

# WIBEATS & THE REAL ESTATE OPPORTUNITIES

**The Group from Turin anticipates future trends and scenarios even in the field of real estate finance.**



ALESSANDRO CLEMENTI

**T**alking about WIBEATS means talking about a dynamic reality that has as its principle to anticipate trends and future scenarios, catching the opportunities in the Real Estate sector and real estate finance related to it, especially in a time of deep economic transformation. The group's Head Office is in Turin, via Sant'Agostino 8, it was established in 2018, integrating the skills of the three companies, now belonging to the industrial group, which share the same vision: to offer integrated real estate services through and interdisciplinary services aimed at enhancing the thirty-year specialised skills held by the management of individual companies. The group's companies are: BForms, WIBITA and WiMOVE. The first one is an asset & engineering management company founded in 2009 and specialized in engineering services. BForms designs and develops vertical processes and innovative models for assets and real estate portfolios management. Over the years, the company has worked for major clients including Unicredit GROUP, Unicredit Credit Management,

Coima SGR, Equiter Intesa Sanpaolo. WIBITA is a finance & asset management company, specialized in secured leasing non-performing loans collection and management, deriving from diversified composition of asset class, type of debtors and underlying securities. WIBITA conducts its activities on behalf of institutional investors, international investment funds and banks. WiMOVE, is a company specialized in real estate trading and brokerage and stands out for the implementation of the online platform based on a unique and innovative trading technology model that can be tailored based on the asset to relocate and the needs of the market player. In only two and a half years WIBEATS Group has begun to stand out among the operators in the sector. Numerous international acknowledgements, mentions and awards attest its well-established presence in the Italian and international NPLS market, that is, impaired loans, and Collateral real estate management. The company's philosophy has also made it possible to successfully deal with the impact of Covid-19 that has been felt homogeneously in all world markets, but not having the same effects on every sector: "In this scenario, we have immediately understood the need to scale up our distinctive skills, creating one to one strategies to manage non-performing portfolios in a significantly different way, keeping on operating for Banks and Investors" - claims the President of the Group Alessandro Clementi. Today more than ever it is necessary to be versatile operators able to direct clients efficiently, courageously and concretely in this new and complex economic and financial situation. During these months there have been interesting dynamics that bring the attention of non-traditional investors to the Real Estate sector: "On the one hand, the reduction of price expectations by assets owners, on the



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other hand, the willingness of some investors, specialized in the purchase of credits, to enter the pure Real Estate market believing that the post-crisis world can offer returns similar to those of NPL portfolios, also thanks to the recent regulatory review on securitizations". The Group is, in fact, working to implement new operational structures with the introduction of multilevel and multidisciplinary networks that will be integrated with the usual technical-professional agency and brokerage structures already operating in Italy. "The solutions, that are already in the implementation phase, are aimed at the remodeling of space -Post Pandemic Space Re-Modeling- crucial to identify effective strategies for the relocation of assets deriving from NPLS flows and others more. These models will necessarily have to take into strong consideration the new business models and the new needs expressed by the reference markets, reconsidering substantial remixes of functions," adds Antonella Raimondo, board member. Then explains Francesca Torino, CEO of the Group, "we have reacted to the complexity of the moment by bringing together our distinctive skills to identify possible exit strategies to be applied both to the business model and to be proposed on the market in which we operate. We have invested in the refactoring of IT architecture, with the aim of enhancing the platform of exchange, interaction and training looking for new solutions able to offer greater flexibility and scalability". Thanks to the solid structure built over the years and the continuous investments aimed at establishing innovative processes and unique tools for data collection, analysis and monitoring, WIBEATS Group has been able to promptly meet the changing needs of market players and it is now ready to face new challenges with the strength and tenacity that has always had. ✨



FRANCESCA TORINO AND ANTONELLA RAIMONDO IN LONDON ON THE BRITISH AWARD



WIBEATS GROUP

BFORMS

WIBITA

WIMOVE

## The new Real Estate.

