KAZAN YELABUGA
REPUBLIC
OF TATARSTAN

THE REPUBLIC OF TATARSTAN IS ONE OF THE MOST ECONOMICALLY DEVELOPED REGIONS IN THE RUSSIAN FEDERATION

The Special economic industrial zone “Alabuga” was created on December 21st, 2005 in the Republic of Tatarstan.

The center of the largest industrial region 800 km east of Moscow.

<table>
<thead>
<tr>
<th>Territory</th>
<th>68 000 KM²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>3.89 MLN</td>
</tr>
<tr>
<td>GRP</td>
<td>36.3 BLN USD</td>
</tr>
<tr>
<td>Industrial output</td>
<td>38.7 BLN USD</td>
</tr>
</tbody>
</table>
Agency for strategic Initiatives, 2015, 2016, 2017
SEZ “ALABUGA” provides an excellent set of conditions for investors who intend to establish new production in Russia.

- Located in one of the biggest industrial centers of Russia
- Low cost land plots
- Attractive tax and customs preferences
- Developed industrial infrastructure
- Strong governmental support
- Decreased bureaucracy
- Proven track record – many global companies have already established production in the SEZ
## INVESTMENT INCENTIVES AND PREFERENCES
(for 10 years since tax base introduction)

<table>
<thead>
<tr>
<th></th>
<th>TAX RATE FOR NON-RESIDENTS</th>
<th>TAX RATE FOR SEZ RESIDENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property tax</td>
<td>2.2%</td>
<td>0%</td>
</tr>
<tr>
<td>Land tax</td>
<td>1.5%</td>
<td>0%</td>
</tr>
<tr>
<td>Transport tax*</td>
<td>0.1–4$</td>
<td>0$</td>
</tr>
</tbody>
</table>

*tax rate per 1 hp
# CORPORATE INCOME TAX

(paid since the first profit)

<table>
<thead>
<tr>
<th>PERIOD</th>
<th>TAX RATE FOR NON-RESIDENTS</th>
<th>TAX RATE FOR SEZ RESIDENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>First 5 years</td>
<td>20%</td>
<td>2%</td>
</tr>
<tr>
<td>Second 5 years</td>
<td>20%</td>
<td>7%</td>
</tr>
<tr>
<td>Till 2055</td>
<td>20%</td>
<td>15.5%</td>
</tr>
</tbody>
</table>
# INSURANCE CONTRIBUTIONS

For residents, carrying out innovation activities

<table>
<thead>
<tr>
<th>YEAR</th>
<th>TAX RATE FOR NON-RESIDENTS</th>
<th>TAX RATE FOR SEZ RESIDENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-2017</td>
<td>30%</td>
<td>14%</td>
</tr>
<tr>
<td>2018</td>
<td>34%</td>
<td>21%</td>
</tr>
<tr>
<td>2019</td>
<td>34%</td>
<td>28%</td>
</tr>
</tbody>
</table>
FREE CUSTOMS ZONE

Foreign countries

Import equipment

0% VAT

IMPORT DUTY

Russian Federation

SEZ “Alabuga”
Investments in infrastructure until 2023 will rise up to $2.67 bln USD more than $910 mln USD has already been invested.
INDUSTRIAL INFRASTRUCTURE
Land plots with an access to:

- Railroads
- Inner-site roads
- Gas
- Electricity
- Heating
- Water
- Storm sewage
- Drainage
- Sewerage
- IP Phone
- High-speed Internet
FREE CONNECTION TO UTILITY LINES

connection cost to electricity lines:

**MOSCOW** – $500,000 USD per 1 MW

**TATARSTAN** – $100,000 USD per 1 MW

**SEZ «ALABUGA»** – $0 USD per 1 MW

Cost of connection per 1MW
RENT AND PURCHASE

LAND PLOT

10 ha | $ 5 000 USD per year

land plot rent at average: $ 0.05 USD per 1 m² /year

10 ha | $ 15 000 USD

land plot purchase at average: $ 0.15 USD per 1 m²
NOT READY TO BUILD?

