

# II INTERNATIONAL FORUM ON DEVELOPMENT OF REGIONAL INDUSTRIAL COMPLEXES

## INDUSTRIALIZATION: REGIONS CHOICE

25-28 NOVEMBER 2014, ST. PETERSBURG

COUNTRIES  
PARTICIPANTS:



### REGIONAL AUTOMOTIVE CLUSTERS



REGIONS  
PARTICIPANTS:



Leningrad  
region



Kaluga  
region



Kaliningrad  
region



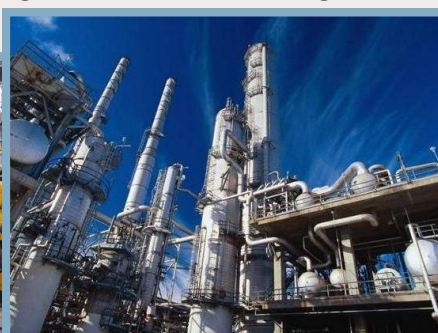
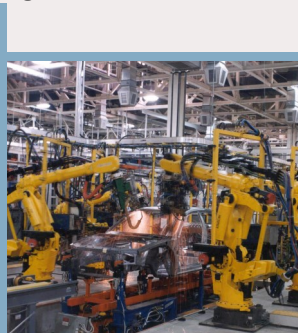
Pskov  
region



Vologda  
region



Novgorod  
region





# 2014 FOCUS:

## Development of regional industrial complexes



## Logistics



## Industrial real estate



## Industrial cooperation and subcontracting at local level



# AGENDA SCHEME

## WITHIN THE FRAMEWORK OF THE FORUM

- Speeches of leaders and experts of global industrial projects, seminars and plenary sessions, round tables, consultations, presentations of Russian and international companies, which are interested in cooperation development
- Agenda includes personal meeting TETE-a-TETE and consultations with leading experts of industry and business owners. Preliminary coordination of meetings will be also provided .
- Forum format suppose participation of delegates in business excursion program with visits to industrial enterprises and industrial parks in Saint-Petersburg and regions.

### **24 November 2014:**

**Planning session on Interregional Program of Development of Suppliers for Kaluga, St. Petersburg and Leningrad region enterprises. Visit to assembly plants of Leningrad region.**

### **26 November 2014:**

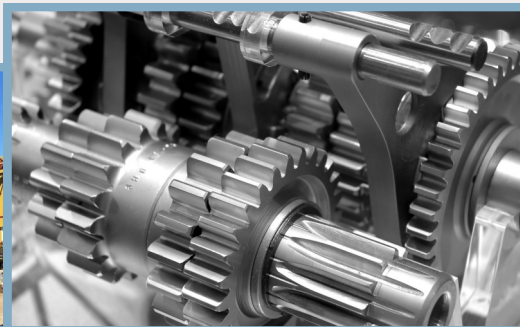
**Meeting with industrial suppliers of Togliatti region and visits to enterprises. Meeting with regional industrial enterprises. Visits to assembly plants of Togliatti region and suppliers production sites.**

### **25 November 2014:**

**Main Congress Day of II International Forum on Development of Regional Industrial Complexes - Industrialization-2014**

### **27-28 November 2014:**

**Visit to V. Novgorod industrial cluster and meeting with enterprises of the region. Conference «Results and Prospects of Automotive Industry Development in regions of Russia»**





# RESULTS OF 2013

**On 5 December, 2013** in St. Petersburg, Konstantinovsky Palace, with support and direct participation of North-Western Bank of "Sberbank of Russia" International Forum on development of Cooperation and Organization of Industrial Suppliers Business in Russia «Industrialization-2013» was held.

Participants of the Forum were not only the leading automotive and machine building enterprises: «General Motoros Auto», «Skania Peter», «MAN Truck & Bus Production RUS», «Hyundai Motor Manufacturing Rus», «Toyota Motor Corporation», «Caterpillar Tosno», «Gestamp-Severstal Vsevolozhsk», «Johnson Controls International», «Mir Upakovki», «Group Antolin, Saint-Petersburg», «Ford Sollers Holding», «Nissan Manufacturing Rus», but also the representatives of Administration of Saint-Petersburg,, Leningrad, Kaluga, Novgorod and Pskov regions.

