

An aerial photograph of a tropical coastline. The water is a vibrant turquoise color, transitioning to a lighter, sandy hue near the shore. A long, narrow beach curves along the right side of the frame, bordered by a dense forest of palm trees and other tropical vegetation. Several small, rocky islands with patches of greenery are scattered in the water. The overall scene is bright and clear, suggesting a sunny day.

# One&Only La Peregrina

Executive Summary

# La Peregrina Pearl

La Peregrina is one of the most famous pearls in the world. Once owned by several Spanish monarchs, its history spans almost 500 years and recently belonged to actress Elizabeth Taylor.

A slave discovered La Peregrina Pearl in 1513 off the Pearl Islands in the Gulf of Panama. It is one of the largest pearls ever discovered during the time, weighing in at 55.95 carats or 223.8 grains. The slave turned over the pear-shaped pearl to the administrator of the Spanish Colony of Panama. The administrator, amazed by the pearl's extraordinary size and quality, in turn rewarded the slave with his freedom.



# Contents

- Introduction to La Peregrina
- Location
- Project Overview
- Organisational Structure
- Architects & Designers
- Development Partner
- Strategic Branding Partners
- Marina Overview
- Island Access
- Activities
- Local Laws, Taxes & Governance
- Local Labour Market
- Local Permits & Studies
- Logistics Overview & Proposal
- Water Supply Framework
- Land Valuation
- Feeder Market
- Strategic Global & Local Sales Partners
- Fund Requirement
- Management Team

# Introduction to La Peregrina

La Peregrina is an International Pacific Island project spanning 178 hectares including a natural 20 Hectare Marina in the Archipelago of Las Perlas (The Pearls) on Isla Del Rey (Island of the King) in Panama.

Realised by legendary Architects Jean-Michel Gathy and Philippe Starck, La Peregrina is honoured to be the first project globally to host this unique creative signature, as well as Panama's first mega-yacht Marina.

The property is located on the peninsula of Punta Coco - the most southern tip of Isla Del Rey, and 60 nautical miles from Panama City, making it 20 minutes by sea-plane (accessible along the bay), and 30 minutes by speed boat. There is also an airstrip on the property, that can welcome more 38 types of aircrafts.

The neighbouring island is located 10 nautical miles north-west, where the Ritz Carlton Reserve project is currently under construction.

Panama's special tax rules for tourism investments (expiring December 2025) enable very attractive investor incentives for tourism projects of this nature.

# Location

Close to the Caribbean, the Las Perlas Archipelago is becoming a Gateway to the South Pacific (Galapagos, French Polynesia, Marquesas, Easter Island, and Patagonia), as well as Andes (Atacama, Machu Picchu, and Lake Titicaca).

The Las Perlas Archipelago is rapidly developing as a water world itself, with as many beaches as there are days in the year, and close enough to a vibrant capital with history, culture and entertainment, as well as offshore business opportunities.

Las Perlas is host to the second largest Big-game Fishing destination in the world, and is fortunate to not be affected by the hurricane belt, making any investment secure.



Please [CLICK HERE](#) for the precise geographical location

Please [CLICK HERE](#) for an aerial view of the property

---

APRIL 2022



Aerial view of the Bay



Aerial view of the Marina



Long Beach Residences



La Peregrina Cave

---



La Peregrina is truly blessed with white sand beaches and crystal clear water



The Las Perlas archipelago has some of nature's best kept secrets

# Project Overview (Phase 1)

## Hotels

One&Only Hotel (100 keys)

