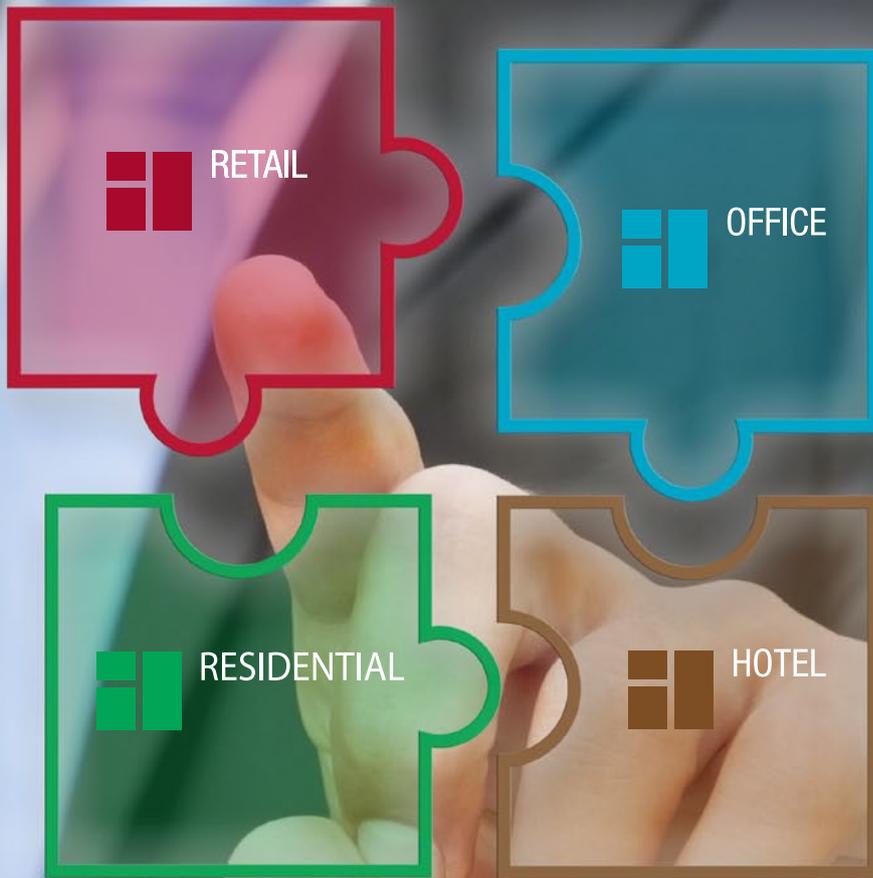


DEUTSCHE  
IMMOBILIEN  
GRUPPE



We create value!



The property experts

# WELCOME

The DI Group	04-07
Project development	08-13
Management	14-31
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▶ Hotel	24-27
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# VERSATILE, EXPERIENCED, SYSTEMATIC

## RETAIL

- Approx. 200,000 sq. m of realised commercial space
- Currently 10 shopping centres and retail parks in centre management
- Over 165,000 sq. m of retail space with over 4,500 parking spaces in property and facility management
- More than 850 managed rental agreements with over 250 retail partners
- More than 25 million shopping-centre customers per year

## OFFICE

- Approx. 250,000 sq. m of realised office space with over 3,000 parking spaces
- Currently over 100,000 sq. m of office space with over 1,000 parking spaces in leasing, property and facility management
- Currently over 100 rental agreements in the office segment, with a rental occupancy rate of 99%

## RESIDENTIAL

- Currently 5,255 administrative units and approx. 200,000 sq. m of residential space in property and facility management
- Development of residential real-estate projects to the value of EUR 400 MN

## HOTEL

- More than 200,000 sq. m of realised hotel space
- Currently 100,000 sq. m of hotel space in real estate management
- Lease agreements with Accor, Kempinski, Penta, Steigenberger





## WE CREATE PROPERTY VALUE!

**Enthusiasm and experience** is our recipe for success, and over the years it has enabled us to achieve long-term added value for our clients. Something that for many years was just the province of private investors has been further developed in recent years for the specific interests of institutional clients and family offices, thanks to the Deutsche Immobilien-Gruppe (DI Group).

