



 **Almar**
consulting

**CORPORATE
DOSSIER** 20
24

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Who we are





01

Who we are

Almar Consulting was established in 2011 as a real estate consultancy specialising in advisory, technical, and operational management for any real estate asset. These services include: Project Management, Property and Facility Management, and advisory services optimising the value of our clients' assets and properties.

Our team of professionals have extensive skills and longstanding expertise in Real Estate and Construction, which provides us with a deep understanding of the market, the stakeholders involved, and the opportunities and trends. This solid base gives us the ability to advise our clients in any situation.

Almar Consulting provides high added value and complementary technical services throughout the entire real estate value chain.

Almar Consulting continues to grow, collaborating with new clients and developing the business lines we provide. We have a specialised team, with more than 170 professionals throughout Spain and Portugal.

The company



02

Almar Consulting

your real estate **technical services company** "one-stop-shop"

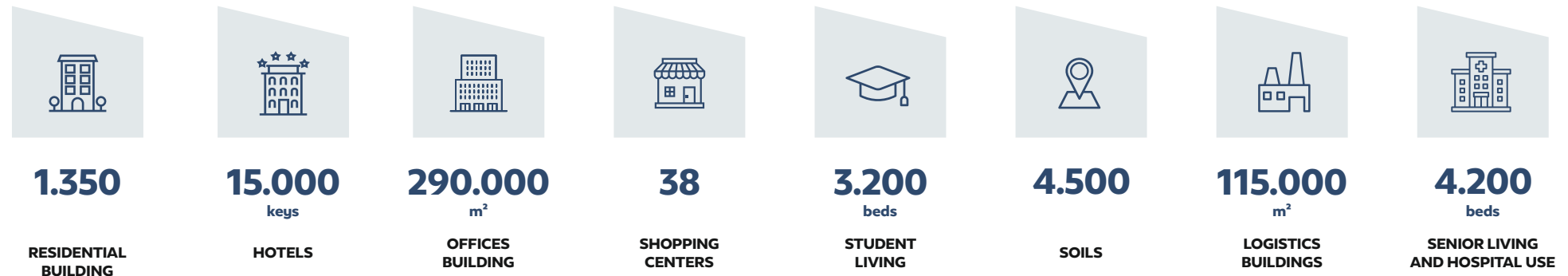
Almar Consulting as an "end-to-end" technical services company we aim to be your **high value-added technical** partner for the whole real estate cycle.

Impact on the entire natural value chain of the sector:

- **Planning**
- **Management**
- **Consulting**



High knowledge in all types of assets



Management team



03

Management team

At Almar Consulting we take care in everything we do, and for this, we have a specialised team prepared in each of our sectors.



JOSÉ LUIS MIRÓ

Partner - President

Economist. MBA. 25 years of experience.

Responsible for coordinating Risk Management at KPMG across all offices. As a senior manager at KPMG, lead multidisciplinary teams in leading companies undertaking restructuring projects. General Manager of a real estate company with 8 branches and presence in 3 countries. Executive Deputy Chair of Grupo Sando, a group with 5 business divisions and over 1 billion euros in turnover.

Lead the acquisitions and mergers of several companies by Grupo SANDO for more than 250 million euros.



JUAN JESÚS PELÁEZ

Partner

Technical Architect and Building Engineer.

Official Master in Occupational Risk Prevention.

25 years experience. Production Manager for Andalusia at Constructora San José. Technical Director of Sando, coordinating a team of over 30 technicians in Spain and Poland with an annual production of some 800 dwellings. Construction Manager for numerous projects.



MANUEL RODRÍGUEZ

Partner

Urban Architect and Executive MBA (IESE), with 30 years of experience in the real estate sector.

He has been Production Director and member of the Executive Committee of SEPES, a public land entity of the Ministry of Development. In 2005, he joined the Sando Group as Land, Planning and Assets Director, and later Assistant General Manager of the Real Estate Division. Before joining Almar Consulting as a partner, he held positions as the Chairman and Director of several and real estate development companies, both public (Bilbao Ría 2000, ZAL del Puerto de Barcelona, Puerto Seco de Madrid, Gestur Rioja) and private (DUSE, Avanza Madrid Vivienda Joven).



