

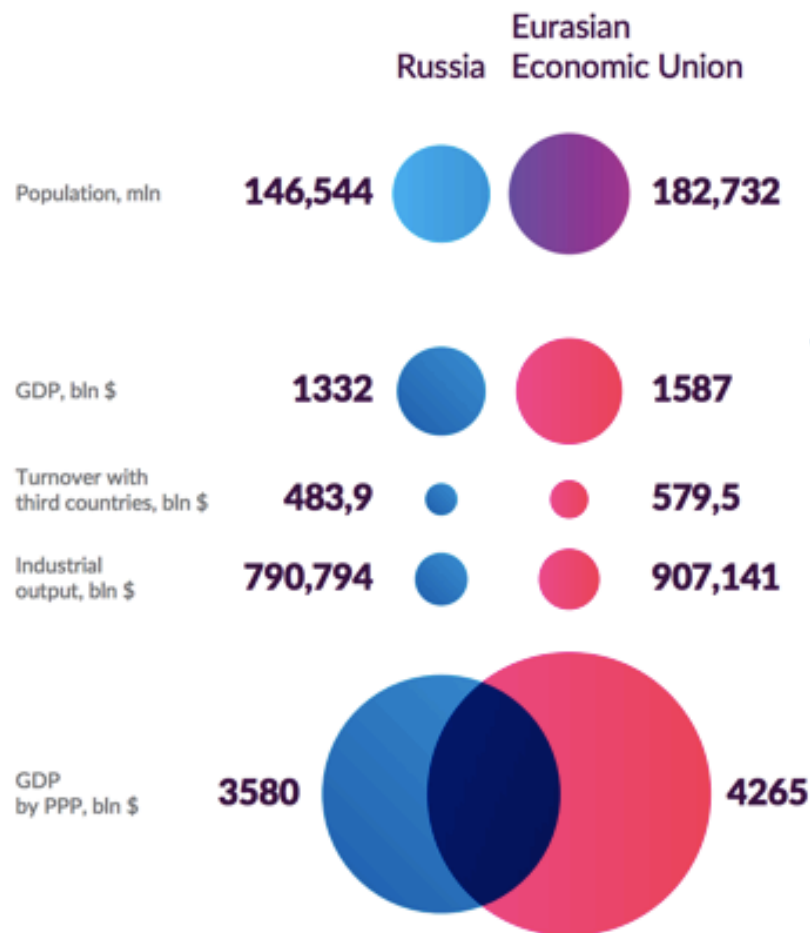


# INFRASTRUCTURE AND TOOLS FOR FOREIGN INVESTMENTS IN INDUSTRIAL SECTOR IN RUSSIA



**AIP** ASSOCIATION  
OF INDUSTRIAL  
PARKS OF RUSSIA

# RUSSIA IS THE GATE TO TO EURASIAN ECONOMIC UNION



## 4

reasons for doing business in Russia

- Domestic demand is still growing
- Export potential
- Natural resources
- Short-term growth drives



### Export potential

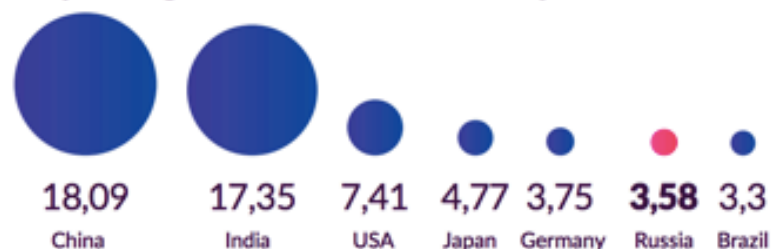
Export growth of 28% from 2013 to 2016, 498 billion US dollars, 19,4 \$ bln of them - agricultural production.

