Real Estate Development

Advisory Services

ACG ALMA CONSULTING GROUP

The Service

We provide expert advice and market insight for the UAE property market to our valued clients

Our services are aimed at government institutions, investment funds, banks, developers, and private family offices

From Feasibility, Design, Cost budgeting to project management and delivery, we cover a wide range of advisory services for you to make the most informed and profitable decisions

OUR SERVICES

Design Intent Formulation

Establishing the Vision

Units Mix and Sizes

Retail Allocation

Lease and Sales

Comparable Price Research

Leasing Strategy

Retail Mix

Cash-flow Analysis

Cash Management

Cash Flow Planning

Design Review

Commercial Viability of the Design

Design Enhancements

Construction Cost Review

Review Bills Of Quantity BOQ

Benchmarking Development Costs

Land Valuation

Location Analysis

Transaction Analysis

Master Developer Regulation

Municipality Guidelines

OUR PROCESS

INITIAL MEETING

We meet to identify your development needs and requirement

Data Collection

We collect all relevant data to the analysis (Title deed, SPAs, Site Plan)

Then we conduct a site visit

Research and Analysis

We conduct our relevant research then analyze the data & build the required models

Delivery and Result Meeting

Delivery of the report and meeting to discuss the results

ACG ALMA CONSULTING GROUP

THE TEAM

Imran Almaleh

9+ years of dynamic career in Real Estate and Equity investment and Portfolio management, reflecting pioneering experience and excelling performance in the MENA region

Managing a portfolio of investments with multi-million dollar AUM

A Chartered Financial Analyst (CFA) program Candidate and a B.Sc. in Financial Management

Managing investments with a contrarian / value focused investment strategy, exploiting market inefficiencies in a multitude of asset classes and geographies: UAE, KSA and Turkey

Specializing in Investment Analysis, Feasibility Study, Real Estate Development Advisory

Sheeraz Fakih

Deep understanding of the sector since 22 years from Investment, Financing, Engineering, Legal and Sales & Marketing

Understand the risk profile/requirements of investors, financing banks, end-Users view both in conventional & alternative banking/structured products. Worked in Europe, G.C.C., North Africa and India

My past experiences has given me an opportunity to work in an international team on projects and to understand the cultural differences to motivate the team and deliver the targets

Specializing in Real Estate Development Management and Strategy

Joint Venture – Full Scope

Key information: Large master development with 3 million sq. GFA includes hospitality, conventional centre, townhouses, residential units and retail piazza
Dubai, UAE

ACTIVITIES:

1. Deal structuring & negotiation in terms of financial, legal and operating structure resulting in MoU sign-off
2. Full concept design scope
3. Financial feasibility
4. Investment approvals

Affordable Luxury Master Development

Key information:
A residential investment with approx. 2200 units, Hotel, Service Apartment and 130,000 sq. ft of retail
Dubai, UAE

ACTIVITIES:

1. Master Plan concept and Value Enhancement
2. Detailing of master plan till regulator permission
3. Authorities liaison
4. Financial Feasibility
5. Investment Approvals
6. Phasing and completion

Joint Venture – Barter Structure

Key information:
A residential investment with approx. 478 units and street retail
Dubai, UAE

ACTIVITIES:
1. Structuring, negotiation and finalisation of the deal
2. Complex legal structure
3. Design intent and concept finalisation
4. Authorities liaison
5. Financial Feasibility
6. Investment Approvals
7. Budget monitoring

Four Star hotel & Service Apartments

Key information:
The hotel component with approx. 220 keys and with approx. 100 keys service apartment. Dubai, UAE.

ACTIVITIES:
1. Substantial re-design resulting in increase 20% keys
2. Financial Feasibility
3. Investment Approvals
4. Negotiation and Finalisation of Hotel operator requirements
5. Owners representation
6. Budget monitoring

Value Enhancement / Transaction

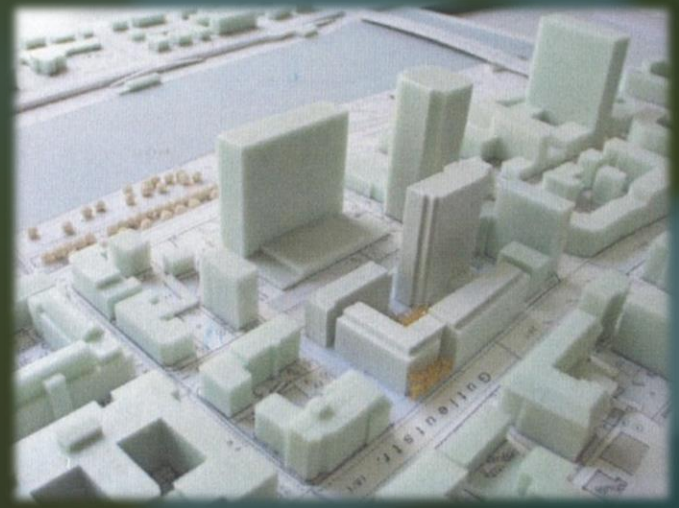
Client: Swedish insurance company / Dutch trust company
Place: Banking district of Düsseldorf
Use: Office and Retail
Gross floor area approx. 31,000 m²
Total investment approx. € 110 Million

Project Financing / Design Review

Client: Private Asset Management Company
Place: Frankfurt am Main
Use: Office, Retail, Petrol station and multi-storey car parking
Gross floor area approx. 60,000 m²

Value Enhancement - Redevelopment

Client: international five-star hotels operator
Place: Frankfurt am Main
Use: Office, Hotel and Residence
Gross floor area office approx. 16,000 m²
Gross floor area hotel approx. 13,000 m²
Gross floor area residence approx. 3,000 m²



Strategic Advisory

Client: Utility Provider
Place: Cologne
Use: Conversion of military barrack into end-of-runway Distribution/Logistic park
Gross property area approx. 52 hectares

THANK YOU!

Real Estate Advisory

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