



## COMPANY PROFILE



Building upon strong business ethics and a vision of sustainable growth, RINA Prime Value Services works alongside its clients to support the transition to a more forward-thinking, sustainable future. Sustainability and digitalisation are the pillars guiding our Group's activities.

RINA Prime Value Services stands out for its expertise and ability to overcome the challenges of the real estate market, providing custom-made solutions that can be adapted to each client's unique needs.

Through a truly global presence and an extensive partner network, RINA Prime Value Services supports its clients in meeting the challenges and opportunities which the future holds.



Professionals of the  
highest standing



Innovative,  
high-performance tools



Outstanding  
track record

**RINA Prime Value Services**  
**Priming your future**

## About us

RINA Prime Value Services operates in Real Estate Services with a core focus on technical real estate evaluation and certification, and a strong emphasis on technological innovation, information assets and sustainability.

## Corporate Structure

RINA Prime Value Services is a multinational company founded in Italy through the merger of AxiA.RE, a company specialising in Real Estate Valuation, and the RINA SERVICES business branch, which had been operating in the field of real estate technical services for over 20 years.

The experience and competence in Real Estate of AxiA.RE, the leading Italian Independent Expert service provider, combined with the strength of the globally-recognised network of multinational company RINA renders RINA Prime Value Services a comprehensive service provider truly unique in both the Italian and international landscapes.



The subsequent acquisition of well-structured and highly specialized companies in different strategic sectors has allowed RINA Prime Value Services to expand its services, further solidifying its position as a market leader.



**+ 5.300**  
Professionals

## RINA worldwide



RINA is a multinational company that helps customers build strong and successful businesses, providing a wide range of services across the following sectors:

- Real Estate
- Energy
- Marine
- Certification
- Transport & Infrastructure
- Industry
- Research & Development

Through a global network of 5,300 professionals, operating in 200 offices in 70 countries, it supports market players throughout the entire life cycle of their projects.




**+ 200**  
Office  
locations



**+ 70**  
Countries

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 RINA presence

## Our Network

RINA Prime Value Services is a global company with a strong presence across Europe, able to provide its services at both the local and international level with an extensive and highly efficient operational outreach.

A widespread territorial presence, along with the vast experience and solid skill set of its people, allow RINA Prime Value Services to always meet its clients' needs and provide top-tier services.

### International Steering Committee

RINA Prime Value Services' international presence is supported by an International Steering Committee, whose members, alongside professionals from the Italian Management Team, comprise experts, industry leaders, and high-standing stakeholders, each active in their countries of interest. International Steering Committee members hold leading roles in important industry institutions in the countries they are based in (e.g. RICS and TEGOVA).

With the goal of providing real estate portfolio services to prime Italian and international clients, the International Steering Committee makes general governing decisions on the company's various organisational projects. Its members provide direct support to our local partners both in operative matters and to facilitate the company's wider strategic guidelines.

### International Partner



A regional real estate and engineering consultancy specialising in Southeast Europe (SEE), Adriatic Appraisal is active in Bosnia and Herzegovina, Croatia, Serbia, Slovenia, Hungary, and Romania, with head offices in Podgorica (Montenegro) and Budapest.



Global Appraisal Tech is a primary real estate, machinery, and equipment appraisal company operating in Egypt. While headquartered in Cairo, the company has branches in other major Egyptian cities, with a staff of over 40 fully qualified employees.



A leading consulting firm, operating since the early 1990s in the fields of valuation and advisory, as well as economic, management, and financial consulting, Darian has been providing valuation economic management, and financial consulting services since the beginning of the privatisation process. Headquartered in Bucharest, the firm has three other locations in the country's major cities.



A top valuation company in Poland, established in 2004 Polish Properties provides valuation services of the highest quality employing a very experienced and reputable team of professionals. In 2023, the company became a subsidiary of RINA Prime Value Services.




A consulting company leading the commercial and residential real estate market in countries of the CIS and Middle East. Having operated for 16 years, the company currently has 150 employees in more than 30 regions.



