AIP INVESTMENT ATTRACTION ACTIVITIES

BUSINESS-MISSIONS
WORK FORMATS

- Foreign business missions
- Promotion reviews on Russian industrial parks in international investment community
- Road-show for foreign investors in Russian regions

Overall within recent years AIP team organized and performed more than 80 events in Russia and other countries all over the world including 14 business mission for investment attraction to Russian industrial parks and SEZ
With assistance of our partners we obtain just target audience (investros) due to their member database. Support by Russian Trade representative offices provides the official status and trust of foreign participants.
REGIONAL DEVELOPMENT CORPORATIONS  INDUSTRIAL PARKS  SEZ  AIP MEMBERS

FOREIGN BUSINESS-MISSION

PROMOTION OF INFORMATION ABOUT LOCALIZATION IN RUSSIA
NETWORKING
DIRECT CONTACTS WITH INVESTORS

ORGANIZATION BUSINESS PROGRAM CONTENT

ORGANIZER

AIP
ASSOCIATION OF INDUSTRIAL PARKS OF RUSSIA

LOCAL BUSINESS PARTNER

KITA  ROTODO  VDMA  WKO

CONFINUSTRIA

Providing the target audience promotion of information in the business environment and media

FOREIGN INVESTORS

OPERATOR

PARTICIPATION PROVISION

INDUSTRIAL PRO

TRANSFER VENUE TRANSLATION

LOCAL CONTRACTORS
AIP and WKO with the support of the Russian Trade Mission in Austria organized a Business Mission to Austria. On 1 February 2018 in the office of the Chamber of Austrian Economics in Vienna a B2B conference for investments and localization of production of Austrian companies in Russia took place. The Russian delegation was introduced by the Russian Trade Representative in Austria, Alexander Potemkin, which took part in all the events of the business mission and boosted establishing contacts between Russian and Austrian participants.

Denis Zhuravsky, the head of the AIP of Russia, made a presentation of the capabilities of AIP members and announced AIP free service for site selection and attracting Russian partners for foreign industrial companies. The industrial parks "Kotovo", "Stankozavodskoy", "Stupino 1", "Khimpark Tagil" and service companies Noerr, Tebodin, Drees & Sommer, participants of the delegation made presentations on various aspects of localization of production and business in Russia.

Sergey Vologodsky, Deputy Director of the Russian Industry Development Fund, member of the Management Board of the AIP Russia, spoke about the measures to support industrial investment projects.

About 60 companies took part from the Austrian side, with significan nuber of production companies.

Austria is one of Russia's key partners, the supplier of high-tech equipment, innovations and management technologies. Austria is the leader among investors in Eastern Europe and ranks 12th among the main investor countries in the Russian economy. The total amount of accumulated Austrian investments in the Russian economy as of 1.04. 2016 amounted to $ 6 billion.

The main areas of Austrian investments are the construction and modernization of factories for the production of chipboard, pulp and paper mills, metallurgical plants, oil refineries, woodworking and woodworking enterprises, and the production of building materials.

Currently, over 1200 Austrian companies are operating on the Russian market, of which 480 have representative offices in Russia and there are about 500 companies with Austrian capital.
INVESTMENT SEMINARS IN ITALY
VENEZIA-BRESCIA
(NOVEMBER 2017)
HTTP://WWW.INDPARKS.RU/EN/NEWS/4557/


The event succeeded with the support of Russian Trade Representative in Italy on behalf of which Anton Zaytsev delivered a welcoming speech. The seminars were attended by Italian companies that demonstrated a high interest in investment and production projects in Russia and shared their positive experience in Russia. Thus, Giacomo Dzeni, Fondital, General Director, shared successful experience of his company, which plans to open a plant in Russia for the production of aluminum radiators next year.

Vice-President of Confindustria Russia John Motta dedicated his presentation to the tools for supporting Italian companies in Russia and stressed the importance of cooperation with the Association of Industrial Parks. Participants of AIP delegation shared their knowledge with Italian colleagues about possible forms of cooperation with Russian enterprises, established contacts and outlined plans for further cooperation.

Negotiations with Italian company SuperJet International about creating of Russian – Italian industrial park with aviation orientation also took place.

On 9 November, the delegation visited the AB Energy industrial site in Ordzinuovi (Brescia, Italy), where the core activities of the group of companies are concentrated. On the area of 4000 square meters there is a factory, engineering structures, including a center of excellence and international research and office structures.
Investment workshop devoted to the issues of industrial cooperation and production localization of Japan companies in Russia took place within the business mission of AIP members to Japan and Korea. The workshop organizers were the Association of industrial parks and Japan Association for Trade with Russia and NIS ROTOBO supported by the Ministry of industry and Trade of the Russian Federation and Russian trade representative in Japan.

