

 **Novaro** CAPITAL

Advisory & Creative Services

Who We Are

Novaro Capital is a New York-based real estate services and development firm specializing in advisory and creative solutions for sponsors, developers, and capital partners across the U.S. We are service-focused by design — built to support the professionals and projects we believe in with institutional-grade execution and creative precision.

Our advisory practice targets select engagements where we can add meaningful value across origination, underwriting, capital raising, and debt structuring. Our creative division produces the branding, digital presence, and investor materials that help our clients give their firms and projects a real presence. Across both disciplines, Novaro's approach is defined by selectivity, deep collaboration, and a belief that lasting impact emerges where financial rigor meets creative presence.

“Work with exceptional people, on exceptional projects, in exceptional markets.”

Our Transaction Experience

\$9.8B+

Transaction Volume

Deal sizes ranging from \$25mm to over \$2bn+

100+

Number of Real Estate Projects/Deals

Direct developments and transactions

35+

Closed Advisory Deals

Sell-side / buy-side, private capital raises, public securities offerings

8

Cross-Border Transactions

Facilitated transactions across the US, Canada, Brazil, Mexico, Chile, Uruguay, Argentina, and Peru

30+

Institutional Capital Partners Engaged

Through sell-side / buy-side or capital raising mandates

45+

Direct Family Office Relationships

Through direct investments and partner relationships

Advisory & Capital Raising Services

01

Buy-Side Advisory

We identify, structure, and negotiate Co-GP or JV opportunities alongside best-in-class sponsors:

DEAL SOURCING

DUE DILIGENCE

STRUCTURING

DEAL PROCESS MANAGEMENT

02

Sell-Side Advisory

Advise, negotiation, and structure a sale process with qualified buyers:

ASSET SALES

DIVESTITURES

COMPANY SALES

MAJORITY OR MINORITY OWNERSHIP SALES

03

Capital Raising

Connecting qualified opportunities to a curated network of family offices, institutional investors, and international capital on both debt and equity:

EQUITY FINANCING (LP, CO-GP, PREFERRED)

REFINANCINGS

RECAPITALIZATIONS

DEBT FINANCING (SENIOR, CONSTRUCTION, MEZZ)

HOLDCO/PLATFORM FINANCING

04

Consulting

Advise on the structuring and planning of capital structures, developments, and valuations:

FINANCIAL MODELING

BUSINESS VALUATION

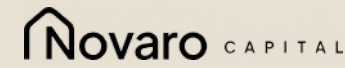
THIRD PARTY DUE DILIGENCE

CAPITAL STRUCTURE ADVISORY

Advisory Case Studies

Capital Raising Case Studies

Equity Financing

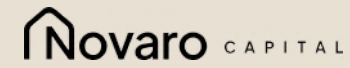
 Novaro CAPITAL

Private Sponsor

Luxury Hospitality
Development in Aspen, CO

Advisor / Co-GP
\$30 Million

IN PROCESS

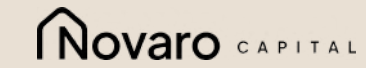
 Novaro CAPITAL

Private Sponsor

Luxury Hospitality
Development in NYC

Advisor
\$50 Million

IN PROCESS

 Novaro CAPITAL

Private Sponsor

Branded Private Club in
Dallas, TX

Advisor
\$20 Million

IN PROCESS

 TRACKHAWK
ADVISORS

Private Sponsor

\$500mm Institutional Term Loan
\$300mm Common Equity

Sole Lead Advisor
\$800 Million

2025

Debt Financing

 TRACKHAWK
ADVISORS

Private Sponsor

\$1.6bn Syndicated Credit
Facilities

Sole Lead Advisor
\$1.6 Billion

2025

 TRACKHAWK
ADVISORS

Private Sponsor

\$400mm Institutional Term Loan
\$450mm Credit Facilities

Sole Lead Advisor
\$850 Million

2024

 BofA SECURITIES

 Sonic
Automotive

\$650mm Notes due 2029
\$500mm Notes due 2031

Lead Left Bookrunner
\$1.15 Billion

2021

Advisory Case Studies

Buy-Side Advisory

TRACKHAWK
ADVISORS



TSX:APR
Acquired

Tesla Collision Center in
Dublin, Ohio

Sole Advisor

2025

TRACKHAWK
ADVISORS



TSX:APR
Acquired

Rivian Sales, Service, and
Delivery Center Real Estate

Sole Advisor

2025

TRACKHAWK
ADVISORS

**Growth & Expansion
Strategic Advisory**



TSX:APR

Sole Advisor

2025

Sell-Side Advisory

Novaro CAPITAL

Private Sponsor

500 MW Greenfield Data
Center Site in Missouri

Advisor / Co-GP

IN PROCESS

Novaro CAPITAL

Private Sponsor

1.1 GW Greenfield Data
Center Site in Ohio

Sole Advisor

IN PROCESS

Novaro CAPITAL



EneCorp Inc.

5 GW Greenfield Data
Center Site in Texas

Sole Advisor

IN PROCESS

Novaro CAPITAL



Acquired

Development of \$35M of
Multifamily Properties

Sole Advisor

2024

Brand Advisory

Luxury brand positioning, branded residence concepts, and brand application for real estate developments.

BRANDED RESIDENCES

BRAND APPLICATION

CONCEPT DEVELOPMENT

LUXURY POSITIONING

BRAND PARTNERSHIP STRUCTURING

GO-TO-MARKET STRATEGY



Case Study Caribbean Resort

Owner
IHG HOTELS & RESORTS

- ✓ Key money
- ✓ Marina operations

Six Senses is a luxury hospitality brand rooted in wellness, sustainability, and emotional connection.

Demographic Profile

Six Senses attracts affluent, wellness-driven travelers and UHNW families who prioritize sustainability, holistic experiences, and contemporary design. Guests typically range from 35 to 60+ and come primarily from North America, Europe, and Asia. The brand appeals to those seeking privacy, transformative wellness, and elevated, environmentally conscious luxury.

Branded Residences

Six Senses branded residences span resort and urban locations worldwide, including island destinations like the Six Senses Residences Grand Bahama, a new ultra-luxury community featuring private boat slips.



Creative & Design Services

01

Branding

Build cohesive brand identities — from naming and logo design to full brand systems — for real estate firms, funds, and projects.

BRAND IDENTITY

NAMING

LOGO DESIGN

BRAND GUIDELINES

VISUAL SYSTEMS

02

Project Decks

Design and redesign investment memoranda and project decks that combine rigorous financial presentation with visual clarity.

PITCH DECKS

DEAL PRESENTATIONS

INVESTMENT MEMORANDA

OFFERING MEMORANDA

03

Websites & UI Design

Design and build the digital infrastructure behind how your firm presents, operates, and scales — websites, platforms, and custom applications.

WEBSITE DESIGN

APP DEVELOPMENT

LANDING PAGES

UI/UX DESIGN

04

Investor Materials

Produce the full suite of investor-facing materials — pitch books, quarterly reports, one-pagers, and due diligence packages.

LP REPORTS

QUARTERLY UPDATES

ONE-PAGERS

DUE DILIGENCE PACKAGES

FUND MARKETING MATERIALS

Creative Case Studies

Project Deck – One Greenwich Avenue

A project overview deck for a boutique ultra-luxury residential development in the West Village — positioning the project around restraint, permanence, and a discreet branded residence concept informed by globally recognized luxury partners.

Novaro CAPITAL

CRESCENDI GROUP

one GREENWICH AVE

GREENWICH VILLAGE | NEW YORK | 10014

PROJECT OVERVIEW

THE VISION

We see One Greenwich Avenue as one of the last truly meaningful residential development opportunities in the West Village. Positioned at the convergence of Greenwich Avenue, Sixth Avenue, and Christopher Street, the site calls for a building of uncommon quality and lasting presence.

