

HMS

HOSPITALITY
MANAGEMENT
SOLUTIONS

LATAM & CARIBBEAN HOSPITALITY GROUP

DOMINICAN REPUBLIC + PANAMA + COLOMBIA + COSTA RICA



Company with over 12 years in the market and more than 25 years as part of a business group specialized in condominium management and hotel operation. HMS focuses on exclusive hotels and touristic real estate product management with presence in the Dominican Republic, Panama, Colombia and Costa Rica.

HMS TIMELINE



2011



2013



2015



2016



2020



2024



2025



PRODUCT FOCUS
 Real Estate Projects and Boutique Hotels / High Profile Experiences.



GROWTH IN NUMBERS

+4k↑
 properties

+80↑
 projects in latin america

+1k↑
 employees (direct and indirect)

+20↑
 projects in development

.04

OUR BRANDS



HMS has developed several brands to cover areas such as administrative, commercial, marketing, owner services, customer service, vacation rentals and management of international niche markets.



**SHORT TERM RENTAL PROPERTIES PLATFORM,
SPECIALIZED IN LATIN AMERICA AND THE
CARIBBEAN WITH CONCIERGE SERVICES
(EXPERIENCE SPECIALIST) FOR THE CARE OF YOUR
PROPERTY AND YOUR GUEST.**

