

## Purchase profile for residential properties in Germany

- Privatization of rented properties
- Revitalization
- Portfolio management

Locations	Properties	Requirements
<p><b><u>In major cities</u></b></p> <p>Preferred locations:</p> <ul style="list-style-type: none"> <li>• Hamburg</li> <li>• Hanover</li> <li>• Dusseldorf</li> <li>• Cologne/Bonn</li> <li>• Frankfurt/Main</li> <li>• Stuttgart</li> <li>• Munich</li> <li>• Leipzig</li> <li>• Dresden</li> </ul>	<p><b>Residences</b></p> <ul style="list-style-type: none"> <li>• 40 residential units (RU) and over</li> <li>• Ideal size 60 – 250 RU</li> <li>• Residential portfolios from 500 RU and over</li> <li>• No purchase price limit</li> </ul>	<p><b>Residential properties</b></p> <ul style="list-style-type: none"> <li>• Preferably fewer than six storeys, <b>no high rise buildings</b> (except for Munich)</li> <li>• Preferably privately financed or with a fixed rent period of &lt; 5 years</li> <li>• No underprivileged areas</li> <li>• No prefabricated buildings</li> <li>• The percentage of the property designated for commercial use preferably equates to &lt; 25 % of net rental income excluding utilities</li> <li>• No owner-operated facilities</li> </ul>
<p><b><u>In university towns</u></b></p> <p>Preferred locations:</p> <ul style="list-style-type: none"> <li>• Freiburg im Breisgau, Heidelberg</li> <li>• Karlsruhe, Constance, Tübingen</li> <li>• Erlangen, Nuremberg, Regensburg, Würzburg</li> <li>• Darmstadt, Gießen, Marburg</li> <li>• Aachen, Münster</li> <li>• Mainz, Trier, Göttingen</li> </ul>	<ul style="list-style-type: none"> <li>• 40 residential units (RU) and over</li> <li>• Ideal size 60 – 200 RU</li> </ul>	
<p><b><u>In Berlin / Potsdam</u></b></p> <p>Preferred locations:</p> <ul style="list-style-type: none"> <li>• Charlottenburg</li> <li>• Mitte</li> <li>• Steglitz</li> <li>• Tiergarten</li> <li>• Wilmersdorf</li> <li>• Zehlendorf</li> </ul>	<ul style="list-style-type: none"> <li>• 25 residential units (RU) and over</li> <li>• Ideal size 60 – 200 RU</li> <li>• Residential portfolios from 500 RU and over</li> <li>• No purchase price limit</li> </ul>	
<p><b><u>In small and medium-sized cities</u></b></p> <p>Preferred locations:</p> <ul style="list-style-type: none"> <li>• Stable economic locations only</li> </ul>	<ul style="list-style-type: none"> <li>• 80 residential units (RU) and over</li> </ul>	<ul style="list-style-type: none"> <li>• Purchase power indicator of location preferably &gt; 100</li> </ul>

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### Minimum requirements for offers

- Full address (street, number, town/city, ZIP code)
- Year of construction
- Number of floors
- Number of units, broken down into residential, commercial and special units
- Number of garage units, underground garage units and ground-level parking-spaces
- Area figures, broken down into residential, commercial and special areas
- Number and area of vacant units
- Actual annual net rental income (broken down into residential, commercial, special areas, garage units, underground garage units and ground-level parking spaces)
- Total operating costs that cannot be passed on to tenants (if applicable, number of inclusive rental agreements)
- Property photos (exterior views)