

# SOLID RESIDENTIAL INVESTMENTS FOR THE CORE OF SOCIETY

INVESTMENT MANAGEMENT | PROPERTY FOR PRIVATE CLIENTS | SERVICES



**DOMICIL**  
Real Estate Group



## FOREWORD

### Dear Clients, Partners and Investors,

Domicil Real Estate Group has posted continuous growth since it was founded in 2009. This growth has also been accompanied by the gradual expansion of our business areas. We look back with pride on our development from a regional privatisation company into a real estate investment manager which is now active throughout all of Germany. To ensure we maintain this growth and as part of our greater orientation to the capital markets we transformed the company into a stock corporation, which has been doing business as Domicil Real Estate AG since September 2019.

The key to our success over all the years has been, and remains, our long-established team of experienced experts – a team which is a reliable partner

to both institutional clients and private investors when these invest in real estate. In recent years we have also been able to achieve notable successes in cooperation with renowned companies from the real estate and insurance sectors that are committed to the same corporate values as we are.

We are conscious of the fact that strong growth is also accompanied by major responsibilities. To ensure we continue to live up to the trust which you have placed in us we will carry on setting store by our fundamental principles of sustainability, value enhancement and partnership. We also look forward to implementing multifaceted real estate projects with you in the coming decades.

Your

**Klaus Schmitt**  
Chairman  
CEO

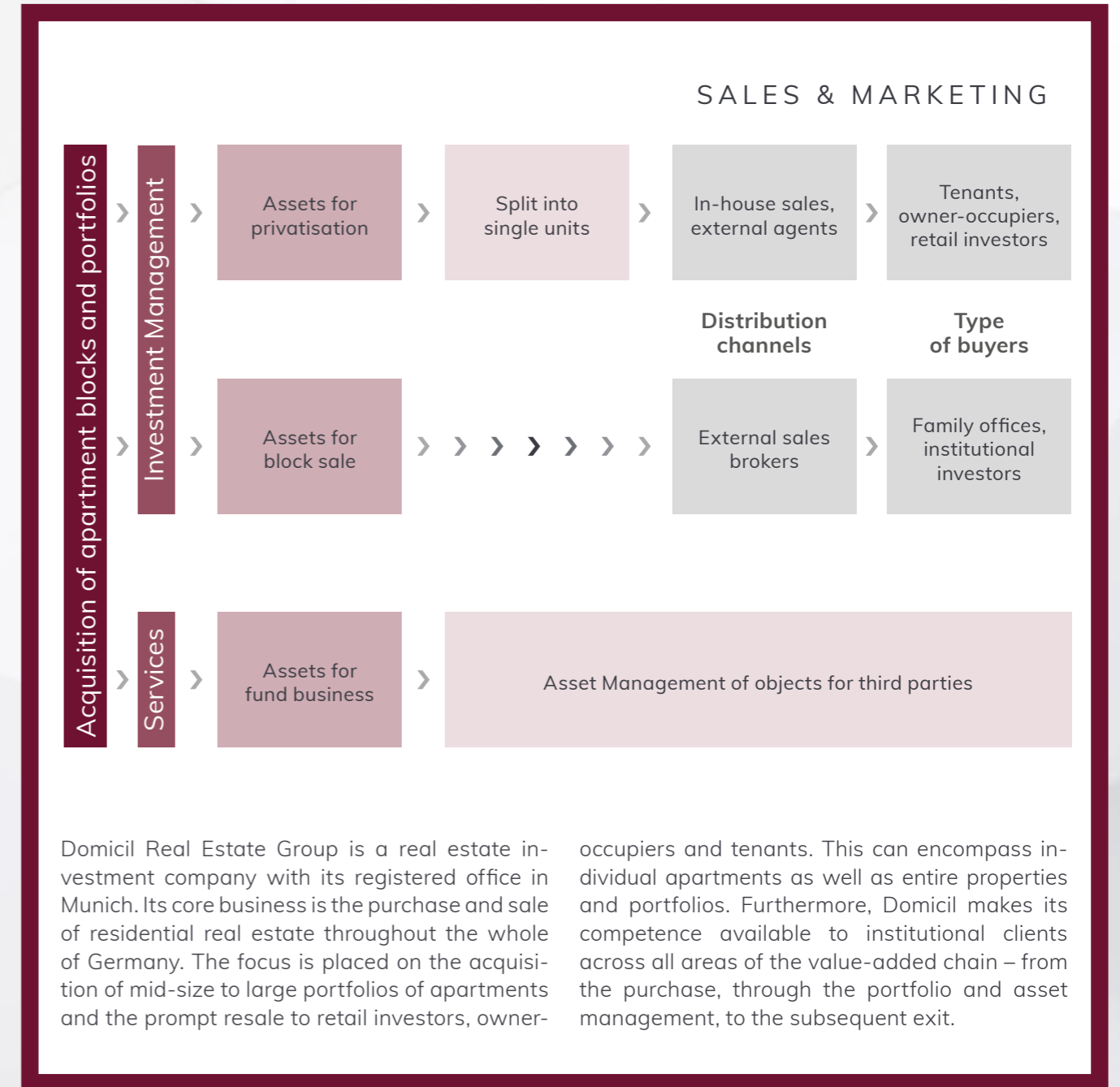
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COMPANY



