

otero

Focus
on
Excellence.

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OTERO GROUP

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- OUR IDENTITY · OUR PURPOSE
- OUR VALUES · OUR CODE OF CONDUCT

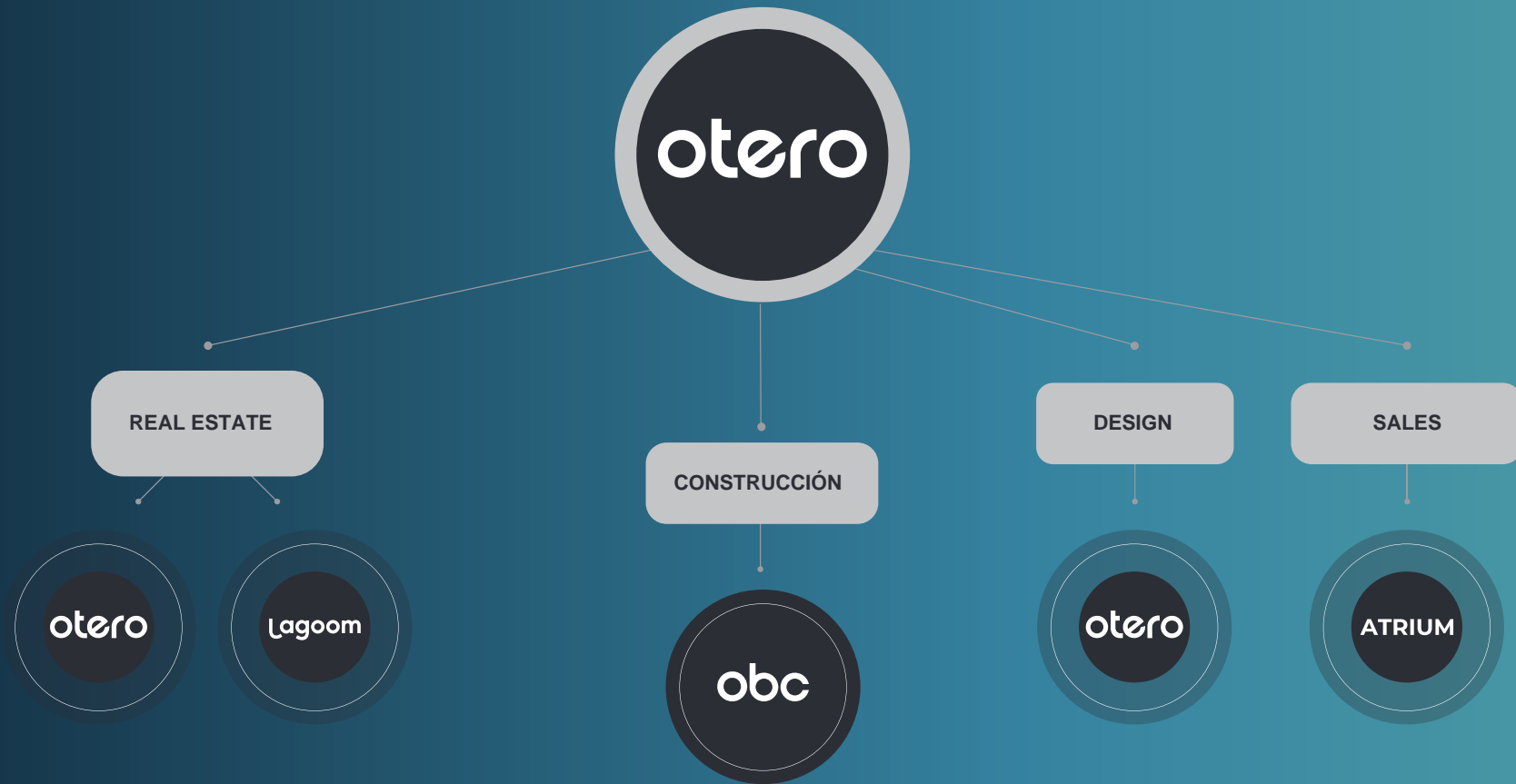
01.
ABOUT US

