Saint Petersburg is a modern, dynamic, and fast-growing metropolis with the necessary infrastructure for business and investment.

The city is one of the five leading regions in Russia, which generate a third of all investments, including both Russian and foreign investment. In the first half of 2017, the city’s economy received USD 3.3 billion of direct foreign investment, which is 9% higher than the previous year. World-class companies successfully operate on the banks of the Neva River, many of which highly value the advantages and opportunities available to them in terms of doing business here. As a result, they are constantly expanding and increasing their production.

The Northern capital of Russia has always attracted investors thanks to its convenient geographical location, highly developed transport and logistics infrastructure, large consumer market, skilled personnel and advanced research facilities.

The city’s administrative procedures, developed legislation and transparent investment policy simplify the process of doing business. Projects in priority sectors of the economy benefit from a whole range of property and tax preferences, as well as comprehensive support from the city government.

We are always happy to welcome new companies and their endeavours. I wish all investors the best of success in business! Welcome to the Northern capital of Russia — a city of great opportunities!

Governor of Saint Petersburg
Georgy Poltavchenko

DEAR COLLEAGUES!

SAINTPETERSBURG IS OPEN TO NEW IDEAS AND INITIATIVES THAT AIM TO STRENGTHEN INDUSTRIAL AND INNOVATION POTENTIAL, DEVELOP CREATIVE INDUSTRIES AND INCREASE QUALITY OF LIFE
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12 REASONS FOR INVESTING IN SAINT PETERSBURG

METROPOLITAN

1. FIRST PLACE IN NORTHERN EUROPE IN TERMS OF POPULATION
   - 5.3 MLN PEOPLE population according to Petrostat

2. AVERAGE ANNUAL GROWTH RATE OF GRP OVER PAST 5 YEARS
   - 9.5% exceeds Russia’s overall growth rate of 6.5%

3. ECONOMICALLY ACTIVE POPULATION
   - 15% of the population works and studies in the field of vocational training *
   - > 470,000 PEOPLE

4. ACTIVE APPLICANTS
   - 8.3 CVs per vacancy in December 2017 according to HeadHunter

FAVOURABLE BUSINESS ENVIRONMENT

A WIDE RANGE OF MEASURES OF STATE SUPPORT

INTERNATIONAL BUSINESS ACTIVITIES

Saint Petersburg beat Moscow in terms of the number of international business events held in 2016, according to the ICCA rankings

* According to the Committee for External Relations of Saint Petersburg.
According to the Committee for Tourism Development of Saint Petersburg.

Doing Business — a ranking for Saint Petersburg and Moscow together, indicators are summed up.

Saint Petersburg is often high up on rankings such as Doing Business ***, Moody’s Investors Service Limited, Fitch Ratings, etc.

** According to the Committee for Tourism Development of Saint Petersburg.
*** Doing Business — a ranking for Saint Petersburg and Moscow together, indicators are summed up.
COMPETITIVE ADVANTAGES OF SAINT PETERSBURG
<table>
<thead>
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<th>Topic</th>
<th>Page</th>
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<td>12</td>
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<td>14</td>
</tr>
<tr>
<td>SUSTAINABLE ECONOMY AND ATTRACTIVE MARKET</td>
<td>16</td>
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</tbody>
</table>
SAINT PETERSBURG IS THE NORTHERNMOST OF THE MAJOR EUROPEAN CITIES. THE METROPOLITAN AREA OF SAINT PETERSBURG COVERS 11,600 KM² AND INCLUDES 35 URBAN SETTLEMENTS.

GROSS REGIONAL PRODUCT AT BASIC PRICES

- Share of investment in fixed capital, RUB bln
- Gross regional product, RUB bln*

* According to Petrostat (Regional Body of Federal State Statistics Service in St. Petersburg and Leningrad Oblast).
POSITIVE DYNAMICS OF ECONOMIC GROWTH

Diversified economy structure

A wide range of measures to support investors

Read more on pages 36-51

Timely response to changing market conditions

92.8% of funds within the targeted investment programme goes to developing transport, engineering and social infrastructure and cultural and sports facilities.
CONVENIENT TRANSPORT AND LOGISTICS HUB

Includes all types of transportation and serves as a sorting centre for foreign cargo flows and companies from other regions directed towards Finland, the Baltic States and Baltic seaports.

VOLUME OF CARGO TRANSPORTATION *

mln tonnes

- Water transport
- Railway transport
- Air transport

WATER CONNECTION

Access to the Baltic Sea

One of the largest transport hubs in the North-West Federal District

6.7%

Big Port Saint Petersburg constituted 6.7% of Russia’s overall cargo turnover at seaports in 2016

5,041.9 THOUSAND TONNES

cargo turnover in 2017 ***

+8% to 2016 **

* According to the Saint Petersburg Committee on Transport.

** According to the Association of Commercial Seaports.

*** Federal State Budgetary Institution Administration of the Baltic Seaports.
**AIR TRANSPORT**

4th in terms of number of airport passengers in Russia

16.1 MLN PEOPLE passenger traffic for 2017 ****

**** According to data from Northern Capital Gateway LLC.

---

**RAILWAY HUB**

5 RAILWAY STATIONS

10 DIRECTIONS

---

**ROAD NETWORK**

3.6 THOUSAND KM total length

2 international transport corridors
North-South and Trans-Siberian

Pan-European Corridor IX

The European route E18 connecting Scandinavia with Central Russia

---

**WHSO (Western High-Speed Diameter)**

---

Big Port Saint Petersburg

Moskovsky railway station

Vitebsky railway station

Ladozhsky railway station

Finlyandsky railway station

Baltiysky railway station

City centre

Pulkovo Airport

Saint Petersburg Ring Road
SAINT PETERSBURG IS THE LEADING TOURIST CENTRE

Saint Petersburg is a global cultural centre and one of the largest tourist destinations in Europe.

The city’s historical monuments exemplify Saint Petersburg’s cultural image and are recognised as UNESCO World Heritage Sites.

Alongside the traditional cultural and educational attractions, other sectors within the city’s tourism industry are rapidly developing, such as business, conventions, and cruise ship tourism.

