

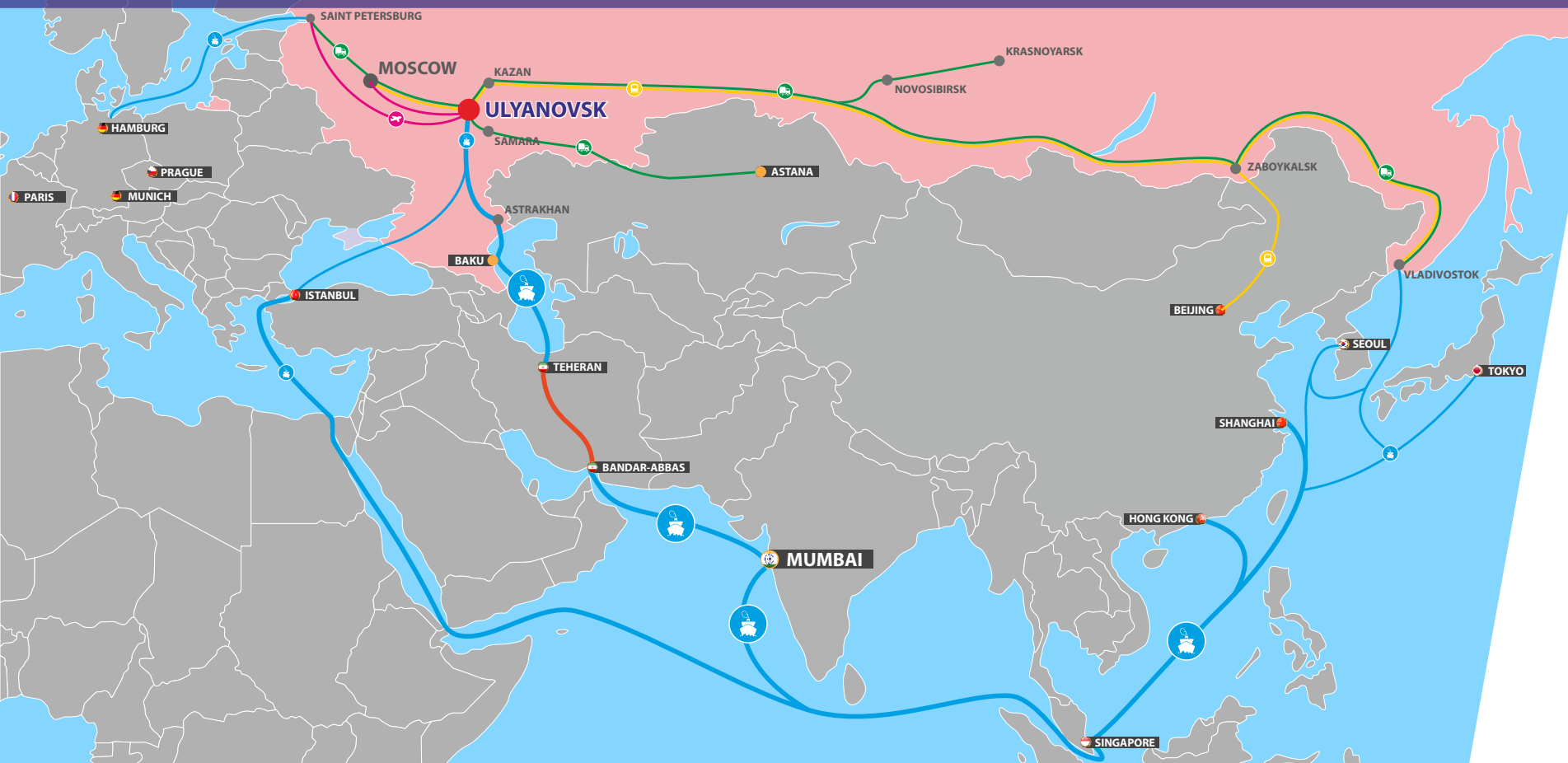
# ULYANOVSK REGION

CONNECTING BUSINESS AND INNOVATIONS





# ULYANOVSK REGION



## UNIQUE LOCATION OF THE REGION AT THE CROSSING OF LOGISTIC ROUTES

### Transport accessibility



2 INTERNATIONAL AIRPORTS



Moscow (SVO) - Ulyanovsk (1h 15m)  
3 flights everyday

Moscow (VKO) - Ulyanovsk  
6 flights everyday



2 RIVER PORTS,  
INCLUDING CARGO PORT «RIVER-SEA» TYPE



RAILWAY UNIT CONNECTING EUROPE AND ASIA

### Developed industrial base



**R - 1000 km.** 44 million inhabitants  
38% of effective demand of the Russian Federation  
193 thousand industrial enterprises



**R - 500 km.** 22 million inhabitants  
26% of effective demand of the Russian Federation  
47 thousand industrial enterprises



