



Casas Fintech

Teaser presentation for investors

JULY 2023



Meet our team

Miguel Ángel Manzanares

Co-founder & partner

Miguel A. brings an unrivaled expertise in Marbella's real estate sector, where he has developed a deep network of collaborators

Miguel Ángel is founder and CEO of Manzanares Lawyers, leading law firm in Marbella with a track record of 20+ years

Miguel Ángel holds a degree in Law from Universidad CEU San Pablo

Antonio Parente

Co-founder & partner

Antonio brings an outstanding track-record in business development and real estate investment

Antonio is founder and CEO of Grupo Madre, a prominent business consortium in Portugal with activities spreading across 4 divisions: real estate, hospitality, media and AM

Established in 1983, Grupo Madre employs +500 people worldwide and reports ~ €100M annual turnover

Juan Krauel

CEO

Juan Krauel leads business strategy and brings extensive knowledge of Marbella's real estate sector

Prior to Casas Fintech, Juan worked as a Finance lawyer in Uría and Allen & Overy in Madrid, and as a real estate lawyer in Marbella

Juan holds a double degree in Law and Business from Universidad de Navarra, where he graduated with honors

Casas Fintech overview (1/2)

Genuine commitment with highest quality standards in every step

Description

- Founded in 2016 in Marbella (Málaga), Casas Fintech is luxury real estate developer in the Costa del Sol's golden triangle (Marbella, Estepona and Benahavís)
- It acquires both properties and plots and it builds or restores, respectively, luxury villas that it later sells to final consumers fully furnished

Differentiating factors

- **Reliability:** deep involvement of leadership team in every step of the process, from acquisition to post-sale service
- **Quality:** partnerships with the best professionals along the business cycle to ensure the highest standard across
- **Know-how:** profound knowledge and experience in Marbella, real estate and business management

Key financial figures

- **€8,99M** turnover FY'22
- **€8.8M** avg. selling price FY'22
- **35%** developer margin¹ FY'22
- **~23%** average developer margin
- **39%** average loan to cost² ratio
- **~30%** average loan to value³ ratio

Key operating metrics

- **11** properties sold since foundation
- **5** properties under construction
- **~2-3** years average project cycle
- **20+** collaborating companies
- **7** employees

Casas Fintech overview (2/2)

Crafting homes made to dazzle

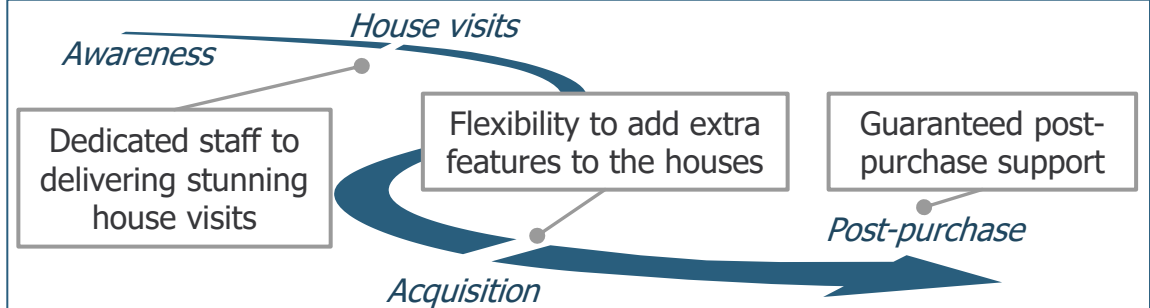
Product quality: best-in-class suppliers in every step



