

**COIMARES**

**PROPERTY TOUR  
PRESENTATION**

COIMA REAL ESTATE FORUM  
VIII EDITION

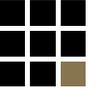
Milan  
October 24<sup>th</sup>, 2019

REAL ESTATE SIIQ



# AGENDA

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1) INTRO TO COIMA

**ALBERTO GORETTI**  
*Investor Relations*

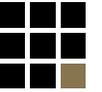
2) OVERVIEW OF PORTA NUOVA (AND COIMA RES EXPOSURE TO THE AREA)

**ALBERTO GORETTI**  
*Investor Relations*

3) INNOVATION & SUSTAINABILITY: COIMA FRAMEWORK AND CASE STUDIES

**STEFANO CORBELLA**  
*Sustainability Officer*

# COIMA - PLATFORM OVERVIEW



### LEGACY & TRACK RECORD

ESTABLISHED IN **1974**

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**2 MILLION** SQM DEVELOPED

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**€5 BILLION**  
ASSETS UNDER MANAGEMENT

### PRIVATE & LISTED FORMAT



**COIMASGR**  
Real Estate Investment



**COIMARES**  
Real Estate SIIG



### MULTI ASSET EXPERTISE

LOGISTICS

RESIDENTIAL

OFFICE

HOSPITALITY

RETAIL

### PARTNER TO BLUE CHIP INVESTORS



**QIA**



**GIC**



**ADIA**  
دھال الوطنى للاستثمار  
Abu Dhabi Investment Authority



**KKR**



**Ivanhoe  
Cambridge**

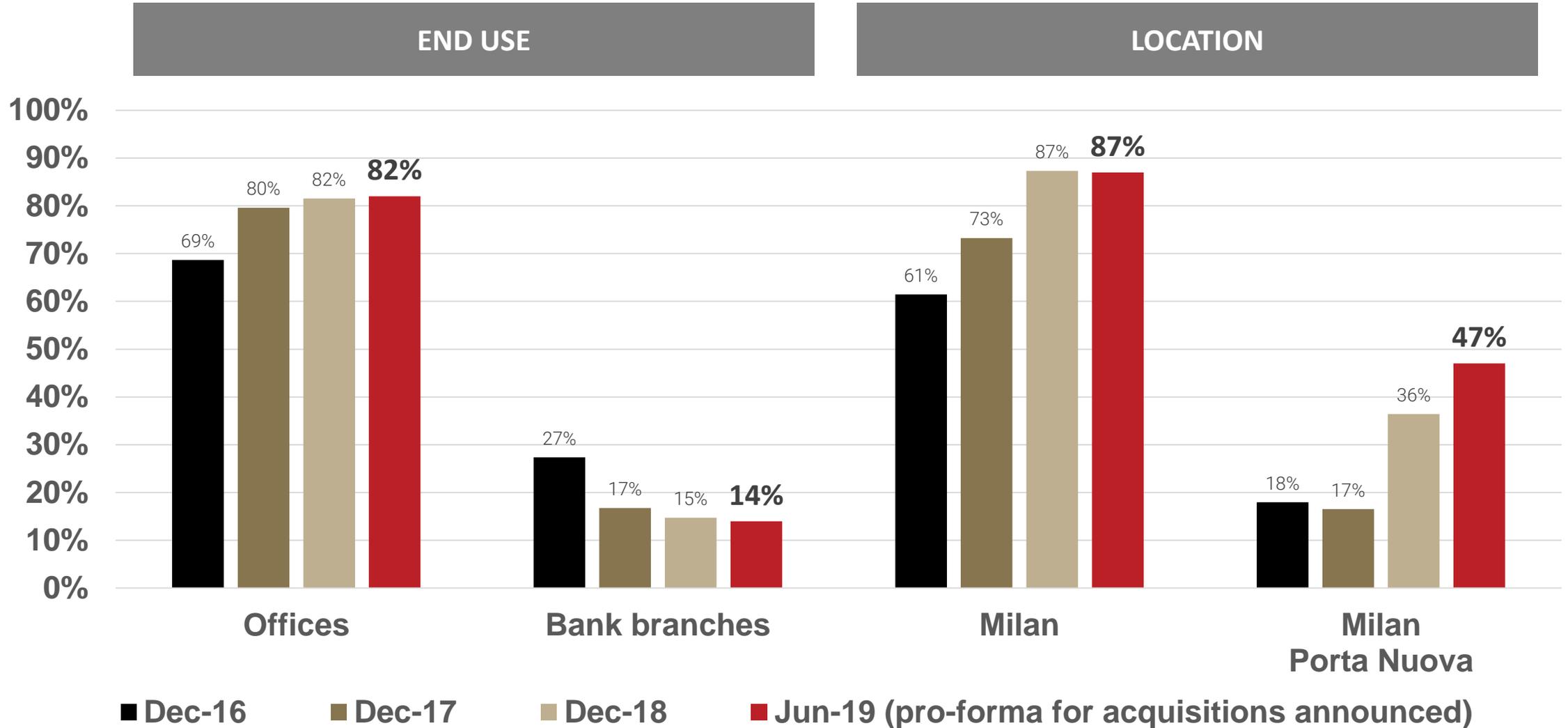
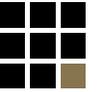
PRIMARY ASIAN  
PENSION FUND

