



CAPABILITY STATEMENT

Russia | 2025



History and Values



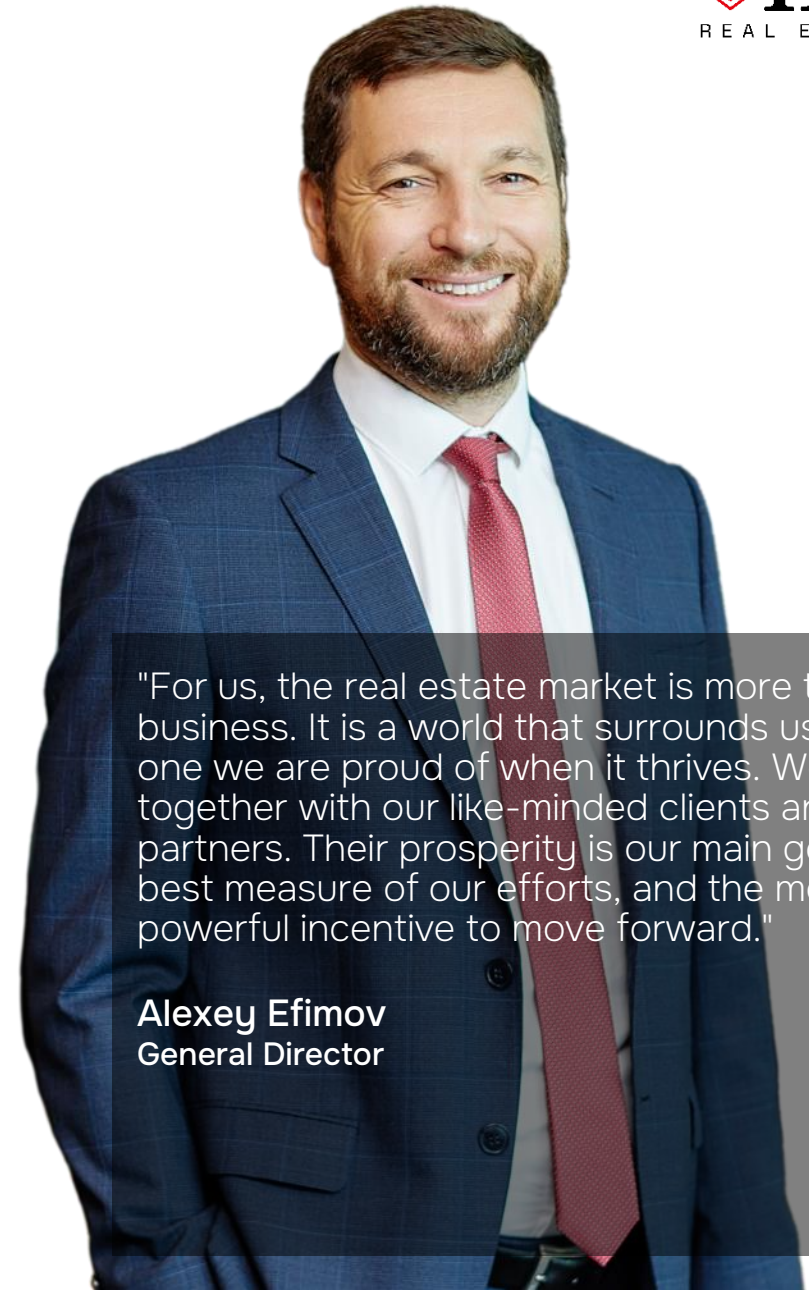
A **LEADER** in the professional real estate market. Until March 2022 the team was operating in Russia and the CIS under the **JLL** brand.

The **FIRST** professional consultant in the industry to enter the country. It was we, together with our clients, who created what is now for all of us the usual world of commercial real estate.

Our **MISSION** today is to help all companies adapt to the new situation and make the right decisions.

Our long term **GOAL** is to help our clients to realize their most ambitious ideas to preserve and expand the capital with the expertise of our team and cutting-edge technologies.

Our main **VALUES** are teamwork, ethical conduct, and high level of professionalism. This is at the core of our corporate culture, the way we treat our clients, and what we do.



"For us, the real estate market is more than just a business. It is a world that surrounds us, and the one we are proud of when it thrives. We create it together with our like-minded clients and partners. Their prosperity is our main goal, the best measure of our efforts, and the most powerful incentive to move forward."

Alexey Efimov
General Director

In Numbers

27 years
in the Russian
and CIS market

> **200** deals

of real estate lease and sale every year

> **50-70** bln rubles

annually, in the portfolio of investment deals

> **120** mln sq. m

of high quality office, warehousing
and retail properties offered



Focus on details

- that is our slogan, our philosophy and key principle

The strength of any structure depends on the quality of the elements that make it up. The solution to any problem combines multiple factors that should be identified and taken into account. We strive for perfection in our work, it is this rule that guides us, prompting us to diligently check every detail.



Capital and Investments Markets

Metropolis Shopping Mall
The sale of the IBC Real Estate property

Capital Markets and Investments

Since 2000 we have implemented the projects for commercial and residential properties in Russia and the CIS **for the total value of USD 15 billion.**

SEGMENTS



Warehouses



Offices



Shopping Centers



Housing



Hotels



Land plots for development



Mixed-use projects

SERVICES

Representing the interests of sellers or buyers in asset purchase and sale transactions

Raising capital and structuring joint ventures

Buying real estate or production facilities including those adjacent to real estate

Getting borrowed funding and MBO/LBO deals

"We create added value at every step of an investment deal, offering our clients comprehensive support from searching for prospective investors to successfully closing the deal, paying close attention to every detail of every transaction."

