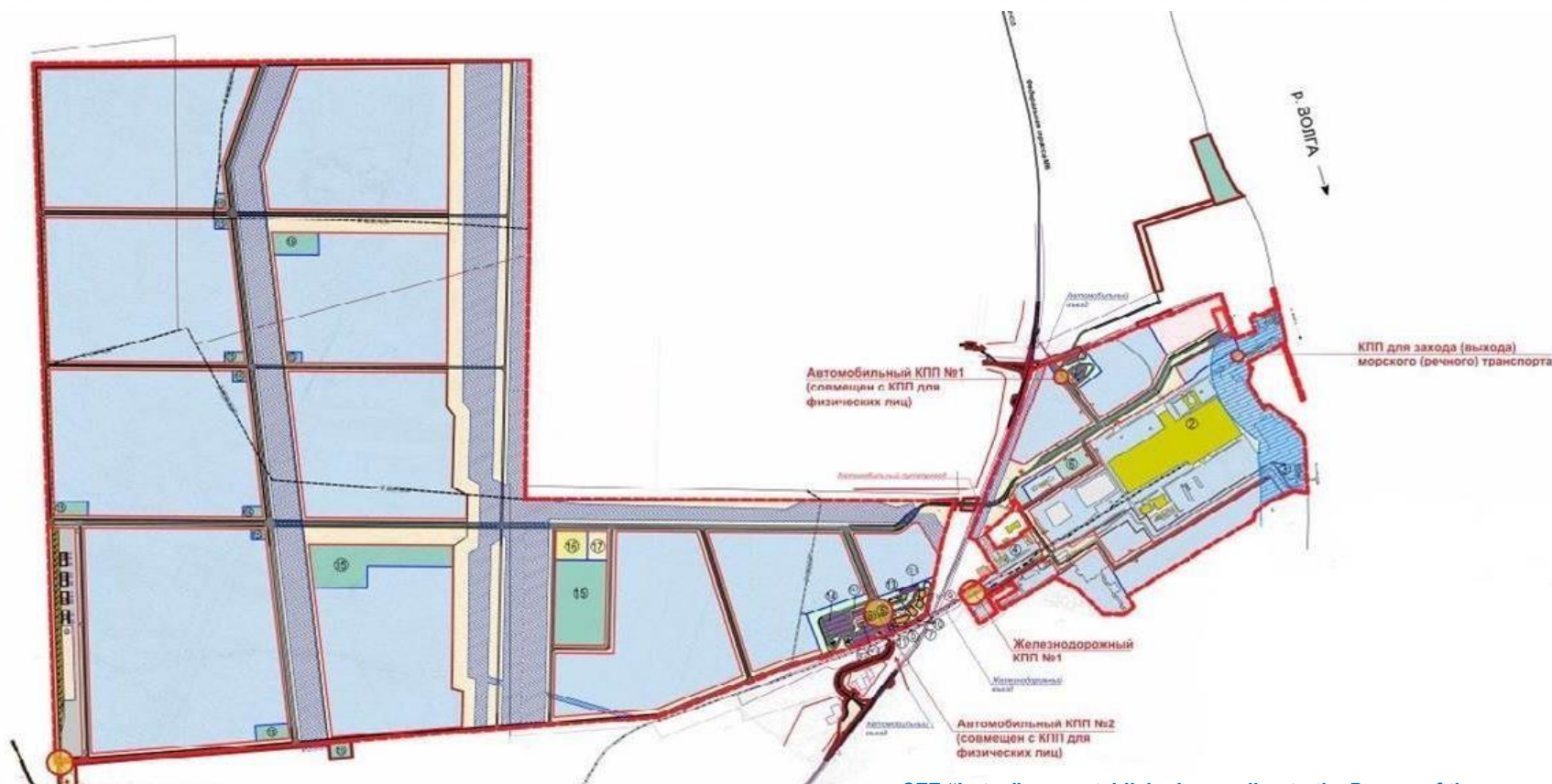




# The Astrakhan Region. Special Economic Zone “Lotus” and creation of a Port Special Economic Zone



Year 2021



The Resolution of the Astrakhan Region Government of 06.04.2015  
№123-Р "On Establishment of PJSC "SEZ "LOTUS"

SEZ "Lotus" was established according to the Decree of the Russian Federation Government N 1214 of November 18, 2014

## Functions of the administration company

- Infrastructure construction and its functioning;
- Attracting tenants and other investors to SEZ;
- SEZ area design;
- Other functions.

