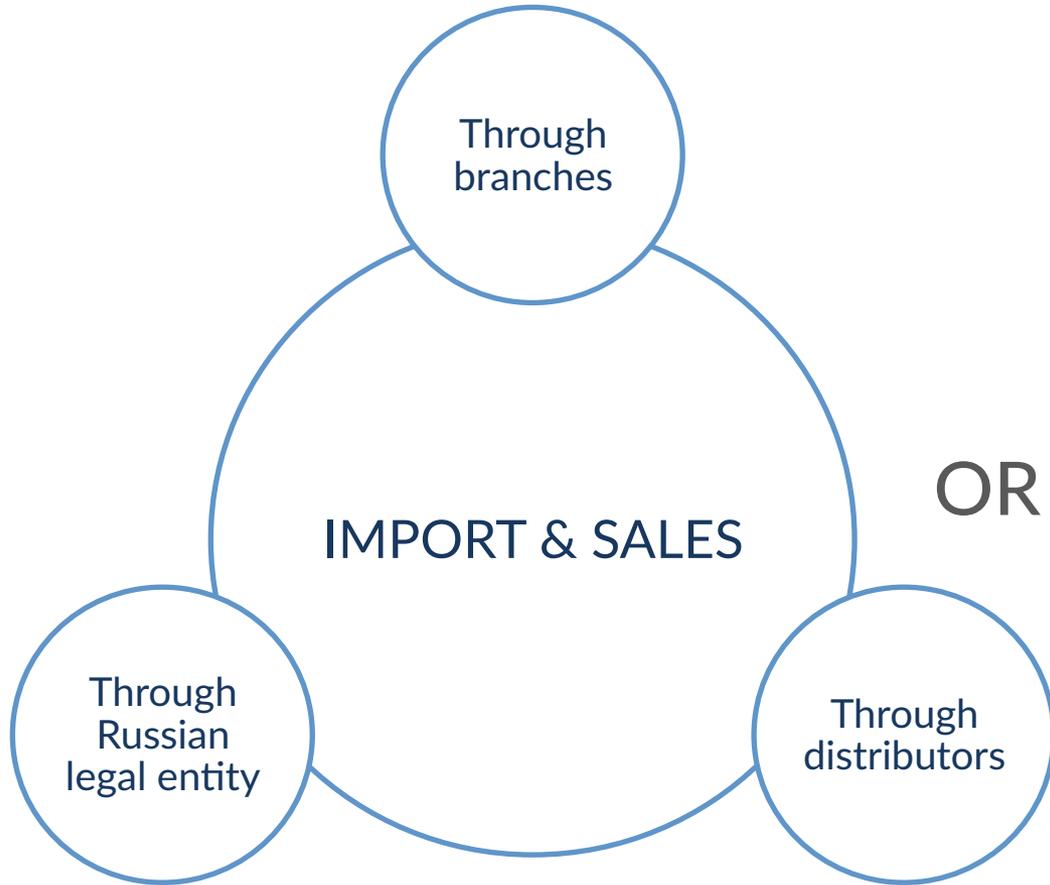
engineers **600 \$**
technical staff **400 \$**

Cost of energy

Grid connection (for 1 MW) **262725\$**
Energy consumption (for 1 kWh) **0,04\$**
Gas consumption (for 1 m3) **0,06\$**
Water consumption (for 1 m3) **0,46\$**



HOW YOU TRADE IN RUSSIA



HOW YOU MAKE IN RUSSIA

JOINT VENTURE

creation of a co-venture involving Russian and foreign companies and further organization of production within SPV



OWN PLANT CONSTRUCTION

creation of own productive capacities, operated by a subsidiary of an international company

CONTRACT MANUFACTURING

an output of customized products using capacity of an independent manufacturer, who ensure full compliance with technological cycle and quality control of ready products in accordance with the customer requirements



LOCALIZATION OF OWN PLANT

Industrial parks

GREENFIELD

- engineering updated site for new construction
- easy to customize infrastructure
- most appropriate for big and medium size of business
- a large number of industrial parks in the territory of the Russian Federation
- tax benefit

