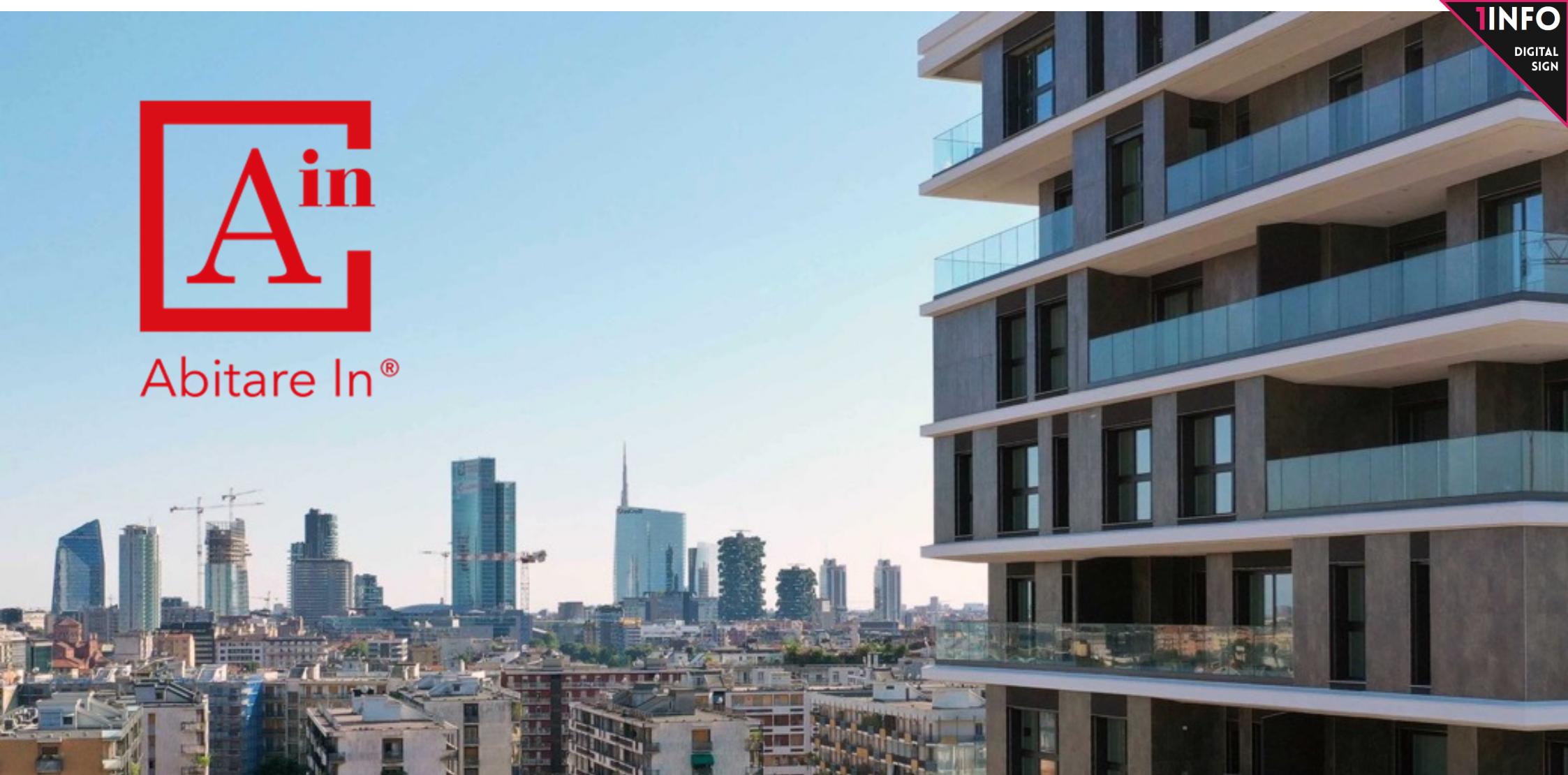




Abitare In®

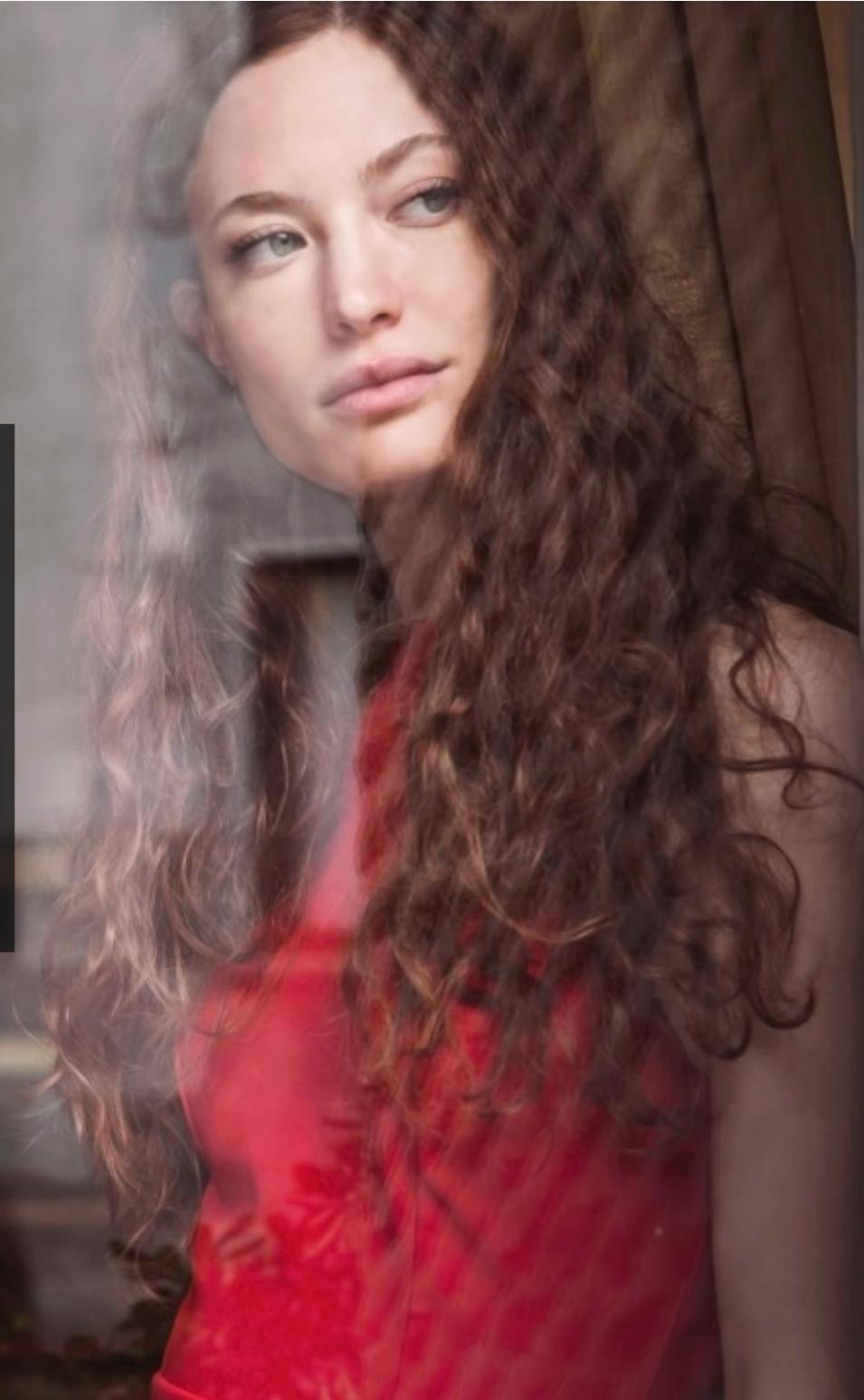


ABITAREIN
MARCH 22, 2022
STAR CONFERENCE

OUR MISSION

To satisfy the **HOUSING NEEDS** of
today's families

With an **INDUSTRIAL AND SCALABLE**
business model





WE BUILD HOMES

By focusing on: Product; Market and Geographic area, we developed a unique level of know-how that makes us the best in our field



FOR THE FAMILIES

The average age of our customers is 36 years old, who lives the City and buys the house to live in. A type of customer less subject to market's cycles



AFFORDABLE PRICE RANGE,

We cover the 60% of the market



MADE IN MILANO

A Tailor-Made product: best expression of milanese style



NEW BUILDS

We demolish disused buildings to build new residential complexes



LOW CONSUMPTION AND MANAGING COSTS

that allows to save money and to afford a higher mortgage payment



RESPONSIBILITY SENSE

