



Jamison Group – Madrid Real Estate Platform

Partnership, Expertise, Execution

MARKET OPPORTUNITY

Spain & Madrid Real Estate – Institutional Capital Inflection Point



Institutional Surge

Madrid leads European capital deployment post-2022, with institutional RE investment accelerating rapidly across prime markets



Demographic Tailwinds

3.3M metro population growing 1.2% annually
Young, dynamic demographic driving sustained housing demand



Regulatory Clarity

Streamlined permitting, municipal alignment
Enhanced international capital access reduces investor friction significantly



Price Momentum

Residential +8% YoY (2023-2025)
Limited development inventory in Salamanca, Retiro, Lavapiés creates scarcity premium

FOUNDATION

Jamison Group – The Partnership Foundation

25+ Years of Alignment

Complementary expertise. Institutional track record. Proven execution across continents

Bringing talents into action

Financial discipline; and

Risks mitigation

Founding Partnership

Team brings 25+ years working relationship

Core Competencies

Real Estate & Legal, Capital Markets, Private Equity, Project Finance, Operations & Execution, Financial Analytics & Risk

Platform Thesis

Institutional-grade capital structuring combined with operational excellence and local development knowledge

Strategic positioning: Acquire, rapidly reposition, and exit via sale, JV partnership, or rental hold in high-value Madrid submarkets

Institutional Depth & Complementarity

70+ Years Combined Experience in Project Finance, Real Estate & Private Equity



Mariano Martí

Co-Founder, Real Estate & Legal

- 25+ years real estate investment and development
- Co-founder Jamison Group (2008-present)
- \$3bn+ managed assets, €250M structured investment fund



Bertrand F. Guillot

Managing Partner, Capital Markets & Project Finance

- 30+ years international investment banking and private equity
- Citibank : Built CEMEA project finance team
- ANZ Investment Bank: Head of project finance Americas division
- AIG Global: Head of \$1B Latin America PE fund (2001-2008)



Victoria Dowling

Director of Projects, Operational Delivery

- Plaza Houssay: Lead director, €2M investment, successful exit
- Madrid portfolio: 10+ assets managed end-to-end
- 6+ years urban development coordination in Madrid & Buenos Aires
- Expertise: Construction oversight, local financing, cash flow



Maria Teresa Fleitas

Advisory Board

20 years in financial analytics. Expert in credit risk and data mining. Co-founder of NAT, credit risk management & data scientist to financial institutions



Ali Fakhri

Advisory Board

30+ years in London and GCC property markets (CB Hillier Parker, Dubai Properties). \$480M in asset acquisitions, \$430M in disposals, over \$1B in assets under management. 30 years RE expert with 20 years Middle East presence

The Madrid Platform – Three-Asset Value-Add Strategy

Strategically positioned across three high-conviction Madrid submarkets with multiple value creation pathways and exit optionality.



Santa Isabel 18

Residential/Hospitality Hybrid

Historic Madrid. In structural reforms. Mixed-use repositioning with rental upside and hospitality optionality. Co-sponsor: Petrus Grupo



Velazquez 97

Air Rights Development

Salamanca district prime location. Air rights unlock luxury residential density. Significant appreciation via density monetization. Partner: Petrus Grupo



Lavapies 50

19 Units + Retail

Fully renovated. 19 residential units plus street-level retail. Emerging neighborhood with demographic inflow. Income-producing, refinance-ready



Local Partner — Petrus Grupo Inmobiliario

Petrus Grupo Inmobiliario is a third-generation Spanish real estate group with over **65 years of experience** specialising in construction, housing promotion, and comprehensive rehabilitation of historic buildings. Concentrating on high-end areas of Madrid and Barcelona, Petrus is a **rehabilitation market leader** that develops projects with leading entities for joint business development

6,000

Homes Built

12.5M

sqm Urbanised

17,240+

Employees

460

Buildings

Berkshire Hathaway HomeServices

Warren Buffet's Realtor's partner in Spain



Featured Projects



Santa Hortensia

23 flats of 1-2 bedrooms in Prosperidad, Madrid. Prices from €358K to €699K.



Colombia

56 apartments, 96 parking spaces across 10 floors with seven housing types. Designed by architect Roberto Rafael Angulo.



Maldonado 64

Exclusive new construction in Salamanca, Madrid. 19 luxury homes.



Molins

38 high-level homes in Les Guardioles, Barcelona, combining premium housing with communal spaces.



Plaza de la Iglesia

38 new homes in San Sebastián de los Reyes, Madrid. 67% already sold.



L.II

Second phase of 42 homes in L'Hospitalet de Llobregat, Barcelona, with parking and commercial premises.



STRATEGIC PARTNERS

General Contractor — RTA Management

Created in 2009, **RTA Management** provides expertise in the real estate sector to financial institutions. The company offers all types of real estate services, from report preparation and comprehensive reform to complete asset management, construction and maintenance.

