

JULY 2013

COMPANY PRESENTATION



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This presentation includes statements that are, or may be deemed to be, "forward-looking statement". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements relate to matters that are not historical facts. They appear in a number of places throughout this presentation and include statements regarding our intentions, beliefs or current expectations concerning, amongst other things, our investment objectives and investment policy, financing strategies, investment performance, results of operations, financial condition, liquidity, prospects and dividend policy and the markets in which we, directly or indirectly, will invest. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance. Our actual investment performance, results of operations, financial condition, liquidity, dividend policy and the development of our financing strategies may differ materially from the impression created by the forward-looking statements contained in this presentation. In addition, even if our investment performance, results of operations, financial condition, liquidity and dividend policy and the development of our financing strategies are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods.

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COMPANY BRIEF

- The Company was established in 2004, as part of the global Fishman Group
- In December 2006, the Company successfully raised net proceeds of US\$293M at the London Stock Exchange
- To date, the Company successfully raised net proceeds of circa US\$217M in bonds at the Tel Aviv Stock Exchange
- MirLand diversified portfolio comprises 14 projects across Russia, with a total rentable/saleable area of ~1.3M sqm upon completion

Company Data Residential – 1st Green project in Russia Status **Public** Income from sales ~\$125M AIM **Traded** Sales Phase I 99% **Equity** \$340.7M** Sales Phase II 65% NAV \$544.8M* **BREEAM** certificated **NAV** per Share \$5.3* Market cap. ~\$240M*** ~\$2.3*** Share price Financials 1Q13 <u>Yielding Assets - Offices & Retail</u> \$13.8M Revenues Total NOI 1Q13 \$7.3M **EBITDA** \$3.8M Ave. occupancy rate 99% Assets/Balance 94% Office GLA 68K sqm Total Net Debt/Balance 61K sqm 40% Retail GLA Equity/Balance 43% Monthly ave. footfall in SC ~800K



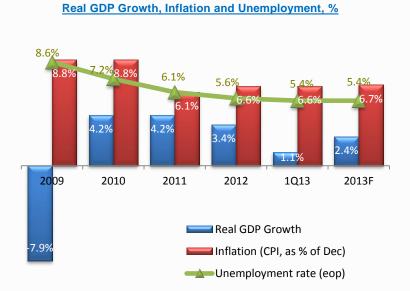
CHAPTERI

BUSINESS ENVIRONMENT



RUSSIAN ECONOMY HIGHLIGHTS

- **GDP growth** in 2012 resulted in 3.4%. 1Q13 reached 1.1% y/y, the lowest since 2009, due to the modest investment growth of 0.1% y/y. The Ministry of Economic Development decreased its forecast for 2013 from 3.6% to 2.4%
- Inflation has picked up to 6.6% in 1Q13, the forecast for 2013 is 6.7% (according to C&W)
- Unemployment level is preserving a low of 5.4% and is expected to remain at the same level till the year end
- The Russian Economic Development Ministry is going to raise its forecast for **capital outflow** this year from \$50bn, as the 1Q 2013 outflow has already reached \$25bn (2012 totaled at \$57bn)
- The CBR has raised the **refinancing rate** in the mid September 2012 to 8.25%, it is expected to decrease to 8.0% during 2Q13 (according to Alfa Bank)







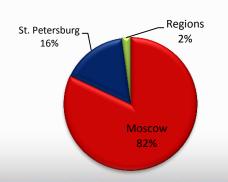
REAL ESTATE MARKET HIGHLIGHTS

- The beginning of 2013 proved very positive for the Real Estate market. The **total volume of investments** in 1Q13 accounted for \$3.4bn (with ~45% in the office segment and ~30% in the retail segment)
- Morgan Stanley Real Estate Investing fund has broken it's own record by acquiring for ~ \$1.2 billion the retail part of "Metropolis" (205K sqm out of 315K sqm). Metropolis is one of Moscow's most successful mixed-use complexes
- "Deal of the Year" by O1 Properties (Russian company) the White Square business center deal was another record setting for Russia \$1bn. It is one of the largest Class A business centers in Moscow, which totals ~76K sqm. Its tenants include PricewaterhouseCoopers, Deloitte & Touché, McKinsey, Microsoft and other major international companies.
- Regional investment volumes continue to be relatively low, only circa 2%, as investment activity tends to concentrate around developed markets such as Moscow and St. Petersburg
- Prime yields keep the same level since 2011, in 1Q13 slightly decreased in offices and retail (by 25bps) to: 8.5% for offices, 9.25% for retail, the level of 11.5% remained for industrial properties

