

DREES &
SOMMER

MAKING IT POSSIBLE! EXPERIENCE REPORT PROJECT IMPLEMENTATION IN AND FROM RUSSIA AND THE CIS COUNTRIES

bautech. Building in Russia: opportunities, trends,
developments

Steffen Sendler
Partner/ General Director
Drees & Sommer
Berlin/Moscow, 20.02.2018

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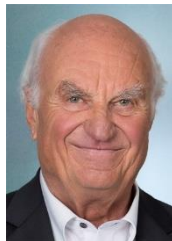
Facts & Figures

Worldwide

Founded:	1970
Employees:	2 150
Offices:	40
Countries:	18
Group sales in 2015:	300.7 Mil. EUR

Russia & CIS

Opened:	2005
Employees:	100
Services:	Management Consulting Engineering
Local functions:	Technical Client Construction Supervision
Projects:	over 100



Prof. Dr. Hans Sommer
Chairman of the Supervisory Board/ Partner



Peter Tzeschlock
CEO/ Partner



Dierk Mutschler
COO/ Partner



Steffen Szeidl
CFO/ Partner



Steffen Sendler
General Director/
Partner



Tim Comaia
Managing Director/
Associate Partner



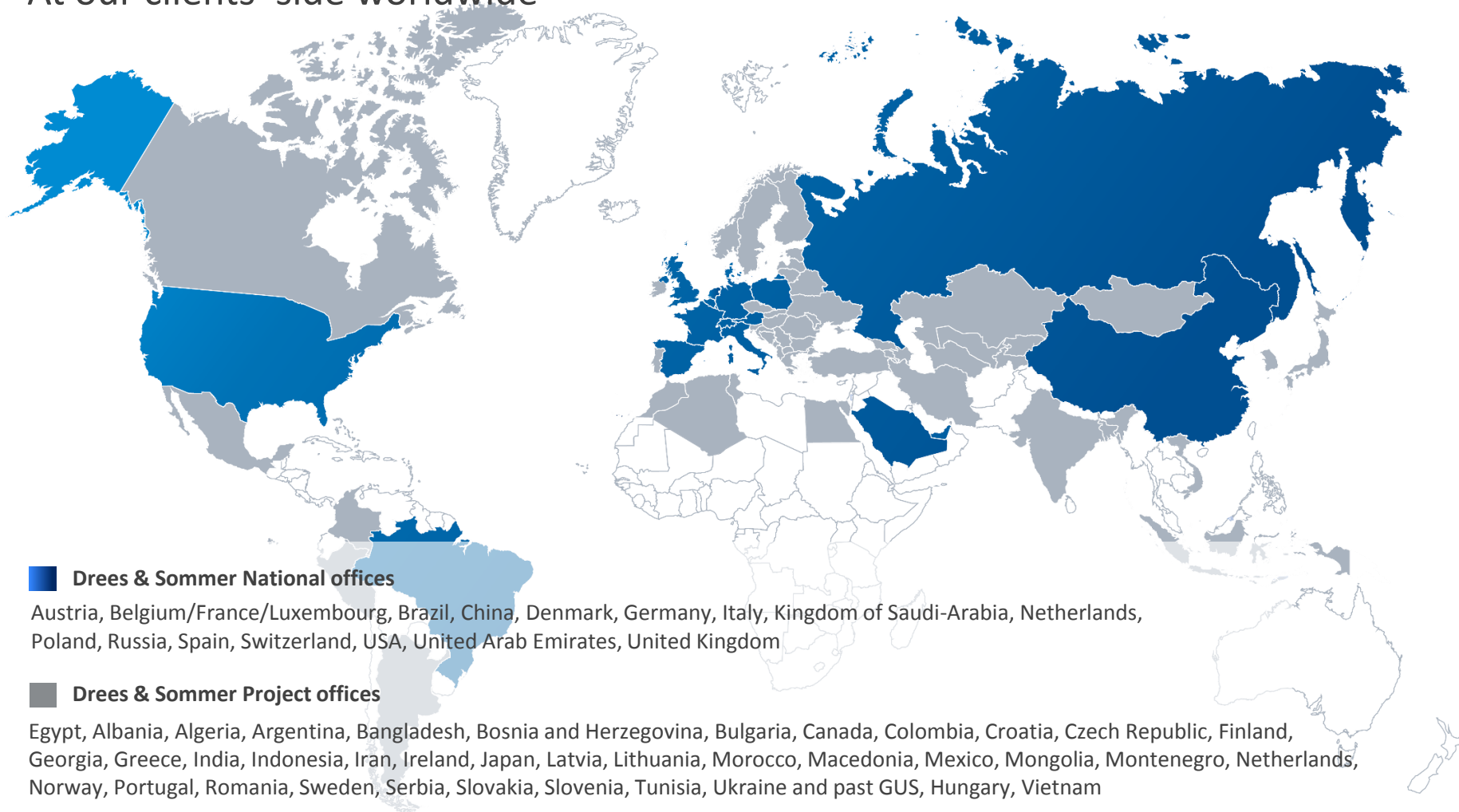
Ilijas Hadzimejli
Managing Director



Natalia Loginova
Managing Director/
Financial Director

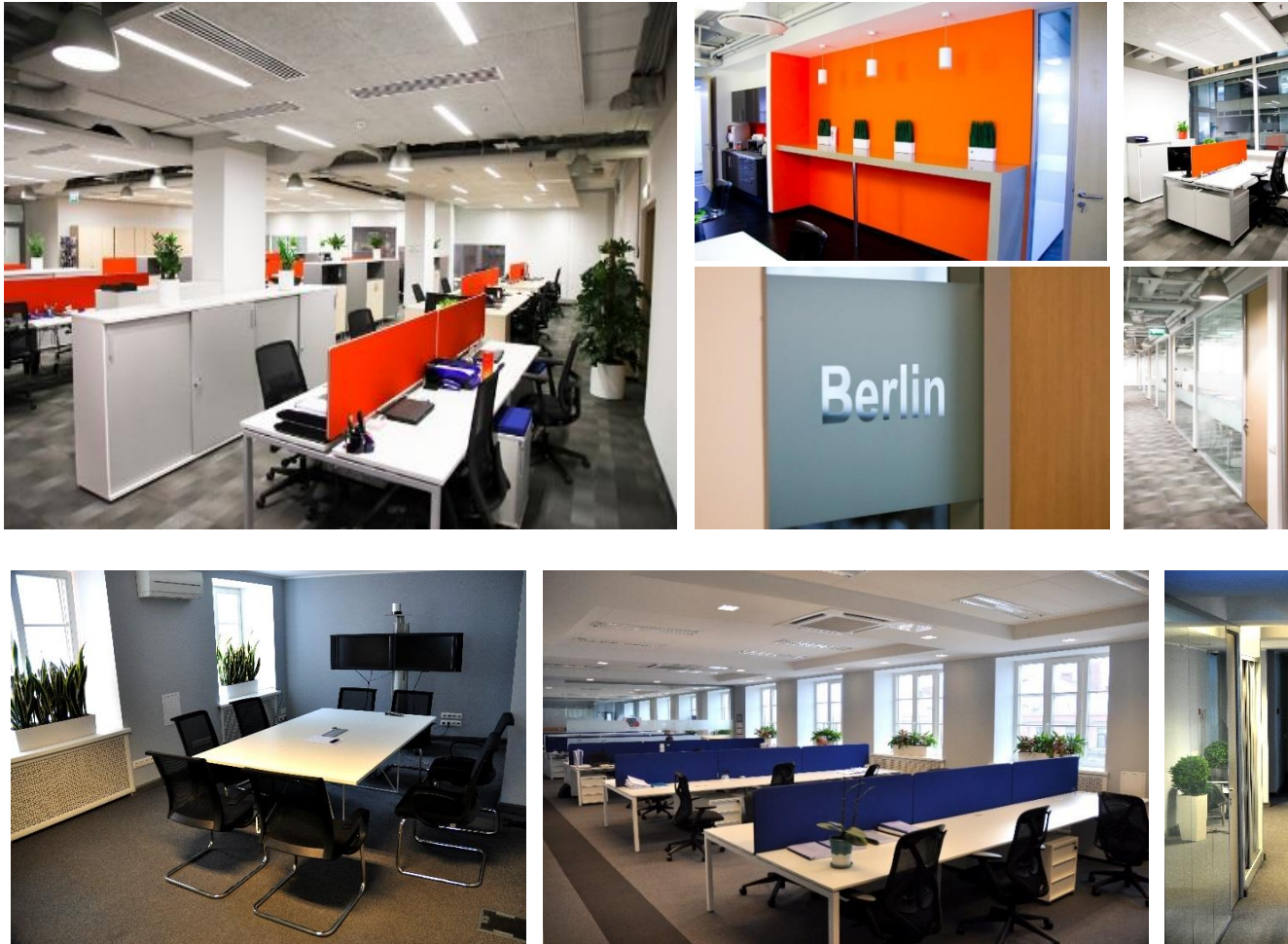
DREES & SOMMER

At our clients' side worldwide



DREES & SOMMER

Offices Moscow And St. Petersburg



DREES & SOMMER APPROACH

1. SECTORS



Automotive



HealthCare



Life Sciences



Public Sector



Retail



Housing Industry



Hospitality



Manufacturing Industry



Information and Communication Technology (ICT)

2. SERVICES



Project Management,
Client's Representative on Technical,
Engineering, Financial Questions



Real Estate Consulting,
Assets Evaluation, Financial
Reporting, Technical Due Diligence



