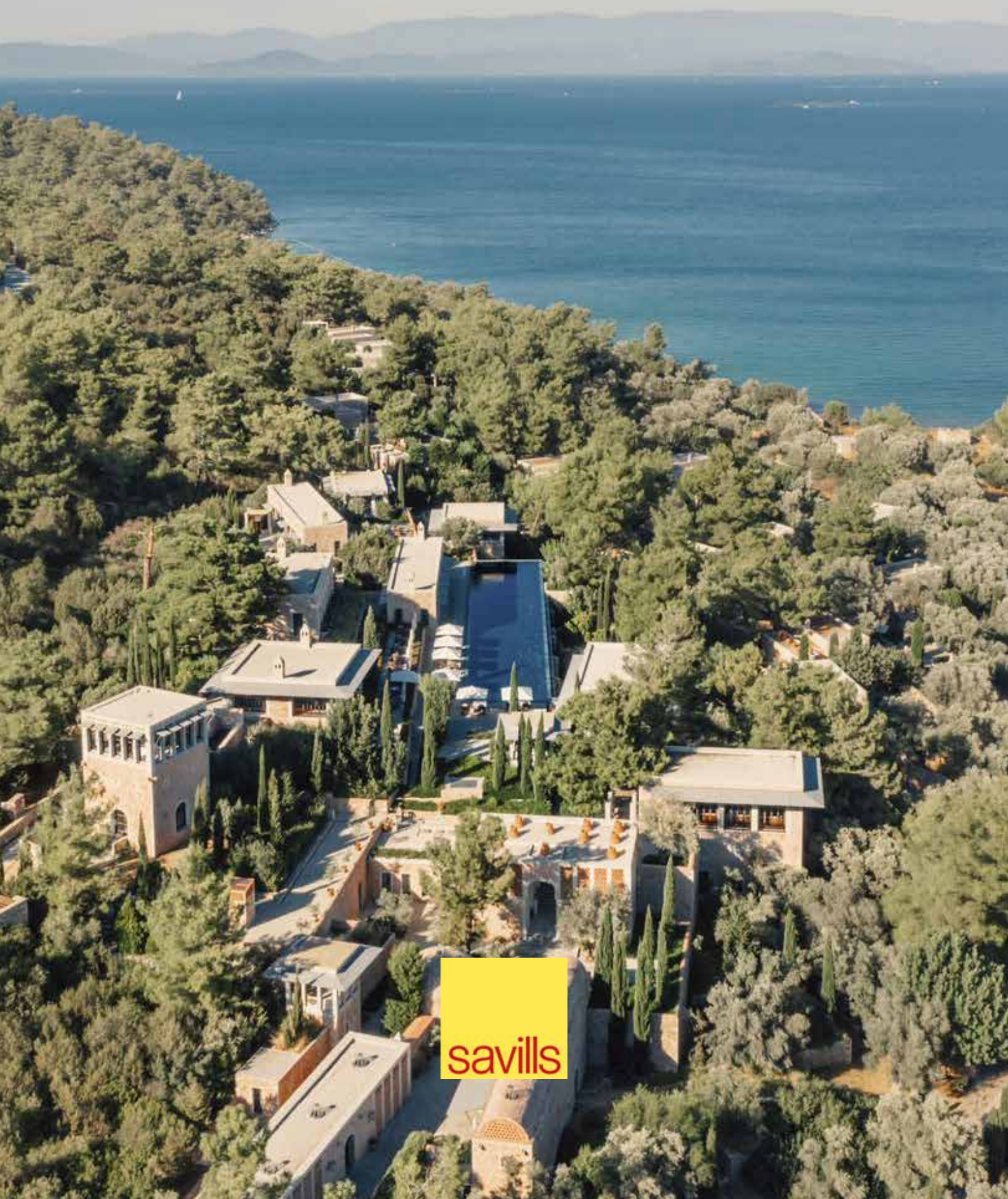
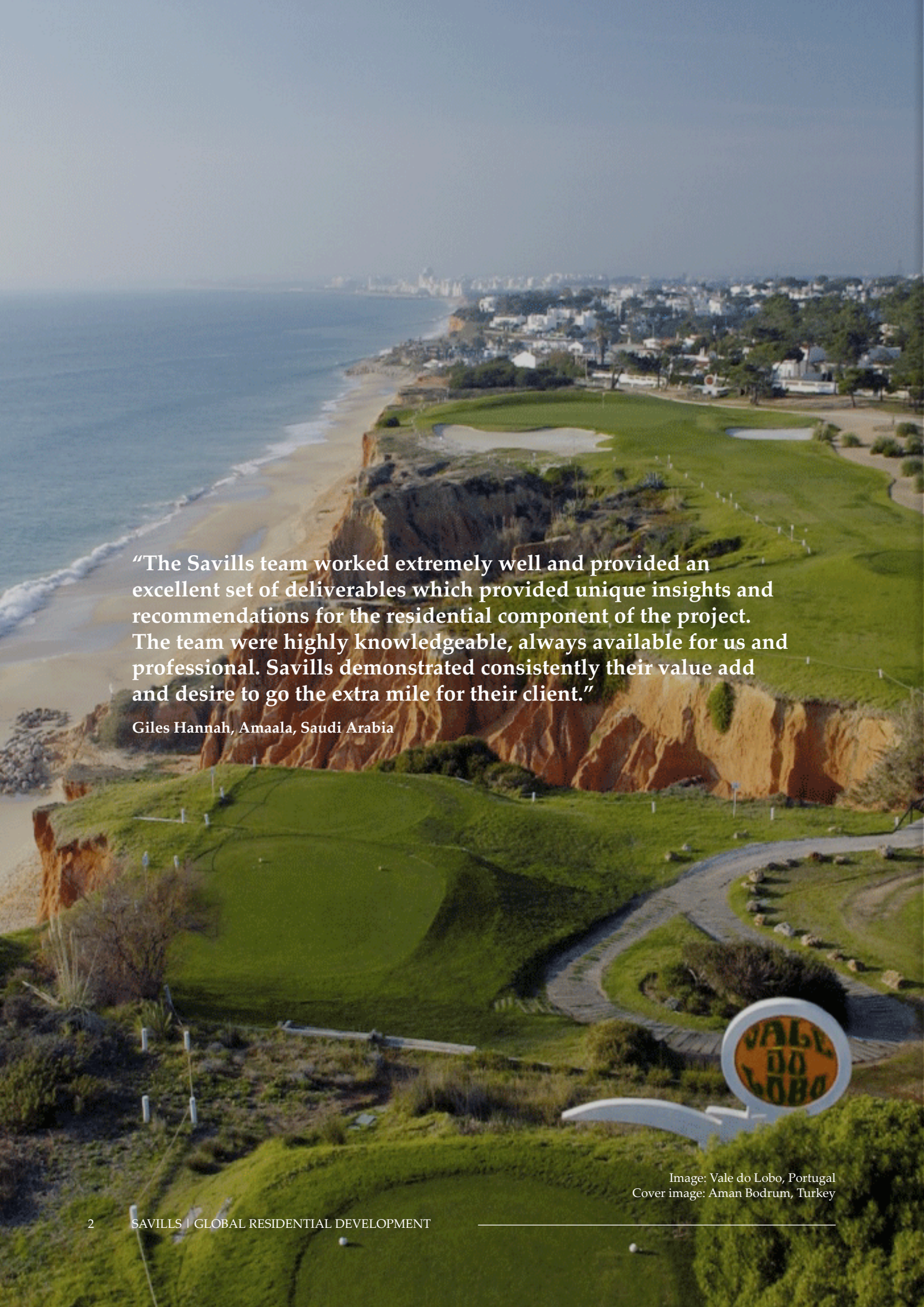


— GLOBAL RESIDENTIAL DEVELOPMENT —  
TRACK RECORD



savills





**“The Savills team worked extremely well and provided an excellent set of deliverables which provided unique insights and recommendations for the residential component of the project. The team were highly knowledgeable, always available for us and professional. Savills demonstrated consistently their value add and desire to go the extra mile for their client.”**

Giles Hannah, Amaala, Saudi Arabia

Image: Vale do Lobo, Portugal  
Cover image: Aman Bodrum, Turkey

## FOREWORD

Savills GRD has a proven track record of adding value for our clients and reducing their development risk.

The Savills GRD team is made up of two core divisions, Consultancy (formerly Savills International Development Consultancy) and Sales & Marketing (formerly International Development Sales). These two teams working alongside each other ensures a seamless end-to-end client service from project conception to successful commercialisation.

The team is advising a range of individuals including institutional, corporate and private clients on the optimisation of their developments and the best way to bring them to market. Sitting within the Savills headquarters in London, the team has a global remit working in conjunction with Savills offices and Associates located across the globe to ensure our advisory services take into consideration both local and international market dynamics and trends. We are a specialist team providing a range of professional services for branded and non-branded residential, hotel and integrated resort projects - from luxury small-scale resort developments to large, mixed-use urban regeneration projects.

The Savills GRD philosophy is centered around adding value for our clients and reducing their development risk. This is executed by providing market-led consultancy advice to ensure the product is designed with the end user requirements (product, design and pricing points) in mind. In turn, this ultimately ensures an optimal balance point is reached between unit pricing and sales absorption. Since its inception, the GRD team has grown from strength-to-strength to now be considered market-leaders and thought-pioneers in the luxury and branded residential market sectors.

Whether you have a specific development or opportunity in mind or would like to find out more about how we can help, please do not hesitate to get in touch.



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# GLOBAL COVERAGE

Interacting with Ultra / High Net Worth purchasers of luxury and ultra-luxury residential around the globe on a daily basis.

## Savills – The Residential Experts

Savills have been involved in residential property for over 160 years and have built lasted, trusted relationships during that long period. But that does not mean that our expertise is based in the past. Savills’ vision and drive to provide a more global and holistic approach to residential real estate over recent years has resulted in the establishment of our vast network of dedicated, international residential sales hubs. These hubs interact with U/HNWI purchasers of luxury and ultra-luxury homes around the globe on a daily basis, allowing us to leverage this data to ensure that you can fully optimize the residential components of your development.

We have over 200 expert researchers around the world which we can mobilize in order to support our specialist development consultancy teams, ensuring that we provide you with the most up to date and relevant information and insight possible.

Furthermore, Savills are able to act as a trusted advisor from inception to completion of development schemes across the full spectrum of service lines from market research, consultancy and financial viability to sales and marketing, management, and capital markets in order to de-risk and optimize projects around the world.

## Savills Global Residential Development

The Savills Global Residential Development team is made up of two core divisions, Consultancy and Sales & Marketing. The two branches work simultaneously to ensure a seamless end-to-end client service from project conception to delivery.

With over 10 years of experience working across an international remit, the team sits within the Savills headquarters in London and works in conjunction with Savills offices and Associates located across the globe to ensure our advisory services take into consideration both local and international market dynamics and trends.

In 2021, Savills Global Residential Development (formerly Savills International Development Consultancy) was awarded ‘Best Property Agency / Consultancy 2020-2021’ for the London (5-Star winner), UK, and Global award. Following a slight recategorization of regions from the award administrators, this year the team has gone on to win ‘Best Property Agency / Consultancy 2021-2022’ for London (5-star winner), UK (5-star winner) and European award. It is a true privilege to win these awards 2 years in a row, and we hope to be considered for an opportunity to achieve the hat-trick in 2023.

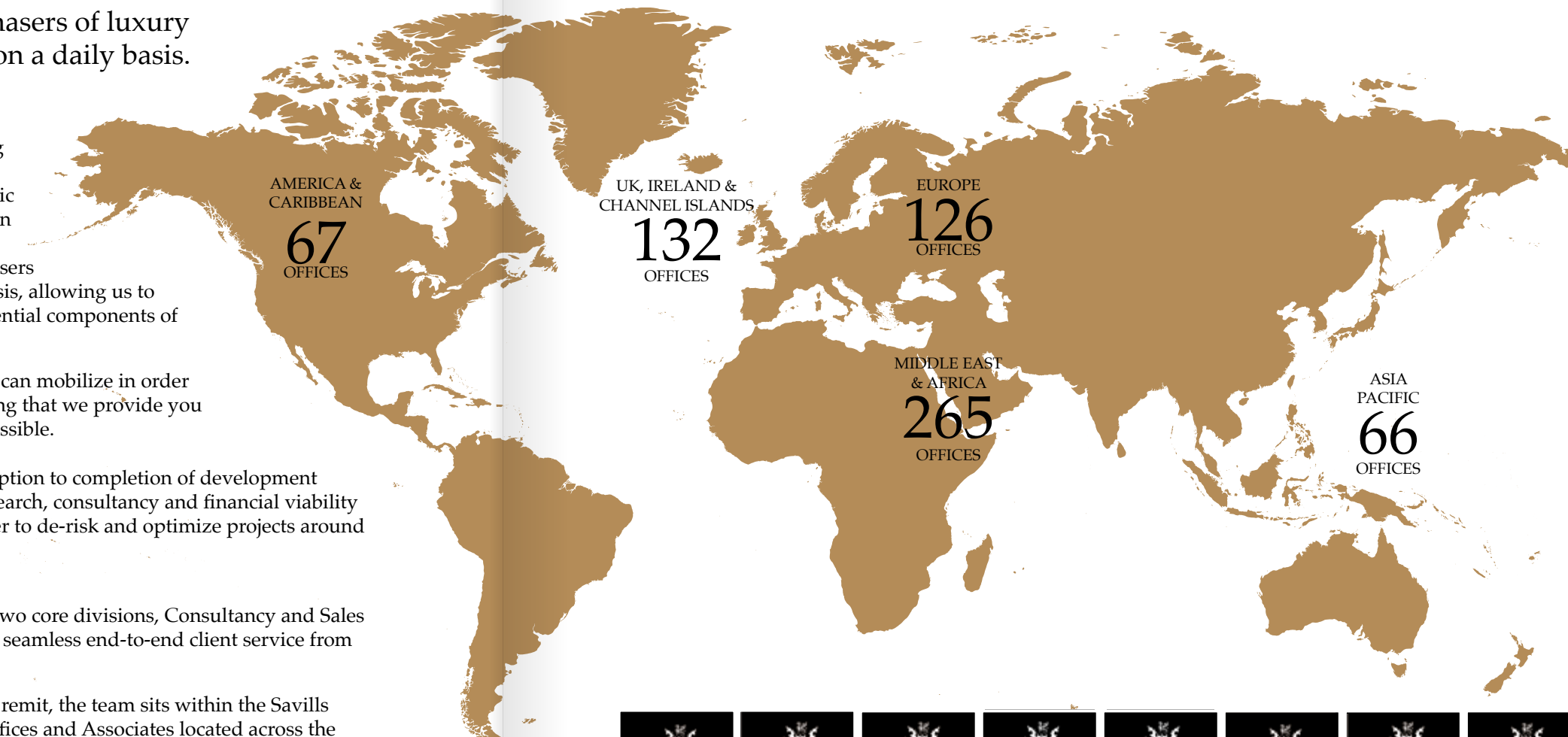






Image: Bay of Kotor, Montenegro

## OUR SERVICES

Our goal is to provide an end-to-end service to our clients, enabling and guiding them throughout the entire development lifecycle.

