

Distrito Natural

Leading carbon-neutral development manager in Spain

Invest in sustainable and impact real estate developments.

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 **DISTRITO NATURAL**
COVIVIENDA ECOLÓGICA

Distrito Natural is the leading Spanish manager of multiformat, carbon-neutral developments.

We design and develop new living and working formats impacting positively in our environment and society. We build resilient communities.

We are currently managing the development of 150+ dwellings in Spain. Our goal is to achieve 1,000 units per year by 2028.

First company in the Spanish industry to be B-Corp certified.



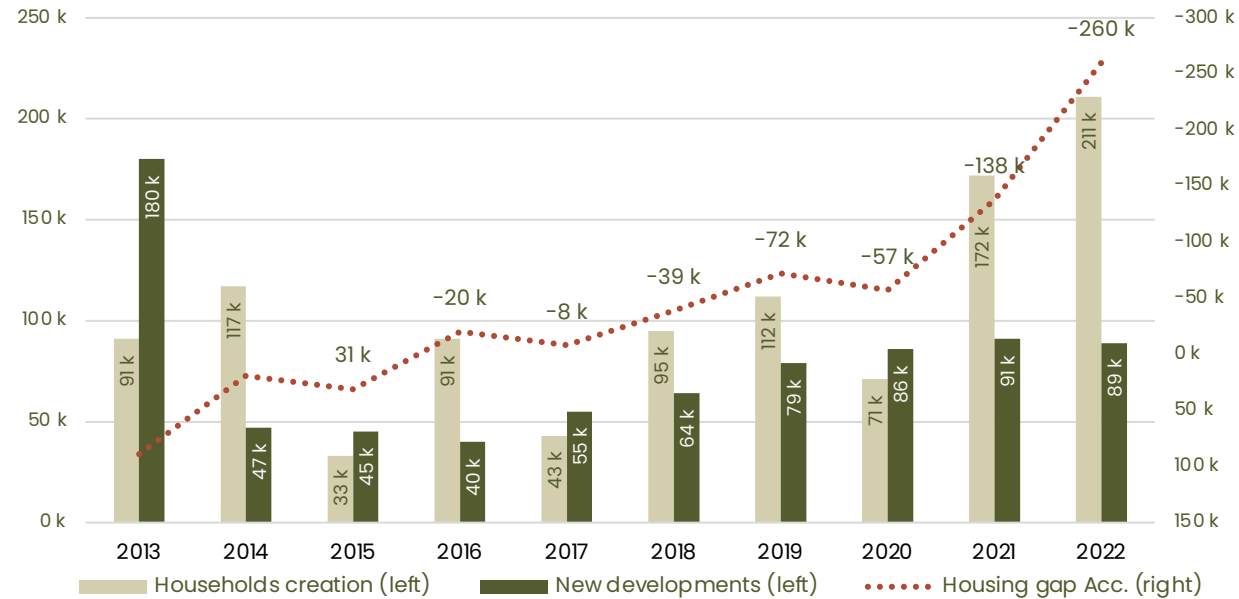
01 Context

We need to develop 100,000 carbon-neutral, affordable residential units annually, maintaining high-quality and environmental standards.

Context

Need to develop over 100,000 affordable and carbon-neutral dwellings per year in Spain

New housing developments vs. households creation | 2013 - 2022



761,000

Affordable rental units are at least required in the next 10 years

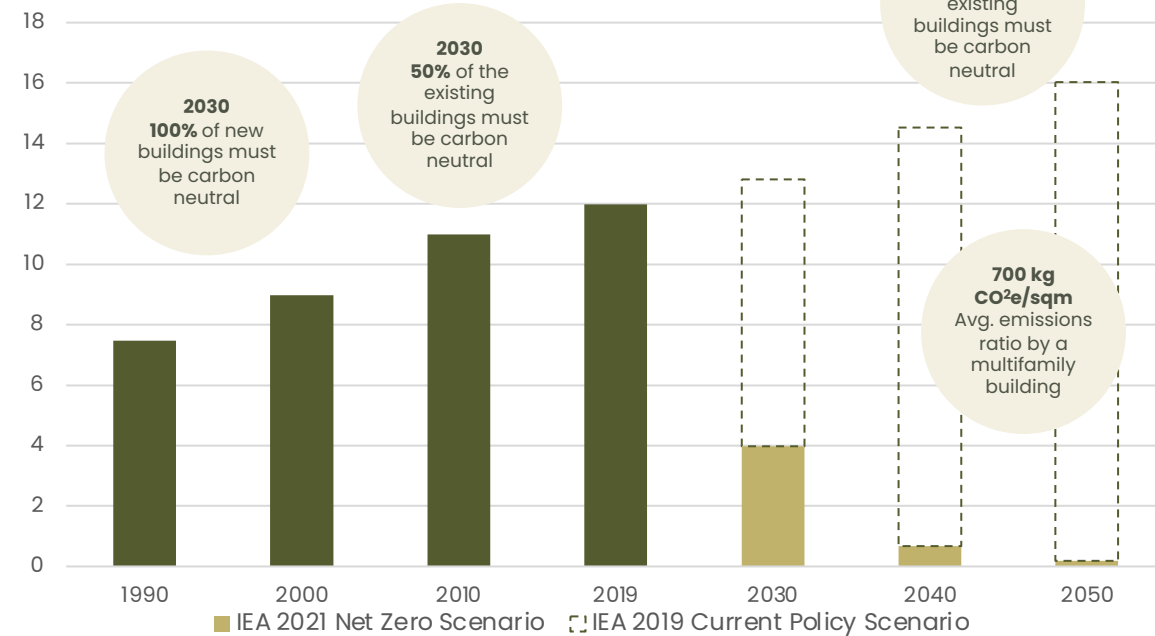
200,000 dwellings/year (x2, vs. actuals)

