



VERSATILE. EXPERIENCED. SYSTEMATIC.

THE DI GROUP AT A GLANCE

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RETAIL

- Approx. 250,000 m² of realised retail space
- Currently 12 shopping centres and retail parks under centre management
- Over 275,000 m² of retail space with over 9,300 parking spaces under property and facility management
- More than 950 managed rental agreements with over 275 retail partners
- Around 32 million shopping centre customers per year

OFFICE

- Approx. 250,000 m² of realised office space with over 3,000 parking spaces
- Currently 107,000 m² of office space with over 1,000 parking spaces under lease, property and facility management
- Currently over 110 rental agreements in the office segment, with 99% occupancy rate

RESIDENTIAL

- Currently 5,255 administrative units and approx. 200,000 m² of residential space under property and facility management
- Development of residential real estate projects valued at EUR 400 million

HOTEL

- More than 200,000 m² of realised hotel space
- Currently 100,000 m² of hotel space under property management
- Lease agreements with Accor, Kempinski, Penta, Steigenberger, among others

WITH THE ADLON PROJECT UNDER OUR BELT,

we know we have what it takes to create sustainable property value!

Enthusiasm and experience is our recipe for success, and over the years we have developed a keen instinct for creating long-term added value for our clients. We have developed something that for many years was the exclusive province of private investors to reflect the specific interests of institutional clients and family offices.

Our team currently includes around 140 experts, ranging from architects and asset managers, property and building services managers, to rental, IT, marketing and financial specialists. At present, they are managing 40 projects with a contract value of around EUR 2 billion.

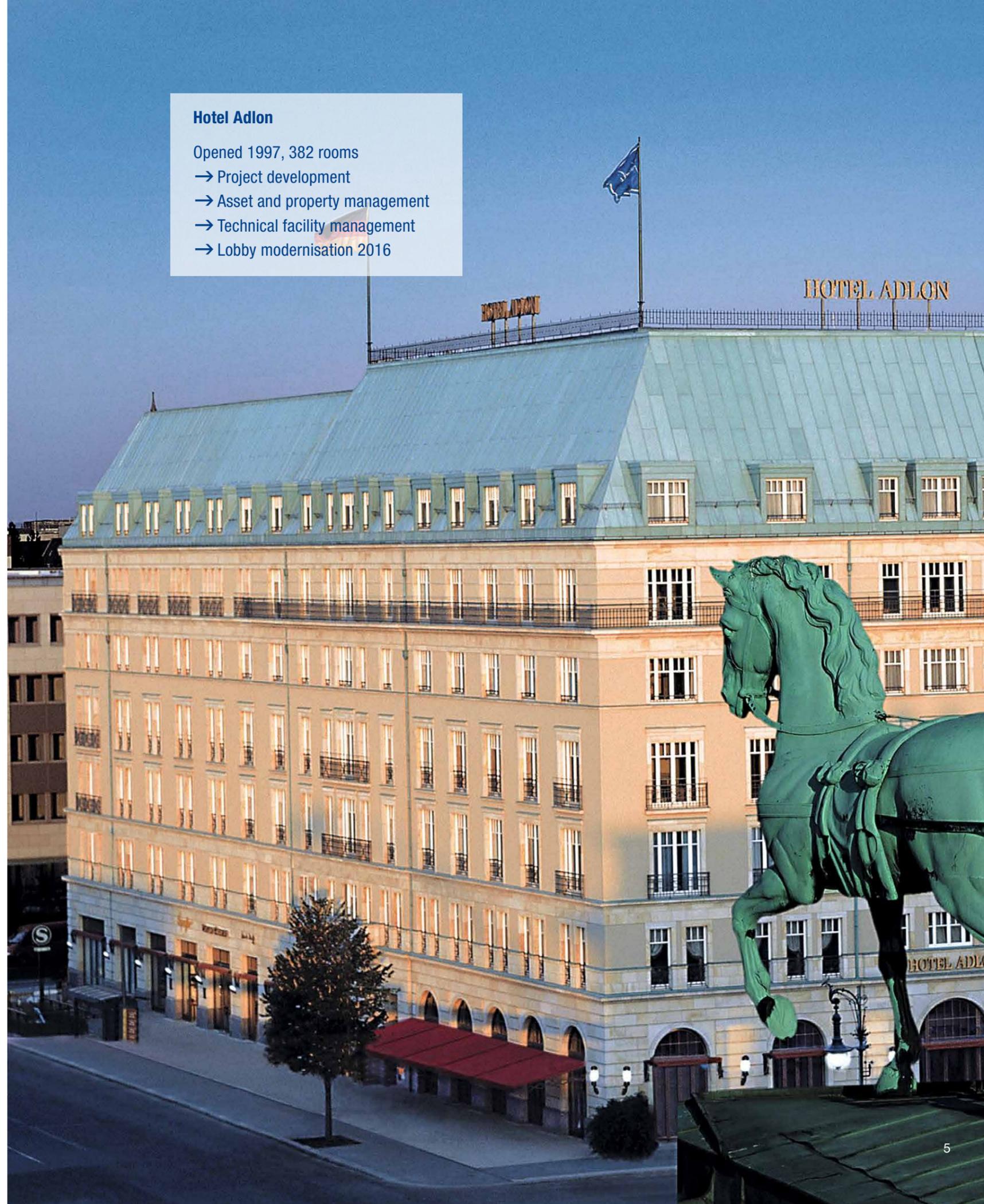
OUR SERVICES

- Successful project development
- Sustainable centre management
- Target-group oriented revitalisation
- Value-adding asset management
- Reliable property management
- Professional facility management
- Personal service

