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# INDUSTRIAL POTENTIAL OF MOSCOW









## MEGAPOLIS

Moscow is **TOP-5** world megapolises by GDP on purchasing power parity\*

Ranks 3rd in Europe in terms of consumer spending

**8.5%** of the population of Russia

#### MARKET

- **285 mln** people access to the Russian and CIS markets
- **44%** of the Russian foreign trade turnover

#### PEOPLE

- > 12 mln people the most populous city of Europe
- **50%** of residents have a higher education
- **35%** of scientific personnel of Russia

#### **INVESTMENTS**

- RANKS 1st in the national rating of the investment environmentin the constituent entities of the Russian Federation for 2019
- **☑ 2.43 bln rubles** capital investments in 2018



#### INDUSTRY

• 12%
of gross added value

About

• 700 thous. people employed in manufacturing

of the Russian industry

•14,8 thous. ha industrial area

data presented by Euromonitor Internation





# LARGE-SCALE INVESTMENT PROJECTS



LARGE-SCALE INVESTMENT PROJECT (LSIP) - significant investment project for the development of vacant urban land plots, aimed at increasing the number of jobs and investment amounts.



# SUPPORT MEASURES

- Granting a land plot on lease without a bidding process
- In case of investment project agreement (page 8), support measures for investment priority project (IPP) can be applied, as well as reimbursement of 50% of costs (up to 100 mln rub.) for technological connection (page 17)
- Investor person-to-person entourage in formalizing design planning documentation



# **REQUIREMENTS TO APPLICANTS**

- The legal entity must be incorporated in Moscow.
- Development density: not less than 4 000 sq. m/ha
- 75% of the facility area must be used for industrial and production purposes

# SINCE 2016 (total resolution passed by the Urban Planning and Land Commission

bin rubles total planned investment

42 land plots

1041.5 thous. sq. m of maximum allowable areas

# PROCEDURE FOR OBTAINING SUPPORT

Investor's application for the allocation of a land plot must be filed to the Government of Moscow The Urban Planning and Land Commission of Moscow makes a decision on the allocation of a land plot without a bidding procedure

Execution of a land plot lease agreement.

# PRIORITY INVESTMENT PROJECTS



For the purpose of import substitution and achieving persistent industrial development the Government of Moscow introduced legislation and developed rules and regulations for investors support, implementing their projects on the territory of Moscow – investment priority project (IPP) status granted.



The city and an investor agree enter the investment project implementation agreement with obligations of the parties:

- Investor obligation achieving target value
- · City obligation tax concessional regime and land lease privileges

# **MOSCOW SPIC: INVESTMENT PRIORITY PROJECT (IPP)**

FOR THE CREATION OF AN INDUSTRIAL COMPLEX, TECHNOLOGY PARK, INDUSTRIAL PARK, EDUCATIONAL, CULTURAL, ART AND SOCIAL AMENITIES

INVESTMENTS for 5 years	345*   min rubles	but not less than 290 mln rubles/ha
SUPPORT MEASURES	<ul> <li>corporate income tax 15.5%</li> <li>corporate property tax 0%</li> <li>land tax 0.7% from the calculated</li> </ul>	<ul> <li>land lease 0.01% of the cadastral value</li> <li>subsidies for utility connection, purchase of equipment</li> </ul>
TERM OF CONTRACT	up to 10 years	

<sup>\* 2</sup> bln. rub. for creation of an industrial park IPP, 8 bln. rub. for creation of an educational, cultural and art amenity IPP



**Legal and regulatory framework:** Resolution No. 38-ПП of the Government of Moscow «On Measures for Implementing Industrial and Investment Policy in the City of Moscow» dated February 11, 2016

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# LOCALIZATION OF INDUSTRIAL ESTABLISHMENTS



# **LOCALIZATION SUPPORT ON** THE TERRITORY OF MOSCOW

- Selection of facilities
- Buildings and sites demonstration
- Formalizing project and site support
- Loan agreement support
- Person-to-person engineering study of each project
- Measures of State support assistance
- Investor and the Government of Moscow co-operation assistance