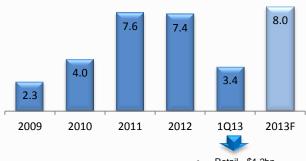
Investment Split by Source of Capital in 2012, %



Investment Split by Source of Regions in 2012. %



Accumulated Investment Volume in Commercial RE, USD bn



- Retail \$1.2bn
- Offices \$1.58bn
- Other \$0.62bn

Prime Yields in Moscow, %



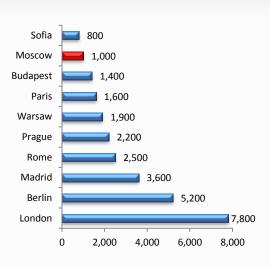
Source: Rosstat, MED, CBR, CW



OFFICES SECTOR OVERVIEW

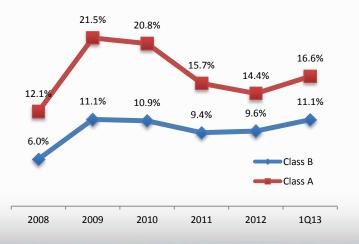
- The office segment in Moscow was the leader in 1Q13 with \$1.58bn of total investments
- The average vacancy rate is stable at 12.14% (16.6% in Class A and 11.06% in Class B).
- Rental rates were stable in 2012, in 1Q13 Class A average rete has grown to \$850/sqm per annum due to the growing shortage of expansion options in the market. Class B average is stable at \$490/sqm
- 1Q13 take up in quality space was at high level, same as 4Q12 with 451K sqm leased/sold
- The **construction level** remains moderate: 14 new office buildings with a total rentable area of 259.5K sqm were delivered. 84% of this new delivered space is available for lease
- The forecast for 2013 in the office sector is stable vacancy and rental rates

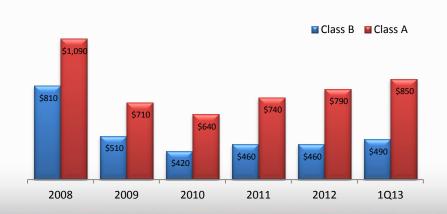
Office Stock per 1,000 ppl



Class A&B Rent Rates in Moscow, \$/sqm

Class A&B Vacancies Rate in Moscow, %*



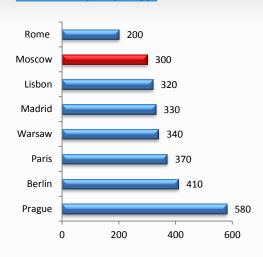




RETAIL SECTOR OVERVIEW

- Demand for quality space is steady, and the vacancy rate in Moscow remains very low, at 1.2%
- In 1Q13 **rental rates** for gallery space in Moscow (\$500-4000/sqm per year) and the regions remain stable (30-60% below Moscow levels). Currently, there's no basis for rental rate growth
- At the beginning of 2013 total quality stock in Russia is 14.4mn sqm
- New supply in 2013 is expected to amount at 2.87M sqm, with 90 quality retail centers planned for delivery all over Russia
- A new important area for high street retail is within large office or mixed use buildings, such areas generate unique steady visitor traffic (during weekdays) with predictable disposable income
- On a medium term perspective, cities with less than 1M population will have a good potential for development, as well as unique projects tailor-made for specific demands and

