

Nomisma – real estate and urban development

**Italian real estate market:  
economic trends and investors perspective**

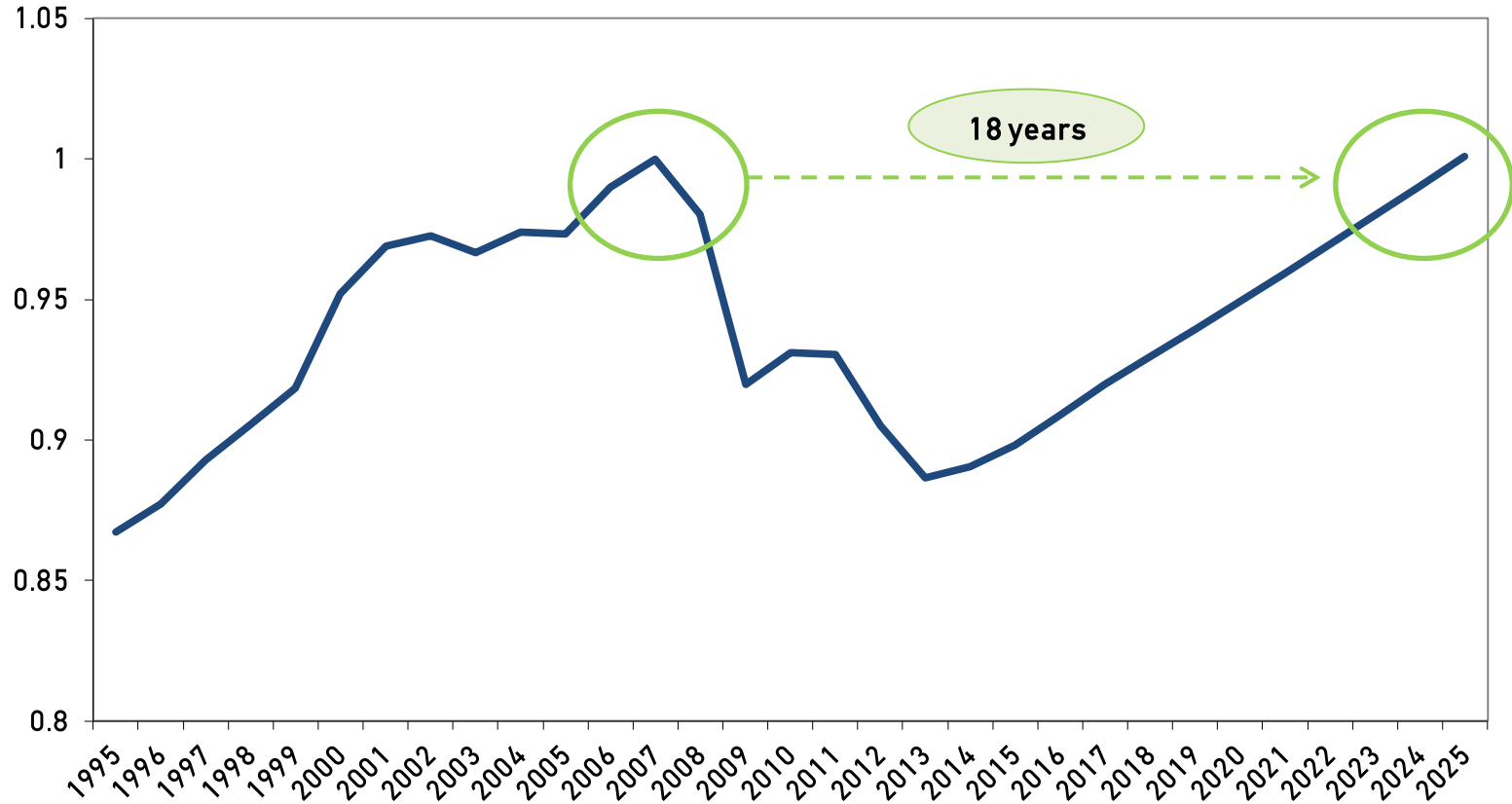
*ERES Industry Seminar  
Institutional investments in Italian real estate market*

