



Regional Investment Forum

Voronezh Region

April 12, 2010
Marriott Grand, Moscow



Welcome speech on behalf of the AEB

**Reiner Hartmann Chairman of the AEB Executive
Board**

Frank Schauff, CEO, AEB

April 12, 2010
Marriott Grand, Moscow



Welcome speech by

Alexey Gordeyev, Governor of the Voronezh Region

April 12, 2010
Marriott Grand, Moscow



Investment potential of the Voronezh Region

Alexander Ganov, Vice-Governor, First Deputy Chairman of the Government of the Voronezh Region


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Government of the Voronezh Region



5 reasons to invest in the Voronezh Region

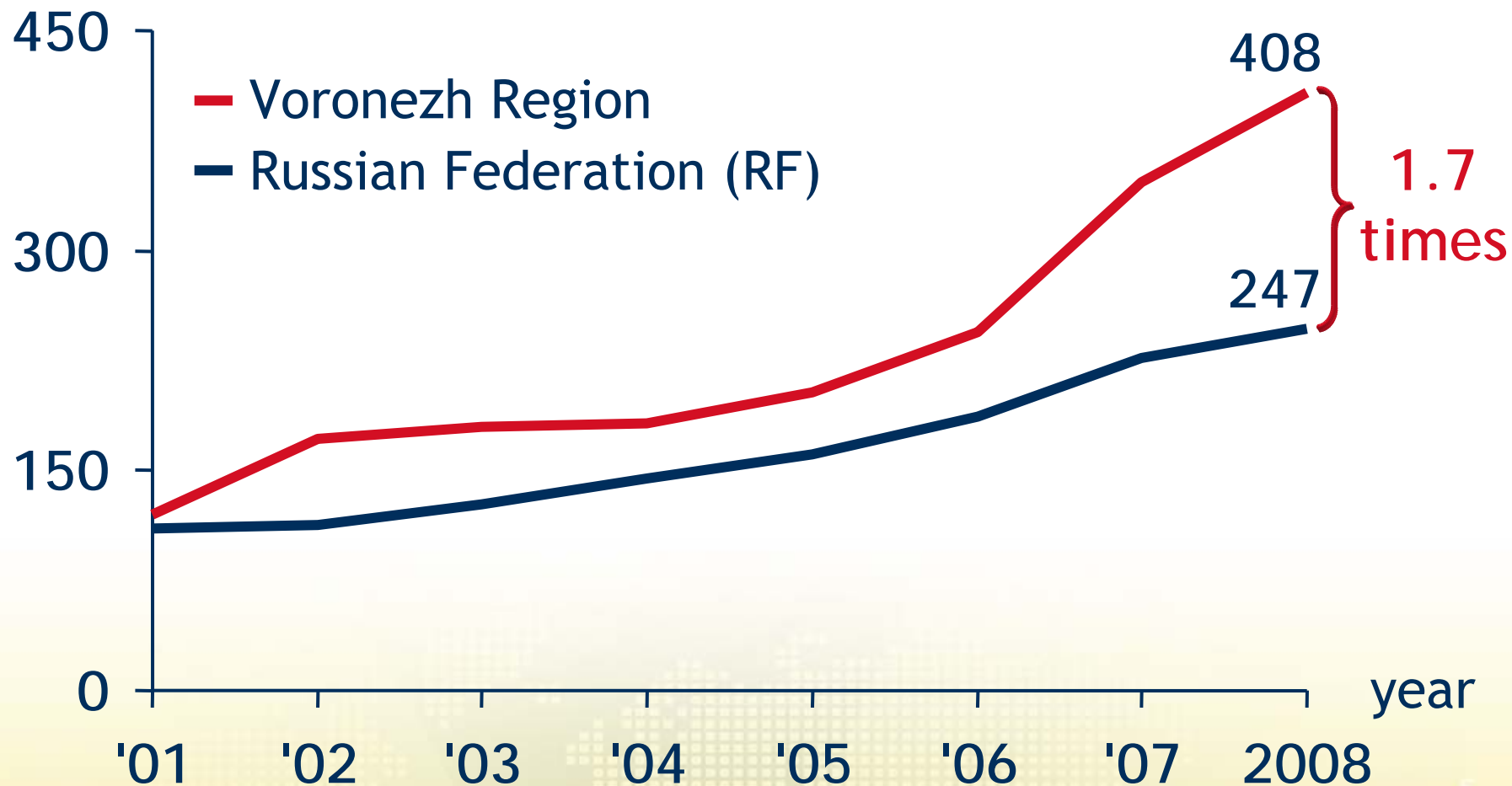
A wide-angle photograph of a vast, golden wheat field under a dramatic sunset sky. The sun is a bright, glowing orb on the horizon, casting a warm, golden light across the entire scene. The sky is a mix of deep blue and orange, with wispy white clouds. A line of trees is visible on the horizon. In the foreground, the wheat stalks are in sharp focus, showing their golden-brown heads and green stems. A semi-transparent blue rectangular box is positioned in the lower center of the image, containing white text.

The Voronezh Region
boasts a favourable
investment climate

Investment increase rate in the Voronezh Region is considerably higher than that for RF



