

NAI Ukraine

Monthly NAI Firm Spotlight



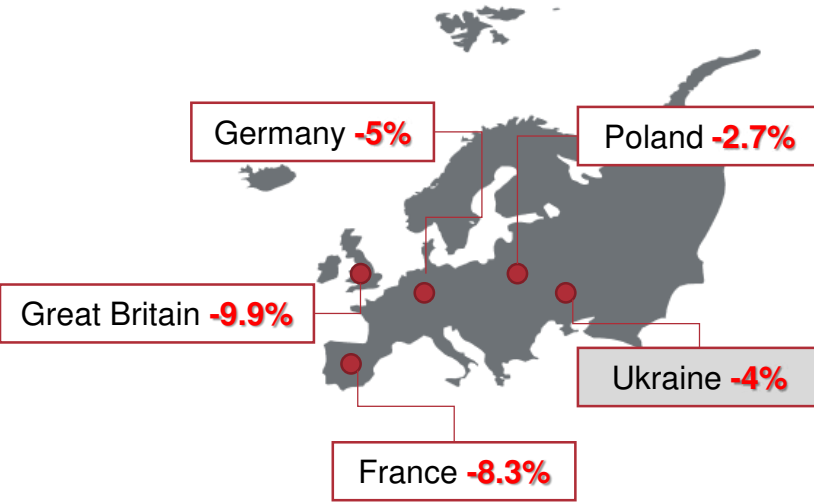
Ukraine

Population **41.6** mln people
(6th place in Europe)
Area **603 549** km²
(1st place in Europe)

Kyiv – 3 mln people, up to 5 mln with suburbs, the
6th largest capital in Europe

Ukraine economics

GDP 2020 estimation, annually growth

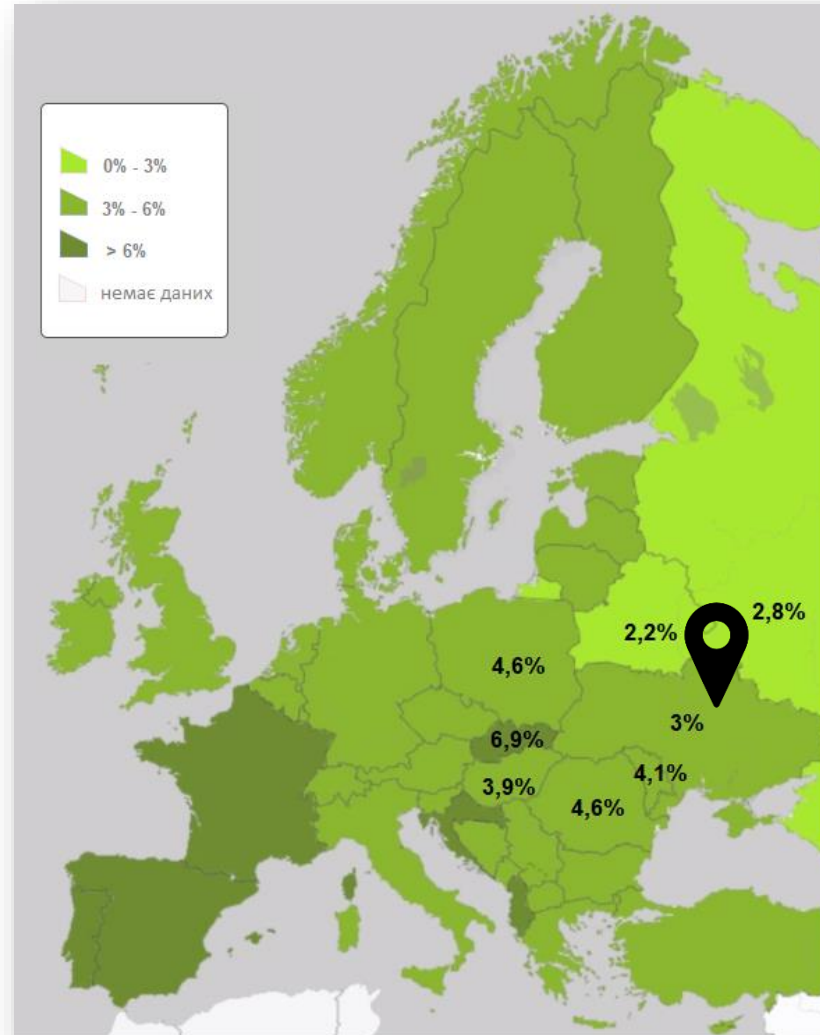


*European Commission, Dragon Capital

In 2020 Ukraine has one of the smallest GDP fall in 2020 among Europe.