Rome

Friday the 18<sup>th</sup> October 2013

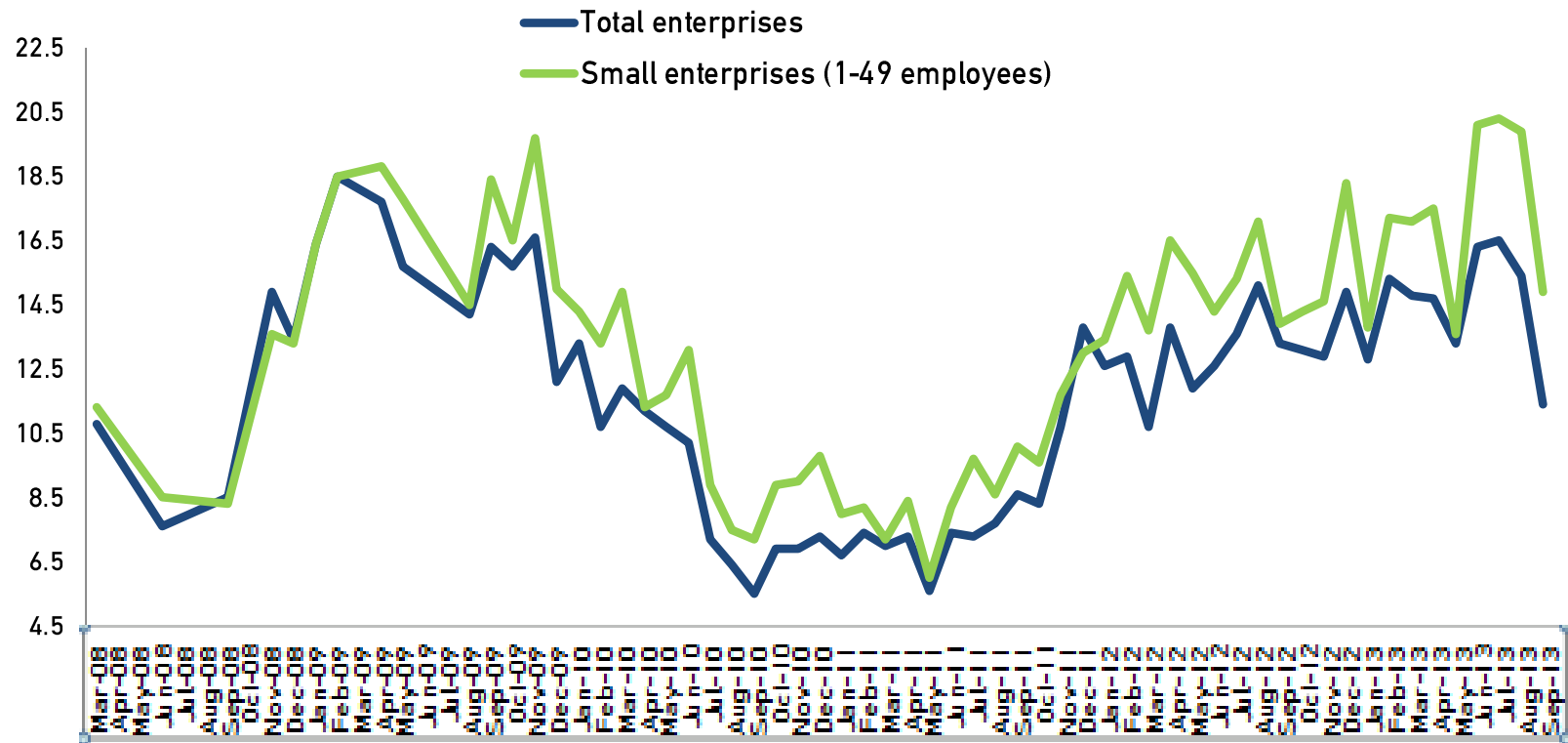


Per capita GDP (2007=1) IMF hypothesis October 2013



Source: Nomisma forecast on IMF data

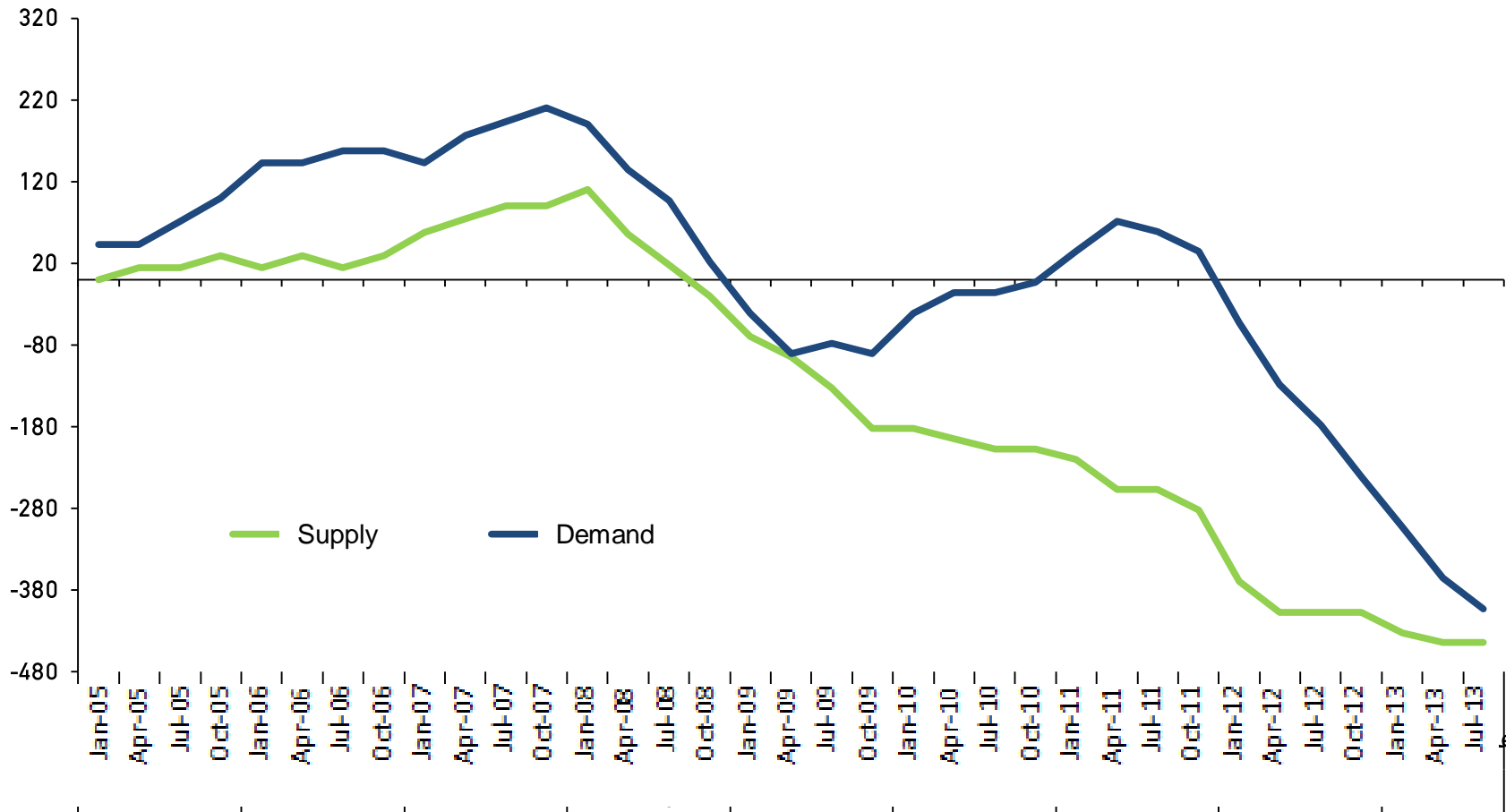
Enterprises who asked but not obtained credit (as a % of all enterprises who asked credit)



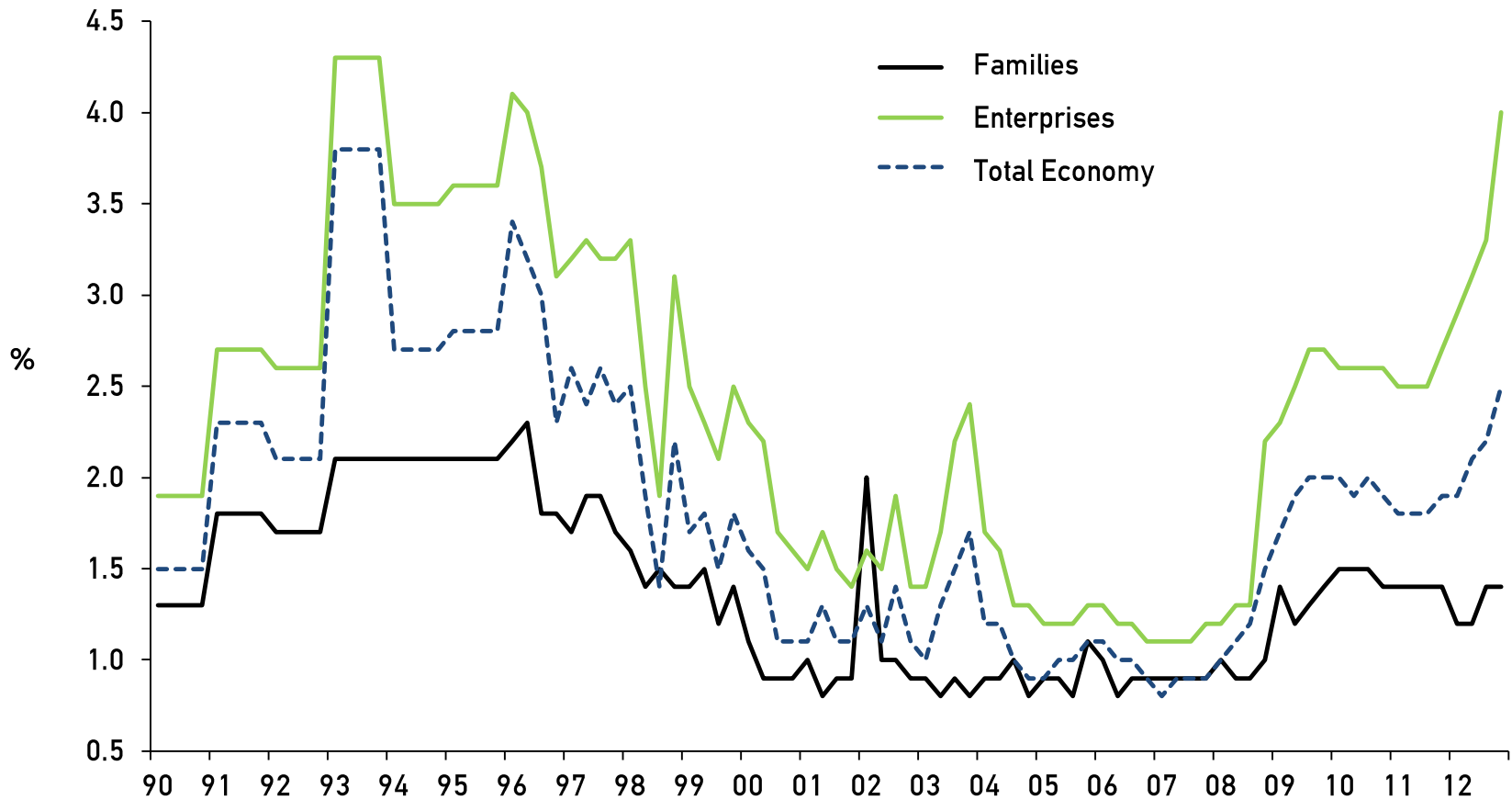
Source: Nomisma elaborations on Istat data

# Perception of Italian banks on demand and supply of mortgages

(cumulated ratio of positive and negative answers 2005=0)



Source: Nomisma elaborations on Bank Lending Survey (Bank of Italy)

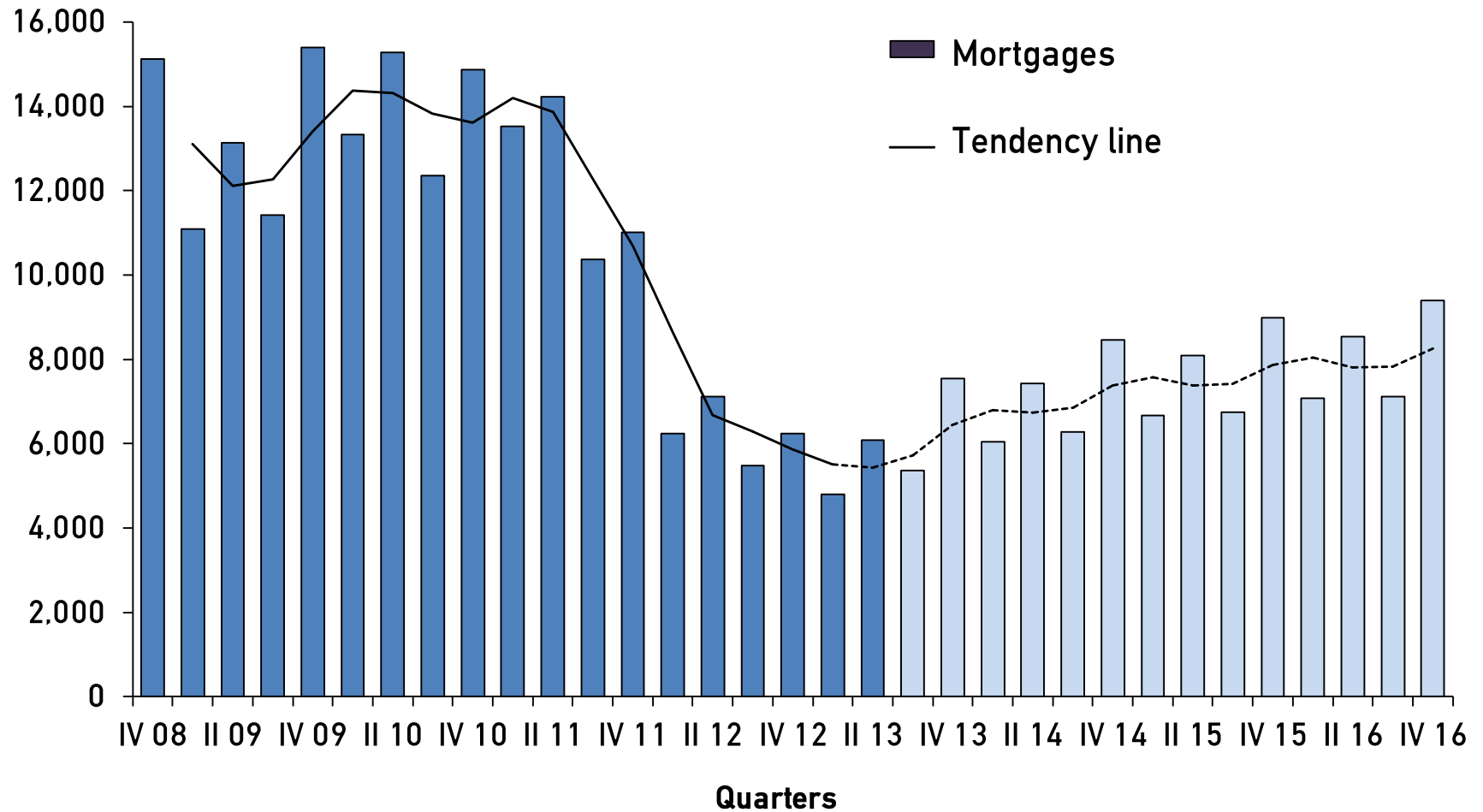


Ratio between quarterly flow of non-performing loans and stock of loans at the end of the previous quarter; yearly data until the fourth quarter of 1995

