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WHITE PAPER

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**Real estate
for everyone.**

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Realworld

The real estate market has historically been one of the main investment vehicles. However, direct access to this market is often limited by several barriers, including the high initial capital required to purchase properties, the limited liquidity of real estate investments, and the administrative and management complexity inherent in directly managing these assets. RealWorld is a company operating in the real estate sector. It primarily raises capital from investors by issuing innovative technological instruments based on blockchain technology: Participative Financial Instruments (SFIs) linked to properties, representing ownership, issued digitally using cryptographic tokens, thus ensuring a high level of security and transparency. This allows investors to directly participate in the profits resulting from the sale and management of properties by the company, which operates professionally, benefiting from the transparency, security, and traceability guaranteed by the blockchain technology infrastructure. The capital raised is used for the acquisition and management of properties selected according to profitability and economic sustainability criteria. The company's goal is to identify investment opportunities characterized by purchase prices below average market values and manage their purchase, in order to generate value from real estate management or resale transactions. A perfect blend of real and digital, between traditional real estate investments and new finance, it gives everyone the opportunity to enter the market with an inexpensive initial investment, thus democratizing the real estate sector and allowing investors to participate in the resulting returns without having to directly address the typical operational complexities. RealWorld also offers real estate consulting services, providing technical, legal, and economic expertise to support clients and investors in the evaluation, acquisition, management, and valorization of real estate assets, outside of the transactions directly executed by the company itself.

Our Values.

Our approach is characterized by significant technological, economic, and social impact. From a technological perspective, we contribute to the dissemination and practical application of blockchain technologies in the real estate and financial sectors. The use of decentralized digital systems represents an important step towards modernizing investment and asset management models. From an economic perspective, we foster the development of new business models based on the integration of finance, technology, and real estate. The creation of an innovative real estate investment system can help stimulate new capital flows into the real

estate sector and foster the development of new economic opportunities. Furthermore, the proposed model improves the efficiency of capital raising and investment management processes, reducing the inefficiencies typical of traditional financial intermediation models. From a social perspective, we contribute to making the real estate market more inclusive, allowing a greater number of people to participate in investment opportunities that were previously accessible primarily to high-net-worth investors. In this context, real estate consulting represents a natural extension of the business model: the expertise gained in asset selection, valuation, and management is also made available to third-party clients, contributing to the spread of a more informed, professional, and transparent approach to real estate investments. From an environmental perspective, the choice to use blockchain infrastructures based on energy-efficient consensus mechanisms, such as the Proof of Stake protocol, helps reduce the energy impact compared to traditional blockchain technologies. Furthermore, clients' real estate investments involve exclusively existing buildings, sometimes to be repurposed and enhanced with a new intended use, and do not include the construction of new buildings. This brings clear environmental benefits, such as the absence of new land consumption and the raw materials required for new construction. Overall, we operate within a context of technological and financial innovation that aims to create more efficient, transparent, and accessible economic systems.

How we operate.

We start from the assumption that in real estate, profit is realized at the time of purchase, not during subsequent management and sale processes.

In other words, we are saying that our purchase offers (open market, foreclosure proceedings, private auctions, non-performing loans) will be aimed at acquisitions at a price below the market price. This is our job: selecting the best properties through a targeted and meticulous appraisal (as of this writing, we analyze more than 1,500 properties per day). We do not consider properties that could generate a gross annual rental income that we estimate to be lower than 15% or that could generate a gross capital gain on resale of less than 100%. The same analysis and selection methodologies are also applied in the real estate consulting services offered to clients and external investors, who can thus benefit from a structured and professional process in evaluating real estate opportunities, while maintaining autonomy in their investment decisions. This approach allows for the creation of profit margins right from the initial phase of the operation, increasing the project's financial sustainability. The source of income will therefore be the management of the properties or the positive difference generated by the resale at a higher price than

the purchase price, resulting from the strategy described. These cash flows represent a relatively stable and predictable source of income, allowing for the sustained support of the business. To finance the purchases, the company will issue Participatory Financial Instruments, which will grant the subscribers equity rights directly linked to the properties and therefore to the economic results resulting from their sale and management. These instruments will be digitally represented through tokens registered on blockchain, allowing for more efficient and transparent management of the shareholdings. Therefore, each property purchased by the company is divided into digital shares represented by tokens, eliminating the need for the investor to purchase an entire property to enter the market. Each token represents a portion of the property and allows the investor to participate in the proceeds earned by the company from its management or resale.

