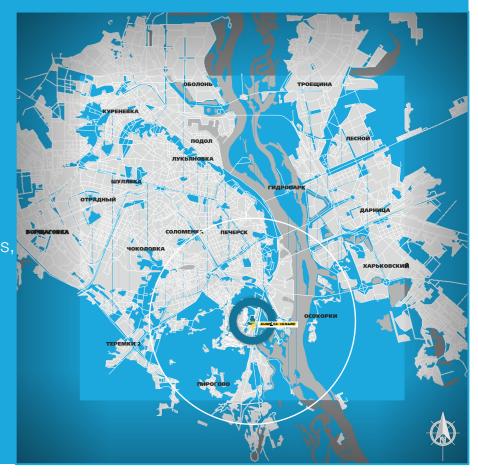
# Best Use: Four variants of the site development

"Today is a unique chancefor entrepreneurs and investors to join the technological and innovative development of the Ukrainian capital.

We invite investors to cooperate and we guarantee them comprehensive support."

From an interview with the Mayor of Kyiv, Vitali Klitschko for the Washington Post, at the World Economic Forum in Davos, January 23, 2018.



# Analysis of plot potential

# TERRA-EUROLEX



## Site analysis, use cases. Content:





- The system of major cities in Europe.

  Analysis of the site location. Kyiv's place in the planning framework of Europe.
- The system of the city and the region.

  Analysis of the site location. Kyiv's place in the regional zoning system.
- City structure. Analysis of the site location. The scheme of city's public centers location.
- City districts structure. Analysis of the site location. Saturation of shopping capacity.
- The concept of the city development.

  Analysis of the site location. Planning structure of the city.
- The city's Industrial and logistic environment. Analysis of the site location.
- Industrial and warehouse areas of the city. Analysis of the site location.
- Historical environment of the city.

  Analysis of the site location. Zones of protection of historical monuments.
- Analysis of transport links of the site. The main transport network of the city.

#### Logistical infrastructure of the district Logistic links of the site

Infrastructure development of adjacent territories





## Site analysis, use cases. Content:

#### Site location analysis

- Location of the site on the map of the district.
- Infrastructure development of adjacent territories.
- Phase one. Sale. 0.66 hectares.
- N Investment offer A.
- Indicators GBA & GLA of proposal A.
- The cost of the purchase. Proposition A.
- Phase two. Modernization. 0.66 hectares.
- Investment offer B Indicators.
- R GBA & GLA. Proposal B.
- S Applied materials. Proposal B.
- Third stage. Expansion to 1.05 hectares.
- Investment offer C.
- Indicators GBA & GLA, Building B.
- Materials used, Building B.
- W Indicators GBA & GLA, Building C.
- Materials used, Building C.



## Site analysis, use cases. Content:





Stage Four. Energy package.

Investment proposal D.

Support to the Kyiv City Hall and review of the prospects of the logistics market.

The position of the city authorities towards investments.

#### Advantages and principles of work

Terra-Eurolex LLC uses its own experience in design, construction and management real estate.

The team of specialists will help to guickly select the option of investment cooperation and will make it possible to practical implementation of a quality portfolio of real estate, create an exclusive proposal and provide a special approach.

High level of management, long-term stable delicate service, strict adherence to the principles of confidentiality and the ability to interact productively with local authorities - are the basic principles of Terra-Eurolex LLC.

#### Contacts

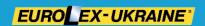
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Oleg Chernenko, Terra-Eurolex LLC, CEO.







## The system of major cities in Europe. Analysis of the site location.

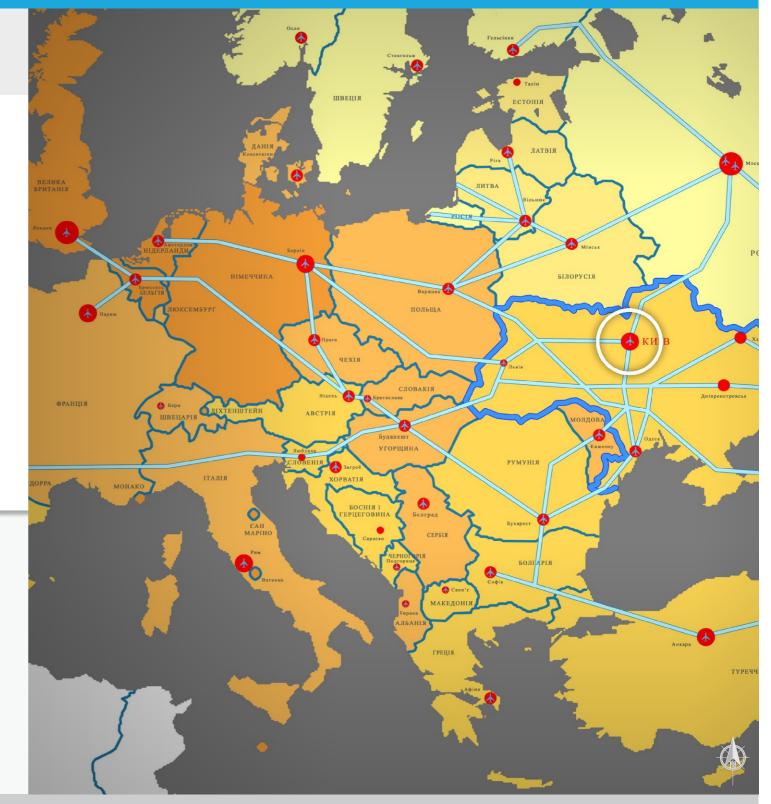




#### Kyiv in the planning framework of Europe.

- Cities with a population of more than 5,000,000 inhabitants
- Cities with a population of 2 000 000 to 5 000 000 inhabitants
- Cities with a population of up to 2 000 000 inhabitants
- International transport corridors

- Kyiv is the capital and the largest city of Ukraine. (i) It is located in the north of the central part of Ukraine, on the Dnieper River. It is the center of the Kyiv agglomeration, administrative center of the Kyiv region.
- Year of foundation 482. The area is 839 square km. The population is 2 934 522 people.

