



# INVESTMENTS AND BUSINESS

## IN THE KALININGRAD REGION

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NEW OPPORTUNITIES



Representative  
office of the  
Kaliningrad region  
government

# GENERAL INFORMATION

MAXIMUM LENGTH OF THE TERRITORY

ADMINISTRATIVE CENTRE  
**KALININGRAD**

15,1 K  
KM<sup>2</sup>  
REGION  
TERRITORY



**SOVETSK**  
40 K PEOPLE

**CHERNYAKHOVSK**  
37 K PEOPLE

**SVETLOGORSK**  
22 K PEOPLE

**BALTIYSK**  
33 K PEOPLE

**GUSEV**  
28 K PEOPLE

22  
CITIES

## BORDER TERRITORIES

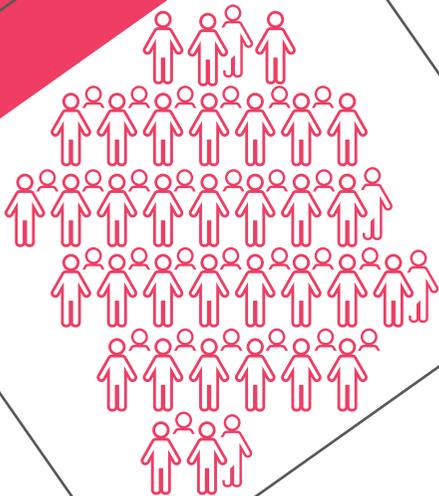
BALTIC SEA



REPUBLIC OF LITHUANIA

REPUBLIC OF POLAND

# POPULATION



**1**  
MLN PEOPLE

**9 900**  
PEOPLE PER YEAR

**MIGRATION  
GROWTH**

**66**  
PEOPLE/KM<sup>2</sup>

**POPULATION  
DENSITY**

12 PLACE IN RUSSIAN FEDERATION

**7 600**  
GRADUATES  
ANNUALLY



**60%**  
WORKING-AGE  
POPULATION

**16**  
HIGHER  
EDUCATION  
INSTITUTIONS



**5,2%**  
UNEMPLOYMENT  
RATE

# ECONOMIC PERFORMANCE

**524 \$**

**30 576 ₺**  
PER MONTH  
AVERAGE SALARY

**0,04 \$**

**3 ₺**  
Kw/H  
ELECTRICITY PRICE

**400 \$**

**26 000 ₺**  
PER YEAR  
INTERNET

