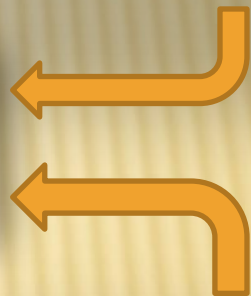
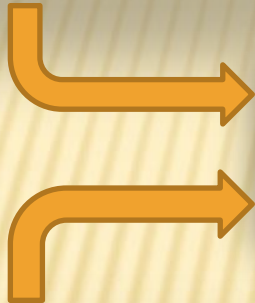
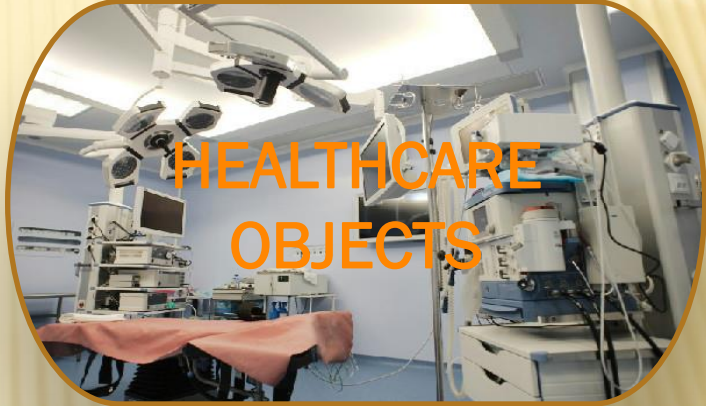




# Moscow City Government

MOSCOW CITY INVESTMENT PROJECTS  
REALIZATION

2013



# ACQUISITION OF LAND RIGHTS AT AUCTION

city's government orders procedure

- Making-up the list of land units(<http://dgi.mos.ru>)
- Land and city-planning documentation
- Land units estimated costs
- Government tenders starting conditions
- Technical documentation
- Tender procedure
- Signing up the contract



# NEW CONSTRUCTION – LAND UNITS AT TENDER

Tender documentation contains all the necessary tender information

- Engineering infrastructure certification according to price conditions
- Land development plan ( incl. main type of permitted use and technical-economical details)
- Contract draft
- Land unit cadastral registration
- Legal examination (

The order of payment according to the tender results

- Payment for leasehold ransom, estimated at the auction (within 3 days);
- Annual rental rent for construction period is 1,5 % of cadastral value (оплата поквартально);

Terms of signing up the contract

6 years

List of land units is on websites :

<http://tender.mos.ru>  
<http://torgi.gov.ru>  
<http://dgi.mos.ru>



# ACQUISITION OF LAND RIGHTS AT AUCTION



Realization statistics at auction in 2011-2012 years

Number of land units	Start cost (in rubles)	Total amount according to auction (in rubles)	Value gain according to the auction
53	347 636 685	693 087 685	50,15%

Realization statistics in 2013

From 31.01.2013 to 29.08.2013				Planned for realization in 2013	
Number of land units	Start cost of property	Total amount according to auction (in rubles)	Value gain according to the auction	Number of land units	Start cost of property, (in rubles)
33	590 643 600	964 353 600	61,24%	33	1 601 817 700

Acquisition of land rights statistics

- The most popular Permitted use type is – **Retail outlet** and **health and fitness complexes**.
- Land units area: **from 95 sq.m to 14 230 sq.m**



# SALES CONDITIONS

List of objects , realized at government tender

<http://tender.mos.ru>  
<http://torgi.gov.ru>  
<http://dgi.mos.ru>

Tender documentation contains all the necessary information for foreign participants


