



**COMPANY PROFILE**  
IPI GROUP



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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



2010-2013

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

# the key of success



## ARCOTECNICA, ARCOENGINEERING GROMA

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



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



## AGIRE ENGINEERING AND NEW BRANCH OFFICES IPI

Arcoengineering becomes Agire Engineering Srl. IPI Padua and Naples change their headquarters



2017

2018

2019

2020

2021

2022



**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

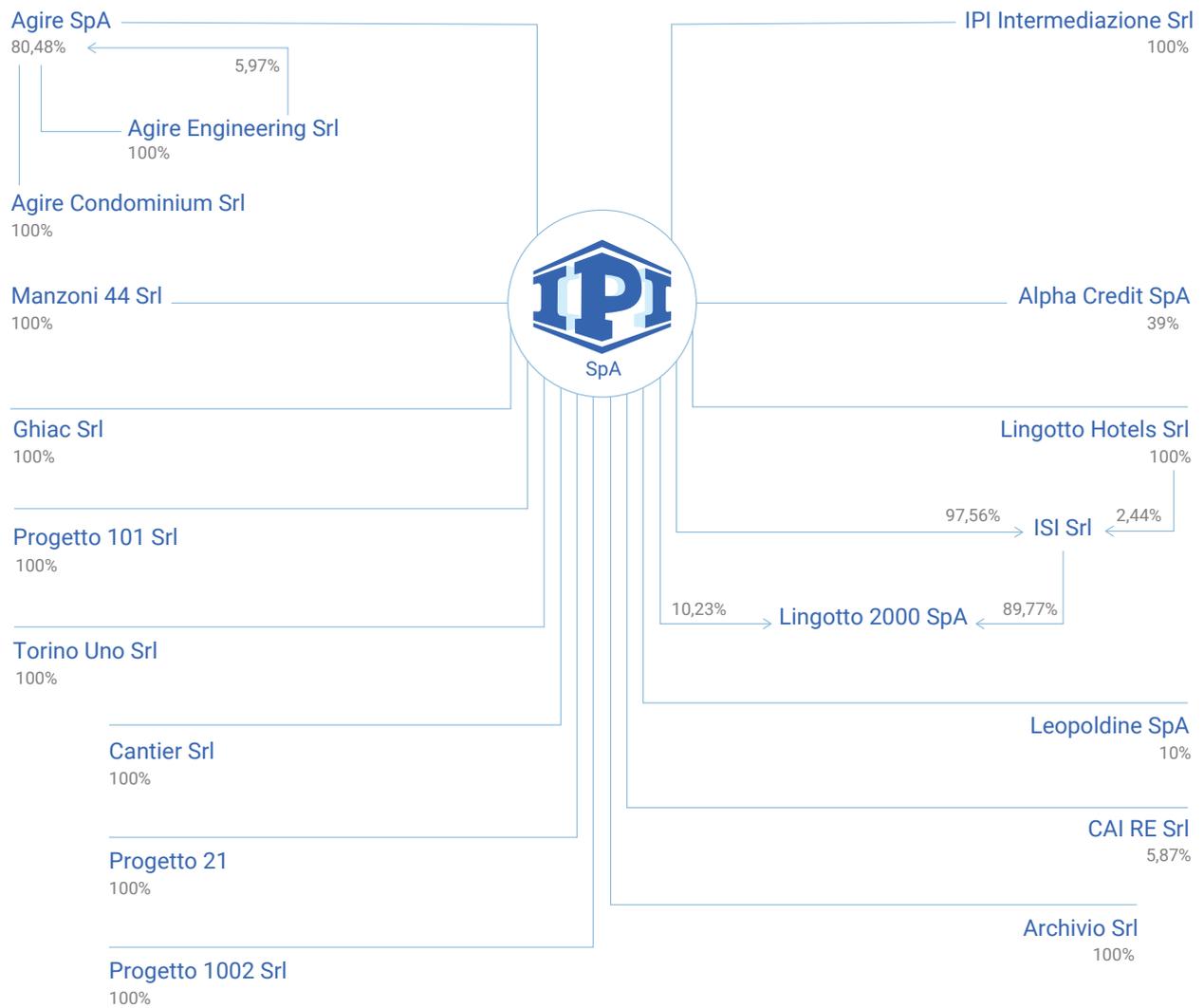


**50 YEARS**  
The company celebrates its 50 years of activity in the Italian real estate market  
AGIRE becomes a joint-stock company



