

Real Estate Investment in Ukraine

26th & 27th June 2008

Kiev, Ukraine

Main topics of the conference:

- Highlighting and discussing the potential of investing in the Real Estate sector in Ukraine
- Current market demand and ways of improving your ability to find your loyal customer
- The process of investing and the process of obtaining required financing
- Moving towards Euro 2012: Ukrainian investment forecast and planned reconstruction work in sectors of economy
- Changes in legislative base: investment forecast
- Cultural nuances in business tactics

Also you can:

- **RENEW** old contacts
- **MAKE** new ones
- **DISCUSS** the challenges facing you and your peers

Silver Sponsor:



Business Development Partners:



Media Partners:



Realtors.com.ua

The first rule of business suggests:

the GREATER
the RISK
– the GREATER
RETURN

The Ukrainian Real Estate market is a great investment, one that you are unlikely to regret: currently experiencing high returns, this country is an enviable destination.



Your Eminent Speaker Panel:

Volodymyr Tymochko
Partner

Dragon Ukrainian Properties & Development plc (DUPD)

Vadim Neposedov
General Director

Ukrainian Trade Guild

Paul Niland
Managing Director
NAI Pickard

Olga Arkhangelskaya
Partner, Head of Real Estate Advisory Services Department
Ernst and Young

Tsyryl Pavlo
President
Public Control Committee over European Football Championship 2012

Maria Grigorak
President
Ukrainian Logistics Association

Olga Balytska
Chair of Real Estate Committee
European Business Association

Ivaylo Lefterov
General Manager
TVL Group

Artem Novikov
Partner
Dialog-Classic

Vadim Minchenko
Director
CPC

Alex Abramovich
Director
UAProperty

Andriy Boyechko, CFA
Managing Partner
Capital Strategy

Milan Pajevic
President of the Board of Directors
SLAV-INVEST Group of Companies

Vitaliy Kaschenko
General Director
MLP Ukraine

Clemens Lehr
Managing Director
GLD Invest Ukraine

Sergey Korol
Head of Commercial Department
NEST

Marina Usenko
Senior Vice-President
Jones Lang LaSalle Hotels

Boris Popov
Investment Director
Terra Alliance

Ilya Ayframovich
Head of Business Development
ROSS Group

Day 1

Thursday 26th June 2008

Booking Line

Tel: +44 (0) 20 3002 3357

Fax: +44 (0) 20 3002 3013

www.marcusevans-russia.com

08:30 Registration and refreshments

09:00 Chairman's remarks

MARKET OVERVIEW

09:10 **Ukrainian Real Estate: Where to Invest**

- The coast: Crimea and Azov coasts potential. Developing property rental market
- The ski resorts: immaculate investments in Ukrainian ski resorts to take place in the next couple of years

Alex Abramovich
Director
UAProperty

09:40 **Insurance of Real Estate Investment**

- How urgent is the problem of investment insurance and how many development companies already use such kind of service
- What factors can interfere with the growth of insurance on the construction market
- Stages of the project when insurance is very important. Risks, which are inherent to each of stages
- Influence of risks on the profitability and final price for projects in Ukraine
- Specific features of the insurance of investment projects in Ukraine
- Influence of investment insurance on the transparency of real estate market

Milan Pajevic
President of the Board of Directors
SLAV-INVEST Group of Companies

10:10 **Considering Long – Term Investment in Ukrainian Real Estate**

- Underlying banking and legal issues
- The need for transparent process and structure when engaging in Real Estate business
- Appealing investment sectors
- The importance of regional diversification
- Technical abilities: construction quality and drive towards improvement

Paul Niland
Managing Director
NAI Pickard

10:40 Morning coffee

11:00 **Case Study**

How to Identify a Feasible Project and Increase its Profitability?