Our objective is not to pursue scale for its own sake, but to prioritize character, proportion, and permanence. The focus is on elevating the quality of every square foot rather than maximizing density. We envision a building that feels naturally embedded in the Village streetscape, honoring the neighborhood's cultural weight while delivering a contemporary, ultra-luxury residential experience.

*Render is for presentation purposes only and is not indicative of final development.



Capital Raise Package – Ultra-Luxury Private Social & Business Club

We produced the complete capital raise package — a two-pager and CIM — for a discreet, ultra-luxury social and business club concept in Dallas. From brand positioning and membership architecture through to deal structure, return profile, and sponsor credentials.

PROJECT NAME

The Opportunity

[Project Name] is a private members club designed for those shaping capital, culture, and ideas. It is a curated environment for meaningful exchange, strategic collaboration, and long-term relationship building among leaders across business, finance, technology, and culture.

This is not a social club. It is a place where credibility, access, and momentum converge.

The [Project Name] Concept

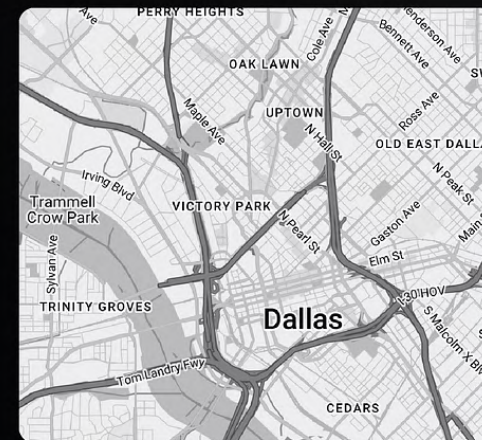
[Project Name] brings the prestige and influence of [Brand] into a private, real-world setting. Each location convenes a highly curated community of leaders within spaces designed to offer multiple amenities for business, cultural and social exchange. Curated for discretion, intelligence, and impact. Together, [Project Name] locations form a global network of trusted environments — places where being in the right room matters.



Why Dallas?

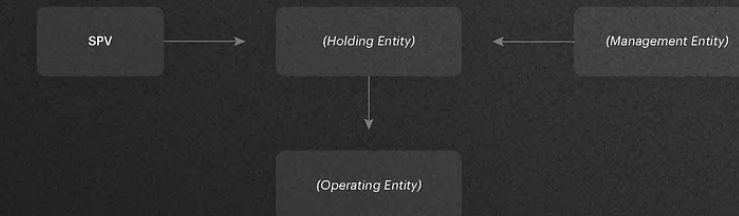
Dallas was selected by [Brand] for the first [Project Name] in North America due to its rapid emergence as a global financial & business hub, and cultural capital. The region is experiencing unprecedented momentum, driven by institutional capital migration, corporate relocations, and the formation of new financial exchanges. Dallas now ranks among the most important financial centers in the United States, with continued long-term growth projected.

[Project Name] Dallas will occupy the top two floors of [Address], positioned between [Location] and [Location], minutes from the city's business core. The club spans approximately 40,000 square feet and features 360-degree views, private on-site parking, and a discreet porte-cochère arrival — a combination rarely achievable in the Dallas market.



Investment Overview

[Brand] is establishing exclusive private business clubs in a select number of dynamic global cities, with Dallas chosen for the first [Project Name] in North America.



Opportunity

- [Holding Entity] is inviting accredited investors to participate in the business of [Project Name] Dallas subject to definitive documents
- Investors receive Member Units with anticipated financial benefits, refer to Term Sheet for details
- Investor subscriptions will be accepted on a first-come, first-served basis, and will be subject to [Brand Name] approval
- Investors enjoy certain membership rights and other privileges
- [Project Name] Dallas targets opening in [Date]

The Sponsors

[Development Group] — exclusive licensee & operator with a 40-year track record. Partners include [Brand Name], [Brand Name], [Brand Name], [Brand Name], [Brand Name], [Brand Name], and [Brand Name]. Holds 66.67% of [Management Entity].

