

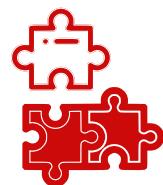
DEVELOPMENT AND SUPPORT OF INVESTMENT PROJECTS

ANALYTICS, INVESTMENTS, MARKET RESEARCH,
DESIGN, ENGINEERING, DUE DILIGENCE

«PKR» Investment and Analytical Agency

Digital platform «Investment Projects» (Investprojects)

Projects are born and take off here!



More than **15 years** of investment project practice

135 completed investment projects

In **40** regions of Russia

More than **1000** market segments studied

Design and engineering solutions for more than **250** projects

Total amount of capital raised: **> 300 billion rubles**

Total revenue of launched projects: **> 1 trillion rubles**

More than **100** state support agreements have been signed

Average cost of borrowed capital: **2,7%**

More than **60 billion rubles** of saved taxes in return for investments



ABOUT THE «PKR» INVESTMENT AND ANALYTICAL AGENCY

Founded: 2006

Offices: Saint-Petersburg, Moscow, Minsk

Number of employees: > 120

Languages used: English, Deutsch

Sites: prcs.ru, investprojects.info

Direction of activity:

- Investment design
- Pre-design developments, concept projects
- Engineering and construction expertise
- Financial and technical supervision / audit of project implementation
- Technical customer
- Attraction of state support measures (concessional financing, subsidies, tax benefits)
- Feasibility studies of projects
- Marketing research
- Business assessment
- Portal «Investment Projects of Russia»

Direction of activity:

- Ministry of Industry and Trade of the Russian Federation
- Ministry of Economic Development of the Russian Federation
- Industrial Development Fund of the Russian Federation
- Fund for the Development of Single-industry Towns
- Corporation for the Development of Small and Medium-sized Businesses
- Russian Export Center
- Regional Governments
- SEZ, TOCER, industrial parks
- External Economic Bank
- Private equity funds
- Commercial banks

Support measures:

- Identification of a promising implementation region
- Selection (localization) of suppliers of raw materials and components
- Preferential loans from the Federal reserve with a rate of 1%, 3% or 5%
- Preferential loans from the Federal Reserve with a rate of 0% or 5%
- Project financing by VEB.RF (External Economic Bank), banks
- Subsidizing % interest rates on loans (KPPK, etc.)
- Subsidizing lease payments and R&D costs
- Subsidizing transportation costs
- Guarantee provision of SME Corporation
- Tax benefits (SPIC, RIP, SEZ, TOSER)
- Purchase on preferential terms (Strategic investor, etc.)
- Exemption of equipment imported into the Russian Federation from VAT

ABOUT THE «PKR» INVESTMENT AND ANALYTICAL GROUP

STRATEGIC AND ANALYTICAL PARTNERSHIP



Правительство Ленинградской области



АНАЛИТИЧЕСКИЙ
ЦЕНТР МОСКВЫ



РОССИЙСКИЙ СОЮЗ
ПРОМЫШЛЕННИКОВ И
ПРЕДПРИНИМАТЕЛЕЙ



АССОЦИАЦИЯ
«ЦЕНТРАЛЬНЫЙ
ФЕДЕРАЛЬНЫЙ
ОКРУГ»

MosBuild



САНКТ-ПЕТЕРБУРГСКИЙ
ГОСУДАРСТВЕННЫЙ
ЭКОНОМИЧЕСКИЙ УНИВЕРСИТЕТ

ACCREDITATION AND COOPERATION



БАНК РОССИЯ



ГАЗПРОМБАНК



Министерство
экономического развития
Российской Федерации



Корпорация
МСП



МИНПРОМТОРГ
РОССИИ



ФРП
Фонд Развития
Промышленности



Региональный
центр
инжиниринга
МОСКОВСКОЙ ОБЛАСТИ



ПРАВИТЕЛЬСТВО
АРХАНГЕЛЬСКОЙ ОБЛАСТИ



Правительство Ленинградской области



ПРАВИТЕЛЬСТВО
НОВГОРОДСКОЙ ОБЛАСТИ



ПРАВИТЕЛЬСТВО
ТУЛЬСКОЙ ОБЛАСТИ

PROFESSIONAL ASSOCIATIONS, GROUPS, UNIONS, ASSOCIATIONS



АССОЦИАЦИЯ САМОРЕГУЛИРУЕМАЯ ОРГАНИЗАЦИЯ
МежРегионПроект



АССОЦИАЦИЯ САМОРЕГУЛИРУЕМАЯ ОРГАНИЗАЦИЯ
МежРегионИзыскания



АССОЦИАЦИЯ
АГЕНТСТВ ИНВЕСТИЦИЙ И РАЗВИТИЯ



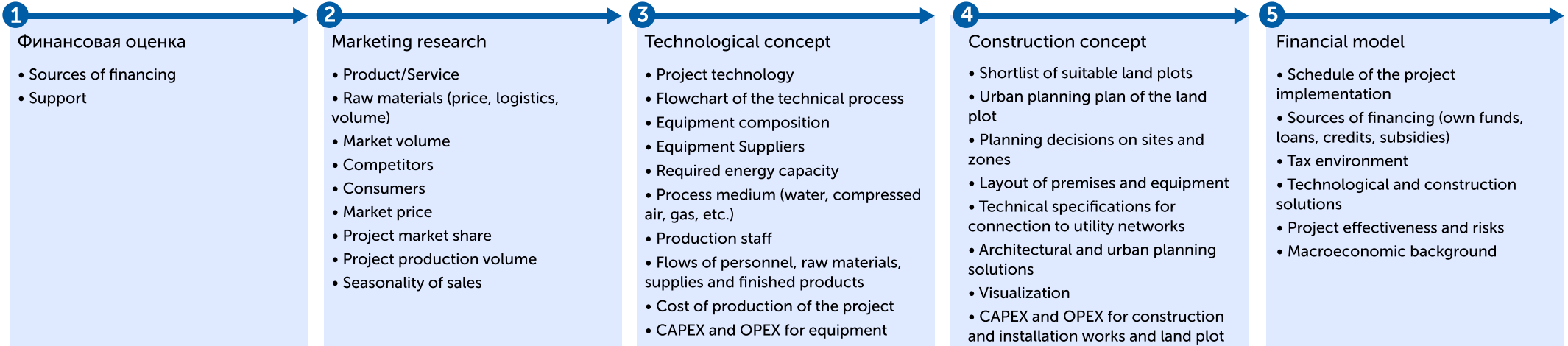
САНКТ-ПЕТЕРБУРГСКАЯ
ТОРГОВО-ПРОМЫШЛЕННАЯ
ПАЛАТА



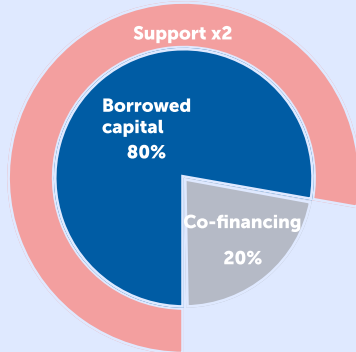
TOP-5 Marketing and PR

TOP-100 ranking

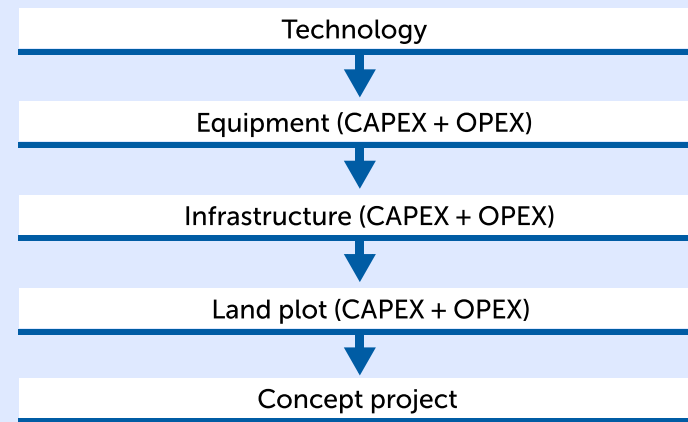
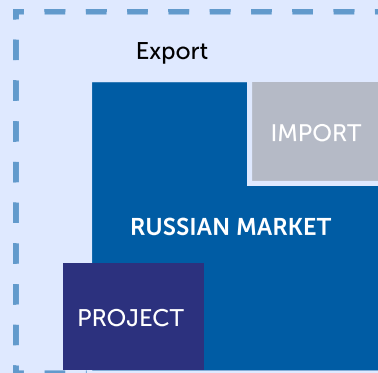
STAGES OF INVESTMENT PROJECT



