ARIES
GROUP

Aries Group

COMPANY PROFILE 2026

Independent Hospitality Platform

01. About Us
02. Our Mission
03. Portfolio and Assets
04. The Aries Group Platform
05. Growth and Future Development

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01.

About us

We create connections between people, places and communities through a new vision of hospitality.

PURPOSE

Distinctive Expertise that Creates Value

Aries Group integrates operational, commercial, technological, financial, organisational and asset management expertise within a centralised platform capable of managing and enhancing complex hospitality assets.





Operations

Management of hotels with highly complex operations
Integration of rooms, MICE, F&B and services
Optimisation of productivity, costs and quality

Commercial

Advanced revenue management
Integrated sales & marketing organisation Ability to generate demand and maximise revenue

Tech & Data

Business Intelligence and CRM systems
Integrated digital platforms
Data-driven decision-making

Asset Management

Asset repositioning and enhancement
Optimisation of financial performance
Value growth over the medium to long term

Finance & Control

Financial planning and management control
Disciplined investment and capital allocation Financial strength supporting growth

People

Skills development and people empowerment
Organisation, processes and corporate culture Talent attraction, development and retention

The Aries Group model

We have built a flexible, scalable operating model that adapts to the characteristics of each asset.

Aries Group was founded in 2020 with the aim of giving new life to complex assets, generating long-term economic, social and local value.

Asset Hospitality

Hotels, convention centres and high-potential properties

Transformation

Hospitality upcycling, innovation and asset enhancement

Positioning

MICE, extended stay, sport, entertainment and leisure

Operational management

Revenue management, commercial distribution and performance control

Value growth

Growth in revenue, profitability and asset value

The model applied to assets

Aries Group develops and manages hospitality assets with highly complex operations, integrating hospitality, business, entertainment and services to create destinations capable of generating long-term value.

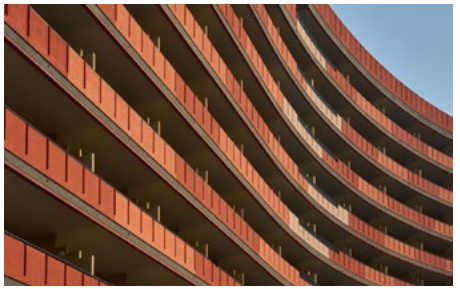
We do more than manage hotels

- We regenerate assets
- We design a tailored operating and commercial model for each property, aligned with its market and local context
- We develop experiences and services that expand demand, increase revenue and generate long-term value



Convention

65 meeting rooms and over 9,400 sqm of spaces equipped with stateof-the-art technology for major congresses, conventions and events.



Extended Stay

Solutions designed for extended stays, with flexible products for companies, professionals and international guests.



Urban Resort

An offering that combines business and leisure with green spaces, pools, a spa and sport.



Club Culture

Rooftops, lounge bars, sporting clubs and cultural events: spaces that foster relationships, belonging and community.

02.

Our Vision

A portfolio built on **specialised, complementary assets**, managed through centralised expertise and operating models tailored to each property, target market and demand segment.

A model that delivers operational efficiency, revenue diversification and sustainable growth across **three complementary strategic areas.**

One Platform, Three Business Models

Convention, Corporate Events & Hybrid Destinations

Extended Stay & Living

Entertainment, Sport & Community

Convention, Corporate Events & Hybrid Destinations

Assets specialising in conference hospitality and highly complex event management, with extensive accommodation capacity.

Quark Hotel Milano [1]
Hotel Villa Pamphili Roma [2]
Living Place Hotel Bologna [3]

- Over **10,000 sqm** of conference and meeting space
- **65** plenary, modular, multifunctional **rooms**
- Capacity to host **simultaneous events**
- Leadership in the **MICE segment**



[1]


[2]


[3]

Extended Stay & Living

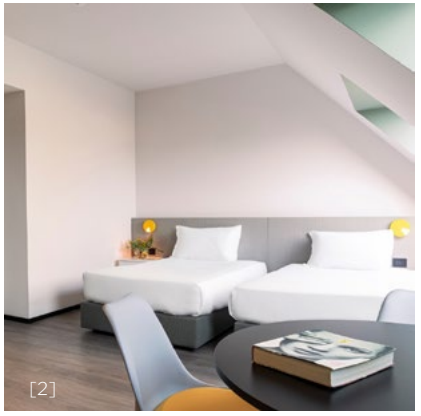
A model designed for long stays, corporate housing and medium-term stays, also applicable to other portfolio assets.