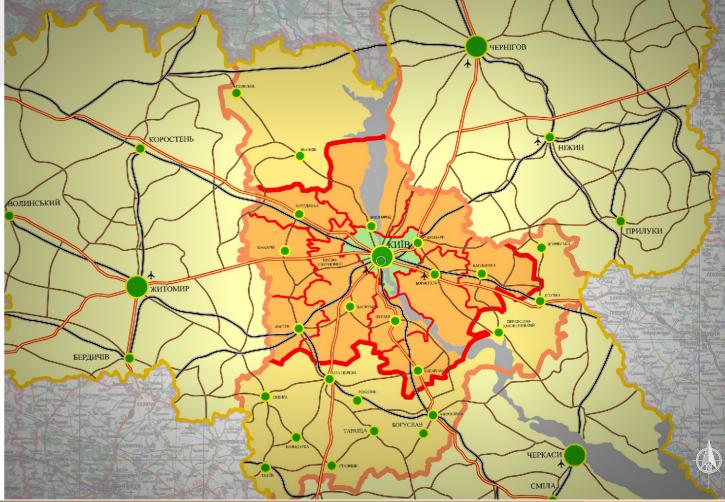




# The system of the city and the region. Analysis of the site location.



- Kyiv's place in the regional zoning system.
  - Regional centers
  - District centers
  - Kyiv is administrative and cultural center of the country. (i) It is the eighth largest city in Europe.





## City structure. Analysis of the site location.

- The scheme of city's public centers location.
  - The core of the city's center
  - Development direction

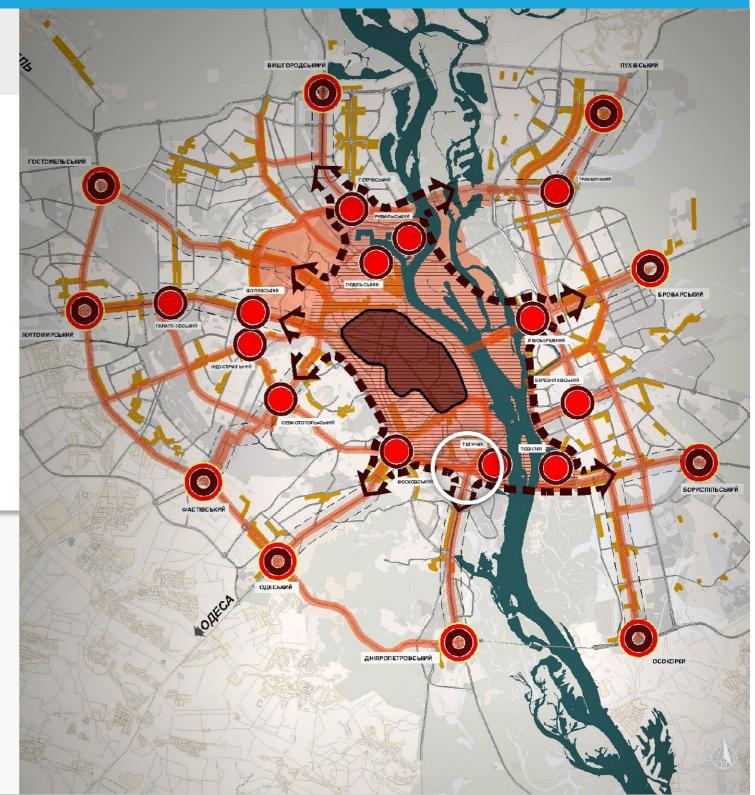
The central part of the city

Community centers for residential areas

Public centers of citywide importance

Multifunctional public and business centers of suburbs

- The site is located on the border between the Public Centers city-wide and multifunctional public and business centers of the suburban area, on the priority direction of long-term development of the city's infrastructure.
- $\bigcirc$ This creates the right commercial balance between the site area, the existing developed road and transport network and investment attractiveness of the promising area development of public infrastructure of the city of Kyiv.





## City districts structure. Analysis of the site location.

Saturation of shopping capacity.

In square meters of retail space per 1,000 inhabitants of the Holosyivsky district of the Kyiv city.

- (i) The site is in the most dynamically developing district of the city, economically determined by investors, as a district of priority development of retail real estate.
- $\bigcirc$ It provides a natural logistic link of commercial real estate objects concentrated in one administrative district of Kyiv city.

571 Obolonskiy 178 Desnianskiy 451 Sviatoshynskiy 367 Shevchenkovskiy 233 Solomenskiy 351 Pecherskiy 343 Dneprovskiy 173 Darnitskiy 720 Goloseevskiy



\* Kyiv consists of 10 administrative districts seven of which, including Holosyivsky, Obolonsky, Pechersky, Podolsky, Svyatoshinsky, Solomensky, and Shevenkovsky are located on the right bank of the Dniper river, whereas Darnitsky, Desnyanskiy and Dnieper are on the left bank of the Dnieper.

## The concept of the city development. Analysis of the site location.



#### Planning structure of the city.

Zones of multifunctional city centers

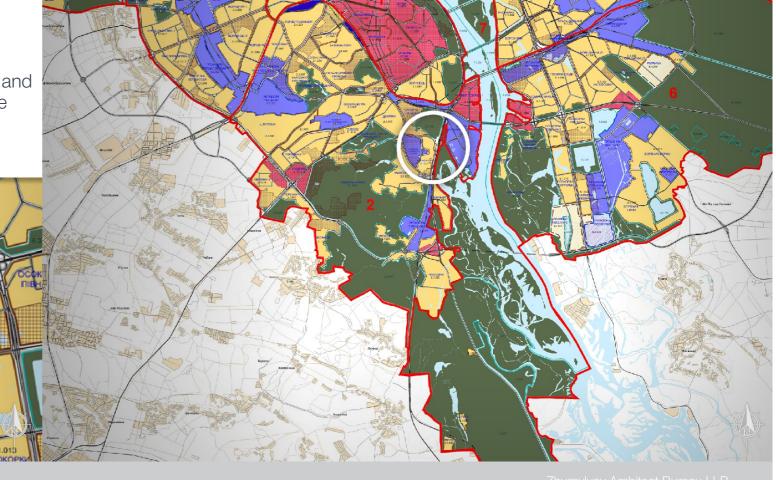
Priority zones for residential and public buildings

Production and communal storage areas

Landscaping and recreational areas

The site is in the zone of long-term development of public and residential buildings.

