

BEOS

Report 2020

L R E S T

P O N S U

D I B I L A

E I T Y E N

Think ahead–
Create together

01

Exploring new paths together

Trust

02

Shaping the future with past successes

Thinking ahead

03

The BEOS portfolio

Diversity

6 FOREWORD

14	INERATEC, KARLSRUHE “We make combustion engines CO ² -neutral”
20	LECKER HOCH DREI, HAMBURG “A sustainable location entails a lot of commitment and staying power”
26	ITM ISOTOPEN TECHNOLOGIEN MÜNCHEN, NEUFABRN “From Neufahrn, we provide care for patients around the world”
32	OUR PATH TO SUSTAINABILITY

48	BEOS AG: OUR OFFICES
50	BEOS AG: IN NUMBERS
52	BEOS AG: ASSETS UNDER MANAGEMENT
54	INVESTOR TALK WITH HELABA INVEST “ESG is just as important as track record and object pipeline”
58	ALL THE FACTS AT A GLANCE
59	BEOS AG: OUR SERVICES
60	AWARDS Our successes

64	2020 HIGHLIGHTS
69	BEOS AG: OUR PROJECTS
108	LEGAL NOTICE


Respon- sibility the BEOS way

A portrait of Martin CzaJa, a man with dark hair, wearing a black turtleneck and a black blazer. He is looking slightly to the left of the camera with a subtle smile. The background is a dark, solid color.

“
We develop and manage working environments for
more than 1,600 companies in full awareness of our
responsibility to users, investors, employees, the
environment, and society at large. I personally see this
task not only as a duty—it is a privilege.


”

MARTIN CZAJA

A professional portrait of a middle-aged man with grey hair and glasses, wearing a dark blue suit and a light blue shirt. He is sitting and looking directly at the camera with a slight smile. The background is a plain, light grey.

“
Our actions are only truly sustainable when we
lastingly and consistently improve our projects for all
stakeholders. For me, this is a matter of attitude
and responsibility.”

HENDRIK STAIGER

A portrait of a middle-aged man with short, graying hair and a light beard. He is wearing a dark blue velvet blazer over a dark gray turtleneck sweater. He is seated and looking directly at the camera with a neutral expression. The background is a dark, solid color.

“
With our work, we invest in posterity and shape the
present for future generations. We can only live up to
this immense responsibility if we learn from the past and
create the conditions needed to continuously surpass
what we have achieved in the past.
”

HOLGER MATHEIS



“

The next generation rightly demands decisive action from
us to ensure a sustainable environment.
I am happy to dedicate myself to this challenge with full
commitment and passion, together with the great
team at BEOS.

”

JAN PLÜCKHAHN

Dear Partners and Friends of BEOS AG,

We don't like doing things by halves. At BEOS, we either do something right—or not at all. This is how we established corporate real estate as a separate asset class in Germany. But our aspirations are not limited to our work with properties. We are also part of the society we live in. If this society increasing prioritises sustainability criteria, then we won't lag behind developments—we want to be on the forefront of the movement.

Taking environmental concerns into account and dealing with social responsibility are not new to us. Because sustainability is part of our DNA, we decided early on to work largely with existing properties. After all, what could be more sustainable than to reuse a building block over and over? And yet we have come to realise that this alone is not enough. In the past two years, the repercussions of climate change have significantly increased attention to this topic again. Ever since it became foreseeable that the state would intervene with its regulatory powers, a frenzy of activity has begun in many areas of the financial industry. Consideration of social and environmental concerns is not just good form anymore—it has become an economic necessity.

We want to live up to our responsibility the BEOS way. That is why we have set ourselves the ambitious goal of becoming the market leader in sustainable corporate real estate and an expert and pioneer in the development of sustainable real estate solutions by 2025. No more and no less—together with our investors and tenants.



The three letters E—S—G stand for the three sustainability-related areas of corporate responsibility and hence for a fully comprehensive, integrated approach for our customers, society, and the team.

E—Environmental
S—Social, and
G—Corporate Governance

For us as a real estate company, the “E” stands especially for environmentally compatible construction, nature conservation and, of course, energy and climate management. Our social activities—i.e. the “S”—are directed both at our employees, e.g. in the form of a healthy work-life balance, and at our tenants and users, by creating sustainable neighbourhoods. We fulfil the “G” part of corporate responsibility for our investors with the corresponding investment strategy, but also for BEOS itself through cooperation and innovation as well as a responsible corporate culture through practicing a spirit of partnership between equals.

“

We want to live up to our responsibility the BEOS way. That is why we have set ourselves the ambitious goal of becoming the market leader in sustainable corporate real estate by 2025 (...)

”

This BEOS Report 2020 shows where we are at that moment. A lot has been achieved, and much still lies ahead. We talked to our tenants about how they are using the space available to them for creative approaches to reduce greenhouse gases or innovative ways to care for their fellow humans. We spoke to one of our largest fund investors about the market players' new seriousness in dealing with sustainability issues. We show what we have already set in motion: a sustainability mission statement we developed ourselves; a sustainability strategy jointly developed by all employees; and the [inclusion of the] valuation of our investment vehicles by GRESB. And that's just the beginning. We have the support of our parent company, Swiss Life Asset Managers, which is making extensive resources available for the broad spectrum of ESG topics.

We don't see responsibility as a static matter. This is ensured by our corporate culture, which thrives on treating one another as equal partners, independent thinking, and self-responsible action. The important thing is to develop the best ideas—in daily business with the users of our properties or in higher-level projects such as the implementation of sustainability criteria. In all of this, we remain true to ourselves. We want to ‘think ahead’ and work with you to develop together. We promise the users of our properties attractive working environments, our investors performance with responsibility, and our business partners and friends respect and fairness.

We wish you a stimulating read, and thank you for your trust in the BEOS team, many of whom had their say in this report as well.

01

Exploring new paths together

- 14 INERATEC, KARLSRUHE
“We make combustion engines CO²-neutral”
- 20 LECKER HOCH DREI, HAMBURG
“A sustainable site means a lot of commitment and staying power”
- 26 ITM ISOTOPEN TECHNOLOGIEN MÜNCHEN, NEUFABRN
“From Neufahrn, we provide care for patients around the world”
- 32 OUR PATH TO SUSTAINABILITY

Trust

A woman in a laboratory setting, wearing safety glasses and a blue surgical mask, is looking through a glass barrier at industrial equipment. The background is blurred, showing various mechanical components and structures.

KARLSPARK, KARLSRUHE

INERATEC



RHINE

36

KARLSRUHE

● KARLSPARK

KRAUTKOPF
FOUNTAIN

KARLSRUHE
CASTLE

EASTERN
CITY

GONDOLETTA
ZOO

3

5

8

APPROX. 2 KM

We make combustion engines CO²-neutral

INTERVIEW WITH PHILIPP ENGELKAMP, FOUNDER OF INERATEC GMBH



POWER TO CHANGE: THE POWER-TO-X AND GAS-TO-X PROCESSES AND THE RESULTING E-FUELS ARE ANALYSED IN THE TEST RIG



SUSTAINABLE SYNTHETIC DIESEL: EVERY LITER OF E-FUEL PRODUCED FROM RENEWABLE SOURCES REPLACES ONE LITER OF FOSSIL FUEL

INERATEC was spun off from the Karlsruhe Institute of Technology in 2016. The latter's Institute for Micro Process Technology had researched a new reactor technology to produce synthetic fuels from renewable energies, which is now being further developed and produced for the market by INERATEC. The unique selling point of the reactors is their compact design. This means that entire plants can be integrated into a shipping container and plant capacities can be expanded bit by bit, so that sustainable fuel that is compatible with existing infrastructure can be produced around the world.

Mr Engelkamp, you plan to start producing sustainable synthetic fuels on an industrial scale by 2022. What exactly does this mean?

We use renewable wind or solar energy, which is we combine in the reactors with the greenhouse gas carbon dioxide (CO₂) via an intermediate product—hydrogen—to form a synthetic fuel. Our goal is to enable 100 percent CO₂-neutral fuel supply for internal combustion engines. This does not require special engines. With appropriate further processing, our fuels can be used in cars, aircraft, and even container ships. What makes our approach special is that our reactors enable the use of renewable energy, and that we can offer this conversion in a modular design. This actually contradicts the basic thinking in chemicals plant construction, where 'bigger' is often considered 'better'.

What exactly happens at your Karlspark premises, and what special technical features does the property have to provide for you?

We are a machine and plant manufacturer, and at Karlspark we produce the reactors that we then integrate into containers and deliver to our customers. To do this, we move a lot of heavy loads that require heavy-duty rollers and cranes. Other important features are compressed air and heavy current supply for the processing centre we maintain there. However, the main requirements for us were not so much the technical conditions.

“
Our goal is to (...) enable 100 percent CO₂-neutral fuel supply for internal combustion engines.
”

... but?

The fact that renting a space in Karlspark made so much sense for us is mainly due to—the name says it all—the idea of a business park. This means that, as an entrepreneur, you don't have to build an 8,000 sqm hall when you may end up only needing 1,000 sqm. Instead, you can rent additional space as needed, bit by bit. The space always grows flexibly with the company. When we moved in three years ago, we rented 300 sqm, and since then have increased it about every nine months to currently 2,300 sqm. And not just production space, either. We also have our back office on the premises. This flexibility was the main reason why we chose to work with BEOS. And our employees also feel good here, not least because of the canteen and the good public transport connections.

Are there any synergies with your neighbours?

Yes, because we're not the only technology company there. As the former industrial park of Siemens—still the anchor tenant of Karlspark—the area is still tech-heavy, so we've already been able to enter into cooperation with some of the companies there—in supply and logistics, among other things. It's quite relaxing to be able to just go over to the customer and discuss your concerns. I would consider that, too, to be a definite plus of a mixed-use quarter like Karlspark.

Florian Pfisterer, Project Manager Karlspark Technology Centre, BEOS AG

The Karlspark technology centre, with its 82,000 sqm of lettable space and 26 resident companies, offers the opportunity to find flexible space solutions for existing and potential tenants. With the start-up Ineratec, we have been able to gain a long-term tenant that can develop further with the area and use emerging potential to gradually grow into the space that becomes available.

The initially small-scale letting has thus developed into a prime example of the industrial park.



MEGAWATT MODULE ON AN INDUSTRIAL SCALE: THANKS TO COMPACT REACTORS, THIS 40-FOOT CONTAINER CAN ACCOMMODATE A FULLY FUNCTIONAL POWER-TO-LIQUID PLANT



THE CONTAINERS CAN BE TRANSPORTED ANYWHERE
IN THE WORLD AND BE EXPANDED AS NEEDED IF MORE
ENERGY OUTPUT IS REQUIRED



HIGH-TECH MADE TINY: AN EMPLOYEE CHECKS
ONE OF THE COMPACT CHEMICAL REACTORS

ROTRI, HAMBURG

Lecker hoch drei

KW4

AW5
AW6



HAMBURG

23

433

447

7



HAGENBECK'S
ZOO

4

5

ALTONA DISTRICT



ROTRI

EIMSBÜTTEL

GROSS FLOTTBEK

431

5

ALSTER

STARSHANE

ST. MICHAELIS

ST. GEORG

4

OTTENSEN

ELBE

ELBPHIL-
HARMONY

75

255

APPROX. 2 KM



THE CANTEEN KITCHEN IS NO PLACE FOR KITCHEN SINK DRAMA. THE PREPARATION OF 2,300 MEALS A DAY TAKES PLACE UNDER FULL STEAM



A sustainable site means a great deal of commitment and perseverance

INTERVIEW WITH KAI GOSSLAR, MANAGING DIRECTOR OF HAMBURG WORK GMBH

By people, for people: Lecker hoch drei is a non-profit catering service for day-care centres under the patronage of TV chef Steffen Henssler. It is part of Hamburg Work GmbH, which employs people with severe disabilities and works as a diaconal integration company founded by the Pestalozzi Foundation Hamburg in 2013. Lecker hoch drei supplies healthy meals to care facilities for the very young, with a high proportion of seasonal and regional products. Beyond these ecological aspects, the company's goal is to create jobs for people who normally have a hard time finding regular employment.

MENUS ARE PLANNED IN CONSULTATION WITH AN ECOTROPHOLOGIST (NUTRITIONAL SPECIALIST).
FOR A BALANCED DIET, ONE SEA FISH DISH PER WEEK IS SOMETIMES INCLUDED IN THE MENU





SEASONAL AND, AS FAR AS POSSIBLE, REGIONAL: WHEN PREPARING THE MEALS THAT ARE DELIVERED DAILY TO 46 DAYCARE CENTERS IN THE HAMBURG AREA, ATTENTION IS PAID TO VARIETY AND SUSTAINABILITY. ORGANIC SPICES PROVIDE THE SPECIAL FINISHING TOUCH



THE COOK-AND-CHILL METHOD ALLOWS FOOD TO BE PREPARED GENTLY, PRESERVING IMPORTANT NUTRIENTS UNTIL IT IS READY TO BE SERVED



Mr Gossler, you are a non-profit company with a social mission. To what extent did sustainability aspects play a role in your location decision?

From the very beginning, the founding idea of our company was to create jobs for people with disabilities. Around half of our employees have one or more disabilities, with concomitant barriers to

employment in the general labour market. At the same time, however, we always considered how we can align our work more closely with our ecological sustainability goals. When we came up with the idea for 'Lecker hoch drei', the main question was how we could optimise energy consumption, because the production of food naturally involves high electricity consumption. So in the run-up to planning our production, we developed a study with the Niederrhein University of Applied Sciences, forecasting the energy requirements of various production processes. We found that it is ideal to prepare the meals at a central main location using the cook-and-chill process. In this process, the dishes are cooled down very quickly after cooking, instead of keeping them warm for a long time. This means that they can be stored, delivered and cooked all the way through at the facilities without any significant loss of quality. A positive side effect: the food is prepared more gently overall and retains more of the healthy ingredients such as vitamins until it is consumed. By the way, we use green electricity!

