Guide to Investment
The Republic of Tatarstan

1st in the national regional investment climate ranking in 2015, 2016 and 2017

1st among the Russian regions in innovation activity of organisations in 2019
PwC Russia (www.pwc.ru) provides industry-focused assurance, tax, legal and business consulting services. Over 2,700 professionals working in PwC offices in Moscow, St Petersburg, Kazan, Ekaterinburg, Novosibirsk, Rostov-on-Don, Krasnodar, Voronezh, Vladikavkaz, Ufa, Nizhny Novgorod and Perm share their thinking, experience and solutions to develop fresh perspectives and practical advice for our clients. The global network of PwC firms brings together more than 250,000 people in 158 countries.

PwC refers to AO PricewaterhouseCoopers Audit, or, as the context requires, other member firms of PricewaterhouseCoopers International Limited, each of which is a separate legal entity.

This Guide to Investment has been prepared jointly with the Tatarstan Investment Development Agency. This publication contains information as of March 2019.
Dear partners,

The Republic of Tatarstan is one of the most dynamic, economically mature and politically stable regions in the Russian Federation.

The republic’s current level of economic development provides investors with equally favourable conditions regardless of a project’s focus, be it the construction of an agricultural facility or the organisation of high-tech processing centres.

Global brands like General Electric, Ford Sollers, Daimler, Air Liquide, Haier, Philips, Rockwool, Marriott, Hayat Group, Fujitsu, Kastamonu, Wienerberger and 3M, among others, have all experienced success in Tatarstan.

In order to make the process of starting a business in the republic more transparent and comfortable for our partners, Tatarstan is actively applying the “one-stop shop” concept, which features a number of services for submitting requests and obtaining documents. The Tatarstan Investment Development Agency is an inter-agency government structure responsible for attracting, maintaining and promoting investment projects, as well as for promoting Tatarstan’s potential in external markets.

Tatarstan is one of the most “digitalised” regions in the Russian Federation. The republic leverages information technology to the fullest and attracts cutting-edge projects. For example, Innopolis University hosted an international school for autonomous vehicles here in 2019.

The republic is continuously improving its investment infrastructure. Tatarstan is home to the Alabuga industrial manufacturing zone and the Innopolis technology and innovation zone. In 2019, a fifth territory for advanced socio-economic development was set up in Mendeleyevsk. All of these sites offer federal benefits and privileges to their residents. The existing production infrastructure was built in technoparks and municipal industrial sites.

Himgrad Technopolis, High Technology Technopark IT-Park, Idea Technopark and the republic’s engineering centres offer excellent conditions for launching high-tech production, including opportunities to collaborate with experts and research labs.

Tatarstan has an advantageous location since the country’s major thoroughfares pass through the republic. These routes are ready to be integrated into transcontinental routes like the anticipated Moscow-Beijing railway or the New Silk Road.

Close relations and economic ties with other Russian regions and CIS countries, as well as the high level of internal development, make Tatarstan an excellent hub for foreign businesses looking to enter local markets.

The republic also serves as a stage for annual global events attended by local residents and visitors, including the Universiade, FIFA Confederations Cup, FIFA World Cup and WorldSkills 2019.

Supporting businesses, attracting large investment initiatives and increasing the volume of non-commodity exports are the leading priorities for regional economic policy. We are focusing on the future, and we welcome partners who are ready to collaborate with us on large-scale projects to attain ambitious goals.
Dear friends,

For the past several years, we have joined with the Tatarstan Investment Development Agency to publish our Investor’s Guide to the Republic of Tatarstan. We highly value the work that we have done together on this collaborative project. This year, we are releasing the Guide to coincide with the Kazan Summit, which we have supported as a partner for a number of years.

We are very pleased to present the ninth version of the Investor’s Guide to the Republic of Tatarstan.

Tatarstan today is a vivid example of how to build a dynamic and rapidly growing economy. I have no doubt you will discover opportunities to develop your business here with success. One of Tatarstan’s key advantages is the joint efforts of the regional government and business community to unleash the region’s economic potential.

For more than 10 years, PwC Kazan has worked with a large number of local clients. Throughout this time, the regional government has been relentlessly committed to improving the investment climate in Tatarstan. As more and more investors have come here, the number of investment projects has grown substantially. Tatarstan has firmly established itself as a reliable partner for investors from all around the world. The scale of the projects that have been made possible by the combined efforts of the government and investors has truly been staggering.

Along with supporting large investment projects, Tatarstan also hosts a large number of international athletic and cultural events every year. The Republic’s image is changing as the quality of life has improved.

We hope this study will help prospective investors evaluate the full range of Tatarstan’s investment appeal.

Welcome!

Denis Derevyankin
Managing Partner, PwC office in Kazan
Six reasons to invest in Tatarstan

1. Tatarstan is for smart investors only
2. High development potential
3. Well-developed investment infrastructure
4. Advantageous geography
5. Strong state support for investors
6. High level of human capital
Tatarstan is for smart investors only

International investors
Tatarstan has extensive experience in working with international investors. It is no accident that leading international companies, including 3M, Air Liquide, Bosch, Daimler, Fujitsu, Hayat Group, Mercedes Benz and Rockwool have established a foothold in Tatarstan.

