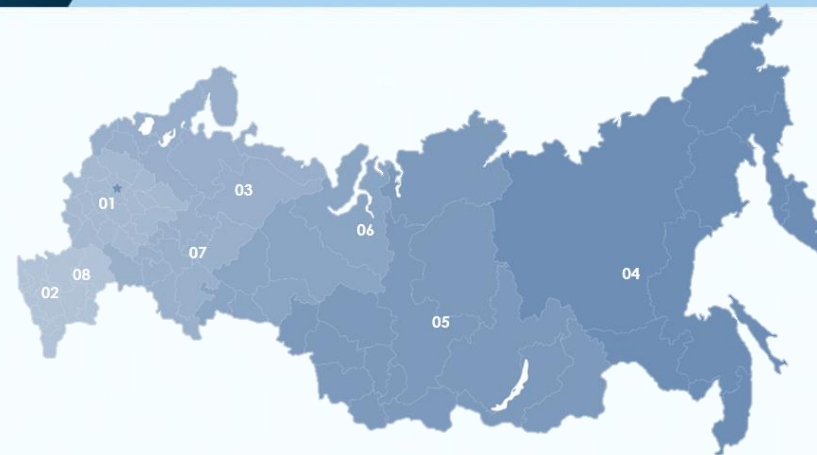




Localization prospects in the Russian Federation

Deputy General Director for civil marine engineering, CSI Kyras Stoianov Dmitrii



01 Central federal district



02 Southern federal district



03 North-Western federal district



07 Volga federal district



06 Urals Federal district





04 Eastern federal district



05 Siberian federal district



 Number of shipbuilding enterprises in the region

 Amount of ships scheduled for construction until 2035

Perspective plan for the needs of civil vessels and marine engineering for the period till 2035

Type	Amount
A. Vessels of class «river», «river-sea»	385
B. Maritime transport fleet	45
B. Vessels for the needs of the fuel and energy complex and for work on the shelf (not ice class)	90
Г. Icebreakers and ice-class vessels	111
Д. Fishing fleet	216
E. Scientific research vessels	47
Total	894

Shipbuilding complex "Zvezda" (SSK "Zvezda") is a strategically important project for the far Eastern region and the for the whole domestic large-scale shipbuilding industry

Ensuring the maximum level of localization for each type of vessels planned for production at the production facilities of the shipbuilding complex "Zvezda"

Formation of a panel of suppliers and manufacturers for large-tonnage vessels in order to implement the production program of SSC "Zvezda"

SSC "Zvezda" able to receive all possible state support measures available for the shipbuilding industry

Production program of SSK "Zvezda" until 2035 (total 118 units.)

- vessels with displacement up to 350 thousand tons
- elements of oil and gas platforms
- tankers of high ice-class
- gas carriers of high ice class
- other types of marine equipment of any complexity



In accordance with the order of the government of the Russian Federation to increase the level of localization of ship component equipment for the production program of SSC "Zvezda", JSC "Central research Institute "Kurs" together with interested organizations is working on the selection of manufacturers of high-quality ship equipment that can be used in the construction of large-capacity vessels

**Selection of manufacturers
in the Russian Federation**

In case of absence

**Selection of alternative
manufacturers abroad
(including in the Republic of
Korea)**

"BOLSHOY KAMEN" INDUSTRIAL PARK



**Together with the JSC "Far East
development Corporation", work is
underway to form the "Bolshoy
Kamen" technopark**

INVESTMENT PROJECT. SHIPBUILDING
COMPLEX "ZVEZDA" (SSK "ZVEZDA»)



2 km

Business proposal on participation in the project “Bolshoy Kamen” Industrial Park

Advantages:

- 1 According to the Federal Law of Russian Federation № 212 dated the 13-th of July, 2015 the tax benefits and other preferences in the frame of the Free Port Vladivostok are provided
 - ✓ *The right for refunding of VAT – 10 working days*
 - ✓ *VAT for the export and import of goods with applying for custom procedure of a free custom zone*
 - ✓ *Customs duty, application of the customs procedure of a free custom zone*
 - ✓ *Profit tax*
 - ✓ *Property tax*
 - ✓ *Land tax*
 - ✓ *Social benefits*



- 2 Residents are provided with support services: ensuring the secure on the perimeter of facility, cleaning the territory, technical customer services
- 3 Residents are provided with all necessary transport and engineering infrastructure facilities for their project implementation:

Higway	Power supply networks	Water supply networks	Gas supply 3751,5
7,5 km	20 mw	49 m3/h	m3/h

- 4 Well-developed transport infrastructure:

Resolution of the Government of the Russian Federation of July 17, 2015 No. 719

"About confirmation of production of industrial products in the territory of the Russian Federation»

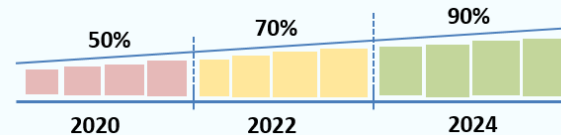
Sea ships

- 1) Laying and assembling the ship's hull from planar and volumetric sections (blocks) produced on the territory of the EEC member States;
- 2) the use of maneuvering components (fixed-pitch screws, adjustable – pitch screws, screw-steering columns) produced in the territory of the EAEU member States during the construction of the vessel
- 3) availability of necessary permits for installation of the cargo system, installation of the cargo system (only for item 30.11.22.113 sea Vessels for transportation of liquefied gases (gas carriers))
- 4) ship completion
- 5) conducting mooring and sea trials of the vessel
- 6) ship delivery

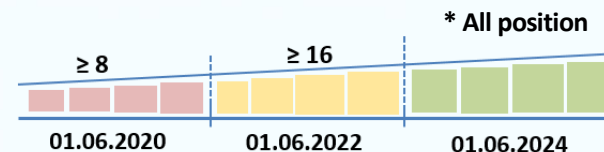
River vessels

- 1) Laying and assembling the ship's hull from planar and volumetric sections (blocks) produced on the territory of the EEC member States;

The mass of planar and volumetric sections (blocks) and materials for the vessel hull made in the territories of the EEC member States shall be not less than the mass of the vessel hull:



- 2) *Installation and production or use in the construction of a vessel from June 1, 2019, at least 8, from June 1, 2021, at least 16, from June 1, 2023, of all of the following main systems, equipment and mechanisms:*



- 3) ship completion
- 4) conducting mooring and sea trials of the vessel
- 5) ship delivery



Novenco (Denmark)
a Memorandum on joint production was signed



Novenco A.S. (Norway)
Heating and ventilation systems.



Shin shin machinery co., ltd (Korea)
in December 2019, a Memorandum was signed with Atomenergomash on localization of pump production



Adria Winch Zelenodolsk (Croatia)
Joint venture with JSC "SK "AK bars" for the design And production of deck equipment



Phoenix Contact (Germany)
Electromechanical components



Azcue Pumps (Spain)
Localization of production of ship-wide pumps, pumps for drinking water, sea water, waste water, fuels, oils and oil-containing waters



Palfinger (Austria)
launched the production of cranes and special equipment for lifting, loading and transportation of goods



ROCKWOOL (Denmark)
Thermal insulation materials



JOTUN PAINTS (Norway)
In 2017, the production of marine coatings was launched in Russia (230 jobs were created)



Hempel (Denmark)
Localization of production of paint products



DENIZSAN (Turkey)
- Anchor and mooring equipment
- Deck closures



SHIPBUILDING SHIP REPAIR (Nizhny Novgorod)
Russian industrial and manufacturing company.



SORMEC (Italy)
Sormec srl is an Italian manufacturer of marine and offshore cranes with 30 years of experience in the market



Alfa Laval (Sweden)
Along with LLC "promtechnologii» localization of production of oil and fuel separators

Ship design offices

Shipbuilding and ship repair facilities

Shipboard equipment manufactures

Suppliers of components and materials



Minister of Industry and Trade of the Russian Federation



Republic of Korea

Russian-Korean center for marine equipment



Russia



Russian-Korean cooperation

As part of the implementation of the concept of "9 bridges" of the Russian-Korean trade and economic cooperation on September 11, 2018 in Vladivostok, an Agreement was signed on scientific and technical cooperation between JSC "Concern "Morinsis-Agat" and the Korean research Institute of marine equipment (KOMERI) and on the creation of a joint Russian-Korean center for marine equipment on the basis of JSC «CRI «Kurs»