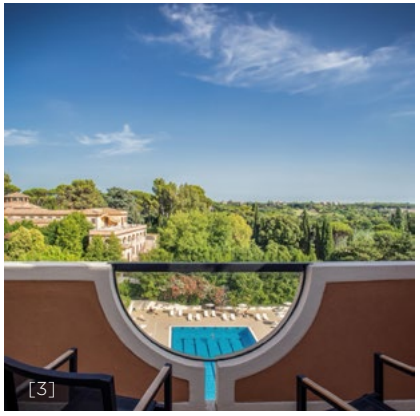
Ripamonti Residence
& Hotel Milano [1]
Quark Hotel Milano [2]
Hotel Villa Pamphili Roma [3]
Living Place Hotel Bologna

- Solutions designed for **extended stays**
- A strategic asset capable of generating **stable, diversified revenue**
- A diversified offering combining residential **flexibility, integrated services and operational efficiency**



[1]


[2]


[3]

Entertainment, Sport & Community

Destinations that extend the traditional role of hotels through sport, events, culture and activities for guests and the local community.

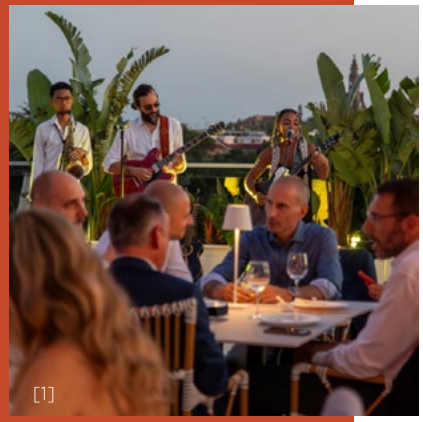
Hotel Villa Pamphili Roma [1] [2]
Living Place Hotel Bologna e
VIVI Sporting Club [3]
Quark Hotel Milano
Ripamonti Residence
& Hotel Milano

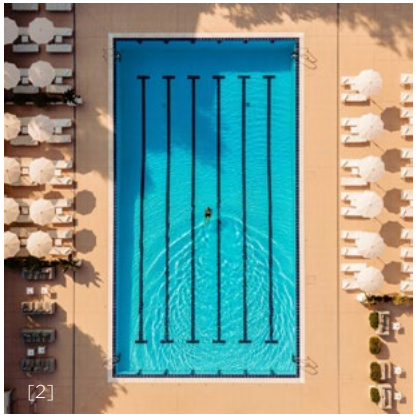
Sport, wellness and entertainment integrated into the guest experience

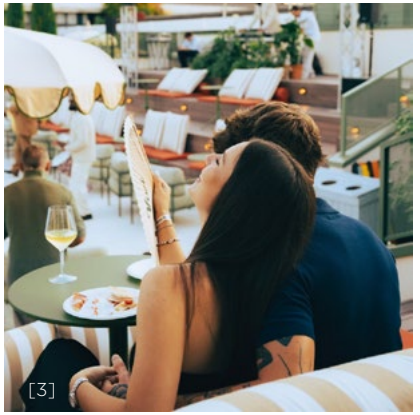
Spaces dedicated to **events, culture and social connection**

A programme of events and initiatives for guests and the local community

A model that broadens revenue streams, strengthens ties with the local area, and supports the hotels' leisure and business positioning.


[1]


[2]


[3]

ESG and Sustainable Development: Creating Value Responsibly

Sustainability is a tool for value creation, operational efficiency and risk management, integrated into Aries Group's growth model.

The pillars of our commitment:

Environmental

- Upcycling and enhancement of existing assets
- Operational efficiency and environmental impact monitoring
- Responsible resource management and waste reduction

Social

- Employee well-being and people empowerment
- Inclusion, accessibility and quality of work
- Engagement with local communities

Governance

- Transparency and management accountability
- Performance measurement
- Integration of ESG criteria into growth strategies

Results and Certifications

- All properties are DCA ESG certified by Dream&Charme, an independent, internationally recognised body accredited to ISO/IEC 17065
- Strategic Sustainable Development Plan (2026–2028). ESG pathway developed in line with CSRD criteria

03.

