# SE LISBOA SKYVIEW Hotel

— AN EXCLUSIVE URBAN RETREAT

Welcome to Portugal







# A GATEWAY TO EU CITIZENSHIP

**EUROPEAN UNION** 





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# 27 EUROPEAN COUNTRIES PART OF THE EU Austria Belgium Bulgaria Croatia

Bulgaria Croatia Cyprus Czech Republic Denmark Estonia **Finland** France Germany Greece Hungary Ireland Italy Latvia Lithuania Luxembourg

Luxembourg
Malta
Netherlands
Poland
Portugal
Romania
Slovakia
Slovenia
Spain
Sweden

### SCHENGEN AREA COUNTRIES

Austria Belgium Czech Republic Denmark Estonia Finland France Germany Greece Hungary Iceland Italy Latvia Lithuania Liechtenstein Luxemburg Malta Norway Netherlands Poland Portugal Slovakia

Slovenia

Sweden

Switzerland

Spain

### **EUROZONE COUNTRIES**

Austria Belgium Cyprus Estonia **Finland** France Germany Greece Ireland Italy Latvia Lithuania Luxembourg Malta Netherlands **Portugal** Slovakia Slovenia Spain

### NUMBERS IN 2022

MEMBER STATES

27

AREA KM2

0000

4.42 MILLION

GDP REPRESENT

22%

OFFICIAL LANGUAGES

24

COUNTRIES

**EURO ZONE** 

SCHENGEN ZONE

**FREELY CIRCULATION** 

POPULATION (EST. 2021)

+447 MILLION

YEARS IN PEACE

65







LISBOA SKYVIEW Hotel

"Being a European citizen means you benefit from all the best things:

A CONTINENT AT PEACE
THE WORLD'S BIGGEST ECONOMY
THE FREEDOM TO MOVE"

**VIVIANE REDING** 

Vice President of the European Comission 2010-2014



# 7 EU citizenship rights

AT A GLANCE









Visa-waiver to 150+ countries



FREE MEDICAL COVERAGE



MOST OF THE EU





VOTING & BEING A CANDIDATE RIGHTS



FREE MOVEMENT LIVE, WORK AND STUDY ACROSS THE EU



SAFETY FOOD STANDARD



NON DISCRIMINATION







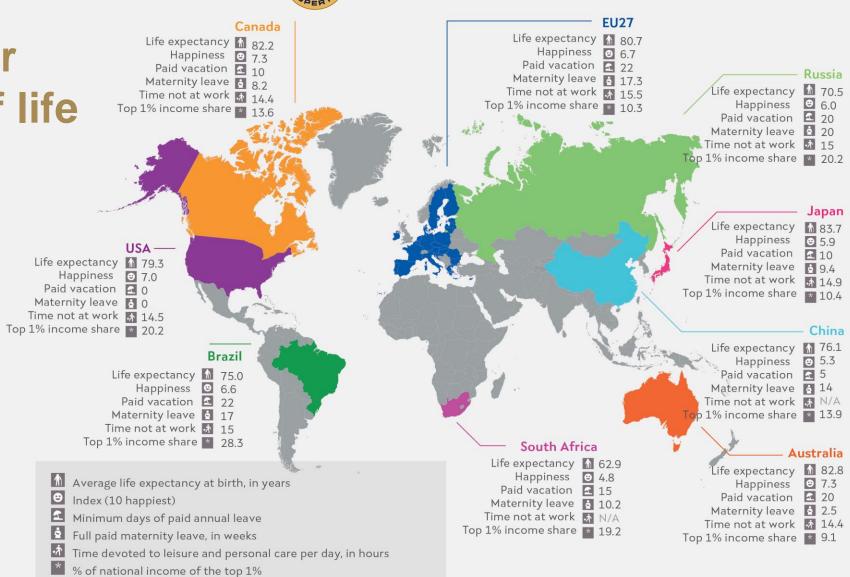


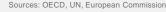


# PROPERTIES OF THE PROPERTIES

# Europe is a world leader in quality of life

2016 or latest available data









# A GATEWAY TO EU CITIZENSHIP

PORTUGAL





International

commercial hub



- 2<sup>nd</sup> largest metropolitan city & Most prosperous city
- Key industry: Tourism and Hospitality



