

SOURCE ENHANCE EXIT

Your investments in focus – **CORPUS SIREO**
asset management for residential property



IT'S ALL ABOUT RESIDENTIAL



Residential property is a solid investment – not just in economically uncertain times – having stable demand and at low risk from fluctuations in the economy. Investors appreciate its robust intrinsic value and long-term yield. Generating enhanced value as well as attractive profits from living spaces – this is our ongoing commitment to our clients.

Our extensive knowledge and wide-ranging experience in strategic analysis, evaluation, management, marketing and sale enables us to take advantage of the opportunities offered by different locations – from market-led investments to maximising rental income and minimising running costs. We thereby achieve optimised management and maintenance as well as activate the full potential of your real estate assets.

€ 1.2

billion worth of assets
under management

YOUR INVESTMENT IS WORTH MORE TO US

Residential property owned by institutional or large-scale private investors represents excellent – if sometimes hidden – potential. Our tailor-made value-enhancing active management, combined with individual and flexible customer service for all types of investors and a wide range of portfolios, brings out the real value – not just in the short term, but for perpetuity.

Implementing our clients' objectives through a well-targeted investment strategy is our foremost concern. These objectives may include achieving a steady increase of rental income and consistently high occupancy rates in order to guarantee constant, long-term cash flow. Naturally, higher rents will also achieve a higher resale value.

As one of Germany's leading asset management platforms for residential property, we specialise in assisting and advising property owners and investors, including those new to the German real estate market. Over the past six years we have undertaken transactions to a value of €920 million and in parallel have managed some 20,000 residential units on an ongoing basis.

Currently, with 17,500 residential units actively managed by us, many of them as part of our own portfolio, we have an Investor's mindset. Our interdisciplinary teams understand the real estate owner's perspective and have the specialist expertise in the fields of transaction, asset and portfolio management as well as in technical matters. We believe that the best strategy is always one that is individually tailored to the specific needs of each client.

Our comprehensive network of teams throughout Germany ensures excellent knowledge of local markets allowing us to access opportunities offered by different regions in terms of both existing stock as well as new developments. Asset management, portfolio management and sale management are integrated and our clients benefit from having one dedicated contact throughout to handle their entire portfolio.

TOP PERFORMANCE WITH ASSET MANAGEMENT RESIDENTIAL

We work proactively to increase the value of your residential property. From acquisition and finance to management and optimisation to marketing and sale, we manage the entire life cycle of your real estate.

Our services include advice on appropriate purchase price and rent levels, finding and selecting tenants, defining rental conditions and standards as well as speedy re-letting if a tenant leaves. For example, for a client portfolio of around 10,500 units we were able to reduce vacancy levels from over eight per cent to less than half of that within two years – while at the same time exceeding projected average rent levels.

Value-enhancing management and maintenance also means identifying hidden development potential. Creative marketing concepts may include turning rented flats into owner-occupied units, sale of individual properties or sale as packages.

Every property is different and needs its own individual strategy. To recognise trends and developments instantly and be able to respond quickly, our IT systems are designed to support extremely fine-grained data and are fully integrated with our property management system. Integration of different (IT) systems and reliable reporting to our clients and financiers are a matter of course for us. All strategic planning is based on the most current data and therefore firmly rooted in reality.

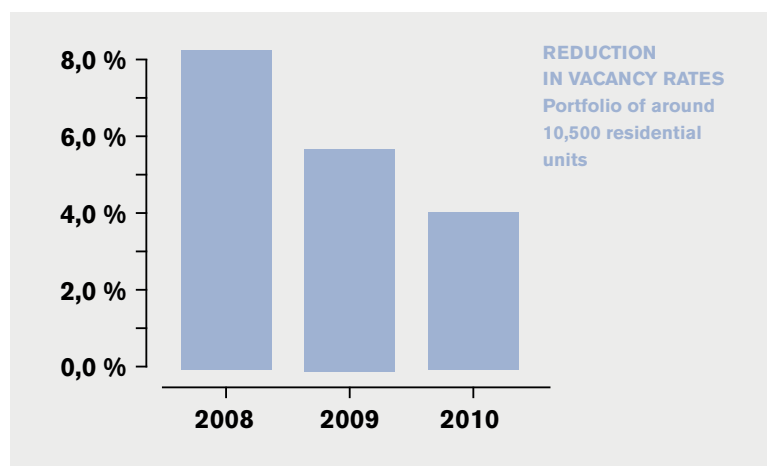
CASH FLOW FOR INSTITUTIONAL INVESTORS

Benefit from our expertise in asset management, backed up by our own extensive portfolio. We have an excellent track record in managing large-scale residential property portfolios. We know the best strategies for maintaining healthy cash flow, minimising costs and continually enhancing value.

In managing our corporate clients' real estate we use our inside knowledge of the markets and specialist local expertise to maximise profitability.

CRISIS MANAGEMENT FOR BANKS

Our particular experience with problematic residential portfolios enables us to assist banks and property financiers in turning around distressed assets speedily and effectively. Our Trust Fund model offers a solution that removes the need for the properties to appear on their balance sheet.





OUTSOURCING FOR CORPORATE REAL ESTATE OWNERS

We support businesses with residential property portfolios so they can focus on their core business. We not only take on the management and maintenance of the properties but are also happy to keep relevant staff or service providers to ensure continuity. By reducing running costs and overhauling your portfolio we will achieve a prompt and lasting increase in value. In addition, we access further revenue streams through the development of unused land.

OUR SERVICES AT A GLANCE

Consultation & Strategic Advice

- Technical and commercial “Due Diligence” for properties and portfolios
- Investment analysis
- Market and performance monitoring
- Profitability analysis and business planning

- Acquisition, divestiture and marketing strategies
- Consultancy services and advice on processes, portfolios, human resources and management systems

Asset Management

- Management of value creation
 - Strategic analysis
 - Strategy development
 - Facilities management (incl. selection of property management and other service providers)
 - Property maintenance
 - Lettings management
- Tenant acquisition and retention strategies
- Strategic planning and management of individual properties or entire portfolios
- Regular and timely reporting
- Cash flow and risk management
- Reporting to owners and financiers

Crisis management for banks

- Focused management of problematic properties and portfolios
- Development of asset recovery strategies
- Restructuring of finances, investor search
- Mediation between banks and investors
- Consultancy services on organisational structures and processes
- Development of exit strategies

Management of sale

- Evaluation and development of property-specific marketing strategies
- Selection of brokers and marketing channels, depending on the chosen strategy
- Management of negotiations and contracts



CECILIENGÄRTEN,
Berlin Schöneberg

244 residential units
with more than
18.000 m² floorspace

THE REAL ESTATE PEOPLE – AT A GLANCE

Organisations of all sizes and clients with a range of different requirements entrust us with optimising their real estate assets – totalling 17.8 billion euros. For CORPUS SIREO this means we are continuously seeking to activate unexplored investment potential for a wide range of properties and to utilise new investment opportunities.

More than 500 dedicated staff in ten locations throughout Germany and Luxembourg are committed to these objectives. A lean management structure facilitates successful teamwork: alongside Investment Management, the group comprises four additional business segments.

INVESTMENT MANAGEMENT

Concept, launch and management of direct and indirect real estate investment

ASSET MANAGEMENT COMMERCIAL

Development, optimisation and marketing of real estate portfolios

PROPERTY DEVELOPMENT

Concept, realisation and marketing of residential developments

REAL ESTATE BROKERAGE

Marketing and sale of residential and commercial properties

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