



AbitareIn

EUROPEAN MIDCAP
CONFERENCE
NOVEMBER 27, 2024



OUR MISSION

To satisfy the HOUSING NEEDS of today's families
With an INDUSTRIAL AND SCALABLE business model

RESIDENTIAL PROJECTS

By focusing on:

- Product
- Market
- Geographic areas

we developed a unique level of know-how that makes us the best in our field, the **residential development**



For Families

The average age of our customers is 36 years old. They live the City and buy 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 buildings and renovations

We demolish or reclaim disused buildings to make new residential complexes



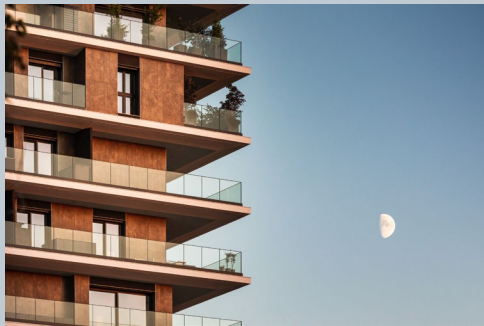
Energy efficiency and low operating expenses

Which saves money and allows you to afford a higher mortgage payment



Responsibility sense

Building to regenerate, with the utmost respect for social, environmental and energy aspects

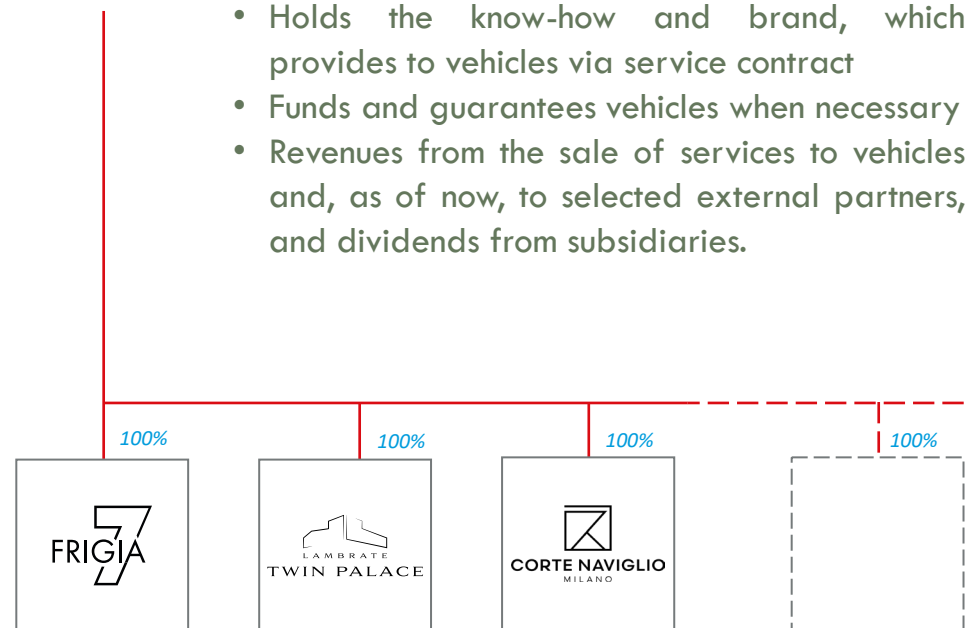


THE STRUCTURE: We imported European best practices

- A project, a vehicle, a Bank. **The compartmentalization of money flows is a guarantee for all stakeholders.**
- **First we sell, then we build.** Construction does not begin until project *break-even* is reached. Until then, the land loan, although deliberate, is not used except for the purchase of the area, thus neutralizing any debt-related risk
- Our business model allows us an **average IRR of over 30%.**



Abitare In®



HOLDING

- Listed on the STAR segment
- Holds the know-how and brand, which provides to vehicles via service contract
- Funds and guarantees vehicles when necessary
- Revenues from the sale of services to vehicles and, as of now, to selected external partners, and dividends from subsidiaries.

