

NEWS RELEASE

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Banco Popolare finalizes a strategic real estate agreement with COIMA

Following a selection procedure, Banco Popolare finalized a strategic partnership agreement with COIMA and with Hines Italia SGR to secure a value-creation management of the group's real estate

Banco Popolare and COIMA have finalized a partnership agreement for the value-creation management of the Banco Popolare group's non-core property. Hines Italia SGR will assist COIMA with capital market operations and the possible creation of special vehicles to support value creation.

The agreement covers a property pool of about 60 high-quality buildings.

Banco Popolare and COIMA have set up a Real Estate Strategy Committee made up of **Ottavio Rigodanza**, Head of Operations Department of Banco Popolare, **Maurizio Riccadonna**, Head of Banco Popolare's Leasing Division, and **Manfredi Catella**, Chairman of COIMA and Chief Executive Officer of Hines Italia SGR. The committee reports directly to **Pier Francesco Saviotti**, Chief Executive Officer of Banco Popolare.

In due course, COIMA and Hines Italia SGR, together with Banco Popolare, shall identify domestic and international investors to participate in the value-creation business plan.

Manfredi Catella remarked: «The agreement with Banco Popolare represents an innovative pilot project, that demonstrates that the banking sector is now ready to deal with property value-creation management from a business perspective, in partnership with qualified partners. The creation of a specialized platform that may facilitate the relationship between the market and the banking sector represents an important strategic objective of the partnership we are building».

COIMA, founded in 1974 by the Catella family, specializes in the management of asset portfolios and real estate investments in the service, logistics, commercial and residential sectors on behalf of institutional investors. Over the years, COIMA has developed an integrated services platform: Project & Construction Management, Property Management, Architecture, Interior Design & Space Planning. COIMA works with primary Italian and international investors, including sovereign funds, pension funds, banks, insurance companies, developers, venture capitalists, real estate funds and private equity funds. In over 40 years of experience, COIMA has designed, developed and managed over 4 million sqm of buildings. Our primary client base includes: ABB, Acer Europe, Allianz, Cargill Value Investment, Deka Immobilien Investment, Generali Real Estate, Hines, Invesco, Louis Vuitton, MHREC, The Carlyle Group, TIAA CREF. In particular, COIMA has been developing an operational partnership with Hines for more than 15 years for the management of real estate, and led the Property Management and co-Project Management for the Porta Nuova Project in Milan.

HINES ITALIA SGR, an independent leader in asset management for real estate investment funds on behalf of Italian and international institutional investors, was authorized by the Bank of Italy in 2007 and currently manages 11 real estate investment funds, with more than 3 billion Euros currently invested.

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