

# Investment Profile Germany

	OFFICE	LOGISTICS	RESIDENTIAL	PORTFOLIO	REAL ESTATE DEVELOPMENT
<b>Type of Investment</b>	<ul style="list-style-type: none"> <li>Core, Core+, Value-Add</li> </ul>	<ul style="list-style-type: none"> <li>Core, Core+, Value-Add</li> </ul>	<ul style="list-style-type: none"> <li>Core, Core+, Value-Add</li> </ul>	<ul style="list-style-type: none"> <li>Core, Core+, Value-Add</li> </ul>	<ul style="list-style-type: none"> <li>Value-Add, Opportunistic</li> </ul>
<b>Size of Investment</b>	<ul style="list-style-type: none"> <li>&gt;15m €</li> </ul>	<ul style="list-style-type: none"> <li>&gt;15m €</li> </ul>	<ul style="list-style-type: none"> <li>&gt;15m €</li> </ul>	<ul style="list-style-type: none"> <li>&gt;100m €</li> </ul>	<ul style="list-style-type: none"> <li>&gt;30m € (development volume)</li> </ul>
<b>Markets</b>	<ul style="list-style-type: none"> <li>Germany               <ul style="list-style-type: none"> <li>"Big 7" Cities</li> <li>Cities with a population &gt;100,000 inhabitants</li> </ul> </li> </ul>		<ul style="list-style-type: none"> <li>Germany               <ul style="list-style-type: none"> <li>"Big 7" Cities</li> <li>Cities with a population &gt;100,000 inhabitants</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>National portfolios</li> <li>All asset classes mentioned in this profile</li> </ul>	<ul style="list-style-type: none"> <li>Germany               <ul style="list-style-type: none"> <li>"Big 7" Cities</li> <li>Central locations in cities with a population &gt;100,000 inhabitants</li> </ul> </li> </ul>
<b>Location Quality</b>	<ul style="list-style-type: none"> <li>CBD and other established office areas</li> </ul>	<ul style="list-style-type: none"> <li>Metropolitan regions</li> <li>Densification areas in established urban locations</li> <li>Airports, ports, motorway junctions</li> </ul>	<ul style="list-style-type: none"> <li>Economically robust locations</li> <li>Established locations with solid infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>CBD and other established areas</li> </ul>	<ul style="list-style-type: none"> <li>Economically robust locations</li> <li>Established locations with solid infrastructure</li> </ul>
<b>Asset Quality</b>	<ul style="list-style-type: none"> <li>Grade A office buildings</li> <li>Properties requiring refurbishment and/or redevelopment</li> <li>Developments optional</li> </ul>	<ul style="list-style-type: none"> <li>Modern conventional logistics buildings</li> <li>Parcel delivery centres or cross-docking warehouses / Modern distribution buildings with ambient air cooling/ air-conditioning</li> </ul>	<ul style="list-style-type: none"> <li>Existing buildings</li> <li>Properties requiring refurbishment and/or redevelopment</li> <li>Developments possible</li> <li>Developed/undeveloped land</li> </ul>	<ul style="list-style-type: none"> <li>Standard and modern buildings</li> <li>Portfolios may include developments</li> </ul>	<ul style="list-style-type: none"> <li>Developed/undeveloped land</li> <li>Existing buildings with development potential</li> <li>Land development</li> </ul>
<b>Leases and Tenant Quality</b>	<ul style="list-style-type: none"> <li>High letting potential</li> <li>Multi-tenant or single tenant</li> <li>WAULT &gt;5 years</li> </ul>	<ul style="list-style-type: none"> <li>Income producing &gt;3 years</li> <li>Re-letting opportunity involving high vacancy level</li> </ul>	<ul style="list-style-type: none"> <li>High occupancy rate</li> </ul>	<ul style="list-style-type: none"> <li>High occupancy rate</li> <li>Long-term contracts</li> </ul>	<ul style="list-style-type: none"> <li>Short-term contracts of existing buildings</li> </ul>
<b>Soft Criteria</b>	<ul style="list-style-type: none"> <li>Single case investment above 180m € also possible</li> <li>Existing schemes and planned projects (turn-key)</li> <li>High-end properties with sustainable and stable cash flow</li> <li>Eligible for mixed-use (office, retail, residential)</li> </ul>	<ul style="list-style-type: none"> <li>Cooperation with local developers on a given market or submarket, and with local partners for developments</li> </ul>	<ul style="list-style-type: none"> <li>No socially distressed areas</li> <li>No residual portfolios from prior privatisation drives</li> </ul>	<ul style="list-style-type: none"> <li>Purely residential and commercial portfolios or mixed portfolios</li> </ul>	
<b>Value-Add Criteria</b>	<ul style="list-style-type: none"> <li>Existing properties with a short- to medium-term value-add potential or development potential (e.g. conversions, subsequent densification, structural alterations, short remaining lease terms, high void rates, maintenance backlog, financial distress, poorly managed properties, etc.)</li> </ul>				

## Contact

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**Disclaimer and Procedure:**

- The investment profile does not represent an offer that will form the basis of a brokerage agreement. Each written real estate proposal only constitutes a binding brokerage agreement after our individual approval.
- Required minimum information for an acceptable initial offer: exact details on property site; information on asset type / tenants / occupancy rate / average WAULT; asset location plan and photos; information about the age of the building; information about annual rental income and purchase price indication.
- We kindly ask you to note our process requirements, otherwise please refrain from the transmission of purchase offers.
- By issuing this investment profile, previously published profiles become obsolete.