

REAL-TOK



REALTO

**Your gateway to real estate
investments**

Whitepaper V6.0

Disclaimer and abstraction

The purpose of this Whitepaper is to present REAL-TOK – a utility token used to pay for broker fees and real estate projects – to potential investors who want to participate in the upcoming Initial Coin Offering (“ICO”) of the REAL-TOK LLC company. The information set forth below should not be considered exhaustive and does not imply any elements of a contractual relationship. Its sole purpose is to provide relevant and reasonable information to potential token holders in order for them to determine whether to undertake a thorough analysis of the company with the intent of acquiring RLTO Tokens.

Nothing in this Whitepaper shall be deemed to constitute a prospectus of any sort of a solicitation for investment. The REAL-TOK LLC. is a registered and licensed company in the jurisdictions of Georgia and the United Arab Emirates. The document is designed in accordance of the laws and regulations of the Georgian jurisdiction. The whitepaper and the projects aims are subject to change based on the legal improvements and regulations according to the legislation of the country the company is operating in.

Certain statements, estimates, and financial information contained within this Whitepaper constitute forward-looking, or pro-forma statements, and information. Such statements or information involve known and unknown risks and uncertainties which may cause actual events or results to differ materially from the estimates or the results implied or expressed in such forward-looking statements.

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Abstract

The real estate sector has been historically composed of some of the most quickly appreciating assets over the last century, presenting great long-term opportunities not only for investors who want to hedge against inflation at little to no risk, but also for those looking for high return on their long-term investments.

With global inflation levels setting new record highs over the last couple of years, as well as prices of real estate increasing by more than 10.5% between 2021 and 2022 in the European Union, the real estate market is now considered one of the most profitable industries to invest in.

With the advent of cryptocurrencies, real estate asset tokenization presented multiple opportunities, offering investors the chance to acquire a fraction of an otherwise highly priced asset and thus lowered the entry barriers for smaller investors dramatically by introducing fractionalization. However, despite the vast potential that cryptocurrencies can unlock in the market that go beyond just real asset tokenization, we have yet to see more comprehensive solutions being successfully implemented.

The REAL-TOK project is set on a mission to create the first utility token that offers a multitude of use cases for stakeholders in the real estate industry. The token will utilize the increasing advantages of cryptocurrencies such as transactional transparency, low transactional fees limiting intermediary costs by cutting out property taxes and will provide its holders discounts and benefits within the ecosystem. This will allow potential property buyers to get some of the lowest prices on the market and will pave the future of the sector by introducing a variety of solutions for financing, token-based incentive programs for loyal customers and transactional efficiency.



The RLTO token will be fully licensed by the legal authorities of Georgia. It will further comply with the jurisdiction of the European Union. The REAL-TOK FZ LLC. is licensed for Marketing and Distribution in the United Arab Emirates. . Last but not least, the token will essentially represent the real estate properties that the proceedings collected through the crowdsale will fund, which are quickly appreciating assets, greatly strengthening the RLTO token in the long-term.

The leading person of the company group behind the REAL-TOK project has been active on the Austrian property market for over 30 years and have numerous referral projects which will be tokenised and open for sale on the platform. Notably the platform will be open to all real estate developers and private homeowners.

With the open sale of the Token, the company will secure additional capital for the project and platform development, resulting in additional use cases of the RLTO token in the future. Next to the real estate platform will be a NFT marketplace for Web 3.0 fitted digital real estate assets.

The RLTO is intended to be used within the REAL-TOK ecosystem to receive discounts on broker fees and loyalty bonuses while paying for transactional fees when assets like NFT's or Security tokens are traded.

With the "RLTO"-Token, the company aims to create the most comprehensive marketplace for real estate - and beyond, to allow stakeholders to unlock the full potential of the real estate market that continues to remain unexplored.



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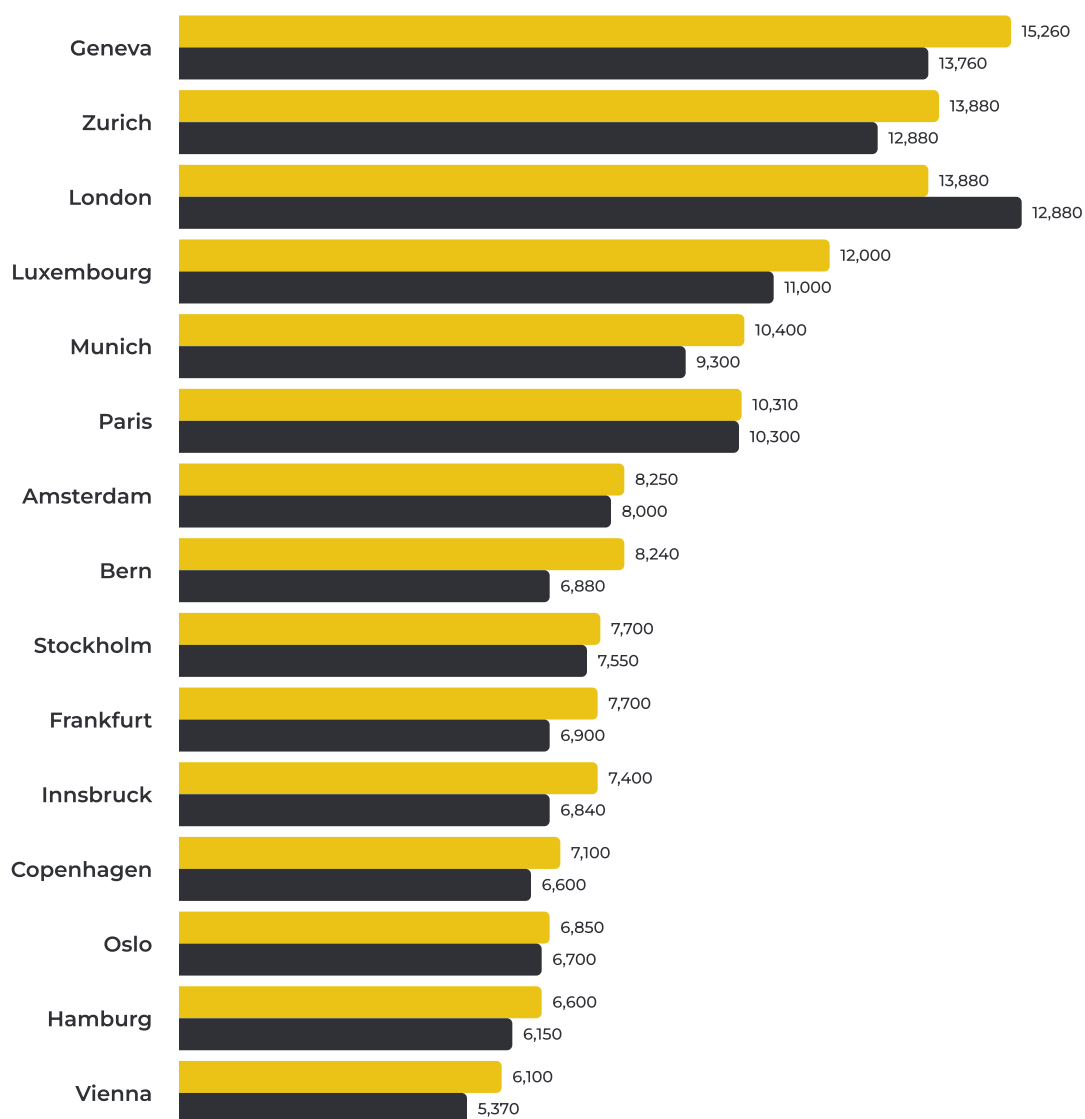
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Industry overview

PRICES OF REAL ESTATE: A HISTORIC OVERVIEW

The real estate sector is composed of several subcategories, each with its distinctive characteristics and target groups. Some of the most important ones are residential, commercial and industrial properties. The prices of all of these have been surging for decades and, based on a variety of macro- and microeconomic factors, are still on a stable track.



