
Prime News 2020-2021

Spain, Portugal, Greece, Brazil, Angola, Mozambique and Cabo Verde



About Prime Yield

Prime Yield part of Gloval aims to be a leading company in its operating markets. The Prime Yield Group supports its business with four structural values: independence, international presence, international standards and innovation.

Company

Established in 2005 and since 2018 a part of Gloval, a leading Spanish group in the areas of valuation, engineering and consulting services, Prime Yield is a company that specializes in research, consulting and property valuations, which support their client's decision making.

Prime Yield is a company registered in the supervisory entities of the countries where it operates, also holding a certification by RICS and REV-TEGoVA. The company is present in Europe, Latin America and in the leading Portuguese-Speaking Countries.

Vision

Intelligence Services for those who want to achieve excellence.

Mission

To estimate the value of assets in an objective way and in the corresponding legal frame, building trust between the company and the client based on independence and competence.

Values

Commitment to the client
Competence
Innovation
Confidentiality
Independence
Trust

Services

Prime Yield's activity is organized into two integrated business areas, namely:

- Asset Valuation
- Consultancy

Disclaimer

The present document's purpose is strictly informative and various sources of information were used in its preparation, including the data that was collected and processed by our company's research department.

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Asset Valuation

Prime Yield offers asset valuation services for all types of property both to institutional and private clients, based on multidisciplinary premises and procedures, provided by a multitask technical team that includes architects, economists, engineers and property managers.

Team Prime Yield's comprehensive expertise and know-how allows the company to meet the needs of highly complex valuations and specific requirements.

This line of service allows the client to make informed decisions based on data about market values and valuation criteria that are adjusted to the property's specific features.

Prime Yield's range of activity includes:

- Tangible assets (property and movable) such as residential, offices, stores, warehouses, industrial plants, urban sites, rustic sites, property developments, machinery, and equipment.

- Intangible assets such as brands, know-how, patent or formulas.

What is the purpose of Valuations?

- Mortgage lending
- Mortgage security
- Company management
- Insurance companies' reserves
- Asset management
- Investment analysis
- Portfolio revaluations
- Rental reviews
- Administrative Management
- Tax Consultancy
- Inheritance division

Consultancy

Prime Yield consultancy services provide the client solid ground for investing in the property market. The company is prepared to support the complete development process, offering specialized consultancy services and thus providing detailed reports for analysing and selecting the more fitted scenario for each of the stages of that process.

These services include detailed analysis and assessment, comprising both qualitative and quantitative features of the business. The outcomes of these studies allow, for example, to identify over or under supply situations facing a natural demand. Considering that risks increase in the construction and marketing stages both for the developer and the investor, Prime Yield can follow up the project in the perspective of preventive monitoring, timing control and budgetary issues.

What are the consultancy services offered by Prime Yield?

- Personalized Studies
- Quantitative and Qualitative Studies
- Feasibility Studies
- Demand Studies
- Supply Studies
- Urban planning Studies
- Tenant Mix and retail
- SWOT Analysis

What are the purposes of the Consultancy Services provided by Prime Yield?

- Decision-making support
- Knowing the competition
- Assess market needs
- Keep pace of how market values evolve

Research

Prime Yield develops annual research bulletins that are available to the market and that can be further deepened according to the specific needs of a client or a project. This support area reinforces our Consultancy and Valuation areas, allowing for a constant market update and monitorization.

Organizational Structure

All Prime Yield professionals understand, respect, and act in compliance with RICS' code of conduct.

The Prime Yield universe is based on a CRM platform that aims to serve the client, allowing for ongoing control and assessment of every process' development.

The development of reports, valuations or consultancy are processes supported by management tools integrated in an IT system available both to employees and clients through an intranet.

Prime Yield's largest investment focuses on focused in training programmes using a D&I platform that allows all employees to keep an updated and regular knowledge base.

Prime Yield develops studies and market reports that use the property portal's Casa Sapo shared database. This information is updated on a regular basis, thus it supports any valuation criteria at any time.

Intranet

Prime Yield implemented an advanced software system that allows for the management and processing of all information. The Prime Yield team can access this software in which all processes are classified.

The continuous update of the database allows to permanently use a set of comparative values that are highly reliable and that ensure full objectivity in each process.

Editorial

Technology, innovation and information are crucial pieces for consultancy and valuation services. The final key piece to provide an excellence service is the team, as know-how makes all the difference.

Investing in people and technology!

In the previous edition of Prime News, I began the editorial stating how surprised I was to be living through a pandemic situation. A never-anticipated, historic situation that has locked-down the entire world. At that time, a little over a year ago, many projections were made: that the pandemic would have a strong impact, but relatively contained in time, including, obviously, in the economy and all its areas. Specifically, in the property market and in the companies that, like Prime Yield, operate in this industry.

This is to say that, more than a year after we began to feel the "practical" effects of COVID-19, much (or almost everything) has changed. We are now living in the much "famous" new normal in all spheres of our lives. Professionally, companies in general went on with business, despite all the restrictions, both in terms of commuting and remote work.

Particularly at Prime Yield, we can proudly say that not only have we continued with business, but we have also increased the pace and therefore the team. While it is true that we have "learned" to work in a new context, with new challenges, our focus continues to be on providing an excellence response to our clients in all the markets where we operate. That is why, for more than a year, we have been reinforcing our human resources in the countries where we are present, by hiring new employees who are an asset in terms of know-how.

We are also making strong investments in technology with a view to interconnecting data with those who work and analyze it. We believe, now more than ever and at a time when digitalization has accelerated in all areas of our lives, that data is only as good as the experience of those who use it. Another important milestone in this area was the intensification of the integration process in the Greek market, through the internationalization of our Mister technology, which currently also supports operations in Portugal, Spain, and Brazil. These are new steps in our focus on technology and innovation, two areas that have always been central to Prime Yield, as well as the production of data and market information.

In short, even in a challenging environment such as the one we are currently experiencing, we continue to invest in people and technology! In the middle of another year that is once again marked by the pandemic, we can say that our core values remain unscathed and that we remain focused on consolidating our "multi-national" presence, enhancing cross-country service delivery to our clients. We are present in seven countries on three continents, and we are very pleased to note the growth of our client portfolio, who increasingly choose us to support them in different markets. We are on the frontline; we are recognized for this and every day we work to maintain our position as a reference in the markets where we work!



Nelson Rêgo
Managing Director
Head of Portfolio Valuation Services

Spain

2021 started with new strains and outbreaks of Covid-19, delaying the return to normal economic activity. The property sector should recover as vaccination progresses, especially by the end of this year and throughout 2022.

Gloval, of which Prime Yield is part of, is one of the three leading companies in asset valuations in Spain and Portugal. It is increasingly expanding its coverage, with requests for national and international valuation services using RICS standards and other international valuation standards. In addition, the company is increasingly active in the valuation of NPLs and REOs portfolios. Other highlights of the activity are the consulting services especially in project monitoring and the services of the Analytics department, with a strong focus on big data.

Spain's macroeconomic performance throughout 2021 will remain under pressure, with downward annual variations in several indicators, influenced by the ongoing pandemic situation. However, when the health side improves, so will the economy, both on the demand and supply side. For 2020 Spanish GDP decreased by around 11% in annual terms, and for 2021 initial forecasts point to growth of around 5%.

Except for the industrial and logistics segment, some office locations, and alternative assets such as built-to-rent or co-living (to an even lesser extent), the property sector has shown reduced activity, influenced by restrictions in mobility and access to work. Furthermore, remote working gained prominence and even when activity returns to normal, after the pandemic is under control, it should remain an option (totally or in a hybrid format) for many companies. On the other hand, the most affected segments, such as retail and hotels, will return to prominence when existing vaccines bear fruit and group immunity is achieved.



José María García
Head Department of RICS Valuations

Offices

Madrid - CBD	Prime rent (€/sq.m/month)	36,5
	Yield (%)	3,25
Barcelona - CBD	Prime rent (€/sq.m/month)	28,0
	Yield (%)	3,5



Remote work, strongly boosted by the emergence of COVID-19, has affected the need of office space and the way companies occupy offices, leading many tenants and owners to renegotiate contracts. There is a new reality for workplaces and the office market will have to adapt to the new ways of working, although it remains a key sector for investors. Investor's focus will remain in the CBD of the main cities and, as in other segments, yields are not expected to rise in Prime areas. While it is true that, in this scenario, it will be normal for contractual conditions to be renegotiated between owners and occupiers, it is also true that the need for offices will continue to exist after Covid-19.

