Construction and infrastructure in Russia

Vladimir Kazakov
Market Research Director, SCHNEIDER GROUP
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This report is an overview of the construction industry in Russia rather than an exhaustive report. We would be happy to provide a more detailed report on a specific subject.
Executive summary

“The industry is struggling as a result of the current crisis but the reduction has not been as bad as 2009”

- Construction is the 7th largest sector of the economy, employing 5-6 million people
- Residential construction, core of the sector, saw a 34% decline in mortgages on 2014 (2009: -77%) due to falling disposable incomes
- At the same time, a record 85.3 million sqm of new residential real estate was built
- The government continues to subsidize the 12% p.a. interest rate on mortgages for individuals
- Commercial real estate lease rates have stabilized, while office space and warehouse segments are expected to contract in Moscow (5% and 31%, respectively)
- Major construction projects are in progress – they have not been put on hold
- Foreign companies still have a chance to participate in the FIFA 2018 World Cup and infrastructure construction projects
- Basic construction materials (e.g. cement and bricks) are largely localized
- Finishing materials, sanitary equipment, electric/wiring equipment are mostly imported
- Construction equipment fleet requires upgrade: 40%-50% of equipment is obsolescent. This represents a market opportunity for international manufacturers
- The government is modernizing legislation: 231 new construction standards were developed. More than half of them will become EEU legislation
Construction: Role in the economy

7th largest sector

6% is the sector’s contribution to the economy

5-6 million people are employed in the sector

8% of total working population

218,000 companies work in the sector

98% of players are small and medium companies

85 m sqm of residential real estate was built in 2015 – an all time record

90% of total investment is represented by residential construction

Share in gross value added in 2015

- Real estate, leasing and professional services: 17%
- Wholesale trading and retail; repair services: 16%
- Manufacturing: 14%
- Minerals extraction: 10%
- Public administration and defence; social insurance: 8%
- Transportation and communications: 7%
- Construction: 6%
- Agriculture and forestry: 5%
- Financial services: 4%
- Other: 13%

Source: Federal State Statistics Service (Rosstat)
Residential real estate

“Supply up – demand down”

“Growing trend: building more budget housing”

- In 2015, mortgages were down 34% in Rouble terms compared to 2014.
- This drop was not as severe as in 2009 when the decline was twice as significant (77%).
- 85.3 million sqm of new residential real estate was completed – an all time record for Russia!
- This is 1.4% more than in 2014, and exceeded expectations by 12%.
- 76.2 million sqm of new flats will be built in 2016 while new building permits were issued to build 112 m sqm of new flats.
- 45% of new flats were budget class – growing trend to build more housing of this category.
- The government will continue to subsidize the 12% p.a. rate until 2017 – 1/3 of all loans.

![Change in amount of mortgages taken by individuals y-o-y, %](source: Central Bank of Russia)
Commercial real estate

- Sales in office space and warehouse segments are expected to contract in Moscow (5% and 31%, respectively)
- Lease rates tend to be denominated in Roubles – a major change from 2015 gaining momentum in 2016 and beyond. They are not expected to change
- Currency volatility drives two different behaviours: tenants want to sign long-term leases in Roubles while owners want to limit terms to 3-5 years
- Reduction in new space and flat/growing acquisition will result in a reduction of available space, which may push rates up
- Information for 2015 represents expert estimates based on actual transactions while numbers for 2016 represent a forecast
- Decreasing supply protects the market from further devaluation

“Lease contracts re-negotiated into Roubles”

“Declining supply”

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<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Bought/leased space, 000’s sqm</td>
<td>1,050</td>
<td>1,000</td>
<td>1,313</td>
<td>900</td>
</tr>
<tr>
<td>Lease rate, RUR/sqm/year (net of VAT and opex)</td>
<td>14,600-25,000*</td>
<td>3,500-4,500*</td>
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<td></td>
</tr>
<tr>
<td>Commissioned space, 000’s sqm</td>
<td>700</td>
<td>400</td>
<td>800</td>
<td>600</td>
</tr>
</tbody>
</table>