Global events
Tatarstan hosts a variety of international events every year. In 2013, it hosted the Summer Universiade. Kazan was one of the host cities for the 2018 FIFA World Cup, and the region welcomes the WorldSkills Championship in 2019.

International best practices in investor relations
Tatarstan has adopted a number of international best practices in investor relations, including a one-stop-shop service for meeting investors’ needs. An effective team of professionals and this approach help to ensure that investment projects are implemented with both speed and quality.

International schools and higher education institutions
There are two international schools and over 50 institutions of higher education in Tatarstan.

Tatarstan’s higher education institutions serve more than 152,000 students, including 8,500 international students from 97 countries.

International trade
Tatarstan is an active player in the international market. The republic has WTO partners in over 160 countries.

Logistical advantages
Tatarstan has two international airports and three major river ports. Important highways, railways and the New Silk Road pass through the region.
Tatarstan as part of Russia

GMT +03:00
Time zone

Kazan
Capital

67,800 sq km
Total area

3.9m
Total population

74.3 years
Average lifespan

50%
of all Russian citizens live within 1,000 km of Kazan

102%
Industrial Production Index in 2018

2.2m
Working-age population

RUB 2.44 trillion
Gross regional product (GRP) in 2018

3.3%
Unemployment rate

USD 560
Average monthly salary

Tatarstan GRP, RUB trillions

<table>
<thead>
<tr>
<th>Year</th>
<th>Tatarstan GRP, RUB trillions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1.00</td>
</tr>
<tr>
<td>2011</td>
<td>1.31</td>
</tr>
<tr>
<td>2012</td>
<td>1.44</td>
</tr>
<tr>
<td>2013</td>
<td>1.55</td>
</tr>
<tr>
<td>2014</td>
<td>1.66</td>
</tr>
<tr>
<td>2015</td>
<td>1.87</td>
</tr>
<tr>
<td>2016</td>
<td>1.93</td>
</tr>
<tr>
<td>2017</td>
<td>2.11</td>
</tr>
<tr>
<td>2018</td>
<td>2.44</td>
</tr>
</tbody>
</table>

(at the rate)
2 High development potential

Tatarstan produces

- 42.3% of Russia’s polyethylene
- 33.5% of Russia’s trucks
- 28.3% of Russia’s tyres, tyre casing and inner tubes

Oil production and refining in Tatarstan

- 36.4m tonnes Oil production in 2018
- USD 9.9bn Shipping volume of the oil-refining sector
- 99.2% Refinery yield (at AO TANECO)

USD 15.4bn

of exported goods in 2018
(117.5% of the 2017 level)

58.5%

share of non-resource exports

164

countries have trade and economic relations with Tatarstan
Strategy 2030

The key message of our Strategy for the Social and Economic Development of the Republic of Tatarstan to 2030 is improving the quality of life in the region.

The priority goals of Strategy 2030 are to create an efficient and knowledge-based economy, and to develop innovative businesses and the high-tech sector.

The key instrument for transitioning to an innovative economy is cluster activation. Cluster activation will be carried out in three stages, each with its own defined target vision.

**Key development targets for Tatarstan**

**Key objective per capita GRP by PPP, USD thousands**

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2024</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>25.0</td>
<td>28.0</td>
<td>35.0</td>
</tr>
</tbody>
</table>

**Human capital**

Average annual population, millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>3.9</td>
</tr>
<tr>
<td>2024</td>
<td>4.0</td>
</tr>
<tr>
<td>2030</td>
<td>4.1</td>
</tr>
</tbody>
</table>

**Innovation and information**

Share of innovative production in overall industrial output, %

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>27.6</td>
</tr>
<tr>
<td>2024</td>
<td>30.1</td>
</tr>
<tr>
<td>2030</td>
<td>35.0</td>
</tr>
</tbody>
</table>

**Financial capital**

Cumulative direct foreign investment, USD billions

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>2.5</td>
</tr>
<tr>
<td>2024</td>
<td>3.4</td>
</tr>
<tr>
<td>2030</td>
<td>5.7</td>
</tr>
</tbody>
</table>

**Expected lifespan, years**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>74.6</td>
</tr>
<tr>
<td>2024</td>
<td>78.0</td>
</tr>
<tr>
<td>2030</td>
<td>80.0</td>
</tr>
</tbody>
</table>

**Share of R&D expenditures in GRP, %**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>1.9</td>
</tr>
<tr>
<td>2024</td>
<td>2.3</td>
</tr>
<tr>
<td>2030</td>
<td>3.0</td>
</tr>
</tbody>
</table>

**Institutions**

Share of small- and medium-sized enterprises (SMEs) in added value, %

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>29.2</td>
</tr>
<tr>
<td>2024</td>
<td>30.5</td>
</tr>
<tr>
<td>2030</td>
<td>33.0</td>
</tr>
</tbody>
</table>

Major areas for development include:
- human capital;
- available space, real capital;
- markets;
- institutions;
- innovation and information;
- natural resources;
- financial capital.