We build for you
READY INDUSTRIAL PREMISES ON THE TERRITORY OF THE SEZ "ALABUGA"
Industrial park

A PLUS PARK ALABUGA

36 Ha
land plot area

186 000 sq.m
production-warehouse facilities

200 000 sq.m
total area of the complex

14 000 sq.m
Administrative buildings

4 buildings
A PLUS PARK ALABUGA

Development stages

1. Readiness
   2019
   16 000 m²

2. Readiness
   2019
   38 640 m²

3. Readiness
   2020
   38 640 m²

4. Readiness
   2020
   100 000 m²

Current status
under construction
Industrial park
SYNERGY
24 500 sq.m
Rental space
CUSTOMS INFRASTRUCTURE

- Customs post operates only for the SEZ “Alabuga” residents
- 99% E-declaration
- Customs clearance within 3 hours
BUSINESS INFRASTRUCTURE
B+ CLASS OFFICE CENTRE
WITH ALL THE NECESSARY SERVICES NEEDED FOR EVERYDAY WORK:

- Office premises
- Conference halls
- Meeting rooms
- Exhibition hall
- Canteen-restaurant
- Insurance companies
- Customs brokers
- Gym
**FLIGHTS**

A day to Moscow and back

<table>
<thead>
<tr>
<th>Flight time</th>
<th>Drive from airport</th>
</tr>
</thead>
<tbody>
<tr>
<td>1h 30 minutes</td>
<td>40 minutes</td>
</tr>
</tbody>
</table>
KAMA INDUSTRIAL CENTRE

1 000 000 PEOPLE

Kazan 200km

Mamadysh

Naberezhnye Chelny

Chistopol 170km

“Begishevo” airport

Mendeleevsk

Nizhnekamsk

Yelabuga

Chistopol

Alabuga

Alabuga-2

M7

“Begishevo” airport

Nizhnekamsk

Yelabuga

Kazan 200km

Mamadysh

Naberezhnye Chelny

Chistopol 170km

“Begishevo” airport

Mendeleevsk

Nizhnekamsk

Yelabuga

Chistopol

Alabuga

Alabuga-2

M7
THE WORK FORCE
(Naberezhnye Chelny, Nizhnekamsk, Yelabuga, Mendeleevsk)

29 UNIVERSITIES AND INSTITUTES
28 COLLEGES
20,200 NEW SPECIALISTS

BLUE COLLARS $500 USD
WHITE COLLARS $700 USD
EVERY YEAR IN KAMA CLUSTER GRADUATE

800 TECHNICAL EMPLOYEES

FOR SEZ "ALABUGA"
9 out of 15 Russian largest cities are located within 1000 km area
CARGO TRANSPORTATION SCHEME

- Petrozavodsk
- Ust-luga
- Saint-Petersburg
- Moscow
- Novorossiysk
- Vladivostok
- Baltic Sea
- Black Sea

**SEZ “ALABUGA”**

- Tikhonovo
- Nizhnekamsk
- Naberezhnye Chelny

**Prices**

- Novorossiysk - st. Tikhonovo: 1 345 USD
- St. Petersburg - Art. Tikhonovo: 1 155 USD
- Ust-Luga - Art. Tikhonovo: 1 224 USD
- Vladivostok - Art. Tikhonovo: 3 000 USD
- Novorossiysk - Naberezhnye Chelny: 2 707 USD
- St. Petersburg - Naberezhnye Chelny: 2 155 USD
- Ust-Luga - Naberezhnye Chelny: 2 276 USD

**Notes**

- Prices include cost platform and container rent.
- Prices don't include cost of container rent.
Free zones of the year 2017