### 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

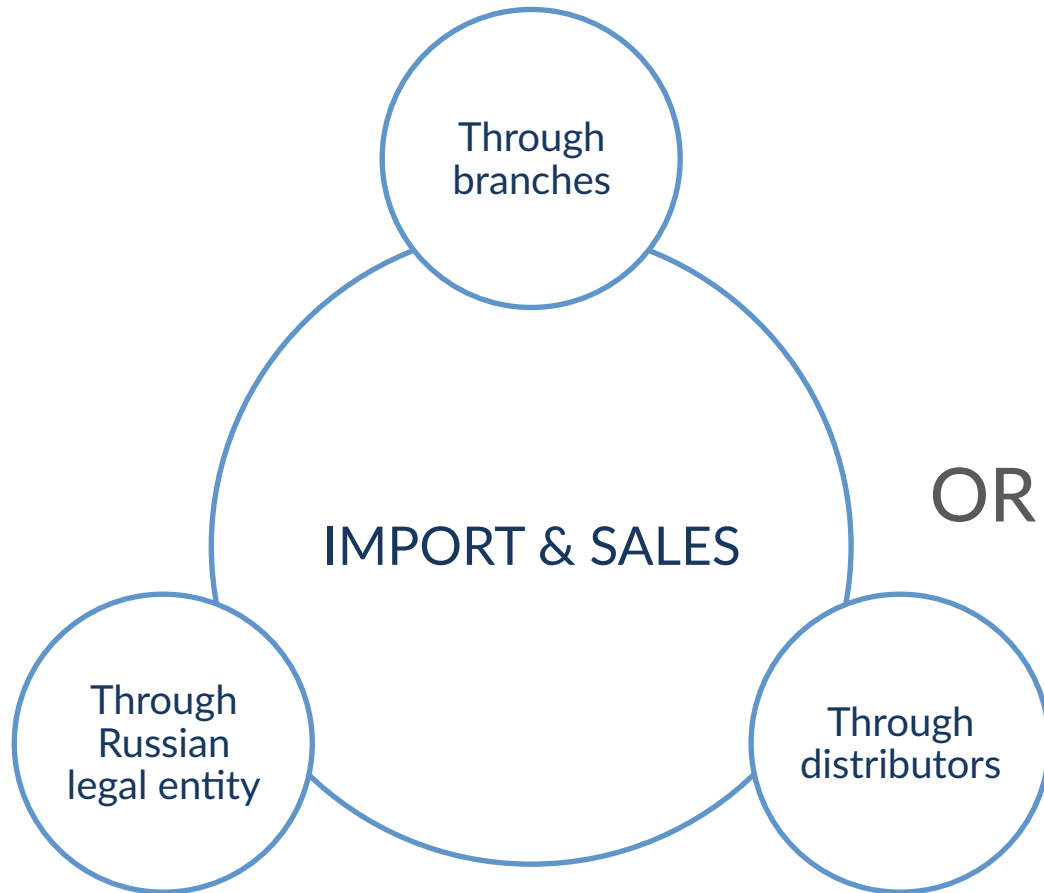
engineers **600 \$**  
 technical staff **400 \$**

### 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

Facility  
management  
company

Land plot

Transport  
accessibility

Utility  
infrastructure  
and power  
supply

Legal  
status of real  
estate

Business Plan  
and  
Master Plan

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

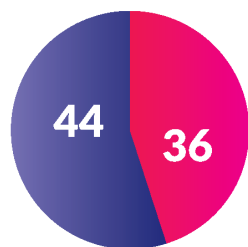
industrial park where one or a few essential characteristics, specified in the National Standard of the Russian Federation "Industrial Parks. Requirements" GOST R 56301 - 2014, are not ready, but it provided the project documentation approved by the state examination.