**Strategic Process and Organizational
Consultancies**



Development Consulting,
City Districts, Infrastructure



Engineering,
Value Engineering (Quality cross to
Costs), Design

- General Designer
- General Contractor
- Technical Client
- Construction Control

Local Functions
Approval-, Permits-, Commissioning
Relevant

3. PROJECTS



Private
office buildings



Public
office buildings



Insurance &
bank buildings



Hotels &
resorts



Housing



Healthcare,
nursing, hospitals



Trade fairs,
congress centers,
exhibition venues



Theaters,
concert halls,
museums



Sports &
leisure facilities,
theme parks



Retail, malls,
car showrooms



Training, education,
research



Industrial &
production
buildings



Site development,
master planning



Transportation,
airports,
infrastructure



Supply & disposal



Precincts,
mixed uses



Green Buildings,
low-energy
buildings



High-rise buildings

GENERAL DEVELOPMENT

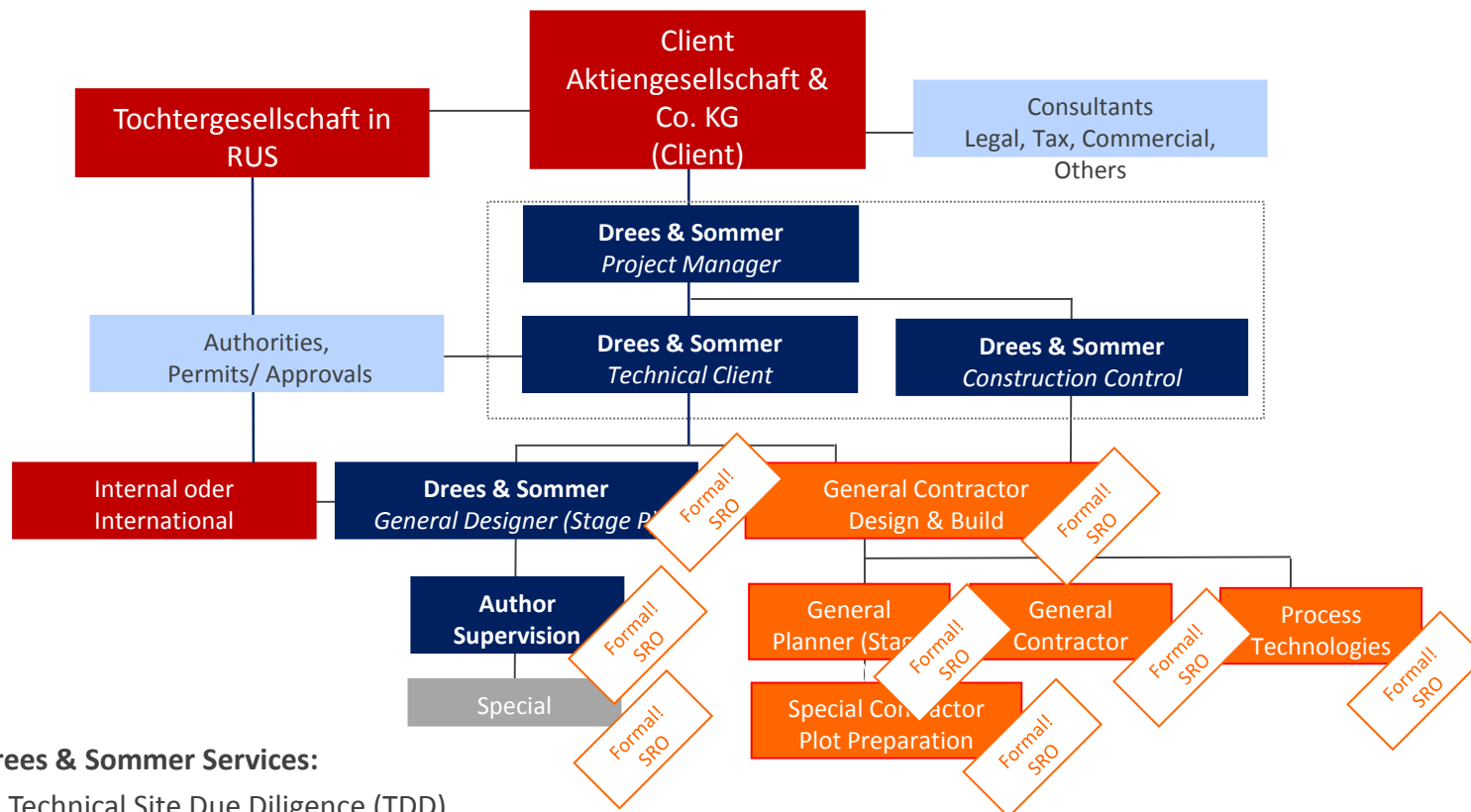
- Shrinking consumer spendings since 2013
- Russian economy under pressure since 2014
 - Ukrainian crisis and sanctions
 - Drop in oil prices
 - Devaluation of national currency
- Attempt of approach to Europe 2016
- Prolongation of EU-Sanctions until 2018
- New US-Sanctions 2017