Building to Regenerate, with utmost respect for social, environmental and energy performance factors



INNOVATING & DIGITAL

ABT invests 4% of its revenue in Research and Development. Our digital capabilities are comparable to those of a .COM

RESIDENTIAL - THE NEW ASSET CLASS

Residential sector is the most rising asset class Worldwide, esteemed not only by families but also by big investment funds. Thanks to its inner resilience, to the spread of new technologies and to the new working models, it overcame the pandemic stronger than ever



London
Stock Exchange Group

47.000 MN £

Where total **Market Cap** has grown by 1900% in 12 years (and 2800% from the negative peak)



Borsa Italiana

Home Construction (Sector ID # 40202010) Consumer Products/Household Goods*

200 MN €

THE ONLY COMPANY: At Borsa Italiana we are the only residential developer

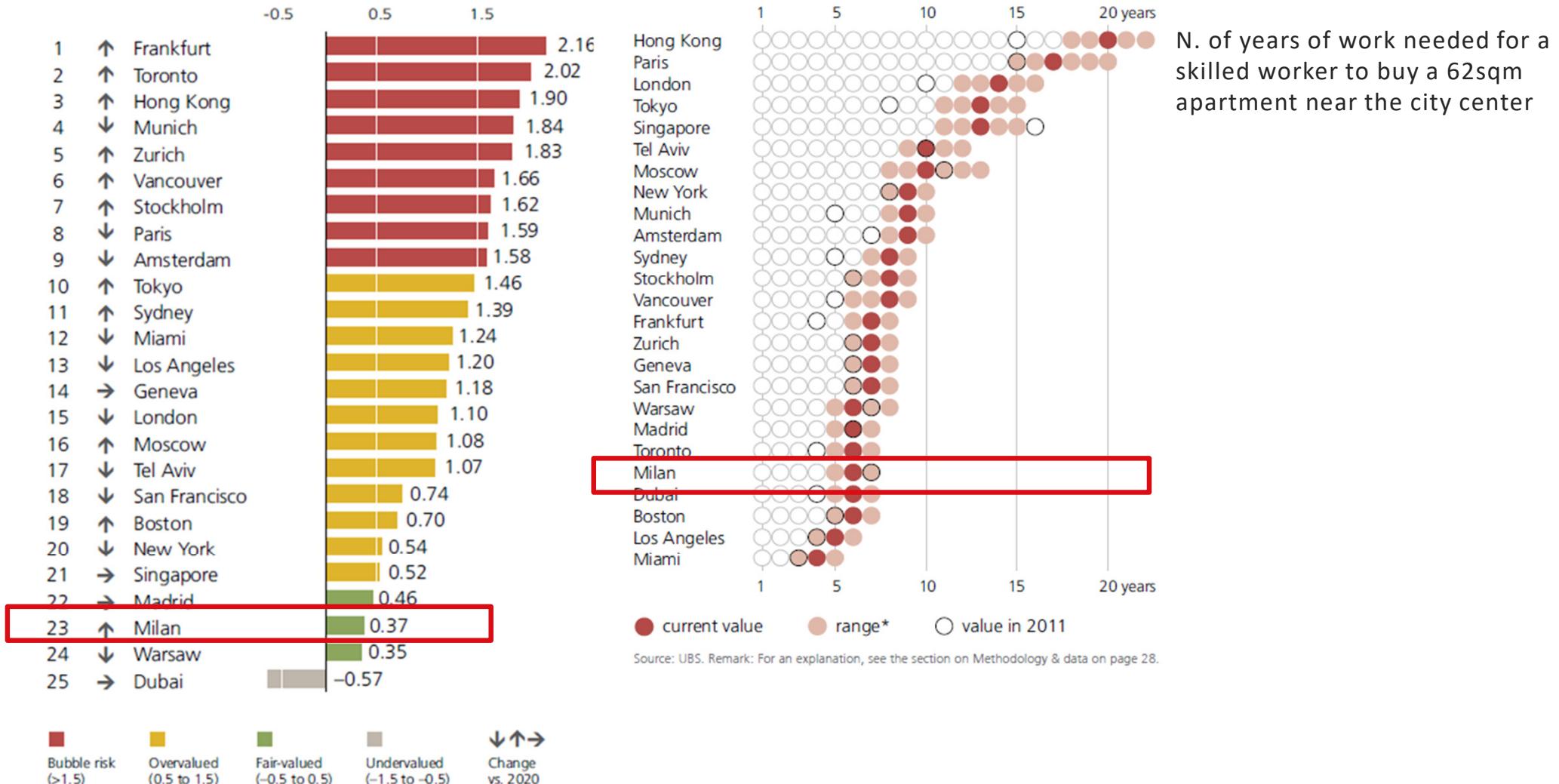
Considering that the value of residential transactions in UK is just over double than in Italy, the growth potential is huge