Mikael Kazaryan
Head of Capital Markets and Investments

SERVICES



Representing the interests of sellers or buyers in asset purchase and sale transactions

Comprehensive support at all stages of the real estate sale for our clients:

- Preparation of a package of marketing materials
- Developing and justification of the financial model for the asset
- Access to a wide list of potential buyers
- Coordinating efforts of all the participants to successfully close the deal



Raising equity and structuring joint ventures

At various stages, a business may require additional investment to ensure further development; our team will help:

- find the right partner for a joint venture – both domestically and in new geographies
- develop an optimal financing option and agree on the terms of the new partnership.



Leveraging

Partnerships with leading Russian and international banks allows our team to get preferential loan terms for the company's shareholders:

- Project financing of development projects
- Property-secured lending and real property flows
- Projects for refinancing loans of varying levels of structuring complexity (including loans from foreign banks secured by assets in Russia)
- Syndicated loans
- Cross-border and regional projects



Buying real estate or production facilities including those adjacent to real estate (M&A deals)

- Finding suitable assets for your business
- Analysis of asset value and future synergies with the existing business
- Coordination of due diligence and negotiation process prior to closing in the interests of our clients

Capital Markets and Investments

Biggest deals



A portfolio of hotel assets, 10 hotels in Moscow, Saint Petersburg, Murmansk and Yekaterinburg

Seller Wenaas Hotel Russia AS
Buyer AFK Sistema
Area 264,100 sq. m.
 4,000 rooms
Value 203 mln rub.

The largest deal in the history of the hotel market involving the sale of assets of Wenaas Hotel Russia AS.



The portfolio of MEGA shopping malls located all across Russia

Seller Ingka Centres
Buyer Gazprombank
Area 2.3 mln sq. m.
 15 malls
Value confidential

The largest deal in the history of retail real estate involving the sale of the MEGA malls



Pulkovo Sky BC, Saint Petersburg

Seller EKE
Buyer Balchug Capital
Area 76,000 sq. m.
Value 7- 8 billion rub.

The sale of one of the largest class A office buildings in Saint Petersburg



Metropolis Mall, Moscow

Seller Hines
Buyer Balchug Capital
Area 205,000 sq. m.
Value confidential

The sale of one of the most visited commercial real estates in Moscow

* CRE Moscow Awards 2024. Winner in the Sale of the Year Nomination: the sale of the MEGA malls
 CRE Federal Awards 2024. Winner in the Sale of the Year: the sale of a portfolio of hotel assets

Capital Markets and Investments

Biggest deals



**Kantemirovsky BC
Saint Petersburg**

Seller Fortis-Invest
Buyer Huawei
Area 50,930 sq. m.
Value RUB 5 - 6 billion

The sale of a business center to the electronics manufacturer Huawei for subsequent re-purposing as the R&D center



**Torgovy Kvartal Shopping Mall
NABEREZHNYE CHELNY**

Seller Granit Polus
Buyer Central Properties
Area 37,500 sq. m.
Value RUB 1 - 1.5 billion

The sale of a regional retail and entertainment center built by the Hungarian developer Granit Polus Group



**SK Logopark Trouitsky,
Saint Petersburg**

Seller Ashmore/Spinnaker PLT and Mubadala
Buyer Fund in conjunction with RFPI
Area 110,000 sq. m.
Value RUB 5 - 5.5 billion

The largest deal in warehouse facility sales in the St. Petersburg market.



**Technopolis BC,
Saint Petersburg**

Seller Technopolis
Buyer Sterh
Area 43,135 sq. m.
Value RUB 4 - 5 billion

The largest investment deal in the office space market in Saint Petersburg



Land assets
and development


Land assets and development

20 years of practical experience in supporting projects from land acquisition through conceptualization and urban planning, from structuring the transaction to the sale of the property (M&A transactions).

SERVICES

Comprehensive support for our clients at all stages of the infrastructure and urban development preparation of land assets, including their brokerage both on the side of the seller and that of the buyer:

- Land development consultancy
- Assessment of urban planning potential
- Assistance in pre-project urban planning studies
- Assessing investments in land assets with a view to development/redevelopment, carrying out feasibility studies and developing financial models for the client/bank
- Land plot brokerage



"If you're looking for a property to develop or redevelop, or you don't know what to do with the land you already have, or you want to convert your property into the maximum amount of cash you can get from it, we're always there to consult and offer professional services, including those related to legal and urban development issues."

Dmitry Shelkovskiy
Head of Land Assets and Development

An architectural rendering of a modern office building complex. The scene features three prominent skyscrapers with facades of blue and red panels. The tallest building on the right has a distinctive stepped top. In the foreground, a multi-lane highway with blurred cars and streetlights is visible. The sky is bright blue with light clouds. The overall style is clean and professional, typical of real estate marketing materials.

