

## FIRST CONTACT

Given the continuous misunderstandings and to avoid everyone wasting precious time, I would like to publicly clarify our way of working and our procedures, based on the principle of "CONCRETENESS & LEGITIMATION", the assets we offer are almost all OFF MARKET, which for us means: "ASSETS NOT FOR SALE BUT FOR WHICH THE OWNER IS AVAILABLE TO RECEIVE A PURCHASE PROPOSAL".

The first step is always to understand if the request comes from a potential direct buyer or from an intermediary. As soon as the role of our interlocutor has been clarified and demonstrated, we must receive a series of information on the applicant, for example his presentation (COMPANY PROFILE), understand who he is, understand if he is structured, SEE HIS WEBSITE, understand if he has a physical office, understand if he has a registered office, understand if he is authorized and if he has all the necessary licenses, we must be sure that he isn't just an email and a telephone with nothing behind him. **WE NEED TO KNOW THE PEOPLE WE TALK TO.** We occasionally work with intermediaries but only on a case-by-case basis. We have strict procedures, first of all for access to confidential asset information and then for having direct access to the hotels we offer.

The hotels in our portfolio are all direct, available and deliverable. We act with an assignment received directly from the seller (50%-60%) while for the remaining percentage we have the extensions of the assignments issued to the original teams, we are always legitimate. **NEVER** and for no reason will we send our assignments to anyone, they are part of complete, complex and articulated contracts that contain other personal information or the details of other assets (not subject to request). It's are personal documents.

Except in rare cases, the assignments we receive aren't the "classic mandates", there cannot be mandates for items that are not for sale, but it's are "authorizations" that legitimize us to receive purchase offers or to initiate the relationship with a buyer potentially interested in buying. In many (but not all) cases we have available Information Memorandum (IM), Key Figures, floor plans, but almost never we have available financial information, the latter never passes through the hands of intermediaries. The Data Room is opened only during the first meeting between the owner's team and the potential buyer's team.

Only after receiving sufficient information about the applicant (in our judgment) we will follow up the request with the start of the procedure, which will always begin with a LEGAL NCNDA (our template), accompanied by the potential buyer's BUSINESS PROFILE and a PROCURE/ MANDATE signed by the potential buyer to the intermediary. With this basis we can begin a relationship also with the intermediaries, without these preliminary documents we will never follow up on any request.

After receiving the first documents we will send the names and websites of the requested assets and other information that we have available and that we deem appropriate to send. This is our way of working. If you aren't in a position to follow it let's all avoid wasting time because the process will stop.

The procedure doesn't end with sending these preliminary documents, there are other steps to follow but I think it is unnecessary to talk about them at this time.

REGNUM OÜ/LTD