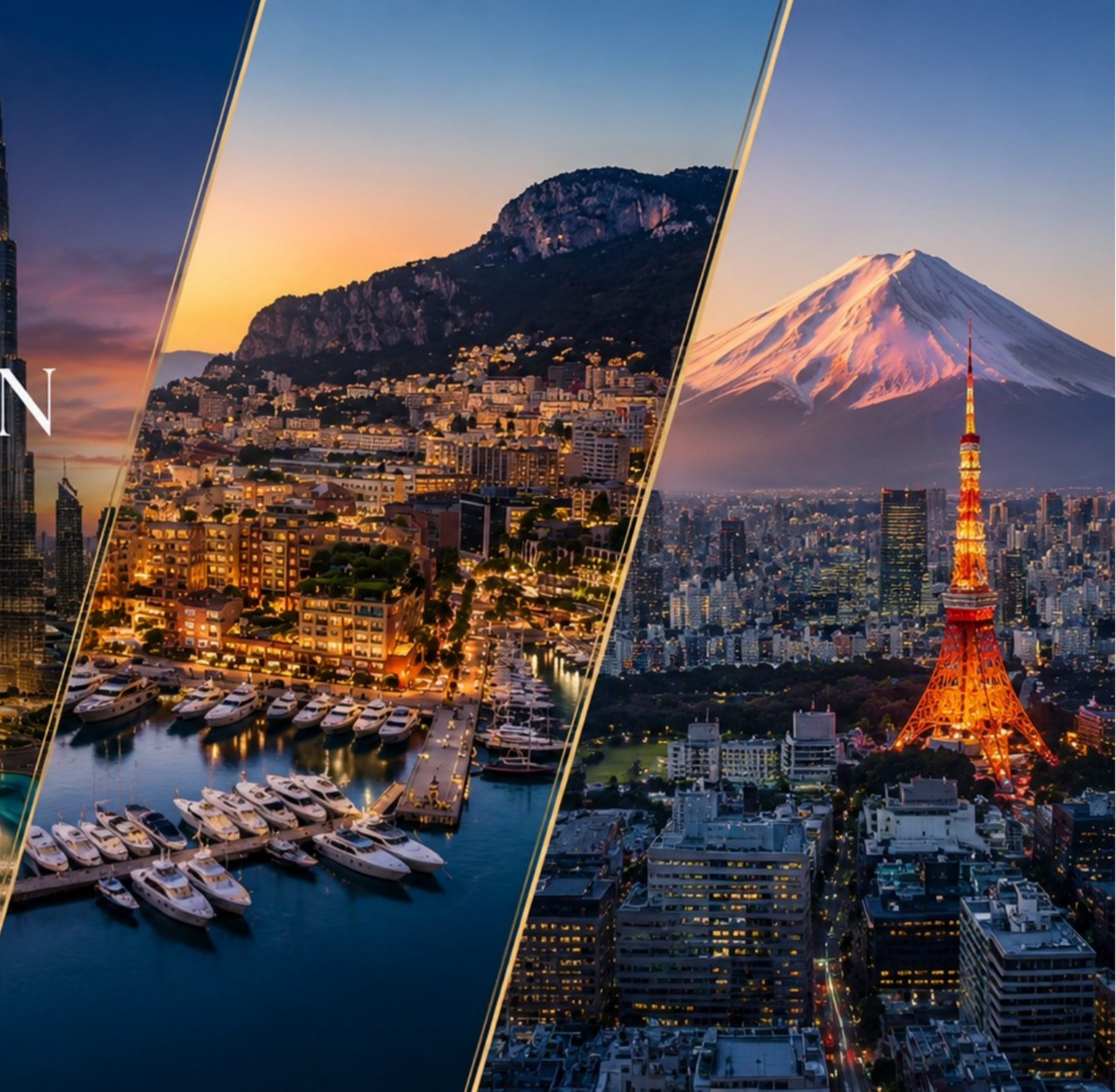
REGENT EMILION
PRIVATE CLIENTS

Regent Emilion
Private Clients

Dubai · Monaco · Côte d’Azur · Japan

Dubai–Monaco Business Scheme



Core Investment Thesis

"Own the client relationship, not the inventory."

Control the client relationship while regulated execution stays with the right licensed party.

Two-way revenue opportunity
- Direct Dubai execution
- Monaco upside through referrals
- Japan as origination and trust layer

Asset-light model
- No inventory exposure
- Low fixed-cost structure
- Flexible scaling through partners

High-touch service
- Japanese-language client care
- KYC and decision support
- Lifestyle and relocation coordination

Three Complementary UHNW Markets

Dubai, Monaco, and Japan each play a distinct role in the private-client corridor.

DUBAI

AED 252bn

- Q1 2026 transaction value
- AED 87.71bn luxury investment value
- Primary execution and revenue market

MONACO

493 deals

- 2025 market transactions
- €5.9bn annual sales / resale value
- Scarcity-led prestige market

JAPAN

Trust gateway

- Japanese-language client origination
- Relationship and decision-support layer
- Gateway into overseas real estate

Initial Target Client Segments

Year 1 focuses on curated, referral-led private clients rather than mass-market acquisition.

