



THE REAL ESTATE SPECIALISTS OF YOUR CITY.

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 11 direct branches and a network of collaborators that ensure nationwide coverage.



IPI WAS ACQUIRED BY FIAT

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

1984



THE SEGRE FAMILY

took over the company, acquired 95% of IPI's capital following a tender offer and delisted it from the stock exchange

2009



ARCOTECNICA, ARCOENGINEERING GROMA

IPI became the major shareholder of real estate service providers Arcotecnica, Arcoengineering and Groma

2017

1970

THE COMPANY WAS FOUNDED

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

2004

STOCK MARKET LAUNCH

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

2010-2013

NEW BRANCH OFFICES

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



the key of success



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

2019-2022

2018

AGIRE SRL
IPI SERVICES, Groma and Arcotecnica were merged into AGIRE Srl, which together with Arcoengineering became a leading provider of technical real estate services



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

2020

ACQUISITION
Palazzo ex RAI
Via Cernaia 33 Turin

2021



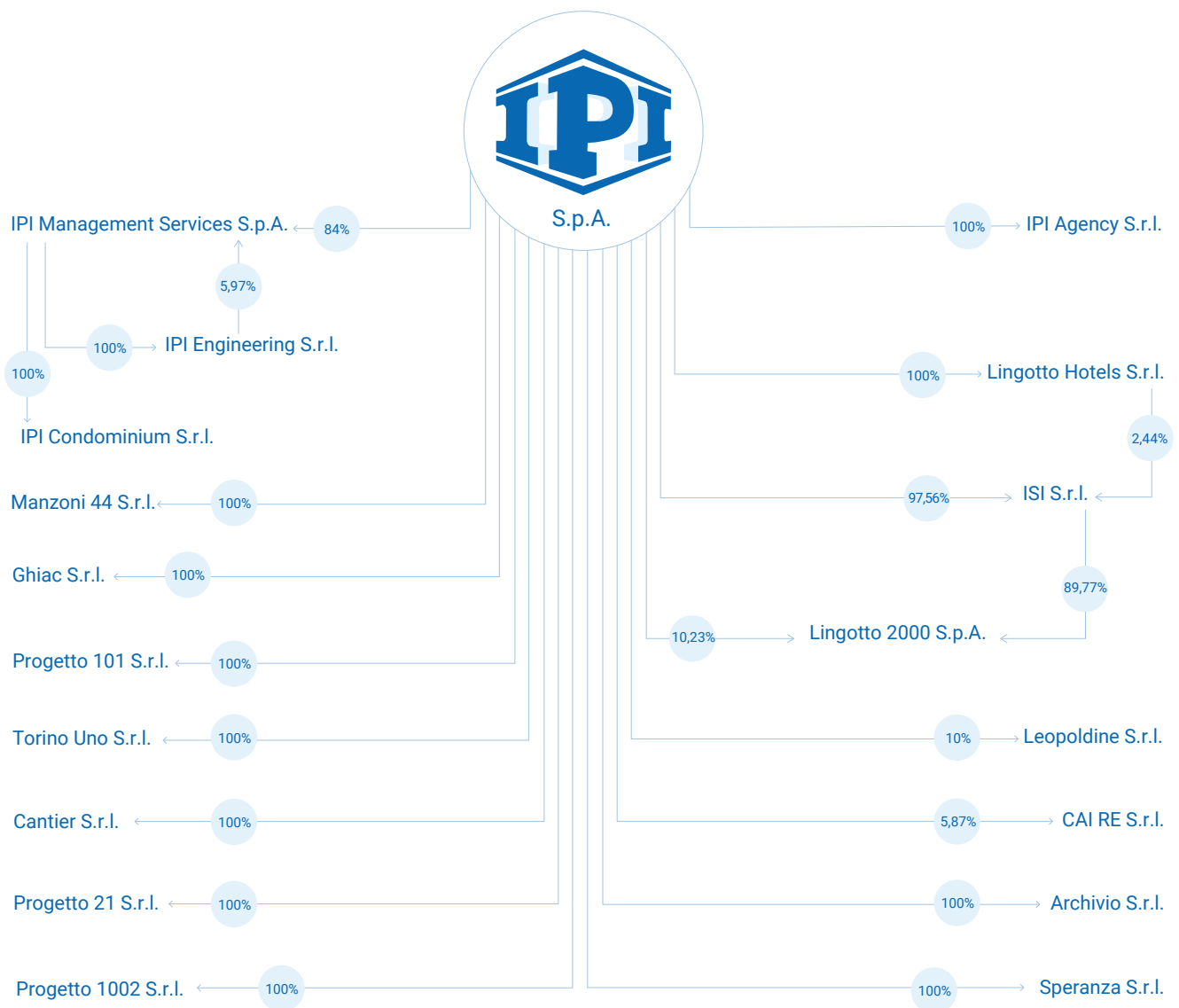
IPI ENGINEERING and IPI MS
AGIRE Engineering becomes IPI Engineering and AGIRE becomes IPI MANAGEMENT SERVICES SpA

2024

2022
STRATEGIC
development of activities



Company Structure



A Key Player in the Italian Real Estate Industry



€ 21,5M

Revenues from agency and advisory services



€ 234,7M

Real estate assets



+230

Human resources



€ 7,6M

Rental income



€ 107M

Shareholders' equity



8

Locations

Data 31/12/2023

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 standing in front of a large window at night. The window is divided into a grid of panes, and the view outside is a dark, blue-tinted landscape. The person is looking out the window, and their shadow is cast on the glass.

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.