**100 \$**

**6 500 ₺**  
SQ M PER YEAR  
RENTAL COST  
FOR COMMERCIAL  
AND OFFICE  
PROPERTIES

**8,5**

BLN \$

**494 BLN ₺**

**FOREIGN TRADE  
TURNOVER**

AS FOR 2017

**0,7 \$**

**45,4 ₺**  
PER L  
PETROL PRICES

**7**

BLN \$

**410,7 BLN ₺**

**GROSS REGIONAL  
PRODUCT**

AS FOR 2017

**2,0**

BLN \$

**118,9 BLN ₺**

**INVESTMENTS IN THE FIXED  
CAPITAL OF ORGANIZATIONS**

AS FOR 2017

**0,02 \$**

**1,17 ₺**  
PER MINUTE  
OUTGOING CALLS

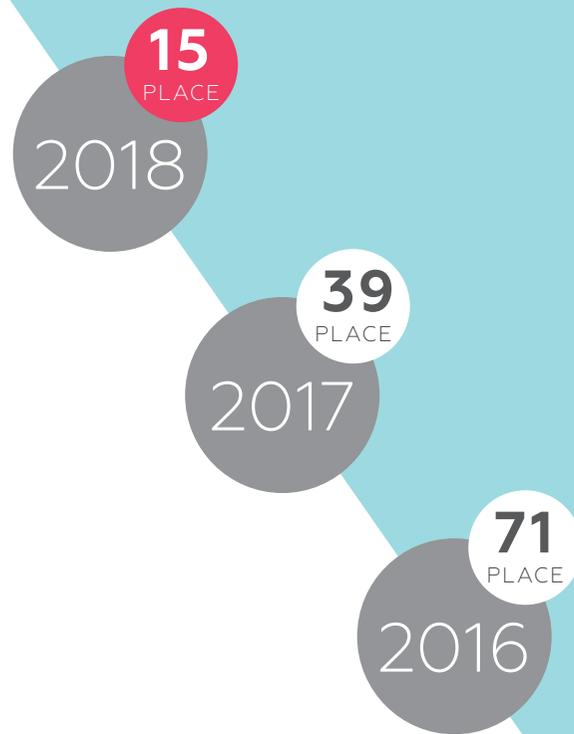
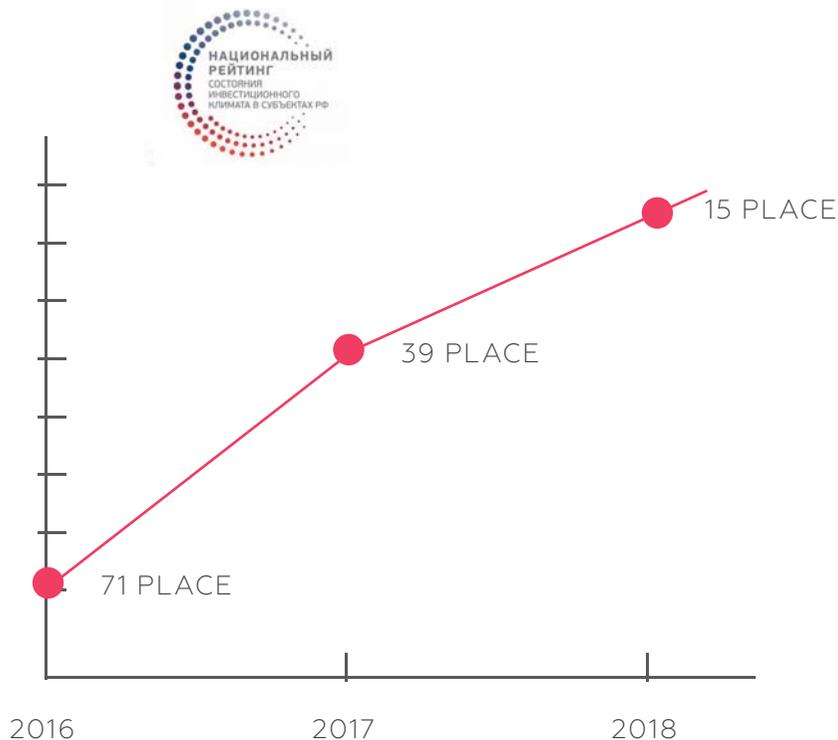


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# THE NATIONAL RATING OF ASI

The National Rating of the investment climate assesses the efforts of the regional authorities about creating favorable conditions for doing business, identifies best practices. It's results stimulate competition in the struggle for investment at the regional level.

POSITION OF THE KALININGRAD REGION IN THE RATING OF ASI



# SPECIAL ECONOMIC ZONE

UNTIL  
**2045**  
THROUGHOUT  
THE REGION

THE SEZ REGIME COVERS  
THE WHOLE REGION

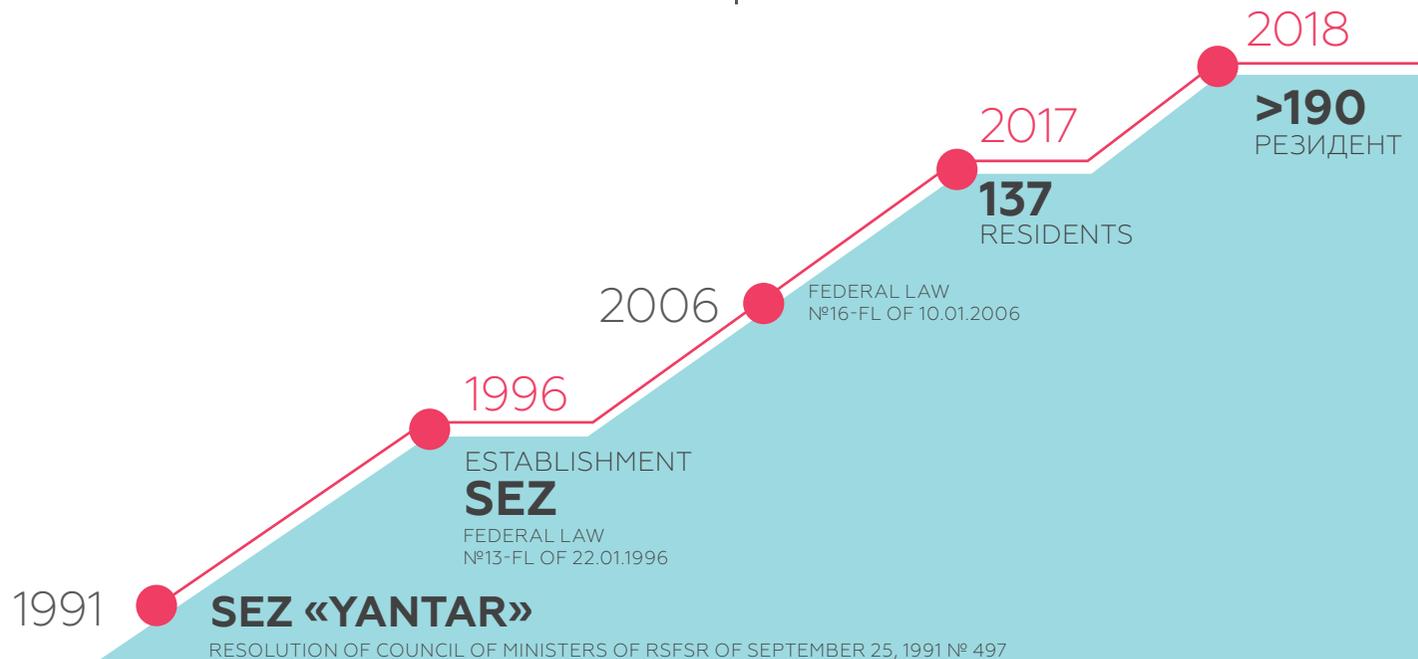
ADMINISTRATION OF THE SEZ  
IS IMPLEMENTED  
BY THE REGION