Sources: Knight Frank, JLL

* No change in rates is expected.
### Construction equipment fleet

54,500

construction equipment units in use

<table>
<thead>
<tr>
<th></th>
<th>Earthmoving equipment</th>
<th>Cranes</th>
<th>Tractors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share of fleet, %</td>
<td>58</td>
<td>26</td>
<td>16</td>
</tr>
<tr>
<td>Foreign produced, %</td>
<td>49</td>
<td>31</td>
<td>36</td>
</tr>
<tr>
<td>Obsolescent equipment, %</td>
<td>42</td>
<td>40</td>
<td>51</td>
</tr>
</tbody>
</table>

“Dependence on foreign produced equipment and the degree of overall park obsolescence represent a significant market opportunity for international manufacturers”

Source: Rosstat
Geographic coverage of the sector

“New projects are planned in the eastern part of the country”

- **RUR 5.9 tn** was total construction expenditure in 2015
- **Three Federal Districts** – Centre, Volga and North West – account for almost **60% of expenditure**
- **Siberia and Crimea will increase** their share as the Sila Sibiri (Power of Siberia) pipeline and Kerch Strait bridge projects progress towards completion
SWOT Analysis
Construction industry

**Strengths**
- Cheap energy
- Resources
- Large market
- Significant demand

**Weaknesses**
- State involvement
- Equipment requires modernization (old or no local equivalent of foreign equipment)
- Know-how
- Bureaucracy
- Corruption
- Difficult to obtain construction permits (Ease of doing business rank 119)

**Opportunities**
- Large areas
- Know How through localization
- Special Economic Zones, Industrial Parks
- Localization law (import substitution order № 2068 from 16.10.2014)
- Modernization needed

**Threats**
- Devaluation of the rouble
- Bankruptcy of construction companies
- Competitors from Asia (China, Japan, Korea)
Regulation and state involvement (1)

“Reforms and harmonization of regulations under way”

- Legal framework is complex but is undergoing change
- Main laws are Civil Engineering Code and Technical Regulations (both national and Customs Union):
  - Safety of buildings and structures
  - Fire safety
  - Safety of lifts
- Government is streamlining technical rules and budgeting norms – this will be finished in 2017-2018
- In 2015, the Ministry of Construction developed 231 construction standards. More than half of them will become EEU legislation
- Work is underway to harmonize with Eurocodes (European standards specifying how structural design should be conducted within the EU). Nation-specific appendices were designed
Government requires compliance with certain national standards and rules of construction (by decree)

Compliance with other rules is voluntary

The industry has been self-governed since 2010

Self-governing professional organizations (SRO) are authorized by the government to grant permissions to companies to carry out the following activities in Russia:

- Engineering surveys
- Design
- Building
- Reconstruction
- Overhauls

About 500 such SROs operate today

“This industry is self-governed”
Industry players – Top 20

“The sector is mostly privately owned”

<table>
<thead>
<tr>
<th></th>
<th>Company</th>
<th>Revenue in 2014, RUR bn</th>
<th>Specialization</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Stroygazmontazh</td>
<td>225</td>
<td>Oil and gas industry</td>
</tr>
<tr>
<td>2</td>
<td>Mostotrest Stroitelstvo</td>
<td>151</td>
<td>Roads and bridges</td>
</tr>
<tr>
<td>3</td>
<td>Tashir</td>
<td>134</td>
<td>Commercial and residential real estate</td>
</tr>
<tr>
<td>4</td>
<td>Stroygazconsulting</td>
<td>109</td>
<td>Pipelines and roads</td>
</tr>
<tr>
<td>5</td>
<td>Stroytransgaz</td>
<td>103</td>
<td>Oil, gas and electric power industry</td>
</tr>
<tr>
<td>6</td>
<td>LSR Construction Group</td>
<td>92</td>
<td>Residential real estate</td>
</tr>
<tr>
<td>7</td>
<td>Mosinzhpproekt</td>
<td>84</td>
<td>Infrastructure</td>
</tr>
<tr>
<td>8</td>
<td>Spetsstroyengineering</td>
<td>72</td>
<td>Defence and government</td>
</tr>
<tr>
<td>9</td>
<td>FSK Lider</td>
<td>62</td>
<td>Residential real estate</td>
</tr>
<tr>
<td>10</td>
<td>Morton</td>
<td>61</td>
<td>Residential real estate</td>
</tr>
<tr>
<td>11</td>
<td>PIKstroitelstvo</td>
<td>61</td>
<td>Residential real estate</td>
</tr>
<tr>
<td>12</td>
<td>Globalstroy-Engineering</td>
<td>60</td>
<td>Oil and gas industry</td>
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<tr>
<td>13</td>
<td>Etalon</td>
<td>51</td>
<td>Residential real estate</td>
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<tr>
<td>14</td>
<td>SU-155</td>
<td>50</td>
<td>Residential and industrial real estate</td>
</tr>
<tr>
<td>15</td>
<td>Velesstroy</td>
<td>50</td>
<td>Oil, gas and electric power, infrastructure</td>
</tr>
<tr>
<td>16</td>
<td>MIC Group</td>
<td>46</td>
<td>Residential real estate</td>
</tr>
<tr>
<td>17</td>
<td>Renaissance Construction</td>
<td>46</td>
<td>Commercial real estate</td>
</tr>
<tr>
<td>18</td>
<td>Transengineering</td>
<td>46</td>
<td>Roads, oil and gas, other industries</td>
</tr>
<tr>
<td>19</td>
<td>Graviton</td>
<td>44</td>
<td>Infrastructure</td>
</tr>
<tr>
<td>20</td>
<td>SK MOST Group</td>
<td>44</td>
<td>Bridges and tunnels</td>
</tr>
</tbody>
</table>

