

THE CHALLENGE

1 DICEMBRE 2022

15° CUDAY

MICO - MILANO



CREDIT VILLAGE

PLENARIA

CREDIT MANAGEMENT 4.0:
DALLA EARLY E NPE COLLECTION
ALL'EVOLUZIONE OMNICANALE

1

PLENARIA

RE-THINK THE FUTURE

2

Real Estate tra innovazione e sostenibilità

Lia Turri

Partner PwC Italia, Real Estate Leader

Investimenti in Europa

Country transaction volumes (€bn)

Displayed on map

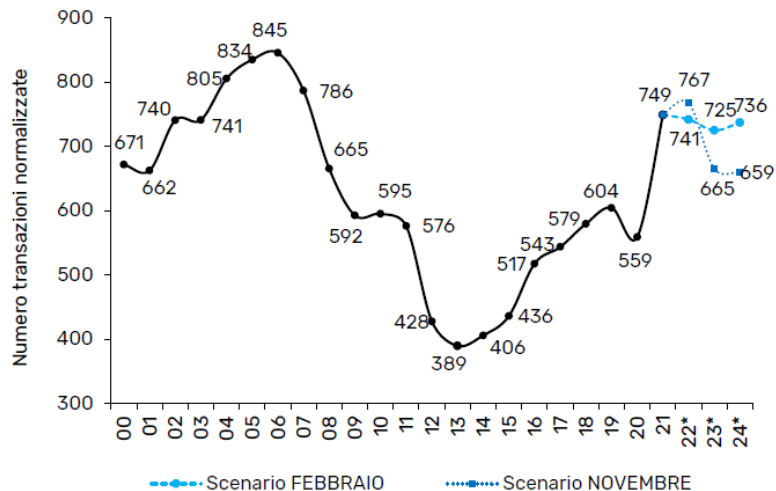
Country	Q4 2020–Q3 2021	Q4 2021–Q3 2022	% Change
Germany	77	101	30%
United Kingdom	76	87	15%
France	35	39	12%
Sweden	25	28	11%
Netherlands	24	18	-23%
Spain	14	15	9%
Italy	10	13	29%
Denmark	11	11	-2%
Norway	9	11	22%
Poland	6	7	11%
Ireland	6	7	11%
Austria	6	7	5%
Finland	5	6	17%
Switzerland	6	5	-9%
Belgium	3	5	75%
Portugal	2	3	15%
Romania	1	2	42%
Czech Republic	1	2	62%
Slovakia	1	1	94%



Source: MSCI Real Assets

Investimenti in Italia

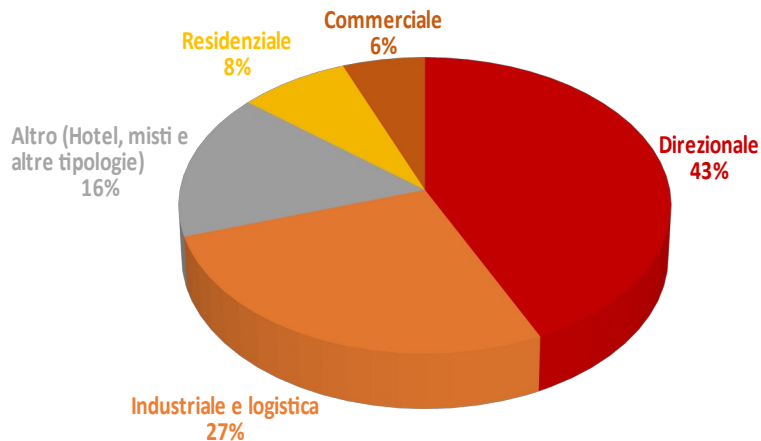
ITALIA - NUMERO DI COMPRAVENDITE RESIDENZIALI (Migliaia)



