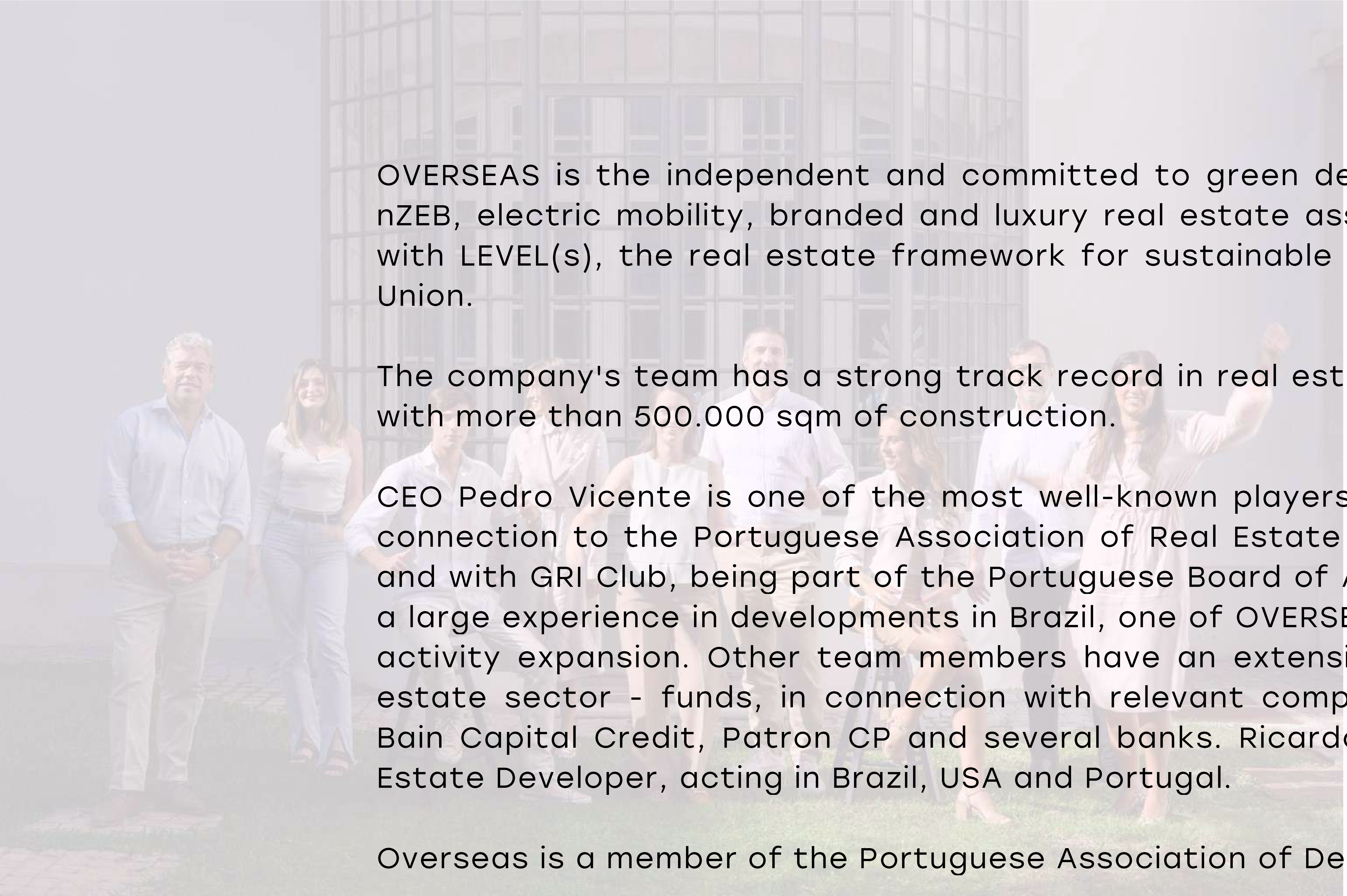
OVERSEAS®

REAL
ESTATE
DEVELOPER

overseasglobal.com

2025

OVERVIEW



OVERSEAS is the independent and committed to green developer, focused on ESG, nZEB, electric mobility, branded and luxury real estate assets. The company teams with LEVEL(s), the real estate framework for sustainable buildings of the European Union.

