





CORPORATE

presentation

*"There is no favourable wind
for the sailor who doesn't know
where to go....."*

SÉNECA



origins

Costa Activa was founded in 2007 with the purpose of offering sales and marketing services for properties on the Mediterranean coast of Spain.

Our team, in conjunction with our extensive network of Costa Activa partners in our countries of operation, allows us to manage, market and sell your products efficiently and in a short space of time.



We offer our services to **property developers, investment funds, estate managers and financial institutions or “servicers”**. We manage the entire sales lifecycle, all the way from assisting with the configuration of the product, pre-marketing and sales launch, up to the delivery of the properties. Our experience allows us to shorten the commercial cycle and ensure an effective launch that guarantees the viability of the developments.

Costa Activa’s team is made up of professionals of 13 different nationalities and a cumulative experience of more **than 20 years in the real-estate business**, across all the strategic locations on the Mediterranean coast.

Our European network of partner agencies specialises in the sale of coastal property to clients whose principal motivation is that of purchasing a second home and/or making a property investment.

We are currently managing the sales and marketing, as sole agent, of a selection of residential developments spanning several key locations on the Mediterranean coast.





A recognised and trusted brand



A highly competitive product portfolio

INTEGRITY, PROFESSIONALISM AND

experience

Founded in 2007



Influential market leaders

Exceptional customer service



Excellent at anticipating market cycles

The leading agent for coastal property developments



An international marketing team



Proven results

Specialists in the prime property segment across the key cities and main coastal areas in Spain.



5 REGIONS



5 OFFICES

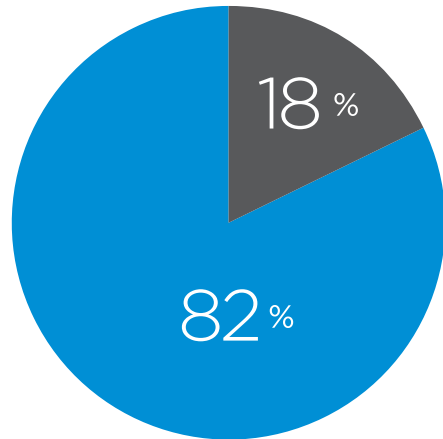


30 MULTILINGUAL ADVISORS

COSTA ACTIVA IN

figures

Clients who buy from Costa Activa are

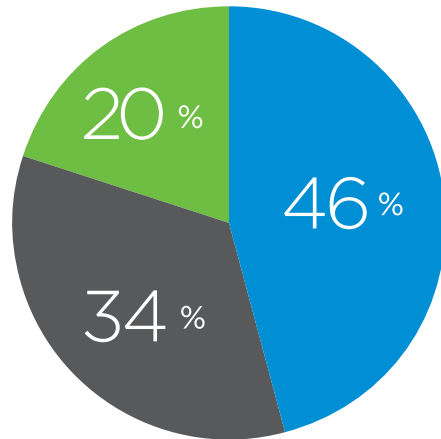


- National
- International

↓
Mainly from

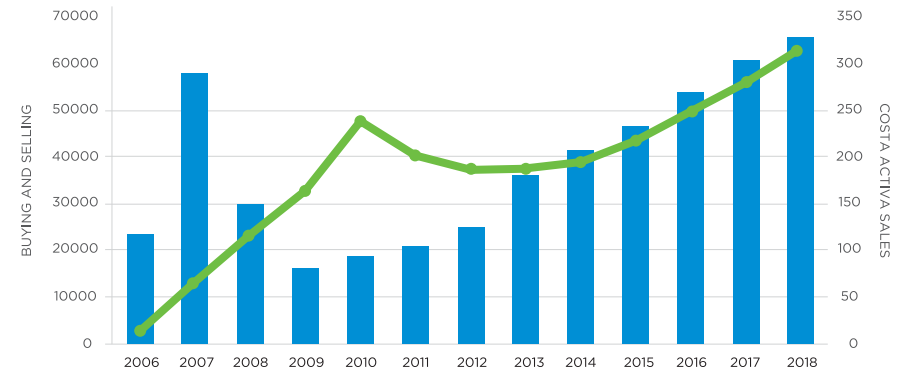
- Russia
- France
- USA
- Scandinavia
- Belgium
- United Kingdom