 RINA Prime Value Services headquarters

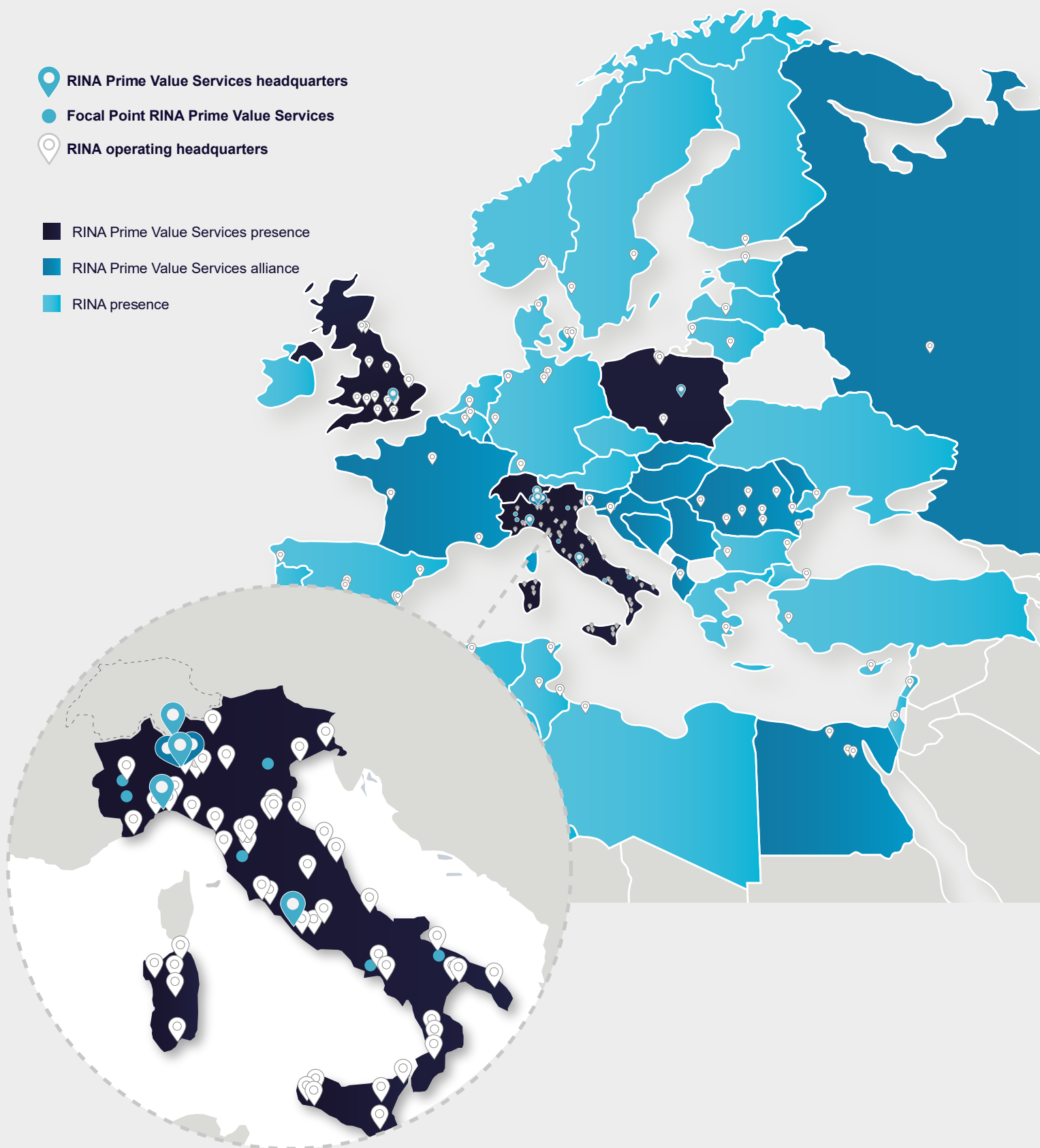
 Focal Point RINA Prime Value Services

 RINA operating headquarters

 RINA Prime Value Services presence

 RINA Prime Value Services alliance

 RINA presence



## Top Executive Management

The Board of Directors and Management Team at RINA Prime Value Services are made up of professionals of the highest standing, who have specialised over many years of activity in the sector holding prominent senior positions.