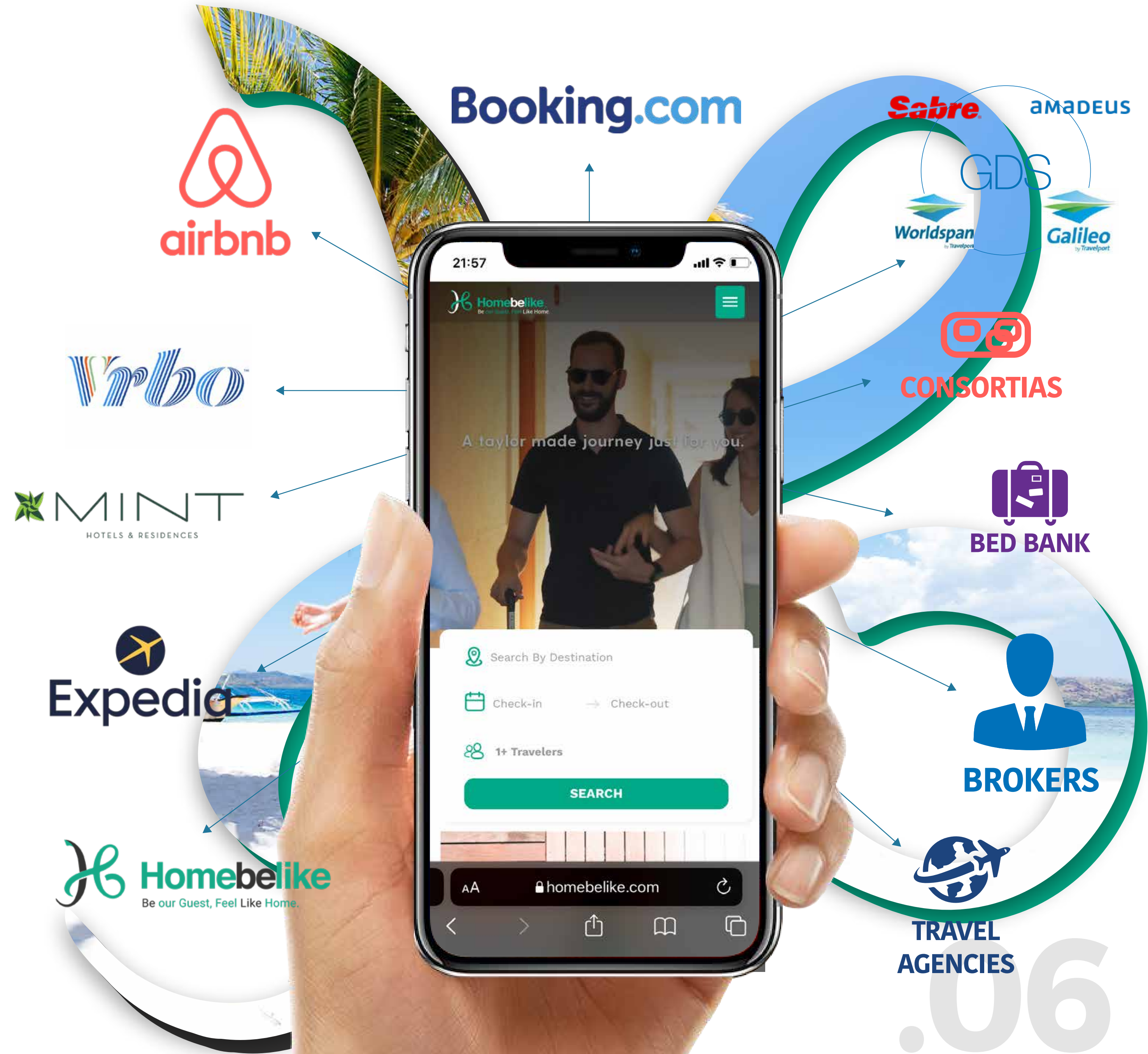
R•E•S•T philosophy

Rentability, Experience, Service and Transparency.

Our international commercial scope successfully combines the most important online channels along with the most valuable traditional hotel channels.

Through this platform, owners can book their units to use them when needed and also check their rentals and productivity online.

www.homebelike.com



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BOUTIQUE PROPERTIES ORIENTED TO CREATE EXPERIENCES IN LATIN AMERICA AND THE CARIBBEAN

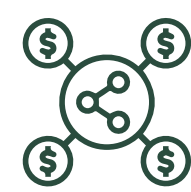
OUR CHARACTERISTICS:

- Properties with high service levels.
- Respect towards the Environment.
- Locations with great natural abundance.
- We connect you with the destination.
- Tours, discovering the **Mint Experience**.
- Combining experiences alternating between a hotel with a rental under our sister brand, **Homebelike!**



Local and International
Commercialization & Marketing.
Sales Representatives or GSA's in:

Spain, France, USA and
Argentina.



Distribution channels:
Social Media, Retail Travel
Agencies, Wholesalers
Agencies, Tour Operators,
Bed Banks and Consortias