OFFICE

Mangazeya BC
IBC Real Estate Exclusive

OFFICE

PROPERTY TYPES

- Office buildings
- Office spaces
- Flex/co-working offices
- Land plots
- (Re-)development projects

SERVICES FOR OFFICE SPACE OWNERS

-  Tenant search
-  Buyer search
-  Sales strategy development
-  Turn-key Fit-out

SERVICES FOR OFFICE SPACE USERS

-  Office search (lease or purchase)
-  Assistance in managerial decision-making
-  Re-negotiation of existing lease agreement
-  Sublease of surplus space
-  Commercial negotiation on behalf of tenants
-  Turn-key Fit-out
-  Workspace strategy



"Our team has for more than 10 years now been helping office space landlords and tenants find the best business solutions. Our expertise is based on intimate knowledge of the market, regular research studies, and a genuine passion for what we do."

Ekaterina Belova
Head of Office Department



Key Clients

ROSTEC

TECHNODYNAMICS

RUSSIAN MAIL

RUSATOM

MOSCOW STOCK

EXCHANGE

SBER

PBE

YANDEX

WILDBERRIES

ALL INSTRUMENTS

BARILLA

SEVERSTAL

ALFA INSURANCE

X5 RETAIL GROUP

HUAWEI

AB INBEV

INTEL

DYSON

BNP PARIBAS

L'OREAL

SUMITOMO MITSUI BANK

HARMAN

AUTODESK

HP

JET BRAINS

OLYMPUS

YOKOHAMA

OFFICE

Exclusive listings



**Siemens HQ,
Moscow**

Exclusive manual for leasing properties

Area:
27,900 sq. m.

The project was completed in just 3.5 months, a record short time.



**Actor Gallery BC,
Moscow**

Exclusive manual for leasing properties

Area:
9,400 sq. m.

IBC Real Estate team was engaged in the project a second time.



**White Sea BC,
Moscow**

Exclusive manual for leasing properties

Area:
6,250 sq. m.

Sale of office space as part of the development of a multifunctional property.



**Intel HQ,
NIZHNY NOVGOROD**

Exclusive manual for selling properties

Area:
10,900 sq. m.

IBC Real Estate team closed the sale of the property in a new regional market



INDUSTRIAL & LOGISTICS

Mikhailovsky Development (Lobnya)
IBC Real Estate Exclusive

Industrial & Logistics

PROPERTY TYPES

- Warehouse facility
- Logistics center
- Industrial complex
- Land plots
- Industrial parks
- Light Industrial

SERVICES



Transactions for lease, purchase of warehouse and industrial facilities



Search for a land plot, developer and/or general contractor



Implementation of turnkey construction projects for lease and ownership of the facilities



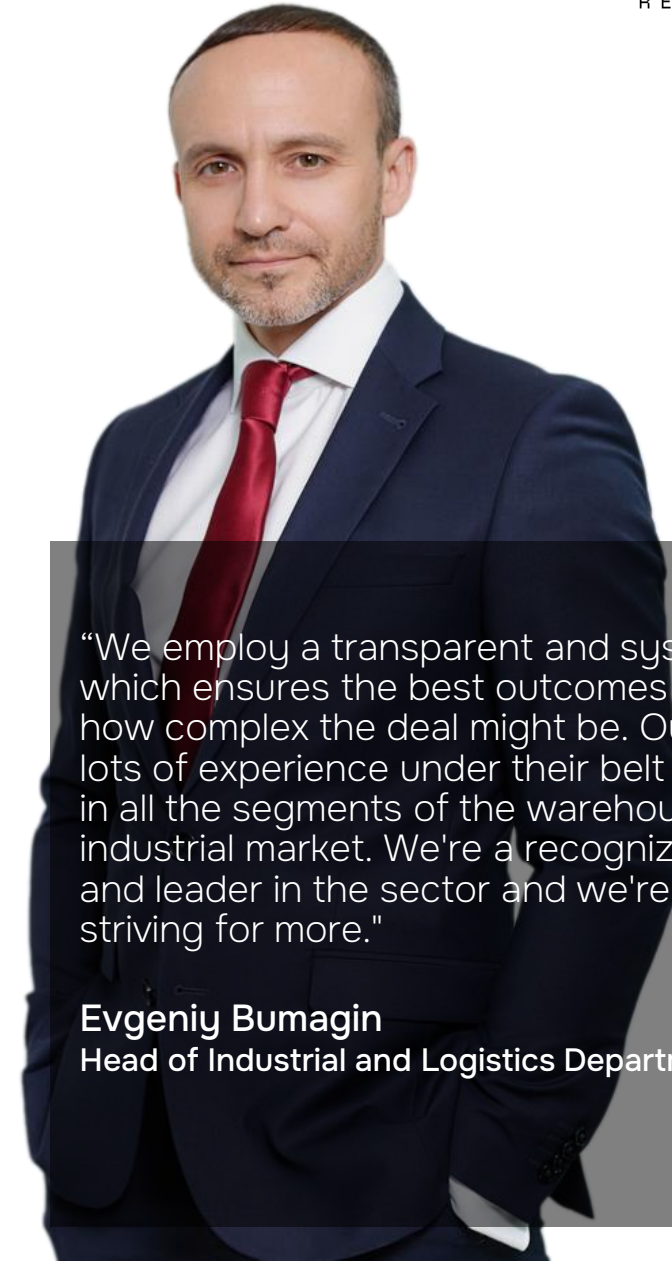
Conduct of tenders for logistics services



Optimization of lease terms and conditions



Exclusive representation of clients in all types of transactions



“We employ a transparent and system approach, which ensures the best outcomes regardless of how complex the deal might be. Our team's got lots of experience under their belt in all the segments of the warehousing and industrial market. We're a recognized expert and leader in the sector and we're always striving for more.”

