



**ROSCONGRESS**  
RC-INVESTMENTS

**INVESTMENT  
PROMOTION  
PLATFORM**







**ANNUALLY**

 **>100**  
events from Montevideo to Vladivostok

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

 **>15,000**  
media representatives

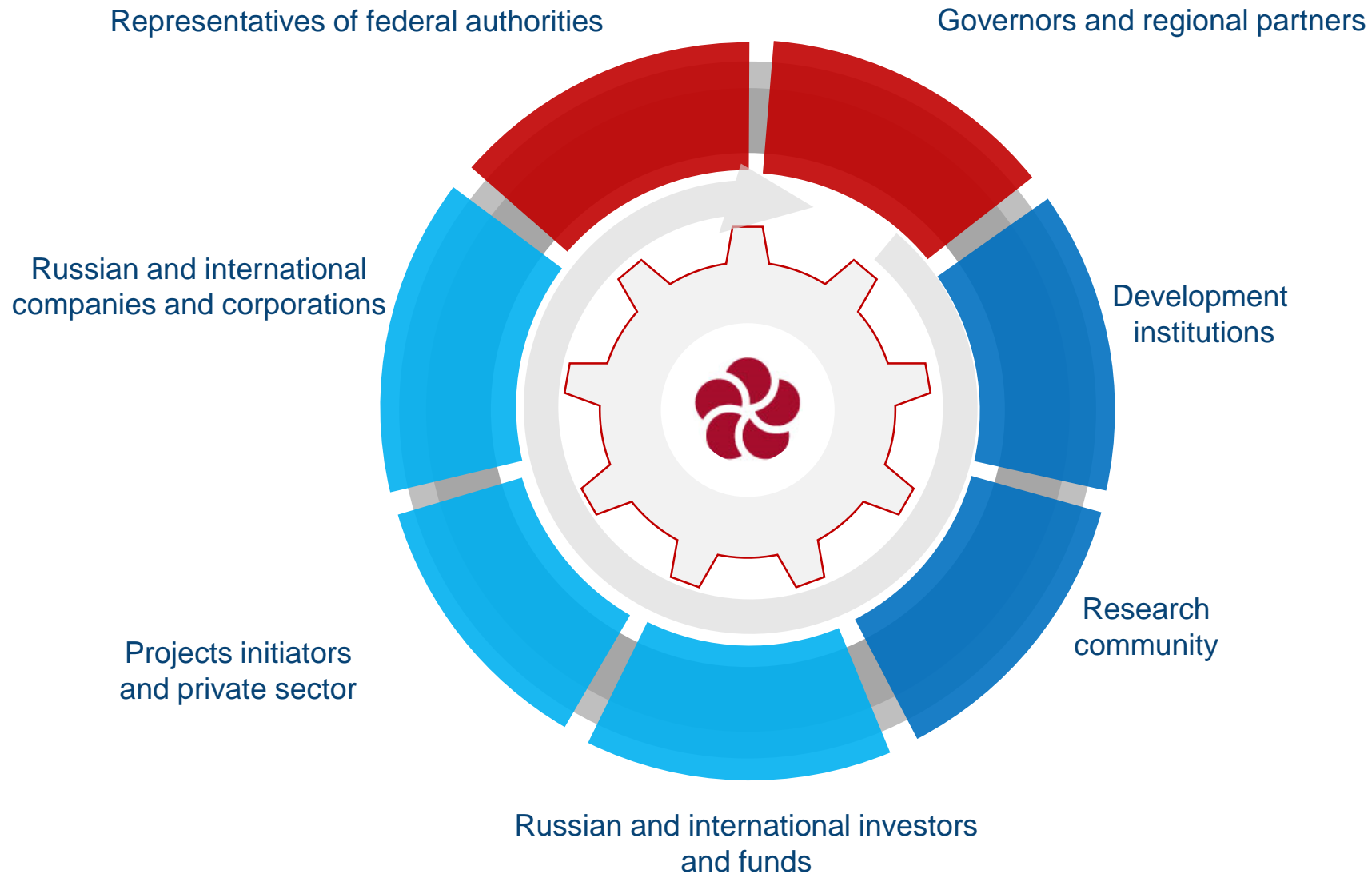
**The Roscongress Foundation** is a socially oriented non-financial development institution and a major organizer of international conventions, exhibitions, and public events.

