



INTERNATIONAL  
**LAND ALLIANCE**



Investor Presentation  
March 2023

**OTCQB: ILAL**

# Forward Looking Statements

The presentation may include certain statements that are not descriptions of historical facts but are forward looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements may include the description of our plans and objectives for future operations, assumptions underlying such plans and objectives, and other forward-looking terminology such as "may," "expects," "believes," "anticipates," "intends," "projects," or similar terms, variations of such terms or the negative of such terms. There are a number of risks and uncertainties that could cause actual results to differ materially from the forward-looking statements made herein. Such information is based upon various assumptions made by, and expectations of, our management that were reasonable when made but may prove to be incorrect. All of such assumptions are inherently subject to significant economic and competitive uncertainties and contingencies beyond our control and upon assumptions with respect to the future business decisions which are subject to change. Accordingly, there can be no assurance that actual results will meet expectation and actual results may vary (perhaps materially) from certain of the results anticipated herein.

# Corporate Overview

**International Land Alliance (ILA)** is an international land investment and development company building a compelling portfolio of exclusive properties.

- ✓ Focused on acquiring attractive raw land for development primarily in Northern Baja California, Mexico, one of the world's most popular tourism, residential, and retirement destinations.
- ✓ Current portfolio includes residential, resort, and commercial properties.
- ✓ Primary goal is to sell desirable properties at competitive prices with favorable financing options for individual purchases and/or bulk purchases for all types of investors and buyers.
- ✓ Loans are approved directly by the Company providing easy and affordable financing terms.
- ✓ Strong marketing plan to support sales.



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## International Land Alliance

OTCQB: ILAL

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Share Price <sup>1</sup>	\$0.10
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Market Cap <sup>1</sup>	\$4.3M
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Shares Outstanding <sup>2</sup>	43.5M
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Float <sup>2</sup>	15.0M
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Insider Holdings <sup>2</sup>	47%
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Headquarters	San Diego, CA
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1. As of March 2023

2. As of March 2023

# Market Overview: Mexico



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- ❖ **More U.S. and Canadian expats live in Mexico than anyplace else in the world** - 1+ million with a growth of 59.4% from 2010-2017.<sup>1</sup>
- ❖ **1.5 million Americans** own a property in Mexico.
- ❖ **Emerging medical tourism** industry with 1.2 million visits per year.
- ❖ **Trend is expected to grow** with 10,000 baby boomers in the U.S. reaching age of 65 every day for next 19 years thanks to vibrant culture, affordable cost of living and excellent healthcare.



**Mexico is the 'New Hot Spot' For Investors**

*FORBES*

**Mexico Offers Best Return On Investment in Latin America**

*FITCH REPORTS*

**Mexico Real Estate the Investment of Choice**

*HSBC*

**Mexico offering the 'most attractive yields in the world'**

*BLOOMBERG*

1) US State Department

# Market Overview: Northern Baja



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- ❖ **Affordability**—California homeowners spend an average of 24% of their income on housing costs, the second highest such proportion in the country, while renters spend 34%.
- ❖ **Attracting increasing levels of international attention.**
  - Many regular visitors from California, Arizona, Texas and Washington.
  - Ideal three-day weekend getaway from Western and Southwestern U.S. due to close distance, with a distinct advantage over Hawaii.
  - Noticeable increases in tourism from Japan and Europe and Germany.
- ❖ **Land prices are still relatively low.**
  - Outlook is for rising land prices given recent arrival of thousands of retirees and second home buyers.
- ❖ **Regional development** supported by local, state & federal government.



# Portfolio

Considerable time and resources are devoted to seeking out the finest sites available and obtaining the necessary development permits to build a compelling portfolio of properties.

