



2024

Lima - Perú

DML

HTA

Consulting Services



OUR ORGANIZATION



DML-HTA is an organization composed of two companies established in May 2012, offering the following services:

- Business and Real Estate Advisory and Consultancy.
- Management and Execution of Real Estate Projects.
- Study and Analysis for New Corporate and Commercial Headquarters.
- Structuring of Processes for Real Estate Project Marketing.

Our team has 27 years of experience in the real estate market, evaluating and providing support in the development of mixed-use projects based on the following guidelines:

- The correct approach to the project.
- Situational market analysis.
- The search for potential investor partners, developers, clients, and operators.
- Inclusion of relevant specialties and specialists at each stage.
- Financial evaluation with market parameters relevant to each type of real estate development.
- Management for the analysis of property administration.
- The design and execution of a commercial plan for the marketing of their areas.

DML-HTA has advised important companies in recent years, integrating approximately 400,000 m², translating to about US\$300 million in advisory and achievement of proposed objectives, besides new potential project proposals according to market needs.

Since 2022, DML-HTA has been a part of KiTov Investment (www.kitovinvestment.com) as an associate in Peru, providing services at a regional level.



Darío Mendoza Lema (47) - Business Administrator with a Finance Mention from the Instituto Peruano de Administración de Empresas. Postgraduate studies in Administration and Organization at the Universidad Peruana de Ciencias Aplicadas and Project Management at the Universidad Adolfo Ibáñez in Chile, and Complex Project Management at Berkeley University. 27 years of experience in national and international companies in the real estate sector. Extensive vision of development within the national real estate sector in terms of analysis, structuring, operational and commercial development, and subsequent project management. Partner and owner at DML-HTA, currently managing approximately US\$300 million in projects over eight years of operation.



Gianfranco Aliaga Romero (42) - Economist from the Universidad del Pacífico, specialist in structuring and developing hotel and tourism projects, as well as planning and managing hotel projects, with over 14 years of experience developing projects in Peru in cooperation with various governmental entities and major international hotel chains. Partner at DML-HTA, responsible for leading economic feasibility studies and structuring project financing through conventional banking and investment funds.

REAL ESTATE CONSULTING

We provide support to those involved in the evaluation, analysis, and search for development opportunities for various projects, whether real estate or related.

Our organization becomes part of the interested party's team, sharing the same objectives to ensure the process is always the most suitable and leads to sound decision-making

PROJECT EVALUATION

This process allows determining opportunities within the sector and the type of project the interested party needs to evaluate to analyze potential results based on market variables and financial needs before investing. Evaluations are carried out considering critical aspects for the success and development of a project, ensuring a structured order to determine appropriate results for decision-making oriented towards achieving the primary objective.





PROJET DEVELOPMENT

We actively participate in the development processes of a potential project. We aim to be value generators at each stage, providing knowledge, experience, and support in integrating all its components.

We analyze fundamental aspects in project development to reflect the required competitive advantages, offering tools that enable the developer or investor to measure the future potential of their project.

HOTEL CONTRACT NEGOTIATION

Once the decision is made to proceed with the project or improve the performance of an established hotel development, our advice is aimed at obtaining an operating or franchise contract with advantageous conditions for the client and the hotel chain being negotiated with. Proper advice ensures the best possible contract option is signed for acquiring a brand/operator for the hotel, providing the necessary technical support elements for negotiations.





CORPORATE RELOCATION

This service is aimed at meeting the growth or contraction needs of companies in different time scenarios, considering all aspects that represent new investments and direct costs associated with the operation to minimize them with market options where the project is directed.

Through this service, our organization provides knowledge and experience to help companies make decisions using management and market cost analysis tools. The location and search involve a systematic and orderly process that allows efficient evaluation of a property or land for a specific development or exploitation for the main or alternate business and operational scenarios.

LOCATION AND SEARCH

The location and search process involves the development of an orderly and systematic process that allows the efficient evaluation of a property or land for a specific development or exploitation for the main or alternate business that may be proposed.

