



DMA GLOBAL

PROPERTY SPECIALISTS SINCE 1991





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Since 1991, DMA Global has been delivering property development, project management and advisory services for some of the most prestigious projects in Australia, China, the Middle East and other parts of the world.

We provide complete services to manage property development projects of any scale or complexity.

About Us

DMA Global has been providing the most dynamic and professional property development, project management and advisory services in Australia and internationally for nearly 30 years. We specialise in the creation of Development Management Agreements for businesses, funds management companies and property trusts that do not have in-house delivery capabilities.

Starting as a design and construction company in 1991, DMA Global quickly grew to become a trustee of property trusts and an advisory firm managing a portfolio of real estate investments. In 1997, we became the preferred property development manager under the Sister City arrangement between Shanghai, China and Rockdale City in NSW, Australia.

Since then, our team of property specialists has been working with various clients across different industries in Australia, China, the Middle East and other parts of the world – to deliver and manage assets and development projects of any scale or complexity.



Our core values reflect our commitment to deliver the highest quality service for each client and in every project:

GROWTH

GROWTH

focusing on growing client portfolios, maximising returns and providing advice on the best use of property.

STABILITY

STABILITY

building client relationships, developing extensive resource networks and delivering end-to-end projects since 1991.

STRENGTH

STRENGTH

with expertise and experience in all aspects of property development and management in Australia and internationally.

GROWTH

STABILITY

STRENGTH

Meet our CEO

Peter Yassa is the CEO and Global Head of Property for DMA Global. Peter has significant property development experience across the residential, commercial, retail, industrial and retirement sectors.

He has been responsible for a number of very large projects with portfolio turnovers in excess of A\$200 million as well as the successful introduction and negotiation for various property developments with a GR value of up to A\$1.365 billion.

Peter has a proven track record in being able to successfully manage and expand a variety of property development companies both within Australia and internationally.

Peter's qualifications include:

- Qualified architectural designer
- Had design practice for 7 years
- Qualified builder
- Qualified real estate salesperson
- Qualified arbitrator in building disputes resolution
- Diploma of Financial Services PS146
- And PS164 compliant



Why Work With DMA Global

At DMA Global, we aim to always provide the best services to manage property assets, create development agreements, and administer projects. As a client, you can expect:

- Strategic advice on all aspects of property development and management
- Expert management of property projects and assets
- Delivery of personalised and end-to-end services for projects of any scale or complexity
- Highest level of quality control at every stage of the project
- Complete advisory services on local and international property markets
- Best use and maximum returns on your property investments
- World-class delivery capabilities gained from almost 30 years experience with Australian and international property projects



Property Development and Management Services

DMA Global provides complete property development and management services for any project, regardless of size or complexity. Our team of experts will work closely with you to deliver a customised solution to meet your specific needs, goals and preferences.

End-to-end property services for international projects

Need help delivering international property development projects? The DMA Global team has extensive experience in managing complex projects in China, the Middle East and other part of the world. We can help you find investors to secure the necessary funding, and provide end-to-end property services – from sourcing and acquisition to development planning and project management.

Property Acquisitions and Due Diligence

We take care of sourcing and acquiring sites on behalf of a property trust. We also provide full due diligence and deal with vendors and agents to get the best deals and negotiate any special conditions on your property investments. This also includes coordinating with valuers, quantity surveyors and solicitors.

Property Development Finance

DMA Global can help arrange property development finance where necessary. With our partners and wide network base, we can provide mezzanine financing or private investors to fund every stage of the development project.

Schematics

We are experts at preparing schematics for feasibility studies on projects of all sizes and complexities.

Local Government Liaison

Our services include liaising with local government authorities to establish allowable property developments and acquisitions, get the necessary approvals, and determine the highest and best use of the site. We also have extensive experience in rezoning of various parcels of land at all levels of Government.

Project Management

At DMA Global, we provide the best qualified and experienced personnel to manage every stage of the project. Our team would share their knowledge and expertise to help Fund Managers and determine the type and quality of property development required to achieve an institutional grade development. This includes chairing of (PCG) Project Control Group meetings.

