





Retail & Development Advisor (RDA) is one of the trusted leaders of the Ukrainian consulting market in the retail and commercial real estate.

For **10 years** since its foundation, we have a good portfolio of projects, have become recognizable, and directly involved in the development of retail networks. Among our partners there are most reputed international brands, including **Adidas, Vodafone, Jack Wolfskin, JYSK, Metro, New Yorker, LC Waikiki, Colin's, ROY ROBSON**, and national retail leaders, such as **Rozetka, ATB, EVA, Allo, KOLO, Ukrzoloto, Zoloty Vik, Prostor, Luxoptica, Eldorado, Intertop** and others.

Despite the outbreak of full-scale war, we were managed to maintain business and continue operation in the extremely difficult conditions that have developed in the industry. At a time when international consulting agencies reduced their presence in the country, we increased our share by attracting new partners and introducing bold and innovative solutions for the Ukrainian market. For instance, we successfully launched the well-known Polish brand **Greenpoint** in the Ukrainian market. In general, for **2022 – Q4 2023**, we entered into about **300** lease contracts.

Our strengths are our team, experience and unrivalled reputation in the Ukrainian market.

ABOUT US

10

years on the
market

THE BEST COMPANY IN UKRAINE *

350+

attracted
customers

2.5

mln. sq. m of
leased GLA

550

implemented
projects

* Decisions of the RAU Awards 2021 Expert Board

WHY CHOOSE US?

- We have a great deal of experience in successfully solving extremely complex problems
- We maintain long-term friendly relations with many market players
- We unite experienced industry experts into a strong business team of like-minded people
- We know the multi-faceted specifics of the Ukrainian market





OUR ADVANTAGES

- Synergy in partnership with the Retail Association of Ukraine
- Strong and time-proven business and personal relations
- A well-deserved reputation as a responsible and reliable partner
- Flexibility and creative approach in solving extraordinary situations



RETAIL
ASSOCIATION
OF UKRAINE

PARTNERSHIP WITH THE RETAIL ASSOCIATION OF UKRAINE

RDA is a long-standing partner of the Retail Association of Ukraine. The unanimity of views and the identity of goals for the introduction of high global retail standards in Ukraine fuel the synergy of development of our company and the association.

Close interaction and cooperation is maintained inter alia thanks to the common historical background of both organizations and the unified structure of the co-founders.

ENTRY POINT FOR QUALITY COMMUNICATION BETWEEN UKRAINIAN RETAIL AND DEVELOPMENT MARKET PLAYERS

ASSOCIATION

MEMBERS — 85 BRANDS
(Over 13,000 stores in total)

PARTNERS — 30+ COMPANIES

RAU ANALYTICS

- Statistical analytical studies are conducted every month
- RAU implements analytical special projects, exclusive analytics of the retail market

RAU.UA PORTAL

The audience of the rau.ua portal is over 226,000 monthly visitors.

The portal audience is retailers, developers, consultants, representatives of B2B companies.

PORTAL RAU.UA

4 key offline events per year

10 + thematic events per year including online webinars

are organized by the Retail Association of Ukraine team for retail and development representatives

GR AS A KEY FOCUS

120 + meetings with government and retail representatives

150 + official appeals to the authorities from retail

55 + personal GR - retailer consultations

Information resource of rau.ua in 2022:

publications	1918
page views	2 720 568
users	1 612 685
publications about	
RAU members and partners	1126
readers in Telegram	4393
readers on LinkedIn	2000
readers on Facebook	46 556



