



PORTO MONTENEGRO  
*A life less ordinary*

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INTRODUCER **GUIDE**



## DESTINATION MONTENEGRO

- Undiscovered Mediterranean gem
- Unspoiled natural beauty
- 295km of coastline
- Clear Adriatic waters & 117 beaches
- Over 280 sunny days per year
- Intimate population size of 660,000
- Historic islands, secret coves and charming harbours
- Unique historical sites and five national parks
- Two UNESCO World Heritage Sites
- Limited development to protect diverse landscape

# ECONOMY & TRAVEL

- EURO currency
- Clear vision & long-term tourism strategy
- Safety, stability & peace of mind
- Business and family-friendly environment
- Investor-oriented economy
- Lowest personal, corporate and capital gains tax rates in Europe (9%)
- On path to EU membership by 2025
- 3 hours' flight-time from most European capitals
- Served by 3 international airports
- Favourable visa regime
- Low crime rates





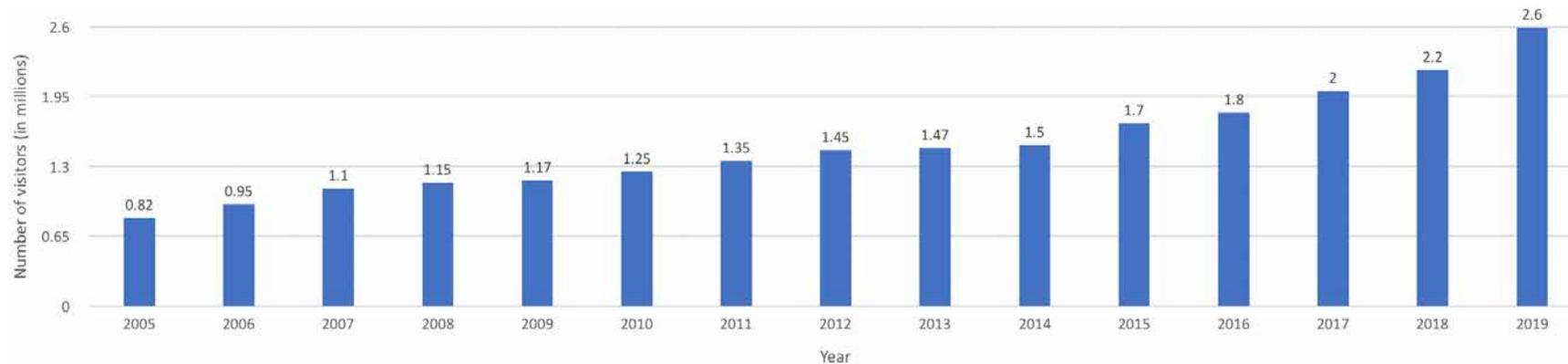
## FAVOURABLE TAX ECONOMY

- Outside EU taxation benefits
- Low corporate, personal and income tax rate (9%)
- Marine-related and tourist services capped at 7%
- Tax and duty-free yacht and jet fuel
- 9% withholding tax levied on dividends paid to non-residents
- Real Property Tax levied on ownership of property ranging from 0.1% - 0.46% in Tivat
- 3% transfer tax levied on the transfer of immovable property
- 21% VAT on newly built property – companies eligible for VAT refund
- 0% tax levied on inheritance of real estate
- Double taxation treaty with over 40 countries

# TOURISM GROWTH

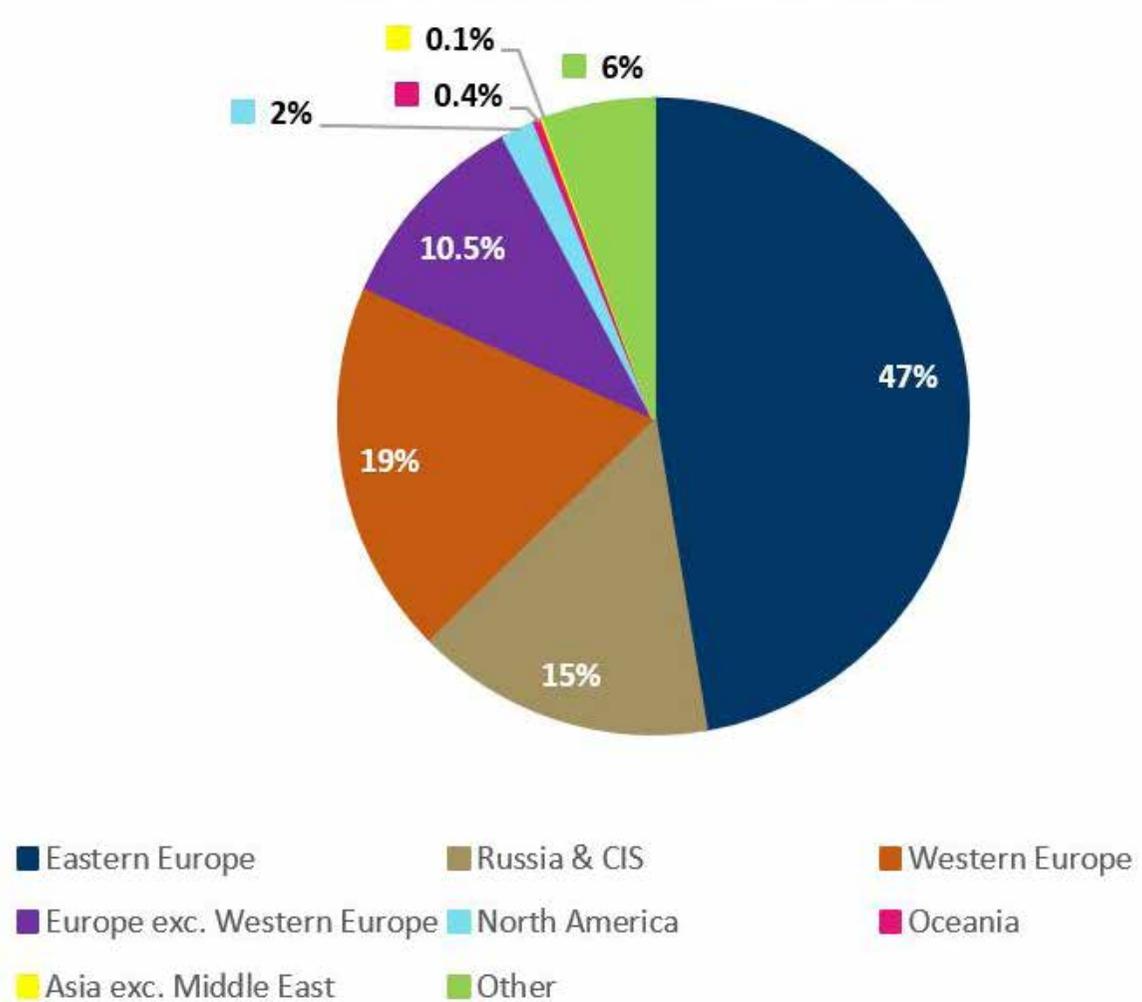
- Rising European destination
- Increase in tourism arrivals to Montenegro - number of arrivals in 2019 was 4,5 times the country population
- 50% annual growth in tourism arrivals during the winter and shoulder season
- 10% annual average increase of air travel passengers since 2011
- 3m people pass through Porto Montenegro each year

