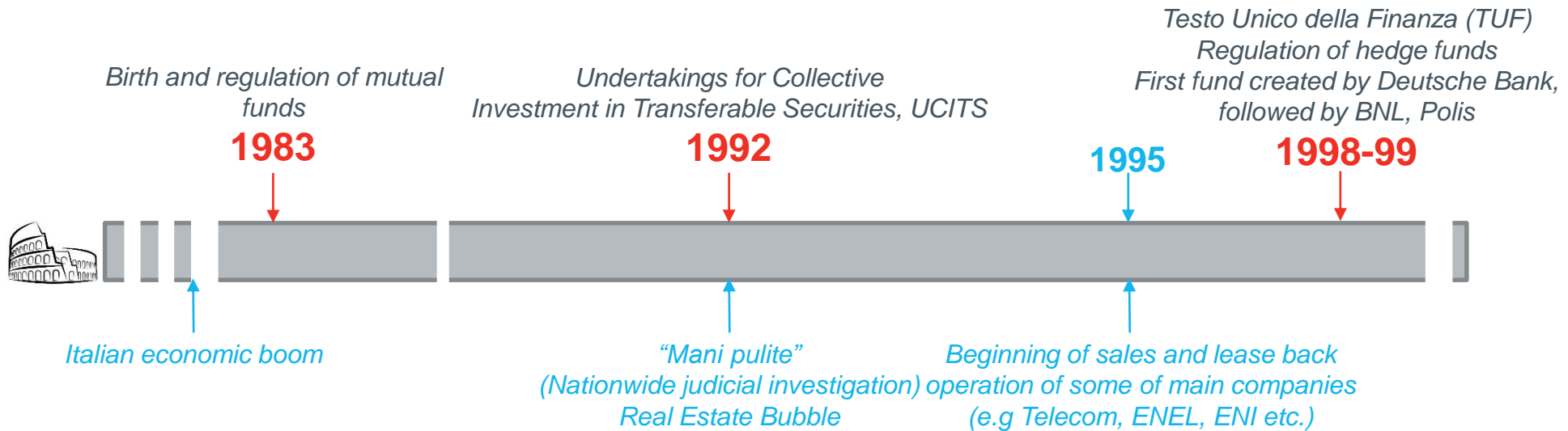

Italian Real Estate market

past – present – future

Roma, VIII - VI - MMXVIII

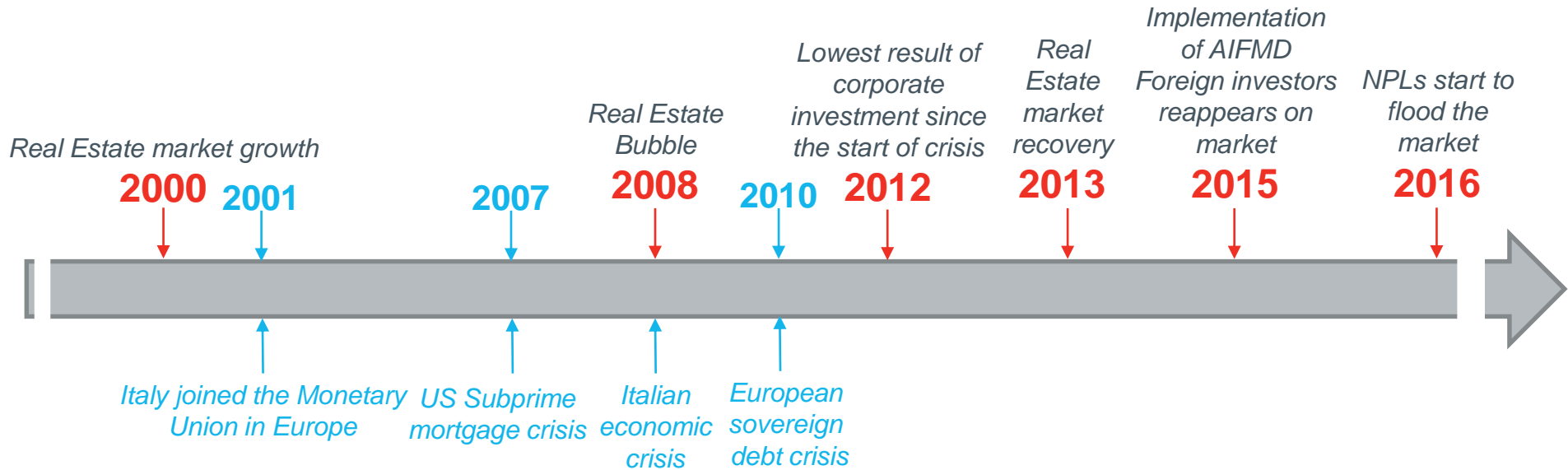
OVERVIEW

Italian Real Estate Timeline