- Residential Real Estate
- Commercial Real Estate
- Recreational Properties
- Waterfront
- Ranch
- Hotel



# Proven Record of Success



Playa San Fermin is a beachfront resort on the Sea of Cortez.  
**Est. 2002** Roberto Valdes, Director



El Dorado Ranch (San Felipe, Baja California) - over 10,000 home site sales, 3,000+ homes built  
**Est. 1990** Frank Ingrande, Director



Mision San Juan Capistrano is a residential community at Bajamar Ocean Front Golf Resort.  
**Est. 2005** Roberto Valdes, Director



Vivalo Club is a vacation club that has affiliated resorts throughout Baja California.  
**Est. 2012** Roberto Valdes, Director

**Total Sales** \$55.0 Million

\$500.0 Million

\$37.5 Million

\$7.5 Million



Oceano Diamante is an oceanfront residential development with breath taking oceanfront views on the waterfront 9-hole golf course at the Bajamar Ocean Front Golf Resort.  
**Est. 2004** Roberto Valdes, Director



[Rancho Tecate](#) is a 1,500-acre master planned wine resort in the wine region of Baja California, located 7 miles from San Diego with vineyards, spa, hotel and up to 2,000 residential units.  
**Est. 2008** Roberto Valdes, Director



[Bajamar](#) Ocean Front Golf Resort is a 1,600-acre master planned community one hour from San Diego on the Pacific Ocean with championship golf, spa, hotel and up to 10K residential units.  
**Est. 1976** Roberto Valdes, Director



Costa Bajamar is a condominium development adjacent to the hotel at the Bajamar Ocean Front Golf Resort.  
**Est. 2010** Roberto Valdes, Director

**Total Sales** \$25.7 Million

\$60.0 Million

\$500.0 Million

\$7.0 Million

# Sales & Marketing

- ❖ Significant increased budget toward state-of-the-art online sales and marketing with the aim of building strong brand recognition to trigger word-of-mouth.
- ❖ Marketing strategy creates a compelling value proposition for target audience of middle class Mexican-Americans around the world.
- ❖ Heavy investment in knowledgeable and talented personnel to drive continuous lead generation.



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- ❖ Collaboration to market and sell the Plaza Bajamar development.
- ❖ Baja 123 is a high-tech real estate company based in Rosarito Beach, Baja, California.
- ❖ Grupo eXp Realtors Mexico is affiliated with eXp Realty, LLC, one of the fastest-growing real estate companies in the world.

# Sales Technology Platform

ILA proprietary software creates additional value with a seamless and efficient online platform that enhances the sales experience for customers.

## Features Included:

- ❖ Detailed images and diagrams of the project and individual lots.
- ❖ Explore all properties through virtual tours.
- ❖ Downloadable contract and forms.
- ❖ Variety of payment solutions for both down payment and recurring monthly payments from any location in the world.
- ❖ Credit cards, IRA, cryptocurrency, traditional ACH and wires payment accepted.



# Development Strategy

## **Strive for Operational Excellence and Customer Satisfaction**

- ❖ Develop land located in areas with abundant resources and year-round climate.
- ❖ Provide numerous amenities that will attract a broad audience.
- ❖ Build affordable and top-quality villas.
- ❖ Construction and development to be based on green technology to help offset environmental damage from large scale construction.
- ❖ Adhere to the highest standards of environmentally friendly workmanship and service coupled with the finest design, site preparation, cost estimates, quality construction and excellent service.

# Design



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## Emphasis on the consistent excellence in development and design

### Perfect setting

- ❖ Projects developed as second home resort or retirement destinations in a planned community setting.

### Top-notch quality

- ❖ High attention placed to design with the overall concept of quality and ecologically sensitive designs present throughout the properties.
- ❖ Staggered lot lines with buffer zones and green belts to maintain an “open feeling”.
- ❖ Self-contained solar powered community enabling no power line or overhead wire distractions.

### Attractive design

- ❖ Architectural themes reminiscent of the early mission history of Baja California.
- ❖ Massive adobe walls with thick unadorned plaster surfaces, minimal fenestration and door piercing, low-pitched roofs with projecting wide eaves and non-flammable clay roof tiles, exterior walls will be coated with white stucco.

# Growth Catalysts



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Develop and sell residential lots.



Generate construction fees for single family homes and condos.



Joint venture for hotel, convention space & spa.



Acquisition of completed projects in Northern Baja California.



