

EQTY

CAPITAL





We simplify Real Estate Investment and lower the entry barrier to prime property, through portfolios customised to individual needs.

Our investment strategy is to achieve long-term, sustainable and above-market returns, governed within a transparent, regulated structure.

We expect to exceed the average returns of the Portuguese Real Estate Market over the next decade and while we can't provide you with perfect certainty of the future, we are willing to back our educated belief with our investment alongside yours.

At EQTY we believe that great people with strong human relationships, who work together, can achieve much more than their collective individual parts.



Why Portugal?

Portugal is consistently ranked as one of the top countries in which to live, work and play.

Imagine investing into a stable, well-performing European **property market** within a country known for its safety, affordability, stability and lifestyle.

Imagine that **investment** provided the opportunity to apply for **Portuguese Residency** and gain access to **European Citizenship**.

Fund Managers

Regulated Fund Managers ensure regulations are adhered to within a transparent and well governed structure, with strict commercial parameters.

FundBox SCR and STAG SCR are experienced teams, with strong track records and established reputations for aligning interests with investors expectations.



FundBox SCR



STAG



Meet the team

EQTY is a team with long-standing relationships built on professional expertise, trust and shared common values. We pride ourselves on challenging the *status quo*, our strong partnerships and a relentless pursuit in delivering on long-term objectives. Local track record with international expertise.



Alp Cicekdagi (Istanbul)

Shareholder & Board Member

Alp has over 20 years Real Estate development and investment experience focused on technologically advanced development projects. Experience includes senior positions with Dubai Properties and The Executive Office of Dubai. Alp holds an MBA from UC Berkeley with a major in Real Estate.



Arthur Moreno (Lisbon)

Shareholder & Board Member

Arthur has co-founded several successful Portuguese ventures, including Stone Capital, a leading Real Estate developer focused on refurbishing prime properties. Previous positions include Senior Associate at McKinsey and Head of BD at Veolia Environment. Arthur holds a MSc Construction Eng. & Management (Berkeley) and an MBA (INSEAD).



Brent Shahim (Johannesburg)

Shareholder

Brent has co-founded and led several successful companies in South Africa and Europe including Aqua Online, which was listed on JSE. Brent is the CEO of Venture Capital Works, a Private Equity company focused on high growth industries. Brent is a qualified Chartered Accountant with a B. Com (hons) from Wits South Africa.



Dimitri Papakonstantinou (Dubai)

Shareholder & Board Member

An investor in various projects in Portugal, a member of Dubai YPO Chapter, Dimitri has held senior positions in some of Dubai's largest contracting firms. He led the sale of the construction company he co-founded, to Emirates Group. Dimitri holds a Master in Civil Engineering from Wits South Africa and an Executive MBA from Hult University.



Garth Martin (Lisbon)

Shareholder & Board Member (CEO)

With over 20 years in property development and investment, Garth has been investing in Portugal since 2016. Aside from co-founding a property development company, Garth's previous roles include Senior Manager of Development and Hospitality within Mubadala, the sovereign wealth fund of Abu Dhabi. Garth holds an Executive MBA from Hult University.



Geoffroy Moreno (Lisbon)

Shareholder & Board Member

Founder of several successful Portuguese ventures, including Stone Capital, a leading Real Estate developer focused on refurbishing prime properties. Previous positions include Associate of Capital Markets at Cushman & Wakefield and property transactions of over €2 billion. Geoffroy holds a Diplôme Grande École from ESSEC majoring in Entrepreneurship.



Tracey Martin (Lisbon)

Director of Governance and Operations

With over 20 years experience, Tracey's previous roles include Executive Director at Standard Chartered Bank (Middle East & Africa), Chief of Staff Barclays Bank UAE, and Project Director for Abu Dhabi Finance. Tracey holds a BA degree in Law and International Relations and a PDM in Business Administration from Wits South Africa.



Manu De Groote (Dubai)

Non-Executive Director

Manu is the Managing Director and Regional Head of Conduct, Financial Crime and Compliance for Standard Chartered Bank (Middle East & Africa). Manu's Non-Executive role in EQTY comes with his 23 years experience in banking, digital products and related governance, legal, compliance and regulatory risk management.



Rex Tomlinson (London)

Advisor

Rex has been a strategic advisor to EQTY, helping pave the way for a solid and successful launch in 2021. Rex's most recent role was Group Executive of a FTSE 100 company, Old Mutual. Previous positions include Deputy CEO Liberty Holdings, Executive Director at Illovo Sugar and Board Member of Telkom.

Meet the team

Our ability to successfully plan, forecast, and execute hinges on our ability to make well-informed decisions. We assembled a diverse team with a global perspective to provide valuable insights to our highly experienced team on the ground. Jointly we have successfully delivered on countless properties all around the world.