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**>117**  
BLN ₺  
**1,9 BLN \$**  
TOTAL AMOUNT  
OF DECLARED  
INVESTMENTS

**1**  
MLN ₺  
**0,02 MLN \$**  
MINIMUM INVESTMENT  
AMOUNT



# PREFERENCES

FOR RESIDENTS  
OF SEZ

**0%**  
PROPERTY TAX



**1.1%**  
PROPERTY TAX

1 YEAR



6 YEARSS



12 YEARS

**0%**  
INCOME TAX



**10%**  
INCOME TAX

AS SOON AS FIRST  
PAYMENT IS RECEIVED

NOT AFTER 3 YEARS  
FROM RESIDENT STATUS RECEIVE DATE

**0%** LAND TAX  
FIRST 5 YEARS

**7,6%** SOCIAL  
CONTRIBUTIONS  
UNTIL 2025

FOR NEW JOBS

FOR ORGANIZATIONS THAT  
BECAME RESIDENTS UNTIL 2022

**0%** RECYCLING FEE  
FOR EQUIPMENT BELOW 3 YEARS  
OLD AT THE DATE OF ACQUISITION

**8** DAYS  
ELECTRONIC  
VISAS  
FROM 01.07.2019

**REDUCED DURATION  
OF STATE EXPERTISE**

60 → **45**  
DAYS PROJECT  
DOCUMENTATION

90 → **45**  
DAYS ENVIRONMENTAL



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# SEZ RESIDENT

THRESHOLD FOR ENTRY

TOTAL AMOUNT OF DECLARED INVESTMENTS IN 3 YEARS

IT  
WEB-MEDIA  
R&D

1

MLN ₺

CLASS OF OKVED

62/63/72

DEVELOPMENT OF  
SOFTWARE

INFORMATION  
TECHNOLOGY

RESEARCH AND  
DEVELOPMENT

HEALTH CARE

10

MLN ₺

CLASS OF OKVED

86

HEALTH ACTIVITIES

MANUFACTURING  
AGRICULTURE  
TOURISM

50

MLN ₺

MANUFACTURING

FISHERY

FISH FARMING

AGRICULTURE

RECREATIONAL ACTIVITIES

TOURISM

OTHER  
INDUSTRIES

150

MLN ₺



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# SEZ RESIDENT

## 3 STEPS TO GET RESIDENTIAL STATUS OF SEZ

1

DOCUMENTS SUBMISSION

TO UNIFIED REGISTER  
OF SEZ RESIDENTS

2

DOCUMENTS OVERVIEW

3

TIME-LIMIT FOR  
ACQUIRING  
RESIDENTIAL  
STATUS IS 30 DAYS

## REQUIREMENTS FOR LEGAL ENTITIES

STATE REGISTRATION  
SHOULD BE IMPLEMENTED IN  
THE KALININGRAD REGION

INVESTMENTS  
ARE MADE  
IN THE KALININGRAD REGION

GOODS ARE PRODUCED IN  
THE KALININGRAD REGION

GENERAL SYSTEM  
OF TAXATION IS USED

**FEDERAL REGISTRATION  
OF THE LEGAL ENTITY IS PROCESSED  
IN THE TERRITORY OF THE  
KALININGRAD REGION**

# CUSTOMS FREE ZONE



## IMPORT

ALL GOODS,  
COMPONENTS,  
RAW MATERIALS

FROM ALL OVER THE WORLD

0%

DUTY



0%

IMPORT VAT



CONSUMPTION

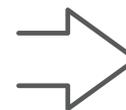


STORAGE,  
SORTING



DEEP  
RECYCLING

CONCLUSION OF AN AGREEMENT  
WITH THE MINISTRY  
OF ECONOMIC DEVELOPMENT  
OF THE KALININGRAD REGION



PAYMENT  
OF DUTIES

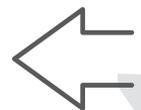
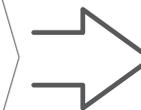
THE EAEU  
MARKET