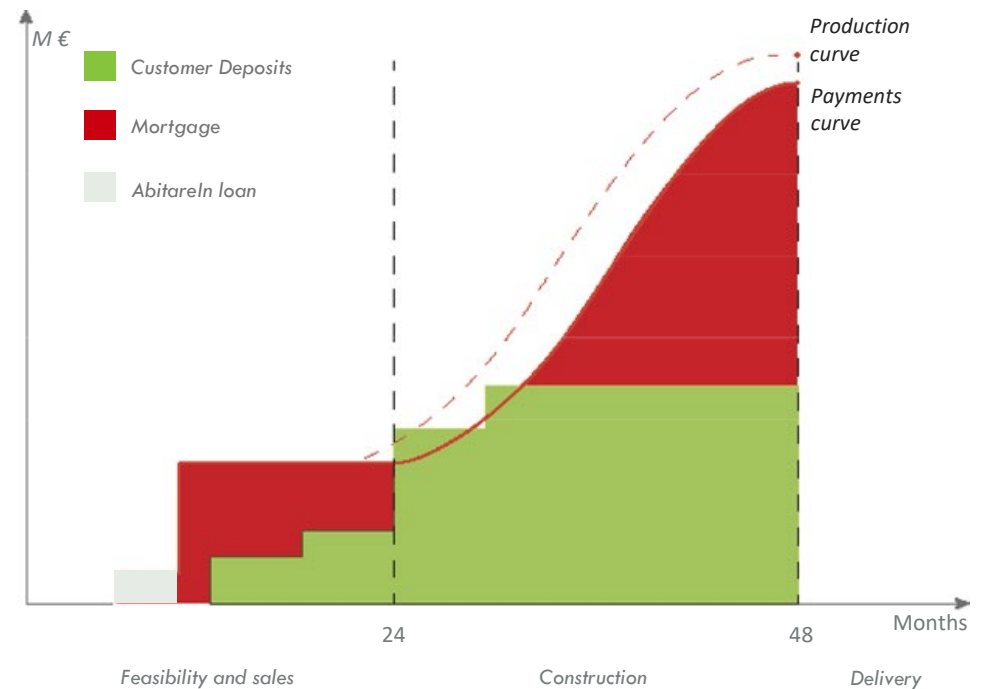
VEHICLES

- Own the projects
- Take on exclusively long-term debt with land loans counter-secured by a mortgage on the property, which are fractionated on the individual apartment and taken over by the client at the final deed
- Sign contracts and commitments with customers and suppliers

Financial charges - low impact on development activity

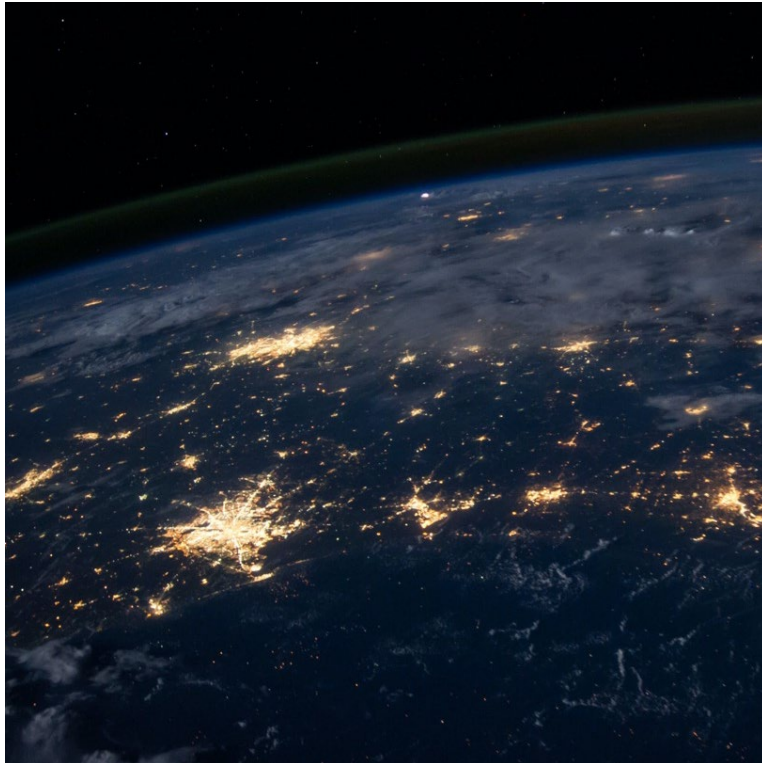
The customer deposits and the concentration of production in the final stages of the site mean that the incidence of financial charges does not exceed 1% of revenues, €0.8* million in 52 months for an operation with €76 million in revenues

Even assuming a growth of EURIBOR of 500 bp, the incidence of financial charges would rise to less than 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

High Tech Company



Proprietary design model



Integration BIM + Salesforce + Accounting



A.I. and virtual assistant available h24



Online configurator similar to automotive industry



Virtual Reality



E-commerce platform for online sales



Digitalization of all docs and signatures



Online payments

The business model

We manage all related activities in-house, with the best resources available in the market. We outsource construction. The long permit times are an advantage for us, as they create a barrier to entry for our competitors, and because of our pipeline we can start earlier and pursue several projects in parallel.