The assets under management (AuM) refer to the company's own investments, shareholdings and service contracts as of Q4 2022. These AuM include Internal AuM of around EUR 0.5 billion and external AuM of around EUR 1.0 billion and a property management volume of around EUR 0.7 billion. The number of units under management refers to the same AuM as of Q4 2022. The number of units sold includes both single and block sales with transfer of ownership, benefits and burdens in the period from January 1, 2016 to December 31, 2022. The number of employees reflects the status as of Q4 2022.



Domicil Real Estate Group is a real estate investment company with its registered office in Munich. Its core business is the purchase and sale of residential real estate throughout the whole of Germany. The focus is placed on the acquisition of mid-size to large portfolios of apartments and the prompt resale to retail investors, owner-

occupiers and tenants. This can encompass individual apartments as well as entire properties and portfolios. Furthermore, Domicil makes its competence available to institutional clients across all areas of the value-added chain – from the purchase, through the portfolio and asset management, to the subsequent exit.

## BOARD



**Klaus Schmitt**  
Chief Executive Officer  
(CEO)

Klaus Schmitt is the CEO of Domicil Real Estate AG. He has been an established figure in the real estate industry for over 28 years. Among other things, the lawyer was head of the legal department of Siemens Real Estate GmbH & Co. OHG and started in 2003 as head of the legal department of PATRIZIA AG and managing director of PATRIZIA Projektentwicklung GmbH. With the IPO of Patrizia in 2006, he was appointed Chief Operating Officer and member of the Managing Board of PATRIZIA AG and held this position until mid-2020. Since 2021, he has been active exclusively in advisory functions and Supervisory Board mandates.



**DANIEL PREIS**  
Member of the Board  
(Co-CEO & CSO)

Daniel Preis is a member of the board of Domicil Real Estate AG and functions as the Co-CEO & CSO. He has been a managing director of Domicil Real Estate GmbH and of all the subsidiaries since 2010, having joined the company in 2009. At Domicil he is responsible for nationwide privatisation, the sale of apartments to retail investors, owner-occupiers and tenants, as well as for the property management. Before joining Domicil in 2009 he was an independent financial services provider, advising private and business clients nationwide on financial assets, ultimately employing more than 60 staff. He has more than 20 years' experience in the real estate and financial services sectors.

## MANAGEMENT



**ANDREAS FRIEDRICH**  
Managing Director

As a managing director of Domicil Investment Management GmbH Andreas Friedrich looks back on more than 25 years' experience in the real estate industry. He joined Domicil in 2017 and is responsible for Asset Management and Portfolio Management, whereby he primarily takes care of the mandates of institutional investors from Germany and abroad. In the course of his career he has managed a total volume of approx. EUR 4 billion, predominantly in the residential, office and retail asset classes. Prior to joining Domicil, Andreas Friedrich worked for more than 13 years at PATRIZIA AG, where he played a major role in the development of the business areas Asset and Portfolio Management.



