



[VIS-GROUP.RU](http://VIS-GROUP.RU)

VIS Group is one of the leaders of the Russian infrastructural market. It currently has formed one of the largest public-private partnership project portfolios in Russia. The holding possesses all the qualified investor competencies required to manage the complete life cycle of an infrastructural project.



INVESTMENTS



PROJECT  
MANAGEMENT



CONSULTING



CONSTRUCTION  
AND OPERATION

## BEST PRIVATE PPP INVESTOR

In 2018, 2019 and 2020 the National PPP Center presented VIS Group with the National ROSINFRA award in the Best Private PPP Investor nomination. It is the only award in the sphere of infrastructural development and PPP in Russia that is recognized at the federal level.



# INVESTMENT PORTFOLIO



**BRIDGE OVER THE RIVER LENA  
IN YAKUTIA**  
Implementation period 2020-2044



**BRIDGE ACROSS THE KALININGRAD BAY  
IN KALININGRAD REGION**  
Implementation period 2019-2047



**BRIDGE OVER THE OB RIVER  
IN NOVOSIBIRSK**  
Implementation period 2019-2042



**VINOGRADOVO — BOLTINO — TARASOVKA  
MOTOR HIGHWAY IN MOSKOVSKAYA OBLAST**  
Implementation period 2019-2032



**KHABAROVSK BYPASS MOTOR HIGHWAY**  
Implementation period 2017-2031



**STATE PHILHARMONIC AND THE ARCTIC  
CENTER FOR EPIC LITERATURE AND THE ARTS  
IN YAKUTIA**  
Implementation period 2020-2030



**SMART CLINIC  
IN YAKUTIA**  
Implementation period 2019-2029



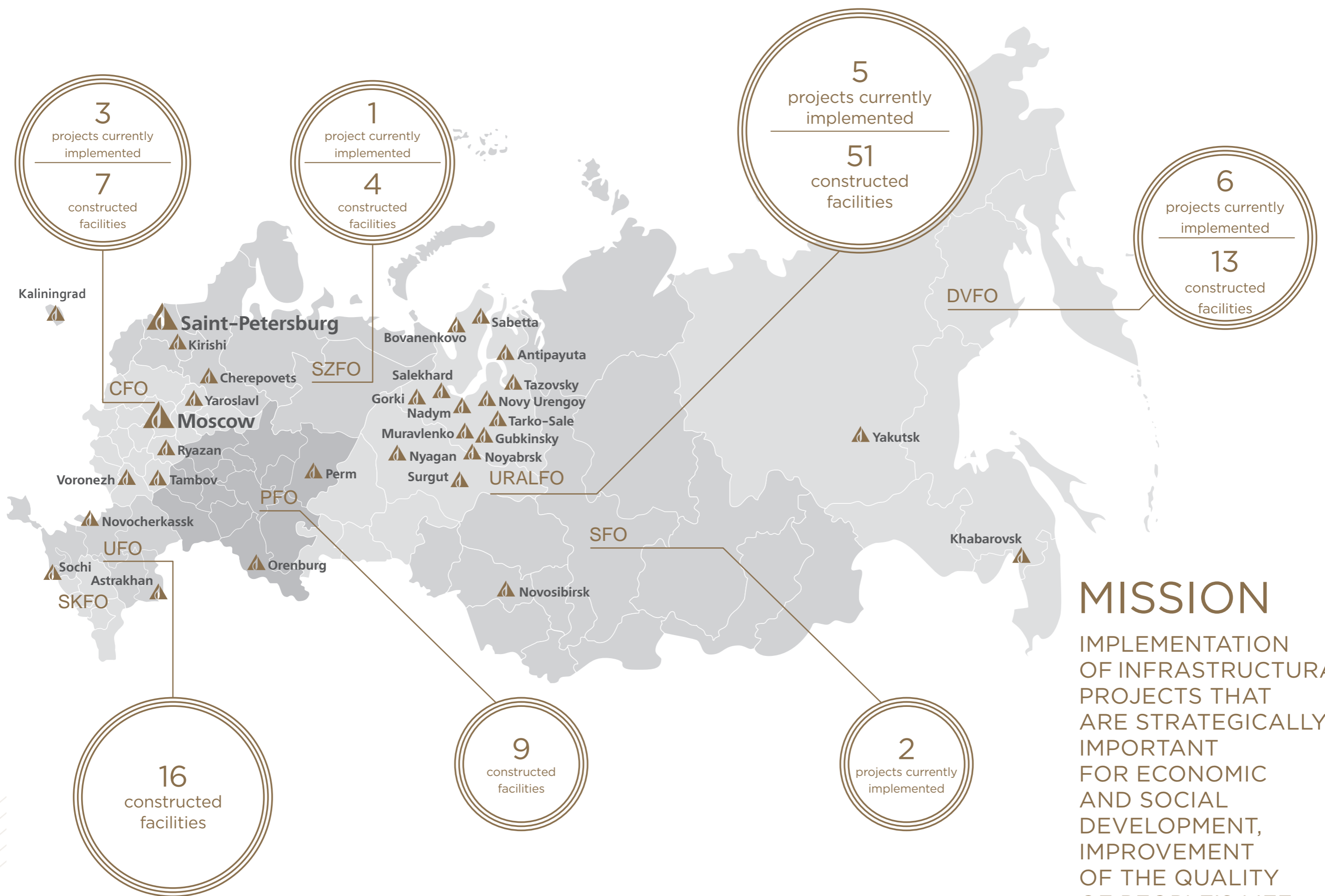
**PUBLIC OUTPATIENT CLINICS  
IN NOVOSIBIRSK**  
Implementation period 2019-2029