The work stages within the schematic process we offer in this service allow the end user to have clarity about the possibility of use and/or exploitation of the property and/or land.





DISPOSITION AND COMMERCIALIZATION

The fundamental objective of this service is the commercialization of non-strategic assets identified as properties, lands, constructed areas, finished and future areas of various projects, aiming to maximize the investor's investment returns. Through this process, essential variables are defined to achieve the primary objective of commercialization.

Our organization has a broad information base of this market by being in contact with the main developers in this sector, analyzing development trends in the capital and different cities of the country. A well-developed market study with timely information about its demand and supply allows for a broad vision that ensures appropriate decision-making according to the market situation and timely moments within it.

OFFICE MARKET STUDIES

Our organization has an extensive database of this market by being in contact with the main developers of this sector, where development trends in the capital and different cities of the country are analyzed.

The good development of a market study, with timely information about its demand and supply, allows for a broad vision that guarantees an adequate decision-making process according to the market situation and the right moments within it.



HOTEL MARKET STUDIES

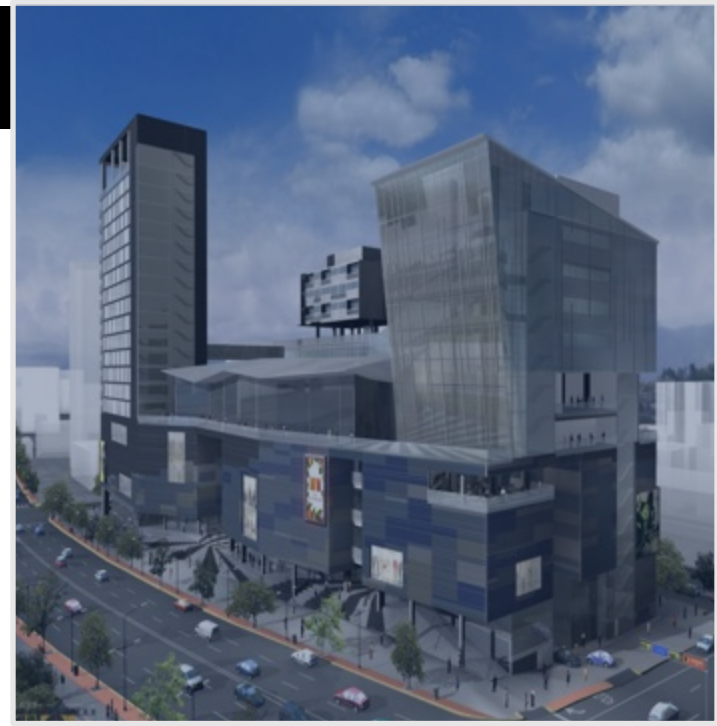


Our organization has significant information about the main hotel markets nationally and in the region. However, it is from a solid and extensive fieldwork that the analysis process begins, allowing understanding of the following variables for proper decision-making:

- Environmental conditions.
- Current market status.
- Future market performance **projection**.

MARKET STUDIES FOR MIXED USE PROJECTS

Our organization is in contact with the real estate market and the mixed-use development trends. In this regard, we offer our knowledge and experience to analyze the search for development components based on market variables, aiming to analyze the balance concerning each type of development's contribution and generation of profits and returns to its investors.





PROPERTY MANAGEMENT AUDIT

We become part of the team as external advisors for developers within the real estate market who require an evaluation of their management, whether in-house or outsourced, to measure performance against set indicators, seeking process improvements and standardization when not determined for each type of project involved. Each potential project requires considering the variables that achieve its development.

Our organization joins the developer's team efforts in independently evaluating each project, complementing its needs with those required by the potential market and quantifying the financial market requirements and demands to attract the funds necessary for its development.

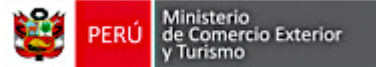
FINANCIAL STRUCTURING

Each potential project to be developed requires having the variables that achieve its development.

