



STRICTLY CONFIDENTIAL FOR ADDRESSEE ONLY
DRAFT VALUATION REPORT 12-MOSC-900011

**“THE MIRLAND DEVELOPMENT CORPORATION
ASSETS”, RUSSIA**

PREPARED FOR MIRLAND DEVELOPMENT CORPORATION PLC

DATE OF VALUATION 30 JUNE 2013

13 August 2013

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A VALUATION REPORT

To: MirLand Development Corporation Plc
Cyprus, Limassol 3025, Thessaloniki Street
Nicolau Pentadromos Centre, Floor 10, office 1002

Attention: Roman Rozental, CEO

Property: "Mirland Development Corporation Assets"

Report Date: 13 August 2013

Valuation Date: 30 June 2013

I INSTRUCTIONS

APPOINTMENT

In accordance with your request, as confirmed by the Valuation Agreement 12-MOSC-900011 dated 16 January 2013, ("Agreement"), concluded between Cushman & Wakefield OOO ("C&W") and Mirland Development Corporation Plc ("the Client"), we are pleased to submit our valuation report of various properties known together as "Mirland Development Corporation" plc.

We, Cushman & Wakefield (herein referred as "C&W"), have considered each property as set out in the Appendix I.

Each valuation has been in accordance with the Practice Statements contained in the RICS Appraisal and Valuation Standards ("the Red Book") published by The Royal Institution of Chartered Surveyors and amended in May 2012. The valuation has been prepared by a valuer who conforms to the requirements as set out in the Red Book, acting in the capacity of an independent valuer.

2 BACKGROUND TO THE VALUATION

We are instructed to prepare this Valuation Report for financial reporting purposes. The effective date of each valuation is 30th of June 2013.

3 BASES OF VALUATION

Each property is either: held as an investment; for development; or is in the course of development and has, as instructed and in accordance with the requirements of the Red Book, been valued on the basis of Market Value, as defined in the Red Book as:

"The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably prudently and without compulsion."

4. TENURE AND TENANCIES

We have not reviewed the Title Deeds or Leases and each valuation has been based entirely on the information which the Client has supplied to us as to tenure, tenancies and statutory notices. We understand each property is either held by the Client, its subsidiaries, or jointly with third parties. We have valued a 100% share of the tenure stated in each property, unless otherwise specifically stated, as if each property was held entirely by the Client as at the valuation date. We have not made any adjustment to value, which may be appropriate when considering fractional ownership for each individual property. In the summary below, an apportionment has been provided taking into account the share ownership of each property as provided to us by the Client. This is a straight apportionment based on these percentages, and no further deductions have been made to reflect minority share ownerships or the fact of fractional ownership. This number therefore may differ from the Market Value for the share ownership of individual properties, particularly when only a minority interest is held by the Client.

A number of properties are held leasehold on ground leases from Moscow City Government. The standard terms of these leases are that rents are reviewed annually (upwards, or downwards) in accordance with a city-wide formula that is set by the Moscow City Government. Each ground lease is subject to Term Extension Right Clause as standard, allowing for the extension of the duration of the lease upon expiry, on the same terms and conditions. However you should be aware that the effectiveness of the Term Extension Right Clause remains untested in the market because few leases have reached expiry. Our valuation assumes that the ground lease at each property can be extended in accordance with the Term Extension Right Clause.

Where a property is either "*currently in the course of development*" or "*held for future development*" and is held leasehold, the land leases generally confer the landlord's permission to develop. Where the considered development scheme differs from that anticipated by the land lease, our valuation assumes that the required variation to the landlord's permission will be forthcoming without material cost or delay. Where a property is to be held leasehold but the terms of the land lease are not finalised, our valuation takes into account any additional, reasonable, risks of delay and cost in receiving landlord's permissions. We have assumed that there are no unforeseeable circumstances that would cause additional cost or delay in excess of that generally experienced.

Unless disclosed to us to the contrary and recorded in the property descriptions, each valuation is on the basis that:

1. the property possesses a good and marketable title, free from any unusually onerous restrictions, covenants or other encumbrances;
2. where the interest held in the property is leasehold, there are no unreasonable or unusual clauses which would affect value and no unusual restrictions or conditions governing the assignment or disposal of the interest;
3. leases to which the property may be subject are on standard market terms, and contain no unusual or onerous provisions or covenants which would affect value;
4. all notices have been served validly and within appropriate time limits;
5. the property excludes any mineral rights; and
6. vacant possession can be given of all accommodation which is unlet, or occupied either by the Client or by its employees on service occupancies.

In certain cases we have been informed by the Client that land lease rights are "*in the process of being formulated*". Unless otherwise stated our valuation is for a full share interest in the Property and assumes that a good and marketable title exists. This should be taken into account in consideration of individual properties. Where specific outstanding costs have been identified to us as being required to arrive at ownership of a full share interest in the requisite Property or in order to obtain the necessary permits, these costs have been taken into account in the valuation in full.

For some properties we have been informed by the Client that investment contracts are held for the development. In these cases our valuations assume that a ground lease and an ownership certificate will be issued upon completion of the development, as is normal development practice in Moscow.

5. NET ANNUAL RENT

The net annual rent for each property is referred to in the Schedule at Appendix One. Net annual rent is defined as:

"the current income or income estimated by the valuer:

- (i) ignoring special receipts or deductions arising from the property;*
- (ii) excluding Value Added Tax and before taxation (including tax on profits and any allowances for interest on capital or loans); and*
- (iii) after making deductions for superior rents (but not for amortisation), and any disbursements including, if appropriate, expenses of managing the property and allowances to maintain it in a condition to command its rent".*

6. TOWN PLANNING

We have not made formal searches, but have generally relied on verbal enquiries and any informal information received from the Local Planning Authority, or from the Client. Each valuation is on the basis that the property has been erected either prior to planning control or in accordance with a valid planning permission and is being occupied and used without any breach of planning or building regulations. Except where stated otherwise, each valuation is on the basis that each property is not affected by proposals for road widening, Compulsory Purchase, planning inquiry, or archaeological investigation.

We are informed by the Client that for a number of "properties held for development", the relevant planning permission approvals are either; "*in the process of being applied for*", or "*in the process of being updated*". Each valuation assumes that all required planning permission consents will be received within a normally acceptable timescale and that there are no such issues which would materially delay the issuance of the required consent, or have a material effect on value or marketability.

Although, where appropriate, we have considered the Client's business plan to develop each property, each valuation reflects our opinion of an appropriate development that could reasonably be expected to form the basis of a bid for a property by a third party. I.e. the Highest and Best Use as defined by the International Valuation Standards has been considered for each property. The Highest and Best Use is defined in Paragraph 3.4 of IVS 1 as: "*The most probable use of a property which is physically possible, appropriately justified, legally permissible, financially feasible, and which results in the highest value of the property being valued*".

7. STRUCTURE

We have neither carried out a structural survey of each property, nor tested any services or other plant or machinery. We are therefore unable to give any opinion on the condition of the structure or services at any property. Each valuation takes into account any information supplied to us and any defects noted during our inspection, but otherwise are on the basis that there are no latent defects, wants of repair or other matters which would materially affect each valuation.

We have not inspected those parts of each property which are covered, unexposed or inaccessible and each valuation is on the basis that they are in good repair and condition.

We have not investigated the presence or absence of High Alumina Cement, Calcium Chloride, Asbestos and other deleterious materials. In the absence of information to the contrary, each valuation is on the basis that no hazardous or suspect materials or techniques have been used in the construction of any property.

8. SITE AND CONTAMINATION

We have not investigated ground conditions/stability and each valuation is on the basis that any buildings have been constructed, having appropriate regard to existing ground conditions. Where the property has development potential, our valuation is on the basis that there are no adverse ground conditions which would affect building costs. However, where you have supplied us with a building cost estimate, we have relied on it being based on full information regarding existing ground conditions. We have considered the Client's construction estimates in the light of typical market norms.

We have not carried out any investigations or tests, nor been supplied with any information from you or from any relevant expert that determines the presence or otherwise of contamination (including any ground water). Accordingly, our valuation has been prepared on the basis that there are no such matters that would materially affect our valuation.

9. PLANT AND MACHINERY

Where the interest held in the property is freehold, usual landlord's fixtures such as lifts, escalators and central heating have been treated as an integral part of the building and are included within the asset valued. Where the interest held in the property is leasehold (<50 years), these items have been treated as belonging to the landlord upon reversion of the lease.

Process-related plant/machinery and tenants' fixtures/trade fittings have been excluded from each valuation.

10. INSPECTIONS, AREAS AND DIMENSIONS

We have inspected each property internally and externally (except the properties held for development in Penza and Kazan) unless specific reference is made to a limited inspection. Further inspections have been carried out where there have been significant changes to any individual property, and these further inspection dates, where applicable, are identified in the property descriptions below.

No measured surveys have been carried out by C&W. We have relied entirely on the site and floor areas and dimensions provided to us by the Client. We have assumed that these are correct and calculated on the appropriate basis, as normally adopted by the local property market. Any references to the age of buildings are approximate.

11. GENERAL PRINCIPLES

Each valuation is based on the information which has been supplied to us by the Client or which we have obtained in response to our enquiries. We have relied on this information as being correct and complete and on there being no undisclosed matters which would affect each valuation.

In respect of tenants' covenants, whilst we have taken into account information of which we are aware, we have not received a formal report on the financial status of the tenants. We have not been supplied with any information to indicate that there are material arrears or that the tenants are unable to meet their commitments under the leases. Each valuation is on the basis that this is correct. You may wish to obtain further information to verify this.

Where we have reflected development potential in a valuation, we have assumed that all structures at the property will be completed using good quality materials and first class workmanship and that the development scheme will let to tenants who satisfy the tenant mix policy and are of reasonable covenant status and on typical market lease terms.

Each valuation does not make allowance either for the cost of transferring sale proceeds internationally or elsewhere within the Client, or for any restrictions on doing so. No account has been taken of any leases granted between subsidiaries of the Client, and no allowance has been made for the existence of a mortgage, or similar financial encumbrance on or over each property. Where a grant has been received, no allowance has been made in our valuations for any requirement to repay the grant.

A purchaser of a property is likely to obtain further advice or verification relating to certain matters referred to above before proceeding with a purchase. You should therefore note the conditions on which this Valuation Report has been prepared.

We strongly recommend that no disposal of any property should be undertaken without proper exposure to the market. Each valuation assumes that there is an active letting and funding market. This Valuation Report should be read in conjunction with the contracts referred to above, our terms of engagement and in particular our Standard Terms and Conditions of Appointment of Cushman & Wakefield as Valuers.

12. SPECIAL ASSUMPTIONS, RESERVATIONS AND DEPARTURES

We can confirm that each valuation is not made on the basis of any Special Assumptions or any Departures from the Practice Statements contained in the Red Book. Subject to the general limitations of our inspections and sources of information set out above, each valuation is not subject to any specific Reservations in relation to restricted information or property inspection.

13. CONFLICT OF INTEREST

We confirm that there are no conflicts of interest in our advising you on the value of the Properties.

The fee paid to us bears no impact whatsoever on the outcome of the appraisal. The goal of this Report is not to attain a previously agreed market value or its derivative, favorable to the interests of the Client.

14. DISCLOSURE

The members of The Royal Institution of Chartered Surveyors signing this Report have previously been the signatories to the valuations provided to the Client for the same purposes as this Valuation Report. C&W have previously carried out these valuations for the same purpose as this Valuation Report on behalf of the Client.

15. AGGREGATE VALUATION

Subject to the foregoing, and based on values current as at 30th of June 2013, we are of opinion that the aggregation of the Market Value of each 100% share of each freehold and leasehold interest in each Property, as set out in the appendix, is the total sum of (rounded):

US\$966,300,000

NINE HUNDRED AND SIXTY SIX MILLION, THREE HUNDRED THOUSAND

US DOLLARS

NET OF VAT

This sum may be apportioned as follows:

	FREEHOLD (ROUNDED)	LEASEHOLD (ROUNDED)
Properties held as Investments	US\$225,100,000	US\$249,800,000
Properties in the Course of Development	US\$58,100,000	US\$44,500,000
Properties Held for Development	US\$379,800,000	US\$9,000,000
Total	US\$663,000,000	US\$303,300,000

Based on the information supplied to us as regards ownership, we are of opinion that the Market Value of the Client's beneficial share in each Property, on the basis outlined above is the total sum of (rounded):

US\$870,500,000

EIGHT HUNDRED SEVENTY MILLION, FIVE HUNDRED THOUSAND

US DOLLARS

NET OF VAT

This sum may be apportioned as follows:

	FREEHOLD (ROUNDED)	LEASEHOLD (ROUNDED)
Properties held as Investments	US\$176,300,000	US\$207,300,000
Properties in the Course of Development	US\$58,100,000	US\$44,500,000
Properties Held for Development	US\$375,300,000	US\$9,000,000
Total	US\$609,700,000	US\$260,800,000

The valuation stated above represents the aggregate of the current values attributable to the individual properties and should not be regarded as a valuation of the portfolio as a whole in the context of a sale as a single lot. We set out the value ascribed to each property in the appendix.

We have considered an appropriate development commencement date and development period for each property in isolation, based on each property's particular circumstance. Each valuation does not consider any effect of multiple properties being developed concurrently (e.g. any resource, expense or savings issues if undertaken by a single developer), or released to the market (occupation or investment) together.

The Summary Valuation Schedule shows our opinion of the appropriate discount rate on an un-leveraged basis as used in the Market Valuation for each property. This discount rate is calculated on the assumption that each property would be held for a reasonable period to allow stabilisation of income upon development completion, with the exception of the development of residential property for sale, and that no debt is used.

16 CONFIDENTIALITY

The contents of this Valuation Report are intended to be confidential to the addressees and for the specific purpose stated. Consequently, and in accordance with current practice, no responsibility is accepted to any other party in respect of the whole or any part of its contents. Before the Valuation Report or any part of its contents are reproduced or referred to in any document, circular or statement or disclosed orally to a third party, our written approval as to the form and context of such publication or disclosure must first be obtained. For the avoidance of doubt, such approval is required whether or not this firm is referred to by name and whether or not our Valuation Report is combined with others.

Notwithstanding the preceding paragraph, our prior written approval shall not be required for the reproduction and inclusion of this report, in its entirety or only parts of this report, in respect of the MirLand Development Corporation financial reporting related to its public listing at AIM and TASE.

Signed for and on behalf of Cushman & Wakefield OOO



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APPENDIX I

VALUATION METHODOLOGY

There are three generally adopted approaches used to value property: *The Sales Comparison Approach*; *The Income Approach*; and *The Cost Approach*. We have valued the properties using the income approach, taking account of sales comparables where available. The cost approach has not been used as this produces a "Non-Market Value" suitable for financial statements relating only to "specialised properties". An overview of The Sales Comparison Approach and The Income Approach and how these relate to the Russian Market, follows.

THE COST APPROACH

Under IVS this approach is relevant to specialised properties (i.e. properties that are rarely if ever sold on the open market due to their uniqueness, which arises from their specialised nature or the design of the buildings, their configuration, size, location or otherwise) and limited market property (i.e. properties that because of market conditions, unique features, or other factors attract relatively few buyers).

THE SALES COMPARISON APPROACH

This method involves analyzing all available information on sales of comparable properties that have taken place and making adjustments in the prices achieved to reflect the differences in the properties sold and the property to be valued. This approach hinges on the availability of reliable market evidence of comparable sales. Distinction must be drawn between information that is known to be accurate and reported information that is second hand or at best hearsay. Only information that is known to be accurate can be relied upon with any degree of comfort to provide an accurate valuation.

There are severe difficulties of applying this valuation approach in emerging real estate markets, including Russia, as due to their comparative immaturity the availability of reliable market information is very limited. To reflect this, the International Valuation Standards Committee ("IVSC") (the leading international body for setting valuation standards) devoted a recent White Paper to the study. It identifies specific problems for valuers in emerging markets, which apply very well to Moscow and to Russia – and these problems also tend to inhibit the operation of the market as a whole, in particular as regards investment.

The principal problem is a lack of transparency and a relatively low volume of recorded deals. In mature property markets there is a wealth of information available on completed sales transactions, in the form of yields and total sales prices, and this makes it relatively straight-forward to apply this valuation technique to any property. In Russia this sort of information is often not available, and where the details of transactions are publicized their accuracy cannot always be guaranteed. In addition, a large number of sales transactions in Russia take place "off-market" and therefore details of them are seldom known beyond those who were party to the deal.

The volume of completed deals is very low in all sectors of the Russian real estate market. In addition – as outlined above, deal information is rarely reported accurately and is often manipulated for other reasons benefiting the separate parties to any sale deal. Therefore it is often necessary to use offered prices as a basis for assessing the opinion as to value using the sales comparison approach.

Development sites are transacted, but these transactions are usually "off-market" and therefore reliable comparable information is therefore only available to the parties to the transactions and their advisers – who are usually bound by confidentiality restrictions.

We are aware of the details of a number of transactions of land held for development. This comparable information has been taken into account in assessing the valuations herein, and where possible these comparables are referred to. However – in most cases we are bound by confidentiality and therefore can only provide guideline information.

We applied this method where it was applicable in order to develop our judgement on the market value of each property.

For the purpose of this valuation we applied this method to the properties where it was possible to find relevant comparable offers and information on their status and price. This method was applied while valuing land plots, intended for retail complex development in Penza and Kazan and land plots in Saratov and Novosibirsk, intended for development of a logistics complex.

In respect of the land plot in Moscow (Skyscraper Project), it should be stated that there are no similar comparables, possessing identical characteristic. Therefore we applied only the DCF method while valuing this Property. In regards to the Yaroslavl Phase 2, St. Petersburg Commercial and Perkhushkovo 2 land plot we also used the DCF method as the Properties represents an extension of existing first phases and have development concepts in place.

GLOBAL ASSUMPTIONS FOR THE SALES COMPARISON APPROACH

We have used the Sales Comparison Approach to develop an opinion of land values. Within this approach, we have analyzed prices offered by owners for similar sites in the market. In making comparisons, we have adjusted the sale prices for differences between the Properties and the comparable sites. If the comparable was superior to the Subject Property, a downward adjustment was made to the comparable sale. If inferior, an upward adjustment was made.

In the valuation of the freehold interest in the Properties, the Sales Comparison Approach has been used to establish the prices being paid for similarly zoned land. The most widely used and market oriented unit of comparison for properties with characteristics similar to those of the subject is the sale price per square meter of land area. All transactions used in this analysis are analyzed on this basis.

The major elements of this approach include tenure, permitted use of the land plot, status of the comparable, location of the property, its size, access to public utilities, documentation and technical conditions.

DISCUSSION OF ADJUSTMENTS

While assessing the adjustments, we were guided by common practice and based our assumptions on our previous experience in valuation of similar kind of assets.

TENURE

This adjustment describes the type of rights in regards of the property: freehold or leasehold. subject properties Where a comparable is held leasehold for 49 years and the Subject Property is held freehold, an adjustment of 10% is considered to be appropriate.

STATUS

Adjustments for the type of comparable usually reflect the status of the comparable itself. As all comparables are open offers, we made necessary adjustments taking into account the discount that each owner is ready to give to the buyer. General market practice shows that owners are ready to give a 5-10% discount to the offer price. We made downward adjustments of 10% to reflect this fact.

PERMITTED USE

This adjustment describes the permitted use applicable to every land plot comparable. As all comparables have one and the same permitted use as the Properties, we did not make any adjustments in this respect.

As there were no deviations from the applicable zoning plan, no adjustments have been made in this respect to the subject properties.

PROJECT DOCUMENTATION AND TECHNICAL CONDITIONS

Existence of Project documentation and Technical conditions of different utilities always significantly increases the value of the land plot. This adjustment represents a money-based adjustment, which is measured not in the percentage terms but in the amount of money per 1 sq. m. invested into the project and connected with acquisition of all

necessary documentation and technical conditions. In our case this adjustment was applied in respect of the Kazan land plot, which is still in the pre-submission design phase.

LOCATION

An adjustment for location is required when the location characteristics of a comparable property are different from those of the Subject Property. We have estimated the data relative to the location of the subject properties including their specific location and immediate surroundings. Based on our analysis, we have made a downward adjustment to those comparables considered superior in location versus the Subject Property. Conversely, an upward adjustment was made to those comparables considered inferior.

SIZE

The size adjustment generally reflects the inverse relationship between the unit price and the lot size. Smaller lots tend to sell for higher unit prices than larger lots, and vice versa. Hence, upward adjustments were made to larger land parcels, and downward adjustments were made to smaller land parcels.

PUBLIC UTILITIES

The public utilities adjustment usually reflects access to all necessary utilities such as gas, electricity and water supply. We have made a downward adjustment to those comparables where all technical conditions were agreed whereas for the subject properties it was assumed that all necessary utilities are located nearby.

In regards to the Saratov land plot, this adjustment represents a money-based adjustment, which is measured not in percentage terms but in the amount of money per 1 sq. m. invested into the project and connected with the acquisition of the necessary utilities – in our case the money was invested into the laying of electricity lines, construction of an electricity sub-station and the acquisition of technical conditions for 6Mwt of electricity.

On the basis of all the adjustments made, we have estimated the Market Value for the subject properties, derived from the average meaning of the adjusted prices for comparable sites or weighted average where appropriate. Summary tables are presented in the Appendix 6.

THE INCOME APPROACH

The most commonly used technique for assessing Market Value within the Income Approach is the Discounted Cash-flow. This is a financial modelling technique based on explicit assumptions regarding the prospective cash-flow to a property or business and the costs associated with being able to generate the income. To this assessed cash-flow a market-derived discount rate is applied to establish a present value for the income stream. This Net Present Value ("NPV") is an indication of Market Value¹. This approach is considered to be the most sophisticated valuation technique, because it allows differences between comparable sales and the Subject Property to be explicitly considered and analysed

For the basis of the current valuations where for the majority of properties consents exist for a specific type of development, the income approach is the most relevant. The residual value for properties under development or properties held for future development is the NPV of all future income streams less the NPV of all future costs. The costs include all of the development costs still outstanding in respect of each property, taxes paid over the operation incomes and tax for the sale of assets, and future incomes are assessed based on current returns for completed properties of a similar nature in the market adjusted to reflect the expected completion date for the particular project and anticipated future trends in rents and / or sales prices.

The difficulty in applying this method in the Russian market is assessing the correct market derived discount rate, due to the very small number of transactions, the lack of transparency in the reporting of information, and in the wide variations in returns required on projects from different investors.

¹ International Valuation Standards Sixth Edition – Guidance Note 9

The costs and incomes associated with the project have been assessed on the basis of standard construction costs in the market together with property or project specific information provided by the developer and current market returns adjusted to reflect anticipated future trends.

In order to assess the residual valuation of the land, a discount rate has to be applied to the projected cash-flows. The discount rate is market derived and reflects the minimum returns a typical investor would require to undertake a project of this type. This approach then provides the maximum value that an investor would be willing to pay for the land in its current condition, being the Net Present Value of all identified future costs and incomes at the necessary rate of return.

In the Russian market this approach specifically excludes the use of debt and the effect of leverage. The availability of debt, and on what terms, varies widely from investor to investor, and there is no market standard – especially in a comparatively immature debt market such as Moscow. Pre-debt discount and capitalisation rates are therefore used to represent the risk-return requirement of investors.

GLOBAL ASSUMPTIONS FOR THE INCOME APPROACH

For the subject properties some general assumptions have been made in developing the residual valuations.

These are summarized below:

ACQUISITION COST

The properties are mainly owned. However, in the modeling process the Market Value for a third party purchaser has been treated as the initial investment.

DEVELOPMENT PROPOSALS

It has been assumed where project documentation exists that any development would conform to the overall sizes as provided to us unless it is reasonable to assume that development could take place in some other form.