BROWNFIELD

- already existing energy facilities, buildings and infrastructure
- fast solution for placing machineries and production lines
- most appropriate for medium and small size of business
- a large number of industrial parks in the territory of the Russian Federation
- tax benefit

Special economic zones

- established in accordance with Federal law sites
- tax and customs benefits
- special entering process
- reduced rates for real estate, and also rental rates

Investment sites

all the rest
(not defined option with wide variety of opportunities)



NATIONAL STANDARD OF INDUSTRIAL PARK IN RUSSIA

AREAS OF APPLICATION

- 1 Industrial parks**
for maintaining quality standards
- 2 Investors**
As a site selection tool
- 3 Authorities**
while selecting projects for government support
- 4 Investment banks**
for project evaluation

KEY SECTIONS



Annual Review of industrial parks 2016 as well as majority of state support measures consider industrial parks which meet requirements of the National Standard of the Russian Federation "Industrial Parks. Requirements" GOST R 56301 – 2014. All represented industrial parks are divided into two main types:

1. OPERATING
industrial park which has all the mandatory features of the industrial park provided in the National Standard of the Russian Federation "Industrial Parks. Requirements" GOST R 56301 -2014.

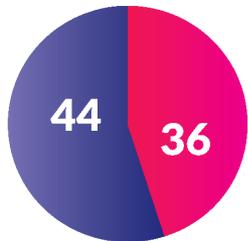
2. DESIGNED
industrial park where one or a few essential characteristics, specified in the National Standard of the Russian Federation "Industrial Parks. Requirements" GOST R 56301 - 2014, are not ready, but it provided the project documentation approved by the state examination.



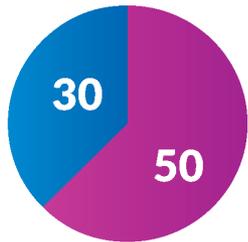
INDUSTRIAL PARKS IN RUSSIA

sector development

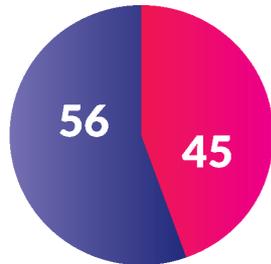
2013



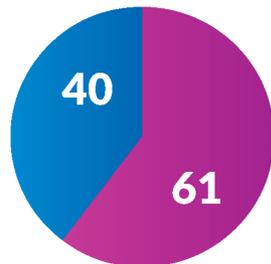
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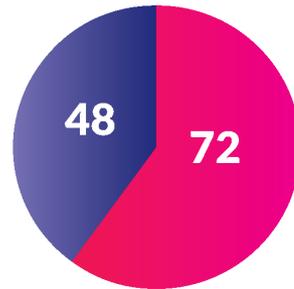
2014



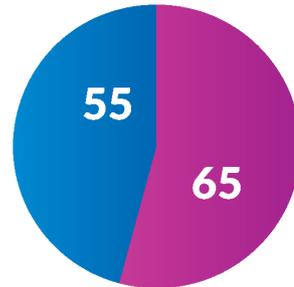
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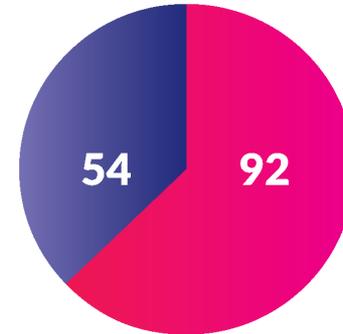
2015



