



**ATLANTICORP** VENTURE  
CAPITAL  
FUND

Confidential & Copyright Atlanticorp Venture Capital Fund 2017

# EXECUTIVE SUMMARY

Atlanticorp is a Venture Capital Fund regulated by the Portuguese Authority, CMVM, with a goal to reach a Max Cap of €105mm, with a 7 year´s duration(2022 TO 2029).

Lynx, the Fund Manager, is one of the leading Portuguese Fund Managers and the Founding Members are among the most credible, reputable and experienced Portuguese real estate developers.

The Fund invests in real estate projects, mostly in Luxury Branded Hotels and Hotels & Residences, on prime locations in Lisbon, Porto and the Algarve.

The Fund will attract individual investors seeking mostly for the Portuguese Golden Visa where some 7,5% IRR is expected ( minimum investment of €500 000 ) as well as larger investors searching for higher returns of expected 13% IRR, when investing more than €5mm on the Fund.

For non Portuguese tax residents, the Fund is 100% free of taxes and free of any maintenance costs.

**ATLANTICORP** VENTURE CAPITAL FUND



## FUND ´S PROFIT DISTRIBUTION FOR INDIVIDUAL INVESTORS AND FOR INSTITUCIONAL INVESTORS

The Atlanticorp is targeting both

- Individuals investors where their goal is to obtain the Golden Visa, the required Investment is €500 000 and the returns on investment are not their priority)
- Institutions seeking for a real estate portfolio diversification, on a vehicle supervised by a state regulator, prepared for higher investment ( more than €5mm) and expecting higher returns, with relevant taxes advantages

# OPPORTUNITY FOR DIFFERENT TYPE OF INVESTORS

- FOR INDIVIDUAL ( €500 000)
- LARGER INVESTORS( + €5MM)

Expected net IRR per Project	17,0%
Fund ´s running costs	2,0%
Expected Net Fund ´s Profit IRR	15,0%



Expected IRR to Individual Investors ( €500 000)	<b>7,5%</b>	( 50% of Fund ´s IRR/Profit)
Expected IRR to larger investors ( €5mm)	<b>12,75%</b>	( 85% of Fund ´s IRR/profit )

Note: The Fund Manager & Founding Members will get a 2,25% success fee

## FUND'S TEAM



Experienced team combining a proven track record of fund management, real estate, hotel management, legal & fiscal advisory and corporate finance.

Fund Manager: **Lynx Asset Managers, SGOIC, S.A**

Fund Founders: **Luiz Godinho Lopes & Pedro Mendes Leal**

Depository Bank: **Bison Bank**

Auditors: **BDO**

Assets Valuation Companies: **JLL & CBRE**



# FOUNDING MEMBERS

## FOUNDING MEMBERS INVOLVEMENT

- The founding members know-how, experience, credibility and contacts will be a **major advantage** to identify and to develop these innovative projects;
- The founding members have a credible and experienced team required to **coordinate all relevant matters** from the start: identification of opportunities, negotiation of acquisitions, definition of the concept, arrangements with the official authorities, supervision of construction and coordination of sales;
- Founding members already subscribed **€2,5 million** in class A & B IUs<sup>1</sup>.



## PROJECTS DEVELOPED BY THE FOUNDING MEMBERS



**Estoril Sol Residences 2012**

**Intercontinental Hotel, Porto**



**Hotel Bairro Alto, Lisbon**





ATLANTICORP ATLANTIC  
CORPORATION

## INVESTMENT SCOPE

### ALL FUND'S ASSETS WILL BE RELATED TO HOTEL & RESIDENCES OR SIMPLY RESIDENTIAL OPERATIONS.

- Assets to be acquired will be:
  - a **hotel** with at least 3 500 sqm construction above ground and a minimum of 50 hotel rooms
  - a residential operation of a minimum of 7 500 sqm construction above ground;
  - in **prime locations**, preferably with ocean/sea/river views ;
  - recognized **international luxury brands** (for both hotel & residences).
- A **reputed and experienced hotel team** will be responsible for all hotel operations thus ensuring a minimum return for the fund.