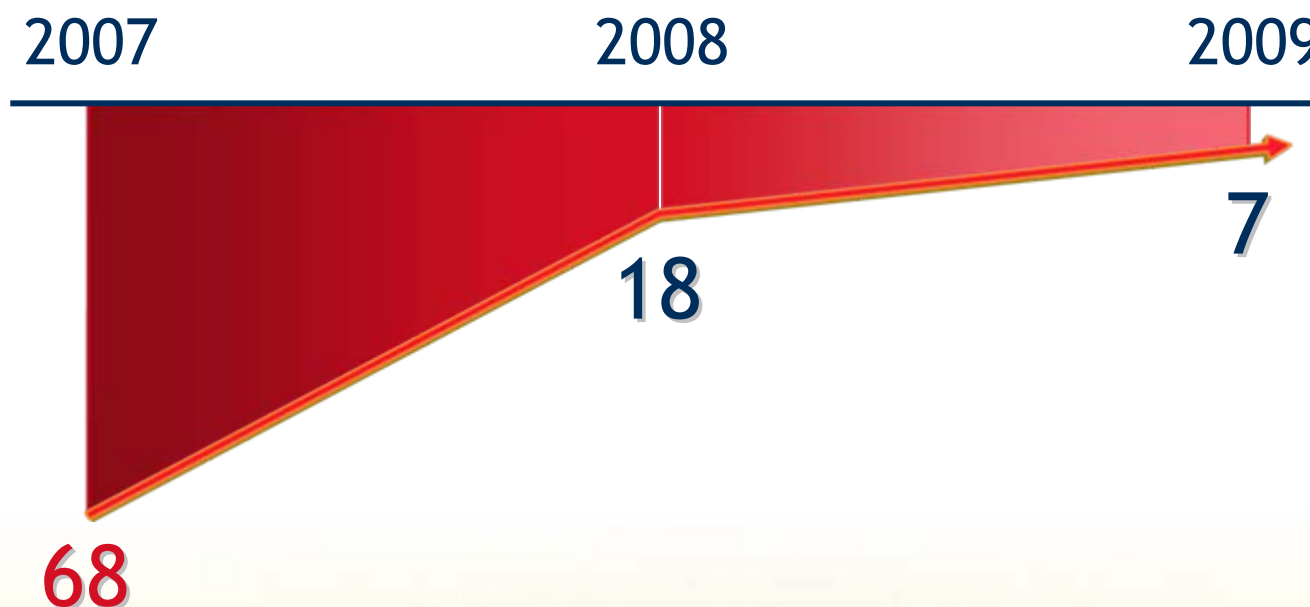
% against 2000



2009: top-10 «Highest Level of Investment Attractiveness»



Decrease of investment risk



*According to RA "Expert":
Russia's leading rating agency*

ЭКСПЕРТ РА
РЕЙТИНГОВОЕ АГЕНТСТВО

5 reasons why investors choose the Voronezh Region



Favourable geographical position »



Ample HR and research potential »



A wide range of Regional Government incentives »



Industrial Parks
with developed infrastructure »



Experience in implementation
of large-scale investment projects »



Favourable
geographical position



Voronezh is located near European and Asian markets



Voronezh is a junction of transport and logistic routes



Transport corridors:

- «North - South»
- «West - East»



Well-developed transport infrastructure



Vast product market: about 35 million customers within a radius of 500 km





Ample HR and research potential

1

2

3

4

5

Investors can easily find skilled workforce



Population in millions:

2.3 — Voronezh Region

0.9 — the City of Voronezh

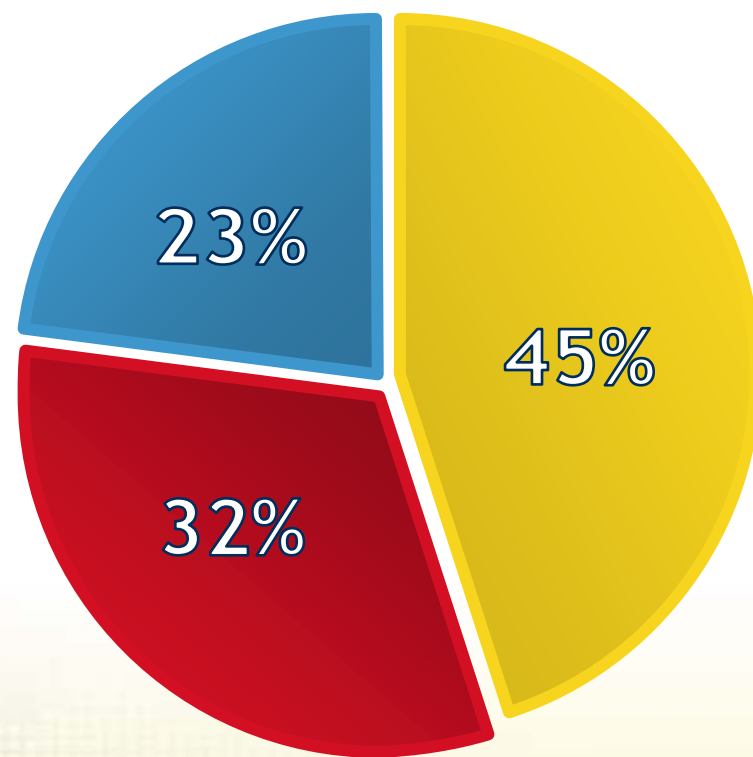
HR — 1.4 million people (61%),

with

■ secondary

■ vocational

■ higher
education



2nd place after Moscow according to number of Schools of Higher Learning and students (Central Federal District)



39 Schools
of Higher Learning

130 000 students

220 majors

50 technical/vocational
schools

25 000 students

66 R&D organizations





Wide range of Regional Government incentives

1

2

3

4

5

Aleksey Gordeyev — Governor of the Voronezh Region



« The Government of the
Voronezh Region guarantees
full support to companies
implementing investment
projects in our Region »

Regional Government incentives for “High Priority” projects



Profit tax	reduction of rate: up to 8 years
Property tax	exemption: up to 8 years
Land plot acquisition	preferential terms of land plots lease
Subsidizing of	interest rate on credit acquisition of farm machinery, forage, cattle, fertilizer
Co-financing of	construction of engineering infrastructure

5 easy steps for obtaining preferences



Step 1

Agreement of intent

Step 2

Preliminary agreement on the facility location

Step 3

Assignment of a “High Priority” status to the project

Step 4

Inclusion of the project in the Program of Social and Economic Development of the Region

Step 5

Investment agreement

“One-stop” approach: “Investment Attraction Agency”



- Selection of plots
- Investment project support from the start of implementation
- Effective interaction with Government Authorities



Industrial Parks with developed infrastructure

1

2

3

4

5

Partial financing of infrastructure by the Government of the Region



Electric power



Motorways



Rail



Gas



Treatment facilities

3 special-purpose Industrial Parks



1. "Maslovsky"
industrial production
2. "Semiluksko-
Khokhol'sky"
construction industry
3. "Bobrovsky"
food and food-
processing industry

Industrial Park "MASLOVSKY": area over 500 hectares



■ I stage

■ II stage

Voronezh

Highway M4
Moscow-Novorossiysk

16 km

South-East Rail
main

Motorway
Voronezh-Novovoronezh



Experience in
implementation
of large-scale investment
projects

1

2

3

4

5

Significant investment projects and volume of investment, million rubles



131 000



16 000



7 900



3 400



900



400

Summary: 5 Reasons to invest in the Voronezh Region



Favourable geographical position



Ample HR and research potential



Wide range of Regional Government incentives



Industrial Parks
with developed infrastructure



Experience in implementation
of large-scale investment projects

Welcome to the Voronezh Region!



