

INVESTOR & ASSET ADVISORY





1 INVESTOR & ASSET ADVISORY

REAL ESTATE IS OUR VOCATION

The Investor & Asset Advisory business unit offers professional solutions to ease owners' workloads when it comes to stabilising lease agreements, reducing the volume of vacant space, letting and modernising property portfolios and optimising performance.

KEY FIGURES 2020



7 EMPLOYEES

2020:

26

ACTIVE ADVISORY MANDATES



~900,000 m²

RENTAL SPACE UNDER MANAGEMENT SINCE 2016



30

NATIONAL AND INTERNATIONAL CLIENTS



01.01.2016

FOUNDATION OF THE BUSINESS LINE



OPTIMAL INTEGRATION INTO THE BNP PARIBAS REAL ESTATE GROUP



2 OUR SERVICES

A STRATEGY

The right planning is crucial to the success of your property. We advise you in all key areas – from analysis of the asset and the tenant structure through marketing strategy to optimisation and stabilisation – to arrive at well-aimed and effective solutions.

P MARKETING

Every property needs individual marketing strategies. We are able to assist you here in coordinating all the relevant documentation for brokers and tenants and with regard to individual marketing measures.

C REDUCING VACANT SPACE

Finding suitable customers for your property often proves a complex matter. We have the appropriate tools to help you to identify the right target groups and to place individual rental offers on the market with appropriate room layout planning – with a clear priority on managing vacant space.



2 OUR SERVICES

D EXISTING TENANTS

As a property's prime asset, the lease agreement requires close, competent and ongoing supervision. We represent your interests in dealings with your tenants and keep the lease agreements on a stable footing. A shrewd understanding of the current market and rival properties is also needed. We are at your service here.

N EGOTIATIONS

Negotiations on the terms and contents of lease agreements require a sure instinct for the intricacies involved. We represent your interests in dealings with your tenants and draw up initial draft lease agreements on the basis of the negotiations. We also supervise technical service providers, architects and property managers for you.

R EPORTING

We aim to keep you up to date on your properties at all times. We report regularly on the current state of affairs in the desired form, as agreed individually with you.

3 CONTACT

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MANAGING DIRECTOR /
HEAD OF INVESTOR
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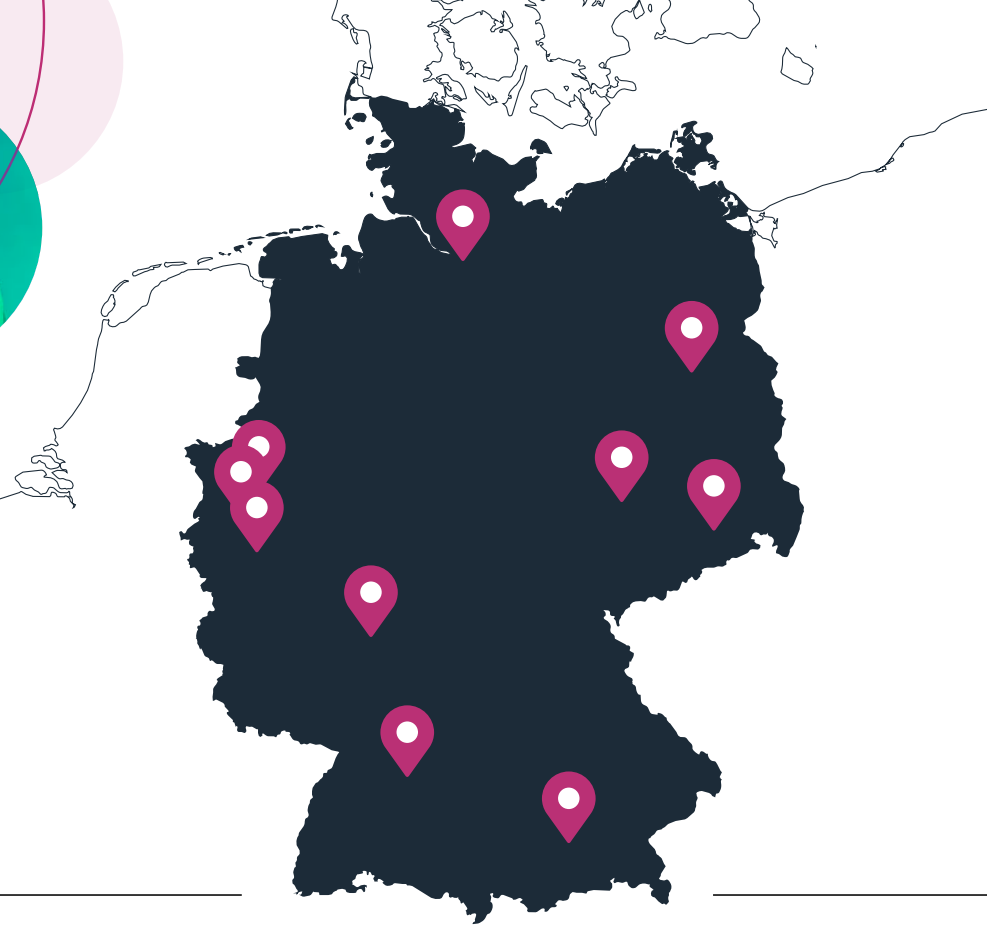
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