**9,9 mln m<sup>2</sup>**

SEZ total area

**6,3 mln m<sup>2</sup>**

Area of the land plots for tenants

**Above 11 bln rub.**

Planned infrastructure investments until 2024

**16 companies**

Number of operating member-companies

**1 412**

Declared amount of workplaces

**30,61 bln rub.**

Declared investments

# SEZ “Lotus” Main Areas of Activity







- ▶▶▶ **Strategy of the development of shipbuilding industry of the Russian Federation**  
*(Decree of the Russian Federation Ministry of Industry and Trade № 354 from 06.09.07).*
- ▶▶▶ **Participation in Import Substitution programs For shipbuilding industry**  
*(Decree of the Russian Federation Ministry of Industry and Trade № 661 from 31.03.2015).*
- ▶▶▶ **Support under the plans of assistance to import substitution.**
- ▶▶▶ **Conclusion of special investment contracts providing purchase of 30 % of manufactured goods.**
- ▶▶▶ **Target loans at reduced rates of Industry Development Fund**
- ▶▶▶ **The Export Center of Russia support**
- ▶▶▶ **Participation in shipbuilding cluster projects of the Astrakhan region**  
*(Reimbursement of up to 50% of expenses for joint intra-cluster projects).*
- ▶▶▶ **Participation in oilfields exploration of the Caspian shelf**  
*(Russia, Azerbaijan, Iran, Kazakhstan, Turkmenistan).*



# Participation of SEZ “LOTUS” in Establishing Shipbuilding and Oil&Gas Industry Markets



Forming a list of equipment and components for shipbuilding industry to be localized

Agreement between  
JSC “USC” and  
PJSC “SEZ  
“Lotus”  
dated 03.12.15

SEZ “Lotus” is Russian main production area of equipment and components for shipbuilding industry



Ministry of Industry and Trade of the Russian Federation



Ministry of Economic Development of the Russian Federation



Ministry of Transport of the Russian Federation



Ministry of Energy of the Russian Federation

JSC “USC” (80% of Russia’s shipbuilding) - main executor of the government program “Development of shipbuilding and offshore equipment 2013–2030”



Chamber of Commerce and Industry of Russia



Russian Union of Industrialists and Entrepreneurs



Industrial parks association



National association of oil&gas service



“Business Russia”



Strategic Initiative Agency



“Opora Rossii”



“RosNano”



“SoyuzKran”



Technopolis “Moskva”



Technopark “Skolkovo”



Italian-Russian Chamber of trade



Japanese association ROTOBO



Korean agency KOTRA



Italian association Assolombarda



VDMA



UNIDO



# Benefits for SEZ “Lotus” Tenants

## TAX CONCESSIONS

### INCOME TAX

~~20%~~ **2%** for 10 years from the moment of profit-making. After 10 years the tax is 10%

### PROPERTY TAX

~~2,2%~~ **0%** for 12 years starting from the date of registration of the land plot property rights

### LAND TAX

~~1,5%~~ **0%** for 5 years starting from the date of registration of the land plot property rights

### TRANSPORT TAX

~~UP TO 2,5 EURO FOR 1 HP~~ **0%** for 12 years starting from the date of vehicle registration

### LEGISLATION

Acts of the RF legislation on taxes and charges, having bad influence on the SEZ Tenants are not applied



## CUSTOMS CONCESSIONS

### IMPORT CHARGE

~~ACCORDING TO LAWS~~ **0%** foreign goods (raw materials, equipment, spare parts)

### VAT FOR IMPORT

~~20%~~ **0%** foreign goods (raw materials, equipment, spare parts)

### EXPORT CHARGE

**0%** outside the territory of the Customs Union (Russia, Kazakhstan, Belarus)

### VAT FOR EXPORT

**0%** outside the territory of the Customs Union (Russia, Kazakhstan, Belarus)

### DURATION OF CUSTOMS REGISTRATION

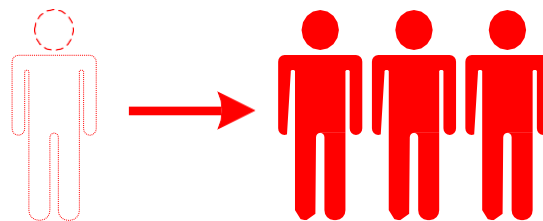
~~72 HOURS~~ **3 HOURS**

**SEZ “LOTUS” TENANTS HAVE SUFFICIENT TAX AND CUSTOMS CONCESSIONS**

**SEZ “LOTUS” RESIDENTS ARE SUPPLIED WITH TECHNICAL CONDITIONS ON ENGINEERING INFRASTRUCTURE ON THE BORDER OF THEIR LAND PLOTS**