AURELIO FERNÁNDEZ

Partner

Architect. Project Manager.

Director of Project Management in Almar Consulting. Construction Manager in Hill International. Constructor Manager in Hecesa Real estate. Architect and Director of real estate in PROCISA and Urbanizadora Somosaguas.

Director of iconic International Projects, such as: La Finca business center in Pozuelo de Alarcón (Madrid), BBVA business complex in Madrid and prestigious 5 star Hotels, GL and office buildings.



PEDRO MIGUEL DE OLIVEIRA

Partner - Portugal

Civil engineer.

Superior Member of the Order of Engineers. 15 years of experience. Supervision Director of various commercial and rehabilitation projects, leading teams of more than 20 technicians.

Extensive experience in project management, especially in the field of rehabilitation, leading multidisciplinary teams. Site manager of various buildings in rehabilitation in the Lisbon area.

Our offices



04

Our offices

presence throughout **the peninsula**

At **Almar Consulting**, we have the knowledge and experience to provide a detailed service tailored to each client throughout Spain and Portugal.

MAD

1, María de Portugal st.
Building 3 - Floor 4
(28050) - Madrid

+ 34 917 372 759

BAR

96, Balmes st.
Floor 1 - 2º
(08008) - Barcelona

+ 34 930 130 357

SEV

5, Américo Vespucio st.
Door 4 - Floor 2
(41092) - Sevilla

+ 34 917 372 759

MÁL

3, De las Américas Avenue
Floor 2 - Office 2C
(29002) - Málaga

+ 34 917 372 759

TEN

Business Centre
49, Santa Rosalía st
(38002) - Tenerife

+ 34 917 372 759

COR

Business Centre
8, Rafael Alberti st.
(15008) - La Coruña

+ 34 917 372 759

VAL

58, Cortes Valencianas Avenue
Floor 10 - Office 10
(46015) - Valencia

+ 34 917 372 759

MUR

4, Primo de Rivera Avenue
(30008) - Murcia

+ 34 664 483 452

LIS

7, Praça de Alvalade, 5º Esq
(1700-036) - Lisboa
Portugal

+ 351 211 974 367



Business lines



05

Business lines



URBAN PLANNING

- Analysis and situation of assets
- Land and site survey and appraisal
- Strategy consulting
- Advice on asset optimisation
- Planning consulting and management
- Infrastructure consulting and management



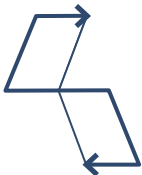
PROJECT

- Project Management
- Development management
- Construction project management
- Implementation management



ASSET MANAGEMENT

- Strategic management
- WIP portfolio categorisation
- Pre-purchase analysis
- Performance monitoring



CONSULTANCY

- Due Diligence
- Valuations
- Sales consultancy
- RE Secured loans
- Commercial studies and product placements



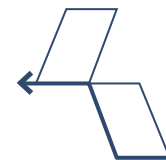
TECHNICAL SERVICES

- Auditing and certificates
- Technical inspection
- Reporting on the situation of the development
- Engineering
- Control of technical incidents



FACILITY MANAGEMENT

- Site security
- Health and Safety
- Maintenance and management



SUSTAINABILITY AND INNOVATION

- Energy efficiency
- Energetic certification

ALMAR CONSULTING has 25 professionals on its staff as Associates to the BREEAM® Spain certification

