

Why do global companies choose
the SEZ «Alabuga»



«The SEZ Alabuga
has a World-class
infrastructure
and it is real »

Ted Cannis,
President and CEO,
Ford Sollers



FordSollers

Joint enterprise
Ford Motor Company & Sollers





«Rockwool International
has built the largest thermal
insulation materials producing
factory in the World and
saved \$12.6 mln. on customs
incentives»

Nicholas Andrew Vince,
Director General, Rockwool Russia



ROCKWOOL®
FIRESAFE INSULATION



Free customs zone

on importing equipment
from foreign countries

Foreign
countries



SEZ
"Alabuga"



Russian
Federation

0% — VAT

0% — Import duty

« Preiss-Daimler confirms that Yelabuga customs post is one of the best posts in Russia »

Ilvir Sattarov, Director,
JV Preiss-Daimler
and JSC Tatneft



P-D TATNEFT
FIBERGLASS







Customs post operates only for the SEZ «Alabuga» residents

E-declaration
Customs clearance
within 3 hours

Why do global companies choose the **SEZ «Alabuga»**?



**FREE CUSTOMS
ZONE**

«In such a large project
like ours, tax incentives
are of a great importance»

Mehmet Ali Tiryaki, Director General,
JV Sisecam and Saint-Gobain







0%

property tax

land tax

transport tax

Corporate income tax

Period	Tax rate for <i>SEZ residents</i>
First 5 years	2%
Second 5 years	7%
Till 2055	15.5%

**«Hayat Group is investing
into its project in Alabuga
\$400 mln. Tatarstan has
a great business environment»**

Onur Güven,
Development Director,
Hayat Group







« Tatarstan - region with the most favourable conditions for foreign investors »



Deutsch-Russische
Auslandshandelskammer
Российско-Германская
внешнеторговая палата

Survey among 800 companies - members of Russian-German
Chamber of Commerce about doing business in Russian regions, 2012
<http://russland.ahk.de/ru/publikatii/impuls/inhalt-impuls-2012/regionalnyi-opros/>

«SEZ «Alabuga»
is listed in
Top-40
global free
zones of the future»

* ranking is based on the analysis of 600
free zones from 120 countries around the World

FT **fDi** Foreign Direct Investment Magazine
FINANCIAL TIMES

**« Thanks to free connection
to utility lines Air Liquide
saved up to \$ 5 mln.
of investments »**

Jan Keller, Vice-President Russia-CIS
and member of Air Liquide
Executive Committee





Free connection to utility lines

Connection cost to electricity lines:

Moscow — \$1 000 000 USD per 1 MW

Tatarstan — \$ 195 000 USD per 1 MW

**SEZ «Alabuga» —
\$0 USD per 1 MW**

« We had a very long
and careful study of various
production sites and finally chose
the SEZ Alabuga because
of it's convenient location »

Alan Irvin,
Project Manager,
Armstrong Russia





8_{OUT} 14

RUSSIAN BIGGEST CITIES

are located
within 1000 km area

1000 km



« We don't have
any difficulty finding
workforce »

Oleg Maximov,
Director General,
CJSC Polymatiz



ПОЛИМАТИЗ



Labour cost for white and blue collars*

Average wages**



Blue collars

\$700 USD



White collars

\$900 USD



* According to the research of www.hh.ru

** Including taxes

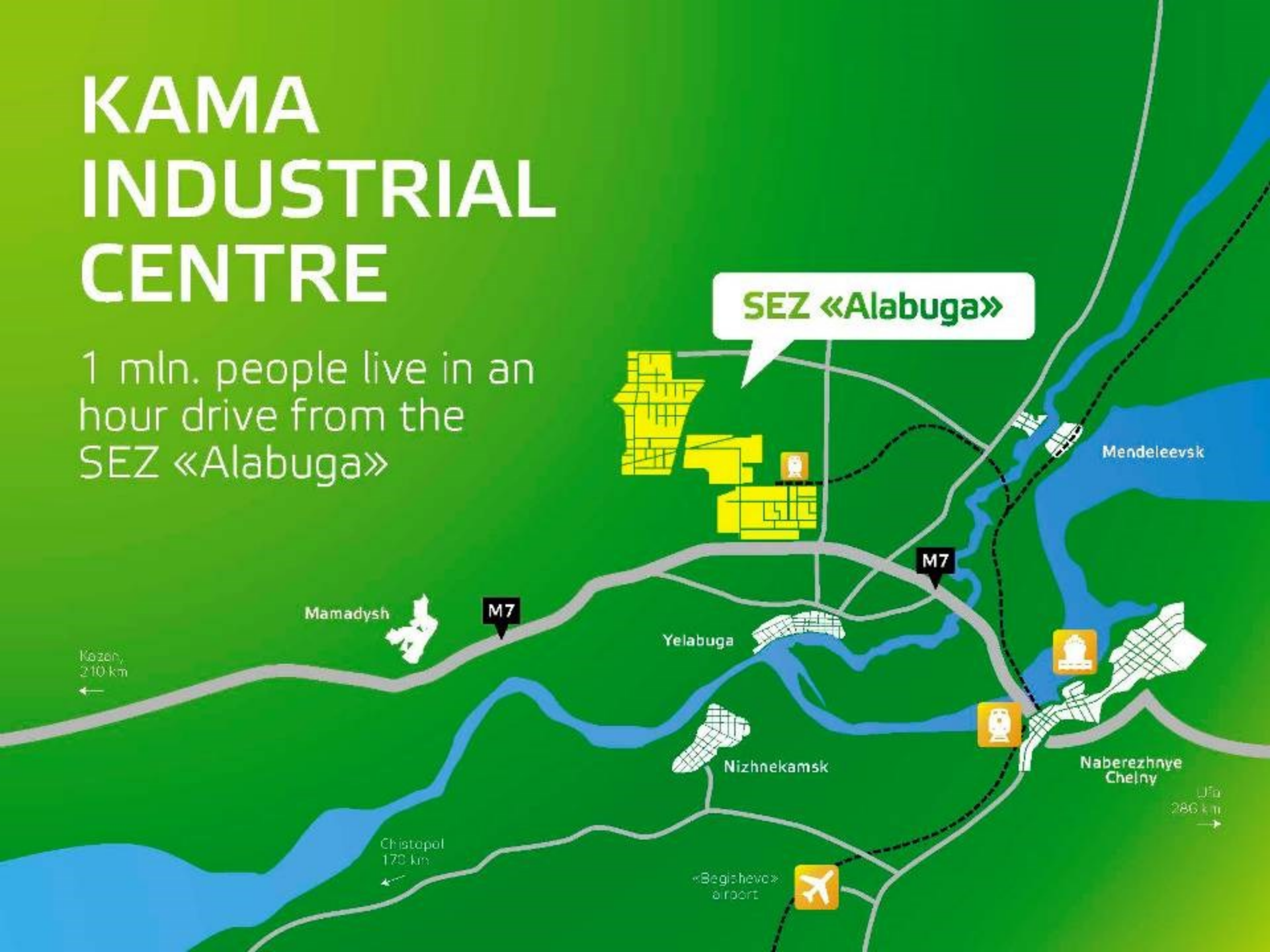
**«Manufacturing is central to what we do.
And to be successful in Russia we need
to manufacture in Russia»**

