

**IC** IMMOBILIEN GRUPPE

YOUR PROFESSIONAL PARTNER  
AND FULL-SERVICE PROVIDER  
FOR COMMERCIAL REAL ESTATE  
IN GERMANY



## AT A GLANCE

- We are one of the largest full-service providers in the German commercial real estate sector and have been working with national and international investors for more than 30 years.
- We provide a comprehensive range of services covering property, asset, project, centre, letting, and investment.
- We are present in all of Germany's major real estate centres with eight branch offices.
- We manage assets with a combined value of over 23 billion Euros.
- Our clients include national and international institutional investors, real estate funds, insurance companies, pension funds, foundations and family offices.
- Our powerful SAP system is a key component of the high quality services we provide – added to our extensive experience of national and international IT systems such as YARDI, MRI, iMS, iX-HAUS, DokuWare etc.
- Our quality management system is certified to DIN EN ISO 9001:2015 standard.
- We are accredited as a professional member of RICS.

IC Immobilien Gruppe, as a full-service provider, is well-positioned to offer our clients high-quality services, customised to fulfil their specific and unique requirements.

We view each relationship with our clients as a partnership and place the highest demands on ourselves. Each of our clients is supported by their own dedicated contact or client manager.

We are committed to working with established and standardised processes which allow us to guarantee each of our clients uniform standards of service across the whole of Germany.



**Markus Reinert FRICS**  
Speaker of the Board  
Managing Director

» It is our strategic goal to build upon our strong market position as a premium full-service commercial real estate company.

Our clients' unique requirements are the core focus of every step we take.



OUR BUSINESS DIVISIONS



What sets us apart

Multidimensional management

As a full-service provider, we take care of every single element of commercial real estate management, whatever the dimension and whether related to tenants, assets or investors.

Dedicated personal contacts

Our nationwide presence means that we are close to our clients, and close to your properties, wherever they are in Germany. Every one of our clients benefits from the full support of a client manager who acts as a dedicated partner for each investor, property and property portfolio. As an investor, your client manager will closely supervise the entire lifecycle of your investment and coordinate the full range of property-related services.

Creating and maximising value

We don't just manage your assets, we coordinate with you to develop sustainable and market-specific master concepts to preserve and increase the value of your real estate.

Strategic portfolio management

We do more than just take care of individual assets, we work with you to develop solutions for the strategic management of your entire property portfolio. Our proprietary SAP software means that we always have a demanding eye on your property's data.

COMPANY MANAGEMENT

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## OUR SERVICES

The IC Immobilien Gruppe is a premium provider of professional commercial real estate services, committed to the highest possible quality standards, certified to DIN EN ISO 9001:2015 standard.

We strive to identify value-add potential, preserve and increase investment returns and optimise the long-term utilisation of the real estate we manage.

In order to achieve these goals, we work closely with our clients to develop sustainable concepts for individual properties and real estate portfolios.

### An overview of our services

- Property management
  - commercial
  - technical
  - accounting
- Asset management
- Project management
- Centre management
- Letting management
- Investment
- Accounting services
- Sustainability management
- Full-service support
  - Client management
  - Acquisition and sales advisory and support
  - Development of facility management strategies
  - Support throughout due diligence processes
  - Management of due diligence processes
  - Benchmarking
  - Procurement of financing
  - Support during property valuations



## SUPPORTING YOU NATIONWIDE



### Always there, exactly when you need us

Our nationwide network of offices means that you always have a local team providing the support you need, when you need it. Problems are dealt with directly, quickly and efficiently. Having been involved in Germany's real estate markets for more than 30 years, we possess unrivalled understanding of all relevant market segments.

Our approx. 500 highly-qualified employees are the sound foundations upon which we base the professional services we provide to our national and international clients.



## PROPERTY MANAGEMENT



### Personal support – always and everywhere

Thanks to our regional network of employees, your real estate benefits from local, on-the-ground and responsive management – wherever in Germany you are invested.

### No frictional losses

Our integrated property management services extend across every aspect of the commercial, technical and financial management of your property investment. This naturally includes the coordination and management of any additional external contractors.

### Our services

- Tenant services
- Lease prolongation
- Budgetary planning and control
- International reporting standards
- Property and financial accounting
- Selection, organisation and coordination of external contractors
- Accounts receivable and rent collection
- Invoicing, optimising utilities and operating costs
- Insurance management
- Contract and data management
- Technical facility management
- Maintenance planning and management
- Warranty management
- Sustainability Management

## ASSET MANAGEMENT



### From the big picture...

Our asset management team doesn't just take care of individual properties, they also guarantee the strategic and integrated management of your entire real estate portfolio. In doing so they take full account of a range of yield and risk-relevant factors. We are unhindered by potential conflicts of interest, which means we can focus exclusively on representing your interests.