Graph: Average cost of an apartment in Europe in the 1st quarter 2021 (light blue) and 1st quarter 2022 (dark blue), by city.

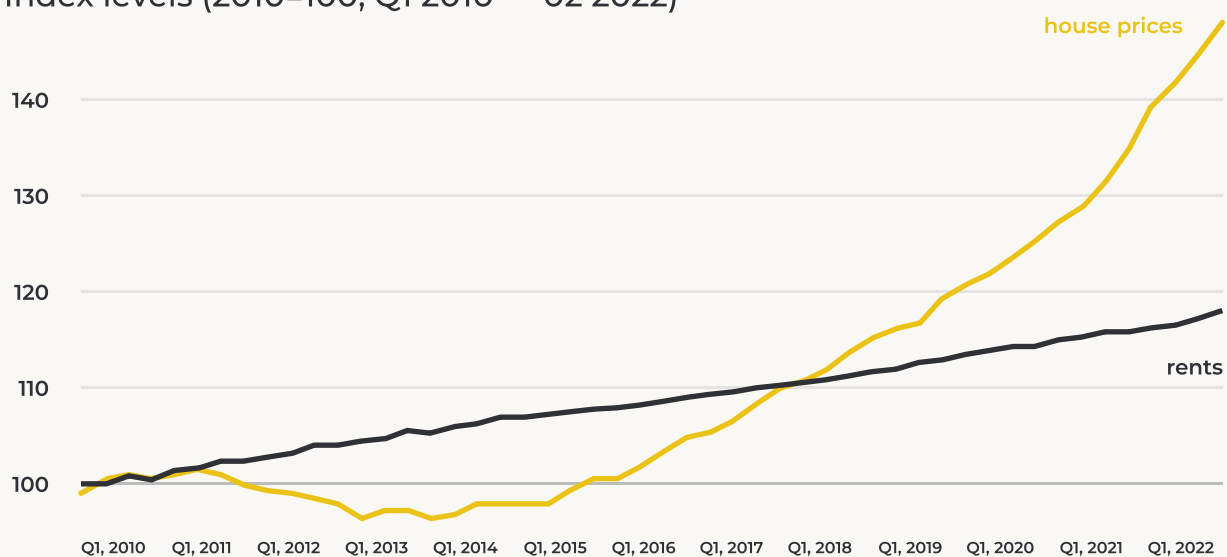


The average price per square meter is surpassing 14,000 EUR in some European countries. Furthermore, the increase is in some cases tremendous - even after taking into account inflation, the average price per square meter has still increased by a very large factor over the short span of just one year.

// *House prices have increased by almost 50% just between Q1 2016 and Q2 2022.*

House prices and rents in the EU

Index levels (2010=100; Q1 2010 — Q2 2022)



Graph: Average Sales Price of Houses (red) and rent (blue) in the European Union.

Some of the main reasons for the continuously rising prices are, but not limited to:

- **Population growth:** As the world's population is rising at an ever increasing rate, it is only natural that the demand for housing increases. This leads to supply and demand imbalances, ultimately resulting in rapidly rising prices.
- **Urban areas:** The number of inhabitants of urban areas is rapidly growing - more and more people are moving towards big cities and away from rural areas due to the better work conditions and concentration of workforce demand. Globalization has further enhanced this effect, allowing for



foreigners to easily move to an international city and find work, as well as accommodation with very few restrictions and within short timeframes.

Scarcity of land: With the increased urbanization, the tremendous demand for housing and the limited space of cities for both commercial and

- residential properties, prices of land are increasing. This naturally leads to higher property prices as well.

Increasing costs: The cost structures of construction companies are influenced by the rising pricing of their materials. Recent spikes in energy

- prices caused by the crisis in Europe that began in Q3-Q4 2021 are also a considerable driving factor behind the rising prices, as they are often related to the manufacturing process of metals and other vital construction materials.

Record low mortgage interest rates: In 2020, the sector saw strong interest by aspiring home buyers due to record low mortgage interest

- rates. This trend is nothing new, however, and since 2009, rates have been always below the 5% mark.



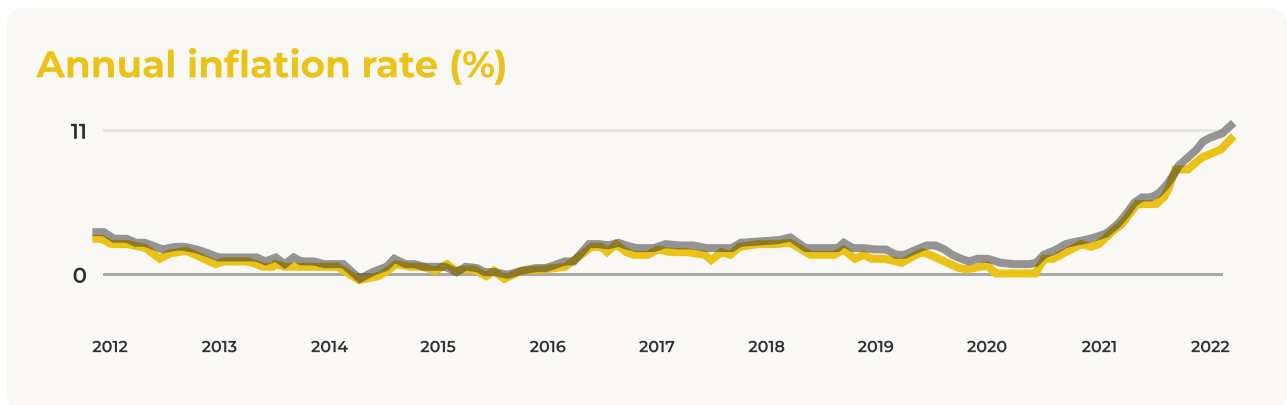
Graph: Loans for house purchases in the EU. From 5.51% in October 2008, in January 2022 the interest rates were at a record low of 1.34%. A continuous decline signifies that affording a home becomes a more and more realistic scenario.

- **Government incentives:** Government incentives like the stamp duty land tax holiday in the United Kingdom (UK) introduced as a response to the coronavirus (COVID) pandemic have also contributed greatly towards the demand for properties, driving their prices up.