**WINNER:**
EUROPE 2015, 2016, 2017
LARGE TENANTS

**HIGHLY COMMENDED:**
GLOBAL 2016, 2017
LARGE TENANTS
MAP OF THE SEZ “ALABUGA”

1st stage

2nd stage

3rd stage

4 000 HA
FORD SOLLERS
Production of LCV Ford Transit, SUV Ford Explorer, Ford Kuga, gasoline engines

Production capacity:
- **85 000** vehicles per year
- **185 000** engines per year

Investment volume:
- **$773.3 mln USD**
AIR LIQUIDE
ALABUGA
Production of technical gases (oxygen, nitrogen, hydrogen-oxygen mixture)

Production capacity: 80 mln m³ per year
Investment volume: 54.4 mln USD
ROCKWOOL

Production of firesafe insulation materials

Production capacity 110,000 tons per year

Investment volume $174.1 mln USD
PREISS-DAIMLER
TATNEFT
Production of fiberglass and fiberglass-based goods

Production capacity
24 195 tons per year

Investment volume
$158.4 mln USD
POLYMATIZ
Production of nonwoven fabric and other polymer goods

Production capacity: 17,000 tons per year
Investment volume: $52.7 mln USD
SARIA
Production of meat-bone flour and technical fat

Production capacity: 24 500 tons per year
Investment volume: 59.8 mln USD
KASTAMONU
Production of medium density fiberboard and MDF - based goods

Production capacity: $837,200 m³ per year
Investment volume: $488.7 mln USD
Production of household and sanitary paper products

Production capacity: 140,000 tons per year

Investment volume: 207.6 mln USD
Production of float glass, mirrors and coated glass

**Production capacity**

- **250 000** tons per year glass
- **4.5** mln m² per year mirrors
- **4.5** mln m² per year coated glass

**Investment volume**

- **$210.2** mln USD

*SISECAM SAINT-GOBAIN*

Production of float glass, mirrors and coated glass
SISECAM
Production of automotive glass

Production capacity: 6.4 mln sets per year
Investment volume: 113.4 mln USD
ALABUGA- FIBER
Production of carbon fiber

Production capacity 1500 tons per year
Investment volume 91.6 mln USD
INTERSKOL
Production of electrical tools

Production capacity
1.27
mln units per year

Investment volume
$63.4
mln USD
RMA
Production of steel ball valves for oil and gas extraction industry

Production capacity
11 000 units of product per year

Investment volume
$56 mln USD
ARMSTRONG
Production of mineral fiber ceiling

Production capacity: 22 mln m² per year
Investment volume: $101.4 mln USD
COSKUNOZ
Production of car body parts

Production capacity: 6 mln units per year
Investment volume: 74 mln USD
Production of adhesive tapes, industrial adhesives, abrasive materials, glass microspheres

**Production capacity**

- 256 kl per year

**Investment volume**

- 62.3 mln USD
BELAYA DACHA
Processing of vegetable products

Production capacity | Investment volume
--- | ---
9 600 tons per year | 32.6 mln USD
HAVI LOGISTICS
Storage and processing of processed foods for McDonald's

Investment volume

$17.7 mln USD
HUHTAMAKI

Production of disposable tableware

Production capacity: 641 mln units per year

Investment volume: 7.1 mln USD
DIZAYN-RUS
Production of polyethylene and polypropylene plastic pipes

Production capacity: 23,300 tons per year
Investment volume: $26.2 mln USD
KORIB
Production of car batteries

Production capacity
1.5 mln car batteries

Investment volume
$24.7 mln USD
DRYLOCK TECHNOLOGIES
Production of hygienic products

Production capacity
433 mln pieces per year

Investment volume
32.6 mln USD
DANAFLEX-ALABUGA
Production of flexible packaging materials

Production capacity
22,250 tons per year

Investment volume
56.5 mln USD
AVGUST-ALABUGA
Production of crop protection agents

Production capacity

15.8
mln liters per year

Investment volume

$55.4
mln USD
SEZ “ALABUGA” MEDIUM-TERM STRATEGY

On April, 1st 2018:

56 Resident-companies

$ 5.0 BLN USD Total resident investments

6 501 Jobs

$ 846.3 MLN USD of governmental investments

To-be in 2023:

120 Resident-companies

$ 12 BLN USD Investment volume

16 000 Jobs
SOCIAL INFRASTRUCTURE
INTERNATIONAL DIPLOMA

SCHOOL
10 classes for 10 children

BOARDING SCHOOL
20 rooms for 40 children
Alabuga International School
Tatarstan
Russian Federation

Has earned CIS Membership by demonstrating its alignment with the CIS Code of Ethics and Principles, and through its leadership in international education, sharing knowledge, embracing diverse perspectives, and challenging itself to continuously improve.

Jane Larson
Executive Director

Shaping the future of international education
NEARBY CITY- NABEREZHNYE CHELNY

20 KM away from the SEZ "Alabuga", population of 522 000 PEOPLE
NEARBY TOWN - YELABUGA

10 КМ away from the SEZ “Alabuga”, population of 84 000 PEOPLE
THANK YOU FOR YOUR KIND ATTENTION!

+7 (85557) 5-90-30

invest@alabuga.ru

www.alabuga.ru
THE SEZ “ALABUGA”
in the structure of special economic zones (out of 24 zones)

60% — $8.2 BLN USD of the revenues

32% — $0.35 BLN USD of tax payments (without VAT)

42% — $3.2 BLN USD of residents’ investments
RESIDENT TO - BE STEPS

3 MONTHS

1. Registration of a legal entity, preparation of a business-plan and foundation documents

2. Project Presentation for Expert Council (Kazan)

3. Project presentation for Supervisory Board of the SEZ «Alabuga» (Kazan)

4. Agreement signing and getting the resident certificate
SERVICES

Exploitation:
- heat supply
- electricity supply
- water supply
- drainage
- waste management, dumping, payments on environmental impact
- maintenance of fire extinguishing systems and smoke exhaust systems
- maintenance of electrical systems, water supply, heating, sewage
- maintenance of air conditioning and ventilation
- maintenance of elevators
- carrying out maintenance of the building and the managing company territory
- technical supervision
- maintenance of utilities and roads
- machinery services
- passenger transportation
- transport and logistics services
- electrotechnical laboratory

Housekeeping:
- maintenance and cleaning of the rented premises and managing company territory, disinfection
- protection of the building
- office space rent
- snow and ice cleaning and removal
- conducting tenders
- legal services
- outside windows wash
- ensuring the proper state of the external facade of the building

Constructional:
- geodesy services
- technical customer
- construction and commissioning technical supervision
## TARIFF RATES
FOR ELECTRICITY (HIGH VOLTAGE) FOR SEZ “ALABUGA” RESIDENTS IN 2018

<table>
<thead>
<tr>
<th>PRICE CATEGORY</th>
<th>TARIFF RATES</th>
<th>MEASURE</th>
<th>1 GROUP MORE THAN 150 kWh</th>
<th>2 GROUP FROM 150 TO 670 kWh</th>
<th>3 GROUP FROM 670 kWh TO 10 MW</th>
<th>4 GROUP FROM 10 MW AND ABOVE</th>
</tr>
</thead>
<tbody>
<tr>
<td>I PRICE CATEGORY</td>
<td>HIGH VOLTAGE TARIFF RATES</td>
<td>RUB per kWh</td>
<td>3,02</td>
<td>3,01</td>
<td>x</td>
<td>x</td>
</tr>
<tr>
<td>III PRICE CATEGORY</td>
<td>HIGH VOLTAGE TARIFF RATES</td>
<td>RUB per kWh</td>
<td>1,91</td>
<td>1,90</td>
<td>1,89</td>
<td>1,87</td>
</tr>
<tr>
<td></td>
<td>POWER</td>
<td>On to unregulated price</td>
<td>RUB per kWh per month</td>
<td>642 464,51</td>
<td>640 456,11</td>
<td>632 239,95</td>
</tr>
<tr>
<td>IV PRICE CATEGORY</td>
<td>HIGH VOLTAGE TARIFF RATES</td>
<td>RUB per kWh</td>
<td>1,37</td>
<td>1,37</td>
<td>1,35</td>
<td>1,34</td>
</tr>
<tr>
<td></td>
<td>TARIFF RATE for the capacity for transmission of electricity</td>
<td>RUB per kWh per month</td>
<td>385 966,61</td>
<td>385 966,61</td>
<td>385 966,61</td>
<td>385 966,61</td>
</tr>
<tr>
<td></td>
<td>POWER</td>
<td>On to unregulated price</td>
<td>RUB per kWh per month</td>
<td>642 464,51</td>
<td>640 456,11</td>
<td>632 239,95</td>
</tr>
</tbody>
</table>