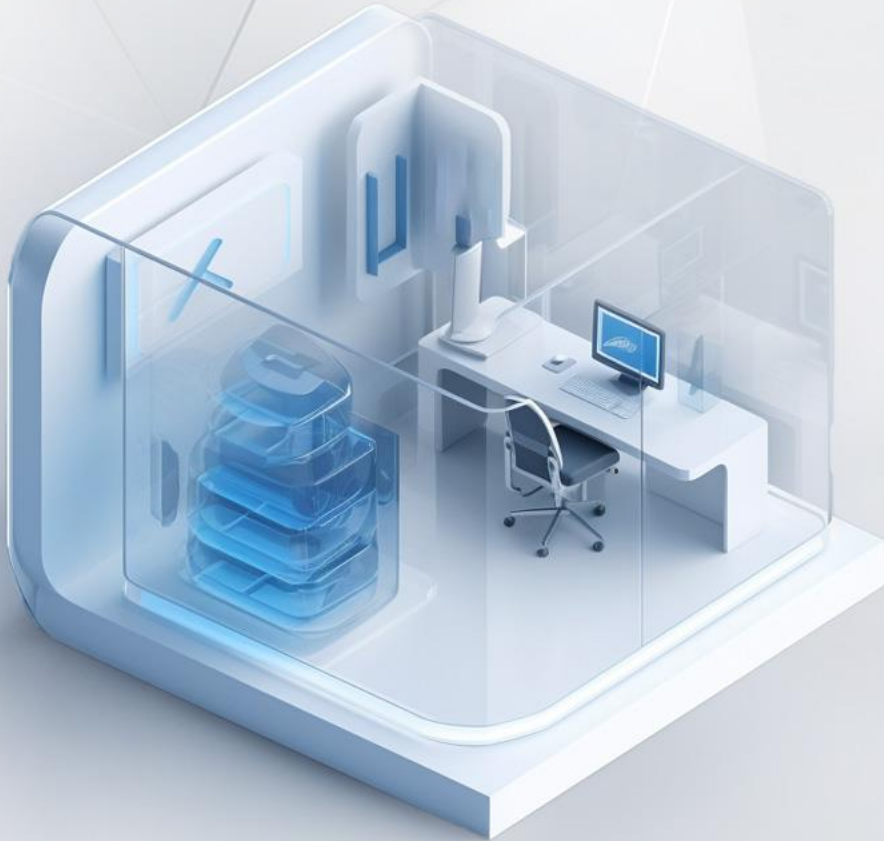
SERVICES FOR RETAILERS

- 01 Consulting services for network development
- 02 Agency services for finding locations
- 03 Legal support of lease relations
- 04 Expert market analysis
- 05 Outsourcing services for company development
- 06 Consulting companies
- 07 Experts integration for setting up business processes



SERVICES FOR DEVELOPERS

- 01 Marketing concept
- 02 Architectural concept
- 03 Financial model of the projects
- 04 Pre-brokerage
- 05 Brokerage
- 06 Real estate management



SERVICES FOR OFFICE REAL ESTATE

- 01 Market survey
- 02 Identification of the customer needs
- 03 Searching for office space
- 04 Legal consulting
- 05 Negotiations
- 06 Conclusion of lease contracts



SERVICES FOR THE DEVELOPMENT OF BUSINESS IN UKRAINE

- 01 Full cycle of bringing foreign brands to the Ukrainian market
- 02 Negotiation support
- 03 Providing analytical data
- 04 Find a franchise
- 05 Consulting services
- 06 Legal support
- 07 Support at all levels of operations

BROKERAGE CASE STUDIES



NIKOLSKY Shopping Mall

New Yorker, Jack Wolfskin, Marathon, ROY ROBSON, Betty Barclay, Marmeladnyi Kit



RETROVILLE Shopping Mall


Levi's, Guess, Baldinini, Karl Lagerfeld, Boss HUGO, Superdry, Papashon, Megasport, Budynok Ihrashok, Eva, Luxoptica, It is café, Inglot, Luka Maison, Avantero, Duna, Luna, Marmeladnyi Kit, Crocs