Evgeniy Bumagin
Head of Industrial and Logistics Department



Key Clients

LEROY MERLIN

ALLTOOLS.RU

RUSECO

YANDEX MARKET

WILDBERRIES

OZON

PEK

MERCEDES

VOLKSWAGEN

BOSCH SIEMENS

ADIDAS

GRASS

REFRESH-LOGIC

BUSINESS LINES

EKF

DNS

MISTRAL TRADING

MARS

ELDORADO

GENERAL MOTORS

HAVI

MARSCHROUTE

VOLVO

IEK GROUP

Fili-Baker

Yamaguchi

Pernod Ricard



Retail
real estate

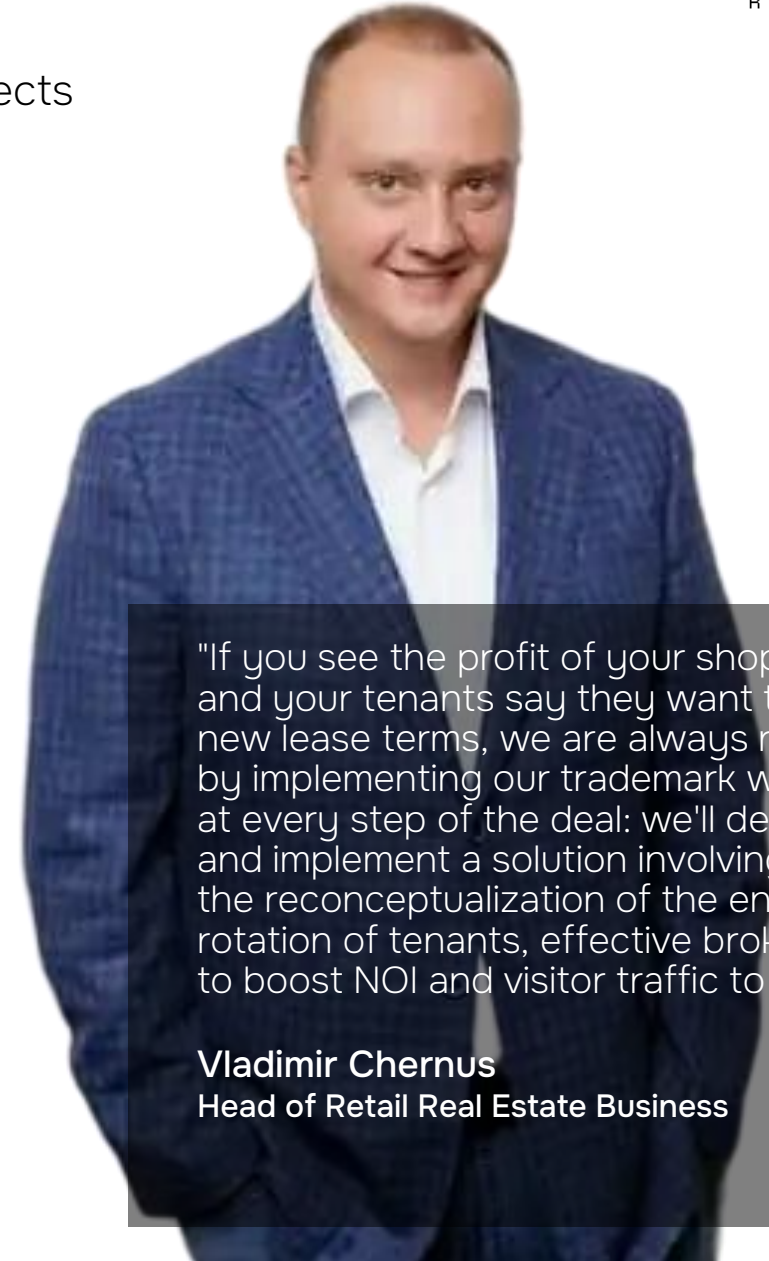
IBC Real Estate's project to utilize
the land plots next to the MEGA malls(10 locations)

Retail real estate

18 years of practical experience in supporting retail real estate projects from the pre-brokerage concept development to asset stabilization, followed by preparation to the sale (M&A).

SERVICES

- Analysis of the best use cases and development of concepts for retail properties, design recommendations
- Optimizing tenants to maximize total rent from the property
- Brokerage: help with acquiring, selling and leasing out retail properties
- Business audit: analysis and recommendations for how to improve business performance and property management
- Development of concepts: updating product and planning solutions to boost competitive performance



"If you see the profit of your shopping mall falling and your tenants say they want to agree upon new lease terms, we are always ready to help by implementing our trademark win-win strategy at every step of the deal: we'll develop and implement a solution involving the reconceptualization of the entire property, rotation of tenants, effective brokerage to boost NOI and visitor traffic to the property."

Vladimir Chernus
Head of Retail Real Estate Business



PROJECT MANAGEMENT

Huawei office in the Smolensky Business Center
IBC Real Estate Project | RITM Project

Project management

Today our main task is **IMPECCABLE implementation** of construction projects of any scale

SERVICES



CAPITAL CONSTRUCTION

- Technical customer
- Development of a project implementation strategy
- Budgeting
- Procurement organization
- Design management, obtaining approvals and permits
- Construction supervision
- Facility commissioning



INTERIOR FINISH

- Development of a strategy and implementation schedule
- Budgeting
- Procurement organization
- Design and construction management
- Project risk management
- Construction Quality Assurance
- Premises commissioning and opening



PROJECT DESIGN

- Planning solutions
- Design concept
- Bidding and detailed design documentation
- Design engineering
- Designer supervision



TECHNICAL AUDIT

- Building survey
- Land survey
- Permit document audit
- Reconstruction cost analysis
- Budgeting
- Technical evaluation of buildings, structures, storage facilities



"We manage construction projects, which includes on-site supervision, essentially we act as the product owner, developing designs, drafting bidding and working documentation, hiring contractors for interior design, conducting technical audits and implementing turnkey construction projects."

