



**Department of Investment Policy and the State Backing of Business of the Tyumen Oblast**



## **Strategy of Investment Development of Food-processing Industry, Agriculture and Fishery in the Tyumen Oblast till 2020**





## Principal features and advantages of the Tyumen Oblast



The Tyumen Oblast including autonomous areas (okrugs) spreads from steppes of Kazakhstan to the Arctic Ocean and occupies the largest part of the West-Siberian Plain. Area of its territory is more than 1400 thousand km<sup>2</sup>. Proximity to economically developed areas of the European part of the country, developing districts of Siberia and the Far East, Republic of Kazakhstan, Asia-Pacific Region countries, availability of various natural resources, high level of infrastructure development, buying ability of the population and industrial potential, political stability are the principal features providing investment appeal of the region.



## Geographical Position and Climatic Conditions



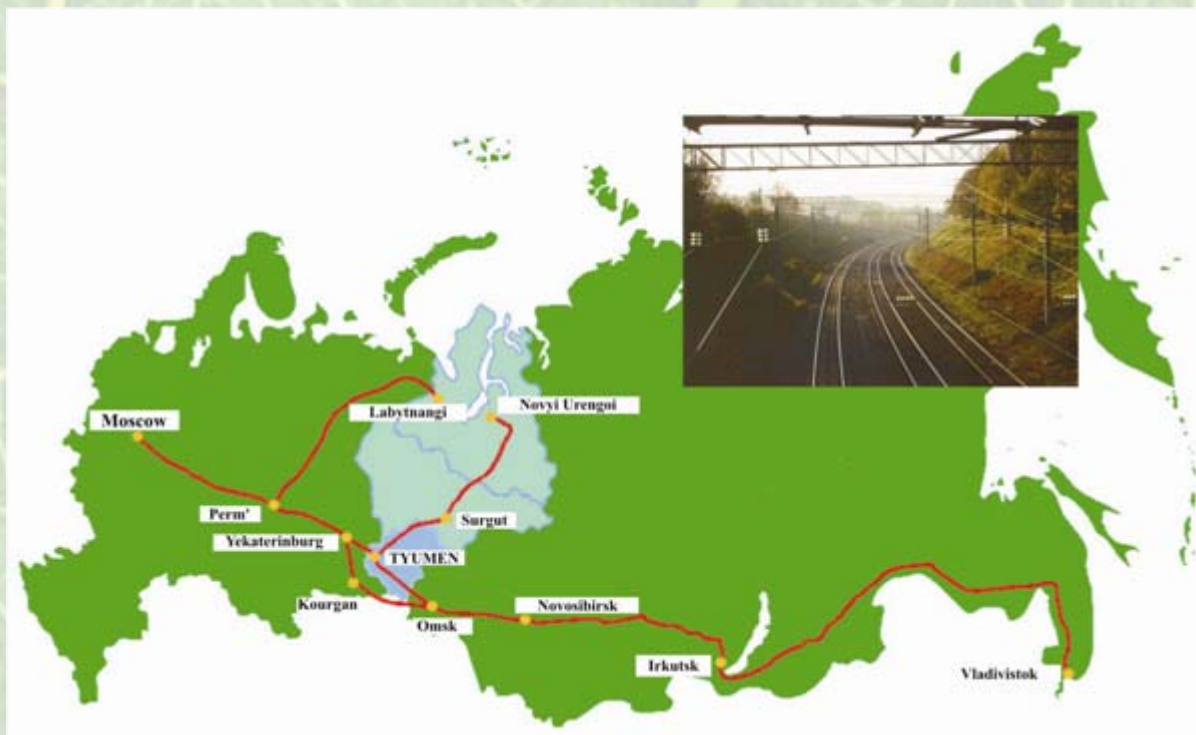
- Climate – **extremely continental**
- Average annual temperature - **0.3°C**
- The coldest month - **January (-17.2°C)**
- The warmest month - **July (+17.8°C)**
- Snow cover stability - **5 months**
- Vegetation period – **155-160 days**
- Annual total precipitation - **457 mm**
- Dominant wind direction – **South-West**
- Number of sunny hours more than **2000 hours per year**  
(in Moscow: 1580 hours per year)
- Basic types of soils: **riverside soil, podzol, sod-podzol, grey-forest, bog soil, black earth, sodic soil,**
- Principal rivers — **rivers of the Ob' river water-collecting area (Irtysh, Ishim, Tobol)**



## Railways, Air transport

The railway transport is being significantly developed. The main Trans-Siberian railway connects the Tyumen oblast with other regional centers of the country.

Pipeline transport, aircraft and river waterway transport are developed. The rivers of Ob'-and-Irtysh basin with developed port infrastructure provide access to the Northern Sea Route.



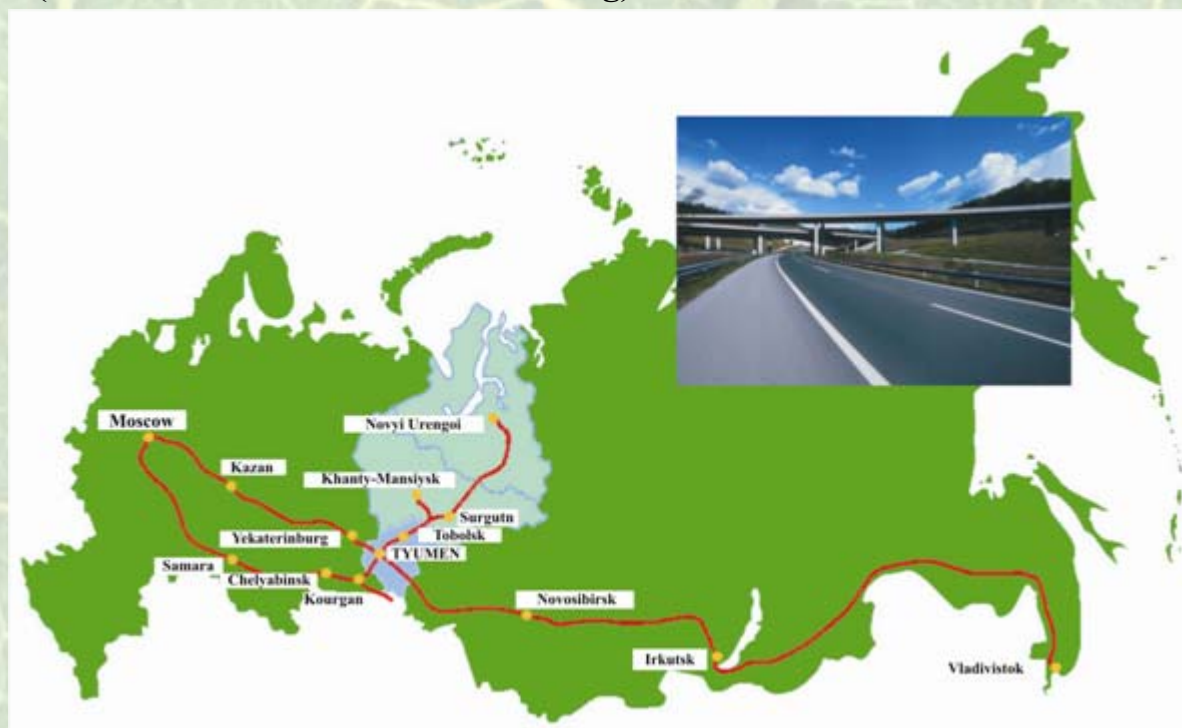
In the city of Tyumen there is an international airport "Roshchino"

## Highways, cargo turn-over

The Tyumen oblast is a cross of roads coming from West to East, from South to North.

