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# Landbank valuation results

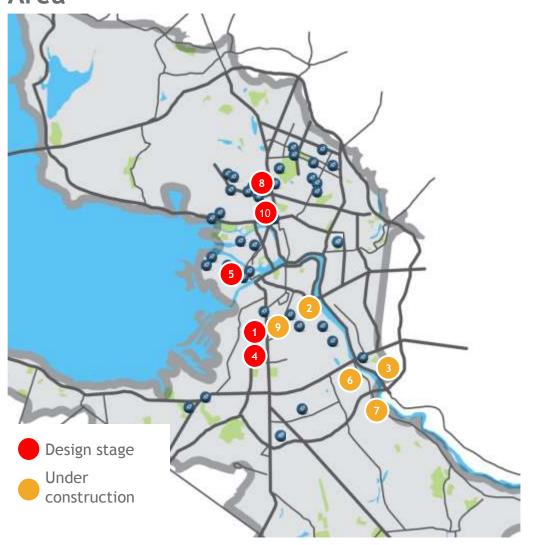


**Etalon Group** 

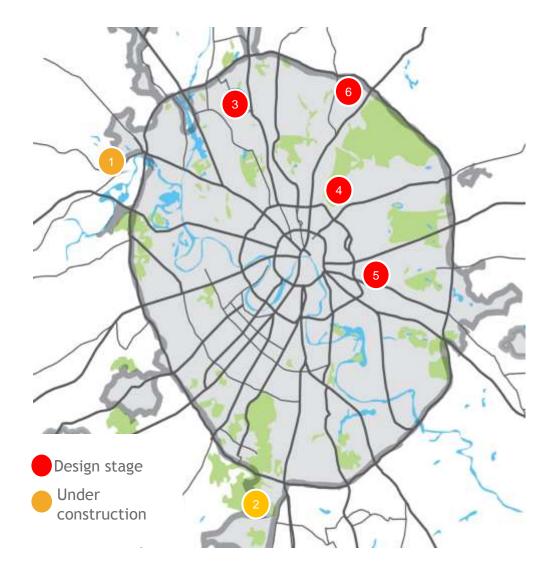


# **Operations in SPMA and MMA**

Projects in St. Petersburg Metropolitan Area



# Projects in Moscow Metropolitan Area



# Project portfolio timeline

Construction period **Unsold NSA** Unsold Income from Construction Outstanding 2019 **Total NSA** (Etalon's OMV budget<sup>(3)</sup> parking sales (2) budget (3) **Project** 2014 2015 | 2016 2017 | 2018 and **Status** share) (1) ('000 sqm) (USDmn) (USDmn) (USDmn) (USDmn) (lots), # beyond ('000 sqm) **Current Projects** St. Petersburg Metropolitan Area (SPMA) 752.3 663.5 3.379 258.0 2,115.7 1.152.9 ▶ Design stage 1.156.2 1. Galactica 2. Tsar's Capital Construction 390.3 277.1 2,109 279.8 1,101.4 502.1 384.6 333.7 246.7 247.9 612.7 136.8 3. Swallow's Nest Construction 1.834 416.1 4. Moscow Gates Design stage 202.0 202.0 945 137.1 584.0 267.6 259.3 5. Samotsvety 189.1 189.1 1.773 125.0 541.6 248.5 226.8 Design stage Construction 111.8 64.5 760 56.9 193.9 129.0 91.6 6. Molodejny 109.7 59.2 561 50.0 169.4 128.4 85.2 7. Rechnoy Construction 8. Technopark Design stage 50.7 50.7 240 16.3 110.4 66.5 66.4 49.2 33.6 68.0 27.4 9. Galant Construction 110 131.5 64.3 10. Beloostrovskava Design stage 34.3 34.3 175 11.6 91.9 54.8 54.8 Total SPMA 2.223.1 1,820.7 11,886 1,250.6 5,652.5 3,033.5 2,485.9 Moscow Metropolitan Area (MMA) 1. Emerald Hills Construction 862.1 571.8 3,703 448.2 1,960 1.024.8 677.7 429.5 329.4 3,780 182.4 2. Etalon-City Construction 954.5 503.1 488.3 3. Dmitrovskoe shosse Design stage 287.4 226.9 1,895 151.4 844.5 410.3 410.3 4. Alekseevskiy District Design stage 182.9 169.6 2,160 235.4 705.7 239.8 239.8 70.0 70.0 709 64.2 228.7 89.4 89.4 5. Budennogo street Design stage 69.6 69.6 540 88.2 309.0 108.0 108.0 6. Losinoostrovskiy District Design stage Total MMA 1,901.5 1,437.3 12,787 1,169.8 5,002.4 2,375.4 2,013.5 **Total Current Projects** 3.258.0 4.124.6 24.673 2,420.4 10.654.9 5.408.9 4,499.4 **Completed Projects** Completed and unsold residential developments 162.8 3.189 258.2 Completed stand-alone commercial properties 21.5 59 48.4 **Total Completed Projects** 184.3 3,248 309.6

