



Real Estate
Professionals



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The strength of a major corporation

IPI is a **Real Estate Management & Property Company**
with its own real estate assets.



The IPI Group

The IPI Group is specialised in real estate services and consultancy for investors, institutional operators, companies and private clients.

IPI's business units cover the entire **Real Estate** industry, ranging from property and facility management to valuations, due diligence, market analysis, brokerage, project and construction management and value-enhancing development, as well as real estate development and promotion.

IPI is also an **Investment Company** with its own real estate assets, including medium- to long-term investments and opportunistic transactions.

IPI participates in third-party real estate projects by providing real estate services and equity investments, so that its interests as a service provider can converge with those of the investor or operator.

Our Vision

“Our goal is to make our mark as a leading independent service provider in the real estate market and strengthen our ability to engage in partnerships with investors and operators, while at the same time operating as an investment company with its own real estate assets.”

Creating value is

Our History

Founded in 1970 in Turin, IPI has now become a key player in the Italian real estate industry, with 10 direct branches and a network of collaborators that ensure nationwide coverage.



1970

THE COMPANY IS FOUNDED in Turin.

The controlling shareholder is TORO Assicurazioni, of which IPI manages the real estate business

IPI IS ACQUIRED BY FIAT

and becomes the operating unit in charge of real estate management and value-enhancing development within the Group

1984



2004

STOCK MARKET LAUNCH

The company is sold by FIAT and launched on the stock market

THE SEGRE FAMILY
take over the company, acquire 95% of IPI's capital following a tender offer and delist it from the stock exchange

2009



the key of success



2010-2013

NEW BRANCH OFFICES
in Rome, Milan, Padua
and Bologna, with the
aim of positioning IPI in
the Italian residential and
corporate market

**ARCOTECNICA,
ARCOENGINEERING
GROMA**

IPI becomes the
majority shareholder
of real estate service
providers Arcotecnica,
Arcoengineering and Groma

2017



2018

AGIRE SRL
IPI Servizi, Groma and
Arcotecnica are merged
into AGIRE Srl,
which together with
Arcoengineering becomes
a leading provider of
technical real estate
services



NEW BRANCH OFFICE
IPI opens a branch office
in Naples to cover the
southern Italian market