**1,26**  
mln people  
population of the region

**343**  
BLN RUB  
GRP

# KEY INDICATORS OF THE REGION

## DYNAMICS OF THE ULYANOVSK REGIONS DEVELOPMENT

**GRP**  
**OF THE ULYANOVSK REGION**  
2005-2017



**428%**

**THE SHARE OF HIGH-TECH**  
**PRODUCTS IN GRP**  
2017

**29%**  
(22% - national average)

**INDUSTRIAL OUTPUT**  
2005-2017




**392%**

**THE VOLUME OF INVESTMENTS**  
**IN FIXED ASSETS**  
2005-2017

**21** BLN  
USD

**INVESTMENT VOLUME**  
**GROWTH RATE**  
2005-2017



**711%**

## RATINGS



**DOING BUSINESS**  
1ST PLACE IN TERMS OF DOING BUSINESS



**THE INFORMATION**  
**SOCIETY INSTITUTE**  
1ST PLACE IN TERMS OF OPENNESS  
OF THE GOVERNMENT



**JOINT STUDY BY**  
**KPMG AND RSPP**



**NATIONAL RATING**  
10TH PLACE INVESTMENT CLIMATE



**INNOVATION REGIONS**  
**RATING**  
8TH IN TERMS OF INNOVATION (+8)

# HUMAN CAPITAL ASSETS

The Ulyanovsk region is among:

**TOP 5** in terms of **Science and technology in GRP**

**TOP 10** in the terms of **innovations development in the region**



**17** universities  
**5** state universities



**39 000** students  
**2 000** foreign students

In education  
institutions work

**250** PhD  
**1 400** Doctors

**€350**  
regional average salary level

## EDUCATIONAL OPPORTUNITIES

International Competence  
Center **WORLD SKILLS**



Collective work space  
"Boiling Point"



Children technology  
Park "Quantorium"



UNIVERSITY INCUBATOR



INTERREGIONAL COMPETENCE  
CENTER



UNIVERSITY CAMPUS



TECHNICAL COLLEGE



# COMFORTABLE CONDITIONS FOR INVESTORS

 **Hilton  
Garden Inn**  
Ulyanovsk



**500 000**  
TOURISTS ANNUAL

**120** CRUISE LINERS COME  
IN THE RIVER PORT

**WE PROVIDE COMFORTABLE LIVING  
CONDITIONS FOR OUR RESIDENTS  
AND THEIR FAMILIES**

**Transport accessibility**  
2 international airports

**Housing**  
Comfortable apartments,  
High – ranked hotels

**Leisure**  
One of the oldest Drama Theaters  
in Russia. Philharmonic, Concert Hall,  
Cinema, Parks and Shopping Malls

**Education**  
Institutions of Higher Education ,  
private schools and technology park  
for children



**2**

**in terms of comfortable  
conditions**

**2**

**in terms of  
personal safety**





# IMPLEMENTED PROJECTS



**115**  
implemented  
investment projects

**10**  
bln dollars  
total investment



# CLUSTERS

**ALTERNATIVE ENERGY**



**CONSTRUCTIONAL  
MATERIALS**



**AGRICULTURAL**



**MEDICAL**  
*(IN PROCESS)*



**AUTOMOTIVE**



**AVIATION**



**NUCLEAR-INNOVATIVE**



**MACHINE TOOL**



**FOOD**  
*(IN PROCESS)*

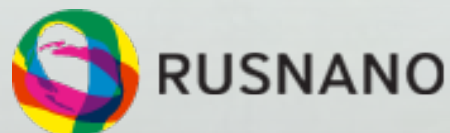


# ULYANOVSK REGION – ONE OF THE FIRST REGIONS ACTIVELY ENGAGED IN DIVERSIFICATION OF POWER BALANCE

**THE AIM OF THE REGION:** BECOME THE BASIC TERRITORY FOR THE DEVELOPMENT OF WIND POWER ENGINEERING IN RUSSIA

## AVAILABILITY OF SYSTEM PARTNERS

System partners and world vendors



## SUPPORT OF THE RUSSIAN GOVERNMENT

The project is **supported by the federal government**. Possible to initiate changes in legislation for the needs of the industry.

Formed **project office for alternative energy**



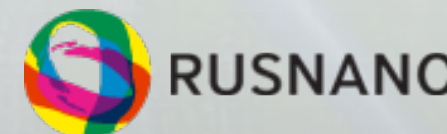
## CREATION OF THE FIRST WIND PARK

2018 – **first 35 MW wind park** commissioned in Russia. Start of construction of the second phase with the capacity of **50 MW**.

## LOCALIZATION OF NEW COMPETENCIES

Localization of production of components for wind turbines. 2019 – start of production.

First Special Investment Contract in alternative energy signed in February 2018

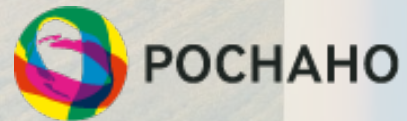




# WIND ENERGY CLUSTER

## MAIN AIMS:

- Creation of **comfortable ecosystem** for scientific research.
- Provision of continuous line of development and implementation of the latest technologies up to the stage of production and generation of demand.
- **Search for customers** for innovative products
- **Organization of export deliveries** for consumers around the world



JSK «FORTUM»

**35 MWT**

2017

THE FIRST PRIVATE  
WIND PARK

**50 MWT**

2018

**520 MWT**

PERSPECTIVE

THE FIRST REGION IN RUSSIA THAT INCLUDED REALIZATION OF PROJECTS IN WIND POWER ENGINEERING IN THE DEVELOPMENT STRATEGY AND IS SYSTEMICALLY WORKING IN THIS DIRECTION



# LOCALIZATION OF COMPONENTS

## ULYANOVSK REGION

### November 2016

A consortium of companies has been formed in order to launch the process of **localizing production of components** for wind turbines.

