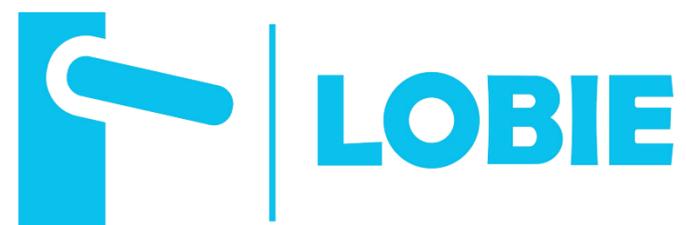




UMA OPORTUNIDADE SEGURA  
E RENTÁVEL PARA VOCÊ

## Uma história de sucesso

An innovative company composed of executives specialized in real estate, with expertise in property development, condominium management, and property management.



Thus, Lobie was born—a startup within the group that combines industry expertise with the latest innovations in computer science and data.

Lobie's mission is to maximize the profitability of small properties located in strategic locations through subscription-based living or daily rentals.



Condominium/Property Management: More than 45,000 units managed by Nacional.



Over 2 billion in GSV (Gross Sales Value) from projects in partnership with Lobie Gestão Inteligente



Approximately 2,000 employees.

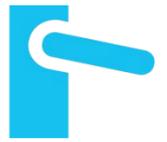
# Portfolio



 In operation

 Pre-operational/Under construction

# About us



## Proprietário

-  More profitable than traditional renting
-  End-to-end management using technology
-  Designed decor, ready for short stay operation
-  Freedom: Use the apartment anytime you want. No termination fees.
-  Transparency: Real-time access to the system and monthly reports