# COIMA RES - OVERVIEW



- 1 THE GATEWAY TO ITALIAN REAL ESTATE**  
THE ONLY ITALIAN OFFICE REIT
- 2 FOCUSED PORTFOLIO**  
~ €700M GAV, 80% OFFICES, 90% IN MILAN, 50% IN PORTA NUOVA
- 3 GROWTH POTENTIAL**  
50% OF PORTFOLIO WITH A GROWTH PROFILE
- 4 PRUDENT LEVERAGE**  
38% LTV
- 5 BEST IN CLASS GOVERNANCE**  
7 OF 9 BOARD MEMBERS ARE INDEPENDENT
- 6 TRANSPARENCY**  
EPRA GOLD AWARD IN REPORTING THREE YEARS IN A ROW
- 7 SUSTAINABILITY**  
60% OF PORTFOLIO LEED CERTIFIED  
(INCLUDING TARGET CERTIFICATIONS)

# COIMA RES - PORTFOLIO EVOLUTION



# COIMA RES - ASSETS IN PORTA NUOVA



50% OF COIMA RES PORTFOLIO IS IN PORTA NUOVA

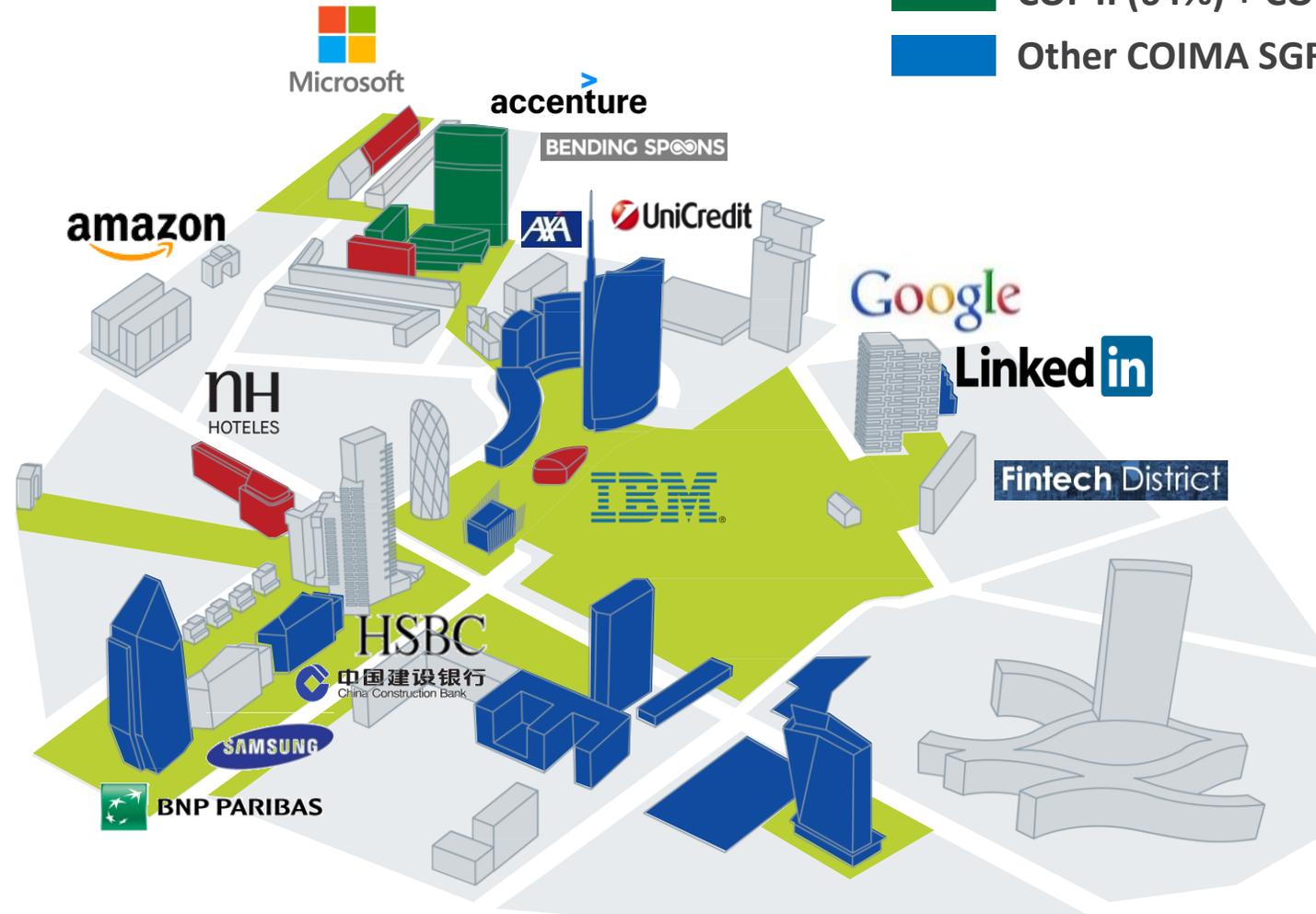
- COIMA RES portfolio
- COF II (64%) + COIMA RES (36%)
- Other COIMA SGR funds