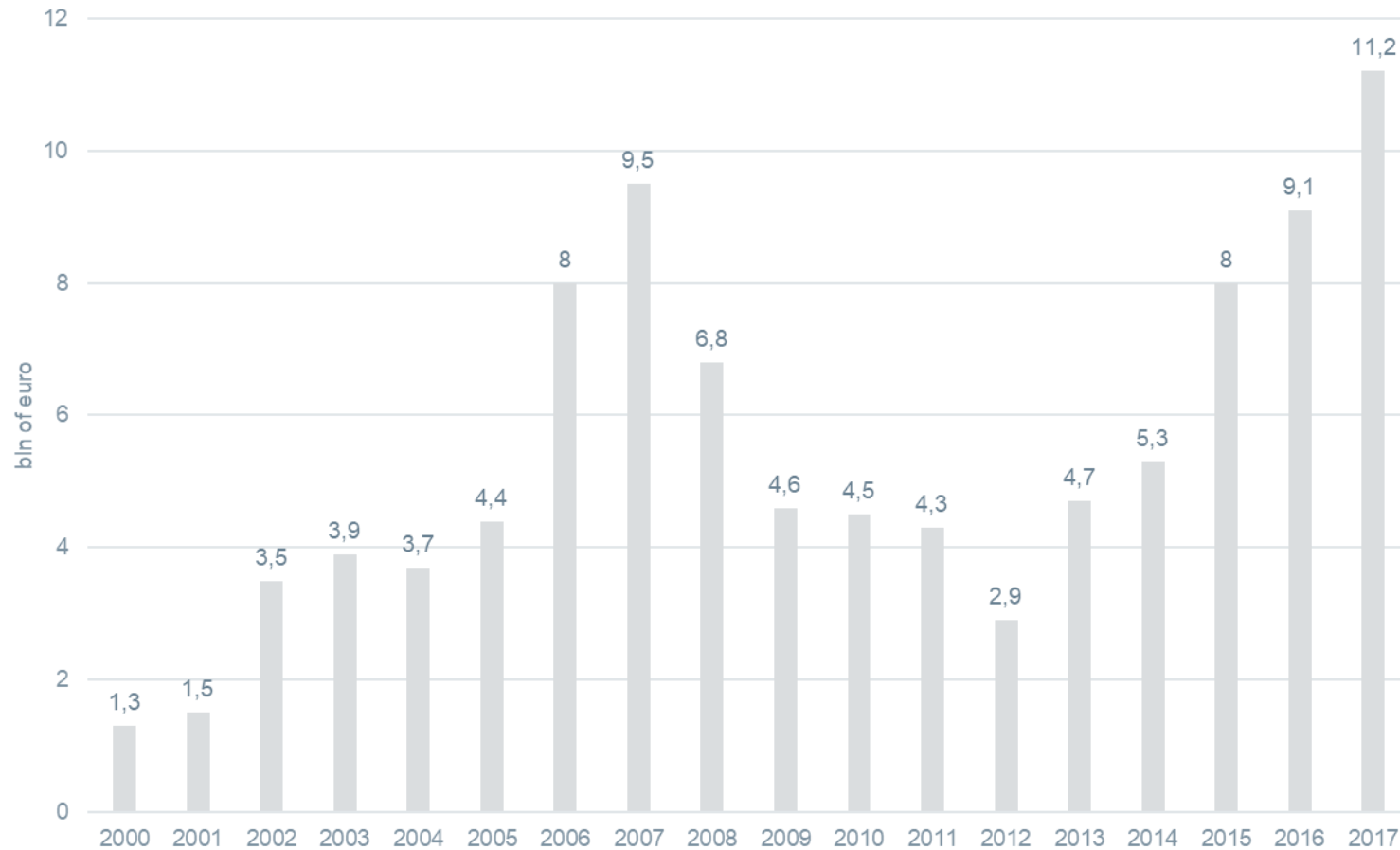
OVERVIEW

Italian Real Estate Timeline



OVERVIEW

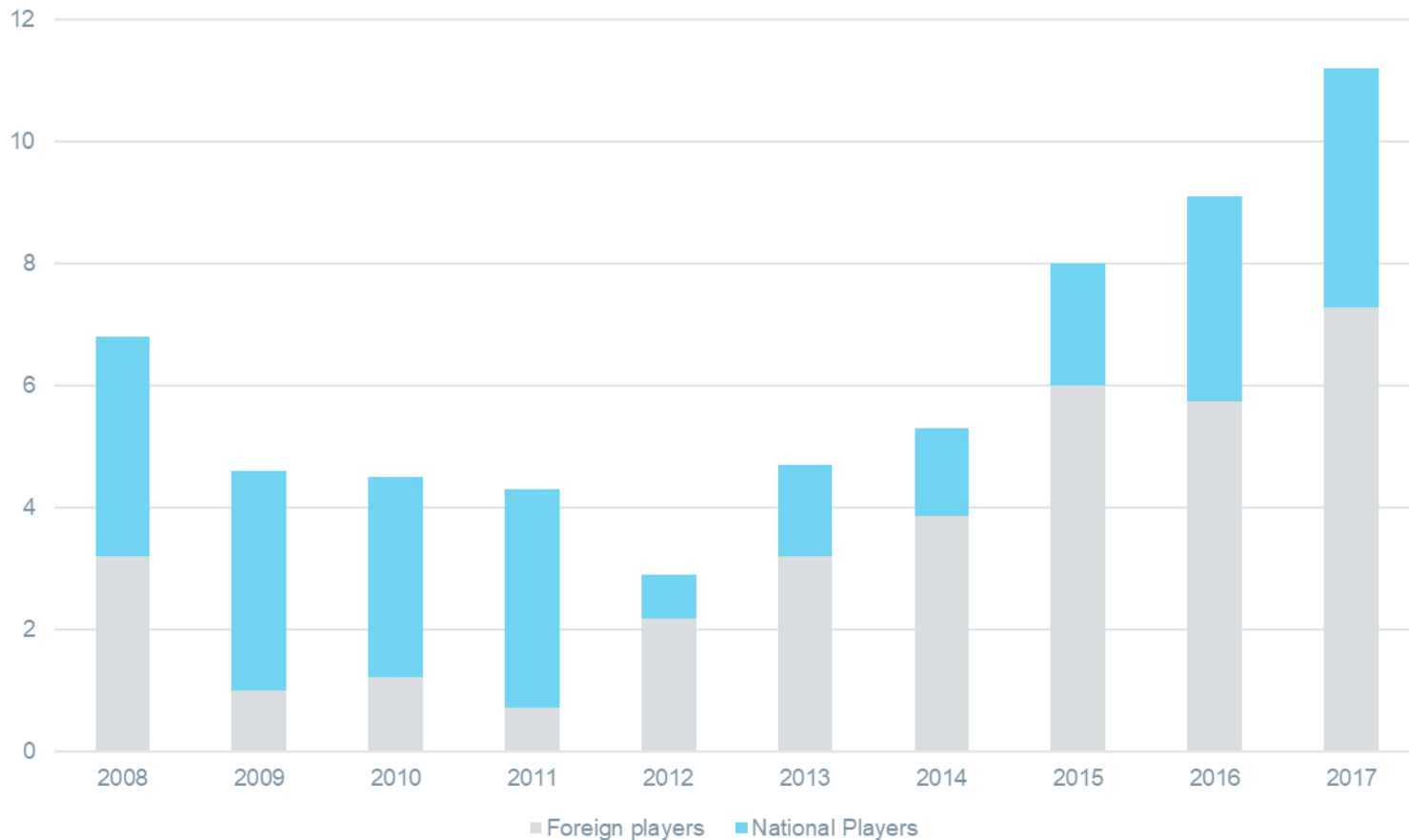
Real Estate corporate/institutional investments in Italy