**NEW BRANCH OFFICE**  
IPI opens a branch office in Bari

# Company Structure



# A Key Player in the Italian Real Estate Industry



**€ 21M**

Revenues from agency and advisory services



**€ 262m**

Real estate assets



**+240**

Human resources



**€ 8M**

Rental income



**€ 106M**

Shareholders' equity



**8**

Locations

*Data from the 2021 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.

A silhouette of a person walking from left to right in front of a large window at night. The window is divided into a grid of panes, and the view outside shows a dark landscape with a body of water reflecting light. The text "Market Research and Analysis Department" is overlaid in white on the image.

# 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**  
gruppo IPI

# 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

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

The company 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 specialised in the management of properties constituted as condominiums. Drawing on the expertise of Agire S.p.A.-Gruppo IPI, a leading and independent real estate management company with over thirty years of experience, Agire Condominium provides its customers with specific management services tailored to the needs of condominiums and consortia.

**Agire Condominium** is therefore specifically structured to deliver services designed for the main types of real estate, ensuring a high level of quality performance to master any management challenge regardless of the size and complexity of the property. In particular, it addresses the specific needs of our clients in terms of regular and strategic management of the following types of property:

- Condominiums
- Super condominiums and lots
- Any types of consortia
- Communities
- Major housing complexes
- Business centres

Fields of activity and specialisation:

- Advisory and strategic activities for initial management set-up
- Management of condominiums and technologically complex properties
- Management and consulting services for business and trade centres organised as condominiums or consortia

**Agire Condominium** has gained experience as a provider of a special range of preliminary services that help set up or create condominiums, super condominiums, consortia, communities etc. These include a number of consultancy services that few market players are able to offer with their own resources, and cover in particular:

- Analysis of existing properties
- New projects
- Specialised services and professional activities

# WORKING FIELDS



Condominium and Asset Management



Accounting Services



Insurance and Claims Management Services



Asset Management



Analysis of Existing Properties



Management of New Projects



# 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 **60** professionals, **11** direct branches in **8** 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.

# WORKING FIELDS



Office



Residential



Industrial



Retail



Capital Market



Splitting & Construction Sites



Advisory



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 **41,000 square metres** (36,000 sqm offices and 5,000 sqm warehouses), 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 Monplasisir