Motivation for buying



- Second home
- Investment (resale/rental)
- Primary residence

Evolution of sales in Spain vs. Costa Activa sales



- Total transactions - foreigners
- Total transactions - Costa Activa

Source: Idealista y Costa Activa

WHERE *are we?*

1 COSTA BLANCA
ALICANTE

2 COAST OF
BARCELONA

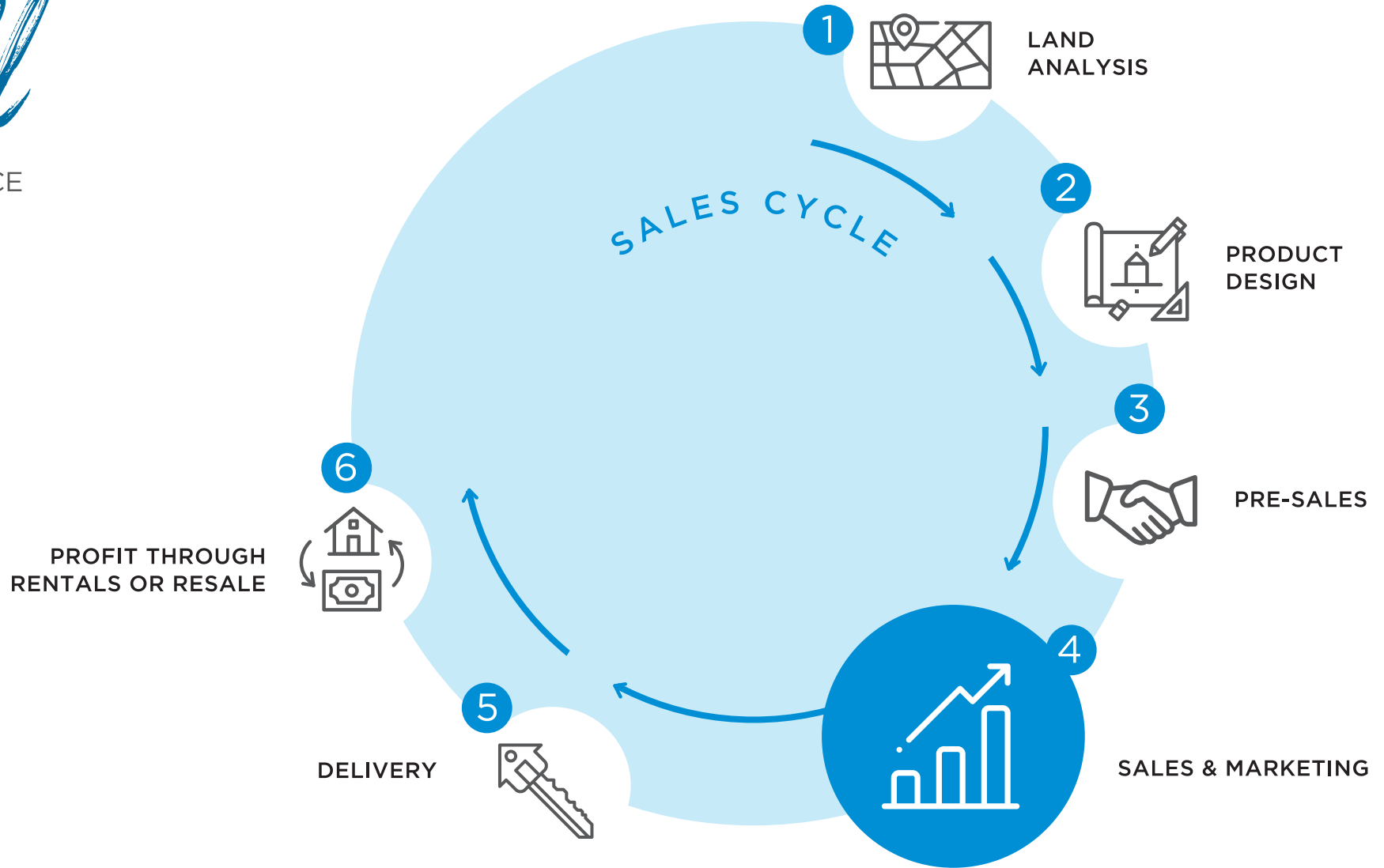
3 COSTA CÁLIDA
MURCIA

COAST OF
ALMERÍA 4

COSTA DEL SOL
MÁLAGA 5



full
SERVICE



sales & marketing

Our track record spanning more than 20 years has allowed us to discover and exploit the most effective routes to market and sales for properties, both online and offline.