Residential

Madrid - Barrio Salamanca	Average price (€)	2 400 000
	Average unit price (€/sq.m)	12 000
	Average area (sq.m)	200
Barcelona - Paseo Gràcia	Average price (€)	1 650 000
	Average unit price (€/sq.m)	11 000
	Average area (sq.m)	150

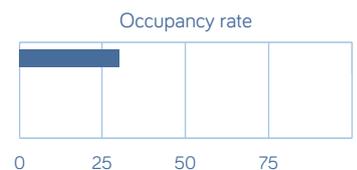


Source: Prime Yield/Hipoges

The residential segment, both from the perspective of private individuals and professional operators, maintained a cautious, wait-and-see attitude, reflecting a post-pandemic year. The macroeconomic situation resulting from COVID-19 significantly affects household consumption, putting downward pressure on optimism regarding sales. On the other hand, a good opportunity for property rehabilitation seems to be emerging, after this segment having been dormant for years and investing into house improvements would thus be a way to attract savings into the sector. To this end, the Government has devised a plan to rehabilitate the residential park that will cost around €2,0 billion and could generate more than 200,000 jobs.

Hotels

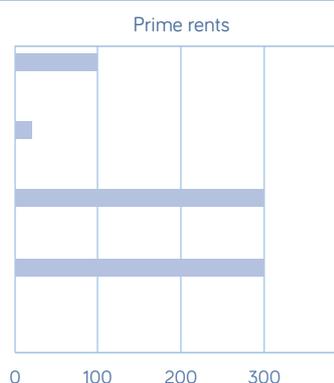
Spain	Occupancy rate (%)	30,0
	Yield (%) Hotel Urbano. Prime. Madrid/Barcelona	5,0
	RevPar (€)	28,3



The hotel segment continues to be the most affected by the pandemic, as it is highly correlated with tourism activity and the inflow of people, both domestic and foreign. The paralysis in tourism has led to sharp drops in hotel occupancy and revenues, both in the corporate and leisure segments. The year 2020 started promisingly, with investment volume in this type of asset reaching almost €2,0 billion in the first quarter but activity was interrupted after the containment measures and border closures. Operators lacking liquidity are now more exposed to drastic sales to opportunistic investment funds.

Retail

Spain - Shopping Centres	Prime rents (€/sq.m/month)	98,5
	Yield (%)	4,75
Spain - Retail Parks	Prime rents (€/sq.m/month)	20,0
	Yield (%)	5,75
Madrid - Gran Vía/Preciados/Serrano	Rent (€/sq.m/month)	300
	Yield (%)	3,20
Barcelona - Porta del Ángel/ P. Gracia	Rent (€/sq.m/month)	300
	Yield (%)	3,40
Madrid & Barcelona - (High Street)	Prime Yield (%)	3,3



Gloval, of which Prime Yield is part of, is one of the three leading companies in asset valuations in Spain and Portugal.

In addition to being one of the sectors where the pandemic had the most negative effects, with the impact of lockdown and a dramatic increase in e-commerce, retail property was already undergoing a paradigm shift due to new consumer trends, particularly visible in shopping centre activity. This segment will readapt to the new situation and most retailers will find a way to meet the cultural and socio-demographic changes that are influencing consumers. With the progressive opening of restrictions, consumption will once again become a driver of economic growth and consumers will return to visiting and shopping in physical shops as ever, albeit increasingly in more digitalized format.

Industrial & Logistics

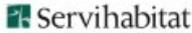
Madrid	Prime rents (€/sq.m/month)	5,5
	Prime yield (%)	5,0
	Vacancy rate (%)	8,0
	Take up (sq.m)	650 000
	Pipeline (sq.m)	830 000
Barcelona	Prime rents (€/sq.m/month)	7,0
	Prime yield (%)	4,8
	Vacancy rate (%)	3,1
	Take up (sq.m)	350 000
	Pipeline (sq.m)	430 000



Except for the industrial and logistics segment, some office locations, and alternative assets such as built-to-rent or co-living, the property sector has shown reduced activity.

Industrial and logistics remains the most resilient real estate segment since the outbreak of the pandemic, although it has been already showing an upward trend since 2019. Rents in the main hubs of the most active Spanish cities, such as Madrid and Barcelona, haven't experienced any downward changes. Deals continue to be closed with yields at record low levels. Developers continue to search for well-located land aimed for the development of both platforms destined to distribution and last-mile facilities. Investors are also increasingly interested in this asset type, as shown in the growth of valuation requests over 2020.

Track Record Spain

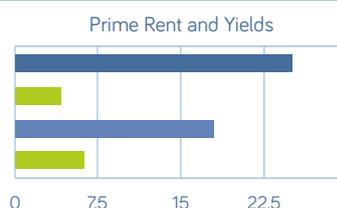
 <p>SPAIN Valuation</p> <p>Portfolio Valuation - AVM</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation - Drive by and DT valuations</p>	 <p>SPAIN Valuation</p> <p>Avaliação de conjunto de ativos</p>	 <p>SPAIN Valuation</p> <p>Valuation for mortgage purposes</p>
 <p>SPAIN Valuation</p> <p>Valuation of assets</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation - Desktop</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation - Project Louvre</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation</p>
 <p>SPAIN Valuation</p> <p>Portfolio Valuation</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation - AVM and Desktop</p>	 <p>SPAIN Valuation</p> <p>Valuation for asset's acquisition purposes</p>	 <p>SPAIN Valuation</p> <p>Valuation of assets</p>
 <p>SPAIN Valuation</p> <p>Portfolio Valuation - AVM and Desktop</p>	 <p>SPAIN Valuation</p> <p>Portfolio Valuation</p>	 <p>SPAIN Valuation</p> <p>Annual asset valuation</p>	 <p>SPAIN Valuation</p> <p>Valuation for asset's acquisition purposes</p>

Portugal

The pandemic outbreak affected the Portuguese real estate market in different ways and brought increased challenges to the entire industry. At Prime Yield we are well prepared to support our clients in facing these new times.

New Offices

Lisboa - Prime CBD	Prime rent (€/sq.m/month)	25,0
	Yield (%)	4,10
Porto	Prime rent (€/sq.m/month)	18
	Yield (%)	6,25



Such as most European markets, due to the pandemic remote work was also the predominant working model in Portugal, reflecting in 30% decreases in office take-up both Lisbon and Porto. The consistency of the market, which in recent years has been faced with a lack of quality supply to meet growing demand, has allowed rents to stabilize, so this segment continues to be on investors' radar. For 2021, the market will continue to benefit from supply limitations at a time when, faced with the uncertainty of the evolution of the pandemic, many companies are rethinking their occupational model. However, many occupiers also concluded that offices are essential for productivity. It is to expect that the year will be marked by the improvement of the current offices instead of investing heavily in new spaces.

Residential - New Apartments

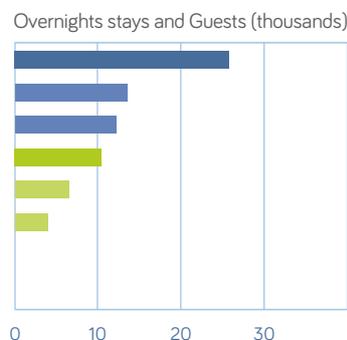
Lisboa - Baixa/Chiado/Av. Liberdade	Average unit price (€/sq.m)	9 700
Lisboa - Arroios/S. Vicente/P. de França	Average unit price (€/sq.m)	6 275
Porto - Centro Histórico	Average unit price (€/sq.m)	4 400
Porto - Aliados	Average unit price (€/sq.m)	5 300



In the residential market, the most significant effect of the pandemic was seen in the number of dwellings sold, which decreased some 5% to 171,800 units sold in 2020. However, sales volume has even surpassed, even if modestly, the one recorded in 2019 and, contrary to the expectations of many consumers, there was not a drop in sales prices after the pandemic and year-on-year growth, although softening, ended 2020 at 8.4%. Amid this background, the mortgage granting also continued to grow (7% y-o-y to €11.4 billion) and reached a new maximum since 2008. As for 2021, a still scarce supply of new housing should guarantee some stability in the market throughout the year.