**Commercial properties** don't just need sensible development and maintenance, they need to be managed with costs and returns on investment in mind. From the initial project development to asset, property and centre management, from refurbishment to professional building management, our highly specialised experts guarantee sustainable appreciation in the value of your property.

# TAILORING TO YOUR NEEDS IS BUSINESS FOR THE DIRECTORS

**Effective development and value-adding management** have become our unmistakable trademark. You'll find these firmly anchored in all of the company within the DI Group, whether DVI, DWI or DTI. Only with the expert knowledge they offer can you master the challenges of the entire property cycle. And we meet these challenges with equal success in the operational areas of retail, office, hotel and residential property. Germany-wide. Individually. Intelligently.

**Guaranteeing the right size and quality** of your made-to-measure "suit" are Helmut and Benedikt Jagdfeld, the two directors of the owner-managed DI Group. First they listen, then they measure up – to your expectations. Two generations linked by experience and a pioneering spirit. Two highly regarded entrepreneurs who know the markets, who don't promise to square the circle, but who always find a solution tailored to your needs.



*"Benefit from our in-depth understanding of the individual challenges of your property. We provide economically sound project development, manage properties to generate discernible added value for all target groups, and offer strategic property management advice. As Special Situation Manager, I draw up results-oriented strategies for your property project, with an entrepreneurial understanding of your needs."*

Benedikt Jagdfeld, Owner and Managing Director



## You can count on us

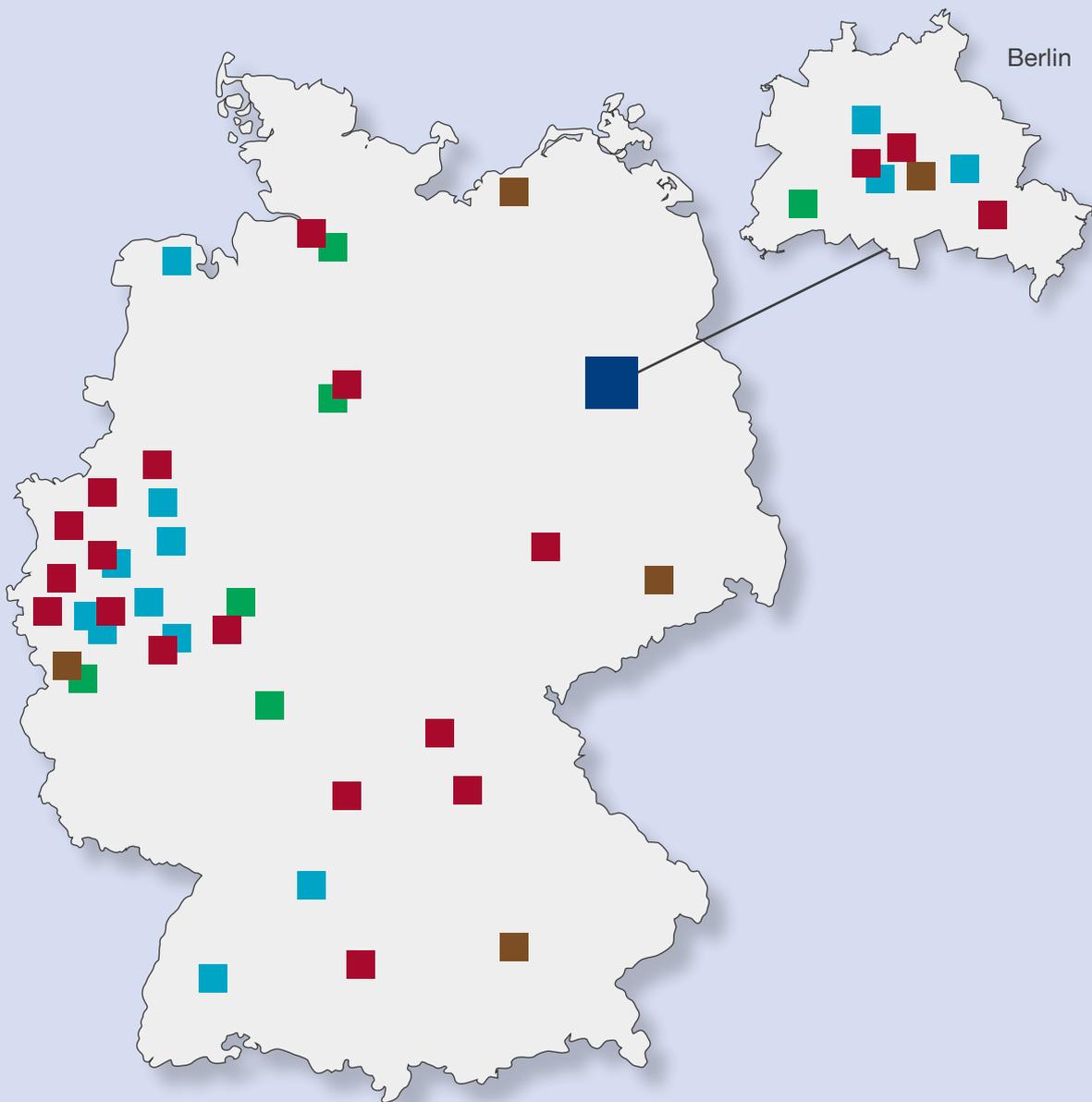
**Over 30 years of experience** shows us that every property is different. That's why we don't work with "one-size-fits-all" concepts, but develop custom-made solutions. Our team currently includes around 140 experts, ranging from architects and asset managers, property and building services managers, to rental, IT, marketing and financial specialists. At present they are managing 40 projects valued at around EUR 2 billion. It is only through being highly specialised that our staff can expertly deal with the individual requirements of a diverse range of properties. Together, you and our project team will find the most effective way to manage your property.