The basic highways are:

1. Highway «Moscow-Vladivostok», which will be included into the transnational corridor «Berlin-Peking» being formed;
2. Federal highway, connecting the South of the Tyumen oblast with KhMAO-Yugra (Khanty-Mansiysk autonomous okrug) and YaNAO (Yamalo-Nenetsk autonomous okrug).



Cargo turnover of large and medium-sized motor transport enterprises of the Tyumen oblast during the first six months of 2007 was **61.2 mln. ton-km.**

## Power Facilities

Power stations in the Tyumen Oblast produce about **10 billion kilowatt-hours** per year. Additional production of **800-900 million kWh** is possible. The tariff for operation needs in agriculture is **0.024 euro/kWh**.



Production of thermal energy is **3 000 000 Gcal/year**.  
Extent of thermal networks is 2151 km. The tariff for thermal energy is **4.5 euro/Gcal**.

The Tyumen Oblast is one of the power production leaders among the regions of the country. It's based on the potent power long distance transfer system. There are power reserves in the Tyumen oblast, because of surplus power system at present.



## Provision of Gas Supply

In 2007 the level of gas supply of Tyumen Oblast was **75%** (average level of gas supply provision in regions of Russia is **53%**).

Tariff for natural gas is **35.4 euro/thous. cubic meters**.



By the order of the Tyumen oblast Government a long-term program of gas-supply provisions in the Tyumen oblast has been developed. As a result of this program the gas-supply volume is supposed to increase up to **94.5%** by 2010.

Level of gas supply provision in the south of the Tyumen oblast





## Well-known companies operating in the region



OJSC «THK-BP»



OJSC «SIBUR – Holding»



Halliburton



OJSC «LUKOIL»



OJSC «Tyumenskie motorostroiteli»



OMV AG



OJSC «NK «Rosneft»



OJSC «Tyumen plant of medical equipment and instruments»



Group of companies «Uni-Milk»



OJSC «Transneft»



Metro Cash and Carry GmbH



OJSC «RZhD»



CJSC «Poultry farm «Borovskaya»



McDonald's



RAO «UES of Russia»



Schlumberger



LLC «KRiMM»



OJSC «Gasprom»



KCA Deutag Drilling GmbH



LLC «Ochakovo»



OJSC «Tyumen Battery Plant»



Bentec Drilling & Oilfield Systems GmbH



Kelly Servies



**In accordance with the Strategies the principal trends of economic development of the region and investment appeal are determined:**

- **Cluster of oil-and-gas complex**
- **Cluster of electric power industry**
- **Cluster of forestry and wood-processing**
- **Cluster of consumer industry**
- **Cluster of services and trade**
- **Cluster of agriculture and food-processing**
- **Cluster of construction and construction materials industry**
- **Cluster of tourism**
- **Cluster of transport and logistics**



**At present the Tyumen oblast Government can offer to investors about 60 projects in the specified clusters at the amount of more than 12 milliards of Euro.**



## Principal investment projects and offers in the field of agro-industrial complex

Under support of the regional budget **138 investment projects** are being implemented at the amount of more than **343 millions Euro**, including **108** in animal breeding, **12** in plant growing, **15** in sphere of processing.

### Projects being implemented:

- In the region an international production-and-center of diary farming is being created in cooperation with the company DeLaval (Sweden);
- Foundation of a training center by the company Provimi (Holland) is being planned;
- Every year intensive purchase of pedigree cattle is being fulfilled (during 2006–2007 **15 000 heads of cattle** from France, Holland and Denmark have been purchased);
- Construction of new pig breeding complexes for **100 thousand animals**;
- Modernization of **5 milk-processing factories** in the region with the total investment amount of **63 millions Euro**;
- Construction of new complexes for production and processing of vegetables by the company “KRiMM” (more than **40 000 tons of potatoes per year**).
- Development of the existing fish farming enterprises and creation of new ones, construction of factories for local kinds of fish processing.

### Offered projects:

- Cultivation and processing of vegetables (chips, fries, puree, canned and frozen vegetables)
- Processing of wild growing plants including freezing;
- Foundation of confectionery production units;
- Processing of meat and fish and production of ready products;
- Production of other food staffs;
- The State assets management in the filed of milk processing (city of Ishim) and grain processing;
- Organization of biodiesel fuel production by processing of oil-seed rape.

**The State backing: annual volume amounts to about 135 millions Euro.**



## Agriculture Plant growing

The area of farmland is **3352.2 thousand hectares**, the area of arable land is **1632.5 thousand hectares**.

Farmland is **21%** from the region land fund.

The area of spare farmland is about **700 thousand hectares**, of which **280 thousand hectares** are previously productive arable land plots.

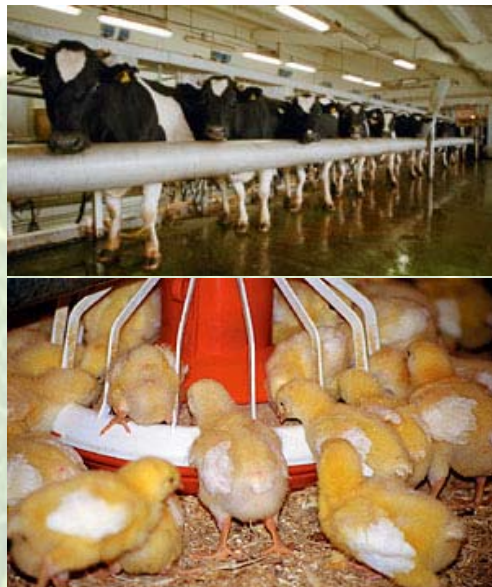
Grants for support of selection and seed-growing, for partial indemnification of expenses on purchase of means of chemicalization, diesel fuel, on insurance of risks in an agricultural production are paid.

In 2006 the total amount of the state backing was **56 000 000 euros**, in 2007 it is more than **110 000 000 euros**.

The climate conditions, soils and high fertility potential availability together with sufficient positive temperatures in the Tyumen oblast make it possible to grow grain and fodder crops, potatoes, vegetables and other cultivated plants, yield capacities of which are higher than those in the Russian Federation.



## Animal breeding and fishery



Modern mega-farms of dairy and meat-stock cattle-breeding and pig breeding complexes have been put into operation.

To supply the dairy complexes with highly productive livestock the following quantity of heads have been delivered into the region: **in 2006 - 6 700 heads, in 2007 - 8 300 heads, in 2008 it's planned to import 5 000 heads** of pedigree heifers of foreign selection (Holland, Austria, Germany, France).

In the territory of the Tyumen oblast the largest poultry farms of the Russian Federation are working.

**The animal breeding industry is focused on breeding of cattle, pigs, goats, horses and poultry.**

The basic kinds of the fishes living in local reservoirs, are: pike, crucian, perch, nerfling, bream, carp, sturgeon, white fish, grass carp, sterlet, pike perch, ruff, eelpout, rudd, syrok, tench, minnow. Some of the above listed kinds of fishes are farmed for commercial purpose, i.e. sturgeon, carp, sterlet, etc.

In the region there are about **40 000 lakes** with **4000 square kilometers** total area.

In 2006 the total amount of fish yield in the Tyumen oblast was higher than **2 000 tons**.

Stocks of water resources of all lakes of the Tyumen oblast is about **4 500 000 000 m<sup>3</sup>**.

**The Tyumen Oblast occupies one of leading positions in system of fisheries in the Russian Federation by its fish stocks and species composition. In the region the basic stocks of Coregonidae fishes are concentrated, besides sturgeon and salmon kinds of fishes are available.**



## Food-processing Industry

The rate capacities of the Tyumen oblast make it possible to produce a wide assortment of basic food products (bread and bakery products, confectionery products, meat and sausage products, whole-milk production, butter, dry dairy products, dairy canned food, flour, groats, alcoholic and nonalcoholic production, etc.)

