

Azimuth

"Buy land, they're not making it anymore".  
Mark Twain

## Investment projects

### Group companies "Terra – West"



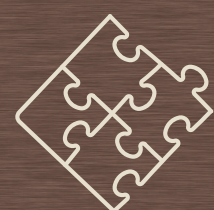
GC „Terra-West“ is an universal organization, which would help you to develop your business on the territory of SEZ of Kaliningrad region.

We would help you to choose where to locate your enterprise and find required land. In case of need, we would form a new plot of land with implementation of necessary cartographical and geodesic works, and we would provide service to document for its state registration and earmarking change.

We would also prepare a program of territory development and propose you investment projects, which are already prepared for realization, of housing, industrial zone and energy sales company creating, transport and logistic, formation and advance of tourist and recreation area, grocery and farming.

*Terra-West invites for mutually beneficial cooperation for implementation of the proposed investment projects in the Kaliningrad region.*

*Yours faithfully,  
the chairman of GC "Terra-West" board of directors  
Balayan Artur Benikovich*



Azimuth

The chairman of GC "Terra-West" board of directors  
Balayan Artur Benikovich

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### Group of the companies "Terra West", OOO Azimuth: variety of services

- Plots formation
- The preparation of technical documents for earmarking change.
- Geodesy and cartography
- Investment
- Innovation
- Infrastructure
- Projecting and building



# WHY IS IT PROFITABLE TO INVEST IN KALININGRAD REGION?

The advantages of doing business on the territory of Kaliningrad region:

- It has great invest potential;
- It is situated in the center of Europe;
- It has developed transport and energetic infrastructure;
- It has great tourist potential;
- There are federal special programs of Kaliningrad region which are proceeding now;
- Residents of SEZ are provided custom and tax preferences.

## INVEST PROJECTS OF GC “TERRA-WEST”

### HOUSING

- The housing estate on 250 000 m<sup>2</sup> on the land of 50 acres.



Location: 3 km from the Baltic coast, 35 km from Kaliningrad, 8 km from Pionersky (the future residence of President of Russia), 20 km from set. Yantarniy (gambling zone), 28 km from Kurshskaya Coast (national park). The projects of survey and planning are endorsed. There is a possibility to use a well point. There is a gas pipeline on this territory, and the limit of gas usage is endorsed on 7 mln m<sup>3</sup>. There are two electricity transmission lines with the power of 110 kW и 15 kW accordingly, the central sewerage is situated 6 km from the land.

*In implementing this project: the terms – 3–4 years, cost price 1m<sup>2</sup> – 20 000 rub/1m<sup>2</sup>, profit from 1m<sup>2</sup> –10 000–15 000 rub/1 m<sup>2</sup>.*

- The housing estate on the land of 14,4 acres.



Location: the fifth km of Kaliningrad- Zelenogradsk road (south set. Holmogorovka, 35 km to federal resort Svetlogorsk and 23 km to resort town Zelenogradsk); 30 km from Pionersky (the future residence of President of Russia), 37 km from set. Yantarniy (gambling zone), 27 km from Kurshskaya Coast (national park). There are two housing projects at the moment.

*Variant 1 (20 000 m<sup>2</sup>).  
This project provides townhouse building: the term – 2 years, cost price 1m<sup>2</sup> – 20 000/1m<sup>2</sup>, profit from 1m<sup>2</sup> – 20 000 rub/1 m<sup>2</sup>.*

*Variant 2 (100 000 m<sup>2</sup>).  
This project provides mid-rise building (up to 5 floors) the term – 2 years, cost price 1m<sup>2</sup> – 20 000/1m<sup>2</sup>, profit from 1m<sup>2</sup> – 10 000–15 000 rub/1 m<sup>2</sup>.*

### INDUSTRIAL BUILDING

- Industrial zone forming on the land of 100 acres.



Location: 3 km from Kaliningrad, high-pressure pipeline, 1,5 from TPP-2 (900 mW), it adjacents to the railway and District Ring road highway; 3–12 km from the highway of Kaliningrad–state border with Poland (it is 35-55 km to the border), 5 km from the highway of Kaliningrad–state border with Lithuania (it is 120–150 km to the border); To the ports Kaliningradsky - 15 km, Svetliy – 35 km, Baltiisk – 60 km.

