



IDeA FIMIT_{sgr}

IDeA FIMIT_{sgr}
Società di Gestione del Risparmio



Company Update February 2015



Introduction to IDeA FIMIT sgr

IDeA FIMIT is controlled by DeA Capital with a 64.3% stake

> Introduction to IDeA FIMIT sgr

> Why IDeA FIMIT sgr

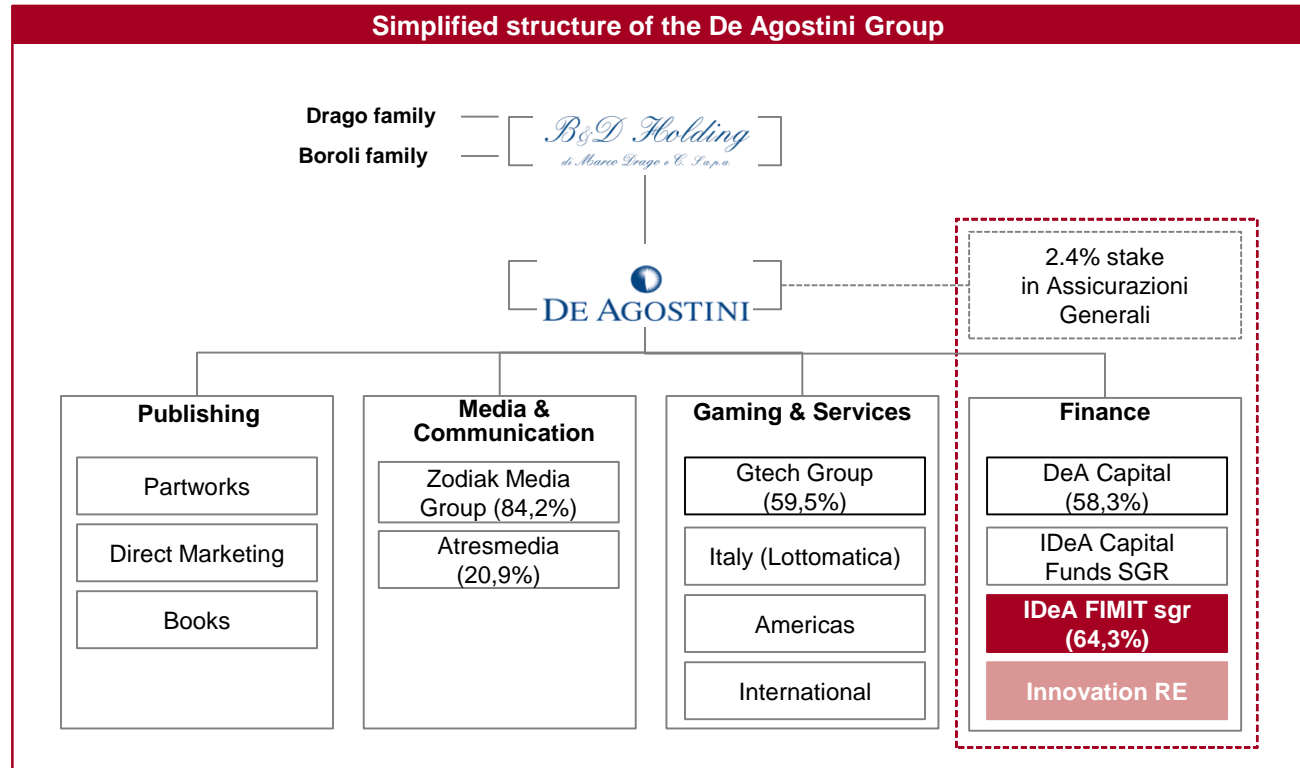
- Largest Italian real estate management company
- High institutional profile
- Experience in execution
- Proven asset management skills
- Focus on "Core"

> Real estate market scenario

> Strategy & Outlook

> Conclusions

> DeA Capital is part of the De Agostini Group, a family-owned group, active worldwide, with around 5 bln € in revenue in 2014



Introduction to IDeA FIMIT sgr

In a nutshell

- > **Introduction to IDeA FIMIT sgr**
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- > IDeA FIMIT sgr is Italy's **largest Real Estate Fund Management Company with approximately € 9 bn of assets under management and a market share of 21%**
- > Established in October 2011 as the result of the incorporation of First Atlantic RE sgr into FIMIT sgr, IDeA FIMIT sgr combines the experience of two of the main players in the Italian market
- > Over time, the company's funds have attracted several primary domestic and international investors, including **pension funds, private companies, financial institutions as well as sovereign wealth funds**
- > The Mission of the company is to develop, promote and manage real estate financial instruments to satisfy the demand of Italian and international investors, with a focus on institutional clients
- > IDeA FIMIT specializes in core investments with a smaller exposure to investments in **value added**
- > IDeA FIMIT pursues **low levels of risk, stable cash flows, low volatility**, and implements simple financial structures