*"As Managing Director of the DI Group, I can always count on our highly professional team of experts, who constantly have the success of our partners and clients in view and successfully implement their goals. I am also personally responsible for discussing important management strategies directly with our project partners and implementing them promptly and in keeping with our agreement. This creates mutual trust, allows short decision-making paths, and secures the desired result."*

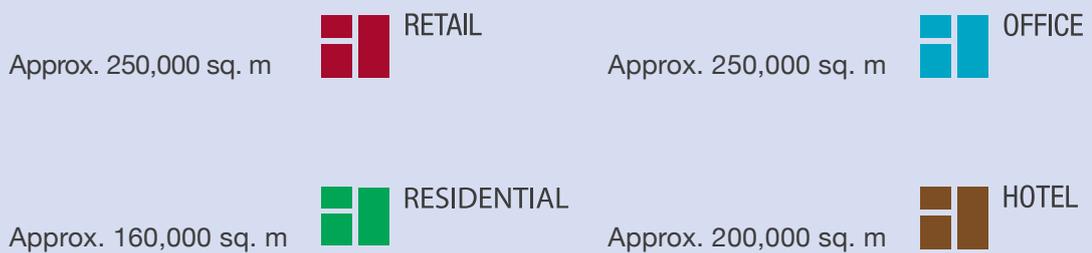
Helmut Jagdfeld, Managing Director

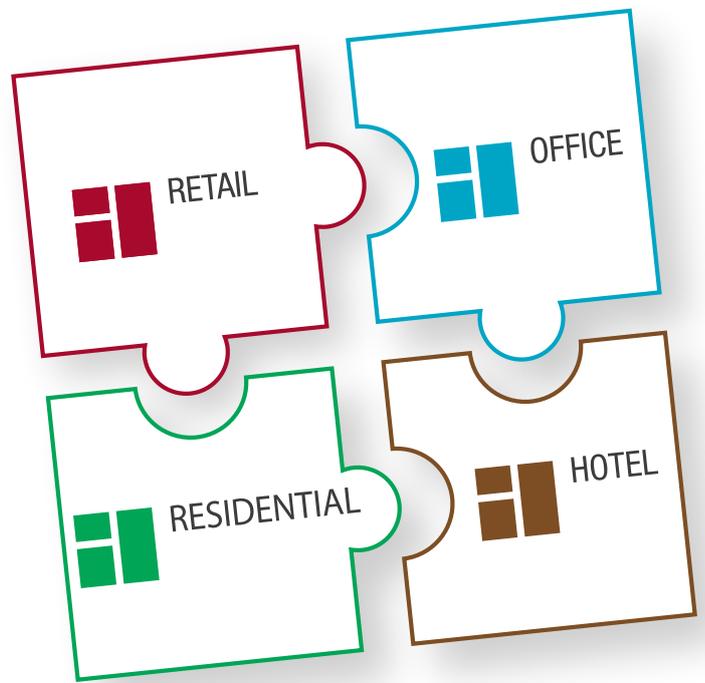


# SUCCESSFUL PROJECT DEVELOPMENT



Project developments 1985–2015





## Comprehensive experience

The DI Group has implemented over 800 real-estate projects worth over EUR 5 billion over the last 30 years. From local retail parks to national shopping centres, from buildings with office and retail space to large office buildings with 40,000 sq. m of floor space, from mixed-use properties to purely residential ones, from hotels in medium-density regions to cosmopolitan luxury hotels – we are your experienced and reliable partner for project developments.



*“For us, project development is not just about creating a new commercial space through lucrative marketing. We ensure that your property retains its value in the long term by optimising operational costs and overseeing cost-effective modernisation, as well as by ensuring any necessary renovation or refurbishment works.”*

Rudolf Theus,  
Head of Technical Project Development

# Sustainable project development

**Our current development plans** are concentrated on commercial and hotel properties in Germany, with a particular focus on medium-sized towns. The intense competition posed by large neighbouring towns requires the development of new strategies to secure purchasing power in one's own town. Often there is a lack of modern commercial space that would enhance the shopping experience for local residents. Our guiding principle is, therefore, to augment the existing local retail landscape with modern and sustainable retail concepts.



*“We deliver you the entire value chain: Our team offers you a single-source solution, from project development or redevelopment, through general planning, rental and construction management, all the way to long-term centre management. We will find the ideal size for your location and develop shopping centres and retail parks, as well as commercial buildings and stand-alones, all to suit your needs. Due to our close relationship with our retailers, we know their particular expectations and speak the same language.”*