Forum of the automotive industry, already working and again established on the territory of the North-West, is a very important event not only for our region, but also for Russia generally. Automotive industry has been and remains today the industry, quickly adapting all the latest technological developments for a wide mass use that is the most important for economics recovery. Success of one or another car market company depends on the speed of introduction of technology and the level of comfort for the final user.

Leading Russian assembly plants confirmed confident development course of its business in Russia. The National Association of Automotive Component Manufacturers (NAPAK) also noted the increased interest of foreign manufacturers of components for industrial development of the Russian market.

Localization, integration, cooperation - these are the key factors that will help existing projects to reach a new level, and will give a powerful innovative impulse to the regional industrial clusters development.

Successful final result in any case, and particularly in the field of machine building is a consequence of not only meticulously organized work of all parts of the enterprise from the developers to the logistics, but also the willingness to constant changes, new forms of interaction with the market. Therefore, despite the Forum participants' considerable experience in the automotive industry Sberbank of Russia is ready to support them in building the new most effective business models, ranging from the start-up level.

Comprehensive approach to the problems of operational projects' launching for industrial investors is determinant not only for making an investment decision. Prepared package of ready solutions significantly reduces time and cost loss in launching the project and contributes the development of business and process optimization of existing production.

«The Bank is introducing a new concept of working with industry – «Industrialization 3.0.» This is a complex of financial and consulting instruments for businesses of all levels - from the smallest to the largest. Interaction with the bank at any stage of the project will allow the company to obtain additional financial resources for the long term, to expand their business by attracting new contractors among bank customers, not only in Russia but also in the international markets of its presence. Also the interaction will help to receive consulting services on any type of banking service - from investment to the private", - said deputy chairman of North-west Savings Bank of Russia Alexey Melnikov.



# LENINGRAD REGION

## Economy

Economy of Leningrad region is one of the largest economies of North-Western Federal district. Gross regional product in 2007 was 312,4 billion. Leningrad region is 19th economy among the subjects of Russian Federation on volume of gross regional product (2009).

Leningrad region is one of the largest regions of the northwestern Federal district by territory (83,9 thousand sq. km) and population (1 733,9 thousand people). Region has a favorable geographical and economic situation, providing Russia's access to Baltic sea routes. This advantage gives the opportunity to develop existing transport and logistics complex and turn it into a "locomotive" of the regional economy.

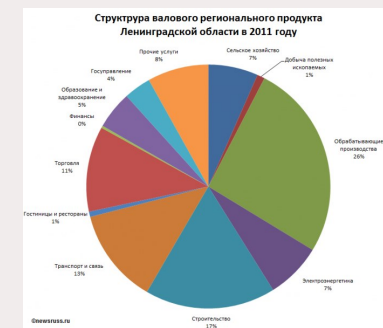
## Industry

Industrial complex of Leningrad region is represented by three main types of activity: mining, manufacturing industry and production and distribution of electricity, gas and water.

More than 360 medium and large enterprises constitute a basis of industrial production.

Leading industries of Leningrad region are: food, timber, woodworking and paper, fuel industry, power industry, engineering and metalworking, metallurgy, chemical and petrochemical industries, building materials.

Machine-building enterprises are located in different cities of the region. Among them: car assembly plant "Ford", plant for production of car body parts "Gestamp Automocion", tire plant "Nokian Tyres" in Vsevolozhsk, shipbuilding plant in Vyborg, plant "Caterpillar" in Tosno, plant "Burevestnik" in Gatchina, Luga abrasive plant in Tikhvin.





# KALUGA REGION

## Economy

Gross regional product in 2008 amounted to 73.4 billion rubles, in per capita terms - to 104.8 thousand rubles a year (73rd position).

Volume of shipped goods for the first half of 2010 amounted to 22.2 billion rubles, products of agriculture in 2009 and 9.3 billion rubles, the volume of works in construction in 2009 to 6.1 billion rubles.

Today industrial sector in Kaluga region produces about 35% of gross regional product, almost third part of population is employed in industrial sector .