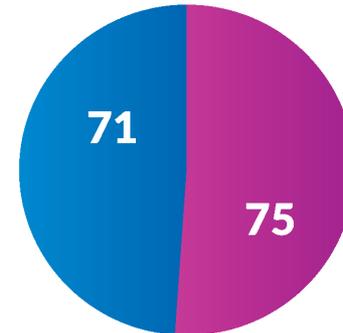
120



2016



146



designed
operating

private
state

Total

Greenfield Brownfield

362

82

Average total area, ha

143167

Average Area of production facilities, m2

14

28

Average number of tenants



24 Certified industrial parks



MAKE WITH RUSSIA

COMMUNICATION PLATFORM FOR SEARCH AND MEETING PARTNERS FOR INDUSTRIAL COOPERATION

FORMULA

NETWORK COMMUNITY (CLUB) ON AIP ORGANISATIONAL BASIS



WORK OUTLINES

- + COMPREHENSIVE DATABASE (INTERNET-PORTAL IN A LONGER RUN)
- + INVESTMENT SEMINARS IN RUSSIA AND OTHER COUNTRIES
- + ADDRESSED MAILING OF CONSOLIDATED OFFERS
- + INQUIRY PROCESSING
- + PROMOTING THE CONSOLIDATED PROPOSAL FOR INVESTORS THROUGH THE PARTNERSHIP NETWORKS IN RUSSIA, EUROPE AND ASIA
- + PRESENTATIONS ON RELEVANT EVENTS
- + ANALYTICS

CONSOLIDATED PROPOSAL OF THE CLUB MEMBERS

CONTRACT PRODUCTION (TOLLING)

performing standard technological operations (including tolling)
on requirements and / or technology of the customer's

COMPONENTS SUPPLY

and / or other means of production on the technological requirements of the customer

JOINT VENTURE

on manufacturing basis

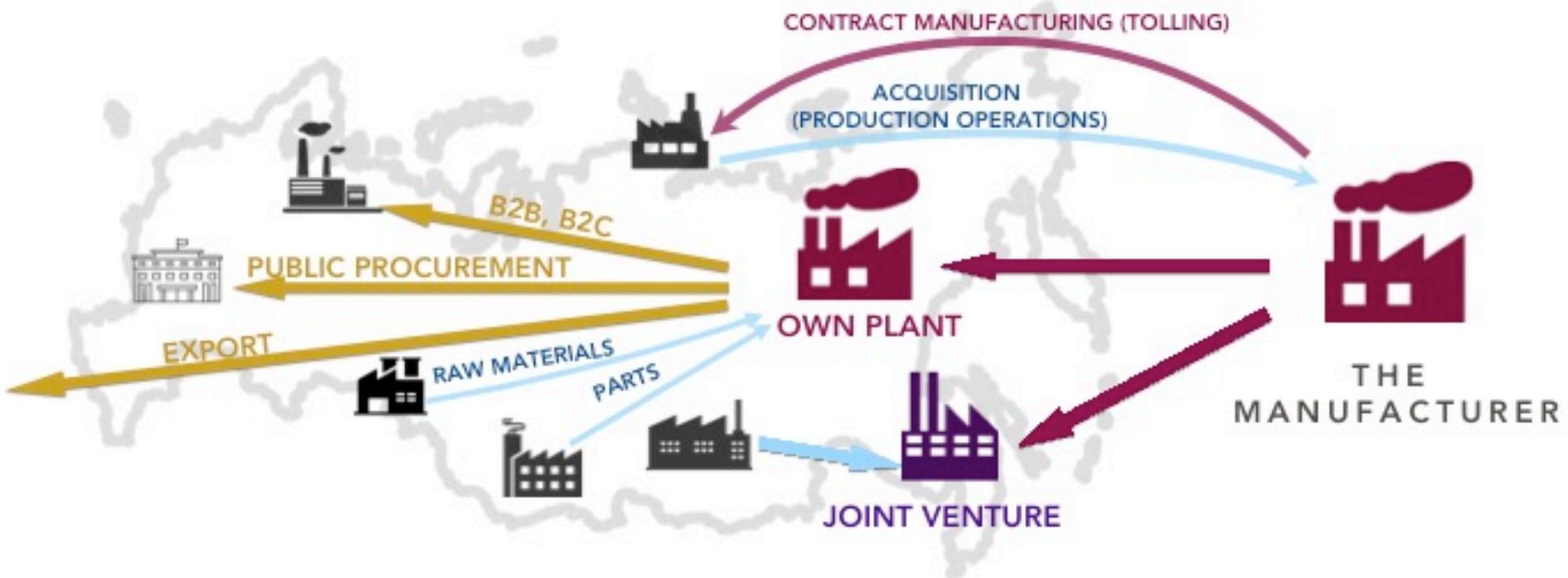
SITES PROVIDED WITH ACCESS TO UTILITIES

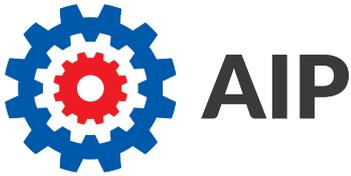
industrial parks and special economic zones