Hotel Adlon

Opened 1997, 382 rooms

- Project development
- Asset and property management
- Technical facility management
- Lobby modernisation 2016



TAILORING TO YOUR NEEDS IS AN EXECUTIVE PRIORITY

You can rely on that

Efficient development and value-adding management has become our hallmark. We master the challenges associated with the entire property cycle with equal success in the retail, residential, office, and hotel property segments. Germany-wide. Individual. Smart.

We know from more than 35 years of experience that every property is unique. That's why we develop custom-made solutions rather than working with "one-size-fits-all" concepts. Helmut and Benedikt Jagdfeld, the two directors of the owner-managed DI Group, are the people

who guarantee that your bespoke concept is the perfect fit. First they listen, and then they measure up – to your expectations. Two generations linked by experience and innovation. Two highly regarded entrepreneurs who understand the markets.



„As Special Situation Manager, I develop results-oriented strategies for your property project – with a natural business instinct for your needs. Benefit from our in-depth understanding of the specific challenges associated with your property.“

Benedikt Jagdfeld
Owner and Managing Director



„I'm personally responsible for discussing key management strategies directly with our project partners and ensuring their prompt implementation. That's why we trust each other, can make fast decisions, and achieve the desired results.“

Helmut Jagdfeld
Managing Director

WE ARE the DI Group next generation

Business development and innovation

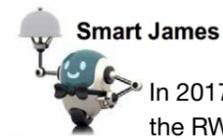
Today's commercial properties have to be practically developed and maintained, as well as cost-effectively managed to maximise yield. Many years of experience in the business and a team of specialist experts give us the extensive know-how to deliver optimum results.

"The DI Group next generation" is the new business unit we have set up to improve our performance through innovation. In 2015, we were the first retail management company in Germany to use Limbic® as a tool for the target group-oriented positioning, development and refurbishment of retail properties.



LIMBIC®
LICENSED
PARTNER

company in Germany to use Limbic® as a tool for the target group-oriented



Smart James

In 2017, we became a cooperation partner of the RWTH Aachen University's Human-Computer Interaction Center, providing support on issues and requests for bids in the field of retail robotics. The establishment of a service academy enables us to exchange information with our retail partners on optimisations for the latest customer service requirements.



„As the youngest member of the Management Board, I'm very interested in the changes taking place in the property industry in the wake of digitalisation. We want to share our forward-looking experience with you to improve the quality and value of your commercial property portfolio in the future.“

Maximilian Jagdfeld
Member of the Management Board



„We maximise the appeal of your retail property with professionalism, enthusiasm and the latest findings from the fields of consumer research, brain research and IT.“