Source: Bank of Italy

# Mortgages to families

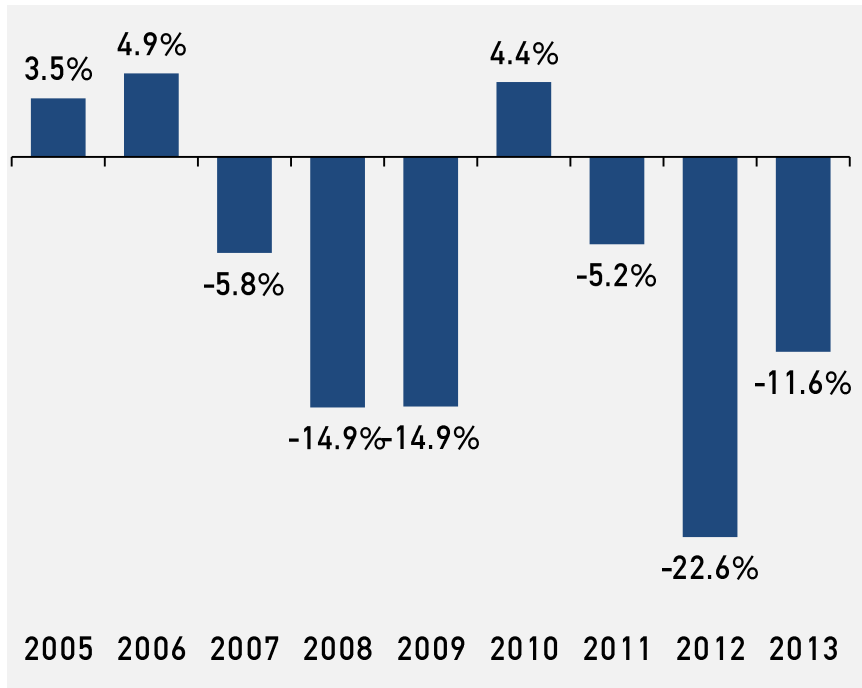
(quarterly data; million euros and forecast)



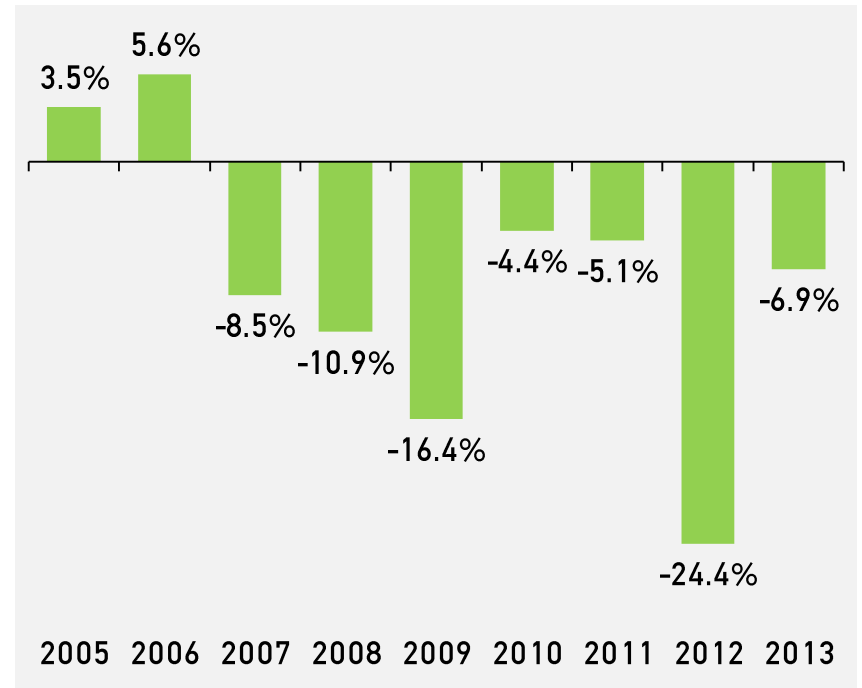
Note: from the third quarter 2013 Nomisma forecast

