Dear partners and visitors of the Vologda oblast!

The Vologda Oblast takes one of the leading positions among all regions of the Russian Federation according to its economical potential and prospects for development.

Combination of advantageous geographical position, system character of industrial sphere, highly developed scientific, technical and technological potential, developed market infrastructure, skills and qualification of personnel let the Vologda Oblast be a place for launching any type of manufacturing.

We have long-term trade and economic relations with more than 100 countries. In the context of current situation we move forward confidently in creation of favourable conditions for investors. We see the goal and continue the policy aimed at development of the investment attractiveness of the region and support of small and medium-sized business.

The Vologda Oblast has a unique, rich and various historical and cultural inheritance, which includes architectural and archaeological monuments, museum and library funds, artistic and folk crafts. One of the serious indices of tourism development in the Vologda Oblast is its official brand – “The soul of the Russian North”. Due to hospitality and kindness of our citizens the region has become especially attractive for tourists.

The Investor’s Booklet which you are holding now will be the first step on a way to cooperation with the Vologda Oblast.
FORESTRY SECTOR

81% of the region’s area is covered with forests, which is the main natural resource.

11.5 million ha region’s forest reserves area.

70% of wood is processed internally in the region.

29.7 million cu m estimated wood cutting area.

1.6 billion cu m total wood reserves.

Each tenth cubic meter of timber in Russia is harvested in Vologda oblast.
Each eleventh cubic meter of plywood in Russia is produced in Vologda oblast.
Each fifteenth cubic meter of sawn wood in Russia is produced in Vologda oblast.
Each fifteenth cubic meter of chip-board in Russia is produced in Vologda oblast.

NATURAL RESOURCES

Region’s total area 144.5 thousand sq

Region’s total water basin area 660 thousand ha

There are:

Rivers and springs 20 thousand

Lakes 4.2 thousand

Artificial lakes 5

Vologda oblast possesses an abundant nature potential:
wood, peat, sands and gravels,
lime, resources for hunting
and fishing, mushrooms and berries
at expenses whereof productions
are developed which are new for the region.

ENERGY SECTOR

70.9% volume of own energy generation inside Vologda Oblast.

Directions of development:
• GAS
• BIOFUEL (wood processing by-products: wood chips, pellets, sawdust)
• PEAT
• ENERGY SERVICES
MAJOR BRANCHES OF AGRICULTURE

- Dairy and meat husbandry
- Horticulture and greenhousing
- Fish breeding

<table>
<thead>
<tr>
<th>Product</th>
<th>Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milk production</td>
<td>509.7 thousand tonnes per year</td>
</tr>
<tr>
<td>Whole milk production</td>
<td>146.8 thousand</td>
</tr>
<tr>
<td>Cream</td>
<td>3.0 thousand</td>
</tr>
<tr>
<td>Fermented milk products</td>
<td>41.7 thousand</td>
</tr>
<tr>
<td>Sour cream</td>
<td>13.3 thousand</td>
</tr>
<tr>
<td>Cottage cheese</td>
<td>10.3 thousand</td>
</tr>
<tr>
<td>Butter</td>
<td>8.2 thousand</td>
</tr>
<tr>
<td>Milk powder</td>
<td>3.3 thousand</td>
</tr>
<tr>
<td>Condensed milk</td>
<td>7.2 million units</td>
</tr>
<tr>
<td>Cheese</td>
<td>3.2 tonnes</td>
</tr>
<tr>
<td>Potato</td>
<td>156.6 thousand tonnes per year</td>
</tr>
</tbody>
</table>

VOLOGDA MADE PRODUCT

The “Vologda Made Product” trademark is a regional quality system for the entire range of products manufactured in the region. This trademark is used to mark eco-friendly and high-quality goods.

Today it is over 3,500 product descriptions:

- Dairy products.
- Meat products.
- Vologda butter.
- Fish and black caviar.
- Confectionary products.
- Drinking water.
- Vologda berries.