Cengiz Herrmann
Head of Asset and Property Management

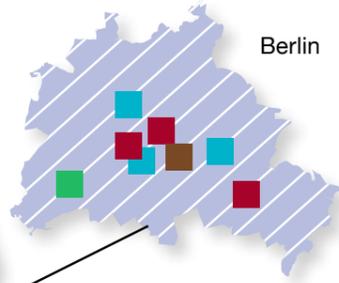
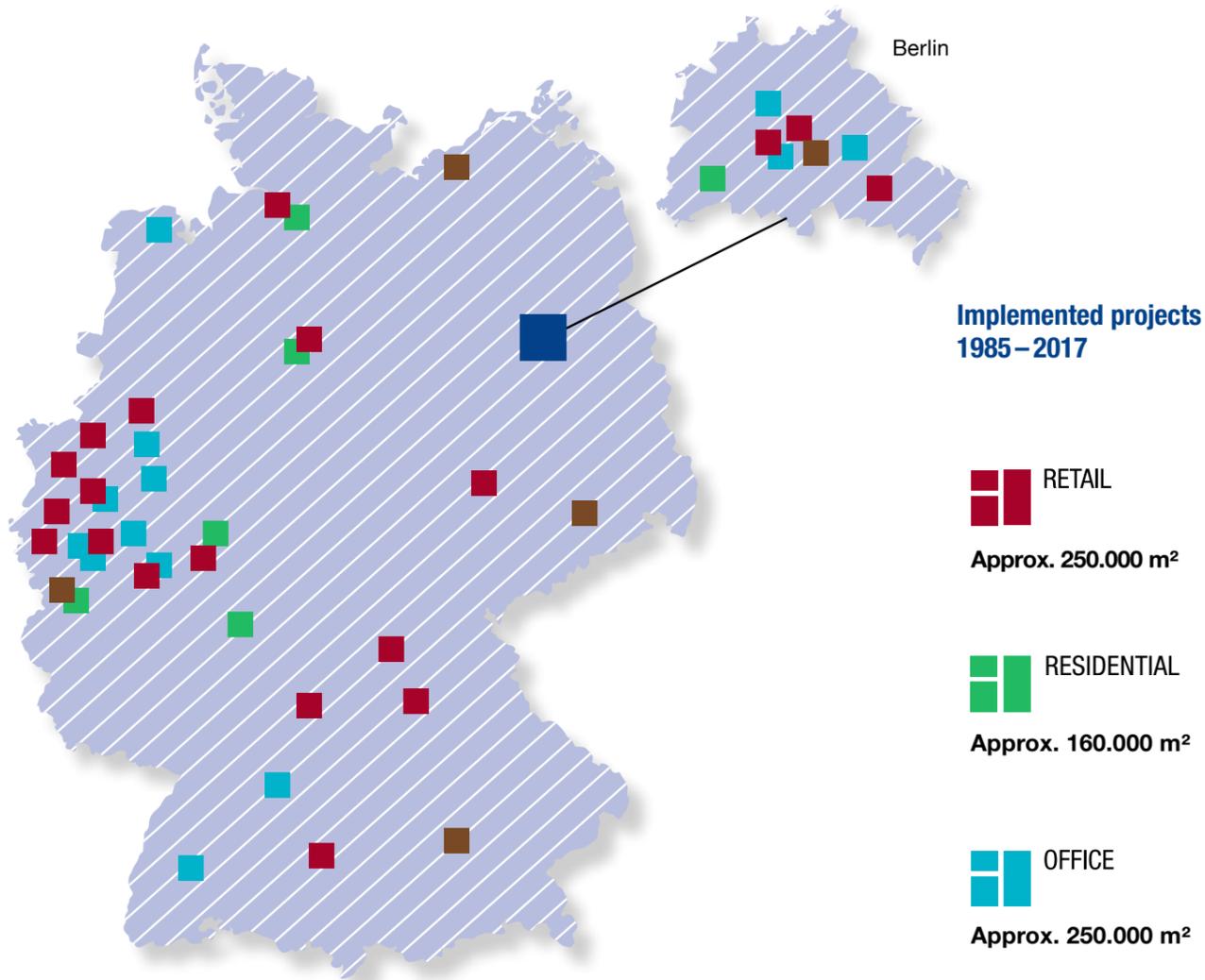
FUTURE-ORIENTED EXPERIENCE

Successful project development

We've been your experienced and dependable development partner for more than 35 years. In that time, we have implemented over 800 real estate projects

worth more than EUR 5 billion - from local retail parks to trans-regional shopping centres, from city properties with office and retail space to large office towers with

40,000 m² of floor space, from mixed use properties to purely residential ones, and from middle-class hotels to sophisticated luxury city hotels.



„For us, project development isn't just about creating new commercial space and marketing it at a profit. You also benefit from a property that retains its value in the long term as a result of optimised operating expenses, cost-effective modernisation, revitalisation or refurbishment.“

Rudolf Theus
Head of Technical Project Development



Proposal for food court refurbishment, Rathaus-Center Pankow, Berlin
kplus konzept, Düsseldorf

SUSTAINABLE RETAIL LOCATIONS

Current development and revitalisation projects

Most of our current development and revitalisation plans focus on retail and hotel properties in mid-sized German towns. In 2017, we collaborated with GMA | Gesellschaft für Markt- und Absatzforschung mbH to publish a ranking of the most appealing mid-sized towns in Germany. This proves that a new concept is necessary to counter

strong competition from larger neighbouring towns. These towns lack modern retail space and their shopping centres are unfashionable and unattractive. Even local residents are spending their money elsewhere because the shopping experience in their own town lacks appeal. We design needs-oriented, modern and sustainable retail

concepts that appreciate in value and revitalise outdated shopping centres in a target group-specific way. We have currently submitted five revitalisation projects with a total value of around EUR 70 million for retail properties under our management which will be implemented over the next two years.



„I focus on the requirements and objectives for the new generation of shopping centres that will ensure the long-term commercial viability of mid-sized towns. If the shopping centre enhances the entire town’s retail sector, it will draw back shoppers and purchasing power.“

Klaus Martin Callhof
Head of Project Development

A current shopping centre development: Schloss-Terrassen in Homburg
80 shops and food court on three levels, approx. 22,000 m², approx. 400 parking space

CLOSE TO THE CUSTOMER

We're passionate about retail parks

We believe that local retailers in small and mid-sized German towns are very important. When you develop local stores and retail parks, you need an instinct for a good location and extensive technical and commercial know-how. Our collaboration with high-net-worth retail

partners, such as Netto, Edeka, Rewe, Kaufland and Real, guarantees long-term success at the location in question. Our experts have many years of experience in the development of both small-scale retail units, such as the ones used by Penny supermarkets,

and large-scale hypermarkets. All developments are tailored to the location and the needs of the client to establish sustainable and future-proof retail locations.