2019

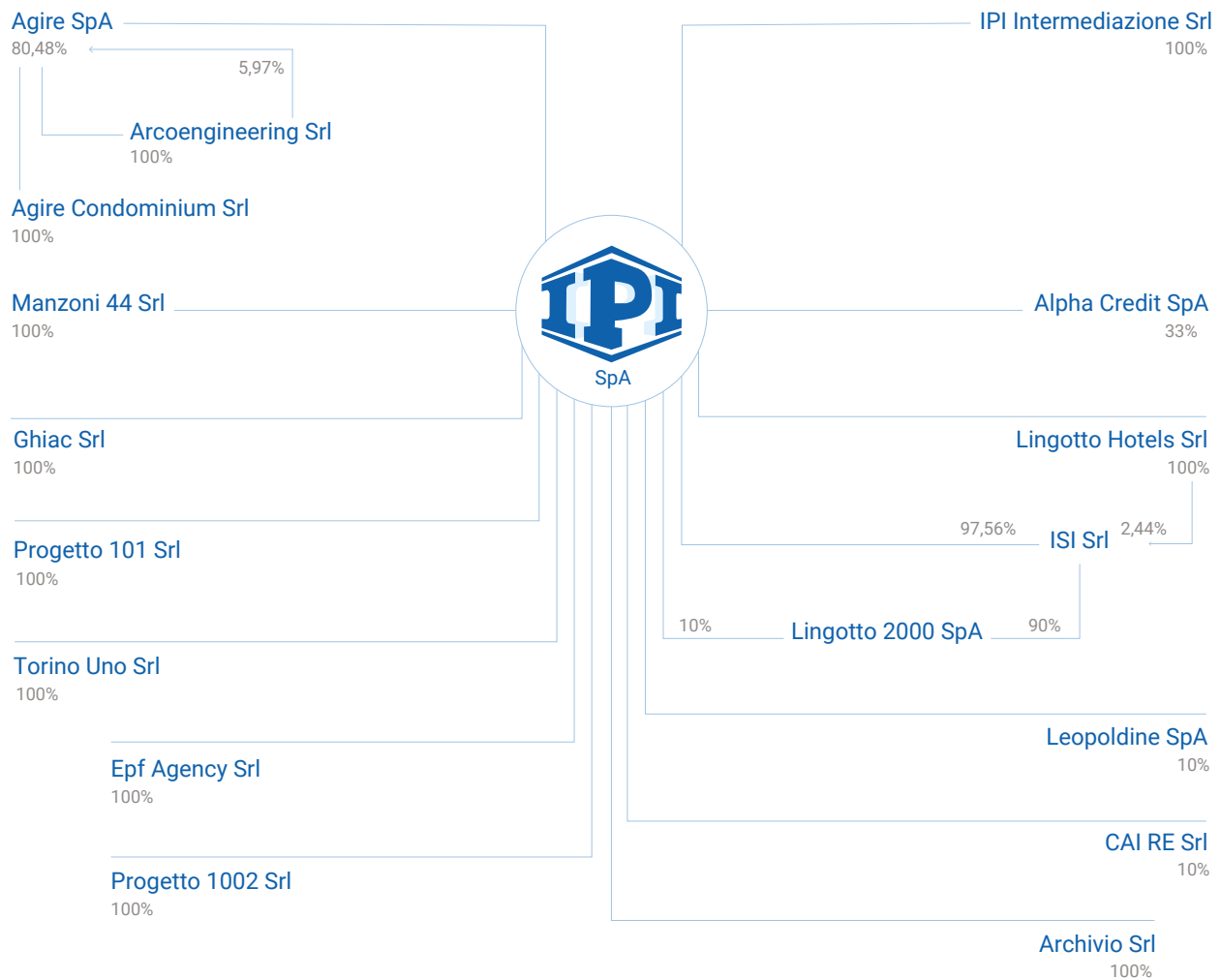


1970 | 2020

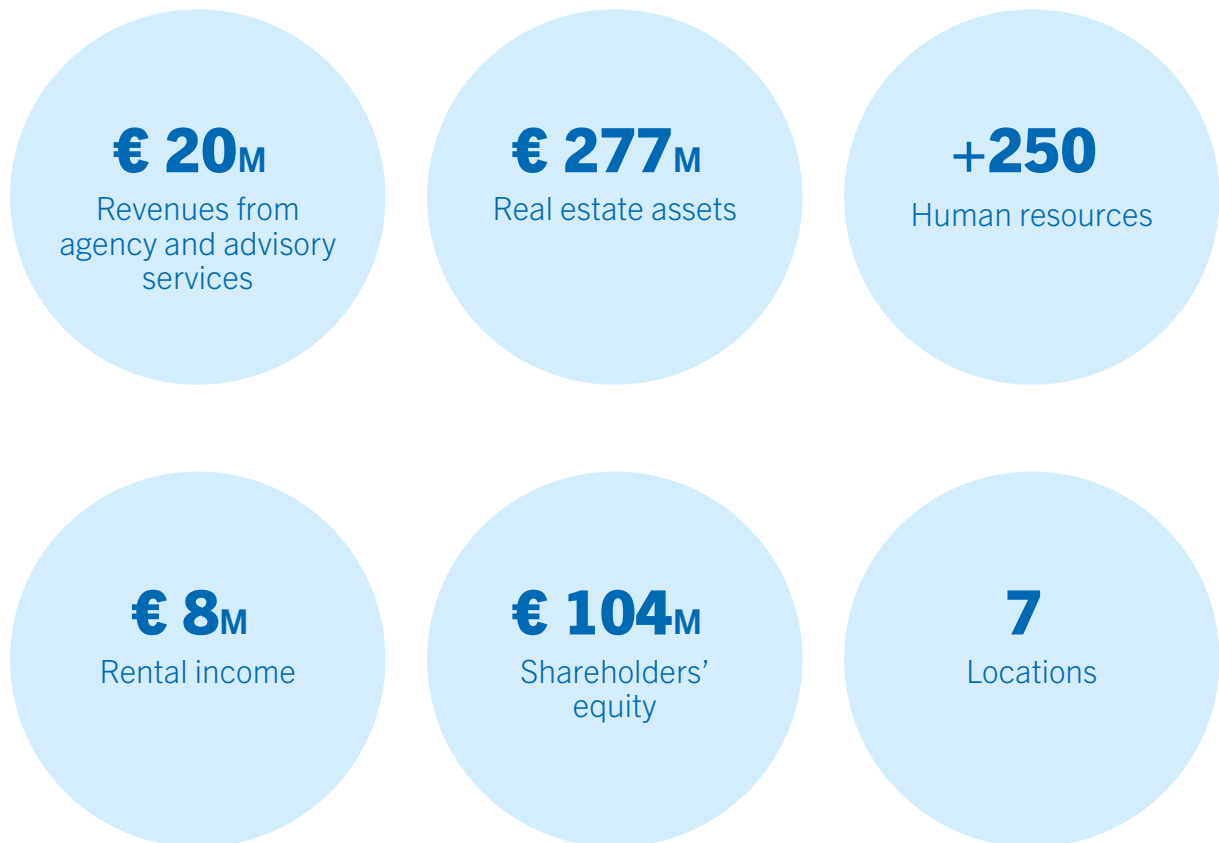
2020

50 YEARS
The company
celebrates its 50 years
of activity in the Italian
real estate market
AGIRE becomes a
joint-stock company

Company Structure



A Key Player in the Italian Real Estate Industry



Data from the 2020 financial statement

Full Service Real Estate Network





INTEGRATE TECHNICAL SERVICES

Global and integrated management of buildings and real estate assets.



REAL ESTATE VALUATIONS

Professional consultancy services for nationwide real estate valuations of all types of properties.



REAL ESTATE BROKERAGE AND AGENCY SERVICES

Support for investors, institutional operators, companies and private clients with agency and advisory services.



REAL ESTATE PROJECT MANAGEMENT AND DEVELOPMENT

Value-enhancing development of clients' real estate assets and management of real estate promotion and redevelopment activities.



ASSET MANAGEMENT

Bespoke consultancy services that help clients define the most suitable strategy for real estate asset management, value-enhancing development and disposal.



ENGINEERING

Integrated planning and professional construction services.



NPL/UTP ASSET MANAGEMENT

Technical and organisation services for managing building sales and NPL/UTP assets.



MANAGEMENT OF ACCOMMODATION FACILITIES

Management of accommodation facilities for value-enhancing development.

The background of the image is a deep blue, monochromatic scene. On the left side, there is a dark silhouette of a person standing and looking down at a small object, likely a smartphone. Behind the person is a large window with a grid of dark frames. The window looks out onto a bright, hazy landscape, possibly a body of water or a distant shore, which is visible through the panes. The overall atmosphere is professional and contemplative.

Market Research and Analysis Department

Reports, studies and strategic consultancy