**We are a company that develops,
manages, and invests in real estate
projects.**

**Where did
we start?**

From a construction company

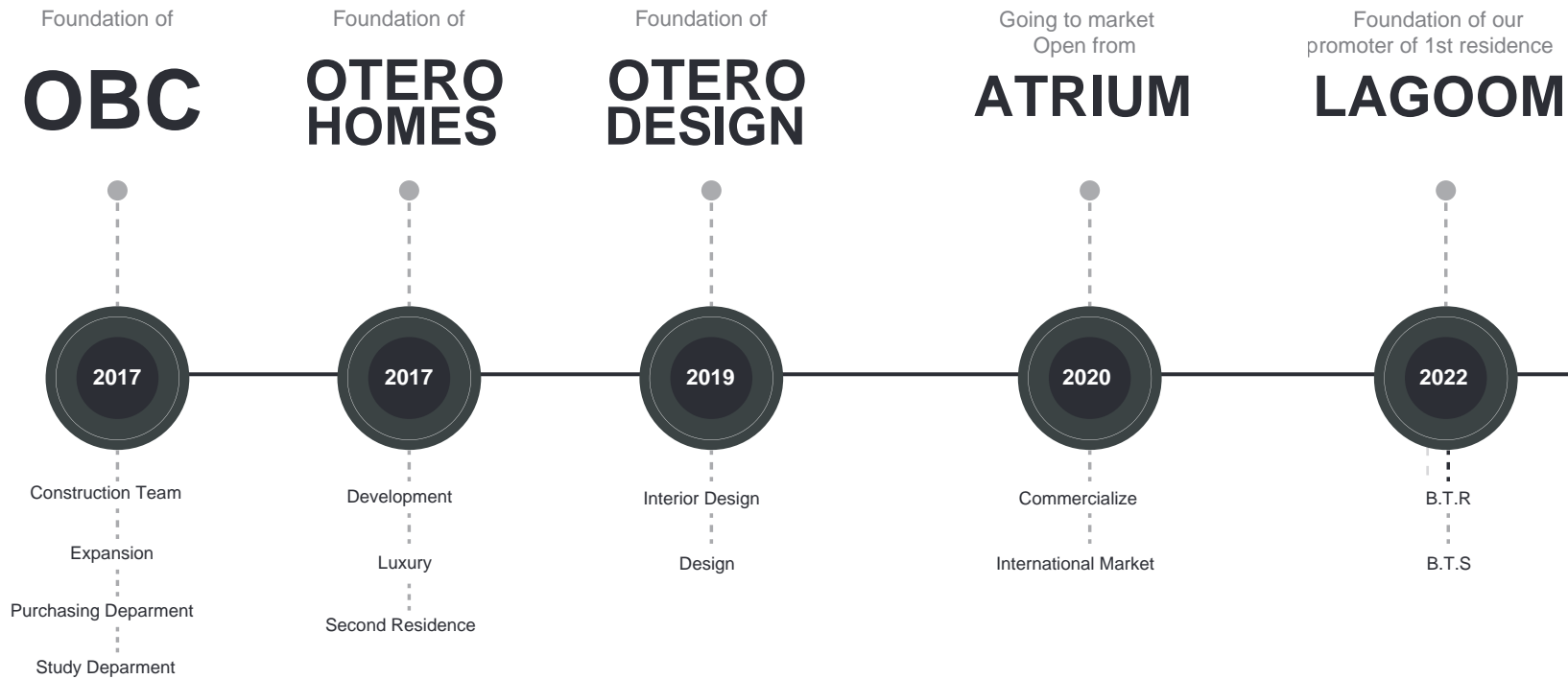
A group of Construction,
Promotion, Architecture, Design
and Real-Estate companies.



