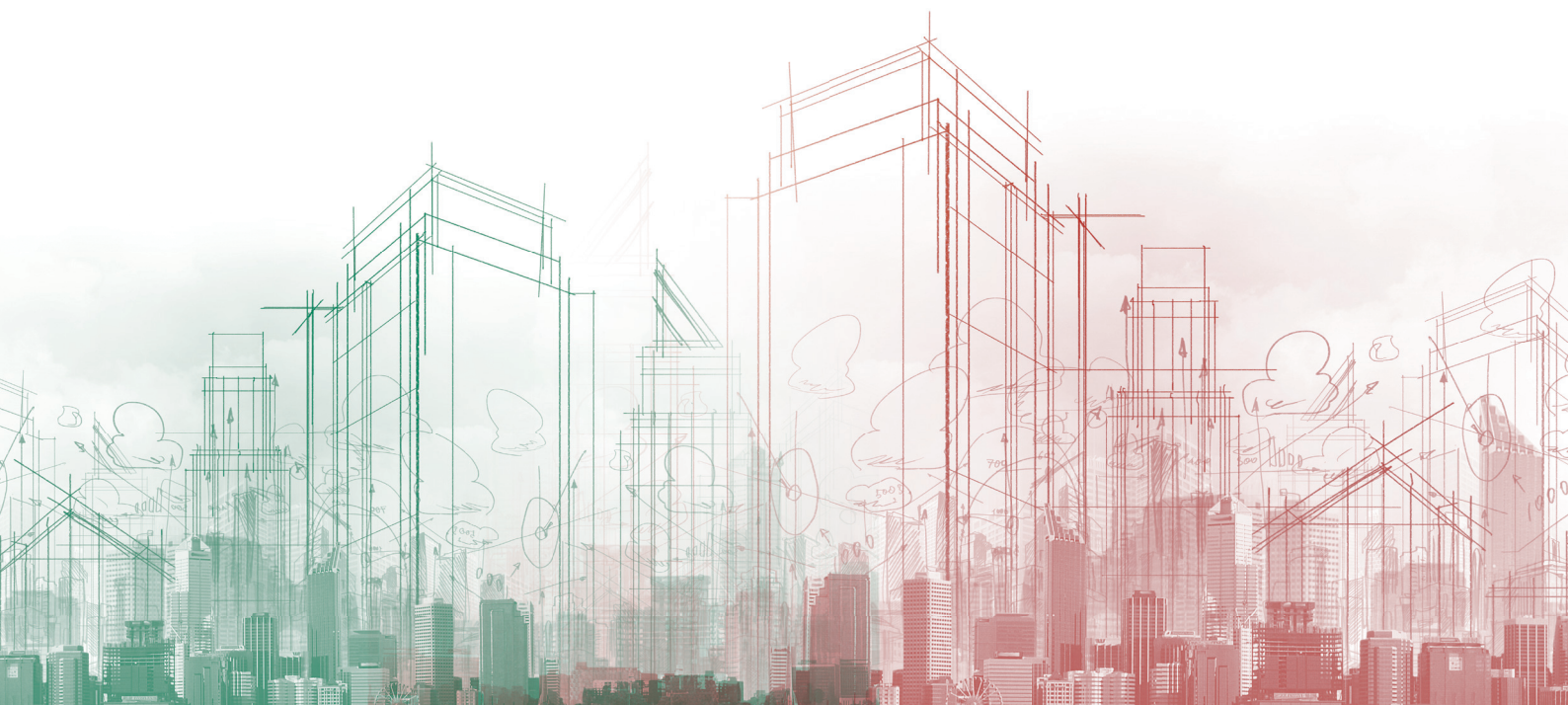


# INVEST IN ITALY

## THE BEST REAL ESTATE OPPORTUNITIES IN THE ITALIAN MARKET

### MIPIM 2020 CANNES

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INVEST  
IN ITALY

**ITCA**   
ITALIAN TRADE AGENCY

  
Ministero degli Affari Esteri  
e della Cooperazione Internazionale

  
*Ministero dello Sviluppo Economico*

INVITALIA

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# INVEST IN ITALY REAL ESTATE

## Italian Trade Agency

The Italian Trade Agency (ITA) is the governmental body in charge of the international development of the Italian economy. ITA supports the internationalization of Italian firms and through the Foreign Direct Investment Department facilitates the establishment and development of foreign companies in Italy. Inward investment attraction is carried on through the “Invest in Italy” program along with the support of Invitalia spa, the state-owned company for economic development. “Invest in Italy” provides several facilitations:

- promoting business opportunities;
- helping foreign investors to establish or expand their operations;
- supporting investors throughout the investment life cycle with sector-specific experts;
- offering high-level tutoring services for existing strategic investments.

“Invest In Italy” provides information, support and advisory services to foreign companies on the Italian domestic markets, encouraging and facilitating investments and cooperation in different area such us: real estate, tourism, infrastructures and logistics, biotechnologies, smart manufacturing and technologies.

The program also provides incentives that support foreign investment with grants and soft loans. Particularly, in the tourism sector incentives can support investment projects for assets to be redeveloped and for under-utilised or unused properties. Moreover, incentives can support investments into distressed areas or aiming at boosting the production chain, in term of value and process, or to stabilise tourism demand through seasonally adjusted arrivals and overnights.

To achieve its goals ITA, with its headquarter in Rome, can rely on a worldwide network of 78 branches in 66 countries and 19 Foreign Direct Investment dedicated Desks (San Francisco, New York, London, Istanbul, Dubai, Beijing, Tokyo, Toronto, Stockholm, Paris, Bern, Warsaw, Vienna, Madrid, Tel Aviv, Doha, Mumbai, Seoul, and Sydney), so as to ensure a worldwide coverage and customized services.

In March 2016 ITA launched [www.investitalyrealstate.com](http://www.investitalyrealstate.com), a virtual tool presenting foreign investors a selection of the most remarkable business opportunities in the Italian public real estate market. Public Agencies and public entities from the State, Regions and Municipalities, promote their assets through the website that helps to match foreign investment demand with a selected supply of most relevant domestic public assets. At the beginning of 2020 the website counted about 450 assets belonging to different building or asset typologies (historical palaces, castle, villas, plots, hotels, industrial/logistic sites, etc.), with specific actual and potential functions (tourism, retail, offices, health, spa/wellness, etc.) and asset class (opportunistic, value added, core and core plus).

For what concerns the administrative compliance, the asset usually presents the authorizations required to be run for their actual functions and in case they need to be transformed, “Invest in Italy” provides all the necessary support. Regarding the procedures required, due to the fact that the assets are public, they can be disinvested in different modalities such as public tender, competitive negotiation or private negotiation as well, depending on the case. For what concerns the type of contract, the deal can be closed applying a variety of forms: concession, sale of full ownership, redevelopment long lease, ordinary lease, transfer of surface rights, project financing.

This information, along with technical data regarding the asset, its opportunity, location, size, territory assessment and other details are specified in each property listing, clicking on the following link: [www.investitalyrealstate.com](http://www.investitalyrealstate.com)

In the following pages, you will find some of the most interesting public assets in a form similar to the web page profile where the assets are available to be visited.



## Real Estate Market – Overview Italy 2019\*

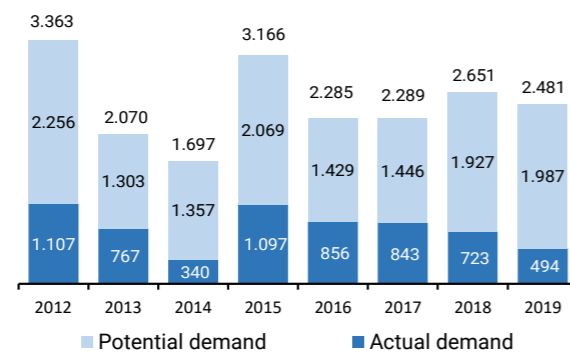
The Italian real estate sector is keeping a slight general growth trend that has begun in the last 6 years, thanks to the contribution of certain geographical area and the role played by investors, mainly foreigners, in the corporate market and in alternative asset class like hotel and different type of housing.

The residential showed a better-than-expected capacity of withstanding the weakness of the economic environment, even though a market shift that could potentially lead to a weakening of the currently ongoing growth, has been recorded.

If, on one hand, the exceptionally favourable interest rates' conditions foster the drive toward borrowing, on the other hand, the bad debts that arose from the economic recession require banks to maintain a strict profile for screening loan requests. So, the general weak household economic conditions affect the propensity to ask for a bank loan.

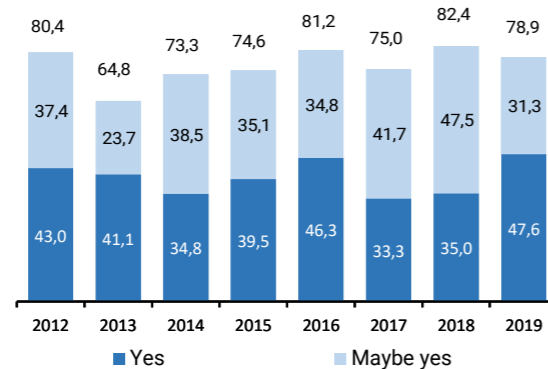
A data breakdown shows that household demands is slightly decreased compared to 2018 both in the intentions to buy a house [fig. 1] in the next 12 months (-6,4%, 2019/2018) and in the intentions to ask for a loan [fig. 2] in the next 12 months (-4.3%, 2019/2018). If we have a look on the effective Household's loans disbursement, in the first two quarters of 2019 they have decreased by 11.1% comparing to the same quarters of 2018 [fig. 3].

[Figure 1] Number of Households Intending to Buy a House in the Next 12 Months (thousands)



Source: Nomisma, Household Survey, various years

[Figure 2] Number of households intending to ask for a loan in the next 12 Months (%)

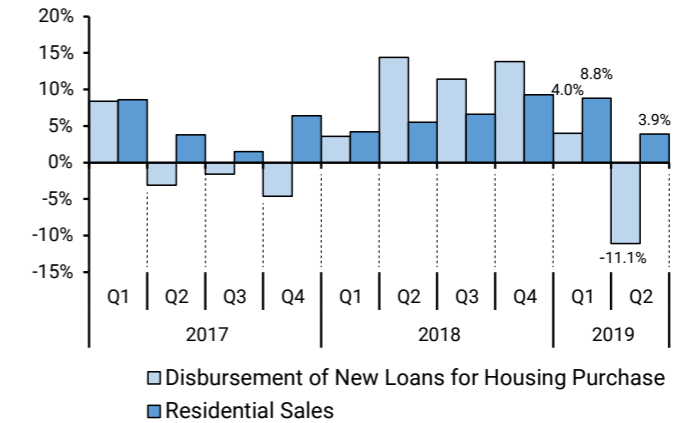


Source: Nomisma, Household Survey, various years

As a result, in 2019, the expansion of residential sales [fig.4] has been driven by two factors: the utilization of household own private capital for purchasing a house and the growing attention of investors.

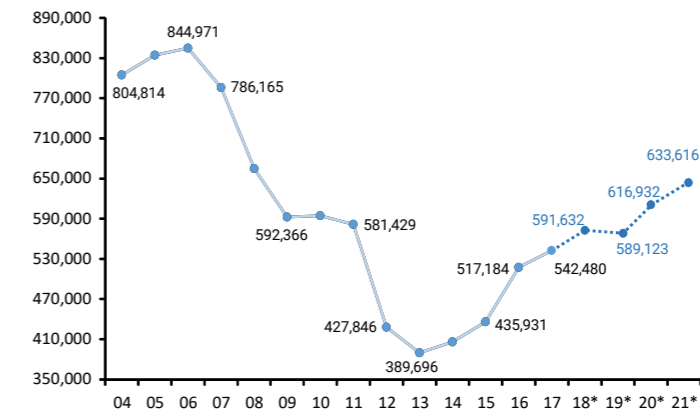
The presence of investors is justified by the substantial lack of alternative investments of similar perceived risk that has led to the increase of interest for assets not aimed at direct use, especially in the major urban areas of the country. The increase in profitability of rented apartments thanks to the boom of short rental market, has also contributed to this expansion.

[Figure 3] Italy - Number of Residential Sales and Disbursement of New Loans to Households for Housing Purchase (trend % change)



Source: Agenzia delle Entrate - \* Nomisma forecasts

[Figure 4] - Italy – Evolution of the number of property sales



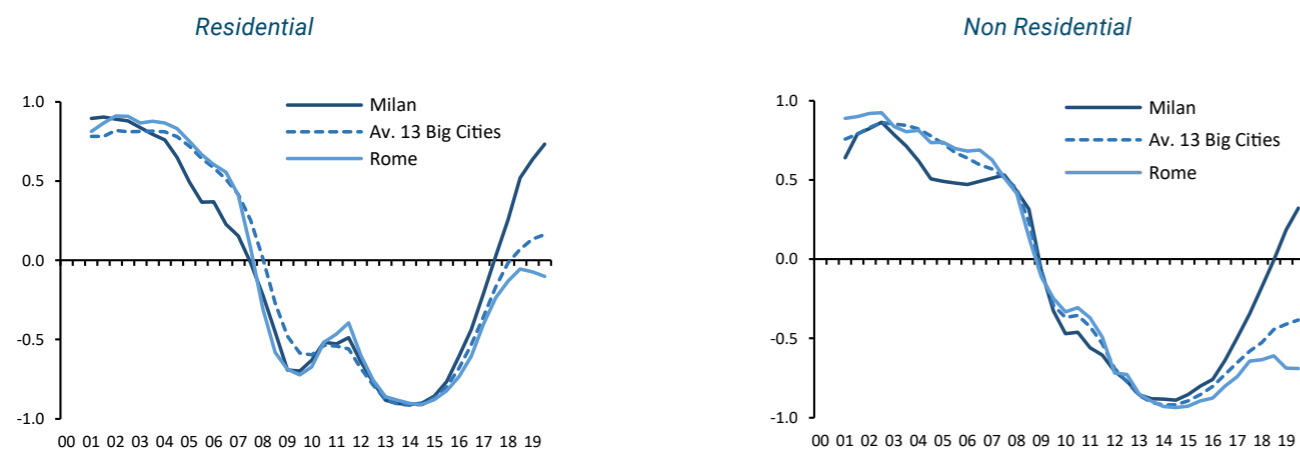
Source: Agenzia delle Entrate and Banca d'Italia

For the first time in ten years, the half-yearly change in the prices of the main Italian cities has returned to positive levels even though with a fractional increase (+ 0.2%). It is a sign of a strengthening of the economic situation that is not homogeneous at national level and it is mostly connected to the economic performance at local and regional level and to the tourist attractiveness of the destinations.

Milan's leadership is not new, while the progress made in Bologna and Padua is more surprising, where all the indicators contribute to delineate a constantly recovering residential market.



[Figure 5] Italian Market's Performance Index (H2)



Source: Nomisma

With the exception of Milan, whose performance confirms the dynamism of the city, most indicators in other big cities appear to be stationed at values close to the minimum references of the last twenty years, with obvious repercussions in terms of positioning within the real estate cycle. In this case, the modest economic growth represents a factor of injury to the recovery ambitions of the segment, if only for the conditions of persistent weakness that characterise a significant share of Italian companies.

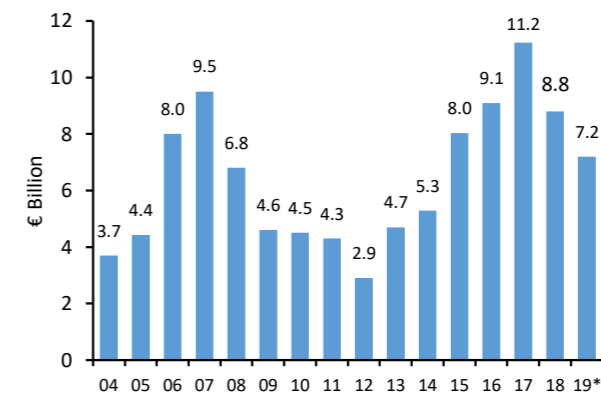
[Table 1] - 13 Big Cities - Annual % Change of Prices and Fees  
(calculated on H2 values compared to the same period of the previous year)

	Prices		Fees	
	2019	2018	2019	2018
Residential	+0.2	-0.9	+0.6	+0.1
Office	-0.7	-1.5	-0.2	-0.9
Retail	-0.6	-0.8	-0.4	-0.6

Source: Nomisma

For what concerns the corporate market the figures appear to be more than optimistic due to the pressure of the foreign demand, which generated a record value of investments realised in the first nine months of the year [fig.5].

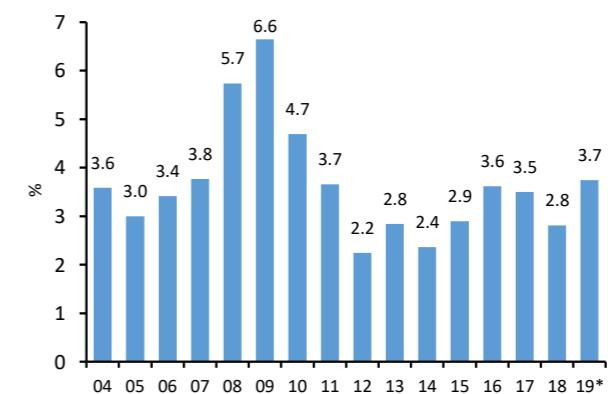
[Figure 6] - Italy - Volume of Corporate Real Estate Investments (€ billion)



\* YTD Q3 2019

Source: Nomisma elaboration on Nomisma, BNP Paribas RE, CBRE and Colliers data

[Figure 7] - Impact of Real Estate Investments in Italy on Total European Investments (%)

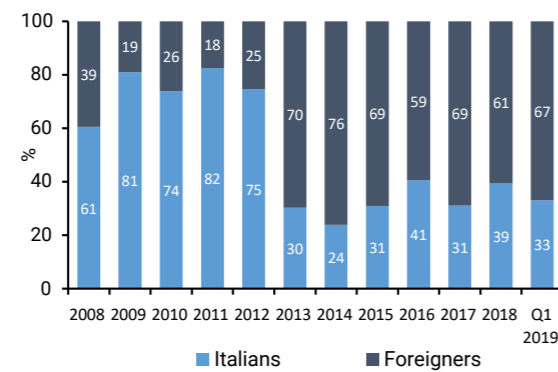


\* YTD Q3 2019

Source: Nomisma elaboration on Nomisma, BNP Paribas RE, CBRE and Colliers data

Particularly, the contribution of foreign investors has reached the 79% of the total investments made in the country in the last 9 months, compensating the partially low domestic demand [fig. 8].

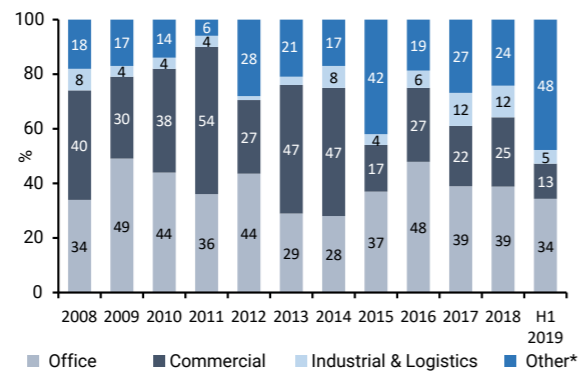
**[Figure 8] -Italy – Corporate investments per investor’s origins (% on total)**



Source: Nomisma elaborations on Nomisma, BNP Paribas RE, CBRE and Colliers data

The interest of operators is no longer set on traditional sectors (office and commercial) but it is also addressed on other segments, like the hotel and different type of housing, towards which the flow of investments has recently grown [fig. 9]. The diversification needs, associated with good fundamentals in terms of attractiveness and primary demand, have prompted investors to accentuate the emphasis on alternative asset classes, with consequent repercussions in terms of territorial distribution.

