



## The Enigma Group

**The Enigma Group is a global Agency, Consultancy and IP Solutions company...**

### THE IDEA...

We've taken the Hollywood Talent Agency model and applied it to the global Location Based Entertainment vertical market. We offer the equivalent services, custom-tailored to project developers, operators and IP owners throughout the world with an emphasis on the entertainment, retail, sports, leisure, hospitality and gaming sectors.

### AGENCY SERVICES...

As an **Agency**, we represent some of the most accomplished individuals and companies from a broad spectrum of creative and technical disciplines. Our curated portfolio of agency clients includes the best talent available ranging from architects to zoologists and anyone in between that could possibly be required on an entertainment-related project, no matter the concept, size or location.

We can bring the best specialists to assist in realizing a particular project. We can provide you with world class attraction designer, a theme park master planner, a simulator film producer, a project manager, a construction manager, an operator, etc. All of these resources are the culmination of over 30 years of relationships, networking and project experience throughout the world by our founder, Brian Paiva. We can assist you with talent for a one-day design charrette, selected team members for the execution of a project, or an entire team if required. We scale our services depending on your specific needs.

It is important to note that all contracts would be directly between The Developer/Owner and each company or individual. The Enigma Group does not get in the middle of agreements. We are here to assist and add value. We are compensated via a traditional agency fee by our agency portfolio partners. As the Property Developer/Owner (Buyer), you would not be charged by Enigma.

### The Enigma Group LLC

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## CONSULTING SERVICES...

As a **Consultancy**, we provide consulting services to some of the most successful developers, operators and IP owners around the world. For these clients, consulting usually consists of very early project programming, detecting potential “project landmines” and identifying specialty resources required to properly execute the project. Ultimately, we assist clients to conceive, plan and realize more ambitious and imaginative projects while mitigating potential risks. These services are customized for each individual client and project.

We assist directly as Enigma to help clients on their projects. We can assist in identifying required specialty services and providers, project programming, risk mitigation, etc. These services are directly to the client, in this case, and are charged by either fee for services or a retainer depending on the length of engagement and amount of workflow.

## IP SOLUTIONS...

Enigma provides the only comprehensive and complete set of **end-to-end IP Solutions** in the industry. **Nolan Heimann LLP**, an entertainment law firm based in Los Angeles, is a key strategic partner. We work with both Licensors looking to expand into new markets and also potential Licensees seeking rights to a particular IP. We also work with both groups to develop unique IP-based LBE concepts for placement in new and existing projects.

To the best of my knowledge, there is not another company in the industry that has the experience we have in themed entertainment; that understands the markets we operate in as well; that intimately understands the project development process and phases required in themed entertainment project development and construction; that understands the licensing process and needs of the Licensor; that can assist licensees to execute a theme entertainment project.

## OUR PRESENCE...

The Enigma Group currently has offices in Austin, Shanghai and Dubai that serve as support hubs for North America, Asia and The Middle East. We are planning to open an office in Mumbai in 2019.

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