

Corporate
Presentation
2021



INDEX



01

WE ARE GLOVAL



04

SERVICES



02

TRACK RECORD



05

CLIENTS AND REFERENCES



03

OUR PEOPLE



06

ESG

01

WE ARE GLOVAL

GLOVAL
Building Value



01

GLOVAL, V FOR VALUE

GLOVAL is a leading company of valuation, engineering and real estate consulting services, gathering companies with more than 70 years of accumulated experience.

Our leadership was achieved thanks to an exhaustive and always updated knowledge of the market provided by more than 1,000 expert professionals who work for our GLOVAL clients, in Spain and also internationally.

A complete services proposal that has gained the trust of the main actors across the real estate industry, who recognize in our team the partner that ensures technical rigor, cutting-edge technology, maximum quality and efficiency without losing our empathy and smile.



Leadership in Spain and Portugal



7 countries



+ 1.000 professionals



70 years accumulated experience



+ 5 million valuations





01

TOGETHER WE ARE STRONGER

GLOVAL continues to consolidate its leadership, accredited by more than 5 million valuations, accumulated by the prestigious companies that compose our team. An expansion process that has broadened our portfolio to offer more and more complete and compact set of services, which are today global from a geographical and sector perspective.



GLOVAL is associated, accredited or approved by the following institutions:



02

TRAJECTORY

02

A LONG HISTORY OF GROWTH

GLOVAL has a long growth and expansion history.

Its origin dates back to 1984 and evolves through a number of mergers and company incorporations which guaranteed the highest talent and experience standards, and allowed our team to offer a complete service 'with V for value' which the real estate industry had been claiming for a long time.

