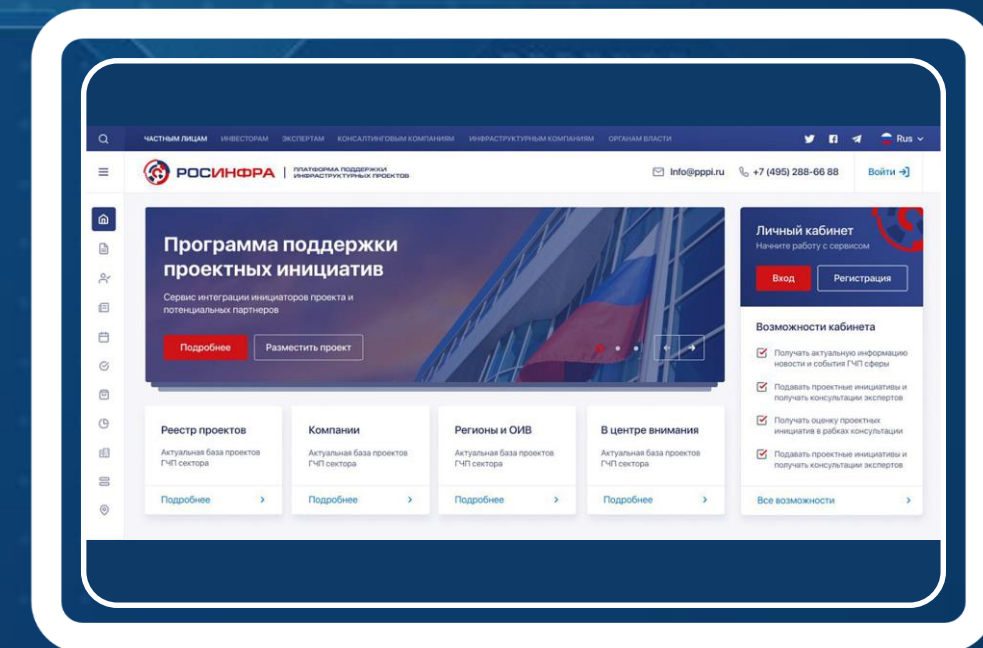




ROSINFRA
PLATFORM IN SUPPORT
FOR INFRASTRUCTURE PROJECTS

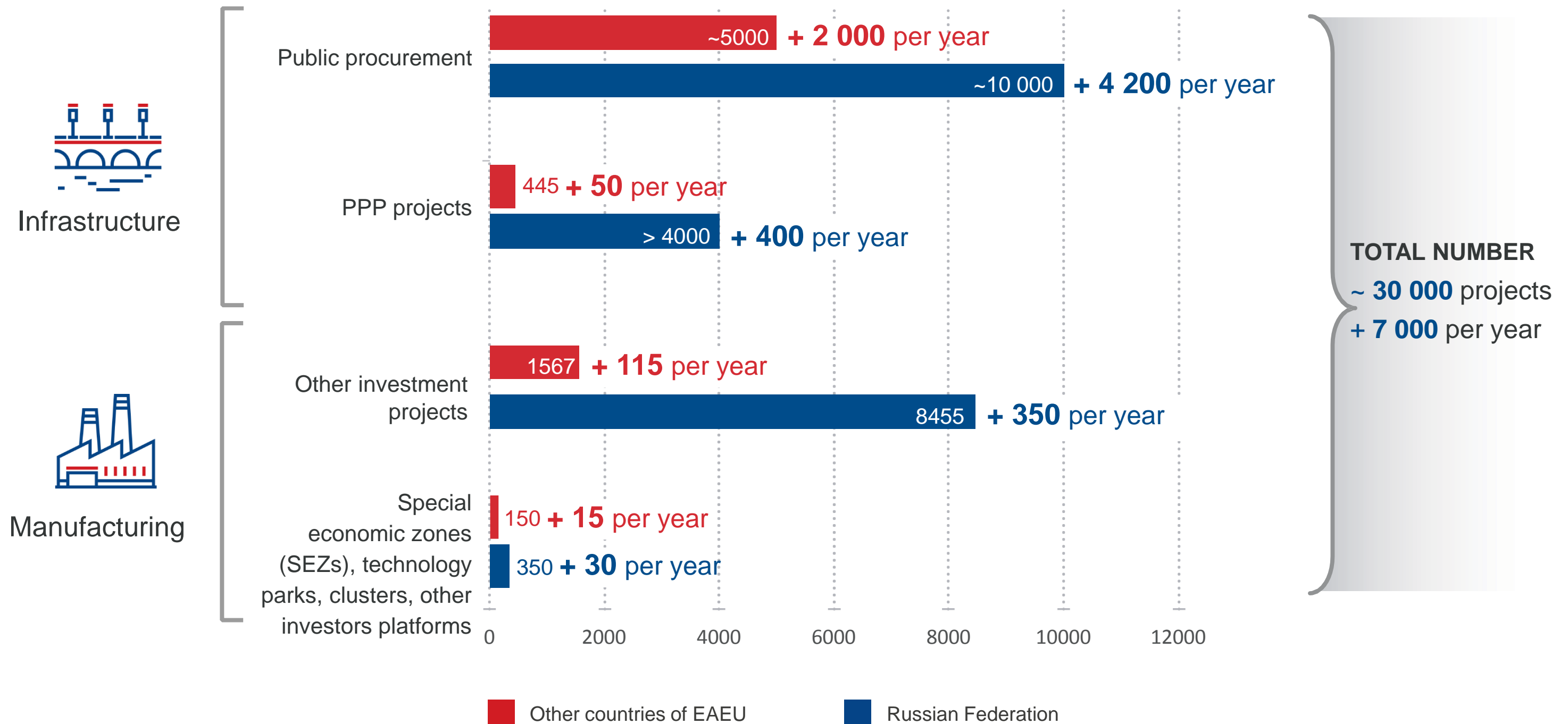
ROSINFRA

Comprehensive Digital Solution
for Developing and Launching
Infrastructure and Investment
Projects with Public Participation



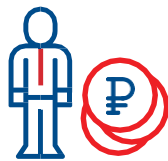
NATIONAL CENTER
FOR PUBLIC PRIVATE
PARTNERSHIP

THE NUMBER OF PROJECTS IMPLEMENTED





lack of experience and low awareness of existing forms of public participation in investment projects (PPP, concessions, special investment contracts, SPICs, life cycle contracts, LCCs, SEZs, advanced development territories and etc.)



difficulties and high costs of attracting qualified experts to prepare and initiate investment projects with state participation, especially with investments exceeding 500 mln rubles



public partners do not effectively assess and communicate investment needs (initiatives, property) **and opportunities** (investment platforms, benefits, etc.)



investors face difficulties in searching for potential partners in project implementation: financing organizations, developers, equipment suppliers, designers, operators, etc.



there is no comprehensive data base reflecting current situation and market trends (including fundamental analytics and statistics, court practice, legislative initiatives, information about foreign trends etc.)



