



Five Stars

SHORT TERM RENTAL

Five Stars Brand

Manages the operation of all the group's local accommodation units.

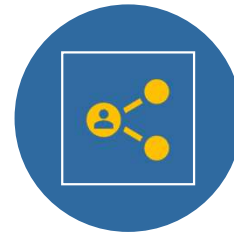
- PREMIUM APARTMENTS -
PRIVATELY HELD BY HABITAT INVEST



Five Stars is part of Habitat Invest Holding



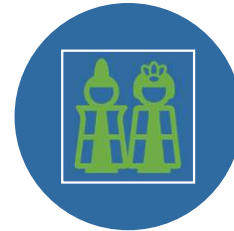
Operating in the short term for almost a decade for premium apartments.



The advantage of having a team from guest service, legal and financial in-house allows us to provide a quick and customized response to each of our customers.



A team made up of more than 30 people who work every day to exceed the expectations of those who entrust their property to Lisbon Five Stars.




We are positioned in the luxury market and this allows us to ask for higher rates and occupancies that, at the end of the day, deliver above-average profitability to the owner.

Onsite Manager

The Onsite Manager (Resident director) is an essential position to run operations in large high-end condominiums, specially in those with high concentration of occupancy during the high-season.

Resident director main tasks:

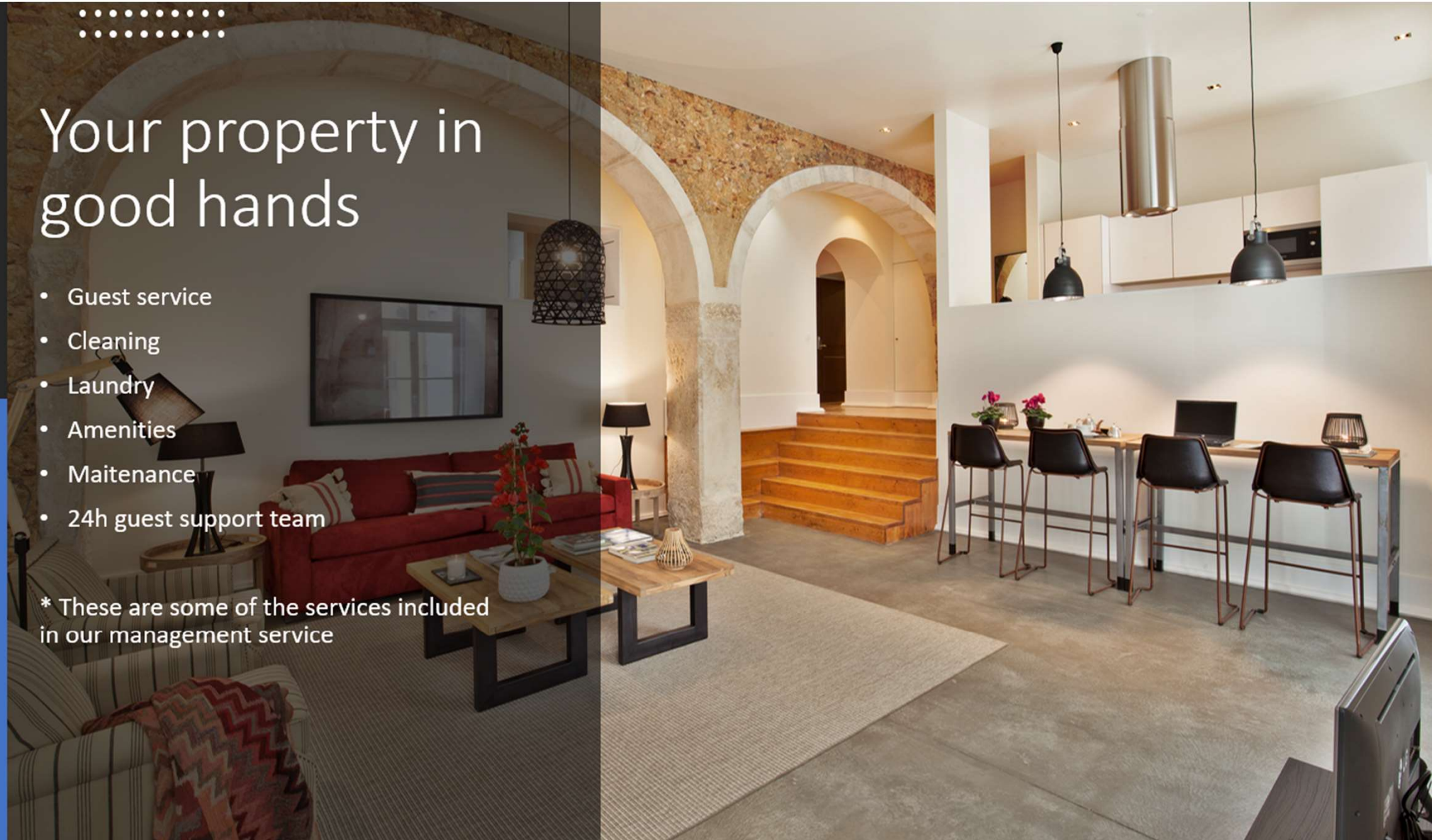
- Attend to any owner request , either while staying in their apartments and/or with remote requests.
- End to end guests assistance (welcome them in the facilities, provide all relevant apartment information, guidance on additional services or activities booking, address their requests and/or complaints.
- Point of contact to all with external parties such as suppliers, travel agencies, event/conference planners etc.
- Inspect facilities regularly and enforce strict compliance with health and safety standards
- Develop and implement an intuitive and efficient marketing strategy to promote the condominium
- Retain, train and manage the agenda/schedule of all staff to guarantee standards are accomplished.
- Manage budgets/expenses, analyze and interpret financial information and monitor sales and profits.
- Reporting to condominium management and guarantee resolution to all flaws that may occur during the year.



