

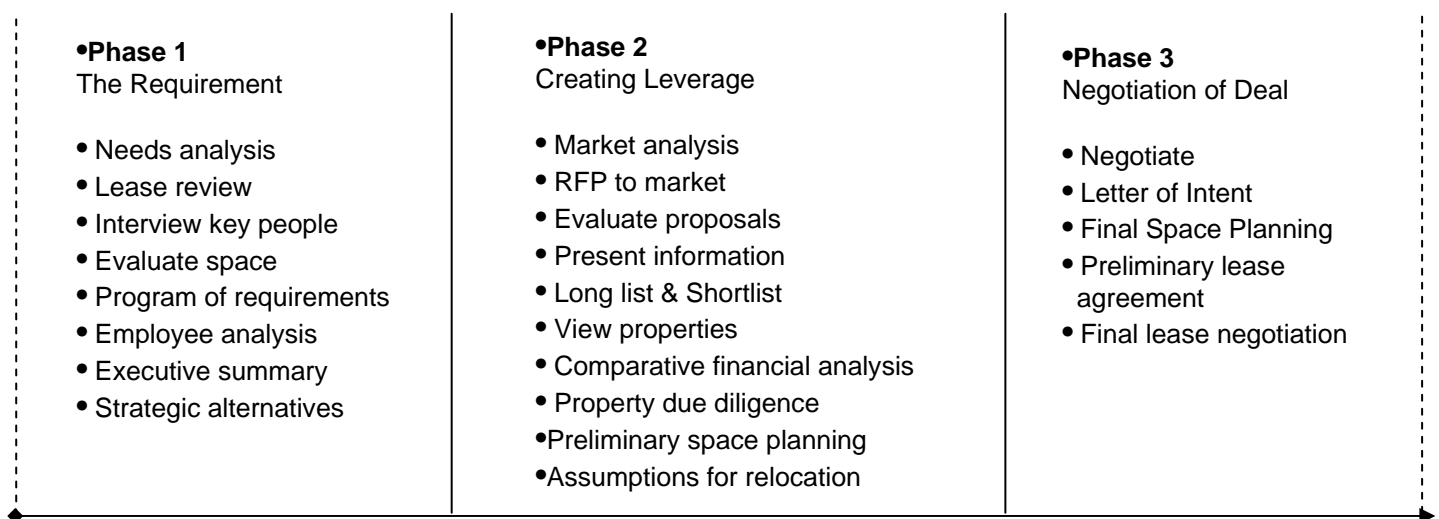
OVERVIEW: A TENANT'S MARKET

Many tenants on the Moscow market signed lease agreements on the top of the market and were forced to accept high rents and unfavorable conditions in the landlord market where there was little space available. In the global crisis the market has changed into a complete tenant market. There is a 20% vacancy in Moscow, rents have come down and landlords are desperately looking for tenants.

At Blackwood, we can help you renegotiate your current rent agreement to lower rents and more favorable contract conditions (take out penalties, obligations from agreement, etc.). As an intermediary Blackwood will go out on the market and find the best suitable properties that could be an alternative to your current location, thus creating *leverage*. Blackwood will use this leverage to negotiate lower rents and a better agreement for you on your existing property. As an intermediary Blackwood will protect your relationship with landlord and make sure you get the best possible deal.

Blackwood will work on a success only fee, allowing you to pay for Blackwood's services only if savings are achieved.

3 PHASE PROCESS



KEY FACTS

- * Rents down by **40%**
- * Vacancy rate up to **20%**
- * Ability to pay broker fees with savings
- * 3 month process - to new agreement
- * *Opportunity now* - before market returns

RECENT DEALS

- Finance Company - Baumanskaya area - 1200 sq. m.
- *23% savings*
- Recruitment Company - Chistye Prudy - 700 sq. m.
- *25% savings*
- Pharmaceutical Company - Arbat area - 680 sq. m.
- *17% savings*
- IT Company - Ryzanskii Prospekt area - 2000 sq. m.
- *35% savings*

ABOUT BLACKWOOD

Blackwood is Moscow's no 1 real estate services firm. Founded in Moscow in 1991 Blackwood provides access to the local market and combines local business practice with international industry experience. Blackwood's 300 plus professionals cover every aspect of the real estate industry advising investors, developers as well as landlords and tenants. Blackwood provides a wide array of real estate services from research, consulting and strategic planning to transaction management and fund management.



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