



LUCIANO  
CAPALDO

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# LUCIANO CAPALDO

A professional career of over thirty years of experience in the world of civil, building, environmental engineering and architecture, has given me a comprehensive knowledge in these sectors and enabled me to specialise in Real Estate Appraisals and Management.

My skills and expertise gave me the opportunity to collaborate with, and be part of, several major international institutions.

Currently, I am Strategic International Advisor of Rina Prime Value S.p.A. and Real Estate Consultant for the Administration of the Patrimony of the Apostolic See (APSA). As CEO of EC-RE, I am responsible for various areas of business, including: real estate valuations, feasibility studies, value engineering, asset & property management and appraisals.

I am also CEO of Concept Design 95 Ltd, where I specifically deal with the Design and Development of prestigious residential projects, office & retail commercial activities, as well as numerous partnerships and projects carried out in various countries, such as the United Kingdom, Italy, Spain, Ireland, Poland, Romania, Bulgaria, Russia, Greece, Japan, Korea, Turkey and Canada.



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# SKILLS

I have acquired a number of important skills as an Engineer and Architect, thanks to my academic path and the international professional experience I have gained over the years, the main ones being: Management and Valuation of Real Estate Assets, Real Estate Management, Real Estate Economics, Real Estate Financing, Property Management, Asset Management, Project Management, Direct Management, Feasibility Studies, Retail, Appraisals, Design, Due Diligence, Team Working, Business Strategy, IT Knowledge.





# VALUES



## EXPERIENCE

Identifying business solutions tailored to each client is the result of experience gained over many years and acquired thanks to major professional opportunities and partnerships in numerous international projects.



## COMPETENCE

The value of competence is a priority role for me. My goal is to offer customers the best professional solution, which is consistent with their expectations, hence the importance of constant study and updating.



## CONFIDENTIALITY

Confidentiality in the processing of sensitive data and information, as well as discretion, are the basis of all my relationships, established over time with my clients. Operating with transparency, in order to ensure a partnership based on mutual trust, is an essential goal for me.



## STABILITY

In order to be able to withstand external pressures and significant changes over time, the value of stability is a fundamental condition, through which to maintain solid foundations.



## PERSPECTIVE

My approach to any professional activity I carry out is characterized by a focus on creating long-term value. The perspective, therefore, acquires an important role and becomes an opportunity.

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# MAJOR PROJECTS

## REAL ESTATE

- ◆ Fairness Opinion and related Due Diligence on the design and management costs of a project for a new building for one of the regional offices in Italy
- ◆ Fairness Opinion and related Due Diligence on the design and management costs for the construction of three hospitals in Lombardy
- ◆ Valuation of office complexes in London
- ◆ Appraisal of residential properties ranging in values between 5 -150 million euro to be used prior to applying for mortgage valuation
- ◆ Valuation of a mixed-use property portfolio for a closed-end fund
- ◆ Valuation (MV) of retail park in Russia
- ◆ Technical Due Diligence activities for the sale of a major supermarket chain in Greece
- ◆ Property and goodwill valuation / Progressive evaluation of companies in a supermarket chain with a significant market share in Greece
- ◆ Real Estate audit for private and institutional clients
- ◆ Feasibility study of logistics infrastructures in the Poyle logistics park at Heathrow Airport for the Wotherspoon Group





## REAL ESTATE

- ◆ Independent valuer for properties acquired by Geo-Ponente Fund
- ◆ Independent valuer pursuant to Italian law and Bank of Italy regulation for various real estate funds in Italy
- ◆ Fairness Opinion and valuation of construction costs for the redevelopment of the Via Torino – Venezia project in collaboration with the Caprioglio studio
- ◆ Market analysis of two regional food production projects (vegetable oil / pig farm) in Russia and Ukraine
- ◆ Valuation of the right of usufruct of “Palazzo del Casinò”, Venice waterfront, UNESCO World Heritage Site
- ◆ Participation in both the feasibility study for the renovation of Forte Marghera and the preliminary project in collaboration with the Caprioglio firm
- ◆ Valuation of commercial leasing of advertising / marketing spaces throughout the Italian Railway Network, for the renegotiation of a leasing contract with a value exceeding € 150M per year
- ◆ Analysis for the calculation of the residual value of numerous residential, commercial and logistic projects in Europe