Your property in good hands

- Guest service
- Cleaning
- Laundry
- Amenities
- Maintenance
- 24h guest support team

* These are some of the services included in our management service



Sun House Comporta Country

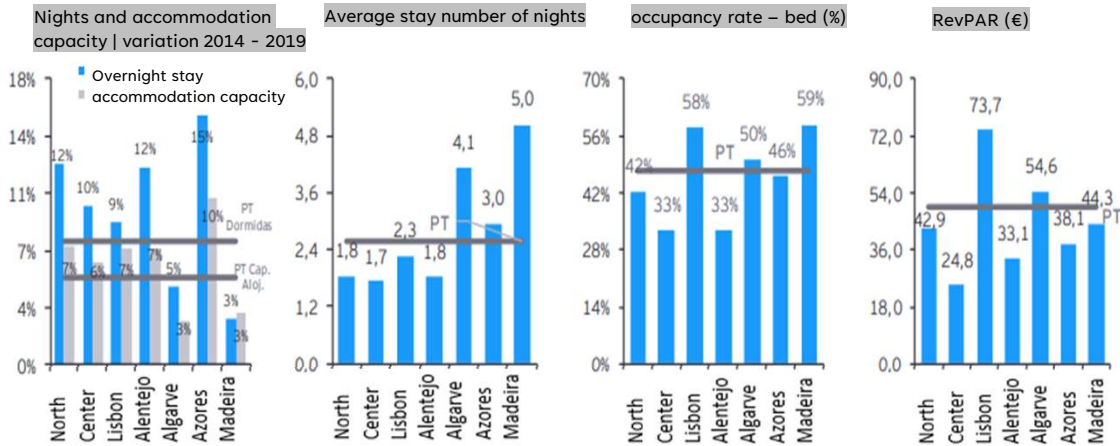
Market

Our forward-looking
perspective on the market



MARKET ANALYSIS

Portuguese Regions positioning vs national average | 2019



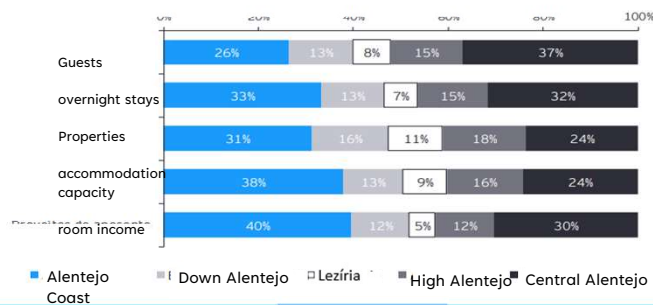
The Azores, the North and the Alentejo, have been leading in terms of growth in the number of overnight stays, showing an average annual rate of change of 15%, 12% and 12%, respectively

EVOLUTION

Success Prediction

ALENTEJO SUB-REGIONS

Sub-regional distribution of tourism in the Alentejo



Together, the Alentejo Coast and Center sub-region, concentrate more than half of the tourist demand directed to the Alentejo region.

In terms of municipalities, Grândola dominates the tourist panorama of the Alentejo Coast, representing around 63% of overnight stays, 39% of accommodation capacity and 48% of room revenue.

