



Department for External Economic and International Relations of Moscow

A light gray world map is visible in the background, showing the outlines of continents and countries.

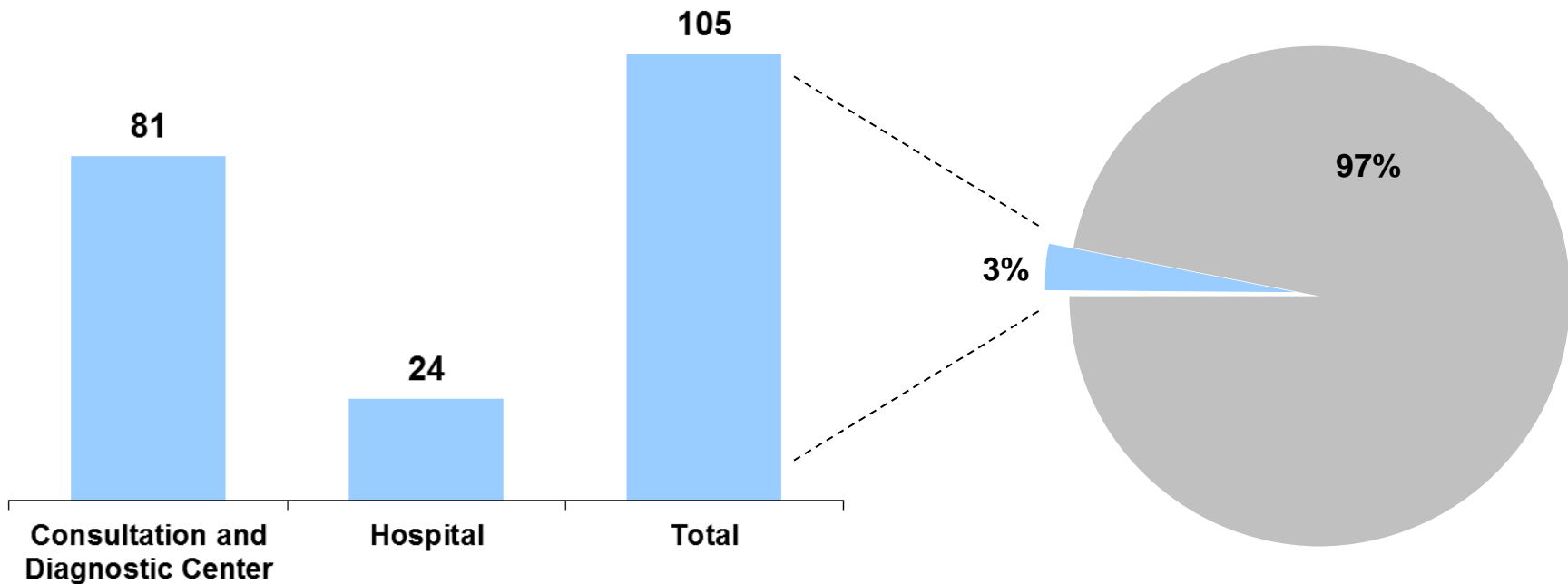
**Investment project:
Construction of Moscow Medical Center**



Potential of medical services market in Moscow

Serving capacity of a large medical center,
1000 people per year

Target group of a large medical center
– population with income more than
1000 USD per month
100% = 3 900 000 people



Potential of the Moscow market is such that even a large medical center can serve only 3% of its target group



1. Moscow market for charged medical services grows annually by 7-11%.
2. Moscow market is estimated at 2.5 billion USD, it is fragmented and far from saturation.
3. Real income of Moscow population rose by 2.3 % in 2013.
4. Moscow has a stably growing demand for charged medical services especially from the wealthier population classes.
5. A significant number of upper-crust population of Moscow prefers to be treated abroad.
6. Mechanism of voluntary health insurance is thriving.
7. A gradual substitution of free medical services in state healthcare facilities by services in fully-charged facilities is taking place.

The Moscow market demonstrates a demand for a large medical center



Location of land plot:

South Butovo district, Complex “G”, 21 Ostafievskaya str.

Neighborhood area: 2553,74 ha

Population: 179 000

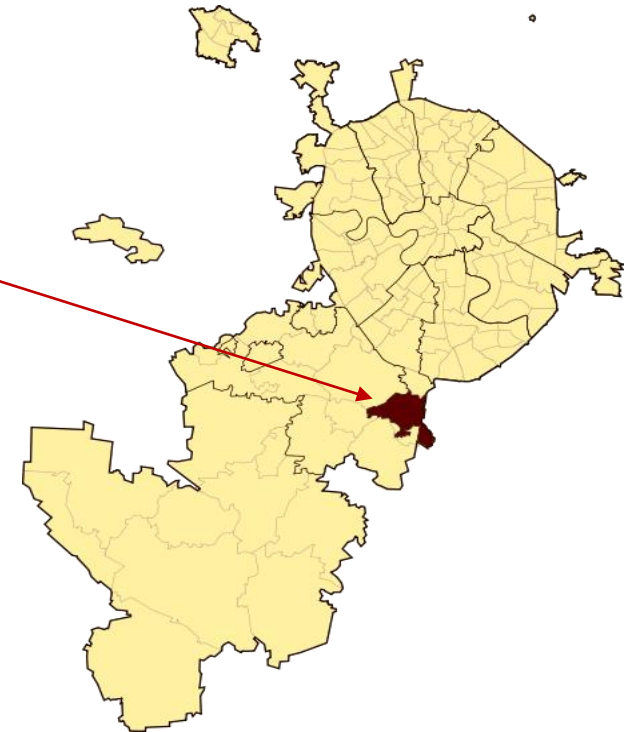
Healthcare facilities:

- 6 outpatient clinics for adults
- 3 outpatient clinics for children
- 6 cabinets of pre-doctor examination
- 1 women’s health clinic
- 18 private healthcare facilities

Number of medical personnel: 556

Number of paramedical personnel: 688

Serving capacity: 5070 visits per shift





Land plot: 9,903 ha

Types of permitted use: placement of therapeutic objects, hospital complex

Ground floor area of the building: 166 255 sq. m.