RINA Prime Value Services takes pride in the experience developed over more than 30 years in the industry by our management, who were among the first to introduce, and subsequently develop, the professional Real Estate services we now offer.



**Ugo Giordano**  
Chairman RINA Prime Value Services



**Francesco Medri**  
Executive Vice Chairman  
RINA Prime Value Services



**Piercarlo Rolando**  
CEO RINA Prime Value Services

RINA Prime Value Services, under the guidance of its management, has the best professionals in every field, from evaluation to design, from construction to management.

In the management team, there are strategic resources working on business development, compliance, procurement, marketing and communication, as well as financial management. Our constant focus on training and development of human resources allows us to stay constantly up-to-date with market developments and offer innovative and sustainable solutions to our clients.

**+300 professionals\***

\*consolidated data with companies controlled by RINA Prime Value Services



## Our values

### INTEGRITY



We promote and adhere to the principle of integrity, in compliance with the ethical standards and regulations in force in the Countries where we operate. In keeping with national and international best practices, we strive to foster a loyal, equitable, and respectful work environment, which also reflects our vision for our client relationships.

### TRANSPARENCY



The principles of transparency and fairness guide our relationships with our clients. Our work is always carried out in compliance with applicable laws, reviewing and documenting each type of activity and presenting factual and clear information regarding the products and services we offer. This is our way of making sure we provide added value and maintain stakeholder satisfaction.

### RELIABILITY



Our multidisciplinary approach, our technical expertise, and our deep knowledge of the sector allow us to provide fast, proactive solutions highly adaptable to every need, proving our standing as a reliable partner for our clients. A strong emphasis on service quality, combined with a proven track record in cost-benefit analyses and speed in delivering tailor-made responses are our guarantee for the utmost reliability and security, a commitment further supported by the best available technologies and a highly experienced team.

### EXCELLENCE



Delivering excellence and high value in the projects we manage is the bedrock of our business. We pursue excellence both in our products and services and in our commitment to responsible and sustainable leadership. With a keen eye to our clients' satisfaction and needs, we strive to continually improve our working team's skills and the quality of the services we offer, to the benefit of all those involved.

## Our pillars

### Our commitment to an evolved, more sustainable future

Digitalisation and sustainability are the foundation of our corporate values and embody the guiding principles of all the services offered by RINA Prime Value Services – both those newly developed and implemented and our traditional services, which we have revised and improved in this view.

Digitalisation in particular is at the centre of RINA Prime Value Services' efforts, as we remain committed to provide innovative, technologically advanced solutions to our clients.

We believe that a solid, clearly-targeted digital transition can render business processes more efficient and sustainable, improving the quality of services and supporting our shift towards a more evolved future.

Sustainability is another core driver for RINA Prime Value Services, which is committed to promote a responsible, low-impact approach to the entire life cycle of buildings.

**With these principles as guiding pillars, RINA Prime Value Services keeps growing and developing innovative solutions for its clients, helping them contribute to a more evolved and sustainable future.**

## Sustainability



RINA Prime Value Services invests its day-to-day efforts in providing services that enable us and our clients to achieve the sustainable development goals guiding the UN 2030 Agenda. We firmly believe that sustainability is the key to a more balanced, prosperous future and that it is our responsibility to contribute to making it a reality through our daily work.

Thanks to our multidisciplinary expertise and the green and technical-valuation capabilities we have refined over the years, we help clients reach their goals according to ESG standards, through a panel of integrated services that allow them, from the beginning and throughout the entire process chain, to undertake a clear and structured pathway to sustainability, strongly rooted in the regulatory framework.

**RINA Prime Value Services works in accordance with the 2021 RINA Sustainability Report.**

## Digitalisation



Service digitalisation is another crucial component of the pathway we have chosen to pursue the sustainable creation of value for our clients, whom we are likewise able to offer increasingly innovative, cutting-edge services.