The cost of leasing Medium Voltage-II networks JSC "SEZ PPT" Alabuga"
## TARIFF RATES
SECOND HALF-YEAR 2018 WITHOUT VAT

<table>
<thead>
<tr>
<th>№</th>
<th>Resource</th>
<th>Measure</th>
<th>First half-year 2018</th>
<th>Second half-year 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Heating</td>
<td>RUB per Gcal</td>
<td>1 703,76</td>
<td>1 774,98</td>
</tr>
<tr>
<td>2</td>
<td>Water</td>
<td>RUB per m³</td>
<td>29,48</td>
<td>30,72</td>
</tr>
<tr>
<td>3</td>
<td>Sewerage</td>
<td>RUB per m³</td>
<td>53,34</td>
<td>55,58</td>
</tr>
<tr>
<td>4</td>
<td>Storm sewerage</td>
<td>RUB per m³</td>
<td>26,76</td>
<td>27,83</td>
</tr>
<tr>
<td>№</td>
<td>Gas consumption</td>
<td>Measure</td>
<td>First half-year 2018</td>
<td></td>
</tr>
<tr>
<td>----</td>
<td>----------------------------------</td>
<td>--------------------</td>
<td>----------------------</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>More than 500 million m³ per year</td>
<td>RUB per 1000 m³</td>
<td>4 669,35</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>From 100 to 500 inclusive</td>
<td>RUB per 1000 m³</td>
<td>4 786,38</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>From 10 to 100 inclusive</td>
<td>RUB per 1000 m³</td>
<td>5 054,33</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>From 1 to 10 inclusive</td>
<td>RUB per 1000 m³</td>
<td>5 242,96</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>From 0.1 to 1 inclusive</td>
<td>RUB per 1000 m³</td>
<td>5 249,89</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>From 0.01 to 0.1 inclusive</td>
<td>RUB per 1000 m³</td>
<td>5 532,04</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>To 0.01 inclusive</td>
<td>RUB per 1000 m³</td>
<td>5 554,00</td>
<td></td>
</tr>
<tr>
<td>Type of work</td>
<td>The timeline</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------------------------</td>
<td>-----------------------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Design according to Russian standards</td>
<td>6-9 months</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>State examination</td>
<td>2-3 months</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Construction permit</td>
<td>2 weeks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Building development</td>
<td>1-1.5 years</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Installation and commissioning of the equipment</td>
<td>6-9 months (in parallel with construction)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Statement of conformity of design documentation and technical rules</td>
<td>2 months</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permission to launch</td>
<td>2 weeks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>2-3 years</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
SUPPORT PROGRAM
PROJECT FINANCING INVESTMENT

10 authorized banks are involved in the implementation of the program:

OJSC «Sberbank Russia»
OJSC «ROSSELKHOZBANK»
OJSC «ALFA-BANK»
OJSC BANK VTB
PJSC «Promsvazbank»
OJSC «Gazprombank»
OJSC «The Bank of Moscow»
PJSC «Otkritie» Financial Corporation Bank
International investment bank
Eurasian Development Bank

Ministry of Economy of the Republic of Tatarstan supports enterprises and organizations while obtaining loan under this program.

