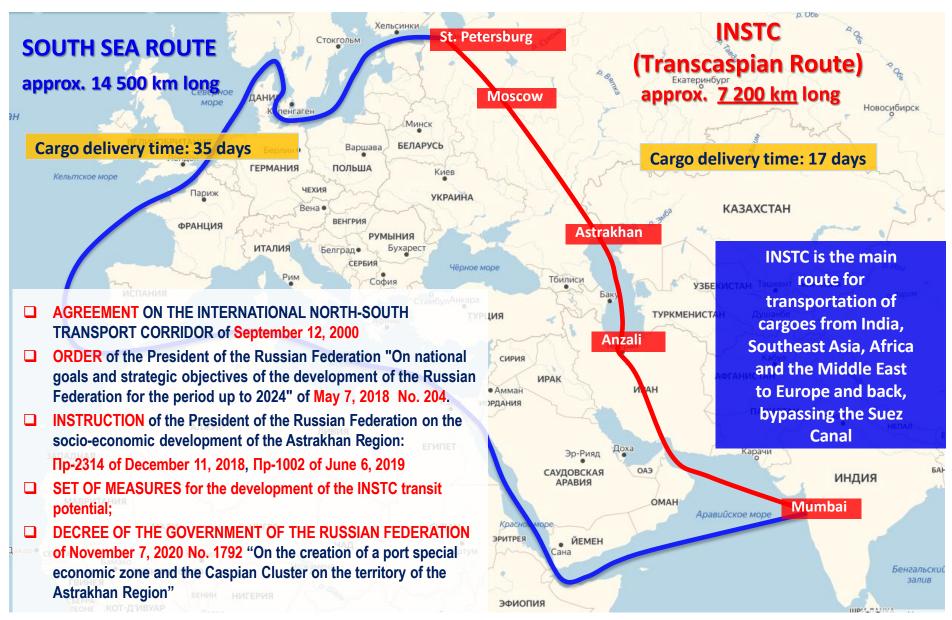


A Port SEZ on the INSTC in the Astrakhan Region





Legal framework for crGateioTarthfSaynd8/03/2022-1169 Astrakhan Region. International North-South Transport Corridor (INSTC)



Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.

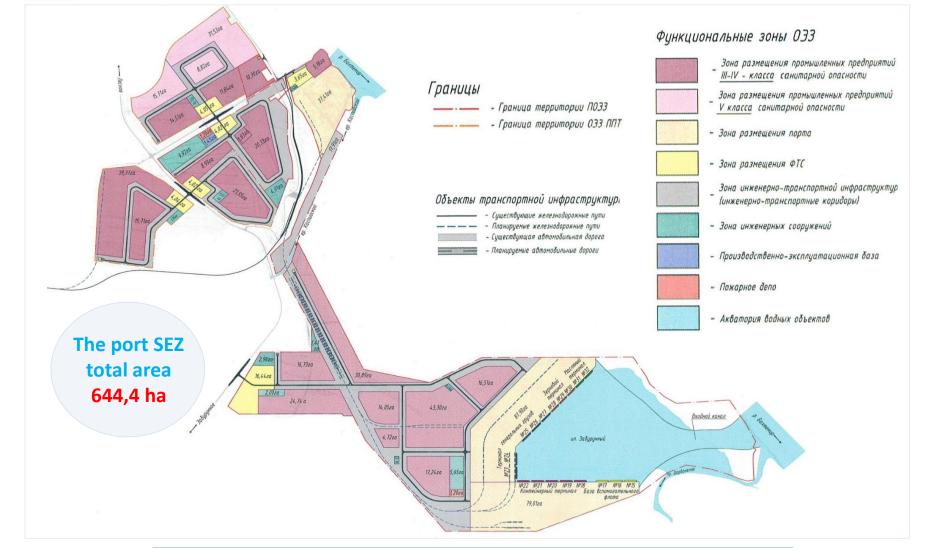
Prospects for the developmentin says in the international North-South Transport Corridor. Intersection of the INSTC and the route from China to southern Europe.

