

Vanguard Properties

The Finest Portuguese Real Estate Collection
Inspired by Art, Designed for Living.

Inspired by Art, Designed for Living.

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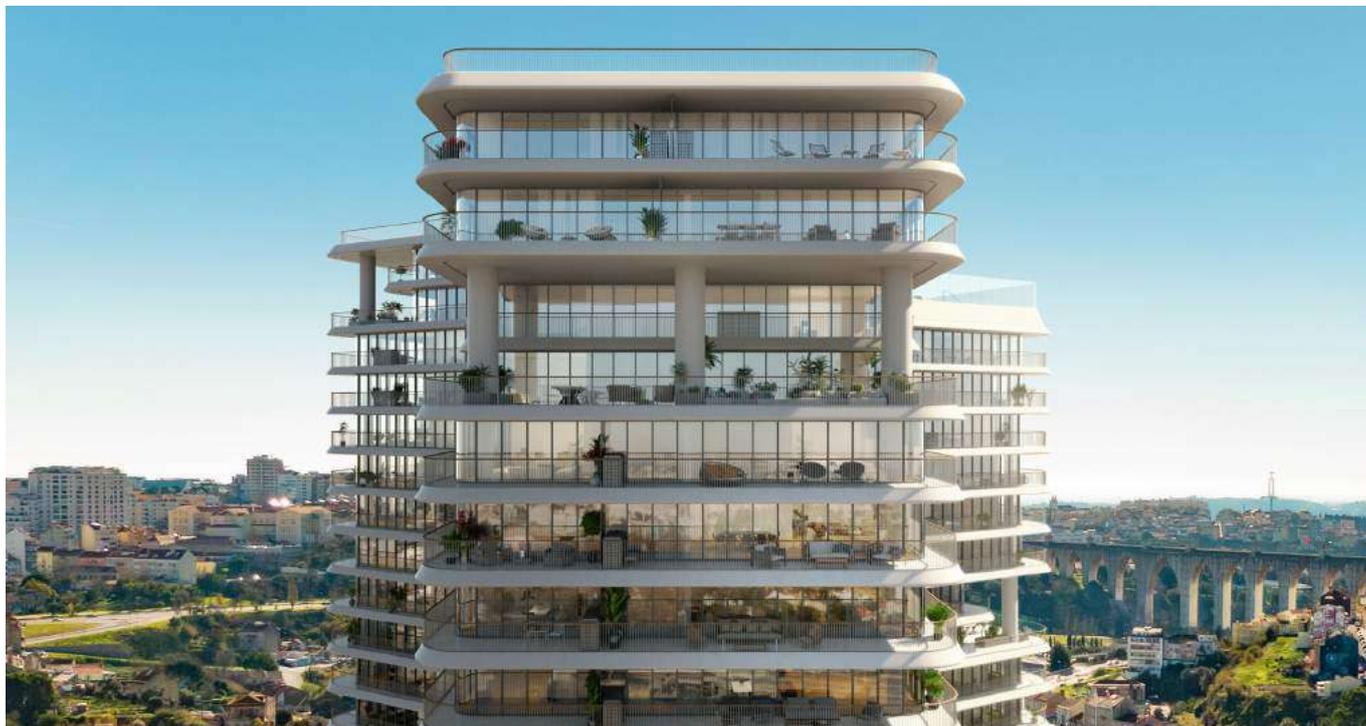
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ABOUT



US



UPGRADING THE FUTURE

Vanguard Properties is a leading real estate developer focused in the Portuguese market, with a special focus on residential and touristic developments. Currently we target the premium and high-end segments. Soon shall be launched few projects aiming the mid segment. We strive to create unique products, linked with art, contributing to the upgrading of the cities where we invest:

Castilho 203 | A Living Masterpiece: Is the first high-end residential development in Lisbon. A tower with 13 floors plus rooftop, with 19 very exclusive apartments, indoor and outdoor condo pools, spa, gym, parking and an amazing penthouse with a private pool and rooftop with 360° views.

Infinity | Living Beyond: The future highest residential building in Lisbon with impressive 26 floors, inside a condominium and an amazing architecture, full of services such as pool in the 24th floor, indoor pool, spa, gym, garden, padel court and parking.

A'Tower | Urban Feel: A urban and luxury building located in the hearth of Amoreiras district, with an amazing design and features, such as a rooftop pool (16 floor), gym, spa, parking with amazing views over Lisbon skyline.

Vanguard Properties was founded in 2016 by Claude Berda and José Cardoso Botelho, currently with offices in Lisbon, Algarve and Comporta.

The group currently develops more than fifteen projects in Lisbon, Oeiras, Comporta and Algarve, with a total GCA of approximately 350,000 sqm.

Vanguard Properties is completing the acquisition of the largest and best plots in the world renowned Comporta area, for residential, hotels, apart-hotels and condo touristic developments, with a total GCA of 650,000 sqm spread in over 1,380 hectares of land¹. In this amazing site with over 60 kms of an unspoiled sea front, one hour from Lisbon, is referenced by many influential opinion leaders as “Europe’s Hamptons”. Vanguard Properties will develop a high-end, sustainable and extremely attractive concept, seasoned with sports academies, wellness centres, health-care facilities and others.

¹ In a partnership with Amorim Luxury group, where Vanguard Properties holds 88% of the investment.



“I’VE BEEN TO VARIOUS PARTS OF THE WORLD AND PORTUGAL CONTINUES TO AMAZE ME. IT IS A FANTASTIC COUNTRY BECAUSE OF THE QUALITY OF LIFE, CLIMATE, SECURITY AND THE WAY PEOPLE-
THINK AND LIVE.”

The Founder
CLAUDE BERDA

The Developer is owned 100% by Port Noir - Investment S.à.R.L (“PNI”), with its headquarters in Luxembourg and managed by Mr. Claude Berda. Claude Berda is the Founder and former President of AB Groupe, the leading independent publisher, producer and distributor of content in France.

-The biggest private investor in Switzerland, owns more than 200 Real Estate assets (offices and residential) located in Geneva. The Group develops 80 Real Estate projects, namely the Quartier L’Etang, which is a 11ha property with surface building rights of 250.000 sqm, the largest project being developed in Switzerland.

In October 2015 Claude Berda visited Lisbon. After a quick four-day trip, he decided to invest. Soon after, together with José Cardoso Botelho, Vanguard Properties was founded.

Claude Berda and Vanguard Properties are currently major players in the real estate investment and development market in Portugal.

José Cardoso Botelho since 1988 has been an entrepreneur and investor in various ventures in the areas of real estate, fashion retail, software, medical devices, composite materials and heating systems.

From early age accompanied his father, an entrepreneur, in site visits of new developments and grow his passion for “doing” and the real estate.

In October 2015 Claude Berda visited Lisbon. After a quick trip, Claude and José decided to establish a partnership to establish the leading residential player in Portugal - Vanguard Properties was born!

“PORTUGAL IS BLESSED BY A MILD AND TEMPERATE WEATHER, PEOPLE HAVE A QUIET AND SAFE LIFE IN A PLACE WHERE TRADITION GOES WELL WITH MODERNITY. APART FROM THAT, PORTUGAL HAS ONE OF THE LOWEST COSTS OF LIVING IN THE WESTERN WORLD.”

The CEO

JOSÉ CARDOSO BOTELHO



Team Vanguard Properties



FILIPA ABREU TEIXEIRA

CFO

Chief Financial Officer of Vanguard Eagle Asset Management since August 2017. Before joining Vanguard Properties, she worked in Haitong Bank (former Espirito Santo Investment Bank) as senior associate in acquisition and structuring financing division. Previously worked in Deloitte as tax consultant in the transfer pricing area. Filipa Abreu Teixeira was born in Lisbon, Portugal. She has been Filipa holds a degree in economic and financial management from ISG - Business & Economics School and accomplished several post-graduate courses.



PEDRO AGUARDELA

Project Director

Pedro Aguardela was born in Lisbon, Portugal. He has been Project Director of Vanguard Eagle Asset Management since April 2017. Before joining Vanguard Properties, he worked in Hasnaqui FCM Construction SPA in Oran, Argélia as General Manager.

Previously he worked in Edificadora Luz & Alves, Lda as construction coordinator director and in Engil, S.A. as construction director.

CARLOS TEIXEIRA

Project Director

Carlos Teixeira was born in Lamego, Portugal. He has been Project Director of Vanguard Eagle Asset Management since November 2017. Before joining Vanguard Properties, he worked in CINCLUS – Project Management, S.A. as executive director.

Previously worked in Mota Engil Group as technical director and in SLN Imobiliária SGPS S.A. as Project Manager. Carlos holds a degree in Civil and Military Engineering from Military Academy.



OUR



PROJECTS





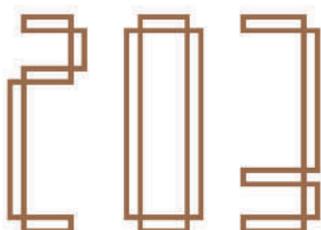


UNDER CONSTRUCTION



CASTILHO 203

C A S T I L H O



A Living Masterpiece

Castilho 203 offers two living concepts under one roof – City Flats and Sky Flats – and creates art in the city, with its imposing structure clad in white tiger skin marble combined with glass and bronze elements. In the entrance lobby the building welcomes its residents with a work created exclusively for this space by José Pedro Croft, a renowned Portuguese artist.

As far as the seventh floor the City Flats enhance the relation with Eduardo VII Park, with its green spaces creating a colourful canvas framed by the windows. A new way of relating to the city and feeling life take shape on your doorstep.

From the eighth floor upwards Castilho 203 brings a new concept of exclusivity, the Sky Flats, raising each apartment to an even higher level, showcasing the judicious selection of top-of-the-line finishes and the stunning panoramic sea and river views.

Castilho 203 offers a unique concept of high-end exclusivity.

Set over 13 floors with only 19 two- and three-bedroom apartments of exceptional contemporary design, the condominium has private parking, a gym, two communal indoor and outdoor swimming pools and a solarium. Concierge services and valet parking complete the experience with assistance 24 hours a day to help fulfil all requirements.

FEATURES

MAGNIFICENT PANORAMIC VIEWS

Whilst the apartment interiors stand out with their exquisite materials and finishes, the exterior offers an unparalleled scenario. Take inspiration from the magnificent 360° views stretching from Eduardo VII Park via the historic city centre to the south bank of the river Tagus. These vistas provide a flow of daylight into each unit through the large windows, enticing you to enjoy the generous-sized balconies and the terraces suspended over the treetops.

On the top floor the penthouse defines a new standard of luxury in the city. The spacious areas of this impressive apartment extend out to an equally generous terrace, with its own swimming pool and breath-taking views. An authentic work of art crowning the building with charming and elegant details, designed to exceed the highest expectations.