Inna Travina
Head of Construction Projects Management
at IBC Real Estate
RITM Project Managing Partner

Project management



Aviapark

The largest mall in Europe and Moscow

- Leased area: 225,000 sq. m.
- Coordinating the finishing works carried out by the tenants: over 250 stores with a total floor area of 200,000 square meters, with up to 180 projects in progress at the same time.



Huawei

Offices on Smolenskaya, Moscow

- Leased area: 7,500 sq. m
- Managing the project and the construction site, including the work carried out by the proprietor's general contractor.



M.Video

Finishing of a new office in Moscow

- Leased area: 15,000 sq. m.
- Developing layout solutions, a design concept and property blueprints
- 3D Tour



Sanofi

Office renovation in Moscow

- Leased area: 6,630 sq. m.
- Interior decoration project management (Class-A office), construction supervision and budgeting



O1 Properties

22 business centers in Moscow

- Total floor area: 640,000 sq. m
- Generating comprehensive reports on the condition of business centers for purchase and sale deals



Heart of the Capital

A multifunctional residential complex in Moscow

- Total floor area: 250,000 sq. m.
- Comprehensive technical and financial audit of a 50% complete unfinished construction project, verification of the estimated construction costs.

Project management

Industrial construction is one of the main drivers of the economy. Industrial and warehouse complexes are an important part of the infrastructure.



CONCEPTUAL DESIGN

- Pre-outline of the master plan
- Pre-planning of buildings and structures
- 3D visualization of buildings and structures
- Site layout
- Project technical and economic indicators
- Budget and implementation schedule
- Financial modeling
- Development of design specifications



TECHNICAL CUSTOMER

- Obtaining the building permit
- Obtaining the Specifications
- Design management
- Pass
- Analysis of cost estimates and contracts
- Optimization of design and construction solutions
- Development of a work schedule
- Technical, economic, and qualitative comparison of components, parts, structural elements and equipment



CONSTRUCTION CONTROL

- Monitoring compliance with construction cost estimates
- Control of the volume of work performed
- Monitoring compliance with design (working) documentation and technical standards
- Quality control
- Monitoring remedial actions
- Acceptance of completed works
- Acceptance of as-built documentation
- Commissioning tests of equipment, service lines and utilities
- Participation in the commissioning



FEE-DEVELOPMENT (turnkey project)

- Conceptual design
- Marketing support
- Development of "Conceptual Design" and "Detailed Design" stages
- Technical customer and construction supervision
- Securing financing
- Commercial implementation of project
- Monitoring compliance with project financial indicators

Project management



Warehouse facility

- Total floor area: 126,600 sq. m.
- Technical certification of buildings
- Managing the consolidation of three distribution centers into one
- Construction supervision



Building automotive parts manufacturing facilities

- Total floor area: 15,000 sq. m.
- Comprehensive project management
- Construction and technical supervision



Warehouse facility

- Total floor area: 51,000 sq. m.
- Design management
- Managing construction projects, construction supervision
- Technical certification



Construction of a pharmaceutical factory

- Total floor area: 12,175 sq. m.
- Production capacity: 2 billion pills, with an option to scale up to 8 billion.
- Project management, construction supervision



Conceptual design

- Total floor area: 90,000 sq. m.
- Development of the warehouse complex concept (Master Layout, TEP, 3D scheme)
- Feasibility study. Budget and financing schedule, financial modeling



Conceptual design

- Total area: 345,000 sq. m
- Development of the warehouse complex concept (Master Layout, TEP, 3D scheme)
- Feasibility study. Budget and financing schedule, financial modeling



Strategic Consulting

The area at the Belorussky railway station
IBC Real Estate project

Strategic Consulting

Since 1997, we have implemented over 700 strategic consultancy projects in Russia, CIS countries, and other former USSR regions.

SEGMENTS



Warehouses



Offices



Shopping Centers



Housing



Hotels



Land plots for development



Mixed-use projects

SERVICES

Analysis of market prerequisites for development project implementation

Analysis of the site's highest and best use

Developing a portfolio optimization strategy

Optimization of the project concept

Reconceptualization

Support of architects' work within the framework of the terms of reference



"We can help understand the market, what's going on in it, whether or not your project will succeed and offer an effective strategic solution for any kind of asset. The broad experience and unique competencies of our team enable us to bring to life the most ambitious projects of our clients."