Source: construction period based on company estimates, all numbers based on JLL report as of 31.12.2013

(1) Including parking with average area c. 30 sgm

All Projects

**Total Etalon Group** 

3,442.3

27,921

2.727

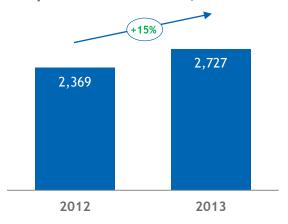


<sup>(2)</sup> Income from sales includes potential and received incomes as of 31 December 2013

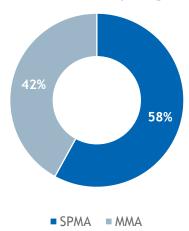
<sup>(3)</sup> Excluding land acquisition costs

# Portfolio composition

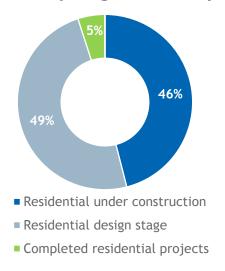
Open market value, USD mn



Breakdown by region



#### Breakdown by stage of development



#### Robust growth of open market value based on well diversified portfolio

- Market value of the Group's portfolio as of 31 December 2013 reached USD 2,727 million, up 15% year-on-year
- Landbank volume remained generally stable at 3.44 million sqm of unsold NSA
- The Company acquired two new projects during 2013 one in Moscow and one in St. Petersburg
- Total planned NSA for several projects currently in design stage has been increased from original conservative estimates in the process of finalising design parameters
- Share of MMA projects reached 42%
- The portfolio includes 412 thousand sqm of completed & available for sale property at projects that are completed or still underway, out of which completed & available for sale apartments account for 238 thousand sqm. Jones Lang LaSalle estimates potential income from sale of these properties at USD 795 million and USD 648 million, respectively





Residential projects under development (1 of 2)