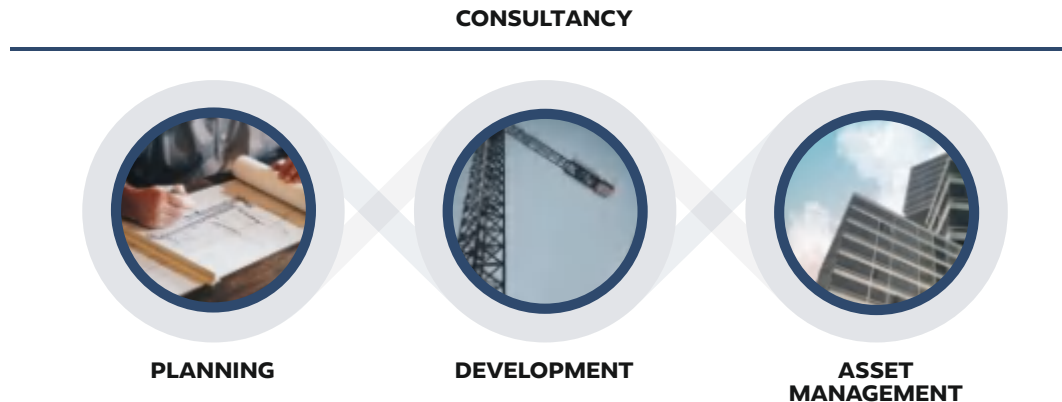
Our professionals are qualified to ensure compliance with the LEED® certification and its different categories.



05

Property business value chain

Almar Consulting provides high added value services along the entire property value chain from a technical perspective.



PLANNING

- The **initial stage**, including land management, planning and design.

URBAN PLANNING

- Land and site surveys, providing land valuation and budgeting, financial planning, and CAPEX and OPEX assessment.
- Assistance to property owners in urban development management and management of infrastructure works.
- Financial feasibility and land marketing studies.
- Advice on land management, including compensation boards.

TECHNICAL SERVICES

- Architectural services for drafting projects and preliminary studies, project management, and resolving conflicting requirements.
- Drafting technical reports, certification and sustainability reports, technical audits and BIM management.

MANAGEMENT

The **second stage** of the value chain, which is sustained over time, including project management and managing the final assets.

PROJECT MANAGEMENT

- Project Management - Construction cost control.
- Control of all the processes involved in the construction process, including construction management and implementation.
- Monitoring of project management, ensuring that all parties involved comply with the obligations and terms stipulated.
- Contract management of outsourced facilities management in shopping centres.
- Pre-marketing support services.
- Management of promotions, security services, health and safety services and after-sales services.

ASSET MANAGEMENT

- Facilities management of assets, management of suppliers, maintenance, upkeep or enhancement of assets.
- Asset audits, management plans and sustainability studies.

CONSULTANCY

High added-value services, complementing the Planning and Management divisions.

- Market positioning as a technical consultancy.
- Technical due diligence studies.
- Technical evaluations throughout the construction work.
- Detailed technical analysis of portfolio sales.
- Solutions for problem assets, including: land, industrial buildings, and stopped construction sites.
- Market and feasibility studies, including: socio-economic analyses, analysis of supply, available commercial resources and sales price recommendations.
- Risk management.

05

Urban planning

Scope of work of **Almar Consulting**

- /// Land Due Diligence. Land and plot surveys: boundaries, easements, site-planning, construction and topographic.
- /// Assisting the owner in the process of application, processing and approval of any planning instruments and / or infrastructure management.
- /// Technical proposals for implementation and planning.
- /// Advice on land management.
- /// Assisting the owner in the compensation boards.
- /// Analysis of alternatives for land development, including technical implementation proposals.
- /// Control and supervision of the implementation of urban.
- /// Infrastructure. Control and supervision of infrastructure expenses.
- /// Land valuations and budgeting.



05

Project management

Scope of work of **Almar Consulting**

- /// Project management: Technical management of projects and investments.
- /// Project monitoring: Financial protection of the technical investment.
- /// Collaboration in establishing owner's objectives (cost-time-quality). Preparation of initial report and management plan.
- /// Stakeholder management throughout the life of the project. Meetings, communications and documentation management.
- /// Technical project management. Coordination between the different participants in the project (architects, interior designers, engineering, consultants).
- /// Value engineering.
- /// Cost management.
- /// Management of licenses, permits and authorizations.
- /// Risk management and decision making.
- /// Deadline management.
- /// Tender management.
- /// Construction management.
- /// Post-sale and/or deactivation management. Detailed reviews, preparation of the final work documentation and licences.
- /// Follow-up during the warranty phase. Follow-up with the construction company.
- /// Management of construction works in private construction sites. (CTPW) Overseeing outsourced facilities management in shopping malls.
- /// Drafting of technical documents: Concept/Schematic Design, Technical Design/Construction Documents, special and engineering designs, Close-out Documents.
- /// Project management, health and safety coordination

