



INVEST IN THE FUTURE
WITH US

→ Fürth, housing construction
Investor: Industria



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→ Hamburg Hammerbrook, The niu Yen and housing construction
Housing construction investor: CT Real Estate Partners
(former BMO Real Estate Partners)
niu Yen investor: BVK hotel fund

ABOUT US

At GBI Capital, we consolidate our investment sector activities and consider ourselves a service provider for institutional investors and wealthy private clients. We are also responsible for GBI Group in-house project sales.

Working in collaboration with Hanse Merkur Grundvermögen, we have launched their ESG housing fund with a volume of half a billion euros and we have already succeeded in contributing six GBI projects. We are also delighted to place projects from external partners on the market.



Year of foundation: 2020



Fund volume under management:
approx. € 1 billion



Team: 9



Properties: 16

→ Kiel, Hampton by Hilton
Investor: BVK hotel fund

WHAT MAKES US EXCEPTIONAL

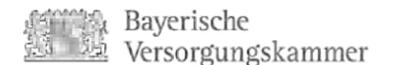
Mission statement

At GBI Capital, we focus on reliability, sustainability, responsibility and partnership. This significantly shapes our actions and our business relationships. Our goal is to maintain responsible and transparent cooperation with you as an investor. We consider investment in long-lasting, sustainable and profitable real estate to be directly related to the establishment of successful and long-term business relationships.

Expertise

GBI Capital is a company with industry-specific expertise and many years of experience in the real estate sector. We offer our partners a holistic range of services encompassing the entire real estate cycle, including acquisition, project development/portfolio, refurbishments, repositioning and exit structuring. Our team possesses extensive experience in the development of real estate projects and neighbourhood developments. We focus on an expedient and sustainable balance of value appreciation and potential risks. This applies in equal measure to the management of portfolio properties and the assessment of development potentials. We therefore offer our investors access to off-market project developments.

Our customers and partners



OUR TEAM



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OUR RANGE OF SERVICES IN DETAIL

Concept design

We provide advice to investors when selecting the appropriate investment platform – be it as a classic club deal or indirect capital investment solution – and formulate tailored concepts.

Investment / funds / asset management

We realise the investor's targets on the basis of budget plans prepared in advance, with consideration to the ESG strategies agreed with the investor beforehand. This forms the basis for modernisation and development measures, as well as space and tenant restructuring, and even the repositioning of properties. We also offer to optimise existing contracts (e.g. Green Leases).

Property marketing / brokerage

We can also bring our comprehensive expertise to bear for third parties. For example, we advise project developers on structuring their sales processes and stand available as transaction managers - from the point at which an investor approach takes place right through to contractual signing. We can also act as consultants for existing projects by optimising the utilisation concept and identifying potential for value enhancement. Furthermore, we are also able to provide advice on all subsidy programmes at federal and state level, thanks to our comprehensive existing expertise gained within the framework of our own projects.

Subsidy management

We possess extensive knowledge in dealing with subsidies thanks to our cross-regional activities. This is true both in the field of subsidised housing construction and in energy subsidy programmes, such as KfW 40. The programmes for subsidised housing construction sometimes differ significantly from one federal state to the next. Furthermore, these programmes are subject to continuous development. We shall be happy to advise you on the subsidy opportunities available from the respective federal state, coordinate with the development banks, prepare the subsidy applications and implement the key figures in your cash flow model.

GC service

Realising a construction project requires the extensive deployment of a wide range of resources, which must be coordinated with each other. Working as a general contractor, we offer to take care of all planning, calculation, project management and execution services from a single source. GBI has in-house architects and civil engineers with decades of experience at various locations.

Finance brokerage

Thanks to our long-standing business relationships, we have a wide range of financial institutions available to us for financing during the project development phase. These provide us with excellent access through which to arrange project and/or acquisition financing.

The SMARTments family

Housing is our profession. For the short or long-term. Our SMARTments business brand of serviced apartments has been established on the market for a long time now, and we operate more than 1,000 fully furnished apartments in Germany and Austria. We offer around 3,600 apartments with the SMARTments student brand to young people studying or in training at popular university locations. Our micro-apartment line SMARTments living comprises over 200 apartments and will be complemented in the future by age-appropriate living.

Renting

We rent out your property in subsidised housing. Rents are set according to the respective subsidy guidelines and the tenants' eligibility for subsidies is assessed. We also find replacement tenants for existing buildings. When it comes to apartment buildings – such as those in our SMARTments living brand range – we take care of initial and subsequent rentals.