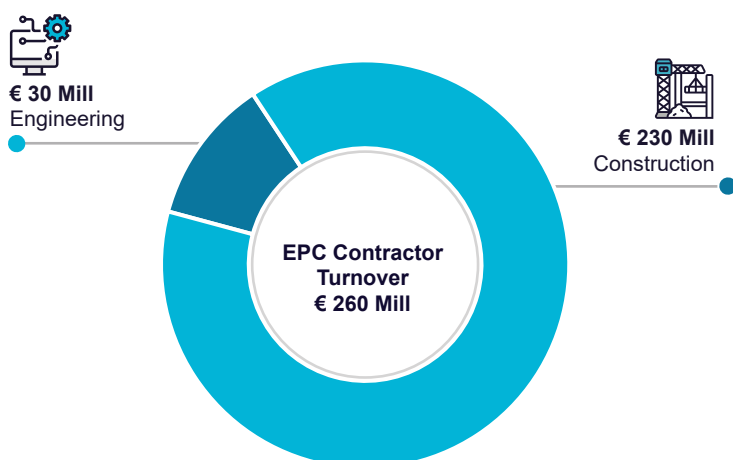
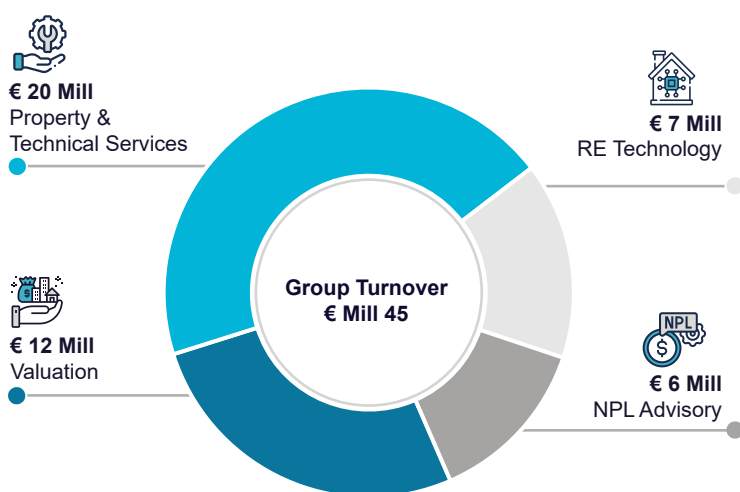
Our business model adopts state of the art, technologically advanced solutions and our expertise in the field of PropTech allows us to automate and optimise real estate asset management.

We employ a full-fledged technological innovation Hub able to intercept and promote digitalisation projects across the broad spectrum of real estate services, from valuation to property management. The Digital Innovation Centre, an exclusive hub that scouts and implements new ground-breaking technologies for real estate, is RINA Prime Value Services' engine for growth, powering and moving the complex gears of real estate economy.

**digital  
innovation  
center**

# Highlights

RINA Prime Value Services provides a full chain of services for Real Estate, from valuation to advisory, from technical services to energy transition, from ESG to PropTech, and up to real estate asset and NPE management. The Group's activities are intended for Banks, Asset Management Companies, Investors, Corporate Facilities, Public and Religious Entities.



Consolidated data with companies controlled by RINA Prime Value Services.

## MULTIDISCIPLINARY EXPERTISE



Our pride is the experience developed over more than 30 years in the industry by our management, who were among the first to introduce, and subsequently develop, the professional real estate services we provide in the Italian market. Our teams are made up of dedicated managers who specialise in diverse fields, from valuation to advisory, from technical services to energy transition, from ESG to PropTech, up to real estate asset and NPE management.

## GLOBAL NETWORK



The key strengths of RINA Prime Value Services are the diversity and talent of our more than 300 employees in Italy and over 5,300 RINA professionals worldwide, as well as the set of shared values and experiences which drive our daily activities. Through a global network made up of 200 office locations in 70 Countries, we support market operators both locally and internationally.

## CUSTOMER ORIENTED



Our customer-oriented vision centres the satisfaction and welfare of our clients, focusing our approach around high-performance models, tools and quality standards to provide the best support we can to achieve their objectives for development, management, and growth.

## SPEED AND CLARITY



We ensure quick turnaround thanks to tried and tested formats and specialist software. We strive to deliver accurate, transparent analyses adapted to the particular needs of both our clients and their investments.

Transparent, reliable, and secure results, always easy to read.