Rome, Via Flaminia



Rome, Via Curtatone



Milan, Piazza Cordusio



Rome, Piazzale Mattei



Milan, La Rinascente



Rome, Piazza Kennedy



Colonia, DB Campus



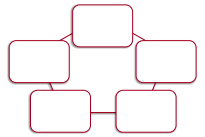
Naples, Via Toledo



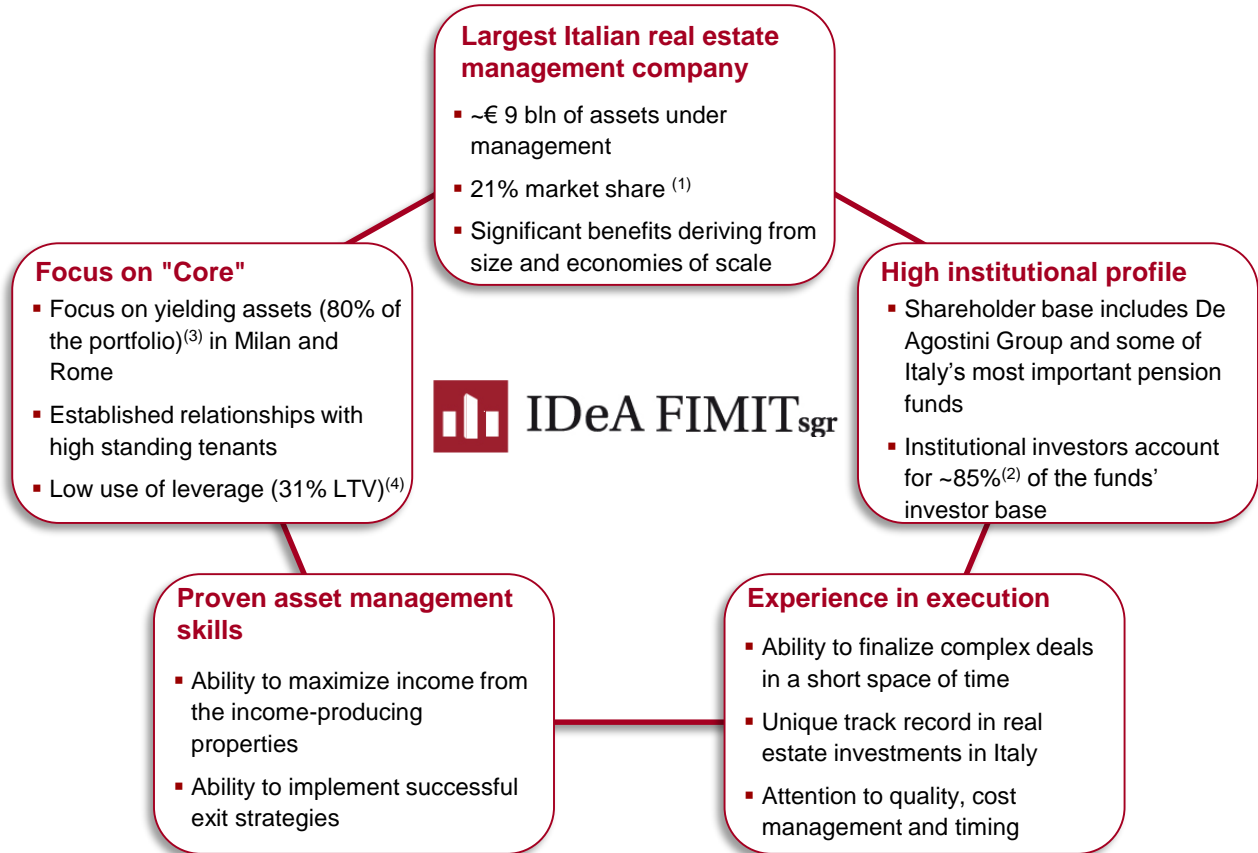


Why IDeA FIMIT sgr

An ideal partner to invest in real estate



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1. Based on AuM of the real estate funds included in the Assogestioni report, as of June 2014, plus AuM of Beni Stabili Gestioni sgr
2. Includes: Pension Funds, Insurance Companies and Banks
3. By value
4. Weighted average LTV of the funds under management



Largest Italian real estate fund management company

> Introduction to IDeA FIMIT sgr

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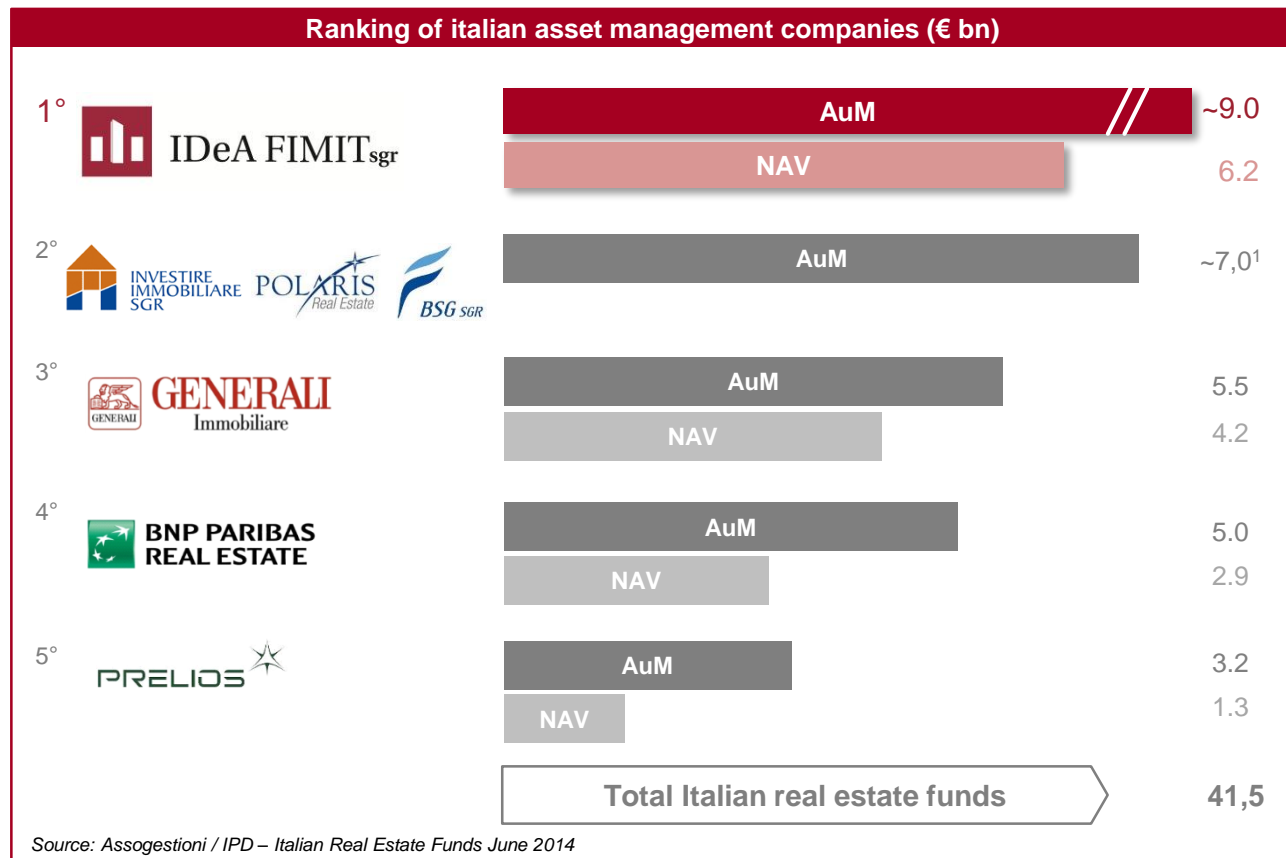
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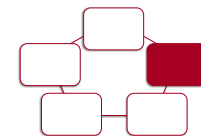
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> IDeA FIMIT is the **largest Italian real estate fund management company** with **37** real estate funds under management, and approximately **€ 9 billion of aggregated assets**



¹ Investire Immobiliare SGR, Polaris Real Estate SGR, and Beni Stabili Gestioni SGR merged in December 2014. AuM is estimated based on December 2014 data, NAV is not available.

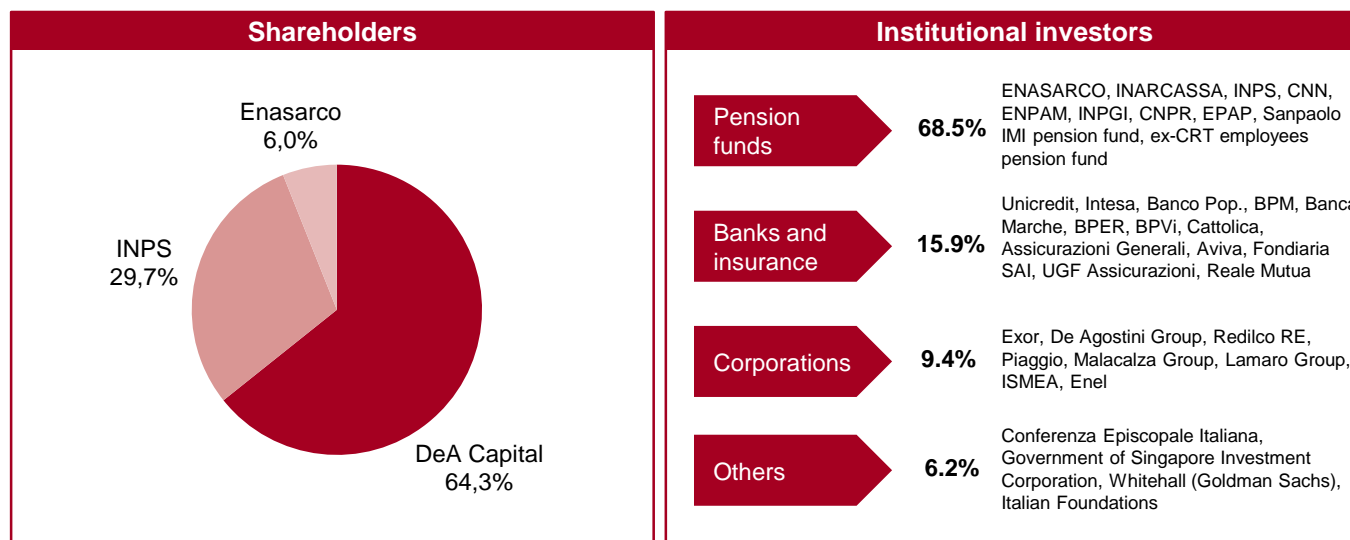




High institutional profile

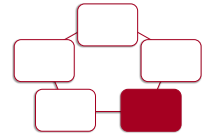
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- > IDeA FIMIT's shareholder base includes **DeA Capital** and some of the **main national pension funds**, both public and private
- > The shareholder structure is a key asset for the Company, allowing it to be recognized as an ideal partner for Italian and international institutional investors in real estate
- > IDeA FIMIT has a **broad range of investors** in its funds, including some of Italy's most important pension funds, that consider IDeA FIMIT to be their point of reference in the real estate fund management sector
- > IDeA FIMIT has about 80 institutional investors and more than 70.000 retail investors⁽¹⁾



