7 REASONS
TO INVEST IN THE SAMARA REGION

www.investinsamara.ru
Welcome from the Governor of the Samara Region

The investment environment has improved much in the recent years resulting from a tremendous amount of work to enhance the conditions for doing business in the Samara Region.

A large-scale reform of investment legislation was launched that allowed creation of a multi-channeled systems of state support to the investments in the region.

Our legal reality incorporates contemporary norms, enabling implementation of most complicated investment projects: investment memorandums, strategic investment projects, public-private partnership, state guarantees, and investment tax preferences.

We expanded the list of categories of investors to receive land plots for rent for the implementation of their investment projects without bidding, and created the institution of state supervision of investment projects.

Aside from broad opportunities for financing the investments, the region has created mechanisms assisting engagement of investors and development of business. These include territories of advanced social and economic development, and a high technology technopark.

A most important management innovation of the day is the decision of priority economic sectors and implementation of methods of project management.

The Samara Region has been and remains a multi-faceted developing region that is favorable for the implementation of investment projects.

We have gone a long way but our long-term development agenda shows even greater tasks to be solved. We are confident that we will be a success!

Dmitry Azarov,
Governor of the Samara Region

Diversified economy

More than 600 large and medium industrial enterprises

Participation in cooperation chains
Implementation of import replacement strategy
Opening of contracted manufacturing facilities
7 Reasons to Invest in the Samara Region

1. Diversified and innovative economy
   - Participation in the existing production chains
   - Joint development with international engineering centers
   - Availability of raw materials

2. A center of industrial and consumer market
   - High turnover of industrial enterprises
   - External economic relations
   - High volume of local markets

3. Qualified workforce
   - Scientific and educational centers
   - Higher education
   - Human resources

4. Optimal logistic infrastructure
   - Regional and federal highways
   - Railroad hub
   - Air and River Transport

5. Available highly developed infrastructure of investment sites
   - Developed investment sites
   - Affordable cost of doing business
   - Capacities of engineering infrastructure meeting investors’ requirements

6. Favorable investment climate
   - Positive dynamics in international ratings
   - Holistic support
   - International and interregional business events

7. Highly developed social infrastructure
   - Residential and office complexes of various categories
   - Modern medical centers and educational institutions
   - Variety of entertainment
Diversified and innovative economy

Automobile Industry

- 60% of total production of automotive components in the country
- 26% of total production of new automobiles in Russia
- more than 200 enterprises in the industry
- The Samara Region - the core of the automotive industry cluster

Agriculture

- 3.8 mn. tons gross crops of sunflower, grains and beans (2020)

Industrial Engineering

- Zhiguli Valley Technopark:
  - Implementation of informational technologies
  - Transport and space technology
  - Chemistry and development of new materials
  - Information and telecommunication technologies
- Regional Engineering Center
  Enhancing the technological readiness of business community by designing (developing) technical and technological processes

Petrochemical Industry

- 18.1 mn. tons annual oil refining capacity
- 2 place in Russia in volumes of oil processing
- 15.4 mn. tons annual volume of produced oil

Aerospace Industry

- 30% of total manufacturing of space rockets worldwide
- 100% Russian manned space missions

Vertically integrated clusters
- Medical cluster is engaged in research involving 3D modeling, neural computer interface, augmented and virtual reality technologies
- Innovative territorial aerospace cluster of the Samara Region
- Automotive industry cluster

«Linde Engineering RUS» LLC
- International leader of implementation of innovative approaches in the metallurgical, petrochemical and chemical industry
- Contribution to innovative development of the region
- Over 160 highly qualified engineers from the Samara Region with only 3 foreign specialists

Samara Region Cluster Engineering Center
- Design and manufacturing of unmanned aviation complexes at JSC Rocket Center «Progress», «Samara Engineering Laboratories» LLC, and S.P. Korolev Samara National Research University
- 11 laboratories with 238+ services

Additional info:
- «SEL» LLC
Center of industrial and consumer market

Samara and Togliatti Agglomeration

**TOP 1**
In size among non-capital city agglomerations

- **2,7 Million people**
- **2 cores**
  - Samara 1156 thousand people
  - Togliatti 700 thousand people

Unique polycentric agglomeration whose both cores belong to some of the largest cities

Consumer market

**TOP 3**
- In the volume of per capita industrial production in the Volga Federal District
- In the per capita retail turnover in the Volga Federal District

Industrial backbone of the region

- Chemical industry
- Space rocket industry
- Machine-building industry
- Automobile industry
- Food industry
- Perfumery and cosmetics

External trade turnover

- Total external trade turnover: 6 071 410 Thousand USD
- Export: 3 800 892
- Import: 2 270 518

Export structure by goods:
- 32.4%
- 31.8%
- 14.7%
- 10%

Import structure by goods:
- 14.9%
- 14.8%
Qualified workforce

S.P. Korolev Samara National Research University is one of 29 national research universities of the country. The scientific and research activities of Samara University span across aerospace technology, engine construction, modern information processing methods, photonics, material studies, as well as fundamental technical and experimental sciences.