Business mission to Japan is held annually since 2013 and today is a traditional part of business program of the events addressed to cooperation between Russia and Japan.

Russian members of AIP delegation told Japan companies about production localization opportunities in industrial parks and SEZ and also about intensification of industrial cooperation of operating and newly created industrial parks, State support measures in area of industrial investments, and realization of industrial projects.

Representatives of Japan companies drew attention to the issue of increasing interest of Japan business to Russia and expressed their confidence that intensity of new industrial projects will increase.

In 2017 Japan will was a partner of INNOPROM the largest exhibition held in Russia. There AIP and ROTOBO held a special investment session “Make With Russia and Japan. Industrial cooperation and technological cooperation”
BUSINESS MISSION TO KOREA
(25 APRIL 2017)

HTTP://WWW.INDPARKS.RU/EN/NEWS/3940/

Being successively the fifth, AIP business-mission to Asiatic countries is aimed at attracting investors and partners for project implementing in Russia.

Within business mission in Seoul on April 25, an investment workshop devoted to the issues of industrial cooperation and localization of production of Korean companies in Russia took place. The event was organized by the Association of industrial parks of Russia (AIP) and Korea International Trade Association (KITA) and supported by the Ministry of industry and trade of the Russian Federation and the Russian trade representative in Korea. 250 Korean participants representing industrial companies planning to develop business in Russia were engaged in the workshop.

AIP members, representatives of regional development corporations and regional governments, managing companies of industrial parks and special economic zones, the Ministry of industry and trade of the Russian Federation and Far East investment and export agency were the members of the Russian delegation. During the seminar members of the Russian delegation told representatives of the Korean companies about opportunities of developing industrial business in Russia, organizational, tax and legal aspects of investment project realization, tools of governmental support of industrial investments and localization of production in Russia. Russian participants had an opportunity to establish direct contacts with Korean companies and introduced their resources and capability within the workshop.

COMPLETE LIST IS ON AIP WEB SITE
HTTP://WWW.INDPARKS.RU/PRESS/NEWS/2393/
BUSINESS MISSION TO GERMANY
(NOVEMBER 2017)

In Frankfurt am Main, the 4th Investment Forum “Development of production in Russia for German companies” was held on November 16, organized by the Frankfurt-on-Main Chamber of Commerce and the Russian-German Chamber of Commerce with the support of the Association of Industrial Parks.

Opening the Forum, General Director of the Chamber of Commerce and Industry of Frankfurt am Main Dr. Jürgen Ratzinger, Chairman of the Board of the Russian-German Chamber of Commerce in Russia Matthias Shepp, General Consul of Russia in Frankfurt am Main Alexander Bulai and Co-Chairman of the AIP Board Maxim Pazdnikov told participants about the current status of Russian economy, Russian-German economic relations and opportunities for business development of German enterprises in Russia.

Germany remains the status of the largest foreign investor in Russian industry, so the Association of Industrial Parks will continue to work with the investment community of Germany and other countries.

During the event, companies, that have already localized their production in Russia, paid attention to the fact that, despite everything, Russia remains a promising market, and now it is a unique time for investments in Russian projects.

Within the framework of the visit, a meeting between Russian delegation and the Agency "Hessen Trade & Invest" - the agency for investment development of the Federal Land of Hessen was also held. Participant discussed tools and approaches for working with investors. At the end participants agreed to continue cooperation within the internationalization of companies in the Hessian region by expanding their presence in Russia.
Business mission of representatives of Russian regions in Turkey started in Ankara on 11 May. Next day a delegation of the Association participated in a study seminar in the industrial park "Eskisehir".

In Istanbul, representatives of 12 regions of Russia, including private industrial parks presented to Turkish businessmen their opportunities to localize the production of Turkish companies during the Forum of investment and trade potential of the Russian regions, organised by AIP and TUSKON.

The event, which gathered more than 100 representatives of Turkish business, opened a Russian General Consul in Istanbul Erkhov Aleksey and the First Vice-President of TUSCON Ahmet Seager.

Members of the delegation presentations on the the police and most efficient ways for localization of production in Russia and spoke about the aspects of realization of investment projects in Russian regions.

According to the Turkish Confederation of Industrialists and Businessmen (TUSKON), the conference became the first investment activities in recent years which was attended by representatives of many regions of Russia.

Trade Representative office of Russia in Turkey also supported the events in order to provide the Turkish business information about the investment potential of Russia.

On the 15th of May the Association of Industrial Parks and representatives of Turkish business in Izmit held a meeting in the administrative center of Kocaeli Province, the territory where the production plants of 103 of the 500 largest industrial companies in Turkey are located.

