



PRESS RELEASE

ABITAREIN: FIRST ESG BALANCE SHEET FOR FISCAL YEAR 2020 PUBLISHED

- **Social responsibility:** upward trend in recruitment (+26%), 527 hours of training provided, 60% of employees between 30 and 50 years of age
- **Environmental responsibility:** 22,155 MWh/year of energy savings, 2,335 apartments in energy class A or higher, 1980 trees planted,
- **Economic responsibility:** distributed economic value of €77.5 million, personnel expenses of €3.5 million, more than 80 suppliers assessed according to environmental and social criteria
- **Governance:** adoption of the Organization, Management and Control Model 231/2001 in order to ensure fairness and transparency
- **Customer service:** 230,00 sqm of retail space to be regenerated sustainably in the coming years, exclusively digital sales campaigns
- **Alignment with the 17 Sustainable Development Goals to be achieved by 2030, identified by the leaders of the 193 governments of the "Sustainable Development Summit".**
- **Collaboration with cultural associations, schools and universities and with the SeminiAmo sustainability project**

Milan, July 6, 2021 - **AbitareIn** (the "Company"), a Milan-based company leader in the residential development sector and listed on the STAR segment of the main market of Borsa Italiana, **today presents its first ESG 2020 Report**, covering the financial year October 1, 2019 - September 30, 2020. The document has been prepared in accordance with the GRI Sustainability Reporting Standards (GRI Standards) Guidelines, according to the "Referenced" level of application.

The preparation of the Report is a voluntary exercise for AbitareIn, which does not fall into the category of large Public Interest Entities required to report on their non-financial performance pursuant to Legislative Decree 254/2016. With the publication of the document the Company intends to communicate in a transparent way to all its stakeholders the values, strategies and performance directly related to its economic, social and environmental impacts.

Luigi Gozzini, President of AbitareIn, said: *"Sustainability has always been an aspect intrinsically linked to our way of doing business, and the publication of the first Sustainability Report of AbitareIn is a very important step for us, with which we want to communicate in the clearest, most transparent and structured way our daily commitment to a business not only rewarding, but also sustainable, and to identify areas for improvement. We truly believe that development and economic growth cannot disregard respect for the environment and the protection of people, and we are committed to acting responsibly in order to leave a positive footprint"*.

Marco Grillo, Chief Executive Officer, added: *"Sustainability means for us not only respect for the environment, but also a deep attention to the economy, to the welfare of our customers and to the interests*

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of our stakeholders. We are aware that the attention to ESG issues is now an essential element for any business that can be considered mature and for any company that wants to compete internationally; the publication of our Sustainability Report is part of the growth path that led us this year to make the transition to the STAR segment of the Italian Stock Exchange, reserved for companies that meet high standards of transparency and corporate governance”.

We report below the main highlights of each of the macro-areas contained in the Social Report of AbitareIn. The complete document is available on the company's website, at the following link: <https://abitareinspa.com/it/investors/bilanci-and-relazioni/>.

Social Responsibility

In 2015, the year the Company was founded, there were only 6 employees on staff. As of June 30, 2020, AbitareIn's workforce consisted of 35 employees, 54.3% of whom were women. During the last fiscal year, the company recorded a +26% increase in the hiring trend, reaching a total of 34 employees and 19 professionals who actively collaborate with the Company. The average age is approximately 38, and the percentage of employees with permanent contracts is 80%.

Since 2019, as a result of the increased work, commitment, perseverance and growth that the human capital has carried out, AbitareIn has established a system of performance evaluation (MBO) both through monetary awards and through the assignment of Stock Grants, a procedure authorized by the Shareholders' Meeting and the BoD.

A total of 527 hours of training were provided during FY 2019.

+ 26% RECRUITMENT TREND	+ 527 H TRAINING HOURS PROVIDED
MBO PERFORMANCE EVALUATION SYSTEM	35 EMPLOYEES 60% between 30 and 50 years of age

