



агентство  
**ПМА**

# PRIVATE CONCESSIONAL INITIATIVE IN DEVELOPMENT PROJECTS

Creation of social infrastructure and objects of territory accomplishment



ПРОЕКТНЫЙ МЕНЕДЖМЕНТ АКТИВОВ

JANUARY 2017

# PROJECT STRUCTURE

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## **Object of agreement**

social infrastructure and objects of territory accomplishment



## **Legal form**

on the basis of a concession agreement initiated by a developer



## **Payment mechanism**

creation of an object at the expense of developers and return of investments at the stage of operation



## **Financing**

guarantees for debt financing are provided by developers

# OBJECTS OF AGREEMENT

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Internal development roads, courtyards, parking lots, embankments and other objects for territory accomplishment



Medical stations



Schools and kindergartens



Culture centers



Sports and health centers

# LEGAL FORM

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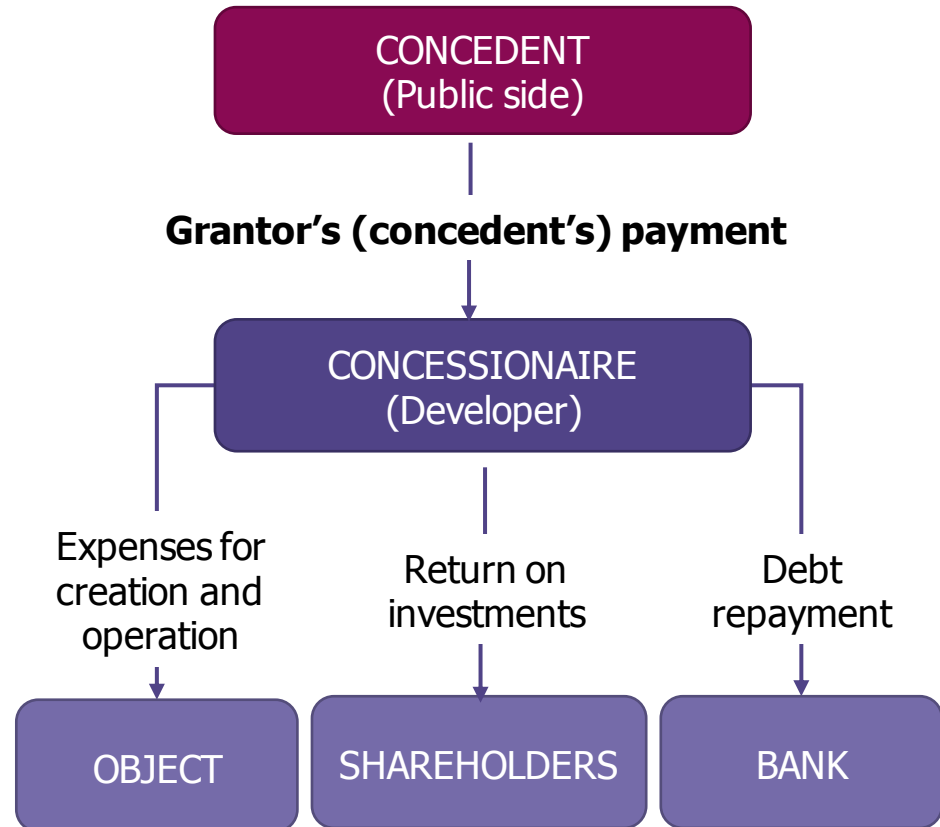
- Project implementation in accordance with the Federal Law No. 115 “On concession agreements”
- Initiation of a project by a developer based on the submission of a proposal for concluding an agreement
- Preparation of a proposal for concluding a concession agreement in accordance with a form approved at the federal level

## Concession agreement

Subject of agreement	unified agreement on financing, designing, construction and operation of the facility
Rights for object	concedent (public side) - ownership of an object concessionaire (developer) - right of possession and use of an object
Term of agreement	established by a concession agreement inclusive of the need for return on investments
Financing	attraction of own and/or debt financing