Sources: Forbes Russia and RBC
Investment projects (1)

- FIFA 2018 World Cup projects
- Top 40 industrial and infrastructure projects
- Localization projects
Investment projects (2)

FIFA 2018 World Cup

- Total investment: RUB 663 bn
- Organization committee Russia 2018 under Ministry of Sports
- 3 categories of infrastructure:
  - Sports (stadiums, training camps, sports schools, sport halls)
  - Transportation (airports, streets, bridges, railway terminals)
  - Hospitality (hotels, healthcare, facilities)
- Construction sites in 44 cities:
  - 11 cities hosting games + 33 other cities
Investment projects (3)
FIFA 2018 World Cup – Stadiums

- Main construction companies – all Russian:
  - Crocus International
  - Stroytransgaz
  - Mosinzhproject
  - Sinara Development
  - Inzhtransstroy - SPb
  - Sport engineering (FGUP Sport-In)
  - Intersportstroy

- Foreign companies involved:
  - SPORTFIVE (Germany; consulting)
  - GMP International GmbH (Germany; architecture)
  - AECOM (USA; Management support service)
  - IMG (USA; Management support service)
  - Hilti (Liechtenstein; anchors)
### Investment projects (4)

#### Allocation of Top 40 by region

“The Far Eastern district leads by total value, number of projects and number of sectors”

<table>
<thead>
<tr>
<th>Federal district</th>
<th>Qty</th>
<th>Industrial sector</th>
<th>Total investments, RUR bn</th>
<th>Average investments, RUR bn</th>
<th>Investment size range, RUR bn</th>
</tr>
</thead>
<tbody>
<tr>
<td>Far East</td>
<td>8</td>
<td>Pipelines, LNG, industrial manufacturing, power generation, mining, refineries, railways</td>
<td>2 845</td>
<td>356</td>
<td>60 - 770</td>
</tr>
<tr>
<td>Central</td>
<td>7</td>
<td>Aviation, railways, highways, metals, refineries</td>
<td>2 738</td>
<td>391</td>
<td>42 - 1 400</td>
</tr>
<tr>
<td>Southern</td>
<td>3</td>
<td>Pipelines, mining, refineries</td>
<td>1 324</td>
<td>441</td>
<td>48 - 1 190</td>
</tr>
<tr>
<td>Urals</td>
<td>8</td>
<td>Pipelines, infrastructure, power generation, metals, LNG, refineries</td>
<td>1 148</td>
<td>143</td>
<td>40 - 680</td>
</tr>
<tr>
<td>North West</td>
<td>4</td>
<td>Infrastructure, agriculture, refineries</td>
<td>922</td>
<td>231</td>
<td>50 - 630</td>
</tr>
<tr>
<td>Siberian</td>
<td>5</td>
<td>Aviation, railways, refineries, metals</td>
<td>600</td>
<td>120</td>
<td>68 - 164</td>
</tr>
<tr>
<td>Volga</td>
<td>3</td>
<td>Chemicals, mining</td>
<td>412</td>
<td>137</td>
<td>54 - 290</td>
</tr>
<tr>
<td>Crimean</td>
<td>1</td>
<td>Infrastructure</td>
<td>247</td>
<td>247</td>
<td>247</td>
</tr>
<tr>
<td>North Caucasian</td>
<td>1</td>
<td>Chemicals</td>
<td>140</td>
<td>140</td>
<td>140</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>40</td>
<td></td>
<td><strong>10 376</strong></td>
<td><strong>2 206</strong></td>
<td></td>
</tr>
</tbody>
</table>

