



K2REAL

Real Estate Partners
Chartered Surveyors



RICS

Company Profile December 2016



WHO

K2Real is an Independent Real Estate Advisory group



WHO

K2Real Group



K2Real is a **Strategy, Execution and Valuation Provider** throughout the real estate **Investment cycle** in the major asset classes (**including alternative investments, distressed assets and NPLs**). K2Real facilitates, if required, Change & Crisis Management in turnaround dynamics.



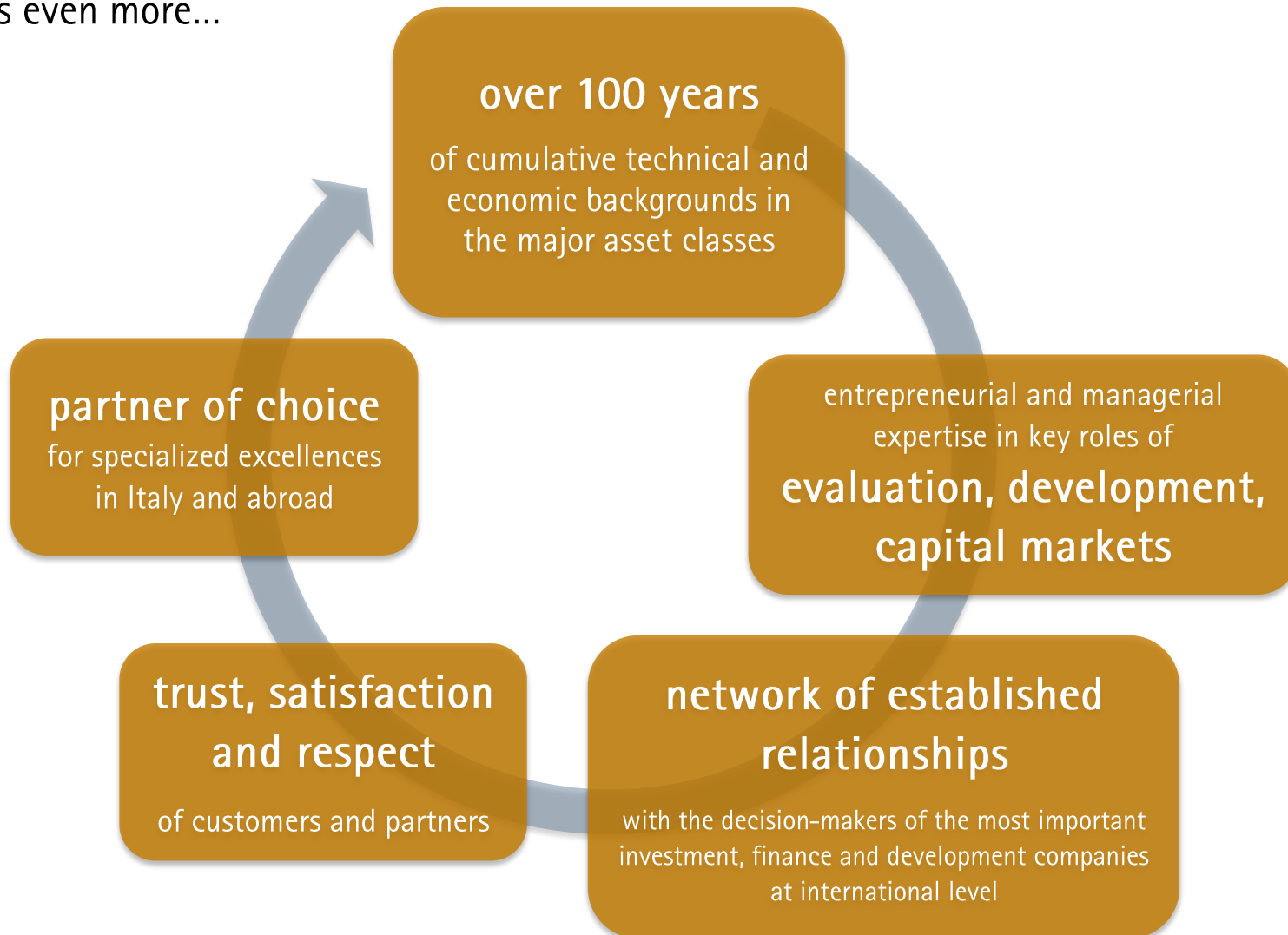
K2Project is specialized in **sustainable architecture and concept design** with the objective of reconciling technical feasibility and economic sustainability, through a creative approach based on international best practices

K23

K23 is focused on **capital markets**, providing from **origination** and sourcing of opportunities, based on specific investment criteria, to all the services related to **transaction management** and assistance to the closing of the deal

WHO

K2Real is even more...



