TECHNOLOGICAL COOPERATION OPPORTUNITIES WITH RUSSIAN COMPANIES

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The Russian leading business and public organization, the National Network of technological and industrial infrastructure, created to boost social and economic prosperity and put into practice the Russian scientific and industrial potential.

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FOUNDER | OUR MEMBERS | RUSSIAN REGIONS

We represent and protect the interests of:
- 2500 companies
- 110 thousand employees
- $6.9 Billion revenue
- 0.5% GDP Russia

Including the residents of Technology Parks, Special Economic Zones, and members of Clusters in the Association’s Network.

- Operator of National rankings of the Russian Technology Parks and Special Economic Zones
- Partner of the Ministry of Industry and Trade, responsible for the content of the Geographic information system “Industrial Parks, Industrial clusters and Technology Parks in Russia” (http://www.gisip.ru)
1. Developing rules and regulations to stimulate the activity of the Russian industrial clusters, technology parks and special economic zones.

2. Assisting the foundation, development and growth of the Russian industrial clusters, technology parks and special economic zones methodologically.

3. Interacting with the federal and regional authorities on the long-term development of the Russian industrial clusters, technology parks and special economic zones.

4. Supporting our members with a wealth of necessary analytic information, expert advice.

5. Creating and proposing amendments to the relevant federal standards, voluntary certification of technology parks.

6. Organizing events in order to identify and introduce best practice in establishing and developing the Russian industrial clusters, technology parks and special economic zones.
PRIORITIES OF NATIONAL DEVELOPMENT AND ATTRACTION OF FOREIGN INVESTMENT

1. New materials and nanotechnologies
2. Bio- and medical technologies, pharmacy
3. Automobile manufacturing
4. Microelectronics
5. Shipbuilding
6. Aviation and space industry
7. Internet of things
8. Energy equipment, etc.
Special economic zones (SEZ)  
Technology Parks  
Industrial clusters

KEY TOOLS OF ACCELERATED ECONOMIC DEVELOPMENT AND INVESTMENT ATTRACTION
The Russian Special Economic Zones refer to a large long-term federal project aimed at the regional economic development by attracting the inflows of the Russian and foreign capital investment to the first priority economic activities in Russia.

32 COUNTRIES WHERE FOREIGN INVESTORS CAME FROM

604 SEZ RESIDENTS

24,595 JOBS CREATED

$3,769,0 million
Private capital investment

>$591,0 Megawatts
Electrical capacity installed

$2,363,0 million
Foreign direct investment

$983,8 million
Taxes and customs duties paid by SEZ residents

$6,638,4 million
SEZ residents sales and other operating revenues

$523,8 million
Tax exemptions received by SEZ residents
A competitive advantage of a SEZ for investors is a reduction in initial expenditure up to 30% on capital investment, ensured by tax exemptions, customs and social preferences as well as construction of general engineering and transport infrastructure financed from the federal and regional budgets.

### Tax exemptions
- Accelerated depreciation
- Accelerated deduction of R&D expenditure
- Other federal and regional tax privileges

### Free customs zone regime
- Exempted customs tariffs on import of machinery, equipment, raw materials in the SEZ territory

### Ready-to-use infrastructure
- Engineering infrastructure
- Industrial infrastructure
- Customs infrastructure
- Innovation infrastructure

### Favourable administrative procedures
- Provision of a complex of public services in one place (system of “one-window”)
- The right to the land buyout
- Sound investment climate guaranteed

Up to **30%** THE SEZ RESIDENT’S SAVINGS on initial investment in a project
UNIQUENESS OF THE RUSSIAN SPECIAL ECONOMIC ZONES BUSINESS NAVIGATOR

Business Navigator is Business Edition No 1 in Russia for 12 years since Special Economic Zones (SEZ) have been established. It helps domestic and international investors choose the most attractive zones and set up their businesses.

PURPOSES

1. Identify zones, which are the most attractive for investors
2. Identify the level of SEZ's investment attractiveness
3. Evaluate business environment
4. Reveal best practice and business-models of SEZ and apply them further

TARGET AUDIENCE

DOMESTIC AND INTERNATIONAL INVESTORS
RUSSIAN GOVERNMENT
REGIONAL EXECUTIVE AUTHORITIES AND MANAGEMENT COMPANIES OF SPECIAL ECONOMIC ZONES

Business Navigator is available on the official website of more than 30 trade missions of the Russian Federation abroad, including an representation in Rome
Technology park - is a complex of communal and technological infrastructure objects, which provides a full range of services for its residents, ensured by the management company of a technology park.

Technology parks – are an important element of innovative infrastructure. They provide an impetus for the Russian regions economical growth, offering the high-tech SMEs a possibility to lower expenses and provide a stable growth.

125 Technology parks

44 Regions of Russia

Foreign residents of technology parks
The most effective technology parks in Russia

- **Technology park of Novosibirsk Academgorodok «Academpark», Novosibirsk region**
- **Nanotechnological center «Technospark», Moscow**
- **Technopolis «Moscow», Moscow**
- **Technopark in the sphere of high technologies, Republic of Mordovia**
Industrial clusters – geographic concentrations of interconnected companies and institutions in a particular field, situated on the territory of one or several regions of Russia.

25 Industrial clusters
44 Regions of Russia

Industrial clusters – great investment opportunities. An industrial cluster enables its participants to make their businesses more effective and also to get the state support from the federal budget up to 50% of expenses on the investment projects.

