

SPECIAL  
IMF Distribution

Special Issue  
October 2004

Spedizione  
in a.p. - 45%  
art. 2 comma 20/b  
Legge 662/96  
Filiale di Milano

# LOMBARD

THE ITALIAN MAGAZINE OF INTERNATIONAL FINANCE

## Real Estate 2004

# 25 Italian

# Projects

# To Finance

Milan  
City Life

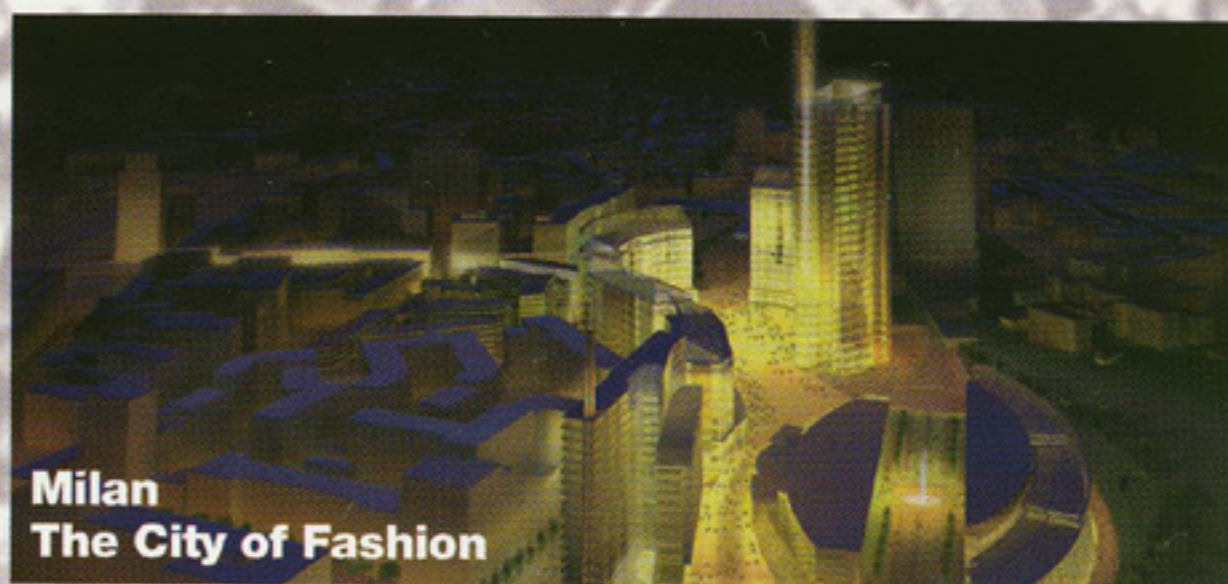


A guide to the best deals in Milan,  
Rome, Turin, Naples and Veneto

Rome  
Parco Leonardo



Milan  
The City of Fashion



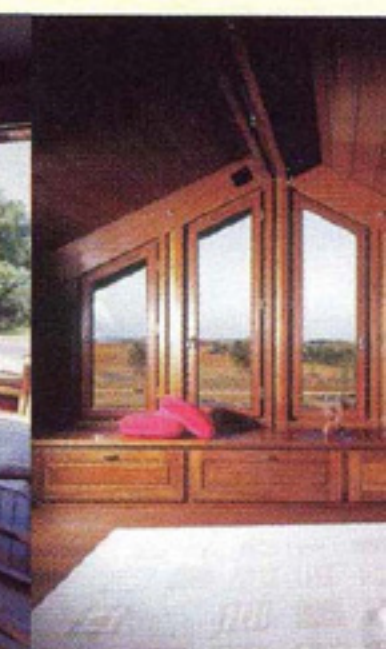
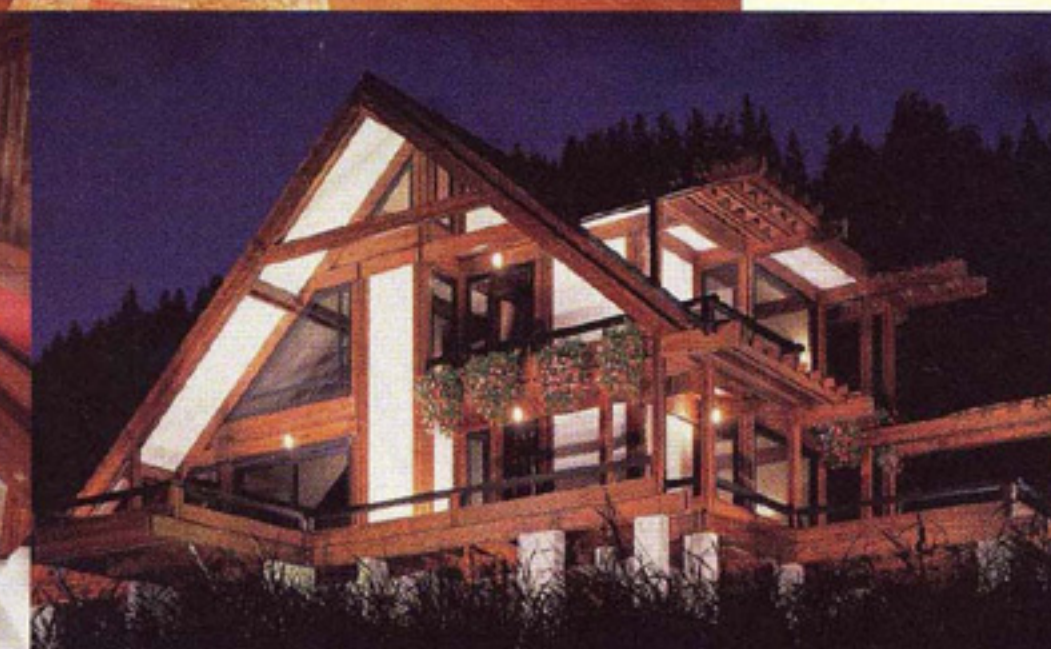
 **Banca Intesa**

# PAGANO SYSTEM LOOKS FOR INTERNATIONAL PARTNERS

The company offers prestigious villas and tourist villages but also shopping and school centers, structures of a high level of quality constructed with *lamellare* wood made according to a unique and innovative formula. It is the fruit of 50 years of experience in the sector of wood construction. "We begin with the exploitation of residential areas for tourists, acquiring many hectares of terrain for the construction

working wood. International licences and patents grant Pagano System all over the world. Since 2001, the system has become even more refined. A strip of premium wood is inserted in the final layer of glued lamellas to elevate the quality of the final product, the structure, which is often rendered more attractive through use of large windows or Travertine (stone) facings. Pagano System fields a staff of 50 persons,

month. Price is another advantage. "With our system, we have reduced the incidence of the costs of specialized labor but the structures have a higher price because of the intrinsic value of the raw material," Pagano said. Then it depends on the project. The Pagano System offers an enormous advantage. It does not require construction sites since masonry is not used in its buildings and more time is needed to produce fixed structures. "Given the current



