



Real Estate Investment Profile

Investment Profiles & Contacts

2023

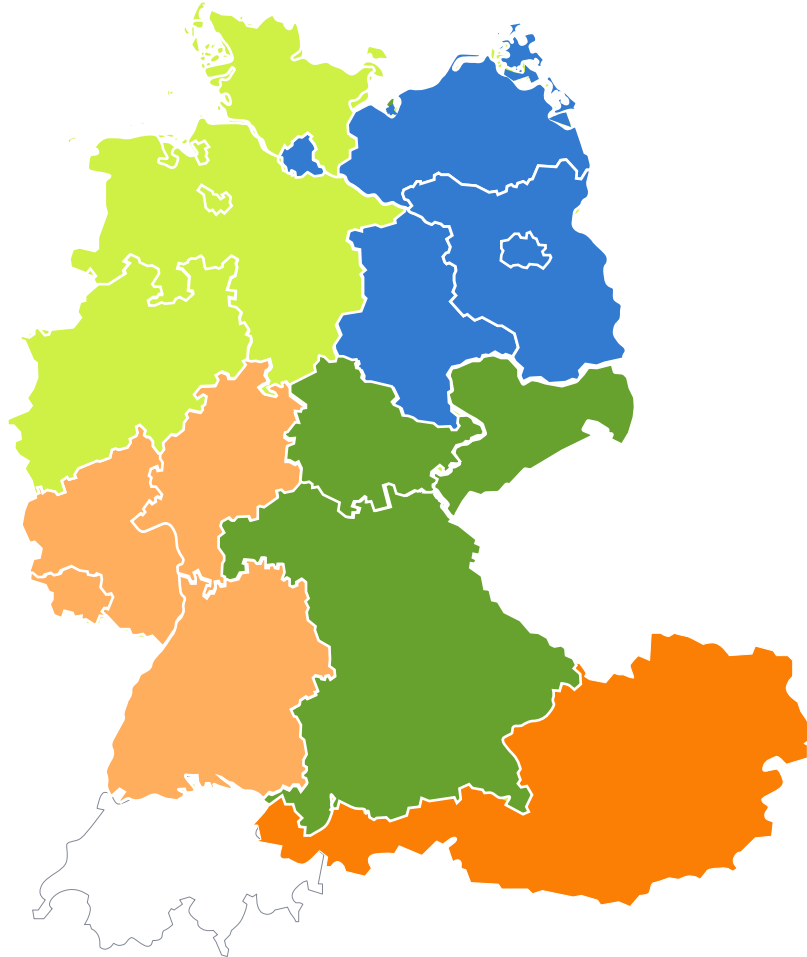
Investment Profile COMMERCIAL

	Office	Retail	Logistics	Hotel (City Hotels)	Hotel (Leisure Hotels)
Risk	<ul style="list-style-type: none"> • Core, Core + 	<ul style="list-style-type: none"> • Core, Core + 	<ul style="list-style-type: none"> • Core 	<ul style="list-style-type: none"> • Core 	<ul style="list-style-type: none"> • Core
Location	<ul style="list-style-type: none"> • Germany: Top 7-Cities, A-, B- and C-Cities • Europe: Capitals, A- and Cities 	<ul style="list-style-type: none"> • Individual location assessment 	<ul style="list-style-type: none"> • Established logistics hubs 	<ul style="list-style-type: none"> • Individual location assessment, metropolitan areas preferred 	<ul style="list-style-type: none"> • Individual location assessment, focus on leisure demand regions (long seasons) / cities with high tourism attractiveness
Property	<ul style="list-style-type: none"> • Office Property • Office Property with complementary usage types 	<ul style="list-style-type: none"> • Retail Parks • Local Supply Centers • Inner-City Commercial Building 	<ul style="list-style-type: none"> • Warehouses • Big Box logistics • Last Mile logistics • Light Industrial 	<ul style="list-style-type: none"> • Business Hotels 	<ul style="list-style-type: none"> • Leisure Hotels / Resorts • City Hotels
Letting	<ul style="list-style-type: none"> • Multi Tenant • Single Tenant • Occupancy > 60% 	<ul style="list-style-type: none"> • High occupancy rate • Longterm rental contracts • Chain stores with good solvency 	<ul style="list-style-type: none"> • Multi Tenant WALT > 3y • Single Tenant Longterm contract 	<ul style="list-style-type: none"> • Lease agreement • WALT > 15y • Operator with good solvency 	<ul style="list-style-type: none"> • Lease agreement (partly turnover rent possible) • WALT > 10y • Operator with good solvency or White Lable operator • Upscale – luxury concepts
ESG	<ul style="list-style-type: none"> • Certificates such as DGNB, BREEAM, LEED, WELL preferred • Green Lease Clauses preferred • Energy Performance Certificate (EPC): B or better preferred • Standing assets: ESG strategy preferred • Manage-to-ESG possible 				
Quality	<ul style="list-style-type: none"> • Standing assets: High building quality with traceable running maintenance measures • Developments: Forward Purchase or Forward Funding (< 24 months) 				
Target Regions	<ul style="list-style-type: none"> • D-A-CH Region • Europe: Benelux, Finland, France, Ireland, Portugal, Spain 				<ul style="list-style-type: none"> • D-A-(CH) Region • Europe: Netherlands, France, Portugal, Spain
Volume	> EUR 20m	> EUR 20m	> EUR 20m	> EUR 20m	> EUR 20m

