



## “Real Estate acquisitions in a crisis”

### Organized by the AEB Real Estate Committee

Wednesday, March 25<sup>th</sup>, 2009

09:30 a.m. - 12:30 p.m. (registration from 9:00 a.m.)

Marriott Royal Aurora Hotel, Stoleshniki Hall

11/20 Petrovka.str

Business meeting

### Agenda

- 09:00 – 09:30      **Registration & Coffee break**
- 09:30 – 09:35      **Welcome speech by Adrian Salter, Chairman of the AEB Real Estate Committee**  
*Meeting will be moderated by Yury Yudakov, Director on Strategic Real Estate Consulting, SSCM*
- 09:35 – 10:00      **Due diligence: From Investor’s Prospects**  
**Vera Wagner**, Vice-President in Acquisitions, Heitman International  
Vera Wagner will speak about investors’ consideration.
- 10:00 - 10:30      **Financial due diligence in Real Estate**  
**Herbert Schiller**, Director, Transaction Services in Russia/CIS, KPMG  
Have there been any changes in the concept of financial due diligence in real estate transactions and what buyers should now particularly pay heed to in terms of financial information?
- 10:30 – 11:00      **Tax due diligence: the changing approach to transactions in current market conditions**  
**Brian Arnold**, Partner, Tax & Legal Services, PricewaterhouseCoopers Russia  
The market crisis creates an even greater need for flexibility in financing transactions, and may offer opportunities to finally consider the ever elusive “asset deal” – tax considerations continue to play an important role in approaching deals in the current market.
- 11:00 – 11:15      **Coffee-break**
- 11:15 - 11:45      **Legal due diligence: Issues in the crisis**  
**Alyona Kucher**, lawyer, Debevoise & Plimpton  
Alyona Kucher will be speaking on specific issues to be paid special attention to in real estate acquisitions of complete and uncompleted projects in the crisis, both in foreclosure procedures and in direct sales
- 12:15 - 12:45      **Technical Due Diligence: Complete and Incomplete Projects**  
**Paul Grace**, Partner, Ruperti Project Services International  
Analyzing the pieces, Finding the Value, Technical Due Diligence for Investments in the Russia Real Estate Market
- 11:45 - 12:15      **Opportunities in the Current Market**  
**Rouben Alchoujian**, Managing Director, Praedium Oncor International  
Rouben Alchoujian will give an overview of the Real Estate Market and speak about the current opportunities available for investors in the Russian Real Estate market.

Working language – Russian and English (English translation will be provided upon request). Presentations will be prepared in English

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