05

Asset management

Scope of work of **Almar Consulting**

- /// The strategic and operational management of all measures that affect the profitability and risk of the developments under management.
- /// Categorisation and segmentation of promotions to facilitate your global vision and decision making.
- /// Periodic review of the main aspects of the business plan for each asset.
- /// Supporting the owner in divestment decisions.
- /// Coordination and supervision of the security plan and access control that the client maintains for each asset.
- /// Representation of the property before the local public administrations and/or other agents participating in the promotion process.
- /// Identify possible actions that add value to the asset, such as the renegotiation of contracts, easements, other agreements with third parties, changes of use, etc.
- /// Coordination with the client for the correct coupling of market studies and pricing processes in the business plans of each asset.
- /// Complete pre-purchase analysis in cases of new promotions.
- /// Preparation of budget for each project and for the portfolio.
- /// Control and analysis of the evolution of budgets.
- /// Periodic reporting to the owner to monitor the management of promotions.



05

Consultancy

Scope of work of **Almar Consulting**

Our team, with more than 25 years of market experience, can achieve maximum profits for clients when both buying and selling.

This experience allows us to provide an objective and independent analysis of the profitability and cash flow expected in real estate projects, under current market conditions.

- We plan acquisition strategies for real estate assets in a proactive, innovative and flexible way.
- We arrange financing and implement value-added strategies.
- Technical due diligence studies of assets.
- Technical assessments throughout the works.
- Detailed technical analysis of portfolio sales.
- Solutions to problematic assets, including: land, industrial buildings, stopped works.
- Market and feasibility studies, including: socio-economic analysis, description of the offer, available commercial resources, and sales price recommendations, among others.
- Risk management.

05

Technical services

Scope of work of **Almar Consulting**

- /// Urban, technical and environmental due diligences.
- /// Reports and technical inspections of land and buildings: valuation, repair, assessments or expert opinion, etc.
- /// Technical projects and facultative directions: architecture, facilities, etc.
- /// Engineering.
- /// Technical audits.
- /// Monitoring of works: cost, term and quality.
- /// Review of projects, installations, and commissioning.
- /// Creation and verification of identification cards and certificates.
- /// Estimates of financial investment for purchase or improvement.
- /// Control and analysis of the evolution of budgets.
- /// Regular reporting to the owners to monitor investment performance.
- /// Maintenance management.



05

Innovation and sustainability

Almar Consulting supports sustainable architecture

Almar Consulting is committed to Sustainability, which is why it has developed an important line of business that is continuously growing. Within sustainability, Almar excels principally in:

- /// Professionals accredited in different Sustainability seals of recognized international prestige.
- /// Passivehouse Designer, BREEAM INTERNATIONAL (New Construction, In Use), BREEAM Spain (New Construction, Housing and In Use), LEED New Construction and Operation and Maintenance, WELL.
- /// Employees with additional Sustainability knowledge ready to join projects. Among our professionals we have 25 BREEAM Associates, distributed throughout the different delegations.

Almar is committed to a process of continuous improvement incorporating the latest sustainability strategies and innovations:

- /// Measurement and benchmarking strategies.
- /// Decarbonization strategies.
- /// Non-financial reporting: ESG; Climate change impact reports aligned with taxonomy.
- /// Complementary study reports: energy simulation, natural light, life cycle analysis.
- /// Impact studies: carbon and water footprint, life cycle cost, flooding.
- /// Energy efficiency studies, audits, envelope improvement, consumption.
- /// European taxonomy and sustainable financing.
- /// ESG Policies (Environmental, Social and Governance).