THE CITY HAS:

48 THEATRES, INCLUDING:

– Mariinsky Theatre
– Mikhailovsky Theatre and others

83 MUSEUMS, INCLUDING:

– The State Hermitage Museum
– The State Russian Museum
– Peterhof State Museum Reserve, the Tsarskoe Selo State Museum and others

TOTAL ANNUAL INFLUX OF TOURISTS *

mln people

<table>
<thead>
<tr>
<th>Year</th>
<th>Foreign</th>
<th>Russian</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>3.5</td>
<td>3</td>
</tr>
<tr>
<td>2014</td>
<td>3.7</td>
<td>2.7</td>
</tr>
<tr>
<td>2016</td>
<td>3.75</td>
<td>2.8</td>
</tr>
<tr>
<td>2017</td>
<td>3.75</td>
<td>2.7</td>
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</tbody>
</table>

* According to Gortys Info and Delovoy Petersburg newspaper.
HOTEL ROOMS AVAILABILITY **

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>320</td>
</tr>
<tr>
<td>2014</td>
<td>502</td>
</tr>
<tr>
<td>2016</td>
<td>634</td>
</tr>
<tr>
<td>2017</td>
<td>800</td>
</tr>
<tr>
<td></td>
<td>Total: 17,337</td>
</tr>
</tbody>
</table>

** according to GVA Sawyer

THE ANNUAL NUMBER OF TOURISTS IN SAINT PETERSBURG EXCEEDS THE NUMBER OF INHABITANTS
HUMAN CAPACITY

STRUCTURE OF STUDENTS BY LEVEL OF EDUCATIONAL PROGRAMMES *

thousand people in 2017

294.40
Number of students studying in public universities and private branches

92.10
Number of students studying in public and private educational institutions for secondary vocational education

9.55
Number of students in skills training programmes (workers)

THE CITY IS AMONG THE THREE LARGEST SCIENTIFIC, RESEARCH AND EDUCATIONAL CENTRES IN RUSSIA

VOCATIONAL SCHOOLS IN 2016/2017

Middle
83
Public

4
Private

High
43

34

68.4% of the total number of employed people in the economy are qualified specialists.

42.3% of the total number of employed people in the economy have higher education.

814,420 THOUSAND PEOPLE

number of high performance jobs
SAINT PETERSBURG HAS A STABLE ECONOMY AND AN ATTRACTIVE MARKET

INDUSTRIAL PRODUCTION

VOLUME OF SHIPPED GOODS OF DOMESTIC PRODUCTION AND WORKS/SERVICES PERFORMED
RUB bln

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume of Shipped Goods</th>
<th>Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>2,222.1</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>2,283.1</td>
<td></td>
</tr>
<tr>
<td>2017 (preliminary estimate)</td>
<td>5,205.1</td>
<td></td>
</tr>
<tr>
<td>2020 (outlook)</td>
<td>6,432.4</td>
<td></td>
</tr>
</tbody>
</table>

The majority of enterprises operating in Saint Petersburg manufacture high value added products.

INDUSTRIAL PRODUCTION INDEX
in % to the previous year

<table>
<thead>
<tr>
<th>Period</th>
<th>Index</th>
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<tbody>
<tr>
<td>2015/2014</td>
<td>93.6</td>
</tr>
<tr>
<td>2017/2016</td>
<td>102.6</td>
</tr>
<tr>
<td>2019/2018 (outlook)</td>
<td>102.4</td>
</tr>
<tr>
<td>2020/2019 (outlook)</td>
<td>102.4</td>
</tr>
</tbody>
</table>
COMMERCIAL PROPERTY MARKET IN 2017 *

8.68 MLN M² + 4% TO 2016

Total area of commercial property

<table>
<thead>
<tr>
<th>Shopping malls</th>
<th>Warehouse property</th>
</tr>
</thead>
<tbody>
<tr>
<td>35%</td>
<td>32%</td>
</tr>
</tbody>
</table>

33% Offices

By 2.3% less than in 2016

PERCENTAGE OF VACANT OFFICE SPACE

- The percentage of vacant office space

Class A 8.7%

Class B 10.3%

Class A 6.3%

Total for the market 8.7%

* According to Colliers International.
IMPORT-EXPORT

EXPORTS AND IMPORTS
USD bln

<table>
<thead>
<tr>
<th>Year</th>
<th>Export</th>
<th>Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>478.9</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
<td>605.1</td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td>842.6</td>
</tr>
<tr>
<td>2017</td>
<td>1,067.3</td>
<td></td>
</tr>
</tbody>
</table>

ACTIVE PARTICIPANTS IN FOREIGN TRADE TURNOVER WITH SAINT PETERSBURG

- China
- Netherlands
- Germany
- USA
- Belarus

43% total share in the total foreign trade turnover

TURNOVER OF RETAIL TRADE ENTERPRISES
RUB bln

17.38% average annual growth rate (2012-2017)
POPULATION INCOME

Employment rate in 2017 * 74.6%

Unemployment rate in 2017 * 1.8%

AVERAGE NOMINAL MONTHLY WAGES
per employee, RUB

Saint Petersburg 53,610

+10.24 average annual growth rate

Russian Federation 38,848

+7.85 average annual growth rate

ENTREPRENEURIAL ACTIVITY

thousands of organisations

Wholesale and retail 124.8

Construction 41.2

Manufacturing 25.8

Transportation and storage 22.5

Real estate transaction activity 23.3

Other activities 107.9

345,200 ORGANISATIONS
carrying out business activity registered in 2017

* According to Rosstat (Federal State Statistics Service), Petrostat, Committee for Economic Policy and Strategic Planning of St. Petersburg.
INVESTMENT STRATEGY OF SAINT PETERSBURG

GOALS FOR 2030

Sustainable social and economic development

Priorities of the Investment Strategy of Saint Petersburg for 2030

- Ensuring high levels of people’s well-being
- Creating an effective economy based on experience
- Increasing Russia’s competitiveness in global markets
- Safety and security of government, citizens and society
- Law and legal institutions
- Spatial development
- Increasing quality and accessibility of engineering and transport infrastructure
- Preparing territories for investment projects