We need to duplicate the current housing production to cover the accumulated 260k housing gap

Affordable housing must be efficient

To cover the increasing electricity costs (x2,76 vs. the 5-years average)

Building Sector GHG Emissions (GtCO₂e)



2030
100% of new buildings must be carbon neutral

2030
50% of the existing buildings must be carbon neutral

2050
100% of the new and existing buildings must be carbon neutral

700 kg CO₂e/sqm
Avg. emissions ratio by a multifamily building

39% of the global emissions are due by the building industry

28% from operational emissions and **11%** from materials and construction

9in10

Real Estate investors and developers, think that running an environmentally and socially sustainable business is the most important factor for a successful organisational transformation within the real estate industry by 2050.

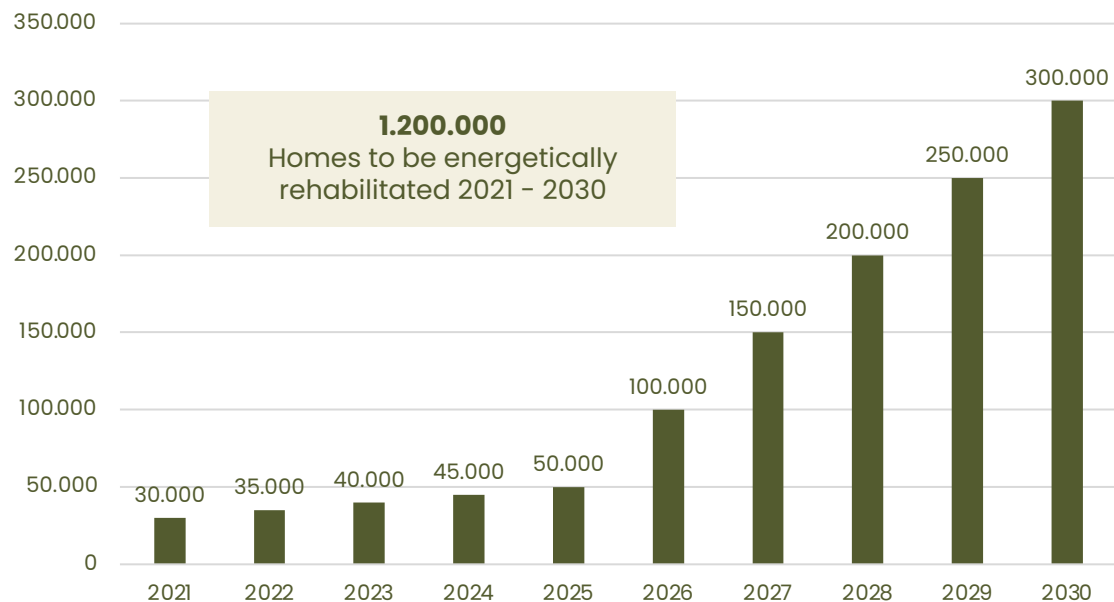
79%

of the real estate investors agree that ESG will have a material effect on asset valuations in the next 12-18 months.