Growth with meaningful and sustainability

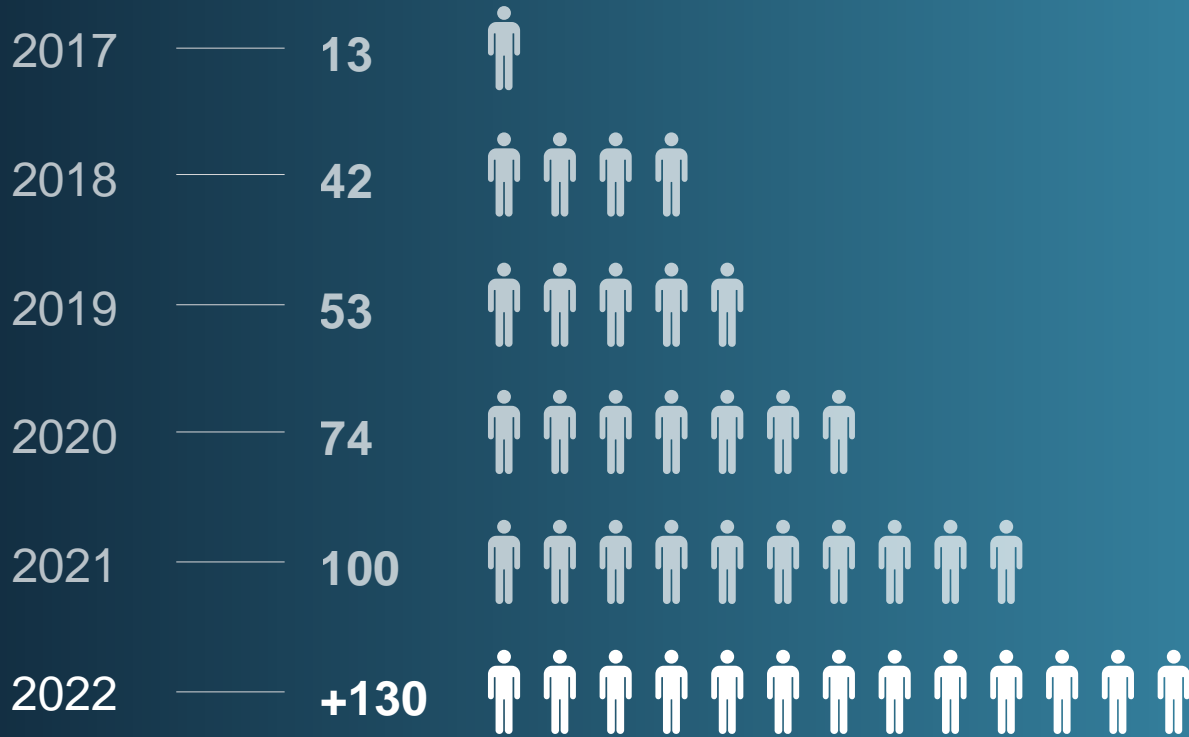
The creation of Otero Group began to take shape in 2017 with the birth of Otero Builders “OB”.

Since then, the growth of the company has been progressively reflected in a diversification of business lines to respond to the new demands of the markets, and to provide 360° coverage in service and management, to the construction activity as the driving force of Otero Group.