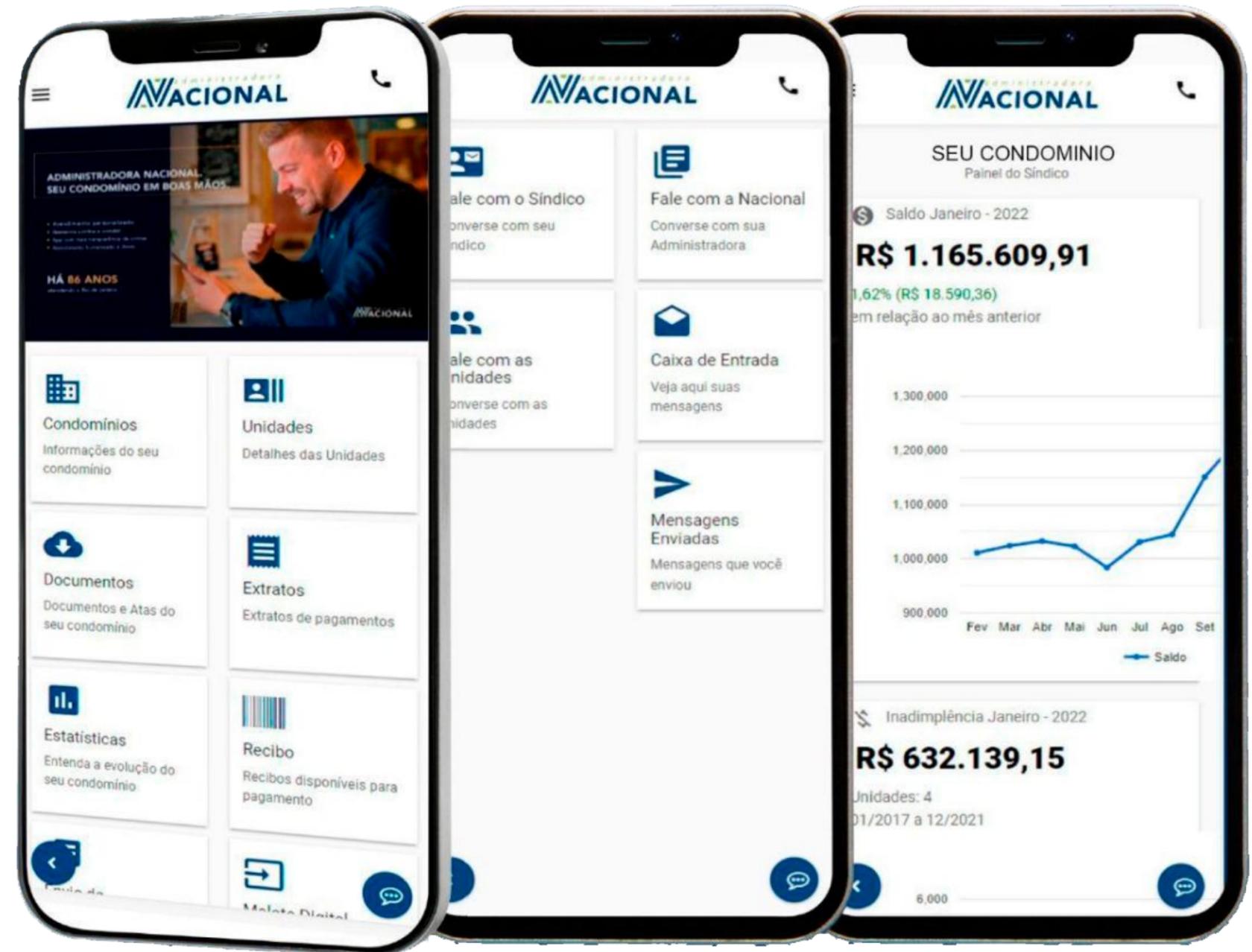
## Hóspede

-  Fully equipped apartments
-  Apartments in the best locations
-  Cleaning and linen change services
-  Payment in just one bill
-  Monthly rent without a guarantor

## About us

# Integrated Management between Condominium and Units

-  Complete management of the building administration and units;
-  Transparency 360°
-  Real-time data, security and facilitated services;
-  Access control;
-  Pay per use services



## Our fees

# 12%

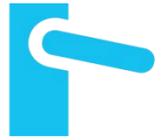
**OVER NET INCOME**

Net Income: Income after all expenses, including condominium fees, utilities, etc.



**LOBIE**

## What we Offer



Distribution/Sales  
in 100+ channels



24h/7 Concierge



Revenue Management



Cleaning and  
Laundry



Digital Check in/  
Check out



Monthly income  
reports

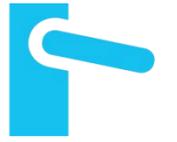
# LOBIE *Design*

- ✔ Signed Architecture Project;
- ✔ Reduced cost due to scale;
- ✔ Management and purchase of all items;
- ✔ We take care of everything
- ✔ Your time preserved.





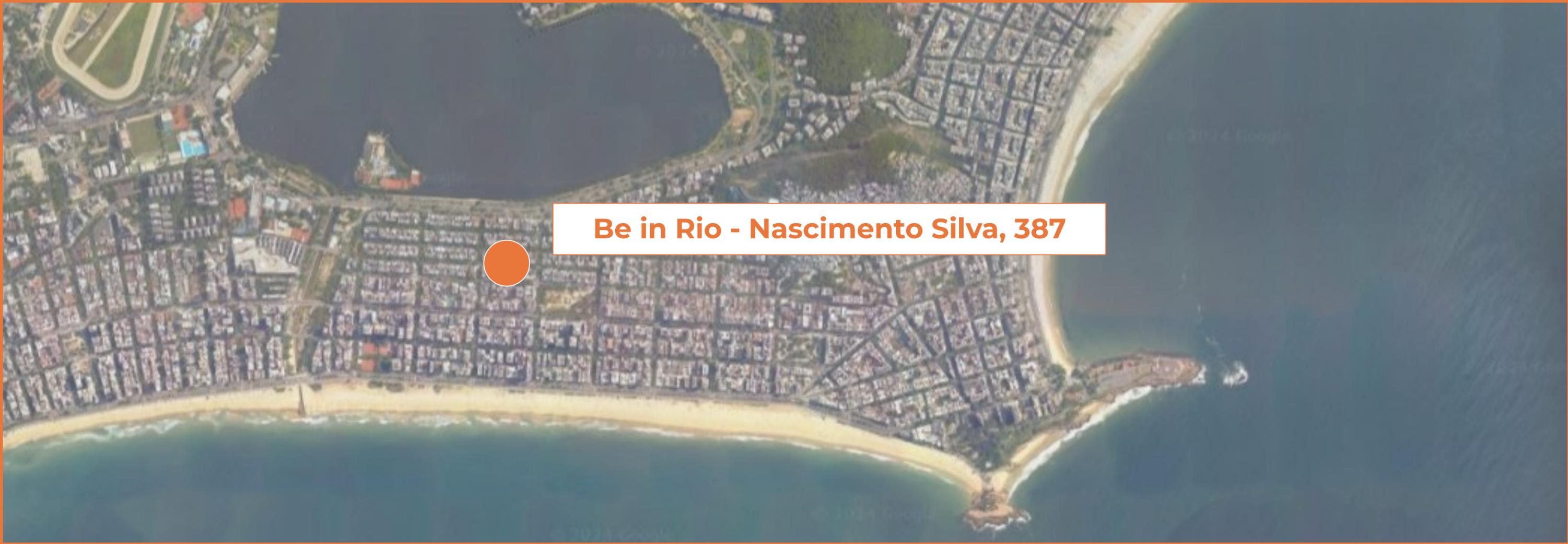
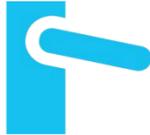
**LOBIE** *Design*



