**PRESS RELEASE**

# Castello SGR (ANIMA Group) acquires the Poltu Quatu real estate complex in Sardinia.

- ***The aim of the project is to realize the complete renovation of one of the most iconic locations in Sardinia***
- ***The project will lead to the birth of a five-star lifestyle hotel managed in partnership with Marriott.***

*Milan, March 1st, 2024* - Castello SGR - a leading asset management company active in the real estate market and leading investor in the sector, part of the ANIMA Group – signed the closing for the €70 million acquisition of a major property complex in Poltu Quatu, Sardinia.

The transaction - realised through the newly established Gem Fund, which includes amongst its shareholders leading institutional investors and family offices - consists in the acquisition and redevelopment of the entire property complex, which today is formed of a hotel with 139 rooms and over 100 residential units. The project is part of the development plan to further consolidate Castello Sgr's presence in the hospitality sector, and today, thanks to the acquisition by ANIMA Group, is further reinforced and aims, in the coming years, to significantly grow its portfolio, which today amounts to around €1 billion and consists of 32 facilities and over 4,000 rooms.

Poltu Quatu, an exclusive location, easily accessible and surrounded by nature, is a destination sought after by thousands of visitors every year and the center of the lifestyle revolving around Costa Smeralda.

The project encompasses the redevelopment of the complex and the rebranding of the hotel, together with a service apartment with the ambition to create one of the most iconic 5* *lifestyle hotels* in northern Sardinia. The renovation aims at a complete restyling and the refurbishment works will respect high sustainability criteria, which will be certified by international ESG standards.

Management will be entrusted to Marriott, a leading hotel operator and market leader, with the 'W Hotels' brand, an internationally recognised luxury lifestyle brand, already present in Rome and shortly also in Milan, Florence and Naples.

The operation, through a major redevelopment of the entire infrastructure, will lead to the creation of a new accommodation offer, integrated with the marina, a port facing the Maddalena archipelago, with over 240 accommodation units, 150 of which in the new W hotel, and the rest in service apartment.

This project takes place in the framework of a constant growth of the hotellerie sector, a fundamental part of the Italian economy with a strategic role in the Sardinian economy and in the municipality of Arzachena.

*"The transaction takes place in a context of great attention towards Sardinia by international luxury brands, as testified by several recent hotel acquisitions*," comments **Giampiero Schiavo, CEO of Castello SGR**. "*In the hospitality segment, which is particularly attractive in the current market conjuncture, Castello boasts a solid track record with several value-added operations. With this project, we are working in synergy with the repositioning of several structures in the super-luxury segment, thus contributing to reinforce Arzachena and Costa Smeralda as a top destination in the world. Today, proud to be part of the first independent asset management group in Italy, we want to be Italy's leading player in the alternatives sector, consolidating our leadership in the segments of excellence where we are present in both real estate and private debt and are looking closely at the alternative market segments."*

*"This operation is an opportunity to relaunch Poltu Quatu, through the redevelopment of the hotel heritage, in terms of both facilities and image. In the last years, we had many examples of similar operations realized by large groups: the area benefited in terms of visibility, employment, better quality of services, and increasing the number of visitors," says* ***Roberto Ragnedda, mayor of the municipality of Arzachena.*** *"We thank the Pulcini family, founder of Poltu Quatu village, and those who, alongside them, will continue along this path, constantly paying attention to Sardinia and our municipality. We therefore welcome Castello SGR among the stakeholders active in Arzachena with the hope of building virtuous relations aimed at conquering new spaces in the international luxury tourism market to the benefit of the local economy'.*

The acquisition and redevelopment works have been financed by a pool of Italian banks formed by Intesa Sanpaolo, UniCredit and Banco BPM.

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**Castello SGR**

Castello SGR is a leading asset management company active in the real estate market and a leading investor in the sector, whose 80% was recently acquired by ANIMA Group. Over the years, the company invested in both income-producing assets and redevelopment and development projects with the aim of maximising the value of the assets under management. Castello is a leader in the Italian market, with a track record of more than €1bn of investments in hotel assets, and with 32 accommodation facilities in its portfolio, in 10 Italian regions, for a total of more than 4,000 rooms. Through the funds under management, the SGR has a large and diversified hotel portfolio, ranging from the leisure/resort sector, with the hotels Le Massif in Courmayeur, Bellevue in Cortina, Fonteverde and Grotta Giusti Natural SPA Resort in Tuscany, to the business/city hotel sector with the Intercontinental Ambasciatori hotel in Rome and Tribute Duo Milan Porta Nuova, recently renovated, repositioned and opened.

**ANIMA**

ANIMA is the largest independent asset management group in Italy, with assets under management of approximately EUR 192 billion (as of 31/12/2023) and more than one million clients. It was born from the aggregation of several companies, with different and complementary specialisations, and today counts around 400 professionals in Italy. It creates and manages forward-looking, flexible investment solutions built around the specific needs of its customers, whether they are institutional investors (insurance and financial groups, pension funds), companies or private individuals. The parent company ANIMA Holding is a public company listed on the Milan Stock Exchange since 2014, which controls the operating company ANIMA Sgr and the company focused on private market investments Anima Alternative Sgr, created in 2020. In 2023 ANIMA Holding finalised the acquisition of 80% of the capital of Castello SGR, a leading company in the promotion and management of alternative investment products, mainly real estate.