# Process of Obtaining the SEZ “LOTUS” Tenant Status

## THE SEZ “LOTUS” TENANTS



READINESS TO INVEST AT LEAST 120 MILLION RUB IN A PROJECT.\*

- 
- **STEP 1** — APPLICATION FOR OBTAINING A TENANT STATUS
  - **STEP 2** — PREPARATION OF INVESTMENT PROJECT BUSINESS PLAN AND ALL NECESSARY DOCUMENTS
  - **STEP 3** — THE BUSINESS PLAN IS CONSIDERED BY THE EXPERT COUNCIL
  - **STEP 4** — CONCLUSION OF AGREEMENT ON PURSUIT OF INDUSTRIAL PRODUCTION ACTIVITY
  - **STEP 5** — OBTAINING SEZ MEMBER COMPANY (TENANT) CERTIFICATE

**STATUS OF SEZ «LOTUS» TENANT IS VALID UNTIL 2063**

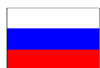
\* INCLUDING 40 MLN RUB. IN THE FIRST 3 YEARS OF IMPLEMENTATION OF THE PROJECT (FEDERAL LAW №116 FROM 22.07.2005)





## Current Work of SEZ “LOTUS” with Its Tenants

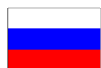
### “Svoyee” LLC



Production of biodegradable irrigation tubes

Investments: **491 mln rub.**  
Workplaces: **58**

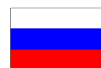
### “Shipyard “Lotos” JSC



Shipbuilding, shiprepairing, metal constructions and offshore equipment

Investments: **490 mln rub.**  
Workplaces: **213**

### “Gexa-Lotos” LLC



Production of geosynthetic materials for construction sphere

Investments: **328,9 mln rub.**  
Workplaces: **86**

### “Medintech” LLC



Production of medical syringes of the 3<sup>rd</sup> generation

Investments: **762 mln rub.**  
Workplaces: **50**

### “ATEF-RUSS” LLC



Electrical machinery production

Investments: **1,1 bln rub.**  
Workplaces: **191**

### “MCS” LLC



Production of fiberglass boats

Investments: **1,56 bln rub.**  
Workplaces: **116**

### “InProyekt” LLC



Production of sea drones, creation of information analysis center

Investments: **191 mln rub.**  
Workplaces: **55**

### “Protelux Lotos” LLC



Production of bioprotein from natural gas

Investments: **19.3 bln rub.**  
Workplaces: **80**

 Industrial activity

 Preparation for production launch

 Construction of the plant

 Design works

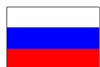
 Received a status in 2020





## Current Work of SEZ “LOTUS” with Its Tenants

### “Rybniye Korma” JSC



Production of fry and productional feeds for aquaculture facilities

Investments: **1,3 bln rub.**  
Workplaces: **69**

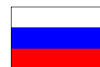
### “Stroyliderplus Lotos” LLC



Production of ballast water purification systems for different types of vessels

Investments: **133 mln rub.**  
Workplaces: **23**

### “Gelios Systems” LLC



Production of photovoltaic solar panels from poly- and single crystalline silicon

