



**JVA**  
GLOBAL

PROPERTY SPECIALISTS SINCE 1991



# HOTEL FULFILMENT CENTRE

# Hotel Fulfilment Centre





# DMA GLOBAL DELIVERABLES



**1. Advisory**

**2. Hotel Procurement**

**3. One-Stop-Shop for Hotel FF&E**

# ADVISORY

# CLIENT ADVISORY

- Dynamic and professional property development advisory services
- Sourcing and acquiring sites
- Full due diligence
- Hotel Management Agreement V's Leases
- Managing Vendors and Operators to get the best deals and negotiate any special conditions
- Coordinating with valuers, quantity surveyors and solicitors
- Financial Modelling
- Financial & Investment Committee Reports
- Liaison with International Operators
- Overseeing Stabilisation Period

# HOTEL MANAGEMENT AND LEASE AGREEMENT NEGOTIATIONS



**SPEED TO MARKET**



**REDUCING COSTS**



**MANAGING  
VENDORS AND  
OPERATORS TO GET  
THE BEST DEALS**



# FINANCIAL FORECAST MODELLING

- Liaising with Lenders and assisting client with Lender requirements and documentation
- Managing Draw downs
- Instructing Solicitors
- Experts at preparing schematics for feasibility studies on projects of all sizes and complexities.
- Helping you manage investors to secure the necessary funding



# OVERSEEING STABLISATION PERIOD



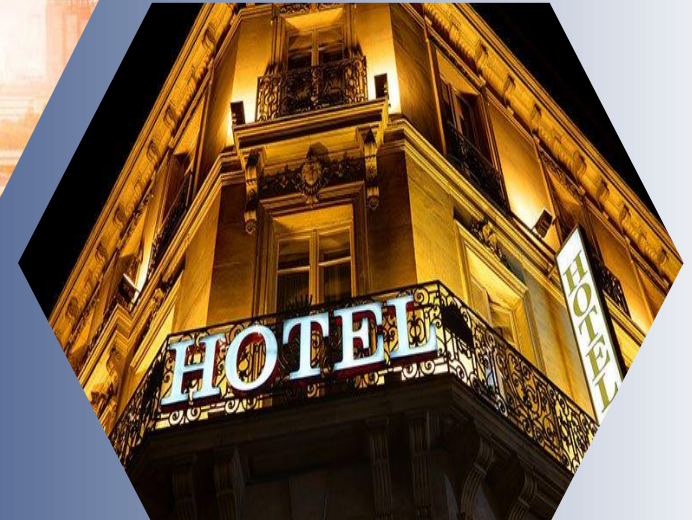


# HOTEL PROCUREMENT



# HOTEL PROCUREMENT

- **Design Management**
- **Project Management**
- **Brand Standard Delivery**



# PROJECT MANAGEMENT

APPROVALS, CONSTRUCTION  
MANAGEMENT AND TENDERING



**BEST QUALIFIED AND  
EXPERIENCED  
PERSONNEL  
MANAGING EVERY  
STAGE**



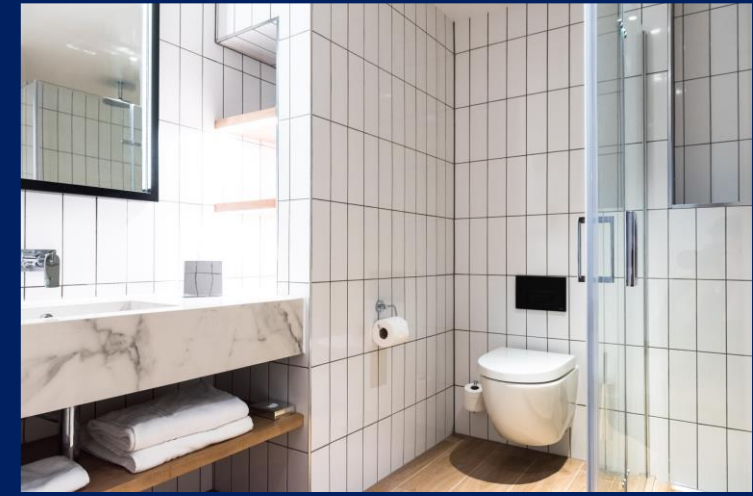
**EXPERTISE  
ASSISTING FUND  
MANAGERS**