**SOCIAL INFRASTRUCTURE FACILITIES  
IN YAKUTIA**  
Implementation period 2016-2026

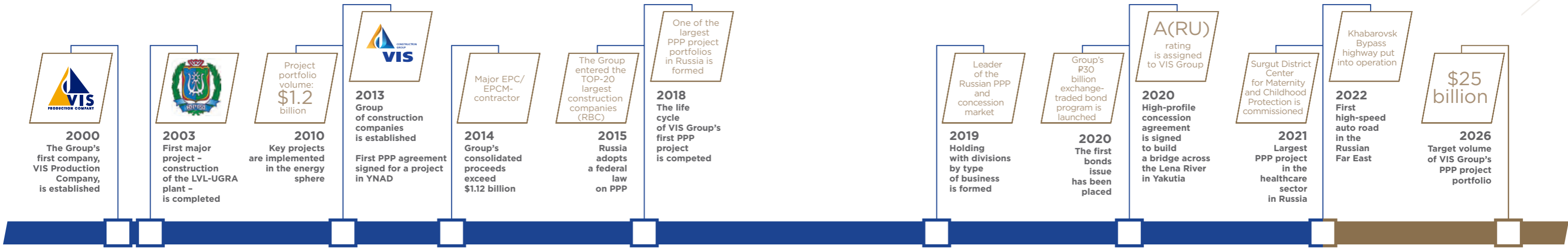


**PERINATAL CENTER  
IN SURGUT**  
Implementation period 2015-2024

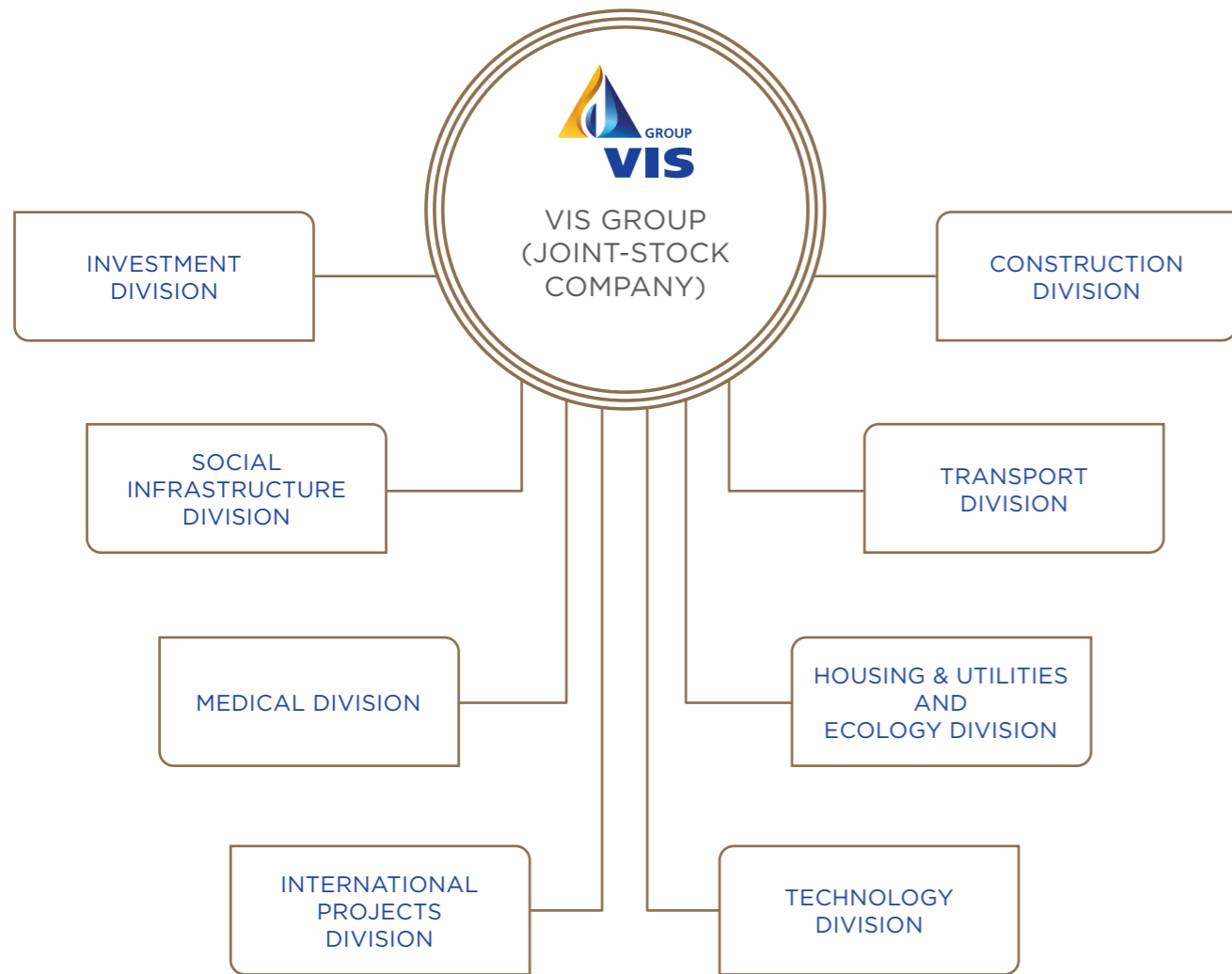


# MISSION

IMPLEMENTATION OF INFRASTRUCTURAL PROJECTS THAT ARE STRATEGICALLY IMPORTANT FOR ECONOMIC AND SOCIAL DEVELOPMENT, IMPROVEMENT OF THE QUALITY OF PEOPLE'S LIFE