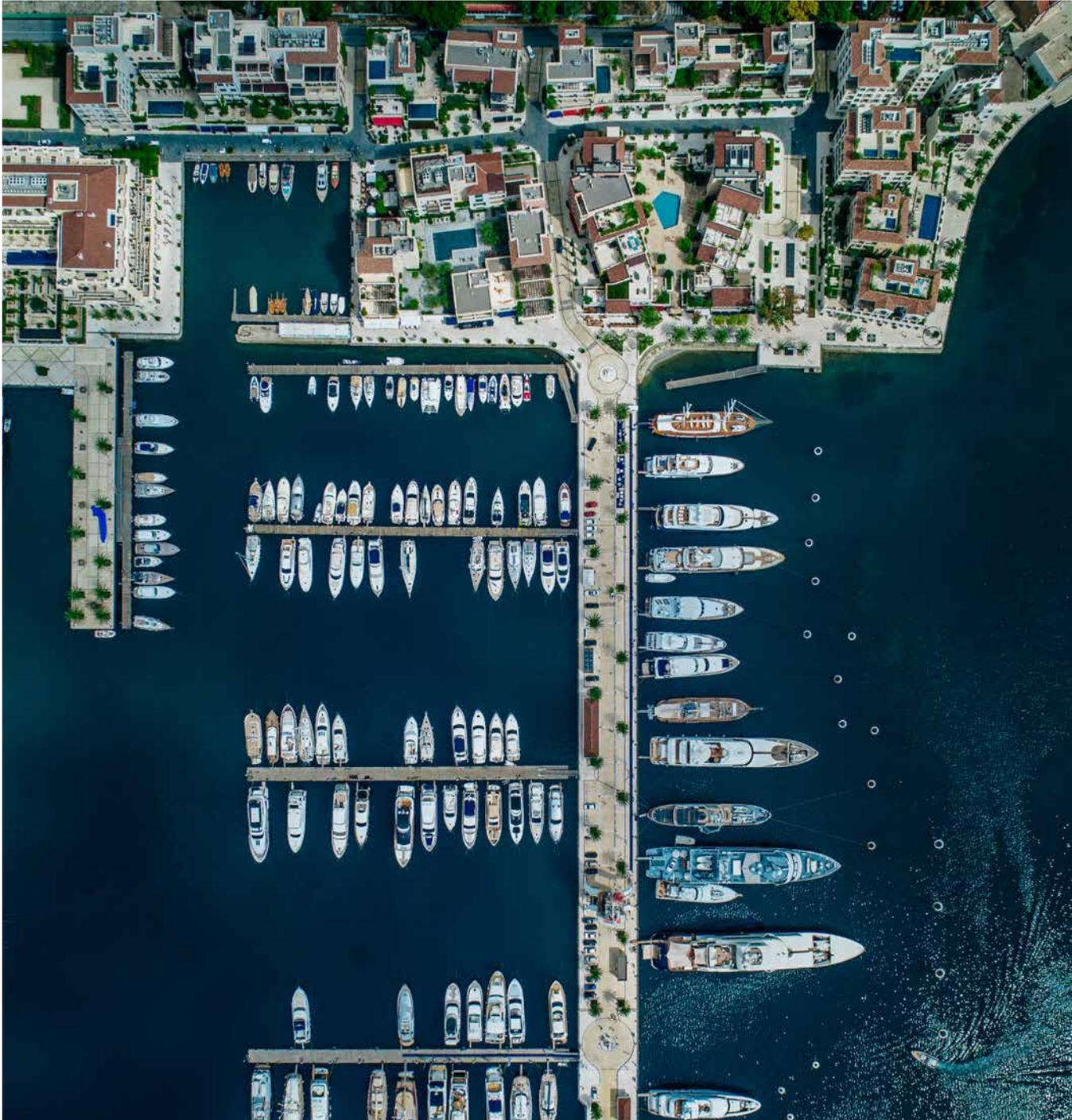
## TOURISM ARRIVALS IN MONTENEGRO



# TOURISM GROWTH

STRUCTURE OF ARRIVALS BY REGION



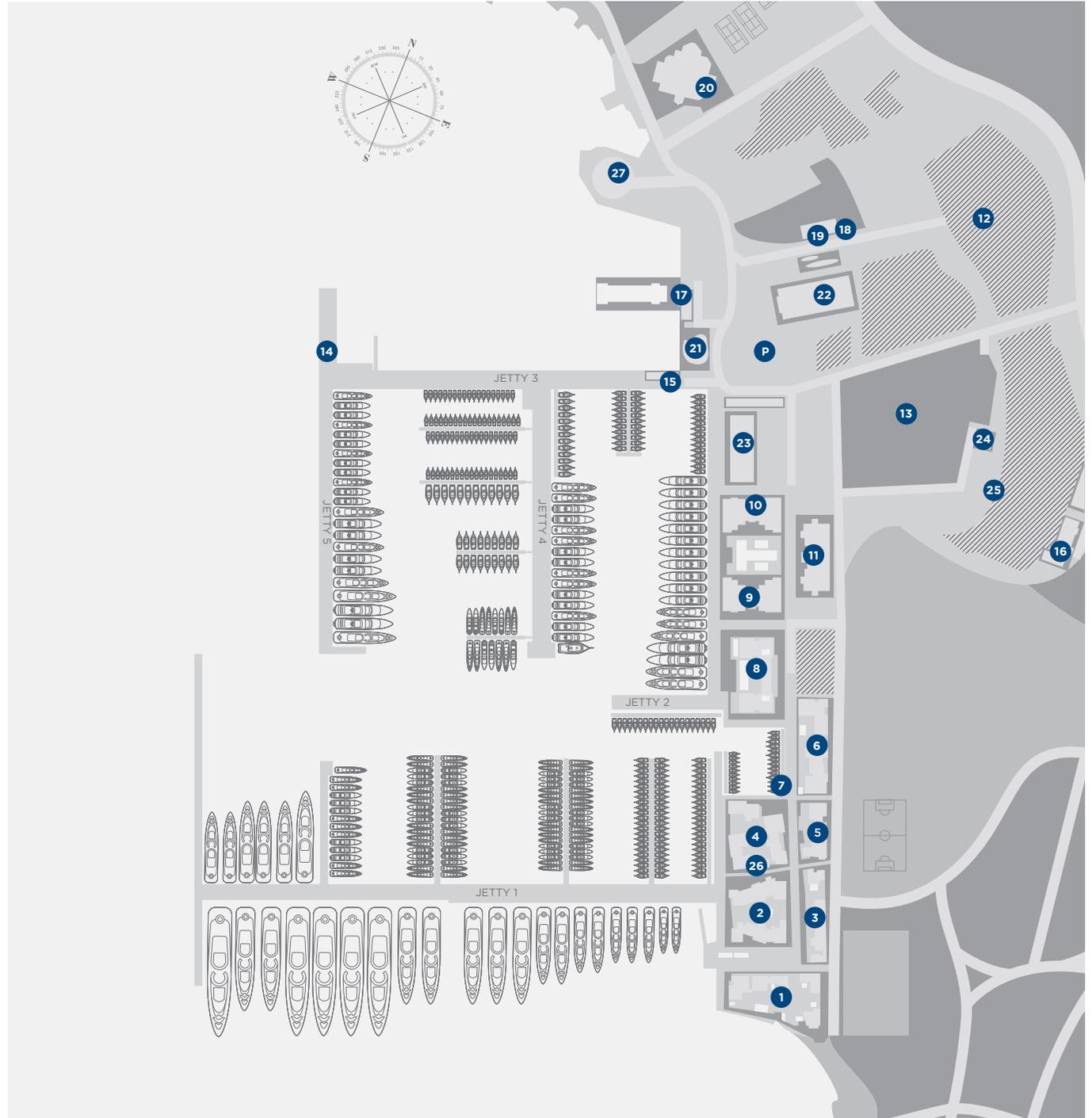


# PORTO MONTENEGRO

- UNESCO protected Bay of Kotor location
- Flagship development and lifestyle destination
- Pioneering development in the region
- World-class, full-service 450-berth marina and luxury residential village
- Thriving international community
- Premium real estate for sale and rental
- Access to the Mediterranean cruising grounds, Croatian archipelago and Greece
- International retail and dining scene
- Sports, leisure and cultural amenities
- Owned by Investment Corporation of Dubai (ICD) whose portfolio includes Emirates, One & Only Resorts and Emaar Properties
- Year-round calendar of international events

# MASTERPLAN

1. Ksenija Residences
  2. Teuta Residences
  3. Zeta Residences
  4. Ozana Residences
  5. Milena Residences
  6. Tara Residences
  7. Retail Village
  8. Regent Hotel
  9. Regent Pool Club Residences - Aqua
  10. Regent Pool Club Residences - Baia
  11. Elena Residences
  12. Boka Place (2023)
  13. Arena
  14. Fuel Dock
  15. Customs Office
  16. International School
  17. PMYC - Pool, Restaurant & Nightclub
  18. Naval Heritage Collection
  19. Innovation Centre
  20. PMYC - Gym, Tennis & Sailing
  21. PMYC Beach
  22. Synchro
  23. Marina Park
  24. Blue Room
  25. Arsenal Business Club
  26. Ozana Business Club
  27. Helipad
- P. Parking