# **LOCALIZATION AREAS**

- Exclusive economic zone
- Industrial parks
- Integrated development areas (IDA) for industrial
- Industrial establishments grounds and industrial clusters
- Unoccupied sites
- Other sites and areas



# 2017 - 2019 IN REVIEW

industrial establishments 16 bln rub. investment 2876 places

# SUPPORT FOR NEW INDUSTRIAL PROJECTS



# CONSULTANCY SUPPORT FOR THE IMPLEMENTATION OF THE FOLLOWING STAGES OF PROJECTS DEVELOPMENT:

- · Preparation of a project concept
- · Investment analysis of the project
- · Utilities connection
- Development of a draft area plan
- Preparation of supporting materials for amendments to the Land Use and Development Rules
- · Development of sanitary protection zone projects
- Formalization of permits
- · Conclusion of real estate lease agreements
- Land plot permitted usage type change
- Cadastral registration, registration of rights, updating the Unified State Register of Immovable Property data, cadastral works



# SPECIAL ECONOMIC ZONE



**SEZS** - the territories with a special mode of entrepreneurial activities.



# SUPPORT MEASURES

Preferential terms	General terms
0% property tax for over 10 years	2.2%
0% land tax for over 10 years	1.5%
0% transport tax for over 10 years	150 rubles/hp
0% Import VAT and customs duties on imported foreign goods and equipment (free customs zone)	up to 20%
2% corporate income tax	20%
1% land buyout price (of the cadastral value)	100%



# **REQUIREMENTS TO APPLICANTS**

- No branches or representative offices, as well as separate divisions, outside the SEZ.
- Activities must be carried out in the SEZ
- GREENFIELD PROJECTS

250 mln rubles/ha - investment for 5 years 300 mln rubles/ha - revenue for one year 68 176 rubles - average salary over the year

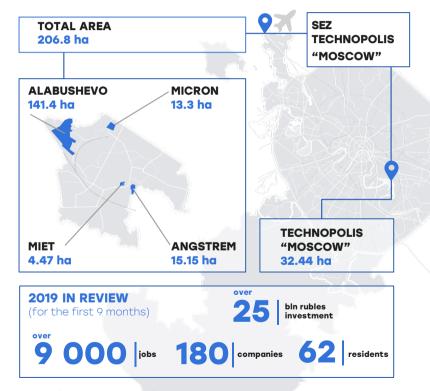
BROWNFIELD PROJECTS

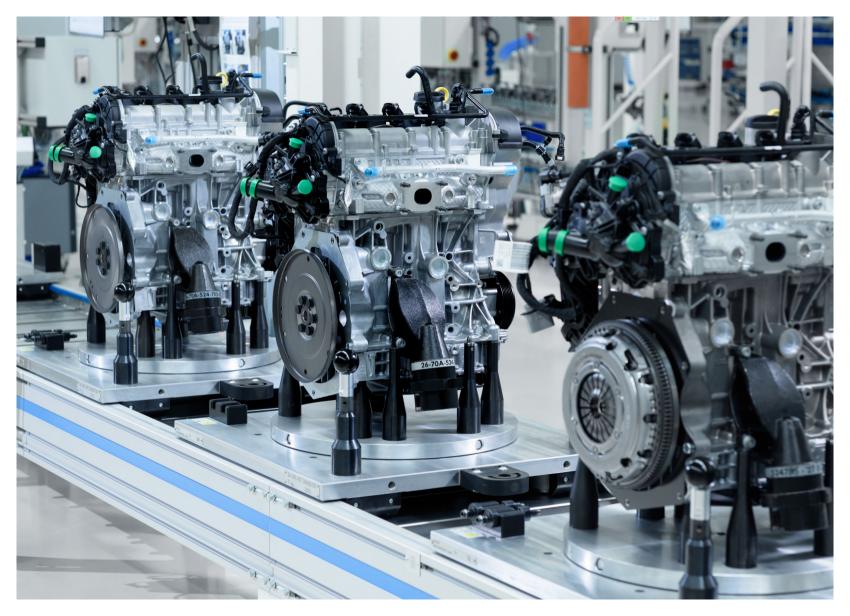
50 000 rubles/sq. m- investment for 5 years
20 000 rubles/sq. m- investment for 5 years for existing tenants
200 thous. rubles/sq. m- revenue for one year