Bespoke projects: every house is a signature project



Customer service: accompanying clients end-to-end



Staged homes: ready to move in



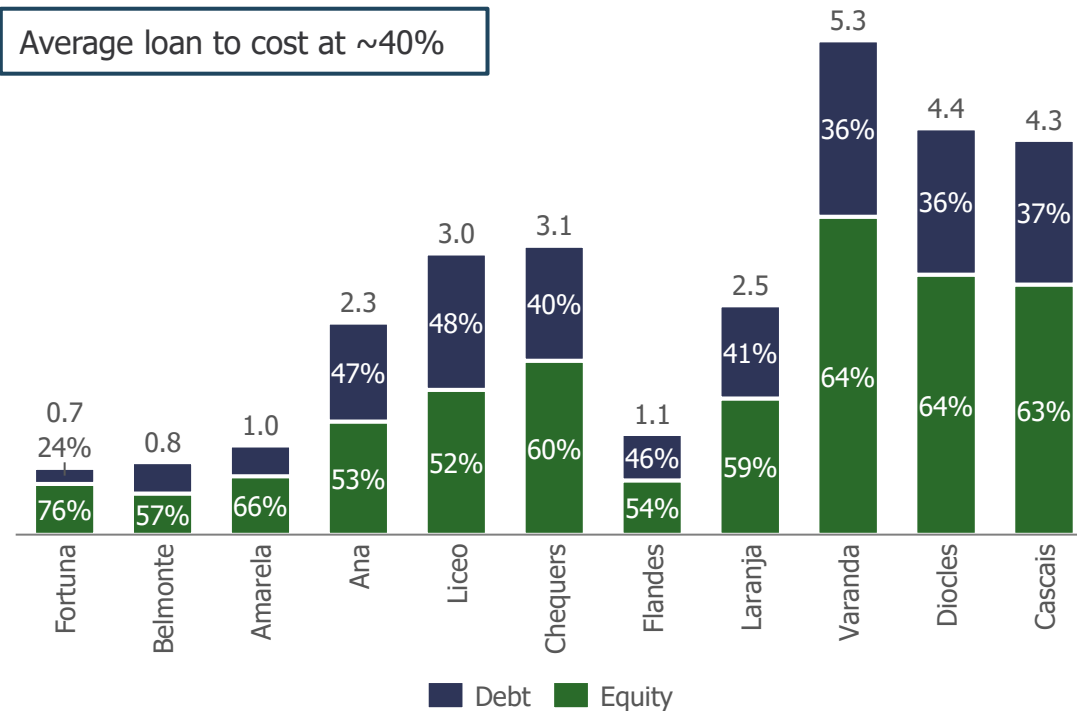
Projects track record

11 sales so far with average developer margin at ~23%

Total investment by project (M€)