1. Data on listed funds refer to the initial placement



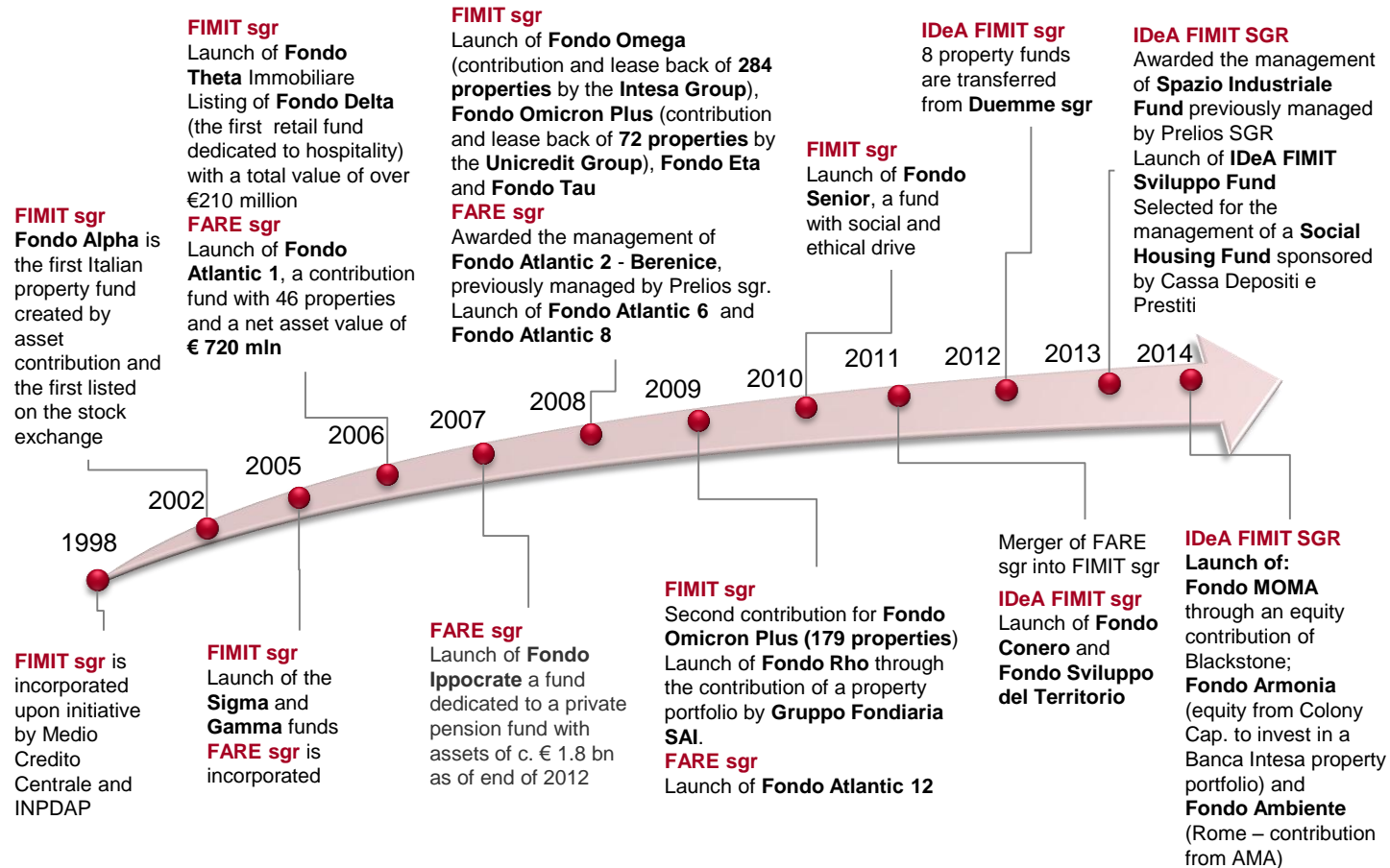


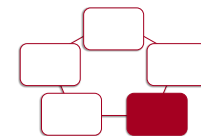
Why IDeA FIMIT sgr

Experience in execution: our track record

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> IDeA FIMIT's track record is unparalleled in the Italian market





Experience in execution: a few examples

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FondoAlpha^α

FondoDelta^δ

FondoAtlantic¹

FondoOmega^Ω

FondoOmicron^{PLUS}

FondoRho^P
CORE

FondoConero[✈]

	<u>Date</u>	<u>Contributor</u>	<u>Contribution</u>	<u>Main details</u>
	June 2002	INPDAP Listed for 18.476 retail investors	27 properties with an overall value € 247 million	- First fund quoted in Italy and the first example of an sgr being given the task of value creation of public properties
	March 2009	Created through fund raising, listed for 17.225 retail investors	€ 210 million	- First retail fund to invest in properties dedicated to tourism and recreational use - In 2009-2010 Delta bought a portfolio of 8 important multiplex properties
	June 2006	SPE for Goldman Sachs' WhiteHall Fund, listed for 11.297 retail investors	46 properties with an overall value of € 636 million	- Properties from important portfolios of Immobiliare Metanopoli, Telecom and GS Carrefour
	December 2008	Immit of the Intesa San Paolo Group	284 properties with an overall value of € 850 million	- Omega is the first main example of Sale&Leaseback undertaken by an Italian bank to increase returns of its properties - Represents the most important example of innovation in the Italian property market in 2008
	December 2008	Historical offices of the Unicredit Group	72 properties with an overall value of € 950 mln (in 2009 another capital contribution of 179 properties)	- Properties include some historical offices of Unicredit like Palazzo Broggi in Piazza Cordusio in Milan, the bank's headquarters, and also the landmark office of Unicredit in via della Repubblica in Parma.
	December 2009	Fondiarria-SAI and Milan Assicurazioni	15 properties with an overall value of €478 million	- Financed by a group of banks: Unicredit Group, Banca Imi, BNP Paribas, Calyon, Société Generale, MPS Capital Services and BancaSAI
	August 2011	Banche delle Marche	135 properties with an overall value of €270 million	-Third example of a bank undertaking Sale&Leaseback