# RESIDENTIAL COLLECTION

- 400+ luxury residences
- 300+ delivered and sold units
- Leased or managed via the Porto Montenegro rental management and Regent hotel rental pool programme
- One of the fastest selling real-estate developments in Mediterranean
- Traditional architecture and contemporary details
- Designed by ReardonSmith Architects (UK) and WATG (UK)
- Interior design by Tino Zervudachi of Milinaric, Henry & Zervudachi (FR)
- Enviably views of the Boka Bay and rocky mountain scenery
- Convenience of thriving waterfront community





## REGENT POOL CLUB RESIDENCES (RPCR)

- Two residential wings – AQUA and BAIA
- 129 luxury homes
- Studio, 1-, 2- and 3-bedroom units
- Landscaped gardens
- Multi-tiered pool podium with 38m infinity-edge pool
- Residents-only courtyard
- Impressive penthouses with intimate rooftop views
- Hotel condominium units
- Optional rental pool programme
- Direct access to five-star Regent hotel services and amenities
- Onsite management team
- Luxury second home or investment purchase



### 31 AVAILABLE UNITS

Price per m2: € 4,300 to € 11,000\*

*\*Latest availability lists available on request.*

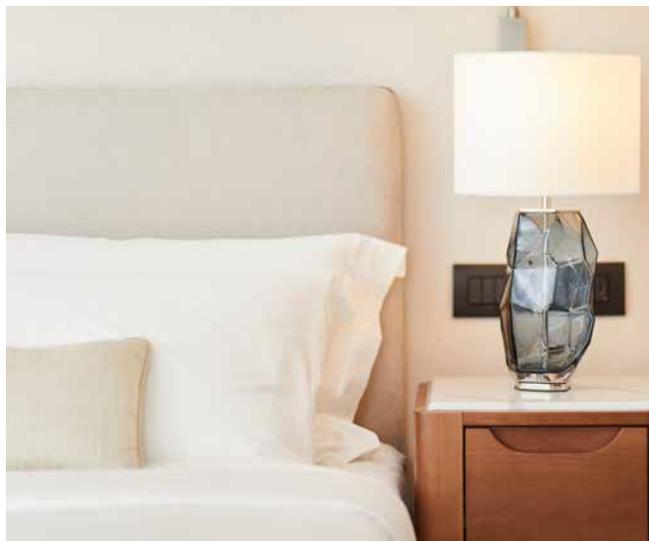
# ELENA RESIDENCES

- Newest private residence
- Elegant addition to waterfront residential collection
- 50 high-specification and fully serviced units
- Residents-only pool
- Exquisite mountain and sea views
- Studio, 1-, 2- and 3-bedroom units
- Luxury penthouses with extensive terraces
- M Residences bespoke rental management & servicing solutions

## 32 AVAILABLE UNITS

Price per m2: € 4,400 to € 9,700

*\*Latest availability lists available on request.*





PORTO MONTENEGRO

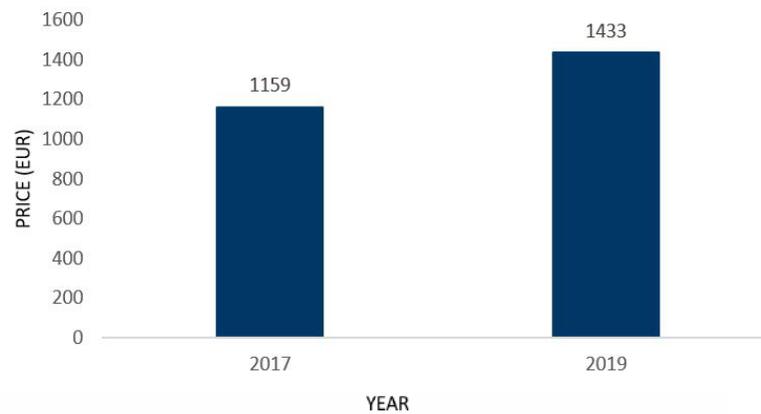
## REAL ESTATE GROWTH

- Growing tourism and investment destination
- Spike in cost of real estate since adoption of the Euro
- Emphasis on real estate appreciation in coastal areas
- 21% increase in price per m<sup>2</sup> between 2017-2019 in coastal areas
- Avg. price per m<sup>2</sup> increased by 62% in Porto Montenegro between 2009-2019
- Rental yields avg. 2% and max. 5% in 2018
- 25% increase on resale prices in 2018