Develop And Sell Residential Lots

Construction Services  
Revenue

JV

M&A's

# Capital Markets Initiatives

- ❖ Completed private placement with a single institutional investor for gross proceeds of \$2.0 million to ILA
- ❖ Proceeds used to ramp up sales and marketing, while accelerating development across ILA's portfolio of luxury communities
- ❖ Actively working toward an uplisting to a major exchange
- ❖ Intention to increase awareness of the Company in the capital markets and accessibility for institutional investors
- ❖ Research initiated by John Nobile, analyst at Taglich Brothers, Inc., with a 12-month price target of \$2.00 per share
- ❖ On February 24, 2023, the Company received an independent appraisal by EMCO Hannover Group. The Appraisal indicated an underlying fair market value of \$53,000,000, given its 6 properties in various stages of residential development and sale. In determining its underlying value, a Residential Market Capitalization Rate ("CAP") of 6.31% was used versus the Southern California Market rate of 4.89%.

# Investment Highlights

## Compelling long-term, large-scale opportunity

- ❖ **Early developer in growing market area** for tourism, second home and retirement industry.
- ❖ **Large growth potential** supported by attractive demographics, steady GDP growth, and large pent-up demand yet persistent housing shortage.
- ❖ **Excellent visibility**, considerable scale, and project-level economics.
- ❖ **Very low leverage and strong downside protection**, making it a perfect instrument in a global diversification or tactical growth strategy.
- ❖ **Low float** of 15.0M basic shares, **10% Institutional holdings**, and notable **insider ownership of 37%**; including 765,000 shares bought in the open market by the Company's CFO at an average price of \$0.90 starting in February 2021.
- ❖ **Partnership with a NASDAQ company** for advanced solar-plus-storage power solutions



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# Recent Developments

**International Land Alliance Results from First Sales Tour of 2023** [Press Release | 01/18/2023](#)

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**Chairman of International Land Alliance Issues New Year's Open Letter to Shareholders** [Press Release | 01/10/2023](#)

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**International Land Alliance Announces Closing on the Remaining 75% Interest in Rancho Costa Verde Development, LLC**  
[Press Release | 12/29/2022](#)

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**International Land Alliance Expects Lot Sales to Accelerate at Oasis Park Resort Following Recent Completion of Phase I Construction** [Press Release | 12/15/2022](#)

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**International Land Alliance Closes Year Strong with 10 New Home Site Sales Generated at Rancho Costa Verde's Final Tour of 2022** [Press Release | 12/13/2022](#)

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**International Land Alliance Launches Short-Term Vacation Rental Program for Homeowners** [Press Release | 11/14/2022](#)

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**International Land Alliance, Inc. Interview to Air on Bloomberg U.S. on the RedChip Money Report®** [Press Release | 11/10/2022](#)

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**International Land Alliance Updates Binding Letter of Intent to Acquire Remaining 75% of Rancho Costa Verde Development, LLC** [Press Release | 10/26/2022](#)

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**International Land Alliance Engages RedChip Companies to Lead Investor Relations Efforts** [Press Release | 10/11/2022](#)

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**International Land Alliance Announces Sales at Recent Open House at Rancho Costa Verde** [Press Release | 09/29/2022](#)

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# Management

## **Roberto Jesus Valdes**

### **CEO, Chairman and Co-Founder**

Mr. Valdes is the Co-founder of International Land Alliance, 2013. Prior to joining ILA, Mr. Valdes was the primary owner and director of Grupo Valcas since 2009. He was responsible for the preliminary master plan, Valle de Jatay, Ensenada, 2010; the master developer of Rancho Tecate Resort and Divino Fractional Wine Resort. He was on the Board of Directors, DUBCSA – Bajamar Ocean Front Resort Master Developer.

## **Frank A. Ingrande**

### **President**

Mr. Ingrande is the Co-founder of Rancho Costa Verde Development, 2008. He is a native San Diego resident with over 30 years of experience in the second-home industry and more than 20 years in the second-home market in Mexico. Mr. Ingrande has direct experience in acquiring, developing, and marketing real estate in Mexico. His educational background includes a Bachelor of Business Administration degree and a Master of Business Administration degree with an emphasis in Entrepreneurship and International Business from the University of San Diego. Mr. Ingrande holds a California Real Estate Salesperson License.