Alexander Ganov

Vice-Governor, First Deputy Chairman
of the Voronezh Region Government

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Developed by





Industrial potential of the Voronezh Region

Alexander Gusev, Deputy Chairman of the Government of the Voronezh Region, head of department for industry, transport, communication and innovation

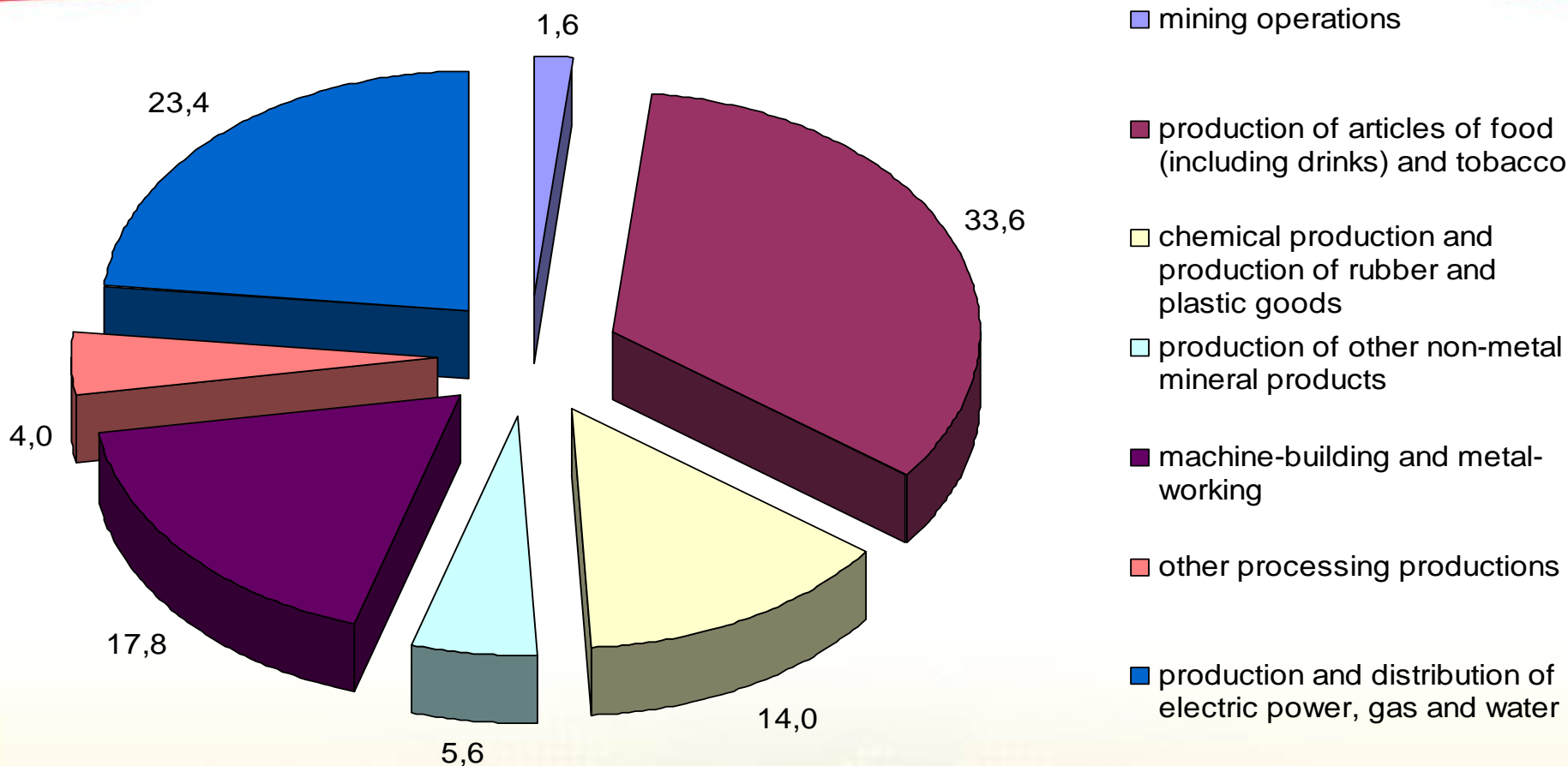
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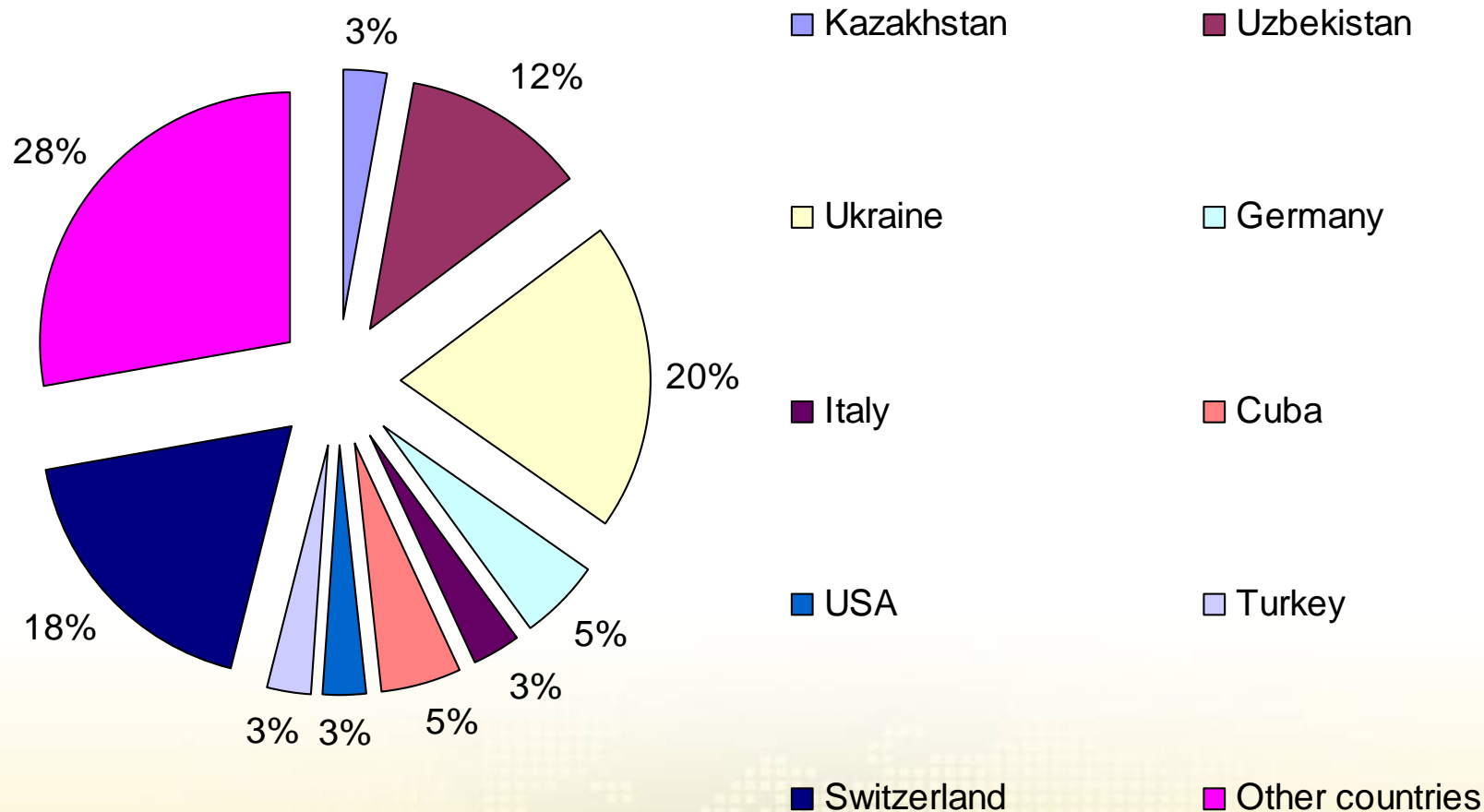
Industrial complex of the Voronezh Region



