



SAMARA

panorama of investment spaces



HOUSING AND ADJACENT SPACES

STREET AND ROAD NETWORK

URBAN SPACE

SOCIAL AND RECREATIONAL INFRASTRUCTURE AND ADJACENT SPACES

SOCIAL AND BUSINESS INFRASTRUCTURE AND ADJACENT SPACES

GREEN SPACES





Hospitable Samara is loyal to old friends and glad to new partners, opened for innovations and investments.

FOREWORD BY THE HEAD OF THE SAMARA CITY DISTRICT



**Elena
Lapushkina**

Head of the Samara City District

Dear partners!

Samara City District is one of the leading centers of business activity in Russia, a large industrial center, which is a part of the Samara-Togliatti agglomeration. The city is home to large enterprises of the aerospace, engineering and chemical industries, offices of regional oil and gas companies, and regional offices of the major Russian banks. The creative industry is actively developing, and its growth will be facilitated by the World-Class Research and Education Center Engineering of the Future which is initiated and based in Samara.

Samara is an investment leader and a driver of the economy of the Samara region. The dynamic development of the city's economy contributes to the formation of attractive conditions for investments. Social and business space in the city is characterized by significant growth potential. In the short and long term, the construction industry and development projects will be the center of attraction for investments, since housing and social and recreational spaces are steadily developing simultaneously with the growth of residential and business premises. Along with this, the trends in the development of the street and road network of the city district are showing increasing dynamics. In addition, we make special efforts for better improvement of public spaces.

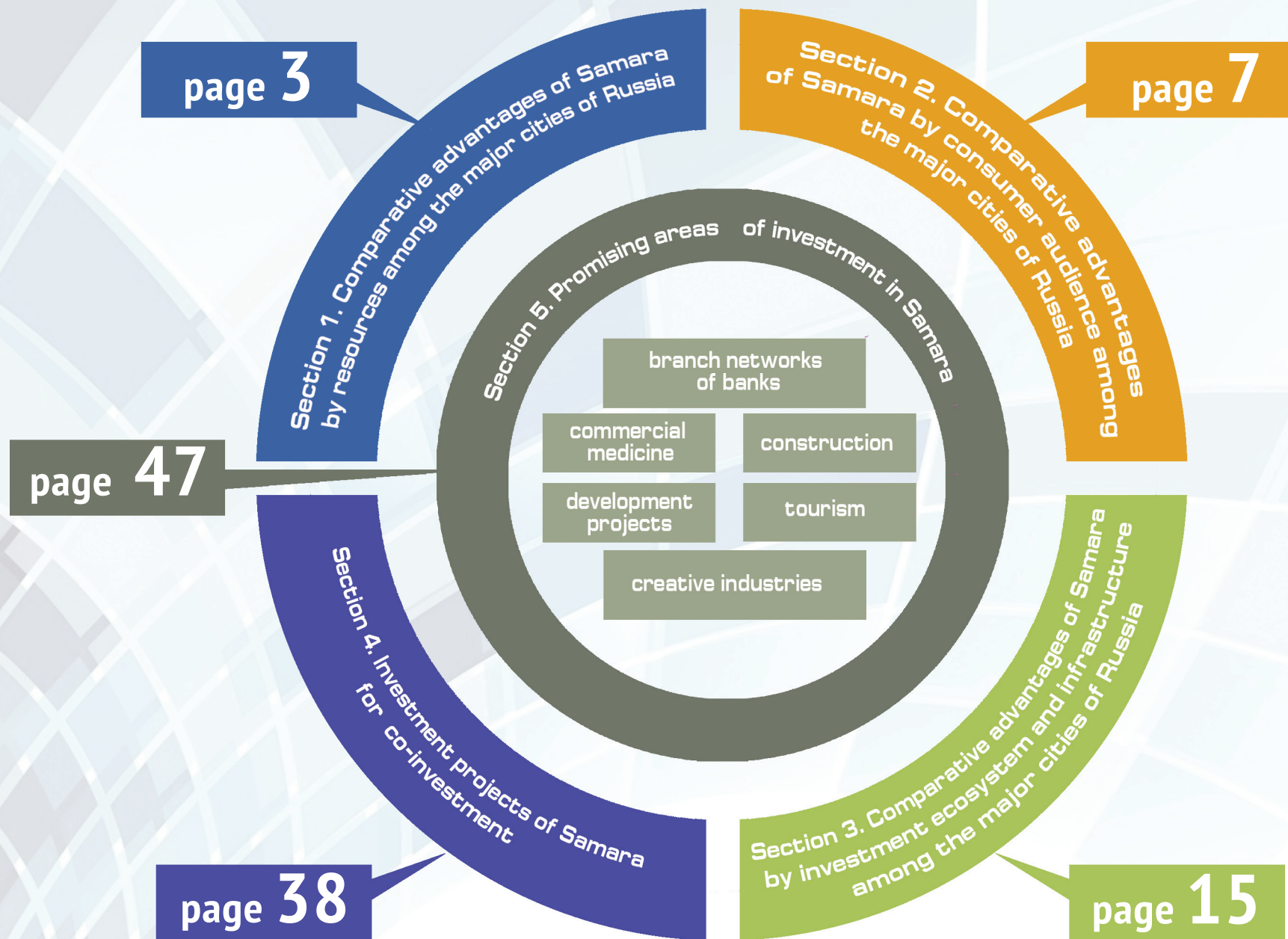
Samara has created a comfortable environment for business development. An advanced investment ecosystem formed in Samara includes more than 10 regional and municipal development institutions, creating conditions and directly contributing to the emergence and strengthening of ties between the participants in investment activities. The city has a wide range of government support instruments: tax preferences, non-tax incentive mechanisms and organizational assistance. The mechanism of municipal-private partnership is actively developing, investors are offered a number of concession agreements for participation.

We are always ready to respond to modern challenges as quickly and adequately as possible, flexibly react to the needs of city residents and business structures. It is important for us to provide comfortable conditions to work, live and rest in Samara!

I am sure that hospitable Samara will become an excellent platform for the development of your business!

I wish you health and success!

STRUCTURE OF THE SAMARA CITY DISTRICT INVESTMENT PASSPORT



The labor force of Samara is distinguished by high qualification level. Universities of Samara train professionals, primarily of the engineering profile. Priority access to labor resources creates favorable conditions for hiring employees by potential investors.

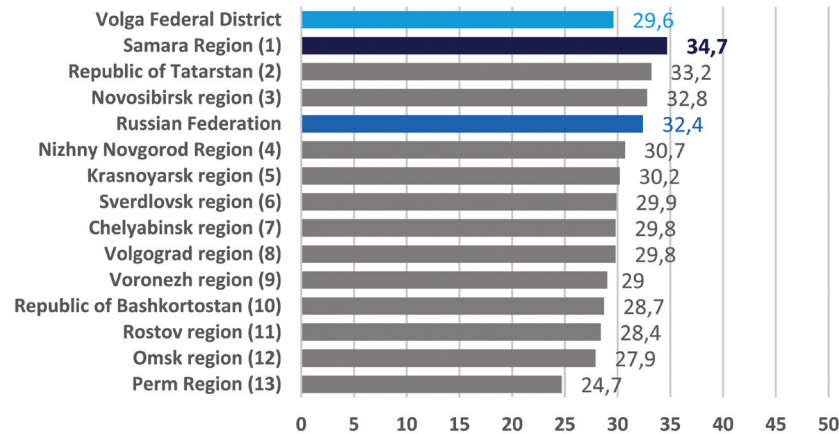
SECTION 1. COMPARATIVE ADVANTAGES OF SAMARA BY RESOURCES AMONG THE MAJOR CITIES OF RUSSIA

Labor force categories with relatively high qualification

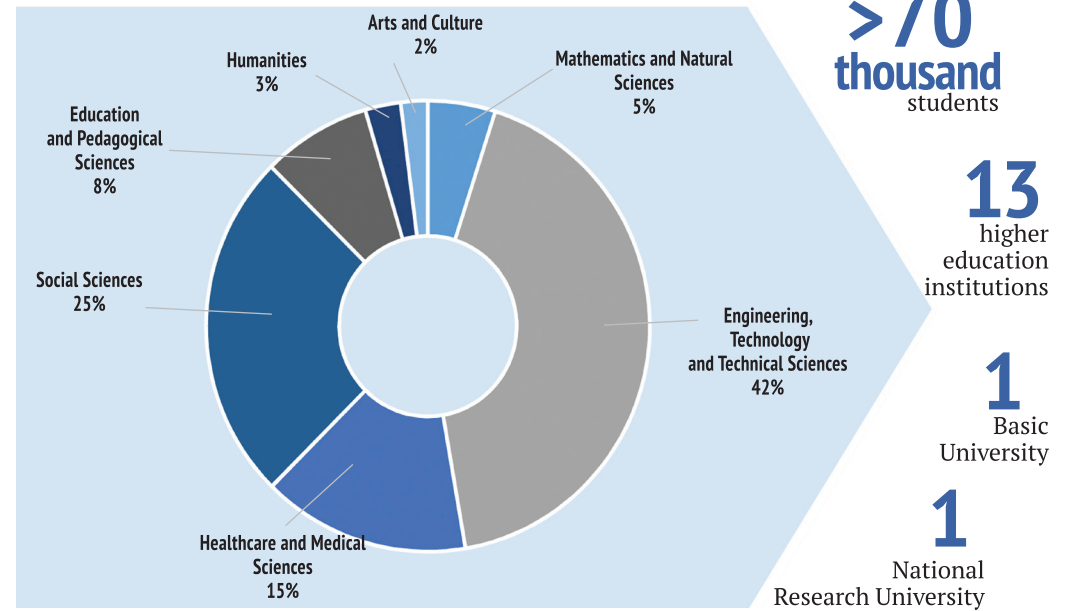
1st rank

among the major Russian cities by the share of highly qualified labor force in the region guarantees investors in the Samara economy the availability of highly qualified labor resources

Share of the highly qualified labor force in the region, %



Directions of Higher Education in Samara



Labor force categories attractive to investors for relatively low costs

Average salary in Samara for certain labor force categories**	Engineers, Technologists, Designers	IT-personnel	Secretaries, Office Managers	Nursing staff
	46 760 ₺	39 770 ₺	29 180 ₺	24 043 ₺
lower than Russian average by	4.10%	2.60%	9.60%	8.30%

The availability of labor resources in **engineering, technical** and **IT** spheres forms the potential for the development of high-tech businesses.

Nursing is the most demanded specialty of secondary vocational education.

High supply and relatively low salaries of nursing staff contribute to the **development of commercial medicine** (79% of medical organizations in 2019 are private).

* Except for the cities of federal significance Moscow and St. Petersburg
 ** according to trud.com portal (as of 01.01.2021)

SECTION 1. COMPARATIVE ADVANTAGES OF SAMARA BY RESOURCES AMONG THE MAJOR CITIES OF RUSSIA

Relatively low costs for material resources and tariffs contribute to the development of material-intensive businesses in Samara, such as construction, energy, manufacturing.

Types of material resources with a relatively low cost

Average prices of basic **building materials*** create enabling environment for Samara investors for the implementation of projects aimed at **capital construction**.

**FOR THE DEVELOPER:
low tariffs
for electric power***

**4 900 ₺ per
megawatt-hour**

Lower than
RF average by

10%

Lower than
VFD average by

16%

In Samara, there are significantly lower tariffs for **wastewater disposal: 33% lower** than in the Russian Federation, and **21% lower** than in the Volga Federal District. Relatively low **heating tariffs** are also an important cost saving factor.

* according to acquisition data of construction companies

** according to the data of the Common Interdepartmental Information and Statistical System on average consumer prices (tariffs) for goods and services

*** average tariff according to the information disclosure portal of the Department of Price and Tariff Regulation of the Samara Region

Types of building materials	Price, ₺ (Samara, 2020)	Deviation from the RF ^o average, %	Deviation from the VFD ^{oo} average, %
Crushed stone, m ³	1042.95	-24	-26
Ceramic non-refractory building bricks, thousand pcs.	9533.34	-36	-16
Silicate and slag bricks, thousand pcs.	7250.00	-7	-4
General construction cements, ton	4333.68	-13	-3

Types of tariffs**	Tariff, ₺ (Samara, 2020)	Deviation from the RF average, %	Deviation from the VFD average, %
Water disposal, m ³	17.06	-33	-21
Subscription fee for mobile Internet, month	391.93	-36	-14
Subscription fee for access to the Internet, month	468.18	-15	-6
Overhaul contributions, m ²	6.67	-18	-4
Providing a local connection (conversation) via mobile communication, minute	1.77	-7	-4
Heating, Gcal	1468.06***	0	-3
Hot water supply, m ³	136.75***	7	12
Cold water supply, m ³	31.70***	7	23
Network gas, m ³	7.57	18	16

Fuel types	Price, ₺ (Samara, 2020)	Deviation from the RF average, %	Deviation from the VFD average, %
Coal, ton	2751.77	-5	-32
Gas motor fuel, liter	21.52	-6	-3
Motor gasoline of the AI-92 brand, liter	42.09	-2	-1
Diesel fuel, liter	47.07	-2	0

Comparatively low **fuel prices** create an opportunity to reduce costs for businesses.

^o Hereinafter: Russian Federation

^{oo} Hereinafter: Volga Federal District

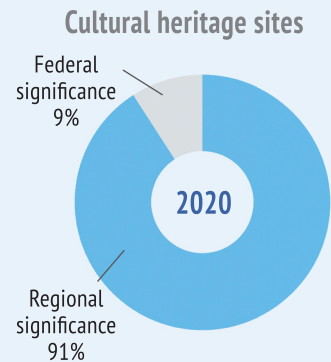
Samara attracts tourists with bright sights, picturesque walking areas and an eventful environment, as well as a developed infrastructure.

Samara keeps the values of history and culture within the boundaries of the **historical settlement*** territory.

601** state-protected cultural heritage sites, including:

549 cultural heritage sites of the regional significance

52 cultural heritage sites of the federal significance



TRAVELLERS' CHOICE top **10%** best objects of **tripadvisor.ru***** include:

sights and landmarks:

- Samara embankment;
- Viewing “helicopter” platform;
- Kuibyshev Square;
- Leningradskaya street;
- Sculpture Barge Haulers on the Volga River;
- Monument to knyaz Grigory Zasekin;

museums:

- Stalin’s Bunker;
- Galileo Park.



The “visiting card”**** of the region includes the objects of Samara:

- Samara Square, Glory Square;
- Monument - aircraft IL-2;
- Samara Cosmos Museum and Exhibition Centre;
- Museum of Local History named after P.V. Alabin;
- Samara Academic Drama Theater named after M. Gorky;
- Samara State Philharmonic.

* Resolution of the Government of the Samara region of December 27, 2019 No. 1019
 ** as of 20.11.2020

*** the world’s largest travel guidance platform
 **** according to the website of the Samara region Government

SECTION 1. COMPARATIVE ADVANTAGES OF SAMARA BY RESOURCES AMONG THE MAJOR CITIES OF RUSSIA

Developed hotel infrastructure creates conditions for comfortable accommodation of large number of tourists.