**[Figure 9] - Italy – Corporate investments per typology (% on total)**



Source: Nomisma, elaborations on Nomisma, BNP Paribas RE, CBRE and Colliers data

\*Hotel, Mixed-use and other typologies

In conclusion, the positive results recorded during this year, both on the residential and corporate side, derives from an accentuation of the weight of investors who are those less exposed to the weakness of the economic context.

The role played by investors, mainly Italians for the residential market and foreigners for the corporate market, will not be able to bridge permanently the difficulties of direct users’ market access. Only an acceleration of economic growth, and the consequences in terms of propensity to purchase real estate and to grant credit, could modify the slight ongoing expansive scenario.

\* A special thanks to Nomisma’s Observatory on the Italian Real Estate Market who provided the greater part of the information and all the figures in the text. The text in the contents and in the format published has been developed by Invest in Italy (ITA – Invitalia Real Estate and Tourism joint team).

# AGENZIA DEL DEMANIO

The Agenzia del Demanio, the Italian Public Property Agency, manages, rationalizes and redevelops State owned real estate assets and has a leading role in promoting enhancement and re-use activities for public buildings, in cooperation with Central Institutions and Local Authorities.

The Agency contributes to the reduction of public debt and to the growth of the Country through activities such as space optimization in use to public administrations, public building energy and earthquake redevelopment and real estate operations that maximize the economic and social value of State-owned property.

The Agency is a Public Economic Authority and its activities are subject to supervision under the guidelines implemented by the Ministry of Economy and Finance.

With over 1.000 employees the Agency is located throughout the country with 17 regional offices and a Rome-based headquarters.

## PROJECTS BY:





# THE ITALIAN STATE PROPERTY OPPORTUNITIES



## Type of investment

Sale of full ownership

## Key Opportunities

- Portfolio variety
- Different geographical distribution of assets
- Variety of the investment opportunities (different destination of use)
- Assets ready for the market (endowed with suitable uses)
- Assurance of transparency and security

## Authorization

All assets are already endowed with suitable uses and compatible with real estate development paths, on which it is possible to invest immediately once purchase procedures have been completed.

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## LOCATION



## Sector

- Tourism
- Residential
- Commercial
- Logistics
- Office
- Industrial
- Healthcare residence
- Student housing
- Parking

## Project description

Pursuant to the Decree of 28th June 2019 of the Italian Ministry of Economy and Finance that has defined the scope and the implementation of the three-year Government Real Estate Sales Plan (2019-2021) provided by the 2019 Italian Budget Law, the Agenzia del Demanio has identified 420 primary buildings and areas owned by the Italian State no longer used for institutional purposes, for an overall value of 420 million of euro.

The selected assets, in addition to many other assets, of a lesser value and not listed in the above mentioned Decree, are already endowed with suitable uses and compatible with real estate development patterns, on which it is possible to invest immediately once purchase procedures have been completed. It is a varied and heterogeneous portfolio of buildings spread from north to south throughout Italy, different types of properties that include residential buildings, commercial buildings, former barracks, convents and prisons, as well as land, historic buildings and industrial buildings.

Investment opportunities, among others, include iconic assets located across the renowned Alpine Arc, former barracks in historic Italian town centres, prestigious apartments in elegant urban districts, industrial areas next to road junctions across the country. There are lighthouses and villas located along the stunning Italian coast, building plots, historic palaces in cities of art and former convents convertible in outstanding hotels.

Open auction procedures are held electronically or traditionally as provided in each tender notice. In 2019 a first portfolio of assets has already been put on the market and in the course of 2020 and 2021 other assets will follow.

All the information and illustrative material about the State properties involved are available at the Agenzia del Demanio website ([www.agenziademanio.it](http://www.agenziademanio.it)) under the section 'Piano Vendite Immobili dello Stato' and at the Facebook page: @pianovenditeimmobilidelloStato









# CASSA DEPOSITI E PRESTITI

Cassa Depositi e Prestiti (CDP) is the National Promotional Institution, supporting with a primary role Italian economic growth since 1850, with financial resources coming from both postal savings and issuance of bonds. With a time horizon of three years, as stated in the Business Plan 2019-2021, CDP plans to activate more than 200 billion euros for the development of strategic areas of Italy, such as:

Government & PA, Infrastructure: Support to local investments in the creation and modernization of infrastructure and improvement of public utility services through loans to local authorities; provision of financial and technical advice to local authorities on planning and designing of public works; support to energy efficiency policies.

Companies: participation in the entire life cycle of business, i.e. provision of turnaround risk capital in the event of a crisis, long-term investments in companies with an important impact on the national economy and in start-up companies needing support for innovation and credit access.

Internationalization: development of a unique center for export and internationalization, expansion of domestic companies abroad, promotion of relationships with foreign partners interested in investing in Italy.

In its role as National Promotional Institution, CDP is the sole access channel to the resources of the Juncker Plan in Italy, as well as the financial advisor of the Public Administration for a better use of national and European funds.

Real estate: support to the valorization process of public real estate assets; urban transformation and urban regeneration programs; investments in social and affordable housing, student housing, senior housing, tourism and hospitality.

PROJECTS BY:



# MAMELI BARRACKS

## LOMBARDY | MILAN



### Access

- Airport: 11km
- Train station: 4 km
- Services (Bus/Tram): 0,1 km

### Key Opportunites

- Opportunity to invest in Milan, leading real estate market in Italy and one of Europe's best-performing real estate markets
- Location in a bustling semi-central area of the city, near the M5 (500m) metro stop, the Bicocca University and major services
- Construction of a new integrated residential district with public spaces and services serving an enlarged urban area
- Absence of urban planning risk

### Total Area

- 101,490 sqm of land area
- 71,043 sqm of GFA
- Residential: 28,417 sqm
- Commercial: 4,973 sqm
- Office: 2,131 sqm
- Social housing: 35,522 sqm

### Authorization

Status: Instruction in progress. Approval expected by June 2020.

### Contact info

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## LOCATION



### Sector

- Residential
- Commercial
- Office
- Social Housing

### Intervention

- Urban development

### Type of investment

- Sale of full ownership

### Project description

The complex, built in the early 20th century, was intended for housing the troops of the 3rd Bersaglieri Regiment and was used mainly for military exercises as well as for the shelter and maintenance of vehicles. The area has a size of about 10 hectares and is divided into two sectors by an internal wall: the main sector, accessible by via Suzzani, hosts the former barracks (six restricted buildings with a C-shape); the secondary sector, located in the north side, hosts mainly roof buildings. On the basis of the existing urban plan, the area has a building surface of 71,000 square meters.

The project by Onsitestudio envisages the transformation of the former Mameli barracks into a new neighborhood with residential buildings (50% as affordable housing), medium-size retail units and office buildings, with public spaces and services.

The project is developed around a large public urban park that, equipped with infrastructure for gaming, events and outdoor leisure, creates a new central polarity within the area and pursues the environmental recovery of the abandoned areas of the former barracks maintaining, compatibly with the new public functions, the structure and memory of military artifacts, along with the landscape dimension that characterizes them. The project, in fact, enhances the six restricted barracks that delimit the park through their refurbishment for public services, housing and commercial services and reinterprets the structure of the former barracks opening it to the surroundings introducing also new buildings characterized by functional and social mix.





# SANI BARRACKS

## EMILIA ROMAGNA | BOLOGNA



### Access

- Airport: 7,5 km
- Train station: 2,7 km
- Highway: 4,5 km
- Services (Bus/Tram): 0,1 km

### Key Opportunites

- Opportunity to invest in Bologna, one of the real estate markets with the best performance expected in the coming years
- Location in a lively semi-central area of the city, close to the central station and access to the city's main roads
- Creation of a new residential district integrated with public spaces and services in an enlarged urban area
- No urbanistic risk at the closure of the ongoing process

### Total Area

105,540 sqm of land area

53,900 sqm of GFA

- Tourism: from 0 sqm to (Max.) 4,056 sqm (7,52%)
- Residential: from (Min.) 26,951 sqm (50,0%) to (Max.) 33,245 sqm (61,64%)
- Commercial: from (Min.) 5,630 sqm (10,44%) to (Max.) 5,991 sqm (11,11%)
- Office: from (Min.) 2,852 sqm (5,29%) to (Max.) 8,390 sqm (15,56%)
- Healthcare residence: from 0 sqm a (Max.) to 7,777 sqm (14,42%)
- Social housing: 3,800 sqm

### Authorization

Urban implementation plan

Investigation in progress. Approval expected by March 2021.

### Contact info

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## LOCATION



### Sector

- Tourism
- Residential
- Commercial
- Office
- Healthcare residence
- Social Housing

### Intervention

- Urban development

### Type of investment

- Sale of full ownership

### Project description

The complex built in the early 19th century was intended for the production and preservation of food for the army and performed a strategic function for the entire northern territory. There were several buildings that were used for storage silos, refrigerators, box factories, slaughterhouses, bakeries, etc..

The barracks have a land area of 105,540 sqm and are located in the centre of an urban area that was important in the past for the industrial development of Bologna. The compendium is bounded by Via Ferrarese and Via Stalingrado and is located beyond the beam of the central station tracks and below the beam of the belt tracks.

The compendium of the former Sani Barracks is subject to the protection provisions of D. Lgs.42/2004, with Decree of Constraint of 19/12/2007.

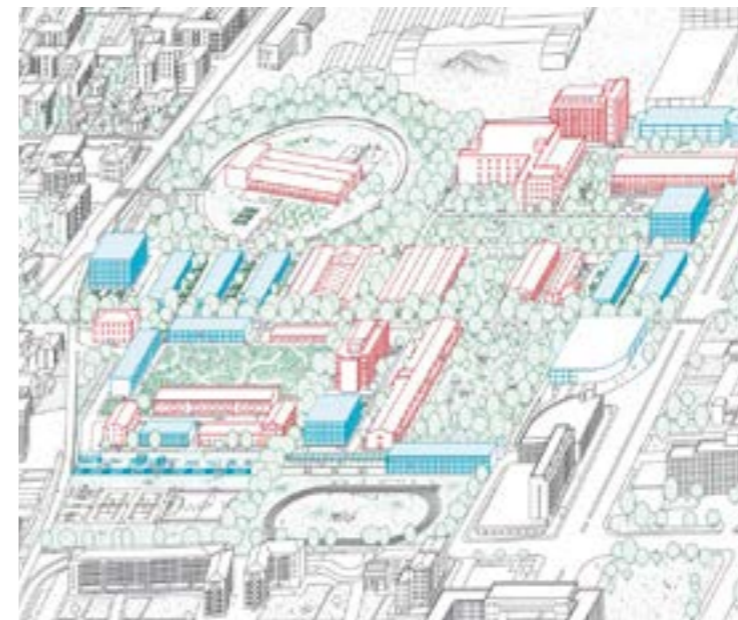
CDPI SGR has started the urban planning and, in particular:

- in the two-year period 2016-2017, has carried out the Design Competition for the definition of the Masterplan; Implementation Urban Plan (PUA);
- in 2018, it entrusted the winner Dogma (Belgium) / NOW for Architecture and Urbanism (Finland) / Plant en Houtgoed (Belgium) / 2PiGreco (Italy) of the competition with the task of designing the PUA;
- On December 20, 2019, has submitted the request for a preliminary opinion for the PUA to the Municipality.

The current urban planning tool (POC) provides for the construction of about 53,900 sqm of GFA in the compendium, including a secondary school and public housing (ERP).

The PUA proposal envisages a functional mix of private residence, including temporary ones, social housing, social health services/senior housing (8,000 sqm), management, tourist accommodation and commercial activities (11,000 sqm). In addition to the public facilities indicated above (school and ERP), the project provides for the construction of public green areas and equipped spaces, as well as the parking spaces required by law.

The proposal underlying the Passages project aims to transform the former Sani barracks in Bologna into a segment of a large linear park extending along the north-south axis, between the Bolognina district and the exhibition centre. The project is clearly structured by four large gardens and two pedestrian axes, around which the buildings are arranged. The quality of the outdoor space is of primary importance since guaranteed by a great variety of environments and situations (gardens, courtyards, bicycle and pedestrian paths) and by a strong reduction in the presence of cars on the site. Complementary to the new buildings, the fabric of the old buildings is maintained and converted into domestic and work spaces.





# HISTORICAL BUILDINGS IN VENICE: PALAZZO DUODO & PALAZZO DIEDO

VENETO | VENICE



## Access

- Airport: 8,5 km
- Train station: 1,0 km

## Key Opportunitites

- The Assets are located in the heart of the Municipality of Venice

## Total Area

- 2,408 sqm of GFA for Palazzo Duodo
- 4,000 sqm of GFA for Palazzo Diedo

## Authorization

The intervention can be actuated with a building permit authorization.

## Contact info

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## LOCATION



## Sector

- Exhibition venue
- Office
- Residential

## Intervention

- Renovation

## Type of investment

- Sale of full ownership

## Project description

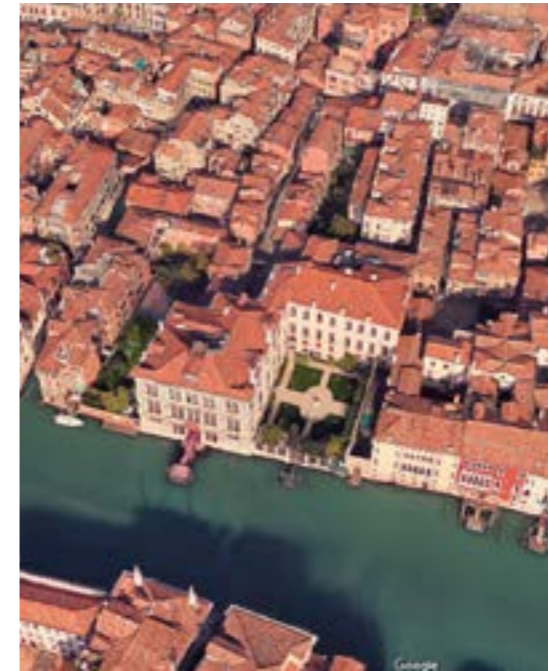
The building, called Palazzo Duodo, was built in 1700 by connecting two pre-existing buildings, and is located on the Canal Grande, Venice's most important canal. It can be accessed both from the water and inland. The property is distributed over four floors above ground and includes a mezzanine and an attic with dormer windows, for a total covered surface of 2,408 sqm. The listed building (former Legislative Decree 42/2004) is currently vacant.

The building, called "Palazzo Diedo" is located in the historic center of Venice, surrounded by the Rio di Santa Fosca, Rio Grimani and Rio del Trapolin. The building develops over four floors (ground, mezzanine, first and second) and an attic level.

Maintenance status of the property is generally fair, and is listed and subject to restrictions by the Ministry for Cultural Heritage (former Legislative Decree 42/2004) and is currently vacant.

The previous owner, in the past, has already achieved a construction permit that allows a complete refurbishment of the building for use as retail spaces and high-end residential units on the upper floors.

For both properties the general town planning scheme allows for private use, with certain limits for commercial, production and touristic activities.



# DIFESA SERVIZI

Difesa Servizi S.p.A. was created for the renewal in the management and organization of the activities of the Ministry of Defense.

The Company is characterized by two main characteristics: the organizational model, with a community matrix – “in house providing” - and for the Mission: pursuing additional resources, to create wealth and to implement rational management of the assets.

The Company places a series of goods, services and services on the market, listed below by way of example:

- economic management, excluding alienation, of real estate and assets;
- environmental enhancement of military structures for the purpose of producing energy from renewable sources;
- promotion and economic management of the activities and services rendered to third parties by the Armed Forces in the meteorological, health, product, geo-cartographic, aerial and satellite photo-reproduction sectors;
- enhancement of brands through the temporary use of third party brands, names, and distinctive signs of the Armed Forces, for consideration;
- promotion and invoicing of activities, services and technical services, also related to the industrial and production activity of the Dicastery, for which a specific mandate has been given to public and private, national and foreign subjects.

## PROJECTS BY:





# ENHANCEMENT OF THE FORMER SEAPLANE BASE "IVO MONTI", THE CHURCH OF SANTA BARBARA AND THE "CANTIERE CAPOJALE" AREA

APULIA | FOGGIA



## Access

- Bari International Airport: 200 km
- Brindisi International Airport: 300 km
- Rome International Airport «Leonardo Da Vinci» - Fiumicino: 350 km
- Poggio Imperiale Railway Station (FG): 35 km
- Foggia Raiway Station: 80 km
- Highway E55: 55 km
- Urban transportation (bus): 2 km

## Key Opportunites

- Uniqueness of the site and availability of numerous properties (and related cubature) in a highly restricted area
- Availability of easy land and sea connections
- Possibility of creating maritime dockings for pleasure vessels
- Strategic position in the Gargano peninsula
- Landscape and environmental value of the site

## Total Area

21.610 sqm of GFA

328,000 sqm of land area of which:

Tourism: 250,000 sqm

Commercial: 10,000 sqm

Commercial: 68,400 sqm

## Authorization

A variation to the General Town Plan of the Municipality of Cagnano Varano is underway by the same Municipality, according to the indications of the technical table, predicting the destination of tourist-accommodation use of the areas.

## Contact info

Difesa Servizi S.p.A.

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## LOCATION



## Sector

- Tourism
- Commercial
- Other: former seaplane base, former Church, bulding site and military area

## Intervention

- Renovation

## Type of investment

- Redevelopment long lease for 50 years

## Project description

The property complexes is located in Puglia, in the Gargano peninsula, just 80/90 Nautical Miles from the Croatian islands and the coasts of Montenegro: Gargano peninsula present exceptional conditions in terms of infrastructure and navigable spaces. The area belongs to a unique landscape context that counts two UNESCO sites out of four in the Puglia Region, one of the largest national parks in Italy, the largest lakes in southern Italy and unique in Europe for environmental and faunal peculiarities, with characteristic villages and 200 km of coasts. The areas are of inestimable landscape, historical, environmental and architectural value, the result of subsequent anthropic interventions for military purposes.

The area of the former seaplane base is a military area with related operational and logistical support infrastructures. The future intended use is for tourism and hospitality purposes, following a process of regeneration and recovery of areas and buildings, with transformations and constructions of structures to be used as bars, restaurants, hotels and related service infrastructures. In addition, it will be necessary to create the internal road network and restoring the connection with the area to be allocated to the seaplane base and restore its functionality. All respecting the environmental and landscape constraints present in the area.





# ENHANCEMENT OF THE COMPENDIUM CALLED FORTE SAN FELICE VENETO | CHIOGGIA, VENICE



## Access

- Venice Marco Polo Airport: 62 km
- Treviso Sant'Angelo Airport: 76 km
- Chioggia Railway Station: 4 km
- Venezia Mestre Railway Station: 40 km
- Ferrara Railway Station: 80 km
- Bologna Railway Station: 140 km
- Highway E55: 7 km
- Urban Transportation (bus): 1 km

## Key Opportunitites

- Uniqueness of the site, with a comet star shape
- Availability of easy land, air and sea connections
- Proximity to the historic center and the city of Venice
- Strategic position in the lagoon
- Landscape and environmental value of the site

## Total Area

- 21,800 sqm of land area
- 4,800 sqm of GFA of which:
  - Tourism: 3,500 sqm
  - Commercial: 800 sqm
  - Other: 500 sqm

## Authorization

Definition: variation to the General Town Plan of the Municipality of Chioggia.