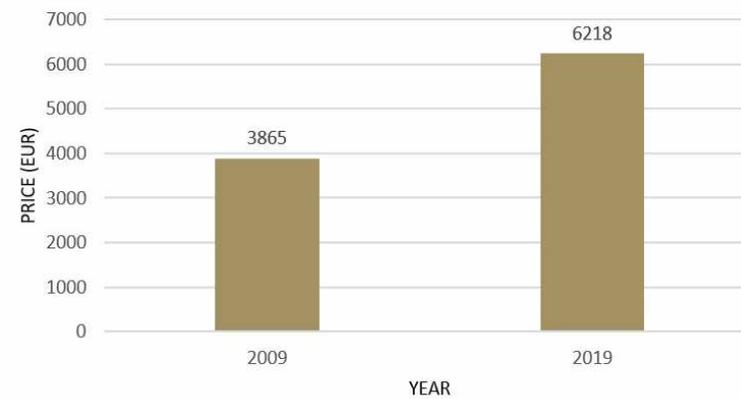
# REAL ESTATE GROWTH



PRICE PER M<sup>2</sup> ON MNE COAST

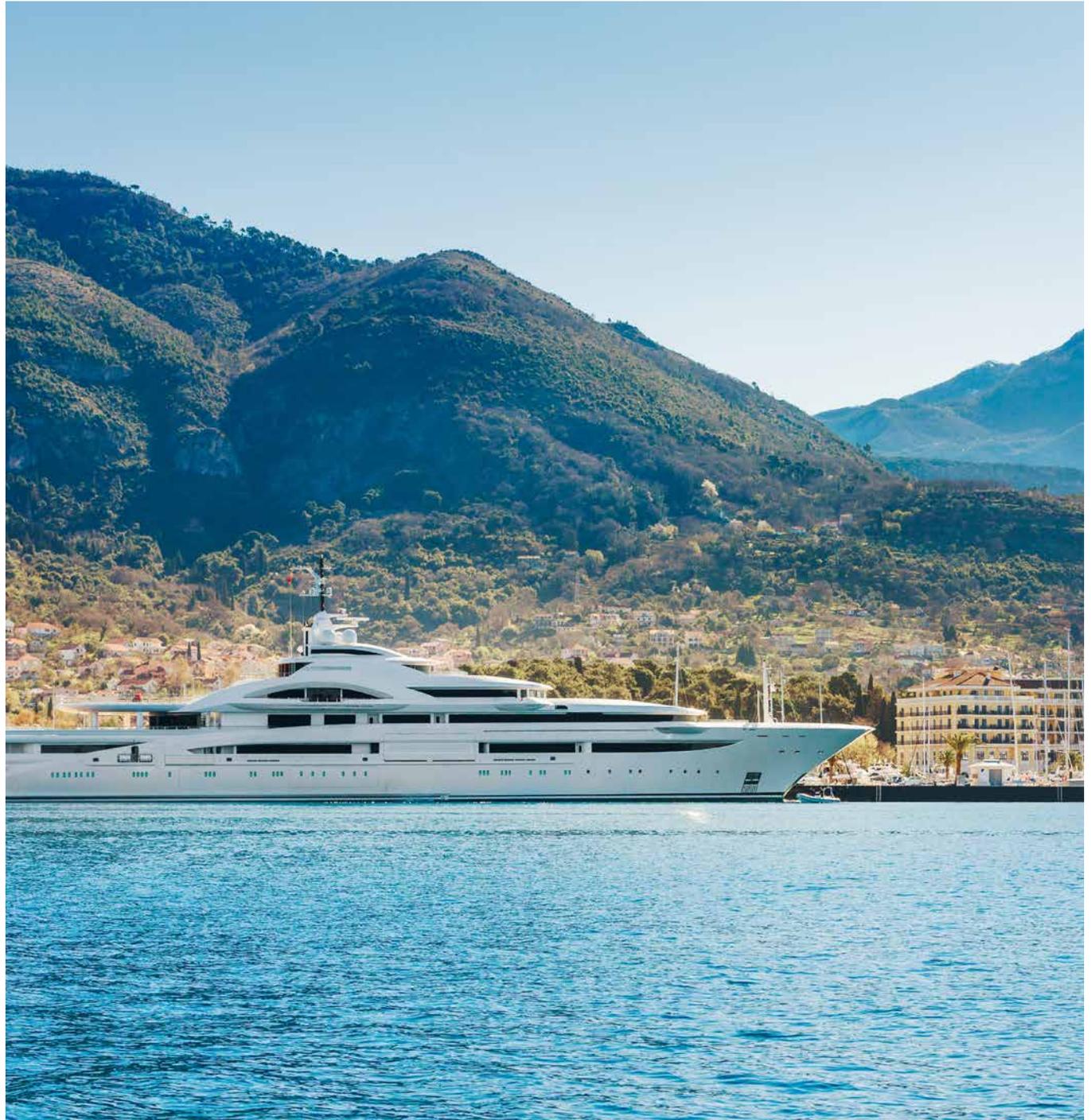


PRICE PER M<sup>2</sup> IN PORTO MONTENEGRO



# INVESTING IN MONTENEGRO

- No investment restrictions on foreign ownership
- No minimum investment
- No stamp duty
- 21% VAT refund for property purchased through a company
- 0.44% annual property tax and 3% resale tax
- MNE banking system does not conform with Automatic Exchange of Information (AEOI) and Common Reporting Standards (CRS)
- Added security and privacy protection for account holders
- Tax secrecy (taxpayer information not publicly available)





## RESIDENCY PERMITS

- Foreign nationals can apply for a Temporary Residence Permit through purchasing real estate
- Permits last for 1 year and can be renewed annually and extended to immediate family members and Next of Kin
- Other conditions for temporary residence include employment, study or family reunification
- Permanent residency can be granted to Executive Directors who own at least 51% of a company's shares or via marriage
- As a formality, foreign nationals leaving Montenegro for longer than one month each year must notify the authorities upon leave and return