The company's team has a strong track record in real estate in Portugal and Brazil, with more than 500.000 sqm of construction.

CEO Pedro Vicente is one of the most well-known players in Portugal, with a close connection to the Portuguese Association of Real Estate Developers and Investors and with GRI Club, being part of the Portuguese Board of Advisors. Nuno Coelho has a large experience in developments in Brazil, one of OVERSEAS´ targeted markets for activity expansion. Other team members have an extensive experience in the real estate sector - funds, in connection with relevant companies as Norfin, Hipoges, Bain Capital Credit, Patron CP and several banks. Ricardo Pucci is a brazilian Real Estate Developer, acting in Brazil, USA and Portugal.

Overseas is a member of the Portuguese Association of Developers and Investors.

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THE PARTNERS

PEDRO VICENTE

Master in Management and Public Policies from the University of Lisbon, Pedro Vicente has 20 years of experience in the real estate market. He was Legal Director and Director of Marketing and Asset Management of EPUL - Public Urbanization Company of Lisbon, General Director of the Chinese capital fund Level Constellation, Vice-President of APPII – Portuguese Association of Real Estate Promoters and Investors and Administrator, with the operations and commercial portfolios of Habitat Invest.

NUNO COELHO

Electrical Engineer with an MBA from the University of São Paulo (FIA), Nuno Coelho holds a master's degree in Management from the Higher Institute of Economics and Management of the University of Lisbon. His extensive academic qualifications (MIT, Columbia, London School of Economics, Dom Cabral Foundation, INSPER) endorse his 20 years of expertise in the real estate markets of Portugal and Brazil, accounting for the construction of more than 500,000 square metres, in an investment exceeding 200 million euros.

RICARDO PUCCI

Master´s Degree in Civil Engineering from the University of São Paulo (Escola Politécnica USP), with 2 decades of experience in the Real Estate Sector. Experience over various market segments including retail, industrial, corporate, technology, and residential, alongside involvement in the banking sector with Real Estate financing related products. Responsible for an international portfolio with operations spanning across Brazil, the United States and Portugal.

THE TEAM

ADMINISTRATIVE AND FINANCIAL COORDINATOR

MBA by FIA – São Paulo University with 11-year experience on the Real Estate Market. Has worked in companies like Arthur Andersen, São Paulo Alpargatas, TPI –Telefónica group in management positions and as a director role.

JOÃO SUNDFELD

PROJECT MANAGER AND BUSINESS ANALYST

Master’s degree in Civil Engineering in Instituto Superior Técnico by Lisbon University and has a postgraduate degree in Real Estate Management and Appraisals in Instituto Superior de Economia e Gestão by Lisbon University. Has 9-year experience on the Real Estate Market and has worked in companies like Ferrovial, Norfin – Real Estate Funds Manager, Altamira and Hipoges in roles such as Technical, Commercial and Financial Advisory and Management.

VITÓRIA ALVES

PROJECT MANAGER/ ARQUITETA

Master’s degree in Architecture in Instituto Superior Técnico by Lisbon University, has 12-year experience in Architectural Projects and construction monitoring, also having experience in commercial management. Has started developing projects in Brazil and after that has mainly worked in Real estate rehabilitation projects in several Cities in Portugal.

JESSICA ADAIXO

MARKETING & AI MANAGER

BS in Business focused on Marketing from Insper, São Paulo, and an MA in Trend Forecasting from Polimoda, Florence, has over seven years of experience in digital performance and growth strategy design through product management. Spaning differend industries, brings to the Real Estate Development an innovative track record on creating marketing plans and commercialization strategies to enhance project performance, driving brand growth, and managing cross-functional teams.