| эн | ВЕЛИКОБРИТАН Prospectiv | море | АНИЯ. Коленсатем | КГОЛЬМ | БЕЛАРУСЬ Киев | -Petersburg Moscow | ti fi | ne Internat Its launch aster than t nnually fro the Near (The Pres | "We support the ional North-Sout will allow to delive today – which is u m European cour East, Middle Eas ident of Russia V Caspian Summi | h Transport (ver cargo 2,5 up to 25 milli ntries throug t and South <i>i</i> ladimir Putin | times ion tons h Iran to Asia″ n, the |
|--|--|--------------|--|----------|------------------------------|----------------------------------|---|---|--|--|--|
| Data source | The Government of the RF | RFTA* | The UN Report | HPC** | УКРАЙН | A | XE | 3460 | КАЗАХСТАН | growe . | , |
| Mln ton per year | 25 | 41 | 20-30 | 19 | ІНИЯ ухарест Чёрі | ное море | Astrak Olya | han | | - T | |
| Consulting for the | * Russian Foreign Tro e prospective cargo ba planned private port in types of cargo | se was condu | | <i>w</i> | стамбулени ны mporters | турция сирия | Teh IPAK | TYPKMEI | УЗБЕКИСТАН Сушанбе НИСТАН Душанбе Кабул АфГАНИСТАН | AND MARK | р. Тарим |
| Chemical products; Agricultural products and fertilizers; Project cargo; Metal products; Oil; Other containerized cargo (including refrigerator containers, tank-containers etc.) | | | Russia, Germany, Belarus, India, Azerbaijan, Turkmenistan, Kazakhstan, Kyrgyzstan, Pakistan, Tajikistan, Uzbekistan, Persian Gulf countries | | | Красное мо Эритрея Эфиопия | САУДОВСКАЯ АРАВИЯ ре ЙЕМЕН Сана | оха одај ОМАН | Пакистан Карачи Аравийское море | ныо-дели ИНДИЯ Mumbai | Бенгальский залив |

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The area planning designed the seapert 8/04/2022 eqcommic zone in the area of the seaport Olya (the Liman District)



DECREE OF THE GOVERNMENT OF THE RUSSIAN FEDERATION of November 7, 2020 No. 1792 "On the creation of a port special economic zone and the Caspian Cluster on the territory of the Astrakhan Region"





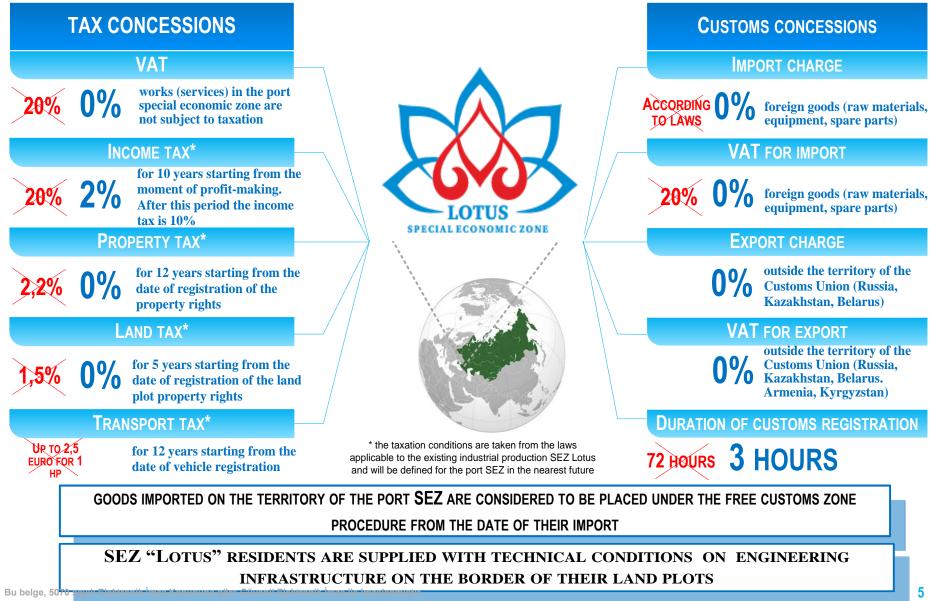
A PORT SPECIAL ECONOMIC ZONE TENANT HAS THE RIGHT TO CARRY OUT PORT ACTIVITIES AND (OR) CONSTRUCTION, RECONSTRUCTION AND OPERATION OF PORT INFRASTRUCTURE FACILITIES

The port activity is the following activity performed in a port:

- goods warehousing, storage and other service typically rendered in a sea port, river port, airport according to the international contracts of the Russian Federation and the Russian Federation legislation;
- provision (including with marine stores, board supplies) and equipment of vessels, aircraft;
- production, repair, maintenance, modernization of sea-going, river and aircraft, aerotechnics, including aviation engines and other components;
- water biological resources processing;
- preparation operations of goods for sale and transportation (packing, sorting, repacking, lot dividing, marking and similar operations);
- simple assembly and other operations, execution of which does not considerably change goods condition according to the list approved by the Russian Federation Government;
- o exchange trade in goods;
- wholesale trade in goods;
- provision of port special economic zone infrastructure facilities functioning;
- o production activity according to the port special economic zone activity agreement.