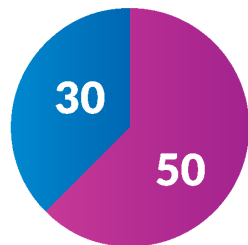
# INDUSTRIAL PARKS IN RUSSIA

## sector development

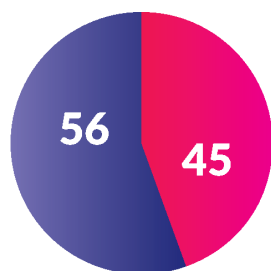
2013



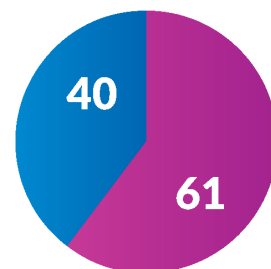
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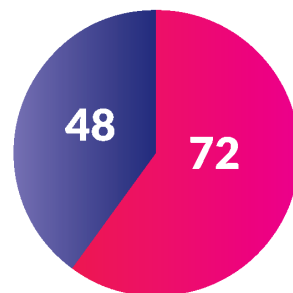
2014



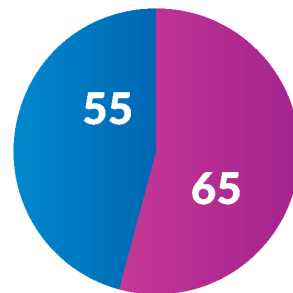
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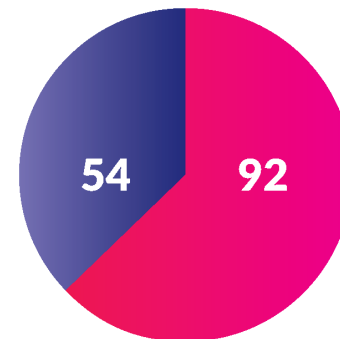
2015



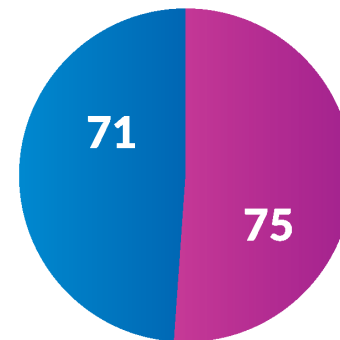
120



2016



146



designed  
operating

**Total**

private  
state

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

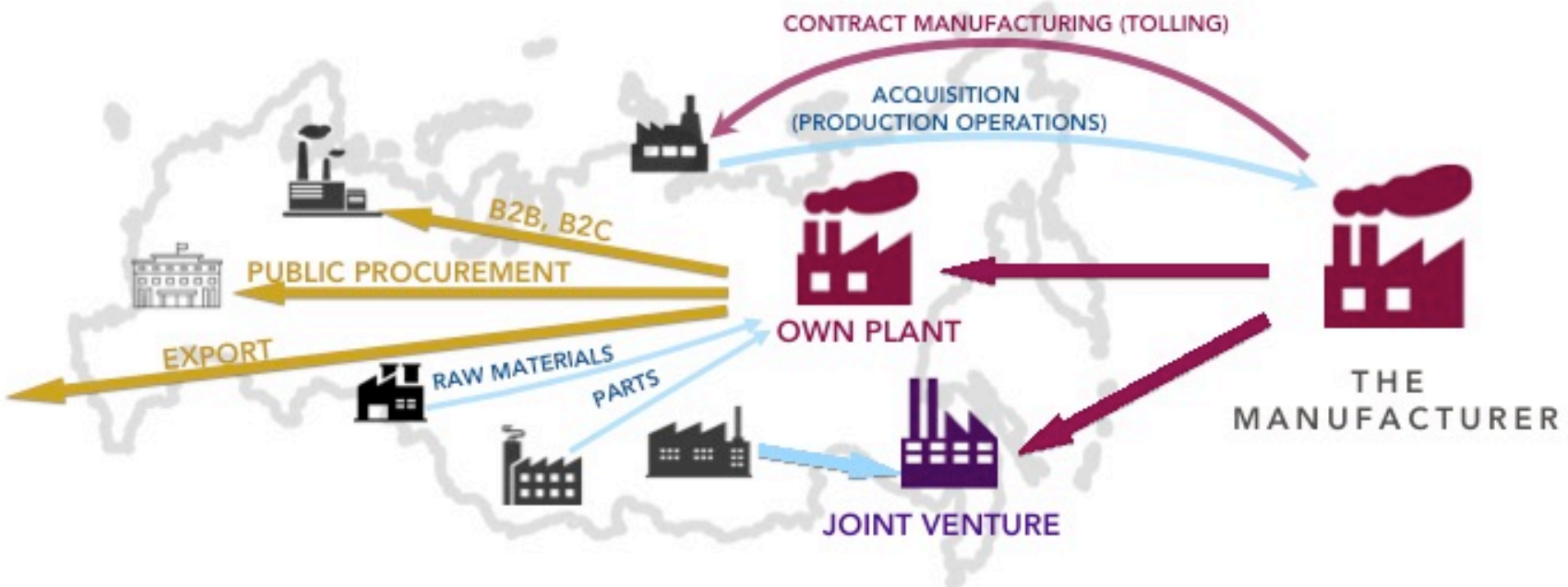
industrial parks and special economic zones