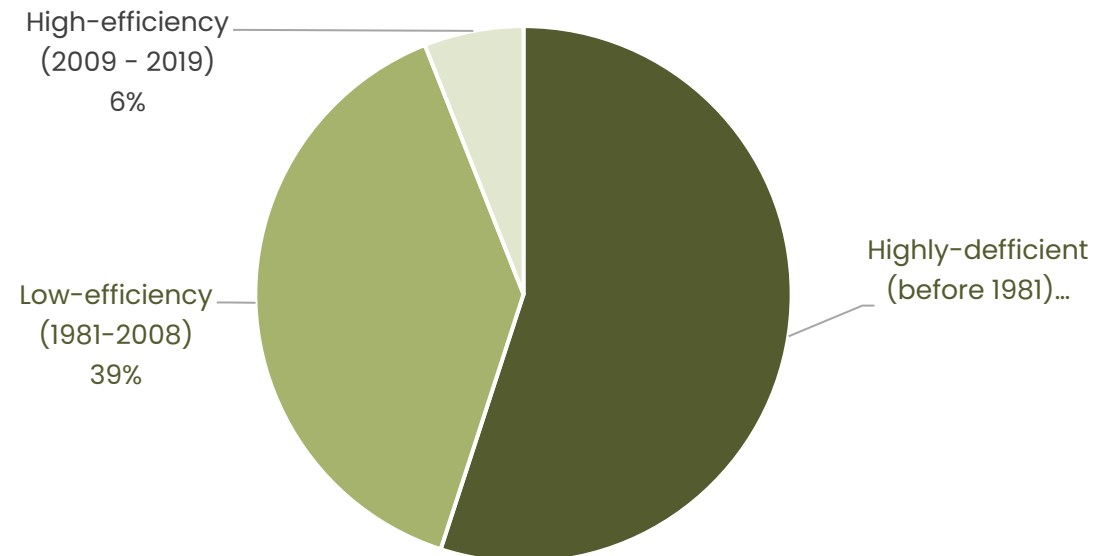
Context

94% of the Spanish building stock is energy inefficient. A €35bn market opportunity

Annual indicative forecast of energetically rehabilitated homes 2021-2030



Building stock based on Energy Efficiency & Year Built



80%

Of the predicted 2050 EU building stock is already existing today

75%

Of the EU building stock is considered to be energy inefficient

<1% per year

Of the EU building stock is undergoing a retrofit

€325bn vs. €172bn

Is the annual necessary investment into the building stock vs. the actual EU budget in 2020

€35bn

Expected investment required to decarbonise the residential sector in Spain for the 2021-2030 period.

18% vs. 82%

Of the €35bn investment will be financed with public funds vs. private funds

02 Value proposition

We are the leading carbon-neutral timber structure-based development manager in Spain.



Tomás Bretón, Madrid

Under construction. 20 dwellings BTS development

We are **designing** and **developing affordable houses** that are **resilient** to **climate change** and compliant with the **ESG regulation**.

Our projects are **Passivhaus** and **Carbon Neutral** certified, achieved through the use of timber structure and adherence to the highest energy efficiency standards.

c.3,000 tn CO₂

Saved in our 4 buildings under construction in Madrid

=

600,000
km by car

=

9,400
flights Madrid to New York

Value Proposition

Strategic positioning, leaders on affordable and sustainable residential development

Who we are

Team

A multidisciplinary and deeply committed **26 people team**, covering **architecture design, project management, construction management** and **commercialisation** services. We are the first **B-Corp** company in the industry.



Track Record

25+ years of experience in the architectural and real estate environment.

300+ projects (national & international).
50,000+ sqm **residential** | **10,000+** sqm offices

200+ units currently under development

Pipeline

We have **€200+M AIC** pipeline with opportunities across **Spain**. Our goal is to deliver **1.000** residential units over the **next 5 years**.

We're partnering with tier 1 **real estate investors** and **equity partners** across Europe to target low-carbon developments.

What we provide to investors & clients

We **design** and **develop Low-carbon, high-energy efficiency buildings** tailored to the new ways of **living** and **working** formats, creating a **positive social** and **environmental impact**.

Our buildings act as **carbon sinks** and can generate positive energy. We maximise the **customers' experience** and **well-being** through a **user-centric design**.

+15–20 bps YoC

From energy savings (up to 80%) via Passive House and Solar panels

+400–500 bps IRR

Due to speedy construction thanks to the CLT Structure

+20–40 bps IRR

With lower interest rates from carbon-neutral financing.

Art. 8 & Art. 9

Compliant with the SFDR European Regulation

Certifications

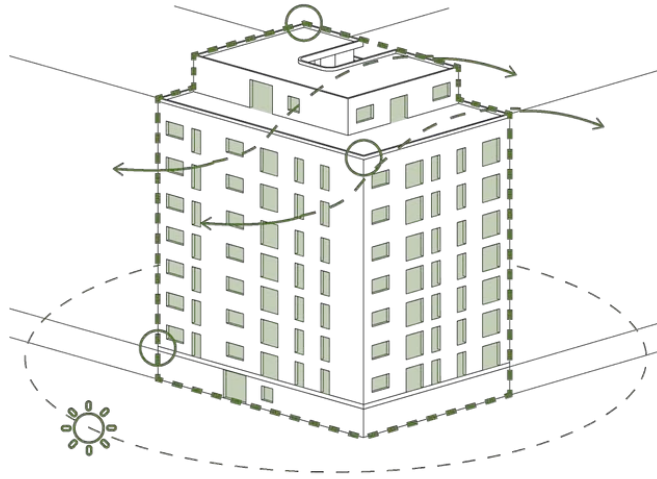


Energy Efficiency & Sustainability

Our buildings function as **carbon sinks** and have the capacity to generate **positive energy**