Tatarstan - 2017 - 2020 - 2030 - regional cluster activation
Tatarstan is the only region in Russia with seven investment sites that enjoy federal tax breaks. Tatarstan has two special economic zones and five territories for advanced social and economic development.

All seven areas enjoy tax benefits and access to special infrastructure.

There are three ways of getting tax benefits in Tatarstan: becoming a resident of a special economic zone (SEZ), becoming a resident of a territory for advanced social and economic development (TASED) or being included in the Investment memorandum* as a priority project.

Investment map

Tatarstan is the only region in Russia with seven investment sites that enjoy federal tax breaks. Tatarstan has two special economic zones and five territories for advanced social and economic development.

All seven areas enjoy tax benefits and access to special infrastructure.

* Investment memorandum is a document annually approved by the Cabinet of Ministers of the Republic of Tatarstan establishing the main provisions and priorities for investment activities in the Republic of Tatarstan for the planned year.

85 parks and investment sites are located in the Republic of Tatarstan
Federal sites for investment projects: Special economic zones (SEZ)

Alabuga SEZ
The Alabuga Special Economic Zone is a centre for attracting investors who are carrying out promising high-tech projects in such fundamental economic clusters as the petrochemical, automotive and construction industries.

1st place in the national rating of investment attractiveness for Russian special economic zones

USD 1.9m: minimum investment threshold for obtaining resident status

Customs station for residents and customs clearance in 3 hours. Duty-free zone regime

Over 6,500 jobs

USD 411m of state investment

Tax and customs breaks and relief

Over 50 resident companies

Largest industrial-production zone of this type in Russia

USD 1.9bn of capital investment

Air Liquide received a free utility connection that helped us save USD 10m.

Jan Keller, Vice President for Russia and CIS Air Liquide

Our goal is to organise world-class production here. We are dedicated to our partnership with Tatarstan and the production of quality products.

Bart Van Malderen, President Drylock Technologies
Innopolis SEZ

Innopolis is a large-scale project to create a Russian hub for information and communication technology. The main purpose is to assist Russian and international companies in implementing high-tech investment projects.

Companies specialising in various areas of innovation can become Innopolis residents, with priority given to those specialising in information and communication technology.

Innopolis is spread out over more than 300 hectares and includes sites in the Verkhneuslonsky (193 hectares) and Laishevsky municipal districts (119 hectares).

**Advantages of Innopolis:**
- special tax regime;
- access to modern business infrastructure;
- preferential terms for land leases and utility connections;
- access to highly qualified human resources;
- unique environment for employees of resident companies and their families with world-class social, educational and sports infrastructure, and broad opportunities for professional growth and development.

Arthur Meloyan, Executive Director, RTK Soft Labs

There are enormous differences for residents from other cities here: everything is done so that IT professionals feel at ease and can comfortably pursue their own goals.

I went to the gym, where people were discussing Java or architecture, and went to a cafe and encountered the same thing. The environment in Innopolis is very supportive.
Federal sites for investment projects: Territories for advanced social and economic development (TASED)

Five TASEDs have been established in Tatarstan in the cities of:
- Naberezhnyе Chelny
- Chistopol
- Nizhnekamsk
- Zelenodolsk
- Mendeleyevsk

TASEDs will diversify urban economies, reduce their dependence on single enterprises and increase their investment attractiveness, all while creating more than 17,500 permanent jobs and attracting in investment more than USD 607m.

TASED Naberezhnyе Chelny

USD 582m of capital investment

Over 6,760 jobs

45 residents (21 launched their companies in 2018)

Investment project requirements

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>Number of new jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD 80,000 in the first year of implementation</td>
<td>20 in the first year of implementation</td>
</tr>
<tr>
<td>USD 800,000 during implementation</td>
<td>30 during implementation</td>
</tr>
</tbody>
</table>

Specific types of economic activities for TASED Naberezhnyе Chelny

- Textile and light industry
- Metallurgy and metalworking industry
- Agriculture, livestock and fisheries

The following types of economic activity are supported in all TASEDs:
- Food and beverage production
- Chemicals and pharmaceuticals
- Woodworking, furniture and pulp and paper industry
- Other finished products

Tatarstan is the industrial heart of Russia. At the same time, it is comfortable not only to work but also to live here.

Alevtina Kuzmina, General Director Kamastal
### TASED Nizhnekamsk

**USD 552m**  
of planned capital investment

Over **3,750** expected jobs

**6** residents

#### Investment project requirements

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>Number of new jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USD 40,000</strong> in the first year of implementation</td>
<td><strong>10</strong> in the first year of implementation</td>
</tr>
<tr>
<td><strong>USD 240,000</strong> during implementation</td>
<td><strong>20</strong> during implementation</td>
</tr>
</tbody>
</table>

#### Specific types of economic activity

- Textiles and light industry
- Metallurgy and metalworking
- Machinery manufacturing
- Production, repair and installation of equipment
- Publishing