In the region the positive tendency of growth of manufacture of the basic kinds of the foodstuffs is observed. The consumer market of the foodstuffs is characterized as stable and saturated.

Increase of production volumes is based on increase of a consumer demand for production of the Tyumen manufacturers that is caused by improvement of its quality in connection with introduction of new technologies and expansion of assortment.

Escalating of competitive goods production volumes is supported by purposeful work of the Oblast Government on backing the food industry enterprises.

**Food-processing industry of the Tyumen Oblast has high enough potential to provide the population with high-quality food products and to occupy own segment of the food staff market.**





## The State Backing of Food-processing Industry, Agriculture and Fishery in the Tyumen Oblast

### Forms of the State Backing

1. Establishment of the preferential taxation order within the limits of funds entered into the regional budget.
2. Granting of budgetary credits due to means of the regional budget.
3. Granting of investment tax credits.
4. Granting of subventions and grants due to means of the regional budget.
5. Granting of investments due to means of the regional budget and (or) property of the Tyumen Oblast.
6. Organizational assistance at procedures of granting of land plots and other real estate units being the property of the Oblast.
7. Granting of the State guarantees the Tyumen Oblast.
8. Creation of trust funds.
9. The State backing for technique and reequipment of agricultural enterprises.
10. Creation of conditions for human resourcing for food-processing industry, agriculture and fishery enterprises.
11. Provision of advertising, information and consulting services to the enterprises of food-processing industry, agriculture and fishery.

### Trends of the State Backing

1. Animal breeding industry.
2. Plant growing.
3. Maintaining and improvement of soil fertility of cultivated lands.
4. Development of engineered providing system for food-processing industry, agriculture and fishery.
5. Development of market of agricultural production, raw materials and foodstuff.
6. Development of agricultural consumers' cooperative society.
7. Scientific support of activities in food-processing industry, agriculture and fishery.
8. Integration of agricultural enterprises.

**The State backing can be received by both foreign and russian investors, who invests into development of food-processing industry, agriculture and fishery.**

## **Strategy of Investment Development of Food-processing Industry, Agriculture and Fishery in the Tyumen Oblast till 2020**

### **Goal of the Strategy development:**

**Promotion of investment appeal and improvement of  
competitiveness of enterprises of food-processing industry,  
agriculture and fishery of the Tyumen oblast.  
Implementation of new investment projects**





In order to define directions of investment development of food-processing industry, agriculture and fishery, the branches have been examined

### Food-processing Industry:

- baking sector;
- pasta sector;
- confectionary products sector;
- alcoholic sector;
- fruit-and-vegetable sector;
- meat sector;
- egg production sector;
- butter, cheese and dairy sectors;
- fishery sector;
- oil-and-fat sector;
- combination fodder sector;
- non-alcoholic and light-alcoholic drinks production sector;
- flour milling and grits sector.

### Agriculture and Fishery:

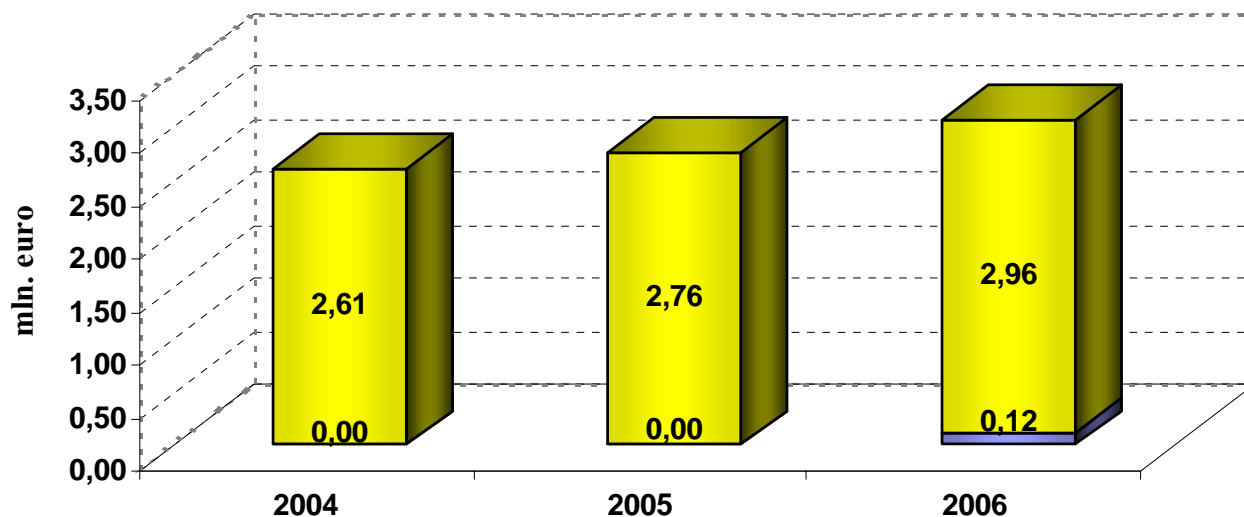
- Plant growing (grain, fodder, oil-yielding crops, potatoes, industrial crops, vegetables growing in the open and under glass).
- Animal breeding industry (is focused on breeding of cattle, pigs, goats, horses and poultry).
- Fishery (Pike, crucian, perch, nerfling, bream, carp, sturgeon, white fish, grass carp, sterlet, pike perch, ruff, eelpout, rudd, syrok, tench, minnow).

## Promising Trends for Investments Attraction

1. Manufacture of deep frozen vegetable mixes and wild-growing crops.
2. Manufacture of berry and vegetable canned food.
3. Manufacture of uncooked smoked sausage products.
4. Development of market of live, cooled, frozen fish and organization of fish-processing enterprises.
5. Construction in the territory of the Tyumen Oblast of breweries of world-known premium beer manufacturers.
6. Cultivation of oil-seed rape, production of rape oil and biodiesel.
7. Production of oat groats and oat-flakes (Hercules).
8. Production of high-quality, high-priced chocolates of premium class.
9. Production of drinking butylated drinking water, beverages, juice and mineral water.
10. Production of dairy products, yogurts, cheeses and others.
11. Construction of mega-farms for dairy and meat stock animal industry.



## 1. Manufacture of Deep-frozen Vegetable Mixes and Wild-growing Crops



- Volume of sales in the territory of the Tyumen oblast of deep frozen vegetable mixes and wild-growing crops manufactured in other regions, mln. euro
- Volume of sales of deep frozen vegetable mixes and wild-growing crops of the Tyumen oblast manufacturers, mln euro

### Competitors

- «Hortex» Company;
- «Hortino» Company;
- «Bonduelle» Company;
- «Ardo» Companies;
- «Unifrost» Companies;
- «Ledovo» GC;
- «Zapadny» cold-store complex;
- «The 5th Season» Ltd.;
- «Rostok» company;
- «Icebit» company.

- The volume of consumption of frozen fruit-and-vegetable products by the Tyumen Oblast population has stable rate of growth.
- At present the thin market capacity of frozen fruit-and-vegetable production in the Tyumen Oblast is **481 tons per year** or **500 100 euros per year** or **14.47 %** of the regional market capacity at the average price **1.04 euro** per one kilo.