UTILITIES & ROAD IMPROVEMENT

In Russia the cost of providing utilities and executing necessary road improvements can vary widely. Where utilities need to be provided or road works executed it has been assumed that the cost estimates supplied to us are accurate.

CONSTRUCTION PHASING

All projects, unless specifically stated otherwise, have been assumed to be constructed in one phase. Due to the size of the Saint Petersburg (Residential and Trade Centre), Yaroslavl Phase 2 and Perkhushkovo projects it has been assumed that they would be phased and that the phasing would be designed to maximise the returns from the site;

CONSTRUCTION COSTS

Construction costs have been assessed in accordance with standard rates in the market that a third party developer / purchaser would expect to have to pay in the course of the development of each project. All the costs were provided to us by the Client, a reliable and a well-known developer, and were then double-checked by ourselves, based on the tables and construction costs guidance that we have got in-house as well as the data on other developments in Russia that we have from the information provided on other valuation projects.

CONSTRUCTION CONTRACT

An advance payment is included in the cost calculations, which is charged to the first quarter of the construction contract. A hold-back against defects requiring remedy is also included and is charged to the quarter after completion of construction of the relevant phase. The remaining construction costs are applied equally throughout the development period.

PERMIT & DESIGN COSTS

Where there are outstanding permitting costs these have been assessed in line with the anticipated numbers as supplied by the client as, once again, there can be a wide variation in the permitting costs. Design costs – where appropriate have been assessed in line with market standards.

ASSUMED SALE

In order to assess the capital value of a completed development, we have assumed that a property is to be held upon completion for a period until the net income stabilizes, and thereafter is sold. Taxes for the operation period and for the sale of assets were deducted from the proceeds (See taxes below). This is a valuation technique and does not necessarily represent the intention of the owner.

DISCOUNT RATE

We have considered the perceived risk associated with the subject properties, as there is a direct correlation between a property's perceived risk and expected rate of return to an investor. Based on our knowledge of required rates of return for various investments, in particular real estate, as well as through discussions with persons active in

the real estate market of Moscow, St. Petersburg and other regions, we have been able to estimate an appropriate discount rate that reflects the perceived risk and required rate of return for a each subject property.

The term "discount rate" is a rate of return used to convert a monetary sum, payable or receivable in the future, into present value. Thus the discount rate is used to determine the amount an investor would pay today (present value) for the right to receive an anticipated stream of payments (e.g., cash-flows) in the future.

Generally, the discount rate is the rate of return that would be required by an investor to purchase the stream of expected benefits (e.g., future cash-flows), given the risk of achieving those benefits. Risk is generally defined as the degree of certainty or uncertainty as to the realisation of expected future returns. In terms of a discounted cash-flow projection, this can be interpreted as the probability and extent to which the future projections will be realised. In other words, it is the risk of achieving the projections.

The discount rate selected must be based on the same definition of cash-flow utilised in the valuation model.

The level of yield may vary in different areas of each region for many reasons such as condition, desirability of location, which might be related to such factors as accessibility, visibility, reputation, etc. Investors expect larger returns when investing in high-risk income properties. A discount rate, appropriate for each property, was applied in each case.

While assessing the yields, we as appraisers had to work in conditions of market slowdown. As a consequence, there has been a significant reduction in market evidence upon which to base our valuation and so we have had to exercise a greater degree of judgment than usual. This is due to low level of investment activity which results in an imbalance between supply and demand therefore leading to forced transactions and distressed sales. Therefore we based our valuation on our overall experience and our knowledge of the market. While assessing an appropriate level of yields to each property in the portfolio, we used the available information about generalized capitalization rates for a certain real estate sector and a certain balance between prudent sellers' and willing buyers' expectations as well as analyzed general trends and correlations between all market variables. Therefore the yields were mainly derived from the market perception and knowledge rather than from any kind of mathematical calculations, which cannot be fully relied on in view of the market volatility and low activity. All the numbers were confirmed internally with our in-house investment team that has its own range of external and internal sources of information, which is formed on the basis of regular discussions with buyers and sellers, available market data as well as with other consulting and investment companies.

When analyzing the level of yield for the Mirland Business Centre properties located on 2nd Khutorskaya Street, we have analyzed perceived level of risk associated with these properties which is discussed in greater detail below.

When assessing the level of yield for these properties, we based our choice of the discount rate on all the relevant characteristics of the buildings and the fact that the buildings were partially vacant as well as taking into account existing leasing risk for the properties and considering the lease terms applied in the valuation.

Based on an analysis of all salient facts and available information we have assessed the level of discount rate for all Mirland Business Center properties (MAG, Hydromashservice, Tamiz and Century) at the level of 12.5%.

In regards to the yielding retail projects in the regions, we analyzed these Properties in terms of their characteristics, location and income generating ability. Taking into account the above information we are of the opinion that a discount rate of 12.5% represents a reasonable level of yield for shopping centers in Yaroslavl and Saratov.

EXIT CAPITALIZATION RATES

The capitalization rates are derived from our analysis of recent market transactions, together with our market knowledge derived from Cushman & Wakefield's investment agency coverage. In view of the current state of the market a greater degree of judgment was applied than would be the case in more mature markets where there is a large amount of transactional evidence. Nevertheless the yield levels used in the valuation calculation are based on market evidence and our experience of working with investors looking to invest in the market and our knowledge of the levels of return that they are seeking from their investments.

In Q4 2012 prime capitalization rates for Moscow were at the level of 8.5% for prime offices, 9-9.5% for retail premises and 10.5-11% for warehouse properties (for a more detailed explanation see Appendix II). On the basis of our market analysis, our discussions with major investment market players and recent capital markets transactions, both executed and in the process of final negotiations, we have been able to assess the exit capitalisation rates for the subject commercial properties.

Now most of the money moving into the market is focused on the best assets in Moscow. In addition, well managed properties with good reputations and solid rent rolls will command a scarcity premium and will be most attractive to buyers and bankers alike. We believe that the improvement in macro fundamentals will lift interest in the retail and warehouse sectors, particularly once consumer spending accelerates to the extent we believe it has. Residential property is also attractive and of key interest. Market capitalisation rates have been projected based on the assessment that the property investment market for Moscow, Saint Petersburg and the regions will become more sophisticated over the period and that the number of active investors will increase. We consider these to be both logical and appropriate.

RENTAL RATES

Rental rates for commercial office and retail spaces have been projected together with capitalisation rates, for the period of the cash-flow. Sales prices for residential developments have been assessed for the reasonably expected completion dates. These figures are based on research carried out by Cushman & Wakefield and market information.

In respect of commercial rents they have been assessed on a conservative projection of future market movement. They therefore provide realistic minimum figures that it is anticipated can be achieved.

RENTAL RATES GROWTH

Taking into account the rather stable economic and market situation, we decided to apply a moderate rental growth rate of 3% for all office premises for the whole duration of a forecasting period, which practically reflects the level of CPI US (2.44%) and shows a very low real market growth of 0.5%.

Growth rates for the residential element of Triumph Park in St. Petersburg were estimated at a conservative level of 2.5% (CPI-US), taking into account the general market trend of 2.5-5% price growth on residential apartments in prime locations in St. Petersburg and the large scale of the development.

A growth rate of 2.5% was adopted for Perkhushkovo cottage settlement taking into account the rather slow actual selling pace and rather low demand for cottages at the moment.

SALE PRICES

Sales prices for residential properties have been analyzed on the basis of the current sales program together with the current market situation. In addition, we have analyzed current deals in the market as at the date of valuation.

REVIEW / RENEWAL PERIOD

This is the length of the initial leases. The rents for the initial leases remain fixed for their entire term, in line with current market practices where indexation and rent reviews are not prevalent, and the rent during this period will depend upon the prevailing market rental rate in the year of completion. The assumed length of initial leases varies depending upon the property class – office leases are typically 5 years and retail leases are typically 3 to 5 years.

VACANCY RATE

Vacancy has been assumed for the duration of each project and depends upon the property class, its location, the local market and the relative merits of each anticipated project. Vacancy rates in a cutaway view of each particular Property in each particular city were agreed with our internal brokers' departments, which have deep knowledge and significant experience in all sectors of commercial real estate all over Russia.

OPERATING EXPENSES

Operating expenses include the following expenses: Utilities, Insurance, Security, Legal, Land Rent, Taxes (including Property Tax), Audit, Technical operation, Administrative expenses.

For the purposes of our analysis we analysed all operating expenses associated with each property by comparing operating expenses, covered by tenants and operating expenses paid by the Client. As a result we have identified Non-Recoverable Costs for each Property that reduce the net income in each period.

For Yaroslavl Vernissage Mall there are no non-recoverable costs as all of them are covered by tenants.

For residential properties it is assumed that operating expenses will be passed through to residents in the form of a service charge or similar;

TURNOVER

On the basis of our inquiries we have identified that Triumph Mall in Saratov and Vernissage Mall in Yaroslavl are subjects to an additional income stream in the form of turnover rent that we consider to be in line with the current market as at the valuation date. Turnover rent is payable as detailed in the relevant lease agreements as a percentage of the annual turnover net of VAT where this exceeds the amount of the annual base rent net of VAT.

SECURITY DEPOSIT

It is common for tenants to pay security deposits in the Russian market which are held interest free by the Landlord and offset against the last relevant period of the lease. Standard levels of Security Deposit have been assumed for different property classes. These deposits are treated as financing cash-flow and will be off-settable against the final relevant period of each lease.

DEBT ASSUMPTIONS

In assessing the Market Value of the Properties it has been assumed that no debt is used. There are wide variations as to the financing terms available in the, as yet immature, Russian property finance market and it is not therefore possible to apply standard terms.

Therefore unleveraged yields are used to provide a consistent approach.

VAT RATE

The VAT rate has been taken at the current rate of 18% introduced at the beginning of 2004. The VAT rate is of importance because although in theory VAT in Russia is immediately recoverable from the government the practice is slightly different. The VAT paid on construction and other development costs is considered a VAT credit account in favour of the landowner. VAT on future rents can be retained and offset against the VAT account until it is zeroed out. This has a significant effect on cash-flow. For the purchase of existing properties VAT is payable in respect of that part of the purchase price apportioned to building improvements. VAT is not payable in respect of the part (or whole) of the purchase price that relates to the land plot (or land lease).

It has been assumed that all of the costs in association with the development of the project will be subject to VAT and also that all of the tenants (where appropriate) will be VAT paying. Where applicable the current VAT credit account has been taken into account – depending upon the tenure of the property. I.e. freehold property sales are subject to VAT, but sales of shares in a Client are not. For the purposes of this valuation all properties have been assessed on a freehold basis as opposed to the existence of any SPVs.

CASH RESERVE

A contingency account against future capital expenditures is a prudent measure. Contributions to this cash reserve have been set depending on the different criteria of each proposed development.

AGENT'S & BROKERS FEES

Standard market practice is to use brokers to lease commercial space. This has been taken into account in our calculation at market rates.

TAXES

Similarly property tax is payable on the book value of any property, excluding that part which relates to the underlying land value, currently at 2.2% and the nature of the tenure will affect the overall level of property tax payable. There may also be effects on the level of other taxes payable due to the type of tenure.


DEVELOPMENT ASSUMPTIONS

The current Report and Valuation are based on the assumption that all concepts proposed by the Client are legally possible and the proposed development schemes will be realized by the Client under current conditions and commercial terms. Therefore the Values provided are related to the size and use of the planned projects, but are subject to change, the risk for which is taken into account in the discount rates applied.

SCHEDULE OF VALUES

A summary table is included below. The appendices contain information for each of the individual properties within the classes of: "Properties held as investments", "Properties *in the course of development*", and "Properties *held for development*".

SUMMARY TABLE

MirLand Development Corporation Assets - Overview of Market Values as at 30th of June 2013															
Ref.	City	Property Name and Address	Portfolio Market Value as of 30th of June 2013	Percentage Owned by MirLand	MirLand Market Value as of 30th of June 2013 (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)	Projected Exit Sales Price per sqm of Net Leasable Commercial Area (Uncompleted Only)	Total Outstanding Investment (excl. VAT & Land for commercial properties and incl. VAT for residential projects)	Total Commercial NOI as of 2013/2014 Market Rental Values (Assuming 100% Occupancy and Fully Completed)
001	Moscow	Hydromashservice, 2-Khutorskaya str., 38A	\$71 800 000	100%	\$71 800 000	12 237	16 696	\$4 300	12,50%	Completed	9,00%	Completed	Completed	Completed	\$6 832 000
002	Moscow	MAG, 2-Khutorskaya str., 38A	\$82 100 000	100%	\$82 100 000	21 940	18 535	\$4 429	12,50%	Completed	9,00%	Completed	Completed	Completed	\$7 263 000
003	Moscow Region	Western Residence, Perkhushkovo, Odintsovsky district	\$58 100 000	100%	\$58 100 000	225 300	56 876	\$1 022	14% /18%	2016	Residential	Residential	Residential	\$27 928 000	Residential
004	Saratov	Triumph Mall, 167 Zarubina street	\$126 600 000	100%	\$126 600 000	22 000	27 113	\$4 669	12,50%	Completed	10,50%	Completed	Completed	Completed	\$14 044 000
005	Moscow	Skyscraper, Dmitrovskoe schosse, 1	\$0	100%	\$0	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
006	Saint Petersburg	Triumph Park, Residential	\$323 000 000	100%	\$323 000 000	326 651	534 368	\$604	19,00%	2013-20204	Residential	Residential	Residential	\$790 369 000	Residential
007	Saint Petersburg	Triumph Park, Trade Center	\$31 600 000	100%	\$31 600 000	81 663	117 775	\$268	25,00%	2020	10%/ 10%	\$412 677 000	\$3 504	\$142 699 000	\$83 381 000
008	Yaroslavl	Vernissage Mall, Kalinina str.	\$98 500 000	51%	\$49 700 000	120 000	34 092	\$2 889	12,50%	Completed	10,50%	Completed	Completed	Completed	\$10 564 000
009	Yaroslavl	Phase II	\$9 100 000	51%	\$4 600 000	180 000	55 245	\$165	21,00%	2017	10,50%	\$84 808 000	\$1 535	\$42 130 000	\$9 863 000
010	Moscow	Tamiz Building	\$44 500 000	100%	\$44 500 000	4 500	11 737	\$3 791	12,50%	Completed	9,00%	Completed	Completed	Completed	\$4 221 000
011	Moscow	Century Buildings	\$95 900 000	51%/61%	\$53 389 000	5 800	20 904	\$4 588	12,50%	Completed	9,00%	Completed	Completed	Completed	\$8 844 000
012	Kazan	Triumph House	\$9 000 000	100%	\$9 000 000	22 000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
013	Saratov	Logistics Complex	\$7 300 000	100%	\$7 300 000	260 000	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
014	Novosibirsk	Logistics Complex	\$8 800 000	100%	\$8 800 000	406 752	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Total			\$966 300 000		\$870 500 000							\$497 490 000		\$1 003 100 000	

PROPERTIES HELD AS INVESTMENTS

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
<p>"MAG"</p> <p>2-Khutorskaya street, 38A</p> <p>Moscow, Russia</p>	<p>The Property is located in approximately 10 minutes walking distance from the nearest metro station Dmitrovskaya. This location is in the north part of the Moscow Novoslobodsky Business District, approximately 2 kilometres from the Third Transport Ring road.</p> <p>MAG is a former factory site containing several buildings, which have been refurbished and transformed into new class B office space. According to information provided to us, the total leasable area is 18,534.80 sq. m. with 175 parking spaces. As at the date of valuation there were 808 sq. m. of vacant space, which represents 2.19% of the total rentable area.</p> <p>According to the Long Term Lease Agreement #M-09-031793 of 29th of September 2006, Mashinostroenie and Hydraulika OJSC leases a land plot of 1.2879 ha until 1st of September 2055.</p> <p>The land plot with a total area of 1.0257 ha is held by Mashinostroenie and Hydraulika OJSC under the Decree of the Northern Administrative District of Moscow # 9590 from 19.12.2007 on a leasehold basis up to 30.11.2032.</p>	Differing length periods.	US\$7 263 095	US\$7 851 460	<p>US\$82,100,000</p> <p>US\$82,100,000</p> <p>for the 100% share interest held by the Client according to information provided to us.</p>
<p>"Hydromashservice"</p> <p>2-Khutorskaya street, 38A</p> <p>Moscow, Russia</p>	<p>The Property is located approximately 10 minutes walking distance from the nearest metro station Dmitrovskaya. This location is in the north portion of the Moscow Novoslobodsky Business District, approximately 2 kilometres from the Third Transport Ring road.</p> <p>Hydromashservice is a former factory site containing several buildings, which have been practically fully refurbished and transformed into new class B office space. According to information provided to us total leasable area is 16,696.00 sq. m (of which 684.7 sq. m. or 4.1% are not leased) and 175 parking spaces. The Property has originally been constructed and used as an industrial premise in the former century. The building improvements are owned by Hydromashservice LLC according to ownership certificates provided by the Client.</p> <p>According to the Amendment Agreement No.5 of 29.09.2006 to the land lease agreement # M-09-025311, dated 28.11.2003.</p> <p>Hydromashservice LLC leases a land plot of 1.2237 ha.</p>	Differing length periods.	US\$6 831 947	US\$6 434 639	<p>US\$71,800,000</p> <p>US\$71,800,000</p> <p>for the 100% share interest held by the Client according to information provided to us.</p>

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
<p>"Century Buildings"</p> <p>2-Khutorskaya street, 38A</p> <p>Moscow, Russia</p>	<p>The Property is located in approximately 10 minutes walking distance from the nearest metro station Dmitrovskaya. This location is in the north portion of the Moscow Novoslobodsky Business District, approximately 2 kilometres from the Third Transport Ring road.</p> <p>The property is represented by two Class B office buildings with a total leasable area of 20,903.30 sq. m. located on a land plot with the total area of 0.58 hectares. Vacant premises comprise 2.9% of the GLA, which is 611.5 sq. m.</p> <p>The land plot is held leasehold and the building is held freehold.</p>	<p>Differing length periods.</p>	<p>US\$8 844 000</p>	<p>US\$8 376 000</p>	<p>US\$95,900,000</p> <p>US\$53,390,000</p> <p>for the 51%/61% share interest in bld. 8 and bld. 17 respectively held by the Client according to information provided to us.</p>
<p>"Tamiz"</p> <p>2-Khutorskaya street, 38A</p> <p>Moscow, Russia</p>	<p>The Property is located in approximately 10 minutes walking distance from the nearest metro station Dmitrovskaya. This location is in the north portion of the Moscow Novoslobodsky Business District, approximately 2 kilometres from the Third Transport Ring road.</p> <p>The property is represented by Class B office building with a total leasable area of 11,737 sq. m. located on the land plot with the total area of 0.45 hectares. There are 1,051 sq. m. vacant (or a 8.96% vacancy rate) in the building at present. Currently the building is offered on the market for lease. The Property has the benefit of 22 surface parking spaces.</p> <p>The land plot is held leasehold and the building is held freehold.</p>	<p>Differing length periods</p>	<p>US\$4 220 953</p>	<p>US\$4 006 375</p>	<p>US\$44,500,000</p> <p>US\$44,500,000</p> <p>for the 100% share interest held by the Client according to information provided to us</p>

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
<p>"Triumph Mall"</p> <p>167 Zarubina Street</p> <p>Saratov, Russia</p>	<p>The Property represents a modern three-floor retail entertainment center with the total area of 27,112 sq. m.</p> <p>The Property conforms to all European standards in terms of technical and engineering conditions as well as in terms of management services.</p> <p>The Mall has a list of prestigious tenants bound with the owner of the Property by long-term relations.</p> <p>The Subject Property is located at the intersection of Astrakhanskaya and Kutyakova streets at a 15 minutes' walking distance from the historical centre of Saratov, near Saratov airport and Saratov railway station.</p> <p>The north-eastern border of the site faces Zarubina Street. Universitetskaya Street is to the north-west of the site and Astrakhanskaya Street is to the south-eastern frontier of the site. The south-western border of the site is Kutyakova Street. The surroundings are predominantly retail, residential and industrial premises.</p> <p>The tenure of the land plot of 2.2 ha is freehold.</p>	<p>Differing length periods</p>	<p>US\$14 044 298</p> <p>(including turnover rent)</p>	<p>US\$13 264 581</p> <p>(including turnover rent)</p>	<p>US\$126,600,000</p> <p>US\$126,600,000</p> <p>for the 100% share interest held by the Client according to information provided to us</p>

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
"Vernissage Mall"	The Property is a modern retail complex with entertainment areas which opened on the 27th of April 2007 with a total leasable area of 34,092 sq. m. Gross buildable area comprises 40,787 sq. m. The complex consists of one ground floor and a guest ground parking with 1,450 spaces.	Differing length periods.	US\$10 564 343 (including turnover rent)	US\$10 509 030 (including turnover rent)	US\$98,500,000
Moskovskoye Shosse & Kalinina street	All premises are currently occupied.				US\$49,700,000
Yaroslavl Region, Russia	<p>The Property is located at the intersection of Kalinina Street (ring road of Yaroslavl) and Moskovskoye shosse at the border of the city of and the Yaroslavl region. The city centre (6 km) can be reached in about 15 to 20 minutes driving distance. The district is mostly residential, with a large residential micro-district in the north and individual housing surrounding the Subject Property.</p> <p>The Property conforms to all European standards in terms of technical and engineering conditions as well as in terms of management services.</p> <p>The Mall has a list of prestigious tenants bound with the Owner of the Property by long-term relations.</p> <p>The tenure of the land plot (12 hectares in size) is freehold (according to the Ownership Certificate 76-AA #170178). The remaining land area of 18 hectares is reserved for future development (see "Yaroslavl: Phase II").</p>				for the 50.50% share interest held by the Client according to information provided to us.