**“BEST URBAN REGENERATION PROJECT - Porta Nuova” MIPIM (2018)**

**THE HIGHEST CONCENTRATION OF LEED BUILDINGS IN ITALY**

**+10% RENTAL AND OCCUPANCY GROWTH FORECAST (2019-2021)**

**HOME TO 35,000+ EMPLOYEES (+30% EXPECTED IN 2018-2022)**

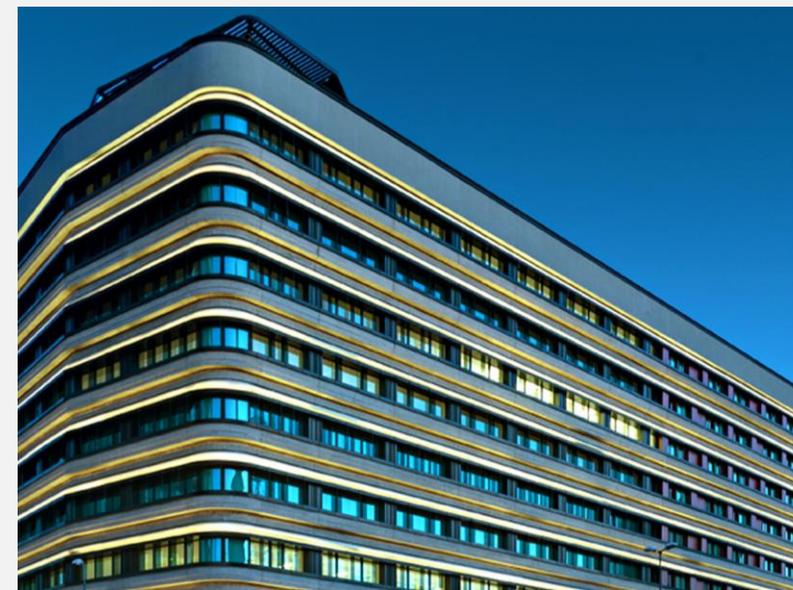




A LEED CERTIFIED PROPERTY IN A STRATEGIC LOCATION WITH EMBEDDED RENTAL GROWTH

## ■ KEY DATA

■ Construction year	1970s
■ Refurbishment year	2014
■ Acquisition year by COIMA RES	2016
■ Asset type	Hotel / Office
■ Tenants	NH Hotel / Angelini / QBE / etc
■ Surface	14,545 sqm
■ Fair value	€81.8 million
■ WALT	5.1 years
■ EPRA occupancy rate	100%
■ Certification	LEED Platinum
■ Architect	Park Associati