PREPARATORY WORKS

Rehabilitation, demolition and excavation

AUTHORISATION PROCESS

6-24 months. Up to 4 years for large project approvals (plot above 15.000 sqm or abt 20.000 sellable sqm)

MARKETING – PRELIMINARY CONTRACTS (FIRST WE SELL, THAN WE BUILD)

- Microcampaigns Collection of proposals and signing of preliminary contracts (notarized)
- 30% advance payments made by customers, secured by insurance surety bond

CONSTRUCTION

- 21/24 months
- We do not start construction until we have sold at least 70% of the units

DELIVERIES – NOTARIAL DEEDS

- 3/6 months
- No inventory

Activity managed in house

Activity in outsourcing

Strategic business lines

AbitareIn's core business is residential development for sale in Milan. The company is also defining new strategic business lines to create value by exploiting market opportunities.



VERTICAL PARTENRSHIPS

New partnerships: Collaborations with owners of large estates.

AbitareIn provides know-how and its platform: product definition, interior layout, architectural design, permitting process, commercialization, marketing, project & construction management, customization, legal and contracting, customer service and after-sales.



REHABILITATION OF EXISTING BUILDINGS

Focus on rehabilitation of existing buildings:

- Reduction of timeframe for implemetation
- Easier authorisation process
- Reduction of environmental impact during use and in the production process.



ROME RESIDENTIAL MARKET

We entered the Roman market with an initial project, aimed at taking advantage of upcoming market opportunities generated by growing demand, new international attention and reduced market risks.



BUILD TO RENT: HOMIZY

Founded in 2019, Homizy is a SIQ in which AbitareIn holds 70 percent, listed from 2021 on Euronext Growth Milano.

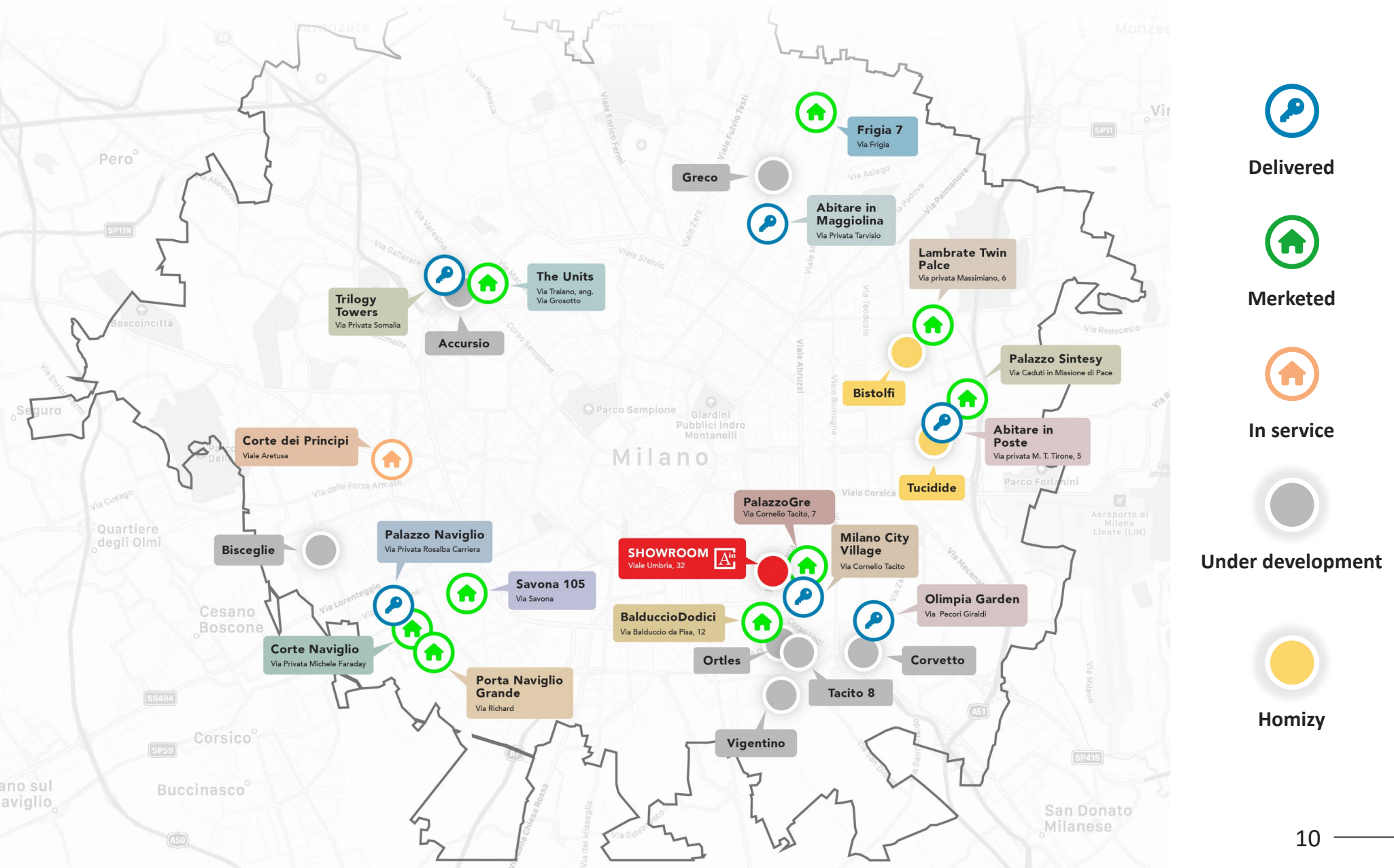
Build-to-share business model: developing and putting rooms into income, in the co-living formula Young people, aged between 20 and 35, looking for housing solutions that guarantee efficiency, innovative services and spaces to socialize.