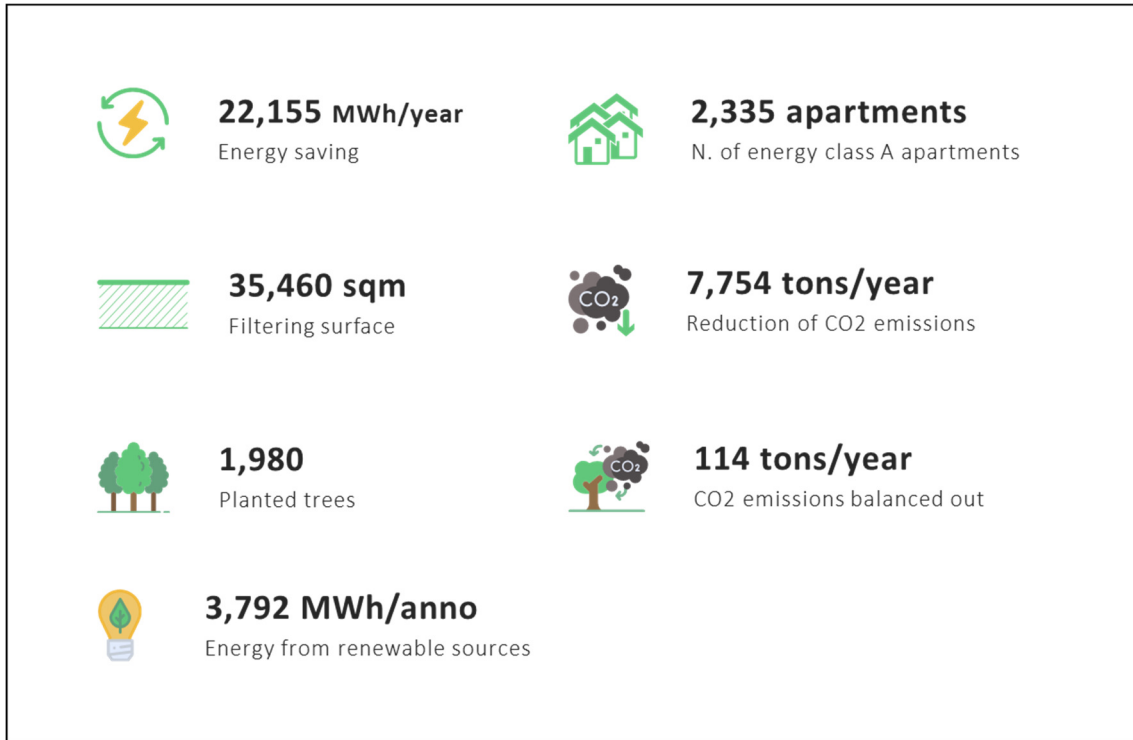
Environmental Responsibility

Since the beginning of its activity, AbitareIn carries out urban regeneration operations, intervening on disused, abandoned properties, generally affected by serious environmental problems. AbitareIn is responsible for the demolition, soil remediation and removal of hazardous materials, and then build real estate complexes with the highest energy requirements, returning to green vast areas previously cemented. At the date of the financial statements, AbitareIn Group has accumulated a pipeline of projects in development, to be realized in the coming years, of about **230,000 square meters of commercial space** to

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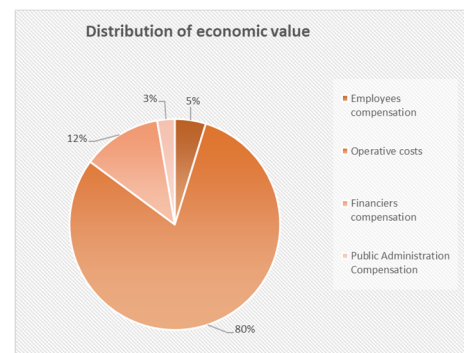
be regenerated in a sustainable manner (corresponding to about 2,500 apartments). The impact on the city of Milan of the realization of the pipeline, based on the projects conceived at that date, will involve:



Economic responsibility and suppliers

In 2020, the **Economic Value Generated** amounted to over 78 million euros: it is mostly distributed to the various Stakeholders with whom AbitareIn comes into contact in the performance of its activities, in compliance with the economy of management and the expectations of the same stakeholders.

The **Economic Value Distributed**, of over 77 million euros, represents about 99% of the Economic Value Generated and, in addition to covering operating costs incurred during the year is used to remunerate the socio-economic system with which the company interacts, including employees, lenders and the community.



The **Economic Value Retained**, about 1% of the economic value generated, represents the set of financial resources dedicated to economic growth and financial stability of the business system.

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The activity of AbitareIn also, by its very nature, has several **indirect economic impacts** on society and territory: the company aims to "rebuild on the built to regenerate in a sustainable manner. This approach involves the demolition and reconstruction of abandoned buildings in a dilapidated state, has as an indirect but immediate consequence the redevelopment not only of the space affected by the intervention but of the entire neighborhood, resulting in an increase in value of the surrounding buildings, as well as a strong positive impact on the community and the territory.

During FY 2020, **80 new suppliers** in the production chain for the realization of residential projects (construction companies, suppliers of construction materials, suppliers of specification products, etc.) were evaluated according to social and environmental criteria.

Abitare In does not have relationships with individuals who carry out activities incompatible with the ethical standards established by the Company, with contractors who do not comply with corporate and international standards in terms of protection and safety of workers and who have a reputation for failure to comply with current regulations on safety at work, evasion of taxes, duties and contributions.



Governance and business ethics:

AbitareIn, now listed on the STAR segment of the main market of Borsa Italiana, was listed in April 2016 on the **AIM Italia market** reserved for SMEs, also with the intention of ensuring maximum transparency towards its stakeholders.

In order to ensure fairness and transparency in the conduct of business and corporate activities, also with a view to prudence, AbitareIn has decided to adopt the **Organization, Management and Control Model** provided for by Legislative Decree no. 231 of June 8, 2001 containing the "Discipline of the administrative responsibility of legal persons, companies and associations including those without legal personality", pursuant to Article 11 of Law no. 300 of September 29, 2000.