This raises the status of the quality of infrastructure development and increases the importance of territory in the concept of perspective development of the Kyiv city.



# The city's Industrial and logistic environment.



#### Industrial and warehouse areas of the city.

Restructuring for the development of public buildings

Restructuring for the development of residential development

- The site corresponds to the functional purpose of perspective (i) development of Kyiv city territories.
- $\odot$ This fully conceptually coincides with the master plan development





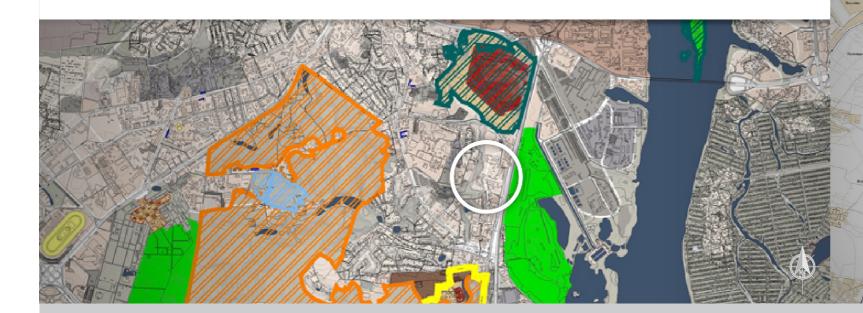
 $\odot$ 

# Historical environmentof the city. Analysis of the site location.

Zones of protection of historical monuments.

The site is located outside the area protected by state and (i) international organizations on preservation of cultural heritage.

This simplifies urban coordination of architectural character and functional type of development.





## Analysis of site planning constraints.



#### Zones of regulated restrictions.

Sanitary-protection zone of the railway

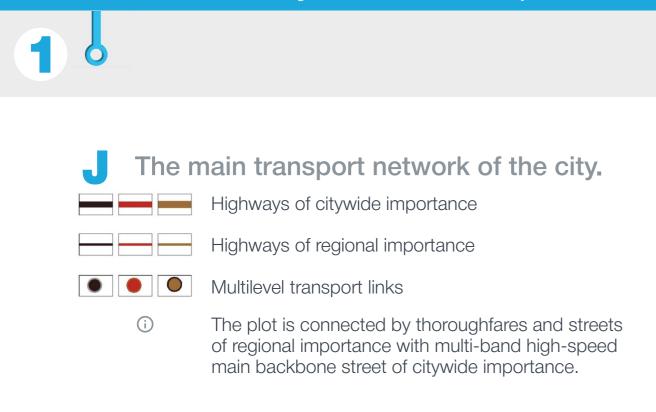
Sanitary protection zone of industrial objects

- The plot of the facade is bordered by a security zone of railway, (i) which runs along the entire site.
- According to the law the following premises, goods and materials can be located in the security zone: Cargo storage areas, sites, excluding warehouses fuel and lubricants,

as well as warehouses, intended for the storage of hazardous substances and materials with the obligatory approval of the draft



# Analysis of transport links of the site.





## Logistical infrastructure of the district Logistic links of the site.

### Infrastructure development of adjacent territories.

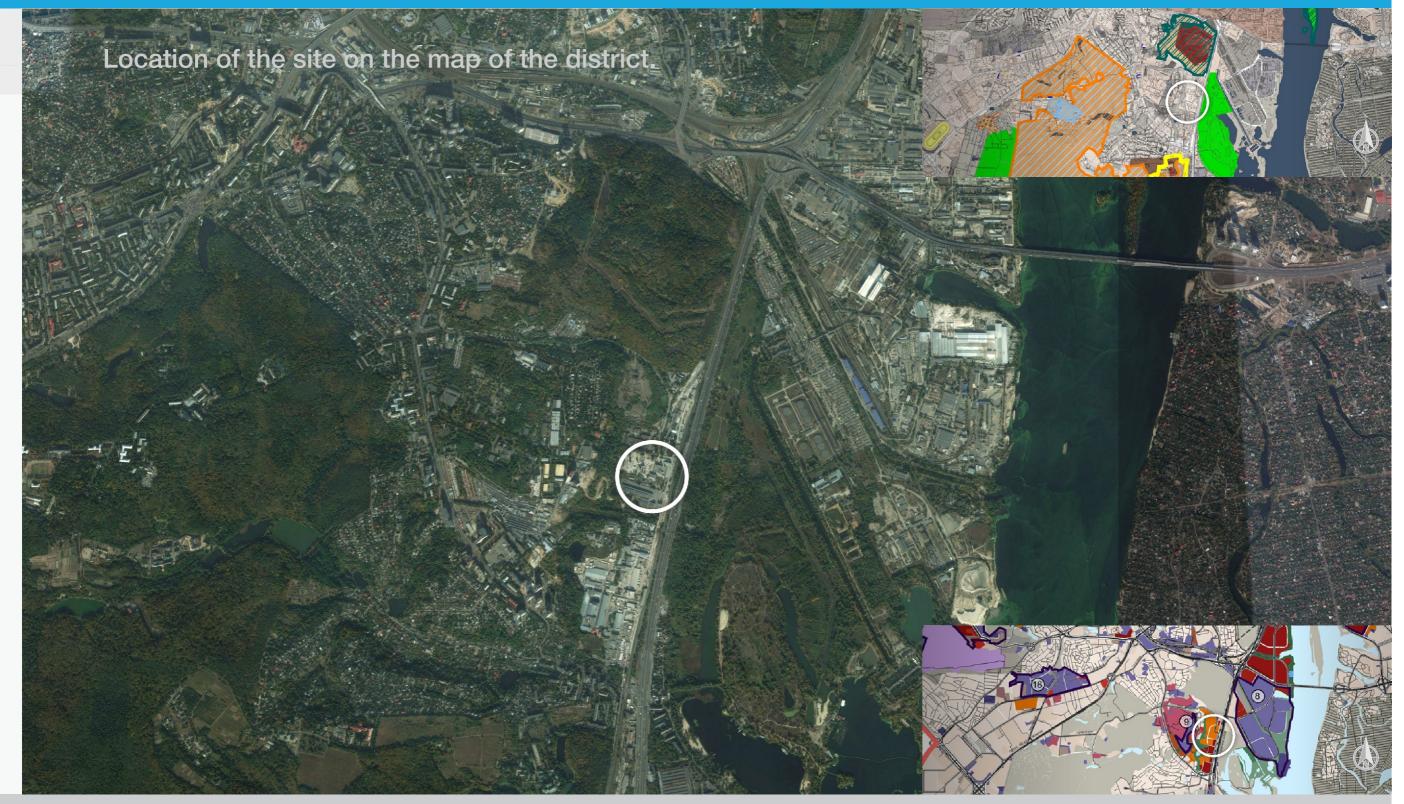
Direct connection to the main highway underground with the help of moving, under the railway, or overhead overpass, significantly affect the development of the function of trade.