Samara State Medical University comprises 13 faculties and over 80 departments, own clinics for 1210 patients, 3 educational and 7 research institutions and a research laboratory, a dedicated medical library, 3 internet centers and over 20 multimedia and computer classrooms.

Samara State Technical University trains specialists for the energy, oil and gas production, chemical and petrochemical, machine building, transport, food and defense industries, for the IT, instrumental engineering, automation and control in technical systems, material studies and metallurgy, as well as for biotechnology and industrial environmental studies. In 2015, the University received the status of a Flagship university.

Togliatti State University received the status of a flagship university in 2017, the development program being in progress until the year 2020. The innovative infrastructure of the university includes a Technology Transfer Center, Test Center and Innovation Technopark (created on the infrastructure of the TSU Innovation and Technology Center). Since 2015, TSU is the working base of the certified center “NANOCERTIFICA”, a certifying agency for the nano-industry products.

Highly qualified graduates of medicine, chemistry and technology majors in 2019

<table>
<thead>
<tr>
<th>University</th>
<th>Pharmacy</th>
<th>Biotechnical systems and technologies</th>
<th>Laser equipment and technologies</th>
<th>Construction and technology of electronic devices</th>
<th>Electronics and nanoelectronics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Samara State Medical University</td>
<td>425</td>
<td>212</td>
<td>79</td>
<td>358</td>
<td>358</td>
</tr>
<tr>
<td>Samara State Technical University</td>
<td>109</td>
<td>812</td>
<td>41</td>
<td>128</td>
<td></td>
</tr>
<tr>
<td>S.P. Korolev Samara National Research University</td>
<td>139</td>
<td>172</td>
<td>105</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Togliatti State University</td>
<td>234</td>
<td>91</td>
<td>158</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Focal areas: - aerospace systems - medical technologies - transport systems
- 1 of 5 similar structures in Russia
- Scientific organizations and enterprises of 7 administrative units of the country: Samara, Penza, Ulyanovsk, Tambov Regions, Mordovia, Tatarstan, and Saint Petersburg

24 Higher educational institutions
19 tsd./per year Graduate from higher educational institutions (including technical majors)
63 Institutions of secondary professional training
12 tsd./per year Specialists with secondary training
1,8 mln. people Economically active population
509 $ Average monthly salary
60,2% Rate of employment
4,8% Unemployment rate (ILO)
37,6% Ratio of highly qualified employees
The map illustrates optimal logistical routes connecting various regions. The Samara Region is included in the International Route "One Belt, One Road," lying on the E10 and AN6 highways connecting Europe and Asia. The railway is integrated into the international transport corridor "Transsib." The Samara Region is included in the project of a federal network of transportation and logistics centers. The volume of railway cargo shipments is 4,844 thousand tons per year.

The region has three river ports: OJSC «Samara River Port» (1.0 million tons per year) and Sverd River Port, Branch of OJSC «Samara River Port»; and OJSC «Port of Ugliatka» (3.5 million tons per year) with available developed automobile and railway approaches.

"Kurumoch" International Airport ranks third in the nomination «Best Regional Airport in Russia/CSI». Its capacity is up to 5 million people per year, 54 thousand tons of cargo and mail per year.

"Europe - Western China": A transcontinental project aiming to re-create the Silk Road that used to connect Europe and China for many centuries. Length: 8,300 km. Travel time: 10 days.

Flight durations:
- Moscow: 1 h 45 min
- Goa: 6 h 30 min
- Samara: 3 h 45 min
- Istanbul: 3 h 45 min
- Prague: 3 h 40 min
- Hainan: 9 hrs
Available highly developed infrastructure of investment sites

SEZ «Togliatti»
- Total area: 660 ha
- Area available for development: 468.19 ha
- Residents: 27 residents, 11 production sites
- Listed in Best 5 performing special economic zones in Russia

Engineering infrastructure and operational costs

<table>
<thead>
<tr>
<th>Item</th>
<th>Capacity</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land rent in the SEZ</td>
<td></td>
<td>195 $/ha per year</td>
</tr>
<tr>
<td>Land price in the SEZ</td>
<td>468.19 ha</td>
<td>975 $/ha</td>
</tr>
<tr>
<td>Gas supply</td>
<td>250 000 m³/hour</td>
<td>0.07 $/m³</td>
</tr>
<tr>
<td>Electricity</td>
<td>180 MW</td>
<td>0.05 $/Wh</td>
</tr>
<tr>
<td>Technical and potable water supply</td>
<td>7 300 l/day</td>
<td>0.07 $/m³</td>
</tr>
<tr>
<td>Drainage of technical and domestic water</td>
<td>7 300 l/day</td>
<td>0.14 $/m³</td>
</tr>
</tbody>
</table>

Private and State Industrial Parks

- «Chapaevsk» Industrial Park
  - This state industrial park is located on the territory of priority social and economic development area (TASED) Chapaevsk
  - Anchor resident: Innovative production company «Chapaevsk»
  - Available area: 158 ha
  - Distance from Samara: 49 km
  - Commuting time: 53 min