### ...to the tiniest detail

Our multifaceted management services enable us to get to know your real estate better than anyone else. Our proprietary SAP software delivers the data we need to make even the finest adjustments to the management of your property.

### Our services

- Development and implementation of asset and portfolio strategies
- Development and implementation of business plans at asset and portfolio levels
- Representing the interests of our clients
- Procuring or supporting the procurement of financing
- Compiling budgets, ongoing budgetary control
- Selection, organisation and coordination of external property management contractors
- Data and document management
- Investment company management
- Planning and implementation of strategic value maximisation and cost reduction measures
- Accounts receivables and liquidity management (at company level)
- Research and benchmarking
- Transaction management, acquisition and sales management
- Fund and risk management
- Sustainability Management



## PROJECT MANAGEMENT



### Catalyst for maximising value

We identify untapped potential and develop tailored strategies for your real estate. We supervise all projects, providing budgetary, deadline and quality control services, as well as coordinating all relevant parties, structuring planning procedures and managing all warranties.

### Adding value with portfolio development

Our highly-qualified team of engineers, architects, construction engineers and technicians supervise all of your renovations, modernisations and floor space expansions, whether small, medium, or large in scale, thereby preserving and maximising the value of your real estate. With these services, we view ourselves as classic project managers.

### Our services

- Project management
- Utilisation enhancements and concept development of portfolio properties
- Cost planning and cost control
- Coordination and supervision of architects and engineers
- Coordination and supervision of technical due diligence
- Warranty management
- Sustainability Management

## CENTRE MANAGEMENT



### Centre management specialist

1 and 1 makes 3 – the sophisticated alternative for shopping centre and retail park management with the aim of maximising value. In January 2016, IC Immobilien Group and IPH Handelsimmobilien GmbH united their retail real estate competencies to form a joint company, IPH Centermanagement GmbH.

### Excellent and integrated

We combine in-depth knowledge of both retailers' and modern consumers' requirements with professional property and asset management services. Our letting team creates the optimum market position for your property and guarantees you the most effective sector and tenant mix.

### Our services

- Dedicated centre manager as your contact
- Active, local centre management
- Optimisation of utilisation and space concepts
- Nationwide letting of retail space
- Tailored marketing
- Development and management of revitalisation measures
- Centralised management of lease renewals and increased space take-up for existing tenants
- Preparation and optimisation of leases
- Bespoke letting concepts and marketing materials
- Professional location analysis
- Supervision and control of external contractors
- Active cost management
- Sustainability Management



## LETTING



### Local and regional market expertise

Our experienced letting team has the local, regional and national market expertise required to ensure that your property receives an optimal letting service.

### In partnership, proactively

Our individually tailored letting and marketing concepts ensure that your real estate is let for the long-term and at the best market conditions. In order to add value, we also offer you bespoke space optimisation and utilisation solutions. We can also work in partnership with local and national estate agents to achieve the best possible letting results.

### Our services

- Customised letting concepts, marketing and repositioning strategies for real estate
- Location-specific identification of prospective tenants
- Coordination and management of local and national estate agents
- Market and location analyses
- Optimisation of current space utilisation concepts

## INVESTMENT



### Our independence is your advantage

We are independent and therefore free of any potential conflicts of interest with investors or banks. This represents a decisive buyer and seller-side advantage. We focus exclusively on achieving the optimum outcome for you as buyer or seller, developing management strategies free from outside influences. We have both the resources and the expertise to provide complete support for your real estate investments and in the implementation of your investment strategies.

### Our services

- Client-specific selection of investment objects
- Preparation and analysis of all relevant information
- Drafting of all sales or purchase documents
- Development of business plans including cash flow modeling (DCF)
- Advising and supporting clients at every stage of the sales or acquisition process
- Management of all stages of a transaction process, including the selection, appointment and control of external brokers, law firms, technical advisors
- Screening and/or creation and maintenance of (virtual) data rooms
- Ongoing support during contract negotiations
- Ensuring and documenting an audit-compliant sale or acquisition process



## REFERENCE OBJECTS FROM A VARIETY OF REAL ESTATE CATEGORIES



HOTEL

### GERMANY

Property Management  
Asset Management

- Germany-wide hotel portfolio, comprising 6 new-builds under the brands Adagio (Accor Group), Motel One and B&B
- Approx. 31,000 m<sup>2</sup> rental space
- Approx. 940 hotel beds



