



OPEN EVENT
Language: RUS/ENG

March 30, 2017
09:30 – 12:30
Office of Dentons ,
Jensen House,
5th Floor,
32-34 lit. A,
Nevsky Prospect,
St. Petersburg

AEB NORTH-WESTERN REGIONAL COMMITTEE
Construction and Real Estate Subcommittee

**ROUND TABLE: BEST INDUSTRIAL REAL ESTATE
INVESTMENT PRACTICES OF FOREIGN COMPANIES
IN RUSSIA**

AGENDA

Moderated by: **Andrei Hitrov**, Chair of the AEB NWRC's Construction and Real Estate Subcommittee
Anton Poddubny, Of Counsel, Dentons, Member of the Steering Group of AEB NWRC

09:00 – 09:30 **REGISTRATION AND WELCOME COFFEE**

09:30 – 09:40 **Welcome remarks and introduction**
Andrei Hitrov, Chair of the AEB NWRC's Construction and Real Estate Subcommittee

09:40 – 10:00 **Industrial development: legal landscape**
Arina Dovzenko, Associate, Dentons

10:00 – 10:45 **Investing in industrial real estate in Russia: case studies (Part 1)**

- Mass consumer goods sector
- Gas turbines sector
- Pharmaceutical sector

Speakers:

Alina Chernikova, Operation Manager, Roca Rus
Nico Paetzold, CEO, Siemens Gas Turbine Technologies
Olga Vilko, ASM West European Russia, Novo Nordisk Russia

10:45 – 11:00 **Coffee-break**

11:00 – 11:55 **Investing in industrial real estate in Russia: case studies (Part 2)**

- Joint venture investments
- Development of commercial real estate (industrial parks)
- Strategic projects / Greenfield/ brownfield projects

Speakers:

Stanislav Kovalev, Production Director, Truck Production RUS
Maxim Sobolev, Commercial real estate director, YIT
Ekaterina Vlasova, Project Development Manager, START Development

11:55 – 12:25 **Discussions and Recommendations**

Moderated by:

Andrei Hitrov, Chair of the AEB NWRC's Construction and Real Estate Subcommittee
Anton Poddubny, Of Counsel, Dentons, Member of the Steering Group of AEB NWRC

12:25 – 12:30 **Closing, Networking**

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