- 50 Hotel Rooms
- 50 Bungalow's

## Residences

50 One&Only Ultra-Luxury Residences

50 YOO Inspired by STARCK Lofts

## Public Spaces

La Peregrina Marina

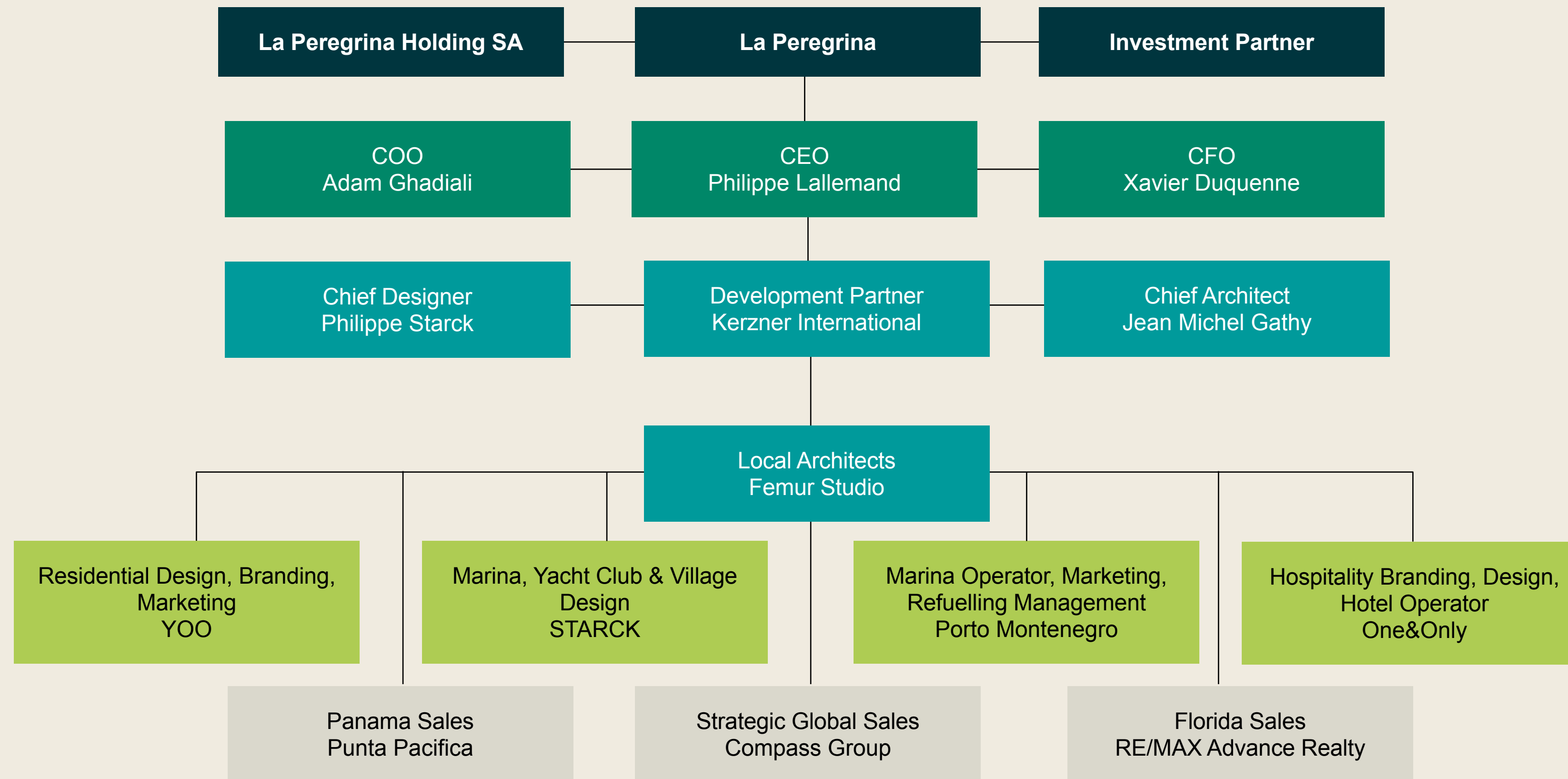
Yacht Club

STARCK Village

\*Please note phase 1 will take place on Lot #4



# Organisational Structure



Key

- Entity Partners
- Management
- Branding Partners
- Delivery

# Development Partner



Kerzner International is behind iconic structures and pioneering designs, from Atlantis, The Palm to One&Only Reethi Rah in The Maldives, Kerzner International has been developing destination-defining resorts for decades.

From entertainment resort destinations to intimate ultra-luxury resorts to immersive lifestyle destinations, Kerzner's diverse portfolio means they have the expert knowledge of developing unparalleled resorts, innovative entertainment experiences and residential communities. In line with their strategic focus on the expansion of the Atlantis and One&Only brands worldwide, Kerzner are currently developing a number of international projects, including One&Only resorts in Greece, Malaysia, Rwanda, Montenegro, Dubai and Mexico, as well as Atlantis, The Royal Resort and Residences in Dubai and the first resort in Hawaii, Atlantis Ko Olina. Kerzner has also just pioneered a new experience, SIRO Hotels, with the first project in Montenegro.



---

APRIL 2022

# Philippe Zuber

Philippe Zuber is Chief Executive Officer for Kerzner International, the owner of the iconic Atlantis Resort and Residences and ultra-luxury One&Only Resorts brands worldwide. Philippe spearheads the Company's strategic expansion plans for the growth of the portfolio and drives the successful operation of the existing collection of award-winning, globally renowned resorts. He builds continuous guest innovation to fulfil the Company's core vision of creating Amazing Experiences and Everlasting Memories for each and every guest.

# Architects & Designers

It is with great pleasure that La Peregrina has been selected to host both Jean-Michel Gathy and Philippe Starck's signature on the same project, enabling both creative designers to share each others playful passions as a team for the very first time.

Jean-Michel Gathy is appointed as Chief Architect for the the full 178 Hectares of development, with particular ownership over the One&Only Resort.

Philippe Starck has been appointed as the Chief Designer, and has been selected to design the Mega Yacht Marina, Yacht Club, Starck Village, and YOO Residences.

Gathy and Starck share a common vision that the local land and culture must be respected, while staying loyal to their ecological philosophies. As both their creative styles collide, La Peregrina will have a mix of colourful atmosphere, with an ultra-luxury calmness for those who live to retreat.



---

APRIL 2022

# Jean-Michel Gathy

Jean-Michel Gathy has designed nearly every major top-tier hotel brand imaginable, from Aman and One&Only to Four Seasons and Raffles. He is the man behind some of the world's most iconic designs like the One&Only Reethi Rah and Cheval Blanc Randheli by LVMH in the Maldives, and The Setai in Miami, Florida. Whenever a new hospitality project comes up on the drawing board, you can be sure that he is the first choice of developers and hoteliers worldwide, as he has more experience than anyone else in the niche of ultra luxury hotels and remote destinations. He boasts over three decades of experience in high-end hotel design that's all inclusive: exteriors, interiors, and landscaping.



---

APRIL 2022

# Philippe Starck

Philippe Starck needs no introduction - he is undoubtedly the world's most revered living designer. For four decades, he has liberally spread his creativity and ideas across the design landscape, putting his marks on everything from toothbrushes, motorbikes, sanitary wear, restaurants, and even the Presidential Elysee Palace.

He is one of the originators of the boutique hotel interior, and currently putting finishing touches to the ultra-grand Royal Monceau Hotel in Paris.

Philippe's influence on the way we live now is everywhere - in our uses of colour, materials and space, and in our desire for good design in every juncture.



# Strategic Branding Partners

As an ecological island project sitting in the Pacific Ocean, there is a real opportunity to target an international buyers market of ultra-high net-worth individuals looking to escape the urban lifestyle, without relying too heavily on the local Panamanian market. La Peregrina is pitch-perfect in its time in location, while the premium branded residences sector is rapidly growing.

As we exit the pandemic, the yachting community are realising the true value of their vessels and their desire to have destination branded residences available to them and their guests. La Peregrina is an ideal location for affluent consumers who seek diversity, and a jet-setter life. A new destination for ultra-high net-worth individuals that want to stay incognito.