**BIRGIT MUNSBERG**  
Managing Director

Birgit Munsberg has been a managing director of Domicil Investment Management GmbH since 2018 and of Domicil Property Management GmbH since 2019, with responsibility for Human Resources, Business Processes and General Services and the Property Management of the Group. In her 30-year professional career in the real estate industry, including a stint at IC Immobilien Holding AG through to mid-2016, Birgit Munsberg has gained extensive expertise and experience in the fields of accounting, controlling, treasury and management. In addition, she has also been a lecturer in accounting and controlling, as well as teaching general business administration at the Berlin Chamber of Commerce and Industry.



**UWE WAZEL**  
Director  
Business Administration

As the director of business administration at Domicil Real Estate AG and the authorised representative of numerous subsidiaries of Domicil, Uwe Wazel has been responsible for Accounting, Consolidation, Controlling, Reporting, Treasury and IT since 2017. After completing his business management studies he gathered 20 years' experience in the financial and accounting sectors; following professional stints in the auditing sector and in the fashion and luxury goods industry, he has now been active in the real estate industry for a number of years. Prior to joining Domicil he was responsible for the group accounting and cost accounting department at PATRIZIA AG.

## MILESTONES



## STRATEGIC PARTNERS

**Konzern Versicherungskammer**

**Shareholding in Domicil Real Estate AG with a share of ca. 9.1 percent**



**VERSICHERUNGS  
KAMMER**

- The Versicherungskammer Group is the largest public insurer nationwide and the seventh largest primary insurer in Germany. Its headquarters are in Munich.
- With its three regional brands, the Group operates as Versicherungskammer Bayern in Bavaria and the Palatinate, as SAARLAND Versicherungen in Saarland, and as Feuersozietät in Berlin and Brandenburg. In the health, long-term care and travel insurance business, the Group operates throughout Germany. The same applies to BavariaDirekt, the Group's digital insurer.
- In fiscal year 2021, the Group generated premium income of EUR 9.17 billion (self-contracted business). Versicherungskammer has an investment portfolio of EUR 60.5 billion under management.

**Roland Berger Industries GmbH**

**Shareholding in Domicil Real Estate AG with a share of ca. 4.7 percent**



**ROLAND BERGER  
INDUSTRIES GMBH**

- Prof. Dr. h.c. Roland Berger is an entrepreneur, business and political consultant, investor, philanthropist and art collector. He is the founder of the management consultancy Roland Berger and the benefactor of the Roland Berger Foundation, which supports gifted, socially disadvantaged children and young people on their way to graduating from high school.
- Prof. Berger invests in private and listed companies in Europe, America and Asia and is a member of various advisory boards in national and international companies, foundations and organizations. He is Honorary Consul General of Singapore in Bavaria and Thuringia.

**DONNER & REUSCHEL AG, private bank since 1798**

**Shareholding in Domicil Real Estate AG with a share of ca. 6.8 %**



**DONNER & REUSCHEL**  
PRIVATBANK SEIT 1798

- DONNER & REUSCHEL LUXEMBOURG S.A. Asset Management holds a 6.8 % stake in Domicil Real Estate AG via fund investment with HANSAINVEST (KVG).
- DONNER & REUSCHEL AG, a private bank since 1798, has been Domicil's house and partner bank for many years, providing financing, capital market support (equity, debt and mezzanine financing) and transaction support.
- With equity of over EUR 260 million and assets under custody (AuC) of EUR 33.9 billion, the bank has been part of the Signal Iduna Group since 1990.

**die Bayerische**

**Shareholding in Domicil Real Estate AG with a share of ca. 4.6 percent**



**die Bayerische**

- The insurance group die Bayerische is a nationwide operating group of companies with headquarter in Munich.
- The foundation of the traditional company dates back to 1858.
- The group's total premium income amounts to more than EUR 715 million.
- The parent company of die Bayerische again increased its equity by 7 percent. Investments of EUR 5 billion are managed.

## INVESTMENT MANAGEMENT

## TRACK RECORD ACQUISITION | Excerpts



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**NOW PORTFOLIO**

86 properties at 20 locations  
2,535 residential and commercial units  
Total leasable area: approx. 156,440 m<sup>2</sup>

**FOURWEST PORTFOLIO**

4 properties at 3 locations  
498 residential units  
Total leasable area: approx. 35,870 m<sup>2</sup>

**KOBLENZ | KARTHAUSE**

267 residential units  
Total leasable area: approx. 21,370 m<sup>2</sup>

**HANOVER | GROSSBUCHHOLZ**

210 residential units  
Total leasable area: approx. 12,310 m<sup>2</sup>

## ACQUISITION

As experienced investment experts we assume responsibility for the selection and acquisition of suitable properties and portfolios.