68 176 rubles - average salary fthe year

#### **LOCALIZATION OPTIONS**

GREENFIELD PROJECTS
 BROWNFIELD PROJECTS







# INDUSTRIAL COMPLEXES



Industrial complex\* - the status assigned to industrial enterprises of Moscow, scientific enterprises having the status of state scientific centers (share of proceeds from production facilities of 25% is allowed).



### SUPPORT MEASURES

Preferential terms	General term
15.5% corporate income tax	20%
1.1% real estate tax	2.2%
0.3% land tax	1.5%
0.3% lease rate (of the cadastral value)	1.5%



# REQUIREMENTS TO REAL PROPERTY

- ownership or other real right
- from 4 000 sq. m /ha development density (from 2 000 sq. m/ha for Troitsky and Novomoskovsky ADs)
- 20% of the area of the capital construction object is taken up by non-core facilities

# **REQUIREMENTS TO ACTIVITIES**

REQUIREMENTS	SOCIALLY SIGNIFICANT INDUSTRIES	OTHER INDUSTRIES
investment over 5 years	<b>61.67</b> mln rubles/ha	106.3 mln rubles/ha
Payroll fund	<b>52.7</b> mln rubles/ha	119.8 mln rubles/ha
Revenue	217.3 mln rubles/ha	362.1 mln rubles/ha
Average headcount	≥ 100	≥ 100
Salaries & Wages	≥ <b>46 360</b> rubles	≥ 68 176 rubles (more than average monthly income in Moscow)

#### SOCIALLY SIGNIFICANT INDUSTRIES:

- · building materials industry
- food industry
- light textile industry, footwear production
- wood processing and fashioning



# The status is granted for 10 years

and is subject to mandatory annual confirmation

## **2019 IN REVIEW**

**53** 

industrial complexes 63.6

thous. employees

35.7

bin rubles investments for 5 years 2 blr

bln rubles tax exemptions (forecast)

#### PROCEDURE FOR OBTAINING SUPPORT

Complete registration and submit status application

Investmoscow.ru

Get a positive conclusion Executive authorities

of Moscow

Get conclusion
Interdepartmental
Commission of Mascow

Get status

<sup>\* -</sup> applicants can be owners of capital facilities renting them to other companie

# INDUSTRIAL PARKS



Industrial park - a status granted to a complex of real estate under a single management, consisting of land plots with industrial, administrative, warehouse buildings and structures, and provided with energy carriers, engineering and transport infrastructure.



#### SUPPORT MEASURES

Preferential terms	General terms
15.5% corporate income tax	20%
<b>0%</b> real estate tax	2.2%
0.7% of the calculated value	1.5%
0.01% lease rate (of the cadastral value)	1.5%



# **REQUIREMENTS TO REAL PROPERTY**

- ≥ 8 ha land plot area
- from 4 000 sq. m/ha development density (from 2 000 sq. m/ha for Troitsky and Novomoskovsky ADs)
- • 20% of the area of the capital construction object is taken up by non-core facilities
- a decision of the Ministry of Industry and Trade of the Russian Federation. \*

### **REQUIREMENTS TO ACTIVITIES**

Investment for 5 years Payroll fund

ie

159.5 mln rubles/ha 119.8 mln rubles/ha 539.2 mln rubles/ha

Revenue

≥ 74 994 rubles

Salaries & Wages

(more than average monthly income in Moscow x 1,1)

moonic in mooc

Number of shared infrastructure facilities

≥ 2



# The status is granted for 10 years

and is subject to mandatory annual confirmation

 \* - on compliance with the requirements stipulated by Resolution No. 794 of the Government of the Russian Federation dated August 4, 2015

# PROCEDURE FOR OBTAINING SUPPORT

Complete registration and submit status application

Get a positive conclusion Executive authorities of Moscow

Get conclusion

Interdepartmental Commission of Moscow

Get status

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# TECHNOLOGY PARKS



Technology park is an object of industrial and technological infrastructure aimed at the development of resident industrial companies.