### February 2016

Vestas signed the **First Special Investment Contract in alternative energy**



VESTAS SPIC

**234**  
new jobs

**1,4**  
BLN RUB  
investment



# TRAINING OF PERSONNEL FOR WIND ENERGY SPHERE



## WIND POWER ENGINEERING DEPARTMENT IN ULYANOVSK STATE TECHNICAL UNIVERSITY



**Vestas**®



RUSNANO

- Theoretical and practical bases for the production of blades for wind turbines
- Training for a new energy generation industry



## VESTAS TRAINING CENTER ON THE BASIS OF ULNANOTECH

**Vestas**®



RUSNANO



ULNANOTECH®  
Ulyanovsk Technology Transfer Center

- Training of production processes
- Minimization of errors that occur before the launch of the blade plant that is under construction



# ECOSYSTEM FOR SCIENTIFIC RESEARCH



ULNANOTECH



RUSNANO



ULNANOTECH®  
Ulyanovsk Technology Transfer Center

- Unique innovation ecosystem
- Scientific process integration into real economy
- Center of attraction of scientist from all over the world

## NANOCENTER focuses on:

- **Alternative energy**
- Biotech and molecular genetics
- Integrated electronics
- Thin films coatings
- Composite materials



>110  
projects approved

200  
new high-tech jobs



# THE DEVELOPMENT OF RENEWABLE ENERGY

## ULYANOVSK REGION

*ALTREN LLC – project office for alternative and renewable energy development*



- R&D in the field of renewable energy
- Project management and organization of production processes
- Wind monitoring
- Creation of Alternative energy cluster in Ulyanovsk region
- Close cooperation with regional and federal executive bodies for the formation of the regulatory framework stimulating the development of renewable energy resource markets on the territory of Russian Federation, including isolated areas
- Participation in working groups of EnergyNet – National Energy Initiative program
- Participation in the sessions of Energy committee council of the State Duma of Russian Federation
- New projects arrangements for technology keepers, customers and investors in the field of components production localization in Russian Federation





# AUTOMOTIVE CLUSTER



96

companies



sollers

ISUZU

BRIDGESTONE



## OFFERS FOR THE FUTURE PROJECTS:

- The localization of the **autocomponents manufacturing**
- The establishment of the **autocomponents suppliers park**
- The establishment of **auto assembly production**
- The establishment of the training centers and centers of competence
- Export of **autocomponents**



