



ISRAEL REAL ESTATE SUMMIT 2019



Massimiliano Bertolino

CEO and Partner

Frontis NPL

Massimiliano co-founded Frontis NPL in 2009 managing NPL portfolios for leading banks like UBI, BNL and Deutsche Bank.

He successfully led Frontis NPL to become an industry-leading company by offering primarily investment and management services to institutional investors. Since 2014 the company has managed more than Euro 3 billion credits purchased across more than 150 deals.

From 2002 to 2009 Massimiliano was the Head of NPL department of Pirelli Real Estate SpA and the CEO and President of Pirelli Real Estate Crediting Services, a company with 8 offices across Italy and more than 250 staff members.

He has built successful business partnerships with several major institutions like Morgan Stanley, General Electric, UBS, Royal Bank of Scotland, and Calyon by purchasing credits with a total GBV of more than Euro 12 billion from major Italian banks like BNL, Banco di Sicilia, Banca Antonveneta, Banca Popolare Verona e Novara.

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