Our project management services cover:

- **Approvals** – managing the procurement of all approvals necessary for the property development.
- **Construction Management** – managing the provision of construction management services in respect of the works as contemplated.
- **Tendering** – specialising in taking the project to tender for construction including preparation and management of the tender documents.

Development Management

In every project, DMA Global is the main point of contact and manages all the aspects of the property development. Our team provides strategic leadership and advice to help maximise returns while minimising risk at every stage of the project. We also act as the client's representatives for all aspects of development and focus on achieving their goals.



Industry Sectors

DMA Global has a proven track record in many industry sectors for successful commercial property development projects. We are experts in property management across a wide range of categories in both the local and international markets.

Our experience covers but is not limited to the following industry sectors:

1. Commercial Property Development including all types of retail and wholesale stores, office buildings, hotels and service establishments.
2. Industrial Property Development including real estate used for manufacturing, processing or warehousing goods.
3. Retail Property Development including premises used to sell products by retail or wholesale, sell services or hire goods.
4. Real Estate Land Development including Englobo land that is strategically acquired with the intention of rezoning, then subdivided into smaller lots and sold in the marketplace.
5. Residential Development including low, medium and high density developments across the broad spectrum, from affordable housing to luxury waterfront apartments.
6. Aged care Property Development including self-care retirement living developments for people over the age of 55 years.



Our Process

At DMA Global, we are committed to delivering the highest level of quality at every stage of each project. Over the years, we have been constantly improving all our processes and quality control measures.

We have established an extensive resource network with many reputable property trusts, and developed sophisticated cost control systems so every project is operated within standard budget allowances.

We have also developed our own Inspection and Test Plan (ITP) procedures for clients to ensure delivery of the highest quality.

Unique Management Software

DMA Global has developed a holistic software system that provides complete centralised management of all domestic & commercial property developments, property acquisitions and international property management projects, regardless of the scale or complexity.

The software provides integrated control for:

- Project feasibility assessment
- Cash flows
- Financial modelling
- Modelling for funds management
- Risk and sensitivity analysis

Regular Reporting

The team at DMA Global makes sure we provide all our clients complete visibility and transparency. We follow strict procedures in all aspects of our services. This includes regular reporting at every step of the development project.



Pre-Fabrication and Modular Buildings

We source technologies, engineering and manufacturing in China to design and implement innovative modular construction projects.

- Developing a Principal Project Requirements (PPR) document
- Engaging contractors and consultants
- Securing all development and construction approvals
- Sourcing a fabricator in China and negotiating the contract on behalf of the client
- Dealing with all aspects of the manufacturing process
- Managing engineers and architects in Australia, and fabricators in China

- Obtaining the Occupation Certificate
- Handling delivery and logistics
- Creating designs and concepts
- Managing quality control



Property Development and Management Projects

DMA Global has been involved in various property development and management projects across different industries in Australia, China, the Middle East and other parts of the world.

Preferred Property Development Manager under the Sister City Arrangement between Shanghai, China and Rockdale City in NSW, Australia. Worked with Chinese clients with funds over €5 billion.

Mandate and Advisory Status for Hilton World Wide – building hotels to meet Hilton brand standards. Developments include a 250-room hotel in Canberra, three 280-room hotels in Maldives, and a 450-room hotel in Hong Kong.

Audited and Advised Club Med Asia Pacific on which property assets to retain and which to sell. Also provided advice on how to reduce costs to boost the bottom line.

Delivered the Global Housing Initiative in Sumatra – building homes using prefabricated houses built from a factory in Seattle, USA.

Developed the first Green Star Building outside the Sydney CBD (only 100 of its kind in the world). The building is now the Hills Shire Council head quarters in Baulkham Hills, NSW.

Other development projects include:

- \$120 million commercial development in Norwest Business Park
- Lennox Head and Cessnock retirement villages
- Development of diversified projects up to \$1.3 billion
- Preferred developer status with the Local Aboriginal Land Council to develop large parcels across the Eastern Seaboard for Economic Development

Contact Us

For all enquiries regarding Property Development, Homes Development, House Development, Real Estate Development, New Development Properties, Project Management, Acquisitions, Retail, Industrial or any other of our services call us today, or fill out our form and someone from DMA Global will get in touch with you shortly.

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