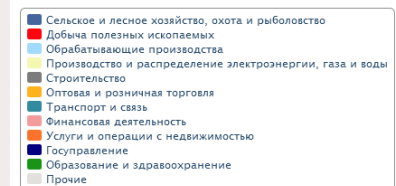
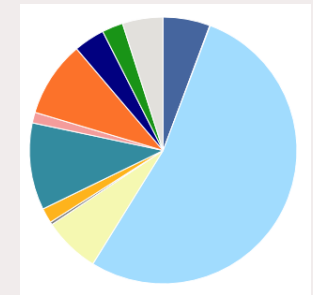
Index of industrial production in Kaluga region for year 2011 was +125,7% by 2010. Volume of shipped goods of own production, services of industrial activities for year 2011 reached amount of 372,5 billion rubles. In January - October 2012, industrial production index for corresponding period of last year amounted to 109%, volume of shipped goods, respectively 373,6 million rubles.

In 2013 machine-building complex of the region included 1071 enterprises. Special feature of machine-building complex of Kaluga region is a broad diversification of production:

- cars and trucks (LLC "Volkswagen group Rus", LLC "PSMA Rus", CJSC "Volvo Vostok"); electrical equipment for vehicles (JSC "KZAA", LLC "Volkswagen Group Rus", JSC "Avtoelektronika", LLC "Continental automotive systems Rus");
- turbines and turbogenerators (JSC "KTZ");
- gas turbine engines (JSC "KADVI");
- televisions and household washing machines (LLC "Samsung Electronics Rus Kaluga");
- electronic and communication equipment, means of communication of special purpose (JSC "Kalugapribor", JSC "KEMZ", JSC "CNIITU");
- products for military-industrial complex (OJSC "Typhoon", JSC "ORPE "Technologiya", JSC "KNIRTI", JSC "KARTA", JSC "KZT");
- electronic lamps and quantum technology products (OJSC "Voskhod-CRLS"); and others.



Investments to main industries



# KALININGRAD REGION

## Economy

Today Kaliningrad region is among the most dynamically developing subjects of Russian Federation. This became possible not only due to achievements of traditional regional industries, but also due to development of modern innovative technologies and productions, based on scientific and personnel potential.

Industry is leading branch of economy of Kaliningrad region. Share of industry in GRP is 26.1% (2009), including: mining - 7,3%, in manufacturing - 16.5%, production and distribution of electricity, gas and water - 2,3%.

Index of manufacturing industries is amounted to 103,3%, on average in the northwestern federal district - 103,1%.

Greatest influence on positive dynamics of this index was provided by:

- production of rubber and plastic products (147,3%);

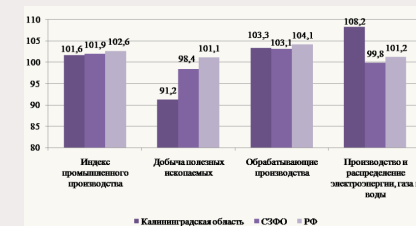
- wood processing and manufacturing of wood products (124,0%);
- manufacturing of transport vehicles and equipment (117%);
- manufacturing of other non-metallic mineral products (110,4%).

The most important activities of manufacturing industries in specific share in total volume of production are:

- production of transportation means and equipment - more than 58%. Dynamics of production indicators of the industry is determined by the activities of such companies, as a group of companies LLC "Avtotor holding, shipyard "Yantar", JSC "33 SRZ", "Fakel", as well as contribution of enterprises-residents of SEZ in the Kaliningrad region;
- manufacture of food products, beverages and tobacco - more than 20%;
- production of electric, electronic and optical equipment - about 9%.



**Index of industrial production by types of economic activities in 2012**





# VOLOGDA REGION

## Economy

Volume of gross regional product in 2011 amounted to 317 billion rubles with growth by 2010 in current prices by 20.8%, in comparable prices - by 6.9%.

Basis of economy of Vologda region is industry, which share in gross regional product is more than 40%.

In 2013, index of industrial production amounted to 102,1% by 2012.

Volume of shipped industrial products in calculation on 1 inhabitant of the region by the end of 2013 1.2 times exceeded average level. By this indicator region is ranked 20th in Russia and 6th in the North-Western Federal district.

### Share of the region in all-Russian production (2013):

Rolled ferrous metals	14,3%
Steel	15,6%
Mineral fertilizers	12,5%
Bearings	11,8%
Sawn timber	6,9%
Plywood	9,1%

Leading activities of industrial production are: metallurgical production and production of finished metal products, chemical production, production of machinery and equipment, wood processing and manufacture of wood products, as well as food production.