## FUND PRINCIPLES

- The Fund manager shall guarantee that prior to any formal acquisition, **rigorous and detailed benchmarking, market and construction cost studies** will be carried out by leading advisers.
- The Fund manager shall guarantee that **all hotel operations are managed by a reputable company** in order to outsource operational risks.
- Knowing the importance of the real estate sales on all projects, the Fund manager will involve from the early stages the **leading real estate agents & brokers to assist not just in the final sale process but also in the pricing definition before any site acquisition.**
- One of the CMVM and Fund's requirements is the obligation to have an **approved valuation** prior any asset acquisition
- Each hotel operator will pay to the company owning the asset **an annual rent which will be the greatest of 60% of the Adjusted Gross Operating Profit** (GOP after management fees, FF&E Reserve and condo expenses) or **3% of the asset acquisition value** (2% on the first year).
- **6 to 9 months prior to the fund's term, the fund manager will start the selling process of the assets**, by entering into an agreement with a reputable broker, experienced in similar transactions.



ASSET # 1  
ESTORIL EDEN  
HOTEL & RESIDENCES



ESTORIL EDEN



ASSET # 1  
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ESTORIL EDEN



ASSET # 1

ESTORIL EDEN

HOTEL & RESIDENCES



ATLANTICORP ESTORIL

## Location

The Estoril Eden Project is located in Estoril, a famous, glamour and trendy beach location, 20 km from Lisbon,

Estoril was famous for his casino ( the famous casino Riyal is the Estoril casino, created by Ian Fleming who lived in Estoril during the WWII) and for some royal families who moved to this area after the second World War, such as the Kings of Spain & Italy.

Today Cascais & Estoril are among the most expensive Portuguese locations, mostly due to the wealthy International residents who elected this area as the “ area to be”.

Cascais is also famous for his beautiful and wild beaches and bay, where important boat races occurs

ASSET # 1  
ESTORIL EDEN  
HOTEL & RESIDENCES



## Concept

The former 4-star Eden Hotel, a prime located time-share project, built on the 80's, will be requalified and transformed into a Luxury branded Hotel & Residences.

Design by international recognized architects and interior designers such as Philippe Starck, this project will be a land-mark in the region for both quality & unique design.

It is expected the total project will cost a total of €110mm with an expected 16-18% IRR.

Residences should be sold to International clients at a minimum €14 000 per sqm minimum selling price

ASSET # 1  
ESTORIL EDEN  
HOTEL & RESIDENCES



## The Atlanticorp involvement

As it will happen on the other assets, Atlanticorp Fund will have a minority 35% position on the Eden Hotel Project.

A partnership was concluded with the BTG Brasil, a well known Brazilian bank & developer who decided to be involved on their first European real estate development together with Atlanticorp.

Despite been a minority shareholder , the Atlanticorp will have, as for all projects where the Fund is involved, a leading role on all relevant processes of this project.

## BENEFITS TO FUND'S INVESTORS

MINIMUM INVESTMENT OF €500 000

GOLDEN VISA

AFTER 5 YEARS

PORTUGUESE PASSAPORT

ANNUAL MAINTENANCE & INSURANCE COSTS

FREE

REAL ESTATE TAXES

FREE

PROFIT/ DIVIDENDS

FREE OF TAXES



## NET VALUE ON EXIT ... BUYING A FUND VERSUS BUYING A PROPERTY

	PROPERTY	FUND
INITIAL INVESTMENT	€500 000	€500 000
ACQUISITION TAXES/ FUND ´S ENTRANCE FEE	€ 32 500	€ 1 000
MAINTENANCE/INSURANCE COSTS- 6 YEARS	€ 67 500	€ 0
TOTAL OTHER COSTS AFTER 7 YEARS	€100 000	€ 1 000
IF SELLING AFTER 6 YEARS WITH A 50% PROFIT	€750 000	€750 000
ADD VALUE TAXES	-€ 62 500(25%)	€ 0
NET VALUE TO INVESTOR ON EXIT	€587 500	€749 000





Info and Contact