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Evrak sorgulaması https://odaborsaebys.tobb.org.tr/tso-kirikkale-envision/Sorgula/BS4KJ73H3 adresinden yapılabilir.



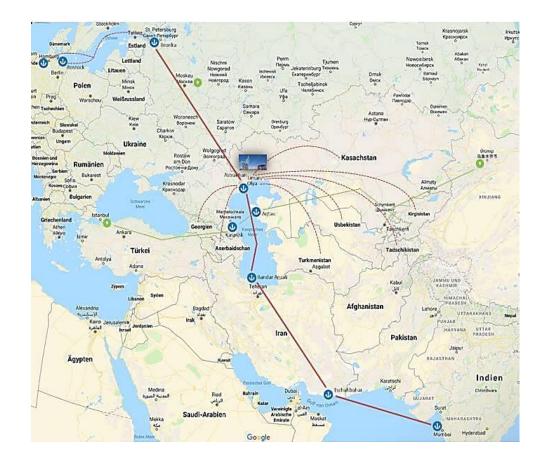


On 3 October 2019 the Government of the Astrakhan Region and PLC Caspy LLC signed an agreement of intent to implement an investment project on the territory of the Astrakhan Region.

The construction of a modern terminal for containers and other cargoes on the territory of the new Port SEZ



According to the assessment of Hamburg Port Consulting, the potential cargo turnover of the port will amount to 19 mln tons to 2050



A cooperation agreement is signed between LLC "PLC "Caspy" and LLC "Phoenix" (operator of the Bronka Port in the Leningrad Region). The port of Hamburg, the port of Rostock and the German Carrier Association representative BVL Russia confirmed their willing to support the development of container cargo delivery along these corridors.



мы с большим интересом изучили Вашу концепцию развития международного транспортного коридора «Север-Юг». В частности, речь идет об оптимизированных и более быстрых отправках в и из Индии.

В Европейском Союзе Германия является самым важным торговым партнером Индии и шестым по значимости в мире. С объемом обработки 240 000 TEU в год, эта южнозаилатская страна входит в десятку самых важных торговых партнеров Гамбурга с растущей тенденцией. Основными импортными товарами из Индии являются химические продукты, металлы и металлические изделия, а также текстиль, одежда, кожа и кожталантерен. Наиболее важными экспортными товарами, отправляемыми через порт Гамбурга в Индию, являются машины, оборудование и бытовая техника, металлы и изделия из металла, атакже химические продукты. Еженедельно, в Гамбург также является важным перевалочным пунктом для генеральных грузов и вместе с многочисленными крупногабаритными судоходными компаниями образует важный порт для генеральных грузов, тижелых кгузов и переволок типа RoRo.

С 2011 года Порт Гамбурга имеет Представительство в самом важном портовом городе Индии Мумбае, тем самым подтверждая, что мы настроены на позитивное развитие экономических отношений с Индией. Ввиду этого факта мы также заинтересованы в доставке товаров из и в Гамбург по новым транспортным коридорам.

Мы приветствуем Вашу идею о расширении коридора «Север-Юг» до стартового и финишного узлов Гамбурга и будем рады возможности для дальнейших обсуждений и дискуссий.

С наилучшими пожеланиями

Gez. Ingo Eglof

| Председатель | | | |
|--------------------------------------|------------------------------------|----------------------------------|----------------------------------|
| Hafen Hamburg Marketing e.V. | Vorstand Axel Mattern, Ingo Egloff | Commerzbank AG | Hamburger Sparkasse |
| Picishuben 6, 20457 Hamburg, Germany | Amtsgericht Hamburg VR 10679 | BIC COBADEFFIXX | BIC HASPDEHHXXX |
| www.hafen-hamburg.de | USHdNr. DE 118721560 | IBAN DE42 2004 0000 0180 0382 00 | IBAN DE71 2005 0550 1280 1725 50 |





On July 10, 2019 a meeting supported by governmental authorities with the business representatives from Russia, India and Iran was held in New Delhi (India)

The MINUTES of the meeting confirm:

- the cargo base in India and intention of Indian carriers to deliver goods along the INSTC, including through Iran
- the readiness of all members to start first test containers deliveries along the North-South and West-East ITCs through the Astrakhan Region

РОССИЯ

The Iranian FEZs "Anzali" and "Chabahar" and JSC "SEZ "Lotus" signed a cooperation agreement for developing the INSTC

экономических и торговых связей, а также

международного транспортного коридора

«Север-Юг», данное соглашение заключено

Резой

Совета

директором

Торгово-Промышленной Зоны «Энзели»

(Исламская Республика Иран), именуемым в

Свободной

Промышленной Зоны «Чабахар» (Исламская

дальнейшем «второй стороной», и г-ном

директором

экономическая зона «Лотос» (г. Астрахань

Российская Федерация), именуемым дальнейшем «третьей стороной».

