



ECONOMY POTENTIAL  
AND STRATEGIC PROJECTS  
OF THE SAMARA REGION



# THE SAMARA REGION ON THE MAP OF RUSSIA

Territory  
53,600  
sq km

Population  
3,171,400

Urban  
population  
80%  
Average age  
39.9

GRP  
\$27.8 bn

MOSCOW

1,000 km

500 km

SAMARA



## TRANSPORT POTENTIAL



### RAILWAY

Electrified double-track railway mainline «Sysran – Zhigulevskoe More – Samara» passes through Togliatti and comes to the transsiberian International transport corridor



### M5, M32

Federal highways «Moscow-Chelyabinsk», «Kazakhstan»



### RIVER PORT

Port is located in the transport corridor «North-South» and is able to accommodate and to process ships of «river-sea» class



### KURUMOCH INTERNATIONAL AEROPORT

Located 40 kilometers away from Samara and 60 kilometers away from Togliatti



LOGISTICAL COSTS per kilometer amount

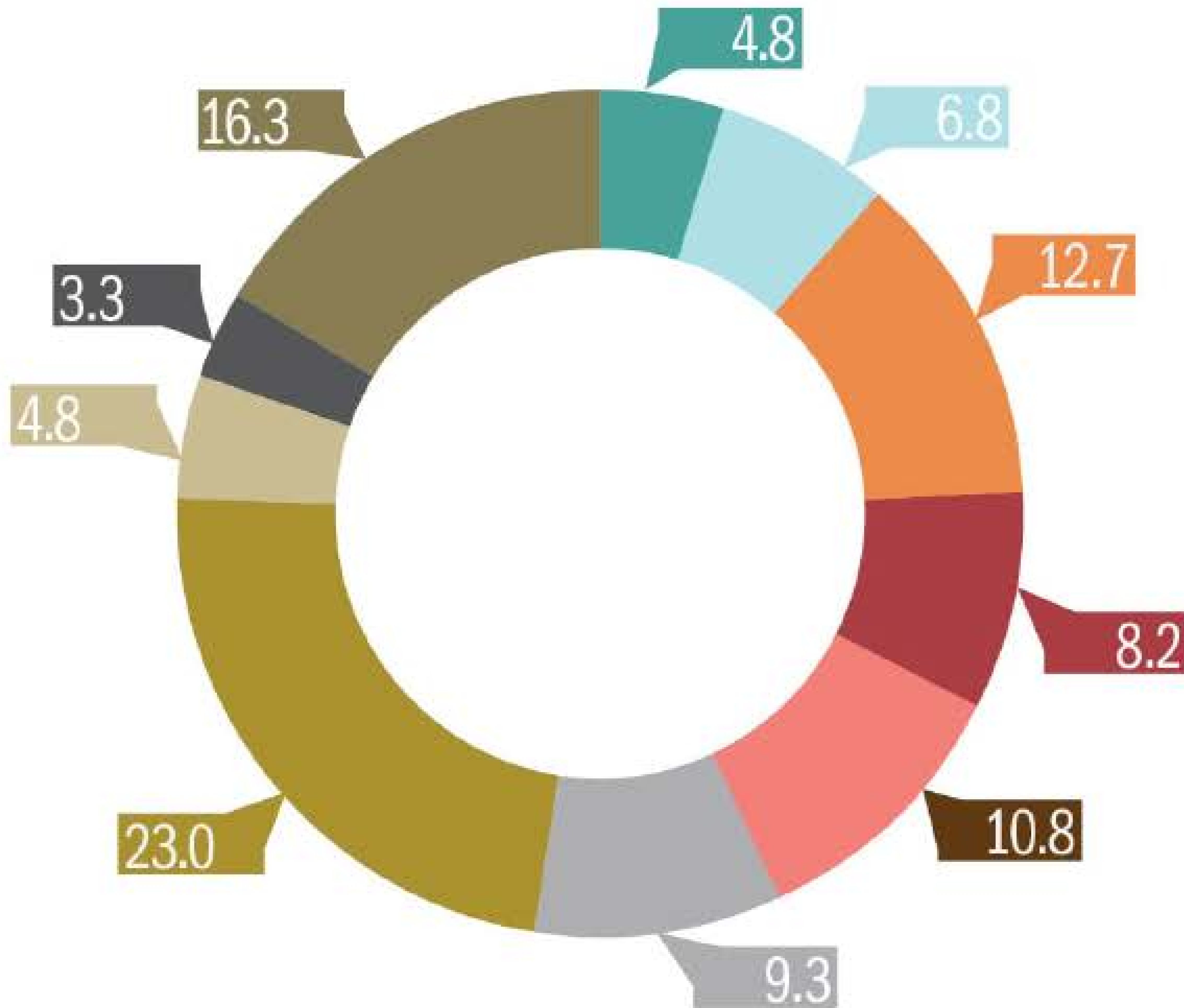
€ 0.75 to compare to  
€ 1.32 in Europe

# RATINGS OF THE SAMARA REGION





# INDUSTRIAL POTENTIAL of the SAMARA REGION



- Electric power production 4.8%
- Metallurgy 6.8%
- Electric power, natural gas and water production 12.7%
- Other industries 8.2%
- Foods industry 10.8%
- Chemical industry 9.3%
- Transportation meanings production 23.0%
- Petrochemical industry 4.8%
- Rubber and plastic production 3.3%
- Mining 16.3%

