



VisualMatrix

Redefining luxury residential cost management



NO 1 SALE

The Challenge in Luxury Development

Traditional Approach

- Reactive cost management
- Budget surprises during design
- Limited stakeholder visibility
- Frequent misalignment between vision and budget

VisualMatriX Approach

- Proactive budget planning
- Real-time cost transparency
- Collaborative decision-making
- Data-driven design choices

Our Objective: The luxury residential market demands a more sophisticated methodology—one that anticipates challenges rather than reacts to them. VisualMatriX delivers predictability without compromising creative vision.

Three Core Principles



Proactive Budgeting

Anticipate and address potential budget issues before they escalate, shifting from reactive problem-solving to strategic planning.



Collaborative Transparency

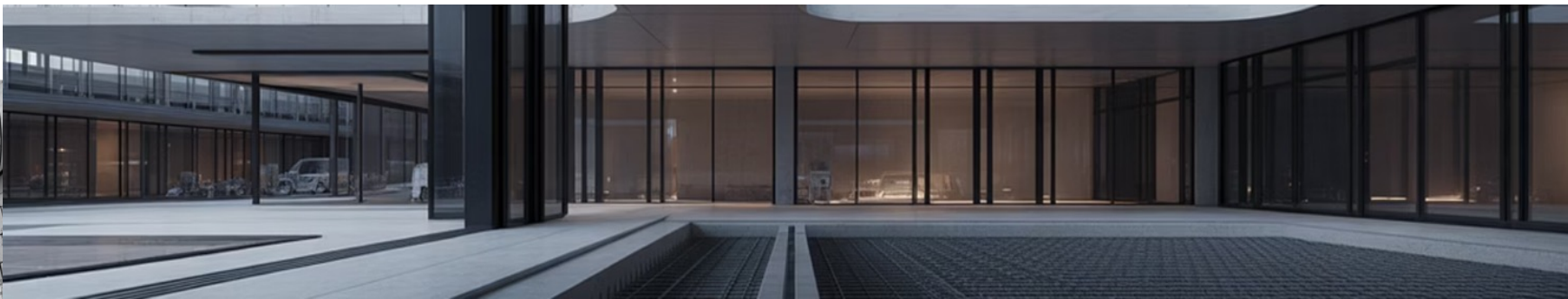
Open communication ensures all stakeholders—clients, architects, and contractors—have complete visibility into budget implications and design choices.



Data-Driven Decisions

Leverage historical project data and current market trends to make informed decisions that align design aspirations with financial realities.





How The Budget Breaks Down

The VMX framework organizes all construction costs into seven distinct categories, each requiring strategic planning and careful budget allocation. Understanding these categories is essential for maintaining financial control throughout the project lifecycle.

Budget Cost Categories

1

Facilitating Works

Site preparation, access roads, and demolition work. Early identification prevents budget overruns and establishes the foundation for project success.

2

Substructure

Foundations and underground utilities comprising the bulk of initial costs. These decisions significantly affect structural integrity and design flexibility.

3

Superstructure

Walls, roofs, and structural framing. Material and design choices here lead to substantial cost variations and must be assessed with clear budgetary understanding.

4

Internal Finishes

Interior walls, flooring, and fixtures allow for creativity and customization. Careful budgeting ensures alignment with client vision.

5

FF&E Strategy

Furniture, fixtures, and equipment are crucial for aesthetic and functional appeal. Early planning enables cost savings through bulk purchasing and strategic selection.

6

Building Services

HVAC, plumbing, and electrical systems are vital for functionality. Designing for efficiency and sustainability results in long-term operational savings.

7

External Works

Landscaping, outdoor amenities, and site improvements enhance property curb appeal and value, making early budgeting critical for overall project success.



Budgeting Phases

STAGE
ONE



STRATEGIC
DEFINITION

Define Project Scope:

Establish Preliminary Design Parameters:

STAGE
TWO



ASSET
BRIEF

Identify Main Construction Cost Drivers:

STAGE
THREE



DESIGN

Develop Cost Driver Heat Map:

Adjust Design According to Insights:

STAGE
FOUR



CONSTRUCTION

Finalize Design with Budget Alignment:

Monitor Costs During Construction:

STAGE
FIVE



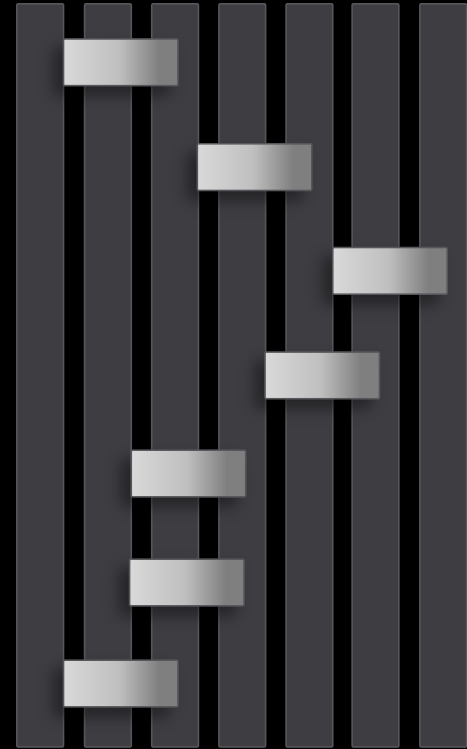
OPERATION &
MAINTENANCE

Implement Change Management:



Budget Weighting

| | |
|---------------------------------------|-------------|
| 1. Facilitating Works | (5% - 10%) |
| 2. Substructure | (15% - 20%) |
| 3. Superstructure | (25% - 30%) |
| 4. Internal Finishes | (20% - 25%) |
| 5. Furniture, Fixtures, and Equipment | (10% - 15%) |
| 6. Services | (10% - 15%) |
| 7. External Works | (5% - 10%) |



The Heat Map Advantage

The Heat Map Approach visually represents the impact of design choices on budget through intuitive color-coding. This powerful tool facilitates productive discussions and guides decision-making across all stakeholder groups.

Low Zone

Low budget impact—design freedom with minimal financial implications

Medium Zone

Medium budget impact—careful consideration required for cost-benefit analysis

High Zone

High budget impact—significant financial implications requiring strategic discussion

This visual representation ensures all parties immediately understand the financial consequences of their design preferences, preventing costly surprises during development.

| | | | | | | | | | |
|-----|--------------------|-----|-------|--------|--------|------|--------|-----|----|
| 1.1 | FACILITATING WORKS | LOW | 35 | MEDIUM | 545 | HIGH | 1,136 | 10% | -% |
| 1.2 | SUBSTRUCTURE | LOW | 676 | MEDIUM | 2,755 | HIGH | 6,798 | 15% | -% |
| 1.3 | SUPERSTRUCTURE | LOW | 7,797 | MEDIUM | 14,134 | HIGH | 26,726 | 25% | -% |
| 1.4 | INTERNAL FINISHES | LOW | 3,399 | MEDIUM | 4,728 | HIGH | 6,747 | 20% | -% |
| 1.5 | FF&E | LOW | 1,767 | MEDIUM | 2,419 | HIGH | 3,412 | 15% | -% |
| 1.6 | SERVICES | LOW | 4,768 | MEDIUM | 6,029 | HIGH | 7,345 | 10% | -% |
| 1.7 | EXTERNAL WORKS | LOW | 2,733 | MEDIUM | 6,242 | HIGH | 11,622 | 5% | -% |
| | 2,000 sqm X | | | - psqm | | | | - | |