Since 2015, AbitareIn has implemented the requirements of Legislative Decree No. 231/2001 and has set up a Supervisory Board organized in the form of a board that has the task, among others, to monitor its

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application by the entire organization and, through specific contractual clauses, to all its partners and suppliers.

Thanks in part to these measures, no case (real or potential) of active or passive corruption occurred during the year (and never since its inception).

Customer Service, Research and Development, Digitization:

AbitareIn invests significant sums each year in **research and development** activities (as at 30.09.2020 equal to 4.64% of the value of production) that are substantiated, among others, in the implementation of information systems dedicated to customer management and to make their purchasing experience increasingly participatory and dynamic.

The company aims to provide its customers with a complete and high quality service, supporting them throughout the process from the presentation of the proposal to the delivery of the apartment, as well as in the post-delivery phase.

AbitareIn is one of the few companies in its field to use Salesforce as CRM solution for the management of all marketing, sales and post-sales activities. The company has also created "MyAI", a personal web page that is "delivered" to each buyer at the time of signing the preliminary, enriched with many features designed to ensure maximum efficiency and simplicity.

The realization of **showrooms dedicated to the projects** represents a further tool aimed at making the buying experience of the customers unique. The faithful reproduction of the rooms, with real dimensions and finishes, the "material library" and the "tailor's shop" in which to touch the finishes, the materials, the furnishing solutions, the Media Room to experience the future home thanks to high-definition videos and the new Virtual Reality technologies reduce the "information gap" typical of the purchase of real estate "on paper".

Last project in order of time completed by AbitareIn and operational from May 2020 is **the first e-commerce platform** for the online sale of houses under construction, an absolute revolution in the real estate field and a world first for the degree of detail.

The important path of digitization and computerization undertaken by AbitareIn has also led to the complete abandonment of paper advertising (flyers) for the exclusive use of **digital advertising campaigns**, resulting in a very important saving of expenditure and consumption of paper.

Alignment with the 17 Sustainable Development Goals:

AbitareIn is committed to ensuring its contribution to the achievement of the Sustainable Development Goals (SDGs) identified on September 25, 2015 during the "Summit on Sustainable Development" between the leaders of the governments of the 193 member countries, the subject of the policy document "Transforming our world. The 2030 Agenda for Sustainable Development".

The company feels it can make a concrete contribution in response to the global challenges defined by the 17 Sustainable Development Goals for the coming years, and is therefore implementing new projects in this direction.

Abitare In S.p.A.

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Share capital Euro 129,676.90 fully paid in – Share premium reserve: Euro 36,989,386



Collaboration with cultural associations and schools:

Leonardo Horse Project

In April 2019 on the occasion of the 58th edition of the Salone Internazionale del Mobile, the German designer Markus Benesch has created for AbitareIn his own Leonardo Horse; it is the work Colornori, from the Korean "to play with color". Conceived by Snaitech and also supported by AbitareIn, the Leonardo Horse Project involves 13 international artists who have reinterpreted the idea of Leonardo's Horse, monumental sculpture that welcomes visitors at the park entrance of the Hippodrome of Milan.

Collaboration with Collezione Privata Castello Pozzi

Together with Collezione Privata Castello Pozzi AbitareIn started the AbitareIn + Arte initiative, officially presented on November 28, 2019: a collaboration that combines urban regeneration projects with art. The first demonstration of the initiative was the exhibition of the sculptural work "GENIUS: L'ABBRACCIO" created by artist Antonio La Rosa, winner of the Leonardo Prize 2019. The sculpture was placed in the private exhibition spaces of the PALAZZO NAVIGLIO showroom in Milan, via Savona 105.

SeMiniAmo

Thanks to the collaboration with SeMiniAmo, a project conceived by the communication agency Zack Goodman in collaboration with the City of Milan, AbitareIn has expanded the strength of its urban regeneration interventions also in the squares and public areas of Milan pursuing the corporate mission aimed at the good of the community.

In 2019, AbitareIn has also contributed to the Milano Green Week, an event promoted by the City of Milan and organized together with all those, public and private entities, who collaborate in the care and management of green in the city.

Finally, in 2020, AbitareIn has joined with SeMiniAmo the initiative Grow Up Together, which involved over a thousand young students from three primary and secondary schools in Milan.

AbitareIn S.p.A. is a company that leads the residential development sector in the city of Milan founded by Luigi Gozzini and Marco Grillo. The Company only undertakes residential urban regeneration projects, offering an aspirational product tailored to the living needs of today's families. AbitareIn stands out for its extremely innovative business model that involves creating a completely customisable "home" product that benefits from the economies of scale typical of an industrialised model. AbitareIn's strength is the implementation of a marketing strategy that permits real estate units to be sold before construction work begins. The company has been listed on the AIM Italia market of Borsa Italiana since April 2016. From 1 March 2021 it has been listed on the STAR segment of the MTA - Italian Equities Market (ticker: ABT.MI).

Alphanumeric code of the shares: ABT
ISIN: IT0005445280

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