Our consultancy team supports our clients from project inception through to the final design review, ensuring that the product is as market-primed as possible. A smooth transition to pre-launch marketing and sales is facilitated by the deep understanding that the wider team has already acquired of the project. With such early engagement from both advisor and agent, our clients feel confident in the saleability of their product from the very start.

As specialists in branded residences, we are well positioned to advise both new and experienced players to the sector. We are constantly updating our sector intelligence and produce market leading research for our clients that also feeds into our feasibility reports and brand premium studies. This broad service offering is enabled and enhanced by the fantastic network that we have built up over the years with brands, developers and investors who are active or interested in the sector. As a central point of contact for these parties, we are ideally positioned to offer a source and introduction service, connecting investors to opportunities where interests align. This extends to a full capital markets capability where we will manage the entire transaction process on behalf of a client.

Clients can engage us on any or all of our service lines and we are always willing to discuss the bespoke needs of our clients and their projects.



# FEASIBILITY STUDIES

On behalf of investors, developers and brands, Savills GRD produces bespoke Feasibility Studies to de-risk and add value to mixed-use and residential projects around the world. At the core of these studies lies our global understanding of the residential sector, detailed local market research and data-driven development recommendations. The exact scope of our feasibility studies can be tailored to our clients needs but are always built upon detailed due diligence including a full site and masterplan review, local and international market research and comparable data analysis. Based on the core principals derived from this due diligence, combined with our considerable global experience, Savills GRD can provide development recommendations, producing a full architectural brief, including recommended unit mix, size, pricing, phasing and absorption forecasts.



## Amaala, Kingdom of Saudi Arabia

**Location** | Red Sea, Saudi Arabia

**Project** | 3 x master planned developments, 800+ residential units, multiple hotels, golf courses, marinas, and cultural and leisure districts.

**Role** | Global Market and Purchaser Profile Research, Development Consultancy, Development Recommendations, Pricing Recommendations, Branded Residences.

**Brand** | 14 x Luxury, Upper-Upscale & Lifestyle brands

**When** | 2019 – Ongoing

**Client** | Public Investment Fund



## Tour Charenton, France

**Location** | Paris, France

**Project** | A 12ha regeneration project on the South Eastern periphery of Paris to include office, retail, hotel and residential units. To provide development recommendations for a central luxury residential tower (200m, 59 storey).

**Role** | Market Research, Branded Residences and Development Consultancy, Design Consultancy, Pricing Recommendations.

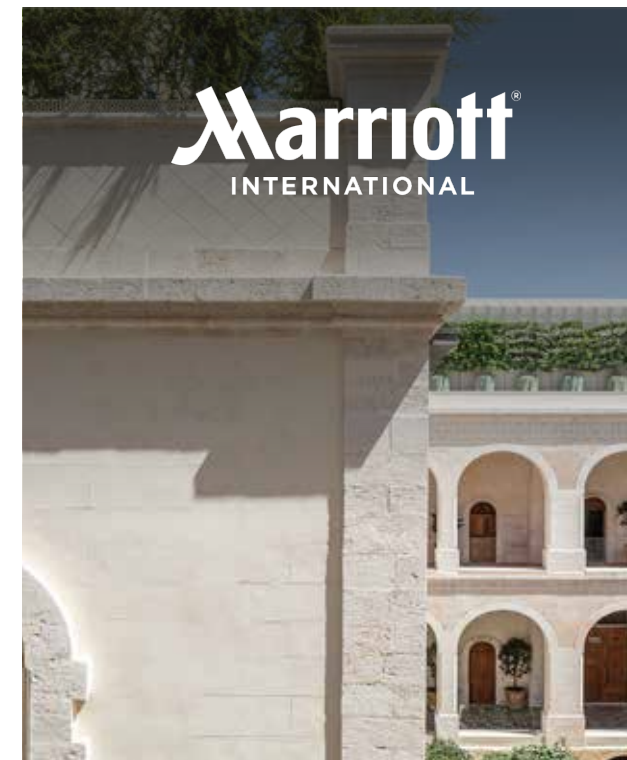
**Brand** | Confidential Brand

**When** | 2020

**Client** | Bouygues S.A.

# BRAND PREMIUM STUDIES

The monetary value that a brand can add to a residential development is a fundamental element to the ongoing growth and success of the branded residential sector. Quantifying this value is an important marketing tool for brands seeking to expand their presence in the sector and for developers who wish to explore the real benefit of partnering with a brand. We undertake brand premium studies, isolating and calculating the percentage price uplift that a brand brings to a scheme. Currently, Savills GRD undertake annual brand premium studies on behalf of three of the sectors market-leading hospitality brands; Marriott International, Mandarin Oriental, and Hyatt on projects across Europe, the Americas, the Middle East, and Asia.



## Marriott International

**Location** | Portugal, Serbia, Greece, Israel, Turkey

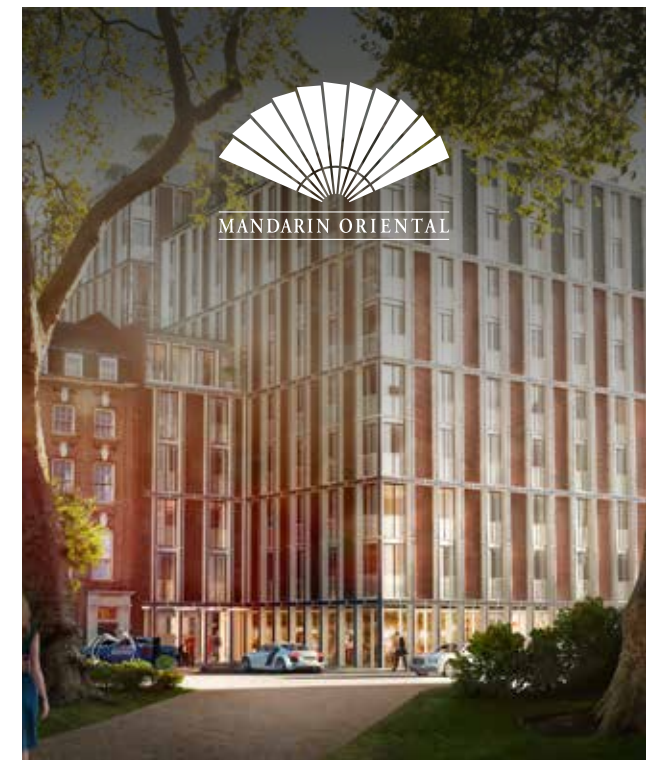
**Project** | Report to establish the pricing premium achieved within Marriott International branded residential developments over non-branded competitive supply, across multiple markets.

**Role** | Market Research & Branded Premium Analysis

**Brand** | The Luxury Collection, St. Regis, Westin, W, and Sheraton

**When** | 2017 – Ongoing

**Client** | Marriott International



## Mandarin Oriental

**Location** | The Residences at Mandarin Oriental, One Hyde Park, London; The Residences at Mandarin Oriental, Hanover Bond, London

**Project** | Report to establish the pricing premium achieved within Mandarin Oriental branded residential developments over non-branded competitive supply.

**Role** | Market Research & Branded Premium Analysis

**Brand** | Mandarin Oriental

**When** | 2020

**Client** | Mandarin Oriental



# MARKET INTELLIGENCE & THOUGHT LEADERSHIP

With the branded residential sector expanding and evolving at such a rapid pace, it is essential that investors and developers stay informed. Savills GRD leverages the extensive deal books and development database to derive invaluable insight into the profile of buyers, and highlight changes in market trends in real-time which we can use for the client's benefit. In addition, we are constantly updating our knowledge of existing and pipeline developments in the sector, provided directly from the brands. We are therefore ideally placed to provide reliable and insightful market research and forecasts. Clients can commission bespoke research pieces tailored to suit their needs, both within and beyond the branded residential sector.



## Branded Residences Spotlight

**Location** | Global

**Instruction** | Annual overview of the Branded Residential sector, completed and pipeline developments, and trends. The report is the leading industry publication extensively cited by the brands, developers, clients, and in the national and international press.

**When** | 2018 - Ongoing

**Client** | Savills



## Brands ID Capital

**Location** | Global

**Instruction** | Branded Residential sector intelligence report looking at key market players and locations, investigating net margins of branded vs. non-branded development and providing a spotlight on non-hotelier lifestyle branded residences as opposed to hotelier-led developments.

**When** | 2020

**Client** | Brands ID Capital

# CONTRACT NEGOTIATION & BRAND INTRODUCTIONS

The choice of brand to partner with in a project is of fundamental importance to the success of a development. We work with our clients to select the best fit for their project, whether a hotel brand or a lifestyle brand. We then lead the introduction and commercial negotiation of the residential management, marketing and licensing contracts to ensure our clients achieve the best financial terms while safeguarding the underlying partnership that is being created.



## Lifestyle Brand Egypt

**Location** | Egypt

**Instruction** | Brand introduction to a non-hotelier lifestyle brand for a multi-site development pipeline, review of branded residential contract terms and conditions.

**When** | 2021

**Client** | Amer Group



## MAAR Carcavelos

**Location** | Carcavelos, Portugal

**Instruction** | Brand selection and introduction for a 117-unit standalone residential development near Lisbon.

**When** | 2021

**Client** | Stone Capital



# OPERATIONAL ADVISORY

Structuring branded residences whether standalone or integrated developments requires thoughtful consideration to ensure seamless operations and maximum synergistic impact. Savills GRD Consultancy offers to clients guidance on designing rental programs and optimizing homeowner associations integration within mixed-use developments. From structuring residential agreements to preparing budgets and offering best practices, our operational advisory service line endeavours to protect the various stakeholders and deliver successful projects.



## Katara Hospitality

**Location** | Cannes, France

**Instruction** | Operational advisory support with structuring and budgeting of HOA budget incl. hotel integration, and budgeting of rental program including distribution index and yield estimation.

**When** | 2022

**Client** | Katara Hospitality



## Certion Property Developers

**Location** | Romania

**Instruction** | Operational advisory with branded residential best practices, rental agreement review and recommendations, and guidance on structuring HOA and rental programs.

**When** | 2022

**Client** | Certion Property Developers

# OPPORTUNITIES SOURCING, SALES & CAPITAL MARKETS

We can introduce developers, investors, and brands to opportunities around the world. Be this a green-field site, a consented purpose-built development or a repositioning exercise, we are ideally placed to de-risk and optimize strategies, market and source opportunities and execute transactions.



## Oceanico Portfolio

**Location** | Portugal

**Instruction** | Disposal of five golf courses and multiple consented development plots including golf fronting villas in the Algarve, Portugal.

**When** | 2016

**Client** | Oceanico Group



## Project Phoenix

**Location** | Cannes, France

**Instruction** | Capital markets services including pre-disposal due diligence, preparation of data room, sales particulars, and marketing campaign.

**When** | 2016 - 2017

**Client** | Confidential



# SALES, MARKETING & PR ADVISORY

As an extension to the consultancy service offering, our GRD Sales and Marketing team will work with clients from an early stage of the development process to tailor a sales, marketing and PR strategy suited to each scheme. We will formulate an effective marketing mix to target the right buyers around the world. We provide trusted advice from appointing branding agencies to creation of marketing collateral to media buying to take advantage of Savills global buying power.



## W Residences Algarve

**Location** | Albufeira, Portugal

**Instruction** | Master Agency mandate to execute a global sales, marketing and PR strategy for 83 branded residences at W Algarve. This instruction involved working alongside Savills' local associate, QP Savills, and appointing third party branding and media-buying agencies.

**When** | Ongoing

**Client** | Nozul Algarve S.A

**Result** | The fastest selling branded residential development in Europe with over 80% sold since the launch in Summer 2019.



## Mandarin Oriental Residences, Barcelona

**Location** | Barcelona, Spain

**Instruction** | Master agency mandate to deliver an off-market global sales and marketing strategy for 34 residential units within the first standalone Mandarin Oriental branded residences in the world.

**When** | Ongoing

**Client** | KKH Property Investors

**Result** | Achieved new prime price levels in Barcelona.

# MASTER AGENCY

Combining unrivalled market knowledge with an extensive network of over 600 offices and Associates worldwide, we will act as the single point of contact for clients throughout throughout the entire lifetime of the development.

Our team of experts will deliver a full suite of project sales and marketing services in a seamless and professional manner. Our services include; buyer behaviour analysis, global sales office coordination, international campaign management, event planning and management, PR and deploying and organizing an on-site team. All of our services seek to build an effective sales experience for our clients.



## Porta dei Leoni

**Location** | Rome, Italy

**Instruction** | Exclusive sales and marketing mandate for 100 non-branded apartments in a central Rome development. This instruction involved working alongside Savills Associate, BeLiving, as well as appointing a third-party branding and media agencies to assist with the promotion and sale of the properties.

