



CAIS DO
LUGAN



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01 Executive Summary

JLL IS PLEASED TO PRESENT CAIS DO LUGAN, A STUNNING HOSPITALITY DEVELOPMENT OPPORTUNITY IN THE DOURO RIVERBANK, VILA NOVA DE GAIA.

Taking advantage of its riverside location and leveraging on its rich history, the plot allows for a unique contemporary project that benefits from splendid views of the Douro river and a panoramic overview of Porto.

With a total of 3,640 sqm of plot area and several buildings to redesign and reconstruct, the property has an approved PIP for the construction of a 161-unit hotel or aparthotel [5-star or 4-star classification] with 9,727 sqm of GCA above ground and 1,898 sqm of balconies and terraces.

Nonetheless, the municipality’s general Masterplan (“PDM”) discloses a diverse set of potential uses, including residential, retail and services.



02 Investment Highlights

A UNIQUE LOCATION IN VILA NOVA DE GAIA, WITH SPLENDID VIEWS OVER THE DOURO RIVER.

Riverside, unique location in Vila Nova de Gaia, with splendid, panoramic views over the UNESCO World Heritage city of Porto and Douro.

Potential to develop a perfectly integrated hospitality solution, creating a new urban front cohesive with the green surrounding landscape.

APPROVED PIP

quicker time to market and reduced licensing risk.



CREATING A NEW URBAN FRONT COHESIVE WITH THE GREEN SURROUNDING LANDSCAPE.

9,727 SQM

GCA project with a differentiated concept.

161-UNIT HOTEL ESTABLISHMENT

Unique and historically rich hotel establishment, in growing hospitality market.

1,898 SQM

of Balconies and Terraces.