> With the development of the function of warehouse real estate, the existing situation on the site is quite satisfactory.





# Location of the site on the map of the district.





# Perspective of development of the district. Urban planning.

#### Infrastructure development of adjacent territories.

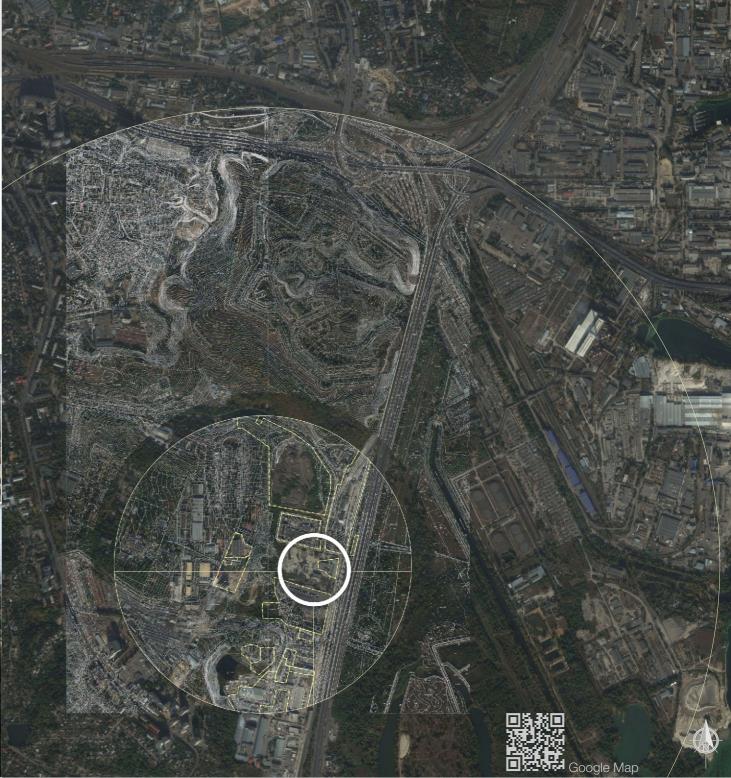
① The area around the site recently received a new concept of urban development, whereby three B class comfort large residential areas will be built up with the mandatory development of infrastructure and road links inside the district zone

These are the residential complexes of Orange City, Svitlo Park, Demiyivskyy Kvartal.











## Phase one. Sale. 0.66 hectares.

#### Investment offer A.

- The plot is located beside the central districts of Kyiv, The facade of the building faces the Stolichnoye Highway.
- In the general town planning scheme of the Kiev city, this area  $\bigcirc$ is defined as a territory for public development.
  - In the adjacent territories, the housing building is being actively carried on.
- All rooms are quality renovated, technically provided  $\odot$ with everything ready, for comfortable work.
  - Now all rental premises are being rented out for comfortable offices and warehouses.





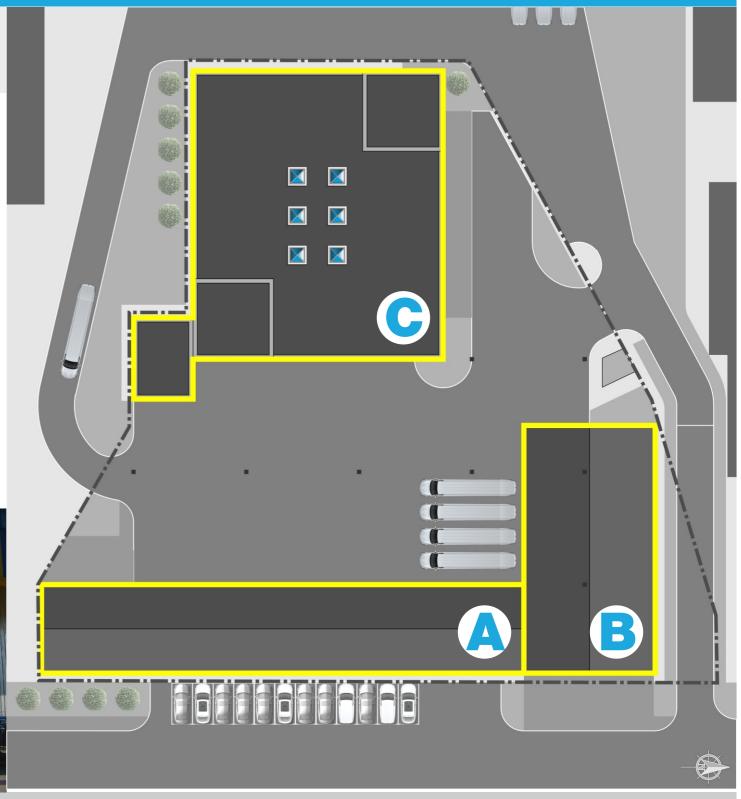


## Phase one. Sale. 0.66 hectares.

- Indicators GBA & GLA of proposal A.
  - LLC Terra-Eurolex sells well-equipped, bringing stable income office and warehouse buildings of A, B and C classes total area of 7424 sq.m.
  - Building A: GBA 964 sq.m., GLA 847 sq.m. Building B: GBA 1514 sq.m., GLA 1244 sq.m. Building C: GBA 4946 sq.m., GLA 4140 sq.m.  $\odot$









### Phase one. Sale. 0.66 hectares.

3

#### P The cost of the purchase. Proposition A.

- The site in accordance with decision of the city authorities is in a formal lease until 2025.
   The address of the site is 28 st. Pirogovskiy Put, Kyiv, Ukraine.
- Financial indicators of the offer «A»:
  Site area 0,66 ha
  GBA 7 424 square meters
  GLA 6 232 square meters
  Cost of renting monthly \$34 200
  Investments for a period of six months \$4 514 400
  Net cash flow for a period of one year \$410 400
  Payback period 10 years.