Markets:
Luxury, Corporate,
Groups, Weddings,
Leisure, Ecotourism,
Circuits

www.minthotelsresidences.com

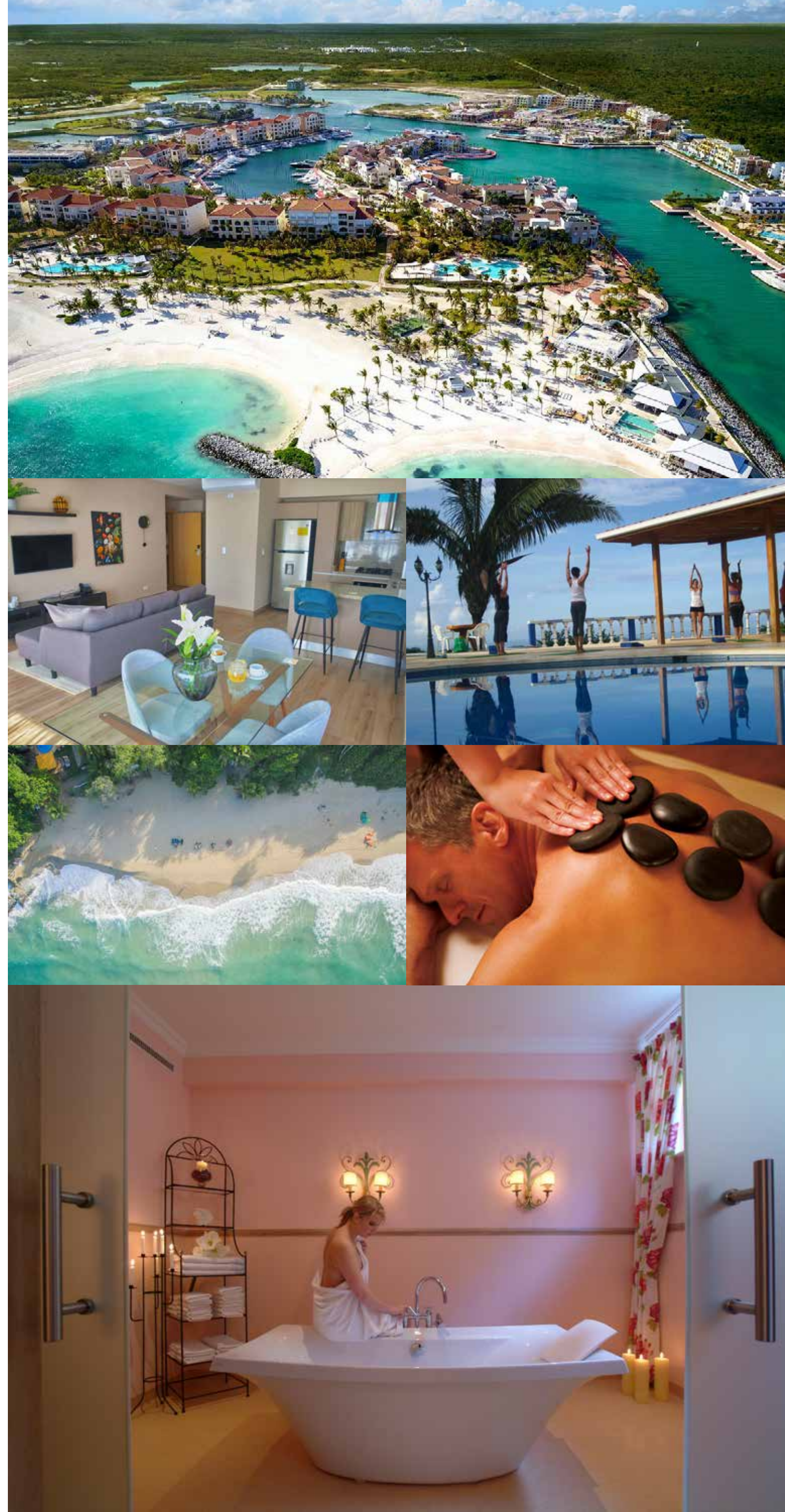


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UNITED BROKERS

Our real estate firm for project sales.



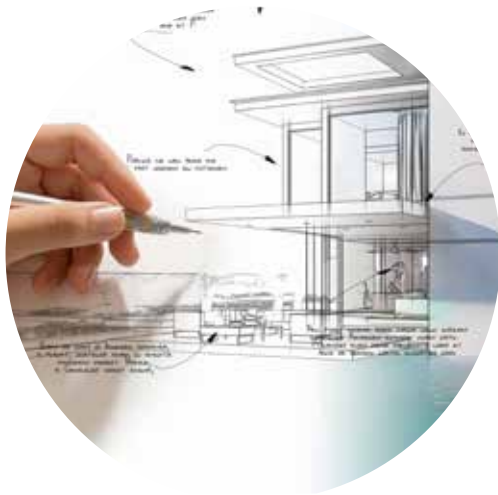
Our Spa brand; for physical and mental relaxation through treatments that combine the 4 elements. Available in the Dominican Republic and Panama.

.08

OUR SERVICES

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INTEGRAL SYSTEM OF SERVICES



Conceptualization
of real estate
projects and
boutique hotels



Real estate sales



Commercialization
& Marketing for
hotels and
condo-hotels



Advisory services
for real estate
projects and
boutique hotels



Operation Rental
program/pool



Administration of
common areas
(condos, HOA and
PH's)



Management,
operation and
marketing of
Boutique hotels /
Experiences



Vacation Rental

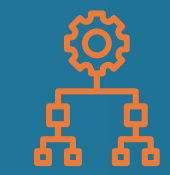
CONDO/HOA/PH's ADMINISTRATION



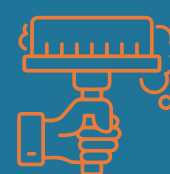
Creation of the General Budget and Establishment of Individual fee for each unit.



Internal Regulations and Statutes.



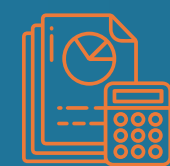
Establishment of the Operating Protocol.



Special service menu for owners: Housekeeping packages for units, Fumigation, Preventive Maintenance.



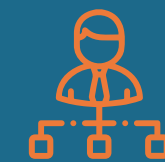
Accounting and General Administration of the Condominium.



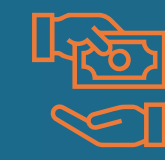
Submission of Monthly Financial Statements.



Staff Recruitment and Training.



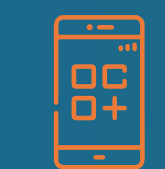
Staff Supervision and Management.