2nd
rank

among the major Russian cities*
by the number of hotels

276
hotels**

3595 ₺

average price for a double room with breakfast in a three-star hotel**

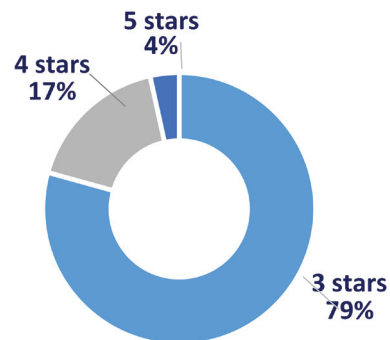
58

3-5 stars hotels:

2
"5 stars"

10
"4 stars"

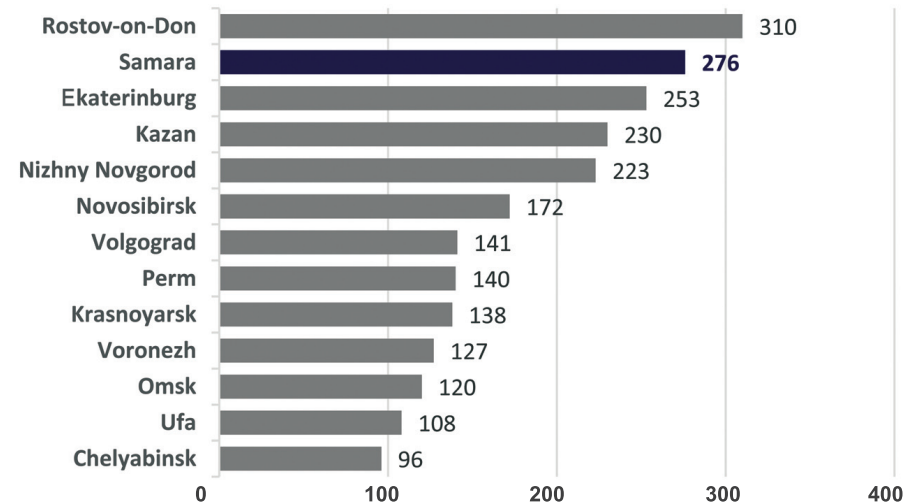
46
"3 stars"



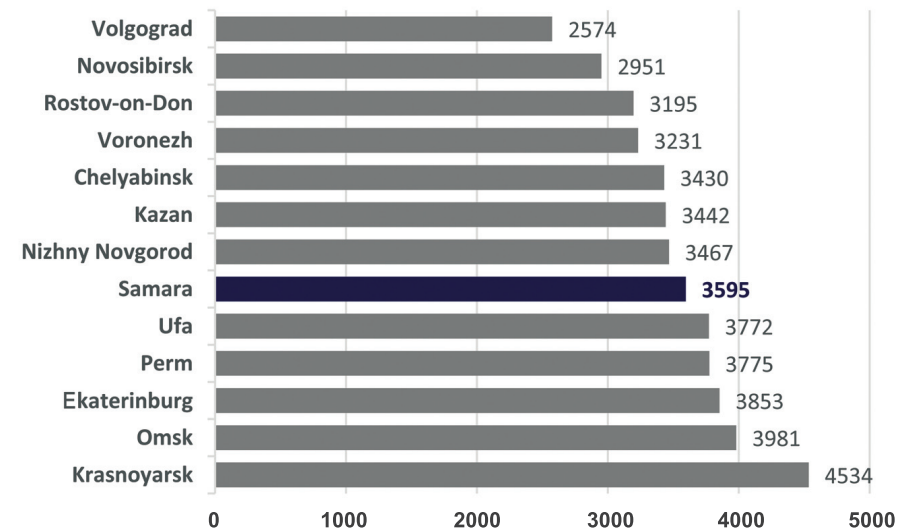
Samara can offer guests of the city, who come for business or tourism, a variety of accommodation options. At the same time, the general level of prices for hotel rooms is relatively low and creates **competitive advantages for Samara** in comparison with the other major cities: Ufa, Perm, Yekaterinburg, Omsk and Krasnoyarsk.

* except for the cities of federal significance Moscow and St. Petersburg
** according to Yandex.Travel service

Number of hotels



Average price for a double room with breakfast in a three-star hotel, ₺



Relatively high average wages rate ensures effective demand for the products offered by potential investors.

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA

2

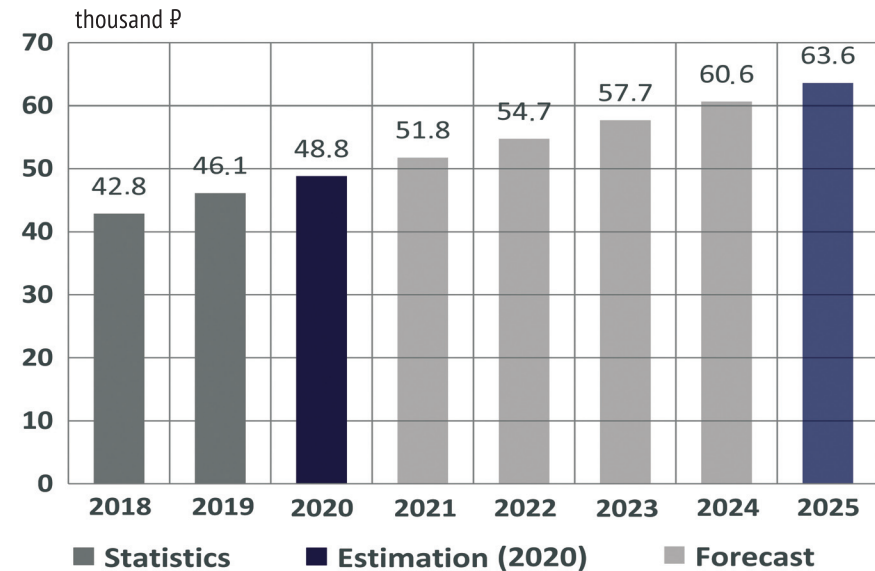
Relative advantages of the Samara population by the wages level

46139 ₺ average salary* (2019)

47020 ₺ average salary* (2020, 1st half)

by **16%** higher than in VFD

Average salary forecast



Average salary in Samara is relatively high and has an upward trend, which contributes to the growth of the purchasing power of the population.

By 2025, wages are expected to grow by 38% compared to 2019.

According to the forecast for 2025, the average salary is expected to be

63.6
thousand ₺
by non-pandemic scenario

58.4
thousand ₺
by pandemic scenario

* average monthly nominal accrued wages of employees of organizations (excluding small businesses)

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA

Public and business environment in Samara is widely provided with high-quality retail spaces. This creates prerequisites for the development of brand chains.

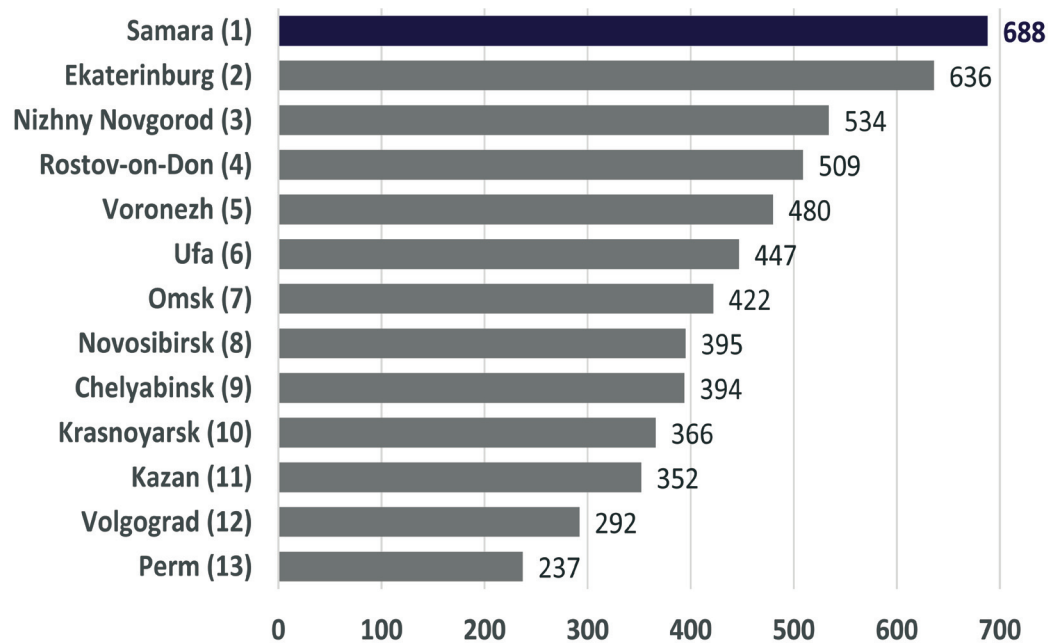
Relative advantages of Samara by the retail space supply

**1st
rank**

among the major Russian cities
**by the area of shopping centers
per thousand citizens**

According to the international consulting company Knight Frank, Samara has repeatedly become a leader among the largest cities in Russia by the high-quality retail space: Samara ranks first by **Gross Leasable Area (GLA) of shopping centers per thousand citizens**. This contributes to the development of both brand networks in the city and the catering network through the use of food court areas.

Shopping centers area supply, m² per 1000 citizens (2019)



* except for the cities of federal significance Moscow and St. Petersburg

**688 m²
per thousand
citizens**

**quality retail space
supply rate
(2019)**

**733 m²
per thousand
citizens**

**quality retail space
supply rate
(2020)**

**853
thousand m²**

**total area
of quality retail space
(2020)**

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA

The high availability of retail space in Samara offers tenants a variety of options for business.

**4th
rank**

among the VFD cities
by total retail space

1.8

mln m²
total retail space
(2019)

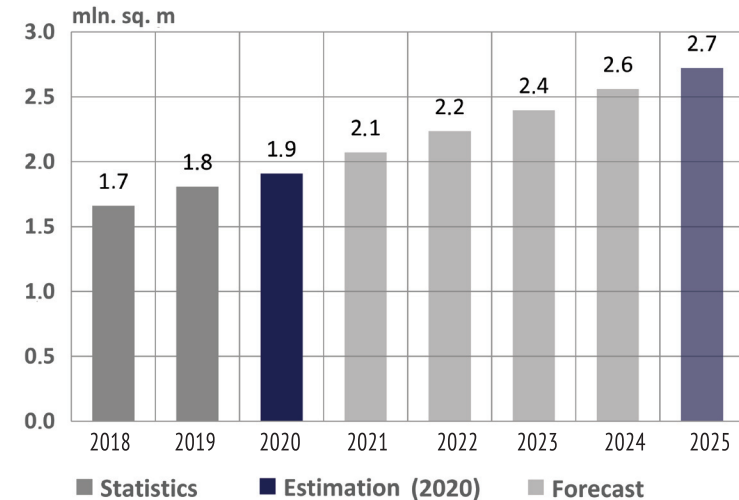
162.8
thousand m²

average annual increase
of retail space

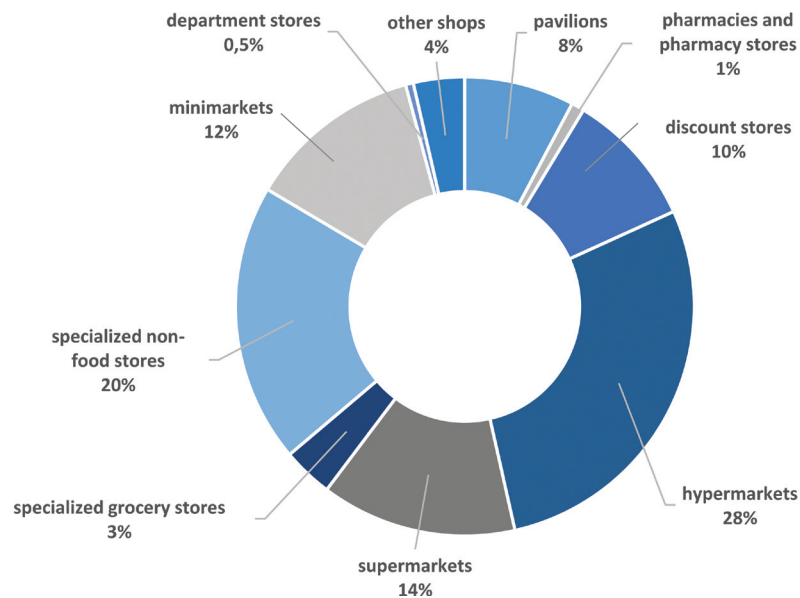
2.7

mln m²
retail space
forecast for 2025

Retail space forecast



Retail space structure



**>4
thousand
total shops
number**

AND ALSO:

127
discounters

405
pharmacy

1837
pavilions,
tents, kiosks

Samara is widely provided with retail space* of various types. This, firstly, creates conditions for the supply of goods, and, secondly, provides the best choice of rental option for the investor's business.

The **development potential** of the urban trade infrastructure indicated a trend towards a reduction in the number of non-stationary objects in favor of stationary ones.

There are **prerequisites** for increasing the level of functional diversity of trade objects by adapting the premises of the first floors of the existing buildings. It is possible to place objects of public and business infrastructure intended for trade, provision of services, as well as for culture and leisure.

* Data on the number of retail trade facilities and the retail spaces is given without taking into account small businesses.

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA*

The key competitive advantages of Samara in terms of investment attractiveness are concentrated in the priorities of consumption of the population, which express creativity and IT-orientation.

Relative advantages of the population of Samara by the consumption of certain goods

**1st
rank**

by average per capita expenditures on certain types of goods among the cities – administrative centers of the VFD

**Lightning
equipment**

>240

₽ per capita
anually

by **92%**

higher than in the VFD

by **22%**

higher than in the RF

Cars

**>23
thousand**

₽ per capita
anually

by **82%**

higher than in the VFD

by **58%**

higher than in the RF

Computers

**>2.5
thousand**

₽ per capita
anually

by **79%**

higher than in the VFD

by **28%**

higher than in the RF

Samara occupies a **leading position** in the Volga Federal District in terms of per capita consumption of a wide range of goods.

Thus, average resident of Samara spends on **lighting equipment** (lamps of all types) almost twice as much as in the Volga Federal District, and by 22% more than in the Russian Federation. The category of **LED lamps** stands out especially in this product group: the per capita cost of purchasing this product is almost 2.5 times higher than in the Volga Federal District.

Per capita expenses for buying **cars** are more than 1.5 times higher than the average level both for the district and for the country as a whole. The cost of purchasing **computers** is also high.

This creates conditions both for the sale of goods that city consumers are inclined to buy, and for the development of a business connected with **cars** or **computers**: service, supply of components and related goods.

* among the largest cities of the Volga Federal District

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA

The high availability of cars for the population of Samara creates preconditions for the development of business related to the sale of goods and services for car owners, and, moreover, increases the availability and attendance of shopping centers.

**1st
rank**

among the major Russian cities* by the number of motor vehicles per thousand citizens

331

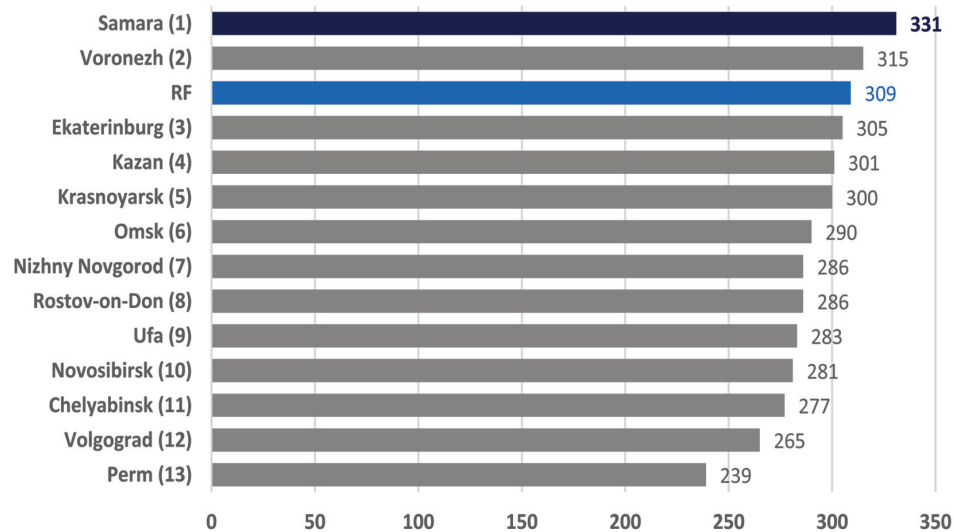
motor vehicles per thousand citizens

**>382
thousand**

car park in Samara



Number of cars per 1000 citizens



* except for the cities of federal significance Moscow and St. Petersburg

Samara is the leader among the largest cities in the Russian Federation by the **number of cars per thousand citizens**, surpassing the average level in Russia (according to the research of the AUTOSTAT analytical agency).