Investment Profile LIVING

	Residential	Micro Living	Senior Living	Care Living	Portfolio
Risk	Core, Core +	Core, Core +	Core, Core +	Core, Core +	Core, Core +
Location	Economically strong locations and commuter belt locations with established infrastructure and good public transport link	Urban locations in metropolitan cities or university cities	Established A, B and C cities with established infrastructure and good public transport link	Individual location assessment with high demand	Established A, B and C cities with established infrastructure
Property	<ul style="list-style-type: none"> • Multi-Storey houses • Terraced houses / Semi-detached houses • Residential quarters • Mixed-Use quarters 	<ul style="list-style-type: none"> • PBSA and Micro Apartments • Serviced Apartments 	<ul style="list-style-type: none"> • Barrier-free living space • Elderly Living 	<ul style="list-style-type: none"> • Nursing home • Assisted Living • Combination preferred 	<ul style="list-style-type: none"> • Multi-Storey houses • Terraced houses / Semi-detached houses • Residential quarters • Mixed-Use quarters
Letting	<ul style="list-style-type: none"> • PRS and/or Rent regulated • High occupancy rate • No structural vacancy • Commercial share < 30% preferred • Developments: Letting activities by seller or buyer 	<ul style="list-style-type: none"> • With / without operator • Residential Usage • Commercial Usage 	<ul style="list-style-type: none"> • With / without operator • Residential Usage • Commercial Usage 	<ul style="list-style-type: none"> • Operator • WALT > 15 years • Occupancy > 80% 	<ul style="list-style-type: none"> • High occupancy rate • No structural vacancy • Commercial share < 30% preferred
ESG	<ul style="list-style-type: none"> • Certificates such as DGNB, BREEAM, LEED, WELL preferred • Green Lease Clauses preferred • Energy Performance Certificate (EPC): B or better preferred • Standing assets: ESG strategy preferred • Manage-to-ESG possible 				
Quality	<ul style="list-style-type: none"> • Standing assets: High building quality with traceable running maintenance measures • Developments: Forward Purchase or Forward Funding (< 24 months) 				
Soft Criteria	<ul style="list-style-type: none"> • No privatization remains • Expansion potentials possible 	<ul style="list-style-type: none"> • Operator with good solvency and track record • Minimum 100 units 	<ul style="list-style-type: none"> • Operator with good solvency and track record • Minimum 50 units 	<ul style="list-style-type: none"> • Operator with good solvency and track record • Minimum 60 care places 	<ul style="list-style-type: none"> • No privatization remains • Minimum single asset: EUR 5mn
Target Regions	<ul style="list-style-type: none"> • D-A-CH Region • Europe: Benelux, Finland, France, Ireland, Portugal, Spain 				
Volume	> EUR 20m	> EUR 20m	> EUR 20m	> EUR 15m	up to EUR 500m