Ulyanovsk Region is in the center of Automotive Industry in Russia



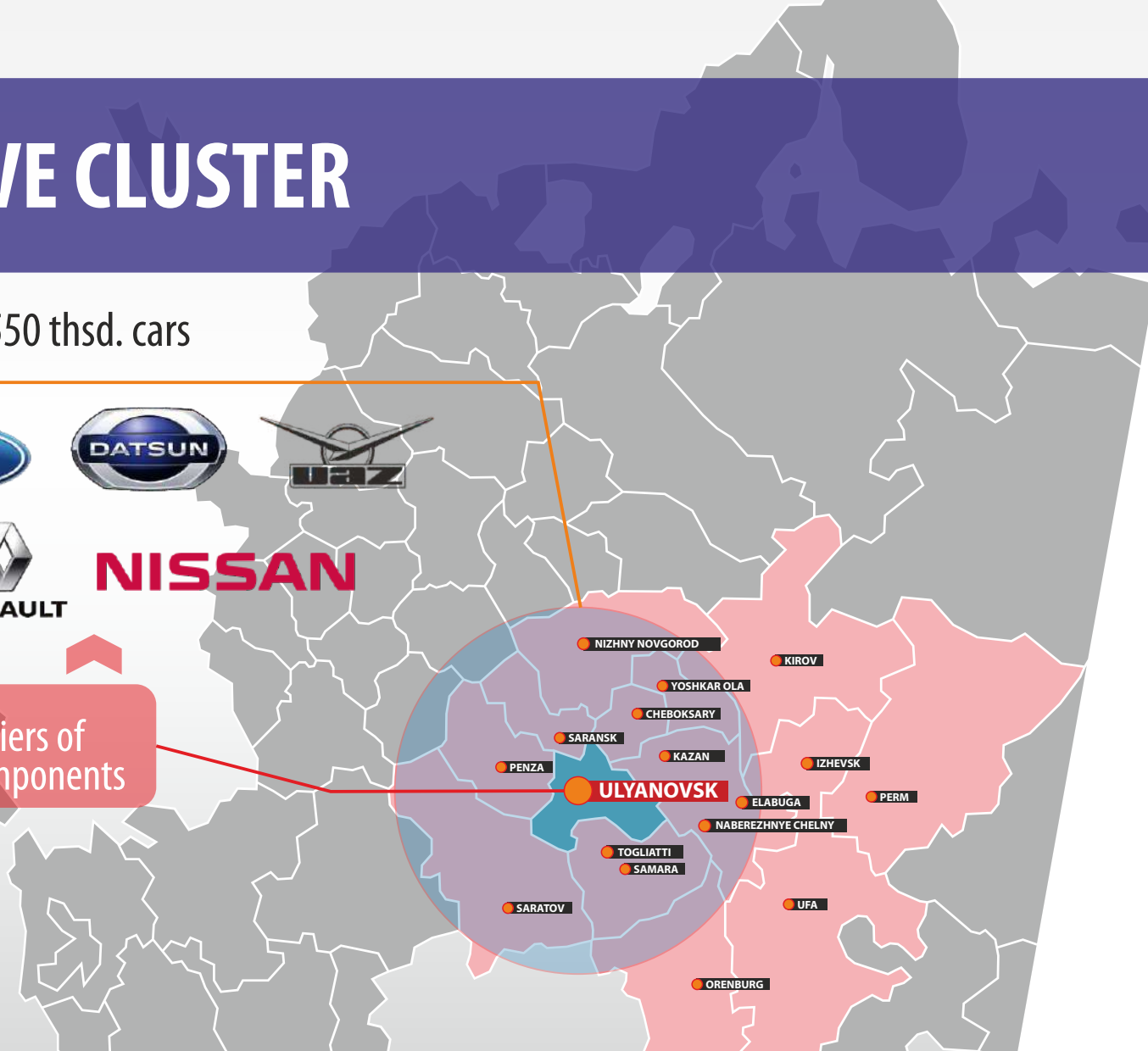
# AUTOMOTIVE CLUSTER

**VOLGA** cluster | **45%** | 550 thsd. cars



more than  
**400** suppliers of  
auto components

**1,2** mln cars  
produced in Russia in 2017



## ULYANOVSK REGION

**BRIDGESTONE**



**nemak**

**JOYSON**  
SAFETY SYSTEMS

**ISUZU**

**FEDERAL**  
MOGUL

**sollers**

**MARTUR**  
Automotive Seating Systems



Ulyanovsk Region is in the center  
of Automotive Industry in Russia



# ULYANOVSK AUTOMOBILE PLANT



UAZ has **renovated the assembling.**

The second assembling line of trucks was put into operation.

The **new UAZ PROFI** was manufactured.

The mass production of **the first UAZ PROFI hybrid car** is being developed.



**IMPLEMENTED PROJECTS**

# 41 252

cars sold in 2018



# COMMERCIAL VEHICLE MANUFACTURING

# ISUZU



## 5 000

Designed capacity (annually)

In 2017 the **company expanded its product line** in Russian market.

In 2017 an agreement of intent to set up **buses manufacturing** on the territory of the Ulyanovsk region.

**May 26, 2018 – Special Investment contract signed with Ulyanovsk region.**



**IMPLEMENTED PROJECTS**

**\$83** MLN  
investment  
volume

**400**  
jobs  
created



# PRODUCTION OF CITY BUSES



## SIMAZ

Joint project of **ISUZU** corporation subsidiary in Russia and **SIMAZ Ilc.** for the assembly of city buses of M3 category on the platform of **ISUZU NQR-90L-K**.

The three party memorandum was signed in 2017 between the Government of the Ulyanovsk region, ISUZU Corporation and SIMAZ Ilc. on the creation of the joint company in the territory of the Ulyanovsk region.



# 250

 city buses

estimated annual bus production plan



# SNOWMOBILES AND ATV'S PRODUCTION IN ULYANOVSK

**“Tehno-Kompakt+”  
LLC**

*snowmobile production  
since 2011*





# AVIATION CLUSTER

## OFFERS FOR THE FUTURE PROJECTS:

- The establishment of the **Aircraft Service Centers**
- Building of the **new types of the aircrafts**
- The establishment of the **customization centers**
- New sites for **aircraft components production**
- The establishment of **new paint shops**
- The development and building of **unmanned aerial vehicles**

**44**  
companies



**SUPERJET 100  
CUSTOMIZATION CENTER**



**TU-204**

**IL-76MD**

**\$5,2** BLN  
collective turnover of  
the aviation cluster participants

**17 000**  
people - employment level  
in aviation cluster



# AIRCRAFT PRODUCTION



**Aviastar JV** is an aircraft building plant in Ulyanovsk, part of the Joint Aircraft building Corporation.

Specification:

- **IL-76MD-90A** – cargo aircraft
- **Tu-204** – civil branch of aircraft
- **An-124 "Ruslan"** – cargo aircraft service and modernization
- **Sukhoi Superjet 100** – customization, interior mounting and body painting



Larger company for civil aircraft production in Russia



# UAV COMPETENCE CENTER

## ULYANOVSK REGION

- UAV design
- UAV production
- UAV fleet for rent
- Flight data processing
- UAV sales
- Aftersales service



**UAV PRODUCTION AND NEW PRINCIPLES  
OF USE DEVELOPMENT**



# UAV COMPETENCE CENTER

## ULYANOVSK REGION

- Design and production of batteries and power units
- Design of autonomous UAV for the delivery of goods
- Design of UAV for agricultural sector
- Design and production of mobile and stationary flight control stations
- Construction of testing grounds and centers
- Students training on the basis of **World Skills** competence center in Ulyanovsk



## UAV PERSPECTIVE MARKET SEGMENTS



# MACHINE TOOL BUILDING CLUSTER

## OFFERS FOR THE FUTURE PROJECTS:

- The machine tool equipment production localization
- The development and manufacturing of **equipment for the automotive production and aviation**
- The machine tools **components** manufacturing
- The **assembly facility**