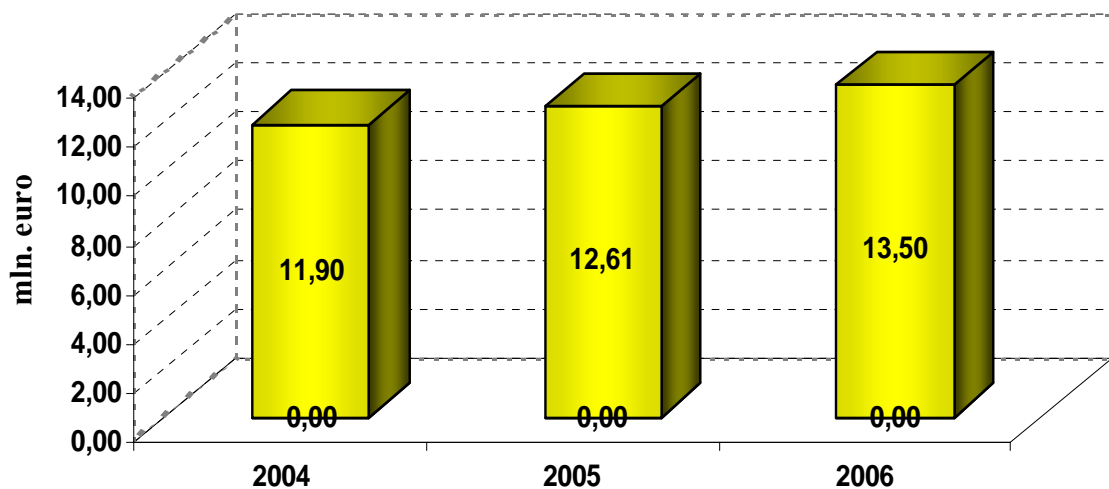
Volume of backlog market demand of promising sales markets at present is **1 157 500 euro per year**, of which **57%** is for the Sverdlovsk Oblast, **43%** – the Tyumen Oblast.

*The investment offer on organization of manufacture of deep-frozen vegetable mixes and wild-growing crops*

№	Subject of the Investment Offer	Development of production of deep-frozen vegetable mixes and wild-growing crops
1.	Place of realization of potential investment project - territoriality of investment activity entities	Uporovski, Tyumenski, Yarkovski, Yalutorovski, Yurginski, Uvatski, Tobolski, Nizhnetavdinski, Vikulovski, Aromashevski, Kazanski districts, Zavodoukovski urban district
2.	Name of the company	New organization
3.	Required investment resources	1 200 000 euro
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</li> </ul>
5.	Step of the offer elaboration	Initial
6.	Contact information	<p>Department of Investment Policy and the State Backing of Business of the Tyumen Oblast</p> <p>Tel.: (3452) 29-65-13</p> <p>Fax: (3452) 29-65-14</p> <p>Email: GovTO@yandex.ru</p> <p>KatuncevVA@invest.tmn-obl.ru</p>



## 2. Manufacture of Canned Berries and Vegetables



- Volume of sales in the territory of the Tyumen Oblast of canned berries and vegetables produced in other regions, mln. euro
- Volume of sales of canned berries and vegetables produced by Tyumen Oblast manufacturers, mln. euro

### Competitors

- Company «Zentis Polska» (Poland);
- Company «Veres» (Ukraine);
- CJSC «Nezhinski cannery holding company» (Ukraine);
- CJSC «Chumak» (Ukraine);
- «Lyskovski cannery factory» (Nizhni Novgorod Oblast);
- TPP «Fruit Kaleidoscope» (Chelyabinsk Oblast);
- LLC «Company «Nectar» (Tula Oblast);
- LLC «Delux DL» (Moscow Oblast);
- Company «Ryabinushka» (Tomsk Oblast);
- LLC ENPP «Prodtrest» (Novosibirsk Oblast);
- LLC «Conex» (Moscow).

- The volume of consumption of canned berries and vegetables by the Tyumen Oblast population has stable rate of growth.
- At present the thin market capacity of canned berries and vegetables in the Tyumen Oblast is **1 135 tons per year** or **2 614 400 euro per year** or **16.23%** of the region market capacity at the average price **2.3 euro** per kilo.

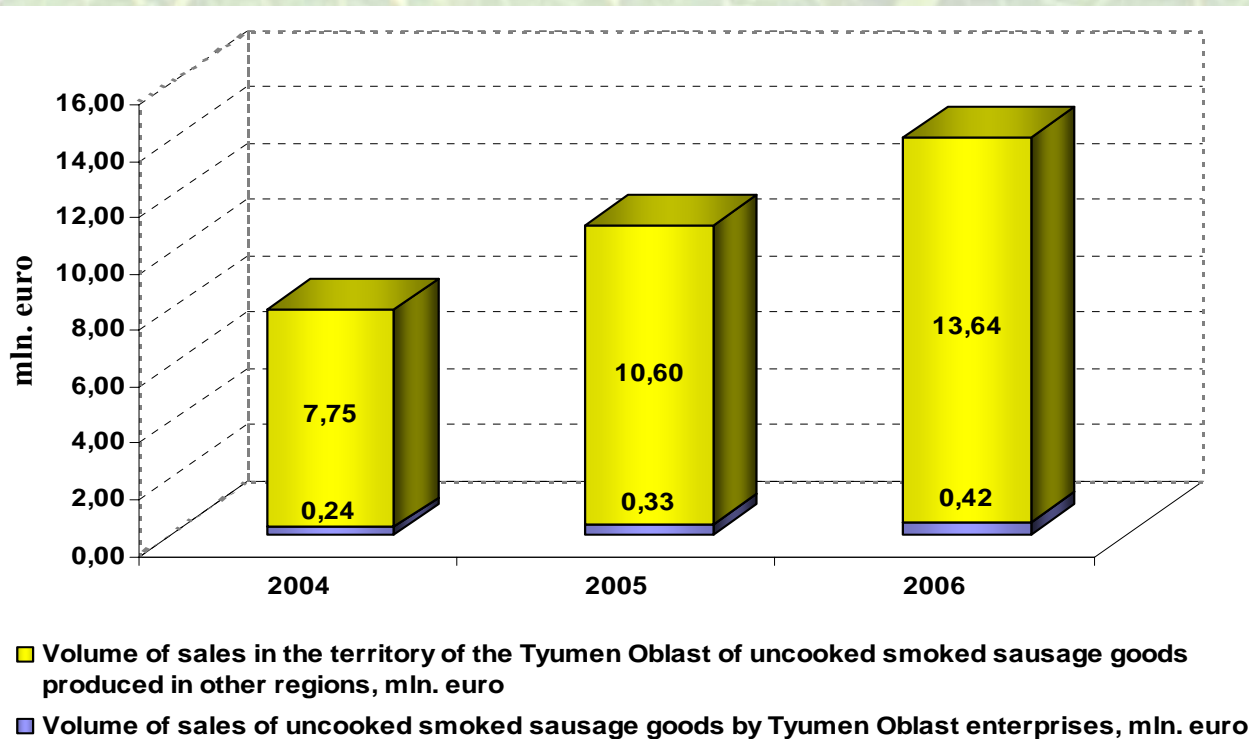


Volume of a backlog market demand of promising sales markets at present is **8 693 800 euro per year**, of which **42%** are for Sverdlovsk Oblast, **30%** – Tyumen Oblast, **16%** - Khanty-Mansiysk Autonomous Okrug (KhMAO) - Yugra, **12%** - Kurgan Oblast.

*The investment offer on organization of manufacture of canned berries and vegetables*

№	Subject of the Investment Offer	Development of production of canned berries and vegetables
1.	Place of realization of potential investment project - territoriality of investment activity entities	Tyumen district
2.	Name of the company	New organization
3.	Required investment resources	10 000 000 euros
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</li> </ul>
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### 3. Production of Uncooked Smoked Sausage Products



➤ The volume of consumption of uncooked smoked sausage products by the Tyumen Oblast population has stable rate of growth.

➤ At present the thin market capacity of canned berries and vegetables in the Tyumen Oblast is **40 tons per year** or **497 100 euro per year** or **3%** of the region market capacity at the average price **12.08 euro** per kilo.

