

**Delivering excellence in retail
property and residential
complex management**



About us

Odosgroup operates in the retail property management sector, both directly and under undisclosed agency agreements.

For over **30 years**, we have been supporting Owners – both individuals and institutions – in the marketing, leasing, and technical and operating management of Shopping Malls and Retail Parks, Leisure Centers and mixed-use assets.

We **increase the value of buildings** by filling vacant premises in the Centers we manage, including those with previous complex management issues or multiunit buildings.

Our operating offices are located in Italy – in Milan, Novara, Vicenza and Catania – and our **local roots** allow us to develop effective local marketing services, provide Customers with dedicated solutions and create local synergies which would otherwise be impossible.

Competence, innovation and transparency are the strengths that breathe new life into Shopping Malls.

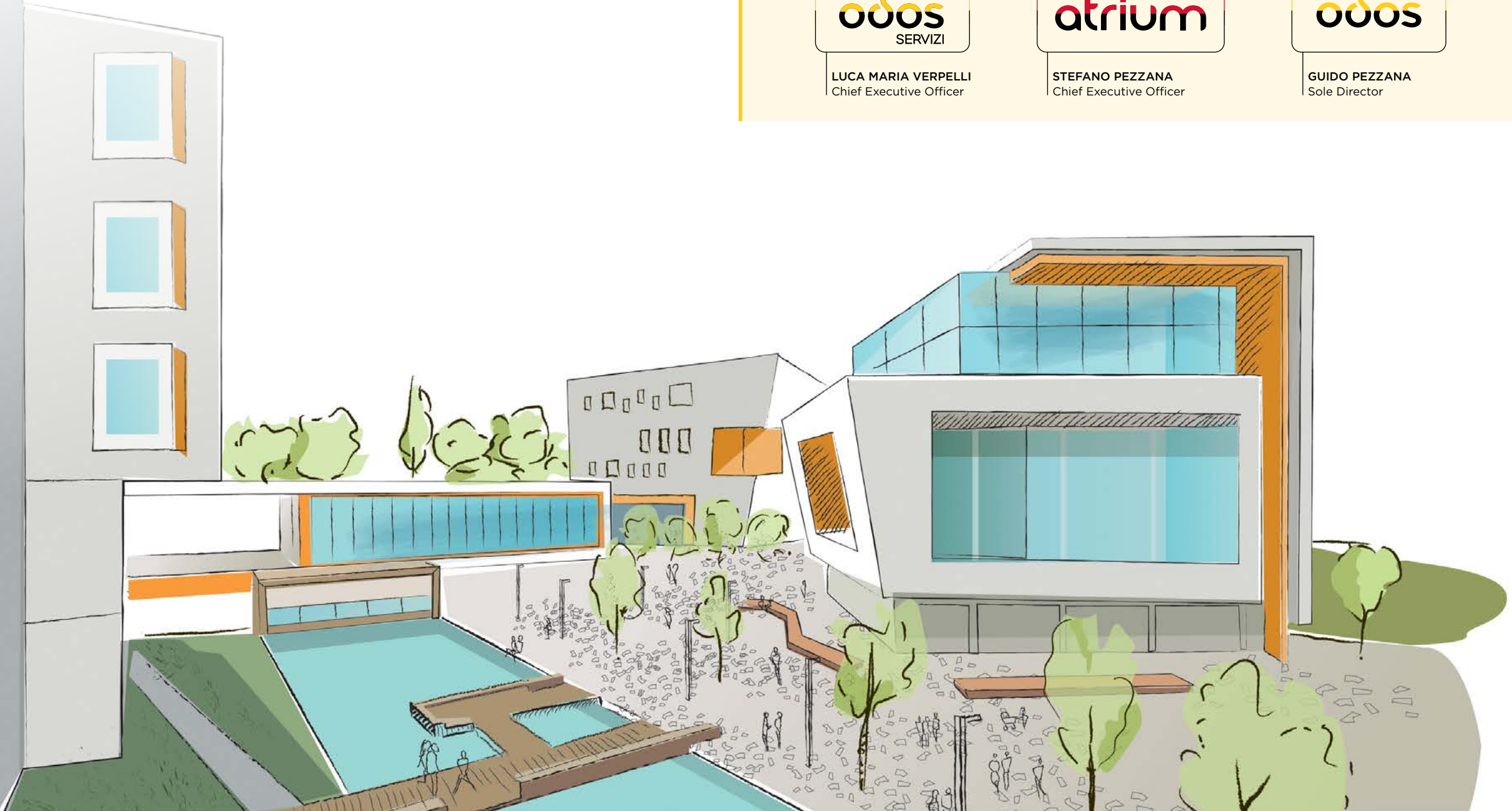
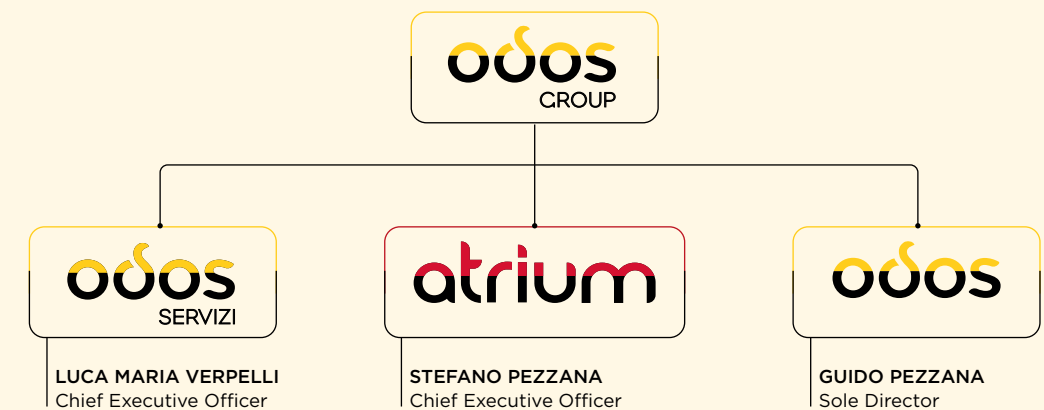