Ksenia Alexandridi
Head of Strategic Consulting Department

SERVICES



Analysis of market prerequisites for development project implementation

Express assessment of market conditions:

- Conclusion on the prospects of the project location and format
- Overview of the market, project submarket and relevant competition
- Conclusions about the project profitability at all stages of implementation, forecasts of plausible scenarios
- Justification of key opportunities and risks



Development of the portfolio optimization strategy

- Analysis of the potential of each property item in the portfolio, identifying the most attractive and most challenging for the owner
- Testing hypotheses for re-adapting property items for an alternative purpose, modernization potential, etc.
- Comparative financial analysis of various asset development scenarios, including a market sale scenario in the future
- Development of a roadmap, identifying key risks of possible commercial strategies for the projects



Analysis of the best and most profitable uses of a territory Highest & Best Use

Detailed development of a full-fledged concept of a development project:

- Analysis of the possibilities and limitations of the future development area
- Analysis of relevant real estate markets: general trends, trends in the location submarket, competitive environment, achievable income indicators
- Development of up to 2-3 potential concept options
- Comparative financial analysis, including calculation of applicable benefits and subsidies for a particular region and the relevant project segments
- Choosing the optimal concept for the customer with justification of all risks



Project concept optimization / Reconceptualization

- Analysis of qualitative, technical and commercial characteristics
- Determination of the reconceptualization potential based on the latest and projected market trends
- Comparison of scenarios, both in terms of revenue indicators achievable in optimization or reconceptualization scenarios and related risks at the construction stage



Support of architects' work within the framework of the terms of reference

- Providing recommendations regarding technical and quality parameters of planned facilities which are advised and in demand in the industry
- Holding regular meetings with customer's team of architects and designers, clarifying facility parameters
- Joint development of the concept for subsequent transition to design

Locations of some of the projects we implemented

Russia: Moscow, Saint Petersburg, Kazan, Yekaterinburg, Novosibirsk, Perm, Rostov-on-Don, Sochi, Kaliningrad, Samara, Cheboksary, Blagoveshchensk, Kogalym

Kazakhstan: Almaty, Astana, Shymkent, Kokshetau

Uzbekistan: Tashkent, Samarkand, Namangan

Cities in other regions: Minsk, Yerevan, Dushanbe, Batumi

Key Cleints

GK SAMOLET

GLORAX

VEB

GOLDEN HOUSE

Domodedovo Airport

INGRAD

Mangazeya

GAZPROMBANK

ERIELLE

SAMARA AVIACENTER

PIK

CDS

LUKOIL

MURAD BUILDING

Regional airports

AFI Development

KORTROS

VSMPO-AVISMA

TS DEVELOPMENT

Wanda Group

DONSTROY

GUTA

WHITE RAST

ORIENT GROUP

Mitsubishi Corporation

Pioneer

RENOVA

TPS

VERNY CAPITAL

GC REGIONS

Strategic Consulting

Success stories in Russia



The central telegraph building

Project implementation strategy

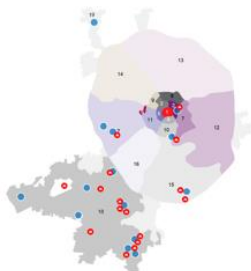
- Location and property analysis
- Market and competition analysis for the retail, office, residential and hotel real estate markets
- Developing property concept options
- Comparative financial analysis
- Property development recommendations



Territory next to the Belorussian train station

Feasibility studies for retail and entertainment centers

- Analysis of the current state of the territory
- A brief overview of the market and competition in the retail segment
- Developing a preliminary concept
- Project implementation schedule
- Key risks analysis
- Financial analysis



GK Samolet, Moscow

Development strategy recommendations

- A review of the office, retail and warehouse real estate markets as well as other custom functions
- High level analysis of client properties and aggregated estimates of key economic indicators for them
- Developing a potential partnership scheme for land owners



White Rust industrial park

Developing a business plan and a financial model

- Analysis of the project location and concept
- Project parameters feasibility study
- Analysis of the market of industrial and warehousing facilities and the competition in it
- A marketing strategy for the project
- Financial analysis and investment assessment

Strategic Consulting

Success stories in Uzbekistan



Developing the concept for a retail and office complex

- Location analysis
- Comparing and contrasting with alternative concepts
- Comparative financial analysis
- Optimal concept recommendations



Developing the concept for a multifunctional complex in Tashkent City

- Macroeconomic overview
- Location analysis
- Market and competition analysis for the retail, office, residential and hotel real estate markets
- Recommendations for the optimal project concept
- Financial analysis

Success Stories in Kazakhstan



Audit of the project concept and financial model

- Location analysis
- Market analysis and competition analysis within the residential and hotel real estate markets
- Analysis of the client's concept and planning solutions, recommendations for their optimization
- Financial analysis



Analysis of the project's financial feasibility

- Market and competition analysis in the retail, office, residential, logistics, healthcare and education real estate sectors
- Investment strategy development
- Financial analysis
- Preparation of recommendations



VALUATION & COST ADVICE

Balchug Campingski Hotel
Project in the IBC Real Estate Evaluation Portfolio | POK

Valuation & Cost Advice

Appraisal of all types of assets and **comprehensive solutions** to challenges that arise at various stages of the project.