#### Competitors

- CJSC «Mikoyan Meat-Processing Factory» (Moscow);
- OJSC «Cherkizovski Meat-Processing Plant» (Moscow);
- OJSC «Tsaritsyno» (Moscow);
- LLC «Dymovskoye Sausage Production» (Moscow);
- OJSC «Ostankino Meat-Processing Factory» (Moscow);

- CJSC «Meat-Processing Concern «Kompur» (Omsk);
- LLC «Yekaterinburg Meat-Processing Factory» (Yekaterniburg);
- CJSC «Food Factory «Khoroshiy Vkus» (“Good Taste”) (Yekaterinburg);
- Polevskoy sausage factory «Cherkashin & Partner» (City of Polevskoy);
- Meat-processing factory «Veles» (Chastoozerye settlement, Kurgan Oblast).

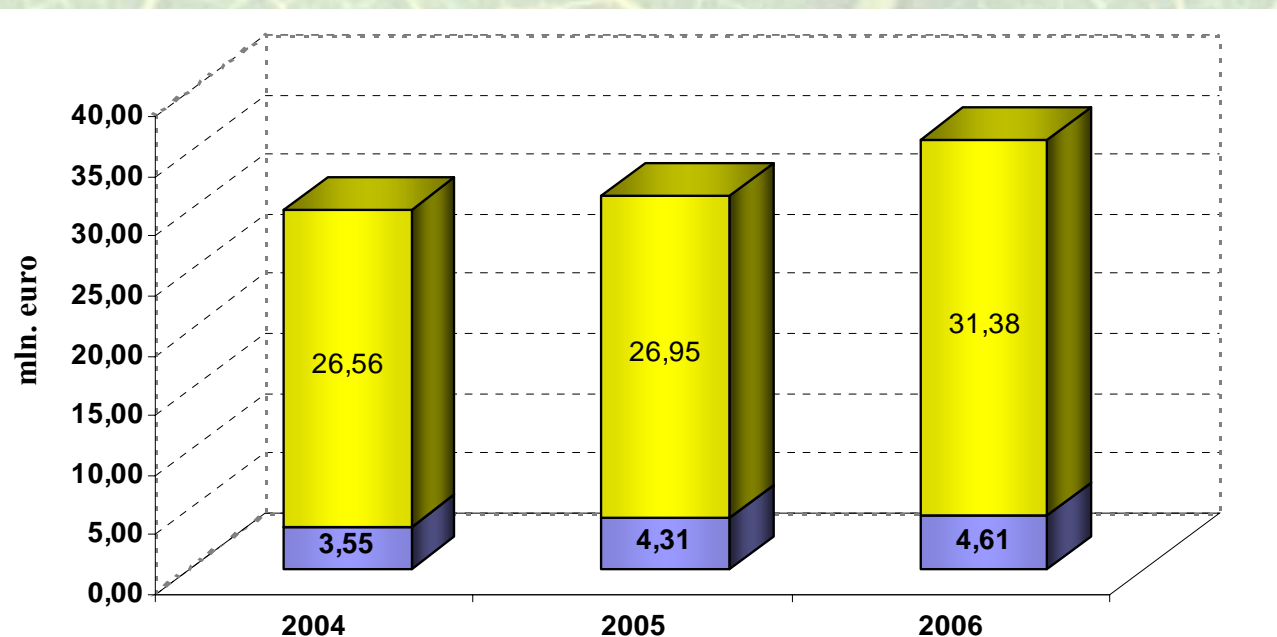


Volume of a backlog market demand of promising sales markets at present is **3 885 900 euro per year**, of which **31%** is for the Sverdlovsk Oblast, **25%** – the Chelyabinsk Oblast, **18%** - KhMAO-Yugra, **12%** - the Tyumen Oblast, **11%** -YaNAO, **3%** - North-Kazakhstan area.

*The investment offer on organization of production  
of uncooked smoked sausage goods*

№	Subject of the Investment Offer	Development of production of uncooked smoked sausage goods
1.	Place of realization of potential investment project - territoriality of investment activity entities	Tyumen district
2.	Name of the company	New organization
3.	Required investment resources	7 000 000 euro
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials and equipment modernization</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</li> </ul>
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## 4. Development of Market of Live, Cooled, Frozen Fish and Fish Processing Enterprises



- Volume of sales in the territory of the Tyumen oblast of fish food products manufactured in other regions, mln. euro
- Volume of sales of fish food products of the Tyumen oblast manufacturers, mln. euro

### Competitors

- LLC «Fishbon» (Yekaterinburg);
- CJSC «Russian Fish Company» (Moscow);
- LLC GSHP «Gydaagro» (YaNAO, Tazovski district);
- GK «Ledovo» (Moscow Oblast).

- The volume of consumption of fish food products by the Tyumen Oblast population has stable rate of growth.
- At present the thin market capacity of live, cooled, frozen fish and fish processed products in the Tyumen Oblast is **761 tons per year** or **1 204 900 euro per year** or **6.4%** of the region market capacity at average price **1.57 euro per kilo**.

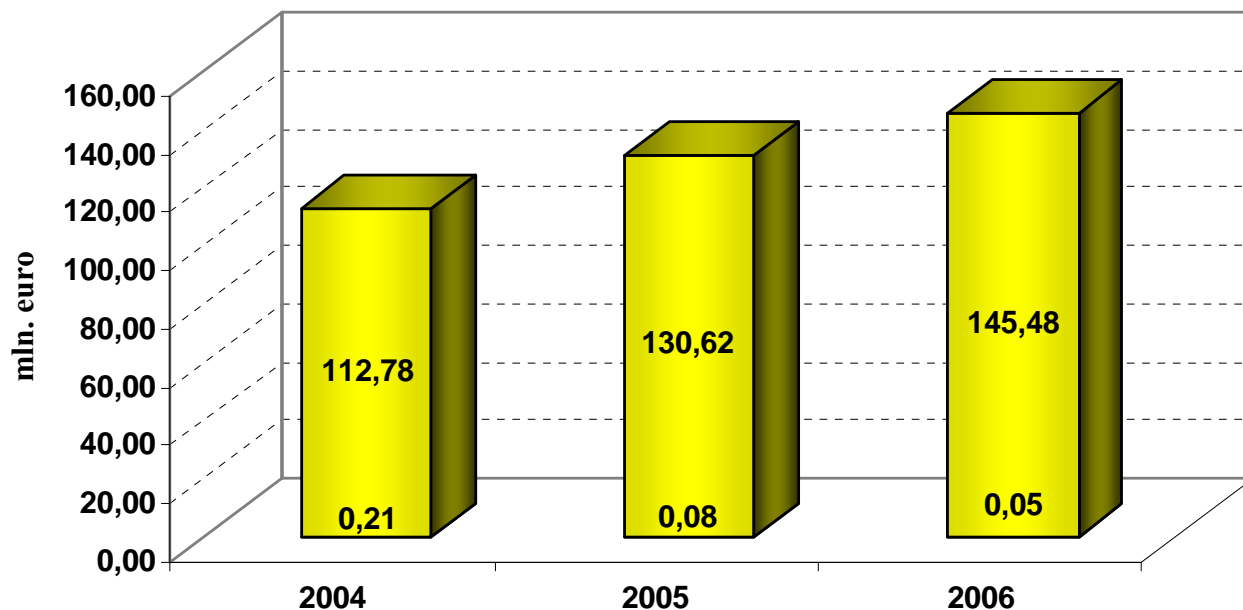


Volume of a backlog market demand of promising sales markets of live, cooled, frozen fish and processed fish products at present is **6 889 100 euro per year**, of which **44%** - the Sverdlovsk Oblast, **26%** – the Tyumen oblast, **20%** - the Novosibirsk Oblast, **10%** - the Omsk Oblast.