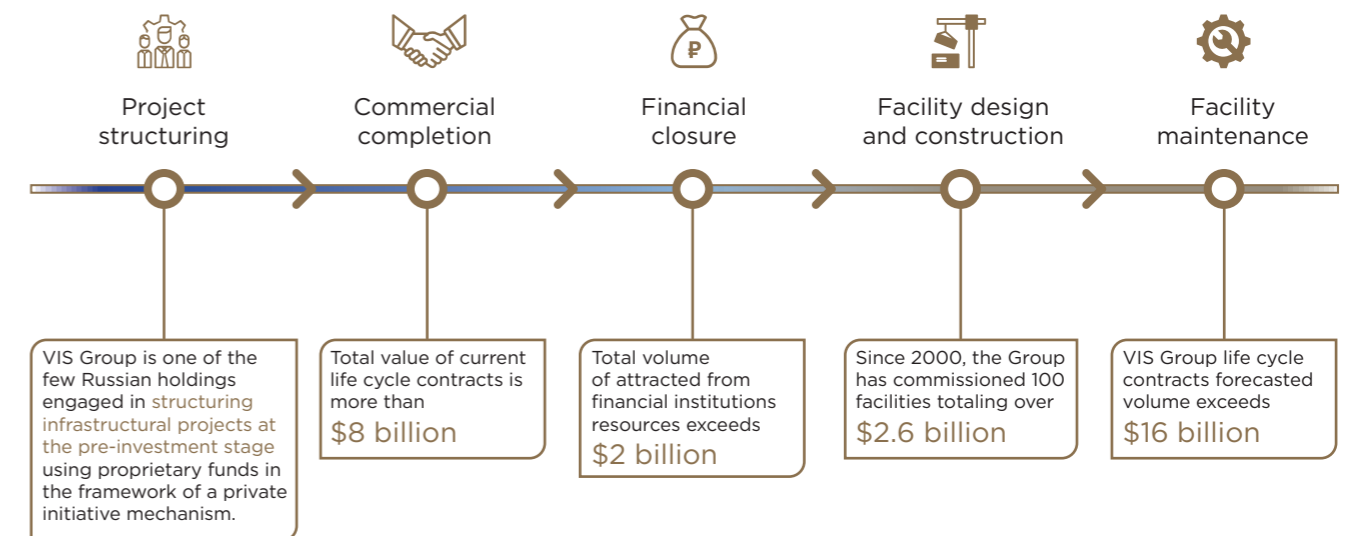


# HOLDING'S TARGET STRUCTURE



# PPP PROJECT COMPLETE LIFE CYCLE MANAGEMENT

VIS Group implements public-private partnership projects, managing each phase of their life cycle. The Group acts as the private partner and investor, structures projects, provides funding, constructs and operates the established facility.