Countries GDP volume in purchasing power parity is **\$527 bln**, and it is on the one level with **Sweden, Austria and Singapore**. Indicator per capita is two times more than for one of the most fast growing economies - **India**.

GDP dynamics in Europe, 2021 forecast, IMF



GDP 2021 forecast for Ukraine, other resources:

Company	GDP 2021 forecast
J.P. Morgan	+6%
World Bank	+3%
IMF	+3%
Bank of America	+4.5%
Ministry of Economy Ukraine	+4.8%

The return to economic growth has already been forecasted for 2021. According to the forecasts Ukraine is among the countries with the fastest recovery (3-6% per year).

Ukraine economics



IT

Export 2020 – more than \$5 bln

+20.4% growth in 2020

(average growth during last 6 years +30% annually)

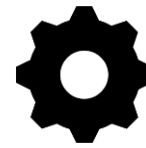
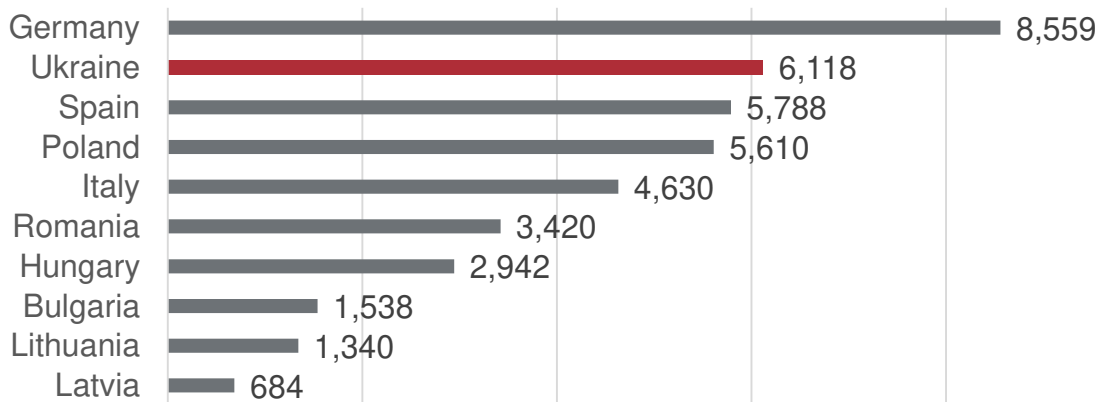
1st place in Europe