Source: various

OVERVIEW

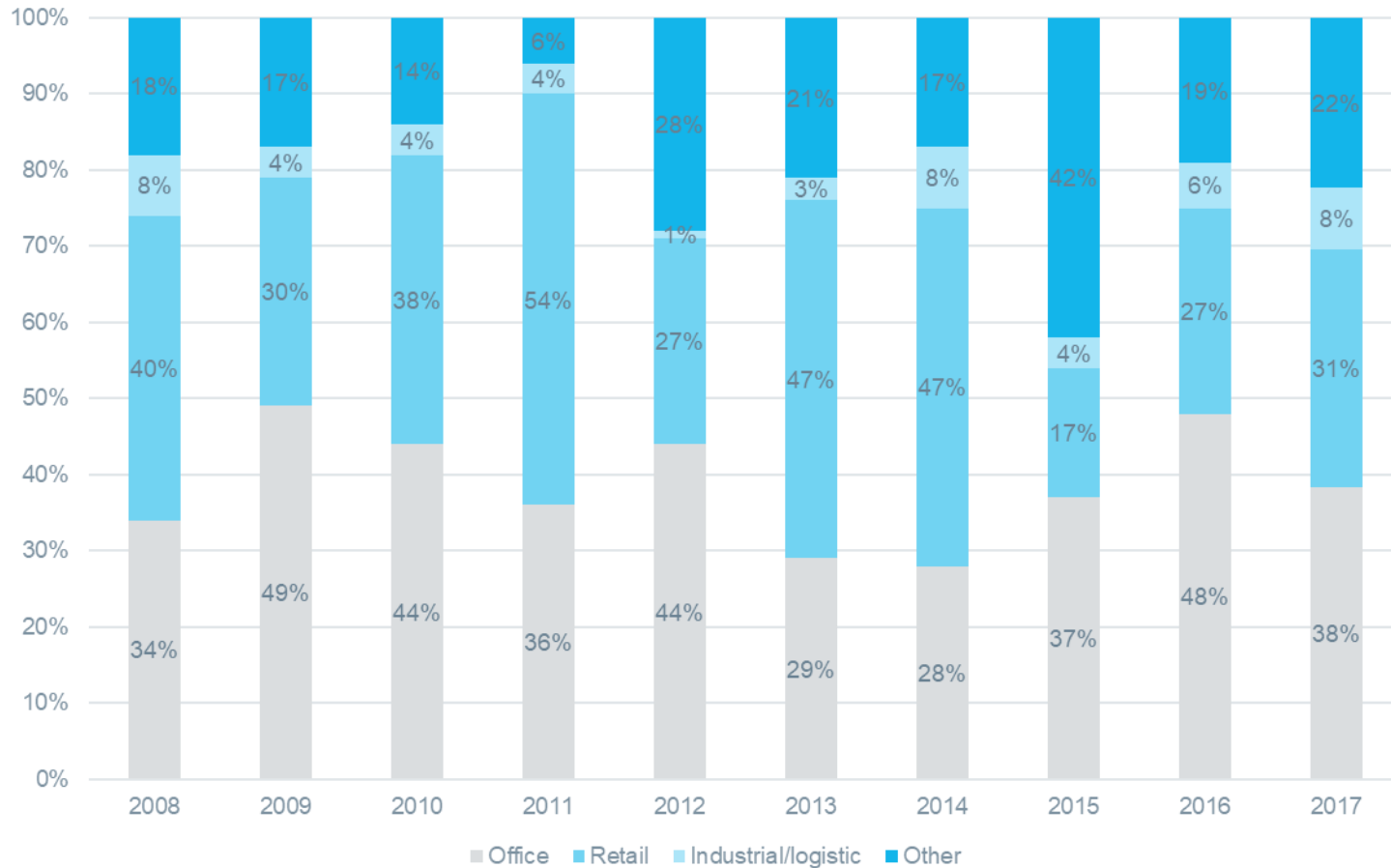
Real Estate corporate/institutional investments: weight of foreign and Italian players



Source: various

OVERVIEW

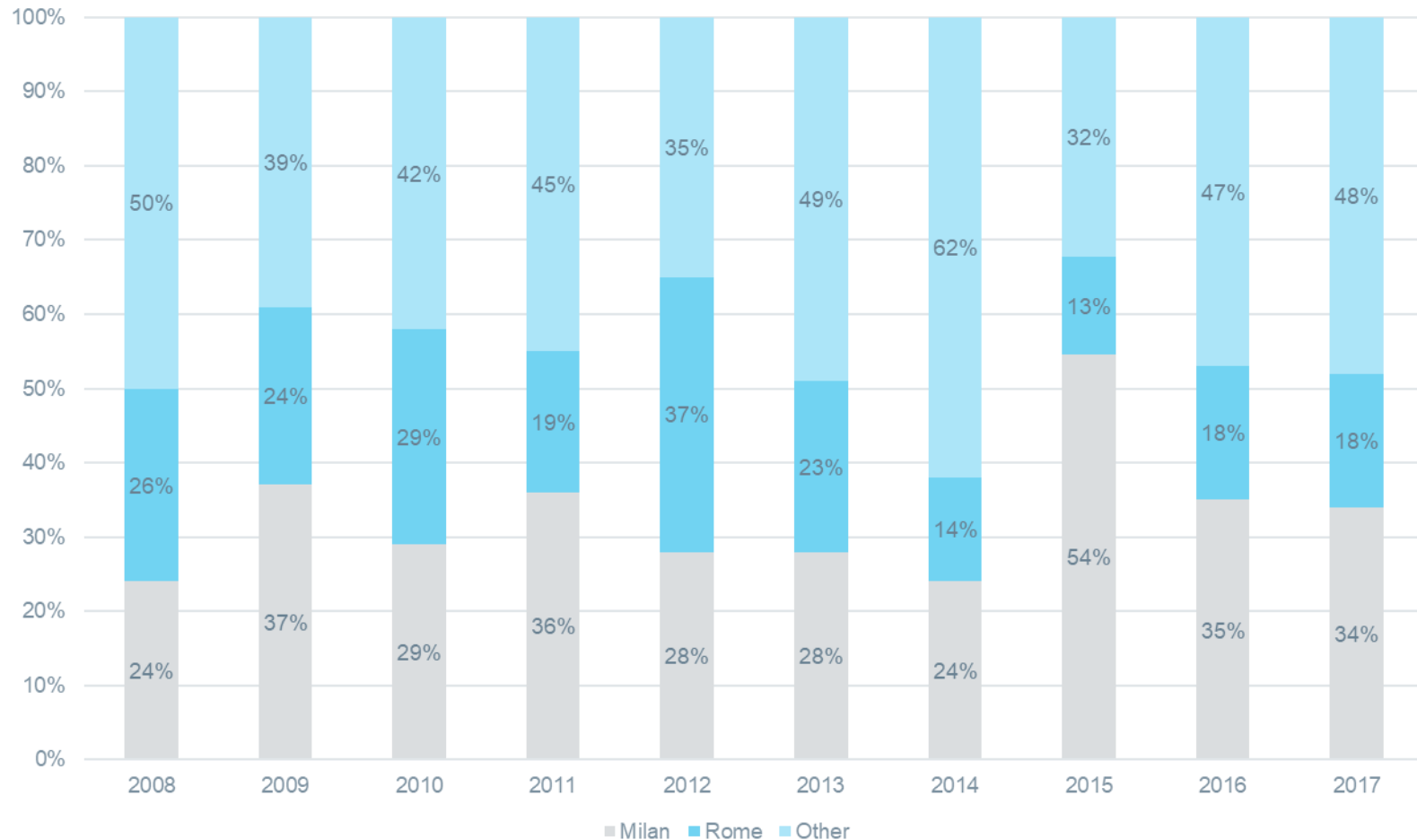
Real Estate corporate/institutional investments by asset class



