

Wagyu Beef Anticuchos topped with quail eggs.

-La Mar by Gastón Acurio

AR Expansion Fund

Q1 2024

Returns You Can Savor

The AR Expansion Fund partners with Acurio Restaurants, led by renowned chef Gastón Acurio, to develop 8–12 new restaurants in the US. This capitalizes on the rising popularity of Peruvian food and leverages Acurio Restaurants’ successful track record of operating over 60 profitable restaurants worldwide generating annual revenues exceeding \$100 million.

Gastón Acurio Global Ambassador of Peruvian Cuisine

Gastón, a Peruvian congressman’s son, left his Madrid law studies behind to pursue his true passion for cooking. He moved to Paris and enrolled in LeCordon Bleu, where he met his wife Astrid Gutsche. In 1994, they returned to Lima and founded the now legendary restaurant, Astrid & Gastón.



Initially, the restaurant served primarily French dishes, but little-by-little Gastón started incorporating Peruvian techniques and ingredients. He realized the recipe for success was not to emulate European traditions but to revive and promote Peru’s own diverse cultural traditions. A new cuisine was born and the couple opened the now legendary Astrid & Gastón franchises across Latin America.

They also created new brands, La Mar and Tanta, which they brought to select cities in the US, Europe, and the Middle East. As Peruvian food gained global prominence, Gastón became the unofficial ambassador of Peruvian cuisine and a household name throughout Peru – known by everyone as simply “Gastón.”

A decade ago, there were around 200 Peruvian restaurants around the world. Today in the United States alone, there are over 400, according to the Peruvian Association of Gastronomy (Apega).

Acurio Restaurants Revolutionizing Peruvian Culinary Delights Worldwide



60+ restaurants worldwide

The average EBITDA margins in selected cities across the United States range from 16% to 18%.

Acurio plans to add 20 new restaurants overall in the next 5 years. The AR Expansion Fund will focus on the newest brand, adding 8–12 restaurants over the next 5 years with a focus on US cities with large Latin American communities.

Award-Winning Chef

Gastón Acurio is a chef, writer, businessman, and champion of Peruvian cuisine. He was named “Entrepreneur of the Year” by America Economía Magazine in 2005. The Acurio Organization leads the Peruvian culinary revolution with 60+ restaurants in 12 countries and numerous awards to boot.



Recently Won

Renowned chef, Gastón Acurio, has received numerous prestigious awards for his contributions to the culinary world, including the Michelin Service Award 2023 to La Mar in Dubai.



ABOUT OTG

- We are a boutique investment advisor based in South America with AUM of +300M. Our investment team and network are all located throughout North, Central and South America.
- Our mission: leverage our on-the-ground expertise to bring unique Latin American investment opportunities to U.S. institutional investors

INVESTMENT OPPORTUNITY

- Unique/exclusive opportunity to invest alongside celebrity Peruvian chef, Gastón Acurio
- Become a partner in the U.S. expansion of Acurio International as it aims to roll-out 8–12 new Peruvian restaurants over the next 5 years
- Target fund size \$40–50M (hard cap \$70M) capital raise
- Primary expansion targets: East Coast, Texas and California
- Receive 50% ownership of all new restaurants developed by the fund
- Investors can anticipate annual cash distributions that begin in the 2nd year of the restaurant operating and progressively grow over time; target annual cash ROI of 17–20%
- Target IRR 10–14%

FUND STRUCTURE

Qualifications:

Accredited Investors

Duration:

10 years, extendable 2x for 2 years each

Fees:

1.75% management fee
15% performance fee

Preferred return:

8% annually

GP Commitment:

3%–5% of total committed capital

CONTACT

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EXPANSION PLAN

- Jarana Expanding* ● Jarana Existing
- La Mar Expanding* ● La Mar Existing
- Tanta Existing

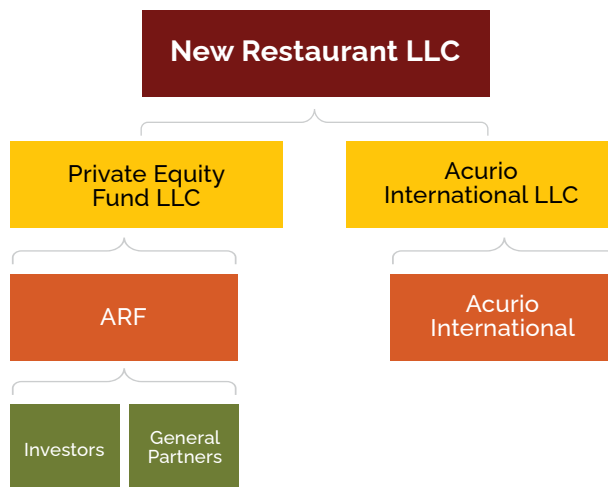
8–12 new restaurants are expected to open over the next 5 years, focusing on cities with large Latin American communities.



*cities and locations can change depending on market and location conditions.

NEW RESTAURANT STRUCTURE

Every new restaurant in the AR Expansion Fund will be meticulously crafted, adhering to Acurio International's time-tested process for unparalleled success.



WHAT THE EXPERTS ARE SAYING ABOUT PERUVIAN FOOD:

"Latino food is now considered the third most popular food in the U.S." ~Abasto.com

"One of the hottest cuisines right now is Peruvian, with growth in casual dining, upscale dining and fine dining" ~CHD Expert

"The 'It Cuisine'" ~Forbes

All investments involve risks, and the Fund cannot guarantee that it will achieve its investment objective. An investment in the Fund is not insured or guaranteed by any government agency. As with any fund investment, the Fund's returns and share price will fluctuate, and you may lose money by investing in the Fund.

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