„We remain in regular contact with retailers in the food and DIY sectors to identify future consumer requirements. We are receptive to new trends, and develop appropriate concepts for our clients that reflect zoning law requirements, and manage them with you to achieve profitable growth.“

Armin Elsen
Head of Specialist Retail Development



Rewe, Siegerland-Center

DEVELOPING PULLING POWER

Sustainable centre management

The (re-)positioning of our retail properties in line with market requirements, which anchors them in the consumer's mind as a "third place", is our primary aim in a world where the online retail segment continues to expand. To encourage consumers to rediscover brick-and-mortar stores, we develop individual, target-group specific retail concepts with an optimised

tenant and brand mix, and a strategic marketing concept that is tailored to the shopping centre's positioning. A 360-degree view optimises our shopping centres' customer loyalty rate, while our local centre management team provides visitors with a professional contact point and service.

Our experienced lease managers use Limbic® to identify future consumer needs, and adapt retail structures to those needs by developing and implementing attractive and innovative tenant and sector concepts.



„We have been successful in securing new management contracts and are extending our retail operations for clients. The key to success are our effective shopping centre and lease management teams. They are committed to working together with you to, the shop operators and retail partners, to generate added value for our shopping centre visitors and customers. Be it enhancing the shopping experience, improving service quality, or enhancing the shopping centre's amenity value. Talk to us.“

Christoph Stoll
Head of Centre & Lease Management

Proven value appreciation

Our comprehensive refurbishment project has made CCB – City-Center Bergedorf in Hamburg fit for the future, and helped it to achieve its best-ever market positioning. Among other achievements, we have succeeded in increasing customer traffic by more than 20 percent.

RETAIL PROJECTS

360° view for your success



Forum Köpenick, Berlin, FO: 1997, ref.: 2016*, approx. 40,600 m², approx. 140 shops incl. H&M, Rewe, Medi-Max



City-Center Bergedorf, Hamburg, FO: 1973, ref.: 1981/2010*, approx. 36,900 m², approx. 80 shops incl. P&C, TK-Maxx, Saturn



City Galerie Aschaffenburg, FO: 1974, ref.: 2008/2009*, approx. 51.000 m², approx. 70 Shops incl. Galeria Kaufhof, MediaMarkt, C&A, H&M, Intersport



TeckCenter, Kirchheim, FO: 1978, ref.: 2016*, approx. 11,000 m², approx. 20 shops incl. C&A, Deichmann



LIO, Berlin, FO: 2007, ref.: 2015*, approx. 13.000 m², approx. 25 Shops incl. REWE, Aldi, C&A, Rossmann, Woolworth, Reno, Elixia



Plaza Frankfurter Allee, Berlin, FO: 1995, ref.: 2006*, approx. 5.300 m², approx. 20 Shops incl. Edeka, Vom Fass, M&C Geiz

*FO = Opening ref. = Refurbishment



Rathaus-Center Pankow, Berlin, FO: 1999, ref.: 2006*, approx. 29.600 m², approx. 80 Shops incl. Kaufland, C&A



Riesapark, Riesa, FO: 1993, ref.: 2016*, approx. 40.000 m², approx. 50 Shops incl. Real, Aldi, Toom, MEDIMAX, Modezentrum Kress

RESIDENTIAL PERSONAL SERVICE

Residential property management is our profession

You can depend on our team of professional real-estate agents, tax consultants, accountants, architects and building services technicians to professionally manage your residential property assets. We currently have around 5,200 contracts under management at 20 locations throughout Germany. In the context of managing rented and owner-occupied flats, we are responsible

for over EUR 10 million in rent and common charges, plus an average maintenance budget of EUR 2 million. As a member of the Association of North Rhine-Westphalian Property Managers (VNWI), we ensure without exception that our services comply with the very highest quality standards.

Our staff receive regular training to keep them up to

date on legal and practical issues, ensuring that you benefit from their expertise in comprehensive property management. Full occupation rates over the years are impressive proof of the high residential quality of the properties under our management. For institutional clients and for owner-occupiers.



Our primary task is to maintain the value of your residential property. And increasing its value is our goal. We are always fair and dependable, and we offer integrated property management based on a service package that is tailored to your needs. Our specialists find solutions to any challenge - reliably, professionally and on time. Whatever service you opt for, with us you can always count on having a dedicated client consultant."

Michael Sadecki
Head of Residential Property Management

- Rental management
- Joint property management
- Special property management
- Technical property consulting
- Maintenance supervisor services
- Asset management

RESIDENTIAL PROJECTS

Comprehensive property management

Aachen-Laurensberg

Residential/commercial complex
Tenant/homeowner association/
owner-resident management
Since 1986/2007
241 residential/ commercial units
235 parking spaces



Frankfurt/M., Westpark

Residential complex
Tenant management
Since 1998
408 residential units
358 parking spaces



K ln-Ossendorf

Residential complex
Homeowner association
management
Since 2013
52 residential units
78 parking spaces



Offenbach, B rgel I

Residential complex
Tenant management
Since 1998
325 residential units
301 parking spaces



Berlin-Grunewald

Tenant management
Since 1994
20 residential units
20 parking spaces

Frankfurt/M., Bonames

Residential complex
Tenant/homeowner
association/ owner-resident
management
Since 1995