[Investment Firm] — Dallas-based investment firm. Holds 33.33% of [Management Entity]. Leads capital strategy and membership.

Investment Tiers

Three check sizes are available to investors:

\$XK

\$XK

\$XM

Return Profile

Preferred return X p.a. On unrepaid capital	Distributable cashflow to capital X% Series B units
Target return multiple Xx On invested capital	Return of capital forecast X yrs After club opening
Founding rights See below	Pre-money enterprise valuation \$XM Basis for ongoing distributions

Curated Membership

Membership is intentionally selective and drawn from the most accomplished individuals across finance, entrepreneurship, technology, culture, media, philanthropy, and public leadership. All applications are subject to [Brand Name] approval.

Founder Member (included with investment)

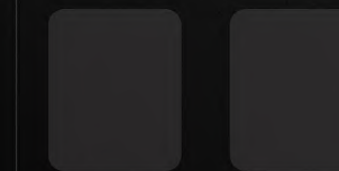
- Founding status with permanent recognition
- Membership fee waived
- 10% off food, beverage, and wellness in year one
- Invitation to annual founders philanthropic gala
- Founders-only cultural and cocktail events
- Enhanced hosting privileges (up to 7 guests)
- Priority access to [Brand Name] Global Membership, if available

Premium Member

- Executive workspaces and private boardrooms
- Signature global dining and bar access
- Japanese izakaya with sushi master
- Invitations to curated cultural and dining events
- Private event spaces for up to 250 guests
- Executive concierge and personal services
- Guest access privileges (up to 5 guests)

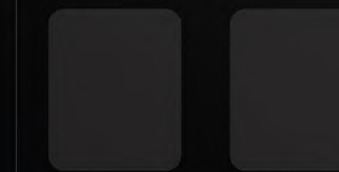
The Founders

[Project Name] Dallas was founded by five experienced individuals who jointly own [Management Entity], the Manager of the legal entities.