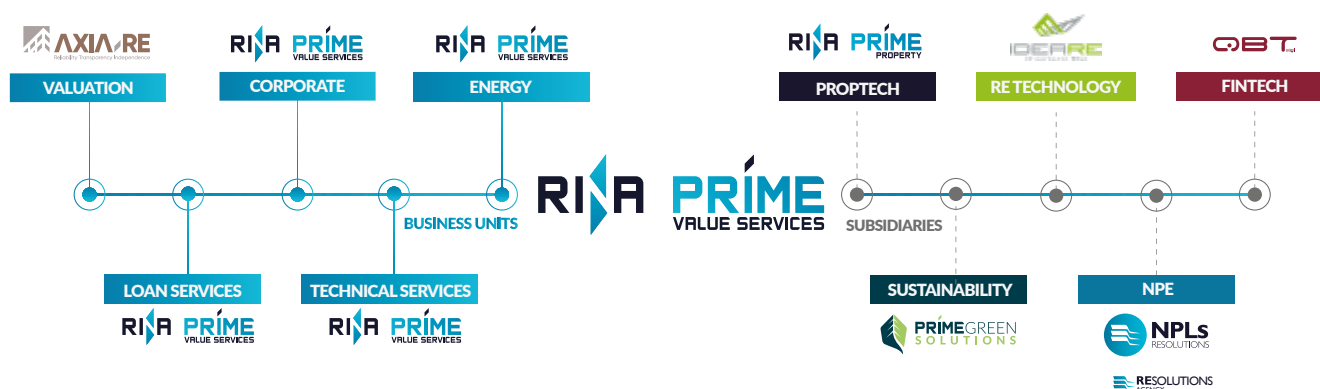


## The Group's strength

Thanks to its various internal business units and the strategic acquisitions it has made over the years, RINA Prime Value Services is able to provide a broad range of services covering all areas of the real estate sector.

A widespread territorial presence and deep knowledge of the industry allow RINA Prime Value Services to offer truly comprehensive custom-made solutions to its clients, assisting them in the pursuit of their goals with an efficient and sustainable approach.

The ability to cover the full real estate sector value chain is one of the company's main driving forces.





## Our services

Valuation

Loan Services

Corporate RE &  
Fixed Assets

Technical Services

ESG

Proptech

NPE

Sustainability

Energy

RE Technology

Fintech

Our services allow Clients to safeguard and build up their real estate capital over time in each stage of the investment process, from the initial concept to the planning phase, from construction to management and divestment, ensuring investor confidence and stakeholder satisfaction.

A comprehensive array of solutions to reduce running and upkeep costs, improve competitiveness, and increase efficiency and performance.



# Valuation



56.000,0  
55.000,0  
**54.080,0**  
53.000,0  
52.000,0



**+4.500**  
assets



**+160**  
investment funds



**+ € 30 Bn**  
market value

RINA Prime Value Services provides Valuation services via the AxiA.RE brand, market leader in appraising real estate funds or trusts in its capacity as Independent Expert, as well as one of the top independent valuation providers for institutional investors.

**AxiA.RE is the leading Independent Expert on the Italian territory, with a market share of approx. 35% in terms of volume of assets under valuation.**

AxiA.RE independent valuations are carried out with consolidated estimate methods and in compliance with shared national and international standards, as a guarantee for transparency and professionalism.

The vast experience amassed by our managers and senior appraisers in both national and international settings allows us to produce accurate, professional valuations for all real estate asset classes.

## Valuation services

- Real estate fund evaluations as an Independent Expert
- Real estate fund evaluations as an External Valuer
- Evaluation according to RICS (Red Book) and IVS standards
- Valuations for accounting purposes (IAS, IFRS) and insurance purposes"(SOLVENCY, IVASS)
- Mass appraisal of real estate portfolios
- Feasibility studies and market analysis
- Strategic asset & portfolio analysis
- Appraisal reviews

## Ancillary services

- Evaluation of industrial plants and machinery (instrumental plants, machinery, energy, equipment)
- Business Valuation (Market value of the economic capital and goodwill of a company, a business unit or a brand)

# Loan Services



**+80.000**  
retail appraisals



**+25.000**  
corporate appraisals



**+4.500**  
leasing appraisals

The Valuation services we provide during the loan disbursement stage aim to define the market value of bank guarantees and manage the entire life cycle of arising engagements, from initial engagement to final delivery with the Bank.

