



Madrid
Barcelona
Alicante
London
Arezzo
Singapore
Beijing

HIGHLIGHTS....

- We have made OFFERS on properties worth over 600 million €. in the last 24 months.
- Our main asset is originating “OFF MARKET” real estate deals.
- Geskaria generates OPPORTUNITIES based on local knowledge.
- We are CONSULTANTS in development and expansion programs of real estate and hospitality investors.
- Proposing Real estate DIVESTMENT solutions through our international investor network.
- Recent TRANSACTIONS in Spain, Mexico, Cuba and Aruba.



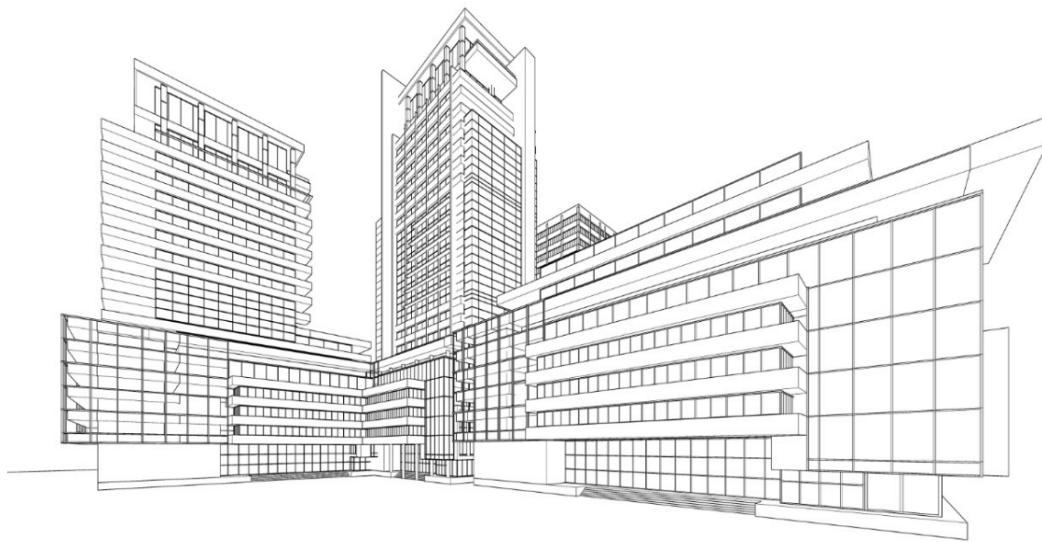
Our objective is to originate special and off market real estate transactions, as to arrange the financial structure. We generate M & A opportunities for private international funds, institutional investors, real estate companies, family offices, hotel companies and REITS.

Our added value is the ability to generate new real estate business opportunities in countries where we have a physical presence: Spain, United Kingdom, Italy, Singapore and China, or in markets where we have specific experience gained through many years of development and financing of Projects: Cuba, Mexico, USA , Colombia, Dominican Republic, Aruba, Jamaica and Costa Rica.

We have participated in several processes for acquiring real estate portfolios, both assets and loans, offering options for restructuring, financing and divestment to the client. Additionally, from a technical point of view, we are associated with construction companies and specialists in property turn around and complete refurbishments.

In addition to having advised and carried out transactions of different types or real estate assets: Hospitals, Residential, Development land, office buildings and parkings, our specific knowledge is within the hospitality sector: Buy-sell, leases, management and franchise contracts, construction and Reforms.

Advisory in the hotel industry within Geskania includes repositioning of assets, marketing and distribution analysis (marketing) and revenue management, operational optimization and restructuring.



INTERNATIONAL REAL ESTATE CONSULTING

FINANCE

- We advise clients on capital raising, strategic financing and investments

CONSTRUCTION AND DEVELOPMENT

- We go from the planning stage to the construction and development of the project. Geskania collaborates with international construction companies.
- Licensing and approvals: We coordinate and advise the acquisition of land and project development.
- Asset Management: We have managed portfolios of real estate assets with a value of more than 800 million USD.

We are proud to have the capacity and experience to anticipate and suggest effective solutions for our clients in their investment and divestment strategies.



Experts in Hotels, Resorts and Tourism

- Supply of unique purchase opportunities
- Divestments
- Repositioning of city or beach hotels
- Joint Ventures and Alliances
- Acquisition of plots, planning, construction and development
- Management contracts and leases
- Capital / debt financing
- Sales, marketing and distribution optimization management advice
- Consulting in the hotel operations department.