PROPERTIES IN COURSE OF DEVELOPMENT

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
Western Residence Perkhushkovo Odintsovo District Moscow Region, Russia	<p>The Property is located in the Moscow Region, in the Odintsovo District close to Mozhayskoe Shosse approximately 15 km distance to the west of the MKAD (Moscow Ring Road) and approximately five km from Perkhushkovo railway station. The neighbouring land plots are characterised by housing settlements and forests.</p> <p>The Property comprises two adjacent land plots held freehold with a total area of 22.53 ha:</p> <p>Land plot #1 with a total area of 10.57 ha;</p> <p>Land plot #2 with a total area of 11.96 ha.</p> <p>The Property is in the course of development and is intended to provide 163 luxury homes, including about 71 town houses and about 92 business class houses of different types (according to the information provided by the Client). Apart from residential premises a Client Management Building with a total saleable area of 300 sq. m. and 1,570 sq. m. of saleable retail will be constructed.</p> <p>According to the information provided by the Client, as at the date of this Report, the 1st phase of development was 100% completed.</p> <p>25 houses from the 1st phase were already sold as of the date of valuation.</p> <p>Total outstanding development costs for phase 2 are estimated at US\$27,928,000 (including VAT).</p>	Upon completion the units are expected to get sold on a single unit basis.	Upon completion the units are expected to get sold on a single unit basis.	Upon completion the units are expected to get sold on a single unit basis.	<p>US\$58,100,000</p> <p>US\$58,100,000</p> <p>for the 100% share interest held by the Client according to information provided to us</p>
<p>“Triumph Park, Residential” and “Triumph Park, Trade Center”</p> <p>30 Pulkovskoe Shosse</p> <p>Saint</p>	<p>The Property is located in the second line from (set back from) the main road (Pulkovskoe Shosse) connecting the Saint Petersburg airport to the city centre. The distance to the airport is approximately five km. The city centre is about 16 km away.</p> <p>The tenure of the land plot is freehold.</p> <p>The Property is represented by a land plot of 40.8314 hectares in total which is intended for future development of residential apartment dwellings including appertaining community buildings and parking facilities. Gross buildable area of the Property will comprise 788,625 sq. m.</p> <p>A high-voltage power line passes the site along the eastern land plot boundaries. The power line covers a relatively small part of the land plot.</p> <p>The concept of the Residential element provided to us suggests constructing</p>	<p><u>Residential:</u></p> <p>Upon completion the units are expected to be sold on a single unit basis.</p> <p><u>Commercial:</u></p> <p>n/a</p>	<p><u>Residential:</u></p> <p>Upon completion the units are expected to be sold on a single unit basis.</p> <p><u>Commercial:</u></p> <p>n/a</p>	<p><u>Residential:</u></p> <p>Upon completion the units are expected to be sold on a single unit basis.</p> <p><u>Commercial:</u></p> <p>US\$83,381,000 upon completion</p>	<p>Total Value for Residential & Trade</p> <p>US\$323,000,000</p> <p>US\$323,000,000</p> <p>for the 100% share interest held by the Client according to information provided to us</p> <p>(Assuming built and fully</p>

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
Petersburg, Russia	<p>all in all 9,000 residential dwellings comprising an average saleable area of 63.5 sq. m. per apartment (521,200 sq. m. in total) over 6 phases. The quality of the apartments is split into "Economy" class and "Comfort" class.</p> <p>The construction of the first phase was started in August 2008 with the consecutive phases following each one and a half years thereafter. Moreover, some 59,700 sq. m. net area of community buildings as well as some 7,639 underground parking spaces as well as open parking areas along the streets will be constructed as part of the Saint Petersburg Residential project.</p> <p>Construction started in August 2008 and will take place in 6 phases, with the last one being completed in 2019.</p> <p>We have also been informed that the general plan of the project was approved as well as the detailed planning.</p> <p>According to the information provided to us by the Client, 894 apartments were sold before the date of valuation.</p> <p>Commercial part of the property is represented by a land plot of 8.16628 hectares in total and is part of a 40.8314 hectare site which is intended for future development of class B office and retail space, including parking facilities in three phases.</p> <p>It is planned to construct 60,000 sq. m. of leasable area of Class B office space in 3 phases, about 57,775 sq. m. of retail premises in 3 phases with construction expected to start in March 2014 and the last phase being completed in May 2018. The planned retail areas are split into two different forms – street retail and shopping center.</p> <p>Total outstanding development costs are estimated at US\$933,068,109 (together for the commercial and residential elements) (excluding VAT only for the commercial element).</p>			and assuming 100% occupancy. For the purpose of our valuation we have assumed a structural vacancy rate of 20% in 2015 decreasing to 15% in 2016-2017 and to 10% in 2018 .	sold on market terms US\$412,677,000 for commercial part)

PROPERTIES HELD FOR FUTURE DEVELOPMENT

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
<p>"Skyscraper"</p> <p>Dmitrovskoye Shosse 1B</p> <p>Moscow, Russia</p>	<p>The property is represented by a land plot of 9,079 sq. m. of total area and intended for future construction of a multi-storey office building including retail areas in the lower floors. In accordance with the information provided by the Client, the project passed state Gosekspertiza, ARI was approved by the Moscow authorities and the concept design was approved by Chief Architect of Moscow. According to the concept provided by the Client, the planned construction will include (all leasable areas) 85,000 sq. m. of office space, 7,000 sq. m. of retail space and 1,690 underground parking spaces. The gross build area excluding parking will comprise 106,000 sq. m. Construction is expected to take place in one phase starting in January 2014 and expected to be completed in June 2017. The tenure of the land plots is long leasehold.</p> <p>The site is located in the Northern Administrative District of Moscow. The Property is confined by transportation routes of the North-Eastern part of the junction formed by Dmitrovsky lane in the North, and slip road to Dmitrovskoye Shosse in the North-East, Rizhskaya railroad line in the South and street railway depot in the West. Dmitrovskoye Shosse has four lanes each way. Both of the roots are high traffic routes.</p> <p><i>We learnt from the Client and mass media, in the beginning of January 2013, that the Moscow Administration (Department of Land Resources) informed Mirland Development Corporation about a unilateral termination of the land lease agreement due to its recent policy of deliverance from long-lasting paper projects in Moscow. At present the Client had submitted to the Municipality a rigorous objection to the termination. The Client is now evaluating the legal options available in connection with the Lease Agreement, having regard to the legal practice which has evolved since the date on which the amendment to the laws upon which the Moscow government is relying came into effect, including the compensation that may be available to it.</i></p> <p><i>Therefore, at the moment we cannot estimate the market value of the property and consider it equal zero until the matter is cleared out.</i></p>	n/a	n/a	n/a	n/a

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
<p>"Triumph House"</p> <p>Okolnaya street, 28A</p> <p>Kazan, Russia</p>	<p>The Property represents a land plot with a total area of 2.2 ha intended for the construction of a two-storied Home Design Centre. The site is surrounded by residential buildings to the west, south and east. From the north the Site is bounded by an industrial zone.</p> <p>Total gross leasable area will be 31,470 sq. m of which 26,277sq. m. will be for lease. Total gross buildable areas will comprise 44,737 sq. m. An underground parking for 534 lots and 465 on-roof parking spaces will be constructed.</p> <p>The site is located in the Central part of Kazan on the intersection of Gorkovskoe Highway, Bolotnikova Street, Frunze Street and Vosstaniya Street.</p> <p>According to information provided, the Client has finally approved the land zoning and is in the process of receiving of building permits for the zero cycle of construction.</p>	n/a	n/a	n/a	<p>US\$9,000,000</p> <p>US\$9,000,000</p> <p>for the 100% share interest held by the Client according to information provided to us</p>
<p>"Yaroslavl Phase II"</p> <p>Moskovskoye Shosse & Kalinina street</p> <p>Yaroslavl, Russia</p>	<p>The Property is represented by a land plot of approximately 18 hectares (remaining part of the Yaroslavl land plot which has not been used for the development of the Yaroslavl mall) which is unimproved as at the date of valuation.</p> <p>According to information provided by the Client, the construction of a big box retail complex incorporating some 55,245 sq. m. of total leasable area with an entertainment zone is planned in the future. Construction is supposed to be divided into 2 phases.</p> <p>The Property is located at the intersection of Kalinina Street (ring road of Yaroslavl) and Moskovskoye Shosse at the border of the city of and the Yaroslavl Region. The city centre (six km) can be reached in about 15 to 20 minutes by car. The district is largely residential, with a large residential micro-district in the north and individual housing surrounding the Subject Property.</p> <p>The tenure of the land plot is freehold (according to the Ownership Certificate 76-AA #170178)</p>	n/a	n/a	<p>US\$9,863,000 upon completion and assuming 100% occupancy. For the purpose of our valuation we have assumed a vacancy rate of 50% for the retail gallery, food court and other small tenants in 2015, 40% for the same category of tenants for 2016, 20% for 2017 and 10% from 2018 onwards.</p>	<p>US\$9,100,000</p> <p>US\$9,100,000</p> <p>for the 50.50% share interest held by the Client according to information provided to us</p> <p>(Assuming built and fully let on market terms</p> <p>US\$84 808 414)</p>

Property Address:	Description, Status and Tenure:	Terms of Existing Tenancies:	Current Net Rent:	Estimated Rent:	Market Value:
Logistics Complex	The Property represents an undeveloped land plot of approximately 26 hectares held for construction of a logistics complex.	n/a	n/a	n/a	US\$7,300,000
1,3 km to the south-east of Dubki village	According to information provided by the Client the construction of a logistics complex incorporating some 104,000 sq. m. of total area is planned in the future. Construction is supposed to be divided into 3 phases.				US\$7,300,000
Saratov Region, Russia	The Property is located in close proximity to Dubki Village in the Saratov District, Saratov Region. The tenure of the land plot is freehold (according to the Ownership Certificate 64-AB #286547)				for the 100% share interest held by the Client according to information provided to us
Logistics Complex	The Property is an undeveloped land plot of approximately 40 hectares held for the construction of a logistics complex.	n/a	n/a	n/a	US\$8,800,000
1 km to the north-east of Sadoviy village, along the railway line Inya-Vostochnaya – Krasny Yar	According to the information provided by the Client, the construction of a logistics complex incorporating some 180,000 sq. m. of total area is planned in the future. Construction is supposed to be divided into 5 phases.				US\$8,800,000
Novosibirsk Region, Russia	The Property is located in close proximity to Sadoviy Village, Novosibirsk Region. The tenure of the land plot is leasehold.				for the 100% share interest held by the Client according to information provided to us

APPENDIX II

MARKET COMMENTARY

HI 2013 TRENDS

A slow start to 2013 in the Russian economy is now widely recognized. Jan-May GDP growth was recorded at 1.8%, about twice lower than the previous year. The government's forecast for 2013 is still at 2.4% and acceleration in the second half of the year is still a very likely scenario. The IMF is a bit more optimistic and sticks to a 2.5% projection.

But this slowdown is an important marker of change. Russia is no longer part of the emerging markets world. It is in the more developed group, not because of slower growth, but because of its higher economic base. Russian GDP per capita is 40% higher than the world average. With estimated 2.5% it is still in line with the global outlook of 3.1% and almost 3 times higher than the 1.2% outlook for advanced economies. At the same time, with over \$14,000 USD GDP per capita, Russia is now closer to developed countries than to the B(R)ICS.

The consumer market remains strong. Retail trade turnover in Jan-May increased by 11.4% in nominal terms in comparison to the same period the previous year. Even after adjusting for inflation it shows strong growth at 4%.

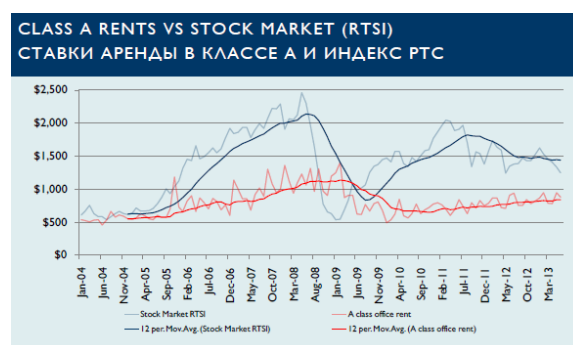
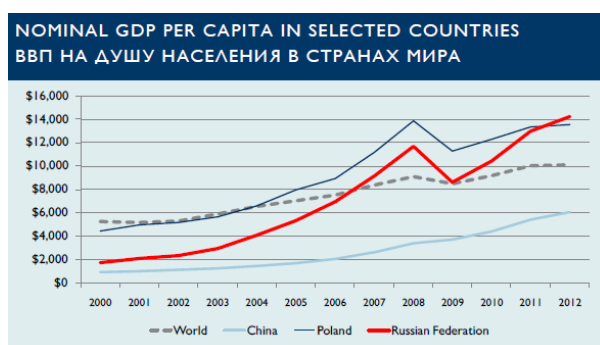
Inflation is accelerating from 6.6% last year to a very likely 7% and higher for the current year. However, soft commodity prices may put pressure on food prices.

For the real estate community this means that the sentiment remains negative without any material evidence and without new bearish fundamentals. All the existing factors are already priced in. The real estate market is in the green zone but risks are increasing. There is strong doubt that demand for real estate will grow. However, Russia in general and Moscow specifically is still undersupplied with quality product.

That is why even during a weak second quarter, there was a significant increase in transactions in the warehouse sector. Supported by solid demand, the construction rate has increased and warehouse sector showed record levels of activity in Q2.

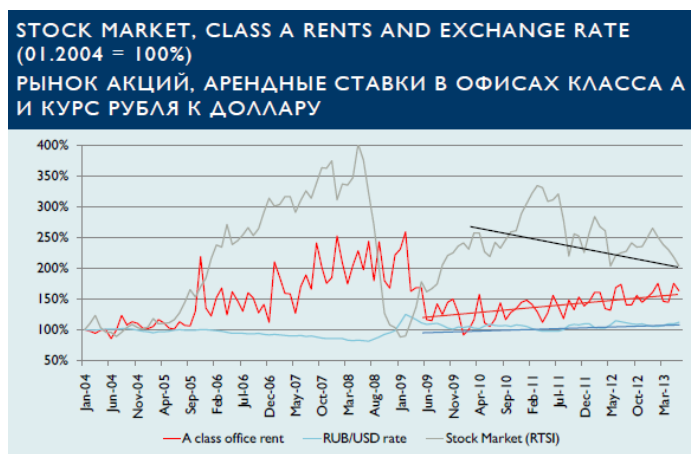
We believe that fundamental demand for logistics space will remain high and this sector will outperform others in Q3.

In comparison to the stock market, real estate remains much more stable. Interestingly, stocks and real estate have been moving in opposite directions over the last 12 months. The real estate market since 2009 had lost its speculative quality and rents are now supported only by purely economic reasoning. This is why rents are still going up in spite of the negative environment.



Exchange rate is the strongest factor that influences the real estate market due to its dual-currency nature and associated exchange risk. More importantly, currency regulation remains one of the few economic tools in the hands of the Russian government. On the one hand, government is pushed to devalue the ruble to help commodity exporters but on other hand, since 40% of all consumer goods are imported, devaluation risks inflation. So the most likely scenario is that USD will balance around 32-34 RUB. And with 519 billion of USD reserves, government can keep its current monetary policy for a while, at least until spring 2014, when the Olympic games finish.

In the long run, the exchange rate remains relatively stable, especially in comparison to stocks and rents. However, even minor rate changes affect markets significantly.

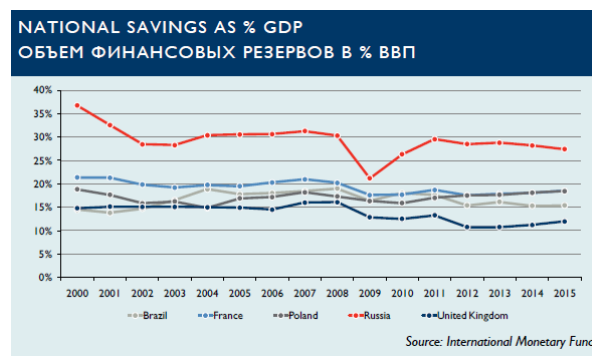
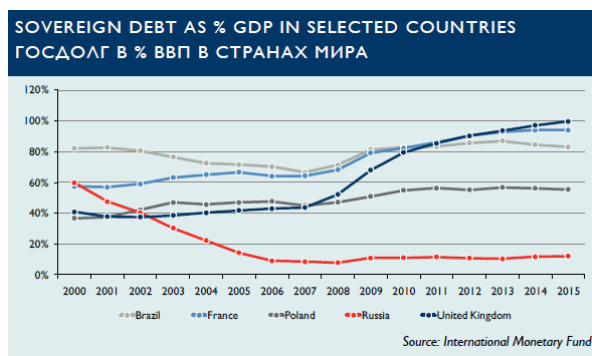


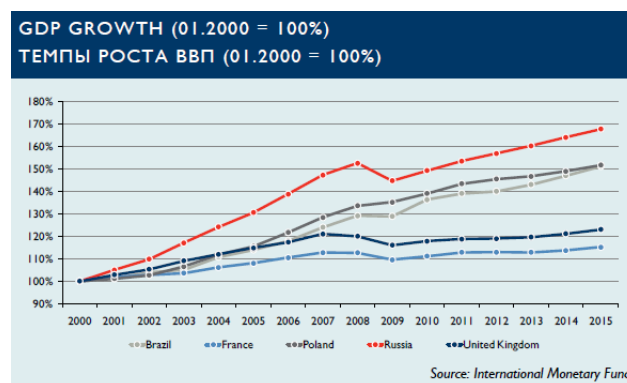
OUTLOOK

We expect Q3 to bring some optimism to the real estate market. Strong warehouse sector will bring confidence to the real sector of the economy. However, since post-industrial business is more sensitive to global trends and political issues, it will remain under pressure resulting in softer office leasing market. While rents will remain solid, we expect some slowdown in transaction volumes.

Retail sector will remain stable, fuelled by consumer growth but will lack new ideas and trends.

Investment market may move even faster. Capital repatriation may drive demand for clear investment products with solid cash flows and good track records. Also, new players coming on the market may be more opportunistic and ready to accept higher risks. In the second half of 2013 we may see administrative changes. While the chances are very low that there will be new officials in Moscow or Moscow region administration after September 8 elections, changes in the Federal government are very likely, especially in its economy section. This will affect 2014 outlook.





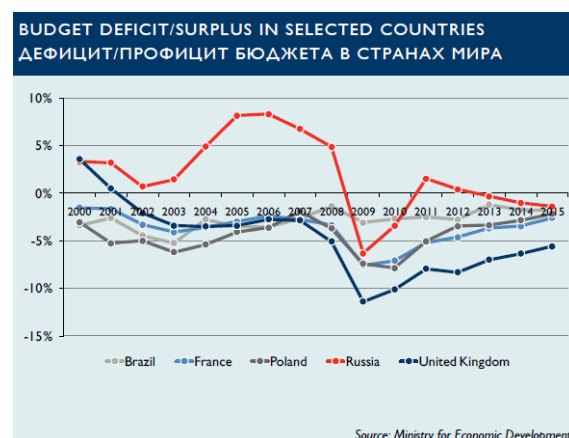
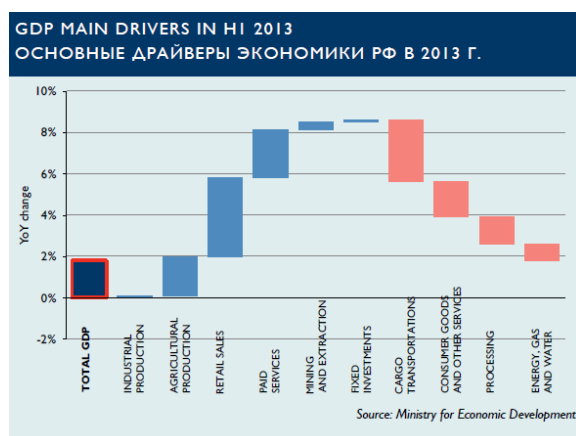
MACRO REVIEW

	GDP F2013/ ВВП прогноз 2013	2.4% YoY
	Inflation F2013 / Инфляция прогноз 2013	6.7%
	Industrial Production F2013 / Промышленное производство прогноз 2013	2% YoY
	Fixed Investments F2013 / Инвестиции в основной капитал прогноз 2013	4.6% YoY
	Unemployment F2013 / Уровень безработицы прогноз 2013	5.4%

SUMMARY

The 2% YoY economic growth that we saw in March has continued in April (+2.6% YoY). The cumulative growth in January-May 2013 accounted for 1.8% YoY (compared to 0.9% YoY after Q1). Retail sales remained the main driver of the economic recovery (+3.8% YoY) coupled with real income growth that accounted for +4.3% YoY. Low fixed investments and low internal demand are still the main dragging forces holding back the economy recovery.

As it was announced by Minister of Finance, Anton Siluanov, Russia's budget performance in January-April had a tiny deficit of 0.37% GDP. This is almost in line with IMF 2013 forecast of 0.33% of GDP deficit. Although budget revenues grew by 4.1% YoY, it was outpaced by the growth of expenditures (+4.6% YoY). The main factors that influenced the deficit were oil prices (oil and gas revenues have declined by 1% GDP YoY), increased expenses for sovereign debt service, and social programs.



The budget deficit forecast made by the Ministry for Economic Development for 2013 looks more pessimistic than the IMF and accounted for 0.78% of GDP. However, it is modest compared to most countries of the world which expect a deficit of between 2% and 10% of GDP.

In the mid-June the IMF has reduced the forecast of Russia's economy growth in 2013 from 3.4% to 2.5% and to 3.25% in 2014. The main drawbacks of the economy remained largely the well-known commodity dependence, bad investment climate, weak budget policy and state-regulated economy.

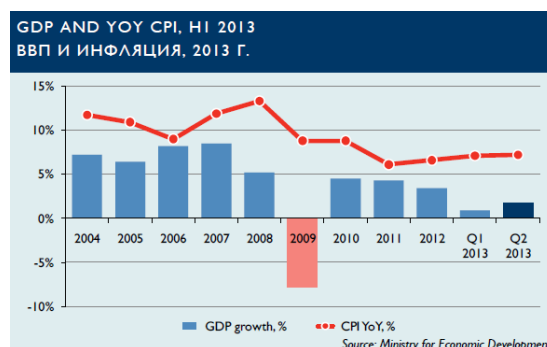
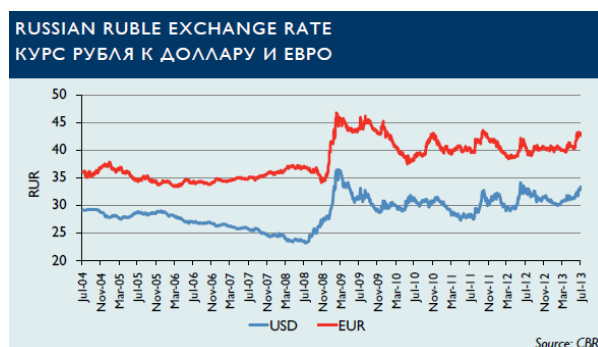
RUSSIA'S MACRO PERFORMANCE МАКРОЭКОНОМИЧЕСКИЕ ИНДИКАТОРЫ												
	ROSSTATS ACTUAL		MINISTRY FOR ECONOMIC DEVELOPMENT				URALSIB CAPITAL			RENAISSANCE CAPITAL		
	2012	2013	2013	2014	2015	2016	2013	2014	2015	2013	2014	2015
GDP, %	3.4	1.8 *	2.4	3.7	4.1	4.2	2.1	2.6	3.3	3	3.8	-
CPI yoy, %	6.6	7.2	6.7	5.3	5.1	5.1	6.3	6.6	6.5	5.8	5.5	-
Industrial production, %	2.6	0.1 *	2	3.4	3.4	3	1.4	2.9	3.5	4	4.2	-
Retail trade turnover, %	5.9	3.8 *	4.3	4.9	5	5	4.5	5.3	6	5.7	5	-
Fixed Investments, %	6.6	0.1 *	4.6	6.6	7.2	7.6	2.5	3.8	5.4	4.7	6.6	-
Disposable income, %	4.2	4.3 *	3	4.4	4.6	4.7	3.6	4.0	4.2	-	-	-

* January - May

Source: Ministry for Economic Development, Rosstat, Uralsib Capital, Renaissance Capital

Positive trends observed in the world's leading commodity consuming economies USA and China, growing international demand, CPI slowing down, and a favorable crop harvest forecasts point that the Russian economy has passed the bottom and an expected recovery will follow in the second half of 2013.

The volatility of the national currency is the main weak point in 2013 – the ruble has lost 7.5% vs. US Dollar and 9% vs. Euro since January 2013.



The ruble now experiences massive pressure from mainly external factors: depressed oil prices and foreign investors' exit from the ruble nominated assets due to announced reduction in monetary stimulus by the Federal Reserve. Russian Central Bank has also made a negative contribution by announcing its plans to fight inflation.

Thus, despite signals of Russian economic recovery, it looks like investors will prefer US Dollar and Euro denominated instruments to ruble ones.

CAPITAL MARKETS

	TOTAL INVESTMENTS / ОБЪЕМ ИНВЕСТИЦИЙ, US\$	4.63 bn
	PRIME CAPITALIZATION RATES / СТАВКИ КАПИТАЛИЗАЦИИ В СЕГМЕНТЕ «ПРАЙМ»	
	OFFICE / ОФИСНЫЕ ЗДАНИЯ	8.5 %
	SHOPPING CENTERS / ТОРГОВЫЕ ЦЕНТРЫ	9.25%
	INDUSTRIAL / СКЛАДСКИЕ ОБЪЕКТЫ	11.5%

SUMMARY

The total volume of investments in first half of 2013 accounted for \$4.63 billion.

Moscow is still the core market for Russian property investments, absorbing 80-85% of total capital. The decentralization trend away from Moscow towards the regions saw a pause and slight reversal during the crisis years. In pre-crisis 2007 for instance, the regions received 25% of all investments. However, investor demand for Russian real estate is now way above quality supply especially in the regions, particularly in retail, warehouse and industrial, and in the hospitality sectors. With the expected delivery of 1.6–2.8 million sq m of shopping centres across Russia within the next two years, the investment pattern towards the regions will resume.