Source: Nomisma on Bank of Italy data

HOUSES

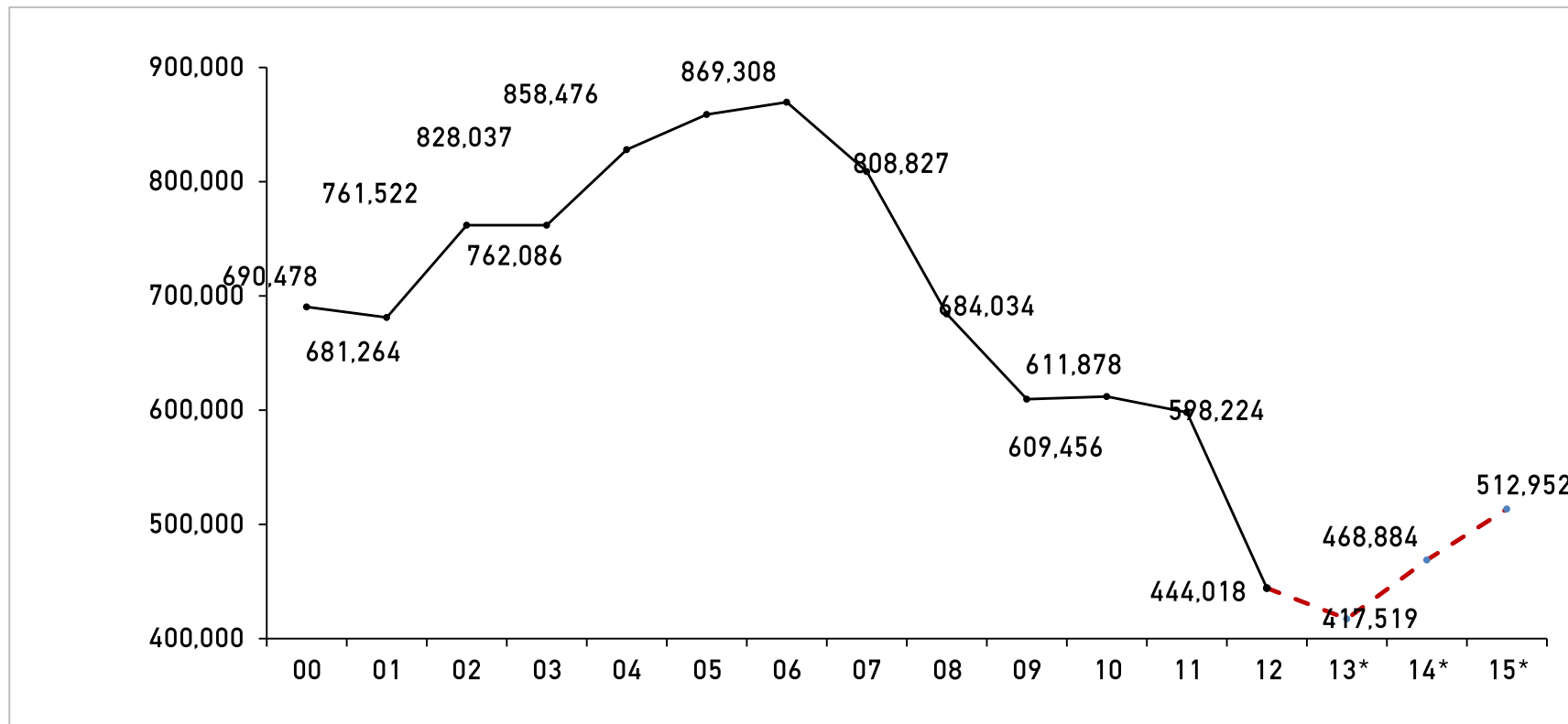


OFFICES AND STORES



Source: Nomisma elaborations on Agenzia delle Entrate data

## Italy – Number of house purchases

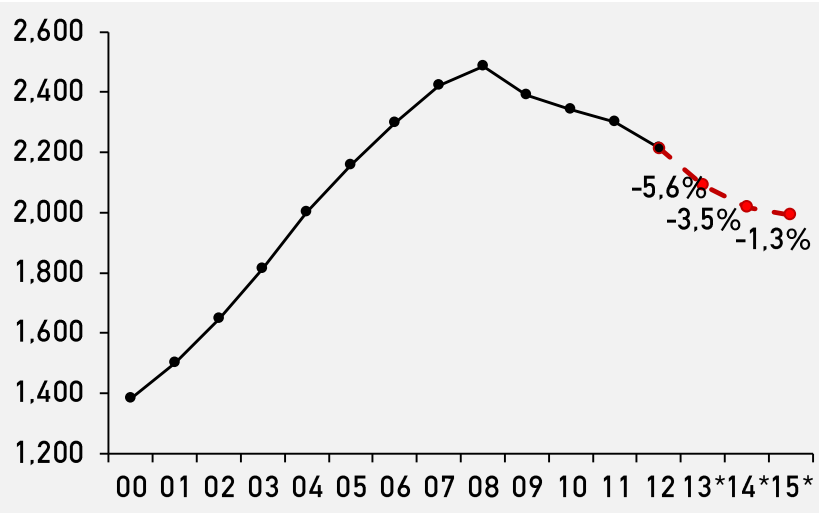


(\*) Forecast

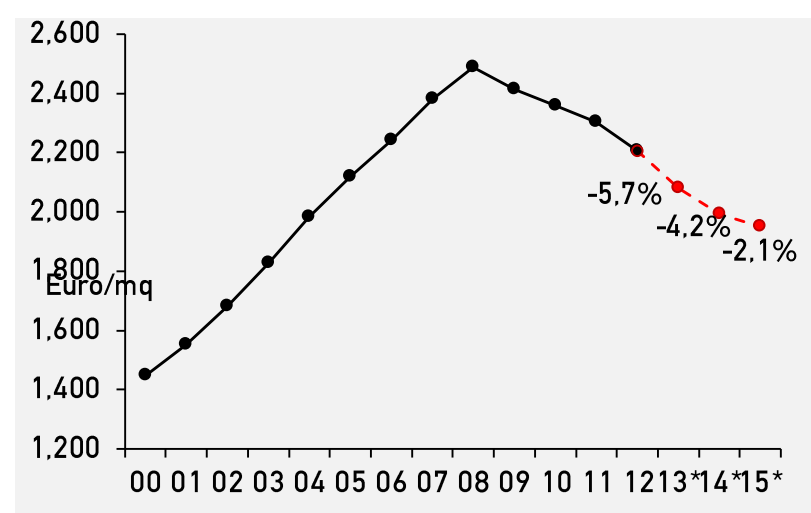
Source: Nomisma



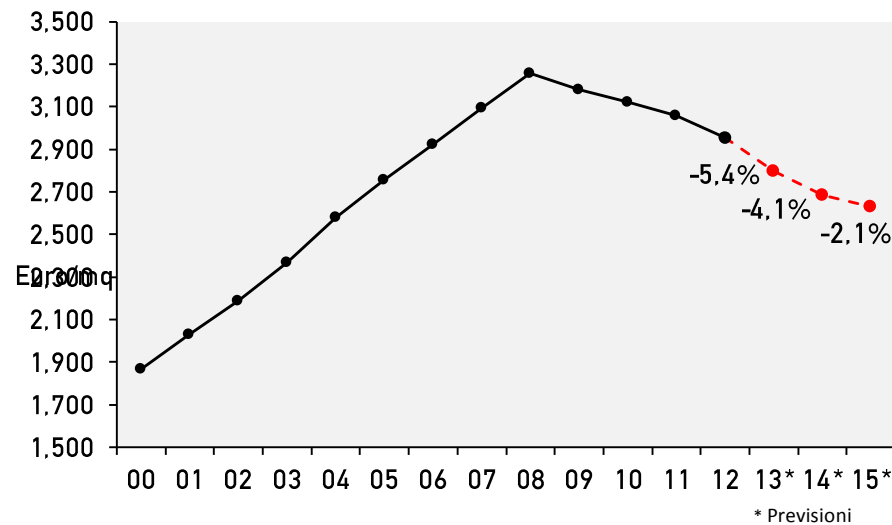
Average 13 big cities – Houses



Average 13 big cities – Offices

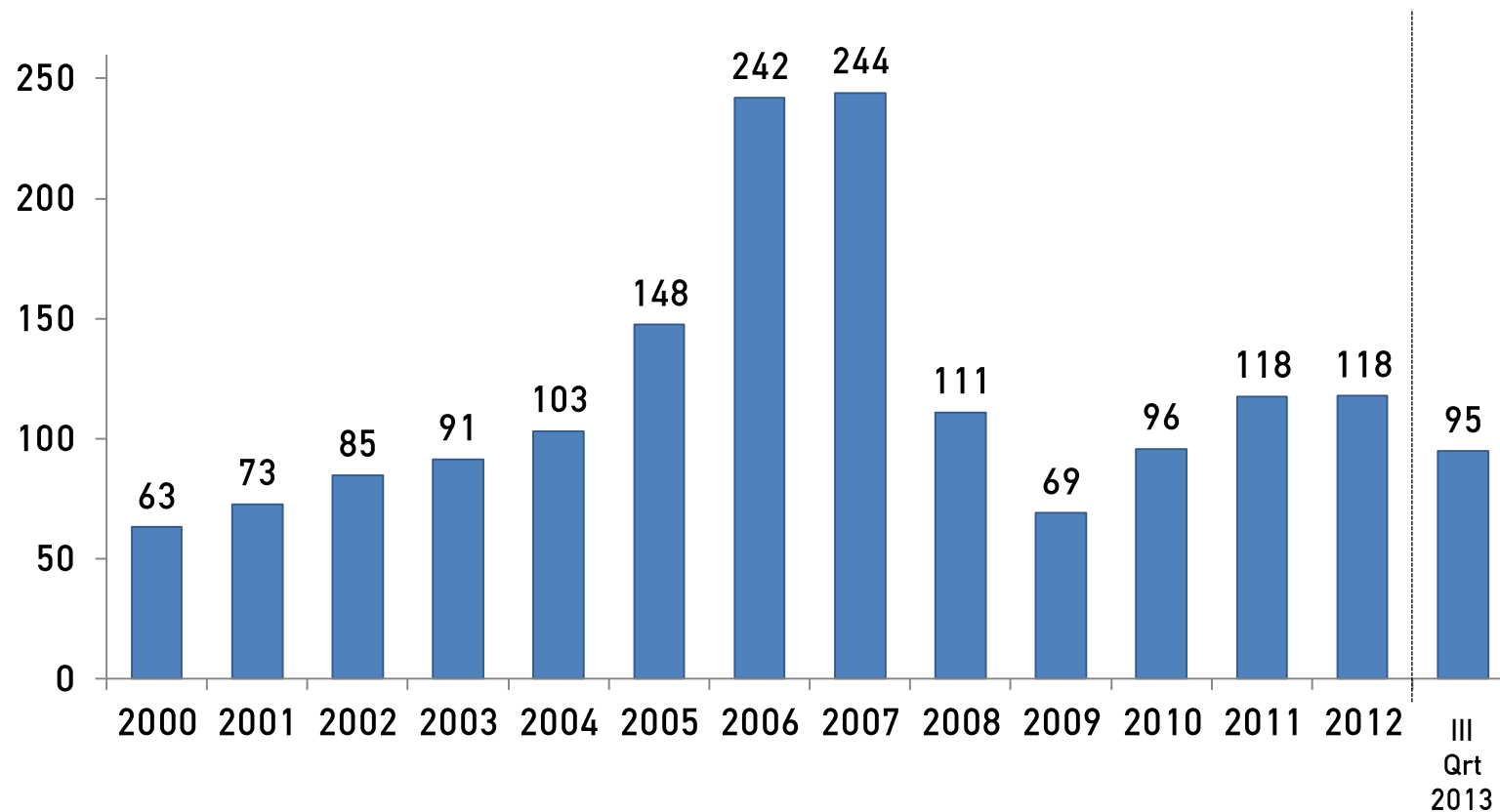


Average 13 big cities - Stores