We provide our clients with an instant network of the most effective and reliable international agencies, built up over many years of teamwork, carefully selecting the most trustworthy and efficient sales professionals. With a presence in the main buyer markets in Europe and the USA, they offer the perfect spread and exposure to the most successful and prolific possible sources of sales.



We find and design products for our clients

Our core business is **global management of the sales cycle**. Our main objective is to obtain sales that guarantee the economic and commercial viability of each development.

Since **Costa Activa's** foundation in 2007, we have successfully marketed and sold more than **2,000 new-build and resale properties** across various locations on the Mediterranean coast, in particular the **Costa Blanca, Costa del Sol, Costa Dorada and Costa Brava**.

In essence, Costa Activa provides a full lifecycle sales management service through a **TECHNICAL PLATFORM and through MANAGEMENT** of the sales process.

This includes enhancing the value of assets.

It also includes **managing the agents involved** in the sale of each development, as well as sharing and updating information across all sales points.

Our **headquarters** are located in the capital of residential tourism in Europe: the **Costa Blanca**.

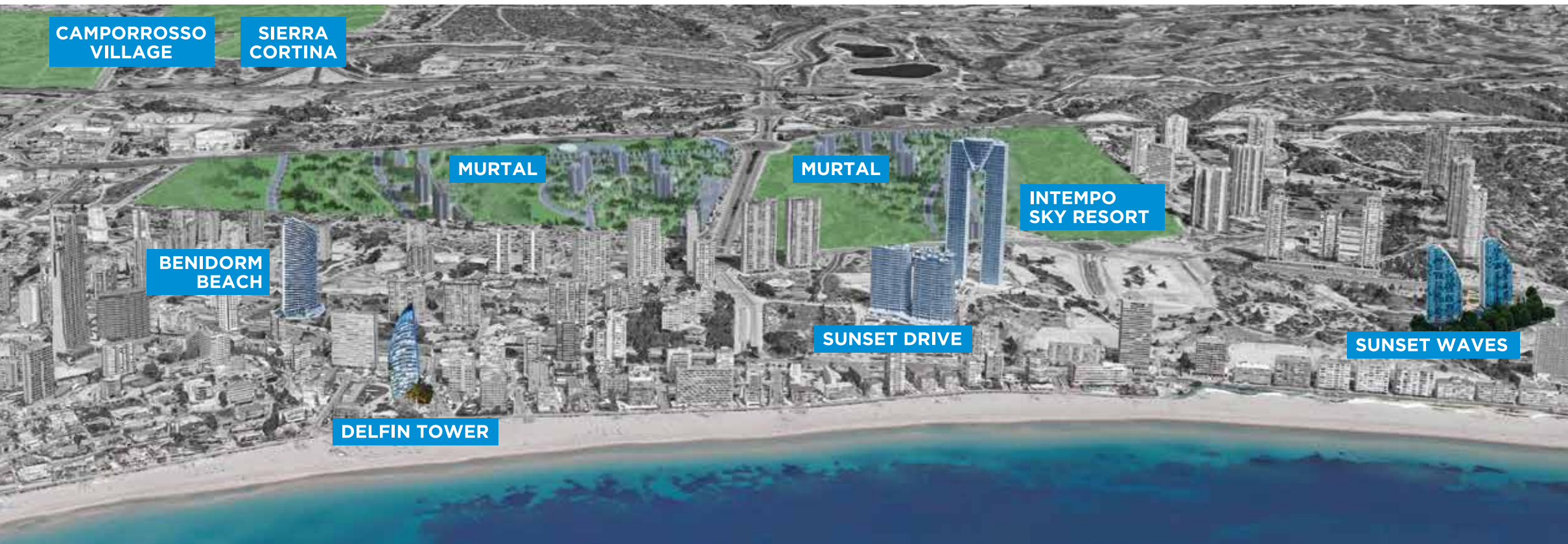
+2,000

PROPERTIES SOLD



PROPERTY INVESTMENT DESTINATION "PLAYA DE PONIENTE,

Benidorm"



highlights



Valle Romano Golf & Sports Resorts

Location: Estepona, Malaga (Costa del Sol)
Client: Kutxa Bank SA
Property types: Apartments, penthouses, and townhouses in a residential golf complex.
Properties sold: 130
Timeframe: 2010-2013