# OPENING A COMPANY

- Limited Liability Companies (LLCs) can be formed by foreign nationals
- Founding capital 1 EUR
- Companies should employ an Executive Director
- Employment contract and Temporary Residence Permit required
- Legal company address required
- Corporate bank account to be opened with a Montenegrin bank
- Employers must register their employees (including Executive Directors) for tax, VAT and employment purposes (Health and Pensions Insurance)





## **BOKA PLACE** NEW DEVELOPMENT

- Porto Montenegro's newest neighbourhood
- More affordable opportunities to own a property in the enviable address
- Five-star hotel by Kerzner International, featuring new fitness and wellness concept
- Montenegrin citizenship by Investment



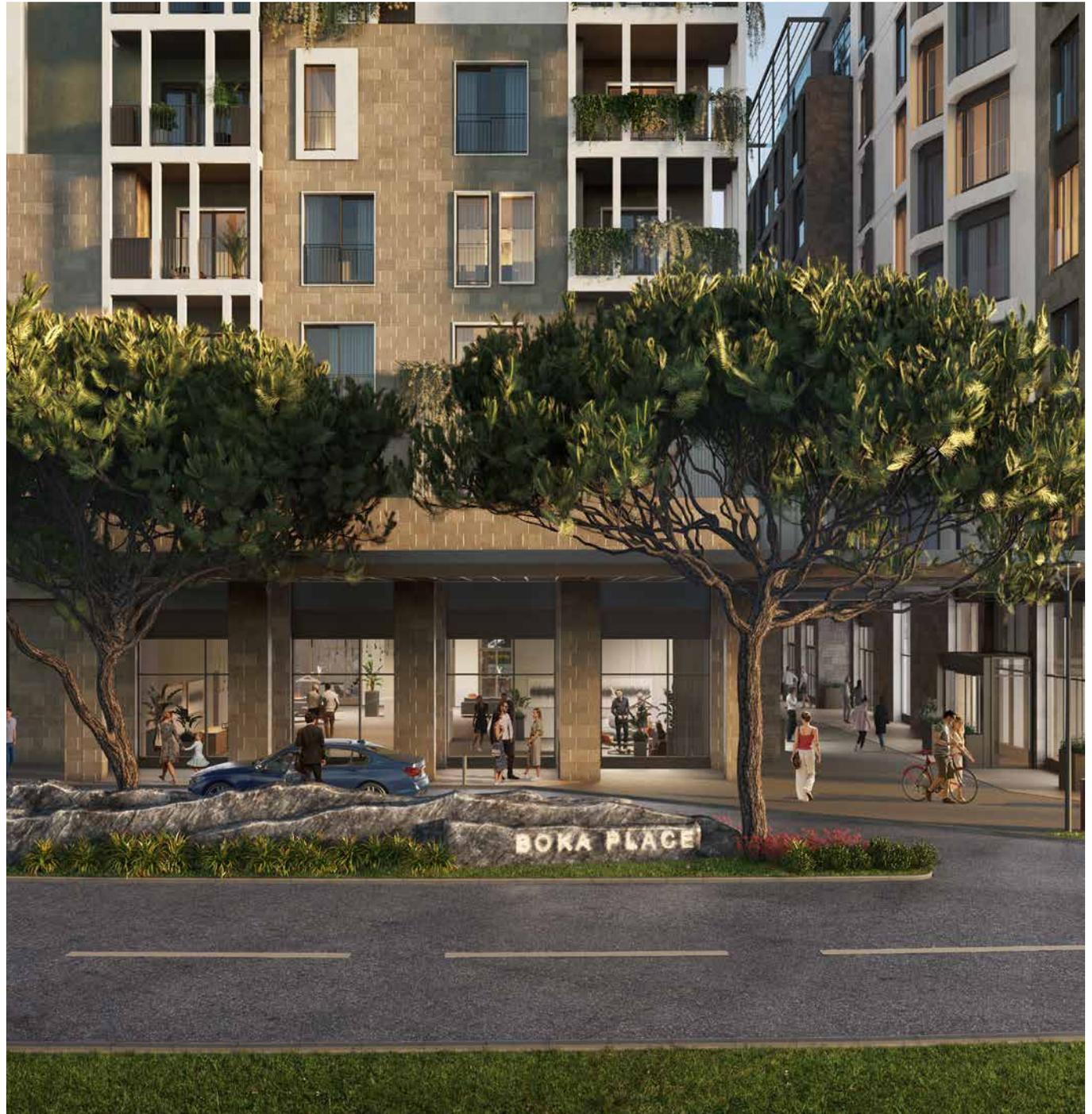
BOKA PLACE



# BOKA PLACE

## EXPLORE THE LIFE LESS ORDINARY

- 144 managed residences that are part of the mixed-use hotel
- 69 private residences managed by M Residences Rental Management Service
- A mix of studios, 1-, 2- and 3-bedroom apartments and 2- and 3-bedroom duplexes
- Siro, a new 240 key five-star wellness hotel from Kerzner International
- A high-performance fitness zone
- An open concept mall anchored by a large supermarket and multi-screen luxury cinema complex
- A wide range of F&B outlets
- Leisure spaces around a central square, vertical living walls, botanical gardens and water features
- A two-story underground garage with 425 parking spaces





**SIRO**  
360 VITALITY HUB

**OSTRO**

**SIROCCO**

**MISTRAL**

**THEA**

**ALBA**

**SIRO**

96 key 360° vitality hub and 144 managed residences

**MISTRAL**

44 SIRO-managed residences ranging from studios to three-bedroom duplexes and penthouses

**OSTRO**

40 SIRO-managed residences including one, two and three-bedroom apartments and penthouses

**SIROCCO**

60 SIRO-managed residences including studios and one, two and three-bedroom apartments and penthouses

**ALBA**

34 private residences ranging from studios to one, two and three-bedroom apartments, duplexes and penthouses

