

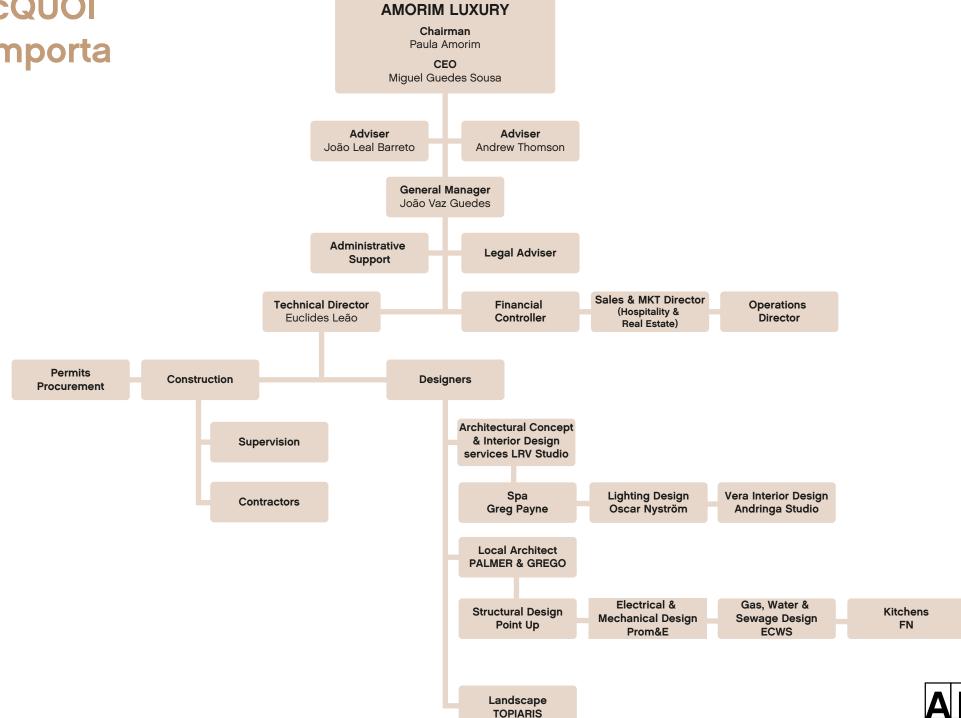
### Welcome

Please present yourself.





#### **JNcQUOI** Comporta







## Kick-off Meeting Agenda

#### 12h00 — 12h30

Welcome & Presentation of JNcQUOI Comporta Team (Miguel Guedes de Sousa - CEO Amorim Luxury)

#### 12h30 — 13h30

Presentation of Amorim Luxury and JNcQuoi Concept (Miguel Guedes de Sousa - CEO Amorim Luxury)

#### 13h30 — 15h00

Lunch at the rooftop restaurante at Altis Grand Hotel

#### 15h00 — 15h30

JNcQUOI Comporta Brief (Luis Erazo - Lead architect at Lázaro Rosa-Violán Studio)

#### 15h30 — 16h00

Project Time Schedule & Planned Workshops (João Vaz Guedes / Euclides Leão)

#### 16h00 — 16h30

Presentation of the project management platform BUILDTOO (Rita Januário)

#### 16h30 — 17h00

Final Notes + Q&A (João Vaz Guedes)

#### 17h00 — 18h00

Visit to JNcQUOI Avenida, JNcQUOI Asia, Ladurée and Fashion Clinic

# The Group





FOUNDER: AMÉRICO AMORIM CHAIRMAN: PAULA AMORIM

#### **Américo Amorim Group**

**Energy** 

33.3% majority stake

NCE 2005



Cork

World's largest cork producer

SINCE 1970



Forestry

+30 000 Acres Portugal, Mozambique and Brazil

**Finance** 

**SINCE 1981** 

**SINCE 1972** 





**Real Estate** 

Residential and Touristic segments
Portugal and Brazil

SINCE 1950's

sha

shareholder participation of 10%

**SINCE 2007** 

Luxury

TOM FORD

shareholder participation of 15.04%

**PLATFORME** 



FOUNDER & CHAIRMAN: PAULA AMORIM
CEO: MIGUEL GUEDES DE SOUSA

#### **Amorim Luxury Group**

#### Multibrand Luxury Fashion

**FASHION CLINIC** 

ATTICO - AQUAZZURA - BALENCIAGA - BALMAIN - BOGLIOLI - CHRISTIAN LOUBOUTIN DSQUARED2 - DIOR - DOLCE & GABBANA - FENDI - GIUSEPPE ZANOTTI - GIVENCHY GOLDEN GOOSE - GUCCI - ISABEL MARANT - J BRAND - JIMMY CHOO - JW ANDERSON MANOLO BLAHNIK - MISSONI - PRADA - PAUL SMITH - SAINT-LAURENT - SANTONI STELLA McCARTNEY - TOM FORD - VALENTINO - YVES SALOMON - ZIMMERMANN

Monobrand Luxury Fashion PORTUGAL FRANCHISE

G U C C I DOLCE& GABBANA

Luxury Hospitality & Lifestyle

**JNĈQUOI** 

PORTUGAL FRANCHISE

LADURÉE







FASHION CLINIC	Inception of AMORIM LUXURY	Franchise of the first mono-brand store GUCCI PORTUGAL	FASHION CLINIC enters FARFETCH	Beginning of the exclusive representation of GUCCI Launch of TIMELESS by FASHION CLINIC	Website launch FASHION CLINIC  Launch of JNcQUOI  Enters FOOD & HOSPITALITY	Launch of JNcQUOI Asia  Launch of JNcQUOI Club  Launch of JNcQUOI Living Room
FASHION CLINIC	AL	GUCCI	FARFETCH	FASHION CLINIC TIMELESS	JNĈQUOI  FASHION CLINIC  Eat — Drink — Shop — Live	
— Luxury Multibrand insignia	-Focused in the Luxury multibrand Concept Stores Fashion Clinic  - In the most prestigious locations  - Best luxury experience through a special selection of renowned designers, with more than 60 brands represented	—Exclusive store (accessories)	—Online	—Fashion Clinic private label	Beginning of the exclusive representation of LADURÉE Paris	JNĈQUOI ASIA  C JNĈQUOI CLUB  FASHION CLINIC  JNĈQUOI COMPORTA
1990	2005	2012	2013	2015	2016 — 2017	2019