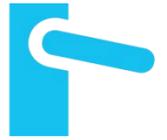
## Profitability Study



Market Data: Nascimento Silva, 387, Ipanema



# Market Data: Nascimento Silva, 387, Ipanema



**Modern studio next to the beach in Ipanema**  
Rio de Janeiro

★ 4.7 (108)

r\$244.5k Revenue Potential      317 Days Available

r\$203k Revenue      90% Occupancy      r\$709.8 Daily Rate

**Ipanema WAVE Flat - Luxury, Sophisticatio...**  
Rio de Janeiro

★ 5.0 (14)

r\$392.3k Revenue Potential      155 Days Available

r\$129.6k Revenue      61% Occupancy      r\$1.4k Daily Rate

**Apartment of Dreams in Ipanema**  
Rio de Janeiro

★ 5.0 (22)

r\$290k Revenue Potential      128 Days Available

r\$116.6k Revenue      80% Occupancy      r\$1.1k Daily Rate

**Loft Design Ipanema**  
Rio de Janeiro

★ 4.9 (173)

r\$303.6k Revenue Potential      366 Days Available

r\$303.6k Revenue      91% Occupancy      r\$909 Daily Rate

**Sophisticated One bedroom in the heart o...**  
Rio de Janeiro

★ 4.8 (81)

r\$252k Revenue Potential      289 Days Available

r\$202.7k Revenue      84% Occupancy      r\$834.1 Daily Rate

**Oasis Ipanema | Beautiful escape in great I...**  
Rio de Janeiro

★ 4.8 (82)

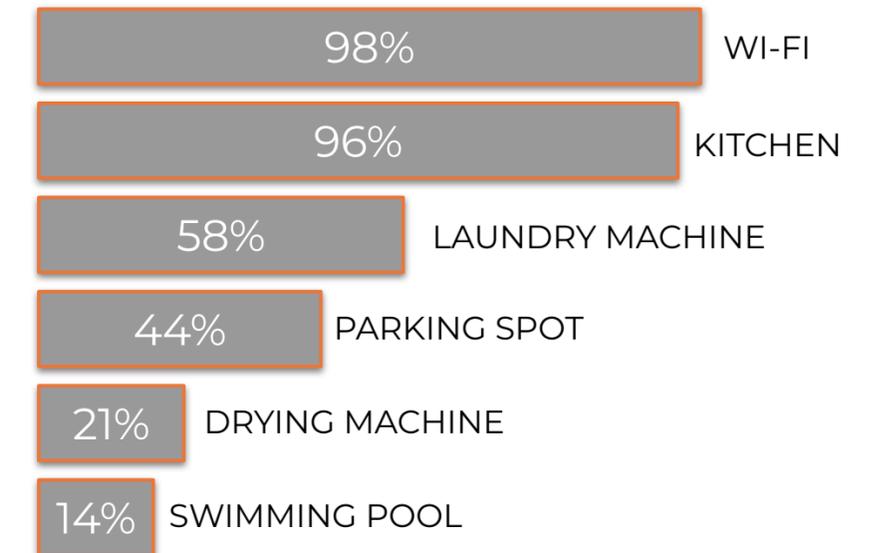
r\$223.5k Revenue Potential      327 Days Available