SERVICES

engineering research, design, consulting, construction
and facility management, real estate management

MAKE WITH RUSSIA INDUSTRIAL COOPERATION





ABOUT THE ASSOCIATION OF INDUSTRIAL PARKS

NON-COMMERCIAL ORGANISATION SINCE 2010

- 125 legal entities
- 89 industrial parks in 45 Russian regions

FOCUS ON

- Lobby
- Investment support
- Special consulting

OUR TOOLS

- 20 events per year
- Guidance materials and analytics
- Geoinformational system of industrial parks
- Certification of industrial parks

FOR FOREIGN COMPANIES IN RUSSIA

- Entry point
- Reliable partner

OUR PARTNERS





SERVICES OF THE ASSOCIATION OF INDUSTRIAL PARKS

SITE SELECTION FOR LOCALIZATION OF PRODUCTION

- Connection between investors and industrial parks
- Comparative analysis of the regions, based on the objectives of the project
- Organizing road-shows to selected industrial parks

GR

- Ensuring cooperation with the authorities in accordance with the law
- Assistance in providing state support for investment projects
- Preliminary study of investment agreements
- Providing support to projects in the implementation phase

SPECIAL SECTOR CONSULTING

- Procedures for connecting to the utilities networks in Russia
- Land and land management regulation
- Issues of industrial construction (permits, approvals, involvement of partners)
- Exchange of experience, best practices
- Attracting international partners to implement projects in Russia



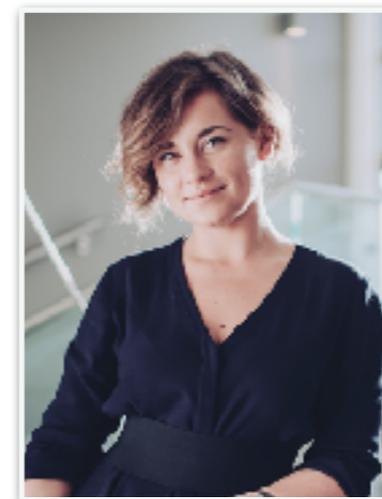
Denis Zhuravskiy
CEO



Maxim Pazdnikov
Chairman of the board



Iwao Ohashi
Adviser on APAC countries



Yana Leles
Head of international affairs

Association of industrial parks is a sector non-profit organisation established in 2010, uniting the majority of industrial parks of Russia as well as service suppliers in sphere of production localisation and industrial construction.

125 ENTITIES

89 INDUSTRIAL PARKS

45 RUSSIAN REGIONS

SECTOR ANALYTICS

CERTIFICATION OF INDUSTRIAL PARKS

MORE THAN 20 INDUSTRY EVENTS PER YEAR

EXPERT CONSULTANCY ON INDUSTRIAL PARK CREATION AND LOCALISATION OF PRODUCTION

LOBBY

ATTRACTION INVESTORS IN INDUSTRIAL PARKS AND SEZ

CENTRE OF EXPERTISE FOR INDUSTRIAL INFRASTRUCTURE AND LOCALISATION



MOSCOW REGION
DEVELOPMENT CORPORATION



Timur Andreev
CEO

MOSCOW REGION DEVELOPMENT CORPORATION is a governmental institute established by Moscow Region Government in order to attract **INVESTMENTS**, **SUPERVISE** and **IMPLEMENT INVESTMENT PROJECTS** and **DEVELOP INVESTMENT INFRASTRUCTURE**

