

Development Management Services (DMS)

House of Investment (HOI) Ltd is a niche advisory and private equity firm based out of Nicosia, Cyprus dealing in Real Estate & Hospitality, Banking, Energy and Shipping. Key markets of investment interest include Cyprus, Greece, Russia, CIS, the Balkan and MENA regions. The Real Estate & Hospitality industry represents the main focus of our business, with various dedicated teams covering the entire spectrum of the industry, while our expertise lies in the conception and development of large mixed-use lifestyle schemes, where HOI acts as the Lead Development Manager.

Also a key part of our Real Estate Business is Real Estate Finance & Capital Markets where we represent clients on Acquisitions / Divestitures, Financial Re-engineering and Sourcing of Equity and Debt.

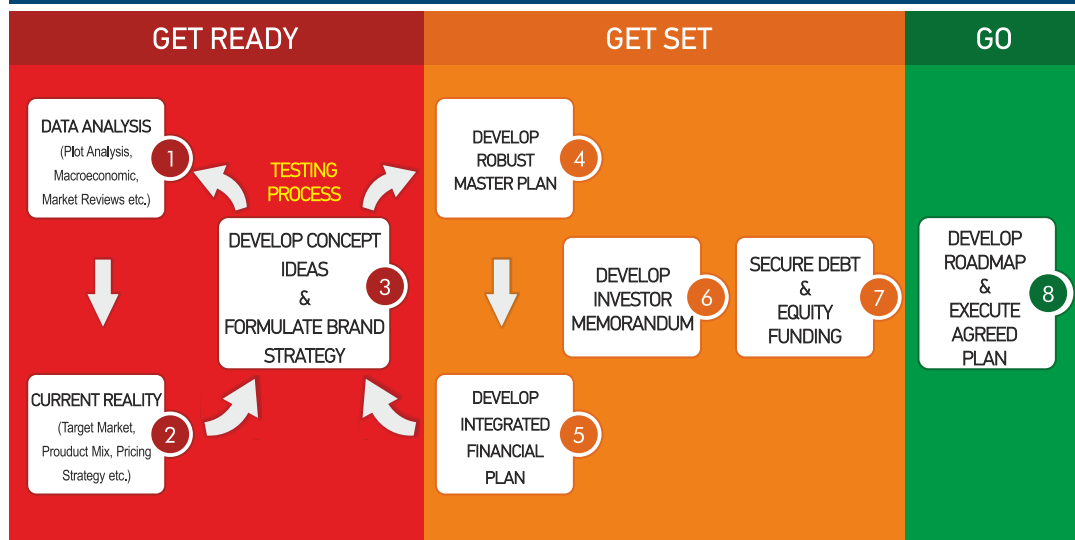
HOI's DMS identifies and creates value at every stage of the real estate development process, mitigating risks and yielding substantial value in large scale schemes, through a comprehensive market, commercial, technical and financial acumen. Expert knowledge is applied across all the stages of a project, from the initial concept development phase to the detailed master plan delivery, to the branding strategy, the formulation of the business plan and the sourcing of debt & equity depending on the particularities of each project. We work side by side with the client teams and in many cases we play an instrumental role in setting and training the project teams responsible for the implementation of large scale schemes.



Furthermore, HOI through its tested partnerships with companies who are world leaders in their fields, is in the unique position to offer under one roof the entire portfolio of industry expertise and services required for large mixed-use lifestyle schemes that include healthcare, academia, edutainment, adventure, cultural & leisure themes, waterfront lifestyle solutions (marinas, promenades etc.), destination retail and lifestyle sport concepts (golf resorts, equestrian living etc.) and other.

Our DMS offering is based on a well thought, robust and methodical framework, tested for its versatility in a number of large integrated mixed-use lifestyle schemes. Our tailored execution is driven by the requirements of each project, while our active role in the inception, design and implementation, makes HOI an integral part of both clients' and investors' teams.

HOI Framework



Our Service Portfolio Value Chain:

- ✓ Macroeconomic & Market Analysis, Optimal Mix of Uses, Pricing Strategy etc.
- ✓ Concept Formulation
- ✓ Brand Strategy
- ✓ Masterplan Formulation & Testing
- ✓ Development of Business & Financial Plans
- ✓ Project Phasing
- ✓ Preparation of Investor Memorandum
- ✓ Sourcing of Funds (Debt & Equity)
- ✓ Sales & Marketing Strategy
- ✓ Project Management
- ✓ Identifying suited Business Partners / Operators
- ✓ Overseeing Construction process
- ✓ Establishing Property Management Programs

"Benoy is working with HOI on projects in Europe, Russian Federation and MENA. Its global approach to design and understanding of local markets, complement HOI's deep commercial and business knowledge resulting in high value creation for the client while raising aesthetic standards to whole new level. The mutual trust and genuine respect has resulted in some incredibly forward thinking designs."

John Dawes, Director, Benoy

"HOI's experience and depth of knowledge, understanding of local market realities, ability to think outside the box and willingness to engage our people in their thinking process, sets them apart from other consulting firms. HOI has been instrumental in developing the Tver Marina Project, which represents one of the most exciting lifestyle mixed-use schemes in Russia."

Vadim Mokhov, Executive Chairman, Status Group, Moscow

"HOI has proved a valuable partner offering tailor-made investment solutions to its clients. It has demonstrated an impressive investment track record, achieving measurable financial results during the challenging economic environment of the past few years."

Costas Argyrides, Director of Wealth Management and Private Banking, Bank of Cyprus





HOI

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