



# FUND RC-INVESTMENTS

THE INVESTMENT PLATFORM OF ROSCONGRESS FOUNDATION

INVESTMENT  
PROMOTION  
PLATFORM







**The Roscongress Foundation** is a socially oriented non-financial development institution and a major organizer of international conventions, exhibitions, and public events.

The Foundation was established in 2007 with the aim of facilitating the development of Russia's economic potential, promoting its national interests, and strengthening the country's image. One of the roles of the Foundation is to comprehensively evaluate, analyse, and cover issues on the Russian and global economic agendas. It also offers administrative services, provides promotional support for business projects and attracting investment, and helps foster social entrepreneurship and charitable initiatives.

## ANNUALLY

**>100**  
events from Montevideo to Vladivostok

**>1,700**  
agreements worth over RUB **9** trillion

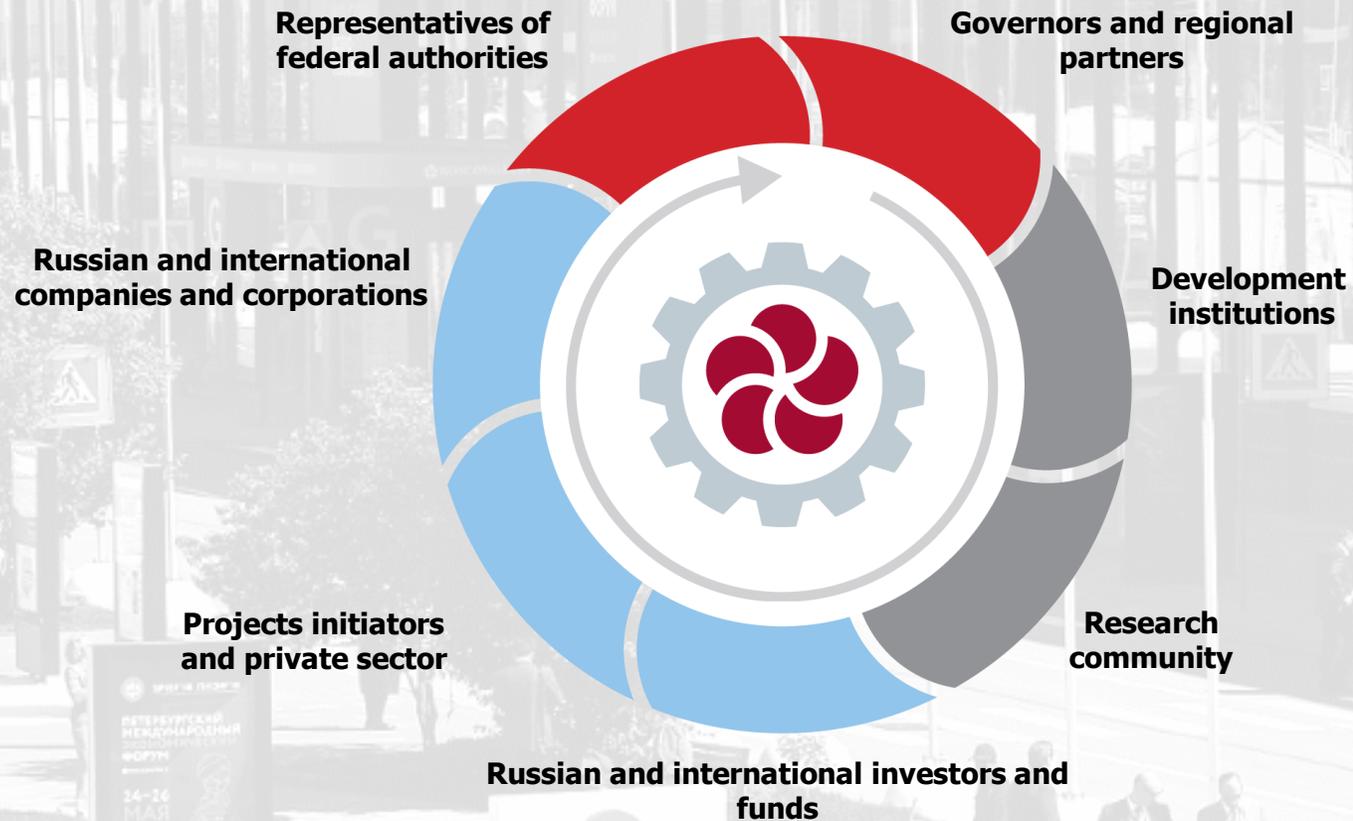
**>15,000**  
media representatives

# RC-INVESTMENTS FUND

- Competence center of Roscongress Foundation within the field of investment and financial advisory services
- Special-purpose service of RC-Investments Fund effectively solves the problems of attracting investments, supporting implementation of business projects for partners and clients of the Roscongress Foundation both in Russia and on international markets
- Roscongress Foundation's Ecosystem enables efficient solutions for different areas of business and investment activities