It's rare to find social commercial kitchens in industrial parks. How did you come to choose this unusual location?

Because in BEOS we found a landlord who has the necessary technical understanding of our facilities, but also the stamina to develop the project with us. With BEOS, we were able to implement our project economically in the long term. Many landlords turned us down when they realised that we required greater technical sophistication. The modern production kitchen at the 'rotri' business park offers us ideal conditions, which we need to be able to work using the cook-and-chill method. Beyond this, we were able to obtain more favourable investment financing this way, which made the establishment of 'Lecker hoch drei' possible in the first place. That was not possible at other locations.

“

When we came up with the idea for Lecker hoch drei, the main question was how we could optimise energy consumption, because the production of food naturally involves high electricity consumption.

”

Were there factors, especially with regard to the location, that were particularly important to you?

It's an question you hear a lot, but the central location and excellent public transport connections were a crucial point. I say this not only with a view to the central production and subsequent delivery of the currently 3,500 meals that have to be brought to 46 day-care centres in the Hamburg area every day. You also have to consider that many of our employees cannot use their own car to get to work. So the central location and public transport connections of 'rotri' Park were an absolute must.

How exactly does the topic of sustainability manifest in your daily work routine?

We take a very multi-layered approach to ESG, starting with the fact that we adapt our menus seasonally and use a high proportion of food from the region. We use organic spices and were certified for this in 2020, too. We offer high-quality vegetarian dishes, some of which are more popular than our meat dishes. The meat and fish consumption that we generate is accordingly low. And as we see it, this is the main lever for reducing the CO² footprint of the food sector. Beyond that, however, we are also concerned with the nutritional education of children. At the age when children attend a day care centre, their nutritional behaviour is strongly influenced. We therefore also see it as our task to support the children in learning to appreciate a menu with lots of fruit, vegetables and natural products.

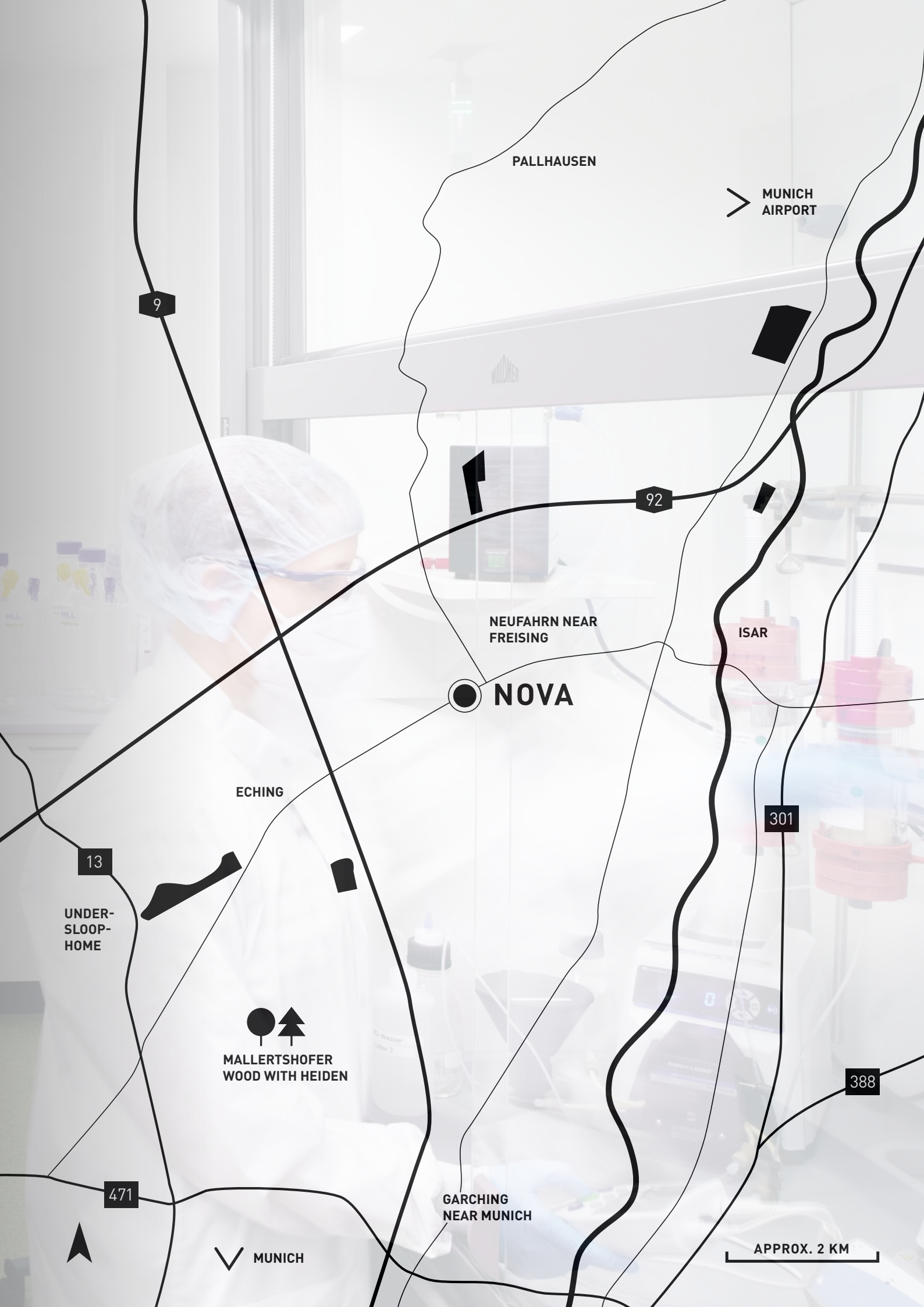
What do you wish to see from BEOS—in 2021 and beyond?

Developing the site with us entails a lot of commitment—not only on our part, but also from BEOS. That's why I look forward to growing our project at this location and being able to supply even more day-care centres, as well as schools. But given our positive development at the Hamburg location, we are also planning to expand beyond the region with partners, based on a franchise concept. BEOS is an ideal partner for developing such projects due to its supra-regional structure and expertise.

NOVA, NEUFAHRN NEARI FREISING

ITM





PALLHAUSEN

> MUNICH
AIRPORT

9

92

NEUFABRN NEAR
FREISING

ISAR

● NOVA

ECHING

301

13

UNDER-
SLOOP-
HOME

● ●
MALLERTSHOFER
WOOD WITH HEIDEN

388

471

GARCHING
NEAR MUNICH

✓ MUNICH

APPROX. 2 KM

From Neufahrn, we care for patients all over the world

INTERVIEW WITH NICOLA SCHARRER, HEAD OF MARKETING & COMMUNICATIONS AT
ITM ISOTOPEN TECHNOLOGIEN MÜNCHEN AG

ITM Isotopen Technologien München AG (ITM) produces and develops medical radioisotopes and radiopharmaceuticals for cancer treatment. The company's products are used for patients with severe disease progressions, where conventional treatment options have reached their limits. ITM is involved in research and development—for example in the form of clinical studies—as well as in the production of drugs for targeted radionuclide therapy.



THE MATERIALS REQUIRED FOR THE PRODUCTION OF PROCESS
REAGENTS ARE TESTED IN THE REAGENT LABORATORY

Since the company was founded in 2004, ITM has achieved numerous milestones, making an important contribution to the evolution of this form of treatment. In 2019, the company was awarded the German Medical Award in the Medical Innovation Product category. In an interview with Nicola Scharrer, Head of Marketing & Communications at ITM Isotopen Technologien München AG, we talk about the company's mission, which they are also fulfilling with their new premises at the NOVA Neufahrn business park.

Ms Scharrer, why did you choose the Neufahrn location?

In recent years, we have experienced a significant world-wide surge in demand for our pharmaceutical products. So the expansion to Neufahrn, where our new—significantly expanded—production site is currently being built, made perfect sense. For one, it is important that we have laboratory and production space as well as an office area in NOVA 11. And for another, we can expand our space successively. This is important because we are planning to very quickly expand the team of initially 100 employees at the Neufahrn site.

So all the important business processes come together at NOVA Neufahrn?

Yes, at NOVA we will produce both the radioisotopes that form the basis of the treatment, and the final radiopharmaceuticals. The patient is clearly the focus of everything we do. So, our colleagues may have to work an extra shift to prepare an important shipment to Australia or South America in time.

The time factor—and hence the choice of location—is particularly important for us: we work with long-standing logistics partners to deliver the medical radioisotopes all over the world within a maximum of 96 hours. From Neufahrn, we can deliver our products to Munich Airport in next to no time.

Have you met your new neighbours yet?

Yes, or at least some of them. I particularly like the innovative spirit of these high potential companies from a wide range of disciplines. Although we are active in a very specialised industry, interacting with other companies helps us to think outside the proverbial box. It also helps us think of new approaches that may not have been on our radar before. So I look forward to many good conversations.





AN EMPLOYEE BOTTLES PHARMACEUTICAL
PURE WATER IN THE REAGENT LABORATORY

“
ITM awakens the innovation approach
of the NOVA to life and benefits
from its flexibility.
”

Matthias Kraus, Project Manager NOVA Neufahrn Business
Park, BEOS AG

When BEOS developed the concept for the NOVA Neufahrn business park, the main idea was to provide space for production and innovation. With this in mind, the team took care to ensure the greatest possible flexibility during the revitalisation and developed the spaces speculatively. In retrospect, this proved to be the right decision. The flexible planning of the newly constructed NOVA 11 building made the extremely complex conversion for ITM possible in the first place.

In ITM, BEOS gained a company that produces one of the most important and socially sustainable products of all. We are very proud of this. With our team of planners, we were able to support ITM in the conversion of the space—from installing sound insulation to ventilation capacities, and all of it with the greatest possible energy efficiency. For BEOS, this provides important confirmation of its own approach: to offer exciting and socially relevant tenants the space and infrastructure so that they can completely restructure a given building on the inside—and partly on the outside—and lend individual character traits to a site like the NOVA Neufahrn business park.

PASSION FOR PRECISION: ITM'S CORPORATE CLAIM
IS EVIDENT IN EVERY STEP OF THE WORK PROCESS



Our path to sustain- ability

Where do we stand?

Longevity, environmental compatibility, economic stability, and social responsibility are the buzzwords that served as the cornerstones for a sustainability strategy BEOS and BEREM set up in autumn 2019. The goal: to develop a collaborative concept to anchor matters of ESG at all levels of the company. The motivation: intrinsic and carried with passion by the entire team.

Klara Kellner, ESG project manager in the field of construction management, realised that this would not be an easy undertaking: 'Sustainability is an attitude. It affects all areas of business and life. The changeover requires a well thought-out, consistent, and determined approach'.

Still, fuelled by the strong team initiative and our forward-looking attitude, communication channels and a timeline were quickly established. This was the starting signal for the sustainability strategy, the implementation of which is more of an endurance run than a sprint. A materiality analysis, several workshops and finally a roadshow followed so as to involve the entire team and bring the findings to everyone's attention. One and a half years later, we are taking stock and are taking ourselves: Where does our company stand at the beginning of 2021?

Investing in sustainability and investing sustainably go hand in hand

The environmental footprint of the real estate industry is big compared to other sectors. The building sector is responsible for around one third of all CO₂ emissions in Germany, making it not only a major CO₂ driver but also a key protagonist in matters of climate protection. In corporate real estate, an asset class that has particularly high savings potential due to a comparatively high level of land sealing as well as the manufacturing industry and the resulting energy consumption, there are a lot of areas where promising adjustments can be made.

This begins at the purchase or planning phase of a property. Using sustainable raw materials can make a big difference, for instance. But it doesn't stop there. It is at least as important to manage the portfolio with a view to sustainability.

'Particularly in the case of corporate real estate,

the ongoing modernisation of the infrastructure, a long-standing practice of ours, leads to considerable energy savings for individual properties', reports Till Meister, project manager and co-initiator of the sustainability programme. We have laid a foundation for this in the form of our roadmap. As part of our active asset management, we see our task primarily in sensitising and mobilising tenants for sustainability and resource conservation. Together with the tenants, we want to develop solutions to enable cost savings.

Our five action areas

Besides optimising ecological aspects, it is also important to make sustainable investment decisions. For example, the longevity of a property can be increased through upgrading, conversion, or redensification measures. The goals of the sustainability strategy range from the use of environmentally-friendly building materials and nature conservation to targeted promotion, through to a responsible investment strategy. In accordance with the three areas 'E', 'S' and 'G', and in consultation with all stakeholders, we derived five action areas and aligned them with the lifecycle of a property: BEOS as a company; development; asset management; energy; and portfolio.

People play a central role in all action areas—from employees to tenants and service providers to investors. This also comes into play when commercial locations evolve into urban city districts. The most prominent BEOS example of this is Carlswerk in Cologne. Opening up existing spaces facilitates connection and creates synergy effects for different tenants. A heterogeneous and high-quality environment encourages exchange, activities such as neighbourhood events additionally enhance the networking character. Leisure and cultural activities as well as dining facilities (restaurants) form the perfect complement.



WITH A LOT OF COMMITMENT, INITIATIVE AND MOTIVATION, THE BALL WAS JOINTLY SET ROLLING DURING A SUSTAINABILITY WORKSHOP IN 2019

Of course the ‘S’ finds application beyond commercial districts as well. ‘The goal of establishing a consistent understanding of sustainability throughout the company relies especially on the commitment of all colleagues who promote these topics’, says Christiane Wald, Head of HR at Swiss Life Asset Managers in Germany, the parent company of BEOS. ‘This is why we focus on creating an environment in that encourages personal and professional development. We attach great importance to interaction and exchange across departments, brands, asset classes, and countries, so that we can shape things together and encourage continuous learning across [all kinds of] borders’.