Fund management

Working in close collaboration with the asset management division and the capital management company, we optimise all cash flow-relevant matters pertaining to the properties entrusted to us. For subsidised properties, we calculate the most attractive combinations of rent reductions, subsidies and subsidised loans within the framework of scenario analyses. We also realise comprehensive reporting for the capital management company and proprietors.

Investment management

Our service spectrum includes the identification of acquisition opportunities, the execution of complete due diligence and the acquisition/disposal of real estate. In addition to enjoying preferential access to GBI Holding AG project developments, we also review properties from external providers. Long-term partnerships with relevant market participants ensure a full deal pipeline as well as off-market deals.

SUCCESSFULLY PLACED PROJECTS

Transaction volume: 1 billion



→ Aerial view of Hamburg



Citadines

IntercityHotel

SMARTments students
SMARTments living

Lindner

niu Yen, Premier Inn,
housing construction

INVEST WITH FORESIGHT

Our core competencies include fund and asset management. We therefore cover all services required for a professionally managed real estate portfolio. This applies to privately financed and subsidised housing, as well as operator-run properties in equal measure. We serve all classic investment channels - from single investors and private individuals to institutional investors.

Direct investments

from 10 million euros

The sale of own products to individual investors with their own structure, or for direct investment

Regulated funds

from 100 to 500 million euros

Institutional funds with a service capital management company

REALISED FUNDS

HMG-ESG FUNDS



At GBI Capital we focus on sustainable investments because we care about the future of the planet. We offer our investors green real estate and in doing so support the global commitment against climate change.

Acquisition profile

In 2021, GBI launched an ESG housing fund together with a renowned partner, meaning that we will also be acting as an end investor in the future. Sustainable investments support adaptation to climate change, environmental protection and the fight against social injustice. We are therefore making a positive contribution to the environment and society. For our fund, we are seeking appropriate projects from the following areas:

SUBSIDISED HOUSING AND STUDENT ACCOMMODATION

- Locations in Germany
- At least 10,000 residents and / or city commuter areas
- Mainly Bavaria, Baden-Württemberg, NRW and Hamburg
- Cities with positive population development
- From approx. 50 units
- Residential areas with a balanced social structure
- Good transport connections for private and public transport
- Student accommodations without operators or with non-profit operators

PORTFOLIO PROPERTIES

- Good tenant structure (less than 10% vacancy)
- Good building fabric
- Acquisition of properties with subordinate commercial use (quota 30%) possible
- Portfolios
- Final energy demand of at least B+

PROJECT DEVELOPMENTS

- Forward deals & forward funding
- Conclusion of purchase contract after planning permission
- KfW 55 Standard as a minimum
- High degree of space efficiency, economical floor plans
- Free of pollution legacy
- Acquisition of properties with subordinate commercial use (quota 30%) possible
- Acquisition of properties with subordinate privately financed housing possible
- Portfolios



Find out more online!

Würzburg, housing construction
Investor: Industria ←



BVK HOTEL FUND



We are delighted to have been asked to provide our services to the BVK - one of Europe's most important institutional investors with approx. 97 billion euros in assets under management. In 2018, the GBI launched a hotel fund together with the BVK and Universal-Investment as a service capital management company. This is a special fund under Luxembourg law that invests in hotels in the DACH region. GBI's scope of tasks here ranges from the acquisition and management to the exit of the hotel properties.

The fund's target volume is 500 million euros and assets with a value of 360 million euros have already been acquired.

Acquisition profile

For our fund, we are seeking appropriate projects from the following areas:

HOTELS & SERVICED APARTMENTS

- Sites in the DACH region
- A to B cities
- Primarily hotels in the budget to upscale category
- At least 120 rooms
- Fixed lease & rental agreements with a franchise structure
- No sales or management contracts
- No conference and convention hotels
- Core risk strategy

PORTFOLIO PROPERTIES

- With long-term lease & rental agreements
- With expiring leases & rental agreements
- Refurbishments
- Acquisition of properties with subordinate combination of retail, bars & restaurants, and office space (quota 25% of total rent) possible
- Parcel purchase

PROJECT DEVELOPMENTS

- Forward deals
- Maximum time to completion 32 months
- Conclusion of purchase contract possible even before planning permission is granted
- With long-term lease & rental agreements
- Acquisition of properties with subordinate combination of retail, bars & restaurants, and office space (quota 25% of total rent) possible
- Parcel purchase



Find out more online!

Hamburg Spaldingstraße, IntercityHotel ←



→ Our new SMARTments senior living concept connects generations



OTHER FUND CONCEPTS

In realisation

Senior Living Funds

There is a massive demand in Germany for adapted properties for the older generation, with this demand set to increase in the coming years. We have formulated a fund that primarily invests in this segment.

