

DENIS SOKOLOV

UZBEKISTAN: INVESTMENT MARKET

EMERGING AND TRENDING REAL ESTATE

TASHKENT RANKS THIRD FOR SPEED OF CHANGE

#3

among 80 cities for
speed of change

SPEED OF CHANGE SCORE



OVERALL POSITION

Tashkent scores 45 overall, behind Almaty (53), Astana (52) and Baku (49). Its #3 rank applies to speed of change.

INVESTOR PERSPECTIVE

Rapid improvement supports the city's investment narrative. Project demand and returns still need local validation.*

REAL ESTATE CYCLE AT ITS BEGINNING

2021

The modern real estate market in Uzbekistan emerged in 2021-2022

- The sector still retains certain legacy practices from pre-liberalization era
- Although rental prices are typically quoted in USD, foreign-currency rents are legally prohibited
- Inflated land prices constrain the development of new sites
- Real estate remains the primary vehicle for family wealth accumulation
- There is no debt financing available for development projects
- Institutional developers are absent from the market
- 50% of A class offices and 75% of B class are sold in 100-500 sq. m blocks



WHERE IS THE MARKET TODAY?

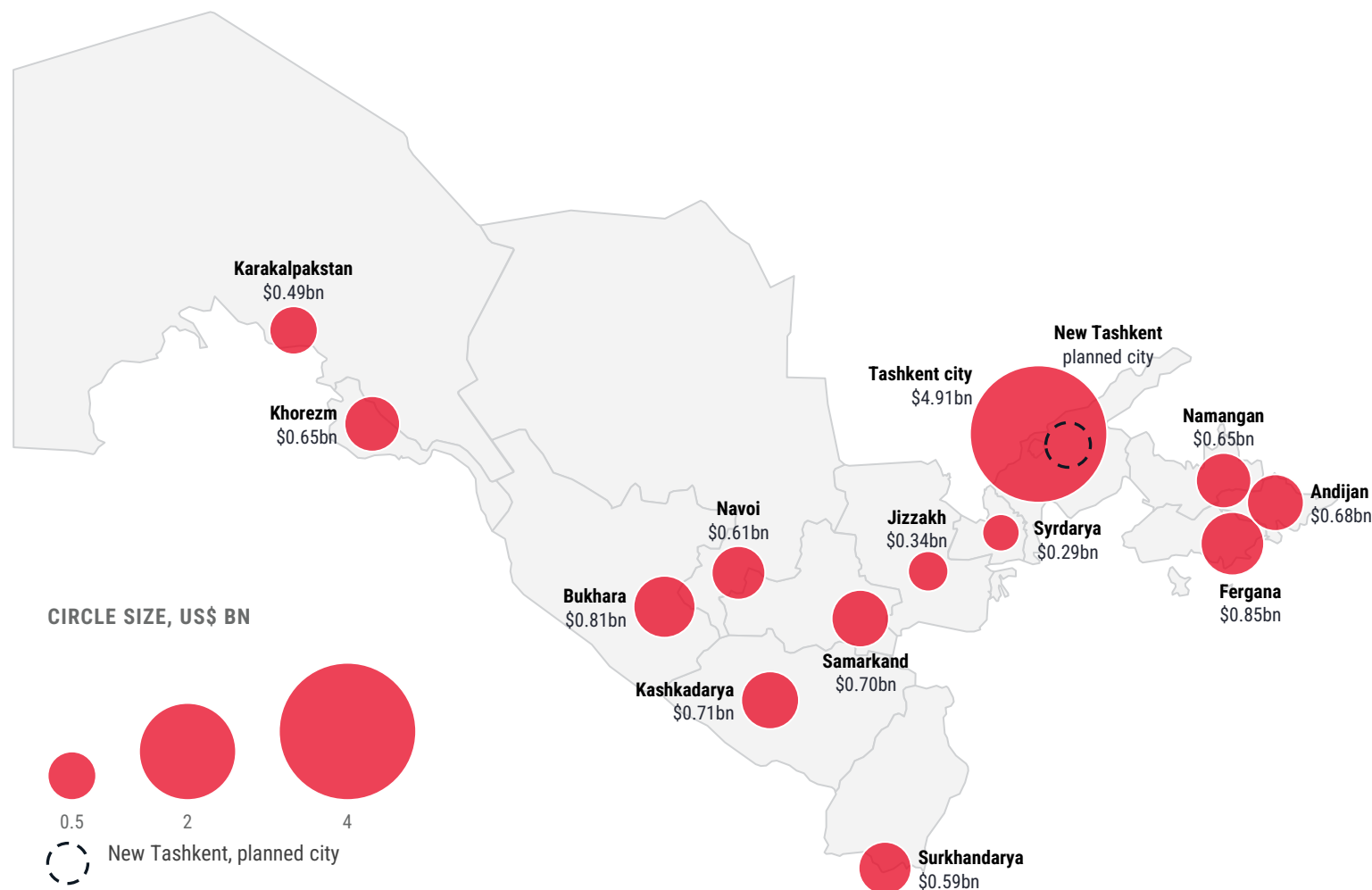
\$14.3bn

residential and commercial construction, Jan to Aug 2026 (estimate)

34%

of it in Tashkent city alone

RESIDENTIAL AND COMMERCIAL CONSTRUCTION, JAN TO AUG 2026, US\$ BN



INSTITUTIONAL CAPITAL IS ALREADY BUYING UZBEK REAL ESTATE

but deals are few and often undisclosed

\$133m

paid in three Tashkent hotel privatizations in 2022 and 2024 with disclosed prices

~\$290k

per key for Hyatt Regency Tashkent (2022), the largest disclosed deal

2027

Investment market to take off

INSTITUTIONAL REAL ESTATE DEALS IN UZBEKISTAN 2020 TO 2026, US\$ M

Year	Asset	Segment	Buyer or investor	Value, US\$ m	Comment