From specialist knowledge to swarm intelligence

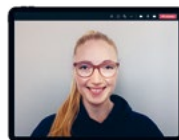
Swiss Life Asset Managers has a total of 50 ESG ambassadors across Europe—15 in Germany alone—who implement cross-divisional projects with a focus on responsible investing and are instrumental in integrating ESG into all core business processes across all asset classes. The three pillars ‘fiduciary duties’, ‘intergenerational responsibility’, and ‘active assumption of responsibility’ are central to this. To benefit from synergy effects and to stimulate internal and external dialogue, BEOS, BEREM, CORPUS SIREO and Swiss Life Asset Managers bundle their competencies for development and implementation. ‘Our business purpose—to support people in leading self-determined lives—is all about sustainability. As an investor and asset manager, we want to offer our customers bespoke, sustainable investment solutions, which is why the systematic and professional implementation of ESG aspects in all our core processes is so essential. Therefore, our goal is to embed ESG in our DNA’, says Dr Nelufer Ansari, Head of ESG at Swiss Life Asset Managers.

Direct exchange within and between the individual departments and companies serves to identify optimisation potential—this is how projects like the recording of CO² emissions at portfolio level and the ESG assessment were implemented or initiated.

It goes without saying that we also pursue the conscious use of resources in our offices.

Sustainability is a community effort

From the familiar ‘lights off, heat down’ to the active upgrading of an entire city district—ESG is a diverse field of activity and goes far beyond purely ecological aspects. Every step, no matter how small, is meaningful. It requires initiative, creativity, stamina and motivation. This makes it all the more important to increase awareness among employees and give them the greatest possible degree of flexibility and individualisation to provide room for further development. Which is why BEOS’ message is not only ‘think ahead’, but also ‘shape the future, together’!



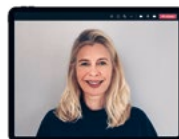
‘Sustainability is an attitude. It affects all areas of business and life. The changeover requires a well thought-out, consistent, and determined approach’.

KLARA KELLNER,
PROJECT MANAGER ESG



‘Particularly in the case of corporate real estate, the ongoing modernisation of the infrastructure, a longstanding practice of ours, leads to considerable energy savings for individual properties’.

TILL MEISTER,
PROJECT MANAGER ESG



‘The goal of establishing a consistent understanding of sustainability throughout the company relies especially on the commitment of all colleagues who promote these topics’.

CHRISTIANE WALD,
HEAD OF HR AT SWISS LIFE ASSET MANAGERS



‘As an investor and asset manager, we want to offer our customers bespoke, sustainable investment solutions, which is why the systematic and professional implementation of ESG aspects in all our core processes is so essential’.

DR NELUFER ANSARI
HEAD OF ESG AT SWISS LIFE ASSET MANAGERS

BEOS

Sustainability begins at your own workplace

Done

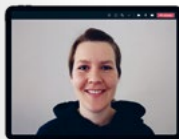
- Sharing is caring: We incorporate sustainability into our DNA with environmental newsletters, workshops, and team events.
- Green BEOS offices: Switch to green electricity and gas in all properties as of 2021
- Shared responsibility: ESG ambassadors integrated in the organisational structure
- Alternative mobility concepts: Bicycles, scooters, and cars—all employees actively use sharing services.

Ongoing

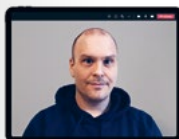
- Digital meetings instead of business trips: We will maintain what has proven successful in times of crisis and thus further reduce our annual CO² emissions of 2.2 tonnes per employee.
- Health management and work-life balance: Benefits such as subsidised fitness memberships and free family service are constantly being expanded.

Next

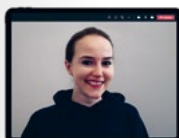
- Do good and talk about it: Increased internal and external communication should stimulate dialogue and share knowledge.
- Personal goals: Who can contribute what to sustainability? Individual projects will be included in the target agreements of each employee from 2021.



‘In our newsletter, we highlight how to integrate sustainability into the professional and personal routine. Every individual can make a contribution by doing small things’.
STEPHANIE DREIER, PROJECT MANAGER AND ESG AMBASSADOR IN HAMBURG



‘Paper? We don’t need it! Thanks to the integration of tools like Architrave, DocEstate, DocuSign, ELO, Gypsilon, iMS and several others, the daily work routine is handled entirely without paper’.
OTREK WILKE, SENIOR PROJECT MANAGER DIGITAL SOLUTIONS IN BERLIN



‘We established trust-based working hours, working from home, and a digital learning organisation even before the corona pandemic. Talent is given the freedom to develop their potential. Because perceiving people’s needs and creating the best possible environment for them is sustainability for me and should be a success factor for every company!’
MARGARETA RUST, SENIOR HR MANAGER IN BERLIN

Development

New food for thought in development, construction, and revitalisation

Done

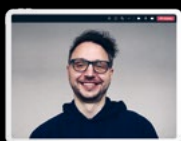
- Using bricks more than once: 18 percent of the BEOS stock has been transformed or redensified to date, and removal/remediation of pollutants and contamination has been carried out on 10 percent of the properties.

Ongoing

- Expertise in sustainable construction: Expertise is expanded and shared through academies, workshops and the ESG Ambassadors programme.
- Use of roofs and open spaces: From photovoltaic systems to roof greening and adding more storeys—potential is exploited wherever regulatory and constructional considerations allow it.

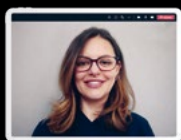
Next

- Sustainable and recycled building materials: The Berlin Decks project points the way with its wood-hybrid construction method.
- Modular system: The optimisation potential of existing properties is clearly presented to the project managers, to encourage measures such as the replacement of heating and lighting solutions.
- Trend barometer: Needs and future developments are surveyed in an exchange with industry representatives.



‘Two points must be considered in building: The reduction of CO² emissions and the relevance of flexible space concepts. For instance, the mixed-use neighbourhood Berlin Decks is being built in timber hybrid construction’.

TONY PAUMER, PROJECT MANAGER IN BERLIN



‘We plan just as sustainably as we build. Our design choices range from certified timber building materials to outdoor landscaping that includes insect hotels and recycled seating. We also render this measurable through certifications’.

ANNEMONE GULL, DEPUTY BRANCH MANAGER AND PROJECT MANAGER IN MUNICH



‘Sustainability goes far beyond the visible realm. It starts under the asphalt. To protect the soil, the groundwater, and the drinking water supply’.

DENIS SCHEREMET, SENIOR TECHNICAL PROPERTY MANAGER IN STUTTGART

Asset Management

Concepts for our spaces and their users

Done

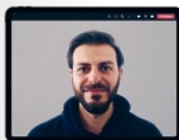
- Community spirit: Communication as equals, tenant activities, and event formats are at the heart of responsible asset management for us.
- Alternative thinking: Neighbourhoods are additionally revitalised by bringing in alternative types of use and interim/temporary tenants from the cultural and event sectors.
- Quality of stay promotes user satisfaction: Green spaces, urban gardening, sports and local amenities and insect hotels are just some of the measures that have been implemented in up to 45 percent of the properties.
- Sustainable mobility concepts: 74 percent of our properties offer car sharing, bicycle parking, or good public transport connections.

Ongoing

- Sustainable tenant relationships: The green lease clauses serve to highlight joint ways to make a difference and options for improvement.
- Diversity through leisure and culture: By 2025, at least 5 percent of the spaces we manage are to be made available for social and cultural facilities.

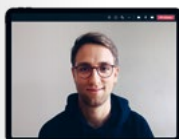
Next

- From landlord to host: Each of our project managers are responsible for only two projects. By consistently expanding dialogue in a spirit of partnership, we seek to identify the needs of all stakeholders and the resulting synergy effects more individually and even earlier, so as to create the best possible environment for tenants, guests and other neighbourhood residents.



‘Based on our green lease clauses, we have developed a handbook designed to lay the foundation for an open, trusting cooperation between tenant and landlord. This will serve to continuously raising our sustainability standards’.

TANJU DOGANAY, CONSTRUCTION MANAGER IN FRANKFURT



‘Bee colonies, flower meadows, and insect hotels on the properties make ecological sense and are quickly implemented. In addition, they offer the nice side effect of gifting the tenants with the honey produced’.

FLORIAN PFISTERER, PROJECT MANAGER IN STUTTGART



‘We take a very long view in our neighbourhood development, so that needs can be met across generations. The former industrial area Carlswerk, for example, is enlivened by ball sports and culture in addition to the originally planned storage, workshop and production areas of various office tenants’.

JOCHEN BUTZ, PROJECT MANAGER IN COLOGNE

Energy

A key factor for 'green' properties

Done

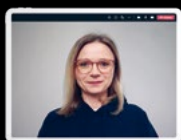
- Technology update: In 26 percent of the properties, investments have already been made in new heating technology, and in 32 percent, a full or partial conversion has been made to LED or light rental.
- Clean energy: From photovoltaic systems to combined heat and power plants and solar thermal energy –alternative ways of producing electricity and heating water are currently used in 27 percent of the portfolio.

Ongoing

- Follow-through at portfolio level: All measures will be further advanced. This also applies to e-charging stations, which are currently present on 29 percent of the properties.

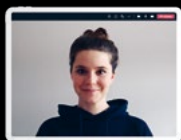
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- Consumption: All meter structures will be recorded and optimised to ensure more transparency and better control.
- Energy efficiency: The reduction of CO² emissions at individual property level is planned.



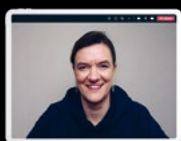
‘We are in the process of recording the existing meter and supply infrastructure at property, building, and user level in order to digitise it. In the same way that every mobile phone user can always check their data consumption, and every car driver can check his fuel consumption—we are creating clarity and transparency’.

INGA LACHENMAIER, PROPERTY MANAGER IN STUTTGART



‘Sustainability has to be considered at the tenant level. We are proud to have a long-standing tenant from the wind power industry in one of our corporate properties’.

KATHARINA MEYER, PROJECT MANAGER IN HAMBURG



‘Through restructuring, we have managed to make BEOS’ framework energy supply contract (electricity and gas supply) CO²-neutral for part of the portfolio. From 2021, this will save around 32,300 tonnes of CO² a year. This corresponds to around 161 million kilometres of travel by car. By 2022, we want to ensure CO²-neutral supply for a further part of the portfolio, and have set ourselves the ambitious goal of 100 percent CO² neutrality for the future’.

INGA KÜHN, HEAD OF BUSINESS TRANSFORMATION IN BERLIN

Portfolio

Digitalisation creates transparency

Done

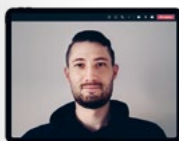
- Digital data management: The sustainability of the portfolio has been measured, an ESG assessment developed, and an initial GRESB rating carried out.

Ongoing

- BEOS in a pocket: The ESG data framework is becoming part of the existing Microsoft Power-BI-based digital project workbench. This creates transparency at object and portfolio level and can be accessed remotely anywhere, anytime.

Next

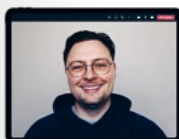
- Permanent dashboard: All stakeholders can view their consumption at any time based on the data, enabling them to optimise it.
- We don't rest on our laurels: benchmarks like the GRESB rating serve as points of reference for new projects.



‘In our fund strategy, we set priorities for the sustainability of the vehicle, which we consider both at the time of purchase and in the holding phase.

The focus is on the specifics and strengths of the asset class, so that we can make the greatest possible contribution while also meeting stakeholder requirements.’

FABIAN SPOHN, PORTFOLIO MANAGER IN BERLIN



‘At the fund level, GRESB complements our sustainability strategy by broadening the perspective to the entire portfolio. This also puts the manager and his management approach to the test.’

LEON DEITERMANN, PORTFOLIO MANAGER IN BERLIN



‘The path to sustainability places completely new demands on data collection. We are currently adapting our data structures so that in future we will be able to generate all sustainable reports and analyses at the click of a button.’

ROBERT SCHOLZ, RISIKO MANAGER IN BERLIN

02

Shaping the future with past successes

- 48 BEOS AG: OUR OFFICES
- 50 BEOS AG: IN NUMBERS
- 52 BEOS AG: ASSETS UNDER MANAGEMENT
- 54 INVESTOR TALK WITH HELABA INVEST
“ESG iESG is just as important as track
record and property pipeline”
- 58 ALL THE FACTS AT A GLANCE
- 59 BEOS AG: OUR SERVICES
- 60 AWARDS
Our successes

Thinki
ahead

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BEOS AG: OUR OFFICES

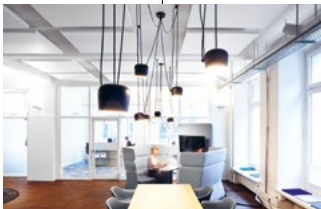
6 offices–130 properties



BEOS AG BERLIN
Kurfürstendamm 188
10707 Berlin
Phone: +49 30 28 00 99-0



FRANKFURT AM MAIN OFFICE
Fürstenbergerstraße 3–9
60322 Frankfurt am Main
Phone: +49 69 656 06 55-0



HAMBURG OFFICE
Schaarsteinwegsbrücke 2
20459 Hamburg
Phone: +49 40 808 18 78-0



STUTTGART OFFICE
Danneckerstrasse 37
70182 Stuttgart
Phone: +49 711 12 89 82-0



RHINE-RUHR OFFICE
Schanzenstraße 6–20
51063 Cologne
Phone: +49 221 63 07 96-0



MUNICH OFFICE
Ganghoferstrasse 68a
80339 Munich
Phone: +49 89 329 89 59-10



Number of properties at the location

BEOS AG: In numbers

as of 12/2020

4.4

billion EUR total volume of assets under management.