* previsioni

Fonte: elaborazioni Nomisma su dati Agenzia delle Entrate

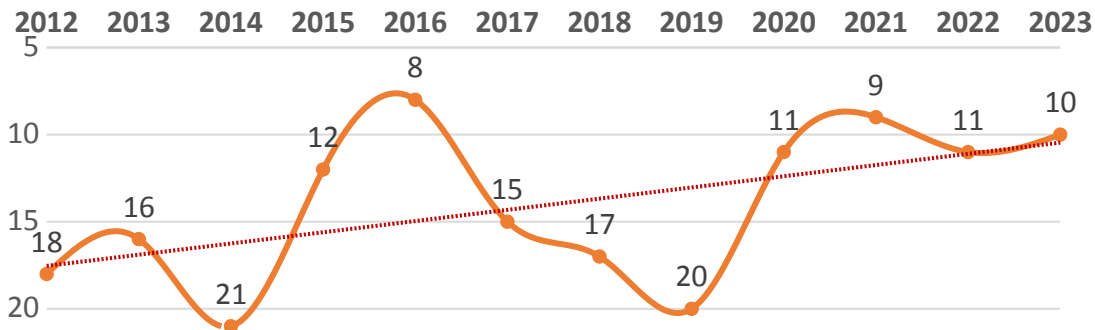
Tipologia degli investimenti immobiliari corporate in Italia (Q1-Q3 2022)



Fonte: elaborazioni BNPP RE, Colliers, CBRE

Milano

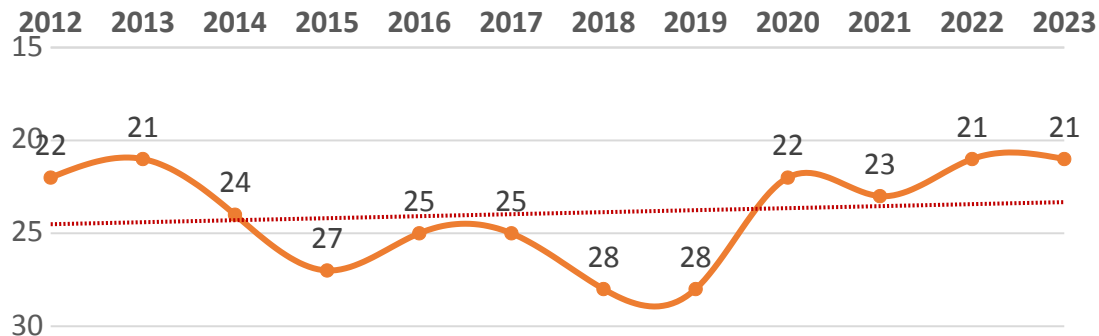
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
1°	Istanbul	Monaco	Monaco	Berlino	Berlino	Berlino	Berlino	Lisbona	Parigi	Berlino	Londra	Londra
2°	Monaco	Berlino	Dublino	Dublino	Amburgo	Amburgo	Copenaghen	Berlino	Berlino	Londra	Berlino	Parigi
3°	Varsavia	Londra	Amburgo	Madrid	Dublino	Francoforte	Francoforte	Dublino	Francoforte	Parigi	Parigi	Berlino
Milano	18	16	21	12	8	15	17	20	11	9	11	10



Fonte: Emerging Trends in Real Estate

Roma

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
1°	Istanbul	Monaco	Monaco	Berlino	Berlino	Berlino	Berlino	Lisbona	Parigi	Berlino	Londra	Londra
2°	Monaco	Berlino	Dublino	Dublino	Amburgo	Amburgo	Copenaghen	Berlino	Berlino	Londra	Berlino	Parigi
3°	Varsavia	Londra	Amburgo	Madrid	Dublino	Francoforte	Francoforte	Dublino	Francoforte	Parigi	Parigi	Berlino
Roma	22	21	24	27	25	25	28	28	22	23	21	21