64 certified organizations

Nowadays, Vologda products are exported to Germany, France, the United States, Israel, Austria and other countries.
### The City of Vologda

**Mechanical Engineering**
(bearings, buses, trolleybuses, optical equipment)

**Food Industry**

- Vologda Butter Production
- Milk and Dairy Products
- Meat Products
- Vologda Lace
- Linen Fabrics
- Wood Processing
(lumber products)

### The City of Cherepovets

**Ferrous Metallurgy**
(steel, rolled steel products, metal structures and construction materials)

**Chemical Manufacture**
(mineral fertilizers)

**Mechanical Engineering**
(machinery)

**Wood Processing**
(lumber products, plywood, chipboards)

### Vologda Oblast Leading Industries

- **Mineral Raw Materials**
  - Deposits of fluxing limestone, carbonate rocks for lime kilning and liming soils, sand and gravel materials, sands for glass making and construction, clays for bricks and tiles, peat, sapropel, as well as groundwater for drinking, services and spa purposes are exploited and partially developed.

<table>
<thead>
<tr>
<th>Resource</th>
<th>Deposits Exploited</th>
<th>Exploitation (Unit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Peat</td>
<td>6 out of 923</td>
<td>2.7 billion tonnes</td>
</tr>
<tr>
<td>Sand and Gravel Materials</td>
<td>130 out of 316 deposits</td>
<td>312 million cu m</td>
</tr>
<tr>
<td>Clays</td>
<td>5 out of 51 clay pits</td>
<td>187 million cu m</td>
</tr>
<tr>
<td>Construction Sand</td>
<td>117 out of 371 deposits</td>
<td>263 million cu m</td>
</tr>
<tr>
<td>Carbonates</td>
<td>1 out of 3 deposits</td>
<td>1379 million tonnes</td>
</tr>
<tr>
<td>Carbonate Rocks</td>
<td>2 out of 23 deposits</td>
<td>550 million tonnes</td>
</tr>
<tr>
<td>Sapropel</td>
<td>2 out of 12 deposits</td>
<td>13.5 million tonnes</td>
</tr>
<tr>
<td>Sands</td>
<td>9.8/ 2.9 million tonnes</td>
<td></td>
</tr>
<tr>
<td>Carbonate Rocks</td>
<td>51.0 million tonnes</td>
<td></td>
</tr>
<tr>
<td>Fresh Ground Waters</td>
<td>150 out of 161 wells</td>
<td>169.8 thousand cu m per day</td>
</tr>
<tr>
<td>Mineral Ground Waters</td>
<td>11 out of 18 wells</td>
<td>0.53 thousand cu m per day</td>
</tr>
</tbody>
</table>
VOLOGDA OBLAST – industrially developed region with strong economy

Vologda Oblast share in Russian Federation, %
- population: 0.8
- rolled steel production: 15.5
- bearings production: 42.1
- mineral fertilizers production: 13.5
- lumber products production: 6.5
- plywood production: 6.3
- wood harvesting: 10.1
- wood chipboard: 6.4

Vologda Oblast – industrially developed region with strong economy

19th place in the Russian Federation in terms of shipped industrial products per capita

4081.56 million USD
Vologda Oblast foreign trade turnover in 2017

Vologda Oblast Gross Regional Product structure, %
- industrial: 41.1
- transport and communication: 15.0
- retail: 12.1
- agriculture, forestry, hunting: 5.0
- construction: 6.5
- other: 20.3
Vologda Oblast is an export-oriented region with a long history of beneficial cooperation with many countries of the world.

Furthermore, foreign trade, economic and financial links with foreign partners are being constantly expanded.

Main export articles of the region:
- Metallurgy products,
- Chemical industry products,
- Wood processing products

Export contributes to the foreign trade turnover of the region.

Export structure, 2017

11.6% – Wood and wood processing products
27.5% – Chemical products
1.6% – Other
58.2% – Ferrous and non-ferrous metals
1.1% – Mechanical engineering products

Foreign trade turnover, million Euro

Export
Import
Investments into fixed assets, billion RUR

Creation of conditions for investment activity in order to diversify the regional economy is one of priorities in the investment policy of the Vologda Oblast Government.

