

## Press release

### **Real I.S. – Scope rating for management “very high quality“**

**Munich, May 31, 2010:** The rating agency Scope has appraised the management quality of Real I.S. with AA “very high quality“. Particularly emphasised was management experience combined with competence and institutionalised systematic crisis- and risk management as well as the standardised investment process. “We are delighted with this very good result, and feel affirmed in our business strategy“, comments Andreas Heibroek, member of the executive board. “We shall continue to act on the maxim investment quality before investment quantity“.

In the review, REAL I.S. was praised for management competence, business expertise and clear organisational structure in the category company. Special recognition was given to the strategic direction of investments in Core- and CorePlus- real estate in Western Europe and growing markets within the OECD countries. This ensures high demand for Real I.S. products, even in economically difficult times. In the category competence, the long standing experience and management competence for the conception and structuring of closed-end funds was highlighted. Further positive ratings were given for the certified QM in accordance to DIN EN ISO 9001:2000. Investment- and acquisition processes are hereby institutionalised and standardised. The performance of funds is rated as sustainable.

The Scope Management Rating is structured for three panels reviewing the categories: Company, competence and performance. The criteria for the evaluation by the first panel are organisation, financial structure and investor relations. The second panel investigates the competence within the individual segments considering the criteria management, business expertise and risk control. The last panel evaluates performance considering emission history, target-performance comparison and sustainability. All individual rating results are weighted and thus considered in the total

evaluation. Scope rates the management quality of companies on a scale of nine, ranging from AAA to D.

#### **About Real I.S. AG**

As a part of the Sparkassen-Finance Group, Real I.S. represents the asset management company for commercial property of the BayernLB. Real I.S. offers services in real estate consulting, real estate development and is active as an investment house. The comprehensive product range comprises closed end retail funds, Luxembourg based special funds, customized investment solutions, portfolio management and the management of institutional international real estate portfolios. Since 1991, more than 100 fund products with a total investment volume of 6.5 billion € have been offered to institutional and private investors.

Real I.S.'s management services are certified with a TQM by TÜV Süddeutschland and comply with DIN EN ISO 9001:2000. Real I.S. has been numerously awarded, among others, third time winner of the Scope Investment Award. For further information, visit our website: **[www.realisag.de](http://www.realisag.de)**

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