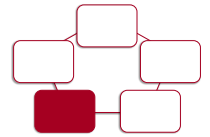
Listed Property Funds

Contributions from Financial Institutions





Why IDeA FIMIT sgr

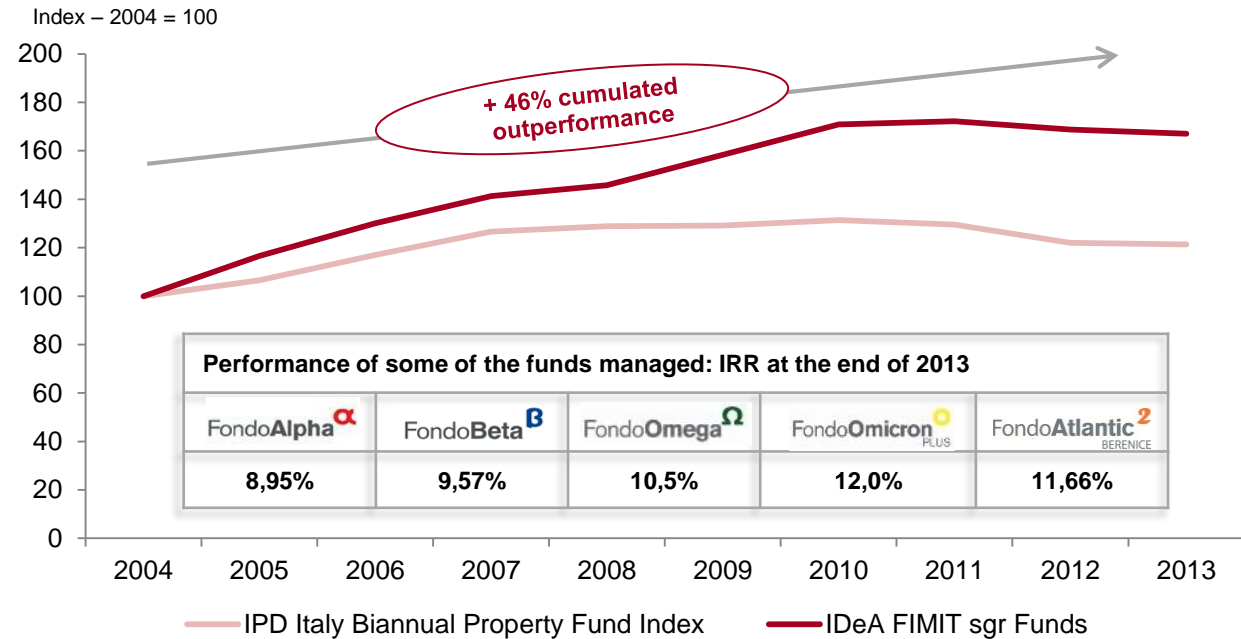


Proven asset management skills

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- > In aggregate, the funds managed by IDeA FIMIT have **consistently outperformed the IPD index for Italian pooled property funds** in the past few years

Cumulated performance: IDeA FIMIT funds vs IPD Italy Biannual Property fund Index (2004=100)



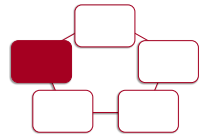
Source: IPD Italian Pooled Property Fund Indices, 31/12/2013. IDeA FIMIT data calculated using the same method as IPD: $[(Nav\ variations + distributions - contributions) / Nav_{t-1}]$

Note: 2014 data not yet available





Why IDeA FIMIT sgr



Focus on "Core": high quality portfolio

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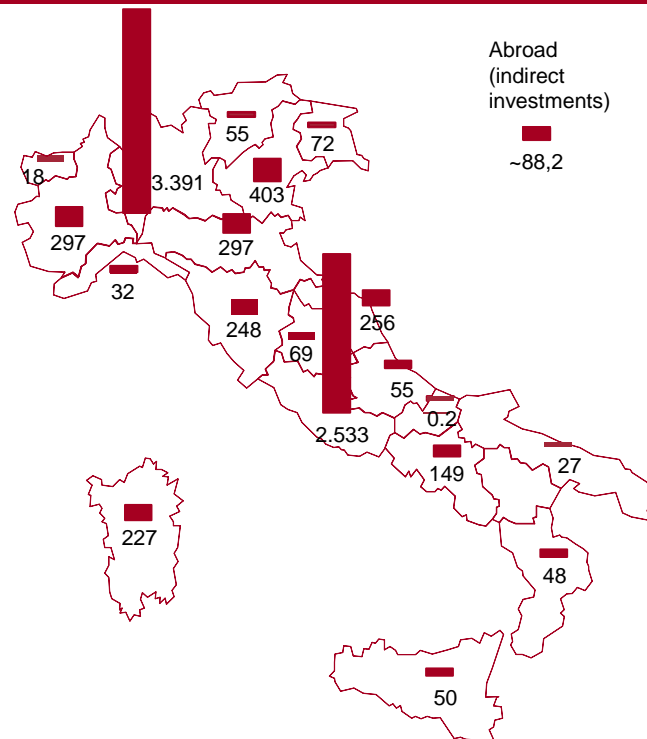
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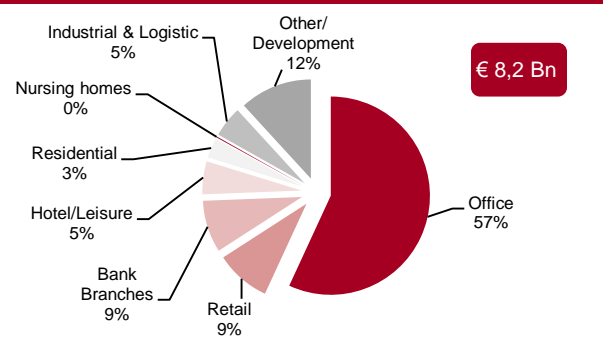
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- > IDeA FIMIT's real estate portfolio offers **geographical diversification**, with high exposure to the most important cities (about 70% in Rome and Milan) and **exposure to income-producing assets** (80%), mainly used as offices

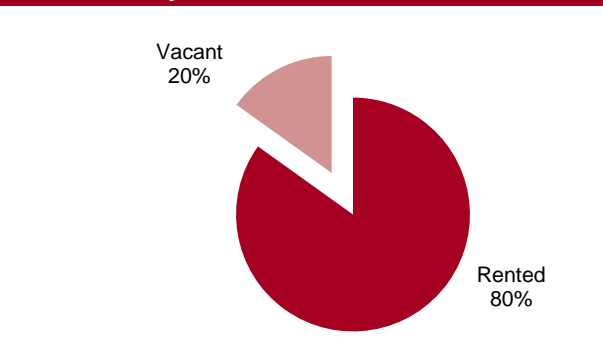
Assets under management by geography⁽¹⁾ (€ Bn)



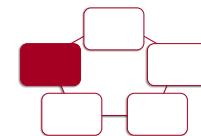
Breakdown by main use⁽²⁾



Breakdown by rental status⁽²⁾



1. Data as of 30/06/2014
2. By value, as of 30/06/2014



Focus on "Core": low leverage of managed funds

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- > The weighted average Loan-to-Value of the funds managed by IDeA FIMIT is well below the limits set by the law. This ensures the solvency of the funds and leaves some room for additional resources to be invested
- > **IDeA FIMIT funds have an average maturity of 8 years**

	Funds (#)	Assets (#)	AuM (€ Bn)	NAV (€ Bn)	LTV (%)
Retail Funds	5	92	€ 2.0	€ 1.1	42%
Reserved Funds	30	968	€ 7.0	€ 5.1	28%
	2 ⁽²⁾	167	n.a.	n.a.	n.a.
	37	1,135	~9.0 ⁽¹⁾	~6.2	~31%

1. Data as of 30/06/2014



Real estate market scenario

Italian real estate market: new opportunities materialising

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- > **IDeA FIMIT, as the clear market leader, is the ideal partner to seize the opportunities available in the Italian market**

KEY ISSUES

- Weakness of the Italian economy, which has delayed a recovery in the real estate market vs other European countries
- Until 2014: tight credit conditions and lack of liquidity
- Fundraising still difficult
- Unclear regulations and tax regime have discouraged foreign investors from «coming back to Italy»

OPPORTUNITIES

- Privatization of RE assets belonging to the central and local PA
- Banks' and Institutional investors' need to increase the liquidity of their RE portfolios
- Maturity of most retail real estate funds with high quality portfolio
- Need for "rescue capital" and expenditures / property repositioning
- Property repricing/Interest rates: high spread on fixed income yields
- Growing transaction volumes underpinned by international opportunistic investors, while core investors still lack
- Penetration of RE funds lower than in the largest European countries (1/2 Germany); zero exposure at private pension funds
- New legislation on REITs: a first, positive sign