общества

директоров,

Иран).

Юрьевичем

сфере

«первой стороной», г-ном

Корди, Председателем

именуемым

развития

Масруром,

директоров,

Свободной

Генеральным

Милушкиным.

Публичного

«Особая

индия

Торгово-

взаимодействия

Председателем

Генеральным

дальнейшем

директором

Республика

Генеральным

акционерного

Сергеем

Совета

Абдольрахимом

Г-НОМ

между

Актау

Энзели

Соглашение о сотрудничестве С целью развития регионального сотрудничества, укрепления и углубления

مر رزیکی صرفی میرون تحکیم و تعمیق صرفی مناسبات اقتصادی و باز رگانی و و نقل شمال جنوب این تفاهم نامه فی ما بین سازمان منطقه از اد تجاری صنعتی انزلی (جمهوری اسلامی زئیس هیات مدیره و مدیر عامل که از این پس صنعتی چابهار (جمهوری اسلامی ایر ان) به صنعتی چابهار (جمهوری اسلامی ایر ان) به مینت مدیره و مدیر عامل که از این پس طرف دوم زاستر اخان فدر امیون ر وسیه) به نمایندگی آقای پس طرف سوم نامیده می شود؛ منعقد گردید

DAHI

мьянм

нгон

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.



The Establishment of the International Work Group for the INSTC Development

Professional community incorporating representatives of special economic zones, ports and logistics companies for working out proposals for the INSTC development



Work Group members:

Special Economic Zone LOTUS, JSC Port & Logistics Company Caspiy LLC Chabahar Free Economic Zone Anzali Free Economic Zone MSCC Bronka (Fenix LLC) Port of Hamburg Marketing e.V. Port Rostock GmbH Port of Kuryk SEMURG INVEST Ust Luga PTK LLC BVL Chapter Russia Star Overseas Ltd. Turkmen Milli Logistic, etc.

Creation of a Test Container Line



Work is underway to form a regular container line between the ports of the Astrakhan Region and the Islamic Republic of Iran as part of order to organize test container shipments from the Set of Measures for the development of the INSTC Transit Potential.





Welcome!

Special Economic Zone LOTUS, JSC Director General: Sergey Milushkin Address: Russia, the Astrakhan Region, Astrakhan Phone: +7 (8512) 51-32-66 <u>www.sezlotos.ru</u>

E-mail: Lotos@sezlotos.ru

Special economic zone of industrial production type Lotus (SEZ Lotus) and a port special economic zone (port SEZ)

SEZ Lotus and a port SEZ are located in the Astrakhan region at the intersection of the International North-South Transport Corridor (the INSTC) and the north part of the Great Silk Way. The Astrakhan region has borders with the countries of the Caspian Sea. There are 8 states within a radius of 1000 km from the Astrakhan region with a total population of more than 300 million people.

Such advantageous geopolitical location of SEZ Lotus and a port SEZ makes them the only special economic zones in Russia that have access to the markets of the countries of the Caspian Sea, India, the countries of Southeast Asia and the Middle East. Under the conditions of an active development of the International North-South Transport Corridor, implementation of a project on the territory of special economic zone in the Astrakhan region is the best solution for a company, planning to enter this market.

The INSTC that runs through the Caspian Sea and the Astrakhan region, is the shortest and the most cost-effective route for cargo deliveries from India, Southeast Asia, Africa and Middle Eastern countries to Europe and back. The main advantages of the INSTC compared to other routes, in particular over the route running through the Suez Canal, are distance reduction by more than half, time saving for container cargos transportation from 37 to 15-17 days, and 30% reduction of transportation costs.

Industrial production special economic zone Lotus (SEZ Lotus) was established in the Astrakhan region according to the Decree of the Government of the Russian Federation №1214 of November 18, 2014. Currently, in SEZ Lotus there are 16 tenants with more than 30 billion rubles of the declared investments, including companies from Russia, Italy, Azerbaijan and Iran. Tenants are provided with engineering infrastructure, the roads are being built, development of the territory continues.

According to the set of measures for the development of the INSTC transit potential on November 7, 2020 the Decree of the Government of the Russian Federation on the creation of a port special economic zone in the Astrakhan region, which will be united with the industrial-production SEZ Lotus into the Caspian Cluster, was launched. Construction of a new port and logistics complex with a modern container terminal will be the anchor project.

