International Development Services
URBAN DEVELOPMENTS

SAVILLS IDC Services

The IDC team is based in the Savills corporate headquarters in London, and have unrivalled experience of working on residential projects ranging from prime small-scale residential schemes to large-scale mixed-use resort master-planned communities.

By working closely with Savills international offices and sales teams throughout our 600 offices worldwide, we have a thorough understanding of global property demand dynamics. Our knowledge of target buyer markets, in terms of nationality, product and design preferences, purchase motivations and budget, means that we can advise on all aspects of the development process, whilst taking into account how the product will be brought to the market. This will contribute to ensuring successful sales levels and consequently higher investment returns.

Building a Lifestyle

Taking into account end-users’ demand, we can advise on the type, mix and location of the residential component of the development, as well as its relation to adjoining land-uses. Corresponding to residents’ and guests’ needs, we provide consulting services throughout the development process, on supporting amenities, facilities and services, whilst also considering social infrastructure requirements such as schools, commercial premises, hospitals, community centres or sports facilities. The development concept is reflected not only in the ‘placemaking’ design of the physical space, but also in the market positioning and perception of the operating brand. Savills’ experience in the hospitality sector enables us to consult and secure leading hotel operators.

Maximising Returns

All of these factors must be considered in order to maximise the efficiency and financial returns from the project. The more desirable the on-site lifestyle is perceived to be, the higher the value of the residential real estate, and subsequently the return on investment. Therefore, our advice is focused on drawing in buyers, guests, and financial development partners to invest in well-planned, intelligently designed and socially responsible projects, thereby ensuring the long-term commercial viability of the entire development.

We can advise on all aspects throughout the development process acting as your trusted partner from start to finish.
**International Development Services**

**SERVICE RANGE**

Savills International Development Consultancy department specialises in providing consultancy advice on a range of residential, hotel and integrated resort schemes, from niche high end to large mixed-use regeneration projects. Our ultimate aim is to maximise value and minimise risk for our clients throughout the entire process of land assembly, design product differentiation and exit strategy.

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Mandarin Oriental Residences, Barcelona is a unique collection of 30 apartments and 4 penthouses with outstanding facilities and excellent service.
**Track Record**

**Towers**

**DIAGONAL ZERO**
*Location:* Barcelona, Spain  
*GDV:* €180m  
*Client:* Grove International Advisors LLC  
*Role:* Development Consultancy & Design Consultancy, Marketing & Sales Consultancy, Residential Sales  
*When:* 2015-Ongoing

High-rise residential scheme with high-end retail and F&B provision (reconversion from office use).

**ENTRECAMPOS**
*Location:* Lisbon, Portugal  
*GDV:* Not Disclosed  
*Client:* Fidelidade / Fosun  
*Role:* Market Research, Non-branded & Branded Residential Development Consultancy, Serviced Apartment Development Consultancy, Pricing Recommendations, Feasibility Study  
*When:* 2020

Detailed Development Consultancy for the largest landmark development in Lisbon with a specific focus on non-branded and branded residential in addition to serviced apartments feasibility.

**AYIA NAPA MARINA**
*Location:* Ayia Napa, Cyprus  
*GDV:* In excess of €300m  
*Client:* Not Disclosed  
*Role:* Residential & Hotel Feasibility Study, Development Consultancy, Marketing & Sales Consultancy, Residential Sales  
*When:* 2017-Ongoing

Proposed luxury mixed-use resort comprising hotel, branded and non-branded residential units, marina and other facilities.