The **Market Research and Analysis Department** is in charge of analysing and sharing information about trends, strategies and opportunities in the Italian real estate market.

The team issues **quarterly reports** on major cities and key asset classes, while developing specific studies and strategic advice for investors and users of all types of properties across the country.





AGIRE

TECHNICAL PARTNERS IN THE REAL ESTATE INDUSTRY

AGIRE is a company of the IPI Group that offers real estate technical services. Based in Turin, Milan and Rome and backed by a team of over 130 employees and by a nationwide network of building managers, AGIRE is the ideal partner for clients who wish to maximise the value of their real estate assets.

INTEGRATED MANAGEMENT OF REAL ESTATE SERVICES

Thanks to an integrated concept of technical services and to a multidisciplinary team of professionals, AGIRE offers support throughout every stage of real estate investments with comprehensive, big-picture oriented services tailored to the specific needs of the client.



OUR STRENGTHS



KNOW HOW

AGIRE builds on 50 years of experience and can count on an extraordinarily skilled team – thus ensuring unrivalled know-how.



TECHNICAL PARTNERS

AGIRE provides its clients with hands-on support and always strives to align with the goals of its partners.



LOCAL PRESENCE

Thanks to its 3 headquarters and to a nationwide network of building managers, the company can offer more efficient services at lower costs.



TAILOR MADE

Comprehensive, big-picture oriented services tailored to the specific needs of the client.



INDEPENDENT FROM AMCs

The company is independent from asset management companies, which ensures greater flexibility and rules out any possible conflict of interests.



CUTTING-EDGE TECHNOLOGIES

GRETA, an in-house developed management system that can be perfectly adapted to the specific needs of the client. When required, AGIRE also employs commonly used third-party management systems (Esse.RE, SAP, REF, Yardi).