СОГЛАШЕНИЕ	협약서	AGREEMENT
<p>о научно-техническом сотрудничестве между акционерным обществом «Концерн «Моринформсистема-Агат» и Корейским научно-исследовательским институтом морского оборудования (KOMERI)</p> <p>г. Владивосток 11 сентября 2018 г.</p>	<p>the Joint Stock Company 'Concern Morinformsystem-Agat' 와 한국조선해양기자재연구원 (KOMERI)간 과학기술협력에 관한 협약</p> <p>블라디보스톡 시(市) 2018 년 9 월 11 일</p>	<p>On scientific and technical cooperation between Joint Stock Company «Concern Morinformsystem-Agat» and Korea Marine Equipment Research Institute (KOMERI)</p> <p>Vladivostok September 11, 2018</p>
<p>Акционерное общество «Концерн «Моринформсистема-Агат», в лице генерального директора-генерального конструктора Ашена Георгия Владимировича и Корейский научно-исследовательский институт морского оборудования (KOMERI), в лице директора Ким Киль Енг, именуемые в дальнейшем Сторонами, принимая во внимание опыт, накопленный двумя организациями в области судостроения, признавая, что Стороны осуществляют научно-техническую деятельность в областях, представляющих взаимный интерес, учитывая, что научно-техническое сотрудничество составляет одну из основ двусторонних отношений, и является важным элементом партнерства между странами, заключившими в том числе в рамках</p>	<p>Joint Stock Company 'Concern Morinformsystem-Agat', Mr. G.V. Antsev 와 한국조선해양기자재 연구원 (KOMERI, 공길영 원장) 이하 '양측' 이라 한다)은 양 기관의 조선분야에 축적된 경험을 바탕으로, 상호 관심 분야에서 과학기술활동을 수행하고 협력하여 대한민국과 러시아연방 간 동반자관계를 유지하며, 한-러 양국의 '9 Bridges' 구상계획을 포함한 양국간 협력사항과 관련하여 아래사항에 합의한다.</p>	<p>Соввершено в г. Владивосток «11» сентября 2018 года</p> <p>в двух экземплярах, каждый на русском, корейском и английском языках, причем все тексты имеют одинаковую силу.</p> <p>В случае различного толкования преимущественную силу имеет текст на английском языке.</p> <p>Российская сторона Генеральный директор - генеральный конструктор акционерного общества «Концерн «Моринформсистема-Агат» Антsev Г.В.</p> <p>Корейская сторона Директор Корейского научно-исследовательского института морской техники (KOMERI) Ким Киль Енг</p>
		<p>2018 년 9 월 11 일 블라디보스톡 시에서 체결되었으며,</p> <p>러시아어, 한국어 및 영어로 각 2 부씩 작성되며, 모든 원본은 동등한 효력을 갖는다.</p> <p>해석이 다를 경우에 영어버전을 우선으로 한다</p> <p>러시아 측 Joint Stock Company Concern Morinformsystem-Agat 안테프 G.V. Antsev 대표이사-대표설계사</p> <p>한국 측 한국조선해양기자재연구원(KOMERI) 공길영 원장</p> <p>Russian side General Director - Chief Designer of the Joint Stock Company «Concern «Morinformsystem-Agat» Mr. G.V. Antsev</p> <p>Korean side Director of Korea Marine Equipment Research Institute (KOMERI) Kim Kilyoung</p>

The main activities within the framework of the signed agreements:

- implementation of joint research, technological and priority pilot projects
- development of research, development and technological potential in the shipbuilding industry of the Russian Federation and the Republic of Korea
- assistance and support of Korean companies for the organization of localized production in the Russian Federation, the selection of Russian technology partners
- development of personnel potential (exchange of scientists, specialists, students) in order to implement scientific, technical and scientific-educational programs, projects and other measures to strengthen cooperation

Services of the Russian-Korean center (basic)

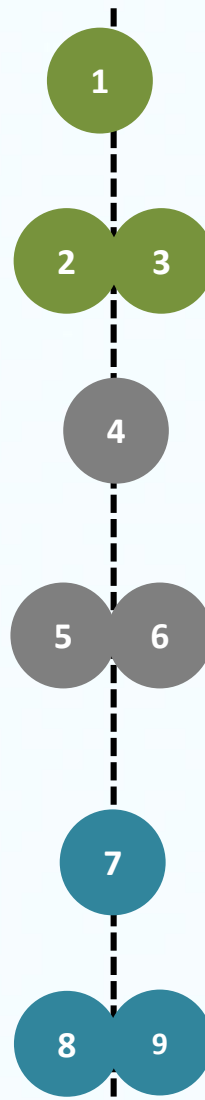
Information and consulting support of the negotiation process

Selection of measures of state support and other optimal ways of financing the localization project

Developing product strategy: elaboration of a database of potential customers, formation of the dealership distribution network, service support

Prospects for the development of the Russian-Korean center

Joint design of marine vessels and small fishing vessels



Selection of technological partners, search for suitable technological solutions for the implementation of localization projects