r\$200.7k Revenue      82% Occupancy      r\$751.8 Daily Rate

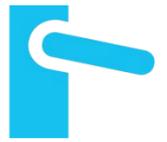
Average accommodation time



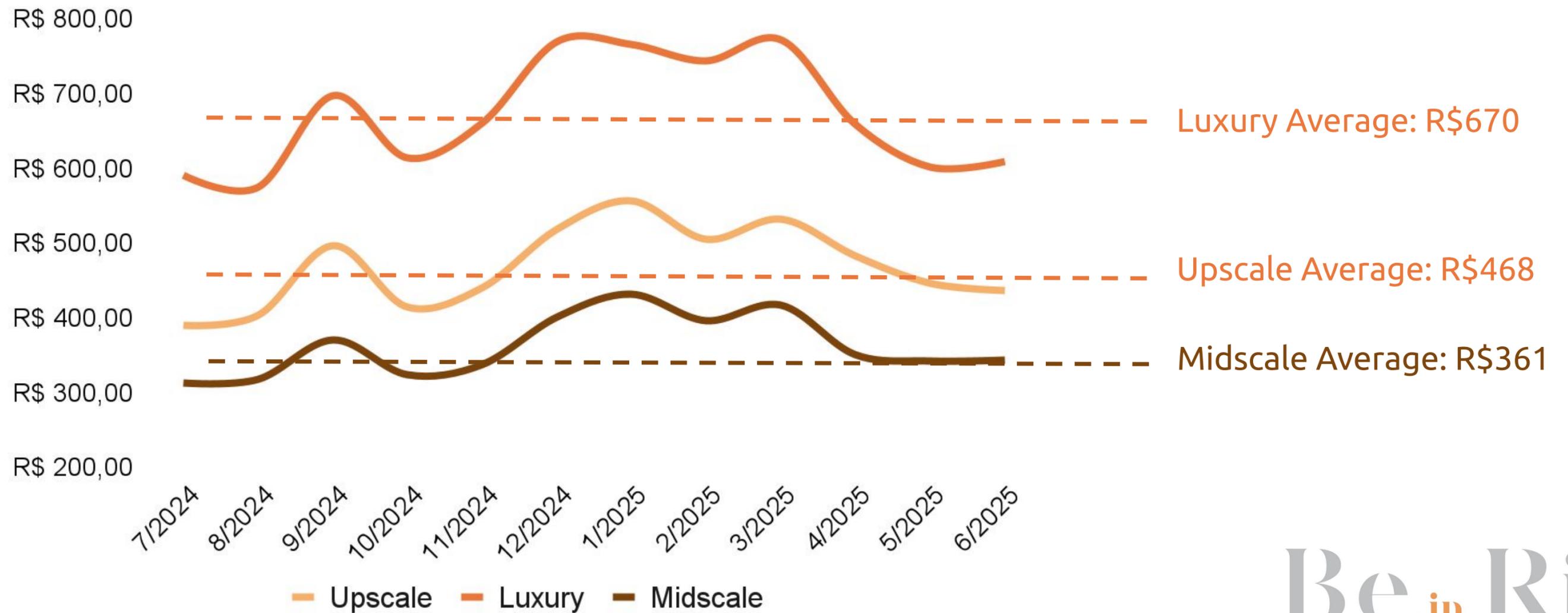
Items listed in the ads:



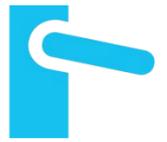
# Market Data: Nascimento Silva, 387,Ipanema