8.0

% dividend yields on shareholder equity (after expenses and fees) from CREFG funds since their inception.

3,985,310

sqm of lettable space under management.

>70

% of the properties are in the Top 7 locations in Germany.

1:2

PROJECT MANAGERS TO PROJECTS

66 project managers handle 120 projects; team of more than 230 employees in 6 offices.

Approx. 80

% of all tenants in the BEOS portfolio renew their leases.

6.33

EUR/sqm ø rent for mixed-use properties at the Top 7 locations and in growth regions.

1.9

billion EUR of completed project developments since 2002.

8.6

million sqm of land under management.

130

properties are under BEOS management.

32,300

tonnes of CO² savings per year across the BEOS portfolio.

1,682

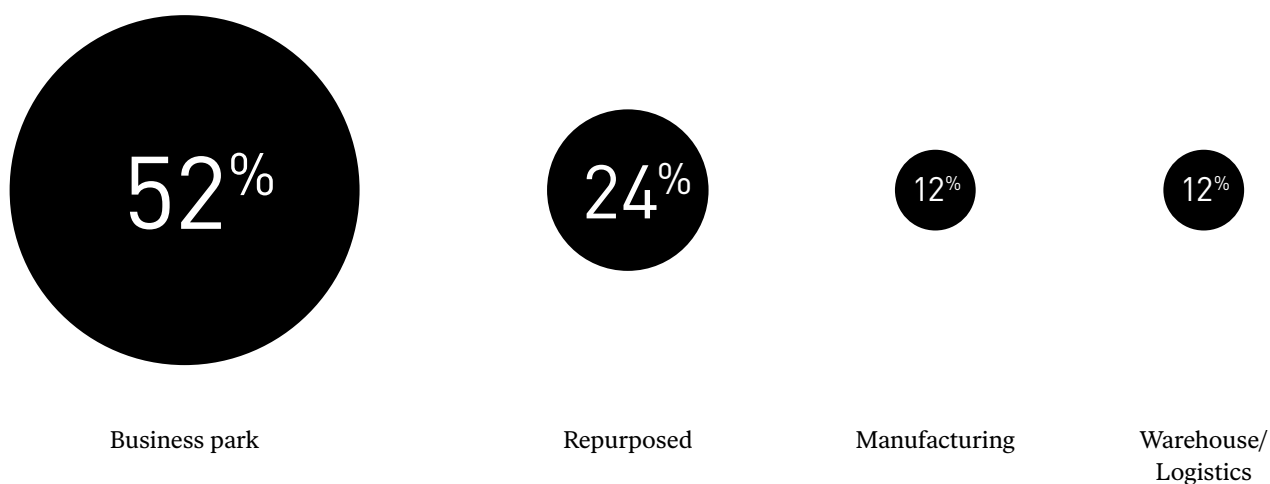
tenants from a wide range of sectors ensure a strongly diversified tenant base across the BEOS portfolio.

BEOS AG: Assets under management*

as of 12/2020

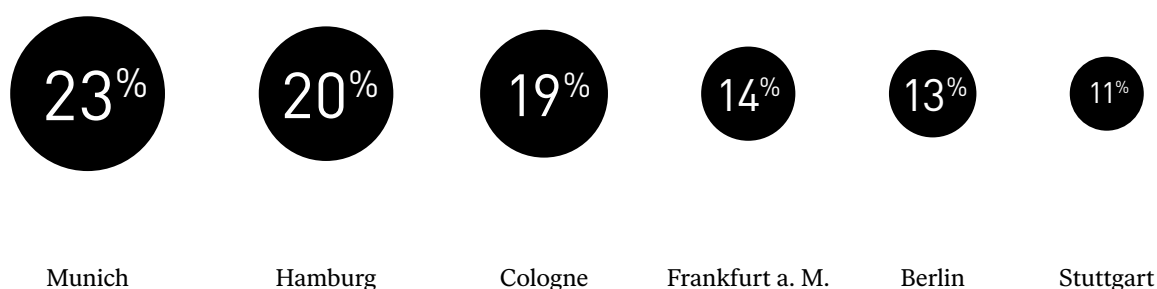
Percentage of rental income by property type

Business parks and repurposed properties form the backbone of the portfolio.



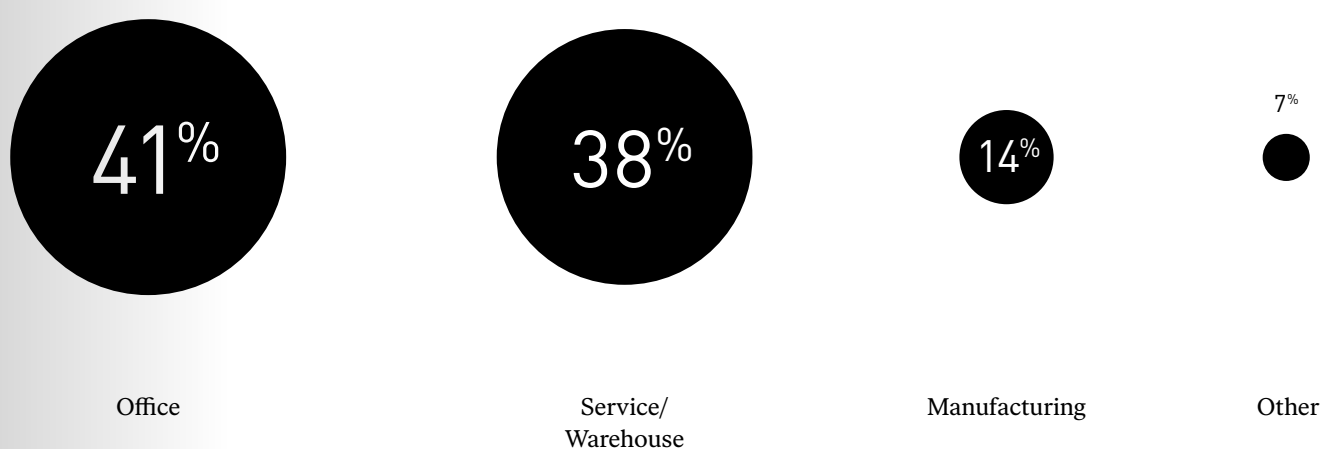
Percentage of rental income per BEOS location

The BEOS portfolio focuses on Germany's top 7 metropolitan areas and growth locations.



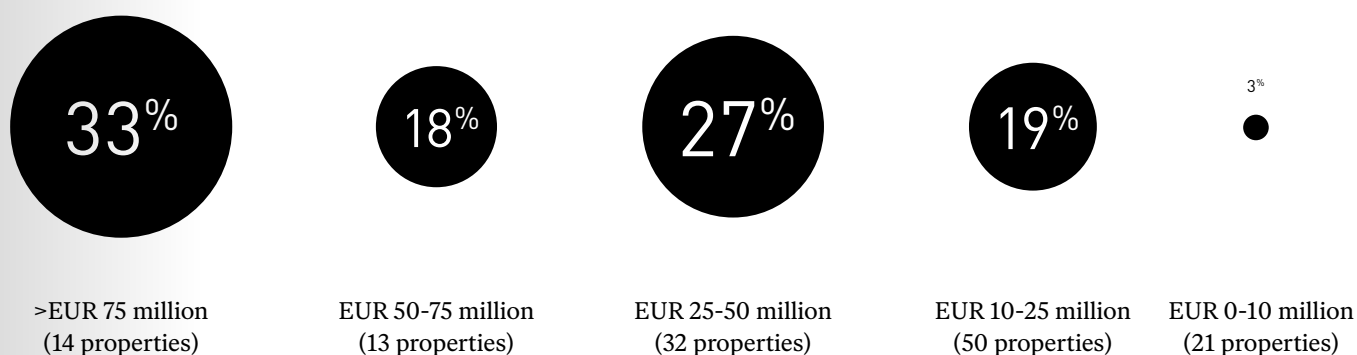
Percentage of total lease volume by floor area category

The portfolio has a broadly diversified space allocation.



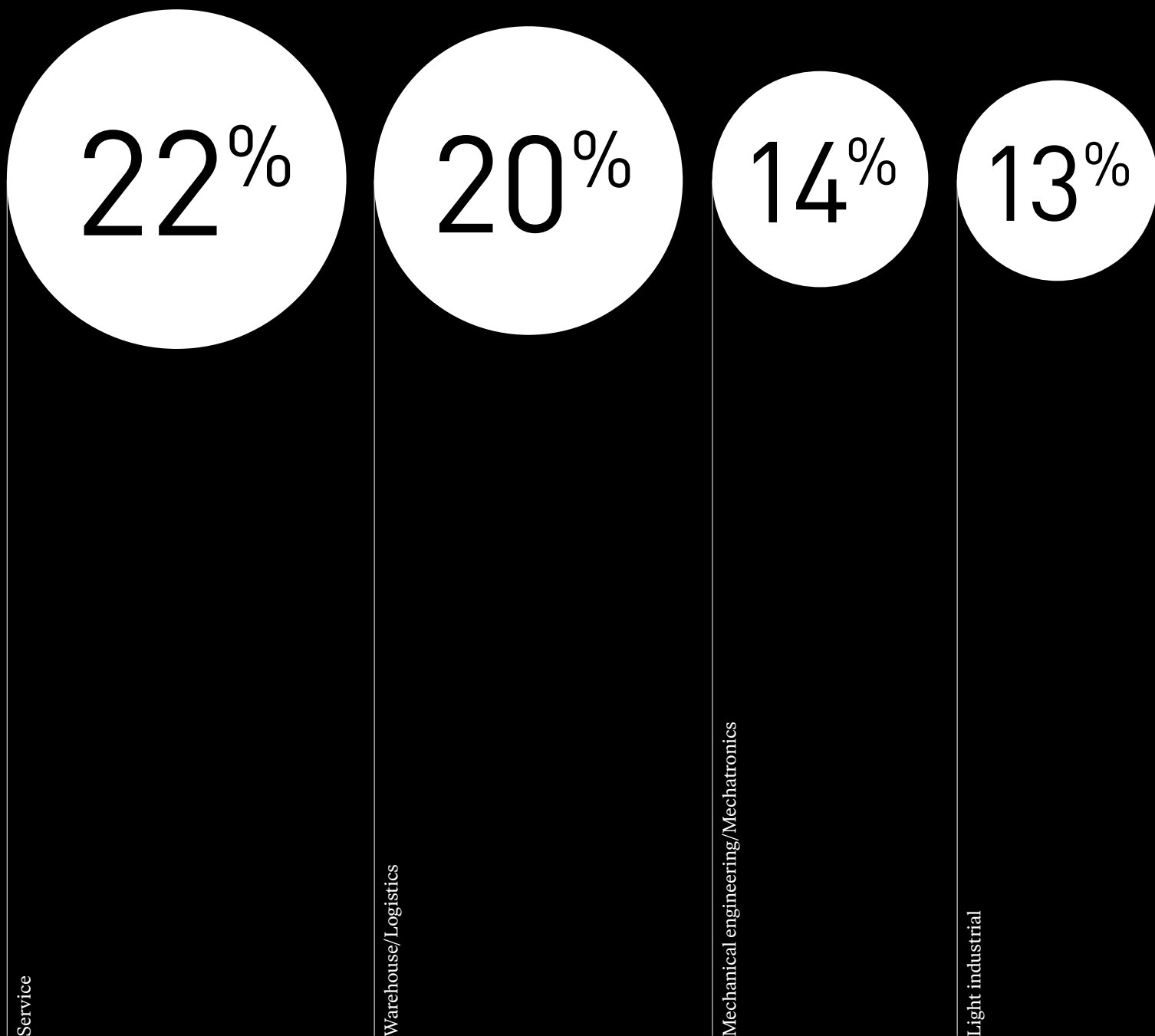
Breakdown by size category

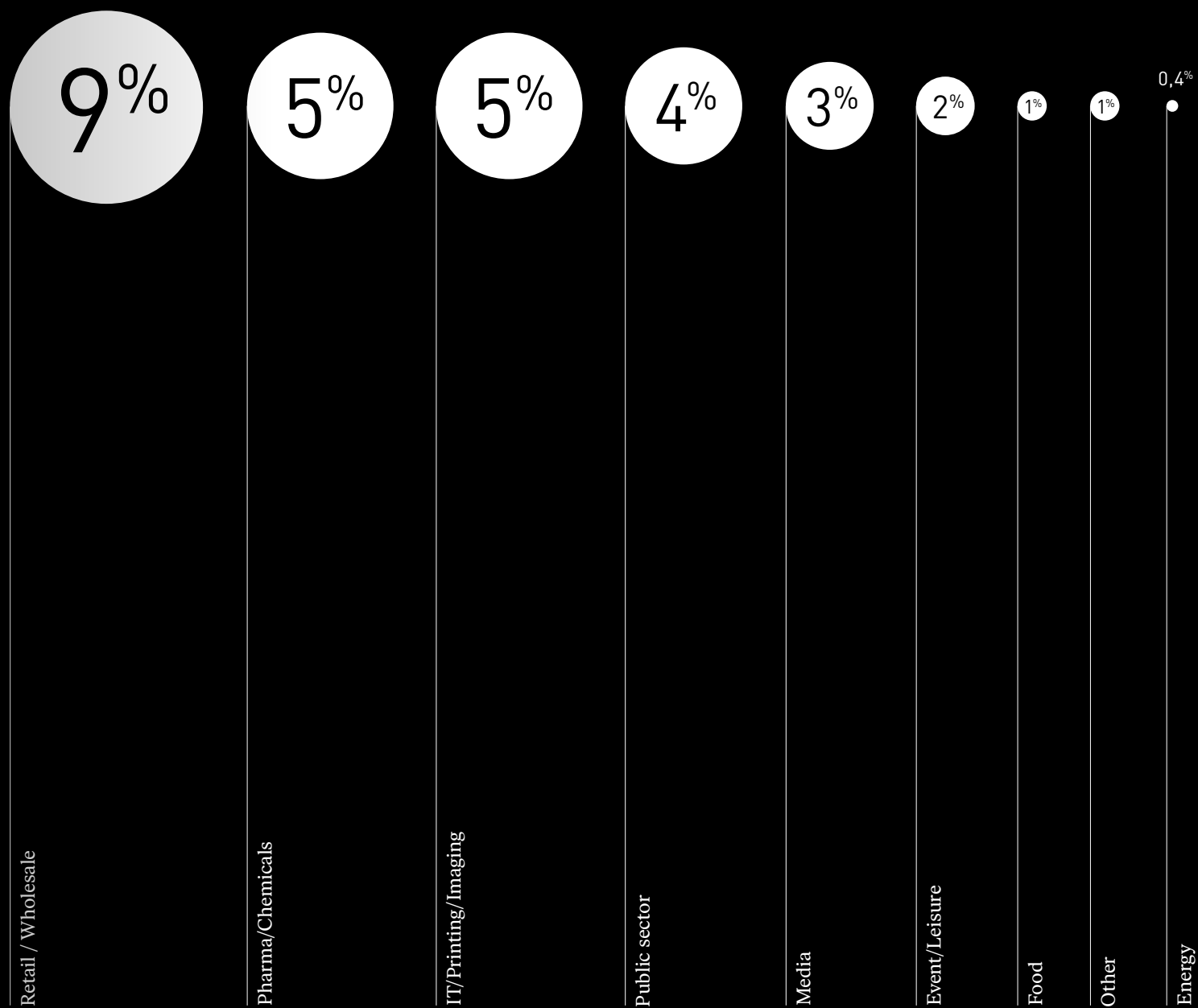
The properties in the BEOS AG portfolio vary greatly in size, which makes the portfolio highly fungible.