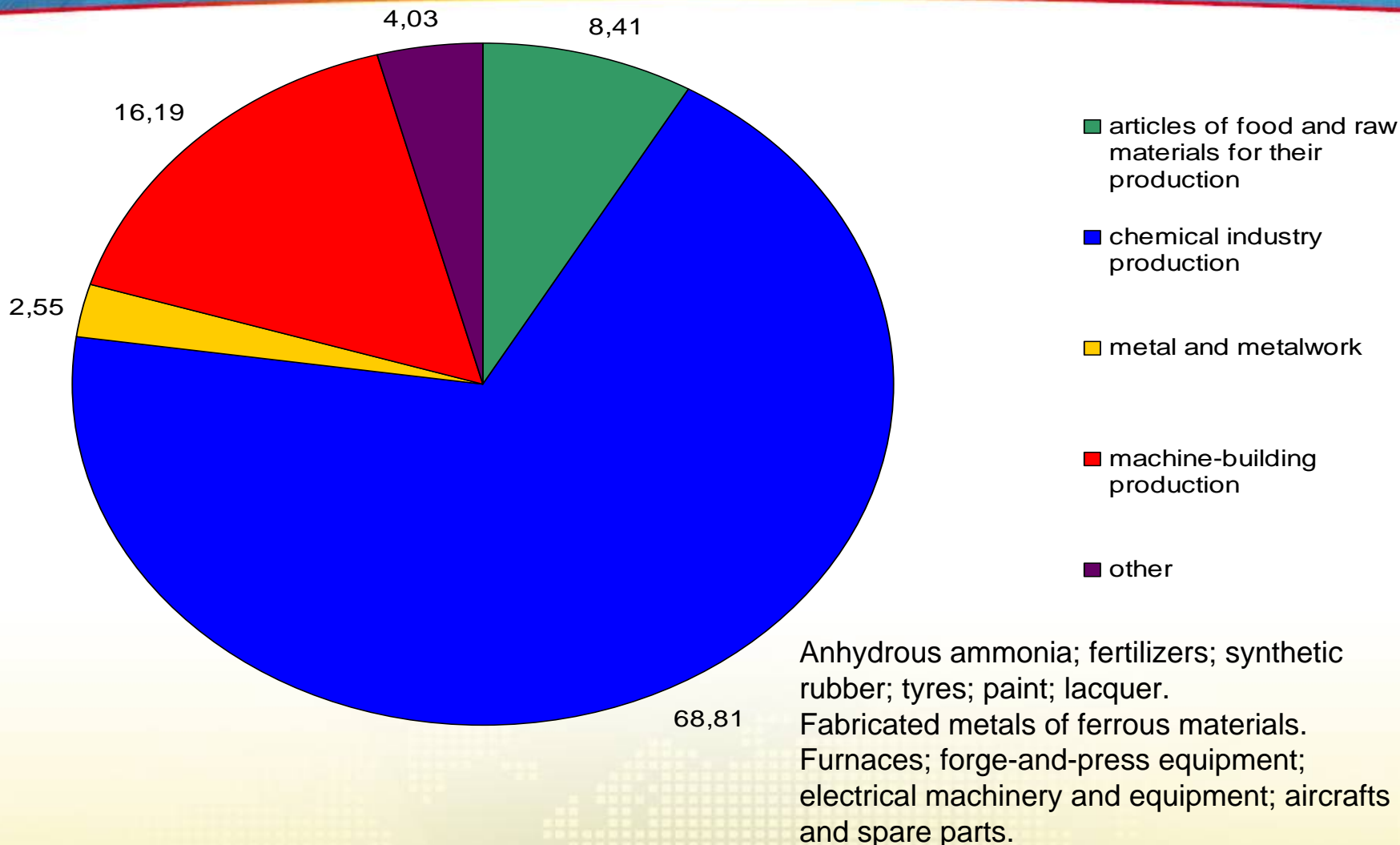
Structure of the industrial complex of the Voronezh Region



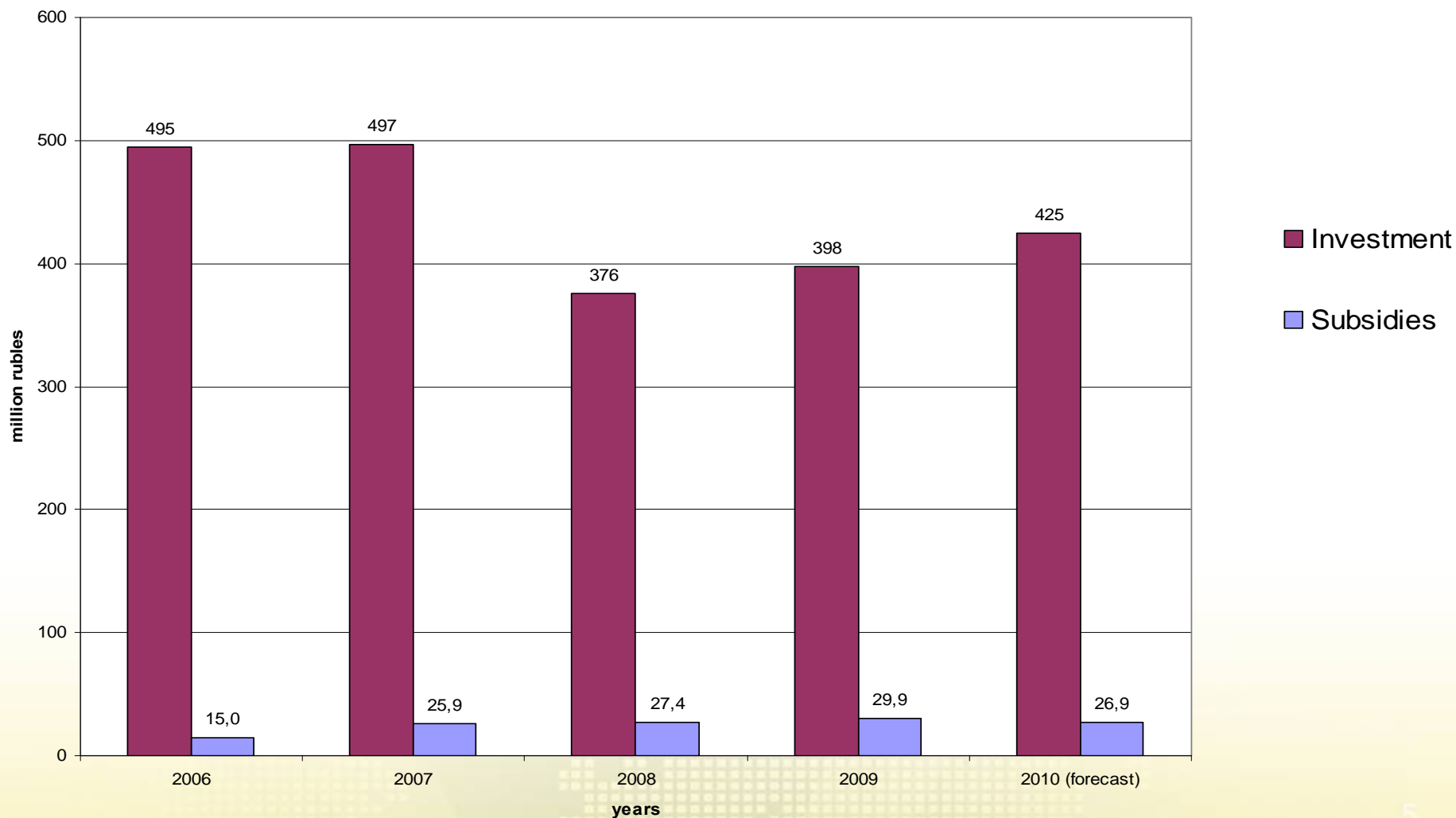
Main trading partners of the industrial enterprises of the Voronezh Region