- | | |
|--|---------------------------------------|
| 14 Floors | Parking |
| 19 Apartments | Gym SPA |
| 2 - 3 Bedrooms | Concierge services |
| 1 Penthouse with outdoor swimming pool | 2 Swimming pools (indoor and outdoor) |



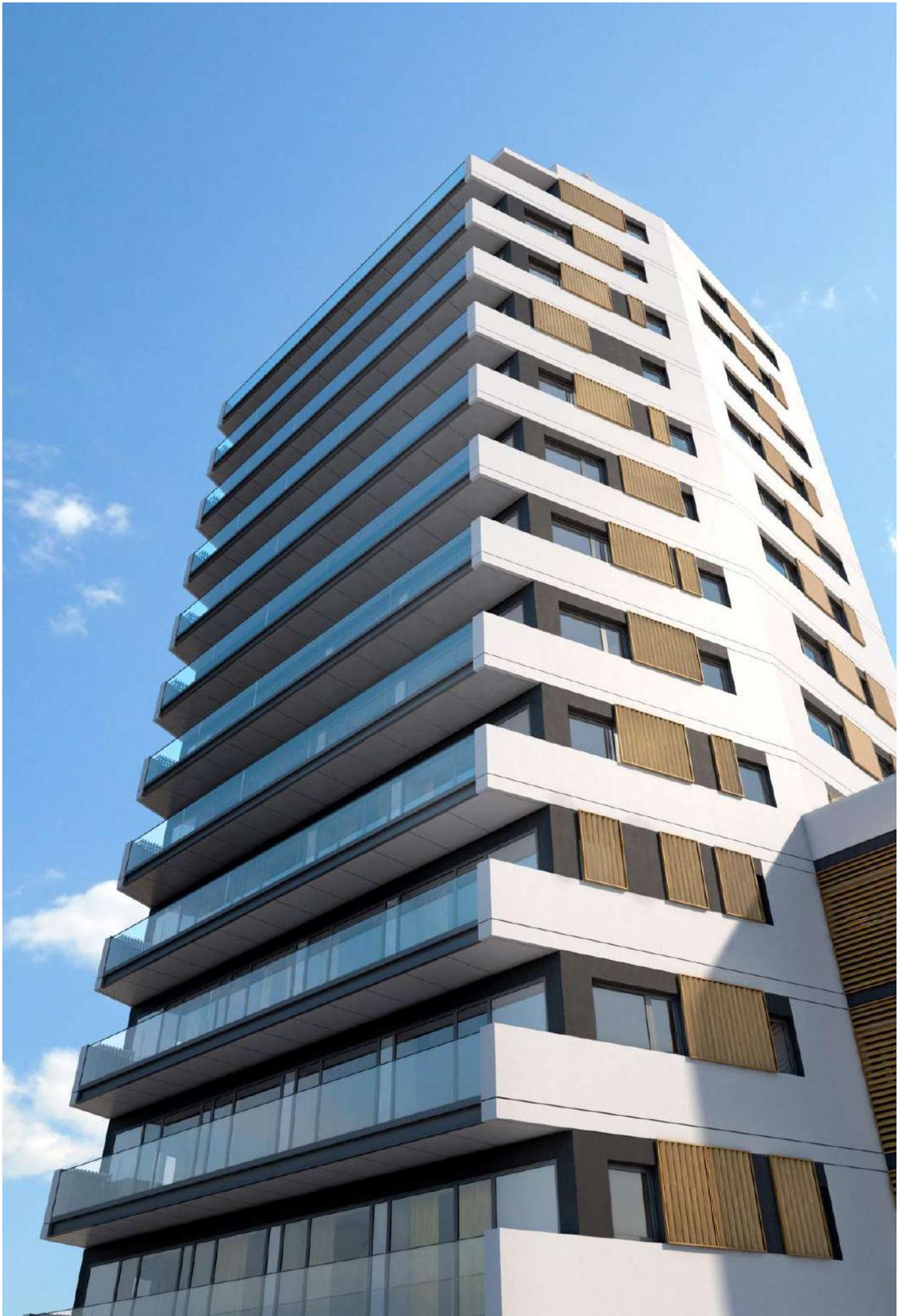
EXCLUSIVITY AS A CONCEPT

As part of Vanguard Properties' commitment to introduce art into all its projects, the Portuguese artist José Pedro Croft was invited to create an exclusive piece for the building's lobby.

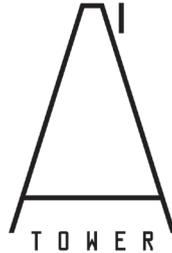








A' TOWER



A M O R E I R A S
F L A T S

URBAN FEEL

A'Tower makes a statement as a tower with modern, dynamic lines highlighting its urban character. Vibrant, desirable, with an inspiring personality, it was created by the Saraiva + Associados architectural practice, in a creative process where centrality and modernity prevail.

The spacious terraces with their powerful visual impact offer panoramic views of the city. The interiors with their discreetly simple innovative materials adapt to the personality of those who choose to make this their home.

With units ranging from one-bedroom to five-bedroom apartments, this will always be a cosmopolitan address, sought out by determined professionals, with modern families and sophisticated tastes who identify with this state of mind.

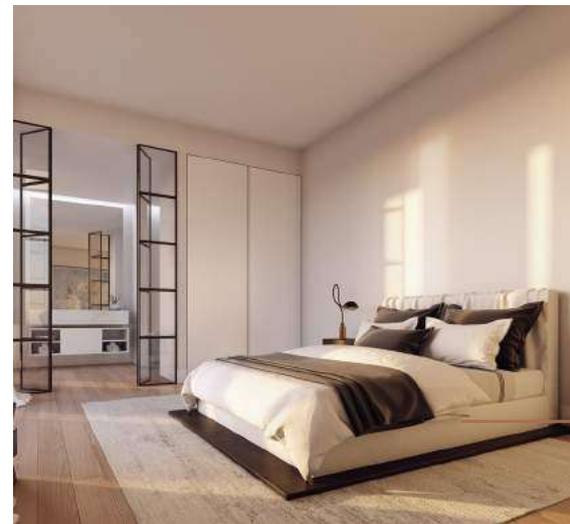
Just 28 apartments set over 15 floors guarantee the individuality and exclusivity of those who choose A'Tower as their home in Lisbon.

FEATURES

WITH GYM, SPA AND 24-HR SECURITY, SLOWING THE URBAN PACE IS A SIMPLE MATTER

One of the striking characteristics of A¹ Tower is its capacity to create different dynamics between public spaces and private zones. Whilst the communal areas give priority to the contrasts that highlight the nature of city living with the juxtaposition of sophisticated colours and organic materials, the private areas are sublimated by the quietude of the light tones of the paintwork and the wood.

The swimming pool and the gym have sober and sophisticated ambiances to be enjoyed in absolute tranquillity. The chill-out zone helps one leave the urban spirit outside the door and enjoy the days – and the nights – to the full.



- | | |
|--------------------------------------|----------------------|
| 16 Floors | Parking |
| 25 Apartments | Gym |
| 1 - 5 Bedrooms | Concierge services |
| 1 Rooftop with outdoor swimming pool | Indoor swimming pool |

A NEW ICON IN LISBON'S SKYLINE

As one of the city's convergence points, accessibility and convenience are key for living peaceful days of personal fulfilment. The interior design, excellent materials and luxurious simplicity of A' Tower offer a safe and original form of city living.









TOMÁS RIBEIRO



Tomás Ribeiro 79 enjoys a superb location between Saldanha and Marquês de Pombal, very close to Eduardo VII Park, the Hotel Sheraton and El Corte Inglés department store. The project has 28 luxury apartments, ranging from one to four-bedroom units.

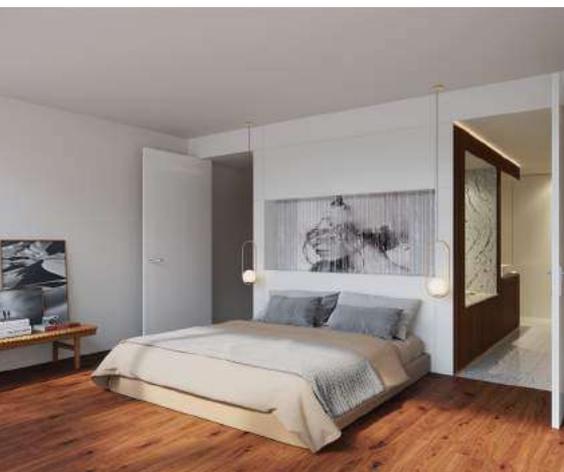
FEATURES

Tomás Ribeiro 79 stands out because of its centrality and its neighbourhood, outfitted with modern infrastructures and support services. Its contemporary architecture merges seamlessly into the surroundings and the materials used provide a modern touch that is appreciated by all those who wish to live in the heart of Lisbon.

IN THE HEART OF THE CITY



- | | |
|----------------|----------------------|
| 8 Floors | Concierge services |
| 28 Apartments | Indoor swimming pool |
| 1 - 4 Bedrooms | Parking |









MUDA RESERVE



Located in the village of Muda, in Comporta, this real estate project offers a new vision of a traditional Alentejo village, built from the ground up, with homes, villas and surrounding farms.

Muda Reserve combines a rural lifestyle with all of the convenience and security of modern life, in a privileged location where the countryside and nature merge with kilometres of beaches and golden sand, golf courses, marinas and exceptional natural and historical heritage.

A unique refuge to be discovered just one hour from Lisbon, with 350 hectares in harmony with nature.

FEATURES

ONE FOOT ON LAND AND THE OTHER IN THE SEA

Quintas da Aldeia is made up of 50 rural plots complete with all infrastructures: access roads, water networks (for agricultural use, firefighting and human consumption), electricity and telecoms.

Here you can build a house measuring up to 500 sq.m. in area. You can either contract your own architectural project or opt for one of the solutions we have to offer, designed by renowned architectural practices: Sarai-va + Associados, Conceitos de Arte, Intergaup, GCCM and RSM.

In addition to coming complete with all infrastructures, Quintas da Aldeia are also prepared for farming on a domestic scale, with about half an hectare each, where vegetables, herbs or other crops, organic or otherwise, can be grown for home consumption.

Quintas da Aldeia is a new living concept combining the countryside and the beach, with the convenience and security of modern life.

This rural residential project will develop around the future Aldeia da Muda – a new village built from scratch, inspired on traditional Alentejo architecture – and it will benefit from all the same infrastructures: church, playing fields, playground, support shops such as grocery, mini-market, restaurant and newsagent.

Imagine living in the comfort and privacy of a Quinta, with all the convenience, infrastructures and support services available in a village.





EMBRACED BY NATURE

Build your dream house here in the best of both worlds: between the green forest and the blue sea.



VILLAGE FARMS



50 Plots

4 to 6 hectares plots

Up to 500 sqm of construction area

Fully infrastructured





VILLAGE VILLAS



150 Villas

2 - 4 Bedrooms

100 to 200 sqm





VILLAGE TOWNHOUSES



50 Units

Studio - 3 Bedrooms

50 to 200 sqm







WHITE SHELL



The White Shell development is located in the tranquil fishing village of Porches in the Algarve. Originating in the mid-sixteenth century, Porches still bears traces of its Roman occupation and is famous throughout this region for its wine and its pottery. The area around Porches is famous worldwide for its beautiful beaches.

FEATURES

White Shell, the 4 star tourist resort, consists of 55 accommodation units with 3 different options in terms of its villas.

The concentric architectural arrangement around the central leisure space gives White Shell its distinctive image, enhancing a feeling of community and family that is essential to benefit to the full from the living experience.

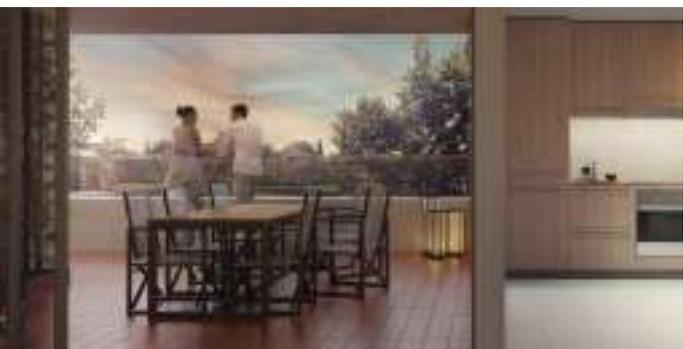
The colours of its minimalist, contemporary design, closely linked to the landscape and the region, were inspired by the unique tones of the Algarve soil, reflected in the selection of terracotta floors and walls, and also in the vegetation, which includes typical trees such as almond and carob. The villas were also given a unifying note, creating a more natural and comfortable but simultaneously sophisticated and harmonious interior.

White Shell includes communal heated swimming pools – with poolside bar – a multipurpose games field and a padel court, children’s playground, spa, gym, assorted services, covered car park and concierge services.

The swimming pools are located in the central leisure space and help create a sense of community for the residents, whilst the spacious landscaped areas are conducive to outdoor activities in a Mediterranean lifestyle, recreating a simple and sustainable ecosystem.



LIVE BY THE SEA



White Shell is a mere 400 metres from the beaches of Senhora da Rocha and Praia Nova, and also within easy reach of other magnificent beaches in the region.