Breakdown by tenant sector*

The BEOS AG portfolio has tenants from a wide range of sectors,
thus creating a high level of risk diversification.





All figures correct as of 31.12.2020; not including all acquisitions notarised by the end of the year; some figures are rounded

ESG is just as important as track record and property pipeline

Steffen Erger, Team Leader Real Estate Multi-Manager Fund at Helaba Invest and Chairman of the Investment Committee for the BEOS Corporate Real Estate Fund Germany I, in conversation with Kerstin Lauerbach (Head of Portfolio Management) and Steffen Uttich (Head of Capital Markets) about the varying quality of ESG strategies, the increasing importance of GRESB ratings, and the new seriousness of market players in dealing with sustainability issues.

The terms sustainability and ESG are used so prolifically in the financial sector these days that one might almost suspect it is intentional.

To put it heretically: If you can't think of anything to say about your core business, you can at least tell your customers ESG stories. Doesn't that fling open the gates for greenwashing?

The answer to this is a clear heretical yes. When dealing with the topic of ESG, one has to consider a great many things. Not all of them are obvious at first glance. So you can't go and proclaim an ESG strategy without having really grappled with it intensively beforehand.

As a fund of funds manager for institutional real estate funds, you can choose from a wide range of target funds. ESG is currently a big topic among institutional investors. So it makes sense to include target funds that focus on ESG criteria.

We decided relatively early on against simply mixing in impact funds just because they are impact funds. That would come very close to selling indulgences. We would be achieving something really good with a single fund, but 95 percent of the portfolio would continue to be run as before. Instead, we decided to take a holistic approach.

This means that we evaluate our entire range of target funds on the basis of ESG criteria. We are in the process of creating the highest possible transparency. And scores can occasionally be very poor at the very beginning. But we can then make sure that things get better not only in those places, but that the entirety of our portfolio improves bit

by bit. With individual impact funds, we would stop at just five percent.

Almost every institutional real estate fund offered in this country is presented to Helaba Invest at some point. And these days no one can avoid addressing the topic of ESG in their presentation. How widely does the quality of the presentations vary?

The quality varies widely indeed. There are definitely standards one can hold oneself to—e.g. GRESB or UN PRI. That can be a first starting point. There are many levels to consider in an ESG strategy. There is the fund manager, the fund portfolio, the individual fund properties and then also the use of these properties. An ESG portfolio of properties can be built up relatively quickly. The question is how the properties are used. What is the point of a beautiful ESG portfolio if its use runs contrary to common ESG criteria? The property and its utilisation are inseparable from one another. This is still often missing in the presentation. And when fund providers go so far as to talk about 'impact investing', one has to assume that they are actively foregoing returns in order to really do something ethically and ecologically good.

Our Industrial and Logistics division is currently discussing whether an orientation towards ESG criteria can lead to impact investing at all.

Targeted impact investing goes beyond ESG factors, as this approach proactively seeks to foster the common good, environmental protection, and a simultaneous

achievement of attractive returns. Or to put it another way: Impact investing is understood to mean investing.

In vehicles that aim to have a positive social and ecological impact in addition to achieving a financial return. To really make this positive contribution, you have to do quite a bit, especially with logistics real estate. In my opinion, impact investing doesn't work here. The business model of the freight forwarders on the user side simply runs counter to it. But you can build up an ESG-oriented logistics real estate portfolio by designing the properties to be ecologically sound, by not sealing more land than absolutely necessary, by excluding users who are particularly ecologically questionable, and by minimising the negative impact as much as possible.

Is Helaba Invest already at the point that it no longer reviews target funds without an ESG strategy?

The universe of fund managers is not yet that large that we could proceed with that sort of resoluteness. We have therefore decided not to make ESG an exclusion criterion. But we have integrated ESG as a separate category into our selection process for a year now. This means that if a fund provider has nothing to show in this category, it needs to outperform the competition in all other categories to be considered. ESG is therefore just as important as track record or property pipeline.

Let's move on to the concrete measurability of ESG approaches. Your bank favours the GRESB rating as a standard. What reasons speak in favour of this provider?

GRESB is a pioneer in the field of ESG assessment of real estate funds. As fund-of-funds managers, we asked ourselves: How do we make it possible for our entire portfolio to be considered? And if not today, then definitely in five years. Working with property certificates has proven to be impractical at the fund of funds level. Moreover, it is only about the property in the first place. What is left out is how the tenants are dealt with, how the employees of the target fund manager are dealt with, and whether the manager has an ESG policy. GRESB is unrivalled at the manager and portfolio level.

So we decided on this approach fairly quickly once we had familiarised ourselves with it. A good year ago, we became so-called investor members. We were the first in Germany, and since then others have followed. As investors, we now want to cordially convince our target fund managers to participate in the GRESB rating. There has recently been an initiative called ECORE, at least for the German market, which follows a similar approach to GRESB and is currently in the pilot phase.

But for us as managers of global funds of funds, it will probably not result in the same potential coverage rate as with GRESB. Nevertheless, we are of course watching what happens with this initiative.

What do you see as GRESB's strengths?

You grow along with the organisation—that applies to market coverage as well as to the sharing of professional information. GRESB also has a global structure, which helps us enormously at the portfolio level. And we can use GRESB as a benchmark, i.e. to compare target funds with their respective peer group. From the very first day, GRESB gave us a portfolio coverage of ten percent measured by fund volume. In the medium term, we plan to reach well over 60 percent.

And do you see weaknesses as well?

Many investors and target fund managers complain about the cost and the amount of work involved. I can't really identify with the cost argument, as the costs are in the four-digit range. The work involved, on the other hand, is indeed considerable. Especially at the beginning, it is high because a lot of data is requested that was not previously collected from the asset managers. There are also a lot of questions to be answered—including ones that don't make sense at first glance from a German viewpoint, but do from a global viewpoint.

Also, major individual issues, such as demolition and new construction vs. modification of existing investments, are not yet considered holistically. So based on the current methodology, a portfolio of existing buildings will always get a much worse rating than a portfolio of completely new buildings. The ecological effort required for a new building is not yet taken into account. Nor is the type of tenant included in the evaluation yet. Whether a tenant is active in eldercare or weapons production does not yet play a role. This is where GRESB can start taking the next steps.

We've noticed that in their benchmarking, the peer group doesn't always fit either. And certifications are heavily weighted, which also isn't good for existing properties.

Good point. Especially since topics that are included in the evaluation for certificates are surveyed again by GRESB, so they count twice. We've even been asked by target fund managers whether they need to acquire certificates now to achieve a better result. Of course, we advise against it because the value-add is low and the costs are high. However, I would like to emphasise once again that, despite some disadvantages, the GRESB score is our key point of orientation for the ESG characteristics of a target fund or fund of funds.





“

An ESG portfolio of properties is built up relatively quickly. The only question is how the properties are used. What is the point of a beautiful ESG portfolio if its use runs counter to common ESG criteria?

”

However, we do not plan to achieve the maximum score with each target fund in the shortest possible time, but want to continuously develop the portfolios and achieve solid scores.

The first BEOS special fund has since received a GRESB rating. In this context, it was particularly good that we received input on what points we can tackle for starters to achieve an improvement. We gained a good overview of which measures are sensible and feasible.

That's the approach we are taking as well. The snapshot is secondary for the time being. For us, it is important that a steady improvement is observed over the next few years. GRESB makes that visible.

Does GRESB have the potential to become the market standard for ESG in real estate funds?

It already is. Also, GRESB is now owned by a non-profit foundation, which further enhances its appeal.

Are such ratings the best way to avoid greenwashing?

The system is not yet perfect. For example I am sceptical about whether trying to maximise the number of points should always be the goal, as this involves a considerable amount of extra work. But it is the best approach that I know of.

It's taken five years for real estate fund providers to take ESG seriously. Now a standard is emerging with GRESB. All that's really missing now is a functioning monitoring system.

Reporting obligations will arise from the EU regulatory framework, although their details haven't been determined yet. For now, we're only dealing with the ecological part anyway. The social part will come later. I don't envy the people at the EU who have the privilege of drafting the regulations—across the board, for all asset classes. I'm curious to see how this will turn out. In any case, one can safely say that regulation is the reason ESG is such a hot topic in the financial and real estate sector right now. Regulation triggered the movement. Ultimately, however, this reflects developments in society. This isn't about 'social stuff and all that hoo-ha'—it's serious.

Sometimes we get the impression that the inner need to make the world a little better falls by the wayside because of all the regulation and rules. That a sustainable way of life is only perceived as a duty.

That impression can arise. But what has happened in the past 50 years, where there was no regulation to promote sustainability? Not very much. For certain things, we have to work through regulation, because otherwise it takes too long for the necessary changes to take place. ESG issues move people, but they also polarise them.

In your daily work, you get to see a lot of documents and hence a lot of different ESG strategies. In closing, could you please give us some practical advice: How can one quickly recognise that an ESG strategy is being presented with the necessary seriousness—and not just as something to print out on paper?

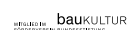
In a nutshell: The levels of manager, portfolio, property, tenant must be harmonised and given a coherent concept. Standards such as GRESB or UN PRI must be taken into account. And as an investor, there must be the possibility to monitor the whole process on a regular basis. For me, that constitutes a convincing approach.

All the facts at a glance

BEOS is a specialist and market leader for corporate real estate in Germany, one of the largest and most stable asset classes on the investment market.

Founded in 1997, BEOS has since 2002 specialised in mixed-use corporate real estate in Germany, which it rents out to SMEs and large corporations. The focus is firmly on the tenant: space to be used by third parties is developed and managed with economic expertise and creative ideas. This special expertise makes BEOS the leading provider in asset management and project development in this fast-growing sector of the German real-estate investment market. Since August 2018, BEOS has acted as a service provider on behalf of institutional investors under the umbrella of Swiss Life Asset Managers.

memberships

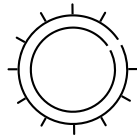


Lehrengagements



BEOS AG:

Services



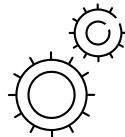
Value Investment

We understand value investment to mean investing in existing properties whose value can be leveraged in the short to medium term by BEOS's proactive repositioning and management services. These include, for example, the reduction of vacancies, the repurposing and upgrading of space, the reduction of operating costs and the expansion of existing space.



Sale-and-Rent-Back

In contrast to traditional leasing, BEOS not only offers financing solutions, but also develops individual medium- to long-term leaseback models.



Asset Management

BEOS supports its tenants with optimised floor plans and management services that create real value. For investors, the company provides a comprehensive range of services – from business plan development to financing, from asset management and controlling to exit planning.



Property Management

BEOS is one of the very few real estate companies with an integrated management model. All tenant services are delivered by dedicated, inhouse and onsite teams. In delivering these services, BEOS is supported by its subsidiary, BEREM Property Management GmbH.



Revitalisierung und Refurbishment

BEOS pursues a value-based investment approach with a focus on existing properties. With a strong track record in renovating and repurposing, the company also has a wealth of experience in compliance with building conservation requirements, highly technical changes in use, and the safe handling of subsoil contamination.

Our successes

Satisfied tenants, investors, partners, and employees are our greatest reward. Our success is also reflected in the numerous awards we have received from independent institutions.



GERMAN BRAND AWARD 2020
For the first time, BEOS is named a strong brand and wins the 'German Brand Award' in the 'Corporate Services' category.



FIABCI PRIX D'EXCELLENCE GERMANY 2020
Its innovative guidance system and extensive project branding win over the judges, who include NOVA Neufahrn in their 'Official Selection'.



RED DOT AWARD 2020
Another award for NOVA Neufahrn: the BEOS project is awarded the Red Dot winner label in 'Brands & Communication Design'.



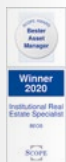
ICONIC AWARDS 2020
The BEOS project NOVA Neufahrn is honoured in the 'COMMUNICATION' category at the 'ICONIC AWARDS: Innovative Architecture' for its outstanding guidance system.



