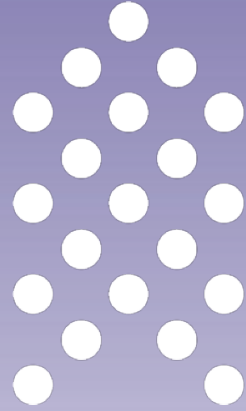


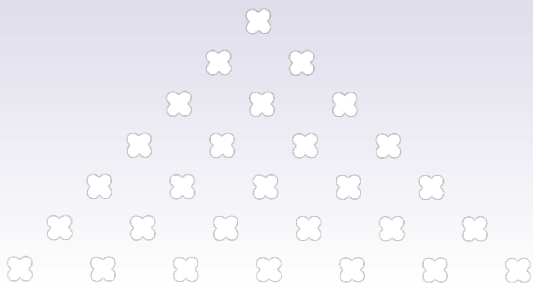


meta
estate

up
grade your wealth



A new business model in Real Estate



About us

A gateway between the local real estate investment market and the capital market



A real estate holding company founded by experienced Romanian entrepreneurs in March 2021



Listed on the AeRO market of the Bucharest Stock Exchange since August 2022



Successful track record of investing in and partnering with real estate developers, actively participating in capital investments and acquiring residential properties in early construction phases in Bucharest and other major cities.

KEY FIGURES



Investments in 37 real estate projects within 2 years since its establishment



Exits from 11 projects



Total assets of over RON 100 mil.

Romanian real estate residential market - Opportunities

Underdeveloped housing stock

Small areas

80% of living units have a surface smaller than 50 sqm

Old

85% of the housing stock was built before 1990;

Overcrowded

averaging 20 sqm/person



Affordable for the EU market

Average salary upward trend

Average prices/sqm € 4,624 in UE vs € 1,427 Romania

Constant increases, +15% vs 2022 +100% vs 2015

Bucharest citizens have the highest acquisition power with 1.23 average wage for 1 sqm

Development opportunity for the market

Stakeholders and value proposition



Investors



**Developers
and
local entrepreneurs**



**Buyers
(Consumers and
investors)**



**Financial
institutions**



**Local
operators**



Stakeholders and value proposition

Investors



- **High investment returns with minimal risks**
- **Creating antifragility to market cycles**
- **Bargaining power**
- **Liquidity and fractionality**
- **Democratization**
- **Diffuse risk through a diversified investment portfolio**



Stakeholders and value proposition

Developers and local entrepreneurs

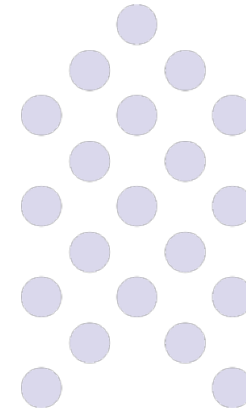
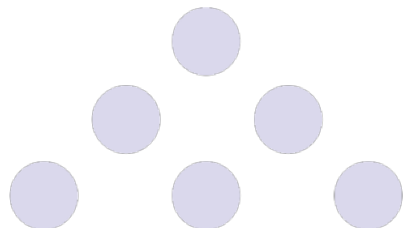
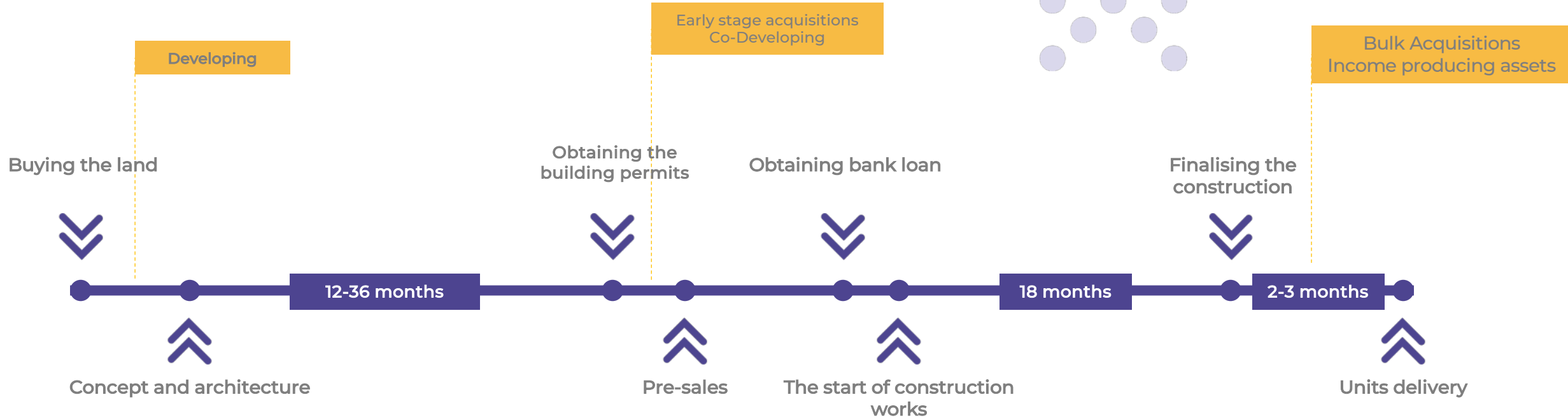