---

### TASED Zelenodolsk

**USD 123m**  
of planned capital investment

Over **2,500** jobs

**4** residents

#### Investment project requirements

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>Number of new jobs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USD 40,000</strong> in the first year of implementation</td>
<td><strong>10</strong> in the first year of implementation</td>
</tr>
<tr>
<td><strong>USD 160,000</strong> during implementation</td>
<td><strong>20</strong> during implementation</td>
</tr>
</tbody>
</table>

#### Specific types of economic activity

- Textiles and light industry
- Metallurgy and metalworking
- Warehousing and storage
- Cargo handling
- Production, repair and installation of equipment
- Production of films, videos and TV programmes and audio recordings

---

*"The TASED in the Nizhnekamsk industrial park has the best conditions for business!"*

**Marat Giniatullin**, General Director  
Metakam LLC

---

*"We have more than five years of experience running investment projects in the Republic of Tatarstan. We can state with certainty that our experience has been a success."

**Onur Gyuven**  
Vice President, KASTAMONU  
Resident of SEZ «Alabuga»
### TASED Chistopol

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>USD 100m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of new jobs</td>
<td>Over 3,000</td>
</tr>
<tr>
<td></td>
<td>38 expected residents</td>
</tr>
</tbody>
</table>

**Investment project requirements**

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>USD 40,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of workplaces</td>
<td>10 during implementation</td>
</tr>
</tbody>
</table>

**Specific types of economic activity for TASED Chistopol**

- Textiles and light industry
- Metallurgy and metalworking
- Machinery manufacturing
- Production, repair and installation of equipment
- Agriculture, livestock and fisheries

---

**Bao Li, Supervisor of Jin Feng Investment Project**

The Republic of Tatarstan, TASED Chistopol – the best place to do business of foreign investors.

---

### TASED Mendeleyevsk

- USD 77m of planned investment
- 630 expected jobs
- 19 expected residents

**Investment project requirements**

<table>
<thead>
<tr>
<th>Volume of capital investment</th>
<th>USD 40,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of workplaces</td>
<td>10 during implementation</td>
</tr>
</tbody>
</table>

**Specific types of economic activity for TASED Mendeleyevsk**

- Warehousing and storage
- Production, repair and installation of equipment
- Cargo handling
- Mining of other minerals
- Agriculture, livestock and fisheries

---

**Kim Aganimov, Vice President, Food Service Europe**

Our factory is like a child to us, and its birth was quick and easy. We can now easily ship our products throughout Central and Eastern Russia.

---

Resident of SEZ «Alabuga»
### Federal sites for investment projects: Tax breaks

<table>
<thead>
<tr>
<th>Tax</th>
<th>Standard rate</th>
<th>Tax rate for residents</th>
<th>Tax rate for residents</th>
<th>TASEDs</th>
<th>Priority projects</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income tax</strong></td>
<td>20%: 2% for federal taxes and 18% for regional taxes</td>
<td>2% for the first five years, 7% for the next five years, 15.5% after ten years</td>
<td>2% for the first five years, 7% for the next five years, 15.5% after ten years</td>
<td>5% for the first five years, 12% for the next five years</td>
<td>16.5% until 2023</td>
</tr>
<tr>
<td><strong>Property tax</strong></td>
<td>2.2%</td>
<td>0% for ten years</td>
<td>0% for ten years</td>
<td>0% for ten years</td>
<td>0% for a newly established entity or one acquired no earlier than 1 January 2014</td>
</tr>
<tr>
<td><strong>Land tax</strong></td>
<td>1.5%</td>
<td>0% for ten years</td>
<td>0% for five years</td>
<td>0%</td>
<td>1.5%</td>
</tr>
<tr>
<td><strong>Transport tax</strong></td>
<td>From RUB 25 (vehicles over 100 horsepower)</td>
<td>0% for ten years</td>
<td>0% for ten years</td>
<td>From RUB 25 (vehicles over 100 horsepower)</td>
<td>From RUB 25 (vehicles over 100 horsepower)</td>
</tr>
<tr>
<td><strong>Customs duties</strong></td>
<td>Dependent on the type of imported good*</td>
<td>0% Customs post for residents Electronic declaration Customs clearance in three hours</td>
<td>Dependent on the type of imported good*</td>
<td>Dependent on the type of imported good*</td>
<td>Dependent on the type of imported good*</td>
</tr>
<tr>
<td><strong>Social insurance contributions</strong></td>
<td>30%</td>
<td>30% (28% in 2019 for technical innovation activities)</td>
<td>14%**</td>
<td>7.6%</td>
<td>30%</td>
</tr>
</tbody>
</table>

---

* In particular, imported technological equipment (including components and spare parts) without analogues manufactured in Russia is not subject to taxation

** Until 2024, residents carrying out activities in the field of IT can take advantage of a preferential rate of 14% if they meet the conditions defined in the Russian Tax Code. If not, standard rate 30% (28% in 2019) will apply.
4 Advantageous geography

Tatarstan is located in the heart of the European part of Russia at the intersection of major trade routes (land, air and water) connecting Europe and Asia.