Hotels

Overnights stays (thousands)	26,0
National (thousand)	13,6
International (thousands)	12,3
Guests (thousand)	10,5
National (thousand)	6,5
International (thousands)	4,0
RevPar (€)	23,6
Occupancy rate per room (%)	26,3



Tourism came to a virtual standstill with the pandemic. The Summer brought some revival to activity, but it was only temporary, and the accumulated falls confirmed the worst year ever for the sector. Generally, almost all indicators of occupancy and performance fell between 60 and 70%. In terms of investment, the year began very actively, with more than 90% of the annual amount transacted in the 1st quarter, but activity practically frozen after the outbreak of Covid-19. A long path of recovery is expected in order to reach pre-Covid levels, but there is also the conviction that Portugal will continue to be one of the most attractive tourist destinations, attracting operators and investors.

At Prime Yield, we have a comprehensive and rigorous approach, and an extensive track record in valuation and consultancy services, as well as a multidisciplinary team of professionals prepared to face the most demanding challenges. In addition to consolidating our activity in the service lines already available, we have launched a new line of Assurance services to support companies facing the next challenges in a post-Covid world.

The unprecedented Covid-19 containment measures caused the Portuguese economy to fall by 7.6% in 2020, the first GDP decline since 2013. The introduction of a new lock-down at the beginning of the year put further pressure on GDP (falling around 5%) in the first quarter, and it is clear that stronger economic recovery will depend on improvements on the health side. Initial projections are for GDP growth of 4.1% in 2021.

The pandemic outbreak affected the Portuguese property market in different ways. In the residential market, the most negative effect has been on the number of units sold, as investment volume and prices remained on positive ground. However, in commercial real estate, even though transactional activity was positive, occupational markets were hit hard, especially in retail and hotels, but also in the office sector, where most of the year went under a remote work model. Logistics was the winner, recording an increasing demand due to the growth of e-commerce. The vaccination process is essential for the resurgence of the most affected sectors.



José Manuel Velez
Diretor

Retail

Portugal - Shopping Centres	Prime rents (€/sq.m/month)	105
Portugal - Retail Parks	Prime rents (€/sq.m/month)	11,0
Lisboa (Chiado) - High street retail	Prime rents (€/sq.m/month)	130
Porto (Baixa/Stª Catarina) - H. street retail	Prime rents (€/sq.m/month)	75
Shopping Centres	Yield (%)	5,25
High street retail	Yield (%)	4,25



Retail was one of the hardest hit sectors by the pandemic, with sales suffering notable losses due to both lockdown periods and customer inflow restrictions. Both high street retail and shopping centers were affected, with food, DIY, convenience, and proximity retail being the exceptions to the downturn and therefore remaining a target for investors. The extension of mobility restrictions and confinement measures will determine the future of many businesses in a sector where a paradigm shift is imposing itself in the face of new consumer trends. E-commerce is here to stay, and physical shops will have to reinvent themselves to attract consumers, providing them with more than just the convenience of shopping.

Industrial & Logistics

Azambuja/Alverca	Prime rent (€/sq.m/month)	3,25 - 4,0
Maia/Via Norte	Prime rent (€/sq.m/month)	3,5 - 3,85
Lisboa	Yield (%)	6,0
Porto	Yield (%)	6,25



The boom of e-commerce during the pandemic resulted in a greater demand for spaces adapted to new operations, making industrial and logistics real estate one of the most resilient. The existing supply is, however, still limited, as speculative development has been almost non-existent over the last few years. Thus, greater growth in occupational activity has been held back by this unbalance, keeping prime rents stable. This should be a sector where development will focus over the next few years, with new quality projects coming into the market, positively impacting take-up and rents. The expected higher occupancy buoyancy will increase investors' interest in this segment.

Prime Yield has a comprehensive and rigorous approach to the market, holding an extensive track record in the areas of valuation and consultancy.

Within the real estate market, the residential sector has proved especially resilient since the beginning of the pandemic. Commercial real estate has been most affected, especially on retail and tourism.

Track Record Portugal

ALGEBRA
CAPITAL

PORTUGAL
Valuation

Valuation of portfolio
"Project Carter"

 **arriva**

PORTUGAL
Valuation

Valuation of Arriva Building
in Guimarães

 **AZORA**

PORTUGAL
Valuation

Valuation of hotels - São Rafael
Hotels and Vilalara Thalasa Resort
in Algarve



PORTUGAL
Consultancy

Valuation of land plot
in Estoril


Carmo
Wood

PORTUGAL
Valuation

Valuation of a set of assets
owned by the company


Cell
FINANÇAS

PORTUGAL
Valuation

Valuation of student housing
in Lisbon and Porto


DEKRA

PORTUGAL
Valuation

Valuation of asset
in Lisbon

DUO
CAPITAL

PORTUGAL
Valuation

Valuation of a set
of assets

EUROPAR
resorts & spa

PORTUGAL
Valuation

Valuation of a set
of assets

GRUPO **JAP**
Criamos Relações

PORTUGAL
Valuation

Valuation of a set
of assets

ikos
RESORTS

PORTUGAL
Valuation

Valuation of Alfamar Hotel
Beach & Sport Resort,
located in Albufeira

 **International**
sharing school
taguspark - portugal

PORTUGAL
Valuation

Valuation of International
Sharing School and Office
Building

NOS

PORTUGAL
Valuation

Valuation of several NOS
cinema rooms and other assets
owned by the company

REN

PORTUGAL
Valuation

Valuation of a set
of assets

 **TILDENPARK**

PORTUGAL
Valuation

Valuation of portfolio
"Project Lucille"

value
one

PORTUGAL
Valuation

Asset Valuation - land site
for Student Housing and Hotel

Greece

Prime Yield in association with Solum Property Solutions is strategically positioned in the market, with strong ties with buyers, sellers and servicers.

Covid-19 affected the Greek economy severely with a drop of 8,2% in GDP in 2020, still much better than the initial forecast of 11,7% drop. The last quarter of 2020 saw Greece performing second overall in the Eurozone in terms of GDP growth, hopefully signaling an upcoming improvement in all macroeconomic metrics. Sovereign debt percentage in relation to GDP has grown to more 206% at €340 bn (180,5% and €331 bn in 2019) due to the increased state subsidies to combat the pandemic and to keep the economy moving. GDP is expected to grow by approximately 3,5 -5% during 2021 whilst the budget deficit is forecasted at 3,9%. Unemployment slightly increased to 17,4% in 2020 but this is in part due to state support for companies, which requires no layoffs being carried out. Hence when these support measures end, an increase in unemployment is to be expected.

Covid 19 struck a heavy toll on the Greek real estate market with significantly less transactions and a shift in investor preferences. Prices and rents haven't fluctuated dramatically so far, with logistics as well as new residential developments emerging as the clear winners of the pandemic and leisure and retail properties being subject to increased downward pressure. NPL ratio remains the highest in Europe whilst live deals and expected deals make the Greek real estate market a very active marketplace.

Offices

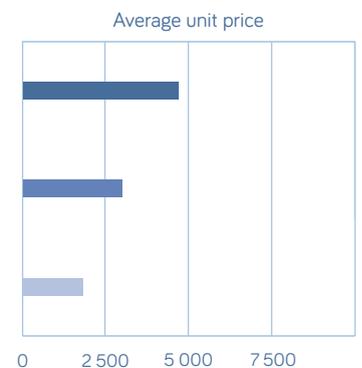
	Prime rent (€/sqm/month)	Yield (%)
CBD	24	6,50
Northern Suburbs	21	6,75
Southern Suburbs	19	7,00



With the pandemic, teleworking was widely imposed, which would seemingly lower demand for offices. However, supply for high quality and energy efficient office buildings is so scarce that this part of the market remains largely unaffected. Against this backdrop, there was stability in prices but a marginal 2,7% decrease in rents hence pointing towards lower yields (BoG data). Demand is stable in prime office areas of Athens, Thessaloniki and Piraeus, focusing on high end, energy efficient and Class A buildings. This led to an increasingly bidding competition between local REICs and new entrants to the market, with significant yield compression of more than 100 basis points. Coworking spaces are enjoying increased demand whilst there is also demand for hybrid spaces combining office and resi uses.