Odosgroup's ecosystem

Thanks to our three specialized subsidiaries, we offer the following services:

- management of apartment buildings and multi-building complexes (*super-condomini* in Italian) for retail and office use (**Atrium s.r.l.**)
- management of common area fees under undisclosed agency agreements (**Odos s.r.l.**)
- operating, technical and lease management, and marketing of Shopping Malls, Retail Parks, mixed-use assets (**Odos Servizi s.r.l.**)

ORGANIZATION AND GOVERNANCE





Retail property managed in Italy

LOMBARDY

MalpensaUno Shopping Mall
Gallarate (VA)
Esselunga di Corsico Retail Park
Corsico (MI)
Esselunga di Lissone Shopping Mall
Lissone (MB)
Le Torri Bianche
Vimercate (MB)
San Giuliano Shopping Mall
San Giuliano Milanese (MI)
Cocquio Shopping Mall
Cocquio Trevisago (VA)
Esselunga di Venegono Shopping Mall
Venegono (VA)
La Vailetta Retail Park
Dalmine (BG)
Le Vele Shopping Mall
Curno (BG)
Centradate Retail Park
Tradate (VA)
Levada Shopping Mall
Casatenovo (LC)
Baranzate Retail Park
Baranzate (MI)
Pantigliate Retail Park
Pantigliate (MI)
Paullese Center
Pantigliate (MI)
Consorzio Quartiere Affari
San Donato Milanese (MI)
Baranzate Retail Park
Baranzate (MI)
Le Marasche
Retail Park
Osnago (LC)
Laghi Shopping Mall
Gallarate (VA)
Upim Varese Shopping Mall
Varese (VA)
Bonola Shopping Mall
Milan (MI)
Piazza Marconi Gallery
Vimercate (MB)

LIGURIA

Taggia Retail Park
Taggia (IM)
ComCentro Shopping Mall
Ventimiglia (IM)
Polo Ponte Carrega Retail Park
Genoa (GE)
Il Terminal Shopping Mall
Genoa (GE)

PIEDMONT

Sempione Shopping Mall
Domodossola (VB)
I Giardini Shopping Mall
Biella (BI)
Castelletto Ticino
Retail Park
Castelletto Ticino (NO)
Cigna Retail Park
Turin (TO)
Porte di Moncalieri
Moncalieri (TO)
Officine S
Turin (TO)
FLASH Beinasco
Beinasco (TO)
Settimo Cielo Retail Park*
Settimo Torinese (TO)
Mondo Juve Shopping Mall*
Nichelino (TO)

