



LAND DEVELOPMENT · VG-OD-04

FORECAST — IN PROGRESS

# Odrin 88 1,255 m<sup>2</sup> Plot

Acquire — Entitle — Exit at Visa Stage

88 Odrin Str / Todor Aleksandrov Blvd, Broad Center, Sofia · -50 Months Held · Exit via Share Sale (Projected)

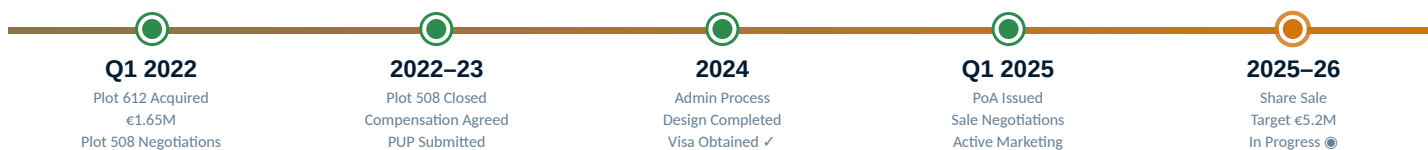
<b>€1.98M</b> PURCHASE PRICE	<b>€4.6M</b> CURRENT VALUE*	<b>€5.2M</b> VISA STAGE VALUE*	<b>€3.54M</b> FORECAST NET PROFIT*	<b>~28%</b> FORECAST ANNUAL ROI*
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Odrin 88 is VIG's flagship opportunity development play in Sofia's Broad Center — one of the city's most sought-after residential corridors. In early 2022, VIG assembled two adjacent plots at 88 Odrin Street, totaling 1,255 m<sup>2</sup>, through a two-part acquisition: Plot 612 (766 m<sup>2</sup>) purchased outright for €1,650,000, and Plot 508 (489 m<sup>2</sup>) acquired for €330,000 in cash plus a compensation agreement granting the sellers 1,380 m<sup>2</sup> of future built-up area within the development. Over the following years, VIG ran the full entitlement cycle. Compensation structures were negotiated and documented. The PUP was submitted and approved. Architectural design produced a mixed-use tower concept: 23 floors delivering 15,720 m<sup>2</sup> GBA — 11,970 m<sup>2</sup> aboveground with 96 apartments, 1,100 m<sup>2</sup> commercial, and 3,750 m<sup>2</sup> underground parking for 113 spots. The design visa confirmed one of the most intensive development rights in Broad Center at 9.35 intensity. Under VIG's compensation model, the company retains 33% of the entitled TBA — 28 apartments and 34 parking spaces — while the land sellers receive 11 apartments and 9 parking as compensation. This structure means VIG's effective cost per entitled m<sup>2</sup> is far below market. With the visa secured, VIG is now executing the exit. A Power of Attorney was issued to Ventzislav Krastev in March 2025 to negotiate the share sale of VBI 88 EOOD. The plot's current market value stands at €4.6M — already a 132% appreciation from the €1.98M acquisition. With the design visa adding entitlement premium, the visa-stage exit target is €5.2M. After bank credit repayment of €1.5M and fees, forecast net profit is €3.54M — a 68% net margin and approximately 28% annualized return.

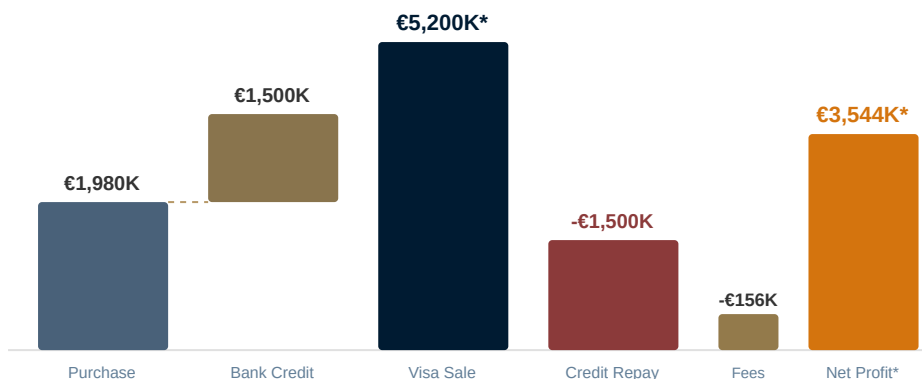
## DEAL SUMMARY

Type	Land Entitlement
SPV	VBI 88 EOOD
Plot 612	766 m <sup>2</sup> · €1.65M
Plot 508	489 m <sup>2</sup> · €330K+comp
Total Plot	1,255 m <sup>2</sup>
Entitled GBA	15,720 m <sup>2</sup>
TBA Above	11,970 m <sup>2</sup>
Apartments	96 (85 sale + 11 comp)
Parking	113 (104 sale + 9 comp)
VIG 33%	28 apt + 34 park
€/m <sup>2</sup> at Entry	€1,578
Current Value	€4,600,000*
Forecast Exit	€5,200,000*
Exit Method	Share Sale*

## VALUE CREATION TIMELINE



## PROJECTED CAPITAL FLOW



## KEY DECISIONS

- 01** Assembled two adjacent plots in Broad Center — Plot 612 at €2,154/m<sup>2</sup> and Plot 508 via a cash-plus-compensation hybrid. The compensation structure reduced the effective cash outlay for the second parcel to €330K while giving sellers future TBA in lieu of market-rate land pricing.
- 02** Secured one of the highest development intensities in the area at 9.35 — enabling 15,720 m<sup>2</sup> GBA on just 1,255 m<sup>2</sup> of land. The architectural concept by the design team maximized buildable area with a 23-floor mixed-use tower configuration.
- 03** Structured a 33% compensation model: VIG retains 28 apartments + 34 parking spaces from the entitled building. This creates a dual-exit optionality — sell the SPV for cash, or retain units and participate in the construction upside through the compensation share.
- 04** Chose visa-stage exit over own development. With €20.18M development budget and 30-month construction cycle in the proforma, VIG opted to monetize the entitlement work without taking construction risk — consistent with the opp dev model validated by Lyulin.

## STRATEGIC SIGNIFICANCE

Odrin 88 represents VIG's largest single-asset opportunity development. Unlike Lyulin's clean land purchase, Odrin demonstrates VIG's ability to structure complex compensation deals that reduce cash deployment while retaining significant upside through entitled TBA. The land alone has appreciated from €1.98M to €4.6M — a 132% gain before the visa premium. With the design visa adding €600K in entitlement value (€4.6M → €5.2M), the total visa-stage exit targets €3.54M in net profit. The 33% compensation retention also creates a template for future deals where VIG can offer land sellers participation in the development rather than cash-only exits.

## PERFORMANCE DISCLOSURE

This case study describes a VIG opportunity development deal currently in progress. Purchase prices are confirmed: Plot 612 at €1,650,000 and Plot 508 at €330,000 + compensation. Current market value of €4,600,000 is a management estimate. All exit figures marked with \* are forecasted projections and have not been realized. Visa-stage exit target of €5,200,000, net profit of €3,544,000, and annual ROI of ~28% are estimates subject to change based on market conditions and transaction outcome. Annual ROI is calculated using compound annualization over an estimated 50-month hold period. Past performance is not indicative of future results. All investments carry risk, including the potential loss of principal.