# Property # Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Total net sellable / leasable area, including car parking**, sq m (100% interest)	Valued interest, % (Etalon's legal share)	Unsold / unleased net area, including car parking**, sq m (Etalon's legal share)	Unsold/un- leased car parking, lots (Etalon's legal Share)	Construction budget, USD*	Estimated outstanding construction costs, USD*	Out- standing payments for the areas sold, USD	Income from sales****, USD	Estimated sale prices , USD/sq m or lot***
1 Emerald Hills	Moscow Region	448,200,000	Freehold and Leasehold	80	862,062	95.8% share of saleable residential area, 73.4% share of saleable commercial premises, 99.0% share of saleable parking space	571,748	3,703	1,024,760,000	677,702,000	48,786,000	1,960,022,292	Residential: 2,800 Commercial: 2,500 Parking: 28,600
2 Etalon-City	Moscow	182,400,000	Leasehold	11.24	429,497	83.0% share of saleable residential area, 89.9% share of saleable commercial premises and parking space	329,346	3,780	503,114,000	488,326,000	5,948,000	954,500,032	Residential: 3,600 Commercial: 3,200 Parking: 20,700
3 Swallow's Nest	St Peters- burg	247,900,000	Freehold	14.82	333,740	100%	246,716	1,834	416,132,000	136,822,000	56,524,000	612,740,442	Residential: 2,400 Commercial: 2,100 Parking: 11,500
4 Galant	St Peters- burg	68,000,000	Freehold	1.84	49,162	100%	33,550	110	64,318,000	27,403,000	11,775,000	131,533,093	Residential: 3,300 Commercial: 2,600 Parking: 24,700
5 Molodejny	St Peters- burg	56,900,000	Freehold and Leasehold	3.63	111,792	100%	64,452	760	128,947,000	91,580,000	52,280,000	193,915,900	Residential: 2,800 Commercial: 2,900 Office centre: 1,800 Social: 850 Parking: 13,100
6 Samotsvety	St Peters- burg	125,000,000	Freehold	8.0	189,113	100%	189,113	1,773	248,471,000	226,809,000		541,609,000	Residential: 3,000 Commercial: 2,500 Social: 1,000 Parking: 33,700
7 Tsar's Capital	St Peters- burg	279,800,000	Freehold and Leasehold	20.80	390,340	78%	277,122	2,109	502,084,000	384,616,000	39,456,000	1,101,364,076	Residential: 3,900 Commercial: 4,300 Parking: 58,100
8 Moscow Gates	St Peters- burg	137,100,000	Freehold and Leasehold	12.0	202,022	100%	202,022	945	267,637,000	259,289,000	-	583,976,000	Residential: 2,950 Commercial: 2,500 Parking: 33,700

Note: all footnotes to this table are available on page 10 of this presentation



Residential projects under development (2 of 2)

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Total net sellable / leasable area, including car parking**, sq m (100% interest)	Valued interest, % (Etalon's legal share)	Unsold / unleased net area, including car parking**, sq m (Etalon's legal share)	Unsold/un- leased car parking, lots (Etalon's legal share)	Construction budget, USD*	Estimated outstanding construction costs, USD*	Out- standing payments for the areas sold, USD	Income from sales****, USD	Estimated sale prices , USD/sq m or lot***
9	Dmitrovskoe Shosse	Moscow	151,400,000	Leasehold	13.14	287,429	89.5% share of saleable residential, commercial and parking area	226,900	1,895	410,262,000	410,262,000	-	844,518,000	Residential: 4,200 Commercial: 3,600 Parking: 25,900
10	Rechnoy	St Peters- burg	50,000,000	Freehold	2.1	109,689	85.1% share of saleable residential area, 88.7% share of saleable commercial premises, 80% share of saleable social area, 84.8% share of saleable parking space	59,176	561	128,377,000	85,168,000	33,658,000	169,374,056	Residential: 2,700 Commercial: 2,700 Social: 1,000 Parking: 16,300
11	Prospekt Budennogo	Moscow	64,200,000	Freehold	3.5	70,000	100%	70,000	709	89,375,000	89,375,000	-	228,732,000	Residential: 4,800 Parking: 31,100
12	Galactica	St Peters- burg	258,000,000	Investment contract	38.0	752,264	88.2% share of saleable residential and parking area, 88.1% share of saleable commercial premises	663,525	3,379	1,156,216,000	1,152,903,000	-	2,115,701,000	Residential: 3,100 Commercial: 2,600 Parking: 25,900
13	Alekseevsky District	Moscow	235,400,000	Freehold	8.0	182,920	100% of saleable residential area, commercial premises and parking space	169,600	2,160	239,826,000	239,826,000	-	705,711,000	Residential: 5,700 Commercial: 4,800 Parking: 44,000
14	Beloostrovsk aya	St Peters- burg	11,600,000	Freehold	1.4	34,300	100%	34,300	175	54,798,000	54,798,000	-	91,938,000	Residential: 2,800 Commercial: 2,400 Parking: 20,700
15	Losinoostro vskiy District	Moscow	88,200,000	Freehold	4.4	69,580	100%	69,580	540	107,982,000	107,982,000	-	308,982,000	Residential: 4,800 Commercial: 4,100 Parking: 31,100