- Three investment strategies
- Major stages of consultants work
- Increasing profitability: highest and best use analysis, feasibility study, ownership rights appraisal, DD procedures, project management
- Investment indicators of the project

Olga Arkhangelskaya
Partner, Head of Real Estate Advisory Services Department
Ernst and Young

11:30 **Attracting Foreign Capital**

- Understand the market segments within the country itself and choose the ones that best fit the company's philosophy
- Position in the global arena: trends and branding. Allocate your target markets: make the product exclusive
- Stay ahead of the game: create a product not just a property; speak the investors's language; avoid past mistakes

Ivaylo Lefterov
General Manager
TVL Group

12:00 **Investment Funds as a Diversification Tool**

- Funds market overview
- Market segmentation approach that delivers the right result
- Building the profitable portfolio

Vadim Minchenko
Director
CPC

12:30 Lunch

14:00 **Urban Development Prospects of Ukrainian Cities. Where's the Best Potential for Successful Property Development Project**

- Future of the city centers, dangers linked with traffic congestion Changes in demand in future for inner-city properties and developments concentrated around transport arteries
- Suburbanisation process and its perspectives in Ukraine. Would people be ready to relocate from inner city areas and move to suburbs?
- Future of mass-transit and property developments linked to mass transit hubs? Highest potential – housing, offices or retail?

Boris Popov
Investment Director
Terra Alliance

14:30 **Real Estate Investment Strategies in Ukraine**

- Evolution of real estate investment in Ukraine
- Proprietary investment and equity partnerships
- Investment funds in the Ukrainian real estate
- Investment strategy of DUPD

Volodymyr Tymochko
Partner
Dragon Asset Management

15:00 **Moving Towards Euro 2012: Ukrainian Investment Forecast and Planned Reconstruction Work in Sectors of Economy**

- Tourism – as an integration into world society
- In the spotlight: road infrastructure reconstruction
- Restructuring communication networks, hospital services and engineering systems
- Safety and sport objects

Tsyryl Pavlo
President
Public Control Committee over European Football Championship 2012

15:50 Afternoon tea

16:10 **Peculiarities of Securing Ownership and Lease Rights to Real Estate by Foreign Investors**

- Which restrictions on acquisition of real estate objects by foreign investors are stipulated under Ukrainian legislation?
- Which investment structures are the most efficient in the Ukrainian real estate market?
- Which risks should be considered in course of investment activity?
- How real estate sale-purchase and lease agreements should be structured?
- What costs may occur with respect to sale-purchase and lease transactions?
- What public aspects should be considered when investing into Ukrainian real estate?

Olga Balytska
Chair of Real Estate Committee
European Business Association

16:40 **Ukrainian Real Estate Prices Forecast:**

- Key factors influencing the demand & supply indicators
- The importance of order in providing and preparing the analysis for future prices
- Reasonable horizon forecasting

Andriy Boyechko, CFA
Managing Partner
Capital Strategy

17:10 Chairman's closing remarks
End of day one

Business Development Opportunities

A limited amount of exhibition space is also available at the conference. Sponsorship opportunities covering lunch, evening receptions and advertising in documentation packs are also available. For further details please contact:

Sasha Ivanovich, Sales Director
Tel: +44 (0) 203 002 3357, Fax: +44 (0) 203 002 3013
Email: Sasha@marcusevansuk.com

Silver Sponsor:

 **Dragon**
Ukrainian Properties & Development plc.

Dragon Ukrainian Properties & Development plc (DUPD) is a real estate investment company, listed on AIM, focusing on the development of high-quality commercial and residential properties in Ukraine. DUPD was founded by Dragon Capital, Ukraine's leading investment bank, in February 2007 to provide shareholders with strong capital growth by taking on existing opportunities in the Ukrainian real estate market. Launched onto AIM in June 2007 with \$208 million placing, DUPD became the largest Ukrainian real estate IPO to date. Since IPO DUPD has committed \$199.5 million across seven investments and raised additional \$100 million via secondary placing in November 2007.

