

RESIDENTIAL INVESTMENT OPPORTUNITY
MILAN, ROME AND MONZA

The Portfolio

CHIUSANO & C
IMMOBILIARE

EXECUTIVE SUMMARY

Unique residential portfolio

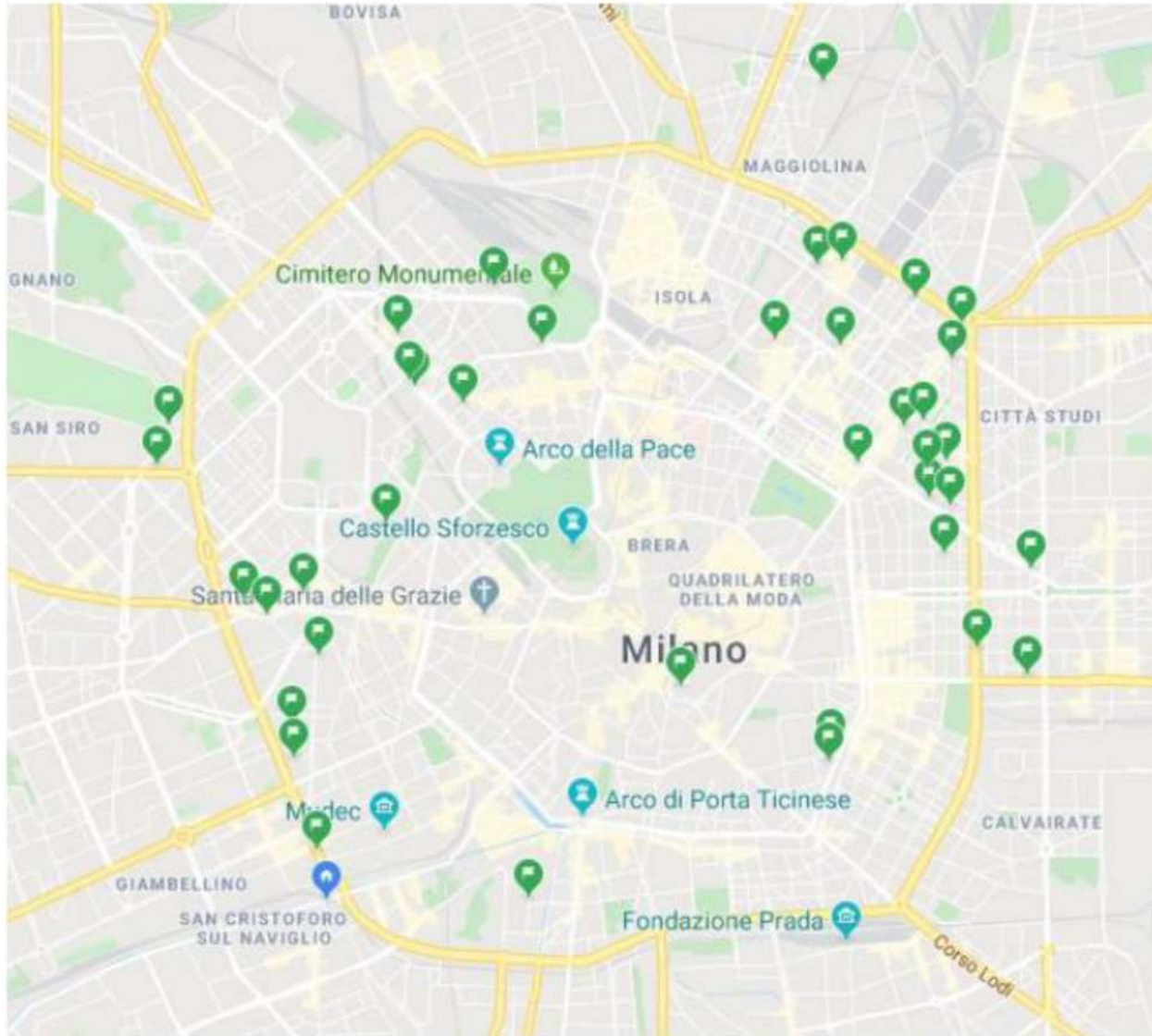
- The proposed real estate portfolio consists of 68 residential units located in Milan, Monza and Rome regions. Most of the properties are located in the city of Milan.
- All the properties have been totally renovated and some of them are entirely furnished.
- The properties are currently fully rented mainly to primary banks, insurance or national/ multinational banks.
- The rent market has been growing in the last few years and rents are expected to keep increasing. More than 65% of the lease contracts will expire in the next 3 years, which gives a great opportunity to the landlord to exploit the rental growth by renegotiating the lease contracts at the expiration date.