Export pattern of the industrial complex production



Investment activity of the industrial enterprises of the Voronezh Region



Prospective «growing points» of the industrial production of the Voronezh Region



Available for the establishment and operation
of the industrial business on the territory
of the Voronezh Region:

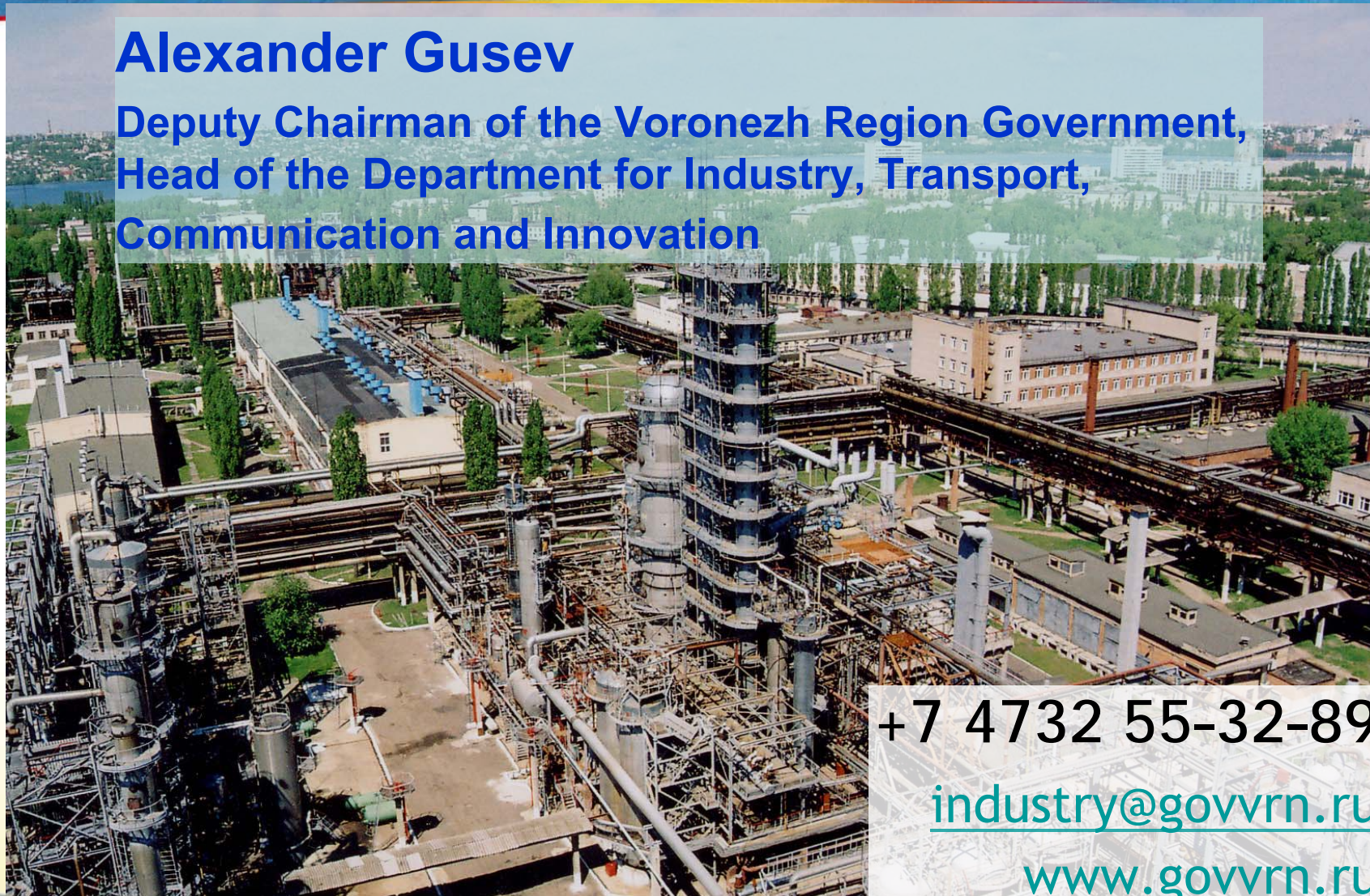
- 66 vacant production grounds with the
total area of 21531.2 thousand square meters

We look forward to further cooperation



Alexander Gusev

**Deputy Chairman of the Voronezh Region Government,
Head of the Department for Industry, Transport,
Communication and Innovation**



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Agricultural potential of the Voronezh Region

Anatoly Spivakov, Deputy Chairman of the Government of the Voronezh Region, head of the department for agricultural policy