Located in the western part of the Algarve, Porches is connected to the main roads (Via do Infante and EN 125), just 40 minutes from Faro International Airport and less than 15 minutes from the main golf courses in the region.

White Shell, a luxury eco resort, has been developed with a strong commitment to sustainability, offering a unique but differentiated space with great environmental quality. The villas were designed to provide total comfort in terms of heating, acoustics and light, without compromising energy efficiency and economy of resources. The materials were selected on the basis of environmental criteria, reducing the building's carbon footprint and ensuring the quality of the indoor air.

Water and energy equipment and consumption systems comply with efficiency standards leading to optimised utilisation costs.

Encouraging people to adopt a healthy lifestyle is an integral part of our sustainability measures, provided through outdoors spaces with a predominance of local flora, and roads and accesses encouraging walking and cycling.





- | | |
|---------------------------|---------------------------|
| 2 Floors | Padel court Games court |
| 20 Villas (55 Apartments) | Health Club Gym |
| 1 - 3 Bedrooms | Parking |
| Swimming pools | Concierge services |









UNDER DEVELOPMENT



INFINITY

I N F I N I T Y

living beyond

INFINITY will be an iconic project for the city of Lisbon, probably the tallest building in the city centre, set over 26 floors with approximately 33.000 sq.m. above ground, 195 units ranging from studios to 6-bedroom apartments and about 350 private parking places underground.

FEATURES

Infinity is a residential tower in a contemporary architectural style, it's design answering to the preferences of urban minds.

It will almost certainly be the tallest residential tower in central Lisbon, with 26 floors above ground reaching a height of 90 metres, defining a new skyline in Lisbon.

The project features a large-scale residential product with a great range of typologies, equipment and services, addressed to the upper-middle and upper classes – residents and investors –, both foreign and Portuguese.

It has a privileged location near Monsanto National Park with easy access to the Eixo Norte-Sul (the North-South highway) within quick reach of the airport, 25 de Abril and Vasco da Gama bridges, hospitals, the riverside area and also linking to a number of motorways.

Close by you will also find the Zoo, the French Lycée, the German School, Park International School, Águas Livres Aqueduct, the Calouste Gulbenkian Museum, El Corte Inglés department store, Nova University, among others.

This is one of the areas of Lisbon with the best public transports: metro, train, buses, and the coach terminal, all within a hundred metres.



INFINITY IS NOT JUST A HOME, IT'S A LIFESTYLE

Nature, River and City Flats

26 Floors

195 Apartments

Studio - 5 Bedrooms

Outdoor and Indoor swimming pools

Padel court

SPA

Parking

Concierge services









ALTO DO FAROL



ALTO DO FAROL
FOZ DO TEJO

Whether in Alto do Farol's houses or Alto do Rio's apartments, you will always start the day with a privileged view over the blue of the Tagus river and the Atlantic Ocean. But it's not only the blue. Nearby you will find Jamor National Park with its 365 hectares of wide green areas and a choice of 16 different sports facilities to offer.

FEATURES

An idyllic scenario with a wide range of services, strategically located between Lisbon and Cascais/Estoril.



A BALCONY OVER THE TAGUS



Residential, Offices, Retail, Hotels, Leisure and Restaurants

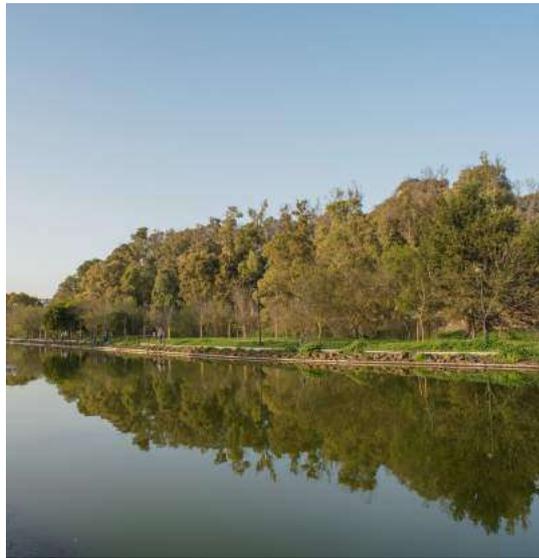
Swimming pools

Sport Facilities

Health Club

Parking

Concierge services









ALTO DO RIO



LIVING ABOVE

At Alto do Rio your day invariably begins by enjoying the fantastic view over the blue of the Tagus River and the Atlantic Ocean.

But blue is not the only feature for which this development is famous for right next door are the 365 hectares of green spaces and forest of Jamor Park with 16 sports and open-air activities on offer.

An idyllic scenario in a privileged location.

FEATURES

Alto do Rio is located in Caxias in the municipality of Oeiras.

This is an urban development with a range of services – housing, offices, shops and entertainment – in an exceptional location with excellent access to Lisbon and the north as well as to Estoril, Cascais and Sintra.

Alto do Rio belongs to one of the country's most developed municipalities and is also close to the main business parks housing a large number of Portuguese and multinational corporations.

Given the characteristics of the terrain, practically all the areas to be built have river and sea views.

The architecture project will be coordinated by Saraiva + Associados.

Given its dimensions and the diversified offer of housing and support services such as the concierge service, Alto do Rio aims to create a new centre in the municipality of Oeiras, a small town facing the blue of the Tagus and the green of Jamor Park.



A BALCONY OVER THE TAGUS

Residential, Offices, Retail, Hotels, Leisure and Restaurants

Health Club

Swimming pools

Parking

Sport Facilities

Concierge services









BAYLINE



Bayline is the only resort in Algarve able to claim a beachfront location. A gated luxury condominium with 2 ha of gardens, indoor and outdoor pools, spa, gym and games court. All in the matchless surroundings of Lagoa dos Salgados and Praia Grande bay.

FEATURES

Imagine waking up to 6 km of golden beach and the calm waters of the sea. Open your doors and enjoy how Lagoa dos Salgados feeds into Praia Grande, where the blue of the sea and the green of nature merge in a unique combination that is a real privilege to witness.

Where the lagoon meets the beach...

Blessed by the sun almost all year round, Armação de Pêra is a unique town where the ocean, the lagoon and nature merge together in an unusual landscape at one with the surroundings. Its beaches – some of the longest in the Algarve – boast the Blue Flag, signifying environmental excellence, safety, wellbeing, support infrastructures, information to users and environmental awareness.

Go with the flow...

Armação de Pêra is considered one of the more biodiverse areas of the Algarve coast, filled with flora and fauna, including innumerable aquatic birds such as the large grey heron or tiny sandpipers.

Enduring traditions...

Armação de Pêra started life as a fishing village. At dawn you can see the fishermen, mariners famous for their expertise and bravery, come back to port in their brightly coloured boats from yet another hard day's work.





BEACHFRONT LIVING

The bay of Praia Grande de Pêra extends for about 7 kms, most of them alongside Lagoa dos Salgados, protected nature reserves and golf courses. An environmental paradise on your doorstep.



A land of unique flavours...

Walking along the beach you will find esplanades and restaurants to suit all tastes. Cockles and clams are excellent appetisers whilst fish still fresh from the sea is eaten with Algarve potatoes and the smell of roasting meats can be scented from afar. The typical Dom Rodrigo sweets and fresh fruit lend an original touch to end any meal.

Mingle with the local culture...

During the summer the streets are crowded, many drawn by the festivals. Dance, music, art and gastronomy are the inescapable ingredients that reflect the culture and encourage convivial exchanges between tourists and local residents.

Seize the day in harmony with nature...

Go diving to see a diverse range of marine creatures; birdwatchers can thrill at the sighting of the birds that live here for part of the year.

The spacious landscaped gardens invite you to a game of golf with friends and for bicycle rides. At sea, surf, stand-up paddle boarding and canoeing offer a different way to spend an enjoyable day.

A privileged view over the sea...

Bayline, in Armação de Pêra, is the only residential resort in Algarve facing the sea and practically on the beach. The lagoon and Praia Grande offer breathtaking views that enfold the verandas in a unique and relaxed ambience.

Unique and exclusive...

Thoughtfully designed for wellbeing and a unique lifestyle, Bayline is a private condominium with 2 hectares of gardens, indoor and outdoor pools, spa, gym and games court. It also offers a concierge service and private parking.



- | | |
|----------------|--------------------|
| 5 - Floors | Health Club |
| 256 Apartments | SPA |
| 1 - 3 Bedrooms | Parking |
| Swimming pools | Concierge services |
| Games court | |







THE SHORE RESIDENCES

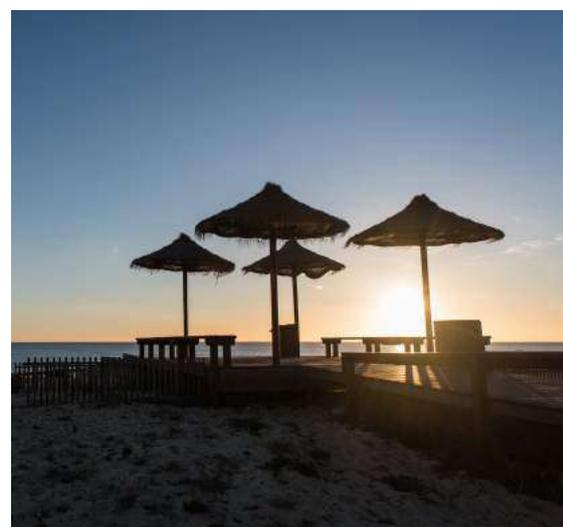
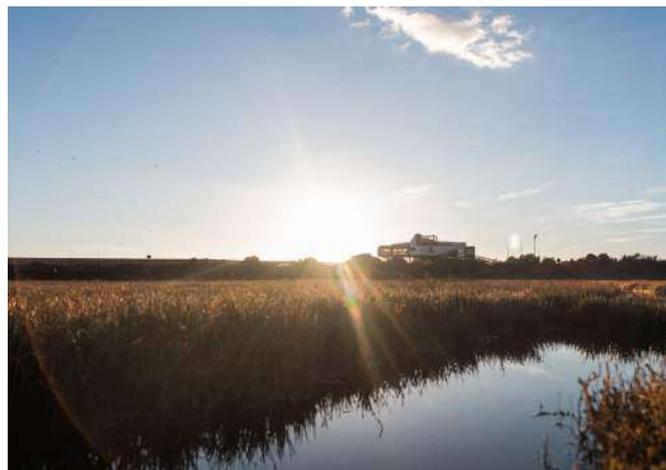


Right next to Quinta do Lago, opposite Ancão Beach, it would be hard to find a better location for The Shore Residences.

A luxury condominium, with only 26 apartments, at the very heart of Algarve's Golden Triangle.

FEATURES

The Shore Residences are set within the beautiful Ria Formosa Park, a natural paradise of flora and fauna in one of the Algarve's most exclusive areas. It is located in the quiet Clube do Ancão, adjacent to Quinta do Lago, on an elevation offering magnificent views to the Atlantic, the lake, Ancão and Vale do Lobo beaches and the oversized umbrellas pines that are typical of this region. The project will comprise 26 apartments with two to four bedrooms, two penthouses with private swimming-pools, two communal pools (indoor and outdoor) and a Wellness Centre with a gym. In addition to these facilities The Shore Residences will offer its proprietors a full concierge service.



2 Penthouses with terraces

26 Apartments

2 - 4 Bedrooms

Indoor swimming pool

Outdoor swimming pool with jacuzzi

SPA | Gym

Parking

Concierge services



TIMES IS PRECIOUS

The Shore Residences will become a preeminent development in the most exclusive zone of the Algarve: the so-called “Almancil Golden Triangle”.

With only 26 units in contemporary architecture, with a superb location on Ancão Beach, this is set to be yet another reference Vanguard Properties project.