IMPORT SUBSTITUTION

INTEREST RATE up to 11,2%

INVESTMENT PROJECTS SIZE 1 – 20 bln rub.
STATE SUPPORT OF THE IMPORT SUBSTITUTION ENTERPRISES
PERCENT COMPENSATION SCHEME ON CREDITS IN RUBLES

Enterprises:
- Automobile industry
- Civil aircraft industry
- Cable and electrical industry
- Light industry
- Timber industry complex
- Machine-building for food and processing industries
- Oil-and-gas machine industry
- Conventional arms, ammunition, special chemistry
- Radioelectronic industry
- Agricultural machinery industry
- Machine-tool manufacture
- Road-building machinery
- Shipbuilding industry
- Transport machine building
- Heavy engineering industry
- Pharmaceutical and medical industry
- Chemical industry
- Non-ferrous metallurgy
- Ferrous metallurgy
- Power machine building

Ministry of Industry and Trade of the Russian Federation compensate for

\[ \frac{2}{3} \]

of the key rate of the CB of the RF on credits, obtained in rubles
POLYMERS PRODUCED WITHIN 400 KM FROM THE SEZ “ALABUGA”

**NEFIS COSMETICS**
- Oleic acid
- Stearic acid

**NEFTEHIMSJEVILEN**
- LDPE 14,4000 MT
- EVA 12000 MT
- Imhausen Germany Technology

**AMMONIY**
- Nitrogen fertilizers
- Ammonium nitrate
- Ammonia
- Urea
- Methanol
- Technical gases
- Melamine (projected)

**NIZHNEKAMSKEFTEKHM**
- PP 200000 MT Spheripol Technology
- GPPS/HIPS 84000 MT Fina
- LLDPE 160000 MT (2010) Sphereline (Basell)
- ABS 104000 MT(2010) Polimery Europa
- EPS 80000 MT LG Technology

**UFAKHIPROM**
- PC - 10 000 MT(from 2008)

**KAUSTIK**
- PVC - 120 000 MT

**SALAVATNEFTORGSINTEZ**
- LDPE 70000 MT Technology Chevron Phillips
- GPPS/HIPS 70000 MT
- EPS 50000 MT

**POLYMERS PRODUCED WITHIN 400 KM FROM THE SEZ “ALABUGA”**

- LDPE/HDPE 771599 MT Univation Technology
- PC 65000 MT Asahi Kasei Chemicals Technology
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- Urea
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- PVC - 120 000 MT

- LDPE 70000 MT Technology Chevron Phillips
- GPPS/HIPS 70000 MT
- EPS 50000 MT
MOST MAJOR RUSSIAN CARMAKERS
LOCATED WITHIN 500 KM FROM THE SEZ “ALABUGA”

- FORD SOLLERS
  - 75,000 cars
  - 1,000 buses

- ISUZU
  - 220,000 trucks
  - 1,000 buses

- NEFAZ
  - 1,000 buses

- CASE NEW HOLLAND
  - 11,000 cars
  - 4,000 trucks

- GM-AVTOVAZ
  - 50,000 cars

- KAMAZ
  - 70,000 trucks

- VOLKSWAGEN
  - 100,000 cars

- UAZ
  - 120,000 cars

- PAZ
  - 14,000 buses

- AVTOVAZ
  - 776,000 cars
  - 88,000 cars

- FORD SOLLERS
  - 35,000 cars

Most major Russian carmakers located within 500 km from the SEZ “Alabuga” include FORD SOLLERS, ISUZU, NEFAZ, CASE NEW HOLLAND, GM-AVTOVAZ, KAMAZ, VOLKSWAGEN, UAZ, PAZ, and AVTOVAZ. The map highlights the proximity of these carmakers to the SEZ “Alabuga”. The distribution of vehicles produced by these carmakers includes cars, trucks, and buses. The numbers indicate the production capacity of each carmaker within the region.