

**OPEN ONLINE EVENT**  
Working Language: **RUS**

**July 22, 2021**  
**10:00 – 11:40**

**Joint meeting of the AEB Real Estate Committee and the AIP Industrial Construction Committee**

**Venue:**  
**ZOOM**

## **INDUSTRIAL BTS DEALS: KEY [LEGAL/TECHNICAL] ASPECTS OF SITE SELECTION AND CONTRACTING**

### **PROGRAMME**

**Moderator:** **Tatjana Kovalenko**, Chair of the AEB Real Estate Committee, Chair of the AIP Industrial Construction Committee, Deputy Director General, SENDLER & COMPANY

**10:00 – 10:10**

#### **OPENING SPEECH**

**Tatjana Kovalenko**, Chair of the AEB Real Estate Committee, Chair of the AIP Industrial Construction Committee, Deputy Director General, SENDLER & COMPANY

**10:10 – 10:25**

#### **OVERVIEW OF THE RUSSIAN INDUSTRIAL BTS MARKET - 2021**

**Evgeniy Bumagin**, Head of Industrial and Warehousing department, JLL Russia

**10:25 – 10:40**

#### **DUE DILIGENCE OF AN INDUSTRIAL REAL ESATE: BASIC APPROACHES AND SPECIFICS**

**Stanislav Veselov**, Senior Associate, ALRUD Law Firm

**10:40 – 10:55**

#### **PRELIMINARY BTS CONTRACTS: STRUCTURING AND BASIC LEGAL ISSUES**

**Andrey Zharskiy**, Partner, ALRUD Law Firm

**10:55 – 11:10**

#### **THE ROLE OF A TECHNICAL CONSULTANT IN SUPPORTING BTS**

**Sergey Uminov**, Capital Construction Division Head, Project & Development Services, CUSHMAN & WAKEFIELD

**11:10 – 11:25**

#### **SPECIFICS OF THE IMPLEMENTATION OF A BTS CONTRACT. INVESTOR'S / DEVELOPER'S POINT OF VIEW**

**Ekaterina Kalinina**, Head of Real Estate & Regulatory Practice, SCHNEIDER GROUP

**11:25 – 11:40**

#### **Q & A**

**Working language:** **Russian** (interpretation will not be provided)

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