It's for this reason, La Peregrina is working with the best-in-class brands to unlock this international sentiment, by working with One&Only - arguably the number one boutique hospitality brand in the world, and the brainchild of Jean-Michel Gathy; and YOO, the largest residential brand in the world by number of projects, co-founded and inspired by Philippe Starck.

Both the One&Only and YOO brands have a strong brand presence in Latin and South America, but it's really their strength in the US, Europe, and the Middle-East that will help drive the international buyers to this Pacific Ocean get-away.



# One&Only

## RESORTS

Please [CLICK HERE](#) for information on One&Only



Please [CLICK HERE](#) for more information on One&Only Mandarinina

APRIL 2022

# One&Only

At home in the world's most inspiring locations, hand-picked for exceptional beauty and unique cultural charm, One&Only Beach Resorts, Nature Resorts, Urban Resorts and Private Homes are havens of outstanding style and service that place you in the heart of every fascinating environment. From incredible, authentic cuisine, to unique tailored excursions, and spectacular spaces to simply 'be'; unforgettable moments begin at One&Only.

One&Only La Peregrina will be an extension of One&Only's footprint in South and Central America, building on the success of One&Only Mandarinina - Mexico's most awe-inspiring coastal rainforest.



STARCK®



APRIL 2022

# Starck

Is there a name more closely tied to the eclectic world of hotel design than that of Philippe Starck? Since the 1980's, the French designer has been crafting imaginative interiors in destinations as far-flung as New York, Rio de Janeiro and Singapore.

“The hotels I create are like a movie of which I am the director. I imagine the coming and going of people, what they are going to experience, what they will feel, I create stories borrowed from love, humour, poetry, tenderness, surrealism and art,” says Philippe Starck about his creative approach to hotel projects. And it is absolutely true - whatever the magic wand of this iconic designer touches, it becomes an instant classic, a trademark for elegant and sophisticated design and hospitality.

For La Peregrina, Philippe Starck has imagined ‘Starck Village’, centred around the Marina and extending out into restaurants and boutique shops. Starck wants to ensure that local culture and colour is represented throughout this hotel, and wants to create the same atmospheric buzz that he has curated across his wide portfolio of hospitality projects.

# YOO

YOO is a global brand of real estate place-makers, developers and designers. In addition to their own projects, they partner with investors and developers across the world to unlock value from their schemes through a design-led, community-focused approach.

Founded in 1999 by international property entrepreneur John Hitchcox and the world's most celebrated designer Philippe Starck, YOO has gone from strength to strength covering a portfolio of residential developments, hotels, bespoke homes, renewable energy, capital management and major mixed-use development projects.

YOO have evolved into the world's largest non-hotel residential brand with 52 projects completed worldwide and 30+ under development.



[Please CLICK HERE for more information about YOO](#)

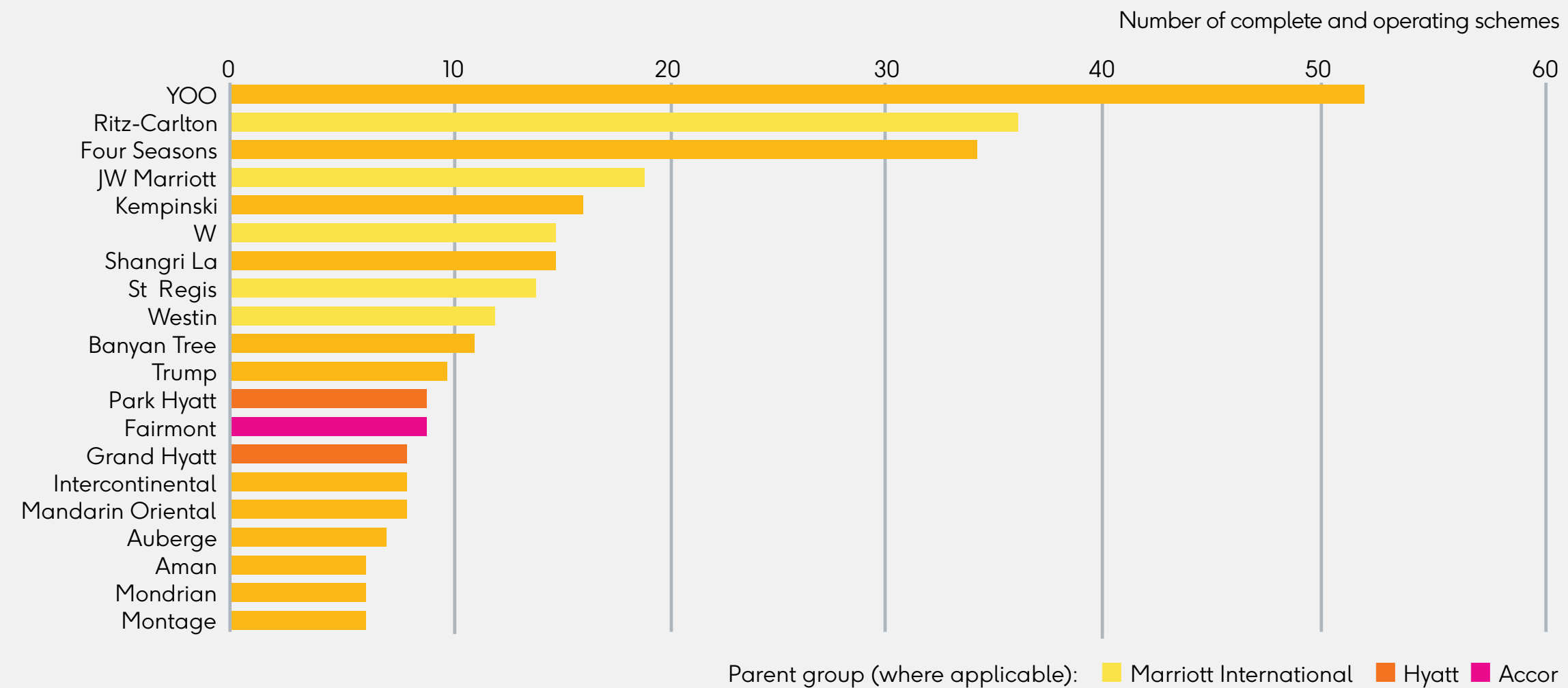


[Please CLICK HERE for the YOO Introductory video](#)

“YOO is the largest brand and global leader in the branded residences sector.”