10 of Russia’s 15 largest cities are located within 1,000 km of the Republic of Tatarstan.
5 Strong state support for investors

For more than eight years, TIDA has been helping investors by:

- raising financing;
- supporting and implementing investment projects using a one-stop-shop approach;
- creating a favourable investment climate;
- improving the investment appeal of the Republic of Tatarstan;
- developing public-private partnerships.

INVEST TATARSTAN
The Tatarstan Investment Portal is a universal tool that provides investors with extensive information about Tatarstan in 11 different languages:
http://invest.tatarstan.ru

At TIDA, investors receive one-stop-shop services, including on:

- Business partners
- Government
- Other authorities
- Designing project strategies
- Establishing companies
- Selecting investment sites
- Receiving benefits
Frequently asked questions by investors

Procedures for establishing joint ventures

What procedures are in place for establishing joint ventures?

First, the parties meet and identify their next steps and, if necessary, sign documents such as a memorandum of intent and a confidentiality agreement.

What does a memorandum of intent usually contain?

In a memorandum of intent, the parties usually specify the scope of their activity, confirm their mutual interest in setting up a joint venture, define the law and judicial authority that will consider disputes between the parties, etc.

What law regulates the procedures for registering legal entities in the Russian Federation?

The procedures for registering legal entities in the Russian Federation, including companies with foreign interest or participation, are defined by Federal Law No. 129-FZ of 8 August 2001, “On the State Registration of Legal Entities and Sole Proprietorships”.

Where can I find the list of documents needed to register a legal entity?

The list of documents is available on the website of the Federal Tax Service.

The list of documents is specified in Article 12 of Federal Law No. 129-FZ of 8 August 2001, “On the State Registration of Legal Entities and Sole Proprietorships”.

To which tax inspectorate must I submit registration documents?

The registered address of a legal entity is considered to be the legal address of the director (CEO, founder, etc.). The business address may be the address of an office owned by the founder, or the home address of the firm’s CEO (rented premises may also be used as the business address).

How long does it take to receive state registration documents?

If the documents you submitted are correct and complete, you will receive the following from the tax inspectorate within three business days:

- Certificate of state registration of a legal entity;
- A copy of the corporate charter/articles of incorporation signed by the registering authority;
- A list of records with the Unified State Register of Legal Entities (USRLE).
The Republic of Tatarstan has adopted the following laws on protecting investments:

- Law No. 2180-XII of 19 July 1994 “On Foreign Investment in the Republic of Tatarstan”.

The Russian Federation has adopted the following laws on protecting investments:

- International treaties signed by the Russian Federation on stimulating and protecting investments.


Article 1.2 of Federal Law No. 115 defines three main types of foreigners: “temporarily staying”, “temporarily residing”, and “permanently residing”. The registration procedures primarily depend on the status of the foreigner.
Limitations on the withdrawal of funds from the Russian Federation

In accordance with Russian law, transactions involving individuals and legal entities that are currency residents (and non-residents) are subject to currency controls when transferring money abroad.

Main participants in foreign exchange transactions

Currency residents and non-residents: **individuals**

- These individuals may legally transfer money abroad in the following major ways:
  - through specialised and unspecialised payment systems;
  - through banks to other individuals (acquaintances, relatives);
  - through banks and payment systems to legal entities.

Currency residents and non-residents: **legal entities**

- The main operations for transferring funds abroad:
  - transfer of funds to contractors (suppliers, creditors, borrowers);
  - various payments to individuals (e.g. employees abroad);
  - transfer of various duties and charges to foreign government agencies.

Land rights (restrictions)

(What restrictions are in place on foreign investors in Tatarstan?)

In the Russian Federation, land use and protection are regulated by the Russian Land Code and regional legislation.

Land is provided for rent (sometimes with the right of the first option) for terms of no more than 49 years. To receive land for rent or ownership (except for exclusive rights), it may be required to win a bid/auction.
6 High level of human capital

Higher education and the workforce

<table>
<thead>
<tr>
<th>Resource centres</th>
<th>Workforce</th>
<th>Training programmes for mid-level specialists</th>
<th>Enlarged groups of areas of higher education</th>
<th>Average monthly salary</th>
<th>Years – average lifespan</th>
</tr>
</thead>
<tbody>
<tr>
<td>31</td>
<td>2.03m</td>
<td>129</td>
<td>53</td>
<td>USD 560</td>
<td>74.3</td>
</tr>
</tbody>
</table>

Innopolis University is a Russian higher education institution focused on IT and robotics.

<table>
<thead>
<tr>
<th>Lecturers</th>
<th>Research laboratories</th>
<th>Research and development centres</th>
</tr>
</thead>
<tbody>
<tr>
<td>34</td>
<td>13</td>
<td>7</td>
</tr>
</tbody>
</table>

Kazan (Volga) Federal University is 5th among Russian institutions of higher education, according to Times Higher Education.

About 150,000 students

46 higher education institutions

International schools in Tatarstan

Instruction at the Alabuga International School and International School (Kazan) is in English in accordance with the International Baccalaureate (IB) programme. The programme is a globally recognised standard-bearer for high-quality education and is the best way to prepare for the rigours of university.
The Republic of Tatarstan: a place for doing business, working and living
Tatarstan as a global event centre

The XXVII Summer Universiade
In July 2013, Tatarstan’s capital, Kazan, hosted the XXVII Summer World Students Games, which was the largest sporting event in the history of student athletics. The Games attracted 7,980 athletes and 3,798 officials from 162 countries. The event was also attended by around 150,000 guests and tourists.

