



REAL ESTATE CONSULTING COMPANY

**Presentation**

# Pure knowledge about domestic market...

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UTG is a consulting company with unique history for Ukraine and volume of the executed and orders on hand. From the moment of establishing in 2001 our company has leading positions in the professional segment. We are developing effective projects based on a competence, responsibility and knowledge of our team of employees - best market experts united in one company.

We offer to our clients in Ukraine and abroad complete spectrum of professional services in the field of commercial and residential real estate, knowledge and experience for realization of projects, increase of efficiency and profitability of business. Our clients are property owners, tenants and investors, both in Ukraine and abroad, who appreciate our professional level, individual approach.



**Vadim NEPOSEDOV /  
UTG President & Founder**



**Vitaliy BOYKO /  
UTG Managing Partner**

# Awards&Attainments

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## **UTG awards:**

2005 - The Best company on real estate market (Development awards)

2010 - The Best consulting company (Mall Expo 2010)

2011 - The Best Ukrainian company that excels foreign competitors (BOS 2011)

## **UTG-projects awards:**

2004 - PIRAMIDA (Kiev) - The Best Ukrainian mall (Favorite)

2006 - KOMOD (Kiev) - The Best mall in Commonwealth of Independent States (PREA)

2007 - MOST CITY (Dnepropetrovsk) - The Best Ukrainian mall (Building Business)

2010 - GLOBAL UA (Zhitomir) - The Best Ukrainian mall (Mall Expo 2010)

2010 - OCEAN PLAZA (Kiev) - The Best Kiev project (Mall Expo 2010)

## **UTG membership:**

ICSC

ULI

*since september 2009 UTG -  
official consultant in Ukrainian Government*

# Business area in 4 countries



## STRATEGIC CONSULTING

H&BU analysys  
Feasibility study  
Concept development  
Market research

## LEASING & AGENCY

Leasing: retail, office, industrial  
Tenant mix

## MANAGEMENT

Property Management  
Facility Management

# Proud partners

MC DONALDS  
IKEA  
OBI  
REAL  
MARKS&SPENCER  
PRAKTIKER  
SPAR UKRAINE  
BILLA  
AUCHAN  
ARIEL  
SPRANDI  
IMAX  
HCM GROUP  
PRIVATBANK  
KING CROSS  
APOLLO REA ADVISER  
KING STURGE

MORGAN STANLEY  
BOUGUES  
SCC  
LORDSHIP LTD  
UNIVERSAL STAR CO  
AVIV ARLON GLOBAL  
BENISH GROUP  
ECE EUROPA BAU-UND  
SHAPIR  
INMOVALUE  
LA SOCIEDAD GENERAL  
WBTC  
SERIN GROUP  
SEB BANK  
MEINL GROUP  
SEVEN HILLS  
ADAMA



OBI

real-



BILLA



ECE

KingSturge

MorganStanley



SEB

HCM GROUP



IMAX

SCC

SHAPIR

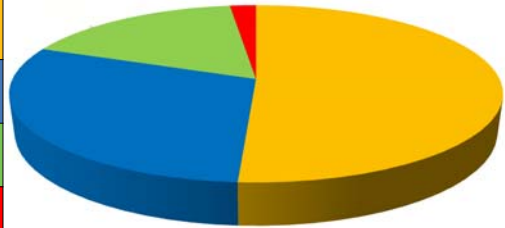


more than  
500 clients...

# Key figures Consulting

## STRATEGIC CONSULTING 2001-2011: BY DIRECTIONS

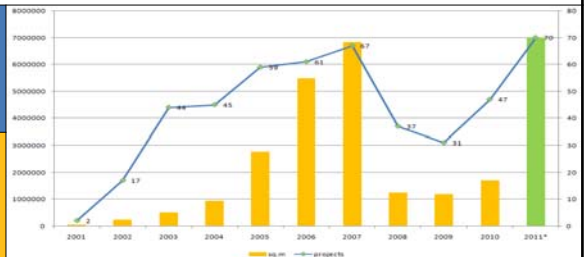
<b>Retail</b>	<b>51%</b>
<b>Residential</b>	<b>30%</b>
<b>Office</b>	<b>17%</b>
<b>Industrial</b>	<b>2%</b>