**DMG MORI**

Plant Capacity – **1200 tools per year**,  
including machine tools for aviation,  
space and automotive production industries



The first Special Investment Contract  
signed in the sphere of machine  
tool building in Russia with **DMG MORI**



# FOOD CLUSTER

## ULYANOVSK REGION

**22 ha**  
Total area

**6-8**  
Greenfield sites

- Developed engineering infrastructure
- Developed logistic infrastructure
- Public transport
- Cooperation with local companies



### CLUSTER PARTICIPANTS

**EFES**  
RUS

**MARS**



# AGRICULTURAL CLUSTER



**1,3** mln Ha  
Cultivated area

**135** thousand Ha  
farm areas

**320**  
agricultural enterprises  
in the region

## OFFERS FOR THE FUTURE PROJECTS

- The construction and development of **breeding complex**
- **Fruits and Vegetables** cultivation
- **Poultry farming**
- **The greenhouses** construction
- **Agricultural Machinery**
- Grain export



**60%** of the  
lands  
agricultural area



# PROJECT IMPLEMENTATION OPTIONS

## 1 GREENFIELD

GETTING LAND AND CONSTRUCTION  
OF ITS OWN PREMISES



## 2 BROWNFIELD

RENT OF STANDART PREMISES



## 3 BUILT-TO-SUIT

CONSTRUCTION OF INDUSTRIAL BUILDINGS  
SPECIALLY FOR THE CUSTOMER







## BUILT-TO-SUIT

- **Financial scheme approval** by the client  
(rent/leasing/purchase)
- **Design approval** by the client
- **Construction process control** by the client
- **Penalties** for the missed construction deadlines

**Available for any location  
in the region**

**CONSTRUCTION MANAGEMENT**

**RENT WITH OPPORTUNITY  
FOR FURTHER REPURCHASE**



**INDUSTRIAL PREMISES**



## LOCALIZATION OPTIONS

- 1. Special Economic Zone “ULYANOVSK”**
  - 2. Industrial Park “ZAVOLZHYE”**
  - 3. Territory of advanced social and economic development “DIMITROVGRAD”**
- 
- 4. Any other location in the region**

### THE REGION ASSISTS IN PROJECT IMPLEMENTATION



Search for  
business partners



Assisting in  
holding negotiations



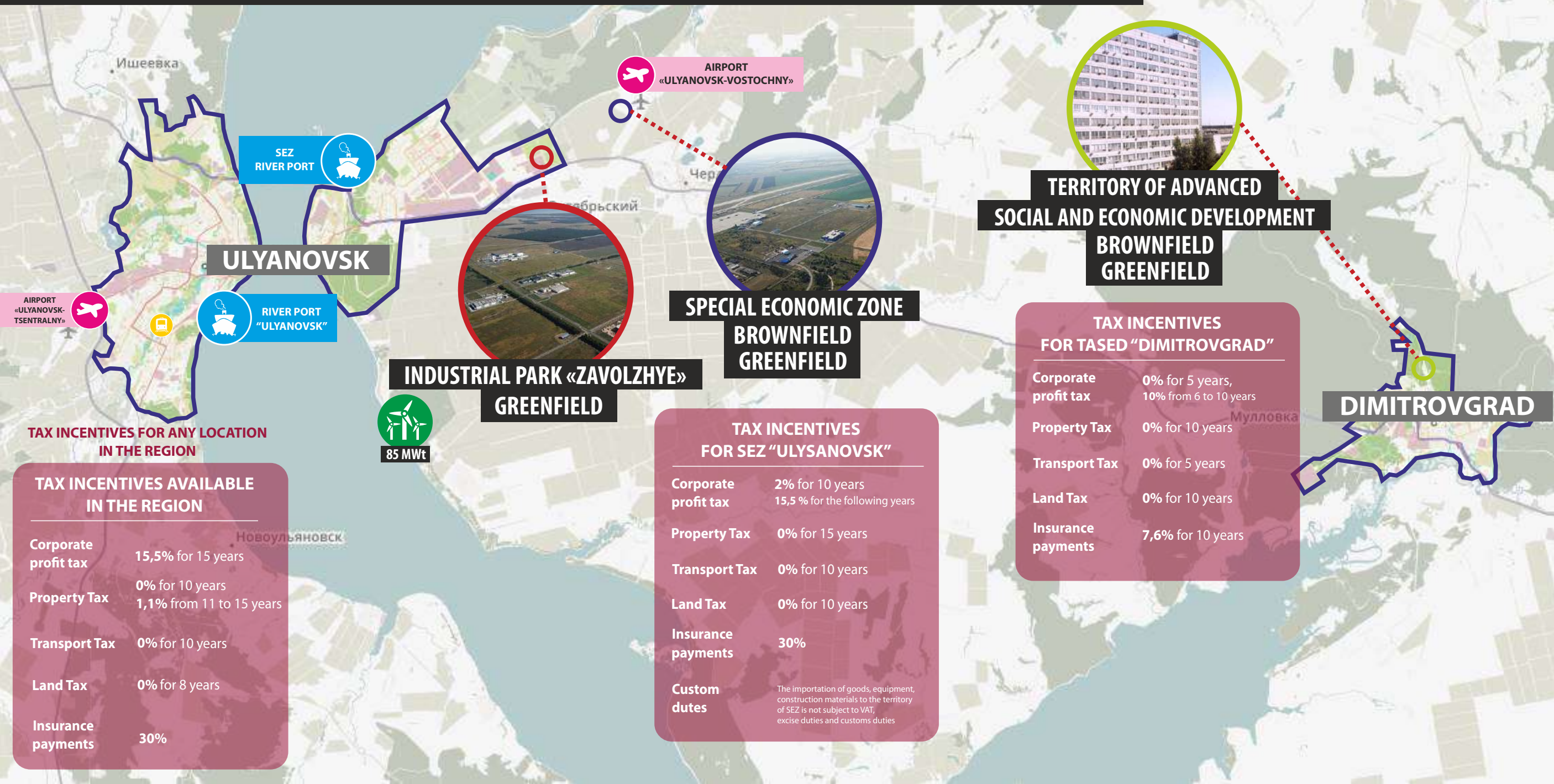
Search for suppliers  
and potential markets