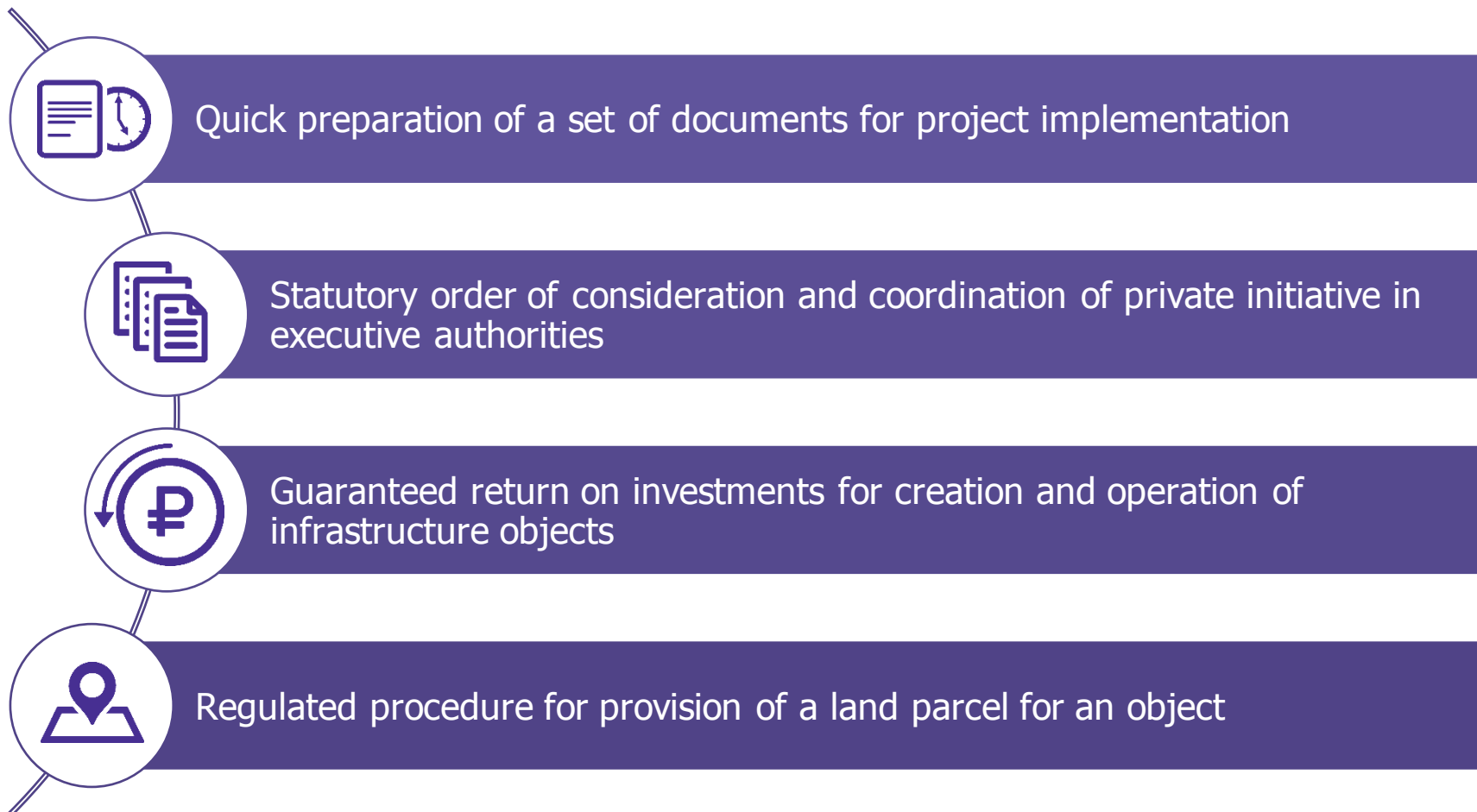
# PAYMENT MECHANISM

- Creation of an object at the expense of a concessionaire (developer)
- Return of investments at the stage of operation due to grantor's (concedent's) payment
- Grantor's (concedent's) payment covers costs of a concessionaire for creation and operation of the facility inclusive of return on invested capital
- Size of grantor's (concedent's) payment is determined on the basis of settlements presented in a concessionaire's (developer's) proposal



# ADVANTAGES OF PRIVATE CONCESSIONAL INITIATIVE IMPLEMENTATION

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# STRUCTURE OF PRIVATE CONCESSIONAL INITIATIVE APPLICATION

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Financial model of a project

Draft concession agreement

Proposal for conclusion of an agreement

# PMA AGENCY

CONSULTING SERVICES FOR INFRASTRUCTURE PROJECTS





# PMA AGENCY SPECIALIZATION

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**PMA Agency** is a team of professionals with a unique set of competences in the field of preparation and support infrastructure development projects:

- Management of infrastructure projects
- Marketing and investments attract
- Financial project structuring
- Legal project structuring
- Engineering and technical expertise of projects
- Implantation of special-purpose information systems



## **Knowledge base**

Constantly improve and update our knowledge base and strengthen the competences with each new project



## **Russian company**

We have consolidated professionals with experience in public and private sectors



## **Full cycle**

We work at each stage of the life cycle of infrastructure projects



## **Comprehensive consultant**

PMA Agency is a unified center of responsibility for comprehensive support of infrastructure projects