**When** | Ongoing

**Client** | Fortress Investment Group

**Result** | 96% sold as at June 2021 with the scheduled completion in Q4 2021.



## Am Tacheles

**Location** | Berlin, Germany

**Instruction** | Joint international sales and marketing mandate for 5 buildings with 133 non-branded residential units in the only prime, large-scale, mixed-use new development project in Berlin. The instruction involved leveraging Savills' global network and delivering an international lead generation campaign.

**When** | Ongoing

**Client** | PWR Development GmbH

**Result** | Over 45% sold off-plan.





Image: Elounda Hills Crete, Greece

## SELECTED HIGHLIGHTS

Savills GRD has, over the years, worked on a multitude of pioneering and paradigm-shifting projects. Please see a selection of key team highlights overleaf, demonstrating the breadth of our expertise.



# AMAALA

**Client** | Amaala

**Location** | Red Sea Coastline, Kingdom of Saudi Arabia

**Instruction date** | Q3 2019

**Services provided** | Market Research & Development Advisory Services

**Divisions involved** | Savills Dubai Research, Savills Dubai Strategic Consultancy, Savills Kingdom of Saudi Arabia, Savills GRD Consultancy, Savills Global Prime Residential Network

## Challenge

AMAALA is an under construction luxury resort and second home destination located along the Red Sea Coastline of Saudi Arabia.

The project consists of three distinct masterplans with circa 22 individual residential communities, each with their own thematic experience and product offering.

Savills were instructed to provide market research and development consultancy advisory works on the residential element of the AMAALA project.

Savills' primary aim was to examine the residential inventory, identify the potential target audience, conduct a comprehensive pricing benchmarking analysis, estimate the financial performances of the assets and provide development recommendations to help optimise the portfolio.

## Solution

Throughout the instruction, Savills utilised their Middle East and international presence as best in class residential advisors to understand the demand drivers for luxury residential products, establish the investor / buyer profiles and recommend the pricing range for the various asset types. The range of services provided include:

- Comprehensive engagement survey with target audience (domestic, regional and global) to understand demand preferences, desires and motivations
- Regional and global benchmarking analysis for luxury residential developments, resorts and branded residences



- Resident housing and staff accommodation review including unit sizing, specification and global best practices
- Regulatory review and recommendations including legal ownership structures, financing requirements, probate legislation and SEZ inclusions
- Residential offering review including optimum BUA, plot sizes, and amenities / facilities
- Recommendations on the quantum of branded vs non-branded residential units and the desired rental program structures
- Recommendations on the inventory sales pricing, absorption rates and growth rates
- Strategic phasing and sales strategy (including off-plan, completed stock etc)
- Residential market segmentation and positioning recommendations
- Financial analysis including projected revenues

- and project absorption period
- Sales and marketing strategy (Ongoing)



# LUSTICA BAY

**Client** | Orascom

**Location** | Lustica Peninsula, Montenegro

**Instruction date** | 2021

**Services provided** | Local, Regional and International Residential, Market Research, Benchmarking Studies, Buyer Demographic, Psychographic Research, Development Consultancy

**Divisions involved** | Savills GRD, Dream Estates Montenegro, Savills Associates Various

## Challenge

The Golf Residences at Lustica Bay are the latest residential phase of a mixed-use marina-fronting development in Montenegro. The scheme proposes the development of over 800 residences built around a championship Gary Player designed golf course. This would be the first golf resort of its kind in Montenegro and market reception is therefore less certain. Given the scale of the development requires a high level of sales absorption, it was integral to understand the buyer profile that this type of new product may appeal to and use this research to directly design and define the product.

## Solution

Development recommendations were derived from detailed analysis of supply and demand. It was most important to establish if there would likely be demand for a golf course product in this market and, if so, what form this would likely take. Savills conducted a survey of Associate offices in key golfing markets, assessing general market sentiment (post-COVID) and, more specifically, golfing market sentiment. This survey captured our associates impressions of changing buyer demand including product/resort preferences, budgets, buyer motivations, nationalities, etc. This fed into our understanding of the international golfing market and, combining this with traditional Montenegrin resort buyer profiles, we were able to justifiably forecast the buyers for this new phase at Lustica Bay.

With no national golf comparable resorts to analyse, Savills provided multi-level supply research. The first level of supply research analysed the current local resort market which provided a very homogeneous product. The second level of supply



research was to investigate and analyse international golfing resorts in countries such as Portugal, Spain and Greece which are dominated by a very different product.

Combining our research on the supply and demand of both local resorts and international golfing resorts, we were able to produce reasoned and reliable development recommendations, including golf and residential phasing, mix, size, pricing, amenities and absorption rates.



# HELLINIKON

**Client** | Lamda S.A.

**Location** | Athens, Greece

**Instruction date** | 2016 – Ongoing

**Services provided** | Market Research, Development Consultancy, Financial Feasibility, Red Book Valuation, Capital Markets Agency, Sales and Marketing Advisory

**Divisions involved** | Savills Global Residential Development, Savills Greece, Savills Mixed-use Development, Savills Cross Border Investment, Savills Hotels, Savills Corporate Finance, Savills Leisure & Trading

## Challenge

The Hellinikon Project is the largest urban regeneration project in Europe with approximately 3 million sq m of Gross Buildable Area (GBA) and a Gross Development Value (GDV) of over \$9.6 billion.

Savills GRD, alongside Savills Strategic Development Advisory and Savills Greece were instructed to provide strategic real estate consultancy advice, comprising a wide range of services including market research, masterplan and development consultancy, financial appraisal, valuations and capital markets agency.

Savills were tasked with completing a financial appraisal of the entire development, comprising over 10,000 residential units (including 2 luxury branded residential schemes), 3,000 hotel keys, 330,000 sq m of retail space, 280,000sq m of Class A office space, c.500,000 sq m education / healthcare and leisure facilities, 2 million sq m metropolitan park, marina and casino.

## Solution

Throughout the instruction, Savills utilised their extensive service lines and international presence as best in class residential advisor to understand the demand drivers for mainstream and luxury residential products, establish the investor / buyer profiles and recommend the pricing range for the various asset types. The range of services provided include:



- Local, regional, and international benchmarking analysis of all asset classes including residential, commercial, hotels, marinas, retail etc. including purchaser profiles, absorption rates, pricing and identification of strengths and weaknesses of identified comparable projects and developments
- Regulatory review and recommendations including legal ownership structures, financing requirements, probate legislation and SEZ inclusions
- Residential offering review including optimum BUA, plot sizes, and amenities / facilities
- Recommendations on the quantum of branded vs non-branded residential units and the desired rental program structures
- Recommendations on the inventory sales pricing, absorption rates and growth rates
- Strategic phasing and sales strategy (including off-plan, completed stock etc)

- Residential market segmentation and positioning recommendations
- Financial analysis including projected revenues and project absorption period
- Sales and marketing strategy (Ongoing)



# ANTOGNOLLA

**Client** | VIYM

**Location** | Umbria, Italy

**Instruction date** | 2019 – Ongoing

**Services provided** | Local, Regional and International Residential Market Research, Benchmarking Studies, Development Consultancy, Operator Contract Review and Negotiation, Sales and Marketing Advisory

**Divisions involved** | Savills Global Residential Development, Abode Italy

## Challenge

Antognolla Resort and Residences is a luxury, mixed use development opportunity in rural Italy. The site is based around a championship Robert Trent Jr golf course and a medieval castle that will form the heart of a Six Senses hotel. Further accommodation will include a Six Senses spa, equestrian facilities, clubhouse, MICE facilities and events space as well as Six Senses branded residences (apartments, villas and renovated casali). Savills were initially instructed to provide the developer with an optimized residential development schedule, recommending the most suitable mix, size, pricing and amenity to meet anticipated market demand. Our due diligence revealed that all residences, with the exception of the casali, were subject to touristic zoning which made their participation within a rental management programme mandatory. In a market that was traditionally targeted towards lifestyle motivated buyers, this necessity to appeal to mixed motivated buyers (lifestyle and investment) required Savills to investigate to investigate and advise on the optimal rental management structure.

## Solution

Savills GRD mobilised our international network of local and Associate offices in order to research and present various rental management programme structures. This included analysis of both mandatory and optional rental programmes as well as guaranteed and non-guaranteed yield schemes, assessing the respective advantages and disadvantages of each. Savills provided insight into how rental revenue can be divided and apportioned between all parties within a branded residential scheme structure and this was benchmarked against



exemplar case studies. An important element for us to highlight to the client was the implication that a mandatory rental product has on the categorisation of the unit within international sales markets, qualifying it as CIS product. Our report included an explanation that this qualification has on the sale and marketing of a CIS unit and how this can impact saleability.

Our recommendations included rental programme structure optimisation and, when pricing the individual units, we conducted a thorough yield analysis, ensuring that all units would generate an attractive enough yield to compensate buyers for their restricted usage.





Image: Nelson's Dockyard, Antigua

## OUR TRACK RECORD

Over the last 24 months Savills GRD have worked on a variety of projects ranging in geographic location, scale and style. Our work has spanned from the Caribbean to Japan, from boutique luxury resort schemes to large urban regeneration projects, working with both branded and non-branded products.

All of the projects that the team have been involved in are presented, organised by country, over the following pages. The sheer number and variety of projects listed here is testament to the team's global reach, experience and expertise. This could not have been achieved without the help from the Savills global network and the proprietary data (acquired over time) that Savills can bring to the optimisation of any given project.



## ANDORRA



### LA QUEROLA D'ORDINO

**Location** | Pyrenees, Andorra

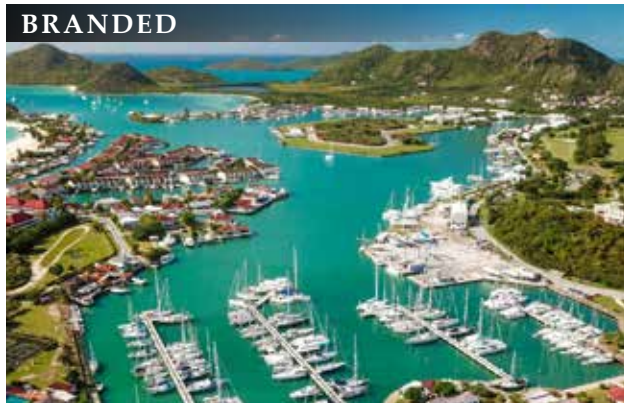
**Project** | The development is designed to provide 55 units, benefitting from private garages and family rooms below ground.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2016

**Client** | La Querola d'Ordino SL

## ANTIGUA



BRANDED

### JOLLY HARBOUR

**Location** | Jolly Harbur, Antigua

**Project** | Various real estate developments; both greenfield and re-developments, largely located within the Jolly Harbour area.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2021

**Client** | Mt. Burgos Holdings Ltd



BRANDED

### PEARNS POINT

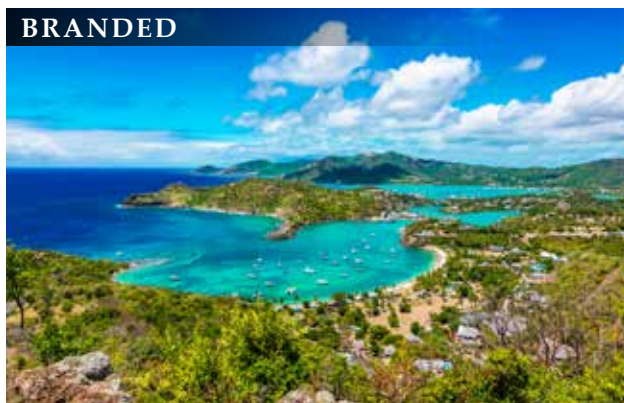
**Location** | Jennings, Antigua

**Project** | 55ha site, 140-key hotel, and 67 branded residences.

**Role** | Development Consultancy, Sales & Marketing Advisory

**When** | 2015 - 2018

**Client** | Orange Ltd.



BRANDED

### AZURE BAY

**Location** | Azure Bay, Antigua

**Project** | 220ha plot with 5\* hotel, branded residences, residential plots, retail accommodation, casino, spa, and deep-water marina.

**Role** | Development Consultancy, Brand Introduction / Contract Negotiation

**When** | 2016

**Client** | Millennia-Montaigne Developments

## AUSTRIA



BRANDED

### PROJECT VIENNA RING I

**Location** | Vienna, Austria

**Project** | Renovation of a 19th century palais in the First District of Vienna. The scheme will provide stand-alone branded residences.

**Role** | Development Consultancy

**When** | 2020

**Client** | Confidential

## AZERBAIJAN



BRANDED

### YELKEN TOWER

**Location** | Baku, Azerbaijan

**Project** | Landmark 33-storey tower development within Azerbaijan's capital city. The Ritz-Carlton Hotel and Branded Residences, 190-key hotel and 74 residential units in addition to supporting restaurants, spa, and further leisure amenities.

**Role** | Development Consultancy

**When** | 2019 - 2020

**Client** | Absheron Hotel Group

## BARBADOS



### BROWNES BEACH

**Location** | Bridgetown, Barbados

**Project** | Mixed use development on a plot area of 70,000 sq ft with planning for 150 beds per acre.

**Role** | Development Consultancy

**When** | 2022

**Client** | Quant / Howarth

## BARBUDA



### DULCINA BEACH

**Location** | Dulcina Beach, Barbuda

**Project** | 55 acre beach fronting site set to be developed into a mixed use luxury resort.

**Role** | Market Research / Market Intelligence

**When** | 2022 - Ongoing

**Client** | Murbee Resorts Inc



## BRAZIL

BRANDED



### ROSEWOOD SAO PAULO, BRAND PREMIUM STUDY

**Location** | Sao Paolo, Brazil

**Project** | 124-unit branded residences in the centre of Sao Paolo co-located with hotel.

**Role** | Brand Premium Studies

**When** | 2022

**Client** | Rosewood Hotels and Resorts

## BULGARIA



### SOUTHERN BULGARIA

**Location** | Southern Bulgaria, Bulgaria

**Project** | Circa 57ha site. Proposal for major mixed-use development.

**Role** | Financial Appraisal (Viability & Modelling)

**When** | 2010 - 2012

**Client** | Confidential

## CHINA



### GENTING RESORT SECRET GARDEN

**Location** | Zhangjiakou, China

**Project** | Ski market intelligence report. Development of a number of mixed-use projects including both hotel and residential aspects, with the possible inclusion of Branded Residential properties should this prove to be a feasible location for such development.