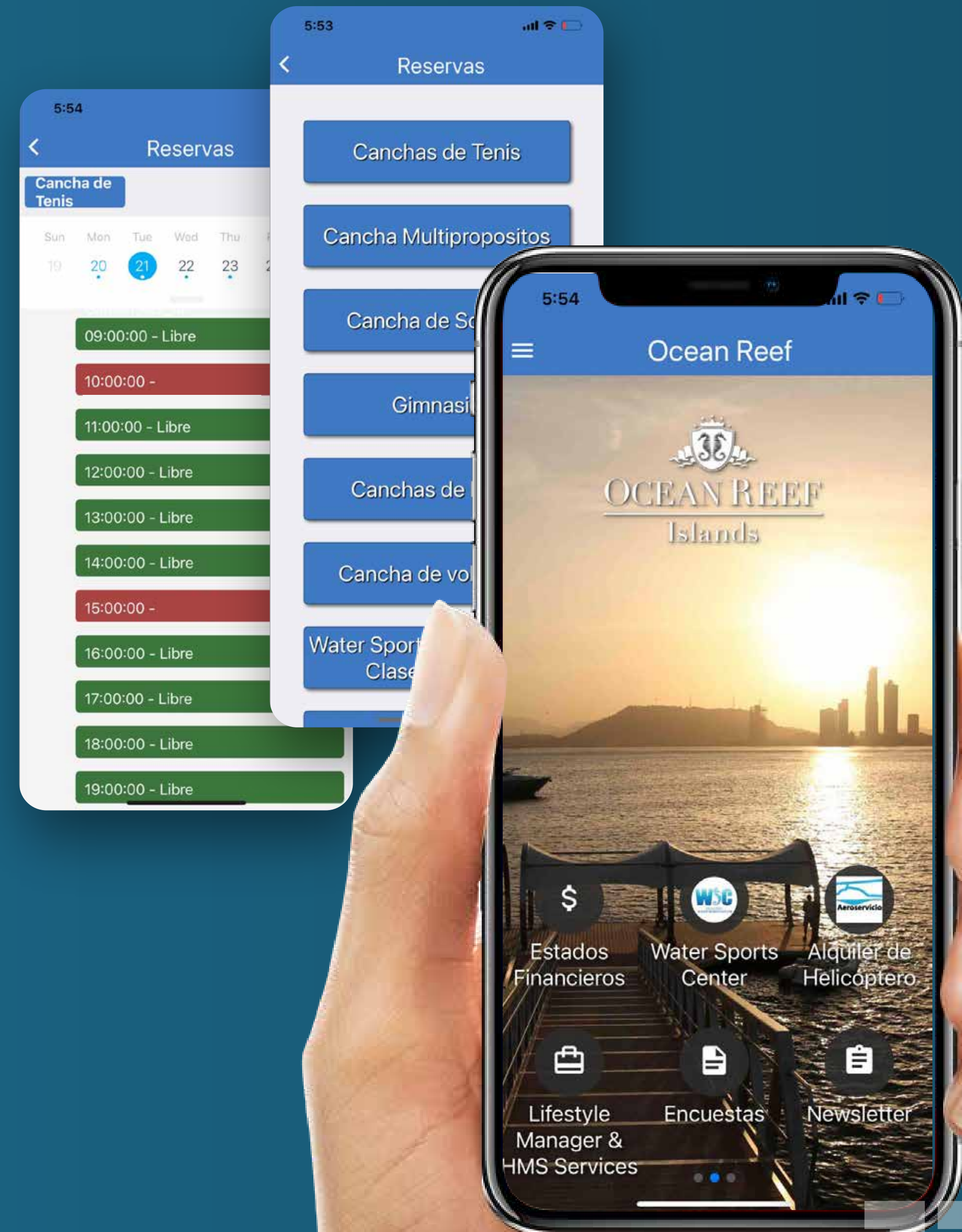
Management of Accounts, Payments and Collections.



Gardening (Landscaping) and General Maintenance. Direction, Coordination and General Supervision of Employment, Operations, Resources and Common Areas of the project.



HMS APP for owners: reservation of spaces or services, access control, contact center with the administration, among others.