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.

- 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.



## 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 80,000 participants from 195 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.

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

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

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

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

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

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

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

**8** Promoting projects at the key platforms and events of Roscongress Foundation

**9** Involving and coordinating work of other professional consultants



**BUSINESS  
SOLUTIONS  
SUPERMARKET**

## 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>TYPE OF THE CUSTOMER*</b>        | <ul style="list-style-type: none"> <li>Large and medium businesses</li> </ul>  |
| <b>AMOUNT**</b>                     | <ul style="list-style-type: none"> <li>Project budget from equivalent of 15 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>high-tech and IT-projects;</li> <li>processing industries, including natural resources processing;</li> <li>infrastructure and public-private partnership;</li> <li>engineering / local content of equipment manufacturing, i.a. high-tech;</li> <li>energy / metals and mining industry / oil and gas;</li> <li>agriculture;</li> <li>travel and recreation industry.</li> </ul> </li> </ul> |
| <b>PROJECT STAGE</b>                | <ul style="list-style-type: none"> <li>Project Feasibility Study (PFS) /business plan is in place</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> </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>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) from 15%;</li> <li>payback period (PBP) up to 7 years;</li> </ul> </li> <li>Strategic project feasibility with regard to behavior of prices and competitors' actions on the target markets</li> </ul>  |

\* In some cases the type of the customer can be changed and the amount of the deal can be raised.

\*\* In some cases the amount of the project/deal can be changed.

## 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

## 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 multifunctional 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



МИНИСТЕРСТВО РФ  
ПО РАЗВИТИЮ ДАЛЬНЕГО  
ВОСТОКА



Российский союз промышленников и предпринимателей  
Основан в 1991 году



Торгово-промышленная палата  
Российской Федерации  
В интересах бизнеса, во благо России

## Development Agencies and Institutions



АГЕНТСТВО ДАЛЬНЕГО ВОСТОКА  
ПО ПРИВЛЕЧЕНИЮ ИНВЕСТИЦИЙ  
И ПОДДЕРЖКЕ ЭКСПОРТА



Корпорация  
МСП

фрци



АГЕНТСТВО  
СТРАТЕГИЧЕСКИХ  
ИНИЦИАТИВ

## Regional Partners



КОРПОРАЦИЯ РАЗВИТИЯ  
КРАСНОДАРСКОГО КРАЯ



КОРПОРАЦИЯ РАЗВИТИЯ  
РЕСПУБЛИКИ САХА (ЯКУТИЯ)  
АКЦИОНЕРНОЕ ОБЩЕСТВО



КОРПОРАЦИЯ  
РАЗВИТИЯ ТУЛЬСКОЙ  
ОБЛАСТИ



Корпорация развития  
Ярославской области



ФОНД РАЗВИТИЯ  
ЮГРЫ



КОРПОРАЦИЯ  
РАЗВИТИЯ  
УЛЬЯНОВСКОЙ ОБЛАСТИ



ИНВЕСТИЦИОННОЕ  
АГЕНТСТВО  
ПРИМОРСКОГО  
КРАЯ



КОРПОРАЦИЯ  
РАЗВИТИЯ  
РЕСПУБЛИКИ  
КАРЕЛИЯ

ЕНИСЕЙСКАЯ  
СИБИРЬ



КОРПОРАЦИЯ  
РАЗВИТИЯ  
КАЛИНИНГРАДСКОЙ ОБЛАСТИ



Корпорация развития  
Мурманской области



Корпорация развития  
Чувашской Республики



Архангельская область  
КОРПОРАЦИЯ РАЗВИТИЯ

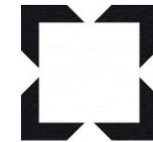
## Companies and Corporations



РОСАТОМ



Агентство  
по страхованию  
вкладов



СБЕРБАНК  
Всегда рядом



Ростех



РОСНАНО



Инновации



V-Tell

GROUP OF COMPANIES



САФМАР



Тинькофф  
Банк

финансовая  
группа



中国文化艺术有限公司  
CHINA NATIONAL CULTURE & ART CO., LTD.




Together We Make Tomorrow Happen





You are welcome to employ our investment promotion service!

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