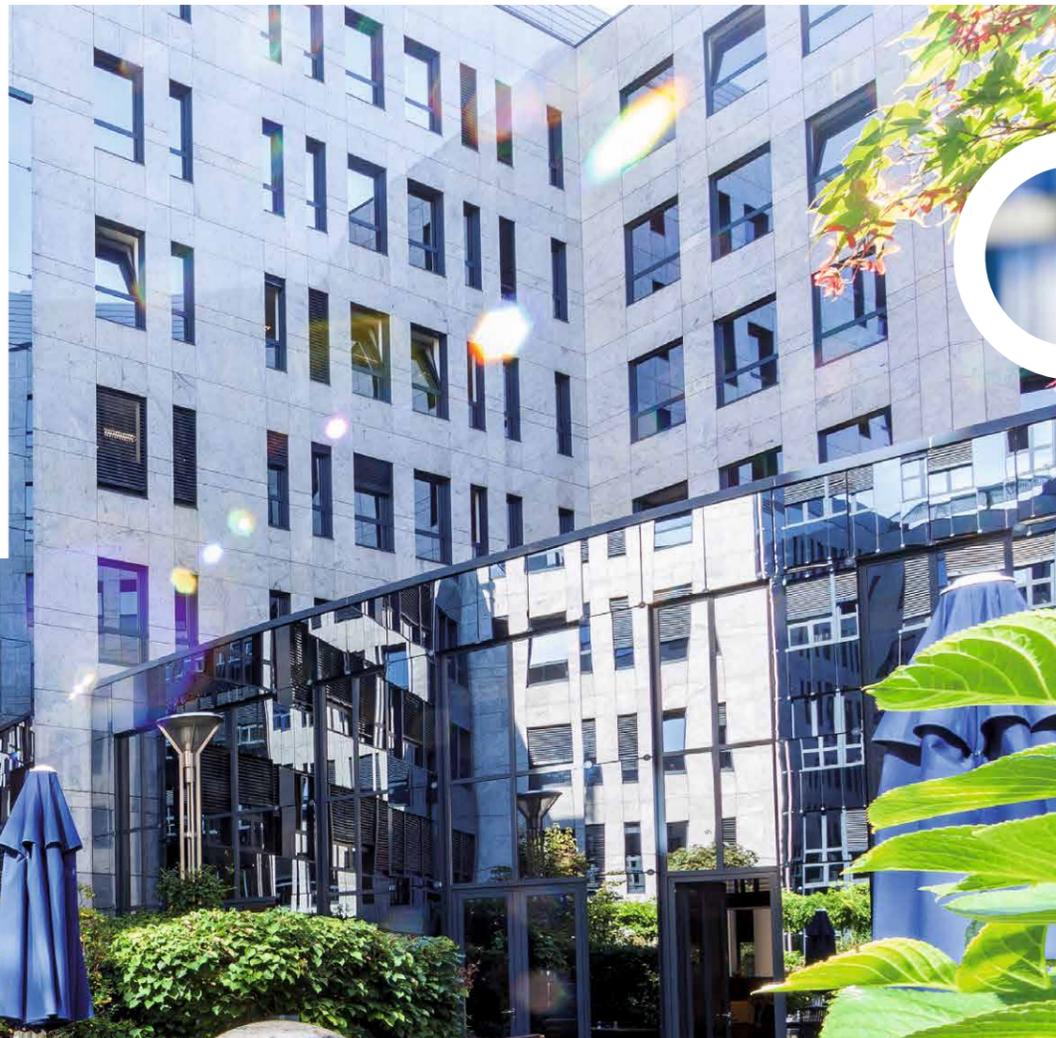
ENABLING BUSINESS SUCCESS

Efficient space management

In the last 35 years, the DI Group has developed over 250,000 m² of office space. Decades of experience in the commercial and technical management of a variety of office properties proves just how successful

our office experts are. We combine the professional marketing of your office space, via print, online and out-of-home media, with our personal network of clients and agents.

We draft flexible, individual and yield-oriented rental offers with needs-oriented space concepts for existing and prospective tenants.



„Our goal is to improve the performance, workspace quality and usability of your property, as well as optimising its floor area and operating costs. Our highly motivated office team provides an integrated, sustainable and efficient property management service to reduce your workload. Also, both you and your tenants can always reach us via our 24-hour service. Satisfied and solvent tenants guarantee your profitability and the long-term appreciation of your office property’s market value.“

Thomas Kühl
Head of Office Management

- Long-term yield security through efficient unit marketing
- Operating cost optimisation
- Discounted energy tariffs
- Cost-efficient management of all service providers.
- In-house technical services
- Recommendations on value optimisation