Fonte: Emerging Trends in Real Estate

#4 Settori da guardare

New energy
infrastructure

1



Life sciences

2



Data Centres

3



Social Housing

4



Retirement/
assisted living

5

Affordable
housing

6



Self storage
facilities

7



Logistics facilities

8



Co-living

9



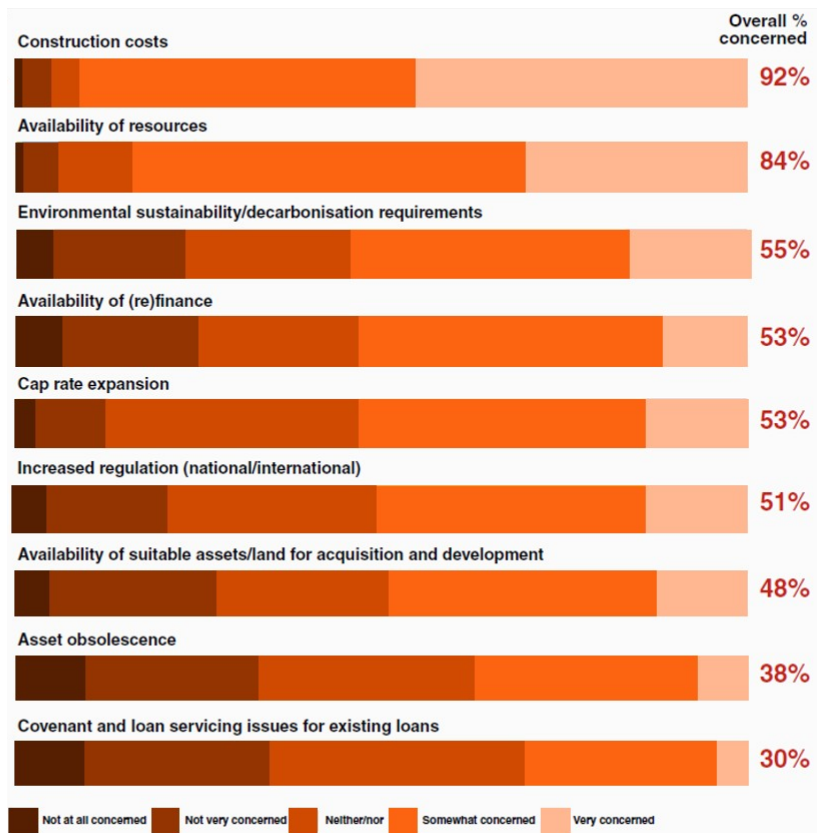
Private rented
residential

10

2004		2008		2010		2016		2020		2023	
1.	Shopping Centres	1.	City Centre Shopping Centres	1.	City Centre Offices	1.	Retirement/Assisted Living	1.	Retirement/Assisted Living	1.	New Energy Infrastructure
2.	Residential	2.	Central City Offices	2.	Apartment Residential (Rented)	2.=	Flexible/Service Offices & Co-working	2.	Logistics Facilities	2.	Life Sciences
3.=	High Street Shops	3.	Hotels	3.	High Street Shops	2.=	Healthcare	3.	Co-living	3.	Data Centres
3.=	Industrial/Warehouse	4.	Shopping Centre	4.	City Centre Shopping Centres	4.	High Street Shops	4.	Student Housing	4.	Self-Storage Facilities
5.	Retail Parks	5.=	High Street Shops	5.	Shopping Centres	5.	Logistics Facilities	5.	Healthcare	5.	Retirement/Assisted Living
6.	Central City Offices	5.=	Industrial/Warehouse	6.	Retail	6.	Private Rented Residential	6.	Self-Storage facilities	6.	Healthcare
7.	Manufacturing	7.=	Retail Parks	7.	Mixed Used Property	7.	Student Housing	7.	Private Rented Residential	7.=	Logistics Facilities
8.	Suburban Offices	7.=	Housebuilding for Sale	8.	Retail Parks	8.	Hotels	8.	Data Centres	7.=	Affordable Housing
		9.	Suburban Offices	9.	Residential	9.	City Centre Shopping Centres	9.	Affordable Housing	7.=	Social Housing
		10.	Manufacturing	10.	Office	10.	Housebuilding for Sale	10.	Flexible/Service Offices & Co-working	10.	Private Rented Residential
				11.	Industrial/Warehouse	11.	Service Apartments	11.	Service Apartments	11.	Student Housing
				12.	Hotels	12.	Data Centres	12.=	Hotels	12.	Leisure Hotels
				13.	Manufacturing	13.	Central City Offices	12.=	Industrial/Warehouse	13.	Co-living
				14.	Suburban Offices	14.	Self-Storage Facilities	14.	Science Parks	14.	Industrial/Warehouse
						15.	Industrial/Warehouse	15.=	Housebuilding for Sale	15.	Service Apartments
						16.	Parking	15.=	Central City Offices	16.	Flexible/Service Offices and Co-working
						17.	Social Housing	17.	Social Housing	17.	Leisure
						18.	Suburban Office	18.	Leisure	18.	Housebuilding for Sale
						19.	Business Parks	19.	Parking	19.	Central City Offices
								20.	Business Parks	20.	Retail Parks
								21.	Suburban Offices	21.	Parking
								22.	High Street Shops	22.	Business Hotels
								23.	Retail Parks	23.	Business Parks
								24.	City Centre Shopping Centres	24.	High Street Shops
								25.	Out of Town Shopping Centres/Retail Destinations	25.	City Centre Shopping Centres
										26.	Out of Town Shopping Centres/Retail Destinations
										27.	Suburban Offices

