

**ILLIMITY PRESENTS QUIMMO
THE PROP-TECH PLATFORM TO MAKE LIFE EASIER
FOR REAL ESTATE BUYERS AND SELLERS**

WITH QUIMMO THE ILLIMITY GROUP INTENDS TO BRING THE POWERFUL INNOVATION IT HAS ALREADY BROUGHT TO THE FINANCIAL SERVICES INDUSTRY TO THE REAL ESTATE BROKERAGE SECTOR

THE REAL ESTATE BROKERAGE SECTOR HAS GROWN IMMENSELY – THERE ARE CURRENTLY OVER 120 BILLION EURO OF DEALS A YEAR

QUIMMO WILL INCREASE THE TECH COMPONENT OF ILLIMITY'S ASSET PORTFOLIO EVEN FURTHER AND CONTRIBUTE SIGNIFICANTLY TO ACHIEVING THE TARGETS SET IN ITS BUSINESS PLAN (REVENUES OF OVER 60 MILLION EURO EXPECTED BY 2025)

Quimmo represents currently a unique model on the market

- *Everything for buying and selling real estate to be found on a single platform*
- *Fully digital, but with a staff of about 200 specialised professionals throughout Italy*
- *All the information required at each stage of the purchase or sale*
- *Every type of sale in any kind of market*

Milan, 5 April 2022 – illimity Bank S.p.A. (“illimity” or the “Bank”), today presents **Quimmo, the Italian prop-tech set up to respond to the needs of both private and institutional buyers and sellers**. A latest-generation platform created to **simplify the purchase and sale of real estate and cover the entire value chain**.

Quimmo is the result of a significant **investment made by the illimity Group in technology and the active experience** it has gained in real estate brokerage over the past few years. This has already become one of illimity's key activities and in 2021 alone generated 26 million visits to its portal, 900 thousand registered users and deals involving over 2,000 properties, thanks also to the presence of 200 professionals working in the Group's central and local structures.

The arrival of Quimmo will enable the offer based on the judicial segment to evolve to a subsequent phase. In this respect, over the next few months the platform also aims to cover, even more completely, the needs of other kinds of sellers – real estate developers, builders, funds, banks, insurance companies and simply families.

Quimmo is setting its sights on a significant growth in volumes in **2022**, aiming at **34 million visits, 1.4 million registered users and deals involving more than 3,000 properties**.

Quimmo brings the property to the fore and provides **clear and complete assistance in order to accompany the buyer and seller throughout the whole process** – whatever the proposed method of sale, from online auctions to private deals – **and at any stage whatsoever** – from the selection of the property through to the purchase.

Homes, offices, commercial and industrial properties have always been fundamental items of life in general and the economy. And in a very wide world the property sales market is worth over 120 billion euro a year, and is undergoing a considerable evolution as far as tools and services are concerned, even if still at a low level of digitalisation. **Quimmo** has been set up to respond to this need, to make both the **buying and selling process more effective and more efficient** and provide a contribution to bringing the **benefits of digitalisation** to this sector too.

EVERYTHING NEEDED FOR BUYING AND SELLING REAL ESTATE

Quimmo is a competitive new prop-tech model because it brings together, in one single place, everything that is needed to buy and sell a property, reassembling the existing fragmentation of estate agents, portals and services. It will be possible to have the visibility of the large portals, the assistance of estate agents and digital buying and selling processes led by the data in one single platform.

In addition, Quimmo will also include value-added services, since both the buyer and the seller need assistance in selecting all the professional skills required when buying and selling, such as for example a network of specialists and a network of affiliated notaries. All built into a single interface from start to finish.

FROM A PERFECTLY INTEGRATED DIGITAL PLATFORM TO PROFESSIONALS WHO ACCOMPANY THE PROCESS AT ALL STAGES

Quimmo takes the best in terms of **technology, processes and products** and combines these with a simple user experience and the **ability to accompany the customer, buyer or seller, throughout all the stages of the purchase or the sale**, with top quality services and swift, transparent and digital procedures. But not only this. In addition to being able to perform many of its functions automatically, Quimmo also provides the **assistance of specialist professionals**, throughout Italy, centrally coordinated and led by a single digital mind.

DETAILED INFORMATION ALWAYS ON-HAND

Quimmo produces the information and depending on the case shares it with buyers and sellers to guide their strategies and decisions.

Private and institutional sellers can access a wealth of data about their potential customers, their properties and their reference market. Sellers are able to know who has visited their property, virtually and physically, who has downloaded documents, who has requested information and who has asked for an appointment to view. They will have access to their dashboard and will have awareness of the path, and they will be able to talk with the professionals to analyse the data gathered and redirect their strategy, in this way speeding up the sales process. Buyers have a personal account in which they can file research and be informed about available opportunities and those corresponding to their interests.

ACCESS TO ALL TYPES OF SALE

Quimmo multiplies the possibilities because it enables access to all properties regardless of the reference market, including those often considered too “complicated”, such as the judicial market. Each seller is able to deal with a single market, in which everything is available for sale and not only put in the window. Quimmo has been created to give every seller the possibility of meeting up with every buyer and removing the distance between them.

Quimmo is one of the portals controlled by abilio, the illimity Group company specialising in digital intermediation. Find out more on: [Quimmo](#).

Corrado Passera, CEO and Founder of **illimity**, commented: *“Quimmo is an initiative with significant entrepreneurial prospects and one that is immensely useful for the real estate brokerage sector. We have accumulated experience – the illimity Group is today already one of the leading players involved in the digital intermediation of moveable and immovable assets – we have invested in innovative technologies and in the field we have built a network of specialised professionals. We can accompany both buyers and sellers with a model which we consider to be unique, effective and efficient and which will continue to be enriched over time. As envisaged in our Business Plan, the tech component, and therefore one that is highly scalable, will continue to grow within our portfolio of activities.”*

Renato Ciccarelli, Head of the **Quimmo** project, stated: *“With Quimmo we wanted to create a unique platform and model in the real estate market that covers the entire value chain and simplifies the buying and selling process. We have made the real estate sector democratic by bringing the property to the fore and providing the widest possible variety of selling methods, ranging from auctions to private deals. To do this we have developed a hybrid paradigm, a formidable blend of an innovative business model with the human touch, by digitalising all the purchase and sale stages, building in the analysis of the big data companies and putting these innovative tools at the service of our agents throughout the country.”*

For further information:

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illimity Bank S.p.A.

illimity is the high-tech banking group founded and headed by Corrado Passera that was created with the aim of responding to specific market needs by way of an innovative and specialist business model. More specifically, illimity extends financing to high-potential SMEs, purchases distressed corporate loans and services these through its platform neprix, and provides digital direct banking services through illimitybank.com. illimity SGR, which sets up and manages alternative investment funds, the first of which dedicated to UTP loans, is also a member of the Group. The story of the illimity Group began in January 2018 with the launch of the special purpose acquisition company SPAXS S.p.A., which ended with a record 600 million euro being raised on the market. SPAXS subsequently acquired Banca Interprovinciale S.p.A., with the resulting merger between the two giving rise to “illimity Bank S.p.A.” which has been listed on the Italian Stock Exchange since 5 March 2019 (ticker “ILTY”), first on the MTA exchange and since September 2020 on the Star Segment (now Euronext Star Milan). The banking group, headquartered in Milan, can already count on over 700 employees and ended 2021 with assets of around 4.7 billion euro.