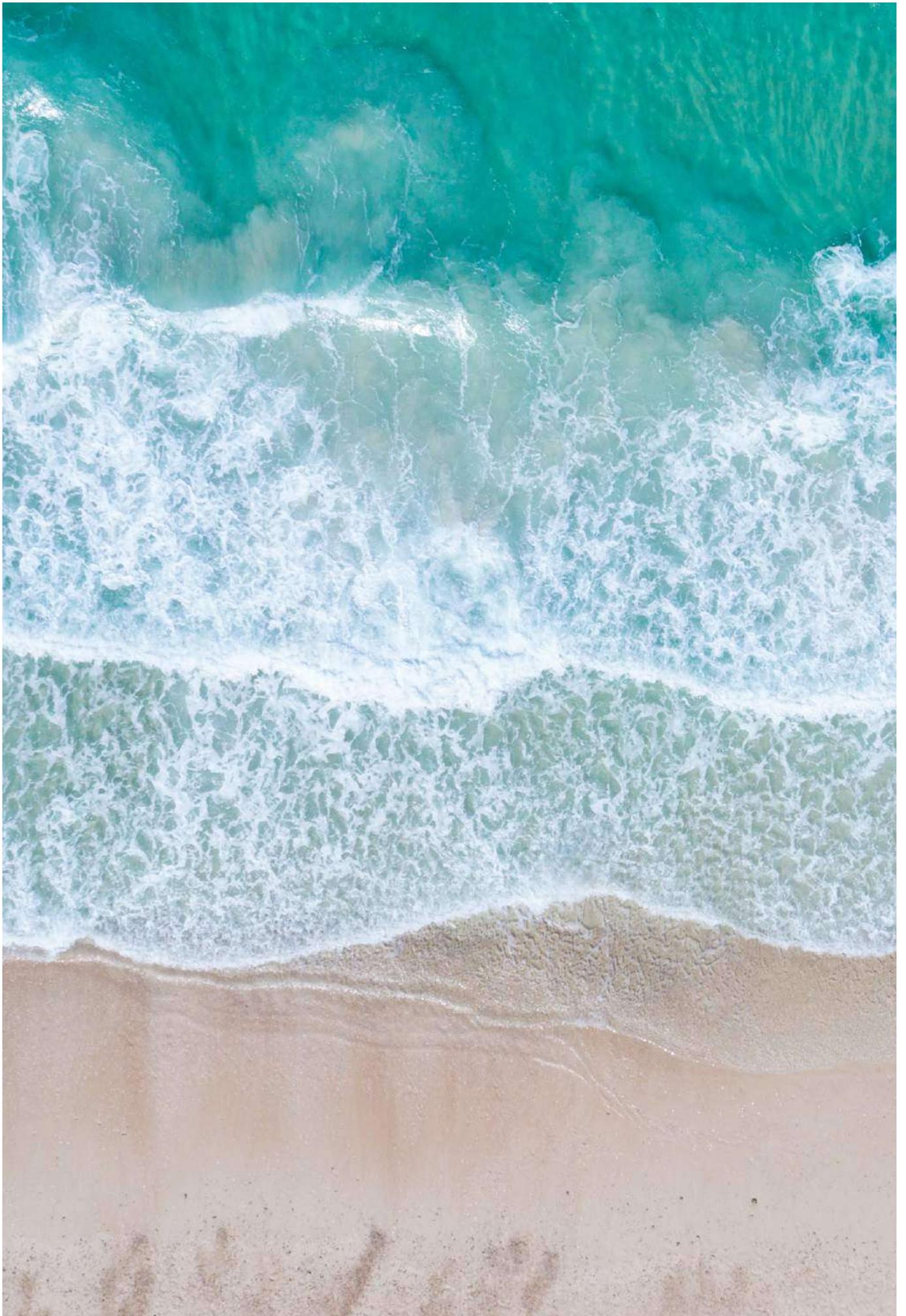








NEW ACQUISITIONS



COMPORTA

Internationally recognized for its white sandy beaches, unparalleled surroundings, eco-friendly atmosphere and economic lifestyle, Comporta is becoming a worldwide leisure destination, also benefiting from its privileged location at one-hour car distance from Lisbon. The brand Comporta is the best-known location among the international elite travellers and investors.

FEATURES

The Comporta Project integrated within Herdade da Comporta – a 12,500 ha property – comprises 1,380 ha of beachfront land, which are to be developed in two main projects:

- Comporta Dunes: with direct access to the beach and covering an area of 551 ha, Comporta Dunes will comprise 16 sellable macro-plots, with residential/touristic villas, hotels, aparthotels, a beach club, a golf course designed by David Kidd and a clubhouse by Souto Moura.

- Comporta Links: this macro plot covers an area of 365 ha, comprising a range of residential units, touristic villas, hotels, aparthotels, common areas and a golf course.





VANGUARD PROPERTIES RECENTLY REGISTERED "TERRAS DA COMPORTA" BRAND FOR ITS COMPORTA PROJECT.

The Project foundations is sustainable development through the perfect blend of infrastructures and the sense of untouched landscape, namely through a low construction density project. In addition, it will offer a unique lifestyle experience by promoting the local culture and community while preserving the destination's authenticity, around three key axes: Sea, Land and Community!



SERVICING



COMPANIES

Vanguard Properties is a completely integrated real estate platform covering the entire development and sales process value chain. Vanguard Properties creates the concept for each development and retains an independent architecture firm to design each project. Then each project has a dedicated project management team, in charge for the asset until its completion, licensing and delivery.

VANGUARDEAGLE - ASSET MANAGEMENT. LDA



Vanguard eagle is responsible for the asset management of all investment vehicles operating under the umbrella of Vanguard Properties.

Currently, the seasoned team is composed by more than 20 people, covering the areas of general management, finance, treasury, project management, architecture, social media, marketing and sales.

At the present time Vanguard Properties is composed by 25 SPV's naveged by Vanguard eagle, Lda and the fully owned Real Estate Fund Invesfundo V (soon to be designated "Foz do Tejo"), managed by Insula Capital SGFII.

UP STAY - GESTÃO IMOBILIÁRIA, LDA



UP STAY
Accommodation and Details

The company holds a real estate brokerage license and is responsible for managing the residential and touristic condominiums and post-sales services and support systems. The firm also manages a digital concierge system.



Vanguard Properties development platform has been able to purchase, design and submit/approve by the proper authorities, in less than 24 months, its projects. Such timing reflects the high efficiency of Vanguard Properties our development platform.



VANGUARD



STARS

ABOUT

Vanguard Properties actively promotes programs aiming the civil society. One program, Vanguard Stars intends to encourage the practice of sports, with a special dedication to tennis among the young people.

We believe that practicing competition sports, improves physical and mental strength, by disciplined and focused training, enhance of the self-esteem, confidence, leadership, among other features that will pay a main role in their future professional careers.

Attending our believes, in 2018, it was launched the Vanguard Stars initiative dedicated to children U10 and U11, in which we sponsor the organization of tournaments with professional structure and unique conditions. Aiming not only to motivate the young players but also supporting the parents through the attribution of high-quality prizes in Wilson material.

In 2018, the Vanguard Challenger consisted in 3 tournaments in Lisbon, Oporto and Vilamoura, and a Masters at the end of the year in Lisbon.

Before the Masters we provide a Gala, for the 32 players that had qualified, their families and plenty of other special guests. During last year Gala, we reunited the Stars of the present with the Stars of the future by having the presence of 3 players from Portuguese Davis Cup, the 2nd 3rd and 4th best in Portugal. In a night full of surprises, the Vanguard Infinity Cup was revealed. Its design was inspired by Vanguard Properties project, Infinity. Vanguard Infinity Cup is 150cm high, it will be where every years Masters' winners will have their names eternalized.



Figure 1 From paper to reality, this cup was idealized by our team together with design specialists



After more than 450 registrations and 885 matches been played in 2018, the success of this initiative pushed us to the next step, making it international. And so it was, in 2019, Vanguard Stars International Circuit is now composed 5 tournaments: Madrid, Lisbon, Oporto, Paris and Vilamoura, plus the International Masters that it take place in Lisbon at the end of the year.

In every tournament our main goal is children happiness, that we provide by ensuring the quality of the tournament, starting with choosing the most adequate Club.

The latest example was in Paris, were Vanguard Stars took place at the notable club Paris Jean Bouin. Paris Jean Bouin, receives matches during Roland Garros and also serves as practicing courts having names as big as Roger Federer and Rafael Nadal... and now our Stars.

During each tournament, in order to store as many memories as possible, we rely on a professional media team that creates Vanguard Press. It is an initiative that co-exists in every tournament, making children feel like real Stars during interviews, video and photo shootings. We have interviewed visitors like Raúl González, Thibault le Rol, Anabel Medina.

Educational part is our purpose and so, in each tournament, parents and coaches can attend an educational lecture on subjects related to sports phycology.

In the current year we've welcomed players and families from Portugal, Spain, France, Belgium. China, Germany, Emirates and Luxemburg.

SPONSORING

Vanguard Properties is an official sponsor of the Millennium Estoril Open, a 250 ATP tournament and also of the Lisboa Belém Open, a challenger tournament. Millennium Estoril Open is a top-quality sports event since 1990, having welcomed players as Roger Federer, Novak Djokovic, Stan Wawrinka, Juan Martín del Potro, Juan Carlos Ferrero and many others including João Sousa (2018), Portugal's best player ever. In this amazing tournament Vanguard Properties is side by side with world class brands such as Rolex, Smeg, Bang & Olufsen and others.

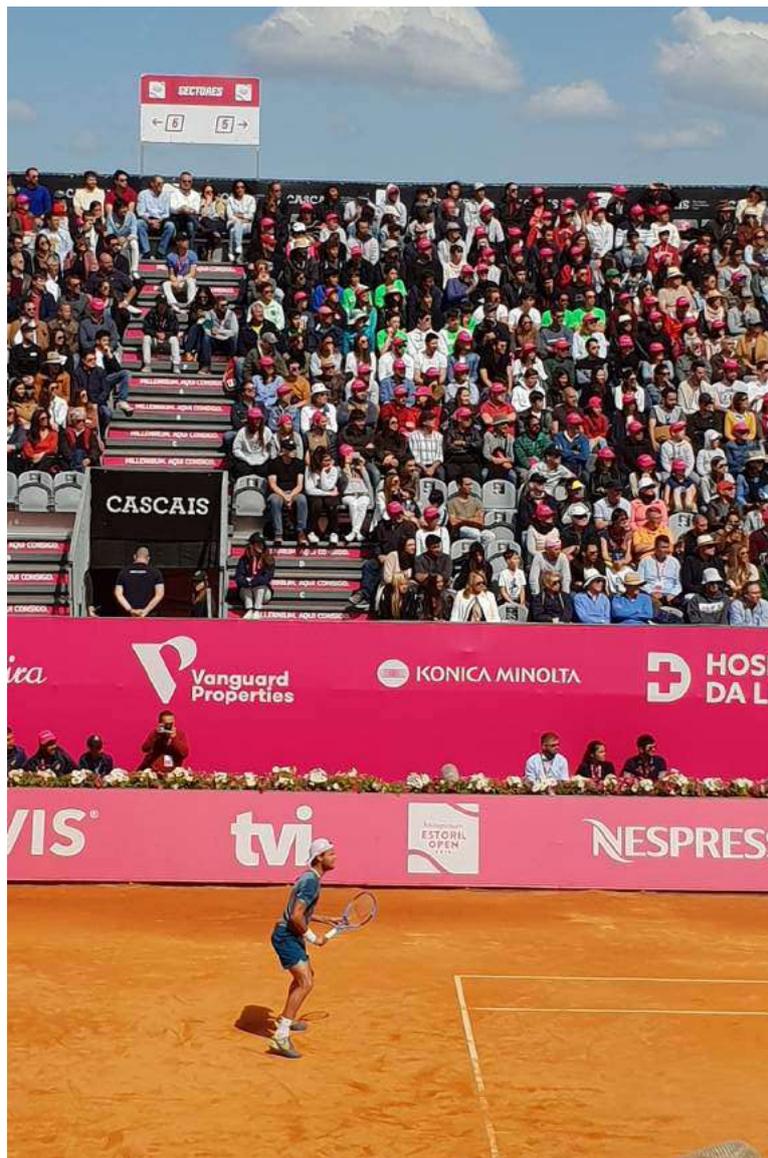


Figure 2 João Sousa - Millennium Estoril Open 2018 Singles Champion

ADVISERS &



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ARCHITECTS

SARAIVA + ASSOCIADOS

The history of the studio merges with the history of its founder, Miguel Saraiva, CEO and the architect conceptually responsible for each project design.