Source: Top 40 investment projects, RA Expert
Projects in defense and nuclear power generation are excluded.
Investment projects (5)
Top 40 industrial and infrastructure projects

Investment by industry in 2014-2018, RUR 10 376 bn

Pipelines: 22%
LNG: 16%
Railways: 18%
Infrastructure: 10%
Highways: 8%
Refineries: 6%
Power generation: 5%
Chemicals: 5%
Metals: 5%
Mining: 3%
Aviation: 3%
Ind. Manufacturing: 1%
Agriculture: 0%
Others: 20%

“Pipelines, LNG, roads and infrastructure account for 72% of total value of projects”

“Insufficient investment in Aviation and Industrial Manufacturing”
Investment projects (6)
Top 40 industrial and infrastructure projects – Examples

- Railways
  - High speed rail link Moscow – Kazan

- Aviation
  - Sheremetyevo Airport
  - Domodedovo Airport
  - Zhukovsky Airport

- Liquefied Natural Gas
  - Yamal LNG

- Pipelines
  - Sila Sibiri (Power of Siberia)

- Refineries
  - Kirishi-2 Oil Refinery

- Power generation
  - Kankunskaya HEPP
Investment projects (7)
Localisations, 2015 – 2019

“Localisation continues despite the crisis”

- 14 production sites were launched in the middle of the crisis
- Germany leads by number and size of investments
- Another 14 sites are active construction in progress
Our industry-specific services (1)

- **Market research/ business partner search**, incl.
  - Sub-contractors, law firms, insurance providers
  - Support in obtaining SRO membership and permits

- **Company registration**, incl.
  - Legal and business address

- **Tax and legal services**, incl.
  - Intercompany agreement or internal debit notes to PE
  - Tax advice for managers (short- und mid-term stay) in Russia, annual tax returns
  - Tax and legal due diligence
  - Transfer pricing

- **Interim management**, incl.
  - General Director, head of branch or representative office
  - Risk management
Our industry-specific services (2)

- Import services, incl.
  - Customs handling and consultation
  - Consultation regarding appropriate customs value
  - Certification
  - Coordination with the logistics provider, DDP-services

- Accounting outsourcing, incl.
  - Financial accounting with focus on rules for mid- and long-term projects (IAS 11 and PBU 2)
  - Transformation and reporting according to IFRS/US GAAP/HGB
  - Payroll accounting with special knowledge about shift work, regional coefficients and corporate compensations
  - Tax accounting with special rules for mid- and long-term projects

- IT services, incl.
  - System Admin set up and permanent help desk
  - ERP systems implementation
Appendix – Details of selected projects
High speed rail link
Moscow – Kazan

- Planned investment RUR 1.0-1.2 trillion
- Design completion: 2016
- Construction completion: 2020
- Key features of the project:
  - Track length: 770 km
  - Travel time: 3 hours 30 minutes
  - Maximum speed: up to 400 km/h
  - Rail gauge: 1,520 mm
- Main construction company:
  - JSC High-Speed Rail Lines
    - Mosgiprotrans, Nizhegorodgrazhdanniiproject, China Railway Eryuan Engineering Group Co. Ltd, China Railway Group Limited (“CREC”), PGUPS, VNIIZhT (design)
    - SYSTRA (France; electrification)
    - Vossloh AG and AO BET (rail fastening systems)
Sheremetyevo Airport

- Significant extension to be completed by FIFA Cup 2018
- Investment by 2018: USD 630 million
- New domestic Terminal B, annual capacity of 15 million passengers
- Two connecting tunnels under runways, 2,100 m long
- Additional (third) runway to be built, 3,200 m long (red oval on map)
- Main construction companies:
  - TPS AVIA Holding LTD (RU; Private company)
  - Renaissance Construction (Turkey; Terminal B)
  - Transstroymekhanisatsiya (RU; Runway 3)
  - Master plan: Scott Wilson Group (UK; part of AECOM)
  - ADPI (France; architectural and functional concept)
Domodedovo Airport

