



CORPORATE FINANCE

Some Success Factors for Investment Projects in Russian Transport Infrastructure

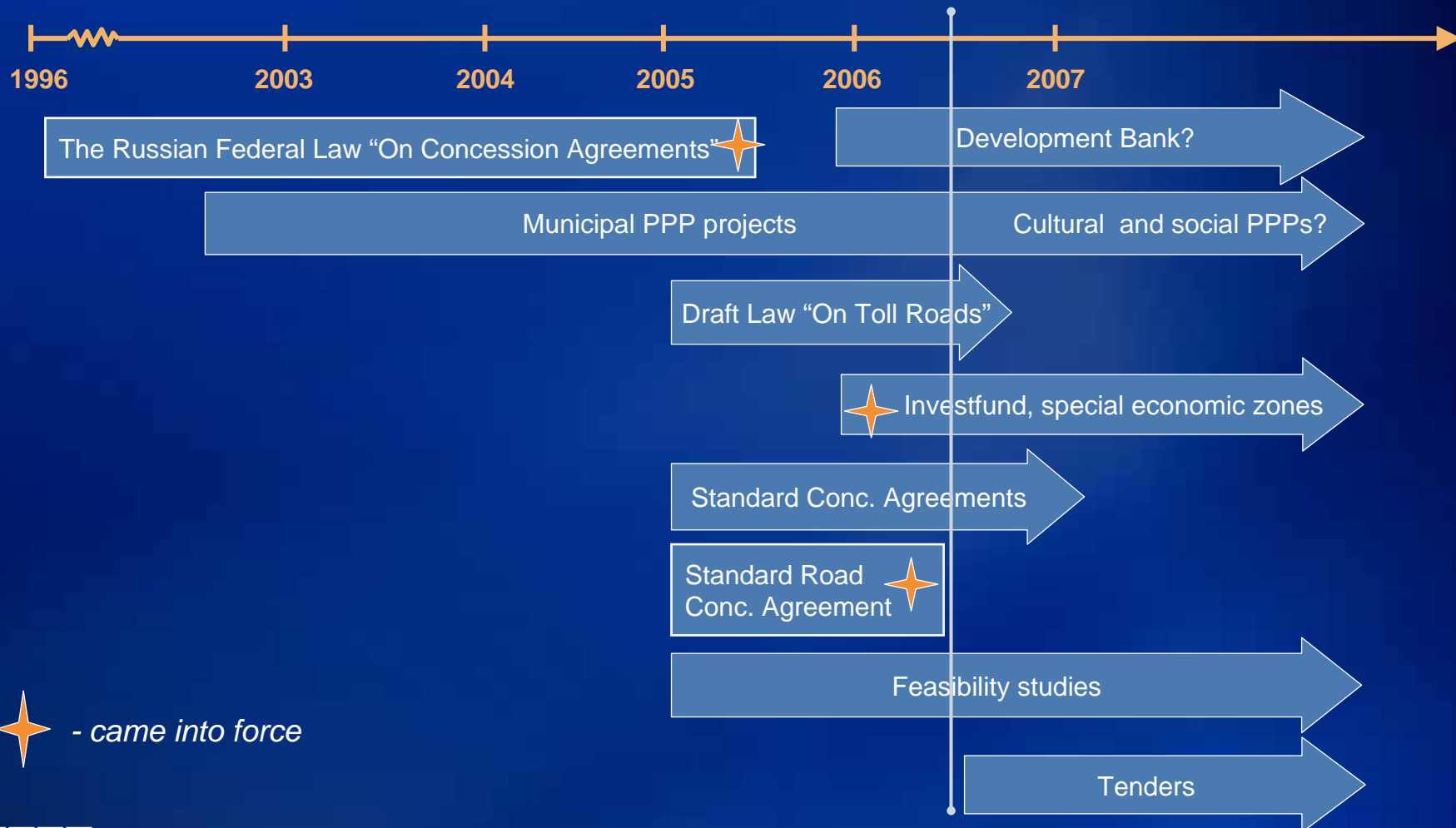
Russian-Japanese Investment Forum

Alexander Yerofeyev

6-8 September 2006

ADVISORY



PPP developments in Russia



 - came into force

Transport PPP projects in Europe



 Transport PPPs closed
 Transport PPPs in development

Selected highlights

Irish Roads

CTRL, UK

M25, UK

A1, Poland

Moscow – St P'burg

St Petersburg Diameter

A41, France

A Models, Germany

Ostregion, Austria

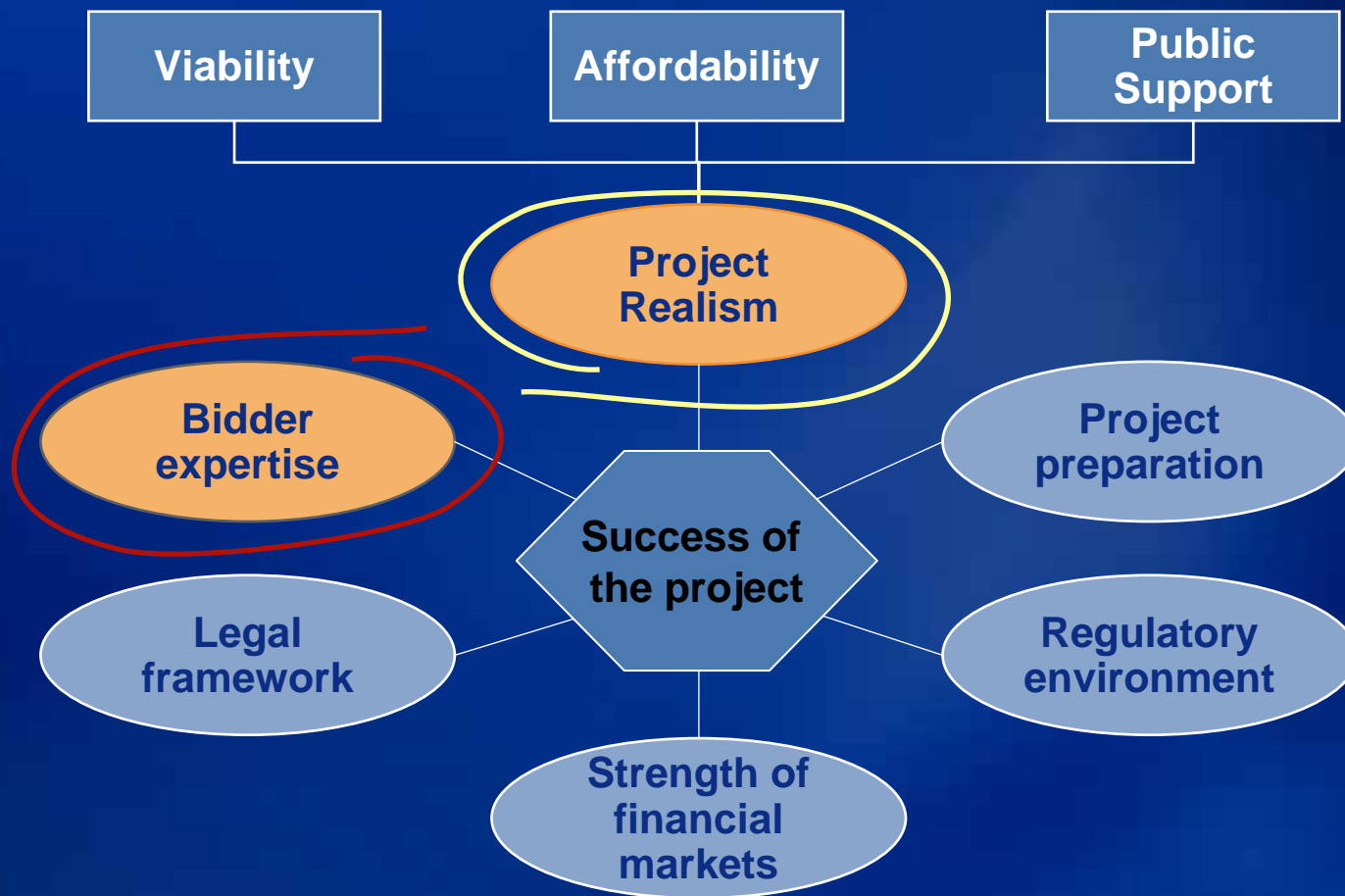
M6, Hungary

Messina Bridge, Italy

Portuguese Roads

KPMG Study for OECD: Lessons for Russia

Success of a transport PPP project



Source: KPMG study for OECD, European Conference of Ministers of Transport, Joint Transport Research Center, 2005

PPP tender: key issues



Engage experienced advisers

infrastructure
JOURNAL

Awards



**Global Financial Adviser
of the Year**

**Transportation and
Infrastructure Financial
Adviser of the Year**

2006



Key roles of financial adviser

Government	Bidders
Project economics / financial analysis	Structuring of relations within the consortium
Programme and procurement strategy	Development of the strategic plan. Bid tactics
Project structuring	Preparation of bid documents. Negotiations
Commercial and financial documentation	Corporate and project finance advice
Procurement management & negotiations	Advice on financing solutions
Value for money analysis. Public sector comparator	Risk analysis. Financial modelling

Contacts

Michael Tsarev

Managing Partner

Financial Advisory Services

Telephone: +7 (495) 937 44 43

E-mail: MTsarev@kpmg.ru

Alexander Yerofeyev

Associate Director

Head of Financing Group

Telephone: +7 (495) 937 44 77

E-mail: AlexanderYerofeyev@kpmg.ru