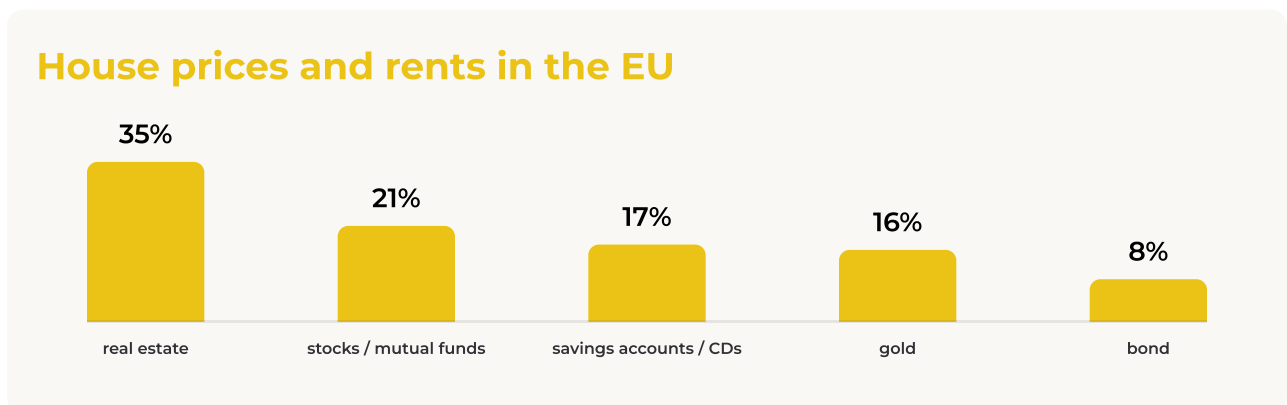
IS REAL ESTATE THE REMEDY TO THE RECENTLY RISING INFLATION LEVELS?

The rising inflation levels have prompted many to look for investment opportunities that would allow them to hedge against its devastating effects. Recent inflation reports have confirmed the highest levels in nearly 50 years, even higher during economic turmoil such as the financial crisis in 2007-2008.



Graph: Loans for house purchases in the EU. From 5.51% in October 2008, in January 2022 the interest rates were at a record low of 1.34%. A continuous decline signifies that affording a home becomes a more and more realistic scenario.

Real estate has always been one of the most preferred choices as a secure way to hedge against inflation, and lately, it is growing even more in popularity.



Graph: According to Americans, real estate is the best long-term investment.

Investors looking to acquire real estate (particularly in the residential sector) currently have several options at their disposal in terms of accessibility:



- **Acquiring the property directly:** For those who can afford it or are able to get the needed financing through banks, acquiring the property directly with their own funds remains the best option. However, only a few can afford buying a home without taking a loan, and the interest rates can diminish the returns of those relying on external financing. Further dangers of not being able to pay back the loan as agreed upon due to unforeseen circumstances can result in devastating losses for the investor.
- **Investing in property through REITs (Real Estate Investment Trusts):** REITs are public companies that own and lease income generating real estate. Instead of buying the properties, investors buy shares and receive dividends in return. This option offers lower entry barriers to investors but is only suitable for those aiming to invest with the main goal of deriving monetary profit or hedge against inflation. Picking the right REIT can be difficult, however, as in some cases the investors buy into a REIT that is not managed properly and miss on the potential their money would otherwise have in similar or alternative investment scenarios (opportunity costs).

RESIDENTIAL HOME BUYERS

Residential home buyers usually have two options when it comes to picking the right property for them.

- **Using the services of real estate agents:** This option is generally preferred for most unless they already have some experience or contacts in the real estate sector. The agent will take over the process of selecting the suitable properties based on the client's criteria and will assume partial responsibility for choosing an investor or a company that will be able to deliver the promised results within the selected timeframe. Upon a successful contract and purchase, the real estate broker will collect a fee (usually a percentage of the purchase price of the property). While this option mitigates a lot of the risk that the client would otherwise need to carry if they were to buy the property themselves, it does increase the cost of the deal because of the fee for the broker. Furthermore, brokers will be



incentivized to sell a property that has a high market value (as long as it suits the budget) and has been in their portfolio for a longer time than others. This creates a discrepancy in the goals between the two parties, presenting a conflict of interests.

Finding and buying the property themselves: The advantages and disadvantages of this option are pretty much the reverse scenarios of using

- the services of real estate agents. You do not have to pay the fee for the broker, but you are taking the risk of buying into something that might not match your expectations. The risk is thus inherently bigger for most non-experienced investors.

There are risks with both options and while some traditional solutions (such as REITs) have offered some alternatives, they do not effectively resolve all issues.

REAL ESTATE AND CRYPTOCURRENCIES

The advent of cryptocurrencies has opened many doors for the real estate sector - in particular, the possibility to tokenize a property by transforming its value into multiple fractions in the form of an asset that can be easily transferred on an immutable ledger that is tamper-proof and allows investors to bypass traditional intermediary parties like banks.

|| *Transfer of securities offers a higher degree of flexibility than any traditional method when it comes to the acquisition and transfer of real estate assets*

- **Fractional ownership:** Real estate tokenization allows multiple investors to co-own a single property by being in possession of a financial instrument classified as a security, which makes it subject to a variety of regulations that are protecting the investor's interests. This greatly lowers the entry barriers to the sector, as it is no longer needed to own the total capital required to acquire the property or to get a loan approval. The concept



further enables the participation in rent payments without being the single owner of the property. In general, being able to invest in real estate assets that are quickly appreciating in value with much lower entry requirements provides smaller investors with an amazing opportunity to tap into a market that is otherwise beyond their reach. The obvious shortcoming is the fact that the investor does not own the physical exploitation rights on the property unless he buys off the shares of all other token holders.

Access to capital: Real estate companies looking to expand their activities

- can greatly benefit from real estate tokenization, as it gives them access to a much wider scope of potential investors due to the lower capital requirements compared to the traditional market. Depending on the regulation the token falls under, capital requirements can be as low as 400\$ per investors, essentially allowing retail investors to participate. The improved access to capital further allows real estate companies to become less dependent on banks - many of these rely on loans, which makes them vulnerable to sudden raises in interest rates that could increase the pressure on their cost structures.

Another already implemented use case of cryptocurrencies within the real estate sector are crypto-based REITs. However, many of these failed to fulfill the expectations and ultimately did not prove disruptive to the current market and its limitations.

There is still a multitude of other potential advantages for the real estate sector and its stakeholders that can be derived from cryptocurrencies, yet many of these remain unexplored:

- **High transactional efficiency:** Cryptocurrency transactions have come a long way in terms of costs and execution times. New blockchains offer conditions rivaling the traditional form of payments but without their downsides. These can be used for most transactions related to both residential and non-residential properties such as maintenance, rent and even purchase of properties.