Status: adoption of the variant by the City Council with resolution no. 149 on 29 July 2019 with tourist and commercial tourist destination

## Contact info

Difesa Servizi S.p.A.  
risorseimmobiliari@difesaservizi.it

## LOCATION



## Sector

- Tourism
- Commercial
- Other: former seaplane base, former Church, bulding site and military area

## Intervention

- Renovation

## Type of investment

- Redevelopment long lease for 50 years

## Project description

The Fort is a result of subsequent defensive and military intervention; it constitutes an area of inestimable landscape, historical, environmental and architectural value. After the construction of the Murazzi and the breakwater, a green area of about 110,000 Sqm developed alongside the Fort. The area has traces of the Sotto Marina Battery.

Currently the area of the compendium is approximately 21,800 Sqm with an uncovered area of approximately 17,000 Sqm. The complex is made of 24 buildings for a total covered area of approximately 4,800 Sqm. A variation to the Master Plan of the Municipality of Chioggia is underway, in order to allocate the area for tourist accommodation and commercial purposes as well as services of common interest. A recent survey and subsequent stacking of the artefacts present was carried out by the Interregional Provveditorato for Public Works for Veneto; this activity is preparatory to the design of the recovery and enhancement of the Fort property complex, in order to obtain a complete knowledge of the area of interest. Specifically, topographical, architectural and photogrammetric surveys were carried out, structural investigations and environmental investigations





# ECONOMIC ENHANCEMENT OF THE CASERMA FERRUCCI THROUGH THE CONSTRUCTION OF A HEALTHCARE RESIDENCE

## TUSCANY | FLORENCE



### Access

- Airport: 11 km
- Railway Station: 1 km
- Highway: 13 km
- Urban Transportation (bus): 0,3 km

### Key Opportunitis

- Uniqueness of the site
- Availability of easy land connections
- Proximity to the historic center
- Historical and artistic value

### Total Area

8,700 sqm of land area  
6,800 sqm of GFA

### Authorization

Expected a city planning change

### Contact info

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## LOCATION



### Sector

- Healthcare residence

### Intervention

- Renovation

### Type of investment

- Redevelopment long lease for 50 years

### Project description

The building complex presumably dates back to 1200 and has undergone many changes and annexations over the centuries.

Between 1564 and 1569 the "big" cloister was built by Bartolomeo Ammanati. He, starting from the foundations of pre-existing buildings, joined the previous one (later rebuilt in 1620) by the same size, forming a rectangle containing two squares with one side in common, according to a regular layout that has no equal in Florence. The architect was influenced by the style of classicism as evidenced by the Doric columns, the triple round arches (in the center of each side) alternating with the architraves (on the sides), which imported for the first time the motif of the serliana in a conventual architecture, and the corner pillars which enclose the columns. The barrel vault crossed with the cross vault at the central arches and corners was used. The arched windows on the first floor are topped with rectangular windows in axis and rhythmically framed by pilasters with capitals decorated with carved heads. The structural elements, the cornices and string courses are in pietra serena which stands out on the white plasters creating, together with the openings of the arches, a lively chiaroscuro effect.

Nowaday it looks like a brick building with plaster finish, two floors above ground, a basement and an attic, pitched roof.

The structure is in conditions of degradation not of a structural nature but due to the age of the construction elements, such as loss of tightness of the roofs with consequent infiltrations, degradation of the plaster and aged energy systems.



# FS SISTEMI URBANI

FS Sistemi Urbani is the real estate asset manager of Ferrovie dello Stato Italiane Group, the Italian national railway company. It has the task of adding value to the assets of the Group that are no longer functional to railway operations, and of carrying out integrated urban services based on the principles of business, rationalization, functional improvement and community service. FS Sistemi Urbani carries out a host of real estate and service activities including:

- Management of real estate development and regeneration processes with special focus on stations and transportation hubs;
- Development of activities related to parking areas;
- Management and maintenance of areas and buildings for public and private use.

## PROJECTS BY





# MILAN DISUSED RAILWAY YARDS: FOCUS ON FARINI, ROGOREDO AND LAMBRATE

## LOMBARDY | MILAN



### Access

#### Milano Farini

Linate and Malpensa Airport - 11,5 km, 49,5 km  
Lancetti Railway Station - 0,55 km  
Garibaldi and Centrale Railway Station - 0,7 km, 2,3 km

#### Milano Lambrate

Linate and Malpensa Airport - 5,5 km, 63,5 km  
Lambrate and Centrale Railway Station - 1,0 km, 3,5 km

#### Milano Rogoredo

Linate and Malpensa Airport - 8,0 km, 70,0 km  
Rogoredo and Centrale Railway Station - 0,5 km, 8,0 km

### Key Opportunitites

#### Milano Farini

- Strategic location compared to the centre of Milan and the Porta Nuova district near Brera Academy of Fine Arts
- Eligible destinations and urban planning intervention in progress.

#### Milano Lambrate

- Proximity to highways and main rail and metro links
- Urban context with widespread building developments and presence of numerous neighbourhood services and proximity to the Città Studi district

#### Milano Rogoredo

- Strategic position and proximity to Milan Rogoredo AV station. Connection with Motorway A1 Milan-Rome
- Urban planning initiative started

### Total Area

**Farini:** 407,511 sqm of land area & 358,094 sqm of GFA

**Lambrate:** 70,187 sqm of land area & 24,000 sqm of GFA

**Rogoredo:** 21,132 sqm of land area & 16,000 sqm of GFA

### Authorization

For the Farini and San Cristoforo yards there was a competition for the drafting of the masterplan. The 5 teams admitted to the second phase have been selected. The competition ended in April with the announcement of the winning masterplan: "Agenti Climatici". Lambrate yard has been included in the International Reinventing Cities Competition, which provides a technical and economic offer with a design focused on sustainability. Rogoredo railway yard will be sold by the end of 2020.

### Contact info

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## LOCATION



### Sector

- Residential
- Commercial
- Offices
- Social Housing

### Intervention

- Urban development

### Type of investment

- Joint Venture (Farini)
- Transfer of surface rights (Lambrate & Rogoredo)

## Project description

The **Farini** yard has been named Special Area of the United Territorial Areas (ATU) of the PGT Plan Document and provided for in the Agreement signed on 22.06.2017 and approved by the Territorial Authorities. The new urban planning regulations imply a change in the use of the areas from disused railway areas to areas of urban transformation in line with the purposes of the PGT Plan Document. The Technical Regulations for the Implementation of the Agreement define the urbanistic contents related to the development of the area. The implementation of the interventions is carried out through the use of planning tools or integrated intervention programmes. 78% of the planned GFA are for free use, of which 38% are available for non-residential functions. For 9% affordable housing, 2%, low charge 3% social security fee, 8% ordinary agreement. Moreover, 65% of the total surface is meant to be green area.

**Lambrate** railway yard has been named Special ATU of the PGT Plan Document and foreseen by the Agreement signed on 22.06.2017 and approved by the Territorial Authorities. The new urban planning regulations imply a change in the use of the areas from disused railway areas to areas of urban transformation in line with the purposes of the PGT Plan Document. The Technical Regulations for the Implementation of the Agreement define the urbanistic contents related to the development of the area. The implementation of the interventions is carried out through the use of planning tools or integrated intervention programmes. 14.17% of the planned GFA is for free use for non-residential functions, while 34.07% for affordable housing, 41.82% low charge and 9.95% for the social rent. Moreover, 60% of the total surface is dedicated to green areas.

**Rogoredo** railway yard has been named Special ATU of the PGT Plan Document and foreseen by the Agreement signed on 22.06.2017 and approved by the Territorial Authorities. The new urban planning regulations imply a change in the use of the areas from disused railway areas to areas of urban transformation in line with the purposes of the PGT Plan Document. The Technical Regulations for the Implementation of the Agreement define the urbanistic contents related to the development of the area. The implementation of the interventions is carried out through the use of planning tools or integrated intervention programmes. 12.5% of the GFA is allocated to non-residential functions, while 29.17% for affordable housing and 58.33% for low charge. In addition, 55% of the total surface is dedicated to green areas.





# ROME TUSCOLANA - REGENERATION OF THE DISUSED RAILWAY AREA

LAZIO | ROME



## Access

- Fiumicino Airport - 40 km
- Railway Station - 0 km
- A24 Rome -L'Aquila Highway - 3,2 km
- A Subway - 0,4 km
- C Subway - 1,1 km

## Key Opportunitites

- Strategic position given by the high grade of accessibility: railway station, bus lines and underground station
- Urban modification procedure already underway
- Various and flexible mix of use
- Possibility to develop and reorganize the urban margins along the railway, enhancing the urban and economic development of the area

## Total Area

- 46,304 sqm of land area
- 34,000 sqm of building rights (subject to urban modification procedure)

## Authorization

The area is subject to a process of urban modification to the General Regulatory Plan pursuant to art. 10 L.1150/42 (Sub section-A).

The aforementioned procedure has started in November 2019 and it is currently in the phase of adoption (Proposed decision of the City Council to adopt n. 85 dated 28.11.2019).

## Contact info

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## LOCATION



## Sector

- Tourism & Residential
- Commercial & Offices
- Student & Social Housing
- Parking

## Intervention

- New building
- Renovation
- Demolition & Construction
- Restructuring
- Urban development
- Ordinary & Extra-ordinary maintenance

## Type of investment

- Sale of full ownership

## Project description

The site is part of the international competition "Reinventing Cities" promoted by C40 network that aims at obtaining a masterplan and a economic - technical offer for the acquisition of the site from the winning team. The area is also part of the "Green Ring", a continuous network of public spaces and city services running along the railway ring between Trastevere and Tiburtina stations. The following interventions must be included in the development of the urban regeneration program: Accessibility improvement, with a new integrated junction between FS Roma Tuscolana station and Ponte Lungo Line A metro station featuring innovative services; Urban enhancement featuring new urban facilities and services for the people; Requalification of open spaces and architecture, and integration of different urban elements.

The area of intervention is included in the scope of the Rome Tuscolana C15 valorization plan which is subject to a urban modification of the General Regulatory Plan. The aforementioned procedure, currently in the phase of adoption, concerns the urban and functional requalification of the disused and in the process of being decommissioned areas of the Tuscolana Junction railway section. The interventions will be implemented through indirect planning means (masterplan Urban Development Plan) of public initiative with the requirements indicated in Law 1150/42 for the executive plans. The executive urban planning procedure will have to take into account and regulate the possible implementation of the interventions in different phases through functional sectors that can be independently activated and used also in relation to the Decommissioning Plan of the railway areas.

The site building rights cover a maximum of 34,000 sqm of GFA with functional mix of: Single and/or collective housing (20%), Retail (20%), Tourist accommodation, Public and private services, Station services (limited to buildings instrumental for railway operations), Craft production.





# VENICE MESTRE - HOTEL INVESTMENTS & REGENERATION IN RAILWAY AREAS

VENETO | VENICE



## Access

- Airport - 10 km
- Railway Station - 0 km
- Ring Road Highway link - 5 km
- Public transportation (bus/tram) - 0 km

## Key Opportunites

- Direct access to Venezia Mestre train station
- Ten minutes far by train from Venice Santa Lucia train station
- The area is part of a public transport hub that includes a high-speed train station, bus and tram stops, a cycle path, connections to the surrounding road network and parking.

Via Trento former railway yard:

- The area of the yard in direct contact with Venezia Mestre station and already served by infrastructure is available for allocation o a mix of function

## Total Area

- Railway area
- 2,320 sqm of land area
- 14,000 sqm of GFA
- Via Trento former railway yard
- 65,790 sqm of land area
- 21,500 sqm of GFA

## Authorization

Within the station (PU3 sector) it will be possible to build the new volumes (accommodation, commercial and tertiary) just presenting a permit to build and demolish the existing buildings. For the development of the via Trento former railway yard (section C2rs66), it will be necessary to present an Urban Implementation Plan.

## Contact info

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## LOCATION



## Sector

- Railway station
- Tourism
- Commercial
- Offices
- Via Trento former railway yard
- Residential
- Commercial
- Parking
- Complementary functions to the residence

## Intervention

- Demolition & Construction

## Type of investment

- Public tender

## Project description

In July 2019 the Agreement was ratified for the redevelopment and transformation of the areas adjacent to Venezia Mestre station and the Via Trento former railway yard. Within the station (2,320 sqm of total surface area) it will be possible to build new volumes for a maximum height of 100 meters with accommodation, commercial and tertiary destinations (14,000 sqm of GFA). In fact, a new tower building (25/30 floors) is planned to be built, accentuating the centrality of the Mestre station in the metropolitan context and leading to the construction of new volumes with commercial and tourist accommodation functions inside the Mestre railway station. The overall rearrangement of the railway areas will be extend to the areas of via Trento former railway yard (about 6.5 hectares) where, after a Urban Plan Implementation, it will be possible to install new volumes for mixed use (21,500 sqm of GFA).



# INVIMIT

Invimit (Investimenti Immobiliari Italiani SGR S.p.A.) was established in the first half of 2013, pursuant to article 33 of the Decree 98/2011 with the aim to promote, establish, manage and invest in real estate investment funds. Because of the above-mentioned mission, Invimit operates along two main business lines:

- As a fund of funds, investing in selected target real estate funds promoted by public bodies and managed by private managing Companies (SGR);
- As a SGR, promoting, establishing and managing real estate funds whose portfolio is composed of public assets owned by the State, local authorities, and by other public bodies.

Invimit, after the completion of the start-up phase, has developed its action plan based on a strategic objective, aiming to contribute to value creation and regeneration of public real estate portfolios. In that respect, Invimit can play a facilitator role between the markets (and in particular the institutional investors) and the public estate owners.

Invimit currently manages 9 funds, for a total amount of about 1,6 billion Euros worth of asset under management.

## PROJECTS BY:





# ENHANCEMENT OF PRESTIGIOUS RESIDENTIAL ASSETS (PIAZZA BERTARELLI)

## LOMBARDY | MILAN



### Access

- Airport - 7 km
- Railway station - 3 km
- Highway - 6 km
- Service (bus/tram) - easily accessible

### Key Opportunites

- Location
- Historical - Architectural relevance
- Stand alone asset

### Total Area

3,006 sqm of land area  
11,300 sqm of GFA

### Authorization

Under way

### Contact info

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## LOCATION



### Sector

- Residential
- Commercial
- Offices
- Parking area
- Warehouse

### Intervention

- Renovation

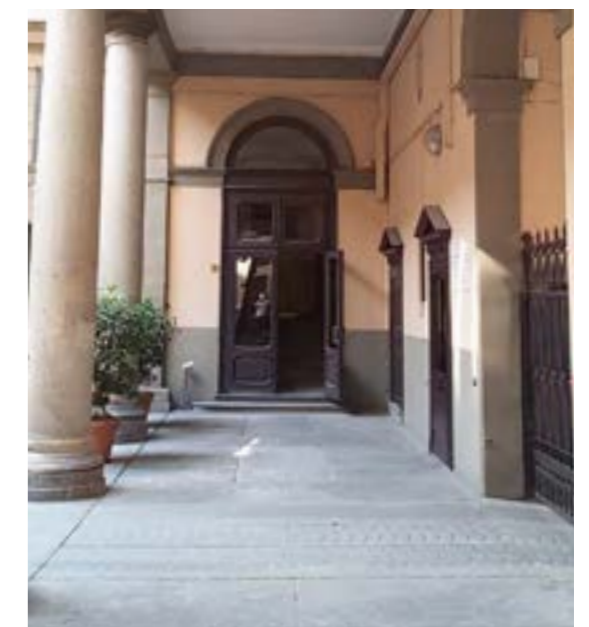
### Type of investment

- Ordinary lease (rent)

### Project description

The building is located in the district of Porta Ludovica, close to Milan Cathedral and San Lorenzo Church. It stands on an ancient convent settlement and it is classified by the Ministry of Cultural Heritage (MIBACT) as historical architectural structure. It consists of 48 apartments, 13 offices, 3 businesses activities, parking space and cellars; it has been built on seven floors and one basement, with internal courtyards. The building dates back to the end of XIX Century, the property maintained the original features and peculiarities of the building, preserving over time the important architectural elements. Invimit is starting the building redevelopment, aimed to a high quality renovation, while combining the protection of the historical and artistic features with modern technologies and proficient solutions for the best use of space, climatization and energy.

A new life to the property is given through architectural and technological solutions which go beyond the classic standards of a simple intervention of restoration and refurbishment of an heritage building. In compliance with the preservation of the valuable heritage elements and adapting to the defined constraints, the interventions on the building are aimed at the creation of a new appearance for the envelope, especially the external facades on Piazza Bertarelli and side streets and to internal facades of the courts. The roofs become a new added value, places for social interaction and for sharing, while the interiors take on value through interventions aimed at improving the finishes and the well-being of the users. The shared areas will undergo transversal mutations: the coexistence with nature will change the lifestyle of the inhabitants by increasing the architectural quality of the property. The two courts become intimate themed cities, each with its communicative and expressive power given by a very distinctive identity. Milan City skyline undergoes a new mutation. Skybridges and suspended volumes fill the voids, generating new points of interest for the whole community, enhancing accessibility and introducing exclusive functions. Concept restaurant, exhibition space, meeting room, many functions can be in the space in the suspended volume with a breathtaking 360° view of the City.





# AREA DEVELOPMENT IN VENICE

## VENETO | VENICE



### Access

- Airport - 12 km
- Railway station - 5 km
- Highway - 20 km
- Service (bus/tram) - easily accessible

### Key Opportunites

- Location of historical and cultural value
- Area reconversion
- Stand alone asset

### Total Area

- 11,000 sqm of land area
- 50,000 sqm of GFA

### Authorization

To start

### Contact info

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## LOCATION



### Sector

- Residential
- Commercial
- Offices
- Warehouse

### Intervention

- Demolition and Reconstruction

### Type of investment

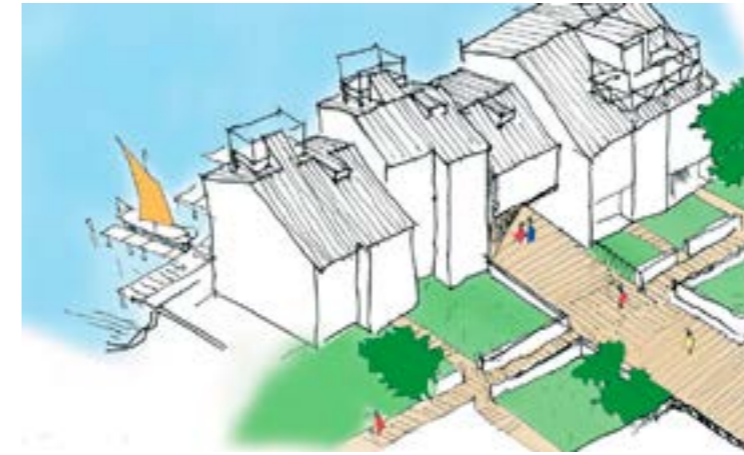
- Ordinary lease (rent)

### Project description

Several buildings are used for the storage and boats recovery, offices and cellars. The asset is located in the east district of the historic center of Venice. Invimit is starting the building redevelopment and the area's reconversion.

The project includes:

- buildings demolition;
- new buildings used deputed for residences, retails and craft laboratories, sports equipments;
- new connecting bridges towards the Castello district, equipped by pedestrian crossings on the border wall towards the Vittorio Emanuele II district, and finally, creating a new accessibility by two canals bordering, north and west sides;
- a large public green area, with a skyline, opened to the lagoon and the Certosa island.





# TROPHY ASSET ENHANCEMENT IN MILAN

## LOMBARDY | MILAN



### Access

- Airport - 9 km
- Railway station - 1 km
- Highway - 7 km
- Service (bus/tram) - easily accessible

### Key Opportunites

- Location exclusivity
- Good state of repair

### Total Area

- 9,875 sqm of land area
- 3,770 sqm of GFA

### Authorization

Under way.