Klaus Martin Callhoff,  
Head of Project Development

## Project development Homburg

Inner-city shopping centre, Homburg, Saarland, approx. 80 shops, 16,500 sq. m of retail space plus gastronomy and services, 3 shopping floors, 450 parking spaces in the project's own parking garage, completion autumn 2018



# Strong client relations

**Specialist retail is our passion:** The development of local and specialist retail centres requires an understanding of the location and complex technical and economic expertise. Our specialists boast many years of experience developing both small retail spaces, e.g. for Penny supermarkets, as well as large ones, e.g. for hypermarkets. Always tailored to the location and the needs of the client, to establish sustainable, future-proof retail locations.





*“Cooperation with investment-grade commercial partners, such as Netto, Edeka, Rewe, Kaufland and Real, guarantees sustainable success at each site. Viable business models and well-frequented locations form the basis of our long-term partnership with you.”*

Armin Elsen,  
Head of Specialist Retail Development

*“We place great value on local retail in small and medium-sized German towns. It is here that we see strong potential for the future, particularly for smaller specialist retailers. We are in constant contact with retailers in the food industry and DIY sectors, so we know what tomorrow’s customers are looking for and are open to new developments. On this basis, we cover both the conceptual and building-regulation side of your project development, and work with you to secure its long-term success.”*

Max Jagdfeld, Member of Management



# DEVELOPING APPEAL RETAIL



## Our retail expertise:

- LIMBIC® Retail Management\*
- Centre and leasing management
- Property, facility and parking management
- Centre (re-)positioning
- Market research and sectoral mix optimisation
- Retail real estate asset management
- LIMBIC® Expansion Management

\* see Page 16



LIMBIC®  
LICENSED  
PARTNER

With professionalism, enthusiasm and the latest insights from consumer research, our retail managers to make your commercial property as attractive as possible. Benefit from our thorough analyses and our excellent network to achieve fast and successful rentals in your commercial property. Fully occupied retail parks and shopping centres are proof

of our retail expertise. Daily reporting along with precise cash flow, OPEX and CAPEX forecasts support our portfolio management to allow thorough planning and decision-making. Our goal is to achieve a fundamental improvement in results for your commercial property and thereby ensure your satisfaction.