- **High transparency:** Cryptocurrencies provide a high degree of transparency to all involved parties that can open the doors to multiple application scenarios, including decentralized marketplaces for properties, digital contracting on the blockchain and many others.
- **Independence of banks:** Cryptocurrency transactions are borderless and do not impose any additional transaction costs or similar restrictions based on the geographical location of the investor that are otherwise imposed by banks. What is more, they occur without the need of an intermediary party that can define intransparent conditions for the participants and change them at will. Furthermore, unlike real estate assets, cryptocurrencies that represent them can be easily traded between parties at will, essentially reducing the risk levels for investors.

ISSUES AND CHALLENGES

Some of the main issues that real estate investors have to deal with are, but not limited to:

Issue The rising prices of commercial real estate are presenting a considerable obstacle - financing options. While interest rates have been historically low over the last few years, taking a loan is still not without its costs. Furthermore, certain macroeconomic dynamics have already forced banks to raise the interest rates, which can cut the margins of some companies that are already near the break-even point.

Issue Many investors decide to buy a property in its initial stage of development - in some cases, even before the construction company has acquired the rights to start building on the land. This is due to the attractive prices that can be up to 30% lower than the market value of the same property if it is sold in its final stage of development with all necessary legal approvals. However, this option carries multiple risks down



the line - the legal complexity in the real estate market and the road a property needs to cover before it can be put in exploitation is very long. In many cases, there are multiple delays in the construction and approval process, and if the company goes bankrupt or the property does not receive the required legal approval, investors can lose everything.

Problem High and intransparent broker fees are making it increasingly more unprofitable for real estate investors. Combined with the rising interest rates of banks, this can translate into almost unbearable costs for stakeholders such as smaller investors and new homeowners.

Issue Despite the boundless advantages cryptocurrencies and blockchain can offer to the real estate market, there is an apparent lack of solutions utilizing such use cases.



The solution



The REAL-TOK project, initiated by the leading persons of the REALTO GROUP, a real estate and investment company with long-standing experience on the Austrian real estate market situated in Vienna is creating the first comprehensive ecosystem for the real estate sector underpinned by an utility token that offers a wide range of direct use cases for all stakeholders in the industry.

In its initial stage of development, the REAL-TOK project and its underlying token will allow investors to get access to an NFT as well as security asset that can be used for payments for broker fees and properties at discounted rates compared to traditional fiat payments within the REAL-TOK ecosystem. Furthermore, by acquiring the RLTO token, participants will essentially be part of a revolution and gain priority access to future releases.

In the further stages of the ecosystem's development, the REAL-TOK project will introduce a variety of additional unique use cases never seen before on the cryptocurrency-based real estate market - a revolutionary decentralized marketplace for properties that will allow discounted payments for rent, purchases, broker fees for it's users and expanding to participants of the global real estate industry.

// *REAL-TOK will simplify and revolutionize the worldwide transactional process in real estate. It will allow sales, leases, and Investments to be made faster, easier and more comfortable than in the traditional way*

The leading people behind the REAL-TOK project, have already built a portfolio consisting of more than 500 flats in development across various central locations in Vienna and its surrounding area. Many of these projects are in their final stage of construction and approval, which will be the first partners to list the entire real estate portfolio on the platform. Furthermore the network around various cities and states will be used to acquire more partners to participate and list their portfolio on the platform.

PROBLEMS AND SOLUTIONS AT A GLANCE

Problem Rising property prices translate into high capital requirements to enter the real estate market.

Solution With RLTO tokens, investors can participate in the real estate market directly without any capital requirements. By acquiring the RLTO token, the holder essentially possesses an instrument that can not only be used within the platform, but will also be trade able at any time on the open markets.



Problem Selecting the right investment opportunities on the real estate market requires a lot of experience. Many investors decide to buy a property in its initial stage of development - in some cases, even before the construction company has acquired the rights to start building on the land - which carries a high level of risk.

Solution The REALTO Group is an experienced company with a track record on the real estate market that has a vast partner network and expertise in selecting the right investment opportunities with the best possible risk-return ratio. Furthermore, the company knows the ins and outs of the real estate market, is able to evaluate every separate stage of the construction and approval process, as well as has deep market insight about the trends and the potential shifts that can occur.

Problem High and intransparent broker fees are making it increasingly more unprofitable for real estate investors. Combined with the rising interest rates of banks, this can translate into almost unbearable costs for stakeholders such as smaller investors and new homeowners.

Solution The RLTO token will offer discounted rates on both broker fees and property payments and thus lower the entry barriers to stakeholders such as smaller investors and new homeowners. What is more, blockchain payments offer a high degree of transparency, making sure that the purchaser will have the exact information of what percentage of the total sum goes to the broker and for the actual property itself.

Problem Despite the advantages cryptocurrencies can offer to the real estate market in terms of payments, there is an apparent lack of solutions utilizing these.



Solution The RLTO project will offer a variety of unique use cases, ranging from various payments for services, properties and even an innovative, decentralized marketplace for properties in its later stage of development.

Problem Many cryptocurrency-based real estate projects were created by inexperienced companies with no prior track record or assets. Their tokens further lacked the mechanisms to facilitate a sustainable, organically increasing demand in the long term.

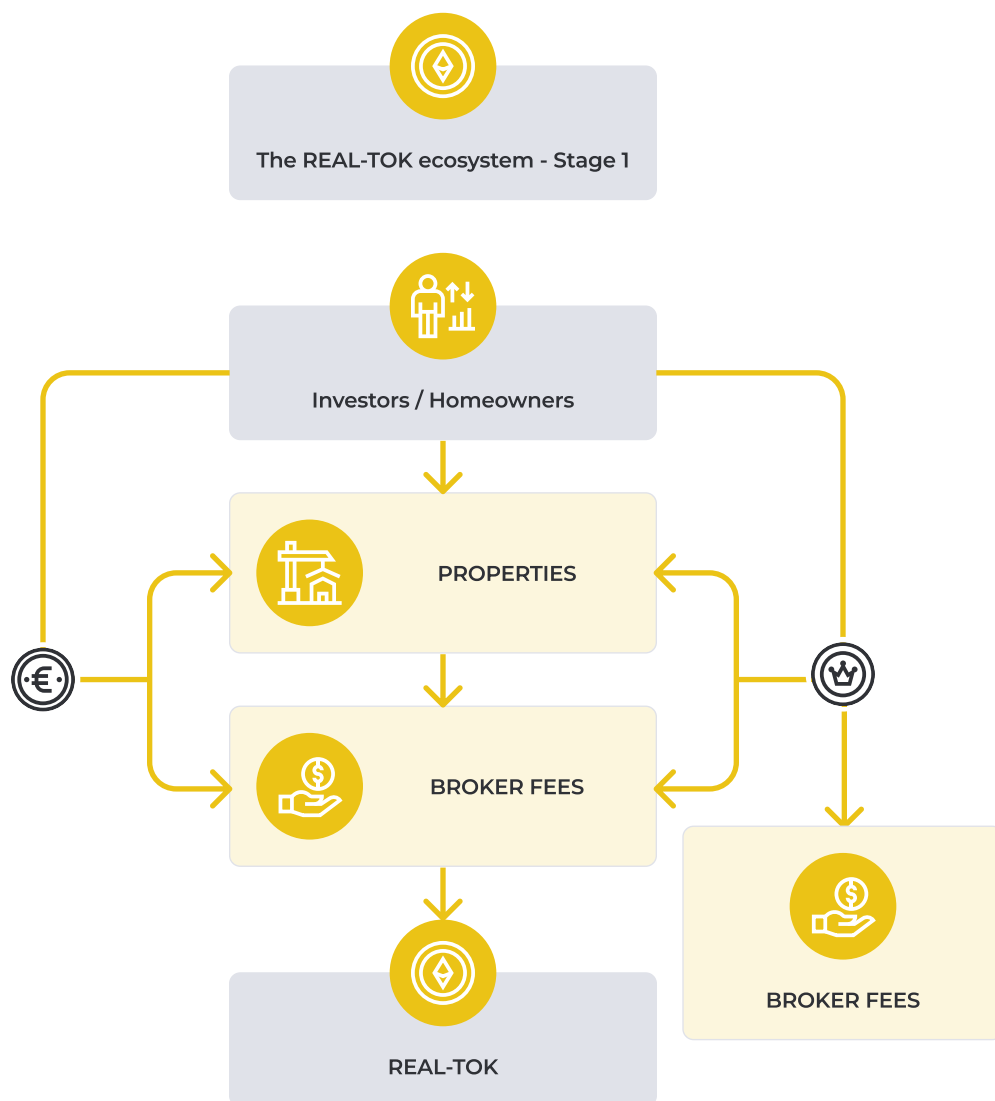
Solution The demand for the RLTO token will be driven by multiple factors - the rising prices of the underlying asset - implemented staking methods - a deflationary system - the various use cases that the token will offer.