This is an important factor for investing in a business related to the sale of **goods and services for car owners**, as well as the **delivery of goods**. In addition, this opens up opportunities for the development of **a network of driving schools**.

Another opportunity associated with this advantage is an increase in the mobility of the population and, as a result, an **increase in the availability and attendance of shopping, business and entertainment facilities**.

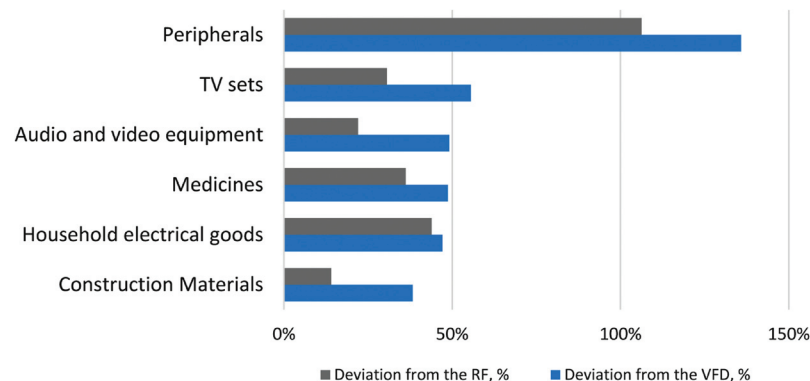
The high concentration of cars leads to the problem of a lack of parking spaces, which creates the **preconditions for the development of a parking network**.

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA*

Samara has an investment attractiveness in comparison with large cities of the Volga Federal District for the development of business related to the sale of complex electronic and technical devices and medical goods, as well as for the development of a chain of stores of building materials.

**2nd
rank**

among the VFD cities
**by average per capita expenditures
on certain types of goods**



**4th
rank**

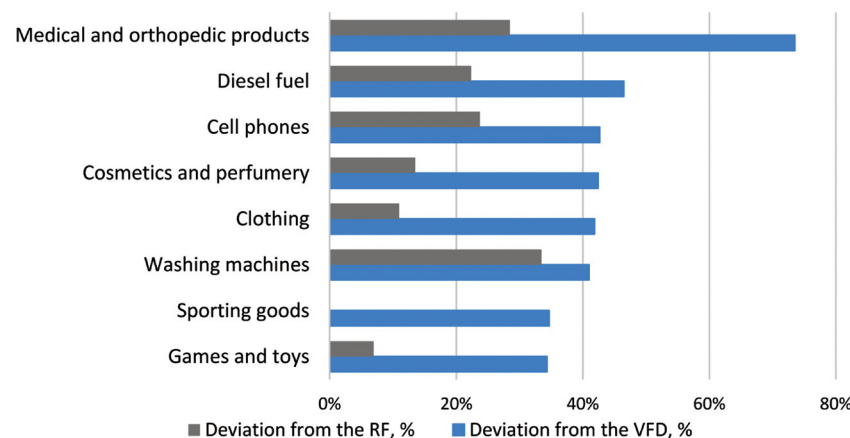
among the VFD cities
**by annual retail turnover
per capita****

**>260
thousand ₺**

**annual retail turnover
per capita**

**3rd
rank**

among the VFD cities
**by average per capita expenditures
on certain types of goods**



Among the goods for which Samara ranks second or third in the Volga Federal District in terms of per capita expenditures, categories with a significant deviation from the level of consumption of the district or the country also stand out.

Per capita expenditures on **peripheral devices** exceed the VFD level by almost 2.5 times and the Russian level by more than two. Per capita expenditures on **televisions, audio and video equipment, medicines, household electrical goods and building materials** exceed the level of the Volga Federal District by almost 1.5 times.

Among the goods that occupy the third place in the Volga Federal District, **medical and orthopedic products** stand out, for the consumption of which the city exceeds the level of the Volga Federal District by more than 70% and the Russian Federation by almost 30%.

Thus, **the preferences of the population of Samara are dominated by high-tech goods (electronics and technical devices), medical supplies and building materials.**

* among the largest cities of the Volga Federal District

** without taking into account small businesses

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA*

Samara is the center of attraction for large flows of socially significant goods, forming a considerable market share in the Volga Federal District.

**1st
rank**

among the VFD cities
by gross turnover of the following goods

Product category	Share of Samara in the retail turnover of the VFD, %
Cars	7.18
Computers	7.07
TV sets	6.14
Audio and video equipment	5.89
Medicines	5.87

Samara ranks first in the Volga Federal District in terms of the market volume of **cars** and **computers** with a share of the Volga Federal District turnover for each product **over 7%**.

Also Samara is the leader in terms of the market for **televisions, audio and video equipment, and medicines**.

** among the largest cities of the Volga Federal District

**>300
bln. ₺**

annual
retail turnover

5.3%

share of Samara
in the retail turnover of the VFD

Samara offers investors **commodity markets for high-tech electronics, vehicles, medical products** of high potential capacity.

Local governments promote the development of competition in product markets, primarily in the following:

- **housing and capital construction;**
- **heat supply;**
- **maintenance and repair works in apartment buildings;**
- **works on the urban environment improvement;**
- **road passenger transportation;**
- **car repair services;**
- **communication services and provision of broadband Internet access.**

SECTION 2. COMPARATIVE ADVANTAGES OF SAMARA BY CONSUMER AUDIENCE AMONG THE MAJOR CITIES OF RUSSIA*

In addition to the advantages associated with a significant market volume for certain goods, Samara is distinguished by a highly developed Internet trade.

**2nd
rank**

among VFD cities **by the turnover of the following goods**

Product category	Share in VFD turnover, %
Peripherals	9.31
Lightning equipment	7.58
Medical and orthopedic products	6.85
Bicycles	6.67
Sugar	5.94
Household electrical goods	5.81
Construction Materials	5.46
Sporting goods	5.32
Tobacco products	4.87

**3rd
rank**

among VFD cities **by the turnover of the following goods**

Product category	Share in VFD turnover, %
Cell phones	5.63
Cosmetics and perfumery, except soap	5.62
Clothing	5.60
Washing machines	5.57
Games and toys	5.31
Confectionery	5.23
Audio equipment	5.16
Furniture	4.90
Gas motor fuel	4.66
Stationery	4.44

* among the largest cities of the Volga Federal District

**4th
rank**

among the VFD cities **by annual retail turnover**

**3rd
rank**

among the VFD cities **by Internet sales per capita**

**3rd
rank**

among the VFD cities **by share in the turnover of Internet sales of the VFD**

**4th
rank**

among the VFD cities **by the share of Internet sales in the total volume of retail trade**

Samara is characterized by a relatively high **propensity of residents to purchase goods via the Internet**, therefore, investments in public service projects related to the provision of delivery services for food and non-food products will receive an active demand from consumers.

The share of certain goods in the Samara market is significantly higher than the average. Thus, the share of the city in the turnover of **peripheral devices** in the Volga Federal District is **9.31%**.

In the territory of Samara, business can get free legal and accounting consultations and support in obtaining public services.

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

3

Municipal development institutions and tools for their use by investors

Municipal government institution Samara Business Incubator provides:

- equipped office space for rent;
- large free parking;
- free meeting and conference rooms that can accommodate 250 persons;
- free consultations of a lawyer and an accountant;
- business trainings, workshops, master classes in the building of the business incubator;
- assistance in documents drafting;
- reporting to the Pension Fund and the Federal Tax Service.



Business gets the convenience of supporting of ALL business processes

The Department of Economic Development, Investments and Trade (DEDIT) of the Samara Administration:

- attracts investments in socially significant projects;
- implements projects based on the principles of municipal-private partnership;
- creates favorable conditions for industrial activity in Samara;
- creates conditions and implements measures to provide support for small and medium-sized businesses in the territory of Samara.

12 branches of the Multifunctional Center for the Provision of Public (Municipal) Services (MFC) offer:

- support in obtaining various government services;
- significant time savings in obtaining public services;
- comprehensive service “turnkey business”;
- 9 specialized windows for business based on 6 branches;
- MFC mobile application: all services in “one click”.



CONTACTS



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SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara and the Samara Region, a business can receive a whole range of government support measures: assistance in attracting investments, soft loans, protection against corruption.

Development institutions of the Samara region and their impact on investment processes in Samara







Institutions for large and medium businesses, industrial enterprises

	Non-Profit Unitary Organization Fund Investment Promotion Agency of the Samara Region	Attracts Russian and foreign investors to the region, promotes regional companies in the Russian and international markets, and provides comprehensive support to initiators of investment projects. Renders a whole range of services: from the selection of a plot for the implementation of the project to its reaching the final stage and the provision of the necessary state support	The investor receives a significant reduction in financial risks when working with regional institutions
	Samara Region Development Corporation OJSC	Attracts private investors to ongoing and new projects. Ensures decrease in the project risks, as well as a decrease in the period of the project development	
	Non-governmental organization - Fund State Fund for the Development of Industry of the Samara Region	Provides concessional loans for the implementation of projects aimed at introducing advanced technologies, creating new products or organizing import-substituting industries	Credit amount: 5-100 mln. ₸ Credit rate: 1-5 % per annum Credit term: up to 5 years
In order to counteract corruption			
	Autonomous non-profit organization Center for Public Procedures Business Against Corruption in the Samara region	Contributes to protection of business from corruption pressure and raiding. The center works in the areas of improving legislation and protecting consumer rights	Business obtains protection from corruption pressure

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara and the Samara Region, a business can receive a whole range of government support measures: sureties, loans with subsidized rates, free consultations on business development.






Institutions for small and medium enterprises (SMEs)

	Joint Stock Company Microcredit Company Guarantee Fund of the Samara Region	Provides sureties for the obligations of SMEs and organizations of the SMEs support infrastructure	Business receives sureties for development loans
	Business Consulting Center of JSC SME Bank in Samara	Providing loans to SMEs for a subsidized rate	Credit amount: 1 mln. ₸ - 2 bln. ₸ Credit rate: from 7 % per annum Credit term: up to 10 years
	Municipal government institution Information and Consulting Agency of the Samara Region	Provides information and consulting assistance to existing and emerging entrepreneurs on the issues related to doing business	Comprehensive business support
	Fund Regional Center for the Development of Entrepreneurship of the Samara Region	Provides entrepreneurs with consulting support on the organization and development of their own business	
	Portal of state support for business of the Samara region	Accumulates information on measures to support entrepreneurship in the Samara region at all stages, from the start-up stage to the stage of exporting	
	My Business center in Samara	Provides free legal and accounting services, packaging and promotion of the franchise, offers support services for organizations participating in the tenders for state and municipal needs supply	


SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara, innovative projects can receive assistance in preparation and implementation, as well as financing.

Institutions for startups and innovations



	Samara Region Innovation Fund	Supports innovative entrepreneurship in the region, selects promising innovative projects in the region and attracts funding for them	Business receives support for innovative projects
	State Venture Fund of the Samara Region	Finances the best innovations and start-up projects from the idea stage to the prototype	
	Samara Regional Fund for Assisting Venture investment Development	Creates favorable conditions for venture investments in innovative companies of the Samara region, attracts private capital for innovative projects of the region	
	Association Non-profit Partnership Regional Center for Innovation	Helps aspiring and active entrepreneurs to organize and implement innovative projects and start-ups	
	State Autonomous Institution of the Samara Region Center for Innovative Development and Cluster Initiatives	Provides a range of engineering and consulting services for the design and modernization of products, as well as access to high-tech equipment and special software	

Institutions for Small and Micro Enterprises

	Microfinance Fund	Providing loans to legal entities and individual entrepreneurs related to small and medium-sized businesses	Credit amount: up to 3 mln. ₺ Credit rate: 10-12% per annum Credit term: 1.5-3 years
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In the territory of Samara, a business can receive all needed infrastructure, as well as comprehensive assistance in entering the export markets.

Coworking centers

	YellowRocketsLegal	Provides legal services for entrepreneurs and investors	Ready and convenient infrastructure for business
	Tochka Kipeniya coworking center	Provides office and work space and common areas	

Export business support

	JSC Russian Export Center – a separate subdivision in Samara	Makes the following payments: <ul style="list-style-type: none"> – compensation of costs share associated with certification and homologation of products; – compensation of manufacturers' costs in products transporting – compensation of interest rates on export loans provided by commercial banks; – compensation of expenses for participation in international exhibitions 	Non-commodity export support
	Samara Region Export Support Center	Provides: <ul style="list-style-type: none"> – consulting on export activities; – expertise and support of an export contract; – search for a foreign partner; – marketing and patent research 	Assistance for SMEs in entering the foreign market

Investor can receive several tax preferences in the territory of Samara.

Benefits for investors and a complex of legislation of the Samara region in the field of investment development

Tax instruments of state support for investment activities in the Samara region

What investor gets	How to get	Conditions	Regulatory document
Corporate profits tax incentives (valid until January 1, 2023 according to the Tax Code of the Russian Federation)			
Regional profits tax rate of 13.5% for the projects: - from 100 to 500 million rubles: for a period of 4 years, - from 500 million rubles and more: for 5 years	Coordination of the business plan with the authorities before the end of the investment phase of the project. Application for the approval of a business plan in the MEDI SR*, agreement on the basis of 3 keys: MEDI SR, the MF SR**, the line ministry	In case of maintaining separate accounting records of property and income (expenses) received (incurred) from activities within each investment project or in case of creating separate divisions solely for the implementation of these projects	The law of the Samara region of 07.11.2005 No. 187-GD; Resolution of the government of the Samara region of 23.07.2018 No. 417
Investment tax deduction			
For participants in the Labor Productivity national project the amount of the deduction will equal 80% of the amount of individual expenses in 2021, 70% in 2022, and 50% in 2023-2024. For organizations-SMEs that have implemented projects according to OKVED*** 30.3, the deduction amount will be 90% of the amount of individual expenses	The decision to use the right to apply the deduction is reflected in the accounting policy for tax purposes	The deduction is applied to new items of fixed assets belonging to 3–7 depreciation groups acquired after January 1, 2020 (with the exception of some OKVED *** codes). Participants of regional investment projects, residents of the Special economic zone, residents of the Territory of advanced socio-economic development are not entitled to apply the deduction	Tax Code of the Russian Federation, Law of the Samara Region of 07.11.2005 No. 187-GD

* Ministry of Economic Development and Investments of the Samara Region

**Ministry of Finance of the Samara Region

***Russian Classification of Economic Activities

An investor can receive several tax preferences in the territory of Samara.

What investor gets	How to get	Conditions	Regulatory document
Participants of the investment project of the region (IPR)			
Corporate income tax benefits: <ul style="list-style-type: none"> - federal rate of 0% (if a regional benefit is applied, for the period of its validity); - regional rate of 10% (starting from the receipt of the first profit until the period in which the amount of the tax benefit will be equal to the volume of capital investments) 	Inclusion in the register IPR The volume of capital investments is not less than: 100 million rubles - if investments are carried out within a period of ≤ 3 years; 500 million rubles - if investments are carried out within a period of ≤ 5 years	Production of goods: Manufacturing type of activity excluding oil extraction or processing, gas production, transportation services, production of excisable goods (excluding cars and motorcycles) The share of capital investments made before sending an application for inclusion in the register is not more than 30% of the total volume of capital investments	The tax Code of the Russian Federation; The law of the Samara region of 20.07.2020 No. 93-GD
Corporate property tax incentives			
Exemption from tax in relation to the created or acquired property at the cost of the project: <ul style="list-style-type: none"> - up to 100 million rubles for 2 years; - from 100 to 500 million rubles - for 4 years; - from 500 million rubles and more - for 5 years 	Coordination of the business plan with the authorities before the end of the investment phase of the project. Application for the approval of a business plan in the MEDI SR, agreement on the basis of 3 keys: MEDI SR, the MF SR, the line ministry	For investors implementing projects in priority economic activities: agriculture, mining, manufacturing, hotel activities, information technology activities, research, education, health and social services, waste collection and disposal	The law of the Samara region of 25.11.2003 No. 98-GD; The resolution of the government of the Samara region of 23.07.2018 No. 417

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara, an investor can receive a number of preferences: organizational support, benefits for lease and redemption of land.