**AURA PROJECT**
*Location:* Limassol, Cyprus  
*GDV:* In excess of €420m  
*Client:* Not Disclosed  
*Role:* Market Research, Development Consultancy, Design Consultancy, Branded Residences Market Research, Capital Markets  
*When:* 2017-Ongoing

Proposed high-rise residential building in prestigious coastline location (43 floors, c.62,000 buildable area, 11,000 sq m plot, over 150 residential units).
Track Record

Towers

**EDIFICIO ESTEL**
*Location*: Barcelona, Spain  
*GDV*: Approx. €200m  
*Client*: Sunrich  
*Role*: Market Research, Development Consultancy and Pricing Recommendations  
*When*: 2019-2020

Two former office towers within Central Barcelona, to be redeveloped into 253 branded W residences in addition to luxury facilities and amenities including a public da-club and rooftop swimming pool, spa, gym, yoga garden and concert hall.

**BUCHAREST**
*Location*: Bucharest, Romania  
*GDV*: Confidential  
*Client*: Confidential  
*Role*: Market Research, Development Consultancy and Pricing Recommendations  
*When*: 2020

New tower development with approximately 35 residential units.

**TOUR CHARENTON, PARIS**
*Location*: Tour Charenton, Paris, France  
*Client*: French Developer  
*Role*: Market Research, Development Consultancy and Pricing Recommendations  
*When*: 2020

A 12ha regeneration project on the South Eastern periphery of Paris to include office, retail, hotel and residential units. The focus for this project from a residential perspective, was to provide development recommendations for a central luxury residential (200m, 59 storey) tower to include a hotel and a selection of luxury apartments, amenities and F&B.

**THE RITZ-CARLTON RESIDENCES**
*Location*: Limassol, Cyprus  
*GDV*: c €250m  
*Client*: Confidential  
*Role*: Market Research, Branded Residential Consultancy and Pricing Recommendations  
*When*: 2020

The first branded residential project in Cyprus, 182 standalone branded residential apartments branded and operated by The Ritz-Carlton, The prestigious Olympic Resort on the Limassol seafront.
Track Record

Towers

THE RITZ-CARLTON, YELKEN TOWER
Location: Baku, Azerbaijan
GDV: Not Disclosed
Client: Absheron Hotel Group / Pasha Holdings
Role: Market Research, Development Consultancy and Pricing Recommendations
When: 2019 – 2020

Landmark 33-storey tower development within Azerbaijan’s capital city, The Ritz-Carlton Hotel and Branded Residences, comprising of a 190-key hotel and 74 residential units in addition to supporting restaurants, spa, and further leisure amenities.

BELGRADE WATERFRONT
Location: Belgrade, Serbia
GDV: N/A
Client: Belgrade Waterfront / Eagle Hills
Role: Market Research and Branded Residential Analysis
When: 2019

Market Research, Buyer Profiles, Purchasing Process and Costs and Branded Residential sector overview on behalf of Eagle Hills, with specific focus on St. Regis and W branded residences in the project.

LARNACA TOWERS
Location: Larnaca, Cyprus
GDV: In excess of €150m
Client: Not Disclosed
Role: Market Research and Development Consultancy
When: 2017

Proposed high-rise luxury mixed-use branded resort comprising hotel, branded and non-branded residential units.

OXLEY PLANETVISION
Location: Limassol, Cyprus
GDV: €200m
Client: JV local & Asian developer
Role: Hotel and Residential feasibility study, including Market Research, Development Consultancy and Pricing Recommendations
When: 2017

Mixed-use development consisting of a 250-key hotel, 107 residential units in two towers, beach club and F&B facilities.
Track Record

Towers

**W LIMASSOL**
*Location:* Limassol, Cyprus  
*GDV:* €310m  
*Client:* Not Disclosed  
*Role:* Market Research and Development Consultancy  
*When:* 2017

Mixed-use high-rise development of 41 floors, including hotel, branded residences and a beach club.

**EASTSIDE, CAPE VANTAGE**
*Location:* Gibraltar  
*GDV:* €1.8bn  
*Client:* Multiplex / Camoren Holdings  
*Role:* Market Research, Development Consultancy, Sales and Marketing Consultancy and Capital Markets  
*When:* 2007-08, 2013-2015

Mixed-use land reclamation project on the Eastern face of Gibraltar to be built and sold in 5 phases over a 10-year period, including 2,500 residential units, a 500-berth marina, two 5-star hotels, casino, commercial and retail facilities.