- Equity partners
- Reputation transfer
- Scaling up
- Credibility to financial institutions
- Access to a whole supply ecosystem



Investment strategies

Investment axis of a real estate development



Investment strategies



Co-Developing

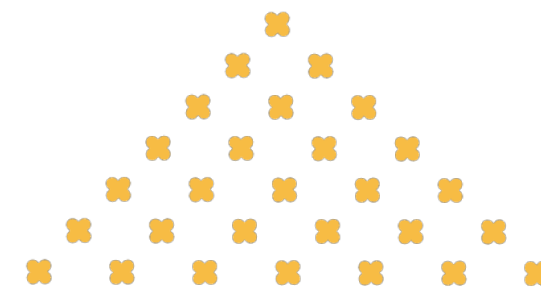
Equity JVs with local RE developers for developing the RE project

Capital Stock

35% Profit *to cost	Sales value	€ 13,5 MIL
60% Bank Loan 7% interest	Return	2,66
20% MET 20% Developer → Equity	Financing cost	€ 0,84 MIL
	Construction cost Soft cost	€ 8 MIL
	Land cost	€ 2 MIL

Period: 2 years

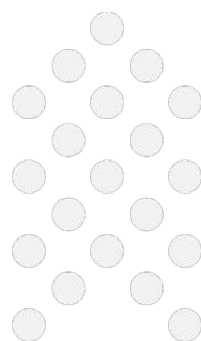
NET IRR 29%



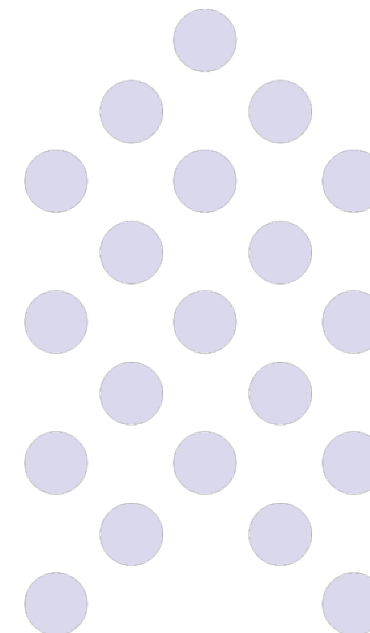
Investment strategies



Early stage
acquisition



List price	€ 1 MIL
Discounted price	€ 0.9 MIL
Down payment	30%
Sales price	€ 1,08 MIL + 20%
Margin	€ 0,18 MIL
Equity	€ 0,27 MIL
Period: 18 months	IRR 40,6%



Investment strategies



Call-option contracts on RE assets

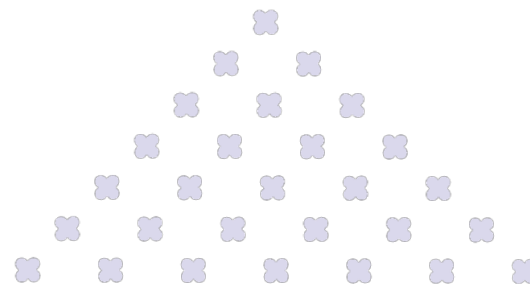
Market price	€ 0,5 MIL
Contract price	€ 0.33 MIL -30%
Repurchase option from seller	€ 0,42 MIL 20%