What investor gets	How to get	Conditions	Regulatory document
Land tax benefits (only for investment activities in the territory of Samara)			
0% tax rate applied to land plots used for the implementation of investment projects for 5 years	Submit to the tax authority the following papers: – notification of the inclusion of the investment project in the Register of investment projects of Samara; – copies of the investment agreement between the Administration of Samara and the subject of investment activity	Inclusion in the Register of Investment Projects after 01.01.2017	The resolution of the Samara City Council of 24.11.2005 No. 188
Comparison of tax rates for investors in Samara and in the Russian Federation			
Types of taxes	Basic rate	Tax rates in the territory of Samara for investors	
Corporate property tax	2.2%	0% for a period from 2 to 5 years	
Corporate income tax	20%	13.5 % for a period from 4 to 5 years	
Land tax	0.3-1.5%	0% (for the implementation of an investment project) for 5 years	
Compulsory insurance premiums	30%	30%	

In the territory of Samara, an investor can receive a number of preferences: benefits for lease and land redemption, profits tax incentives for regional investment projects.

Non-tax instruments of state support for investment activities in the Samara region

What investor gets	How to get	Conditions	Regulatory document
Investment memorandum			
Appointment of a state curator. Non-proliferation of deteriorating conditions of newly adopted normative legal acts. Provision of land plots in state or municipal ownership for lease without tender. Rent for land plots owned by the Samara region is equal to 0.075% of the cadastral value. Preferential land redemption is equal to 5% of the cadastral value (in the field of tourism)	Submit the documents in accordance with the regulatory requirements to Investment Promotion Agency or MEDI SR. Consideration of the project at the investment council. Coordination of the draft memorandum with the Government of the Samara region	The project cost is over 650 million rubles. Creation of new or preservation of existing jobs. Obligations for the development of the territory	The law of the Samara region of 16.03.2006 No. 19-GD; The resolution of the government of the Samara region of 18.09.2014 No. 582; of 06.08.2008 No. 308; of 30.09.2015 No. 618.
Investment Agreement with Local Self-Government Bodies (LSG)			
Obligations of the local self-government body: - organization of supervision of the project implementation; - participation in the selection and/or provision of a plot to the investor; - participation in the arrangement of the plot	Conclusion of an investment agreement with local self-government bodies in a standard form	The project cost is lower than 650 million rubles. Implementation of the project according to the OKVED sections: A (Agriculture, Forestry, Hunting, Fishing and Fish Farming), C (Manufacturing)	The resolution of the government of the Samara region of 22.02.2013 No. 50
Land rent incentive (only for investment activities in the territory of Samara)			
Preferential coefficient for the tenant category at the level of 0.07	Conclusion of an agreement with Samara for legal entities and individuals. Conclusion of lease agreements for land plots	Inclusion in the Register of Investment Projects after 01.01.2017	The resolution of the Samara City District Administration of 05.08.2010 No.949 (with amendments of 02.10.2017 No. 881)

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara, the inversion project can be assigned the status of a strategic one for the development of the region.

What investor gets	How to get	Conditions	Regulatory document
Provision of a land plot without tender (only for investment activities in the territory of Samara)			
The land plot is provided without tender for the implementation of large-scale investment projects	Conclusion by the Head of Samara or an authorized body with the recipient of the municipal service of a lease agreement for a land plot, the state ownership of which is not delimited	Placement of social and cultural facilities on the land plot	The resolution of the Administration of Samara of 29.03.2017 No. 171
The status of a strategic (priority) investment project			
<p>Provision of land plots in state or municipal ownership for lease without tender.</p> <p>Rent for land plots owned by the Samara region (including the territory of Samara) is equal to 0.075% of the cadastral value.</p> <p>Preferential land redemption is equal to 5% of the cadastral value (in the field of tourism)</p>	<p>Consideration of the project at working group under the Council for improving the investment climate in the Samara region.</p> <p>Consideration with the Council for improving the investment climate in the Samara region.</p> <p>Submission of the documents to the MEDI SR</p>	<p>The volume of investments is more than 1 billion rubles in the first 3 years of the project, except for:</p> <p>a) health care, education, culture, physical education and sports, tourism (the volume of investments is more than 650 million rubles);</p> <p>b) housing construction under a concession;</p> <p>c) agriculture (investment volume not less than 150 million rubles).</p> <p>Compliance with the targets defined in the strategy of socio-economic development of the Samara region, sectoral strategies of the Samara region.</p> <p>The use of science-intensive, resource-saving, waste-free, as well as other highly economical technologies (in industrial production)</p>	<p>The resolution of the Government of the Samara region of 23.11.2016 No. 671; of 06.08.2008 No. 308; of 30.09.2015 No. 618;</p> <p>The order of the Government of the Samara region of 9.11.2014 No. 221-r</p>

Samara, in terms of the implementation of the federal program for simplifying business procedures, focuses on compliance with the regulatory deadlines for registration actions and technological connections.

System of target models to simplify business procedures and increase the investment attractiveness of the city

Target model	Target of the model realization	The average Russian level of target indicators
Obtaining a building permit and spatial planning	Reducing the time required to complete the procedures required to obtain a building permit	89 days to obtain a BUILDING PERMIT
Registration of ownership of land plots and real estate objects	Improving the efficiency of the procedure for state registration of rights to property	4 working days is required to REGISTER THE OWNERSHIP
Cadastral registration of land plots and real estate objects	Improving the efficiency of procedures for the provision of land plots	30 days is required for CADASTRAL REGISTRATION
Support for small and medium-sized businesses	Formation of the public administration system in the field of support and development of SMEs	34% the SHARE OF PURCHASES from SMEs
Technological connection to electrical networks	Reducing the time of connection to power grids	65 days needed for technological CONNECTION TO POWER GRIDS

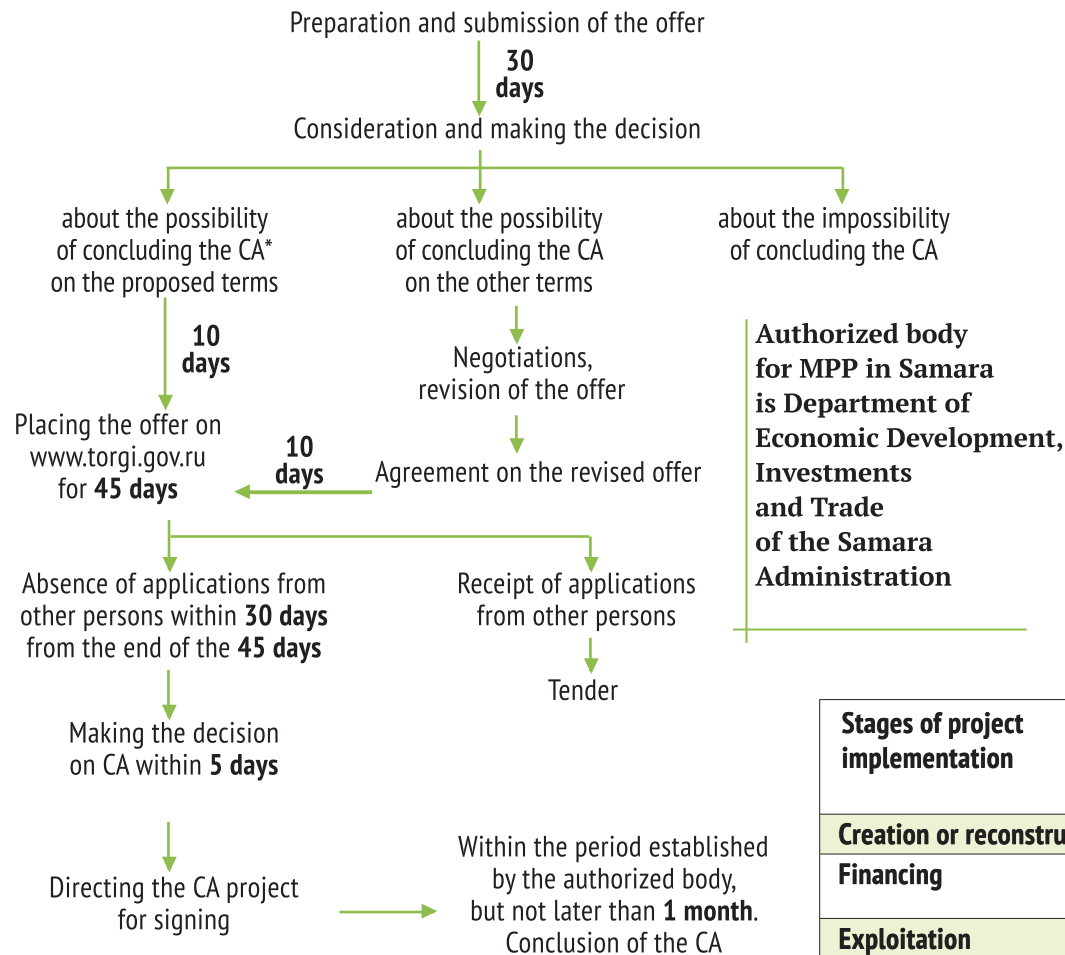


SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

In the territory of Samara, favorable conditions have been created for long-term interaction between the state and business, where the company participates not only in the stages of project implementation, but also in its subsequent operation.

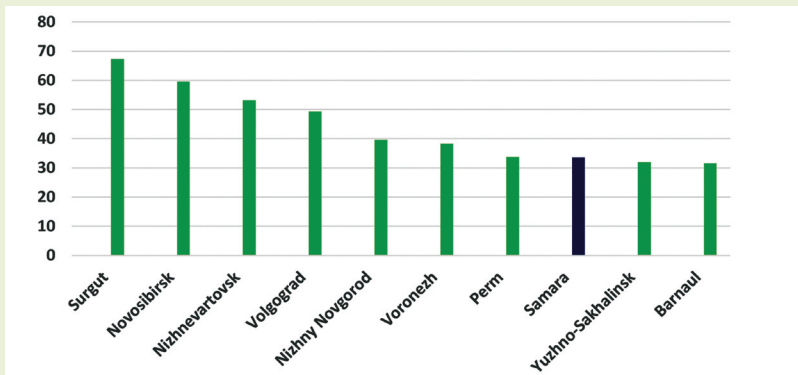
Municipal-private partnership (MPP) as a form of support for investment initiatives, opportunities for partnerships in Samara

The mechanism of private initiative in the concession



* concession agreement

Ranking of the cities by the level of Public-private partnership (PPP) development in 2020



At the end of 2019, the Samara Region became the absolute leader in terms of the development of PPP. According to the assessment of the effectiveness of attracting investments for 2020, Samara entered the TOP-10 from 100 cities of the Russian Federation.

Source: Rosinfra, 2021

Types of MPP agreements

Stages of project implementation	Concession agreement (CA) The Federal Law FZ-115	MPP agreement The Federal Law FZ-224
Creation or reconstruction of property	Investor / City	Investor
Financing	Investor / Subject of the RF / City	Investor / Subject of the Russian Federation / City
Exploitation	Investor / City	Investor / City
Property rights	City	Investor / City

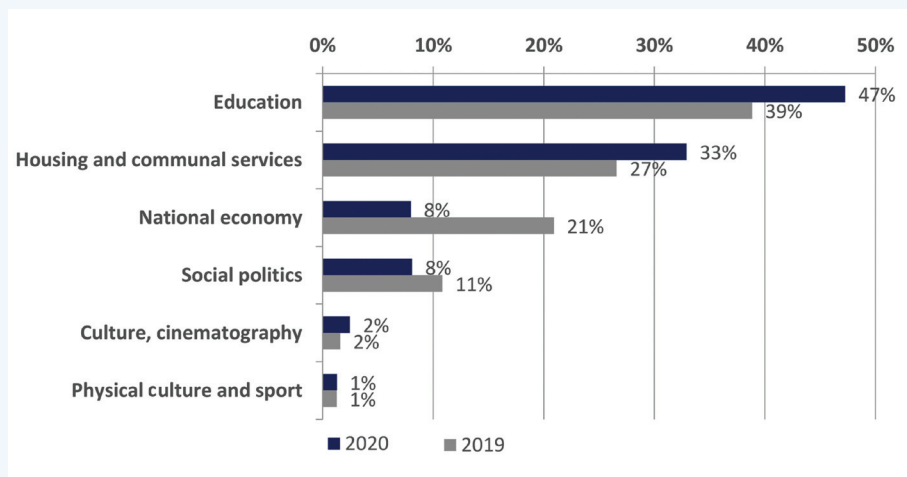
Budget investments are aimed at the harmonious development of Samara.

Budget investments and local budget expenditures

3.8
bln. ₹

amount of budget investments of Samara in 2020

Budget investments structure



Budget investments are aimed at the development of education, the formation of a comfortable intracity environment, the improvement and development of the urban infrastructure of Samara.

New kindergartens and schools are being built in Samara, and residential buildings are being renovated.

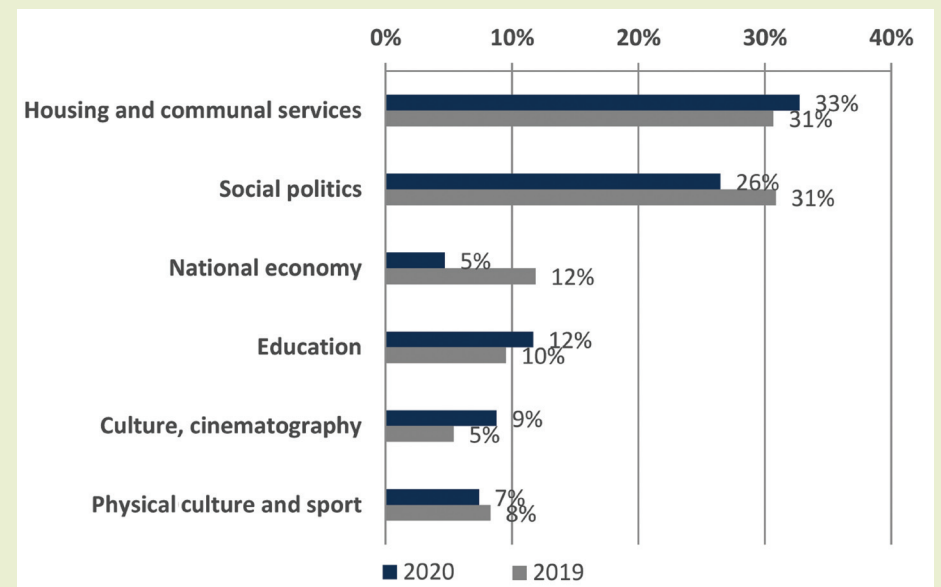
47%

of budget investments allocated for education in 2020

33%

of budget investments allocated for housing and communal services in 2020

Share of investments in expenditures for the corresponding items of the local budget



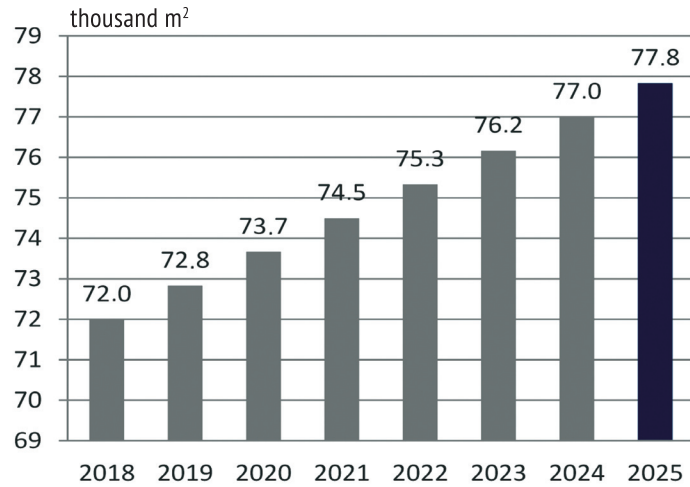
SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

The annual increase in the area and the number of restaurants and shops creates conditions for the development of the restaurant and trade business.