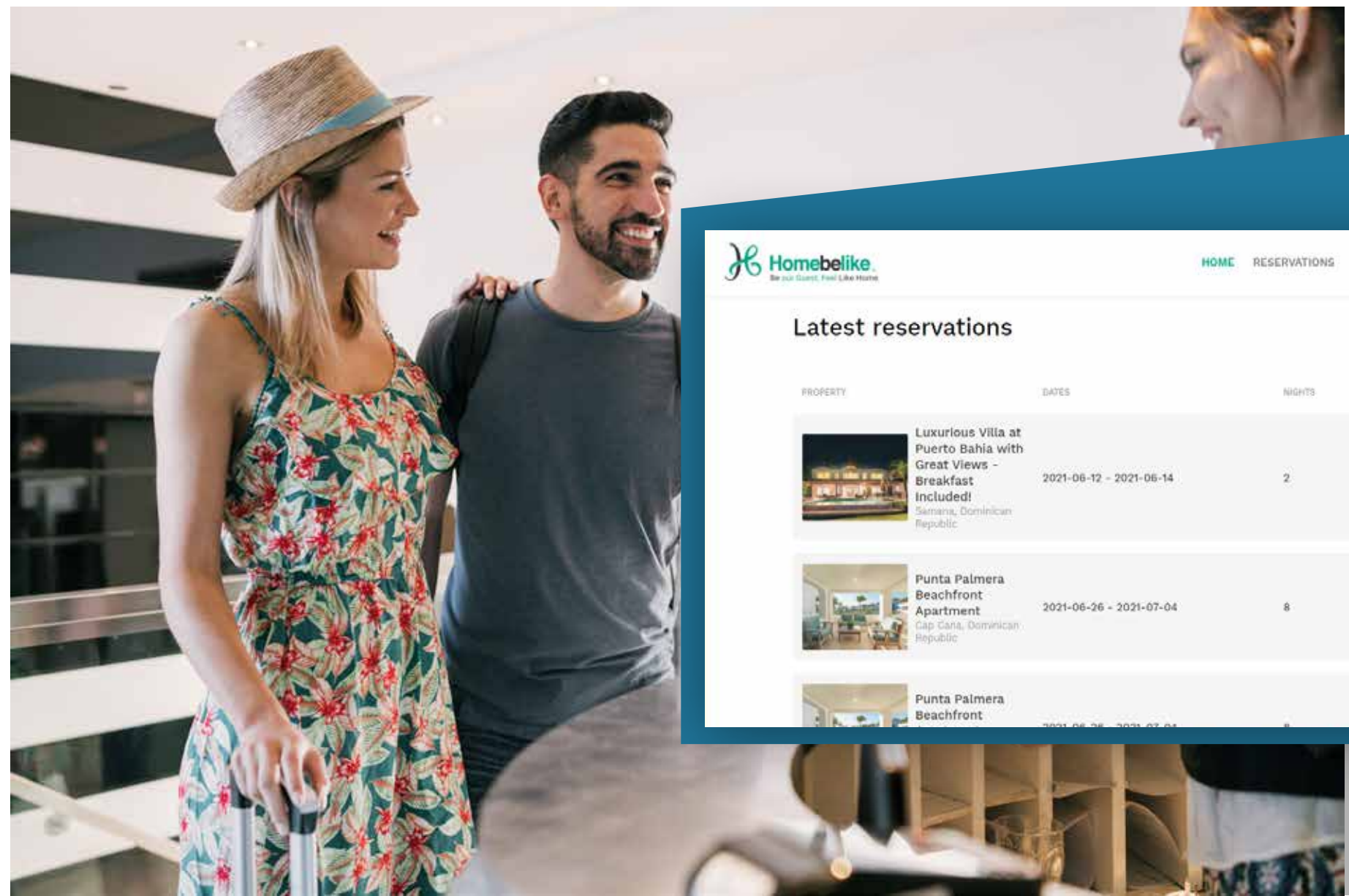
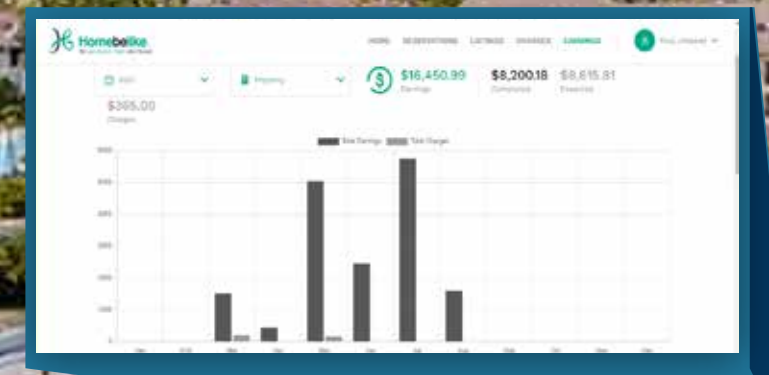