418

Employees

87 technicians, 64 admin, 265 workers

15,000

Houses Managed

12

Offices

15,000

sqm IL

Five Lines of Business

N

Project & Construction Management

🔧

RE After-Sales Service

🔑

Facility Management

🏠

Interior Architecture

🏗️

Construction

RTA Track Record



Reloj De Sol

Living — 11 spaces, 200 sqm, 12 months



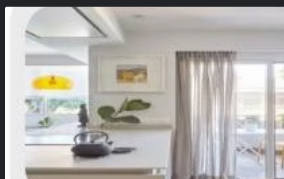
París en Barcelona

Living — 11 spaces, 200 sqm, 12 months



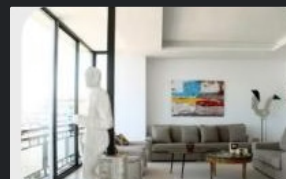
Todo Por La Playa

F&B — 12 spaces, 2,000 sqm, 6 months



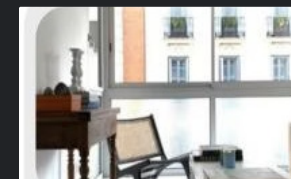
Amarillo Limón

Living — 5 spaces, 90 sqm, 4 months



Visión De Futuro

Living — 10 spaces, 250 sqm, 7 months



Alta Costura

Living — 3 spaces, 50 sqm

Made with GAMMA

Navigate Madrid's Urban Regulations with Confidence - a+ECU

Strategic Zoning & Permitting Advisory

Complex landscape

In the complex landscape of Madrid's urban development, securing permits efficiently is critical, especially for high-value air rights projects. As a specialized Urban Planning & Regulatory Advisor, a+ECU leverages deep expertise in zoning strategy and municipal permitting to de-risk project timeline

Strong Municipal Relationships

Unlike traditional approaches, a+ECU provides a compliance roadmap that accelerates administrative authorizations

This strategic role is built on cultivating strong municipal relationships to navigate processes like those managed by Entidades Colaboradoras Urbanísticas (ECU), such as a+ECU in Madrid

Value Proposition

- **Accelerated Permitting:** Direct municipal insight streamlines the process for "licencias" and "declaraciones responsables"
- **Risk Mitigation:** Proactive compliance roadmaps reduce uncertainty and delays in project timelines



a+ECU

Urban Planning & Regulatory Advisor

Specialization: Zoning strategy, municipal permitting, administrative authorizations.
Strategic role: Accelerated permitting via municipal relationships, compliance roadmaps.

Value: Reduces permitting risk and timeline uncertainty, critical for air rights projects

Track Record

Jamison Group has delivered significant projects across multiple continents, including investment funds of **€250 million** for Southern Europe and **\$75 million** globally, alongside major residential and commercial developments.



2,500 sqm in Madrid City Center
Residential & Tourist buildings

20M€ invested in 2025
Salamanca & Historic Centre

65M€ in new projects
Strong short term Pipeline



Madrid Competitive Advantages

Defensible Market Positioning: Integrated Capability Across Deal Flow, Execution, Capital, and Regulatory Access



Off-Market Deal Access

Mariano and Petrus 65-year heritage provide deep municipal relationships and established developer network. Combined with Jamison institutional connections for below-market entry pricing



Rapid Repositioning

Victoria Dowling operational leadership refined through Plaza Houssay and 10+ Madrid projects. RTA in-house PM ensures timeline certainty. a+ECU accelerates regulatory pathways



Capital Structuring

Bertrand's private equity & project finance expertise enables complex debt / equity structures and investors' relationship management



Market Timing

Institutional capital influx accelerating. Limited prime inventory creates scarcity premium. EU regulatory stability reduces friction. Pricing appreciation supports multiple exit paths

Jamison Value Creation Model

Multi-Factor Return Generation Through Disciplined Execution

Rapid Repositioning

18-24 month targeted renovation cycle.

Market Timing

Seek 8%+ appreciation and institutional entry.

Acquisition Discipline

Off-market sourcing and below-market pricing.

Exit Flexibility

Hold, JV, institutional sale, or developer exit.

Our value creation methodology combines disciplined acquisition with operational efficiency and strategic market timing to generate superior risk-adjusted returns across multiple exit scenarios.

Acquisition & Repositioning

- 12-18% discount to market via off-market sourcing
- Compressed 18-24 month repositioning timeline
- In-house construction oversight and cost control
- Regulatory pathway acceleration via municipal leverage

Market Dynamics & Exit Strategy

- 8%+ annual pricing appreciation (historical and forward)
- 4-6% rental rate appreciation in premium segments
- Multiple exit pathways: rental hold, institutional buyer, JV syndication, developer sale
- Supply scarcity in prime neighborhoods enhances pricing power

Why Jamison Group

Institutional-Grade Execution in High-Conviction Madrid Market



Proven Partnership

25+ year management partnership with complementary expertise across capital markets, legal, operations, and analytics. Institutional capability matched with local mastery.



Partner Ecosystem

Petrus (65-year development excellence), **RTA** (execution certainty), **a+ECU** (regulatory leverage). Combined advantage creates defensible competitive positioning.



Scalable Platform

Madrid anchor expandable to Barcelona, Valencia, Lisbon, and broader European metros. Well-capitalized and positioned for institutional growth.

Partnership Pathways

Senior Debt Financing

Bridge loans, mezzanine structures, long-term fixed-rate debt options

JV Partnership

Equity co-investment on individual assets or platform-level structures

Placement Agent

Institutional LP syndication, capital raising for fund deployment

Strategic Partnership

Capital access arrangements, expertise sharing, co-promotion