The portuguese reference in the international luxury market

Amorim

Luxury



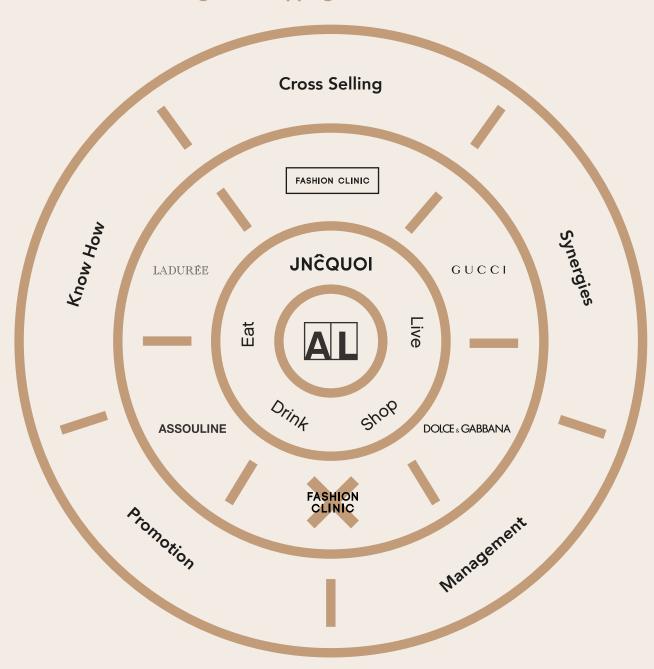
Our future is to spread the luxury and fashion concept to other activities: retail, product development, customization experience and convenience.

A synergy that is a result of 20 years of experience in the fashion luxury segment allied to a deep knowledge in the hospitality segment incorporating the most sophisticated and innovative know-how, bringing unique, luxurious and sophisticated social experiences to the world.



#### **Universal Lifestyle Concept**

How to build a global shopping destination and value creation







Baixa

Baixa is Oporto's central and commercial zone and it's where Fashion Clinic Man's store is located.

Avenida da Liberdade, in Lisbon, where both man and woman Fashion Clinic stores are located, together with JNcQUOI, Gucci and Ladurée, has recently been designated as the 10th most luxurious avenue in the world. There also various projects that are scheduled to open its doors in 2019 that will be located in this emblematic avenue: JNcQUOI Asia, JNcQUOI Living Room and JNcQUOI Club.

With an unique location and a rare natural beauty, just a few hours away from all the major European capitals, Comporta has all the ingredients necessary to become a world-renowned destination of excellence. The Amorim Luxury Group will elevate the destination to its maximum exponent, through the reinforcement of its brand image and development of the project JNcQUOI Comporta.

With its excellent facilities, Quinta do Lago, is home to some of the most striking and spectacular villas in Algarve, and is an unique destination and a symbol of quality. The new Fashion Clinic Woman's store is located in Quinta Shopping, the heart of Quinta do Lago.

Quinta do Lago





## The Founders



#### PAULA AMORIM

FOUNDER AND CHAIRMAN AMORIM LUXURY GROUP

Provocative, influential, passionate and visionary, Paula Amorim is the audacious voice leading the Amorim Luxury Group.

Representing the fourth generation of the biggest family-owned business Group in Portugal with almost 150 years of history, Paula Amorim is the Chairman of Amorim Investimentos e Participações, SGPS, SA, which includes Amorim Cork in its portfolio, the world's largest cork producer. Born in Oporto, Paula has been a member of Galp's Board of Directors since April 2012 and Chairman since October 2016. Galp is one of the largest European integrated energy players, with activities that span from exploration and production of oil and natural gas to refining and trading.

As a natural successor in Américo Amorim Group, Paula Amorim is also Chairman of the family business holding, Amorim Holding II, SGPS, SA. Joined Américo Amorim Group in 1992, at the age of 19, and has been holding many management and leading positions ever since.



In 2005, Paula created her own company, Amorim Luxury Group, focused in the Luxury multibrand Concept Stores Fashion Clinic. In order to expand and diversify her business interests, the Group acquired in 2012, the first franchising of the Gucci brand in Portugal.

Her personal interest and expertise on the fashion industry, were the key drivers that, in 2007, led her family Group to become an important investor in Tom Ford International (TFI). Paula Amorim is board member of TFI and actively follows the development of this important brand.

Last year, Américo Amorim Group invested in an innovative digital project: Platforme. It aims to be the "Luxury customization platform" for all major brands. Paula is one of the board members together with José Neves (Farfetch CEO and Platforme Founder), Natalie Massenet and The Luxury Fund.

In April 2017, Paula launched together with Miguel Guedes de Sousa, JNcQUOI, a transversal lifestyle project that combines fashion, leisure, gastronomy and hospitality, providing an unique experience for a new era of social hedonism.