It was out of the passion that he has always had for architectural design, combined with a unique ideological vision to transform a small studio into a corporate structure able to take his idea of architecture abroad, that Saraiva + Associados became a world-scale auteur studio. With the creative hub located in Lisbon, where more than an hundred of its employees work, it distinguishes itself for the capability to open to the world, adapting to each new market and to the challenges of an ever-changing society. Today, with offices spread over 13 countries, Saraiva + Associados stands out for leaving a mark in different international landscapes and ranks the 97th place in the list of the largest architecture studios in the world. Since 2013, S+A's operations covers a widest range of services, comprising not only Architecture and Urban Planning, but also the areas of Design and Sustainability. This versatility became one of the Group strengths, which nowadays builds bridges of trust and preserves strong relationships with all the partners.



Miguel Saraiva, Arch.

saraiva+associados
ARCHITECTURE + URBAN PLANNING

Saraiva + Associados

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Alves Ribeiro

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TAX & BUSINESS



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FINANCIAL INSTITUTIONS

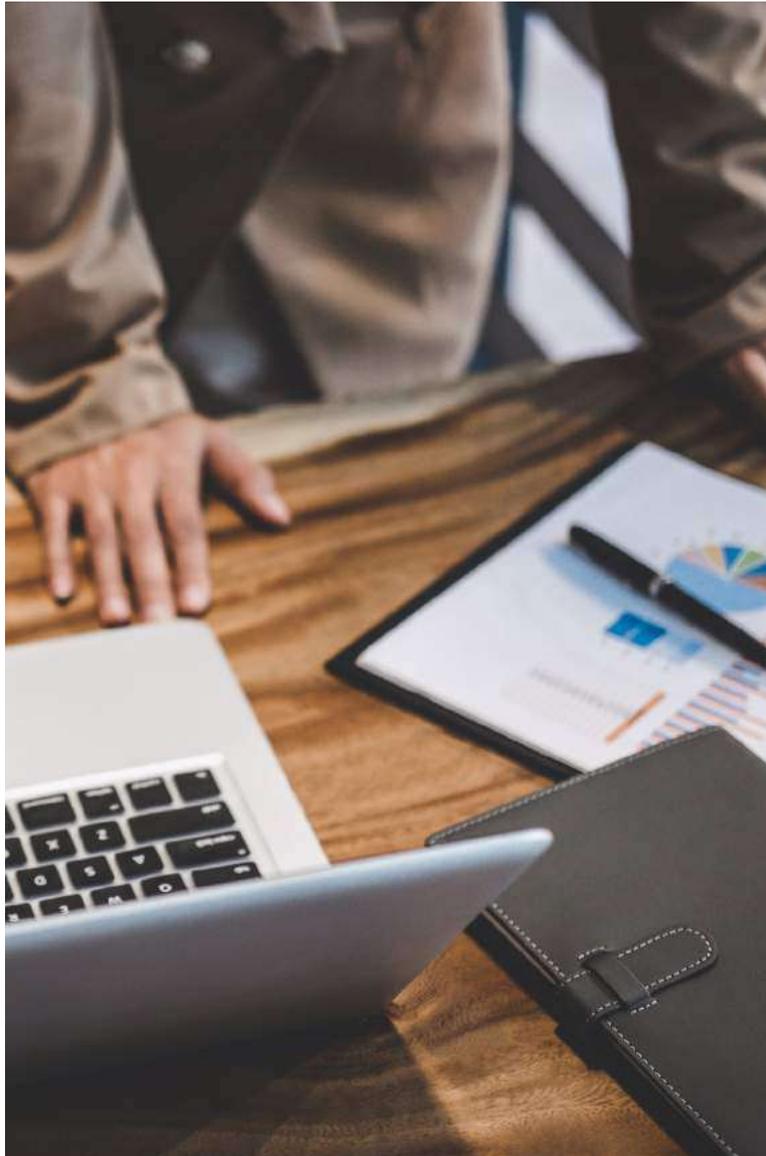


Banco
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NOVO
BANCO⁺

REAL ESTATE



FUND MANAGERS

INSULA CAPITAL



Insula Capital – Real Estate Investment Fund Management company is a private limited company, which began operations on July 30th 1987, for an indefinite period. The company is supervised by the Banco de Portugal (Portugal central bank) and the Comissão de Mercado de Valores Mobiliários (CMVM). Insula Capital is a private-owned real estate investment fund management company, fully independent and owner-managed. With a flexible operational structure, underlining its rapid decision-making capacity, Insula Capital is able to present specialized, professional and tailored made solutions adjusted to the reality of each investor and each type of assets. The current management acquired the control of the company in 2019 and subsequently altered the corporate identity and name, improved the IT systems and brought a new seasoned team composed by experienced experts in the real estate business.

Invesfundo V – Real Estate Investment Fund is one of the representative Funds managed by Insula Capital. The fund holds the majority of the plots that comprise the project of Foz do Tejo (previously Alto da Boa Viagem), located in Caxias, in the municipality of Oeiras. The allotment of the Foz do Tejo, will be a residential project (houses, multifamily buildings and apartment towers), hotel and Retail and services unit, with an area of about 32 Hectares. The Foz do Tejo is about 12 km from Marquês de Pombal square, being strategically located between Lisbon and Oeiras, with great access to Lisbon, Oeiras, Estoril, Cascais and Sintra.

Products

Real Estate Investment Funds are a financial instrument that results from the raising of capital among several investors, constituting the set of these amounts an autonomous patrimony, managed by specialists who apply it in a variety of assets.

SIIMOs are collective investment undertakings with their own legal personality which may take the form of SICAFIs (public limited companies - SAs - with fixed capital), whose property assets are managed by a contracted third party (outside management), always acting independently, on a fiduciary basis, in the exclusive interest of shareholders.

Transactions

The acquisition of real estate properties through the acquisition of the units of a Real Estate Investment Funds or SIMOs is be considered as a share deal.

There are no restrictions to the acquisition of an interest in Portuguese Companies by foreign or non-resident investors.

The acquisition of properties by means of share deals are, as general rule, not subject to Property Transfer Tax nor to Stamp Duty. As way of exception Property Transfer Tax is triggered by the acquisition of more than 75% of the share capital of the units of a privately placed closed-end real estate investment fund, which own real estate located in Portugal.

No notary or registration fees are payable in the acquisition of the units of a privately placed closed-end real estate investment fund.

In light of the above, an indirect acquisition of real estate, through the acquisition of the units of a closed-end real estate investment fund, is normally considered the most efficient way to invest in the Portuguese market. Furthermore, these Products are supervised by Banco de Portugal and CMVM and therefore more secure and transparent for the investors.

Tax only applies to distributions.

PARTNER & CHAIRMAN

FLORENCE RICOU

Florence has a strong expertise in the Real Estate Portuguese market built through +20 years of on the ground-presence. She has extensive experience in the administration of real estate fund management, asset management and property management. Florence holds a management degree by HEC Paris, France.

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PORTUGAL



TAX INCENTIVES

INVESTING IN PORTUGUESE REAL STATE

LEGAL FRAMEWORK

1. Property Title

Full ownership (direito de propriedade) is the most common and the strongest form of ownership title over real estate in Portugal. The full owner of a property is entitled, within the limits of the law, to exclusive rights of use, fruition and disposal of the property, such ownership being unlimited in time (full ownership would be equivalent to a freehold in common law systems and to the French concept of droit de propriété). Under Portuguese Law other forms of property tenancy are allowed, such as horizontal property (condominium), co-ownership (compropriedade), surface right (direito de superfície) and usufruct (usufruto).

2. Investment Structures

Apart from the standard direct acquisition of the asset (asset deal), investors tend to structure their investments by resourcing to indirect acquisition solutions (share deal), through different alternatives, as detailed below: Corporate vehicles, that mainly include public limited liability companies (sociedades anónimas) or private limited liability companies (sociedades por quotas); Portuguese Collective Investment Undertakings, that include (i) real estate investment funds, which capital is composed by the fund's units and (ii) public limited liability companies, which capital is composed by shares; SIGI's (the Portuguese REIT regime was enacted in 2019, in order to create an additional instrument to attract local and foreign investment for the acquisition of real estate assets and projects mainly focused on the lease market).

3. Real Estate Transactions

The transfer of real estate assets in Portugal (asset deal), may be performed by means of (i) a public deed, or (ii) a private document certified by a notary, a Land Registry Office or a lawyer. The transfer of title must be registered with the Land Registry Office within 30 days as from the date of the transaction.

Land Registry Offices are the entities in charge of keeping public records reflecting the description of properties and their current status, including ownership and encumbrances.

Alternatively, the transfer of real estate assets in Portugal may be performed indirectly, by means of the acquisition of shares in the property holding company (share deal). The transfer of shares may be effected by means of a private agreement between the parties.

The acquisition of shares in public limited liability companies (sociedade anónima) must, in certain cases, be notified to the company (notably for the registration of the shares on behalf of the purchaser) and to public authorities (tax authorities and regulatory entities). The acquisition of a stake in a private limited liability company (sociedade por quotas limited liability company whose share capital is represented by "quotas") must be registered with the Portuguese Companies Registry.

4. Financing

The financing of real estate projects in Portugal is typically secured against the relevant real estate assets and/or the shares of the property-owning company and/or the property generated income.

TAX FRAMEWORK

Asset Deal Transactions

Acquisition of Real Estate

Property Transfer Tax (IMT) is a municipal tax levied on the transfer of real estate located in the Portuguese territory.

Property Transfer Tax is levied on the higher of (i) the declared acquisition value and (ii) the taxable value of the property and the applicable tax rates are as follows: Urban properties used exclusively as primary residence: 6% (maximum progressive rate, according with the taxable value of the property);

Rural properties: 5%;

Urban properties not intended for residential purposes: 6.5%;

Properties purchased by entities resident in a blacklisted jurisdiction (as detailed on the Ministerial Order 150/2004, of 13 February, as amended): 10%.

Stamp duty is levied on the acquisition of property, at a rate of 0.8%. The tax basis for Stamp Duty is equivalent to that of IMT.

Holding of Real Estate Municipal Property Tax (IMI) is levied annually on the taxable value of the property (VPT), as follows:

Urban properties: 0.3% to 0.45% (variable according to each municipality); Rural properties: 0.8%;

Properties owned by entities resident in blacklisted jurisdictions: 7.5%.

Regarding real estate income, if any, taxation will vary depending on the entity holding and/or exploiting the real estate assets.

As of 2017 a new tax was enacted (Additional to Municipal Property Tax or "AIMI"), was enacted and is effective as from January 2017 onwards. AIMI is levied only on urban properties for residential purposes and plots for construction located in Portugal. Urban properties classified for "trade, industry, or services" or as "other types of property" are excluded from Additional to Municipal Property Tax.

The taxable amount corresponds to the sum of the Property Tax Value of the urban properties and construction plots held by each taxpayer reported on January 1st of each year and rates vary as follows:

For corporations, AIMI rate is of 0.4%. However, properties exclusively allocated to the personal use of board members and family relatives (spouses, descendants or ascendants), are subject to an aggravated rate of 0.7%. For taxable amounts in excess of € 1 Million, the marginal rate is 1%, and for taxable amounts in excess of € 2 Million, the marginal rate is 1.5%.

For individuals, the AIMI rate is 0.7% of the taxable amount after the deductions below. For taxable amounts in excess of € 1 Million, the marginal rate is 1%, and for taxable amounts in excess of € 2 Million, the marginal rate is 1.5%. Deductions: In the case of individuals and undivided estates, a deduction of € 600,000 is applied to the taxable amount, prior to the application of the AIMI; Married taxpayers or taxpayers under a civil union (união de facto) are entitled to a deduction of € 1.2 million.