Portfolio and Assets

Quark Hotel Milano

Aries Group’s MICE hub
for next-generation events

QUARK
HOTEL MILANO

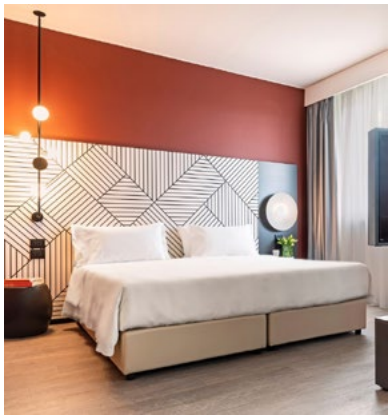


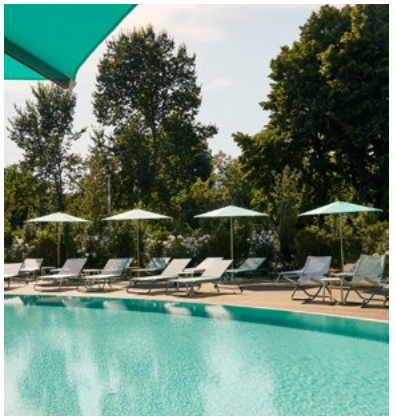
Located in Milan's **business district**, close to the city centre, **Quark Hotel** is **Aries Group's most iconic asset** and **Milan's largest convention centre within a hotel**. The result of a major regeneration and repositioning project, it is now a **platform for events, congresses and nextgeneration hybrid formats.** The property's evolution continued with **Quark 2.0,** introducing immersive environments, advanced technologies and new modular configurations for the **MICE sector.**

The aim is to offer an **experiential platform capable of hosting the events of the future.**

The offering is completed by a new outdoor area with **pools** surrounded by greenery, **wellness spaces, dining, a lounge bar** and an entire floor designed for **extended stays and hybrid hospitality formats.**







Key services

283 rooms and suites

6,200 sqm of conference space

Plenary hall for up to **1,400 seats**

Amphitheatre with **600 seats**

Outdoor pools and leisure areas

Restaurant and lounge bar

Fitness area

Hotel Villa Pamphili Roma

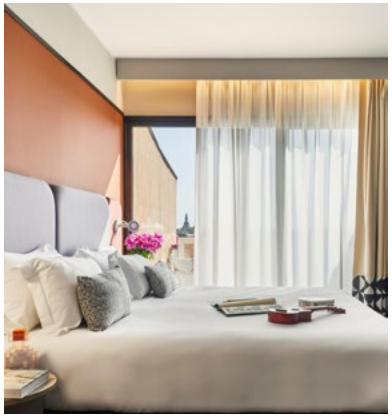
Aries Group’s destination for the urban resort experience

HOTEL
VILLA PAMPHILI
ROMA

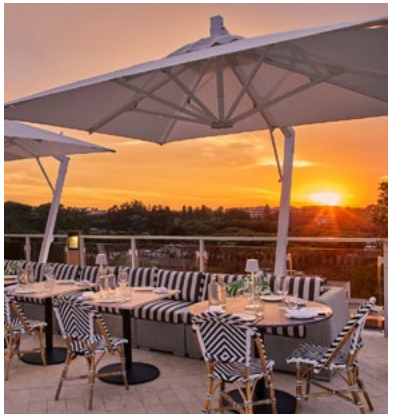


Set within Rome's largest urban park, Hotel Villa Pamphili brings together hospitality, wellness, events and leisure in a single destination.