Michael Maxwell (Lisbon)

Head of Business Development

With 13 years experience, Michael has held senior roles in financial services, fund management and corporate services across London and Portugal, including founding member of a fund manager in Portugal. Michael holds a BA degree in Law and International Relations and a PDM in Business Administration from Wits South Africa.



João Hilário (Lisbon)

Business Development Manager

João joined EQTY with over 25 years experience in financial services with key roles in asset management, investment funds, corporate services, insurance and re-insurance sectors. His previous roles include Director of Portuguese fund management company, VP of Aon Brazil, and senior roles in global investment funds.



Sara Outeiro (Lisbon)

Business Development Manager

Sara joins the team from Sotheby's Realty where she was a district manager mostly in prime residential property. With 12 years in business development, Sara has extensive knowledge of the Portuguese Real Estate market and is passionate about environmental causes. Sara holds a Masters in International Business Administration from ISCTE.



Bernardo Campelo (Lisbon)

Manager - Real Estate Investment

Bernardo joined EQTY with 7 years experience in Corporate Finance and M&A, in various industry sectors including banking, asset management and Real Estate. Bernardo holds a Master in Finance from Católica Lisbon SBE and is a passionate rugby player, who values hard work in a team environment.



Gonçalo Martins (Lisbon)

Head of Digital Media and Marketing

Gonçalo joins the team with 14 years of experience in digital marketing in Portugal and London. Previous roles include Manager of Digital and Marketing for Portugal's leading Real Estate agencies Christies and Knight Frank. With a high attention to detail, Gonçalo's key focus is to enhance and simplify the overall digital experience at EQTY.



Maria Bercero (Lisbon)

Head Office Manager

Maria is a qualified lawyer with over 25 years of business experience in Portugal and Spain. Her previous roles include private banking for high-net-worth clients at BBVA and a Associate at Almeida & Associates law firm. Maria also ran her own antique shop and holds a Law degree from Complutense University in Madrid.



Vasco Varão (Lisbon)

Associate - Real Estate Investment

With a Masters in Finance and a passion for Real Estate, Vasco has a keen eye for opportunities in the sector and a strong knowledge of the prime residential market. After an internship at EQTY and completing his masters at Nova SBE ahead of schedule, Vasco joined the Real Estate team on a permanent basis.



Jeanne Paquette (Lisbon)

Market Research Analyst Intern

Jeanne moved from Canada to Portugal to pursue her Master's degree in Applied Econometrics and Forecasting at ISEG. Jeanne's key objectives will be simplifying complex market data to share with our Real Estate team and investors alike. Building relationships, applying strong analytical skills and acquiring new skills are a key focus.

"If you want to go fast,
go alone,
if you want to go far,
go together"

— African Proverb

Strategy & Focus

Our partnerships provide access to Real Estate opportunities before official market release, offering investors enhanced returns through capital gains.

- 1. Team:** Continuously building value through best-in-class professional teams and strategic partnerships, while maintaining our core values, strict governance and full transparency.
- 2. Quality:** Buy quality Real Estate from leading platform of developers, with strong proven track records. Well designed properties in good locations typically achieve higher long term resale values.
- 3. Buy well:** Bulk buying discounts and off plan purchases achieve below market entry points, with downside protection. Selecting the best units in each project prior to formal launch.
- 4. Diversification:** Spread investments across various developers, locations, property types (villas, townhouses, apartments) and sizes (1 bed – 4 bed). Include property investments outside Portugal and co-investment in an exclusive portfolio alongside a leading sovereign wealth fund.
- 5. Planned:** Clear and multifaceted exit strategies, with capital preservation as a priority allows for flexibility and the ability to carefully select up-cycles in the Real Estate market.
- 6. Efficient:** Low annual running costs and incentivised profit share provides a strong, long-term alignment of interest between investors, fund managers and advisor.

Current platform of developers



Venture Capital Funds

The only multi-fund option in Portugal that provides investors access to bespoke portfolios, customised to individual needs.



7-8 Years
Average investment period



€145M+
Total value of Funds



7-8%
Annualised net target return



80%
Profit share on exit

Apr '21 (Launch)

EQTY CAPITAL Fund I: Sub-Fund I (Prime Residential) and Sub-Fund II (Balanced Portfolio) were full in 2021

±€90M @ Apr '22

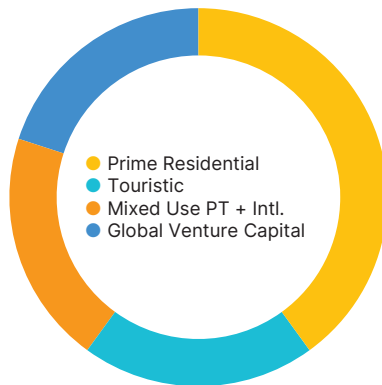
€145M

Fund 2 (95% Subscribed) EQTY Global Growth

STAG
€40M

1. Anchored by a diversified portfolio of Prime Residential apartments, villas and townhouses
2. Serviced Residence by International Operators
3. Retail + Commercial in Portugal & Europe
4. Co-investment in Global Venture Capital with leading sovereign wealth fund