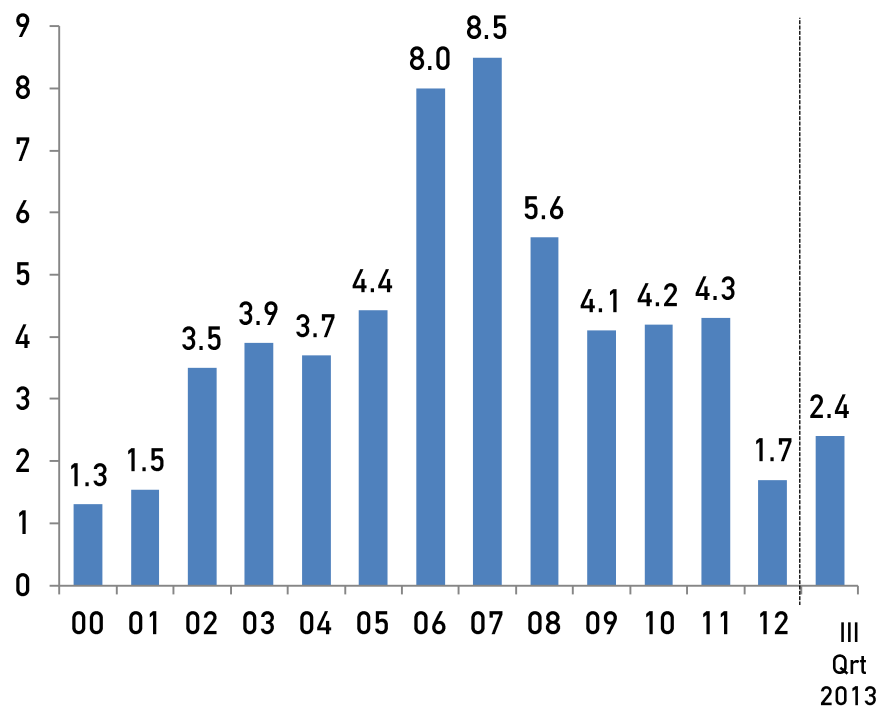
(\*) Forecast

Source: Nomisma

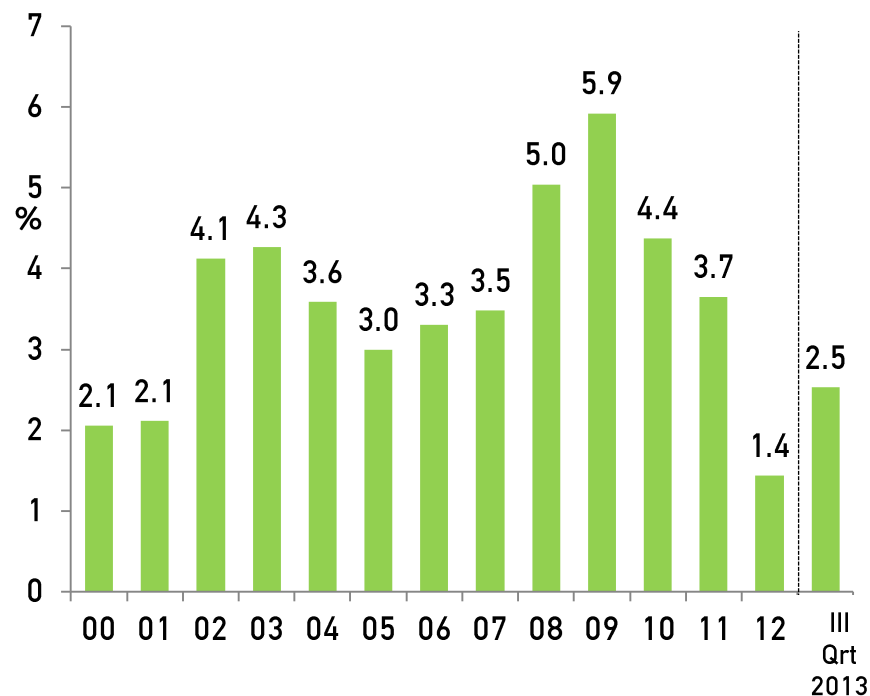


Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data

### Italy – Volume of real estate corporate investments (*billion euros*)

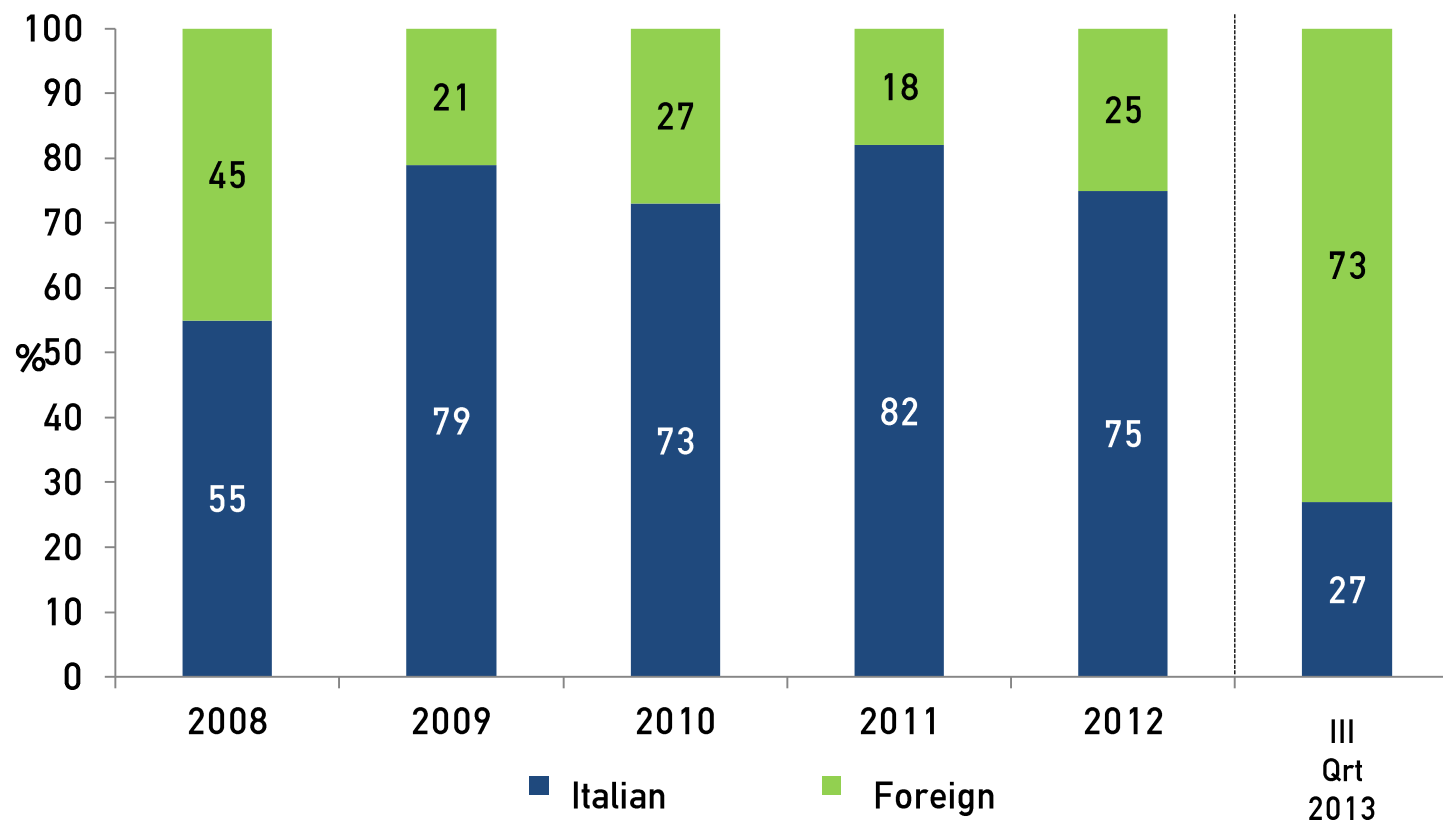


### Real estate investments in Italy as a % of European real estate investments



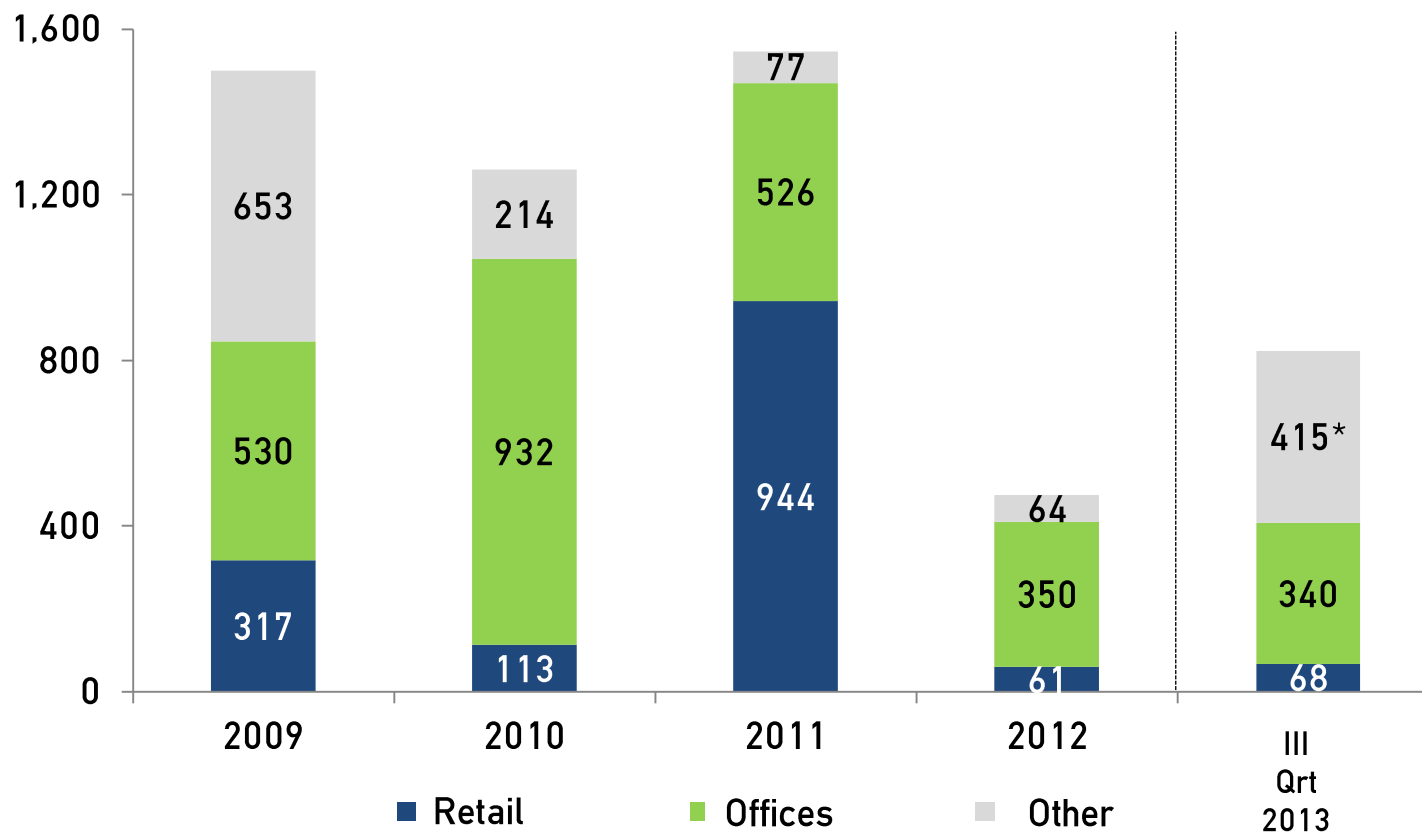
Source: Nomisma elaborations on BNP Paribas RE, CB Richard Ellis, DTZ and Savills data