Source: Savills World Research

Top 20 individual residence brands (hotel & non-hotel)



The demand for branded development is growing as it:

Instils buyer confidence

Secures price premiums for developers

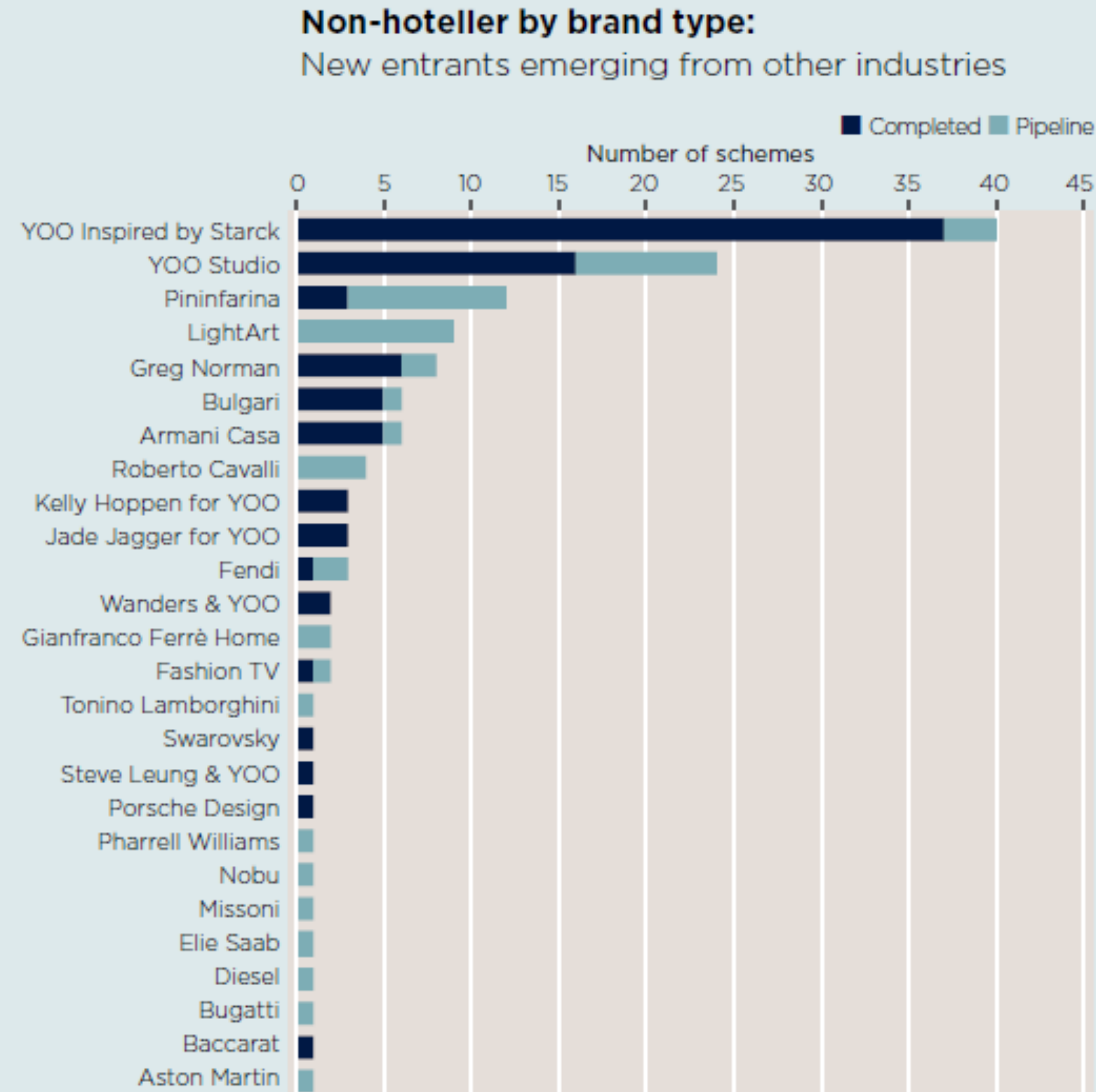
Increase visibility of the project

Offers expertise

Perceived as safe investments

# Savills Branded Residences Report

‘Branded Residences achieve a premium, on average, of 31% over equivalent non-branded.’



Source Savills Research & International Development Consultancy

**Top brands by region by complete schemes**

Parent company in brackets where applicable

**NORTH AMERICA**

- 1. The Ritz-Carlton (Marriott)
- 2. Trump
- 3. Four Seasons

**MIDDLE EAST & NORTH AFRICA**

- 1. Address (Emaar)
- =2. Four Seasons
- =2. Paramount Hotels
- =2. Versace (Capri Holdings)
- =2. Vida (Emaar)

**LATIN AMERICA**

- 1. YOO Inspired by Starck
- =2. Four Seasons
- =2. YOO Studio

**ASIA PACIFIC**

- 1. Four Seasons
- =2. YOO Inspired by Starck
- =2. Banyan Tree (Banyan Tree Group)

**EUROPE**

- 1. YOO Inspired by Starck
- 2. Kempinski
- =3. YOO Studio
- =3. Martinhal

**CARIBBEAN**

- =1. Four Seasons
- =1. The Ritz-Carlton (Marriott)
- =1. Rosewood
- =1. Aman

**AFRICA**

- 1. Four Seasons
- 2. One & Only (Kerzner International)
- =3. Fairmont (Accor)
- =3. Club Med (Fosun)
- =3. Six Senses (IHG)
- =3. LUX\*