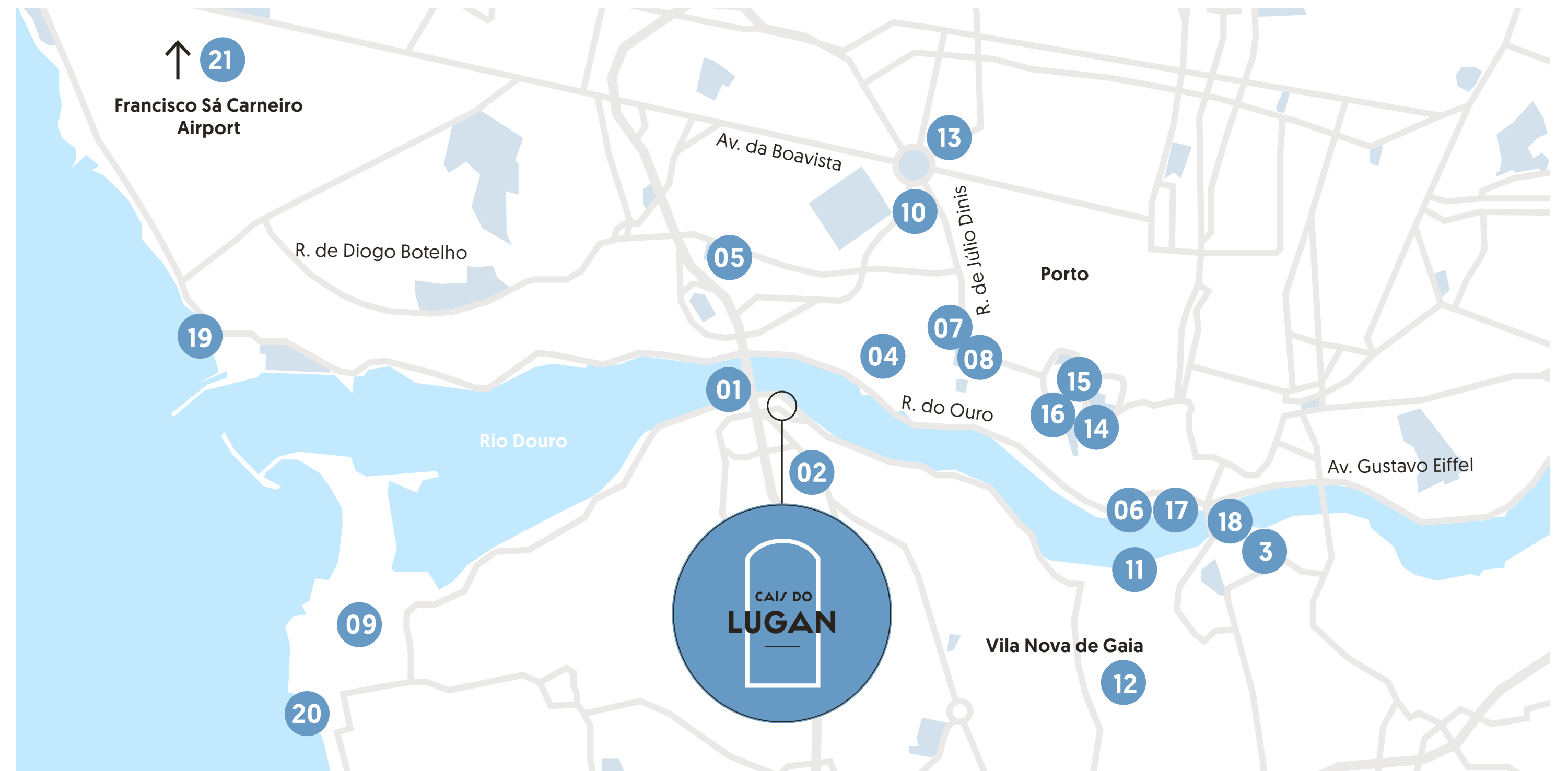
03 Location

THE ASSET IS LOCATED ALONGSIDE THE DOURO RIVERBANK IN VILA NOVA DE GAIA, A VIBRANT TOURISTIC AREA.

It is at a walking distance to the famous port lodges, among several others touristic points of interest.

Its swift access to Arrábida bridge allows a quick connection to Porto and the rest of the northern region, with diverse touristic points of interest. Furthermore, the quality accessibilities allow for a fast commute to the airport [c. 20 mins by car].

The potential redevelopment of the dock in front of the hotel will allow access, by boat, to Porto city center in just a couple of minutes as well as to the vineyards of Douro valley.



PROPERTY'S SURROUNDINGS

What's nearby

01. Arrábida Bridge	0,3 km
02. Arrábida Shopping Centre	1,4 km
03. Mosteiro da Serra do Pilar	3,4 km
04. Electric Car Museum	4,5 km
05. Jardim Botânico	4,5 km
06. Vinho do Porto Museum	6,9 km
07. Almeida Garrett Library	4,8 km
08. Palácio de Cristal Gardens	4,8 km
09. Meo Mares Vivas	3,8 km
10. Shopping Cidade do Porto	4,3 km

Main attractions

11. Wine Caves	1,8 km
12. WOW Porto - World of Wine	4,1 km
13. Boavista	5,4 km
14. Ferreira Borges Market	6,6 km
15. Lello e Irmão Bookstore	6,1 km
16. Torre dos Clérigos	6,0 km
17. Praça da Ribeira	6,7 km
18. D. Luís I Bridge	5,1 km

Beaches nearby

19. Carneiro Beach	7,3 km
20. Lavadores Beach	3,8 km

Nearest airport

21. Francisco Sá Carneiro Airport	15,5 km
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03 Location

BEING ONE OF THE OLDEST EUROPEAN TOURISTIC DESTINATIONS, PORTO AND VILA NOVA DE GAIA HAVE REGISTERED A STRONG TOURISTIC GROWTH IN RECENT YEARS.

Attracting travellers due to cosmopolitan dynamism and unique combination of touristic attractions [Cultural, Culinary, Historical and MICE].

Leveraging on a highly functional airport - over 65 direct flights to 25 destinations, Porto as a touristic destination has established itself as a leading city & short break destination since 2015.