# PROJECT FACTORY

## ➤ PROJECT LAUNCH

The Group searches for an investment project, develops the legal and financial project models, conducts planning and surveying works, designs the financial facility, prepares the concessions and PPP agreements.

## ➤ FUNDING PPP PROJECTS

VIS Group partners with the leading banks in the PPP segment. PPP agreements are appraised from the project financing standpoint, distinctive requirements are imposed on them. Interaction with the banks during the pre-investment phase allows Group experts to prepare thoroughly structured projects and implement their timely financial closure. The conclusion of direct trilateral agreements between the bank, the public and the private partners became an established practice.

## ➤ ATTRACTING PRIVATE CAPITAL TO PPP PROJECTS

VIS Group specialists have the necessary experience and competencies in using various forms of attracting investment in projects: from the use of credit resources and the conclusion of direct tripartite agreements between bank, public and private partner, to the issue of infrastructure bonds. The total amount of attracted resources from financial institutions exceeds \$2 billion.


























## ➤ PPP PROJECT MANAGEMENT

A professional operator of infrastructure projects has been formed on the expert basis of VIS Group. It provides structuring and support of PPP projects throughout the life cycle.



# ADVANTAGES

**VIS Group has rewarding experience in implementation of public-private partnership projects over the course of the entire life cycles – from launch to construction and operation.**

		FINANCIAL INSTITUTIONS	CONSTRUCTION COMPANIES
PROPRIETARY TECHNICAL EXPERTISE			
PROPRIETARY CONSTRUCTION CAPACITIES			
CONTROL AT ALL STAGES OF PPP PROJECT ORGANIZATION			
EXPERIENCE IN STRUCTURING PPP PROJECTS			
EXPERIENCE IN OPERATION OF FACILITIES BUILT UNDER PPP AGREEMENTS			
EXPERIENCE IN IMPLEMENTING TECHNICALLY COMPLEX FACILITIES			
EXPERIENCE IN ENGAGING PROJECT FINANCING			
EXPERIENCE IN ENGAGING FOREIGN INVESTORS			

# INVESTMENT ACTIVITIES

VIS Group experts possess the experience and competence in utilizing various forms of attracting investments to the projects – from using credit resources and concluding direct trilateral agreements between the bank, the public and the private partners to issuing bonds.

Total volume of attracted from financial institutions resources exceeds

\$2 billion

- DIRECT INVESTMENTS
- PROJECT FINANCE
- BOND ISSUE

A(RU)

ACRA

The rating first received in 2020, confirmed in 2022-2023

ruA

Expert RA

The rating first received in 2021, confirmed in 2022-2023



2017

High debt instrument reliability rating

ruAA

2 ISSUES

₽4 BILLION

VIS Group among the first in Russia to place bonds within the framework of a non-concession PPP project in the Yamalo-Nenets Autonomous District

JULY 2020

High debt instrument reliability rating

ruA

1 ISSUE

₽5.57 BILLION

VIS Group issues Russia's first social bonds within the framework of PPP project to create 12 social facilities in the Republic of Sakha (Yakutia)

OCTOBER 2020, MARCH 2021, MARCH 2023

High rating issue of bonds

A(RU)