Priority Areas of Social and Economic Development
SAINT PETERSBURG IS THE FIRST REGION TO INTRODUCE TAX INCENTIVES BASED ON THE NUMBER OF HIGH-PAYING JOBS

PRIORITY AREAS OF ECONOMIC ACTIVITY IN SAINT PETERSBURG

- Research and development
- Production of medicines, pharmaceuticals and materials used for medical purposes in medical instruments and equipment for machines and electronic products
- Development of transport infrastructure
- Information technology
- Transportation and storage
- Medical services
- Tourism and hotel infrastructure
- Education
SAINT PETERSBURG IN RATINGS

LONG-TERM CREDIT RATING ACCORDING TO INTERNATIONAL SCALE
As of 1 April 2018

ACCORDING TO MOODY’S INVESTORS SERVICE LIMITED

**BA1**
POSITIVE
Speculative grade rating

ACCORDING TO FITCH RATINGS

**BBB-**
POSITIVE
Investment grade rating

THE FAVOURABLE INVESTMENT CLIMATE IS SHOWN BY INTERNATIONAL RANKINGS

DOING BUSINESS RANKING (MOSCOW AND SAINT PETERSBURG ARE RANKED TOGETHER)

NATIONAL RANKING OF INVESTMENT CLIMATES IN THE CONSTITUENT ENTITIES OF THE RUSSIAN FEDERATION ACCORDING TO THE AGENCY OF STRATEGIC INITIATIVES

RANKING OF INNOVATIVE REGIONS IN RUSSIA ACCORDING TO THE ASSOCIATION OF INNOVATIVE REGIONS OF RUSSIA

RANKING OF INVESTMENT APPEAL OF RUSSIAN REGIONS ACCORDING TO EXPERT RA RATING AGENCY

BEST TOURIST DESTINATION BY WORLD TRAVEL AWARDS EUROPE

FDI’S EUROPEAN CITIES AND REGIONS OF THE FUTURE RANKING

THE FAVOURABLE INVESTMENT CLIMATE IS SHOWN BY INTERNATIONAL RANKINGS
In the integral ranking
Group 1A

In terms of Profitability, ranked among the largest European cities
SAINT PETERSBURG SPECIAL ECONOMIC ZONE

NEUDORF

Total area — 18.99 ha/15,000 m²

- 136 m² free
- 15,000 m² occupied

Average cost of rent

From RUB 133 thousand per 1 ha per year

- RUB 760–855 per 1 m² per month

Office property

Average purchase price

RUB 4 mln per 1 ha

NOVOORLOVSKAYA

Total area — 163.33 ha/15,600 m²

- 40 ha free
- 123.33 ha occupied
- 6,425 m² free
- 9,175 m² occupied

Average cost of rent

From RUB 239 thousand per 1 ha per year

- RUB 840–1,000 per 1 m² per month

Office property

Average purchase price

RUB 7.5 mln per 1 ha
A. INVESTORS RECEIVE

- Infrastructure created for business development using state budget funds
- Tax incentives
- Customs privileges

B. PRIORITY AREAS

- Information technology and telecommunications
- Medical technology and pharmaceuticals
- Energy efficiency
- Precision engineering

C. BENEFITS

1. Property tax *
   - 0% – 2.2% standard rate
   - Preferential rate

2. Land tax
   - 0% – 0.3%/1.5%
   - Period – 5 years

3. Transport tax
   - 0% – 10-500 RUB/horsepower
   - Period – 5 years

4. Income tax
   - 13.5% until 2018
   - 20.0% 2019

5. Contributions to social insurance funds
   - 21.0% 2018
   - 28.0% 2019
   - 30.0% 2020

6. Preferential price for purchasing land within SEZ

* Created or acquired for the purpose of carrying out activities within the SEZ.

SEZ IS LOCATED ON TWO SITES — NEUDORF AND NOVOORLOVSKAYA
INDUSTRIAL ZONES

Purpose: To accommodate industrial facilities of different hazard classes
The city implements preparatory works for urban planning and engineering of production space

13.5% of total area of Saint Petersburg is comprised of industrial lands (according to the Committee for Industrial Policy and Innovation)

INDUSTRIAL PARKS

The Industrial Park is managed by a specialised management company for real estate, consisting of a land plot (plots) with production, administrative, warehouse and other premises and facilities, as well as energy sources, engineering and transport infrastructure, and administrative/legal conditions for allocation of production.

Composition:
- a land plot (plots) with production, administrative, warehouse and other premises/facilities

Management:
- managing company

 Provision of:
- energy
- engineering and transport infrastructure
- administrative and legal conditions for production

Land plots for industrial purpose, fully equipped with engineering and road transport infrastructure, designed for construction of industrial enterprises and warehouse complexes.

Land ownership from 1 ha

TRANSPORT ACCESSIBILITY

<table>
<thead>
<tr>
<th>Location</th>
<th>Access Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ring road</td>
<td>3 min</td>
</tr>
<tr>
<td>Pulkovo Airport and Bronka Seaport</td>
<td>20 min</td>
</tr>
<tr>
<td>City centre</td>
<td>40 min</td>
</tr>
</tbody>
</table>

Total area 130 ha

Free 42 ha

Occupied 88 ha
1. The dam construction production zone
2. Industrial zone northward of Kronstadt Shosse
3. Bronka
4. Kronshadskaya Kolonija
5. Voyennaya Gavan i Yantar (The Military Harbor and Yantar)
6. Lomonosovskaya
7. Konnaya Lakhta
8. Kamenka
9. Belooostrov
10. North-West
11. Kolomyagi
12. Parnas
13. Ruchyi
14. Rzhevka
15. Krasnoselskaya
16. South-West
17. Predportovaya-3
18. The part of maritime commercial and industrial zone
19. Predportovaya-1
20. Predportovaya-2
21. Production zone on Salova St.
22. Shushary
23. Obukhovo
24. Rybatskoye
25. Neva
26. Pushkinskaya (Vostochnaya)
27. Metallostroy
28. Izhora Plants
29. Production zone on Sevastyanov St.
30. Pontonnaya
31. Sapernaya