COMPANY	MKT CAP
Persimmon PLC (PSN)	9.110 M £
Barratt Developments (BDEV)	7.650 M £
Taylor Wimpey (TW)	6.400 M £
Berkeley Holdings (BKG)	5.350 M £
Bellway PLC (BWY)	4.120 M £
Vistry Group (VTY)	2.630 M £
Redrow PLC (RDW)	2.470 M £
Countryside Properties (CSP)	2.300 M £
Nexity (NXI)	2.280 M €
Altareit (AREIT)	1.150 M €
Crest Nicholson Holdings (CRST)	955 M £
Glenveagh Prop.Plc (GVR)	951 M €
Cairn Homes Plc (C5H)	873 M €
Kaufman Et Broad (KOF)	802 M €
AbitareIn (ABT)	200 M €

* Sector ID # 40202010 - Consumer Discretionary/Consumer Products/Household Goods and Home/Home Construction

MILANO - WE ARE ALREADY THE LEADER, BUT WE CAN GROW FURTHER

Thanks to a growing demand, favorable taxation, affordable prices - even compared with salaries - and lack of "quality" product, Milano is one of the most interesting market worldwide with a long horizon of rising prices



Source: UBS

For an explanation, see the section on Methodology & data on page 28.

Source: UBS Real Estate
Bubble Index 2021

INCREASE OF CONSTRUCTION COSTS

We got prepared and still working to face an increase, even significant, of construction costs, not only by increasing sales prices and adapting contracts but also by optimizing the product, modifying some construction techniques and planning in advance purchases within framework agreements.

PROJECTS COMMERCIALISED BEFORE 2021

- € 11.5 Mln already contractualized for MCV, TT and PN projects*
- € 9.5 Mln in the Business Plan of Savona105 e PNG projects
- Not taken into consideration at the moment the positive effects of fiscal bonus, of Covid subsidies and price increase for residential units still to be sold



PROJECTS STILL TO BE SOLD OR SOLD SINCE 2021

- “Price adjustment clause” in the contracts with customers
- Temporal variation in signing building contracts
- Selling prices increase
- “Fixed price” contracts with construction companies
- Fiscal bonus
- Changes and optimizations of the product

* Of which € 5.6 mln adjustment in the IQ 2022 results

CONSTRUCTION COSTS – IMPACT OF RAW MATERIALS

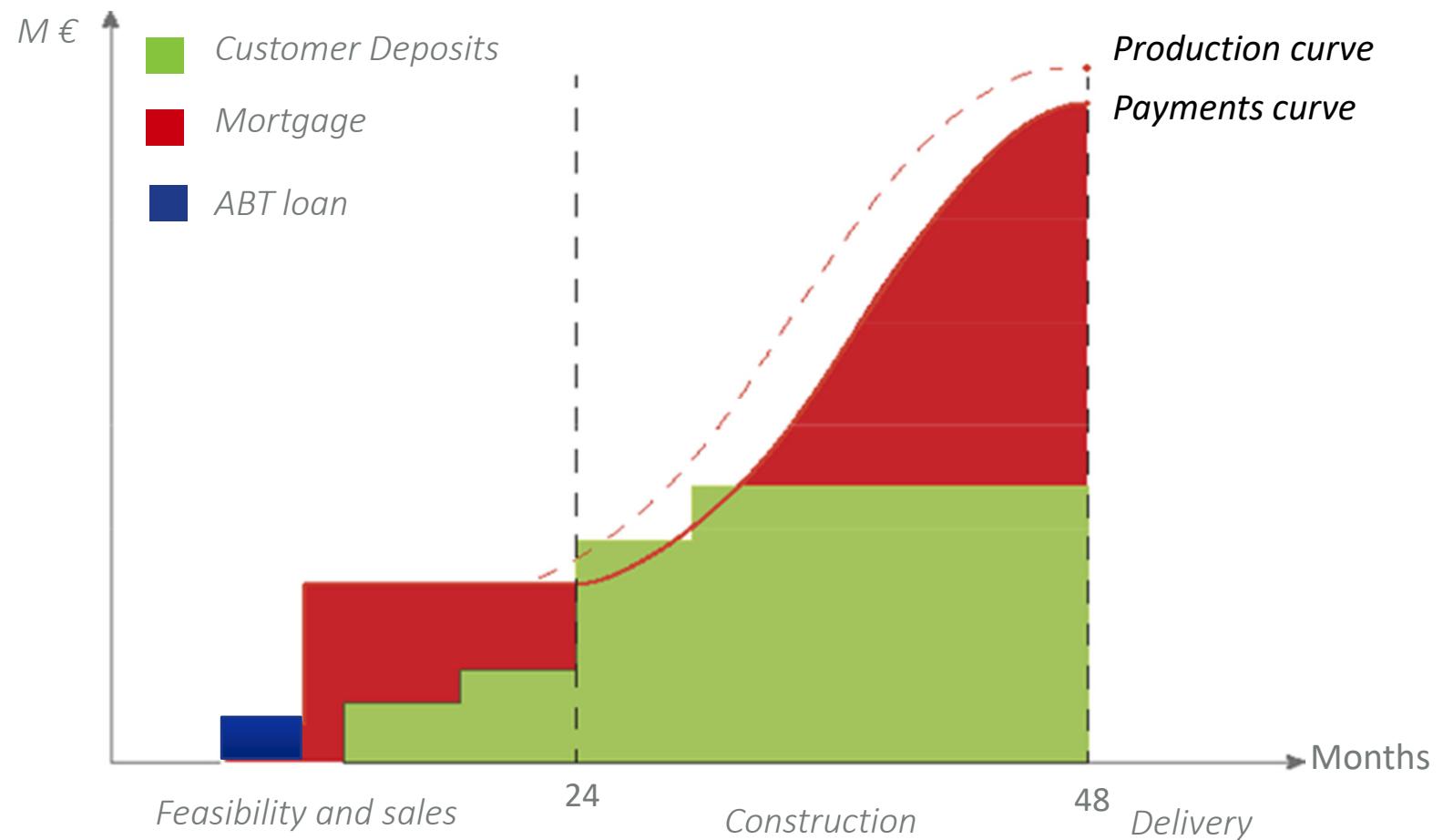
Raw materials, energy and transports affect the revenues for around 27%, so a 10% increase of selling prices can balance an increase of raw materials up to 38%