±70% Portugal & ±30% EU, UK & US



Per €100,000 investment

• Yield over 7 years	€18,000
• Capital gain	€39,000
• Total gain	€57,000

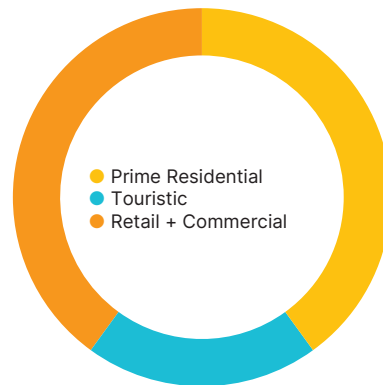
Capital returned (est.) €157,000
Target ROI 57% & IRR ±7%

Fund 1 (Sub-Fund III) EQTY Pure Portugal

FundBox SCR
€30M

1. Anchored by a diversified portfolio of Prime Residential apartments, villas and townhouses
2. Serviced Residence by International Operators
3. Retail + Commercial in Portugal

100% Portugal



Per €100,000 investment

• Yield over 7 years	€20,000
• Capital gain	€30,000
• Total gain	€50,000

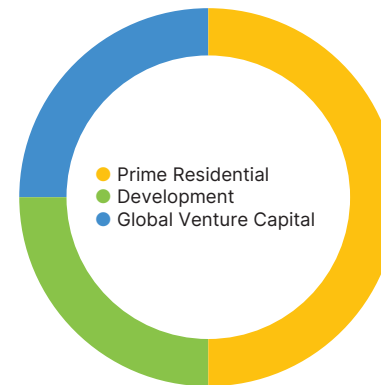
Capital returned (est.) €150,000
Target ROI 50% & IRR ±7%

Fund 1 (Sub-Fund IV) EQTY Balanced Plus

FundBox SCR
€30M

1. Anchored by a diversified portfolio of Prime Residential apartments, villas and townhouses
2. Co-Investment with leading portuguese Developers in premium, de-risked projects
3. Co-investment in Global Venture Capital with leading sovereign wealth fund

±75% Portugal & ±25% EU, UK & US



Per €100,000 investment

• Yield over 7 years	€17,000
• Capital gain	€46,000
• Total gain	€63,000

Capital returned (est.) €163,000
Target ROI 63% & IRR ±8%

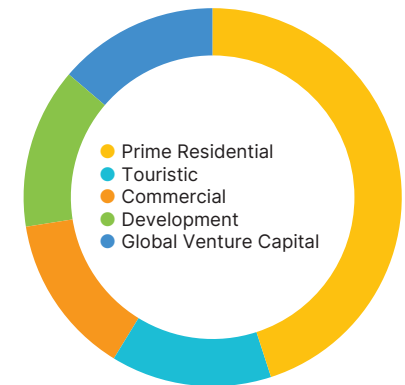
Customize Your Mix

FundBox SCR

50% Sub-Fund III + 50% Sub-Fund IV

1. Allocate your investment across the various funds to create your customized portfolio
2. A minimum allocation of €50,000 is required in any one fund
3. Below, is an example of a 50/50 split across "Pure Portugal" and "Balanced Plus"

±88% Portugal & ±12% EU, UK & US



Per €100,000 investment

• Yield over 7 years	€18,500
• Capital gain	€38,000
• Total gain	€56,500

Capital returned (est.) €156,500
Target ROI 57% & IRR ±7%



Why buy 1 property, when you can invest in 100?

Get in touch to find out how you can access a
prime investment portfolio from €50,000

Contact us @ eqtycapital.com/contact

Disclaimer

This is not a solicitation for investment and this document does not constitute an offer or invitation to sell or buy. It does not form part of any contract for the sale or purchase of any investment. The information hereby disclosed is for guidance only and does not constitute financial advice. The Funds' prices are calculated on a net asset value basis, which is the total value of all assets in the portfolio, including any income and expense accruals. Please note that all funds carry some degree of risk, which may have an adverse effect on the future value of your investment, and all ROI / IRR's are target rates and are not guaranteed. Any offering is made only pursuant to the relevant offering document, and the relevant subscription/application forms, all of which must be read in their entirety. No offer to purchase units will be made or accepted prior to receipt by the offeree of these documents, and the completion of all appropriate documentation. Use or rely on this information at your own risk. Independent professional advice should always be sought before making an investment decision, as not all investments are suitable for all investors.

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