The REAL-TOK ecosystem: Stage 1

The REAL-TOK ecosystem will roll out in two separate stages. The initial focus of the ICO will be set on achieving the required funding to reach Stage 1 - after this goal has been completed and the ecosystem starts functioning sustainably on its own, we will begin with the development into Stage 2.

Here is an overview of the REAL-TOK ecosystem in its initial stage, including the services that token holders will have access to.



The REAL-TOK ecosystem will consist of several key components:

- Prospective homeowners and investors as the main target groups
- One main service - the possibility to purchase properties - underpinned by a secondary complementary service, broker fees
- REAL-TOK LLC. as the provider of the services
- Two payment options for the services - fiat currencies and cryptocurrencies
- Various discounts and bonuses for RLTO token users

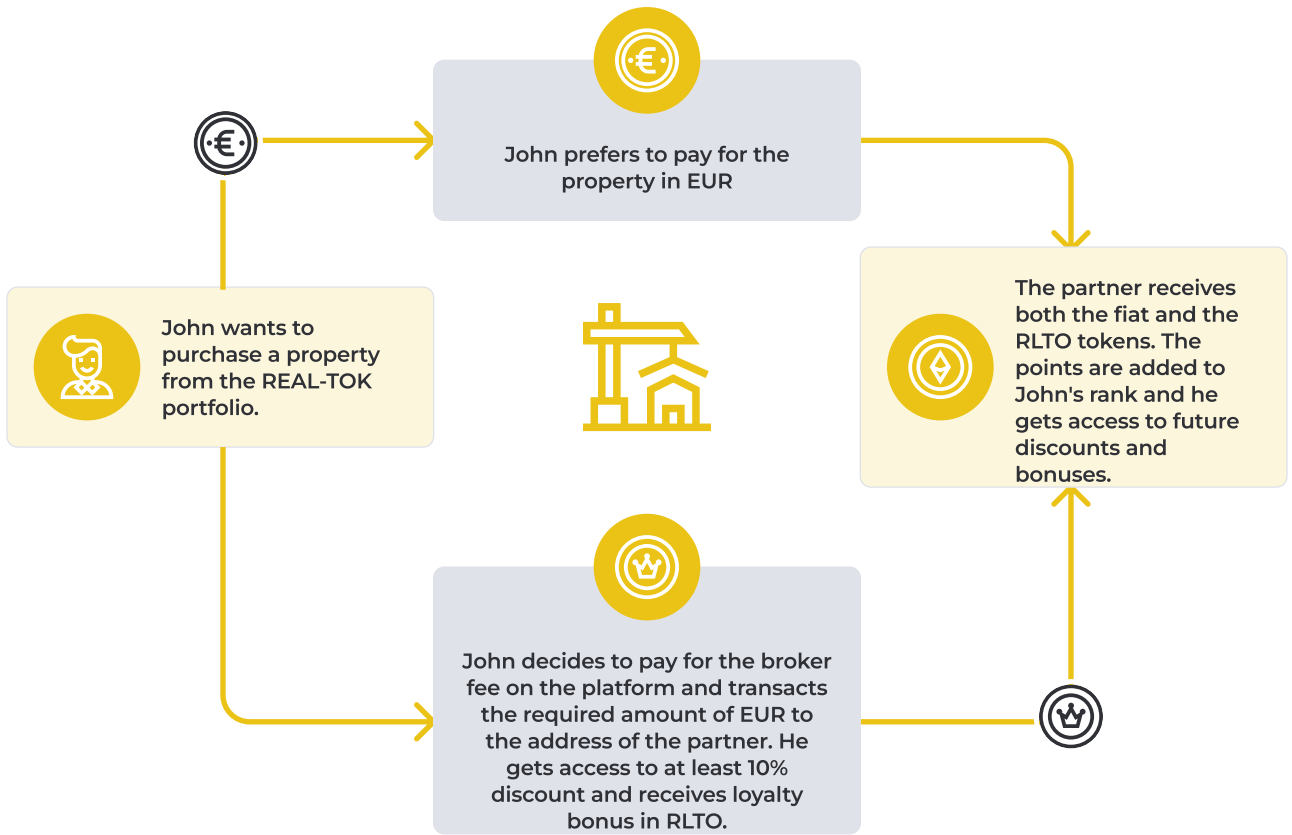
Prospective homeowners and investors can pay the properties they want to acquire, as well as the broker fees in both fiat (Euro) and Crypto. However, the clients of the partners yields various advantages over fiat money in both scenarios:

- A discount of 3% or more of the property purchase (if the property sold by the partner company)
- A discount of 10% or more on all broker services supplied by REAL-TOK LLC.
- Access to additional discounts based on the contribution of the user to the REAL-TOK ecosystem

Users will also be able to initiate mixed payments - for example, John wants to acquire a property from the REAL-TOK portfolio, but prefers to only pay the broker fees in crypto and make use of the 10% discount, while purchasing the property with the funds available in his bank account. In this case, he can initiate the payment for the property itself in the traditional way, while transacting the required amount of RLTO tokens to the wallet address of REAL-TOK.

During the legal part related to the purchase of the property, John is given both the bank account and blockchain address of REAL-TOK. He also specifies his own blockchain address upfront, which is assigned to his profile that REAL-TOK creates for him so that he can be granted his loyalty points that reward him for using the REAL-TOK platform.