INVESTMENT PROJECT SUPPORT BASED ON "SINGLE WINDOW" PRINCIPLE

INDUSTRY ANALYTICS, INVESTMENT ADVISORY ON GOVERNMENT SUPPORT MEASURES

SITE-SELECTION FOR PROJECT REALISATION

CREATING AND DEVELOPMENT OF INDUSTRIAL PARKS, SCIENTIFIC CLUSTERS AND ADVANCED SPECIAL ECONOMIC ZONES

www.mosregco.ru t.andreev@mosregco.ru



Filippo Baldisserotto
Co-owner



Valeriy Shatalin
Commercial director

STUPINO INDUSTRIAL PARK organises and implements the entire construction process from the very first idea to its very completion. The company constructs **BUILT-TO-SUIT INDUSTRIAL BUILDINGS** in minimum time upon client's request.

Alternatively, it offers a **CHOICE OF READILY AVAILABLE MODULES** of 460 m², 670 m², 960 m², 1480 m² which can be combined

vs@industrialpark.org

www.industrialpark.org

DEVELOPED BY GDP QUADRAT

STUPINO 
Special Economic Zone



Ekaterina Evdokimova
Managing partner

Industrial District **STUPINO QUADRAT** is a new large-scale project of industrial development, created with the support of the Government of the Russian Federation, regional and local authorities. For the industrial production, it offers **LAND PLOTS** with **ENGINEERING INFRASTRUCTURE** under a single control **PROFESSIONAL MANAGEMENT**.

MORE THAN 1000 HECTARES TERRITORY

60 000 CUBIC METERS OF GAS PER HOUR AT DISCOUNTED PRICES

4 INDUSTRIAL PARKS NEAR MOSCOW

REGULAR VICINITY OF A RESIDENTIAL NOVOE STUPINO

CONSTRUCTED WITH QUALITY STANDARDS

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www.gdpquadrat.ru





IRKUTSK REGION
DEVELOPMENT CORPORATION



Gleb Rusian
Head of PR
department

IRKUTSK REGION DEVELOPMENT CORPORATION IMPLEMENTS INVESTMENT PROJECTS IN ANGARSKI KRAI. THE CORPORATION MAIN PRIORITY IS TO **ASSIST ANY CONCERNED PARTY** TO CREATE **SUCCESSFULLY OPERATING ENTERPRISES**, WHICH WILL PROVIDE NEW WORKING PLACES, **INCREASE REGIONAL GDP**, BUILD UP IRKUTSK REGION REPUTATION AS A REGION WITH A **SOUND INVESTMENT CLIMATE OPEN FOR COOPERATION**

CREATING AND MANAGING OF INDUSTRIAL PARKS IN IRKUTSK REGION

DEVELOPMENT AND IMPLEMENTING OF INVESTMENT PROJECTS

EXPERTISE OF READY INVESTMENT PROJECTS

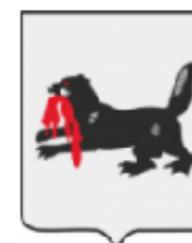
ORGANISING OF FINANCING FOR INVESTMENT PROJECTS

ENSURING IMPLEMENTATION OF SOCIAL PROJECT BASED ON PUBLIC-PRIVATE PARTNERSHIP

PROMOTION OF INVESTMENT OPPORTUNITIES AND PROJECTS OF THE RUSSIAN REGION IN RUSSIA AND ABROAD

bsa@aokrio.ru

www.aokrio.ru



Irkutsk region



**DEVELOPMENT
CORPORATION**
ULYANOVSK REGION



Igor Ryabikov
First Deputy Director

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ULYANOVSK REGION DEVELOPMENT CORPORATION **100% STATE OWNED REGIONAL DEVELOPMENT INSTITUTE**