Note: all footnotes to this table are available on page 10 of this presentation



### Multifunctional projects under development

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Total net sellable / leasable area, including car parking**, sq m (100% interest)	Valued interest, % (Etalon's legal share)	Unsold / unleased net area, including car parking**, sq m (Etalon's legal share)	Unsold/un- leased car parking, lots (Etalon's legal share)	Construction budget, USD*	Estimated outstanding construction costs, USD*		Income from sales, USD	Estimated sale prices , USD/sq m or lot***
1	Technopark	St Peters- burg	16,300,000	Freehold	1.13	50,700	100%	50,700	240	66,492,000	66,430,000	-	110,386,000	Apartments: 2,400 Commercial: 2,300 Parking: 22,000



<sup>\*</sup>In terms of construction costs and outstanding construction costs, JLL have had regard to those budgeted costs provided by Etalon Group and have taken these into account in considering opinions of value. However, JLL have also had regard to current construction rates passing in the market which a prospective purchaser may deem appropriate to adopt in constructing each individual scheme. JLL shared the construction costs between residential and commercial/parking parts. Construction costs for the residential part of development are inclusive of VAT and of commercial/parking parts are exclusive of VAT.

<sup>\*\*</sup> Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sqm

<sup>\*\*\*</sup> Residential sale prices are inclusive of VAT. Commercial sale prices and parking sale prices are exclusive of VAT

<sup>\*\*\*\*</sup> Income from sales includes potential and received incomes as of 31 December 2013

Completed residential developments

#	Property Name	Region	Market Value of the Company's share, USD	Site Area, ha	Valued interest, % (Etalon's legal Share)	Total net sellable / leasable area, including car parking, sq m (Etalon's legal share)	Unsold / unleased net area, including car parking, sq m* (Etalon's legal share)	Unsold/unleased car parking, lots (Etalon's legal share)	Outstanding payments for the areas sold, USD	Income from sales/lease***, USD	Estimated sale prices, USD/sq m or lot**
1	Jubilee Estate	St Petersburg	157,300,000	35.4	100%	604,500	102,270	1,793	30,950,000	1,178,515,232	Residential: 2,600 Commercial: 2,200 Parking: 19,000
2	Talisman	St Petersburg	3,100,000	0.48	100%	14,800	2,052	40	213,000	33,952,431	Residential: 3,300 Commercial: 2,400 Parking: 30,900
3	Orbit	St Petersburg	22,900,000	6.89	100%	210,000	15,152	463	15,810,000	411,511,321	Residential: 2,900 Commercial: 2,400 Parking: 17,100
4	Prestige	St Petersburg	16,700,000	0.35	100%	20,600	5,018	75	1,342,000	72,665,959	Residential: 4,900 Commercial: 2,700 Parking: 73,800
5	New Constellation	St Petersburg	2,900,000	n/a	100%	133,400	4,651	151	888,000	215,304,351	Commercial: 1,500 Parking: 17,500
6	Polezhaevskie Houses	St Petersburg	2,400,000	0.79	100%	21,802	4,396	140	12,000	47,720,829	Commercial: 2,100 Parking: 20,600
7	Rainbow	St Petersburg	7,900,000	7.22	100%	142,240	5,646	-	956,000	311,932,628	Commercial: 3,123
8	Letniy	St Petersburg	32,500,000	2.1	100%	64,940	19,002	416	20,647,000	116,460,165	Residential: 2,600 Parking: 14,900
9	House on Tukhachevs- kogo street	St Petersburg	12,500,000	1.1	100%	24,322	4,609	111	12,191,000	42,175,737	Residential: 2,800 Parking: 13,700