RETAIL

### GERMANY

Property Management  
Letting

- Germany-wide retail portfolio, comprising 72 food retailers and retail parks
- Single- and Multi-Tenant
- Approx. 150,000 sqm rental space

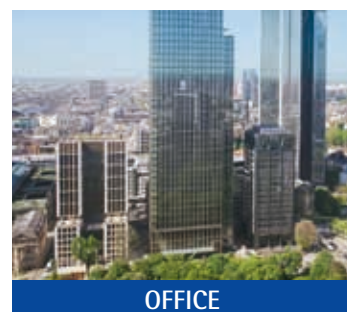


OFFICE

### DUSSELDORF

Property Management

- Office and Retail building
- Multi-tenant
- Approx. 11,000 sqm rental space; underground parking
- Central location
- Built in 1999



OFFICE

### FRANKFURT

Property Management

- Office building
- Multi-tenant
- Approx. 48,000 sqm rental space; underground parking
- Skyscraper in Frankfurt financial district
- Built in 2019



OFFICE / RETAIL

### MUNICH

Property Management

- Office and Retail building
- Multi-tenant
- Approx. 5,000 sqm rental space
- Exposed city center location
- Preservation order
- Built in 1898; last refurbishment 2009

### GERMANY

Property Management

- Germany-wide nursing home portfolio
- 30 nursing homes
- Single-Tenant
- Approx. 200,000 sqm rental space



CARE PROPERTY

### STUTTGART

Property Management  
Centre Management

- Flagship department store, retail, food & entertainment services, office and residential
- Approx. 41,000 sqm rental space; underground parking
- Exposed city centre location
- Built in 2014



OFFICE/RETAIL/RESIDENTIAL

### DÜSSELDORF

Property Management

- Office building (part AQ1 & AQ3)
- Multi-tenant
- Approx. 12,000 sqm rental space
- Centrally located in Düsseldorf historic centre
- Built in 2017

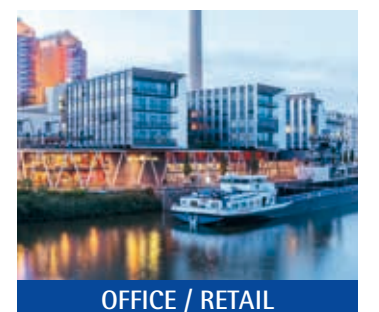


OFFICE

### FRANKFURT

Property Management  
Project Management  
Letting

- Office and Commercial building, gastronomy
- Multi-tenant
- Approx. 17,000 sqm rental space; underground parking
- High-profile location on the banks of the Main River
- Built in 2003

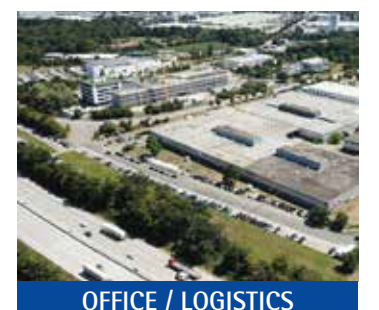


OFFICE / RETAIL

### ETTLINGEN

Property Management

- Logistics object with production halls
- Approx. 29,000 sqm rental space
- Commercial area in the south of Ettlingen
- Built in 2021



OFFICE / LOGISTICS





OFFICE / CATERING

## HAMBURG

### Property Management

- Office and retail building, gastronomy
- Multi-tenant
- Approx. 18.000 sqm rental space; underground parking
- Exposed location in Hamburg Hafencity
- Built in 2002

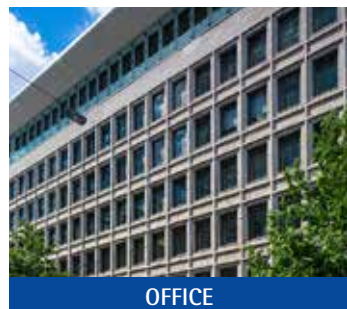


OFFICE

## FRANKFURT

### Property Management

- Office building
- Multi-tenant
- Approx. 79.000 sqm rental space
- Preservation order
- Built in 1897; extensions / refurbishments in 1912, 1920, 1997

