

COIMA AND ABILIO INK STRATEGIC DEAL TO POWER GROWTH OF NEXT GENERATION RESIDENTIAL BROKER

- COIMA acquires an 18% stake in high-end residential broker Abilio and transfers 100% ownership of specialist broker Residenze Porta Nuova to Abilio
- Collaboration between COIMA and Abilio to focus on marketing COIMA's €1 billion plus residential pipeline
- Deal will accelerate Abilio's growth plan to generate €60 million in revenue on a yearly basis by 2025

Milan 2 May 2023 – **COIMA**, the leading Italian ESG-led investor, developer and asset manager, has signed a strategic real estate partnership with **Abilio**, an **illimity Group** company that specialises in the digital brokerage of real estate.

Under the agreement, approved by the shareholders' meeting of Abilio and that will be finalised by end-May 2023, COIMA takes an 18% stake in Abilio through a reserved capital increase. At the same time, COIMA transfers 100% of Residenze Porta Nuova ("RPN"), the prestigious Milan agency that specialises in the marketing and leasing of high-end residential properties, to Abilio. COIMA will also appoint the Deputy-Chairman in the Abilio board.

RPN was established by COIMA SGR in 2009 to market and manage the residential element of COIMA's large-scale urban development project Porta Nuova in Milan. RPN now employs a highly experienced team of professionals - with professional experience between 15 and 40 years and over 50,000 flats managed - with the ability to assist customers through every step of the residential sales process, from research to after-sales.

The partnership between the two companies will involve full operational and commercial integration in Milan, leveraging the power of Abilio's cutting-edge, multi-channel platforms, and unique expertise in the real estate sector. The collaboration will focus on the marketing of high-end residential assets, with an extensive project pipeline – both developed and under construction by COIMA – estimated to exceed €1 billion.

For Abilio, the partnership will help accelerate its plans to generate around €60 million in revenue over the next three years, as the two companies explore areas of synergy and strategy, including the implementation of technology in real estate and the use of data to better interpret new living trends within COIMA's residential projects.

This includes leveraging Abilio's new Quimmo proptech initiative, the latest generation platform designed to streamline property transactions and cover the entire value chain, which has over 21 million visits and currently services around 2,000 property transactions each year.

Manfredi Catella, Founder and CEO of COIMA, said: "The partnership with an innovative player like illimity has a strategic value for COIMA, consolidating the product digitalisation programme started with COIMA Human Technology and with the establishment of the first national proptech accelerator HabiSmart in partnership with CDP. The industrial collaboration with illimity, in addition to growth in residential placement through the common platform of Abilio, will be able to develop in other synergistic areas such as specialised credit funds and real estate enhancement activities".

Corrado Passera, Founder and CEO of illimity, said: "We are particularly proud that a player of the calibre of COIMA has recognised the potential of Abilio and the new proptech initiative, Quimmo. Thanks to this agreement we will be able to accelerate our development plan launched in the real estate market where we expect to generate around EUR 60 million in revenue over the next three years starting from one of the most vibrant Italian marketplaces. I therefore welcome our new partner who will support us in a development path that will create value not only for Abilio, but for the entire illimity Group".

Renato Ciccarelli, Managing Director of ABILIO, said: "The partnership signed with COIMA once again confirms the validity of the development project launched on the free property market on which we now aim to accelerate. We will put at the service of the agreement not only our vast and experienced sales network, but also Quimmo's innovative solutions. We can't wait to start working with the new team in Milan, the metropolitan area with the most dynamic real estate market in Italy, but we count on being able to grow in other cities soon, thanks to a solid strategic development project."

Filippo Cartareggia, President and CEO of RPN, said: "The agreement with Abilio, which represents the recognition of our long-standing commitment alongside COIMA, in particular with the successful marketing of the Porta Nuova residential portfolio, will allow us to create new synergies based on the complementarity of our respective sales channels - physical, agency, digital - and of the type of property marketed, ranging from the judicial real estate market to the open market. Our clients will be able to continue to benefit from the quality, professionalism and experience that have allowed us to become a reference point for the Milanese medium-high market over the years".

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About COIMA

COIMA specializes in the investment, development and management of Italian real estate assets on behalf of institutional investors, with an integrated ESG impact approach. COIMA Holding controls operating companies including COIMA SGR, investment & asset manager that manages 30 real estate funds with more than 9 billion euros in investments; COIMA REM, development and property manager that in more than 40 years has developed and managed real estate of more than 5 million square meters; and COIMA HT, which operates in technology to support the digital enablement of physical spaces.

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Abilio S.p.A.

Abilio is the illimity Group company specialising in the sale and purchase of real estate and capital assets from bankruptcy and enforcement proceedings, leasing companies and voluntary sales. Innovation, transparency and simplicity are the distinguishing factors of Abilio, which boasts over ten years' experience in the context of bankruptcy and executive liquidations with activities carried out in over 100 Courts in Italy as: Specialised Subject, Telematic Sale Manager, Legal Advertising Manager, Custodian. Abilio assists clients at every stage of the sale and purchase process and for every type of asset and market through professionals in the area and a network of portals with more than 21 million visitors a year, including: Quimmo, Industrial Discount, Fallimenti.it, Industrial Ads and Vendite Giudiziarie Italia.