Italy – Corporate investments by origin of investor (% on total investment)



Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data

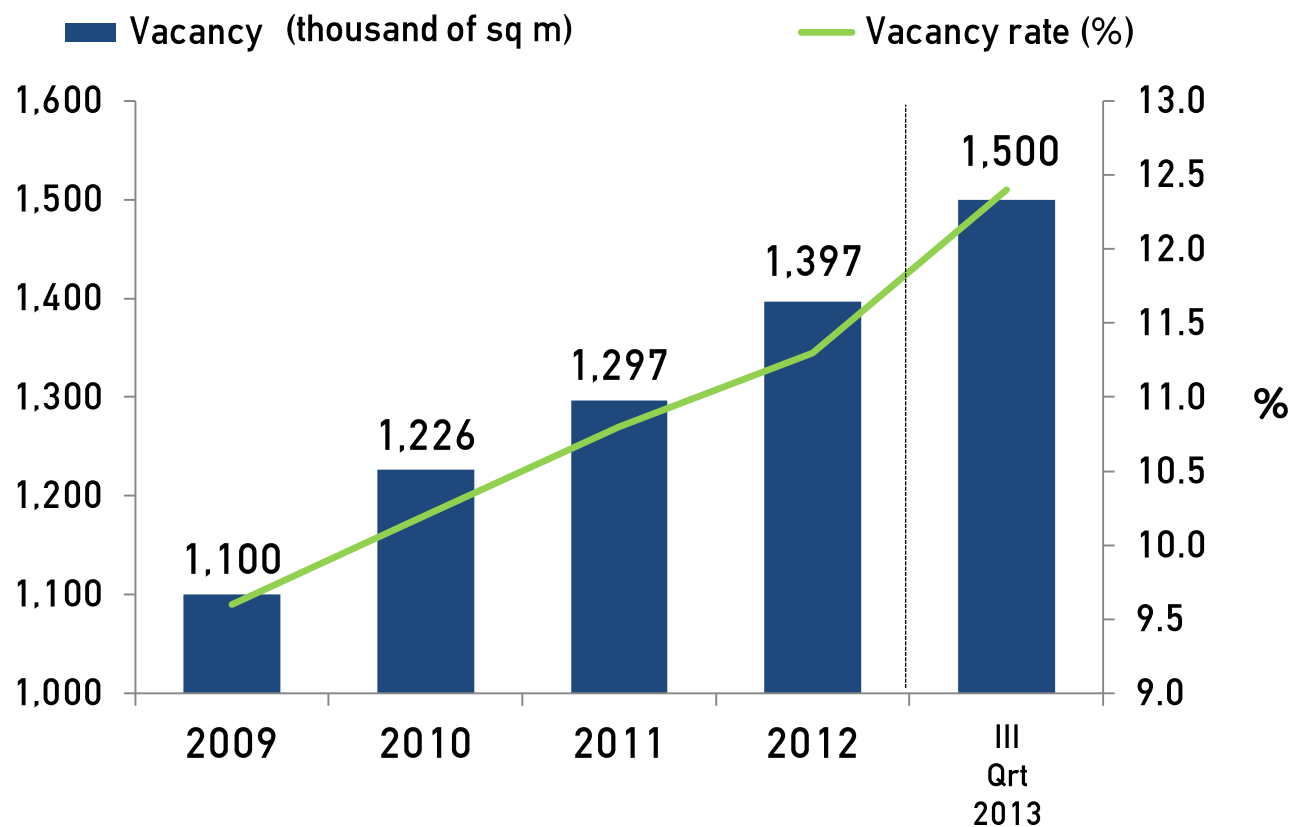
Milan – Volume of *corporate real estate investments*  
(million euros)



\*note: in the III quarter of 2013, the 415 million euros under the category “other” are mostly related to the purchase of part of the project Porta Nuova Garibaldi by Qatar sovereign wealth fund

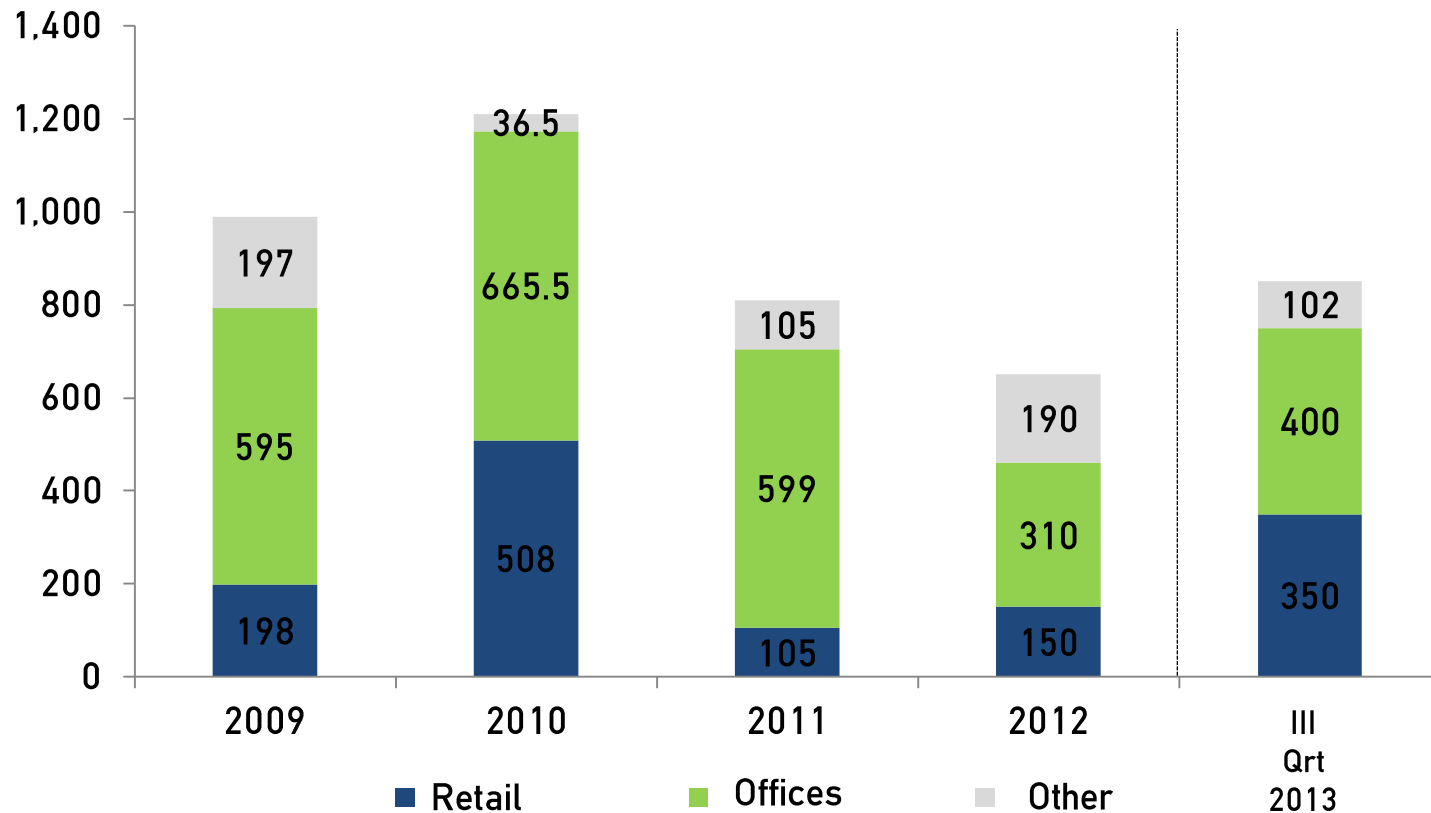
Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data