- Draft contract
- All the necessary technical documentation
- Legal examination

For hotel chain

The possibility to obtain several objects at the auction



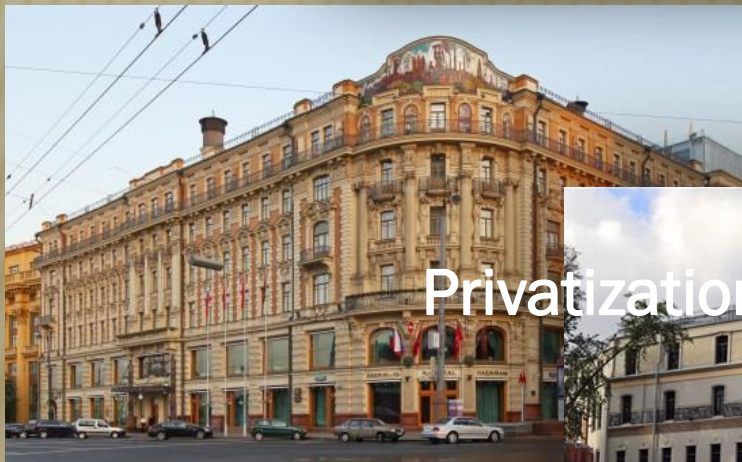
# HOTEL COMPLEX DEVELOPMENT



New objects –  
land units at  
auction



Real estate  
objects  
reconstruction



Privatization



# REAL ESTATE OBJECTS RECONSTRUCTION SUITABLE FOR HOTEL BUSINESS (RENT)

Examination of property units suitable for hotel placement

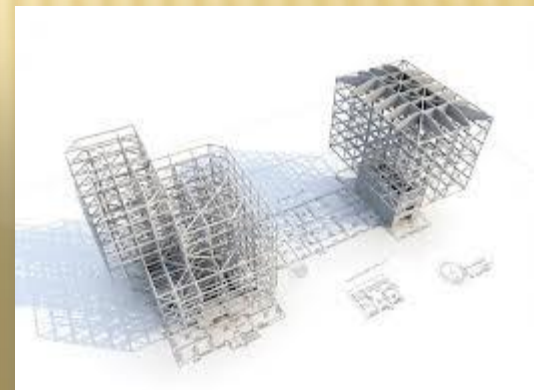
Auction: real estate object rent rights

Rental terms

- **Rental terms from 10 to 15 years;**
- Property objects include land unit;
- Payment for leasehold ransom, estimated at the auction (within 3 days);
- Payment for land leasing First 2 years rent payment - 0,3% of cadastral value
- The 3d year - double rate, 4th year - 5%, 5th year - 7%, 6th year - 8%, later on - 10% of cadastral value;
- It's possible to estimate approximate rental cost for the 1st construction year in terms of permitted use type change on the website <http://dgi.mos.ru>

The term of realizing the reconstruction

- 1-3 years - optimized;
- More than 3 years - High price





# STATE-PRIVATE PARTNERSHIP IN EDUCATION SPHERE



Acquisition of land units rights land units for construction at auction



Education city objects sale to investors



Education city objects repair/reconstruction at the expense of investors



# EDUCATION OBJECTS DEVELOPMENT IN MARGES OF STATE-PRIVATE PARTNERSHIP

List of land units and real-estate objects

<http://tender.mos.ru>  
<http://torgi.gov.ru>  
<http://dgi.mos.ru>

Tax exemption for property and land units rent, used as education objects

- Rental rate for property units – **1 ruble for 1 sq.m per year(80% children registered in Moscow);**
- Rental rate for land leasing – **1 ruble for 1sq.m. per year**
- Property unit rental term – **49 years**
- Land unit rental term for construction/reconstruction period – **6 years**

Realization statistics at auction

	Land units		Nursery school units	
	Number	Total area	Number	Total area
Realized	3	9911 sq.m.	7	13808,2 sq.m.
Planned	10	60160 sq.m.	27	30142,8 sq.m.



# HEALTHCARE OBJECTS DEVELOPMENT



**PROJECT  
«DOCTOR  
NEARBY»**



**CONCESSION**



# PROJECT «DOCTOR NEARBY»

## Rental terms

- Rental rate for property – **1 rub. For 1sq.m. per year**
- Property rental term – **20 years**

## Property unit rent tax exemption terms

- Activity in **compulsory health insurance field;**
- Number of visits to family doctor – at least **8000 per year;**
- Medical practice license;
- Field experience at least 3 years till 25.02.2013;

## Property area

From 150 to 450 sq.m.



# HEALTHCARE OBJECTS DEVELOPMENT – CONCESSION

CONCESSION – The concession provider (investor) build s up/reconstructs the property owned by the concession provider (Moscow city) and conducts business activity using this property.

Concession agreement

- Long-term contract – **up to 49 years**;
- Contest basis;
- One document for complex interaction

Concession agreement object

- Free of third-party right;
- Possible to forward to the third party under possessor's agreement