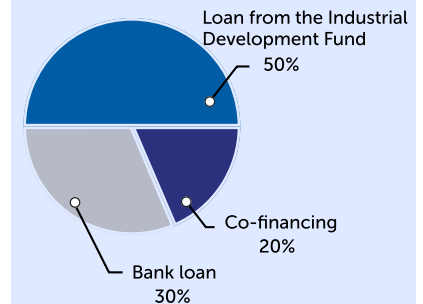
Project cost



Project Market



Financial structure



The investment project is being assembled taking into account the existing support measures of the Russian Federation and the regions:

Compensation of part of the R&D costs (RF Government decree No 1649)

Financial support for the costs of manufacturing marine components (RF Government decree No 1872)

Exemption from Customs VAT (RF Government decree No 372)

Refinement of technology companies' products to meet the requirements of large corporations (RF Government decree No 392)

Development of design documentation for component parts (RF Government decree No 208)

Agreement on Protection and Promotion of Investments

Special investment contract
SEZ

RF Arctic zone

Territory of advanced socio-economic development

Industrial Development Fund

- Development projects
- Accessories
- Automotive components
- Labor productivity
- Leasing projects

Cluster Investment Platform (KIP)
Regional tax benefits (large-scale/priority projects)

Investment tax deduction
Industrial mortgages

COMPETENCIES BY INDUSTRY

CONSTRUCTION AND MATERIALS



ZBI FLORKON

Creation of production of precast concrete blocks from self-sealing concrete, Tolyatti, Samara region



FREELIGHT

Creation of production of large-format ceramic granite, Kaluga region



AKMA

Expansion of production of glass products, St. Petersburg



GIS

Creation of the production of sewage eurocools, Leningrad region



PSK UTKINA ZAVOD

Production of building and bridge metal structures, Leningrad region



UDSK

Creation of a house-building plant, Bashkortostan



SAINT-GOBAIN

Creation of production of wall building materials, Moscow



ASIA CEMENT

Organization of dry cement production and independent energy generation, Penza region



URALSKIY GRANIT

Production of ceramic tiles and porcelain stoneware, Chelyabinsk region



LAFARGEHOLCIM

Development of a cement and dry building mixes manufacturer, Russian Federation



SINOMA CBMI

Organization of the production of metal structures and fiber cement boards, Russian Federation



PENOPLEX

Production of thermal insulation materials, St. Petersburg

AGC AGC GLASS

Production of fire-resistant glass and glasses with energy-efficient coating, Moscow region



ZAVOD HIMICHESKIH REAGENTOV

Creation of production of precast concrete and ready-mixed concrete, Leningrad region



TECHNOSTROM

Organization of the production of vibropressed products, Leningrad region



AVTOGRAF

Production of abrasive tools and materials, Leningrad region



STEP

Development of a large EPC contractor, St. Petersburg



EKS

Development of a strategy for the placement of a bond loan, Moscow



STROJTRANSGAZ

Development of a large infrastructure EPC contractor, Moscow



NEVSKIY LAMINAT

Development of the Russian manufacturer of furniture slabs, Leningrad region

PHARMACEUTICALS AND COSMETICS



GROTEX

Creation of production of liquid dosage forms and medical products, St. Petersburg



EVERS GROUP

Creation of production of medical products for wound care, medical masks, patches and rapid diagnostic tools, Moscow region



ALKORBIO

Expansion of production of medical analyzers and reagents, St. Petersburg



LEVRANA

Creation of production of natural, organic cosmetics, St. Petersburg



SMITHHEALTHCARE

Production of import-substituting medical devices - dialyzers and arteriovenous lines for hemodialysis therapy, St. Petersburg



PHARMASYNTEZ

Production of antitumor drugs and immunomodulators, St. Petersburg



MEDITECZT

Creation of production of equipment for medical waste disposal and disinfection, medical devices and PPE, St. Petersburg

AGRICULTURE AND FOOD INDUSTRY



RUSHLEB (PURATOS)

Expansion of production of baking mixes, improvers and starter cultures, St. Petersburg



PTICEFABRIKA SEVERNAYA

Expansion of the poultry farm's production capacity, Leningrad region.



LYUBIMYJ KRAJ

Creation of a flour confectionery factory, St. Petersburg



PIT PRODUKT

Creation of pizza shops, sausage slicing and meat delicacies, Leningrad region.



KORSAKOVSKAYA PTICEFABRIKA

Creation of a turkey farming and deep meat processing complex, Sakhalin Region.



MIR CZVETOV

Construction of a greenhouse complex for breeding roses, Mordovia



APK MOSALSKOE

Development of a large agro-industrial complex, Voronezh region.



AGROHOLDING STEP (AFK SISTEMA)

Creation of production of vegetable proteins from sunflower, Rostov-on-Don

COMPETENCIES BY INDUSTRY

WOODWORKING

ARTEKS (MASTERTEKS GROUP)
Construction and development of a wallpaper factory, Leningrad region

BF KOMMUNAR
Expansion of paper mill production, Leningrad region

SELENGINSKIY CZKK
Development of production of high-quality cardboard packaging, Buryatia

OKULOVSKAYA BUMAZHNAYA FABRIKA
Modernization of paper and cardboard production, Novgorod region

GOTEK SEVERO-ZAPAD
Development of corrugated packaging production, Leningrad region

GK TRANSPAK
Modernization of technological flows of two waste paper lines, Leningrad region

LUXKRAFT
Creation of production of cardboard containers and paper for corrugation of various brands, Kurgan region

KNAUF
Production of corrugated cardboard, Leningrad region

ASKOLD
Creation of production of cardboard containers and paper for corrugation, Primorsky Krai

SHIPBUILDING AND COMPONENTS

BALTIJSKIY ZAVOD
Modernization of the shipyard for loading prospective orders (icebreakers of project 22220), St. Petersburg

VYBORGSKIY SUDOSTROITEL'NYI ZAVOD
Construction of slipways and a semi-submersible barge, Leningrad region

ZHATAJSKAYA SUDOVERF
Reconstruction and modernization of the Zhatai Shipyard, Sakha (Yakutia)

PELLA
Creation of production of marine equipment, furniture and portholes, Leningrad region

GECER
Creation of production of marine equipment, furniture and portholes, Leningrad region

KARELRYBA, SZ VYMPEL
Construction of a refrigerated trawler, Yaroslavl region

ROSMORPORT
Construction, reconstruction and technical re-equipment of JSC OSSZ, Petrozavodsk

RM STEEL
Production of profile rolled products for shipbuilding, St. Petersburg

CHEMISTRY AND POLYMERS

GOZNAK
Organization of the production of siliconized paper, St. Petersburg

MIR UPAKOVKI
Expansion of packaging production for food and household chemicals, Leningrad region

POLIPAC (GOTEK GROUP)
Modernization of the polyethylene film processing line, Kursk region

POLIEF (SIBUR HOLDING)
Reconstruction of terephthalic acid production, Bashkortostan

INTERFILL (FAREVA)
Expansion of production of household chemicals and cosmetics, Leningrad region

KIILTOCLEAN
Expansion of production of professional detergents, Leningrad region

LIMATON UPAKOVKA
Modernization of the production of flexible polymer packaging materials with printing, Ivanovo region

KOMUS
Creation of production of rigid food disposable packaging from polypropylene, Moscow region

NPK PK «PIGMENT»
Expansion of the production of paint coatings, powder paints, primers and protective coatings, St. Petersburg

BARS 2
Expansion of production of concentrates of dyes, additives and polymer compositions, Leningrad region

MITSUI CHEMICALS & SKC POLYURETHANES
Creation of polyol and isocyanate production, St. Petersburg

UNILEVER
Creation of production of professional detergents, Moscow region

FG DOGA
Establishment of a production facility for processing hydrocarbon gases into aromatic hydrocarbons, Bashkortostan