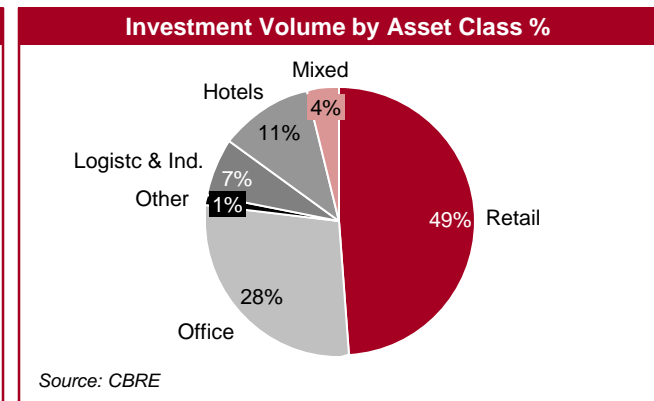
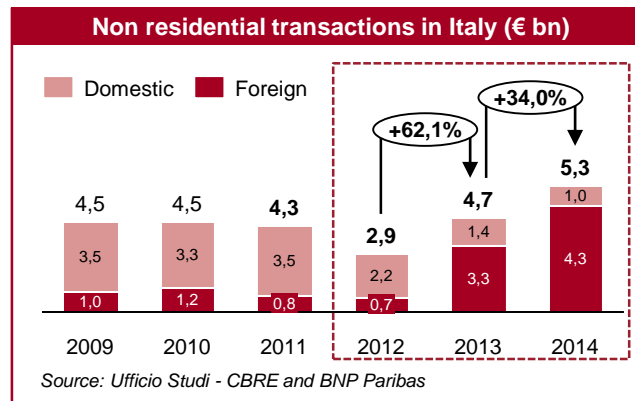
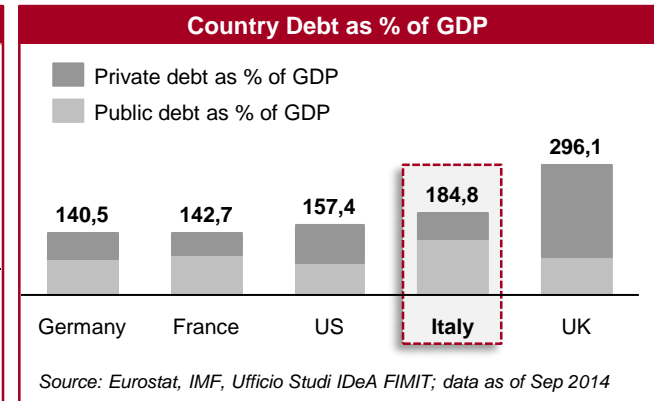
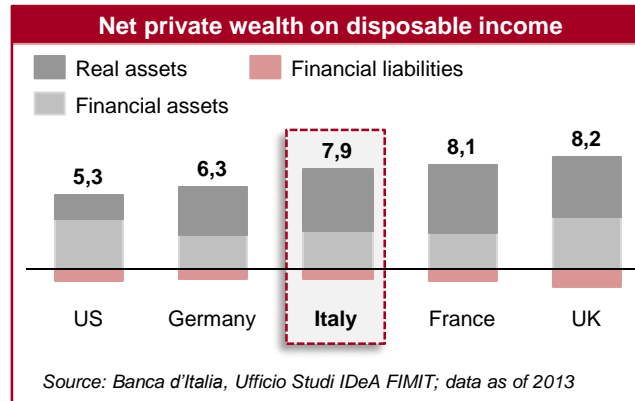


Real estate market scenario

Private wealth and transaction volume in Italy

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- > **Italy has the highest level of net private wealth** among the developed economies
- > Including private debt, **Italy does not have a critical level of indebtedness**
- > Transaction volume sharply increased from 2013 thanks to foreign investors' inflows
- > **Weakness of the Italian economy and credit crunch** continued to be a constraint for domestic investors





Real estate market scenario

Downward trend in property prices closer to an end

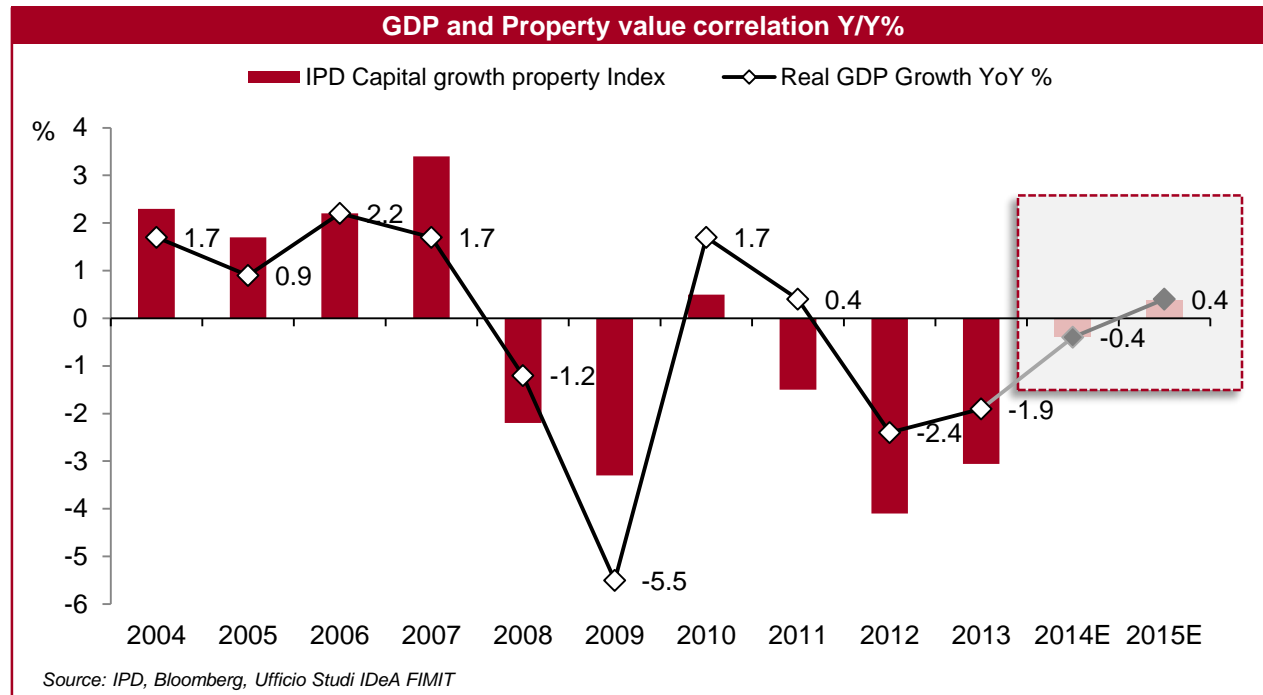
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- > There is high correlation among property value and GDP growth
- > The expected GDP expansion for the current year, should positively affect property values





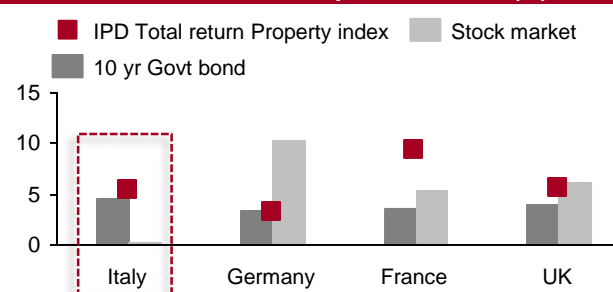
Real estate market scenario

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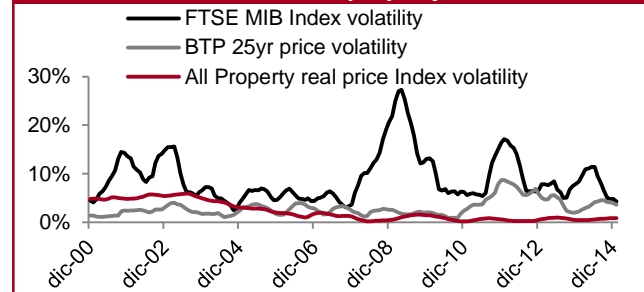
- > Real estate investments have historically outperformed other assets in the main European countries
- > **Property value in Italy traditionally presented a very low volatility**
- > Thanks to the all-time low BCE rates and to repricing, the current value of the spread between property and 10Yr BTP yields is at its all-time high
- > **Real estate has become the asset class of choice for many investors**

