

Real Estate SIIQ

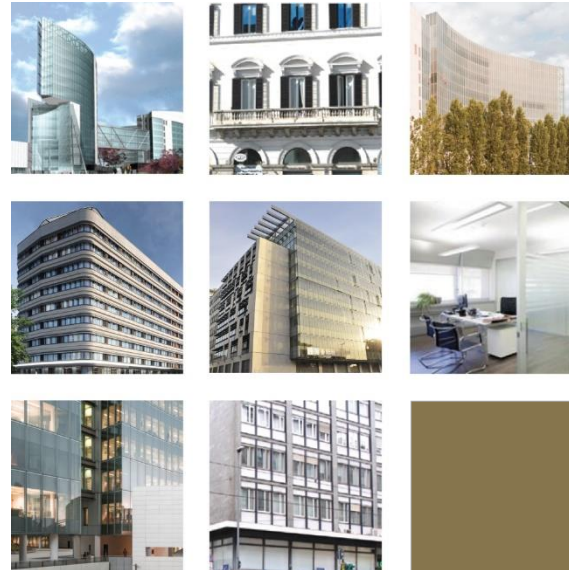


# Opportunities in Italian Real Estate Investments

*Manfredi Catella, Founder and CEO*

*EPRA Annual Conference*

*Paris, September 8th, 2016*







# HISTORY OF COIMA – KEY MILESTONES



Over 40 Years in Italian Real Estate – Over €5bn invested – Over 5mn sqm developed and managed



<p><b>Genesis</b></p> <ul style="list-style-type: none"> <li>■ Founded by the Catella family</li> </ul>  <p>1974</p>	<p><b>Development</b></p> <ul style="list-style-type: none"> <li>■ First value added JVs with international investors (Cargill)</li> </ul> <p>1990</p>	<p><b>Consolidation</b></p> <ul style="list-style-type: none"> <li>■ Partnership Hines/COIMA</li> <li>■ Over 1m sqm developed, over €3bn invested, including Porta Nuova development in Milan</li> <li>■ Set up of SGR, Italian regulated investment management company</li> </ul> <p>1999 - 2015</p>	<p><b>Stabilization and Growth</b></p> <ul style="list-style-type: none"> <li>■ Consolidation of COIMA operating platform managing over €5bn</li> </ul>   <p>2015</p>	<ul style="list-style-type: none"> <li>■ COIMA RES IPO first Italian SIQ in a decade</li> </ul>  <p>2016</p>
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- ✓ Italian REIT
- ✓ IPO on Milan Stock Exchange completed on May 13<sup>th</sup>, 2016



- ✓ **Development and Property** management company
- ✓ **Over 5mn sqm** of assets developed and managed



- ✓ Regulated **Asset and Investment** management company
- ✓ **Over €5bn<sup>1</sup>** of Assets Under Management
- ✓ **Highly reputable domestic and international institutional investors**

Over 40 years track record - Over 140 professionals - Stable and solid legacy

Notes: 1. Including advisory mandates

# KEY HIGHLIGHTS



1

- ✓ **May 13<sup>th</sup>, 2016 - IPO raising 215 million Euros, in addition to 145 million Euros contribution in kind of the Deutsche Bank portfolio by Qatar Holding**

2

- ✓ **June 29<sup>th</sup>, 2016 - Bank Financing of 216 million Euros secured, following Brexit, in line with target (all in cost < 200 bps) and maturity of 5 years**

3

- ✓ **June 30<sup>th</sup>, 2016 - Acquired “Vodafone Village”**



4

- ✓ **July 27<sup>th</sup>, 2016 - Acquired two prime office assets, centrally located in Milan and Rome, top tier tenants**

5

- ✓ **Since IPO:**
  - **Real estate portfolio increased from 140 million Euros to approximately 500 million Euros**
  - **Gross rent increased from 7.7 million Euros to 29 million Euros**
  - **Tenant from 1 to 21**

6

- ✓ **Expected Net Dividend Yield > 5% (at IPO price, €10 per share)**
- ✓ **WALT 9.1 years**
- ✓ **Target LTV below 50%**

# KEY HIGHLIGHTS (continued)



		IPO	June 30th 2016 - Pro Forma <sup>(1)</sup>
<b>Portfolio Data</b>	GAV (€/mln)	140.1	491.9
	GLA (sqm)	61,761	133,625
	# of Properties	96	99
	# of Tenants	1	21
	Gross Initial Revenue (€/mln)	7.7	28.8
	Walt (years)	10.3	9.1
	Occupancy rate (% of Fair Value)	89.9%	97.1%
	Gross Initial Yield <sup>(2)</sup>	5.5%	5.9%
	Epra Net Initial Yield <sup>(3)</sup>	4.4%	5.1%
	Net Stabilized Yield <sup>(4)</sup>	4.4%	5.3%
At GAV	Expected Net Stabilized Yield <sup>(5)</sup>	4.9%	5.7%
<b>Financial Data<sup>(6)</sup></b>	Recurring FFO (€/mln)	2.6	11.2
	Net debt (€/mln)	-	291.6
	LTV	Target 50%	50%
	Cost of debt (blended)	Target <2.50%	1.96%
	ICR	-	2.86x
<b>Equity Data</b>	# of ordinary shares (ml)	36.0	36.0
	Total Equity (€/mln)	359.5	354.6
	Expected Dividend Pay out ratio	80/90%	80/90%

1. Pro-forma Balance sheet assumes the acquisition of the MHREC Fund as of June 30, 2016. Pro-forma P&L assumes all the acquisition closed on January 1<sup>st</sup>, 2016
2. Gross initial rent / fair value
3. Annualized rental income based on the cash rents passing at the balance sheet date, less non-recoverable property operating expenses, divided by the market value of the property, increased with (estimated) purchasers' costs
4. Net stabilized rent including step-up / (fair value + capex)
5. Net stabilized rent including step-up and active management / fair value
6. Financial data at IPO include DB Portfolio only.