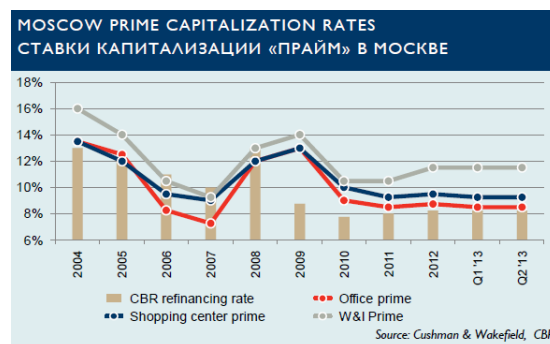
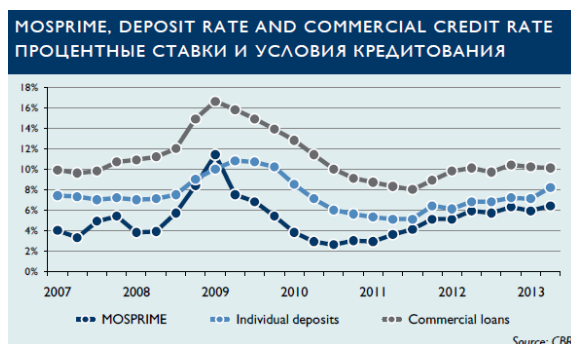


By the end of 2013, the volume of investment deals will reach a level of \$8 billion. In 2014 the market expects a mild slowdown with volumes remaining at similar level of \$7.8 billion. The leading share in the market belongs to Russian investors (71%) and is similar to 2012 yet the share from international investors has doubled since 2010-2011.

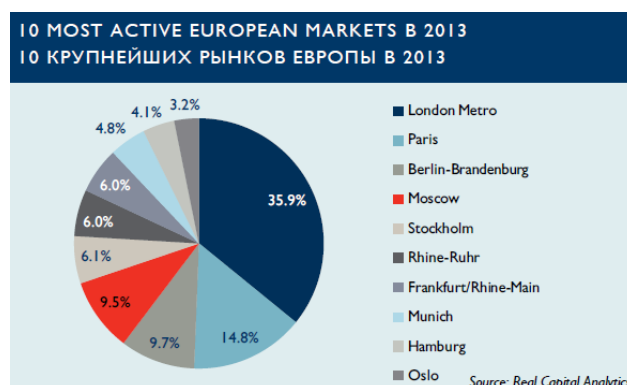
MAIN DEVELOPMENTS

In 2012, demand for regional investment appeared, however the scarcity of quality supply was still a holding factor with investors interested primarily in economically developed cities with a population of over a million in the European part of Russia.

The retail market has gained momentum since the end of 2011. In the first half of 2013 alone, retail was the most attractive real estate sector for investors and half of all investments went towards it (\$2.08 billion). By comparison, annual retail investment volumes accounted for \$2.04 billion for all of 2011 and \$2.59 billion for all of 2012. Developers' expansion plans are backed by solid rising individual consumption. In 2012, Russia became the number one retail market in Europe, being fourth just 2 years ago. Russia now has a huge consumer market with constantly rising real personal incomes, 70% of which go towards consumer spending. The most successful shopping centres in Moscow enjoy daily average footfalls of 40,000-80,000 and average vacancy rates about 1%.



Although the office segment is slightly behind with \$1.71 billion invested in the first half of 2013, this year saw the largest office transaction in the history of the Russian office market (the purchase of White Square business center by OI Properties). All quality office assets have rental rates nominated in foreign currencies with yearly indexation unlike in other BRIC countries where this is banned. Moreover, continuity of financial flows from quality assets is protected by long-term leasing agreements. Thus, in volatile economic conditions and with potential volatility in the ruble, the quality office sector becomes extra attractive.



Investment into warehouse and industrial real estate was \$600 million and may reach over \$1 billion towards the end of 2013 which will be a repeat of the extremely successful results for this sector in 2011 (\$1.08 billion).

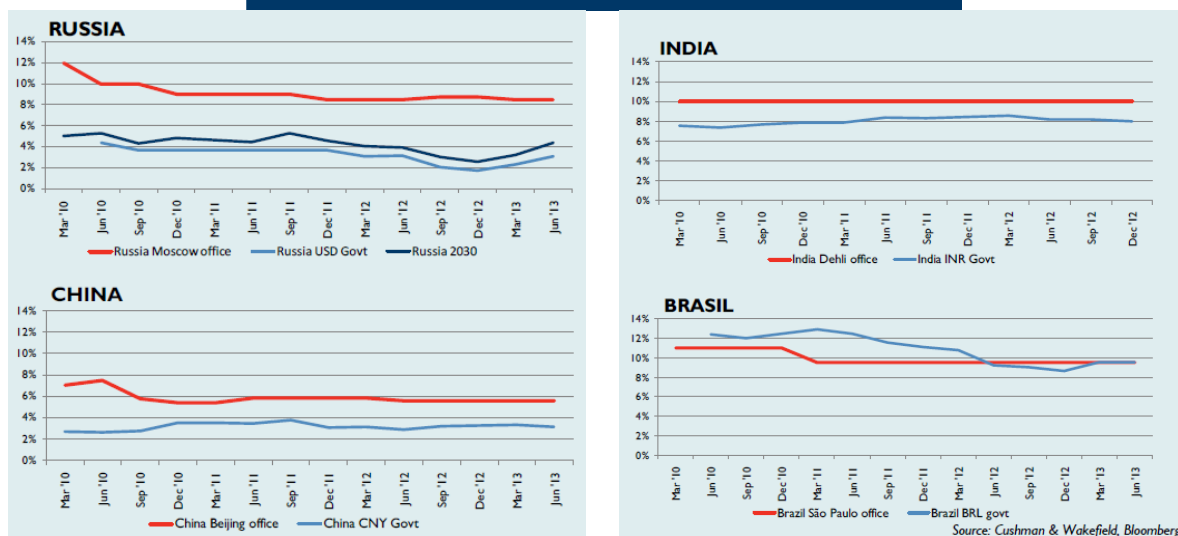
As the 2014 Winter Olympics and subsequent 2018 World Cup are coming closer, there is a rise in disputes about their influence on the property market. Both events will take place in European Russia and much closer to its financial and economical centers. However, the analysis of international experience shows that the event itself creates the opportunity whereas the post-event period is the cornerstone for successful property market growth in the regions. Thus if the government will share the driving role with other investors, that will be the key point for regional property market development.

CAPITALIZATION RATES

The current yields for prime assets in Moscow are 8.5% for offices, 9.25% for shopping centers, and 11.5% for warehouse and industrial space. The spread is about 250 bps for the European average and about 450 bps for best European markets (London and Paris). The market has largely matured in the post-crisis period thus the spread is now less volatile compared to 2007-2009.

The St. Petersburg average yields are estimated by 100–150 bps higher and the regional markets are 200–250 bps higher than Moscow. In developed cities of Russia, the combined risks are not significantly greater than in developed European markets. Moreover, when comparing Russia to other emerging markets like Brazil (where rental rates can't be USD indexed and the long term leases are generally difficult), or China (where the economy and property markets are overheated and currently slowing down), or undersupplied India, we see that the Russian market has much better investment opportunities both in terms of liquidity and investment return

PRIME OFFICE YIELDS VS GOVT BONDS IN BRIC COUNTRIES ОФИСНЫЕ СТАВКИ КАПИТАЛИЗАЦИИ И ДОХОДНОСТЬ ГОСОБЛИГАЦИЙ В СТРАНАХ BRIC

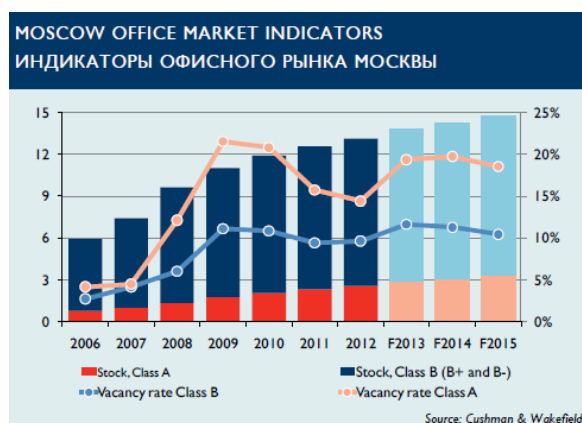


OFFICE MARKET

	TOTAL STOCK MOSCOW / ОБЩИЙ ОБЪЕМ ПРЕДЛОЖЕНИЯ В МОСКВЕ	13,44 mn sq m
	VACANCY RATE / ДОЛЯ СВОБОДНЫХ ПЛОЩАДЕЙ	13.15%
	AVERAGE RENTAL RATE, CLASS A / СРЕДНЯЯ АРЕНДНАЯ СТАВКА, КЛАСС А	US\$ 870
	HI 2013 DEMAND (TAKE-UP) / ОБЪЕМ СДЕЛОК АРЕНДЫ И ПРОДАЖИ В I-II КВ. 2013	868,063 sq m
	HI 2013 NEW CONSTRUCTION / НОВОЕ СТРОИТЕЛЬСТВО В I-II КВ. 2013	341,041 sq m

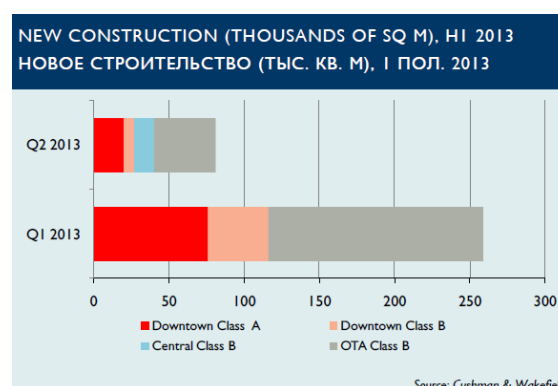
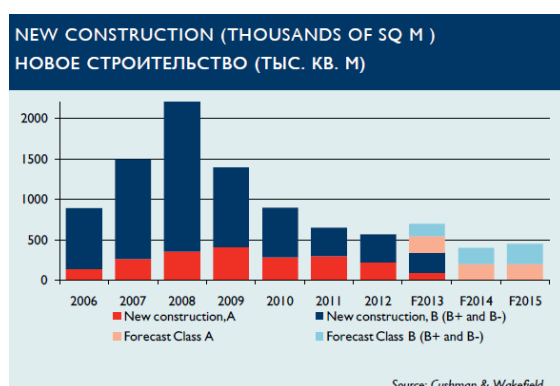
OVERVIEW

- Construction activity remains moderate in the second quarter. There were significantly fewer buildings constructed than in similar quarters over the past 9 years.
- Rental rates remain stable, however a tendency is developing towards provision of discounts to tenants (lowering of security deposit sizes, raising of rental holidays, etc) which leads to lower effective rental rates
- Despite the fact that demand remains high and stable, it is necessary to point out:
 - there is continued decrease in number of large deals made (with rentable area greater than 2,000 sq m);
 - the absorption level continues to decrease and significantly lags new construction objects;
 - the market saw volume of free space begin to increase by 1.25 percentage point on average in HI 2013.
- At the present time, there is no basis to expect radical changes on the market, however above mentioned factors point to a possibility of some destabilization in the market in the future.



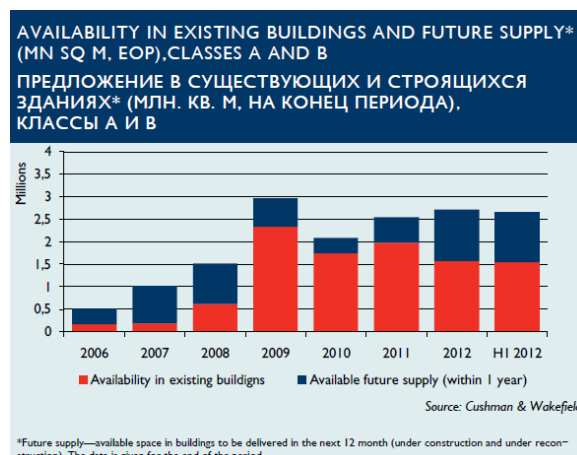
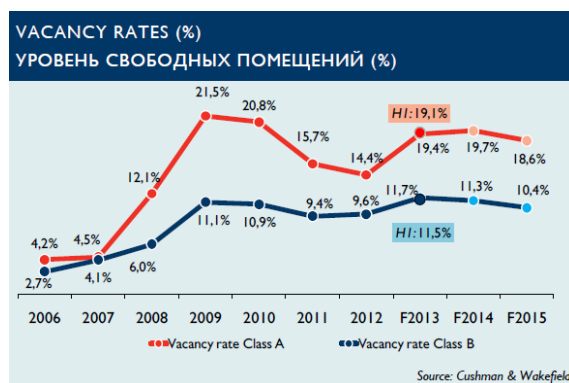
SUPPLY

By the end of first half of 2013, Moscow had 13.44 million sq m of quality office space. Over these two quarters, 20 new office buildings were completed with rentable areas of 341,041 sq m. Most of this space was brought into operation in the first quarter (76%) and the second quarter saw a record decrease in the volumes commissioned. 80% of new spaces are vacant and available on the market.



In connection with a decrease in tenant demand for additional office space and a continued decline in absorption, H1 saw a tendency towards a rise in vacancy rates. Throughout H1, the level of available offices in existing quality office buildings in Moscow grew by 1.25 percentage points (from 12.19% in January to 13.44% in June). On average, the H1 vacancy rate was 13.15%. The H1 tendency towards growth in vacancy rates is shown in all office classes: 19.1% in Class A and 11.5% in Class B.

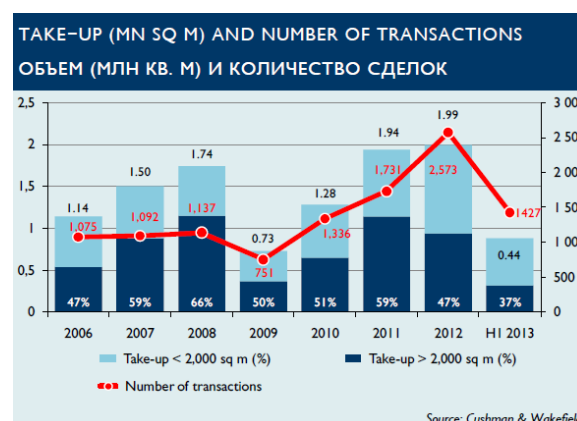
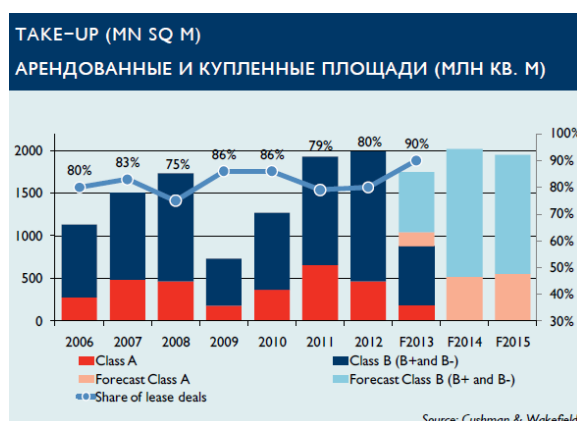
The forecast for new construction remains the same: 700,000 sq m. Despite announced plans for an additional 1.22 million sq m of space for the second half of the year, our evaluation remains conservative for new office space actually being commissioned this year.



DEMAND

Overall, 868,063 sq m of quality office space was rented or bought in first half of 2013 (415,960 sq m and 431,059 sq m in Q1 and Q2 respectively). Demand is high and the market has many tenants who are actively searching.

Tenants continue to be interested primarily in finished buildings, the share of pre-lease agreements* in Q2 was less than 3% of the total rented space. In 2013, there was a significant reduction in the share of sales deals. (from 20% on average in 2006-2011 to 10%).



There continues to be a decrease in the size of space let. The average transaction size reduced by 16% since 2012 and now accounts for 586.3 sq m (taking into account only rental deals).

Deals are closed in all districts of Moscow proportionally to existing vacant supply. Overall, throughout the quarter, 1,427 transactions were recorded in 503 buildings.

In the following years the volume of rented and purchased office space will be at 2 million sq m a year whereas expansion will account for no more than 20% of all deals, possibly even less.

THE MOST POPULAR BUILDINGS BY THE VOLUME OF OFFICE SPACE LEASED OR SOLD (SQ M) IN H1 2013 ЗДАНИЯ, КОТОРЫХ БЫЛО СОВЕРШЕНО НАИБОЛЬШЕЕ КОЛИЧЕСТВО СДЕЛОК (КВ. М) В I ПОЛ. 2013			
	BUILDING NAME	SUBMARKET	BUSINESS AREA
Class A	Naberezhnaya Tower	CTY	CENTRAL
	SkyLight	SOK	CENTRAL
	Bolshevik	SOK	CENTRAL
	Preo8	NE	OTA
	Aquamarine III	ZAM	DOWNTOWN
Class B	East Gate Business Park	NE	OTA
	Varshavka Sky	SW	OTA
	Technopark Sintez	TAG	CENTRAL
	Newton Plaza	SE	OTA
	9 akrov	SW	OTA

Source: Cushman & Wakefield

LEASE DEALS H1 2013, 2,000+ SQ M СДЕЛКИ АРЕНДЫ В I КВ. 2013, 2 000+ КВ.М		
TENANT	AREA, SQ M	PROPERTY
Gazprom	20,762	Varshavka Sky
Publicis Groupe	10,809	Bolshevik Factory
Vyshyi Arbitrazhny Sud	7,585	Atrium Plaza
Tinkoff Credit Systems	7,287	Mirland BC
Stroytransgas	6,578	Sky Light
Zurich	5,225	RUBIN Building
Inline Technologies	5,000	SkyLight
Confidential	4,218	Lotos
German Visa Application Centre	4,000	Shabolovka ul., 31
Roszheldor Proect	3,467	Chaika Plaza IV
Pernod Ricard	2,980	Imperial House
Renault	2,971	Black&White
KIA Motors	2,776	Lighthouse
GazpromNeft	2,619	Svyatogor 5
Yapli	2,247	Northern Tower
GazpromBank	2,205	RigiLand
Unimilk	2,145	Polishelk
Nikon Europe	2,014	Delta Plaza
Belly Kvadrat	2,000	Silver Stone

Source: Cushman & Wakefield, Moscow Research Forum

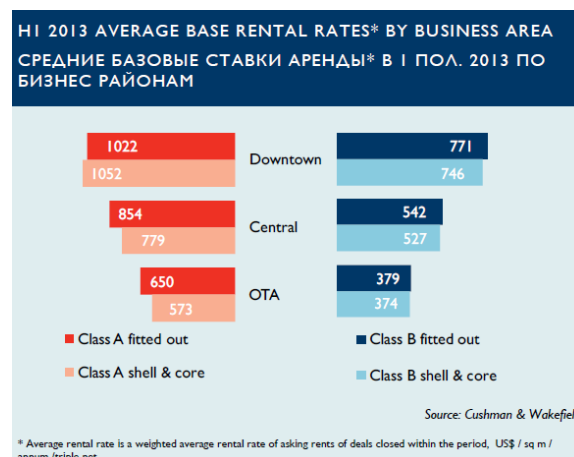
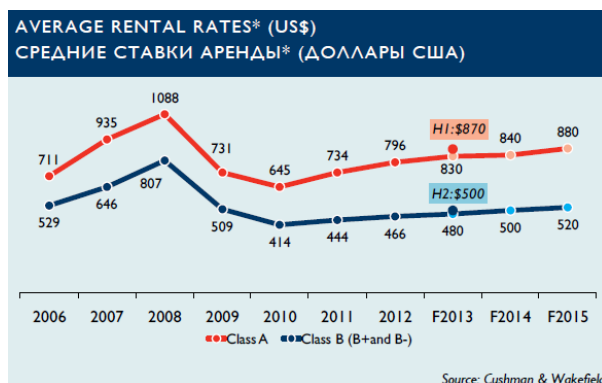
RENTAL RATES

In Class A, the average asking rental rate grew from \$850 in Q1 to \$870 in Q2 2013. In Class B, the average asking rental rate was stable at \$500. Rental rates of prime office space is at the level of \$1,200 per year.

Rebates grew for tenants. A reduction in the size of required deposits was noted in many buildings as well as a rise in compensation for office fit outs. Discounts from asking prices can reach 10%.

FORECAST

Despite the arrival of signs of instability in the office market, overall, the second half of 2013 as well as 2014 should see a balance of supply and demand. Oversupply growth is possible but most likely it will not be significant enough to radically affect the dynamics of rental rates. High volumes of office spaces under construction are the biggest threat at the moment.



* Average rental rate is a weighted average rental rate of asking rents of deals closed within the period, US\$ / sq m / annum / triple net.

NEW OFFICE CONSTRUCTION, 2013 (SQ M), 15,000 + НОВЫЕ ОФИСНЫЕ ЗДАНИЯ, 2013 (КВ.М) 15 000 +

BUILDING NAME	SUBMARKET	CLASS	RENTABLE AREA, sq m	DELIVERY DATE
DOWNTOWN			TOTAL**: 217,422	
White Gardens, bld. A	BEL	A	38,410	Q1
White Gardens, bld. B	BEL	A	25,490	Q1
Black&White	ZAM	B+	13,000	Q1
Rosso Riva	ZAM	A	11,947	Q1
Park Tower	BEL	B+	11,850	Q1
Chistoprudnyy bul., 8, bld. I	CBD	B-	4,730	Q1
Sadovnicheskaya ul., 73 bldg 17	ZAM	B-	686	Q1
Wall Street	ZAM	A	20,493	Q2
Lukoil build-to-suit	CBD	A	35,500	Q3
CENTRAL			TOTAL**: 731,924	
City Point BC	CTY	B+	9,951	Q1
Kulneva ul. 4	KUT	A	114,000	Q4
Eurasia Tower	CTY	A	92,000	Q4
Mercury City	CTY	A	87,600	Q3
Poklonnaya ul., vl. 3	KUT	A	85,572	Q4
Park Pobedy	KUT	B+	54,000	Q4
Nizhegorodsky BC, III phase	BAS	B-	37,100	Q3
Bolshevik Phase I	SOK	A	28,150	Q4
Shukhova ul., 14	SCH	B-	26,740	Q3
Aerodrom	SOK	B+	26,712	Q4
Nizhegorodsky BC, I phase	BAS	B-	23,000	Q3
Sky House	SCH	A	17,780	Q3
RiverDale	SCH	B-	17,500	Q3
Golden Gate	BAS	B+	16,000	Q3
OTA			TOTAL**: 615,583	
Newton Plaza	SE	B+	52,000	Q1
Lotte Business Centre	SW	B+	38,480	Q1
Obrucheva ul. 52 bld.3	SW	B-	23,300	Q1
Nakhimovsky Prosp., 58	SW	B+	15,256	Q1
Streamline	NE	B+	11,048	Q1
Danilovskaya Manufaktura, Sitsevyi Korpus	SE	B+	3,396	Q1
Quadrum	SUB	B+	24,650	Q2
Sinita Plaza	BAS	B+	13,496	Q2
Format Complex II	SUB	B-	9,122	Q2
Park Mira	NE	B+	7,000	Q2
Vishnevyy Sad	CBD	B+	6,736	Q2
ComCity, Alfa	SUB	A	106,000	Q4
9 akrov BC Phase II	SW	B+	62,300	Q3
East Gate BP (Building I)	NE	B-	50,000	Q3
Riga Land, bld. 5 (bld. A)	SUB	B+	41,000	Q4
Orbita Technopark II	NW	B+	40,361	Q3
Otradnoe House	NE	B+	23,500	Q3
Avrora	NE	B-	21,600	Q4
Solutions BP, bld. 3	SW	B+	19,500	Q3
Country Park Phase III	SUB	A	19,120	Q3
Leninsky 119	SW	A	15,400	Q3

The table contains office buildings: announce for delivery in 2013 with rentable area more than 15,000 sq m. Delivered buildings are included disregarding the size.

