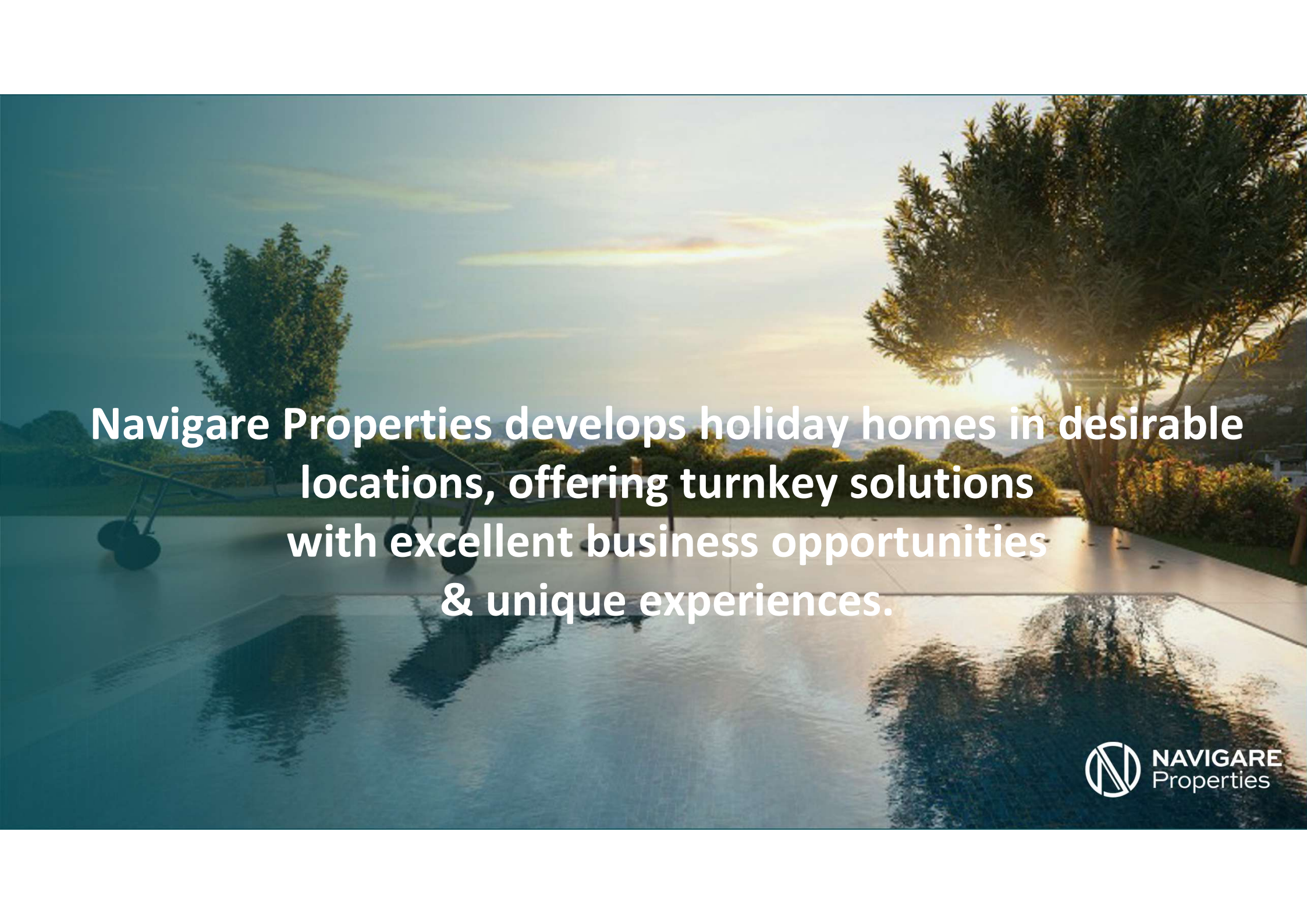


A serene landscape featuring a swimming pool in the foreground, reflecting the warm light of a sunset. A small, dark-colored airplane is parked on the pool deck to the left. In the background, there are lush green trees and a clear sky with soft, wispy clouds. The overall atmosphere is peaceful and luxurious.

Navigare Properties develops holiday homes in desirable locations, offering turnkey solutions with excellent business opportunities & unique experiences.

Who we are

Company overview



Navigare Properties ("Navigare") is an international real estate company that embraces the sharing economy by **developing holiday homes** in desirable locations and **offering turnkey property management**, creating excellent business opportunities for its clients.

Client Advantages

-  Investors participate in the design and architecture, with the option to choose between **three tiers of fit-out**.
-  Properties are **fully maintained and managed**.
-  **Cost-neutral investment** through renting out the property when not in the owner's use.
-  **Flexible holiday program** across Navigare properties and yachts in the *Navigare Experience Program*.
-  **Exclusive experience program** at Navigare facilities.