READ MORE
SPBINVESTMENT.RU
section: Investment Infrastructure

City centre
Passenger port
Seaport
Pulkovo Airport

28 // 29
SAINT PETERSBURG HAS DIVERSIFIED ECONOMY REPRESENTED BY DIFFERENT INDUSTRIAL CLUSTERS

LOCALISATION OF LARGE PRODUCTION ENTERPRISES IN THE CITY PROVES THE HIGHEST LEVEL OF TRUST THAT INVESTORS PLACE ON THE INVESTMENT POLICY CONDUCTED BY THE CITY ADMINISTRATION

LEADING INDUSTRIES PRESENTED IN SAINT PETERSBURG

### AUTOMOTIVE *

**Key indicators**

- **22%–24%** share in Russian production of passenger cars
- **Level of factory localisation**: 40%–70%
- **> 400 THOUSAND** passenger cars IN ONE YEAR — the combined capacity of all enterprises

**Representative companies**

- **Assembly plants:**
  - The branch of Toyota Motor LLC
  - Hyundai Motor Manufacturing Rus LLC
  - Nissan Manufacturing Rus LLC
- **Automotive component manufacturers:**
  - Mobis Module CIS LLC
  - Metalloproduktsia LLC
  - CJSC Johnson Controls International

---

**INFORMATION TECHNOLOGY**

**Key indicators**

- **12.2%** accredited in the Ministry of Telecom and Mass Communications*
  - *according to the Rosstat data for 2017
  - **The city exceeds national levels of development of IT technology by 20%** **
    - **according to RUSSOFT research in 2017**
  - **10.6%** of open job vacancies in 2017 **
    - **according to the HeadHunter data for 2017**

**Saint Petersburg’s IT cluster includes more than 70 companies:**

- VKontakte
- Ramek-VS
- KORUS Consulting
- Digital Design and others (others)

**Education in the IT sector was offered in more than 10 universities/higher educational institutions**

---

1 According to the Committee for Industrial Policy and Innovations of Saint Petersburg, 2017.
SUPPORT FOR SAINT PETERSBURG CLUSTER PARTICIPANTS PROVIDED BY THE CENTRE FOR CLUSTER DEVELOPMENT

**PHARMACEUTICAL INDUSTRY** *
- 7% share in terms of volume of goods sold and services provided in Russia
- **RUB 29.8 BLN** in goods sold and services provided

**FOOD INDUSTRY** **
- 3.8% share in terms of food products sold in Russia

Increase in volume of food products produced and shipped *
- +103.5%
  **according to Rosstat**

**HOTEL INDUSTRY**
- + 5.5% — increase in average return in 2017 per room to the 2016 level *
  * according to Colliers International
- **7.5 MLN PEOPLE** — influx of tourists in 2017 **
  **according to the Committee of Tourism Development of Saint Petersburg**
- 157 **HOTELS** were opened in 2017 ***
  *** excluding mini hotels, departmental/state hotels, and hostels, according to Petrostat

- **7.2**
- **28.6**
- **29.1**

**PHARMACEUTICAL INDUSTRY** *
- CJSC BIOCAD
- JSC Vertex
- STPF POLYSAN LLC
- Gerofarm LLC

**FOOD INDUSTRY** **
- Fazer LLC
- OJCS Karavai
- Branch Petmol Dairy Plant of JSC Danone Russia
- Piskarevsky Dairy Plant LLC
- Baltika Breweries LLC
- Heineken Brewery LLC

**HOTEL INDUSTRY**
- Carlson Rezidor Hotel Group
- Lotte Hotels & Resorts
- AZIMUT Hotels
- Marriott International

---

**According to the Committee for Industrial Policy and Innovations of Saint Petersburg, 2017.**

**According to preliminary data of the Committee for Industrial Policy and Innovations of Saint Petersburg, 2017.**
KEY EVENTS

RUSSIAN INVESTMENT FORUM IN SOCHI

**FOCUS AREAS**

- Presenting investment opportunities in Russian regions
- Establishing business cooperation between participants of the investment process
- Regional development
- Exchanging knowledge and experience

In 2018, the Investment Committee was awarded a Qualified Client national prize in the field of infrastructure development and public-private partnership.

ANNUAL INVESTMENT FORUM IN SAINT PETERSBURG

**QUESTIONS FOR DISCUSSION**

- Investment climate and city policies
- Investment activities in Saint Petersburg
- Improving the business climate
- Launching initiatives to support investment activities
- Attracting investment to the city

In 2017, 14 business sessions were held at the forum with more than 900 participants from 10 countries.
SAINT PETERSBURG INTERNATIONAL ECONOMIC FORUM

FORUM OBJECTIVES
Collaboration between world politicians and business people
Discussion of key economic issues facing Russia, emerging markets, and the world

Held in Saint Petersburg since 1997.
Total of 33 agreements signed in 2017, a record number amounting to >240 RUB BLN

INVESTOR OF THE YEAR AWARD

A government prize awarded on a competitive basis to investor companies for significant contribution to the socio-economic development of Saint Petersburg in the previous year
STATE SUPPORT OF INVESTMENT ACTIVITY
INFORMATIONAL AND ORGANISATIONAL SUPPORT

Investment Portal
Single Window for Investors
Headquarters for the Improvement of Conditions for Doing Business in Saint Petersburg
Investment Council under the Governor of Saint Petersburg

MEASURES OF STATE SUPPORT

Strategic Investment Project
Targeted Provision of Land Plots
Tax Benefits for Investors
Support for Development of Hotel Infrastructure
SPIC
Loans from the Industry Development Fund

STATE AND PRIVATE PARTNERSHIP
INFORMATIONAL AND ORGANISATIONAL SUPPORT

**INVESTMENT PORTAL**
SPBINVESTMENT.RU

**Functions**
- Informational and methodological support
- Support of investment projects
- Simplification of interaction between investors and authorities
- Online communications between participants of investment process
- Coverage of initiatives and measures in the field of investment activity