### Structure of industrial production in 2013, %

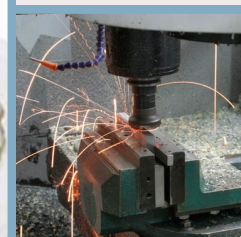
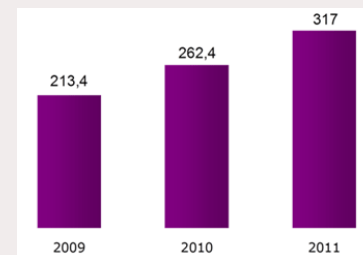


Investment activity is very important for modernization of economy. In 2013 59.2 billion rubles of investments were spent (on 1 inhabitant it is 49.5 thousand rubles) for development of economy of Vologda region.

Wide range of investment projects on creation of new modern production is implemented in region. It concerns various sectors of economy, from projects in basic sectors to new projects in deep wood processing and mechanical engineering.



### Gross regional product, billion. RUB





# NOVGOROD REGION

## Economy

Leading branch of regional economy is industry. It provides 30% of gross domestic product.

Manufacturing industry includes 1374 enterprises, 166 large and medium enterprises among them. Industry is mainly concentrated in regional centre - Veliky Novgorod city (30% of enterprises and more than 50% of industrial output volume) and cities Borovichi, Staraya Russa, Chudovo.

Region has no gas and oil production enterprises, which could ensure stable budget revenues and export revenues.

Volume of shipped goods of own production, services in industry of region in the year 2012 was 142.2 billion rubles. Index of industrial production (in % to previous year), is 105,2%.

## Industry

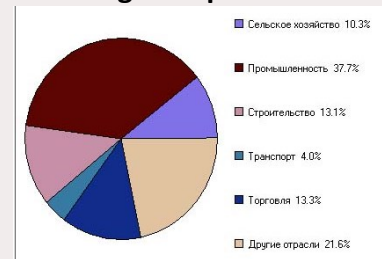
Industrial complex includes 1519 enterprises, among them there are 1333 companies of active production, including 187 large and medium enterprises. Gross regional product recently increased and amounted in 2006 - 74,9238 billion roubles, in 2007 - 87,56 billion roubles, in 2008 - 104,577 billion. Industry of region produces about 40 % of gross regional product, generates 88 % of total profit and employs about 21.5 % of working population, mainly concentrated in the regional centre - Great Novgorod (30% of enterprises and more than 50% of industrial output volume) and cities Borovichi, Staraya Russa, Chudovo.

90,8 % in total volume of industrial production is manufacturing, among which leading positions are: chemical and metallurgical production, woodworking and pulp-and-paper production, food production, machinery and equipment, including electronic, optical, and electrical equipment.

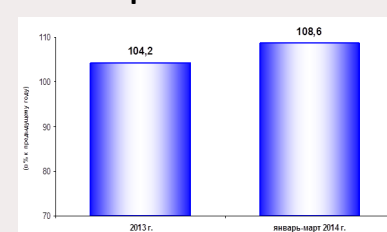
In the industrial complex of region, volume of shipped goods of own production amounted to 35.7 billion rubles, index of industrial production for the full range of enterprises amounted to 108,6%.



## Structure of gross regional product



## Indices of industrial production



# PSKOV REGION

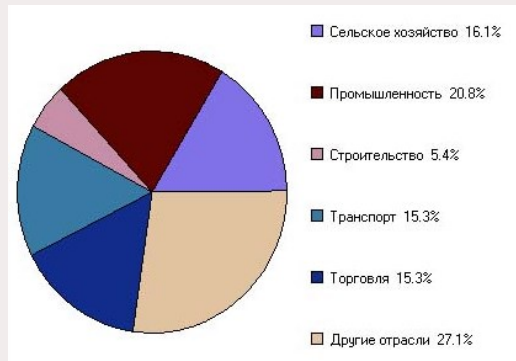
## Economy

Gross regional product in 2008 amounted to 73.4 billion rubles, in per capita terms - to 104.8 thousand rubles a year (73rd position).

Volume of shipped goods for the first half of 2010 amounted to 22.2 billion rubles, agricultural production in 2009 and 9.3 billion rubles, volume of works in construction in 2009 to 6.1 billion rubles.