02. EXPANSION

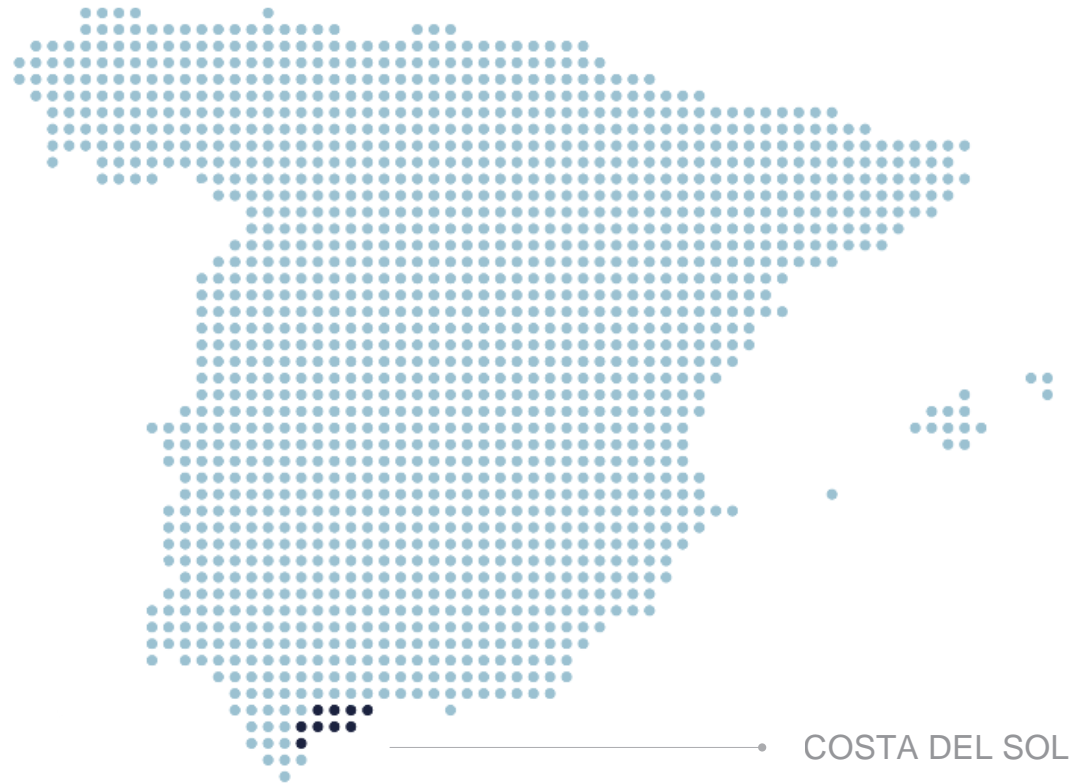
Employees



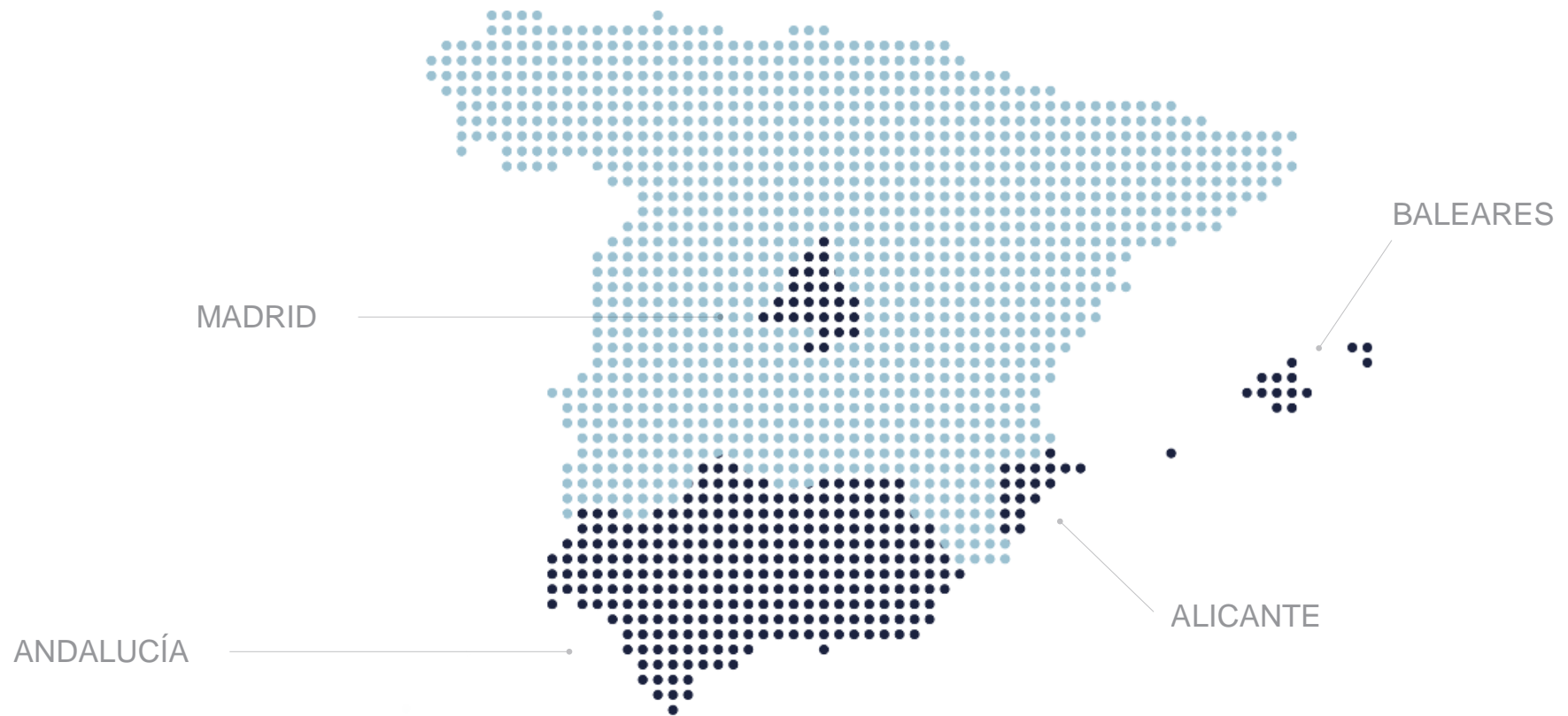
Accumulated volume managed business



ORIGEN:
Costa del Sol



National Expansion



04. WHAT WE DO?



- **PLANNING AND LAND MANAGEMENT: A unique land bank for promoters and investment funds.**

At Otero, we have the capacity to create and consolidate urban land. Our team is an expert in land management and planning and specialises in streamlining the slow procedures of urban development management. Achieving very attractive returns at this stage of development.

In addition, we are constantly on the lookout for opportunities, effectively capturing them through traditional and alternative channels.