**Top brands by region by complete and pipeline schemes**

Parent company in brackets where applicable

**NORTH AMERICA**

- 1. The Ritz-Carlton (Marriott)
- 2. Trump
- 3. Four Seasons

**MIDDLE EAST & NORTH AFRICA**

- 1. Address (Emaar)
- 2. Fairmont (Accor)
- 3. Vida (Emaar)

**LATIN AMERICA**

- 1. YOO Studio
- 2. YOO Inspired by Starck
- 3. Pininfarina (Mahindra Group)

**ASIA PACIFIC**

- 1. Four Seasons
- =2. Banyan Tree (Banyan Tree Group)
- =2. YOO Inspired by Starck

**EUROPE**

- 1. YOO Inspired by Starck
- 2. Six Senses (IHG)
- =3. Mandarin Oriental
- =3. Kempinski

**CARIBBEAN**

- 1. The Ritz-Carlton (Marriott)
- 2. St Regis (Marriott)
- =3. Four Seasons
- =3. Rosewood

**AFRICA**

- =1. Four Seasons
- =1. Fairmont (Accor)
- =2. LUX\*
- =2. One & Only (Kerzner International)

Please [CLICK HERE](#) for the full Savills Branded Residences Report

# MARINA LA PEREGRINA



Please [CLICK HERE](#) for more information on Port Adriano by STARCK

## Marina Overview

Marina La Peregrina will be Panama's first Mega and Giga-Yacht Marina, and will also be the first One&Only and YOO project globally to feature a fully integrated operating Marina to target their existing network of affluent, jet-setter clientele. Designed by Philippe Starck, this will be Starck's second Marina instalment, following his highly successful 'Porto Adriano' in Mallorca, Spain.

Porto Montenegro, voted best Marina in the World 2021, will be the official Marina operator, and will supervise, manage, and maintain the Marina on a daily basis.

There are several in-progress or just opened mega yacht marina destinations that are in development such as Portonovi, Montenegro, Dubai Harbour and Marina d'Arechi in Salerno, and Italy that are the touchstones to understanding the value of La Peregrina. However, the unique location of Panama allows unprecedented bragging rights to the mega yacht owner... allowing access to the Atlantic and Pacific and elevating the global yachting environment in general.



**PORTO MONTENEGRO**

*A life less ordinary*



Please [CLICK HERE](#) for more information on Port Montenegro

APRIL 2022

# Porto Montenegro

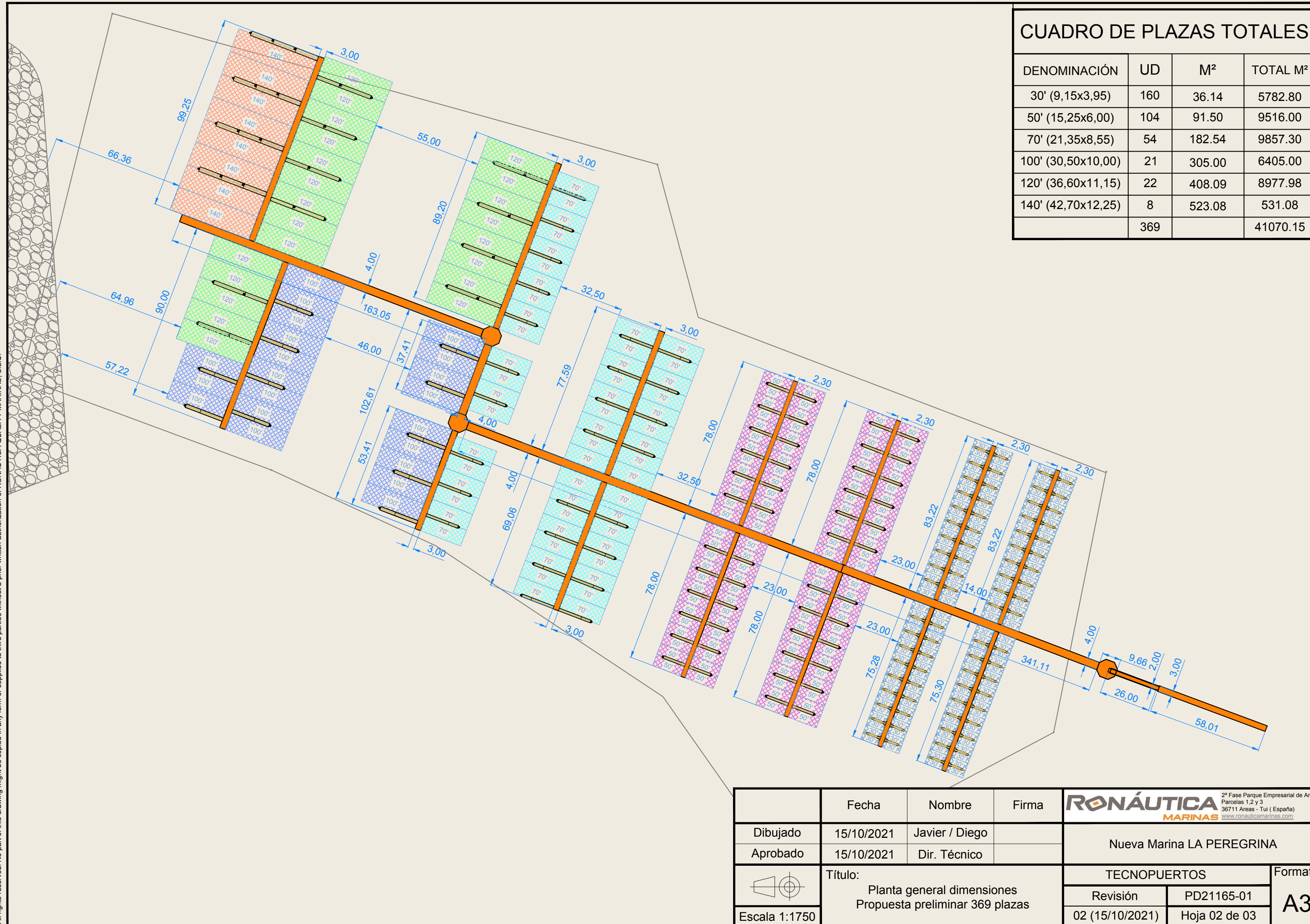
The genesis of this project came when Porto Montenegro's primary investors identified an extraordinary opportunity: an overwhelming demand for yacht berths around the Mediterranean. With this, they sought to create a world-class marina that would satisfy the growing shortage of berths, while allowing outside investors to share in the long-term capital appreciation that waterfront property and berths have enjoyed over the past 50 years.

