

Why do global companies choose
the SEZ «Alabuga»



**«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/publikacii/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

«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





\$628 mln. USD

State investments

\$3 bln. USD

Contracted investments

\$2 bln. USD

Already invested



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

Mehmet Ali Tiryaki, Director General,







0%

property tax
land tax

transport tax

Corporate income tax

Period

**Tax rate for
*SEZ residents***

First 5 years

2%

Second 5 years

7%

Insurance contributions

for residents
carrying out innovation activities

Year	For <i>Non-residents</i>	For <i>SEZ residents</i>
2011-2017	30%	14%
2018	34%	21%
2019	34%	28%



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





Industrial park Synergy

TOTAL AREA 24 500 SQ.M.







INTERSKOL

will put into operation an electric tools manufacturing plant in the SEZ “Alabuga” with investment volume more than 40 mln rubles.



“Engineering center INTERSKOL” is going to develop 15 new experimental and empirical samples of the electric tool items per year.

The implementation of the project “Engineering center INTERSKOL” will make it possible to conduct large-scale constructive-experimental work as well as to launch massive production of different types of tools using collector-free electric drive which guarantees a revolutionary improvement of efficient energy use and operational life of the electric tools

«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**

« 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



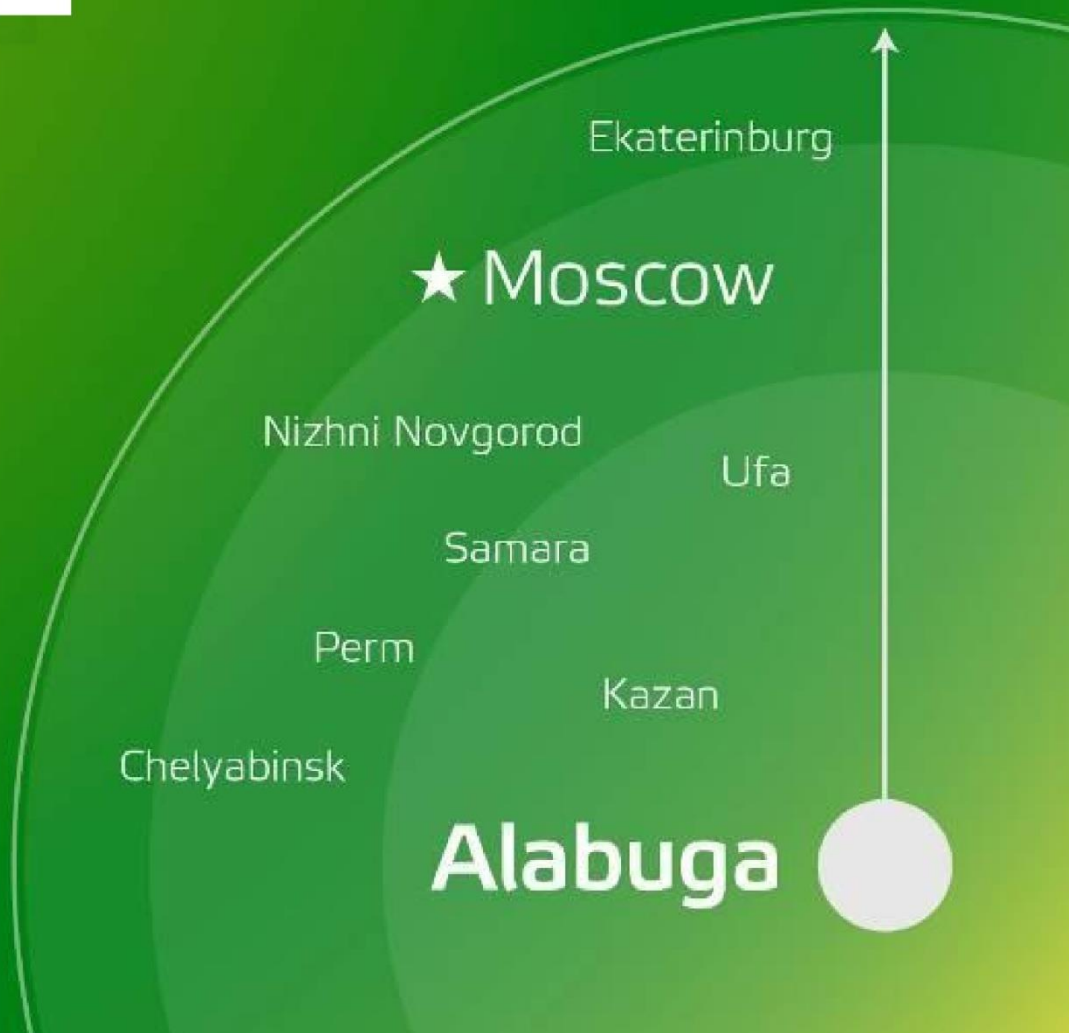


8^{OUT} 14

RUSSIAN BIGGEST CITIES

are located
within 1000 km area

1000 km



7 flights

**a day
to Moscow
and back**

flight time - 1 h. 30 minutes

40 minutes drive
from airport



Why do global companies choose the SEZ "Alabuga"?