Investments: **886,5 mln rub.**  
Workplaces: **90**

### “AZKA Composite” LLC



Production of fiberglass pipes

Investments: **766 mln rub.**  
Workplaces: **27**

### “Naval Design Mezhdunarodniy” LLC



Production of ship panels

Investments: **424 mln rub.**  
Workplaces: **104**

### “ROSA” LLC



Production of household chemicals of Iranian trademarks

Investments: **363 mln rub.**  
Workplaces: **119**

### “Technologies – XXI century” JSC



Production of hulling brushes and abrasive materials

Investments: **828,8 mln rub.**  
Workplaces: **31**

### “Astrakhan plant of medical goods” LLC



Production of nitrile exam gloves

Investments: **1,632 bln rub.**  
Workplaces: **100**



Industrial activity



Preparation for production launch



Construction of the plant



Design works



Received a status in 2020

## SOUTH SEA ROUTE

approx. 14 500 km long

Cargo delivery time: 35 days

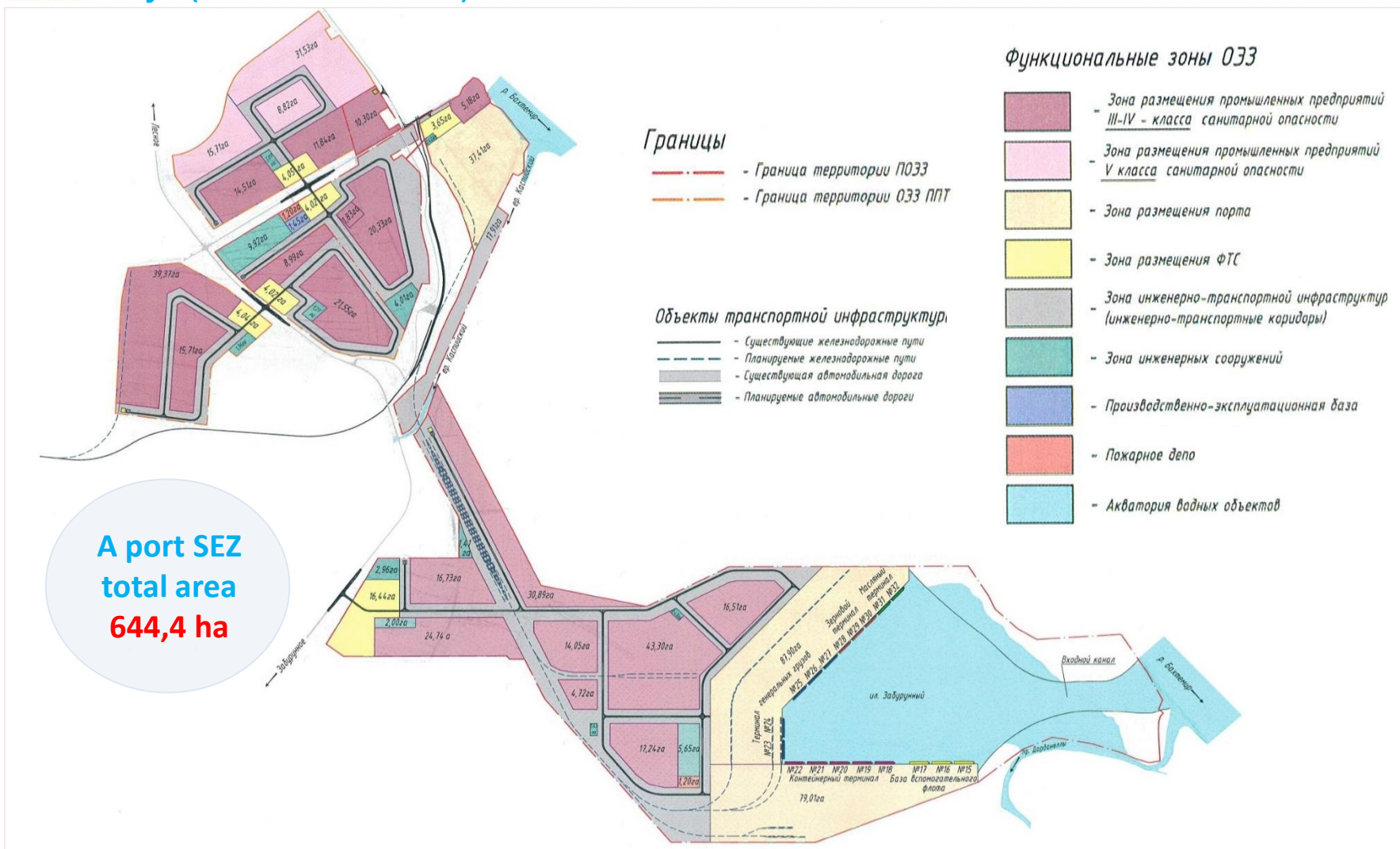
## INSTC (Transcaspian Route) approx. 7 200 km long