**Opportunities**
- Subscribe to news with an option to choose topics of interest and how often you receive emails and updates
- Browse content on mobile devices
- View completed and planned projects, as well as energy facilities and social/other infrastructure on the city’s Investment Map
- Submit documents:
  - application to implement investment project
  - documents to receive state support
  - direct access via feedback form or online service of the Governor of Saint Petersburg
- Calculate tax payments including tax exemptions with the Tax Calculator
- Use the Single Window function in your personal account

HEADQUARTERS FOR THE IMPROVEMENT OF CONDITIONS FOR DOING BUSINESS IN SAINT PETERSBURG

**Reduction of administrative barriers in order to improve the business environment in 4 areas**

- Improved investment activity
- Improving the entrepreneurial climate in the construction sector
- Increasing accessibility of energy infrastructure
- Developing entrepreneurship, improving customs administration, supporting exports

**Reduced time frames:**
- Building permit obtained in 237 days, issued in 90 days
- Felling permit issued in 90 days, 12 days
THE EXECUTIVE DIRECTOR OF DOING BUSINESS AND AGENCY FOR STRATEGIC INITIATIVES NOTED THE QUALITY OF FRONT OFFICE SERVICES RENDERED

FRONT OFFICE SINGLE WINDOW

Functions

- Reduction of administrative barriers
- Submission and tracking of applications to participate in projects, and additional background information on projects and services
- Information and consulting assistance for investors
- Organisational assistance for implementing investment projects
- Solving issues online

Opportunities

- 3 windows in multifunctional centre – high speed service
- Use of CRM system and project management system to increase quality of projects and project support

OFFICE ADDRESS:
60/129, LITERA A, MOSKOVSKY PROSPEKT AVE.
+ 7 812 332-22-32

INVESTMENT COUNCIL UNDER THE GOVERNOR OF SAINT PETERSBURG

Reviews and makes decisions on assigning the status of strategic project

RESULTS

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of investment projects reviewed</th>
<th>Volume of investments RUB bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>8</td>
<td>160</td>
</tr>
<tr>
<td>2016</td>
<td>14</td>
<td>118</td>
</tr>
<tr>
<td>2017</td>
<td>15</td>
<td>80</td>
</tr>
</tbody>
</table>

[+7.8% to 2016] [+9% to 2016]
STATUS OF STRATEGIC INVESTMENT PROJECT

CONDITIONS FOR STRATEGIC INVESTMENT PROJECT

A. REQUIREMENTS

1. Improvement of socio-economic and/or cultural conditions for Saint Petersburg inhabitants

2. Effective implementation of investment project for investors and for Saint Petersburg (payback period, profitability, tax revenues)

3. Implementation of import substitution measures

4. Experience of carrying out investment projects in a similar industry/sector within a period of no more than 10 years before applying for a status value of no less than the amount specified in item 5

5. Minimum total investment volume (implementation of investments for a period of no more than 3 years before applying for status):

- Healthcare
- Education
- Culture
- Physical culture and sports
- Science
- Innovation
- Tourism, including hotels
- Industry
- Transport and logistics
- Engineering infrastructure
- Reconstruction of facilities and building new objects of capital construction on their territories
INVESTORS PARTICIPATING IN THE IMPLEMENTATION OF INVESTMENT PROJECTS WILL RECEIVE THE STATUS OF STRATEGIC INVESTOR. AN AGREEMENT IS CONCLUDED BETWEEN THE STRATEGIC INVESTOR AND THE CITY OF SAINT PETERSBURG ON IMPLEMENTATION OF A STRATEGIC INVESTMENT PROJECT

B. MEASURES OF SUPPORT

1. Reducing costs for investors at the start of the project by 80%

2. Preferential rate for leasing land during the construction period

   1.5% of cadastral value

3. Preferential purchase of land after construction is completed

   25% of cadastral value

4. Targeted provision of land for rent without bidding

5. Assistance at all stages of investment project implementation

The validity period for support measures is the period of project implementation, with maximum validity of 10 years after being assigned status

C. PROCEDURE FOR OBTAINING STATUS AS STRATEGIC INVESTMENT PROJECT

- Submitting and registering appeals to the Investment Committee – 1 working day
- Reviewing appeals – 5 working days
- Approval/denial of appeal for review and modification – 2 working days
- Expertise, review preparation – under standard conditions: 1 calendar month
- If there are additional requirements: + 1 calendar month
- Notification of conclusion of expert review – 5 working days
- Development of draft legal framework for strategic investment projects/partners – 7 working days
- Publication of draft resolution – individual time frames
RESULTS
2004–2017

- amount of investment, RUB bln
- number of projects

62 INVESTMENT PROJECTS
10 of which are completed
RUB 366 bln spent

317.9
Transport, logistics

281.4
Industrial production

44.03
Hotels

286.6
Development of territories

130.3
Culture, sports, public space

4
Social infrastructure

2
Engineering infrastructure

27
Communication

11

7
STRATEGIC PARTNER STATUS

CONDITIONS FOR RECEIVING STATUS

– Positive results of company activities in Saint Petersburg
– Positive impact on city image
– Significant socio-economic impact

STATUS VALIDITY IS UNLIMITED

MEASURES OF SUPPORT

1. Possibility of providing real estate and other property

2. Protection of rights and responsibilities from:
   – Deterioration in economic conditions of the execution of an agreement with the Government of Saint Petersburg
   – Restrictions on rights as a result of changes in legislation
TARGETED PROVISION OF REAL ESTATE

LAND PLOTS

BASIS FOR TARGETED PROVISION

1. Implementation of strategic investment project
2. Accommodation of facilities for social/cultural purposes
   - Social services
   - Healthcare
   - Education
   - Cultural development
   - Support of scientific activities
   - Sports
   - Internal law enforcement
3. Accommodation of facilities for public/residential purposes
   - Utilities
   - Public services
   - Land plots (territories)

PROCEDURE FOR PROVISION PROCESS *

1. Contact made by initiator to the Investment Committee
2. Registration and review
3. Approval
   Denial
   The investor is sent notification of denial by the Committee
4. Assessment of market value of land
5. Preparation of draft resolution
6. Decision made by the Government of Saint Petersburg
7. Conclusion of contracts between the initiator and the city:
   - Investment
   - Land lease for investment
   - Purchase for investment