Discounts and bonuses

Using the RLTO token yields various discounts and bonuses to its users. This mechanism ensures that the natural demand for the RLTO token continues to increase in the long-term and scales with the expansion of the ecosystem development, making it more lucrative for users to use the RLTO token over fiat currencies. The more RLTO tokens a user has spent within the ecosystem, the more bonuses and discounts they will receive.

Every RLTO token user gets a flat 2% discount on all property purchases, as well as 10% discount on broker fees. These can be increased depending on the rank of the user. Below is a table with the various ranks and their perks:

Rank hierarchy	
REAL-TOK Homeowner	The user has spent RLTO tokens worth €200,000 (estimated at the time of spending): <ul style="list-style-type: none">• 3% discount on property purchases• 15% discount on broker fees• 5% discount on selected services within the REAL-TOK Stage 2 ecosystem
REAL-TOK Investor	The user has spent RLTO tokens worth €500,000 (estimated at the time of spending): <ul style="list-style-type: none">• 4% discount on property purchases• 20% discount on broker fees• 10% discount on selected services within the REAL-TOK Stage 2 ecosystem
REAL-TOK VIP	The user has spent RLTO tokens worth €1,000,000 (estimated at the time of spending): <ul style="list-style-type: none">• 5% discount on property purchases• 30% discount on broker fees• 20% discount on selected services within the REAL-TOK Stage 2 ecosystem



The REAL-TOK ecosystem:

Stage 2

In Stage 2 of the REAL-TOK ecosystem development, we will expand the already existing scope of services available in Stage 1 by creating an advanced digital platform. The platform will introduce a variety of additional services for all stakeholders in the real estate sector, which are currently unique to the cryptocurrency and real estate markets. Broker agencies, investors, prospective homeowners and even building management companies will have access to the first of its kind decentralized digital ecosystem. **More importantly, the platform will directly act as a matchmaking tool, connecting the various stakeholder groups directly and allowing them to achieve their goals - be it to get the best possible purchase price on a property or to maximize their revenues.**

What is more, the digital platform will allow us to facilitate the transactions in RLTO tokens for services from Stage 1 directly at the point of interaction, which will add a higher degree of convenience for RLTO tokens users.

We will assist our partners in creating Security Tokens and/or NFT's, where our REAL-TOK user have the priority to access these projects based on their rank of participation.





Payment facilitation

Users can deposit tokens in their accounts to use for the acquisition of various services on the platform.

Accounts

Every user will have an overview of their current balance of RLTO tokens, a history of transactions, the current rank and discount percentages.

Decentralized marketplace for properties and NFT's

We are planning on introducing the world's first decentralized marketplace for properties that allows direct peer-to-peer interaction between prospective homeowners and property sellers. Every user will have the possibility to list a property similarly to existing real estate platforms and marketplaces. REAL-TOK will charge listing fees in the RLTO token that will be lower than the industry's average. We will also allow for the execution of direct trustless payments on the blockchain between the parties that will be fully transparent.

Digital contracting

As a complimentary service to the marketplace, we will also offer the option for digital contracting backed by Artificial Intelligence, allowing parties to close contracts on the blockchain. These contracts will be fully immutable, removing the possibility of fraud and keeping both parties fully accountable to the conditions they have committed to. This use case of blockchain technology is already being implemented with promising results and we believe it is only a matter of time before it starts gaining adoption in the real estate sector.

Real estate management tools

We will offer a complex set of different management tools for real estate companies such as brokers and even building management companies. Some of these tools will include appointment booking, project management and many other functionalities depending on the respective target group. The access to these tools will be facilitated in the RLTO token.



Rent payments

We are planning to offer the possibility for tenants to execute rent payments to properties listed on our platform. If rent deposits are placed upfront, the tenants will have the benefit of receiving bonuses in RLTO.

Informational resources

All users will have free access to informational resources related to real estate that will vary from industry analysis and reports to different recommendations on how to choose the right property for buyers or tips on how to sell.

Advertising

We will allow stakeholders such as real estate agencies to deliver ads on the digital platform in order to reach a broader spectrum of potential property buyers. The ads will be based on the PPC (pay per click model) and will charge a variable fee in RLTO tokens depending on various conditions (quality of the ads such as conversion rate and others).



The RLTO Utility token

In Stage 1 The RLTO token will be used for giving discounts on broker fees and property purchases.

In Stage 2, the platform will additionally assume the additional functions of a payment facilitation tool of all aforementioned services on the REAL-TOK digital platform.

Next to the various use cases of the token, participants will essentially acquire an asset that is supported by the value of the group's real estate portfolio. Since real estate assets are inherently appreciative in nature, this presents great potential for long-term ROI for the token owners.



Financial forecast

// We will assume a fundraising amount of 100,000,000 EUR, which is just 9.09% of our fundraising goal of 1,100,000,000 EUR. This thus represents a fairly pessimistic financial forecast.

The graph shows the expected value increase of the RLTO token by the funds raised through the crowdsale over a 10 year span. Yearly growth of the tokens value is set at a fixed 20%.

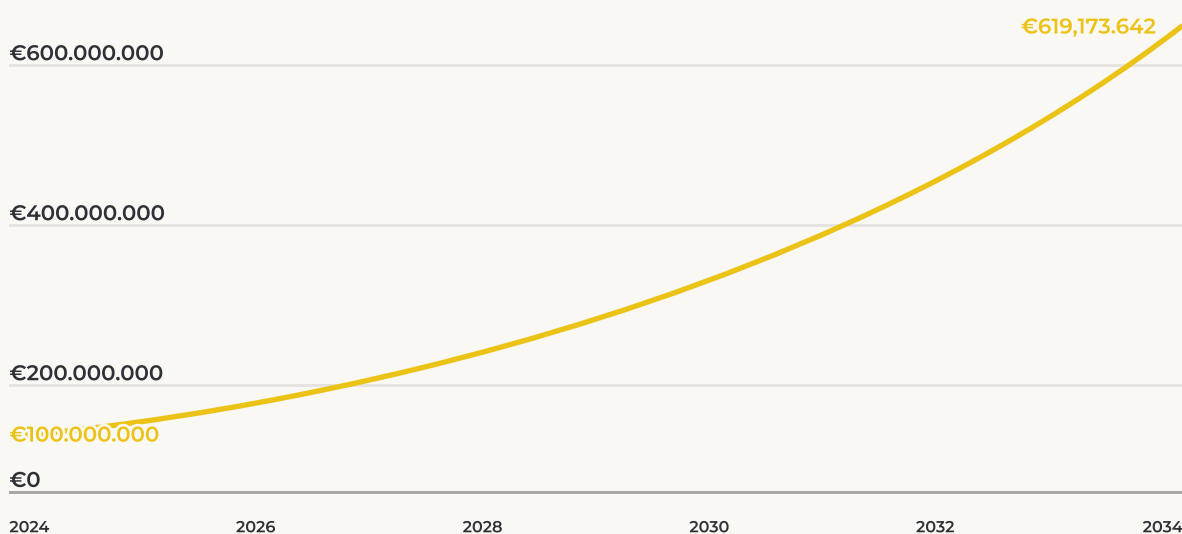
The token has a deflationary mechanism. Meaning the token supply is at a fixed rate and will never be increase in contrast to fiat currencies.