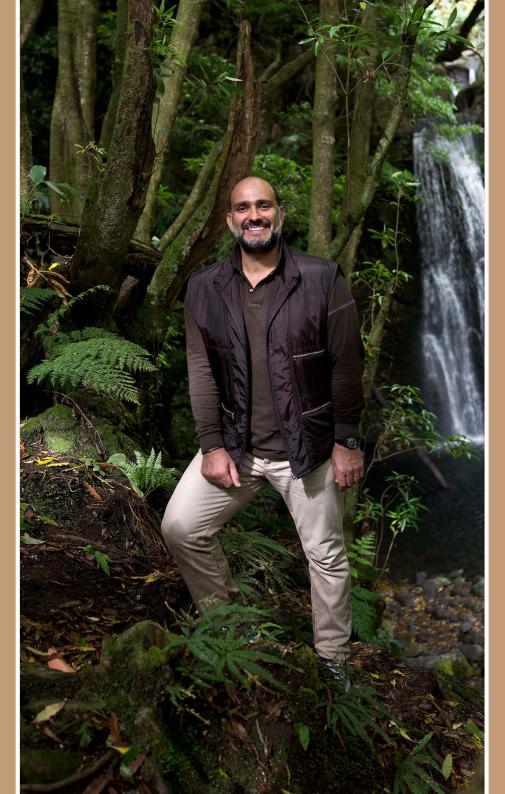
#### MIGUEL GUEDES DE SOUSA

CEO AMORIM LUXURY GROUP

Miguel Guedes de Sousa was responsible for the hotel operations of the Discovery Fund, that in 2013 alone, acquired 40 turistic assets, having actively worked in the recovery and repositioning of the main investments.

During his tenure, Miguel created Discovery Hotel Management (a four star lifestyle brand focused on informality, service and design) and also brought to the Portuguese market several international recognized brands such as Six Senses.

Before embarking in the experience proposed by the Discovery fund, Miguel worked for 12 years in Aman Resorts, such as Amanjena and Amanpulo. Under his management, the resorts were positioned and maintained amongst the best in the world.



Furthermore, worked in the Intercontinental group (UK, Spain and Thailand), Coco Palm Resorts (Maldives) and in Albatroz Hotel (as joint director).

Born into hospitality, one of the family's business, he developed an acute sense of what the hotel business was all about from an early age.

Educated in Switzerland and in the US, with a degree in Hotel Management from the Institut Hotelier Cesar Ritz, Certificates in General Management, Marketing and F&B from Cornell University (NY), a Chef Certificate by the Culinary Institute of America (NY) and having participed in the Advanced Management Program (AMP 189) at Harvard Business School, Miguel invested his life in learning the craft.



## JNĈQUOI

**The Concept** 



Opulence is replaced by Experience. Elitism for all.



# Building a full social luxury living, shopping & lifestyle destination.

**MISSION** 





Classic luxury is somewhat exhausted.
Meet the new luxury.

A mix between the authentic and the cosmopolitan, craft and technology, physical and digital, top design, high fashion and street style.

The place where the imaginary becomes real and everything is possible.



To be the reference in the international luxury market, with an innovative lifestyle concept where Food meets Fashion and Hospitality.

**AMBITION** 



Food meets Fashion meets Hospitality

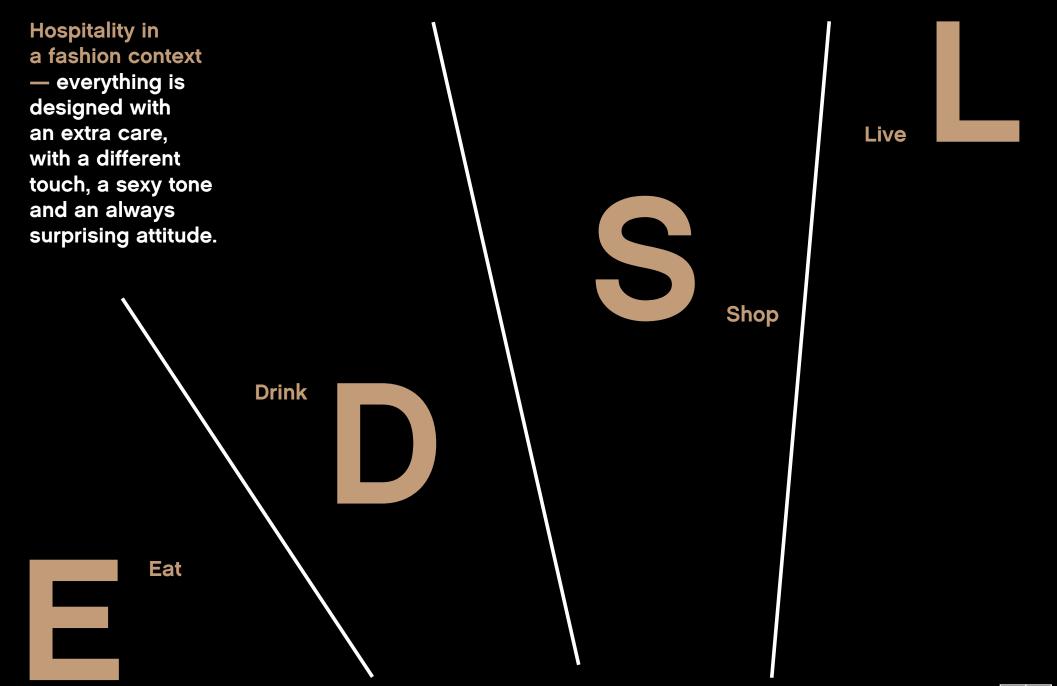




# Fashion

Food Hospitality **Innovation** Life eets







Bring together the concept of fashion retail and hospitality, in a cultural and entertainment context with an irreverent attitude, supported by creativity and innovation.

We amplified the Fashion Retail concept in order to present a full lifestyle offer that pervades every dimension of our customers' lives, in an unique and memorable experience.

Our brands as our ambassadors in the many different lifestyle areas creating a Total Social Experience: EAT DRINK SHOP LIVE



# Informal, Informed, Imaginative, Intelligent, Ineffable.

**SERVICE CONCEPT** 





Tourists
are treated
like locals,
locals
are treated
like tourists.

**No protocol**, just informal empathy.

No impossibilities, and a proactive mentality.

No ignorance and fully cultural awareness.

No melancholy just a constant feeling of enchantment.



# **Business Concept**

Build a global destiny for luxury shopping, increasing customer loyalty and contact with the brands, boosting sales throughout the whole JNcQUOI operation.