OUR COMPANIES PRODUCE



10%  
of Russian  
oil-products



20%  
of synthetic  
ammonia  
and bearings



50%  
of linoleum



60%  
of cars



# CLUSTER POLICY

as a BASEMENT of the REGIONAL DEVELOPMENT

AUTOMOTIVE  
CLUSTER



AUTO COMPONENT  
CLUSTER



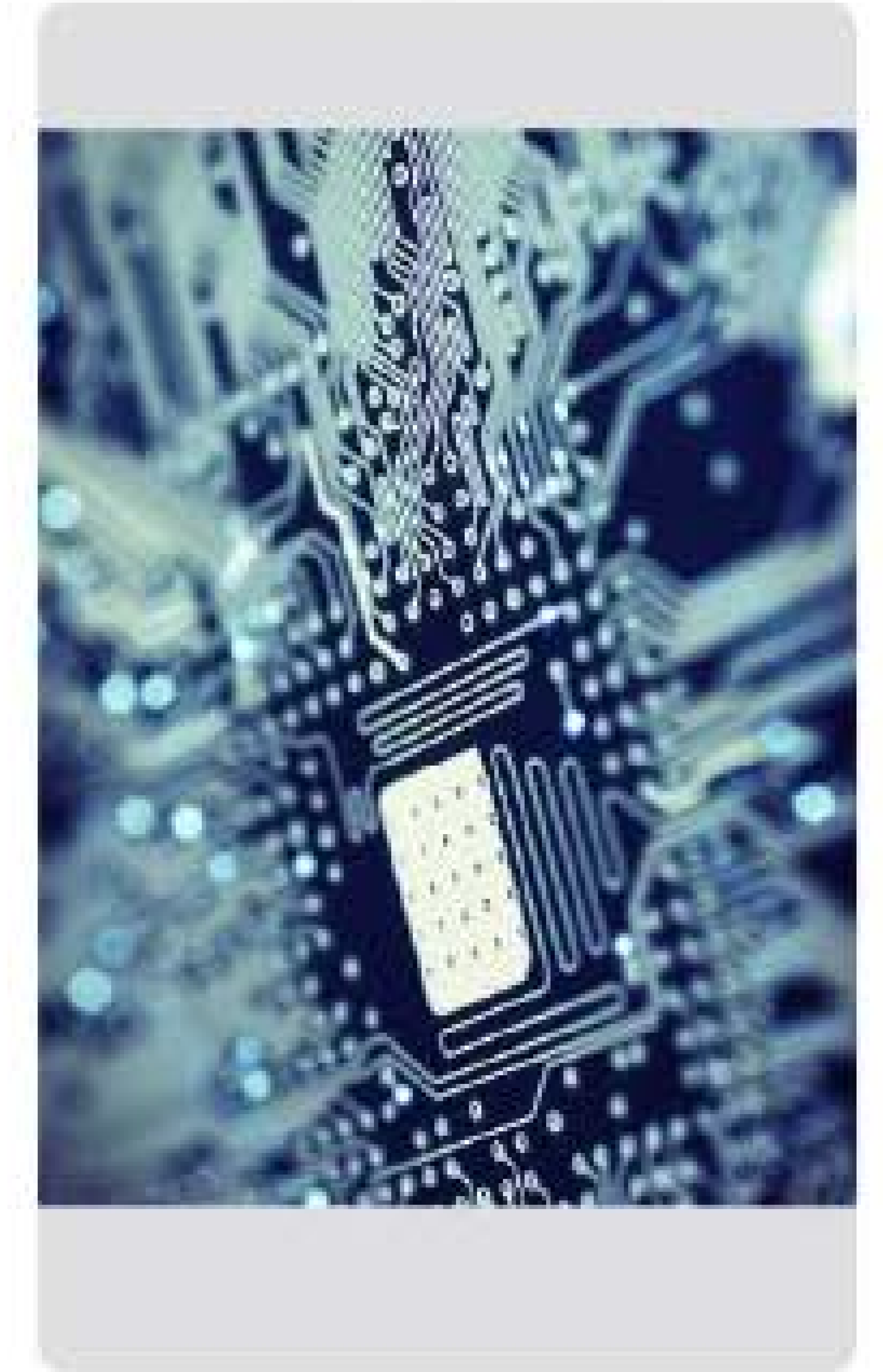
AIRSPACE  
CLUSTER



CHEMICAL  
CLUSTER



IT  
CLUSTER





# AUTOMOTIVE CLUSTER

## RENAULT-NISSAN ALLIANCE



THERE ARE CONCENTRATED  
IN THE AUTOMOTIVE CLUSTER

40%  
of regional  
industry

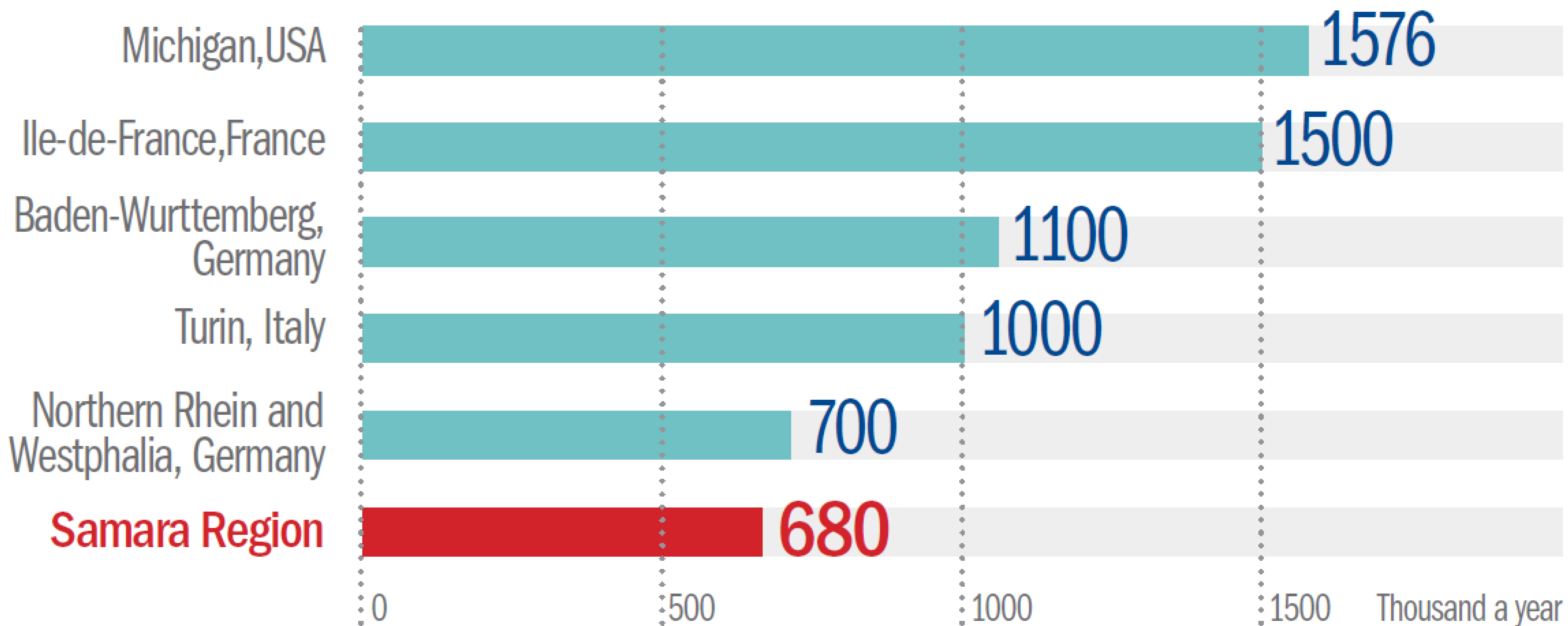
40%  
of regional  
employee

65%  
of industrial  
fixed assets





# THE BIGGEST CAR PRODUCTION REGIONS IN THE WORLD AND THE PLACE OF SAMARA REGION AMONG THEM



# AUTO COMPONENT CLUSTER of the SAMARA REGION



60%

More than **60%**  
of Russian  
auto components  
are manufactured  
in the Samara  
region