SPECIAL DEVELOPMENT IN RUSSIA

- Import substitution and localization
- Preferential treatment of local tenderers
- North-Stream 2, Turkish-Stream and “Sila Sibirii”
- FIFA Football WC 2018 – World Expo candidate Yekaterinburg 2025
- Orientation to Asia – pros and cons for Russia?
 - Chinese companies invest in Russia
 - Investment from Korea, also increasing from Taiwan
 - Special economic zones and promotion of the Far East

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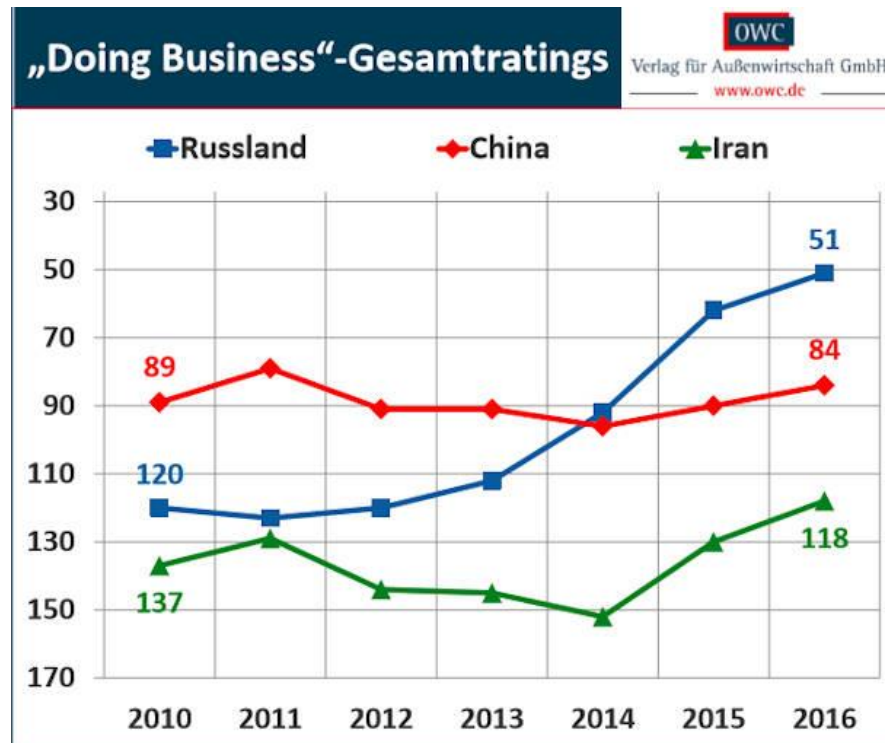
Integrated Approach