# ROSCONGRESS FOUNDATION – BUILDING TRUST



## ROSCONGRESS FOUNDATION ECOSYSTEM

A unique international communication platform joining together the key economic and political figures from the Russian Federation and other countries

# SOLUTION FOR YOUR BUSINESS



## GOAL

The key goal of RC-Investments Fund is fund-raising and support of investment, business and export targeted projects throughout the Russian Federation regions



## PRODUCT DESCRIPTION

- Equity and debt financing arrangement and set up for the targeted projects via Roscongress Foundation network of Russian and international partners and customers
- Assessment and selection business projects according to investors requirements
- Shareholding in the project companies
- Arranging cooperation with federal and regional development institutions, non-governmental organizations and state authorities
- Arranging off-site business missions and roadshows (Roscongress Foundation service)
- Promoting of targeted projects at the key platforms and events of Roscongress Foundation



## BENEFITS FOR CUSTOMERS

- Access to extensive Roscongress Foundation partners database – over 150,000 participants from 208 countries
- Effective cooperation with the Russian regions – over 60 agreements were signed by top official persons
- Direct access to Russian and international funds, investment companies and private investors – over 1,000 participants
- Steady business projects pipeline– over 500 projects in progress
- Support by one of the key development institutions of Russia via Roscongress Foundation
- Assistance of RC-Investments Fund team throughout the entire cycle of work on the project



## EXPERTISE

Total amount of consultancy deals fulfilled is about 22 bln US dollars



## WAY OF COOPERATION

RC-Investments Fund sign a contract with the client for services provision in accordance with the scope of work and goals facing the customer. The client pays a fixed fee and / or a success fee in a case of a successful financial close

# LIST OF SERVICES (1/2)

№	Service	Description
1.	<b>Promotion of investment projects at the Investment Platform of Russian Regions</b>	Subscription for the Investment Platform of Russian regions investinregions.ru with the personal account access
2.	<b>Investment project documents and materials preparation</b>	Preparation of the business plan, financial model and investment teaser for the investment project
3.	<b>Financial advisory</b>	Project analysis, documentation development, including the deal structure, building the investors short list, project support (incl. financial closing stage)
4.	<b>Promotion of goods and services via the Roscongress Foundation network</b>	Promotion of goods and services at the domestic and international markets via the Roscongress Foundation network
5.	<b>Complex project management in the field of industrial infrastructure design and construction</b>	RC-Investments Fund together with the industrial partner (together – RC-Project) provide the EPC services, architectural and construction design, development of architectural and urban planning concepts, walk through the process of obtaining the state expertise and industrial consulting
6.	<b>Construction of solar power plants and hybrid power plants</b>	RC-Investments Fund together with the industrial partner provide the solar and hybrid power plant construction services
7.	<b>Ornithological security services for the buildings</b>	Ornithological security services for the buildings consulting

# LIST OF SERVICES (2/2)

## BUSINESS SOLUTIONS SUPERMARKET

Arranging cooperation with federal and regional development institutions, non-governmental organizations and state authorities

1

Arranging and raising equity financing via network of Russian and international partners and customers of Roscongress Foundation

2

Arranging debt financing through Russian and international sources including export crediting agencies

3

Shareholding in the project companies through minority ownership and secured exit from the projects

4

Evaluating and selecting applicable tools of state support for investment and export-oriented projects

5

Evaluating and selecting business projects in accordance with the requirements of the customer

6

Consulting on the infrastructure projects including administration of public-private partnership projects

7

Promoting projects at the key platforms and events of Roscongress Foundation

8

Involving and coordinating work of other professional consultants

9

# PROJECTS SELECTION AND FUND RAISING MODEL

## STEP 1 Submit a project application

- Receiving the application form

## STEP 2 Study of the possibility to attract investments for the project

- Preliminary assessment of the project (scoring) for investment attractiveness
- Selecting the project and including it in the projects pipeline
- Decision on the further work on the project