of villages and residential centers," explains Andrea Paco Pagano, president of the Pagano System group. "But in time, undeveloped land began to run short and we decided to plan a technological system that permits the making of a tailored craft product through application of an industrialized procedure." In practice, villas and individual houses or hotels are completely produced in the plant, indoors, and equipped with all types of technological installations and furnishings. In addition, the system permits controls over quality and production times. The Pagano System is based on software and numerically controlled machines that are veritable robots, capable of sawing and

including architects and software and other experts. It operates a production plant of about 10,000 sq.m. at Oricola in L'Aquila province in the Abruzzi. The main office is in Rome. In 2003 and 2004, production doubled and that will force the company to expand its plant with the addition of 6,000 sq.m. over the next three years. The company receives orders from countries throughout the world, such as one in 2002 from a Russian financier who wanted to build a 2,000-sq.m. villa with a movie theater, swimming pool and internal greenhouse. Thirty trucks transported the villa, divided into blocks, to Russia. The blocks were reassembled and the financier was installed in the residence in less than one

rate of growth," Pagano added, "we're planning to offer well-financed entrepreneurs individually or as partners roles in projects involving entire residential complexes. On the other hand, we are evaluating opportunities to work out agreements with international financial partners to produce materials in other countries using our system. That means making our know-how available."

## Pagano System

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◀ From left: Andrea Paco Pagano, president, Enzo Pagano architect, Vincenzo Pagano, founder