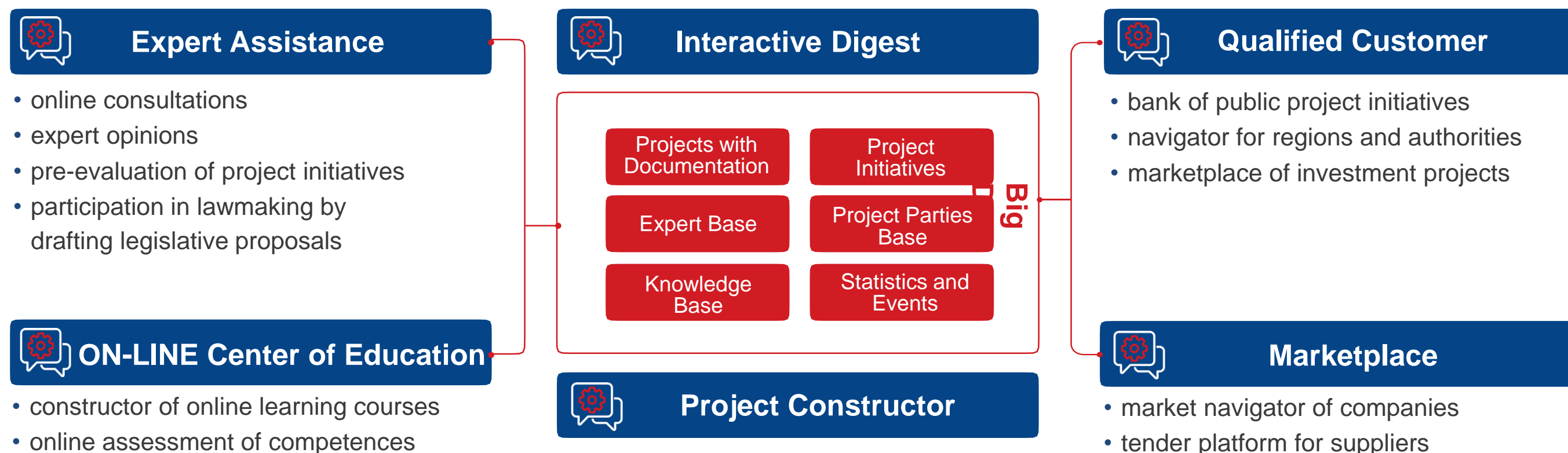
lengthiness of procedures conducted in the course of a feasibility study in order to receive public funding (co-financing from the budget, incentives and allowances)



need for continuous assessment and ever rising expertise in PPPs, taking into account the rapidness of changes in regulation and practice

MISSION - TO FACILITATE EFFECTIVE COMMUNICATION BETWEEN PARTIES IN INVESTMENT PROJECTS BY PROVIDING SERVICES THAT ALLOW:

- sharing of experience, attracting experts to structure and implement projects quickly and conveniently
- setting the preferred project settings online (“Constructor”) and evaluating its effectiveness (“Efficiency calculator”)
- instantly getting complete, updated and reliable information about the market and investment initiatives
- streamlining communication between project team members, users, experts and authorities
- searching for and selecting a partner to develop, launch and implement projects
- training and outstaffing specialists and attracting experts to projects implementation

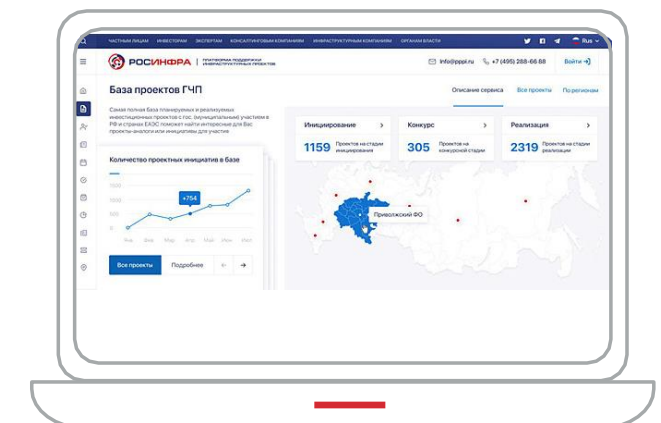
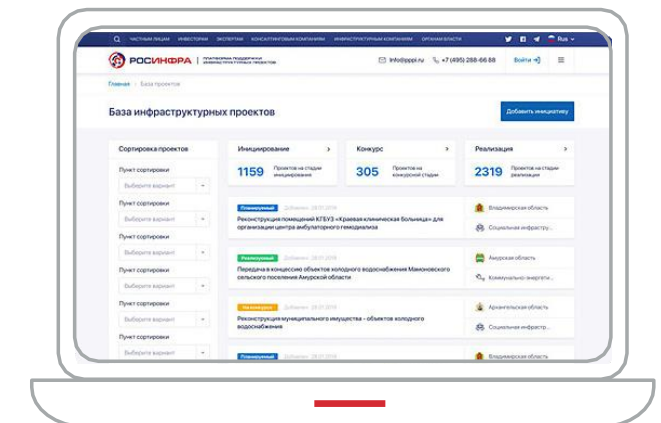