2020	Hotel Uzbekistan, Tashkent	Hotel	Bashan Investment Group (Singapore)	~23.2 for 80%	Privatization, plus UZS 100 bn capex pledge
2022	Hyatt Regency Tashkent, 300 keys	Hotel	Abu Dhabi Uzbek Investment JV	~87.0	Privatization, above independent valuation
2024	International Hotel Tashkent, 233 keys	Hotel	Smart Fast Stroy	~26.0	Privatization, plus €14.7m of debt taken over
2024	Lotte City Hotel Tashkent Palace, 232 keys	Hotel	ALFA INVEST insurance company	~20.0	Privatization, above independent appraisal
2025	Ramada Encore (105 keys), Le Grande Plaza (278 keys)	Hotel	undisclosed	undisclosed	Share deals, about 8% yield (UzOman)
2025	Infinity Business Center, Tashkent	Office	Uzbekistan Direct Investment Fund	undisclosed	Sovereign fund buys a Class A office
2025	Chorsu Real Estate Development	Residential	Ittihad Investment (UAE)	undisclosed	100% of a housing developer
2026	Beeline building IT Park	Office	undisclosed	undisclosed	Sale lease back deal
2026	Green Line Trading warehouse, 16,128 sq m	Warehouse	EBRD (lender)	€6m loan	Part of a €15m EBRD package
2026	Korzinka Distribution Center	Warehouse	Opportunity	\$66 M	Sale lease back of investment grade asset

NAVIGATING THE EMERGING MARKET

01

CAPITALIZE ON MARKET GROWTH

Stay in the market and capitalize on strong economic and consumer growth.

02

LOCAL PRESENCE

While market is immature local presence is key to successful business.

03

ADAPT TO NEW TRENDS

While market and habits are changing think ahead of trends

04

REGIONAL REACH

Regions like Navoi, Fergana, Samarkand, Jizzakh are developing rapidly fueled by local economic drivers

05

MANAGE RISKS

Carefully assess and manage risks of delays and miscalculations to ensure sustainable and balanced market entry.

06

THINK OF CAPITAL

While country is growing access to debt remain very limited. Bringing in expertise, global exposure and capital is the key to success.