

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

Why do global companies choose the SEZ «Alabuga»?

# « 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  
*SEZ residents***

**First 5 years**

**2%**

**Second 5 years**

**7%**

**Till 2055**

**15.5%**



**«Hayat Group is investing  
into its projects in Alabuga  
\$580 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://rusland.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**

**«Thanks to free connection  
to utility lines Air Liquide  
saved up to \$10 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 - \$ 500 000 USD per 1 MW

Tatarstan - \$ 100 000 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





# 9 out of 15

## RUSSIAN BIGGEST CITIES

are located  
within 1000 km area  
(52% of the Russian  
population)



« We don't have  
any difficulty finding  
workforce »

Oleg Maximov,  
Director General,  
CJSC Polymatiz





# Labour cost for white and blue collars\*

Average wages\*\*

	Blue collars .....	<b>\$ 400 USD</b>
	White collars .....	<b>\$ 600 USD</b>



\* According to the research of [www.hh.ru](http://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»

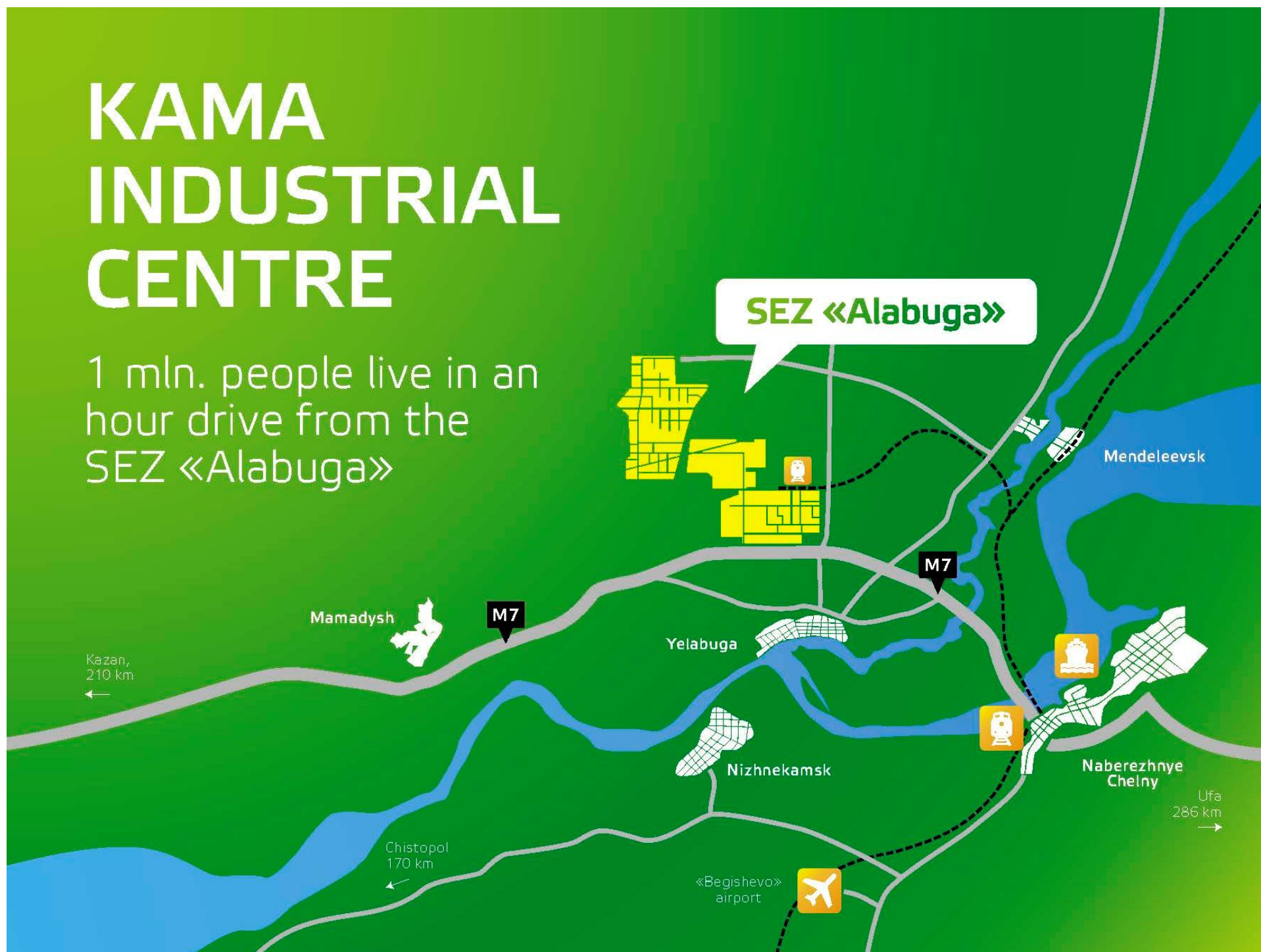






# KAMA INDUSTRIAL CENTRE

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



**\$795.1 mln. USD**

State investments

**\$4.5 bln. USD**

Contracted investments

**\$2.8 bln. USD**

Already invested

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



# A Plus Park Alabuga

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