Total return from 2003 to 2012 for asset class in the main European countries (%)



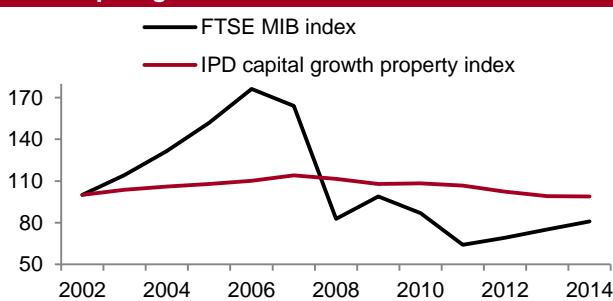
Source: Bloomberg, IPD, Ufficio Studi IDeA FIMIT

Historical monthly volatility in Italy for stocks, govt bonds and property



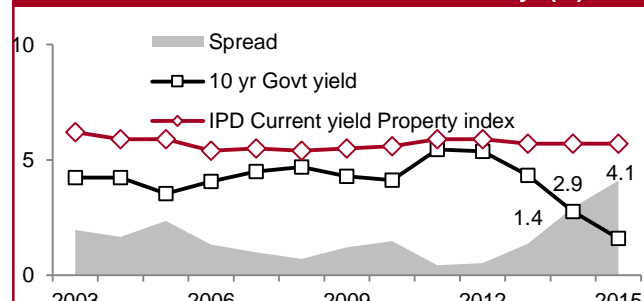
Source: Bloomberg, Scenari immobiliari, Ufficio Studi IDeA FIMIT

Capital growth: Real estate vs Stock market



Source: Bloomberg, IPD, Ufficio Studi IDeA FIMIT

Current income: Real estate vs BTP 10yr (%)



Source: Bloomberg, IPD, Ufficio Studi IDeA FIMIT



Real estate market scenario

Prime yields are higher than in the main European markets

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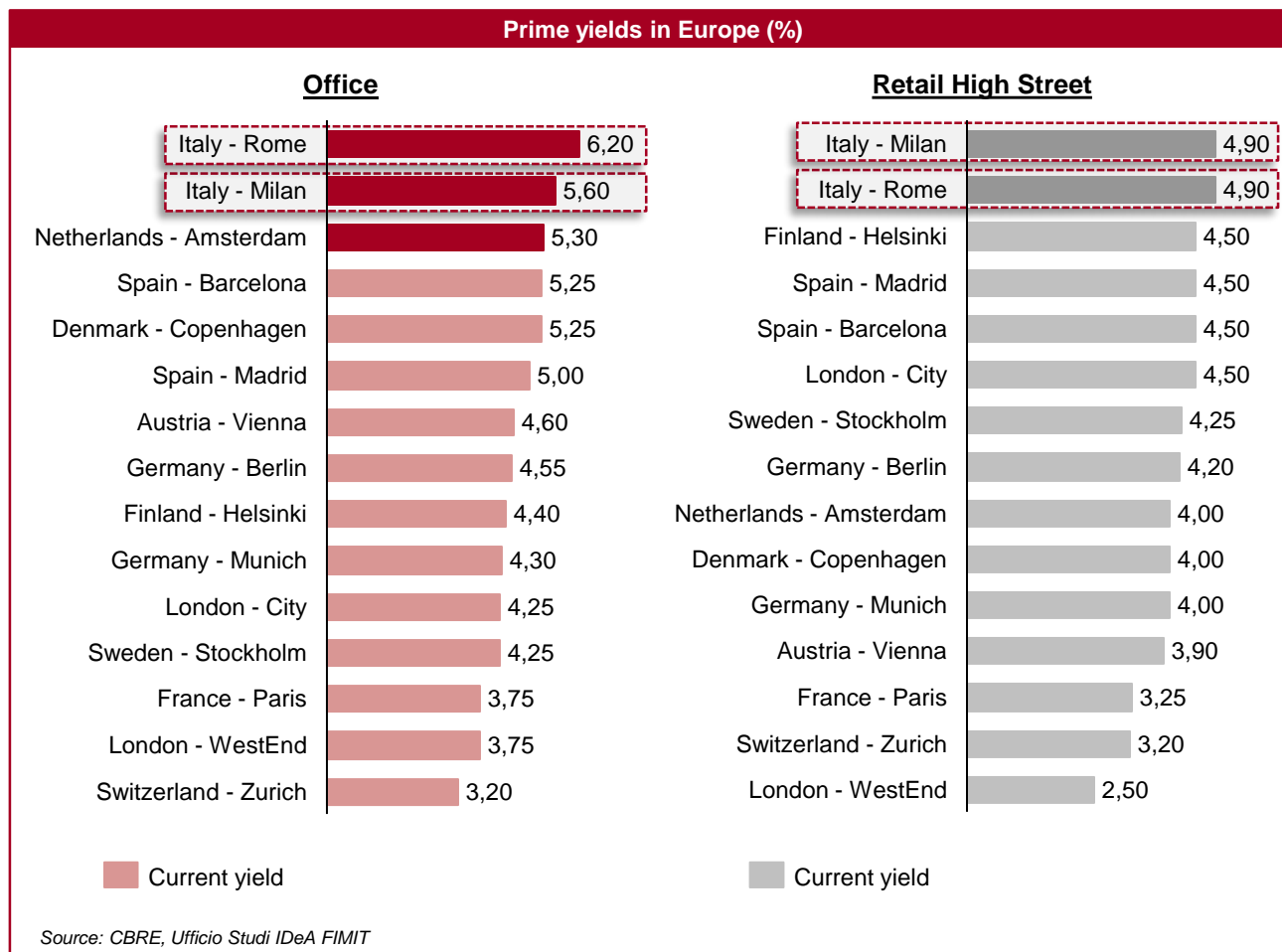
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> Real estate yields in Italy are among the highest in Europe





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Real estate market scenario

Increasing spread of RE yields vs equities and bonds

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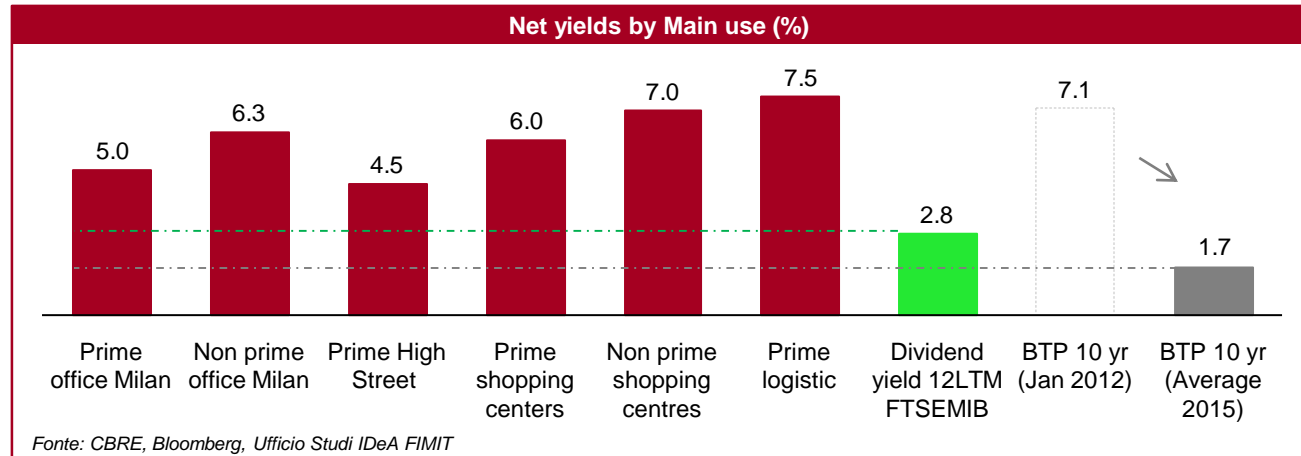
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> Real estate investments in Italy now offer an **attractive yield** and record an increasing spread on government bond yields