Red Bull Air Race 2019
Kazan will host the Red Bull Air Race for the third time in 2019. Competitions are held in the picturesque centre of the city above the Kazanka River overlooking the Kremlin.
In 2018, the event attracted 20 pilots and more than 90,000 spectators.

Around 150,000 guests and tourists

2018 FIFA World Cup in Russia
Russia hosted the 21st FIFA World Cup from 14 June to 15 July 2018.
Six matches, including a round of 16 match and a quarterfinal, were held in Kazan.
The Kazan Arena has a seating capacity of 45,000 and one of the world’s largest media screens (3,700 sq m).

More than 90,000 spectators
WorldSkills Kazan 2019

Kazan is the host city for the 45th WorldSkills Championship in 2019:

60 member countries and regions

56 competencies

More than 1,600 participants

More than 1,500 experts

International economic summit
Russia-Islamic World: KazanSummit

KazanSummit is the main platform for economic cooperation between the Russian Federation and the Islamic world.

This international economic summit between Russia and the member states of the Organisation of Islamic Cooperation (OIC) took place for the first time in 2009.

It has become a leading international platform for discussing issues of cooperation and implementing joint projects.

In 2018, more than 3,000 participants from more than 50 countries took part in the Summit.

The Summit’s business programme is followed by cultural and spiritual events. Forum guests also enjoy an excursion programme as well as food and design festivals.

Kazan Expo

Opened in 2018, Kazan Expo International Exhibition Centre is a modern, world class high-tech facility.

Kazan Expo International Exhibition Centre

The centre has a total area of more than 75,000 square meters. It consists of three exhibition pavilions connected by a gallery, the largest conference centre in the Volga Federal District for 3,000 seats, more than 30 conference rooms and over 3,000 parking spaces.

Kazan Expo International Exhibition Centre is connected to Kazan airport and the Aeroexpress train station. The capacity of the centre allows it to hold large international events, exhibitions, congresses, conferences, festivals and concerts.

www.kazanexpo.ru
Made in Tatarstan

Tatarstan brands and products are well known all over the world.

KAMAZ trucks have won the Dakar Rally 16 times.

The A-145 is a high-speed skimming passenger boat. These types of vessels have never been produced in Russia before.

The Kazan branch of Tupolev has over 90 years of experience in aircraft production.

With the help of quick-detachable equipment, the Ansat, a light twin-engine multipurpose helicopter, can be quickly re-equipped to perform a wide range of tasks, including transportation of goods and passengers, surveillance, search and rescue, fire fighting and medevacs.

Nizhnekamskneftekhim is one of the largest petrochemical companies in Europe.

TANECO is a modern Russian oil refinery.

Tatneft is one of the largest Russian oil companies.

Nefis Cosmetics produces chemicals for household and industrial use.
Visit Tatarstan

The Kazan Kremlin
Heart of the Republic
The white-stone fortress, where the Orthodox Annunciation Cathedral and the elegant Kul Sharif mosque peacefully coexist on the same site. In the Kremlin, you can visit museums and galleries, see the tomb of the Kazan Khans and the mysterious “leaning” tower of Suyumbike.

Great Bolgar
Ancient civilization on the Volga
Bolgar is a place of pilgrimage and a Muslim shrine. One of the ancient capitals of the Golden Horde, part of the Great Silk Road, Bolgar was the centre of the birth of Muslim culture in the Volga region. The site has the largest printed Quran in the world.

The ancient island of Sviyazhsk
Prototype of Pushkin’s Buyan Island
Sviyazhsk, with its primeval nature and amazing history that is kept alive by the residents, seems like it is out of a fairytale. In the churches on the island, unique sixteenth-century frescoes depicting Tsar Ivan the Terrible have been preserved.

Sport venues:
- Sviyaga Hills Golf Club
- Sviyaga Hills Ski Resort
- Kazan International Horse Racing and Sports Complex

World events:
- Fedor Shalyapin International Opera Festival
- Rudolf Nureyev International Ballet Festival
- International Islamic Film Festival
- International Jazz Festival

Visit Tatarstan
10,000 sporting venues operate in Tatarstan
Things to do in Tatarstan

**While visiting Tatarstan, make sure to:**

- Get a copy of the Guide to investment
- See the Orthodox cathedral and mosque in the Kazan Kremlin
- Discover if the Suyumbike Tower is really leaning
- Walk along Bauman Street, Kazan’s version of Moscow’s famous Arbat Street
- Fall in love with the local cuisine
- Ponder eternity at Sviyazhsk
- See the world’s largest printed Quran in the city of Bolgar
- Visit the home match of a professional sports club
- Invest in Tatarstan

**Plan your next visit!**
Come to Tatarstan!
PwC in Russia

PwC provides industry-focused assurance and advisory services, as well as tax and legal services for public and private clients. Our experienced staff, combined with our global network, make us uniquely positioned to help you to grow your business both at home and abroad.