Infrastructure trends. Trade and catering

The intensive development of the restaurant business in Samara reflects the growth trends in the provision of the population, increases the business and tourist attractiveness.

Total area of restaurants, bars and cafes

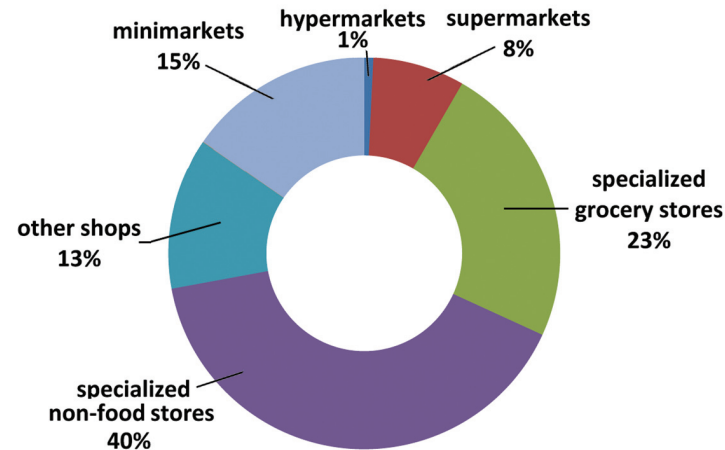


73.7
thousand m²
total area
of restaurants,
bars and cafes

36169
places
in restaurants,
bars and cafes

834
m²
annual increase
in the area
of restaurants,
bars and cafes

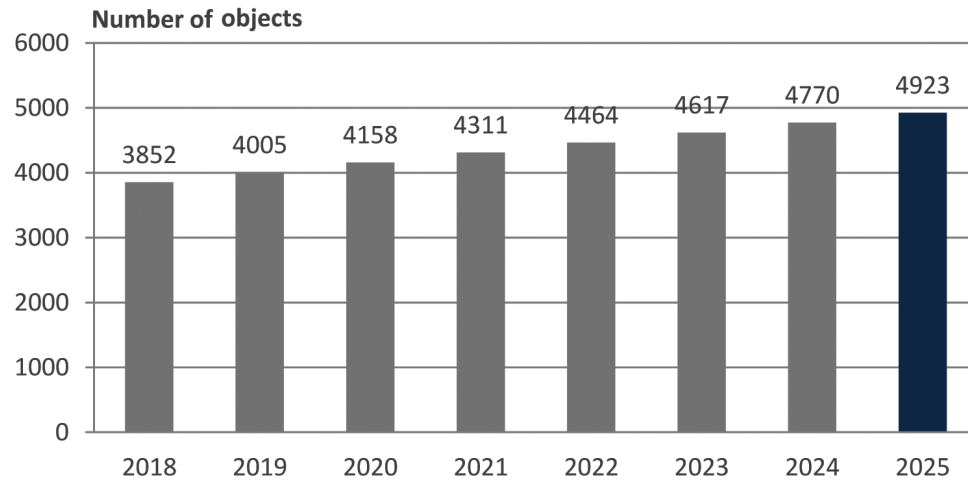
Structure of the trading network in Samara (by the number of objects)



153
objects

average annual
increase
in the number
of stores

Forecast of the number of stores in Samara



The potential of Samara energy sector allows implementing large-scale investment projects and expanding production.

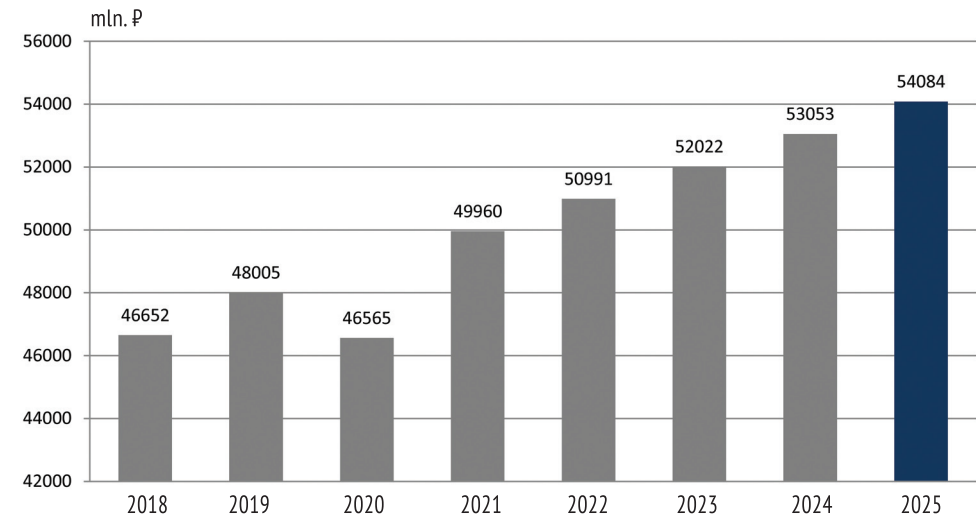
Infrastructure trends. Energy infrastructure

Natural gas is the predominant fuel in the Samara heating system. This type of fuel is the most environmentally friendly.



Samara is supplied with electricity and heat by two power plants: Samara State District Power Plant, Samara Combined Heat and Power Plant. The first power plant in Samara was commissioned in 1900.

Electricity, gas and steam production



98.6%

share of Samara residents provided with heat supply systems

464
MW

total electric capacity of power plants in Samara

4645.4
Gcal / hour

total thermal capacity of power plants in Samara

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

The road network of Samara is safe and has a high throughput, which contributes to effective organization of transport and logistics flows.

Infrastructure trends. Transport infrastructure

The Quality and Safe Roads priority project aimed at improving the road network of Samara is being implemented from 2016 to 2025. The targets of the project are:

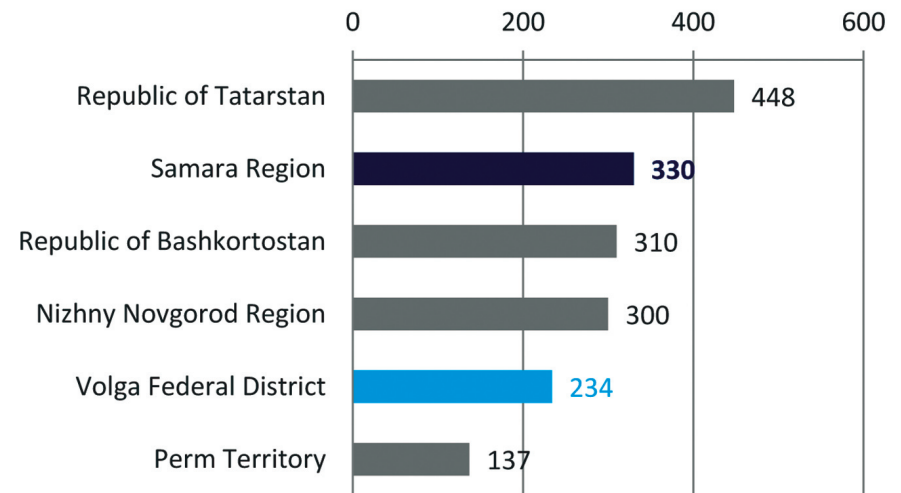
- traffic flows optimization;
- normative condition of the road network: 85% by 2025;
- improving the quality of local roads with a length of 1472 km.

56.1% of local roads meet regulatory requirements

100% of them have hard coverage

69% an increase in the capacity of the city's main thoroughfares after the reconstruction of infrastructure before the 2018 World Cup

Density of public roads with hard surface, km of roads per 1000 km² of territory



SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

Samara is the central transport hub of the region, which concentrates air, railway, river and motor transport hubs.

Transport and logistics hub



6.5
mln. people

average annual service of the Samara railway station

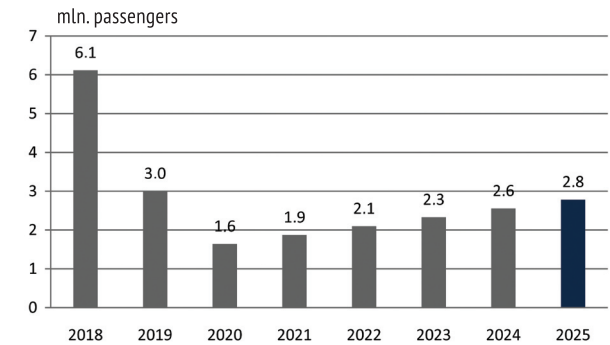
32
thousand m²

Samara railway station area

2600
persons

the capacity of the Samara railway station waiting rooms

Number of passengers served by the Airport per year



Average annual indicators of the Airport (2015-2020):

3.3
thousand tons
carriage

2.9
mln. people
service

SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

Public transport of Samara has a well-developed network of routes and covers all areas of the city.

Samara has a well-developed and rationally organized network of public transport.

1,200
units

of public transport serve citizens and guests of Samara daily

230
mln.

annual passenger traffic of the Samara public transport

1,100
cameras

of traffic control and management systems are set in Samara

1,260
streets

form the street and road network of Samara

Samara offers passengers a traffic information system.

There is a discussed issue to transfer to the concession the urban electric transport with all the infrastructure:

6
depots

including



3
3

tram depots

trolleybus depots

37

traction substations

80
mln

annual passenger traffic of the Samara electric transport

659
units

rolling stock, including



423
236

tram-cars

trolleybuses

170
km
tram lines

380
km
overhead lines

Samara-Togliatti agglomeration provides ample business development opportunities for investors.

Samara-Togliatti agglomeration

Agglomeration characteristics

>86% of the regional population

78% of the regional industrial products

43% of the regional agricultural products

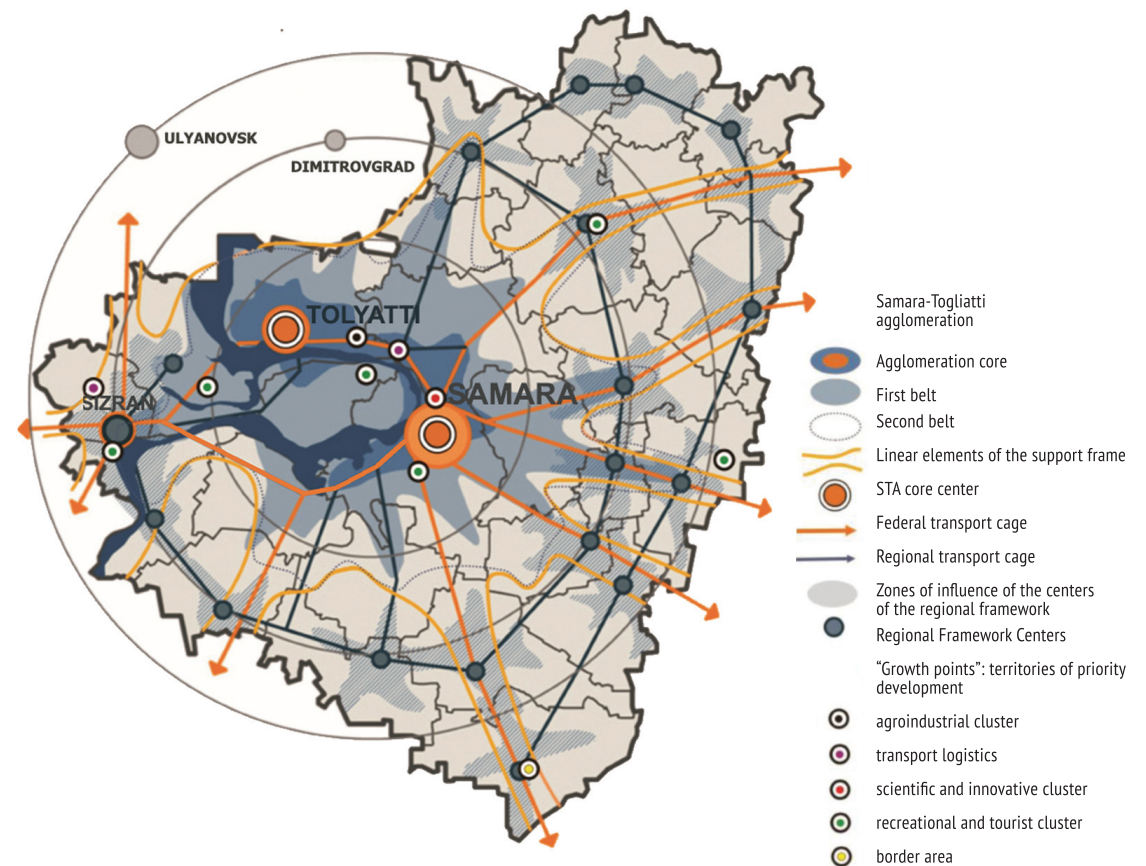
The high population density and developed infrastructure, as well as low transport costs create a favorable atmosphere for the development of investment potential in the industrial, tourism and cultural spheres.

Agglomeration projects:

- Zhiguli Pearl tourist complex;
- Lada-Ring autodrome;
- technopark in the field of high technologies in Samara;
- terminal complexes of the transport and consolidation center;
- information and analytical center of the transport and consolidation center;
- bridge crossing over the Volga river.

The Samara-Togliatti agglomeration is a dual-core agglomeration, one of the largest in Russia, the third largest after Moscow and St. Petersburg.

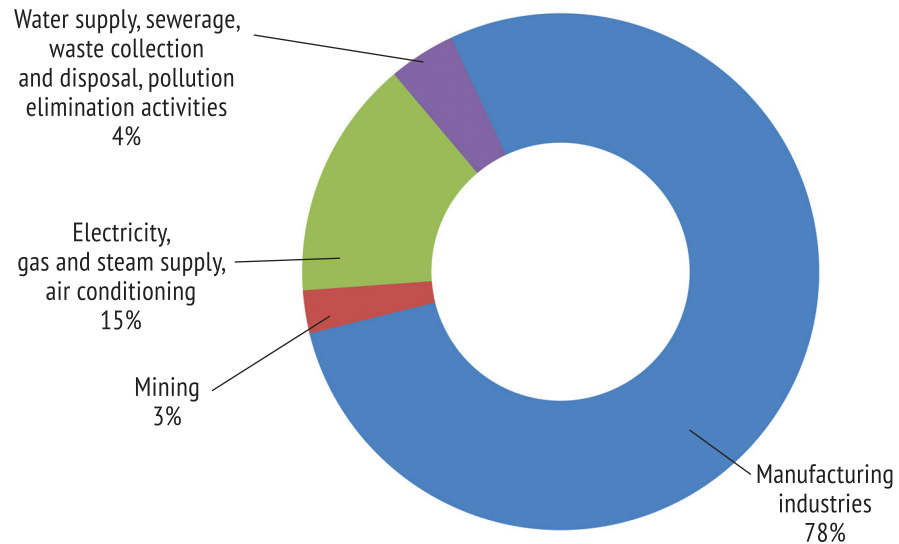
Samara-Togliatti agglomeration as a nodal element of the support frame of Russia



Samara is one of the largest industrial centers in Russia.