** TOTAL: Office rentable area or all office buildings, announced for delivery in 2013 (including small buildings with office rentable less than 15,000 sq m)

Таблица содержит все качественные офисные здания, заявленные к вводу в эксплуатацию в 2013 году арендуемой площадью более 15 000 кв.м. В таблицу включены все уже построенные в 2013 году здания, независимо от арендуемой площади.

** TOTAL: Общая арендуемая площадь всех заявленных к вводу зданий (включая здания с арендуемой площадью менее 15, 000 кв.м)

Source: Cushman & Wakefield, Moscow Research Forum

RETAIL MARKET

BRIEF SUMMARY

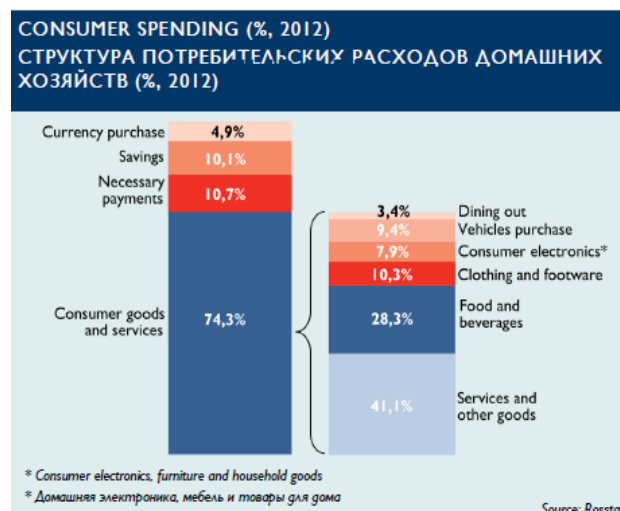
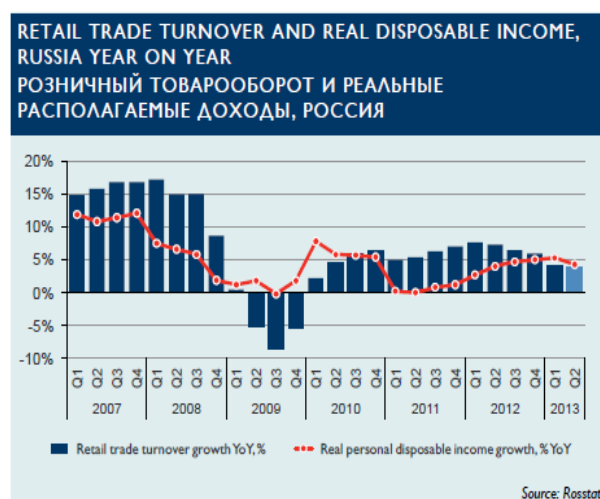
Shopping centre attendance is at a high level and consumer expectations are stable. On this foundation, retailers continue to positively evaluate the market and many continue to actively plan expansions. There are new retailers on the market, existing brands are testing new formats and marketing approaches.

In Q2 of 2013, as was the case throughout 2012, rental rates were stable in Moscow and other Russian regions. In Moscow, due to deficit of offers in shopping centres, interest rose towards street store rental which led to growth in rates in this segment.

CONSUMERS

According to Rosstat, the real income of Russian consumers decreased by 1.3% in May 2013 compared to May 2012 and grew by 4.5% in January-May 2013 compared to same period last year. An average monthly salary in May 2012 was 30,000 rubles and grew 13.5% compared with last year.

Total retail trade growth in Russia for January-May was 3.8%.



RETAILERS

Retailers show a high level of interest towards further expansion. As many retailers are actively develop new Russian regions, smaller and smaller towns increasingly fall in their zone of interest. Sportmaster began to actively open stores in cities with populations under 100,000, many international brands also set their goals for small cities.

Brands which previously sold their products in Russia within the framework of multibrand shopping malls are now opening their single monobrand stores (flagman stores opened Tukkurila and Harman, actively being built are monobrand Samsung stores). Most of new brands open in Moscow and St. Petersburg.

Retailers are actively getting proficient in selling over the Internet. Lacoste and Alba recently announced new Internet stores, Metro Cash & Carry are planning to start selling over the web in 2013. Euroset already opened 9 Internet-stores in West Siberian region. Impressive rates of expansion in Internet retail is demonstrated by Eldorado, which within 7 months opened 100 centers for receiving products bought online and will open another 400 distribution points before the end of 2013.



NEWCOMER BRANDS WITH DEVELOPMENT PLANS IN RUSSIA
НОВЫЕ ПЛАНЫ РАЗВИТИЯ РИТЕЙЛЕРОВ В РОССИИ

REGION	CITY	NEWCOMERS 2013	COMING SOON
Privolzhsky	Beloretsk	Глория Джинс	
	Kazan	Leroy Merlin	
	Naberezhny Chelny		Leroy Merlin
	Nizhny Novgorod	Telex	
	Orenburg	Sbarro	
	Penza	H&M	
Sibirsky	Ufa		Decathlon
	Angarsk	Detsky Mir	
	Krasnoyarsk		Lenta
	Novosibirsk	Karusel	Hamleys, Mamas&Papas
	Nyagan	New Yorker	
	Omsk		Decathlon
	Tymen	Auchan	

REGION	CITY	NEWCOMERS 2013	COMING SOON
Far East	Vladivostok		Metro Cash & Carry
Uralsky	Ekaterinburg	Decathlon, Nespresso,	
	Mias		Karusel
	Nizhny Tagil		Lenta
Central	Balashiha		Lenta
	Bryansk		OBI, O'Key
	Ivanovo	Media Markt	
	Moscow	Marukame	
	Tver	Leroy Merlin	
Southern	Armavir		Lenta
	Volgograd	Leroy Merlin	
	Sochi		Louis Vuitton
	Taganrog	Lenta	

Information from company websites and other open sources

RETAIL SPACE

In Q2, the footfall of Moscow retail centers was at a higher level than last year. The proportion of buyers (number of people who made a purchase compared to total number of visitors) also remains at medium level (for Moscow) with 39.1%.

In second quarter 2013, the number of both the visitors and buyers grew compared to Q1 2013.

The level of available space in quality shopping centers reached a negligible amount of less than 1%.

The total number of retail outlets in the observed sample is 865 (brands in shopping galleries without operators of restaurant zones and without service companies like dry cleaning, banks, etc). These retail outlets are filled with 552 unique brands.



NEW CONSTRUCTION

In 2013, 103 quality retail objects will open for business in Russia (shopping centers, outlets, retail parks) with a total GLA of 3,155,752 sq m. Overall, new quality retail projects are planned for delivery in 58 Russian cities. Throughout Q2, 4 quality shopping centers were opened with GLA of 112,350 sq m.

Two of the biggest shopping centers, Indigo Life (39,750 sq m) and Avenue (31,500 sq m), opened in cities with populations of more than 1 million (Nizhny Novgorod and Saint Petersburg). Kaliningrad and Kursk received shopping centers with trading area around 20,000 sq m.

In Moscow, the following outlets were opened for business: Fashion House Outlet Mall (with tenants like TSUM, Reserved, Samsonite, REEBOK, Tom Tailor, Adidas, Kanzler) and Vnukovo Outlet Village (Adidas, Levi's, ECCO, Kanzler, Lacoste). The Angry Birds Park at Vnukovo Outlet Village became an interesting point of attraction for the child segment. In addition, shopping center RIO opened (developer Tashir, GLA 57,000 sq m) with anchor brand tenants Green Crossing, M Video, Snow Queen, H&M, and others.



NEW CONSTRUCTION 2013, RUSSIA, QUALITY RETAIL STORES НОВОЕ СТРОИТЕЛЬСТВО В 2013 ГОДУ, РОССИЯ, КАЧЕСТВЕННЫЕ ТОРГОВЫЕ ОБЪЕКТЫ			
LOCATION	PROPERTY NAME	RETAIL GLA, SQ M	DELIVERY
MOSCOW	Projects with GLA > 15,000 sq m		
	Fashion House Outlet-Mall	28 760	Q2
	Vnukovo Outlet Village	16 584	Q2
	RIO (Leninskiy)	57 000	Q2
	RIO Kievskoe highway	40 000	Q4
	Shaiba	35 000	Q4
	Otrada (phase 2)	22 020	Q3
	Favorit	21 900	Q4
	Moskvorechye	19 780	Q3
	Raikin Park (Raikin centre of art and culture)	17 000	Q3
	VDNKh Mall	15 000	Q3
	Brateevo Mall	15 000	Q3
Total GLA Moscow		341 790	
THE LARGEST PROJECTS IN RUSSIA, GLA 40,000+ and all delivered in 2013			
Volgograd	Aquarel	92 140	Q1
St. Petersburg	Kontinent	56 000	Q1
Belgorod	MegaGrinn	53 000	Q1
Orel	MegaGrinn (2 phase retail)	17 500	Q1
Murmansk	Volna	10 030	Q1
Nizhnyi Novgorod	Indigo Life	39 750	Q2
St. Petersburg	Avenue	31 500	Q2
Kaliningrad	Europa Center (Phase II)	20 700	Q2
Kursk	Evropa 2	20 400	Q2
Omsk	Arena Mall	103 000	Q4
Bryansk	Aero Park City (I phase)	91 000	Q4
Ufa	Planeta	90 000	Q3
Ekaterinburg	Ekaterininsky	89 000	Q4
Perm	SC on Speshilova	75 000	Q4
Tumen	Kristall	75 000	Q3
Ekaterinburg	Evropeyskiy (former Prizma)	70 397	Q4
Nizhnyi Novgorod	Nebo	69 650	Q4
Bryansk	Sayani Park	68 000	Q4
Novokuznetsk	City Mall	63 000	Q4
St. Petersburg	London mall (Felicita-Kollontay)	63 000	Q4
Yaroslavl	Aura	62 550	Q4
Tver	Retail Park Oktyabrskiy	57 326	Q3
Ufa	M7 Mall	53 355	Q4
St. Petersburg	Zhemchuzhnaya Plaza (Yuzhnaya	48 000	Q3
Irkutsk	KomsolMall (former Kontinental)	47 700	Q4
St. Petersburg	Zanevskiy kaskad 3	46 500	Q3
Krasnoyarsk	Ogni	45 000	Q3
Armavir	Krasnaya Ploshad	45 000	Q3
Ekaterinburg	Magnit	44 321	Q3
Saratov	June	40 600	Q4
St. Petersburg	Kontinent na Zvezdnoy (phase II)	40 000	Q3
TOTAL GLA RUSSIA		3 077 752	

Source: Cushman & Wakefield

COMMERCIAL RATES IN SHOPPING MALLS

Moscow retail gallery rental rates are in the range of US\$ 500 - 4,000 (per sq m per year before VAT and other expenses) depending on the size of the retail unit and the type of retailer. Throughout H1, and the whole of 2012, rental rates were stable across all sub-sectors.

Moscow's prime retail indicator* is US\$ 3,800 per sq m per annum, as a base rate. However, a tendency towards rate increases was observed in 2013 and near future growth may be higher than 5% (our current conservative estimate).

In other cities, rental rates in shopping malls are typically 30% to 60% below Moscow levels.

Additionally, among other payments there are operational expenses (US\$ 150-250 per sq m annually for units smaller than 500 sq m), marketing (US\$ 10-25 per sq m annually), and others depending on the project.

INDICATIVE RENTAL RATES* IN QUALITY SHOPPING CENTER RETAIL GALLERIES, MOSCOW СРЕДНИЕ АРЕНДНЫЕ СТАВКИ* В ГАЛЕРЕЕ КАЧЕСТВЕННЫХ ТОРГОВЫХ ЦЕНТРОВ, МОСКВА				
BUSINESS	GLA, SQ M			
	RETAIL GALLERY	MINI ANCHORS		ANCHORS
	<100	100 - 300	300 - 1,200	1,200 - 3,500
Food court	\$1,800-\$2,000			
Kiosks	\$5,000-\$8,000			
Restaurant		\$800-\$1000	\$700	
Clothing	\$1,800	\$1,200	\$700	\$400
Shoes	\$2,200	\$1,700	\$1,200	\$800
White and Brown				\$500
Supermarket			\$500-\$800	
Hypermarket				\$250-\$450
Cinema				\$250-\$320

Source: Cushman & Wakefield

* US\$ per sq m per annum, triple net
* Доллары США за кв.м. в год, базовая ставка аренды



MOSCOW MAIN MARKET INDICATORS

MOSCOW PROPERTY MARKET INDICATORS ИНДИКАТОРЫ РЫНКА КОММЕРЧЕСКОЙ НЕДВИЖИМОСТИ МОСКВЫ

		2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013			
														Q1	Q2	Q3	Q4
OFFICE																	
Stock class A,	'000 sq m	162	186	281	357	529	668	917	1,268	1,670	1,966	2,240	2,459	2,535	2,555		
Stock class B (B+ and B-)	'000 sq m	2,277	2,631	3,208	3,845	4,499	5,218	6,461	8,318	9,296	9,907	10,283	10,636	10,820	10,881		
New Construction, A	'000 sq m		24	95	76	172	139	248	351	403	296	274	219	76	20		
New Construction, B (B+ and B-)	'000 sq m		354	577	638	653	719	1,244	1,857	978	610	376	353	184	61		
Vacancy rate class A		0.9%	1.3%	0.9%	2.3%	1.6%	3.3%	3.4%	10.6%	21.1%	19.9%	17.8%	16.6%	16.6%	19.1%		
Vacancy rate class B (B+ and B-)		0.2%	0.3%	0.2%	1.9%	4.0%	2.9%	4.2%	6.0%	11.0%	11.4%	11.1%	11.4%	11.6%	11.5%		
Take up class A,	'000 sq m	29	62	72	153	188	297	488	471	182	376	679	465	65	99		
Take up class B (B+ and B-)	'000 sq m	244	345	571	601	791	840	1,009	1,246	552	922	1,230	1,514	351	332		
Rental rates class A		\$460	\$480	\$500	\$540	\$600	\$710	\$930	\$1,090	\$710	\$640	\$740	\$790	\$850	\$870		
Rental rates class B (B+ and B-)		\$420	\$390	\$390	\$450	\$470	\$530	\$630	\$810	\$510	\$420	\$460	\$460	\$490	\$500		
Prime capitalization rates		-	-	-	13.5%	12.5%	8.5%	7.5%	12%	13%	9%	8.5%	8.75%	8.50%	8.50%		
QUALITY SHOPPING CENTERS																	
Total stock	'000 sq m	182	472	613	967	1,337	1,674	1,893	2,272	2,850	3,252	3,449	3,542	3,542	3,645		
New construction	'000 sq m		290	141	354	370	337	219	379	578	402	197	152	0	102		
Vacancy rate		-	-	1.6%	1.3%	0.7%	0.7%	1.0%	3.0%	5.0%	2.1%	0.4%	0.50%	1.20%	0.50%		
Rental rate indicator*		\$1,400	\$1,370	\$1,545	\$1,260	\$1,600	\$1,950	\$2,600	\$3,200	\$2,300	\$2,300	\$2,425	\$2,500	\$2,500	\$2,500		
Prime rental rate indicator **							\$3,000	\$3,125	\$3,750	\$2,500	\$2,600	\$2,700	\$3,800	\$3,800	\$3,800		
Prime capitalization rates		-	-	-	13.5%	12.0%	9.5%	9%	12%	13%	10%	9.25%	9.50%	9.25%	9.25%		
WAREHOUSE AND INDUSTRIAL																	
Total stock, class A	'000 sq m	95	144	531	744	1,080	1,943	3,129	3,723	4,352	4,676	4,933	5,598	5,748	5,902		
Total stock, class B	'000 sq m	522	580	970	1,326	1,664	1,789	1,978	2,060	2,109	2,157	2,264	2,317	2,317	2,323		
New construction, class A	'000 sq m		49	387	213	336	863	1,186	594	629	324	257	664	150	155		
New Construction, class B	'000 sq m		59	390	356	338	126	188	82	49	48	107	53	0	6		
Vacancy rate class A		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	10.5%	8.0%	1.0%	1.0%	1.0%	1.0%		
Vacancy rate class B		2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	5.9%	6.1%	1.5%	1.5%	1.5%	1.5%		
Net Absorption Class A		-	48	380	208	329	846	1,162	582	247	409	580	658	148	153		
Net Absorption Class B		-	57	382	348	331	123	185	80	-33	40	205	53	0	6		
Rental rates class A		\$140	\$140	\$130	\$137	\$128	\$136	\$130	\$140	\$105	\$110	\$135	\$135	\$135	\$135		
Rental rates class B		\$80	\$88	\$109	\$124	\$123	\$121	\$117	\$125	\$90	\$92	\$130	\$130	\$130	\$130		
Prime capitalization rates		-	-	-	16.0%	14.0%	10.5%	9.25%	13.0%	14%	10.5%	10.5%	11.5%	11.5%	11.5%		
INVESTMENTS, MN US\$																	
Office		65	5	99	272	126	1,244	1,719	3,159	1,998	3,283	3,322	2,854	1,648	64		
Retail		-	-	-	130	971	2,225	2,216	2,029	30	459	2,043	2,585	1,213	866		
Warehouse		-	-	-	-	19	616	723	110	-	81	1,080	660	600	-		
Other		-	-	-	90	522	475	696	501	228	172	1,102	1,338	-	233		

* Base rental rate for 100-150 sq m unit of prime shopping mall for fashion retailer, average through the retail gallery

** Base rental rate for 100-150 sq m unit on the ground floor of retail gallery of prime shopping mall for fashion retailer

Source: Cushman & Wakefield

2013 NOTABLE INVESTMENT TRANSACTIONS IN RUSSIA

NOTABLE INVESTMENT TRANSACTIONS IN RUSSIA IN 2013 НЕКОТОРЫЕ ИНВЕСТИЦИОННЫЕ СДЕЛКИ НА РЫНКЕ КОММЕРЧЕСКОЙ НЕДВИЖИМОСТИ РОССИИ В 2013 Г.

CATEGORY	QTR	PROPERTY NAME	MARKET	OFFICE RENTABLE, SQ M	RETAIL GLA, SQ M	WAREHOUSE AREA, SQ M	ROOMS	GRADE	PRICE ESTIMATION, USD	INVESTOR NAME
SINGLE TRANSACTIONS										
RETAIL	Q2	Aura	Novosibirsk		60,439				750	RosEvroDevelopment
	Q2	Mozaika (50%)	Moscow		68,000				100	OST Group
	Q1	Metropolis	Moscow		80,000				1,200	Morgan Stanley Real Estate Fund VII
	Q1	Frunzensky univermag	St. Petersburg		5,500				12.5	Imperia Holding
OFFICE	Q2	International Commercial bank building	St. Petersburg	8,000				B+	64.1	Gazprom OAO
	Q1	Dvintsev BC bldg B	Moscow	12,003				A	67.5	Central Properties
	Q1	Aquamarine BC Phase III (50%)	Moscow	55,422				A	230	AFI Developments
	Q1	Olympia Park	Moscow	45,966				A	350	Kaspersky Labs
	Q1	White Square office center	Moscow	73,526				A	1,000	OI Properties
INDUSTRIAL	Q1	Tomilino	Moscow region			52,328		A	100	BIN Group
HOSPITALITY	Q2	Renaissance Moscow Hotel	Moscow				475	upscale	170	Alexander Klyachin (Azimut Hotels)
PORTFOLIO TRANSACTIONS										
HOSPITALITY	Q2	ALROSA hotel portfolio (ALROSA na Kazachyem, Vedensky, Zamitsa, Pur-Navolok, Polyarnaya Zvezda)	Moscow, St. Petersburg, Mirny, Arkhangelsk, Yakutsk				516	upscale	63.5	Nord OOO
INDUSTRIAL	Q1	Eurasia Logistics portfolio (Tolmachevo, Biek Tau, Pyshma)	Novosibirsk, Kazan, Ekaterinburg			930,594		A	500	IQ Property management

Source: Cushman & Wakefield

APPENDIX III

BOOK VALUES*

	Presented in FS
Name of Property	
Investment Properties under construction	
Skyscraper	0
Penza	3 529
St. Petersburg commercial	25 107
Kazan Mall	8 900
Novosibirsk logistic	7 551
Saratov Logistic	7 181
	52 268
Investment Properties	
Saratov Mall	115 871
Hydro	67 050
MAG	77 721
Tamiz buildings	45 205
Century	85 128
Yaroslavl Mall **	-
	390 976
TOTAL	443 244

* The table represents the figures as mentioned in the Client's last Financial Statements as of 31.03.2013. The information has been provided to us by the Client.

APPENDIX IV

SENSITIVITY ANALYSIS

MAG

Vacancy rate	+5%	current	-5%
Market Value	\$81 700 000	\$82 100 000	\$82 200 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$74 700 000	\$82 100 000	\$91 700 000
Average rental rate	+5%	current	-5%
Market Value	\$85 200 000	\$82 100 000	\$78 900 000

HYDROMASHSERVICE

Vacancy rate	+5%	current	-5%
Market Value	\$71 400 000	\$71 800 000	\$72 000 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$65 000 000	\$71 800 000	\$80 400 000
Average rental rate	+5%	current	-5%
Market Value	\$74 600 000	\$71 800 000	\$69 100 000

CENTURY

Vacancy rate	+5%	current	-5%
Market Value	\$95 700 000	\$95 900 000	\$96 100 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$86 900 000	\$95 900 000	\$107 000 000
Average rental rate	+5%	current	-5%
Market Value	\$99 500 000	\$95 900 000	\$92 100 000

TAMIZ

Vacancy rate	+5%	current	-5%
Market Value	\$44 500 000	\$44 500 000	\$45 200 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$40 400 000	\$44 500 000	\$49 800 000
Average rental rate	+5%	current	-5%
Market Value	\$46 700 000	\$44 500 000	\$42 500 000

ST. PETERSBURG_commercial

Vacancy rate	+5%	current	-5%
Market Value	\$30 700 000	\$31 600 000	\$37 800 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$19 300 000	\$31 600 000	\$47 100 000
Average rental rate	+5%	current	-5%
Market Value	\$38 000 000	\$31 600 000	\$25 200 000
Total Development Costs	+5%	current	-5%
Market Value	\$26 800 000	\$31 600 000	\$36 400 000

YAROSLAVL_Vernissage Mall

Vacancy rate	+5%	current	-5%
Market Value	\$98 200 000	\$98 500 000	n/a
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$95 300 000	\$98 500 000	\$108 100 000
Average rental rate	+5%	current	-5%
Market Value	\$103 400 000	\$98 500 000	\$93 700 000

SARATOV_Triumph Mall

Vacancy rate	+5%	current	-5%
Market Value	\$125 800 000	\$126 600 000	n/a
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$116 900 000	\$126 600 000	\$138 300 000
Average rental rate	+5%	current	-5%
Market Value	\$133 100 000	\$126 600 000	\$120 000 000

YAROSLAVL_Phase 2

Vacancy rate	+5%	current	-5%
Market Value	\$7 700 000	\$9 100 000	\$10 000 000
Discount rate/Exit cap rate	+1%	current	-1%
Market Value	\$5 000 000	\$9 100 000	\$14 200 000
Average rental rate	+5%	current	-5%
Market Value	\$11 200 000	\$9 100 000	\$6 900 000
Total Development Costs	+5%	current	-5%
Market Value	\$7 200 000	\$9 100 000	\$11 000 000

APPENDIX V

DISCOUNT RATE BREAKDOWN

For the purpose of our valuation we calculated the discount rate on the basis of a cumulative method:

$$DR = \text{Risk Free Rate} + \text{Investment Risk} + \text{Liquidity Risk} + \text{Management Risk} + \text{Specific Risk (if applicable)}.$$

When assessing the discount rate for incomplete development Properties, we added additional risks associated directly with the construction process.