Passive Design

Minimising the energy **demand**
Maximising **comfort**



- Bioclimatic design, resilient to climate change.
- High thermal & acoustic insulation.
- Solar protection for enhanced energy efficiency

Active Design

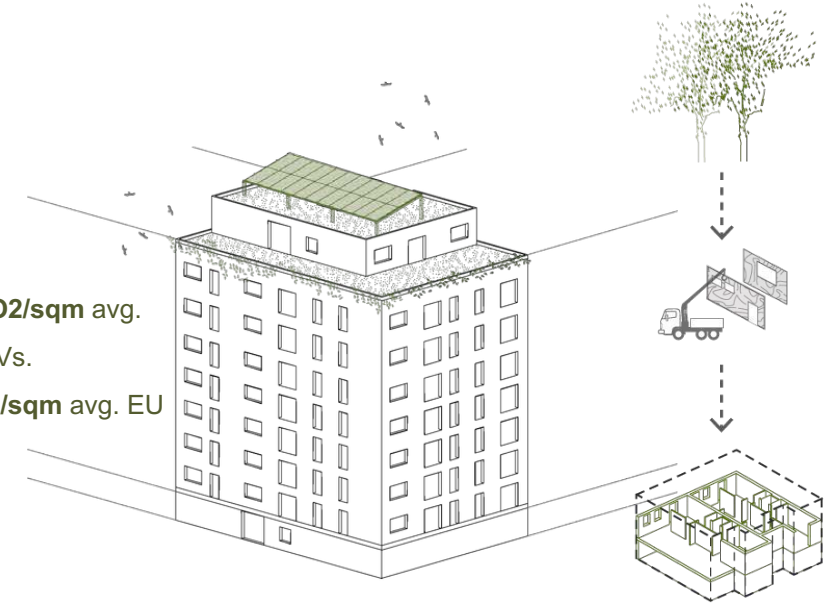
Minimising the energy **consumption**
whilst **producing energy**



- Operational carbon neutrality.
- Fully electric building powered by solar panels and renewable energy sources.
- Heat pumps and mechanic ventilation to maximise air quality and comfort.

Sustainability & Decarbonisation

Minimising **environmental** impact



235 kgCO₂/sqm avg.

Vs.

700 kgCO₂/sqm avg. EU

- Building design to act as carbon sink.
- FSC certified timber, also meeting cradle-to-cradle certification (circular economy).
- Rainwater reuse & water recycling systems.

Energy Positive Buildings

We've reduced the energy bill by up to **80%**, through investments in **energy efficiency** and **PV systems**

Zero energy bill

Our buildings are capable of producing more energy than they consume thanks to:

1. Enhanced energy efficiency and,
2. Photovoltaic energy production

Our goal is to achieve **€0** on energy consumption by 2028 through the implementation of batteries, energy communities, and VPPAs (Virtual Power Purchase Agreement).

Currently, we face a 20% economic loss due to:

1. Fixed price for contracted power
2. Taxes
3. Imbalances between energy sold and energy re-purchased
4. Lack of physical battery usage.

Year	Consumption MWh year	Production MWh year	Avg. per unit consumption	Savings
Las Carolinas , Delivered 17 units, 2& 3 bedrooms				
2023	43,3 MWh	51,9 MWh	€20,93/mo	80%
2024 (YtD)	44,5 MWh	50,6 MWh	€20,60/mo	80%

OpEx

Energy bills account **50+%** of a building's overall OpEx, **€10-15/sqm** per year.

PV Production

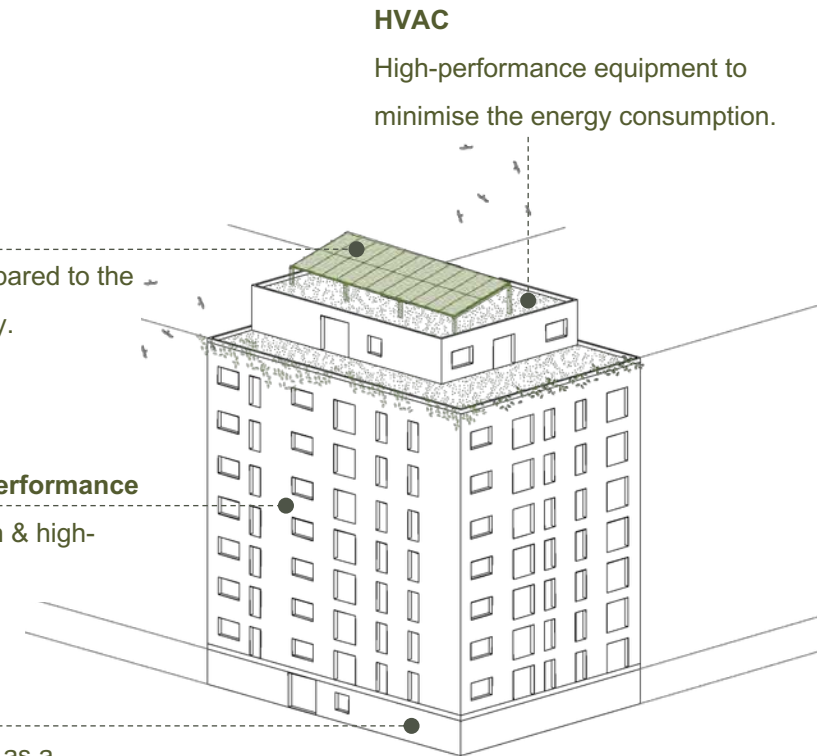
Producing more kWh compared to the building's demand annually.