Period: 12 months IRR 20%

Period: 18 months with asset sale IRR 26,3%



Investment strategies



Income
producing
assets

Price	€ 1 MIL
Bank finance	€ 0,7 MIL
Interest	7%
Equity	€ 0,3 MIL
Rent yield	7%
Annual appreciation	7%

Period: 24 months | IRR 17,2%

Period: 36 months | IRR 13%

Investment strategies

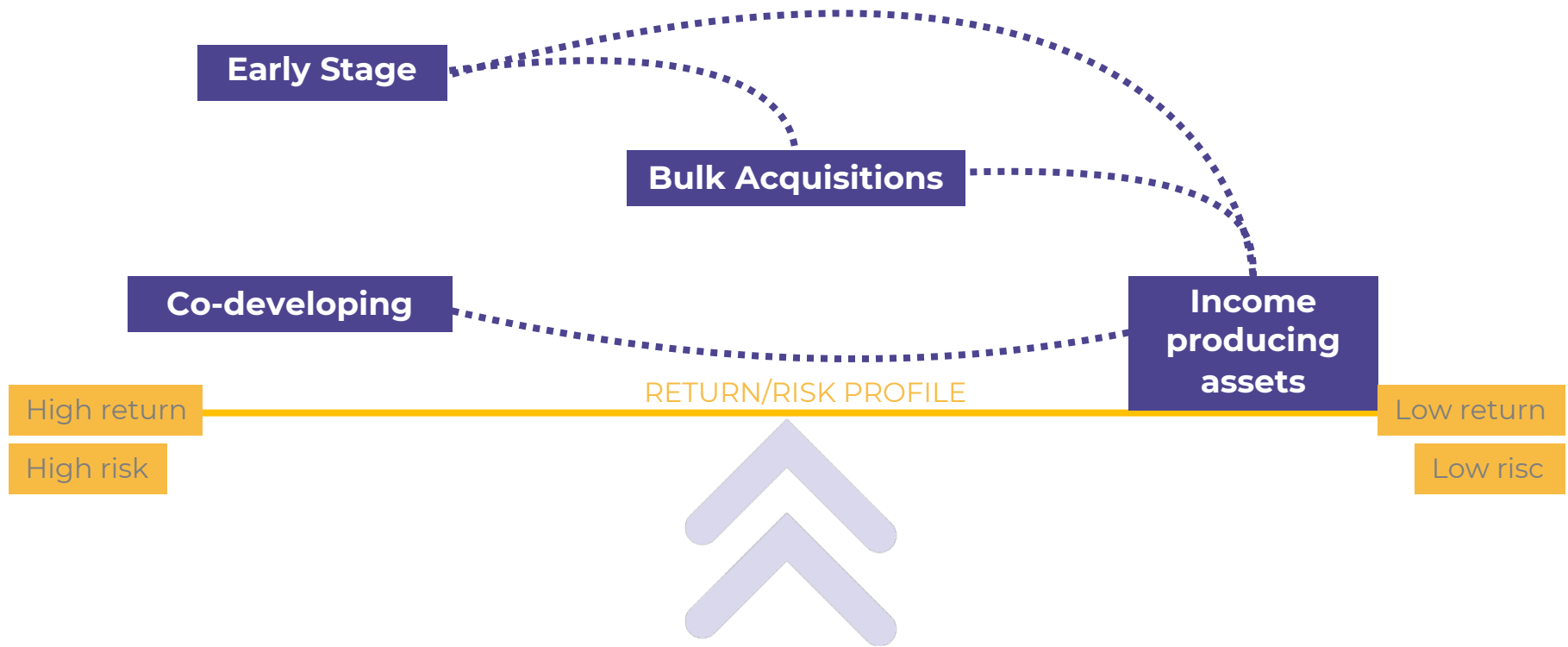


Bulk acquisitions

Market price	€ 1 MIL
Bulk price	€ 0,85 MIL -15%
Bank finance Interest	€ 0,595 MIL 7%
Equity	€ 0,255 MIL
Period: 12 months	IRR 42,3%
Period: 18 months	IRR 21,6%
Period: 24 months	IRR 12,2%