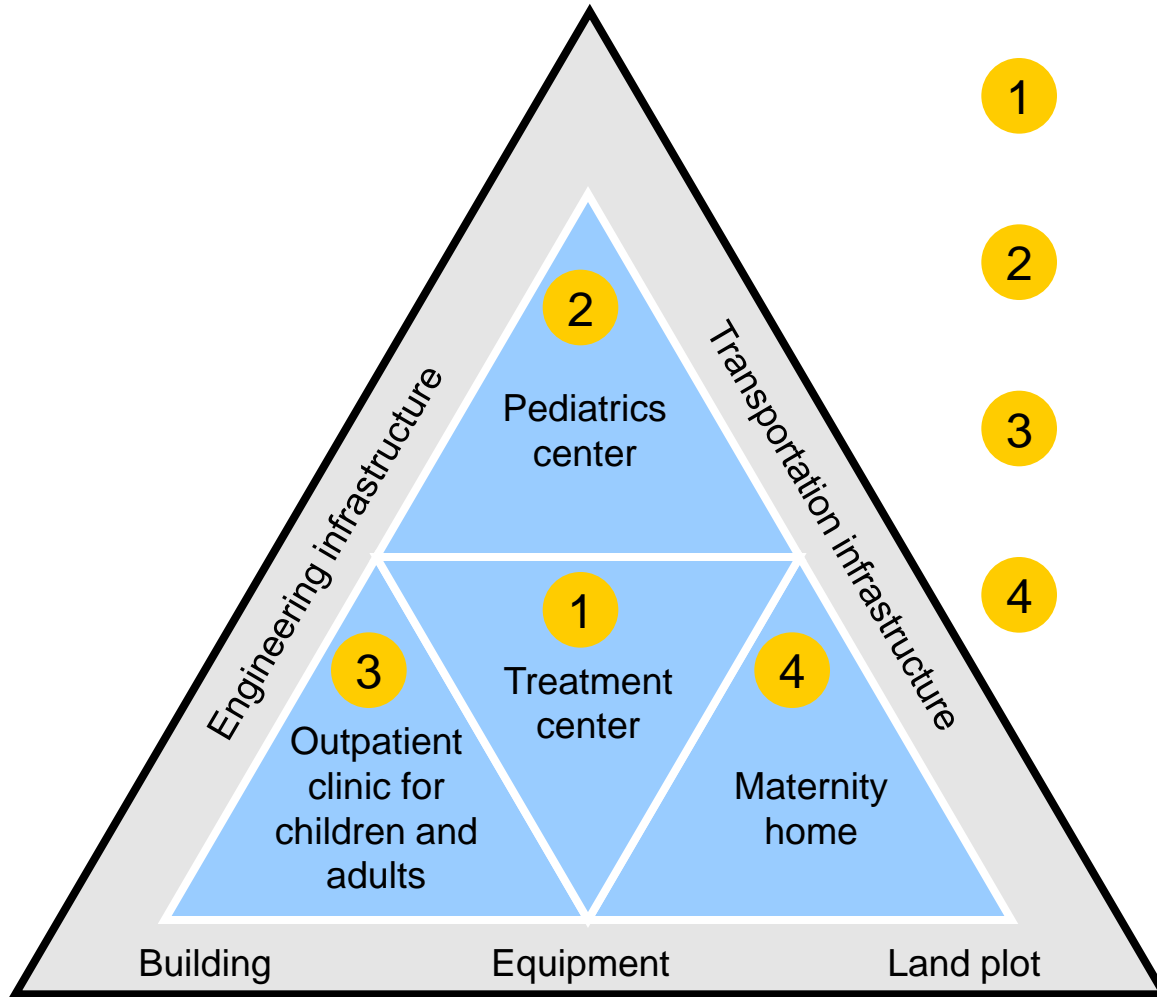
Building height: 50 m.

Number of parking lots: 100

Density land development: 17 000 sq. m per ha

Share of the land plot occupied by buildings: 28,1%

Elements of Moscow Medical Center



- 1 Main treatment center for 660 beds
- 2 Pediatrics center for 200 beds
- 3 Outpatient clinic for children and adults for 600 visits per shift
- 4 Maternity home for 140 beds



Required investments: \$1 billion (\$0,9-\$1,2 million per bed)

Construction costs: \$450 million – \$750 million (construction cost – \$5 thousand per sq. meter)

Annual expected revenue: \$250 million – \$450 million (3 surgeries per day, average surgery cost – \$10 000, average treatment cost – \$400 per day per bed)

Payback period: 10-12 years (EBITDA – 25%, Income tax – 20%, 15-years amortization)



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