

INVESTOR OF THE YEAR  
I INVEST IN SPB  
А ИНВЕСТИЦИИ В САНКТ-ПЕТЕРБУРГ  
AWARD WINNER



**MARYINO**  
INDUSTRIAL PARK  
SAINT PETERSBURG, RUSSIA

2017



# BRIEF DESCRIPTION

## Project idea

New centrally managed industrial zone for modern industrial enterprises

## Financial partner

JSC VTB Bank

## Location

Russia, St.Petersburg, Maryino settlement (south-western part of the city)

Distance to the Ring road – 1,5 km via Ropshinskoye highway

## Site

Area – 130 ha

Rights – private ownership

Industrial zoning according to local legislation

## Current status

Site preparation for the 1<sup>st</sup> and 2<sup>nd</sup> phases is completed.

Current occupancy of the 1<sup>st</sup> phase is 97%.

Sales of the 2<sup>nd</sup> phase started.



**MARYINO INDUSTRIAL PARK**



# **PROJECT PARTICIPANTS**



# PROJECT PARTICIPANTS

## FINANCIAL PARTNER



VTB Group is the second biggest financial group in Russia

## PROJECT MANAGEMENT



VTB Development manages development projects of VTB Group in the northwestern region of Russia

## FACILITY MANAGEMENT

**Capital Energo**

Capital Energo provides a full range of services related to the Maryino Industrial Park management

## **VTB Group: key facts**

VTB Group is a global provider of financial services. VTB Bank is the head bank of the group. The main shareholder of the Bank is the Russian government, which owns 60,9% of voting shares.

VTB Group operates large international network, offering a comprehensive range of services to clients in more than 20 countries across the CIS, Europe, Asia and Africa.

The Group's companies offer a complete range of financial services including retail, corporate and investment banking; broking and other stock-market services; insurance; asset management for pension and unit funds; leasing; and more.

In 2009 VTB Bank was given an official status of the strategic partner of Saint Petersburg.