#### SUPPORT MEASURES

Preferential terms	General terms
15.5% corporate income tax	20%
0% real estate tax	2.2%
0.0105% land tax (0.7% of the assesed)	1.5%
0.01% lease rate (of the cadastral value)	1.5%



## **REQUIREMENTS TO REAL PROPERTY**

- from 8 000 sq.m /ha development density (from 4 000 sq. m/ha for Troitsky and Novomoskovsky ADs and Novomoskovsky AOs)
- ≤ 20% of the area of the capital construction object is taken up by non-core facilities

## **REQUIREMENTS TO ACTIVITIES**

REQUIREMENTS	PREMISES SUBMITTED	CAPITAL CONSTRUCTION OBJECTS SUBMITTED
INVESTMENT for 5 years	≥ <b>21 263</b> rubles/sq. m	≥ <b>53 210</b> rubles/sq. m
Payroll fund	≥ 71 891 rubles/sq. m	≥ <b>239 637</b> rubles/sq. m
Revenue	≥ 239 636 rubles/sq. m	≥ 718 910 rubles/sq. m
Salaries & Wages	≥ 81 811 rubles (average monthly income in Moscow x 1.2)	≥ 81 811 rubles (average monthly income in Moscow x 1.2)



# The status is granted for 10 years and is subject to mandatory annual confirmation



number of technology parks

ha area of territories

>1 970

mln sq. m floor space

rental space vacancy rate



# SUBSIDIES

SUBSIDY PURPOSES	SUBSIDY AMOUNT	REQUIREMENTS TO APPLICANTS	2012 – 2019 IN REVIE
To pay interest on loans for the purchase of certain types of equipment	up to 200 mln rubles per year  • [Key rate of the Central Bank of the Russian Federation] for imported equipment  • [Key rate of the Central Bank of the Russian Federation] + 5% for domestic equipment	per employee Requirements to equipment, activities,	64 subsidies 1240.8 mln rubles
For lease payments for the purchase of certain types of equipment	up to 1000 min rubles per year  · ≤ 25% of lease payments for imported equipment  · ≤ 35% of lease payments for domestic equipment	• ≥ 300 000 - average annual salary per employee Requirements to equipment, activities, etc. are regulated by Resolution No. 152-∏∏ of the Government of Moscow	103 subsidy 1315.9 mln rubles
Partial reimbursement of interest on loans for creation and development of technology park and (or industrial park property complex	up to 300 mln rubles per year	Companies which was granted the status of a managing company of technology park / Industrial park and (or) organizations realizing investment priority project for the creation of Technology park / Industrial park	10 subsidies 1258.7 mln rubles
For reimbursement of costs for technological connection to the utilities systems or increase of their technological capabilitie	up to OO min rubles per year per land plot  . ≤ 50% of actual costs incurred	The possessors of right to real estate, which was granted the status of an industrial complex, technopark, or industrial park (except for new andior reconstructed capital construction objects) Managing companies of technology park, industrial park Organizations implementing IPP in Moscow	1 agreement 12,4 min rubles
		178 subsidies	3.828 bin rubles

decision

to grant subsidy

DIPP, V.V. Bakunova, Deputy Head of Division of Industrial Policy, +7 (495) 620 20 00, ext. 22104, BakunovaVV@mos.ru

expert opinion, on-site inspection of equipment

availability

submission of the application

and the documents package

to DIIP/DEID

selection

announcement

-VI —

conclusion of the

agreement on granting subsidy

DIIP's/DEID's order

to grant subsidy

# LOANS



#### TERMS

- LOAN AMOUNT is 5-100 mln rubles (up to 300 mln rubles for industrial complexes)
- TERM UP TO 5 YEARS
- · INTEREST RATE 2% TO 5% per year
- COLLATERAL PROPERTY PLEDGE AND GUARANTEES / SURETIES
- LOAN SHARE IN PROJECT FINANCING not more than 70% (30% own funds and/or other borrowed funds)