4 ISSUES

₽8 BILLION

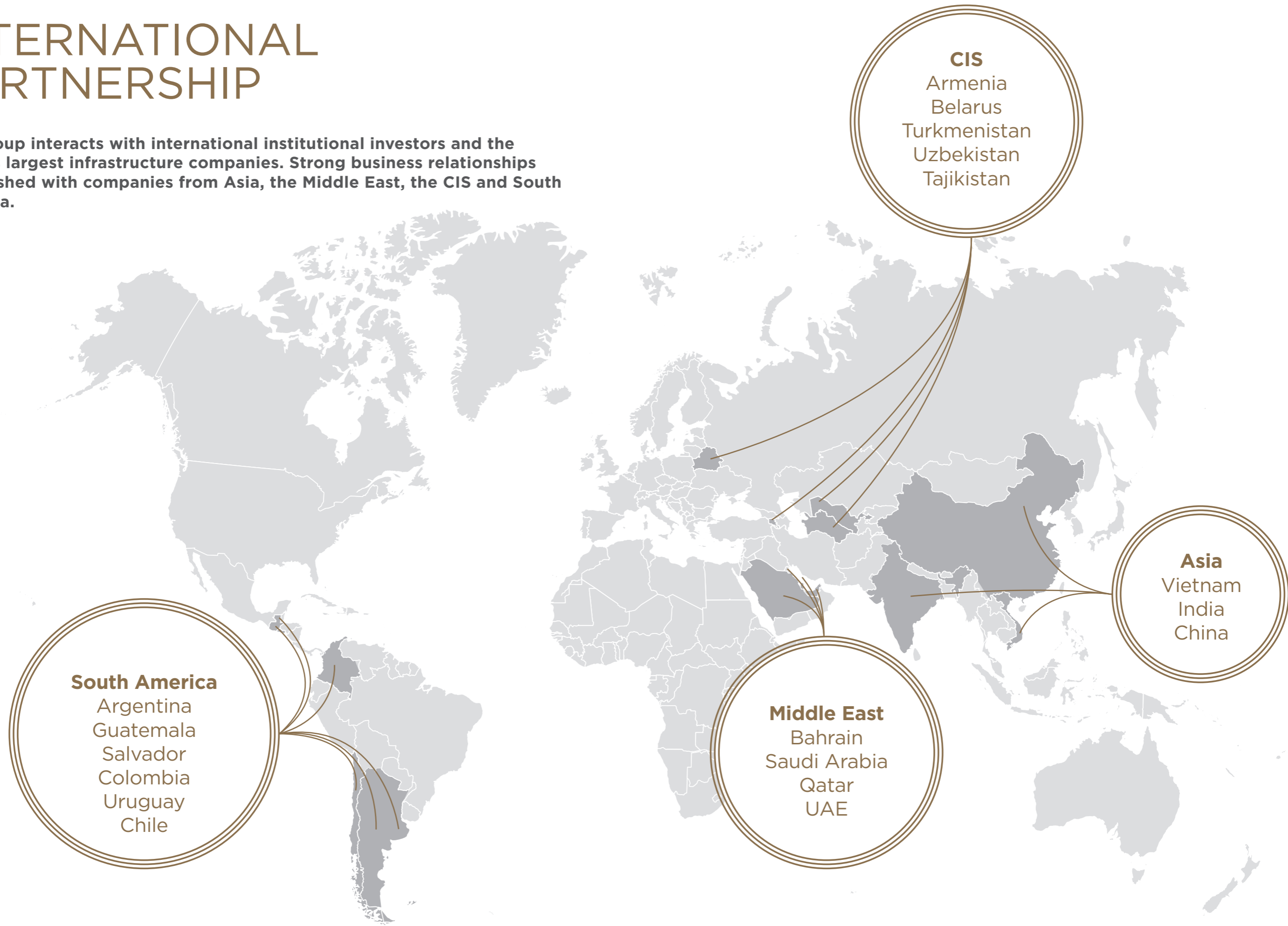
VIS Group entered the public capital market for the first time, registering securities program of 30 billion rubles on the Moscow Exchange. Within the framework of the program, 4 issues were held for a total amount of 8 billion rubles. The issuer of the securities is OOO VIS FINANCE.





# INTERNATIONAL PARTNERSHIP

VIS Group interacts with international institutional investors and the world's largest infrastructure companies. Strong business relationships established with companies from Asia, the Middle East, the CIS and South America.



### South America

- Argentina
- Guatemala
- Salvador
- Colombia
- Uruguay
- Chile

### Middle East

- Bahrain
- Saudi Arabia
- Qatar
- UAE

### CIS

- Armenia
- Belarus
- Turkmenistan
- Uzbekistan
- Tajikistan

### Asia

- Vietnam
- India
- China

# INTERNATIONAL PARTNERSHIP

VIS Group uses its own investment resources, as well as interacts with international institutional investors on financing issues. Strong business ties have been formed with companies from the United Arab Emirates, China, Turkey, a number of European countries.



**VIS Group and China Railway Construction Corporation have established a consortium for the implementation of projects in the transportation sphere.**

The sides have negotiated the creation of a joint company that will be engaged in investment projects in Russia and the Near East.



**VIS Group and Industrial and commercial bank of China signed a strategic cooperation agreement. The document provides for joint work on engaging investments and new technologies in the infrastructural projects implemented by the holding.**

The sides determined the most promising directions in working with international investors and private companies. In certain cases, the bank can be engaged directly in specific projects as the investor or creditor.