## Milan – Vacancy rate corporate offices



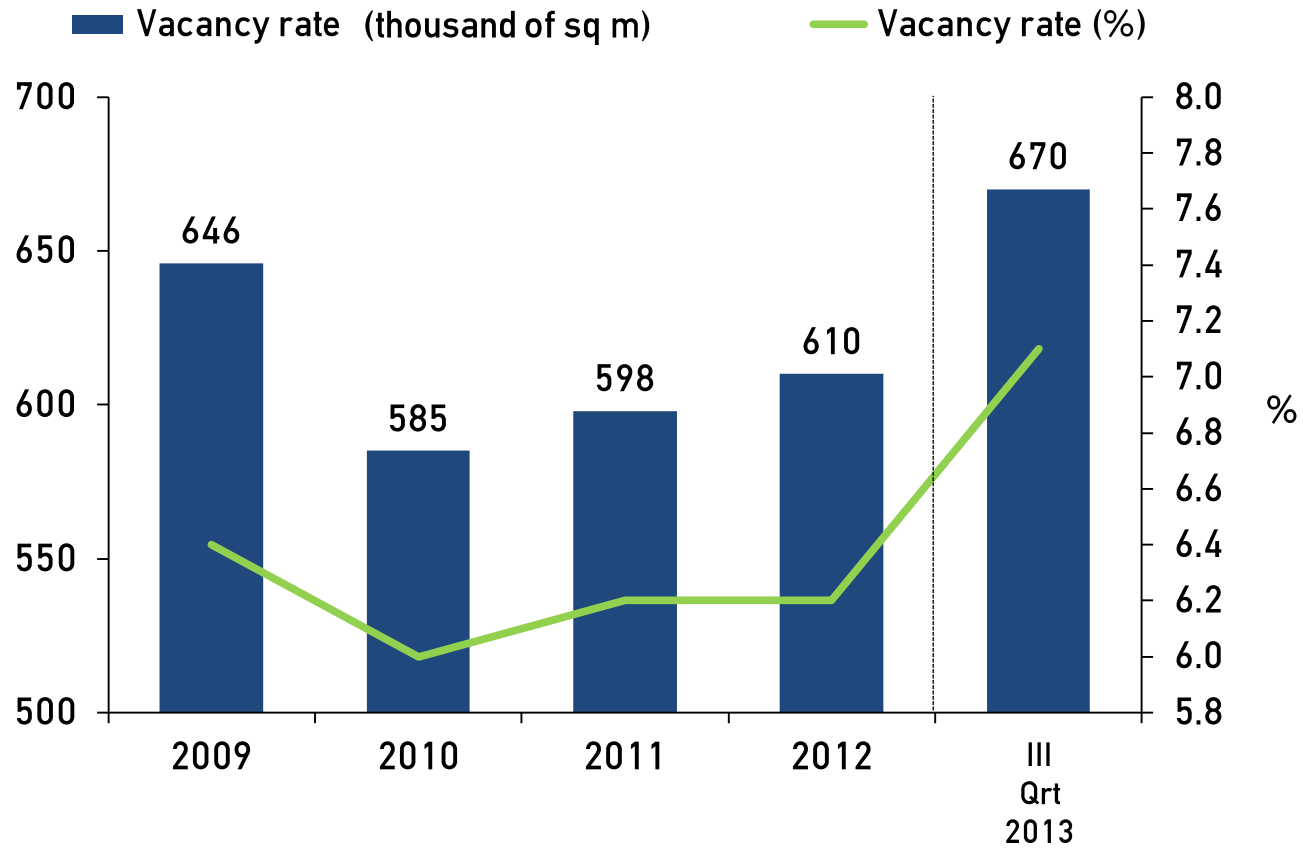
Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data

Rome – volume of real estate *corporate* investments  
(million euros)



Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data

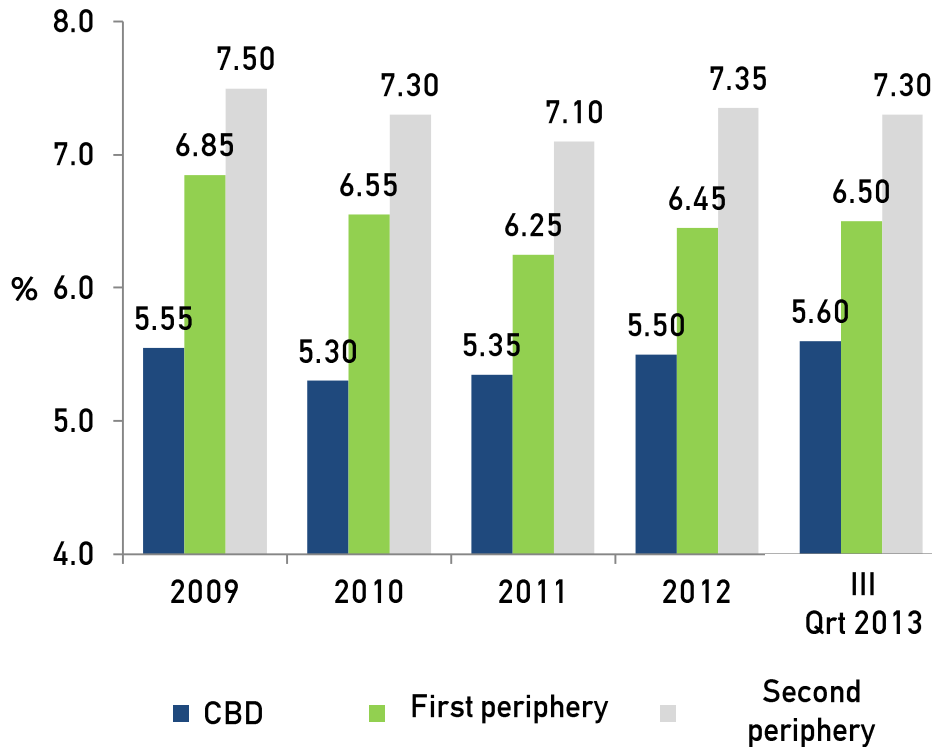
## Rome – Vacancy rate corporate offices



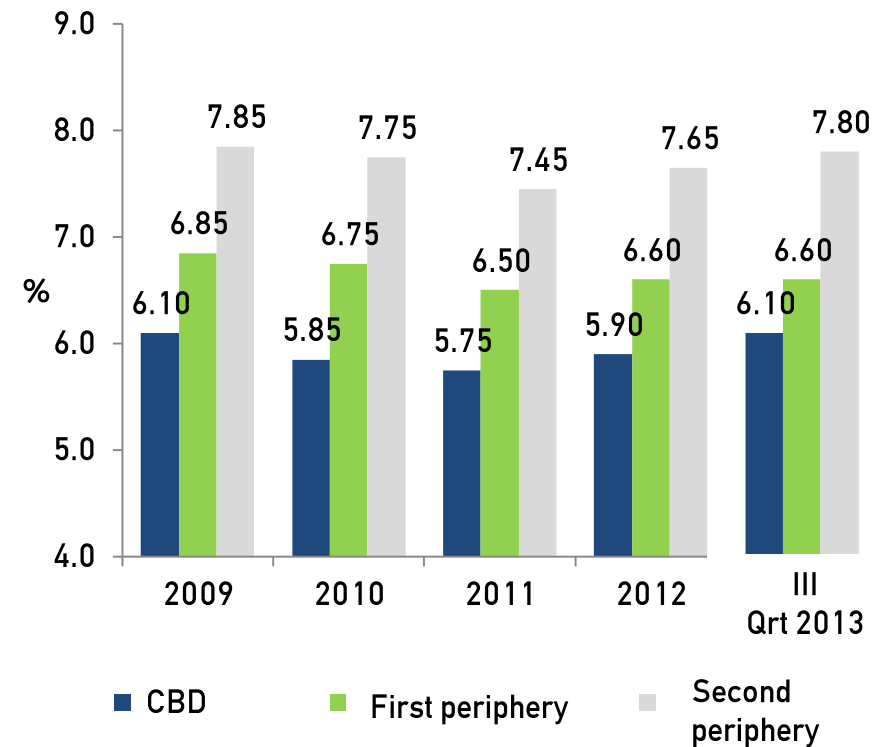
Source: Nomisma elaborations on BNP Paribas RE and CB Richard Ellis data