Tim Kenig,
General director «3M Russia»



KAMA INDUSTRIAL CENTRE

1 mln. people live in an
hour drive from the
SEZ «Alabuga»



« **SEZ Alabuga**
is the best place to set up
a production facility »

Chief Beaver,
Beaver Dam Alabuga



\$628 mln. USD

State investments

\$3 bln. USD

Contracted investments

\$1.7 bln. USD

Already invested

Why do global companies choose the SEZ "Alabuga"?

A Plus
Development

FOR RENT

A Plus Park Alabuga

Ready industrial premises on the territory
of the SEZ «Alabuga»

Project Developer:
LLC «A Plus Development»

www.aplusdevelopment.ru



A Plus Park Alabuga Project developer

«A Plus Development» - is a full cycle federal developer, offering services on industrial facilities creation, upgrading and development, as well as industrial facilities rent and purchase.



A Plus Park Alabuga Description

36 Ha

land plot
area

200 000 sq.m.

total area
of the complex

4

buildings

186 000 sq.m.

production-warehouse
facilities

14 000 sq.m.

administrative
buildings



BASIC SPECIFICATION

- Ceiling height – from 10 m
- Column space – 12 x 24 m
- Anti-dust coating floor
- Floor loading – 6 tons/sq.m.
- LED lighting
- Emergency fire and alarm system
- Loading and unloading gates
- Built-in administrative facilities
- Passenger and cargo transport parking

A Plus Park Alabuga Development stages



1st stage 50 000 sq. m.

Readiness:

16 000 sq. m. – 4th Q, 2014

34 000 sq. m. – 1st Q, 2015

Current status:

under construction

Reserved:

33 000 sq. m.

2nd stage 50 000 sq. m.

Readiness:

2016

3rd stage 50 000 sq. m.

Readiness:

2017

4th stage 50 000 sq. m.

Readiness:

2018

A Plus Park Alabuga Cooperation options

Possible options:

- Ready production-warehouse facilities with a basic specification
- Ready facilities adjustment according to customers' requirements
- Built-to-suit turnkey construction

Cooperation options:

- Long-term lease
- Purchase
- Hire-purchase

Contact information:

Cushman&Wakefield – exclusive broker of the project

Polina Pak

D +7 495 799 9888 ext. 596171

M +7 910 463 4207

polina.pak@eur.cushwake.com





Industrial park Synergy

TOTAL AREA 24 500 SQ.M.







7 flights

**a day
to Moscow
and back**

flight time - 1 h. 30 minutes

40 minutes drive
from airport



«Tatarstan is a comfortable place to live»

Axel Bense,
Director of Production,
LLC Mercedes-Benz Trucks Vostok



Mercedes-Benz





GOLF KAZAN



Development strategy of the SEZ «Alabuga»

	2014*	2020
Quantity of residents	42	120
Quantity of operating plants	11	120
Contracted investment volume (\$ bln. USD)	3	12
Investment volume (fact) (\$ bln. USD)	1.7	12
Tax payments (fact) (\$ mln.USD in 2013)	67.3	600
Production volume (fact) (\$ bln. USD in 2013)	0.9	8.6
Jobs	4 437	16 000

Thank you for your kind attention!



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post@sezalabuga.ru
www.alabuga.ru

International diploma

School of 10 classes

10 students in each class

Boarding school

for 40 students









Thank you for your kind attention!



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