# **BENEFICIARIES:**

- · SEZ residents of Moscow
- · participants of innovative territorial clusters
- · residents, tenants in technology parks and industrial parks
- · MCs of technoparks and industrial parks
- · industrial complexes in Moscow

2-5%

- · Industrial and scientific enterprises of Moscow
- current exporters in Moscow
- · companies planning to export

# 2017 - 2019 IN REVIEW

18 loans issue

1250.3

min rubles volume of loans issued

# ЦЕЛЕВОЕ ИСПОЛЬЗОВАНИЕ

#### **COMPANY SHORT-TERM PLANS**

- Working capital financing
- Refinancing loans for the purchase of new equipment
- Financing of export marketing activities
  - o Expenses doe holding exhibitions, conferences, and presentations abroad
  - o Cost of certification abroad, obtaining patents and certificates
  - o Expenses for transportation of products outside the Russian Federation

#### **COMPANY MEDIUM-TERM PLANS**

- Purchase of new equipment (home or imported)
- Purchasing software for industrial needs, automatisation
- · Expenses for external land improvement, replacement of fences and repair of facades



50

days – conclusion of agreement from the moment of document feed

## PROCEDURE FOR OBTAINING SUPPORT

Preliminary approval

Comprehensive expert examination

Decision of the Expert and Supervisory Boards

Signing a loan agreement

Moscow Fund for Support of Industry and Entrepreneurship, S.V. Denisov, CEO, +7 (495) 777 26 96, fin@mfppp.ru

# CROSS OBLIGATION INVESTMENT CONTRACT - OFFSET CONTRACT



Offset contract is a government contract for the supply of goods, which provides counter requirements to the supplier in terms of investment, modernization, and development of production in Moscow.

#### PROJECT INITIATOR

GOODS PURCHASE TERRITORY

INVESTOR'S RESPONSIBILITIES

PLANNED INVESTMENT

**COLLATERAL FOR OBLIGATIONS** 

REQUIREMENTS TO THE PURCHASED GOODS TERM OF CONTRACT CITY'S RESPONSIBILITIES

**ADDITIONAL PREFERENCES** 

authorized executive body of the region of the Russian Federation

territory of 1 region of Russian Federation only

production localization in the territory of constituent entity of the Russian Federation

not less than rubles 1 bn bank guarantee 2-5% of the volume of investment

goods of Russian origin

up to 10 years

procurement of the localized goods

- the right to enter into contracts with public customers in the region without a bidding process
- leasing land plots at preferential rates and without bidding
- localization of industry in special economic zone (tax and custom benefits)

# 2017 - 2019 IN REVIEW (cumulative result)

3

contracts concluded

9.8

bln rub. total value of investment

40.6

bin rubles total value of contracts



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# SUPPORT FOR INDUSTRIAL PRODUCTS EXPORT



# **PERSON-TO-PERSON SUPPORT**

Assistance in basics of FEA, including certification, trade barriers verification and customs regulation

- Moscow manufacturers export readiness and needs
- Target market analysis
- Start and assistance in negotiations with international associates
- Personalised international exhibition participation support\*



Arrangement of quality contacts between potential foreign buyers and metropolitan manufacturers of industrial products

