

PRESS RELEASE

BNP PARIBAS REAL ESTATE IS IBM'S ADVISER FOR ITS NEW HEADQUARTERS IN ROME

The Letting & Sales team at BNP Paribas Real Estate Advisory Italy assisted IBM as adviser for the 'built-to-suit' development of the tech company's new executive centre in Rome. The office complex, which will be built near the capital's trade fair district and leased to IBM on a long-term contract, has a gross lettable area of 16,000 sqm and large outdoor areas.



IBM's new Italian headquarters will consist of three buildings of 4, 5 and 6 floors. Construction of the executive centre began in December 2016, and will be completed by the end of 2018 in a strategic district of the city, not far from Fiumicino airport and the city's major road links.

"In the last three years, many large national and international companies have found themselves leaning towards 'built-to-suit' solutions, which is to say, having their headquarters built from scratch rather than

looking for properties already on the market," said Stephen Coticoni, managing director of BNP Paribas Real Estate Advisory Italy. "The operation recently concluded by IBM—with our assistance—falls into that category. It will allow the company to have an energy-efficient building with architectural solutions designed to ensure a functional and efficient work environment. In other words, IBM's new executive centre will be one of the most innovative buildings in the Italian capital."

About BNP Paribas Real Estate

BNP Paribas Real Estate, one of the leading international real estate providers, offers its clients a comprehensive range of services that span the entire real estate lifecycle: property development, transaction, consulting, valuation, property management and investment management. BNP Paribas Real Estate support owners, leaseholder, investors and communities in their projects thanks to its local expertise through 37 countries (16 direct facilities and 21 Alliance network) in Europe, Middle-East and Asia.

BNP Paribas Real Estate generates € 765m of fees in 2015 with, for property development, 146 000 sqm of completions and more than 2 000 homes launched; € 22bn assets under management in Investment Management; 36m sqm managed in Property Management; 5.2m sqm taken up and € 17.1bn invested in Transaction; beyond 1 000 mission realised in Consulting and € 292bn assets given Valuations.

BNP Paribas Real Estate is a subsidiary of BNP Paribas.

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