It is planned to implement the method of Staking, which will further increase the demand for the token.

No other price increase mechanisms are considered, including the natural (expected) development of the partnerships over the next decade.

This forecast is calculated conservatively and does not represent any real estate market price valuations.

Value increase 2024-2034



Due to the deflationary set-up of the RLTO token and the staking model that is planned to be implemented the value increase is determined over time. A large part of the token supply is kept as liquidity for the exchanges which will be only released after a vesting period. Early Birds and VIP Participants will benefit from an even larger percentual increase.

Graph explanation: The total 100,000,000 EUR investment has increased by a factor of more than 6 and is worth 619,173,642 EUR ten years later. The token has thus also increased by the same factor, suggesting that its price is now around 6,00 € - a 600% increase from its 1,00 € starting price.



Possible risks

Outlining the risks is an important aspect of this Whitepaper, as any investor needs to be aware of all potential shortcomings to make an informed investment decision as to whether to invest in RLTO tokens. We believe in being open and transparent to our investors and would thus like to share all possible threats so that we can ultimately achieve better planning and reaction responses if any of these should arise.

- One potential issue is that, despite its inherent growth, the real estate market is still vulnerable to economic stagnations that can, albeit briefly, bring down real estate prices. Luckily, historical cases of housing market crashes have only proven to be temporary (around 2 years), and carry very low risk in the long term.
- Another possible factor that could impair the expected profit of the company are operational problems that the project might encounter. These can be due to suppliers or contractors not fulfilling contractual relationships within a set deadline, increased costs and others.
- Unforeseen circumstances such as political issues can drive the prices of certain materials, which will increase the costs of the acquisition of new properties
- Certain use cases of the token outlined in this Whitepaper might not become possible if new legislations are passed. Furthermore, there is no guarantee that these use cases can be offered worldwide
- Unforeseen events such as natural catastrophes might influence the profit of the company.
- Increased interest rates might result in higher cost for the investor side in the real estate market, which will diminish their profits.



Blockchain technology used

RLTO tokens will be based on the Ethereum blockchain and the ERC-20 standard. This decision is driven by several factors, such as, but not limited to:

- **Level of security:** The Ethereum blockchain offers one of the best levels of security.
- **Network scalability:** Unlike some of the newer blockchain solutions on the market, the Ethereum blockchain offers a high degree of scalability, being able to handle large amounts of transactions.
- **Compatibility and acceptance:** The Ethereum network offers the highest compatibility with other blockchain solutions within the cryptocurrency sphere, as well as the utmost degree of acceptance due to its market share.

While there are other good alternatives in terms of transaction speed and cost, we believe that the Ethereum blockchain offers the best technical infrastructure for the RLTO token.



Token Sale

RLTO is a Utility token released on Ethereum platform according to ERC-20 standard. A total of no more than 1,200,000,000 tokens will be sold on the crowdsale.

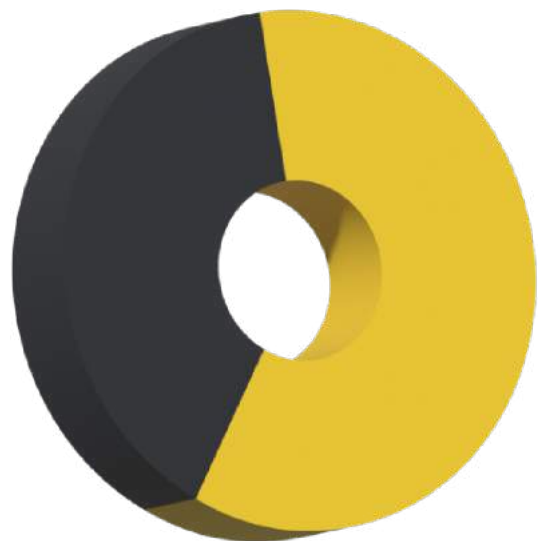
All unsold tokens will be kept as liquidity for the company. All company held tokens will be subject to a vesting period of 12 months and can be released afterwards.

The RLTO token will be strictly limited, non-inflationary and no additional tokens will be minted at any point in the future.

Token distribution of RLTO

Crowdsale (60%): 60,0% of the total token distribution will be sold on the crowdsale.

Liquidity (40%): 40,0% of the total supply will be reserved as liquidity for CEX listings.



All participants will have to undergo a KYC (Know Your Customer) process. All investments above \$10.000 are also subjective to AML (Anti Money Laundering) laws.



General terms	
Token name	RLTO
Total supply	2.000.000.000 RLTO
Total for sale	60% of the total issue of tokens (1,200,000,000 RLTO)
Flat currencies accepted	USD, EUR, GBP
Cryptocurrencies accepted	Bitcoin (BTC), Ether (ETH),
Sale price	1,00 €
Hard cap	1,200,000,000 € (max)
Sale start	01.01.2023
Sale end	31.12.2023

We will further introduce bonuses for participants willing to commit at least 25.000 € in RLTO tokens. Early Birds will receive an additional 5% discount during the Pre-Sale Phase.

	Gold investor	Platin investor	VIP investor
Amount	>25.000 € investment	>50.000 € investment	>100.000 € investment
Discount	2%	5%	10%
Token price	0,98 €	0,95 €	0,90 €

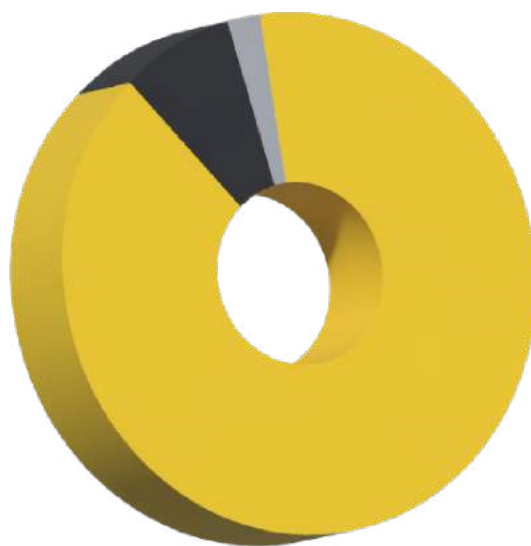


Funds distribution of the RLTO crowdsale

Partner acquisition: Our top priority is the acquisition of partners to list sustainable and high-quality real estate projects with the highest potential for value appreciation. Therefore are 40% dedicated to marketing activities and 50% to operational expenses.

Platform development: 8% of the funds will be dedicated towards the development of the blockchain platform, which will facilitate the use cases of the RLTO token.

Legal costs: 2% of the funds will be dedicated to cover legal costs that are a substantial expense in the real estate market.



