



ASSOCIATION OF EUROPEAN BUSINESSES

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HOW TO OPTIMIZE OFFICE REAL ESTATE FOR END-USERS' BUSINESS NEEDS

9 February 2012

Open Event

09:30 – 12:30 (registration starts at 09:00)

AEB Conference Centre

Opening remarks

09:30-09:45

Moderator: Olga Arkhangelskaya (Ernst and Young)
Leader of Finance & Investment Working Group

Session 1:

09:45-10:15

Panel discussion: Office end-users' perspective – problems and needs

Speakers: Tatiana Poplavskaya (Otkritie), Maxim Kirillov (Renaissance Credit)
Moderator: Olga Arkhangelskaya (Ernst & Young)

Session 2:

10:15-10:45

Current office market trends

- *Main trends of the Moscow office market*
- *Office demand analysis*
- *Typical conditions of lease terms*

Speaker: Svetlana Kara (Praedium), CBRE

Session 3:

10:45-11:30

Tax & Legal aspects of real estate ownership/rent for end users

1. Legal aspects. Topics for discussion:

- *Rental contracts*
- *Legal issues associated with pre-lease agreements*
- *Legal issues associated with contract execution*

Speaker: Kamil Karibov (Beiten Burkhardt)

2. Tax topics for discussion:

- *Tax implications of structuring rent relationships*
- *Fit out of premises: tax aspects*
- *Structuring rent in case of multiple entities of the tenant*

Speaker: Svetlana Zobnina (Ernst & Young)

- *Top 5 tax cases in 2011 for end users of real estate and how they are relevant for future tax planning*

Speaker: Andrey Shpak (Goltsblat BLP)

Session 4:

11:30-12:00

Technical Specialists view

- *Fit out, maintenance and interaction with landlord*

Speakers: Ian Chadsey (Jones Lang LaSalle), Paul Grace (Turner & Townsend)

Session 5:

12:00-12:30

Questions and answers

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