Our organization joins the efforts of the developer's team in evaluating each project independently, complementing its needs with those required by the potential market to which the project is directed and quantifying the requirements and demands of the financial market, with the aim of capturing the funds needed for its development.

Associated to :
www.kitovinvestment.com





SPECIAL SERVICES (RERA)

- Throughout the project evaluation process, it is crucial to identify the correct measurement tools to guarantee the project's life by generating income within a specific evaluation period.
- We provide knowledge and experience for managing mechanisms with state entities that offer tax benefits during the project's initial stage, achieving its stabilization at the start of operations.



SOME OF OUR CLIENTS





CORPORATE PROJECTS



MIXED OFFICE AND COMMERCIAL PROJECT MORE (Santiago de Surco District).

- 140,000m² built.
- Investment Value US\$148MM.
- 60,000m² sellable/rentable.
- Year 2015-2020.
- Asset Valuation.
- Development of Office and Hotel Market Studies.
- Commercial Support for the negotiation of the lease contract with We work (16,000m²).
- Valuation of the Company's Shares.
- Support for Financial Structuring in the Completion of the Project (Tower B).
- CORPORATE BUILDING CONQUISTADORES (San Isidro District).



EDIFICIO CORPORATIVO CONQUISTADORES (Distrito de San Isidro).

- 11,500m² built.
- Investment Value US\$12MM.
- 5,300m² rentable.
- Year 2015-2020.
- Asset Valuation.
- Development of Office Market Studies.
- Commercial Support for the negotiation of lease contracts.
- Development of the Marketing Strategy.
- Support for Auditing Processes for Outsourced Property Management Services



HOTEL PROJECTS



2015

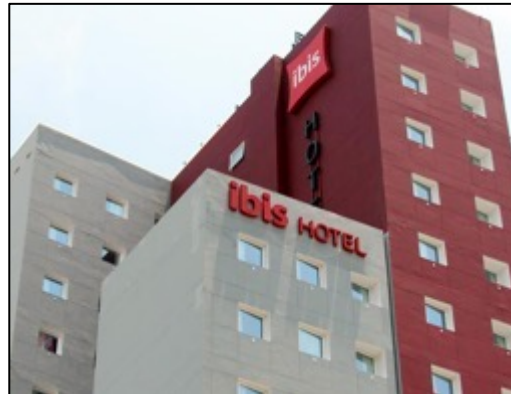


- 72 rooms
- Review and negotiation of the franchise contract.
- Surco



- 90 rooms
- Hotel Market Study and lease contract.
- Pucallpa.

2016



- 154 rooms
- Feasibility Study and financial modeling
- Miraflores





HOTEL PROJECTS



2017



- 100 rooms
- Feasibility Study.
- Operation Contract.
- Surco



- 120 rooms
- Feasibility Study.
- Operation Contract.
- Surco

2018



- 64 rooms
- Feasibility Study and financial modeling.
- Iquitos



HOTEL PROJECTS



2018



INNSIDE
BY MELIÁ

- 145 rooms
- Feasibility Study and financial modeling.
- Miraflores



- 84 rooms
- EMF and Project Finance.
- Franchise contract negotiation.
- Tarapoto



HOTEL PROJECTS



2018



- 148 rooms
- Feasibility Study and financial modeling.
- Franchise Contract
- San Isidro



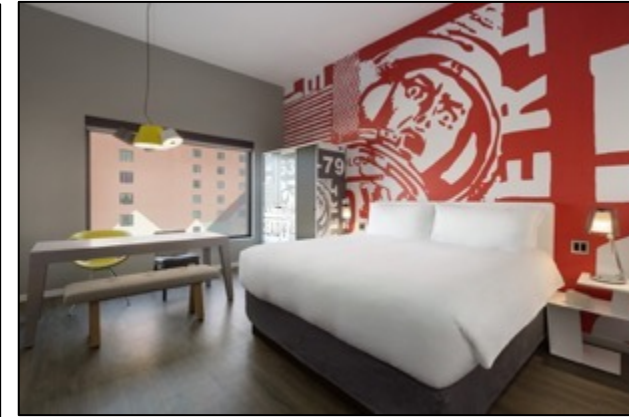
- 104 rooms
- Feasibility Study and financial modeling. Franchise Contract Negotiation.
- Piura