Key Contacts D-A-CH



Head of Investment Management D-A-CH



Maximilian Kube
maximilian.kube@realisag.de
+49 89 489082 350

Berlin, Brandenburg, Hamburg, Mecklenburg Western Pomerania, Saxony-Anhalt



Bernhard Braumandl
bernhard.braumandl@realisag.de
+49 89 489082 462



Alessa Sämmmer
alessa.saemmer@realisag.de
+49 89 489082 176

NRW | North | Health Care D-A-CH



Ralf Maschin
ralf.maschin@realisag.de
+49 89 489082 178



Jürgen Zipfel
juergen.zipfel@realisag.de
+49 89 489082 177

Rhein-Main | Baden-Württemberg Hotel D-A-CH



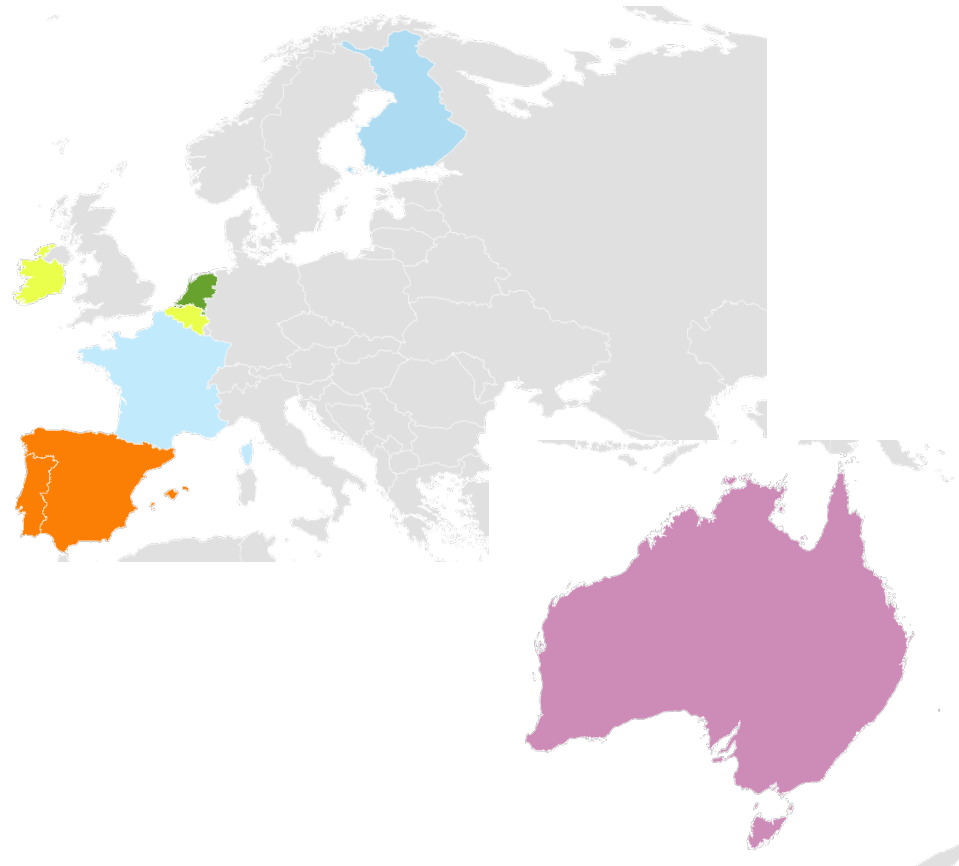
Dennis Riedel
dennis.riedel@realisag.de
+49 89 489082 322

Austria | Residential D-A-CH



Maximilian Stöcklein
maximilian.stoecklein@realisag.de
+49 89 489082 227

Key Contacts International



Head of Investment Management International



Barbara Geidner-Buchelt
barbara.geidner-buchelt@realisag.de
+49 89 489082 138

Netherlands

Maikel Mast
maikel.mast@realis-netherlands.nl
+31 202807004

France | Belux



Alexandre Guignard
alexandre.guignard@realis-france.fr
+33 (1) 563536 47

Finland | France | Belux



Marcel Zimmermann
marcel.zimmermann@realisag.de
+49 89 489082 234

Ireland | UK | Finland



Dorothee Weidl
dorothee.weidl@realisag.de
+49 89 489082 289

Ireland | Hotels Europe



Jan Hendrik Kob
jan.hendrik.kob@realisag.de
+49 89 489082 503

Spain | Portugal

Christian Maurer
christian.maurer@realisag.de
+49 89 489082 137

Australia | UK



Désirée Bühler
desiree.buehler@realisag.de
+49 89 489082 162