WORLD TRAVEL AWARDS PORTO

AWARDS

Europe's Leading City Break Destination 2020

ALSO NOMINATED FOR

World's Leading City Break Destination
2021 | 2020

World's Leading Heritage City Destination
2021

Europe's Leading City Break Destination
2021 | 2019 | 2018 | 2017 | 2016 | 2015

Europe's Leading Seaside Metropolitan Destination
2021

Europe's Leading Tourist Attraction
2019 | 2018 | 2017 | 2016 | 2015

Europe's Leading Destination
2016 | 2015

04 The Hotels & Hospitality Market

PORTO EMERGED AS AN IMPORTANT INTERNATIONAL TOURIST DESTINATION, WITH TOURISTIC DEMAND AND HOSPITALITY PERFORMANCE THRIVING IN RECENT YEARS.

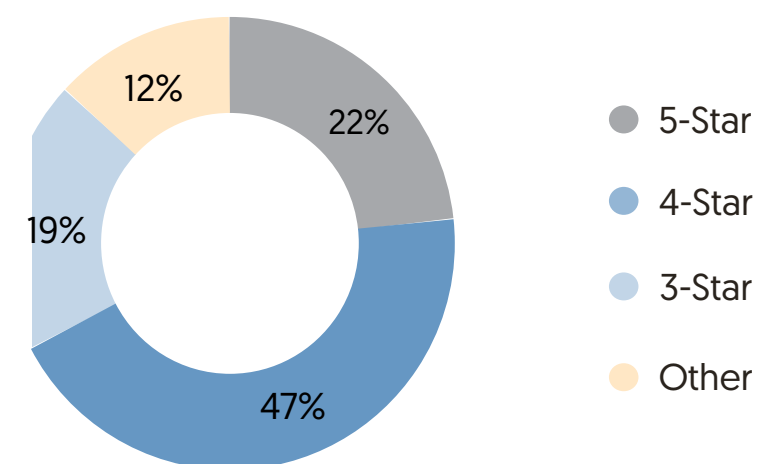
In 2019, the total number of arrivals at Porto Airport, the country's second largest airport, was 6.5 million, of which 86% were international and 14% domestic arrivals.

This growth builds on to the record performance of 2018, when arrivals increased by 11%. This was another record for the city, boasting a CAGR of 11.3% since 2009.

The surge in the demand for accommodation has been driven by international demand. In 2019, 82.9% of hotel bed nights in Porto were made by international guests. The top five international markets were Spain, Brazil, France, USA and Germany.

HOTEL UNIT

Total supply **8,714 rooms**



PORTO IN 2019

2.2 M

Guests visited Porto in 2019
(vs 2018 growth: 12.5%)

6.5 M

Arrivals at Porto Airport

82.9%

Of hotel bed nights were made
by international guests in 2019

4.6 M

Overnights (vs 2018 growth: 12.1%)

04 The Hotels & Hospitality Market

Traditionally European guests come primarily from France, Spain and Germany, as these countries have the closest economic links with Portugal. Outside Europe the most relevant market is Brazil, which shares significant historic and linguistic connections.

Until 2022, there are 11 hotels in the pipeline, adding 924 to the city's room supply, mostly in 4 and 5-star segments. Most of the hotels will be managed by domestic operators (such as Pestana, Altis, Turim and Torel Boutiques), except the Sé Catedral Porto Tapestry Collection by Hilton Hotel, which will be the first unit of the brand in Portugal, and Room Mate Porto.