Created through a major redevelopment project, it is now a **landmark destination for leisure, business travel and MICE in the Italian capital.**







Key services

235 rooms and suites

1,600 sqm of conference space

15 modular meeting rooms

Plenary hall for up to 500 delegates

Terrazza Pamphili Rooftop Bar & Restaurant

V-SPA, **800 sqm**

Outdoor pool and pool bar

Fitness centre, extensive park and outdoor spaces

Ripamonti Residence & Hotel

The extended-stay offering

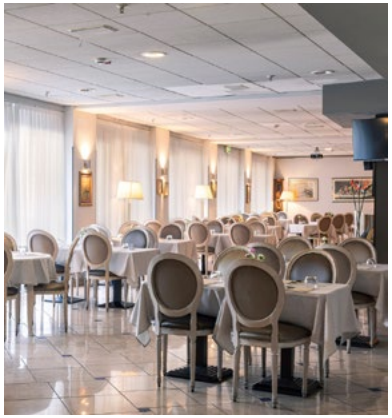
RIPAMONTI
RESIDENCE & HOTEL MILANO
★ ★ ★ ★



One of Italy's largest accommodation properties, it is Aries Group's main asset for **medium- and long-term stays**, with solutions designed for **corporate, residential and international guests.**







Key services

916 rooms
and apartments

3 meeting rooms for up to **400 people**

Restaurant and lobby bar

On-site shopping area

On-site laundry

Dedicated shuttle service

Hotel and extended stay

Living Place Hotel Bologna

Hospitality that brings together sport, leisure and community

LIVING PLACE HOTEL

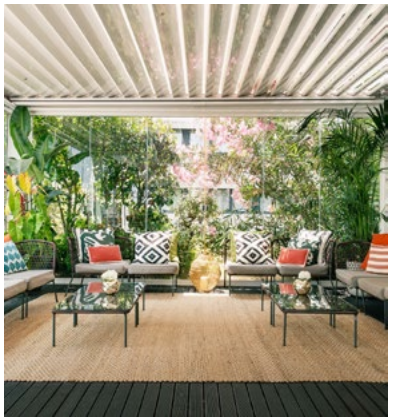
Meeting & Sports Club Bologna

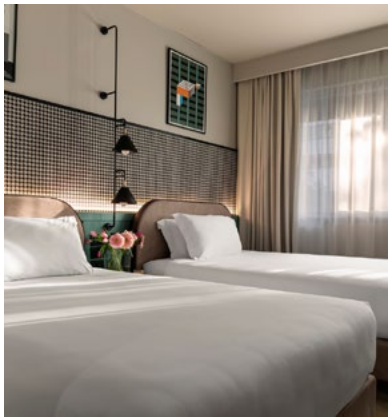


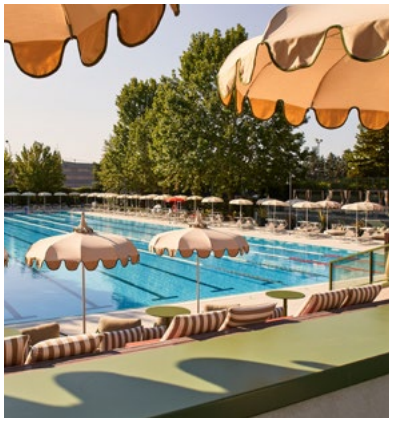
Strategically located between Bologna city centre and the airport, it combines a **strong conference infrastructure with extensive outdoor spaces**, providing a versatile setting for corporate events, leisure stays and social occasions.

The new VIVI Sporting Club opens in 2026, a concept developed around one of the property's most distinctive features: its **outdoor Olympic-size pool.**

Designed as a space open to hotel guests and the local community, VIVI combines **sport, food, design and conviviality in a contemporary format** that evolves throughout the day, from swimming and aperitivo to evening events.







Key services

205 rooms and suites

9 meeting rooms for up to **400 people**

Outdoor Olympic-size pool and VIVI Sporting Club

Restaurant and lounge bar

Wellness and fitness area

Sports facilities and outdoor spaces

Extensive green spaces

04.

Aries Group Operating and Organisational Platform

A Centralised, Scalable Organisational Platform

A management structure integrating operational, commercial, technological, financial and organisational expertise.
The Group's distinctive strengths:

- **Centralised headquarters** with integrated corporate functions
- **Multidisciplinary leadership** team with expertise in hospitality, real estate, finance, technology and people management
- Teams dedicated to managing **complex assets, major events and MICE activities**
- Advanced **Revenue Management, Business Intelligence and CRM systems**
- **Growth-driven** organization focused on **portfolio expansion**
- A management model built on **operational efficiency, innovation and sustainability**
- **A centralised, scalable organisational structure** designed to integrate new hotels while maintaining operational control, specialist expertise and central cost efficiency



Ownership & Governance

Aries Group is an independent Italian-owned **hospitality group,** backed by a **Family Office** and private investors united by a long-term industrial vision.