Industry of Samara

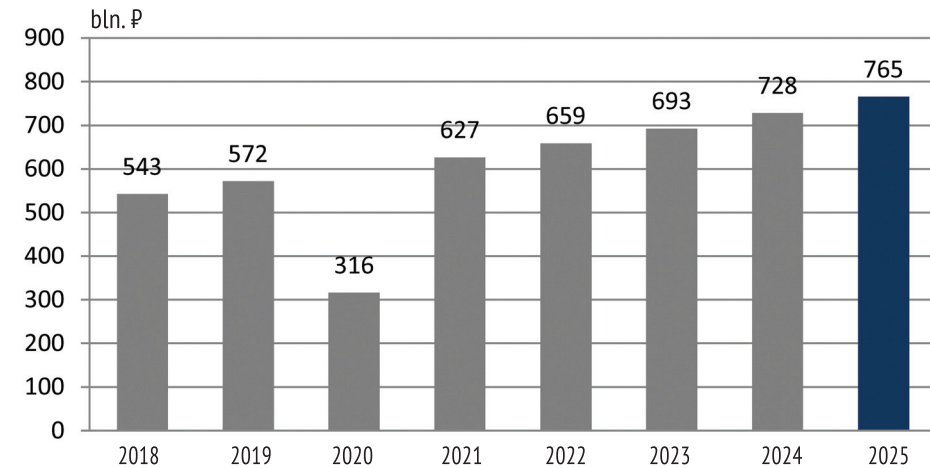
Structure of shipped own-produced goods



The most significant manufacturing industries have the following share in the total volume of shipped own-produced goods:

- metallurgical production - 17.5%;
- manufacture of other vehicles and equipment - 13.3%;
- food production - 10.1%;
- beverage production - 8.3%;
- production of electrical equipment - 6.3%;
- manufacture of machinery and equipment not included to other groups - 5.1%.

The volume of shipped own-produced goods



The food industry in 2020 showed an increase in production against the background of a general decrease in the volume of goods shipped amid the negative impact of the pandemic.

>30% increase in the **dairy products** output in 2020 in Samara (in relation to 2019)

>6% increase in the volume of **bakery and confectionery products** in 2020 in Samara (in relation to 2019)

The embankment, parks and squares create a cozy atmosphere, turning Samara into a resort in summer.

Comfortable environment and well-developed infrastructure

Quality and safety of the urban environment, comprehensive landscaping

286
objects

parks, squares, boulevards, embankments, equipped beaches

74.98
m²

area of places of mass recreation per one resident

907
places

of people's mass gathering and socially significant objects are equipped with Wi-Fi access to the Internet

Projects aimed at improving the urban environment

Formation of a Comfortable Urban Environment:

- improvement of urban territories;
- improvement of courtyard areas.

Smart City:

- reduction in energy consumption;
- intelligent video surveillance system;
- tourist guest card;
- tourist portal with maps of attractions and cultural and entertainment places;
- the municipal segment of the intelligent transport system of the Samara region;
- video surveillance system with video analytics function in public areas.

99%

of light poles connected to energy efficient intelligent lighting systems

354.9

mln. ₺

of budget funds allocated for the improvement of public spaces

187

yards

renovated and landscaped in 2020



SECTION 3. COMPARATIVE ADVANTAGES OF SAMARA BY INVESTMENT ECOSYSTEM AND INFRASTRUCTURE AMONG THE MAJOR CITIES OF RUSSIA

A high level of medical care in Samara is provided by qualified medical personnel and a developed network of hospitals, clinics and health institutions.

Comfortable environment and well-developed infrastructure. Healthcare

9.8
thousand

the number of doctors of all specialties in state and municipal institutions

13.8
thousand

the number of nursing staff in state and municipal institutions

The ophthalmological clinical hospital, the perinatal center, the clinics of the Samara State Medical University, the oncological dispensary and other multidisciplinary medical institutions operate in Samara.

39

public hospitals

203

outpatient clinics



The Preservation and Strengthening of Public Health in the Territory of the Samara City District municipal program is functioning in 2020-2024.

21.9

mln. ₹

amount of funding for the program in 2020

including

21.7

mln. ₹

the amount of social support for medical workers of public health institutions in 2020

The high interest of Samara residents in sports and the growing number of sports facilities make sports one of the optimal investment areas.

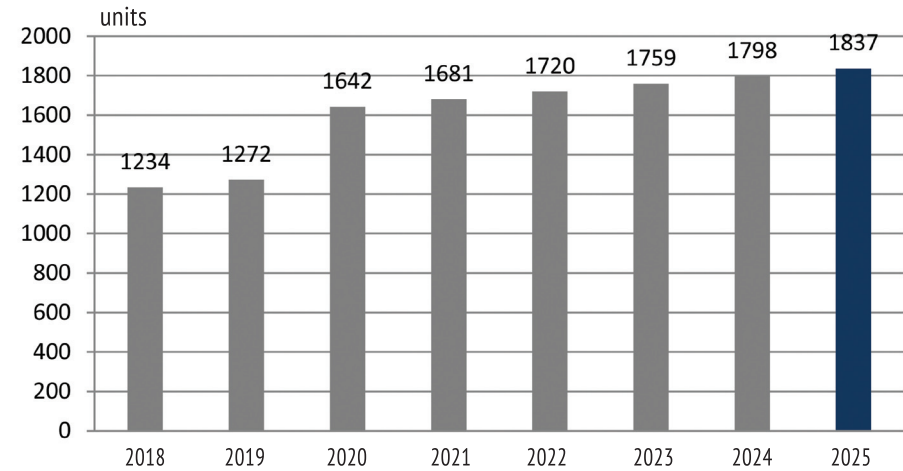
Comfortable environment and well-developed infrastructure. Sport

The number of sports facilities in Samara is steadily increasing. A steady increase in the number of facilities of all types and all forms of ownership makes sports more accessible to residents.

42.2% of residents are systematically engaged in physical culture and sports

87% of students are systematically engaged in physical culture and sports

Number of sports facilities in Samara



1272
objects

number of sports facilities

INCLUDING:

15
stadiums

424
sports halls

The industrial park with ready-made land plots for industrial use is located near the territory of Samara.

Territory with special preferential conditions for doing business



The plot is provided through the mechanism of assignment of the lease right with the subsequent right of purchase for 5% of the cadastral value

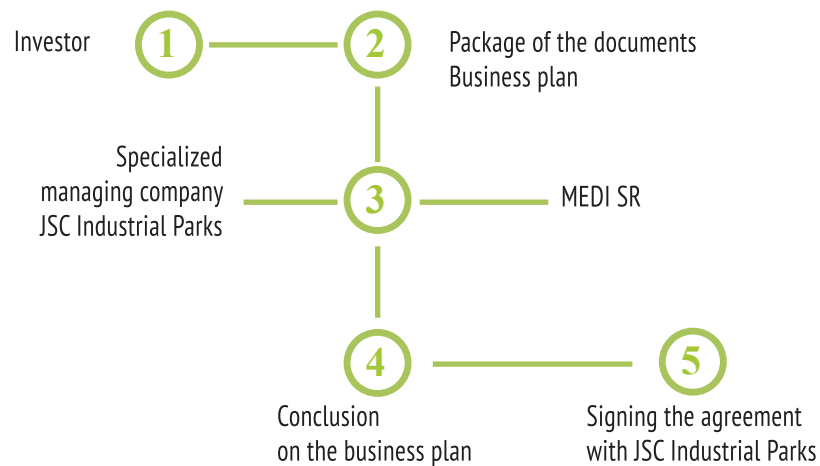


Joint-stock company Industrial Parks
Industrial park Preobrazhenka

is a site specially organized for the location of new production facilities in the territory of the Samara region, provided with energy resources, engineering and transport infrastructure, the necessary administrative and legal conditions, managed by a specialized company JSC Industrial Parks.

The industrial park Preobrazhenka is located on the border of Samara in the Volzhsky municipal district of the Samara region at the **intersection of the federal highway M32 and the regional highway P226.**

Scheme for obtaining resident status



Preferred taxation in the territory of the park Preobrazhenka

Investment project cost	0% property tax	16.5% corporate profit tax
up to 100 million rubles	2 years	until 2022, then 20%
from 100 million rubles to 500 million rubles	4 years	until 2022, then 20%
from 500 million rubles and more	5 years	until 2022, then 20%

Administration of Samara offers investment opportunities in the form of free sites.

Promising investment sites in Samara

List and description of free investment sites

Location and short description	Availability of land	Total land area, sq. m	Presence of buildings (objects) on the site	Contacts
Sklad-Invest (Limited Liability Company), Samara, Zavodskoye highway	Brownfield	19578; 7331.7; 22329.2	Yes	(846) 992-06-03;
	Greenfield	8772.5; 20231; 10204.47; 3842.3; 12022.1	No	(846) 276-46-21
TsPL Aviaportal (Joint Stock Company), Samara, Kirovsky municipal district	Brownfield	87933; 113158	Yes	(846) 920-42-51
JSC SRC Progress, Samara, Kirovsky municipal district	Brownfield	11200; 239000	Yes	(846) 228-69-59
OJSC Bank ZENIT (Samarskii podshipnikovyi zavod: Samara Bearing Plant), Samara, 1 Kalinina st.	Brownfield	26962; 23351; 34597	Yes	(927) 753-13-32
Samarskaya Kabel'naya Kompaniya (Joint Stock Company Samara Cable Company), Samara, 9 Kabel'naya, st.	Brownfield	67700	Yes	Administration of Samara
Metallist-Samara (Joint Stock Company), Samara	Brownfield	31088	Yes	(846) 246-91-01
	Greenfield	20000	No	
JSC Samara plant Electroshield, Samara, 2 Kirova st.	Brownfield	11147.6	Yes	info@electroshield.ru
Strommashina (Limited Liability Company), Samara, 10A 22th Parts'yezda st.	Brownfield	500	Yes	(846) 3-741-741
	Greenfield	1000	No	
PJSC Kuznetsov, Samara, Upravlenchesky settlement, 8 8th March st.	Brownfield	29523	Yes	(846) 227-38-57
Tarasov Works Inc.	Brownfield	69410	Yes	Administration of Samara

* For additional information about other free space, please contact the Administration of Samara

List of objects, the ownership of which belongs to Samara, in respect of which it is planned to conclude concession agreements

Location	Availability of land	Presence of buildings (objects) on the site	Contacts
Samara, 65, quarter of the Samara forestry of the Samara forestry enterprise, Krasnoglinsky municipal district, Upravlenchesky settlement	Yes	Ski base building: total area 350.3 sq. m	Administration of Samara
Samara region, Samara	Yes	5,363 heat supply objects	



A detailed list of objects is available in the Resolution of the Administration of Samara of 29.01.2021 No. 47

SECTION 4. INVESTMENT PROJECTS OF SAMARA FOR CO-INVESTMENT

In the territory of Samara, investment opportunities are offered in the form of the projects available for co-investment.

Promising investment projects of Samara

Integrated development of the territory of the ski resort Chaika

Planned construction phase: **5 years.**

Investment volume: **343.5 mln. ₺.**

As part of the project, it is planned to build an all-season ski complex, as well as to reconstruct the existing base and develop the adjacent territory of the Upravlenchesky settlement.

Implementing the project for the integrated development of the territory includes the following planning:

- three-stage design and construction of facilities for skiing and sports and recreation infrastructure;
- organization of physical culture and sports activities and trainings for pupils of municipal institutions;
- provision of conditions for skiing the local population and tourists.

Integral indicators of the project		Main directions of project costs	
PBP	9.2 years	Buildings and structures	256.1 mln. ₺
IRR	11.1%	Equipment	36.4 mln. ₺
NPV	19 645 thousand ₺	Other preparatory expenses	51.1 mln. ₺

Contact information: Department of Physical Culture and Sports of Samara city district –

Dmitriy Valer'yevich Chekanov 📞 (846) 998-67-27, ✉️ dfks@samadm.ru

Construction of the river station building

Implementation period: **1 year.**

Investment volume: **692.47 mln. ₺.**

Within the framework of the project, it is planned to create a city-wide structure designed to serve passengers of river transport. A positive conclusion of the state examination was received. The main areas of project costs: construction and installation work (**49.7 mln. ₺**) and equipment (**493.8 mln. ₺**).

Design capacity of the river station:

- Throughput: 700 persons / hour;
- Seats (waiting room): 300 pcs.;
- Parking space: 51 pcs.

Contact information: Investment Promotion Agency of the Samara region

Bosenko Raisa Nikolayevna 📞 (846) 375-03-05, ✉️ bosenkorn@investinsamara.ru

Construction of a residential complex FORTUNA

Implementation period: **10 years.**

Investment volume: **1500 mln. ₺.**

The project provides for the preparation of the territory of the quarter within the boundaries of Kirov Ave., Volskaya st., Kakhovskaya st., Svo-body st. for the construction of multi-storey housing and construction, and then the sale of new residential and non-residential premises on the open market.

Integral indicators of the project		Main directions of project costs	
PBP	3 years	Design	20 mln. ₺
IRR	20%	Construction	427 mln. ₺
NPV	1,812 mln. ₺	Maintenance of the enterprise	180 mln. ₺.
Discount rate	12%		

Contact information: Investment Promotion Agency of the Samara region

Bosenko Raisa Nikolayevna 📞 (846) 375-03-05, ✉️ bosenkorn@investinsamara.ru

Administration of Samara offers investment opportunities in the form of projects available for co-investment.

Volunteer drivers and medics together: #help taxi

Payback period: **5 years.**

Investment volume: **19 mln. ₺.**

Within the framework of the project, it is planned to purchase cars for use in taxis and provide these vehicles with drivers to clinics, social services and volunteer organizations in Samara, during the period of seasonal diseases and epidemiological outbreaks to provide timely assistance to the population of Samara.

The amount of funds already invested in the project (own funds of the organization): **4 mln. ₺.**

Contact information: GK Alfa-Park LLC

☎ (846) 245-65-45 ✉ info@alfa-park.taxi

Business tourism development

Payback period: **4 years.**

Investment volume: **5.5 mln. ₺.**

Within the framework of the project, it is planned to form a unified calendar for business events, to hold in the territory of Samara workshop, press tours and informational events MICE Days in Samara in order to get acquainted with the possibilities of holding large events in Samara. The main goal is to hold federal and interregional events in the territory of Samara and the Samara region.

The amount of funds already invested in the project (own funds of the organization): **2,2 mln. ₺.**

Contact information: Department of Economic Development, Investments and Trade of the Samara city district Administration: Sergey Ivanovich Nagaev

☎ (846) 332-28-14 ✉ turizmgorod@mail.ru

Organization of serial production of components for downhole telemetry systems for drilling horizontal wells with an integrated communication channel, including navigation equipment, monitoring systems and support for the drilling process

Payback period: **2.5 years.**

Investment volume: **35 mln. ₺.**

Within the framework of the project, it is planned to organize the production of components and downhole telemetry systems, the use of which in drilling horizontal wells will ensure an increase in the production rate of wells, involve in the development of marginal, off-balance fields, fields with hard-to-recover reserves, improve the environmental situation by reducing the number of wells in the field, and reduce costs on infrastructure, on the development of deposits, to reduce import dependence on equipment and services by 10-15%.

The project has passed the **state expertise**, was included into the **list of priorities** for import substitution of the Ministry of Industry and Trade of the Russian Federation.

Contact information: Investment Promotion Agency of the Samara region

Bosenko Raisa Nikolayevna ☎ (846) 375-03-05, ✉ bosenkorn@investinsamara.ru

Hardware and software system DELS-RT

Payback period: **1 year.**

Investment volume: **80 mln. ₺.**

Hardware and software complex that provides effective controlling of traffic light objects, without major changes to the existing infrastructure. It increases in efficiency (from 15%) of road traffic in existing conditions.

Contact information: Investment Promotion Agency of the Samara region

Bosenko Raisa Nikolayevna ☎ (846) 375-03-05, ✉ bosenkorn@investinsamara.ru

SECTION 4. INVESTMENT PROJECTS OF SAMARA FOR CO-INVESTMENT

In the territory of Samara, investment opportunities are offered in the form of the projects available for co-investment.



Construction of a new building for the Samara Cosmos Museum and Exhibition Center with a planetarium

Construction period: **8 months.**
Investment volume: **716 mln. ₸ (approximately).**

The construction of a new building of the Samara Cosmos Museum and Exhibition Center with a planetarium will make it possible to receive additionally up to 150,000 people annually. Area of the building will be 5.7 thousand m².