	Effect on revenues	Direct effect of raw materials, transports, energy	
		%	Relative %
Revenues	100%		26.8%
Area purchase	12.2%	0%	0.0%
Remediations, demolitions and previsional works	2.3%	20%	0.5%
Construction costs	42.5%	61%	25.9%
<i>Of which:</i>			
Reinforced concrete structures	9.4%	60%	5.6%
Architectural works/brickworks	19.1%	60%	11.5%
Doors and windows	3.0%	80%	2.4%
Finishes	2.6%	45%	1.1%
Mechanical systems	4.7%	67%	3.1%
Electrical systems	3.8%	55%	2.1%
Municipal charges and equalizations	5.0%	0%	0.0%
Design e Project Management	2.1%	5%	0.1%

FINANCIAL CHARGES - LOW IMPACT ON DEVELOPMENT ACTIVITY

The customer deposits and the concentration of production in the final stages of the site mean that the incidence of financial charges does not exceed 1% of revenues, €0.8* million in 52 months for an operation with €76 million in revenues

Even assuming a growth of EURIBOR of 500 bp, the incidence of financial charges would rise to minus 2.2% of revenues



* spread 2.5%, customer deposits 27%, bank loan 60%, equity 2 million, guarantee withholding 10%, staged payments based on progress of works at 90 days - expansionary cycle, site purchase prior to marketing

THE STRUCTURE: TOTAL SEGREGATION OF SPVs

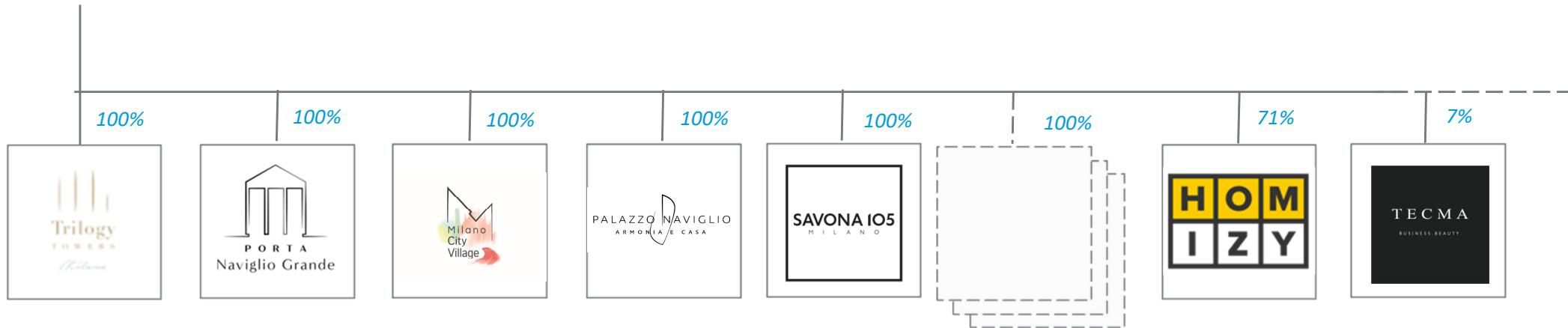
One project, one SPV, one bank: total segregation of cash flows.

Financial independence of the SPV. Before we sell and then we build, we don't start to build until we don't reach the goal of 70% of sales (on a preliminary basis)



HOLDING

- Listed on the STAR segment
- Owns the know how and the personnel given to the SPVs through an incompany service contract
- Lends money to the SPVs only during the initial development phase
- Doesn't give warranties to the SPVs for mortgages*
- Gets into debts only to «book» new areas
- Total debts as at 20/2, 15.2 Mln € to be reimbursed from 2023 to 2025
- No covenant linked to share price performance



SPVs

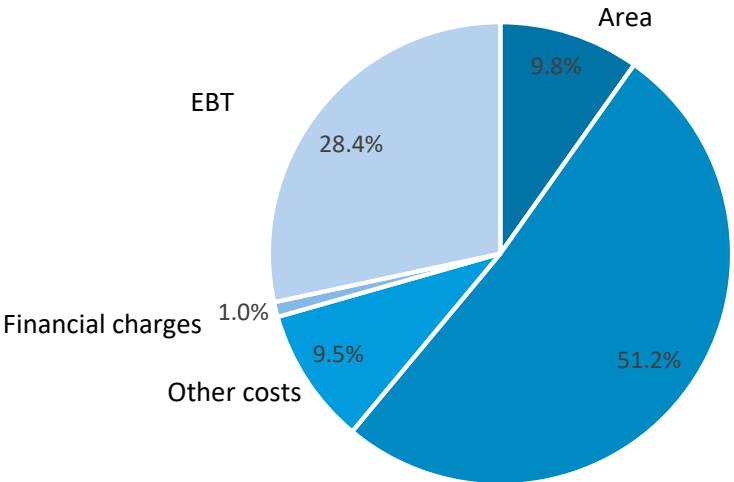
- They own the buildings
- They don't have personnel
- They sign contracts with customers and suppliers
- Self financed assuring the coverage of all costs of the project since the beginning of works
- Only long term mortgages with payments based on progress of works
- Total amount of mortgages approved € 250 Mln of which € 112 Mln used

*(tot warranties given in favour of SPVs € 6.1 mln)