*Investment offer on development of the market of live, cooled, frozen fish and fish processing enterprises*

№	Subject of the Investment Offer	Development of market of live, cooled, frozen fish and fish processing enterprises
1.	Place of realization of potential investment project - territoriality of investment activity entities	City of Tyumen, Tyumen and Armizon districts
2.	Name of the company	New organization
3.	Required investment resources	15 000 000 euro
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials and equipment modernization</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</li> </ul>
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## 5. Construction in the Territory of the Tyumen Oblast of Breweries of World-known Premium Beer Manufactures



■ Volume of sales of beer produced by manufacturers from other regions, mln. euro

■ Volume of sales of beer produced by Tyumen Oblast manufacturers, mln. euro

### *Competitors*

- Sun InBev (Sun Interbrew)
- Baltic Beverages Holding AB
- Heineken NV
- Efes Breweries International N.V
- SAB Miller PLC

**Volume of beer consumption by the Tyumen Oblast population has stable rate of growing.**

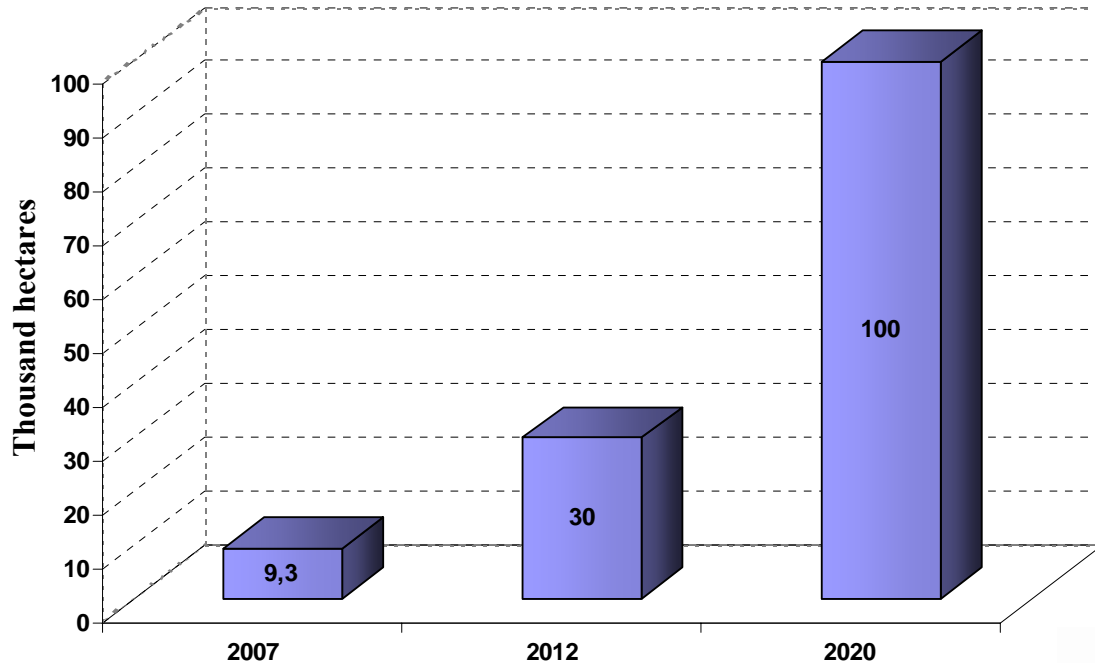


At present the thin market capacity of beer in the Tyumen Oblast is **2 676 thousand liters per year** or **2 783 000 euro per year** or **0.01%** of the region market capacity at the average price of **1.04 euro per liter**.

*The investment offer on construction in the territory of the Tyumen oblast of breweries of world-known premium beer manufactures*

№	Subject of the Investment Offer	Construction in the Territory of the Tyumen Oblast of Breweries of World-known Premium Beer Manufactures
1.	Place of realization of potential investment project - territoriality of investment activity entities	Tyumen district
2.	Name of the company	New organization
3.	Required investment resources	6 000 000 €BPO
4.	Possible form of the State backing	➤The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.
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## 6. Production of Oil-seed Rape, Rape Oil and Biodiesel



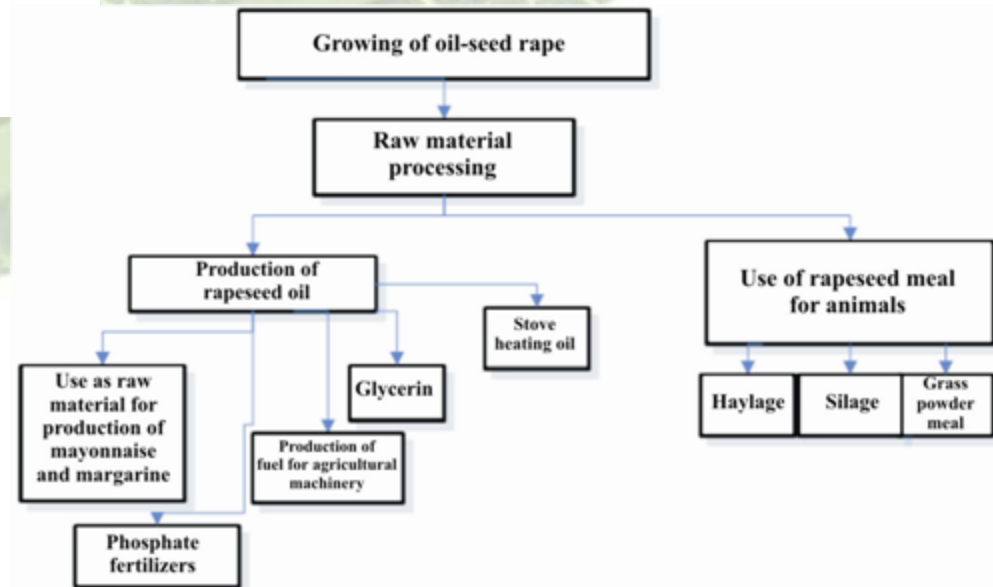
Oil-seed rape sown area in the Tyumen oblast, thousand hectares



➤ In 2007 **9.3 thousand hectares** have been sown with oil-seed rape. By various estimations it's planned to sow with oil-seed rape initially **30 thousand hectares** in the territory of the Oblast. Further it is possible to increase areas under crops up to **100 thousand hectares**.

➤ The cost price of rape seeds is floating, depending on productivity and a region, **from 70 up to 140 euros per ton**.

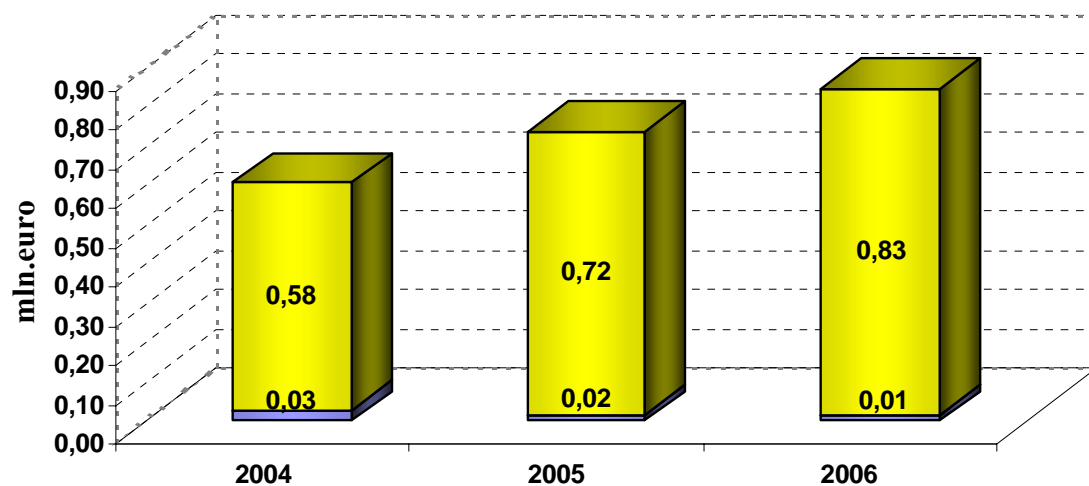
To achieve profitability of rape-production in agriculture it is necessary to concentrate both rape growing and its processing to produce oil and biodiesel and other by-products in one enterprise and to develop nonwaste production process.