DESCRIPTION:

«**Bank of Projects**» allows searching for active projects with all related documents and characteristics

«**Constructor**» (based on the data in the “Bank of Projects”) helps in choosing the best financial, legal, technical and economic characteristics of a project at an early stage and to choose the most appropriate case-projects



KEY ADVANTAGES:

5 300 PPP projects

8 000 documents related to projects (agreements, financial models, presentations, feasibility studies)

350 characteristics for every project

→ a detailed description of technical-economical substantiation of objects, financial and legal conditions

→ peer review of data by representatives from public and private parties



DESCRIPTION:

“**Qualified customer**” is a service for public partners (authorities) that allows managing a project and aggregating legislative proposals related to investments in infrastructure.

Each authority has an individual page with a certain set of functions and sections.

SECTIONS AND FUNCTIONS:



General information about the public partner and its policy to attract investments + contacts



Project experience of a public partner and basic KPIs of its investment policy



“Infrastructure Plan” - a plan for launching PPPs and other infrastructure projects of a public partner



Regulatory and methodological framework for promoting investments



Road-show of projects and online services to communicate with prospective investors

WHY DO PUBLIC PARTNERS NEED IT?

- “**single window**” for all communications
- **ability to manage a “portfolio” of projects** through the use of a “Constructor” and a “Budget efficiency calculator”
- **automated calculation** of the indicator “Level of PPP Development” (for subjects of the Russian Federation)

HOW CAN IT BE USED BY INVESTORS?

- **search for potential investment projects** (by public partners, by industry, by type investment or by a mix of preferences)
- **determine the level of possible** partnership and initiate relevant negotiations online



DESCRIPTION:

Ongoing Analytical Digest is an interactive tool with a wide range of filters for displaying and visualizing of information (by sectors, industries, regions, forms of project implementation, types of investment, etc.)