April 12, 2010
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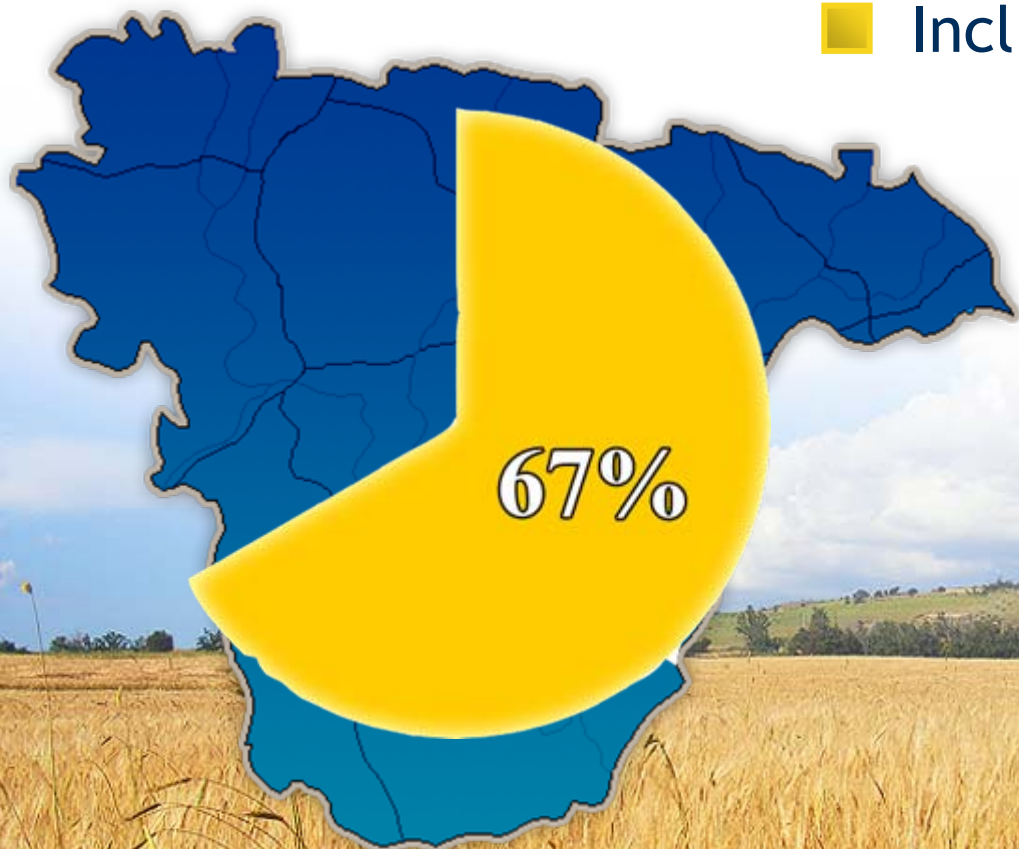
Agricultural potential of the Voronezh Region