THE SPVS – SELF-FINANCING IN EVERY PHASE

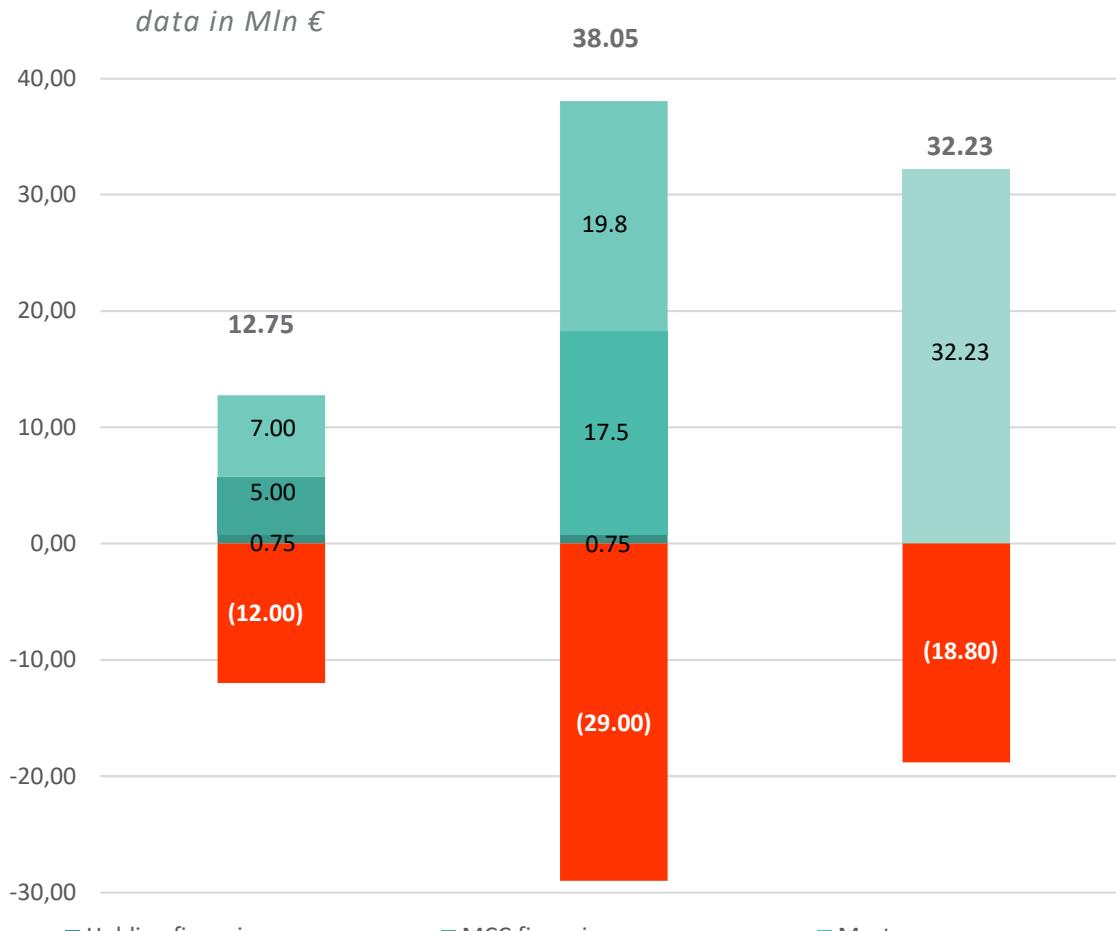
The initial budget of each SPV – AbitareIn and/or MCC loan, mortgage and customers' deposits – covers more than the 120% of the expected costs and assures the successful conclusion of the project without the need of further financing from AitareIn

CASE STUDY



Total revenues € 76.5 Mln

Income



Outflows



Authorisation process and development phase
24 months

Commercialisation and construction (with area purchase)
25 months

Deliveries 3 months

UKRAINIAN CRYYSIS AND PANDEMIC – DYNAMICS AND PRICE INCREASE

The only driver of our sector is the demand – offer ratio, COVID emergency and ecologists have just accelerated and amplified the ongoing changes in people's housing needs, which will involve price increase considering the current situation. Ukrainian crysis and the uncertainty of the markets seem to have even more underlined the resilience of the residential development and the importance of the house as safe-heaven asset



SUPPLY DECREASE DUE TO

- Slowdown of public administration in the issuing of authorizations, due to Covid emergency, bureaucracy and political guidelines
- International big funds are competing to buy or develop residential buildings for PRS

QUALITATIVE AND QUANTITATIVE DEMAND INCREASE

- Growth of the «replacement demand» in addition to the «first time buyers»
- Newly built houses, healthier, sunnier and more ecologic
- Customizable product, to satisfy the specific customers' needs
- Revival of investors (houses as safe-haven assets)
- Convenient taxation