For properties owned by entities resident in a blacklisted jurisdiction (as detailed on the Ministerial Order 150/2004, of February 13, as amended), the rate is 7.5%.

Companies resident in Portugal for tax purposes are subject to Corporate Income Tax (CIT) at a standard rate of 21%, accrued with Municipal Surcharge (up to 1.5%) and State Surcharge (applicable to profits exceeding €1.5million, up to a maximum rate of 9%).

Non-resident companies without a permanent establishment in Portugal are subject to CIT at a rate of 25%. This rate applies both to rental income (limited ability to deduct costs incurred) and capital gains from the sale of property.

Share Deal Transactions

Acquisition of Portuguese real estate companies

If the target company is formed as a private limited liability company (“sociedade por quotas”) or a privately placed closed-end real estate investment fund (“fundo de investimento imobiliário fechado de subscrição particular”) and the acquirer purchases at least 75% of the share capital or of the units of the fund, Property Transfer Tax will be levied on the transaction (as if it was an asset deal).

Sale of Portuguese real estate companies

Capital gains realized by resident shareholders are included in the taxable profits of the shareholder, except if the “participation exemption” regime applies (i.e. for shareholders that hold at least 10% of the real estate company, for a minimum period of 1 year).

Regarding non-resident shareholders, capital gains are subject to Corporate Income Tax at a rate of 25% except if an exemption applies pursuant to the Tax Benefits Code or a double tax treaty.

We note that if more than 50% of the assets of the company consist of real estate assets, in principle, capital gains from a share deal are not exempt, except if real estate is used for a commercial activity in Portugal.

RENOVATION TAX REGIME

The Portuguese tax system has a wide range of benefits applicable to urban renovation, as follows:

VAT: the urban renovation construction contracts are subject to a reduced rate of 6% (instead of 23%)

IMT: Exemption for buildings or units built more than 30 years or those located in urban renovation areas (ARU)

IMI and AIMI: Exemption for 3 to 5 years after acquisition

Non-habitual tax residents regime

The Non-habitual Tax Residents regime (“NHR”) foresees a very favorable tax regime applicable to individuals transferring their tax residence to Portugal. The NHR is one of the most competitive European regimes and is granted for a period of 10 years.

A non-habitual tax resident is an individual that:

Was not a resident taxpayer for Personal Income Tax purposes in the 5 years prior to the application of the regime; and

Becomes a resident taxpayer for Portuguese Personal Income Tax Code (“PIT” Code).

To qualify as a tax resident under Portuguese domestic rules, an individual is required to:

Spend more than 183 days in Portuguese territory (on a 12-months period); or

Own a dwelling that qualifies as a habitual residence in Portuguese territory (regardless of the number of days effectively spent in Portugal).

The benefits provided in the NHR range from a full exemption on certain types of income and a reduced flat tax rate of 20% to other types of income.

Foreign-source income:

Passive income deriving from outside Portugal (e.g. dividends, interest, pensions and rental income) are fully exempt in Portugal and this exemption applies irrespective of the taxation applicable at source (i.e. it is possible to achieve double non-taxation); and

Active income (e.g. income from employment and self-employment) deriving in connection with “high value-added activities” may also be fully exempt provided specific conditions are met. The activities qualified as “high value added” are identified in a statutory shortlist and include software developers, academics, researchers, tax advisors and senior company personnel.

Portuguese-source income, in particular active income deriving in Portugal in connection with “high value-added activities” will be subject to a flat rate of 20% (instead of the general progressive tax rates).

Golden Visa and Portuguese Citizenship

The Golden Visa Program corresponds to a special legal regime that allows non-EU nationals that intend to invest in Portugal to

apply for a temporary residence permit (“Temporary Residence Permit for Investment” or “ARI”).

Temporary permit

Any third-country nationals can apply for Golden Visa, provided they are holders of a valid Schengen visa (or being exempt from it) or legalize their permanence in Portugal within 90 days as of their first entry into national territory.

The minimum quantitative requirement is deemed fulfilled if one of the following conditions is met:

capital transfer with a value equal to or above 1 million Euros;

the creation of at least 10 jobs;

the purchase of real estate property for a value equal or above 500 thousand Euros;

the purchase of real estate property regarding buildings older than 30 years or located in urban renovation areas, destined to renovation, for a total value equal to or above 350 thousand euros;

capital transfer with a value equal to or above 350 thousand Euros for investing in research activities conducted by public or private scientific research institutions involved in the national scientific or technologic system;

capital transfer with a value equal to or above 250 thousand Euros for investing in artistic output or supporting the arts, for reconstruction or renovation of the national heritage;

capital transfer with a value equal to or above 500 thousand Euros, for purchasing shares in investment funds or in venture capital funds geared to capitalize small and medium companies;

or capital transfer of the amount of 350 thousand Euros, or higher, for a constitution of a commercial company with head office in the national territory, combined with the creation of five permanent working jobs.

The Golden Visa investor must stay in Portugal for a period of, at least, 7 days during the first year, and 14 or more days, in the subsequent 2-year periods.

Portuguese citizenship

In order to apply for Portuguese citizenship applicants must legally live in Portugal for at least 5 years.

The granting of Portuguese citizenship is subject to certain requirements, notably the applicant shall (i) be of legal age under the Portuguese law (parents may also apply for the citizenship of their children in certain conditions), (ii) have not been convicted in Portugal for a crime punishable with deprivation of liberty exceeding 3 years (iii) show evidence of sufficient knowledge of Portuguese language (to be proven through a written test) and (iv) a link with Portugal and with the Portuguese culture (to be ascertained by the immigration authorities on a case by case basis).

The granting of Portuguese citizenship is subject to a discretionary decision of Portuguese competent authorities.

PORTUGAL



ECONOMICS

Portugal's economy is growing healthily, and its capital is now an international destination for companies, investors and tourists.

After growing strongly 2,1% in 2018, the Portuguese economy is expected to continue to grow at a firm, albeit softer pace in 2019-2020. Growth will continue to be supported by sustained job creation and moderate wage growth, favourable financing conditions and increased absorption of EU funds.

Inflation followed a volatile path and remained below the euro area average in 2018. In 2019, temporary factors, including base effects related to past increases in prices of tourism services, and reductions of some regulated prices will moderate inflation. After that, we expect inflation to recover gradually to levels approaching the Euro area average, as domestic demand continues to benefit from favourable labour market conditions.

The improved economic outlook, together with the correction of fiscal and external imbalances and the restructuring of the banking sector led to a return of the country's sovereign rating to investment grade by the three main rating agencies in 2017 and 2018. This, in turn, has contributed to a decline of the Portuguese sovereign risk premia to levels below those of Italy and closer to Spain's.

The economic growth, the fiscal adjustment, and lower financing costs have kept the public deficit at low levels and close to Government targets since 2016.

Moreover, in 2018, the deficit reached its lowest level in decades. In 2019, the Government remains committed to fiscal consolidation, and targets a deficit of 0.2% of GDP.

According with PWC annual real estate report, this year "Lisbon takes the Lead"! In 2019 Lisbon raised 10 places to number one. The interviewees cite the city's "quality of life" and "positive" leadership. Plus, it's seen as a late-cycle play.

VANGUARD



IN MEDIA

PRESS

CISION

PORTUGAL
Forbes

ID: 68948793

01-04-2017

Tiragem: 10000

País: Portugal

Período: Mensal

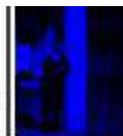
Âmbito: Economia, Negócios e...

Página: 23

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Costas: 2 de 12



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TENHO
CONSCIÊNCIA
DE QUE OS
APARTAMENTOS QUE
ESTOU A CONSTRUIR
E A REABILITAR
SERÃO ADQUIRIDOS
SOBRETUDO POR
ESTRANGEIROS”.
CONFESSA
CLAUDE BERDA.

360° LIDERANÇA

NA VANGUARDA DO LUXO

José Cardoso Botelho é um homem exigente e de paixões. São estes os dois ingredientes que o gestor coloca na sala que ocupa diariamente no edifício Tivoli, em Lisboa, e onde o futuro da Comporta se começa a definir.



FAMÍLIA, AMIGOS E NEGÓCIOS: Há quem diga que não se deve misturar os laços e famílias com negócios. José não concorre e separa deles. Em cima, à esquerda, uma fotografia recente com a esposa Mariana Garcia e três filhos. Abaixo, uma foto de José Botelho com o filho mais velho, um momento de complicitade com Claudio Berda.

GIORGIO ARMANI: É no seu atelier francês de arquitectura, design e interiores de alto nível que se passa a maior parte da vida de José Cardoso Botelho. O famoso designer e empresário italiano é para José um exemplo de como uma marca pode crescer através das mãos de seus criados.



No presente dos co-working e dos open-spaces, o local de trabalho de José Cardoso Botelho não é propriamente um espaço normal para os tempos que correm, mas o presidente-executivo da Vanguard

Properties e os projectos imobiliários desenvolvidos pela empresa também não o são.

Bráço-direito do milionário franco-belga Claude Berda, sem na lista de tarefas a construção e a gestão de projectos marcantes do mercado imobiliário nacional. O empreendimento

"Castilho 203", situado na rua e número que lhe dão o nome, em pleno centro de Lisboa, é apenas um deles. A penthouse, recentemente vendida por 7,7 milhões de euros - tornando-se assim no apartamento mais caro alguma vez vendido em Lisboa -, vê-se bem da janela a toda a largura do seu escritório no edifício Tivoli, na Avenida da Liberdade. "É nosso objectivo fazer coisas diferentes", diz.

Conhecedor do que de melhor se faz a nível nacional e internacional, José sublinha a importância do país de diferenciar pela qualidade. "O turismo trouxe-nos para um patamar que nos obriga a seguir esse caminho", assinalando a importância da hotelaria de excelência. "Somos bons, mas não conheço mais do que um verdadeiro hotel cinco estrelas em Portugal e talvez apenas no serviço", remata, referindo-se ao hotel Ritz. Um comentário corajoso, mas sobretudo revelador da visão de exigência de um homem que quer elevar a oferta imobiliária nacional para um nível nunca antes visto.





ID: 82283823

01-09-2019



GLÓRIA: Troféu do programa Associated Press, a ser entregue antes do anúncio do IPO de 15 anos no âmbito da celebração do 50.º aniversário da empresa. O troféu é um símbolo da "forma em que os dois parceiros da Vanguard Property e os seus clientes desafiaram os limites da empresa".

PORTFÓLIO: O novo projeto em curso Vanguard Property está a desenvolver-se em Portugal, tendo para si segmentos de luxo. Na área de trabalho há o projeto do Comporta, onde o proprietário ainda não está envolvido, apesar de já ter visitado a localidade: "Podemos ter um porta, mas acho que pode fazer 'educate', isto é, a

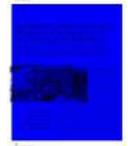


O caminho está pautado em jato de cronologia no corredor que nos leva ao escritório. Lá dentro, uma obra de Nina Medeiros revela-lhe a paixão pela arte. Compra por gosto, diz, confessando que tem algumas obras de artistas de renome.

Antes da secretaria, onde passa um momento de dimensões extravagantes, um conjunto de fotografias que assinalam datas históricas da sua vida pessoal e profissional, revelam a importância da família e dos amigos para os gestos. Uma delas marca o momento em que comunicou a Claude Berda, que o juiz Carlos Alexandre não se oporia à transação da Comportamento acabou por ser concretizado em Outubro do ano passado, com a compra de 1380 hectares detidos pelo Fundo da Herdade da Comporta por 1575 milhões de euros, em associação com a empresária Paula Amorim.