Residential

	Average price (€)	Average unit price (€/sqm)	Average area (sqm)
Glyfada (new)	634 500	4 700	135
Marousi (new)	294 000	3 000	98
Peristeri (new)	153 000	1 800	85



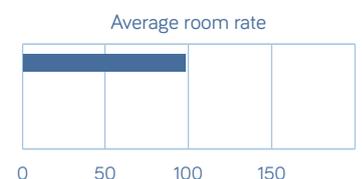
The Covid 19 outbreak put a halt on the market for some months, but latent demand reappeared once the markets reopened. Demand is very strong for new apartments in well off areas in the Northern and Southern suburbs of Athens where supply is very limited, and most projects are sold before fully completed. Areas subject mainly to international demand stepped back, with demand greatly subdued and ample supply. These areas are expected to recover during 2021, but, at the same time, many areas in the country are still lacking demand and although supply is ample, the bid-ask spreads remain very high. Greeks were responsible for the over 85% of the houses bought (73% in 2019), while about 80% of these transactions happen without bank lending. Housing prices increased in 2020 mainly due to some pockets of interest as well as possible scarcity of data (BoG). There is also a continuing shift in the rental market, with many short-term rental stock turning to long-term rental.



Panos Charalambopoulos
Director

Hotels

	Average room rate ADR (€)	Occupancy rate per room (%)	RevPar (€)
Athens	98	28	27



Following record breaking years, the pandemic put an abrupt hold to the Hospitality's momentum and 2020 was the worst recorded year for this sector in Greece. Turnovers in city hotels barely reached 20% of 2019 levels whilst profit margins remained at even lower levels. Well positioned hotels in the main markets managed to recoup some of the losses during peak season, especially due to domestic tourism. 2021 forecasts mainly revolve around the vaccination schedules as well as the vaccination passport, but most expect recovery within the next 3 years. The market did not freeze altogether, but many transactions completed had been negotiated pre-Covid. The pipeline for new developments remains healthy, whilst investor demand has shifted towards other sectors or is looking for discounts and distressed deals.

Retail

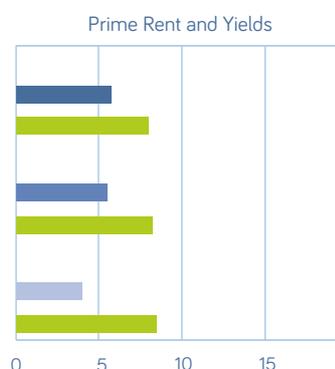
Athens - Shopping Centres (< 100 sqm)	Prime rents (€/sq.m/month)	88
	Yield (%)	7
Athens - Shopping Centres (> 100 sqm)	Prime rents (€/sq.m/month)	55
	Yield (%)	7
Athens - Shopping Centres (Anchor Tenants)	Prime rents (€/sq.m/month)	15
	Yield (%)	7
Athens (Ermou) - High street retail	Prime rents (€/sq.m/month)	175
Athens (Glyfada-Metaxa) - High street retail	Prime rents (€/sq.m/month)	99
Athens (Kifisia-Kolokotroni) - High street retail	Prime rents (€/sq.m/month)	87



Retail is the second real estate sector most heavily affected by the pandemic, due to a general shutdown of stores, except for supermarkets and pharmacies. Many landlords as well as property managers have temporarily decreased rents by more than what the law requires to help tenants reach the end of the tunnel hoping for a spring effect recovery afterwards as well as preserving vacancy levels. There is a general shift towards turnover based rents with many ongoing negotiations regarding base rent levels or even base rent abolition altogether. There was marginal 1,4% increase in prices but an also marginal 1,5% decrease in rents, again pointing at decreasing yields. It is to expect a 25 basis points increase in yields in highstreet retail and shopping centers, with sharper increases in secondary retail.

Industrial

Prime Athens (Krioneri)	Average sale value (€/sqm)	863
	Prime rents (€/sqm/month)	5,75
	Yield (%)	8,00
Prime Athens (Thriassio)	Average sale value (€/sqm)	800
	Prime rents (€/sqm/month)	5,50
	Yield (%)	8,25
Prime Viotia (Schimatari)	Average sale value (€/sqm)	565
	Prime rents (€/sqm/month)	4,00
	Yield (%)	8,50



The great increase in e-commerce boosted by the pandemic has greatly increased demand for modern logistics as well as last-mile logistics aiming to cater for the hugely increased volumes of deliveries happening. The sector has seen logistics deals in excess of €150 million. Finding suitable in-town locations for such endeavors has so far proved quite difficult. The industrial sector is now thawed rather than frozen due to the positive effects from the logistics sector. Prospects are better than last year, with actions such as Innovation Ready hoping to bring Greece to Industrial era 4.0.

Covid-19 brings opportunities in the NPL & REO segment and 2021 is expected to be a year of recovery with many live deals and active workouts of existing portfolios.

Prime Yield, in association with Solum Property Solutions, is strongly active in the NPL&REO market, prepared to deliver services to all players operating in this market.

Track Record Greece



GREECE
Valuations

Valuations for underwriting
and IFRS valuations



GREECE
Valuations

Valuations



GREECE
Valuations

REIC Valuations
& Acquisitions



GREECE
Valuations

Project Neptune



GREECE
Valuations

Valuation Audits



GREECE
Valuations

Valuations for loan servicing
Project Solar



GREECE
Valuations

IFRS Valuations



GREECE
Valuations

Valuation Audits



GREECE
Valuations

Valuations for Sale
and Lease



GREECE
Valuations

IFRS Valuations



GREECE
Valuations

IFRS Valuations



GREECE
Valuations

Valuations for underwriting
and IFRS valuations



GREECE
Valuations

Valuations for underwriting
and IFRS valuations



GREECE
Valuations

Valuations for loan servicing
and liquidation



GREECE
Valuations

Case studies AVM



GREECE
Valuations

Valuations

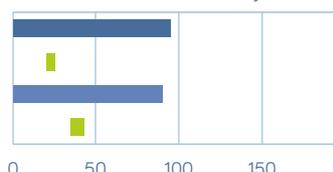
Brazil

Brazil, as the rest of the World, remains waiting for a solution to the pandemic's destructive effects. Prime Yield continues to work to meet the complete needs of its clients.

Class A Offices

São Paulo	Prime Rent (R\$/sq.m/month)	95
	Vacancy rate (%)	20-25
Rio de Janeiro	Prime Rent (R\$/sq.m/month)	90
	Vacancy rate (%)	35-43

Prime Rent and Vacancy rate

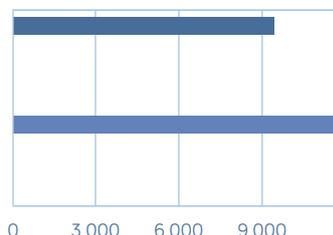


The office market has undergone significant changes with the new coronavirus pandemic. With a high volume of area turning vacant and the emergence of remote work, there was a significant increase in the available volume of offices, and this is a trend that is still on the rise. In Rio de Janeiro, the vacancy-rate ranged between 35% to 43% of total stock, one of the highest ever, while rents fell by 6%, standing at R\$90/sqm/month. In Sao Paulo, where about 20% to 25% of the stock is vacant, the rental levels stood at R\$95/sqm/month, showing a drop close to 14% compared to 2019. Expectations for 2021 are promising, especially if there is effectiveness in controlling the pandemic with the vaccination of the population.

Residential

São Paulo	Average sale value (R\$/sq.m)	9 500
	Launched units	60 000
	Sold units	51 400
Rio de Janeiro	Average sale value (R\$/sq.m)	12 000
	Launched units	15 769
	Sold units	28 955

Average Sales Price

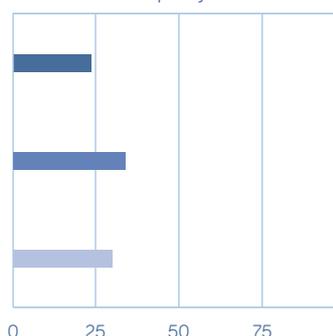


The fall in interest rates and the change in the general behaviour of the population contributed to the positive performance of the residential market. There was a record on financing for the acquisition of property. And the pandemic also had a very important role in this good performance, as there was an increased demand for larger units, given the fact that families had to stay at home permanently and simultaneously. Such conditions boosted the growth in the number of new launches and in the number of units sold, also resulting in a rental increase both Sao Paulo and Rio de Janeiro. In terms of sale prices, the average value in São Paulo reached R\$9,500/sqm and in Rio de Janeiro R\$12,000/sqm.