Tourism in the municipalities of the coastal Alentejo

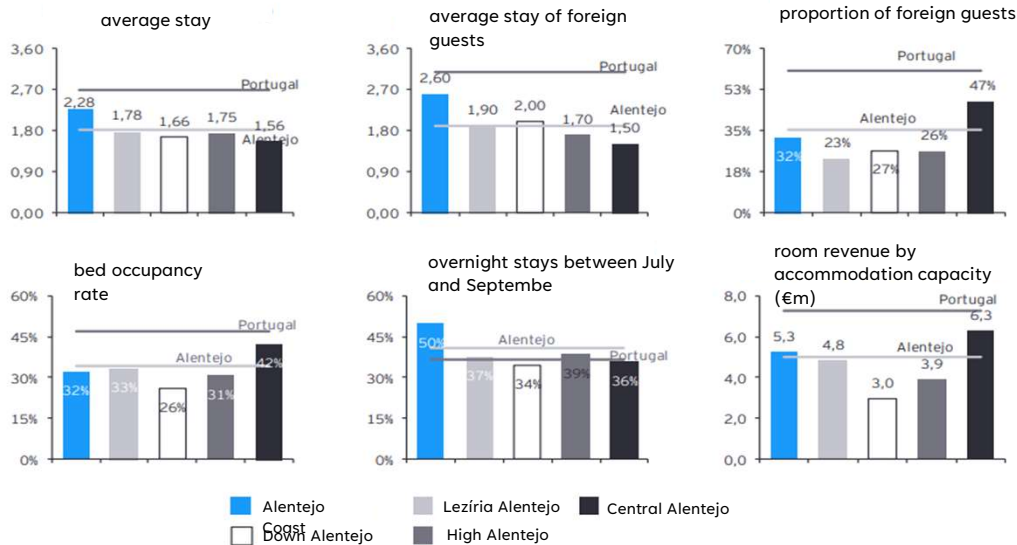
	Overnight stays		Properties		Occpency rate			
	Room nr	* AAVR 2014-2019	2019	AAVR 2014-2019	2019	AAVR 2014-2019	2019	AAVR 2014-2019
Alcácer do Sal	39.718	5%	1.160	5%	19	1%	2.723	9%
Grândola	381.648	13%	3.876	6%	35	9%	20.238	22%
Odemira	83.167	21%	2.643	13%	35	9%	9.697	22%
Santiago do Cacém	51.159	18%	1.326	14%	29	5%	5.092	23%
Sines	54.034	1%	808	1%	29	-1%	4.043	7%

*AAVR = Average annual variation rate

EVOLUTION

Success Prediction

Sub-regional distribution of tourism in the Alentejo



Grândola as part of Alentejo Coast, belongs to a sub-region that mainly capitalizes on the Atlantic coast, the seasonality rate is quite high, with more than half of the overnight stays occurring between the months of July and September.

FIVE STARS®
VARIABLE RENT
MODEL



PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 - TO WITH GARDEN

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	68 €	68 €	78 €	126 €	126 €	186 €	186 €	186 €	186 €	126 €	78 €	68 €	154 €
Occupancy %	22%	22%	26%	45%	45%	85%	85%	85%	85%	45%	24%	22%	49%
Gross Revenue €	464 €	464 €	629 €	1 758 €	1 758 €	4 901 €	4 901 €	4 901 €	4 901 €	1 758 €	580 €	464 €	27 478 €
MANAGEMENT FEES													
Management Fee 25%	116 €	116 €	157 €	439 €	439 €	1 225 €	1 225 €	1 225 €	1 225 €	439 €	145 €	116 €	6 869 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	77 €	77 €	104 €	290 €	290 €	809 €	809 €	809 €	809 €	290 €	96 €	77 €	4 534 €
Utilities	48 €	48 €	48 €	68 €	68 €	108 €	108 €	108 €	108 €	68 €	48 €	48 €	876 €
Condominium	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	3 600 €
NET REVENUE 12 MONTHS	-26 €	-26 €	71 €	711 €	711 €	2 510 €	2 510 €	2 510 €	2 510 €	711 €	42 €	-26 €	12 211 €