The Loan Services offered by RINA Prime Value Services comply with the Italian Banking Association (ABI) Regulations, as well as Memorandum n. 285 issued by the Bank of Italy, ECB regulations, and IFRS 9 accounting standards. Our activity allows for an accurate definition of Market Value, alongside a multi-perspective compliance investigation (e.g. administrative, town planning, building, and cadastral) conducted on assets offered as security for lines of credit.

- Origination
- Leasing
- Credit Risk Mitigation
- Asset Quality Review
- Operative and Strategic Support
- Appraisals (property, energy assets, branded, operating properties, marine)
- Low-interest Financing and IT Systems

# Corporate real estate & Fixed Assets



Our range of Corporate RE Management & Fixed Assets advisory solutions is geared to institutional investors, developers, industrial groups, credit and insurance institutions, public and religious entities.

Our services are intended to support clients in outlining their strategic decisions, thus providing an all-important tool during each phase of the process of creating value, starting from the acquisition/investment stage, to financing, management, and finally, during the delicate asset divestment stage.

## ■ Corporate Real Estate Services

### ■ Real Estate Advisory

### ■ Industrial Real Estate Valuation

### ■ Marine Real Estate Valuation



**+500 Mill**  
marine valuation



**+100**  
highest & best use  
analysis



**+ € 2 Bn**  
market value

# Technical Services



**+640.000 sqm**  
certified properties



**+ € 1,5 Mill**  
in ESG engagements  
Green certifications



**+2.000**  
DDs, property  
inspections, PMC

RINA Prime Value Services is your ideal technical partner, providing a specialised, exceptionally coordinated structure able to ensure topmost operative effectiveness thanks to an entirely tailor-made approach.

RINA Prime Value Services professionals assist the Client in their role as Technical Advisors, customising the end product based on individual needs and providing support during negotiations and risk management.

## ESG, Energy Efficiency & Monitoring

Green & Smart Building - ESG and Sustainability

Decarbonization, Energy Efficiency and Renewables Cost Monitoring

## Project & Construction Engineering

Project management (design & construction)

Services during constructions (high surveillance, site management, safety, cost control, surveying, tests, investigations)

## Building Compliance and Vulnerability Analysis

Technical, Utility, Structural, Environmental, and Maintenance Due Diligence reports

Regulatory adjustments and related technical services

Asset Integrity Services and Corporate Protection



# Proptech



Our property, building, and project management services are supplied by RINA Prime Property with specific attention to the supporting management system's utilisation criteria.

Its extensive know-how in the management of real estate assets, also characterised by high complexity, allows RINA Prime Property to support clients in all phases of real estate life cycle management, from acquisition to disposal. Highly specialised personnel, innovative technological solutions and the certified quality of its processes allow RINA Prime Property to maintain the efficiency.

The advanced use of proptech, the integration of ESG policies and best practices, the green lease and customer-centric approach allow the highest sustainability standards in the industry to be achieved, fully respecting the principles of traceability and transparency.

- **Property Management**
- **Project Management**
- **Building Management**
- **Commercial Services**
- **Document Management**
- **Residential Properties**



**+ € 16 Bn.**  
value of RE assets  
under management



**+6 Mill.**  
in terms of areas  
managed



**+4.500**  
contracts





**+68.000**  
assets under  
monitoring



**+684.000**  
properties in Big Data



**+3.000**  
liquidation operations

Our services geared to managing bank-owned NPL and UTP portfolios are provided by our subsidiary NPLs RE\_Solutions.

NPLs RE\_Solutions assists Credit Institutions and Servicers along all the stages of recovering overdue and distressed debt, from preliminary UTP investigations, to NPL portfolio analysis and debt recovery strategy development, from portfolio management, enhancement and divestment, to NPL credit cash-in and disposal.

NPLs RE\_Solutions, through RE Solutions Agency, makes use of a direct network of AstaSy Points whose day-to-day activities focus on auction facilitation and out of court settlements between banks and debtors, as well as sales of assets undergoing insolvency proceedings (per art. 107, R.D. 267/42, i.e. Italy's Bankruptcy Law).