- Domodedovo Terminal II
  - Launched construction of the second segment of the passenger terminal: 2014
  - Expected completion: December 2016
- Investment of RUR 27 billion
- Airport’s area to be doubled to 500,000 sqm
- An additional 100 check-in desks and 40 self-service kiosks
- A380 will be able to land
- Considering another runway
- Main construction company:
  - SIGNY GROUP RUSSIA (ZAO) - Russo-Swedish JV
Zhukovsky Airport (1)

- Fourth international airport in Moscow
- Investment of over USD 360 million
- Airport will include 2 passenger terminals and 1 cargo terminal
- Construction of Terminal 1 was completed in May 2016
- Target airport capacity of 12 million passengers per year
- Management company:
  - RAMPORT AERO, JSC
Zhukovsky Airport (2)

- Management company:
  - Ramport Aero – JV between TVK Rossia (RU; subsidiary of Rostec) and Avia Solutions Group (LT)

- Design companies:
  - OOO Stroypodryad (RU)
  - Vilniaus Architekturos Studija (LT)

- Main suppliers of equipment:
  - Wekey Group (RU; distributor of baggage handling systems from Rapissan, Motion 06, Kusch, Evans and Safran)
Yamal LNG (1)

- Located on the Yamal Peninsula, above the Arctic Circle
- Utilizes the resources of the South Tambey Field
- Investment over RUR 680 billion
- Operated by JSC Yamal LNG, a joint-venture of NOVATEK (60%), TOTAL (20%) and CNPC (20%)
- The project includes:
  - Natural gas production (used ARKTIKA Drilling Rigs)
  - Construction of the Yamal LNG Plant
  - Liquefied gas storage
  - Construction of Port Sabetta
  - LNG shipping
  - Construction of power generation facility
Yamal LNG (2)

- Yamal LNG Plant
  - LNG Plant will be built in three phases which will be commissioned in 2017, 2018 and 2019
  - Main construction companies:
    ◦ Technip (France; engineering, procurement and construction)
    ◦ JGC Corporation and Chiyoda (Japan; engineering, procurement and construction)
    ◦ Offshore Oil Engineering Company (China; core modules)
    ◦ Olen Betong AS (Russian sub of Norwegian company; concrete structures)
    ◦ ArcelorMittal (UK; steel structures)
  - Main suppliers of equipment:
    ◦ Offshore Oil Engineering (China; equipment for liquefaction of natural gas)
    ◦ GE (USA; main compressor equipment)
    ◦ Air Products (USA; cryogenic heat exchangers)
  - Technology of natural gas purification:
    ◦ BASF (Germany) - BASF-OASE
Yamal LNG (3)

- Construction of Port Sabetta
  - Federal Agency ROSMORPORT
    - Mezhregiontruboprovodstroy JSC
    - ThyssenKrupp (Germany; steel structures; ASF anchor bolts)
  - Expected completion: 2017

- LNG shipping
  - Building an icebreaker
    - United Shipbuilding Corporation
      - Vyborg Shipyard
    - Atomflot
  - Building LNG tankers
    - Teekay (Canada)
    - DSME (Korea)
    - Mitsui OSK Lines (Japan)

- Construction of power plant
  - Main construction Company: Technopromexport
    - Siemens (Germany)
“Power of Siberia” pipeline

- Pipeline bringing natural gas from Chayanda field (Yakutia) and Kovykta field (Irkutsk Region) to Vladivostok and China
- Investment over RUR 0.8-1.0 trillion
- Operated by Gazprom
- Construction will begin in 2016
- Expected to be operational by 2019
- Main construction companies:
  - Stroytransgaz
  - Stroygazmontazh
  - Sakhatransneftegas
Kirishi-2 Oil Refinery

- Based in Kirishi, Leningrad oblast – annual hydrocarbon crude processing capacity of 4 million tons
- Investment over RUR 170 billion
- Project led by United Business Group
  - Processing depth of 98%
  - Construction of a station for gas liquefaction
  - LNG shipping
- Construction to be started in 2017
Kankunskaya HEPP