Source: various

OVERVIEW

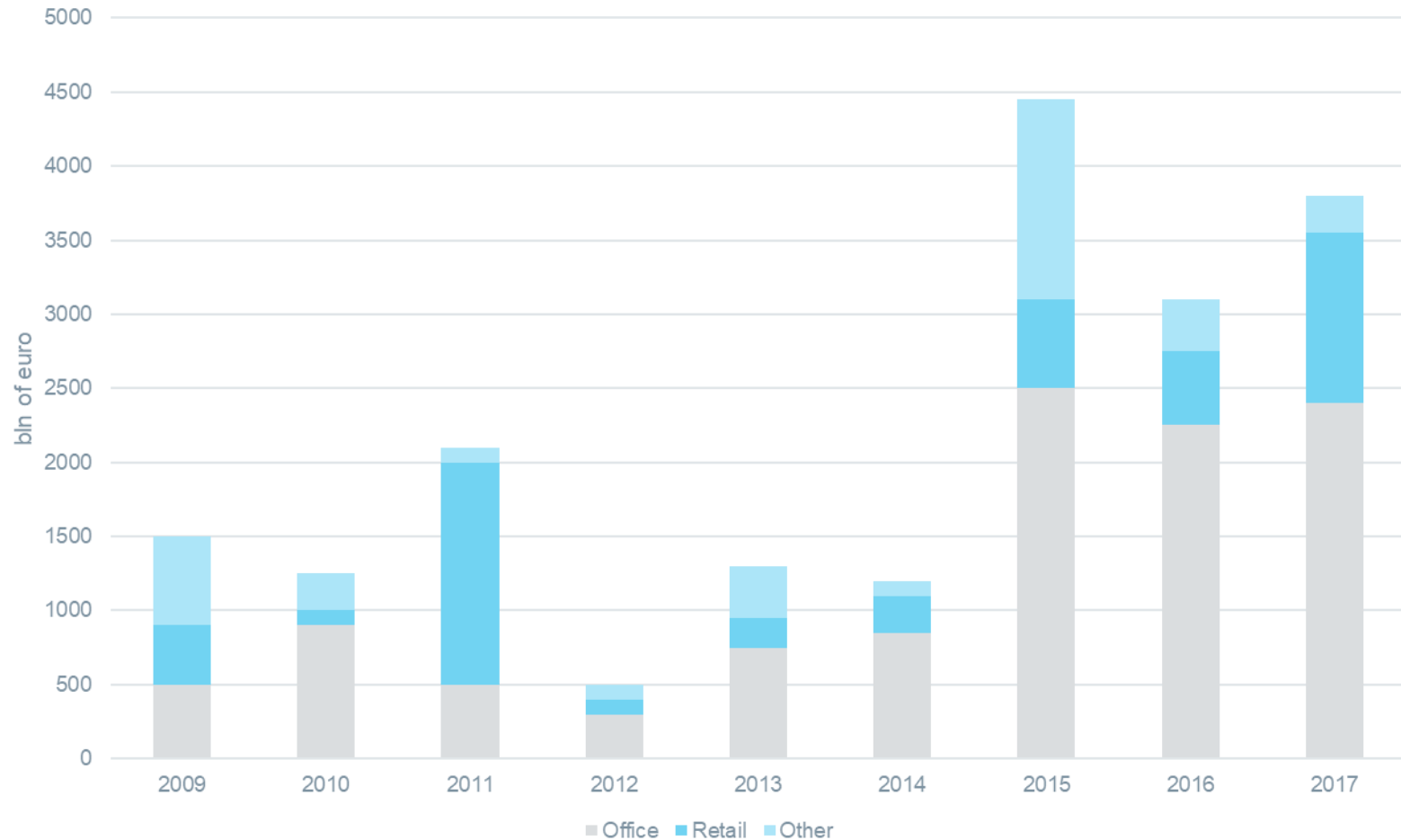
Real Estate corporate/institutional investments by location