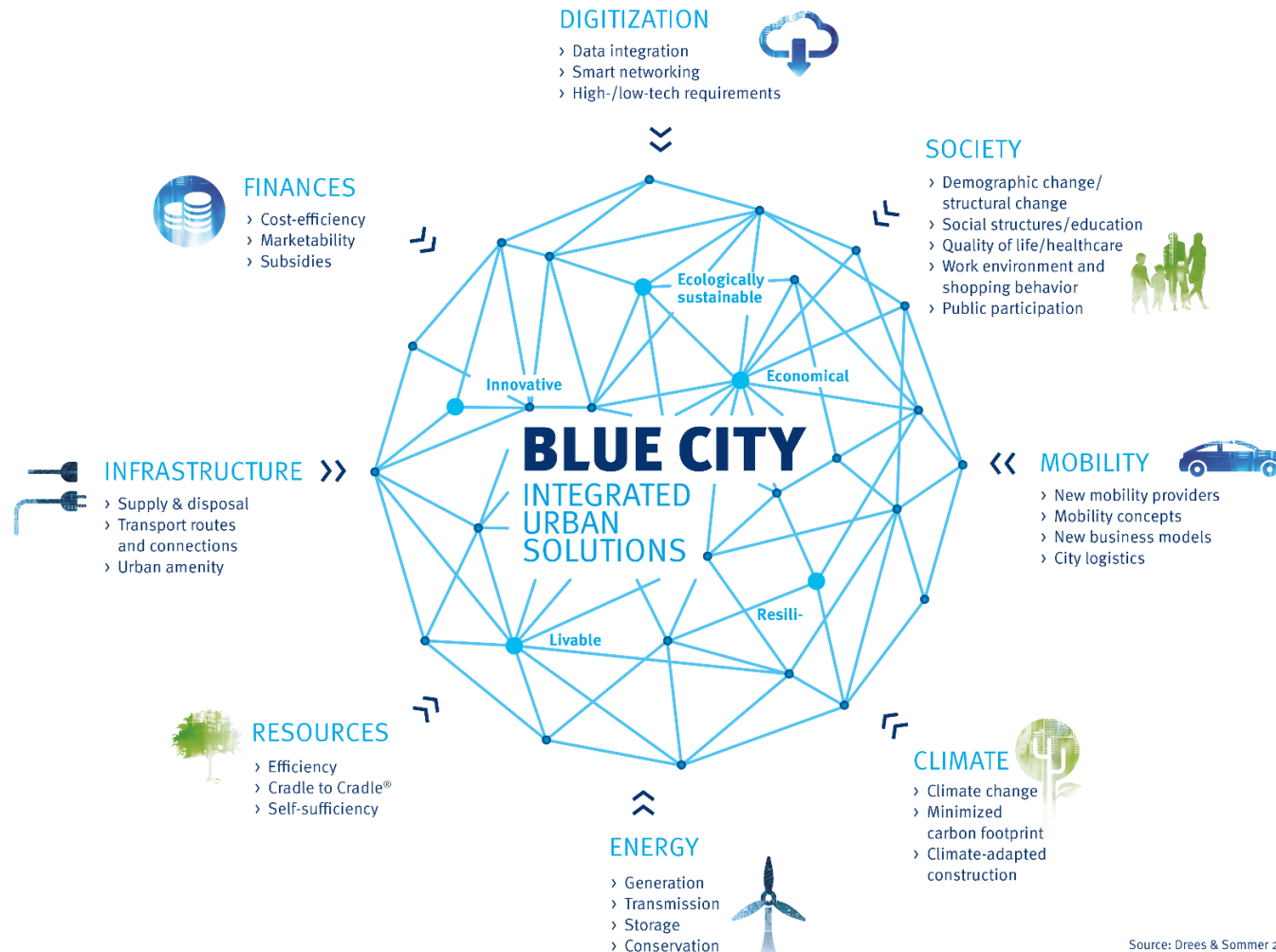
Drees & Sommer Services:

- Technical Site Due Diligence (TDD)
- Project Management (PM)
- Technical Client (local functions) (TC)
- Design (stage P), incl, adaptation of the concept (GP)
- Construction Control) (local functions) (CC)

TRENDS: LOCALISATION



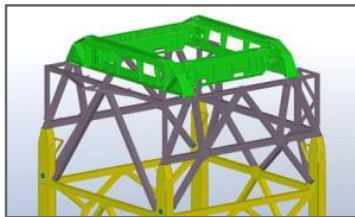
TRENDS: URBAN DEVELOPMENT



Source: Drees & Sommer 2016

TRENDS: LEAN ORGANIZATION

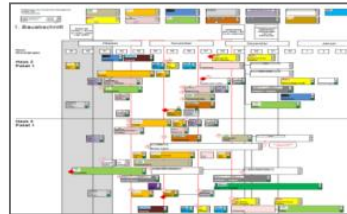
Case: Sector Specific Strategically and Process Organization