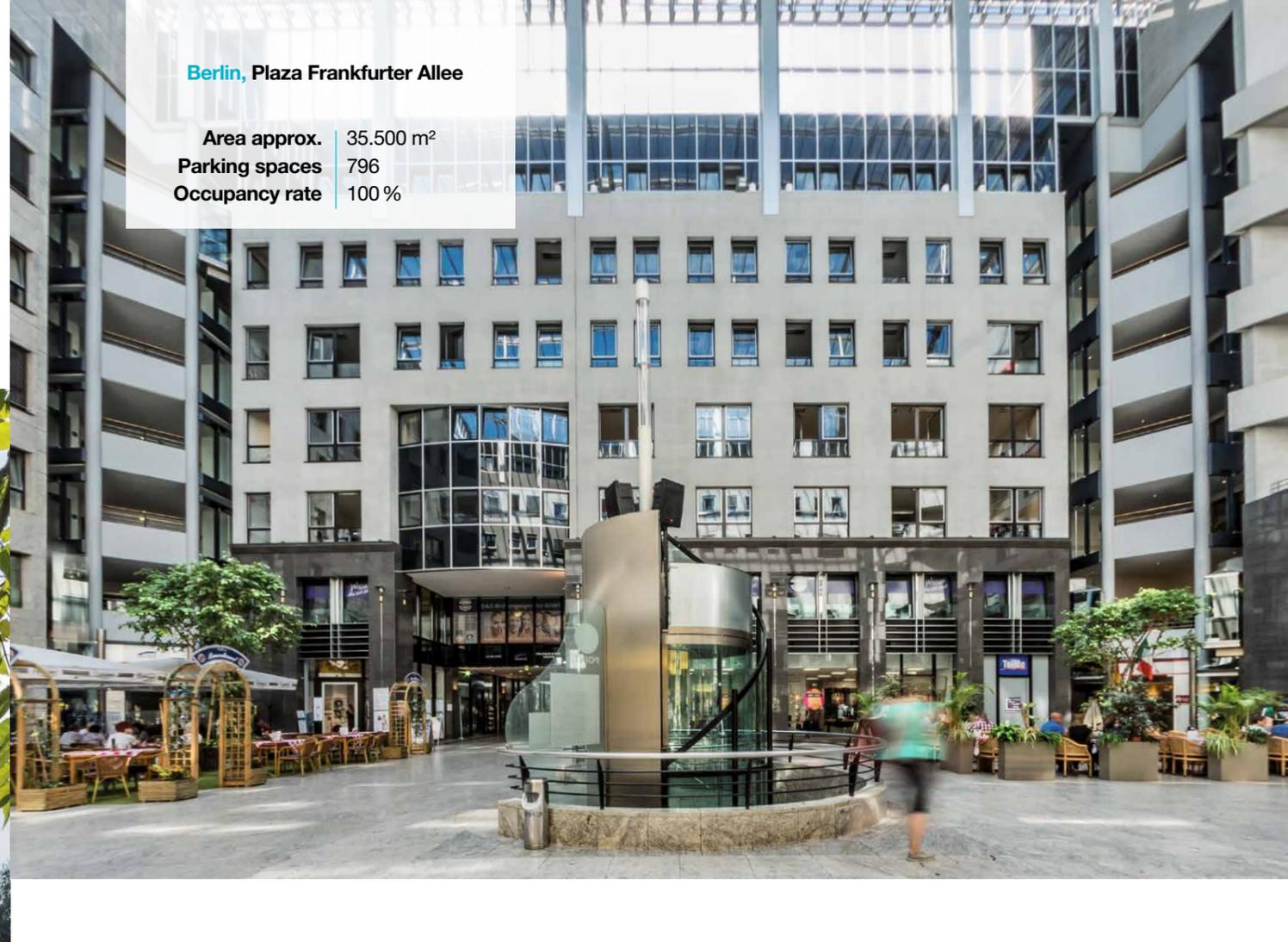
OFFICE PROJECTS

Innovative office space concepts



Berlin, Spreebogen Plaza

Area approx.	22.300 m ²
Parking spaces	316
Occupancy rate	100 %



Berlin, Plaza Frankfurter Allee

Area approx.	35.500 m ²
Parking spaces	796
Occupancy rate	100 %



Bonn, Detecon

Area approx.	26.700 m ²
Parking spaces	396
Occupancy rate	100 %

LOCATION = STARS

Recognising needs

Location is the decisive factor in the development of hotel properties. Boasting arguably the best location in Germany, our hotel experts were able to open the restored Adlon Hotel in Berlin in 1997 as a luxury hotel in the international 5-star plus category. Similarly luxurious, the Hotel Quellenhof in Aachen was exclusively

refurbished and re-opened in 1997 as a top-class business and congress hotel.