THE MARKET - DYNAMICS AND PRICE INCREASE

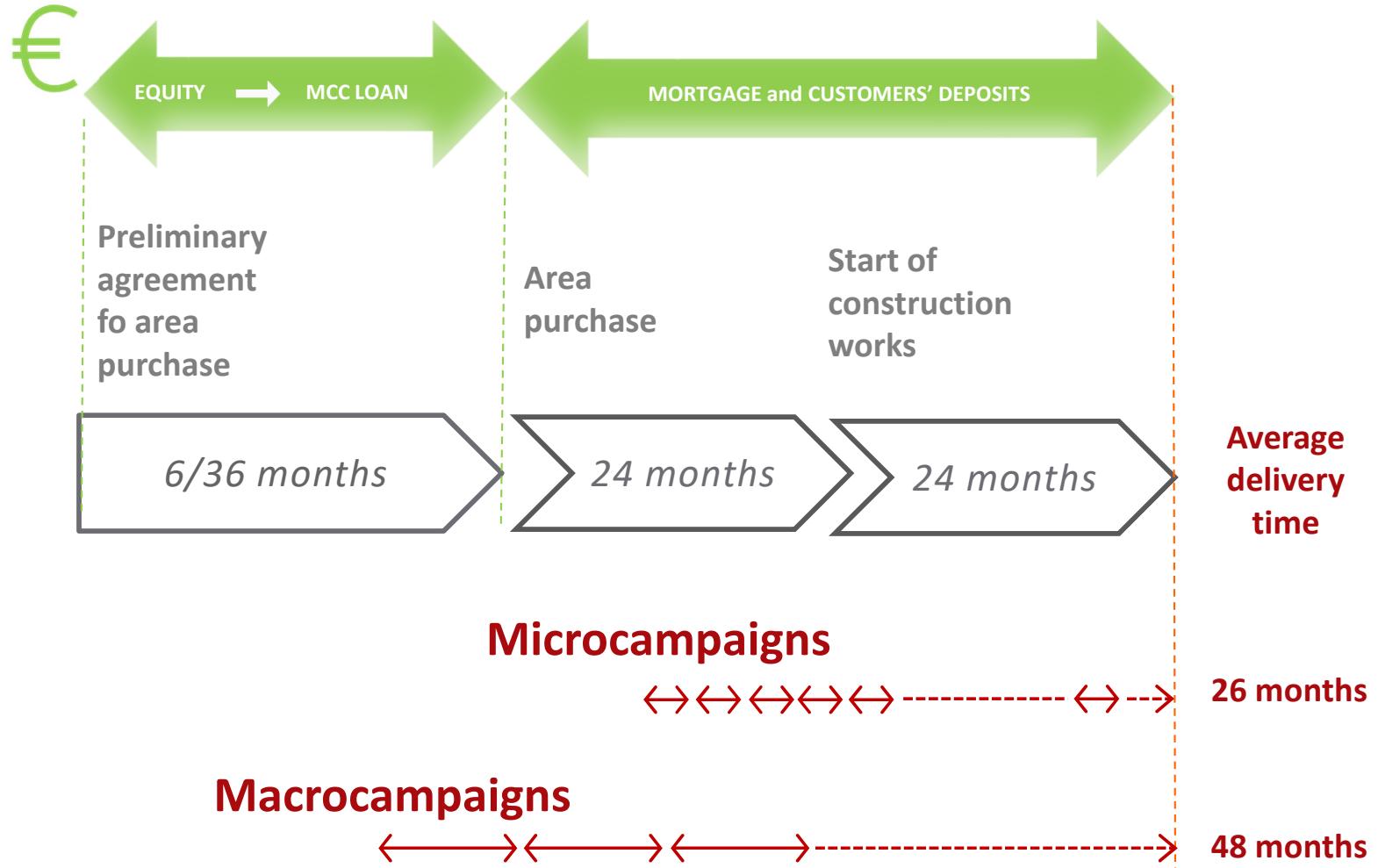
Structural product shortages are leading to price increases (though remaining affordable to families), leaving ample space for improvement before reaching European benchmarks



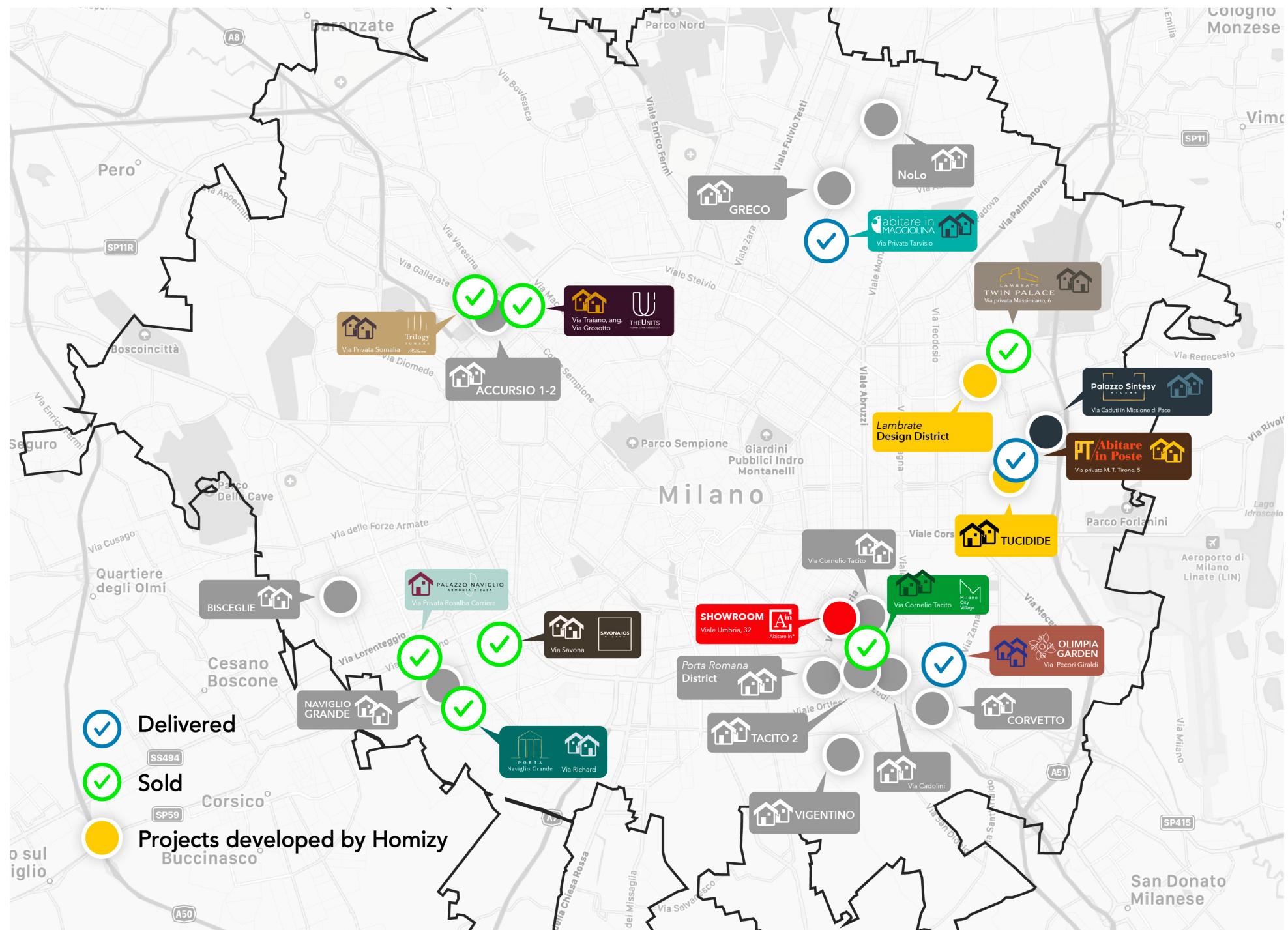
Project	Current Price (€/sqm)	Price Increase (%)	Last Update
PRIME EDITION by AbitareIn [®] Palazzo Sintesy MILANO	3,300 €/sqm	3,900 €/sqm + 18% Dec 21	4,100 €/sqm +24% Mar 22
Abitare In COLLECTION SAVONA IOS MILANO	4,500 €/sqm	4,750 €/sqm + 5.6% Jul 20	5,300 €/sqm +17,8% Jul 21
Abitare In COLLECTION LAMBRATE TWIN PALACE	4,300 €/sqm	4,900 €/sqm + 14% Jul 21	5,400 €/sqm + 25.6% Mar 22
Abitare In COLLECTION PORTA Naviglio Grande	3,900 €/sqm	4,300 €/sqm + 10.3% Jan 21	