WHO

Management Team



**Tania
Garuti**



**Ugo
Festini**



**Gianni
Zecchini**



**Andrea
Lazzarich**



**Francesco
Melis**

Role	Managing Partner	Partner	Partner	Partner	Partner
Experience (years)	> 18	> 18	>22	> 15	> 22
Carrier Highlights	<ul style="list-style-type: none"> ▪ REAG – Duff & Phelps ▪ Aareal Bank ▪ Beni Stabili (Gruppo Apokè) 	<ul style="list-style-type: none"> ▪ Value Partners ▪ PriceWaterHouse 	<ul style="list-style-type: none"> ▪ REAG – Duff & Phelps ▪ Free Lance 	<ul style="list-style-type: none"> ▪ REAG – Duff & Phelps ▪ Free Lance 	<ul style="list-style-type: none"> ▪ REAG – Duff & Phelps ▪ Oikos
Areas of Expertise	CEO	R.E. & Business Strategy, Alternative Investments, Crisis Management	Due Diligence Technical Services, Master Planning, Feasibility Studies	Investment & Portfolio Management, Valuation & Mass Appraisal, System Integration	Capital Markets, Sales Management, Development

WHO

Credentials

over **120**
institutional
investors,
public institutions,
private operators at
international level

more than
30 billion
euros
of real estate and
financial assets
in the last 3 years

more than
250 MW of
photovoltaic plants
evaluated for a
cumulative value of
over 600 euro/mio

more than **30**
real estate funds,
of which we are
Independent
Experts on an
annual basis

- **First** to support **in technical risk analysis** the first real estate funds in Italy having invested in **NPL**
- **First** in Italy to support **M&A operations between asset management companies** in the activity of **due diligence**
- **First** to support the **launch of real estate Funds of Funds**
- **Among the first** to assist **HNWIs and main Family Offices** in Italy for real estate strategies and investments
- **Among the first** in Italy to perform **valuation and technical analysis for social housing** (developments and conversions), **healthcare and student homes**

WHY

Mission & Vision

To be a **voice in the wilderness**, to be what we thought was missing in the market at the time, developing an innovative model of business based on the value of excellence.