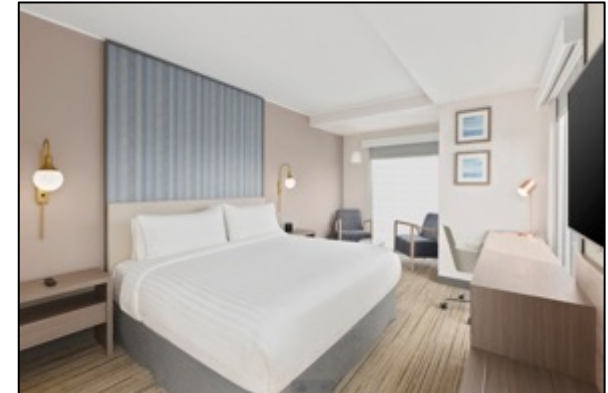
HOTEL PROJECTS



2019



- Project EMF
- Hotel and brand definition.
- Franchise contract negotiation.
- Miraflores



- 200 rooms
- Project EMF
- Hotel and brand definition.
- Operation contract negotiation.
- Miraflores

2019

HOTEL PROJECTS



MOTO
by Hilton

- 155 rooms
- Project EMF
- Hotel and brand definition.
- Franchise contract negotiation.
- Miraflores

 **Hilton
Garden
Inn**

- 232 rooms
- Project EMF
- Hotel and brand definition.
- Operation contract negotiation.
- Early IGV recovery.
- Miraflores

moxxy
HOTELS

- 126 rooms
- Feasibility Study and financial modeling. Operation Contract Negotiation.
- Miraflores

2019

HOTEL PROJECTS



Fairfield
BY MARRIOTT

- 154 rooms
- Project EMF
- Hotel and brand definition.
- Operation contract negotiation.
- San Isidro

TAPESTRY
COLLECTION
by Hilton™

- 117 rooms
- Project EMF
- Hotel and brand definition.
- Franchise contract negotiation.
- Early IGV recovery.
- San Isidro

TAPESTRY
COLLECTION
by Hilton™

- 80 rooms
- Feasibility Study and financial modeling.
- Operation Contract Negotiation.
- Barranco

IGV RECOVERY SERVICE

2016



- Rooms: 104
- Investment: US\$ 5,187,061
- Arequipa



- Rooms: 148
- Investment: US\$ 10,000,000
- San Isidro

2017



- Rooms: 96
- Investment: US\$ 9,000,000
- Miraflores



- Rooms: 100
- Investment: US\$ 7,886,160
- Miraflores



- Rooms: 117
- Investment: US\$ 7,922,689
- San Isidro

2018



- Rooms: 154
- Investment: US\$ 11,958,108
- Miraflores



- Rooms: 398
- Investment: US\$ 76,397,542
- Miraflores



- Rooms: 96
- Investment: US\$ 5,986,043
- Piura

2019



- Rooms: 175
- Investment: US\$ 21,000,000
- Miraflores

2020



- Rooms: 100
- Investment: US\$ 6,566,594
- Miraflores



- Project: Housing
- Apartments: 366
- Investment: US\$ 13,816,921
- Cercado de Lima



- Project: Housing
- Apartments: 965
- Investment: US\$ 35,488,299
- Santiago de Surco

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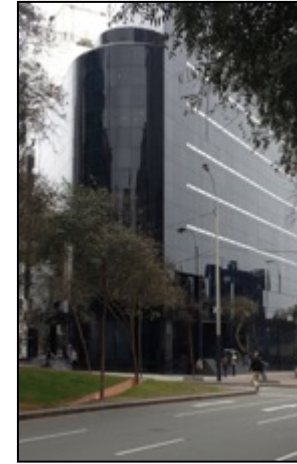
Consulting Services



ASSET VALUATION AND SALE



- Asset valuation service with rental income flow in the Real 1 building of the San Isidro Business Center and subsequent sale to the market.
- Asset valuation service with rental income flow in the Pardo y Aliaga Business Center building and subsequent sale to the market.
- Disposal service for the sale of industrial plants in the provinces of Chiclayo and Trujillo.