MARIANA PRADO

TRACK RECORD

MOST RELEVANT PROJECTS WHERE OVERSEAS FOUNDERS AND TEAM HAVE BEEN INVOLVED FROM THE DEVELOPER SIDE:

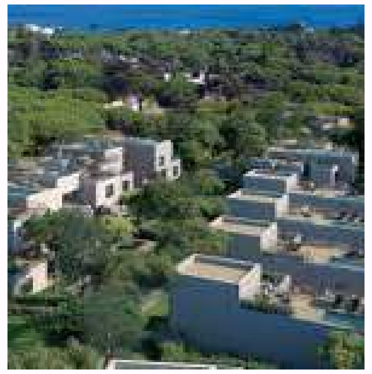
PORTUGAL

PRAÇA DE ENTRECAMPOS
Lisbon
Residential
612 units
State owned company
2008

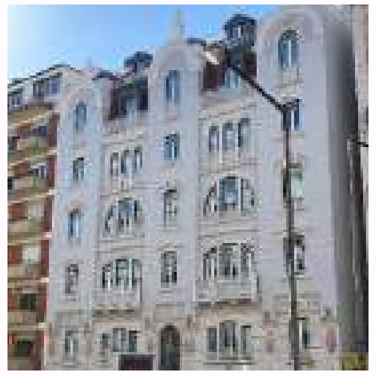
PARK AVENUE
Lisbon
Residential
27 units
Level Constellation (Chinese fund)
2013

OURO GRAND
Lisbon
Residential
57 units
5.000 sqm
Level Constellation (Chinese fund)
2014

AURYA
Loures*
Residential
407 units
Habitat Invest (Partnership Bain C.C.)
2021



MARINHA PRIME
Cascais
Residential
55 units
Habitat Invest
2017



DUQUE 70
Lisbon**
Residential
52 units
Habitat Invest (Partnership Patron C.)
2016

BRAZIL

WEEKEND
Curitiba
Residential
117 units
10.000 sqm
2012

LE SOLEIL
Curitiba
Residential
86 units
35.000 sqm
2013

EXTENSION BERRINI
São Paulo
Residential
200 units
15.100 sqm
2024

PARQUE DAS ARTES
Curitiba
Residential
196 units
41.000 sqm
2013

CURITIBANO PRIME CENTER
Curitiba
Commercial
44 units
5.500 sqm
2011

CONCETTO
Curitiba
Residential
75 units
24.000 sqm
2011

FORST HILLS
Curitiba
Residential
75 units
24.000 sqm
2014

USA

MARTIN´S VIEW
Washington DC
Residential
950 units
67.000 sqm
2022 (acquisition)

QUEENS PARK PLAZA
Washington DC
Residential
94 units
6.960 sqm
2022 (acquisition)

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IN HOUSE BUSINESS INTELIGENCE

- **+400** OPPORUNITITES MAPPED IN PORTUGAL, MAINLY IN LISBON AND PORTO
- **+20** YEARS OF LOCAL EXPERIENCE
- ACCESS TO **OFF MARKET** OPPORTUNITIES
- **INTERNAL AND EXCLUSIVE** PROSPECTION
- PERMANENT PIPELINE

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OVERSEAS FRAMEWORK

PHASE 1: Selection of Real Estate Projects

- Location Fundamentals
- Marshallian Externalities

PHASE 2: Financial and Economical Viability Study

- Conservative and tested assumptions
- Market research

PHASE 3: Disclosure to interested Investors

- Equity Definition
- Capital Call

PHASE 4: Formation/Purchase of SPE and Acquisition of the Asset

- Legal Structuring

PHASE 5: Project Management and Development

- Presentation of periodic analysis and reports

PHASE 6: Results Analysis and Profit Distribution

PHASE 7: Post Sale management

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IN-DEPTH FINANCIAL FEASIBILITY STUDIES

EXAMPLE

PROFIT OUTPUTS

IRR	26.8%
MOIC	63.3%
Peak Equity	4 325 742
Profit After Tax	2 738 465

DEVELOPMENT COSTS

	€TOTAL
Property Value	3 750 000
Acquisition Costs	315 763
Asset	4 065 763
Construction	3 837 6000
Other Construction Costs	5 850
Servicing	516 557
Hard Contingency	225 663
Consulting & Warranty	24 570
Financa/Bank Costs - Other	41 425
Marketing - 1% Sales	133 136
Development Costs	4 784 801
Finance Interest	64 557
TOTAL	8 915 121