THE RIGHT SOLUTION FOR EVERY NEED

AGIRE supports its clients throughout the entire life cycle of real estate assets.



**PROPERTY & FACILITY
MANAGEMENT**



**TECHNICAL DUE DILIGENCE &
FEASIBILITY STUDIES**



**PROJECT & CONSTRUCTION
MANAGEMENT**



**ADVISORY &
VALUATION**



PLANNING, AUDITS AND TECHNICAL SERVICES

ARCOENGINEERING is an engineering company controlled by AGIRE which builds on the entire portfolio of technical and specialised activities developed in over 35 years.

ARCOENGINEERING employs a team of 25 highly specialised and accredited senior and junior professionals, who can count on the long-term partnership of a local network of professional firms and specialised companies whenever needed. It has implemented and maintains a quality management system in accordance with the UNI EN ISO 9001 standards in its working fields.

The company's goal is to assist owners of real estate assets during acquisition, value-enhancing development and construction phases by offering a wide range of technical and professional services.

WORKING FIELDS



**PROJECT & CONSTRUCTION
MANAGEMENT**



PROJECT MONITORING
On-site supervision



**SITE AND TECHNICAL
CONSTRUCTION MANAGEMENT**



PILOTAGE
(Turnover and construction site)



**DEVELOPMENT MANAGEMENT,
FEASIBILITY STUDIES**



**CONCEPT, INTEGRATED PLANNING,
VALIDATIONS**



TECHNICAL ADVICE
(Technical consultancy, special
interventions, improvements
and compliance)



DIGITAL DATA ROOM



CONDOMINIUMS & CONSORTIA

AGIRE CONDOMINIUM is a company wholly owned by AGIRE specialised in the management of properties constituted as condominiums, super condominiums or service consortia, starting from preliminary analyses and up to the creation of new condominiums.

Management activities are usually grouped into different phases:

- Management structure
- Regulations and creation
- Management activities





IPI INTERMEDIAZIONE

REAL ESTATE AGENCY AND ADVISORY SPECIALISTS

Within the Group, IPI INTERMEDIAZIONE is the company in charge of **agency & brokerage services**.

IPI INTERMEDIAZIONE supports investors and institutional operators, companies and private clients by providing all the services and analyses needed to define the most appropriate strategy for the client's specific needs in different real estate areas.



IPI INTERMEDIAZIONE

IN-DEPTH KNOWLEDGE OF LOCAL AREAS

With over **50** professionals, **10** direct branches in **7** cities and an extensive network of collaborators, IPI INTERMEDIAZIONE constantly monitors local markets to seize opportunities in real time.



OUR STRENGTHS



KNOW HOW

Professional support since 1970.

A team of specialists with technical and financial know-how and a unique knowledge of the Italian market.



LOCAL PRESENCE

Direct branches managed by employees, plus a nationwide network of collaborators.



MULTI-ASSET CLASS

A multidisciplinary team covering all business areas: offices, residential buildings, industrial facilities, commercial units.



SYNERGIES OF THE IPI GROUP

Thanks to an integrated vision of real estate services and to effective synergies with other Group companies, IPI INTERMEDIAZIONE is able to manage real estate operations across the board.

TAILOR-MADE QUALITY



CORPORATE



RESIDENTIAL



RETAIL



SPLITTING AND
CONSTRUCTION SITES



CAPITAL MARKETS



PORTFOLIO
MANAGEMENT



A Real Estate
Group with its
Own Real Estate
Assets

Real estate assets

The **real estate assets** of the IPI Group, with a range of intended purposes and locations, consist of major rental properties, areas and complexes for value-enhancing development and traded properties.



Real Estate Assets

LINGOTTO

The Lingotto area has been steadily growing for over 20 years to become the symbol of advanced tertiary spaces in the city of Turin.

Its many functions are constantly expanding, thus maintaining the central role of the Lingotto area in the vibrant cultural life of Turin: NEXTTO, the recently renovated Office Hub, the two DoubleTree hotels by Hilton Turin Lingotto and NH Torino Lingotto Congressi, the Congress Centre, the multi-screen cinema, shops and restaurants in the shopping gallery, the first historic Eataly restaurant and the futuristic Green Pea, the Faculty of the Polytechnic and the Dental School.