UAE / GCC UHNW clients

- Dubai-based wealth seeking diversification, prestige, and curated cross-border access

Monaco / European UHNW clients

- Europe-based wealth seeking Dubai opportunities and select introductions

Japanese affluent / UHNW clients

- Japanese-language clients exploring overseas property, second bases, and relocation options

Family offices / trusted advisers

- Relationship-led introducers, co-advisers, and multipliers of trust

Three-Way Cross-Border Operating Model

One client gateway, three destination routes, and a disciplined division of execution roles.

Dubai ⇄ Monaco

- Dubai executed by Regent Emilion
- Monaco handled by licensed local partner
- Flagship corridor for larger-ticket cases

REGENT EMILION PRIVATE CLIENTS

Client ownership · opportunity management · Japanese-language support · pre-KYC · decision support

Dubai–Japan / Japan–Monaco

- Japan as trust and origination gateway
- Monaco as referral-led partner route
- Specialists engaged under separate mandates

One relationship · multiple routes · controlled compliance trail

Roles, Boundaries, and Responsibility Split

Clear separation of roles reduces risk and makes the client journey easier to govern.

Regent Emilion

- Owns client relationship
- Runs Dubai execution within licensed scope
- Coordinates CRM, consent, and reporting

Licensed Local Partner

- Handles Monaco / Côte d’Azur execution
- Provides local market access and listing insight
- Supports viewings, negotiation, and contract flow

Specialist Network

- Lawyers, notaries, tax, banks, immigration
- Engaged only where needed
- Used under clearly segregated mandates

No legal, tax, investment, or wealth-management advice is embedded in brokerage activity.

Private Client Journey

From first contact to aftercare, each stage is designed to be easy to track and govern.

1. Lead
2. Discovery
3. Qualification
4. KYC / Consent
5. Property Matching
6. Viewing
7. Offer
8. Execution
9. Aftercare

- Origin by referral / curated outbound
- Confirm motivation, budget, and route
- Only suitable assets move forward
- Close, report, and maintain relationship
- Document introducer and scope
- Consent, ID, and source-of-funds prep
- Licensed execution and specialist support

Initial Geographic Price Bands

These are internal target bands for launch positioning, not market averages.

Dubai

- AED 8m–30m
- Prime urban residences
- Waterfront / branded residences
- Family relocation inventory

Monaco

- €5m–25m
- Prestige apartments
- Scarcity-driven secondary market
- Legacy / diversification cases

Japan

- Gateway only
- No execution inventory focus
- Japan is primarily origination
- Potential domestic ties only selectively

Selective, Non-Exclusive Partner Network

The launch model is not dependent on a single firm; partner fit and case quality come first.

Magrey & Sons
Monaco / South of France / ultra-prime

PIRAS
Monaco relationship depth / local ecosystem

Miells
Monaco luxury / established UHNW base

Savills Monaco
Global brand familiarity / institutional trust

Recommended Year-1 Partner Criteria

- Brand trust and UHNW fit
- Fast senior-level response
- Comfort with referral structure
- Strong local execution discipline

Mutual Value Proposition to Partners

Rather than just asking for listings, the model creates a two-way partnership around clients and execution.

Regent Emilion brings

- Japanese-language private-client access
- Qualified Dubai-origin or Japan-origin opportunities
- Client care, consent, and reporting discipline
- Long-term relationship management

Local partner brings

- Licensed local execution in Monaco / Côte d’Azur
- Listings, market insight, and local negotiation
- Viewings, valuation, and contract flow
- Network of notaires, lawyers, banks, and specialists

Referral split · Lead ownership · Non-circumvention · AML/KYC · Marketing consent · Data protection · Reporting cadence

Revenue Model

Dubai closings drive the base case; Monaco and Japan corridors create upside through origination and referrals.

Base model

- 6 Dubai closings
- AED 15m average deal size
- 2.0% gross commission
- 25% referral share

Japan corridor upside

- Japanese lead generation
- Briefings / relationship events
- Repeat / family referrals

Monaco / Europe upside

- Referral economics once legally documented
- Access to prestige-market cases
- Higher brand halo effect

Illustrative base-case output: AED 1.80m gross commission → less AED 0.45m referral share → AED 1.35m retained commissions.

Conservative Year 1 Scenario

The launch case is built around six Dubai closings and a repeatable referral pipeline.

- **40** Qualified leads
- **18** Discovery meetings
- **10** Private viewings
- **6** **Dubai closings**

Dubai commission base case

6 deals × AED 15m × 2.0%

Gross commission	**AED 1.80m**
Less partner referral share (25%)	**– AED 0.45m**
Retained commissions	**AED 1.35m**

Six Guardrails to Fix Before Launch

In private-client business, legality, client protection, and audit trail come before speed.