The Group pursues **sustainable growth** by enhancing and developing hospitality assets in Italy's leading destinations.

Board of Directors



Stefano de Santis
Chairman



Aurelio Tontini
Chief Executive Officer



Filippo Carducci
Board Member



Vincenzo Longo
Board Member

Organisational structure of the Leadership Team

The current organisation covers all key Aries Group functions and supports significant portfolio growth while maintaining high operating standards, management efficiency and process control.



Chief Executive Officer
Aurelio Tontini



Chief Technology & Organization Officer
Ascanio Baldeschi



Chief Operating Officer
Claudio Oliva



Chief Corporate Development Officer
Andrea Cigarini



Chief Sales & Marketing Officer
Raniero Amati



Finance Director
Sonja Habek



Chief People & Culture Officer
Alberto Ponti

Financial and Operational Performance

Year	Expected Revenues	GOP	EBITDA	EBITDA Margin
FY2024	55.9 million	17.5	10.5 million	19%
FY2025	**62.6 million**	**20.6**	**12.7 million**	**20%**
FY2026*	**65.4 million**	**21.6**	**13.7 million**	**21%**

2025 at a glance

- **Revenue up 12%** versus 2024
- **EBITDA** margin of **20%**
- Over **1.14 million guest nights** and **85%** room occupancy
- Performance driven by **business travel and MICE** and diversified revenue streams: **Rooms, MICE, F&B, Extended Stay, Wellness & Leisure**

2026 outlook

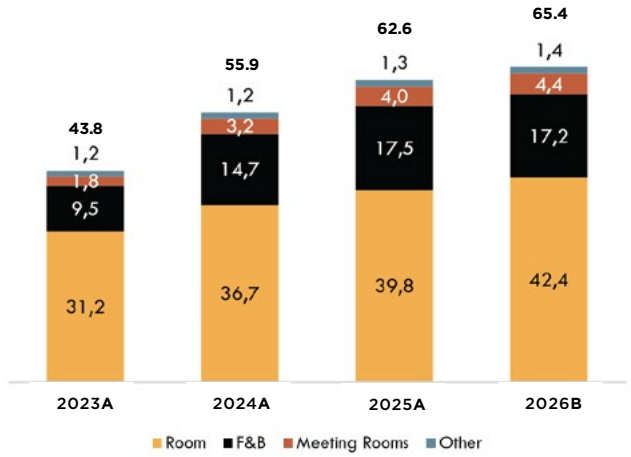
Expected revenue of €65.4m and an EBITDA margin of 21%

*Estimate updated May 2026

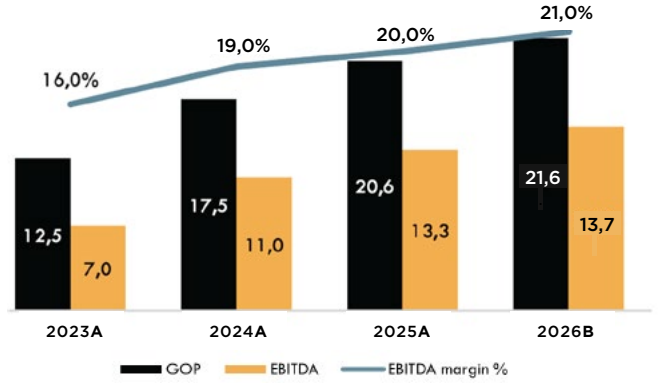
Financial performance: trends and margins

Growth accompanied by progressively improving margins, supported by revenue diversification and the efficiency of the various business segments.