# PMA AGENCY EXPERIENCE

## MAJOR PROJECTS

-  Bypass Khabarovsk toll road
-  Highway bridge across the Lena River
-  New exit to the Moscow Ring Road from M-7 "Volga"
-  Methodology of selection of road PPP projects for financing at the expense of "Platon"
-  Standard financial model of investment projects for the Ministry of Transport

## EXPERIENCE OF IMPLEMENTED PROJECTS



## ASSIMILATED SPHERES OF INFRASTRUCTURE ASSETS



Cultural objects



Bridge structures and overpasses



Highways and toll roads



Railway objects



Ground transportation facilities



Objects of water supply and water disposal



Objects of MIC infrastructure



Information integration



Objects of waste disposal and recycling



Airport infrastructure

# FEEDBACK ABOUT PMA AGENCY

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Over the period of our cooperation, PMA Agency confirmed its high level of professionalism, demonstrated expert knowledge and extensive practical experience in the field of public-private partnership

*D.E. Pronchatov  
Deputy Head, Federal Road Agency  
(Rosavtodor)*



The company has established itself as a highly qualified integrated consultant; its employees have shown that they have extensive knowledge and experience in the field of public-private partnership.

*S.A. Vnukov  
Director General  
Development Fund of KhMAO-Yugra*



In the course of work, the staff of the PMA Agency proved themselves as highly qualified specialists in the field of public-private partnership projects that provided reliable support, coordination and constant information support for all project participants.

*M.A. Gromov  
First Deputy General Director  
ANO "Directorate for the Development of the  
Transport System"*

# FEEDBACK ABOUT PMA AGENCY

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I would like to thank the company for high-quality advisory services on the development of regulations and methods used for selecting regional concession projects that claim to be financed from revenues derived from charging for compensation for damage caused to motorways of federal significance by vehicles with a maximum permissible weight exceeding 12 tones.

*I.I. Grigorovich  
Head of FKU "Dorogi Rossii"*



We are grateful to PMA Agency for the professional approach to the implementation of the research work "Development of unified principles for calculating the economic efficiency of investment projects in the transport sector based on mathematical modeling, including the development and testing of standard financial models..." The results were positively assessed by the Ministry of Transport of the Russian Federation, the Ministry of Economic Development of the Russian Federation and leading Russian banks: Sberbank and Gazprombank.

*O.V. Yevseyev  
Director, FGBU "Scientific Center of Complex  
Transport Problems of Ministry of Transport of  
Russian Federation"*



I express my sincere gratitude for the significant contribution to the preparation of the concession project "Khabarovsk bypass km 13 — km 42".

*V.I. Shport  
Governor of the Khabarovsk Territory*

# PMA AGENCY SERVICES

## PROJECT PLANNING



## PROJECT MARKETING



## COMMERCIAL CLOSEOUT



## FINANCIAL CLOSEOUT



## INVESTMENT AND OPERATION



### Full-service support

- Feasibility study\*
- Project concept: description of the facility, estimation of costs and technical and economic indicators, financing structure, performance indicators, choice of business entity
- Financial model: scenario analysis and optimization of the financing structure
- Investment memorandum
- Roadshow: presentation of the project to investors and funding organizations
- Placing information about the project in the media and in the Internet
- Official web-site of the project
- Projects of normative acts and tender documentation
- Draft agreement
- Private initiative of the project: preparation of the set of documents and its negotiation with public authorities
- Tender support
- Corporate structuring of the project: structure and documentation of the SPV
- Negotiations about the agreement
- Analysis of financial agreements
- Draft direct agreement
- Negotiations with funding organizations and public authorities
- Reporting to the parties of the agreement and funding organizations
- Organization of refinancing
- Press-service and official web-site of the SPV
- Monitoring the implementation of the agreement in the information system

*Abbreviation: SPV – special purpose vehicle*

\* For conducting feasibility study subcontractors are involved

# КОМАНДА

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**General Director**  
ANDREY FILIMONOV

Integrated management of infrastructure projects



**Executive Director**  
SERGEI PLOTNIKOV

GR and financial institutions relationships



**Technical Director**  
ANDREY KOZYREV

Engineering and technical expertise for infrastructure projects



**Marketing Director**  
ANNA TARKHOVA

Marketing support for project implementation



**Director of Finance Department**  
ALEXANDRA SHAYKHUTDINOVA

Expertise in the investment market and financial structuring of projects



**Head of Legal Support Division of PPP Projects**  
ANASTASIA DEYNEGA

Legal structuring and support of projects



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PMA Agency  
Gritsova lane, 4, lit. A  
190000, St. Petersburg  
+7 (812) 601-06-70  
info@pmagency.ru  
[www.pmagency.ru](http://www.pmagency.ru)



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