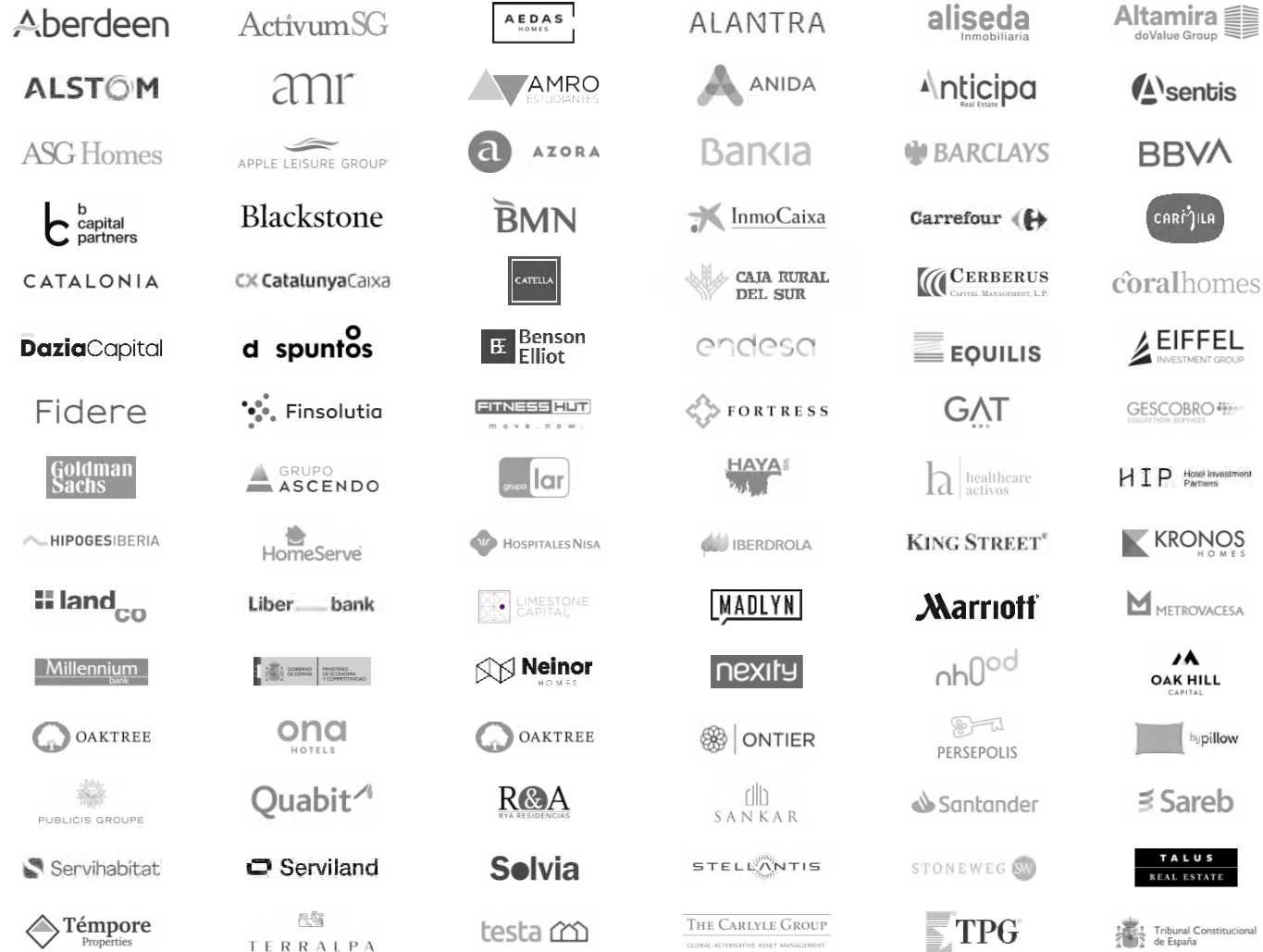


Our clients



06

Some of our customers

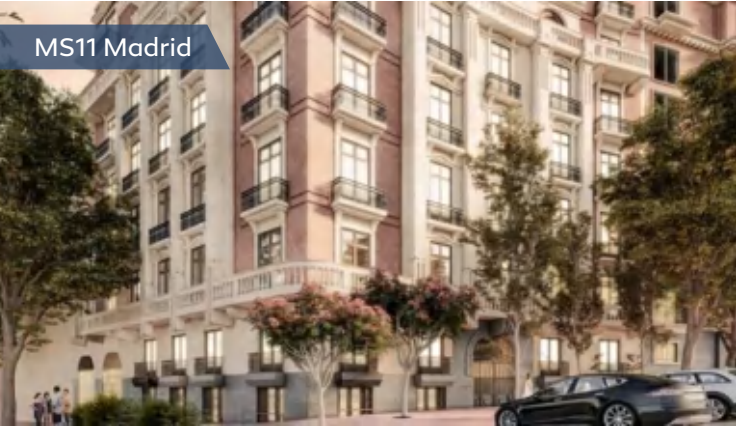


Projects references



07

Residentials



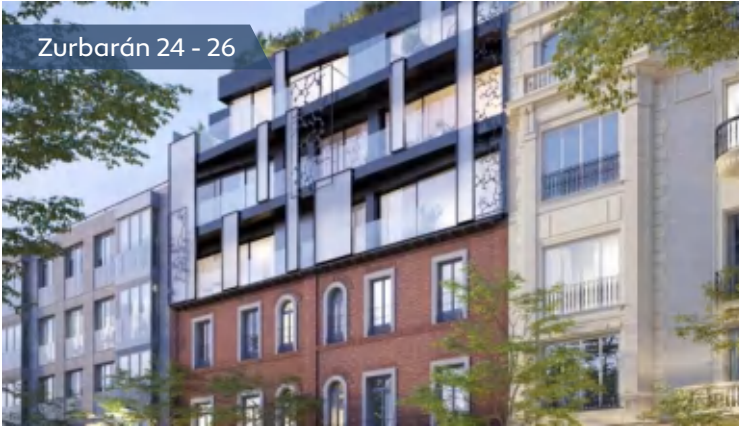
MS11 Madrid

Madrid
 Rehabilitation of exclusive luxury homes - Project Management
 Construction management Almar Consulting



Residential Las Nereidas

Málaga
 Development of 85 new homes
 Project Management



Zurbarán 24 - 26

Madrid
 Restructuring and refurbishment of building into 8 luxury homes and other uses
 Project Management



Mediterránea II

Mallorca
 Promotion of 121 apartments with common areas with pool and gardens
 Project Monitoring



Households AH

Alcalá de Henares
 Promotion of 128 homes, 192 parking spaces, storage rooms and swimming pool - Project Monitoring



Perbes single-family homes

Galicia
 Development of 7 single-family houses
 Project Management

07 Hospitality



TRS Ibiza Hotel

Ibiza
Refurbishment and renovation of rooms, common areas and hotel upgrades - 379 rooms - Project Management



Pez Espada Hotel

Torremolinos, Málaga
Renovation, redesign and upgrading of hotel, 209 rooms and FF&E Project Management



Grand Palladium Sicilia Hotel

Sicilia
Complete room and common areas restoration and 5* upgrade 469 rooms - Project Manager



Vilalara Hotel

Algarve
Resort with 118 keys, 7 owned apartments and 16 apartments of third parties in management - Project Management