The planetarium can become a universal city platform for holding mass events of the widest range: from traditional museum and exposition activities to large-scale cultural and educational forums, congresses of all-Russian and international levels.

The amount of funds invested in the project (at the expense of budgetary funds for the development of project documentation) is 16.5 mln. ₸. A positive conclusion of the state examination was received. Design and estimate documentation has been developed.

Contact information: Department of Economic Development, Investments and Trade of the Samara city district Administration ☎ (846) 333-39-29

Art residence for artists

Payback period: **5 years.**
Investment volume: **77.7 mln. ₸.**

Creation of an art platform (workshops, exhibition halls) allowing to unite representatives of creative professions. This creative coworking space will become the city's center of attraction for contemporary art in the cultural life of Samara and the region as a whole.

Willingness to co-finance the project from the regional budget and provision of premises at the municipal level are approved.

Contact information: Department of Economic Development, Investments and Trade of the Samara city district Administration ☎ (846) 333-39-29

Multifunctional cultural center with a concert hall

Investment volume: **1,700 mln. ₸.**

The congress center will be located in the center of Samara, on the same site as the Lotte hotel. The two buildings will be connected by overground and underground passages, which will make it possible to organize convenient logistics for the guests of the hotel and the new center. The roof of the new building will be a place for open-air park with various social functions, including viewing terraces, recreation areas, and children's areas.

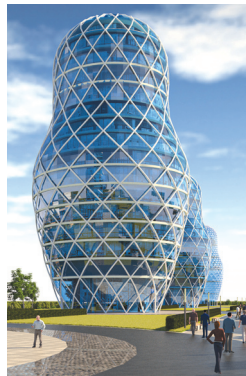
Contact information: Investment Promotion Agency of the Samara region
Bosenko Raisa Nikolayevna
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In the territory of Samara, investment opportunities are offered in the form of the projects available for co-investment.

Reconstruction of the spit of the Volga and Samara rivers

The project for the transformation of the Volga and Samara rivers spit was developed by a team of French and Russian professionals with the support of the Franco-Russian Chamber of Commerce and Industry.

A multifunctional area with an area of about 300 thousand m² (excluding parking lots) and a business center designed for 15 thousand persons are being designed. It is planned to build a concert hall, exhibition and shopping centers, a river pier, a registry office, residential buildings, underground parking and to organize park areas with an artificial reservoir. The total area of retail space is **44.0 thousand m²**.



7 buildings – lots for investors and developers – are made in the form of “Matreshkas” – nesting dolls. They will be named after the Volga and its tributaries: the Kama, the Oka, the Vetluga, the Sura, the Big Irgiz and the Samara rivers. All buildings will be certified by the **BREEAM (Building Research Establishment Environmental Assessment Method, Great Britain)** system of “green” standards in construction to guarantee the best results: a type of planning, construction and operation of buildings and structures, the purpose of which is to minimize the level of resource consumption throughout the entire life cycle building.

Contact information: Investment Promotion Agency of the Samara region
Bosenko Raisa Nikolayevna ☎ (846) 375-03-05, ✉ bosenkorn@investinsamara.ru



Construction of comprehensive schools

No.	The essence of the project	Result (number of places created)	Implementation period, years
1	Building a school in the Oktyabrsky district of Samara, within the boundaries of Lieutenant Schmidt and Novo-Sadovaya streets, North-Eastern route, left bank of the Volga river	1500	up to 2
2	Building a school in the Kuibyshevsky district of Samara, Volgar residential area	1100	up to 2
3	Building a school in the Oktyabrsky district of Samara, within the boundaries of Maslennikov Avenue and Novo-Sadovaya, N. Panova, Sklyarenko streets	550	up to 2
4	Building a school in Kranoglinitskiy district of Samara, Krasny Pakhar settlement	1100	up to 2
5	Building a school in the Kirov district of Samara, Moskovskoye highway (19 km), 5th Line	550	up to 2

The implementation of projects is planned through the mechanism of municipal-private partnership:

- the term of the concession agreement is **not more than 15 years;**
- construction period - **not more than 2 years.**

Sources of financing at the investment stage of the project:

- budgetary funds in the amount of **35%;**
- investor funds in the amount of **65%** (own and/or borrowed).

Investor targets:

- school construction;
- technical operation;
- methodological support;
- attraction of the educational organization of additional education.

Operational funding sources:

- budgetary funds in the amount of 100% (full reimbursement of investment and operating expenses).

Department of Economic Development, Investments and Trade of the Samara city district Administration ☎ (846) 333-39-29

SECTION 4. INVESTMENT PROJECTS OF SAMARA FOR CO-INVESTMENT

In the territory of Samara, investment opportunities are offered in the form of the projects available for co-investment.

Development of the territory around the Samara Arena stadium

SAMARA GREEN CITY project

Proposed concept

Territory	Proposal	Territory	Proposal
Park area	Landscape park 2022-2024	Smartcity	Administrative and office buildings (400 thousand m ²) Rental housing (120 thousand m ²) Auction: 2024-2026 Development: 2026-2036
Moskovskoe highway	Residential development (potential of 235 thousand m ²) Auction: 2021-2023 Development: 2023-2034	Medical cluster	Medical cluster Rehabilitation center
Training grounds	Training grounds Sports schools 2022-2024	Living sector, partially campus	Residential development (potential of 450 thousand m ²) Auction: 2026-2028 Development: 2028-2040
South parking	Reservation for individual solutions depending on the emergence of an investor	Communal area	Techno-extreme park (karting track) 2021-2022
Sultanov Hill	Expo Center for Creative Industries Hotel	The last mile	Concert and sports complex, Shopping and entertainment center, kindergarten 2025-2027
Democraticheskaya street	Hippodrome 2026-2028	Stadium	Integration of the territory with neighboring projected zones 2021-2022



Summary scheme of functional filling of the territory

Regional (federal) financing	Public private partnership	Commercial objects
1. Bus station	12. Adventure playground, extreme park	24. Residential development
2. Landscape park	13. Sports school, skiing	25. Fitness center, spa, sauna, swimming pool, water park
3. Urban body of water	14. Children's football school	26. Karting
4. Boulevard	15. Stables	27. Outdoor fitness areas
5. Central square	16. Autocinema	28. Office center
6. Tram ring	17. Medical center	29. Center for Creative Industries
7. Hub center	18. Technocampus	30. Park hotel, restaurants
8. Musical theater	19. Rehabilitation center	31. Hostel
9. Residential development	20. Business school, coworking, administration	32. Apart-hotel, office and retail facilities
10. Administrative buildings	21. Expo Center	33. Entertainment infrastructure
11. Park, lake, outdoor cinema, amphitheater	22. Concert and sports complex	34. Elite buildings
	23. Outdoor children's theme park	35. Techno-extreme park
		36. Shopping and entertainment center

The territory is located around the Samara Arena stadium within the boundaries of Tashkentskaya and Demokraticheskaya streets, Volzhskoe highway, and Moskovskoe highway. The territory transformation strategy focuses on four key concepts: ecology, economics, activity, and emotions.

The project (2022-2031) involves the cluster development of the territory with the introduction of multifunctional complexes and the disclosure of the potential of the territory as a new agglomeration center of the Volga region.

Contact information: Investment Promotion Agency of the Samara region

Bosenko Raisa Nikolayevna ☎ (846) 375-03-05, ✉ bosenkorn@investinsamara.ru

A complex of federal and regional investment projects implemented in the territory of Samara.

Construction of the Frunzensky bridge over the Samara river with access to the Center – Volga region – Ural highway

The strategic project of the Samara region implemented in the territory of Samara

Implementation period: **2011–2025.**

Investment volume: **21,538 mln. ₪.**

Funding for the construction of the bridge was carried out from the federal and regional budgets.

At the end of 2019, the first stage (line) from Frunze street to Shosseinaya street was complete, thus, the traffic on the bridge was opened.

As part of the second stage, work is underway to build an overpass across the railway.

Work on the 7.8 km section is being carried out within the framework of the Safe and High-Quality Roads National Project.

Upon completion of the work, the road will provide access to federal highways in the direction of Orenburg and Kazakhstan, the regional highway Samara–Volgograd, and will also increase the transport accessibility of the Kuibyshevsky municipal district of Samara and Novokuibyshevsk.

In accordance with the plan, the second (the final) stage of the construction of the bridge over the Samara River should be completed by the beginning of 2023.

The construction of the Frunzensky bridge will reverse the existing development trend of Samara, and the agglomeration will begin to stretch to the south-west to Chapaevsk.

Production of medical equipment for the treatment of diseases, retraining and advanced training of surgeons

Investment project of industrial enterprise

JSC Samara Electromechanical Plant

Investment volume: **433 mln. ₪.**

With the help of a loan from the Industrial Development Fund received in 2019, the company will launch an import-substituting production of medical equipment for the treatment of diseases, retraining and advanced training of surgeons and general practitioners. The plant will use equipment with software of its own design.

All hardware and software developments were carried out at the Institute of Innovative Development of the Samara State Medical University. Production will also be 100% localized in Samara.

The enterprise predicts a 30/70% ratio of military and civilian products.



SECTION 4. INVESTMENT PROJECTS OF SAMARA FOR CO-INVESTMENT

A complex of federal and regional investment projects implemented in the territory of Samara.

Modernization of cold water supply facilities and/or sewerage systems of Samara

Municipal-private partnership project

The Samara administration and SKS LLC signed a concession agreement for centralized cold water supply and sewerage systems for a period of 28 years with a volume of extra-budgetary investments of 17,221.3 mln. ₸.

Actual investments were:

- in 2019: 528.02 mln. ₸
- in 2020: 1,059.22 mln. ₸

In 2020 work was aimed at implementation of the following activities:

- reconstruction of a complex for biological post-treatment of wastewater from biogenic elements, construction and installation work has been completed;
- construction of two water pipelines from the NFS-2 to the Upravlenchesky settlement;
- construction of water supply and sewerage networks in the village of Orlov Ovrag with a length of 5 km and 4 km, respectively;
- connection to the centralized water supply and sewerage system of socially significant objects: the building of the Kitchen Factory named after Maslennikov, the building of the church in honor of the Annunciation to the Most Holy Mother of God, the building of the secondary school on the 5th Proseka st.;
- connection of the five problematic construction objects to the centralized water supply and sewerage system.



The implementation of this investment program will ensure the reliability of the centralized water supply and sewerage systems, improve the quality of services and the level of environmental safety of the systems.



Construction:
basic driver of investment growth.

SECTION 5. PROMISING AREAS OF INVESTMENT IN SAMARA

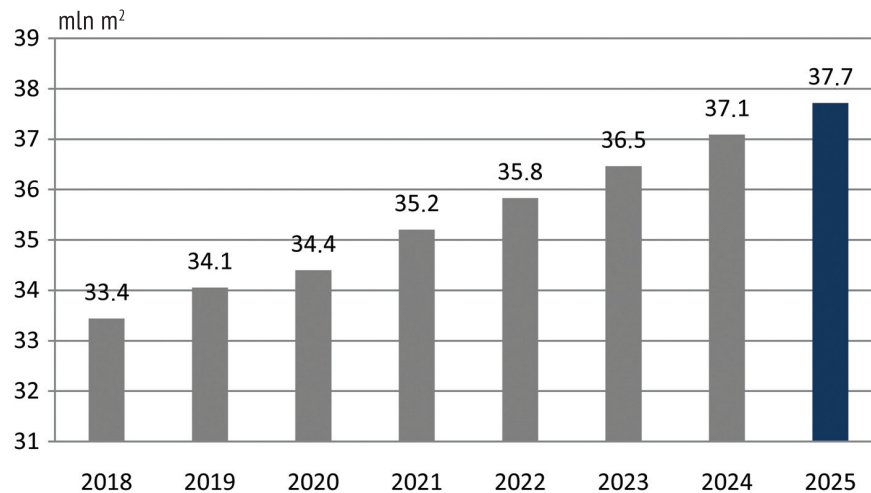
5

The stable growth in the area of residential premises makes it possible to predict an increase in the housing market, and the simplification of the procedure for obtaining a building permit helps to attract investors to this market.

447.5
thousand m²

increase in the area of residential buildings in 2020

Forecast of the housing area in Samara



600
thousand m²

average annual increase in living space
in forecasting period up to 2025

in 2020

the procedure for obtaining a building permit
was simplified

SECTION 5. PROMISING AREAS OF INVESTMENT IN SAMARA

Tourism:
image driver of investment growth.

Partner cities of Samara

10 foreign cities



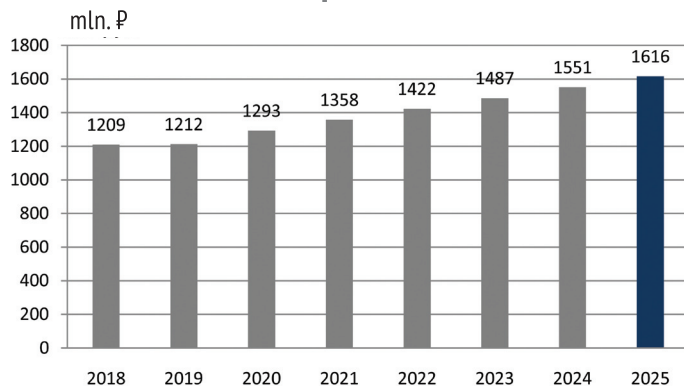
6 cities of neighboring countries

12 cities of the Russian Federation

The development of international cooperation was facilitated by the participation of Samara delegates in the second International Municipal Forum of the BRICS countries in 2020, in which representatives of 64 countries of the world took part.

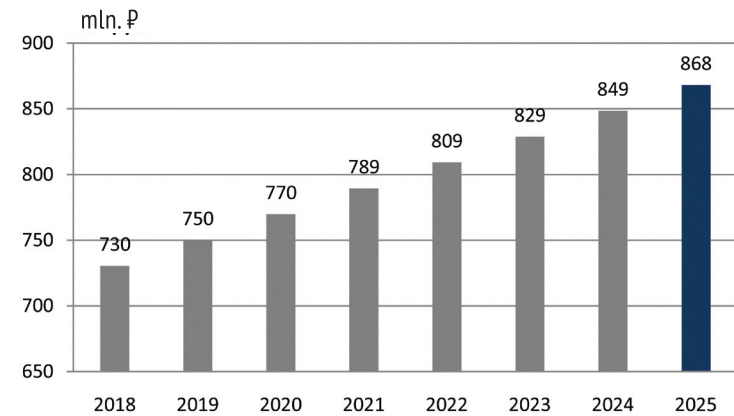
In 2021, Samara will become the site for the 7th specialized forum in the field of tourism and hospitality **Tour Attraction**. The forum will be attended by representatives from the partner cities and experts in the field of tourism.

Forecast of the volume of paid tourism services in Samara

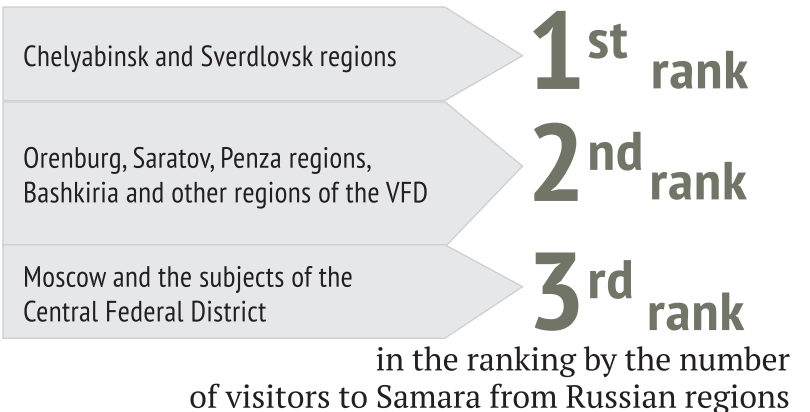


2020 gave a start to many areas of domestic tourism in Russia. Popular tourism destinations in Samara in 2020 are: gastronomic, medical, event and business.