Investment strategies

A flexible and adaptable portfolio to market cycles



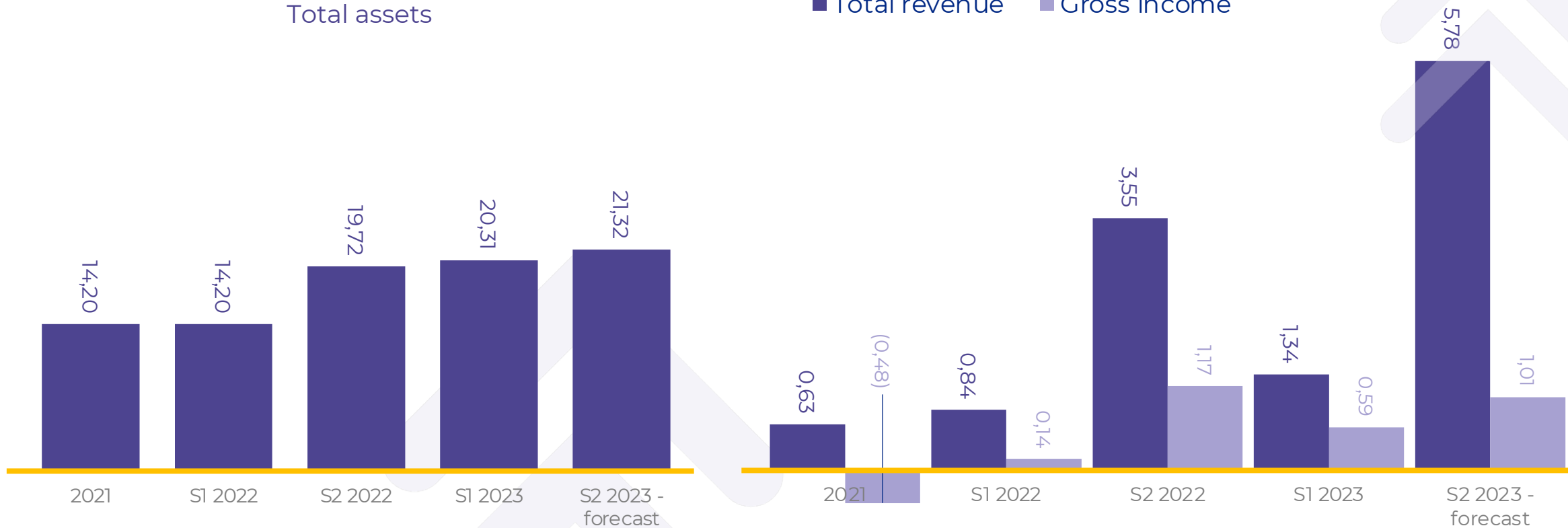
Financing strategies

	Equity allocation	Total equity (€ MIL)	Bank leverage	Bank debt value	Bonds leverage	Bonds debt value (€ MIL)	Total debt value (€ MIL)
	100%	20	36%	16,5	20%	9	25,5
							56%
1 Co-Developing	20%	4,0	0%	-	50%	4,0	4,0
2 Early stage	10%	2,0	0%	-	50%	2,0	2,0
3 Call-option contracts	15%	3,0	0%	-	50%	3,0	3,0
4 Income producing	20%	4,0	60%	6,0	0%	-	6,0
5 Bulk Acquisitions	20%	4,0	60%	6,0	0%	-	6,0
6 Distressed assets	15%	3,0	60%	4,5	0%	-	4,5