# PAVILION



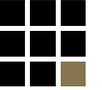
A UNIQUE PROPERTY LEASED TO A BLUE CHIP TENANT IN THE HEART OF PORTA NUOVA

## ■ KEY DATA

■ Construction year	2014
■ Refurbishment year	n.a.
■ Acquisition year by COIMA RES	2018
■ Asset type	Office
■ Tenant	IBM
■ Surface	3,576 sqm
■ Fair value	€70.8 million
■ WALT	8.6 years
■ EPRA occupancy rate	100%
■ Certification	LEED Gold
■ Architect	Michele De Lucchi



# TOCQUEVILLE



A STRATEGICALLY LOCATED PROPERTY WITH UPSIDE POTENTIAL

## ■ KEY DATA

■ Construction year	1969
■ Refurbishment year	2003
■ Acquisition year by COIMA RES	2018
■ Asset type	Office
■ Tenant	Sisal
■ Surface	10,922 sqm
■ Fair value	€59.6 million
■ WALT	1.5 years
■ EPRA occupancy rate	100%
■ Certification	n.a.
■ Architect	n.a.



# MICROSOFT



A SIZEABLE AND ICONIC NEW-BUILT PROPERTY LET TO A BLUE CHIP TENANT IN PORTA NUOVA

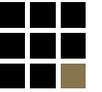
## ■ KEY DATA

■ Construction year	2016
■ Refurbishment year	n.a.
■ Acquisition year by COIMA RES	2019
■ Asset type	Office
■ Tenant	Microsoft
■ Surface	9,374 sqm
■ Fair value	€97.5 million
■ WALT	4.4 years
■ EPRA occupancy rate	100%
■ Certification	LEED Gold
■ Architect	Herzog & de Meuron

*BEST OFFICE & BUSINESS DEVELOPMENT  
Fondazione Feltrinelli & Microsoft House (MIPIM 2018)*



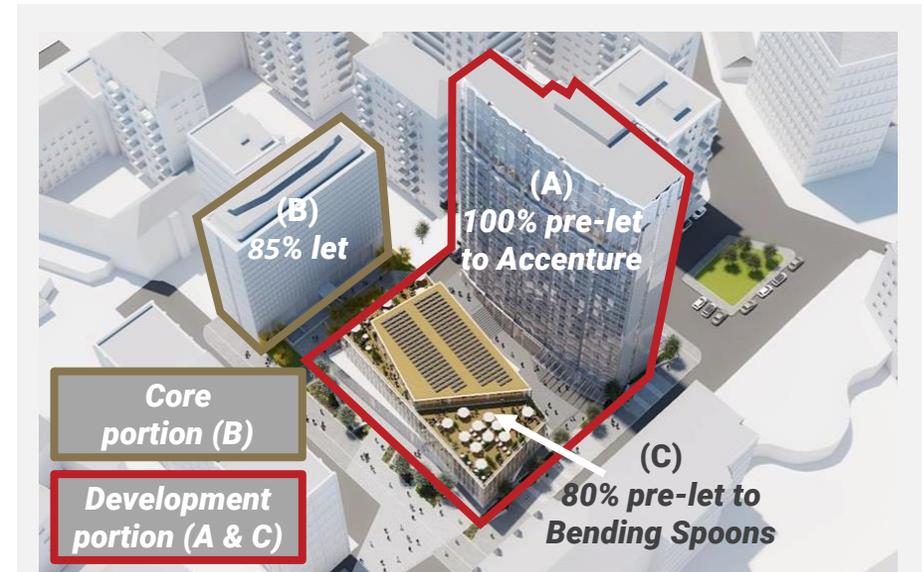
# BONNET (CORSO COMO PLACE)



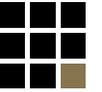
A "NEXT GENERATION" RETROFIT PROJECT IN THE HEART OF PORTA NUOVA

## ■ KEY DATA

■ Construction year	1950s
■ Refurbishment year	Ongoing (completion in 2020)
■ Acquisition year by COIMA RES	2016
■ Asset type	Office / Retail
■ Main tenants (pre-let)	Accenture / Bending Spoons
■ Total GBA	c. 27,000 sqm
■ Total project cost	€164 million (100% of project)
■ Certification	LEED Gold / WELL Gold (target)
■ Architect	PLP Architecture