3,000 companies make up our client base including 290 companies from the Expert Top 600

24% PwC Russia’s share of the audit market among Expert 600 companies

79% PwC clients account for 79% of the total revenue earned by the Expert Top 600

Ranking and awards

- No. 1 in 2017 ranking of law firms in the category of Commercial Law (Kommersant);
- No. 1 in 2017 ranking of law firms in the category Law Firm with a specialization in tax dispute resolution (Kommersant);
- No. 1 in 2017 ranking of audit firms performing valuation activities (Expert RA);
- No. 1 in the 2018 rankings of Russian legal firms (Pravo.ru-300);
- No. 2 in the 2017 rankings of Russian audit and consulting groups (Expert RA).

Our audit and consulting clients

- 10 of the 10 largest financial companies and banks
- 9 of the 10 largest retail companies.
- 9 of the 10 largest oil and gas companies
- 7 of the 10 largest power industry companies;
- 9 of the 10 largest mining and smelting companies

Corporate social responsibility

We believe that high quality corporate responsibility standards are a key component of any business strategy. We seek to provide high-quality services, follow a code of business ethics, help develop talent, get engaged in the communities where we have a presence and promote environmental protection.
## Contacts

### Current Representative Offices of the Republic of Tatarstan

<table>
<thead>
<tr>
<th>Country</th>
<th>Address</th>
<th>Tel.:</th>
<th>Email:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Russia</td>
<td>Bldg. 1, 13/15, 3rd Kotelnichesky Pereulok, Moscow, 109172</td>
<td>+7 (495) 915 58 02, 915 53 71</td>
<td><a href="mailto:tat.msk@tatar.ru">tat.msk@tatar.ru</a>, <a href="mailto:r.akhmetshin@tatar.ru">r.akhmetshin@tatar.ru</a></td>
</tr>
<tr>
<td>St Petersburg and Leningrad Oblast</td>
<td>Room 2, 14/39, Line 11, Vasilyevsky Island, St Petersburg, 199178</td>
<td>+7 (812) 323 12 27, 323 61 39</td>
<td><a href="mailto:info@tatarspb.ru">info@tatarspb.ru</a></td>
</tr>
<tr>
<td>Bashkortostan</td>
<td>Room 115, 3 Karl Marx St, Ufa, 450008</td>
<td>+7 (347) 246 52 83</td>
<td><a href="mailto:postpred.rt.rb@mail.ru">postpred.rt.rb@mail.ru</a></td>
</tr>
<tr>
<td>Nizhny Novgorod Oblast</td>
<td>5/9 Bolshaya Pecherskaya St, Nizhny Novgorod, 603005</td>
<td>+7 (831) 419 57 81</td>
<td><a href="mailto:a.usmanov@tatar.ru">a.usmanov@tatar.ru</a></td>
</tr>
<tr>
<td>Saratov Oblast</td>
<td>24 Sacco and Vanzetti St, Yekaterinburg, 62007</td>
<td>+7 (343) 371 43 19</td>
<td><a href="mailto:kamil-narat@mail.ru">kamil-narat@mail.ru</a></td>
</tr>
<tr>
<td>Sverdlovsk Oblast</td>
<td>Office 116, 27 Studencheskaya St, Khanty-Mansiysk, Republic of Crimea, 295017</td>
<td>+7 (346) 381 891</td>
<td><a href="mailto:Bulat.Badretdinov@tatar.ru">Bulat.Badretdinov@tatar.ru</a></td>
</tr>
<tr>
<td>Khanty-Mansi AO</td>
<td>office 1, 19 Shmidt/Turgeneva St, Simferopol, Republic of Crimea, 295017</td>
<td>+7 (365) 227 20 56</td>
<td><a href="mailto:prrt.krym@tatar.ru">prrt.krym@tatar.ru</a></td>
</tr>
<tr>
<td>Republic of Crimea</td>
<td>22 Khan Shushinski St, Baku, Republic of Azerbaijan, AZ1007</td>
<td>+994 12 440 96 29</td>
<td><a href="mailto:postpred.az@mail.ru">postpred.az@mail.ru</a></td>
</tr>
<tr>
<td>Azerbaijan</td>
<td>6 Sunkar St., Lane E231, BI Village Deluxe-1, Nur-Sultan, 010000</td>
<td>+7 (7172) 572 421</td>
<td><a href="mailto:tat.pred@tatar.ru">tat.pred@tatar.ru</a>, <a href="mailto:Denis.Valeev@tatar.ru">Denis.Valeev@tatar.ru</a></td>
</tr>
<tr>
<td>Kazakhstan</td>
<td>Ma Shao Hu Tong Jia 27, Dongzhimennei Dajie, Dongcheng District, Beijing, P.R. China, 100600</td>
<td>+86 (10) 844 076 28</td>
<td><a href="mailto:Marsel.Gilyazov@tatar.ru">Marsel.Gilyazov@tatar.ru</a></td>
</tr>
<tr>
<td>People's Republic of China</td>
<td>N1, vedado Ciudad de la Habana, Cuba</td>
<td>+53 (7) 204 98 66</td>
<td><a href="mailto:addci@enet.cu">addci@enet.cu</a></td>
</tr>
<tr>
<td>UAE</td>
<td>POBox116742, Dubai, UAE, Business Bay, Citadel Tower, 29 floor, office 2903, Dubai (UAE)</td>
<td>+971 436 05 477</td>
<td><a href="mailto:RepresentationDubai@tatar.ru">RepresentationDubai@tatar.ru</a></td>
</tr>
<tr>
<td>USA</td>
<td>2001 Connecticut Ave NW, Washington, 20008 USA</td>
<td>+1 (202) 232 59 88</td>
<td><a href="mailto:robert.galiullin@tatar.ru">robert.galiullin@tatar.ru</a></td>
</tr>
<tr>
<td>Turkmenistan</td>
<td>1. Blok Kavacik, Beykoz, Rüzgarbahçe Mh. Kayn Sokak., Yesa Lý Merkezi, Istanbul, 34805, Turkey</td>
<td>+90 (216) 537 77 00</td>
<td><a href="mailto:info@tatartrade.com">info@tatartrade.com</a>; <a href="mailto:a.gataullin@tatar.ru">a.gataullin@tatar.ru</a></td>
</tr>
<tr>
<td>Turkey</td>
<td>30a V. Vakhidov St, Tashkent, 100031, Republic of Uzbekistan</td>
<td>+998 (71) 120 30 17, 252 40 22</td>
<td><a href="mailto:prtuz@mail.ru">prtuz@mail.ru</a>, <a href="mailto:Ra.Shakirov@tatar.ru">Ra.Shakirov@tatar.ru</a></td>
</tr>
<tr>
<td>Uzbekistan</td>
<td>Neovostolithon Kaapallinen, Edustusto Suomessa, 14 Tehtaankatu 1C, Helsinki, 00140, Finland</td>
<td>+358 50 34 77 482</td>
<td>alibina <a href="mailto:rahimullina@tatar.ru">rahimullina@tatar.ru</a></td>
</tr>
<tr>
<td>Finland</td>
<td>6 rue du Dr Finlay, Paris, 75015, France</td>
<td>+33 972 871 822</td>
<td><a href="mailto:info@tatarstan.fr">info@tatarstan.fr</a></td>
</tr>
<tr>
<td>France</td>
<td>Sibirske nam 6 CR, Prague, 1027 16 000, Czech Republic</td>
<td>+420 220 517 081</td>
<td><a href="mailto:tatarcz@volny.cz">tatarcz@volny.cz</a></td>
</tr>
<tr>
<td>Czech Republic</td>
<td>17 Ruede la Rotisserie, Geneva, 1204, Switzerland</td>
<td>+41 (22) 310 85 58</td>
<td><a href="mailto:tatarstan@bluewin.ch">tatarstan@bluewin.ch</a></td>
</tr>
<tr>
<td>Switzerland</td>
<td>35 Kowa Building, 1-14-15 Akasaka, Minato-ku, Tokyo, 107-0052 Japan</td>
<td>+81 (3) 322 31 830</td>
<td>tamerlan <a href="mailto:abdiikeev@tatar.ru">abdiikeev@tatar.ru</a></td>
</tr>
</tbody>
</table>
## Contacts