In planning

Generational housing fund

The fund can invest in various types of privately financed residential or residential-related properties - from kindergartens and student accommodations to apartments for the elderly. The focus here lies on properties that are tailored precisely to the living requirements of different age groups.

Neighbourhood development fund

These are mixed-use neighbourhoods and districts with a volume of between 100 and 500 million euros. These neighbourhoods can be further subdivided into building plots, which can be acquired by investors individually or in the form of an entire neighbourhood development fund, also in cooperation with partners.

The goal is to gain equity partners right from the development phase, and to be able to participate in the development during the early stages.



CONTACT & LEGAL NOTE

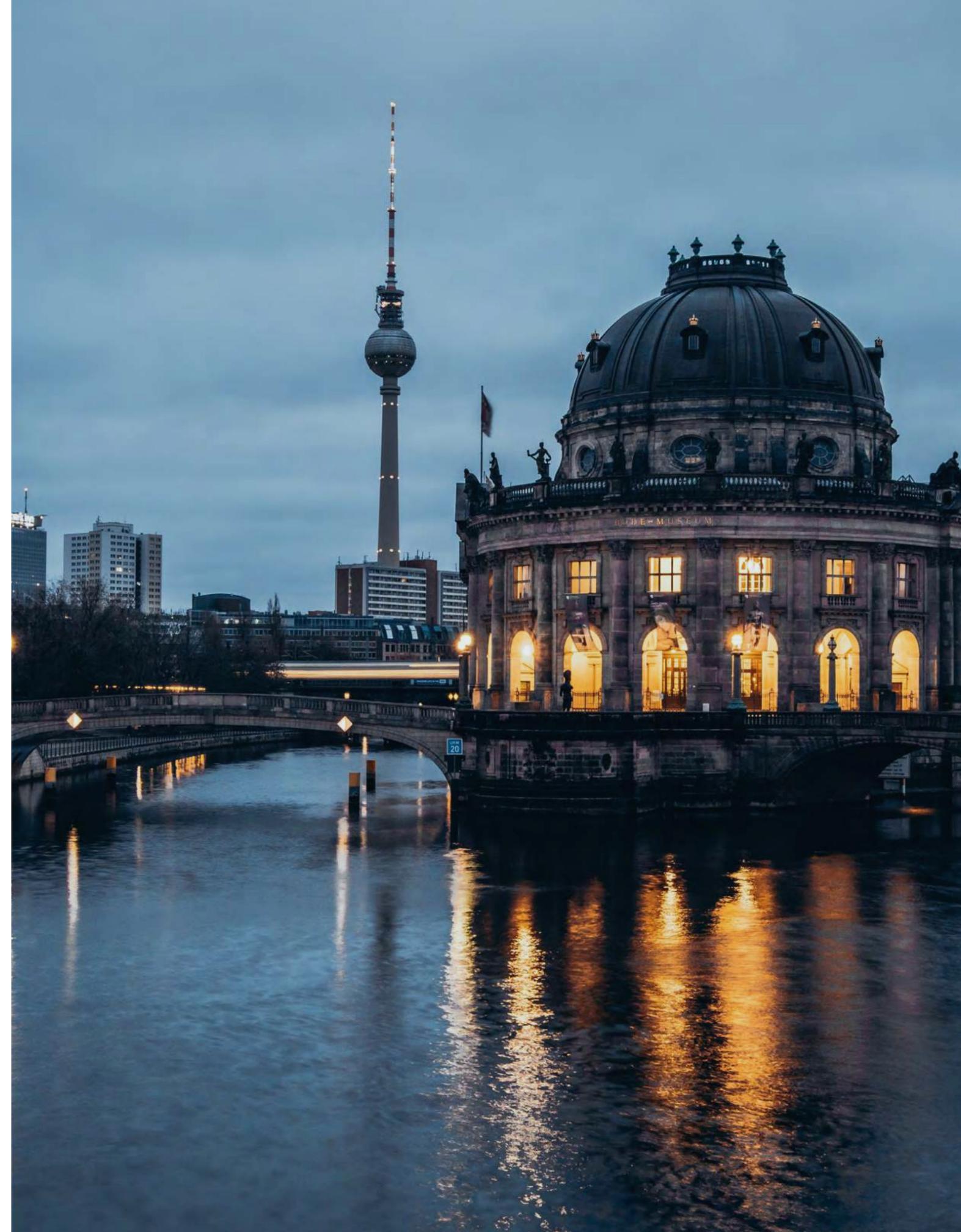
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