**MARYINO INDUSTRIAL PARK**

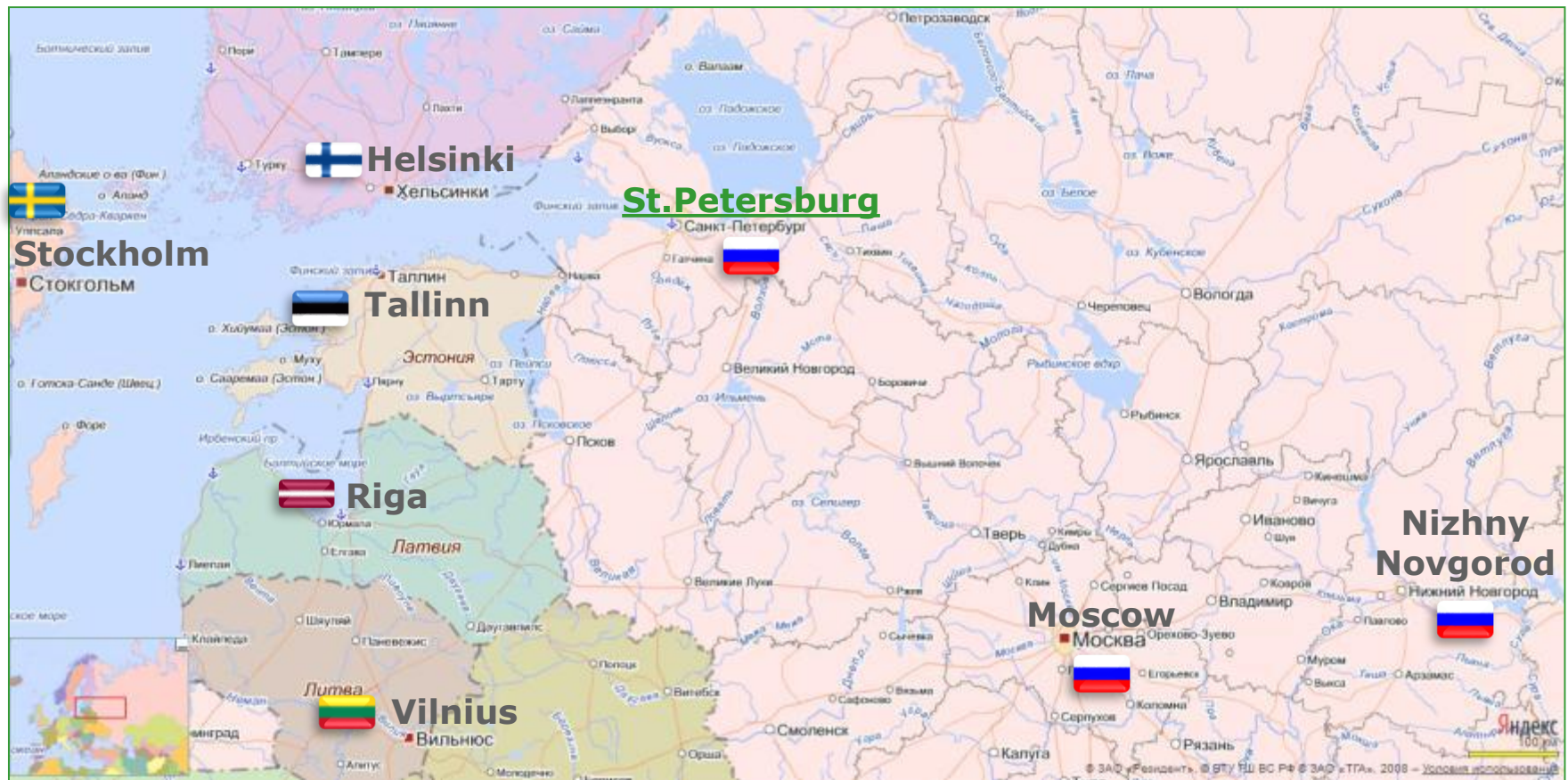


# **SAINT PETERSBURG**



# SAINT PETERSBURG: LOCATION

St. Petersburg being the second most populated city of Russia with 5 million residents is located in the north-western part of the country







# ST.PETERSBURG: BASIC FACTS

Saint Petersburg is the capital of the North-Western region of the Russian Federation

Saint Petersburg is the economic, educational, industrial, scientific, cultural center of Russia

Saint Petersburg is located within 140 km from the Estonian border and 190 km from the Finnish border

Saint Petersburg has 3 seaports, 5 railway terminals, 1 international and domestic airport

Around 100 universities, academies and institutes are located in Saint Petersburg including major technical educational centers training specialists for a wide range of industries

More than 700 international and Russian enterprises representing light and heavy industries operate in Saint Petersburg





# SAINT PETERSBURG: EDUCATION

Saint Petersburg is one of main educational centers in Russia

## Educational institutions of Saint Petersburg:

- 86 high schools (universities, academies, institutes, etc.)
- 61 professional schools and colleges

## The largest technical high schools of Saint Petersburg:

- ✓ Saint Petersburg State University
- ✓ Saint Petersburg State University of Economics
- ✓ Saint Petersburg Polytechnic University
- ✓ Saint Petersburg State Electrotechnical University
- ✓ Saint Petersburg State University of Aerospace Instrumentation
- ✓ Baltic State Technical University
- ✓ Saint Petersburg State Technological Institute
- ✓ Admiral Makarov State University of Maritime and Inland Shipping
- ✓ Saint Petersburg State Marine Technical University