### Contact info

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 Pasquale Labianca  
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## LOCATION



### Sector

- Residential
- Commercial
- Warehouse

### Intervention

- Renovation

### Type of investment

- Ordinary lease (rent)

### Project description

The property consists of 94 apartments, retail and cellars; it has been built on nine floors and one basement.

The asset, built in the half1900s, is located in the Magenta-San Vittore neighbourhoods, few metres far from the National Museum of Science and Technology and Piazza Venino. Invimit is starting the building redevelopment, aimed to high quality renovation that allows - through modern technologies and materials - to improve the use of spaces and their energy efficiency. The interventions regard:

- a progressive windows and doors replacement by the realization of an insulation coating;
- space enhancements with the arrangement of the green areas, the internal courtyard, by adding new furniture and parking area dedicated to motorcycles;
- the replacement of the lighting systems in the common areas, the realization of a new flooring to protect the roof.



# APULIA

Apulia is a region in the South-East of Italy that presents itself as an ideal location for "smart" businesses and business investments, offering significant advantages to potential investors: a strategic geographic location; an efficient transportation network; a young and skilled workforce; high levels of investments in research and training; and a great quality of life.

The Apulia Regional Government also offers a wide range of attractive business incentives, available to start-ups, SMEs and large enterprises, interested in investing in the region and developing innovative business projects. In addition to regional incentives, companies setting up in Apulia can also benefit from a series of tax credits made available by the Italian government towards R&D investments and labour costs.

Puglia Sviluppo S.p.A. is the regional government agency which manages incentive initiatives for business investments in Apulia and provides support to investors throughout the investment process.

Through the regional government and local authorities, there are a number of interesting real estate investment opportunities in Apulia, with a focus on logistics, including the ambitious infrastructure project (Distripark – Taranto), adjacent to the international container shipping port of Taranto, in addition to greenfield opportunities with the regional airport network.

## PROJECTS BY:



Pugliasviluppo



Port Network Authority  
of the Ionian Sea

Port of Taranto



Intervento cofinanziato dall'EU a valere sul P.O.R. Puglia 2014/2020, Azione 3.5 "Interventi di rafforzamento del livello di internalizzazione dei sistemi produttivi"



# DISTRIPARK - INDUSTRIAL PARK

## APULIA | TARANTO



Port Network Authority  
of the Ionian Sea

Port of Taranto

### Access

- Grottaglie Airport - 25 km
- Brindisi Airport - 75 km
- Bari Airport - 90 km
- Railway station Bellavista - close proximity
- Highway A14 - 15 km
- Services (bus/tram) - local bus service (CTP)

### Key Opportunities

- Geographic location
- Close proximity to the Container Terminal managed by the multinational Yilport Holding
- Port facilities
- Rail and road connections
- Urban and Environmental Compliance
- Area included in the Ionian Special Economic Zone

### Total Area

750,000 sqm of land area

### Authorization

Building permission and environmental compatibility (VIA) to be granted, based on final project.

Status: feasibility study, concession to be given.

### Contact info

Autorità Portuale di Sistema del Mar Ionio – Porto di Taranto

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## LOCATION



### Sector

- Logistics

### Intervention

- New construction

### Type of investment

- Public tender lease agreement for > 25 years

### Project description

The existing project foresees the promotion, implementation and completion of all technical-administrative procedures together with the realization of the works needed for the construction of a Distripark (Industrial Park), as well as the interventions connected with the creation of an intermodal transport network capable of facilitating the development of logistics.

The Distripark – whose governance is fully entrusted to the Port Network Authority - represents a strategic investment opportunity for 2020, the year of the restart of the commercial activities of the Port of Taranto.

Indeed, the area covered by the project will benefit from the relaunch of activities at the Taranto Container Terminal by the company Yilport Holding - ranked among the global top 10 container terminal operators – that is preparing the terminal for the future of container shipping industry, thus forecasting to make Taranto one of the best terminals in Italy by 2025.

The presence of a Distripark (Industrial Park) serving distribution and logistics, besides being an asset for the acquisition of new maritime traffic, will boost the settling and coexistence of a wide range of transport, logistics and processing companies that will add value to the goods arriving to/departing from the Port of Taranto. Therefore, these areas represent a privileged settlement for the manufacturing companies with labor-intensive production processes transforming semi-finished products and components, to obtain final products to be supplied to other national/international operators or to be exported in other Countries.

The areas included in the project extend to 750,000 sqm in the backport domain where it is planned to build 170,000 sqm of modular indoor surfaces. The project has full urban and environmental compatibility. The infrastructure offers location advantages for investors and companies interested in Southern Europe and in the Mediterranean: efficient rail/road links, proximity to the port, to the Container Terminal - the international terminal operator Yilport Holding will start operations in the Taranto container terminal on April 2020 to bring annual capacity up to 1,5 million TEU - and to the new Logistic Park: all areas included in the Ionian Special Economic Zone covering the Port of Taranto providing for a list of tax incentives as well as the possibility to access national or regional benefits.

The aim is to promote the project towards private investors aiming at realizing the Distripark project with private capitals in the framework of a BOT procedure. The Distripark will contribute to enhance the existing facilities in the Port of Taranto, considering that the back-port areas must be viewed as valuable spaces to be destined to goods handling. The forthcoming works can be considered as a way of adding high value to the area that will be further developed. The feasibility study carried out has indeed confirmed the outstanding elements and the market opportunities on which, the Port of Taranto and the Distripark, can shape a strategic plan for competitive development.





# GROTTAGLIE AIRPORT

## APULIA | TARANTO



### Access

Railway station Grottaglie - 5 km  
 Highway A14 Taranto north exit- 45 km

### Key Opportunities

- The Taranto-Grottaglie Airport is a fully-serviced strategic airport infrastructure, authorised for UAV simulation and flight trials, designated as Italy's first and only spaceport, ready for operating suborbital flights in the near future
- The Apulian Technological Aerospace Cluster - DTA is a key player in the aerospace sector in Apulia and can assist companies in the development of highly specialised R&D programmes and training activities
- The Taranto-Grottaglie Airport is located within the recently designated Ionic "Special Economic Zone" which will lead to further business incentives, including tax credits, being made available to companies setting up or locating in the area

### Total Area

Lot no. 11 - 8,000 sqm  
 Lot no. 12 - 4,000 sqm

### Authorization

The sites available for greenfield investment are within the airport perimeter and have already been designated for industrial development in the Taranto-Grottaglie Airport Development Plan 2030, which received technical approval by ENAC (National Aviation Authority) in 2016.

The Taranto-Grottaglie Airport Development Plan 2030 has received technical approval from the Italian Ministry for the Environment with regards to the assessment of the environmental impact of the renovation and new construction works to be carried out.

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## LOCATION



### Sector

- Logistics
- Industrial

### Intervention

- New construction

### Type of investment

- Subconcession

### Project description

Taranto-Grottaglie Airport is part of the regional airport network in Apulia, in the South-east of Italy, and is managed by Aeroporti di Puglia S.p.A. (AdP) which has been carrying out significant investments, creating a range of solutions and services (hangars, office space, etc.) for companies interested in locating at the airport.

Operating mainly cargo traffic, the airport infrastructure boasts one of the longest runways in Europe (3,6 km).

In 2014, with the backing of the Italian Government, the Italian Civil Aviation Authority (ENAC) devised a plan to qualify the Grottaglie Airport as an integrated platform (airport, controlled airspace, systems for control and performance measurement, technological and logistical services), for testing and developing innovative technologies, products and services for the aerospace sector.

More recently, the Italian Ministry of Transport also designated Grottaglie airport as Italy's first and only spaceport, which, based on the project assigned to ENAC for completion, will be ready for operating suborbital flights in the near future.

The Grottaglie Airport Test bed initiative generates interesting investment opportunities for key industry players, SMEs and innovative start-ups, involved in business sectors such as UAV systems, software systems and cybersecurity, who want to be located in or around a strategic airport infrastructure, offering the possibility of carrying out simulations and test trials for:

- manned and unmanned aircraft systems, on the ground and in-flight;
- ATF&M (Air Traffic Flow & Management) systems for product and service development and certification.

Two sites inside the Taranto-Grottaglie Airport perimeter are suitable for greenfield investments for developing new activities related to aerospace (ad es. aircraft components manufacturing), IT solutions for territory observation and data management or logistics.

Both are located in the vicinity of the current car parking area which is due for renovation and expansion.





# BARI 'KAROL WOJTYLA' AIRPORT

## APULIA | BARI



### Access

- Railway station - directly connected
- Highway A14 Bari north exit -17 km
- Services (bus/tram) - directly connected

### Key Opportunities

- The airport is a fully-serviced strategic airport infrastructure, authorised for passenger and cargo flights that handles over 5 mln passengers per year and can manage an estimated traffic flow of up to 8 mln passengers, with flights to over 80 destinations in Europe and further beyond, making it an essential asset for both the regional and Italian transport networks.
- The airport is the main airport within the regional airport network, which also includes the airport based in Brindisi, Foggia and Taranto-Grottaglie, the first to airport network to be designated in Italy, in compliance with the EU Directive 2009/12 thanks to excellent performance levels in efficiency, cost reduction, environmental sustainability and network services integration.
- The airport is located within the recently designated Adriatic "Special Economic Zone".

### Total Area

1,700 sqm of GFA

### Authorization

The space available for redevelopment is within the airport terminal and is already approved for commercial and or office use.

The interested parties will have to submit a specific redevelopment proposal to AdP, based on the indications of a public tender procedure.

All renovation works to be carried out must be approved by AdP and carried out under AdP's supervision.

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## LOCATION



### Sector

- Commercial
- Offices

### Intervention

- Renovation

### Type of investment

- Subconcession

### Project description

The passenger terminal at Bari Airport covers an area of approximately 30,000 square metres, built according to the highest safety standards and strict operational efficiency regulations, making it one of the most modern structures within the Italian airport network.

It is organized over 5 levels and includes both retail space and administrative offices, as well as the departure and arrival areas. The departures area is located on the first floor, together with check-in areas, passenger services, retail outlets and restaurants.

On the same floor there are five boarding gates, A1 – A5, with direct access to the aircraft via fixed bridges. On the ground floor, in the east wing, there are an additional 6 boarding gates, numbered from A6 to A11. On the ground floor there is also the arrivals terminal area, with 5 belts for the delivery of hold baggage.

Located within the airport terminal, on the second floor, which hosts a series of offices, occupied mainly by airline carriers and aviation authorities, as well as meeting rooms, there is an opportunity for redeveloping 1,700 mq., currently used as AdPs administrative offices, into new retail outlets and/or office space for companies interested in operating at the airport.



# EMILIA ROMAGNA

Emilia Romagna region is a top logistics hub linking North and South Italy and with strategic access to international markets, ranking first for export per capita at national level and chosen as location by big e-commerce players like YNAP and Amazon. The region itself is a promising market, with a population of 4.5 million people and a GDP per capita 19% higher than the European average.

Our advanced mechanical engineering, strongly oriented towards digital transformation, supports all the other key sectors, with strong specializations (e.g. packaging) and world famous automotive brands located in the Motor Valley (e.g.: Ferrari, Lamborghini, Ducati). But there are many other top companies and highly specialized supply and value chains in the Food and Wellness valleys (from Parmigiano Reggiano to Technogym), in the world ceramic tile capital or in the fashion and biomedical sectors.

The strong regional entrepreneurial spirit (1 company each 11 inhabitants) goes together with our cultural and creative tradition and with openness towards new investors, supported by collaborative institutions: a specific regional law (n.14/2014) for the promotion of new strategic investments provided 74 million euros of incentives in the last three years, attracting innovative companies such as Eon Reality and AVL.

Availability of skilled talents is ensured by 7 universities, outstanding research centres - organized in thematic platforms and PPPs - and a quality school system with excellent links to business.

## PROJECTS BY:





# REGGIANE INNOVATION PARK

## EMILIA ROMAGNA | REGGIO EMILIA



### Access

- Bologna Airport 'G. Marconi' - 60 km
- Parma Airport 'G. Verdi' - 30 km
- Railway station Reggio Emilia centrale - 0 km
- High-speed railway station Reggio Emilia Mediopadana - 4.5 km
- Highway - 5 km
- Public transport - 3 urban lines

### Key Opportunités

- Project aimed to boost innovation, internationalization and attraction of companies and creative talents in the area
- Direct involvement of the Municipality of Reggio Emilia
- Area already occupied by the Reggio Emilia Technopole and close to the "Loris Malaguzzi International Center" aimed to spread the Reggio Emilia Approach to education and innovation
- Very close to railway station and direct connection to high speed train station of Reggio Emilia connecting the main Italian cities in a short time

### Total Area

- 100,000 sqm of GFA (potential) of which 70,400 sqm (existing buildings)
- 210,000 sqm of land area for new projects

### Authorization

The area is already included in the Municipal Urban Planning.

The area is ready to receive project proposals for different use classifications. STU Reggiane and the Public Administration (Municipality of Reggio Emilia) are the actors to be involved.

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## LOCATION



### Sector

- Residential
- Logistics
- Offices
- Industrial
- Parking
- Land

### Intervention

- Renovation
- Urban development

### Type of investment

- Sale of full ownership

## Project description

The property is part of an area of 350,000 sqm where a strategic urban regeneration project (managed by STU Reggiane) is underway, hosting the "Innovation Park", a new European hub for businesses, research, innovation, culture and education. The area was formerly occupied by Officine Meccaniche Reggiane (mechanical industries). The intervention on this area is at the core of a strategic development plan for the northern area of the city that encompasses industrial parks and a high speed station, based on Reggio Emilia distinctive competences (mechatronics, green building, agro-food and education) and on territorial infrastructures at their service.

In particular, the property consists of:

- 210,000 sqm available for new investments
- 140,000 sqm area already renovated

Area for new investments (210,000 sqm)

The investments to be realised in the area are mainly divided into:

- up to 100,000 sqm for different types of investments (offices, residential, industrial and logistic activities, etc.)
- 19,500 sqm: parking
- 40,000 sqm: green spaces

The area includes existing buildings of 70,400 sqm.

Area already renovated (110,000 sqm)

Regeneration of about 40% of the area is already ongoing:

- Shed 19 and 18 have already been redeveloped creating 13,000 sqm of spaces for the Reggio Emilia Technopole (2013) with university laboratories and research centres for technology transfer and for several innovative companies leader in their sectors at international level (2018).
- Completion of infrastructures for the whole area are ongoing, along with redevelopment of the former industrial facilities 17 and 15 which will host offices, research laboratories, innovative companies and cultural and creative activities.
- Completion of additional infrastructures like squares, public spaces, new cycle-pedestrian crossings and underpasses, new traffic roads are further improving the existing strategic accessibility.





# NAVILE - STUDENT HOUSES

## EMILIA ROMAGNA | BOLOGNA



### Access

- Airport - 7.5 km
- Railway station - 1 km
- Highway - 3.5 km
- Services (bus/tram) - 0.4 km
- Freight village - 16 km

### Key Opportunitites

- Strategic position near the university area and the historic center of Bologna
- Support from the Municipality and the University of Bologna for the realization of student houses
- Excellent connection to public transport (buses and High Speed railway station of Bologna)
- Significant proximity to public services: the new headquarters of the Municipality of Bologna and the Casa della Salute (multifunctional outpatient clinic)

### Total Area

- 128,362 sqm of land area
- 55,000 sqm of GFA

### Authorization

The Student Houses area are already included in the Municipal Urban Planning. The main subjects to involve are the University of Bologna and the Municipality of Bologna .

Student accommodation built on the basis of an agreement with the Municipality can be supported by exemption from planning fees, exemption from taxes relating to construction costs, exemption from requests for public equipment.

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## LOCATION



### Sector

- Residential
- Student House

### Intervention

- New construction

### Type of investment

- Sale of full ownership

### Project description

The property is a building area located in the "Navile district" of Bologna and consists of 5 privately owned building lots (building area from 3,266 to 16,950 sq.m.) and 1 lot owned by the Municipality of Bologna (building area 10,950 sq.m).

The area is located in the North-West side of the city, which is currently experiencing a phase of great urban and social transformation.

The municipal administration assigns a fundamental role to the Navile district for the creation of new student houses, since the current housing offer is unable to respond to the growing demand from university students: in the 2018/2019 academic year, university students in Bologna have been 24,349, of which 12,015 from outside the region. In addition, the University of Bologna is the first in Europe for the number of Erasmus students, with 3,045 students from international universities.

The area is in a strategic position due to its proximity to the University of Bologna area, the High Speed railway station and the city center of Bologna. For this reason, the area represents the ideal place for the creation of new student houses.

The new headquarters of the Municipality of Bologna and the Casa della Salute (Health House) are two examples of the new buildings already built and operational in the area.

The new "Student Hotel" - 11 thousand square meters, 400 rooms, underground parking, swimming pool, gym, restaurants and co-working spaces - will be inaugurated in September 2020.

The Municipality of Bologna has already built the road infrastructure and the cogeneration plant. The areas available for new buildings are intended for residential use, subject to building permit. The eligible functions are: residential, hospitality, commercial and tertiary. The percentage of building area attributed to each function can be varied on the basis of a urban planning project.





# URBAN REGENERATION OF “PARCO DI ATTIVITÀ” AND EX-INDUSTRIAL AREAS

EMILIA ROMAGNA | FIDENZA (PARMA)



## Access

- Airport - 21.3 km
- Railway station - 15 - 0.2 km (Area A - B)
- Highway - 0.7 - 2.4 km (Area A - B)
- Services (bus/tram) - 0.3 km
- Freight village - 16 km
- Port of La Spezia - 118 km

## Key Opportunités

- Strategic position between the poles of Milan and Bologna
- Mixed use zone
- Connectivity with road and rail transport networks
- Integration with the services already offered by a functional hub/shopping centers among the most important in the region
- Presence of national/international operators already established in the reference area: Steff group (with its integrated cold food chain center), Fidenza Village of the Anglo-American Value Retail group, new Colla Spa headquarters, Bormioli glass group

## Total Area

- Area A:
  - 800 sqm of GFA
  - 443,000 sqm of land area (Parco Attività)
- Area B:
  - 1,200 sqm of GFA including buildings to be recovered as industrial architecture
  - 133,000 sqm of land area (ex-Cip and Ex Carbonchimica)

## Authorization

Area A and B are already included in the Municipal Urban Plan (Piano Strutturale Comunale, comparto n.7 and 16), approved in December 2017. Implementation of the project has to be carried out through a Programme Agreement involving Emilia-Romagna Regional government, Province of Parma and Municipality of Fidenza.

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## LOCATION



## Sector

- Industrial
- Logistics
- Commercial
- Tourism

## Intervention

- New construction
- Renovation
- Urban development

## Type of investment

- Sale of full ownership

## Project description

This large redevelopment and urban regeneration project includes two areas in Fidenza: Area A “Parco Attività” and Area B “Ex Cip and Ex Carbochimica”, available for the settlement of production activities and services. The new investments in the area have to represent an added value for the entire Emilia-Romagna system improving the local environmental quality and creating new employment.

The areas - close to the A1 motorway exit - are in a strategic position with respect to Milano, Bologna and La Spezia and aim to connect the existing “functional hub” of Fidenza (Fidenza Village and Fidenza Shopping Park, boasting over six million visitors a year) and the urban center. Bus lines connect the area both with the Functional Hub and the central railway station, few hundred meters away from the areas. By 2020 a bicycle path will be also created with the support of the Region. The areas are also close to the Airport of Parma and the High-speed railway station of Reggio Emilia Area A – “Parco Attività” (443.000 sq.m of total surface)

Area for production activities and for services. 88,600 sq.m are available for new industry settlement, 800 sq.m of facilities are available for renovation. The Municipality of Fidenza intends to give top priority to the implementation of an “activity park”. The area is also going to host a factory – Colla Spa - for production and trade of Parmigiano Reggiano with a facility of 33,000 sq.m. to be completed by 2020. Close to the motorway exit, there is also an important logistics center in the Cold Food Chain, now owned by the French multinational Stef.