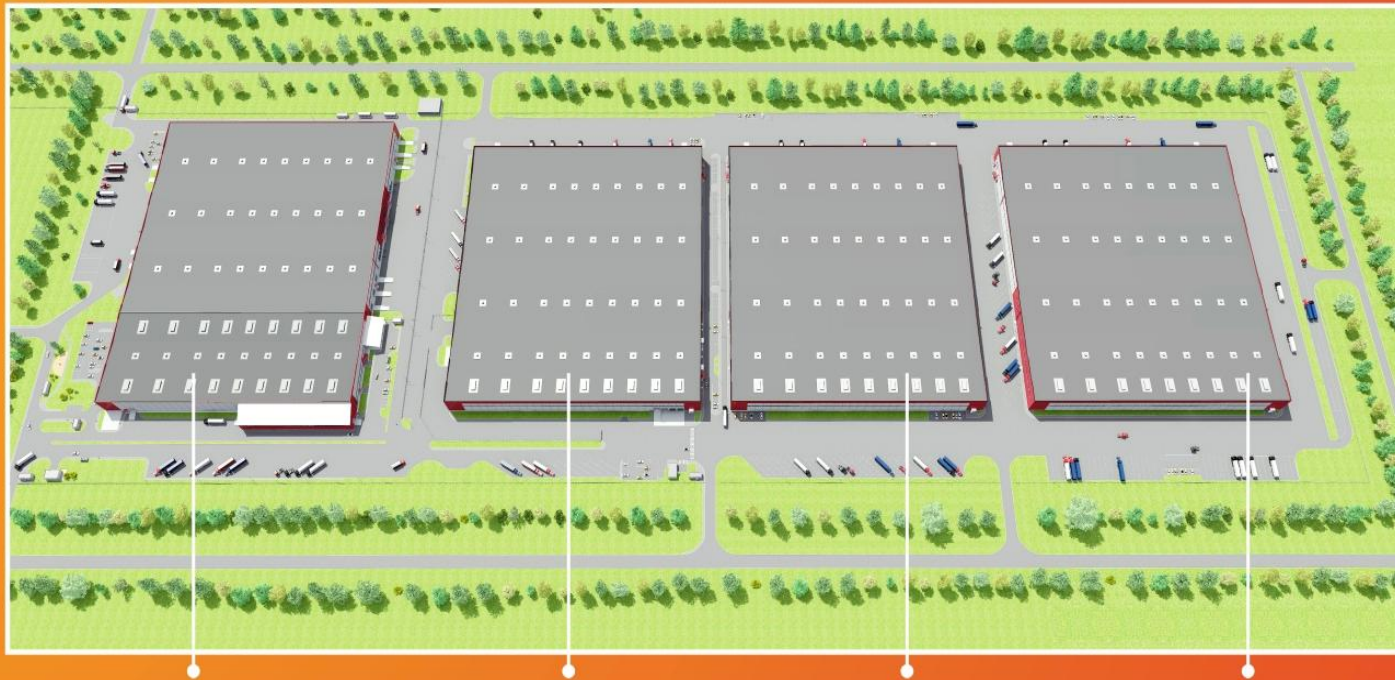
**fDi**

Foreign Direct Investment Magazine

**FINANCIAL TIMES**

**ONES TO WATCH:  
INDUSTRIAL PARKS**

## A Plus Park Alabuga Development stages



**1st stage** 50 000 sq. m.

**Readiness:**

16 000 sq. m. – 4th Q, 2014

34 000 sq. m. – 4th 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

# Industrial park «Synergy»

Rental space - 24 500 sq.m



**fdi** Foreign Direct Investment Magazine  
**FINANCIAL TIMES**

**ONES TO WATCH:  
INDUSTRIAL PARKS**





# 6 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»**?





« Tatarstan is a  
comfortable  
place to live »

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



Mercedes-Benz





# Development strategy of the SEZ «Alabuga»

	2015*	2023
Quantity of residents	48	120
Quantity of operating plants	20	120
Contracted investment volume (\$ bln. USD)	4.5	12
Investment volume (fact) (\$ bln. USD)	2.8	12
Tax payments (fact) (\$ mln. USD, 2014)	61.5	600
Revenue (fact) (\$ bln. USD, 2014)	0.9	6
Jobs	5 362	16 000

Why do global companies choose the SEZ «Alabuga»?

\* as of November, 1st, 2015

# International diploma

**School of 10 classes**  
10 students in each class

**Boarding school**  
for 40 students





Tri Medvedya

Aia puga  
SPECIAL ECONOMIC ZONE

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КОНЦЕПТ  
КАПИТАЛ  
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# Thank you for your kind attention!



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