- «Novosemelykino» Industrial Park
  - The state industrial park is located on the border of urban district Samara in the city of Samara
  - Anchor resident: Innovative production company «Togliatti»
  - Available area: 179 ha
  - Distance from Samara: 31 km
  - Commuting time: 49 min

- «Stavropolsky» Industrial Park
  - The private industrial park is located in the Novoselok urban settlement
  - Anchor resident: Innovative production company «Stavropolsky»
  - Available area: 157 ha
  - Distance from Samara: 72 km
  - Commuting time: 1 h 22 min

- «Avtozavod» Industrial Park
  - The private industrial park is located in the TASED «Togliatti»
  - Anchor resident: Innovative production company «Avtozavod»
  - Available area: 25,7 ha
  - Distance from Samara: 100 km
  - Commuting time: 1 h 54 min

- «Togliatti» Industrial Park
  - The private industrial park is located in the industrial sector of the city of Samara
  - Anchor resident: Innovative production company «Togliatti»
  - Available area: 28,3 ha
  - Distance from Samara: 100 km
  - Commuting time: 1 h 37 min

In the Samara Region, there are two territories of priority social and economic development, «Togliatti» and «Chapaevsk». Today «Togliatti» TASED is Russia’s most successful site in numbers of residents.
6 Favorable investment environment

Among Top 10 leaders in the level of credit ratings

- AKPA AA(RU) Stable 23/04/2021
- Moody’s Ba2 Positive 11/12/2020
- S&P Global Ratings BB+ Stable 05/04/2021

Vibrant Business Life

- Volga investment summit
- First engineering conference in the Samara Region
- Russian-German Forum in the Samara Region
- Forum of single-Industry towns «Zhiguli Valley»
- Regional forum of entrepreneurs «Line of Success»
- Annual investors’ summit «Volga Angels»

Success Stories

Automotive Industry

- RENAULT NISSAN
- АВТОБАЗ
- BOSCH
- SANOH
- Edscha

Petrochemical Industry

- Faurecia
- Valeo

Food Industry

- Danone
- PepsiCo
- Coca-Cola

Other Sectors of Industry

- Schneider Electric
- Arcconic
- KNAUF

Holistic Support

- Federal executive authorities and development foundations
- Regional executive authorities
- Local self-government authorities
- Administration of SEZ, PSEDA, and industrial parks of the region
- Associations, Chambers of Commerce, Trade missions
- Development institutions and financing organizations, if required (B36, PR, RBIF)

Participation in international conferences

- Saint-Petersburg International Economic Forum, 2019
- Conference on improvement of investment image of Russia, 2020

INVEST IN SAMARA

Investment Promotion Agency of the Samara Region
www.investinsamara.ru

One-stop shop Principle
Developed social infrastructure

The region offers a large number of residential estates with a developed engineering, social infrastructure and carefully landscaped surroundings. The hospitality business is represented by such international brands as LOTTE, Holiday Inn, Hilton, Ibis, Renaissance.

Samara Region is the home of 24 museums and 14 theatres including the theatre «Gran» whose performances received the «Golden Mask» award, and the M.Gorky Academic Drama Theatre, one of the oldest drama theatres in the country. The region is a leader among cities of Russia in terms of event-driven tourism (festivals «Rock over the Volga», «VolgaFest», «Valery Gruzin Songwriters’ Festival»).

«Urban Resort» is the title that the citizens of Samara use with affection. The ‘resort’ area stretches for almost 5 kilometers from the historical to the modern part of the city. The embankment showcases unique art objects and architectural compositions.

In 2018, the «Samara Arena» Stadium hosted 6 matches of FIFA World Cup 2018 including Last Sixteen and Quarterfinals. During the FIFAL World Cup, more than 600,000 foreign tourists from 140 countries of the world visited Samara. In 2019, the finals of the Cup of Russia were held. The region is actively engaged in competitions in cycling, rowing, kite surfing and snow kiting.

Universities: 24
Schools: 186 including gymnasium and lyceums with in-depth teaching of specific subjects
Kindergartens: 229 public and over 150 private. The Samara Region is one of the founders of the WorldSkills movement in Russia.

The region is proud of the Middle Volga Biosphere Preserve created under the auspices of UNESCO on the territory of the Zhiguli State Natural Preserve and «Samarskaya Luka» National Park.
The Buzuluk pine forest is a unique forest located on the border of two climate zones, steppe forest and forest. Eco-tourism is highly developed in Samara.

«Mother and Child» clinic is the leader of Russian private medical services market. The Samara Oncology Clinical Hospital assists over 4,000 patients from other states and regions of Russia every year. The T.I. Eroshievsky Ophthalmology Clinical Hospital is one of the best-equipped ophthalmology centers of Russia.
CONTACTS

Dmitry Igorevich Azarov
Governor
of the Samara Region
+7-846-332-22-68
gubernator@samregion.ru

Dmitry Yuriievich Bogdanov
Minister of Economic Development
and Investments
of the Samara Region
+7-846-332-27-44
BogdanovDY@economy.samregion.ru

Sergey Ivanovich Nikitin
Executive Director
Investment Promotion Agency
of the Samara Region
+7-967-720-55-55
info@investinsamara.ru