<sup>\*</sup> Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sqm

<sup>\*\*</sup> Residential sale prices are inclusive of VAT. Commercial sale prices and parking sale prices are exclusive of VAT

<sup>\*\*\*</sup> Income from sales includes potential and received incomes as of 31 December 2013

# Standing commercial real estate properties

#	Property Name	Region	Market Value of the Company's share, USD	Land tenure	Site Area, ha	Valued interest, % (Etalon's legal share)	Net sellable / leasable area, including car parking, sq m	Unsold / unleased net area, including car parking, sq m* (Etalon's legal share)	Unsold/ unleased car parking, lots (Etalon's legal share)	Estimated market rental income****, USD per annum excluding VAT	Outstanding payments for the areas sold, USD	Income from sales/lease***, USD	Estimated market rental rates, USD/sq m or lot/year**
1	Smolenka River Business Centre	St Peters- burg	19,100,000	Leasehold	0.38	100%	10,661	10,661	59	2,705,000	-	30,758,279	Office: 320 Retail: 280 (incl. OPEX net of VAT) Parking: 3,000
2	Stock Exchange Business Centre	St Peters- burg	5,000,000	Leasehold	0.35	100%	21,263	1,623	-	551,210	66,000	44,122,431	Office: 388 (incl. OPEX, net of VAT)
3	Aura Retail Centre	St Peters- burg	24,300,000	Freehold	1.32	100%	9,185	9,185	-	3,254,000	-	29,517,000	374 (net of OPEX and VAT)



<sup>\*</sup> Net sellable area for parking is calculated assuming an average area of a parking lot of 30 sqm

<sup>\*\*</sup> Commercial sale prices, parking sale prices and market rental rates for commercial space are exclusive of VAT.

<sup>\*\*\*</sup> Income from sales/lease includes received incomes as of 31 December 2013

<sup>\*\*\*\*</sup> Potential gross rental income to be received in 2014

# Key takeaways

#### Updated portfolio valuation

- Market value of the Group's portfolio as of 31 December 2013 reached USD 2,727 million, up 15% year-on-year
- The portfolio includes 412 thousand sqm of completed & available for sale property at projects that are completed or still underway, out of which completed & available for sale apartments account for 238 thousand sqm. Jones Lang LaSalle estimates potential income from sale of these properties at USD 795 million and USD 648 million, respectively

#### **Key drivers**

- Acquisition of two new projects during the year, helping overall landbank volume to remain generally stable at 3.44 million sqm of unsold NSA
- Decision taken to move ahead with building a multifunctional complex at Technopark project, which until now had not been included in Etalon Group's construction plan
- Total planned NSA for several projects currently in design stage has been increased from original conservative estimates in the process of finalising design parameters

#### Significant progress on all projects in 2013

- Launched construction at Etalon City as well as Tsar's Capital and Galant, and have already delivered several buildings at these two projects
- Completed construction at Letniy and the House on Tukhachevskogo Street
- Continued to deliver new buildings on schedule at large ongoing projects like Swallow's Nest and Emerald Hills

#### Strong position for growth

- Etalon Group confirms guidance of 24% year-on-year growth in construction volumes for 2014
- · Landbank is sufficient until 2018
- Diversified portfolio split 58% to 42% between St. Petersburg and the Moscow Metropolitan Area
- Solid balance sheet, with net debt of just USD 24 million as of 31 December 2013\*





# Selected SPMA projects overview



# **Galactica**

Open Market Value:

**USD 258** mln

Income from sales:

USD 2,115.7 mln

**Construction period:** 

2015-2020

**Total NSA:** 

**752.3** ths sqm

Planned launch of sales:

2015



The Property is located within the borders of Admiralteyskiy District of St. Petersburg. The district is situated close to the city centre, which makes it a prestigious location for both living and business. Project Galactica will create an entirely new comfort-class residential area. Transport access will be from Moskovskiy Pr., Obvodny Channel Emb. and Mitrofanievskoe Hwg., which are located to the east, north and west, respectively. Some internal roads will also be constructed in the process of development. The nearest metro stations, Frunzenskaya and Moskovskie Vorota, are situated 10-15 minutes from the development.