Vologda Oblast has much to be proud of!
INDUSTRIAL PARK “SHEKSNA”

INDUSTRIAL PARK “SOKOL”

INDUSTRIAL PARK “CHEREPOVETS”

INDUSTRIAL PARKS “VOLOGDA-VOSTOK”, “VOLOGDA-ZAPAD”, “VOLOGDA-SEVER”
**Cargo Turnover in Vologda Oblast**

- Cargo turnover: million tonnes-kilometers
  - 2012: 1928
  - 2013: 1741
  - 2014: 1785
  - 2015: 1444
  - 2016: 1499
  - 2017: 1868

- Length of general-purpose railways in use: 765 km
- Length of inland navigable waterways: 2111 km
- Thousand km of domestic passenger airways: Over 9.5 thousand km
- Thousand km of motorways: 16.8 thousand km
- Million pass.-km: 684.5

**Strong sides**

- Located on trade routes intersection.
- Multiple transportation types available in the region: waterways, automobile, airways, railways, pipelines.
- Advanced customs infrastructure.

**Vologda Oblast is a socially responsible region**

- Birth rate in 2017: 11.4 per 1000 population
- Estimated life expectancy: 71.3 years

“Way home” is a social program targeted at solving pressing social problems of families with children.

Implementation of state program “Accessible environment”, information portal “Vologda Oblast. Environment without barriers”.

**Scientific and Labour Resources**

**Educational institutions of Vologda Oblast**

<table>
<thead>
<tr>
<th>Type of Education</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>General education</td>
<td>8076</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
</tr>
<tr>
<td>Pre-school education</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
<td></td>
</tr>
<tr>
<td>Secondary professional education</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
<td></td>
</tr>
<tr>
<td>Higher professional education/affiliates</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
<td></td>
</tr>
<tr>
<td>Additional education of children</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
<td></td>
</tr>
<tr>
<td>Other (Centres of psychological, medical and social assistance)</td>
<td>8926</td>
<td>10125</td>
<td>11202</td>
<td>12120</td>
<td>13820</td>
<td>15294</td>
<td></td>
</tr>
</tbody>
</table>

**Total** | 868

**Education**

In 2017, 766 organizations operated in the education system of the region which realize supplementary education programs, of them:

- 119 supplementary education organizations in spheres of education, culture and tourism, physical culture and sports (2016: 118 supplementary education organizations);
- 29 vocational education organizations, including 26 in the sphere of education (2016: 23 vocational education organizations in the sphere of education);
- 36 private education organizations realizing supplementary education programs; (2016: 245 private education organizations);
- 281 pre-school education organizations (2016: 245 pre-school education organizations);
- 257 general education organizations (2016: 248 general education organizations);
- 13 social service organizations;
- 4 centres of psychological, medical and social support;
- 1 culture institution;
- 7 organizations and associations of other profiles.

**Sport Achievements**

Awarded in 2017: athletic ranks: 19, mass athletic titles: 4,725, 1 rank of Honoured Functionary of Physical Culture of the Russian Federation was awarded.
WORK WITH INVESTORS

Vologda Oblast Corporation of Development

Corporation is a “one-stop-shop” organization which interrelates business and state authorities at all levels. Its main tasks are: determination of risks for investors, finding landing plots, observing quick agreement procedures, support in project implementation at any stages.

Oksana Yakovleva,
CEO AO “Corporation of Development for the Vologda Oblast”

www.invest35.ru
– main investment portal of the Vologda Oblast

Improving of investment attractiveness, creation of beneficial conditions for conducting of investment activity is one of priority lines of the Vologda oblast government’s activity. One of key links of the support infrastructure is a special organization for investment attraction and investors management – independent non-profit organization “Investment Agency of Vologda oblast” founded in April 2018.

“Investment Agency of Vologda oblast” is a “one-stop-shop” for investors, that is a point of entry for realization of investment projects on the territory of the region focused on creation of the “green corridor” for investors/initiators of projects. The Investment Agency provides support of investment projects with a various amount of investments (from information support to rendering of administrative assistance in their realizing).

Main functions of Independent Non-profit Organization “Investment Agency of Vologda oblast”:

- attraction of investments and target search of investors,
- formation of investment offers for investors,
- assistance in development of industrial parks and other investment infrastructure,
- providing of beneficial conditions for development of investment activity and promoting of investment abilities and projects of the region in Russia and abroad;
- providing of “one-stop-shop” regime for investors in their interaction with authorities.

Thus, operation of Investment Agency is built on basis of the complex approach at supporting of investment projects of various scale.