**THEA**

35 private residences including studios, one and two-bedroom apartments and penthouses



## MANAGED RESIDENCES

- 144 SIRO-managed homes offering access to the 360° vitality hub including a rooftop pool and bar
- Benefits include hotel concierge services, in-room hospitality and entertainment
- Uniquely designed to support in-house wellness activities
- Opportunity to participate in SIRO rental pool programme
- Buyers are eligible for Montenegro's Citizenship by Investment Programme

Studios from €190,000

One-bedroom apartments from €300,000

Two-bedroom apartments from €470,000

Three-bedroom apartments from €950,000

Penthouses POA

# PRIVATE RESIDENCES

- 69 private homes with the option to participate in the M-Residences management programme
- Access to fully exclusive facilities including an infinity swimming pool and landscaped outdoor spaces
- Unique opportunity to integrate decorative art features by internationally renowned artists Bradley Theodore and Miljan Suknovic

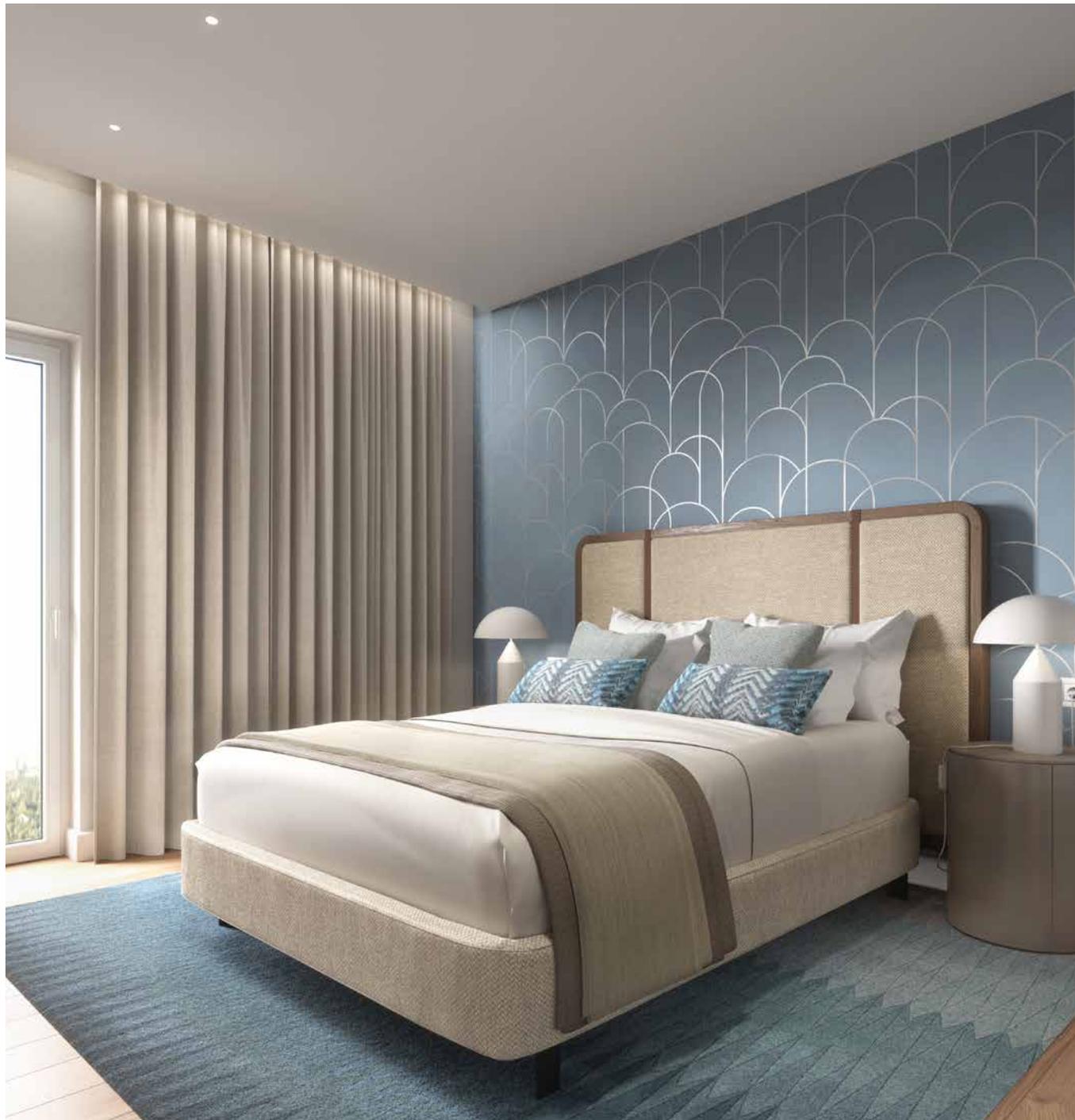
Studios from €200,000

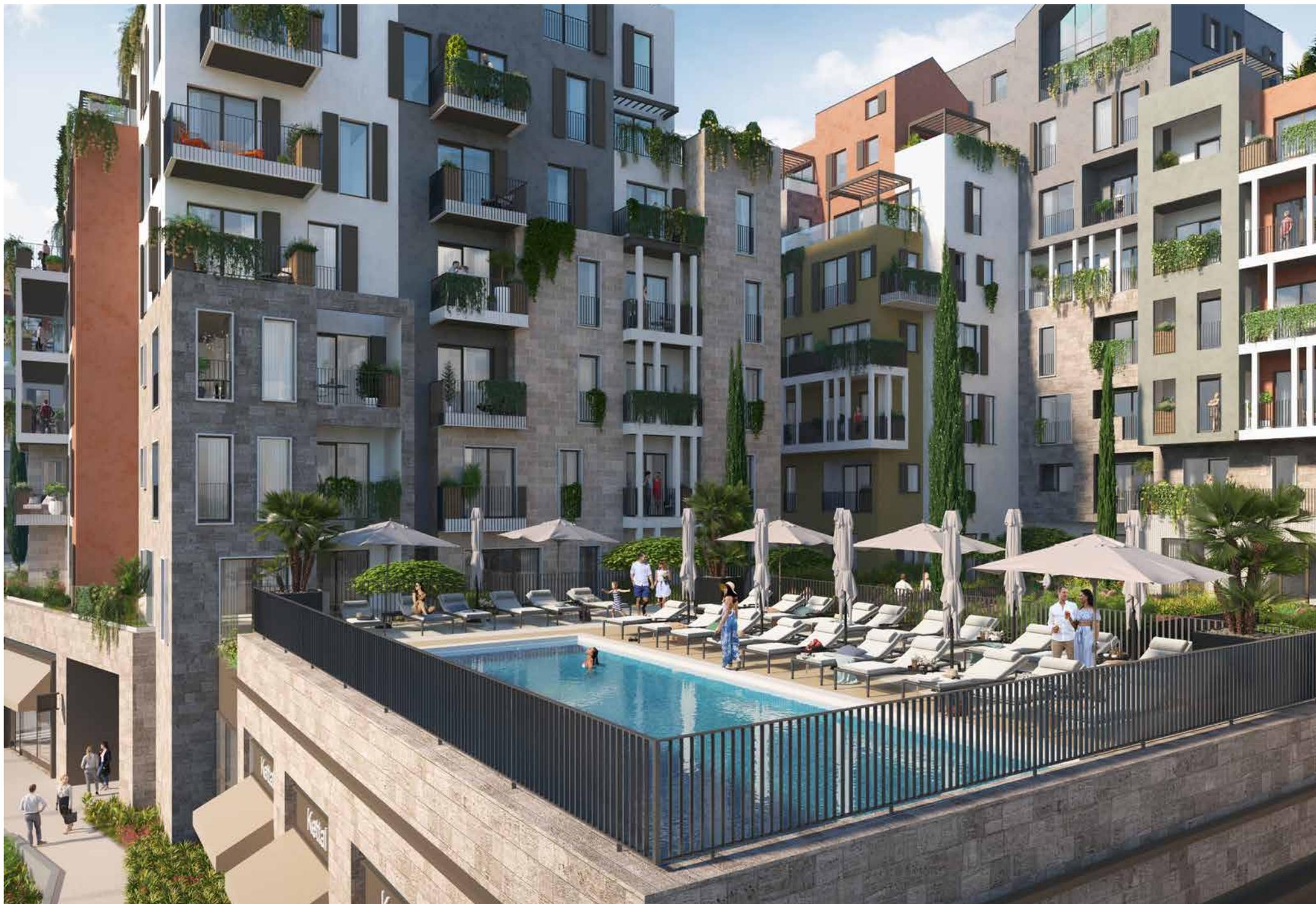
One-bedroom apartments from €265,000

Two-bedroom apartments from €347,000

Three-bedroom apartments from €560,000

Penthouses POA







## SIRO

### A NEW FIVE-STAR WELLNESS HOTEL FROM KERZNER INTERNATIONAL

- 360° vitality hub featuring serviced residences, hotel rooms, specialised wellness and lifestyle offerings
- 240 keys across four buildings, of which 96 are hotel rooms and 144 are serviced residences
- Double-height lobby, feel-good food and beverage concepts, rooftop bar, interactive social areas, concept retail and co-working spaces