Some of the recent investments in Italy						
Name / Address	City	Purchaser	Price	Yield	Main use	
Portfolio Olinda	Various	AXA REIM	€ 286	9,9%	Retail	
Borgogioioso, Colonne e Valdichiana FOC	Carpi/Brindisi/Valdichiana	Blackstone	€ 170	9,0%	Retail	
Fiumara Shopping Center & Entert. Center	Genova	Allianz & ING Insurance	€ 170	7,0%	Retail	
Portfolio Arcese	Various	Blackstone	€ 165	10,6%	Ind. / Log.	
Airone & Valecenter Shopping Centers	Venice	Blackstone	€ 145	8,5%	Retail	
Limbiante Shopping Center	Limbiante	ING Insurance	€ 145	7,5%	Retail	
Sede Corriere della Sera	Milan	Blackstone	€ 120	8,6%	Office	
Galleria Borromea	Peschiera Borromeo	Europa Capital	€ 82	7,5%	Retail	
Meraville Retail Park	Bologna	Orion	€ 76	8,5%	Retail	
8 Gallery	Torino	GWM	€ 76	8,3%	Retail	
Parco de' Medici - Building A	Rome	Blackstone	€ 65	12,7%	Office	

Fonte: Ufficio Studi IDeA FIMIT, various sources



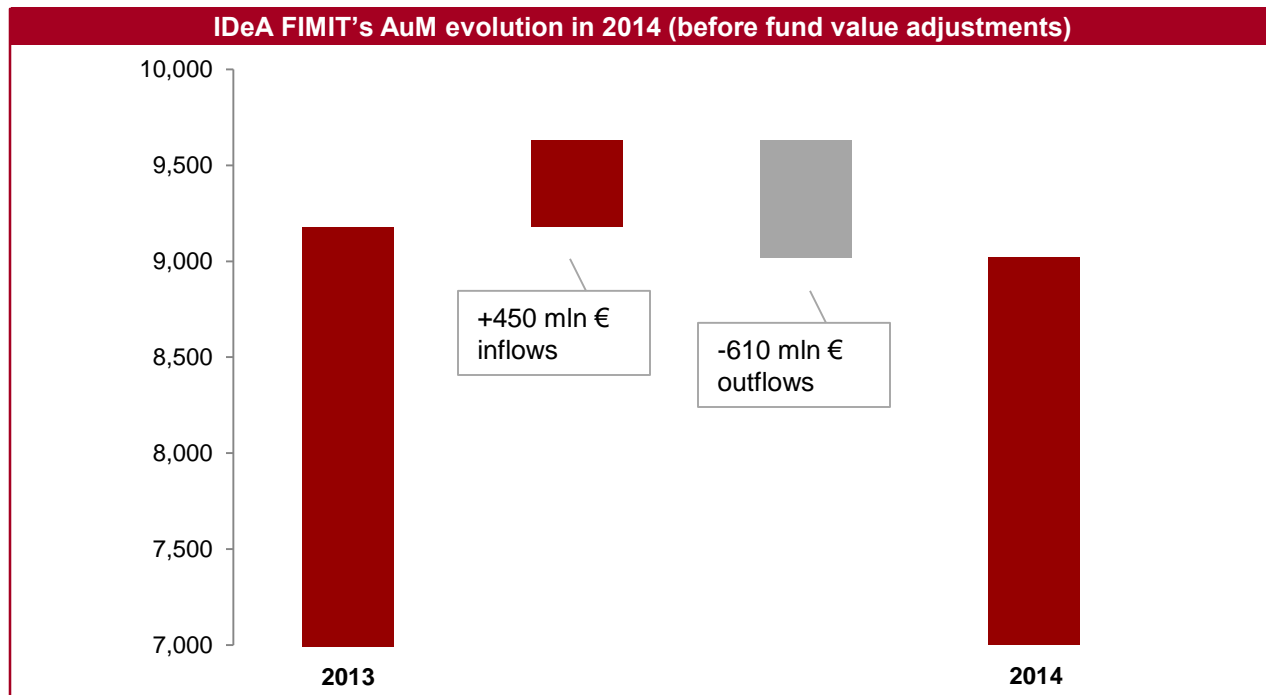


IDeA FIMIT in 2014

Transactions restart: sales not yet compensated by fundraising

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- > 2014 has seen a pick-up in the transaction volume, mainly driven by foreign institutional investors with an opportunistic approach
- > This has accelerated property sales, particularly by funds closer to their term, while recovery in fundraising was slower. 2 new funds launched in the 4Q 2014



Source: IDeA FIMIT; inflows include Armonia and Moma funds (ca 300 mln, finalized in Q4 2014)





IDeA FIMIT outlook

IDeA FIMIT: 2015-17 action plan

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- > In a context that remains difficult, but presents some opportunities, IDeA FIMIT is implementing a few key actions with the objective of compensating for property sales/fund reaching term, and of growing AuM in the medium term:

Contributions to existing and new funds

- Contribution of properties belonging to institutional investors, including pension funds and banks, mainly used as offices and retail premises, to existing funds or to create new ones (e.g. the new Armonia Fund – Colony Capital)

REITs (SIIQ)

- New, tax efficient legislation on Italian REITs opens up opportunities for IDeA FIMIT to manage these vehicles and address new investors/markets

Development projects

- Management of large residential, healthcare and office building construction projects in key locations (Northern Italy, Rome)

Participation to tenders

- Participation to tenders for new or expiring mandates (mainly pension funds)

Other projects

- Innovative projects including a fund to invest in renewable energy plants
- Fundraising with foreign investors; club deals for institutionals

Sector consolidation

- Further aggregation of smaller players, or acquisition of incremental masses



IDeA FIMIT outlook

2014 financials and 2015-17 outlook

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	2014F	2015-17 outlook	
AuM	8.6 bln € (*)	Low single digit CAGR	Impact of property sales on AuM compensated by new initiatives
Avg. % fee	0.60	Down ~5 bps	Pressure on fees continues, mitigated by sector consolidation
Revenues	~53 mln €	Broadly flat	
EBITDA	~23 mln €	Low single digit CAGR	Cost control on personnel and G&A

Note: 2014 net result will be penalised by

- PPA amortisation 7,5 mln € (estimated to go down to 1.2 mln € by 2017)
- impairments 7.4 mln €

(*) Excluding Armonia and Moma



Conclusions

Key takeaways (in a few tweets)

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#1

- Italy's largest RE fund manager, with a high institutional profile

#Core

- Focused on Core/Core+ investments, with a low risk profile

#leadership

- Perfectly positioned to confront the difficult phase in the Italian mkt and seize the medium-term opportunities

#market

- First signs of a recovery in the Italian real estate market are materialising

#strategy

- Many initiatives in the pipeline to re-launch growth, in the short and medium term