- Portugal Beach destination
- Key industry: Hi-end Service, heaven for retirees

**10.31 MILLION** 

PORTO, LISBON & ALGARVE

**WORLD SAFETY INDEX** 

TOP 6

WORLD ECONOMY **COMPETITIVENESS INDEX** 

42 / 141

2022 ANNUAL GLOBAL RETIREMENT INDEX

4<sup>TH</sup> PLACE





# Uhy Portugal?



#### PERFECT WEATHER

Portugal has around 2,500 to 3,200 hours of sunshine a year, an average of 4-6 hrs in winter and 10-12 hrs in the summer.

(Min: 8°c - max: 25-28°c)



#### PERFECT HEALTHCARE

Portugal ranks 12th in the best public health systems in the world, ahead of high developed countries like the United Kingdom, Germany or Sweden, (Canada 30th and USA 37th). Portuguese among the world's healthiest people.



# GOOD EDUCATION SYSTEM

Rank #16th Globally

Free studying until 18 years old. Most English fluency compared with France, Italy, Spain.



# BEST DESTINATION IN EUROPE

Porto and Lisbon namely 2 cities among **Best Destinations** in Europe Best Destination for retirees from EU to move to live here Cost of Living cheaper than most European countries.



# POWERFUL PASSPORT

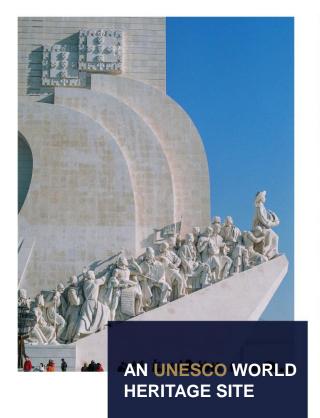
Rank 3th Globally

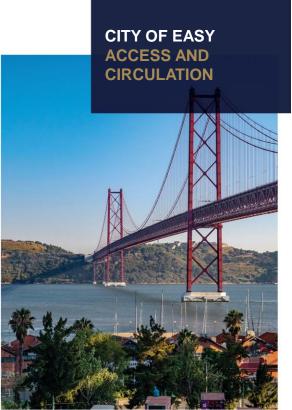
Visa free or visa on arrival access to over 160 countries and territories.

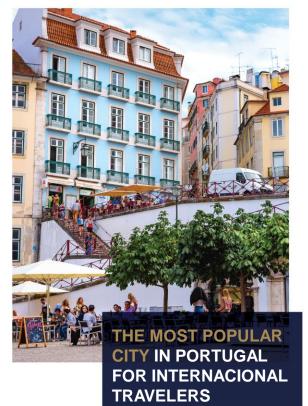


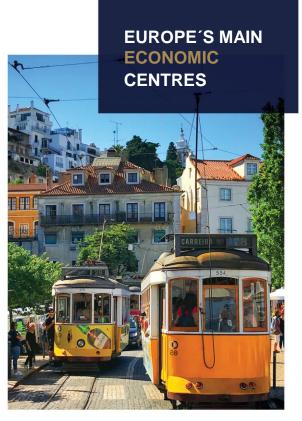
# ERC PZ

# Lisbon City













# GOLDEN VISA PROGRAM

PORTUGAL





# THE FASTEST PROGRAM TO OBTAIN EU RESIDENCE PERMIT THROUGH INVESTMENT ACTIVITY IN PORTUGAL.

An official Portugal government program, enacted on 8th Oct 2012.

By **30th June 2022**, Portugal issued **28.859** resident permits to investors and their family members.





## **Statistics**

#### **ORGANIC LAW 2/2018**

The time period for a foreign national to apply for Portuguese nationality has decreased from 6 years to 5 years.

