SANTIAGO, DOMINICAN REPUBLIC | FIRST COMMUNITY PLANNED

Building places where families can build a future.

Tierra Viva is developing a real estate investment platform for integrated communities across Latin America and the Caribbean, beginning in Santiago. We bring quality homes, internationally oriented education and local enterprise into one coordinated model, guided by disciplined capital and long-term stewardship.



LEARNING AT THE HEART OF THE COMMUNITY



HOMES FOR FAMILY LIFE



ENTERPRISE CLOSE TO HOME

Illustrative concepts. Designs and program remain subject to change.

ONE COMMUNITY. FOUR CONNECTED ELEMENTS. | SANTIAGO FLAGSHIP, MODELED PROGRAM

Learning

330

students modeled

Internationally oriented school with scholarship pathways.

Homes

200

homes in the base case

160 townhomes, 40 apartments; shared green space.

Enterprise

10,000

m² rentable commercial

Neighborhood retail, health services and coworking.

Stewardship

247,167

m² site under evaluation

Gurabo, Santiago; resilient systems, responsible land use.

WHY SANTIAGO

An established business community, industrial base, universities and diaspora ties make Santiago a compelling starting point. Our research has shown that families want a coordinated place to live, learn and work, rather than separate solutions for housing, education and services.

WHO WE ARE BUILDING FOR

Local professionals, business owners and internationally connected families, including returning members of the Dominican diaspora. We are shaping our housing and school plans around family needs, with market research guiding each phase of development.

Education can help determine where a family chooses to live.
We plan the school and the community together.

Evidence before scale

PRE-DEVELOPMENT

We are advancing our first community in Santiago as the foundation for a repeatable model. Larger capital commitments follow clear milestones in site control, feasibility, demand validation and school partnerships.

DEMAND & SITE
Household demand, site control, title and technical viability.

DELIVERY & EDUCATION
Engineering, design, permitting and a credible school operating model.

CAPITAL & GOVERNANCE
Phased financing, legal structures, oversight and reporting.

A business model built for lasting value.

Residential development is intended to be the primary economic engine, complemented by commercial income and education-led demand.

Residential development

Presales and home sales are intended to generate development margins and capital recovery.

BASE CASE $2,500/m² initial sales price; 8% annual appreciation

Commercial income

Retail, clinic and coworking leases are intended to produce ongoing income.

BASE CASE 10,000 m² rentable at $20/m²/month; exit at a 9% cap rate

Education operations

Tuition supports the school. The operator, ownership and any investor participation remain to be structured.

BASE CASE 330 students at $10,000/year; exit at 4.0× revenue

ILLUSTRATIVE PROJECT UNDERWRITING | USD | JULY 2026 FINANCIAL OVERVIEW

30-40%	6-7×	$25-$30M	~$130M
Projected LP IRR	**Projected LP MOIC**	**Total project equity**	**Development budget**
Base case, post-promote	Multiple on invested capital	LP + GP, called in Years 1–3	All phases, modeled

MODELED CASH TIMING

Equity called in Years 1–3; no further calls in the base case. LP distributions begin in Year 6; final exits by Year 10.

LP ALIGNMENT

Capital returned first; 8% preferred return. No GP catch-up; the promote steps up as LP IRR hurdles are cleared.

COMMUNITY IMPACT | TARGETS FOR THE FIRST COMMUNITY, NOT MEASURED OUTCOMES

Education is the catalyst, not an amenity: a credible school draws families, anchors local enterprise and creates lasting employment. Access, learning outcomes, local hiring and resource use will be tracked and reported.

20%	300	~40	50
scholarship seats targeted	**ongoing jobs targeted**	**local businesses housed**	**diaspora families (goal)**
About 66 of 330 students; subject to funding.	School, local businesses and community services.	Retail, clinic, coworking and services space.	Making Santiago home, with international experience.

Targets and estimates, not measured outcomes; scholarship seats depend on funding and are not in the base-case returns. A further goal is mentoring 100 local educators and entrepreneurs a year; the planned foundation would hold public-benefit work with its own funding and governance.

SELECTED LEADERSHIP | EDUCATION, CAPITAL AND OPERATIONS

Ramon Marmolejos	Jose Luis Zardoya	Ranjan Khan	Henry González
Founder & Managing Partner	**Capital markets & asset management**	**Operations, controls & governance**	**Local market execution**
20+ years in education. Alkimia Learning. Wharton; IE MBA. Harvard Ed.M.	20+ years in capital markets. Oppenheimer; CIBC; Cowen. Columbia MBA.	20 years in regulated finance. Credit Suisse; Morgan Stanley. Dun & Bradstreet.	13+ years in DR real estate. Espejo y Asociados. HG International founder.

Let’s explore where we fit.

Family offices, real estate partners and education operators: let’s discuss Santiago, the model and founding participation.

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SAVE CONTACT

Illustrative forecasts, not guarantees. LP returns are post-promote; fee and tax treatment requires confirmation. Results depend on demand, appreciation, costs, financing, school execution and exits. For information and discussion only; not an offer to sell or solicitation to buy securities. Subject to formal documents, diligence and approvals. Concepts and renderings are preliminary. Early-stage real estate development involves significant risk, including loss of principal.