SEZ Lotus tenants can carry out various types of industrial and production activities. It is possible to establish enterprises of five hazard classes. An additional advantage is the proximity to the markets of shipbuilding and the oil and gas industry - oil and gas companies are implementing their long-term projects in the Astrakhan region and on the shelf of the Caspian Sea; large and medium-sized shipbuilding enterprises (including divisions of the United Shipbuilding Corporation) operate in the region.

Considering the political and economic situations, the most promising industries for arranging production on the territory of SEZ Lotus are shipbuilding, production of equipment and components for oil and gas industry, chemical industry, food processing industry, pharmaceutical and other high-technology industries. The industries are determined on the basis of considerable level of recourses in the Astrakhan region and in the Southern Federal District. JSC SEZ Lotus provides the tenants with the needed amount of such resources as water, gas, electricity.

A tenant of a port SEZ may carry out the following port activities:

- goods warehousing, storage and other service typically rendered in a port;

- provision and equipment of vessels;

- production, repair, maintenance, modernization of sea-going, river vessels and other components;

- water biological resources processing;

- preparation operations of goods for sale and transportation (packing, sorting, repacking, lot dividing, marking and similar operations);

- simple assembly and other operations, execution of which does not considerably change goods condition according to the list approved by the Russian Federation Government;

- exchange trade in goods;

- wholesale trade in goods;

- provision of port special economic zone infrastructure object functioning;

- production activity according to the port special economic zone activity agreement. Tenants of special economic zones would have the following preferences:

• tax and customs concessions (according to the laws of the Russian Federation);

• free connection to utility infrastructure;

• a "one-stop shop" system breaking administrative barriers in business operations;

• powerful logistic capabilities (rail, road and ship transport);

• preferential land lease terms, possibility to buy a land plot upon completing the construction of the real estate item on the land plot.

The project of an industrial production special economic zone tenant should provide at least 120 million rubles investment in his own production and this amount contains such expenses as construction of industrial facilities, equipment costs and other operating expenses necessary for commencement of works. The project of a port special economic zone tenant should provide at least 400 million rubles investment for the construction of the port infrastructure and at least 120 million rubles for the reconstruction of the port infrastructure. To obtain a tenant status, a business plan must be developed. After a successful presentation of the business plan the company concludes an agreement on industrial production activity with the Government of the Astrakhan region and JSC SEZ Lotus. Within three years of the date of conclusion of the agreement on carrying out activity a tenant is obliged to make capital investments in the amount not less than of forty million rubles. The tenant status is valid until the year 2063 for SEZ Lotus tenants (until the year 2069 for the port SEZ tenants).

More information about the advantages of establishing an investment project on the territory of SEZ Lotus and the port SEZ you can get by visiting the official website <u>www.sezlotos.ru</u>

Taking into account the governmental support from the Russian Federation and the Astrakhan Region for creating SEZ Lotus and the port SEZ, active development of the INSTC, broad economic relationships with neighboring states, as well as a lot of preferences for business, we would like to invite you to become a tenant of our special economic zones and implement your project.

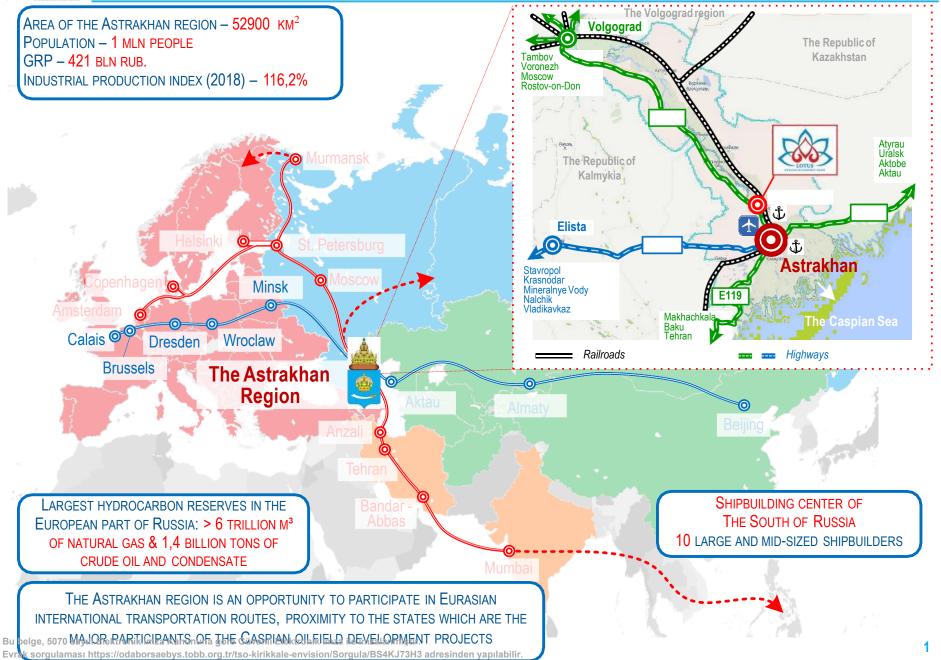


The Astrakhan Region Special Economic Zone "Lotus"