**ACHIEVE  
INSTITUTIONAL  
GRADE  
DEVELOPMENT**



# FIXTURES FITTINGS & EQUIPMENT



# Company Vision

- One-Stop-Shop
- FF&E package
- International Hotel Brand Standards
- Deliver finishing materials





# STANDARDISING & PACKAGING





# WHAT IS THE DMA GLOBAL FF&E FULFILMENT CENTRE?

- **Offers:**

- Storage services
- Shipping services
- Access to International Hotel Brand Standards



# PROBLEMS FACING THE HOTEL DEVELOPMENT INDUSTRY



**EXPENSIVE TO FIND  
ORIGINAL BRANDS**



**DELAYS IN FINDING  
SUBSTITUTES**



**DIFFERING  
REGULATIONS IN  
OTHER COUNTRIES**

# DMA GLOBAL SOLUTION

- Source and Package products
- Construct mock-up room
- No compromise on brand standards
- Act as Project Manager of Brand Standards



**INCREASED  
CONSTRUCTION  
SPEED**



**REDUCING COSTS**



**HAVE MATERIALS  
PRE-APPROVED BY  
HOTEL OPERATOR**





## CENTRALLY LOCATED WAREHOUSE IN CHINA



## GREATER PURCHASING POWER



## ABILITY TO PROCURE HOTEL SPECIFIC PACKAGES

## COMPETITIVE ADVANTAGE

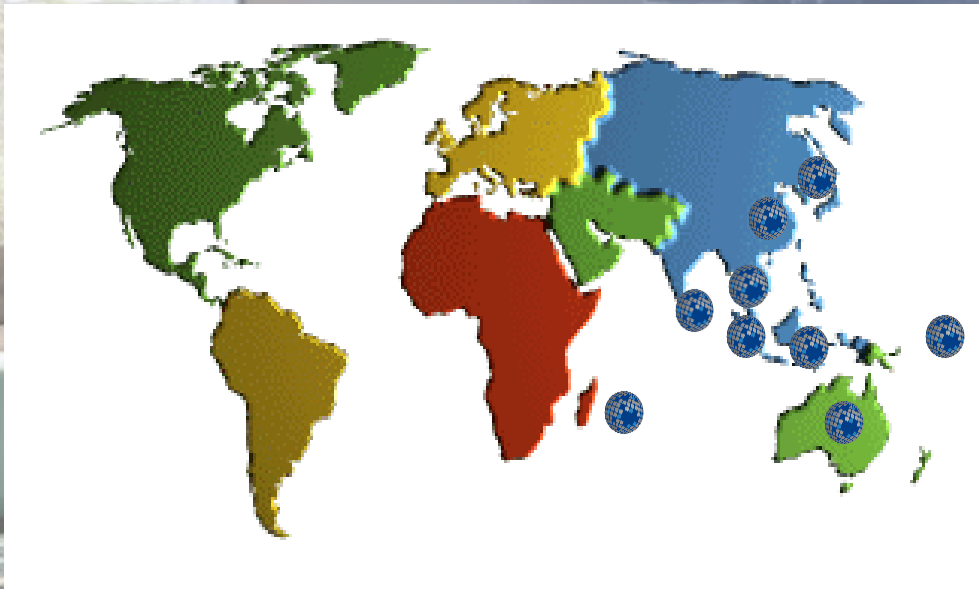


# QUALITY ASSURANCE



# KNOWLEDGE

- **30 years experience in:**
  - Professional Property Development
  - Project Management
  - Advisory
- **12 years experience in:**
  - Hospitality



- Australia
- Canberra
- Lindeman Island
- Indonesia
- Singapore
- Mauritius
- Maldives
- Hong Kong

- Bintan Island
- Phuket
- Bora Bora
- Bali



# MEET OUR CEO



Peter Yassa

CEO and Global Head of Property

Residential, Hospitality, Commercial, Retail,  
Industrial and Retirement Sector Experience

## Credentials:

1. Certified Practicing Project Manager
2. Qualified Architectural Designer
3. Qualified Builder
4. Qualified Arbitrator
5. Accredited Specialist Managed Investment

# GLOBAL EXPERIENCE

**Club Med**   
worldwide resorts all-inclusive experiences





# DMA GLOBAL FULFILMENT CENTRE MODEL

- Securing construction approvals for brand standards
- Ensuring products meet country codes
- Managing quality control
- Logistics







For any information regarding this offer document or any other information:

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GROWTH STABILITY STRENGTH