Aethos Mar I Pinis Hotel

Mallorca
Renovation of rooms and common areas - 50 rooms Project Management



Barceló Aguamarina Ponent Hotel

Mallorca
Review of the activity of renovation and expansion works Project Management

07

Student residences



Student Residence in Teatinos

Málaga

Student housing - 230 beds
Project Monitoring



El Carmen Student Residence

Huelva

Student housing - 440 beds
Project Monitoring



Student Residence in Pineda

Sevilla

Student housing - 331 beds
Project Monitoring



Tramontana Student Residence

Sevilla

Student housing - 22 beds
Project Monitoring



Burjassot Student Residence

Valencia

Student housing - 342 beds
Project Monitoring

07 Offices



Ontier Offices

Madrid
Implementation project of the new offices of the company in the Havana building - Project Management



Constitutional Tribunal

Madrid
Master Plan for the renovation of the Constitutional Court
Master Plan Manager - Technical assistance



Áncora 40

Madrid
Rehabilitation and expansion project of the Business Services building and parking lot - Project Management



Business Complex Av. Manteras

Madrid
Construction of a business complex of 24.600 m² in Av. de Manteras 14/16 - Intervention in Project Phase



Office Building Málaga Plaza

Málaga
Renovation of 5.500 m² common areas, facade and fit out of offices
Project Management and Construction Management