*“The fast, practical service provided by our interdisciplinary team will save you valuable time. We commit ourselves to your success – personally and over the long term. We are not satisfied until owners, tenants and visitors to your commercial property are happy. Our exceptionally high rental occupancy rate is proof of this success.”*

Cengiz Hermann,  
Head of Asset & Property Management



# Getting a glimpse inside the mind of the shoppers

The DI Group has the unique licence **worldwide** to use Limbic®Types and Limbic®Map in the development, revitalisation and management of commercial properties. Limbic® is based on widely recognised scientific insights into brain research, psychology and evolutionary biology, and links this with empirical consumer research. This makes consumer behaviour easier to forecast. After all, over 90 % of purchasing decisions are made subconsciously.

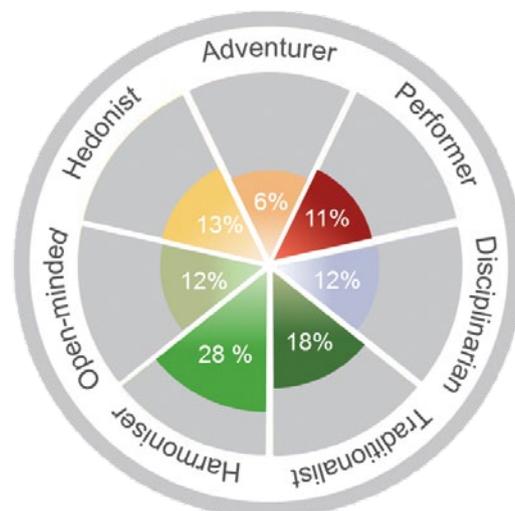
The six Limbic® shopper worlds constitute logical emotional worlds that best fulfil the subconscious expectations of shoppers. We therefore ensure that your centre has the right mix of shops, and position your centre and adapt its communications materials in line with the Limbic® system.



**LIMBIC®  
LICENSED  
PARTNER**

Limbic® is a registered trademark of Dr Hans-Georg Häusel/Gruppe Nymphenburg. All copyrights are held by the above-named. See: [www.nymphenburg.de](http://www.nymphenburg.de)

**Charles or Ozzy?** One classical, sociodemographic target group definition is: male, married, over 65, income greater than EUR 1 million, several children, resides in a castle. This description matches both Charles, Prince of Wales and Black Sabbath singer Ozzy Osbourne. However, the value systems of the two men, and consequently their purchasing behaviour, differ significantly. This is where Limbic® comes into it.



Source: Best for Planning 2015

## Leasing management

On the basis of Limbic®Types and Limbic®Map we offer you:

- Rentals relevant to the target group
- Precise determination of relevant sectors, brands and tenants for the specific target group
- Assessment of the ideal sites for your expansion

With our rental experts and architects, we guarantee:

- Efficient and rapid planning of business spaces for retailers and owners
- Fast rental through constant contact with all relevant retailers
- Increasing customer traffic
- Healthy turnovers

## Property management systems

*“As the IT provider for the property managers of your real estate, we use, among others, the market-leading property management systems IMS/YARDI, Karthago and SAP-RE. Our experienced staff are flexible and can just as easily work with any other management system that you might use (e.g. remotely via VPN). Database administration and document management are just as much a part of our service as local IT infrastructure support, e.g. of networks, workstations and server landscapes – of course even virtualised.”*