PROTELUX
Creation of bio-protein production, Leningrad region

POLIPLAST
Development of the largest Russian manufacturer of chemical additives in concrete and precast concrete, Tula region

TILAN
Organization of production of polyester resins, production of powder paints, Kaluga region

ENAMERU
Creation of production of nanomodified resins and industrial paint and varnish materials, St. Petersburg

AUTOMOTIVE

NISSAN
Localization of the production of automotive components for the production of NISSAN cars, St. Petersburg

METALLOPRODUKCIYA
Production of stamped steel car wheels, St. Petersburg

MIR UPAKOVKI
Manufacture of exterior and interior parts, Leningrad region

NOKIAN TYRES
Modernization of the Nokian Tyres automobile tire factory, Leningrad region

COMPETENCIES BY INDUSTRY

INFRASTRUCTURE



UST-LUGA

Construction of the multidisciplinary transshipment complex YUG-2, Leningrad region



ECORUSMETALL

Construction of a battery recycling plant, Leningrad region



BASSEJNY ATLANTIKA

Construction of swimming pools, Leningrad region



KRES

Construction of a complex of low-temperature warehouses, Novosibirsk region



PROMYSHLENNYE PARKI YUGRY

Creation and development of the Nefteyugansk Industrial Park, Khanty-Mansi Autonomous Okrug



AGC GLASS

Creation and filling of the industrial park Spas-Zaulok, Moscow region



WILDBERRIES

Construction of a warehouse complex, Tatarstan

LIGHT INDUSTRY



BTK

Development of men's business clothing production, St. Petersburg



SK GROUP (PTK)

Organization of the production of textiles and printed fabrics, Moscow region



RPK LIGO

Production of printed fabrics, St. Petersburg



RELIDI

Creation of a production of workwear, Ryazan region



VES MIR

Production of nonwoven synthetic materials, Moscow region

METALWORKING AND EQUIPMENT



KOMPANIYA «VOLFRAM»

Creation of hydrometallurgical production of MoO₃ and WO₃, Bryansk region



KMZ «IZJORA-METALL»

Expansion of production of steel forgings and blanks of the forging and pressing site, St. Petersburg



LMZ IM. K. LIBKNEHTA

Production of shut-off valves and fittings, St. Petersburg



ELEKTROAPPARAT

Modernization of the production of transformers, disconnectors, switches, generators, CRUE, St. Petersburg



RADEX (VEGA PRO)

Creation of production of mining equipment and special equipment, Novgorod region



KURGANMASHZAVOD

Production of tracked vehicles, Kurgan region



HEVEL

Expansion of solar module production, Chuvashia



SIGNAL (ENTROROS)

Expansion of production of industrial boiler equipment, Leningrad region



ALEX LIFT

Organization of elevator production, St. Petersburg



KZTM

Creation of production of electrical equipment for rail transport, Rostov region



ALFA HORIZONT

Creation of production of equipment and systems for finishing oil and gas wells, St. Petersburg



TECHNOGRAD NORD

Creation of production of professional thermal kitchen equipment, Kaliningrad region



OLVIA

Creation of production, components of intelligent transport systems and equipment for photofixation, St. Petersburg

ELECTRONICS AND IT



LAR.TECH

Development and production of smart devices, St. Petersburg



CULON

Modernization of ceramic capacitor production, St. Petersburg



RTK (MAKRO GROUP)

Creation of production of electronic modules and circuit boards, St. Petersburg



OPUS.TECH

Software development, production automation, St. Petersburg

OIL AND GAS



GK «RM REIL RVS»

Development of production of storage and tank equipment, Mordovia



KRIOGAZ-VUSOZK (NOVATEK)

The LNG terminal in the port of Vysotsk and the construction of a gas pipeline branch, Leningrad region



WEICHAI

Market research of equipment for the Russian oil and gas industry, China



LENNIHIMMASH

Market research of dry gasoline gas, Propane-butane fraction, Stable gas gasoline, Tyumen region



VOLHOVNEFTEHIM

Justification for the establishment of an enterprise for the production of straight-run fuels, Leningrad region

FINISHING MATERIALS FACTORY



3 063,6 million rubles **5 Ha** **24 000 sq.m**

Project structure:

- Launch of the factory and 3 production lines
- Launch of 4, 5, 6 production lines, construction of a warehouse for finished products and a warehouse for raw materials, launch of own production of plastisol

Project products:

Wallpaper for painting, wallpaper coated with foamed vinyl, hot stamping wallpaper

Production capacity: 24 million rolls per year

Equipment:

OLBRICH GmbH, Schoeller Technocell (Germany)

Consumers:

DIY: OBI, Leroy Merlin, Castorama, MaksidoM, Petrovich.
Constructors: PIK, LSR, SetlCity, LenSpeczSMU, Lider

ROLE OF THE «PKR» COMPANY

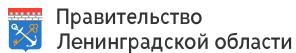
• Preparation of investment documentation

- Marketing research, feasibility study, business plan, financial model
- Production and technical justification, the conclusion of the technical expertise, the conclusion of the estimated cost, the assessment report

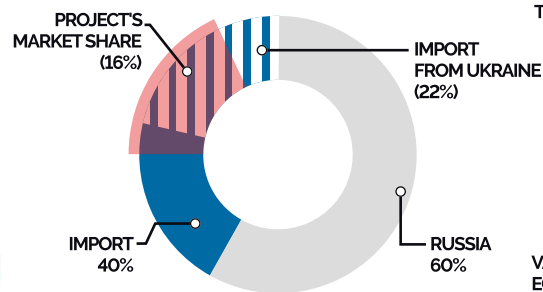
• Provision of financing, state support

- Project financing (Sberbank)
- Subsidizing %
- Tax benefits (Property Tax 0%, Income tax 16.5%), Industrial Development Fund (IDF) 1,2
- Subsidies Leasing
- Guarantee KMSP
- VAT 0% (imported equipment)
- R&D subsidies
- Customs and tariff regulation (commodity nomenclature of foreign economic activity 5814)

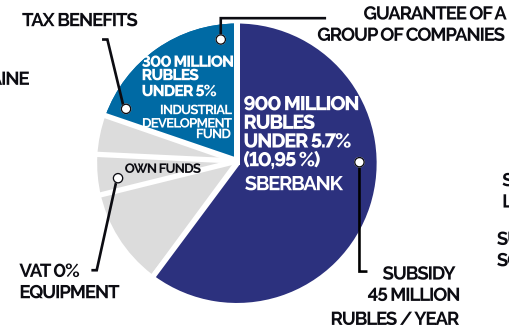
PROJECT PARTICIPANTS



PROJECT MARKET
(≈ 150 MILLION EURO ROLLS / 50 BILLION RUBLES)

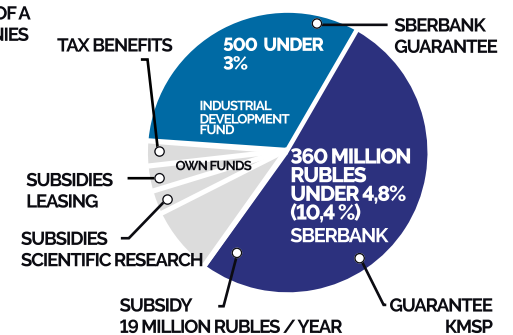


CONSTRUCTION OF A FACTORY
AND 3 PRODUCTION LINES



* 7.95% AVERAGE COST OF BORROWED FUNDS

CONSTRUCTION OF A WAREHOUSE
AND A 4TH PRODUCTION LINE



- Sberbank non-renewable credit limit 917 million rub.

2016

- Subsidy of % agreement with the MIT
- IDF-1 300 million rubles
- Sberbank non-renewable credit limit 394 million rub.