We have calculated the discount rate on the basis of a long term risk-free rate plus a risk premium in accordance with international valuation practice. The Risk Free Rate is estimated on the basis of the most liquid and secure investments. The risk-free rate has been taken from the yield of Russia-30 Bonds to reflect the long-term horizon of real estate investments. As of the date of valuation this number is estimated to be around 4.15%. The generally applied discount rate has therefore been calculated from the risk-free rate of 4.15% and specific risk premiums reflecting the limited liquidity of the real estate investments compared to more liquid asset classes such as stocks or bonds. Then we took into consideration location, degree of completion, type of property and other characteristics while assessing risk premiums in line with every separate Property.

MAG (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,50%
- Specific Risk (Region Risk)	1,50%
Discount Rate	12,50%

Tamiz Building (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,50%
- Specific Risk (Region Risk)	1,50%
Discount Rate (Fully Completed Property)	12,50%

Hydromashservice (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,50%
- Specific Risk (Region Risk)	1,50%
Discount Rate	12,50%

Century (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,50%
- Specific Risk (Region Risk)	1,50%
Discount Rate	12,50%

Vernissage Mall Yaroslavl (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,00%
- Specific Risk (Region Risk)	2,00%
Discount Rate	12,50%

Triumph Mall Saratov (Completed)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	2,50%
- Management Risk	1,00%
- Specific Risk (Region Risk)	2,00%
Discount Rate	12,50%

St. Petersburg Commercial (Held for Future Development)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	4,00%
- Liquidity Risk	3,00%
- Management Risk	1,00%
- Specific Risk (Region Risk)	2,00%
Discount Rate (Fully Completed Property)	14,00%
Risk Adjustments for Not Completed State:	
- Construction (0% Completed)	5,00%
- Construction currently Stopped	0,00%
- Outstanding Construction & Related Permissions	6,00%
- Land Plot without Zoning for Proposed Use	0,00%
Discount Rate Conclusion	25,00%

Yaroslavl Phase II (Held for Future Development)	30.06.2013
Risk Free Rate	4,15%
Risk Adjustments:	
- Investment Risk	3,00%
- Liquidity Risk	1,50%
- Management Risk	1,00%
- Specific Risk (Region Risk)	2,00%
Discount Rate (Fully Completed Property)	11,50%
Risk Adjustments for Not Completed State:	
- Construction (0% Completed)	5,50%
- Construction currently Stopped	0,00%
- Outstanding Construction & Related Permissions	4,00%
- Land Plot without Zoning for Proposed Use	0,00%
Discount Rate Conclusion	21,00%

APPENDIX VI

FINANCIAL MODELS

SARATOV LOGISTICS

	Subject property	Comparable 1	Comparable 2	Comparable 3
Price, \$	-	917 179	366 872	1 222 905
Total area (ha)	26,0000	16,00	2,50	4,00
Total area ex encumbrances (ha)	26,0000	16,00	2,50	4,00
Price per ha, \$	-	57 324	146 749	305 726
Adjustments				
Size				
Adjustment, %	-	0,00%	-20,00%	-20,00%
Subtotal, \$	-	57 324	117 399	244 581
Location	Russia, Saratov region, 1.3 km south-east to Dubki village	Saratov, Volsky Trakt	Saratov, Peschanoumetsky trakt	Saratov, Zavodskoy district, Astrakhanskoe hw , near TC "Karusel"
Adjustment	-	0,00%	-20,00%	-50,00%
Subtotal, \$	-	57 323,67	93 919,10	122 290,50
Transport access	Good	Good	Good	Excellent
Adjustment	-	0,00%	0,00%	-10,00%
Subtotal, \$	-	57 323,67	93 919,10	110 061,45
Zoning	industrial	industrial	industrial	industrial
Adjustment	-	0,00%	0,00%	0,00%
Subtotal, \$	-	57 324	93 919	110 061
Property rights	freehold	freehold	leasehold	freehold
Adjustment	-	0,00%	5,00%	0,00%
Subtotal, \$	-	57 324	98 615	110 061
Utilities	on the site	on the site	on the site	on the site + own railway line
Adjustment	-	0,00%	0,00%	-20,00%
Subtotal, \$	-	57 324	98 615	88 049
Market conditions	-	sale offer	sale offer	sale offer
Adjustment	-	-5,00%	-5,00%	-5,00%
Subtotal, \$	-	54 457	93 684	83 647
Other	Electricity brought to the land plot. Technical conditions on electricity (6Mw t)	no	no	no
Adjustment, \$	-	203 846	203 846	203 846
Subtotal, \$	-	258 304	297 530	287 493
Weights, %	-	0,3333	0,3333	0,3333
Source		http://saratov.afy.ru/object/promzem/944800892248049.html	http://saratov.afy.ru/object/promzem/15167555051.html	http://saratov.afy.ru/object/promzem/12246421151.html
Weighted average, per ha, \$		281 109		
Weighted average, per sotka, \$		2 811		
Fair value, \$		7 300 000		

NOVOSIBIRSK LOGISTICS

	Subject property	Comparable 1	Comparable 2	Comparable 3
Price, \$	-	628 298	1 834 358	2 916 628
Total area (ha)	40,6700	2,06	5,00	18,00
Total area ex encumbrances (ha)	40,6700	2,06	5,00	18,00
Price per ha, \$	-	305 726	366 872	162 035
Adjustments				
Size				
Adjustment, %	-	-10,00%	-10,00%	-5,00%
Subtotal, \$	-	275 154	330 184	153 933
Location	Novosibirskiy region, MO Stacionnogo selsoveta, 1 km to the north-east from village Sadoviy along railway line Inya-Vostochnaya – Krasniy Yar	Novosibirsk, Tyulenina Str.	Novosibirsk, Leninskiy district, Kaytymovskaya Str.	Novosibirskiy region, near village Sadoviy
Adjustment	-	0,00%	0,00%	0,00%
Subtotal, \$	-	275 154	330 184	153 933
Transport access	Average	Good	Good	Average
Adjustment	-	-10,00%	-10,00%	0,00%
Subtotal, \$	-	247 638	297 166	153 933
Zoning	industrial	industrial	industrial	industrial
Adjustment	-	0,00%	0,00%	0,00%
Subtotal, \$	-	247 638	297 166	153 933
Property rights	leasehold	leasehold	freehold	freehold
Adjustment	-	0,00%	-5,00%	-5,00%
Subtotal, \$	-	247 638	282 308	146 237
Utilities	electricity and gas on the site	on the border	on the site	on the border
Adjustment	-	10,00%	0,00%	10,00%
Subtotal, \$	-	272 402	282 308	160 860
Market conditions		sale offer	sale offer	sale offer
Adjustment	-	-5,00%	-5,00%	-5,00%
Subtotal, \$	-	258 782	268 192	152 817
Other	shared way to the site	no	no	no
Adjustment	-	-5,00%	-5,00%	-5,00%
Subtotal, \$	-	245 843	254 783	145 176
Weights, %	-	0,3333	0,3333	0,3333
Source		http://land.ngs.ru/view/1555108/	http://novosibirsk.irr.ru/real-estate/out-of-town/lands/Prodam-zemel-nyy-uchastok-Kaytymovskaya-advert202228844.html	http://land.ngs.ru/view/2050047/?dv=20130709
Weighted average, per ha, \$		215 267		
Weighted average, per sotka, \$		2 153		
Market value, \$		8 800 000		

KAZAN RETAIL

	Subject property	Comparable 1	Comparable 2	Comparable 3	Comparable 4
Price, \$	-	1 070 042	646 611	642 025	3 057 263
Total area (ha)	2,2640	0,18	0,35	0,22	2,00
Total area ex encumbrances (ha)	2,2640	0,18	0,35	0,22	2,00
Price per ha, \$	-	5 944 677	1 834 358	2 859 800	1 528 631
Adjustments					
Size					
Adjustment, %	-	-10,00%	-10,00%	-10,00%	0,00%
Subtotal, \$	-	5 350 209	1 650 922	2 573 820	1 528 631
Location	Russia, Kazan city, Okolnaya Street, 23-A, intersection of Gorkovskoye highway, Bolotnikova Street, Frunze street and Vosstaniya Street	Republic of Tatarstan, Kazan city, Sh. Mardgiani Str., 10	Republic of Tatarstan, Kazan city, intersection of Mukhamediyarova Str. And Vorovskogo Str.	Republic of Tatarstan, Kazan city, Vasilchenko Str. 1	Republic of Tatarstan, Kazan city, Klary Tsetkin Str.
Adjustment	-	-30,00%	0,00%	0,00%	0,00%
Subtotal, \$	-	3 745 146,60	1 650 921,76	2 573 820,12	1 528 631,26
Transport access	Good	Good	Good	Good	Good
Adjustment	-	0,00%	0,00%	0,00%	0,00%
Subtotal, \$	-	3 745 146,60	1 650 921,76	2 573 820,12	1 528 631,26
Zoning	settlement commercial	settlement commercial	settlement commercial	settlement commercial	settlement commercial
Adjustment	-	0,00%	0,00%	0,00%	0,00%
Subtotal, \$	-	3 745 147	1 650 922	2 573 820	1 528 631
Property rights	freehold	freehold	freehold	freehold	freehold
Adjustment	-	0,00%	0,00%	0,00%	0,00%
Subtotal, \$	-	3 745 147	1 650 922	2 573 820	1 528 631
Utilities	on the border	on the border	on the border	on the border	on the border
Adjustment	-	0,00%	0,00%	0,00%	0,00%
Subtotal, \$	-	3 745 147	1 650 922	2 573 820	1 528 631
Market conditions	-	sale offer	sale offer	sale offer	sale offer
Adjustment	-	-5,00%	-5,00%	-5,00%	-5,00%
Subtotal, \$	-	3 557 889	1 568 376	2 445 129	1 452 200
Project Documentation, Technical Conditions and Project Development Stage	1) The facades approved by General architect of the city 2)Receiving building permits for ground level is in process 3) Preruling for licensing 4) Zoning approved 5)Technical conditions approved 6) 2 underground tunnels for transportation approved	no	no	no	no
Adjustment, \$	-	1 700 000	1 700 000	1 700 000	1 700 000
Subtotal, \$	-	5 257 889	3 268 376	4 145 129	3 152 200
Weights, %	-	0,2500	0,2500	0,2500	0,2500
Source		http://www.tatre.ru/db-prodazha-uchastok_id3663784?so_oper=1&so	http://www.tatre.ru/db-prodazha-uchastok_id3647562?so_oper=1&so	http://www.tatre.ru/db-prodazha-uchastok_id3647559?so_oper=1&so	local agent sergeev_ae@mail.ru
Weighted average, per ha, \$		3 955 898			
Weighted average, per sotka, \$		39 559			
Fair value, \$		9 000 000			

MAG

Total Lettable Area	18 534,90 sqm
Vacancy at Beginning of Year 1	405,30 sqm
Vacancy Rate in Terms of Lettable Area	2,19%

Period	1				2				3				4				5				6				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019	
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019	
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019				
Net Operating Income	\$1 760 426	\$1 772 992	\$2 178 705	\$2 258 993	\$2 257 120	\$2 221 185	\$2 122 662	\$2 233 903	\$2 257 852	\$2 259 300	\$2 346 875	\$2 343 491	\$2 384 176	\$2 385 769	\$2 464 740	\$2 464 488	\$2 337 766	\$2 442 646	\$1 662 748	\$2 155 196	\$2 269 043	\$2 269 043	\$2 275 355	\$2 275 499	
Non-recoverable Costs																									
Reserve deductions	1,00%	\$17 604	\$17 730	\$21 787	\$22 590	\$22 571	\$22 212	\$21 227	\$22 339	\$22 579	\$22 593	\$23 469	\$23 435	\$23 842	\$23 858	\$24 647	\$24 645	\$23 378	\$24 426	\$16 627	\$21 552	\$22 690	\$22 690	\$22 754	\$22 755
Letting Fees	1,0 Months	\$0	\$0	\$13 500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Non-recoverable OPEX		\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	\$157 077	
Total Expenditure		\$174 682	\$174 807	\$192 365	\$179 667	\$179 649	\$179 289	\$178 304	\$179 417	\$179 656	\$179 670	\$180 546	\$180 512	\$180 919	\$180 935	\$181 725	\$181 722	\$180 455	\$181 504	\$173 705	\$178 629	\$179 768	\$179 768	\$179 831	\$179 832
Total Quarterly Cash Flow		\$1 585 745	\$1 598 185	\$1 986 341	\$2 079 326	\$2 077 472	\$2 041 896	\$1 944 358	\$2 054 486	\$2 078 196	\$2 079 629	\$2 166 329	\$2 162 978	\$2 203 257	\$2 204 834	\$2 283 015	\$2 282 766	\$2 157 311	\$2 261 142	\$1 489 043	\$1 976 567	\$2 089 275	\$2 089 275	\$2 095 524	\$2 095 666
Terminal Value Calculation	Exit Capitalisation Rate	9,00%																		\$92 997 116					
Less costs of sale																				-\$929 971					
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549		
Present Value per Period		\$1 585 745	\$1 551 811	\$1 872 740	\$1 903 523	\$1 846 641	\$1 762 353	\$1 629 474	\$1 671 808	\$1 642 031	\$1 595 485	\$1 613 775	\$1 564 526	\$1 547 418	\$1 503 592	\$1 511 732	\$1 467 707	\$1 346 799	\$1 370 660	\$876 437	\$52 220 357				
Net Present Value		\$82 084 614																							
Market Value		\$82 100 000																							

HYDRO

Total Lettable Area	16 696,00 sqm
Vacancy at Beginning of Year I	684,70 sqm
Vacancy Rate in Terms of Lettable Area	4,10%

	30.06.2013 29.09.2013	30.09.2013 29.12.2013	30.12.2013 29.03.2014	30.03.2014 29.06.2014	30.06.2014 29.09.2014	30.09.2014 29.12.2014	30.12.2014 29.03.2015	30.03.2015 29.06.2015	30.06.2015 29.09.2015	30.09.2015 29.12.2015	30.12.2015 29.03.2016	30.03.2016 29.06.2016	30.06.2016 29.09.2016	30.09.2016 29.12.2016	30.12.2016 29.03.2017	30.03.2017 29.06.2017	30.06.2017 29.09.2017	30.09.2017 29.12.2017	30.12.2017 29.03.2018	30.03.2018 29.06.2018	30.06.2018 29.09.2018	30.09.2018 29.12.2018	30.12.2018 29.03.2019	30.03.2019 29.06.2019	
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019				
Net Operating Income	\$1 821 970	\$1 854 672	\$1 897 236	\$1 902 149	\$1 919 469	\$1 942 556	\$1 784 584	\$1 867 670	\$1 899 485	\$1 894 030	\$1 896 585	\$1 867 251	\$1 792 351	\$1 867 452	\$1 755 950	\$1 909 682	\$1 963 050	\$1 961 227	\$1 961 227	\$1 961 227	\$2 018 010	\$2 018 010	\$2 025 634	\$2 028 848	
Non-recoverable Costs																									
Reserve deductions	1,00%	\$18 220	\$18 547	\$18 972	\$19 021	\$19 195	\$19 426	\$17 846	\$18 677	\$18 995	\$18 940	\$18 966	\$18 673	\$17 924	\$18 675	\$17 559	\$19 097	\$19 631	\$19 612	\$19 612	\$19 612	\$20 180	\$20 180	\$20 256	\$20 288
Letting Fees	1,0 Months	\$3 318	\$0	\$16 320	\$6 503	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Non-recoverable OPEX		\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	\$141 500	
Total Expenditure		\$163 038	\$160 047	\$176 793	\$167 025	\$160 695	\$160 926	\$159 346	\$160 177	\$160 495	\$160 441	\$160 466	\$160 173	\$159 424	\$160 175	\$159 060	\$160 597	\$161 131	\$161 113	\$161 113	\$161 113	\$161 680	\$161 680	\$161 757	\$161 789
Total Quarterly Cash Flow		\$1 658 932	\$1 694 625	\$1 720 443	\$1 735 124	\$1 758 774	\$1 781 630	\$1 625 237	\$1 707 493	\$1 738 990	\$1 733 589	\$1 736 119	\$1 707 078	\$1 632 927	\$1 707 277	\$1 596 890	\$1 749 085	\$1 801 920	\$1 800 114	\$1 800 114	\$1 800 114	\$1 856 329	\$1 856 329	\$1 863 878	\$1 867 059
Terminal Value Calculation	Exit Capitalisation Rate	9,00%																		\$82 706 612					
Less costs of sale																				-\$827 066					
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549		
Present Value per Period		\$1 658 932	\$1 645 453	\$1 622 049	\$1 588 423	\$1 563 355	\$1 537 719	\$1 362 034	\$1 389 447	\$1 374 017	\$1 330 004	\$1 293 297	\$1 234 764	\$1 146 857	\$1 164 282	\$1 057 405	\$1 124 576	\$1 124 929	\$1 091 194	\$1 059 531	\$46 466 119				
Net Present Value		\$71 834 386																							
Market Value		\$71 800 000																							

CENTURY BLD. 8

Total Lettable Area	11 086,30 sqm
Vacancy at Beginning of Year 1	611,50 sqm
Vacancy Rate in Terms of Lettable Area	5,52%

Period	1				2				3				4				5				6				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019	
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019	
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019				
Net Operating Income	\$1 349 120	\$1 372 514	\$1 482 534	\$1 497 380	\$1 522 940	\$1 550 290	\$1 597 118	\$1 610 459	\$1 601 581	\$1 453 181	\$1 441 696	\$1 370 600	\$1 409 579	\$1 409 579	\$1 428 829	\$1 428 829	\$1 462 542	\$1 446 546	\$1 394 524	\$1 391 389	\$1 431 015	\$1 431 015	\$1 441 728	\$1 441 972	
Non-recoverable Costs																									
Reserve deductions	1,00%	\$13 491	\$13 725	\$14 825	\$14 974	\$15 229	\$15 503	\$15 971	\$16 105	\$16 016	\$14 532	\$14 417	\$13 706	\$14 096	\$14 096	\$14 288	\$14 288	\$14 625	\$14 465	\$13 945	\$13 914	\$14 310	\$14 310	\$14 417	\$14 420
Letting Fees	1,0 Months	\$0	\$0	\$22 931	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
NON-Recoverable OPEX		\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	\$146 893	
Total Expenditure		\$160 385	\$160 619	\$184 650	\$161 867	\$162 123	\$162 396	\$162 865	\$162 998	\$162 909	\$161 425	\$161 310	\$160 599	\$160 989	\$160 989	\$161 182	\$161 182	\$161 519	\$161 359	\$160 839	\$160 807	\$161 204	\$161 204	\$161 311	\$161 313
Total Quarterly Cash Flow		\$1 188 735	\$1 211 895	\$1 297 884	\$1 335 512	\$1 360 817	\$1 387 894	\$1 434 253	\$1 447 461	\$1 438 671	\$1 291 756	\$1 280 385	\$1 210 000	\$1 248 590	\$1 248 590	\$1 267 647	\$1 267 647	\$1 301 023	\$1 285 187	\$1 233 686	\$1 230 582	\$1 269 811	\$1 269 811	\$1 280 418	\$1 280 659
Terminal Value Calculation	Exit Capitalisation Rate	9,00%																							
Less costs of sale																									
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549		
Present Value per Period		\$1 188 735	\$1 176 730	\$1 223 657	\$1 222 598	\$1 209 615	\$1 197 886	\$1 201 979	\$1 177 850	\$1 136 728	\$991 031	\$953 804	\$875 218	\$876 924	\$851 479	\$839 391	\$815 035	\$812 222	\$779 055	\$726 136	\$31 839 069				
Net Present Value		\$51 095 145																							
Market Value		\$51 100 000																							

CENTURY BLD. 17

Total Lettable Area	9 817,40 sqm
Vacancy at Beginning of Year I	5,00 sqm
Vacancy Rate in Terms of Lettable Area	0,05%

Period	1				2				3				4				5				6			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019			
Net Operating Income	\$1 049 580	\$1 082 430	\$1 089 329	\$1 129 428	\$1 152 686	\$1 188 695	\$1 196 286	\$1 240 395	\$1 265 921	\$1 172 505	\$934 322	\$1 319 747	\$1 343 513	\$1 387 083	\$1 396 268	\$1 396 268	\$1 420 747	\$1 316 735	\$1 155 393	\$1 268 588	\$1 306 645	\$1 306 645	\$1 306 645	\$1 306 645
Non-recoverable Costs																								
Reserve deductions	1,00%	\$10 496	\$10 824	\$10 893	\$11 294	\$11 527	\$11 887	\$11 963	\$12 404	\$12 659	\$11 725	\$9 343	\$13 197	\$13 435	\$13 871	\$13 963	\$13 963	\$14 207	\$13 167	\$11 554	\$12 686	\$13 066	\$13 066	\$13 066
Letting Fees	1,0 Months	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NON-Recoverable OPEX		\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081	\$130 081
Total Expenditure		\$140 576	\$140 905	\$140 974	\$141 375	\$141 607	\$141 967	\$142 043	\$142 484	\$142 740	\$141 806	\$139 424	\$143 278	\$143 516	\$143 951	\$144 043	\$144 043	\$144 288	\$143 248	\$141 634	\$142 766	\$143 147	\$143 147	\$143 147
Total Quarterly Cash Flow		\$909 004	\$941 525	\$948 355	\$988 053	\$1 011 079	\$1 046 727	\$1 054 242	\$1 097 910	\$1 123 181	\$1 030 699	\$794 898	\$1 176 469	\$1 199 997	\$1 243 132	\$1 252 225	\$1 252 225	\$1 276 459	\$1 173 487	\$1 013 759	\$1 125 821	\$1 163 498	\$1 163 498	\$1 163 498
Terminal Value Calculation	Exit Capitalisation Rate	9,00%																		\$51 711 037				
Less costs of sale																				\$517 110				
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549	
Present Value per Period		\$909 004	\$914 206	\$894 117	\$904 515	\$898 737	\$903 427	\$883 510	\$893 408	\$887 452	\$790 749	\$592 148	\$850 964	\$842 796	\$847 757	\$829 179	\$805 120	\$796 887	\$711 345	\$596 689	\$29 052 413			
Net Present Value		\$44 804 423																						
Market Value		\$44 800 000																						

TAMIZ

Total Lettable Area	11 737,00 sqm
Vacancy at Beginning of Year 1	1 051,20 sqm
Vacancy Rate in Terms of Lettable Area	8,96%