Agricultural lands of the Voronezh Region, mln. hectares

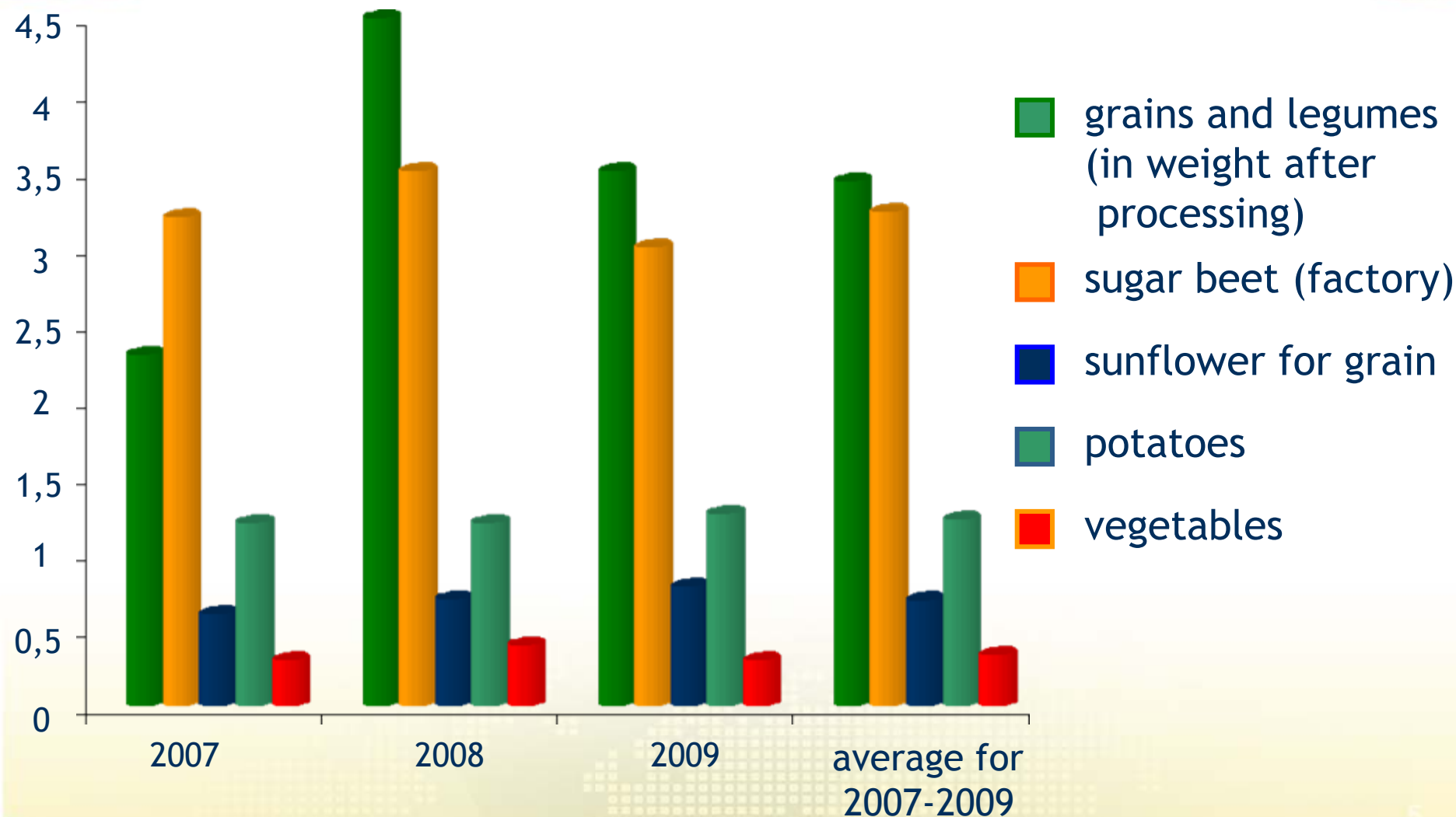


Agricultural land (total) - 4,5 mln.ha

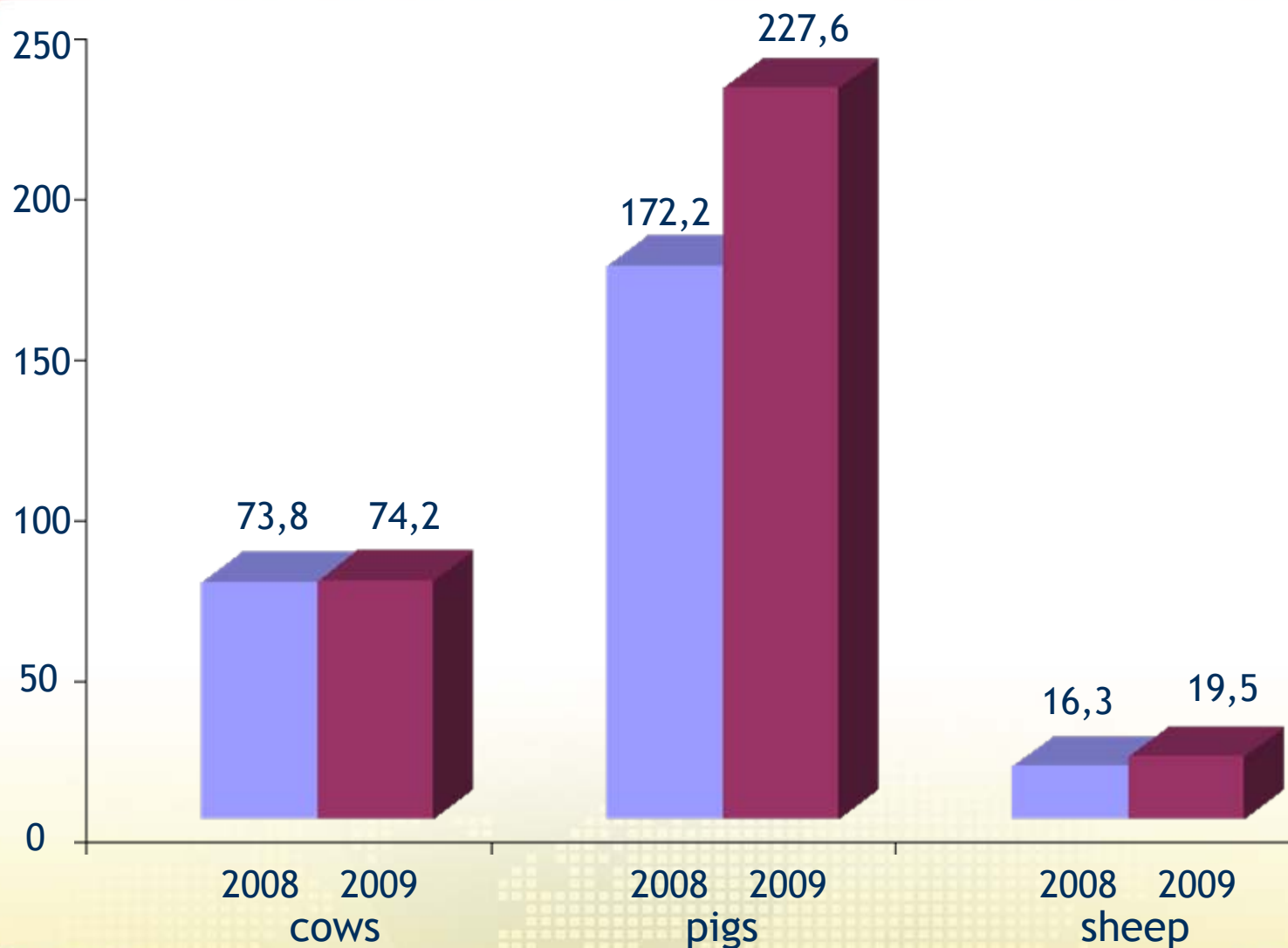
■ Incl. ploughland - 3,0 mln.ha



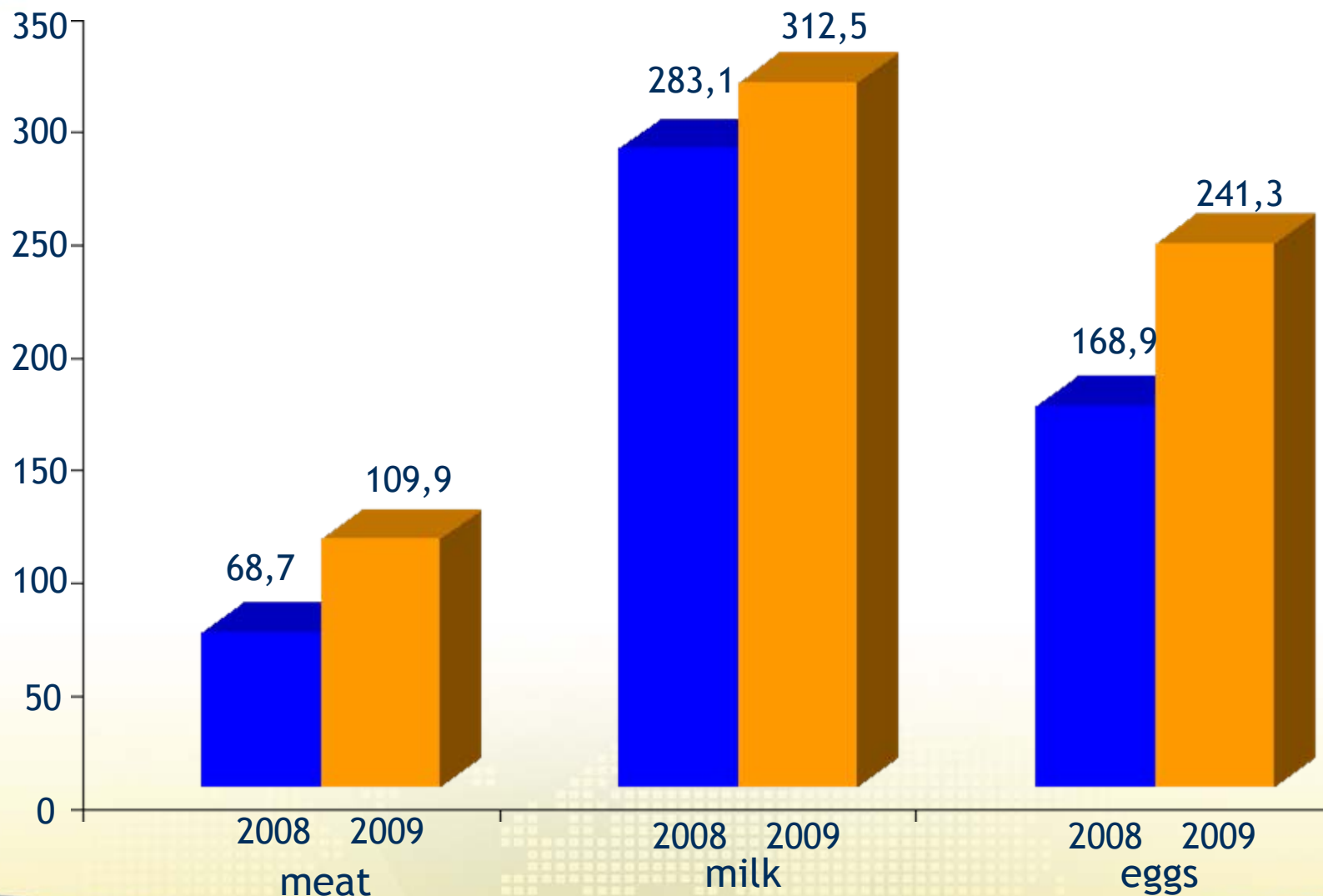
Gross yield of main agricultural crops in the Voronezh Region, mln. ton