## **Jason Sunstein**

### **Vice President Finance, Director and Co-Founder**

Mr. Sunstein is the Co-founder of International Land Alliance, 2013. He has over 25 years of finance, mergers and acquisitions and general management experience. Since 1989, he has participated in a broad variety of both domestic and international structured investments and financings, ranging from debt and preferred stock to equity and developmental capital across a wide variety of infrastructure and corporate financings and has been involved in numerous start-ups, turnarounds and public companies. He has also been a director of several public and private companies.

## **Monica Gonzalez**

### **Director of Operations**

Ms. Gonzalez joined the company in 2017 and oversees all facets of engineering and construction. She is a member of the National College of Engineers and former President of the Ensenada Chapter of the National College of Engineers. She is responsible for determining manpower requirements for projects and ensuring that budgets and timelines are met and coordinating all schedules from subcontractors.

## **Michael A. Cresci**

### **Vice President of Sales**

Mr. Cresci has over 40 years of experience in sales and marketing management of master-planned communities and over 15 years of recent experience with master-planned communities in Baja California, Mexico. Mr. Cresci is co-founder and president of R-MAC which produced over \$500,000,000 in Baja California real estate sales volume within ten years. Mr. Cresci's educational background includes a Bachelor of Marketing and Finance degree from the University of San Francisco. Mr. Cresci holds a California Real Estate Salesperson License, a Nevada Real Estate Broker License, and an Arizona Real Estate Broker License.

## **Robert R. Rios**

### **Vice President of Marketing**

Mr. Rios has over 30 years of experience in sales and marketing management of master-planned communities and over 15 years of recent experience with master-planned communities in Baja California, Mexico. Mr. Rios is co-founder and executive vice-president of R-MAC which produced over \$500,000,000 in Baja California real estate sales volume within ten years. Mr. Rios is an accomplished public speaker and real estate sales trainer. Mr. Rios holds a California Real Estate Salesperson License, a Nevada Real Estate Broker License, and an Arizona Real Estate Broker License.

# Appendix

## Asset Valuation, Industry Comparables, & Property Details



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# Balance Sheet Assets





## GAAP vs Appraised Value



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Project	GAAP Value	Appraised Value	Difference
<b>Villas Del Enologo</b> Ensenada, Baja California Acquired in 2017	\$1,000,000	\$1,350,000	\$350,000
<b>Valle Divino Resort</b> Acquired by the company's founders 2005 then transferred to the company in 2013	\$250,000	\$6,000,000 (Includes option for additional 80 acres)	\$5,750,000
<b>Oasis Park Resort</b> Acquired by the company's founders 2002 then transferred to the company in 2013	\$850,000	\$16,000,000	\$15,150,000
<b>Emerald Grove Estates</b> In Southern California Acquired in 2019	\$1,100,000	\$2,775,000	\$1,675,000
<b>Rancho Costa Verde</b> Acquired 25% stake in 2021 Acquired remaining 75% in 2023	\$2,600,000 \$13,500,000	\$2,720,000 \$13,500,000	\$120,000 \$0
<b>Plaza Bajamar</b> Acquired in 2019	\$1,000,000	\$1,350,000	\$350,000
<b>Total</b>	<b>\$20,300,000</b>	<b>\$43,695,000</b>	<b>\$23,395,000</b>
<b>Breakup Value Per Share</b>		<b>\$ 0.90</b>	

# Industry Comparables

Company	Symbol	Recent Share Price <sup>1</sup>	Sales Per Share Ratio
 <a href="https://www.stjoe.com">The St. Joe Co.</a>	NYSE: JOE	\$47.49	46.20
 <a href="https://www.nvr.com">NVR, Inc.</a>	NYSE: NVR	\$5,476.00	17.76
 <a href="https://www.cavco.com">Cavco Industries</a>	NASDAQ: CVCO	\$302.88	26.40
 <a href="https://www.meritagehomes.com">Meritage Homes Corp.</a>	NYSE: MTH	\$112.38	6.84

1) As of June 2022

# Valle Divino Resort



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Part of master planned residential community of fantastic topography, supporting resort and residential facilities with views toward the mountains and sea.