Hotels

São Paulo	Average room rate (R\$)	296,71
	Occupancy rate (%)	23,49
	RevPar (R\$)	69,69
Rio de Janeiro	Average room rate (R\$)	240,45
	Occupancy rate (%)	33,8
	RevPar (R\$)	81,3
Brazil	Average room rate (R\$)	221,73
	Occupancy rate (%)	29,67
	RevPar (R\$)	65,78

Occupancy rate



Despite the chaos in the country and the world, Prime Yield performed well in 2020 as a result of its commitment in providing a service of excellence. The partnership with OLX-ZAP (AVM valuations - Automatic Valuation Model) was strengthened last year, reaching a record, and increasing volume of service.

Consequence of the Covid-19, the Brazilian economy is stagnant; and more than a year after the pandemic emerged, the country held a record of daily deaths and is still waiting for the potential positive results of the ongoing mass vaccination. The 2020 GDP will be negative and close to -4.4%, and the forecast for 2021 is to sit around 3.5%. The Selic rate, the most important interest rate in the Brazilian economy and a monetary policy instrument that controls inflation and the country's investment level, remained at 2.0%, its lowest point ever; with the Central Bank of Brazil forecasting an increase to 4.0% by the end of 2021. The general outlook for the country is good, however, it depends on controlling the harmful consequences of the pandemic.

The real estate industry waits the reactivation of economic activities, stagnant due to Covid-19. Changes in the population's behaviour and the remote working event resulted in new problems for the office and retail markets, while the residential market took the opposite course. There was a record in real estate financing, mainly due to the attractive conditions generated by low interest rates. Looking forward, the pace in real estate market will depend on maintaining the attractiveness of financing, the increase in employment and household consumption.



José Antonio dos Santos
Director

The Brazilian hotel sector was one of the market segments most negatively affected by the pandemic. The interruption of businesses, tourism, travelling, events, and, in short, the suspension of all tourism, deteriorated the sector's performance in a cross-cutting manner, with sharp declines in all indicators. In 2020, the average occupancy rate fell 46% in the Brazilian hotel market, standing at 30%, while the average daily rate and the RevPar dropped 7% and 46%, respectively, to R\$221.73 and R\$65.

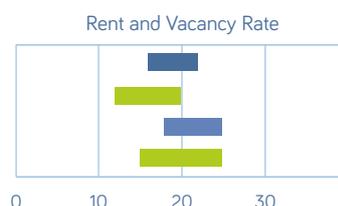
Shopping Center

Brazil	Nr of Shoppings (total)	601
	Gross Lettable Area (GLA) million/sqm	16 981 444
	Sales Volume (R\$ billion/year)	129
	Jobs created	998 000
	Visits (million visitors/month)	341
	Total stores	110 938
	Cinemas (total)	2 982
	Parking spaces	1 002 947
	Shoppings scheduled to open	13 (2021)

The retail market was also heavily affected by the pandemic. Shopping centres are, as a rule, closed places and always involve agglomeration of people and, because of the pandemic, they have been closed and/or with limited activity for long periods. By the end of 2020 there were 601 shopping centres in operation across Brazil, totalling 17 million sqm of Gross Lettable Area (GLA) and R\$129 billion in annual sales - a turnover that was 33% lower than in 2019, confirming the terrible performance of the sector.

Industrial & Logistics

São Paulo	Rent (R\$/sq.m/month)	16-22
	Vacancy rate (%)	12-20
Rio de Janeiro	Rent (R\$/sq.m/month)	18-25
	Vacancy rate (%)	15-25



The logistics sector performed well in 2020 and, despite the economic downturn that Brazil is going through, take-up was positive. There was even a slight increase in the supply of this type of developments, accounting for a stock close to 25 million sqm. Average rents in Sao Paulo remained stable, with a decrease in vacancy rate, while Rio de Janeiro showed a downward trend in these two indicators. The average rent in Sao Paulo stood in the range of R\$ 16- R\$22/sqm/month, with vacancy-rate sitting at between 12% and 22% of the stock. In Rio de Janeiro, the vacancy rate stood at 15% to 25%, with average rent reaching R\$18-R\$25/sqm/month.

Despite the emergence of the pandemic and the devastating impact it has had in Brazil, Prime Yield recorded a good performance over last year, as a result of its commitment to providing a service of excellence.

As has been the case in many European markets, the real estate market was more strongly affected by Covid-19 in the commercial segments. Housing proved to be especially resilient.

Track Record Brazil



BRAZIL
Valuations

Asset Valuation
in Maracaju - MS



BRAZIL
Consultancy

Business valuation



BRAZIL
Valuations

Valuation of industrial plant
- Frutal - MG e Petrópolis - RJ



BRAZIL
Valuations

Valuation of assets
and Cucumbo Golf Resort



BRAZIL
Valuations

Valuation of Hotel located
in Mata São João - BA



BRAZIL
Valuations

Valuation study for rural areas
in Brazil



BRAZIL
Valuations

Business valuation



BRAZIL
Valuations

Valuation of real estate
development in Recife - PE



BRAZIL
Valuations

Valuation of properties
in Santa Bárbara D'Oeste - SP



BRAZIL
Valuations

Valuation of assets
in Taboão da Serra - SP



BRAZIL
Valuations

Business valuation



BRAZIL
Valuations

Valuation of Properties
in Jundial - SP



BRAZIL
Valuations

Asset Organization
and Monitoring
in São Paulo - SP



BRAZIL
Valuations

Business valuation



BRAZIL
Valuations

Business Valuation - PPA -
Purchase Price Allocation



BRAZIL
Valuations

Asset Valuation, Organization
and Monitoring
in Pindamonhangaba - SP

Angola

Prime Yield remains aligned with the evolution of the real estate market, even more so after the new directive of the National Bank of Angola, which is an important step in attracting foreign investment.

Prime Yield is increasingly committed to the Angolan market. In the context of the pandemic, we adapted our production to a scenario with movement restrictions and, despite the constraints, we continued to provide quality service and meet the needs of our clients.

The combined effect of the pandemic and successive recessionary cycles delayed the start of economic recovery process. Compliance with the IMF's recommendations has made it possible to access the monetary aid needed to implement the executive's main aims of diversifying the economy and stimulating domestic production. In parallel, the legislative proposal to make the National Bank of Angola independent from political power is an important step to attract foreign investment.

In the real estate market, the pandemic has accentuated the impact of a crisis that has been dragging on since 2015. The gap between supply and demand remains, with low take-up and high vacancy rates, as well as low liquidity, which has a negative impact on prices and rents. The Kwanza continues to reinforce as the leading currency in the real estate market, especially in rentals, and due to the devaluation of the exchange rate there is no margin to review values in Kwanza downwards. With the reality of remote work as well as limitations on the movement of people, there has been greater flexibility in negotiating existing lease contracts so that during this period there is a greater discount on rents or even grace periods, to secure tenants.