Roadmap

-  The first property in the Swiss Alps, in the city of Saas Fee, has been **completed and is fully sold out**. Exclusive chalets are now being developed in the same area.
-  **Two more destinations**, one in Mijas on the Costa del Sol region, and one in Trysil, Norway, are **currently under development**.
-  Navigare's well defined growth strategy with 4 + 6 new destinations across unique European destinations are in the pipeline to ensure sustainable growth.



Who we are

A small team with a deep expertise in real estate development, finance, sales, marketing, and hospitality. Ensuring comprehensive oversight throughout the entire scope of the business.

FOUNDERS



**Per
Abrahamsson**
Co-Founder

25+ years of hospitality and business development experience. Founder of Navigare Yachting, the third-largest yachting company in the world.



**Peter
Wittander**
Co-Founder

30+ years of experience in real estate development and brokerage. Experienced investor and owner in private and commercial properties in Sweden.

MANAGEMENT



**Erik
Lööv**
President
and CEO

20+ years of experience in management positions in international development and construction companies, managing international real estate and civil megaprojects in Europe.



Linus Frejd
Director of
Marketing
Business
Development

More than 20 years of experience driving international sales and business development for IKEA and across the global retail sector.



**Christian
Vestergren**
Director of
Development

20+ years of experience in international construction management from several international construction companies.



**Claes
Appelgren**
Director of
Finance and IT

35+ years of experience in business controlling and real estate finance, including management of a real estate investment firm.



**Henric
Persson**
Director of
Navigare Resorts

15+ years of experience in the hospitality industry, including management of hotels, resorts, and restaurants in the US and Europe.



**Emelie Irmelin
Johansson**
Director of
Sales

20+ years of experience in global B2C sales, including luxury segment such as IT, telecom, yachting, and real estate.



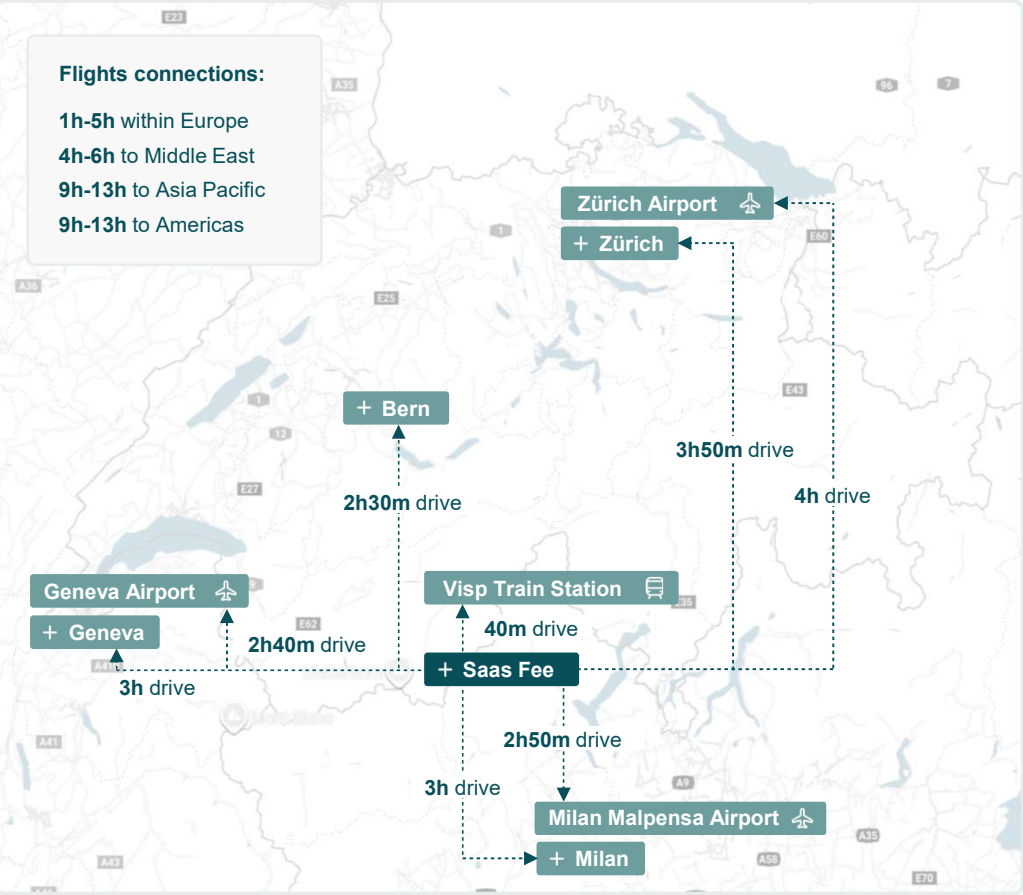
**Agnes
Lorentzon**
Director of Experience
Program

10+ years of experience in People and Culture, complemented by a strong background in finance and IT, including knowledge in hospitality from yachting operations.

Destinations

Saas-Fee Summits

Saas Fee, the jewel of the Swiss Alps, was strategically chosen as the perfect destination for both winter and summer seasons. The village has a high demand for more hotels and beds, providing Navigare with an opportunity to address market gaps and capitalize on its potential.