**MARYINO INDUSTRIAL PARK**



**LOCATION**



# MARYINO INDUSTRIAL PARK LOCATION



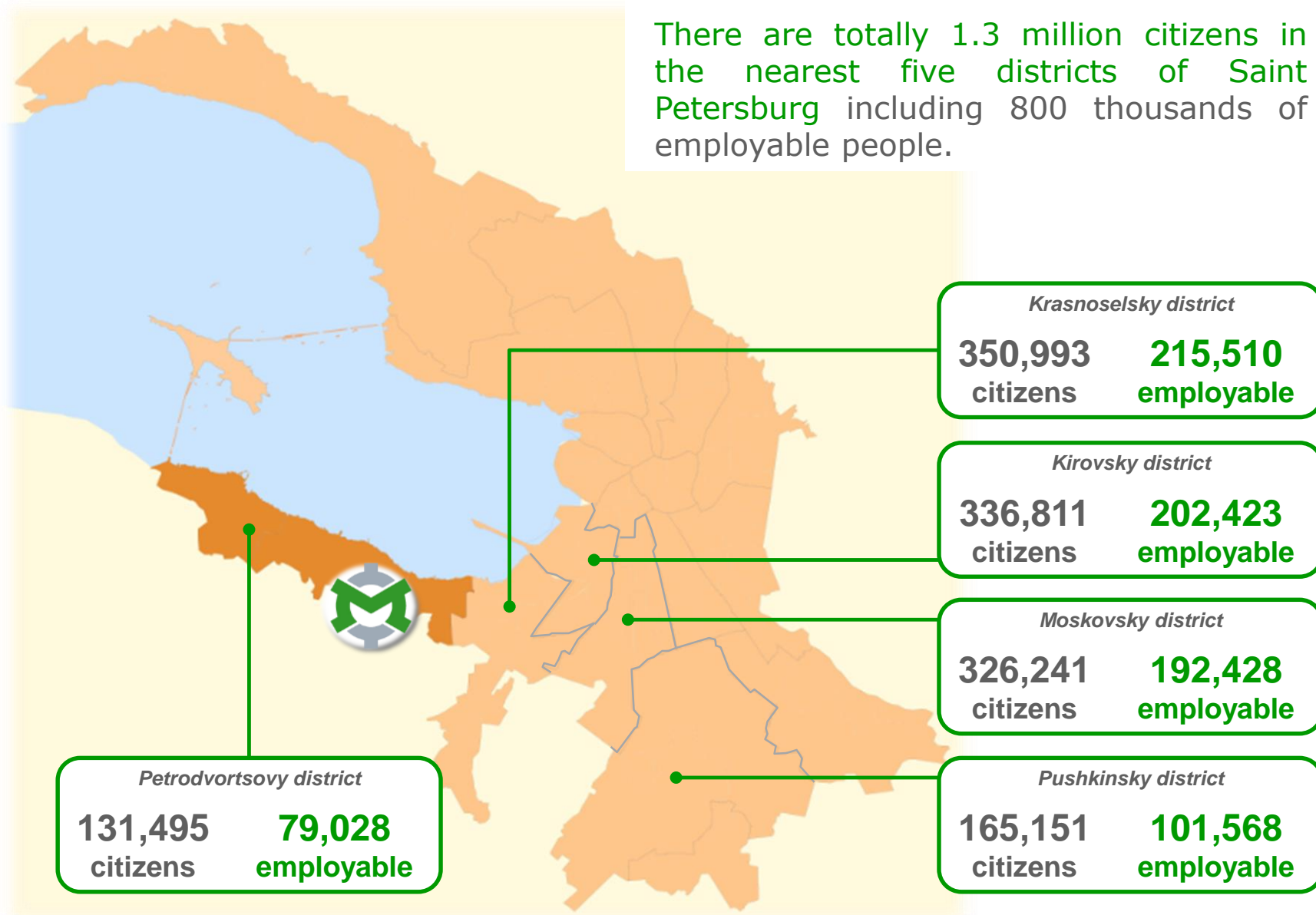




# MAP AND DIRECTIONS



There are totally 1.3 million citizens in the nearest five districts of Saint Petersburg including 800 thousands of employable people.





**MARYINO INDUSTRIAL PARK**



# **DESCRIPTION**

## **OF THE INDUSTRIAL PARK**



# ZONING AND PERMITTED USE

According to the **Saint Petersburg Land Use and Development Rules** the following activities are allowed within the Maryino Industrial Park area:

- ✓ machine-building industry
- ✓ automotive industry
- ✓ electronic equipment production
- ✓ petrochemical industry
- ✓ pharmaceutical industry
- ✓ food industry
- ✓ woodworking industry
- ✓ metal production
- ✓ textile industry
- ✓ building materials production
- ✓ pulp and paper industry
- ✓ warehouses

All the industrial enterprises must correspond to the 4<sup>th</sup> or 5<sup>th</sup> hazard classes (sanitary protection zones up to 100 m) or must presume compensating measures lowering their hazard class to the 4<sup>th</sup> or 5<sup>th</sup>.