10.903

RESIDENCE **PERMITS** TO INVESTORS 17.956

RESIDENCE **PERMITS TO FAMILY MEMBERS** 

#### **GOLDEN RESIDENCE PERMIT PROGRAMME(ARI)**

2018 **1409** 

1182

1337

2019 773

Data from the 08th of October 2012 to the 30th of June 2022

10.903

FOR PURSUING

**ACTIVITIES (ARI)** 

**INVESTMENT** 

RESIDENCE PERMITS

17.956

| 2012 | _    | RESIDENCE         | 2013 | • • • |
|------|------|-------------------|------|-------|
| 2013 | 494  | PERMITS TO FAMILY | 2014 | 2395  |
| 2014 | 1526 | MEMBERS (FAMILY   | 2015 | 1322  |
| 2015 | 766  | REUNIFICATION)    | 2016 | 2344  |
| 2016 | 1414 |                   | 2017 | 2678  |
| 2017 | 1351 |                   | 2018 | 2500  |

TOTAL INVESTMENT 6 416 041 013,55€

656 198 325.71€ BY CAPITAL TRANSFER

5 759 842 687,84€ BY PURCHASING A REAL **ESTATE PROPERTY** 

#### MAIN NATIONALITIES

| China        | 5139 |
|--------------|------|
| Brazil       | 1104 |
| Turkey       | 518  |
| South Africa | 459  |
| Russia       | 445  |

#### 10.091 ARI BY ACQUIRING REAL ESTATE

(8061 by subparagraph iii) and 768 by subparagraph iv), of paragraph d), article 3 of Law 23/2007, of 4 July, as amended)