Source: various

FOCUS ON ITALIAN MOST ATTRACTIVE CITIES

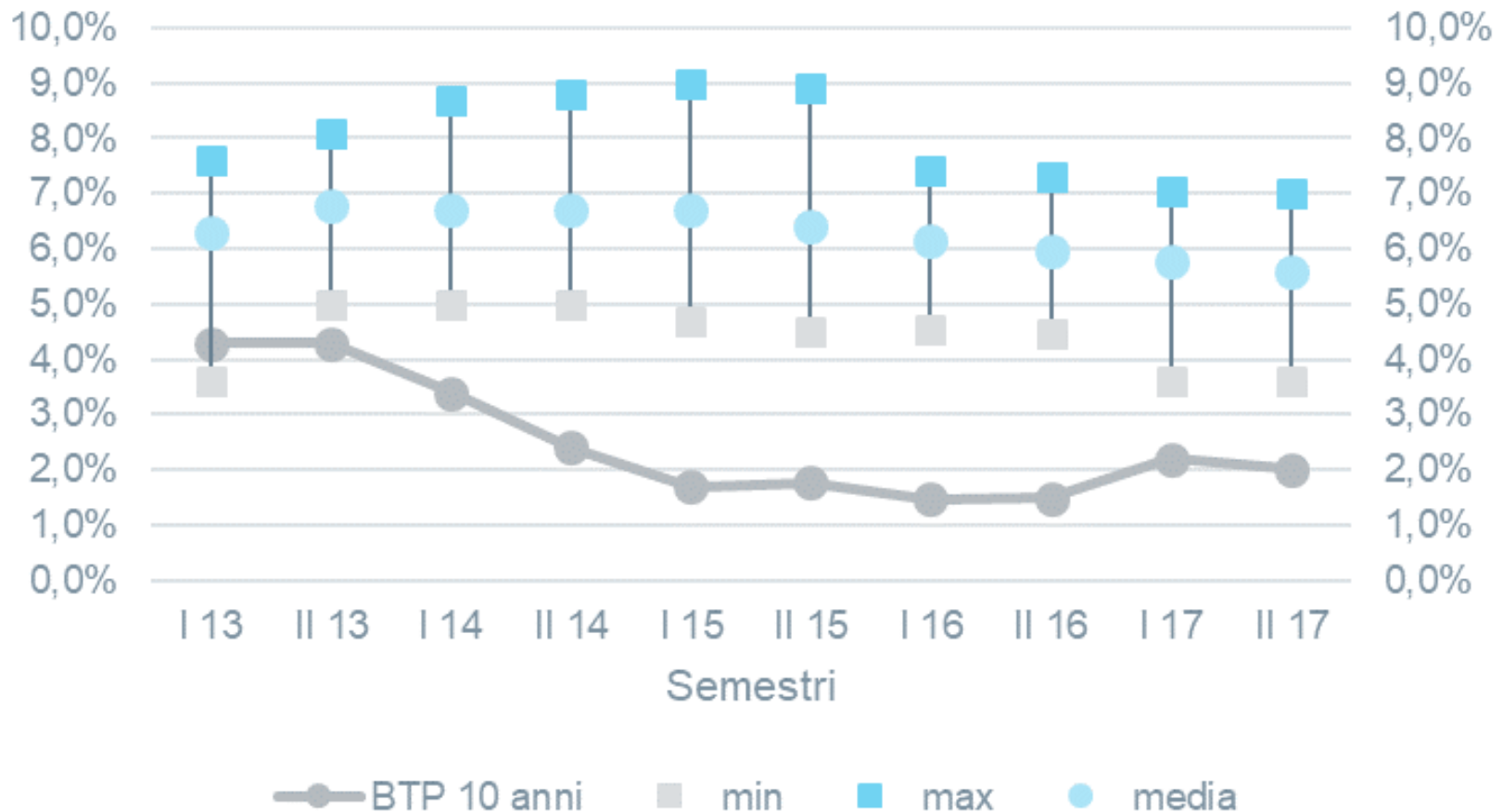
Real Estate corporate/institutional investments in Milan by asset class