2017

- IDF-2 500 million rubles
- Import ban of wallpaper from Ukraine
- Subsidy of lease payments

2018

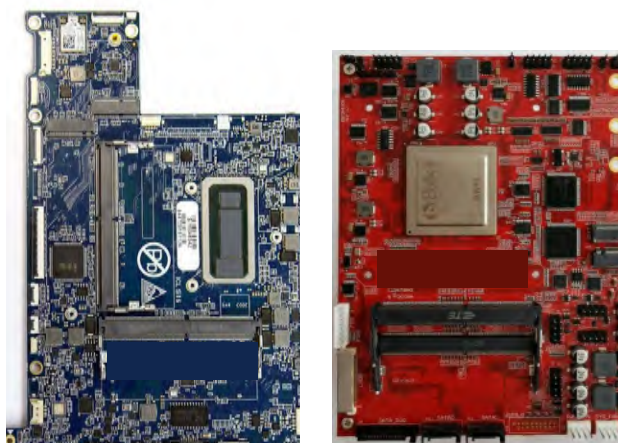
- Sberbank non-renewable credit limit 544 million rub.
- Sberbank non-renewable credit limit 240 million rub.

2019

- Inclusion in the registry of regional investment project (income tax 10%, Property Tax 0%)
- Subsidizing transportation costs
- IDF-3 500 million rubles

2020

CREATION OF PRODUCTION OF MULTILAYER MOTHERBOARDS



💰 828,6 million rubles 🏠 3,9 Ha 🏭 8 309 sq.m.

Project structure:

- Obtaining the status of a resident of the Innopolis SEZ
- Purchase and installation of technological and auxiliary equipment
- Production of products
- Implementation of the best available technologies (BAT)

Project products:

Computer motherboards in various form factors:

- desktop systems;
- mobile systems;
- server systems.

Best available technologies in the production of motherboards

ITR 46, ITR 48

Reducing emissions of pollutants, discharges of pollutants during the storage and warehousing of goods (cargoes), Increasing energy efficiency in the implementation of economic and (or) other activities

3 BAT positions implemented in the investment project on intersectoral issues have been implemented.

Employment creation:

84

Project technologies:

The motherboard is a printed circuit board with surface-mounted and end-to-end electronic components, I/O ports, card slots and connectors, etc.

Production capacity:

Motherboards for computing equipment in various form factors - 200 thousand units:

- desktop systems - 60 thousand units;
- mobile systems - 135 thousand units;
- server systems - 5 thousand units.

Equipment:

Fuji Corporation (Japan), Vitrox Corporation Berhad (Malaysia), Nutek (Singapore), Kurtzia (Germany), PBT Works S.r.o. (Czech Republic)

ROLE OF THE «PKR» COMPANY

• Preparation of investment documentation

- Marketing research, business plan, financial model, preparation of credit and security documentation

• Provision of financing, state support

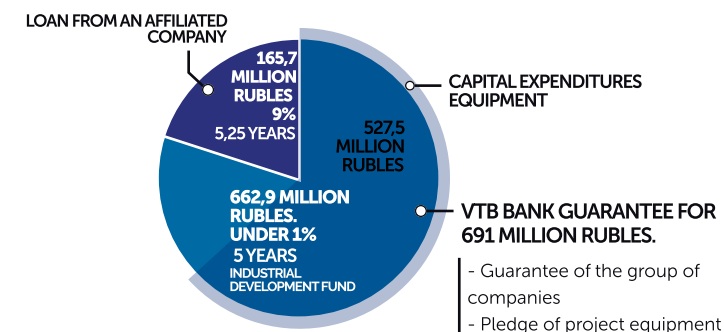
- Industrial Development Fund 1% Development projects, Exports
- VTB Guarantee
- SEZ "Innopolis"

PROJECT PARTICIPANTS



ПРАВИТЕЛЬСТВО
РЕСПУБЛИКИ ТАТАРСТАН

FINANCING STRUCTURE 828,6 MILLION RUBLES



PROJECT MARKET (11.3 MILLION UNITS ≈ 20 BILLION RUBLES)



EXPANSION OF THE WELDING WIRE PRODUCTION COMPLEX



330,4 million rubles 24 Ha 4 300 sq.m.

Project structure:

- Purchase and installation of technological and auxiliary equipment
- Production of products
- Import substitution of metallurgical products on the Russian market
- Implementation of the best available technologies (BAT)

Project products:

Steel Welding Wire CB-08Г2С

BAT in the production of welding wire

ITR 27, ITR 46, ITR 48

Production of products for further processing of ferrous metals, Reduction of emissions of pollutants, discharges of pollutants during storage and warehousing of goods (cargoes), Improvement of energy efficiency in the implementation of economic and (or) other activities

9 positions of BAT implemented in the investment project have been implemented, including 6 according to the specialized industry directory of BAT, 3 according to intersectoral

Employment creation:

26

Production capacity:

Steel Welding Wire CB-08Г2С - 13 900 tons

Technology and equipment:

The production cycle includes the following stages: vertical unwinding, de-scaling, etching, "washing", drawing and winding. The finished products are sent for packaging, labeling, packaging and warehousing

Welding Wire Production Line, Winding - Hangzhou Xingguan Machinery Co., Ltd (China),

Wire drawing, re-grinding of wire - Jiangsu Zhixuan International Trading Co., Ltd (China),

Cutting of metal cord and metal products - ZHANGJIAGANG SANYUANTAI MACHINERY CO., LTD. (China),

Plasma cutting with CNC - Izhtekhnokor (Russia),

Emission spectrometer - Spectral Laboratory (Russia),

Impact strength test - SUBRA (Russia)

ROLE OF THE «PKR» COMPANY

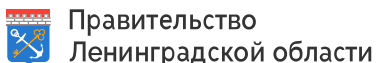
• Preparation of investment documentation

- Marketing research, business plan, financial model, preparation of credit and security documentation

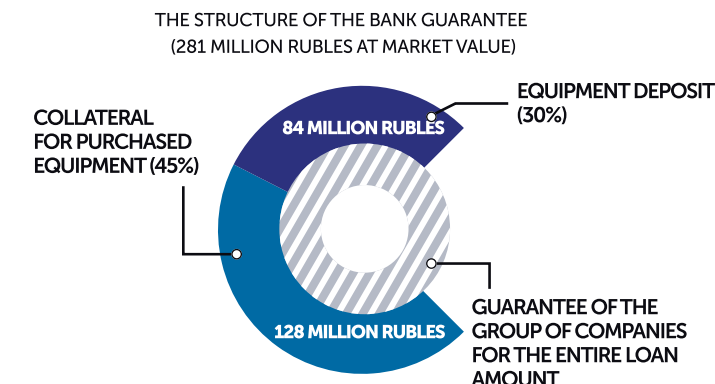
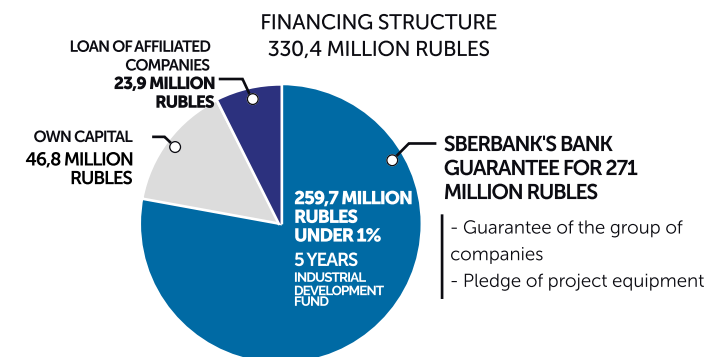
• Provision of financing, state support

- Industrial Development Fund 1% Development projects
- Sberbank Guarantee
- Guarantee KMSP

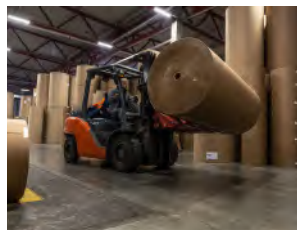
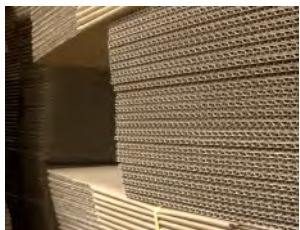
PROJECT PARTICIPANTS



PROJECT MARKET (67 THOUSAND TONS ≈ 11,5 BILLION RUBLES)



ORGANIZATION OF A PRODUCTION COMPLEX FOR THE PRODUCTION OF CORRUGATED CARDBOARD AND PRODUCTS MADE FROM IT



782,3 million rubles 7 Ha 14 612 sq.m.