ACTIVITIES

FULL ONE STOP PROJECT ADMINISTRATIVE SUPPORT

GUARANTEE OF A "TRANSPARENT STATUS" FOR LAND PLOTS FOR INVESTMENT PROJECTS

OPERATIONAL SUPERVISION OF PROJECT IMPLEMENTATION

ATTRACTING INVESTMENT INTO THE REGION'S ECONOMY

CREATING AND DEVELOPMENT OF INDUSTRIAL PARKS IN ULYANOVSK REGION

SUPPORT OF LARGE INVESTMENT INFRASTRUCTURE PROJECTS



TULA REGION DEVELOPMENT CORPORATION



Andrey Zyablikov
Senior consultant
investment department

TULA REGIONAL GOVERNMENT IMPLEMENTS INVESTMENT POLICY IN COOPERATION WITH THE
MINISTRY OF ECONOMIC DEVELOPMENT AND DEVELOPMENT CORPORATION OF TULA REGION

CORPORATION MAIN OBJECTIVE IS PRACTICAL REALISATION OF INVESTMENT POLICY, CREATING
INVESTMENT INFRASTRUCTURE, ATTRACTING INVESTMENTS TO THE REGION

PLACING INFRASTRUCTURE TO INDUSTRIAL LAND-PLOTS
ADMINISTRATIVE AND TECHNICAL PROJECT SUPPORT
CREATING AND DEVELOPMENT OF INDUSTRIAL PARKS

www.invest-tula.com/en/

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Tula region



Sverdlovsk region



Vadim Tretyakov
Governor Adviser

DEVELOPMENT CORPORATION OF MIDDLE URAL (DCMU) IS A SPECIALISED SUBSIDIARY OF THE GOVERNMENT OF SVERDLOVSK REGION. DCMU PROVIDES ASSISTANCE TO BUSINESS IN DEVELOPMENT OF INVESTMENT PROJECTS

ADVANCED DEVELOPMENT TERRITORY
>200 OBJECTS IN THE DATABASE
(LAND PLOTS, INDUSTRIAL WORKSHOPS, WAREHOUSES, etc)
>1 000 000 sq. METERS OF WAREHOUSES
10 INDUSTRIAL PARKS
FREE ECONOMIC ZONE

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PRO
BUSINESS
PARK



Denis Remezov
CEO



Mikhail Vasiliev
Head of Marketing
and PR Department

PRO-BUSINESS-PARK IS THE PROJECT OF COMPLEX DEVELOPMENT AND DEVELOPMENT OF THE TERRITORY OF AN INDUSTRIAL ZONE IN CHKALOVSKY DISTRICT YEKATERINBURG PROVIDED BY THE MASTER PLAN OF DEVELOPMENT OF MUNICIPALITY "CITY OF YEKATERINBURG"

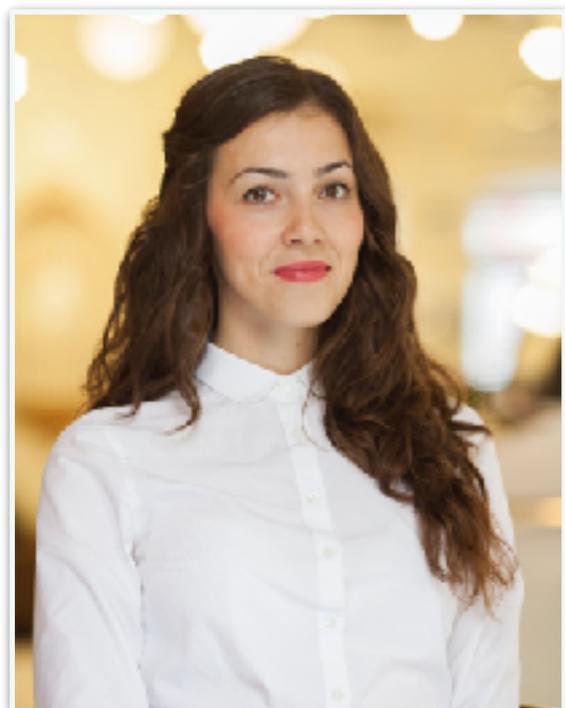
MANUFACTURING ENTERPRISES
ENTERPRISES OF THE CONSTRUCTION INDUSTRY
LOGISTIC COMPLEXES
AMUSEMENT PARK OF 'DREAM WORKS'

www.p-b-p.ru vms@p-b-p.ru





TUYMEN REGION INFRASTRUCTURE DEVELOPMENT AGENCY



Olga Romanets
Deputy General Director



Natalya Rakitina
Head of Investment
Policy Department

**INFRASTRUCTURE DEVELOPMENT AGENCY OF TYUMEN REGION
CONSOLIDATES INDUSTRIAL PARKS AND BUSINESS INCUBATORS OF
TYUMEN REGION**