Gerd Oehmichen, Head of IT and Organisation

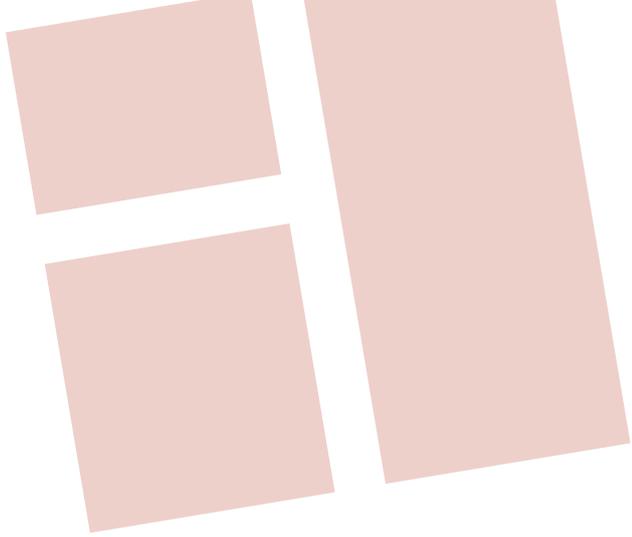
## Property accounting

*“With the help of our property-specific IT programs, our expert accounting team is able to put your comprehensive property accounting and property management accounting into practice. Apart from complete documentation of accounts receivable and payable, our service package also includes drawing up your heating and operating cost statements. In addition, we provide you with all the relevant figures for your VAT returns and your financial accounting – of course, always on time and reliably.”*

Marita Schmidt, Head of Accounting



# References



## City Center Bergedorf

Hamburg-Bergedorf

Area	approx. 36,900 sq. m
Main tenants	P&C, TK-Maxx, C&A, Edeka, Saturn
Opened	1973
Extension/ refurbishment	1981/2010
Property type	Shopping centre





## Forum Köpenick

Berlin-Köpenick

Area	approx. 40,600 sq. m
Main tenants	H&M, C&A, Medi-Max, Spiele Max, Görtz
Opened	1997
Property type	Shopping centre



## Rathaus-Center Pankow

Berlin-Pankow

Area	approx. 29,600 sq. m
Main tenants	Kaufland, C&A, Medi-Max, DM Drogeriemarkt, Douglas
Opened	1999
Extension/ refurbishment	2006
Property type	Shopping centre



## (Refurbished) Teck-Center

Kirchheim unter Teck

Area	approx. 10,080 sq. m
Main tenants	C&A, Vögele, Deichmann
Opened	1978
Extension/ revitalisation	2015
Property type	Retail park

# ENABLING BUSINESS SUCCESS



OFFICE





### Our office expertise:

- Sustainably safeguarding yields through efficient marketing of space
- Optimisation of operating costs
- Obtaining discounted energy tariffs
- Cost-effective control of all service providers
- In-house technical service provision
- Recommendations of ways to optimise value
- Transparent individual reporting

**Efficient space management:** In the last 30 years, the DI Group has developed over 250,000 sq. m of office space. Decades of experience in the commercial and technical management of a variety of office properties is proof of the success of our office experts. We combine the professional marketing of your spaces via print, online and out-of-home media with our personal network of clients and brokers. We put together specific rental offers with needs-oriented space concepts for your potential prospective tenants – or for your existing tenants with space requirements aligned to their specific needs. We design flexible, individual and yield-oriented rental agreements.



*“Our goal is to improve the performance and the quality of the workspace and usage of your property, as well as optimising its space and operating costs. Our highly motivated office team uses integrated property management to relieve the burden on you – sustainably, effectively and, above all, innovatively. And: our 24-hour service is always available for you and your tenants. Satisfied, solvent tenants ensure profitability and a long-term increase in the market value of your office property.”*

Thomas Kühl, Head of Office Management





## Spreebogen Plaza

Berlin

Area	approx. 22,300 sq. m
Parking spaces	316
Rental occupancy rate	100 %



## Detecon

Bonn

Area	approx. 28,300 sq. m
Parking spaces	396
Rental occupancy rate	100 %



## Plaza Frankfurter Allee

Berlin

Area	approx. 35,500 sq. m
Parking spaces	796
Rental occupancy rate	100 %

# RECOGNISING NEEDS



HOTEL



# Stars depend on location

**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 calm and relaxation.

**However, the development or refurbishment** of hotel properties is only the first step in the value chain: we guarantee appropriate maintenance of the hotel property through our proficient integrated property management.