Roadmap

Timeline	Milestones
November 2022	<ul style="list-style-type: none"> • ICO company incorporation • Official release of the Whitepaper and One pager • Technical development (Website, Investor dashboard, Smart Contract)
March 2023	<ul style="list-style-type: none"> • Smart contract audit • Start of negotiations with investors (VCs, Angel investors, private investors)
July 2023	<ul style="list-style-type: none"> • Start of the marketing activities and community building
September 2023	<ul style="list-style-type: none"> • Ongoing optimization of the marketing activities and additional channels
Oktober 2023	<ul style="list-style-type: none"> • Bounty and airdrop campaigns • Negotiations with exchanges
Dezember 2023 - Q1 2024	<ul style="list-style-type: none"> • Listing on exchanges • Partner acquisition with the funds collected via the open sale • Implementation of broker fee and property payments at discounted rates with RLTO • Start of the blockchain development
Q3 2024	<ul style="list-style-type: none"> • Rollout of the REAL-TOK blockchain platform • Implementation of further functionalities for the RLTO token (rent payments, decentralized marketplace for properties, NFTs etc)
Q3 2031	<ul style="list-style-type: none"> • Optional token buyback at 1,00€ per RLTO token



Team & Advisory board

Peter KILIAN

Founder & Chief Strategy Officer

With more than 30 years of experience in the real estate sector, a long period of entrepreneurship constant drive for innovation and an unbreakable passion for new projects the foundation and managerial skills for success are guaranteed.



Lukas KOCH-HOCHMUTH

Founder & Chief Operating Officer

Masters degree in business advisory and company leadership, specialised in Real Estate. Management and Organisational skills gained in young years in a Fortune500 company with a track record of several successful new project openings.



Markus PISTRACHER

Chief Financial Officer

Graduate of the Vienna business University and a vast experience in the international banking sector, from Treasury to Forex and Hedging strategies. A strong acumen of international markets and technology development were gained in the largest interational operating Austrian Bank Institutions.



Team & Advisory board

David ALEKSIC

Real Estate Project Manager

From Realtor to successful project development Manager all facets of the real estate development process from aquisition to development and sales are internalized.



Dimitry Haussmann

Blockchain Advisor

Founder of one of the leading agencies for blockchain development in D-A-CH. Over ten successful ICO'S with a total funding of >\$250M. Vast experience in technical development.



Martin Slavchev

Marketing Advisor

Head of Marketing of Germanys Leading crypto advisory agency. He has been an early Investor in the crypto industry himself and helped numerous projects with the strategic positioning to market entry and beyond.



Risks and concerns

Outlining the risks is an important aspect of this Whitepaper, as any participant needs to be aware of all potential shortcomings to make an informed investment decision as to whether to invest in RLTO tokens. We believe in being open and transparent to our users and would thus like to share all possible threats so that we can ultimately achieve better planning and reaction responses if any of these should arise.

Risks of fluctuating gains

We warn you that we do not guarantee that the project will achieve the same returns stated in this Whitepaper.

Risks of delayed operational process

We work with multiple partners that are experts in their field. We have our internal risk assessment techniques to check on the partner companies. However, we cannot guarantee on the third parties operation. Unforeseen circumstances like legal terms and negotiations on partnership agreements may limit or delay the projects roadmap. To grow with scale the projects relies on outsourced technical development in the first phases before lifting it on a decentralized level.

Regulatory risks of blockchain industry

Governments of many countries are still in the process of studying blockchain technology, and some countries impose restrictions (for example, the United States, China, South Korea). New laws that might come into force in the future could significantly affect the activities of blockchain projects, including RLTO Token. We warn you that such laws can significantly limit and even stop the project activity, we are not responsible for the negative consequences associated with the possible regulation of the industry in the future.



Risk of not being listed on exchanges

We do not guarantee that there will be an opportunity to exchange RLTO on exchanges. The decision ultimately resides within the exchange and whether they are willing to list RLTO or not.

Risks of cyber attack

Hackers are focused on finding and exploiting potential weaknesses. Attacks also extend to the open source algorithms of smart contracts running on blockchains, which is why we must consider the risk of attempted hacking at any given time.

Risks of misleading media coverage

As the project will cover a broad attention it will be also substance to critical media coverage that might infringe the projects developments. This can harm the projects plan due to extensive expenses for PR expenses and reduced user participation. Resulting in delays of the project roadmap.



ANNEX



The REALTO GROUP and portfolio

The REALTO Group in conjunction with its partners STROMBOLI Projektentwicklung GmbH, METROPOLISBAU and VRE24 Immobilien GmbH is currently managing a portfolio of nearly 500 housing units completed and in construction with a total sales volume of over 160 million Euro at the time of writing.

Key numbers	
Development area	30.263 m ²
Housing units	499
Development projects	27
Average square meters per unit	43,71m ²
Average square meters per building	837 m ²
Current sales volume	€ 160,2 million

PORTFOLIO

Here is an excerpt of the projects that are currently part of the portfolio of the REALTO Investment company. Many of these have completed the construction works and are in their last stages of approval for exploitation, which translates into much shorter time-to-market timeframes. This means that the risk for Investors is comparatively much lower than with projects in earlier stages.



Project 1: ERZHERZOG KARL STRASSE 17A, 1220 VIENNA



Housing units	24	Parking places	11
Square meters of the units	31 - 72m ²	Development timeframe	03/2019 – 04/2020

Project 2: OBERSTEINERGASSE 19, 1190 VIENNA



Housing units	19	Parking places	12
Square meters of the units	31 - 72m ²	Development timeframe	05/2018 – 08/2019

Project 3: OBSTGARTENWEG 3, 1220 VIENNA



Housing units	18	Parking places	8
Square meters of the units	28 – 60 m ²	Development timeframe	11/2020-06/2022

Project 4: REHLACKENWEG 26, 1220 VIENNA



Housing units	16	Parking places	8
Square meters of the units	30 – 60 m ²	Development timeframe	11/2020-09/2022

Project 5: FLORIAN-BERNDL-GASSE 5, 1220 VIENNA



Housing units	10	Parking places	5
Square meters of the units	30 – 50 m ²	Development timeframe	11/2020-09/2022

Project 6: ERZHERZOG-KARL-STRASSE 49, 1220 VIENNA



Housing units	45	Parking places	—
Estimated residential area	2.619m ²	Square meters of the units:	30m ² - 117m ²

Project 7: ERZHERZOG-KARL-STRASSE 51, 1220 VIENNA



Housing units	45	Parking places	—
Estimated residential area	2.653m ²	Square meters of the units:	30m ² - 117m ²

Project 8: DONAUFELDER STRASSE 220-222, 1220 VIENNA



Housing units	39 + 1 business premise		
Estimated residential area	2.483m ²	Square meters of the units:	32m ² -52m ²

Project 9: WAGRAMER STRAÙE 68, 1220 VIENNA



Housing units	46	Parking places	—
Estimated residential area	1.982m ²	Square meters of the units:	30m ² - 50m ²

Outlining the risks is an important aspect of this Whitepaper, as any participant needs to be aware of all potential shortcomings to make an informed investment decision as to whether to invest in RLTO tokens. We believe in being open and transparent to our users and would thus like to share all possible threats so that we can ultimately achieve better planning and reaction responses if any of these should arise.