- **BUILD TO SELL: Residential and luxury sector**

Our extensive knowledge of our client base, both national and international, allows us to promote a wide range of products from luxury villas with sea views aimed at international clients, to front line beach products or even mid-priced properties, aimed more at national clients.

To this, we add strict control in all the phases of each project: from the design phase with our Architecture teams, to the execution phase with our construction company. In this way, we guarantee our client's complete control and quality in each and every phase of the project.

- **BUILD TO RENT: Rental housing for everyone**

Otero has a strategic business line of creation and development of BUILD TO RENT projects for the promotion and implementation of residential portfolios for affordable rent.

With this new line of business, Otero offers the market new residential projects based on innovation, sustainability and social responsibility, generating a great positive impact on the most disadvantaged social segments.

Otero has thus responded to the high demand for affordable rental housing and the shortage of supply of this type of product. The difficulty of access to home ownership and the preference for more flexible models of use, contribute to a growth in both demand and rental business in a context where supply is scarce and unprofessional.

In this way, our B2R model represents an extraordinary opportunity for the development of this type of product and the generation of positive impact on society and our environment.

CONSTRUCTION AREA

We are a national construction company for Residential and Tertiary Building. We are specialized in the execution of residential projects for 1st and 2nd residences: from VPO to luxury villas.

Likewise, we have extensive experience in Tertiary Building: from hotel complexes to mansions.

We are proud to be the origin of Otero Group: development, investment and comprehensive management company for real estate projects.

At OBC we offer construction projects with high quality standards, at competitive prices and within the terms and conditions agreed with our clients.

OBC's mission is to establish long-term relationships with our clients, based on trust and compliance with agreed deadlines and budgets.

ARCHITECTURE

OTERO is a global architecture, urban planning, engineering, and sustainable design studio founded in 2002. With offices on Malaga, the studio operates as a single entity providing services internally to the Group and externally to a broad portfolio of clients built up over 20 years of activity.

At OTERO we focus on diversity and inclusion, commitment, and responsibility and our purpose is based on the sustainability of projects, integrated design and specialist teams.

By working creatively and collaboratively with our clients and partners from the outset of a project, our architects and engineers transform their expertise to devise innovative,

integrated and sustainable design solutions.

Together with our clients and partners, we shape the character of a building, space, or environment.

In our day-to-day work, we design the structure that supports buildings; we define the services that will allow them to function in a sustainable and useful way.

We connect buildings with nature: their ecology, their natural lighting, their relationship with the skyline and the urban landscape, the forms... and above all:

We connect spaces with people and moods.

TURNING POINT 25: OUR STRATEGY

“Turn 25 is our strategy of transformation and excellence to endure over time in a sustainable, responsible and profitable way.

It is central to how we are building a market-leading Otero Group for years to come.











It is our platform for sustainable growth, productivity and inclusive talent. All of this ensures we are best able to deliver on our purpose and commitment to our goal of “Zero Harm”.

05.

SUCCESS CASES

- SUCCESS STORIES DEVELOPMENTS



| | NAME | LOCATION | UNITS | TYPE | TOTAL VALUE |
|---|------------------|----------------------|-------|--------------------|---------------|
|  | SILK | CANCELADA (ESTEPONA) | 13 | LUXURY VILLAS | 19.000.000 € |
|  | VELVET | CANCELADA (ESTEPONA) | 12 | LUXURY VILLAS | 17.500.000 € |
|  | AQUAMARINA | MANILVA (MÁLAGA) | 42 | VILLAS | 33.5000.000 € |
|  | THE SECRET | REAL DE LA QUINTA | 33 | LUXURY VILLAS | 74.000.000 € |
|  | OCEANIC | LA PALOMA (MANILVA) | 25 | LUXURY VILLAS | 35.000.000 € |
|  | CAMPANARIO | BENAHAVÍS (MÁLAGA) | 17 | LUXURY VILLAS | 17.500.000 € |
|  | JADE TOWER | FUENGIROLA (MÁLAGA) | 116 | LUXURY APARTMENTS | 69.000.000 € |
|  | LAGOOM LIVING | MÁLAGA | 400 | APARTMENTS (B.T.R) | 100.000.000 € |
|  | SÁNCHEZ BLANCA | MÁLAGA | 90 | APARTMENTS (B.T.R) | 21.000.000 € |
|  | MARQUÉS DE CÁDIZ | MÁLAGA | 46 | APARTMENTS | 9.600.000 € |

06.