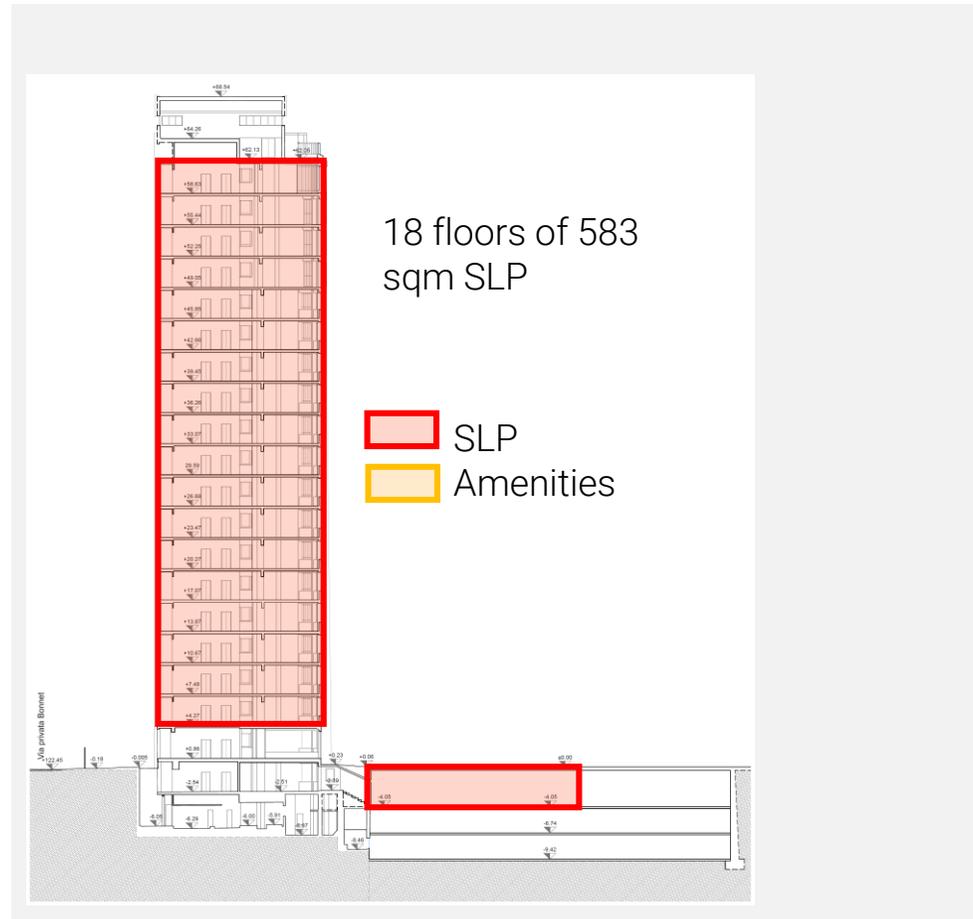


# BONNET (CORSO COMO PLACE)

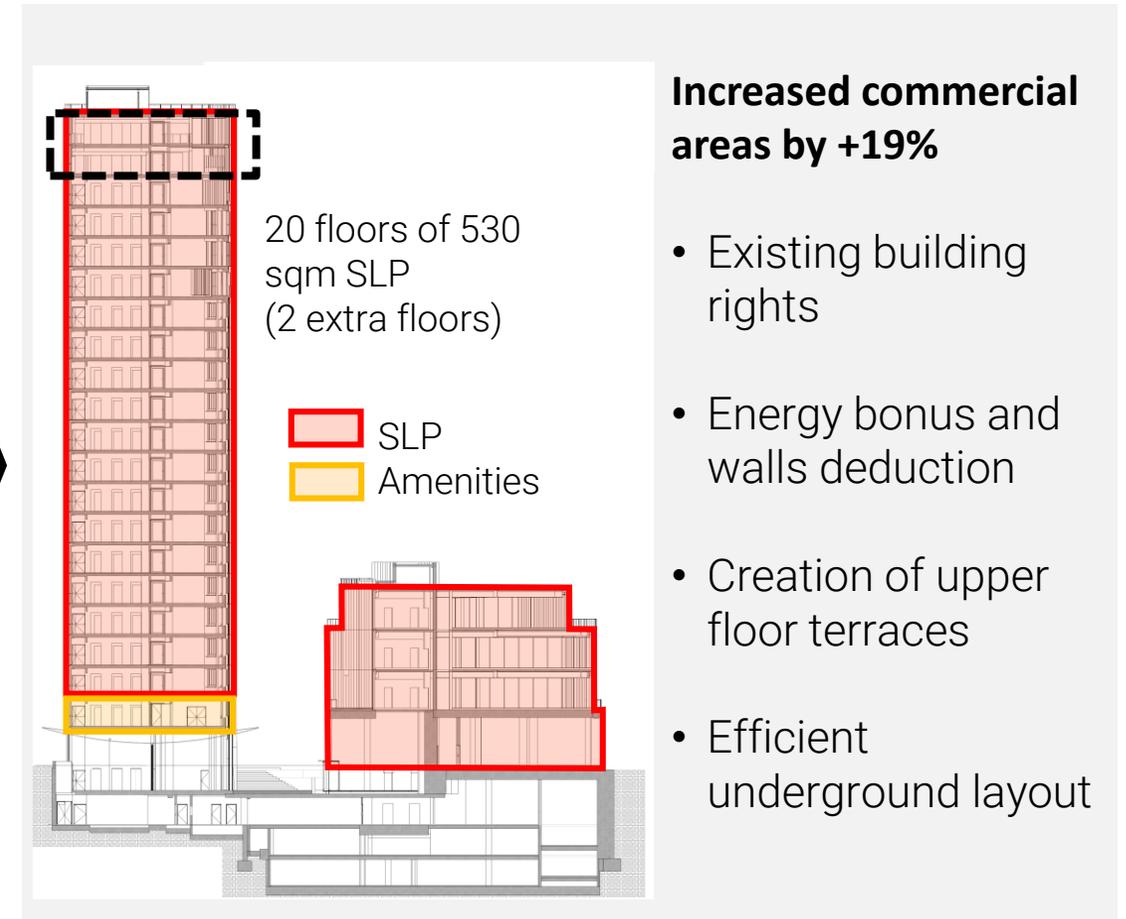


## BONNET (CORSO COMO PLACE): HOW WE ACHIEVED A 19% INCREASE IN COMMERCIAL AREA

### ■ COMMERCIAL AREA AT UNDERWRITING



### ■ CURRENT COMMERCIAL AREA



# BONNET (CORSO COMO PLACE)



BONNET (CORSO COMO PLACE) SUSTAINABLE DEVELOPMENT:  
LEED CERTIFIED ASSETS ARE 3x QUICKER TO LEASE AND COMMAND A PREMIUM VALUATION OF +7-11%  
REDUCTION IN ENERGY AND NATURAL RESOURCES CONSUMPTION