18 Ukrainian companies among top-100 Global outsourcing rating

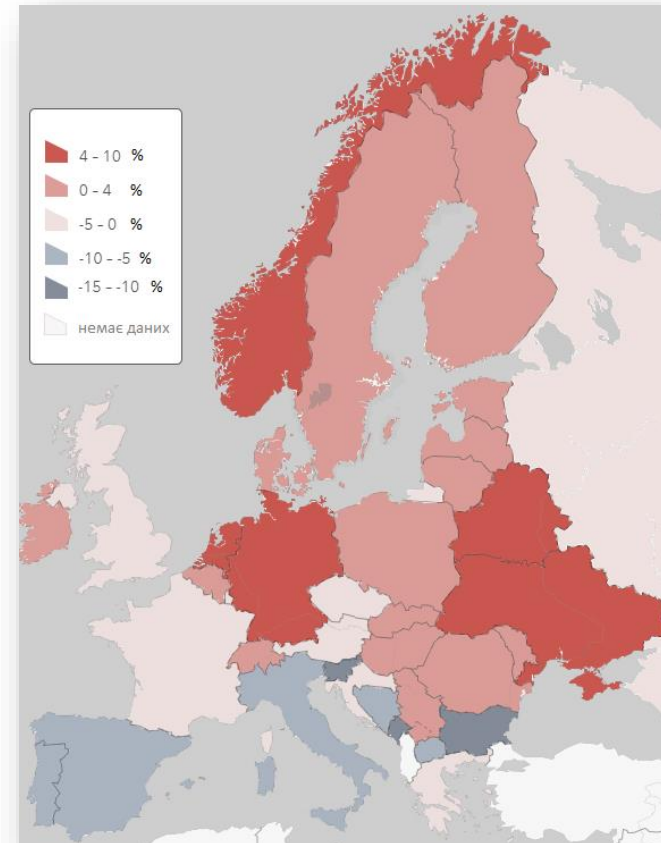
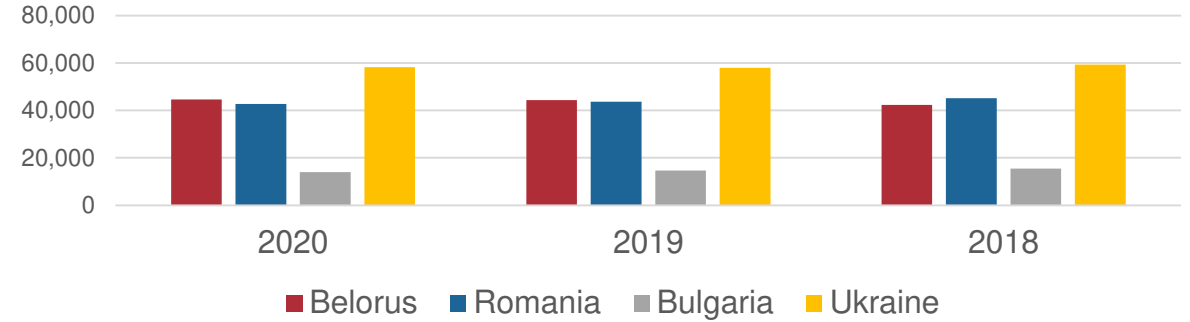


Ukraine is in the top of European countries for the volume of **agriculture production realization** and its manufacturing exceeds in few times the closest by economic development European countries.

Agriculture production realization volume in Europe in 2020, mln. USD



Volume of manufacturing in Ukraine comparing to some other countries 2018-2020, mln. USD




Retail

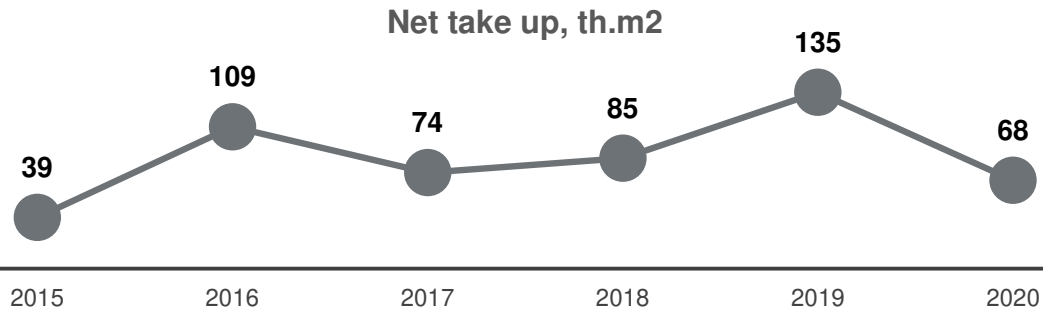
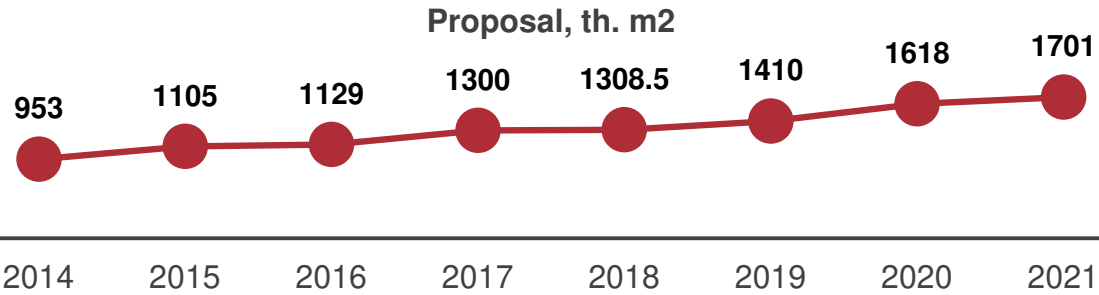
- In 2020 retail volumes increased of **10%** in UAH and **5%** in USD.
- 5 year in a row Ukraine reached top-5 European countries for growth of retail turnover along with **Germany, Netherlands, Belarus and Norway** (4-10%).
- Volumes of retail in Ukraine reached Romania market in terms of size since 2018*
- Comparing Kyiv to the biggest German agglomerations, **Kyiv turnover takes a position between Munich and Cologne.**