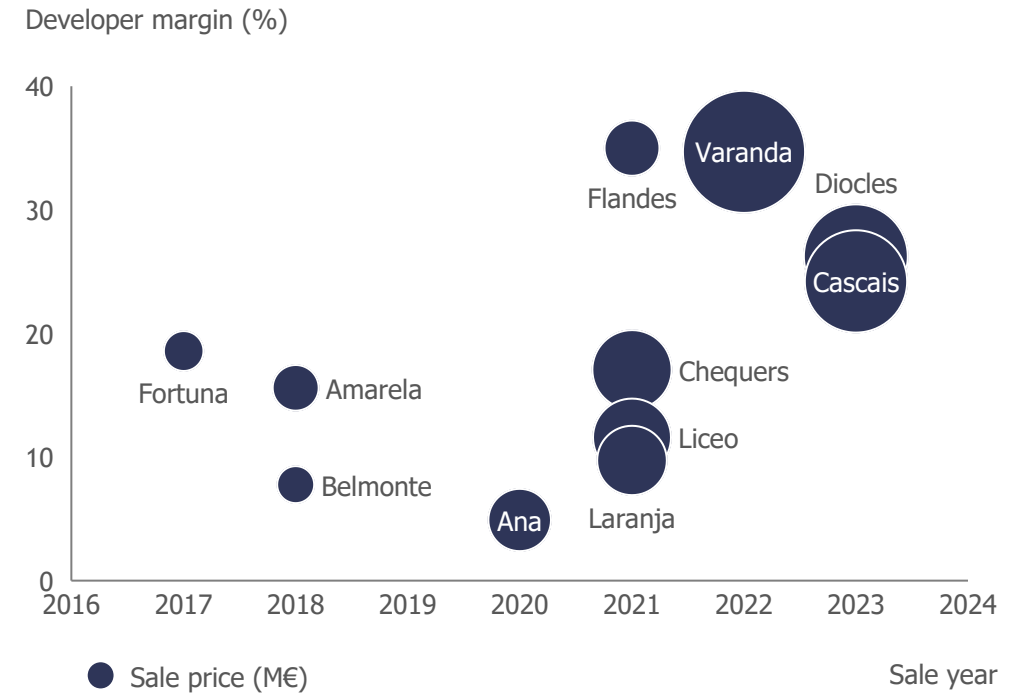
Source: Casas Fintech internal data

Average loan to cost at ~40%



Developer margin by project

Source: Casas Fintech internal data



Projects in progress

4 properties under construction expected to sell in '24 and Q1 '25

Casa Tesalia



Total investment: **€4.6M**



Sale price: **€6.3M**



Loan to cost ratio: **33%**



Developer margin: **21%**

Casa Piemonte



Total investment: **€5.3M**



Sale price: **€7.3M**



Loan to cost ratio: **TBC**



Developer margin: **~ 20%**

Casa Cazorla



Total investment: **€4.2M**



Sale price: **€6.2M**



Loan to cost ratio: **TBC**



Developer margin: **~ 25%**

Casa Orquídea



Total investment: **€10.2M**



Sale price: **€15M**



Loan to cost ratio: **TBC**



Developer margin: **~ 25%**

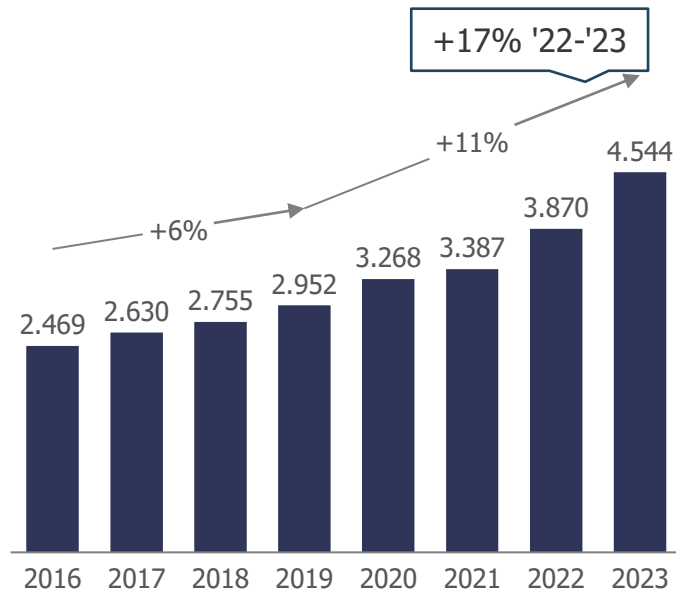
Market overview

Market tailwinds: prices up to 30% in relevant districts

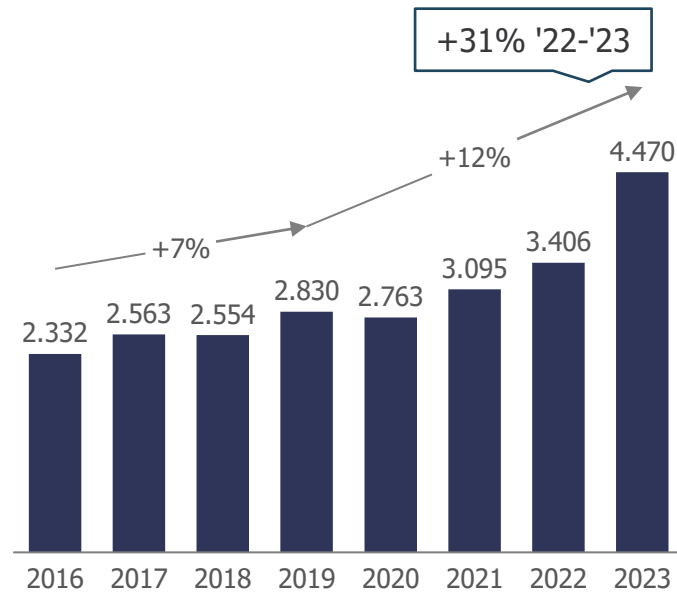
Property price evolution (€/sqm), 2016-2023

Source: Idealista

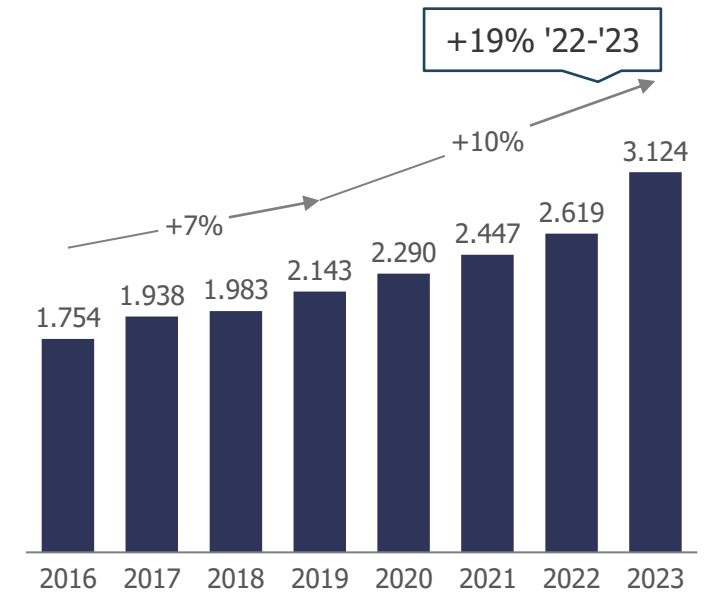
Nueva Andalucía (Marbella)



La Quinta (Benahavís)



Benamara – Atalaya (Estepona)



Note: shown districts are those where Casas Fintech has its current developments

Our perspective

Additional funding required to fully capture the momentum

- Strong momentum in Costa del Sol's Golden Triangle, where property prices in relevant districts are growing at double digit since 2019
- Casas Fintech is in a privileged position to capture the momentum: 5 properties in portfolio and 4 construction projects already underway
- Market tailwinds and Casas Fintech's selling track-record (which includes sales on plan) minimize investment risk
- Securing additional funding, essential to deliver ongoing projects in '24 and Q1'25 and unlock future growth
- We have a bold ambition to make Casas Fintech big: we are committed to reinvesting sale proceeds





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