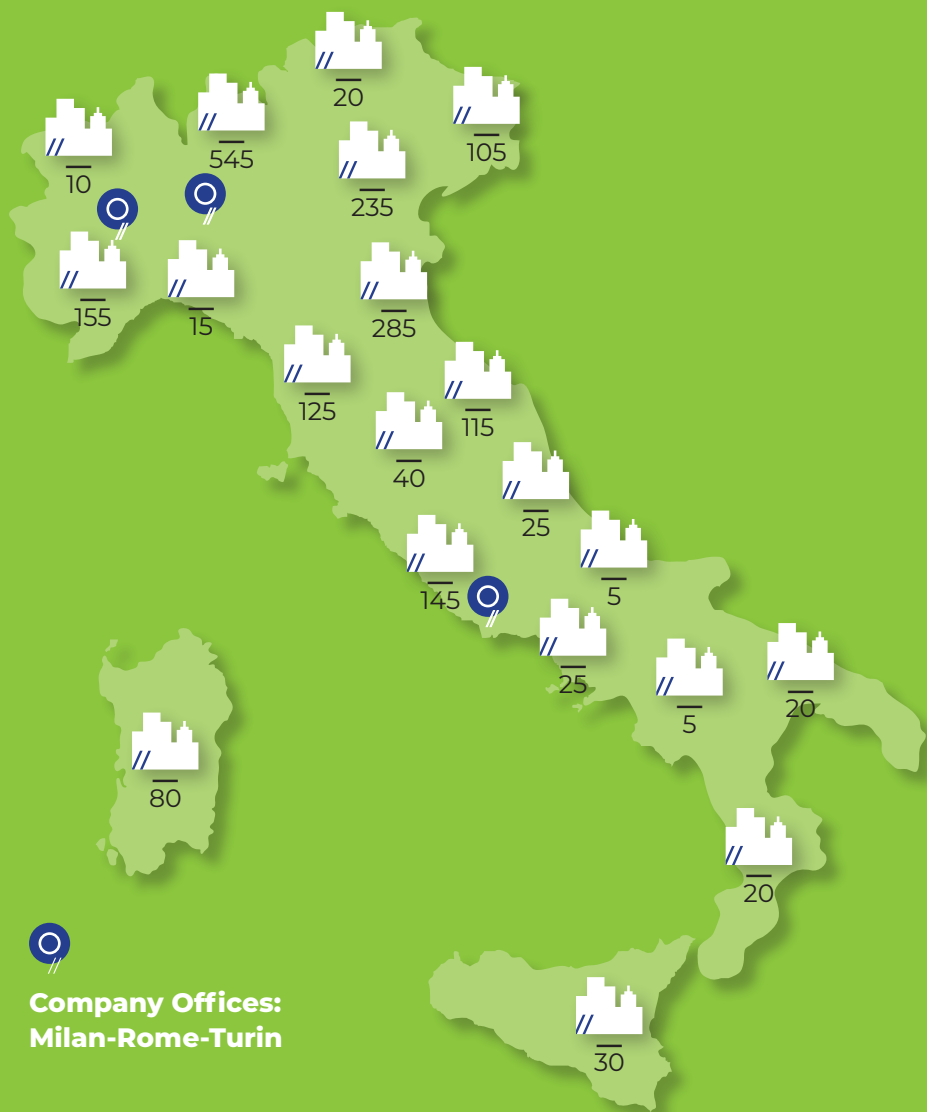


# An extensive network across the entire country

## // Annual amount

The total number of properties managed in Italy is 2,005, distributed in 1,000 municipalities across all Italian regions, as illustrated below.



MUNICIPAL  
PROPERTY TAX **37 €/m**  
OPEX **14 €/m**  
CAPEX **25 €/m**  
PROPERTIES MANAGED **18,000**  
LEASE AGREEMENTS **1,900**

## Revalo S.p.A.

Registered Office

Via di Santa Teresa 35, 00198 Roma

Operating offices

Via Santa Tecla 5, 20122 Milan

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IMPROVING VALUE  
FOR PEOPLE AND ASSETS

REVALO



## Our mission

Agile, smart and efficient, Revalo's primary aim is to increase the value of its Client's property assets, placing maximum focus on their particular needs and pursuing objectives centred around sustainability, health and safety. Operationally independent and naturally dynamic, the company, founded by a group of managers that helped it grow until it was acquired through a management buyout, can count on consolidated professional experience and the propensity to utilise the most advanced innovative technologies for providing management solutions and state-of-the-art services, specifically designed with the Client to fully realise the potential of each asset.