**Role** | Market Research / Market Intelligence

**When** | 2020

**Client** | Secret Garden (Zhangjiakou) Resort Co., Ltd

## CROATIA



### VILLA DUBROVNIK

**Location** | Dubrovnik, Croatia

**Project** | Land adjacent to existing Villa Dubrovnik hotel, focusing on feasibility of luxury villas for sale/rent.

**Role** | Development Consultancy

**When** | 2022

**Client** | Villa Dubrovnik d.d.

BRANDED



### KUPARI LUXURY HOTELS

**Location** | Dubrovnik, Croatia

**Project** | Coastal site spanning 17ha with a total GFA of c. 50,000 sq m of which a third is residential.

**Role** | Development Consultancy, Market Research / Market Intelligence

**When** | 2022

**Client** | Kupari Luxury Hotels d.o.o.

BRANDED



### BRAC ISLAND PROJECT

**Location** | Brac, Croatia

**Project** | 330,000 sq m construction area for a mixed use resort to include residential, hotel, leisure and agricultural real estate.

**Role** | Development Consultancy, Market Research / Market Intelligence

**When** | 2022

**Client** | ASW Hospitality AG

BRANDED



### NIKOLA SIBENIK

**Location** | Sibenik, Croatia

**Project** | Master planned residential, hospitality, retail, and marina development in Sibenik on the Dalmatian Coast, with some 1,400 branded and non-branded residential units, 4 hotels, and over 5km of water frontage.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

**When** | 2018 - 2021

**Client** | Confidential

BRANDED



### CLEAR POINT RESORT

**Location** | Cavtat, Croatia

**Project** | 89-key hotel, spa, retail facilities, marina, and branded residential apartments and villas.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2017

**Client** | Clearpoint Resort Doo





**DUGI RAT**  
**Location** | Dugi Rat, Croatia  
**Project** | 7.4ha plot to be redeveloped into a high-end 400-berth marina including hotels, over 500 residential units, retail and F&B facilities.  
**Role** | Valuation  
**When** | 2016  
**Client** | Confidential



**RADISSON SPLIT**  
**Location** | Split, Croatia  
**Project** | Radisson Hotel and 102 branded residences.  
**Role** | Development Consultancy, Sales & Marketing Advisory  
**When** | 2009  
**Client** | Hotel Split d.d.

## CYPRUS



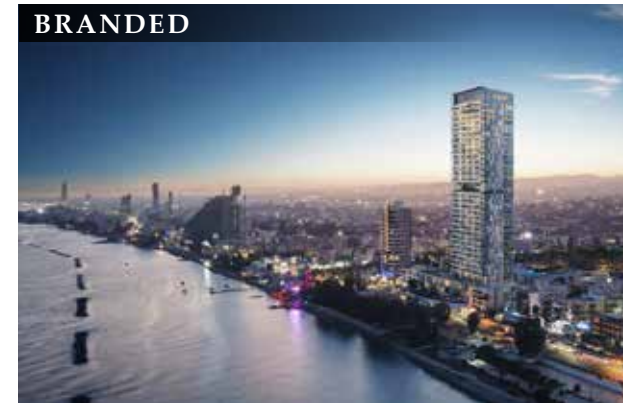
**LIMNI BAY RESORT**  
**Location** | Paphos, Cyprus  
**Project** | Proposed mixed-use resort comprising hotel, two golf courses, residential units and auxiliary facilities.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets  
**When** | 2011, 2016 - 2022  
**Client** | Confidential



**PARALIMNI MARINA**  
**Location** | Paralimni, Cyprus  
**Project** | New mixed-use marina development with 119 residential units. Furnished by Armani/Casa  
**Role** | Sales & Marketing Advisory  
**When** | 2019 - 2021  
**Client** | PMV Maritime Holdings Ltd



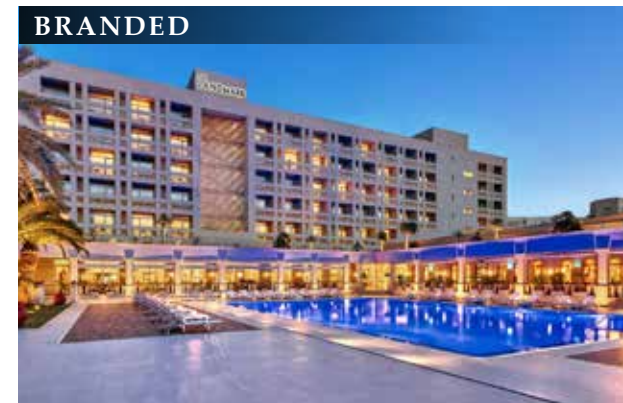
**AYIA NAPA MARINA**  
**Location** | Ayia Napa, Cyprus  
**Project** | Luxury mixed-use resort comprising hotel, branded and non-branded residential units, marina and other associated facilities. Sales & marketing advisory services provided to 90 non-branded units in 2018.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Sales & Marketing Advisory  
**When** | 2017 - 2020  
**Client** | Confidential



**OLYMPIC RESORT**  
**Location** | Limassol, Cyprus  
**Project** | The first branded residential project in Cyprus, 182 standalone branded residential apartments branded and operated by The Ritz-Carlton. The prestigious Olympic Resort on the Limassol seafront.  
**Role** | Development Consultancy  
**When** | 2020  
**Client** | Marfields Enterprises



**CAPE GRECO**  
**Location** | Ayia Napa, Cyprus  
**Project** | Seafront 4.3ha site consisting of 45 branded residential apartments to be operated by an international hotel operator, hotel, and supporting leisure facilities.  
**Role** | Development Consultancy  
**When** | 2019  
**Client** | Confidential



**THE LANDMARK**  
**Location** | Nicosia, Cyprus  
**Project** | City centre redevelopment of the Hilton Hotel. The site spans over 2.9ha and will comprise 130 branded residential units and a 5\* Upper-Upscale hotel (200+ keys) with supporting amenities and F&B.  
**Role** | Development Consultancy  
**When** | 2019  
**Client** | Confidential





**LARNACA TOWERS**

**Location** | Larnaca, Cyprus  
**Project** | Proposed high-rise luxury mixed-use branded resort comprising hotel, branded and non-branded residential units.  
**Role** | Development Consultancy  
**When** | 2017  
**Client** | Confidential



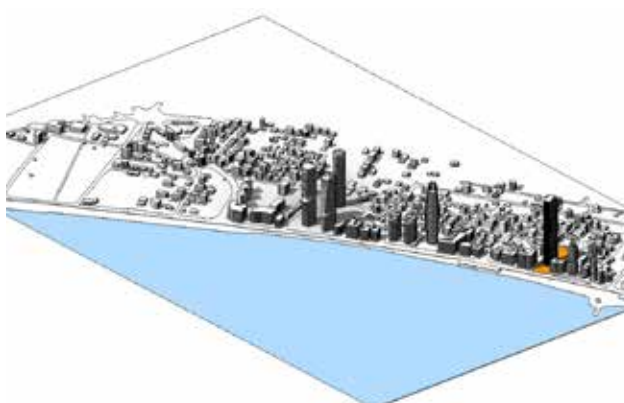
**AURA PROJECT**

**Location** | Limassol, Cyprus  
**Project** | Proposed high-rise residential building in prestigious coastline location (43 floors, c.62,000 sq m buildable area, 11,000 sq m plot, over 150 residential units).  
**Role** | Development Consultancy, Masterplan & Design Consultancy, Capital Markets  
**When** | 2017  
**Client** | Confidential



**OXLEY PLANETVISION**

**Location** | Limassol, Cyprus  
**Project** | Mixed-use development consisting of a 250-key hotel, 107 residential units in two towers, beach club and F&B facilities.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)  
**When** | 2017  
**Client** | JV Local & Asian Developer



**THE OCEANVIEW RESIDENCES**

**Location** | Limassol, Cyprus  
**Project** | Prime plot of c.10,082 sq m located near the centre of town. Intention to develop a high-end residential scheme. The overall building size will be 62,000 sq m with the gross selling areas (residential and retail) being about 35,000 sq m.  
**Role** | Development Consultancy  
**When** | 2017  
**Client** | Shacolas



**W LIMASSOL**

**Location** | Limassol, Cyprus  
**Project** | Mixed-use high-rise development of 41 floors, including hotel, branded residential units and a beach club.  
**Role** | Development Consultancy  
**When** | 2017  
**Client** | Confidential



**RIVIERA PROJECT**

**Location** | Nicosia, Cyprus  
**Project** | c.200,000 sq m of a mixed use development comprising over 1,000 residential units, hotels and commercial areas  
**Role** | Development Consultancy  
**When** | 2017  
**Client** | Confidential



**ELEA ESTATE GOLF RESORT**

**Location** | Paphos, Cyprus  
**Project** | c.90ha of land, signature golf course with clubhouse, planned hotel, commercial and over 175 residential units.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets  
**When** | 2016 - 2017  
**Client** | Banking Institution



**SECRET VALLEY GOLF RESORT**

**Location** | Paphos, Cyprus  
**Project** | Over 500ha of land, 2 golf courses, a hotel, over 600 residential units and commercial space.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets  
**When** | 2016 - 2017  
**Client** | Banking Institution





### APHRODITE HILLS GOLF RESORT

**Location** | Paphos, Cyprus  
**Project** | 243ha mixed-use resort with 950 residential units and plots, championship golf course, 290-key hotel and extensive leisure, retail and commercial facilities.  
**Role** | Development Consultancy, Masterplan & Design Consultancy  
**When** | 2000 - 2010  
**Client** | Lanitis Group



### CYPRriot RENTAL MARKET RESEARCH

**Location** | Limni, Cyprus  
**Project** | Market Research of Cyprus Residential Rental Property Market, focusing on high-end villa properties, Other relevant information (services included, fees, operating expenses etc.), showcase of comparable properties. Culminating in a rental rate, occupancy and turnover forecast for a selection of subject villas.  
**Role** | Market Research / Market Intelligence  
**When** | 2016  
**Client** | Shacolas

## CZECH REPUBLIC



### OAKS PRAGUE

**Location** | Prague, Czech Republic  
**Project** | Luxury hotel and residences in Nebrenice, near Prague. A 75-key hotel as part of a larger development expected to have 400+ luxury residences, an 18-hole PGA golf course, wine-tasting cellar and other amenities.  
**Role** | Development Consultancy  
**When** | 2021  
**Client** | HVS

## EGYPT



### STRATEGIC BRANDING PARTNERSHIP

**Location** | n/a, Egypt  
**Project** | Branded residence operator introduction, selection and contract negotiation for 700 units in multiple cities.  
**Role** | Brand Introduction / Contract Negotiation  
**When** | 2021  
**Client** | Amer Group



### HELIOPOLIS RESIDENCES

**Location** | Cairo, Egypt  
**Project** | Feasibility study on the development of branded residences on the site occupied by the Fairmont Heliopolis.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)  
**When** | 2010 - 2011, 2015  
**Client** | Gulf Egypt for Hotels and Tourism

## FRANCE



### CARLTON CANNES

**Location** | Cannes, France  
**Project** | Addition of 37 branded residential units to the rear of the existing Carlton Cannes hotel which is currently undergoing complete refurbishment.  
**Role** | Development Consultancy, Rental Programme Analysis, Ongoing Retainer for HOA and Rental Guidance  
**When** | 2022-Ongoing  
**Client** | Katara Hospitality



### SIX SENSES LES BORDES

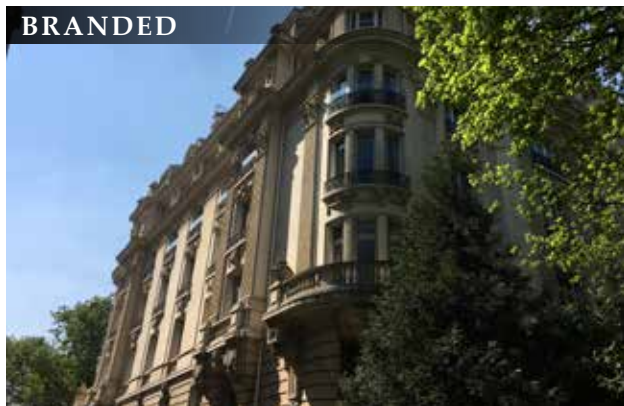
**Location** | Les Bordes, France  
**Project** | Luxury mixed-use hotel, residential and branded residential resort of 560ha with a 46-hole golf course, Six Senses hotel and other amenities managed by Six Senses.  
**Role** | Development Consultancy, Capital Markets, Sales & Marketing Advisory  
**When** | 2019, 2021 - Ongoing  
**Client** | RoundShield Capital



### ROCHE ROUGE

**Location** | Megeve, France  
**Project** | 3,000 sq m GBA proposed to comprise four chalets equating to 22 units.  
**Role** | Development Consultancy  
**When** | 2022  
**Client** | Zetland Special Situations Fund II LP





### QUAI BRANLY

**Location** | Paris, France

**Project** | Comprising 53 apartments, the branded residential redevelopment occupies one of the most prime locations in all of Paris, lying directly adjacent to the Eiffel Tower.