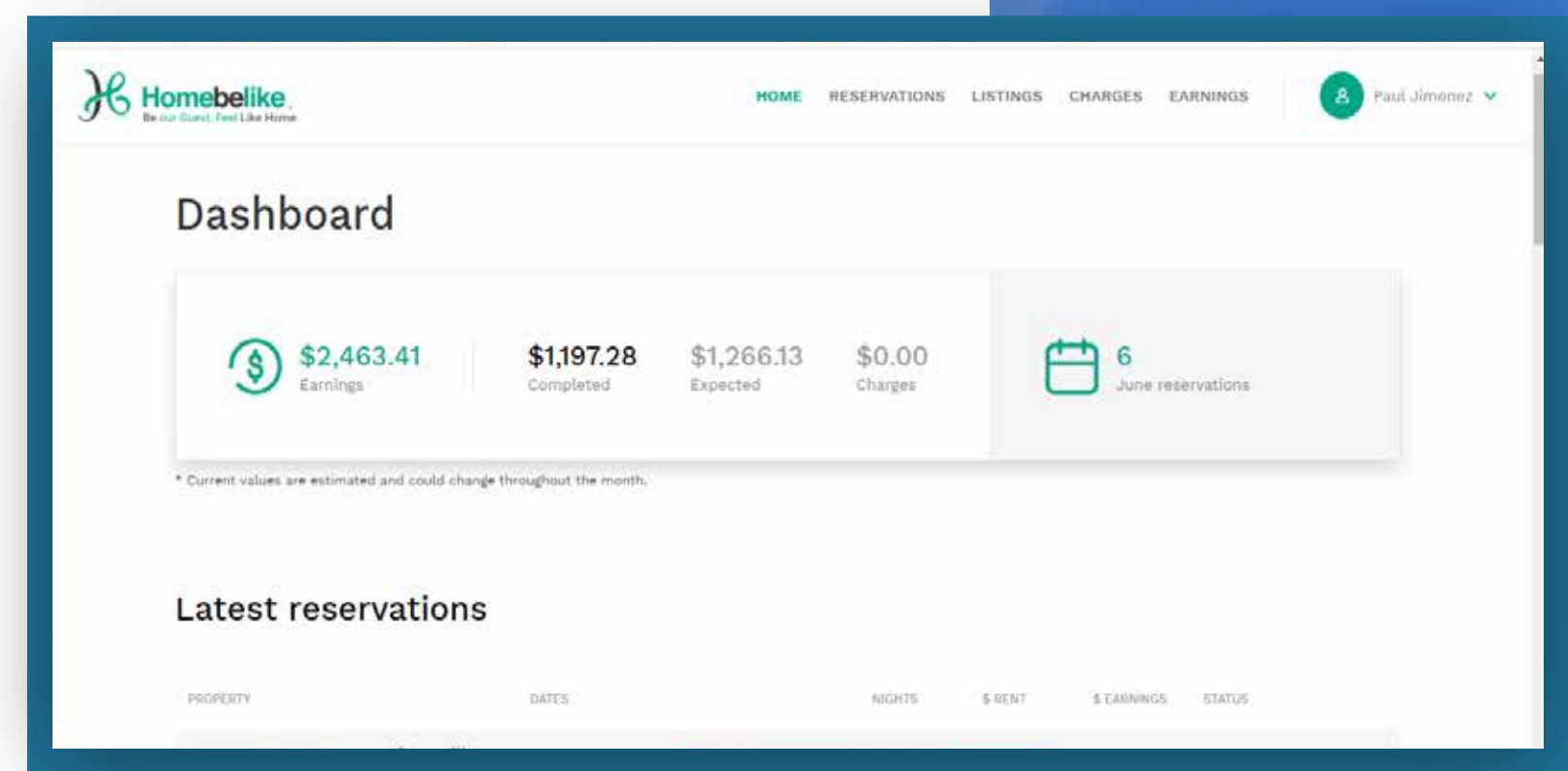