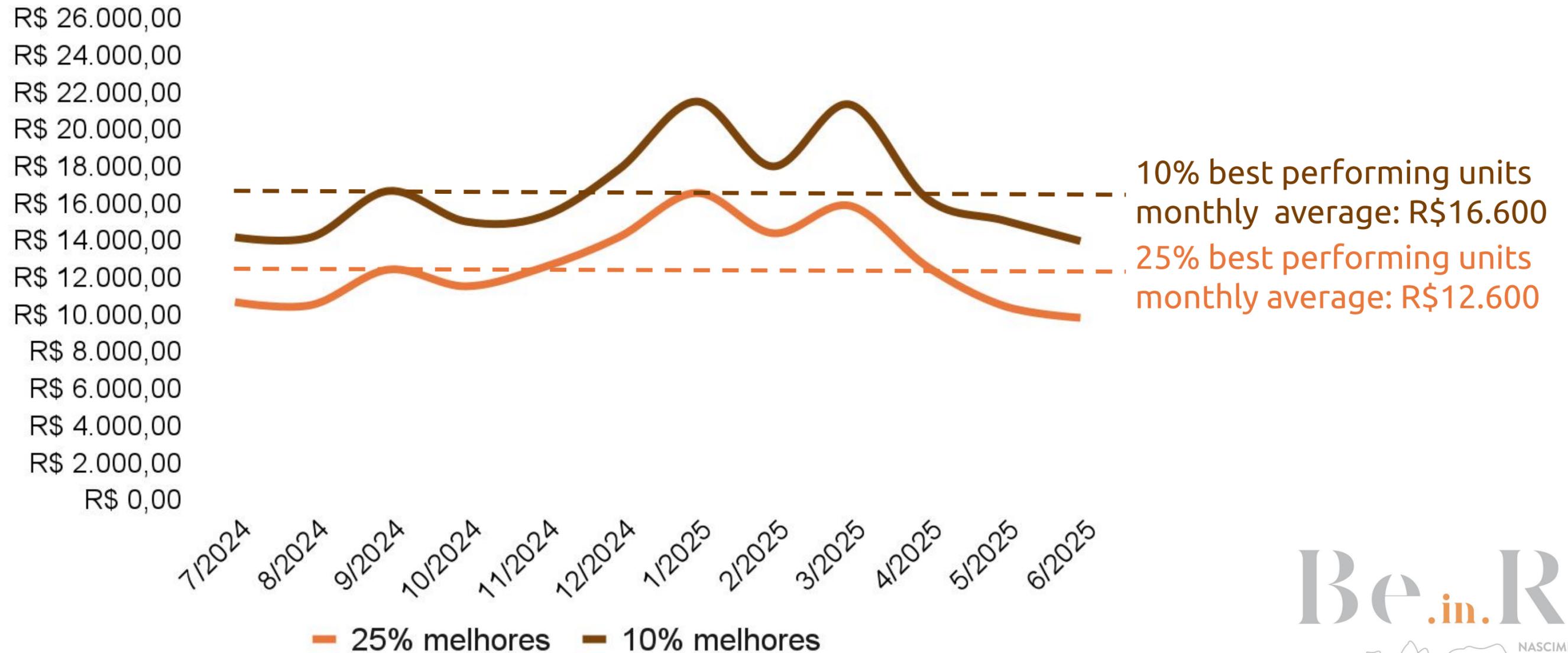
Average daily rate in the region  
Studios - 1 bedroom



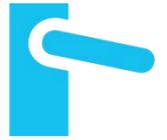
# Market Data: Nascimento Silva, 387, Ipanema



## Gross Revenue in the region Studios - 1 Bedroom (Upscale and Luxury)



# Nascimento Silva, 387: Studios (36,5 m<sup>2</sup>)



Estimativas	
<b>Average Daily Rate<sup>1</sup></b>	<b>R\$ 695,00</b>
<b>Occupancy</b>	<b>85%</b>
<b>Gross Revenue</b>	<b>R\$ 17.722,50</b>
- OTAs and taxes ~16,5%	R\$ 3.190,05
<b>Net Revenue (A)</b>	<b>R\$ 14.532,45</b>
- Condominium tax	R\$ 923,82
- Energy and other costs	R\$ 345,00
- IPTU	R\$ 219,00
= total expenses (B)	R\$ 1.487,82
<b>Net Income (A-B)</b>	<b>R\$ 13.044,64</b>
<b>-Lobie Fee (12%)</b>	<b>R\$ 1.565,36</b>
<b>= Net Income after Lobie Fee</b>	<b>R\$ 11.479,28</b>

Average Net Income  
first year of operation

**R\$ 11.479,28**

Div. Yield

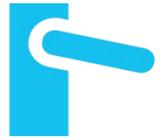
**0,80% a.m.<sup>2</sup>**



<sup>1</sup>The amount does not include cleaning fees and taxes.  
<sup>2</sup>For the Div. Yield calculation, we considered the amount of R\$ 1.441.750,00  
**This is a profitability study and does not represent a guarantee of returns.**