*FIGURES DONT ACCOUNT FOR INFLATION AND ARE ESTIMATED

*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – TO WITH TERRACE

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	68 €	68 €	78 €	126 €	126 €	186 €	186 €	186 €	186 €	126 €	78 €	68 €	147 €
Occupancy %	22%	22%	26%	45%	45%	85%	85%	85%	85%	45%	24%	22%	49%
Gross Revenue €	464 €	464 €	629 €	1 758 €	1 758 €	4 901 €	4 901 €	4 901 €	4 901 €	1 758 €	580 €	464 €	26 219 €
MANAGEMENT FEES													
Management Fee 25%	116 €	116 €	157 €	439 €	439 €	1 225 €	1 225 €	1 225 €	1 225 €	439 €	145 €	116 €	6 555 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	77 €	77 €	104 €	290 €	290 €	809 €	809 €	809 €	809 €	290 €	96 €	77 €	4 326 €
Utilities	48 €	48 €	48 €	68 €	68 €	108 €	108 €	108 €	108 €	68 €	48 €	48 €	876 €
Condominium	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	3 600 €
NET REVENUE 12 MONTHS	-26 €	-26 €	71 €	711 €	711 €	2 510 €	2 510 €	2 510 €	2 510 €	711 €	42 €	-26 €	12 211 €

*FIGURES DONT ACCOUNT FOR INFLATION AND ARE ESTIMATED

*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – TO WITH LAGOON DECK

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	72 €	72 €	86 €	128 €	128 €	205 €	205 €	205 €	193 €	128 €	86 €	72 €	138 €
Occupancy %	22%	22%	26%	52%	52%	88%	88%	88%	88%	52%	24%	22%	52%
Gross Revenue €	491 €	491 €	693 €	2 063 €	2 063 €	5 592 €	5 592 €	5 592 €	5 265 €	2 063 €	640 €	491 €	26 219 €
MANAGEMENT FEES													
Management Fee 25%	123 €	123 €	173 €	516 €	516 €	1 398 €	1 398 €	1 398 €	1 316 €	516 €	160 €	123 €	6 555 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	81 €	81 €	114 €	340 €	340 €	923 €	923 €	923 €	869 €	340 €	106 €	81 €	4 326 €
Utilities	48 €	48 €	48 €	68 €	68 €	108 €	108 €	108 €	108 €	68 €	48 €	48 €	876 €
Condominium	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	200 €	3 600 €
NET REVENUE 12 MONTHS	-10 €	-10 €	108 €	890 €	890 €	2 915 €	2 915 €	2 915 €	2 723 €	890 €	77 €	-10 €	14 293 €

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*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – T1 WITH GARDEN

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	75 €	75 €	75 €	142 €	142 €	230 €	230 €	230 €	230 €	142 €	75 €	75 €	188 €
Occupancy %	20%	20%	24%	45%	45%	75%	85%	85%	75%	45%	20%	20%	48%
Gross Revenue €	465 €	465 €	558 €	1 981 €	1 981 €	5 348 €	6 061 €	6 061 €	5 348 €	1 981 €	465 €	465 €	32 948 €
MANAGEMENT FEES													
Management Fee 25%	116 €	116 €	140 €	495 €	495 €	1 337 €	1 515 €	1 515 €	1 337 €	495 €	116 €	116 €	8 237 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	77 €	77 €	92 €	327 €	327 €	882 €	1 000 €	1 000 €	882 €	327 €	77 €	77 €	5 436 €
Utilities	58 €	58 €	68 €	78 €	78 €	118 €	118 €	118 €	68 €	68 €	58 €	58 €	946 €
Condominium	220 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	4 130 €
NET REVENUE 12 MONTHS	-55 €	-65 €	-21 €	802 €	802 €	2 731 €	3 148 €	3 148 €	2 781 €	812 €	-65 €	-65 €	13 954 €

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*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – T1 WITH POOL DECK

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	75 €	75 €	75 €	150 €	150 €	245 €	276 €	276 €	245 €	150 €	75 €	75 €	188 €
Occupancy %	20%	20%	24%	45%	45%	75%	85%	85%	75%	45%	20%	20%	48%
Gross Revenue €	465 €	465 €	558 €	2 093 €	2 093 €	5 696 €	7 273 €	7 273 €	5 696 €	2 093 €	465 €	465 €	32 948 €
MANAGEMENT FEES													
Management Fee 25%	116 €	116 €	140 €	523 €	523 €	1 424 €	1 818 €	1 818 €	1 424 €	523 €	116 €	116 €	8 237 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	77 €	77 €	92 €	345 €	345 €	940 €	1 200 €	1 200 €	940 €	345 €	77 €	77 €	5 436 €
Utilities	58 €	58 €	68 €	78 €	78 €	118 €	118 €	118 €	68 €	68 €	58 €	58 €	946 €
Condominium	220 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	4 130 €
NET REVENUE 12 MONTHS	-55 €	-65 €	-21 €	867 €	867 €	2 935 €	3 857 €	3 857 €	2 985 €	877 €	-65 €	-65 €	15 976 €