## Phase two. Modernization. 0.66 hectares.



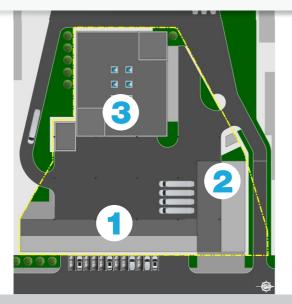
#### Investment offer B.

LLC Terra-Eurolex offers equity participation in the business project of construction and stage-by-stage expansion office and warehouse logistics complex.

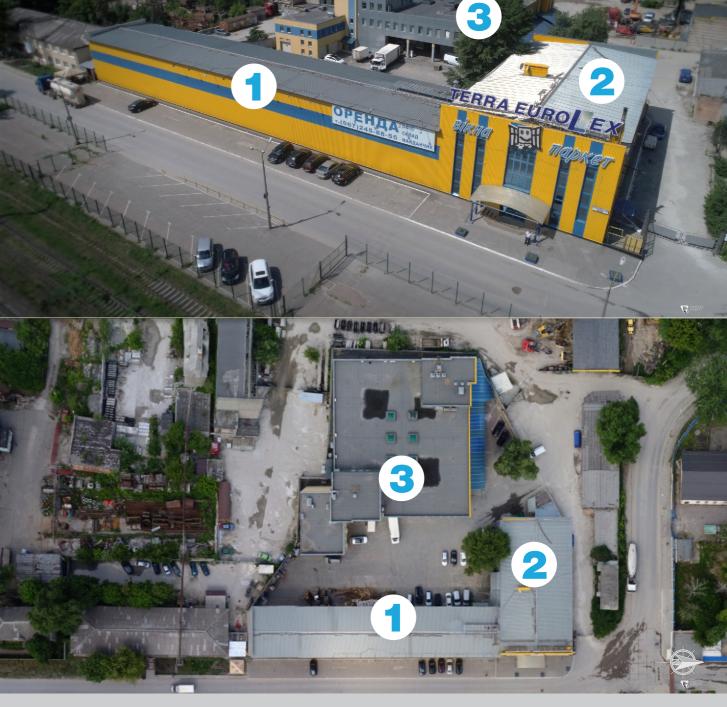
> The project assumes an increase in existing warehouse areas, due to the gradual reconstruction of existing buildings and the creation in their place of quality high-tech refrigerated warehouses of regional importance.

Two floors with well equipped offices are provided to be constructed over new warehouse floors.

The territory of the site allows to develop the project in three stages, 1, 2 & 3, without affecting the autonomous work of existing office and warehouse buildings.











## Phase two. Modernization. 0.66 hectares.



#### Indicators GBA & GLA. Proposal B.

(i) The first stage involves the dismantling of the existing office and warehouse building A and the construction of a new building.



Existing indicators of the area of the building A: GBA 964 sq.m. GLA 847 sq.m.

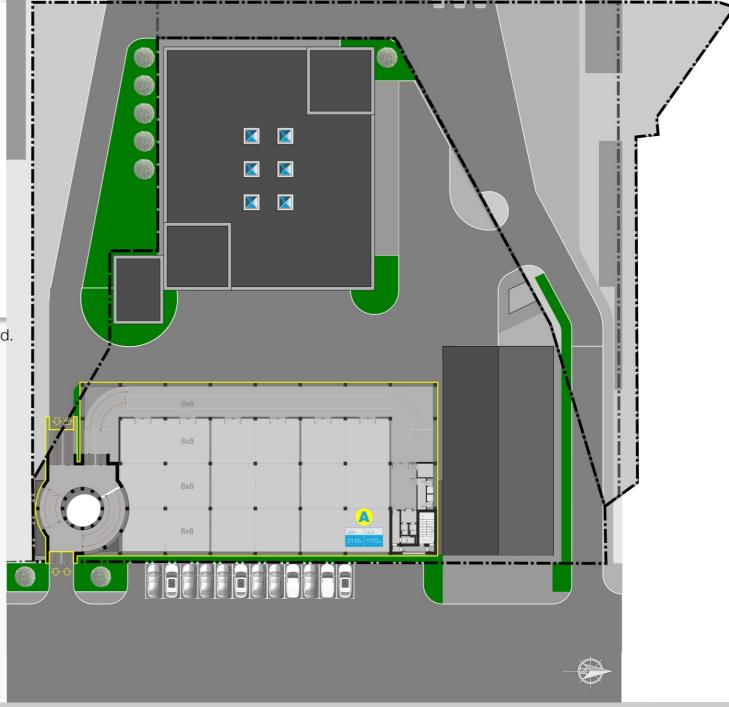


Planned indicators of the area of the building A: GBA 16880 sq.m. GLA 9360 sq.m.

- Body A is being dismantled. In its place a reinforced concrete frame is being erected. The first six floors are being equipped with cooled chambers. The GBA of each floor is 2110 sq.m. The GLA of each floor is 1170 sq.m.
- (i) The project of the site development involves the construction of six floors, with 4200 mm height each. In the future, they will be used as a high-tech refrigerated warehouse, with the possibility of using refrigerated trucks on the floor, along the ramp.

Total, in the place of the existing building A will appear GBA 12660 sq.m. GLA 7020 sq.m. high-tech refrigerated warehouses.

