
NEWMARK PERU

Perú



NEWMARK

Expectations

Challenges

- Political Risk
- Cost of Financing
- Sustainability, Infrastructure, and Location Risks

Opportunities

- Growth of state sector offices
- Expansion into Emerging Hubs
- Strength of the national currency ($S/3.38 = \$ 1.00$)



Leadership Team



ENRIQUE CABRERA
President



RICARDO CABRERA
Executive Managing Director



CYNTHIA LLAQUE
Industrial Associate Director



ARTURO LEÓN
Offices & Commercial
Associate Director



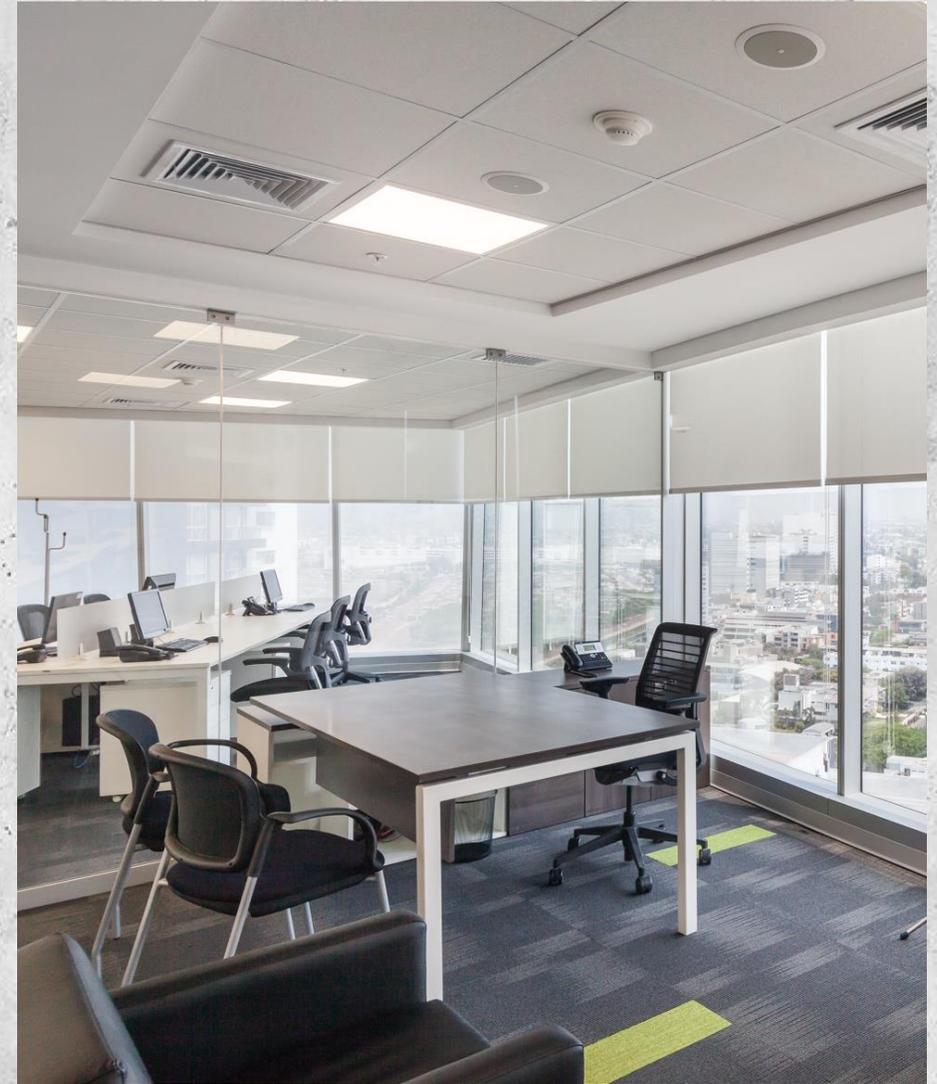
ADOLFO URUMA
Property & Facility
Management Director