Retail Stock per 1,000 ppl



Moscow Quality Retail Space & Vacancy, 000' sqm, %



Moscow Quality Retail Construction, '000 sqm



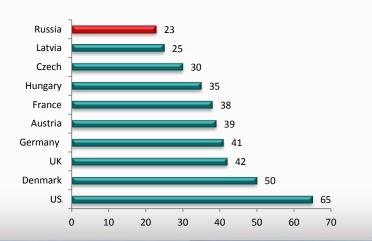
Source: Rosstat, MED, CBR, CW



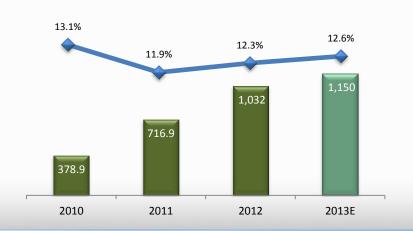
RESIDENTIAL SECTOR OVERVIEW

- Demand for residential real estate remains strong and has been supported by mortgage affordability
- Mortgage interest rates increased to 12.8% in February 2013, which is 0.4% higher than the same period in 2012
- New mortgages extended in Russia since the beginning of 2013 (Jan-Apr) were over RUB345bn. The projections of CBR for 2013 is RUB 1,050 1,200bn
- The top-three banks extending mortgages are: Sberbank (38.5%), BTB24 (16.5%), Gasprombank (7.2%)
- In 2013 ~3mn sqm of residential area is planned to be delivered at St. Petersburg, similar to previous 2 years (~2.7 mn sqm). 10 new projects have been delivered to the market in 2012. 17 are expected to be completed in 1Q13. 75 new deliveries were announced to be completed in 2013 (including new phases of existing projects)
- According to the European Mortgage Federation, Russia has one of the lowest levels of living space per capita compared to other European countries, which comprises at ~23 sqm. It is expected to grow to 31 sqm by 2020

Average Living Space Comparison, sqm/capita



Accumulated Mortgage Lending in Russia , Rates (%) & Volumes (RUR bn)





CHAPTER II

PORTFOLIO PROJECTS



YIELDING & CASH GENERATING

PROJECTS



Triumph Park – Phase I&II Multifunctional complex: residential – 59K sqm retail – 2,700 sqm Perkhushkovo Phase1: 77 private houses

St. Petersburg

Moscow Yaroslavi

Saratov

Hidro & MAG – Class B office complexes – 35,230 sqm (5 buildings)

> Century Building – Class B 2 office buildings at the Hydro & MAG site – 20,903 sqm

Tamiz-Class B office building at the Hidro & MAG site – 11,737 sqm



 Triumph Mall – 27,230 sqm of retail and entertainment, opened Dec"10



Vernissage Mall – 34,090 sqm of retail, opened in April '07

- Black Yielding assets
- Red Under construction



TRIUMPH PARK

- Land area: 41 ha
- Total saleable area: 630,900 sqm (9,000 apt)
- Rights from freehold: 100%
 - Project value: \$320.3M (as of 31/12/12 C&W Valuation)

PHASE I



PHASE II



PHASE III IN PLANNING



\$125M INCOME FROM SALES IN 18 MONTHS





PHASE I



Number of apt: 510Sellable area: 26,200 sqmCommercial area: 1,200 sqm

Expected delivery: Q2 '2013

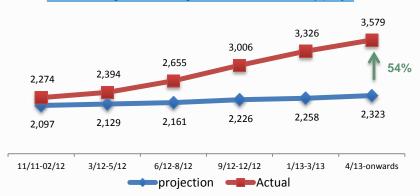
Project Status:

Loan balance to 31/03/13: \$3M

 Construction: core and infrastructure works in advanced stages

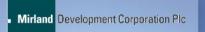
Apartment Mix Average Sale Price (\$/19m) **Projected Type** Actual 1-room 2.279 2,701 2,144 2,588 2-room 3-room 2.075 2.459 4-room 2,619 3,285 2,200 2,631 **Average**

Sale Price Dynamics: Projected vs Actual Prices, \$/sqm



Phase I Sales Dynamics: Projected vs Actual, apt/month





PHASE I. JUNE 2013



On-site webcam: http://exdesign.ru/projects/cam-triumph/









Number of apt: 630

Sellable area: 32, 600 sqm
Commercial area: 1,500 sqm
Sales commencement: Q3 '12

Expected delivery: Q4 '14

Project Status:

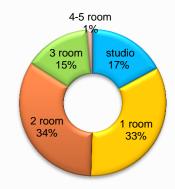
Loan balance to 31/03/13: \$0.03M

Construction works: foundation works in process

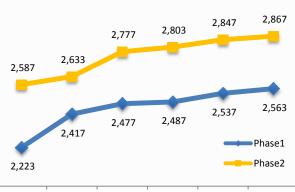
Contractor: UNR 18

Sales Price Projection (\$/sqm)									
Туре	Actual Ave. Sale Price	Inventory Price	Total						
Studio	2,832	3,313	2,983						
1-room	2,769	3,339	3,017						
2-room	2,601	2,751	2,667						
3-room	2,487	2,650	2,556						
4-room	-	3,167	3,167						
5-room	-,	3,222	3,222						
Average	2,638	2,929	2,766						

Phase II Apartment Mix

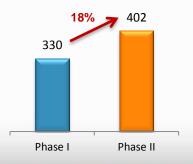


Phase I&II Sale Price Comparison, \$/sqm



1st month 2nd month 3rd month 4th month 5th month 6th month

9 Months Total Sales, apt



9 Months Average price, \$/sqm







Sellable area: 64,025 sqm
Commercial area: 2,950 sqm

Number of apt: 1,346



Sellable area: 64,025 sqmCommercial area: 2,950 sqm

Number of apt: 1,346

Exp. construction commencement:Q3-Q4 '13

Exp. sales commencement: Q3-Q4 '13





Phase III Apartment Mix:



Phaze III Apartment Mix									
Type No of apt Total area, sqm Ave. flat area sqm									
Studio	296	8,140	27						
1-room	492	19,482	39						
2-room	446	27,272	61						
3-room	112	9,131	81						
Total	1,346	64,025	51						



WESTERN RESIDENCE - PHASE I

Land area: 22.5 ha

Saleable area: 65,629 sqm
Phase 1: 77 houses (out of 163)
Rights from freehold: 100%

C&W Valuation 31/12/2012:

Project Value: \$63.2M

Западная Резиденция

Project Status:

- Total sales: 25 houses
- Infrastructure construction completed
- Completion Certificate obtained
- · Residents settlement is in process
- · Phase II of the project is under consideration . Proposed concept: low-rise buildings









MIRLAND BUSINESS CENTER

HYDRO& MAG



Land area: 3.4 haGLA: 35,230 sqmCompleted: Q4 '08

Rights from leasehold: 100%

C&W Valuation 31/12/12:

Project value: \$153.1M

Total commercial Income 2012*: \$12.5M

Project Status:

Occupancy rate: 98%

CENTURY BLD



Land area: 0.58 haGLA: 20,903 sqmCompleted: Q1 '09

Rights from ownership: 51% and 61%

C&W Valuation 31/12/12:

Project value: \$52.8M**

Total commercial Income 2012*: \$4.8M**

Project Status:

Occupancy rate: 99%

TAMIZ



Land area: 0.45 haGLA: 11,737 sqmCompleted: Q3 '11

Rights from leasehold: 100%

C&W Valuation 31/12/12:

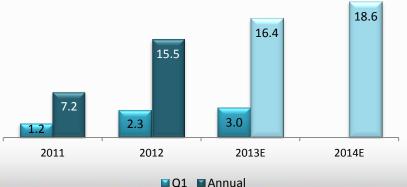
Project Value: \$45.7M

Total commercial Income 2012*: \$3.9M

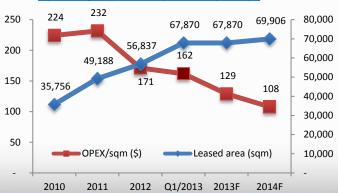
Project Status:

Occupancy rate: 98%

Offices Annual NOI Growth, \$M



Operating Expenses Dynamics, per sqm





REGIONAL RETAIL PROJECTS

TRIUMPH MALL



GLA: 27,305 sqm
Completed: Q4 '10

Rights from freehold: 100%

C&W Valuation 31/12/12:

Project Value: \$121.4M

■ Total commercial income 2012*: \$12.8M



Project Status:

Occupancy rate: 100%

Ave. monthly footfall: 520K

VERNISSAGE MALL



- **Land area:** 12 ha **GLA:** 34,090 sqm
- Completed: Q2 '07
- Rights from freehold: 50.5%

C&W Valuation 31/12/12:

- Project Value**: \$49.1M
- Total commercial income 2012*: \$5.3M**



Annual NOI Growth, \$M



Project Status:

- Occupancy rate: 100%
- Ave. monthly footfall: 295K



PROJECTS IN PLANING & PIPELINE



Western Residence Phase II

86 cottages and townhouses in Perkhushkovo, Moscow outskirts



Triumph Park - Phases 3-5

- Neighborhood in St. Petersburg
- Total residential 560,890 sqm
- offices 60,000 sqm
- retail 36,000 sqm

Project Status:

Phase III in advanced planning



Vernissage Mall Phase II

55,245 sqm of retail adjacent to the Vernissage Mall in Yaroslavl

Project Status:

In advanced planning



Triumph House - DIY

- 31,470 sqm of retail in Kazan **Project Status:**
- 16K sgm in advanced planning 0

Logistics Centre

40.7 ha in Novosibirsk

Shopping Centre

18,024 sqm in Penza



CHAPTER III

FINANCIAL HIGHLIGHTS



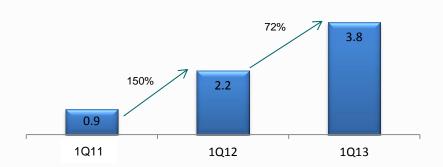
FINANCIAL HIGHLIGHTS

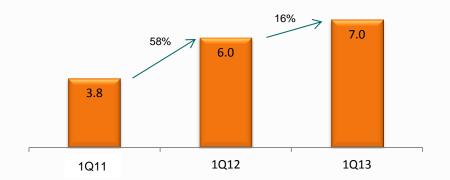
	31/3/2013	31/12/2012	31/3/2012	
Total Balance	\$800,397K	\$743,654K	\$729,821K	
Total Equity	\$340,709K 43% of balance	\$317,347K 43% of balance	\$365,824K 50% of balance	
Property & Land	\$749,083K 94% of balance	\$694,982K 93% of balance	\$694,557K 95% of balance	
Total Net Debt	\$316,784K Net Debt to balance ratio- 40%	\$304,189K Net debt to balance ratio- 41%	\$318,240K Net debt to balance ratio- 44%	
Net Income (Loss)	\$511K	(\$42,302K)	(\$19,840K)	
Cash (end of the period)	\$30,576K	\$25,669K	\$13,272K	
Cash Flow (operating activities)	\$4,080K	\$5,043K	(\$5,867K)	