***Investment offer for development of production of oil-seed rape,  
rapeseed oil and biodiesel***

№	Subject of the Investment Offer	Development of production of rapeseed, rapeseed oil and biodiesel
1.	Place of realization of potential investment project - territoriality of investment activity entities	Uporovski, Isetski, Golyshmanovski districts, Zavodoukovski township
2.	Name of the company	New organization
3.	Required investment resources	20 000 000 euro
4.	Possible form of the State backing	<p>➤ Subsidization of credit interest on purchase of raw materials and equipment modernization. Subsidization of costs for rape seeds purchase.</p> <p>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</p>
5.	Step of the offer elaboration	Initial
6.	Contact information	<p>Department of Investment Policy and the State Backing of Business of the Tyumen Oblast</p> <p>Tel.: (3452) 29-65-13</p> <p>Fax: (3452) 29-65-14</p> <p>Email: GovTO@yandex.ru</p> <p>KatuncevVA@invest.tmn-obl.ru</p>

## 7. Production of Oat Groats and Oat-flakes (Hercules)



- Volume of sales in the territory of the Tyumen Oblast of oat groats and oat-flakes (Hercules) produced in other regions, mln. euro
- Volume of sales of oat groats and oat-flakes (Hercules) of the Tyumen Oblast manufacturers, mln. Euro

➤ Volume of consumption of oat groats and oat-flakes (Hercules) by the Tyumen Oblast population has stable rate of growth.

➤ At present the thin market capacity of oat groats and oat-flakes (Hercules) in the Tyumen Oblast is **245.07 tons per year** or **96 376 euro per year** or **9.7%** from the region market capacity at average price of **0.39 euro** per kilo.

### Competitors

- CJSC «Biysk cereal factory» (The Altai Territory);
- LLC TK «Slavyanka» (The Altai Territory);
- OJSC «Biysk grain elevator»;
- CJSC «Aleyskzernoproduct» (The Altai Territory);
- CJSC «Soyuz- Pishcheprom» (The Chelyabinsk Oblast);
- Chelyabinsk bread and cereal complex factory (The Chelyabinsk Oblast);

- LLC «Resource» (The Chelyabinsk Oblast);
- CJSC «Sibcorn» (The Omsk Oblast);
- OJSC «Melnitsa» (The Omsk Oblast);
- OJSC «Vostokagro» (The Omsk Oblast);
- OJSC Vereshchagin bread and cereal complex factory (The Perm Oblast);
- CJSC «Chusovskaya Melnitsa» (The Perm Oblast).

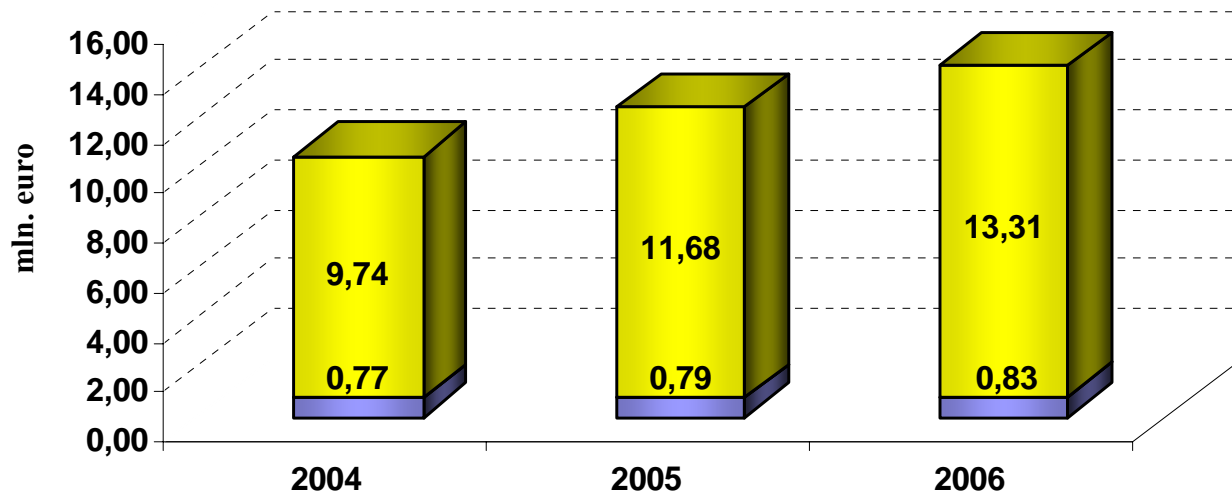


Volume of a backlog market demand of promising sales markets at presents is **967 416 euro per year**, of which **40%** - Sverdlovsk Oblast, **22%** – KhMAO-Yugra, **16%** - Republic of Kazakhstan, **12%** - YaNAO, **10%** - Tyumen Oblast.

*Investment offer on organization of production of oat groats  
and oat-flakes (Hercules)*

№	Subject of the Investment Offer	Organization of production of oat groats and oat-flakes (Hercules)
1.	Place of realization of potential investment project - territoriality of investment activity entities	Yalutorovski district
2.	Name of the company	New organization
3.	Required investment resources	800 000 euro
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials.</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 “On the State backing of investment activities in the Tyumen oblast”.</li> </ul>
5.	Step of the offer elaboration	Initial
6.	Contact information	<p>Department of Investment Policy and the State Backing of Business of the Tyumen Oblast Tel.: (3452) 29-65-13 Fax: (3452) 29-65-14 Email: GovTO@yandex.ru KatuncevVA@invest.tmn-obl.ru</p>

## 8. Production of High-quality and High-priced Chocolate products of Premium Class



- Volume of sales in the territory of the Tyumen oblast of chocolate confectionery products manufactured in other regions, mln. euro
- Volume of sales of chocolate confectionery products of the Tyumen oblast manufacturers, mln. euro

### Competitors

- «The United Confectioners» Holding Company;
- «Nestle Foods» Company;
- «Kraft Foods» Company;
- «Slad&Co» Company;
- «Mars» Corporation;
- «Cadbury» Corporation;
- «A.Korkunov» Company.

➤ The increase in volume of confectionery products consumption together with growth of the population incomes bear evidence of practicability of manufacture of premium confectionary and chocolate products.