**ST REGIS, ASTANA**
*Location:* Astana, Kazakhstan  
*GDV:* Not Disclosed  
*Client:* MG Development LLP  
*Role:* Market Research, Development and Design Consultancy  
*When:* 2014

120-key branded hotel and 50 branded residential units, retail and commercial areas.

**SAFIRO, ADRIATIC COAST**
*Location:* Montenegro  
*GDV:* Not Disclosed  
*Client:* Future Capital Partners  
*Role:* Market Research and Feasibility Study (2010); Design and Development Consultancy (2010-2013); Marketing and Sales Consultancy (2013), Valuation (2013)  
*When:* 2010-2013

200-key hotel, spa and 180 residential apartments.
Track Record
Urban

Quai Branly, Paris
2019 - Ongoing

Client:
Effage Immobilier

Description
Comprising 53 apartments, the branded residential redevelopment occupies one of the most prime locations in all of Paris, lying directly adjacent to the Eiffel Tower.

Services
Market Research, Development Consultancy and Pricing Recommendations
Track Record

Urban

20 GROSVENOR SQUARE FOUR SEASONS
Location: London, United Kingdom
GDV: Not Disclosed
Client: Not Disclosed
Role: Residential Sales
When: 2017-Ongoing

Standalone branded residences project including 37 apartments ranging from 1 to 6-bedroom, reception, library, lounge, spa, parking and other facilities.

VIENNA
Location: Vienna, Austria
GDV: In excess of €150m
Client: Not Disclosed
Role: Market Research, Development Consultancy, Development Recommendations, Pricing Recommendations and Branded Residential Consultancy
When: 2020

Pre-acquisition due diligence for the renovation opportunity of a 19th century palais in the First District of Vienna. The scheme will provide stand-alone branded residences serviced by a luxury hotel operator.

TBILISI
Location: Tbilisi, Georgia
GDV: c. €37 m
Client: Roundhill Capital
Role: Market Research, Development Consultancy, Development and Pricing Recommendations
When: 2020

43,500 sq m site on the hills overlooking Tbilisi city. The development will comprise a 5* hotel with 195 keys and c.40 branded residences.

BATUMI
Location: Batumi, Georgia
GDV: c. €35 m
Client: Bizness Development LLC
Role: Market Research, Development Consultancy, Development and Pricing Recommendations
When: 2020

70,000 sq m hilltop site with views of Batumi city. The development will comprise a 5* hotel with 120 keys and c.40 branded residences.
Track Record

Urban

MANIFATTURA TABACCHI
Location: Florence, Italy
GDV: €31m
Client: Aermont Capital
Role: Market Research, Development Consultancy and Pricing Recommendations
When: 2019

Former industrial and manufacturing facility to be redeveloped to provide Florence with a new residential, hospitality, retail, and leisure destination including the new Polimoda University, co-working accommodation, a hotel, and 64 residential apartments. residential units on prominent.

PALEO FALIRO, ATHENS
Location: Paleo Faliro, Athens, Greece
GDV: c. €70,000,000 (residential only)
Client: Golden Horizon Athens Investments Four
Role: Site Review & SWOT Analysis, Local and International Market Research, Development Recommendations and Financial Appraisal
When: 2019

4.5 ha beachfront site to the south-west of central Athens. The project will comprise of an 80 key hotel with beach club and 83 branded residential units.

THE LANDMARK, NICOSIA
Location: The Landmark, Nicosia, Cyprus
GDV: Over $125m
Client: Cypriot Developer
Role: Residential and Hotel Feasibility Study, Market Research and Development Recommendations
When: 2019

City Centre redevelopment of the Hilton Hotel in Nicosia, Cyprus. The site spans over a total area of c.29,000 sq. m and will comprise c.130 residential units and a 5-star upper-upscale hotel (200+ keys) with affiliated amenities and F&B.