Mirador de Altea

Location: Altea, Alicante (Costa Blanca)
Client: Mirador de Altea 16 SL
Property types: Ground floor apartments/penthouses and townhouses
Properties sold: 40
Timeframe: 2012-2013



Los Cerezos

Location: Sierra Cortina, Finestrat, Alicante (Costa Blanca)
Client: ALISEDA, S.A. (Banco Popular Español)
Property types: Apartments, penthouses and villas in Sierra Cortina.
Properties sold: 85
Timeframe: 2012-2013



Camporosso Village

Location: Finestrat, Alicante (Costa Blanca)
Client: Camporosso S.L.
Property types: Apartments, penthouses, ground-floor/penthouse duplexes and luxury villas.
Properties sold: 125
Timeframe: 2018-2019

OTHER *successful* PROJECTS



Sunset Drive Benidorm

Benidorm, Alicante (Costa Blanca)

Developer: TM Group
Property and private investors

Type of properties:
second-line beach
apartments and penthouses.
Status: 100% sold



Residencial Torre de Cambrils

Cambrils, Tarragona (Costa Dorada)

Developer: SOLVIA
SERVICIOS INMOBILIARIOS
SL

Type of properties:
second-line beach
apartments and penthouses.
Status: 100% sold



Intempo Sky Resort

Benidorm, Alicante (Costa Blanca)

Developer: INTEMPO SVP
Global - UNIQ

Type of properties:
second-line beach
apartments and penthouses
Status: selling



Benidorm Beach

Benidorm, Alicante (Costa Blanca)

Developer: ALIBUILDING SL
Type of properties:
Apartments and penthouses
in one of the most
emblematic skyscrapers in
Playa Poniente, Benidorm.
Status: selling



Delfin Tower Benidorm

Benidorm, Alicante (Costa Blanca)

Developer: Goya Real Estate
S.L.
Type of properties: Luxury
apartments in front of the
sea
Status: selling



OBJECTIVE: RETURN ON INVESTMENT

Sunset Holidays is the key to profitability for our investors: this is our **division that specialises in professional holiday lettings management** (as well as medium- and long-term lets) along with other property-related services.

We manage **holiday lets** in an organised and professional way with the focus on offering **security, peace of mind and returns** to our clients and investors.

Why Sunset Holidays?

Buy-to-let investments have, over the years, become one of the **safest and most profitable investment options**. Sunset Holidays looks after the entire lifecycle of the property, with the focus on **optimising return on investment as of the first day of ownership**.



FULL LETTINGS

management



Professional management of check-ins and check-outs, property maintenance, and 24/7 customer service for tenants/guests!



Furnishing and equipping of the property



Registration in official municipal registers for holiday lettings and application for holiday rental licences



Price optimisation and revenue management to achieve the optimal balance between occupancy rates and price



Bookings



Selection of tenants/guests



Professional cleaning services



Property care and maintenance



Reports to owners on occupancy and incidences



Connection to distribution channels

We work with the sector's key distribution channels, tour operators, and we are connected to the main online travel agencies (OTAs). Our aim is always to find the equation that enables **occupancy rates and returns to be maximised.**

OUR
Team

Professional

Qualified

Dynamic

Multilingual

Experts

Reliable

Experienced



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OTHER CLIENTS AND

partners



Camporrosso



UNIQ



Goya Real Estate SL



Quadratia



TM Grupo Inmobiliario



Solvía



Altamira



BBVA



Haya Real Estate



Kutxa



Taylor Wimpey



Núñez I Navarro



La Llave De Oro



Mahersol



Trivee



Patrimi



Servihabitat



Maisa