A path of growth

| | FY 2020 | FY 2021 | FY 2022 | FY 2023 | |
|-----|----------------------|---------|---------|---------|-------|
| P&L | Total revenues | 73,1 | 124,8 | 122,2 | 116,3 |
| | EBITDA | 8,8 | 18,3 | 16,1 | 35,0 |
| | EBT | 11,2 | 16,7 | 11,2 | 34,2 |
| | Net Profit | 9,2 | 12,2 | 7,9 | 24,2 |
| | Delivered apartments | 41,4 | 50,4 | 20,6 | 235,8 |
| BS | Net invested capital | 84,5 | 147,9 | 212,2 | 148,2 |
| | Net financial debt | 26,1 | 75,1 | 116,2 | 38,5 |
| | Equity | 58,3 | 72,8 | 96,0 | 109,6 |

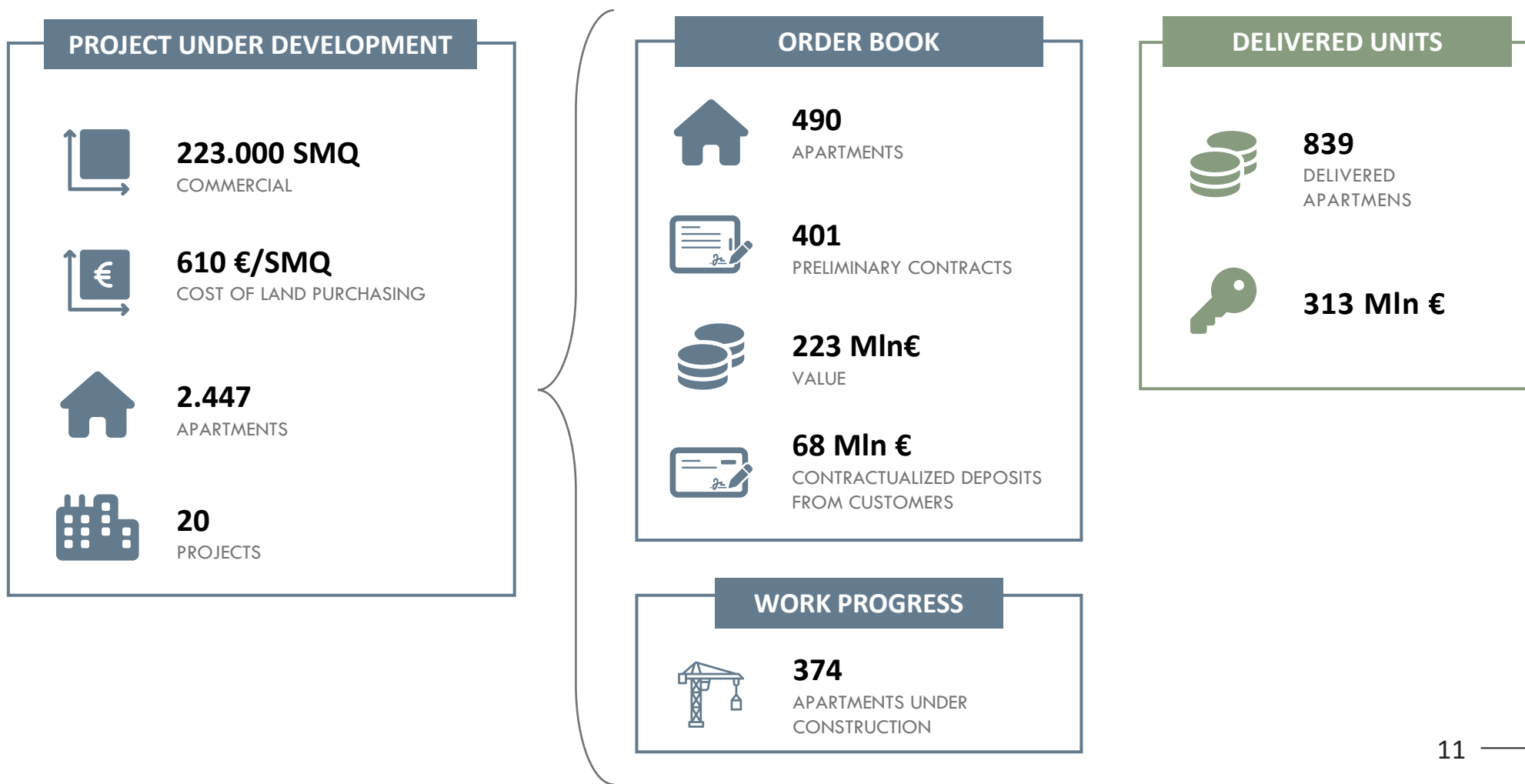
Mln €

Projects under development: our pipeline in Milan



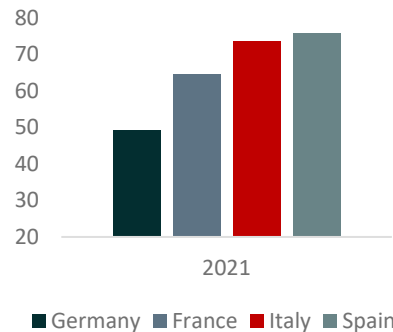
Our pipeline