CLIENTS

GESKARIA REAL ESTATE INVESTMENTS



www.realassets.axa-im.com



www.stgiles.com



www.aldesa.es



www.iberostar.com



www.sirenishotels.com



www.marconfort.com



www.melia.com



www.sandos.com



www.riu.com



www.haya.es



www.sareb.es



www.tui.com

Bankia

www.bankia.es



www.barcelo.com



www.bluediamondsresorts.com



www.palladiumhotelgroup.com



www.emincapital.com



www.hotusa.es



www.saba.es



www.sunwingtravelgroup.es



CONSULTING IN THE ACQUISITION PROCESS OF A 4 STAR CITY HOTEL - 240 ROOMS. BARCELONA-SPAIN

Bankia

ORIGINATION, BROKER AND ADVISOR IN THE ACQUISITION OF THE IMED PRIVATE HOSPITAL PROJECT BY AXA RE, MEDICAL PROPERTIES TRUST Y TRS TEXAS. GVA + 40 MILLION €. VALENCIA – SPAIN.

ENTIDAD FINANCIERA ESPAÑOLA

ASSET MANAGEMENT AND BROKERAGE (HOTEL AND RESIDENTIAL PLOTS AND MARINA) GAV OVER POR 800 MILLION USD. CANCÚN – MÉXICO.



SEARCH PROCESS FOR A FINANTIAL PARTNER FOR THE ACQUISITION, REFURBISHMENT AND REPOSITIONING OF A 4 STAR HOTEL INTO A 5 STAR LUXURY ASSET. + 170 KEYS. GROSS PROJECT VALUE: +90 MILLION € IBIZA – SPAIN



LOCAL PARTNER AND ADVISOR IN TWO MAJOR BIDDING PROCESS FOR THE ACQUISITION OF HOTEL COLLATERALISED NON PERFORMING LOANS. OFFERS OVER OVER 350 MILLION €. MADRID – SPAIN.



ADVISOR AND BROKER IN THE ACQUISITION OF A PRIME BEACHFRONT PLOT OF LAND. CANCÚN – MEXICO.



ASSET MANAGEMENT AND MASTER BROKERAGE OF A DISTRESSED REAL ESTATE RESORT. OVER 80 RESIDENCES. BENISSA – SPAIN.

CADENA HOTELERA INTERNACIONAL

CONSULTING ON MANAGEMENT, FINANCING AND REPOSITIONING OF A HOTEL IN HAVANA AND A JV FOR THE DEVELOPMENT OF A 450 KEY, 5 STAR HOTEL IN PLAYAS DEL ESTE. HAVANA – CUBA

CADENA HOTELERA ESPAÑOLA

ORIGINATION ON THE OPORTUNITY AND BUY SIDE ADVISORY ON THE ACQUISITION OF A BEACHFRONT PLOT FOR A 5 STAR HOTEL/RESORTT OF 600 KEYS. TOTAL VALUE OF PROJECT OVER 175 MILLION USD. ARUBA



ADVISORY ON THE DEVELOPMENT OF THE COMPANY'S SUBSIDIARY IN CUBA. RENOVAK IS A SPECIALIST IN REFURBISHMENT OF SPECIAL BUILDINGS. HAVANA - CUBA

PARKMONT 2000 SL

BROKER ON THE SALE OF PARKING BUILDING OF OVER 160 SPACES. BARCELONA - SPAIN

**Charles De Ros Wallace. Chief executive officer**

A senior corporate finance and real estate professional with strong record of achievement generating growth and investment opportunities.

In 2011 he founded and acts as CEO of Geskaria Investments, where he supervises all the business aspects and deals of the company.

Charles had previously worked for 15 years in International Banking, having the responsibility of managing and developing 9 branches and their business in Miami, Havana, Santo Domingo, México DF, London, Geneva, Casablanca, Warsaw and Shanghai. He participated actively in originating over 1 billion USD in hospitality, infrastructure and real estate deals and projects worldwide. At this time he was also Boardmember of a multinational water services company (Spain and Colombia).

During this project, he was promoted to launching and developing a New Real Estate Sales and Servicing company for the bank. When leaving the bank in 2011, the company employed 170 people and sold over 11.000 homes in 24 months. According to financial newspapers, that start up company, named Solvia, was informally valued in 2012 in over 600 million Euros.