INTERACTIVE DIGEST SECTIONS



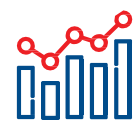
Infrastructure Needs and Gaps



Infrastructure in Strategic Documents, Budget and Programs



Private Investment in Infrastructure Development



Infrastructure Development Potential and PPP Projects Implementation in Russia



Legislative Proposals: Recent Changes and Prospects



Law Enforcement: Decisions of the Courts and Regulatory Bodies



Indicators of Financial Market in Russia



Key Trends in Infrastructure Development in the World and in the EAEU

7 years
of data
collecting

20 tables
with filters
and export

15 infographics



weekly
rolling
updates

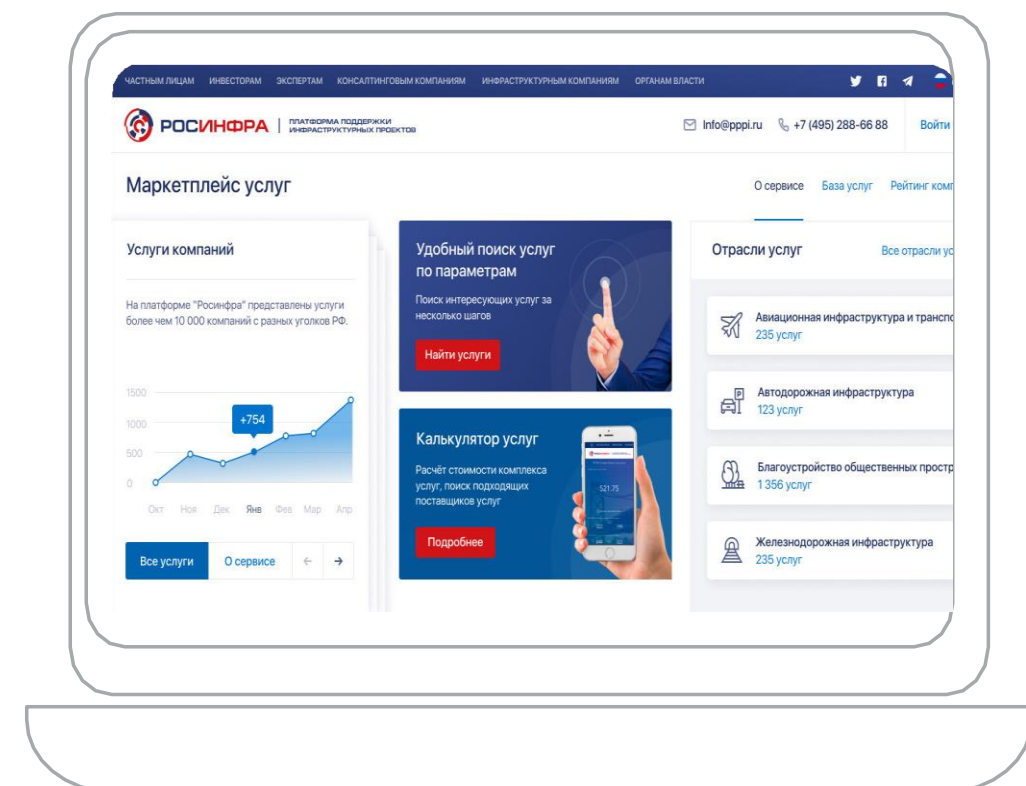


DESCRIPTION:

Navigator for Services and Companies, available and operating in the market, aggregates all information about company experience and expertise, range of services and terms and conditions (in some cases “Calculator” can be used to see final cost)

GROUPS OF COMPANIES INCLUDE:

- consultants (legal, technical, financial, fiscal etc.)
 - construction companies and designers
 - suppliers of equipment and components
 - suppliers of building materials
 - providers of ICT solutions and products
 - operators and commercial subtenants
 - financing organizations (banks, funds)
 - equity investors
 - other market participants (insurance companies, self-regulating organizations, etc.)
- + **rating** based on user feedback
+ **tender ground** for choosing the best provider

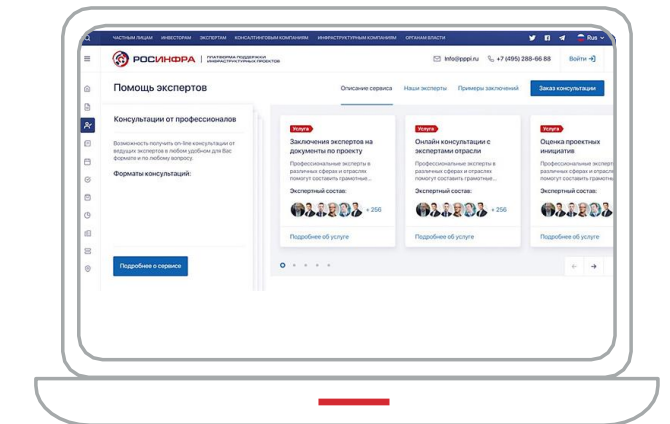




DESCRIPTION:

On-line Expert Advisory allows:

- ✓ sending a request for consultation on a specific topic
- ✓ choosing convenient time to receive the answer
- ✓ selecting experts offered by managers of the Platform (experts are ranked by experience, industry, profile, etc.)
- ✓ getting an immediate advice (via video or audio call, written analytical information, etc.)



Expert Opinions on Documentation (“Second Opinion”): allows sending a request for expert opinion (all experts are accredited on the Platform) on project documents including agreements, contracts, financial models, investment memorandums, tax assumptions etc.

KEY ADVANTAGES:

300 experts, specializing in PPPs, investment contracts, concessions, industry regulation, taxes, construction etc.

5 tried and tested standard forms of agreements: draft concession agreement, financial model, feasibility study, fiscal project features, investment memorandum



DESCRIPTION:

Online Platform for Education, Training and Professional Development in PPPs, investment and infrastructure projects implementation

SUBSECTIONS:



Knowledge base (guidance materials, presentations, video lectures, current legislation and etc.)



Online educational programs on PPP project management (E-Learning)



Case-studies with online advice from experts with relevant project experience



Educational programs constructor with top market experts as mentors of the programs



Competence assessment center with leading market experts; the certificate is granted upon successful completion of tests



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