Due to the **size and heterogeneity** of our pipeline, implemented in advance of the market, we can **opportunistically decide** which and how many projects to initiate, based on our strategy. The long-term development horizon, in which we move in the absence of competitors, allows us to continue acquiring areas at a price well below current values.



Italian real estate market

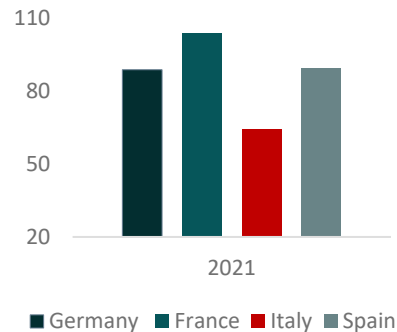
% of households living in self-owned homes



High ownership rate

High and significantly fragmented property ownership due to Italians' strong preference for owning vs renting, coupled with investment appetite for real estate

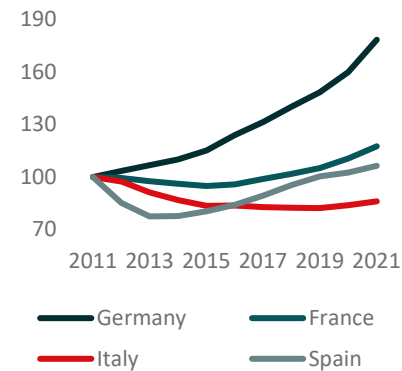
Households' gross debt-to-income ratio



Low debt-to-income ratio

Italy's debt-to-income ratio is among the lowest in Europe pointing to Italians using more savings to fund purchases

