

COIMA PREPARES FOR THE NEXT CYCLE

Strengthened the Investment and Capital Markets teams with internationally experienced professionals

Milan, 8 November 2024 – **COIMA**, a leader in the investment, development and management of real estate assets on behalf of institutional investors, after unveiling developments in terms of group management and governance, announces **new appointments in the Investment and Capital Markets teams**, with the aim of bringing international experience and seizing the opportunities of a real estate market that is offering significant investment opportunities related to the green transition.

Gabriele Bonfiglioli, COIMA SGR Chief Investment Officer, declares: *“The new hires in the Investment team allow us to better address the opportunities of a market that is shifting with very favourable vintage and characterized by strong supply and demand unbalance across sectors, with demand focused on products that combine environmental and economic sustainability. In this context, we are investing in very diversified asset classes with the aim of increasing assets under management to over EUR 12 billion by 2026, a 20% increase on 2024. The strategy is focused on living, brown to green offices, logistics and in alternative asset classes including tourism, credit and nature-based.”*

In particular, the Investment and Capital Markets team is being strengthened with the addition of **new professionals with international experience** to a solid and diversified existing team.

Alessandro Bogo joins the team in the role of Head of Acquisitions, bringing an effective experience of more than 12 years within the Real Estate European market accrued through a brilliant career in Blackstone and recently in Castlake, where he has performed exceptional investments across equity and credit with a value exceeding five billions.

Melina Klein and Irish Vinas are our new associates completing the Capital Markets team led by **Giulia Salami**, former Norges Bank Investment Senior Manager, enriching the team with their international background. Irish comes from JPMorgan Asset Management in London, where she was part of the Acquisitions and Asset Management Team, with a focus on Italy. Melina comes from Apollo Global Management in London, where she played a significant role in executing key marketing strategies and driving fundraising initiatives across the firm’s platform. Melina is a native German speaker.

Additionally, **John Gellatly** has been appointed as Senior Independent **Advisor** and will support COIMA Group growth plans. John comes from ADIC, where he was the CIO Global Real Estate. He will help and support the COIMA team bringing all his successful lasting unique experience in global real estate matured, among all, in groups like BlackRock, Aviva and Credit Suisse.

We are proud of having such talents added to our team, who are further strengthening our Investment and Capital Markets capabilities, counting also on **Sameer Godbole**, Fund&Asset Management Director, who is dedicated to build the Logistics platform, and on **Jesse Freitag Akselrod**, who joined recently in the role of **Chief Performance Officer and Deputy Head of Asset Management**. Formerly European Head of Advisory at Green Street, Jesse has over 20 years of quantitative market and investment analysis experience in the areas of due diligence, research and development, private market valuation and REITs, helping to optimise portfolio performance.



COIMA

COIMA specializes in the investment, development, and management of Italian real estate assets on behalf of institutional investors, with an integrated ESG impact approach. COIMA Holding controls operating companies including COIMA SGR, investment & asset manager that manages more than 30 real estate funds with more than 10 billion euros in investments; COIMA REM, development and property manager, in more than 40 years has developed and managed real estate of more than 5 million square meters; COIMA HT, which operates in the technology sector supporting the digital enablement of physical spaces. Among its most important projects, the platform co-invested, co-developed and still manages the Porta Nuova project in Milan, the first neighbourhood in the world to achieve the dual LEED® and WELL® for Community sustainability certification.

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