

Commercial real estate management

Our management – your profit





- how to optimize maintenance costs?

- how to ensure safety at the property?

- how to realize the Income potential of a property?

- how to break free from routine while maintaining control over the property?

- how to enhance property appeal?

- how to effectively organize team work at the property?

THE BEST SOLUTION

MARDEN PROPERTY

leader in commercial real estate

18 years of experience

61 properties

645k sq.m.



The best
management
company

2023 2021 2019 2017 2015

SERVICES

- Property management
- Brokerage
- Facility management
- Construction and finishing works

PROPERTY
BROKERAGE
FACILITY
CONSTRUCTION

SEGMENTS WE WORK IN



PROPERTY MANAGEMENT

- Increase in rental rates
- Increase in leasable area (GLA)
- 100% occupancy
- Transparent reporting and control



Cases



Occupancy rate	100%
Average rental rate	+55%
GLA	+413 sq. m.

- Award "Best Class B+ Business Center"
- BREEAM Certified (Excellent)



Occupancy rate	100%
Average rental rate	+36%
GLA	+350 sq. m.

- Reconceptualization of the property as a shopping center
- Anchor tenants: cinema, supermarket, children's center

FACILITY MANAGEMENT



Extending the lifespan of equipment

Staff professionalism and implementation of technical operation standards



Enhancing the property's attractiveness

Providing comfortable conditions, cleanliness, and prompt response to requests



Cost optimization

Lower prices from suppliers, reduction of premature CAPEX, and minimizing emergency risks



"One-stop shop" principle

Addressing all technical issues through a single management company

BROKERAGE

- Effective property promotion strategy
- Closing deals in a short timeframe
- Attracting "quality" tenants



Tenants by brokerage





CONSTRUCTION

"Turnkey" commercial property renovation

72 450 sq. m.

total area of completed projects



ADVANTAGES

- **Since 2006**
Many years of experience in solving the most complex tasks
- **1 000+ employees**
Large team of highly qualified specialists
- **Presence in 17 cities across Kazakhstan**
Wide geographical coverage
- **Large supplier base**
Prompt purchases at minimum prices
- **Automated processes**
Own ERP system and mobile application
- **Kaizen since 2012**
Productivity and cost minimization