Leisure

- Spa experience
- Local gastronomy
- Alpin village discovery
- Panoramic paragliding
- Mountains train ride



Sport

- Skiing and snowboarding
- Hiking trails
- Mountain biking
- Rock climbing
- Ice climbing



Highlights

- Ranked among the top five globally in the snow tolerance index.
- Skiing available from 2,000 m to 3,500 m altitude.
- High-mountain glaciers ensure year-round skiing.
- Preferred off-season training location for national ski teams worldwide due to its high altitude and reliable snow quality.

Destinations
Saas-Fee Summits

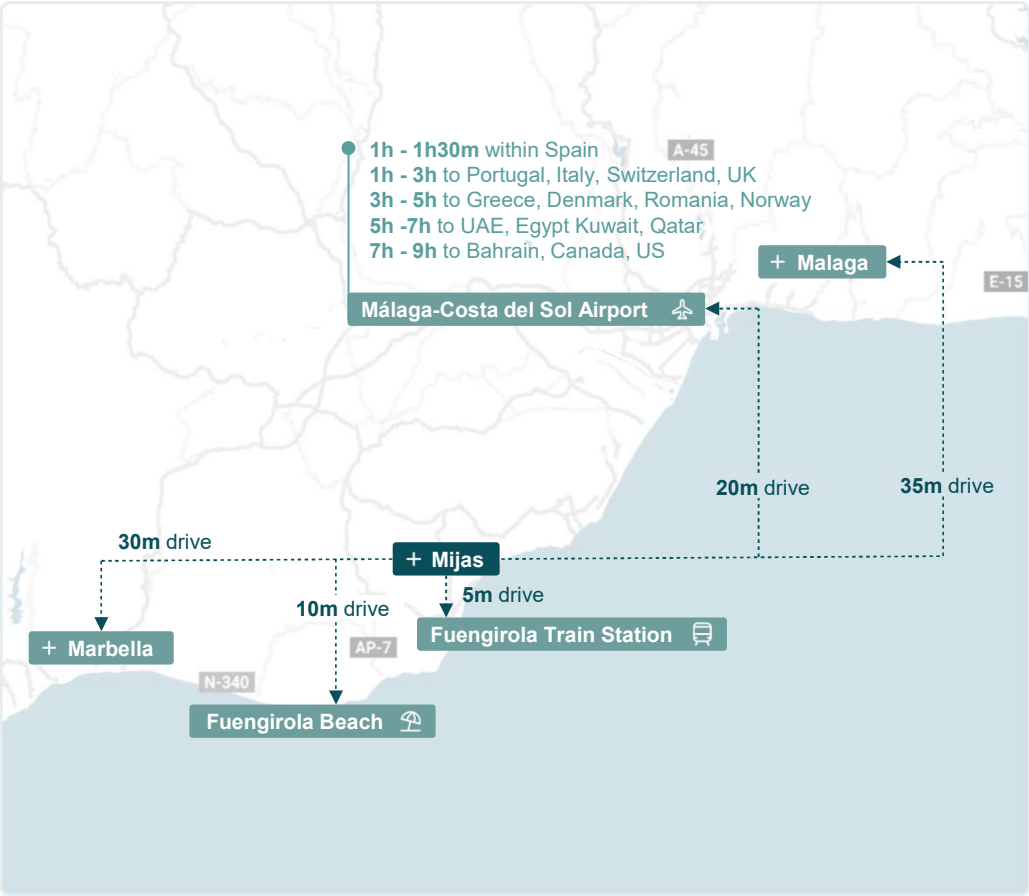


Destinations

Mijas Horizons



Mijas, a municipality in Costa del Sol region of Spain, was strategically chosen for its proximity to key infrastructure and tourist activities, while also offering a serene and tranquil environment with breathtaking views from all plots. The town's underdeveloped state provides Navigare with an opportunity to address market gaps and capitalize on its potential.



Leisure

- Beach
- Natural reserves
- Museums
- Culture festivals
- Local gastronomy
- Shopping



Sport

- Golf courses
- Water sports
- Hiking
- Canyoning



[VIEW GOLF GUIDE](#)

Getaways

- 30m** to Marbella
- 35m** to Malaga
- 1h** to Nerja
- 1h20m** to Caminito del Rey
- 1h30m** to Ronda
- 1h30m** to Gibraltar
- 2h** to Granada
- 2h** to Córdoba
- 2h25m** to Cádiz
- 2h30m** to Sevilla

[VIEW GETAWAYS GUIDE](#)

