

### Commercial real estate management

Our work – your profit





### MISSION

We provide exceptional com real estate.

### VISION

The No. 1 commercial real estate management and ownership company in Kazakhstan.

### VALUES

Integrity. We work fairly, honestly, and in good faith Reliability. We live up to the expectations and trust of our partners Mutual Benefit. We strive to create win-win outcomes for everyone People. We value every team member and support their growth Leadership. We aim to lead by example and encourage initiative

#### We provide exceptional comfort and high profitability for commercial

### - how to optimize maintenance costs?

- how to realize the Income potential of a property?

 how to ensure safety at the 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



63 properties 700 k sq.m.

The best management company

#### 2015 2017 2019 2021 2023 2024

According to the CREW Awards -

an annual commercial real estate award in Central Asia.

2023

2021

Лучшая иправляющая компания -Facility Management

2024

Лучшая управляющая компания -Facility Management

# AWARDS CRE

2019

Лучшая управляющая компания (Facility)

Лучшая правляющая компания

### 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+
- 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

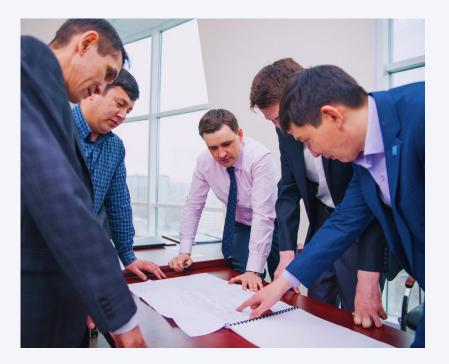
### FACILITY MANAGEMENT



### Extending the lifespan of equipment

Staff professionalism and implementation of technical operation standards





#### **Cost optimization**

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



#### MARDEN PROPERTY

### Enhancing the property's attractiveness

Providing comfortable conditions, cleanliness, and prompt response to requests

#### "One-stop shop" principle

Addressing all technical issues through a single management company

### CLEANING



### Extending the service life of the finish

Professional care prevents damage to coverings, furniture, windows, etc.





#### **Economic efficiency**

More profitable than in-house staff due to lower operating costs





### Compliance with sanitary and safety standards

Guarantee the safety of employees and customers, compliance with legal requirements



#### Satisfaction

Professional cleaning, comfortable conditions, satisfied tenants

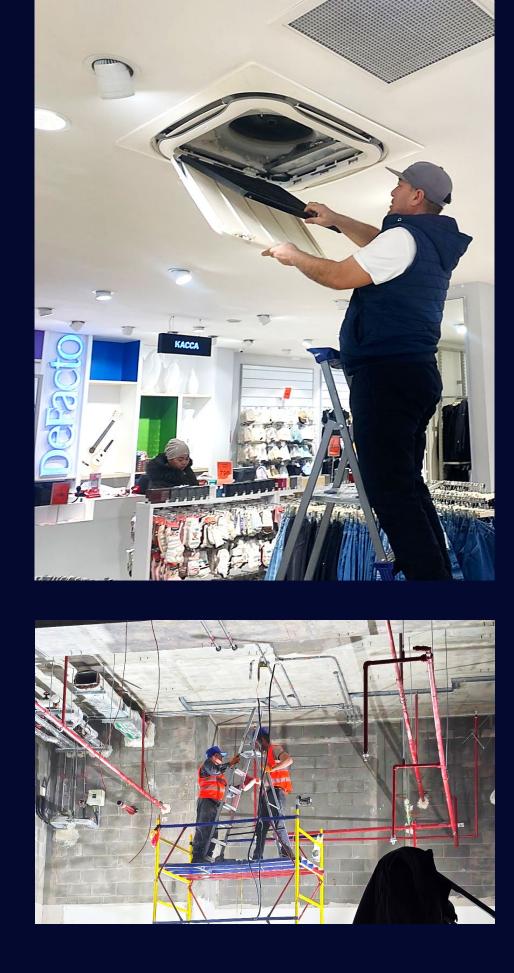
### FACILITY MANAGEMENT

End-to-end retail setup

- Engineering systems maintenance
- Prompt repairs
- Scheduled and emergency servicing
- Construction and installation works
- Professional cleaning