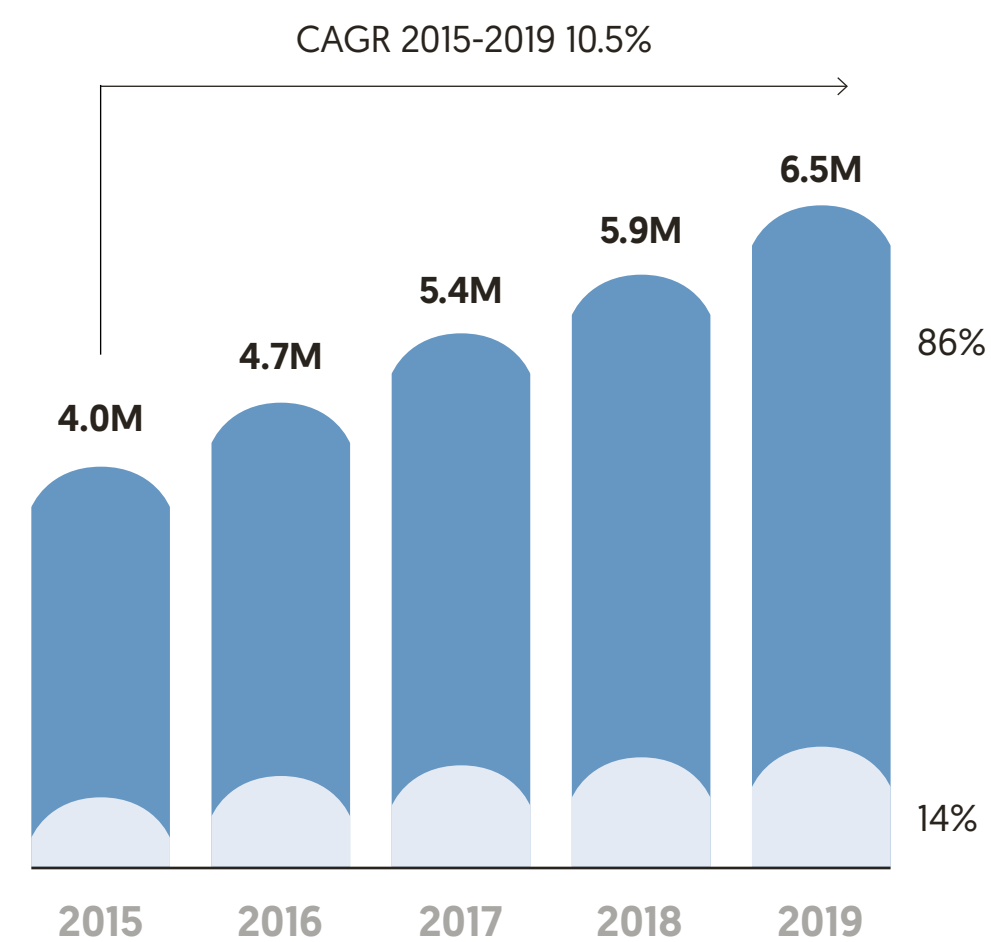
In terms of trading performance, Porto's hotel market has experienced a significant growth over the last years.

From 2015 to 2019, the ADR has increased at a CAGR of 11% reaching €118.13. In terms of occupancy, the market has also seen a steady growth, reaching 75% in 2019.

As a result of the two previous metrics, RevPAR has experienced a positive growth. Since 2015, RevPAR has grown at a CAGR of 13%, reaching €88.54 in 2019 [a 4% increase vs 2018].