Our results

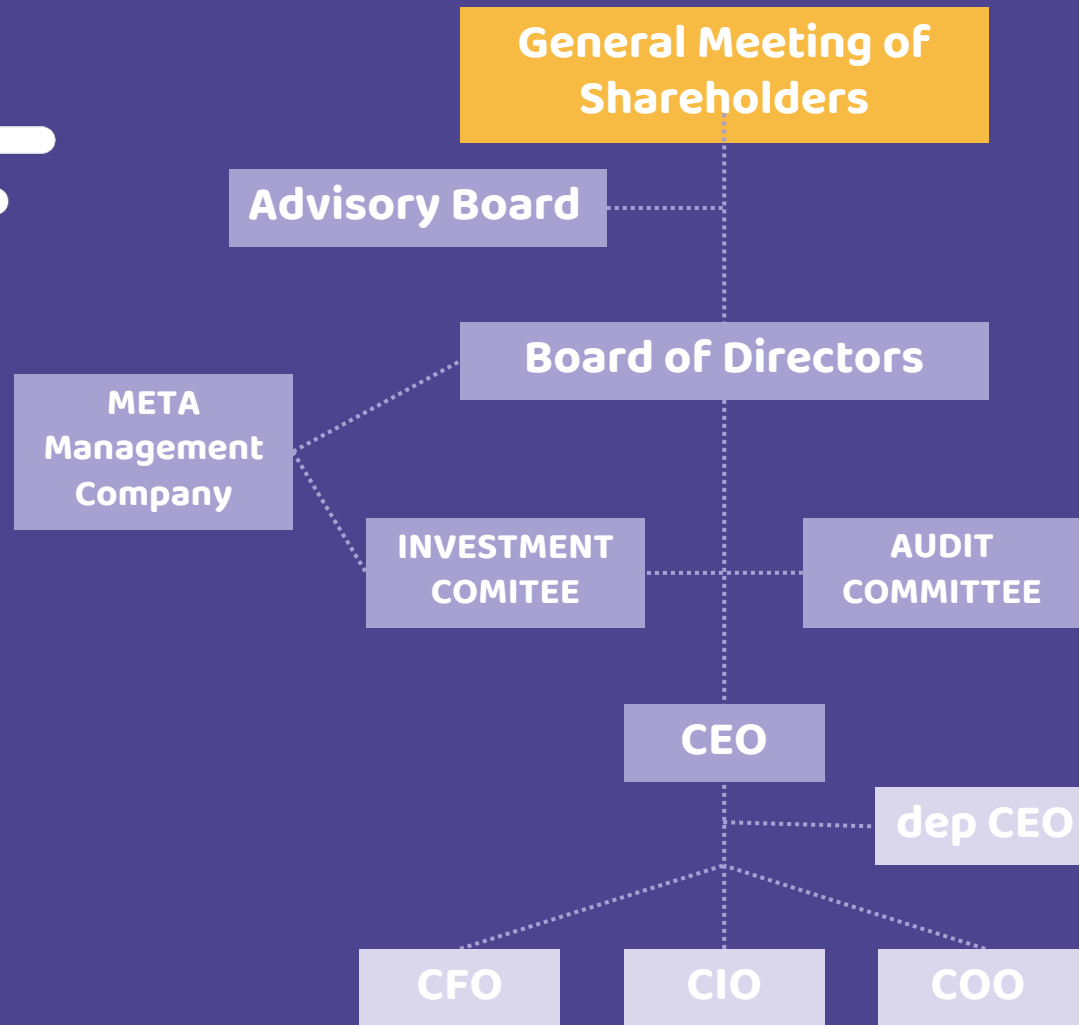
Total assets

■ Total revenue ■ Gross income



*millions EUR

Governance structure



Executive Team



TEODOR CARTIANU

Chairman of the
Board

With **over 17 years of experience** in management and real estate, also involved in residential development projects, Tudor is CEO and a shareholder for Delta Studio. He has co-founded Meta Estate Trust and has been involved in it's activity since the company's launch on the local market.



ALEXANDRU BONEA

CEO

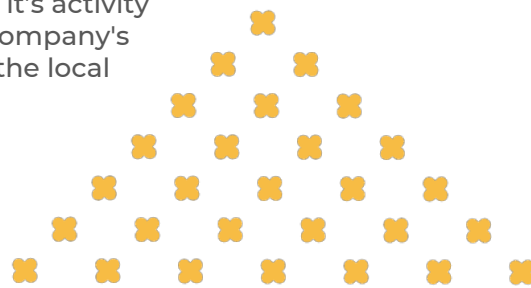
With **over 7 years of experience** in the real estate sector, during which he coordinated investments for Delta Studio Group and real estate developments in the residential area.



ANTOANELA COMŞA

Deputy CEO & CIO

With a **career that spans over 20 years** Antoanela is one of the most coveted and appreciated managers in the Romanian real estate market. Her specialization in constructions allowed her to successfully supervise all the investments made by Gran Via from Romania.

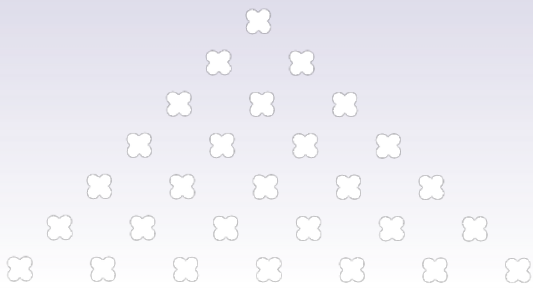




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Q&A



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