House price index (2011=100)



Margin for price growth

Housing values in Italy have grown less than in other European countries, showing room for future growth

N° of transactions in Italy (thousands)

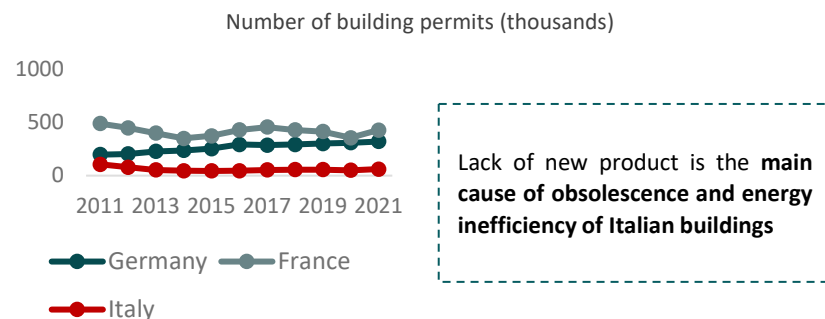


Constant volumes' growth

From 2013 onward, the **number of transactions in Italy has steadily grown**, setting a **new record in 2022**

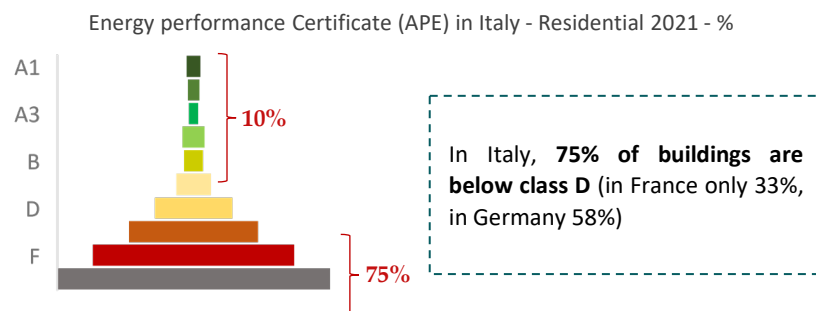
Need for new housing

SHORTAGE OF NEW CONSTRUCTION...



Source: Assoimmobiliare, Eurostat

HIGH-ENERGY CONSUMPTION RESIDENTIAL STOCK...



Source: Assoimmobiliare

...BOOST PRODUCTION AND RENOVATION RATE

ENERGY EFFICIENCY DRIVES BOTH EUROPEAN LEGISLATION AND CONSUMER CHOICES¹

ENERGY PERFORMANCE BUILDING DIRECTIVE GOALS FOR RESIDENTIAL BUILDINGS, BASED ON HARMONIZED ENERGY PERFORMANCE CLASSES^{2,3}

Class E by 2030

Class D by 2033

IMPACT ON ITALY

About 1.9 Mln dwellings need an intervention by 2030

About 267,000 dwellings to upgrade each year (with "Superbonus" tax credit approx. 400.000 have been renovated between 2020-21)

Source: Assoimmobiliare




Challenging requirements imposed by EPBD dictate **massive renovation of the housing stock**

Upcoming **increase in the value gap between new and old buildings** due to energy inefficiency

1. A survey conducted by Nomisma in May 2022 identifies energy efficiency as the primary driver of housing demand (40% of preferences)
2. Standards should be based on harmonized energy performance classes. The lowest energy performance class G will be defined as the worst-performing 15% of each Member State's national building stock
3. Specific classes of dwellings such as historic ones are excluded from the obligations under the new EPBD

Demographic and economic environment

The growth of the urban population is driving new housing demand

| | Population | N° of familiy units | Average size of family units | % population 20-34 YO | Average taxable income in 2021 |
|---|--------------------------------------|--------------------------------------|------------------------------|-------------------------------|--------------------------------------|
|  | 58.8 mln <i>-1.8% in 10 years</i> | 26.2 mln <i>+2.4% in 10 years</i> | 2.3 people | 16% <i>16% in 10 years</i> | € 21,776 <i>+12,6% since 2012</i> |
|  | 4.2 mln <i>+1.2% in 10 years</i> | 2.0 mln <i>+5.7% in 10 years</i> | 2.1 people | 12% <i>16% in 10 years</i> | € 27,640 <i>+8,8% since 2012</i> |
|  | 3.2 mln <i>+0.4% in 10 years</i> | 1.5 mln <i>+4.0% in 10 years</i> | 2.1 people | 16% <i>18% in 10 years</i> | € 35,892 <i>+17,4% since 2012</i> |