791 ARI BY TRANSFERING CAPITAL

21 ARI BY CREATING JOB POSITIONS









1267

2019 **2192** 

2020 **2043** 

2021



# Requirements



NO AGE LIMIT



NO MANAGEMENT EXPERIENCES



NO EDUCATION LIMIT



NO FINANCIAL PROOFS



NO INTERVIEW



VALID PASSPORT



LEGAL RESIDENT



VALID MEDICAL INSURANCE



7 DAYS OF STAY



5 YEARS OF INVESTMENT





# SE LISBOA SKYVIEW Hotel

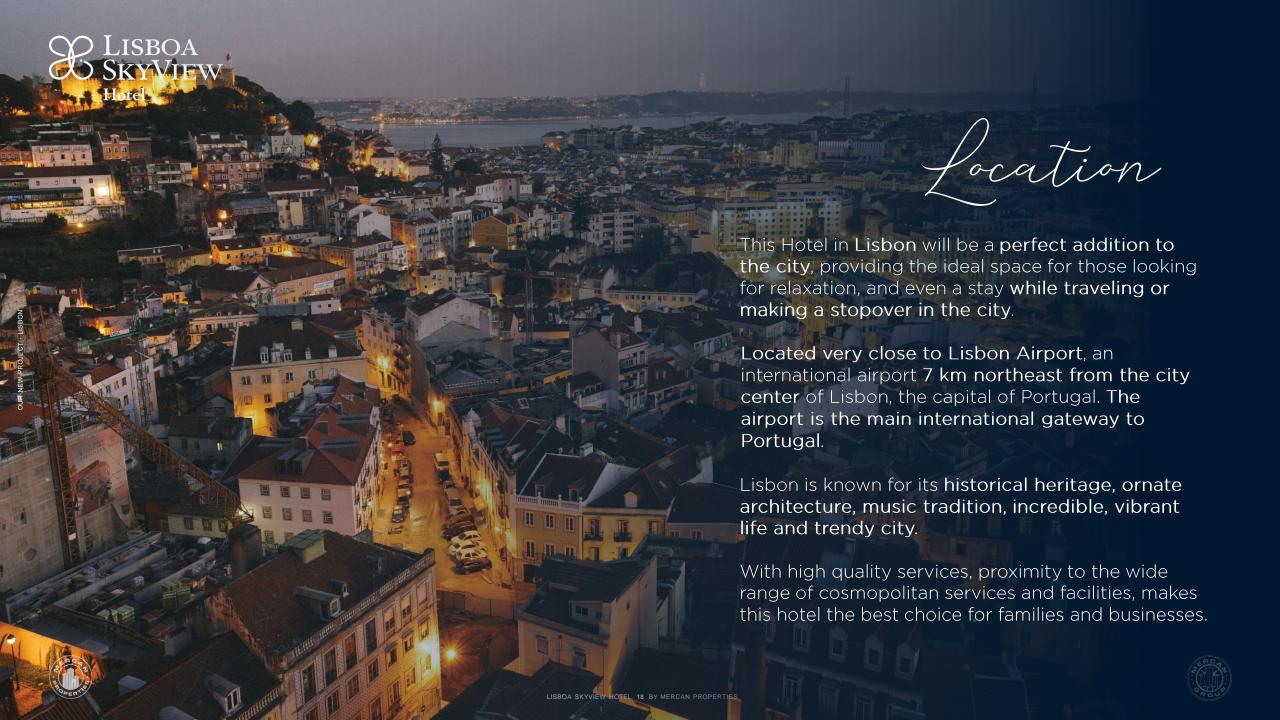
— AN EXCLUSIVE URBAN RETREAT

Welcome to Portugal















# Lisbon, the Capital of Portugal

with direct access to city downtown and its tourist attractions.

Lisbon has also been a constant presence in the World Travel Awards, winning the following awards:



World's Leading City Break Destination



World's Leading City Destination



Europe's Leading City Break Destination



Europe's Leading City Destination



#### **MONUMENTS**

Despite the urbanization seen all throughout Lisbon, the city maintains many historical



#### CULTURE

Lisbon is home to numerous museums, theatres and concert halls, hosting several plays, concerts and music festivals all throughout the year.



#### DINING AND NIGHTLIFE

Lisbon is the city with the most Michelin starred restaurants in Portugal (25 in the city, 35 in the region) and has a vibrant nightlife with options fitting almost any taste, from small bars in Bairro Alto and near the river, to large clubs throughout the city.



#### BEACHES

The Lisbon Metropolitan Area has numerous beaches, with the most popular being located in Oeiras, Cascais and Almada.









# Project Concept

**Lisboa Skyview Hotel** was designed under a **solid concept**: inspiring shapes, simplicity and elegance, combined with state-of-the-art engineering.

The main features of this *4-star* exclusive urban retreat hotel comprise estimated 230 comfortable and modern rooms with luxury details, a relaxing Spa with signature treatments. The guests can enjoy a gastronomic journey in the Bar and Restaurant with stylish garden surroundings, Terrace and Swimming pool.

With a unique location and full of thoughtful amenities, Lisboa Skyview Hotel offers 102 Parking Spaces which is the perfect base for business and leisure travelers.



















## INVESTMENT OVERVIEW

CALL FOR INVESTORS

210

INVESTMENT STARTING

350.000€

TOTAL PROJECT INVESTMENT

73.5M€

#### SCOPE OF PROJECT

An exclusive 4-Star Hotel with 230 rooms Flagged by an International Brand

#### PROJECT BENEFITS

IMT Paid by the Developer VAT Included 3% per year and guaranteed buyback 7 Days Free Stay\*

#### **PROJECT TIMELINE**

Call for investors: **July 2022**Expected Completion date: **3Q2024** 

\*subject to availability

# Project Appraisal

78.48M€ PROPERTY APPRAISAL



The current equity appraisal report was prepared at the request of the company Exclusive Segment Lda, tax number 516189921, Rua Oliveira Monteiro, 289, 2° Porto [4050-443].

The right to be evaluated is the absolute right to own and control the land and any buildings on it in perpetuity, subject only to any subordinate interests and any statutory or legally applicable restrictions, of an income property to build, in Lisbon (https://goo.gl/maps/Y1ofu1SDkWbvzPhu8):

- This is a property currently used for commercial used activity, very close to Lisbon airport;
- The objective of the hotel is to serve the target audience associated with Lisbon airport;
- The project consists of the rehabilitation of the space to make it a landmark hotel flagged by an international brand:
- The hotel will have 230 rooms, spread over a total construction area of 4,467m2 below ground and 13,343m2 above ground;
- The hotel will have a restaurant, bar, 1 outdoor swimming pool, 102 parking spaces.

Based on the purpose of the evaluation, the adopted base value was "Investment value", which is the value of an asset to the owner or a prospective owner for individual investment or operational objectives.

To estimate the value, the income approach was used.

The proposed value for the property, in the 6<sup>th</sup> year of operation, is of 78.480.000€ (one seventy-eight million four hundred and eighty thousand euros).

It is recommended to read the "Assumptions" and "Special Assumptions" items.

The report is dated May 4, 2022.