High energy efficiency performance

Improved façade insulation & high-performance windows

EV Chargers

EVs batteries can be used as a support battery for every apartment.



Value Proposition

Our buildings are constructed **30% faster** with greater **safety** and **sustainability**

Why **industrialised** construction?

- **Up to 30%** faster compared to traditional solutions.
- Less exposure to **costs** & **planning risks**.
- Safer working environment.

Why **LEAN** methodology?

1. Improved **efficiency** and **reduce waste** with the ability to overlap tasks during the construction phase.
2. Enhanced **quality** and **value** for customers, maximise users' satisfaction.
3. Streamlined **collaboration** & **risk management**, ensuring on-time and on-budget project delivery.



Tomás Bretón

10 weeks to complete the 6 storeys-high structure

Value Proposition

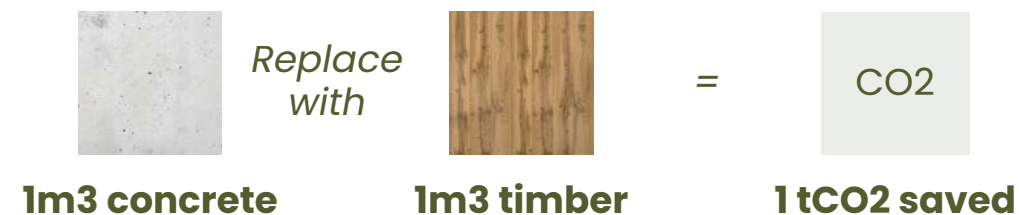
We reduce 60+% the carbon footprint of the building

Why timber?

- **Embodied carbon material:** timber minimise the carbon footprint during the construction phase while delivering excellent **structural** performance.
- **Fire performance:** Timber performs well in fire scenarios, acting as a resistant and controlled material that self-protects while the fire is active. Once the fire is extinguished, the residual structural section can often remain functional.
- **Wellbeing.** Studies suggest that exposure to timber interiors can reduce stress and improve well-being.
- **Support for the local economy:** The use of bio-sourced materials from Galicia & the Basque Country promotes the local economy and development.

Outlook of timber in construction **out of Spain**

- **Woodeum.** A Developer and part of Alteaarea group developing **3.000+ residential units per year.**
- **WO2.** An office developer founded by Guillaume Poitrinal (former CEO of Unibail) and Philippe Zivkovic (former BNP Executive). Recently opened **125,000 sqm of timber office** space in Paris.