**THE PEOPLE:**  
OUR KEY VALUE

**INDEPENDENCE**

**EXPERIENCE**

**FOCUS ON  
PERFORMANCE**

**TRANSPARENCY,  
TRUST, RELIABILITY**

**EFFECTIVENESS  
AND CONTINUOUS  
IMPROVEMENT**

## An independent and expert company

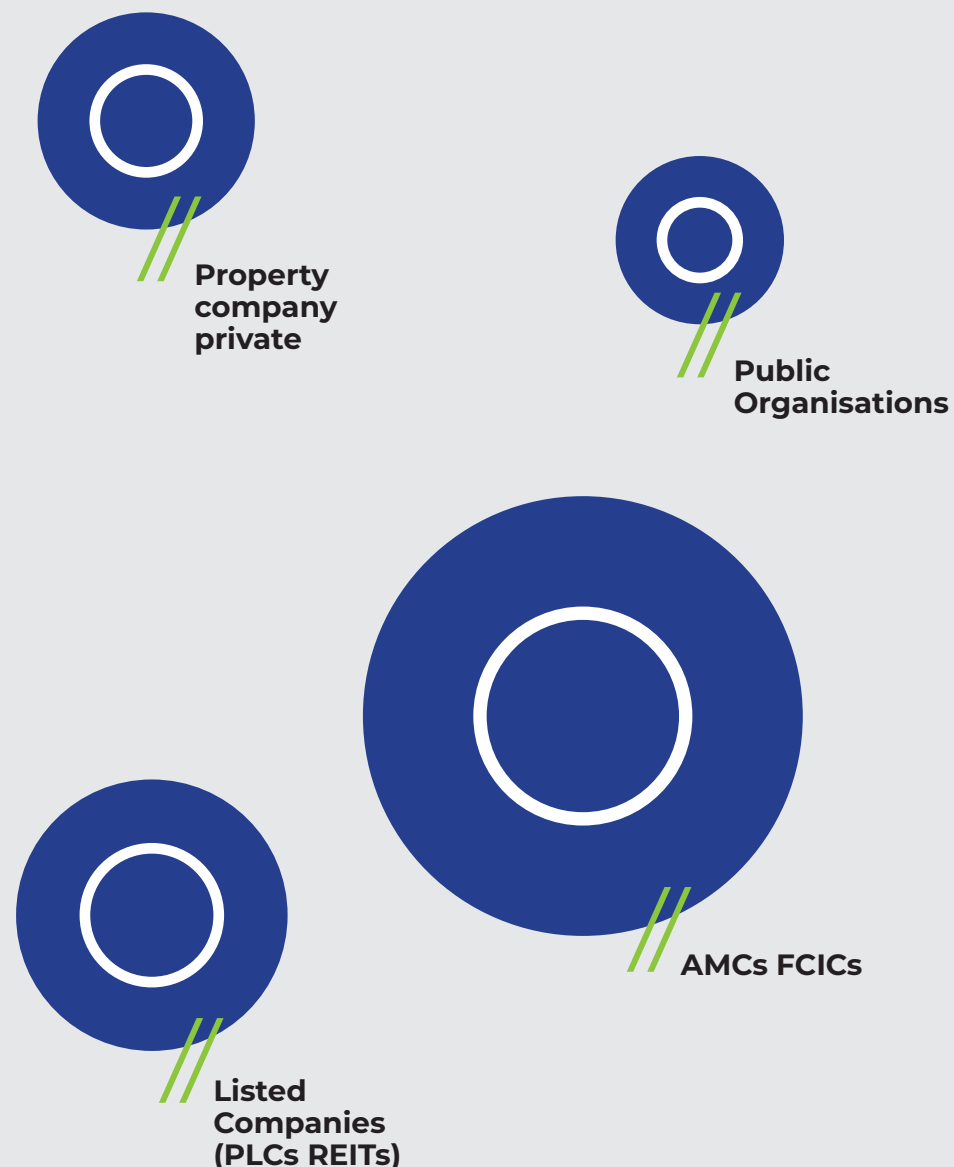
Revalo is now an Italian industry player that's directly managed by its shareholders. It's completely focussed on property services and guarantees a transparent and impartial relationship where its independence represents the key value to offer the market.

The deep knowledge of each property and its Tenants, the timeliness and reliability of information, combined with the constant search for innovation, both technological and otherwise, all contribute to establishing an appropriate and effective property management strategy.

## Clients are our cornerstone

Revalo's services are aimed at the owners of large property assets (investors with international standards and regulated entities such as AMCs, REITs and FCICs), as well as family offices that manage private assets, on both the Italian and international markets.

The industrialisation of compliance processes, a structured start-up phase and the assignment of a Property Manager expert to each commission enable all of Revalo's Clients to benefit, in line with their objectives, from the experience and professionalism gained over many years of working within a close-knit group.





ASSET  
UNDER  
MANAGEMENT  
**6.1 €/bn**

SURFACE AREA  
**4,1 m/sqm**

ANNUAL  
RENT  
**250 €/m**

MANAGED  
ASSETS  
**> 2,000**

Revalo utilises a highly computerised platform, enabling it to offer an integrated service for each phase of the management life cycle of an asset.