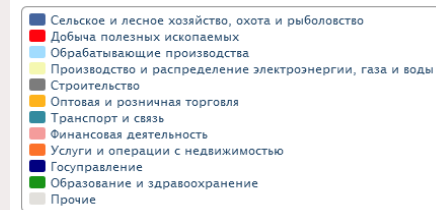
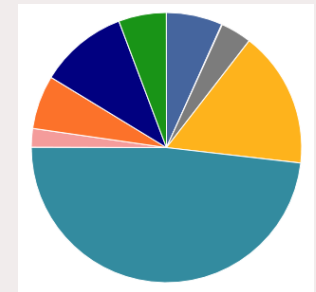
Volume of services for population in the first half of 2010 amounted to 7.3 billion rubles. Retail trade turnover in 2009 - 52,7 billion rubles, wholesale of 41.0 billion rubles.

### Structure of gross domestic product



Pskov is a significant industrial centre. Most developed industries are machine-building, mainly electrical (over 1/3 of Russian production of electric motors of low power, as well as welding equipment, electrical equipment for cars, household appliances, electrical cable, automatic telephone stations, radio parts), light (flax, garments), food, woodworking.

Largest enterprises of the region are: JSC "Pleskava" (radio components), "Pskovelektrosvar", "ALVA" (high-voltage equipment), "TESA" (welding equipment), "Avar" (car electronics), Velikie Luki locomotive repair plant, plant of mechanical drives (gears, reducers), "Impulse" (alkaline batteries).





# ADVERTISING OPPORTUNITIES

## Promotional options:

1. Providing space for placing promotional stands/pop-up stand in the area of conference halls.
2. Placement of agreed advertising banner in the area of conference halls.
3. Placement of logo and/or Company name on the internet site on development of national suppliers network [www.rusautoconnect.com](http://www.rusautoconnect.com) with an active link to the partner's site.
4. Distribution of agreed souvenirs with company's logo among participants of the Forum (souvenirs are provided by Company).
5. Inclusion of agreed information and advertising materials of Company in handout of participants of the Forum (to be provided by Company).
6. Placement of information and advertising module in Forum catalogue.

**Sponsorship packages are sent by request.**

## CONTACT PERSON FOR REGISTRATION AND PRESENTATIONS

**QUESTIONS:** Sergey Amakhin,

Tel.: +7 921 364-99-60,

e-mail: [manager@rusautoconnect.com](mailto:manager@rusautoconnect.com)

**ADDITIONAL INFORMATION ABOUT EVENT** is available by

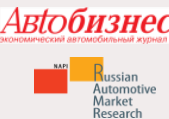
phone +7 (812) 740 72 26 AND ON SITE

**[WWW.RUSAUTOCONNECT.COM](http://WWW.RUSAUTOCONNECT.COM)**

## FORUM IS SUPPORTED BY:



BEITEN BURKHARDT



General Internet partner on  
commercial property



Media partner:



INTERNATIONAL FORUM ON DEVELOPMENT OF REGIONAL INDUSTRIAL COMPLEXES  
**INDUSTRIALIZATION: REGIONS CHOICE**  
 25-28 NOVEMBER 2014, ST. PETERSBURG-TOGLIATTI-V.NOVGOROD

**HOW TO REGISTER**

**You can register:**

By fax: +7 812 740 7226

By e-mail: [manager@rusautoconnect.com](mailto:manager@rusautoconnect.com)

At site: [www.rusautoconnect.com](http://www.rusautoconnect.com)

**Contact person:**

Yana Shalkovskaya

**Additional information** is available by phone

+7 812 740 7226 and +7 921 364 9960

**Conditions for participation (In a delegation group)**

**ONE-DAY PACKAGE  
 OPTIONS**

**25 November, 2014, main congress day**

**Participation in Forum**

Options include: participation in program of the Forum according to the agenda, informational materials of the Forum, lunch and coffee-breaks according to agenda, participation in Cocktail reception, organization of business communication and coordination meetings.

**Terms of participation with of speech during presentational session are sent by request.**

**Number of speeches is limited by timing of the session.**

**€ 385, -  
 Yes / No**

**OPTIONS OF TWO-DAY PACKAGE  
 CONGRESS DAY + EXCURSION DAY(on agreement)  
 OPTIONS**

**Promotion of company:** placement of company`s profile and contacts in special catalogue of excursion program participants, which will be distributed within the framework of the Forum, at sites of visited enterprises, industrial parks and regional administrations.