#2015-17

- Financial results expected to improve in 2015-17





Back up

Our Funds: key data

> Trophy assets

#	Fund name	Launch	Term	AuM (€ mln) Y/E 2014*
1	Alpha	27/06/2000	27/06/2030	435
2	Agris	29/12/2011	31/12/2021	91
3	Ambiente	30/10/2014	30/10/2029	150
4	Ailati	20/10/2006	31/12/2016	74
5	Ariete	09/11/2007	31/12/2022	90
6	Armonia*	28/11/2014	28/11/2021	175
7	Atlantic 1	01/06/2006	31/12/2016	624
8	Atlantic 12	30/12/2009	31/12/2017	11
9	Atlantic 2 - Berenice	14/07/2005	31/12/2018	205
10	Atlantic 6	21/07/2008	31/12/2016	50
11	Atlantic 8	18/12/2008	31/12/2016	29
12	Atlantic Value Added	29/12/2011	31/12/2020	50
13	Beta	01/01/2004	31/12/2017	143
14	Castello	04/04/2005	31/12/2016	34
15	Conero	04/08/2011	31/12/2023	246
16	Creative Properties	03/04/2006	31/12/2016	27
17	Delta	21/02/2006	31/12/2017	226
18	Eta	27/07/2006	29/12/2016	220
19	Gamma	15/03/2007	09/06/2019	286
20	Fondo Housing Sociale Liguria	30/07/2014	31/12/2039	11
21	IDeA FIMIT Sviluppo	20/12/2013	18/12/2043	15
22	Ippocrate	02/03/2007	30/06/2022	1,868
23	Moma*	30/07/2014	31/12/2021	127
24	Omega	22/12/2008	31/12/2023	627
25	Omicron Plus	30/12/2008	31/12/2023	858
26	Private RE	15/11/2006	31/12/2016	110
27	Rho Core	14/12/2009	14/12/2019	481
28	Rho plus	14/12/2009	14/12/2019	527
29	Senior	29/12/2009	29/12/2039	124
30	Sigma	15/05/2005	15/02/2020	163
31	SIPF No.2	01/09/2009	31/12/2022	30
32	Spazio Industriale	29/12/2005	31/12/2020	372
33	Sviluppo Territorio	28/11/2008	31/12/2021	19
34	Tau	20/11/2007	19/11/2017	71
35	Theta	18/12/2006	02/08/2036	190
36	Trentino RE	15/03/2007	31/12/2037	59
37	Venere	29/12/2011	31/12/2016	63

Funds in dark red color are retail (listed) funds

- The list includes two funds launched at the end of 2014 but not yet contributing to the fee income during the last year.
- Total AuM from fee-generating funds at Y/E were 8.6 bn €, or 8.9 bn € including the Armonia and Moma funds



Our Trophy assets: Milan

> Trophy assets



FondoIppocrateⁱ

Address

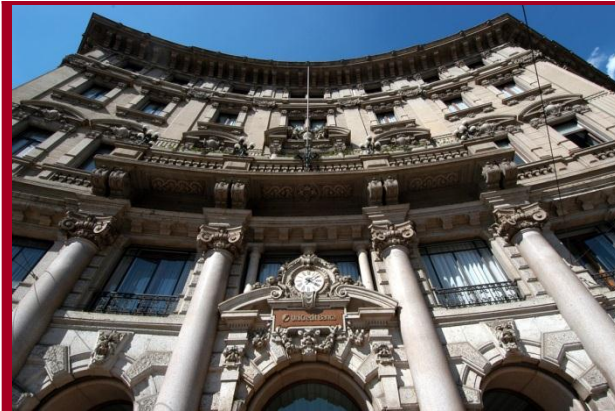
Via S. Radegonda 3/10 – Milan

Other information

Main use: **Retail**

Gross area: **49.675 sqm**

Main tenant: **La Rinascente**



FondoOmicron⁺
PLUS

Address

Piazza Cordusio - Milan

Other information

Main use: **Office**

Gross area: **37.152 sqm**

Main tenant: **Unicredit Real Estate**





> Trophy assets



Fondo**Atlantic**¹

Address

Piazza Cavour, 2 – Milan

Other information

Main use: **Office**

Gross area: **19.092 sqm**

Main tenant: **Credit Agricole - The Carlyle Group**



Fondo**Creative**
PROPERTIES

Address

Via Tortona 37 – Milan

Other information

Main use: **Labs**

Gross area: **13.839 sqm**





> Trophy assets



Fondo**Sigma**^o

Address

Via Verdi, 7 Angolo Via Boito, 10 – Milan

Other information

Main use: **Office**

Gross area: **3.688 sqm**

Main tenant: **Unicredit Real Estate**



Fondo**Atlantic**¹

Address

Via Martiri Di Cefalonia, 67 - San Donato Milanese

Other information

Main use: **Office**

Gross area: **38.254 sqm**

Main tenant: **ENI Group - Credito Bergamasco**





> Trophy assets



Fondo**Omega**^Ω

Address

Via Verdi 9, 11, 13 - Via Boito - Via Dell'Orso – Milan

Other information

Main use: **Office**

Gross area: **19.850 sqm**

Main tenant: **Cariplo pension fund**



Fondo**Ippocrate**ⁱ

Address

Piazza Boldrini, 1 – Milan

Other information

Main use: **Office**

Gross area: **37.613 sqm**

Main tenant: **Eni Group**



> Trophy assets



FondoIppocrateⁱ

Address

Piazzale Enrico Mattei, 1 - Rome

Other information

Main use: **Office**

Gross area: **37.167 sqm**

Main tenant: **Eni Group**



FondoIppocrateⁱ

Address

Piazza Kennedy, 20 - Rome

Other information

Main use: **Office**

Gross area: **40.516 sqm**

Main tenant: **Ministry of Education**





> Trophy assets



FondoAlpha^α

Address

Via Cavour 5 / Via F. Turati 38/40 - Rome

Other information

Main use: **Office**

Gross area: **17.702 sqm**

Main tenant: **Internal Affairs Ministry**



FondoTheta^θ

Address

Via Flaminia N. 133-135-137 - Rome

Other information

Main use: **Office**

Gross area: **6.067 sqm**

Main tenant: **Service companies**



> Trophy assets



Address

Da Vinci Center - Rome

Other information

Main use: **Office Development**

Gross area: **8.034 sqm**

Main tenant: **American Express**

FondoAlpha^α
FondoGamma^γ
FondoSigma^σ
FondoBeta^β



Address

Via Romagna, 17 – Rome

Other information

Main use: **Bank branches**

Gross area: **2.613 sqm**

Main tenant: **Banca Marche**

FondoConero[✈]



> Trophy assets



FondoRho^P
CORE

Address

Piazza Della Libertà 6 - Via Lorenzo Il Magnifico 1/17
- Florence

Other information

Main use: **Office**
Gross area: **23.446 sqm**
Main tenant: **Ca.Ri. Di Lucca, Pisa E Livorno and
other financial companies**



FondoOmicron⁺
PLUS

Address

Via Dei Vecchietti 11 - Florence

Other information

Main use: **Office**
Gross area: **6.385 sqm**
Main tenant: **Unicredit Real Estate**



> Trophy assets



Address

Via Toledo 185 – Naples

Other information

Main use: **Office**

Gross area: **10.363 sqm**

Main tenant: **Intesa Sanpaolo**

Fondo**Omega**^Ω



Address

Via Galileo Galilei 1 – Trento

Other information

Main use: **Office**

Gross area: **6.666 sqm**

Main tenant: **Unicredit Real Estate**

Fondo**Omicron**⁺
PLUS





IDeA FIMIT sgr

Cologne

> Trophy assets



FondoGamma^y

Address

Deutsche Bank Campus - Cologne

Other information

Main use: **Office**

Gross area: **23.766 sqm**

Main tenant: **Deutsche Bank**





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