### 24/7 SERVICE

We will take over the entire technical infrastructure to ensure that your store operates smoothly



#### DeFacto







NEXT



### BROKERAGE

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





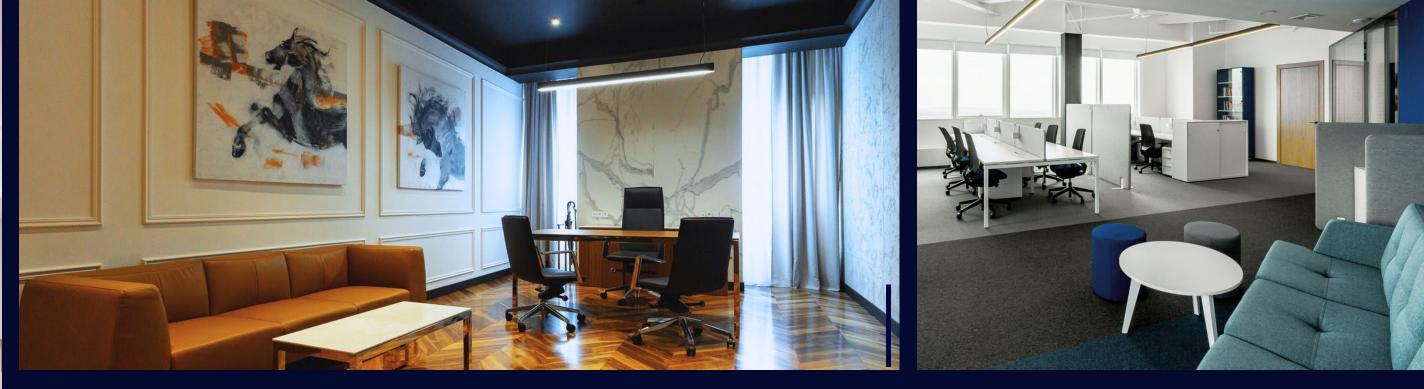








#### **Tenants by brokerage**



### CONSTRUCTION

"Turnkey" commercial property renovation

### 110 000 sq. m.

total area of completed projects



**ICDCITY** 

IE,









#### ADVANTAGES

#### **Since 2006**

Many years of experience in solving the most complex tasks

#### 1000+ 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** 

### DIGITIZATION

Tools that improve our results and provide a competitive advantage

#### Marden 365 Program

Professional tool for real estate management

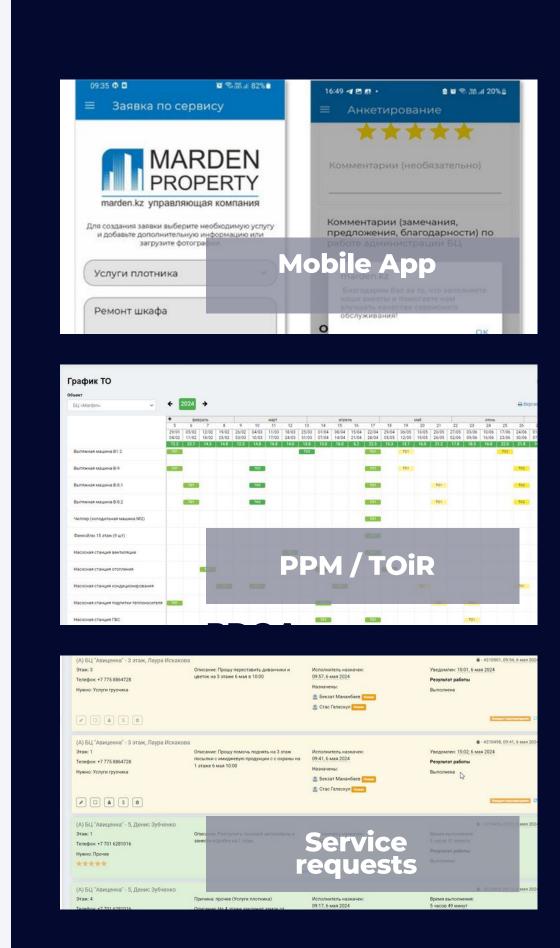
#### Marden.kz Mobile App

Submission of applications and tenant surveys

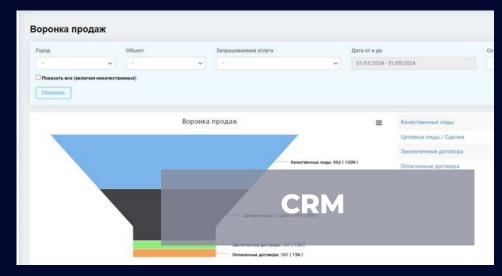
#### Marden.kz Web Portal

Submission of applications for services and rental of premises

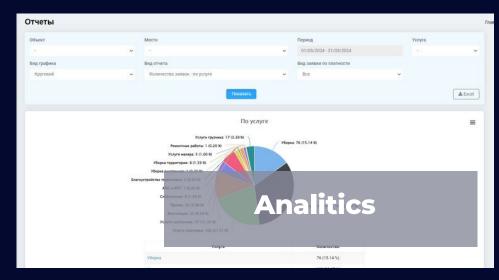
Control. Analytics. 24/7 access



#### MARDEN PROPERTY



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						Показаны за	писи 1-20 из 22.					
10	Объект	Заказчик/Покупатель			Подрядчих/Поставщих			Ответственный	Сумма Догевора	Дата создания		
12502	RL2	TOO 'Yng	авляющая компания М	arden Property	TOO 'AЛЕКСОЛ'			Адильбек Асанов	450 000tr	14:51, 6 мая 2024	+	
12499	RL2	TOO 'Yng	авляющая компания М	arden Property	ТОО "СК Агростройремсервис"			Адильбек Асанов	864 000TT	14:20, 6 Mar 2024	-	