Over 100 companies, among them



CORNING



BOSCH



faurecia

MAHLE

SANO



## AIRSPACE CLUSTER

TsSKB-PROGRESS  
scientific-industrial space center



JSC AVIACOR aircraft factory



# AIRSPACE CLUSTER

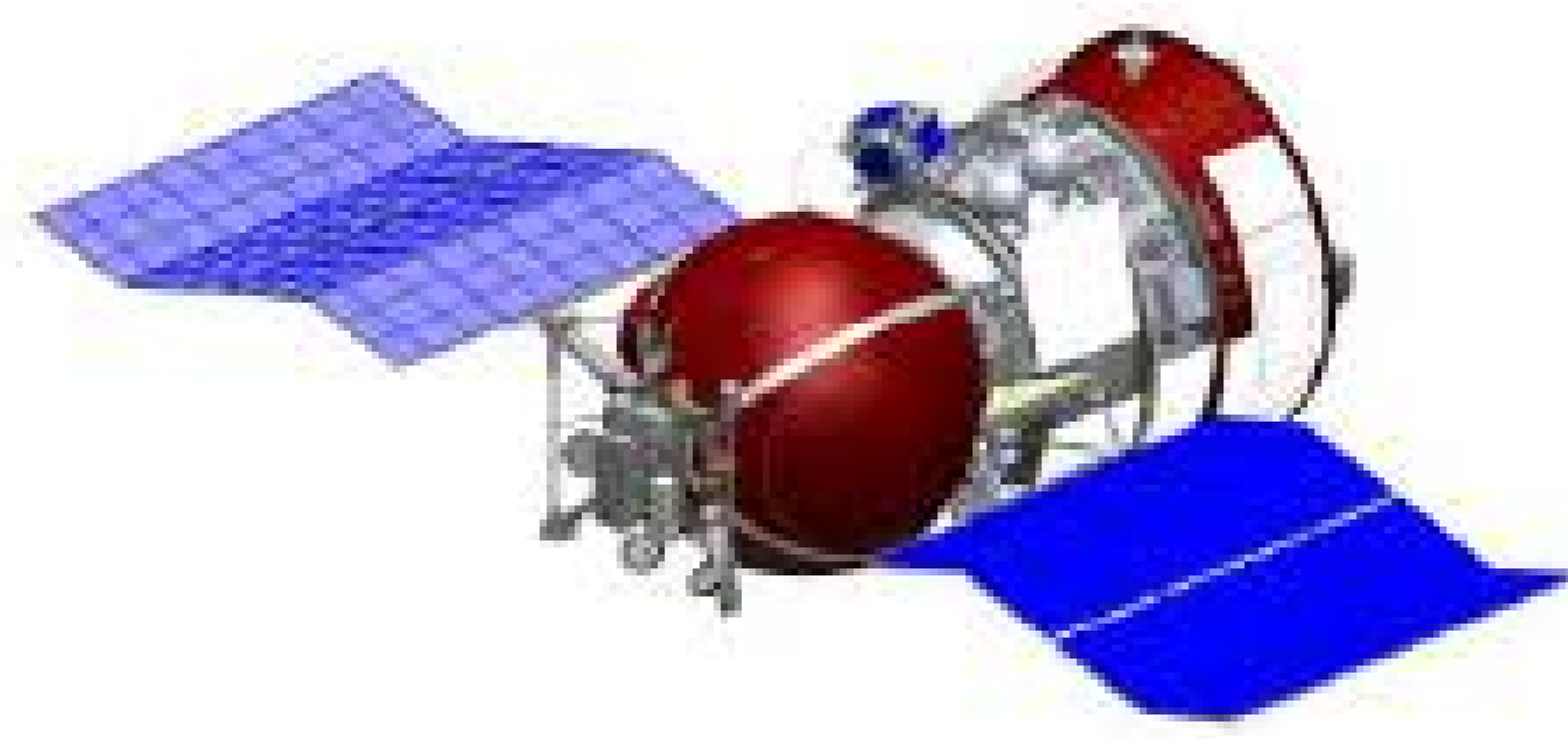
Liquid fuel  
rocket  
engines

Aviation  
engines

Gas-turbine  
power  
plants



# SPACE TECHNOLOGIES



Biom-M

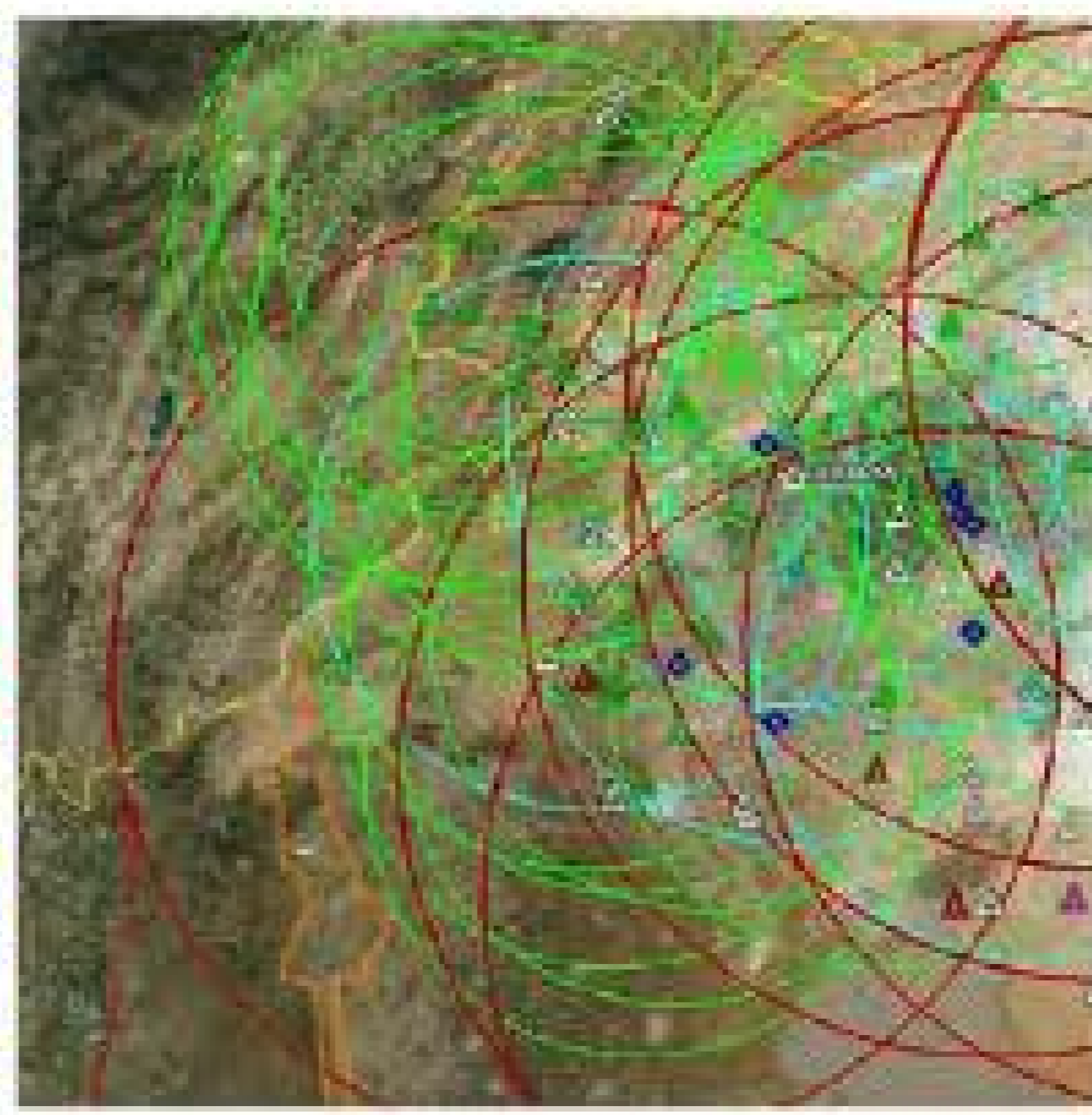


Resource-F2



Resource-DK

Full spectral range operative scanning of the earth surface



Soyuz-ST



Soyuz-FG

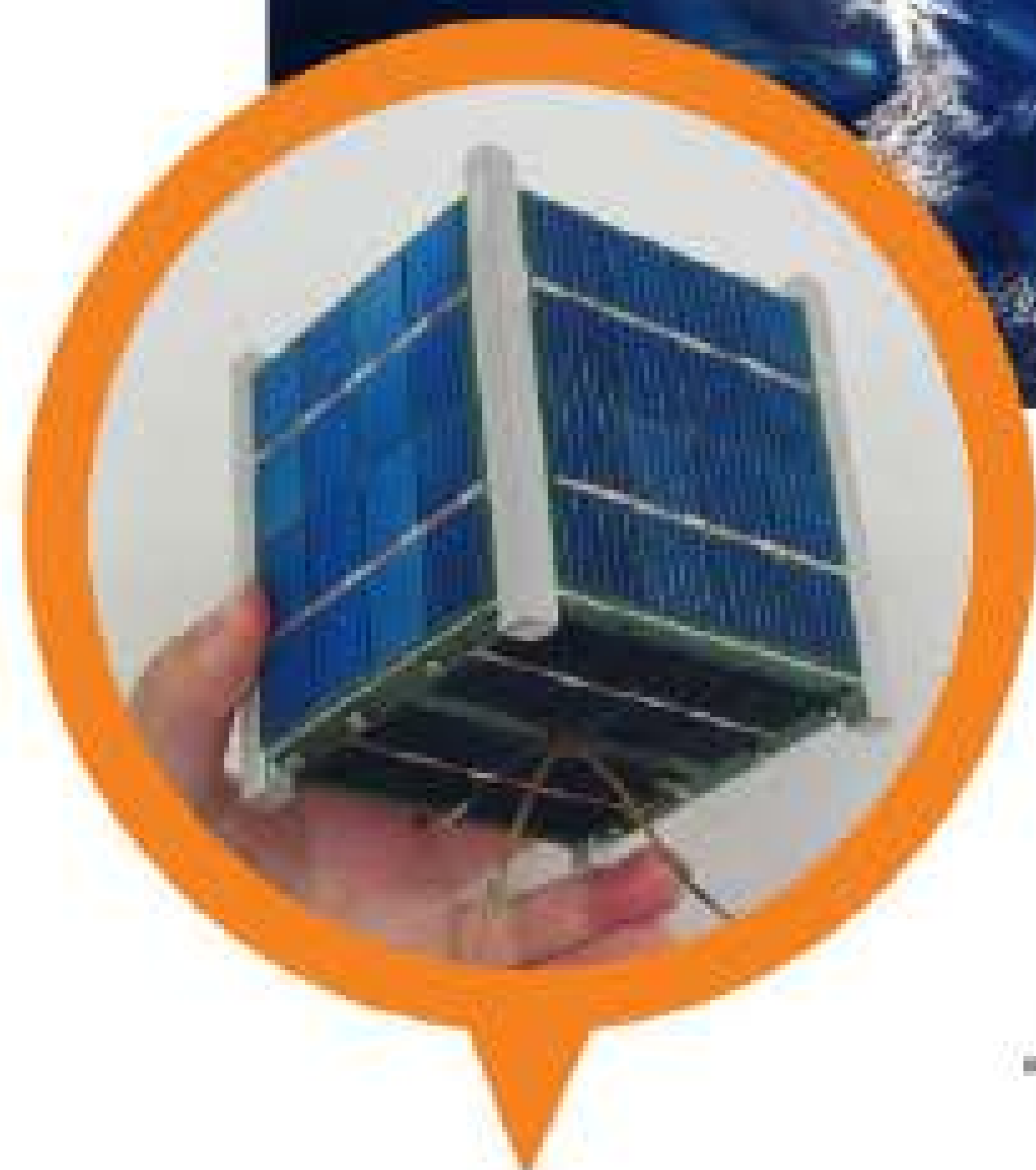


Soyuz-2

# INTERNATIONAL SPACE COOPERATION



International cooperation in Earth scanning from deep space