Trusted by

**BAYKONYR**
business center

**EMERALD
TOWER**

**DeFacto**

**MOSKVA**
metropolitan



**Zvezda
Aktau**

**CARCITY**

**ҚАЗАҚСТАН
ТЕМІР
ЖОЛЫ**

**Яндекс**

**SPUTNIK mall**

**HARMONY**

**SmArt.Point**

**alma-ata**

**ALMATY
TOWERS**

**MERCURY
properties**

**bcc.kz**

**ASTANA**

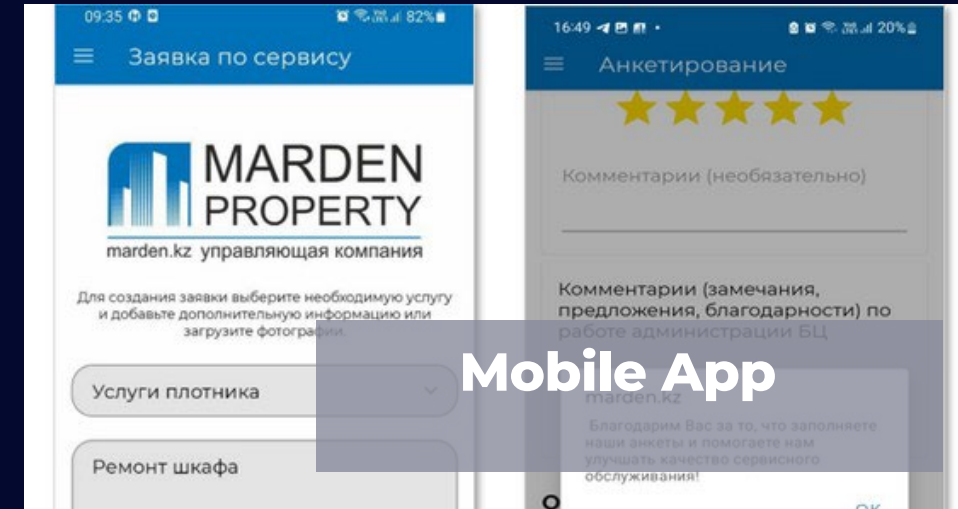
**BTS**

DIGITIZATION

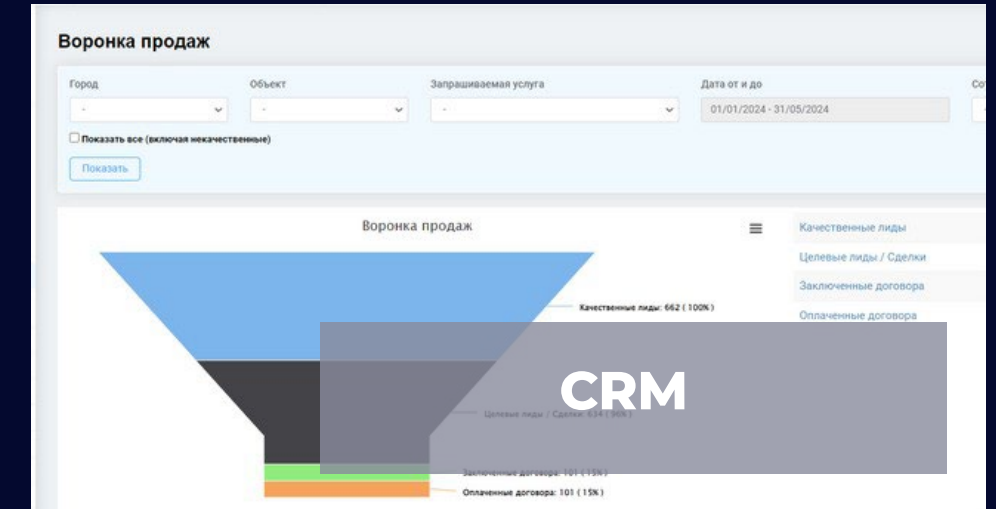
Tools that improve our results and provide a competitive advantage