Establishment of  
a joint venture



# INVESTMENT SITES «GREENFIELD», «BROWNFIELD»





# SPECIAL ECONOMIC ZONE

THE ONLY SEZ OF AIRPORT TYPE IN RUSSIA

**462 Ha**

TOTAL AREA

**22**

RESIDENTS

READY ENGINEERING  
INFRASTRUCTURE

FREE CONNECTION  
OF COMMUNICATIONS

PROJECT IMPLEMENTATION  
«CUSTOMIZATION CENTER OF  
SUKHOI SUPERJET 100»



INTERNATIONAL AIRPORT  
"ULYANOVSK VOSTOCHNY"



SEZ  
ULYANOVSK

THE TERRITORY OF  
THE INDUSTRIAL DEVELOPMENT

INDUSTRIAL ZONE  
"ZAVOLZHYE"

INDUSTRIAL ZONE  
UAC

TRANSPORT INFRASTRUCTURE

KM

7

FEDERAL HIGHWAY

16

RAILWAY STATION (CONNECTED BY A RAILWAY  
BRANCH TO THE AIRPORT))

25

CARGO RIVER PORT (VESSELS OF TYPE  
"RIVER-SEA")

73K-1428

73P-178

73P-178

73P-178

73P-178

73P-178



# NO CUSTOMS DUTIES FOR IMPORTING GOODS

ЗОНА ТАМОЖЕННОГО КОНТРОЛЯ

CUSTOMS CONTROL ZONE

Construction materials and  
equipment

Components and repair  
parts

0%

VAT

0%

Duties

0%

Excise duties

## SEZ «ULYANOVSK»

- Unlimited storage period
- Free goods processing
- Defective goods disposal

### GOODS OUT

- Duties and vat paid for the final product or foreign components in it
- Import of goods to RF by parts
- Post-payment of duties and VAT

**FREE CUSTOMS ZONE REGIME**



# SEZ «ULYANOVSK» TERRITORY



RUNAWAY

ROAD TO FEDERAL HIGHWAY

**AIRPORT**  
**«ULYANOVSK-VOSTOCHNY»**

**INDUSTRIAL PARK «PLATFORM»**

**INDUSTRIAL PARK «PLATFORM 2.0»**

*2020 - completion term*

**CUSTOMS**

ROAD TO ULYANOVSK



# MEASURES OF STATE SUPPORT

## SPECIAL ECONOMIC ZONE "ULYANOVSK"



**Income tax**

**2%** for 10 years

**15,5%** FOR ALL SEZ  
TIME EXISTENCE



**Transport tax**

**0%** for 10 years



**Property tax**

**0%** for 15 years



**Land tax**

**0%**



**VAT**

**0%** **FOR SERVICES IN SEZ**  
for 10 years



# INDUSTRIAL PARK "ZAVOLZHYE"

**706** Ha

TOTAL AREA

**30**

RESIDENTS

**ЭКСПЕРТ РА**  
РЕЙТИНГОВОЕ АГЕНТСТВО

RATING OF INVESTMENT ATTRACTIVENESS OF  
INDUSTRIAL PARKS AND SEZ

**AA**

TOP  
RATING

**4**

POSITION  
IN GENERAL  
RATING

**1**

POSITION  
BY INDICATOR  
"LOCATION"

**BUSINESS DEVELOPMENT ALONGSIDE  
SUCCESSFULLY IMPLEMENTED PROJECTS**



**DMG MORI**

PUT INTO OPERATION: 2015

VOLUME OF INVESTMENTS:

**4,5 BLN RUB**

JOBS CREATED: 120



**BRIDGESTONE**

PUT INTO OPERATION: 2016

VOLUME OF INVESTMENTS:

**13,5 BLN RUB**

JOBS CREATED: 600



**2000** Ha

THE TERRITORY OF THE  
INDUSTRIAL DEVELOPMENT

INDUSTRIAL ZONE  
"ZAVOLZHYE"