SERVICES



APPRAISING ALL TYPES OF ASSETS

- All appraisals are carried out in accordance with Federal Law No 135 on the Appraisal Activities in the Russian Federation and Federal Appraisal Standards approved by the Ministry for Economic Development of Russia
- Appraisal under international appraisal standards
- Appraisal consulting



OPTIMIZING PROPERTY TAXES

- Challenging the cadastral value in court
- Reducing the cadastral value through administrative procedure by identifying an error
- Property tax exemptions based on the actual use of the property.
- Getting a grant for commercial real estate in Moscow



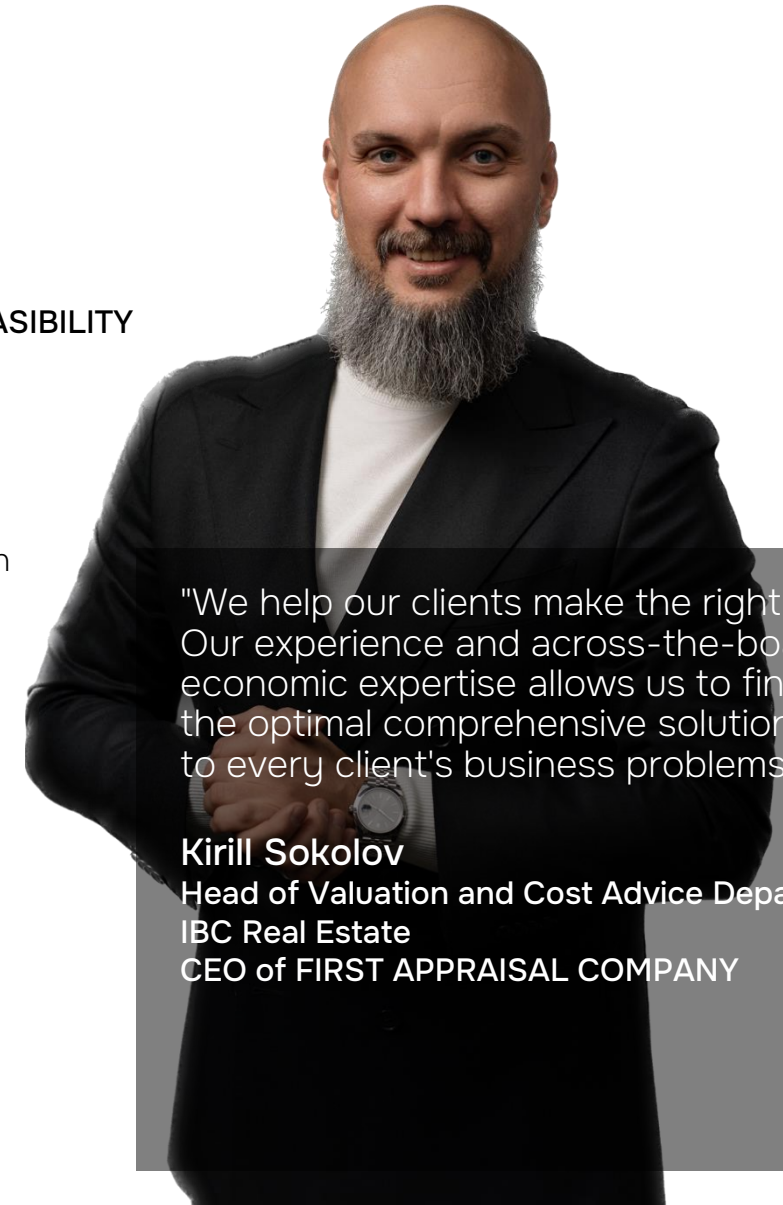
FINANCIAL FEASIBILITY STUDY

- Pre-trial appraisal
- Expertise in arbitration and general jurisdiction courts
- Review of judicial financial and economic examinations



ADMINISTRATIVE GR

- Excluding properties from KPT
- Reducing tax burden on land properties
- Legalization of properties construction without a permit



"We help our clients make the right decisions. Our experience and across-the-board economic expertise allows us to find the optimal comprehensive solution to every client's business problems"

Kirill Sokolov

Head of Valuation and Cost Advice Department
IBC Real Estate
CEO of FIRST APPRAISAL COMPANY

Appraisal success stories

APPRAISAL OF REAL ESTATE AND MOVABLE PROPERTY

- Balchug Campingski Hotel in Moscow
- Appraisal as part of the bankruptcy proceedings for the largest infrastructure construction company Sibmost JSC.
- Appraisal of the assets of the Mariysky Oil Refinery for insurance
- Gruzinsky Val Business Center
- AF12B business center
- Development projects to raise financing for DOM.RF Bank

BUSINESS APPRAISAL

- Share value appraisal for Ostankino Meat Processing Factory
- Brusnika development company
- August-Muslim agro holding
- Movie Theater Booking Company
- Slavyanka Hotels
- Plaza Resort in Kislovodsk
- Green Flow Hotel in Sochi
- Balchug Campingski Hotel in Moscow

APPRAISAL OF INTANGIBLE ASSETS

- The Gambrinus and Black Angus trademarks
- The trademark of the COLDY development company
- The Troika trademark
- Appraising the trademarks of a dairy product manufacturer in view of earning the royalties

✓ Deals closed:
buyout, additional
equity financing,
expanding
the share capital

✓ Management
decision making

✓ Securing
financing

✓ Russian and IFRS
financial
statement

✓ Court disputes

Property tax optimization projects

CHALLENGING THE CADASTRAL VALUE IN COURT

14% | RUB 6.5 mln

The shopping mall on Spartakovskaya St. with the area of 12,800 sq. m; the cadastral value was reduced by 14% (property tax savings of 6.5 mln rubles).