BRIEF HISTORY



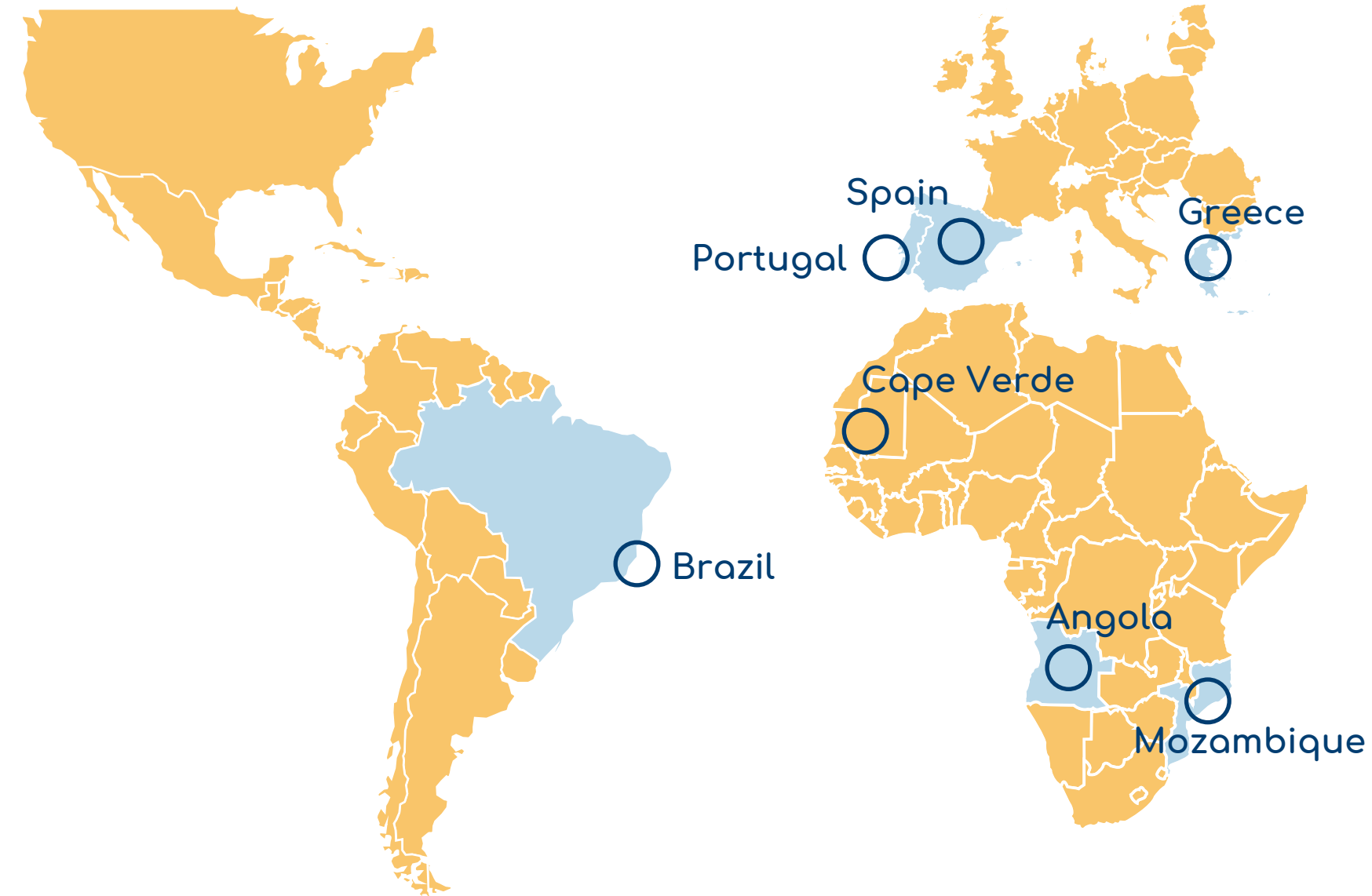
02

GREAT LOCAL KNOWLEDGE WITH AN INTERNATIONAL VOCATION

Our Know How allows us to search for local knowledge wherever data is generated and add our GLOVAL knowledge, provided by our cross-section perspective of the real estate industry. A service offer that has allowed us to lead the Iberian market and expand internationally.

Great local knowledge ...

... with an international vocation



-  Iberian leadership
-  Great network capillarity in Spain and Portugal
-  7 countries
-  Latam&Europe as a growth focus

03

OUR PEOPLE



03

WHEN PROFESSIONALISM IS PERSONALITY

The people who work at GLOVAL have a lot to contribute. Their talent, training and real estate knowledge allows Gloval to offer the best professionals in the market, with great experience and the best qualifications.

In addition to professionalism, we put at the service of our clients a human team, always committed, motivated and willing to do their best at every moment.

Professionals highly qualified

85%

Architects and Technical architects

10%

Senior Engineers and technicians

5%

Other qualifications



04

SERVICES



04

A COMPLETE SERVICES OFFER

From our five business units we support the entire real estate value chain, through valuation services, consulting, engineering and data analytics, being present in all sectors.

GLOVAL
VALUATION

National and international standards ECO, RICS TEGoVA...

All purposes: mortgage financing, asset valuation of Bank entities, patrimonies, investments funds and SOCIMIs, technical provisions, taxation, legal,...

Automated Valuations

Market studies, appraisals, evaluations of large concessions ...

GLOVAL
ENGINEERING

Project monitoring

Quality control, OCT reports and technical inspections

Design of construction projects

(urban planning or conservation)

Energy certifications and accreditations, audits and efficiency reports

GLOVAL
CONSULTING

Real estate and planning consultancy

Audits and due diligence

Asset analysis and feasibility studies

Project & Asset Management

Complete advice and support in transactions

GLOVAL
ANALYTICS

Portfolio analysis, valuation and optimization

Data standardization, review and enrichment

Valea - Real Estate Big Data

Market reports

Real estate indicators

Predictive models

Reviewed offer witnesses

Real estate analytical consulting

primeyield[®]

Valuation of NPLs / REOs portfolios

Market studies

Portfolio Valuation (Residential + CRE) of Prime Analytics (Desktop - AVM - Drive By)

Highest and Best Use Analysis by Argus Developer[®]

Research with Feasibility Analysis

04

SECTORS

	REAL ESTATE	FINANCIAL	INDUSTRIAL & LOGISTICS	INSURANCE	AGRO & OTHERS
	Socimis / REITs Patrimonies Individuals Promoters Hotel chains ...	Banks Investment funds Financial entities Servicers Other investors ...	Corporations and companies	Insurance Companies	Agricultural Holdings Infrastructures Alternative assets Pharmacies Gas stations
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓

05

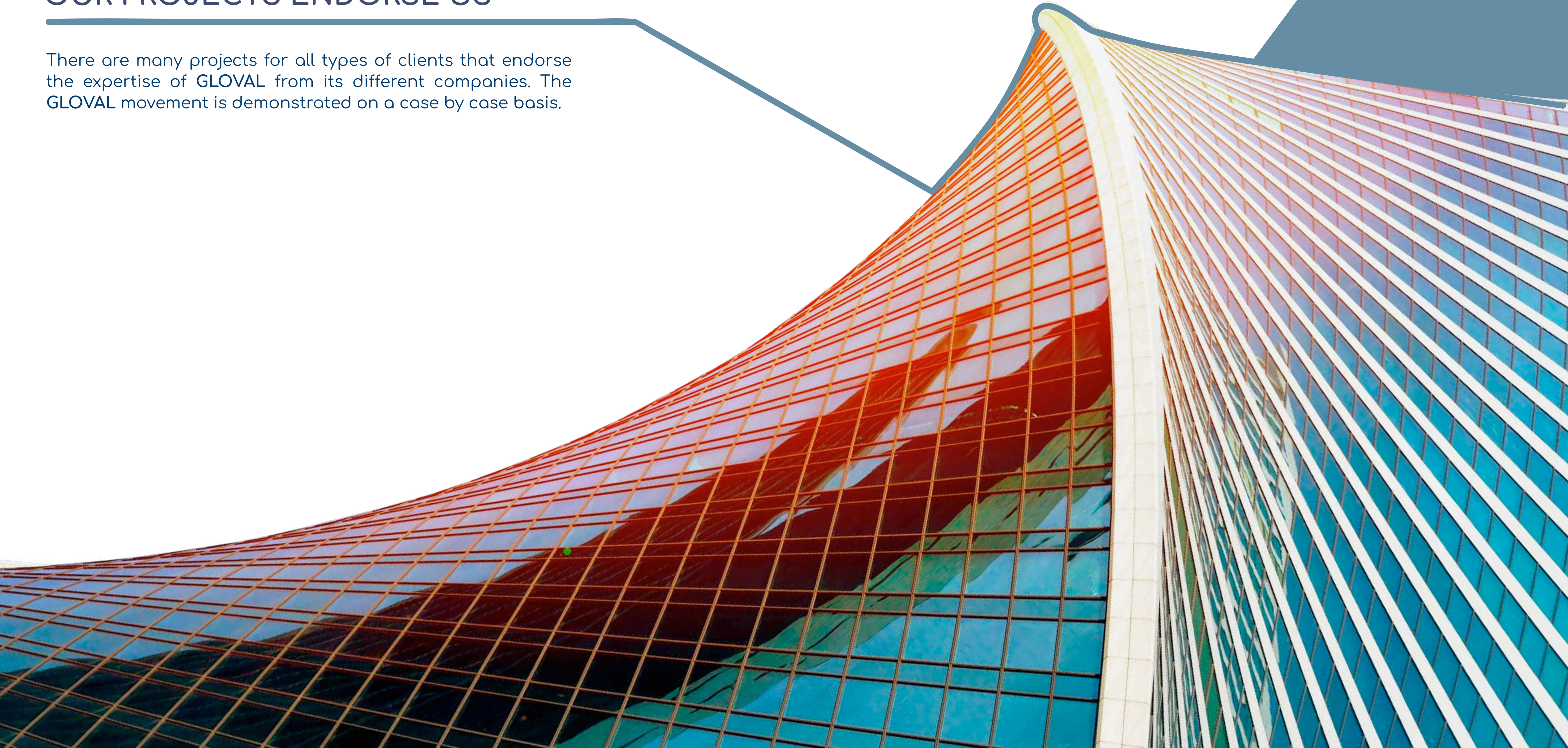
CLIENTS AND REFERENCES



05

OUR PROJECTS ENDORSE US

There are many projects for all types of clients that endorse the expertise of **GLOVAL** from its different companies. The **GLOVAL** movement is demonstrated on a case by case basis.



05

FIRST CLASS CLIENT BASE

GLOVAL VALUATION



GLOVAL ENGINEERING



GLOVAL CONSULTING



GLOVAL ANALYTICS



primeyield®



05

SELECTED REFERENCES

2019



Company valuation
for a corporate operation

+700 MM €

2020



Valuation of real
estate development assets

Confidential

2020



Valuation of real
estate development assets

Confidential

2019



Wallabies Project:
NPL Portfolio Valuation

Confidential

2019

J.P.Morgan

Nata Project: portfolio valuation

Confidential

2019



Valuation of real
estate developments assets

Confidential

2019



Valuation of hotels
for corporate operation

Confidential

2020



Spain Asset portfolio valuation

Confidential

2019



Data & Analytics
Database improvements

n.a.

2020



Data & Analytics
Market and investment
analytical consulting

n.a.

2019



Urban development
of residential land

n.a.