Project structure:

- Purchase and installation of technological and auxiliary equipment
- Production of products
- Implementation of the best available technologies (BAT)

Project products:

- Corrugated products (3-layer corrugated cardboard)
- 4-valve corrugated boxes with/without printing,
 - Boxes of complex die-cutting with/ without printing,
 - Microgofrocard boxes with/without printing.

BAT in the production of pulp, wood pulp, paper, cardboard

ITR 1, ITR 46, ITR 48

Production of pulp, wood pulp, paper, cardboard, Reduction of emissions of pollutants, discharges of pollutants during storage and warehousing of goods (cargoes), Increase of energy efficiency in carrying out economic and (or) other activities

11 BAT positions implemented in the investment project, including 4 according to the relevant industry directory of BAT, 7 according to intersectoral

Employment creation:

52

Project technologies:

Paper corrugation in one or more corrugating units (depending on the number of layers of cardboard) and gluing the corrugated layers with flat layers of cardboard base, followed by drying and cutting the finished cardboard into sheets.

The technology of applying images to corrugated cardboard using flexoforms using quick-drying paints.

Production capacity:

- Corrugated products - 46,600.0 thousand square meters. m.
- 4-valve corrugated boxes with/without printing - 24 500.0 thousand sq.m,
 - Boxes of complex die-cutting with/ without printing - 16 200 thousand sq. m.,
 - Microgofrocard boxes with/ without printing - 5,900 thousand sq. m.

Equipment:

Corrugated Cardboard Production Line - Guangdong Fosber Intelligent Equipment (China),
Roll Transportation System - Jiangsu Newkuani Technology (China),
Transport and Packaging Line - Emmepi Group Srl (Italy),
Flat-head machine - Asahi Machinery (China/Japan),
Rotary die-cutting Press, Folding gluing machine - BOBST Group (China)

Consumers:

Luxcraft, Ariant Agrofim, Chebarkul poultry, Reftinskaya Poultry farm, Khlebprom, Tyumen Milk, etc.

ROLE OF THE «PKR» COMPANY

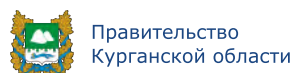
• Preparation of investment documentation

- Marketing research, business plan, financial model, preparation of credit and security documentation, support for obtaining a bank guarantee

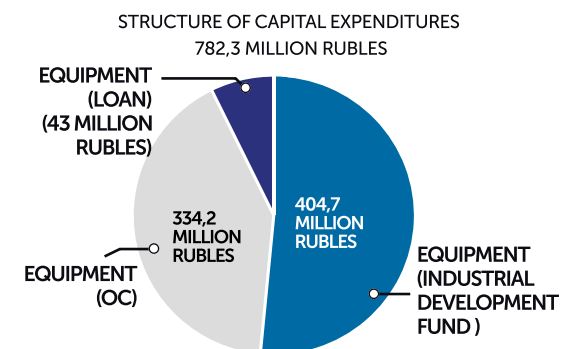
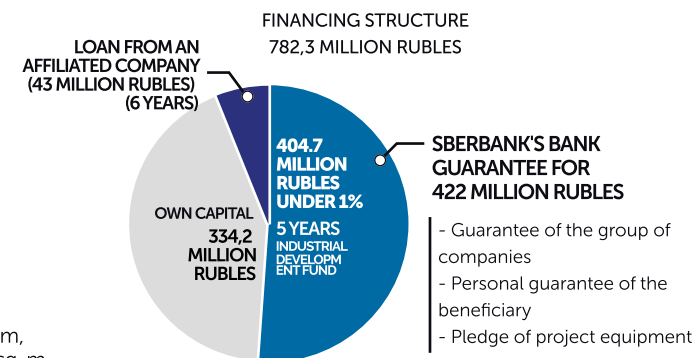
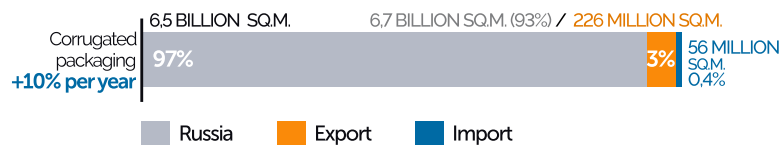
• Provision of financing, state support

- Industrial Development Fund 1% Development projects
- Sberbank Guarantee
- Status of regional investment project (Income tax 10%, Property Tax 0,5%)

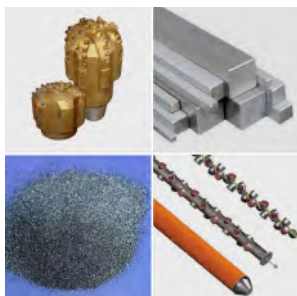
PROJECT PARTICIPANTS



PROJECT MARKET (≈164 BILLION RUBLES.)



CREATION OF HYDROMETALLURGICAL PRODUCTION OF MoO_3 AND WO_3



891 million rubles



7 500 sq.m.

Project structure:

- Creation of a new hydrometallurgical production of tungsten oxide and molybdenum oxide
- Expansion of production of tungsten products of deep processing: carbides, powders, stacks

Project products:

1. Molybdenum oxide (MoO_3) – 900 t/year
2. Tungsten Trioxide (WO_3) product
 - Tungsten carbide (WC) – 1,200 tons/year
 - Tungsten balls (W) – 200 t/year
 - Tungsten powder (W) – 60 t/year

Consumers:

1. MOE: Will win, Ural Forge, Experimental Plant of Refractory Metals and Hard Alloys, NPP Mashprom
2. Products from WO_3 : Pobedit, Polema, Virial, Mechel, Chelyabinsk Forging and Pressing Plant, Technical Ceramics Plant, Volgaburmash, Metcomplete

PROJECT PARTICIPANTS

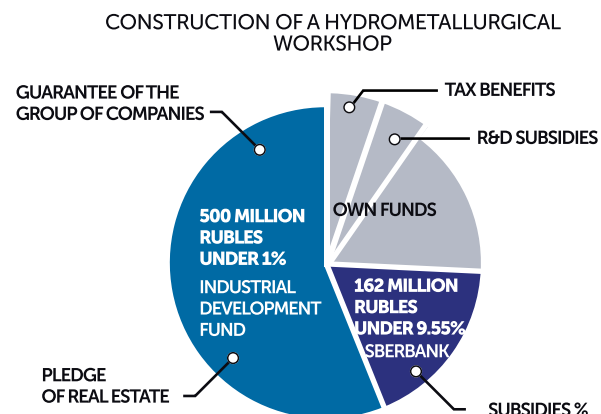


TECHNOLOGICAL CHANGES

1	2	3	4
MINING AND PROCESSING OF ORE Tungsten ores and concentrates PRIMORVOLFRAM LLC, LERMONTOVSKY GOK LLC, PRIMORSKIY GOK LLC (GRK AIR), NOVOORLOVSKY GOK LLC, ZAKAMENSK JSC	EXTRACTION OF RARE METALS Tungsten oxide (chemically pure) OOO "UNECHSKY REFRACTORY METALS PLANT", JSC "HYDROMETALLURG", KIROVGRAD PLANT OF HARD ALLOYS JSC	PRODUCTION OF RARE METAL PRODUCTS Powders, carbides, tungsten stacks OOO "UNECHSKY REFRACTORY METALS PLANT", JSC "HYDROMETALLURG", JSC KIROVGRAD HARD ALLOY PLANT, JSC POLEMA	PRODUCTION OF END PRODUCTS Carbide Tool (end products and tooling for machine tools, special products) JSC "POBEDIT", JSC "POLEMA", VIRIAL LLC, VOLGABURMASH JSC, PROMPERFORATOR LLC
Production 4,3 thousand tons	Production 2,3 thousand tons	Production 1,8 thousand tons	Production 1,2 thousand tons
Export 2 thousand tons		Export 0,2 thousand tons	Export 0,04 thousand tons
Import 1,5 thousand tons		Import 0,05 thousand tons	Import 8,5 thousand tons
Consumption 3,8 thousand tons		Consumption 1,6 thousand tons	Consumption 9,6 thousand tons
38% SHARE OF IMPORTS IN DOMESTIC CONSUMPTION		3% SHARE OF IMPORTS IN DOMESTIC CONSUMPTION	88% SHARE OF IMPORTS IN DOMESTIC CONSUMPTION

ROLE OF THE «PKR» COMPANY

- **Preparation of investment documentation**
 - Business plan, financial model, etc.
- **Identification and justification of BAT implementation**
 - Industry Data Collection Analytics (ITS 24-2017) – 20 BAT positions identified
 - Analysis of intersectoral collections – 19 BAT positions have been identified
- **Justification of the use of products as components**
 - All-Russian classifier of products by type of economic activity 25.73.4 and 28.92.1
- **Provision of financing, state support**
 - Project financing (Sberbank)
 - Subsidies % (Decree of the Government of the Russian Federation No. 42)
 - Industrial development Fund at 1% (Components)
 - R&D subsidies



CREATION OF A FAST-ADAPTABLE PRODUCTION OF PRECAST CONCRETE



620,4 million rubles 1,5 Ha 3 555,4 sq.m.