Key participants (enterprises) in the industrial clusters:

- AVTOVAZ
- TRANSMASHHOLDING
- RUSSIAN HELICOPTERS
- UMATEX Group
- TATNEFT
- KAMAZ
<table>
<thead>
<tr>
<th>N</th>
<th>Region of the Russian Federation</th>
<th>Industrial cluster</th>
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<tbody>
<tr>
<td>1</td>
<td>Voronezh Region</td>
<td>Cluster of petroleum, gas and chemical equipment producers</td>
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<tr>
<td>2</td>
<td>Pskov Region</td>
<td>Electrotechnical cluster</td>
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<tr>
<td>3</td>
<td>Moscow Region and Tver Region</td>
<td>Carriage construction cluster</td>
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<tr>
<td>4</td>
<td>Moscow Region</td>
<td>Cluster “Fryazino”</td>
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<td>5</td>
<td>Chelyabinsk Region</td>
<td>Instrument engineering cluster</td>
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<td>6</td>
<td>Arkhangelsk Region</td>
<td>Cluster “PomorInnovaLes”</td>
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<td>7</td>
<td>Republic of Mordovia</td>
<td>Fiber optics and optoelectronics cluster</td>
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<tr>
<td>8</td>
<td>Lipetsk Region</td>
<td>Cluster “Lipetskmas”</td>
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<tr>
<td>9</td>
<td>Stavropol Territory and Karachayev-Circassian Republic</td>
<td>National aerosol cluster</td>
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<tr>
<td>10</td>
<td>Republic of Tatarstan</td>
<td>Food products manufacturing cluster</td>
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<td>11</td>
<td>Omsk Region</td>
<td>Agro-biotechnological cluster</td>
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<td>12</td>
<td>Samara Region</td>
<td>Auto industry cluster</td>
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<td>13</td>
<td>Republic of Buryatia</td>
<td>High-tech machinery and instruments manufacturing cluster</td>
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<td>14</td>
<td>Perm Territory</td>
<td>Pharmaceutical industrial cluster</td>
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<td>15</td>
<td>Penza Region</td>
<td>Industrial cluster “BioMed”</td>
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<td>16</td>
<td>Omsk Region</td>
<td>Petrochemical Industrial Cluster</td>
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<td>17</td>
<td>Perm Territory, Udmurtian Republic and Sverdlovsk Region</td>
<td>Industrial cluster “Photonics”</td>
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<td>18</td>
<td>Komi Republic</td>
<td>Forestry and wood processing cluster</td>
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<td>19</td>
<td>Republic of Tatarstan</td>
<td>Construction technologies and materials cluster</td>
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<tr>
<td>20</td>
<td>Republic of Tatarstan</td>
<td>Construction cluster</td>
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<tr>
<td>21</td>
<td>Chuvash Republic</td>
<td>Electrotechnical cluster</td>
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<td>22</td>
<td>Republic of Tatarstan</td>
<td>Auto manufacturing cluster</td>
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<tr>
<td>23</td>
<td>Nizhny Novgorod Region</td>
<td>Industrial cluster of the Nizhny Novgorod Region</td>
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<tr>
<td>24</td>
<td>Altai Territory</td>
<td>Barnaul industrial cluster</td>
</tr>
<tr>
<td>25</td>
<td>Rostov Region</td>
<td>Volgodonsk industrial cluster of nuclear engineering</td>
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Subsidies are focused on compensating for the following costs:

- **Purchase of machine-tool attachments (production tools, jigs)**
- **Purchase of computer programs and their modules**
- **Interest** on the credit on both construction (or reconstruction) of factory buildings and purchase of equipment (up to 70% of the interest rate in a credit contract)
- **Fees on capital assets leased**
- **Production and test** of prototypes and pre-production lots of goods
- **Preparation of engineering documents** as well as creation of technologies, technological processes (including in-house efforts)
MODEL OF INDUSTRIAL AND TECHNOLOGICAL COOPERATION IN THE INDUSTRIAL CLUSTER “LIPETSKMASH”
INVESTMENT OPPORTUNITIES

1st stage: Metal production
2nd stage: Machine base casting
3rd stage: Components machining and processing
4th stage: Machine parts and aggregates production
5th stage: State-of-the-art machines and equipment assembly

Machine bases
Electric motors for machines
Computer numerical control (CNC) machines

CORE PRODUCTION PROBLEM
High share of imported machine bases = 80%

INVESTMENT OPPORTUNITY
Exceptionally high share of imported electric motors = 100% (ABB, Siemens, WEG, etc.)

INVESTMENT OPPORTUNITY
High share of imported machines = 80 - 100%

INVESTMENT OPPORTUNITY
POSSIBLE COOPERATION DIRECTIONS BETWEEN THE ASSOCIATION AND ITALIAN ENTERPRENEURS

1. SEARCH OF BUSINESS PARTNERS IN RUSSIA

2. PROVIDING THE INFORMATION ABOUT THE BEST PLACES FOR INVESTMENT PROJECTS REALIGATION ON THE TERRITORY OF RUSSIA (ON AN INDIVIDUAL CASE-BY-CASE BASIS)

3. HELPING IN LOCALIZING INVESTMENT PROJECTS IN RUSSIA

4. PROVIDING SUPPORT IN GETTING THE GOVERNMENTAL SUPPORT FOR INVESTMENT PROJECTS

5. PROVIDING A DIALOGUE WITH THE FEDERAL AND LOCAL AUTHORITIES, ACCORDING TO THE RUSSIAN LEGISLATION
CONTACTS

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