



## "One Stop Source" Support of Investment Projects

**investmoscow.info**  
MOSCOW INVESTMENT PORTAL



Moscow  
Government

August 2019

# Moscow City Investment Agency

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**Established in 2011 Moscow City Investment Agency** is a specialized investment promotion organization with expanded functionality.

## Main activities:

- support for investors throughout the entire project implementation cycle;
- development of economic and legal conditions for PPP projects, with due regard to interests of the city and investors;
- monitoring and control of investment projects implementation;
- maintenance and development of the Moscow Investment Portal;
- preparation of information and analytical materials;
- promotion of Moscow investment opportunities.

# “One stop” concept

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**Developed in accordance with the Regulation** for the executive authorities of Russia’s constituent entity to ensure a favorable investment climate in the region.

**Approved by the Decree of the Moscow Department for Economic Policy and Development dated 21.02.2014, №8-r**

**Authorized organization: Moscow City Investment Agency**

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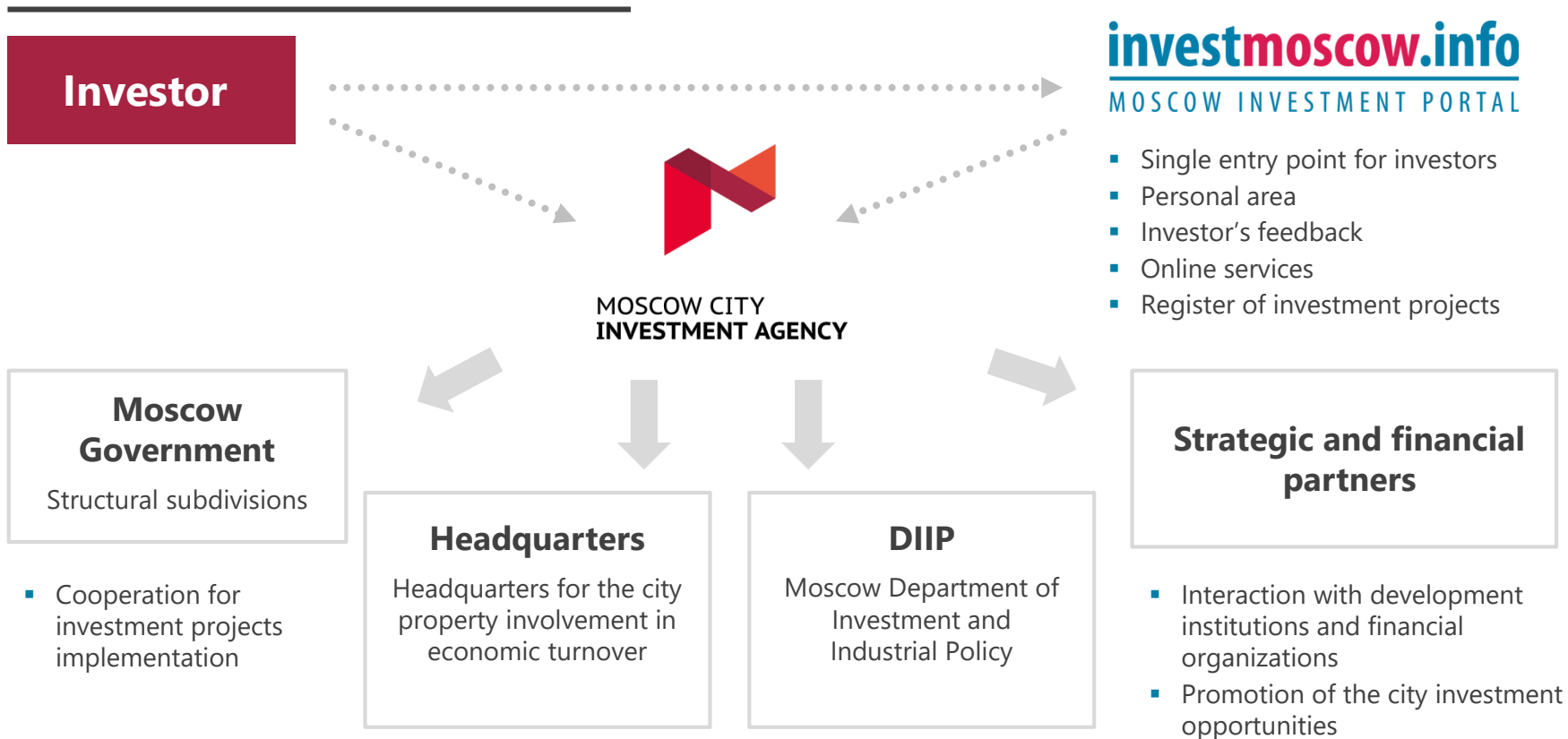
## The “one stop” concept provides for:

- advisory, methodological and organizational support for the investment projects that meet the Regulation requirements, at all stages of implementation
- assistance in attracting funds from investment and venture funds, development institutions, private investors, credit and financial organizations

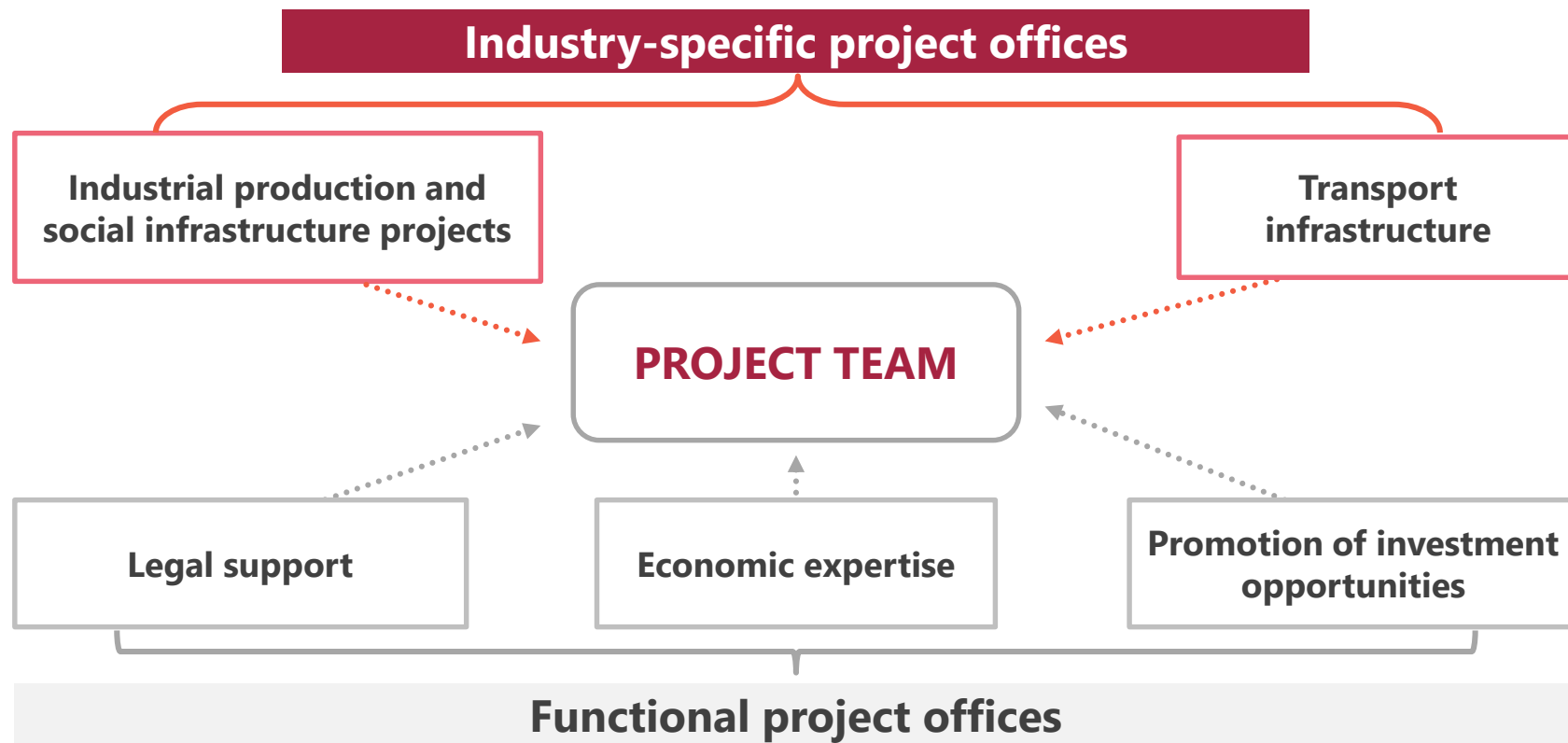
## Rationale for reviewing the possibility of Project support

- An appeal via the Moscow Investment Portal [www.investmoscow.ru](http://www.investmoscow.ru)
- A written appeal of the investor to the Moscow City Investment Agency
- Order of the Moscow DIIP

# Investment process urban environment



# Moscow City Investment Agency: project management



# Project support scheme

**1. The investor shall send the project information to the Moscow City Investment Agency**

**2. Primary expert evaluation of investment projects** (economic, legal)

**3. Development of proposals** regarding economic and legal project implementation conditions **with account of the city and investors' interests**

**4. In cooperation with the relevant executive authorities, the Moscow City Investment Agency shall work on the project elaboration** (including face-to-face presentation)