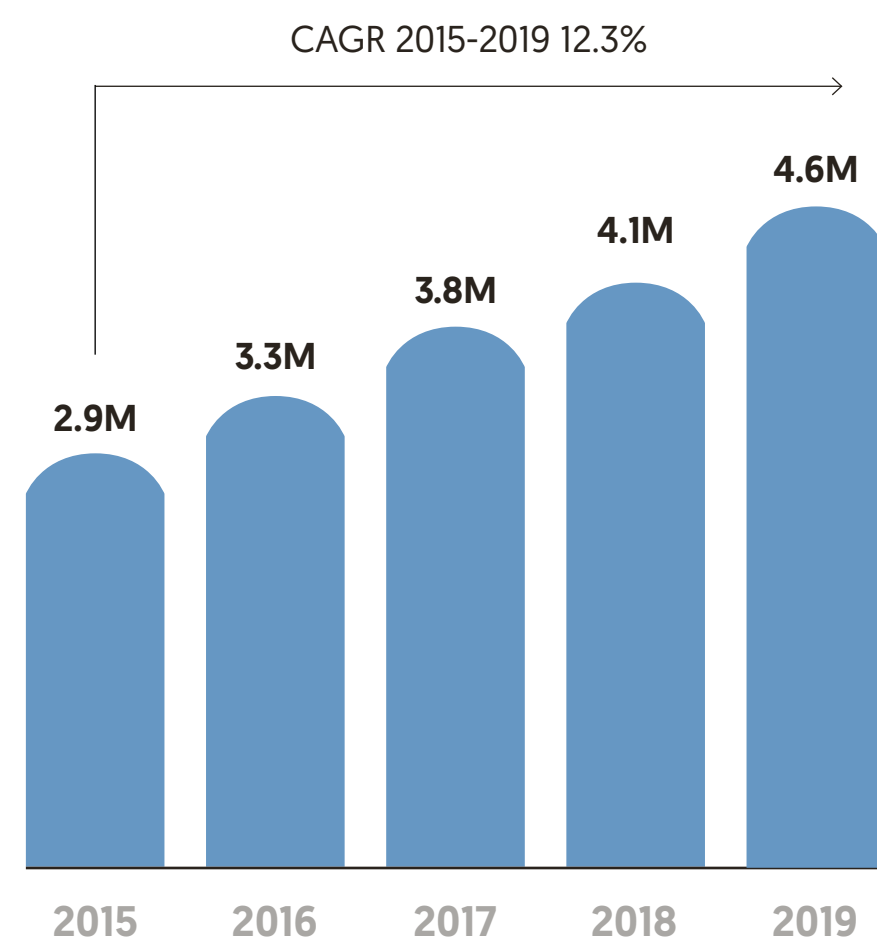
With the city's fundamentals strengthened and boosted by positive touristic outlooks, the city has already started its recovery journey.

