



De Faveri & Partners

Strategia, Finanza e Sviluppo Immobiliare - Ospitalità e Turismo



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*We create solutions for your future
and provide you with close support for their implementation.*

Presentation of our Values and Principles

De Faveri & Partners enshrines the expertise developed in over twenty years of experience in the real-estate, financial and hotel sectors and in the organisation, development and management of real-estate portfolios and single assets, making its strategic assistance available to a range of public and private parties.

The founder of the company and present Chairman of the Board of Directors is dott. Mario De Faveri, whereas dott. Sebastiano De Faveri has been appointed to the role of Managing Director.

One of the company's fundamental elements of value is its qualified collaborators, high-level professionals and large network of parties (institutions, professionals and companies) which are involved in the projects, enriching our work with their consolidated experience and the specific expertise which they have developed over time.

The real added value provided by our company after so many years of experience is the ability to design tailor-made solutions based on the specific requirements set by our customers, be they individual entrepreneurs, public institutions or associations, or groups of heterogeneous people united in the name of a temporary common interest (such as commercial operators, real-estate or profit-seeking companies and hotel groups). Our aim is to always provide our customers with high-quality services which meet the specific needs of each particular initiative.

Every project is co-ordinated, organised and managed by a Project Manager, who acts as the reference point for ongoing activities and as the interface between all the parties involved, by constantly planning and monitoring all stages of development of the particular initiative.

“Team spirit” based on the sharing of ideas and thoughts is always flanked by the “individual” component of each specific professional's expertise and responsibility.

Areas of activity

The activities which De Faveri & Partners develops benefit from the strength of a series of distinguishing elements which can be integrated into the projects in different ways:

- I. Creativity - meaning the capacity to pinpoint strategic solutions and potential developments relating to the particularities of the initiative
- II. Organisational Skill - both with reference to creating the preconditions necessary for the realisation of projects and their subsequent implementation
- III. Bundling of Interests - which takes form as support in the assessment and finalisation of agreements and in all stages of negotiation.

Although the characteristic competences of De Faveri & Partners span various different sectors, they may be traced back to two main areas of activity:

- Real-estate Strategy, Finance and Development
- Hospitality and Tourism

Real-estate Strategy, Finance and Development

Depending on the requirements of each specific project, the company will typically perform a definition of the objectives and an analysis of the existing situation (or project analysis if not yet performed), pinpointing the characteristics and problems to be tackled.

The next step consists in investigating and defining strategic guidelines for action (in terms of vision, positioning and development) based on an analysis of the complex interests of the different parties involved (such as major institutional investors and private investors, large-scale retail trade and logistics operators, hotel groups and public administrations) and then on to the formulation of the individual operational programmes..

In order to provide integrated services which are increasingly targeted to its partners' requirements, De Faveri & Partners has consolidated relations with influential parties in the financial and credit sectors, who can be involved in individuating the possible acquisition and development scenarios and in the financing of the different initiatives

Our desire to provide support in this area of activity was based on the assumption that it is essential to define appropriate forms of financial management from the very beginning in order to achieve the strategic objectives of a project. This may in turn require particular corporate and organisational structures which will allow their implementation or optimisation.

Our know-how and services offered are reflected in several activities which our company typically performs:

- Definition of strategic plans for real-estate development and exploitation, and specific real-estate initiatives (commercial, office, health, hotel, logistics and residential segments)
- Assistance in the transfer and acquisition of properties, companies and assets, by participation in the definition of exploitation plans and in the stages concerning the seeking and selection of the individual assets and potential parties (buyers, sellers or users)
- Negotiations with buyers/sellers, including organising and providing support at the study, due diligence and closing stages

- Drawing up of comprehensive Business Plans, and studies and appraisal of the feasibility and advisability of real-estate development operations
- Assistance in the seeking and definition of financing and negotiation policies with financial brokers and investors (banks, investment management companies, private equity funds and pension funds)

Hospitality and Tourism

Assistance in tourism property exploitation, acquisition and divestment is one of the areas of activity in which De Faveri & Partners has developed significant experience.

The “distinguishing competence” of our organisation lies in the exclusive know-how we have acquired directly with thousands of rooms in four and five star hotels, as well as in the consolidated network of high level Partners who collaborate with us and take part in the development of the initiatives.

Thanks to these resources, our organisation is able to accomplish the following activities:

- Assistance in the purchase, realisation and sale of hotel and tourism facilities, as well as in the individuation of managers and users
- Financial assistance, with special attention to the seeking of investors and backers (banks, investment funds and private equity funds)
- Design and development of tourism facilities
- Technical support in the areas of technology and functional lay out
- Research and assistance in the reorganisation, establishment and start up stages of new tourism initiatives.

Large commercial, office or tourism real-estate operations needing to position themselves successfully and become integrated in the area, local authorities needing to clarify developments and exploitation actions in their area, and industry associations needing to redefine the significance of a tourist area are just a few concrete examples which have allowed De Faveri & Partners to develop expertise in Local Marketing. Today, such expertise is indispensable when defining ideal solutions for exploiting real-estate operations, or when planning broader actions which will have an impact on a particular area

Partners & Friends

Over the years, De Faveri & Partners has established important relationships with many parties from the private and public sectors, such as entrepreneurs, institutional and private investors, finance brokers, large-scale retail trade and logistics operators, hotel chains and tour operators, and socio-medical operators, each of which positively contributes to maintaining our high standards of competency and corporate know-how.

Considerable synergies and direct partnerships have been created and consolidated with professionals (architects, engineers and lawyers) and chief leading service and technology development companies over time, with particular application in the sectors of real-estate (companies and brokerage agencies), property and facilities management and the hospitality industry. This has led to the creation of a network of excellence which facilitates the sharing of information between the parties, while acting as a means of ongoing training in systems development.

De Faveri & Partners has therefore selected its partners carefully from large international and national companies, high level companies and professionals, and universities and associations, all of which are acknowledged reference points in the respective fields of activity

The distinguishing elements of De Faveri & Partners are its earnestness and absolute confidentiality - particularly in relation to its customers and their activities, objectives and characteristics, in addition to the company's desire to always provide "discreet" support when operating in sensitive contexts and with public or private parties for whom discretion is crucial.