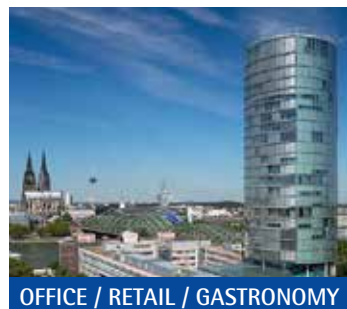


OFFICE

## DÜSSELDORF

### Property Management

- Office and administration building
- Multi-tenant
- Approx. 11.000 sqm rental space; underground parking
- Exposed city center location
- Built in 1955

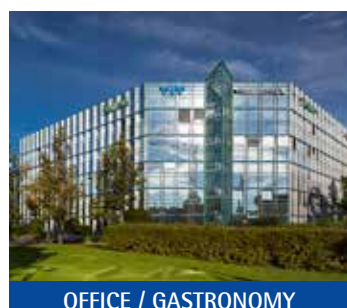


OFFICE / RETAIL / GASTRONOMY

## COLOGNE

### Property Management

- Office and retail building, gastronomy
- Multi-tenant
- Approx. 35.000 sqm rental space; underground parking
- Built in 2004–2006



OFFICE / GASTRONOMY

## MUNICH

### Property Management

- Office building, gastronomy, child day care center
- Multi-tenant
- Approx. 43.000 sqm rental space
- Built in 1991

## HAMBURG

### Property Management

- Office and retail building
- Multi-tenant
- Approx. 10.000 sqm rental space
- Preservation order
- Built in 1887



OFFICE / RETAIL

## FRANKFURT

### Property Management

- Office and retail building, residential
- Multi-tenant
- Approx. 12.000 sqm rental space; underground parking
- Top location in Frankfurt Westend
- Built in 2014



OFFICE / RETAIL

## BERLIN

### Property Management

- Office and retail building, residential
- Multi-tenant
- Approx. 20.000 sqm rental space; underground parking
- Centrally located in Berlin-Mitte
- Built in 1997



OFFICE / RETAIL

## COLOGNE

### Property Management

- Office building, gastronomy
- Multi-tenant
- Approx. 51.000 sqm rental space; underground parking
- Prominent location on the banks of the River Rhine
- Built in 1969; last refurbishment in 2012



OFFICE / GASTRONOMY

## FREIBURG

### Property Management

- Shopping Center
- Multi-tenant
- Approx. 113.000 sqm rental space; underground parking
- Built in 2004



SHOPPING CENTER



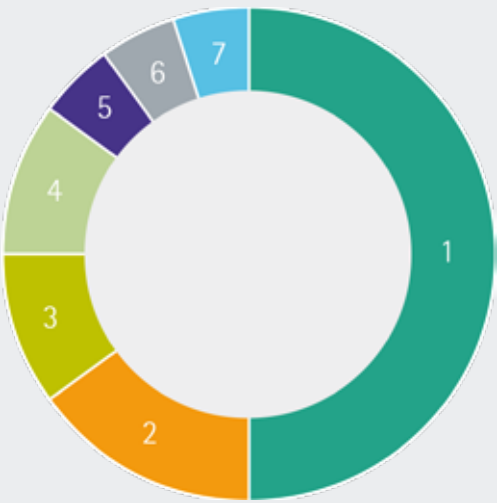
# OUR CLIENTS AND ASSET CLASS



## Our clients

- Our clients include national and international institutional investors, real estate funds, insurance companies, pension funds, foundations and family offices.
- We manage approximately 900 properties comprising some 8 million square metres of lettable space.
- We manage assets with a combined value of approx. 23 billion Euros.
- Approx. 30% of our clients are international investors.

## Managed portfolios by asset class



- 1 | Office (50%)
- 2 | Shopping Centre / Retail Park (15%)
- 3 | Retail (10%)
- 4 | Logistic (10%)
- 5 | Hotel (5%)
- 6 | Health Care Properties (5%)
- 7 | Other (5%)





## OUR BRANCHES



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## OUR VALUE STATEMENT



### Our value statement

- We are proud to manage real estate worth EUR 23 billion for German and international investors.
- Our customers' satisfaction is the benchmark of our actions and motivation.
- We work closely and efficiently together in interdisciplinary and cross-locational teams. Fairness, reliability, trust, mutual appreciation and respect are the cornerstones of how we work together.
- It is our shared goal to consistently deliver our services in a forward-looking, high quality and timely manner.
- Our corporate culture is founded on the principles of environmental awareness, social accountability and responsible leadership.

## OUR AFFILIATIONS



## OUR QUALITY MANAGEMENT CERTIFICATE





YOUR PROFESSIONAL PARTNER  
AND FULL-SERVICE PROVIDER  
FOR COMMERCIAL REAL ESTATE  
IN GERMANY

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