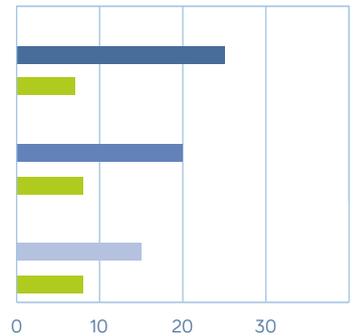


Valdire Coelho
Director

New Offices

CBD	Average unit price (USD/sq.m)	4 286
	Average rent (USD/sq.m/month)	25
	Yield (%)	7,0
Cidade	Average unit price (USD/sq.m)	3 000
	Average rent (USD/sq.m/month)	20
	Yield (%)	8,0
Luanda Sul	Average unit price (USD/sq.m)	2 250
	Average rent (USD/sq.m/month)	15
	Yield (%)	8,0

Average rents and Yields

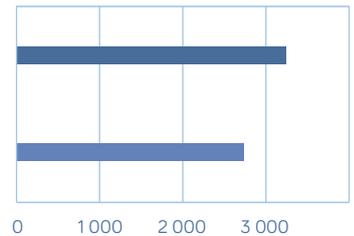


The continued recessionary cycle has maintained low occupancy rates in offices, putting downward pressure on the values practiced in this market, especially in rents, where the average USD/sqm rent fell around 20% in the main locations. However, rents in kwanzas have not been updated due to the currency devaluation. The pandemic's impact is yet to be fully quantified. However, besides aggravating the effects of the recession that was already being felt, it is already possible to see that remote work has forced companies to renegotiate rents or terminate existing contracts in order to move to smaller premises, giving the need for smaller spaces. However, this introduction of remote work into routines may present itself as an opportunity for smaller offices and coworking and open spaces.

Residential - 3-Bedroom Apartments and Townhouses

Ingombota - Apartments	Average price (USD)	550 000
	Average unit price (USD/sq.m)	3 235
	Average area (sq.m)	170
Luanda Sul/Talatona - Townhouses	Average price (USD)	575 000
	Average unit price (USD/sq.m)	2 738
	Average area (sq.m)	210

Average price per sq.m

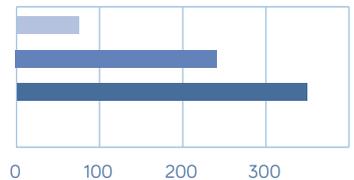


With the reduction in the number of expatriates, the local consumer is the main driver of the sector, mainly in the mid-class segment. However, transactional housing activity remains low due to the continued difficulty in accessing credit. The mismatch between supply and demand has consequently meant that buyers are not willing to follow the exchange rate evolution, especially in the case of rentals. In the premium segment, there is still some resistance to the devaluation of products for sale, although there is already greater willingness to update prices below the exchange rate evolution. Unit prices have fallen by 15% in Ingombota/Maianga as well as in Luanda Sul and Talatona.

Hotels

Luanda	3* Hotels	Average room rate (USD)	75
	4* Hotels	Average room rate (USD)	245
	5* Hotels	Average room rate (USD)	350
		Average occupancy rate (%)	25

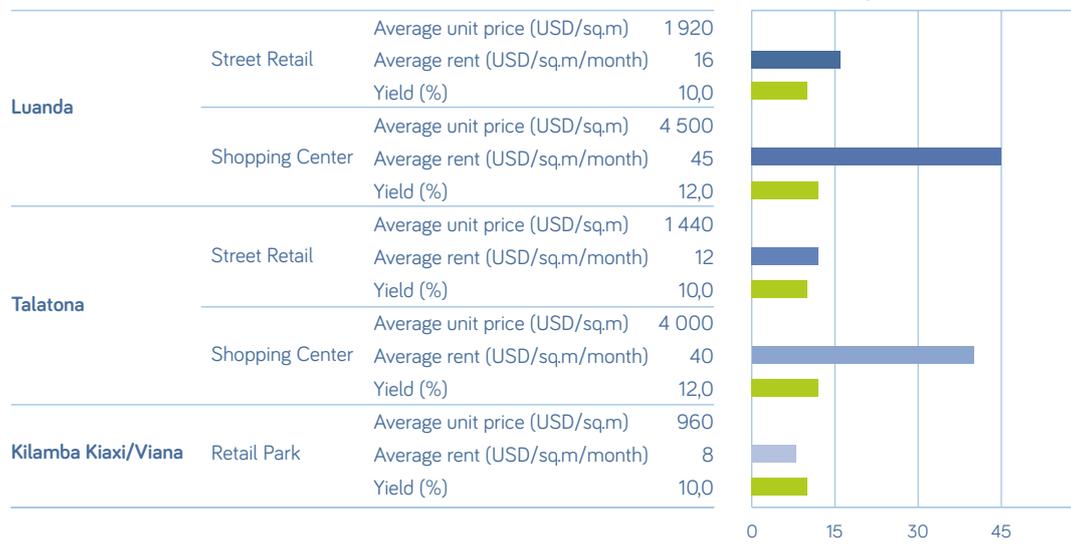
Average room rate



In a context of reduced corporate tourism due to successive states of emergency and limitations on the flow of people, the hotel sector was strongly affected, registering reduced occupancy rates and forcing the closure of many units. Moreover, most of the units

open are only able to meet the operating costs, and a large part were also forced to close during the state of emergency. There was a 25% reduction in daily rates (in USD) in the 3*-segment, as it is the segment with the highest number of units and where competition is higher. Regarding the 4* and 5*-units, the values remained unchanged, although mainly due to the lower competition.

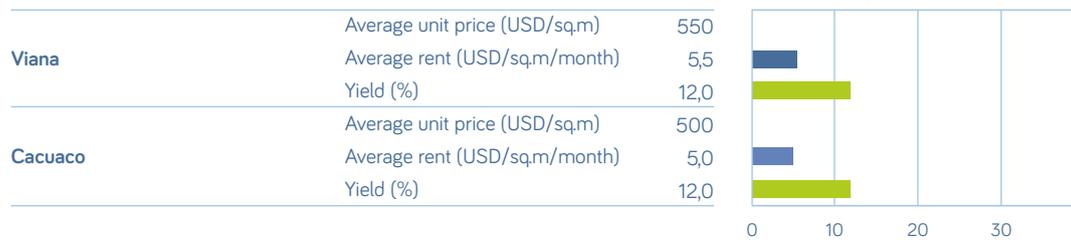
Retail



Prime Yield is increasingly committed to the Angolan market and despite the constraints brought on by the pandemic, the company continued to work alongside its clients with maximum quality.

Household's purchasing power continues to be under pressure, with a negative impact on their capacity to consume, so many retailers are struggling to maintain the spaces in which they operate their business. The sector is characterized by a supply of spaces in excess of demand and low liquidity, which has negatively impacted the rents charged. In addition, Covid-19 has further reduced the inflow of visitors to stores, with the restriction in the movement of people, which in many cases forces owners and operators to negotiate rent payments below the contract value to keep the tenants. However, there is a boost in online sales, through apps, websites, and platforms with home delivery, which may open new business opportunities.

Industrial



Following the purpose of increasing domestic production by investing in the primary and secondary sectors, government incentives have boosted the industrial segment. It is thus, now, the segment that continues to show the sharpest buoyancy, with investors considering the possibility of moving forward with new projects and granting credit for reinvestment in existing operations such as the acquisition of equipment, construction or improvement works to increase production capacity. Rents remain low and have suffered a reduction (about -20%) because, despite the incentives and the dynamism felt over the last two years, supply continues to outstrip demand, which has a negative impact on rents.

The pandemic has accentuated the impact of a crisis that has affected the property market since 2015. The imbalance between supply and demand continues to be one of the keynotes of the market.

Track Record Angola



ANGOLA
Valuation

Valuation for financing
granting purposes in Angola



ANGOLA
Valuation

Asset Valuation
in Angola



ANGOLA
Valuation

Valuation for mortgage
granting purposes in Angola



ANGOLA
Valuation

Asset Valuation
in Luanda



ANGOLA
Valuation

Valuation for mortgage
granting purposes in Angola



ANGOLA
Valuation

Valuation for financing
granting purposes in Angola



ANGOLA
Valuation

Valuation for mortgage
granting purposes in Angola



ANGOLA
Valuation

Valuation for mortgage
granting purposes in Angola



ANGOLA
Valuation

Valuation for mortgage
granting purposes in Angola



ANGOLA
Valuation

Valuation of property assets
in Angola



ANGOLA
Valuation

Valuation of facilities
located in Cacuaco



ANGOLA
Valuation

Valuation of a set of properties
located in Luanda



ANGOLA
Valuation

Valuation of assets
in Luanda and Namibe



ANGOLA
Valuation

Valuation for financing
granting purposes in Angola



ANGOLA
Valuation

Valuation of a property
in Luanda



ANGOLA
Valuation

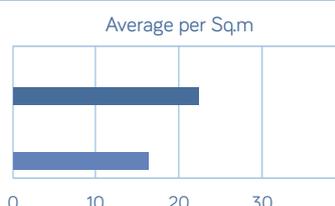
Valuation of properties
located in Luanda

Mozambique

Demand for real estate has brake in all segments, but investments in housing remain active. Prime Yield is established in the Mozambican market for 11 years, proud on always providing reliable, accurate and independent information.