Period	1				2				3				4				5				6				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019	
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019	
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019				
Net Operating Income	\$1 115 109	\$1 115 209	\$1 232 449	\$1 255 367	\$1 272 736	\$1 044 541	\$1 235 290	\$1 264 875	\$1 108 711	\$1 203 353	\$1 235 874	\$1 251 246	\$1 278 609	\$1 270 349	\$1 276 789	\$1 263 631	\$1 267 742	\$1 260 482	\$1 253 337	\$1 241 553	\$1 275 844	\$1 275 844	\$1 212 488	\$1 291 540	
Non-recoverable Costs																									
Reserve deductions	1,00%	\$11 151	\$11 152	\$12 324	\$12 554	\$12 727	\$10 445	\$12 353	\$12 649	\$11 087	\$12 034	\$12 359	\$12 512	\$12 786	\$12 703	\$12 768	\$12 636	\$12 677	\$12 605	\$12 533	\$12 416	\$12 758	\$12 758	\$12 125	\$12 915
Letting Fees	1,0 Months	\$0	\$0	\$32 850	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Non-Recoverable OPEX		\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	\$112 500	
Total Expenditure		\$123 651	\$123 652	\$157 674	\$125 054	\$125 227	\$122 945	\$124 853	\$125 149	\$123 587	\$124 534	\$124 859	\$125 012	\$125 286	\$125 203	\$125 268	\$125 136	\$125 177	\$125 105	\$125 033	\$124 916	\$125 258	\$125 258	\$124 625	\$125 415
Total Quarterly Cash Flow		\$991 457	\$991 557	\$1 074 775	\$1 130 314	\$1 147 508	\$921 595	\$1 110 437	\$1 139 726	\$985 124	\$1 078 820	\$1 111 015	\$1 126 233	\$1 153 322	\$1 145 146	\$1 151 521	\$1 138 495	\$1 142 564	\$1 135 377	\$1 128 304	\$1 116 638	\$1 150 585	\$1 150 585	\$1 087 863	\$1 166 125
Terminal Value Calculation	Exit Capitalisation Rate	9,00%																			\$50 612 867				
Less costs of sale																					-\$506 129				
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549		
Present Value per Period		\$991 457	\$962 786	\$1 013 307	\$1 034 748	\$1 020 008	\$795 426	\$930 604	\$927 435	\$778 369	\$827 667	\$827 634	\$814 627	\$810 015	\$780 935	\$762 497	\$731 997	\$713 297	\$688 243	\$664 110	\$28 443 852				
Net Present Value		\$44 519 015																							
Market Value		\$44 500 000																							

YAROSLAVL MALL

Total Lettable Area	34 091,70 sqm
Vacancy at Beginning of Year I	0,00 sqm
Vacancy Rate in Terms of Lettable Area	0,00%

Period	1				2				3				4				5				6			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019			
Gross Revenue from Leasing	\$2 560 972	\$2 579 763	\$2 624 120	\$2 635 302	\$2 652 827	\$2 670 572	\$2 695 710	\$2 687 086	\$2 676 735	\$2 673 971	\$2 692 924	\$2 690 860	\$2 699 852	\$2 709 592	\$2 716 176	\$2 716 734	\$2 716 495	\$2 641 285	\$2 695 728	\$2 701 198	\$2 706 604	\$2 710 720	\$2 729 317	\$2 733 321
Non-recoverable Costs																								
Reserve deductions	1,00%	\$25 610	\$25 798	\$26 241	\$26 353	\$26 528	\$26 706	\$26 957	\$26 871	\$26 767	\$26 740	\$26 929	\$26 909	\$26 999	\$27 096	\$27 162	\$27 167	\$27 165	\$26 413	\$26 957	\$27 012	\$27 066	\$27 107	\$27 293
Letting Fees	1,0 Months	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenditure		\$25 610	\$25 798	\$26 241	\$26 353	\$26 528	\$26 706	\$26 957	\$26 871	\$26 767	\$26 740	\$26 929	\$26 909	\$26 999	\$27 096	\$27 162	\$27 167	\$27 165	\$26 413	\$26 957	\$27 012	\$27 066	\$27 107	\$27 293
Total Quarterly Cash Flow		\$2 535 362	\$2 553 965	\$2 597 879	\$2 608 949	\$2 626 299	\$2 643 866	\$2 668 753	\$2 660 215	\$2 649 967	\$2 647 232	\$2 665 995	\$2 663 951	\$2 672 853	\$2 682 496	\$2 689 014	\$2 689 567	\$2 689 330	\$2 614 872	\$2 668 771	\$2 674 186	\$2 679 538	\$2 683 613	\$2 702 024
Total Quarterly Cashflow from turnover		\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047	\$67 047
Terminal Value Calculation	Exit Capitalisation Rate	10,50%																		\$102 582 500				
Terminal Value Calculation for Turnover		15,50%																		\$1 730 252				
Less costs of sale																				-\$1 043 128				
Present Value Calculation	Discount Rate	12,50%	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549	
Present Value Calculation for Turnover	Discount Rate	17,50%	1,0000	0,9605	0,9225	0,8861	0,8511	0,8174	0,7851	0,7541	0,7243	0,6957	0,6682	0,6418	0,6164	0,5921	0,5687	0,5462	0,5246	0,5039	0,4840	0,4649	0,4465	
Present Value per Period		\$2 535 362	\$2 479 858	\$2 449 303	\$2 388 368	\$2 334 488	\$2 281 911	\$2 236 555	\$2 164 710	\$2 093 801	\$2 030 948	\$1 965 994	\$1 926 889	\$1 877 230	\$1 829 336	\$1 780 571	\$1 729 260	\$1 678 935	\$1 585 084	\$1 570 815	\$57 875 468			
Present Value per Period for Turnover		\$67 047	\$64 398	\$61 853	\$59 409	\$57 061	\$54 807	\$52 641	\$50 561	\$48 563	\$46 644	\$44 801	\$43 031	\$41 330	\$39 697	\$38 128	\$36 622	\$35 175	\$33 785	\$32 450	\$803 706			
Net Present Value		\$98 546 595																						
Market Value		\$98 500 000																						

TRIUMPH MALL SARATOV

Total Lettable Area	27 112,83 sqm
Vacancy at Beginning of Year 1	0,00 sqm
Vacancy Rate in Terms of Lettable Area	0,00%

Period	1				2				3				4				5				6			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
	30.06.2013	30.09.2013	30.12.2013	30.03.2014	30.06.2014	30.09.2014	30.12.2014	30.03.2015	30.06.2015	30.09.2015	30.12.2015	30.03.2016	30.06.2016	30.09.2016	30.12.2016	30.03.2017	30.06.2017	30.09.2017	30.12.2017	30.03.2018	30.06.2018	30.09.2018	30.12.2018	30.03.2019
	29.09.2013	29.12.2013	29.03.2014	29.06.2014	29.09.2014	29.12.2014	29.03.2015	29.06.2015	29.09.2015	29.12.2015	29.03.2016	29.06.2016	29.09.2016	29.12.2016	29.03.2017	29.06.2017	29.09.2017	29.12.2017	29.03.2018	29.06.2018	29.09.2018	29.12.2018	29.03.2019	29.06.2019
	2013/2014				2014/2015				2015/2016				2016/2017				2017/2018				2018/2019			
Gross Revenue from Leasing	\$ 3 487 463	\$ 3 517 016	\$ 3 674 093	\$ 3 680 765	\$ 3 690 000	\$ 3 721 861	\$ 3 891 531	\$ 3 898 716	\$ 3 908 555	\$ 3 846 759	\$ 3 549 115	\$ 3 588 507	\$ 3 582 556	\$ 3 590 852	\$ 3 634 821	\$ 3 633 924	\$ 3 640 293	\$ 3 657 431	\$ 3 590 568	\$ 3 590 568	\$ 3 597 261	\$ 3 606 533	\$ 3 646 756	\$ 3 646 756
Non-recoverable Costs																								
Reserve deductions	1,00%	\$34 875	\$35 170	\$36 741	\$36 808	\$36 900	\$37 219	\$38 915	\$38 987	\$39 086	\$38 468	\$35 491	\$35 885	\$35 826	\$35 909	\$36 348	\$36 339	\$36 403	\$36 574	\$35 906	\$35 906	\$35 973	\$36 065	\$36 468
Letting Fees	1,0 Months	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Non-Recoverable OPEX		\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861	\$292 861
Total Expenditure		\$327 736	\$328 031	\$329 602	\$329 669	\$329 761	\$330 080	\$331 777	\$331 848	\$331 947	\$331 329	\$328 352	\$328 746	\$328 687	\$328 770	\$329 209	\$329 200	\$329 264	\$329 436	\$328 767	\$328 767	\$328 834	\$328 927	\$329 329
Total Quarterly Cash Flow		\$3 159 727	\$3 188 985	\$3 344 491	\$3 351 096	\$3 360 239	\$3 391 781	\$3 559 755	\$3 566 868	\$3 576 688	\$3 515 430	\$3 220 763	\$3 259 761	\$3 253 869	\$3 262 082	\$3 305 611	\$3 304 724	\$3 311 029	\$3 327 996	\$3 261 801	\$3 261 801	\$3 268 427	\$3 277 607	\$3 317 427
Total Quarterly Cash Flow from Turnover		\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000	\$250 000
Terminal Value Calculation	Exit Capitalisation Rate																			\$125 532 263				
Terminal Value Calculation for Turnover	Exit Capitalisation Rate																			\$6 451 613				
Less costs of sale																				-\$1 319 839				
Present Value Calculation	Discount Rate	1,0000	0,9710	0,9428	0,9155	0,8889	0,8631	0,8381	0,8137	0,7901	0,7672	0,7449	0,7233	0,7023	0,6820	0,6622	0,6430	0,6243	0,6062	0,5886	0,5715	0,5549		
Present Value Calculation for Turnover	Discount Rate	1,0000	0,9605	0,9225	0,8861	0,8511	0,8174	0,7851	0,7541	0,7243	0,6957	0,6682	0,6418	0,6164	0,5921	0,5687	0,5462	0,5246	0,5039	0,4840	0,4649	0,4465		
Present Value per Period		\$3 159 727	\$3 096 451	\$3 153 216	\$3 067 768	\$2 986 879	\$2 927 434	\$2 983 261	\$2 902 486	\$2 825 962	\$2 697 027	\$2 399 261	\$2 357 850	\$2 285 296	\$2 224 586	\$2 188 860	\$2 124 776	\$2 067 059	\$2 017 365	\$1 919 867	\$1 793 230			
Present Value per Period for Turnover		\$250 000	\$240 121	\$230 633	\$221 519	\$212 766	\$204 358	\$196 283	\$188 527	\$181 077	\$173 922	\$167 050	\$160 449	\$154 108	\$148 019	\$142 170	\$136 552	\$131 156	\$125 973	\$120 996	\$116 788			
Net Present Value		\$126 560 830																						
Market Value		\$126 600 000																						

SAINT PETERSBURG COMMERCIAL

Project Outline - St.Petersburg - Commercial							
	Description	Type of Premises	Type of Deal	GLA (sqm)	Phase 1	Phase 2	Phase 3
Zone 1	Office Park, Class B	Office	Lease	60 000	33%	33%	33%
Zone 2	Retail (Commercial Centre)	Retail	Lease	22 000			100%
Zone 3	Street Retail (incorporated in the residential buildings)	Retail	Lease	35 775	50%	50%	
	Surface Parking (# spaces)	A	Lease	401	100%		
	Underground Parking (# spaces)	A	Lease	777	33%	33%	33%
Total Area for Lease sqm (excl. Parking)				117 775	37 888	37 888	42 000
Total Parking for Lease (spaces)				1178	660	259	259
Total Area for Sale sqm (excl. Parking)				0	0	0	0
Total Parking for Sale (spaces)				0	0	0	0
Total Area (excl. Parking)				117 775	37 888	37 888	42 000
Total Parking (spaces)				1178	660	259	259

Design & Construction Costs		
Office Park, Class B	\$/sqm	1 038
Retail (Commercial Centre)	\$/sqm	1 038
Street Retail (incorporated in the residential buildings)	\$/sqm	1 038
Surface Parking	\$/place	2 500
Structured Parking	\$/place	0
Underground Parking	\$/place	25 000
Utilities	\$/sqm	0
Developer's Fee	\$/sqm	0
Completion Condition		Shell & Core
Construction Contract Type		Fixed
Construction Costs Inflation Rate	%	0%
Permit & Design Costs Inflation Rate	%	0%
Fit-out Period	Months	3
VAT Rate	%	18%
Percentage of Project Subject to VAT (est.)	%	100%
Percentage of Tenants Paying VAT	%	100%
VAT Reimbursement (Properties for Sale)		Next Period
VAT Inflation Loss	%	0%
Maximum Equity Required	\$mIn	163,56
Contribution to Cash Reserve (% of GOI)	%	1,25%
Interest on Cash Reserve	%	0%
Security Deposit	Months	3
Review / Renewal Period	Years	1
Review / Renewal Period for Anchors	Years	3
Broker's Fees on Leasing (% of GOI)	%	8,33%
Broker's Fees on Sale (% of Sale Price)		3,00%
Depreciation Rate for Buildings	%	2%
Accelerating Multiple for Depreciation	Units	1
Operating Expenses (% of GOI)	%	0%
Advance Payment for Construction	%	20%
Hold Back on Construction	%	5%

Year	Annual Rent/Sale Price per sq m			
	Zone 1	Zone 2	Zone 3	
	Office Park, Class B	Retail (Commercial Centre)	Street Retail (incorporated in the residential buildings)	Underground Parking
2013	300	400	500	1 500
2014	300	400	500	1 500
2015	300	400	500	1 500
2016	300	400	500	1 500
2017	300	400	500	1 500
2018	300	400	500	1 500
2019	300	400	500	1 500
2020	300	400	500	1 500

	31-Mar-2013	30-Jun-2013	30-Sep-2013	31-Dec-2013	31-Mar-2014	30-Jun-2014	30-Sep-2014	31-Dec-2014	31-Mar-2015	30-Jun-2015	30-Sep-2015	31-Dec-2015
Cashflow of the Project	1Q2013	2Q2013	3Q2013	4Q2013	1Q2014	2Q2014	3Q2014	4Q2014	1Q2015	2Q2015	3Q2015	4Q2015
Cashflow from Operating Activity												
Phase 1												
Last Review Date	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Last Review Date - Anch	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Weights												
8%												
92%												
A												
A												
A												
Gross Operating Income												
Operating Expenses												
Phase 2												
Last Review Date	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Last Review Date - Anch	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Weights												
33%												
67%												
A												
A												
A												
Gross Operating Income												
Operating Expenses												
Phase 3												
Last Review Date	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Last Review Date - Anch	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a	N/a
Weights												
33%												
67%												
A												
A												
A												
Gross Operating Income												
Operating Expenses												
Total Gross Operating Income												
Total Operating Expenses												
Property Tax												
Total Net Operating Income from Leasing												
Broker's Fees on Leasing												
EBITDA												
Opening Book Value												
Depreciation Rate	0,50%											
Depreciation												
Addition in Book Value												
Reduction in Book Value												
Closing Book Value												
Accounting of Security Deposit												
Net Income												
Total CF from Operating Activity (excl. VAT)												
Cashflow from Investing Activity												
Property Acquisition												
Agent's Fees on Acquisition												
Phase 1												
Period Counter												
Construction Costs												
Permit & Design Costs												
Sale Proceeds												
Book Value for Disposal												
Phase 2												
Period Counter												
Construction Costs												
Permit & Design Costs												
Sale Proceeds												
Book Value for Disposal												
Phase 3												
Period Counter												
Construction Costs												
Permit & Design Costs												
Sale Proceeds												
Book Value for Disposal												
Total Acquisition/Disposal												
Tax on Sale Proceeds												
Total Construction, Permit and Design Costs												
Value Added Tax Calculation												
VAT Received from Tenants												
VAT Paid on Maintenance Costs & Broker's Fees												
VAT on Investment Activity												
VAT Received from Sales												
VAT Paid on Broker's Fees												
VAT Paid on Construction, Permit & Design												
Total VAT Received (Paid)												
Balance of VAT												
Total VAT Received (Paid) Disregarding Inflation												
Balance of VAT Disregarding Inflation												
Total CF from Investment Activity												
Cashflow from Financing Activity												
Advance Financing by Tenants												
Security Deposit												
Phase 1												
Phase 2												
Phase 3												
Cumulative												
Total Use of Loan												
Total Principal Payments												
Total Loan Balance												
Equity Financing												
Equity Cumulative Financing												
Total CF from Financing Activity												
Contributions to Cash Reserve												
Cash Reserve												
Project Cashflow												
Cumulative Project Cashflow												
IRR Quarterly	5,54%											
IRR Annually	24,09%											
Equity Cashflow												
Quarterly IRR	5,74%											
Annually IRR	25,00%											
NPV	0											
Discount Rate	25,00%											
Period												
NPV Factor												
Discounted Equity Cashflow												
Cumulative												

[illegible]

APPENDIX VII

PRINCIPAL TERMS AND CONDITIONS OF APPOINTMENT AS VALUERS

1. PRELIMINARY

- 1.1. These terms and conditions (the "**Terms of Business**") shall apply to all valuation services (excluding agency services and other forms of professional services, to which separate terms will apply) provided by LLC "Cushman & Wakefield OOO", a limited liability company having its registered office at Gasheka str., bld. 6, Moscow, Russia, 125047 ("**C&W**", "**we**" or "**us**") to the client to whom a real estate valuation agreement (the "**Agreement**") is sent ("**you**"). They shall apply separately to each service subsequently provided to you.
- 1.2. The Terms of Business are to be read in conjunction with the relevant Agreement and general valuation principles ("**Valuation Principles**") attached thereto. In the event of any ambiguity or conflict between the relevant Agreement, the Valuation Principles and these Terms of Business, the provisions in the relevant Agreement shall prevail. These Terms of Business and the relevant Agreement may only be varied in writing by agreement between the parties. It is our practice to review and upgrade our Terms of Business frequently and new versions will be sent to you and agreed with you.

2. PERFORMANCE OF THE SERVICES

- 2.1. We undertake to use all reasonable skill and care in providing the services and advice described in the relevant Agreement, based on the instructions given by you (the "Services"). We will inform you if it becomes apparent that the Services need to be varied or external third party advice is required. Any variation is to be confirmed in writing and agreed between the parties.
- 2.2. We may need to appoint third party providers to perform all or part of the Services and we shall agree this with you in advance.

3. BASIS OF FEES

- 3.1. The basis of our fees for our Services is set out in the relevant Agreement.
- 3.2. You shall pay all applicable VAT in addition to any fees and disbursements at the applicable rate.
- 3.3. You shall pay our fees on completion of our Services (whether or not additional work is still to be carried out by third parties) or, where the fees are in relation to an ongoing instruction or an instruction of a duration of more than three months, at least quarterly in arrears upon submission by us of quarterly invoices. Payment is due within 10 working days of the invoice date.
- 3.4. Where valuations are undertaken for a lender for loan security purposes and it is agreed that a borrower will pay our fee, you shall remain primarily liable to pay our fee should such borrower fail to meet its liabilities to us in full. Payment of our fees is not conditional upon the loan being drawn down or any of the conditions of the loan being met.
- 3.5. If you do not dispute with us an invoice or any part thereof within 15 days of the date of such invoice, you shall be deemed to have accepted the invoice in its entirety.
- 3.6. If we are required by you to undertake any additional work in relation to an instruction, you shall pay additional fees based upon our usual rates. We will notify you of the amount of such additional fees. This also applies where we are asked to review a legal report or Certificate of Title provided to us more than 8 weeks after we have submitted our Report (either draft or final).
- 3.7. Where there is a change to the stated purpose for which our valuation is being commissioned and in our sole opinion we deem this to result in an increase in our liability (for example a valuation for annual accounts being used for loan security purposes), we reserve the right to charge an additional fee.
- 3.8. If you subsequently request our invoice to be re-addressed to a party other than that originally agreed, we reserve the right to make an administration charge of \$170. Payment will still be due within 10 working days of the original invoice date.
- 3.9. In the event that you withdraw our instructions prior to completion of a valuation, you shall be liable to pay us for a fair and reasonable proportion of our fees and any agreed disbursements. If we have sent you draft valuation figures, such fees shall be subject to 50% of the fee originally agreed between us and if we have sent you a draft valuation report, such fees shall be subject to 75% of the fee originally agreed between us.
- 3.10. We will advise you in advance if it is necessary or convenient to instruct a third party to provide advice or to act as an expert or arbitrator and provide an estimate of the likely cost.

- 3.1.1. Where we are instructed to provide Services to one of your subsidiaries or associated / related entities or should you subsequently request that another entity be substituted for you at a later stage and we are unable to seek or obtain payment of any outstanding monies for whatever reason, you shall remain primarily liable to pay those outstanding monies if the subsidiary, associated / related or other entity does not meet its liabilities in relation to payment for the Services provided by us.

4. INTEREST

You shall pay interest on the amount of any invoice for fees or other disbursements that remains unpaid for 10 working days after the date of the invoice in amount of 0,1 per cent for each day but no more than 10 per cent in total.

5. DISBURSEMENTS

You shall pay all disbursements incurred by us in the provision of the Services. Disbursements include, but are not limited to: travel and subsistence expenses at their actual cost.

6. INFORMATION RECEIVED FROM THE CLIENT

We will take all reasonable steps to ensure that property information is accurate where we are responsible for its preparation. Where you provide us with any information on a property that is necessary or convenient to enable us to provide the Services properly, you acknowledge that we will rely on the accuracy, completeness and consistency of any information supplied by you or on your behalf and, unless specifically instructed otherwise in writing, we will not carry out any investigation to verify such information. We accept no liability for any inaccuracy or omission contained in information disclosed by you or on your behalf, whether prepared directly by you or by a third party, and whether or not supplied directly to us by that third party and you shall indemnify us should any such liability arise. If our valuation is required for the purpose of purchase or loan security, you accept that full investigation of the legal title and any leases is the responsibility of your lawyers.

7. CONFLICTS OF INTEREST AND ANTI CORRUPTION

- 7.1. We have conflict management procedures designed to prevent us acting for one client in a matter where there is or could be a conflict with the interest of another client for whom we are acting. If you are aware or become aware of a possible conflict of this type, please raise it immediately with us. If a conflict of this nature arises, then we will decide, taking account of legal constraints, relevant regulatory body rules and your and the other client's interests and wishes, whether we can continue to act for both parties (e.g. through the use of separate teams with appropriate Chinese Walls), for one only or for neither. Where we do not believe that any potential or actual conflict of interest can be managed appropriately, we will inform you and consult with you as soon as reasonably practicable.
- 7.2. You acknowledge that we may earn commissions, referral fees and may charge handling fees connected to the services that we perform and agree that we shall be entitled to retain them without specific disclosure to you. We will not accept any commissions or referral fees in circumstances where we are of the reasonable belief that they would compromise the independence of any advice that we provide to you.
- 7.3. We confirm that we will not, and will procure that our employees will not, knowingly engage in any activity which would constitute a breach of Russian anti-corruption legislation as well as the UK Bribery Act 2010 and that we have in place a compliance programme designed to ensure compliance with the terms of the UK Bribery Act 2010.

8. MANAGEMENT OF THE PROPERTY

We shall not be responsible for the management of the property nor have any other responsibility (such as maintenance or repair) in relation to the property. We shall not be liable for any damage that may occur while the property is unoccupied. The property shall be your sole responsibility.

9. TERMINATION BY NOTICE

- 9.1. Unless a fixed period has been agreed, either party may terminate the instruction by giving 14 days' notice in writing to the other party.
- 9.2. In the event of termination by notice, you shall be obliged to pay forthwith all the fees accrued in relation to the Services and work performed up to the date of termination (and any abort fee) plus any expenses or disbursements incurred by us or to which we are committed at the date of termination.