Main agricultural cattle stock population in the farms as of 01.01.2010



Production of major livestock products per farms in 2009



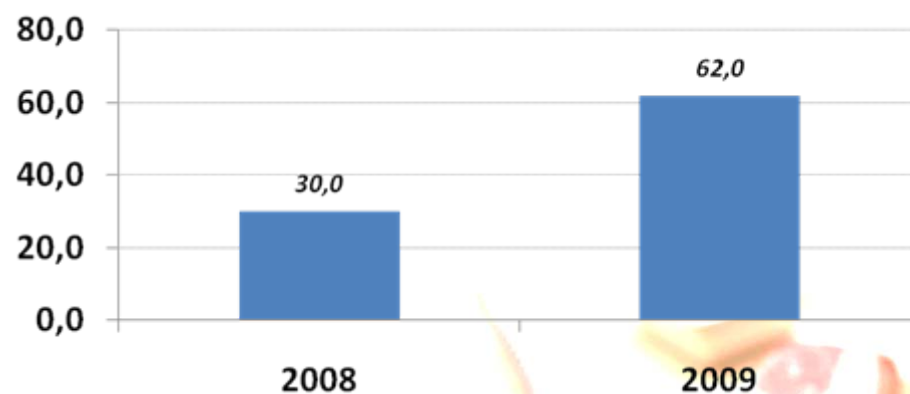
Agricultural production in 2009



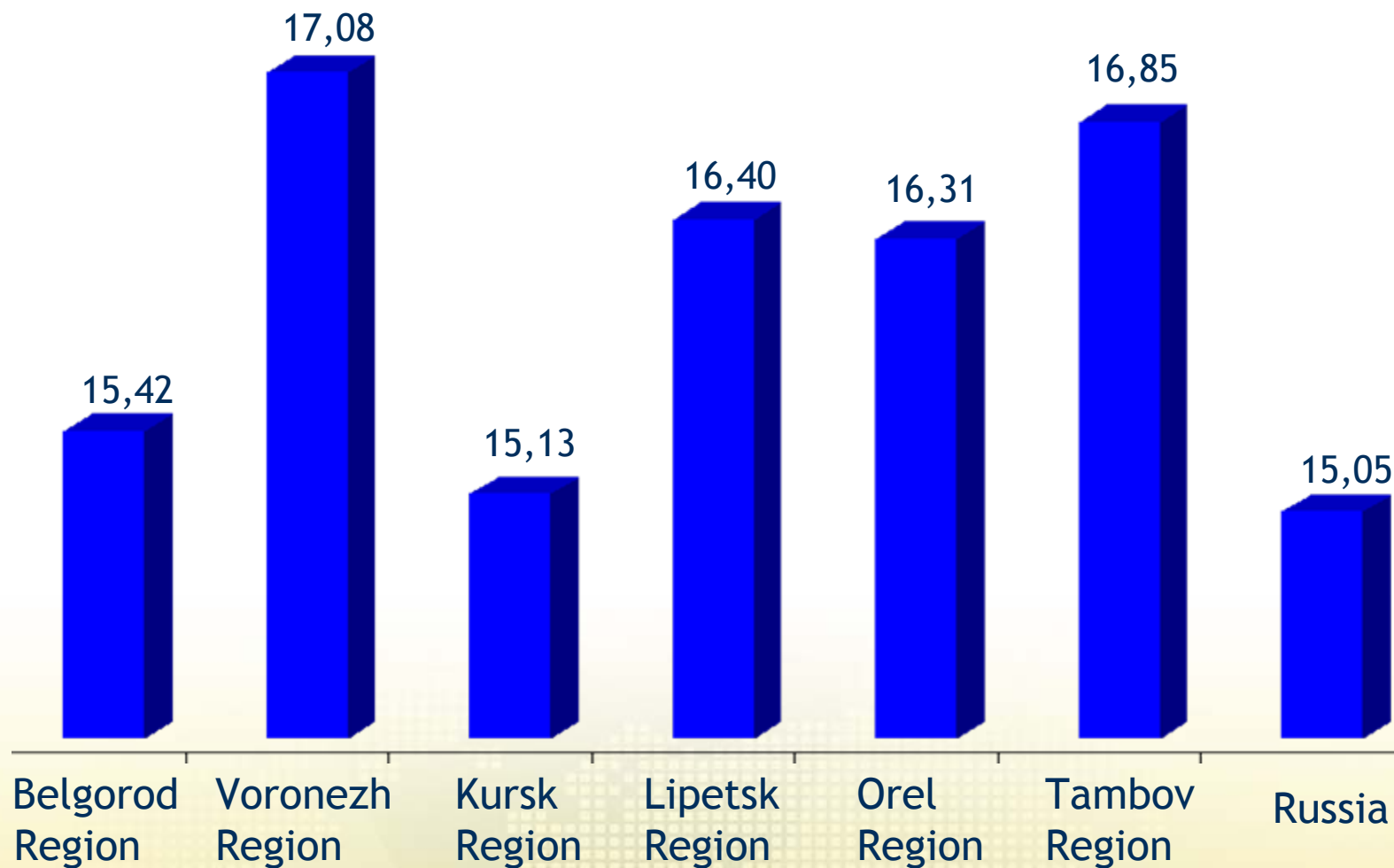
production of vegetable oil, tsnd.ton



production of beef, pork and poultry, tsnd.ton



Sugar yield of sugar beet harvest season in 2009



Welcome to the Voronezh Region!



Anatoly Spivakov

Deputy Chairman of the Voronezh Region Government,
Head of the Department for Agriculture

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Sergey Krylov, Vice-President, Siemens

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Stefan Dürr, President, group of companies Eko Niva

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Andrey Makarenko, Director, BUNGE

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