Area B – “Ex Cip and Ex Carbochimica” (133,000 sq. m. of total surface)  
 This area consists of 66,500 sq.m. available for new industrial settlement and 1,200 sq.m of facilities available for renovation, with lots of various dimensions. The Municipality of Fidenza has acquired the ownership of these areas in 2001 (CIP) and 2005 (Carbochimica) with the objective to carry out remediation of the former production sites, now mainly completed.



# FRIULI VENEZIA GIULIA

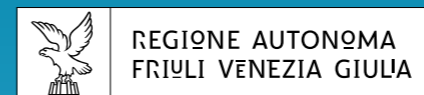
Situated in the Northeast of Italy and on the Adriatic Sea, Friuli Venezia Giulia plays a key role in linking the Mediterranean to Central and Eastern Europe. The region is crossed by major roads connecting the ports of the Adriatic Sea to Northern Europe and Western Europe to the Balkans.

The infrastructure system consists of over 466 km of railway lines, an airport, a motorway network connected to the Austrian and Slovenian ones and three ports, including the free port of Trieste, which is the leading Italian port for total cargo handling. Plus, the infrastructure network benefits from four inland terminals/logistics hubs which contribute boosting the trade of goods.

A "knowledge system" and a tradition of cooperation with other regions make Friuli Venezia Giulia an area that stands out for its excellence in research and innovation, by hosting on its territory internationally renowned scientific and technological companies, a high concentration of scientific centres and technology and research hubs.

Its economy is based on SMEs among the most developed in Italy, in fact in 2018 the density of start-ups in the region, has ranked three of Friuli Venezia Giulia main cities in the Italian innovative start-ups top ten. The Regional government pays close attention to economic growth policies, granting an effective and coordinated system for subsidies, other than a lower tax burden compared to the rest of Italy. These combined aspects have contributed pushing this territory up to the top positions in Italy for innovation and guaranteed business support.

## PROJECTS BY:



Agenzia Lavoro & SviluppoImpresa





# LOGISTICS HUB CARNIA INDUSTRIAL PARK

## FRIULI VENEZIA GIULIA | TOLMEZZO (UDINE)



### Access

- Airport - Friuli Venezia Giulia Spa - 85 km
- Airport - Venezia-Marco Polo - 154 km
- Railway Station - Udine - 51 km
- Railway Station - Carnia (UD) - 10 km
- Highway - 5 km

### Key Opportunitites

- It will improve the road connections within the three industrial park areas and between them and the external road system (Alto Friuli, Austria, Cadore). It will be a logistics and transport platform that enhances synergies and integrations between existing and neighboring infrastructures (Amaro motorway junction and Osoppo railway terminal). In other words, it will boost integration among regional, national or international logistics and intermodal poles.
- It will strengthen the management capabilities of the logistics activities in the industrial areas, and increase, with specialized outsourcing services, the attractiveness for the establishment of new manufacturing companies.
- It will support companies already established through an open local infrastructure able to collect the needs of logistics handling of incoming and outgoing goods.
- It will make the area more attractive for new businesses.
- It will strengthen existing links with the major national and European lines.

### Total Area

- 37,300 sqm
- Logistic: 19,000 sqm
- Office: 600 sqm
- Parking: 1,000 sqm

### Authorization

- In phase of:
- assignment of technical and economic feasibility design services and final design (November 2019),
  - presentation of the application Permit to Build at the Municipality of Tolmezzo,
  - to assign integrated works contract (May 2020).

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## LOCATION



### Sector

- Logistic
- Office
- Parking

### Intervention

- Demolition & reconstruction

### Type of investment

- Ordinary lease (Rent)
- Ordinary concession

### Project description

The project involves the construction of a local infrastructure to serve the manufacturing area: a center for integrated logistics in a zone currently abandoned, of approximately 37,300 sqm. The sizing of the building is approximately of 19,000 sqm and the capacity freight management is estimated at around 35,000 pallets.

The project contemplates a set of works and infrastructures that allow the reception, custody, handling and sorting of goods, with a high level of automation.

Modular structures are foreseen, adaptable in size to the needs of customers, equipped with all safety and prevention systems.

Each module will be designed and built according to the rationalization of management costs and to the organization of the activities. The prevision is to have support environments: offices, technical rooms, changing rooms and toilets.

The construction of the infrastructure will follow a development vision that enhances the use of green energy, with eco friendly buildings, energy efficiency standards and low environmental impact.

The aims of the project are, among others:

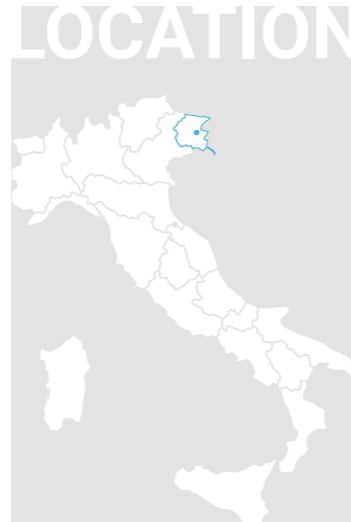
- enhancing abandoned production areas and sites by defining new projects for urban reuse and regeneration;
- support the companies already established in the area through an open local infrastructure capable to respond the need to logistics handling of incoming and outgoing goods, optimizing the logistic and have more free space for production activities;
- integrate relations with other regional, national or international logistics and intermodal centers;
- strengthen existing links with the major national and European transportation routes.





# BUSINESS HOTEL PORTA DELLA CARNIA

## FRIULI VENEZIA GIULIA | AMARO (UDINE)



### Access

- Airport - Friuli Venezia Giulia Spa - 80 km
- Airport - Venezia-Marco Polo- 149 km
- Railway Station - Udine- 46 km
- Railway Station - Carnia (UD)- 5 km

### Key Opportunitites

- Location: near the "Carnia" exit from the A23 motorway, the main economic/commercial connection with north-eastern Europe, the fulcrum of the industrial, entrepreneurial and artisan area, an access route to mountain tourism.
- Provide the territory with a currently lacking high level, innovative and contemporary business structure connected to the territory.
- Flexibility of management and destination of interior spaces.
- Possibility of separate management between reception area, wellness-fitness areas and terrace.
- Local tourist promotion office and Local shop with separate access.
- Refreshment point on the path of the new bike lane (international connection between the Adriatic coast, Austria and Slovenia).

### Total Area

- 8,703 sqm
- Tourism: 4,651 sqm
- Commercial: 48 sqm
- Office: 170 sqm
- Parking: 3,834 sqm

### Authorization

- In phase of:
- feasibility design (December 2019),
  - beginning of the expropriations/acquisitions plan (2020),
  - identification of private investor (s) (2020).

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### Sector

- Tourism
- Residential
- Office
- Parking

### Intervention

- New construction
- Demolition & reconstruction

### Type of investment

- Project financing

### Project description

The project involves the construction of a Business Hotel with a strong multidisciplinary vocation, where innovation and industrial production meet the high local craftsmanship, in a perfect and strategic location for the development of the business relationships of Friuli Venezia Giulia's mountain area. Located in the Industrial Area of Amaro (UD), this area is currently almost completely abandoned. On the first floor will be located the business lobby and some types of meeting rooms. In the hotel there will also be a common area reserved for wellness and fitness. The structure will include public spaces with "plug and meet" areas with ergonomic seats, social tables, slate walls and presentations screens. There will be a bar, a buffet and tasting area. The first two floors are a continuous graft between the two environments and denote the public and versatile life of the hotel, the meeting point for all kind of hotel guests. The intention is to create the side bodies in green building, with certified wood and involving local companies to support local economy, in order to promote their productive capacity and their know-how. The common areas of the hotel can showcase local craftsmanship and host local exhibitions. The central part of the structure will contain 44 rooms of different sizes, divided over 4 floors; 5 other rooms will be located on the third floor (total 49 rooms – total 106 beds). The external area of the hotel can be used as a bar.







# LIGURIA

Genoa is a 580.000+ population city in northwestern Italy on the sea. It is the main town and capital of Liguria Region, considered one of the most beautiful parts of Italy. Genoa is a city of art, culture and industry, with a glorious past as one of the five ancient Republics in the Middle Ages.

The Ports of Genoa handle 70 million tonnes of cargo, 2.7 million TEUs and 4.6 million cruise and ferry passengers annually. The recent openings of three new high-tech manufacturing companies (Mega Turbines, Rehabilitation Robots and new MRI scanners) make it the second-best city in Italy for investment appeal, after Milan.

Moreover, according to the Observatory on Real Estate Genoa offers a unique opportunity for high-return investments, and there can be found professional skills which are very specific to sea cities, such as sea surveyor and maritime lawyer.

Tourism plays a big role in Genoa business community, with an annual arrival increase of 6%, rising to over than 1 million visitors per year, and over than 2.2 million bednights. The average stay is 2.09 days. Tourists are attracted to the 42 UNESCO historical palaces and the wide offer in terms of culture, music, food and traditions. Thanks to a mild climate, Genoa is also considered one of the best places to live in Italy.

## PROJECTS BY:



REGIONE LIGURIA



COMUNE DI GENOVA





# THE POLCEVERA PARK AND THE RED CIRCLE LIGURIA | GENOVA



## Access

- Airport - 6,2 km
- Railway station - 0,7 km
- Motorway - 2,2 km
- Services (Bus / Tram) - 0,1 km

## Key Opportunites

- Location along the main route connecting the city with northern Italy and Europe and close to the port and the city centre
- Proximity to important railway stations, the municipal metro and capillary bus service
- Presence of some of the main productive and commercial realities
- Numerous state, municipal and railway properties that are disused or decommissioned
- Quality environmental landscape component and presence of valuable historical and cultural pre-existences

## Total Area

- 68 ha of land area
- 24 ha of Park
- 1.5 ha of Sports area
- Wind Tower: 114 wind turbines total height 120 meters.
- Total length of the "Red Circle" route 1,570 mt.
- 42,839 sqm of demolitions
- 42,767 sqm of redevelopment
- 68,900 sqm of new buildings

## Authorization

Calls for tenders for design and building permits; agreements and understandings with entities.

State: within the area there are state property, municipal property, owned companies, owned by Ferrovie dello Stato.

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## LOCATION



## Sector

- Tourism
- Residential
- Logistics Industrial
- Offices & Commercial
- Student House & Social Housing
- Parking & Public services

## Intervention

- New construction
- Renovation
- Demolition & reconstruction
- Urban development

## Type of investment

- Sale of full ownership
- Ordinary lease (rent)
- Ordinary concession
- Project financing

## Project description

"The Polcevera Park and the Red Circle" (this is the title of the winning project drawn up by Stefano Boeri Architetti's team/Metrogramma/Inside Outside with Mobility in Chain, Transsolar, Tempo Riuso, H&A Associati, L. Gatti, L. Vitone), aims to rebuild an urban system in the "under bridge" area through the construction of a pedestrian infrastructure and the distribution of energy produced from renewable sources. The new infrastructure, named the "red circle", aims to overcome the fragmentation that exists with a system of parks connected to the urban area and a mixed of functional services. Along the Polcevera area will be built a new technological and innovative production center and a new sports center.

The main urban function within the neighbourhood range from market spaces to residence up to sports, accommodation and commercial in order to attract users from neighbouring areas. The architecture is conceived as a permeable system in which all levels of the city find space and interact with the landscape and host the public space. Along the right bank of T. Polcevera is planned the realization of an innovative and smart technological pole (Green Factory) that will host the major landmarks of productivity and innovation (BIC and IIT) sewn with the surrounding territory thanks to the "red circle" and a functional mix. On the left bank will foresee a logistics, commercial activities and services related to the neighbourhood life.





# GENOA CABLE TRANSPORT LIGURIA | GENOA



## Access

- Airport - 3 km
- Railway station - 0,1 km
- Motorway - 3 km
- Bus / Tram - 0,1 km

## Key Opportunites

- Presence of the university centre for humanities and the main management office
- Presence of the cruise pole
- Railway, Bus and Subway Station proximity
- Location between the Old Tourist Port and the city centre
- The project is functional to the enhancement of the system of forts

## Total Area

Height difference of 450 meters for a total length of 2,5 km

## Authorization

- Project financing
- Technical and economic pre-feasibility project

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## LOCATION



## Sector

- Tourism

## Intervention

- New construction

## Type of investment

- Project financing

## Project description

The project involves the construction of a cable car connecting the sea and the mountains, from Via Fanti d'Italia, in front of the Maritime Station, to the hill of Forte Begato.

The project has been drawn up to the degree of technical and economic pre-feasibility, including a cable car designed to have a double value, on the one hand, a tourist attraction and, on the other hand, a function as an alternative public transport system.

The pre-feasibility study for the above mentioned project envisages investments of 40 million euros, for a plant construction period of 3 years.

The Project financing hypothesis foresees a financial structure with a debt-equity ratio of 85:15, therefore a participation of private investors accompanied in the investment by the credit system.

The project covers a height difference of 450 meters for a total length of 2.5 km.





# PRE-VISIONS. A NEW GATEWAY FOR THE HISTORICAL CITY CENTER

## LIGURIA | GENOVA



### Sector

- Commercial
- Student House

### Intervention

- Renovation

### Type of investment

- Ordinary concession
- Redevelopment long lease
- Project financing

### Project description

The urban regeneration project, carried out by the City of Genoa in recent years, called "Prè-Visioni. A new gateway for the historical city center", aims to the requalification and reuse of two buildings located in the district of Prè, owned by the municipality, suitable to host university residences.

Through an ongoing collaboration with the University of Genoa, the development of this widespread university campus has already begun.

The buildings object of the intervention are located in the most eastern part of the Via di Prè, dating back to the second half of the 12th century. These buildings are located at number 12 (eight floors above ground) and 14 (four floors above ground) of Via Prè, are owned by the Municipality. Two pre-feasibility projects have been developed aimed at their redevelopment and reuse in different ways, for a total volume of 2.720,82 cubic meters and a total surface of 970,47 sqm.

The properties can go through, for example, with following process: (1) a structural consolidation and conservative renovation that will lead to the construction of 3 commercial premises of 104,20 sqm in total, 10 residential apartments of 465,92 sqm in total and 94,37 sqm in total distribution; (2) a controlled demolition and reconstruction project that will lead to the construction of 3 commercial premises of 79,27 sqm in total, 9 student apartments of 452,7 sqm. in total and a recreational/distribution area common to the house and students of 172 sqm in total.

### Access

- Airport - 6,2 km
- Railway station - 0,7 km
- Motorway - 2,2 km
- Bus / Tram - 0,1 km

### Key Opportunitites

- Presence of the university centre for humanities and the main management office
- Need for student residences in the pole
- Numerous properties of the Municipality for residence and multipurpose building
- Proximity of Railway Station, Bus and Subway Station
- Location between the Old Tourist Port and the city centre

### Total Area

511,53 sqm of GFA

### Authorization

Buying and selling.

In order to facilitate the sale negotiation, the Municipality has prepared a pre-feasibility project, including the estimated cost of the intervention, for the preparation of the two buildings in a residential structure for university students.

The project, at the study level, is accompanied by the analysis by the Municipality of Genoa of the possible application of Regional Law 23/2018 on the above mentioned buildings in order to encourage and facilitate (also economic) urban regeneration projects.

### Contact info

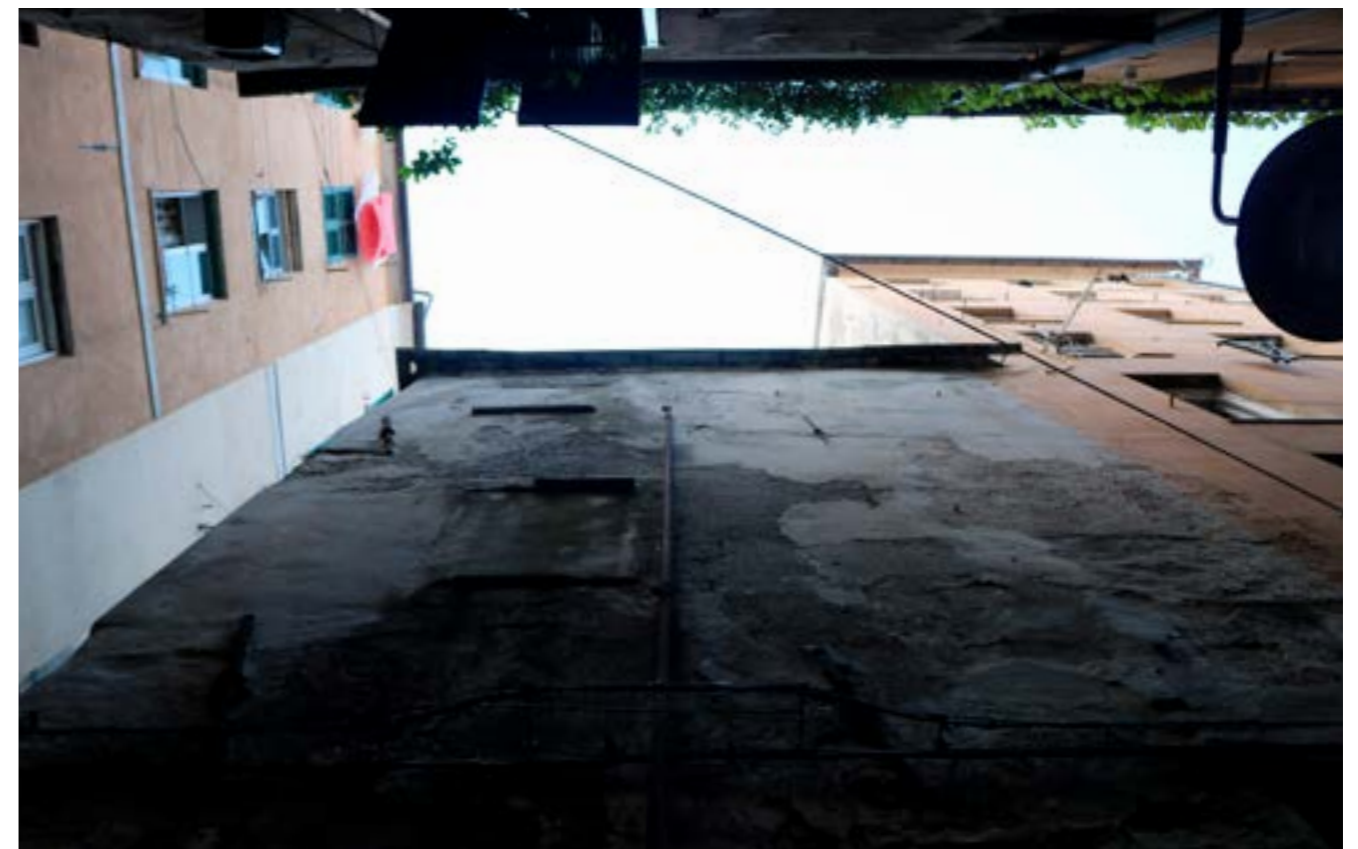
Simonetta Cenci

Assessore all'Urbanistica e Demanio del Comune di Genova

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# LOMBARDY

Lombardy is the richest region in Italy and one of the strongest economies in Europe, with a per capita GDP 27% higher than the European average and a strong entrepreneurial mindset. It is home to more than 800,000 companies, almost one in every 10 residents.

Lombardy is one of the four motors of the European economy and it's an international business hub: it boasts the highest concentration of multinationals (92 of the top 100 multinationals operating in Italy are located in Lombardy) and attracts more than 60% of all the direct foreign investments that enter Italy.