New Offices

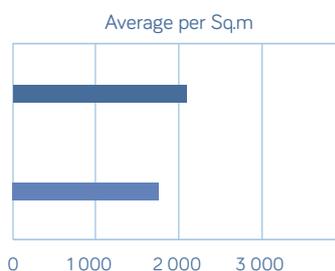
Bairro Central C	Average unit price (USD/sq.m)	2 571
	Average rent (USD/sq.m/month)	22,5
Polana Cimento A	Average unit price (USD/sq.m)	1 877
	Average rent (USD/sq.m/month)	16,4



In the office segment, the stock remained unchanged, continuing to be oversized for a reduced demand. Sales were incipient in 2020 with leasing being the most active sector. The pandemic background has caused, as in the rest of the world, a growth in remote working, reducing the presence of occupiers in the offices and leading companies to rethink their needs and the dimension of offices. Against this scenario, sale values got slightly downward in 2020. In Bairro Central C retreated less than 1% (for USD \$2,571/sqm) and in Polana Cimento A, the value decreased 3.3% to USD\$ 1,877/sqm. As for leasing, the average rents in Bairro Central C dropped only -0.3% to USD\$ 22.5/sqm/month and in Polana Cimento A has reached USD\$ 16.4/sqm/month, getting 3.3% down, that is, reducing the y-o-y declines of previous years (-5.6% in 2019 and -10% in 2018).

Residential - 3-Bedroom Apartments and Townhouses

Polana Cimento - Apartments	Average price (USD)	448 429
	Average unit price (USD/sq.m)	2 115
	Average area (sq.m)	212
Sommerschield - Townhouses	Average price (USD)	407 264
	Average unit price (USD/sq.m)	1 768
	Average area (sq.m)	230



With the projects started by the end of 2019 now being under completion, there are some small sized developments taking-off. Contrary to what might be expected, Asian developers, traditionally very active in this segment, do not complain about the pace of sales as the projects being concluded are recording good demand by national investors. Besides, the market situation continues similar to that of previous years for the lower and middle classes, maintaining the dynamics of Vila Alice and the demand for self-construction. There was an increase in the values for apartments in Polana Cimento (+3.4% for USD\$ 2,115/sqm) which was mainly due to the increase in units for sale. The decrease in the average sales value is felt in properties with over 40 years due to the existence of more modern proposals.

Hotels

Maputo	3* Hotels	Average room rate (USD)	69
	4* Hotels	Average room rate (USD)	80
	5* Hotels	Average room rate (USD)	160



2020 will go down on history as the worst year of the century for the hospitality industry. The pandemic weakened a segment that was taking off in Mozambique. In addition to people's fear on travelling, last year borders were closed, commercial flights were cancelled, visa rules were changed, and travel was made conditional on the presentation of negative COVID tests. With all this together, hotel occupancy plummeted. As observed in other industries, some hotels reinvented themselves as quarantine units, however, one of Maputo's iconic hotels has closed its doors and one of the city's "new" units never opened. As the pandemic's not over, national hotels can, above all, rely on the internal market for both business and leisure travel, in what is a difficult blow for investors, still recovering from the previous crisis.

These are difficult times, but Prime Yield is resilient and remains focused on its national and international clients, providing them with the services best suited to their needs. More than just valuating assets, we're keen to create solutions for our clients.

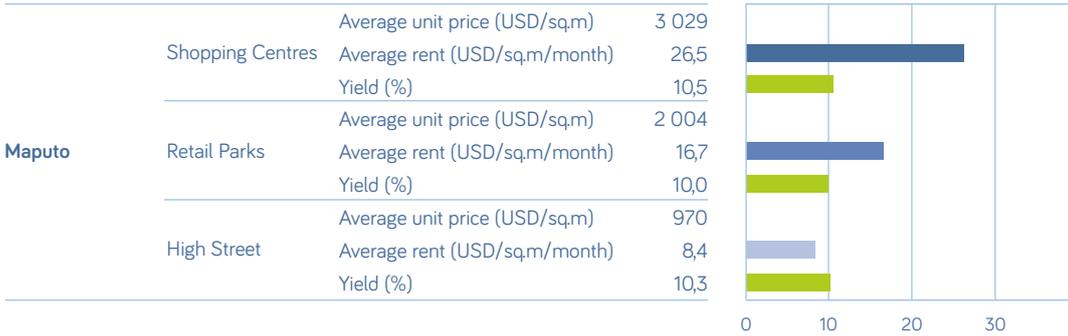
In addition to the pandemic, Mozambique has suffered with the cyclones that spread destruction and prevented good harvests in agriculture, but also by hotbeds of war in the Centre and the North. There was also a reduction in Public and private investment as well as a depreciation of the Metical against the Dollar. All of this led to an abrupt halt in the slight recovery of GDP growth, which ended up falling by more than 1%. However, and even against this troubled background, the World Bank's International Development Association (IDA) made a USD\$ 100 million grant for Maputo's urban transformation, aimed to finance infrastructure improvements and implement municipal reforms. With the vaccine and the improvements in some of the situations, forecasts for the economy are positive for 2021, with GDP expected to increase by 2.8%.

As a result of the pandemic, there was a downturn in new investments, although small and medium-sized real estate projects in Maputo, mostly by Turkish investors, remained active. The hotel market was strongly affected by the closure of borders applied for part of the year, with a negative impact on both leisure and business tourism. In Cabo Delgado region, between COVID and the war, investments have slowed down but, at least for time being, the date of entry into production of natural gas remains unchanged.



Catarina Esteves
Diretora

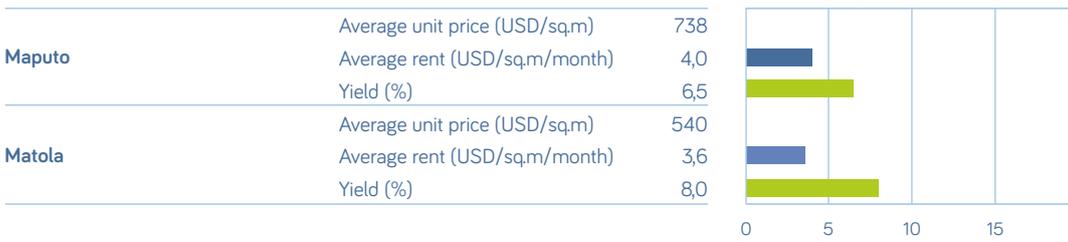
Retail



Prime Yield maintains the focus on its national and international clients, providing them excellence services best suited to their needs.

Since the opening, in previous years, of large and modern shopping centres in Maputo, Mayola and Pemba, that supply remains unchanged. Also unchanged are the socio-economic prospects that the Mozambican population's consumption levels will be boosted by the upturn in the gas-based economy. Here, as elsewhere on the African continent, the trend will be to develop shopping galleries on the outskirts of cities. Sales of stores in shopping centres or retail parks were incipient throughout 2020, with the asking-prices for spaces remaining unchanged in relation to the previous year.

Industrial & Logistics



The supply of new logistics parks in Maputo's access area (e.g. areas adjacent to the Circular and close to ports) has increased in recent years, leading to a downward trend in rents for the most obsolete warehouses. In addition, the warehouse segment has also suffered with the pandemic, the economic slowdown, and the devaluation of the Metical against the Dollar. By the end of 2020, the average rents stood at USD\$ 4.0/sqm/month in Maputo and USD\$ 3.6/sqm/month in Matola. As for sales values, average prices reached USD\$ 738/sqm in Maputo and USD\$ 540/sqm in Matola.

In addition to the impact of the pandemic, the Mozambican property market was also affected by other events, shrinking demand. However, in the housing segment, some small and medium-sized projects continue to be initiated.