Project products:

Columns, beams, staircases, single-layer wall panels, three-layer wall panels, foundation cups, dock pit elements

Production capacity: 28 800 cubic meters per year

Equipment:

Tecwill Oy (Finland), Howal GmbH (Germany)

Consumers:

PNK Group, Radius Group, GC Orientir, MegaStroy, Romex-Industrial construction

BAT in the production of precast concrete products ITR 4, ITR 6, ITR 22, ITR 46, ITR 48

Reduction of emissions of dust, harmful substances and solid particles, noise reduction, waste reuse, energy efficiency improvement, etc. The production uses a closed-cycle technology that eliminates the formation of cement dust and dirt, which is an innovative trend in Russia.

ROLE OF THE «PKR» COMPANY

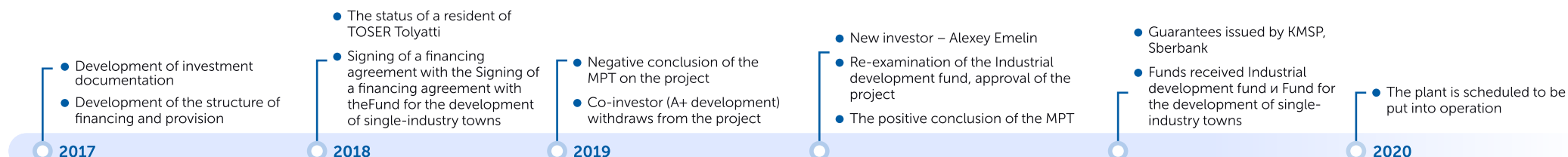
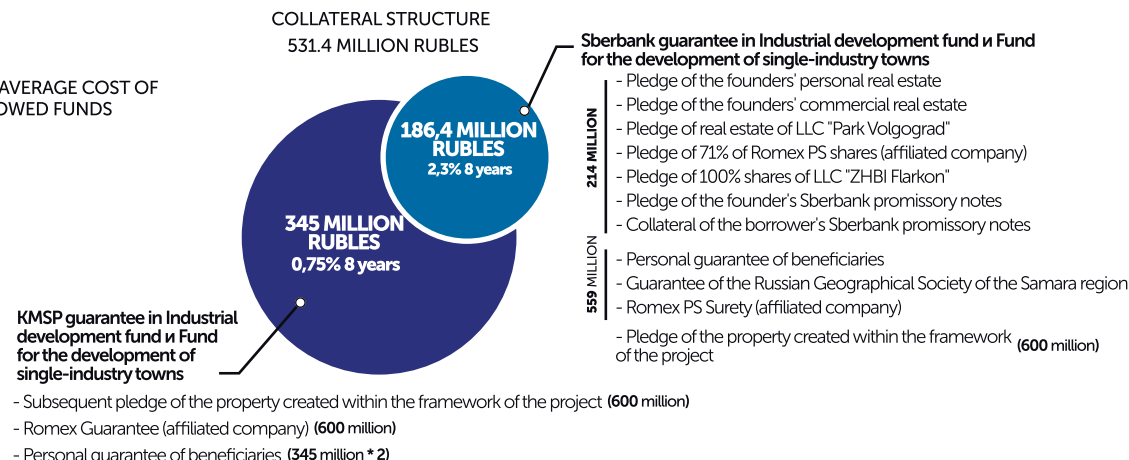
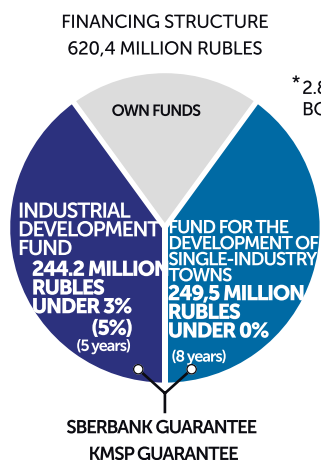
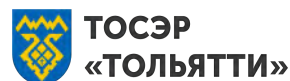
• Preparation of investment documentation

- Business plan, financial model, terms of reference, project estimate, calendar plan, Loan and security documentation
- Coordination and development of draft loan and guarantee agreements with all parties to the transaction

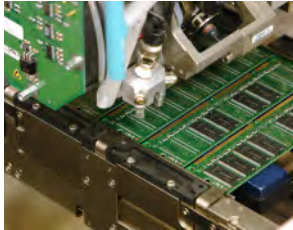
• Provision of financing, state support

- Monocity Development Fund (0% for 8 years)
- Resident of the Advanced Development Territory of Tolyatti (Property Tax 0%, Income tax 13.5%, Payroll taxes 16.5%)
- Industrial development Fund 3% (5 years), guarantee KMSP, Russian Geographical Society of Samara region guarantee, Sberbank guarantee

PROJECT PARTICIPANTS



ORGANIZATION OF THE PRODUCTION OF ELECTRONIC MODULES (SMT)



540 million rubles 1,0 Ha 4 008 sq.m.

Project structure:

- SMR, installation of engineering networks, cleanroom systems
- Installation of existing and purchase of new equipment in a prepared room

Project products:

200 thousand SMD/hour, 1 million boards/year

Production capacity: 200 thousand SMD/hour, ≈ 1 million boards/year

Equipment:

Panasonic (Japan), Nutek PTE (Singapore), Koh Young Technology (South Korea), ERSA (Germany)

Components:

Electronic computing, radio electronics, data processing systems and facilities, communication and telecommunication equipment, electronic measuring devices and systems, automated control systems, devices for intelligent networks and substations



ROLE OF THE «PKR» COMPANY

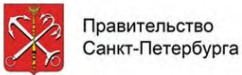
• Preparation of investment documentation

- Marketing research, business plan, financial model, preparation of credit and security documentation

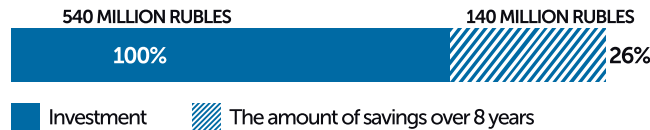
• Provision of financing, state support

- Industrial development Fund 1% (components)
- KMSP guarantee
- Participant status of the Regional Investment Project (Income tax 10%, Property tax 0%)
- R&D subsidies under Decree of the Government of the Russian Federation No. 1649, No. 109
- Subsidy % on loan RF 1764
- Investment customs privilege for equipment, components, and raw materials (Item No. 839)

PROJECT PARTICIPANTS



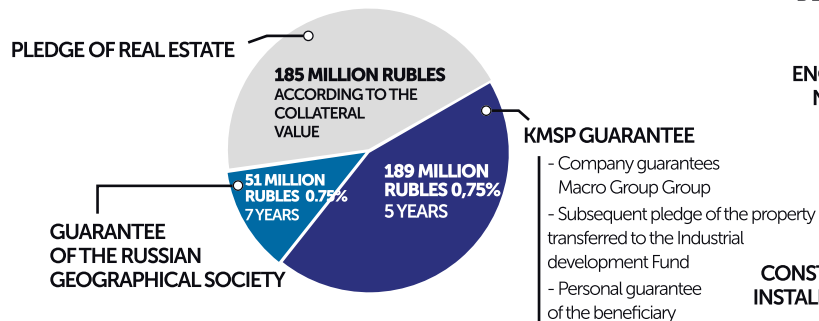
REGIONAL INVESTMENT PROJECT (INCOME TAX 10%,
PROPERTY TAX 0%) UNTIL 2028)



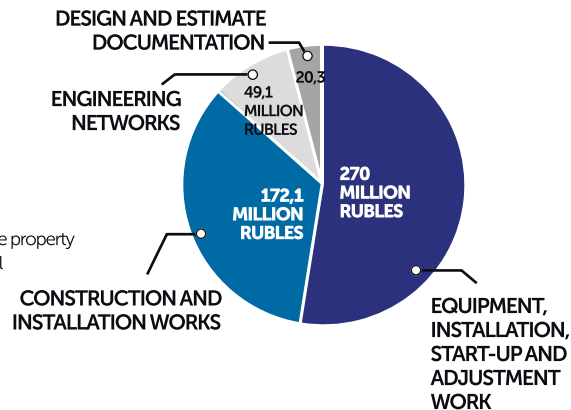
MARKET OF CONTRACT SMT INSTALLATION SERVICES
≈ 40 BILLION RUBLES .