## STEP 3 Perform comprehensive investment analysis of the project

- Analyzing of project documentation
- Clarification of commercial, strategic and financial priorities details
- Analysis of contract structure options
- Developing a preliminary plan of fund-raising
- Preparing the investment offer and approving the project service agreement with projects initiators

## STEP 4 Prepare transaction documentation and structure

- In-depth study of the project, due diligence
- Preparation of project materials for investors/ creditors (info package):
  - informational memorandum
  - investment presentation / teaser
  - financial model
  - draft of the basic terms of the deal
  - other materials
- Drawing up a short list of the investors/creditors interested in the project

## STEP 5 Access capital markets and receive financing

- Entry into the market
- Providing the potential investors/creditors with materials on the project
- Arranging meetings and negotiations
- Targeted work and negotiations for the benefit of the customer
- Further work on financial closing
- **Arrangement of financing / achieving the goals**

# TARGET PROJECTS PROFILE AND EVALUATION CRITERIA

	INVESTMENT / BUSINESS PROJECTS
<b>Customer type<sup>1</sup></b>	<ul style="list-style-type: none"> <li>Large and medium businesses</li> </ul>
<b>Project size<sup>2</sup></b>	<ul style="list-style-type: none"> <li>Project budget from equivalent of 5 to 150 million US dollars</li> </ul>
<b>Target sectors</b>	<ul style="list-style-type: none"> <li>A wide range of economic sectors is considered, including:                             <ul style="list-style-type: none"> <li>industrial, including mineral processing</li> <li>energy / mining / oil and gas</li> <li>mechanical engineering / transport / localization of equipment production, including high-tech equipment</li> <li>agricultural industry</li> <li>high-tech and IT projects</li> <li>tourism and recreation</li> <li>infrastructure and PPP</li> <li>financial sector</li> <li>communications and telecommunications</li> <li>real estate and construction</li> <li>healthcare</li> <li>etc.</li> </ul> </li> </ul>
<b>Project stage</b>	<ul style="list-style-type: none"> <li>Project Feasibility Study (PFS) / financial model / business plan is in place<sup>3</sup></li> <li>Intent/ initial agreements on the contract structure are in place</li> <li>Existence / high probability of obtaining the necessary licenses, permits / approvals</li> <li>Availability of financing agreements from co-investors and / or credit institutions (if applicable)</li> <li>Product availability and revenue generation for venture projects</li> </ul>
<b>Investment period</b>	<ul style="list-style-type: none"> <li>Duration of the investment phase (not exceeding 5 years is preferred)</li> <li>Duration of commercial debt repayment period (not exceeding 10 years from the date of signing the loan agreement is preferred)</li> </ul>
<b>Shareholder structure</b>	<ul style="list-style-type: none"> <li>Acceptable credit rating</li> <li>Experience of implementing similar projects in terms of scale and industry sectors</li> <li>Absence of adverse information on business reputation</li> </ul>
<b>Project team</b>	<ul style="list-style-type: none"> <li>The key project management has experience in implementing projects of this scale and industry field</li> </ul>
<b>Equity</b>	<ul style="list-style-type: none"> <li>Minimum equity participation of the initiators of the project shall be from 10% to 20%</li> </ul>
<b>Effectiveness of the project</b>	<ul style="list-style-type: none"> <li>Economic effectiveness of the project and acceptable rate of return given on price conditions of the main contracts:                             <ul style="list-style-type: none"> <li>positive net present value (NPV)</li> <li>internal rate of return (IRR) equal to or more than 15%<sup>3</sup></li> <li>payback period (PBP) up to 7 years</li> </ul> </li> <li>Strategic project feasibility with regard to prices dynamics and competitors' actions on the target markets. Positive forecasted dynamics</li> </ul>
<b>Project support</b>	<ul style="list-style-type: none"> <li>Compliance of the project with Federal and regional support programs, goals of state programs, national projects, etc.</li> <li>Project support from Federal and regional ministries and agencies</li> </ul>

The above criteria and characteristics, which are not marked as mandatory, are of a recommendatory nature