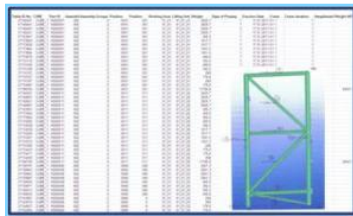
BIM / 5D



Process Analysis

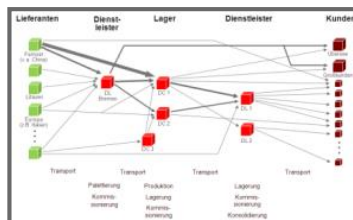


Process Planning

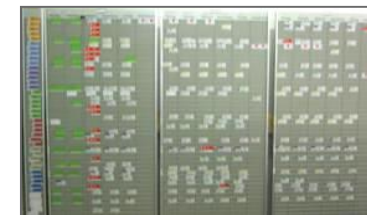


Work packages & material list

Production Planning



Supply Chain & material Tracking



Production Control

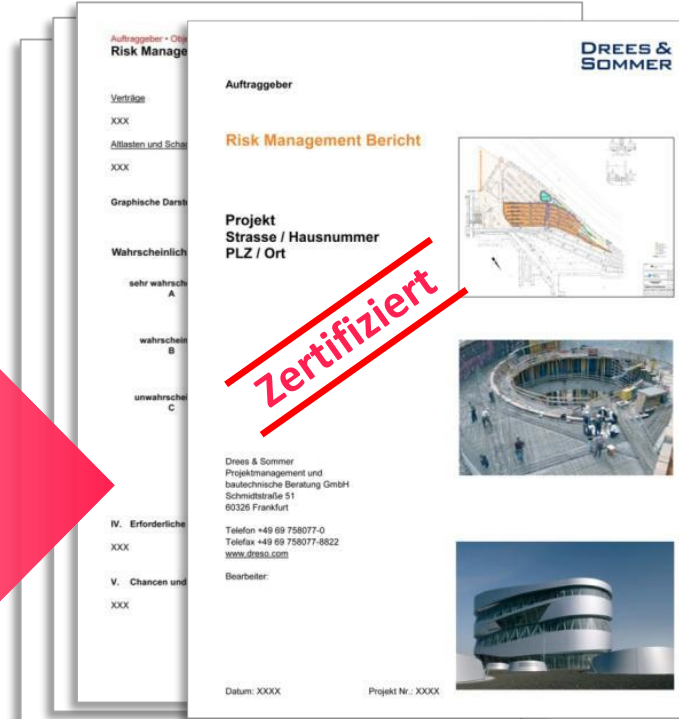
TRENDS: BIM

Case: Cloud Based/ Cross Border BIM Engineering



TRENDS: BANKABILITY

Case: Certificated Audit And Reporting (Financing/ Banks)



Compliant
Standardisiert
Zertifiziert nach Deutschen und Int.
Systemen

AVIA PARK, MOSCOW

New shopping center

- Sector:
Retail
- Client:
CJSC TVK „Aviapark“, Moscow
- Architects:
 - ZAO „Renaissance Construction“, Moscow
 - Callison, Seattle
- Project duration:
Dezember 2010 – Dezember 2014



MAIDAR ECOCITY+

Management consulting

- Industry:
Real Estate Industry
- Client:
Maidar City LLC, Ulaanbaatar
- Architects:
RSAA Architekten, Stefan Schmitz, Cologne
- Project duration:
June 2015 – June 2016



SOCHI PARK, RUSSIA

Leisure Facility in Russia

- Industry:
Tourism
- Client:
OAO Sochi-Park, Sochi
- Project duration:
August 2011 – December 2013

NEW HOLLAND ISLAND, SAINT-PETERSBURG/RUSSIA

Area development

- Industry:
Multifunctional
- Client:
New Holland Development, St.Petersburg
- Services:
Technical Client, Construction Supervision,
Energy Consulting
- Area:
GFA: 54,000 m²
- Project Duration:
2010 - 2016



PORSCHE FLAGSHIP STORE, KIEV

- **Industry:**
Automotive
- **Client:**
Winner Imports Ukraine, Kiev
- **Services:**
General Design
Design Supervision
- **Area:**
GFA: 7,150 m²
- **Project Duration:**
2012 - 2013



