

MARCO FRIGERI – MRICS

Real Estate & Business Consultant | Credit Broker

Contact

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Date of Birth: March 27, 1971 | Nationality: Italian | MRICS No.:1195360

PROFESSIONAL SUMMARY

MRICS-certified real estate executive with 27+ years of international experience in real estate valuation, investment analysis, asset management, portfolio strategy and corporate finance advisory. Proven track record in DCF valuation, financial modeling, and client development for institutional investors, family offices, and fiduciary clients. Registered OAM credit broker. Fluent in Italian, English and Spanish.

CORE COMPETENCIES

Real Estate Valuation & Appraisal | DCF Valuation | Financial Modeling | Portfolio Strategy | Investment Analysis & Due Diligence | Asset Management | Client Development | Credit Brokerage (OAM Registered) | Risk Assessment & Management | Contract Negotiation | Team Leadership | Business Development | Public Finance Instruments | Tax Credit Optimization

TECHNICAL SKILLS

- Valuation Methods: DCF, Comparative Approach, Residual Method, Investment Method
- Financial Modeling: Excel-based cash flow models, IRR/NPV analysis, sensitivity analysis
- Real Estate Software: Argus Enterprise (working knowledge), Microsoft Office Suite
- Languages: Italian (native), English (fluent), Spanish (fluent), French (school)

PROFESSIONAL EXPERIENCE

Sole Director and Partner

ORIZZONTI REAL ESTATE SRL – Milan, Italy 2010 – Present

- Founded and lead a real estate advisory, business consulting, and credit brokerage firm.
- Deliver DCF valuation, financial modeling, and portfolio strategy to family offices, private bankers auditors, accountant and legal professionals.
- Developed client development strategy increasing referrals by 40% over 5 years.

- Specialize in public finance instruments, non-repayable grants, and tax credit optimization.

Partner and Real Estate Manager

FIDITALIA FIDUCIARIA SRL – Milan, Italy 2019 – Present

- Managed fiduciary real estate portfolios, executing asset management and defining portfolio strategy (refurbishment, leasing, disposition).
- Implemented property management system improving operational efficiency.
- Performed DCF valuation and financial modeling for change-of-use and sale agreements.

Acquisition Manager / Country Manager

MAEHREN ITALIA SRL – Milan, Italy 2021 – 2024

- Led Italian market entry and residential investment analysis for international group.
- Built financial modeling framework for acquisition pipeline; closed residential asset deals.
- Established due diligence processes and local partner network for market expansion.

Valuation & Insurance Manager

COLLIERS GLOBAL INVESTORS SGR SPA – Milan, Italy 2015 – 2020

- Directed DCF valuation process for real estate funds.
- Ensured regulatory compliance and independent valuation reporting to Board of Directors.
- Managed insurances through risk assessment and program management.

Market Research & Investment Analysis

GABETTI SPA – Milan, Italy 2005 – 2010

- Produced market research reports for office, retail, industrial, logistics sectors across 8 Italian cities.
- Conducted investment analysis and due diligence for institutional investors.
- Performed business planning for income-generating properties and development operations.

Supervisor – Real Estate Advisory

ERNST & YOUNG SPA – Milan, Italy 2001 – 2005

- Led a team of consultants in valuation, feasibility studies, and strategic real estate consulting.
- Managed client development, workflow, performance monitoring, and professional development.
- Coordinated with international EY offices on cross-border real estate projects.

Consultant

GRUPPO GESTIONI ARCOTECNICA – Milan, Italy 1998 – 2001

- Provided valuation and strategic consultancy for real estate clients.
- Developed process optimization for Public Pension Fund.
- Performed due diligence for portfolio spin-offs and business planning for Public Italian REITs.

EDUCATION

- Master: Facility Managers – Real Estate Properties and Portfolios Integrated Management - Politecnico di Milano – 1998
- Degree in Economics - Università Cattolica del Sacro Cuore, Milan – 1997

PROFESSIONAL CERTIFICATIONS

- MRICS (Member of Royal Institution of Chartered Surveyors) – No. 1195360
- OAM Registered Credit Broker (Italy)
- RUI (Register for Insurance Brokers (Italy)
- Real Estate Brokers Pre-Licensing Course
- AIAF financial statement analysis course

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