65%  
Renewable  
energy



>1,000 m<sup>2</sup>  
Integrated  
PV



80%  
Non potable water  
reduction



65%  
Potable water  
reduction



2,500 m<sup>2</sup>  
urban landscape



5,900 m<sup>2</sup> of public area  
renovated



200 lockers,  
50 indoor bicycle racks,  
8 showers

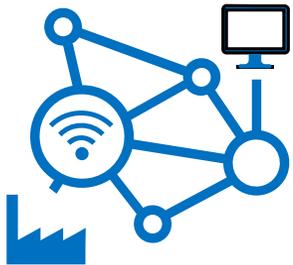


Lifecycle material  
selection

# BONNET (CORSO COMO PLACE)



BONNET (CORSO COMO PLACE) SUSTAINABLE DEVELOPMENT:  
TECHNOLOGY ENABLING “NEXT GENERATION” PROPERTY MANAGEMENT



## Integrated Internet of Things platform



Cloud based  
solution



Automatic  
reporting



Temperature



CO<sub>2</sub>  
Level



Humidity



PIR



Sound  
pressure



Ambient  
light



Bluetooth



DALI  
drivers

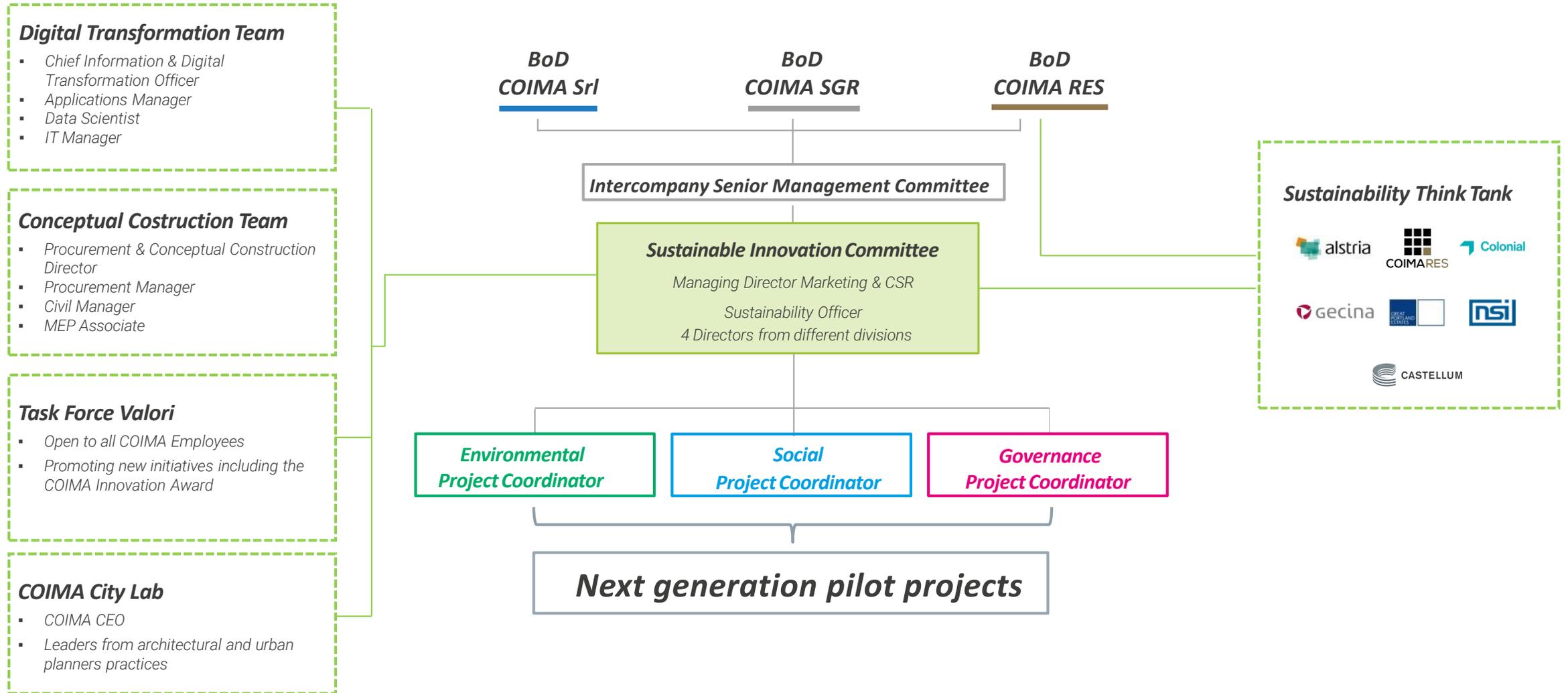
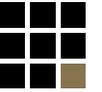