Office Building Gran Vía 866 - 872

Barcelona
Renovation of 9.000m² of lobby, accesses and common areas
Architecture, design and installations - Project Management

07

Shopping centers

Shopping Center Plaza Mayor



Málaga

Construction of the shopping center and the infrastructure of the sector and start-up - 53.000 m² GLA - 146 stores - 3.300 parking spaces
Construction Delegate Juan Jesús Peláez

Shopping Center Puerta de Europa



Algeciras

CTPW - 29.757 m² - 100 stores - 1.958 parking spaces

Business Park COPO



Almería

First phase of construction of the shopping center 27.040 m² GLA
66 stores
Construction Delegate Juan Jesús Peláez

Shopping Center El Pinar de las Rozas



Madrid

CTPW - 10.000 m² - 30 stores

Shopping Center Vía Hortaleza



Madrid

CTPW - 20.000 m² GLA - 65 stores

Shopping Center Benalmar



Málaga

Construction of the shopping center and the infrastructure of the sector and start-up - 12.000 m² GLA - 29 stores - 400 parking
Construction Delegate Juan Jesús Peláez

07

Logistics buildings



GM Cash

Almería
Construction of a building for GM CASH centers
Construction Delegate Juan Jesús Peldez



Mercadona

Arroyomolinos
Construction of center for Mercadona
Construction Manager Aurelio Fernández



CASA

Cádiz
Aircraft construction and storage building expansion for CASA in Puerto Real
Construction Delegate Juan Jesús Peldez



ETS of Telecommunications and Computer Science

Málaga
Construction School of Computer Science and Engineering
Construction Delegate Juan Jesús Peldez



Warehouse in Alcalá de Henares

Madrid
Warehouse without activity - Los Dólmenes Industrial Estate, area called "Corredor del Henares" - 6.720 m² built



Warehouse for logistics in Alcalá de Guadaira

Sevilla
Warehouse for logistics use, storage and distribution of products of childcare - 9 loading docks and 25 surface spaces

07

Hospital use and Senior livings

Senior Residential Center



Córdoba

Residence for the elderly - 148 residential places - Project Monitoring

Zaratán Residence



Madrid

Geriatric center 6.000 m² - 173 resident places - Due diligence

Virgen de la Caridad Hospital



Cartagena, Murcia

700 m² y 40 beds - Due diligence

Campo de Gibraltar Hospital



Palmones, Cádiz

9.500 m² - 120 rooms and an intensive care unit - Due diligence

Colisée Sauvía Residence



Salamanca

Socio-health center - 224 residential places - 121 rooms
Technical Due diligence

Emera Vital Parque Residence



Albacete

Residence for the elderly - 252 residential places - 158 rooms
Technical Due diligence

07

Sustainability projects



El Carmen Student Residence

Huelva
440 beds - Certification Management Breeam®



Burjassot Student Residence

Valencia
342 beds - Certification Management Breeam®



Guadalmina Hotel

Málaga
Pre-evaluation Breeam®



Abeiro Gold Residence

Lugo
191 residential places and 30 day centers
Pre-evaluation Breeam®



BTR Housing

Valdemoro, Madrid
Promotion of 250 homes with storage room and garage space
Pre-evaluation Breeam® - Certification management Breeam®



Butarque Housing

Madrid
108 homes and 109 garages with communal gardens and swimming pools - Pre-evaluation Breeam® - Certification management Breeam®

Corporate responsibility and enviromental policy



08

Environmental policy

Responsible company, committed to the care and respect of the environment in our activities.

At **Almar Consulting**, we believe that as a pioneering company, we must consider our impact on environment and also be committed to improving conditions in society and to sound governance.

As part of this commitment, the company's environmental policy includes measures to curb the possible indirect and/or direct impact of any of its activities. The framework of our Environmental Policies provides the reference to set and review the company's goals and objectives and for all that we do.