- The high-performance fitness club features signature equipment as well as studios for workouts, yoga and dance
- The wellness hub includes revitalisation treatment rooms, an infrared sauna, flotation tank, cryotherapy room, meditation hideaway and recovery lab
- A 20-metre pool and jacuzzi with retractable roof

# BENEFITS OF MONTENEGRIN CITIZENSHIP

- Fast process, residency within 3 weeks
- Approval of citizenship within six months
- No language requirements
- No obligation to relinquish current nationality
- Global mobility with access to 123 nations visa-free
- Strategic geographical location in Europe with direct access to Adriatic Sea



# INVESTMENT ENTRY CRITERIA

## INVESTMENT OPTIONS

### *GOVERNMENT FUND DONATION*

Applicants must make a contribution of 100,000€ in the form of a government fund donation.

### *REAL ESTATE INVESTMENT*

In addition to the donation, applicants are required to invest in approved real estate projects in the country. Depending on where the selected projects are, applicants will have the choice of the following investment levels:

- 450,000€ investment in a developed region

## PROCESSING FEES

For the purpose of the costs of the procedure, applicants must make payment to the program in the amount of:

- 15,000€: Main applicant
- 10,000€: per qualifying dependent, for up to four dependents
- 50,000€: per qualifying dependent, for the fifth and every next dependent

## DUE DILIGENCE FEES

Applicants must cover the fees for the due diligence as announced by the program administration.



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