Two office floors of 3400 mm. height are provided to be constructed (i) over six warehouse floors. Total, above the storage floors will appear GBA 4220 sq.m. GLA 2340 sq.m. of quality office space In the building A





## Phase two. Modernization. 0.66 hectares.

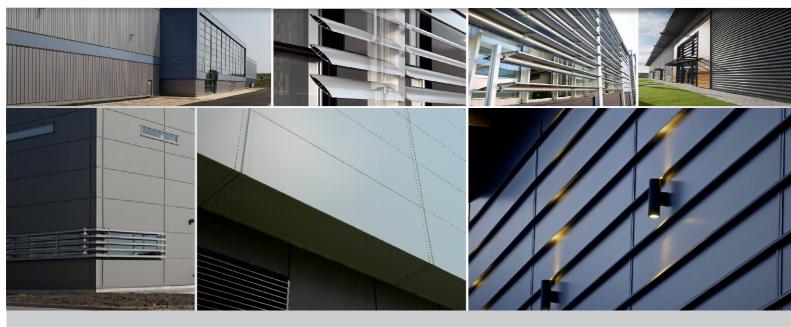


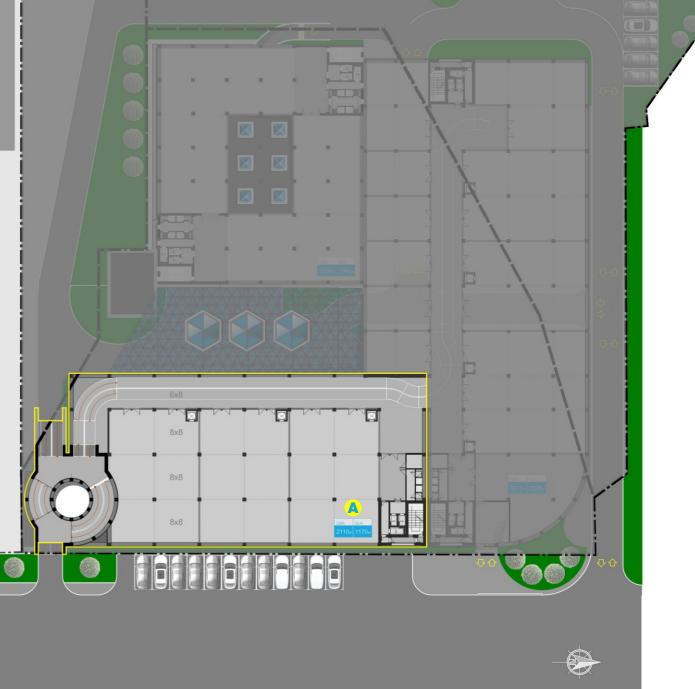
### Applied materials. Proposal B.

It is proposed to provide an auto show on the front of the first floor of office and warehouse building A.



 $\bigcirc$ The main part of the frame enclosure of office-warehouse A is planned to be lined by Sandwich panels, with a concise solution of entrance areas.





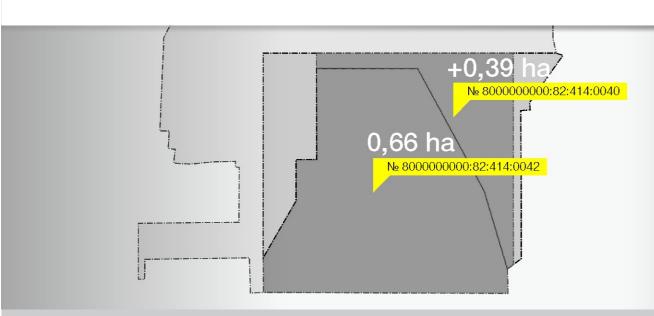


#### Investment offer C.

To increase GLA and realize the potential location of the site, it is proposed to modernize and improve the existing two corps.

> To bring the site to the correct geometric shape and provide a technologically optimal scheme of transport logistics, it is necessary to purchase an adjacent site.

The second stage involves the purchase of a part of the adjacent section an area of 0.39 hectares, cadastral number 800000000: 82: 414: 0040, dismantling of the existing office and warehouse building B and construction of a new building in its place.









Existing indicators of the area of the building B: GBA 1514 кв.м. GLA 1244 KB.M.



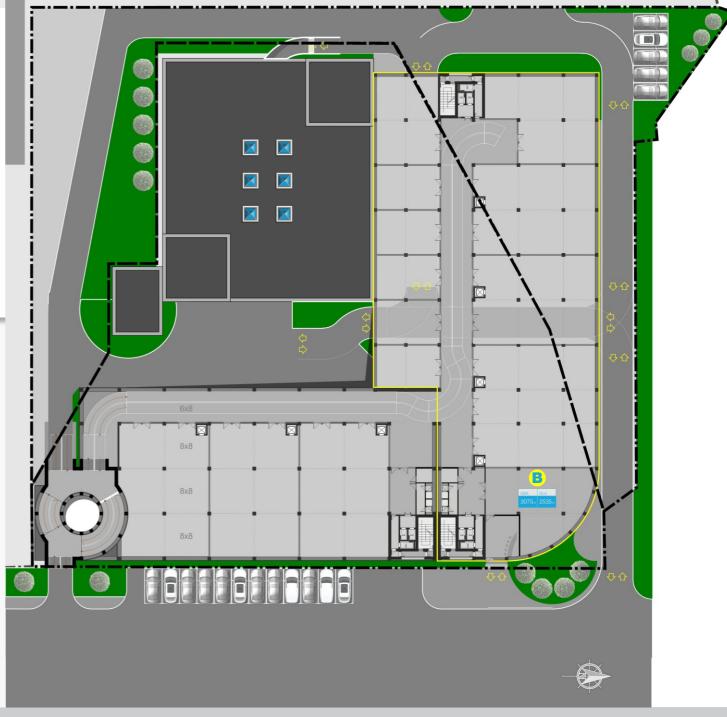
Planned indicators of the area of the building B: GBA 24600 KB.M. GLA 20280 KB.M.