# Tsar's Capital

Open Market Value:

USD 279.8 mln

Income from sales:

USD 1,101.4 mln

**Construction period:** 

2013-2016

**Total NSA:** 

390.3 ths sqm

**Planned 2014 Deliveries:** 

106 ths sqm



The site is located in the geographical centre of St. Petersburg and has good transport accessibility, being 1 km from the Ploschad Vosstania metro station, close to Nevsky Prospect, and within walking distance from numerous shopping and entertainment centres.

Social infrastructure: kindergarten and school planned on the territory of the project.







# Swallow's Nest

**Open Market Value:** 

USD 247.9 mln

Income from sales:

USD 612.7 mln

**Construction period:** 

2012-2016

**Total NSA:** 

333.7 ths sqm

**Planned 2014 Deliveries:** 

82 ths sqm



The property is located in the Nevsky district of St. Petersburg and has good transport accessibility, being just 500 m from Oktyabrskaya Embankment - one of the most convenient traffic arteries (approximately 20 minutes by car to the centre of St. Petersburg), and just 2 km to the KAD ring road. The nearest metro station, Proletarskaya, can be reached by public transport, which can be taken from a number of bus stops on the Oktyabrskaya Embankment.

The development has good view of the Neva River.







# **Moscow Gates**

**Open Market Value:** 

USD 137.1 mln

Income from sales:

**USD 584** mln

**Construction period:** 

2014-2016

**Total NSA:** 

**202** ths sqm

Planned launch of sales:

2014





There are a number of bus stops situated within walking distance, as well as the metro station Moskovsky Gate.







# **Samotsvety**

Open Market Value:

**USD 125** mln

Income from sales:

USD **541.6** mln

**Construction period:** 

2014-2016

**Total NSA:** 

189.1 ths sqm

Planned launch of sales:

2014





The nearest metro station is Vasileostrovskaya, which is a 10-minute walk from the property. Buses to the central part of the city can be taken from a number of bus stops within walking distance of the site.







# **Molodejny**

Open Market Value:

**USD 56.9** mln

Income from sales:

USD 193.9 mln

**Construction period:** 

2012-2014

**Total NSA:** 

111.8 ths sqm

**Planned 2014 Deliveries:** 

111.8 ths sqm



The property is located in the Nevsky District of St. Petersburg close to the KAD ring road, and has good transport accessibility, meaning that it is possible to reach the centre of St. Petersburg by car in approximately 15 minutes. The nearest metro station is Proletarskaya, which is a 5 minute walk from the property. Public transport to the central part of the city can also be taken from a number of bus stops within walking distance of the site.

The future residential complex will offer occupants an excellent view of the Neva river.







# **Rechnoy**

**Open Market Value:** 

USD 50 mln

Income from sales:

USD 169.4 mln

**Construction period:** 

2012-2014

**Total NSA:** 

109.7 ths sqm

**Planned 2014 Deliveries:** 

109.7 ths sqm



The site is located in the Nevskiy District and just 2 km from the KAD ring road. It faces Rybatsky prospect on one side and the Neva River on the other.

The property can be directly accessed from Rybatsky prospect. The nearest metro station is Rybatskoe, which is located 10 minutes walk.

The complex will offer residents an excellent view of the Neva river.