Nan satellites development cooperation



Soyuz-Kourou project (France Guiana)

EADS

Partnership with NASA in rocket engines development and testing



Partnership with EASA in Galileo satellite system development

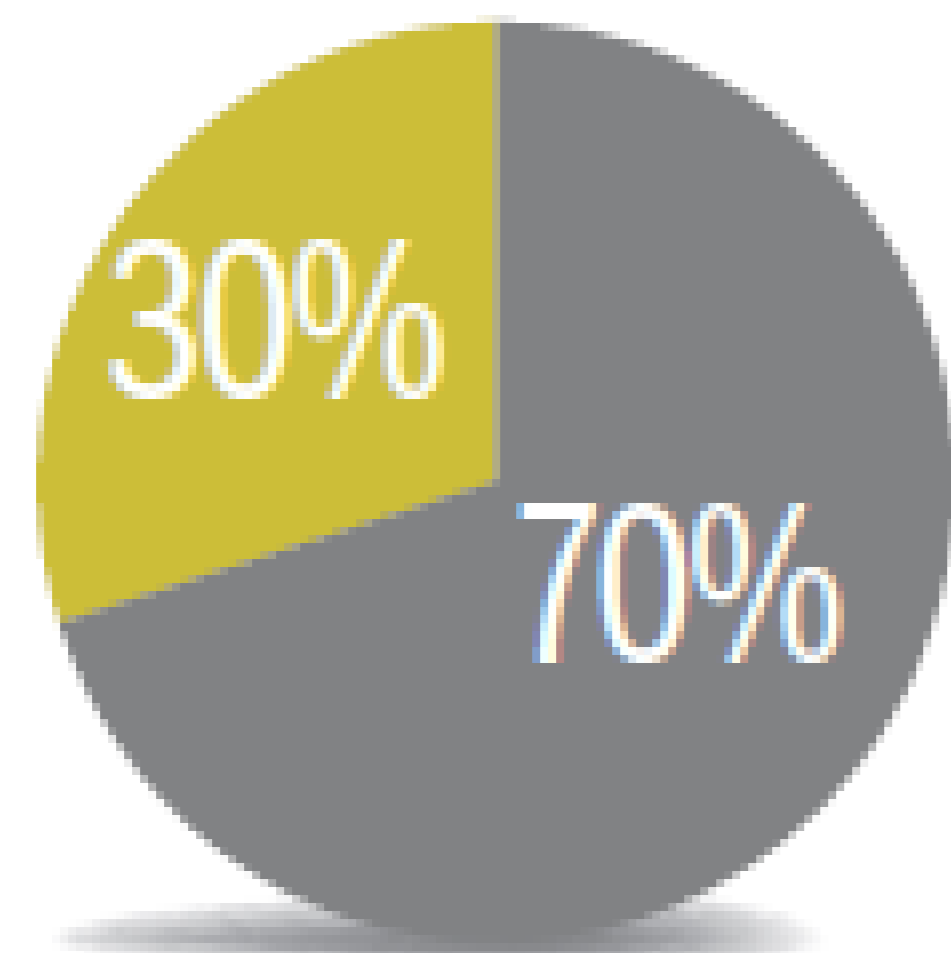




# POTENTIAL MARKET FOR ENGINEERING CENTER CUSTOMERS

## Areas of Work

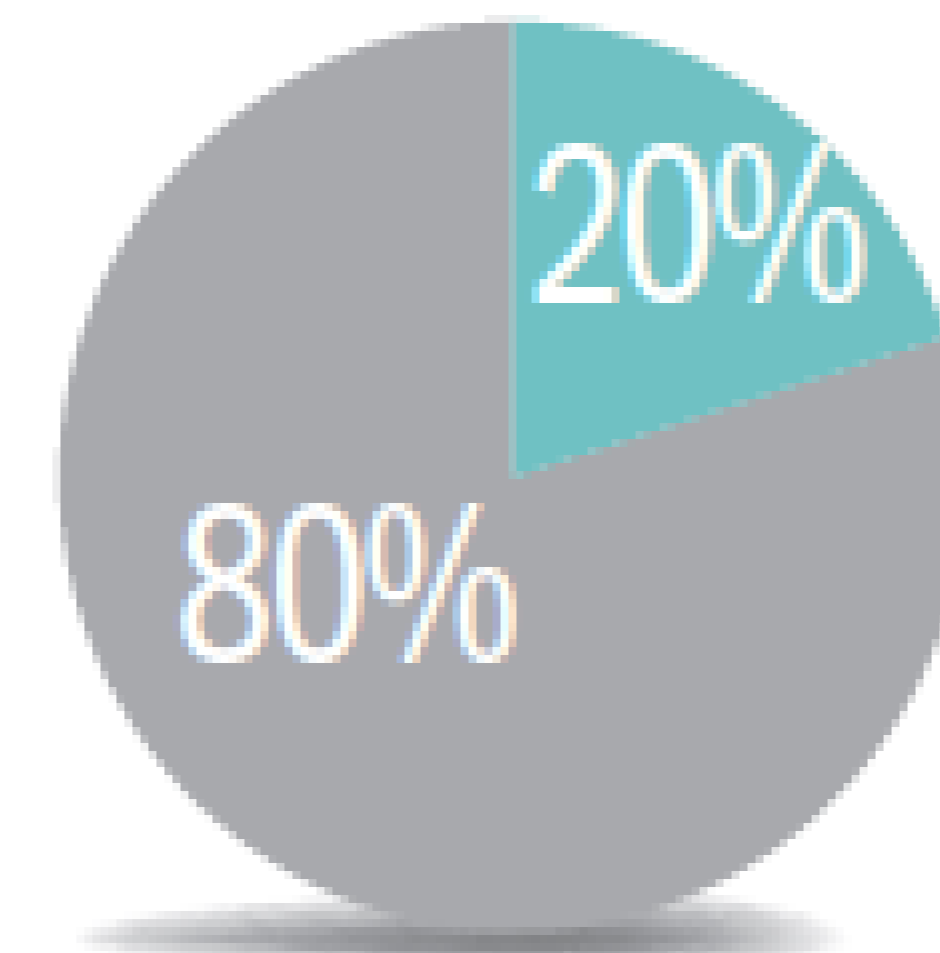
Peak loads,  
new projects



Avtovaz-Renault-Nissan, GM-Avtovaz

2 + other regions  
(VW, BMW, Fiat, KIA)

Adaptation, translation,  
localization



Tier 1 suppliers and integrators  
(Faurecia, Bosch, Magna, Valeo...)