Previously a historic naval base, the site's transformation into a luxury yacht marina has been led by some of the world's most respected business figures including UK businessman Lord Jacob Rothschild, the founder of luxury conglomerate Louis Vuitton Moët Hennessey, Bernard Arnault, and Peter Munk, founder and former chairman of Barrick Gold.

In 2021, Porto Montenegro was voted the best Marina in the World. It is an honour that La Peregrina will be the first project that they will embrace outside of Montenegro.



APRIL 2022



Commissioned by Ronautica, there is space for 369 boats. However, La Peregrina Marina will house 150 slips to accommodate larger boats, with an average of 75ft per dock.

Three columns of revenue:

- Slip fees
- Fuel sales and service provision
- Dry stack

Eco-friendly construction and operation:

- Comply with ISO14001, environmentally friendly management
- Comply with <https://www.blueflag.global/>
- Use of CO2 free concrete
- Conservation of the mangroves in the bay

RONAUTICA QUALITY MARINAS, S.L.U. se reserva el derecho de propiedad de este plano prohibiéndose su reproducción o entrega a terceros sin su previa autorización por escrito. All rights reserved. No part of this drawing might be copied in any form or supplied to third parties without a prior written authorization of RONAUTICA QUALITY MARINAS, S.L.U.

# Airstrip Access



Hawker 200



Bombardier Challenger 300

- There is a 1.3km airstrip on the peninsula of Punta Coco, which can welcome up to 38 different aircrafts.
- By comparison, the Punta Coco airstrip is twice the size of the airstrip in St Barth's, which welcomes hundreds of guests everyday.
- With the support of the Panamanian government, there will be customs on this airstrip, which will enable international travel directly to and from La Peregrina.
- Housing and training will be provided to the air traffic control team.

# Aircraft Examples



Citation X



Cessna Caravan



Citation CJ3



King Air 350



Hawker 900



Citation Sovereign

APRIL 2022

# Alternative Access

- La Peregrina is very easily accessible from mainland Panama City:
- 20 minutes by seaplane
- 25 minutes by helicopter
- 30 minutes by speed boat
- 1 hour via Sunwave, which is the most eco-friendly mode of transport. This is to be built specifically for La Peregrina, and can take up to 120 passengers.



# Example Activities



Big Game Fishing



Kitesurfing



Tennis



Snorkelling



Whale Watching



Horse Riding

# Local Laws, Taxes, and Governance

The Panamanian Government passed a law in 2020, granting income tax credits to individuals and institutions investing in tourism projects of this nature.

The new law grants individuals and legal entities an income tax credit of 100% for amounts invested in the acquisition of bonds, shares or other financial instruments issued by companies registered with the National Tourism Registry, regarding new tourism projects or extensions of certain existing projects.

The tax credit is available only to the investor that is the first acquirer of the financial instruments, and the tax credit period is open until 31 December 2025 for investors that are not directly or indirectly linked to the tourism company that issues the financial instrument.

The tax credit is available for a maximum period of 10 years. There are certain conditions as to the application of the tax credit, such as that the tax credit can only be used after the second year following the year of the investment, and there are provisions addressing the assignment of the tax credit to third-parties.

Please [CLICK HERE](#) for the full KPMG Report

# Local Permits & Studies

Please use the below hyperlinks to view the following:

- [Original Masterplan](#)
- [Environmental Permits](#)
- [German Study \(IPAT\)](#)

\*Please note there will be a new masterplan for lower density, co-signed by Jean Michel-Gathy & Philippe Starck

\*Please get in touch directly for any further administration requirements.

# Local Labour Market

Isla Del Rey has a population of less than 2000 people, with 500 living in La Esmerelda, a fisherman village close to the Northeastern corner of the project. This means that the workforce, with a few exceptions, must come from mainland Panama City and stay on the island during the working week. As such, workers quarters are part of the existing plan and financial forecast.

While the hotel construction and landscaping will bring their own staff, the villa assembly entity plans with a number of foreign specialists, completed by Panamanian workforce, undergoing a training-on-the-job program.

The project plans to operate its own vessel, for container and workforce transport. For management specialists and visitors, a Bell 407 helicopter will be operated by La Peregrina Holding SA, as well as a 50 feet speed boat.

In partnership with an express ferry company and a local airline, additional capacities can be organised as needed.



# Logistics Overview

Building on a tropical island has its challenges, such as storms, termites and earthquakes. However, out of the hurricane zone and with rare weak rumblings only, this location is blessed. Suffice to say, there are very specific requirements on design, material, assembly, and logistics.

The lead architect, Jean-Michel Gathy with DENNISTON in KL, one of the most distinguished architects in the world, has designed numerous projects in tropical environments, whereby Asia is even more demanding than the peaceful Gulf of Panama.

They have already been working successfully with a timber processor, pre-fab manufacturer & resort builder on at least two five-star projects in the Maldives: CHEVAL BLANC RANDHELI and ONE & ONLY REETHI RAH.

For that reason, and because they have delivered more than 20 island resorts in the Maldives, Seychelles and Sri Lanka, BORNEO BENAR SDN.BHD. is considered the vendor of choice. They are a large-scale producer, with decades of 5-star experience, expanding into the American marketplace now.