1) In some cases the type of the customer can be changed and the deal size can be increased 2) In some cases the project/deal size can be changed 3) Mandatory condition for project review and evaluation

# CUSTOMER PROFILE AND PROJECTS SUCCESS FACTORS

## CUSTOMER PROFILE

- Initiators of the projects / large and medium businesses
- Russian companies, corporations, investment foundations
- International companies, corporations
- Private investors and private investment foundations
- Investment promotion agencies and corporations for development of the regions

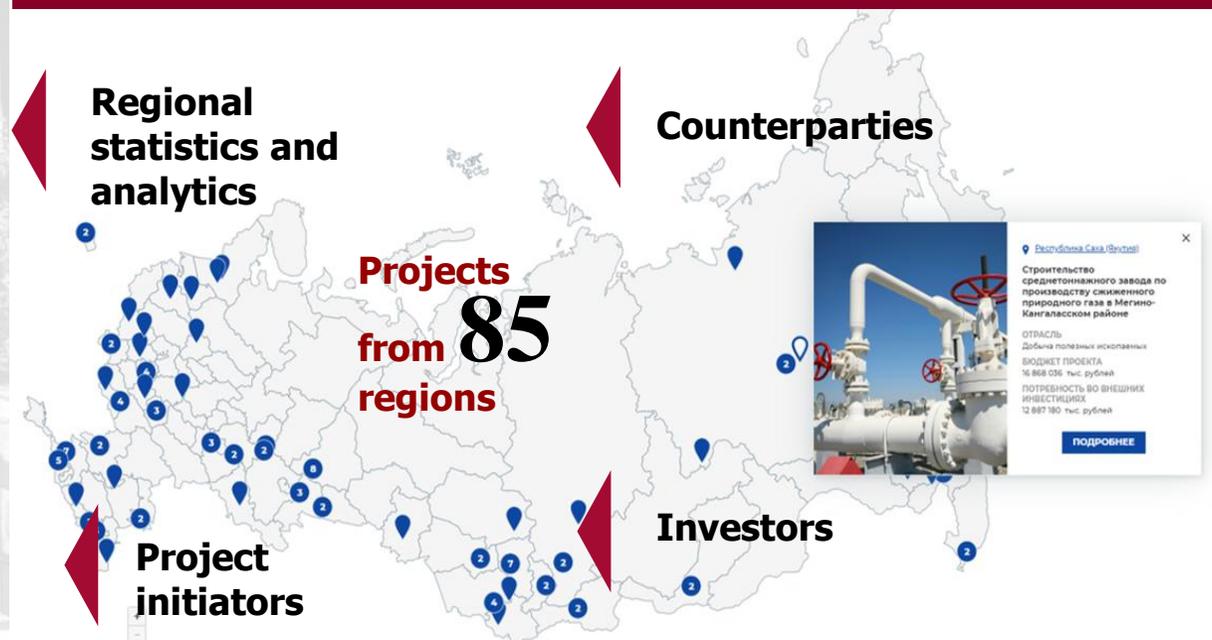


## SUCCESS FACTORS

- Experienced and qualified team
- “Mature” stage and/or level of the project development (product or sales proceeding)
- Strategic and economic effectiveness of the project and acceptable rate of return
- Significant market potential of the project/possibility to entry international market
- Participating of the project initiators in equity financing
- Comfortable entry conditions for the investor

**Investregions** – a unique digital environment that brings together investors and project initiators across Russia

joint project of the Roscongress Foundation and the RC-Investments Fund



**200** projects from **65** Russian regions are published as of 01/02/2021

**1.2 trln RUB** – total budget of the published projects

**175 000** views during the first 8 months since the Portal's launch

An extensive and regularly updated base of regional projects with financial metrics and project documentation

User-friendly interface: investors can search for and select projects based on multiple parameters, including ratings

Project implementation infrastructure development: Portal offers an opportunity to select and communicate with contractors and other market participants

Fundamental analytical support: up-to-date news and analytical materials, as platforms is integrated with the Expert and Analytical Service of the Roscongress Foundation