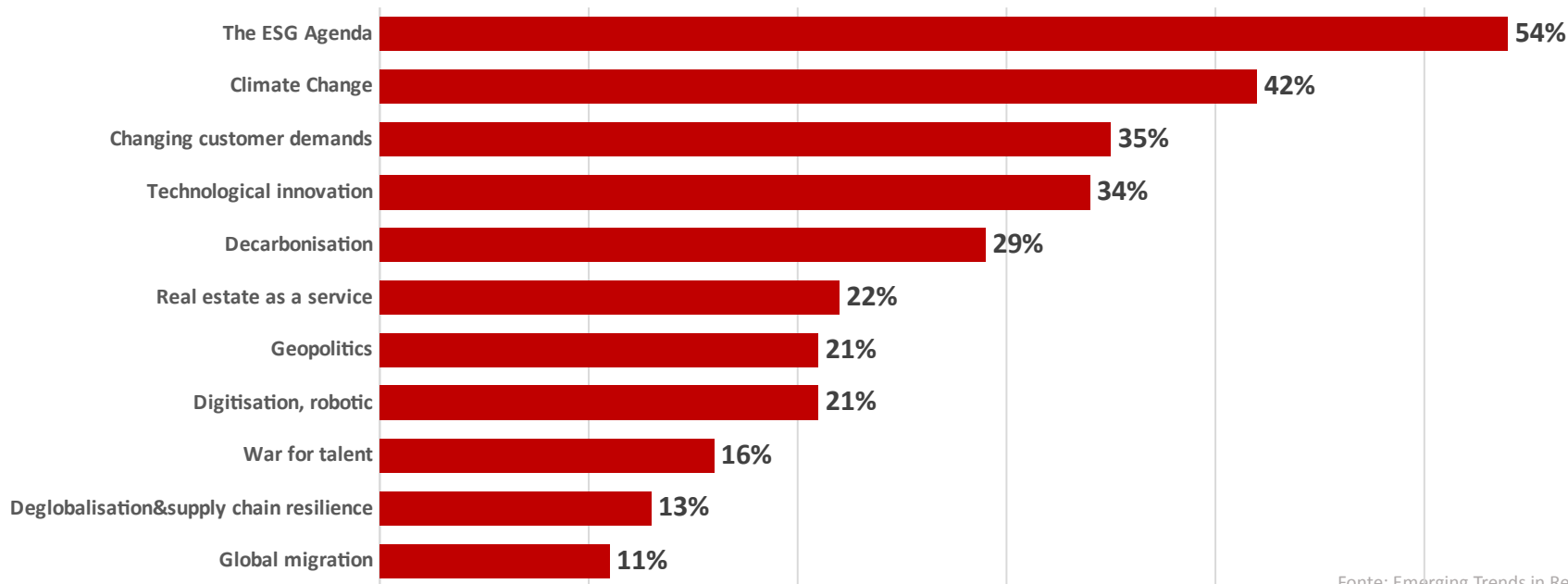
#5 (Re)fit for purpose

Real estate business issues
causing concern in 2023



Fonte: Emerging Trends in Real Estate

Expected catalysts of change in real estate over the coming 20 years



Fonte: Emerging Trends in Real Estate