CAOBA REAL ESTATE

- Asset valuation service with rental income flow in the More building and subsequent sale to the market.



ROSA AMELIA INVESTMENTS

- Agricultural Land Valuation Service through a Pricing Study and Financial Structuring for subsequent sale to the market.



CORPORATE RELOCATION PROCESSES



- National Interconnected System Economic Operation Committee.
- 2500m² relocated.
- Contract Value including financing of US\$9MM.
- San Isidro District.
- Year 2020



- Bear Creek Mining.
- 800m² relocated.
- Contract Value including financing of US\$1MM.
- San Isidro District.
- Year 2019.



- Ausenco.
- 2500m² relocated.
- Contract Value including financing of US\$6MM.
- San Isidro District.
- Year 2019.



- Grupo Scharff (Fedex Operation in Peru).
- 700m² relocated.
- Contract Value including financing of US\$1MM.
- San Isidro District.
- Year 2017

CORPORATE RELOCATION PROCESSES



- Peruvian Advertising Institute.
- 1500m² relocated.
- Contract Value including financing of US\$7MM.
- Magdalena District.
- Year 2017.



- Continental Beverage Company (CBC).
- 23,000m² relocated.
- Contract Value including financing of US\$8MM.
- San Isidro District.
- Year 2015-2018.



- Pepsico.
- 500m² relocated.
- Contract Value without financing of US\$500,000.
- San Isidro District.
- Year 2016.



- Almafin.
- 200m² relocated.
- Contract Value including financing of US\$150,000.
- San Isidro District.
- Year 2016.



COMMERCIAL PROJECT EVALUATION, STRUCTURING AND DEVELOPMENT PROCESSES

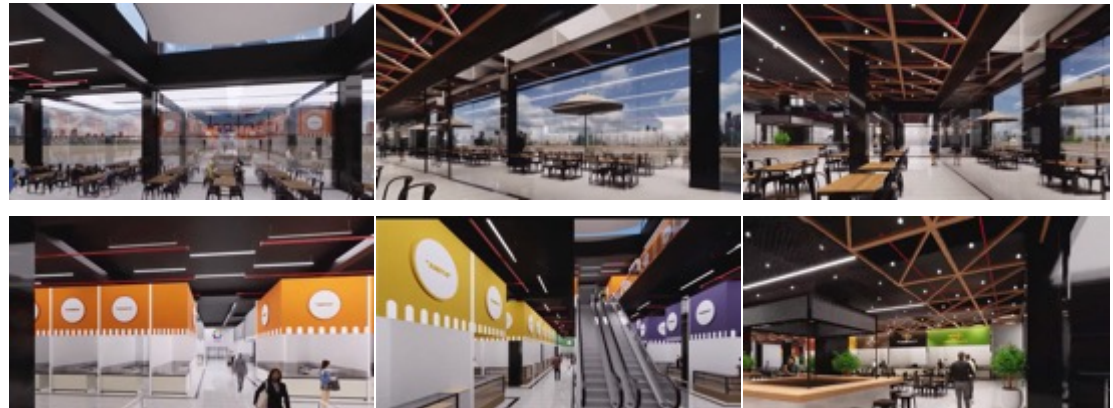
- Portalia S.A.
- 5300m² of Footprint for the Largest Gastronomic Project in LATAM.
- Project value considering the land US\$5MM.
- Santiago de Surco District.
- Year 2019 - 2022.





COMMERCIAL PROJECT EVALUATION, STRUCTURING AND DEVELOPMENT PROCESSES

- Inversiones y Negocios Nuevo Mundo
- 6000m² of Land for the Shopping Center Project.
- 32,500m² built.
- Project value without considering the land US\$13MM.
- Santa Anita District.
- Year 2023 - 2024





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