CAROL GALARZA
Consulting, Research &
Marketing Manager

Local Team

- 70+ collaborators
 - Brokerage: 7
 - Administrative: 6
 - Capital markets: 2
 - Property / Facilities executives and back office: 15
 - Property / Facilities on site team: 41
- Income annual growth: US\$ 7.5M (2024)



Local Office (Growing plan)



Property &
Facilities
Management

- VAS (Valued Added Services)
- New Software
- FM Express

Increase revenues 15%



Valuation &
advisory

- RICS certificate
- + Working with institutional clients
- Offer the service to Property Clients

Increase revenues 20%



Capital Markets

- + Sale & Lease using trust companies
- + Relationship with insurance companies

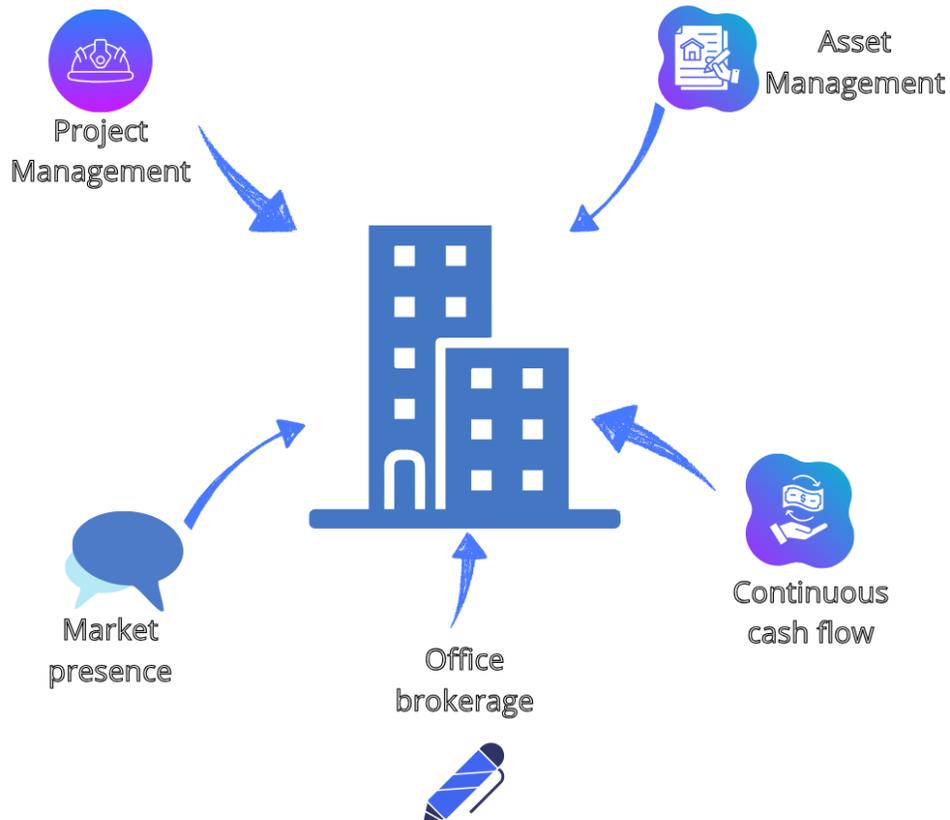
Increase revenues 20%

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PROPERTY MANAGEMENT IS KEY



Benefits of Property Management



1. Office Brokerage:

You know the occupancy rate, when they need to rent or move to another building

2. Project Management:

Everytime you have a new landlord or tenant you can offer this service.

3. Asset Management:

We can manage the landlord's entire portafolio

4. Continuous Cash Flow:

We know that we don't always have a steady income, but the property provides that.

5. Market Presence:

Presence in the best buildings in the city with a continuous flow of between 500-1500 people passing through per day.

Thank you!

Ricardo Cabrera

Executive Managing Director

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President

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