*taking into account shadow economy

Kyiv real estate markets

Retail

 Pipeline
+1 800
th. sq. m



Vacancy

10%

+0.5 p.p. over the year




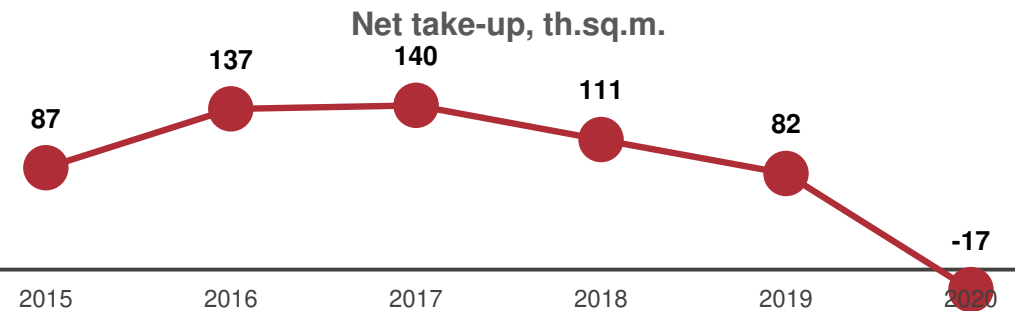
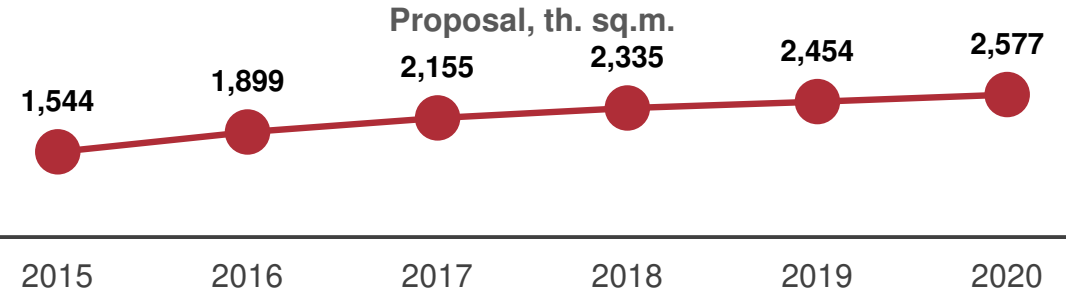
Top rents