Milan – *Prime yields offices*



Rome – *Prime yields offices*

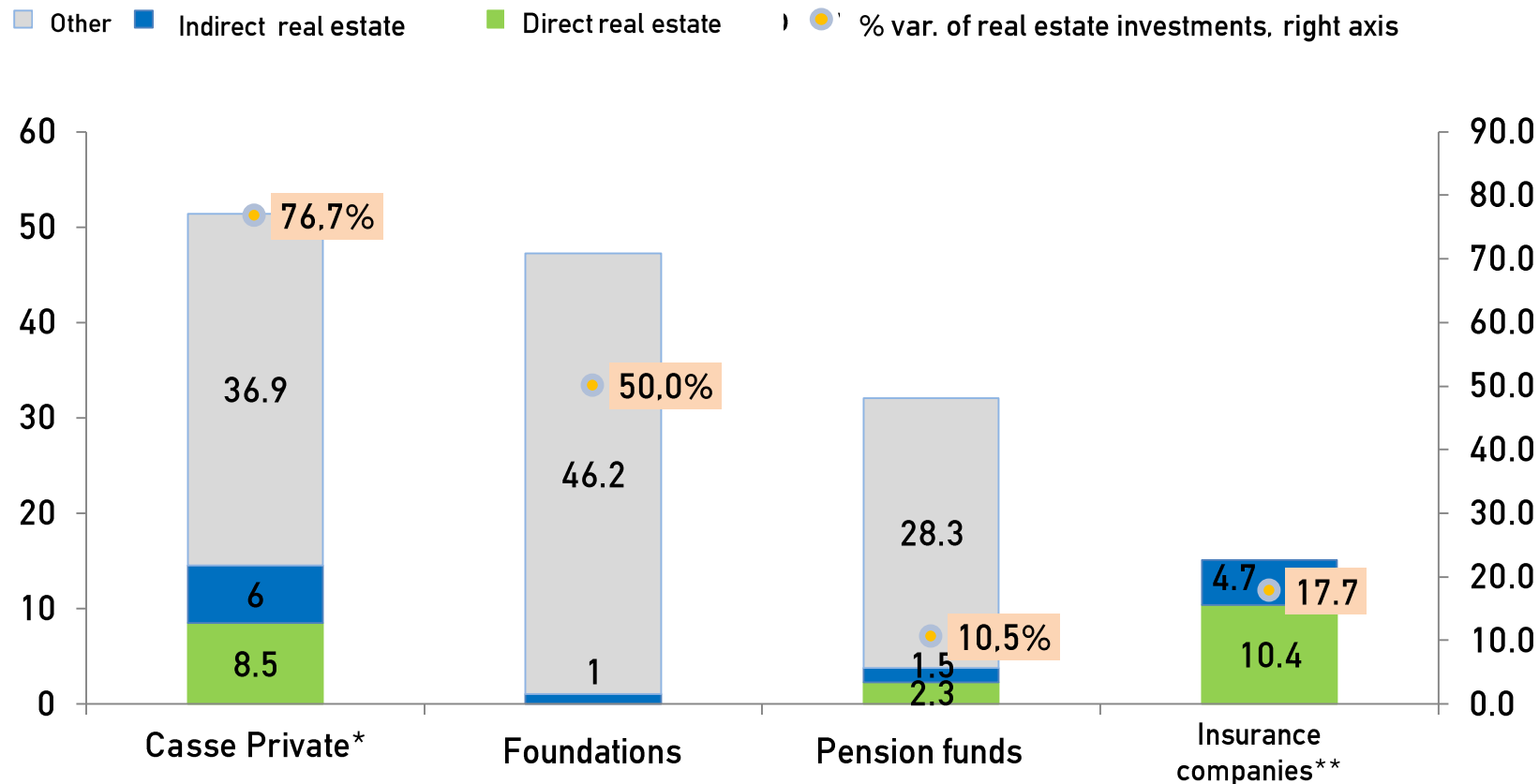


Source: Nomisma elaborations on Nomisma, BNP Paribas RE and Cushman & Wakefield data

## Italy – Evolution of the value of retail real estate funds by expiration date

Expiration date	Number of expiring funds	Real estate value (million euros)	Value variation compared to previous semester
2013	3	1.169	-1,24%
2014	7	1.965	-2,28%
2015	6	1.362	-2,14%
2016	3	535	-2,70%
2017	2	239	-3,52%
2018	2	166	-2,01%
2019	1	407	-2,78%
2020	1	350	-1,71%
2021	1	306	-1,72%
<b>Totale</b>	<b>26</b>	<b>6.498</b>	<b>-2,11%</b>

Source: Nomisma elaborations on funds balance sheets

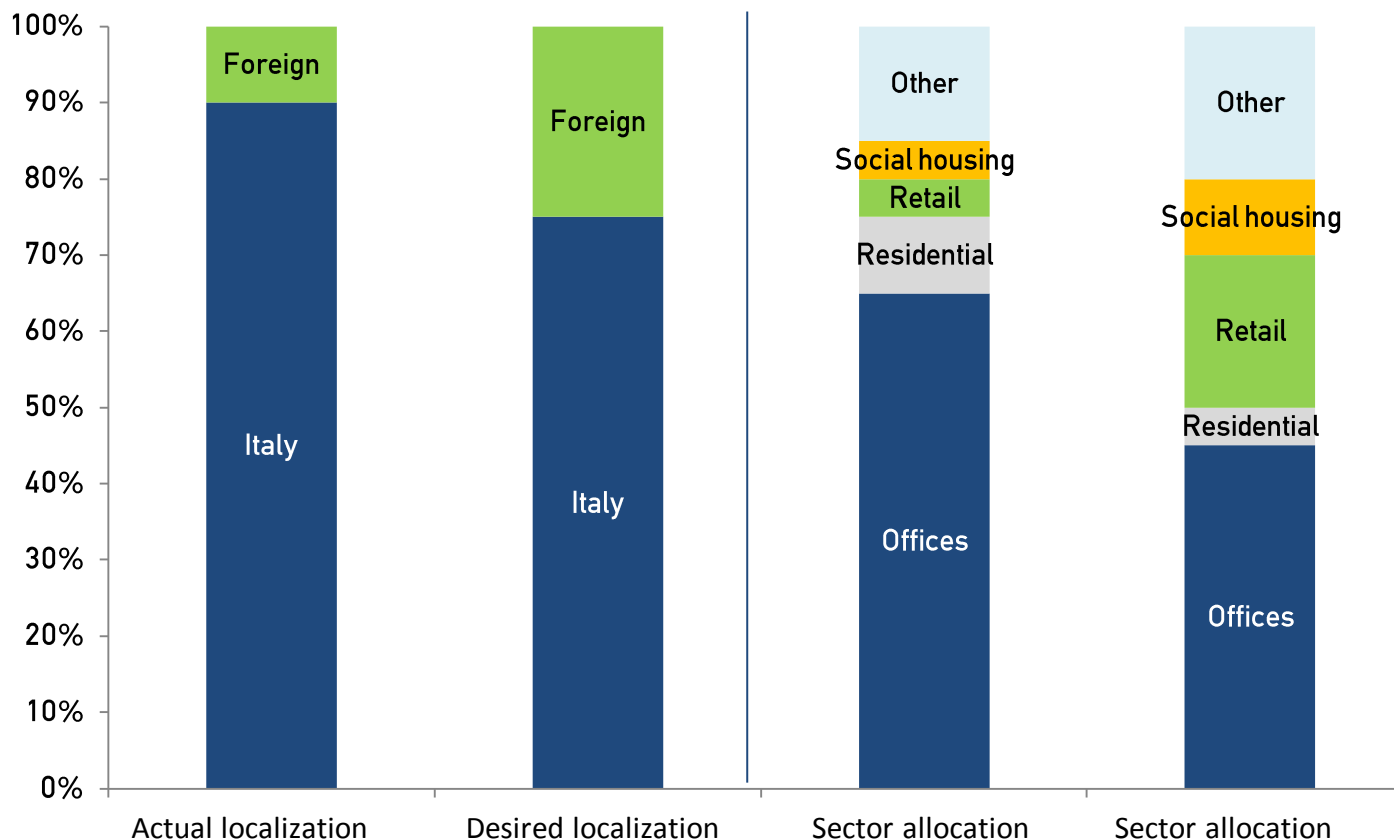


Note \*: for Casse private the variation 2007/2011 takes into account only the indirect investments

Note \*\*: in order not to distort the figure, the assets of the “other “ category of insurance companies have not been represented and are equal to roughly 360 billion euros

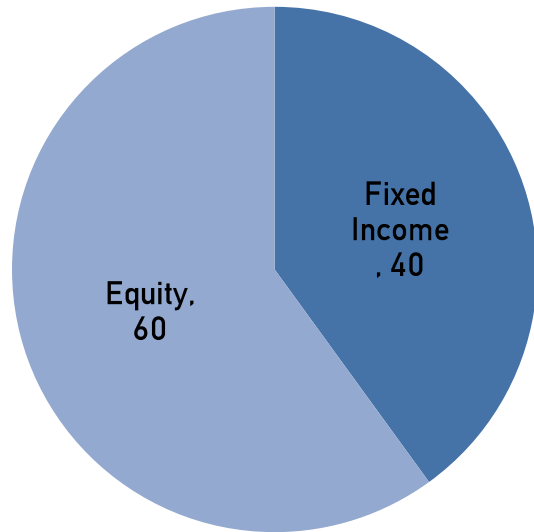
Source : Nomisma elaborations on various sources

Indirect real estate: actual and desired *asset allocation*, by localization and typology

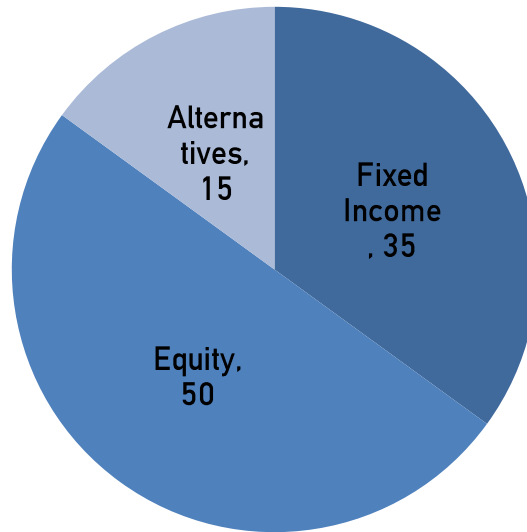


Source: Nomisma elaborations on direct survey data

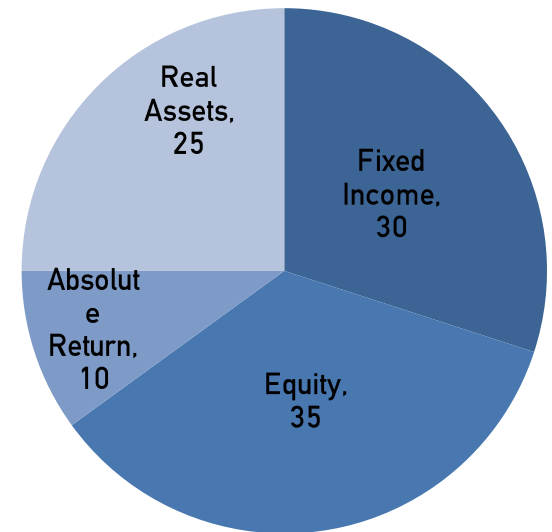
Past



Present



Future



Source: JP Morgan Asset Management