Dawgen GLOBAL

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Dawgen Global illustration

SERVICE BROCHURE · GROWTH & RECOVERY

Real Estate, Property & Joint Venture Advisory

Structure property deals that protect your interests.

Joint venture and special-purpose vehicle structuring, development feasibility, property tax and transaction advice for landowners, developers and investors.

TEST THE NUMBERS. STRUCTURE THE DEAL. PROTECT THE VALUE.

01 · THE BUSINESS ISSUE

Property deals carry large sums and long commitments.

Landowners, developers and investors across the Caribbean are entering joint ventures, pre-construction sales and development partnerships. The terms agreed at the start decide who carries the risk and who shares the reward.

Land is the key asset

Landowners contributing land to a development need to know how their contribution is valued and protected if the project is delayed or fails.

Projections can be optimistic

Development budgets, sales prices and timelines are often optimistic. Independent testing protects investors and lenders.

Tax affects returns

Transfer tax, stamp duty, property tax and income tax on gains can significantly change the return on a property deal.

Structure decides control

The choice of joint venture or special-purpose vehicle structure sets out decision rights, funding duties and exit options.

QUESTIONS WE HELP ANSWER

- Is the developer's proposal fair to the landowner?
- Are the projected sales and costs realistic?
- What structure best protects our interest?
- What taxes arise on transfer and sale?
- What happens if the project is delayed?
- How and when can each party exit?

> **The best time to protect your interest in a property deal is before you sign. Independent review costs little compared with what is at stake.**

02 · OUR SERVICES

Independent advice for every side of a property deal.

We advise landowners, investors and developers on the financial, tax and structural aspects of property transactions, working alongside your attorneys.

Proposal & deal review

An independent view before you commit.

- Review of joint venture proposals
- Pre-construction purchase reviews
- Counter-proposal support

JV & SPV structuring

Structures that protect each party.

- Joint venture structures
- Special-purpose vehicles
- Shareholder and funding terms

Feasibility & projections

Testing whether the project works.

- Development feasibility studies
- Cash flow and return models
- Sensitivity and scenario analysis

Property tax advice

Understanding the tax cost.

- Transfer tax and stamp duty
- Tax on development and sale
- Structuring for tax efficiency

Project monitoring & accounting

Keeping the project on track.

- SPV accounting and reporting
- Cost and progress monitoring
- Investor reporting

WHO WE ADVISE

Landowners and families · property investors · developers · diaspora investors · hotel and resort owners · lenders financing developments.

Legal documentation is prepared by your attorneys or our panel of attorneys.

03 · OUR APPROACH

Facts, numbers and protection.

Our property advisory work is process-driven and independent. We test the proposal against the facts, model the returns and risks, and recommend terms and structures that protect your interest.

01 Understand the deal

We review the proposal, land details, development plans and the parties involved.

02 Test the numbers

We examine costs, sales assumptions, timelines and financing, and model the returns for each party.

03 Assess the risks

We identify risks such as delays, cost overruns, sales shortfalls and counterparty failure.

04 Recommend structure and terms

We propose structures, protections and counter-proposals that balance risk and reward.

05 Support to completion

We support negotiation and, once agreed, can provide SPV accounting and monitoring.

INDEPENDENT

We act for you alone and give an honest view of whether the deal is fair.

PROTECTIONS WE OFTEN RECOMMEND

- Staged land transfer
- Security over land contributions
- Milestone-based payments
- Clear exit and default terms

WORKING WITH ATTORNEYS

We provide the financial and tax analysis; your attorneys document the agreed terms.

04 · JOINT VENTURES & SPVS

Getting the structure right from the start.

A joint venture or special-purpose vehicle sets out how parties contribute, decide, share returns and exit. A well-designed structure prevents disputes and protects each party's interest.

Contributions

How land, cash and expertise are valued and recorded.

Governance

Board seats, voting rights and reserved matters.

Returns and exit

Distribution order, buy-out rights and default remedies.

DESIGNING AN SPV

01 **Parties**
Roles and contributions agreed.

02 **Structure**
Ownership, shares and funding set.

03 **Protections**
Security, milestones and defaults defined.

04 **Operation**
Accounting and reporting arranged.

LANDOWNER PROTECTIONS

- Land transferred in stages
- Valuation of land contribution
- Priority in distributions
- Return of land on default

INVESTOR PROTECTIONS

Information rights, budget approval and step-in rights where the developer underperforms.

05 · FEASIBILITY & TAX

Know the real return before you commit.

A development's real return depends on realistic costs, sales and timing, and on the taxes that arise at each stage. We build models that show the full picture.

Feasibility modelling

Testing the project's viability.

- Development cost review
- Sales price and absorption testing
- Financing costs and timing
- Returns under different scenarios

Tax planning

Understanding the tax at each stage.

- Tax on land transfer to an SPV
- Tax during development
- Tax on sale or rental income
- Withholding tax for foreign investors

FOR DIASPORA AND FOREIGN INVESTORS

Structure

Holding property directly or through a company.

Compliance

Tax registration, returns and property tax.

Management

Accounting and reporting from abroad.

> **Small changes in sales prices, costs or delays can turn a profitable development into a loss. Scenario testing shows where the risk lies.**

06 · WHO SHOULD CONSIDER THIS SERVICE

For anyone putting land or money into a property deal.

Landowners offered joint venture or development proposals

Property investors evaluating developments

Developers structuring partnerships and SPVs

Diaspora investors buying or developing property at home

Hotel and resort owners considering partnerships or expansion

Lenders needing independent feasibility review

07 · ILLUSTRATION

A landowner and a developer's proposal

Situation. A family owning prime coastal land received a joint venture proposal from a developer. The proposal required early transfer of the land, while the family's share of returns depended on optimistic sales projections.

Our work. We reviewed the proposal, tested the development budget and sales assumptions, modelled returns under several scenarios and recommended an SPV structure with staged land transfer and milestone protections.

Outcome. The family presented a counter-proposal that protected their land contribution and secured a fairer share of returns, with their attorneys documenting the agreed terms.

Anonymised composite illustration based on regional experience.

WHAT YOU RECEIVE

- Proposal review report
- Feasibility and return model
- Risk assessment
- Structure and terms recommendations
- Tax analysis
- Ongoing SPV accounting if required

08 · ENGAGEMENT OPTIONS

Choose the support you need.

Deal review

Independent review of a property or JV proposal.

Feasibility study

Development cost, sales and return modelling.

JV and SPV structuring

Structure, terms and protections.

SPV accounting

Ongoing accounting, monitoring and investor reporting.

Fees are tailored to each organisation and agreed in the engagement letter once scope and deliverables are confirmed.

WHY DAWGEN GLOBAL

- **Caribbean insight.** Over 24 years serving Caribbean business.
- **One desk, 35 territories.** Centrally managed from our Caribbean headquarters.
- **Integrated expertise.** Audit, tax, technology, HR and legal specialists on call.
- **We own the work.** We complete it, then train your team.

09 · START HERE

- Request a property deal review
- Book a confidential conversation about a proposal
- Ask about feasibility modelling for a development

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AUDIT & ASSURANCE · TAX ADVISORY · TECHNOLOGY & CYBER · FINANCE & BPO · GROWTH & RECOVERY · HR & LEGAL

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