- Business missions with international trade commissioners
- Technological tours to Moscow production sites
- Development of international cooperation and integration to production
- Coalition of the best Moscow manufacturers on international forums\*

financing of costs for participation in exhibitions\*

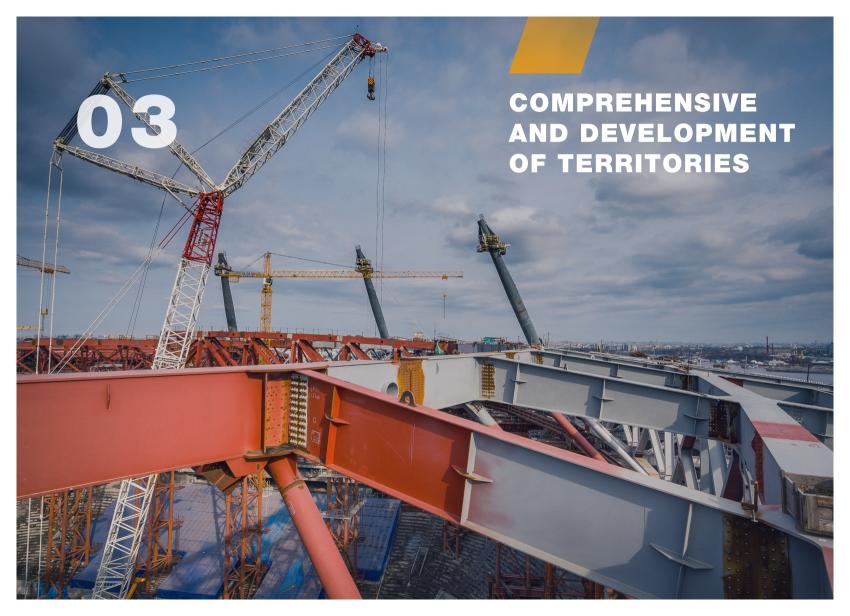


# **2019 IN REVIEW**

export contracts

export agreements

construction materials Cuban-Russian joint venture



# COMPREHENSIVE DEVELOPMENT OF TERRITORIES



COMPREHENSIVE DEVELOPMENT OF TERRITORIES (CSD) - the preparation and approval of the site planning

documentation for the placement of capital construction objects for industrial, residential, public, business, and other purposes



# **OBJECTIVE**

stimulating and ensuring the development of unused and/or inefficient industrial areas



# **CSD ADVANTAGES**

- The decision to develop documentation on the planning of the territory is made by the RIGHT HOLDER INDEPENDENTLY
- Approval of the draft planning and land surveying project WITHOUT HOLDING A PUBLIC HEARING
- Conclusion of CSD agreement at the rightholders' initiative
   WITHOUT AN AUCTION FOR THE RIGHT TO CONCLUDE AGREEMENT
- Leasing land plot from state property for the construction of infrastructure WITHOUT BIDDING PROCEDURE
- For and CSD territory, LIMIT PARAMETERS OF THE PERMITTED CONSTRUCTION, RECONSTRUCTION OF CAPITAL CONSTRUCTION OBJECTS have been established in the land use and development rules of Moscow

107 | territories (1 900 ha) | in 4 territories Decision on CSD was made at the initiative of the Government of Moscow ("Bratsevo" IZ, "Biryulevo" IZ, "Korovino" IZ, "Oktyabrskoye pole" IZ) | Impair zoning urban zoning potential | EXAMPLE OF CSD URBAN ZONING

- 10 mln sq. m industrial development (26%)
- \* 12,6 mln sq. m public development (33%)
- 15.5 mln sq. m housing development (41%)



zones of comprehensive development of territories established in the rules for land use and development of Moscow