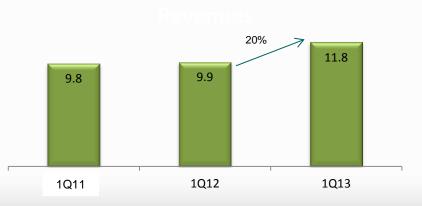
KEY PERFORMANCE INDICATORS







Revenues, \$M



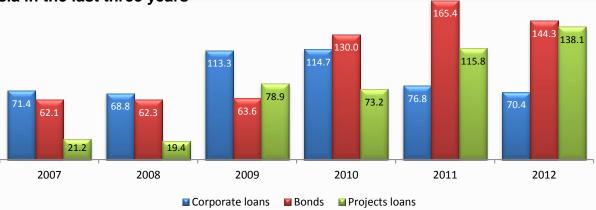


FINANCIAL LIABILITIES

Financial Liabilities Distribution, mil USD

~ \$120M in loans were raised in Russia in the last three years

Credit lines of ~\$90M were obtained

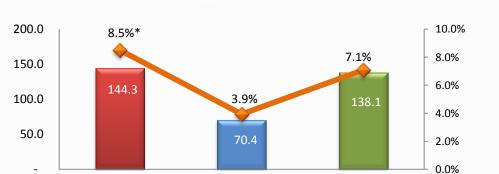


Average Debt Cost

Mirland weighted average debt cost is 7.1%

Bonds

Financial Liabilities Repayments (accrued), mil USD



Corporate loans

Interest, %



Project loans



FINANCING OF YIELDING ASSETS

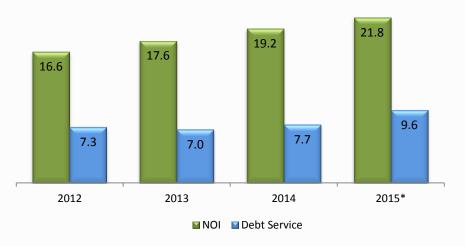
Projected commercial income on completion of \$43.6M, following stabilization of occupancy and rental rates

Project/ Data in USD mil	C&W Valuation as of 31/12/12	Asset Cost	Financing	Loan to Value	Loan conditions	2013 NOI forecast	Average occupancy
Retail							
Triumph Mall – Saratov	121.4	83.1	37.3	31%	15 (yrs) , Libor 3 M + 3.5%, quarterly	12.2	100%
Vernissage Mall – Yaroslavl*	53.5	27.2	12.1	23%	5 (yrs) (with option for extension to 7 yrs), 9.25%, quarterly with balloon payment of 53%	5.4	100%
Offices							
Hydro, MAG, Tamiz – Moscow	198.8	156.6	50.2	25%	7 (yrs), 9.5%, quarterly with balloon payment of 50%	11.1	98%
Century Buildings - Moscow	52.9	48.9	7.4	14%	7 (yrs), Libor 3 M + 7.7%, quarterly with balloon payment of 37%	5.3	98%
Total	426.6	315.8	107.0	25%		34	99%



NOI W DEBT SERVICE

Retail Projects NOI and Debt Service, mil USD



Office Projects NOI and Debt Service, mil USD





CASH FLOW FORECAST

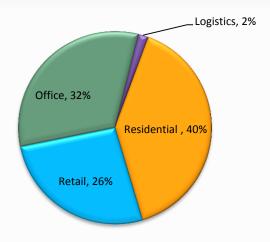
('000 USD)	9 months ended 31.12.2013	12 months ended 31.12.2014	12 months ended 31.12.2015*
Cash opening balance	31,271	57,190	69,246
Receipt of loans lien on yielding projects	26,190	64,000	40,000
Receipt of project financing loans	12,206	17,041	-
Cash flow from sales of residential units	80,114	133,893	147,254
Cash flow from operating activity	19,199	23,657	28,273
Bonds issuance	17,347		
Sources	155,056	238,591	215,527
Interest payments to banks and bonds holders	(9,861)	(10,992)	(6,677)
Bonds repayment	(28,696)	(43,732)	(43,732)
Repayment of loans and interest guaranteed by parent companies	(9,163)	(35,000)	(35,000)
Repayment of bank loans and interest in subsidiries	(24,579)	(51,955)	(41,420)
Investment in projects	(56,838)	(84,856)	(82,872)
Uses	(129,137)	(226,535)	(209,701)
Cash closing balance	57,190	69,246	75,072

(*) Based on 1Q15 data



C&W VALUATION of ASSETS

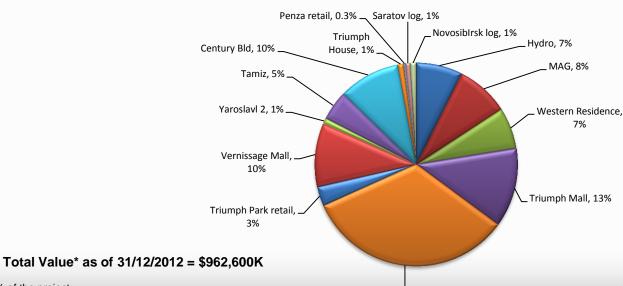
Segment Distribution by Value*



Portfolio Geographic Distribution by Value*



Portfolio Value* by Asset, %



* 100% of the project

Triumph Park residential, 33%





CUSHMAN & WAKEFIELD VALUATION OF ASSETS



CEW VALUATION of ASSETS

MirLand Development Corporation Assets - Overview of Market Values as at 31st of December 2012