RED DOT AWARD 2020
BEOS' Berlin Decks project development wins a prestigious Red Dot Award in the 'Brands & Communication Design' category for its unique branding.



REAL ESTATE MANAGER AWARD 2020
BEOS wins the real estate manager award in the 'Human Resources' category.



SCOPE ALTERNATIVE INVESTMENT AWARDS 2020

After winning it in 2018, BEOS again won the Scope Alternative Investment Award in the 'Institutional Real Estate Specialist' category.



IZ EMPLOYER RANKING 2020

Having made the Top 10 in 2015 and 2017, and coming third in 2018 and 2019, BEOS was #3 in the 'Immobilien Zeitung' employer ranking for the third consecutive year in 2020.



BEST OF CONTENT MARKETING (BCM) AWARD 2020

The BCM Award in the 'Reporting' category is the fifth award for the 'BEOS Report 2018'.



RED DOT AWARD 2019

The judges of the renowned Red Dot design competition honour the BEOS Report 2018 in the 'Brand & Communication Design' category.



GERMAN DESIGNER CLUB (DDC) AWARD 2019

The BEOS Report 2018 wins a DDC award for 'Good design'.



ICONIC AWARDS 2019

The BEOS Report 2018 is awarded the internationally recognised 'ICONIC AWARDS: Innovative Architecture' seal of quality.



BERLINER TYPE AWARD 2019

The BEOS Report 2018 scores bronze at the Berliner Type Awards.



TOP-JOB-AWARD 2019

After having received awards in 2013, 2015 and 2017, BEOS AG is ranked the #2 best employer in the German SME sector in 2019.



PLATOW REAL ESTATE AWARD 2017

BEOS AG is awarded the 'PLATOW Immobilien Award' in the 'Commercial Real Estate' category.



REAL ESTATE MANAGER AWARD 2015

BEOS board members Dr Stephan Bone Winkel and Dr Ingo-Hans Holz receive the immobilienmanager award in the 'Head of the Year' category.



ULI LEADERSHIP AWARD 2014

Dr Stephan Bone-Winkel wins the prestigious 'ULI Leadership Award' in Hamburg in the 'Real Estate Business' category.



IMMO IDEE 2012

The real estate magazine of the IVD association 'AIZ' recognises the BEOS app 'BEOSinvest - The Property Quick Check' as an 'Immo Idee 2012'.



HEADS OF THE REAL ESTATE INDUSTRY 2010

The trade magazine 'Immobilienwirtschaft' honours the twelve leading minds in the industry in 2010, including Dr Stephan Bone-Winkel.



ENTREPRENEUR OF THE YEAR 2007

Dr Ingo-Hans Holz is a finalist in the 'Entrepreneur of the Year 2007' competition.

03

The BEOS portfolio

64 2020 HIGHLIGHTS

69 BEOS AG: OUR PROJECTS

Dive

rsity

Highest revenues ever

In 2020, BEOS AG generated the highest revenues in the company's history. This success is fuelled by continual growth on all levels: portfolio, funds, properties, and employees.

The highlights

Transactions worth more than 700 million euros, of which 400 million euros were purchases

- A total of 9 properties at 8 locations in Germany were purchased
- The 3 property sales last year generated IRR of between 18 and 36 percent for the investors

Launch of a new fund for industrial and logistics real estate in the European region

- ‘Swiss Life Real Estate Funds (Lux) S.A., Sicav-sif–European Industrial & Logistics’ (EIL)
- Starting portfolio comprises three properties with approx. 90,000 sqm of lettable floor space
- Target fund volume of around 1 billion euros

Development of a partner fund with DEKA for corporate real estate in Germany

- BEOS Light Industrial Germany I (BLIG I)
- Establishment and active management of a corporate real estate portfolio in Germany
- Target fund volume of around 700 million euros

Founding of BEOS Logistics GmbH

- Specialist focussed on city logistics and large distribution centres
- Swiss Life Asset Managers provides over 100 million euros for the establishment of a land bank and project development

First purchases for other Swiss Life fund vehicles

- Regensburg–since 2019, completely revitalised commercial park with large redensification potential, for the Swiss Life Dynapierre fund
- Aschaffenburg–modern warehouse and logistics property in one of Germany’s most attractive logistics regions, for the Swiss Life TIGR fund

Corporate real estate

The following properties are sorted by vehicle and acquisition date and assigned to the four categories of corporate real estate. Specific ESG activities in the portfolio are shown by way of example using selected properties.

The four categories



Repurposed

Mostly conceived as production sites, these properties organically developed in response to their original owners' business requirements and are often reminiscent of campuses. They are particularly attractive pieces of real estate as they are found in relatively central locations and offer a broad range of repurposing possibilities. By extending, remodelling and modernising them, they can be repurposed from single use to multitenant properties with many potential uses.



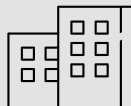
Light industrial

As a rule, modern light industrial real estate houses the production facilities of low impact manufacturing industries. Like logistics real estate, they provide adequate space for other users, and are normally suitable for multiple tenants. They tend to have a limited amount of office space. Today's light industrial real estate is largely found in modern clusters, surrounded by well developed urban infrastructure.



Logistics

Overwhelmingly developed specifically for a single user, logistics real estate is typically not suited to multiple occupancy. Older properties are therefore only of limited relevance to the corporate real estate segment. The situation is different for modern properties, i.e. those developed since 2000. Typically, these can quickly be repurposed to satisfy current market requirements, and can easily be redeveloped as mixed use objects.



Business parks

In contrast to most repurposed and logistics real estate, business parks were originally designed as mixed use objects. A combination of office, service, warehouse and open spaces is let as a professionally managed ensemble. Modern business parks tend to be centrally located and compact, whereas older business parks are primarily situated on the outskirts of cities where transport infrastructure is easy to access. The proportion of office space in each business park depends largely on the year it was originally developed.



ALTER HAUPTGÜTERBAHNHOF HANNOVER, CREFG III, P.87

Market acquisition	(A)
Sales	(V)
Partial sale	(TV)
Off-market purchase, including from our own development pipeline	(O)
Direct purchase from the owner (sale-and-rent-back)	(S)
Corporate Solutions	(CS)
Value Investment	(Sun)
ESG activity in the property	(ESG)

BEOS AG: Our Projects

EIL

In spring 2020, the Swiss Life Real Estate Funds (Lux) S.A., Sicav-sif–European Industrial & Logistics (EIL for short) was launched, a fund that specialises in establishing and managing a high-quality portfolio of industrial and logistics properties in the European region. Thanks to megatrends like e-commerce, urban logistics, Industry 4.0 and deglobalisation, it offers high growth potential for investors going forward. The starting portfolio comprises three properties in economically strong locations.

Gross fund assets	EUR 126,120,000
Properties under management	3
Lettable floor space	99,400 sqm
Annual net cold rent	EUR 6,025,000/sqm
Rented area	92,800 sqm
Average rent	EUR 5.89/sqm
WALT	4.9 years
BVI return since issue	n/a



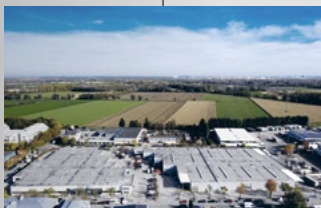
HEWLETT-PACKARD-STRASSE
Hewlett-Packard-Strasse 2
Böblingen near Stuttgart

November 2020
62,899 sqm site area
52,079 sqm lettable floor space
EUR 4 million rental income



ADAM-OPEL-STRASSE
Adam-Opel-Strasse 15
Bremen-Häfen

October 2020
31,342 sqm site area
32,258 sqm lettable floor space
EUR 1.1 million rental income



CITY-LOG KARLSFELD
Dieselstrasse 14-16/Boschstrasse
5-11/Ottostrasse 6-10
Karlsfeld near Munich

September 2020
27,552 sqm site area
15,056 sqm lettable floor space
EUR 1.1 million rental income





Swiss Life TIGR/ Swiss Life Dynapierre

In 2020, for the first time in its history, BEOS acquired properties for other Swiss Life fund vehicles.

The Schippnerstrasse property in Aschaffenburg is now in the portfolio of the Swiss Life TIGR fund, which pursues a thematic investment strategy to identify buildings in locations expected to have stable tenant demand due to structural change. The Leibnizstrasse property in Regensburg was purchased for the Swiss Life Dynapierre fund, which invests all across Europe, pursuing a balanced strategy of direct real estate investments and securities.



SCHIPPNERSTRASSE
Schippnerstrasse 2-4
Aschaffenburg-Nilkheim

July 2020
64,398 sqm site area
36,244 sqm lettable floor space
EUR 1.9 million rental income



LEIBNIZSTRASSE
Leibnizstrasse 2
Regensburg

December 2019
81,647 sqm site area
28,630 sqm lettable floor space
EUR 3.7 million rental income



CREFG I

The BEOS Corporate Real Estate Fund Germany I celebrated its tenth anniversary in 2020. In October 2010, the first BEOS special fund kicked off the success story of corporate real estate. For the first time, institutional investors were able to invest indirectly in this asset class via a fund. At launch, CREFG I comprised twelve properties with a purchase volume of 220 million euros—after just two and a half years, the fund was fully invested. The next milestone followed in 2018: the recapitalisation in the course of the Optimus Prime transaction achieved an average annual return of 13 percent for initial investors; the sales volume exceeded 500 million euros, with 21 properties. BEOS is responsible for the properties' asset management to this day.

In 2020, as part of a redensification strategy, the fund realised a new building for a Swabian company in the automotive industry on the existing property in Ulm-Laichingen. In the same year, the logistics property Freiheit 13 in Berlin-Spandau was sold to a pan-European logistics specialist. CREFG I continues to pursue an active management strategy and seizes the opportunities for further value creation that exist in several portfolio properties.

Gross fund assets	EUR 612,480,000
Properties under management	20
Lettable floor space	597,800 sqm
Annual net cold rent	EUR 32,511,000/sqm
Rented area	579,500 sqm
Average rent	EUR 4.91 sqm
WALT	4.2 years
BVI return since issue	11.5 %



HÜRDERSTRASSE
Hürderstrasse 4
Kirchheim near Munich

March 2013
48,066 sqm site area
36,185 sqm lettable floor space
EUR 3.1 million rental income



ESSENER STRASSE
Essener Strasse 4a
Hamburg-Langenhorn

August 2012
15,065 sqm site area
9,468 sqm lettable floor space
EUR 0.6 million rental income



**AUSSCHLÄGER
ELBDEICH**
Billwerder Neuer Deich 74-90
Hamburg-Rothenburgsort

November 2012
34,622 sqm site area
20,283 sqm lettable floor space
EUR 2.2 million rental income



**LOGISTIKZENTRUM
LAICHINGEN**
Rudolf-Diesel-Strasse 44
Laichingen

May 2012
127,760 sqm site area
73,629 sqm lettable floor space
EUR 3.7 million rental income



Supporting neighbourhood
development by providing
shopping facilities
and care services

ESSENER BOGEN
Essener Bogen 3, 5, 15
Hamburg-Langenhorn

October 2012
37,708 sqm site area
30,539 sqm lettable floor space
EUR 2.4 million rental income



HANS-DUNCKER-STRASSE 14
Hans-Duncker-Strasse 14
Hamburg-Allermöhe

November 2011
7,688 sqm site area
5,949 sqm lettable floor space
EUR 0.5 million rental income





HANS-DUNCKER-STRASSE 1
Hans-Duncker-Strasse 1
Hamburg-Allermöhe

November 2011
7,504 sqm site area
11,968 sqm lettable floor space
EUR 0.4 million rental income



HERRMANN-WÜSTHOF-RING
Herrmann-Wüsthof-Ring 11
Hamburg-Allermöhe

May 2011
12,275 sqm site area
6,385 sqm lettable floor space
EUR 0.4 million rental income



CULEMEYERSTRASSE
Culemeyerstrasse 1
Berlin-Mariendorf

Oktober 2011
71,547 sqm site area
49,690 sqm lettable floor space
EUR 2.5 million rental income



BREDOWSTRASSE
Bredowstrasse 16
Hamburg-Billbrook

May 2011
22,800 sqm site area
12,925 sqm lettable floor space
EUR 0.7 million rental income



INDUSTRIESTRASSE
Industriestrasse 29
Hanover-Lehrte

August 2011
55,805 sqm site area
35,392 sqm lettable floor space
EUR 1.9 million rental income



SPORTFLIEGERSTRASSE
Sportfliegerstrasse 3-7
Berlin-Adlershof

December 2008
31,515 sqm site area
17,621 sqm lettable floor space
EUR 1.4 million rental income





Promoting cultural organisations:
Atelierhaus Waggonfabrik–
subsidised allocation of space to
artists without studios

ALTE WAGGONFABRIK
Hauptstrasse 17–19
Mainz-Mombach

November 2008
115,324 sqm site area
85,056 sqm lettable floor space
EUR 4.2 million rental income



BENZSTRASSE
Benzstrasse 46–50
Berlin-Marienfelde

March 2008
6,809 sqm site area
9,252 sqm lettable floor space
EUR 0.6 million rental income



HOLZHOF
Hauptstrasse 18
Mainz-Mombach

November 2008
65,594 sqm site area
68,371 sqm lettable floor space
EUR 2.1 million rental income



MARKANTE
Wolfener Strasse 23
Berlin-Marzahn

December 2007
42,016 sqm site area
20,418 sqm lettable floor space
EUR 1.3 million rental income



Promoting nature and species
conservation: Nesting boxes
for insects and birds

GBD 82A
Groß-Berliner Damm 82a
Berlin-Adlershof

April 2008
17,643 sqm site area
10,201 sqm lettable floor space
EUR 0.3 million rental income



SCHNACKENBURGALLEE
Schnackenburgallee 149
Hamburg-Stellingen

December 2007
14,917 sqm site area
16,549 sqm lettable floor space
EUR 1.7 million rental income







FLOTTENSTRASSE
Flottenstrasse 54–55
Berlin-Reinickendorf

October 2007
32,358 sqm site area
17,761 sqm lettable floor space
EUR 1.0 million rental income



FREIHEIT 13
Freiheit 13
Berlin-Spandau

September 2007
15,160 sqm site area
12,434 sqm lettable floor space
EUR 0.6 million rental income



STUTENSEE
Lorenzstrasse 2–6
Stutensee near Karlsruhe

August 2007
137,147 sqm site area
60,147 sqm lettable floor space
EUR 2.6 million rental income



Promoting social
organisations: “Mieter
Krempoli” – open day-care
centre for children and teens

BÜRO CAMPUS WANGEN
Hedelfinger Strasse 56–80
Stuttgart-Wangen

January 2007
84,944 sqm site area
51,310 sqm lettable floor space
EUR 4.6 million rental income



CREFG II

In December 2012, just over two years after the launch of CREFG I, the BEOS Corporate Real Estate Fund Germany II followed. It was fully invested after three years and has distributed above the target return of almost seven percent to its investors in all financial years since its launch. A milestone in the history of the second BEOS special fund was reached in 2020, when a term extension for another ten years was agreed with the fund investors.