PORTO AIRPORT ARRIVALS

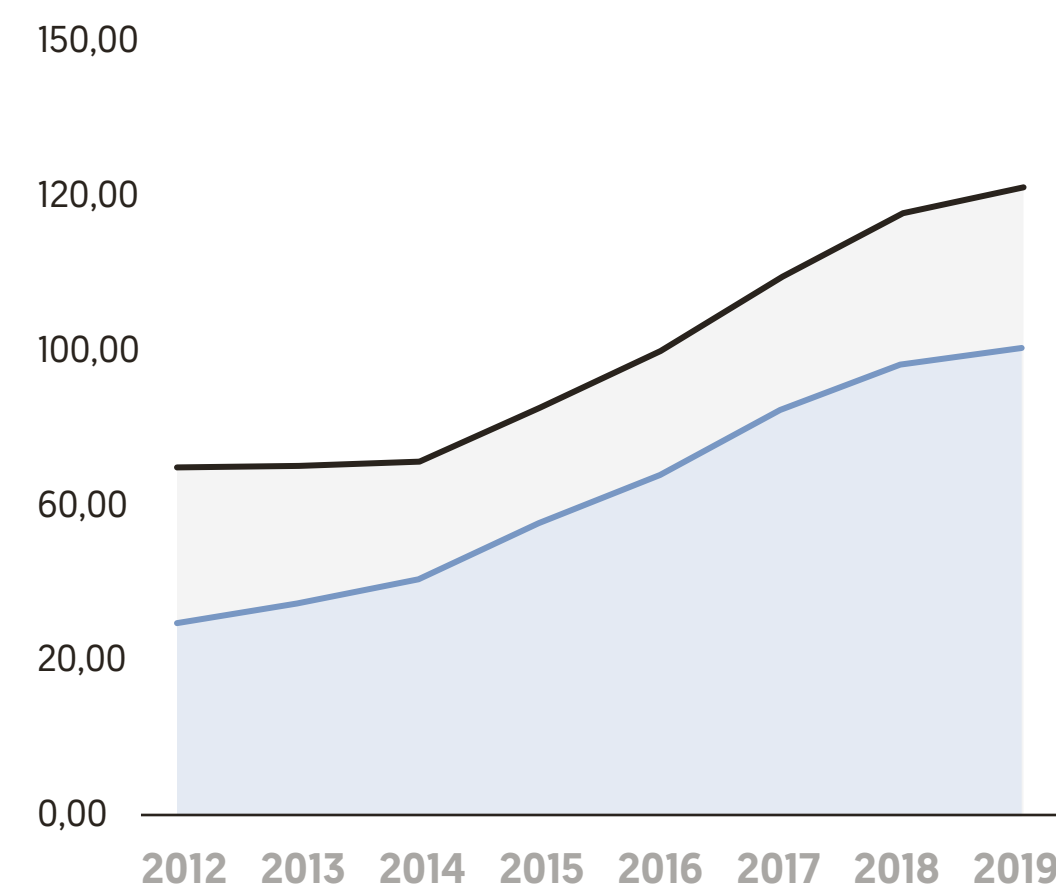


● International Arrivals ● Domestic Arrivals

PORTO OVERNIGHTS

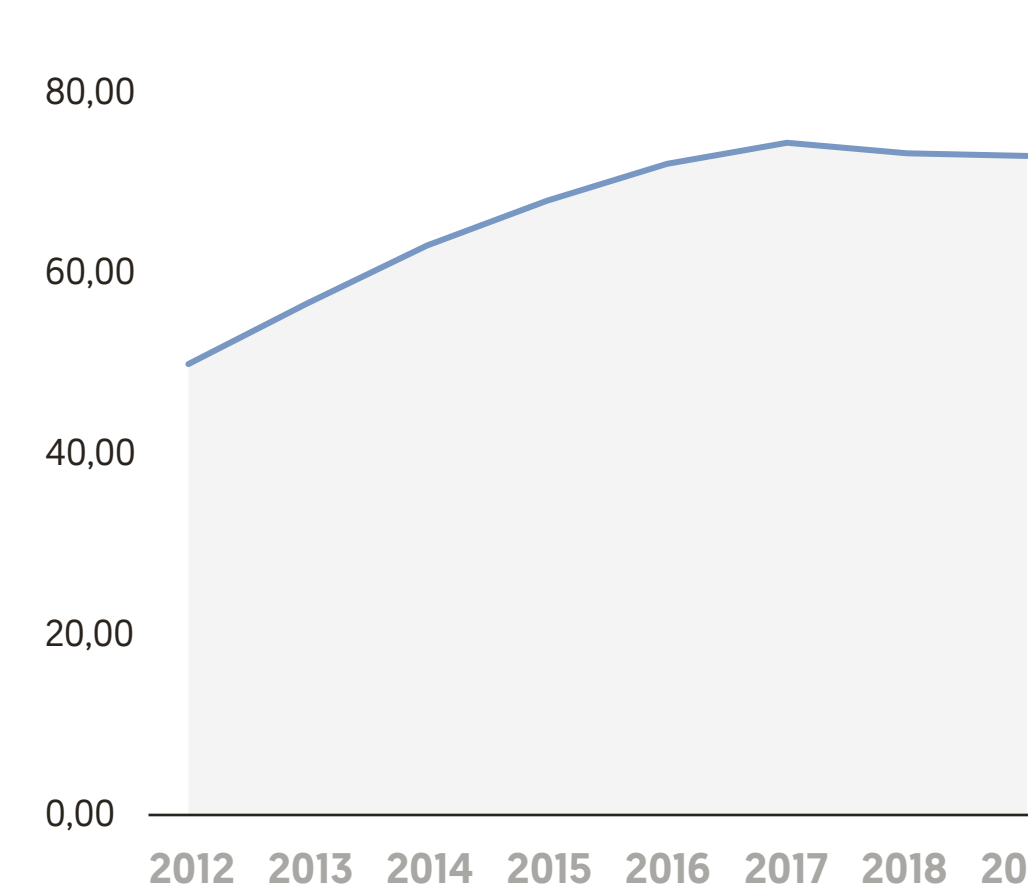


PORTO HOTELS - (€)