# **Galant**

**Open Market Value:** 

USD 68 mln

Income from sales:

USD 131.5 mln

**Construction period:** 

2013-2014

**Total NSA:** 

**49.2** ths sqm

**Planned 2014 Deliveries:** 

**38.2** ths sqm





The site is located on the second line of Moskovskiy prospect, which stretches from the south to the city centre, and has good transport accessibility, meaning that it is possible to reach the centre of St. Petersburg by car in approximately 10 minutes during non-peak hours. It is also within a five minute walk of a number of bus stops. Frunzenskaya metro station us also just a 5-7 minute walk from the property. There is free parking for cars along the street.







# Selected MMA projects overview **Etalon Group**

# **Emerald Hills**

**Open Market Value:** 

USD 448.2 mln

Income from sales:

USD 1,960 mln

**Construction period:** 

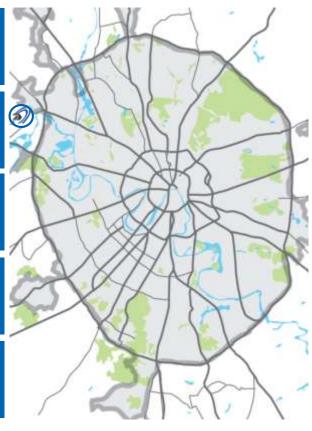
2008-2018

**Total NSA:** 

862.1 ths sqm

**Planned 2014 Deliveries:** 

131 ths sqm





The district will have adequate social infrastructure represented by kindergartens, elementary and high schools, as well as a fitness and health complex.







# **Etalon-City**

**Open Market Value:** 

USD 182.4 mln

Income from sales:

USD **954.5** mln

**Construction period:** 

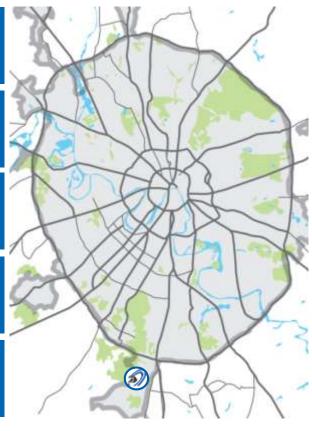
2013-2017

**Total NSA:** 

429.5 ths sqm

**Planned 2014 Deliveries:** 

5 ths sqm





It has good transport accessibility, meaning that it is possible to reach the centre of Moscow by car in approximately 25 minutes in non-peak hours.

The Ulitsa Skobelevskaya light metro station and a number of bus stops are situated within walking distance.







# **Dmitrovskoe shosse**

**Open Market Value:** 

USD 151.4 mln

Income from sales:

USD 844.5 mln

**Construction period:** 

2015-2017

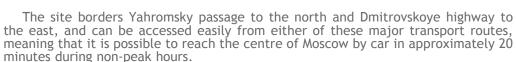
**Total NSA:** 

**287.4** ths sqm

Planned launch of sales:

2015





Beskudnikovo railway station is just 1.5 km from the complex, providing easy transport access to the centre of Moscow. In addition, the complex is situated in a pleasant environment, close to Dmitrovsky Park, VISKHOM Park and the Veteran Theme Park.

There are plans to build a metro station, Yubileinaya, adjacent to the site, and there are also a number of bus stops situated within walking distance.









# **Budennogo Street**

Open Market Value:

**USD 64.2**mln

Income from sales:

USD 228.7 mln

**Construction period:** 

2014-2016

**Total NSA:** 

70 ths sqm

Planned launch of sales:

2014



The property is located in Sokolinaya gora district (Eastern administrative division of Moscow).

The project benefits from good access by metro (the nearest metro station, Shosse Entuziastov, is within a 10 minute walk) and, due to its rather close proximitly to the city centre, it will take no more than 15 minutes by car to reach. The completion of access to Forth Transport Ring (the North-East Chorda) in 2015 will relieve Shosse Entuziastov, which will also improve access to the Project.



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