180

DAYS  
IMPORT

VAT

DEFERMENT



≤7

DAYS

DUTY

DRAWBACK

50 BLN ₺  
IN 2017



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# RESIDENTS OF KALININGRAD REGION

HiPP

"ИНФАМЕД К"  
EID  
"INFAMED K"

ABB

МИРАТОРГ

OGSB

KD  
KINGDART

АВТОТОР

atlantis

markisol  
QUALITY FOR WINDOWS  
РУЛОННЫЕ ШТОРЫ

ГРУППА КОМПАНИЙ  
СОДРУЖЕСТВО

Бере

БФТ  
IBS

ST SYSTECH

ПК ПринтПроф

VICIŪNAI  
GROUP

GS  
GROUP

Балтийская  
лесная  
компания

Techn Tube

ЗАВОД  
ЖБИ 2

orbitone™  
Your product is our mission



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# SAR

## SPECIAL ADMINISTRATIVE REGION

WITH FLEXIBLE REGIME OF TAX AND CURRENCY REGULATIONS FOR INTERNATIONAL COMPANIES

### WHEN

ON AUGUST 3, 2018, THE PRESIDENT OF THE RUSSIAN FEDERATION VLADIMIR PUTIN SIGNED A PACKAGE OF LAWS PROVIDING FOR THE CREATION OF SPECIAL ADMINISTRATIVE REGIONS (SAR) WITH SPECIAL CONDITIONS FOR CONDUCTING ECONOMIC ACTIVITIES FOR FOREIGN COMPANIES



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### TO WHOM

**IC**

INTERNATIONAL COMPANY

**IHC**

INTERNATIONAL HOLDING COMPANY

**PIHC**

PUBLIC INTERNATIONAL HOLDING COMPANY

### TAX PREFERENCES

0%

INCOME TAX ON INCOME IN THE FORM OF DIVIDENDS

5%

INCOME TAX ON INCOME RECEIVED BY FOREIGNERS IN THE FORM OF DIVIDENDS ON SHARES OF IHC

0%

INCOME TAX ON INCOME FROM THE SALE OF SHARES OF FOREIGN COMPANIES

### CURRENCY REGULATION

TRANSFERS WITHOUT RESTRICTIONS OF FOREIGN CURRENCY AND CURRENCY OF THE RUSSIAN FEDERATION ON THE TERRITORY OF THE RUSSIAN FEDERATION WITHOUT OPENING ACCOUNTS

TRANSFERS WITHOUT RESTRICTIONS OF FOREIGN CURRENCY AND CURRENCY OF THE RUSSIAN FEDERATION FROM AND TO THE TERRITORY OF THE RUSSIAN FEDERATION WITHOUT OPENING ACCOUNTS

FOREIGN CURRENCY SETTLEMENTS AND CURRENCY OF THE RUSSIAN FEDERATION

# WHY KALININGRAD REGION?

- 1 THE ENTRY POINT TO THE EAEU AND THE EU MARKETS
- 2 GROWING POPULATION

- 3 MINIMAL FISCAL BURDEN
- 4 INTEGRATION INTO THE EU TRANSPORT INFRASTRUCTURE
- 5 PROACTIVE INVESTMENT POLICY OF THE AUTHORITIES

- 6 PREFERENTIAL TERMS FOR CONNECTION TO FACILITIES
- 7 STRONG POTENTIAL OF TOURISM AND ENTERTAINMENT INDUSTRIES
- 8 LEGISLATIVE GUARANTEES OF IMMUTABILITY OF THE CONDITIONS



# PROSPECTIVE INDUSTRIES



MEDIA BUSINESS  
AND FILM PRODUCTION



AUTOMOTIVE AND MACHINE  
BUILDING CONSTRUCTION



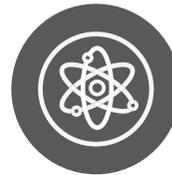
MEDICINE AND  
PHARMACEUTICS



IT CLUSTERS



AGRICULTURE  
AND FOOD SUPPLY



RESEARCH  
AND DEVELOPMENT



TOURISM



AMBER-JEWELRY  
MANUFACTURING



MEDICAL TOURISM



SHIPBUILDING  
AND SHIP REPAIR



FISHERY  
AND FISH  
PROCESSING



ENGINEERING



# TOURISM INDUSTRY

BEACHES OF  
THE CURONIAN  
SPIT

**10**

BEST IN RUSSIA

BEACH IN  
THE VILLAGE  
OF YANTARNY

**1st**

IN RUSSIA

TO RECEIVE REWARD  
«THE BLUE FLAG»

