



Press Release

COIMA SGR: FINALIZED THE AGREEMENT WITH LONDON & REGIONAL PROPERTIES, INTESA SANPAOLO AND UNICREDIT TO REVAMP THE LIDO DI VENEZIA

- Recapitalized the “Lido di Venezia” fund for a total amount of up to 250 million euros
- Begins the renovation of the historic Grand Hotel Excelsior as a first phase in the rebirth of the Lido of Venice as a pilot project for tourism

Venice, 11th May 2017 – **COIMA SGR** – a leading independent manager of real estate investment funds on behalf of Italian and international institutional investors – after restructuring the fund former Real Venice I (today Lido di Venezia), announces they have executed the existing agreements with the **London & Regional Properties (L+R)**, completed with the financial support of **Intesa Sanpaolo** and **UniCredit** the recapitalization of the fund - for a potential € 250 million in financial resources in order to start and support the Strategic Business Plan for the upgrading of real estate assets made up of **the historic Hotel Excelsior and Hotel Des Bains hotels**.

In 2015, COIMA SGR was appointed by the Real Venice I unit holders **to replace the previous asset management company** in order to restructure, with the financial support of Intesa Sanpaolo and Unicredit, the fund that was defaulting. **Over the last 24 months, the COIMA team tackled the problems of the previous management** finding a solution with creditors, reaching an agreement on previous tax disputes, and rearranging the technical building management by replacing suppliers and addressing the issues of previous unauthorised building works.

At the end of 2016, COIMA SGR has finalized the withdrawal from the contract with the former hotel management company and has appointed L+R as new Operator of the hotel. The Hotel Excelsior re-opened within the deadline of April 2017, confirming and strengthening the existing hotel staff.

COIMA SGR selected a qualified partner capable of taking part in the strategic repositioning project for the portfolio as both Investor and Hotel Operator.

The British **London & Regional Properties (L+R)** was chosen and the in-depth analysis of the transaction started.

London & Regional Properties – an international hotel investment specialist with a portfolio of 9 billion pounds and nearly 12,000 rooms – focuses on three business areas: hotels in prime locations; real estate development, making long-term investments in development or restructuring projects; and leisure, i.e. hospitality, wellness and health real estate.

Specifically, on May 9th 2017, an agreement was reached to create a new fund named "**Lido di Venezia II**" (the “Fund”), promoted and managed by COIMA SGR, that includes the assets of Hotel Excelsior, Hotel Des Bains, Palazzo Marconi as well as the beach concessions and the ancillary properties of the two hotels.

Participants in the Fund are represented by the historical funders of the project gathered within the original fund, including the Cassa di Risparmio Padua and Rovigo Foundation and the Pension Fund for the Personnel of the former Bank of Rome, which had been provided to the ex Real Fund



Venice as the financial support needed for the revival process, London & Regional Properties Group, and COIMA SGR itself.

The lending parties, Intesa Sanpaolo and Unicredit, approved the recapitalization transaction by renewing the credit lines previously granted, and devoting new lines to support the renovation project of the Lido assets.

The masterplan provides for the renovation of the Hotel Excelsior, its beach and Palazzo Marconi as first step and, subsequently, after the new management has consolidated its activities, the beginning of the Hotel Des Bains renovation. The renovation of Hotel Excelsior involves, following the work already done last winter in order to prepare the hotel for the reopening of the 2017, the planning of the required interventions and subsequently the beginning of works that will take place while maintaining regular seasonal opening. The project will respect the hotel's tradition and history aiming at contributing to recover a piece of Venetian and Italian heritage of extraordinary value.

Manfredi Catella, Founder & Managing Director of COIMA SGR comments, "The agreement reached with Intesa San Paolo, Unicredit and London + Regional, following the completion of corporate restructuring, is a first decisive result in the start up of the Lido di Venezia collaboration with the city's institutions and with the community. The regeneration of the Lido in Venice can be an important pilot project for tourism in Italy. "

The Board of Directors of **HLU Gestioni**, which is tenant of the Hotel Excelsior, was appointed by COIMA SGR and it is composed of: Emilio Campanile (Chairman of the Board of Directors), Alessandro Di Paolo (Independent Director), Mario Ferraro (Independent Director), Matteo Bertolini (Director) and Miriam Michelutti (Director). The supervisory body is under the leadership of the lawyer Daniele Discepolo.

COIMA SGR is among the main sponsors of the Biennale d'Arte and is in the process of defining the agreements with the Biennale in relation to the **Film Festival 2017**.

As part of the renovation project, COIMA SGR aims at encouraging cooperation with the City of Venice, the relevant authorities and the local associations in order to develop a cultural and tourism project which can highlight the skills and competence of Italian institutions and entrepreneurs and contribute to Italy's competitiveness.

COIMA SGR was assisted by **Gianni Origoni Grippo Cappelli & Partners** as legal advisor, **Maisto & Associati** as tax advisor, **Leonardo & Co.** in association with **Houlihan Lokey**, as financial advisor, **Jones Lang Lasalle** as hotel advisor, **COIMA srl** and **R&S Engineering** for the engineering and supervision of construction works.

London & Regional Properties was assisted by the **BonelliErede** as legal advisor, **PricewaterhouseCoopers** as tax advisor and by **Arcadis Italia** and **Box Consultants** as technical advisors.

The lending parties were assisted by the law firm **McDermott Will & Emery**.

COIMA SGR, authorized by the Bank of Italy in 2007, is a leading independent company in the management of real estate investment funds on behalf of Italian and international institutional investors. Today COIMA SGR manages 19 real estate investment funds, with investments worth over 5.5 billion Euro.

COIMA was founded in 1974 by the Catella family together with Domo Media, and is specialized in development and management of real estate assets on behalf of institutional investors. COIMA collaborates



with leading Italian and international investors, such as sovereign wealth funds, pension funds, banks, insurance companies, developers, real estate funds and private equity groups. In more than 40 years of activity, COIMA has developed and managed properties totaling over 4 million square meters including Porta Nuova, one of the most prestigious urban regeneration project in Europe.

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