**Role** | Development Consultancy

**When** | 2019 - 2022

**Client** | Eiffage Immobilier



### QUAI DE GRENELLE

**Location** | Paris, France

**Project** | Development Consultancy as part of pre-acquisition due diligence for Eiffage who were considering the purchase of 7,190 sq m of GBA for non-branded high-end residential use.

**Role** | Development Consultancy

**When** | 2021

**Client** | Eiffage Immobilier



### MEGEVE

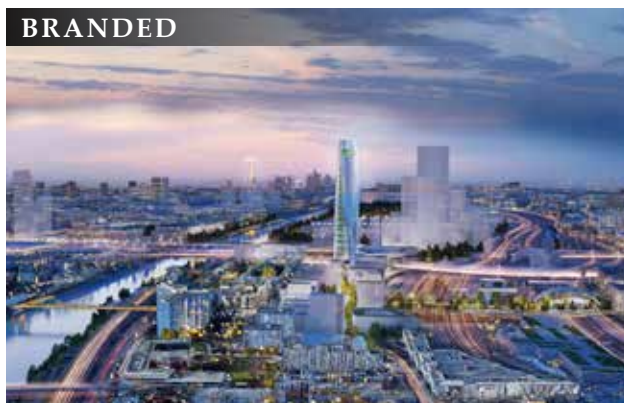
**Location** | Megeve, France

**Project** | Ultra-luxury hotel with branded residential component.

**Role** | Development Consultancy

**When** | 2020

**Client** | CBRE Hotels Limited



### TOUR CHARENTON

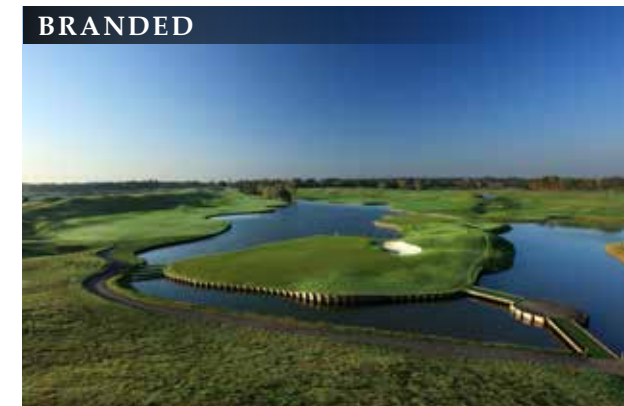
**Location** | Paris, France

**Project** | To provide development recommendations for a luxury residential tower (200m, 59 storey) as part of a 12ha mixed-use regeneration project.

**Role** | Development Consultancy, Masterplan & Design Consultancy

**When** | 2020

**Client** | Bouygues S.A



### DISNEYLAND PARIS

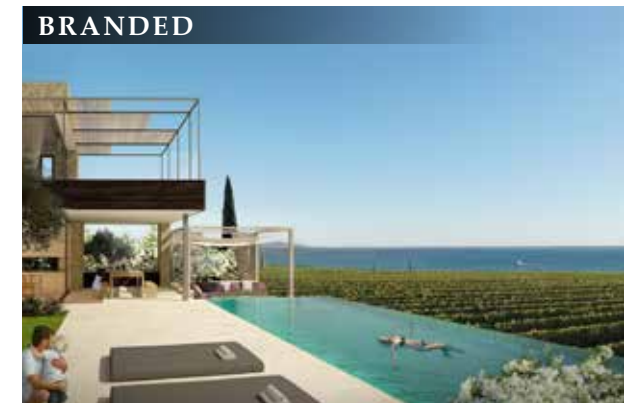
**Location** | Paris, France

**Project** | Hotel and branded residential development scheme targeting an investment driven market in the outskirts of Paris.

**Role** | Development Consultancy

**When** | 2019

**Client** | Confidential



### LA BARAQUETTE

**Location** | Marseillan, France

**Project** | Mixed-use development which will include a 62-key Lux\* branded hotel, and 170 Lux\* branded residential units.

**Role** | Development Consultancy, Sales & Marketing Advisory, International Agency

**When** | 2018

**Client** | Propriétés & Co. Vineyard & Seaview E



### LES HAMEAUX DE GRIMAUD

**Location** | St Tropez, France

**Project** | 25,000 sq m of build area consisting of an 80-key hotel and over 60 residences.

**Role** | Development Consultancy

**When** | 2018

**Client** | Confidential



### PROJECT PHOENIX

**Location** | Cannes, France

**Project** | Two substantial buildings in a prominent location with planning permission for conversion into residential, with a total GBA of c.13,000 sq m. Over 50 residential units with 130 parking spaces.

**Role** | Development Consultancy, Capital Markets

**When** | 2016 - 2017

**Client** | Confidential





### PARC DU CAP

**Location** | Antibes, France

**Project** | Two five storey buildings comprised of 88 apartments ranging from one bedroom to duplex and penthouse, including tennis court, pool, spa and gym.

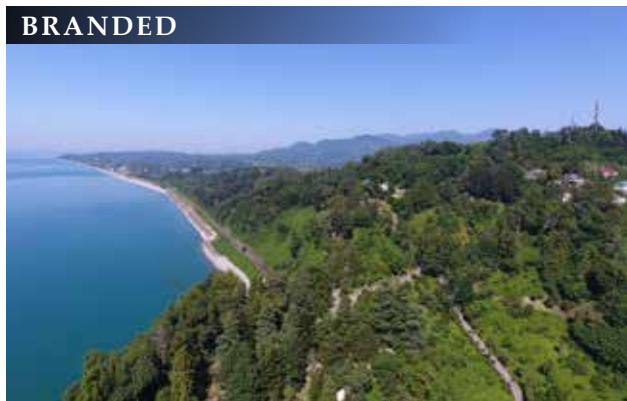
**Role** | Sales & Marketing Advisory

**When** | 2016

**Client** | PI France

## GEORGIA

BRANDED



### GREEN CAPE

**Location** | Batumi, Georgia

**Project** | 70,000 sq m hilltop site with views over Batumi. The development will comprise a 5\* hotel (120-keys) and approximately 40-branded residences.

**Role** | Development Consultancy

**When** | 2020

**Client** | Confidential

BRANDED



### SOLOLAKI RISE

**Location** | Tbilisi, Georgia

**Project** | Hillside 43,500 sq m site overlooking the city of Tbilisi. The development will comprise of 195-key 5\* hotel in addition to approximately 40 branded residences.

**Role** | Development Consultancy

**When** | 2020

**Client** | Confidential

## GERMANY



### AM TACHELES

**Location** | Berlin, Germany

**Project** | Mixed use prime development with 133 units across 5 residential buildings

**Role** | Sales & Marketing Advisory, International Agency

**When** | 2018 - 2019

**Client** | PWR Development

## GIBRALTAR



### EASTSIDE, CAPE VANTAGE

**Location** | Eastern Face,, Gibraltar

**Project** | Mixed-use land reclamation project on the Eastern face of Gibraltar to be built and sold in 5 phases over a 10-year period, including 2,500 residential units, a 500-berth marina, two 5\* hotels, casino, commercial and retail facilities.

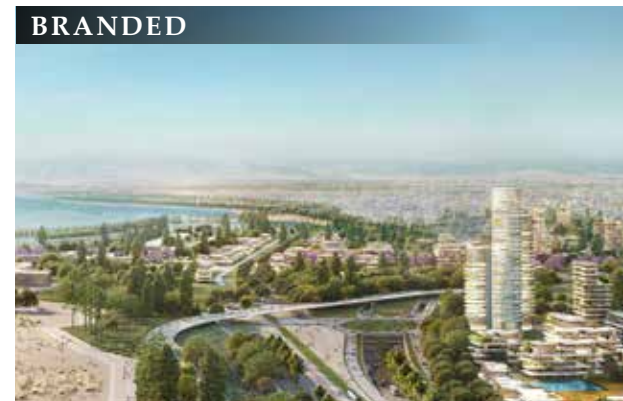
**Role** | Development Consultancy, Capital Markets

**When** | 2007 - 2008, 2013 - 2015

**Client** | Multiplex / Camoren Holdings

## GREECE

BRANDED



### HELLINIKON

**Location** | Athens, Greece

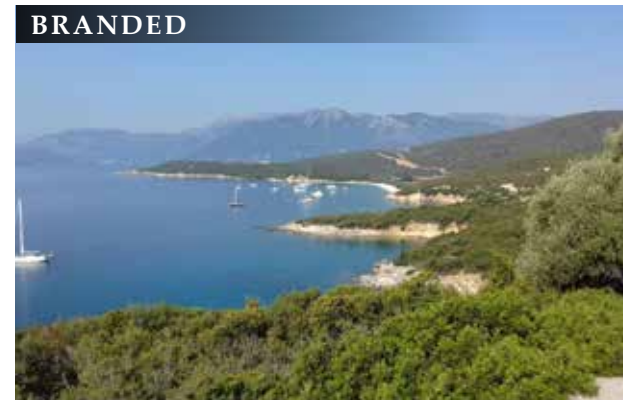
**Project** | The largest regeneration project in Europe. The development, comprises over 10,000 residential units, hotel (3,000-keys), 330,000 sq m of retail space, 280,000 sq m of Class A office space, education / healthcare and leisure facilities, metropolitan park, marina and casino.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2014 - Ongoing

**Client** | Lamda

BRANDED



### VARKO BAY

**Location** | Varko Bay, Greece

**Project** | Beachfront 20ha site on the east coast of mainland Greece. The resort will comprise of a 5\* hotel in addition to 37 branded residential units. More recent involvement in investment sale of assets.

**Role** | Development Consultancy, Capital Markets

**When** | 2019 - Ongoing

**Client** | Confidential

BRANDED



### CORFU GOLF CLUB

**Location** | Corfu, Greece

**Project** | In-land redevelopment of a golf course measuring 700,000 sq m with permission for 5,000 sq m of hotel and 25,000 sq m for residential uses.

**Role** | Development Consultancy

**When** | 2022

**Client** | Corfu Golf Club





### ITANOS GAIA

**Location** | Crete, Greece

**Project** | Red-flag review of business plan prepared by Deloitte.

**Role** | Development Consultancy

**When** | 2022

**Client** | Loyalward Ltd.



### CAPE THOLOS

**Location** | Crete, Greece

**Project** | 130ha mixed-use resort in Crete comprising 208 villas, 30-berth marina and 3 hotels (350-keys).

**Role** | Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

**When** | 2019-2022

**Client** | Maris Hotels



### ELOUNDA HILLS

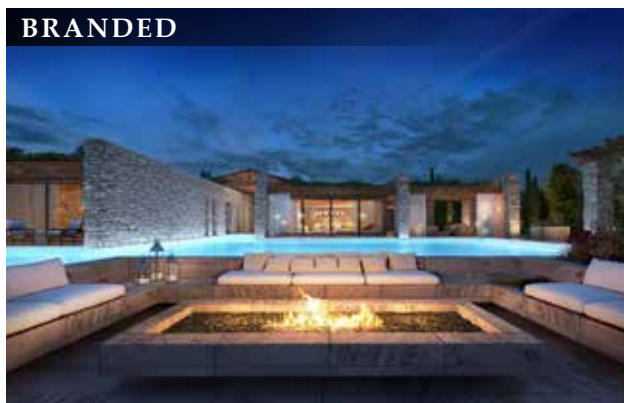
**Location** | Crete, Greece

**Project** | 52ha with potential for c. 81,000 sq m of GFA; comprising 135-key luxury hotel, 260 luxury villas and apartments (178 of which are branded residences), private marina with 60-berths, retail gallery, restaurants, entertainment venues, botanical garden and park areas.

**Role** | Financial Appraisal (Viability & Modelling), Business Plan Validation, Retail Consultancy

**When** | 2021 - 2022

**Client** | Mirum



### WESTIN COSTA NAVARINO

**Location** | Peloponnese, Greece

**Project** | 5 development sites 600ha+ in total comprising: 2 trading hotels (740-keys in total) in addition to more hotels in future phases, 2 signature golf courses, and over 500 branded and non-branded residential units.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Sales & Marketing Advisory

**When** | 2013 - Ongoing

**Client** | TEMES SA



### PALEO FALIRO

**Location** | A 4.5ha beachfront site to the south-west of central Athens. The project will comprise an 80-key hotel with a beach club and 83 branded residential units.

**Project** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**Role** | Athens, Greece

**When** | 2019

**Client** | Confidential



### ANGSANA CORFU

**Location** | Corfu, Greece

**Project** | 199-key hotel and residential component comprising 76 branded residences.

**Role** | Development Consultancy

**When** | 2019

**Client** | Cedar Capital Partners Ltd



### KASSIOPI RESORT

**Location** | Corfu, Greece

**Project** | A 44ha beachfront site comprising 90-key luxury hotel with spa and fitness centre, pools, F&B and other supporting facilities, 76 branded apartments, 40 branded villas, beach club, recreational and sports facilities, and a 57-berth marina.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2016 - 2018

**Client** | NCH Capital



### MIRAGGIO THERMAL SPA RESORT

**Location** | Halkidiki, Greece

**Project** | 12,000 sq m of build area with over 130 residential units and commercial space, adjacent to a luxury 300-key hotel.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2017 - 2018

**Client** | Confidential





### PORTO CARRAS GRAND RESORT

**Location** | Halkidiki, Greece

**Project** | Three trading hotels of 1,000-keys, an 18-hole golf course, casino, 317-berth marina, equestrian centre, winery, over 500 proposed residential units and other facilities

**Role** | Capital Markets, Sales & Marketing Advisory, Professional Advisory

**When** | 2015 - 2016

**Client** | Techniki Olympiaki SA

## INDIA



BRANDED

### GOA - PILERNE & CALAPUR

**Location** | Goa, India

**Project** | Calapur comprises five plots of adjacent land with the intention to build luxury branded villas / apartments as well as a potential hotel. Pilerne represents two plots of adjacent land with c. 95,000 sq m of buildable area.