10. PROFESSIONAL LIABILITY

- 10.1. We shall not be liable to you in contract, tort (including negligence or breach of statutory duty), misrepresentation, restitution or otherwise, arising in connection with the performance or contemplated performance of the Services in respect of:

(i) any direct loss of profit;

- (ii) any indirect, special or consequential loss whatsoever howsoever caused including without limitation (a) indirect loss of profit; (b) loss of business; (c) loss of goodwill; (d) loss of use of money; (e) loss of opportunity, and the parties agree that the sub-clauses of this clause shall be severable.
- 10.2. We shall not be liable to you in negligence for pure economic loss arising in connection with the performance or contemplated performance of the Services.
- 10.3. You acknowledge and agree that the exclusions contained in this clause 10 are reasonable in all the circumstances and that you have had the opportunity to take independent legal advice.
- 10.4. Where a third party has contributed to the losses, damages, costs, claims or expenses, we shall not be liable to make any contribution in respect of the liability of such third party.
- 10.5. Save in respect of third parties directly instructed by us and not on your behalf, we shall not be liable for the services or products provided by other third parties, nor shall we be required to inspect or supervise such third parties, irrespective of the third party services or products being incidental to or necessary for the provision of our Services to you.
- 10.6. Our total aggregate liability (including that of our members and employees) to you or to any other party relying on our valuation and/or report pursuant to this clause 10 in contract, tort (including negligence or breach of statutory duty), misrepresentation, restitution or otherwise, arising in connection with the performance or contemplated performance of the Services shall be limited to an aggregate sum not exceeding twenty times the fee as defined in the relevant Assignment to the Agreement. Nothing in these Terms of Business excludes or limits our liability: (i) for death or personal injury caused by our negligence; (ii) for any matter which it would be illegal for us to exclude or attempt to exclude our liability and (iii) for fraud or fraudulent misrepresentation.
- 10.7. We shall be released from our obligations to the extent that performance thereof is delayed, hindered or prevented by any circumstances beyond our reasonable control (examples being a strike, act of God or act of terrorism). On becoming aware of any circumstance which gives rise, or which is likely to give rise, to any failure or delay in the performance of our obligations, we will notify you by the most expeditious method then available.
- 10.8. To cover any liability that might be incurred by us, we confirm that we will maintain compulsory professional indemnity insurance. .
- 10.9. Responsibility for our valuation extends only to the party(ies) to whom it is addressed. However in the event of us being asked by you to readdress our report to another party or other parties or permit reliance upon it by another party or other parties, we will give consideration to doing so, to named parties, subject to the following minimum fees:

	FIRST EXTENDED PARTY	SECOND & SUBSEQUENT EXTENDED PARTIES
For the first USD 1m of reported value	0.075%	0.025% per party
Thereafter	0.035%	0.015% per party

These fees are exclusive of VAT and expenses (including the cost of readdressing the report) and are subject to a minimum fee of \$1,250. Should additional work be involved, over and above that undertaken to provide the initial report, we may make a further charge although we will agree this with you before commencing the work.

- 10.10. Where we consent in writing to reliance on our report by another party or other parties, we do so on the condition that (i) the other party or parties agree in writing to be bound by the Agreement and these Terms of Business as if it / they had been a party to the original Agreement between us, with such written agreement being provided to us, (ii) such other party pay the fees demanded as set out in clause 10.9 above (unless agreed otherwise in writing) and (iii) where you act on behalf of a syndicate or in relation to a securitisation, you agree that you are not entitled to pursue any greater claim on behalf of any other party than you would have been entitled to pursue on your own behalf had there been no syndication or securitisation.
- 10.11. Where you provide a copy of and / or permit another party or parties to rely upon our valuation report without obtaining our express written consent and fail to provide us with the written consent of any other party or parties who have received our report to be bound by the Agreement and Terms of Business (in accordance with clause 10.10 above), you agree to indemnify us for any and all liability which arises from the use of or reliance upon our report by such unauthorised party.

- 10.12. Notwithstanding clause 10.11, where a valuation report is prepared or where we consent to a valuation report being used for the purpose of a prospectus, offering (either directly or indirectly), or a circular to shareholders, you agree to indemnify us for any liability whatsoever that we may have to any parties that have not agreed with us in writing to be bound by these Terms of Business which exceeds our aggregate cap on liability (referred to at clause 10.6) arising from their use and / or reliance on the valuation report.

11. QUALITY OF SERVICE AND COMPLAINTS

- 11.1. All our valuation reports are signed by a Member of C&W whose responsibility it is to ensure that all relevant quality control procedures have been complied with. In particular, for valuations of properties with an individual value of \$34m or over, the valuer is required to present and explain his methodology to another member of the Valuation & Advisory Team unconnected with the instruction and who is a Member of C&W.
- 11.2. If you wish to complain about the level of our service to you, in accordance with the requirements of the Royal Institution of Chartered Surveyors, we have a standard complaints procedure, a copy of which is available on request.

12. DATA PROTECTION

- 12.1. We (and any of our relevant international partnerships, group companies and affiliated organisations) are data controllers of all personal data collected during the provision of the Services. We shall use such personal data and information we obtain from other sources for providing the Services, for administration and customer services, for marketing and to analyse your preferences. We may keep such personal data for a reasonable period for these purposes. We may need to share personal data with our service providers and agents for these purposes. We may disclose personal data in order to comply with a legal or regulatory obligation and you may request, in writing and upon payment of a fee, a copy of the details held about you by us.
- 12.2. To help us to make credit decisions about you, to prevent fraud, to check identity and to prevent money laundering, we may search the files of credit reference agencies and we may also disclose details of how you conduct your account to such agencies.
- 12.3. We may share personal data within our international partnerships, group companies and affiliated organisations and with our business partners for marketing purposes, which may be to countries or jurisdictions which do not provide the same level of data protection as the country in which you are based, or we may send you and your employees information about other organisations' goods and services. We or any business partners may contact you and your employees, directly or via our agents, by mail, telephone, fax, email, SMS or other electronic messaging service with offers of goods and services or information that may be of interest. By providing us with your or your employees' personal data (whether that data is deemed sensitive or not) including fax numbers, telephone numbers or email addresses, you and your employees consent to being contacted by these methods for these purposes.

13. MONEY LAUNDERING REGULATIONS

In order to comply with all applicable money laundering legislation and regulation, we may be required to verify certain of your details and may ask you to assist us in complying with such requirements. Where such information is requested, you will provide such information promptly to enable us to provide our Services. We shall not be liable to you or any other parties for any delay in the performance or any failure to perform the Services which may be caused by our duty to comply with any such legal and regulatory requirements.

14. ELECTRONIC COMMUNICATIONS

We may communicate with each other by electronic mail, sometimes attaching electronic data. By consenting to this method of communication, we and you accept the inherent risks (including the security risks of interception of, or unauthorised access to, such communications, the risks of corruption of such communications and the risks of viruses or other harmful devices). In the event of a dispute, neither of us will challenge the legal evidential standing of an electronic document and our system shall be deemed to be the definitive record of electronic communications and documentation.

15. CONFIDENTIALITY

- 15.1. We owe you a duty of confidentiality. You agree that we may, when required by our insurers or other advisers, provide details to them of any engagement on which we act or have acted for you, and that we may also disclose confidential information relating to your affairs if required to do so for legal, regulatory or insurance purposes only.

- 15.2. Subject to clause 16.1, we both agree never to disclose sensitive details of transactions or our advice without the other's consent. Unless we are expressly bound by a duty of confidentiality which otherwise overrides this, we both shall be entitled to mention to third parties (e.g. in the course of presentations, speeches or pitches) and/or publish (e.g. in brochures, marketing or other written material) that we provide our services to you.
- 15.3. We shall provide the Services to you only for your sole use and for the stated purpose. We shall not be liable to any third party in respect of our Services. You shall not mention nor refer to our advice, in whole or in part, to any third party orally or in annual accounts or other document, circular or statement without our prior written approval. The giving of an approval shall be at our sole discretion.
- 15.4. We will not approve any mention of our advice unless it contains sufficient reference to all the special assumptions and/or limitations (if any) to which our advice is subject. Our approval is required whether or not we are referred to by name and whether or not our advice is combined with others.

16. INTELLECTUAL PROPERTY

All intellectual property rights (including copyrights) in the documents, materials, records, data and information in any form developed or provided to you by us or otherwise generated in the provision of our Services shall belong to us solely. You are granted an irrevocable, non-exclusive, royalty-free licence to use or copy such intellectual property rights for any purpose connected with the property.

17. ASSIGNMENT

Neither party shall be entitled to assign this contract or any rights and obligations arising from it without the prior written consent of the other, such consent not to be unreasonably withheld.

18. GENERAL

- 18.1. If any provision of these Terms of Business is found by any court, tribunal or administrative body of competent jurisdiction to be wholly or partly illegal, invalid, void, voidable, unenforceable or unreasonable it shall to the extent of such illegality, invalidity, voidness, voidability, unenforceability or unreasonableness be deemed severable and the remaining provisions of these Terms of Business and the remainder of such provision shall continue in full force and effect.
- 18.2. Failure or delay by us in enforcing or partially enforcing any provision of these Terms of Business shall not be construed as a waiver of any of our rights under these Terms of Business.
- 18.3. No term of the relevant Agreement or these Terms of Business is intended to confer a benefit on or to be enforceable by any person who is not a party to the same.
- 18.4. The Agreement shall be governed by and be construed in accordance with legislation of the Russian Federation. Any dispute arising out or in connection with the services shall be submitted to the exclusive jurisdiction of the Arbitration Court of Moscow.
- Where the Client is a legal entity established under the laws other than Russian any dispute, controversy or claim which may arise out of or in connection with the present contract (agreement), or the execution, breach, termination or invalidity thereof, shall be settled by the International Commercial Arbitration Court at the Chamber of Commerce and Industry of the Russian Federation in accordance with its Rules.
- 18.5. References to partners of LLC "Cushman & Wakefield OOO" are used to refer to a Member of LLC "Cushman & Wakefield OOO" or an employee or consultant with equivalent standing and qualifications. A list of the members of LLC "Cushman & Wakefield OOO" and of the non-members who are designated as "partners" is open to inspection at our registered office, 6th floor, Gasheka str., bld.6, Moscow, Russia, 125047.

APPENDIX VIII

GENERAL VALUATION PRINCIPLES

I. PRELIMINARY

- 1.1. These general valuation principles (the "Valuation Principles") shall apply to all valuation instructions, other than agency services and other forms of professional services (to which separate terms will apply), provided by LLC "Cushman & Wakefield OOO", a limited liability company having its registered office at Gasheka str., bld. 6, Moscow, Russia, 125047 ("C&W", "we" or "us") to the client to whom a real estate valuation agreement (the "Agreement") is sent ("you"). They shall apply separately to each service subsequently provided to you.
- 1.2. The Valuation Principles are to be read in conjunction with the relevant Agreement and the Terms of Business attached thereto. In the event of any ambiguity or conflict between the relevant Agreement, the Terms of Business and these Valuation Principles, the provisions in the relevant Agreement shall prevail. These Valuation Principles may only be varied in writing by agreement between the parties. It is our practice to review and upgrade our Valuation Principles frequently and new versions will be sent to you and agreed with you.

2. VALUATION BASES

- 2.1. Unless we have said otherwise within the Agreement, the date of valuation will be the date of our inspection.
- 2.2. Unless we have said otherwise in the relevant Agreement, the valuation will be prepared in accordance with the RICS Valuation Professional Standards current at the date of the Agreement (the "Red Book") by valuers conforming to its requirements, acting as external valuer.
- 2.3. Each property will be valued on a basis appropriate to the purpose of the valuation, in accordance with the Red Book in part not contradictory to standards for valuation adopted in Russia. The basis of valuation that we will adopt for each property is specified in the relevant Agreement. Unless the definitions below contradict with the mandatory standards for valuation in Russia the definitions are as follows:

(i) Market Value

Market Value is "the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion".

(ii) Market Rent

Market Rent is "the estimated amount for which a property would be leased on the valuation date between a willing lessor and a willing lessee on appropriate lease terms in an arm's length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion".

(iii) Existing Use Value

Existing Use Value is "the estimated amount for which an asset should exchange on the valuation date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had acted knowledgeably, prudently and without compulsion, assuming that the buyer is granted vacant possession of all parts of the asset required by the business, and disregarding potential alternative uses and any other characteristics of the asset that would cause its market value to differ from that needed to replace the remaining service potential at least cost".

(iv) Fair Value

Fair Value is "the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction." In the context of International Accounting Standard (IAS) 17, the fair value of the leased asset of interest will normally be its market value (see (i) above).

(v) Existing Use Value for Social Housing

Existing Use Value for Social Housing is "the estimated amount for which a property should exchange, on the date between a willing buyer and a willing seller in an arm's-length transaction after proper marketing and where the parties had acted knowledgeably, prudently, and without compulsion, subject to the following special assumptions that the property will continue to be let by a body pursuant to delivery of a service for the existing use:

- a) at the valuation date, any regulatory body, in applying its criteria for approval, would not unreasonably fetter the vendor's ability to dispose of the property to organisations intending to manage their housing stock in accordance with that regulatory body's requirements;
- b) properties temporarily vacant pending re-letting would be valued, if there is a letting demand, on the basis that the prospective purchaser intends to re-let them, rather than with vacant possession; and
- c) any subsequent sale would be subject to all of the above special assumptions."

(vi) Projected Market Value of Residential Property

Projected Market Value of Residential Property is "the estimated amount for which an asset is expected to exchange at a date, after the valuation date and specified by the valuer, between a willing buyer and a willing seller, in an arm's length transaction after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion".

- 2.4. When assessing either Existing Use Value, Fair Value or Market Value for balance sheet purposes, we will not include directly attributable acquisition or disposal costs in our valuation. Where you have asked us to reflect costs (as required under FRS15), they will be stated separately.

In the case of specialised properties (where valuation methods such as market comparison or an income (profits) test cannot be reliably applied), we may use Depreciated Replacement Cost ("DRC") as a method of estimating Value. The valuation using this method of a property in the private sector will include a statement that it is subject to the adequate profitability of the business, paying due regard to the value of the total assets employed. If the property is in the public sector, the valuation will include a statement that it is subject to the prospect and viability of the continued occupation and use. Any writing down of a valuation derived solely from the DRC method to reflect the profitability/viability of the entity in occupation is a matter for the occupier. If the valuation is being undertaken for inclusion in accounts prepared under International Financial Reporting Standards, our report will contain a statement that because of the specialised nature of the property, the value is estimated using a DRC method and is not based on the evidence of sales of similar assets in the market. If we consider that the value of the asset would be materially lower if the business ceased, the report will contain a statement to this effect.

3. GENERAL VALUATION ASSUMPTIONS

- 3.1. Unless otherwise agreed, we will provide the Services in relation to any property on the following assumptions:

- (i) the property and any existing buildings are free from any defect whatsoever;
- (ii) all buildings have been constructed having appropriate regard to existing ground conditions or that these would have no unusual effect on building costs, property values or viability of any development or existing buildings;
- (iii) all the building services (such as lifts, electrical, gas, plumbing, heating, drainage and air conditioning installations and security systems) and property services (such as incoming mains, waste, drains, utility supplies, etc) are in good working order without any defect whatsoever;
- (iv) roads and sewers serving the property have been adopted and that the property has all necessary rights of access over common estate roads, paths, corridors and stairways and to use common parking areas, loading areas and other facilities;
- (v) there are no environmental matters (including but not limited to actual or potential land, air or water contamination, or by asbestos or any other harmful or hazardous substance) that would affect the property, any development or any existing buildings on the property in respect of which the Services are provided or any adjoining property, and that we shall not be responsible for any investigations into the existence of the same and that you are responsible for making such investigations;
- (vi) any building, the building services and the property services comply with all applicable current regulations (including fire and health and safety regulations);
- (vii) the property and any existing building comply with all planning and building regulations, have the benefit of appropriate planning consents or other statutory authorisation for the current use and no adverse planning conditions or restrictions apply (which includes, but is not limited to, threat of or actual compulsory purchase order);
- (viii) appropriate insurance cover is, and will continue to be, available on commercially acceptable terms for any building incorporating types of construction or materials which may pose an increased fire or health and safety risk, or where there may be an increased risk of terrorism, flooding or a rising water table;
- (ix) items of plant and machinery that usually comprise part of the property on an assumed sale are included in the property but items of plant and machinery that are associated with the process being carried on in the property or tenants trade fixtures and fittings are excluded from the property;

- (x) in reflecting the development potential of any property, that all structures will be completed using good quality materials and first class workmanship;
- (xi) any occupational leases are on full repairing and insuring terms, with no unusually onerous provisions or covenants that would affect value;
- (xii) in respect of any lease renewals or rent reviews, all notices have been served validly within any time limits;
- (xiii) vacant possession can be given of all accommodation which is unlet or occupied by the entity/borrower or its employees on service tenancies; and
- (xiv) any mineral rights are excluded from the property.

4. VALUATION ASSUMPTIONS FOR PROPERTY VALUED HAVING REGARD TO TRADING POTENTIAL

- 4.1. Unless we have agreed otherwise, for trading related property (such as hotels, marinas and self storage properties where the property is trading and is expected to continue, we will value on the basis and assumption of a fully equipped operational entity, having regard to trading potential.
- 4.2. Where we are instructed to value a property having regard to its trading potential, we will take account of any trading information that either the operator has supplied to us or that we have obtained from our own enquiries. We will rely on this information being correct and complete and on there being no undisclosed matters that could affect our valuation. The valuation will be based on our opinion as to future trading potential and the level of fair maintainable turnover and fair maintainable operating profit likely to be achieved by a reasonably efficient operator.
- 4.3. Unless we have said otherwise in the relevant Agreement:
 - (i) the valuation will be made on the basis that each property will be sold as a whole including all fixtures, fittings, furnishings, equipment, stock and goodwill required to continue trading;
 - (ii) we will assume that the new owner will normally engage the existing staff and the new management will have the benefit of existing and future bookings or occupational agreements (which may be an important feature of the continuing operation), together with all existing statutory consents, operational permits and licences;
 - (iii) we will assume that all assets and equipment are fully owned by the operator and are not subject to separate finance leases or charges;
 - (iv) we will exclude any consumable items, stock in trade and working capital; and
 - (v) we will assume that all goodwill for the properties is tied to the land and buildings and does not represent personal goodwill to the operator.

5. STRUCTURE

- 5.1. We will not carry out a structural survey of any property nor will we test services. Further, no inspection will be made of the woodwork and other parts of the structures which are covered, unexposed or inaccessible. In the absence of information to the contrary, the valuation will be on the basis that the property is free from defect. However, the value will reflect the apparent general state of repair of the property noted during inspection, but we do not give any warranty as to the condition of the structure, foundations, soil and services. Our report should not be taken or interpreted as giving any opinion or warranty as to the structural condition or state of repair of the property, nor should such an opinion be implied.
- 5.2. If we give the age of a building in our report, this will be an estimate and for guidance only.

6. MEASUREMENTS

- 6.1. Where we are required to measure a property we will generally do so in accordance with the latest edition of the RICS Code of Measuring Practice. However, you should specifically note that the floor areas contained in any report we may publish are approximate and if measured by us will be within a 3% tolerance either way. In cases where the configuration of the floor plate is unusually irregular or is obstructed, this tolerance may be exceeded.
- 6.2. We will not be able to measure areas that we are unable to access. In these cases we may estimate floor areas from plans or by extrapolation. Where we are required to measure land or site areas, the areas will be approximate and will be measured from plans supplied. They will not be physically checked on site.
- 6.3. The areas we report will be appropriate for the valuation purpose, but should not be relied upon for any other purpose.

7. PLANNING AND STATUTORY REGULATIONS

- 7.1. Unless specifically instructed in writing to make formal searches with local planning authorities, we shall rely in the provision of our Services on the information provided informally by the local planning authority or its officers. We recommend that your lawyers be instructed to confirm the planning position relating to the property and review our comments on planning in the light of their findings.
- 7.2. We may consider the possibility of alternative uses being permitted. Unless otherwise notified by you in writing, we shall assume that the property and any existing buildings comply with all planning and building regulations existing uses have the benefit of appropriate planning consent or other statutory authorisation, and that no adverse planning conditions or restrictions apply.
8. VALUATION EXCLUSIONS
 - 8.1. We will not inspect title deeds and we will therefore rely on the information supplied as being correct and complete. In the absence of information to the contrary, we will assume the absence of unusually onerous restrictions, covenants or other encumbrances and that the property has a good and marketable title. Where supplied with legal documentation, we will consider it but we will not take responsibility for the legal interpretation of it.
 - 8.2. We will take into account any information that you provide concerning any tenants' improvements. Otherwise, if the extent of tenants' alterations or improvements cannot be confirmed, we will assume that the property was let with all alterations and improvements evident during our inspection (or, in the case of valuation without inspection, as described within the information that you provide).
 - 8.3. Our valuation will take into account potential purchasers' likely opinion of the financial strength of tenants. However, we will not undertake any detailed investigations on the covenant strength of the tenants. Unless informed to the contrary by you, we will assume that there are no significant arrears and that the tenants are able to meet their obligations under their leases or agreements.
 - 8.4. Any plans we provide to you indicating the site of a property are for identification only. We will rely on our inspection and information that you provide in outlining the extent of each property, but you should not rely upon our plans to define boundaries.
 - 8.5. Where comparable evidence information is included in our report, this information is often based upon our oral enquiries and its accuracy cannot always be assured, or may be subject to undertakings as to confidentiality. However, such information would only be referred to where we had reason to believe its general accuracy or where it was in accordance with expectation. In addition, we have not inspected comparable properties.
 - 8.6. For a recently completed development property, we will not take account of any retentions or outstanding development costs. For a property in the course of development, we will reflect your advice on the stage of construction, the costs already incurred and those still to be spent at the date of valuation, and will have regard to any contractual liabilities.
 - 8.7. We will not make any allowance in our Services for the existence of any mortgage or other financial encumbrance on or over the property nor take account of any leases between subsidiaries.
 - 8.8. Any valuation figures provided will be exclusive of VAT whether or not the building has been elected.
 - 8.9. We will not make any allowance in any valuation advice provided for the expenses of realisation or any taxation liability arising from the sale or development of the property.
 - 8.10. Unless we have said otherwise in the Agreement, each property will be valued individually; in the case of a portfolio, we will assume that the properties would be marketed in an orderly way and not placed on the market at the same time.
 - 8.11. The components of our valuation calculations (such as future rental values, cost allowances, or void periods) may only be appropriate as part of the valuation calculation. They should not be taken as a forecast or prediction of a future outcome. You should not rely on any component of the valuation calculation for any other purpose.
 - 8.12. We will value in the local currency. If we are to report to you in another currency, unless we have agreed otherwise we will adopt a conversion rate equivalent to the closing rate ("spot rate") on the date of valuation.
 - 8.13. Our valuation does not make allowance either for the cost of transferring sale proceeds to another state, or for any restrictions on doing so.

8.14. In instances where we are instructed to provide an indication of current reinstatement costs for insurance purposes, this will be given solely as a guide without warranty. Formal estimates for insurance purposes can only be given by a building surveyor or other person with sufficient current experience of replacement costs. The property will not be inspected by a building surveyor or qualified building cost estimator and the guide will be based on costs obtained from generic building cost tables. You should not rely on it as the basis for insurance cover.

9. REGULATED PURPOSE VALUATIONS AND MONITORING

9.1. In circumstances where a valuation, although provided for a client, may also be of use to third parties, for instance the shareholders in a company (otherwise defined as a "Regulated Purpose Valuation" in the Red Book), we are required to state our policy on the rotation of the surveyor who prepares the valuation and the quality control procedures that are in place.

9.2. Irrespective of the purpose of the valuation, we will select the most appropriate surveyor for the valuation having regard to his/her expertise and the possible perception that independence and objectivity could be compromised where a valuer has held the responsibility for a particular client for a number of years. This may result in us rotating the surveyor responsible for repeat valuations for the same client although we will not do so without prior discussion with the client.

9.3. For all Regulated Purpose Valuations we are required by the Red Book to state all of the following in our report:

- (i) the length of time the valuer continuously has been the signatory to valuations provided to you for the same purpose as the report, together with the length of time we have continuously been carrying out that valuation instruction for you;
- (ii) the extent and duration of the relationship between you and us;
- (iii) in relation to our preceding financial year the proportion of the total fees, if any, payable by you to our total fee income expressed as one of the following:
 - less than 5%; or
 - if more than 5%, an indication of the proportion within a range of 5 percentage points;
- (iv) where, since the end of the last financial year, it is anticipated that there will be a material increase in the proportion of the fees payable, or likely to be payable, we shall include a further statement to that effect in addition to (iii) above.

9.4. The valuation may be subject to monitoring under the RICS's conduct and disciplinary regulations.



IS REGISTERED AS A FIRM REGULATED BY RICS

Jack Lohr

the mark of
properly
professionalism
worldwide

This certificate is valid from year to year subject to the provisions of the bye-laws of the Institution and is not a certificate to practice.