Questionario/Questionnaire

Selezione Gestore Fondo immobiliare

(Real Estate Fund Selection)

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**PROFILO DEL GESTORE/**

***MANAGER’S PROFILE***

# Struttura Organizzativa/*Organizational Structure*

Fornire una breve descrizione della società, con indicazione del numero delle persone dedicate alla gestione immobiliare e il numero delle persone dedicate al fondo in esame (anzianità nella società e nella gestione del fondo, indicazione dettagliata delle esperienze passate e CV delle Key person).

*Provide a brief description of the company, including the number of people dedicated to Real Estate and the number of people dedicated to the fund (seniority within the company and fund management, detailed listing of past experiences, and CVs of Key Persons).*

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# Attività gestite dalla società/*Asset under management*

**Total Asset Under Management (AUM)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 2023 | 2022 | 2021 | 2020 | 2019 |
| AUM |  |  |  |  |  |

**Real Estate Asset Under Management (AUM)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 2023 | 2022 | 2021 | 2020 | 2019 |
| AUM |  |  |  |  |  |

# Track record acquisizioni-dismissioni/*Acquisition-disposition trackrecord*

Fornire una breve descrizione del valore delle acquisizioni e delle vendite realizzate nell’ultimo triennio nei mercati target indicando, ove possibile, plusvalenze/minusvalenze realizzate.

*Provide a brief description of the value of acquisitions and sales made in the last three years in the target markets, indicating, where possible, realized capital gains/losses.*

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# 4. ESG

**Si descriva brevemente la policy adottata con indicazione dei presidi organizzativi dedicati ai temi della sostenibilità e delle eventuali certificazioni ottenute dalla società, dai veicoli e dai singoli immobili.**

*Provide a brief description of the policy adopted, indicating any internal resource dedicated to sustainability issues and any certification/rating obtained by the company, vehicles and individual properties (ie: Gresb, Leed, Well...)*

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**PROFILO VEICOLO TARGET/**

***VEHICLE RISK PROFILE***

# Regime giuridico e controlli esterni/*Legal form and external controls*

**Fornire una breve descrizione del profilo giuridico del fondo e indicazione dei presidi di controlli esterni cui è sottoposto. Indicare, altresì, se il fondo è aperto o chiuso.**

*Provide a brief description of the legal profile of the fund and an indication of the external control autorities/measures to which it is subjected. Also indicate whether the fund is open or closed.*

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# Strategia di investimento e proiezioni/*Investment strategy and business plan*

**Descrivere la strategia di investimento del fondo, i suoi razionali, le principali assunzioni immobiliari ed economico finanziarie unitamente al business plan a vita intera del veicolo.**

*Describe the fund strategy, its rationale, the main real estate and economic-financial assumptions together with the vehicle's entire life business plan.*

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# Portafoglio attuale/prospettico/*Existing portfolio/pipeline*

**Descrivere le caratteristiche salienti del portafoglio immobiliare già acquisito e degli investimenti già individuati/opzionati. In caso di fondo in fase di lancio fornire una descrizione dell’eventuale pipeline o del portafoglio modello dettagliato per area geografica, destinazione d’uso e profilo di rischio/rendimento dei vari asset.**

*Describe the main characteristics of the real estate portfolio already acquired and the investments already identified/opted. In the case of a fund in the launch phase, provide a description of any pipeline or model portfolio detailed by geographical area, intended use and risk/return profile of the various assets.*

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# Track record e informazioni economico/finanziarie (per veicolo attivo)

**Indicare l’IRR e il Dividend Yield del fondo. Nel caso di fondo nuovo: track record di fondi con stessa strategia gestiti in precedenza e indicatori di performance obiettivo (IRR, DY, CoC, ecc)**

*Indicate the IRR and Dividend Yield of the fund. In the case of a new fund: track record of previously managed funds with the same strategy and target performance indicators (IRR, DY, CoC, etc.)*

**Asset Under Management (AUM) del fondo**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | 2023 | 2022 | 2021 | 2020 | 2019 |
| AUM |  |  |  |  |  |

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# Corporate governance

**Fornire una breve descrizione della governance del veicolo (Assemblea, Comitati Consultivi...) e degli eventuali presidi organizzativi previsti per la prevenzione dei conflitti di interesse e per le scelte di allocazione dei nuovi investimenti tra i vari fondi gestiti;**

*Provide a brief description of the governance of the vehicle (Assembly, Advisory Committees...) and of the organizational safeguards, if any, envisaged for the prevention of conflicts of interest and for the allocation of new investments between funds under management*

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# Costi/*Fees*

**Si indichi la commissione di Gestione ed il TER del fondo.**

*Quantify the management fee and the Total Expense Ratio of the fund.*

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**Esiste la possibilità di ottenere uno sconto (un rebate) sulla commissione di gestione? Se sì di quale entità?**

*Is it possible to get a discount – a rebate - on the management fee? If yes, what amount can be discounted?*

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**Si specifichi se esiste la commissione di performance e come viene calcolata**

*Is there a performance fee and, if yes, how is it calculated?*

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**Esistono altre commissioni? Di quale ammontare?**

*Are there other fees? Which is their amount?*

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# ESG

**Si descriva la policy adottata del fondo in merito ai temi della sostenibilità e le eventuali certificazioni/rating ottenute dal veicolo e/o dai singoli immobili (es. Gresb, Leed, Well....).**

*Provide a brief description of the policy adopted by the fund regarding sustainability issues and any certifications/ratings obtained by the vehicle and/or individual properties (e.g. Gresb, Leed, Well....).*

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