COMMERCIAL STRATEGY – TIME TO DELIVERY REDUCTION

We reduce the distance between sales and delivery to increase the profitability of our projects, without prejudice to the start of construction work upon achievement of the 70% sales target. The new marketing strategy with «micro campaigns» allows us to align sales price to the growing market prices



PROJECTS UNDER DEVELOPMENT IN MILANO: OUR PIPELINE



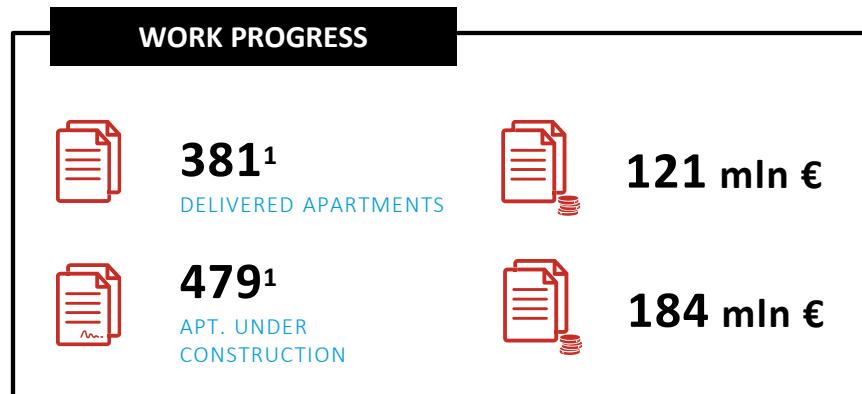
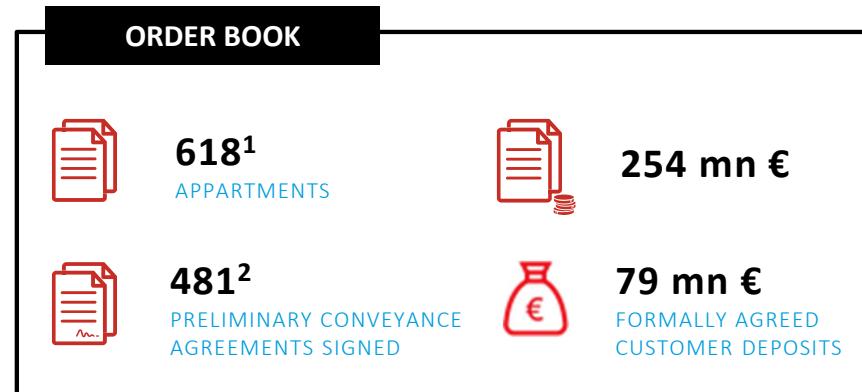
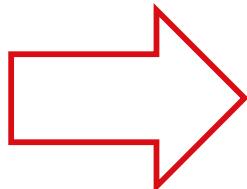
THE PIPELINE AT A GLANCE - FIGURES

Ahead of the market and in absence of competitors, accelerated by distressed assets and NPLs, in just 5 years we have implemented the best and largest pipeline of projects in Milan, at a price way below the target for current values. Today, we are in the position to buy sites for development over a 5-year period, thus keeping the carrying amount of the sites low and being able to decide in an opportunistic way which and how many projects start

 **300,000³⁻⁴ sqm**
NET SALEABLE AREA

 **551 €/sqm**
NET SALEABLE AREA PURCHASE COST

 **3,318¹⁻⁵**
APARTMENTS



Notes:

1) No. of apartments, considering an average surface area of 92 m² for standard units and 82 m² for social housing. The actual number of apartments built and for which contracts have been signed - without prejudice to the combined floor area (m²) - may vary depending on the custom size of the real estate units.

2) May differ from the no. of apartments depending on the actual size of the apartments sold. In the most recent transactions, AbitareIn has noted a significant and progressive increase in the average size of apartments sold.

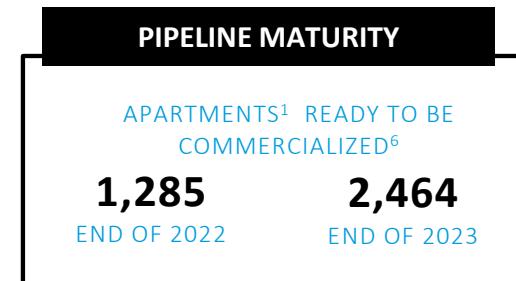
3) Includes 12,800 m² of net saleable area - equal to 140 standard apartment units - currently being assessed for development into co-living units

through the subsidiary Homizy S.p.A.

4) Of which 26,000 m² of net saleable area of social housing.

5) Of which 317 social housing apartments.