The valuation date is May 4, 2022.







## **Financial Forecast**

| Income statement         | Year 1    | Year 2     | Year 3     | Year 4     | Year 5     | Year 6     | Year 7     |
|--------------------------|-----------|------------|------------|------------|------------|------------|------------|
| Rooms                    | 230       | 230        | 230        | 230        | 230        | 230        | 230        |
| Occupancy Rate           | 82,00%    | 83,64%     | 85,31%     | 87,02%     | 88,76%     | 90,53%     | 92,35%     |
| Average Daily Rate*      | 122       | 124        | 127        | 129        | 132        | 133        | 135        |
| Accommodation<br>Revenue | 8 398 358 | 8 737 679  | 9 090 768  | 9 457 980  | 9 840 075  | 10 137 208 | 10 443 340 |
| Other Revenue            | 1 281 454 | 1 312 450  | 1 344 202  | 1 376 728  | 1 410 047  | 1 442 204  | 1 475 133  |
|                          |           |            |            |            | ,          |            |            |
| Operating Revenue        | 9 679 812 | 10 050 129 | 10 434 970 | 10 834 709 | 11 250 122 | 11 579 411 | 11 918 474 |
| Personnel Expenses       | 2 212 180 | 2 245 363  | 2 279 043  | 2 313 229  | 2 347 927  | 2 383 146  | 2 418 894  |
| Department Expenses      | 1 874 876 | 1 912 379  | 1 950 645  | 1 989 647  | 2 029 438  | 2 070 019  | 2 111 418  |
| General Expenses         | 1 627 753 | 1 753 729  | 1 888 416  | 1 932 041  | 1 977 301  | 2 014 675  | 2 053 134  |
|                          |           |            |            |            |            |            |            |
| Operating Expenses       | 5 714 809 | 5 911 471  | 6 118 105  | 6 234 917  | 6 354 666  | 6 467 841  | 6 583 445  |
| EBITDA                   | 3 965 003 | 4 138 659  | 4 316 865  | 4 599 792  | 4 895 456  | 5 111 570  | 5 335 029  |
| D&A                      | 2 573 839 | 2 573 839  | 2 573 839  | 2 573 839  | 2 573 839  | 2 573 839  | 2 573 839  |
| EBIT                     | 1 391 164 | 1 564 820  | 1 743 026  | 2 025 953  | 2 321 617  | 2 537 731  | 2 761 190  |
| Income tax               | 291 544   | 328 012    | 365 436    | 424 850    | 486 939    | 532 324    | 579 250    |
| Net Income               | 1 099 620 | 1 236 807  | 1 377 591  | 1 601 103  | 1 834 677  | 2 005 408  | 2 181 940  |







—— AN EXCLUSIVE URBAN RETREAT ——

# The Hotel

Lisboa Skyview Hotel will be a **4 star hotel unit flagged by a prestigious international chain** with 230 rooms and located near the Lisbon Airport.

The hotel will focus on the **Leisure and City short breaks**, two of the top three performing segments in the region, according to the Portuguese Hotel Association.

## This modern unit will be primarily directed towards two main guest profiles:

- Short term stays, capitalizing on its proximity to the airport and the Gare do Oriente train station;
- Medium/long term stays, capitalizing on its public transport coverage and proximity to the Parque das Nações parish, one of the fastest growing in the city.

In addition to the accommodation revenue, the hotel will capitalize on its proximity to the airport in order to generate revenue through parking spaces for passengers departing from Lisbon.

Place & Promotion

The target customers strategy will be a combination of traditional and online marketing, with a focus on *targeting* customers for the main visiting nationalities:

- Portugal (outside Lisbon, naturally), United Kingdom, Spain, Germany, France and Ireland, as well as for Lisbon residents for the parking lot. Partnering with travel agencies will also be a strategy.

Access to internationally based corporate communication channels will reinforce its competitive positioning, attracting new customers to the hotel.

Lisboa Skyview Hotel will be one of the few international 4-star branded hotels in the area, eligible for overnight stays fulfilling the requirements for the airline crews, who are required to stay in this hotel category.









## **Operational Hotels**







#### CASA DA COMPANHIA

Located within the heart of the tourist zone in the second largest city of Portugal, Porto.