One of the most appreciated features is the large indoor green area, called the “Wonder Garden”. The former test track is now home to the Pinacoteca Giovanni e Marella Agnelli, with its crystal roof screened from direct sunlight by the shading structures of the “Flying Carpet” and the “Bubble”, a spectacular meeting room covered by a glass roof and located next to a heliport.

[A centre that keeps expanding – also thanks to IPI.](#)





NEXTTO
PoloUfficiLingotto

NEXTTO | Lingotto Office Hub

Home to leading international companies, the NEXTTO | Lingotto Office Hub has become one of Turin's best office locations for any kind of business. Nextto offers as much as **50,000 square metres**, almost entirely rented out and redeveloped by the IPI Group in line with the highest European standards.



DOUBLE TREE BY HILTON TURIN Lingotto

The hotel has **142 rooms** and is located next to the Lingotto Congress Centre and Office Hub. This symbol of the city retains its unique and original architecture blended with cutting-edge technology and with a contemporary style designed by Renzo Piano.



NH TORINO Lingotto Congress

The facilities of the NH Torino Lingotto Congress Hotel are part of the redevelopment of former Fiat factories in Turin.

Located next to the Lingotto Congress Centre and Office Hub, it has **240 rooms** overlooking the "Wonder Garden", a tropical garden placed in the centre of the building.



Manzoni 44

Via Manzoni, 44 - Milan



Area

2,500 smq



RESIDENTIAL



Marghera

Via Vincenzo Brunacci, 32 - Venice



Area

10,400 smq



EXECUTIVE



Bologna

Via Darwin, 4 - Bologna



Area

21,250 smq



EXECUTIVE



Padua

Via Uruguay, 30 - Padua



Area

5,800 smq



EXECUTIVE



Villa Monplasilir

Marentino



Plot gross area

217,300 smq

Building gross area

8,000 smq



MIXED



Villastellone

Turin



Plot gross area

162,000 smq

Built-up area

42,000 smq



INDUSTRIAL







Track Record

Below you can find a list of the main recent operations involving the various Group companies.

Palazzo Novecento

Corso Vittorio Emanuele II, 8 - Turin



Number of housing units

47



Status

Completed



Investment and complete redevelopment of a historic office building of approximately **6,000 sqm** for residential use.

Agire:

Project management and site management

IPI Intermediazione:

Marketing



Palazzo Novecento has obtained the prestigious LEED Platinum certification, the highest level awarded by LEED. More precisely, LEED BD+C v4 Multifamily Midrise is the specific certification for multi-family residential buildings; Palazzo Novecento is the first European project and one of the very few at the international level to have obtained the Platinum level.



Owner

PROGETTO 101

Palazzo Lagrange

Piazza Carlo Felice, 85 - Turin



Number of housing units

85



Status

Completed



Co-investment and complete redevelopment of a historic accommodation facility of approximately **6,000 sqm** for residential use.

IPI Intermediazione:
Marketing



Owner

EMMEGIBI

Civico 22

Via del Campofiore, 22 - Florence



Number of housing units

49



Status

In progress



Investment and complete redevelopment of an office building of approximately **5,000 sqm** for residential use.

Agire:

Project management and site management

IPI Intermediazione:

Marketing



Owner

ISI

Leopoldine

Municipalities of Cortona and Castiglion Fiorentino (AR)
in Val di Chiana (Tuscany)



Number of rural buildings

21



Status

In progress



Co-investment to increase the value of 21 rural buildings with a total surface area of approximately 34,000 sqm, with different levels of maintenance and preservation.

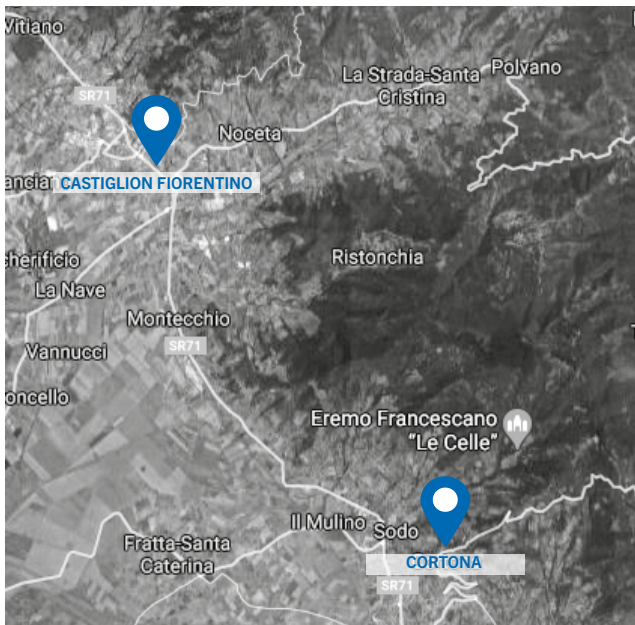
Medium- to long-term project: it starts with the recovery and redevelopment of 3 buildings, including the largest one, for a total of approx. 10,400 sqm, to be converted into a tourist accommodation facility involving a key operator in the hotel business.