Source: various

FOCUS ON ITALIAN MOST ATTRACTIVE CITIES

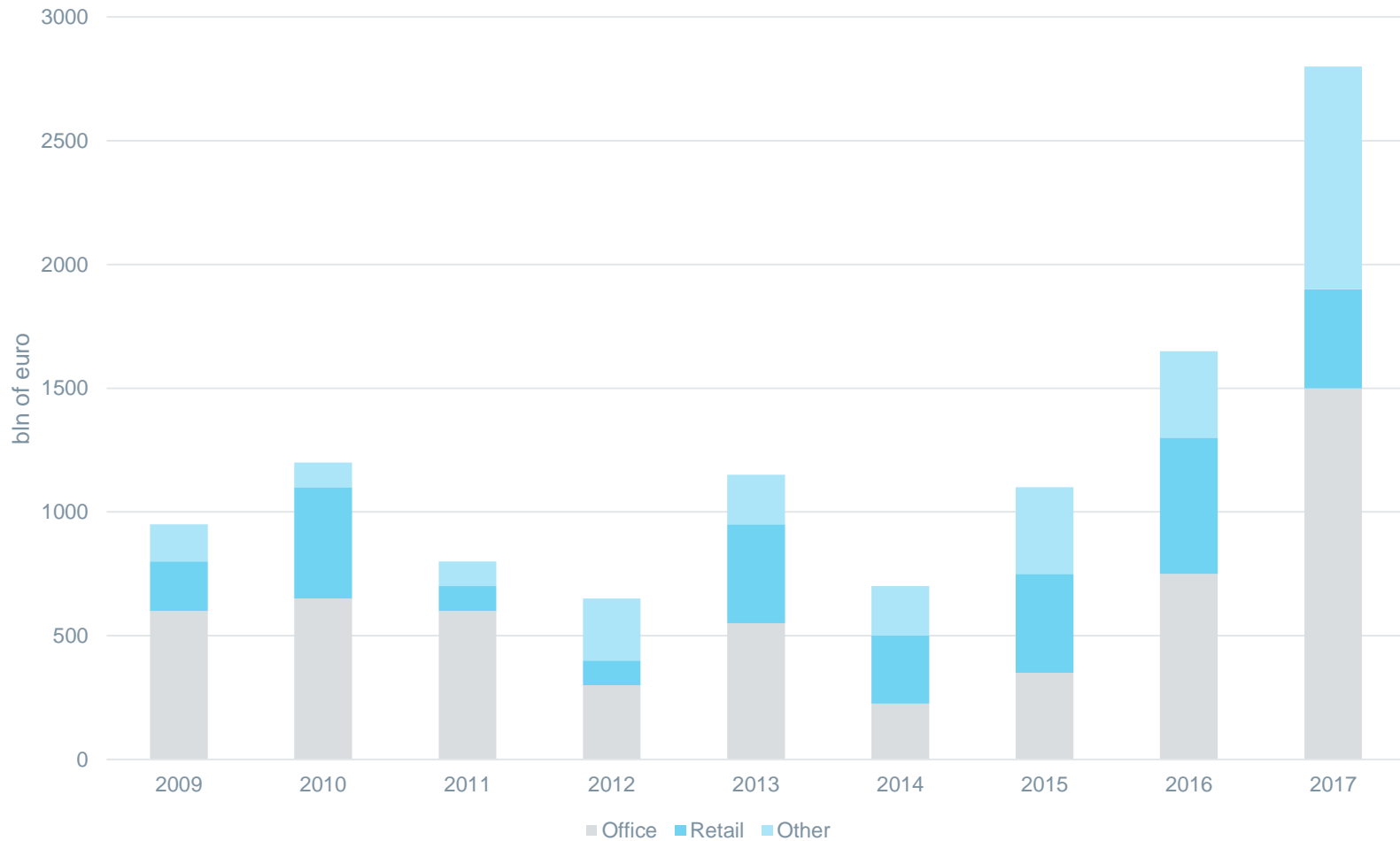
Milan: Offices Cap out and BTP 10 years



Source: Duff & Phelps REAG

FOCUS ON ITALIAN MOST ATTRACTIVE CITIES

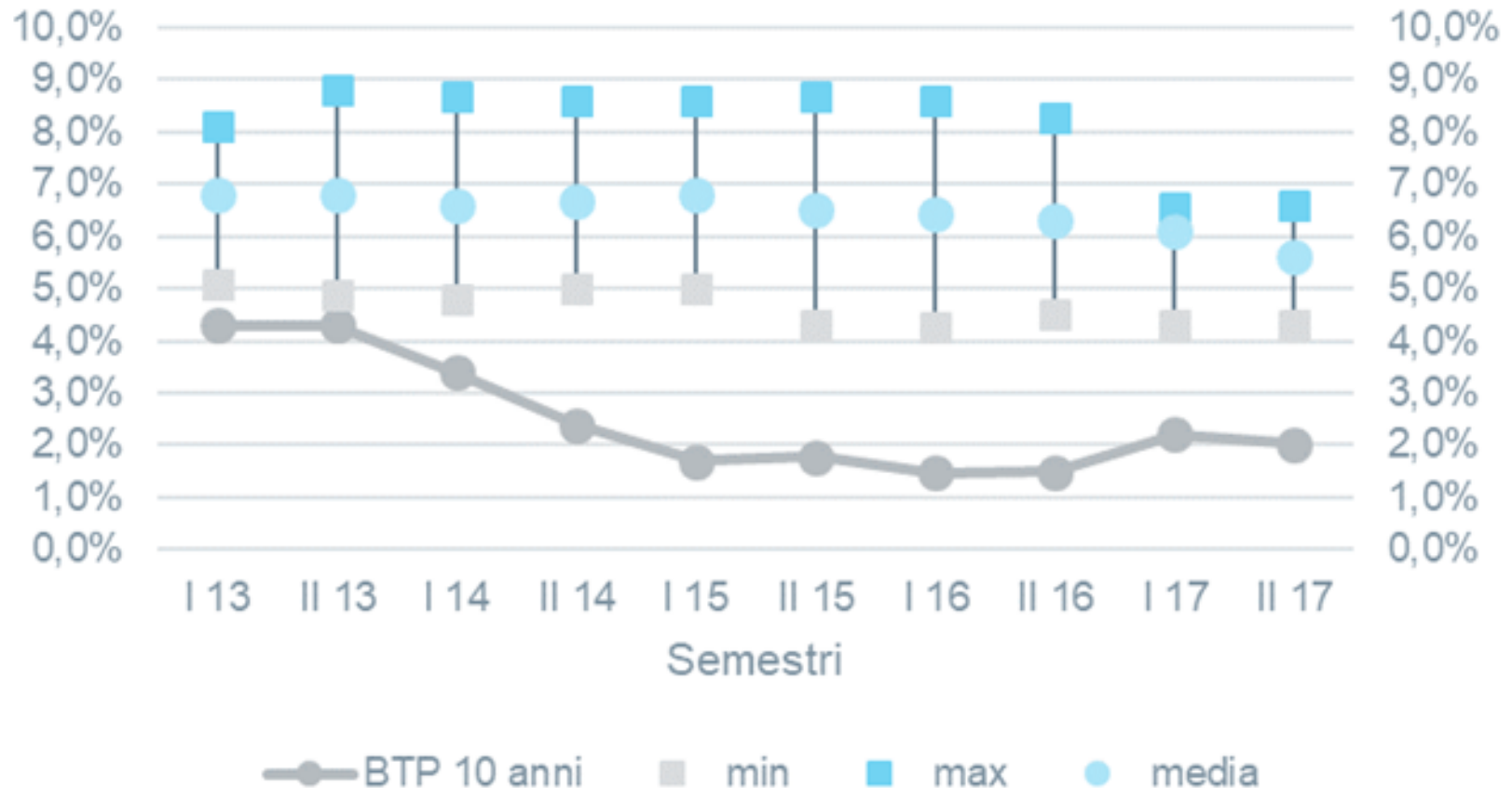
Real Estate investments in Rome by asset class