CITY	#	AVERAGE PASSING RENT (€)	TOTAL YEARLY GROSS RENT (€)	TOTAL GLA (SQM)	AVERAGE GLA (SQM)	AVERAGE RENT (€/SQM)
Milan City	43	23,000	982,000	4,464	104	220
Milan Province	6	25,000	150,000	1,292	215	120
Monza - Brianza Province	18	7,000	128,000	1,312	73	100
Rome	1	29,000	30,000	130	130	230
Total	68	21,500	1,290,000	7,198		



LOCATION OF THE UNITS IN MILAN

Strategic positions in Milan



Most of the apartments have been bought in Milan Downtown in high-end residential neighborhoods such as:

- Porta Romana
- Porta Venezia
- Indipendenza
- Missori
- De Angeli
- Washington
- Città Studi
- Centrale
- Lazzaretto

APARTMENTS FULLY REFURBISHED

Top quality materials

All the apartments have been fully renovated using only high standard materials and furnishings.

The furnishings are selected among the best brands in each area (e.g. Artemide, Boffi, Tisettanta, Segis etc.).

Given the excellent state of maintenance and the adopted high standard materials, the units could be upgraded to luxury apartments/villas. They could also be addressed to short term rentals for touristic destination, given the strategic location and the good-looking interiors.



THE PORTFOLIO

Portfolio Characteristics

CITY	TYOLOGY	#	CAPEX (€)	TOTAL INVESTMENT (€)	TOTAL YEARLY GROSS RENT (€)	TOTAL NET RENT (€)	TOTAL GLA (SQM)
Milan City	Office	2	240,000	1,130,000	64,000	55,000	270
Milan City	1 bedroom	1	60,000	370,000	14,000	13,000	65
Milan City	2 bedroom	34	3,260,000	17,180,000	746,000	695,000	3,346
Milan City	3 bedroom	5	610,000	3,090,000	122,000	112,000	634
Milan City	3+ bedroom	1	160,000	720,000	36,000	36,000	149
Milan Province	Office	2	480,000	970,000	49,000	45,000	317
Milan Province	Villa	4	510,000	2,240,000	101,000	93,000	975
Monza- Brianza Province	Studio	2	220,000	340,000	10,000	10,000	108
Monza- Brianza Province	1 bedroom	11	1,370,000	2,210,000	79,000	70,000	748
Monza- Brianza Province	2 bedroom	5	810,000	1,370,000	40,000	36,000	456
Rome	2 bedroom	1	200,000	720,000	30,000	27,000	130
Total		68	7,920,000	30,340,000	1,291,000	1,192,000	7,198

TOTAL INVESTMENT (€)	30,340,000
Total Gross Rent (€)	1,291,000
Total Net Rent	1,192,000
Net/Gross %	92%
Net Yield	3.9%

TIME LAPSE	2001-2007	2008-2011	2012-2019	TOTAL
Properties Purchase Investments (€ MLN)	7.4	3.8	11.2	22.4

- The net rent takes into account all the yearly expenses for public taxes (IMU/TASI).
- The majority of the lease contracts will expire within 3 years. Once expired, the properties could be leased to new market conditions, exploiting the higher rents that will characterize the market. The rental trend has been positive in the last few years and the rents will perhaps keep soaring. The flexibility and early expiration of the lease contracts is a great opportunity to adopt the returns to the market.
- The CAPEX carried by the landlord include renovation and furnishing expenses. The carried capital expenditures aim to keep each unit in an excellent state of maintenance.
- The Net Yield is 3.9% of the total investment, including the purchase price and the CAPEX for renovation and refurbishing.
- On average, since 2001 every year 4 units have been purchased.

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