# MILESTONES

## 2007-2010

Land plot acquisition  
Industrial park concept  
Urban planning documentation approval

## 2011

Cooperation agreement with the city of Saint Petersburg  
First residents (40 ha)  
Site preparation of the 1<sup>st</sup> phase

## 2012

Start of operation of utility lines  
New residents (7 ha)

## 2013

New residents (12 ha)  
Certification by the Association of Industrial Parks

## 2014

Site preparation of the 2<sup>nd</sup> phase  
Best industrial park in Russia award by FIABCI Prix d'Excellence

## 2015 – 2016

New office of the management company is put into operation  
New factory of Teknos is put into operation  
Certification according to National Standard of Industrial Parks  
Investor of the Year award granted by the Government of Saint Petersburg  
Significant business achievement award by AmCham Russia





## The Government of Saint Petersburg

1. The Government of Saint Petersburg and municipal authorities provide administrative support to Maryino Industrial Park and its residents.
2. Committee for Industrial Policy and Innovations is a responsible division in the Administration of Saint Petersburg.
3. In April 2011 an official *Agreement for the investments into new development projects of automotive systems, units and components production, car assembling production and truck production in Saint Petersburg* was signed by representatives of Saint Petersburg Administration and Maryino Industrial Park.
4. The Government of Saint Petersburg financed construction of the external road network and facility lines for Maryino Industrial Park.





## Teknos

Finnish family-owned company is one of Europe's leading suppliers of industrial coatings with a strong position in retail and architectural coatings.

Teknos offers a wide range of paints and coating solutions, manufactured to International Standards, for industrial, professional, and Do-It-Yourself Customers.

Teknos factory in Maryino (1<sup>st</sup> phase) was opened on the 9<sup>th</sup> June 2015 and became the first factory newly built by Teknos in Russia.



## DIPO

Joint venture of Russian DSK, LLC and French Inergy Plastic Omnium is one of the leading enterprises of automotive industry in Russia and CIS. The company is a leading producer of plastic fuel systems in Russia and a supplier of the largest automotive factories.

Operating factories of DIPO are located in Togliatti and in Vladimir region. A new factory in Maryino Industrial Park will be the first one for the company in the North-Western region of Russia.



## YO-AUTO

Venture was established in order to implement a new project of the first Russian hybrid car under the brand YO. This innovative project of Russian automotive industrial sector take advantage of all modern car technologies from bi-petrol engine with electric drive to monocoque-style composite car body.







## Admiral-Terminal-SV

Logistic group providing full range of transport, storage and logistic services in Russia and Kazakhstan. Since foundation in 1994 over 20 investment projects were successfully completed for Russian and foreign companies.



## Diesel-Energo

In 1899 the world's first diesel engine using crude oil instead of kerosene was invented at the Ludwig Nobel's factory in Saint Petersburg. This event was the starting point for the enterprise. Nowadays Diesel-Energo produces industrial diesel generators, power plants for vessels and provides maintenance and repair services.





# CERTIFICATION



MEMBER OF THE ASSOCIATION  
OF INDUSTRIAL PARKS

Since 2013 Maryino Industrial Park facility management company is a member of the **Association of Industrial Parks**

In February 2016 Maryino Industrial Park was certified according to **National Standard of Industrial Parks ГОСТ Р 56301-2014** (Certificate of operating industrial park No. 12 АИП 2016-2019)

Information about Maryino Industrial Park is represented in **Geographic Information System (GISIP)** developed by Ministry of Industry and Trade in Russia





# AWARDS



FIABCI Prix d'Excellence 2014

Best industrial park of the  
Russian Federation



AmCham Russia award

Significant Achievement in business





# AWARDS: INVESTOR OF THE YEAR

ЕЖЕГОДНАЯ НАГРАДА  
ПРАВИТЕЛЬСТВА  
САНКТ-ПЕТЕРБУРГА  
**2015**  
**ИНВЕСТОР**  
**ГОДА**

In December 2015 Capital-Energo LLC received an Investor of the Year honorary award established by the Government of Saint Petersburg for the implementation of the Maryino Industrial Park project.

Capital-Energo LLC won the nomination for the Best land development project with an investment volume below 3 billion roubles.

Companies implemented their projects in Saint Petersburg during the period of 2010-2014 were allowed to participate in the competition.





**MARYINO INDUSTRIAL PARK**



# **UTILITY INFRASTRUCTURE**

Maryino Industrial Park area is provided with all utilities:

<i>Utilities</i>	<i>Units</i>	<i>Capacities</i>
Power supply	MW	30
Gas supply	m <sup>3</sup> /hour	8 526.5
Water supply	m <sup>3</sup> /day	920
Domestic sewage	m <sup>3</sup> /day	717.5

Connection points to utility lines are located at borders of every land plot.

A local power supplier OJSC “Petrodvorets Electric Networks” constructs a new 110 kV power substation that will expand Maryino Industrial Park’s capacities.