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# REQUIREMENTS TO APPLICANTS SEEKING SPECIAL STATUSES

	Industrial complex					Special economic zone • Brownfie				Investment Priority Project (IPP)		P)
	(industrial complex of socially significant industries)	c · Capital construction objects and land plots submitted	Premises submitted	Industrial Park (IP)	TP/IP anchor resident	• Greenfield	Current tenant	New company	• For the creation of IC	• For the creation of TP	• For the creation of IP	• For the production mastering
						nomic requireme	ents					
Payroll fund	≥119.8 min rubles/ha (≥52.7 min rubles/ha)	<b>≥239.6</b> mln rubles/ha	<b>≥71.9</b> thous. rubles/sq. M	≥119.8 mln rubles/ha	<b>≥71.9</b> thous. rubles/sq. m	-	-	-	≥119.8 mln rubles/ha	≥239.6 mln rubles/ha	≥119.8 mln rubles/ha	<b>≥29 995</b> rubles/sq. m
INVESTMENTS for 5 years	≥106.3 min rubles/ha (≥61.7 min rubles/ha)	<b>≥53.2</b> mln rubles/ha	<b>≥21.3</b> thous. rubles/sq. m	≥159.5 mln rubles/ha	<b>≥21.3</b> thous. rubles/sq. m	≥250 mln rubles**	<b>≥20</b> thous. rubles/sq. m ***	<b>≥50</b> thous. rubles/sq. m	≥345 mln rubles**	≥345 mln rubles**	≥2.32 bln rubles**	≥345 mln rubles over 3 years
Revenue for the year	≥362.1 mln rubles/ha (217.3 mln rubles/ha)	<b>≥718.9</b> mln rubles/ha	≥239.6 thous. rubles/sq. m	<b>539.2</b> mln rubles/ha	<b>≥239.6</b> thous. rubles/sq. m	≥300 mln rubles/ha	<b>≥200</b> thous. rubles/sq. m	<b>≥200</b> thous. rubles/sq. m	≥362 mln rubles/ha	<b>≥718.9</b> mln rubles/ha	≥539 mln rubles/ha	<b>≥89 864</b> rubles/sq. m
Average salary per month	≥68 176 rubles (46 360 rubles)	<b>≥81 811</b> rubles	<b>≥81 811</b> rubles	<b>74 994</b> rubles	<b>≥81 811</b> rubles	<b>≥68 176</b> rubles	<b>≥68 176</b> rubles	<b>≥68 176</b> rubles	<b>≥68 176</b> rubles	<b>≥81 811</b> rubles	<b>≥74 994</b> rubles	<b>≥68 176</b> rubles
					Pro	perty Requireme	ents					
Development density/ha	≥4 000 sq. m/ha (≥4,000 sq. m/ha)	≥8 000 sq. m/ha *		<b>≥4 000</b> sq. m/ha *					<b>≥4 000</b> sq. m*	≥ <b>8 000</b> sq. m *	≥4 000 sq. m*	
Total area of capital construction objects		<b>≥10 000</b> sq. m/ha		<b>≥32 000</b> sq. m	sq. m or <b>3%</b> on long- term lease agreement							
Land plot area				<b>≥8</b> ha								
The share of reta office space, catering, persona services		≤20%		≤20%					≤20%			≤20%
Availability of shared facilities		CCOs must incl at least 2 object		CCOs must include at least 2 objects								

The list of socially significant industries, for which reduction factors are applied to economic requirements when granting the industrial complex status: constructional materials industry, food industry, liaht textile industry, footwear production

for land plots located in the Troitsky and Novomoskovsky Administrative Districts of the city of Moscow, the build-up density is 2 times lower

<sup>\*\*</sup> but not less than 250 mln rubles/ha

<sup>\*\*\*</sup> for 3 previous years and 2 future years



# COMPARISON OF SUPPORT MEASURES FOR SPECIAL STATUS ENTERPRISES

BENEFITS & PREFERENCES PROVIDED	GENERAL TERMS	FOR INDUSTRIAL COMPLEXES	FOR TECHNOLOGY PARKS	FOR INDUSTRIAL PARKS
Corporate income tax	20%	<b>15.5%</b> a decrease by 22,5%	<b>15.5%</b> a decrease by 22.5%	<b>15.5%</b>   a decrease by 22.5%
Corporate property tax	2.2%	50% of the calculated tax amount	<b>EXEMPTION</b> from tax	<b>EXEMPTION</b> from tax
Land tax	1.5%	20% of the calculated tax amount	0.7% of the calculated tax amount	0.7% of the calculated tax amount
Land rent	1.5%	0.3% of cadastral value	0.01% of cadastral value	0.01% of cadastral value





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