Distrito Natural Today

230+ units currently under development with **1.000+ units** in Pipeline

Talents

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Leading Track Record

230+ units

Multiformat Developments

BTS | BTR Coliving

Commitment

B-Corp Certified

Private Housing Pipeline

750+ units

Public Housing Pipeline

250+ units

ESG Compliance

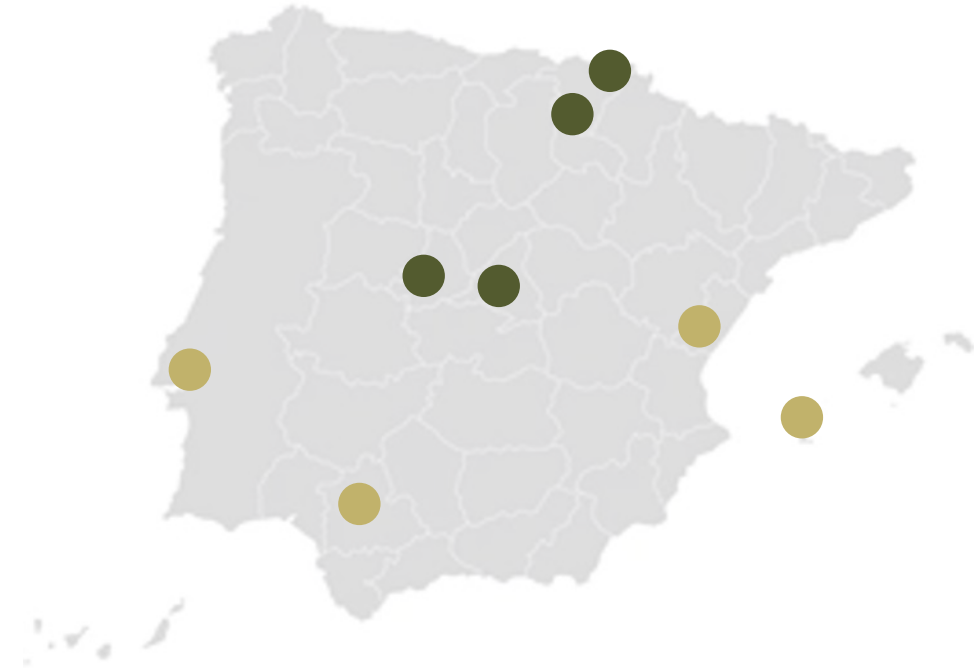
Art. 8 & 9 SFDR

Impact

Environmental & Social

ESG Compliance

Art. 8 & 9 SFDR



- On going developments
250+ units
- Future developments
1.000+ units

Customers' Satisfaction

We develop residential properties that are affordable to upkeep whilst fostering community development through the space design.

Month	Avg. Monthly Energy Consumption per Dwelling
January 23	€ 57,20
February 23	€ 42,80
March 23	€ 26,10
April 23	€4,40
May 23	€9,10
June 23	€6,90
July 23	€ 0,00
August 23	€ 0,00
September 23	€9,30
October 23	€18,00
November 23	€42,40
December 23	€35,00

€20,93/mo

Avg. bill per dwelling (2-, 3-bedroom unit)

2 months in auto consumption

"Entrepatis" Cohousing Project
Avg. monthly electricity bill per dwelling



"Living here has made my life easier. It's a way of living that is social, simple and more economic"

"This place has given me joy and happiness"

" We, as a community, are keeping an eye on each other, taking care of us"

"Those most benefited ones are my kids. They have freedom, security, friends and a family here. They learn and play together. "

Entrepatis Cohousing Project
Video testimonials recorded [here](#)

03 Track Record

First sustainable cohousing project in 2021

In 2024, we are set to unveil four carbon-neutral residential buildings constructed with FSC-certified timber structures and certified Passive House standards. This achievement solidifies our position as the leading carbon-neutral and timber structure development manager in Spain.

Distrito Natural aspires to oversee the development of 1,000 units by 2028.

Track Record

250+ units under development, leading timber portfolio in Spain



Project	Las Carolinas	Roda de Bara	Tomás Bretón	Pirita	Topete	Talco	Vibio
City	Madrid	Madrid	Madrid	Madrid	Madrid	Madrid	Ávila
Format	BTS	Senior Living	BTS	BTS	Coliving	BTR	BTS
Units	17 units	13 units	20 units	11 units	32 units	21 units	60 units
Status	Completed	Completed	Delivery Q4 2024	Delivery Q4 2024	Delivery Q4 2024	Works start Q1 2025	Works start Q1 2025

Project	Prim	Mestre Lope	Kuartango	La Corrala	Pando
City	San Sebastián	Valencia	Álava	Madrid	Madrid
Format	Senior Living	BTR	Coliving	Cohousing	BTS
Units	12 units	13 units	20 units	11 units	13 units
Status	Design phase	Design phase	Design phase	Design phase	Design phase

Pipeline

1,000+ units to be developed over the next 5 years

We are partnering with **Tier 1 pan-European investors** to develop **sustainable** and **low-carbon residential** buildings across Spain with a target pipeline of **1,000 units over the next 5 years**.

Project	Fuenlabrada	Valencia	Ibiza	Odivelas
City	Madrid	Valencia	Ibiza	Lisbon
Format	Affordable Housing	Coliving	Public Housing	BTS
Units	175 units	136 studios	100+ units	30+ units
Status	Confidential	Confidential	Confidential	Confidential

We operate across **three main development verticals**:

1 Private Housing

BTS/BTR/Coliving developments in JV with an equity partner for the land acquisition and development.

€10-30M AIC | 20+ units | Madrid, Barcelona

x1,5+ EM | 15+% LIRR

2 Cohousing

Cohousing developments in JV with an equity provider or debt fund. The cohousing community provides the additional equity required for the development.

€2-4M AIC | 10-15 units | Madrid

x1,3-1,5 EM | 15+% LIRR

3 Public Housing

Development management services for public entities at a national, regional and local level.

Target regions: Madrid, Barcelona, Pamplona & Basque Country

Scalability to other cities across Spain

Awards and Distinctions

We develop pioneers projects focused on sustainability that have been recognised with national and international awards.

PIRITA SECOND PRIZE "Decarbonisation project of the year". GRI 2024

PIRITA FIRST PRIZE "National Sustainable Architecture of the Year". Saint Gobain 2024

PIRITA FINALIST "Build with timber". REBUILD 2024

ENTREPATIOS FIRST PRIZE 'Sustainable Cities: Urban Community' LATIN AMERICA GREEN AWARDS 2021.