The region is at the centre of the EMEA markets: an area that represents 15% of world GDP and numbers about 800 million consumers. It has an excellent accessibility and logistical infrastructure: 3 international airports, with half of the goods flying in or out of Italy travelling through them.

To ease investors in their decision process, Regione Lombardia launched AttrACT ([www.attractlombardy.it](http://www.attractlombardy.it)), an online platform that allows investors to easily identify the most suitable locations according to their needs. Furthermore, on the occasion of MIPIM 2020, Regione Lombardia unveils around 30 real estate development projects coming from various municipalities of the region, representing the main features and excellence of this beautiful land.

## PROJECTS BY:



Regione Lombardia



COMUNE DI  
COMO



COMUNE DI  
MANTOVA



# REDEVELOPMENT OF THE "EX-TICOSA" AREA

## LOMBARDY | COMO



### Access

- Airport - 50 km
- Railway Station - 1 km
- Highway - 5 km
- Bus / Tram - Several bus lines

### Key Opportunitites

- Regeneration of a wide abandoned area
- Centrality of the area
- Unification of public services
- High parking availability

### Total Area

- 49,000 sqm of land area
- 10,000 sqm of GFA

### Authorization

The project is an "Integrated intervention program" (PII) of municipal initiative with the participation of more subjects and financial resources of public and private operators.

The PII must be approved.

### Contact info

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 ruffo.giuseppe@comune.como.it

## LOCATION



### Sector

- Hospitality
- Residential
- Commercial
- Directional
- Parking
- Garages and archives

### Intervention

- New construction
- Renovation
- Demolition & reconstruction
- Urban development

### Type of investment

- Redevelopment long lease for 50 years (concession of max 50 years)
- Transfer of surface rights

### Project description

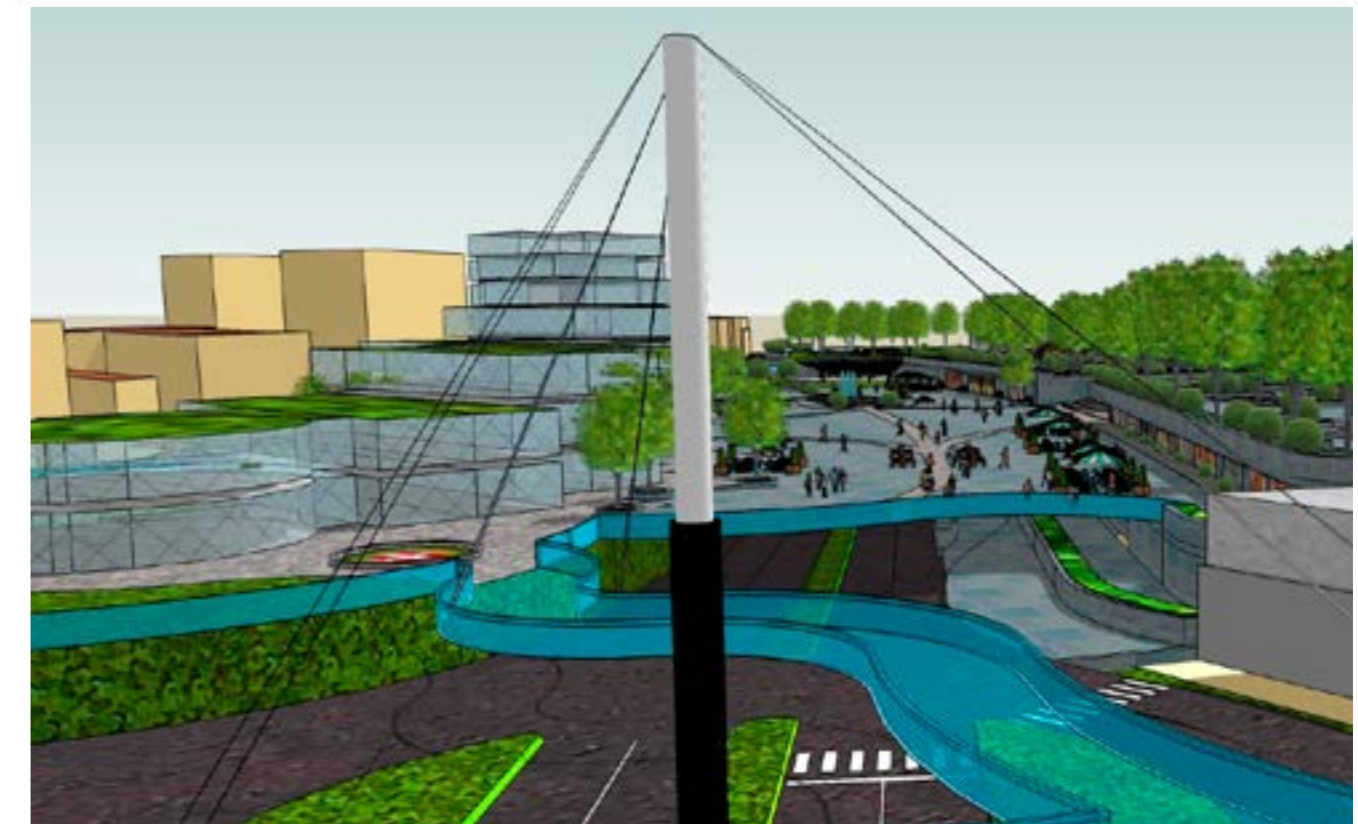
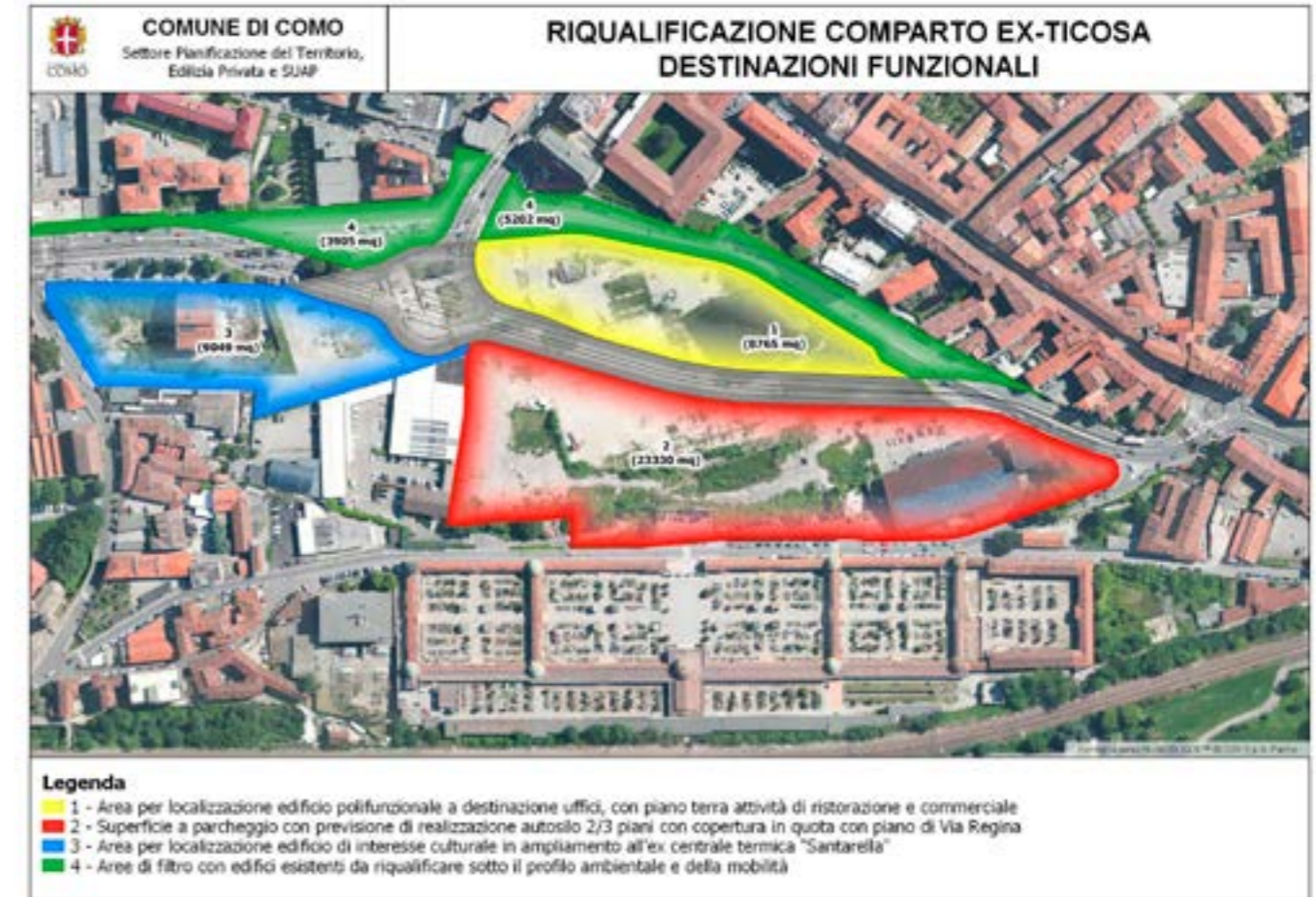
The project consists of the redevelopment of an abandoned site located in the centre of Como (Italy) with an area of nearly 5 ha. It involves the construction of a new municipal management centre bringing together all the municipal offices currently located in different sites across the municipality, including the local police, social services and the municipal archives.

The project includes the redevelopment of the "Santarella" historical monumental building and its adjacent area into creating a cultural centre with educational, museum and exhibition purposes; a conference centre, some commercial activities and other public/private services to be located in the Ticosa site.

The development will require a new street layout in order to improve the accessibility to the area and the connectivity with the surrounding urban spaces. In addition to this, the project will integrate the construction of a carpark with capacity for over 1,000 vehicles as well as the creation of new public green areas.

The partial revision of the existing Master Plan for the area is already under way, and the next step for this urban redevelopment project is to validate the draft economic and financial plan aimed at supporting the project implementation.

The Municipality of Como is also exploring various public and private financing sources.





# MANTOVA HUB URBAN REGENERATION PROJECT: INDOOR MARKET AND RESEARCH CENTER

LOMBARDY | MANTOVA



## Access

- Airport (Verona Catullo) - 40 km
- Railway Station - 2 km
- Highway - 20 km
- Bus / Tram - Several in the area

## Key Opportunitites

Fine building, central position in relation to the city and in an area of unique environmental and landscape interest.

## Total Area

- 26,000 sqm of land area
- 1,568 sqm of GFA for the Research Center
- 1,229 sqm of GFA for the Indoor Market

## Authorization

For the Research Center: The project was approved in its executive version and it is provided with all the needed authorizations:

- Environmental authorization
- Superintendent for Cultural and Artistic Heritage authorization
- Firefighter authorization
- Health authorization

For the Inner Market:

The project was approved in its definitive version and it is provided with all the needed authorizations:

- Environmental authorization
- Superintendent for Cultural and Artistic Heritage authorization
- Firefighter authorization
- Health authorization

## Contact info

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francesca.paini@comune.mantova.gov.it

## LOCATION



## Sector

- Commercial
- Research Center

## Intervention

- Renovation
- Urban development

## Type of investment

Long-term concession (99 years)

## Project description

The Mantova Hub urban regeneration project, approved in 2016, foresees the requalification of a part of the city of approximately 90,000 square meters, located between the lakes of Mantova naturalistic area and the historic city center, object of landscape protection and UNESCO heritage. The intervention concerns an excerpt of the overall project and includes the restructuring of former military buildings of high historical value.

The first former military building is expected to be restructured through the inclusion of a research center. The operation is offered to an operator and developer able to invest, in addition to the intervention relevant from an architectural point of view, also in an activity aiming at developing a public or private/public nature research center linked to environmental sustainability thematic.

The imagined re-conversion of the building and its location allow a general flexibility about research topics with the aim of specializing the area also with the emission of brevet in a dedicated field.

The executive project allocates the spaces on the ground floor to management offices, classrooms, open laboratory with attached bioclimatic greenhouse, service rooms and technology room. In the loft or first floor other training and teaching classrooms and an area dedicated to guesthouse of the Center.

The second intervention concerns the conversion of another former military building to an indoor market. The operation is not only an architectural or structural intervention but also foresees a socio-cultural and aggregation role for the structure, recognizing in it a driving force for the urban context in which it is located, through the integration of commercial and eno-gastronomic activities. The Spaces set up mainly on the ground floor with two internal volumes at the two ends, use as dining areas with mezzanine; exhibition and sales areas in the middle of the building as free space; two services blocks are accessible from the ground floor. The operation is offered by the public body to a private operator able to invest for the works realization, as well as to a developer / manager of activities that will be set up in the building, on a market scale at least provincial. Both investment operations are based on a long-term concession (99 years).





# PIEMONTE

Piemonte is located in the heart of North-West Italy, strategically positioned between Northern Europe and the countries bordering the Mediterranean.

## Facts and figures

- GDP € 133 bn (7.7 % of the national total)
- Export: € 48.2 bn (10,4% of the national total)
- Companies: 428,457 (7.0 %of the national total)
- Employment: 1.8 mln people (about (% of the national total)
- 4 Universities, 200 private and public R&D centers, 7 Innovation hubs, 3 Incubators
- About 125,000 students enrolled in Piemonte's Universities

1st Italian region in terms of private investment in R&D.

1st Italian region to have established a regional agency dedicated to inward and outward investment.

1st Italian region to have created a dedicated financial tool, the Regional Investment Contract and the Regional Investment Contract form small-sized Investments.

The strong industrial vocation of the region remains the soil from which innovation keeps springing up and growing. Piemonte, traditionally the Italian centre of the automotive industry, has been the historic hub for major technological innovations. In the last decades Piemonte has diversified its own economic structure, focusing on R&D activities and investing in strategic sectors: automotive and sustainable mobility, aerospace, lifescience, pharmaceuticals and healthcare, renewable energy, ICT, logistics etc.

## PROJECTS BY:





# TORINO NUOVA ECONOMIA (TNE): ZONE A-B-C NEW MULTIFUNCTIONAL HUB PIEMONTE | TORINO



## Sector

- Commercial
- Office
- Industrial
- Student house

## Intervention

- Urban regeneration

## Type of investment

- Sale of full ownership

## Access

- Airport - 25 km
- Railway station - 8 km
- Highway - 3 km
- Services (bus/tram) - Inner-city buses

## Key Opportunitites

- Ideal location for industrial/logistics new investments in term of accessibility
- Public intervention company able to follow the investor at all stages of the investments
- Mixed use development
- Ideal location to generate a positive interaction between research and production (Manufacturing Technology Competence Center)
- The zones will have a easy access to the city centre and Porta Susa Railway Station (high speed railway towards Milano and Venezia) thanks to the Line 2 of the Metro that has already been planned

## Total Area

- Zone A  
142,300 sqm of land area  
113,800 sqm of GFA
- Zone B  
73,000 sqm of land area  
22,200 sqm of GFA
- Zone C  
82,900 sqm of land area  
33,750 sqm of GFA

## Authorization

- Status: immediately available
- Zone A – project financing
- Zone B – competitive procedure for the sale of the lots
- Zone C – competitive procedure for the sale of the lots

## Contact info

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info@torinonuovaeconomia.it

## Project description

Torino Nuova Economia is a publicly owned company set up in 2005, with the purpose of maintaining a hub of production activity in the former Fiat Mirafiori Area (Industrial site, former automotive manufacturing). About 300,000.00 sqm of industrial area to be regenerated in a new multifunctional innovation, research and development hub. The new hub is strategically located near the future Piazza Mirafiori, it is divided in three areas: Zone A, Zone B and Zone C.

Zone A: The purpose is to create a centre for training, research and technology transfer activities to facilitate interaction between research and production. The project will be completed with a multifunctional centre to services and commercial activities.

Current status of construction works:

- 2011 opening of the new "Cittadella del Design e della Mobilità" (design and mobility Center),
- 2016 part of the area was sold to Nova Coop, to develop a multi-functional center including commercial and services activities (construction timeline 2020-2021),
- 2018-19 the assessment of the "Manufacturing Technology Competence Center" is currently a proposal submitted by Politecnico di Torino and Unione Industriale di Torino.

Zone B: urban renovation with possible conversion of the existing buildings in order to carry out activities for research and manufacturing services. The private interventions are available on the market with the urbanization already carried out by TNE.

Current progress of construction works:

- 2017 Tecnocad progetti Spa opened its new headquarters, an area of 22,000 sqm completely renovated with more than 4,000 sqm for engineering area and 6,000 sqm as warehouse with laboratories, prototyping labs and mechanical workshops.

Zone C: Urbanization works, functional to buildable lots for the development of new activities for production and production services, have already been carried out.





# RAI BUILDING

## PIEMONTE | TORINO



### Access

- Airport -18 km
- Railway station - 0,2 km
- Highway - 8 km
- Services (bus/tram) - Inner-city buses + Metro Line1

### Key Opportunitites

- Perfect location for luxury hotel or offices
- The building is located in an area subject to a wide urban regeneration process, today in progress, equipped with services and attractive sites
- City centre, High speed railway station of Porta Susa and Metro are very close. This Means easy access to the area with public transports and excellent connection with Milano and other regions

### Total Area

- 3,500 sqm of land area
- 28,630 sqm of GFA

### Authorization

Public call for tender beginning December 12th 2019 – end 31st March 2020 – 02:00 PM

More information available on the following link: <http://www.immobili.rai.it/bandi.aspx>

### Contact info

<http://www.immobili.rai.it/bandi.aspx>

## LOCATION



### Sector

- Tourism
- Residential
- Commercial
- Office

### Intervention

- Urban regeneration

### Type of investment

- Sale of full ownership

### Project description

The building/skyscraper of Via Cernaia 33, was the former Headquarter of Rai (National TV Broadcast) until 2014 and it's located on the edge of the historic city centre of Turin. The building is located in an area subject to a wide urban regeneration process, today in progress, equipped with services and attractive sites such as: the Intesa Sanpaolo Bank skyscraper, the Porta Susa Railway Station (with High-Speed train connections across Italy and Europe), the OGR cultural and business district (Officine Grandi Riparazioni), the Politecnico di Torino and the Urban Energy Center.

It was built in 1966 according to Domenico Morelli and Aldo Morbelli's project and it is still one of the highest and most visible buildings in Turin with 19 above ground floors, 2 underground floors plus mezzanine and 72 meters high. It has approximately a 28,600 sqm large surface: 20,400 sqm of which above ground, with a total 118,700 cubic meters volume (8,200 cm of which above ground and 36,500 cm underground).