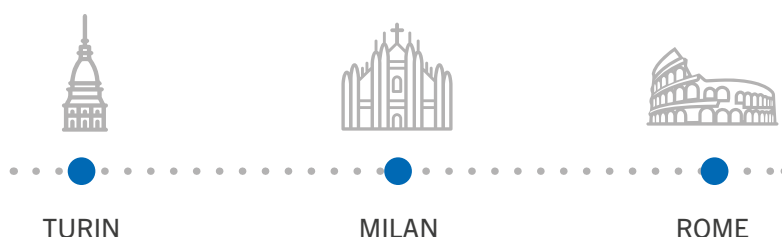
MANAGEMENT
SERVICES

TECHNICAL PARTNERS IN THE REAL ESTATE INDUSTRY

IPI MANAGEMENT SERVICES 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, IPI MANAGEMENT SERVICES 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, IPI MS 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

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



TECHNICAL PARTNERS

IPI MANAGEMENT SERVICES 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, IPI MANAGEMENT SERVICES also employs commonly used third-party management systems (Esse.RE, SAP, REF, Yardi).

THE RIGHT SOLUTION FOR EVERY NEED

IPI MANAGEMENT SERVICES 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

IPI Engineering is an engineering company controlled by IPI MANAGEMENT SERVICES 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)



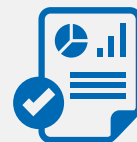
Development Management,
Feasibility Studies



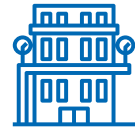
Concept, Integrated Planning,
Validations



Technical Advice
(Technical Consultancy, Special
Interventions, Improvements
and Compliance)



Digital Data Room



CONDOMINIUMS & CONSORTIA

IPI Condominium, is specialised in the management of properties constituted as condominiums. Drawing on the expertise of IPI MANAGEMENT SERVICES, a leading and independent real estate management company with over thirty years of experience, IPI Condominium provides its customers with specific management services tailored to the needs of condominiums and consortia.

IPI 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

IPI 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



REAL ESTATE AGENCY AND ADVISORY SPECIALISTS

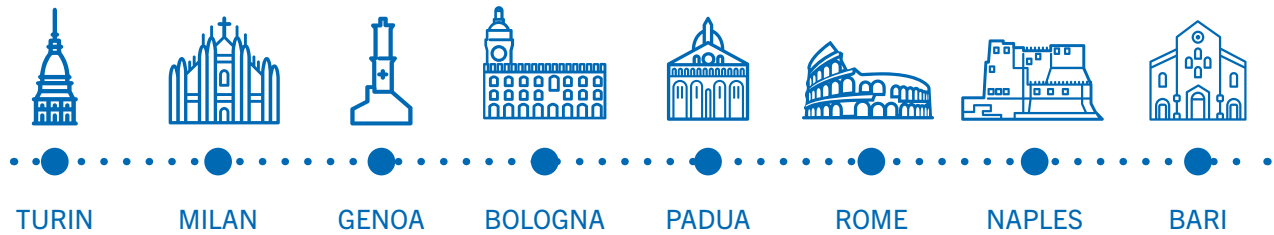
Within the Group, IPI AGENCY is the company in charge of **agency & brokerage services**.

IPI 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.



IN-DEPTH KNOWLEDGE OF LOCAL AREAS

With over **60** professionals, **11** direct branches in **8** cities and an extensive network of collaborators, IPI 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 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.



LINGOTTO
HOTELS

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.



Palazzo Pietro Micca

Via Cernaia, 33 - Turin

 Project's gross area
28,600 mq


 TO BE DEFINED



Manzoni 44

Via Manzoni, 44 - Milan

 Area
2,500 smq


 RESIDENTIAL

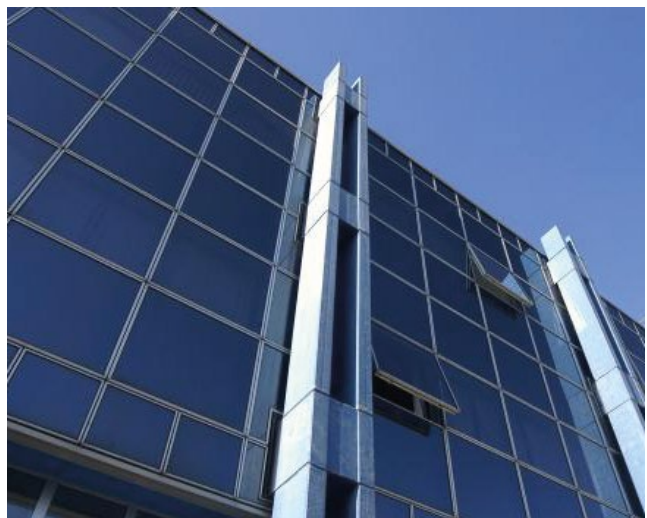


Marghera

Via Vincenzo Brunacci, 32 - Venice

 Area
10,400 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



Bologna

Via Darwin, 4 - Bologna



Area

21,250 smq



EXECUTIVE







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.

IPI Management Services:

Project management and site management

IPI Agency:

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 Agency:
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.

IPI Management Services:

Project management and site management

IPI Agency:

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.

IPI Management Services:

Coordination, planning, project management and site management

IPI Agency:

Marketing



Owner

Leopoldine Spa

IPI Group Companies



IPI S.p.A.
ipi-spa.com

IPI AGENCY S.r.l.
ipi-agency.com

IPI ENGINEERING S.r.l.
ipi-engineering.com

IPI MANAGEMENT SERVICES S.p.A.
ipi-ms.com

IPI CONDOMINIUM S.r.l.
ipi-condominium.com

NEXTTO
nextto-lingotto.com

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