Cargo delivery time: 17 days

- ❑ **AGREEMENT ON THE INTERNATIONAL NORTH-SOUTH TRANSPORT CORRIDOR** of September 12, 2000
- ❑ **ORDER** of the President of the Russian Federation "On national goals and strategic objectives of the development of the Russian Federation for the period up to 2024" of May 7, 2018 No. 204.
- ❑ **INSTRUCTION** of the President of the Russian Federation on the socio-economic development of the Astrakhan Region: Пр-2314 of December 11, 2018, Пр-1002 of June 6, 2019
- ❑ **SET OF MEASURES** for the development of the INSTC transit potential;
- ❑ **DECREE OF THE GOVERNMENT OF THE RUSSIAN FEDERATION** of November 7, 2020 No. 1792 "On the creation of a port special economic zone and the Caspian Cluster on the territory of the Astrakhan Region"

INSTC is the main route for transportation of cargoes from India, Southeast Asia, Africa and the Middle East to Europe and back, bypassing the Suez Canal

# The area planning design of a port special economic zone in the area of the seaport Olya (the Liman District)



DECREE OF THE GOVERNMENT OF THE RUSSIAN FEDERATION of  
November 7, 2020 No. 1792 "On the creation of a port special economic zone  
and the Caspian Cluster on the territory of the Astrakhan Region"





## The Main Activities of the Port SEZ



A PORT SPECIAL ECONOMIC ZONE TENANT HAS THE RIGHT TO CARRY OUT **PORT ACTIVITIES AND (OR) CONSTRUCTION, RECONSTRUCTION AND OPERATION OF PORT INFRASTRUCTURE FACILITIES**

The port activity is the following activity performed in a port:

- ◎ goods warehousing, storage and other service typically rendered in a sea port, river port, airport according to the international contracts of the Russian Federation and the Russian Federation legislation;
- ◎ provision (including with marine stores, board supplies) and equipment of vessels, aircraft;
- ◎ production, repair, maintenance, modernization of sea-going, river and aircraft, aerotechnics, including aviation engines and other components;
- ◎ water biological resources processing;
- ◎ preparation operations of goods for sale and transportation (packing, sorting, repacking, lot dividing, marking and similar operations);
- ◎ simple assembly and other operations, execution of which does not considerably change goods condition according to the list approved by the Russian Federation Government;
- ◎ exchange trade in goods;
- ◎ wholesale trade in goods;
- ◎ provision of port special economic zone infrastructure facilities functioning;
- ◎ production activity according to the port special economic zone activity agreement.



On 3 October 2019 the Government of the Astrakhan Region and PLC Caspy LLC signed an agreement of intent to implement an **investment project** on the territory of the Astrakhan Region.

The construction of a modern terminal for containers and other cargoes on the territory of the new Port SEZ

According to the assessment of Hamburg Port Consulting, the potential cargo turnover of the port will amount to **19 mln tons** to 2050

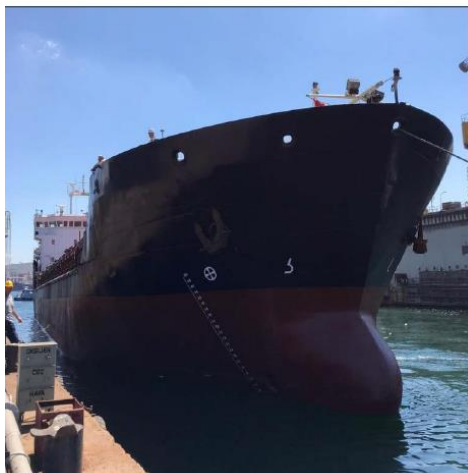


## Creation of a Test Container Line



Work is underway to form **a test container line** between the ports of the Astrakhan Region and the Islamic Republic of Iran as part of order to organize test container shipments from the Set of Measures for the development of the INSTC Transit Potential.

## Fleet – river-sea vessels, reoutfitted for container shipments







# Conditions for Business in the Astrakhan Region



GOVERNMENTAL SUPPORT OF  
BUSINESS



“ONE-STOP SHOP” PRINCIPLE



PREPARATION OF ENGINEERING  
PERSONNEL



CULTURE AND TOURISM



ATHLETICS



HEALTHCARE SYSTEM





**Welcome to SEZ "Lotus"!**

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**JSC SEZ "LOTUS"**

**Deputy of Director General – Head of JSC SEZ  
"LOTUS"**

**Representation in Astrakhan: Evgenii Markelov**

**Address: Russia, the Astrakhan Region,  
Astrakhan**

**Tel. : +7 (8512) 51-32-66**

**[www.sezlotos.ru](http://www.sezlotos.ru)**

**E-mail: [lotos@sezlotos.ru](mailto:lotos@sezlotos.ru)**