													200	
Ref.	City	Property Name and Address	Portfolio Market Value as of 31st of December 2012	Percentage Owned by MirLand	MirLand Market Value as of 31st of December 2012 (Rounded)	Total sqm of Land	Projected Net Leasable / Saleable Area in sqm upon Completion (excl. Parking)	Market Value per sqm of Projected Net Leasable Area	Discount Rate	Projected Exit Date	Projected Exit Capitalisation Rate for Commercial	Projected Exit Sales Price (Uncompleted Only)	Total Outstanding Investment (excl. VAT & Land for commercial properties and incl. VAT for residential projects)	Total Commercial NOI as of 2013 Market Rental Values (Assuming 100% Occupancy and Fully Completed)
		Hydromashservice, 2-Khutorskaya str., 38A	\$71,300,000	·}	\$71,300,000	12,237	16,696	ļ	12.50%	Completed	ļ	Completed	ļ	\$6,439,000
002		MAG, 2-Khutorskaya str., 38A	\$81,800,000	100%	\$81,800,000	21,940	18,534	\$4,414	12.50%	Completed	9.00%	Completed	Completed	\$6,158,000
003	Moscow Region	Western Residence, Perkhushkovo, Odintsovsky district	\$63,200,000	100%	\$63,200,000	225,300	56,876	\$1,111	14% /18%	2016	Residential	Residential	\$27,928,000	Residential
004	Saratov	Triumph Mall, 167 Zarubina street	\$121,400,000	100%	\$121,400,000	22,000	27,231	\$4,458	12.50%	Completed	10.50%	Completed	Completed	\$12,854,000
005	Moscow	Skyscraper, Dmitrovskoe schosse, 1	Ş(\$0	\$0	\$0	0	\$0	0%	0	\$0	\$0	\$0	\$0
006	Saint Petersburg	Triumph Park, Residential	\$320,300,000	100%	\$320,300,000	326,651	593,490	\$540	19.00%	2012-2025	Residential	Residential	\$873,399,000	Residential
007	Saint Petersburg	Triumph Park, Trade Center	\$29,900,000	100%	\$29,900,000	81,663	117,775	\$254	25.00%	2020	10%/ 10%	\$412,677,000	\$142,699,000	\$37,165,000
008	Yaroslavl	Vernissage Mall, Kalinina str.	\$97,200,000	51%	\$49,100,000	120,000	34,092	\$2,851	12.50%	Completed	10.50%	Completed	Completed	\$10,475,000
009	Yaroslavl	Phase II	\$8,800,000	51%	\$4,400,000	180,000	55,245	\$159	21.00%	2017	10.50%	\$86,630,000	\$42,130,000	\$8,200,000
010	Moscow	Tamiz Building	\$45,700,000	100%	\$45,700,000	4,500	11,737	\$3,894	12.50%	Completed	9.00%	Completed	Completed	\$3,950,000
011	Moscow	Century Buildings	\$95,000,000	51%/61%	\$52,850,000	5,800	20,903	\$4,545	12.50%	Completed	9.00%	Completed	Completed	\$8,680,000
012	Kazan	Triumph House	\$8,900,000	100%	\$8,900,000	22,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
013	Penza	Retail Center	\$3,200,000	100%	\$3,200,000	52,790	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
014	Saratov	Logistics Complex	\$7,200,000	100%	\$7,200,000	260,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
015	Novosibirsk	Logistics Complex	\$8,700,000	100%	\$8,700,000	406,752	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
		Total	\$962,600,000)	\$868,000,000							\$499,310,000	\$1,086,200,000	



CEW VALUATION OF ASSETS

NAV Calculation

	As of 31/12/2012,\$M
Market value of the Company's beneficial share in the Properties	868.0
Advance from buyers in Perkushkovo project	77.8
Non-property non-current assets	12.1
Non-current liabilities	(223.5)
Current assets less current liabilities	(189.6)
Adjusted Net Asset Value	544.8

NAV Development, USD'M