Agire:

Coordination, planning, project management and site management

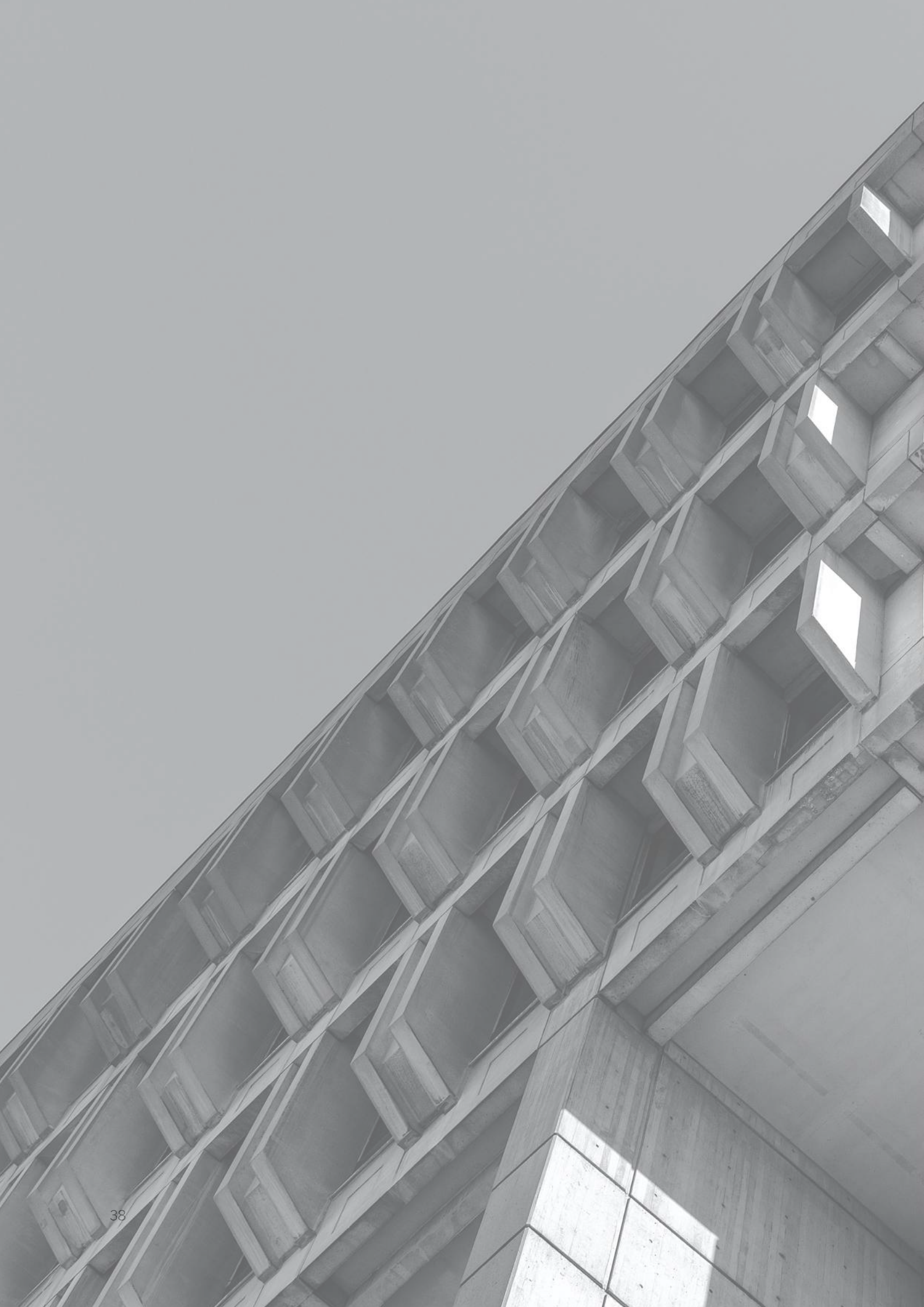
IPI Intermediazione:

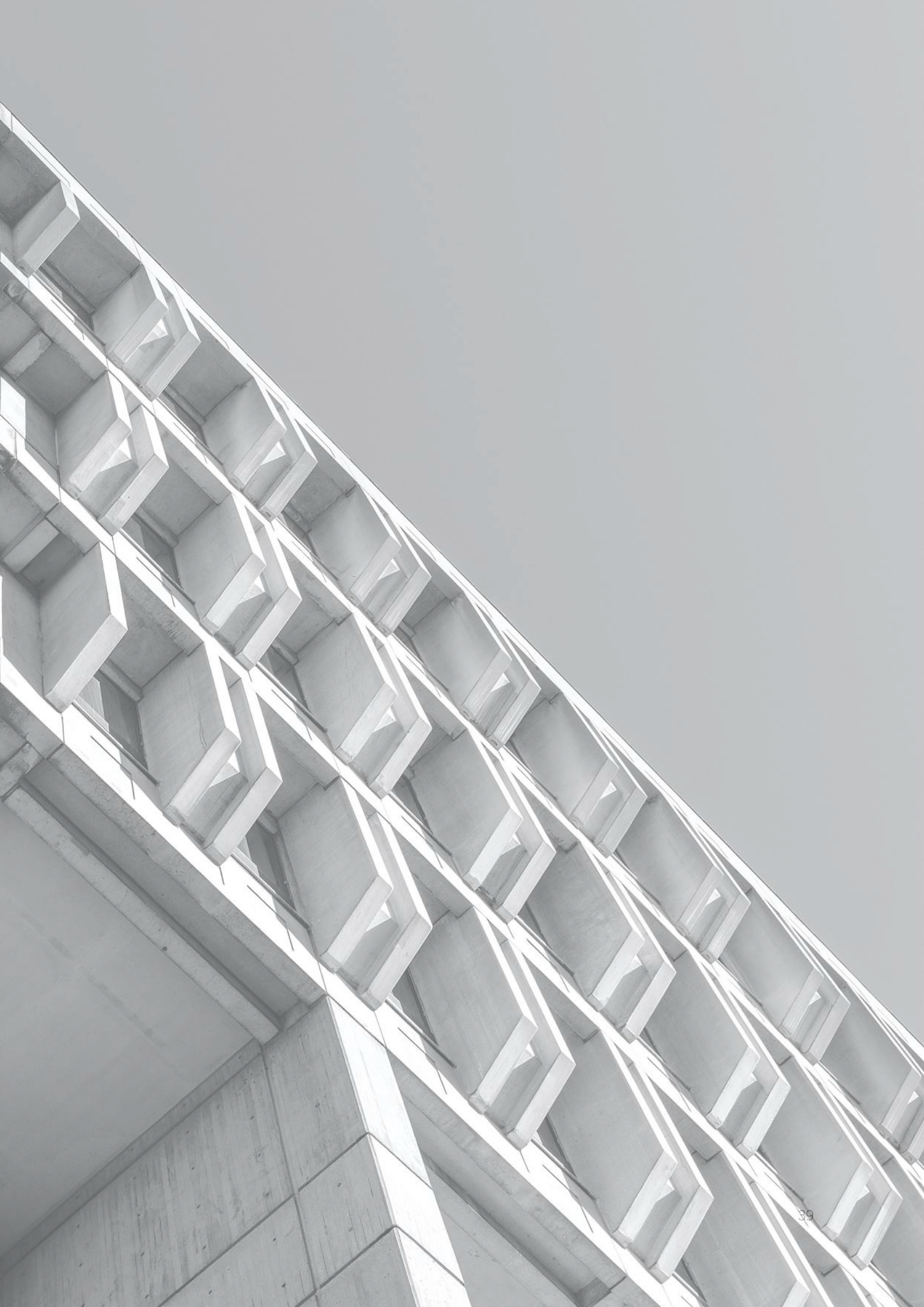
Marketing



Owner

Leopoldine Spa







IPI Spa

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