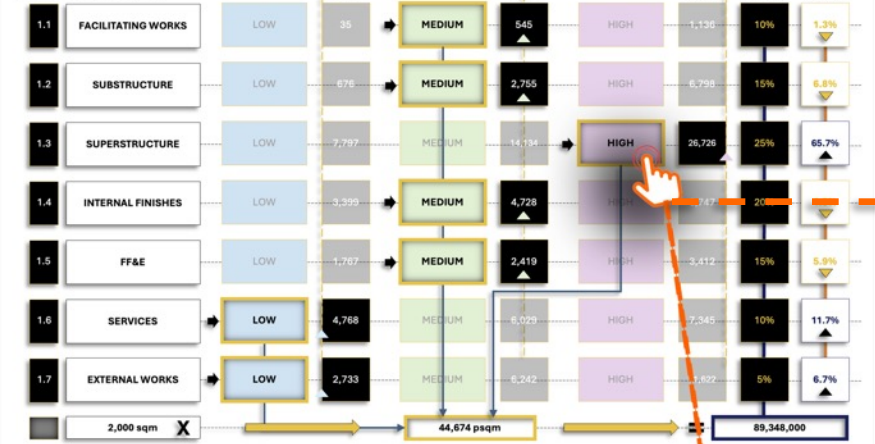


VMX HEAT MAP

| ITEM | STATUS | DEPTH | DEPTH | DEPTH | TARGET | ACTUAL |
|------------------------|--------|---------------|---------------|---------------|--------|--------|
| 1.1 FACILITATING WORKS | LOW | 6,100 | 6,100 | 6,100 | 100% | 100% |
| 1.2 SUBSTRUCTURE | LOW | 6,100 | 6,100 | 6,100 | 100% | 100% |
| 1.3 SUPERSTRUCTURE | LOW | 6,100 | 6,100 | 6,100 | 100% | 100% |
| 1.4 INTERNAL FINISHES | LOW | 6,100 | 6,100 | 6,100 | 100% | 100% |
| 1.5 FF&D | LOW | 6,100 | 6,100 | 6,100 | 100% | 100% |
| 1.6 SERVICES | LOW | 4,760 | 4,760 | 4,760 | 100% | 100% |
| 1.7 EXTERNAL WORKS | LOW | 2,792 | 2,792 | 2,792 | 100% | 100% |
| TOTAL | | 32,052 | 32,052 | 32,052 | | |

| | | | | | |
|---|----------------|-------|-------|--------|--------|
| 1 | Superstructure | 5,257 | 7,797 | 14,134 | 26,726 |
|---|----------------|-------|-------|--------|--------|

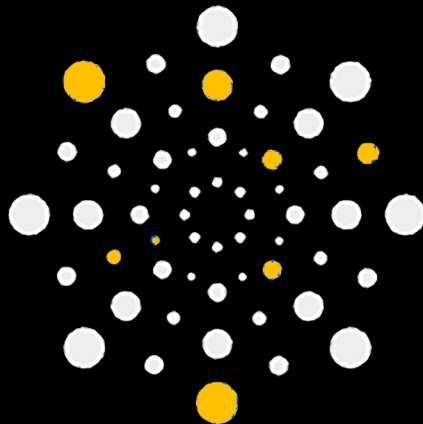
VMX HEAT MAP



| INDICATIVE COST MODELLING | | | | |
|--|--------------|---------------|------------------------|-------------|
| 1 MEASURED WORKS | BENCHMARK | RATE / M2 | PICTURE | |
| 1 Facilitating Works | MEDIUM | 545 | | 1% |
| 1 Substructure | MEDIUM | 2,755 | | 6% |
| 1 Superstructure | MEDIUM | 7,797 | | 60% |
| 1 Internal Finishes | MEDIUM | 4,728 | 5* Hotel Specification | 11% |
| 2 Fittings, Furnishings and Equipment | MEDIUM | 2,419 | 5* Hotel Specification | 5% |
| 2 Services | LOW | 4,768 | 5* Hotel Specification | 11% |
| 2 External Works | LOW | 2,733 | | 6% |
| 2 Project Specific Scope of Works | LOW | - | Excluded at this time | 0% |
| 2 TOTAL HARD COSTS | 2,000 | 44,674 | 89,348,000 | 100% |
| 2.1 Main Construction Package - G&P and Profit | | | | |
| 2.1.1 Main Construction Package - G&P and Profit | | | 8,044 | |
| 2.1.2 Main Construction Package - G&P and Profit | | | 16,248 | |
| 2.1.3 Design Contingency | | | 8,015 | |
| 2.1.4 Project Contingency | | | 8,015 | |
| 2.1.5 Main Construction Package - G&P and Profit | | | 8,044 | |
| 2.1.6 Design Fees | | | 3,501 | |
| 2.1.7 P&C Fees | | | 1,647 | |
| 2.1.8 Main Construction Package - G&P and Profit | | | 16,248 | |
| 2.1.9 Location Costs | | | 10,063 | |
| 2.1 FORECAST PROJECT COST | | | 71,289 | |
| Forecast Anticipated Out-turn Cost | 2,000 | 71,289 | 142,578,000 | |