Este projeto tem sido o maior desafio do gestor nos últimos tempos. "Se no último ano, a equipa dedicou mais de 50 mil horas à Comporta", diz - e ainda não termina. As obras de um dos primeiros lotes começaram no final do Verão, mas ainda há algumas pontas soltas para resolver, como o questão do acesso à água e as acessibilidades. No total estima-se um investimento de 2 mil milhões de euros ao longo de 15 anos, num conjunto de projetos que prometem transformar a realidade económico-social de toda a região circunvizinha. São em empregos directos criados estima-se mais de 1500. **J. JOAQUIM MACHINHA**

Angela, 62, proprietária, do mais recente edifício que pode ser visto para ilustrar de forma sucinta um momento que marcou o seu percurso. Foi a venda em Lisboa. Naquela época morou no topo da torre do prédio de luxo, antes o trabalho.



«QUEREMOS FAZER ALGO ÚNICO, DIFERENTE E MUITO ACIMA DO QUE É COMUM EM PORTUGAL»

Claude Berda, associou-se à Amorim Luxury e, juntos, são os novos proprietários da Herdade da Comporta. Aí irão desenvolver um projeto turístico «*diferente, único e muito acima do que é comum em Portugal*», como nos conta José Cardoso Botelho, o administrador do braço imobiliário do milionário francês, a Vanguard Properties.



Estendendo-se por 1380 hectares junto à costa nos concelhos de Grândola e Alcácer do Sal, o desenvolvimento turístico da Herdade da Comporta implicará, além do valor pago na compra, um investimento adicional na ordem dos 1000 milhões de euros. Pela sua complexidade e dimensão, este será um projeto a desenvolver faseadamente num horizonte de 15 anos, sendo o objetivo dos novos proprietários arrancar com os primeiros trabalhos no terreno logo que a escritura seja celebrada.

«A Comporta é o maior projeto do género em Portugal, está numa zona premium e com um grande foco internacional, e merece toda a nossa preocupação e esforço», disse à VI José Cardoso Botelho. «Queremos fazer um projeto diferente, único e muito acima do que é comum em Portugal. E, sobretudo, fazer as coisas bem desde o início, materializando as nossas preocupações a nível da sustentabilidade e mobilidade, sobretudo no acesso à praia. Os nossos parceiros querem exatamente a mesma coisa e, como tal, são temas que estão a ser pensados desde já», contou.

«Com a Comporta, o nosso programa de investimentos em curso ultrapassa os 1.200 milhões de euros»

Embora à data de fecho desta edição não tivesse sido ainda formalizada a escritura que colocará um ponto final no processo de venda da cobiçada Herdade da Comporta (anteriormente detida pela família Espírito Santo), desde novembro que é publicamente conhecido que o consórcio constituído por Claude Berda (através da Port Noir Investments, com 88%) e Paula Amorim (com 12%) foi o vencedor do concurso internacional lançado pelos credores.



Entrevista

A'Tower: A torre mais cosmopolita das Amoreiras



José Carlos Botelho
 Managing Director
 Vanguard Properties

“Desde o início olhamos para edifícios de escritórios que pudessem ser convertidos em habitação porque, normalmente, têm um pé direito mais alto do que um edifício standard de habitação”

O mais recente projecto da Vanguard Properties já está em fase de comercialização. Localizado num dos pontos mais altos do bairro das Amoreiras, pretende ser um símbolo da modernidade e da cidade cosmopolita que Lisboa é hoje. O investimento ronda os 30 milhões de euros

Cidália Lopes

clopes@construir.pt

José Cardoso Botelho, managing director da Vanguard Properties falou ao CONSTRUIR sobre o conceito do A'Tower, a paixão pela promoção de edifícios em altura, em particular a reconversão de antigos escritórios em habitação e como pretende que estes edifícios perdurem no tempo como uma marca

O edifício A'Tower está em linha com outros projectos vossos...habitação em altura, com muita qualidade e escolha criteriosa dos locais...

Nós focamo-nos em sítios que consideramos aprazíveis para viver, o que coincide com os projectos em torre que queremos desenvolver, seja na rua Castilho, nas Amoreiras ou com a Infinity, que são 3 torres, um tipo de conceito que nenhum outro promotor olhou.

E porquê a escolha por este tipo de projectos?

Primeiro, porque tem muita procura. Segundo, a altura tem, em geral, uma relação directa com a vista. Neste caso concreto, uma vista muito interessante sobre Lisboa e sobre Monsanto. Já o Castilho 203, com o Parque Eduardo VII e o Tejo, e a Infinity com Monsanto também. São vistas muito urbanas porque quem trabalha usufrui da vista, sobretudo à noite, e uma vista de luzes é muito interessante, nomeadamente em locais que sejam menos turísticos como, por exemplo, na Baixa ou no Chiado.

Estas zonas acarretam, e vão continuar a acarretar, um maior vo-

lume de turistas e de comércio, o que é normal, mas para viver, pessoalmente, não são as zonas adequadas. Sei que, em 2014 ou 2015, muitos franceses tinham como morada de prestígio o centro histórico, mas acho que muitos já repensaram essa localização ou colocaram as casas à venda. Outros terão mesmo colocado no mercado do aluguer. Além de que, se queremos atrair jovens em idade útil e com famílias, é também muito importante que existam infra-estruturas como escolas, serviços, lazer, o que dificilmente se encontra no centro histórico, à excepção, lá está, de comércio e restauração.

No caso do A'Tower, perto do edifício existe de tudo, com acessibilidades fantásticas, como o Liceu Francês, que tem atraído muitos franceses. Quando tivermos o projecto que o Novo Banco pretende avançar, aquele bairro vai ficar ainda mais consolidado. Portanto, eu acredito muito nas Amoreiras, é muito estratégico.

E porquê a escolha de edifícios de escritórios?

Desde o início olhamos para edifícios de escritórios que pudessem ser convertidos em habitação porque, normalmente, têm um pé direito mais alto do que um edifício standard de habitação. Tanto este como o da Rua Castilho eram edifícios de escritórios que estamos a renovar. Neste caso em concreto, não vamos alterar volumetrias. O edifício vai ficar exactamente como está. Vamos apenas fazer um reforço das estruturas e vamos 'descascar' o edifício todo ao nível das fachadas e dos interiores.



ID: 78018156

30-11-2018

Entrevista

Quantos apartamentos vai ter a A'Tower?

A A'Tower vai ter um total de 34 apartamentos, com áreas desde 40 m² a mais de 300 m², sendo que um dos pisos tem apenas um apartamento e todos os restantes terão três por piso. Até ao 7.º piso, os apartamentos têm uma dimensão maior, mas a partir daí já são mais pequenos. Depois voltamos a repetir a semelhança do que já acontece no Castelo 203, com vários pisos exclusivos, com uma vista extraordinária.

Quais os valores de comercialização?

Vamos ter valores que oscilam entre os 500 mil e os 4 milhões de euros, dependendo da dimensão do apartamento e da localização. Temos os Cliffhous e os Skylots, com vista absolutamente extraordinária, em particular o do último piso.

Qual é o montante de investimento?

Ronda os 50 milhões de euros.



Para quem se direcciona o A'Tower?

Tanto para famílias que querem viver em edifícios modernos, com o conforto do século XXI, mas também para executivos, pessoas sem filhos, bem sucedidas, que

querem viver em boas localizações da cidade. Ainda há pouco é um tipo que referia que, cada vez mais, os residentes estrangeiros já não vêm por via do Golden Visa, mas de vontade de residente não habitual, mas são pessoas que querem

viver e investir em Portugal e isso, para nós, é muito importante.

Acta que existe uma alteração do paradigma de quem está, actualmente, a residir em Lisboa? Será, esta-se neste momento que



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Entrevista

ela evidenciar muitos diferenciais em termos de nacionalidades. Há uma multiculturalidade que torna Lisboa uma cidade muito mais interessante e que a torna muito mais atrativa. O Gábor Vasa acha um pouco mais importante para colocar Portugal no mapa, mas hoje já não é o factor principal, em detrimento do Residence Nite Harbour. Além, o mais recente estudo da PwC? Olli acha Lisboa entre a cidade nº1, mas se fosse ao México, em 2014, singular a lista de Lisboa, não de Portugal. Há uma lista de 100 cidades tal em Lisboa apareceu-se aí em 50º. Já em 2017 voltou ao top 10 e em 2018 já aparece sempre no top 10 ou top 3.

O que torna então Lisboa (ou Portugal) uma cidade tão atractiva?

Lisboa é uma cidade muito atractiva por um conjunto de factores que não são fáceis de replicar. As pessoas são muito acolhedoras, e isto não é, de facto, uma característica muito comum noutras cidades europeias. O clima, a gastronomia, os espaços urbanos, a segurança, talvez, de um espaço que está realmente subdesenvolvido. O clima é, talvez, um dos factores que mais pesa, por exemplo, para os novos residentes ligados à área da tecnologia. Começa também a entrar em famílias toda uma nova geração, toda uma nova classe empresarial muito qualificada. Essas são, um dos grandes problemas das nossas empresas – a falta de qualificação das nossas empresas. Mais de 70% não tinham sequer estudos. E esse paradigma está a mudar um pouco em todos os sectores e isso é muito importante. Lisboa está, neste momento, a ter um fluxo muito importante de pessoas muito qualificadas. Investimentos como o SBC da Nova são de uma grande importância estratégica, por exemplo.

Além disso, claro, a segurança é também um aspecto fundamental e que tem um peso enorme.

É possível compará-lo? Quem é que vos tem procurado mais?

A indústria reserva é portuguesa, já o contrato de Procura de Compra e Venda é um outro, também português, que já mantemos latente. Portanto, acredito que o mercado português vai ter um peso importante neste edifício, assim como o francês pela localização e proximidade ao Leste Francês. Acredito também que o mercado brasileiro vai ser um dos principais



empreendedores que, cada vez mais, vêm para Portugal por isso.

O que atrai mais o mercado brasileiro?

É o primeiro lugar a segurança. E começa com os recentes ataques políticos, não me parece que vá haver uma alteração significativa nos próximos tempos neste campo. Portanto, acredito que o mercado brasileiro em Portugal vai continuar a aumentar. Segundo, este tipo de imóveis é muito procurado porque é similar ao tipo de empreendimentos a que estão habituados no Brasil, onde se torna mais possível usufruir dos espaços comuns.

Este tipo de imóveis, conseguem render e, ao mesmo tempo, usufruir de uma série de vantagens que lhes dá não só o conforto mas, também, a segurança que pretendem. É o tipo de edifício que existe muito em São Paulo.

No final, pretende-se associar o nome AT Tower a um estilo de vida... Esta frase em concreto é muito cosmopolita. Não conseguimos o edifício ao final e rapidamente vimos potencial para o converter num conceito muito cosmopolita, normalmente pensado de uma fantasia. Daí que o objectivo tenha sido criar um edifício muito cosmopolita e com grande variedade, o que tanto

será muito atraente em Lisboa. Além, tentamos fazer uma variedade muito ampla e com grandes superfícies vitradas, justamente para ter muita luz e para que a vista urbana seja uma mais valia. Portanto, uma planta com um ou dois metros andares. Portanto, que talvez seja mesmo o único edifício em Lisboa com esta característica. No Casilho, 243 também vamos ter uma planta com um metro e no 8º andar, já que o do último é privado. No caso da AT Tower também serão duas plantas com um 1º piso e um ático, como já vimos. E depois no 12º andar, também, um espaço de 12º, que vai ser realmente surpreendente com um formato horizontal. Tudo isto são coisas que normalmente não existem em Portugal e como tal tem que ser valorizado quando se fala de metros quadrados.

Como surgiu a possibilidade de trabalhar com o gabinete Sarcin e Associados?

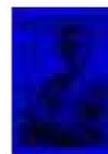
Esta foi talvez o primeiro projecto de Miguel Sarcin com o qual, antes de termos trabalhado com a ARX. Quando falámos com o Miguel Sarcin sobre o conceito do projecto, ele conseguiu apresentar uma proposta muito atractiva e ao encontro do que pretendíamos – o conceito Urban Feel – tirado partido dos vizos. Mas não só. Há também um grande cuidado ao nível das zonas comuns, com todos os espaços dedicados.