* Before the initiator submits an application, the land plot must be registered in the cadastre. Plot boundaries do not need to be clarified.
Without bidding
For investment activities
Result of activity – newly created real estate

BASIS FOR TARGETED PROVISION

1. Reconstruction of production facilities, engineering and transport infrastructure

2. Single participant of a failed bid

3. Other basis as specified in Saint Petersburg Law No. 282-43 dated 17 June 2004

PROCEDURE FOR PROVISION PROCESS

1. Contact made by initiator to the Investment Committee
2. Registration, review, expert review
3. Approval
   - Denial: The investor is sent notification of denial of land plot without bidding by the Committee
4. Land plot granted
   - Land plot not granted – appeal suspended for initiator to review
5. Preparation of draft resolution
6. Decision made by the Government of Saint Petersburg
7. Agreement on reconstruction concluded between the initiator and the city

BUILDINGS, CONSTRUCTION, STRUCTURES OF UNFINISHED CONSTRUCTION
## TAX BENEFITS FOR INVESTORS

### REDUCED RATES FOR INCOME TAX OF THE ORGANISATION

#### A. HIGH-PAYING JOBS CREATED

<table>
<thead>
<tr>
<th>Period — 1 year</th>
<th>1</th>
<th>Number of employees: &gt; 400 people</th>
<th>Fixed average salary: &gt; RUB 81.9 thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Preferential rate</strong></td>
<td>16.5%</td>
<td>Standard rate</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

#### B. 80% REVENUE FROM TYPES OF PRODUCTS OF OWN PRODUCTION AS DETERMINED BY LAW

Investment amount for 3 years within the period from 1 January 2010 to 31 December 2016:

- ≥ RUB 50 mln
  - **Preferential rate** 13.5%
  - Standard rate 20.0%
  - Period — 5 years

In the period from 2018 to 2020:

- **Preferential rate** 12.5%
- Standard rate 20.0%
- **Period** — 5 years

#### C. INDUSTRY SECTORS

- Manufacturing
- Transport and communications
- Production and distribution of electricity, gas and water

Investment amount for any 3 years within the period from 1 January 2010 to 31 December 2016:

- ≥ RUB 800 mln
  - **Preferential rate** 13.5%
  - Standard rate 20.0%
  - Period — 5 years

**Period** — 1 year

**Period** — 5 years

#### SPECIAL CONDITIONS ARE PROVIDED FOR THE 2018/2020 PERIOD — ADDITIONAL PREFERENTIAL RATE REDUCTION BY 1% *

* Excluding rates from block A.
### PREFERENTIAL RATE FOR REAL ESTATE

#### A. NEWLY CREATED FACILITIES FOR BUSINESS AND RESIDENTIAL REAL ESTATE

Investment amount for **no more than 3 years** in the period from 1 January 2015

<table>
<thead>
<tr>
<th>≥ RUB 15 bln.</th>
<th>Preferential rate</th>
<th>Standard rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>13.5%</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

**Period** — 7 years

<table>
<thead>
<tr>
<th>≥ RUB 300 mln</th>
<th>Preferential rate</th>
<th>Standard rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>12.5%</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

**Period** — 7 years

#### B. ORGANISATION REGISTERED WITH TAX AUTHORITIES IN SAINT PETERSBURG

<table>
<thead>
<tr>
<th>≥ RUB 15 bln.</th>
<th>Preferential rate</th>
<th>Standard rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.0%</td>
<td>1.0%</td>
</tr>
<tr>
<td></td>
<td>1.25%</td>
<td>1.25%</td>
</tr>
<tr>
<td></td>
<td>1.5%</td>
<td>1.5%</td>
</tr>
<tr>
<td></td>
<td>1.75%</td>
<td>1.75%</td>
</tr>
</tbody>
</table>

**In the period from 2018 to 2020**

#### A. ORGANISATION REGISTERED WITH TAX AUTHORITIES IN SAINT PETERSBURG

<table>
<thead>
<tr>
<th>≥ RUB 15 bln.</th>
<th>Preferential rate</th>
<th>Standard rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>12.5%</td>
<td>13.5%</td>
</tr>
<tr>
<td></td>
<td>20.0%</td>
<td>20.0%</td>
</tr>
</tbody>
</table>

**In the period from 2018 to 2020**

#### EXEMPTION FROM PAYMENT OF LAND TAX

**A. ORGANISATION REGISTERED WITH TAX AUTHORITIES IN SAINT PETERSBURG**

Investments in **real estate** (except land plots)

At least 30% of land plots are occupied by real estate objects, on which investments have been implemented for any 3 years (but no more) starting from 1 January 2015

<table>
<thead>
<tr>
<th>≥ RUB 100 mln</th>
<th>Preferential rate</th>
<th>Standard rate</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>14.5%</td>
<td>15.5%</td>
</tr>
</tbody>
</table>

**Period** — 2 years

---

1. Investments for any 5 consecutive years starting from 1 January 2010
2. Investments for any 1 year, starting from 1 January 2015
3. Investments for any 2 years, starting from 1 January 2015
EXEMPTION FROM PROPERTY TAX PAYMENTS

A. ORGANISATION REGISTERED WITH TAX AUTHORITIES IN SAINT PETERSBURG

FIXED ASSETS INCLUDED IN THE CALCULATION OF TOTAL INVESTMENT AMOUNT

1

Investment amount for any 3 years within the period from 1 January 2010 to 31 December 2016

≥ RUB 800 mln

Industry sectors:

- Manufacturing
- Transport and communications
- Production and distribution of electricity, gas and water

Period — 5 years

2

Real estate

Investment amount for any 3 years starting from 1 January 2015

≥ RUB 300 mln

Period — 2 years

B. INVESTMENT OBJECTS — OBJECTS OF CULTURAL HERITAGE LOCATED IN SAINT PETERSBURG

1

Investment amount for any 3 years starting from 1 January 2016

≥ RUB 500 mln

Period — 3 years

2

Investment amount for any 3 years starting from 1 January 2016

≥ RUB 1 bln

Period — 5 years
DEVELOPMENT PROGRAMME FOR HOTEL INFRASTRUCTURE 2017–2021

**AIM** — TO DEVELOP PRIORITY SEGMENTS OF THE HOTEL INDUSTRY

**FACILITIES**

- Three star hotels
- Hostels
- Hotels based on non-self-propelled floating structures other than vessels