TRENTINO-ALTO ADIGE

Top Center
Trento (TN)
Algo Shopping Center
Lagundo (BZ)
Gruppo Poli*
Trento (TN)
FRIULI-VENEZIA GIULIA
Portopiccolo Sistiana
Property
Duino Aurisina (TS)
Torri D'Europa Shopping Mall
Trieste (TS)

VENETO

Panorama Shopping Mall
Villorba (TV)
La Castellana Shopping Mall
Paese (TV)
Campo Romano Shopping Mall
Schio (VI)
La Grande Mela Shopping Mall*
Sona (VR)
Grand'Affi Shopping Mall
Affi (VR)

TUSCANY

Pisanova Shopping Mall
Pisa (PI)
Centro*Sesto
Sesto Fiorentino (FI)

MARCHE

La Fornace Shopping Mall
Jesi (AN)

ABRUZZI

Ortona Center
Ortona (CH)

LAZIO

Parco 51 Retail Park
Pomezia (Rome)

BASILICATA

Heraclea Shopping Mall*
Policoro (MT)

CAMPANIA

La Birreria Shopping Mall
Naples (NA)
Le Ginestre Shopping Mall*
Vibonati (SA)
Diano Shopping Mall
Atena Lucana (SA)

CALABRIA

La Torre Shopping Mall*
San Marco Argentano (CS)
Vibo Center*
Vibo Valentia (VV)
Porto Bolaro Shopping Mall
Reggio Calabria
Due Mari Shopping Mall
Maida (CZ)

SICILY

Le Zagare Shopping Mall*
San Giovanni La Punta (CT)
Ibleo Shopping Mall
Ragusa (RG)
Le Vigne Shopping Mall*
Canicatti (AG)
La Fortezza Shopping Mall*
Modica (RG)

*Marketing services only

How we create value

- **We carefully analyze the characteristics of buildings** and take account of any management activities already performed by the Customer.
- **We thoroughly assess the potential of Centers** based on objective and statistical parameters: users, local government, entities and associations, lease targets.
- **We achieve results** in line with institutional stakeholders' goals and policies, and by always taking account of local retail dynamics involving the property managed.

This strategy is implemented by leveraging the value-added expertise which defines Odosgroup's quality and uniqueness:

- **the conviction to “work locally and in touch with local communities”** which is key to success for the Centers we manage;
- **a team of over 70 people**, highly specialized in marketing and strategic restyling, refurbishment, energy efficiency improvement, safety and security, and management of Shopping Malls and Galleries;
- **the ability to reduce operating costs and use effective economies of scale** to achieve target results to the benefit of Owners and to optimize real estate investors' returns.

This integrated approach includes partnering with leading Italian asset management companies, owners, investment funds, and large retailers.