> 15

Research, development, engineering,  
training, collective use of equipment



Tier 2, 3, 4 suppliers

> 100

OWN CAPACITIES AND COMPETENCES

# SCIENTIFIC ENGINEERING CENTER "FACTORY OF THE FUTURE" FOR COMPANIES PARTICIPATING IN CLUSTERS OF SAMARA REGION

Competitive production with high added value

Intellectual production

Smart Factory

Virtual Factory

Digital Factory

High performance

Agile Configurable Equipment

Precision microelectronic equipment

Optimal production planning

Poka-yoke

Rational efficient production

Lean production

Quality management

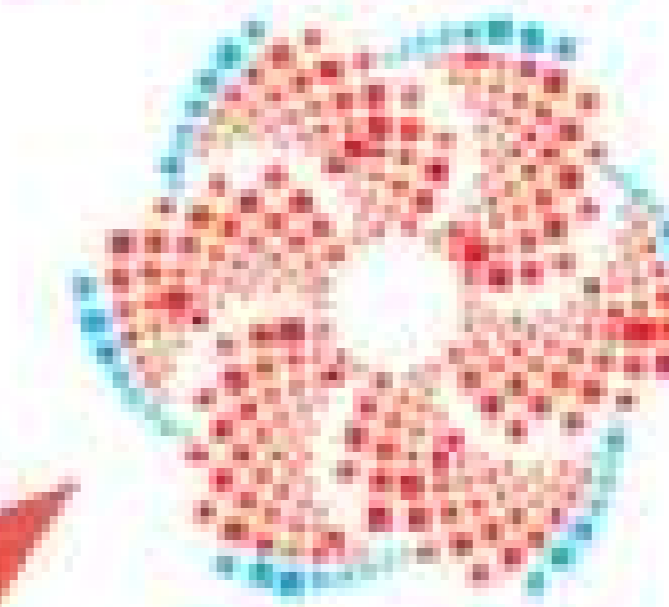
Indicative management

# PETROCHEMICAL CLUSTER



Export to more than  
**100** countries  
over than **\$2bn**  
annually

SANORS



  
**KuibyshevAzot**  
JOINT-STOCK COMPANY



**Togliattiazot**



Cooperation with leading national and foreign companies:

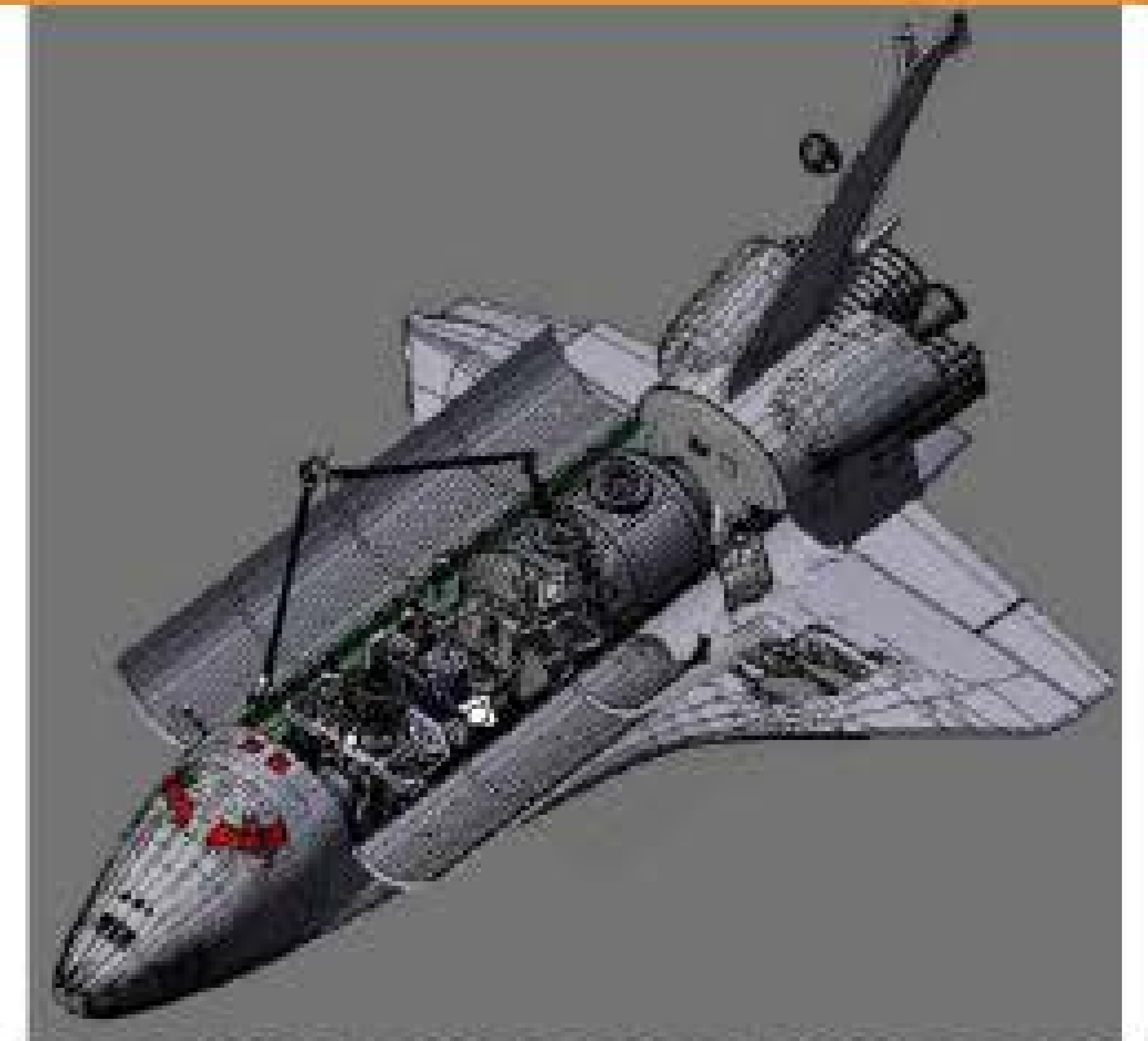
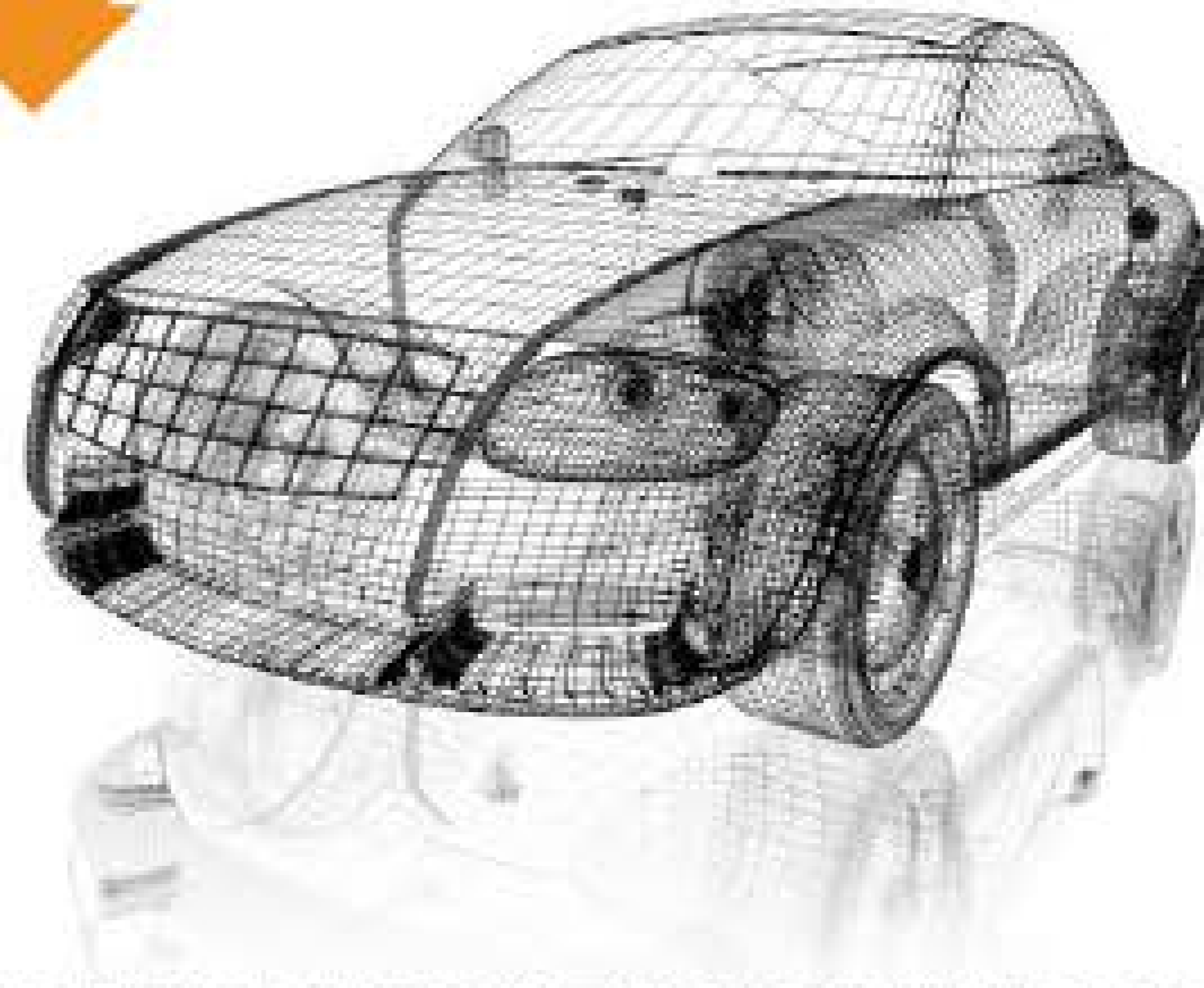