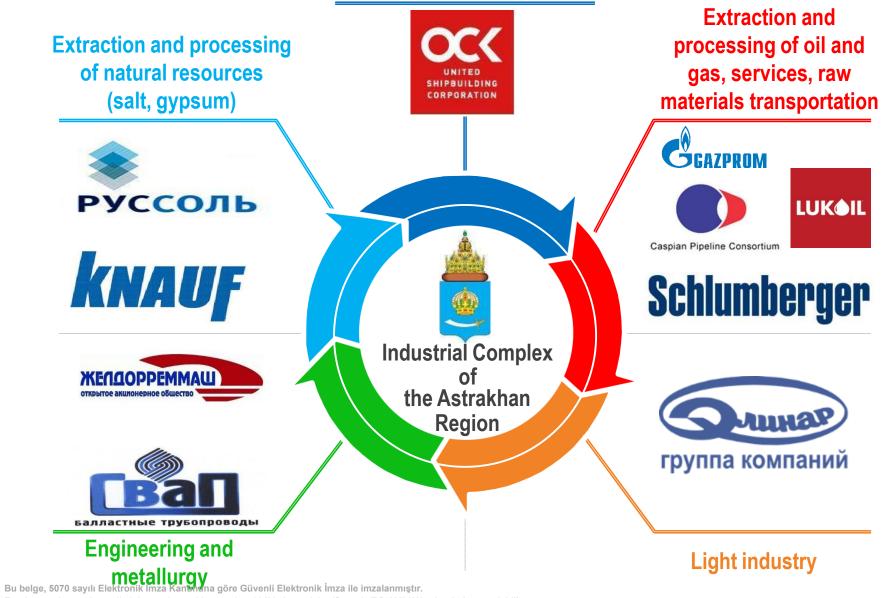




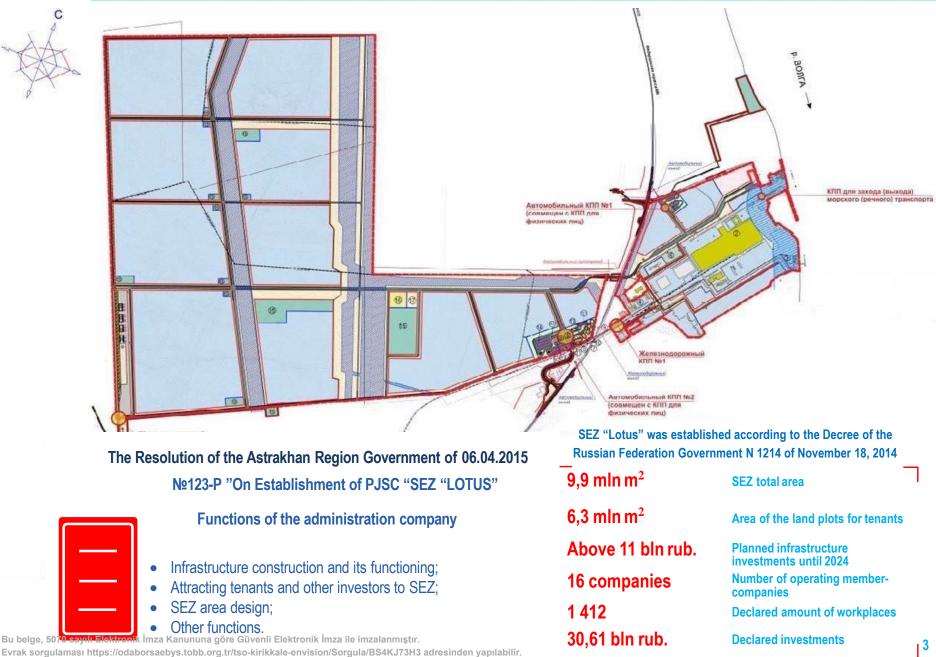


Gelen Tarih Sayı: 18/01/2022 - 169 Leading Companies of the Astrakhan Region

Shipbuilding & Shiprepairing

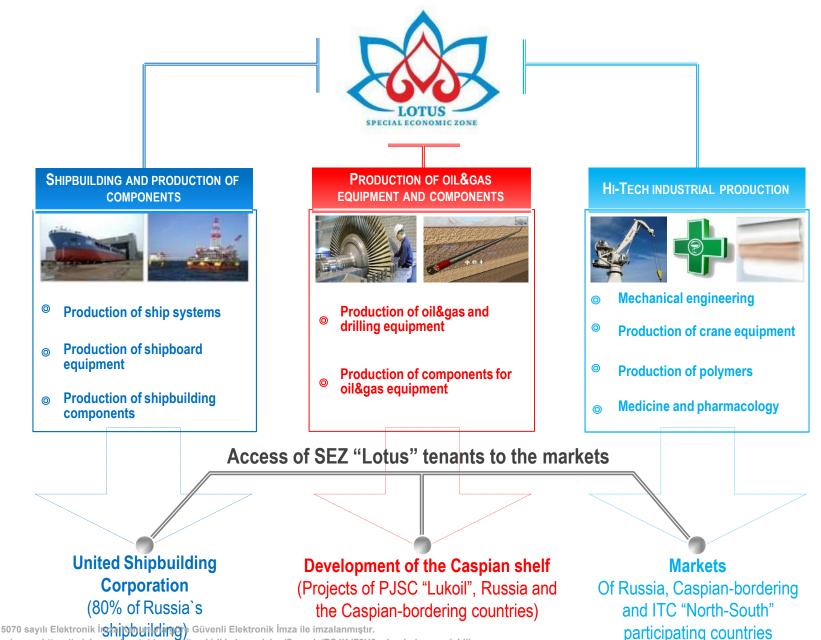


Gelen Tarih Say: 18/01/2022 - 169 Industrial Production Special Economic Zone "LOTUS"





Gelen Tarih Sayı: 18/01/2022 - 169 SEZ "Lotus" Main Areas of Activity



Gelen Tarih Sayı: 18/01/2022 - 169 Additional government support measures and benefits for tenants











Strategy of the development of shipbuilding industry of the Russian Federation (Decree of the Russian Federation Ministry of Industry and Trade № 354 from 06.09.07).