Source: various

FOCUS ON ITALIAN MOST ATTRACTIVE CITIES

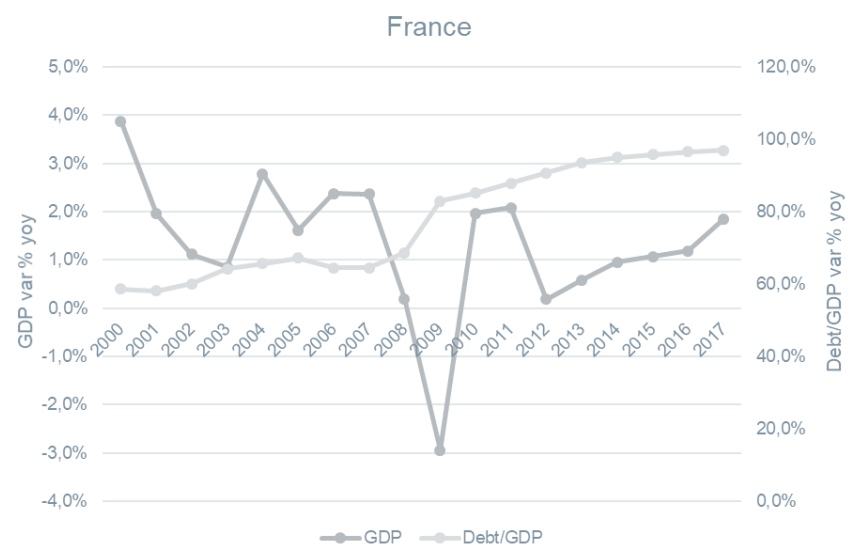
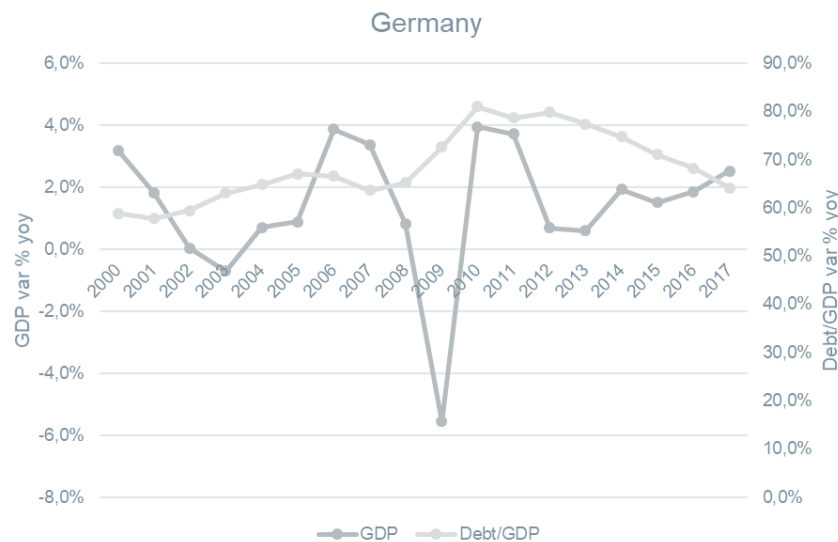
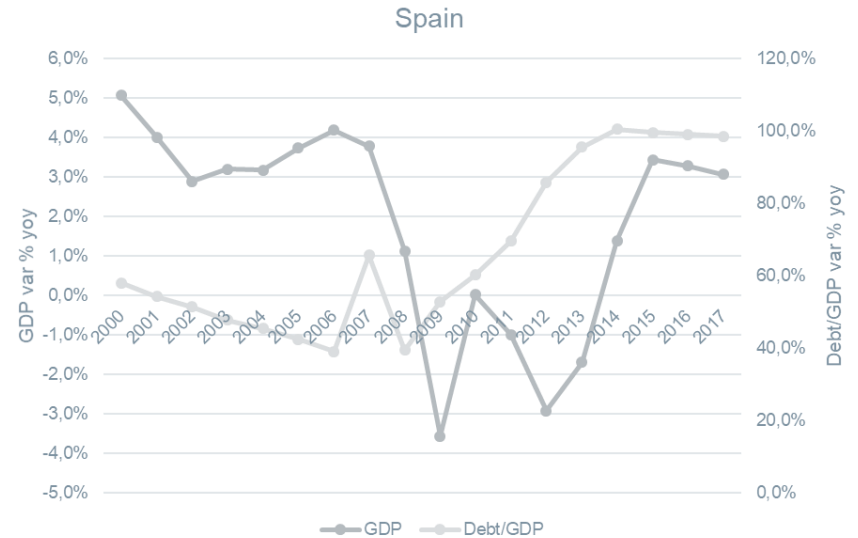
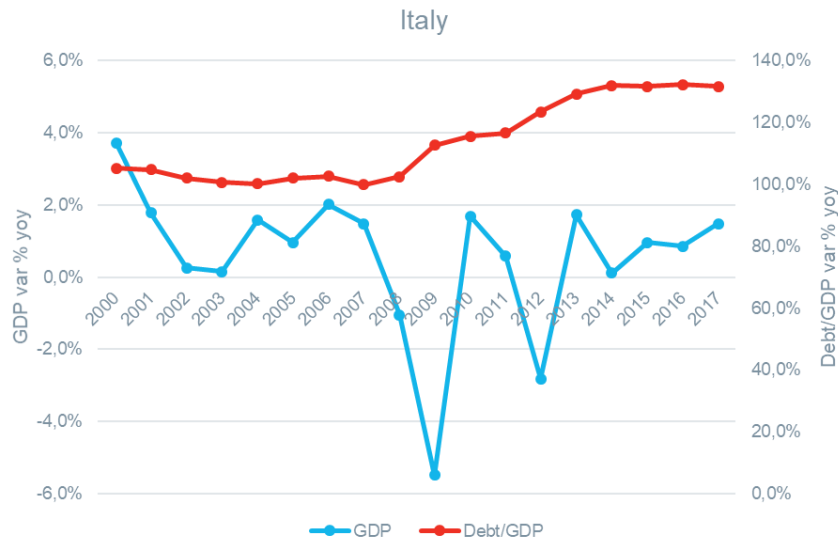
Rome: Offices Cap out and BTP 10 years



Source: Duff & Phelps REAG

FORECAST

A snapshot of European countries' macroeconomic status



FORECAST

In Q1 2018, real estate investments in Italy were EUR 1.4 bln (-28% compared to Q1 2017) and, despite the decrease recorded, the volume of deals is above average as compared to the same period (Q1) over the last ten years.

Retail spaces, hotels and mixed-used buildings are the asset classes which recorded positive results, while office spaces particularly in Milan suffered a setback.

As a result, many investors are waiting for more certainty before investing in the Italian real estate market.

FORECAST

Pipelines @ Milan

SCIENCE & TECHNOLOGY PARK

Ownership: Arexpo

DETAILS

Land Area (sq.m): 1,048,000

Total GIA (sq.m): 480,000

Property type: Buildable area, Commercial, Residential, Other, Office, Industrial/logistic, Parking Area

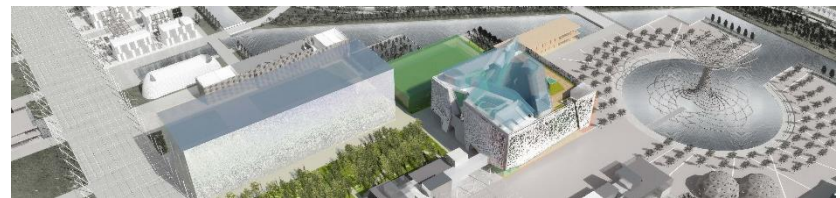
DESCRIPTION

This is a project to redevelop the former Expo 2015 site, located in the outskirts north of Milan, with the construction of a scientific and technological park.

The main available features are the Open Air Theatre, Palazzo Italia and Cascina Triulza. 18% of the surface is already covered by park areas and by water features and 27% by roads, parking lots and more park areas. Two important institutions have already decided to take office in the area: Human Technopole and the University of Milan Campus. Human Technopole foresees the instalment of 7 structures for more than 1,500 operators and a small number of research facilities. The Science Department of UNIMI Campus will host scientific and educational activities for about 20,000 people.

TIME TABLE

Start (expected): 2018 End (expected): 2021



Source: various

FORECAST

Pipelines @ Milan

CityLife

Ownership: Generali Group

DETAILS

Land Area (sq.m): 360,000

Property type: Commercial, Residential, Other, Office, Parking Area, Green area

DESCRIPTION

The project involves the construction of three skyscrapers, with dedicated areas for offices, stores, restaurants and services. The luxury residential area will cover about 164,000 square metres, with around 1,300 apartments (housing about 4,500 people). In addition, more than 50% of the available area, 170,000 square metres are dedicated to green spaces. There will also be underground parking space for around 7,000 vehicles.