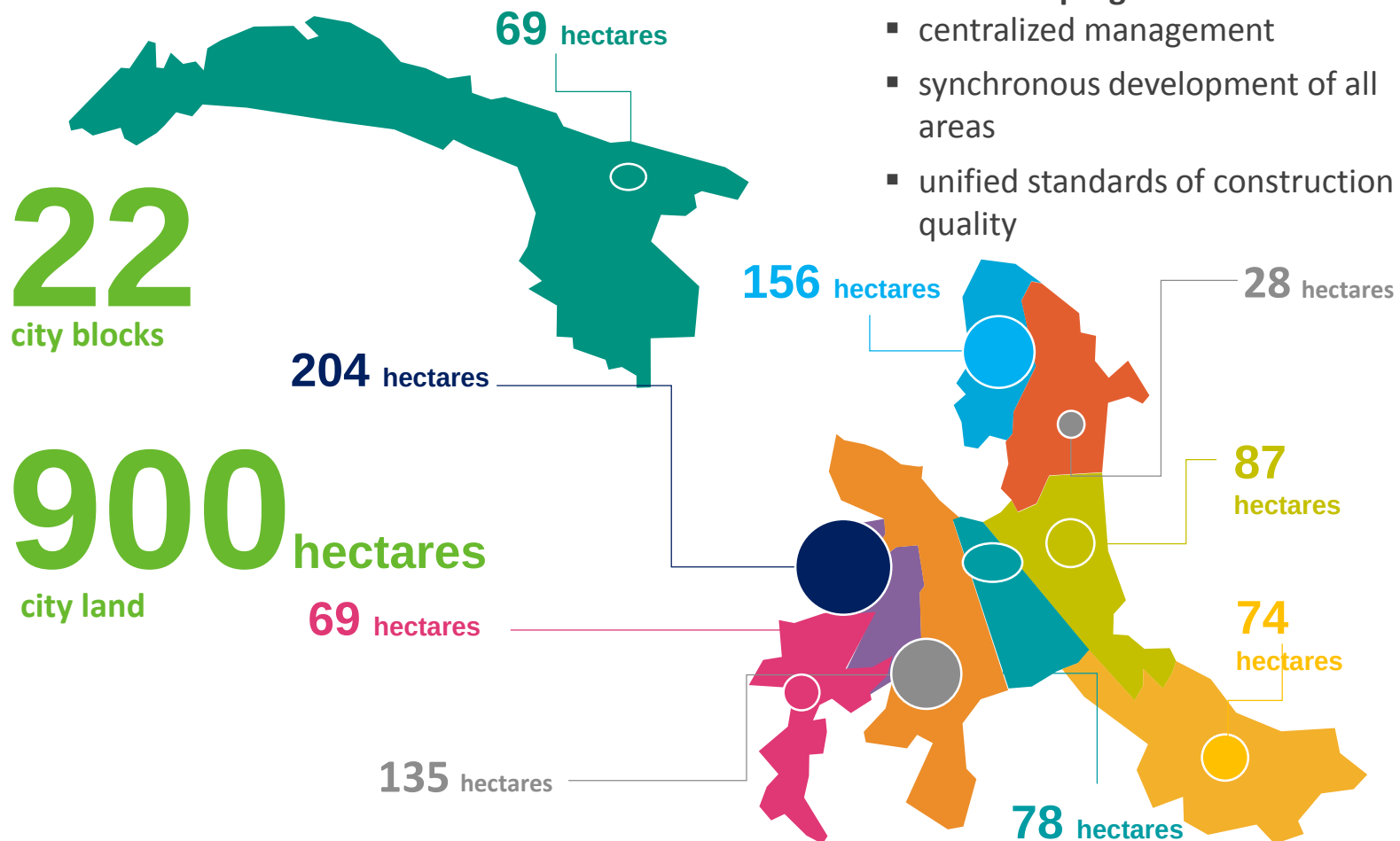
ICE HOKEY ARENA, ST.PETERSBURG

- Industry:
Sport
- Client:
SKA Ice Hockey Club ZAO
- Services:
Management
- Project Duration:
2013 - 2015



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Special Case: Design, Build of 5 City Blocks



IFC MOSCOW

URBAN DEVELOPMENT – BIM CITY

New Moscow master planning

- Industry:
Real Estate Industry
- Client:
Rublyovo-Arkhangelskoye Closed Joint
Stock Company, Moskau
- Architects:
 - ASTOC GmbH, Cologne
 - LAND Srl, Milano
 - HPP Hentrich-Petschnigg & Partner GmbH
+ Co. KG, Düsseldorf
- Project duration:
December 2014 – June 2016
- Development Area: 4,1 million m² GFA
- Facilities: 15 kindergartens, 10 schools, two
hospitals and parking for 27 000 places



STATUS – URBAN DEVELOPMENT
APPROVED

PRODUCTION SETUP IN RUSSIA

References



Viessmann, Lipetsk/ Russia
New construction production, logistics, office



Siemens, Voronezh/ Russia
Warehouse and connected functions



Extension animal feed, baby food and confectionary production, Russia



ZF Kama, Naberezhnye Chelny/ Russia
New construction (Brownfield) gearbox production



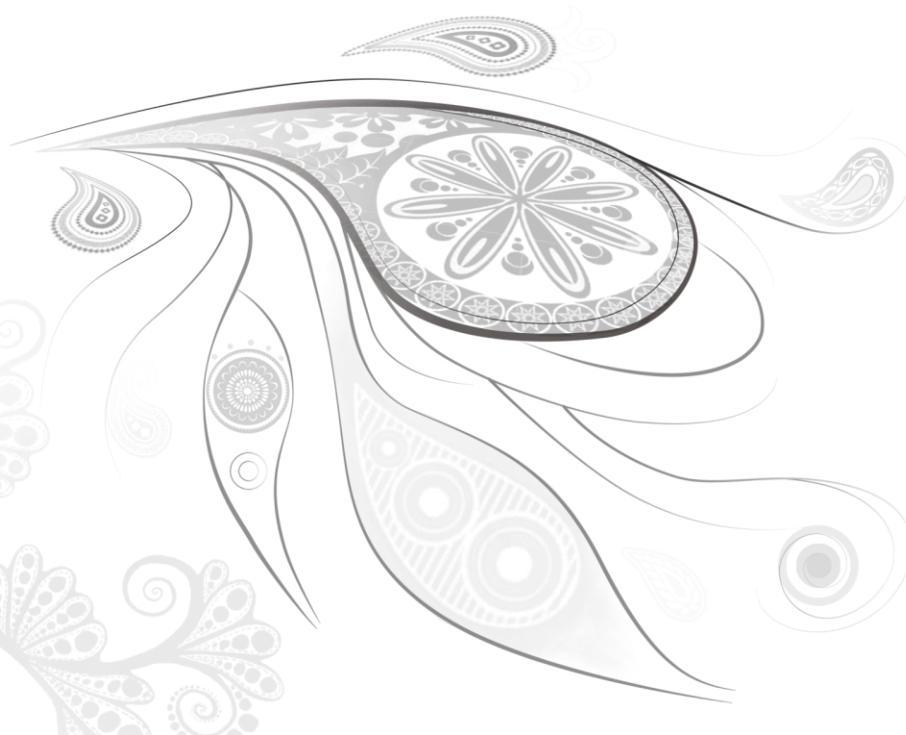
Mercedes Benz Russia, Moscow region/ Russia, new construction, regional logistics center



