

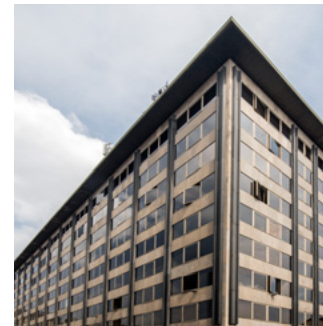
COIMARES

**THE GATEWAY TO
ITALIAN REAL ESTATE**

EPRA ASIA

December 2018

REAL ESTATE SIIQ



COIMA – A VERTICALLY INTEGRATED PLATFORM



LEGACY & TRACK RECORD

ESTABLISHED IN **1974**

2 MILLION SQM DEVELOPED

€5 BILLION
ASSETS UNDER MANAGEMENT

PRIVATE & LISTED FORMAT



COIMASGR
Real Estate Investment



COIMARES
Real Estate SIQ



MULTI ASSET EXPERTISE

LOGISTICS

RESIDENTIAL

OFFICE

HOSPITALITY

RETAIL

PARTNER TO BLUE CHIP INVESTORS

PRIMARY ASIAN
PENSION FUND





ADIA
إدارة أبوظبي للاستثمار
Abu Dhabi Investment Authority







COIMA – 50% MARKET SHARE OF GRADE A MILAN OFFICES

OVER 10 BUILT TO SUIT
HEADQUARTERS DEVELOPED
IN THE LAST 15 YEARS

APPROX. 1 MILLION SQM
OF GRADE A OFFICES
DEVELOPED

OVER 15,000
CORPORATE EMPLOYEES
RELOCATED

BANCA AKROS



DELOITTE



SAMSUNG



UNICREDIT



NIKE



BNP PARIBAS



GOOGLE



PHILIPS



MICROSOFT



HSBC



COIMA RES – THE ONLY ITALIAN OFFICE REIT



1 THE GATEWAY TO ITALIAN REAL ESTATE
THE ONLY ITALIAN OFFICE REIT

2 FOCUSED PORTFOLIO
80% OFFICES, 80% IN MILAN, 30% IN PORTA NUOVA

3 GROWTH POTENTIAL
40% OF ASSETS WITH A GROWTH PROFILE

4 CONSERVATIVE LEVERAGE
40% LTV, 5 YEARS MATURITY, 2% COST

5 BEST IN CLASS GOVERNANCE
7 OF 9 BOARD MEMBERS ARE INDEPENDENT

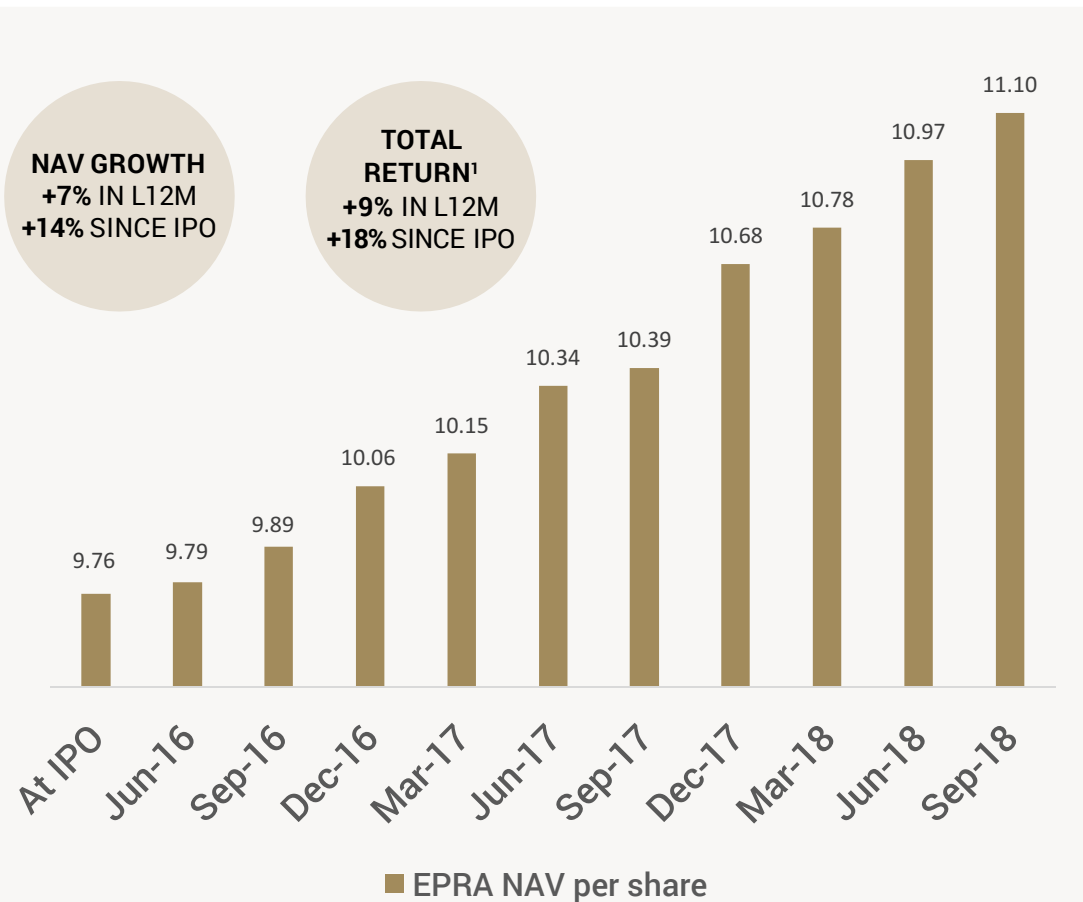
6 TRANSPARENCY
EPRA GOLD AWARD IN REPORTING TWO YEARS IN A ROW

7 SUSTAINABILITY
90% OF PORTFOLIO LEED CERTIFIED (OR CANDIDATE)

COIMA RES – ATTRACTIVE RETURN PROFILE



NAV GROWTH & TOTAL RETURN



FUNDAMENTALS, UPSIDE & YIELD

3%

LIKE FOR LIKE RENTAL
GROWTH IN MILAN

40%

UPSIDE ON CONSENSUS
TARGET PRICES

4%

DIVIDEND YIELD

7%

IMPLIED NET
PORTFOLIO YIELD

Piazza Gae Aulenti, 12
20154 - Milano

Tel. + 39 2 65 56 09 72
Fax. +39 2 73 96 50 49

Investor Relations – contact details
alberto.goretti@coimares.com | ir@coimares.com

www.coimares.com