\$720 per sq.m./year

-10-50% over the year

Office

 Pipeline
+103 th.
sq. m



Vacancy

12.5%

+5 p.p. over the year



Top rents

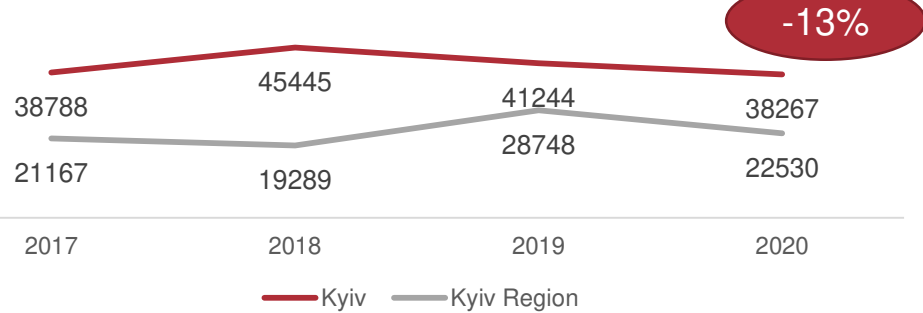
\$360 per sq.m./year

-10-20% over the year

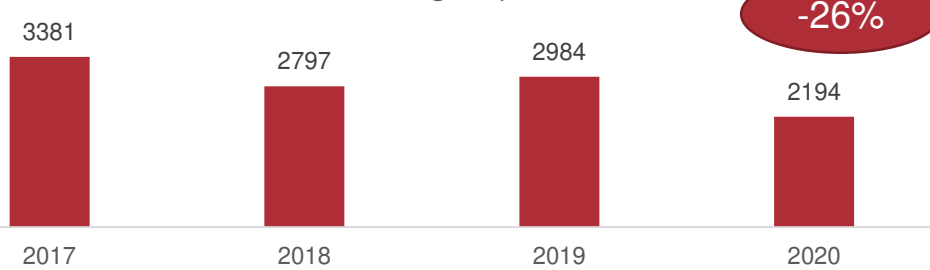
Kyiv real estate markets

Residential

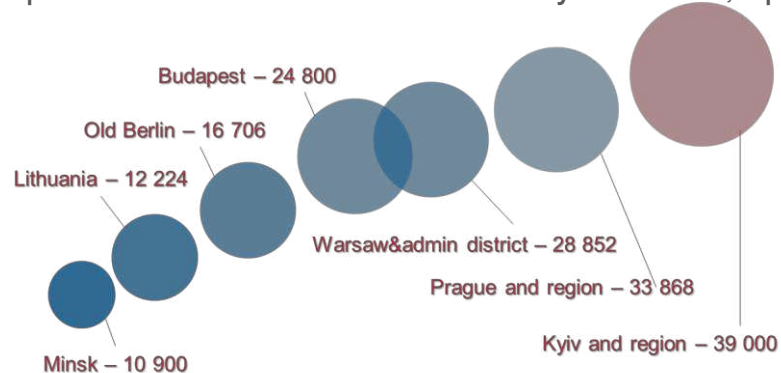
Amount of residential sale agreements



Dynamics of housing commissioning, th.sq.m (Kyiv and region)



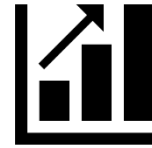
Completion of new residential units by counties, apartments



Prices
+0% in USD, +15% in UAH



Logistic



New proposal

+87 th. sq. m

+4% over the year



Take up

+176.5 th. sq. m

-2% over the year



Vacancy

2.5%

+0 p.p. over the year



Top rents

\$72 per sq.m./year

0% over the year

Hospitality



New proposal

+0 th. sq. m

+0% over the year



Airports
passengers
traffic

6 mln people

-70% over the year



Workload

23%

-30 p.p. over the year



ADR

\$101 per room

-45% over the year

Business opportunities in Ukraine

According to new legislation system of Ukraine, which now is more transparent and flexible for foreign investments, Ukraine becomes more open and attractive for further development and economic growth.

Concessions

As a new investment opportunity there are numerous concession projects are running all over Ukraine, such as Ports, Highways and Railway stations. This creates a stable platform for running a long term successful business. Through this NAI Ukraine is getting valuable positions at Ukrainian Real Estate market with a help of international network of NAI Global.

Infrastructure

Also as a part of nationwide reconstruction of infrastructural objects, for now regional Airports are looking for international contractors and consultants for innovative and successful reconstruction project development.

Logistics

There are several large projects in logistics sphere, the biggest would start in April, 2021 announced by national Post and Shipping operator UkrPoshta, the project considers to build 60 innovative logistic centers around Ukraine, with a support of EBRD. The project would be implemented in build-to-suit format, where nationwide post operator would lease newly built logistic centers, project considers investment and interest return within just 8 years.

Gambling legalisation and hotels development

In 2020 gambling was officially legalised in Ukraine, the first license was already issued. It opens new opportunity for hospitality sector renewal and further development due to increased demand among the worldwide operators.

Entry of new retail brands – wide and unsaturated market

Only 30% of top-50 retail brands are represented in Ukraine, while it has the most fast growing market in Europe as wide, as the most big European countries have. Mango, H&M has one of the most profitable stores in Kyiv, Lavina mall. In 2020 IKEA has opened in Kyiv opening new age in Ukrainian retail.