**UTG CONSULTING = more than \$4 300 000 000 of built property**

## STRATEGIC CONSULTING 2001-2011: PROJECTS & METERS

<b>Done projects</b>	<b>409</b>
<b>Sq.m</b>	<b>21 547 000</b>

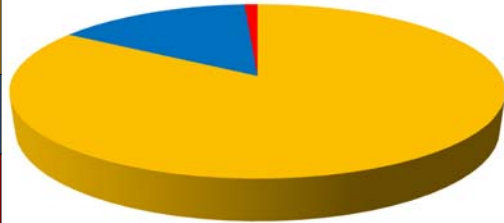


**During Q1 of 2011 UTG made 27 consulting works (997 000 sq. m). It's company and also national business record**

# Key figures **Leasing**

## LEASING 2001-2011: BY DIRECTIONS

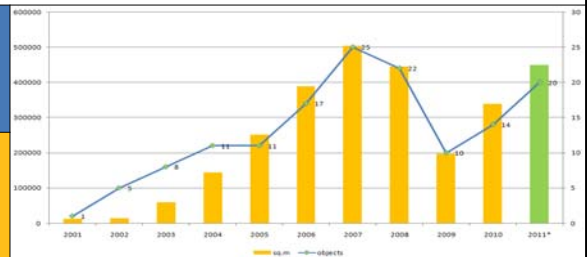
<b>Retail</b>	<b>84%</b>
<b>Office</b>	<b>15%</b>
<b>Industrial</b>	<b>1%</b>



**UTG LEASING = more than 30 000 open stores in malls**

## LEASING 2001-2011: OBJECTS & METERS

<b>Leased out objects</b>	<b>124</b>
<b>Sq.m</b>	<b>2 350 000</b>



**During Q1 of 2011 UTG leased out 119 500 sq. m of commercial property - leadership figures for domestic real estate market**

# Key figures **Property Management**

Property management current projects	
Retail	100%
<b>TOTAL</b>	<b>329 000 sq.m</b>
GLOBAL UA (Zhitomir)	60 500
GorodOK (Kiev)	14 000
Kiev Mall (Poltava)	60 000
Ornava (Ternopol)	10 000
Mega City (Kiev)	85 000
MEGAMALL	55 000
Ukraine Mall (Mariupol)	30 000
Feride Plaza (Vinitsa)	14 500



# Leadership **Retail Real Estate**

**Opened retail projects: 93 malls**

1 of 2 malls in Ukraine is a project of UTG

**Leased in retail: 1 974 000 sq.m**

2 of 3 mall-meters in Ukraine were leased out by UTG

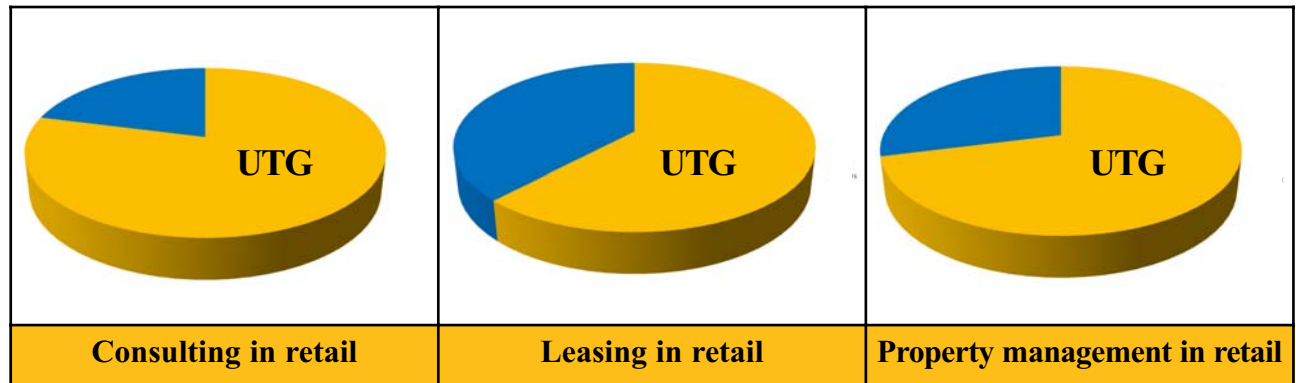
**Current mall-meters in management (PM): 405 000 sq.m**

3 of 4 malls with outsourcing PM are powered by UTG

**Concept development in retail: 10 988 000 sq.m**

3 of 5 concept development projects in Ukrainian retail are made by UTG

## Market share:



# Key people of **UTG**

				
<b>Vadim NEPOSEDOV</b> (President)	<b>Vitaliy BOYKO</b> (Managing partner)	<b>Evgenia LOKTIONOVA</b> (Director)	<b>Viktor OBORSKI</b> (Head of Consulting)	<b>Sergey KHOMENKO</b> (Head of Develop.)
One of TOP-100 business people according to “Investment magazine raiting” having experience more than 150 succesfull projects in real estate.	Famous consultant. Owner of MBA level & different professional awards. Real estate experience covers more than 100 succesfull projects.	National record holder in leased out retail property as Head of UTG leasing department. MBA level. More than 100 profitable projects in exp.	Author of more than 50 UTG concept development project. Key consultant in company with perfect reputation in Ukrainian real estate sphere.	One of the most well-known Ukrainian specialists in real esate. Participant of all great projects of UTG. Owner of CPM Certificate.

**Current Staff of UTG = 59 professionals**

**Media: “People - key power in consulting” (Property Standard, 7/11/1988)**

**UTG**

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