**Role** | Financial Appraisal (Viability & Modelling)

**When** | 2022

**Client** | VM Salgaocar Corporation Pvt Ltd.

## INDONESIA



BRANDED

### THE ALILA ULUWATU

**Location** | Bali, Indonesia

**Project** | 64 branded residential villas with a 5\* hotel including 2 award winning restaurants and spa, situated over the cliffs of Bali.

**Role** | Development Consultancy, Sales & Marketing Advisory

**When** | 2011

**Client** | Alila Hotel Group



BRANDED

### REGENT BALI

**Location** | Bali, Indonesia

**Project** | Savills provided consultancy services on the 24 branded residential units within the wider scheme.

**Role** | Development Consultancy, Masterplan & Design Consultancy

**When** | 2010

**Client** | The Mayapada Group

## ITALY



BRANDED

### ANTOIGNOLLA

**Location** | Umbria, Italy

**Project** | Existing Castello and Borgo, golf course, and farm houses, to be redeveloped to provide a luxury hotel and residences, in addition to 81 newly developed branded residences, leisure, and F&B facilities.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory

**When** | 2019 - Ongoing

**Client** | VIY Management



### PORTA DEI LEONI

**Location** | Rome, Italy

**Project** | 100 residential units comprised studio to 3-bedroom apartments and 3-bedroom penthouses.

**Role** | Sales & Marketing Advisory, International Agency

**When** | 2018 - 2022

**Client** | Beliving on behalf of Redbrick



### MONTICELLO

**Location** | Rome, Italy

**Project** | 63 residential units comprised two to three bedroom apartments and four-bedroom penthouses, with communal rooftop garden and jacuzzi, kid's area and fitness area.

**Role** | Sales & Marketing Advisory, International Agency

**When** | 2018 - Ongoing

**Client** | Europa Risorse



### GIARDINI DI AURELIA ANTICA

**Location** | Rome, Italy

**Project** | 77 residential units comprised studio to three bedroom apartments. The development includes landscape gardens and outdoor pool.

**Role** | Sales & Marketing Advisory, International Agency

**When** | 2019 - 2022

**Client** | Beliving on behalf of developer



BRANDED



### CASTELFALFI

**Location** | Tuscany, Italy

**Project** | Mixed use resort with 31 real estate areas with a mix of existing, ruined and to be built properties.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Market Research / Market Intelligence

**When** | 2022

**Client** | Tenuta di Castelfalfi SPA



### CALA DEL FORTE

**Location** | Ventimiglia, Italy

**Project** | Mixed-use marina development of 35,000 sq m, including commercial and residential uses, and a branded hotel.

**Role** | Development Consultancy

**When** | 2018 - 2021

**Client** | CFR S.R.L.



### MONTECATINI SENIOR LIVING

**Location** | Montecatini, Italy

**Project** | Residential Market research to support Savills Senior Living. Large scale urban regeneration based on senior living.

**Role** | Market Research / Market Intelligence

**When** | 2020

**Client** | Guild Living

BRANDED



### BORGO DEL FORTE

**Location** | Ventimiglia, Italy

**Project** | Mixed-use boutique hotel, branded and non-branded residential development including ancillary retail and F&B provision.

**Role** | Development Consultancy, Sales & Marketing Advisory

**When** | 2020

**Client** | Namira SGRpA Fondo BDF



### MANIFATTURA TABACCHI

**Location** | Florence, Italy

**Project** | Former industrial and manufacturing facility to be redeveloped to provide Florence with a new residential, hospitality, retail, and leisure destination including the new Polimoda University, co-working accommodation, a hotel, and 64 residential apartments. residential units in prominent location.

**Role** | Development Consultancy, International Agency

**When** | 2019

**Client** | Aermont Capital



BRANDED

### PROJECT PUGLIA

**Location** | Puglia, Italy

**Project** | Coastal development site with consent to construct a luxury hotel and branded residences.

**Role** | Development Consultancy

**When** | 2019

**Client** | Omnam Group



BRANDED

### PORTOPICCOLO

**Location** | Trieste, Italy

**Project** | The Luxury Collection branded hotel and residences in addition to non-branded residential units at the Portopiccolo Marina.

**Role** | Development Consultancy

**When** | 2019

**Client** | Oaktree Capital



### GIARDINI DI BORGO 69

**Location** | Tuscany, Italy

**Project** | 12 residential units comprised one to three bedroom cottages with a communal outdoor pool, and private garden, positioned in Val di Chiana.

**Role** | Sales & Marketing Advisory

**When** | 2019

**Client** | Hometels SRL





### IL POGGIO, SCARLINO

**Location** | Il Poggio, Scarlino, Italy

**Project** | A 9ha coastal development consisting of 118 residential units and retail accommodation adjacent to the Marina di Scarlino.

**Role** | Development Consultancy

**When** | 2018

**Client** | Confidential



BRANDED

### MARINA DI PISA

**Location** | Pisa, Italy

**Project** | Mixed-use marina, hotel, branded residential and residential development including ancillary retail and F&B provision.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2018

**Client** | Gryphon Capital



BRANDED

### CASTELLO DI CASOLE

**Location** | Tuscany, Italy

**Project** | 1,700ha estate with a 39-key hotel and 49 residential plots, in addition to spa and F&B facilities.

**Role** | Development Consultancy

**When** | 2017

**Client** | Belmond



### PROJECT CANON

**Location** | Venice, Italy

**Project** | Development opportunity comprising 24 residential units in a prominent location.

**Role** | Development Consultancy

**When** | 2017

**Client** | Oaktree Capital

## JAPAN



BRANDED

### JAPAN - MARKET INTELLIGENCE REPORT

**Location** | Tokyo and Kyoto, Japan

**Project** | Market research and production of market intelligence report for both Tokyo and Kyoto within the Japanese market to establish demand for branded residences.

**Role** | Market Research / Market Intelligence

**When** | 2022-Ongoing

**Client** | Confidential

## KAZAKHSTAN



BRANDED

### ST. REGIS ASTANA

**Location** | Astana, Kazakhstan

**Project** | 120-key St. Regis hotel and 50 branded residential units in addition to associated retail and F&B facilities.

**Role** | Development Consultancy, Masterplan & Design Consultancy

**When** | 2014

**Client** | MG Development LLP

## MALAYSIA



### TANJUNG ARU ECO DEVELOPMENT

**Location** | Sabah, Malaysia

**Project** | Over 314ha to be developed, incorporating residential, leisure, retail, marina, five hotels (1,546-keys total) and a 18-hole golf course and academy.

**Role** | Development Consultancy, Masterplan & Design Consultancy

**When** | 2014

**Client** | Tanjung Aru Eco Development

## MALTA



BRANDED

### MANOEL ISLAND

**Location** | Valetta, Malta

**Project** | Re-development of prime waterfront land into a luxury mixed-use development comprising hotel, branded and serviced residential apartments, non-branded apartments, townhouses and villas. As well as ancillary office, retail, casino, sports centre and F&B provision.

**Role** | Development Consultancy

**When** | 2017

**Client** | Midi Plc



## MAURITIUS

BRANDED



### LUX\* GRAND BAIE

**Location** | Grand Baie, Mauritius

**Project** | Beachfront 4ha site on the island of Mauritius including 5-star hotel comprising 86 suites and 34 branded residences, in addition to associated retail, leisure, and F&B accommodation.

**Role** | Development Consultancy, Capital Markets

**When** | 2019

**Client** | LUX\* Island Resorts Ltd.

## MEXICO

BRANDED



### CUATRO CUATROS RESORT

**Location** | Ensenada, Mexico

**Project** | 1,000ha site, comprising 1,000 residential units, multiple hotels and vineyards.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Development Management

**When** | 2015 - 2016

**Client** | Cuatrocuatros SA

## MONACO



### MONACO RENTAL STUDY

**Location** | Monaco, Monaco

**Project** | Five residential assets benchmarked against the prime rental market in Monaco.

**Role** | Rental Market Study

**When** | 2022

**Client** | Groupe Pastor

## MONTENEGRO

BRANDED



### PORTO MONTENEGRO

**Location** | Tivat, Montenegro

**Project** | A development comprising a 34-key Regent hotel, over 350 apartments, 650-berth mega yacht marina and associated retail and F&B accommodation.

**Role** | Development Consultancy, Market Research / Market Intelligence, Sales & Marketing Advisory, Valuation

**When** | 2007 - Ongoing

**Client** | Adriatic Marinas / Peter Munk

BRANDED



### BIGOVA BAY

**Location** | Bigova, Montenegro

**Project** | Mixed-use resort including a 200-key hotel and 300 residential units in addition to leisure and retail areas.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Design & Concept Validation

**When** | 2008, 2022

**Client** | Bigova Bay doo

BRANDED



### PORTONIVI

**Location** | Herceg Novi, Montenegro

**Project** | A 26ha site, 238-berth marina, a 112-key One & Only hotel, 278 residential units, and sports & leisure facilities.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Pricing Review & Advisory

**When** | 2013, 2021, 2022

**Client** | Azmont / SOCAR / Absheron Hotel Group

BRANDED



### MALJEVIK BAY

**Location** | Maljevik, Montenegro

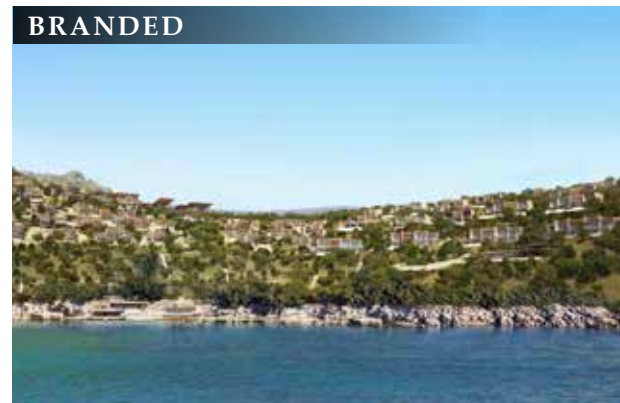
**Project** | A 30ha resort developed along unspoilt coastline, comprising 670 residential units (a mix of branded apartments and villas), 2 hotels, commercial uses and a marina.

**Role** | Development Consultancy

**When** | 2021

**Client** | Mercury Group Trading Limited

BRANDED



### THE RITZ-CARLTON MONTROSE

**Location** | Lustica, Montenegro

**Project** | A 53ha site located in a prime coastal position on the Lustica Peninsula, Montenegro overlooking the UNESCO protected Boka Bay.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

**When** | 2017 - 2020

**Client** | Northstar d.o.o.



BRANDED



### LUSTICA BAY

**Location** | Lustica, Montenegro

**Project** | Seafront site including 7 hotels (1,200-keys), 1,000 apartments, 500 villas, 18-hole golf course, 170-berth marina, beach club, and Chedi branded residences.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

**When** | 2010 - 2019

**Client** | Orascom

BRANDED



### PLAVI HORIZONTI

**Location** | Lustica, Montenegro

**Project** | Four Seasons branded residential resort comprising of 130 branded apartments, townhouses, and villas, in addition to a 116-key Four Seasons hotel and associated leisure, retail, and F&B facilities, set within a 11ha seafront site.

**Role** | Development Consultancy

**When** | 2011 - 2019

**Client** | Qatari Diar



### PEARL COAST

**Location** | Bar, Montenegro

**Project** | This site is approximately 210,000 sq m of development land. Developing an integrated resort concept to comprise residential, hotel, marina and ancillary commercial components.

**Role** | Financial Appraisal (Viability & Modelling)

**When** | 2016

**Client** | Atlas Apartment Acquisitions, LLC

BRANDED



### SVETI MARKO ISLAND

**Location** | Tivat, Montenegro

**Project** | Banyan Tree Hotel, 74 branded villas, associated retail and F&B accommodation.

**Role** | Development Consultancy, Sales & Marketing Advisory

**When** | 2007 - 2015

**Client** | Metropol Development

BRANDED



### SAFIRO RESORT

**Location** | Budva, Montenegro

**Project** | 200-key hotel, spa and 180 residential units.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Sales & Marketing Advisory

**When** | 2010 - 2013

**Client** | Future Capital Partners



### ULCINJ SPATIAL PLAN

**Location** | Ulcinj, Montenegro

**Project** | 12.5 ha, six 5\* hotels, 23 luxury villas, large number of residential apartments, 18 commercial units and 700 parking spaces.

**Role** | Masterplan & Design Consultancy

**When** | 2010

**Client** | Government

## MOZAMBIQUE



### KARINGANI RESERVE

**Location** | Karingani, Mozambique

**Project** | Review of internal valuation document. The site is 138,940ha in total.

**Role** | Financial Appraisal (Viability & Modelling)

**When** | n/a

**Client** | Twinsin Investment Holdings Limited

## OMAN



### AL MOUJ

**Location** | Muscat, Oman

**Project** | Set within a total land area of 250ha of seafront land, Al Mouj consists of over 6,000 residential units, a 400-berth marina, Greg Norman signature golf course, 6km of coastline, Kempinski hotel, and 5 further hotels in addition to over 120 retail, leisure, and F&B units.

**Role** | Development Consultancy, Global Sales Trends & Opportunity Assessment Study

**When** | 2019

**Client** | Middle Eastern Consortium



## PORTUGAL

BRANDED



### SPATIA MELIDES

**Location** | Comporta, Portugal

**Project** | Coastal resort extending to 170ha with 104 proposed units comprising 2- to 5-bedroom villas.

**Role** | Sales & Marketing Advisory, International Agency

**When** | 2022-Ongoing

**Client** | Eurosuez

BRANDED



### FAIRWAYS, VILAMOURA

**Location** | Algarve, Portugal

**Project** | Hotel and branded residential development comprising two plots of land in the centre of Vilamoura resort. The planning restrictions permit 140 key hotel and 186 residential units.