CASE STUDIES OF CONCEPTS



LINER Business Center


 Novokostyantynivska St.,
Podilskyi District, Kyiv

 GBA: 25 000 m²
GLA: 17 400 m²




APPOLO Shopping Mall


 36 Tytova St., Dnipro

 GBA - 50 000 m²
GLA - 36 000 m²



LAKE PLAZA Multi-Purpose Complex


 12A Marshala Malynovskoho
St., Kyiv

 GBA: 34 373 m²
GLA: 22 000 m²

CASE STUDIES OF CONCEPTS




OLDI Shopping Mall


 10 Peremohy Sq.,
Zhytomyr

 GBA: 21 000 m²
GLA: 17 200 m²




HAPPY MALL Shopping Mall


 5 Serhiia Bachynskoho St.,
Rivne

 GBA: 7 800 m²
GLA: 9 154 m²



ZLATA PLAZA Shopping Mall


 1 Oleksandra Borysenka St.,
Rivne


 GBA: 17 500 m²
GLA: 12 000 m²

CASE STUDIES OF CONCEPTS




TEMP MALL Shopping Mall


 99/2A Myru Avenue,
Khmelnyskyi

 GBA: 36 300 m²
GLA: 26 500 m²




KORABELNYI Shopping Mall


 234V Bohoiavlenskyi
Avenue, Mykolaiv

 GBA: 36 350 m²
GLA: 33 615 m²



RE LINK Shopping Mall


 Crossing of Shevchenka St.
and Revoliutsii St., Bucha

 GBA: 26 953 m²
GLA: 21 789 m²

CASE STUDIES OF CONCEPTS




FAMILY MALL SHOPPING CENTRE


 2 Bolekhivska str.
Stryi

 GBA: 26 100 m²
GLA: 14 200 m




KVARTAL CITY SHOPPING CENTRE


 313 Shevchenko str.
Lviv

 GBA: 51 300 m²
GLA: 22 500 m²



WARSHAWSKY SHOPPING CENTRE

 Pidvolochyske shosse str.
Ternopil

 GBA: 46 900 m²
GLA: 33 000 m²

CASE STUDIES OF CONCEPTS



UKRAINE MALL SHOPPING CENTRE



Svobody ave.
Uzhhorod



GBA: 20 000 m²
