

Real Estate brokerage / Italy

## Flexing their network

*In an exclusive interview with REurope Magazine, Fabio Tonello, Chairman of Antoitavia, the leading Italian company in real estate brokerage for corporate clients, reveals why the market still offers plenty of opportunities for the strongest players...*



From left to right Stefano Sala, Chairman Turismo RE; Fabio Tonello, Chairman Antoitavia; and Piergiorgio Mangialardi, Director, Turismo RE

Antoitavia ([www.antoitalia.it](http://www.antoitalia.it)) is one of the main players in the Italian real estate brokerage and advisory industry. The Antoitavia Group comprises three companies: Antoitavia Networking, Turismo RE and Res. Antoitavia Networking is the leading Italian company specialising in brokerage and advisory services for the sale of entire buildings and property portfolios, with a specific focus on trophy assets. Res provides property and facility management services, while Turismo RE is the Group company that offers hospitality real estate consulting.

Fabio Tonello, the founder of the Group, speaks exclusively to REurope Magazine about their successes to date and why they have a positive outlook for 2009...

### RE: HOW DID THE ANTOITALIA GROUP START?

FT: Antoitavia Networking was set up in Milan, in 2004, as an offshoot of a 25-year-old business based in Padua, with a history of thousands of property transactions throughout Italy. The decision to start a new business in Milan stemmed from the needs of an evolving and increasingly demanding real estate market. In addition, it was also a professional challenge, for me as well as for the partners who joined me in this new venture.

### RE: HOW DO YOU ASSESS THIS CHALLENGE, FIVE YEARS AFTER?

FT: In a totally positive light. That is why we have decided to expand our services by establishing two other companies: Res and Turismo RE. The aim is to provide clients

with an integrated mix of high-level services in the field of real estate brokerage, consulting and management for specific segments of the property market. Antoitavia Networking's business has grown by 150% in the last three years – thanks in part to its extensive network of over 800 highly-skilled professionals in Italy and abroad – and today the company can boast an overall portfolio worth several billions of Euros.

### RE: WHAT ARE THE REAL KEYS TO SUCCESS FOR YOUR GROUP?

FT: The first key to success has already been mentioned: our network, which is co-ordinated by Stefano Sala, one of the partners in the company. Antoitavia Networking is the only Italian agency for corporate clients with such a widespread network of professionals and agents, covering the whole country. Our Group's other main strength is its line-up of people: a core team of highly-qualified professionals, boasting top-notch expertise and experience in the industry. These are the keys to ensuring our clients that services provided are of the highest quality, that all transactions are of a high standing and that the most suitable business partners are found.

### RE: WHO ARE THE GROUP'S TYPICAL CLIENTS?

FT: Generally speaking, the Group is a property service provider for corporate clients, as well as for affluent private individual investors and property owners. More specifically, Antoitavia Networking provides agency services to property companies, financial institutions, investment funds and private investors. Turismo RE mainly operates with land and property owners, developers, hoteliers and hotel chains, and specialized funds, but also with private entrepreneurs and individual investors.

### RE: WHAT ARE THE MAIN SERVICES PROVIDED BY YOUR HOSPITALITY ADVISORY FIRM, TURISMO RE?

FT: Turismo RE – whose COO, Piergiorgio Mangialardi, brings with him over ten years' experience in the hospitality industry – focuses on hospitality property developments and management projects, ranging from business hotels and golf complexes, to beach resorts and marinas. The company assists clients both through advisory services and by setting up Italian and international business partnerships. Turismo RE's main business areas include: advisory for hospitality developments – from medium to upper-scale and luxury segments – search and selection of investors, developers and management companies, and destination management consulting.

### RE: WHAT IS ANTOITALIA GROUP'S OUTLOOK FOR 2009?

FT: It is impossible to make sound predictions for 2009, particularly after such an uncertain and difficult year and with the global financial



turmoil still underway. 2009 is expected to be a year of transition. The credit crunch has severely affected highly-leveraged deals as well as high-risk-profile transactions. At the same time, the number of players in the industry has fallen dramatically. Though the downturn is not yet over, we remain confident in a

recovery in the medium term for the real estate industry as well as for the hospitality sector, and we have not lost any confidence in the potential of these markets. Property, especially in prestigious locations, is still a very secure investment. Not only does real estate keep its value, but it also usually increases it in the medium term. In a period of uncertainty like this, in which companies and private individuals with high levels of liquidity are on the lookout for safe havens for their funds, we can offer assets which not only ensure an adequate return on the investment, but – first and foremost – a high level of security.



A hotel property in London



[www.antoitalia.it](http://www.antoitalia.it)