**ATTRACTING FOREIGN AND RUSSIAN INVESTORS
TO INDUSTRIAL PARKS**

**ATTRACTING INVESTORS TO INNOVATIVE
PROJECTS AND ELABORATION**

**DEVELOPMENT OF BUSINESS INFRASTRUCTURE:
IT-INCUBATORS
2 BUSINESS-INCUBATORS**

**INNOVATIVE BUSINESS-INCUBATOR IN TYUMEN TECHNOPARK
BUSINESS CENTRE INDUSTRIAL**

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romanetson@tmnpark.ru



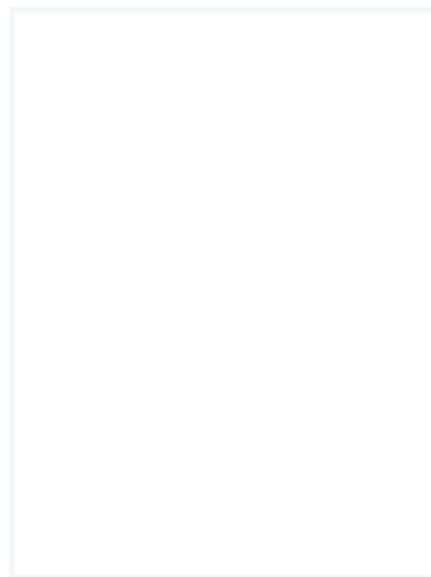
**FAR EAST INVESTMENT
AND EXPORT AGENCY**



Georgiy Kolpachev
Director of Investment
Department



Alexandra Chernova
International cooperation
Department



THE FAR EAST INVESTMENT AND EXPORT AGENCY IS AN
AUTONOMOUS NON-COMMERCIAL
THE AGENCY WAS FOUNDED BY THE FAR EAST
DEVELOPMENT MINISTRY AND IS AN INTEGRAL PART OF
THE SYSTEM OF STATE FAR EAST DEVELOPMENT
INSTITUTIONS

ATTRACTING PRIORITY DEVELOPMENT AREA RESIDENTS

ORGANISATION DIRECT INVESTMENT

THE PROMOTION OF EXPORT

EFFECTIVELY SUPPORT NEW PROJECTS IN THE REGION

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Primorsky Territory



Eduard Khakimov
Director Business Development



Olga Belova
Head of Consulting

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INDEPENDENT SERVICES TO ITS CLIENTS ALL OVER THE WORLD
EXTENSIVE OFFICE NETWORK ALLOWS TO BRING YOU THE BEST SOLUTIONS
AND PRACTICAL EXPERTISE
EXPERTS IN INDUSTRY, HEALTH AND NUTRITION, OIL AND GAS, CHEMICALS,
INFRASTRUCTURE, PROPERTY AND, ENERGY AND ENVIRONMENT**

**EXECUTIVE PROJECTS IN OTHER EASTERN EUROPEAN COUNTRIES SUCH
AS KAZAKHSTAN AND GEORGIA**

**COMBINATION OF GLOBAL EXPERTISE AND APPROACH WITH LOCAL
KNOWLEDGE AND KNOW-HOW**

OPERATING IN RUSSIA SINCE 1994

BRANCH OFFICES IN MAIN CITIES OF REGION

250 CONSULTANTS AND ENGINEERS

20 YEARS OF SUSTAINABLE WORK IN RUSSIA AND UKRAINE

SAFETY IS OUR TOP-PRIORITY

CORE OF ACTIVITIES: ENGINEERING, CONSULTING, PROJECT- AND CONSTRUCTION MANAGEMENT

INTERNATIONAL COMPANY WITH STRONG LOCAL PRESENCE AND INTERNATIONAL EXPERTISE

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