- Body B is being dismantled. A reinforced concrete frame is being erected in its place. The first six floors are being equipped with cooled chambers. GBA of each floor is 3075 sq.m. GLA of each floor is 2535 sq.m.
- The project for the development of the site provides the construction of six floors, (i) height of each makes 4200 mm, with the further use of them, as a highly technological refrigerated warehouse, with the possibility of using refrigerated trucks on the floor, along the ramp.

Total, in place of the existing building B will appear GBA 18450 sa.m.

GLA 15210 sq.m. of highly technological refrigerated warehouses.

(i) Two office floors of 3400 mm. height are provided to be constructed over six warehouse floors. Totally, two new objects of quality office premises will appear above the warehouses floors in building B GBA 6150 sq.m. GLA 5070 sq.m.





#### Materials used, Building B.

The main filling of the six floors of the building B - is a highly technological refrigerated warehouse. The goods on the floors are delivered by a ramp.



 $\odot$ The project provides creation of two stored office complex above warehouses floors. Such an optimal combination of rental areas of logistics and offices is in great demand on the market.







## Indicators GBA & GLA, Building C.

The third stage involves the additional two office stores to be constructed over an existing office and warehouse building C.



Existing indicators of the area of the building C: GBA 4946 кв.м. GLA 4140 KB.M.



Planned indicators of the area of the building C: GBA 8076 кв.м. GLA 6220 KB.M.

GBA of each floor is 1565 sq.m. GLA of each floor is 1040 sq.m.

The project for the development of the site provides the creation of an atrium space in the office part of the building C. to provide a comfortable Insolation of office premises and conference halls of the upper floors.

The open space of the courtyard, between the buildings A and B, is planned to be covered with translucent structures, over unloading and reversing platforms refrigerated and freight trucks,

in order to create a comfortable microclimate and protection from bad weather.

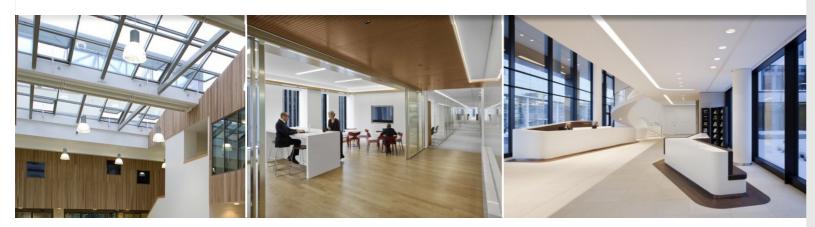
Totally, in place of the existing building B appear GBA 3130 sq.m. GLA 2080 sq.m. quality office space, in addition to the existing warehouse GBA 4946 sq.m. GLA 4140 sq.m. storage facilities with a uniquely high calculated load on the overlap, up to 3,6 tons per square meter of the warehouse.





## Materials used, Building C.

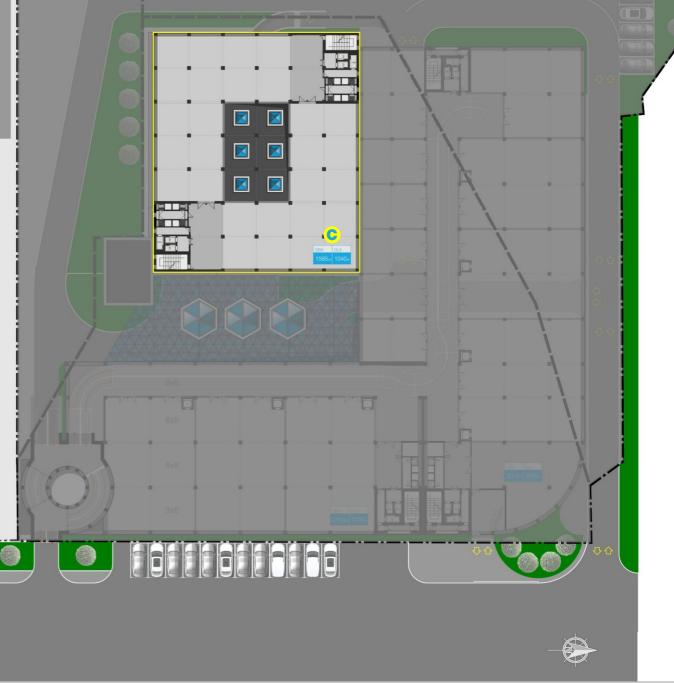
Two floors, above the warehouse premises of the building C -Are being equipped with comfortable offices. Anti-aircraft lights are provided for natural illumination of space



The lower floors of Building C - were built recently, with a unique  $\bigcirc$ high design load on the overlap, up to 3,6 tons per square meter of the warehouse.







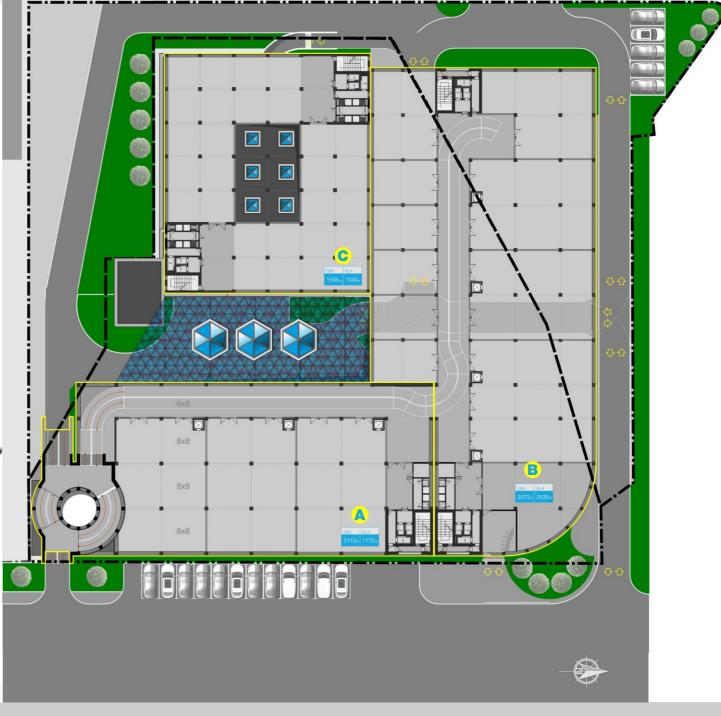


## Financial indicators of the offer «A+B+C»

#### «A+B+C»

Site area 1,05 ha GBA 49 560 square meters GLA 35 860 square meters Cost of renting monthly \$358 600 Investments for a period of six months \$19 800 000 Net cash flow for a period of one year \$4 300 000 Payback period 5 years.