**VIS Group uses different formats for working with foreign partners:**

JOINT  
SPV

CONSORTIA

MEMORANDUM  
OF UNDERSTANDING

STRATEGIC  
COOPERATION  
AGREEMENT

Cooperation with foreign companies enables VIS Group to expand the possibilities of attracting financial and logistical resources, innovative technologies, as well as create a platform for attracting foreign investments in Russian projects under the existing sanctions.



# PPP PROJECT PORTFOLIO

## BRIDGE OVER THE RIVER LENA REPUBLIC OF SAKHA (YAKUTIA)

The project is structured based on a private concession initiative. The unique transportation facility will be built under the extremely harsh climate conditions of the Far North and will have no counterparts in either domestic or international bridge construction sphere.



The new bridge will allow to decrease budget spending on “Northern delivery” and will replace the unsafe winter roads and overcrowded ferries that operate on the Lena River in the summers. This will be a two-lane transport artery with an estimated throughput of 6,000+ cars per day.

### SOCIAL AND ECONOMIC EFFECTS:

- PROVIDING YEAR-ROUND TRANSPORT LINKS FOR MORE THAN 80% OF YAKUTIA'S POPULATION;
- PASSENGER FLOW GROWTH UP TO 8 MILLION PEOPLE PER YEAR;
- A 3% ANNUAL INCREASE IN YAKUTIA'S GRP;
- INFLUX OF INVESTMENTS IN NON-ENERGY PROJECTS IN THE AMOUNT OF AT LEAST 200 BILLION RUBLES.



# PPP PROJECT PORTFOLIO

## “KHABAROVSK BYPASS” MOTOR HIGHWAY

The first PPP project in the transportation sector of the Russian Far East. The highway allows to clear the regional center’s road network of transit traffic and steer the freight traffic flow out of the city. “Khabarovsk Bypass” connects three federal highways - “Ussuri”, “Amur” and “Vostok.” In the future, it will also enable access to China’s motor road network.



## VINOGRADOVO — BOLTINO — TARASOVKA HIGHWAY MOSCOW OBLAST

One of the first road construction projects in Russia realized in the framework of a private concession initiative and the largest one in the Moscow region’s transport sphere. The concession agreement stipulates the creation of a large-scale transport infrastructure facility, which includes 11 bridges, fly-over bridges and junctions, as well as 5 toll stations. The high-speed four-lane road spans 16.1 km.



Project became the laureate of ROSINFRA National infrastructure award in “The best transportation PPP project” nomination

# PPP PROJECT PORTFOLIO

## BRIDGE OVER THE OB RIVER NOVOSIBIRSK

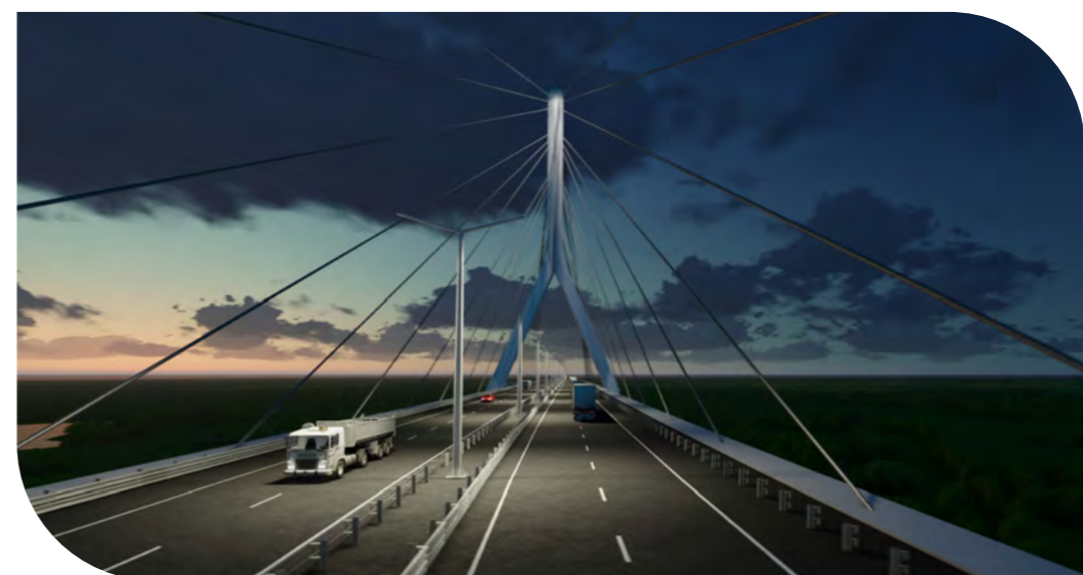
A bridge and multi-level road junctions will provide access to federal highways "Baikal", "Chuiskey Trakt" and "Sibir." A six-lane motor highway spanning 5.1 km will allow to eliminate traffic lights and ensure the traffic flow continuity.