Address: 15, Marshala Koneva Street, Vologda,
tel.: (8172) 74-21-04, e-mail: secretary@invest35.ru

<table>
<thead>
<tr>
<th>INITIATING</th>
<th>PLANNING</th>
<th>EXECUTION</th>
<th>MONITORING AND CONTROL</th>
<th>PROJECT COMPLETION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Analysis of business ideas</td>
<td>Preparing of project for implementing</td>
<td>Project implementation (project design, construction, launching)</td>
<td>Management for risks, terms, control data</td>
<td>Record of project completion</td>
</tr>
<tr>
<td>* Searching, choosing and analyzing of business ideas.</td>
<td>* Searching and working with investors</td>
<td>* Making the schedule for project implementation Support:</td>
<td>* Collecting quarterly data on job places and tax liabilities of the project</td>
<td>* Project completion up to reaching the check point of the Project Charter (putting in operation / reaching payback period / producing of goods or services)</td>
</tr>
<tr>
<td>* Making investment passports for projects and investment sites</td>
<td>* Writing the Project Charter</td>
<td>- in procedures of registration of rights for land or building</td>
<td>* Adjusting marketing strategy, distribution and business enlargement</td>
<td></td>
</tr>
<tr>
<td>* Placement of investment passports at information resources</td>
<td>* Business planning</td>
<td>- in collecting initial licenses and permissions</td>
<td>* Branding and rebranding</td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Marketing research</td>
<td>- in preparing documents to assign a status for the project</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Choosing of investment sites</td>
<td>- in cooperation with the authorities</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Defining financial resources</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>* Working out legal scheme</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

If you are interested in the development of your business on the territory of the Vologda Oblast you may count on support from Corporation at all stages of the project implementation. .

www.invest35.ru
VOLOGDA OBLAST CULTURE

Over 1200 Cultural facilities
Annually over 200 thousand events
14 million visitors
Every citizen of the region attends cultural facilities more than 7 times.

Image projects of the region:

Ferapontov monastery and Dionysius’s frescos are included to the List of UNESCO World Heritage objects.

Belozersk, Velikiy Ustyug, Vologda, Ustuzhna, Totma have a historic status and are open-air museums.

Cultural heritage objects information portal http://qr35.ru
VOLOGDA the capital of Russian North
KIRILLOV the holy land
VELIKY USTYUG where Ded Moroz comes from
BELOZERSK the city of legends
TOTMA the salt of Russian land
CHEREPOVETS the ardent heart of Russian North
VYTEGRA Onego father abode
NUKSENITSA the treasury of folklore traditions

Vologda Oblast is the soul of the Russian North

Tourist flow to Vologda Oblast (number of incoming visitors, thousand persons)

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>1940</td>
</tr>
<tr>
<td>2013</td>
<td>2100</td>
</tr>
<tr>
<td>2014</td>
<td>2428</td>
</tr>
<tr>
<td>2015</td>
<td>2705</td>
</tr>
<tr>
<td>2016</td>
<td>2812</td>
</tr>
<tr>
<td>2017</td>
<td>2901</td>
</tr>
</tbody>
</table>

Vologda Oblast is a participant of the project “Silver necklace of Russia”

8th place according to all-Russian rating of the Russian regions in tourism development
Welcome to the Russian North –

to the Vologda Oblast!

Vologda Oblast Government

2, Gertsen str., 160000, Vologda, Russian Federation
Tel.: (8172) 23-00-16
Fax: (8172) 23-00-13, teletype 146933 Roza
e-mail: Government@gov35.ru
www.vologda-oblast.ru

Vologda Oblast Economic Development Department

27, Gertsen str., 160000, Vologda, Russian Federation
Tel.: (8172) 23-01-95 add. 0710
Fax: (8172) 23-01-95 add. 0765
e-mail: der@gov35.ru
www.economy.gov35.ru

Corporation of Development of Vologda Oblast

27, Gertsen str., 160000, Vologda, Russian Federation
Tel./fax: (8172) 56-12-52,
56-21-03, 56-21-04
e-mail: secretary@invest35.ru
www.invest35.ru

Independent Non-profit Organization
“Investment Agency of Vologda oblast”

www.investregion35.ru

The Booklet uses photos of Andrey Shilov, cultinfo.ru,
AUK VO “Dom Deda Moroza”