**RESIDENTS**




Октябрьский



# INDUSTRIAL PARK "ZAVOLZHYE"



## READY ENGINEERING INFRASTRUCTURE

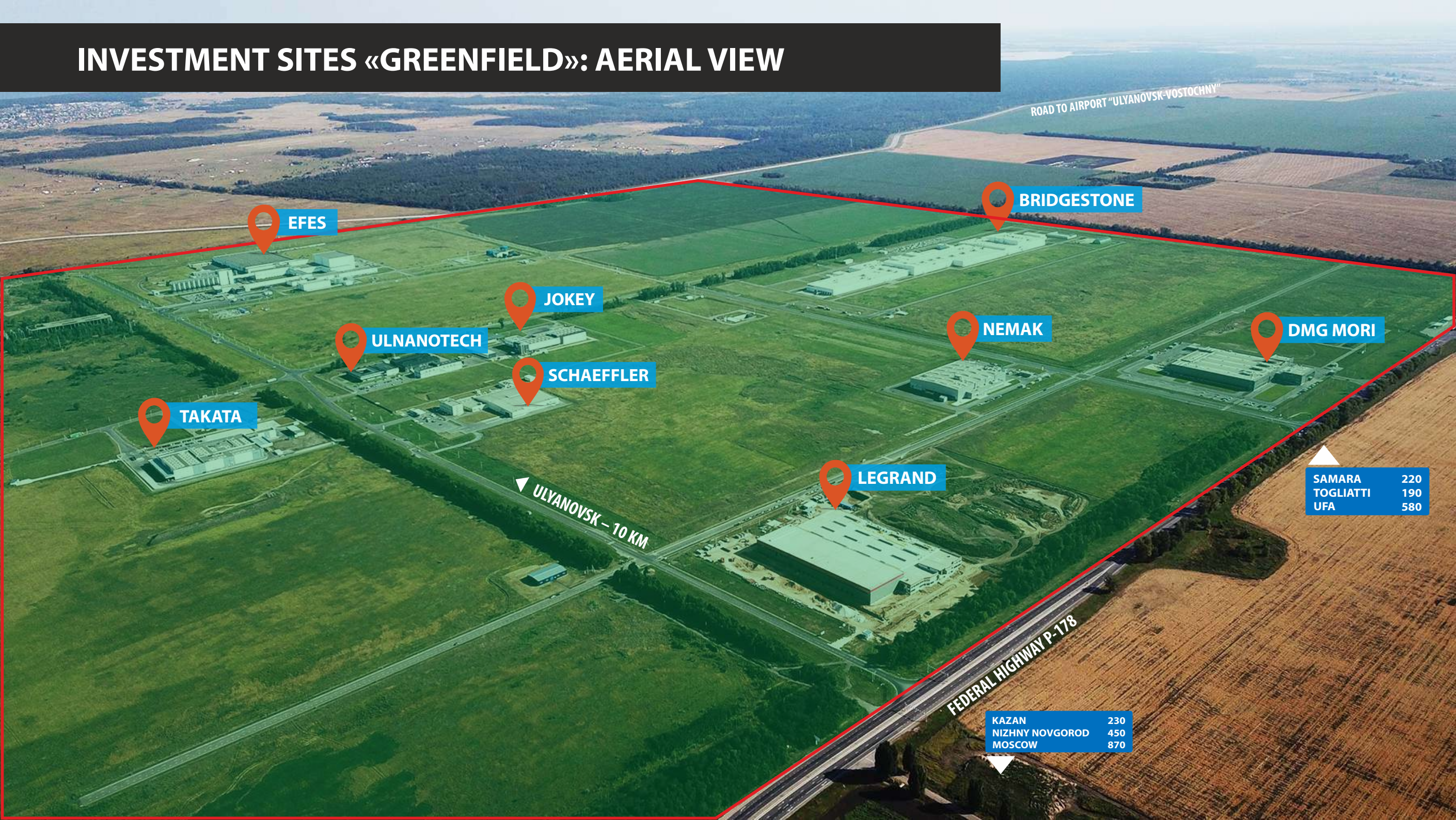
-  Roads
-  Electricity
-  Gas supply
-  Water supply

## RESIDENTS





# INVESTMENT SITES «GREENFIELD»: AERIAL VIEW



ROAD TO AIRPORT "ULYANOVSK-VOSTOCHNY"

EFES

BRIDGESTONE

JOKEY

ULNANOTECH

NEMAK

DMG MORI

TAKATA

SCHAEFFLER

LEGRAND

ULYANOVSK - 10 KM

FEDERAL HIGHWAY P-178

SAMARA	220
TOGLIATTI	190
UFA	580

KAZAN	230
NIZHNY NOVGOROD	450
MOSCOW	870



## MEASURES OF STATE SUPPORT

### SPECIALLY SIGNIFICANT INVESTMENT PROJECT STATUS



Income tax

**15,5%** for 15 years



Property tax

**0%** for 10 years  
**1,1%** from 11 to 15 years



Land tax

**0%** for 8 years



Transport tax

**0%** for 10 years



# TASED «DIMITROVGRAD»

## TERRITORY OF ADVANCED SOCIAL AND ECONOMIC DEVELOPMENT

**116 000**  
population

- State scientific center – Research Institute of Atomic Reactors
- Federal hi-tech medical radiology center
- Industrial park “DIP Master”

**TAX INCENTIVES FOR RESIDENTS**  
Unique opportunities for business



INVESTMENT SITES  
«GREENFIELD» AND «BROWNFIELD»