**We have**

- an international network of transaction consultants, project developers, property owners and banks
- a pool of experts for the technical, legal and tax due diligence
- the resources for timely appraisals and the swift completion of large-volume transactions
- short decision-making processes thanks to a lean corporate structure
- many years of experience and a high degree of expertise



## TRACK RECORD BLOCK SALES | Excerpts



### ERFURT GOTHA PORTFOLIO

2 properties at 2 locations  
194 residential and commercial units  
Total leasable area: approx. 12,940 m<sup>2</sup>



### COLOGNE | URBACH

150 residential units  
Total leasable area: approx. 10,490 m<sup>2</sup>



### BREMEN PORTFOLIO

6 properties at 3 locations  
88 residential units  
Total leasable area: approx. 6,020 m<sup>2</sup>



### BOCHOLT | BOCHOLT-WEST

50 residential and commercial units  
Total leasable area: approx. 5,700 m<sup>2</sup>

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## BLOCK SALES

Our experienced and excellently networked transaction managers identify successful exit strategies, examine opportunities and risks, as well as accompanying the sales process through to the subsequent appointment with a notary.

### In this respect we set store by

- close cooperation with portfolio and asset managers in combination with proven business relationships with private investors and decision-makers at:
  - special funds
  - pension funds/insurers
  - family offices
  - international investment houses
- specific addressing of investors, structured bidding processes and the individual management of transactions





## PROPERTY FOR PRIVATE CLIENTS

## TRACK RECORD SINGLE SALES | Excerpts

**INGOLSTADT | PIUSVIERTEL**

456 residential units  
Total leasable area: approx. 26,710 m<sup>2</sup>

**BREMEN | OYTEN**

222 residential units  
Total leasable area: approx. 14,090 m<sup>2</sup>

**LEIPZIG | GOHLIS**

159 residential units  
Total leasable area: approx. 10,920 m<sup>2</sup>

**REGENSBURG | OSTENVIERTEL**

145 residential and commercial units  
Total leasable area: approx. 8,120 m<sup>2</sup>

## SALES PARTNERS

**All-round service before and after the purchase of residential real estate – for retail investors and owner-occupiers.**

As a specialist for the sale and management of valuable portfolio properties in metropolitan and growth regions Domicil is active throughout all of Germany. Through our network of qualified sales partners we sell high-yield residential real estate as an investment or for owner occupation.

**In this respect we ensure**

- individual viewing of the property and an explanation of the property details
- discussion and explanation of the purchase agreement, the deed of partition and the purchase process
- accompanying and preparation of appointments with notaries
- financing support through long-standing bank partners upon request

**OUR  
AFTER-SALES SERVICES**

- experienced property management – upon request also representation at condominium owners' meetings
- comprehensive lease management for the owner
- ongoing adjustment of rent for leased property within the framework of statutory provisions
- professional rent pool solutions



## CONDOMINIUM OWNERS' ASSOCIATION AND PROPERTY MANAGEMENT FINANCING SUPPORT

### CONDOMINIUM OWNERS' ASSOCIATION MANAGEMENT

Our team of experts for the management of condominium owners' associations assumes responsibility for all organisational and technical tasks.

#### We offer

- organisation and execution of condominium owners' meetings including the implementation of resolutions adopted by the owners
- service provider management and contract management with external firms and utility companies
- planning and monitoring of regular maintenance/repair of common property
- preparation of maintenance/property costs statements and budgets

### PROPERTY MANAGEMENT

As the point of contact for tenants we take care of the issues specifically related to the management of the commonhold property:

#### This means

- monitoring of the state of apartments, registering and remedying defects
- management and monitoring of apartment renovation work
- settlement of operating expenses and heating costs
- management of rent pools
- tenant walk-through/apartment handover with change of tenant and search for new tenants
- arrears billing and debt collections



## FINANCING SUPPORT

In the course of a joint financing check, e.g. by the independent specialists at Domicil Finance GmbH, the individual possibilities on the part of a potential buyer are analysed at a joint meeting. The service encompasses non-binding mortgage financing consulting for both investors and owner-occupiers.