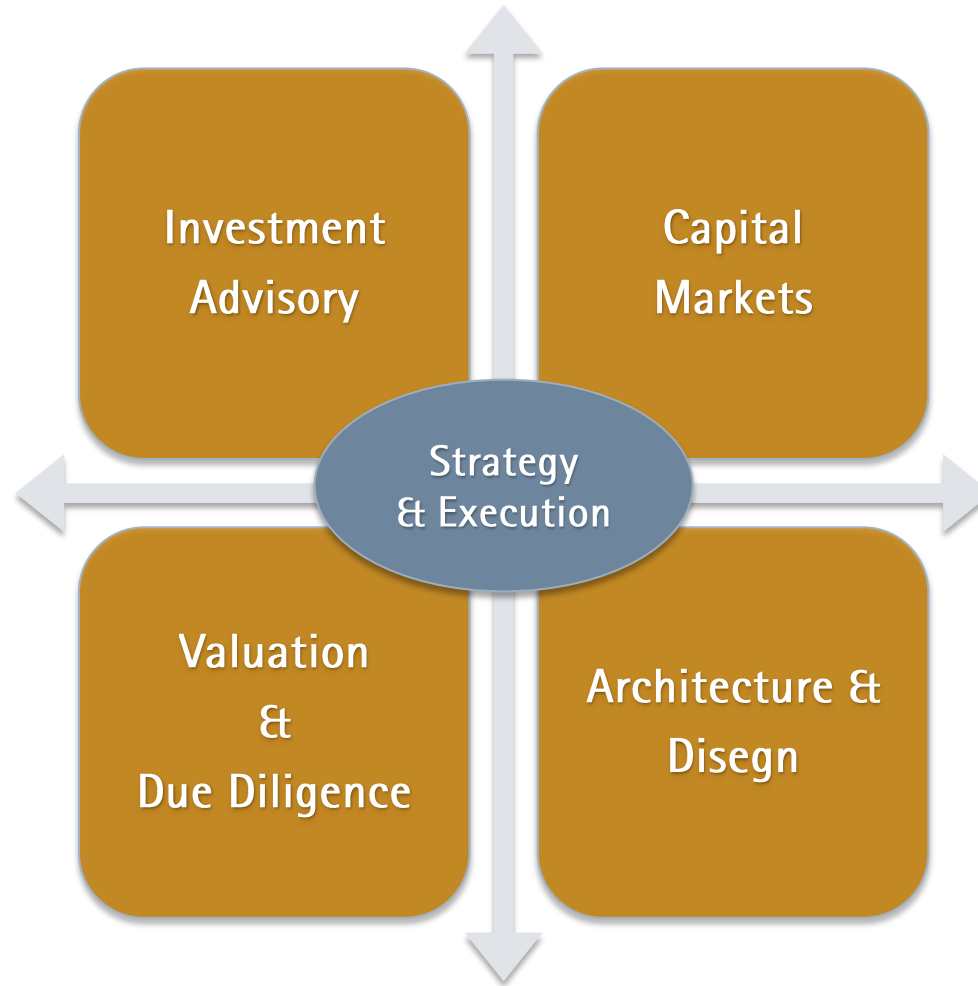
We believe that our success comes from our deep understanding of customer needs, from being **uninfluenced counterparty, independent thinker** in the team.

All this can be accomplished only keeping always in mind the fundamental value, where our challenge started from.

{ **We aspire to continue to stand out, excelling. Nothing less.** }

WHAT

Services & Activities



WHAT

Services & Activities

INVESTMENT ADVISORY

- Portfolio Investment strategies, structuring and rationalization
- Corporate (business plans, M&A for funds/asset management companies, fund-raising strategies, ...)
- Special situations (distressed portfolios, NPL, debt restructuring, extraordinary administration, ...)
- Alternative investments (renewable energy, social housing, student houses, health care centres...)
- Market Intelligence & Benchmarking

VALUATION & DUE DILIGENCE

- Independent Expert (core/added value/opportunistic, seeded Public/Private, Siiq, funds of funds, ...)
- Asset and portfolio valuation (market valuations and investment analysis)
- Financial valuation (profitability and compatibility)
- Due diligence
- Technical, economic and regulatory feasibility studies
- Analysis of and support to urban regulatory proceedings (including certification and regularization)

CAPITAL MARKETS

- Bespoke solutions on various transaction types across Europe (Disposals, Acquisitions, Sale & Leasebacks, JVs) in all major capital market sectors
- Cross border investment platform
- Equity, debt and structured finance
- Full support to underwriting and execution

ARCHITECTURE & DESIGN

- Master Planning
- Architecture & Design
- Space Planning & Workplace Strategy
- Sustainable Architecture

HOW

People

- Dedicated team of 15 real estate and finance professionals
- Senior management team averages over 15 years of functional and industry expertise
- Network of over 60 people in 25 key locations in Italy
- Wide international scalable infrastructure of professional consultants and partners

Skills

- Strategic, tactical and operational on
 - ❖ Real estate
 - ❖ Special situations
 - ❖ Alternative investments
- Evaluation, Finance, Development, Capital Markets
- Change & Crisis Management

Process

- Proven, repeatable methodological approach in response to changing client expectations and market conditions
- Relevant knowledge and continuous monitoring of market dynamics at domestic and international level

Effort

- Success-driven remuneration system
- Deep long-term relationship bond with our clients
- Co-investment approach

FOR WHOM



FOR WHOM





K2REAL

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Excellence, nothing less

Headquarter

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