JNcQUOI can be a restaurant, bar, gourmet deli and wine cellar, luxury fashion and accessories store, a private club, a luxury real estate hospitality concept and much more...





# All JNcQUOI are venues open to style, culture and local gastronomy.

Where local rules express new meanings and personalities at a global scale.

Where it is possible to find exciting people looking for character, local features, flavours and habits. The pursue of originality and informality within the exceptional. People whose focus is not what money can buy but the most interesting and unique experiences that money can provide.



# Eat. Drink. Shop. Live.

And much more.



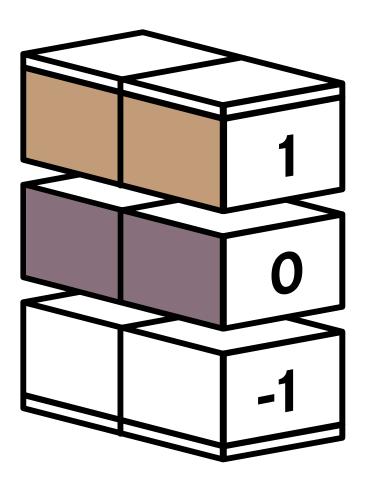
### JNĈQUOI

Locations



#### Food Meets Fashion Lisbon, Oporto and Algarve







Restaution Not just a place to Eat.









- → Finding the best products and producers and, whenever possible, farm-to-table products.
- →Respecting the seasonality of each and every product and their quality.
- → Creating gastronomy that does justice to those products.
- → Serving information.
- →A complex experience of flavours.

# The JNCQUOI Food Practice



# The JNCQUOI Food Personality

- →Open kitchen and show cooking.
- → Open-to-the-city attitude.
- → Shared spaces and a vibrant environment.
- → 24-hour service mentality.



# DeliBar. Not just a place to Drink.











Light Meals, Top Wines & Cocktails, Gourmet Deli, with great music.

- → The perfect hangout place where you can fashionably eat simple great food.
- →The award-winning
  products you had at the
  Restaurant, you can
  buy them here, from the
  Deli, while ordering
  a cocktail. Along with products
  from our partners: Assouline &
  Ladurée.
- → Exquisite selection of national and international wine&spirits.
- →Incredible place of entertainment with the best local DJ's and live music.





#### **ASSOULINE**

An exclusive shopin-shop for the most sophisticated lifestyle books.





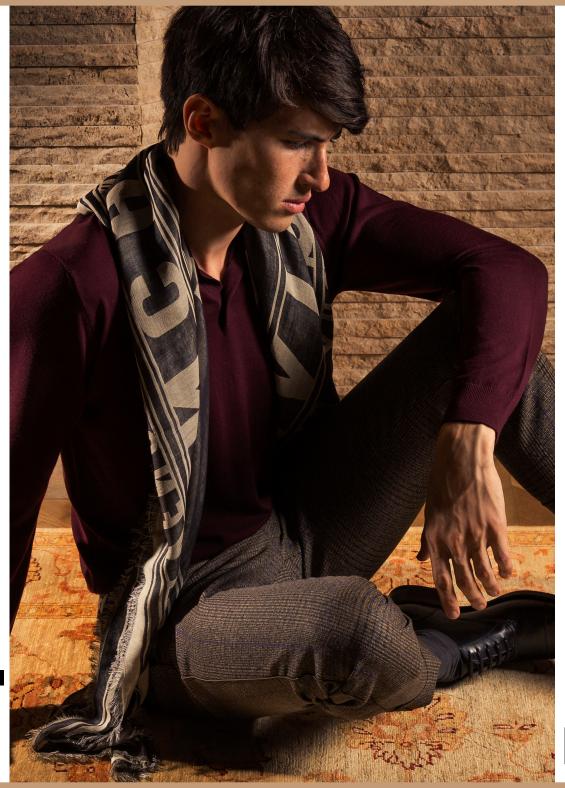


#### LADURÉE

A counter of the prestigious parisian pâtisserie.



Luxury Fashion Stores. Not just a place to Shop.







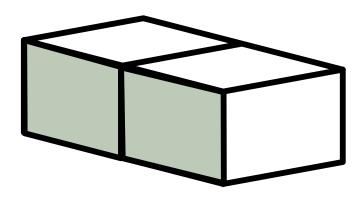
## The best Fashion & Accessories brands in the world, for men.

- → An impressive portfolio of international brands.
- → Development of a private label - Timeless - based in exceptional quality with classic, informal and sophisticated pieces.
- → A careful and exceptional made-to-measure service, with the goal to meet the need and will of the most discerning client.

BALENCIAGA	BOGLIOLI	Borsalino
Invistian Journal of the Contraction	Dior	DOLCE & GABBANA
DSQUARED2	된 FENDI	Sign
GIVENCHY	GUCCI	Paul Smith
PRADA	SAINT LAURENT PARIS	TIMELESS
TOM FORD	)	VALENTINO

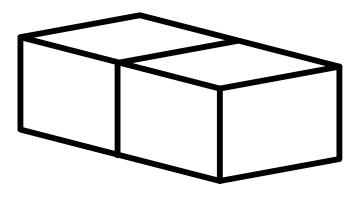


LADURÉE Paris



Parisian *pâtisserie* 

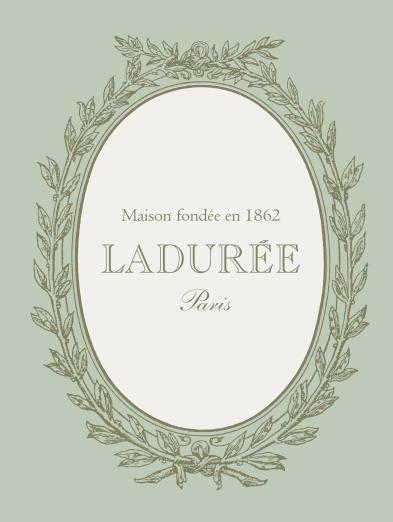




**Luxury Fashion Retail** 



# LADURÉE. Not just a place to Eat.





World-renowned creator of the famous french macaron known for its unique and refined decoration and the highest quality for all products, was brought to Portugal in 2017 by Amorim Luxury Group, in the prestigious Avenida da Liberdade.