Track Record Mozambique



MOZAMBIQUE
Valuation

Valuation and Revaluation
of property portfolio owned
by the bank



MOZAMBIQUE
Valuation

Valuation and Revaluation
of property portfolio owned
by the bank



MOZAMBIQUE
Valuation

Valuation of property portfolio
owned by the bank



MOZAMBIQUE
Valuation

Valuation and Revaluation
of property portfolio owned
by the bank



MOZAMBIQUE
Valuation

Valuation of office
building in Maputo,
part of the company's portfolio



MOZAMBIQUE
Valuation

Valuation of industrial facility
in Mozal, part of the company's
portfolio



MOZAMBIQUE
Valuation

Revaluation of office floors
in Maputo, part of the company's
portfolio



MOZAMBIQUE
Valuation

Valuation and Revaluation
of property portfolio owned
by the bank



MOZAMBIQUE
Valuation

Valuation and revaluation
of assets owned by the group
in several provinces
of Mozambique



MOZAMBIQUE
Valuation

Valuation of a property,
part of the company's portfolio



MOZAMBIQUE
Valuation

Valuation and revaluation of assets
owned by the group in several
provinces of Mozambique



MOZAMBIQUE
Valuation

Valuation and revaluation
of assets owned by the group
in Maputo



MOZAMBIQUE
Valuation

Valuation and Revaluation
of property portfolio owned
by the bank



MOZAMBIQUE
Valuation

Valuation of properties
and equipments
owned by the group
in Maputo's province



MOZAMBIQUE
Valuation

Valuation of a building in Maputo,
part of the company's portfolio



MOZAMBIQUE
Valuation

Valuation of properties
located in Maputo

Cabo Verde

The key to economic and real estate recovery from pre-Covid levels will be the evolution of vaccination campaigns in Europe, the continent that has the main tourism source markets to Cabo Verde.

Despite the scenario of strong pressure on the economy and real estate market, Prime Yield remains focused on providing an excellence service to its clients, supporting them in times of greater challenge.

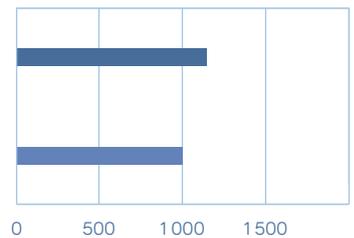
The Covid-19 pandemic had a very significant impact on the national economy, deeply dependent on tourism activity. There was an almost total paralysis of the tourism sector, which guarantees 25% of the national GDP. Tourism saw a 75% drop in the number of tourist arrivals (compared to 2019), and was one of the sectors most affected. But the negative effects were not limited to tourism, with an increase in unemployment, a drop in tax revenues and a 14.8% contraction in GDP.

Cabo Verde faces unprecedented challenges since the beginning of the pandemic, as its economy, strongly based in tourism, has been severely affected. This area has a strong correlation with the real estate sector, highly driven by the residential tourism and hotel-tourism real estate segments. Until the pandemic crisis, Cabo Verde had been reinforcing as an emerging destination worldwide with good growth rates, and gained international exposure, attracting several international brands of tour operators. The real estate market is, in this context, still in a phase of stagnation. The key to resuming pre-covid levels in terms of investment and operation will be the evolution of vaccination campaigns in Europe, the continent that has the main tourism source markets to Cabo Verde.

Residential Tourism - New Apartments

	Average price (€)	72 000
Ilha do Sal - 1-bedroom	Average unit price (€/sq.m)	1 143
	Average area (sq.m)	63
	Average price (€)	90 000
Ilha do Sal - 2-bedroom	Average unit price (€/sq.m)	1 000
	Average area (sq.m)	90

Average price per Sq,m

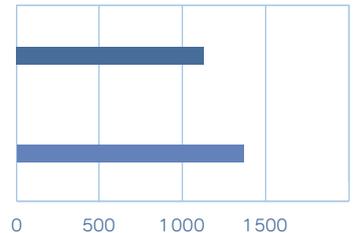


The pandemic has brought the tourism sector to an almost total standstill, with a 75% drop in the number of tourist arrivals (compared to 2019). Still, even in a framework of reduced activity, the islands of Sal and Boavista continue to be the most sought after by tourists and, in this way, also the main targets of investment either by developers in new projects or by private individuals acquiring properties for use as tourist accommodation. Obviously, in a context of low activity and compression of demand, the prices of new flats on Sal Island have fallen. There was a 14% reduction in the price of two-bedroom apartments and a 17% reduction in the price of one-bedroom apartments.

Residential - New 3-bedroom Townhouses

	Average price (€)	220 000
Ilha de Santiago	Average unit price (€/sq.m)	1 128
	Average area (sq.m)	195
	Average price (€)	205 000
Ilha do Sal	Average unit price (€/sq.m)	1 367
	Average area (sq.m)	150

Average price per Sq,m



This segment denotes a strong weight of emigrated Cape Verdean buyers and was therefore especially exposed to the negative impact of the pandemic, with the scenario being one of total stagnation. The prices of V3 villas in Santiago Island and Sal Island did not exhibit great oscillations compared to 2019, compressing about 4% and 8%, respectively, but this little accentuated movement is due, however, more to the lack of evidence of transactions, rather than to a sustaining of the value.

Hotels

Cabo Verde	Overnight stays 2018	5 117 403
	Overnight stays 2019	1 150 641
Cabo Verde		39
Ilha da Boavista	Occupancy rate 2019 (%)	64
Ilha do Sal		43

Occupancy rate (%)



Cabo Verde had been experiencing growth in the several tourism indicators, with 2019 seeing a record 819,000 tourists. And the government's goal was to reach one million tourists per year from this year, a scenario that was changed with the pandemic. Due to Covid-19, hotels recorded a 74.7 % decrease to about 207,000 guests (year-on-year 2019) and overnight stays fell 77.5% to 1.2 million overnight stays. Hotels continued to be the most popular establishments (87.4% of the total) and it continues to be the British who most seek this destination (19.4% of total arrivals) and who stay the longest (7.6 nights). Other important markets include France (10.3%), Germany (11%), the Netherlands (10.3%) and Portugal (6.1%). The bed occupancy rate was 39% in the country (55% in 2019), with the islands of Boavista and Sal recording the highest rates - 64% and 43%, respectively. The tourism sector contributed 25% of GDP in 2019 and is not expected to recover to pre-pandemic levels until 2023. Investment has not stopped, and even in the middle of the pandemic, Sal Island has a new five-star unit, which is also the largest (about 1,000 rooms): the RIU Palace Santa Maria Hotel.



Celestino Moreira
Director



Prime Yield is prepared to support its clients in the most challenging times, such as those currently being experienced in the Cabo Verde market.

Strongly based on tourism activity, the economy of Cabo Verde has been severely affected by the pandemic, which inhibited tourism flows worldwide. The real estate market, which is highly correlated with this area, has been paralyzed.

Track Record Cabo Verde



CABO VERDE
Valuation

Valuation of land plot located in Santiago Island



CABO VERDE
Valuation

Valuation of industrial facilities in Santiago island



CABO VERDE
Valuation & Consultancy

Residential Tourism study and valuation of portfolio "Project Nata II"



Banco de Cabo Verde

CABO VERDE
Valuation

Valuation of the new headquarters building and other assets of Banco de Cabo Verde



CABO VERDE
Valuation

Valuation of building located in Cidade da Praia



CABO VERDE
Valuation

Valuation of a set of properties located in Fogo, Sal, São Vicente and Santiago islands



CABO VERDE
Valuation

Valuation of properties located in Sal Island



CABO VERDE
Valuation

Valuation of Salinas beach Resort located in Maio island



CABO VERDE
Valuation

Valuation of Vila Verde Resort and a set of properties located in Santiago and Sal Islands



CABO VERDE
Valuation

Valuation of Salinas Sea Resort located in Sal island



CABO VERDE
Valuation

Valuation of several land plots located in Cidade da Praia



CABO VERDE
Valuation

Valuation of land plot located in Santiago island



CABO VERDE
Valuation

Valuation of land plots in Baía de Salamanca, São Vicente island



CABO VERDE
Valuation

Valuation of several land sites in Sal island



CABO VERDE
Valuation

Valuation of land plot located in Santiago Island



Unique Realty Collection
PROPERTY & VACATION OWNERSHIP

CABO VERDE
Valuation

Valuation of land plot destined for a resort located in Santiago island



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