- ❖ 20 acres in Ensenada, Baja California.
- ❖ 208 residential & commercial lots.
- ❖ Clubhouse, wine tasting room, and 5-acre vineyard completed.
- ❖ Construction started on model homes with prices starting at \$99K
- ❖ Directly east of the renowned Bajamar Ocean Front Hotel & Golf Course, 50 miles south of San Diego.
- ❖ **Appraised at \$6.0M** (Includes option for additional 80 acres)



# Villas Del Enologo

An expansion of Valle Divino, ILA's prestigious community in Ensenada, Baja California.

- ❖ 2.6-acre parcel.
- ❖ Planned 24 2B/2B Vineyard Villas with private wine cellar.
- ❖ 50 miles south of San Diego.
- ❖ **Appraised at \$1.35M**



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# Oasis Park Resort

Ecotourism, green community with 180° sea and mountain views from every home site.

- ❖ 497 acres in San Felipe, Baja California on the Sea Of Cortez.
- ❖ 1,344 residential and commercial lots.
- ❖ Restarted construction with the completion of the 2-mile access road to the water and the community entrance.
- ❖ Starting construction on waterfront clubhouse and model homes.
- ❖ Expect rising property values with completion of first section of expanding Coastal Highway, which is nearing completion and will allow for a 2-hour drive from the U.S.
- ❖ **Appraised at \$16.0M**



# Plaza Bajamar

One acre located within the gated master planned golf community of Bajamar Ocean Front Hotel and Golf Resort.

- ❖ 2BR two-story units, 80 in total – fairway and ocean views from rooftop terrace.
- ❖ Model home completed and site preparation ready for the remaining 21 villas in Phase I.
- ❖ The golf course is referred to as the Pebble Beach of Mexico.
- ❖ Starting prices at \$199K.
- ❖ **Appraised at \$1.15M**





# Rancho Costa Verde

1,100-acre master planned second home, retirement home, and vacation home real estate community located on the east coast of Baja California, Mexico.

- ❖ The Rancho Costa Verde real estate development was created in response to the 2008 recession at that time.
- ❖ Recessionary times create motivation for many Californians to purchase relatively inexpensive real estate in northern Baja California.
- ❖ Offers 1/4-acre home sites starting as low as \$22,500 and custom home construction from \$94 per square foot, south of the small fishing village of San Felipe which is home to over 6,000 retired US citizens.
- ❖ Self-sustained solar powered green community with a boutique hotel that takes advantage of the advances in solar and other green technology.
- ❖ Beachfront location with close proximity to the mountains and natural topography at Rancho Costa Verde has created breathtaking 180-degree sea and mountain views from almost every home.
- ❖ **Sold over 1,000 residential lots to date and built 55 single family homes with 34 under construction.**



# Emerald Grove Estates



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80 Acres of developable land with an 8,000 Sq. Ft. event venue.

- ❖ 5,000 citrus trees, 20 acres of planned vineyards.
- ❖ 360-degree view.
- ❖ 8 Minutes from the world-famous Temecula Wine Country.
- ❖ Purchased four 20-acre parcels for \$1.1M. Sold 1 parcel for \$630K and planned subdivision of 2 parcels.
- ❖ **Appraised at \$2.8M**



# Contact

## **International Land Alliance**

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Vice President of Finance  
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### **Investment Bank:**

H.C. Wainwright & CO.

### **Corporate & Securities Counsel:**

Sichenzia Ross Ference LLP

### **Auditor:**

M&K CPAS

### **Transfer Agent:**

Globex Transfer, LLC

### **Real Estate Financial Services:**

Resortcom

### **Broker-Dealer:**

Dalmore Group

### **Fund Administrator:**

Socium, LLC

### **Investor Relations:**

RedChip



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