At the same time, the sale of two properties raised considerable value potential and optimised the portfolio: despite the Corona crisis, a new owner was found for the Osthafen IT and commercial park in Frankfurt am Main and the Ettlingen I commercial park near Karlsruhe, in the middle of the first lockdown phase. The portfolio optimisation strategy adopted in the course of the fund term extension is now being implemented.

Gross fund assets	EUR 804,320,000
Properties under management	19
Lettable floor space	491,200 sqm
Annual net cold rent	EUR 41,656,000 sqm
Rented area	447,700 sqm
Average rent	EUR 7.56 sqm
WALT	4.4 years
BVI return since launch	14.1 %



CARLSWERK QUARTIER 2
Schanzenstrasse 6–20
Cologne-Mülheim

December 2015
55,149 sqm site area
34,197 sqm lettable floor space
EUR 4.2 million rental income



Strengthening stakeholder dialogues and leveraging synergy effects: entrepreneur roundtables and tenant outreach

MERKURPARK
Merkurring
Hamburg-Rahlstedt

September 2015
48,248 sqm site area
31,021 sqm lettable floor space
EUR 2.6 million rental income



**OSSENDORF
TECHNOLOGIE CENTER**
Hugo-Eckener-Strasse 20
Cologne-Ossendorf

November 2015
72,311 sqm site area
37,977 sqm lettable floor space
EUR 3.4 million rental income



MARSKAMP°
Toyota-Allee 27–47a
Cologne-Marsdorf

July 2015
27,963 sqm site area
16,776 sqm lettable floor space
EUR 1.3 million rental income



Reducing consumption: Switch from conventional light sources to LED and motion detectors

ULMER STRASSE
Ulmer Strasse 4
Hanover-Laatzen

September 2015
35,766 sqm site area
19,906 sqm lettable floor space
EUR 1.5 million rental income



LILIENTHALCENTER
Lilienthalstrasse 17, 19
Hanover-Lilienthal

December 2014
28,235 sqm site area
15,344 sqm lettable floor space
EUR 1.5 million rental income





HANG 3
Am Kronberger Hang 3
Schwalbach near Frankfurt
am Main

December 2014
31,330 sqm site area
32,284 sqm lettable floor space
EUR 2.5 million rental income



ALTES RÖHRENWERK
Söflinger Strasse 100
Ulm

December 2014
27,000 sqm site area
53,212 sqm lettable floor space
EUR 6.7 million rental income



Promoting renewable
energies: Installation of
environmentally friendly
solar thermal energy



IT- UND GEWERBEPARK OSTHAFFEN
Hanauer Landstrasse 296–328
Frankfurt am Main

November 2014
65,156 sqm site area
43,054 sqm lettable floor space
EUR 4.9 million rental income



ELSENSTRASSE
Elsenstrasse 87–96/Heidelberger Strasse 70
Berlin-Treptow

September 2014
60,632 sqm site area
50,300 sqm lettable floor space
EUR 1.7 million rental income



STEBENPARK
Siemensstrasse 18–32
Langen near Frankfurt am Main

November 2014
15,631 sqm site area
8,294 sqm lettable floor space
EUR 0.8 million rental income



LOHSTRASSE
Lohstrasse 36
Oberding near Munich

March 2014
15,716 sqm site area
15,617 sqm lettable floor space
EUR 1.3 million rental income





**INDUSTRIEPARK ETTLINGEN
(ETTLINGEN OBJECT)**
Einsteinstrasse 14-32, Hertzstrasse 26-30
Ettlingen near Karlsruhe

February 2014
32,956 sqm site area
12,423 sqm lettable floor space
EUR 0.8 million rental income



**Environmentally sound
construction: Pollutant
clean-up on the property**

AM WERBERING
Am Werbering 5-7
Kirchheim near Munich

March 2013
26,127 sqm site area
21,287 sqm lettable floor space
EUR 1.8 million rental income



OSTSTRASSE
Oststrasse 1
Norderstedt near Hamburg

December 2013
72,579 sqm site area
21,098 sqm lettable floor space
EUR 1.8 million rental income



LEVI-STRAUSS-ALLEE
Levi-Strauss-Allee 10-12
Heusenstamm near Frankfurt am Main

March 2013
25,000 sqm site area
15,625 sqm lettable floor space
EUR 0.2 million rental income



**Supporting sustainable
mobility concepts:
Good connection to car
sharing services thanks
to excellent location**

ERFURTER STRASSE
Erfurter Strasse 2
Eching near Munich

Oktober 2013
20,852 sqm site area
14,519 sqm lettable floor space
EUR 1.3 million rental income



SACHTLEBENSTRASSE
Sachtlebenstrasse 1
Dormagen near Düsseldorf

March 2013
107,033 sqm site area
43,989 sqm lettable floor space
EUR 1.8 million rental income





Support for neighbourhood development through a variety of catering and canteen options

CAMPUS OBERHAFEN
Weismüllerstrasse 37–47
Frankfurt am Main

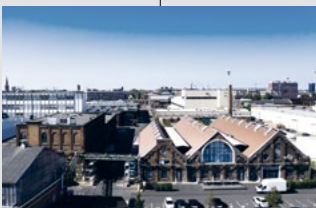
December 2012
45,889 sqm site area
40,765 sqm lettable floor space
EUR 3.9 million rental income



Promoting sustainable tenants: Nordex–Academy for wind power professionals

IN DE TARPEN
In de Tarpen 37–51
Norderstedt near Hamburg

December 2012
42,801 sqm site area
23,651 sqm lettable floor space
EUR 2.1 million rental income



Promoting nature and species protection: Urban gardening in Carlsgarten to create habitats for animals

CARLSWERK QUARTIER 1
Schanzenstrasse 9
Cologne–Mülheim

December 2012
18,335 sqm site area
26,897 sqm lettable floor space
EUR 3.2 million rental income





CREFG III

Following the successful model of its two predecessors, and partly in response to increased investor interest, BEOS Corporate Real Estate Fund Germany III was launched in September 2015. After a capital increase in 2018, the fund volume planned at the time of the fund's launch of 1.1 billion euros has since increased to nearly 1.5 billion euros. Since the end of 2019, CREFG III has been fully invested following the purchase of the Alte Hauptgüterbahnhof Hannover, which was converted into a modern multi-tenant property. In Frankfurt's Europort commercial and logistics park, preparations were made at the end of 2020 for the sale of a partial property with office and hall space to an international investment company in the IT and communications infrastructure sector.

BEOS' third special fund celebrated its fifth anniversary in 2020.

Gross fund assets	EUR 1,443,080,000
Properties under management	34
Lettable floor space	1,020,000 sqm
Annual net cold rent	EUR 73,088,000 sqm
Rented area	937,200 sqm
Average rent	EUR 6.53 sqm
WALT	5.5 years
BVI return since launch	9.8 %



Promoting cultural organisations: provision of vacant spaces for urban events

ALTER HAUPTGÜTERBAHNHOF
HANNOVER
Weidendamm 2
Hanover-Nordstadt

December 2019
34,123 sqm site area
21,859 sqm lettable floor space
EUR 2.1 million rental income



FUGGERSTRASSE
Fuggerstrasse 19
Amberg near Nuremberg

March 2019
31,494 sqm site area
13,707 sqm lettable floor space
EUR 0.4 million rental income



NIEMETZSTRASSE
Niemetzstrasse 32-50
Berlin-Neukölln

May 2019
17,654 sqm site area
12,393 sqm lettable floor space
EUR 0.9 million rental income



Solution for recording and optimising consumption through independent readings of all media (water, electricity, heat, wastewater)

WINTER-GÜNTHER-STRASSE
Winter-Günther-Strasse 11
Nuremberg-Gibitzenhof

March 2019
51,394 sqm site area
33,904 sqm lettable floor space
EUR 1.3 million rental income



DRUCKWERK
Mittenheimer Strasse 64
Oberschleißheim near Munich

March 2019
37,980 sqm site area
27,495 sqm lettable floor space
EUR 2.8 million rental income



Q - WEST
Lise-Meitner-Strasse 7a/b
Maisach near Munich

December 2018
37,698 sqm site area
16,996 sqm lettable floor space
EUR 1.4 million rental income





Supporting sustainable mobility concepts: e-charging stations on property and further expansion in planning

WAHLER PARK
Wahlerstrasse 4-32
Düsseldorf-Rath

September 2018
47,731 sqm site area
34,798 sqm lettable floor space
EUR 3.1 million rental income



BUCHHOLZ
Brauerstrasse 2
Buchholz near Hamburg

April 2018
18,358 sqm site area
8,503 sqm lettable floor space
EUR 0.5 million rental income



Promoting nature and species conservation: planting of bee and wildflower meadows

LLOYD INDUSTRIEPARK
Richard-Dunkel-Strasse 120
Bremen-Neuenland

August 2018
132,835 sqm site area
65,811 sqm lettable floor space
EUR 3.3 million rental income



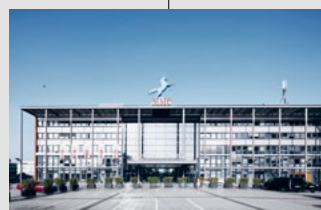
RENNINGEN
Industriestrasse 28, Benzstrasse 32
Renningen near Stuttgart

February 2018
43,641 sqm site area
35,878 sqm lettable floor space
EUR 1.2 million rental income



DOCK 100
Am Borsigturm 100
Berlin-Reinickendorf

May 2018
80,753 sqm site area
90,847 sqm lettable floor space
EUR 4.2 million rental income



COLONEUM
Am Coloneum 1
Cologne-Ossendorf
December 2017

153,986 sqm site area
64,595 sqm lettable floor space
EUR 5.6 million rental income





ROTRI
Schnackenburgallee 43–45
Hamburg-Stellingen

December 2017
34,276 sqm site area
27,525 sqm lettable floor space
EUR 2.3 million rental income



**CO² reduction through
replacement of oil
heating system**

WILGEN PARK
Bucher Weg 18
Ahrensfelde near Berlin

September 2017
58,772 sqm site area
31,453 sqm lettable floor space
EUR 1.6 million rental income



BREDOW 20
Bredowstrasse 20
Hamburg-Billbrook

December 2017
42,500 sqm site area
33,157 sqm lettable floor space
EUR 1.9 million rental income



KOBLENZ CROSS-DOCK
Zaunheimer Strasse 7
Koblenz-Rübenach

April 2017
12,499 sqm site area
2,560 sqm lettable floor space
EUR 0.2 million rental income



RHEINPARK
Hagenauer Strasse 47–59
Wiesbaden-Biebrich

September 2017
46,127 sqm site area
34,068 sqm lettable floor space
EUR 2.3 million rental income



ESSEN BUSINESS PARK
Westendstrasse 12a–14d
Essen-Westviertel

April 2017
22,871 sqm site area
16,470 sqm lettable floor space
EUR 1.4 million rental income





KREFELD BUSINESS PARK
Bischofstrasse 99–113
Krefeld-Oppum

April 2017
16,438 sqm site area
7,596 sqm lettable floor space
EUR 0.7 million rental income



BQ-BUSINESS QUARTIER GLINDE
Biedenkamp 1–5
Glinde near Hamburg

April 2017
22,349 sqm site area
12,410 sqm lettable floor space
EUR 1.2 million rental income



Promoting sustainable tenants:
Nordic Water—a pioneer in the
development and production of
water treatment plants

NEUSS BUSINESS PARK
Hansemannstrasse 1–61
Neuss-Uedesheim

April 2017
18,902 sqm site area
8,666 sqm lettable floor space
EUR 0.9 million rental income



**Supporting neighbourhood
development with beer gardens
for social interaction**

CARLSWERK QUARTIER 3
Schanzenstrasse 6–20
Cologne-Mülheim

December 2016
53,462 sqm site area
41,061 sqm lettable floor space
EUR 4.7 million rental income



**MÖNCHEGLADBACH
BUSINESS PARK**
Willicher Damm 109–145
Mönchengladbach-Uedding

April 2017
24,444 sqm site area
10,900 sqm lettable floor space
EUR 0.7 million rental income



EUROPORT
Langer Kornweg 19–23, 34/
Kleiner Kornweg 6, 26–28
Kelsterbach near Frankfurt am Main

December 2016
125,670 sqm site area
79,196 sqm lettable floor space
EUR 5.5 million rental income





WELSERSTRASSE
Welserstrasse 8
Cologne-Porz

July 2016
25,621 sqm site area
10,391 sqm lettable floor space
EUR 0.6 million rental income