# Nascimento Silva, 387: Studios

## Sensitivity Analysis



### Average Daily Rate<sup>1</sup>

		R\$ 595	R\$ 645	R\$ 695	R\$ 745	R\$ 795
Average Occupancy	75%	R\$ 8.351	R\$ 9.163	R\$ 9.975	R\$ 10.787	R\$ 11.598
		0,62%	0,68%	0,74%	0,80%	0,86%
	80%	R\$ 8.995	R\$ 9.861	R\$ 10.727	R\$ 11.593	R\$ 12.459
		0,62%	0,68%	0,74%	0,80%	0,86%
	85%	R\$ 9.639	R\$ 10.559	R\$ 11.479	R\$ 12.399	R\$ 13.319
		0,67%	0,73%	0,80%	0,86%	0,92%
	90%	R\$ 10.283	R\$ 11.257	R\$ 12.232	R\$ 13.206	R\$ 14.180
		0,71%	0,78%	0,85%	0,92%	0,98%
	95%	R\$ 10.927	R\$ 11.956	R\$ 12.984	R\$ 14.012	R\$ 15.040
		0,76%	0,83%	0,90%	0,97%	1,04%

Conservative Base Optimistic



<sup>1</sup>The amount does not include cleaning fees and taxes.

<sup>2</sup>For the Div. Yield calculation, we considered the amount of R\$ 1.441.750,00

**This is a profitability study and does not represent a guarantee of returns.**

# Nascimento Silva, 387: Double Suite (74,15m<sup>2</sup>)



Estimativas	
<b>Average Daily Rate<sup>1</sup> (x 2 units)</b>	<b>R\$ 1.390,00</b>
<b>Occupancy</b>	<b>85%</b>
<b>Gross Revenue</b>	<b>R\$ 35.445,00</b>
- OTAs and taxes ~16,5%	R\$ 6.380,10
<b>Net Revenue (A)</b>	<b>R\$ 29.064,90</b>
- Condominium tax	R\$ 1.876,74
- Energy and other costs	R\$ 600,00
- IPTU	R\$ 444,90
= total expenses (B)	R\$ 2.921,64
<b>Net Income (A-B)</b>	<b>R\$ 26.143,26</b>
<b>-Lobie Fee (12%)</b>	R\$ 3.137,19
<b>= Net Income after Lobie Fee</b>	<b>R\$ 23.006,07</b>

Average Net Income  
first year of operation

**R\$ 23.006,07**

Div. Yield

**0,92% a.m.<sup>2</sup>**

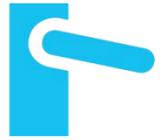


<sup>1</sup>The amount does not include cleaning fees and taxes.

<sup>2</sup>For the Div. Yield calculation, we considered the amount of R\$ 2.489.586,00  
**This is a profitability study and does not represent a guarantee of returns.**

# Nascimento Silva, 387: Double Suite (62m<sup>2</sup>)

## Sensitivity Analysis



		Average Daily Rate <sup>1</sup>					Per studio Double Suite	
		R\$ 595	R\$ 645	R\$ 695	R\$ 745	R\$ 795		
		R\$ 1.190	R\$ 1.290	R\$ 1.390	R\$ 1.490	R\$ 1.590		
Average Occupancy	75%	R\$ 16.750	R\$ 18.373	R\$ 19.997	R\$ 21.621	R\$ 23.244		
		0,72%	0,79%	0,86%	0,93%	1,00%		
	80%	R\$ 18.038	R\$ 19.770	R\$ 21.502	R\$ 23.233	R\$ 24.965		
		0,72%	0,79%	0,86%	0,93%	1,00%		
	85%	R\$ 19.326	R\$ 21.166	R\$ 23.006	R\$ 24.846	R\$ 26.686		
		0,78%	0,85%	0,92%	1,00%	1,07%		
	90%	R\$ 20.614	R\$ 22.562	R\$ 24.511	R\$ 26.459	R\$ 28.407		
		0,83%	0,91%	0,98%	1,06%	1,14%		
	95%	R\$ 21.902	R\$ 23.959	R\$ 26.015	R\$ 28.072	R\$ 30.128		
		0,88%	0,96%	1,04%	1,13%	1,21%		
			Conservative	Base	Optimistic			

