



PERSPEKTIVA, LLC

ITN 7449070380, RRC 744801001

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Proposal for selling of the Capital

PERSPRKTIVA, LLC (<http://sinergia74.ru/>) – is an engineering company dealing with investments in modernization and building of energy centers on the base of cogeneration gas reciprocating units and subsequent sale of heat energy and electric energy produced there

Currently energy facilities in the Russian Federation and in Chelyabinsk region in particular are characterized with the high-level of wearing, low efficiency and lack of possibility to increase production volumes in accordance with the population and industrial consumers' demands.

The above said situation creates a market for the implementation of projects for building and modernization of energy producing facilities on a new technical base. PERSPEKTIVA, LLC operates in this market and due to the strong demand for energy supply it guaranteedly has its consumers.

Since 2013 PERSPEKTIVA, LLC has been implementing the Investment program, intended for 2 stages. Total volume of investments is expected to be 4,605 billion ruble:

1st stage - 2,39 billion ruble. (energy-producing facilities are put into operation)

2nd stage - 2,215 billion ruble. (energy-producing equipment is chosen, but the Company is ready to consider any alternative variant of equipment as per the Investor's proposal)

Shareholders of the Company offer several Investment opportunities for financing of PERSPEKTIVA, LLC, in particular the opportunity to buy from 30% to 100% of the capital of PERSPEKTIVA, LLC

Financial plan of the Investment proposal is calculated basing on entry of the Investor into the business capital with 30% ownership share and the possibility to sell the business to the Strategic Investor in 2019 when the company reaches stable financial indicators:

25,1% of the ownership share is provided by investing of **476.85 mln. rub.** into the Company's capital. These investments are directed for the partial financing of implementation of the 2nd stage of the Company's Investment Program (22% from the total financing).

- 4.9 % of the ownership share is transferred to the Investor as premium for attracting the credit resources in an amount of **3189.7 mln. rub.** for the Company on the following terms: the debt principal is to be repaid within 7 years, annual percentage rate is to be 6%.

The requested Investments are to be directed to:

- Partial financing of the implementation of the 2nd stage of the Investment program – 2193,65

mln.rub. (99% of the whole Investment volume required)

- Refinancing of the current debt to Sberbank of Russia, OJSC – 1472.9 mln.rub. (1422.9 mln. – refinancing of the current debt; 50 mln.rub. – early repayment charge)

The company's current assets created within implementation of the 1st stage of the Investment Program, released from pledge in Sberbank of Russia, OJSC as well as new assets, established within implementation of the 2nd stage of the Investment Program are to be the Collateral for the credit resources provided to the Company.

This way the offered investment horizon of participation in the Project is 5 years with the possibility of sale of 100% of business to the Strategic Investor at the market value of the business at the end of 2019 at 3469 mln. ruble. The cost of selling of 30% of the business at the end of 2019 is expected to be 1041 mln.ruble (The Investor's share)

According to the current estimates of the Project efficiency forecast the Investor's annual internal rate of return on the invested capital (IRR) is expected to be **21.5%** (on condition of exit from the business at the end of 2019)

In the attachment to the present letter we forward you additional information on the Project and all variants of investment opportunities for financing of PERSPEKTIVA, LLC.

We are ready to answer your questions, if you have any please forward them to Anton Stamboliev, Deputy Director for economy and finance of PERSPEKTIVA, LLC at antonstamboliev@yandex.ru; tel.: +007-351-700-09-13, +007-919-320-31-77

Director

Vladimir Chebykin