**5. Conclusions on the project implementation** shall be sent to the **Headquarters/DIIP** for review. Depending on the results, the **Moscow City Investment Agency shall inform the investor about further actions**

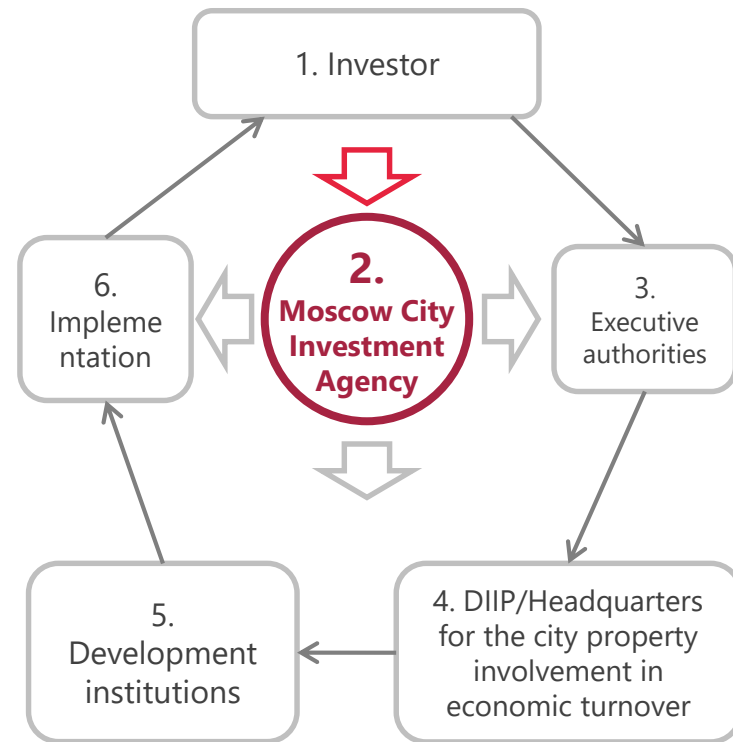
**6. Development of the investment project implementation roadmap**

**7. Development of the tender documentation for competitive procedures.**

**8. If necessary, the project implementation shall involve development institutions and financial partners** (banks, investment and venture capital funds, etc.)

**9. At the stage of project implementation, the investment project shall be supported by the Moscow City Investment Agency**

- land and property relations
- town planning relations
- industry interaction



# Direct line

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There is a **functioning mechanism that has been developed** for the communication between potential investors and the city authorities and allows to individually review any appeals depending on the topic and promptly respond to them. All appeals are processed within the established timeframe.

The **Moscow Investment Portal** allows to submit appeals:

- in a written form;
- via the Direct Line by the phone number indicated in the "[Contacts. Direct Line](#)" section;
- the letters of appeal received by e-mail at the Moscow City Investment Agency ([investmoscow@mos.ru](mailto:investmoscow@mos.ru)).

In order to ensure the continuous work to receive and process appeals, there is **a project office that has been established** to ensure the timely receipt, processing, recording and analysis of appeals;

The necessary regulatory documents have been adopted to arrange the project office operation, and **an automated information system has been created** to register the incoming appeals.

After receiving an appeal via any communication means, the staff of the **Moscow City Investment Agency** shall perform the following measures:

- arrange working meetings with applicants to receive additional information (if necessary);
- carry out economic and legal evaluations of the materials received;
- send requests to the Moscow branch executive bodies;
- give consultations and clarifications, prepare responses.

# Direct Line

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**1539** appeals were received in 2018. Of which:



**15** phone  
calls



**1524** written  
appeals

## Measures for review of appeals:

- **7** working meetings with applicants were arranged
- **302** (economic and legal) evaluations of the received materials were carried out
- **215** requests were sent to the Moscow industry-specific executive authorities
- **1531** responses were given to the authors of appeals



# Interaction with regional development institutions

Fund name	Support measures	Granting conditions
<b>Moscow Small Business Credit Assistance Fund</b>	Provision of guarantees: <ul style="list-style-type: none"><li>▪ under credit agreements;</li><li>▪ under bank guarantee agreements;</li><li>▪ under factoring agreements;</li><li>▪ under leasing agreements;</li><li>▪ under letters of credit;</li><li>▪ to state order participants.</li></ul>	<ul style="list-style-type: none"><li>▪ up to 70% of the loan amount, but not more than 100 m rubles;</li><li>▪ remuneration from 0.5% to 1% per annum of the guarantee amount.</li></ul>
<b>Moscow Venture Investment Development Fund</b>	Provision of seed investments (jointly with private investors), concessional target loans for IPO preparation and to current issuers of the Moscow Exchange Innovation and Investment market	<b>For startups:</b> <ul style="list-style-type: none"><li>▪ loans of up to 36 m rubles secured on the share in the financed enterprise, if there are private investments from the investor accredited by the Fund and if the company is registered and operating in Moscow.</li></ul> <b>For high-tech companies:</b> <ul style="list-style-type: none"><li>▪ loans of up to 30 m rubles, secured on the company shares. Interest rate is 1-2 refinancing rates.</li></ul>