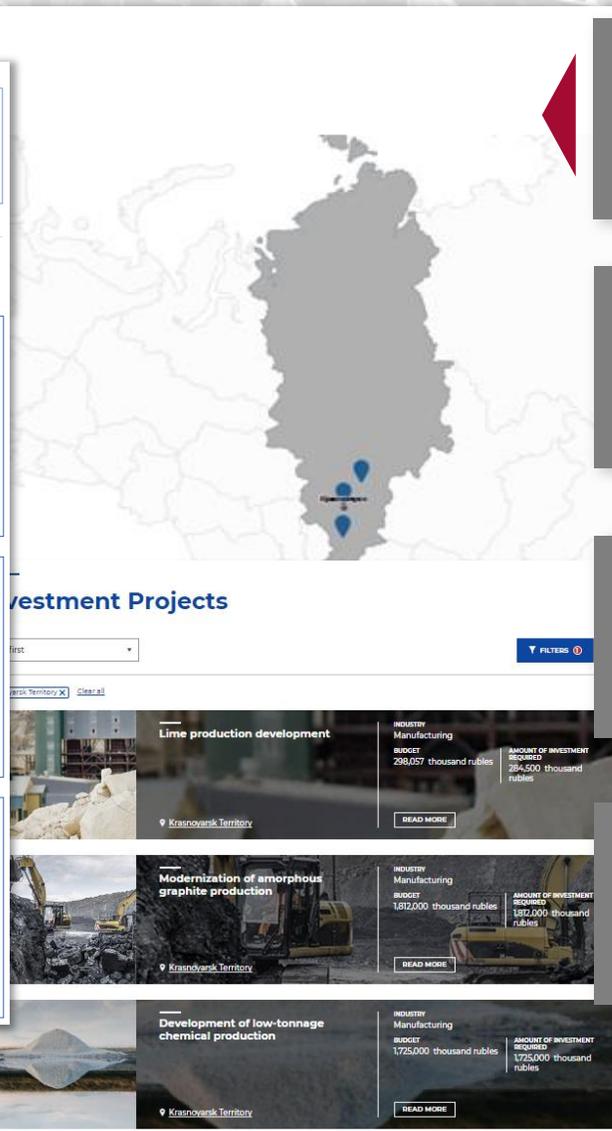
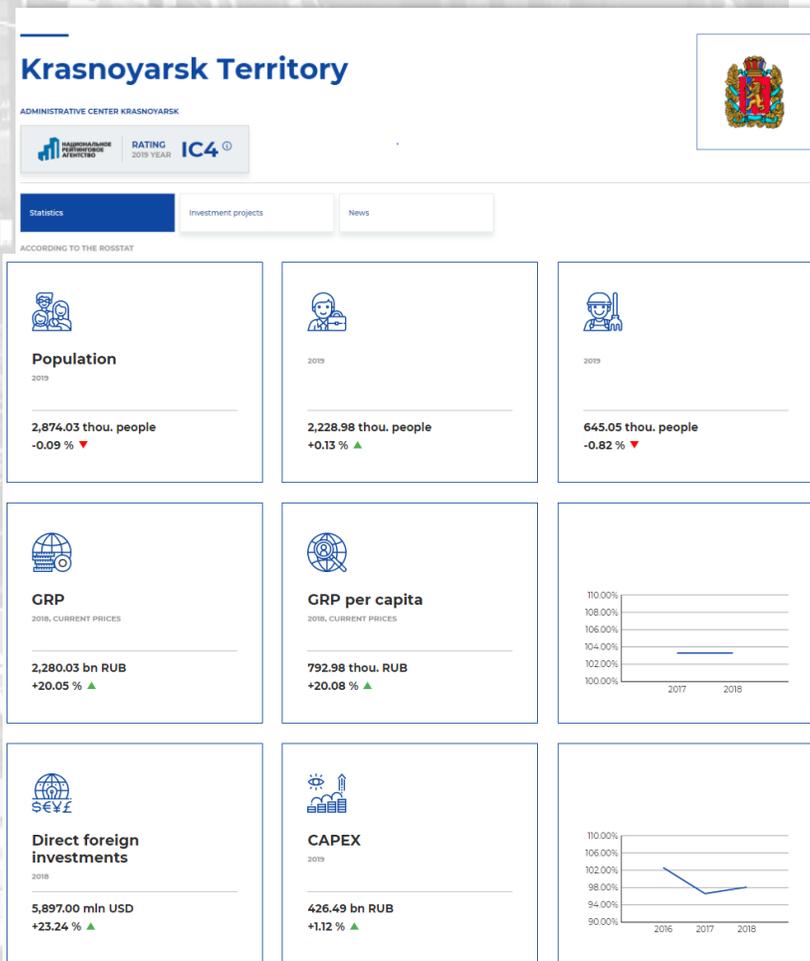
### Investinregions.ru today