R&D centers relocation and IT outsource

More and more companies open offices and R&D centers in Ukraine (for example, Samsung, Oracle, Wargaming, Boeing, Ericsson, Siemens). IT projects from around the world bypass India, the Philippines, Vietnam and open offices in Ukraine. 80% of Ukrainian specialists work with American clients. Along with a large pool of talented programmers, Ukraine also offers competitive tariffs, 80% of Ukrainian IT-specialists speak English, follow US and European cultural ideals, values, norms and mentalities.

What we do:

Model Output Increase
Growth Strategy
Acquisition Strategy
Contingency Models
Conception of Real Estate

Output Analysis
Strategic Modeling
Portfolio Strategy
Transaction Services
Lease Administration

Review Facility Limitations
Identify Opportunities
Operation Optimization
Audit and adaptation
Sustainability

NAIUkraine

Done

LEASED

- 107 000 sq.m. In 2019
- 66 665 sq.m. in 2020

STATISTIC RESEARCHES

- 800 consumers surveyed in Kyiv
- + 300 companies
- 20 traffic measurements annually

VALUATION

- + 300 real estate objects

ANALYTICS

- + 20 researches, consulting and analytic projects

MEDIA ACTIVITY AND BRAND PROMOTION

- + 5 speeches on the conferences, forums and round tables
- 20 analytic articles

Our team takes the main role on the process of market entry of such brands as IKEA, H&M, Decathlon, DeFacto, Auchan, Leroy Merlin and Koton.

Urban Experts

NAI Ukraine closely cooperates with Urban Experts & Leslie Jones Architecture to offer full range of top-quality real estate services, architectural as well. We work across Eastern Europe in the following sectors: Mixed Use, Retail, Commercial, Leisure, Residential, Transportation across Eastern Europe

Urban Experts is a team of real estate experts: advisors, urbanists, architects and marketing specialists. Since 2016 we work with leading British architectural bureau Leslie Jones Architecture to provide the best international architectural services with convenient adaptation to the local market. Working together we provide a unique combination of skills and experience. Using the customer's time, financial resources and property with 100% efficiency.



- Kyiv based team with the extensive experience of international projects
- Deep knowledge of the CIS market
- Experts in complying with local regulations
- Focus on the highest return on investment from each project
- Expert knowledge of the references of end-users in the region

leslie jones architecture

- London based team with extensive international experience
- Major infrastructure and transport project design experience
- BIM design expertise
- Intelligent design, environmentally conscience
- Involvement of senior lead architect from inception to completion



Our company is a licensed appraiser of projects and buildings in accordance with the international environmental certification BREEAM. We use its standards in our work, so we create not only aesthetically attractive and commercially successful real estate, but environmentally friendly and long-term sustainable, which, at the request of the Client, can be confirmed by a certificate.



Services



URBAN
EXPERTS

leslie jones
architecture

Architectural design/concept

When developing the conceptual design, we envision a meaningful place that people can connect to on a personal level. We do not simply design buildings; we create the ultimate living experience within the architectural concept. Our conceptual vision develops through understanding constraints and opportunities of the property, as well as state construction regulations and marketing research. We are set up to meet all the technical and commercial requirements of the client. At the same time, we do not downplay the importance of economic, social, historical, cultural, and ecological aspects.

Master-plan development

We provide elaboration of construction documentation, including all the sections necessary for coordination and construction. We fulfil the functions of design, coordination, quality control, and obtaining the enabling documentation. Being in control of each subsequent stage of planning, our team provides high-quality documentation for all forms of property, including non-standard ones.

Architectural Audit/ Project optimisation

We offer an independent assessment of the property in accordance with current standards. Architectural audits can be carried out at the design stage. Following the expert analysis, we prepare a report with a comprehensive description of the property characteristics, and a list of recommendations. This report can also be used as a foundation to re-conceptualise the project in a way that is beneficial to the property.

Architectural Supervision

We are interested in a high-standard realisation of the project. Architectural supervision by Urban Experts and Leslie Jones Architecture ensures that your property is consistent with design solutions. At this stage, our experts carry out scheduled site visits – providing feedback, introducing amendments into working drawings and providing interpretation of the project documentation for the client and building contractor.