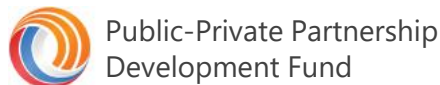
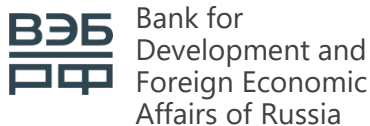
# Interaction with regional development institutions

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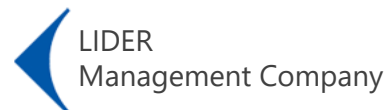
Fund name	Support measures	Granting conditions
<b>Moscow Fund for Industry and Entrepreneurship Support</b>	Financing in the form of concessional loans	<p><b>Loans to technopark/industrial park, SEZ residents:</b></p> <ul style="list-style-type: none"><li>loans of 10 to 100 m rubles (5 to 25 m rubles for IT) at 2% per annum for up to 5 years.</li></ul> <p><b>Loans to exporters:</b></p> <ul style="list-style-type: none"><li>loans of 10 to 100 m rubles at 3-5% per annum for up to 5 years.</li></ul> <p><b>Loans to industrial complexes:</b></p> <ul style="list-style-type: none"><li>loans of 20 to 200 m rubles at 2% per annum for up to 5 years.</li></ul>

# Interaction with development institutions and financial organizations

## Development Institutions



## Investment and venture funds, banks, financial organizations



# Key Investment Indicators of Moscow



**+107%**

**Investment growth in 2011 – 2018**  
In comparable prices (2010 - base period)



**\$38.7 bn**

**Capital investment**  
(for the full range of enterprises) in 2018



**~50%**

**Moscow's share** in the volume of FDI  
in Russia



**320 thousand**

**Individual entrepreneurs in operation**  
as of 2019/01/01 (1<sup>st</sup> place among the  
Russian regions)



**>70%**

**Share of extrabudgetary sources** in total  
capital investment financing volume



**+15.3%**

**Capital investment growth in 2018**  
In comparable prices (2017 – base period)  
(+4,3% - capital investment growth in Russia)



**+9.1%**

**Manufacturing output growth in 2018**  
(+2,9% manufacturing output growth in Russia)



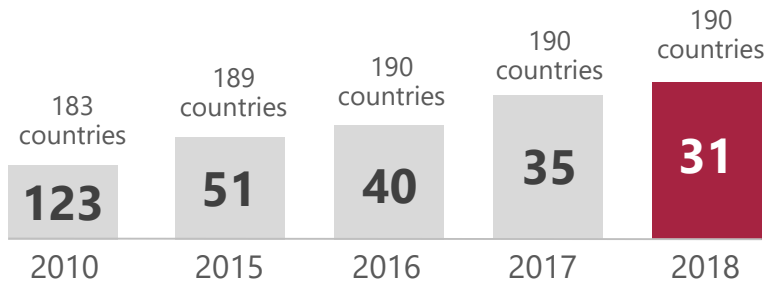
**+12.5%**

**Individual entrepreneurs growth**  
as of 2019/01/01 (2018/01/01 – base period)

# Moscow in Investment Ratings

## Doing Business Rating

(in the Russian rating, Moscow accounts for 70% of values)



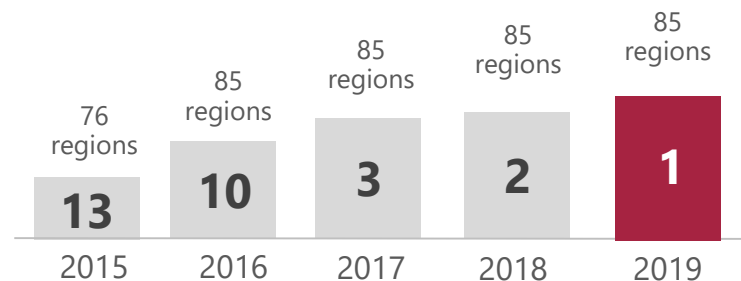
## Rating of the Ministry of Economic Development "Development of public-private partnership in Russia's territorial entities"



**1<sup>st</sup> place**

Leading for three years in a row:  
from 2016 to 2018

## National investment climate rating (ASI)



## Financial Times rating "**Sustainable development and FDI attractiveness rating of European cities**" (FDi European Cities and Regions of the Future 2018/2019)



**1<sup>st</sup> place**

among Eastern  
European cities

**6<sup>th</sup> place**

among European cities