CityLife is the largest car-free area in Milan and one of the biggest in Europe. Cars can reach garages and parking areas along an innovative underground road system. A cycle and pedestrian path crosses the area from east to west. Broad avenues lead from the residences to the centre of the district where to find shops, bars and restaurants overlooking the park.

TIME TABLE

Start: 2007 End (expected): 2019



Source: various

FORECAST

Pipelines @ Milan

Symbiosis

Ownership: Beni Stabili

DETAILS

GLA (sq.m): 125,000
Property type: Office (business park)

DESCRIPTION

Symbiosis is a landmark development project in Milan that is transforming and requalifying an historic industrial area of the city into an innovative business district focused on smart working and co-working that will assume a leading role into the Sharing Cities European program.

Symbiosis's buildings were intended and designed to control and stop CO₂ emissions and 50% of the building's energy requirements are met by internal renewable sources, while the rest of the necessary electricity has a green certification.

The innovative solutions and technologies are strictly connected to the appeal for external landscaping and internal space office.

TIME TABLE

Start: 2016 End (expected): 2019



Source: various

FORECAST

Pipelines @ Rome

IBM Headquarter

Ownership: Angelini Immobiliare

DETAILS

GLA (sq.m): 16,000
Property type: Office (business park)

DESCRIPTION

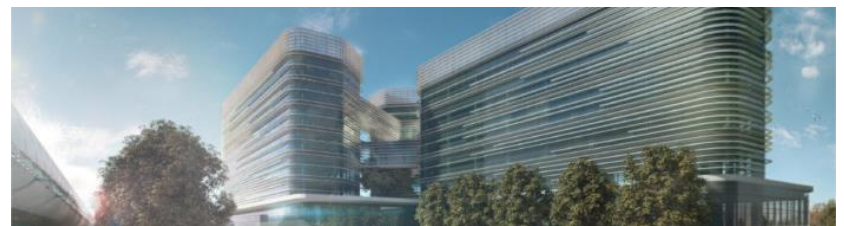
The business complex, which will be located near the capital city's trade fair district and leased under a long-term contract to IBM, has a GLA of 16,000 sqm in addition to ample external areas.

The IBM HQ will consist in three buildings of 6 floors at most. They are developed on basis of energy-efficiency technology and architectural solutions designed to ensure a functional and efficient work environment.

The location is a strategic districts of Rome, not far from Fiumicino airport and the city's major road links.

TIME TABLE

Start: 2016 End (expected): 2019



Source: various

FORECAST

Pipelines @ Rome

Business City Roma Fiumicino

Developer: ADR SpA

DETAILS

GLA (sq.m): 80,000
Property type: Office (business park)

DESCRIPTION

The business city will be developed in a brownfield area close to Fiumicino airport and Leonardo station.

The project will consist in 7 Class A office buildings which spaces are designed on basis of smart and co working concept.

In light of its strategic position the business city will include both convention center, hotels and related services for any type of user (tourists, business man, exhibitors), this in order to increase the Rome's attractiveness of MICE (Meeting, Incentive, Congress, Event) sector.

TIME TABLE

Start: 2019 End: 2023



Source: various

FORECAST

Pipelines @ Rome

Stadio della Roma

Ownership: AS Roma & Raptor Accelerator

DETAILS

Size: 52,000 seats

Property type: New generation stadium

DESCRIPTION

The project intends to evoke one of Rome's most beloved and iconic landmarks, the Colosseum, the design incorporates an ultra-modern, steel and glass stadium, wrapped in a stone "scrim". This "scrim", a floating stone screen that envelops the stadium is a dynamic contemporary interpretation of the stone arches of the famous arena.

A translucent glass and Teflon coated fabric canopy protects the entire seating bowl from the elements.

Stadio della Roma will anchor a 365-day-a-year destination of shops, restaurants and bar and an interactive AS Roma Hall of Fame.

TIME TABLE

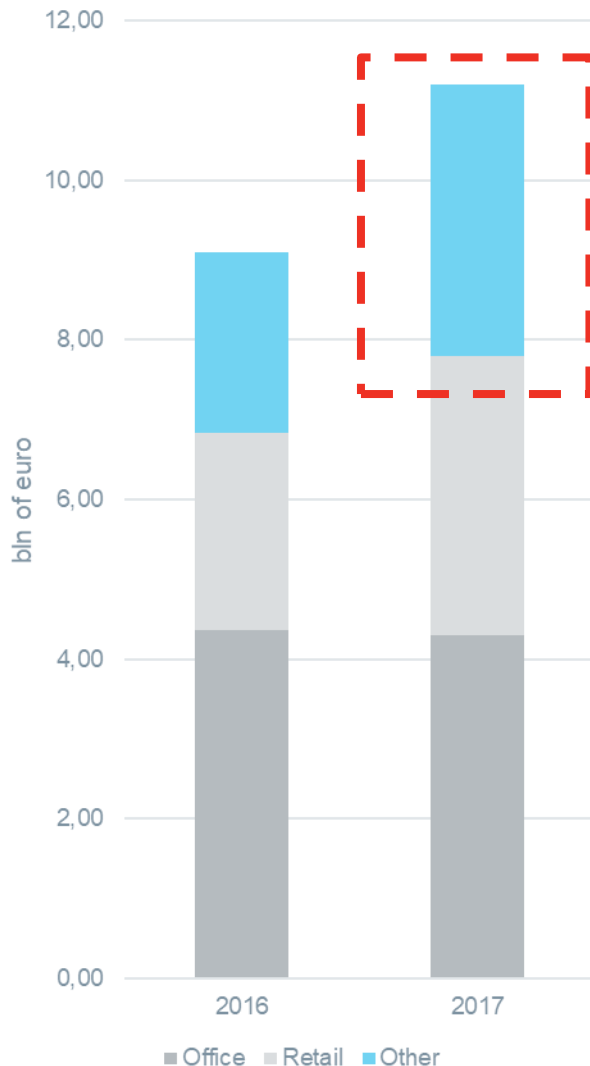
Start: 2018 End (expected): 2020



Source: various

FORECAST

Emerging opportunities



Source: various

HOTEL

Gross yield in prime location: 5,0% - 6,0%

STUDENT HOUSING

Gross yield in prime location: 5,5% - 6,5%

SOCIAL HOUSING

Gross yield in prime location: 3,0% - 5,0%

SENIOR HOUSING & NURSING HOME

Gross yield in prime location: 5,5% - 6,5%