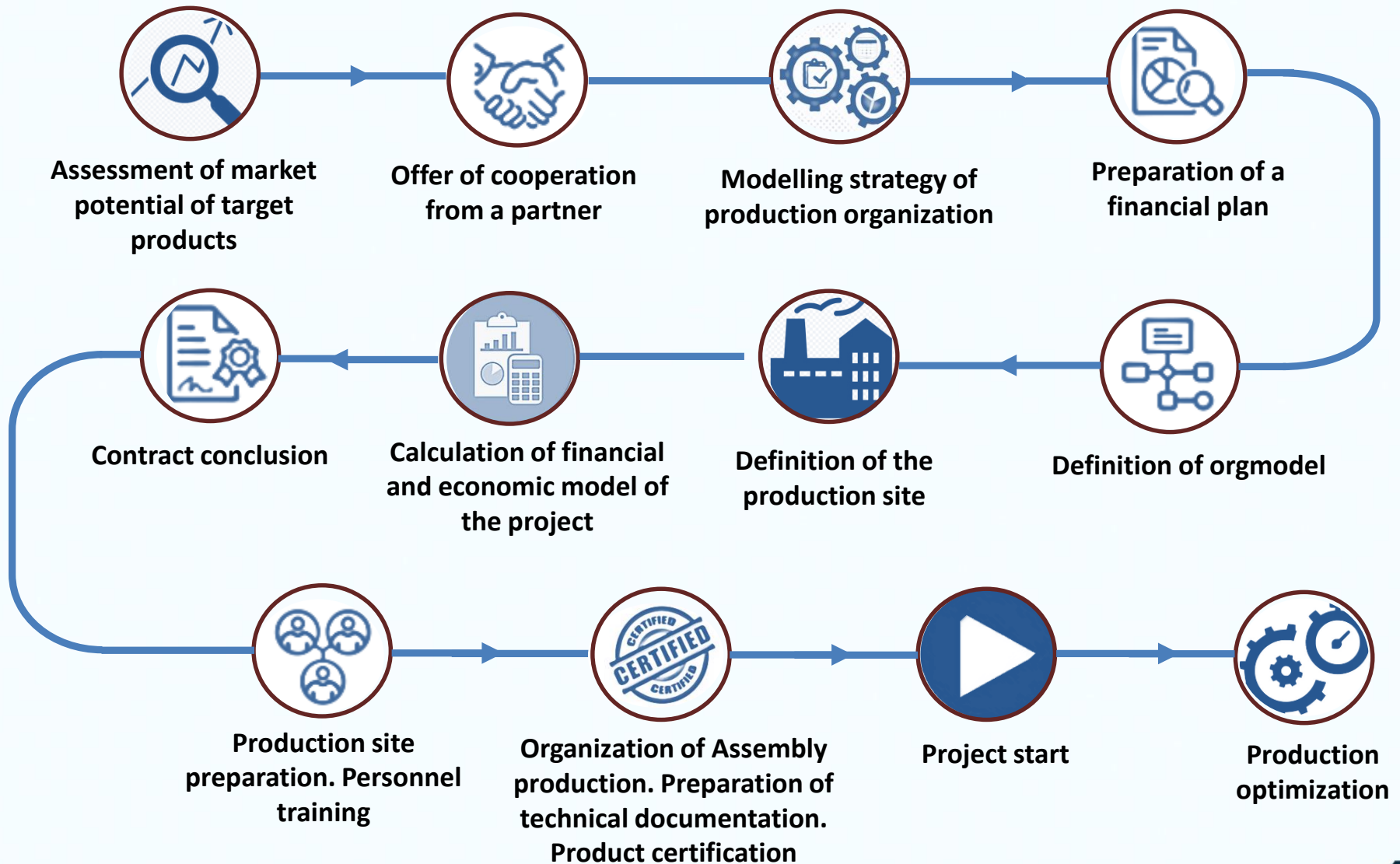
Examination of the ship projects on the subject of dependence on import marine equipment and their support

Services of the Russian-Korean center (commercial)

Assistance in the development of business plans/roadmaps for the implementation of projects for the localization of ship components

Joint research and development

Comprehensive support of the entire life cycle of localization projects: from marketing research to market promotion



- ✓ low cost of production (after the depreciation of the ruble production resources in Russia have become cheaper, this applies to: salaries, electricity, water, etc.);

- ✓ proximity to the huge market of the Eurasian economic Union – more than 183 million people (optimal logistics, lack of customs clearance, etc.);

- ✓ low level of competition (not many competitive manufacturers compared to Europe);

- ✓ high demand for the construction of various types of ships and marine equipment (formed a long-term plan for the needs of civil ships and marine equipment for the period up to 2035);

- ✓ creation by the state of favorable conditions for doing business (reduction of tax rates, customs duties, subsidies, etc.);

- ✓ placement of productions in special economic zones (including the special economic zone of shipbuilding orientation "Lotus" in the city of Astrakhan).



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