# IT - CLUSTER



«Sergey Korolev» supercomputer



Cooperation with leading world IT-companies

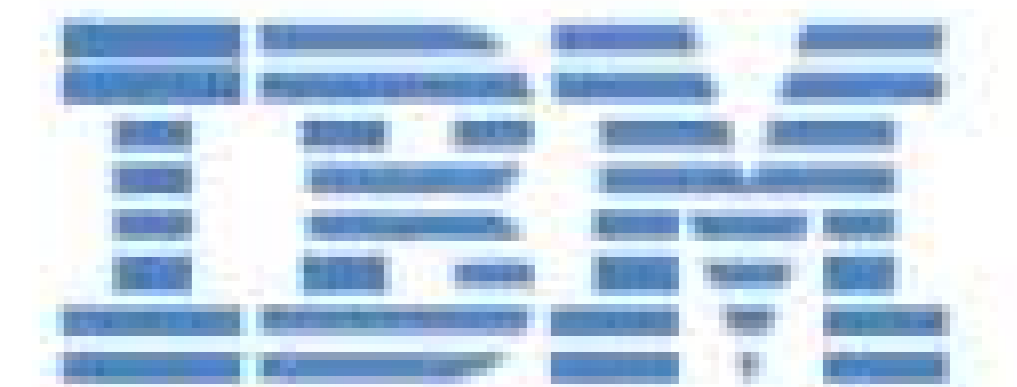
**SIEMENS**

 Microsoft










**ORACLE**

**NetCracker**  
Transforming the Service Layer™







## INVESTMENT POLICY

Special benefits  
for projects of  
**EUR 2.5M+**  
class

Tax preferences for investors

State-private partnership

Selection of projects by the inter-branch expert Council

# MECHANISMS OF THE STATE SUPPORT

For projects costing more than 650 million rubles:

## INFORMATION AND ORGANIZATIONAL SUPPORT:

- The conclusion of an investment memorandum
- Appointment of supervisor
- Consulting

## PREFERENTIAL TAXATION:

**0%** property tax

up to 5 years

**13.5%** of income tax

up to 5 years

## BUDGET SUBSIDIES

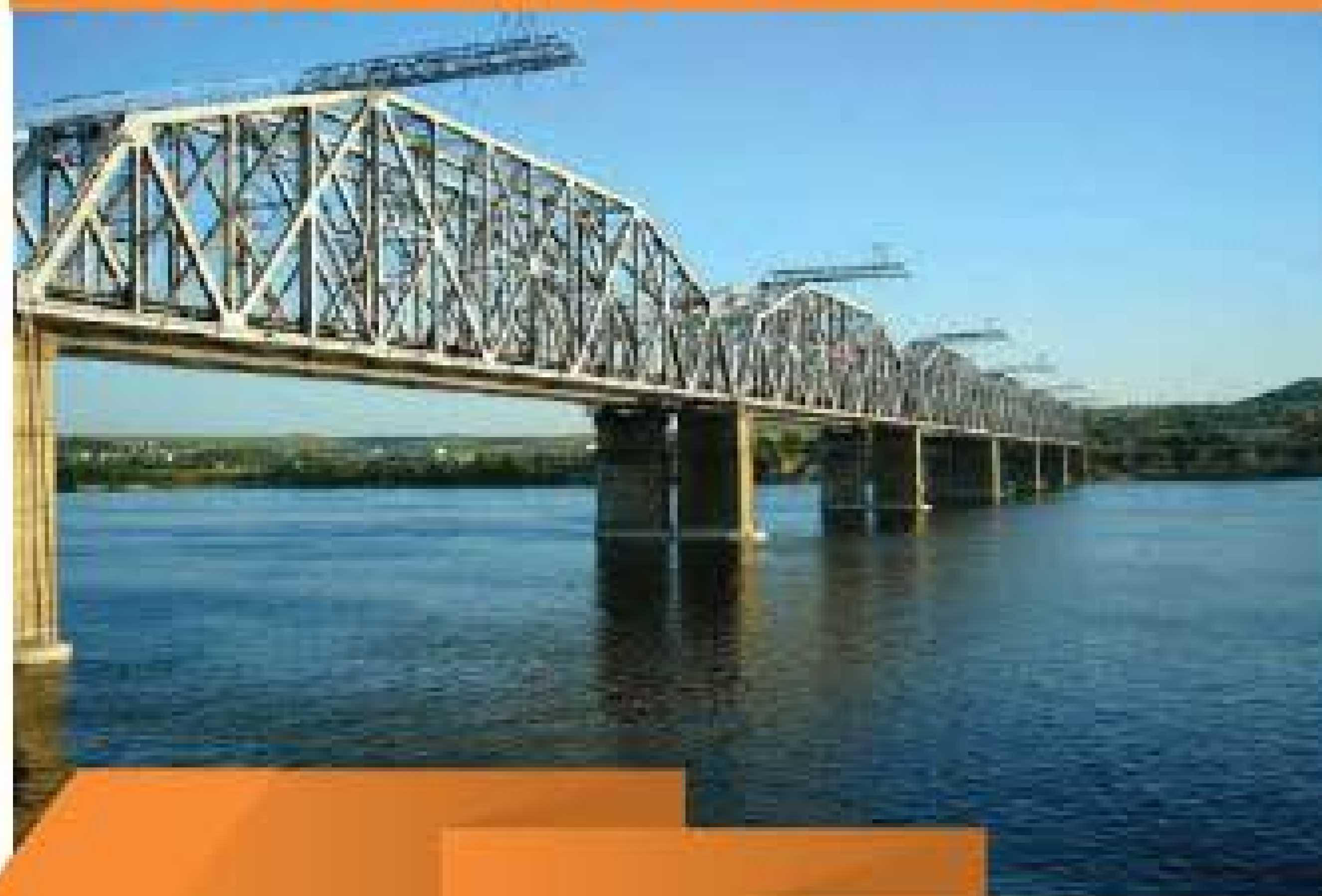
## STATE GUARANTEES

# PREFERENCES FOR INVESTORS in MONOINDUSTRY CITIES

Oktyabrsk, Chapaevsk, Pokhvistnevo

## PREFERENTIAL TAXATION

up to 7 years



**0%**

property  
tax

**13.5%**

of income  
tax



## SUBSIDIES TO CREATE NEW JOBS

**€ 2,000** per one job



## STATE SUPPORT SYSTEM



### Advanced regional legislation

- Investment laws
- Tax laws and rules (property tax, profit tax)
- The law on state-private partnership