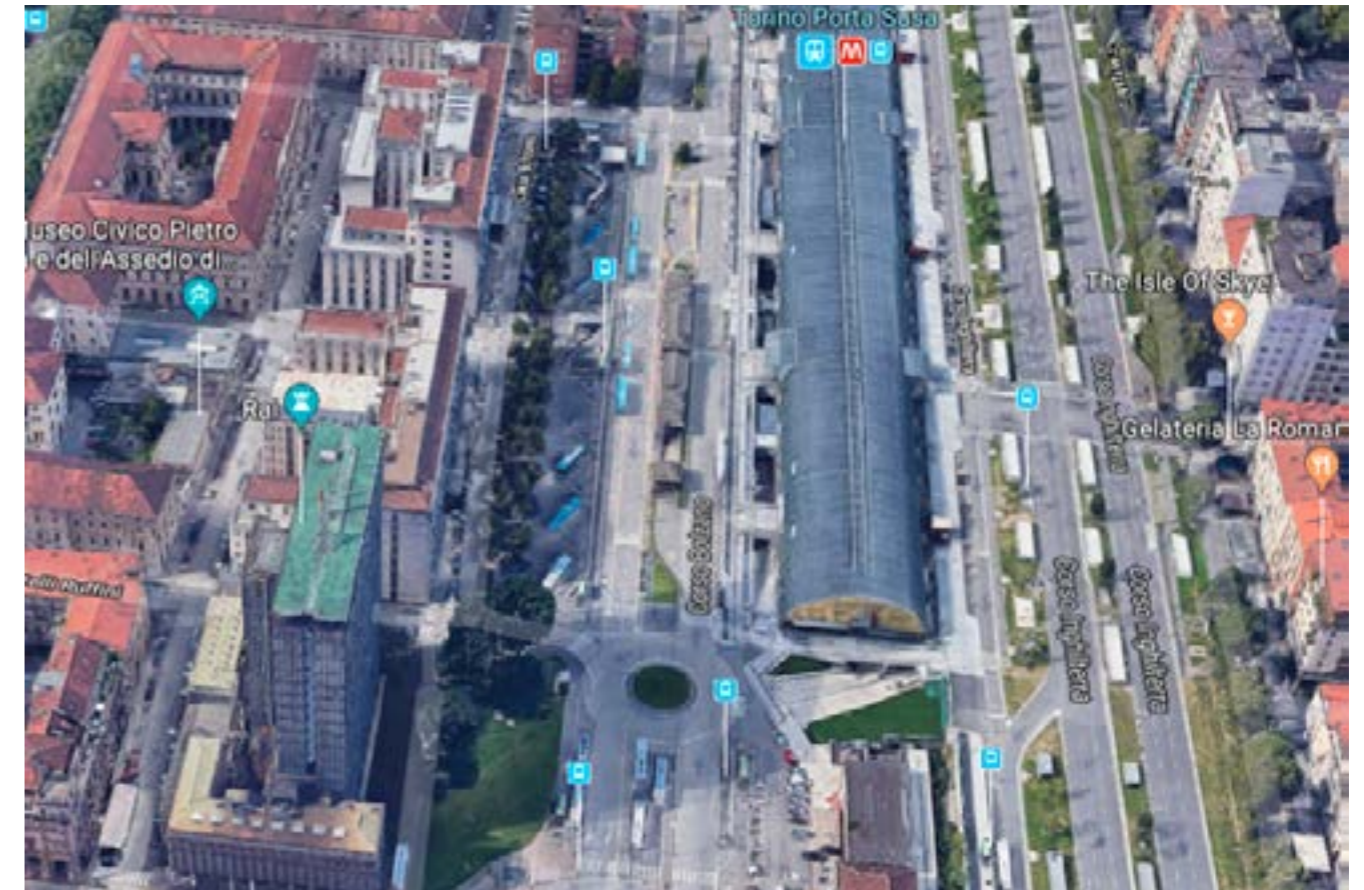
The building consists of:

1. A main central block, home of offices and one canteen, consisting of a 18-storey above-ground tower and one covered terrace floor;
2. Two buildings respectively with 5 and 6 above ground floors used as offices facing Via Cernaia and Via Guicciardini;
3. Two underground floors plus mezzanine used as warehouse and technical rooms that take up the whole block area.

The area is served by an excellent public transport system consisting of several bus lines, the metro line 1 and is 0,2 km far from the high speed railway station. Two key projects are today planned, close to this building: a new skyscraper and the Boutique Hotel for millennials.

Due to its strategic location and the area regeneration, the building can be renovated as commercial (office and services) building, and/or a luxury hotel, considering that international sport events will be hosted in Turin starting from the ATP finals (2021-2025).

The intended use of the area according to the current Town-Plan is a tertiary use as well as exhibit, congress, and tourist – accommodation activities. The residential use is eligible too within the urban area. The building will have to undergo reclamation works due to the presence of materials containing asbestos. The state of maintenance and conservation of the building, the plant equipment, the static and environmental conditions have to be ascertained.





# TUSCANY

The Tuscany Region presents an extraordinary plan to place on the national and international market its extensive real estate properties, which have an estimated value of about 200 million euro. Our goal is to fully enhance our regional real estate, considering two complementary objectives: the preservation and recovery of valuable properties, which today are underused, and the transformation of unproductive resources into an instrument for economic and local development. Therefore, on the one hand the properties we are presenting today represent major opportunities for investment and on the other hand, an extraordinary chance for local growth. It represents a unique opportunity in which Tuscany shares part of its beauty with the world.

Tourism is the leading sector for real estate investments in Tuscany. Beauty, art, nature, but also quality accommodation and comfort tailored to suit the needs of tourists in the 21st century. When you talk about tourism in Italy, it's hard not to think of Tuscany. This region encompasses the best of what made Italy world famous: stunning art cities, extraordinary views, sun, mountains, sea, but also the thermal springs and baths, well-being, entertainment, sport, local products, fine wines, popular shopping streets and small artisan shops which boast a long tradition. Every corner of Tuscany offers different sensations and emotions, thus leading to unforgettable experiences, both in the frame of leisure tourism and business tourism.

## PROJECTS BY:





# NEW URBAN CENTRE - MASTERPLAN

## RICHARD ROGERS

TUSCANY | SCANDICCI (FLORENCE)



### Access

Airport: 5 km  
Train station: 5 km

### Key Opportunities

- Urban development with a mix of valuable functions
- Presence of strategic infrastructures (tramway, highway, parking exchanger)
- Proximity to the luxury, fashion and leather goods district
- Authorization and advanced planning phase
- Area very close to the center of Florence

### Total Area

287,350 of land area

114,479 sqm of GFA

- Tourism: 11,700 sqm
- Residential: 42,600 sqm
- Commercial: 14,000 sqm
- Office: 46,179 sqm
- Student Housing: 12,200 sqm

### Authorization

The areas covered by the intervention are mostly subject to Public Initiative Implementation Plans.

### Contact info

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+39 0557591459

## LOCATION



### Sector

- Tourism
- Residential
- Commercial
- Office
- Student housing

### Intervention

- Urban development

### Type of investment

- Sale of full ownership

### Project description

The objective of the project is to complete the urban fabric of the City of Scandicci through the construction of the New Centre that runs along the tramway axis that connects Scandicci to Florence. The tramway, inaugurated on 14.02.2010, is now used by about 21 million passengers/year. At its terminus, Villa Costanza, Autostrade per l'Italia has created the first Italian inter-modal car park, directly at the motorway, which allows you to leave your car and take the tram without leaving the ordinary road network. This infrastructural mix has made Scandicci the main gateway to the city of Florence. The urban completion project anticipates a wide and varied mix of functions, mainly offices and service, commercial, as well as residential. There are also two tourist accommodation facilities and a reserved area for student accommodations. It is important to underline the presence in the area of two existing structures related to vocational training in the fashion industry, such as Polimoda and MITA, which every year train hundreds of students from around the world, who find immediate employment in the sector. The heart of the project is the creation of a large urban park (about 10 hectares) that will not be a residual area compared to the built-up area, but a planned, integrated and vital reality of urban design. The development of the area includes the following uses: Tourism (11,700 m<sup>2</sup>), Residential (42,600 m<sup>2</sup>), Commercial (14,000 m<sup>2</sup>), Offices (46,179 m<sup>2</sup>) and Student House (12,200 m<sup>2</sup>).

The different areas of urban development are the property of the municipality (Area: TR04b and portion E of TR04c), therefore subject to public auction; private ownership (Area: TR04a, part of TR04c and TR04d), therefore subject to direct negotiation; in bankruptcy proceedings (Area: TR04c), therefore subject to public auction.





# FORMER BARRACKS LUPI DI TOSCANA

## TUSCANY | FLORENCE



### Access

- Airport: 9 km
- Train station : 5 km
- Highway: 5 km
- Public transport (Bus/Tram): 0,07 km

### Key Opportunites

Participation in transforming a strategic area with implementation of a high quality regeneration project in terms of: urban connections, territorial and landscape structure, function and mobility configuration, spatial planning and public services, eco-sustainability

### Total Area

- 53,000 sqm of which 33,500 sqm subject to public tender:
- Residential: 4,000 sqm
  - Commercial: 5,000 sqm
  - Services: 6,500 sqm
  - Social Housing: 18,000 sqm

### Authorization

1. International Call for Ideas for the realization of a new settlement, under the community threshold, through an open public tender procedure (concluded)
2. Implementation plan with Urban Planning Variation State of Play:

the Municipality has identified the winning project of the International Call for Ideas whose forecasts are shown here; the urban planning variation is in progress, with specification of the intended use and the specific requirements to be fulfilled in the implementation of the intervention.

### Contact info

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 simona.viliani@comune.fi.it  
 investinflorence@comune.fi.it

## LOCATION



### Sector

- Residential
- Commercial
- Services & Public functions

### Intervention

- Renovation
- Urban development
- Demolition and Reconstruction

### Type of investment

- Public tender ordinary concession

## Project description

The complex of the former barracks and the areas around it are included within a larger area that was the subject of an International Contest of Ideas; on July 9, 2018 the Jury approved the ranking list.

The winning project, as required by the call for tender, provides flexibility by ensuring, in the unitary urban design, the autonomy of the sector with social aims, that develops almost exclusively on an area, owned by the Municipality of Florence since 2015, proposed as an investment opportunity.

The Lupi di Toscana military barracks, abandoned for many years and in a state of extreme deterioration, are located in the southwest bound of Florence.

The military use of the area has made impossible any development that instead has interested this zone of the city, situated on the border between the Municipalities of Florence and Scandicci.

The Municipality of Florence, has decided to submit the planning of this area to an international contest, so that from the comparison of ideas can emerge the best solution to create a new portion of the city. The aim is to build a new settlement, mainly residential. The area has great potentials, is connected by tramway and is already partially urbanized, so as to reshape a new settlement characterized by a well-balanced combination of designations, no longer limited to the "enclosure" of the military barracks, but open to the city.

(<https://concorsolupiditoscana.comune.fi.it>)



concorso lupi di Toscana

827287LeAy





# VILLA BASILEWSKY COMPLEX

## TUSCANY | FLORENCE



### LOCATION



#### Sector

- Tourism
- Residential
- Office
- Social housing

#### Intervention

- Restoration

#### Type of investment

- Sale of full ownership

#### Access

- Airport: 7 km
- Train station : 7 km
- Highway: 11 km
- Public transport (Bus/Tram): 0,1 km

#### Key Opportunitites

Close to the city center, railway station, airport and main services, ideally suited for touristic development

#### Total Area

7,000 sqm of GFA

#### Authorization

To be restored

#### Contact info

Silvia Catani  
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 silvia.catani@regione.toscana.it

### Project description

The complex is located in a valuable semi-central position in the city of Florence facing the first main ring roads. It is close to the main Exhibition Centre of the city, Fortezza da Basso. It is also very close to the historic town centre and is well served by public transport with the tramway n.1. Built between the end of the 19th century and the start of the 20th, during the most extensive urban works for Florence carried out by Giuseppe Poggi, the lot was purchased by an aristocratic Russian family, the Basilewskys, members of the famous colony of Florence. Built by the architect Aleksandr Julievic Jag according to the canons of neoclassicism, Villa "Olga Basilewsky" was donated to the city of Florence.

The Complex consists of 4 buildings for a total surface of approx. 7,000 sqm.

The monumental Villa Basilewsky (Surface: 1,684.62 sqm.) is built on four floors, the basement, the ground floor, first floor and second floor. Even the different floors are marked by bands of strips and rods that highlight the various walking surfaces and visually combine all of the window sills. Inside the building, as well as the entrance, there are monumental double flight stone stairs, with highly valuable volute decorations, that lead to a large vestibule with domed ceiling and stucco mouldings painted grey like imitation stone. The Villa is surrounded by a large garden with a fence wall and attractive cast iron railings and tall trees. It can be accessed via two monumental wrought iron gates facing onto Viale Filippo Strozzi and another on Via Lorenzo il Magnifico.

The property is completed by two 19th century buildings adjacent to the Villa facing onto Via Lorenzo il Magnifico: the Villino "Borchi" and the Villino "Passerini".

Villino "Passerini" consists of 4 floors, once used as a luxury residential house, later adapted for directional destination (Surface: 729,25 sqm). Villino "Borchi" consists of 4 floors. The characteristics of the building are similar to those of Villino "Passerini", since it was built in the same period (Surface: 895,60 sqm). There is also a building called "Enlargement", this building was built around 1960, the structural characteristics of the property are those typical of the buildings of the time, for a cadastral area of 2,732.80 sqm.

The Complex is on sale by public notice for expression of interest.





# ANCE

ANCE, the National Association of Construction Companies, represents the Italian construction industry, which comprises almost 20,000 companies, from large general contractors to small and medium sized enterprises, specialized in residential construction and civil engineering. Italian international companies manage about 800 construction sites in 92 countries with a total contract value of 82 billion euro and a portfolio of 51 billion euro.

ANCE has a nationwide network made up of 20 regional representations and 90 provincial representations and supports the Italian construction industry in its relations with the public authorities, public services, economic decision-makers and other key players involved in the construction sector's policies and activities.

The Association's mission is to build the collective good and also to contribute to achieving the sustainable development goals.

To this end, the Association performs several tasks, mainly lobbying work in the areas of real estate, the environment, energy, urban planning, public works, research and analysis, as well as advisory and consulting activities.

**ANCE** | ASSOCIAZIONE NAZIONALE  
COSTRUTTORI EDILI

PROJECTS BY:

 **DESANTIS**  
COSTRUZIONI



# HOTEL AND ASSISTED HEALTHCARE RESIDENCE ANTICHE TERME TRICARICO

CAMPANIA | NAPLES



## Access

- Airport Capodichino - 17 km
- Railway Station - 13 km
- Highway - 14 km
- Bus / Tram - 0,1 km
- Subway - 0,4 km
- Highway Agnano - 3,2 km

## Key Opportunités

- Location: Directly overlooking the sea but contextually within the centre of town
- Proximity to the main urban and extra-urban communication arteries
- Width of the covered areas
- Potential tourist-accommodation structure
- Potential assisted healthcare residence

## Total Area

- 10,291.7 sqm of land area
- 7,000 sqm of GFA

## Authorization

In phase of presentation

## Contact info

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## LOCATION



## Sector

- Tourism
- Healthcare residence

## Intervention

- Renovation

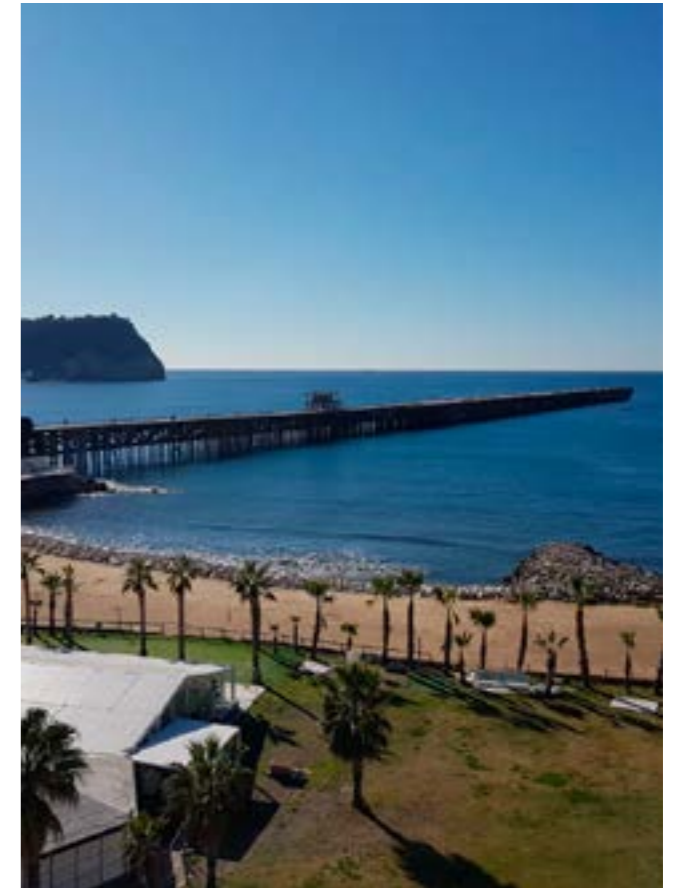
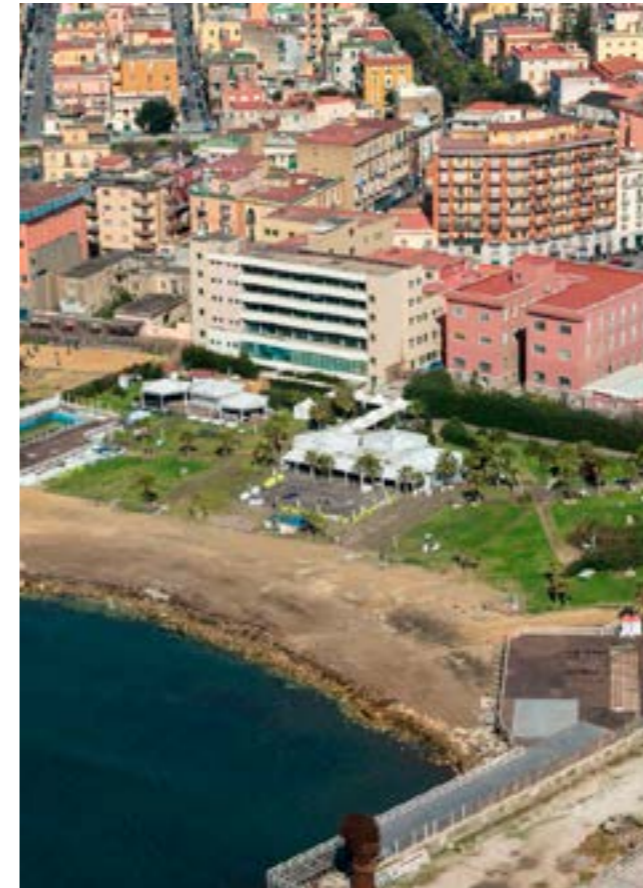
## Type of investment

- Sale of full ownership
- Ordinary lease (rent)

## Project description

The restoration project envisions the return of the building to its Midcentury Modern glory: a concrete building with geometric lines and rooms with large terraces overlooking the sea. The building's lines and the wide spaces are typical of the Italian Modern architecture. In consideration of its original purpose and architecture, the building is perfect as an hotel destination. A modern structure of about 6,000 of covered sqm and 1,500 of uncovered sqm. It consists of 90 rooms, 52 of which directly overlook the sea and equipped with large terraces. On the ground floor, there are recreational areas, two lounges, a café, a 140 seat restaurant with an adjacent terrace overlooking the sea, a year-round swimming pool, and a modern spa wellness center. It also has four floors of rooms and a skybar on the roof terrace with a 360-degree view of the Gulf of Naples. The facility is near the great Arenile di Bagnoli, through which it is possible to access the sea.

The building can also be used as an assisted living residence for persons who are not self-sufficient. It is a modern structure suitable for multiple purposes-residential, hotel and healthcare. The building lies within the urban setting of the Bagnoli district. It is 100 meters away from two subway stations and severed by numerous bus lines, two elements which guarantee its guests a full integration with the surrounding area.