ENTREPATIOS FIRST PRIZE National GREEN SOLUTIONS AWARDS 2021 "LOW CARBON".

TRIPLE FIRST NATIONAL PRICE & INTERNATIONAL MENTION GREEN SOLUTIONS AWARDS 2021 "GREAT RENOVATION."

TRIPLE SECOND NATIONAL PRICE. GREEN SOLUTIONS AWARDS 2021 "HEALTH AND COMFORT".

GREENPEACE HEADQUARTERS FIRST INTERNATIONAL PRICE "GREAT RENOVATION" en GREEN SOLUTIONS AWARDS 2019.

GREENPEACE HEADQUARTERS FIRST PRIZE "DESCARBONIZATION" GREEN SOLUTIONS AWARDS 2019.

ENTREPATIOS FIRST PRIZE "COLLABORATIVE HOUSING" INTERNATIONAL SOCIAL HOUSING FESTIVAL 2019.

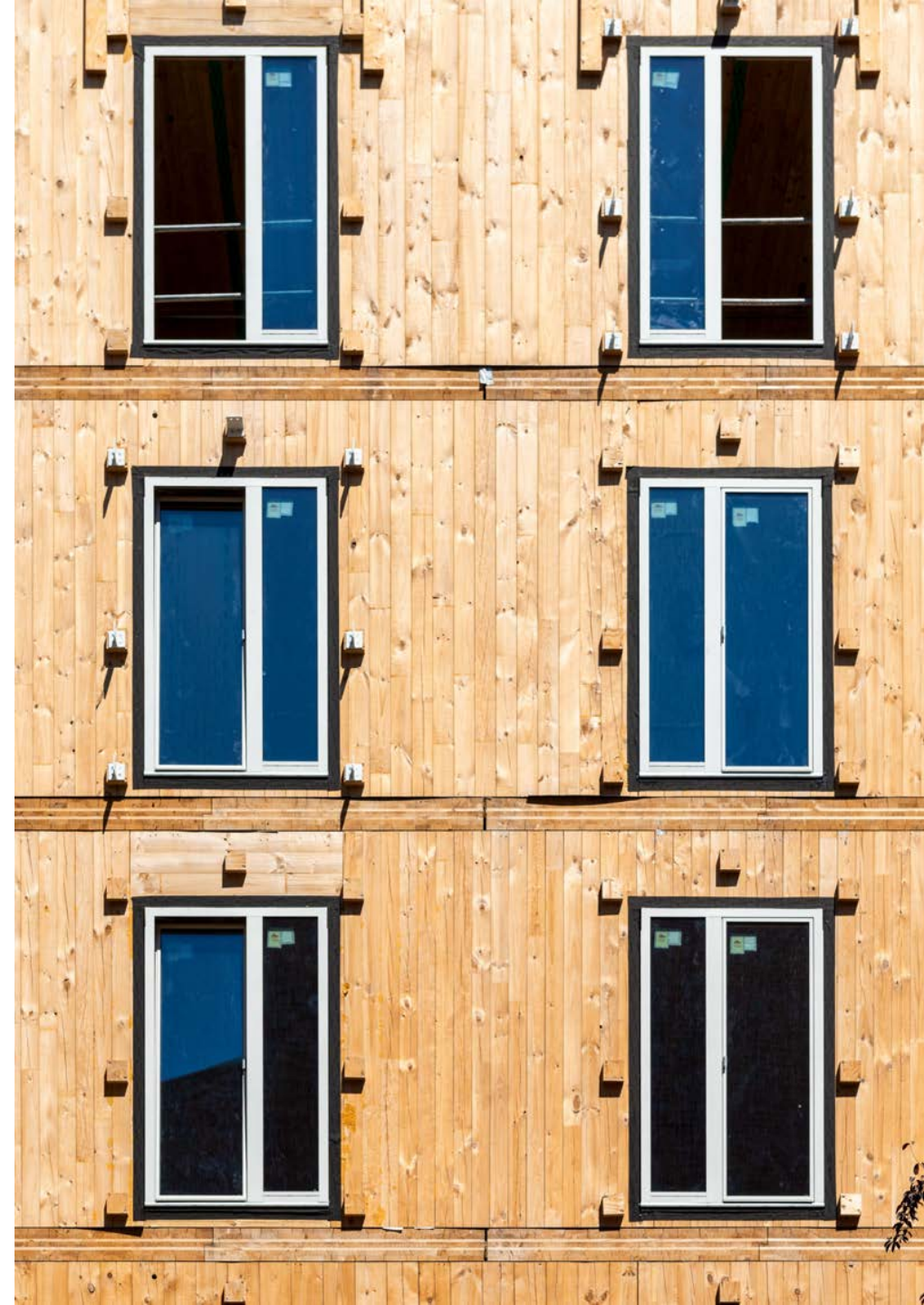
TRIODOS BANK FIRST NATIONAL PRICE GREEN SOLUTIONS AWARDS 2017 "HEALTH AND COMFORT".