DEVELOPMENT SENSITIVITY

Project IRR Dev. Costs	Sales Price ($/M2)			
	-10,0%	-5%	0%	5%
15%	13,0%	17,60%	21,90%	25,90%
10%	15,1%	19,50%	23,60%	27,40%
5%	17,1%	21,30%	25,20%	28,90%
0%	19,0%	23,00%	26,80%	30,40%
-5%	20,7%	24,60%	28,20%	31,80%

SALES ASSUMPTIONS

Sales Price - Potential Sales Value (PSV)	13 313 600
Sales Commission	(818 786)
Net Proceeds	12 494 814

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INVESTMENT MODEL

↑ RISK ↑ RETURN = CAPITAL PARTNER

↑ RISK ↑ RETURN = PROFIT LOAN AGREEMENT

↑ RISK ↑ RETURN = DEBT PARTNER

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MANAGEMENT MODEL

- 360º full project management
- Overseas partners equity in projects (skin in the game)
- Preparation of project financial statements
- Operational schedule (Gannt)
- Physical-financial monitoring of constructions work
- Periodic reports results
- Transparency, compliance and governance (*)

(*) Overseas is audited by EY (Ernest & Young)

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WHY PORTUGAL?

WITH OVERSEAS

GROWING PROPERTY VALUES

Portugal's property market has seen significant growth, with home prices in the capital rising by 5.8% in recent months. This trend is expected to continue, driven by strong demand and limited supply (Benoit Properties).

The average growth in property values is estimated at 8.7% for the year (Portugal Portfolio).

HIGH RENTAL YIELDS

The rental market in Portugal offers attractive returns. Key regions such as Lisbon, Porto, and the Algarve show strong rental yields, ranging from 5.3% to 6.7% (Portugal Buyers Agent).

This makes Portugal an appealing destination for investors looking for steady rental income.

TOURISM BOOM

Portugal's thriving tourism industry significantly boosts the real estate market. In 2023, the country welcomed over 30 million guests, resulting in 77 million overnight stays.

This influx has increased demand for short-term rentals and vacation homes, creating lucrative opportunities for real estate investors (Benoit Properties).

SOURCE: International Monetary Fund

WHY PORTUGAL? WITH OVERSEAS

SUSTAINABILITY TRENDS

There is a growing demand for eco-friendly and sustainable properties in Portugal. The market is shifting towards investments in properties that align with global environmental trends, including the use of renewable energy sources and sustainable construction practices (Idealista)

GOVERNMENT INITIATIVES

Although the Golden Visa program's real estate option has been discontinued, Portugal continues to attract foreign investment through other initiatives, such as venture capital contributions and business expansions (Portugal Buyers Agent) (Idealista).

Recognizing the growing trend of remote work, Portugal has introduced a visa specifically for digital nomads. This visa allows remote workers to live and work in Portugal for extended periods, which increases demand for rental properties and supports the local economy (Portugal Buyers Agent).

FAVORABLE MARKET CONDITIONS

The overall resilience of Portugal's real estate market, combined with favorable lending conditions and low-interest rates, has kept sales activity robust. Despite supply constraints, the market's upward trajectory presents a prime investment opportunity (Benoit Properties) (Portugal Portfolio).

SOURCE: International Monetary Fund

PROJECTS

UNDER DEVELOPMENT

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YATCH CLUB

LISBON

RESIDENTIAL

2 572 sqm

29 apartments

T0 to T3

GSV: 22M€

DESCRIPTION

- With its strategic positioning, financial backing, and regulatory approvals in place, the Yacht Club development promises to redefine luxury living along the vibrant waterfront of Alcantara, enriching the cityscape and offering unparalleled waterfront living experiences.
- Approved under a Preliminary Urban Planning Permit (PIP) by the City Hall, the project outlines specific volumes, uses, and sources, ensuring alignment with regulatory guidelines.

KARL LAGERFELD RESIDENCES LISBOA

EXCLUSIVE BRANDED LUXURY APARTMENTS

Lisbon

3.452 sqm

10 apartments

T3 to T4 with swimming pool

GSV: 50M€

Conclusion: Q4 2027/Q1 2028

DESCRIPTION

- The Karl Lagerfeld Lisboa Residence Building will be the first branded building (non-hospitality) in Portugal. With a new construction, following the Levels methodology, it will bring sustainability innovations.