1940	RL2	TOO 'Yng	авляющая компания М	arden Property	NUL AQUAL	нова"		Адильбек Асанов	4 200 000tr	11:43,6 февр. 202	4 14	
12253	RL2	TOO 'Управляющая компания Marden Property'			TOO 'Bun	ьсон Казахстан"		Адильбек Асанов	150 000m	17:25, 28 мар. 202	4	•
11999	RL2	TOO +Rainbow Logistics 2+			ТОО «УК	Marden Property»		Дмитрий Зпоедов	105 734 09217	22:10, 12 февр. 20	24	•
11998	RL2	TOO «Rai	nbow Logistics 2+		TOO «YK	Marden Property»		Дмитрий Злоедов	117 550 568tr	22.06, 12 февр. 20	24 🚦	•
12383	RL2	тоо «ук	TOO «YK «Marden Property»			оймеханика-Н°		Дмитрий Злоедов	79 200tr	17:59, 16 anp. 2024		
12252	RL2	ТОО 'Управляющая компания Marden Property'			TOO "TES	T ENERGO'	_	Адильбек Асанов	1 080 000tr	17-21, 28 Map. 202	4 10	•
11838	RL2	VK Marden Property			сон Казахстан		Арман Альжанов	150 000mr		-	•	
11837	RL2	VK Marden Property				ENERGO	Docu	me			1 )#	
11836	RL2	«Управляющая компания «Marden Property»				сон Казанстан	anag	lem	ent	12:42, 20 янв. 202-		٠
11827	RL2	TOO 'Yng	ТОО "Управляющая компания Marden Property			поСнаб-Серенс		Адильбек Асанов	3 800 00017	10-27, 19 янв. 202-	-	•
11825	RL2	YK Marde	YK Marden Property			-Инжиниринг"		Арман Альжанов	6 854 400tr	17:25, 18 AHE 202-		•
11372	RL2	T00 'YK	'Marden Property'		TOO +MO	сковский завод строитель	ыных конструкций»	Дмитрий Злоедов	738 365tr	11:57, 9 нояб. 202		















**KAIZEN** 

**5S** Workplace organization system

Kanban Continuous supply system

**PDCA** Quality decision-making algorithm



# Continuous improvement of all processes

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.





### MARDEN









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