NPLs RE\_Solutions employs the largest and most comprehensive auction Big Data on the Italian market.

- **Data Intelligence & Quality Control**
- **Auction Facilitation & BOV**
- **Global Asset Management Servicer**
- **Credit Management**
- **Valuation**
- **Advisory**
- **RE Solutions Agency**

# Sustainability EPC Contractor



Prime Green Solutions is the RINA Prime Value Services company specialised in building renovation and regeneration activities, with reference to both the current eco-earthquake (eco-sisma) bonus mechanism implemented in Italy and by identifying more ecologically sustainable solutions for Real Estate.

Prime Green Solutions operates as a full service provider and EPC contractor, assisting the Client from pinpointing the technical solutions better suited to their needs to planning and execution of the works.

- **Engineering, procurement & construction**
- **Energy & Seismic redevelopment**
- **Ordinary and extraordinary refurbishments and maintenance**
- **Public residential developments**

**Prime Green Solutions is a Benefit company.**

It pursues the objectives of environmental, social, and economic welfare.



**+ € 1,2 Bn**  
project countervalue



**+1.150 t**  
tonnes CO<sub>2</sub> saved



**+200**  
construction sites  
managed

# Sustainability Renewable Energy



**+40**

projects under  
development



**+576**

MW of productions



**+800.000 t**

CO<sub>2</sub> saved

RINA Prime Value Services is the ideal partner for enterprises, funds, and governments who want to seize the opportunities of the energy transition in a professional manner.

Our integrated approach allows us to cover the full value chain of both the renewable utilities and real estate sectors, from scouting and searching for areas fit for installations, to obtaining the necessary authorisations, equipment construction (EPC), to designing and building Renewable Energy Communities (CER) for either industrial, manufacturing, and commercial districts or residential and public areas.

Our expertise in the energy sector is supported by the history and know-how of the RINA Group, with over 150 years' experience and having analysed and assisted work on more than 100 GW of equipment in our role as Technical Advisor. The knowledge acquired working on the world's largest construction sites and managing complex projects allows us to offer services of the highest standing through constant customisation and expertise.

- Equipment planning & design, installation, and maintenance
- Technological remotisation and revamping
- Technical-economic feasibility studies and energy analyses
- Planning and work oversight for construction and electrical development
- Safety coordination and structural investigations
- Financial structuring, reviews, and assistance

# RE Technology



Our services concerning the development of Asset, Property, and Energy Facility management applications, as our other services concerning integrated asset management, are provided by IdeaRE (Idea Real Estate S.p.A.).

Our in-depth knowledge of the processes and regulations of reference, combined with solid technological skills, allow us to offer the market consultancy and IT solutions for all the operational aspects of managing real estate.

A team of professionals made up of highly qualified resources with a considerable degree of specialisation in diverse management areas, able to offer high value-added processes for banks, funds, companies operating in the public and retail residential sector.



REFTREE is the platform conceived and developed by IdeaRE to monitor and intervene in an integrated way in all aspects of real estate management.



**+1.500.000**  
real estate units  
managed



**+40.000.000**  
sqm under  
managed



**+5.000**  
users who use  
IdeaRE products





**39**

web applications



**23**

software using AI



**2**

industrial patents

## Fintech

Financial sector management services are provided through QBT (Quantum Bit Technology).

With a proven track record in the financial and real estate sectors, we develop white-label or in-house products and services through the use of innovative, highly advanced technologies

Thanks to our many collaborations with universities and research institutions, we stand out for our active involvement in research and development in the domains of Artificial Intelligence, Natural Language Processing, Machine Learning, and software design.

■ Fintech

■ PropTech

■ Legaltech



RINA Prime Value Services is certified ISO 9001:2015,  
ISO 45001:2018, ISO 30415:2021, UNI/PdR 125:2022 and SA8000.



**RIA PRIME**  
VALUE SERVICES



**READY** for a  
**netZERO FUTURE**

DISCOVER  
OUR WEBSITE



This brochure is made from recycled materials  
and materials from other controlled sources.