- The Portal is launched with projects being published
- The Portal has been verified by the Ministry of Economic Development of Russian Federation
- The Platform partners are: Intesa, National Rating Agency, JSC "Corporation for the Development of the Far East"
- The Portal's team is constantly working on the funds attracting to the published projects

**investinregions.ru main goal** – development of the unified information environment, which brings together Russian regions, project initiators and investors

# INVESTINREGIONS.RU

## DIGITAL SPACE OF THE RUSSIAN REGIONS



Each region has its profile page with general overview of the region, up-to-date regional statistics, measures of government support and regional news

Each regional development corporation, under subscription, has its own account with the list of priority investment projects and their status

Top-10 projects and top-10 export producers, selected by the region, are presented in the separate section of the interactive map

Promotion of the region's investment potential during the Roscongress top events, such as SPIEF, EEF, RIF and Russia House in Davos



### Construction of Medium-Scale Liquefied Natural Gas Plant in Megino-Kangalass District



Publication date: 24.04.2020 — Last updated: 08.10.2020



**Region**  
The Republic of Sakha (Yakutia)

**Industry**  
✓ Mining and quarrying  
✓ Manufacturing

**Project type**  
✓ Export of products

**Project budget**  
16,868,036 thousand rubles

**Need for external investment**  
12,887,180 thousand rubles



#### Description

##### Project description

Construction of a medium-scale natural gas liquefaction plant with a capacity of 90 thousand tons of LNG per year (stage 1), with step-by-step retrofitting with process equipment and increasing the capacity to 530 thousand tons of LNG per year (stages 2 and 3).

##### Description of project services and / or products

Liquefied natural gas is standard natural gas that is cooled to a temperature of -162 °C, at which it takes on a liquid form. Double-walled containers with insulated walls are used for storage in order to preserve the cold. Cryogenic vessels with vacuum insulation.

- LNG by 95-99 % is composed of methane.
- The LNG density is 420 kg/m<sup>3</sup>.
- The boiling point is minus 158-163 °C.
- LNG is odorless, colorless, non-active, and chemically non-toxic.
- The gas/liquid ratio is 600/1 LNG advantages

##### Contacts of the regional development institute

Agency for Attracting Investment and Export Support of the Republic of Sakha (Yakutia)

Timur Andreevich Alekseev

+7 (914) 260-40-24

alekseev@investyakutia.com

##### Project company

LLC Liquefied natural gas

##### Region

##### Industry

##### Project type

##### Project budget

##### Need for external investment

##### Required financing

##### Contacts of the regional development institute

##### Project company

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##### Required financing

Unique opportunity to present your project to Russian and international business community

Promotion of the investment projects during the Roscongress top events, such as SPIEF, EEF, RIF and Russia House in Davos

Easy and user-friendly application procedure for the project submission either via the submission form on the website or via the regional development corporations

The largest Russian and international financial institutions are the Platform's partners