Participation in Import Substitution programs For shipbuilding industry (Decree of the Russian Federation Ministry of Industry and Trade № 661 from 31.03.2015).



Support under the plans of assistance to import substitution.



Conclusion of special investment contracts providing purchase of 30 % of manufactured goods.

Target loans at reduced rates of Industry Development Fund



The Export Center of Russia support



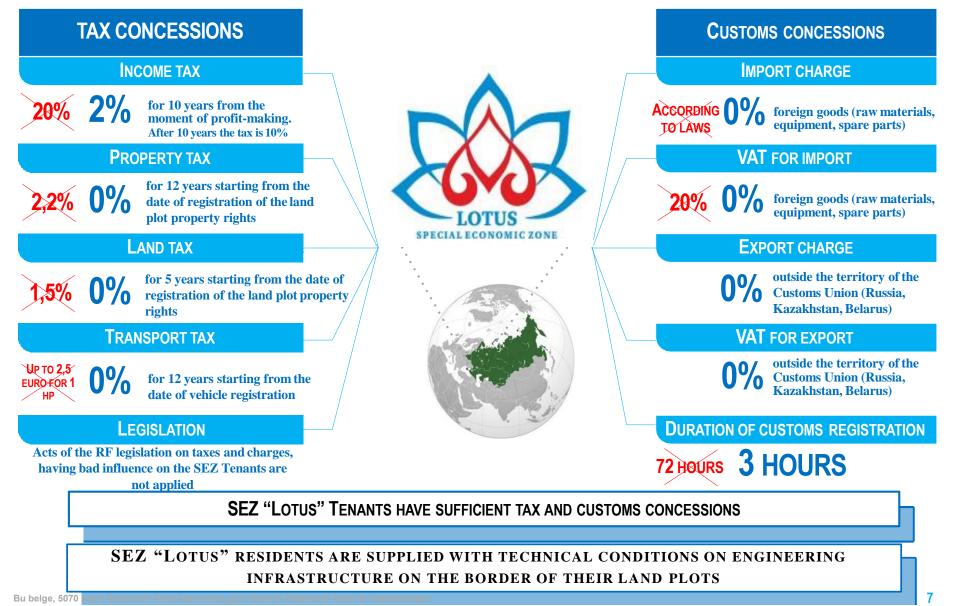
Participation in shipbuilding cluster projects of the Astrakhan region (*Reimbursement of up to 50% of expenses for joint intra-cluster projects*).



