



Ukrainian consulting company
providing full-fledged services
in commercial real estate

12 years

in the commercial real
estate market of Ukraine

1650+

successful
transactions

2.6M

sq. m of GLA
leased out

110+

brands entrusted us with the
development of their projects

810K

sq. m of GLA
implemented concepts

2 offices in Lviv and Kyiv





We know the multifaceted specifics of the **Ukrainian market**



We bring together experienced industry experts to **strong team of like-minded individuals**



We possess particularly **valuable market insights**



Developing a strong **team of experts**



We maintain **long-standing relationships of trust** with most market players



Growing in strong partnership with **RAU and USCS**



We have a **well-deserved reputation** as a responsible and reliable partner

OUR ADVANTAGES



MARKETING RESEARCH



ARCHITECTURAL CONCEPT



FINANCIAL MODEL

OUR SERVICES



PREBROKERAGE



BROKERAGE



PROPERTY MANAGEMENT

WHAT WE ANALYZE AND RESEARCH



MARKET, DEMAND,
AND LOCATION
ANALYSIS



ASSESSMENT OF
THE COMPETITIVE
ENVIRONMENT



IDENTIFYING
THE TARGET
AUDIENCE



TRAFFIC
FORECAST



RISK
MINIMIZATION

ARCHITECTURAL CONCEPT



PARKING

- Optimal quantity of parking spaces
- Traffic organization
- Definition of unloading zones



ARCHITECTURE

- Planning of the facility in accordance with standards and requirements of market operators
- Effective organization of customer traffic
- Space allocation for optimal tenant mix and profitability



FACADES

- Architectural identity of the object
- Recognizable external image
- Accent evening lighting



PREBROKERAGE



01

RESEARCH ON TENANTS' DEMAND

- location interest
- requirements for format and area
- expected rental rates

02

REFINING THE CONCEPT BASED ON FEEDBACK FROM OPERATORS

FINANCIAL MODEL OF THE PROJECT



INCOME:

rental rates, rental income budget



FINANCING:

equity and debt capital, cost of credit resources



CASH FLOWS:

FCFF / FCFE Cash flows



EFFECTIVENESS:

assessment of the project's investment effectiveness based on key indicators : NPV, IRR, ROI, PBP





TENANT MIX FORMATION

- engaging high-quality retail tenants
- ensuring tenant synergy



COMMERCIAL TERMS AND CONDITIONS

- rental rate optimization
- preparing and structuring lease agreements



NEGOTIATIONS AND CLOSING DEALS

- negotiations between developer and tenant
- concluding agreements on mutually beneficial terms

REAL ESTATE MANAGEMENT

01

LEASE MANAGEMENT:

- legal support
- ongoing negotiations with tenants
- signing and prolongation of lease agreements
- control of timely payments
- control of commercial terms of agreements
- verification and audit of additional payments from turnover
- formation of tenant activity analytics
- systematic improvement of tenant mix and planned rotations
- guarantee period for lease agreements - 1 year

02

FULL MANAGEMENT:

- lease management
- facility management





OUR CONCEPTS



ROSAVA SHOPPING CENTER
Bila Tserkva
GLA: 8 700 m²

1



BOGUN CITY SHOPPING CENTER
Vinnytsia
GLA: 13 000 m²

2



RETAIL PARK KALYNIVKA
Zhytomyr
GLA: 1 182 m²

3



RETAIL PARK ZHYTO
Kyiv
GLA: 1 094 m²

4



DAVYDIV RETAIL PARK
Lviv
GLA: 5 762 m²

5



KVARTAL CITY SHOPPING CENTER
Lviv
GLA: 20 000 m²

6



ROAD PARK SHOPPING CENTER
Vynnyky
GLA: 9 300 m²

7



INFINITY PLAZA SHOPPING CENTER
Lviv
GLA: 22 518 m²

8



RETAIL PARK MUKACHEVO
Mukachevo
GLA: 8 765 m²

9



SILVER PARK RETAIL PARK
Mukachevo
GLA: 3 848 m²

10



URBAN MALL
Odesa
GLA: 12 223 m²

11



POKROVSKY SHOPPING CENTER
Rivne
GLA: 1 250 m²

12



FAMILY MALL SHOPPING CENTER
Stryi
GLA: 18 500 m²

13



WARSHAWSKY SHOPPING CENTER
Ternopil
GLA: 33 000 m²

14



RIVERVILLE SHOPPING CENTER
Uzhhorod
GLA: 15 600 m²

15



RESIDENTS MALL SHOPPING CENTER
Uzhhorod
GLA: 9 970 m²

16



UKRAINE SHOPPING CENTER
Uzhhorod
GLA: 11 700 m²

17



CHEREMOSH SHOPPING CENTER
Chernivtsi
GLA: 11 770 m²

18



GALLERY CHICAGO SHOPPING CENTER
Chernivtsi
GLA: 7 100 m²

19



A7 SHOPPING CENTER
Ivano-Frankivsk
GLA: 7 500 m²

20



A5 SHOPPING CENTER
Ivano-Frankivsk
GLA: 3 000 m²

21



ZHYTO SHOPPING CENTER
Boiarka
GLA: 13 139 m²

22



RULKA SHOPPING CENTER
Valky
GLA: 3 539 m²

23



MAYAK ZAPORIZHIA SHOPPING CENTER
Zaporizhia
GLA: 3 900 m²

24



ZLATA PLAZA SHOPPING CENTER
Rivne
GLA: 12 000 m²

25



HAPPY. MALL SHOPPING CENTER
Rivne
GLA: 9 154 m²

26



OLDI SHOPPING CENTER
Zhytomyr
GLA: 17 200 m²

27



TEMP MALL SHOPPING CENTER
Khmelnyskyi
GLA: 26 500 m²

28



RE LINK SHOPPING CENTER
Bucha
GLA: 21 789 m²

29



LAKE PLAZA SHOPPING CENTER
Kyiv
GLA: 22 000 m²

30



APPOLO SHOPPING CENTER
Dnipro
GLA: 36 000 m²

31



KORABELNY SHOPPING CENTER
Mykolaiv
GLA: 33 615 m²

32

OUR PARTNERS



BRANDS THAT TRUST US





TENANT REPRESENTATION

WE REPRESENT BRANDS IN UKRAINE
ON EXCLUSIVE TERMS

pepco[®]
group

guide

Marathon^{ua}

PARTNER FEEDBACK



YEVHEN LYKHODID
RETAIL DIRECTOR AT
YVES ROCHER



We have a long-term partnership with RDA. In 2017, it acted as our reliable broker and consultant when we signed a lease agreement in the capital's Gulliver Business Center, providing optimal conditions for our office location.

In 2023, our partnership continued with the conclusion of a lease agreement in Arena City Business Center, and again the company's specialists demonstrated a deep understanding of the market, flexibility in solving problems and focus on client needs.



OLEKSANDR OVERCHUK
CEO AT ZLATA PLAZA AND
FOUNDER OF RENTOS GROUP



Retail & Development Advisor has become our reliable partner in the development of shopping centers in Rivne. During the relaunch of Pokrovskiy, SM the company acted as an exclusive broker, attracting new anchor tenants, which ensured successful occupancy.

The RDA team also provided key support in attracting Silpo to Zlata Plaza, SEM. Thanks to their professionalism and strategic approach, the two-year negotiations ended with the signing of lease agreement.



ANNA MARSOVA
INTERNATIONAL LEASING
AND EXPANSION DIRECTOR
AT SINSAY



Expanding our network in Ukraine is an important strategic step, and choosing the right locations plays a key role in this process.

Thanks to our cooperation with Retail & Development Advisor, we have successfully opened new stores in promising shopping centers.



RENATA JAKUBCIONIENE
CEO
TPLQ «Retroville»



Expanding the tenant pool is a key aspect of the shopping center development, and RDA has become a reliable partner for us in this process. Thanks to their work, we have attracted new brands, and the total leased area has exceeded 7,000 sq. m.

Our cooperation helped to significantly improve the tenant mix, which had a positive impact on both tenants and our visitors. We appreciate the responsibility and professionalism of the RDA team and look forward to further fruitful cooperation.



MAKSYM HAVRIUSHYN
COO AT
BUDHOUSE GROUP



The Retail & Development Advisor team has demonstrated in-depth knowledge of retail real estate, which helped us attract new tenants and strengthen the position of Nikolsky Shopping and Entertainment Mall.

We are convinced that cooperation with RDA is reliable and efficient. We believe that there are many more successful joint projects ahead!



YULIIA SHCHASLYVA
CEO AT
RESPUBLIKA PARK, SEM



Finding the perfect tenants for a large-scale shopping and entertainment mall is a challenge that we have successfully realized together with Retail & Development Advisor. Their team helped to attract new international and Ukrainian brands, which strengthened Respublika Park's position as a market leader.

We highly appreciate this cooperation and see great potential for future joint projects.

OUR TEAM



**OLEKSANDR
FIALKA**
Partner



**ANDRII
ZHUK**
Partner



**BOHDAN
HRECHNYI**
Partner



**ANDRII
LOTOTSKYI**
CEO



**OLEKSANDR
SILIN**
CCO



**NATALIIA
SHEVCHENKO**
CMO



**ALINA
ABRAMTSEVA**
Head
of Projects



**HANNA
YATSENKO**
Head
of Projects



**VIKTORIIA
PODIK**
Head
of Projects



**OLEG
KLOPOV**
Commercial
Real Estate Manager



**IRINA
STEPANKO**
Commercial
Real Estate Manager



**TETIANA
YEVTUSHENKO**
Commercial
Real Estate Manager

YOUR GUIDE TO THE WORLD OF
RETAIL AND DEVELOPMENT



**CHOOSE
CONSCIOUSLY!**



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