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Public Private
 Pioneers

London's Booming

Ecovista Plc (ISDX: EVTP) is an investment company specialising in properties and real estate deals. At our firm, we focus on enhancing property value through expert strategic planning and development in both commercial and residential properties. The board and management takes into consideration many factors, such as regional property trends, rental demand, resale values and social demographics

Although Ecovista Plc is a small company, our culture is based on empowering the people who work with us. We all have roles, which interconnect inevitably in order to promote the success of the firm. The ultimate goal is to enhance our shareholders value and to do so we extend our company's culture and vision not only to our staff but also to agents and developers we work with.

Ecovista's clients can be quite varied, and invariably depends on the deal. For example, 100 Rye Street is an old property, which will be – subject to planning approval – demolished in order to build three storey 3,550 sq.ft. replacement dwelling. The plan of action is to seek planning permission to demolish the building and build a brand new, luxury property for high end clients.

The diverse range of clients Ecovista have is primarily due to the fact that property in London and areas around London remains one of the strongest markets in the world, with demand still outweighing supply. As such, the real estate market is poised to be one of the hottest sectors for mergers and acquisitions growth in the coming year. Statistics suggest that property and real estate is the most stable and forward investment in the current economic climate.

With the exception of Ecovista's interest in the Tuscan Estate known as Cignella Srl - <http://www.cignella.com/en/> - where there is an expert management with deep knowledge of the local regulatory requirements, the company focuses on property in London and the north home counties, particularly in Hertfordshire and Essex. Location certainly plays a large role in the success of the company's selected projects.

Ecovista have found the future trends to be quite encouraging. Prices for our target type of properties, both commercial and residential, have come bouncing back, fuelling excitement in the sector. In addition, the occupancy rates are strong and we expect them to continue to rise, and key metrics for real estate owners, are healthy. That is helping to drive activity in real estate M&A, which is reflected in the prices paid for acquisitions.

When it comes to ensuring the success of a deal, Ecovista firmly believes that finding the right combination of equity and debt is the challenge for any M&A activity. Ecovista until now has used only equity to purchase assets, although the recent cut of the Bank of England base rate to 0.25% in response to economic uncertainty caused by the EU referendum result, might change our strategy.

Ecovista's short term goals often involve renovating the property for a quick sale, obtaining planning approvals to increase values and sell on or finding under-valued properties for immediate sale. Long term goals look to both capital growth and return yields for income. From the firm's experience, working with local developers the company has the opportunity to develop sites which already have planning with an expected average return in the region of 20%. Through the management's extensive connections in this industry, we have a constant flow of potential investment opportunities, many of which are offered to the company before being disclosed to the wider market.

Despite the doom and gloom reported since Brexit, market reports have indicated that London property currently remains stable particularly as the market is currently driven by demand from overseas property buyers, and these buyers will be an indirect beneficiary of today's cut.

Interest rate cuts have in the distant past triggered a fall in the value of the Pound - already battered since the Brexit vote - making UK property prices appear better value. In addition to this, investors with an appetite for UK properties can get exposure to the UK property market by investing in public companies like Ecovista with the view of profiting from both a share price and Forex point of view.

With this outlook in mind, Ecovista is confident that our company will continue to prosper in the future. We intend to expand our shareholders base in order to raise additional capital. We have a solid shareholder's base mainly UK based although we are receiving interest from overseas investors. The challenge is as always time. Time to raise additional capital and time to take advantage of the property deals been offered to us.

Ultimately, Ecovista has achieved manageable growth levels which we hope will continue to be the case in the coming years. Together with Ken Jones (director) we have grown this company steadily over the past years, and we have adapted to the market changes and the turmoil in the financial markets.

Ecovista is growing its team with new talent coming on board. Recently we hired Louise Stokely (company secretary) who immediately embraced our vision and constantly bringing to the Board's attention a number of exciting property deals. As such, investors should definitively stay tuned and keep us on their watch list.