In Portugal, Ladurée's pâtisserie is under the umbrella of the award-winning Chef Joaquim de Sousa, acknowledged by its national and international experience. Ladurée's recipes are followed strictly, guaranteeing the quality and savoir-faire from which the brand is famous.

A true experience for the senses, appreciated by every savvy world trotter







# The best Fashion & Accessories brands in the world, for women.

- → An impressive portfolio of international brands in a feminine and sophisticated environment designed for the contemporary woman.
- → Exclusive representation of some brands in the portuguese market.
- → The most vibrant brands of perfumery and lifestyle.
- → Dedicated corner for accessories.
- Connecting door to Ladurée, providing a multisensory experience.





PRADA SAINT LAURENT STELL / MOCARTNEY

TOM FORD VALENTINO ZIMMERMANN

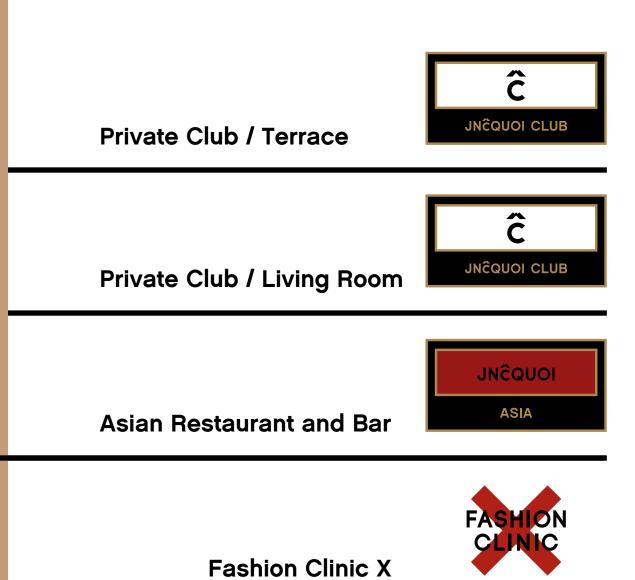


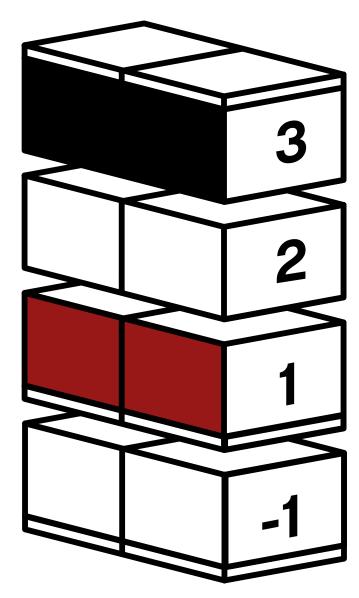
#### JNĈQUOI

**New locations** 



#### **Food Meets Fashion**















### Welcome to JNcQUOI CLUB

Discover some of the unique benefits for JNcQUOI Club Members\*

- → Access only to Members and their guests
- → Restaurant, Dancing Bar and Living Room
- → Wine Cellar & Humidor (possibility to buy and store your cigars in a private box)
- → Curated events (concerts, food & wine pairing, art, exhibition, small talks)
- → Possibility to privatize the Club for personal events
- → Access to special benefits within some services and luxury brands
- → Future access to JNcQUOI Comporta and special member rates in the villas' room

\*some benefits are only accessible for Founding Members









## Comporta

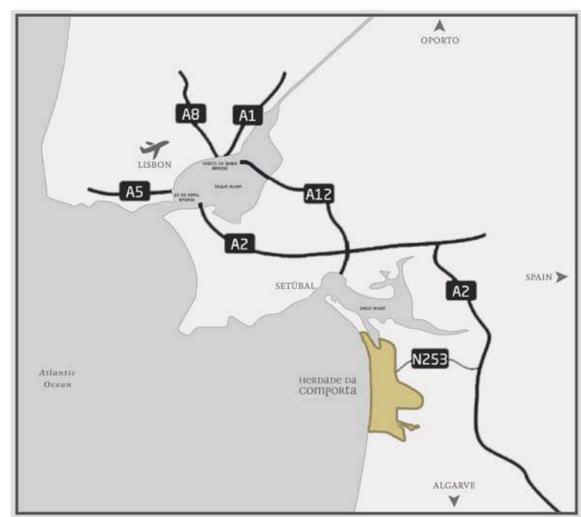


Only an hour away from Lisbon, Comporta can be easily accessed by international tourists / investors from most European cities.

Comporta offers privileged access to 12 km of an almost unexplored coastline, with crystalline water and white sand beaches.