Destinations

Mijas Horizons



Destinations
Mijas Horizons



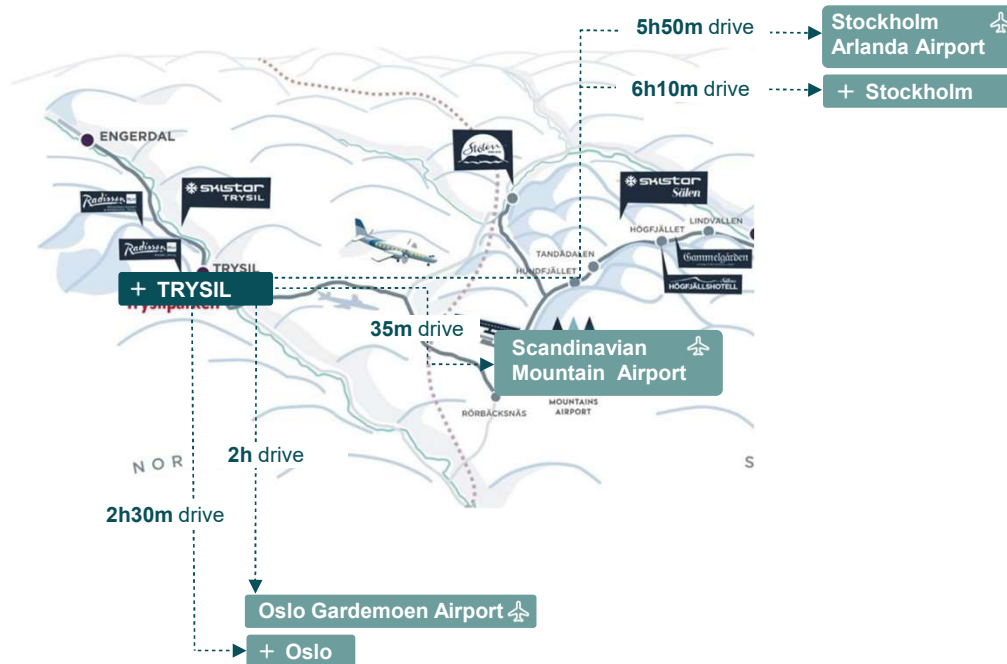
Destinations

Trysil Elements

Trysil, Norway's premier ski destination, has long been known primarily for its winter tourism. However, summer tourism is on the rise, creating new opportunities for year-round experiences. With a growing demand for additional hotels and accommodations, our destination is designed to cater to both winter and summer visitors, allowing Navigare to address market gaps and maximize its potential

Flights connections:

- 1h-5h within Europe
- 4h-6h to Middle East
- 9h-13h to Asia Pacific
- 9h-13h to Americas



Leisure

- Nature experience
- Local gastronomy
- Hiking and mountainbike trails
- River canoeing and rafting
- Fishing and nature pantry

Sport

- Skiing and snowboarding
- Hiking trails
- Mountain biking
- Ice skating
- Canoeing and rafting

Highlights



Ranked number one in Scandinavia as a ski resort.



All year around resort in terms of hiking, mountainbiking and experiences in nature.