**1st**

PLACE IN  
RUSSIA

VALUE FOR MONEY

ACCORDING TO  
TRIVAGO.RU

**Top-5**

MOST POPULAR

CITIES FOR SUMMER  
WEEKEND TRIPS

ACCORDING TO  
ROSTOURISM

**Top-10**

MOST POPULAR

TOURIST DESTINATIONS  
BY FOREIGN TOURISTS

ACCORDING TO POPULAR HOTEL  
BOOKING SITES

## TOURISM AND RECREATION CLUSTERS OF THE KALININGRAD REGION

- «Raushen» in Svetlogorsk district;
- «Krantz» in Zelenogradsk district;
- «Neukuhren» in Pionersky district;
- «Palminken» in Yantarny city district;
- «Pillau» in Baltiysky district;
- «European Baikal» in Nesterovsky district;
- «Königsberg» in Kaliningrad city

TOURISTIC  
CAPACITY  
OF THE REGION

**1,5**

MLN

**2017**

**2,0**

MLN

**2018**

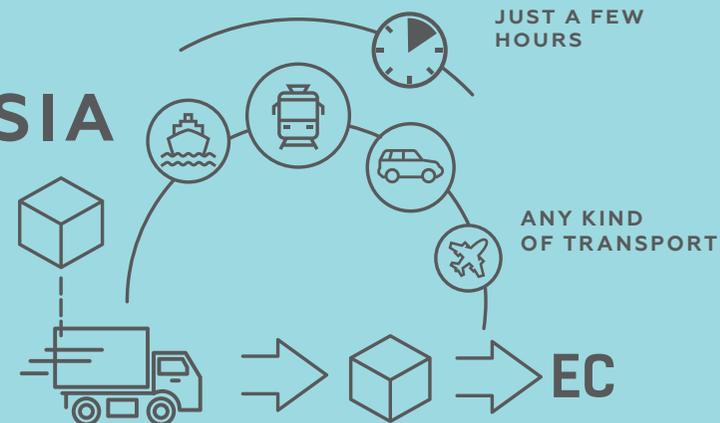
**2,7**

MLN

**2020**

# TERRITORIAL LOCATION

RUSSIA



KALININGRAD REGION IS A MODERN LOGISTICS CENTER

YOU CAN REACH OR DELIVER YOUR CARGO TO MOST EUROPEAN COUNTRIES



MOSCOW

- 1,5 HOUR (Airplane icon)
- 15 HOUR (Car icon)
- 22 HOUR (Train icon)

# TERRITORIAL LOCATION

534 KM  
THE NETWORK  
OF INLAND  
WATERWAYS

## INTERNATIONAL WATERWAYS



### MARITIME TRANSPORT

#### THE ONLY NON-FREEZING PORT ON THE BALTIC

- Cargo and passenger ships docs, railway ferries docs
- Cargo and container warehouses
- Equipment for customs, border and other related procedures

## EUROPEAN TRANSPORT CORRIDORS

PASS THROUGH THE REGION

- Riga – Kaliningrad – Gdansk
- Kaliningrad – Vilnius – Minsk

# 519

KM/THOUSAND KM<sup>2</sup>

## ROAD DENSITY

THIS SIGNIFICANTLY  
EXCEEDS THE AVERAGE  
RUSSIAN LEVEL  
(61 KM/THOUSAND KM<sup>2</sup>)

### ROADS



## TRANS-EUROPEAN TRANSPORT CORRIDORS

- 1A  
Riga – Kaliningrad – Gdansk
- 9Д  
Kiev – Minsk – Vilnius – Kaliningrad



### RAILWAY CONNECTION

Kaliningrad region has both:

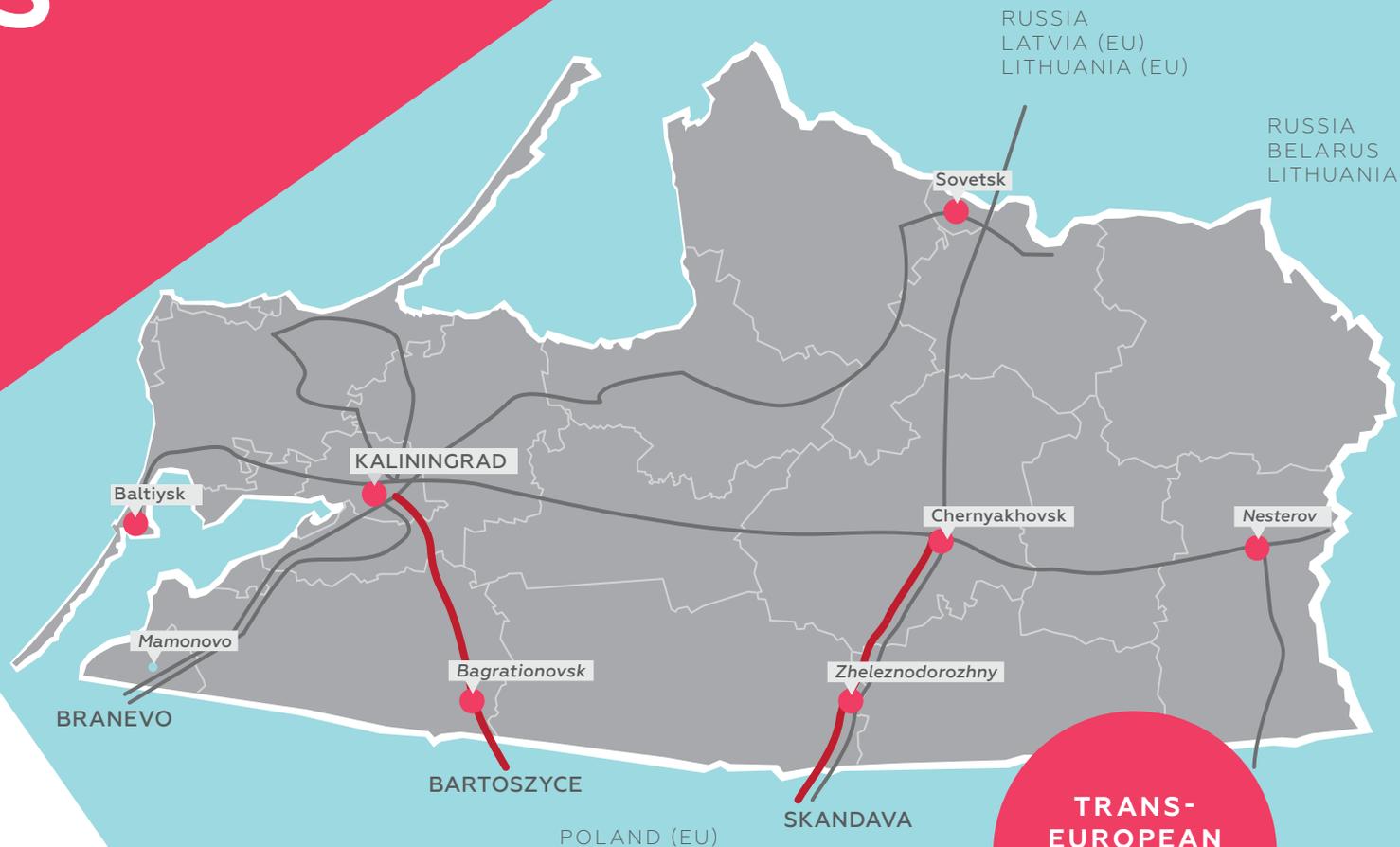
- Narrow-gauge railway (European)
- Wide-gauge railway (former USSR countries)



### AIRPORT 5TH FREEDOM OF THE AIR

# LOGISTICS

## RAILWAYS



### RAILWAY CONNECTION

#### PASSENGER TRANSPORTATION

- **Russia:** MOSCOW, SAINT-PETERSBURG, ADLER, CHELYABINSK
- **Belarus:** GOMEL

#### CARGO TRANSPORTATION

- **whole Russia**
- **China-Europe-China**

### RAILWAY HUBS:

- **Kaliningrad:** 7 ROADS
- **Chernyakhovsk:** 4 ROADS

**TRANS-EUROPEAN TRANSPORT CORRIDORS**

- gauge width 1520mm (Russian gauge)
- gauge width 1435mm (West European track)



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# LOGISTICS

## ROADS

LITHUANIA (EU)



## BORDER CROSSING

### WITHOUT DELAY

#### WITH POLAND:

- Bagrationovsk - Bezledy
- Mamonovo - Gronovo
- Mamonovo 2 - Grzhechotki
- Gusev - Goldap

#### WITH LITHUANIA:

- Sovetsk - Panemune (via Queen Louise bridge through the Neman)
- Chernyshevskoe - Kybartai
- Morskoe - Nida
- Frontier - Ramoniskiai
- Dubki