The construction project of the fourth bridge over the Ob River was honored by the ROSINFRA National award in the sphere of infrastructure in the "Regional initiative" nomination

## BRIDGE ACROSS THE KALININGRAD BAY KALININGRAD REGION

The construction of a bridge was stipulated by the master plan for the development of the regional capital until 2035. The new bridge will connect the Kosmodemyansky and Shosseiny villages. The total span of the road infrastructure, including the bridge over the Pregolya River, approaches, overpasses and junctions will approximate 8.1 kilometers. The high-speed four-lane road will be part of the ring route in the Primorsk recreational zone.



# PPP PROJECT PORTFOLIO

## SOCIAL INFRASTRUCTURE FACILITIES YAMALO-NENETSKY AUTONOMOUS DISTRICT

VIS Group implemented a public-private partnership project in Yamalo-Nenetsky Autonomous District, which was the first in the region. In compliance with the agreement signed with the regional government, 6 children’s educational facilities have been constructed. 1,540 new spots were created for elementary school and kindergarten-age children. This is the first PPP project with a completed life cycle.



According to the appraisal by the experts from the Agency for strategic initiatives and the National center of public-private partnership, the project is among the best PPP projects in the social sphere

## SOCIAL INFRASTRUCTURE FACILITIES THE REPUBLIC OF SAKHA (YAKUTIA)

According to the agreement between VIS Group and the republic’s government, 4 schools, 5 kindergartens, a cultural center and an art school with a library have been built before the end of 2019. The project stipulated the designated use of the constructed facilities up to the end of 2026.



# PPP PROJECT PORTFOLIO

## STATE PHILHARMONIC AND THE ARCTIC CENTER FOR EPIC LITERATURE AND THE ARTS, THE REPUBLIC OF SAKHA (YAKUTIA)

The integrated architectural complex of the State Philharmonic and the Arctic Center for Epic Literature and the Arts will become one of the key driving forces of Yakutia's sociocultural development. For the first time ever, the republic will be able to conduct musical events of any scale - from classical music concerts to international theater productions, shows and conferences. This is a unique project that entailed the creation of such a large-scale cultural and entertainment facility in permafrost conditions.



## SMART CLINIC THE REPUBLIC OF SAKHA (YAKUTIA)

Thanks to the PPP mechanism, one of the most modern medical centers in the republic will be constructed in the city. The 8,500-sq.m. polyclinic complex with the capacity of 600 visits per shift will be outfitted with cutting-edge equipment. VIS Group will deliver and commission the facility, and conduct subsequent technical maintenance after its launch.



# PPP PROJECT PORTFOLIO

## PUBLIC OUTPATIENT CLINIC NETWORK NOVOSIBIRSK

The first PPP project in Russia's health care sphere, structured under the Federal Law on PPP #224-FZ. Seven modern medical institutions will be constructed in the capital of Siberia, with a combined capacity of 6,500 visits per shift. VIS Group will subsequently conduct the clinics' technical maintenance for 7 years.



Project became the laureate of ROSINFRA National infrastructure award in "The best PPP healthcare project" nomination

## SURGUT DISTRICT CLINICAL CENTER FOR MATERNITY AND CHILDHOOD PROTECTION KHANTY-MANSIISKY AUTONOMOUS DISTRICT

Surgut District Clinical Center for Maternity and Childhood Protection is intended for 10,000 deliveries per year. The new building, with an area of over 78,000 m<sup>2</sup>, allows to create a fundamentally different system of medical services provision. The perinatal center is one of the largest in Russia.





# IMPLEMENTED PROJECTS

A total of 100 facilities have been commissioned since 2000. The Group made a significant contribution to the implementation of the largest projects of special economic, social and socio-political significance: the restoration of the Orenburg helium plant capacities, the modernization of the Kirishi hydroelectric power plant, the construction of the 9th power unit of Novocherkassk hydroelectric power plant, the construction of facilities in preparation for the 450th anniversary of Astrakhan and The 1000th anniversary of Yaroslavl, the construction of infrastructure Olympics facilities in Sochi and many others.