*FIGURES DONT ACCOUNT FOR INFLATION AND ARE ESTIMATED

*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – T1 WITH TERRACE / PRIVATE POOL

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	85 €	85 €	85 €	160 €	160 €	245 €	276 €	276 €	245 €	160 €	85 €	85 €	219 €
Occupancy %	20%	20%	24%	45%	45%	75%	85%	85%	75%	45%	20%	20%	48%
Gross Revenue €	527 €	527 €	632 €	2 232 €	2 232 €	5 696 €	7 273 €	7 273 €	5 696 €	2 232 €	527 €	527 €	38 433 €
MANAGEMENT FEES													
Management Fee 25%	132 €	132 €	158 €	558 €	558 €	1 424 €	1 818 €	1 818 €	1 424 €	558 €	132 €	132 €	9 608 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	87 €	87 €	104 €	368 €	368 €	940 €	1 200 €	1 200 €	940 €	368 €	87 €	87 €	6 341 €
Utilities	58 €	58 €	68 €	78 €	78 €	118 €	118 €	118 €	68 €	68 €	58 €	58 €	946 €
Condominium	220 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	230 €	4 130 €
NET REVENUE 12 MONTHS	-19 €	-29 €	23 €	949 €	949 €	2 935 €	3 857 €	3 857 €	2 985 €	959 €	-29 €	-29 €	16 180 €

*FIGURES DONT ACCOUNT FOR INFLATION AND ARE ESTIMATED

*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – T2 WITH GARDEN

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	95 €	95 €	95 €	180 €	180 €	330 €	330 €	330 €	330 €	180 €	95 €	95 €	231 €
Occupancy %	20%	20%	24%	45%	45%	70%	80%	80%	70%	45%	20%	20%	49%
Gross Revenue €	589 €	589 €	707 €	2 511 €	2 511 €	7 161 €	8 184 €	8 184 €	7 161 €	2 511 €	589 €	589 €	41 286 €
MANAGEMENT FEES													
Management Fee 25%	147 €	147 €	177 €	628 €	628 €	1 790 €	2 046 €	2 046 €	1 790 €	628 €	147 €	147 €	10 321 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	97 €	97 €	117 €	414 €	414 €	1 182 €	1 350 €	1 350 €	1 182 €	414 €	97 €	97 €	6 812 €
Utilities	68 €	68 €	68 €	92 €	92 €	136 €	136 €	136 €	136 €	92 €	68 €	68 €	1 160 €
Condominium	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	4 680 €
NET REVENUE 12 MONTHS	-32 €	-32 €	36 €	1 068 €	1 068 €	3 744 €	4 343 €	4 343 €	3 744 €	1 068 €	-32 €	-32 €	19 024 €

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*Pre-Opening monthly Staff fee of 49€, 3 month prior to the oficial scheduled opening + 12 month same fee of 49€.

PROJECTIONS

12 MONTH ESTIMATE - YEAR 1 – T2 WITH TERRACE / PRIVATE POOL

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year Total
Season	Low	Low	Low	Medium	Medium	High	High	High	High	Medium	Low	Low	
Average Daily Rate €	105 €	105 €	105 €	190 €	190 €	360 €	360 €	360 €	360 €	190 €	105 €	105 €	251 €
Occupancy %	20%	20%	24%	45%	45%	70%	80%	80%	70%	45%	20%	20%	49%
Gross Revenue €	651 €	651 €	781 €	2 651 €	2 651 €	7 812 €	8 928 €	8 928 €	7 812 €	2 651 €	651 €	651 €	44 817 €
MANAGEMENT FEES													
Management Fee 25%	163 €	163 €	195 €	663 €	663 €	1 953 €	2 232 €	2 232 €	1 953 €	663 €	163 €	163 €	11 204 €
Onsite Manager	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	49 €	588 €
OTHER FEES (3RD PARTY)													
Marketing (Cost of Sales)	107 €	107 €	129 €	437 €	437 €	1 289 €	1 473 €	1 473 €	1 289 €	437 €	107 €	107 €	7 395 €
Utilities	68 €	68 €	68 €	92 €	92 €	136 €	136 €	136 €	136 €	92 €	68 €	68 €	1 160 €
Condominium	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	260 €	4 680 €
NET REVENUE 12 MONTHS	4 €	4 €	80 €	1 150 €	1 150 €	4 125 €	4 778 €	4 778 €	4 125 €	1 150 €	4 €	4 €	21 090 €

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