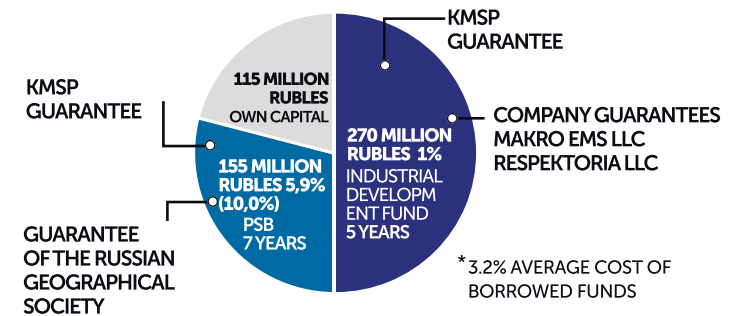
COLLATERAL STRUCTURE
425 MILLION RUBLES



STRUCTURE OF CAPITAL EXPENDITURES
511.5 MILLION RUBLES



FINANCING STRUCTURE
540 MILLION RUBLES



RE-EQUIPMENT OF THE PRODUCTION OF COMPONENT CUTTING TOOLS FOR MINING ENGINEERING



510 million rubles



3,5 Ha



17 784 sq.m.

Project structure:

- Acquisition of a production site
- Purchase and installation of technological and auxiliary equipment
- Production of products
- Implementation of the best available technologies (BAT)

Project products:

A complete cutting tool for the needs of the mining industry, construction and milling of the road surface

BAT in the production of component cutting tools

ITR 46, 48

Reduction of emissions of pollutants, discharges of pollutants during storage and warehousing of goods (cargoes)

Organization of optimal control and management of the energy consumption system and the production process using state-of-the-art automation systems

Application of infrastructural and technological methods for increasing energy efficiency

3 BAT positions implemented in the investment project on intersectoral issues have been implemented.

Employment creation:

14

Production capacity: 890 thousand units/year

Equipment:

SOCO Machinery Co. Ltd., GOODWAY (Wujiang) Machine Corp., Akira Seiki Co. Ltd. (Taiwan), Dongguan Henli Machinery Co., Ltd., Suzhou Kingred Electrical and Mechanical Technology Co. Ltd., RONMAC Technology Co. LTD, DONGGUAN YIHUI HYDRAULIC MACHINERY CO. LTD. (China), 3AO «Накал», ООО «Амбит», ООО «МИУС» (Russia)

ROLE OF THE «PKR» COMPANY

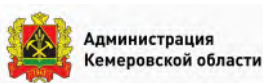
• Preparation of investment documentation

- Marketing research, business plan, financial model, preparation of credit and security documentation

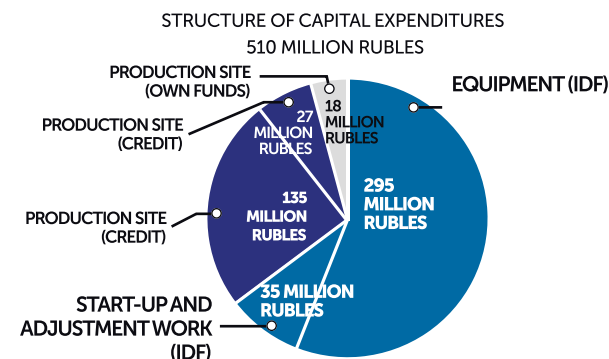
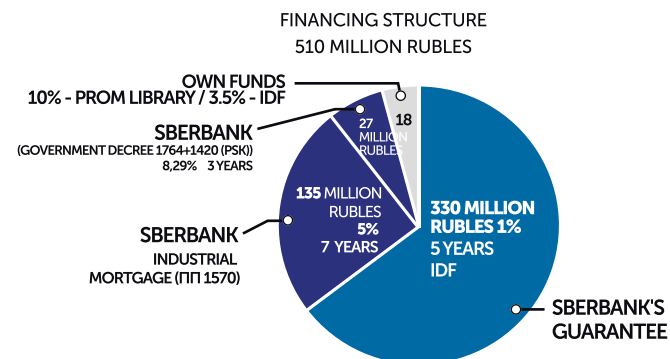
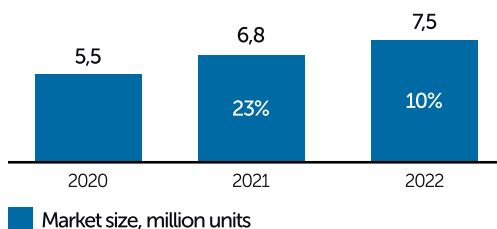
• Provision of financing, state support

- Industrial development Fund (IDF) 1% (components)
- Sberbank
- Bank loan under Government Decree 1570 (Industrial Mortgage)
- Bank loan under Government Decree 1764+1420 (PSK)

PROJECT PARTICIPANTS



MARKET OF MINING AND CUTTING TOOLS
≈ 3,4 BILLION RUBLES



ANALYSIS OF CONCRETE USE IN THE RUSSIAN FEDERATION UNTIL 2033



Project structure:

- Drawing up a list of projects and its analysis
- Присвоение типа строительного объекта
- Calculation of total costs for construction/reconstruction of facilities
- Concrete consumption in physical and monetary terms
- Determination of the period of concrete use in projects based on the stage of implementation
- Distribution of concrete demand by year, based on the stages of construction and the logic of the material application

Research products:

Concrete

Geography of the study:

Russian Federation

Consumer market:

Civil and industrial construction

Consumers:

Bryansk IC, Russian Highways, Lenstroytrest, Farm Aid LTD., Bakormash, Ishebek Titan, Mill, Shchekinoazot, RMMP-Grain, Component – A, Novoshakhtinsky Oil Products Plant, Arctic, MegaMade, A101, Avtodor, SFT Group, Selectel, RM Rail, etc.

RESEARCH TOOLS

- Expert interviews with market participants
- Statistics of foreign trade operations (Federal Customs Service, EAEU Customs Union)
- International statistics of foreign trade operations and domestic production of the countries of the world
- Statista is an international market and company analysis system
- Analysis of the customs database, filtering of import and export shipments by project products
- Digital platform «Investment Projects»
- Statistics of state and commercial purchases (MARKER, SELDON)
- SPARK company analysis system
- State and regional statistics (ROSSTAT, Federal State Statistics Service, Ministry of Industry and Trade, etc.)

PURPOSE OF THE STUDY

- LafargeHolcim, the world's largest manufacturer, is planning its expansion and has conducted an analysis of the use of concrete in Russia until 2033

RESULTS

- The results of the research were used by the company as part of the development of a strategy to expand its presence in the target market.