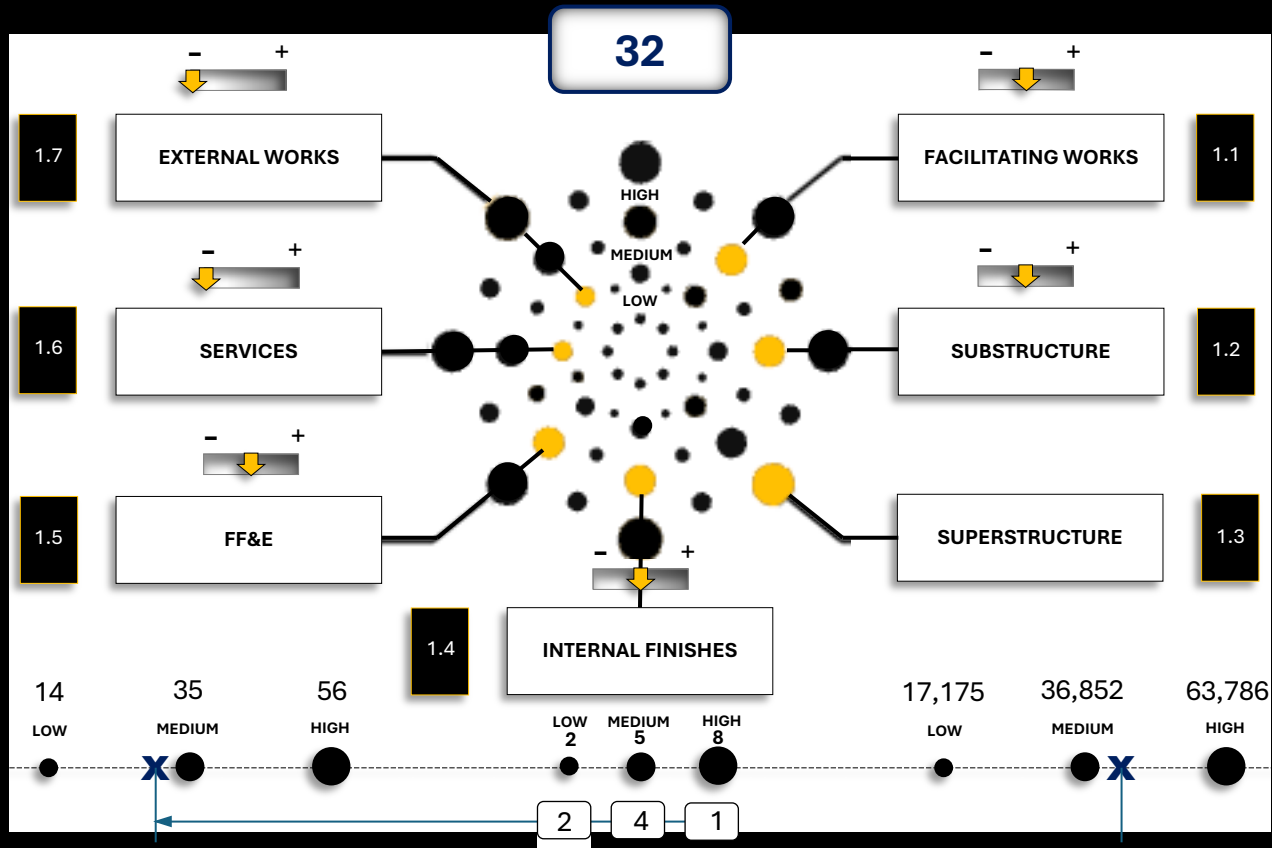


Your Unique Budget Snapshot



VisualMatrix

STRATEGIC BUDGET MANAGEMENT



Why VMX Matters for Luxury Development

Traditional Challenges

- Budget overruns averaging 15-25% in luxury projects
- Client disappointment from unexpected cost increases
- Design compromises made late in the process
- Strained relationships between stakeholders
- Reactive problem-solving consuming valuable time

VMX Solutions

- Improved cost predictability from project inception
- Enhanced collaboration through shared visibility
- Greater client satisfaction and trust
- Sustainable material selection for long-term value
- Proactive decision-making framework



Measurable Benefits

94%

Cost Predictability

Projects stay within 5% of initial estimates

3x

Faster Decisions

Reduced deliberation time on design choices

40%

Fewer Revisions

Decrease in costly mid-project changes

98%

Client Satisfaction

Exceptional satisfaction with budget transparency

These metrics demonstrate how VMX delivers tangible value throughout the project lifecycle, from initial concept through final completion.





NOT4SALE

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NOT4SALE

THIS IS THE SIGN
YOU HAVE BEEN
LOOKING FOR

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Exit
Sortir

Thank You.

Concept and Execution by MLX Consulting
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