**SUPPORT MECHANISMS**

- Lease of land plots owned by Saint Petersburg
- Participation in implementation of PPP *
- Tax benefits
- Projects support
- State guarantees on a competitive basis using funds from Saint Petersburg budget

**RESULTS OF WORK PROGRAMME IN 2017**

- 9 RUB BLN ACTUALLY INVESTED
- 30 PROSPECTIVE FACILITIES ON PREPARED BASE

**EXPECTED RESULTS IN 2021**

- 7 INVESTMENT PROJECTS TO CREATE HOTELS ON THE BASIS OF PPPs,
- 5 STRATEGIC INVESTMENT PROJECTS,
- 750 HOTELS
- 176 3 STAR HOTELS
- 124 HOSTELS
- 5 HOTELS BASED ON BOATS/WATERCRAFT

* A public–private partnership (PPP, 3P or P3) is a cooperative arrangement between two or more public and private sectors, typically of a long-term nature.
SPECIAL INVESTMENT CONTRACTS (SPIC)

AN AGREEMENT BETWEEN THE INVESTOR AND SAINT PETERSBURG, IN WHICH THE INVESTOR UNDERTAKES TO CREATE/MODERNISE/DEVELOP INDUSTRIAL PRODUCTION IN THE CITY, AND SAINT PETERSBURG UNDERTAKES TO STIMULATE ACTIVITY IN THE INDUSTRIAL AREA FOR THE DURATION OF THE SPIC VALIDITY

SPIC VALIDITY

<table>
<thead>
<tr>
<th>≤ 10 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Period of reaching projected operating profit + 5 years</td>
</tr>
</tbody>
</table>

MINIMUM INVESTMENT VOLUME

750 RUB MLN

PREFERENTIAL CONDITIONS FOR SPIC

A. EXEMPTION FROM THE ORGANISATION’S INCOME TAX

1. Implementation of priority activities in the field of processing industries

2. Revenues from sales of goods produced as a result of SPIC: ≥ 90% of the organisation’s income

Validity period — until the SPIC expires but no later than 2025

B. REDUCED RATES ON INCOME TAX OF THE ORGANISATION TO 13.5% (TO 12.5% FOR 2018–2020)

1. Revenues from sales of goods produced as a result of SPIC: ≥ 70% of the organisation’s income

C. EXEMPTION FROM TAX PAYMENTS ON INVESTMENT PROPERTY

1. Amount of investments: ≥ RUB 300 mln

2. Revenues from sales of goods produced as a result of SPIC: ≥ 70% of the organisation’s income

Validity period — 5 years

* Land plot must be registered in the cadastre. Plot boundaries do not need to be clarified.
LOANS FROM THE SAINT PETERSBURG INDUSTRY DEVELOPMENT FUND

Projects aimed at the development of new high-tech products
Technical re-equipment
Overcoming dependence of Russian industry on foreign technology
Acquisition of equipment leasing
Payment of first instalment on lease on preferential terms

Rate — 5% per annum
Maximum term — 5 years

Loan amount
from RUB 30 to 50
No more than 50% of project budget

Fund amount
RUB 1.5 bln
Loan financing is repayable, may be reused

MORE INFORMATION AT FRP.SPB.RU
PUBLIC-PRIVATE PARTNERSHIP (PPP)

LONG-TERM INTERACTION BETWEEN GOVERNMENT AND BUSINESS, WHERE THE COMPANY PARTICIPATES NOT ONLY IN THE DESIGN, FINANCING, CONSTRUCTION OR RECONSTRUCTION OF THE INFRASTRUCTURE FACILITY, BUT ALSO IN THE SUBSEQUENT OPERATION AND/OR MAINTENANCE

TYPES OF AGREEMENTS

<table>
<thead>
<tr>
<th>Creation/reconstruction of property</th>
<th>CONCESSION AGREEMENT (CA)</th>
<th>AGREEMENT ON PUBLIC-PRIVATE PARTNERSHIP (PPPA) *</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financing</td>
<td>✓</td>
<td>✓ &amp; ✓</td>
</tr>
<tr>
<td>Operation</td>
<td>✓</td>
<td>✓ &amp; ✓</td>
</tr>
<tr>
<td>Right of ownership</td>
<td>✓</td>
<td>✓ &amp; ✓</td>
</tr>
</tbody>
</table>

PROJECTS

<table>
<thead>
<tr>
<th>Creation, reconstruction and operation of tramway network in the Krasnogvardeysky District of Saint Petersburg</th>
<th>Western High-Speed Diameter</th>
<th>Development of Pulkovo Airport</th>
</tr>
</thead>
<tbody>
<tr>
<td>RUB 9.3 bln + major grant of RUB 1.3 bln</td>
<td>RUB 212 bln</td>
<td>RUB 50 bln</td>
</tr>
<tr>
<td>Transport Concessionary Company LLC</td>
<td>Budget investments and Northern Capital Gateway LLC</td>
<td></td>
</tr>
</tbody>
</table>

* Projects based on this mechanism have been implemented in Russia since 2004.
**ST PLACE**
IN RUSSIAN RANKINGS
IN TERMS OF PPP DEVELOPMENT  **

TOTAL NUMBER OF PROJECTS  27

<table>
<thead>
<tr>
<th>Project type</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prepared</td>
<td>12</td>
</tr>
<tr>
<td>In competitive bidding process</td>
<td>8</td>
</tr>
<tr>
<td>Being implemented/at investment stage</td>
<td>4</td>
</tr>
<tr>
<td>Operating</td>
<td>3</td>
</tr>
</tbody>
</table>

INVESTMENT

- **589 RUB BLN** amount allocated for investments
- **263 RUB BLN** amount of actually invested funds

PROCEDURE FOR CONCLUDING AGREEMENTS ON PROJECT IMPLEMENTATION

1. **Project initiated by the city**
   - The initiator develops a proposal and submits an application to the city

2. **Public–private partnership**
   - The city reviews the proposal
   - 90 days