Among the other tasks are the valuation and appraisal of Domicil real estate by partner banks. In this respect Domicil Finance GmbH makes use of proven, long-standing contacts to regional and national financial institutions.



## SERVICES

## PORTFOLIO &amp; FUND MANAGEMENT

As the point of contact for private and institutional investors we advise our clients on all matters relating to their portfolios and shareholdings.

**The main elements in our activities are**

- asset allocation
- development and expansion of existing portfolios
- customised portfolio management strategies thanks to precise knowledge of regional markets and their top players
- the specific strengthening of all value drivers and the best-possible placement of individual properties in the portfolio
- planning of the portfolio (re-)financing strategy and the liquidity management
- the development and structuring of mixed and themed portfolios
- reporting for national and international investors

We implement individual wealth strategies by designing regulated and unregulated national and international vehicle solutions.

**We offer**

- successful consulting thanks to in-depth market knowledge, many years of experience, excellent teamwork and a collaborative approach to dealings with our investors
- customised institutional investment opportunities through individual mandates, club deals, joint ventures and the development of a portfolio allocation
- transparent processes and solution-oriented approaches
- comprehensive management of individual investments and portfolio acquisitions
- timely and transparent reporting according to ISAE 3402 certificate

**ASSET CLASSES**

Residential  
Commercial

**RISK CLASSES**

Core  
Core+  
Value Add

**REGIONS**

German A/B/C/D cities  
and their metropolitan/  
growth regions

## ASSET MANAGEMENT

Our main focus is placed on the sustainable development of the real estate assets of institutional investors.

**Our range of services encompasses**

- ongoing value appreciation through an analysis of rental income and its sustained optimisation
- technical asset management to plan and execute maintenance and capital expenditure measures as well as tenant build-outs
- customised real estate strategies
- timely investment management with purchase due diligence and execution of the actual purchase
- realistic evaluation of decisions fraught with risk
- future strategies for realistic business plans
- controlling, reporting, liquidity management and budget preparation
- lease agreement management and processing of all leasing topics
- elaboration and determination of the best-possible point in time for an exit



## ASSET MANAGEMENT MANDATES

# PFA

Mere til dig

### Asset management mandates for PFA Pension

Domicil Real Estate AG acts as the German asset and portfolio manager for the Danish pension fund PFA. As part of the mandate, the CENTURY portfolio with an investment volume of around EUR 750 million was acquired in 2018. The attractive portfolio comprises 31 residential properties with around 3,100 residential and commercial units in a total of 15 locations in Germany with a total leasable area of around 205,000 m<sup>2</sup>. At the end of 2020, a micro-living portfolio was also acquired, which comprises an investment volume of around EUR 250 million. The portfolio's 12 properties in nine locations across Germany have around 1,460 residential and commercial units.

### PFA Pension

- PFA Pension is the largest commercial pension fund in Denmark and the 10th largest in Europe with approximately EUR 90 billion assets under management.
- Founded in 1917, PFA today has over 1,400 employees and serves over 1.3 million private and over 6,000 institutional clients.
- PFA has a total real estate portfolio volume of EUR 10 billion (as of Q2 2022) across a wide range of asset classes.

## CENTURY-PORTFOLIO



**Asset & portfolio management mandate of approx. EUR 750 million**

- Core residential portfolio in Germany
- 30 residential properties and 1 commercial property
- About 3,100 residential and commercial units
- Approx. 205,000 m<sup>2</sup> rental space
- Approx. 45,000 m<sup>2</sup> of redensification potential in Berlin, Dusseldorf and Munich
- 98 % occupancy rate
- Focus on established A locations

## MIKROQUARTIER I-PORTFOLIO



**Asset & portfolio management mandate of approx. EUR 250 million**

- Core/Core+ investment in the micro apartments segment in Germany
- 13 residential properties in 10 locations
- 1,600 residential and commercial units
- Approx. 43,000 m<sup>2</sup> rental space
- 90 % occupancy rate at takeover
- Assets in stable markets throughout Germany incl. the A cities Berlin, Cologne, Frankfurt, Hamburg and Munich

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