

# Regional Real Estate Expertise

## Our Geography

[www.shre.kz](http://www.shre.kz)

KAZAKHSTAN



AZERBAIJAN



GEORGIA



ARMENIA



UZBEKISTAN



We are a professional commercial real estate firm dedicated to empowering International Corporations to successfully navigate and optimize their operations across the dynamic markets of Central Asia & the Caucasus.

Operating at the critical intersection of international standards and deep local expertise, we provide a comprehensive suite of integrated real estate solutions designed to control costs, mitigate risk and enhance your business efficiency across the region.

 **Core Capabilities: Integrated Corporate Real Estate Solutions**

Our services are specifically tailored to meet the complex needs of multinational firms, offering an end-to-end partnership from strategic planning through to project delivery and ongoing occupation.

| Service Focus                   | Key Benefits for International Corporations                                                                                                                                                         |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Corporate Tenant Representation | Conflict-free Advocacy: We exclusively represent your interests in lease negotiations, renewals and relocations.                                                                                    |
|                                 | Optimal Terms & Cost Reduction: Leverage our deep market intelligence to secure the best possible commercial terms and the lowest Total Cost of Occupancy (TCO).                                    |
|                                 | Strategic Site Selection: Identify, evaluate and secure office and commercial space that aligns perfectly with your global corporate standards, growth forecasts and local compliance requirements. |
| Project Management              | Seamless, On-Time Delivery: From fit-out to relocation, we manage all project phases to ensure timely and budget-compliant delivery of your new workspace.                                          |

|                  |                                                                                                                                                                                                      |
|------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                  | Quality Control: Oversight of all contractors and vendors to ensure the final product meets international quality and safety benchmarks (e.g. in line with LEED/BREEAM principles where applicable). |
|                  | Cost Control & Feasibility   Transparent Budgeting: Implement rigorous cost control measures, ensuring maximum value extraction at every stage of the real estate life cycle.                        |
|                  | Risk Mitigation: Comprehensive financial analysis and scenario planning to evaluate lease vs. buy options, capital expenditures and long-term occupancy costs.                                       |
| Office brokerage | Unrivalled Market Access: Access to on-market and critical "off-market" properties across all major commercial hubs (e.g. Almaty, Astana, Baku, Tbilisi, Yerevan & Tashkent).                        |
|                  | In-Depth Transaction Execution: Expert negotiation and documentation support, providing a clear path from initial viewing to final contract execution.                                               |

### ✨ Why Partner With Us? Local Insight, Global Standard

For international companies operating in Central Asia & the Caucasus choosing the right real estate partner is crucial. We offer distinct advantages that translate directly into better business outcomes:

\* **Regional Footprint, Local Knowledge:** We possess a multi-jurisdictional network with an intimate understanding of specific regulations, customs and market trends in each of the five countries. This is essential for navigating varied legal frameworks and bureaucratic processes.

\* **Focus on Foreign Direct Investment (FDI):** We understand the drivers of FDI into these growing economies, including the rising demand for modern office, logistics, multi-functional spaces and we position our clients to capitalize on these trends.

\* **Best-in-Class Transparency:** We adhere to the highest standards of professional ethics and financial transparency giving your international headquarters full confidence in every transaction executed locally.

Our mission is simple: To be the trusted real estate partner that ensures your operations in Kazakhstan, Azerbaijan, Georgia, Armenia and Uzbekistan are established and maintained efficiently, strategically and cost-effectively.

## Executive Summary: Strategic Real Estate Solutions

We are your trusted real estate partner for establishing and optimizing corporate operations across Kazakhstan, Azerbaijan, Georgia, Armenia and Uzbekistan.

We deliver integrated real estate services with a critical blend of international standards and deep local expertise, ensuring seamless execution, cost control and strategic alignment with your global business goals.

### Key Offerings:

- **Corporate Tenant Representation:** Conflict-free advocacy to secure optimal lease terms and lowest Total Cost of Occupancy (TCO).
- **Project Management:** Guaranteed on-time and on-budget delivery of office fit-outs and relocations meeting international quality benchmarks.
- **Cost Control & Feasibility:** Rigorous financial analysis and transparent budget management to mitigate risk and maximize value.
- **Office Brokerage:** Access to the best on-market and off-market properties across the region's commercial hubs.

We empower international corporations to navigate the diverse regulatory and commercial landscapes of Central Asia & the Caucasus efficiently and strategically.

For additional information please

Contact: **Scot Holland LLP**

050051, 105 Dostyk Ave., 3rd floor, Almaty, Kazakhstan

T: +7 (727) 258 1760

**Roger Holland** President

[roger.holland@shre.kz](mailto:roger.holland@shre.kz)

**Evgeny Dolbilin** Vice President

[eugene.dolbilin@shre.kz](mailto:eugene.dolbilin@shre.kz)

**Sergey Matveyev** Managing Director

[sergey.matveyev@shre.kz](mailto:sergey.matveyev@shre.kz)

### 2025 SCOT HOLLAND LLP DISCLAIMER

The information contained in this document has been obtained from sources recognized as reliable. While we have no doubt as to the accuracy of this information, we have not verified it and we do not make any warranties or representations about it. It is your responsibility to independently confirm verify its accuracy and completeness. Any forecasts, conclusions, assumptions or estimates used are for illustrative purposes only and do not reflect current or future market behavior. This information is intended solely for the use of Scot Holland LLP customers and may not be reproduced without prior written permission

Scot Holland LLP.