OTERO MANIFESTO

- OUR IDENTITY · OUR PURPOSE
- OUR VALUES · OUR CODE OF CONDUCT



The Manifesto

**I'm Otero,
I am Excellence.**

Our updated cultural framework, launched in January 2022, provides a simple and clear vision of our purpose, values and conduct under our “I am Otero” strategy to achieve a sustainable legacy that lasts over time.

This is our Manifesto: a reflection of who we are now as a business group, who we want to be, what we value and what drives the way we work internally and how our internal public (employees, families, suppliers, partners and customers) see us, the general public (society and the media) and the market (stakeholders).

06.

OTERO MANIFESTO

- OUR IDENTITY · OUR PURPOSE
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**THE ROTATED "e"
IT IS OUR DNA.**

Because we are a company
in constant evolution and expansion

our image,
our reputation and
Our responsibility.

**Focus
on
Excellence.**



What makes us Extraordinary.
Our style of doing things in a
different and exclusive way.

And it marks our way
towards Excellence.

06.

OTERO MANIFESTO

- OUR IDENTITY · **OUR PURPOSE**
- OUR VALUES · OUR CODE OF CONDUCT



**Building new
futures,
Improving our
habitat.**

We are leading the transformation of our company, our market and our environment to face the challenges of a future together and with guarantees.

We harness the power of digital innovation with cutting-edge technology to break current rules and redesign our environment to drive productivity and positive impact.

For this new future challenge, we count on the trust of our employees, partners, customers and stakeholders who help us daily to offer sustainable and innovative solutions.

In this way, we collaborate with our environment and the market where we operate to strengthen our community and thus leave a future legacy that we are proud of.

**Always safe.
Always sustainable.
Always responsible.**

**Always transparent.
Always improving.
Always as a team.**

At Otero Group we support each other to deliver and succeed, giving equal recognition to all perspectives, viewpoints and responsible behaviors, thus embracing diversity and inclusion inside and outside our organization.

Together we deliver powerful new solutions, collaborating with governments, our customers and partners to shape thinking, create horizons and inspire a new generation of talent to be tomorrow's transformation makers.

Otero Group:

**Focus
on
Excellence.**

06.

OTERO MANIFESTO

- OUR IDENTITY · OUR PURPOSE
- **OUR VALUES** · OUR CODE OF CONDUCT



We are Otero, we are excellence.

We are transparent:
we keep our
promises and always
do the right thing as
a team.

We build trust every day by delivering on our promises, every time. We are responsible for our decisions and always work as a team with the utmost integrity to ensure that we are making the right decisions at all times in all cases.

We are experts and results-oriented:
our highly recognised
teams, partners and
associates distinguish us
from other companies.

Our teams are leaders. We are experts today and our purpose is to lead tomorrow.

We invest in our workforce and closest talent, developing their skills and knowledge, to develop a passionate and world-class workforce drawn from all parts of our society. At Otero Group our staff originates from 3 continents. Our results speak for us.

We are safe:
we make safety
personal

Safety is our license to operate.

Nothing is more important than the health, safety and well-being of our employees and partners and the environments in which we operate. We are relentless and uncompromising in our commitment to achieving our goal of "Zero Harm".

We are agile: we are focused on
our customers, creating value
and promoting transformation
and continuous improvement.

We are thoughtful and agile, continually challenging our ways of working to improve health and safety and productivity, eliminate waste and improve quality to make us more competitive

We are sustainable:
we act
responsibly to
protect and
improve our
planet and
society

We leave a positive legacy for the people we work with, the communities in which we work and the world in which we operate.

We want to improve our impact on the environment, working with our supply chain partners, customers and communities to ensure our choices are sustainable. The future of our people and that of future generations is at stake.

06.

OTERO MANIFESTO

- OUR IDENTITY · OUR PURPOSE
- OUR VALUES · **OUR CODE OF CONDUCT**



01. Speak Positivity

We are passionate about what we do, we speak with pride and enthusiasm about our business, our colleagues, our industry and our future.

02. Non-stop collaboration

We are at our best when we share ideas, and expertise, build connections, and work as a team to drive performance and strengthen relationships.

03. Constantly motivating and educating.

We foster a supportive environment, empowering, motivating and inspiring one another with frequent and powerful feedback, giving credit where it is due so we can all reach our best potential.

04. We are different and diverse. Act in an innovative and groundbreaking creative way

We challenge ourselves to always make a positive impact, find solutions and stand up when it matters

05. value everyone

We are empowering, celebrate difference and respect each other for who we are and the perspectives we bring.

otero

www.oterogroup.es

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