RENTAL PROGRAM

- Creation of brand image as a hotel-real estate product.
- Price policy according to the market.
- Maximum occupancy capacity and coexistence policies.
- High standard hotel services for the enjoyment of owners and guests.
- High level of profitability.
- Supervision of each unit before and during the clients' stay.
- Handling of complaints and situations for guests.
- Cleaning and disinfection protocols for each unit with certified standards
- International verification system of identity of each guest.
- Guarantee balance and homogeneity in prices for condominium rentals.
- "In house" services to standardize the quality of rental units and the service offered to guests.
- Marketing through the various online and traditional commercial channels, via our exclusive brands: Homebelike and Mint Hotels & Residences.
- Attendance at the most important international and local fairs.
- Possibility of exchange through our own system "My Home Your Home" and through our affiliation to the most important global program of luxury property exchange: "THIRDHOME(R)".

INFORMATION ON YOUR EARNINGS

- Monthly reports with movements of each unit.
- Ability to review each movement through a username or password per owner/per unit.



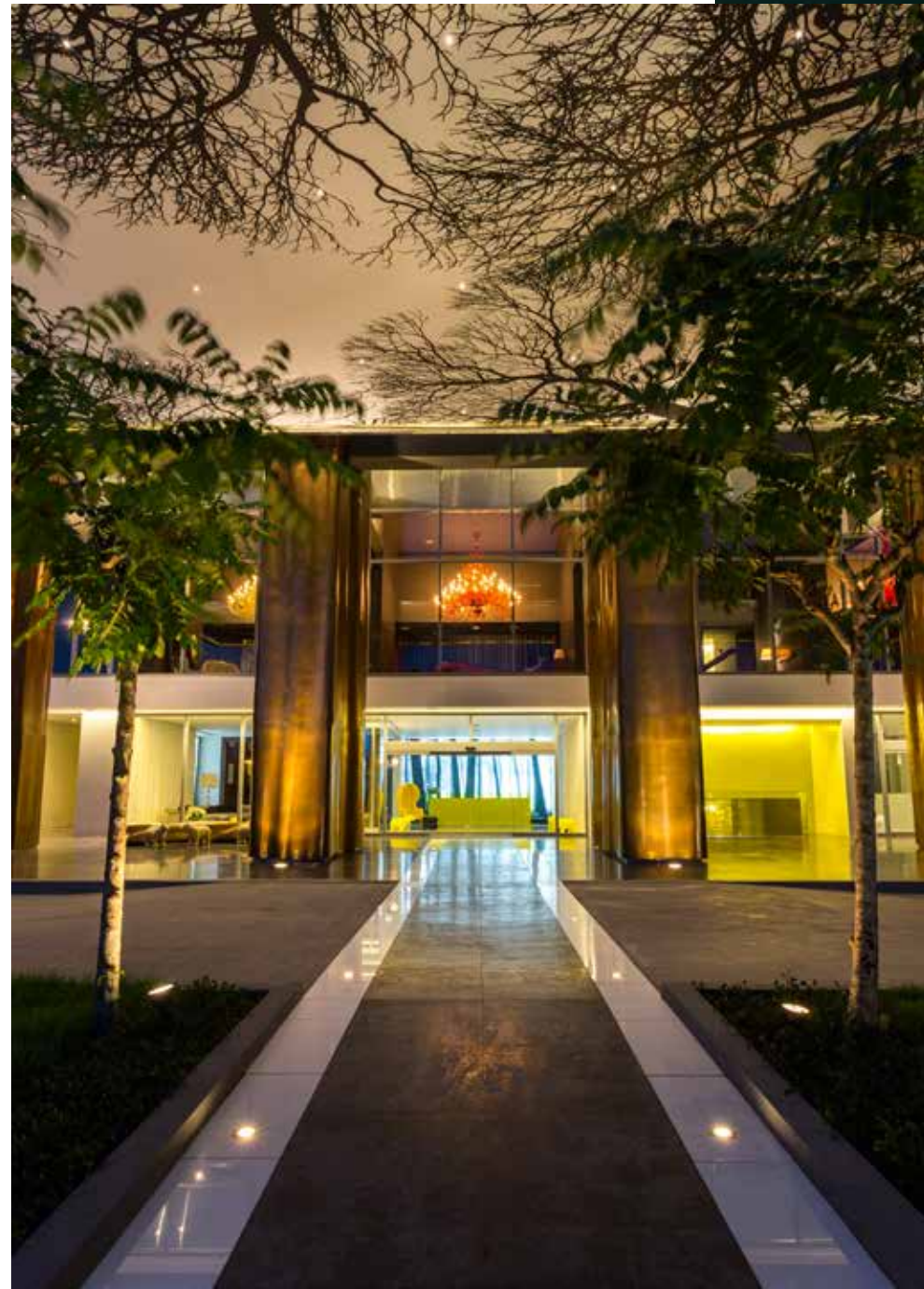
The screenshot shows the 'Latest reservations' section of the Homebelike dashboard. It displays a table with columns for PROPERTY, DATES, NIGHTS, \$ RENT, \$ EARNINGS, and STATUS. The table contains three rows of reservation data.