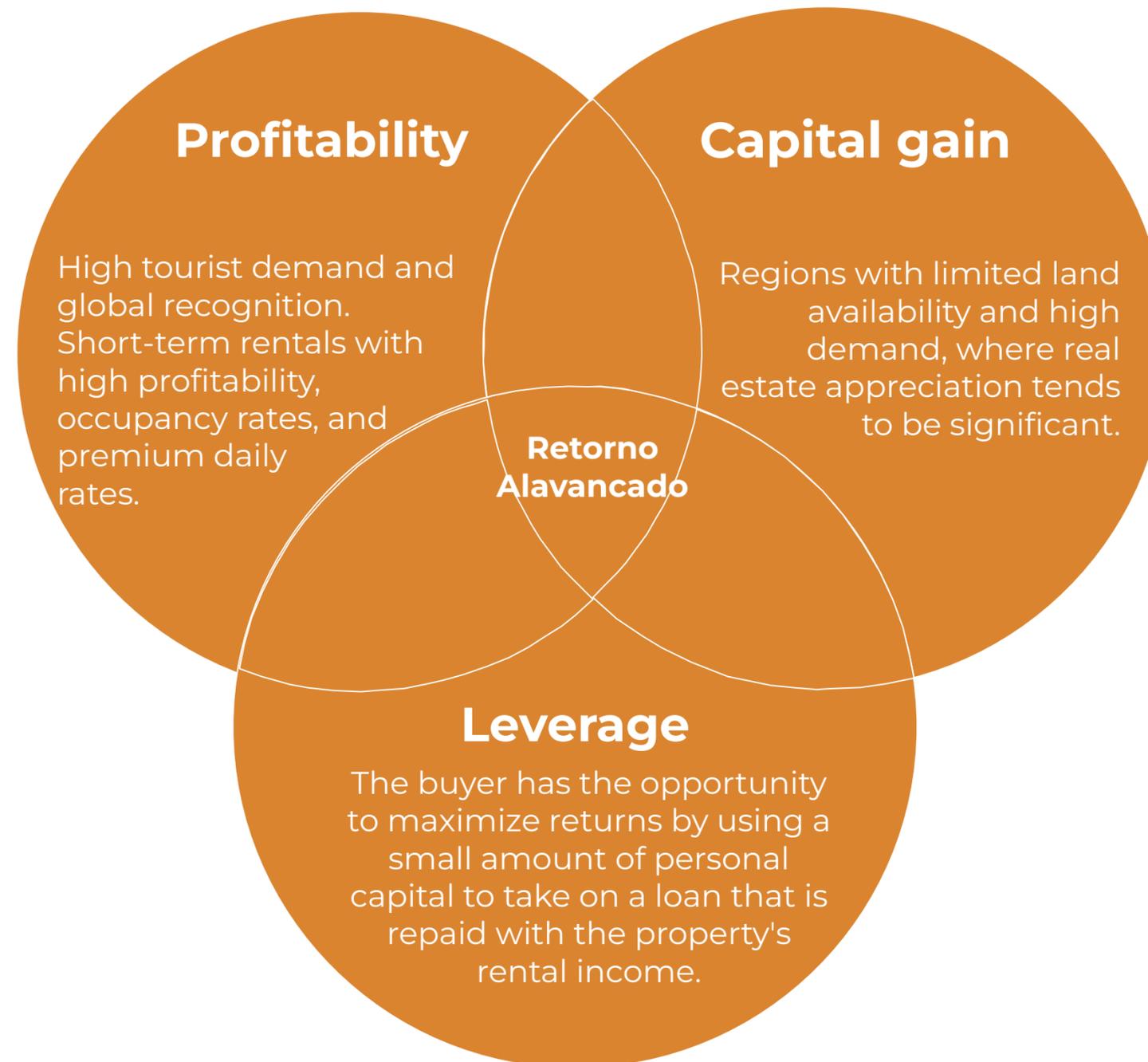


<sup>1</sup>The amount does not include cleaning fees and taxes.

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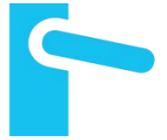
**This is a profitability study and does not represent a guarantee of returns.**