8  
BORDER  
TERMINALS

2  
TRANS-  
EUROPEAN  
HIGHWAYS



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# LOGISTICS

## MARITIME TRANSPORT

### TRAIN-FERRY TRANSPORT

PORT OF BALTIYSK - PORT OF UST-LUGA

1,5 MLN TONS

18 498 WAG/YEAR

521 MILES

36 HOURS

NON-FREEZING  
SEA PORTS

**KALININGRAD  
BALTIYSK  
PIONERSK**

well-developed logistics of  
cargo sea terminals

SAINT-  
PETERSBURG

FERRY

BALTIYSK

TRAIN

GDANSK

PORT OF BALTIYSK

SAINT-  
PETERSBURG

PORT OF  
UST-LUGA

ESTONIA

RUSSIA

LATVIA

LITHUANIA

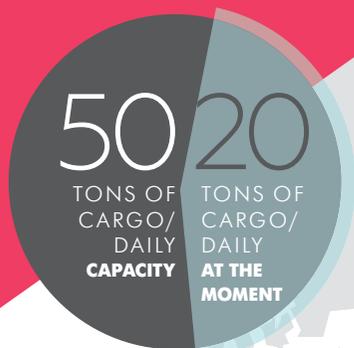


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# LOGISTICS

## AIR TRANSPORT

### AIRPORT CONGESTION



## EXPANSION OF GEOGRAPHY OF FLIGHTS

### YEAR-ROUND

- Moscow
- St. Petersburg
- Minsk
- Cherepovets
- Tashkent
- Kazan
- Ufa
- New Urengoy
- Prague
- Berlin
- Ekaterinburg
- Warsaw

### SUMMER TERM

- Krasnodar
- Grodno / Brest
- Gomel
- Barcelona
- Anapa
- Antalya
- Arkhangelsk
- Murmansk
- Vitebsk



## KHRABROVO AIRPORT

### 5TH FREEDOM OF THE AIR

RECONSTRUCTION IS COMPLETE

# INFRASTRUCTURE PROJECTS

IN PROCESS

SCHEDULED

## KHRABROVO AIRPORT

- AIRSTRIP ELONGATION
- NEW TERMINAL
- 5TH FREEDOM OF THE AIR

8,8 BLN ₺

## MARINE TERMINAL IN PIONERSKY

- CRUISE LINERS
- RO-RO CARGO TERMINAL

8,2 BLN ₺

2018

**NORTHERN BYPASS**  
(1 AND 2 SUB-STEPS OF 1 STAGE)

4 BLN ₺

**EASTERN OVERPASS**  
(2 STEP OF 2 STAGE)

550 BLN ₺

2019

**NORTHERN BYPASS**  
(3 AND 4 SUB-STEPS OF 1 STAGE)

10,3 BLN ₺

7-9 PHASE OF CONSTRUCTION  
**PRIMORSKY RING**

29,2 BLN ₺

2020

1 TRAIN-FERRIES  
**BALTIYSK - UST-LUGA**

14 BLN ₺



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# POWER ENGINEERING



## CHPP-2

900 MW  
2 BLOCKS

THE KALININGRAD CHPP-2 WITH A CAPACITY OF 900 MW IS ONE OF THE MOST MODERN AND ENVIRONMENTALLY FRIENDLY POWER PLANTS IN RUSSIA. COMMISSIONING OF THE SECOND BLOCK OF CHPP-2 ENSURED THE NEEDS OF THE REGION IN ELECTRICITY AND CREATED ENERGY SURPLUS.

## IN 2018

THREE GAS-TURBINE POWER PLANTS WILL BE COMMISSIONED WITH A TOTAL CAPACITY OF 602 MW

1

TALAKHOVSKAYA

2

PREGOLSKAYA

3

MAYAKOVSKAYA

## PLANS

ARE IN 2018 UNDERWAY TO

1

THE VOLUME INCREASE OF THE KALININGRAD UNDERGROUND GAS STORAGE

2

CONSTRUCTION OF A LIQUEFIED NATURAL GAS TERMINAL



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# INDUSTRIAL PARKS



## CHERNYAKHOVSK

1146 HA

**SPECIALIZATION:**  
Transport and logistics  
Production of building materials  
Glass industry  
Electrotechnical industry

## KHRABROVO

271,6 HA

3 km from the airport/  
17km from Kaliningrad

Small and medium engineering  
(including the production  
of components in the automotive  
and shipbuilding clusters)

Manufacture of jewelery  
and other products of amber

Biopharmaceuticals and  
production of pharmaceuticals

## TECHNOPOLIS GS

230 HA

**SPECIALIZATION:**  
h-tech products  
Production of satellite dishes  
Manufacturing of cardboard  
corrugated packaging  
Housebuilding  
IT

## ECOBALTIC

43,1 HA

**SPECIALIZATION:**  
Manufacture of pharmaceutical products  
Cultivation of agricultural crops  
Confectionery production  
Warehousing services and customs clearance