Interior Design

Careful, thorough design can significantly increase the market value of the property that is for sale or rent. A strong first impression can raise the investment appeal of the property. Our designers will make sure that you benefit from this high-quality interior design.



Services for full development cycle

NAI Ukraine & Urban Experts provide full-scope of development services, professionally supporting creation of high-effective world class real estate by 3-4% of project budget:

- Consulting and research
- Landplot search, evaluation and brokerage
- Concept development
- Architectural services and design
- Support in finance raising and investors search
- Project supervision and advice
- Brokerage
- Property management



Achievements



- 95 projects
- More than 3 million square meters of different types real estate have been developed
- 980 hectares of master plans of the territory
- Projects of UE & LJA all over EMEA
- NAI Ukraine works in Ukraine, Moldova, Belarus, Kazakhstan, Cyprus, Azerbaidjan and other CIS region countries.

Brokerage projects



LAVINA MALL
127 000 m2 GLA



BLOCKBUSTER MALL
110 000 m2 GLA



APRIL CITY
52 000 m2 GLA



OCEAN MALL
100 000 m2 GLA



RIVE GAUCHE



APPOLO



KHARKIVSKA SHOPPING MALL



OASIS

Our projects - Urban Experts



MIRAX, Kyiv, Ukraine
All designstages



Lermotovo
Zaporizhia, Ukraine
Architectural concept



Business class
residential complex
of Podil, Kyiv, Ukraine
Background concept



Apollo, Dnipro, Ukraine
Architectural concept



Ternopil Mall,
Ternopil, Ukraine
Architectural concept



Mechnikova,
Kyiv, Ukraine
All designstages



District, Kyiv, Ukraine
Masterplanning



Gorky Park,
Kyiv, Ukraine
Architectural concept



Astana Mall
Kazakhstan
Architectural audit

Our projects - Urban Experts



Mixed use complex,
Kyivprocet,
Kyiv, Ukraine
Architectural concept



Hotel, left bank of
Dnieper, Kyiv, Ukraine
Architectural concept



Residential complex5
element, Kazakhstan
Architectural concept



Mixed use
complex, Panus
Architectural concept



Residential
complex Protasiv
Yar Kyiv, Ukraine
Architectural concept



Ocean Mall TM.
Kyiv, Ukraine
Background concept



Shopping mall,
Kyiv, Ukraine
Architectural concept



Residential
Development,
Kazakhstan
Architectural concept



Shopping mall,
Kazakhstan
Architectural concept

Our projects - Urban Experts



Shopping mall,
Khmelnitsky, Ukraine
Architectural concept



Shopping mall, Ukraine
Architectural concept



Shopping mall,
office centre, hotel,
Ternopil, Ukraine
Architectural concept



Shopping, office
centre Kyiv, Ukraine
Architectural concept



Mixed use shopping
centre, apartments
Kyiv, Ukraine
Architectural concept



Retail park,
Kyiv, Ukraine
Architectural concept



District, Kyiv, Ukraine
Masterplanning



Gorky Park,
Kyiv, Ukraine
Architectural concept



Shopping centre,
Kyiv, Ukraine
Architectural concept

AWARDS

GLOBAL BANKING & FINANCE AWARDS

Best Real Estate Consulting Company CIS & Eastern Europe 2020
Best Commercial Real Estate Developer in Ukraine 2020

EUROPEAN PROPERTY AWARDS 2020

NAI Ukraine - Consulting Company of The Year
Podolyany - Best entertainment center

SHOPPING CENTRE AWARDS 2020

More than half of shopping and leisure centers which were built with the participation of NAI Ukraine received awards

THE BIZZ AWARDS 2020

Vitaliy Boiko mentioned as an industry leading specialist
NAI Ukraine mentioned as an industry leading company



AWARDS

RETAIL AWARDS 2020

Lavina Mall – retail project of the year

CRE Awards 2020

NAI Ukraine shortlisted among best agencies

CEE Retail Real Estate Awards 2020

NAI Ukraine shortlisted among Best Agencies in Retail
Blockbuster Mall shortlisted as Retail Project of the Year



Thank you for your time!

NAIUkraine

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