

# To Rent, Purchase or Build-to-suit

Build-to-suit Case Studies  
Moscow, Russia

April 24, 2008

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## Leningradsky Prosp. 39A

- Total Building Area: 56,000 sqm
- # Floors: 27
- Building Class: Class A
- Delivery Date: end of 2009 occupancy



# Ericsson Corporation

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## Ulitsa 8<sup>th</sup> March 12

- Total Building Area: 8,400 sqm
- # Floors: 4
- Building Class: Class A
- Date of Completion: 1998



# Russian Company

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## Central Moscow

- Total Building Area: 4,391 sqm
- # Floors: 7
- Building Class: Class A
- Date of Completion: 2007



# BTS Process and Timeline

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- 2001 - purchase of land plot
- 2001 - development of architectural concept
- 2001 - signing addendum to Investment Contract
- 2003 - hiring General Contractor
- 2003 - signing a short-term land lease
- 2005 - end of construction
- 2006 - purchasing the city share of the project
- 2007 - signing the Act of Completion of Investment Contract
- 2008 - obtaining title to Property



# Decision in Favor of BTS

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- **Siemens**

- To satisfy expansion needs
- To consolidate multiple locations
- To reduce the risk of increasing lease costs
- To be able to lease extra space and allow for further growth

- **Ericsson**

- To solve the problem of short supply
- To reduce the lease occupancy costs
- To exercise the sale-leaseback option

- **Russian Company**

- To take advantage of ownership (appreciation of building value)
- To co-locate with existing office

# Other Examples of BTS

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MERCEDES PLAZA



HQ OF COMMERZBANK



# Other Examples of BTS

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HQ OF BANK VOZROZHDENIE



HQ OF RUSSKY STANDARD



# Contact Information

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