# INDUSTRIAL PARK «DIP-MASTER»



## BROWNFIELD

Dimitrovgrad, pr-t Avtostroiteley, 78/10

### HEATED SPACE

Availability of office, warehouse, production premises

### Unique tax regime for residents

**7,6%** - insurance premiums

**0%** - income tax

### Low cost of resources

**\$0,06/kW \* hour** - electricity Supply

OFFICE AND INDUSTRIAL SPACE

**150 000 m<sup>2</sup>**



RENT

**\$1,78** /m<sup>2</sup> incl. VAT

warehouse and production facility space



# FREE PLANNING OF INDUSTRIAL PREMISES





# INDUSTRIAL PARK «DIP-MASTER»

## DIMITROVGRAD

Territory of advanced social and economic development



**90 km** Distance to Ulyanovsk

**150 km** Distance to Samara

### Ready infrastructure

**A** Roads  
73P-178 Ulyanovsk-Dimitrovgrad-Samara

**R** Railway  
located on the territory of Dipmaster

**E** Electricity  
20MW

**G** Gas  
100 m<sup>3</sup>/h

**W** Water supply  
100 m<sup>3</sup>/h

**7-10 m** ceiling height

**2-20 t** frame crane capacity

**5 t** floor loading



# MEASURES OF STATE SUPPORT

## TERRITORY OF ADVANCED SOCIAL AND ECONOMIC DEVELOPMENT "DIMITROVGRAD"



**Income tax**

**0%** for 5 years

**10%** from 6 to 10 years



**Property tax**

**0%** for 10 years



**Land tax**

**0%** for 10 years



**Transport tax**

**0%** for 5 years



**INSURANCE PREMIUMS**

**7,6%** for 10 years

**30% - standart rate**



# EXPORT POTENTIAL OF THE ULYANOVSK REGION



**\$1,5 BLN**

**20%**  
GROWTH BY COMPARISON WITH 2017

FOREIGN TRADE TURNOVER OF THE ULYANOVSK REGION IN 2018

**95,5%**

SHARE OF NON-RAW PRODUCT, NON-ENERGY EXPORTS

**102**



COUNTRIES WORLDWIDE - EXPORT DESTINATIONS

**128**

COMPANIES EXPORT ABROAD

## TOP-10 EXPORTERS



Scientific developments in the field of nuclear medicine



Export of aircraft components

ULYANOVSKNEFTEGAZ

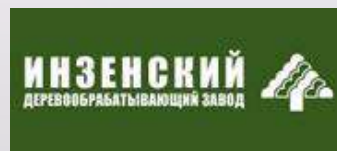
Production of petroleum products



Manufacture of automobiles



Export of grain



Manufacture of wood products



Export of auto components



Manufacture of bridge and road fences



Production of petroleum products



Production of auto components



The instrument for Support and development of Russian industry, provided by Federal Act No.488 of 31.12.2014 "On industry policy in the Russian Federation"

**SPIC** - an agreement between an industrial investor and the state (or the region), which sets forth:

- the obligations of the investor to create (or modernize) industrial production facilities and set up production within the timeframe stipulated by the contract;
- the obligation of the state to provide stable tax conditions and provision of incentives

## The advantages of SPIC

### «MADE IN RUSSIA» STATUS

EXPEDITED AND SIMPLIFIED  
PROCEDURE OF OBTAINING THE  
"MADE IN RUSSIA" STATUS

### TAXES

NON-DETERIORATION OF TAX  
CONDITIONS OPPORTUNITY TO  
REDUCE THE RATES OF REGIONAL  
AND MUNICIPAL TAXES

### THE ACCESS TO THE STATE CONTRACTS

OPPORTUNITY TO RECEIVE **THE SINGLE  
PRODUCT SUPPLIER STATUS** FOR PRODUCTS  
MANUFACTURERS UNDER THE SPIC  
PARTICIPATION IN STATE PURCHASE  
CONTRACTS ON **A NON-COMPETITIVE BASIS**

## SPECIAL INVESTMENT CONTRACT

### CONDITIONS

# 750 MLN rubles

The minimum amount of the investments  
for SPIC

### Period of validity

Time for the project to become operationally  
profitable + 5 years, but not more than 10 years

### EXPERIENCE



MACHINE TOOLS

31 May 2016

**DMG MORI**



ALTERNATIVE  
ENERGY

20 December 2017

**Vestas**



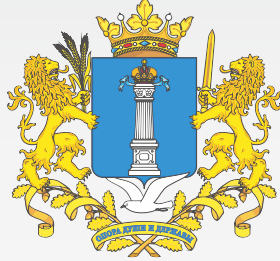
AUTOMOTIVE

26 May 2018

**ISUZU**

**THE REGION HAS SUCCESSFUL EXPERIENCE  
OF SIGNING SPIC IN MACHINE TOOL,  
ALTERNATIVE ENERGY AND AUTOMOTIVE PRODUCTION**





ULYANOVSK REGION  
DEVELOPMENT CORPORATION



**GOVERNOR**

**SERGEY MOROZOV**

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**GENERAL DIRECTOR**

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**EVGENY PLATZEV**

+7 927 812 31 55

e.platzev@ulregion.com



# SUCCESS STORY





# WELCOME TO ULYANOVSK REGION