Friday 27th June 2008

08:30 Morning coffee

09:00 Chairman's opening remarks

MARKET SEGMENTATION

09:10 **Investing in Residential Property of Ukraine: the Potential that Matters**

- Demand for quality construction
- Owning vs. renting
- Forecasting residential property market saturation

Sergey Korol

Head of Commercial Department

NEST

09:45 **Panel Discussion****Strategic Segmentation of Ukrainian Real Estate Market and the Potential of Finding your Investment Slot**

- Retail premises: regional boom, land availability, aggressive retail chains expansion
- Offices of type A and B: Shifting the demand from class C
- Opportunities to invest into medium class business centres

Participants:

Vadim Neposedov

General Director

Ukrainian Trade Guild

Clemens Lehr

Managing Director

GLD Invest Ukraine

Paul Niland

Managing Director

NAI Pickard

Booking Line

Tel: +44 (0) 20 3002 3357

Fax: +44 (0) 20 3002 3013

www.marcusevans-russia.com

10:35 **Regional Segmentation of Ukrainian Real Estate Market: Differences in Demand**

- The emphasis on evolving market
- Local competitors: what it takes to be a leader
- Market saturation trends

Vadim Neposedov

General Director

Ukrainian Trade Guild

11:10 Morning coffee

11:30 **Ukrainian Hospitality Market in 2012 Championship Regard: Growing Interest from Overseas Buyers and Investors**

- Overview of the existing market
- Analysis of the current trends within the Real Estate of Ukraine
- Market's outlook for the next five-year period

Marina Usenko

Senior Vice-President

Jones Lang LaSalle Hotels

12:05 **Out-of-city Projects & Cottage Villages: Search for the Right Spot**

- Transportation network
- Budget and time management
- Trade and entertainment projects

Artem Novikov

Partner

Dialog-Classic

12:40 **Case Study****Logistic Centers Development**

- Market evaluation and market saturation
- Realisation practices: MLP experience
- Perspectives for future development

Vitaliy Kaschenko

General Director

MLP Ukraine

13:15 Lunch

14:30 **Panel Discussion****Logistics & Warehousing**

- Strategic point: geographical location – connecting Western & Central Europe
- Improving storing solutions: warehousing projects
- Cutting transportation costs

Participants:

Maria Grigorak

President

Ukrainian Logistics Association

Clemens Lehr

Managing Director

GLD Invest Ukraine

15:20 **Case Study****Consulting in The Real Estate Market: Seller and Buyer**

- Kinds of the consulting services in the Real Estate market
 - Marketing research at a stage of the concept formation
 - Brokerage of the commercial real estate object
 - Business planning
 - Building construction
- Choice criteria of the of the adviser
 - Experience of the realized projects
 - The list of services
 - Cost
 - Approach flexibility
- Adaptation of the company services to the market needs

Ilya Ayframovich

Head of Business Development

ROSS Group

16:00 Chairman's closing remarks

End of conference

Business Development Partners:



Bedell Cristin is a leading Channel Islands based law firm and part of the Bedell Group, a growing force in international fiduciary services. With offices in Jersey, Guernsey, London, Dublin and Geneva and 65 years' experience, it provides a broad range of offshore expertise to a blue chip client base globally. The Investment Funds and Private Equity group has considerable experience of advising fund managers and promoters focusing on property funds, private equity funds and hedge funds in emerging markets with a particular emphasis on Russia and Ukraine.



Ernst & Young is a global leader in assurance, tax, transaction and advisory services. Worldwide, our 130,000 people are united by our shared values and an unwavering commitment to quality. We make a difference by helping our people, our clients and our wider communities achieve potential. For more information, please visit www.ey.com.



Standard Bank Offshore Group Limited is part of Standard Bank Group Limited, Africa's premier banking and financial services institution. Standard Bank Group Limited was established in 1862 and is based in Johannesburg South Africa and is the holding company of the group's worldwide operations. As at 31 December 2006 Standard Bank Group had total assets of over US\$108 billion and employs over 42,000 staff worldwide. Standard Bank provides full fund administration services for a range of open and closed ended fund entities for both retail and institutional clients. Standard Bank currently has assets under administration in excess of US\$12 billion.