Date added (1)	ID (2)	Project name (3)	Sector (4)	Sub-sector (5)	Federal District (6)	Region (7)	City (8)	Size of the construction object number / units (9)	Additional object parameter number / unit (10)	Investment volume, million rubles (11)	Investments in construction, million rubles (12)	Beginning quarter project (13)	Start year project (14)	Project completion quarter (15)	Project completion year (16)																										
11.01.2021	63444	Construction of an apartment building	Residential construction	High-rise (7 floors and above)	Central Federal District	Bryansk region	Bryansk	13641	m2	1	Ha	508	457,2	2	2022	1	2024																								
12.02.2021	68043	Expansion of production of small and medium-sized castings	Production (factories)	Metallurgy	Volga Federal District	Mordovia	Saransk	24000	m2	3	Ha	4 240	848	3	2023	1	2026																								
Technical customer /technical customer service / n.d. (17)																																									
Investor (18)		Investor TIN (19)	Holding (20)	Developer or investor in residential complexes (21)		General Designer (22)	General Designer TIN (23)	Designer (24)	Designer TIN (25)	General Contractor (26)		General Contractor TIN (27)	Contractor (28)	The main activity of the contractor (OKVED) (29)		Contractor TIN (30)	Type of work (31)	Project stage (32)																							
-	LLC SPECIALIZED DEVELOPER BRYANSK CONSTRUCTION COMPANY		3234047962	-	3234047962 SPECIALIZED DEVELOPER LLC BRYANSK CONSTRUCTION COMPANY		SAYANY PROJECT LLC	3232021278	BRYANSKSTROY RESEARCH LLC	3250501830	LLC SPECIALIZED DEVELOPER BRYANSK CONSTRUCTION COMPANY		3234047962	-	-	-	New construction	Construction																							
-	VKM - STEEL LLC		1327000226	RM RAIL HOLDING	1327000226 VKM - STEEL LLC		-	-	-	-	-		-	-	-	-	New construction	Preparation for construction																							
Object type (33)																																									
Number of floors (34)		Class for residential and commercial (35)		Project Description (36)					Last interview result (37)			Link to the purchase (last one)		Concrete analytics (volume, m3) (38)		Percentage of construction (40)		Investments in construction, million rubles (41)																							
Monolith		10-16		Typical		The developer Bryanskaya SK plans to build an Airport residential complex in the city of Bryansk. The area of the facility is 13,641 sq.m. Completion date: II quarter 2023 Housing class: standard. Infrastructure: in the courtyard of the house there is one playground, two playgrounds for physical education, two playgrounds for adults, a carpet cleaning area, a dumpster area.					-			7410.2		90%		-		152,4		152,4		152,4		-		-		-		-		-		-					
Foundry		-		-		RM Rail Group will invest 3.7 billion rubles in expanding the production capacity of small and medium-sized castings at its VKM-Stal enterprise (Mordovia). We are talking about the creation of a new workshop for the production of medium and small castings on the basis of VKM-Steel, the project is designed until 2024. The project is being implemented as part of the component business development program.					As of 03/30/2021, it became known that the project is at the design stage. The project is undergoing an expert examination. The general contractor will be selected by tender. As part of the project, a workshop will be built and new equipment for the production of castings for the railway segment will be installed. As of 10/15/2021, it became known that the design was completed, and a general contractor was being selected. As of 01/18/2021, it became known that the project documentation is being checked. As of 03/18/2022, it became known that the project is at the stage of preparation for construction. As of 06/17/2022, it became known that the project is in public hearings until November.			-		14 758		20%		-		-		212		212		212		212		-		-		-		-		-	

INFORMATION AND ANALYTICAL PLATFORM

«INVESTMENT PROJECTS»

ANALYTICS

- by industry (184), region (89) and country (9)
- by stages of the investment project (9)
- by ownership (4)

- consumption of building materials (108), consumption forecast up to 2035, analysis for each project

> 48 000

PROJECTS IN THE ACTIVE
STAGE WITH QUARTERLY
UPDATES

89 + 8
REGIONS EAEU COUNTRIES

20 + 184
SECTORS SUB-SECTORS

COUNTRIES (9)

- ✓ Russia
- ✓ Armenia
- ✓ Belarus
- ✓ Kazakhstan
- ✓ Kyrgyzstan
- ✓ Tajikistan
- ✓ Uzbekistan
- ✓ Abkhazia
- ✓ Azerbaijan

REGIONS (89)

SECTORS (184)

STAGES (19)

- ✓ Planning
- ✓ Pre-design studies
- ✓ Design
- ✓ Preparation for construction
- ✓ Construction
- ✓ Zero cycle
- ✓ Building construction
- ✓ Interior and engineering work
- ✓ Finishing works
- ✓ Reconstruction
- ✓ Equipment commissioning
- ✓ Modernization
- ✓ Frozen
- ✓ Planning
- ✓ Pre-design studies
- ✓ Design
- ✓ Preparation for construction
- ✓ Construction
- ✓ Modernization
- ✓ Commissioned for operation
- ✓ Cancelled

PROPERTY (4)

- ✓ Private
- ✓ Public-private partnership
- ✓ Company with state participation
- ✓ State

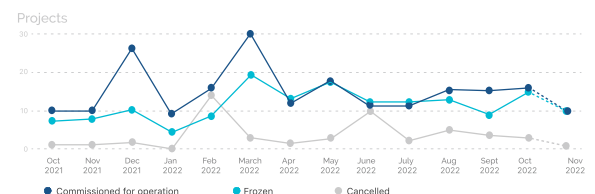
MECHANICAL ENGINEERING: INVESTMENTS, PROJECTS, HOLDINGS

Projects in the active stage



№	Project	Срок реализации	Сектор	Регион	Содержание	Владельцы
01						
02						
03						

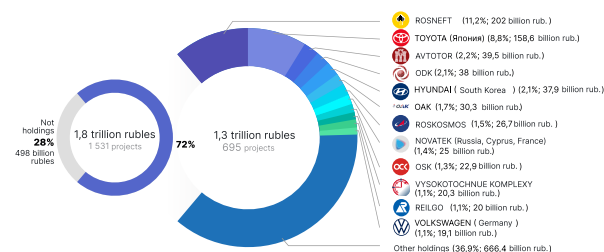
Dynamics of commissioning, suspension, cancellation of projects



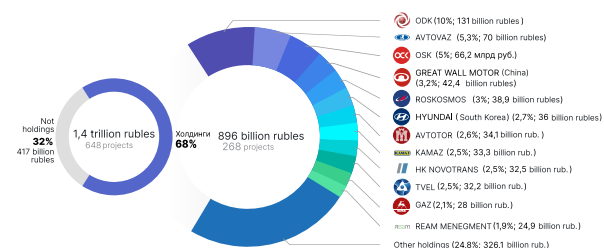
Investment structure on the map



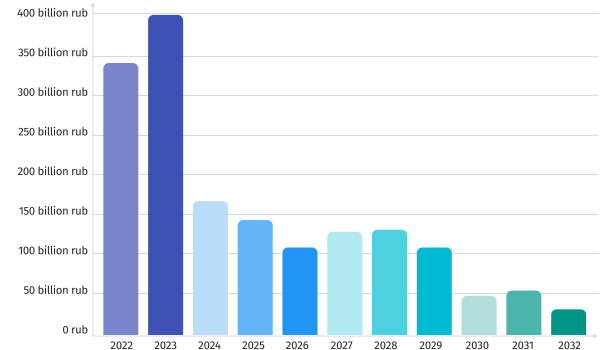
Implemented projects on holdings



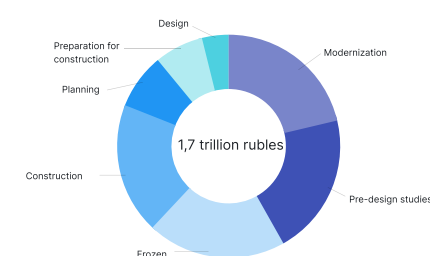
Investment structure by holdings



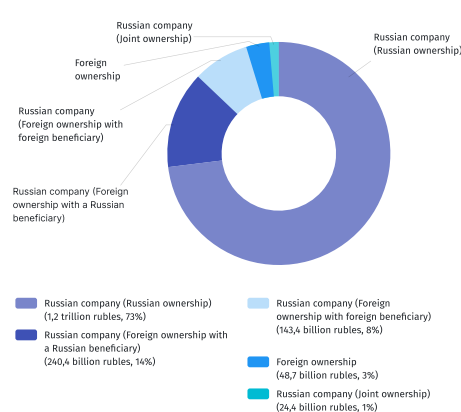
Investment structure by year



By stages



By type of ownership



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