Forecast of the volume of paid hospitality services in Samara



In 2020, the largest number of guests visiting Samara came from:



Creative industries, IT services and information technologies: intelligent driver of investment growth.

Technological leadership, the development of IT services and information technologies are the goals of the leading digitalization centers.

World-Class Research and Education Center Engineering of the Future offers business representatives to participate in the creation of IT projects in the fields of aerospace systems, medical technology, transport systems, ecology.

The development of the creative industry in Samara is supported by the Agency for Strategic Initiatives and is carried out within the framework of the Rurban Creative Lab program. Samara invites investors of creative directions to take part in the redevelopment of urban objects located in various parts of the city, including within the framework of the historical settlement.



Samara University is a leader in the development and implementation of IT technologies in biomedicine, artificial intelligence applications, and space research. University graduates are **highly qualified IT specialists**.

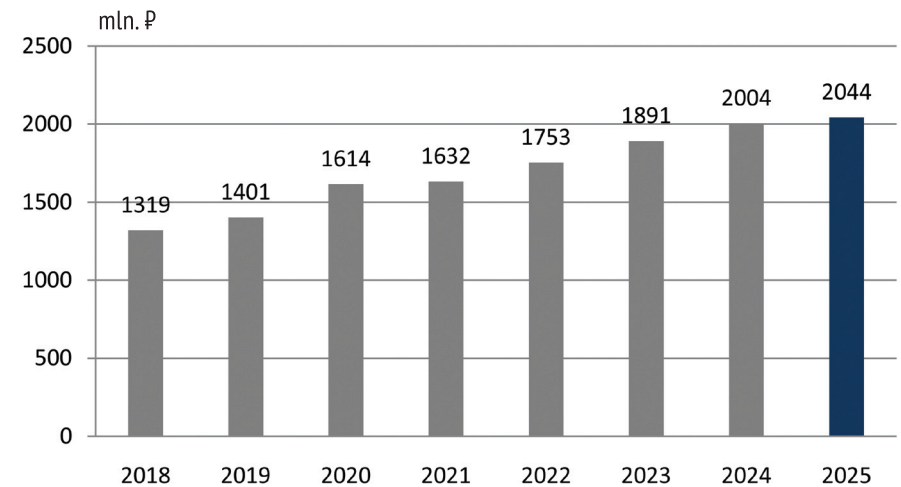
PROJECTS

Smart Industry, Smart HealthCare, Smart Agro, Smart City, Smart Educations

30
thousand m²

the area of the IT park, which will be a promising platform for the consolidation of IT resources in Samara

Forecast of the cost of information equipment in the fixed assets of Samara organizations



14

educational programs in the field of information technology

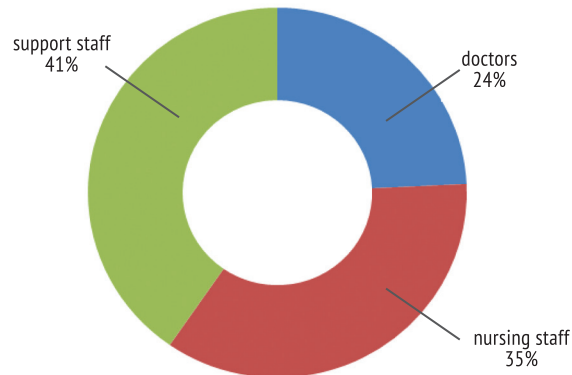
≈**200**

graduates per year in areas of information technology

SECTION 5. PROMISING AREAS OF INVESTMENT IN SAMARA

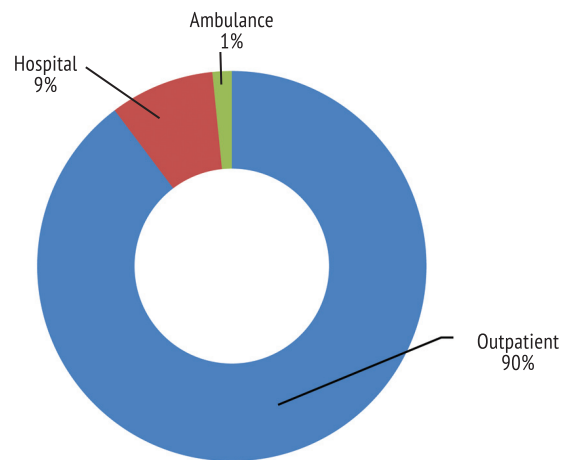
Commercial medicine:
social driver of investment growth.

Qualification level structure of the medical institutions personnel



The high share of private medical institutions in Samara predetermines opportunities for investment growth. The services of outpatient clinics are mostly demanded by the residents of Samara.

Medical institutions by type of activity



39.52
thousand

number of staff of the medical facilities
of different types of ownership

438

medical facilities,

including

345

private

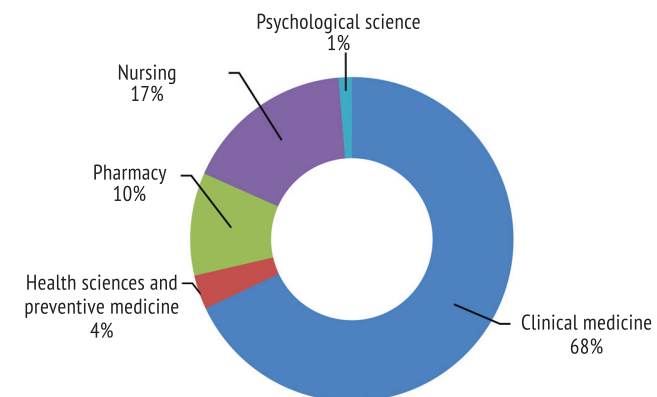
15.07
mln. units

medical services provided
in Samara in 2019

>90%

graduates of medical fields of study
are employed in their specialty

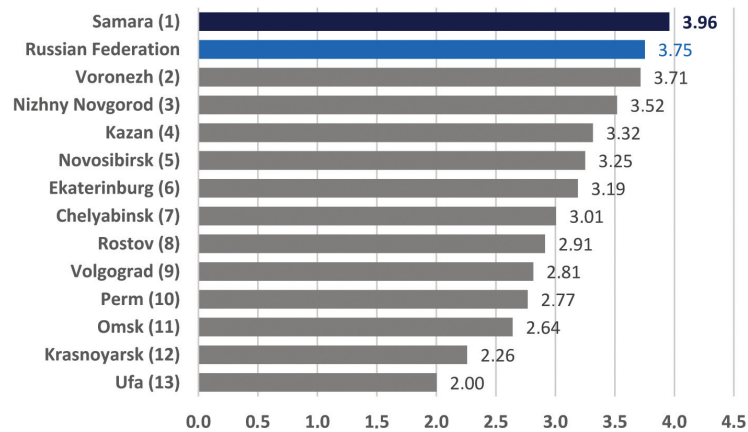
The contingent of students of medical institutions in the areas of training



Branch chains of banks:
financial driver of investments.

Samara offers financial sector investors a broad and well-to-do consumer audience

Ratio of per capita deposits to average monthly wages



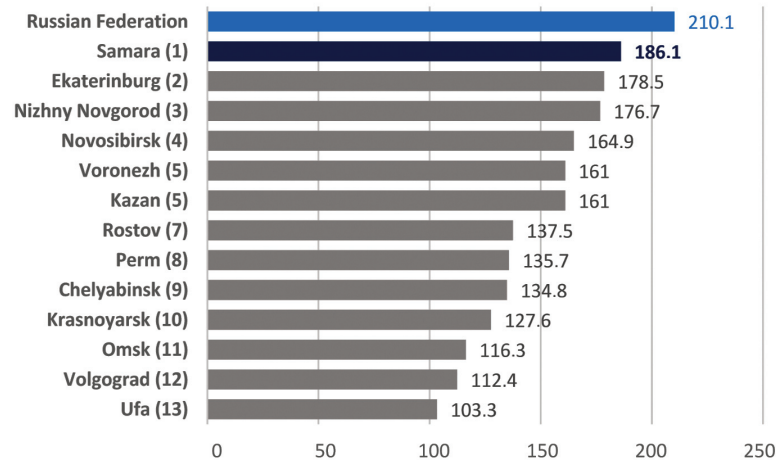
1st
rank

among the major Russian cities*
**by the ratio of per capita deposits
to average monthly wages**

Samara is the leader among the largest cities in Russia both in terms of the size of per capita deposits in the banking network of the region and in terms of the ratio of per capita deposits to average wages. Thus, Samara is attractive for investment in the banking business, **a promising platform for the development of branch chains of federal banks.**

In addition, the high standard of living of the population, manifested in large savings and a high propensity for savings, creates an effective demand for various financial services.

Average deposit size in the banking network of the region, thousand ₺



1st
rank

among the major Russian cities*
**by the average per capita deposit
in the banking network of the region**

186.1
thousand ₺

**average deposit size
in the banking network of the region**
for Samara**

* except for the cities of federal significance Moscow and St. Petersburg
** according to the RIA Rating research

SECTION 5. PROMISING AREAS OF INVESTMENT IN SAMARA

Development projects of shopping and entertainment centers with food courts: a mass driver of investment growth.

Samara demonstrates the demand for expanding the chain of public catering facilities.

>14
bln. ₺.

annual turnover
of catering

3rd
rank

among the VFD cities
by annual turnover
of catering*

>12
thousand ₺

annual turnover of catering
per capita

4th
rank

among the VFD cities
by annual turnover
of catering per capita*

Samara is one of the leaders in the Volga Federal District in terms of catering revenue per capita and per one place in an institution, but lags far behind in the number of bars, restaurants and cafes, ranking 11th in the district. Thus, **there is a potential for the development of chains of catering establishments in the city.**

The **growth driver** can be represented by **shopping and entertainment centers**, and **food courts** provide attractive place for opening catering establishments.

* without taking into account small businesses

>67
thousand

total number of places
in catering facilities in 2019*

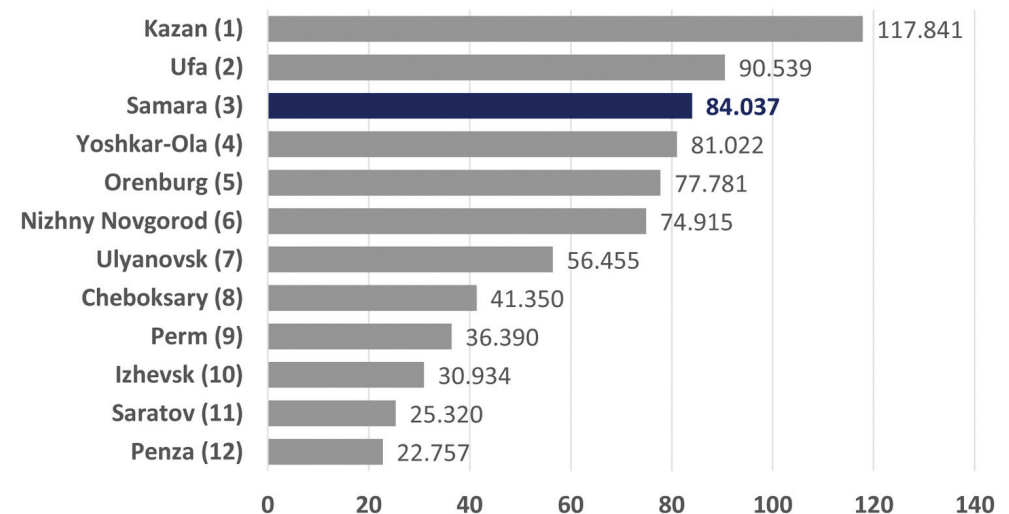
>84
thousand ₺

annual revenue from one place
in catering facilities*

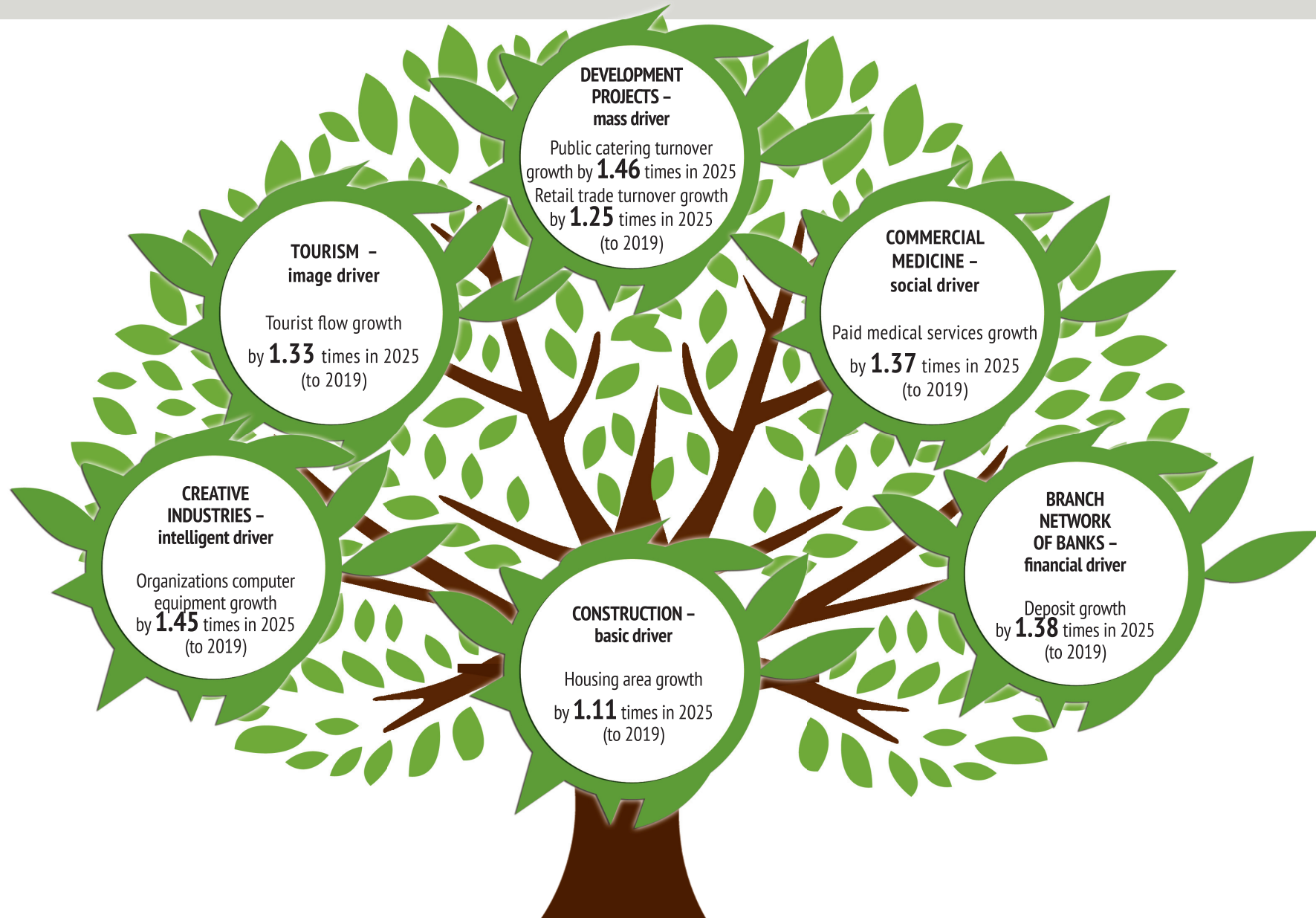
3rd
rank

among the VFD cities
by revenue from one place*

Public catering organization turnover per one place, thousand ₺/place



THE DRIVERS OF ECONOMIC GROWTH



CONTACT INFORMATION OF THE HEADS OF THE SAMARA ADMINISTRATION DEPARTMENTS RELEVANT FOR INVESTORS AND OF THE OWNERS OF ENGINEERING NETWORKS

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