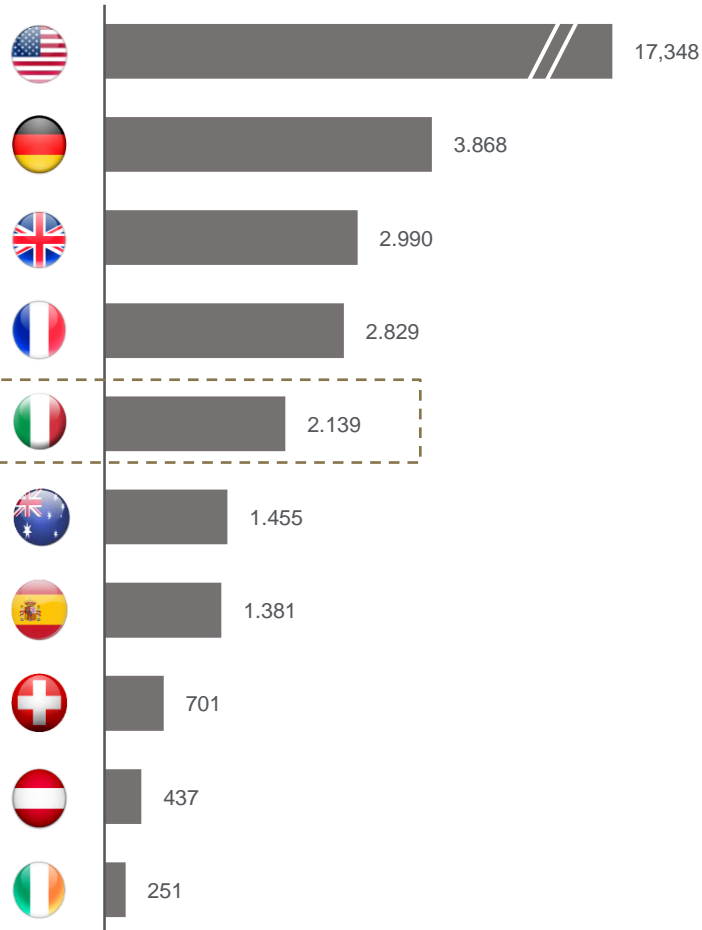
# UNTAPPED POTENTIAL FOR ITALIAN PUBLIC REAL ESTATE MARKET



## ■ Italy a G8 Member, Amongst the Largest World Economies

(National GDP \$bn)

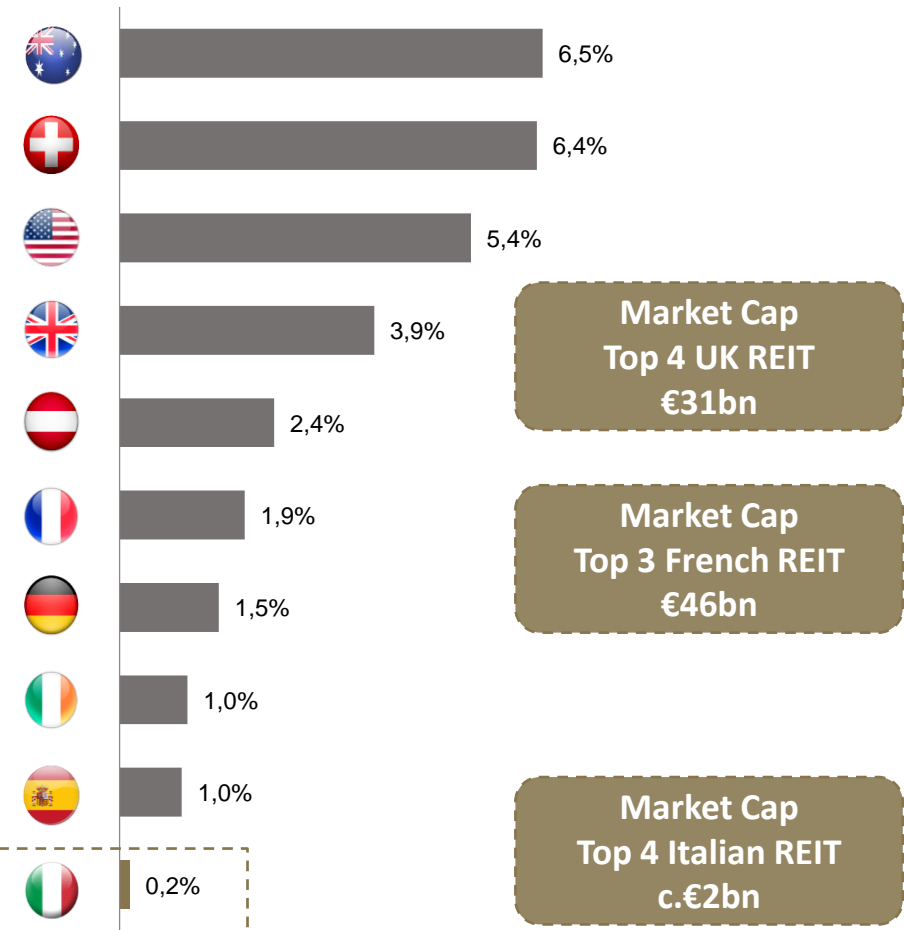
Italian economy the third largest in the Eurozone....



## ■ Italian Listed Real Estate Still Very Limited in Size

(Listed RE to GDP %)

... yet Italian real estate market significantly undercapitalized



Source: Bloomberg as of December 2015, World Bank GDP Data as of FY2014.



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