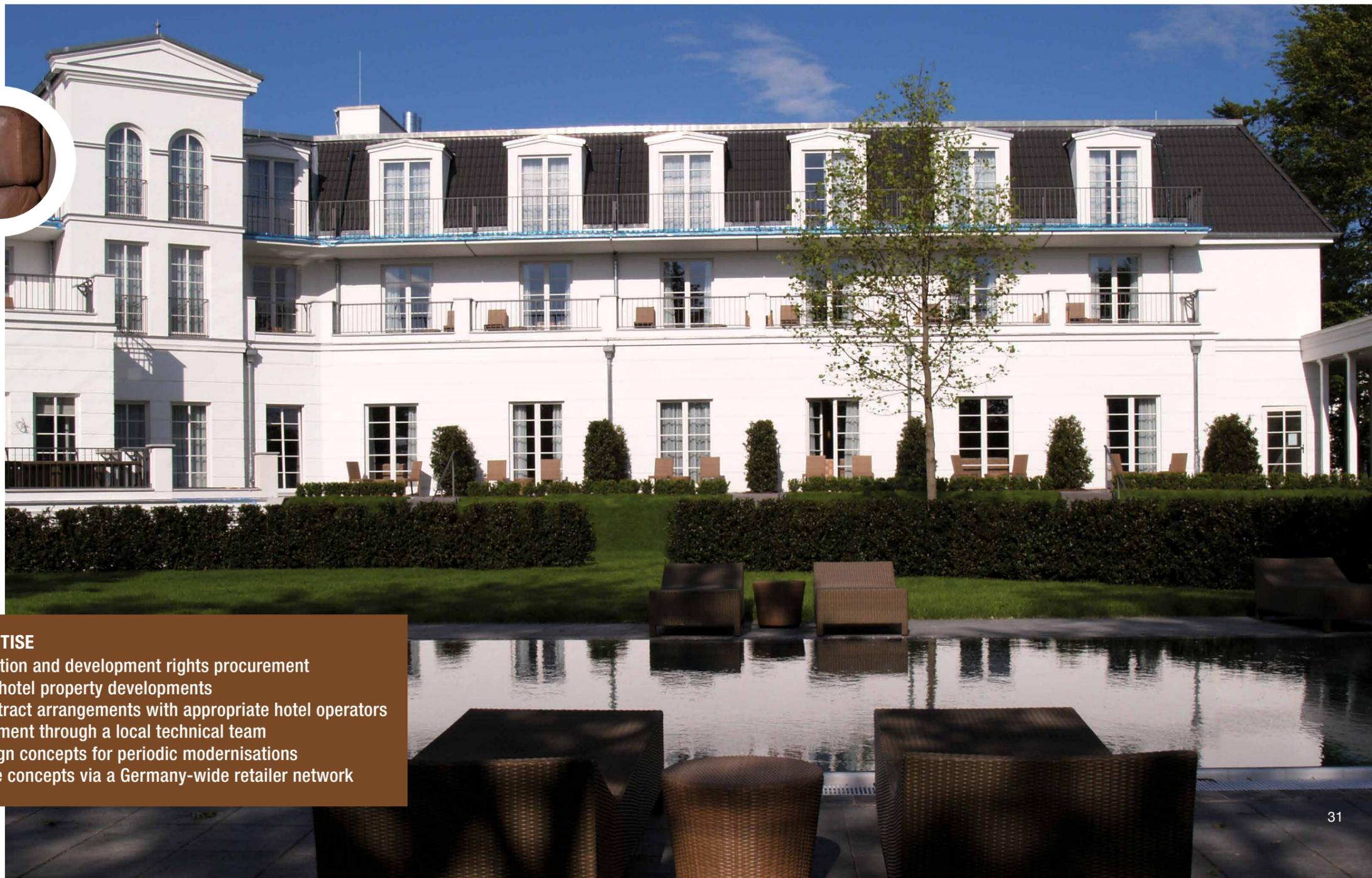
In contrast, the Pentahotel in Chemnitz presented itself as a dynamic, young lifestyle hotel, attracting a diverse range of guests. When developing the Steigenberger

Strandhotel in Zingst, our experts catered to the discerning needs of beach holidaymakers in search of peace and relaxation. However, the development or refurbishment of hotel properties is only the first step in the value chain: our professional and integrated property management concept ensures that the hotel is properly maintained.



„Our holistic approach to concept development and consulting in hotel property management increases the value of your property in the long term. We guarantee that the building fabric is preserved through regular checks implemented by our local team of technicians. Our excellent relationship and positive dialogue with Kempinski has resulted in a 20-year lease extension being signed for Hotel Adlon – for the highest fixed rent ever achieved in Germany of EUR 300 million, and the highest guaranteed revenue for a fund. Trust in our solid network of solvent hotel operators.“

Benedikt Jagdfeld
Owner and Managing Director



OUR HOTEL EXPERTISE

- Property acquisition and development rights procurement
- Needs-oriented hotel property developments
- Sustainable contract arrangements with appropriate hotel operators
- Facility management through a local technical team
- Advice and design concepts for periodic modernisations
- Additional usage concepts via a Germany-wide retailer network

HOTEL PROJECTS

Top-class hotel properties

Berlin, Hotel Adlon

Year of construction | 1997
 Rooms | 382
 Operator | Kempinski Hotels



Aachen, Hotel Quellenhof

Year of construction | 1916
 Refurbishment | 1999 Hotel
 2002 Spa & conference area
 Rooms | 185
 Operator | Pullman/Accor Group



Zingst, Steigenberger Strandhotel and Spa

Year of construction | 2006
 Rooms | 121
 Operator | Steigenberger Hotel Group

INSPIRING COMPETENCE

The collective expertise of the DI specialists guarantees fast and flexible processes and the effective implementation of efficient solutions for your long-term success.