*The price of land with painted utility networks will be 600 million rubles, i.e. 6 million rub /1 acre.  
Similar offers in the market of Kaliningrad region are absent.  
Project implementation period - 1,5 years.*

- Energy sales company creating.



Currently there is a lack of distribution capacity in some areas of Kaliningrad and Kaliningrad region. It’s offered to build a power station in each of such area.

*The cost of construction (1 facility) - 200 million rub, capacity - 25 MW cost of 1 kW - 8000 rub, the cost of connecting 1 kW - 18 000 - 23 000 rub, the term - 1,5 years.*

### TRANSPORT AND LOGISTICS

- Creation of transport and logistics complex.



It is proposed to establish a gas station network with adjusted motels, customs terminals and warehouses (approximately 10-15 facilities), which would be located 15-30 km from state border with Poland. There is a possibility of building a terminal and its own dock for the approach of ships with carrying capacity of 5,000 tons. Location: along the international route Moscow-Berlin (site Kaliningrad, state border).

*Project implementation period - 2 year payback period - 5 years, investments:  
200 million rub - construction of an oil terminal and jetty;  
200 million rub - 10 stations with adjacent motels and warehouses.*

### THE DEVELOPMENT OF TOURIST AND RECREATION COMPLEX

- The development of tourist and rec reation complex on the Baltic coast



*The projects of tourist and recreation facilities (piers and yacht clubs, hotels and aqua-parks, and also housing) are proposed for building in settlement Yantarniy (50 km from Kaliningrad). The lands either adjoin the Baltic coast or they are located not more than 1 km from it.  
There is also a project, proposing the formation of tourist and recreation zone on the coast of Kurshskiy bay of the Baltic sea in 12 km from Kurshskaya coast and Zelenogradsk (there is a yacht pier in 200 meters).  
The land, free of constructing with direct access to wide and clean seashore in an environmentally clean area, provides execute any concept of recreation zone development.*

### FARMING

- Creation of an enterprise, located on the land of 75 acres for production of feed additives for pigs and cattle, poultry, fish complexes from microalgae.



Technology for the production of feed additives from microalgae has a number of irrefutable advantages: simplicity of technology (algae thrive in lake, river and even sea-water), high yield (up to 100 tonnes/1 acre), only natural biological processes are used in the production process. The recycling of crops is not required; the cost price of produced feeds is comparable to the cost of traditional mixed feeds, and the effectiveness of their usage is far more high, because they exceed average feeds with a number of feed units; it is waste-free production – biogas is used for its own energy needs. Technology (country): Belgium. There are no analogues in Russia. The resulting product: feed additives.

*Cost: 1 th year - 330 million rub, 2 th year - 400 million rub, 3 th year - 1.05 billion rub.  
Sales: 1 th year - 25,2 million rub, 2th year - 250 million rub, 3 th -4 th - till 565 million rub, from 5 th year - 670 million rub.  
Payback period: 5 years.*

### HEALTH PRODUCTS

- Creating enterprises on a plot of 25 acres, which would produce stevioside and cultivate artichoke and inulin derived from it.



According to the Russian Academy of Medical Sciences diabetes the third largest cause of death after cardiovascular disease and malignant neoplasms. There are more than 8 million people with diabetes in Russian and same quantity with pre-diabetes. Each 12-15 years the number of patients increases by two times. Proportion of complications in diabetes is currently 35% and an annually around 40 thousand people are admitted disable due to diabetes. There is a great interest to healthy lifestyle nowadays that intends to minimal consumption of glucose in the form of sugar, which is replaced by low-calories sweeteners, the best of which is stevioside. Feature of stevioside is its taste characteristics - it is 300 times sweeter than sugar. Stevioside is used for hypertension, obesity and diabetes, gastrointestinal and cardiovascular diseases. Currently, we have prepared a business plan and feasibility study, entered into any necessary agreements with patent holders and owners of know-how, and we have also identified sources of raw materials, prepared land to locate the plant stevioside.

Technology (country): Malaysia. No analogues in Russia. Product: stevioside, supplements.

*Project cost: 910 million rub (1 th year - 400 million rubles., 2 th years - 510 million rub)  
Project duration - 2 years  
Sales: 1 th -2 th year - no, 3 th year - 730 million rub, 4 th year - 1900 million rub, 5 th year - 2900 million rub, 6 th year - 3450 million rubles.  
Payback: 3,5 - 4 years. Byproducts (waste): feed, fructose syrup.*