# Investor Thesis: Profitability + Capital Gain + Leverage





# Investor Thesis: Profitability + Capital Gain + Leverage

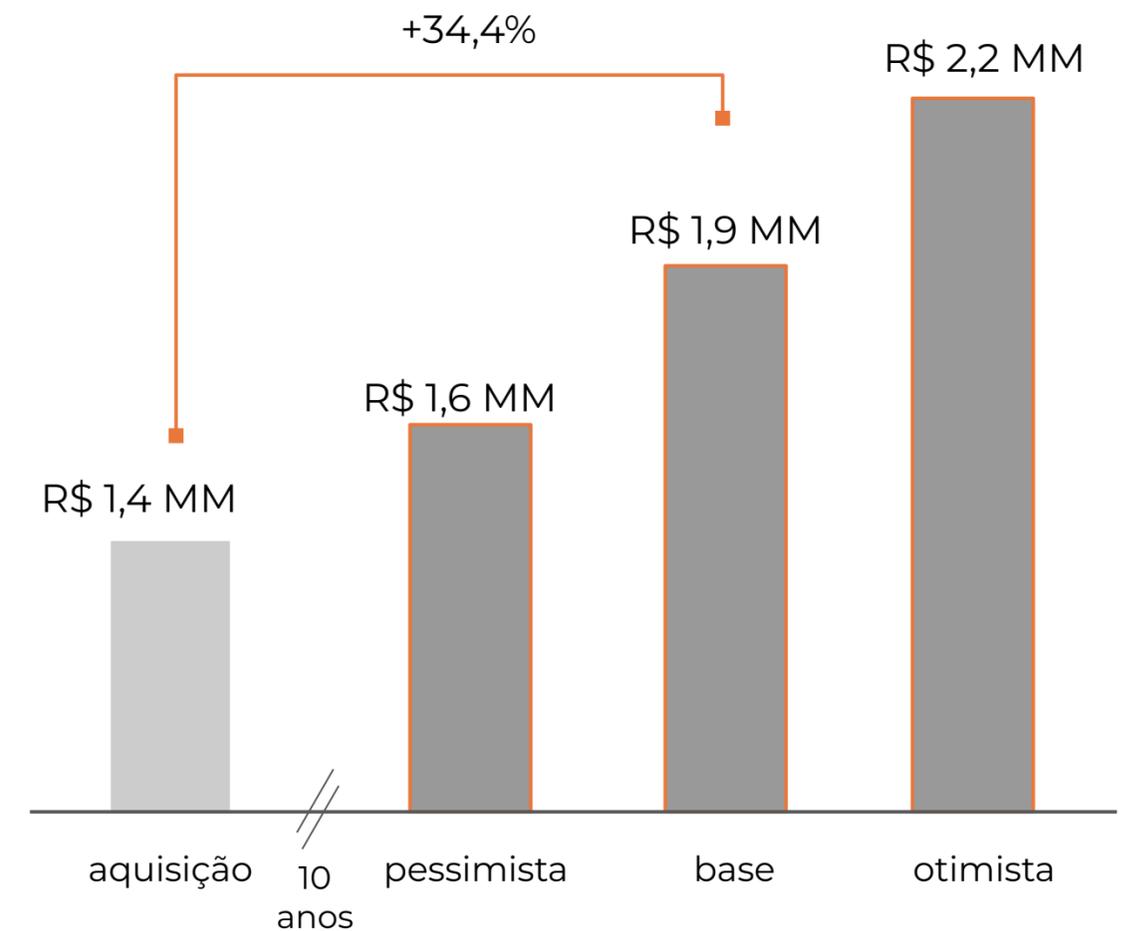


## Details

Apartment Size:	36,05m <sup>2</sup>
Ticket	R\$ 1.441.750
Dividend yield	9,56% a.a.
Nominal IRR <sup>1</sup> considering capital gain	14,02% a.a. <sup>3</sup> .
M-IRR <sup>2</sup> considering capital gain	14,18% a.a. <sup>3</sup> .

## Estimated Capital Gain

The conservative scenario estimates an average annual appreciation of the unit's square meter of 1.5%, the base scenario 3%, and the optimistic scenario 4.5%. In the base scenario, the total appreciation of the square meter is approximately 34.4% at the end of 10 years.



<sup>1</sup>Nominal IRR (Internal Rate of Return) considering financing with a 12%+TR rate and capital gain at the end of 10 years, including the appreciation of the project's price per square meter. <sup>2</sup>MIRR (Modified Internal Rate of Return) considers the opportunity cost of investing the unit's average value in an investment yielding 15% per year. <sup>3</sup>Capital gain was estimated based on a 3% annual property appreciation. **This is a profitability study and does not represent a guarantee of returns.**



Experimente a diferença da Lobie. Deixe-nos mostrar-lhe o que significa verdadeiramente "Low Cost, High Yield". Junte-se à revolução na gestão de propriedades e descubra um novo jeito de viver e gerir lares.

***Lobie: Low Cost, High Yield. A nova era da gestão de propriedades.***