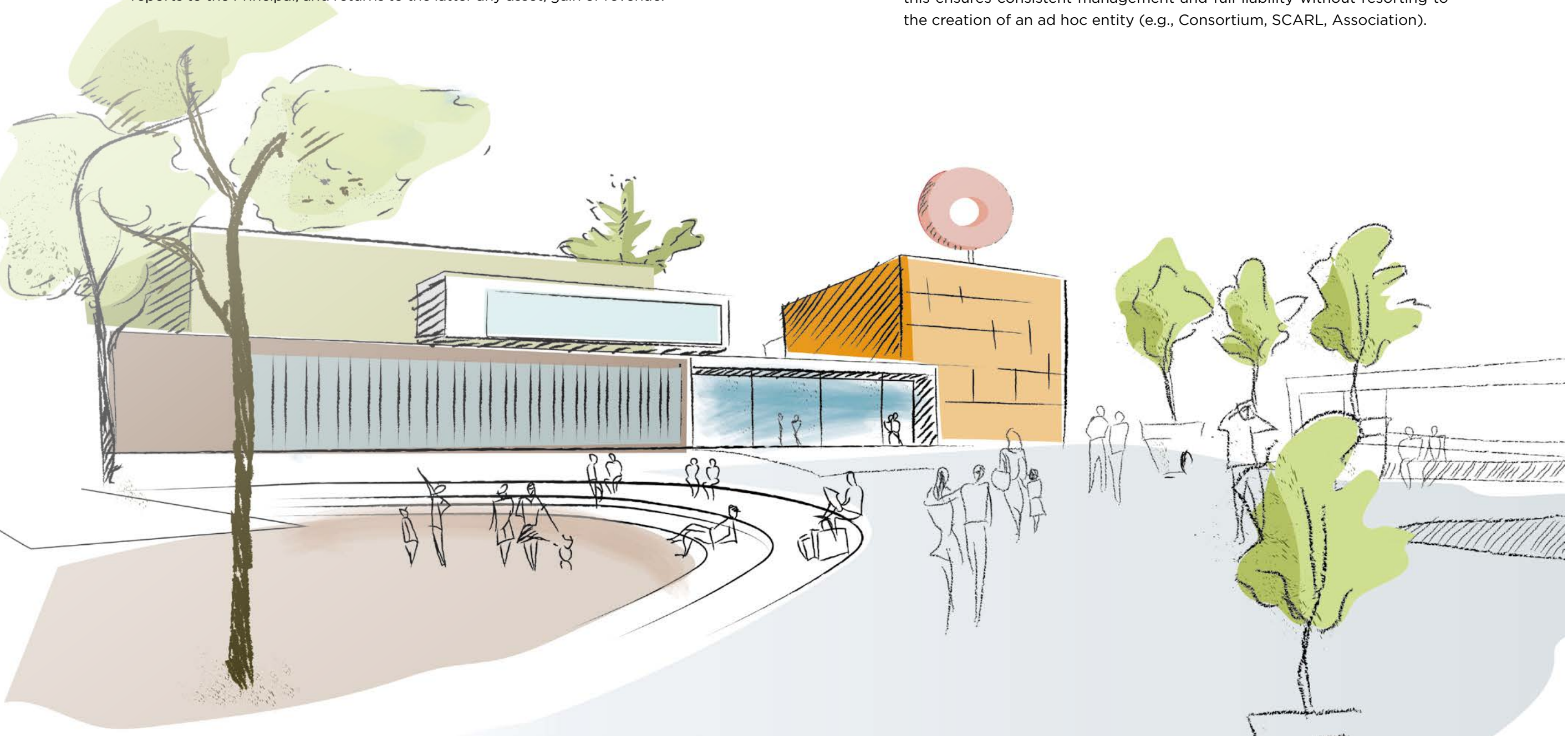
Undisclosed agency agreements

By virtue of an undisclosed agency, the AGENT acts in its own name on behalf of the Principal (art. 1705, para. 2, of the Italian Civil Code); specifically, it:

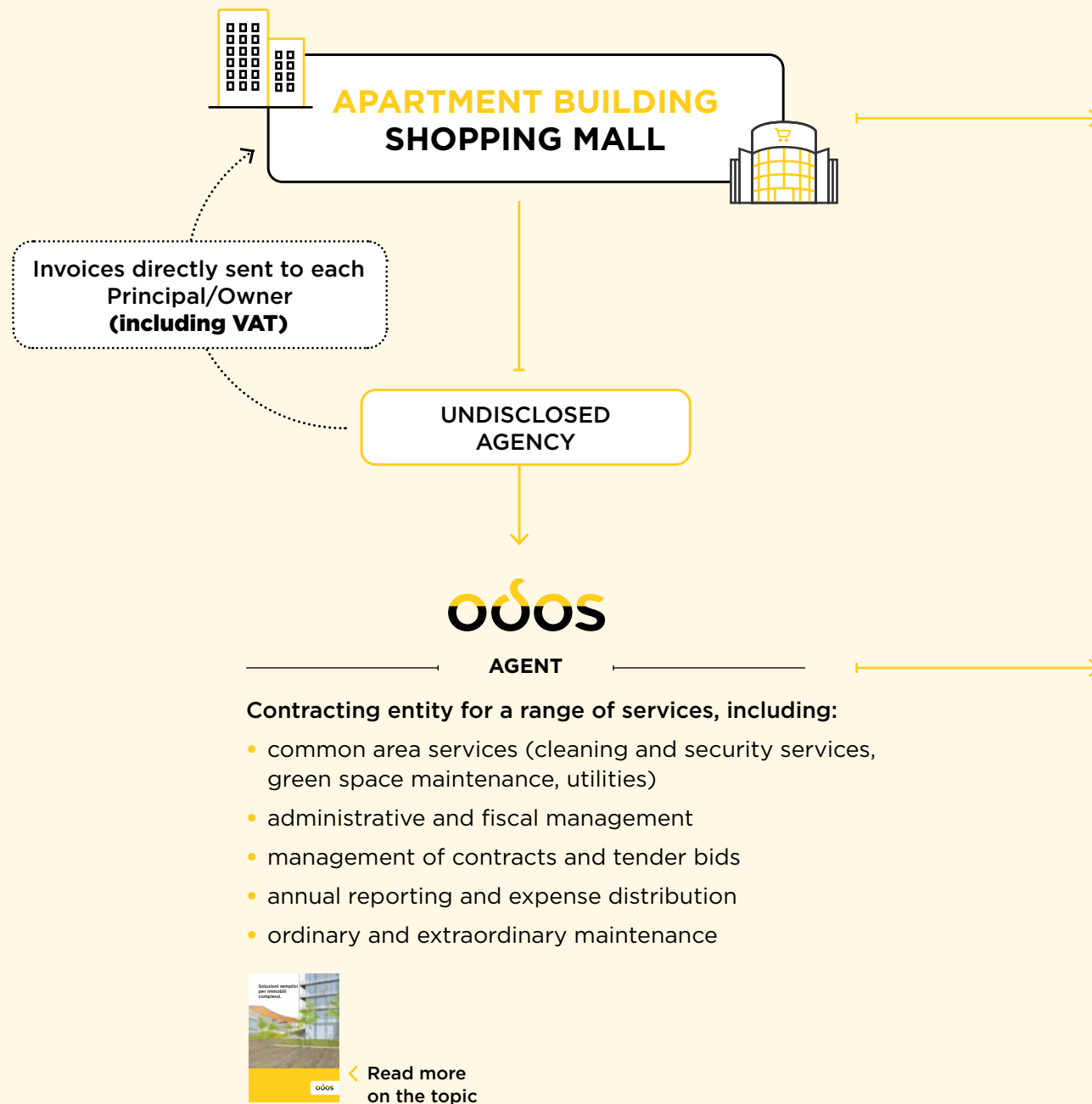
- acquires rights (and assumes obligations) to third parties while transferring the relevant effects to the Principal;
- is directly liable to third parties for actions performed under the agreement;
- reports to the Principal, and returns to the latter any asset, gain or revenue.

The Owner is not directly bound to third parties: the Principal is not mentioned in dealings with third parties since the agreement is entered into between the Principal and the Agent.

The undisclosed agency agreement is perfect for multiunit buildings, where each Principal enters into a specific agreement with the same Agent: this ensures consistent management and full liability without resorting to the creation of an ad hoc entity (e.g., Consortium, SCARL, Association).



A unique business model



atrium

APARTMENT BUILDING MANAGEMENT

- Management of meetings
- Administration of apartment buildings (insurance, entity's expenses, building manager's fee)
- Relevant responsibilities



[Read more on the topic](#)

odos
SERVIZI

ADVISORY SERVICES

- Advisory and commercial services:
 - Management
 - Rental
 - Leases
 - Technical management
 - Marketing
 - Assist Specialty Leases
 - Availability 24 hours a day and on-site support
 - Inspections and contacts with Retailers



[Read more on the topic](#)

KEY PILLARS OF ODOSGROUP'S APPROACH

- An integrated, transparent, flexible and legally compliant model.
- A clear goal: increasing the property's value.

THE BENEFITS OF OUR AGENCY MODEL

1. Clear governance framework: decisions are taken by Principals
2. Principal liability borne by the Agent (Odos S.r.l.)
3. Optimal fiscal framework for retailers
4. Transparency and full access to documents
5. Rent collection directly handled by the Agent

Highlights

- over **70** staff
- over **65** Shopping Malls managed
- over **1** sq. m. of GLA
- over **2,000** shops
- over **40mn** service charges managed
- **12,000** sq. m of GLA marketed in 2024
- over **250** events organized in 2024
- over **500** display areas managed in 2024



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