Each model is built as a mock-up first, refined in cooperation with the architect, then pre-fabricated, packed and shipped. Worth mentioning that in 5-star projects, each visible part will be measured and cut on-site, then surface-treated.

Assembly in Asia has been done by a large number of workers under close supervision. Our plan is to send leadership of our assembly entity to Borneo, join the mock-up process, derive our own assembly technology, with less but better-qualified personnel, using state-of-the-art technology. The manufacturer's supervisor will be part of the team.

# Proposed Logistics

## **From manufacturing to villa handover:**

Villa parts are marked and packed in accordance with assembly requirements. They will be shipped from Kota Kinabalu MY to one of Panama's Pacific ports. Unloading, import procedures are performed by an experienced logistics company.

## **Kota Kinabalu port → Panama Pacific port → (Puerto Vacamonte) → project pier**

Ideally, the containers can be unloaded in place (Puerto Balboa or Puerto Rodman), shipped by our own vessel to the island. Alternatively, they have to be brought by trailer to Puerto Vacamonte (40 km away) and shipped from there to the island, which is 60 nautical miles away.

Vessel unloading at the landing pier, transport to a construction site, unpacking are next steps.

## **Project pier → (storage area) → construction site**

Ideally, on a construction site, containers are placed to minimise transport of elements, and to form a covered preparation area where each part is being accounted for.

Assembly begins after a construction company has completed foundation and structural reinforced concrete elements.

## **Foundation & pool → villa assembly → M&E completion → handover**

These process steps include a number of variables, afford diligent planning and flawless execution.

APRIL 2022

# Barge Transportation

In partnership with PIRIOU, the below proposal has been established to unload containers using a barge from mainland Panama City (Port Balboa):

- 160 villas (50 hotel bungalows, 50 ultra-luxury villas, 50 lofts, and yacht club)
- Uto to 10 containers 40' ft per villa
- Total of up to 1600 containers
- Monthly minimum capacity of 480 containers = 5 villas
- 32 months to ship all villa construction materials
- Capacity can be doubled for equipment, furniture etc.

Please [CLICK HERE](#) for a full video illustration of the Barge landing



Barge in partnership with PIRIOU



Transport Container



KONECRANE

# Water Supply Framework

## Water Supply

- A sustainable water supply needs to be installed.
- A wastewater treatment is necessary.
- Recycled water is used for irrigation.
- Recycled water is oozed/seeped away in order to fill up the underground water/phreatic water.

## Water consumption

- 150 villas with 4 persons and 150 hotel keys with 2 persons each, Total of 900 guests.
- 900 employees.
- 200 daytime / marina guests.
- 2.000 consumers.

# Water Supply Framework

## Water use

Guests:  $450 \times 1.5\text{m}^3 = 675 \text{ m}^3/\text{d}$  (Source: German households)

Employees:  $900 \times 0.2\text{m}^3 = 180\text{m}^3/\text{d}$

Daytime guests:  $200 \times 0.1\text{m}^3 = 20\text{m}^3/\text{d}$

Total:

- $875 \text{ m}^3/\text{d}$
- $319,375 \text{ m}^3/\text{y}$

## Water production/exploitation

- Panama precipitation average is  $765 \text{ l}/\text{m}^2$
- With 178 hectares we have a yearly rainfall of  $1,361,700\text{m}^3$
- 30% will go into underground water/phreatic water so  $453.900\text{m}^3$

## Sewage water

- Ca. 70% of the total consumption of  $565.750\text{m}^3$  will be needed to be cleaned =  $396,025\text{m}^3$
- Used water will be recycled and used for irrigation, and is oozed/seeped away in order to fill up the underground water/phreatic water.

# Feeder Market



In addition to providing the land valuation survey, RE/MAX Advance Realty have provided their market report, which explores the socio-economic and geo-political forces that attract the international buyers market to the La Peregrina island project through the use of brands such as One&Only and YOO.

The report explores the Miami to Panama tailwinds, and provides useful insight 'from the Miami point of view'. As such, it is imperative that the master sales function is generated from the Miami buyer market.

The RE/MAX report also delves into tone and pricing expectations, and they 'WHY' behind premium luxury in Panama.

Please [CLICK HERE](#) for the full RE/MAX Market Report

# Strategic Global Sales Partner

COMPASS

Compass is building the first modern real estate platform, pairing industry's top talent with technology to make the search and sell experience intelligent and seamless.



## **A brokerage of unparalleled agents**

As an innovative residential real estate firm, we empower our agents so they have more time for advising their clients. With the solutions-driven mindset of a startup and the sophistication of a luxury brand, Compass is the future of real estate.



## **A tech company reinventing the space**

To lead the industry requires the smartest tools built by the brightest minds across engineering, design, and strategy. Through our proprietary platform, Compass is changing how agents and clients navigate the process of finding or selling a home.