# HEALTHCARE OBJECTS DEVELOPMENT – CONCESSION

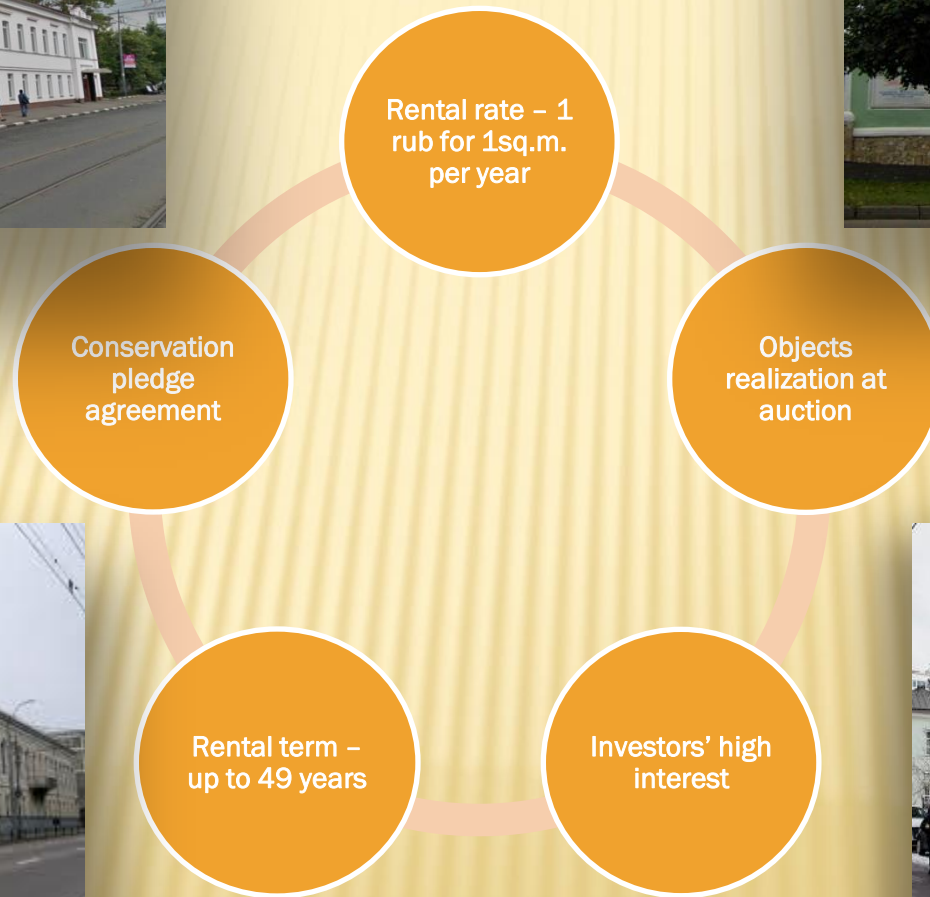
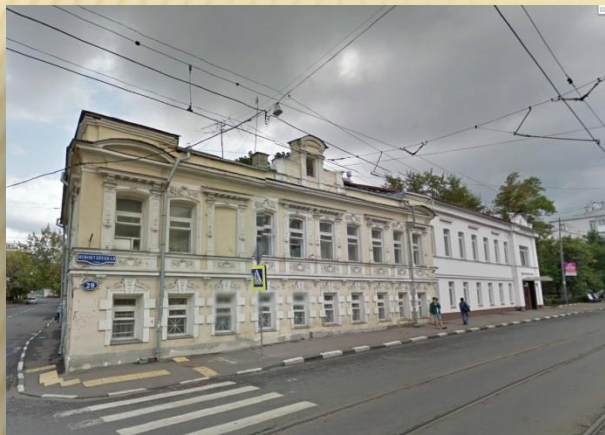


## CITY CLINICAL HOSPITAL №63

Item	Figures
Land unit area	20 109,0 sq.m.
Reconstruction area	29 647,6 sq.m.
Concession agreement term	49 years
Investment stage	4 years
Total budgeted cost	4 374 mln. rub
- Reconstruction cost	2 884 mln. rub
- equipment cost	1 490 mln. rub
Compulsory health insurance share of services	From 20% to 30%

Medical service	Total range of services	CHI range of services
Positron Emission tomography center number of research	29 760	Up to 7000
Endovascular surgery center number of admissions	4 867	до 1000
Endovascular surgery center number of visits	386 880	до 65 000
Perinatal center number of admissions	6 600	до 1000
Perinatal center number of visits	305 040	до 55 000
Number of obstetrics	4 538	до 1000
Convalescent center number of admissions	1 460	до 500
Convalescent center number of visits	189 720	до 25 000

# CULTURAL HERITAGE OBJECTS RENT



# CULTURAL HERITAGE OBJECTS RENT

Rental cost tax exemption

- Tax exemption after object restoration and start up;
- Restoration term - up to **5 years**;
- Rental cost market rate is fixed for restoration period

Investors' interest

- 7 cultural heritage objects are realized since;
- Total amount of annual rental cost is 49 846 157,6 rub.;
- Final rental right value excess is on average **3,5 times** more than the starting one is on average
- Final cost excess of one of the objects was **15 times** more than the starting one

Tender documentation contains the maximum of necessary documents for cultural heritage object restoration and start-up.

- Technical terms;
- Land unit city development plan;
- Land unit cadastral passport;
- Contract draft

List of realized projects is on websites:

<http://torgi.gov.ru>  
<http://dgi.mos.ru>



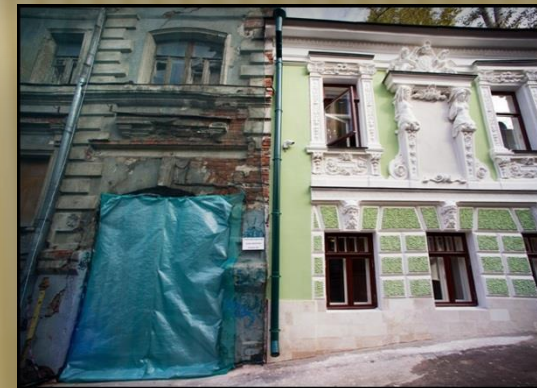


# CULTURAL HERITAGE OBJECTS RENT

Pechatnikov per.,  
7  
«Place with  
caryatides»



Rental rate for the  
individual  
performing «Place  
with caryatides»  
restoration from  
11.09.2013 to  
11.07.2061 is 12,15  
rub per month



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Thank you for your  
attention