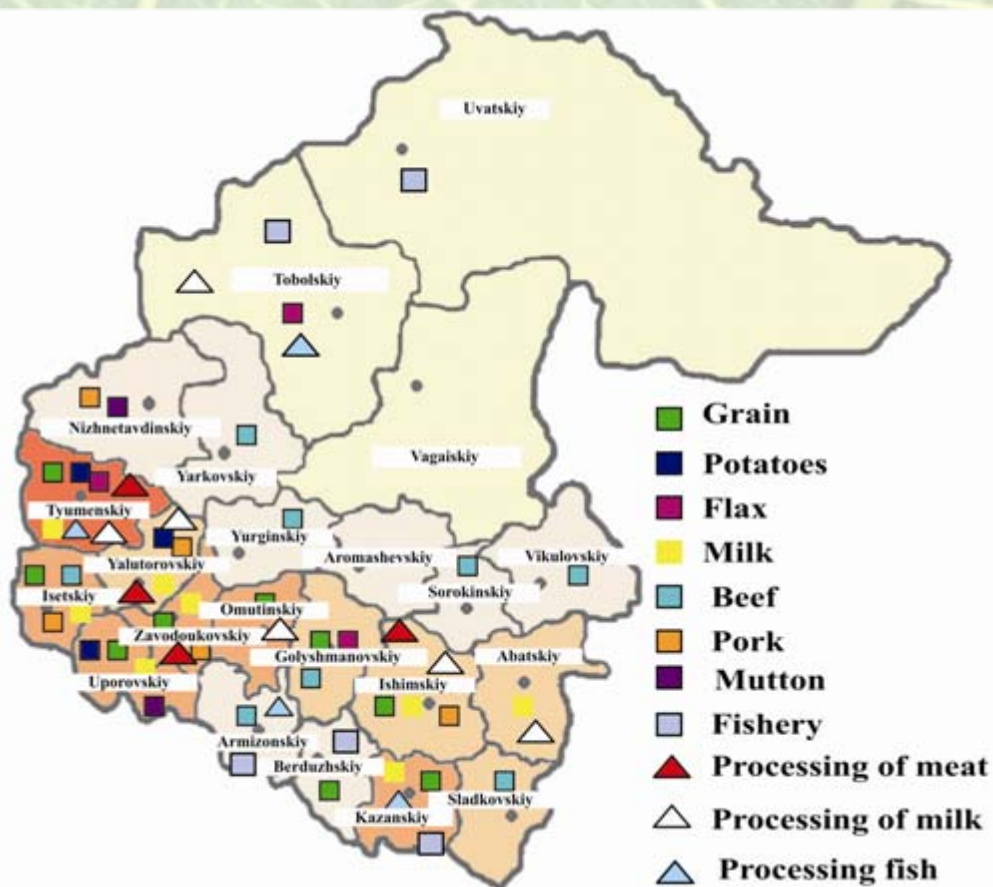
➤ At present the thin market capacity of confectionery products in the Tyumen Oblast is **88 tons per year** or **355 300 euros per year** or **2.6 %** of the region market capacity at the average price **4.05 euros** per one kilo.

Volume of a backlog market demand of promising sales markets at present is **6 663 400 euros per year**, of which **49%** is for Republic of Kazakhstan, **43%** - the Sverdlovsk Oblast, **5%** - the Tyumen Oblast, **3%** - Yamalo-Nenetsk Autonomous Okrug (YaNAO).

*The investment offer on organization of manufacture of high-quality, high-priced premium chocolate products.*

№	Subject of the Investment Offer	Organization of manufacture of high-quality, high-priced premium-class chocolates
1.	Place of realization of potential investment project - territoriality of investment activity entities	City of Yalutorovsk, Tyumen district
2.	Name of the company	New organization
3.	Required investment resources	2 000 000 euro
4.	Possible form of the State backing	<ul style="list-style-type: none"> <li>➤ Subsidization of credit interest on purchase of raw materials</li> <li>➤ The State backing according to the Tyumen Oblast Law of 08.07.2003 No159 "On the State backing of investment activities in the Tyumen oblast".</li> </ul>
5.	Step of the offer elaboration	Initial
6.	Contact information	<p>Department of Investment Policy and the State Backing of Business of the Tyumen Oblast            Tel.: (3452) 29-65-13            Fax: (3452) 29-65-14            Email: GovTO@yandex.ru            KatuncevVA@invest.tmn-obl.ru</p>

## Promising Directions of Economic Activities Development in Agro-Industrial Complex



Grain production	Zavodoukovskiy urban district, Tyumenskiy, Uporovskiy, Ishimskiy, Isetskiy, Kazanskiy, Berdyuzhskiy, Omutinskiy, Golyshmanovskiy districts.
Production of potatoes and vegetables	Tymenskiy, Uporovskiy, Yalutorivskiy districts
Flax and flax-fibre production	Tobolskiy, Golyshmanovskiy districts, Tyumen (Utyashevo)
Milk production	Zavodoukovskiy urban district, Abatskiy, Ishimskiy, Kazanskiy, Tyumenskiy, Uporovskiy, Isetskiy, Yalutorovskiy districts
Beef production	Vikulovskiy, Golyshmanovskiy, Isetskiy, Sladkovskiy, Sorokinskiy, Yurginskiy, Yarkovskiy districts
Pork production	Zavodoukovskiy urban district, Ishinskiy, Isetskiy, Yalutorovskiy, Nizhnetavdinskiy districts
Mutton production	Uporovskiy, Nizhnetavdinskiy districts
Fishery	Berdyuzhskiy, Kazanskiy, Tobolskiy, Armizonskiy, Uvatskiy districts
Processing of meat	Ishim, Yalutorovsk, Zavodoukovsk, Tymenskiy district
Processing milk	Tyumen, Yalutorovsk, Ishim, Tobolsk, Omutinskiy district, Abatskiy district
Processing fish	Tyumen, Tobolsk, Kazanskiy district, Armizonskiy district

## Advantages of the Tyumen Oblast for Capital Investments

### *Available advantages*

- Payable commodity market.
- Advantageous economic-and-geographical position.
- Productive climatic and ecological conditions.
- Well-developed infrastructure.
- No deficiency and low tariffs for energy sources.
- Proximity of raw material markets, sales markets, convenient transportation to neighboring regions and countries.
- Stable political situation.
- Lending of wide and various governmental support to agricultural goods manufacturers
- Consistent financial policy of the regional legislative and executive bodies in respect of food processing industry, agriculture and fishery.
- Subsidization of agrarian yang specialists for housing purchasing purposes.

### *Improving advantages*

- Placement of the state order in TGSHA (Tyumen State Agrarian Academy) on purposed intake of students for the most deficient professions.
- Additional scientific researches to define exclusivity of the Tyumen Oblast agriculture.
- Initiation of creation of conditions for simplification of procedure and reduction of terms of reception of the allowing documentation for construction of new enterprises.
- The State backing to the regional enterprises in certification and marking of the best goods and their popularizations at fairs, exhibitions and mass-media.
- Development of a crop rotation program in view of climatic, technical, geographical, power, economic and social conditions.
- Balanced scorecard improvement.

### *Target*

- Granting as long-term rent of land plots for investors in promising directions of development of food-processing industry, agriculture and fishery.
- Development of actions on creation of alternative regional trading-marketing networks to procure agricultural products at small commodity producers and personal subsidiary economies for their further sales.



## **The list of prime actions to improve competition situation between enterprises of the Tyumen Oblast, and to improve efficiency of activity of executive authorities of the Tyumen Oblast and local authorities**

- 1. To render the regional enterprises the state backing in certification and marking of the best goods and their popularizations at fairs, exhibitions and in mass-media.**
- 2. To found a land plot bank of the Tyumen Oblast.**
- 3. To develop actions on creation of alternative regional trading-marketing networks to procure agricultural products at small commodity producers and personal subsidiary economies for their further sales.**
- 4. To place the state order in TGSHA (Tyumen State Agrarian Academy) on purposed intake of students for extremely deficient professions for agricultural and fishery enterprises of the Tyumen Oblast.**
- 5. To carry out additional scientific researches of exclusivity of agriculture in the Tyumen Oblast.**
- 6. To initiate granting as long-term rent of land plots for those investing in promising directions of development of food-processing industry, agriculture and fishery.**
- 7. To initiate creation of conditions for simplification of procedure and reduction of terms of reception of the allowing documentation for construction of new enterprises.**

**Besides the investment offers presented in this booklet, other investment projects in the field of food-processing industry, cattle breeding, plant growing, fishery and fish farming are welcomed also.**

# Our development is your success!

## Thank you for your attention

### Contact Information

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