We comply with legal requirements and regulations on environmental matters holding:

- /// ISO14001
- /// ISO 5001
- /// We apply environmental criteria in all planning and decision-making processes.
- /// We prevent contamination in our activities, working in synergy with the sustainability department: waste, circularity, materials, etc.
- /// We promote good environmental practices among our suppliers and customers.
- /// We hold training and awareness programs.
- /// We rationalise the use of resources in our projects, minimising the consumption of water, paper and energy, reducing waste and emissions, and promoting recycling.
- /// We identify improvement points in our client's projects, both in the use of materials and in the measures applied.

08

Corporate social responsibility

The main projects undertaken by **Almar Consulting** are:

KM42 School - Mae Sot - Burma

This cooperation has culminated in establishing the solidarity project "Building for Burma" to fully finance the construction of a medical center and a warehouse. In 2018 we traveled to Burma and proposed the construction of a 106 m² clinic with 5 rooms, 4 bedrooms and a treatment room where children with contagious diseases can be treated in isolation.

ONG Grupo Envera - For Social Integration

Almar collaborates with this not-for-profit organisation, whose objective is to improve the quality of life of people with intellectual disabilities. We are working with them to guarantee equal opportunities, provide early care, school support and training, job placement and employment, leisure, culture, and sports, as well as providing assistance in residences, occupational centers and day centers.

Incorporation of new graduates into the world of work

One of the biggest unemployment problems in Spain centres on new graduates who need work experience to get a job commensurate with their training. **Almar Consulting** has established intern and trainee programmes within the company accredited by:

/// **Ícaro**: Management of Practices in Business and Employment used by the Andalusian Public Universities and the Polytechnic University of Cartagena.

/// **SEPE**: Vocational training for employment.

We also collaborate with: Polytechnic of Madrid; Polytechnic of Barcelona; Polytechnic of Valencia; ICADE; Francisco de Vitoria; IE; European University and Complutense University.



08



Sponsorship of Audrey Pascual, adapted ski champion

Almar Consulting is proud to sponsor the young 18-year-old athlete Audrey Pascual, who was born without tibiae and who is an example of talent, self-improvement and effort, values that inspire our company.

Her dream: to participate in the 2026 Milan Winter Paralympics and win a medal in the adaptive alpine skiing category.

Audrey has been training hard every week with the goal of the Milan 2026 Winter Olympics, but unfortunately she did not have the financial means to be able to attend the international competitions to qualify for the Olympic Games.

Her fate crossed paths with that of **Almar Consulting**, and we are now her primary supporter and accomplice in this impressive challenge.

Monitor Mountain Sports School

Strengthening our commitment to the development of sport and culture, **Almar Consulting** has become an official sponsor of the Monitor Mountain Sports ski school in Baqueira.

The Monitor Mountain Sports school, located in Baqueira, is a school oriented at all levels and supported by great ski and mountain professionals who offer quality training and enormous value to their students. The collaboration of **Almar Consulting** helps them to grow and launch solidarity programs to give young people from the area both sports and professional opportunities. In the summer season, mountain sports are encouraged with activities such as hiking, mountain biking, routes, etc. This gives us presence in the valley throughout the year.

Support for the Adapted Women's Surf Team - Fundación También

Since 2023, Almar Consulting has been collaborating with Fundación También through sponsorship of the Adapted Women's Surf team, thus helping five athletes continue their preparation to participate in various national and international championships of this discipline, which they eagerly prepare for with so much enthusiasm, giving visibility to this inclusive sport.

Certificates



09

Certificates

Certification and trust Chamber S.L.U.

Our consulting services are certified. We have a quality management, environmental management system and Health and Safety management system endorsed by Cámara Certifica.

Certification and trust MSI8



ISO 9001

Certifies the quality management system implemented in the firm Almar Consulting.

Fulfills the requirements of UNE-EN ISO 22301:2015



ISO14001

Certifies that the environment management system implemented in the firm Almar Consulting.

Fulfills the requirements of UNE-EN ISO 22301:2015



ISO 45001

Certifies that the Health and Safety in the workplace management system implemented in the firm Almar Consulting.

Fulfills the requirements of UNE-EN ISO 45001:2018



MSI8

Certifies that the Business Continuity Management system implemented in Almar Consulting, real estate consultancy specializing in advising, representing, and managing the technical and operational aspects of any real estate asset.

Fulfills the requirements of UNE-EN ISO 22301:2015



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