- Based in Aldan, South Yakutia
  - Planned capacity of 1,000 MW
  - Average output of 4.87 billion kWh
- Investment over RUR 52 billion
- Investor: RusHydro
- Planned to be fully functional by 2024
Localizations, 2015 – 2019 (1)

- **Bosch**: Factory for EPS and ABS Systems in Samara, opened in 2015, investment: EUR 26 million
- **Claas**: Harvester factory in Krasnodar, opened in 2015, investment: EUR 120 million
- **Volkswagen**: Engine plant in Kaluga, opened in 2015, investment: EUR 250 million
- **DMG MORI**: Machine building plant in Ulyanovsk, opened in 2015, investment: EUR 70 million
- **GEA**: Refrigerator and compressor production plant in Klimovsk (Moscow Region), opened in 2015, investment: not disclosed
- **National Oilwell Varco**: Drilling rigs production plant in Volgorechensk (Kostroma Region), opened in 2015, investment: RUR 4 billion
- **NeoPhotonics**: Production of photonic integrated circuits for telecommunications equipment in Moscow, opened in 2015, investment: USD 30 million
Localizations, 2015 – 2019 (2)

- Lacquer coating production plant in Ulyanovsk, opened in 2015, investment: RUR 1 billion
- Pharma plant in Kaluga, opened in 2015, investment: USD 100 million
- Pharma plant in St. Petersburg, opened in 2015, investment: RUR 4.5 billion
- Polycarboxylic ethers production plant in Lobnya (Moscow Region), opened in 2015, investment: RUR 200 million
- Ceiling boards production plant in Tatarstan, opened in 2015, investment: RUR 3.4 billion
- Pellet plant in Irkutsk, opened in 2015, investment of RUR 600 million
- Auto components production plant in Togliatti (Samara Region), opened in 2015, investment: RUR 750 million
Localizations, 2015 – 2019 (3)

- Polymer-cement coatings production plant in Moscow region, opened in 2016, investment: USD 10 million
- Construction dry mix production plant in Samara, opened in 2016, investment: RUR 550 million
- Auto components production plant in Togliatti (Samara Region), opened in 2016, investment: RUR 313 million
- Plastic containers production plant in Ulyanovsk, opened in 2016, investment: EUR 15 million
- Auto components production plant in Kstovo (Nizhny Novgorod Region), opened in 2016, investment: EUR 6.5 million
- Industrial gases production plant in Rostov, opened in 2016, investment: RUR 1.1 billion
- High-tech feed additives production plant in Lakinsk (Vladimir Region), opened in 2016, investment: RUR 358 million
- Refrigerator production plant in Naberezhnye Chelny (Tatarstan), opened in 2016, investment: RUR 3.2 billion
Localizations, 2015 – 2019 (4)

- **Agricultural machinery production plant in Lipetsk**, opens in 2017, investment: EUR 6.5 million
- **Agricultural machinery production plant in Lipetsk**, opens in 2017, investment: not disclosed
- **Agricultural machinery production plant in Samara**, opens in 2017, investment: EUR 2.5 million
- **Acquisition of dairy food production plant in Voronezh**, approved in 2016, investment: not disclosed
- **Gypsum factory in Chapaevsk (Samara Region)**, opens in 2017, investment: RUR 1.25 billion
- **Car factory near Tula**, opens in 2017, investment: USD 520 million
- **Car factory near Lipetsk**, opens in 2017, investment: USD 30 million
Localizations, 2015 – 2019 (5)

- Pet food production plant in Aksay (Rostov Region), opens in 2017, investment: RUR 4 billion
- Bakery ingredients manufacturing plant in Stupino (Moscow Region), opens in 2017, investment: RUR 300 million
- Cattle food production plant in Lipetsk, opens in 2017-2018, investment: RUR 1.28 billion
- Electric centrifugal pumps components production plant in Lipetsk, opens in 2018, investment: RUR 3.8 billion
- Cable distribution cabinets production plant in Lipetsk, opens in 2018, investment: RUR 1.5 billion
- Pharma factory in Voronezh, opens in 2019-2020, investment: EUR 30 million
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<tr>
<th>country</th>
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<th>service</th>
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<tbody>
<tr>
<td>Russia</td>
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<td>ERP</td>
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