**LVL-UGRA GLUED LAMINATED LUMBER PLANT  
KHANTY-MANSIYSK AUTONOMOUS DISTRICT**  
Commissioned in 2003



**GAZPROM DOBYCHA ORENBURG HELIUM  
PLANT (RESTORATION AFTER  
A TECHNOLOGICAL ACCIDENT)**  
Commissioned in 2009



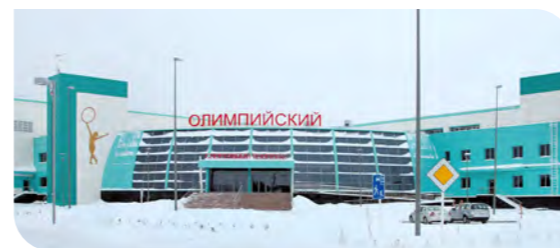
**GAZPROM DOBYCHA ORENBURG GAZPROM-CITY  
SOCIAL AND BUSINESS COMPLEX**  
Commissioned in 2011



**GAZPROM DOBYCHA NOYABRSK  
ADMINISTRATIVE AND AMENITY BUILDING**  
Commissioned in 2012



**REGIONAL CENTER FOR PREVENTION AND  
STRUGGLE AGAINST AIDS AND INFECTIOUS  
DISEASES, NOYABRSK**  
Commissioned in 2013



**OLYMPIC SPORTS PALACE,  
GUBKINSKY**  
Commissioned in 2014



**ART SCHOOL,  
GUBKINSKY**  
Commissioned in 2014



**MULTIFUNCTIONAL STATION,  
NEW URENGOI**  
Commissioned in 2015



**RIVER STATION COMPLEX,  
SALEKHARD**  
Commissioned in 2015



**NORTHERN LIGHTS RESIDENTIAL COMPLEX,  
NOYABRSK**  
Commissioned in 2015

# IMPLEMENTED PROJECTS

## INTEGRATED REDEVELOPMENT OF THE VOLGA EMBANKMENT YAROSLAVL

In 2010 VIS Group acted as the general designer and contractor in the redevelopment of the embankment in Yaroslavl. The site is a part of the city's historical center, currently under UNESCO protection. The project was implemented under tight deadlines and received praise from the regional administration. The formal inauguration took place with participation from the President of the Russian Federation Dmitry Medvedev.



## MODERNIZATION OF THE KIRISHI REGIONAL HYDROELECTRIC POWER PLANT (GRES)

Kirishi GRES is the largest thermal power station of the North-Western regional energy system. In 2008-2012 VIS Group implemented the suspension of two Siemens gas turbines 279 MW each on the 300 MW steam turbine. The capacity of the commissioned CCGT-800 became the greatest in Russia. This indicator was attained in the energy sphere in Russia for the first time in the last 30 years.



# IMPLEMENTED PROJECTS

## SHORELINE STABILIZATION AND REDEVELOPMENT OF THE VOLGA EMBANKMENT ASTRAKHAN

In 2007-2010 VIS Group acted as a general contractor for the anniversary project. Shoreline stabilization and integrated redevelopment was carried out as part of the Volga embankment reconstruction. The embankment has become a true leisure area for the city dwellers, and an attractive tourist site.



## CONSTRUCTION OF FACILITIES FOR THE WINTER OLYMPIC GAMES-2014 IN SOCHI

Owing to the participation of VIS Group, a number of infrastructural facilities (several water pipelines and a gas pipeline) for the Olympic project were built in a timely manner. Water was supplied to the ice stadiums ahead of schedule, which allowed to conduct test competitions a year prior to the Olympic Games.



# IMPLEMENTED PROJECTS

## POWER UNIT NO 9 330 MWT OF NOVOCHERKASSK SDPP ROSTOV REGION

Power unit No.9 of 330 MW is truly unique for Russia. At the free area of the station a new power unit of 330 MW has been built with the installation of a boiler with a circulating fluidized bed (CFB). This is the first power unit of domestic production in Russia using the CFB technology, which is the best solution in terms of current environmental regulations and meets the requirements of applicable European standards on emissions of harmful substances.



## ZVEZDNY MULTIFUNCTIONAL SPORTS COMPLEX NOVY URENGOY

Zvezdny is the largest sports complex of international level in the Yamal territory. The total building area is about 23,000 square meters. Its total training throughput per day amounts to almost 3,000 people. The complex engages 130 specialists, including instructors working with children. Zvezdny became not only a sports site of a new level, but also a place of the organization of cultural, entertainment and recreational activities.