2019-2020



Project monitoring
of real estate developments

Confidential

05

SELECTED REFERENCES

2019



Asset portfolio valuation
for corporate operation

+180 MM €

2019-2020



Project monitoring
of real estate developments

Confidential

2019



Development Management
Repositioning of residential develop

Confidential

2019



Asset portfolio valuation
for corporate operation

+35 MM €

2019-2020



Project monitoring
of real estate developments

Confidential

2019



RICS valuation of hotel assets

Confidential

2019



Public Buildings
Quality control
of project execution

Confidential

2019



Complete project management
of residential buildings

Confidential

2019



Data & Analytics
Predictive analysis
of collateral value

n.a.

2019



Industrial complex
urban planning consultancy

n.a.

2019-2020



Technical inspections of buildings

n.a.

2019



Development Management
of residential projects

Confidential

05

SELECTED REFERENCES

2020



Portfolio valuation through AVM
of 90,000 properties

Confidential

2020



5-year market value forecast

Confidential

2020



Digitization of information
processes for tenders processes

Confidential

2021



VILLA MAGNA
MADRID

Valuation of hotel assets

Confidential

2018

5 * HOTEL RESTRUCTURING

Hotel restructuring valuation

Confidential

2020



MILLENNIUM
HOTELS AND RESORTS

Hotel chain valuation
Location: Carrera de San Jerónimo

Confidential

2017



MANDARIN ORIENTAL
THE HOTEL GROUP

Hotel chain valuation

Confidential

2019



HOTEL
REY
JUAN
CARLOS I

Valuation of hotel assets

Confidential

2019



PRINCESA SOFIA
GRAN HOTEL ★★★★★

Valuation of hotel assets

Confidential

2020

5 * GL HOTEL, PARKING AND
COMMERCIAL AREAS

Valuation of hotel assets

Confidential

2020



MILLENNIUM
HOTELS AND RESORTS

Hotel chain valuation
Location: Plaza San Francisco

Confidential

2020



MILLENNIUM
HOTELS AND RESORTS

Hotel chain valuation
Location: Plaza Magdalena

Confidential

05

SELECTED REFERENCES

2020



Valuation of hotel portfolio in Spain (16 hotels) and the Caribbean (21 hotels)

Confidential

2020



Valuation of 7 hotels in Spain

Confidential

2019-2020



Valuation of 33 hotels in Spain

Confidential

2020



Valuation of its hotel portfolio in Spain (7 hotels) and the Caribbean (9 hotels)

Confidential

2020



Valuation of 11 hotels in Spain

Confidential

2020



Valuation of 10 hotels in Spain and 2 in Europe

Confidential

2020



Valuation of 2 Hotels in Europe and 3 in Spain

Confidential

2019



Med Playa hotel portfolio valuation (9 hotels) and 2 in Europe

Confidential

06

ESG



06

LOOK AWAY, ACT CLOSE

GLOVAL without losing our ability to offer a complete set of services that are personalized, flexible and precise for each project. **GLOVAL** is a modern client-oriented company, who responds efficiently to our client base specific needs.

At **GLOVAL** we feel responsible for our environment and we are committed to our planet's sustainability and to our people's well-being.

We help our clients to make decisions from a perspective of rigor, professionalism and experience, building a trust relationship and mutual respect.



06

PROUD TO BE GLOVAL

Being GLOVAL means always working on the pillars that support the company's leadership. These are the characteristics that define and distinguish us. The values that have made of us the chosen partner in the difficult and ever-changing real estate industry.

BeGLOVAL

People,
a fundamental pillar
(+ 90% architects or engineers)

Avant Garde
Technology

Information / data,
our own and quality ones

Independence
and professional rigor

Corporate social
responsibility

A commitment
with the community
(social contribution)

06

ESG POLICY AT GLOVAL

GLOVAL is a socially responsible company that seeks collaboration, eliminating barriers, fostering dialogue and creating common spaces with its clients and partners.

The commitment to the Environment leads us to promote sustainable development that guarantees the consumption efficiency, minimizing the impacts on climate change and GHG emissions.

We consider essential the social repercussion of the activities carried out by **GLOVAL** and we carry them out guaranteeing equality, diversity, rights and conditions labor and institutional.

Our corporate essence is based on communication and transparency, ethics and integrity, risk management and Compliance, CSR as well as mechanisms for the prevention of corruption and always guaranteeing a responsible service that ensures the protection of data of our clients.



GLOVAL
Building Value VAL

Calle Eucalipto, 33
28016 Madrid
T. +34 915 613 388
gloval.es