In the course of presentations, negotiations and b2b-meetings representatives of the Turkish industrial companies have received direct information on potential markets and regions of Russia, business opportunities for localization of production in terms of specialization, partnership opportunities and proximity to markets provided by the Russian Federation.

A number of agreements where reached during the seminars, under which Turkish companies, including shipbuilding, machinery manufacturing, metal processing and treatment facilities in the near future with a return visit to Russia and.

BUSINESS-MISSIONS EXAMPLES

SET OF INVESTMENT SEMINARS IN TURKEY
ISTANBUL - ESKISEHIR - KOJAELI
(MAY 2015)
HTTP://WWW.INDPARKS.RU/PRESS/NEWS/2393/

<table>
<thead>
<tr>
<th>LOCAL BUSINESS PARTNER</th>
<th>FOREIGN PARTICIPANTS</th>
<th>manufacturers</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISTANBUL</td>
<td>105 companies</td>
<td></td>
</tr>
<tr>
<td>ISMIT</td>
<td>60 companies</td>
<td></td>
</tr>
</tbody>
</table>

AMONG THEM
Tera Sun (Heating equipment)
PP & Y international (Polyurethane)
Korea gas engineering (Gas equipment)
J-tech (PVC pipes)
DEFOG (IT equipment)
ST & Jason (tarpaulin, roof, plastic products)
LoamyteK (Protective Film)
KNMT Myramistin modernization of production
MCC cosmetic (Cosmetics and perfumery)
Mano corporation (Paper production, saws)
IBT corporation (Battery Manufacturing)
PJ tech (automotive)
KOTRACK (Hydraulic systems, chassis)
INTRON biotechnology (Biotechnologies)
BuyHeaven (Wireless Cameras, LED)
Yeollin Sesang (equipment for storage and logistics)
Handol Pumps (Industrial Pumps)
Amarant cosmetics (Cosmetics, perfumes)
OTOKA (Auto-components)
Anatamine (Building Materials)
Bekjo (sinks)
Escos One (Security Equipment)
Hainong (Agricultural production (tea, snacks)
Dailylike (Textiles)
Yakult corporation (Dairy products)
Mecn IPC (polyethylene foam waste processing)
Osuntechnicks (Stabilizers)
FG beauty (Cosmetics, perfumes)

COMPLETE LIST IS ON AIP WEB SITE
HTTP://WWW.INDPARKS.RU/PRESS/NEWS/2393/
**KEY TOPIC**  MANUFACTURING LOCALISATION IN RUSSIA

**KEY ASPECTS**
- ECONOMICAL SITUATION
- LEGAL ENVIRONMENT
- SITE SELECTION
- PARTNERSHIPS
- ENGINEERING SOLUTIONS

**COMPLETE PICTURE**
- PRIVATE INDUSTRIAL PARKS
- STATE OWNED INDUSTRIAL PARKS
- SPECIAL ECONOMIC ZONES
- OUT OF PARK LOCALIZATION OPPORTUNITIES
- WHOLE RUSSIA FROM KALININGRAD TO FAR EAST

**INDEPENDENT EXPERTISE AND OPINIONS**
- we are non-government organisation funded by business from **49 regions** of Russia
- we don’t «sell» certain sites or regions, we expose **objective information**
- we analyse and submit information about **all industrial parks** of Russia in compliance with National Standard of Industrial Park

**GOVERNMENT POSITION**
Normally we have within delegation representatives of following organizations:
- Ministry of Industry and trade of Russia
- federal economic development institutions
- state owned banks
- regional development institutions
EXAMPLE OF TYPICAL INVESTMENT SEMINAR PROGRAM

13.30 - 15.30  THE FIRST SESSION
Trade Representative of the RF Lecture «Priorities for development in Russia and economic cooperation»
The Representative of The Partner Lecture «Current status and opportunities for Russian economic environment.»
AIP Lecture «Tools for industrial investments support»
Lecture «Support tools for foreign investors»
Lecture «Localisation of production of international companies in Russia. Experience of Russian regions»
Lecture «Regional development institutions. Administrative and state support, benefits and incentives for the investors»

COFFEE-BREAK. NETWORKING

16.00 - 18.00  THE SECOND SESSION
Lecture «Business development of a foreign company: how to find a reliable partner»
Lecture «Legal and administrative features for creating and development business in Russia»
Lecture «Features and advantages of manufacturing launch of joint ventures with Russian companies»
Lecture «Special economic zones and priority development areas: basic characteristics and distinctions»
Lecture «Priorities for industrial sector development in Russian regions»

Q&A SESSION
B2B MEETINGS
NETWORKING