**CONDITIONS:** 189K € PER YEAR FOR 1 HA  
**INVESTMENT PHASE**

2,9 MLN € FOR 1 HA  
**PRICE OF THE LAND**

# EDUCATION



**IMMANUEL KANT  
BALTIC FEDERAL  
UNIVERSITY**

- Institute of Living Systems
- Engineering and Technology Institute
- Institute of Physical and Mathematical Sciences and Information Technologies
- Medical Institute
- European Business School
- Science and Technology Park and Factory
- Research Institute of Applied Informatics and Mathematical Geophysics
- Center for Medical Biotechnology



## KALININGRAD STATE TECHNICAL UNIVERSITY

- IT and Situational Centre
- Agriculture and Aquaculture
- Food Biotechnology, high-technology seafood processing
- Energy Security
- Small-tonnage Shipbuilding and Ship Repair
- Marine Convention Training
- The main marine university of Russia
- The main university for the economy of the Kaliningrad region

10 400

STUDENTS

IN HIGHER EDUCATION  
PROGRAMS

**PARTICIPANTS**

**5-100**



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# MULTIFUNCTIONAL CENTRE

FOR BUSINESS

**100** SPECIALIZED  
SERVICES

**5** REGIONAL SUPPORT  
FUNDS IN ONE PLACE

- loans to industrial enterprises
- microloans
- guarantees
- business missions, exhibitions
- consultations, training

**60**  
SEATS  
LECTORIUM

**25**  
SEATS  
CO-WORKING

**HIGHLY-QUALIFIED STAFF**

**60**  
SEATS  
CONFERENCE-HALL

COMFORTABLE  
WAITING AREA

**WI-FI**  
FREE ZONE



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# CONCIERGE-SERVICE FOR INVESTORS



DEDICATED  
ACCOUNT  
MANAGER



SELECTION OF OFFICE  
SPACES AND INDUSTRIAL  
PREMISES



ASSISTANCE  
IN SELECTION  
OF EMPLOYEES



ASSISTANCE  
IN ACCOMMODATION  
FOR STAFF MEMBER  
FAMILIES



PROVISION OF SOCIAL  
INFRASTRUCTURE  
FOR MOVING EXPERTS



ASSISTANCE IN FINDING  
EMPLOYMENT  
FOR THE MEMBERS  
OF MOVING EXPERT  
FAMILY



# BUSINESS ENVIRONMENT

**53 028**  
COMPANIES

## EXPORT-IMPORT GOODS

- Food and agricultural raw materials
- Products of fuel and energy complex
- Products of the chemical industry, rubber
- Wood and pulp and paper products
- Metals and metals products
- Machinery, equipment and vehicles

**4 851**

MANUFACTURING

**1 393**

AGRICULTURE

**127**

MINING OPERATIONS

**1204**

JOINT  
COMPANIES

**1702**

FOREIGN  
COMPANIES

**94** FOSSIL FUEL EXTRACTION

**36** EXCEPT FOSSIL FUEL EXTRACTION



# SUPPORT OF THE AUTHORITIES

## MAIN WEBSITES FOR INVESTOR IN KALININGRAD REGION

INVESTINKALININGRAD.RU  
MSK.GOV39.RU

### REPRESENTATIVE OFFICE OF THE KALININGRAD REGION GOVERNMENT UNDER THE GOVERNMENT OF THE RUSSIAN FEDERATION, MOSCOW

SINGLE POINT OF CONTACT  
TO COMMUNICATE  
WITH INVESTORS  
AND ENTERPRISES IN MOSCOW

Address: 123242, Moscow,  
Krasnaya Presnya street, bldg. 7  
tel.: (499) 252-66-00  
fax: (499) 252-66-25  
e-mail: [msk@gov39.ru](mailto:msk@gov39.ru)  
[www.msk.gov39.ru](http://www.msk.gov39.ru)

### JSC « KALININGRAD REGION DEVELOPMENT CORPORATION»

THE SINGLE WINDOW  
FOR WORKING  
WITH INVESTORS  
AND COMPANIES  
IN KALININGRAD

236023, Kaliningrad,  
Krasnaya street, bldg 63A  
Tel.: +7 (4012) 67-39-39  
E-mail: [office@kgd-rdc.ru](mailto:office@kgd-rdc.ru)  
[www.kgd-rdc.ru](http://www.kgd-rdc.ru)

- Ministry of industrial policy, entrepreneurship and trade development of kaliningrad region
- Ministry of economy of kaliningrad region
- Baltic business club
- Foreign investors association in kaliningrad region
- Kaliningrad chamber of trade and industry
- Jsc «russian export center» Kaliningrad branch
- Business support center