○ ADR ○ RevPar

OCC (%) - PORTO HOTELS



COMPETITION

- 01 Hotel Catalonia Porto (Former Pensão Aviz)
- 02 AC Hotel Porto By Marriott
- 03 Belver Beta Porto Hotel
- 04 BessaHotel Baixa
- 05 BessaHotel Boavista
- 06 HF Fénix Porto
- 07 HF Ipanema Porto
- 08 Hotel Carris Porto Ribeira
- 09 Hotel da Música
- 10 Eurostars das Artes
- 11 Eurostars Heroísmo
- 12 Hotel Mercure Porto Centro
- 13 Mercure Porto Centro Aliados
- 14 NEYA Porto Hotel
- 15 NH Collection Porto Batalha
- 16 Vincci Porto
- 17 Carris Porto Ribeira
- 18 Acta The Avenue
- 19 Vila Galé Porto
- 20 Holiday Inn Porto Gaia
- 21 Hotel Black Tulip
- 22 Mercure Porto Gaia
- 23 Hotel Novotel Porto Gaia
- 24 Boeira Garden Hotel
- 25 A Brasileira - Pestana Porto
- 26 Crowne Plaza Porto
- 27 HF Ipanema Park
- 28 Hotel Infante Sagres
- 29 Hotel Intercontinental Porto - Palacio das Cardosas
- 30 Pestana Vintage Porto Hotel
- 31 Porto Palácio Hotel
- 32 Sheraton Porto Hotel & Spa
- 33 Hotel Solverde SPA & Wellness Center
- 34 The Yeatman Hotel



05 The Asset

THE PROPERTY COMPRISES A PLOT WITH 3,640 SQM, FACING THE DOURO RIVER, WITH VIEWS TO PORTO.

Cais do Luga gains its name due to the industrialist Mathieu Luga, who helped reconstruct the area after the flooding in 1907.

The existing construction is composed by six buildings, whose construction dates back to the nineteenth century. While most existing constructions are currently in ruins, one of the buildings was recently recovered and transformed into housing.

The plot is inserted in an urbanistic framework that allows a wide range of uses (residential, services, retail, hospitality, among others). It is also inserted in ARU, an area of urban rehabilitation which allows for tax benefits in the rehabilitation of existing buildings.