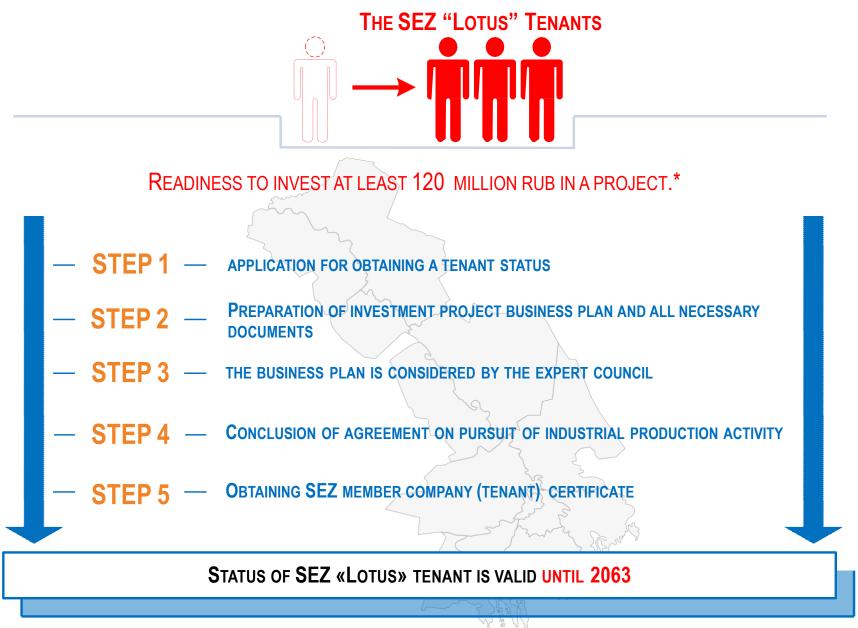
Participation of SEZ "LOTUS" in Establishing Shipbuilding and Oil&Gas Industry Markets







Process of Obtaining the SEZ "LOTUS" Tenant Status



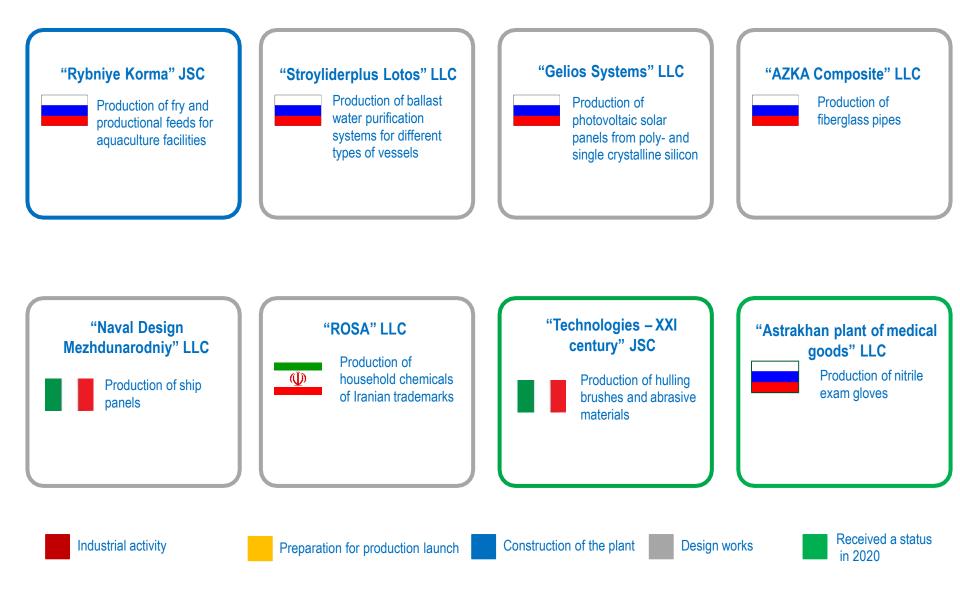
Bu belge, 5₺1₩@₪UDIN@#40mM_N#RUB;a/Wr∓HEvFNRSTkt&rVHARSIOFzIMPhEMENTATION OF THE PROJECT (FEDERAL LAW №116 FROM 22.07.2005) Evrak sorgulaması https://odaborsaebys.tobb.org.tr/tso-kirikkale-envision/Sorgula/BS4KJ73H3 adresinden yapılabilir.





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Conditions for Business in the Astrakhan Region



Gelen Tarih Sayı: 18/01/2022 - 169





Welcome to SEZ «Lotus»!

Joint-Stock Company Special Economic Zone «LOTUS» Director General: Sergey Milushkin Address: Russia, the Astrakhan Region, Astrakhan Tel. : +7 (8512) 51-32-66

www.sezlotos.ru

E-mail: lotos@sezlotos.ru

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