Porto is one of the oldest European centres, and its historical core was proclaimed a World Heritage Site by Unesco in 1996.

Casa da Companhia is a new 5-star luxury hotel in the most prestigious and central location in Porto. Outstanding service and comfort with historical roots.

For Reservations: www.casadacompanhia.com

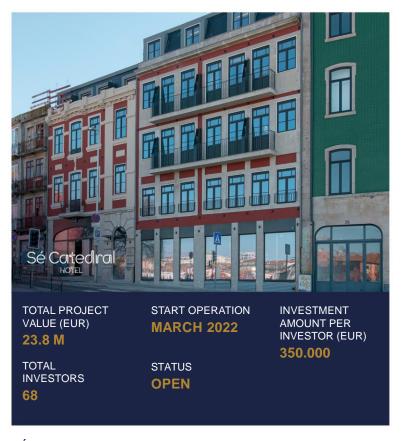


#### CASA DAS LÉRIAS

It's a building that projects the architectural identity of Amarante and a symbol of the historical cultural heritage of the city. Influenced by the modern movement, namely the Bauhaus school, the building was able to maintain its avant-garde character over the decades.

Its location is completely privileged: start to one of the main arteries of the historic city center and rests on the first line of the right margin of the Tâmega river, turning to an outdoor garden area.

For Reservations: www.casadaslerias.com



#### SÉ CATEDRAL HOTEL PORTO, TAPESTRY COLLECTION BY HILTON

A project of rehabilitation of an old building in the Historic Centre of Porto, a UNESCO Heritage in 2012 and converted into a boutique hotel of 77 rooms, 5 floors, with amenities such as restaurant-bar, and a terrace cafe.

It is located at the heart of the Historic Centre of Porto.

For Reservations: Sé Catedral Hotel Porto, Tapestry Collection by Hilton

## **Operational Hotels**





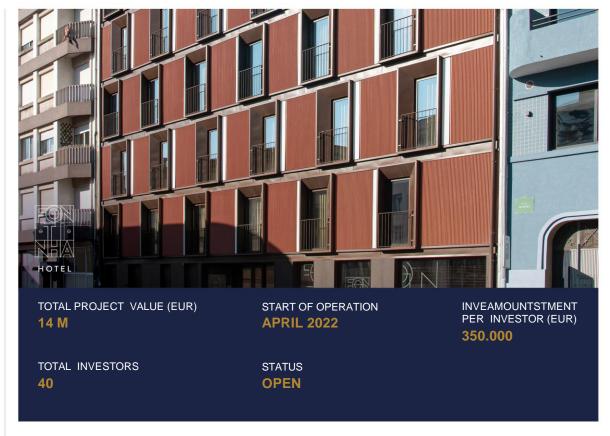


#### FOUR POINTS BY SHERATON MATOSINHOS

Located near the beach in Matosinhos and in front of a city park in Porto. Its proximity to the sea, beach and the city park makes it an attractive area for tourists and city goers.

Situated at the northern part of Porto, Matosinhos is a major port and fishing town known for its sandy beach. It is a city rich in beautiful architecture, wine and culture – with museums and cruise terminals nearby, it is a key tourist destination.

For Reservations: <a href="https://www.marriott.pt/hotels/four-points-matosinhos/">https://www.marriott.pt/hotels/four-points-matosinhos/</a>



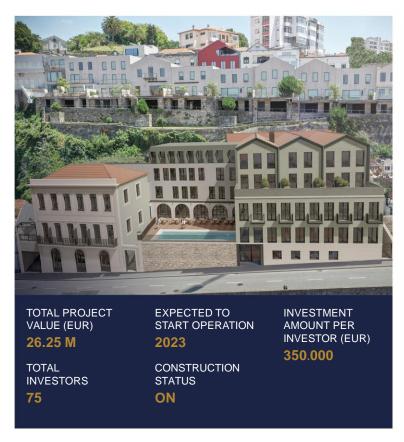
#### FONTINHA HOTEL, A TRADEMARK COLLECTION BY WYNDHAM

Fontinha is one of our latest projects in the historic center of Porto. It is a project of rehabilitation of an old building into a 4-star hotel with 6 floors, 49 rooms, amenities such as a restaurant and bar, and a courtyard with a fountain and garden. It is located at the corner of Fontinha and Santa Catarina street.