6) Building works can be started in 12 months

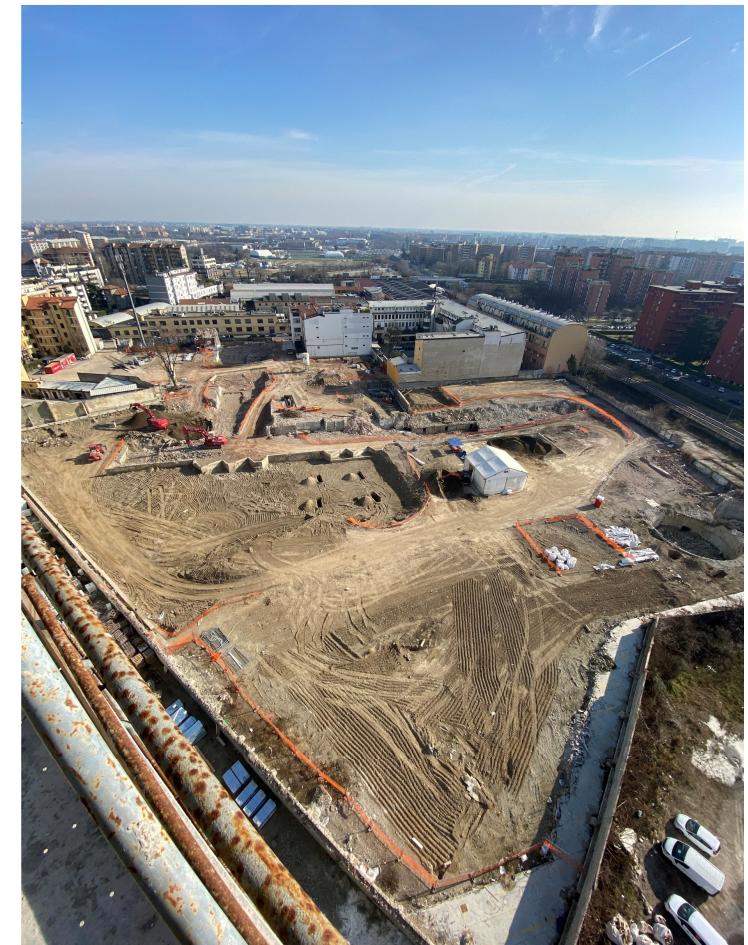


THE PIPELINE: OPPORTUNITY

Thanks to our pipeline, we can now choose what to market and when to market it with the aim of maximizing profitability

HYPOTHESIS OF BUSINESS PLAN OF A SAME OPERATION COMMERCIALIZED IN DIFFERENT MOMENTS

Mln €	2020	2022	2024
Revenues	100.00	113.97	150.74
Area purchase	15	15	15
Construction costs	47	53	74
Charges, remediation and project	27	30	25
Other costs	10	11	16
EBIT	36	45	73
Interests	2	3	4
EBT	33	42	68
EBT Margin	24%	27%	33%
Commercial area sqm	21,320	21,320	25,730*
Selling price €/ comm sqm	4,300	4,900	5,500
Construction cost €/comm sqm	1,600	1,800	2,130



* Increase in square footage under Article 40bis LR 12/2005, introduced by Article 4, paragraph1, letter A), law reg. n. 18 of 2019

NEXT DELIVERIES

During fiscal year 2023 (October 2022 – September 2023) more than 420 apartments (worth a total of over € 180 million) of the Milano City Village, Palazzo Naviglio and Trilogy Towers projects will be delivered to clients



MILANO CITY VILLAGE

223 Apartments*

On delivery from 4° quarter 2022 (1° fiscal quarter 2023)



PALAZZO NAVIGLIO

74 Apartments*

On delivery from 4° quarter 2022 (1° fiscal quarter 2023)



TRILOGY TOWERS

142 Apartments*

On delivery from 2° quarter 2023 (3° fiscal quarter 2023)

* No. of apartments, considering an average surface area of 92 m². The actual number of apartments built and for which contracts have been signed - without prejudice to the combined floor area (m²) - may vary depending on the custom size of the real estate units.



WE ARE A HI-TECH COMPANY



Proprietary design model



Integration BIM + Salesforce + Accounting (PRODECTO)



A.I. and virtual assistant available h24



Online configurator similar to automotive industry



Virtual Reality



E-commerce platform



Digitalization of all docs and signatures



Online payments



NEXT STEP: HOMIZY EURONEXT ITALIA GROWTH LISTING

Transforming the “home” into **A SHARING EXPERIENCE** bringing people together to make those who choose Milan to enhance their personal and professional growth **“FEEL AT HOME”**

Thanks to a unique know-how, technology and its critical mass, AbitareIn announced in 2019 a new project: HOMIZY.

An SPV, 70% owned by AbitareIn, that raised in 2020 a first tranche of equity at a pre-money value of € 34.4 Mln and in 2021 went public on Euronext Growth with a post-money value of € 55 mln.

THE HOMIZY PRODUCT

HOMIZY is the **RESIDENTIAL VERSION** of the **SHARING ECONOMY**.



PROPERTY, SPACE AND SERVICES ARE SHARED to create new socializing opportunities



EXTENSIVE USE OF TECHNOLOGY



GREATER MANAGEMENT EFFICIENCY and optimization of resources



MAKING THE MOST OF ABITAREIN'S ECONOMIES OF SCALE AND KNOW-HOW we present a new-build product in Milan, quality and design with a price range of Euro 550-900 per room, all inclusive

OUR TARGET

Our typical co-resident is a **YOUNG PROFESSIONAL**:



AGED BETWEEN 20 TO 35



who relocate from their hometowns **FOR WORK**



or who want to fly the nest to **BECOME MORE INDEPENDENT**





FOR US SUSTAINABILITY IS AN
ESSENTIAL VALUE



Among the 100 Italian excellences
in sustainability

Forbes

ESG - THE ENVIRONMENTAL SUSTAINABILITY OF OUR PROJECTS

The impact of our urban regeneration on the environment



22,155 MWh/year

Energy saving



2,335 apartments

N. of energy class A apartments



35,460 sqm

Filtering surface



7,754 tons/year

Reduction of CO2 emissions



1,980

Planted trees



114 tons/year

CO2 emissions balanced out



3,792 MWh/anno

Energy from renewable sources



WE REALLY CARE ABOUT OUR CITY
WE REALLY DO GOOD TO OUR PLANET

OUR BUSINESS IS INTRINSECALLY LINKED
TO SUSTAINABILITY

PNRR, RECOVERY FUND & TAX INCENTIVES



RESEARCH, INNOVATION, DEVELOPMENT



DIGITALIZATION



PATENT BOX



GREEN REVOLUTION AND ECOLOGICAL TRANSITION



ENERGY EFFICIENCY AND URBAN RENEWAL

- ECOBONUS
- SISMABONUS
- BONUS VERDE

OPPORTUNITIES

There is a considerable value, still unexpressed, in AbitareIn



PIPELINE



PRODUCT, MILANO TAILORMADE



A FORMIDABLE PLATFORM
MADE POSSIBLE BY HI-TECH



HOMIZY



PNRR, RECOVERY FUND and
BONUSES