#1

Largest independent brokerage in the US

\$154B+

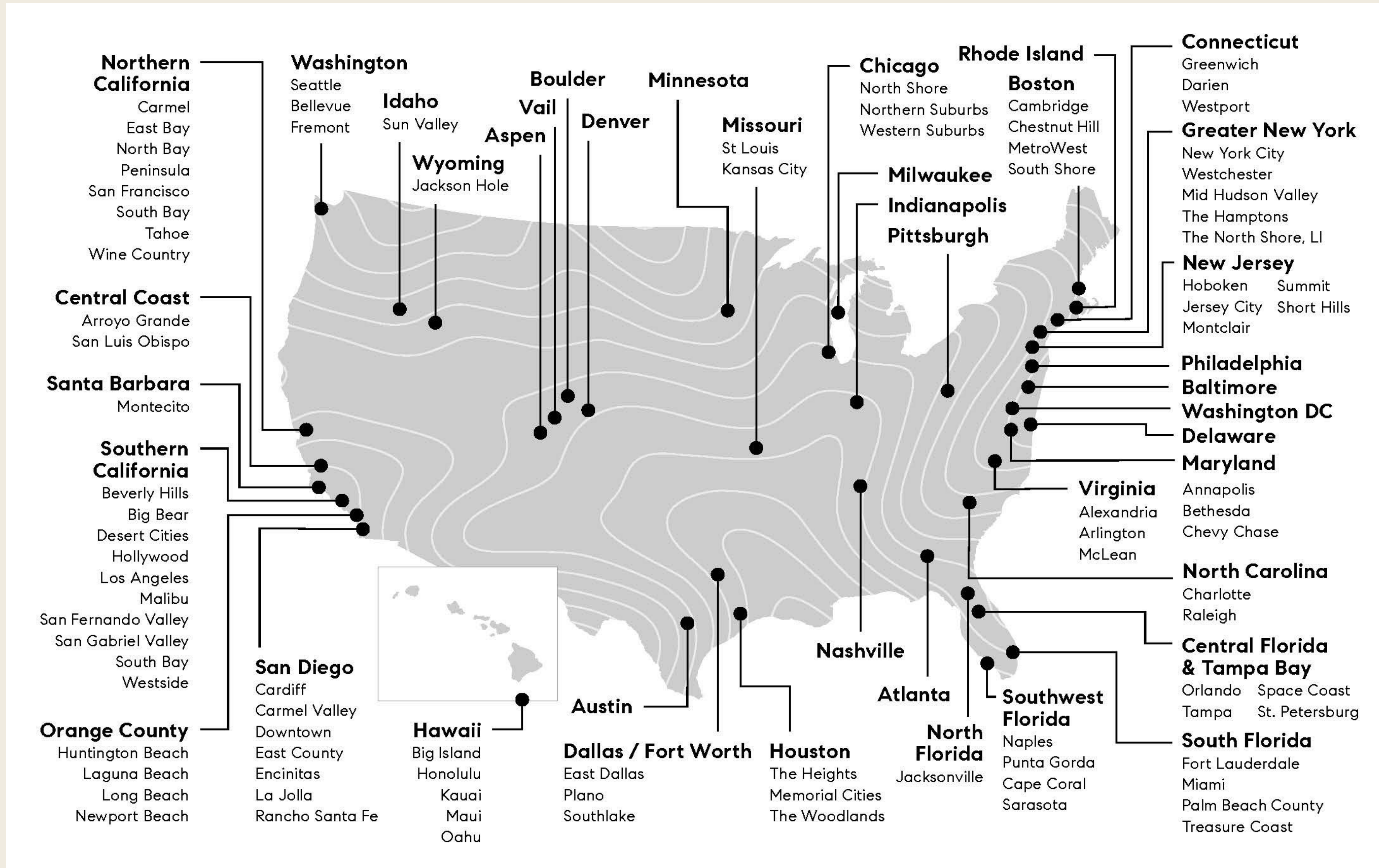
In sales volume 2021

25k+

Agents across the US

300

Compass offices in the US



\$20B+

New development sales and rentals

19,500+

Current portfolio

\$15B+

Current portfolio



# Compass Development

Compass Development is a purpose-built sales and marketing division of Compass. Comprised of a team of experienced real estate professionals specialised in 4 main pillars:

## **Research and Analysis**

Focused Comparable's  
In-depth Market Studies  
Pipeline Intelligence  
Target Unit Mix  
Pricing Strategy & Modelling

## **Architecture & Design**

Floorplan Review & Optimisation  
Architectural & Interior Design Review  
Vertical & Site Circulation  
Sales Gallery & Model Residential Direction  
Amenity & Service Programming

## **Branding & Marketing**

Positioning & Branding Identity  
Print Marketing Collateral  
Events & PR Story Ideation  
Website & Digital Presence  
Rendering & Photography Direction

## **Sales & Operations**

Unit Mix, Pricing Strategy & Analysis  
Inventory Control & Release Strategy  
Sales Gallery Presentation Critical Path  
Sales Gallery Presentation Tools  
Launch & Momentum Strategy

# Local Sales Partners



La Peregrina have been working closely with RE/MAX Advance Realty, as they are one of a few global real estate companies to have precise local knowledge and client base, paired with the global data and presence to unlock the international buyers market that La Peregrina mostly target with the use of brands such as One&Only and YOO.

RE/MAX Advance Realty will be appointed as the Florida sales agent, but will also be utilised in Panama City in collaboration with Punta Pacifica. RE/MAX have offices in 112 countries globally, and a very strong presence in Panama.

# Local Sales Partners



Punta Pacifica will be appointed as the master local real estate agent in Panama City. They have handled more than \$500 Million worth of real estate transactions, and are the go-to agent for luxury residential sales in Panama.

Punta Pacifica are currently selling Ocean Reef, the Pearl Islands project, including the Ritz Carlton Reserve, and have successfully sold the two existing YOO projects in Panama City: YOO Inspired by STARCK and YOO with Marcel Wanders.

# Management Team



Chief Financial Officer  
Xavier Duquenne



Chief Executive Officer  
Philippe Lallemand & Daughter Julia



Chief Operating Officer  
Adam Ghadiali

# Management Team



Chief Investment Officer  
Michel Neutelings



Vice President  
Jean Charles Steenebrugen



Construction Director  
Juergen Schlenzig



Marina Director  
Heiko Frosch

---

APRIL 2022



Over two decades, Boies Schiller Flexner has established a record of taking on and winning complex, groundbreaking, and cross-border matters in diverse circumstances and industries for many of the world's most sophisticated companies. BSF's litigators are recognized for prevailing when the odds are longest and the stakes highest.



Bruce's practice focuses mainly on complex business litigation representing some of South Florida's largest real estate developers, construction firms, and entrepreneurs in business and contractual disputes. He spends most of his time in state and federal courts in Florida and throughout the United States successfully litigating on behalf of his clients.

Partner  
Bruce A. Weil

---