### 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](http://www.mosregco.ru)    [t.andreev@mosregco.ru](mailto: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 m<sup>2</sup>, 670 m<sup>2</sup>, 960 m<sup>2</sup>, 1480 m<sup>2</sup> which can be combined

[vs@industrialpark.org](mailto:vs@industrialpark.org)

[www.industrialpark.org](http://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](http://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**

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[www.aokrio.ru](http://www.aokrio.ru)



**Irkutsk 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

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[corporation@invest-tula.com](mailto:corporation@invest-tula.com)



**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  
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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**

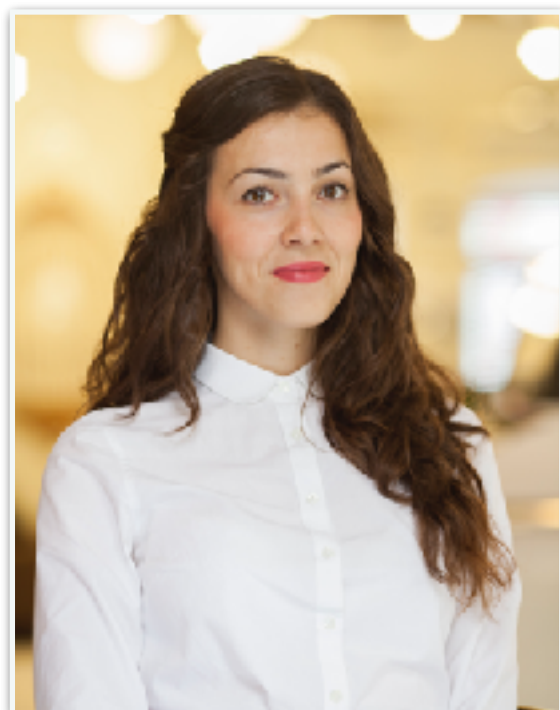
**AMUSEMENT PARK OF 'DREAM WORKS'**

[www.p-b-p.ru](http://www.p-b-p.ru) [vms@p-b-p.ru](mailto:vms@p-b-p.ru)





# TUYMEN REGION INFRASTRUCTURE DEVELOPMENT AGENCY



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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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**FAR EAST INVESTMENT  
AND EXPORT AGENCY**



**Georgiy Kolpachev**  
Director of Investment  
Department



**Alexandra Chernova**  
International cooperation  
Department



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THE AGENCY WAS FOUNDED BY THE FAR EAST  
DEVELOPMENT MINISTRY AND IS AN INTEGRAL PART OF  
THE SYSTEM OF STATE FAR EAST DEVELOPMENT  
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**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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**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**  
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