For Reservations: www.fontinhahotel.com







#### THE RIVERVIEW, A TRIBUTE PORTFOLIO HOTEL

The Hotel's project involves the rehabilitation of a dated building, turning it into a 4-star hotel.

The Hotel also possesses a unique, specific area for guests to appreciate the view of the city.

Its location in a privileged area, will provide to guests with easy access to the most attractive tourist spots in town.



#### PORTO ART'S HOTEL

The Porto Art's Hotel project is part of the rehabilitation of Properties of Patrimonial Interest of the city of Porto, giving a new life to the history and culture that surrounds it.

The building of the Porto Art's Hotel was the residence of a noble family from the north of the country and still has the family crest.



#### HILTON GARDEN INN ÉVORA

This Hotel will operate under the Hilton Garden Inn brand, which is the perfect concept to give the Hotel a vibrant, modern and sophisticated atmosphere where an open plan space is combined with ingenious detailing and light furniture to allow maximum flexibility.







#### PORTO LAPA PARK

Porto Lapa Park project integrates the internationally recognized Renaissance Brand in the city. It has been projected under a solid concept: inspiring shapes, simplicity and elegance, combined with high-end engineering.

This hotel will have one of the largest conference, event and convention center in the country.



#### PORTO ART'S SUITES

The Porto Art's Suites project is part of the rehabilitation of Properties of Patrimonial Interest of the city of Porto, giving a new life to the history and culture that surrounds it.

Porto Art's Suites will be a perfect complement to the Porto Art's Hotel providing an extra space and flexibility that a regular hotel room isn't able to.



#### **HOLIDAY INN EXPRESS PORTO**

Holiday Inn Express Porto Hotel project is part of the rehabilitation of Properties of the city of Porto, giving a new life to the history and culture that surrounds it.

This Hotel in Porto will be a perfect complement to the city, providing the ideal space and environment for business.







#### **HOLIDAY INN EXPRESS ÉVORA**

Holiday Inn Express Évora Hotel project is part of the rehabilitation of Properties of the city of Évora, giving a new life to the history and culture that surrounds it.

Holiday Inn Express makes guests feel welcome and valued. Taking care of people and the communities around, providing the highest quality of service.



#### MARRIOT LAGOS BEACH RESORT

Lagos Beach & Sports Resort presents itself with a concept that combines exclusivity with spaces designed with leisure time for the whole family in mind.

Its clean and elegant architectural lines fit in with balance in the surrounding environment, breathing the natural landscape in which it is integrated.



#### LISBOA PARK

A concept that it was designed to provide spaces of comfort and tranquility, enhancing the moments of relaxation in periods of both tourism and business travels.

As a playground that attracts Fun Hunter travelers, Lisboa Park gives owners and franchisees a new pick of the litter to compete in the upper, midscale priced tier in prime urban locations.







#### LAGOS MARINA HOTELS

Lagos Marina Hotels stands out for its privileged location, with a superb view over the Lagos Marina and the blue waters of the Atlantic.

The integration of the project in the surrounding space was designed to provide an architectural balance, standing out discreetly for its clean and refined lines. The good taste is also revealed in every detail, designed for the comfort and well-being of those who value an exclusive lifestyle.



#### LAPA II HOTEL

Lapa II Hotel will be an expansion of Lapa Porto Hotel. Located in one of the most historical neighborhoods of Porto, right in the gateway to downtown. Dominating the landscape, on the top of a hill, the Hotel offers a breath-taking view over the city skyline. It has been projected under one solid concept: inspiring shapes, simplicity and elegance, combined with high-end engineering. It will have the largest Park and conference room of the city center in Porto.



#### LISBOA SKYVIEW HOTEL

This Hotel in Lisbon will be a perfect addition to the city, providing the ideal space for those looking for relaxation, and even a stay while traveling or making a stopover in the city.

Located very close to Lisbon Airport, an international airport 7 km northeast from the city center of Lisbon. With high quality services, proximity to the wide range of cosmopolitan services and facilities, makes this hotel the best choice for families and businesses.