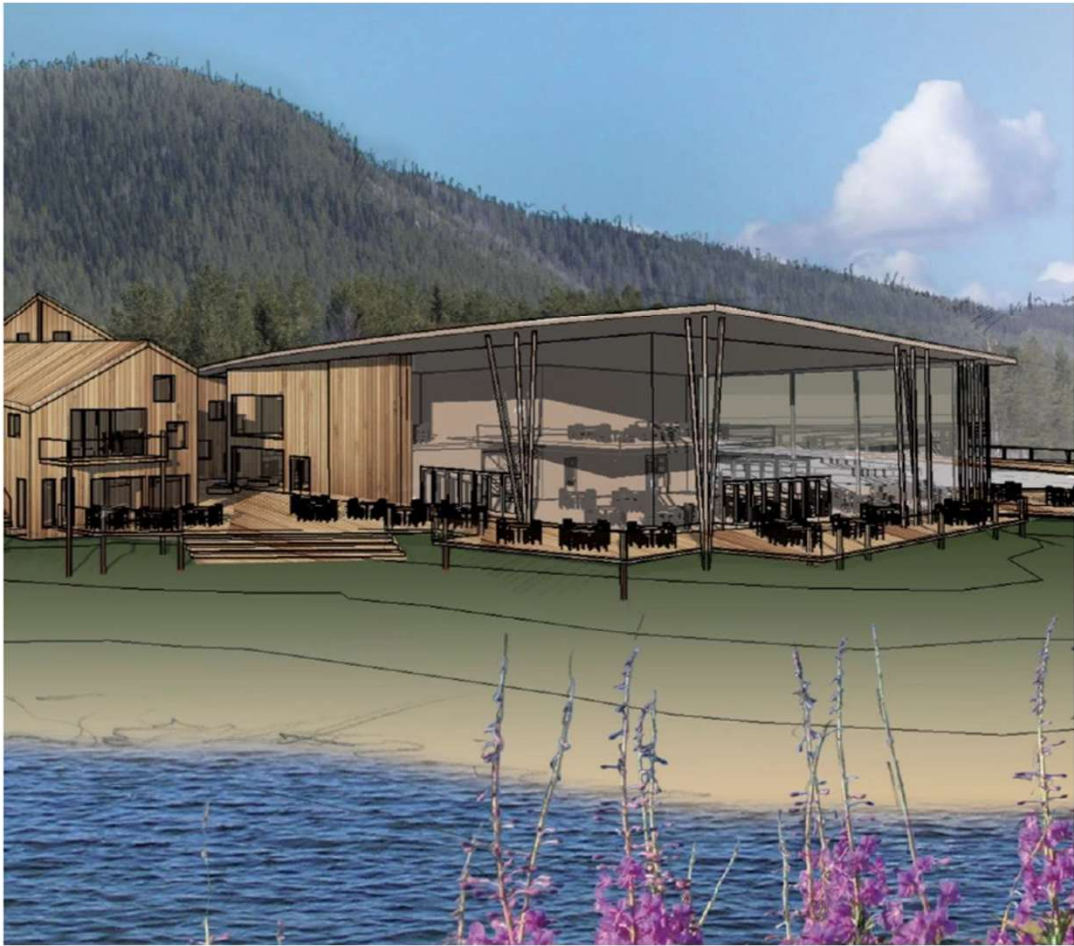
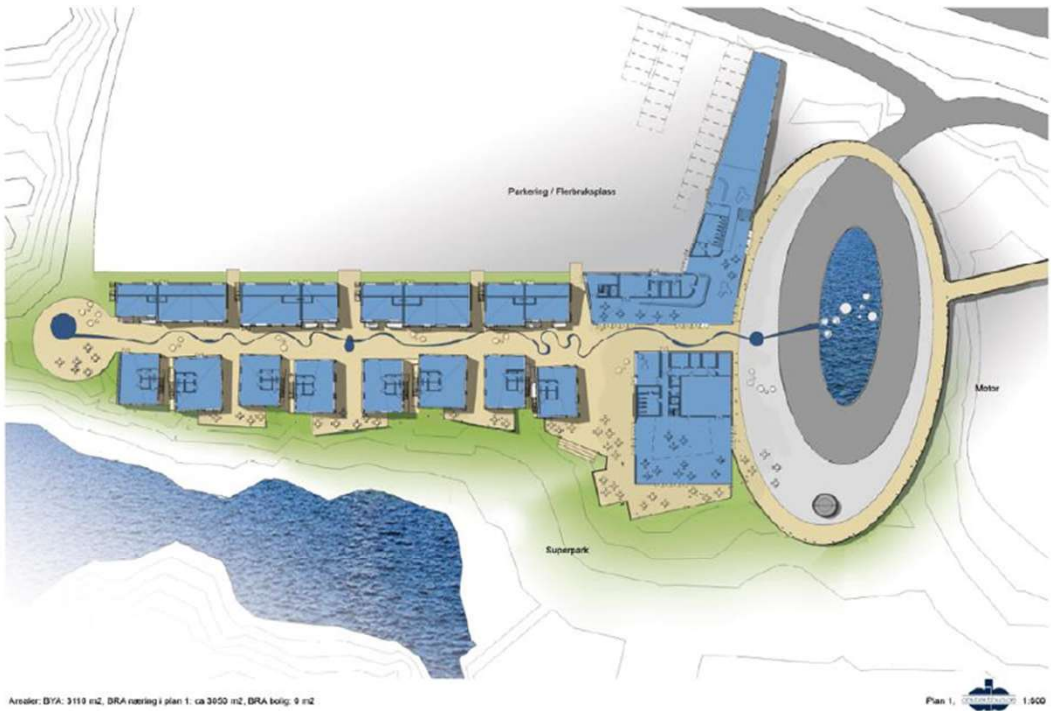


Located where Sweden and Norway meets. New airport serving entire europe with direct flights.