**25 November, 2014, main congress day**

**Participation in Forum (options of One-Day Package)**

**24 and 26 November, 2014**

**Visits to industrial sites/ industrial parks of St.Petersburg and Leningrad region; Meeting with regional enterprises**

Options include: Transfer; participation in excursions and meeting according to a program; meals.

**Number of seats is limited.**

**€ 590, -  
 Yes / No**



II INTERNATIONAL FORUM ON DEVELOPMENT OF REGIONAL INDUSTRIAL COMPLEXES  
**INDUSTRIALIZATION: REGIONS CHOICE**  
 25-28 NOVEMBER 2014, ST. PETERSBURG-TOGLIATTI-V.NOVGOROD

<b>FIVE-DAY PACKAGE</b> <b>EVENTS IN ST.PETERSBURG + VISIT TO AUTOMOTIVE CLUSTER OF TOGLIATTI</b> <b>OPTIONS</b>	
<p><b>Promotion of company:</b> placement of company`s profile and contacts in special catalogue of excursion program participants, which will be distributed within the framework of the Forum, at sites of visited enterprises, industrial parks and regional administrations.</p> <p><b>25 November, 2014, main congress day</b></p> <p><b>Participation in Forum (options of One-Day Package)</b></p> <p><b>November 24 – visits to industrial sites of North-West Federal District</b></p> <p><b>November 26-28 – visit to automotive cluster of Togliatti</b></p> <p><u>Options include:</u> Transfer on the territory of clusters; flight to Togliatti and return flight; visits to car assembly and machine-building enterprises of the region / industrial sites; accommodation in Togliatti.</p> <p><b>Number of seats is limited.</b></p>	<p><b>€ 1350, -</b> <b>Yes / No</b></p>
<p><b>Participation in cultural program for guests of St.Petersburg</b></p> <p><u>Options include:</u> transfers; participation in cultural program in a delegation group; dinner in restaurant complex.</p> <p><b>Number of seats is limited.</b></p>	<p><b>€ 200, -</b> <b>Yes / No</b></p>
<b>ADVERTISING PACKAGE</b>	
<p><b>Promotional options:</b></p> <ol style="list-style-type: none"> <li>1. Providing space for placing promotional stands/pop-up stand in the area of conference halls.</li> <li>2. Placement of agreed advertising banner in the area of conference halls.</li> <li>3. Placement of logo and/or Company name on the internet site on development of national suppliers network <a href="http://www.rusautoconnect.com">www.rusautoconnect.com</a> with an active link to the partner's site.</li> <li>4. Distribution of agreed souvenirs with company`s logo among participants of the Forum (souvenirs are provided by Company).</li> <li>5. Inclusion of agreed information and advertising materials of Company in handout of participants of the Forum (to be provided by Company).</li> <li>6. Placement of information and advertising module in Forum`s catalogue.</li> </ol>	<p><b>€ 1380, -</b> <b>Yes / No</b></p>
<p><b>Attention! Participants of delegations (minimal size of delegation - 5 persons) can get individual discounts by request.</b></p>	
<p><b>VAT FREE.</b></p>	
<p><b>10% discount for registration of 2nd and 3rd delegate.</b></p>	

INTERNATIONAL FORUM ON DEVELOPMENT OF REGIONAL INDUSTRIAL COMPLEXES  
**INDUSTRIALIZATION: REGIONS CHOICE**  
 25-28 NOVEMBER 2014, ST. PETERSBURG-TOGLIATTI-V.NOVGOROD

REGISTRATION FORM			
	First delegate	Second delegate	Third delegate
Full name:			
Position:			
Company name:			
Post address:			
Phone, fax:			
E-mail:			
Web-site:			
Contact person (name, mob. phone)			

**CONTACT PERSON:**

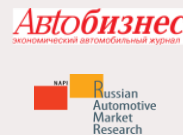
Sergey Amakhin, Yana Shalkovskaya

Tel/Fax: +7 812 740 72 26, +7 921 364 99 60, e-mail: [manager@rusautoconnect.com](mailto:manager@rusautoconnect.com)

**ORGANIZATORS:**



BEITEN BURKHARDT



**FORUM IS SUPPORTED BY:**

MEDIA PARTNER SKLADNO.RU

GENERAL INTERNET PARTNER ON COMMERCIAL PROPERTY ARENATOR.RU  
 КОММЕРЧЕСКАЯ НЕДВИЖИМОСТЬ