« 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



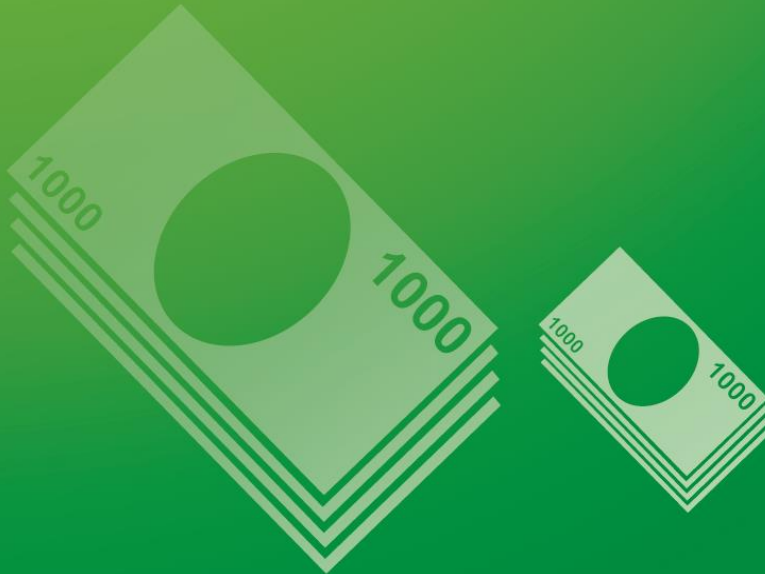
\$700 USD



White collars



\$900 USD



* According to the research of www.hh.ru

** Including taxes

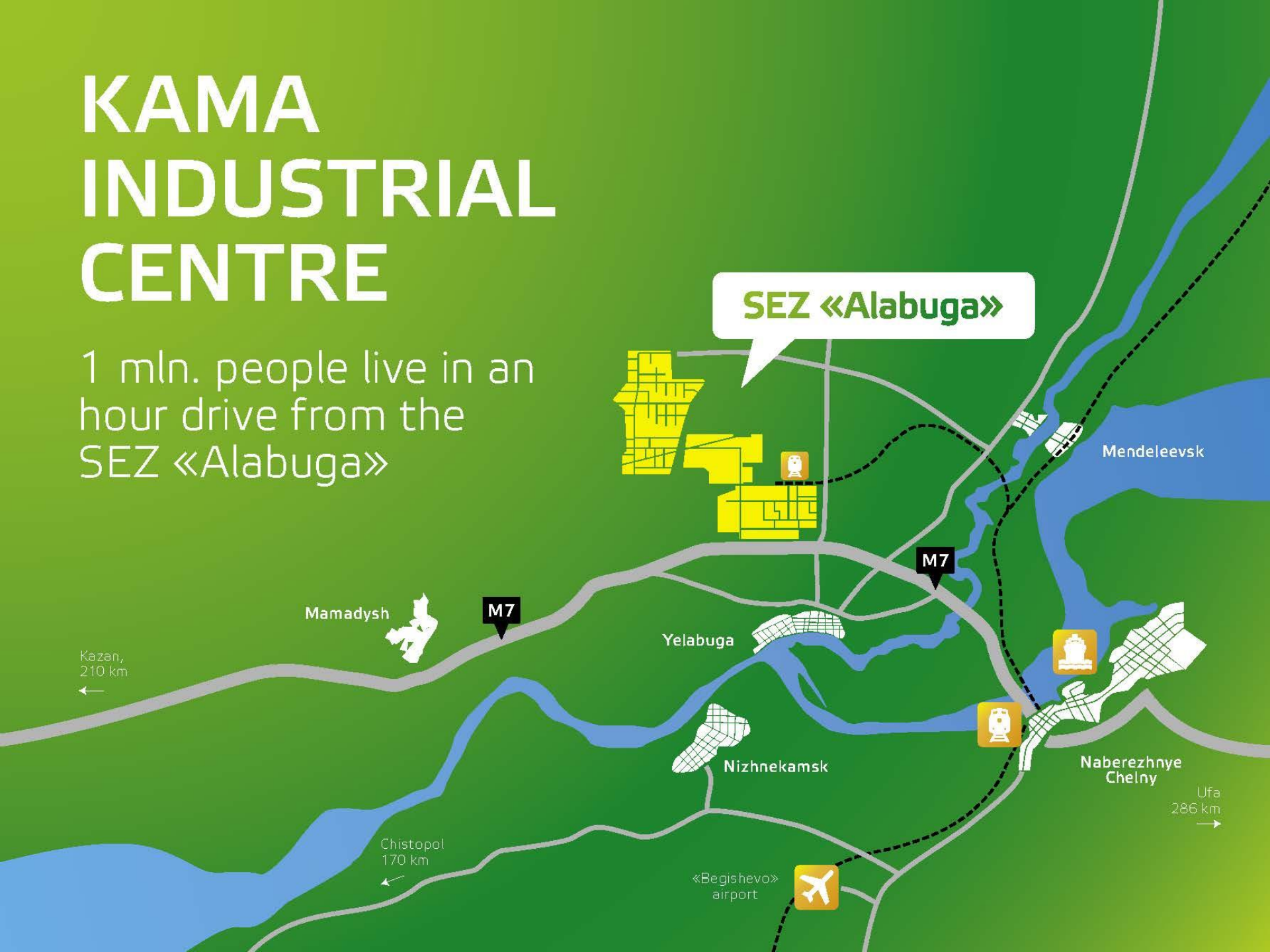
**«Manufacturing is central to what we do.
And to be successful in Russia we need
to manufacture in Russia»**

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



«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	14	120
Contracted investment volume (\$ bln. USD)	3	12
Investment volume (fact) (\$ bln. USD)	2	12
Tax payments (fact) (\$ mln.USD in 2013)	67.3	600
Production volume (fact) (\$ bln. USD in 2013)	0.9	8.6
Jobs	4 500	16 000

International diploma

School of 10 classes
10 students in each class

Boarding school
for 40 students

















Thank you for your kind attention!



Tel.: +7 (85557) 5-90-30
e-mail: invest@sezalabuga.ru,
post@sezalabuga.ru
www.alabuga.ru