35% | RUB 9.6 mln

Administrative building 2,700 sq. m; the cadastral value was reduced by 35%, saving RUB 9.6 mln of the client's property tax

32% | RUB 7.6 mln

Administrative building with a floor area of 1,900 square meters; the cadastral value was reduced by 32%, saving the client RUB 7.9 mln in property tax

REDUCING THE CADASTRAL VALUE IN ADMINISTRATIVE PROCEDURE

25% | RUB 205.3 mln

Rumyantsevo Multifunctional Center, 429,700 sq. m; 25% reduction in the cadastral value (property tax savings of RUB 205.3 mln)

16% | RUB 35.1 mln

New Moscow REC, 120,000 sq.m., 16% reduction in cadastral value (property tax savings of RUB 35.1 mln)

12,88% | RUB 76 mln

The 111,235 sq.m. parking lot of the AFIMALL CITY REC; 12.88% reduction in cadastral value (property tax savings of RUB 76 mln)

PROPERTY TAX EXEMPTIONS IN 2022-2023

75% | RUB 58.0 mln

Gravitatsiya (Gravity) Shopping Mall 30,244 sq. m, 75% property tax exemption (property tax savings of RUB 58 mln)



RESEARCH

Research

EXPERTISE

EXTERNAL INFLUENCE

Assessment of the impact of external factors on commercial property, development of scenario forecasts.

COMMERCIAL REAL ESTATE YESTERDAY, TODAY, TOMORROW

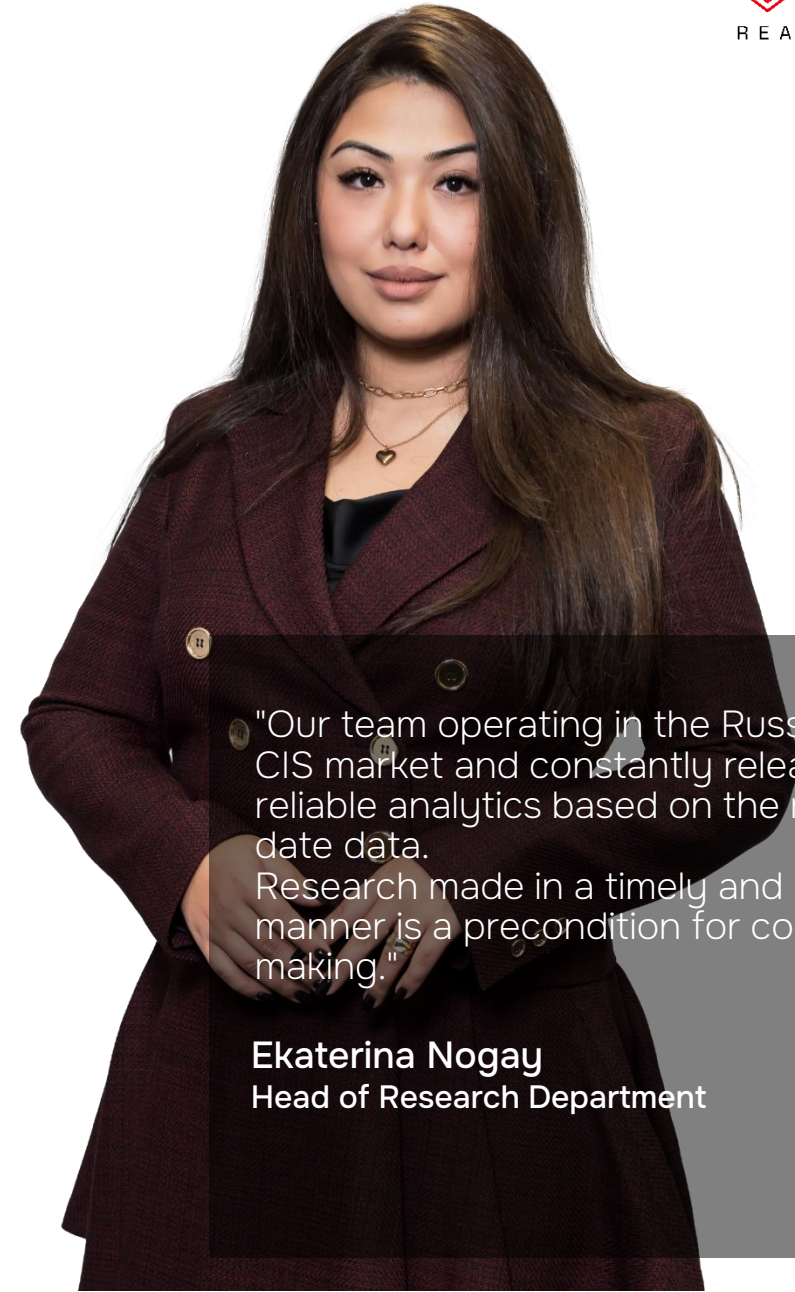
Our analytics are based on 27 years worth of historical data and daily monitoring of the market situation.

RELATED INDUSTRIES

Conducting full-cycle qualitative and quantitative research on all industries in contact with the real estate market. Methodological literacy and deep theoretical study are the key to our success.

UNIQUE ANALYSIS TOOLS

Developing the most relevant research tools to answer your toughest questions.



"Our team operating in the Russian and CIS market and constantly releases reliable analytics based on the most up-to-date data. Research made in a timely and professional manner is a precondition for correct decision making."

Ekaterina Nogay
Head of Research Department

Thank you



Russia

Lighthouse BC, Moscow
26 Valovaya Street
moscow.russia@ibcrealestate.ru

Passage BC, Saint Petersburg
17 Italian Street
st.petersburg.russia@ibcrealestate.ru

Kazakhstan

SmArt.Point, Almaty
280 Baizakova Street
almaty.kazakhstan@ibcrealestate.kz