### Republic of Tatarstan

**President of the Republic of Tatarstan**  
Rustam Nurgalevich Minnikhanov  
Office of the President of the Republic of Tatarstan  
Kremlin, Kazan, 420014  
Tel.: +7 (843) 587-89-01  
Fax: +7 (843) 292-70-88  
president.tatarstan.ru

**Head of the Tatarstan Investment Development Agency (TIDA)**  
Taliya Ilgizovna Minullina  
11 Agronomicheskaya St, Kazan, 420107  
Tel.: +7 (843) 570-40-01 (05)  
tida.tatarstan.ru

**Investment Portal of the Republic of Tatarstan**  
invest.tatarstan.ru

**Republic of Tatarstan official website**  
tatarstan.ru

**Made in Tatarstan, information portal about the industrial potential of the Republic of Tatarstan**  
madeintatarstan.com

**Visit Tatarstan, official tourist portal of the Republic of Tatarstan**  
visit-tatarstan.com

### PwC Russia

**Moscow**  
10 Butyrsky Val, Moscow 125047  
White Square Business Centre  
Tel.: +7 (495) 967-60-00  
Fax: +7 (495) 967-60-01  
www.pwc.ru

**Kazan**  
35/2 Pravo-Bulachnaya St, Kazan, 420111  
Tel.: +7 (843) 233-07-07  
Fax: +7 (843) 233-07-17

**Denis Derevyankin**  
PwC Managing Partner in the Volga Federal District  
Tel.: +7 (843) 233-07-07  
Email: denis.derevyankin@ru.pwc.com

**Gulshat Nizamieva**  
Director, Assurance  
Tel.: +7 (843) 233-07-13  
gulshat.nizamieva@ru.pwc.com