# EXTERNAL INFRASTRUCTURE

## External utility lines

External power supply, gas supply, water supply and sewerage utility lines are constructed and put into operation.

## External road network

The external road network is also completed:

- ✓ **Maryino settlement bypass** connects the industrial park with the Ropshinskoye shosse;
- ✓ **A new street** named Novye Zavody connects the industrial park with Ropshinskoye shosse and Volkhonskoye shosse.





# INTERNAL INFRASTRUCTURE

Internal utility lines and infrastructure for the 1<sup>st</sup> and 2<sup>nd</sup> phases of the industrial park are completed and operating:

- ✓ Internal gas, water supply and sewerage lines;
- ✓ Local treatment facilities for rain water drainage;
- ✓ 3 feeder transformer power sub-stations 10/0.4 kV and power distribution grid;
- ✓ Connection points to all utility lines at each land plot's boundaries;
- ✓ Internal road network;
- ✓ Security gating system and CCTV surveillance;
- ✓ Infrastructure of the facility management company.







# CURRENT CONDITION OF THE SITE





## Capital-Energo LLC

Maryino Industrial Park facility management company

### Construction period functions

- Customer of internal utility lines and road network construction
- Delivery of technical conditions for connection to utility lines to residents

### Operational phase functions

- Maintenance of public areas (traffic management, cleaning, security, landscaping, etc.)
- Maintenance of utility lines and systems (water supply, sewerage, gas supply, CCTV, etc.)
- Administration (industrial park infrastructure renewal approved by residents, service payments billing, etc.)
- Additional services (shuttle bus services, private areas cleaning, private utility lines maintenance, etc.) upon residents' requests





**MARYINO INDUSTRIAL PARK**



# **INVESTMENT PROPOSAL**



# INVESTMENT PROPOSAL: LAND PLOT

**FOR OUR RESIDENTS WE OFFER A PACKAGE THAT INCLUDES:**

- 1. OWNERSHIP TITLE FOR THE LAND PLOT**
- 2. CONNECTION POINTS TO ALL UTILITIES ALONG BORDER OF THE LAND PLOT**

**3. CAPACITIES PER 1 HA:**



**POWER SUPPLY**

353 kW



**GAS SUPPLY**

118 m<sup>3</sup> per hour



**WATER SUPPLY**

12 m<sup>3</sup> per day



**DOMESTIC SEWAGE**

9 m<sup>3</sup> per day



# **INVESTMENT PROPOSAL: BUILD-TO-SUIT**

## **RESIDENT:**

- 1. PROVIDES TECHNICAL REQUIREMENTS**

## **FACILITY MANAGEMENT COMPANY CAPITAL-ENERGO:**

- 1. PROVIDES LAND PLOT WITH ALL UTILITIES**

## **PARTNER COMPANY:**

- 1. DEVELOPS DESIGN PROJECT**
- 2. CONSTRUCTS THE BUILDING AND PUTS IT INTO OPERATION**

## **RESIDENT:**

- 1. PURCHASES OR RENTS THE BUILDING**
- 2. RUNS THE BUSINESS**



# TAX INCENTIVES IN SAINT PETERSBURG

**SINCE 1<sup>ST</sup> JANUARY 2015:**

## INVESTMENTS fixed assets

**OVER 800 MLN RUB in total  
during 3 years**

## PROFIT TAX RATE

**13.5%** instead of 18%  
for 5 years

**OVER 300 MLN RUB in total  
during 1 year**

**15.5%** instead of 18%  
for 3 years

## INVESTMENTS property

**OVER 300 MLN RUB in total  
during 3 years**

## PROPERTY TAX RATE

**0%** instead of 2.2%  
for 2 years



## KEY ADVANTAGES

**PROXIMITY TO  
TRANSPORT HUBS**

**PROFESSIONAL MANAGEMENT**

**1.5 KM TO RING ROAD**

**BUILD-TO-SUIT**

**FULL SITE  
PREPARATION**

**MINIMUM TIME TO  
LAUNCH A FACTORY**

**COMPLETE PACKAGE OF  
DOCUMENTATION**

**TITLE TO LAND**

**HARD SOILS**

**FLAT TERRAIN**

**ACCESS TO  
WORKFORCE**

**FINANCING BY VTB BANK**

**WIDE RANGE OF LAND PLOTS**



# WELCOME! ДОБРО ПОЖАЛОВАТЬ!



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