- The project includes 10 luxury residential units (one apartment per floor), in one of the most noble areas of Lisbon, in a rare condominium with amenities.

VILA TIJOLO

70% SOLD

LISBON

4.249 sqm

30 apartments

T0 to T2 DUPLEX

5 RESIDENCES

T3 & T4 with swimming pool

GYMNASIUM, POOL AND PARKING SPOTS

GSV: 24M€

Conclusion: Q4 2026

DESCRIPTION

- The "Prédio do Tijolo" or "Vila do Tijolo" is a historic building, classified by the Lisbon City Council, commissioned by José Joaquim de Almeida Junça in 1891-1892. It was the symbol of an entire industrial era in the city of Lisbon, where the bricks for the famous Campo Pequeno square were produced. It is a remarkable building from an aesthetic point of view, especially due to its facade with great chromatic richness and beauty of geometric shapes, as well as the use of iron (galleries at the back).

- The Architecture Project of the Development has already been approved by the City Council and the Engineering Projects are in the approval phase.

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ESTREMOZ

35.4 HA LAND

2 HOSPITALITY PROJECTS, W/ UP TO 200 BEDS EACH

STATUS: LAND ACQUIRED;
PROJECT CONCEPT AND OPERATIONAL IN DEVELOPMENT

GSV: TBD

DESCRIPTION

In the heart of Alentejo, nestled in Estremoz, we are crafting a visionary project that harmonizes the region's essence with a modern, disruptive and innovative approach. This transformative project will feature an exceptional luxury hotel, offering a curated selection of experiences designed to captivate both guests and locals alike in a charming villa inspired setting.

This tranquil retreat will be a sanctuary for celebrating life, where visitors can unwind, rejuvenate, and find inspiration amidst serene surroundings. Exclusive amenities and services will be tailored for hotel guests, ensuring a bespoke experience. In the next phase, we will introduce a collection of uniquely themed touristic residences—celebrating the region's bounty of wine, olive trees, almonds—each with private pools and personalized spaces, offering a bespoke taste of Alentejo's natural beauty and tranquility.

PROJECTS

PIPELINE

GRAND LISBOA

23.932 SQM + 8.082 SQM Balconies
RESIDENTIAL & RETAIL
ALTA DE LISBOA

DESCRIPTION

GRAND Lisboa, at Alta de Lisboa, is a project within the Lisbon Metropolitan Area. The plot is part of a concluded allotment, boasts an excellent location with prime solar exposure and unobstructed views over the Urban Park. The area benefits from urban renewal, enhancing parking, bike paths, metro access, and urban green spaces with a lake. The plot is conveniently located near key roads (Eixo Norte-Sul) and provides quick access to Lisbon Airport, the city center, cultural sites, and major highways (A1, A8, A9).

The Architectural project is being developed by Saraiva e Associados and features three residential towers, atop a base with a common plaza for commercial and service use, plus two underground floors for parking and amenities and a detached commercial space with 1.337 sqm.

OVERSEAS RESIDÊNCIAS

3.264 GCA ABOVE GROUND

RESIDENTIAL

BRANDED POTENTIAL

PRIME LOCATION

DESCRIPTION

Strategically positioned in Praça Duque de Saldanha, one of Lisbon's most iconic and sought-after squares, this exciting new residential project offers an unparalleled opportunity in the heart of a booming market. Adjacent to Avenida da República—a central thoroughfare undergoing significant redevelopment—this location is perfectly situated within a dynamic area that blends urban sophistication with modern convenience.

The development will feature 11 premium apartments designed for high-end living, complemented by one ground-floor retail unit with excellent visibility and potential to attract high-value tenants. The residential units offer buyers the unique opportunity to acquire at cost and customize the design and finishes to suit their personal tastes and needs—ensuring a truly bespoke living experience.

Additionally, the project holds the potential to be positioned as branded residences, a concept that has been gaining immense traction in Lisbon’s luxury property market. This approach combines the exclusivity of high-end living with the prestige and lifestyle services of a recognized global or boutique brand, further elevating the appeal of these homes for discerning buyers and investors.

Overseas is audited by EY - Ernest & Young

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