PROPERTY MANAGEMENT

- Contract and receivables management
- Tenant support/correspondence
- Security deposit handling, rent adjustments and service charge accounting (in Yardi/IMS)
- Property inspections to check the building fabric
- Budget preparation and monitoring during construction and modernisation projects
- Prospective rental contract reviews (creditworthiness, special provisions)
- Preparation of letting and investment proposals
- Preparation of regular reports

„Expertise, enthusiasm and the latest insights from consumer research and Limbic® allow our experienced interdisciplinary team to maximise the appeal of your property. 100% occupancy rates at retail parks and shopping centres confirm our efficiency. We also put together focused service packages to maximise the return on invested capital, and exploit every possible value appreciation option. The development of a future-based, specific, transparent and integrated investment strategy is the way to achieving this goal.“

Monika Kliegel
Asset Manager



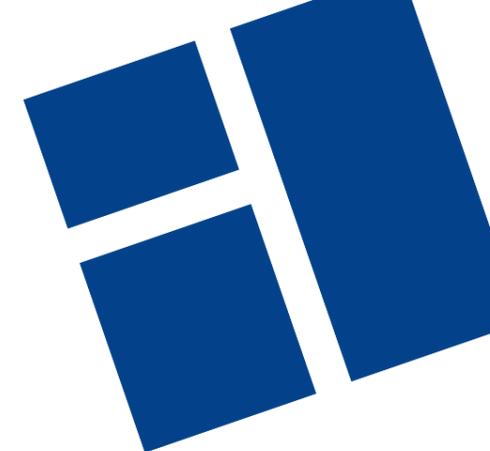
„We are successful in retail and office property management on account of our expertise, and because we have high quality and comprehensive data at our disposal. As an owner, you profit from our meticulousness when it comes to data because we can always provide you with any information you need, and we guarantee a high level of data transparency. We support future-oriented planning and maintain a results-based report portfolio with performance analyses, risk analyses and scenario analyses. By monitoring the market, competitors and technical innovations we can provide sound recommendations on targeted optimisations.“

Thomas Braun
Senior Property Manager

ASSET MANAGEMENT

- Property development
- Realisation of cost-cutting potential
- Tenant mix and marketing concept reviews
- Letting
- Development of sector concepts
- Development of building conversion concepts
- Investment consulting

POWERFUL CREATIVITY



MARKETING

- Integrated and target group-specific marketing plan
- Strategic marketing and communication measures
- Unique positioning concepts
- Social media strategies
- Shopping centre events with identification potential
- Shopping centre income growth

„We inject life into your retail properties by creating a specifically tailored tenant and sector mix, source suitable tenants/ retail concepts, and negotiate leases from the proposal to their signing. Flexible. Reliable. Fair for all contract partners. We develop innovative rental concepts in close collaboration with asset and centre managers, manage existing leases, and stay in contact with our tenants. The pooled competence of our experts, plus our close relationships with retailers and associations, help us to develop forward-looking retail solutions.“

„A detailed analysis of the genius loci at the outset of every project is the essence of a powerful story. We develop creative, resolute and results-oriented, long-term strategies that cover all the touchpoints in the customer journey. With Limbic®, we are also always one step ahead, which means we can respond quickly to fast-changing customer requirements. Focusing on the customers, we help shopping centre advertising alliances to create emotional and interesting promotions that inspire customers to return. We develop a value-enhancing corporate identity for office and residential properties for target-specific marketing in print and online campaigns“

Marcella Crespo
Head of Marketing

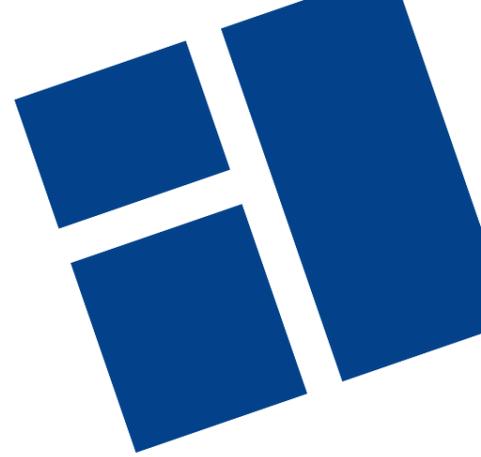
Marius Lorenz
Head of Leasing



LEASING-MANAGEMENT/RETAIL

- Innovative conversion concepts
- Target-group specific letting
- Screening/analysis of existing rental contracts
- Close relationships with all relevant retailers

ORGANISED EFFICIENCY



IT SOLUTIONS

- IT infrastructure and work process set-up, operation and support
- Sector-specific software (accounting, property management, hotel)
- Servers and clients (desktop, thin and mobile)
- Cloud, web, mail, messaging and terminal services
- Database administration and document management
- LAN, WAN and VPN networks
- Technical support desk

„Our in-house IT team has the perfect solution for any requirement, from cloud computing, remote desks and thin clients, through to conventional PCs running UNIX, Windows or Mac environments. Several data centres in Germany guarantee secure working practices using high performance server technology. Intelligent project development tools, database management, data collection, evaluation and monitoring, plus customer-specific reports are our daily bread. You, too, can benefit from our competence and flexibility.“

Gerd Oehmichen
Head of IT & Organisation

ACCOUNTING

- Owner representation
- Debit and credit management
- Rental invoice preparation
- Owner-specific reminder system
- Electronic invoice processing
- Service charge statements
- Preparation of advance VAT returns

„Our experienced team can reliably handle even the most complex of property or property management accounting tasks, from all aspects of P&L, accounts payable and accounts receivable accounting, through to the preparation of your operating cost statements. We always provide all the relevant figures for your advance VAT returns and reports using state-of-the-art, property-specific software programs. Proficiently. Reliably. On time“



Marita Schmidt
Accounting Manager





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