Marden 365 Program

Professional tool for real estate management



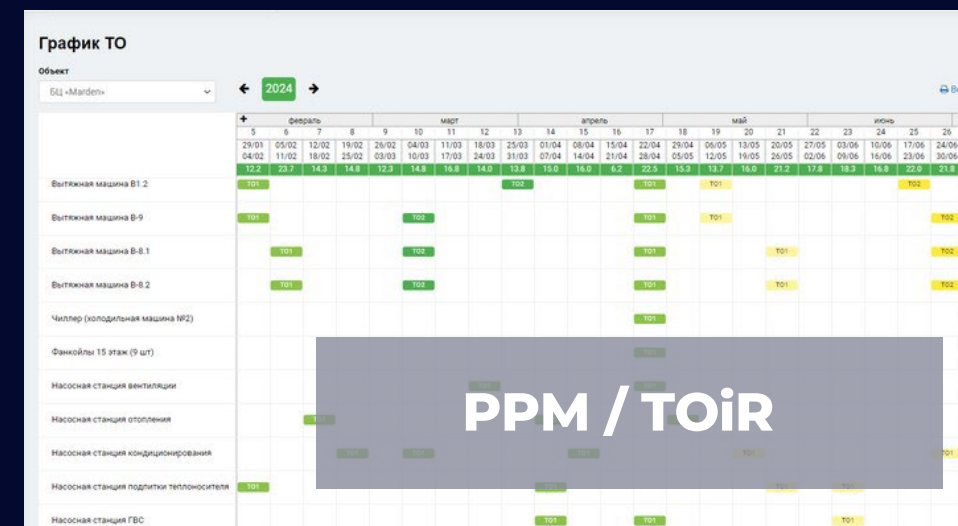
Mobile App



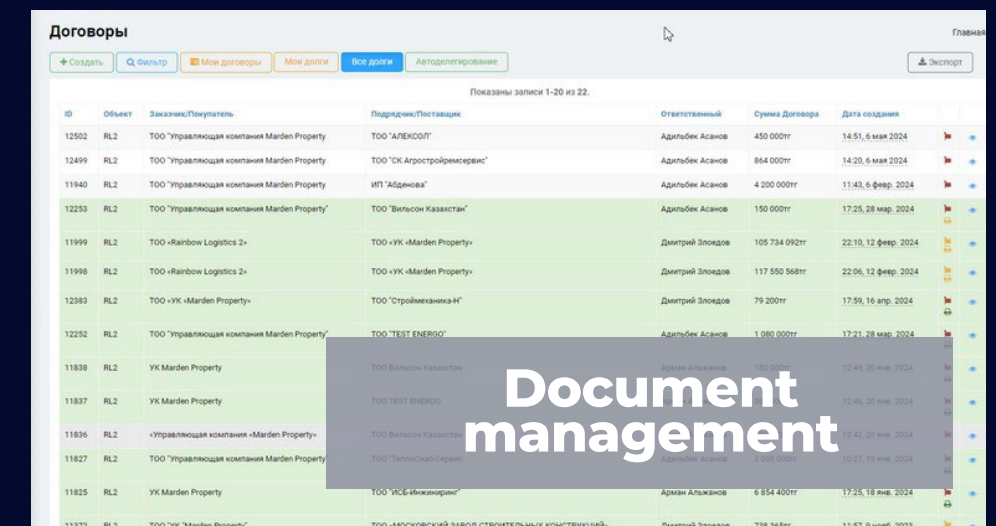
CRM

Marden.kz Mobile App

Submission of applications and tenant surveys



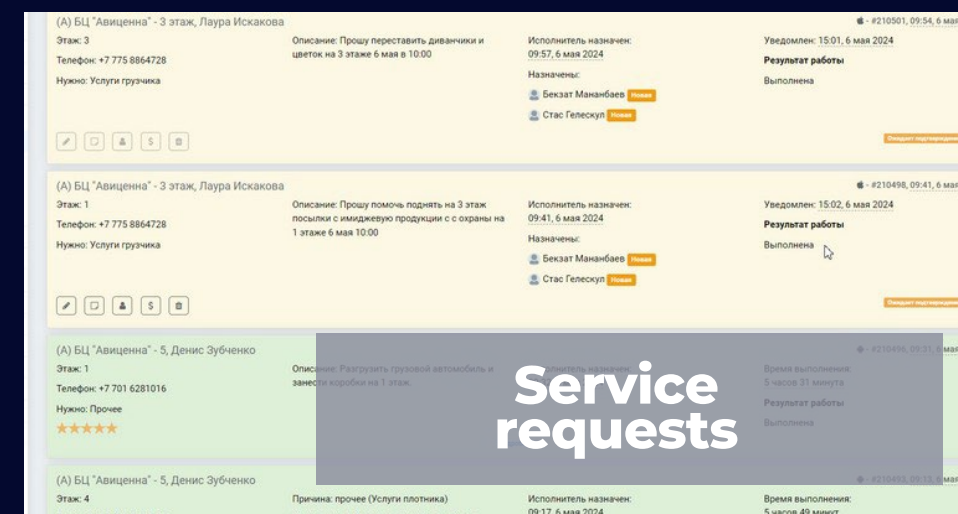
PPM / TOiR



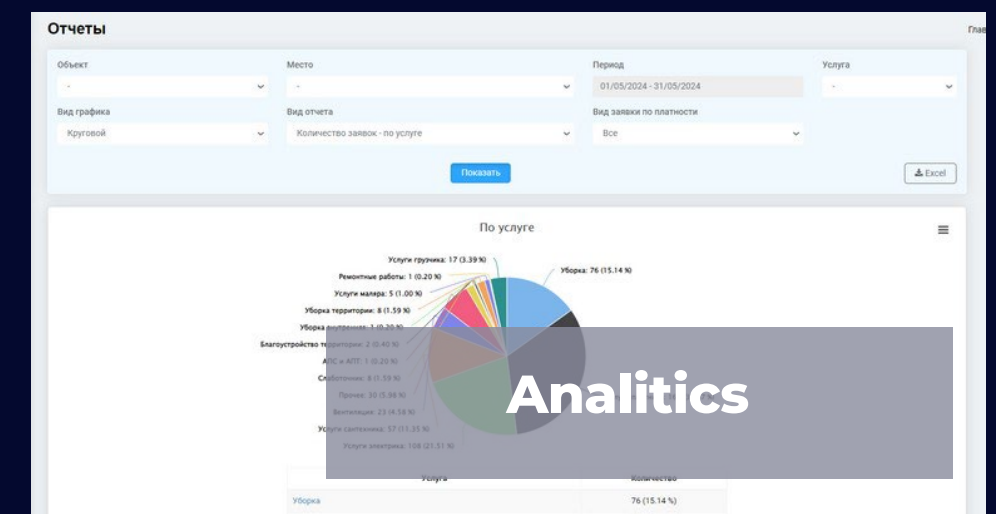
Document management

Marden.kz Web Portal

Submission of applications for services and rental of premises



Service requests



Analytics

Control. Analytics. 24/7 access



KAIZEN

Continuous improvement of all processes

5S

Workplace organization system

Kanban

Continuous supply system

PDCA

Quality decision-making algorithm

Time savings. Transparent processes. Engaged employees

SAFETY

The primary goal is to prevent incidents and respond promptly to emergencies.

Fire tactical drills

Rapid response and communication with emergency services, use of fire extinguishers

Emergency response training

Implementation of algorithms and measures in case of emergencies, evacuation of residents

Safety standards implementation

Adoption of OHS norms, conducting trainings and internal inspections.

Protection. Confidence. Reputation.



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