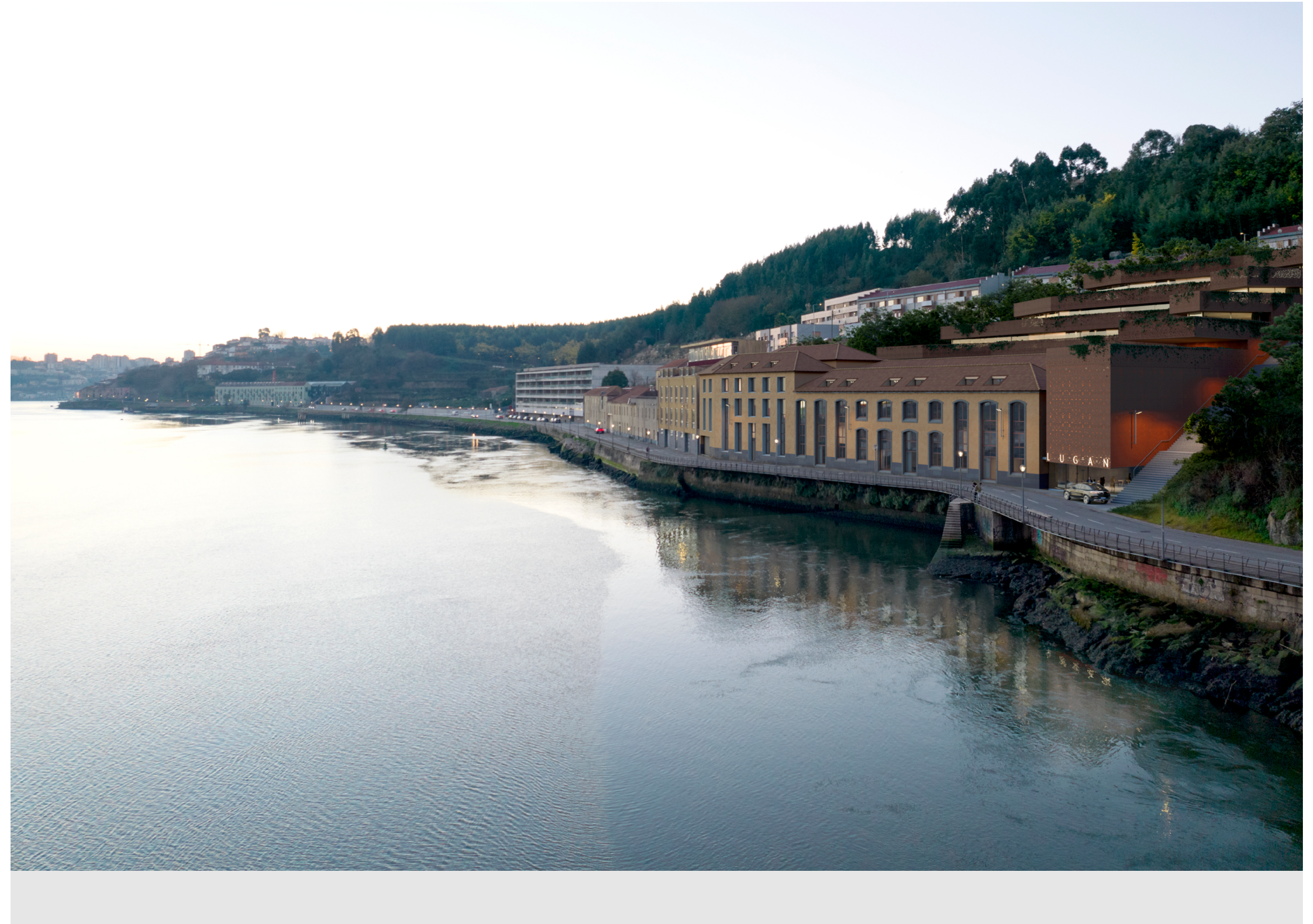


06 --- The Project

THE APPROVED PIP PROJECT ENTAILS THE CONSTRUCTION OF A 161 UNIT HOTEL ESTABLISHMENT (HOTEL OR APARTHOTEL), WITH A 5-STAR OR 4-STAR CLASSIFICATION.

While aiming at a full landscape integration in the area, the project establishes a green continuity with its surroundings, taking into the PIP project, which includes the required standard amenities [SPA, infinite pool, parking] also develops a large garden area and a street enlargement component, for pedestrian walk connections.

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06 The Project

AREA SCHEDULE - HOTEL ESTABLISHMENT (161 UNITS)

Areas (sqm)			
Floor	Parking	Gross Floor Area	Balconies and Terraces
7th Floor	-	271 sqm	352
6th Floor	-	541 sqm	306 sqm
5th Floor	-	671 sqm	402 sqm
4th Floor	-	1248 sqm	367 sqm
3rd Floor	-	2127 sqm	212 sqm
2nd Floor	-	2343 sqm	257 sqm
1st Floor	1050 sqm	1331 sqm	-
Groundfloor	1186 sqm	1191 sqm	-
Total	2236 sqm	9726 sqm	1898 sqm



2,236 SQM

Parking Areas

9,726 SQM

Gross Floor Area

1,898 SQM

Balconies and Terraces



07 Sales Process

JLL HAS BEEN INSTRUCTED, AS AN EXCLUSIVE AGENT, BY THE SELLER TO SOLICIT OFFERS FROM INVESTORS FOR THE PURCHASE OF THE PROPERTY.

The Seller is accepting offers for the Property which is freehold and available by way of an asset deal.

Any questions or requests for additional information should be directed, via e-mail, to the sales team.



POTENTIAL INVESTORS ARE INVITED TO SUBMIT NBOS, WHICH SHOULD INCLUDE:

- Details of the purchaser;
- Track Record;
- Identification of the advisors;
- Proposed price;
- Payment conditions;
- Proposed timings and milestones;
- Due diligence requirements;
- Capital structure;
- Internal approval process description;
- Validity;
- Contacts.



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