#### JNĈQUOI Comporta Project

**55 Private Villas** 

**4 Restaurants** 

Bar & Cigar bar

**Deli Market** 

Bakery — Bookshop — News Stand

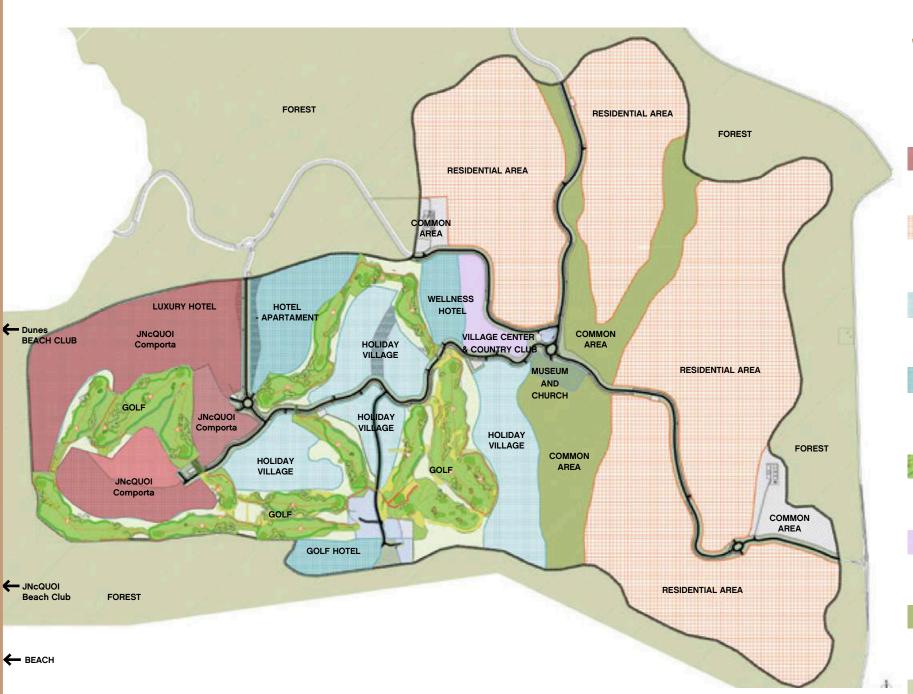
**Fashion Clinic Woman & Man** 

**Spa & Optimal Performance Center** 

**Deco Shop** 

**Beach Club** 





#### 551ha 18 Macro-lots for sale (incluing Golf)

JNcQUOI Comporta
One Hotel and two touristic villages

Total Area: 587 700 m<sup>2</sup> Maximum Constructable Area: 81 544 m<sup>2</sup>

Residential Area

Four Residential Areas

Total Area: 2 309 163 m<sup>2</sup> Number of accommodations: 726 Number of beds: 2 379 Maximum Constructable Area: 140 860 m<sup>2</sup>

Holiday Villages

Six Holiday Villages

Total Area: 479 369 m<sup>2</sup> Number of accommodations: 281 Number of beds: 1 502

Maximum Constructable Area: 57 524 m<sup>2</sup>

Hotels and Hotel-Apartament

Three Hotels and one Hotel-Apartament

Total Area: 265 380 m<sup>2</sup>

Number of accommodations: 727 Number of beds: 1 552 Maximum Constructable Area: 51 533 m<sup>2</sup>

One 18-hole golf-course and One Clubhouse

Total Area: 921 948 m<sup>2</sup> Maximum Constructable Area: 3 500 m<sup>2</sup>

**Commerce & Recreation Area** One Commercial Zone

Total Area: 56 303 m<sup>2</sup> Maximum Constructable Area: 5 471 m<sup>2</sup>

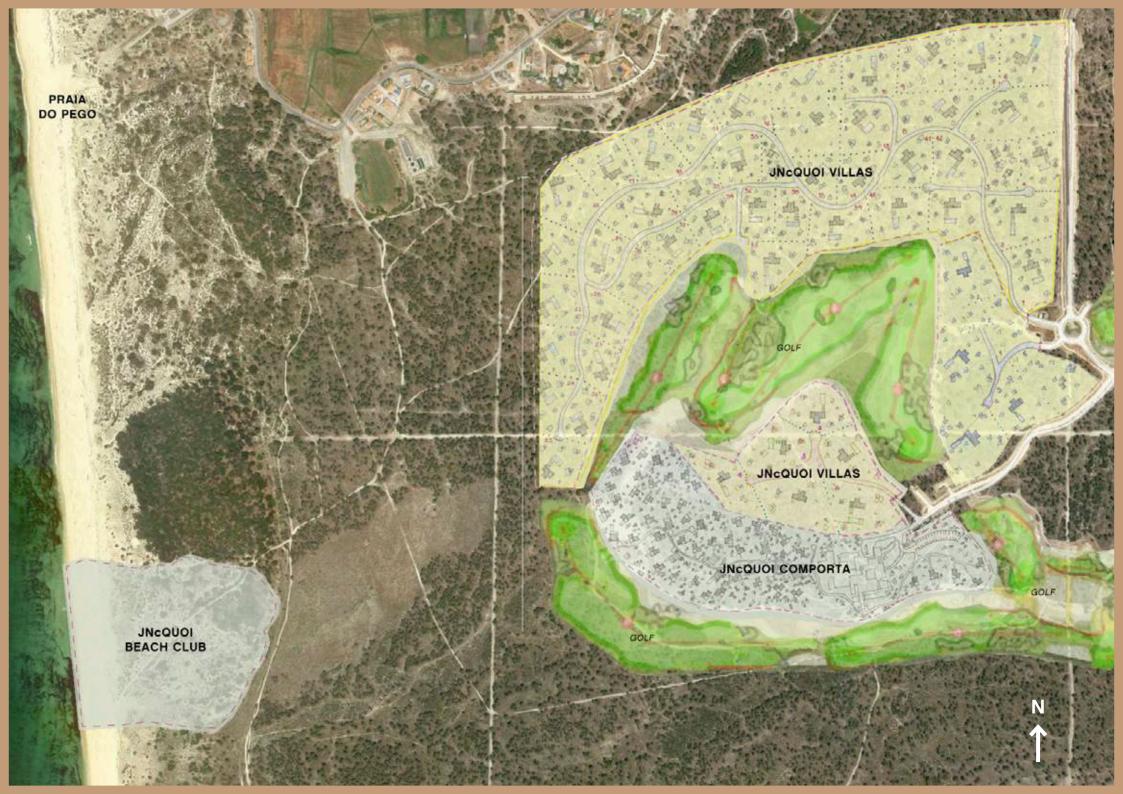
**Common Areas** Green spaces and infrastructures

Total Area: 1 115 694 m<sup>2</sup>

Maximum Constructable Area: 5 600 m<sup>2</sup>

Forest

Total Area: 460ha



#### JNcQUOI Positioning Chart



Classic Lifestyle















**ACE HOTEL** 



































the Independente

**Cheap & Trendy** 





## The Concept

Ocean, countryside, luxury, tradition, contemporary, entertainment and unique lifestyle...