The operational management of real estate assets encompasses a comprehensive range of activities: legal (drafting contracts, taking action against defaulting tenants, etc.), financial (market monitoring, finding new premises and setting rental rates, tax opportunities, exploring more advantageous financing options for new purchases, etc.), bureaucratic (registration, renewal, variation, termination of contracts, settlement and payment of taxes, etc.), and operational (monitoring of contract and tax deadlines, rent collection, checking account statements, issuing reminders, troubleshooting, and maintenance at the landlord's expense/renovation of newly purchased premises). The experience gained in comprehensive operational management is also transferred to the consulting business, through which the company supports clients and investors in the direct management of their properties, offering assistance throughout the various administrative, contractual, and strategic phases.

Economic and Financial Results for Investors.

The strategy, as mentioned, focuses on "deep value" acquisitions. We buy properties that generate an estimated average annual gross rental income of at least 15% or an estimated average gross capital gain from resale of 100% of the purchase price. While these numbers may seem significant, if we analyze the situation from the perspective of the price paid, it simply means that the property was acquired at 50% of its actual value. Regarding the timeframe for resale, the complete cycle (acquisition, market launch, sale) is estimated at 12 months. This speed is guaranteed by a resale price aligned with market values (and therefore extremely attractive). These figures are made possible by asset selection: opportunities of this type, while significant, may emerge for certain types of properties and in specific market phases and contexts, such as those in which we operate, such as emergency situations or forced divestments.

The company sets aside part of the rental income in the case of management, or part of the capital gain in the case of resale, to cover all

direct costs of the respective real estate operations. The net profit is then split: 50% to investors (SFP remuneration) and 50% to REALWORLD to cover indirect costs and create reserves, ensuring an estimated average annual return for the investor of up to 32.5%.

Let's now look at some concrete examples of properties purchased, choosing just a few from the long list of acquisitions that began years ago and which includes over a hundred:

- A commercial space in the heart of Rome has been purchased directly across from the Termini station entrance. It has undergone careful renovation. Rented during the lockdown with a 13% yield, clearly below its potential, the lease is still in effect, partly to reward the courageous tenant for entering into a deal during such a challenging time for the entire world. Should the tenant leave, we have projected a higher yield for the potential new tenant, estimated at 16%. The property's market value is currently 50% higher than its total cost (notary fees, agency fees, renovations, etc.);
- Also in Rome, another commercial space in the Alessandrino neighborhood. Purchased already renovated, leased with an existing lease and current yield of 19%. The current property value is 100% higher than its total cost;
- The acquisition of a hotel, a sophisticated, elegant four-star property renowned throughout Campania. Its location is strategic, nestled between the provincial capitals of Campania. The property was purchased through foreclosure at a value approximately 35% of the current market value. This means that the potential profit from the purchase was already around 300%. The property is in need of renovation, and we are already negotiating a lease for the property with a 15% yield;
- An industrial plot of land in the industrial zone. Immediately after purchase, a preliminary agreement was signed for the transfer of surface rights to an ESCO for the construction of a photovoltaic solar plant. The final agreement, which will be formalized shortly, provides for an annual fee equivalent to a 20% yield for 25 years. The current value of the land is 350% of the purchase price, and after the 25-year term of the agreement, the land will once again be fully owned by the company.

At the same time, the real estate consulting business allows these investment approaches to be extended to third parties, who can access the expertise and tools developed by the company to identify transactions with similar characteristics, even outside of the projects directly managed

by RealWorld. Alongside its direct investment activity, the company continues to develop and consolidate its real estate consulting service, aiming to support clients and investors in building, managing, and enhancing their assets, providing expertise, analytical tools, and strategic vision.

More investments, more acquisitions, which will add value and business success.

Our first rule, as someone taught us, is to never lose money. The second rule is to never forget the first. To achieve results, we believe in training and learning, as well as experience, processes that begin at birth and last a lifetime.

This is why, after academic, legal, economic and technical studies, we spend a lot of our time every day in research.



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**Thanks for
trust us.**

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