3. **Concession agreement**
   - The city publishes information about the project in order to get statements from individuals who are not the project initiator
   - 30 days
   - Only one application
   - Competitive bid is organised and held

4. Agreement is concluded
   - 45 days

**According to PPP Development Centre.**
PROJECTS FOR CONSTRUCTION OF REAL ESTATE. ROLE OF EXECUTIVE AUTHORITIES
ROLE OF EXECUTIVE AUTHORITIES

IMPLEMENTATION STAGES OF INVESTMENT PROJECT

REFERENCE

• Location: outside of specially protected natural areas
• Not connected with substances of hazard classes I–V
• Height— up to 50 m
  – If roof is non-accessible: from the fire access route to the windowsill of the last floor
  – If roof is accessible: from the fire access route to the upper line of fencing

SPECIFICS

• Requires approval with respect to architectural aspects and urban planning features
• Is subject to state construction supervision

PRE-PROJECT PREPARATION

This period includes

- Obtaining urban development plan of land plot
  20 days (Unified Complex Building System of St. Petersburg, Committee on Urban Planning and Architecture of St. Petersburg, Multifunctional Centre)

- Concluding adhesion contracts, 18 days
  • To the electric power grid
    10 days (Unified Complex Building System of St. Petersburg, United Power Company)
  • To the centralised system of cold water supply
    10 days (Unified Complex Building System of St. Petersburg, United Power Company)
  • To the sewerage system
    18 days (Unified Complex Building System of St. Petersburg, United Power Company)
  • To the centralised storm water drainage system
    18 days (Unified Complex Building System of St. Petersburg, United Power Company)

- To power grids
  30 days (United Power Company)

- To the heat supply system
  30 days (United Power Company)

- To the centralised system of cold water supply,
  30 days (Unified Complex Building System of St. Petersburg, United Power Company)

- To the sewerage system
  30 days (Unified Complex Building System of St. Petersburg, United Power Company)

- To the centralised storm water drainage system
  30 days (Unified Complex Building System of St. Petersburg, United Power Company)

- To the gas distribution network
  30 days (United Power Company)

INTERNAL PROCESSES OPERATE ALONGSIDE ALL THE MAIN PROJECT IMPLEMENTATION STAGES
IMPLEMENTING INVESTMENT PROJECTS RELATED TO CONSTRUCTION OF REAL ESTATE REQUIRES VARIOUS STAGES OF COORDINATION WITH CITY ADMINISTRATION

<table>
<thead>
<tr>
<th>Stage</th>
<th>Time Frame</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>Preparation of Project Documentation</strong></td>
<td>7 days</td>
<td>Granting of building permit (Unified Complex Building System of St. Petersburg)</td>
</tr>
<tr>
<td>2.</td>
<td>42 days</td>
<td>Coordination/approval of the urban planning and architectural aspects of the facility (Committee on Urban Planning and Architecture of St. Petersburg), Obtaining a positive conclusion from expert review of project documentation (Unified Complex Building System of St. Petersburg), Granting of building permit (Unified Complex Building System of St. Petersburg)</td>
</tr>
<tr>
<td>3. <strong>Obtaining Building Permit</strong></td>
<td>14 days</td>
<td>Obtaining technical plans for the building and external utility lines (Unified Complex Building System of St. Petersburg), State registration of property rights (The Federal Service for State Registration, Cadastre and Cartography in Saint Petersburg)</td>
</tr>
<tr>
<td>4.</td>
<td>50 days</td>
<td>Obtaining conclusion on the conformity of the facility with the requirements of technical regulations and project documentation (Unified Complex Building System of St. Petersburg), State registration of property rights (The Federal Service for State Registration, Cadastre and Cartography in Saint Petersburg)</td>
</tr>
<tr>
<td>5. <strong>Commissioning</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EXECUTIVE AUTHORITIES AND OWNERS OF UTILITY NETWORKS

State Construction Supervision and Examination Service of Saint Petersburg
1-3 Zodchego Rossi St., 2nd entrance
+7 (812) 576-15-12
www.expertiza.spb.ru

SUE TEC
12, lit. A, M. Morskaya St.
+7 (812) 601-93-93
www.gptek.spb.ru

INVEST IN SPB
FRONT OFFICE SINGLE WINDOW
60/129, lit. A, Moskovsky Av.
+7 (812) 332-22-32

Unified Complex Building System of Saint Petersburg
www.info.essk.gov.spb.ru

PJSC Lenenergo
1, Konstitutsii Sq.
+7 (812) 595-86-13
www.lenenergo.ru

Owners of utility networks
Executive bodies

WHSD (Western High-Speed Diameter)
Kirovsky District
CONTACT INFORMATION

INVESTMENT COMMITTEE OF SAINT PETERSBURG

Irina Babyuk
Chairman of the Committee
Tel: +7 (812) 576-60-41
Fax: +7 (812) 576-60-81

Evgeniy Vasilev
Deputy Chairman of the Committee
Tel: +7 (812) 576-47-61
Fax: +7 (812) 576-60-81

Aleksey Silkin
Deputy Chairman of the Committee
Tel: +7 (812) 576-72-98
Fax: +7 (812) 576-60-81

Pavel Borisenko
Deputy Chairman of the Committee
Tel: +7 (812) 576-76-04
Fax: +7 (812) 576-60-81

FRONT OFFICE SINGLE WINDOW

60/129, lit. A, Moskovsky Av., Saint Petersburg, 190013
+7 (812) 70-800-60
infografika.agency
helloinfografika.agency

INFOGRAFIKA
AGENCY FOR EFFECTIVE COMMUNICATION

Nikolay Pomanov
Daria Senkova
Julia Karasina

Alyona Maksimenke
Lesya Balashova
Olga Dragunova
Nadezhda Popova
Veronika Vieyra
Alexandr Brichkin

+7 (812) 332 22 32
SPBINVESTMENT.RU

Facebook: ComInvestSPb
Instagram: investinspb

19/8 B. Konyushennaya St., Saint Petersburg
10 N. Syromyatnicheskaya St., Moscow

+7 (812) 70-800-60
info@infografika.agency
hello@infografika.agency