- If it's true that in Italy the population is following a decreasing trend, in the next decade an increase in the urban population (1) is expected, resulting from people migrating to urban areas (from 72% to 75% of the total population), corresponding to a **growth of approximately 1.1 million people**.
- The main protagonists of this phenomenon are **Milan and Rome**, which will experience a **population growth** with a significant increase in the age group between 20 and 34 years.
- Another significant demographic phenomenon is the **strong expected increase in the number of family units in the next 10 years** (+640,000 units). This phenomenon will contrast with the reduction in the average size of households, which will primarily affect large cities.
- According to the Ministry of Economy and Finance (Mef), in 2021 the average taxable income of an Italian citizen was approximately €22,000. **Both Rome and Milan are among the wealthiest cities with an income well above the national average.**

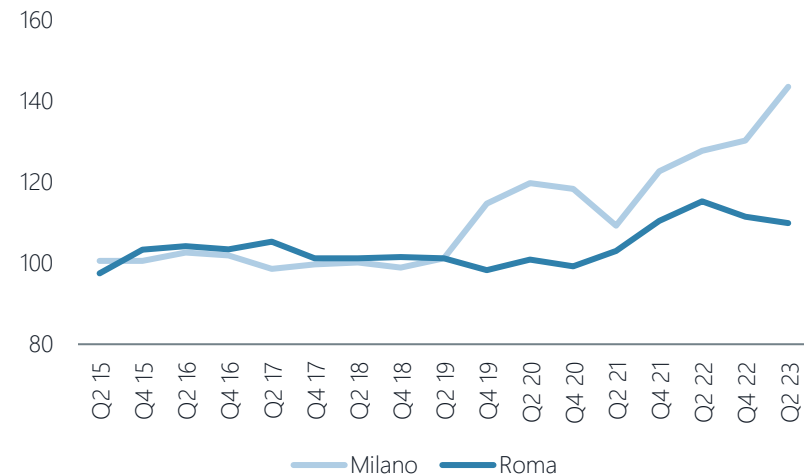
Medium/long-term trends: focus on new houses

Evolution of prices of new houses

Average prices of new houses H1 23

|  Milano | €/mq | Var YoY |
|--|--------------|--------------|
| Centre | 11.600 | 8,4% |
| Semicentre | 7.200 | 9,1% |
| Periphery | 4.900 | 11,4% |
|  Roma | €/mq | Var YoY |
| Centre | 11,200 | 9,8% |
| Semicentre | 5.300 | 8,2% |
| Periphery | 3.700 | 12,1% |

Index of prices for new housing (base 2015=100)



- Increase in prices of new properties resulting from the increase in demand (already in 2020, approximately 60% of those searching for a house would have preferred to live in a new or renovated building).
- The growth in housing prices is more pronounced in the peripheral areas of cities.

SUSTAINABLE value beyond urban regeneration

AbitareIn's goal is to meet the housing demand of today's households by adopting an innovative and scalable industrial business model. As a developer engaged in urban regeneration projects, AbitareIn's business is intrinsically linked to sustainability.


ESG

Built for Planet

 **27**
CLASS A OR SUPERIOR BUILDINGS


 **1,267 MWH/YEAR**
ENERGY FROM RENEWABLE SOURCES

 **2,048**
TREES TO BE PLANTED

 **40,000 Tons**
RECLAIMED LAND

 **2,021 TONS**
CO2 EMISSIONS REDUCTION

Built for People

 **58%**
FEMALE WORKERS

 **0**
ACCIDENTS AT WORK

 **96% OF EMPLOYEES**
WITH PERMANENT CONTRACTS

 **433 HOURS**
EMPLOYEE TRAINING

 **17%**
EMPLOYEES UNDER 30

Built for Prosperity

 **0**
CORRUPTION CASES

 **41**
PRESS RELEASES IN 2023

 **86%**
ECONOMIC VALUE DISTRIBUTED

 **100% OF STAKEHOLDERS**
RECEIVE INFORMATION ON ANTI-CORRUPTION PROCEDURES