Destinations

Trysil Elements

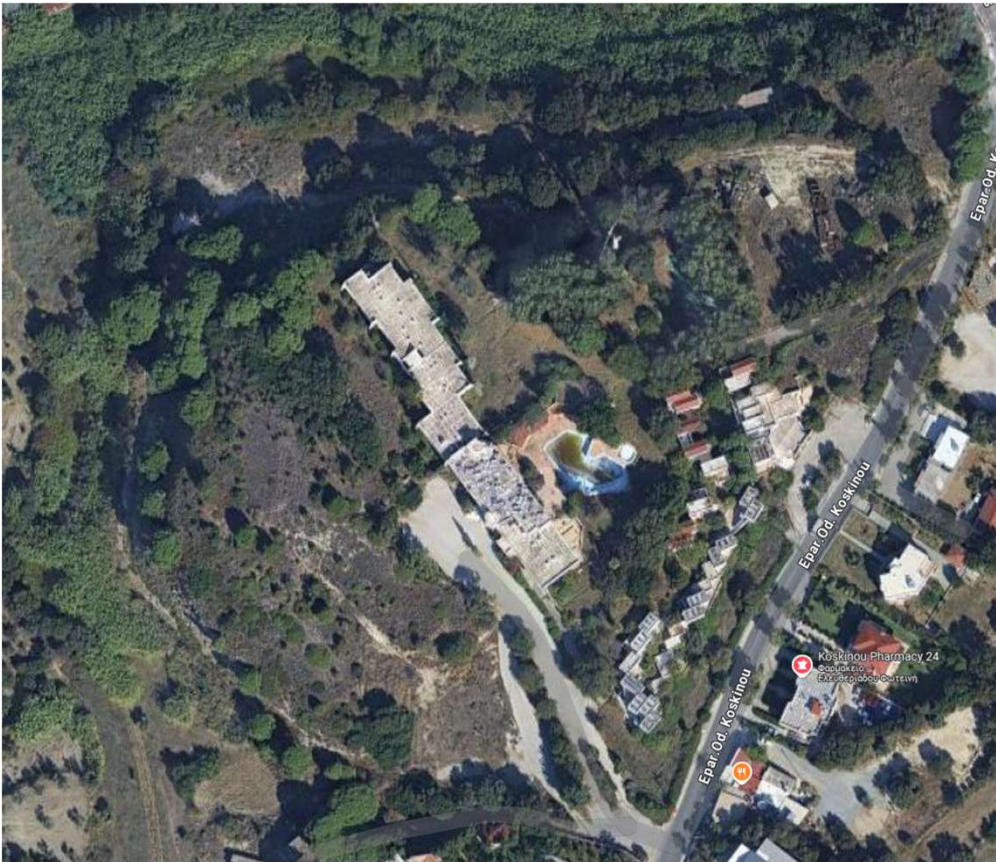


Destinations

Agean Serenity



Rhodes, one of Greece’s most cherished islands in the Aegean Sea, has been strategically chosen for its easy access to key infrastructure and popular attractions, while also offering a serene, retreat-like atmosphere with breathtaking sea views from every plot. The island’s tranquil eastern side, close to Rhodes Town yet sheltered from the crowds, remains relatively underdeveloped — providing Navigare with a unique opportunity to create a peaceful sanctuary that fulfils market needs and unlocks the area’s true potential.



Leisure

- Beach
- Natural reserves
- Museums
- Beach club
- Local gastronomy
- Shopping



Sport

- Tennis
- Water sports
- Golf
- Hiking
- Padel



Destinations – Phase 2

Expansion next step

Croatia



Location	Brac
Location highlights	Sea views 3-5 minutes to the beach
Property type	Hotel serviced villas and apartments
Units	50
Saleable area	4,000 m ²
Commercial area	Restaurant, water sports, swimming pool, owners club, co-working area
Groundbreaking	Q1 2026
Operations start	Q1 2028

Portugal



Location	Algarve/Lissabon
Location highlights	Sea views 3-5 minutes to the beach 3-5 minutes to the main road
Property type	Hotel serviced apartments
Units	55
Saleable area	4,500 m ²
Commercial area	Restaurant, tennis courts, water sports, swimming pool, owners club, co-working area
Groundbreaking	Q2 2026
Operations start	Q1 2028

France



Location	Côte d'Azur
Location highlights	View over hills and/or wine yards 10-20 minutes to the wine yard 20-30 minutes to the beach 10-15 minutes to the main road
Property type	Hotel serviced villas and townhouses
Units	40
Parking slots	40
Saleable area	3,500 m ²
Commercial area	Gym, paddle courts, swimming pool, restaurants, owners club, co-working area
Groundbreaking	Q1 2026
Operations start	Q3 2027

Revenue streams and cash flow



Revenue Forecast Assumptions

Our financial outlook is built on two key revenue streams:

1. **Development**, driven by sales and construction profit.
2. **Resort operations**, where we achieve a **15% margin**.

The resort division is on a steady growth path, with revenue and cash flow expected to rise gradually as new destinations open. Importantly, we maintain **asset-light operations** — clients own the properties, and we generate profit through **performance-based profit-split agreements**, not fixed asset ownership or hotel leases.



P&L Structure and Cash Flow Focus

As a project-driven company, our financial focus lies primarily on **cash flow**, particularly regarding operational and personnel costs. While traditional P&L formats are less representative, we can provide an **overview of monthly operating expenses** related to staff and premises upon request.



Time to Positive Cash Flow

We reach positive cash flow within **3–12 months** of land acquisition. Typically, we subdivide the land into plots and record profits **immediately upon plot sales**, as they are paid in full. Clients then enter into construction agreements. In Spain, where plots are usually build-ready, the timeline is quicker. For townhouses and condominiums, revenue is recognized upon construction completion, usually within **12–18 months**.



Budget Performance

Thanks to our extensive in-house construction experience, we typically maintain strong cost control. While the **Switzerland project slightly exceed budget** due to post-COVID inflation, our **dedicated project team is actively managing deviations**.

Resort Operations

We currently operate one resort in **Saas-Fee** with **7 units and 1 restaurant**. Additional resorts scheduled to open in **late 2025 and 2026**.

The **rental income is split 65/35** in favour of the property owner, after country-specific operating costs.

Leasing agreements are written with 15 years of usage including management to secure future resort profit.