Marentino



Plot gross area

**217,300 smq**

Building gross area

**8,000 smq**



MIXED



# Torino

Via Cernaia, 33 - Turin



Project's gross area

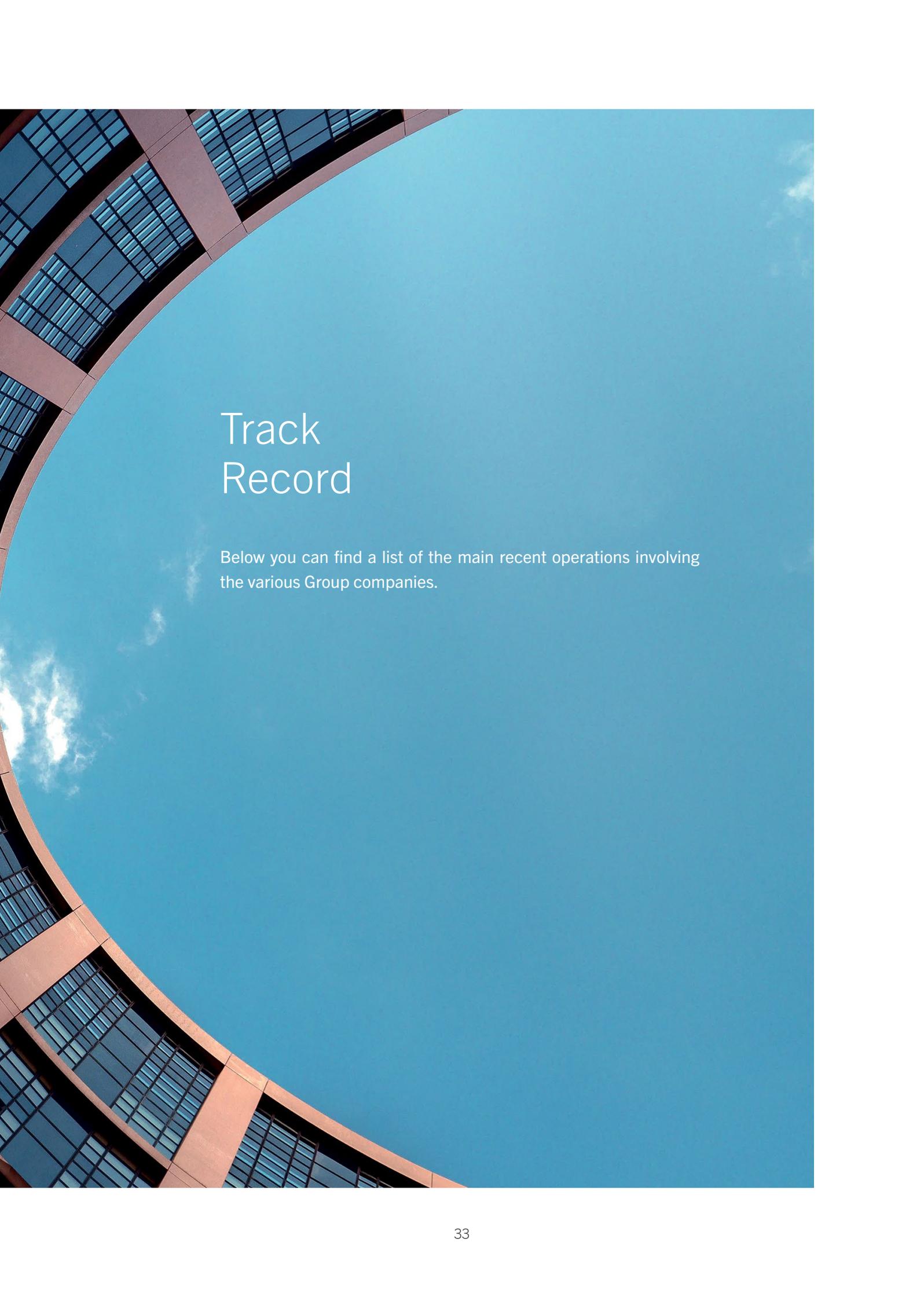
**28,600 mq**



TO BE DEFINED







# 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

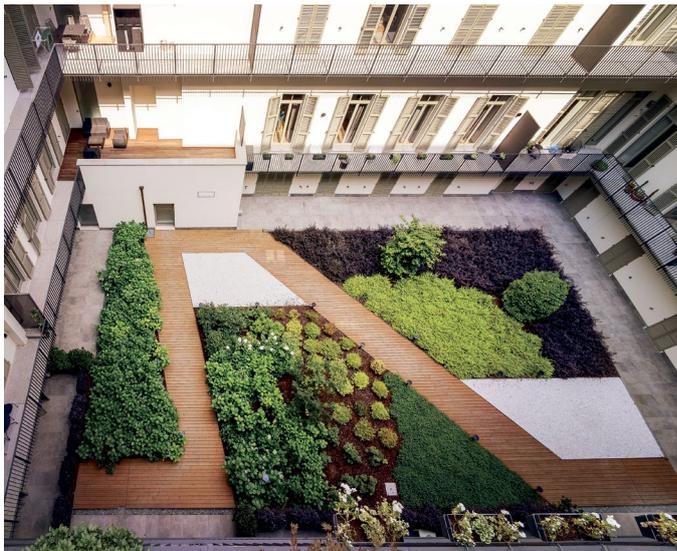
Piazza Carlo Felice, 85 - Turin

 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 Group Companies



[ipi-spa.com](http://ipi-spa.com)



[agi-re.com](http://agi-re.com)



[agire-condominium.com](http://agire-condominium.com)



[agireengineering.com](http://agireengineering.com)



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