Departmental Revenues (€m)

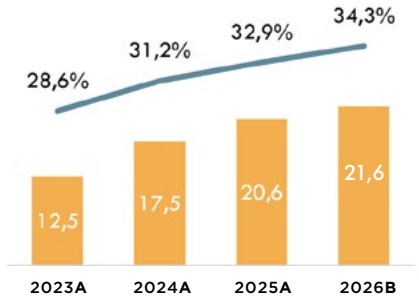


GOP and EBITDA (€m, %)

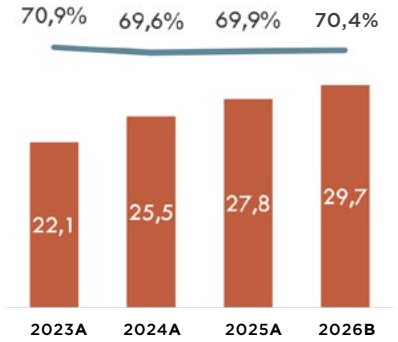


Total GOP & Departmental Profit (€m, %)

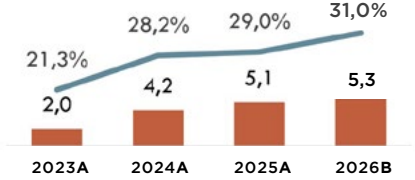
Total GOP



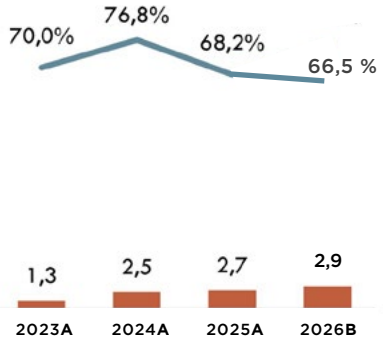
Profit Room Department



Profit F&B Department



Profit Meeting Rooms Department



05.

Growth and Future Development

The growth model: from operator to scalable platform

Aries Group has already built the organisational and operating platform needed to support significant portfolio growth. Today, the Group operates through a **centralised model** combining **operational control**, **asset specialisation** and the **ability to manage complexity.**

- **Long-term** contracts
- **Direct asset management**
- High level of **operational control**
- **Scalable** organisational structure

How Aries Group grows

- Organic growth through **new lease agreements and management contracts**
- Portfolio expansion through **management contracts and partnerships** with owners and investors
- **Selective co-investment** in individual assets
- **Inorganic growth through acquisitions** of operators, platforms or hotel portfolios

What we offer partners

Operating capabilities and management of complex hospitality assets

Proven track record in repositioning and **enhancing properties**

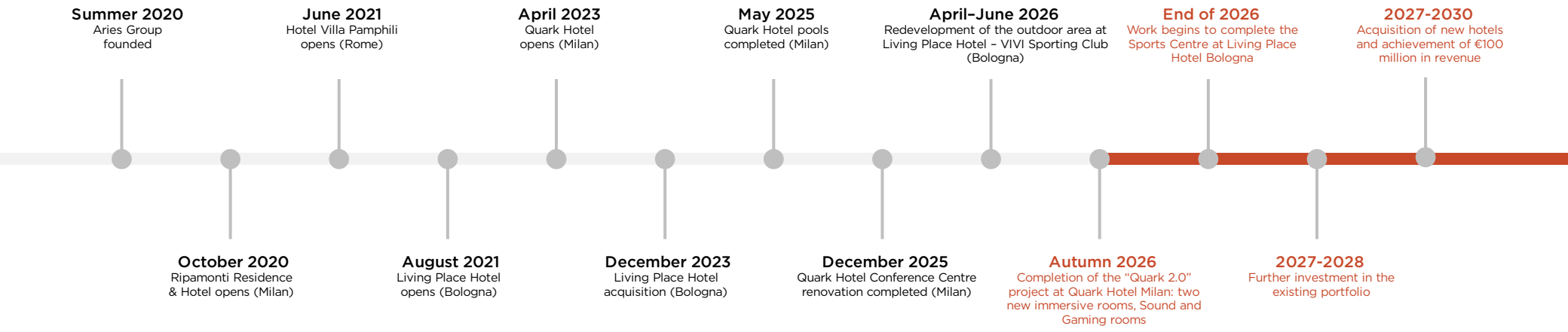
Revenue Management and integrated commercial platform

Cost control and performance optimisation, **ESG readiness** and sustainability support

Centralised, **scalable organisation**

Roadmap to €100m in Revenue

- Consolidation of the current **portfolio and offering**
- Progressive introduction of **management contracts**
- **EBITDA** margin target ≥ **20%**
- **Sustainable growth** supported by revenue diversification and asset specialisation



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COMPANY PROFILE 2026

Independent Hospitality Platform

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