PROPERTY	DATES	NIGHTS	\$ RENT	\$ EARNINGS	STATUS
Luxurious Villa at Puerto Bahia with Great Views - Breakfast Included! Samaná, Dominican Republic	2021-06-12 - 2021-06-14	2	\$499.32	\$369.50	Completed
Punta Palmera Beachfront Apartment Cap. CAH, Dominican Republic	2021-06-26 - 2021-07-04	8	\$1785.00	\$1,570.80	Expected
Punta Palmera Beachfront Cap. CAH, Dominican Republic	2021-06-26 - 2021-07-04	8	\$1785.00	\$1,570.80	Expected

SERVICES FOR GUESTS AND OWNERS

- Personalized assistance from the moment of your reservation.
- Concierge services 24/7.
- Reservations: Restaurants, Experiences, Excursions, Flights changes, etc.
- Laundry.*
- Valet Parking.*
- Transportation to and from the beach.*
- Fill my kitchen.
- Correspondence reception service.
- Butler services.*
- Hot Line maintenance.
- Transfer services, upon request.
- Chef and babysitting services, upon request.

*Services available according to each project.





SOME OF OUR CURRENT CUSTOMERS:

- Puerto Bahía
- The Bannister Hotel
- Regatta Living 1 y 11
- El Portillo Residences
- Green Land Bubble Glamping
- Los Altos, Casa de Campo
- Bijao Beach Club, Golf & Residences
- The Lofts
- Town Center Mall
- Natura Cabana
- Cap Cana
- Yoo Panamá
- Ocean Reef Islands
- Complejo de oficinas Business Park
- The Residences at Punta Pacífica
- Santa María Court
- Santa María, Panamá
- Maui
- Midtown at SF74
- Playa Caracol
- Deluxe Residences
- La Vista on the Green
- Playa Caracol Residences
- The Towers luxury living
- Oceanfront Penthouses
- PH Marea 2
- The Regent at Country Club
- Casa Club at Country Club
- Costanera

.15

OUR MANAGEMENT TEAM

Bruno Gaudio

General Director Dominican Republic

Bachelor in Hotel Management at the Escuela Superior de Hotelería (ESH) in Buenos Aires. Master's Degree in La Ecole International de Glion, Switzerland, with a specialization in Finances and Human Resources. Bachelor of Economics at UADE (Universidad Argentina de la Empresa). Experience of 15 years in Spain, working in corporate positions for national chains. In the Dominican Republic, he was responsible for the opening of the Sublime Samaná Hotel, a member of the Small Luxury Hotels of the World (SLH) brand.

Miguelina Butrón

Vice President Sales & Marketing/Partner

She obtained a Bachelor's Degree in Hospitality and Tourist Services at the APEC University of the Dominican Republic, also completed a Master's Degree in Sales & Marketing at the Universidad Iberoamericana de Puerto Rico and a Postgraduate Degree in Rural Tourism at the University of Buenos Aires (UBA). She holds wide experience in commercial hotel management, consultancy of boutique hotels projects and sustainable tourism destination development.

Adam Tazi

Development Director

Graduated in Hotel Management in the Glion Institute of Higher Education of Switzerland, one of the most famous schools dedicated to hospitality. He holds more than 16 years of experience in luxury hotels located in several countries, such as Ritz Carlton of Madrid, Hotel de Crillon of Paris, Mandarin Oriental and El Kempinski. Locally, he has worked in Eden Roc Cap Cana.

Santiago Capeans

Vice President Finance/Partner

Business Administrator by profession, with more than 15 years of experience in the real estate property management sector, especially properties governed by Condominium Law 5038. (Associations of Condominium Owners).

Abelardo Melgen Acra

President/CEO

Bachelor of Business Administration, graduated from the Pontificia Universidad Católica Madre y Maestra of the Dominican Republic, with specialties in Hospitality at Cornell University, as well as Corporate Finance, Marketing and Project Management at a local and international level.

José Mella Carreño

Managing Director Panamá

Graduated with honors in Clinical Psychology from the Universidad Católica Santo Domingo. 15 years of experience in hotels for prestigious multinational chains such as Occidental Hotels, InterContinental and Marriott, focused on areas such as Human Resources and Training. He also has more than 5 years of experience in Boutique Hotel Operations Management. Deep expertise in brands, loyalty programs and consortia such as Small Luxury Hotels of the World (SLH), AAA, Signature Hotels & Resorts and American Express Fine Hotels & Resorts. He obtained a PDP Hospitality certificate at Cornell University. He is specialized in Facility Management, with more than 10 years of experience in the administration of HPRs, and both Commercial and Professional Towers.





HMS



Comprehensive solutions
for your Project or Hotel



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