TRIODOS BANK SECOND INTERNATIONAL PRICE GREEN SOLUTIONS AWARDS 2017 "HEALTH AND COMFORT".

PIMIENTA ROJA "Collateral events" at the 14th Venice Architecture Biennale 2011.

PIMIENTA ROJA SECOND PRIZE ADAPTATION Climate Champion Awards 2015 in Madrid, at Ecopreneurs for the Climate 2015.

Distrito Natural team participates actively in different workshops, events and roundtables with the purpose of promoting housing and energy transition needs.



04 Who we are

A multidisciplinary team fully aligned with the social & environmental values of Distrito Natural.



Management Team

25+ years of proven track record in the architectural and real estate industries



Iñaki Alonso
President Group - Founder

With **25+ years'** experience as an **architect, entrepreneur,** and **researcher,** Iñaki has led **250+ projects globally,** focusing on social and environmental innovation.

He's also a Professor at Universidad Politécnica de Madrid and holds an MSc. in Architecture from there.



Gerardo Dominguez
CFO - Financials

With **25+ years** as a **Financial Director,** Lalo held **C-level** roles in **large corporations** and **startups,** leading **70+ teams in €130M+ revenue** companies.

He holds a Master's in Economics and Business Administration from Universidad Autónoma de Madrid and an Executive Master in Communication Business Management from Universidad de Navarra.



Paloma Suárez
CEO - Architecture

With **10+ years** as an **architect,** Paloma excels in **residential** and **commercial** projects, blending **sustainability** and **social impact.**

She holds an MSc. in Architecture from Universidad Politécnica de Madrid, is a certified Passivhaus designer, and a WELL AP Certified member.



Marta Torralba
CEO - Development

With a **decade** in **architecture,** Marta specializes in **residential, commercial,** and **public buildings,** covering design, development, and construction.

She holds an MSc. in Architecture from Universidad Politécnica de Madrid.



Jose De Pedro
CDO - Development

With **10+ years** in **real estate** and **construction,** Jose oversees portfolios over **€200M,** excelling in **fundraising.** He transforms assets into innovative spaces like **coworking, coliving** and **sustainable housing.**

Jose holds an MSc in Industrial Engineering from Universidad Politécnica de Madrid and a Bachelor's in Architecture from ENSAPM (Paris).

Who we are



Distrito Natural and sAtt have a highly experienced and multidisciplinary 26 people team. All of them with a strong commitment for sustainability and social impact.

DIRECTORS AND PARTNERS.

Iñaki Alonso | Architect | CEO – Cofounder.
Paloma Domínguez | Architect | Architecture Director – Partner.
Paloma Suárez | Architect | Organization Director – Partner.
Gerardo Dominguez | Economist | CFO – Strategic Partner.
Marta Torralba | Architect | Real Estate Development Director – Partner.
Fernando Campos | Architect | Energy Efficiency Director – Partner.
Jose De Pedro | Engineer & Architect | CDO & Board Member.

COMMUNICATION & SALES.

Eduardo Ocaña | Journalist | Communication Manager | Partner.
Elisa Larráin | Sales Manager.
Carlos Fernández-Marcote | Journalist | Communication.
Manuel Canal | Sales.

CONSTRUCTION AND COST CONTROL.

Pablo Rodríguez | Technical architect | Construction Manager – Partner.
Juan Cotroneo | Technical architect | Construction Manager – Partner.

LEADERSHIP AND PROJECT DEVELOPMENT.

Ana Mallol | Architect | Project Leader | Passivhaus designer.
Carmen Gil | Architect | Project Leader | Passivhaus designer.
Víctor Díaz | Architect | Project Leader.
Elisa López | Architect.
Carlos Laborda | Architect | Passivhaus designer.
Ezequiel Díaz | Architect | Passivhaus designer.
Laura Gómez-Lobo | Architect.
Enrique Vázquez | Technical Architect | BIM Manager.
Jose Luis Estella | Architect | Real Estate Department.
María Gildemontes | lighting designer – Partner.

INNOVACIÓN.

Gregory Rondón | Engineer | Innovation Manager.

EXPANSION.

Andrés Rodríguez | Expansion & Investment Director.
Daniel Ortega | Expansion & Investment Manager.

“It is time for a great transformation, for the health of the planet and its people. Our future depends on it”.

IÑAKI ALONSO ECHEVERRÍA
Architect, founder & CEO.

Vibio, Ávila
Under development. BTS 84 single family units

 **DISTRITONATURAL**
COVIENDA ECOLÓGICA

Certified

Corporation