PROJECT CANON
Location: Venice, Italy
GDV: €30m
Client: Oaktree Capital
Role: Market Research and Pricing Recommendations
When: 2017

Development opportunity comprising of 24 residential units on prominent location.
Track Record

Urban

PROJECT PHOENIX, CANNES
Location: Cannes, France
GDV: €61m
Client: Not Disclosed
Role: Capital Markets services including pre-disposal due diligence, preparation of data room and sales particulars, and marketing campaign. Strong demand generated through a 2-stage bidding process and successful deal closure
When: 2016-2017

Two substantial buildings in prominent location with planning permission for conversion into residential with a total GBA of c.13,000 sq m. Over 50 residential units with 130 parking spaces. Branded hotel.

FARO LOFTS RESORT
Location: Faro, Portugal
GDV: €70m
Client: Not Disclosed
Role: Market Research and Development Consultancy
When: 2016

27,500 sq m of build area, consisting of 160 residential units, a hotel, commercial and F&B facilities.

THE CORINTHIA
Location: Whitehall, London
GDV: £127m
Client: 10 Whitehall Place Limited
Role: Residential Sales
When: 2015

294-key hotel, 12 branded residential units, restaurants, bar, spa, swimming pool and other facilities.

FAIRMONT HELIOPOLIS RESIDENCES
Location: Cairo, Egypt
GDV: In excess of USD $85 million
Client: Gulf Egypt for Hotels and Tourism
Role: Market Research, Development Consultancy and Financial Appraisals
When: 2010-2011, 2015

Feasibility study on the development of branded residences on the site occupied by the Fairmont Heliopolis.
Track Record
Mega Projects

Hellinikon, Athens
2014 - Ongoing

Client
Launda Development, Fosun, Eagle Hills

Description
The largest urban regeneration project in Europe. 620ha of land and 2.9 million sq m GFA; 10,000 residences, 2,900 hotel keys, education, healthcare, casino, marina and other uses.

Services
Market Research, Development Consultancy and Financial Appraisals

Hellinikon is the design of a pioneering project for Athens, with great emphasis on the creation of a world class metropolitan park, as well as the enhancement of the coastal front fully accessible to the public.
Track Record
Mega Projects

AL MOUJ
Location: Muscat, Oman
GDV: Not Disclosed
Client: Middle Eastern Consortium
Role: Global Sales Trends & Opportunity Assessment Study Local, Regional, and Global Market Research, Development Consultancy, Global Purchaser Analysis & Target Market Identification, Red Book Valuation, Sales & Marketing Review and Strategy Provision
When: 2019

Set within a total land area of 250ha of seafront land, Al Mouj consists of over 6,000 residential units, a 400 berth marina, Greg Norman signature golf course, 6km of coastline, Kempinski hotel, and 5 further hotels in addition to over 120 retail, leisure, and F&B units.

RIVIERA PROJECT
Location: Nicosia, Cyprus
GDV: Not Disclosed
Client: Not Disclosed
Role: Market Research and Development Consultancy
When: 2017

c.200,000 sq m of a mixed use development comprising of over 1,000 residential units, hotels and commercial areas.

SIBAYA
Location: Durban, South Africa
GDV: Not Disclosed
Client: Tongaat Hulett Developments
Role: Site review, Market Research and Development Consultancy
When: 2014–2015

752 ha (362 developable), 6,000 residential units, commercial space (186,000sqm) and hotels (955 keys).

MORSKOI FACAD
Location: St Petersburg, Russia
GDV: $6.16bn
Client: PIK Severo-Zapad
Role: Market Research and Development Consultancy
When: 2008–2009

1.5m sq m of mixed-use development on 84ha of reclaimed land.
INTERNATIONAL DEVELOPMENT CONSULTANCY

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