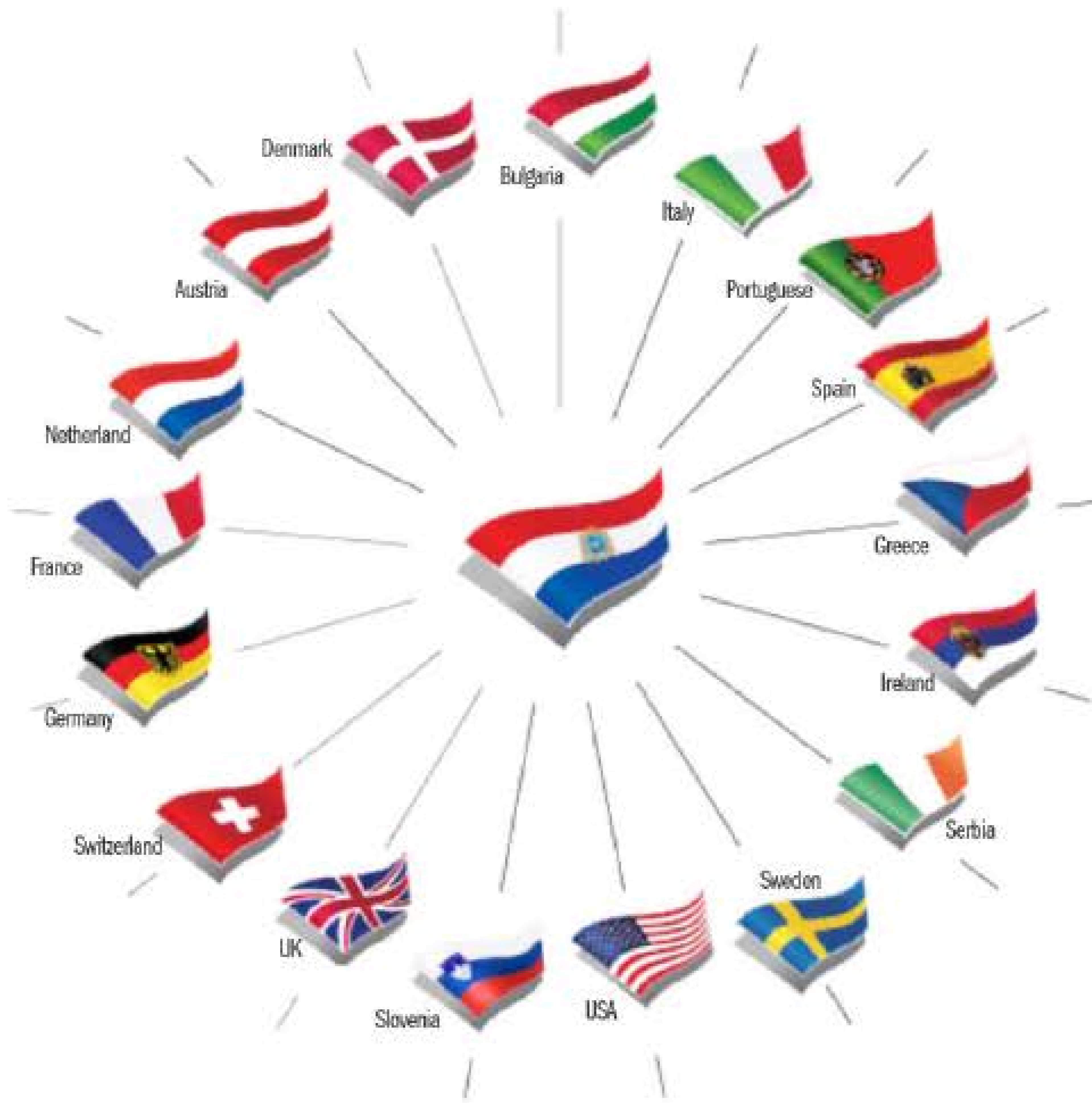
### Transparent status of land property

- Investment sites picking
- Assistance in engineering survey
- Construction permits assistance
- Utilities connection assistance

### Administrative support

- General supervising on projects
- Appointment of the curator (regional governmental officer)
- Personal supervision by the regional Governor

# OUR PARTNERS



## DENMARK

Inmeco Group APS

## NETHERLANDS

Provimi Holding  
Oriflame Eastern Europe B.V.  
Mamott International  
Bos Man Watermanagement B.V.

## FRANCE

Renault  
Danone  
Auchan  
Tarkett Sommer  
Societe Generale  
Leroy Merlen

## GERMANY

Henkel  
Bayer  
KROHNE

## SLOVENIA

Helios  
AGEP  
DUJOL  
TPV Rus

VB Autobatterie  
Kuka  
METO Group  
WUERTH Holding  
Siemens  
Rehau  
VKT Trading  
Lapp Holding  
ROMEX

## SWITZERLAND

Nestle  
EM Finance S.A.  
Transrail AG  
Laveo Electro AG

## UK

DELCAM International  
Kingficher Group  
Majenta Corporation  
WT Henley  
Nordco, Inc.  
Transchemical Overseas Limited  
Marvel Lifesciences

## AUSTRIA

Alpla

Raffaisbank  
Doppelmayr  
Johnson Controls Automotive

## USA

PepsiCo  
Coca-Cola  
Alcoa  
Hess Corporation-Samara-Nafta  
General Motors  
Delphi Automotive Systems  
Coming Incorporated  
ADS Plastic  
Tenneco Automotive Group  
Triumph Development  
FINCA International  
Citibank

## SWEDEN

IKEA

## IRELAND

Pennygold Trading Supplies

## SERBIA

Sinteza Invest Group A.D.

## GREECE

Moravan Safety Belts A.S.  
ST-Yolding S.R.O.