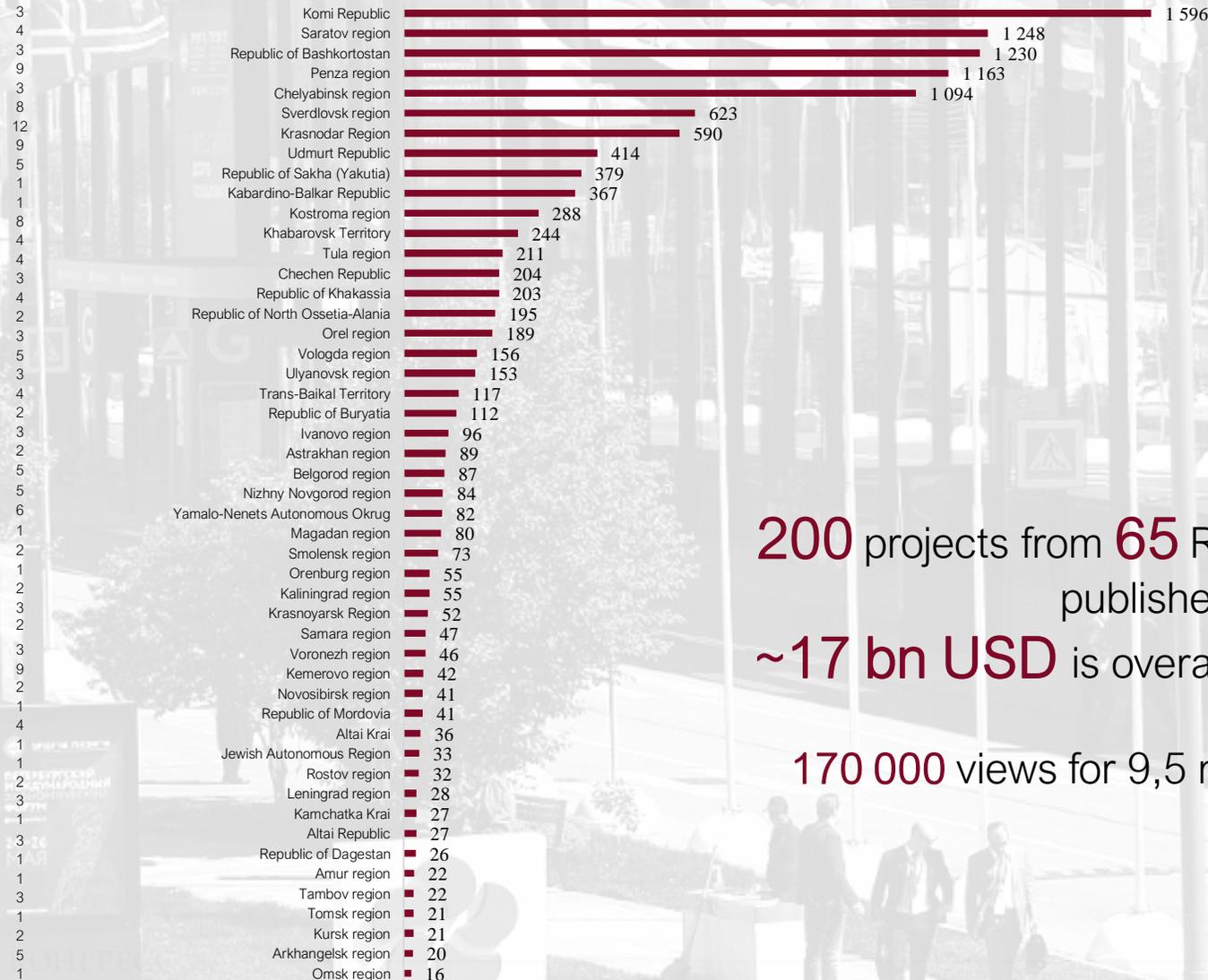
Presentation of the projects to the top financial institutions and investment funds – Russian and international partners of the Roscongress Foundation

Express scoring model of all the projects

## ACTIVE SUPPORT FROM RUSSIAN REGIONS

Total Number of Projects

Project Budget, mn USD



200 projects from 65 Russian regions have already been published on the platform

~17 bn USD is overall budget of the published projects

170 000 views for 9,5 months of the platform operation

# INTERNATIONAL AND REGIONAL COOPERATION

## International Cooperation

In the course of reinforcing the image of the Russian Federation on the global stage, encouraging entry of the Russian regional export companies into external markets and developing the trade and economic relations with foreign countries, the Roscongress Foundation arranges off-site events abroad, forms foreign delegations, arranges roundtables and country pavilions on the sidelines of the events of the Foundation, bilateral business forums, "Russian Days", business missions and other multiformat projects for representatives of business and official community of Russia and foreign countries

## The Roscongress Foundation offers effective solutions for promoting the regions of the Russian Federation, including their investment and export potential:

- Arranging off-site foreign events – roadshows of Russian regions
- Holding regional field sessions within the framework of the project "Russia's Regions: New Areas of Growth"
- Promoting the brands of the regions at the country's major congress events
- Promoting investment potential of the regions via Roscongress Foundation's international and regional partner network



# OUR PARTNERS AND CUSTOMERS

## Government Institutions



## Development Agencies and Institutions



## Regional Partners



## Companies and Corporations



# **YOU ARE WELCOME TO EMPLOY OUR INVESTMENT PROMOTION SERVICE!**

**Alexander SHATIROV**

Director of the RC-Investments Fund

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