

Media release

Real I.S. raises capital commitments for 2021 to more than EUR 1 billion

- **Investment volume of around EUR 1.2 billion in 2021**
- **Transaction volume rises to EUR 1.7 billion**
- **ESG as integral element in active asset management**

Munich, Germany, 10 January 2022 – Real I.S. AG was able to increase capital commitments from investors for 2021 to more than EUR 1 billion, a significant increase compared to the previous year. The commitments for individual mandates and diversified portfolio funds in 2021 came from private investors (approx. EUR 179 million) and from the institutional sector (approx. EUR 851 million) from savings banks and banks, pension funds as well as foundations and insurance companies.

At the same time, Real I.S. reported a transaction volume across all use classes of approx. EUR 1.7 billion in 2021 – an increase compared to 2020, the majority of which is attributable to real estate purchases. According to current figures, the total sales volume stood at a value of approx. EUR 500 million.

‘We can once again report positive performance for the 2021 financial year. Real I.S.’s diversified portfolio has proved to be resilient, given the ongoing Covid-19 pandemic. This is evident in the rising valuations totalling EUR 268 million in our funds, for example. 2021 was a successful year for us and was also marked not least by ESG (environment, social, governance) measures, especially decarbonisation. Real I.S. is one of the industry’s leading companies in this respect. At product level, for example, we were able to offer our investors the first three sustainable investment funds as defined in Article 8 of the EU Disclosure Regulation as early as in the middle of last year, and many more will follow,’ said Jochen Schenk, Chief Executive Officer of Real I.S. AG.

CO2 targets go hand in hand with long-term returns

'It's clear that the real estate sector must also move so that the EU's climate targets can be met. We accept our responsibility and will play our part. This commitment is in line with our objective of generating returns for our investors over the long term.

With this in mind, we inspect every property for sustainability risks and their impact on returns, including both purchased properties and those in our portfolio. Assessing compatibility with the Paris 1.5 degree climate pathway has now become an integral element in our active asset management,' explained the CEO.

Real I.S. is a supporter of the UN Global Compact initiative and has also set itself the goal of becoming climate neutral at corporate level by 2030, and at portfolio level by 2050. As ESG Manager, Giulia Peretti has been coordinating the changes in all divisions of the Real I.S. Group since the middle of last year.

Acquisitions diversified by usage classes and markets

Through its acquisitions, however, Real I.S. is continuing to implement not only its ambitious ESG strategy, but also primarily the specific investment strategies of its funds. Real I.S. also broke new ground when diversifying these real estate portfolios last year, both with regard to the usage classes purchased and in the selection of markets outside Germany. These particular purchases include a portfolio of three French retirement homes acquired in December 2021, the first acquisition for the open-ended special real estate alternative investment fund (AIF) *Modern Living*. In addition, Real I.S. for the first time purchased real estate in Finland, where the company bought an office building for the investment fund *BGV VIII Europa*. Several other acquisitions were made for this pan-European diversified special AIF, such as the *Keizerslanden* local shopping centre in the Netherlands and the office complex *PANDION FRANCIS* in Germany.

BGV investment fund series continues on growth path

Real I.S.'s product range is expanding, with the *BGV* fund series aimed at institutional investors also continuing to grow. Due to the sustained high demand,

Real I.S. is continuing the successful series of diversified pan-European portfolio funds, having recently launched *BGV IX*. Following the purchase of a Dutch logistics real estate development and the acquisition of the third phase of the *Marina Village* residential property in Ireland, the investment phase of *BGV VII Europa* has now been completed. Thus this special fund has reached its target volume of around one billion euros and is fully invested.

Many highlights for professional and private investors

Given the high demand for Real I.S. investment fund products, the acquisition process was very active and close to attractive markets despite the ongoing pandemic. In Austria, Real I.S. re-entered the hotel market in 2021 by acquiring the *MOONS* property in Vienna for *Real I.S. GREF*. In Australia, Real I.S. acquired the fully let office building, *11 Wilson Street* in Sydney for the *Australian Institutional Portfolio Fund*, even during the pandemic-related travel restrictions, thanks to its own local team. For the open-ended real estate retail fund *REALISINVEST EUROPA* the company purchased two office properties: *BAR 65* in Brussels, Belgium and *Le Virage* in Marseille, France. Further acquisitions are in preparation.

About the Real I.S. Group

The Real I.S. Group has a track record of 30 years as BayernLB's fund provider specialised in real estate investment. As a member company of the Sparkassen-Finanzgruppe (German savings banks group, Land central banks and associated companies), the Group ranks among the leading asset managers in the German market.

Along with Alternative Investment Funds (specialised institutional AIFs and closed-end mutual AIFs), the range of products and services comprises customised fund solutions, club deals and joint ventures. The company has assets of around EUR 12.5 billion under management. The Real I.S. Group has two licensed investment management companies (KVG) established under the German Investment Code (KAGB) and operates subsidiaries and branches in France, Luxembourg, the Netherlands, Spain, and in Australia. More information is available on the company's websites at www.realisag.de or www.realis-australia.com.au.

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