Mr. De Ros Wallace has a law degree, Masters in international Commerce and has done postgraduate degrees and courses in IESE Business School and Instituto de Empresa.

Elena Romero Panadero. Business Development Director

Real Estate business professional with outstanding technical knowledge in the execution of works, having developed more than 1,500 houses.

Ms. Romero is a Technical Architect and Master in Occupational Hazard Prevention. She began her career as a Project Manager in a local construction company, with a turnover of more than 10 million Euros, where she was responsible for the management and execution of the works, quality, contracting suppliers and materials, coordination of work teams and after sales.

In 2007 she founded Estudio Detalle 2, a company dedicated to architectural and real estate consulting.

In 2014, she completes his academic studies by participating in a Master in Business Administration (MBA) from Fundesem Business School-CEU, having obtained Honours for the best academic record of the MBA.

Elena subsequently joined Geskaria Investments to provide technical support and has responsibility for the business development in Spain.

**Montserrat Sanromà. Director Barcelona Office**

Montserrat Sanromà represents Geskaria Real Estate Investments in Barcelona, with more than 12 years of experience in banking and investment in London (UK) and real estate in Spain.

She began her professional career in banking. For 6 years, she managed Citigroup's multicultural teams of Cash Management and Commercial Cards, becoming Global Vice President for Citigroup's strategic clients.

Previously and for 5 years she was manager of large companies in Corporate Banking at Banco Sabadell's London Office. During this stage she was responsible for the direct relationship with international corporate clients of the hotel and real estate sector, providing advice on their investment processes.

Her Bachelor's Degree in Business Administration and Management and international experience generates important national and international real estate investment opportunities from the Barcelona office.

Patrick Hofmann. London (UK) Office

Patrick Hofmann is Geskaria's partner in London with extensive experience in the UK, European and Asian real estate markets.

Previously, he was an investment banker in the debt capital markets group at Bear Stearns covering the European technology, media and telecom sectors as well as being responsible for the European automotive sector. He has also worked in debt capital markets at Banque Paribas and UBS.

Mr. Hofmann is also a founder of Sundance Partners Ltd, which is regarded as London's largest premium fruit juice manufacturing and distribution company covering b2b and retail under its own brand and with white label products.

Additionally, he is an Operating Partner at Blue Cloud Ventures, a U.S. based venture capital technology fund which specialises in late stage investments in SAAS.

**Giorgio Polcri. Italy Office**

Giorgio Polcri, representative of Geskaria Investments in Italy, obtained a Bachelor's degree in Industrial Electronics in 1998 and began his professional career in the Polcri Engineering study, opened in 1973.

He actively participates in the design of industrial plants, analyzing and developing all stages of building, specifically in cost management. In 2006, this experience expands to the design and development of city hotels and holiday resorts.

In 2008 he began designing the technical and industrial implantation of stores of luxury brands located in the historic centers of Italian cities and outlet centers in Europe. In 2010 he obtained the Qualification of Industrial Expert specialized in Thermodynamics. In 2014, it became the majority shareholder of Estudio Polcri de Ingeniería, a company that develops projects in the tourism and commercial sector, giving integral management and management solutions from the office, through the integration of administrative, legal and accounting services.

From Geskaria Italia, it manages real estate and hotel operations. In the latter case, both through the origination of purchase, management and rental opportunities, as well as in the capture of projects and hotels for sale.

Manuel Ferrer. Singapore and Beijing Offices

Manuel Ferrer represents Geskaria Investments in the Asian market, providing real estate consulting services from the offices of Singapore and China.

Mr. Ferrer is the founder of Olea Consultancy. He has been Director General of the following companies for Asia, Pacific and Middle East: Hotelbeds, Pacific World and Intercruises and Asiarams. Previously he was VP HR and Communication of the online division and the receptive business of TUI Travel Plc.

He has worked for Barcelo Hotels and Resorts and for Barcelo Viajes as well as for the Balearic Island's Government.

He holds a law degree from the UIB and a Master in Business Administration (MBA) from the University of Houston.

As representative of Geskaria Investments, he leads the team that originates hospitality operations, including land, development of new hotels or sale of existing assets. It also manages the lease or management contracts for the clients of Geskaria Investments.

On the other hand, it supports groups of Asian investors interested in investing in Europe and America.

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