**Role** | Development Consultancy

**When** | 2022

**Client** | Vilamoura Lusort S.A.

BRANDED



### SAN LORENZO

**Location** | Algarve, Portugal

**Project** | 16,000 sq m land plot with 4,240 sq m of GCA. Located within Quinta do Lago resort.

**Role** | Development Consultancy

**When** | 2022

**Client** | Norfin



### QUINTA DO LAGO RESORT

**Location** | Algarve, Portugal

**Project** | 1,700-acre luxury residential golf resort with 1,200 residential units, five championship golf courses, three 5\* hotels and extensive leisure, retail and commercial facilities.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Market Research / Market Intelligence, Sales & Marketing Advisory

**When** | 1980's - 2022

**Client** | Andre Jordan

BRANDED



### VILAMOURA RESORT

**Location** | Algarve, Portugal

**Project** | 4,000 acre residential golf resort with 6,000 residential units, five championship golf courses, marina, four hotels and extensive leisure, retail and commercial facilities.

**Role** | Development Consultancy, Capital Markets

**When** | 2015 - 2022

**Client** | Andre Jordan

BRANDED



### TERRAS DA COMPORTA

**Location** | Comporta, Portugal

**Project** | Two large sites, Dunas and Torre, the former spanning 550ha with capacity for over 900 residential and touristic units and Torre spanning 365ha with allocation for over 600 units.

**Role** | Development Consultancy

**When** | 2022

**Client** | Vanguard / Amazing Evolution



### DK DUE DILLIGENCE REPORT

**Location** | Algarve, Portugal

**Project** | Confidential

**Role** | Market Research / Market Intelligence

**When** | 2021

**Client** | Davidson Kempner

BRANDED



### PROJECT MAAR

**Location** | Lisbon, Portugal

**Project** | Potential development of c. 30,000 sq m standalone branded residential project comprising 117 apartments with associated amenities and services.

**Role** | Brand Introduction / Contract Negotiation

**When** | 2021

**Client** | Stone Capital



**BRANDED**



**ENTRECAMPOS**

**Location** | Lisbon, Portugal

**Project** | New business centre of Lisbon split across 3 plots totalling 80,500 sq m to include housing, hospitality, services, leisure and office accommodation.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2020

**Client** | Fidelidade / Fosun

**BRANDED**



**VALE DO LOBO**

**Location** | Vale do Lobo, Portugal

**Project** | The resort has 450ha and approx. 950 villas and apartments built, with a further 450 residences planned as well as leisure, retail and commercial facilities.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Market Research / Market Intelligence

**When** | 2018 - 2020

**Client** | ECS



**VILAMOURA OCEANICO GOLF PORTFOLIO**

**Location** | Algarve, Portugal

**Project** | The largest and most diverse group of golf courses in a single location in Algarve, comprising 5 trading golf courses and a development site.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Market Research / Market Intelligence, Capital Markets

**When** | 2017 - 2018

**Client** | Banking Institution

**BRANDED**



**W ALGARVE**

**Location** | Albufeira, Portugal

**Project** | Mixed-use W branded 124-key hotel in addition to 83 branded residences, spa, gym, leisure and F&B facilities set on the coast of the Algarve.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency

**When** | 2017

**Client** | Confidential



**OCEANICO PORTFOLIO**

**Location** | Algarve, Portugal

**Project** | Portfolio of two signature golf courses, existing residential schemes and development sites in various locations in Algarve.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Market Research / Market Intelligence, Capital Markets

**When** | 2016 - 2017

**Client** | Banking Institution



**FARO LOFTS RESORT**

**Location** | Faro, Portugal

**Project** | 27,500 sq m of build area, consisting of 160 residential units, a hotel, commercial and F&B facilities.

**Role** | Development Consultancy

**When** | 2016

**Client** | Confidential



**PRAIA GRANDE RESORT**

**Location** | Algarve, Portugal

**Project** | 1,500ha mixed-use resort with a total GBA of 180,000 sq m, comprising 3 hotels, retail, sports facilities and an 18-hole golf course.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2015

**Client** | Galilei SGPS



**ECS PORTFOLIO DUE DILIGENCE**

**Location** | Various Locations, Portugal

**Project** | High level due diligence of comparable projects including most recent sold pricing.

**Role** | Market Research / Market Intelligence

**When** | 2022

**Client** | Stepstone



## ROMANIA



### RESIDENTIAL BEST PRACTICES

**Location** | Romania

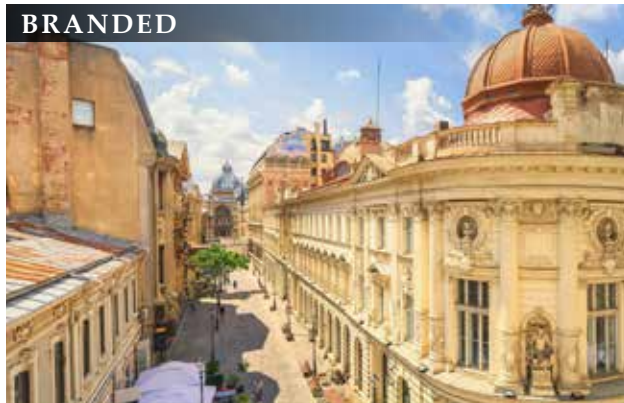
**Project** | An in depth analysis and recommendation of rental management programs in the market and how to implement them as well as additional benefits and services.

**Role** | Market Research / Market Intelligence, Rental Programme Analysis

**When** | 2022

**Client** | Certion Property Develops S.R.L.

BRANDED



### PROJECT HERASTRAU PARK

**Location** | Bucharest, Romania

**Project** | Standalone branded residential scheme in Bucharest comprising 35 units.

**Role** | Development Consultancy

**When** | 2020

**Client** | Confidential

## RUSSIA

BRANDED



### MORSKOI FACAD

**Location** | St. Petersburg, Russia

**Project** | 1.5m sq m of mixed-use development upon an 84ha site of reclaimed land attached to St. Petersburg.

**Role** | Development Consultancy

**When** | 2008 - 2009

**Client** | PIK Severo-Zapad

## SAUDI ARABIA

BRANDED



### MAKKAH MARKET ANALYSIS

**Location** | Makkah, Saudi Arabia

**Project** | Build area of 24,700 sq m. Market analysis used to indicate a brand premium in the market taking into account ownership structure.

**Role** | Brand Premium Studies, Market Research / Market Intelligence

**When** | 2022-Ongoing

**Client** | Alesayi

BRANDED



### NEOM

**Location** | Red Sea, Saudi Arabia

**Project** | Global UHNWI Demand Study, and Luxury and Branded Residential Benchmarking report, supporting Gulf of Aqaba development. The resort will provide a range of residential assets from ultra-luxury mansion plots, golf mansions, and villas, to apartments and will cater to a range of U/HNWIs.

**Role** | Global UHNWI Demand Study

**When** | 2021 - Ongoing

**Client** | Public Investment Fund

BRANDED



### AMAALA

**Location** | Red Sea, Saudi Arabia

**Project** | 3 master planned developments, 800+ residential units, multiple hotels, golf courses, marinas, and cultural and leisure districts.

**Role** | Development Consultancy, Sales & Marketing Advisory, Buyer's Guide

**When** | 2019 - 2020

**Client** | Public Investment Fund

## SERBIA

BRANDED



### BELGRADE WATERFRONT

**Location** | Belgrade, Serbia

**Project** | A market research report was undertaken to analyse the residential local market trends, purchase process in Belgrade and a review of the branded residential offering (comprising over 1.8m sq m of buildable area and 6,000 residential units includes the St. Regis and W Residences (Belgrade Waterfront).

**Role** | Market Research / Market Intelligence

**When** | 2019

**Client** | Eagle Hills

## SEYCHELLES

BRANDED



### ANSE LA MOUCHE

**Location** | Mahe, Seychelles

**Project** | Beachfront 84ha site on the island of Mahé including 5\* hotel, 71 branded residences, and 221 further residential units in addition to associated retail, leisure, and F&B accommodation.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2019

**Client** | The Royal Group



## SOUTH AFRICA



### SIBAYA

**Location** | Durban, South Africa

**Project** | Total land site of 752ha (362 of developable land), 6,000 residential units, commercial space (186,000 sq m) and hotels (955-keys).

**Role** | Development Consultancy, Masterplan & Design Consultancy

**When** | 2011 - 2015

**Client** | Tongaat Hulett Developments

## SPAIN



BRANDED

### MANDARIN ORIENTAL, BARCELONA

**Location** | Barcelona, Spain

**Project** | Former Deutsche Bank office tower converted into luxury branded residential apartments, leisure facilities, and ground floor retail. 34 units are the world's first standalone Mandarin Oriental Residences.

**Role** | Development Consultancy, Sales & Marketing Advisory, International Agency

**When** | 2015 - Ongoing

**Client** | KKH



BRANDED

### LA HACIENDA, BENAHAVIS

**Location** | Costa del Sol, Spain

**Project** | Residential feasibility study followed by involvement in investment sale. This comprised 400 units with a 10 year sale period.

**Role** | Development Consultancy, Capital Markets

**When** | 2022

**Client** | Savills Madrid



### LA LOMA, FINCA CORTESIN

**Location** | Costa del Sol, Spain

**Project** | c. 50 residential units across the La Loma site within the larger Finca Cortesin resort.

**Role** | Development Consultancy

**When** | 2022

**Client** | RLH Properties



### SOTOGRADE RESORT

**Location** | Costa del Sol, Spain

**Project** | +2,000 hectare golf resort with over 3,700 residential units, five golf courses, two hotels and extensive leisure, retail and commercial facilities.

**Role** | Development Consultancy, Market Research / Market Intelligence, Sales & Marketing Advisory

**When** | 1990's - 2022

**Client** | Various



BRANDED

### LA RESERVA DE ALCUÉZAR

**Location** | Costa del Sol, Spain

**Project** | 121 luxury branded hilltop apartment scheme benefiting from prime views over the Costa del Sol coast and surrounding golf courses.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Brand Introduction / Contract Negotiation

**When** | 2019 - Ongoing

**Client** | Kroniaco Management Limited



BRANDED

### INFANTAS 40

**Location** | Madrid, Spain

**Project** | Infantas 40 comprises roughly 7,100 sq m of built up area, and there will be c.5,120 sq m dedicated to residential internal areas.

**Role** | Development Consultancy, Brand Introduction / Contract Negotiation

**When** | 2022

**Client** | Persepolis Investments



BRANDED

### SAGASTA 27

**Location** | Madrid, Spain

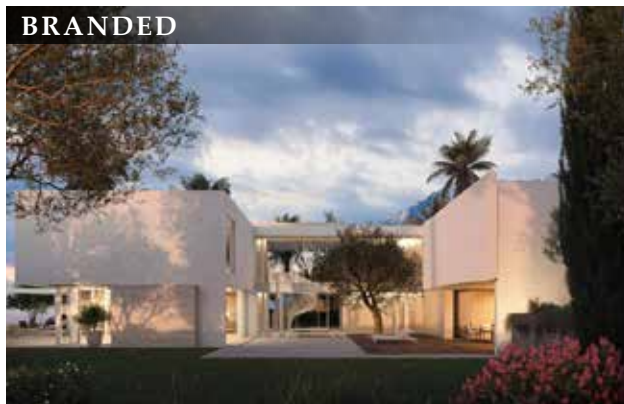
**Project** | Luxury branded residential development in central Madrid.

**Role** | Development Consultancy, Brand Introduction / Contract Negotiation

**When** | 2022

**Client** | Persepolis Investments





BRANDED

### FOUR SEASONS MARBELLA

**Location** | Marbella, Spain

**Project** | Validation of current development concept for a 33ha site with mixed use facilities.

**Role** | Development Consultancy

**When** | 2022

**Client** | Immobel



BRANDED

### SITGES

**Location** | Sitges, Spain

**Project** | Redevelopment of existing 213-key hotel on beachfront to include branded residences alongside.

**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling)

**When** | 2022

**Client** | HIP - Hotel Investment Partners



### FORMENTERA

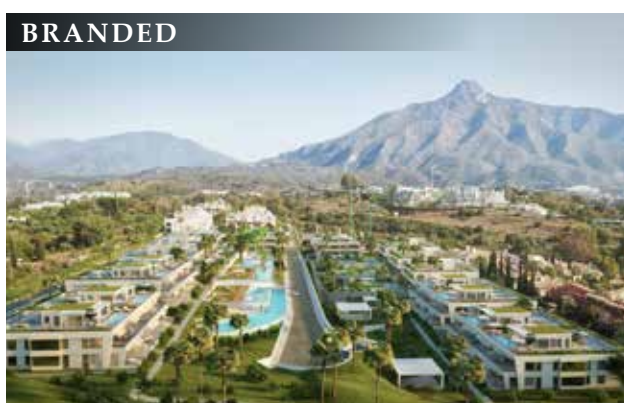
**Location** | Formentera, Spain

**Project** | A small luxury development (34 units) located on the Formentera island. Development consultancy was undertaken to determine the appropriate residential unit mix, sizing and pricing, amenity provision and service charges.

**Role** | Development Consultancy

**When** | 2021

**Client** | MedCapital



BRANDED

### EPIC MARBELLA

**Location** | Marbella, Spain

**Project** | EPIC Marbella is a unique development of 74 residences in Marbella, located in the heart of the famed Golden Mile.