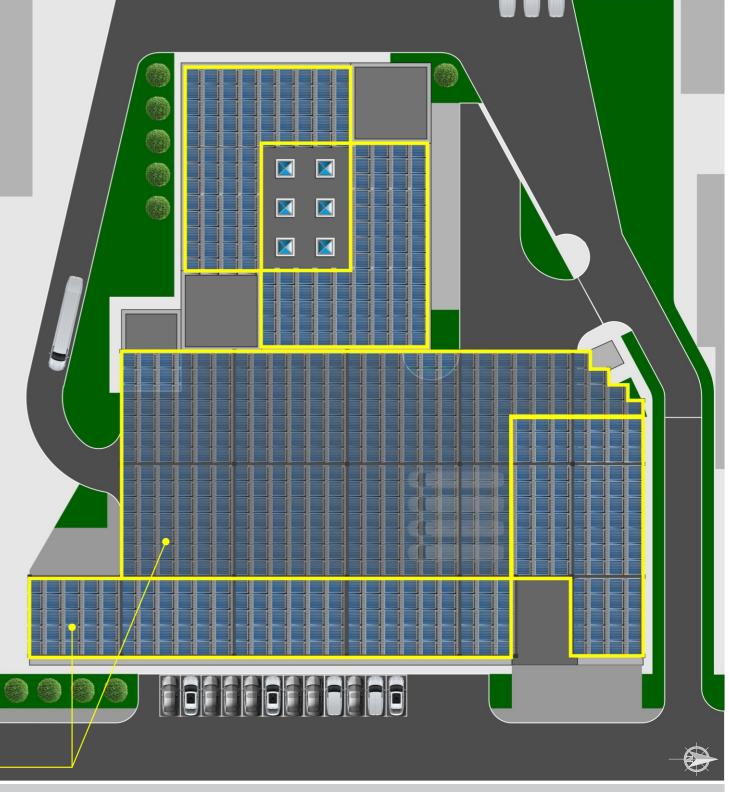
## Stage Four. Energy package.



#### Investment proposal D.

- LLC Terra-Eurolex offers equity participation in the business project for generating profit from generation clean green electricity when installing a solar power plant, power of 450 kW.
- $\bigcirc$ The project proposal is to install panels of solar power station over existing buildings A, B and C, on a light metal frame, with a technological access for maintenance and configuration of modular panels.





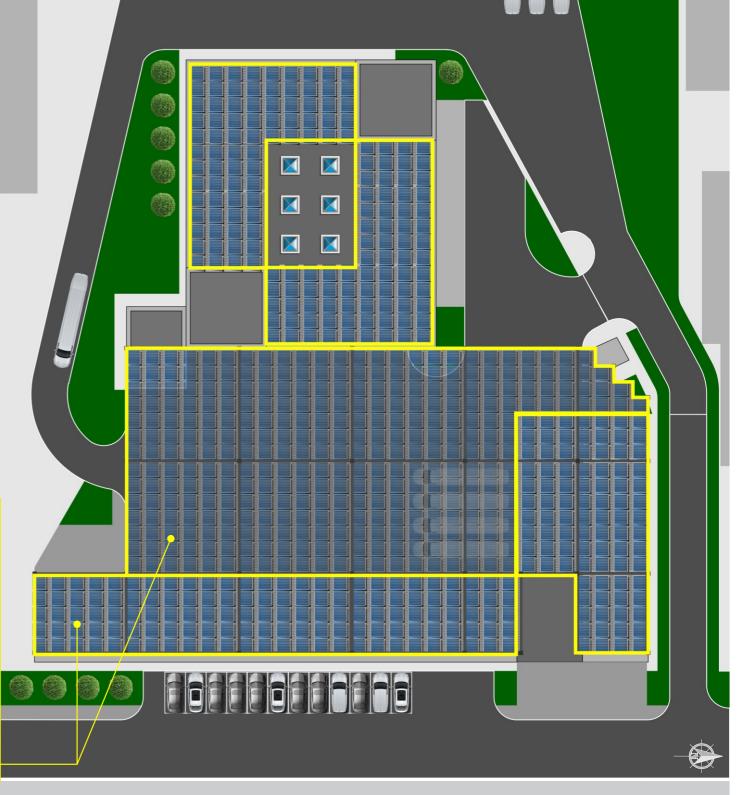


## Financial indicators of the offer «D»

#### $\ll D \gg$

(i) Surface area for solar panels 4 800 square meters Project capacity 450 kWp Investments for a period of six months €400 000 Annual generation of electricity 490 kWp Green power Tariff €0,1968 Net cash flow for a period of one year €75 000 Payback period 5 years.







# Support to the Kyiv City Hall. The prospects of the logistics market.

#### The position of the city authorities towards investments.

"There is a unique chance for entrepreneurs and Investors today to join the technological and innovative development of the Ukrainian capital.

> We invite investors to cooperate and guarantee comprehensive support."

From the interview of the mayor of Kiev, Vitali Klitschko for the Washington Post, at the World Economic Forum in Davos, January 23, 2018.

#### The situation in the logistics market in Kiev and the region:

The situation in the logistics market in Kyiv and the region: According to analysts commercial property.ua, in 2017, in comparison with 2016, the warehouse real estate market in Kyiv and the Kyiv region increased the volume of the new offer, Rent rates have slightly increased, and vacancy decreased.

The government plans to allocate record amounts, continuing the successful trend of 2017 in an update of 2000 kilometers of roadway.

Kyiv region as the status of the main region and core of logistics is a priority, and the implementation of the project on the construction of a bypass road around Kyiv on the Left Bank for the future can qualitatively improve the position of local logistics operators.