# EXCLUSIVE OFFICES IN HISTORICAL BUILDING

## LAZIO | ROME



### Access

- Airport - 15 km
- Railway Station - 0,17 km
- Highway - 4,2 km
- Bus / Tram - 0,02 km
- Subway - 0,3 km

### Key Opportunitites

- Historic building without restrictions in the historic center of Rome
- Perfectly connected to the station and public transport
- Leased property
- Easily reconvertible

### Total Area

6,000 sqm of GFA

### Authorization

Currently the building is used to "public offices". It can be converted for many purposes: houses, tourist services (not exceeding 60 beds), public establishments, commercial buildings (art. 25 paragraph 14, art.27 paragraph 4)

### Contact info

Francesca De Sanctis  
 +39 3356758191  
 f.desanctis@gruppodesanctis.com

## LOCATION



### Sector

- Tourism
- Offices

### Intervention

- Renovation

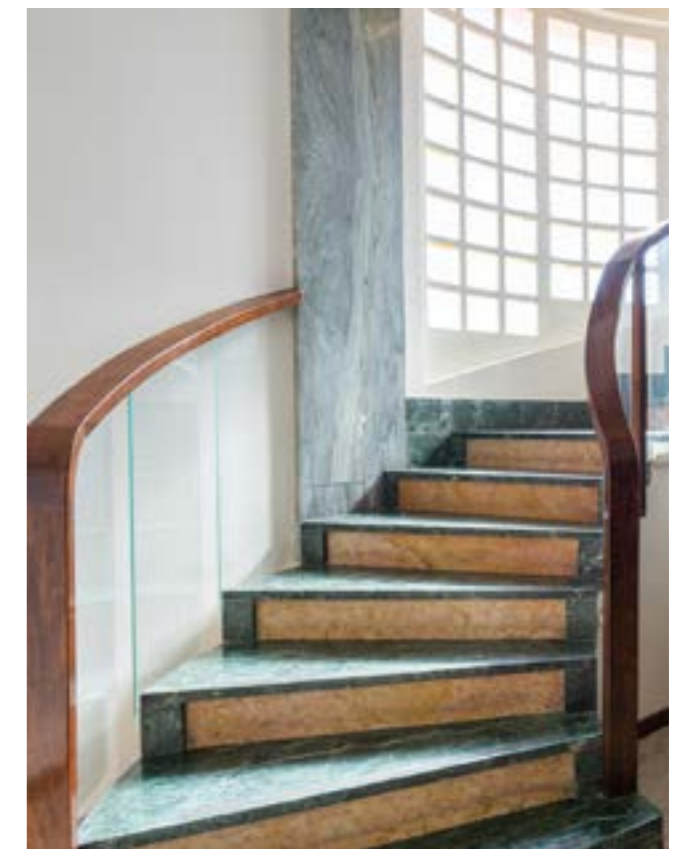
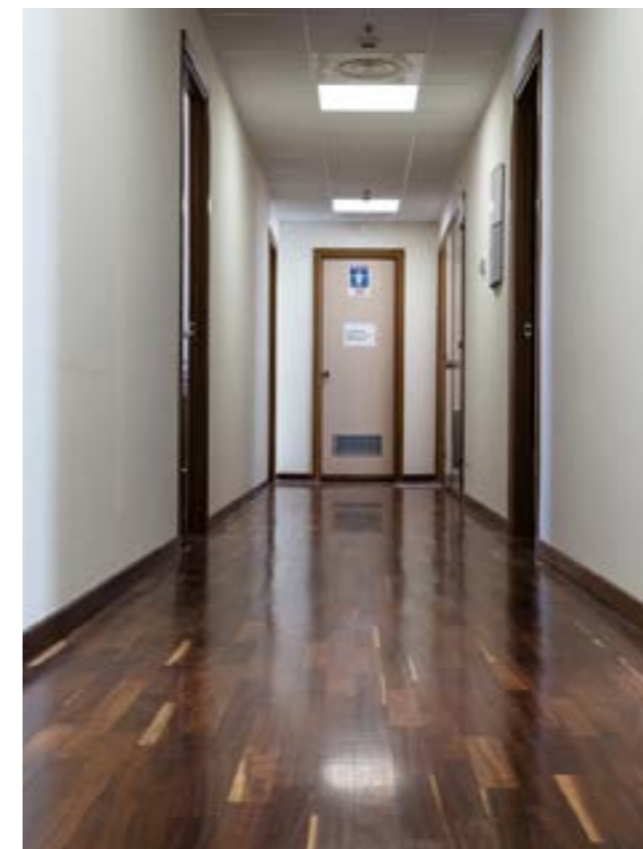
### Type of investment

- Ordinary lease (rent)

### Project description

The building constructed in the early 1900s, is located in Rione Monti, one of the most ancient quarters of the historic centre of Rome, in the immediate vicinity of Palazzo del Viminale, the Opera Theatre and Santa Maria Maggiore. The building is near other storical buildings.

The free-standing property hosts two partially basement floors and the five above ground floors with a total covered surface of about 6,000 sqm of offices surrounded by 300 sqm of terraces and courts and 475 sqm of roof terraces. Currently the building is leased to Istat. It can be used for tourism purposes.





# ASSOPORTI

Assoporti is the Italian Ports Association. It includes Port Authorities - public bodies - established according to National Law, Chambers of Commerce and their special organisms for the management of certain ports, as well as Unioncamere - the Italian Association of Chambers of Commerce. The Association provides strategic and updated information on maritime issues to the Ministry of Infrastructure and Transport, other relevant Ministries and the European Union. Furthermore, it has an important role during relevant public events, by highlighting and promoting the importance of national ports, for the improvement of both the Italian and European Economy. Assoporti is a founder-member of E.S.P.O. - the European Sea Ports Organisation.

The importance of the sea, of sea transport and seaside cities is obvious in a country like Italy that has 8000 km of coastline. This amount of coast has no comparison in the rest of Continental Europe and has extraordinary potential tied to a strategic geographical position, that makes Italy a bridge through the Mediterranean Sea, that brings together East, West, North and South. Italian ports are a vital intermodal connection towards the entire globe and the transport system is an exceptional example of development + in the country.

## PROJECTS BY

ITALIAN  
PORTS  
ASSOCIATION



Port Network Authority  
of the Eastern Adriatic Sea  
Ports of Trieste and Monfalcone



AUTORITÀ PORTUALE DI GIOIA TAURO  
E DELLA CALABRIA



## FREESTE 2

### FRIULI VENEZIA GIULIA | STAZIONE DI PROSECCO - SGONICO (ZGONIK)



#### Access

Airport: 25 Km

Train Station: Direct Access

Highway: Direct Access

#### Key Opportunités

- Located in highly accessible areas next to the port of Trieste and directly connected to main European transport networks (seaways, highways and railway lines)
- The Trieste Free Port special custom regime can apply to both facilities and according to operator's requirements
- Meant for logistics operations (warehousing, labelling, assembling etc.) and/or light manufacturing activities in connection with expanding port and maritime business
- These developments are fully part of the "Belt and Road Initiative", which intend to further the commercial and industrial relations between European Union and the P.R. of China
- One-stop-shop at the Port Network Authority of Eastern Adriatic Sea

#### Total Area

27,000 sqm

#### Authorization

The ownership is of the PNA, a public body that must comply with existing national legislation concerning the planning, programming, project design and execution of public works. The Zoning is Handicraft and Industrial.

#### Contact info

Port network Authority of the Eastern Adriatic Sea - Port of Trieste and Monfalcone

+39 0406731

info@porto.trieste.it

protocollo@porto.trieste.it

## LOCATION



#### Sector

- Logistics and light manufacturing
- Industrial

#### Intervention

- Renovation
- Partial new construction

#### Type of investment

- Sale of full ownership

#### Project description

(Both to rent and for sale): brown field site approximately 15 Km away from Trieste city centre and located along the Italy-Slovenia international railway line in close proximity to a railway shunting area. The area includes two detached plots and some vacant units. There are opportunities to consolidate further plot of land.

The Port Network Authority of the Eastern Adriatic Sea is a public entity that develops, promotes and regulates the commercial and industrial activities and operations within the International Free Port of Trieste and within the port of Monfalcone.

It also participates in the equity of other entities entrusted with the logistics and industrial development of the greater Trieste area (e.g. consortium for local industrial development "CoSELAG") and in strict cooperation with all the relevant key players of the regional transportation network (inland ports, railway operators, ICT service providers etc.).





# CONSTRUCTION BIG INDUSTRIAL WAREHOUSE

## CALABRIA | GIOIA TAURO



### Access

Airport: 70 Km  
 Train Station: 100 Km  
 Highway: 5 Km

### Key Opportunitites

Customer area is connected to one of the major port of transshipment in the Mediterranean Sea and the other infrastructures.

- Connection to the port
- Fiscal benefits
- Logistic connections
- Gateway rail link

### Total Area

Total area: 50,000 sqm  
 Built-up area: 25,000 sqm

### Authorization

50% progress of works.

Authorisation of the Municipality of Gioia Tauro – Province of Reggio Calabria – Superintendence authority – Consiglio Lavori Pubblici.

### Contact info

Gioia Tauro Port Authority  
 +39 0966588637  
 +39 0966588617  
 comunicazione@portodigioiatauro.it

## LOCATION



### Sector

- Logistics
- Industrial

### Intervention

- New construction

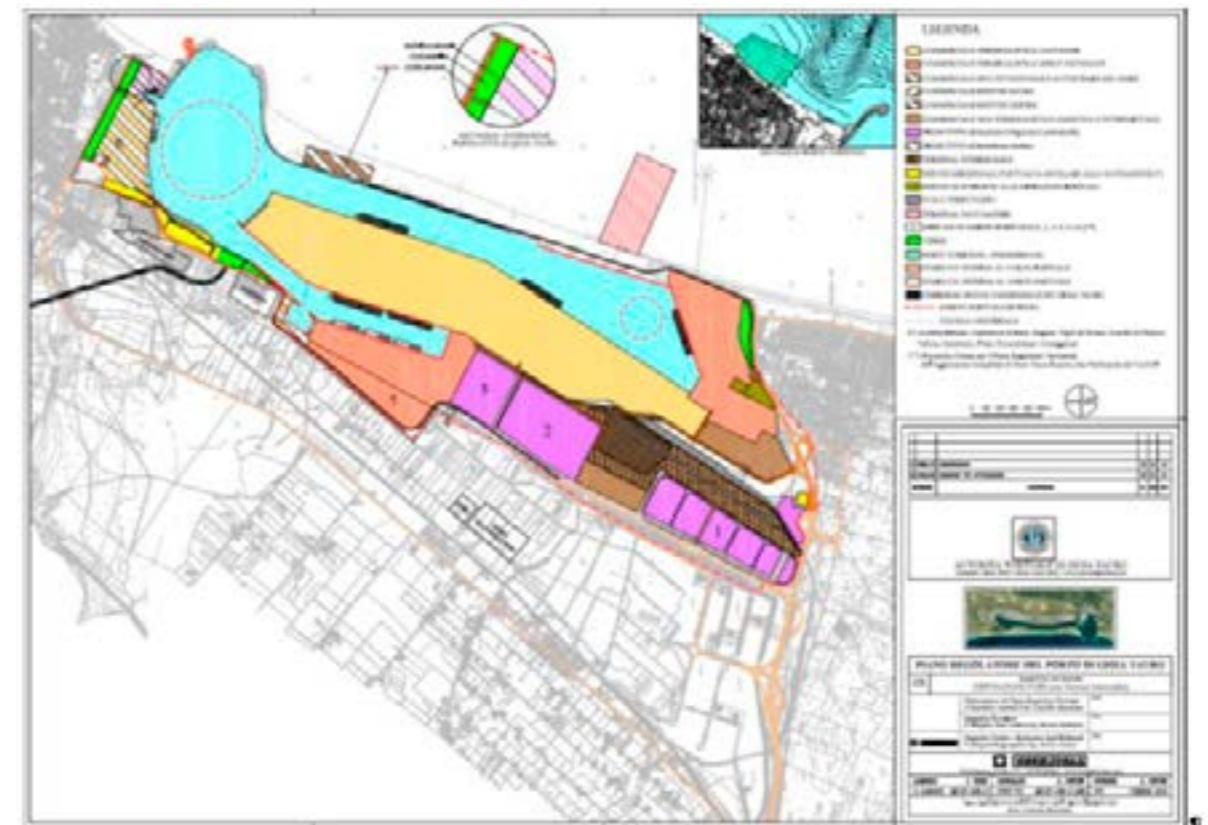
### Type of investment

- Ordinary concession

### Project description

To strengthen a new industrial area, the project foresees the development of a big warehouse dedicated to transport logistics. It's intended to industrial enterprise connected to one of the major port of transshipment in the Mediterranean Sea.

Total area: 50,000 square metres  
 Built-up area: 25 square metres  
 Height: 10 metres  
 Intended use: industrial logistics





# U.I.R. UNIONE INTERPORTI RIUNITI

U.I.R. – Unione Interporti Riuniti is the national association representing all the Italian Freight Villages. Created in December 2003, it is currently chaired by Mr. Matteo Gasparato and can count on 23 members across Italy.

U.I.R. is the only association, among those representing the Multimodal Terminals, guaranteeing the neutral role in the transport and logistics supply chain. The members provide:

- 32 Million sq.m. of logistics services
- 3 Million sq.m. of Rail/Road terminal (intermodal and conventional)
- 5 Million sq.m. of warehouses
- 1.200 transport and logistics companies located inside the Freight Villages, with more than 20.000 employees
- 50.000 trains arrived/departed in 2019, for a total of 65 million tonnes of handled goods, (more than 2 million of TEU).

U.I.R.'s main goal is to consolidate and develop intermodal transport and sustainable logistics by promoting synergies and stable interaction between freight villages themselves, ports, and other public and private bodies involved in this business. For these reasons, U.I.R. joined Europlatforms EEIG (European Association of Freight Villages) and the two main Italian Confederations, Federtrasporto and Confetra.

## PROJECTS BY:





# MARANGONA INNOVATION AREA

## VENETO | VERONA



### Access

- Airport: 3 Km
- Train Station: 5 Km
- Highway: 7 Km
- Service (bus/tram): 1 Km

### Key Opportunitites

- Geographical location
- Direct Road accesibility (close to A22 and A4 motorways)
- Greenfield (open area without constructions or specific projects)
- Close to Interporto Quadrante Europa

### Total Area

1,500,000 sqm

### Authorization

The authorization procedure to produce the implementation plan is in progress at the Municipality of Verona. The lands are buildable according to a regional plan of Veneto Region.

### Contact info

Nicola Boaretti  
 General Manager  
 +39 0458622060  
 consorzio.zai@qevr.it

## LOCATION



### Sector

- Logistics
- Offices
- Industrial

### Intervention

- New Construction

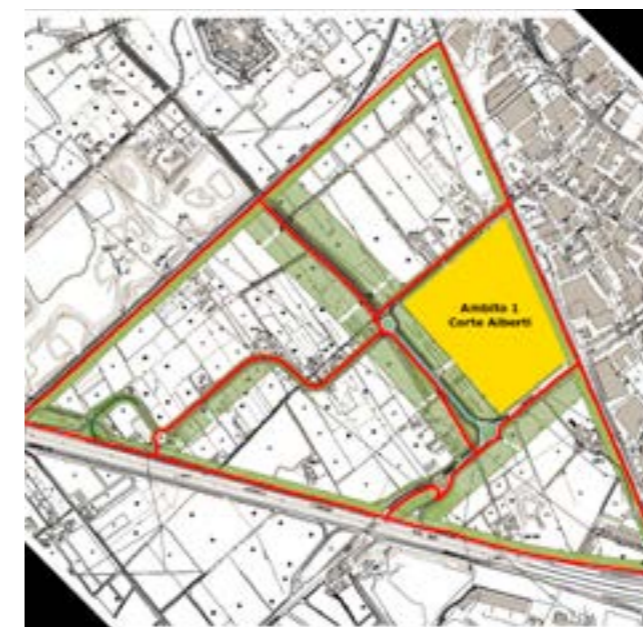
### Type of investment

- Sale of full ownership

### Project description

With its Masterplan, Consorzio ZAI enhances the range of opportunities for start-up companies, including innovative production activities, in a newly-conceived area of 1.5 milion of m2 close to Quadrante Europa freight village and directly linked to the Milan-Venice motorway: it is an area of Innovation called "Marangona". Marangona lies in close proximity to the Verona Exhibition Centre, the international Airport and the University Departments of Business and Science. The area will accommodate a number of enterprises in buildings and warehouses of various sizes and notable design. The different intended uses are: industry, logistics, management, production services and offices. There is the opportunity to establish companies technologically advanced, careful in innovatie research, environmental compatibility and sustainability of the production cycle. C2 area will provide state-of-the-art devices and services both in terms of (ICT) and security, while its layout will include green areas and a dedicated internal road system, external construction of cycle and pedestrian path and underground services.

Consorzio ZAI must carry out the primary urbanization. The construction of the building is charged to the buyer. The buyer is not subject to the payment of planning fees and of construction cost tax.





## AREA PP CEPIM

EMILIA ROMAGNA | FONTEVIVO, PARMA



### Access

Airport: 10 Km  
Train Station: 6 Km  
Highway: 5 Km  
Service (bus/tram): 2 Km

### Key Opportunitites

- Geographical location
- Direct Road accesibility (close to A1 and A15 motorways)
- Greenfield (open area without constructions or specific projects)
- Close to Airport Giuseppe Verdi - Parma

### Total Area

405,000 sqm  
Logistics: 400,000 sqm  
Office: 5,000 sqm

### Authorization

The current urban plan is operational and already authorized. No additional permissions are required.

### Contact info

Cepim SpA  
Ing. Luigi Capitani  
+39 0521615711  
info@cepimspa.it

## LOCATION



### Sector

- Logistics
- Offices

### Intervention

- New Construction
- Renovation
- Demolition and Reconstruction

### Type of investment

- Sale of full ownership
- Ordinary lease (Rent)

### Project description

With its Masterplan, Cepim Spa has started the investment to develop terminal equipments, with a particular attention to intermodality, rail-road terminal operators and new large dry and refrigerated warehouses for organized large-scale distribution (GDO). The area covered by these operations is about 405,000 square meters inside the Parma Freight Village and it is made up of buildings to be recovered and green areas. Parma Freight Village (3 million square meters, totally) positioned in the intersection of the A1 and A15 motorways along the Milan-Bologna-Rome railway axis a few km from Parma, its Giuseppe Verdi Airport and the Parma's Expò Center. Parma Freight Village already hosts about 80 logistics companies, offices, hotels, service stations (soon with LNG service), customs offices, security services and access control.

- Masterplan approved;
- Status: different levels of status: preliminary project, definitive projects, parts already in construction
- General investment: investment participation to negotiate with Cepim Spa;
- Acquisition of green areas: 80 euro/sq.m.
- Rent of covered area: from 35 up 45 euro/year/sq.m.
- Rent forecourts from 7 up 12 euro/year/sq.m.
- 20 million euros for the construction of the new terminal.
- 24 million euros for the redevelopment and construction of new warehouses and logistics areas





# WAREHOUSES AND EXPANSION OF NOLA FREIGHT VILLAGE

CAMPANIA | NOLA, NAPLES



## Access

Airport: 18 Km  
 Train Station: 15 Km  
 Service (bus/tram): Available

## Key Opportunitites

- All the services already available in the Freight Village
- Excellent geographical and infrastructural positioning
- Bureaucratic simplification and fiscal credit

## Total Area

50,000 sqm of already built warehouses + 200,000 sqm expansion area

## Authorization

- Regional concession: surface rights on the warehouses
- Already built warehouses: immediately available for the deeds
  - Expansion area: deed possible in 18/24 months

## Contact info

Interporto Campano Spa  
 Giuseppe Pianese  
 giuseppe.pianese@cis.it

## LOCATION



## Sector

- Logistics
- Industrial

## Intervention

- New Construction
- Other

## Type of investment

- Sale of full ownership
- Other

## Project description

Interporto Campano (IC) offers 50.000 sqm of already built warehouses within Nola Freight Village and an expansion area of 200,000 sqm IC offer a wide range of services dedicated to transport and logistics, among them the Custom, the intermodal terminal of 225.000 sqm, a private cargo rail service, an internal railway station with 13 tracks linked to the national network, a 750 m. long track dedicated to arrival and departure of trains (European standard) and a 200.000 cubic meters of cold storage.











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