## Our hotel expertise:

- Acquisition of property and procurement of development rights
- Development of hotel properties according to needs
- Sustainable contract arrangements with appropriate hotel operators
- Facility management through a local technical team
- Advice and design concepts for periodic modernisation
- Additional usage concepts via a national network of retailers throughout Germany

*“Our services in hotel property management include regular checks carried out by our local technical team, as well as long-term and sustainable dialogue with the leaseholders and operators of the hotel. The fact that this dialogue is highly valued by both parties is reflected, for example, in the signing of a 20-year lease extension by renowned hotel operator Kempinski in 2012. Our integrated conceptual and consultancy approach not only sustainably increases the value of the property, but also delivers our partners an increasing number of guests and a growth in turnover.”*

Benedikt Jagdfeld, Owner and Managing Director



# References

## Hotel Quellenhof

Aachen

Year of construction	1916
Refurbishment	1999 Hotel 2002 (wellness and conference area)
Rooms	185
Operator	Pullman/ Accor Group





## Hotel Adlon

Berlin

Year of construction	1997
Rooms	382
Operator	Kempinski Hotels



## Steigenberger Strandhotel and Spa

Zingst

Year of construction	2006
Rooms	121
Operator	Steigenberger Hotel Group



## Pentahotel

Chemnitz

Year of construction	1996
Rooms	226
Operator	Pentahotels Germany



# PERSONAL SERVICE



RESIDENTIAL



### Our range of services:

- Rental management
- Joint property management (pursuant to the German residential property act)
- Commonhold management
- Technical property management
- Optimisation of operating costs
- Maintenance supervisor services
- Asset management

**Rely on our experienced team** made up of real-estate agents, tax consultants and accountants, as well as architects and building services technicians, to manage your residential property assets. Currently we manage approx. 5,200 contractual arrangements at over 20 locations throughout Germany. In the context of managing rental and owner-occupied flats, we are responsible for sums of over EUR 10 million in annual rental and common charges, as well as maintenance budgets averaging EUR 2 million. As members of the Association of North Rhine-Westphalian Property Managers (in turn members of the Umbrella Association of German Property Managers), we comply with the

highest quality standards in all of the services we offer. Regular training of our staff ensures that we are always up to date on legal and practical issues, making us equipped to be your reliable and expert partner for integrated property management. Fully occupied residential complexes have been proof for many years of the high residential quality of the properties under our management, and this is also what guarantees the best possible results. This applies just as much to institutional clients as it does to owner-occupied residential properties.

Residential property management is our profession.



*“Maintaining the value of your residential property is our primary task. Increasing its value is our goal. In doing so, we always act fairly and reliably. We offer you integrated property management, as well as a service package tailored to your needs. Our specialists will find a solution to your specific challenge – reliably, adeptly and on time. Whatever service you decide upon, with us you always have a reliable contact partner.”*

Michael Sadecki,  
Head of Residential Property Management

# References



## Frankfurt am Main – Gallusviertel

Joint property management  
(pursuant to the German residential property act)

Residential units	115
Parking spaces in underground garage	115





## Berlin-Grunewald

Rental management

Residential units	20
Parking spaces in underground garage	20



## Dietzenbach

Rental management

Residential units	80
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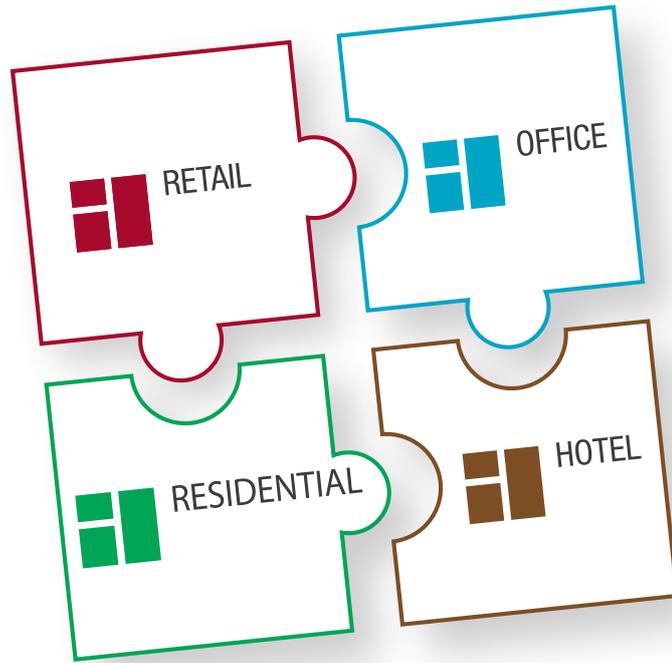


## Offenbach am Main / Bürgel

Rental management

Residential units	226
Parking spaces	249

We create value!



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