All operations are fully managed **in-house**, ensuring consistent service and branding.

Our **hospitality offering meets four-star hotel standards**, and services include **concierge, F&B, and shared amenities**.

Guest and owner experience is **highly standardized** across all destinations.



Growth strategy

Land purchase & Development

Land purchase method

- 

Located in all year-round destinations – offering double season occupancy.
- 

The area must be close to an international airport, or similar infrastructure with international connections.
- 

The area must have one or more to the market unknown factors that are advantageous to us as buyers of the land – or factors that are unique in comparison to other similar areas.
- 

The area must be located in an urban zone where we will be able to build within three years - proven by a proper DD.
- 

Valuation of the land must be able to be carried out by an independent official valuation party – and preferably in combinations of two.
- 

The business case of the land purchase must include a margin of at least 30% between purchase cost and sale price to the end customer.

Commercial areas

Navigare builds and maintains active ownership of commercial areas for each destination, adding value to the project and homeowners while generating additional revenue streams for the company. The commercial areas vary from project to project based on market demand, and include premium-class facilities such as:

- 

Owners club
- 

Conference area
- 

Reception and concierge services
- 

Co-working spaces
- 

Restaurant
- 

Retail outlets
- 

SPA & wellness center
- 

Sports center

Pipeline

Secured Pipeline

Revenue forecasts for **2025, 2026**, and parts of **2027** are **already secured** through our current development and sales pipeline.

Phase 2 Financing Structure

Phase 2 is structured through a blend of financing sources, including **at least 50% AMC financing, equity contributions from within the Navigare Property Group, proceeds from plot sales**, and a **construction margin** in the range of **10–20%**. This diversified approach ensures both financial stability and flexibility.

Capital Commitments

We currently have committed capital of **EUR 20 million**, secured through two EUR 10 million tranches, providing a strong foundation for ongoing and future phases.

Growth strategy

Customer acquisition



In-house sales

DIGITAL MARKETING

Leads from campaigns and ongoing visual presence online for Europe and UK.

Leads from Navigare Hotel Resorts booking engine.

SALES OFFICES

Leads generated on the destination by local offices:

- Saas Fee, Switzerland
- Malmö, Sweden
- Marbella, Spain

Two more offices will be opened by Q1 2025:

- Oslo, Norway
- Copenhagen, Denmark

Until today

120M€
turnover

110
units sold

1.1M€
average transaction

1000+
prospective leads

Partnerships

FRANCHISE SALES OFFICES

Leads generated from franchise network to be established by Q2 2025 with a total sales target of average 300 units per year:

- New York, USA
- Washington, USA
- Helsinki, Finland
- Hamburg, Germany
- Berlin, Germany
- München, Germany
- Wien, Austria
- Milano, Italy
- Amsterdam, Netherlands
- London, UK
- Paris, France
- Zurich, Switzerland
- Warsaw, Poland

COLLABORATIONS

Leads generated from real estate agents on other markets such as Poland, Czechoslovakia, Austria, Italy & others.

Leads generated from other collaborations such as Mercedes Benz, law firms, capital investment advisors on focus markets in Europe including Germany, France, Spain, Netherlands, Belgium, US, UK, and Ireland.

Fact sheet - sales



Sales Performance & Channels

We have consistently sold an average of **30–40 units per year**, including both new sales and re-sales, across our destinations in **Saas-Fee and Spain**. Our sales strategy combines two channels: partnerships with selected agents and our internal sales team. Additionally, we've supported clients by facilitating the **re-sale of trade-in yachts**, enhancing the total client journey. We're now scaling this success further by launching the **Navigare Properties Franchise concept**, which will broaden our reach and drive future growth.



Current Sales Activity

We are currently focused on launching new plot areas in **Spain**, with homes typically priced between **EUR 1.1–1.7 million**. We anticipate sales volumes of **4–5 houses per month**. In **Saas-Fee**, most inventory is sold out, aside from upcoming chalets. We also expect to **launch sales in Trysil** during autumn.



Resale Activity & Price Trends

We actively facilitate **re-sales in both Saas-Fee and Spain**, consistently achieving **new price records**. The Spanish market, in particular, is performing at peak levels. Our ongoing **resale ratio is approximately 10–15%**, demonstrating strong secondary market demand.



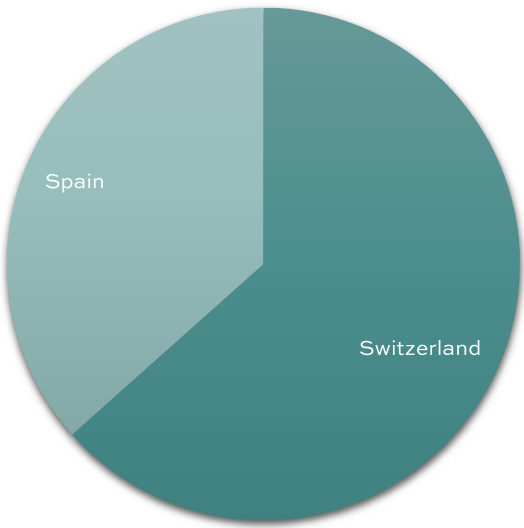
Buyer Profile

Our client base is **mostly European**, spanning lifestyle buyers and investors. Some clients acquire multiple units for **investment or rental purposes**, underscoring the trust in our model and returns. (See next slide for detailed geographic breakdown.)