GLA: 12 000 m²



A7 MALL SHOPPING CENTRE



57 Halytska str.
Ivano-Frankivsk



GBA: 10 000 m²
GLA: 7 500 m²



ROSVYHIVSKYI SHOPPING CENTRE



Rosvyhivska str.
Mukachevo

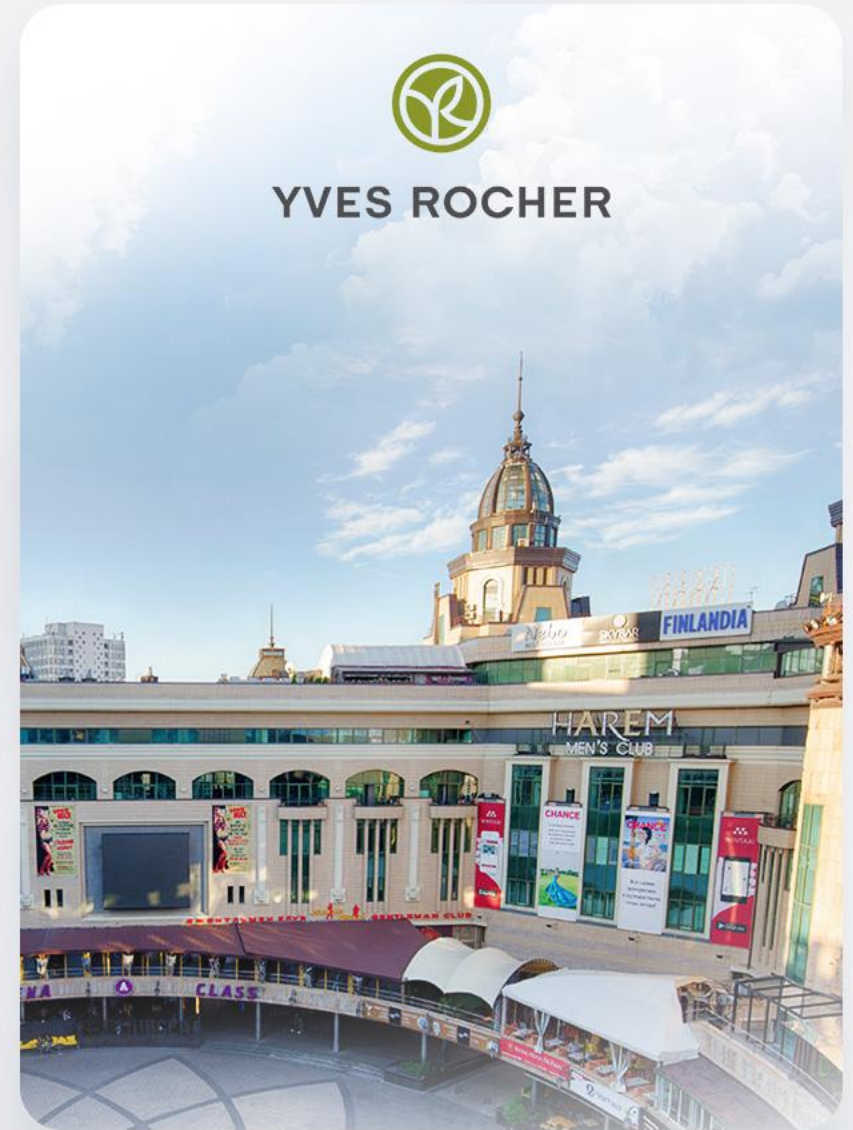


GBA: 5 600 m²
GLA: 3 500 m²

**OFFICE REAL
ESTATE
CASE STUDIES
OF CONCEPTS**



Illinskyi Business Center



Arena City Business Center



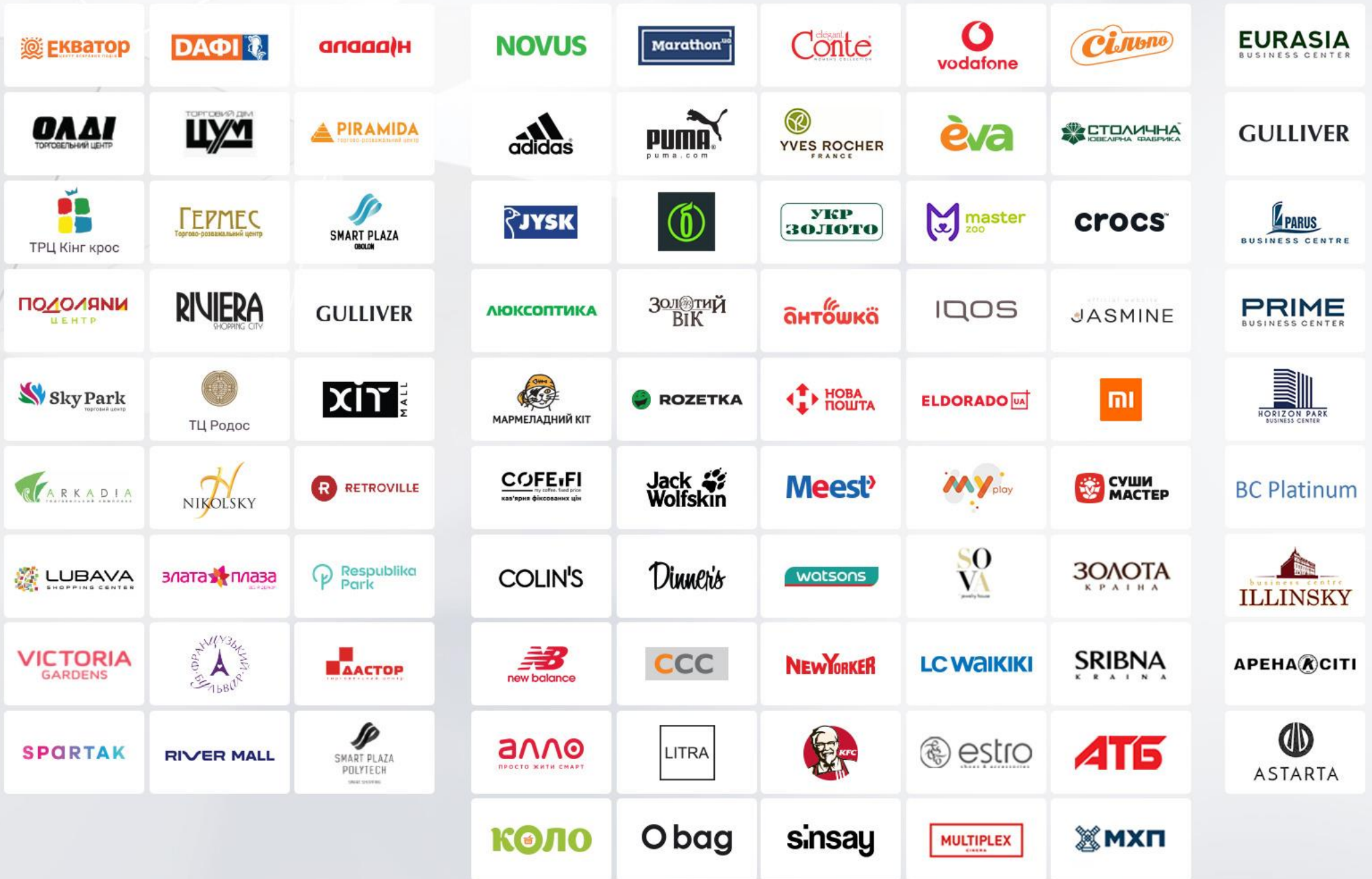
A CASE STUDY OF A FOREIGN BRAND LAUNCH ON THE UKRAINIAN MARKET

Retail & Development Advisor (RDA) is the exclusive agent and partner of Greenpoint in Ukraine.

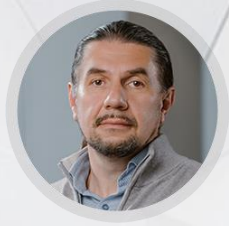
The Polish women's clothing brand **Greenpoint** already has 219 retail outlets in Poland and plans to open 20 franchise stores in Ukraine in 2024.

[Read a detailed article on this topic](#)

OUR LONG-STANDING PARTNERS



OUR TEAM



OLEKSANDR FIALKA

partner



ANDRII ZHUK

partner



BOGDAN GRECHNYI

partner



ANDRII LOTOTSKYI

CEO



ALINA ABRAMTSEVA

commercial real estate
Manager



ANNA YATSENKO

commercial real estate
Manager



VIKTORIA PODIK

commercial real estate
Manager



OLEH KLOPOV

commercial real estate
Manager



NATALIIA SHEVCHENKO

MARKETING & PR



KYRYL KRAVCHENKO

head of Office Real Estate
Projects



We are your reliable guide on the way to successful development in Ukraine!



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