## PROPERTY ADMINISTRATION MANAGEMENT



The administrative management of the portfolio, lease agreements, real estate taxation, the management of insurance risks and lease agreements, and the planning and control of costs and revenue are all part of Revalo's DNA.

These activities are conducted using whichever management tool the Client utilises.

### STRENGTHS

- // Real-time reporting
- // Risk management
- // Real estate taxation management
- // Arrears management
- // Payments management

## BUILDING MANAGEMENT



Technical property management, the core of Revalo's service offering, consists of overseeing the services provided to the building and the people, monitoring the condition of the property and its regulatory compliance, managing any necessary emergency work, preparing and managing the budget for extraordinary activities, managing the relationship with Tenants and overseeing the satisfactory completion of maintenance activities.

### STRENGTHS

- // Distressed Assets
- // Commission dedicated teams
- // On-site presence

## DOCUMENTS & DATA MANAGEMENT



Revalo carries out a careful check of the technical-administrative documentation to ensure it is complete and in order: from acquiring the existing documentation to analysing any critical issues, and identifying the best ways to correct any irregularities through to the drafting of a transferability report for the property.

### STRENGTHS

- // Virtual Data Room
- // International standards
- // Building Data Base

## PROJECT MANAGEMENT



Revalo offers a management service to its Clients for handling extraordinary maintenance and capex operations that are particularly complex and significant. The activity consists mainly of coordinating the team of professionals who are responsible for each of the process phases: planning, works supervision, health & safety coordination and inspections. It also involves the coordination of the authorisation process with the competent authorities and of the building phase, as well as providing support to the Client during the tender process.

### STRENGTHS

- // **Design evaluation**
- // **Site Project Manager**
- // **Reporting**
- // **Construction site platform**
- // **Assistance with defining work activities**

## PROCUREMENT



Revalo, via its single Procurement Office, is able to maximise economies of scale thanks to its strong contract negotiating position, managing the services, supplies and works procurement processes with maximum transparency and effectiveness.

### STRENGTHS

- // **Vendor Management**
- // **Tender process traceability**
- // **Specialised contracts**

## ANALYSIS & REPORTING



The Analysis & Reporting function provides dedicated assistance in drafting the Client's annual budget, independently preparing the initial data output, to be analysed in detail together with the Client. Revalo's support continues throughout the year, providing assistance in analysing the data via a series of dedicated reports which are made available online ready for the Client to use. Revalo also offers assistance in providing data to support the process of periodically valuing the properties.

### STRENGTHS

- // **Flexibility**
- // **Real-time data management**
- // **Variance analysis**

## TENANT SERVICE



The "Tenant Service" includes all the activities that are carried out within an office space to guarantee it remains fully functional from an operational, technological and equipment perspective. The primary objective of the service is to manage the working space and all its physical and system components.

### STRENGTHS

- // **Support to the Tenant's core business**
- // **Integrated approach**
- // **Space Planning**

## DUE DILIGENCE



Revalo performs technical-administrative Due Diligence activities to support the buying and selling, leasing and financing activities, using an interdisciplinary approach and a careful analysis of the available asset documentation.

Revalo, with a view to improving the product offered, extends the Due Diligence activities to also include land registry analysis, so as to ensure compliance with tax regulations.

### STRENGTHS

- // **Respecting delivery times**
- // **Virtual Data Room**
- // **Dedicated professionalism**

## ADVISORY



Within the institutional Real Estate sector Revalo interacts with all the key players, providing its specific consultation services to assist with the management of all issues that may arise in relation to the property.

The service has a strong technical and urban planning focus and is supported by a profound knowledge of the market.

Revalo's various operating units work in tandem to fully understand the Client's needs and to provide appropriate solutions, both for single projects as well as for entire property portfolios.

Revalo interacts with its Clients not merely as a consultant, but as a genuine Business Partner.

### STRENGTHS

- // **Experience**
- // **Business Planning**
- // **Integration with other Business Units**

## ENGINEERING



Revalo is able to offer the following Engineering services with exceptional standards of professionalism:

- Sale & Leasing support (access to documents, correcting building/land registry irregularities, drafting of EPCs and of certificates of compliance with land registry or building regulations, land use certificates)
- Structural and plant engineering surveys using traditional or advanced tools (point cloud)
- Feasibility studies
- Architectural, structural and plant design and works supervision
- Space planning
- Works supervision and safety coordination during design and implementation phases in accordance with Legislative Decree 81/2008
- Drafting of Declarations of Compliance and plant inspections
- Structural inspections and seismic vulnerability analysis
- Regulations for use

Revalo's consolidated experience in building management enables it to provide Engineering services aimed at guaranteeing the optimal future management of the property, both functionally and financially.

### STRENGTHS

- // **On-site presence and monitoring**
- // **Benchmarking**