Sales track record

€ 130 000 000 +

Total contracted value divided on Spain and Switzerland



120 units sold

In recent years, we have achieved fantastic results in selling our units. Through our own channels and a few brokers, we have sold approx 65 apartments in Saas-Fee/Switzerland and 35 units in Espartales/Spain plus re-sales.

€ 1 100 000

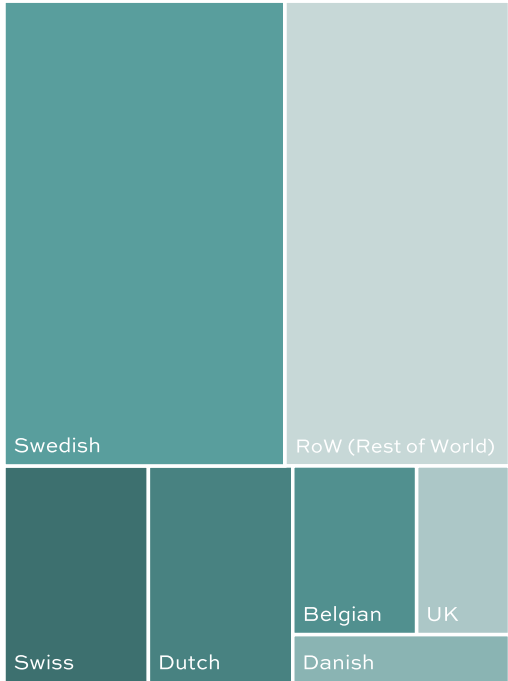
Our average price per unit.

€ 200 000-5 000 000

Single bedroom studios to 5 bedroom penthouses as well as four bedroom villas.

Buyer nationality

The majority of buyers come from Scandinavia and key markets in northern Europe. Approximately 25% are buyers from the rest of the world.





Appendix

Investment Strategy

Plan for People & Planet



Navigare Properties is committed to advancing Environmental, Social, and Governance ("ESG") considerations and aligns its efforts with the United Nations' Sustainable Development Goals ("SDGs").



GENDER EQUALITY

Navigare actively supports and develops female leaders within the company, including in top management roles, contributing to a more inclusive and diverse workplace with equal opportunities and career advancement.



AFFORDABLE AND CLEAN ENERGY

Navigare prioritizes the integration of renewable energy at its properties, primarily through the installation of solar panels on building roofs and their connection to centralized district heating systems.

Currently, approximately 65% of the energy used to power the developments comes from renewable sources, with a goal of increasing this percentage to 80% over the next five years through additional investments in solar energy and partnerships with local renewable energy providers.



DECENT WORK AND ECONOMIC GROWTH

Navigare partners with construction companies that prioritize employing previously unemployed individuals.

By hiring locals as staff members for property operations, the company contributes directly to the local economy, creating job opportunities and fostering economic growth within the towns.



SUSTAINABLE CITIES AND COMMUNITIES

All developments are equipped with waste separation facilities to encourage recycling among residents.

Composting programs for organic waste are implemented in developments where feasible.



**RESPONSIBLE CONSUMPTION
AND PRODUCTION**

Approximately 85% of the waste generated during construction is recycled through collaboration with local recycling firms that manage and process materials such as concrete, metal, and unused timber.



CLIMATE ACTION

To minimize carbon emissions during the construction phase, Navigare uses advanced logistics planning tools, including optimized delivery schedules to reduce travel distances and the use of hybrid or electric trucks whenever possible.



LIFE ON LAND

The company policy restricts development in regions with high conservation value.

Navigare conducts extensive environmental impact assessments before selecting sites for development to ensure no significant harm to local ecosystems, particularly in forested areas.

Navigare mandates a tree-planting initiative to compensate for any vegetation removed during construction.



**PARTNERSHIPS FOR THE
GOALS**

Navigare establishes local partnerships for modular construction, optimized logistics, and waste recycling, which are crucial for the long-term success and sustainability of the projects.

An aerial view of a white sailboat with blue accents on a vibrant turquoise sea.

Experience program

Not just bricks and mortar – it's a lifestyle investment

A skier in dark gear is shown from behind, carving a turn on a pristine white snowy mountain slope under a bright sky.

Your personal gateway to effortless luxury

You don't just invest in a property – you invest in a lifestyle. And the Experience program is your golden ticket to making the most of it. From unforgettable adventures at sea, to tailored luxury with our accommodations, every moment is designed to elevate you and your free time.

- Sailing in the mediterranean.
- Exchange of accommodations.
- Beach club, padel, golf membership etc.
- Concierge services at each destination, and always online.