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# MAJOR PROJECTS

## DESIGN & ARCHITECTURE

- ◆ Project Architect/ Planner, Head of the Planning Office
- ◆ Local Architect for retail units for major luxury fashion & accessories houses in the following countries: Italy, Russia, Spain, UK
- ◆ Designer and/or Project Manager of office environments for major companies: Spansion, Microfocus, Atmel, Assurant, PPD, Nokia, Allied Dunbar, Manolo Blahnik, Tetrakiev Plaza, Tzum Moscow, Alessi, Giorgio Armani, Elie Saab
- ◆ Preparation of Master Plan for residential and commercial development in the UK and Italy
- ◆ Architecture
- ◆ Responsible for architectural planning for the entire development process for a variety of projects in Europe for a Pan-European Fund
- ◆ Preliminary Concept/Design of Future Development of the area around Vnukovo Airport Moscow Russia
- ◆ Participation in the preliminary development project and masterplan for the construction of 52 luxury residential villas in South Africa
- ◆ Design of a residential model with zero CO2 impact and potentially capable of generating positive cash flows 'Project Minus Zero'





## VALUATION ACTIVITIES

- ◆ With values over 10 million euro carried out for clients not part of Asset Management Companies:
- ◆ Property Valuation Ericsson, Rome
- ◆ Property Valuation University of Notre Dame USA, Rome
- ◆ Private portfolio property valuation (60 assets), Milan
- ◆ Valuation for the establishment of a new public contribution fund
- ◆ Real estate portfolio valuation of a group operating in the food industry in Greece (120 assets)
- ◆ Property valuation (Hotel) in Sicily
- ◆ Valuation of properties in Sicily, Campania, and Veneto for the establishment of a new reserved fund
- ◆ Revaluation of Funds – FIMIT with a total value of several million euro for projects carried out for a Swiss banking group
- ◆ Valuation Palazzo Labia, Venice
- ◆ Property Valuation Bertone Group, Turin
- ◆ Valuation of the feasibility project of the new ski resort in Romania
- ◆ Property Valuation Casino of Venice

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# MAJOR PROJECTS

## VALUATION ACTIVITIES

- ◆ Property Valuation London City, UK
- ◆ Property Valuation via Manzoni, Milan
- ◆ Property Valuation via Cantù, Milan
- ◆ Property Valuation via Santa Margherita, Milan
- ◆ Property, Valuation via Sassetti, Milan
- ◆ Valuation, Shopping centre, Liguria
- ◆ Valuation, Shopping centre, Moscow, Russia
- ◆ Valuation, Shopping centre, Turin
- ◆ Valuation, Hotel, Beijing, China
- ◆ Asset Valuation for new brand Moscow, London, New York, Dubai
- ◆ Valuation, Archdiocese of Sidney, Rome
- ◆ Valuation, Hotel, Venice,





## VALUATION ACTIVITIES

- ◆ Valuation, via dei Villini, Rome
- ◆ Valuation, Offices (12 assets), Nigeria
- ◆ Valuation, Offices, Finland
- ◆ Valuation, tertiary- residential portfolio (20 assets), Italy
- ◆ Valuation, commercial portfolio (8 assets), Italy
- ◆ Valuation, industrial complex, Kaunas, Lituania,
- ◆ Valuation, industrial complex, Tunis, Tunisia
- ◆ Valuation, portfolio of a winery, Italy
- ◆ Valuation, private real estate portfolio (6 assets), London, UK
- ◆ Valuation, commercial property, Milan
- ◆ Real estate portfolio valuation (160 assets), Italy
- ◆ Valuation, Golf Course, Italy

# CLIENTS



**CORPUS SIREO**  
REAL ESTATE



**CASTELLO**  
SGR



**POLIS**  
FONDI SGR



**ARMANI**

**Sella**



**NOKIA**



**JM**

**SIAE** (SHELLA)  
FONDI  
DI  
CREDITO  
DI  
CREDITO

**Atmel**

**DEA CAPITAL**  
REAL ESTATE SGR

**ALESSI**



**ARCADIS**



**ValoreReale**



**AQA**  
CAPITAL



**KRYALOS**  
SOCIETÀ PER AZIENDA PER AZIENDE

**CRÉDIT AGRICOLE**

**pwc**

**ELIE SAAB**

**TORRE sgr**

**ACCADEMIA SGR**



**GOLDSCHMIDT**  
Smart Rail Solutions

**Eupab**

**NGIS**



**SONY**

**Tecnimont**

**PPD**

**MICRO FOCUS**

**DB Real Estate**  
Deutsche Bank Group

**BERTONE DESIGN**  
ITALIA

**ASSURANT**



**GVA Redilco**

**ENBAM**


**abinvest**

**SPANSION**

**FIVE**



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