Manufacture of textile products, Kaluga/ Russia New construction

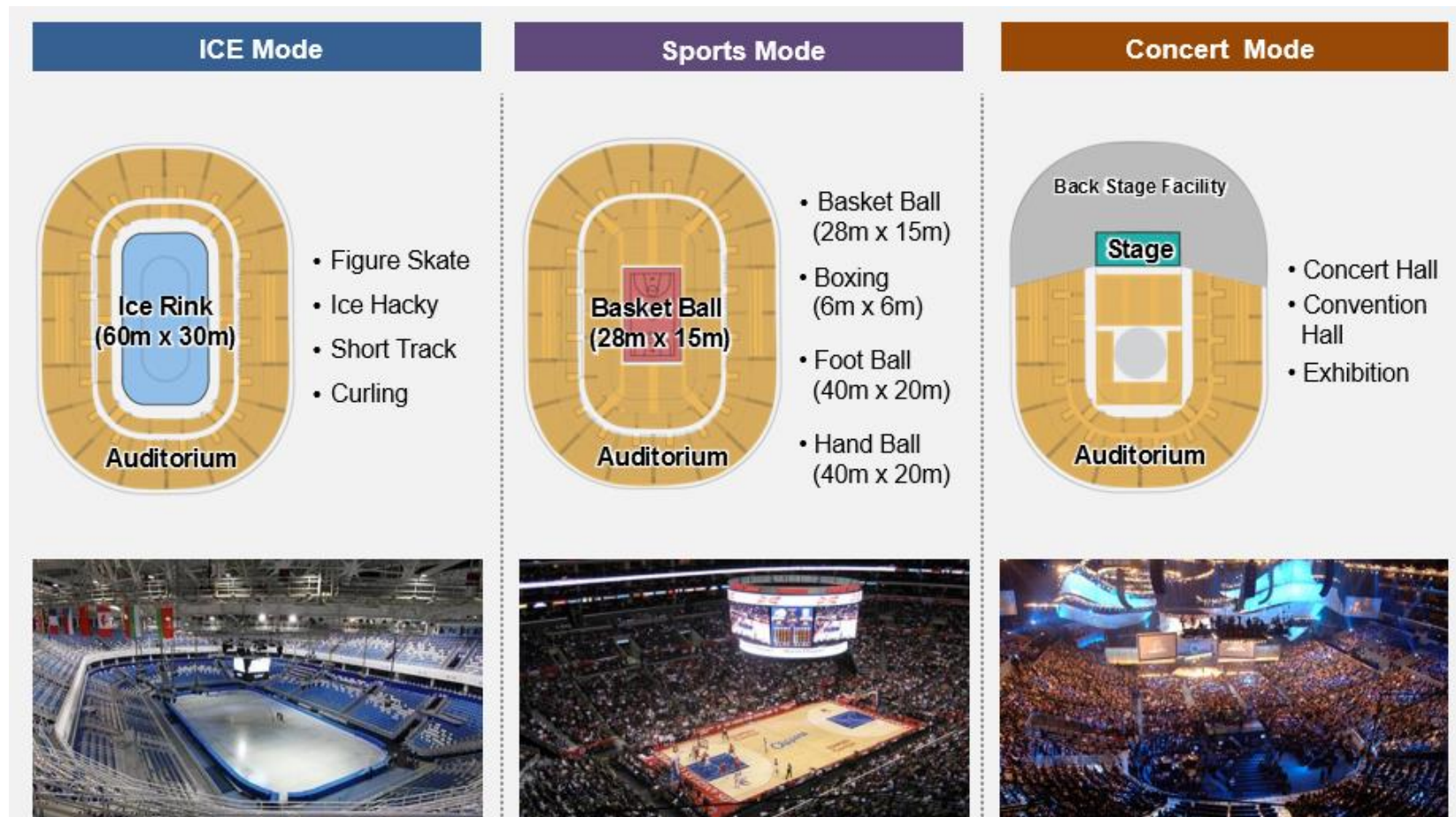
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New Project - HUMO Arena, Tashkent



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New Project - HUMO Arena, Tashkent



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The background is a blue-tinted photograph of a modern city street. Tall buildings line the street, and a network diagram with nodes and lines is overlaid in the upper right corner. The text is centered in the middle of the image.

WIR BERATEN UND PLANEN ZUM BAUEN UND BETREIBEN

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