**Role** | Development Consultancy

**When** | 2021

**Client** | Confidential



BRANDED

### LUMINE GOLF & BEACH CLUB

**Location** | Tarragona, Spain

**Project** | Golf resort with two 18-holes and one 9-hole courses and a number of ancillary hospitality venues.

**Role** | Development Consultancy

**When** | 2021

**Client** | Confidential



BRANDED

### EDIFICIO ESTEL

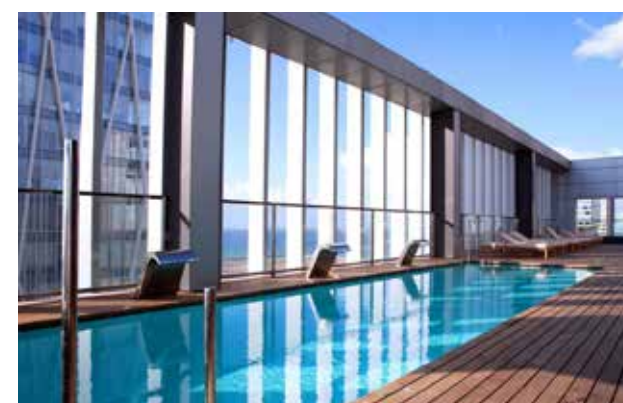
**Location** | Barcelona, Spain

**Project** | Two former office towers within Central Barcelona, to be redeveloped into 253 branded W residences in addition to luxury facilities and amenities including a public club and rooftop swimming pool, spa, gym, yoga garden and concert hall.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory

**When** | 2019 - 2020

**Client** | Sunrich Limited



### DIAGONAL ZERO

**Location** | Barcelona, Spain

**Project** | High-rise residential scheme with high-end retail and F&B provision (reconversion from office use).

**Role** | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency

**When** | 2015 - 2019

**Client** | Grove International Advisors LLC



### FINCA CORTESIN

**Location** | Malaga, Spain

**Project** | 32 villas comprised of four to six-bedrooms with private pools, situated on the same site as the five-star Finca Cortesin hotel and spa.

**Role** | Sales & Marketing Advisory

**When** | 2019

**Client** | Single Home



**BRANDED**



**SANTA MARIA POLO CLUB**

**Location** | Sotogrande, Spain

**Project** | Total of 19,200 sq m of buildable area to include a luxury branded hotel, 200 villas and apartments set within the Santa Maria Polo Club.

**Role** | Development Consultancy

**When** | 2017 & 2019

**Client** | Cedar Capital & Round Hill Capital

**BRANDED**



**W MARBELLA**

**Location** | Marbella, Spain

**Project** | Mixed-use branded resort comprising hotel, residential, beach club and other facilities.

**Role** | Development Consultancy

**When** | 2017 - 2018

**Client** | Confidential

**BRANDED**



**MANDARIN ORIENTAL MARBELLA**

**Location** | Marbella, Spain

**Project** | A total of 20,000 sq m of buildable area to also include 60 branded Mandarin Oriental villas and hotel.

**Role** | Development Consultancy

**When** | 2017

**Client** | Confidential

**BRANDED**



**PROJECT RIO REAL**

**Location** | Marbella, Spain

**Project** | Mixed-use branded resort comprising hotel, residential units and auxiliary facilities.

**Role** | Development Consultancy

**When** | 2016 - 2017

**Client** | Confidential



**ES POUET**

**Location** | Ibiza, Spain

**Project** | Advice supported by research to determine the suitability of 3/4-bedroom typologies within the luxury scheme located in the Talamanca area of Ibiza.

**Role** | Development Consultancy, Market Research / Market Intelligence

**When** | 2016

**Client** | RBI SLU



**MARKET RESEARCH SPAIN**

**Location** | Madrid & Barcelona, Spain

**Project** | Market research report focusing on the residential market in Madrid, Spain. The report also benchmarked other prime cities in Spain and internationally.

**Role** | Market Research / Market Intelligence

**When** | 2016

**Client** | Europa Captial

**BRANDED**



**BANYAN TREE COSTA DEL SOL**

**Location** | Costa del Sol, Spain

**Project** | Hotel and branded residences project comprising of 127 units and a 180-key hotel with restaurants, spa and MICE facilities.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Retained Consultancy Services

**When** | 2010 - 2014

**Client** | Bahia Fenicia Residencial SL



**LA MANGA CLUB**

**Location** | Los Belones, Spain

**Project** | Residential golf resort comprising 2,300 residential units, three golf courses, 220-key hotel, leisure, retail and commercial facilities,

**Role** | Development Consultancy, Sales & Marketing Advisory

**When** | 2005

**Client** | Confidential



## SWITZERLAND

BRANDED



### HARD ROCK DAVOS

**Location** | Davos, Switzerland

**Project** | 94-key 4\* Hard Rock hotel with 28 branded residential units, located in the heart of Davos, within the Swiss Alps.

**Role** | Development Consultancy

**When** | 2019

**Client** | VIY Management

## THE BAHAMAS

BRANDED



### MELIA SITE, BAHAMA MAR

**Location** | Nassau, The Bahamas

**Project** | Redevelopment of beachfront land plot that extends to 16 acres. The existing hotel is a 600-key hospitality hub with no residential accommodation.

**Role** | Development Consultancy, Market Research / Market Intelligence

**When** | 2022

**Client** | CTF

## TURKEY

BRANDED



### AMANRUYA BODRUM

**Location** | Bodrum, Turkey

**Project** | Site measuring 78,500 sq m with total GFA of 12,420 sq m, to develop branded residences.

**Role** | Development Consultancy, Capital Markets

**When** | 2019 - Ongoing

**Client** | BLG Capital

BRANDED



### SIX SENSES KAPLANKAYA

**Location** | Bodrum, Turkey

**Project** | Six Senses branded residential units and associated retail accommodation within a prime 119ha beachfront site on the Bodrum coastline.

**Role** | Development Consultancy, Masterplan & Design Consultancy, Brand Introduction / Contract Negotiation, Sales & Marketing Advisory

**When** | 2018 - 2022

**Client** | Confidential

BRANDED



### MANDARIN ORIENTAL BODRUM

**Location** | Bodrum, Turkey

**Project** | Mandarin Oriental hotel and branded residences comprising 98 villas and 116 apartments alongside the hotel and spa.

**Role** | Sales & Marketing Advisory

**When** | 2013 - 2014

**Client** | Astas

## TURKS AND CAICOS

BRANDED



### WEST CAICOS

**Location** | West Caicos Island, Turks and Caicos

**Project** | 100 residences as well as 25 townhouses and 40 mansions. This will be a luxury mixed use Caribbean resort.

**Role** | Development Consultancy

**When** | 2022

**Client** | Apex Development

## UNITED ARAB EMIRATES

BRANDED



### DUBAI MARKET INTELLIGENCE

**Location** | Dubai, United Arab Emirates

**Project** | Market intelligence report on luxury and branded residential market in Dubai, UAE.

**Role** | Market Research / Market Intelligence

**When** | 2022

**Client** | Accor

## UNITED KINGDOM

BRANDED



### 20 GROSVENOR SQUARE

**Location** | London, United Kingdom

**Project** | Standalone branded residences project including 37 apartments ranging from 1 to 6-bedroom, reception, library, lounge, spa, parking and other facilities.

**Role** | International Agency

**When** | 2017 - Ongoing

**Client** | Confidential





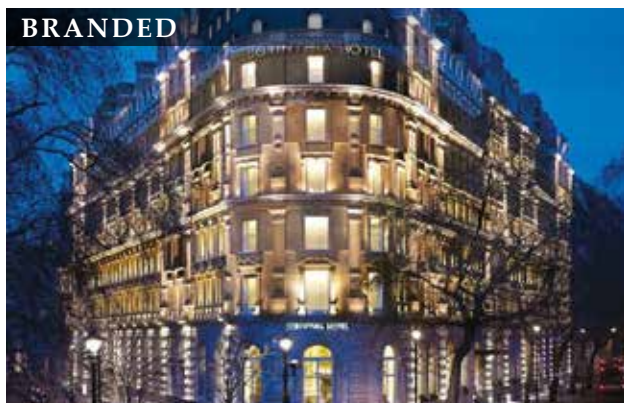
**SIX SENSES WHITELEYS**  
**Location** | London, United Kingdom  
**Project** | 110-key hotel with c.100 branded residential units, restaurants, spa, Equinox fitness club and more facilities.  
**Role** | Operational Advisory  
**When** | 2021-2022  
**Client** | Finchatton



**FAIRMONT ST ANDREWS**  
**Location** | St Andrews, United Kingdom  
**Project** | 211-key Fairmont hotel with 78 residential units and championship golf course.  
**Role** | Development Consultancy, Masterplan Validation & Opportunity Review  
**When** | 2022  
**Client** | St Andrews Bay Developmnt Company



**MANDARIN ORIENTAL BRAND PREMIUM**  
**Location** | London, United Kingdom  
**Project** | Premium studies of group projects in London.  
**Role** | Brand Premium Studies  
**When** | 2019  
**Client** | Mandarin Oriental Hotel Group



**THE CORINTHIA**  
**Location** | London, United Kingdom  
**Project** | 294-key hotel, 12 branded residential units, restaurants, bar, spa, swimming pool and other facilities.  
**Role** | International Agency  
**When** | 2015  
**Client** | Confidential

## USA



**ONE WALL STREET**  
**Location** | New York, USA  
**Project** | 566 residential apartments with 30 branded residences located on the 40th floor and above.  
**Role** | Development Consultancy  
**When** | 2022  
**Client** | Dilmon Services (UK) Ltd

## VIETNAM



**THE OCEAN VILLAS**  
**Location** | Danang, Vietnam  
**Project** | 110 luxury villas, set out on a 21ha site with an award winning Greg Norman Golf course.  
**Role** | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency  
**When** | 2012  
**Client** | Vina Capital

## GLOBAL

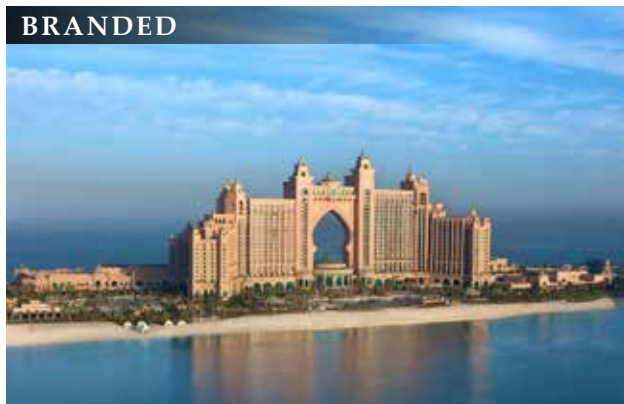


**MARRIOTT BRAND PREMIUM**  
**Project** | Report to establish the pricing premium achieved within Marriott International branded residential developments over non-branded competitive supply, across multiple European markets.  
**Role** | Brand Premium Studies  
**When** | 2019-Ongoing  
**Client** | Marriott International



**ROSEWOOD MARKET INTELLIGENCE REPORTS**  
**Project** | Multiple market intelligence reports focussing on both the local market as well as branded schemes in each location. In addition, transactional volumes, pricing and buyer profiles, as well as branded residential pipeline was assessed.  
**Role** | Market Research / Market Inteligence  
**When** | 2022  
**Client** | Rosewood Hotels





#### KERZNER GLOBAL BENCHMARKING

**Project** | Market intelligence to cover global presence, typical commercial structure, market competitors, typical value proposition, etc. and two brand premium studies on global scale for ultra luxury & luxury segments, as well as upper-upscale & upscale segments.

**Role** | Brand Premium Studies, Market Research / Market Intelligence

**When** | 2022

**Client** | Kerzner



#### RUBY HOTELS, BRANDED RESIDENTIAL SECTOR INTELLIGENCE REPORT

**Project** | Intelligence report outlining the branded residential sector and its typical operation

**Role** | Market Research / Market Intelligence

**When** | 2022

**Client** | Ruby Hotels



#### FOUR SEASONS MARKET INTELLIGENCE

**Project** | A market intelligence report was undertaken in order to establish market trends in both Rome and Milan for a potential Four Seasons development. In addition, the key legal and planning constraints in each location were considered as well as specific HNW neighbourhoods, pricing, transactional volumes and buyer profiles within each city.

**Role** | Market Research / Market Intelligence

**When** | 2022

**Client** | Four Seasons



#### PROJECT ESTATING

**Project** | Market Intelligence Report regarding the Branded Residential Sector

**Role** | Market Research / Market Intelligence

**When** | 2021

**Client** | Estating



#### PROJECT GEORGETOWN

**Project** | Global research piece on branded and non-branded premium developments in selected cities around the world

**Role** | Market Research / Market Intelligence

**When** | 2021

**Client** | Georgetown 29K Acquisition, LLC



#### PROJECT BRANDS ID

**Project** | Non-hotelier branded market intelligence report analysing achievable premiums in a selection of destinations located across the world.

**Role** | Market Research / Market Intelligence

**When** | 2020

**Client** | Brands ID Capital



#### DISCOVERY LAND: EUROPEAN PRIME SECOND HOME MARKET RESEARCH REPORT

**Project** | Overview of prime European residential markets and key resorts across the Mediterranean. Included the provision of detailed case studies on prime resorts.

**Role** | Market Research / Market Intelligence

**When** | 2019

**Client** | Discovery Land



#### RITZ CARLTON YACHT COLLECTION

**Project** | The Ritz-Carlton Yacht Collection branded residences, offering 120 residences in addition to a range of luxury facilities, F&B offerings and services.

**Role** | Development Consultancy, International Residential Market Study, Study of Residential Vessel Market

**When** | 2019

**Client** | The Ritz-Carlton Yacht Collections



# THE TEAM

## CONSULTANCY



**Rico Picononi**  
Director



**Louis Keighley MRICS**  
Director



**Jennifer Wadsworth MRICS**  
Director



**Peter Grmek**  
Associate Director



**Jacques Sharam**  
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**William Hudson MRICS**  
Associate



**Charlotte Williams MRICS**  
Associate



**Jack Cloke**  
Graduate Surveyor



**Olivia Weston**  
PA / Team Assistant

## SALES & MARKETING



**Andrew Hawkins**  
Director



**Annabelle Dudley**  
Director



**Grace Charrington MRICS**  
Associate Director



**Adrienne Li**  
Marketing Manager



**Niki Riley**  
PR Director



**Ilze Barns**  
PA / Team Assistant





“The quality of their reports is excellent and very thorough. They have a deep knowledge base globally and in my opinion are one of the best advisory firms for residential development, in particular on the matter of branded residences.”

Dana Jacobsohn, Marriott International