JNcQUOI Comporta is inspired by the spirit of our time, it is characterized by its personality and genuineness. This concept is infused with a wabi-sabi vision that values realness and revering authenticity without without alteration and discovers the singular beauty in imperfection.

It is a new life experience where you are invited to enjoy multitude of entertainment during your stay. JNcQUOI Comporta transmits a serene and pure environment to its guests, a place to explore with your senses and to feel at home, a home away from home.

JNcQUOI Comporta seeks to integrate the environment with this new spirit.





#### JNcQUOI Club







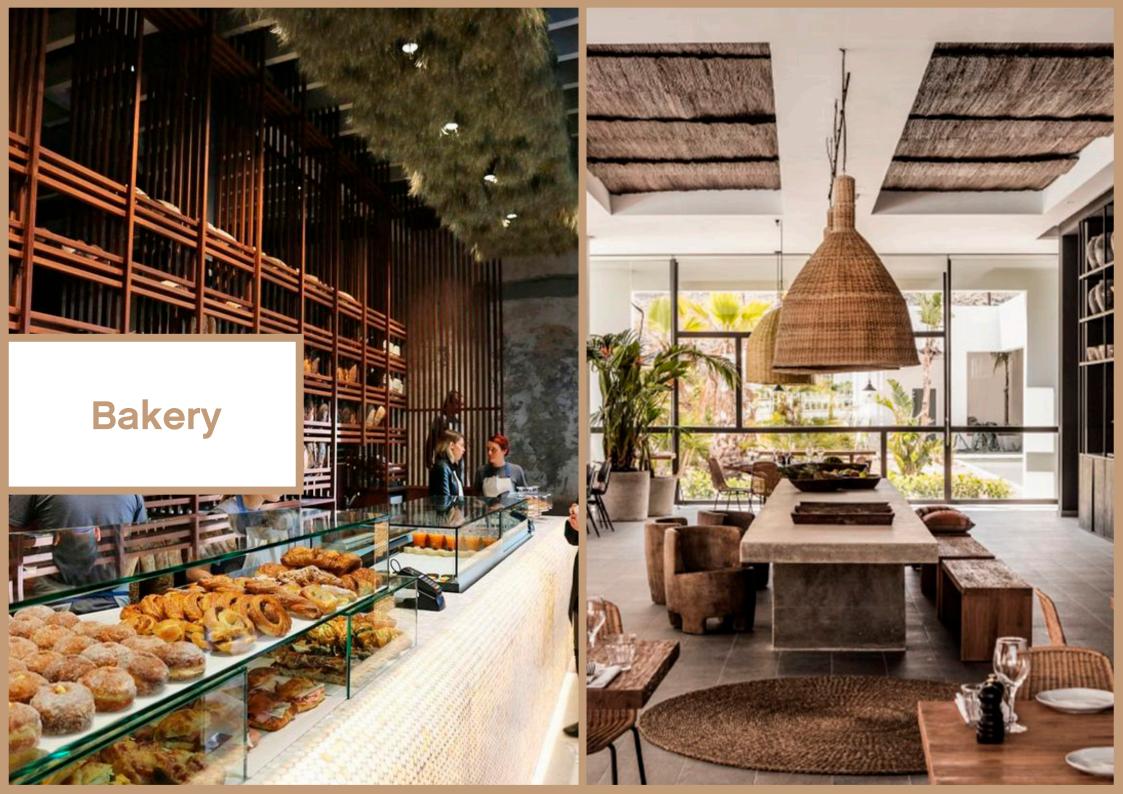


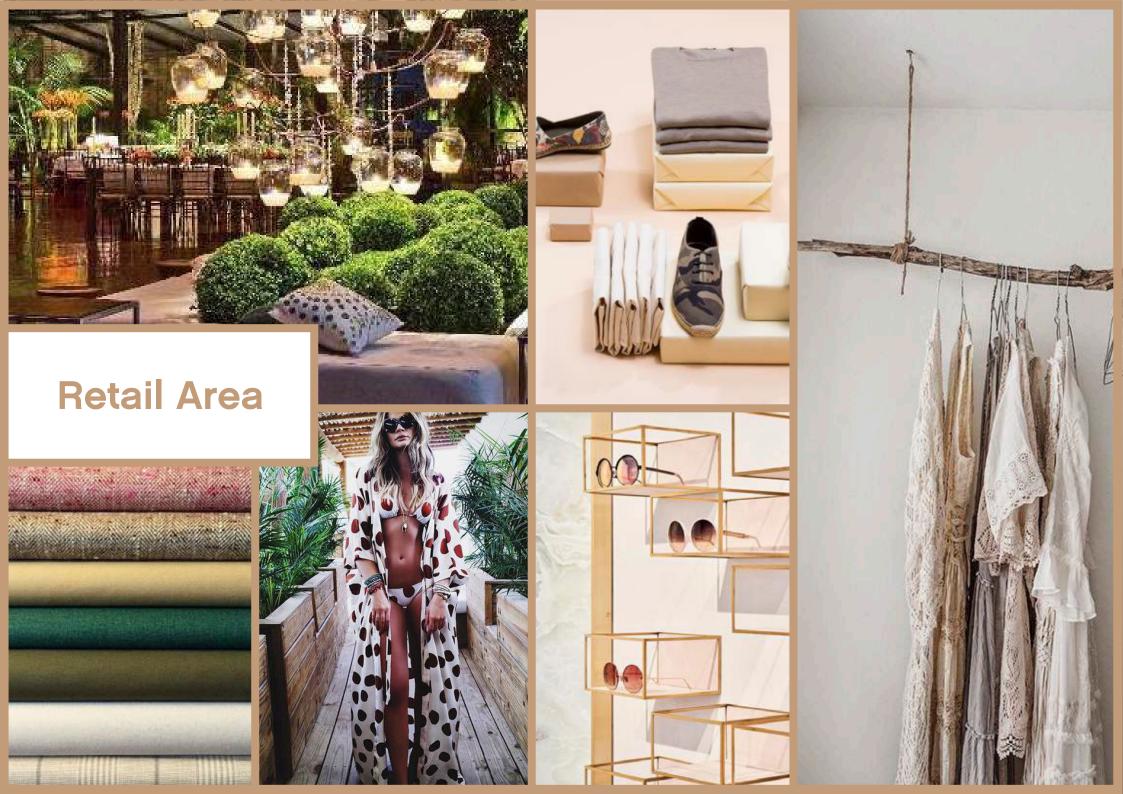












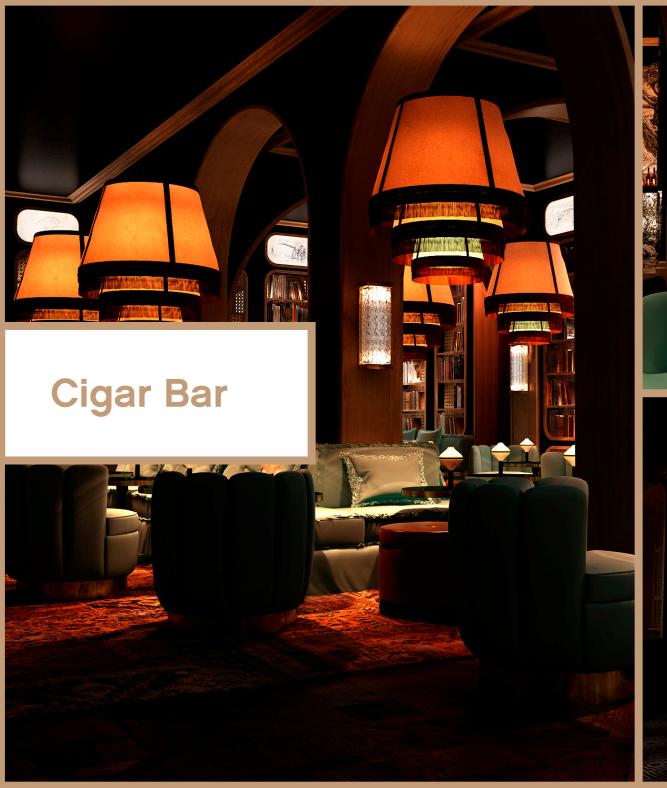


### Spa and Optimal Performance Center















#### JNcQUOI Villas







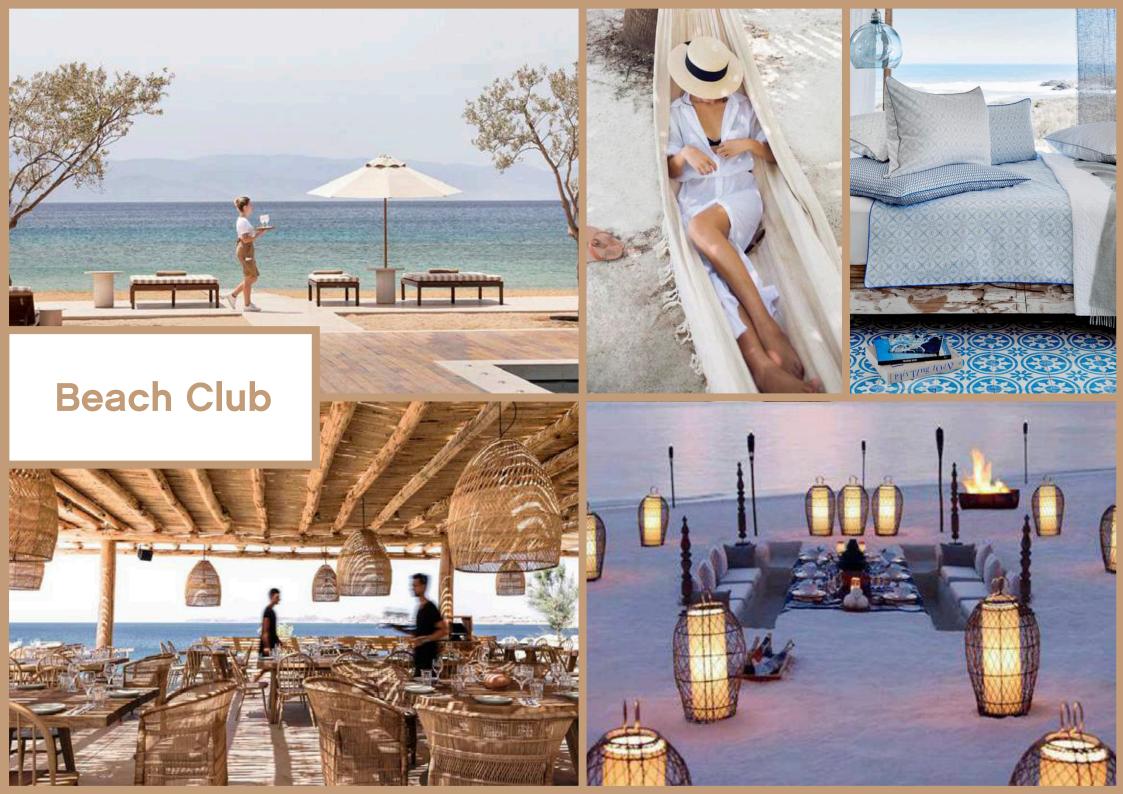
#### JNcQUOI Villas























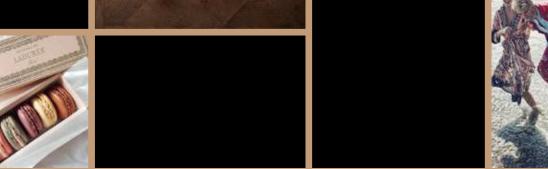




















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