## SPAIN

UEB Union Explosivos

## PORTUGUESE

Amorim & Irmaos Corc

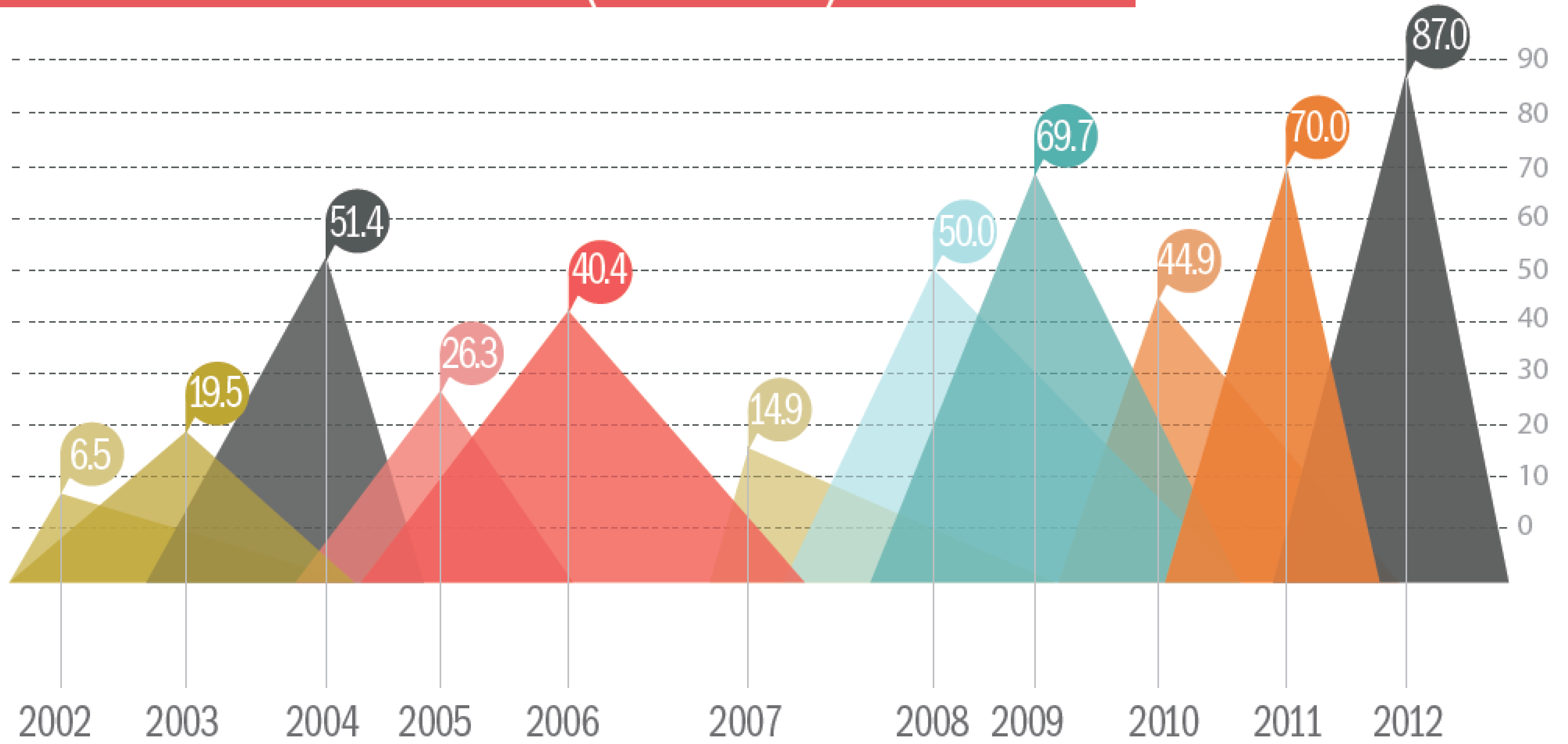
## ITALY

Pietro Barbaro A.O.  
Ansaldo Industria S.p.a.  
Cooperativa Ceramica d'Imola S.R.L.  
Sefin S.p.a.  
Autocomponent Engineering S.R.I.

## BULGARIA

IKR Babolna

# ECONOMIC COOPERATION BETWEEN SAMARA REGION & JAPAN (MLN. USD)



# MAIN IMPORTS

Description of Goods	2010	2011	2012
Industrial equipment	30025.5	39987.7	17514,2
Hard-copy books, newspapers, etc.	229.9	15.7	4840,3
Optical instruments and devices	1141.4	3748.1	20191,9
Land transport means, their parts and accessories	134.0	1146.4	20053,0
Ferrous metals	1185.6	5338.4	1683,7
Knitted fabric (hand- and machine-knit)	44.0	340.2	1865,9
Electric machines and equipment	2367.5	2701.7	4661,9
Tool-ware, accessories, knife products of basic metals	7787.9	11315.4	10032,4





COOPERATION WITH JAPANESE  
COMPANIES IN SAMARA REGION



*Makita*

<sup>A</sup>**KOMATSU**  
Company

**NISSAN**  
MOTOR COMPANY

**SANO**  
h



TOYOTA TSUSHO CORPORATION

**JETRO**

Japan External Trade Organization

since 1997

**ROTOBO**  
Connecting Markets

**社団法人 ロシアNIS貿易会**

Japan Association for Trade with Russia & NIS

Японская ассоциация по торговле с Россией и новыми независимыми государствами

since 2003

## POSSIBLE FIELDS OF COOPERATION

- Telecommunication & IT technologies
- Equipment & instruments production
- Autocomponents production
- Consumer electronics
- Energy sector
- Health service & medical equipment
- Culture



# SPECIAL ECONOMIC ZONE IN SAMARA REGION

JSC «AvtoVAZ»

660 ha  
AREA OF SEZ



436 ha - Residents' industrial zone  
143 ha - Engineering and transportation  
infrastructure zone



# TECHNO PARK «ZHIGULY VALLEY»



Project characteristics

Project cost  
**100 mln.**  
euro

Square of  
technopark  
**55 500**  
sq.m.

**250**  
servers

More than  
**3 500**  
working  
places

38 agreements  
with potential  
residents, as for  
august 2012  
32 projects are  
approved



# «ZHIGULI PEARL» TOURIST-RECREATIONAL COMPLEX



Area is situated in  
«SAMARSKAYA LUKA»  
national park

Territory  
**182.33** ha  
Project cost  
**€ 120** mln

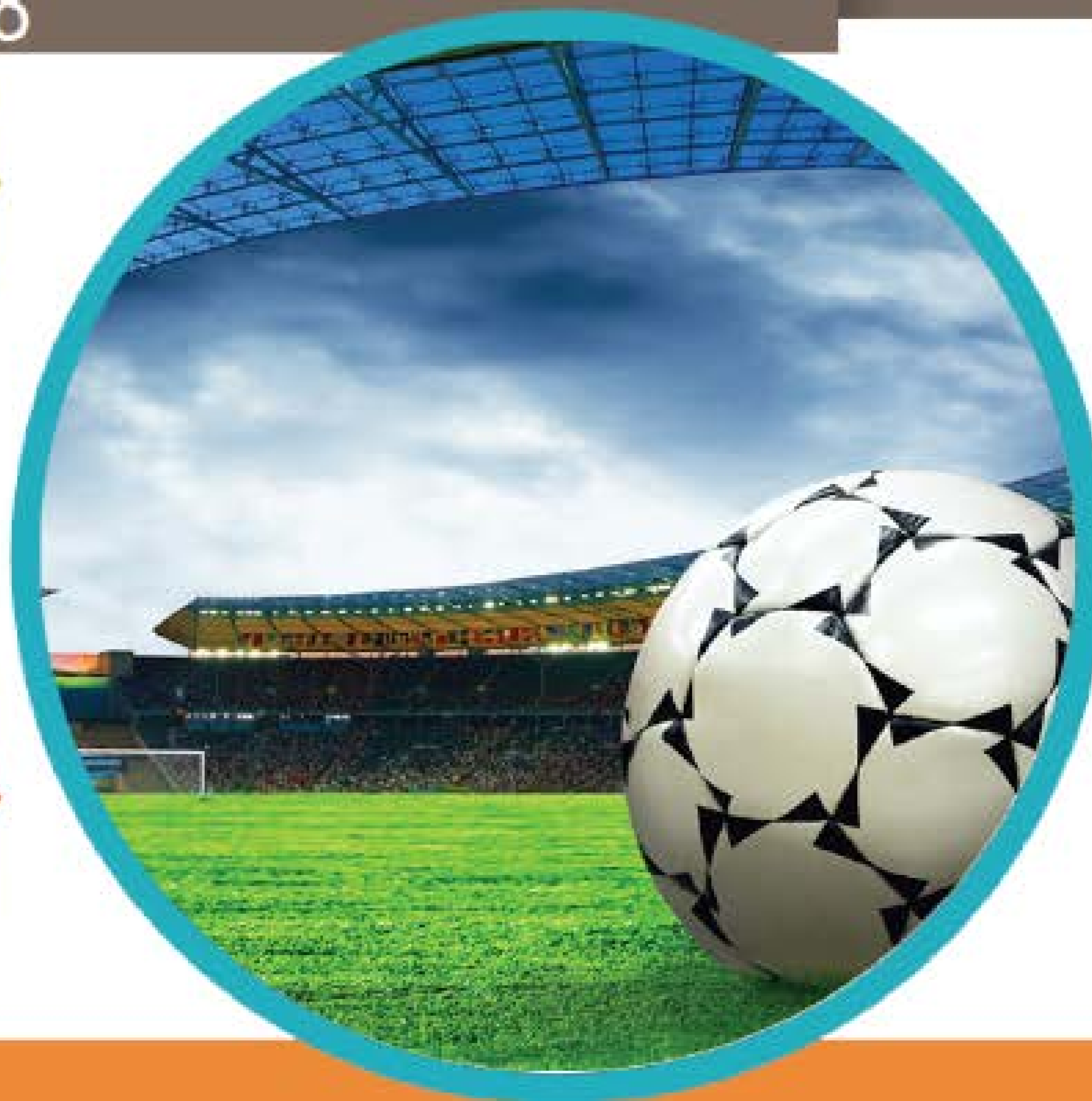


# INFRASTRUCTURE FOR FOOTBALL CUP 2018

New stadium with  
infrastructure

Fast rail (TGV)  
«Samara-Moscow»

Training base



New hotels

Building & reconstructing  
roads on the way from  
airport to stadium

Fast rail (TGV)  
«Samara-Kurumoch-  
Togliatti»

# RECONSTRUCTION OF «KURUMOCH INTERNATIONAL AIRPORT»



- terminal
- hotel 4\*
- parking zone
- business center
- pedestrian gallery
- lounge
- bus station
- train station



WELCOME  
TO THE LAND OF SAMARA!

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[WWW.INVESTINSAMARA.RU](http://WWW.INVESTINSAMARA.RU)