157 billion  
datapoint monitored  
per year

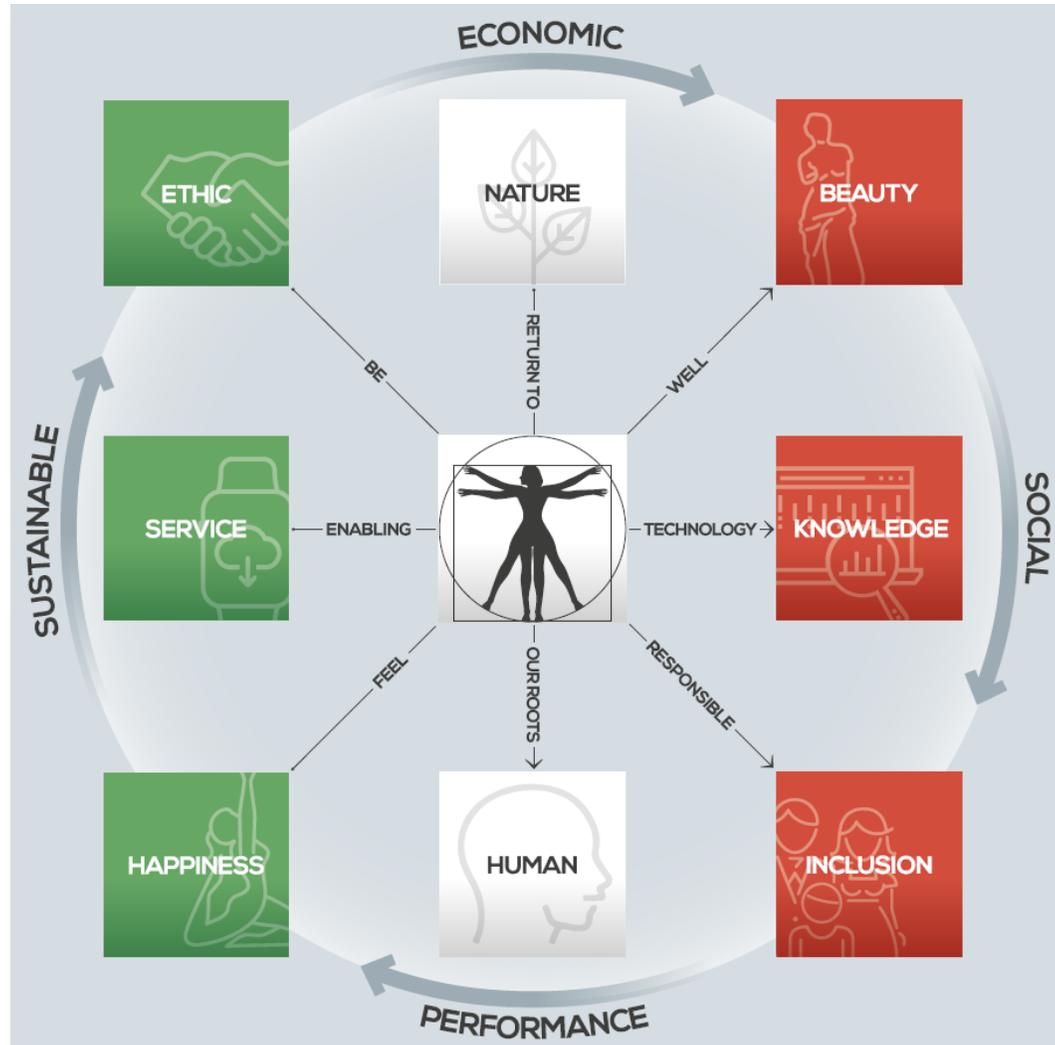
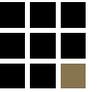


> 5,000  
Monitoring  
sensors

# COIMA - IN HOUSE EXPERTISE ON ESG & INNOVATION



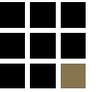
# COIMA - COIMA ROOTS FRAMEWORK



COIMA firmly believes that investing in cities requires a strong sense of responsibility towards the community and future generations

COIMA ROOTS is at the centre of our process with the commitment to generate, measure, monitor and deliver long term sustainable, economic and social performance

# COIMA - SUSTAINABILITY SNAPSHOTS



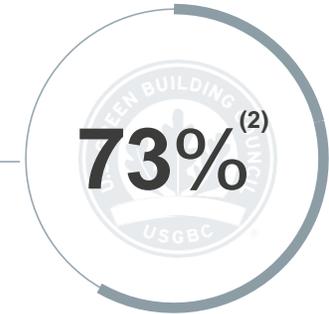
**Google Headquarters** (2014)  
Architect: William McDonough & Partners, Cradle-to-Cradle Founder



**Bosco Verticale** (2014)  
Architect: Boeri Studio  
CTBUH Award - 50 Most Influential Tall Buildings

LEED® on  
COIMA GAV

% on GAV



*(2) Percentage calculated on the total pre-certified and certified portfolio of COIMA SGR, COIMA SRL and COIMA RES.*

**Sustainability Think Tank**



**Biblioteca degli Alberi Milano** (2019)  
Pilot Project inclusive public spaces

**€2 Bln**

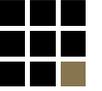
ONGOING  
DEVELOPMENT  
PROJECTS

**€2 Bln**

PIPELINE  
PROJECTS

# THANK YOU FOR YOUR ATTENTION

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*PLEASE FOLLOW US NOW TO SEE SOME OF THESE  
PROPERTIES WITH YOUR OWN EYES!*