Além que pretendem, com os vossos projectos, deixar uma marca. De que forma?

Evidentemente, queremos que este edifício seja mais do que uma torre de apartamentos. Queremos que as pessoas o identifiquem como a AT Tower como uma marca. E neste sentido, lançamos um concurso para uma instalação artística numa zona que para o qual contribuímos com alguns artistas locais para apresentarem as suas propostas. No final é uma oferta para a cidade, porque é a cidade a qual vai a não as pessoas quando estão no interior do edifício.

Como é que surgiu esta ideia?

Nós achamos que é uma oportunidade mas não só realidades, mas tornamos os edifícios mais atractivos, como uma peça de arte, icónica. É um elemento que pretendemos colocar em todos os nossos imóveis. É que são edifícios marcantes pela sua altura querem que sejam uma imagem da Vanguard Properties e que seja percebida por muito tempo. ■



IMOBILIÁRIO / BOSSIER

Claudio Borda
Fotografado na Avenida
da Liberdade, é o maior
investidor particular
estrangeiro em Portugal.





NEGÓCIOS À GRANDE E À FRANCESA

Chegaram há menos de cinco anos, mas rapidamente se transformaram num fenómeno sério que revolucionou o mercado imobiliário português de norte a sul. Sejam grandes investidores ou famílias à procura de casa, os franceses vieram para ficar. Quem são os "tubarões" gauleses que se encantaram pelo nosso país

MAIRISA ANTUNES

130 0000



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€12 MILHÕES

Perches
O valor do investimento neste complexo de 55 casas no Algarve



€6,5 MILHÕES

Rua Castilho
Esta penthouse é um dos apartamentos mais caros do País



LUIS BERNARDI

o primeiro lugar entre os estrangeiros que compram casas em Portugal.

O mesmo primeiro lugar onde se instalou o investimento institucional captado durante o ano passado, em que pela primeira vez os franceses surgem no topo da tabela ao representarem 38% dos cerca de três mil milhões de euros transacionados em ativos comerciais (escritórios, retalho e hotéis), como divulgou recentemente a consultora Cushman & Wakefield (cushmanwakefield.com). As maiores operações de arrendamento de espaços de escritórios tiveram como protagonistas, em 2018, clientes de origem francesa, como as multinacionais BNP Paribas e Natixis, ambas a ocupar espaços na Porto

PARAÍSO DOS RICOS

Voltamos a Claude Berda que, através da sua empresa Vanguard Properties, deu a cartada decisiva, em Portugal, ao comprar no mês passado a Herdade da Comporta por mais de 130 milhões de euros. Em parceria com Paula Amorim (uma projeção de 88% para a Vanguard e 12% para a

Amorim Luxury), o empresário continua a investir cerca de mil milhões de euros no projeto, num cenário a longo prazo, onde se incluem sete hotéis e cerca de 700 casas.

"A Comporta só terá futuro com a criação de uma oferta de altíssima qualidade, diversificada e que permita uma ocupação durante todo o ano. Isso implica uma aposta orientada para o mercado wellness e saúde, cultura, desporto e lifestyle, tanto ao nível turístico como residencial. E a sustentabilidade vai ser o pilar que agrega todo o projeto", revela a VISÃO o milionário francês que compra a Comporta aos Hamptons, zona de férias dos ricos norte-americanos.

Com a mesma escala da amiga herdeira da família Espírito Santo, os quase, outro projeto de Claude Berda, o Alto do Farol, vai ser edificado no terreno do Alto da Boa Viagem, em Cascais, paralela-mente com a Federação Portuguesa de Futebol. Serão 500 apartamentos e um hotel numa área de 38 hectares, obra que deverá estar aprovada durante o primeiro trimestre deste ano.

CLAUDE BERDA

O MILIONÁRIO QUE COMPROU A COMPORTA

Empresário francês, fundador do grupo empresarial AB Group, Claude Berda, 71 anos, surge posicionado na 71ª posição do ranking dos 100 mais ricos de França. Há dois anos, pela revista Challenges, o magnata reside atualmente na Bélgica, mas viveu 17 anos em Genebra, na Suíça, onde se tornou um dos maiores investidores imobiliários do país, após ter vendido uma parte da sua empresa de certificação audiovisual à TF1 (Télévision Française II). Com a aquisição da Herdade da Comporta, já ganhou também o estatuto de maior investidor particular estrangeiro de Portugal.

ENTREVISTA

"A Comporta é conhecida como a Hamptons da Europa"

Cláudia Berda é um dos homens mais ricos de França

O que torna Portugal tão apetecível para o investimento imobiliário?

A Europa é a região mais valorizada e apetecível para se habitar a nível global e, precisamente, haverá poucos países com as vantagens competitivas de Portugal. A simpatia dos povos, a História e a cultura, a segurança, o custo médio de vida competitivo, a qualidade e a variedade gastronómica, as boas infraestruturas e as múltiplas oportunidades de investimento em diversos setores são alguns dos argumentos positivos. É claramente um País atrativo para os estrangeiros – como se confirma pelo ranking recentemente publicado pela Forbes, colocando Portugal como o destino preferido.

Os seus investimentos estão concentrados em Lisboa, Comporta e Algarve. Está a olhar para outras regiões?

Quando começámos a investir em Lisboa, sempre tivemos em mente adquirir ativos no Algarve e no Porto. Atualmente, com o reforço de investimento na Comporta, estamos ainda a avaliar a oportunidade de acrescentar novas ativos ao portfólio. O nosso objetivo atingiu cerca de um milhão de metros quadrados e igual dimensão na Suíça, por isso equacionamos ainda realizar investimentos portuáis, caso sejam oportunidades interessantes.

Como definiria o potencial da Comporta?

A Comporta é talvez a região portuguesa mais reconhecida internacionalmente, sendo por muitos apelidada como sendo a Hamptons da Europa. É um jardim de portas de uma importante capital europeia, que importa cada vez mais o melhor, gerando oportunidades de emprego e de negócios, desenvolvendo um projeto com uma visão de médio e longo prazo.



€158,2 MILHÕES

Comporta
Banda livre com
89% e grupo
Anaveis com 12%

Em Lisboa, são vários os empreendimentos da Vanguard Properties, onde se incluem o Infinity, edifício com 196 apartamentos a construir de raiz num terreno em São João, comprado em hasta pública à Caixa Geral de Depósitos; ou o Marçal 45, junto à Epipa, com 110 frações. "O que está mais adiantado entre os vários projetos e dos preços já em comercialização é o Castilho 203, com uma vista direta para a envolvente verde

AS PENTHOUSES MAIS CARAS FORAM DAS PRIMEIRAS A SEREM VENDIDAS NO EDIFÍCIO DA RUA CASTILHO, COM SPA, DUAS PISCINAS, SOLÁRIO E SERVIÇO DE CONCIERGE

do Parque Eduardo VII e com data de conclusão dentro de um ano. Cerca de metade do edifício com 219 unidades já foi comercializada, maioritariamente junto de brasileiros, sul-africanos e ingleses. São grandes empresários a nível mundial, na sua maioria", diz José Cardoso Botelho, diretor-executivo da empresa de Berda.

Com spa, duas piscinas, solário e serviço de concierge 24 horas por dia, entre outras comodidades, o edifício Castilho 203 bateu já um recorde de preços no mercado Lisboa: os dois apartamentos do último piso apresentavam um valor de 6,5 milhões de euros cada. Foram dos primeiros a ser vendidos.

A "INVASÃO" DA MARGEM SUL

Acima de este fenómeno, a Libertas é hoje uma das empresas que mais vende em aos galegos. Os proprietários, os irmãos luso-franceses Pascal e Cécile Gonçalves, foram dos primeiros a fazer residências em França, a criar uma marca específica para este mercado – a Maison au Portugal – e a divulgar as vantagens do País, entre as quais as benéficas fiscais oferecidas pelo estatuto do Residente Não Habitual.

O sucesso junto deste mercado tem-se repetido nas diferentes localizações onde vão surgindo os projetos da Libertas. Mesmo em condomínios menos unitários – como em Absolute, no condomínio Praia do Sol, e no Social, no empreendimento River Terrace, onde os franceses já adquiriram 70 e 120 apartamentos, respetivamente, a

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Our Managing Director, José Cardoso Botelho, was at ISEG Executive Education, with Professor Helena Amaral Neto, responsible for the Executive Management courses at ISEG Executive Education. The reason for this visit to ISEG was another edition of the Luxury Real Estate Sales Management Course.



IDEFE.PT

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Aristides de Sousa Mendes was one of the great heroes of the Second World War. As the Portuguese consul stationed in Bordeaux, France, he found himself confronted with the reality of many thousands of refugees outside the Portuguese consulate attempting to escape the horrors of the Nazi war machine.



Get to know
Aristides



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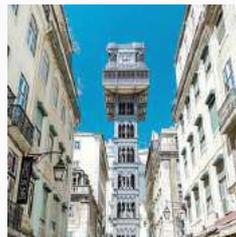
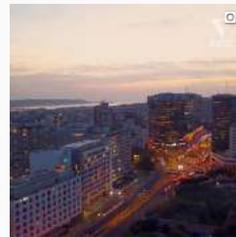
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LISTAS DE REPRODUÇÃO

CANAIS

DISCUSSÃO

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Discover Vanguard Properties

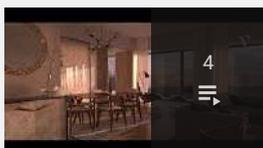


Vanguard Properties Portfolio 2019

Vanguard Properties Portugal • 41 visualizações • Há 2 semanas

Vanguard Properties is a leading real estate developer mainly dedicated to residential projects. Its portfolio represents today an investment of more than 680 M€ spread in sixteen developments wit...

Listas de reprodução criadas



A'TOWER

VER LISTA DE REPRODUÇÃO COMPLETA



CASTILHO 203 Project

VER LISTA DE REPRODUÇÃO COMPLETA



Events

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Vanguard Stars

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Vanguard Properties Projects

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Carregamentos populares

▶ REPRODUZIR TODOS



Castilho 203 | A Living Masterpiece (Teaser Trailer)

732 mil visualizações • Há 1 ano

Teaser of Castilho 203 Project



Castilho 203 | A Living Masterpiece

16 mil visualizações • Há 1 ano

A LIVING MASTERPIECE Soon to be Lisbon's most iconic downtown tower on the central and prestigious Rua Castilho at walking distance from Marquês de Pombal and Avenida da Liberdade.



Castilho 203 | Interview with the founder Mr. Claude Berda

1,4 mil visualizações • Há 1 ano

Claude Berda is the Founder and former President of AB Groupe, the leading independent publisher, producer and distributor of content in France. In October 2015 Claude Berda visited Lisbon. After ...



THE BAYLINE | The Ocean Is Your Living Room

736 visualizações • Há 1 ano

BAYLINE - The Ocean Is Your Living Room by Vanguard Properties Disclaimer: The information contained in this video is merely indicative and for technical reasons, business or legal matters may be

MOSTRAR MAIS



Vanguard Properties PRO

📍 Lisboa, PT | 23 Vídeos | 11 Seguidores | 0 Curtidas

Vanguard Properties is a leading real estate developer in Portugal with head-office in Lisbon. [Leia mais](#)

Real Estate



Portfolio Projects Vanguard Properties 2018
Vanguard Properties | 366 Visualizações



A'Tower - Urban Feel
Vanguard Properties | 8.127 Visualizações



CASTILHO 203 - A Living Masterpiece
Vanguard Properties | 14,2Mil Visualizações



Live By The Sea - White Shell Beach Villas Promo
Vanguard Properties | 19,5Mil Visualizações



Village Farms - MUDA Reserve (Main Sequence)
Vanguard Properties | 5.790 Visualizações



A'Tower - Official Launch Event
Vanguard Properties | 392 Visualizações



White Shell - Official Launch Event
Vanguard Properties | 363 Visualizações



Castilho 203 - Official Launch Event
Vanguard Properties | 943 Visualizações





Project Management

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