Name

Name



Name

Name

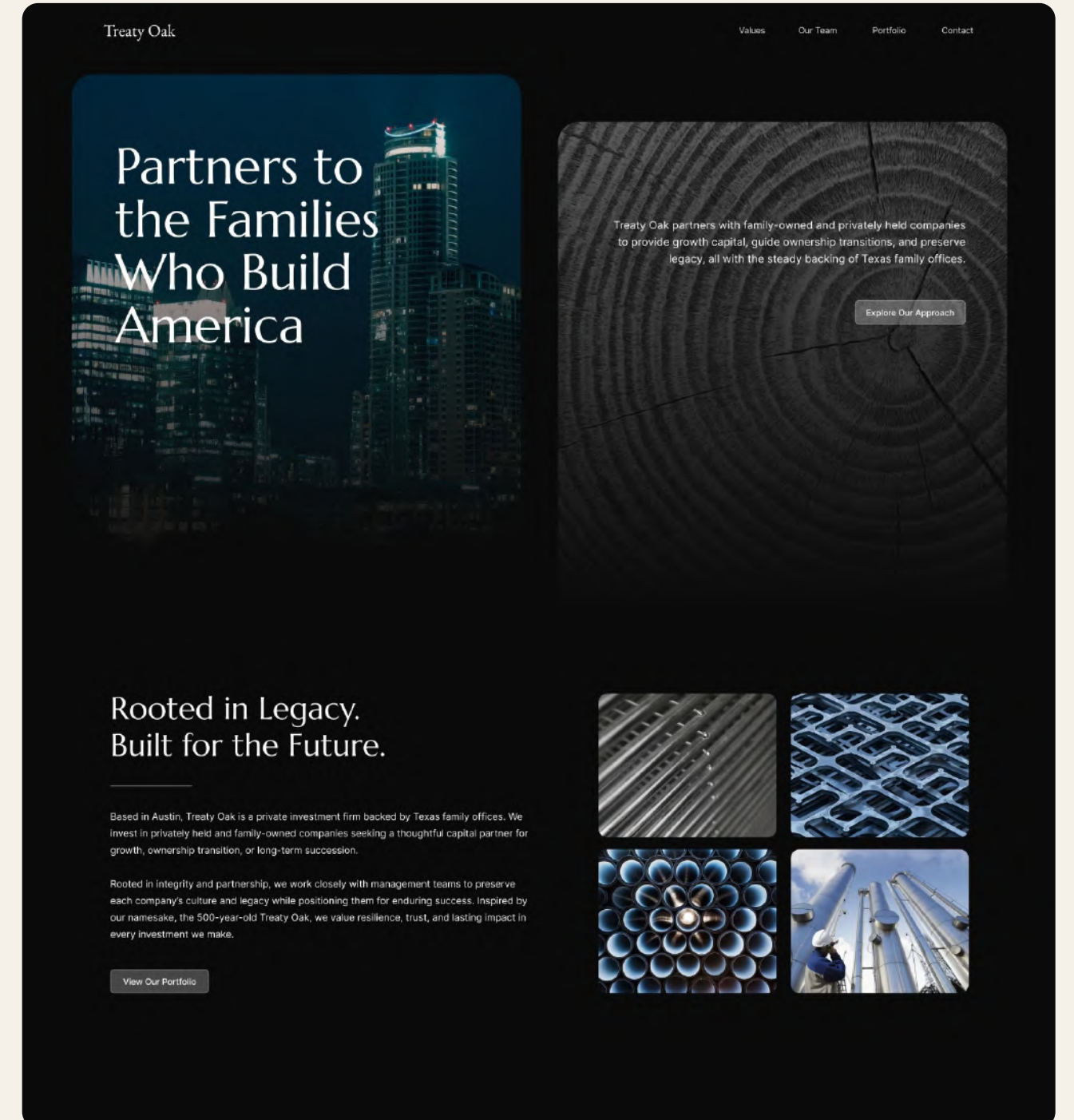
PROJECT NAME

Website Redesign – Treaty Oak

A full website redesign for Treaty Oak, an Austin-based private investment firm backed by Texas family offices. The project transformed a dated, text-heavy site into a bold, editorial digital presence — built around strong typographic hierarchy, full-bleed imagery, and a dark, sophisticated aesthetic that reflects the firm's positioning as a legacy-driven capital partner.



Before



After

Institutional Capital Network



BlackRock

KKR

CARLYLE



KING STREET



Brookfield

J.P.Morgan

BANK OF AMERICA



APOLLO



Future Standard



Stonepeak



BARINGS



Goldman Sachs

Organizational Structure



Patrick Collins

Chief Executive Officer

Background in leveraged finance, institutional fundraising, and operations. Formerly with Bank of America, Barringer Construction, and Trackhawk Advisors, where he facilitated \$3bn+ in institutional raises. At Novaro, he drives growth strategy and capital markets.



Pedro Alves de Lima

Chief Operating Officer

Entrepreneurial real estate operator, closing \$15m+ in deals before graduating from the University of Richmond. Experienced in consulting, financial modeling, and sourcing \$100m+ in opportunities. Leads Novaro's buy-side strategy and operational scaling.



Gustavo Pincelli

Partner

Civil engineer with 20 years in Brazil's top construction firms. Secured \$2bn in contracts as Commercial Director. At Novaro, he manages global investor relations and strategic operations, bridging international investors to U.S. opportunities.



Joe Barty-King

Chief Design Officer

RISD-trained designer. Leads Novaro's brand, product ecosystem, investor portal, and marketplace platform. Also shapes architectural and interior design vision across developments, ensuring timeless elegance and cohesion.



Renato Burton

Chief Technology Officer

Software engineer with early career in Brazilian banking. Specializes in cybersecurity, secure-by-design systems, and scaling teams. Oversees Novaro's tech strategy, building secure and efficient platforms that support long-term growth.



Alain Gamas

Chief Growth Officer

Former Apple operations leader managing \$250bn+ in budgets and supply-chain negotiations. Active real estate investor in Arizona. Brings operational rigor and investor-focused strategy to Novaro, driving scalable processes and disciplined execution.