Jurisdictional Licensing
- Confirm allowed activities
- Allocate execution locally

Written Referral Agreement
- Fees, ownership, payment terms
- Post-termination rules

AML / KYC / Sanctions
- Complete identity and source-of-funds checks
- Sanctions screening before handoff

Lead Protection
- Non-circumvention and contact rules
- CRM audit trail

Marketing & Data Consent
- Permissions for materials, logos, and client data

Advisory Segregation
- Separate legal, tax, and wealth advice

LAUNCH GATE: Monaco legal opinion + Dubai compliance check + partner due diligence + signed Referral Agreement

First 90 Days: Partner Formation to First Case

The first 90 days should be easy to track, govern, and communicate.

0–30 days
- Partner selection
- Legal scope validation
- Brand / materials
- CRM setup

31–60 days
- Referral agreement
- Outreach launch
- Initial client meetings
- KYC workflow

61–90 days
- Live opportunities
- Partner handoffs
- Dubai viewings / deals
- Pipeline review

Three-Year Expansion Roadmap

Scale should follow execution proof, not precede it.

Year 1

- Validate the model
- 6 Dubai closings
- AED 1.35m retained commissions
- Partner-led corridor proof

Year 2

- Build repeatability
- AED 3m retained commissions gate
- 15 closings gate
- 30% repeat / referral mix

Year 3

- Decide the Europe footprint
- Evaluate Europe desk
- Higher-value curated book
- Selective on-the-ground expansion

Investor message: scale only after repeatability, partner documentation, and compliance gates are proven.

Japan as Client Gateway and Trust Layer

Japan functions less as an execution market and more as a trust and client-intake layer.

Client reassurance

- Japanese-language explanation
- High-touch communication
- Decision memo support

Market bridge

- Explain Dubai process and timing
- Clarify risk and expected returns
- Set realistic property scope

Relationship continuity

- Family and second-base context
- Aftercare and repeat referrals
- Long-term private-client desk

Japan → Dubai → Japan / Monaco is the sequence; Japan should reduce friction, not add operating complexity.

Three-Corridor Business Architecture

One client gateway connects Dubai, Monaco, and Japan through three clearly defined routes.

Dubai ⇄ Monaco

- Primary larger-ticket corridor
- Dubai executed by Regent Emilion
- Monaco executed by licensed partner

Dubai ⇄ Japan

- Japan as trust and client-intake layer
- Feeds into Dubai execution
- Japanese-language handholding

Japan ⇄ Monaco

- Referral and relationship route
- Monaco executed by local partner
- Japan-side continuity and aftercare

One client relationship · three destination routes | Origination → Qualification → KYC / consent → Route selection → Licensed execution → Aftercare

Launch principle: the client relationship remains central, while regulated activity stays with the properly licensed party.

Dubai–Japan Corridor

Japan is the trust and explanation layer; Dubai is the execution market.

Japanese Client Needs

- Diversification and second-base planning
- Japanese-language market explanation
- Family, school, and relocation questions

Regent Emilion Role

- Property selection, viewings, and negotiation support
- Single point of contact in Japanese and English
- CRM, KYC, and decision-support discipline

Year 1 Commercial KPIs

- 20 Japan-qualified leads
- 8 discovery meetings
- 3 Dubai closings

Base-case economics count Dubai closings only; corridor upsides should be recognized only where legally documented.

Japan–Monaco Corridor

This is a referral and relationship-management model, not unlicensed Monaco brokerage.

Client Use Cases

- Second-home or legacy property searches
- Capital preservation and prestige-market access
- Family governance and international mobility context

Execution Boundary

- Monaco execution handled by licensed local partners
- Regent manages intake, consent, and continuity
- Legal, tax, and wealth advice stay separate

Year 1 Upside KPIs

- 12 qualified inquiries
- 5 consultation meetings
- 2 formal referral cases

Monaco legal opinion, referral agreement, and AML/KYC must be completed before any client handoff.

Six Decisions Required Now

Phase 1 starts as a partnership-led model across Dubai, Monaco, and Japan.

1 **Brand**
Approve “REGENT EMILION PRIVATE CLIENTS”
Dubai · Monaco · Japan

2 **Operating Model**
Dubai HQ + licensed local partner
non-exclusive structure

3 **Dubai–Japan Corridor**
Japan client gateway + Dubai execution route

4 **Japan–Monaco Corridor**
Licensed-partner referral route for Monaco

5 **Legal & Contracts**
Monaco legal opinion + Referral Agreement

6 **Year 1 KPIs**
Base case: 6 Dubai closings / AED 1.35m retained commissions

START WITH PARTNERSHIP — THREE CORRIDORS, ONE CLIENT GATEWAY

Sources, Assumptions & Important Notes

A concise separation of market references, internal planning assumptions, and reliance limits.

Official References

- Dubai Land Department — market transaction and brokerage references
- IMSEE Monaco — Real Estate Observatory 2025
- Journal de Monaco and MonEntreprise.mc — regulatory / authorised-activity references

Planning Assumptions

- 2.0% gross commission and 25% referral share are internal assumptions
- Dubai–Japan and Japan–Monaco KPIs are Year 1 launch targets
- Price bands and Europe Desk gates are management planning parameters

Use & Reliance Notes

- Partner names are reference candidates, not exclusive commitments
- Cover image is a Dubai–Monaco–Japan composite from supplied references
- All legal, tax, and regulatory matters require qualified local review

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