MARKGRÖNINGEN
Industriestrasse 2, 14-16, 25
Markgröningen near Stuttgart

April 2016
38,137 sqm site area
24,795 sqm lettable floor space
EUR 1.2 million rental income



**Brownfield development/
redensification: conversion
instead of new-build—
successful transformation of
an existing building**

ZEUGHOF
Zeughofstrasse 1
Berlin-Kreuzberg

April 2016
30,269 sqm site area
52,931 sqm lettable floor space
EUR 6.9 million rental income



GATHERHOF
Am Gatherhof 57
Düsseldorf-Rath

April 2016
33,075 sqm site area
20,471 sqm lettable floor space
EUR 1.1 million rental income



HOLZHAUSER QUARTIER
Holzhauser Strasse 139
Berlin-Reinickendorf

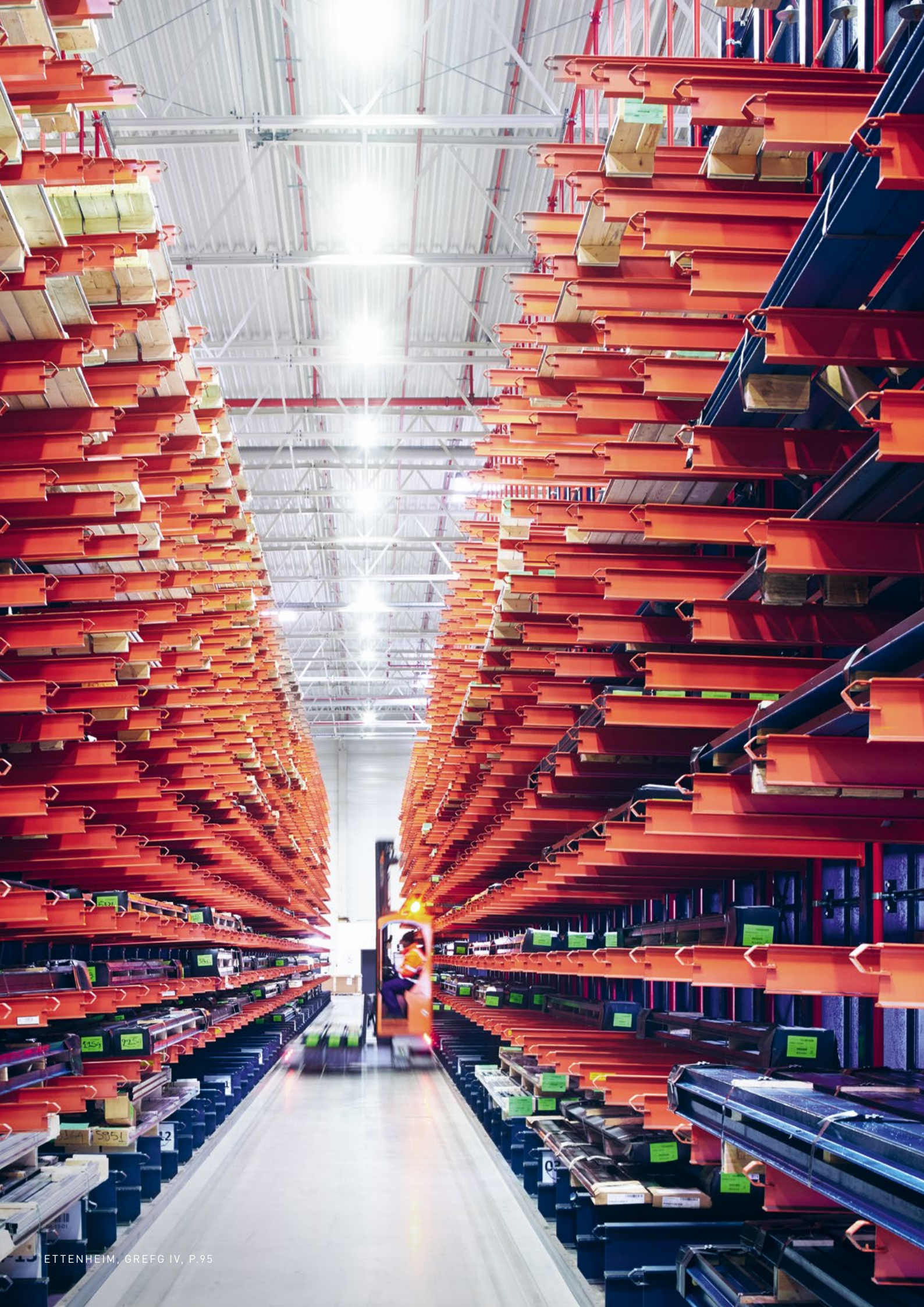
April 2016
33,573 sqm site area
26,036 sqm lettable floor space
EUR 1.4 million rental income



BENZSTRASSE
Benzstrasse 11a/b/c
Puchheim near Munich

March 2016
20,773 sqm site area
10,317 sqm lettable floor space
EUR 0.7 million rental income







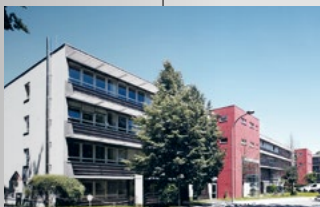
THEODORSTRASSE
Theodorstrasse 293–295
Düsseldorf-Rath

March 2016
22,382 sqm site area
15,495 sqm lettable floor space
EUR 1.6 million rental income



TECHNOLOGIEPARK DITZINGEN
Siemensstrasse 31–33
Ditzingen near Stuttgart

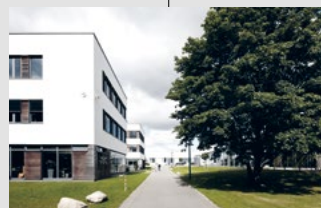
November 2015
26,417 sqm site area
14,700 sqm lettable floor space
EUR 1.6 million rental income



**Promoting nature and
species conservation: green
roofs to promote biodiversity**

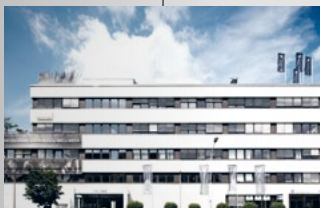
NORDOSTPARK
Nordostpark 32–34, 52–56, 74–78, 98–102
Nuremberg-Schafhof

March 2016
27,898 sqm site area
25,038 sqm lettable floor space
EUR 2.5 million rental income



GLINNKAMP
Wilhelm-Bergner-Strasse 1–11
Glinde near Hamburg

September 2015
192,522 sqm site area
89,485 sqm lettable floor space
EUR 7.3 million rental income



CUBE
Pallaswiesenstrasse 201/Pfnorstrasse 10–14
Darmstadt-Nord

December 2015
8,314 sqm site area
12,192 sqm lettable floor space
EUR 1.0 million rental income



CREFG IV

Together with Swiss Life Kapitalverwaltungsgesellschaft mbH (Swiss Life KVG), the BEOS Corporate Real Estate Fund Germany IV was offered to institutional investors on the real estate investment market in October 2018. Immediately after its launch, the fourth fund in the successful CREFG series reached its first milestone: With the purchase of the initial Laetitia portfolio with 32 corporate properties and around 540,000 sqm of lettable space, a significant part of the potential fund volume of 1.1 billion euros has already been invested.

In 2020, CREFG IV had triple growth in its portfolio: Airfield Campus is located in the well-known Airport Business Park industrial estate in Langenhagen—one of the most important logistics locations in the Hanover metropolitan region. The Neue Glasbläserhöfe property in Hamburg-Bergedorf benefits from its excellent location in the immediate vicinity of Hamburg City and is almost fully let. The third purchase—Gaussstrasse near Munich—stands out with its modern architecture and very good construction quality.

Gross fund assets	EUR 1,192,370,000
Sites under management	39
Lettable floor space	1,025,000 sqm
Annual net cold rent	EUR 60,017,000 sqm
Rented area	970,500 sqm
Average rent	EUR 6.20 sqm
WALT	4.6 years
BVI return since launch	12.3 %



CO² reduction through
construction of a combined
heat and power (CHP) plant

NEUE GLASBLÄSERHÖFE
Weidenbaumsweg 91a, 95a+b, 103-105
Hamburg-Bergedorf

September 2020
18,506 sqm site area
12,568 sqm lettable floor space
EUR 1.8m rental income



AIRFIELD CAMPUS
Münchner Strasse 40
Hanover-Langenhagen

March 2020
48,237 sqm site area
22,376 sqm lettable floor space
EUR 1.6 million rental income



ETTENHEIM
Rudolf-Hell-Strasse 1
Ettenheim

December 2019
44,689 sqm site area
28,878 sqm lettable floor space
EUR 1.3 million rental income



GAUSSSTRASSE
Gaußstrasse 13
Karlsfeld near Munich

December 2019
13,818 sqm site area
18,742 sqm lettable floor space
EUR 1.7 million rental income



HAID-HAUS
Bötzingner Strasse 31
Freiburg-St. Georgen

December 2019
19,163 sqm site area
25,921 sqm lettable floor space
EUR 2.3 million rental income



Promoting nature and species
conservation: production of
approx. 350 kg of honey per
year

KARLSPARK TECHNOLOGIEZENTRUM
Siemensallee 84
Karlsruhe-Knielingen

November 2019
140,147 sqm site area
81,470 sqm lettable floor space
EUR 5.9 million rental income





**Brownfield development:
Redensification of a
formerly industrial site**

NOVA NEUFAHRN
Am Gfild 1-11
Neufahrn near Freising

November 2019
115,328 sqm site area
71,784 sqm lettable floor space
EUR 5.8 million rental income



VERKEHRSHOF
Verkehrshof 2-4
Potsdam near Berlin

January 2019
37,565 sqm site area
24,528 sqm lettable floor space
EUR 0.7 million rental income



BÖBLINGEN
Herrenbergerstrasse 110
Böblingen near Stuttgart

January 2019
44,662 sqm site area
30,383 sqm lettable floor space
EUR 4.2 million rental income



SINDELFINGEN
Kolumbusstrasse 19-21
Sindelfingen near Stuttgart

December 2018
6,667 sqm site area
6,791 sqm lettable floor space
EUR 0.7 million rental income



RELLINGEN
Halstenbeker Weg 96-98c
Hamburg-Rellingen

January 2019
22,346 sqm site area
14,584 sqm lettable floor space
EUR 1.5 million rental income



LAHR/SCHWARZWALD
Archimedesstrasse 4
Lahr/Schwarzwald

December 2018
26,681 sqm site area
10,139 sqm lettable floor space
EUR 0,6 million rental income





KEHL
Am Güterbahnhof 1
Kehl near Karlsruhe

December 2018
42,813 sqm site area
24,859 sqm lettable floor space
EUR 0.6 million rental income



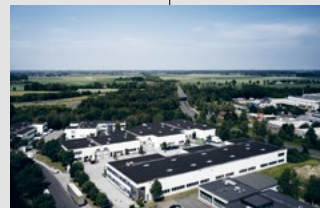
HOCKENHEIM
Pfälzer-Ring 2
Hockenheim near Karlsruhe

December 2018
26,745 sqm site area
11,922 sqm lettable floor space
EUR 0.6 million rental income



FAUTENBRUCHSTRASSE
Fautenbruchstrasse 2-8
Karlsruhe-Südstadt

December 2018
6,220 sqm site area
5,452 sqm lettable floor space
EUR 0.7 million rental income



WILLICH, SIEMENSRING
Siemensring 44a-r
Willich near Düsseldorf

December 2018
22,685 sqm site area
9,651 sqm lettable floor space
EUR 0.8 million rental income



**Promoting renewable energies:
Contract model with 100
percent district heating**

SCHWARZWALDSTRASSE
Schwarzwaldstrasse 82
Karlsruhe-Weiherfeld-Dammerstock

December 2018
5,605 sqm site area
9,830 sqm lettable floor space
EUR 1.5 million rental income



WILLICH, HALSKESTRASSE
Halskestrasse 4a, 6-20, 13-31
Willich near Düsseldorf

December 2018
38,966 sqm site area
16,904 sqm lettable floor space
EUR 1.2 million rental income





Environmentally compatible construction: clean-up of contaminated sites, e.g. contaminated soil

RATINGEN
Breitscheider Weg 168
Ratingen near Düsseldorf

December 2018
24,977 sqm site area
21,029 sqm lettable floor space
EUR 0.7 million rental income



MOERS
Dr.-Berns-Strasse 37
Moers near Duisburg

December 2018
31,457 sqm site area
36,240 sqm lettable floor space
EUR 0.9 million rental income



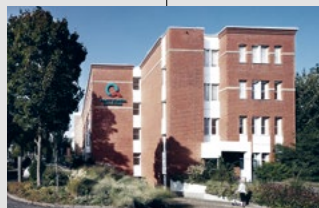
SÜDKAMP
Industriestrasse 161
Cologne-Rodenkirchen

December 2018
21,319 sqm site area
18,318 sqm lettable floor space
EUR 2.6 million rental income



HILDEN
Lise-Meitner-Strasse 2
Hilden near Stuttgart

December 2018
23,534 sqm site area
15,257 sqm lettable floor space
EUR 0.7 million rental income



Promoting cultural organisations: cultural events on the premises

ERNST SCHIESS QUARTIER
Schiesssstrasse 44-76
Düsseldorf-Heerdt

December 2018
41,818 sqm site area
35,058 sqm lettable floor space
EUR 3.3 million rental income



MÜLHEIM-KÄRLICH
Urmitzer Strasse 9
Mülheim-Kärlich near Koblenz

December 2018
54,623 sqm site area
55,087 sqm lettable floor space
EUR 1.4 million rental income





AEROKAMP
Waldecker Strasse 6–12
Mörfelden-Walldorf near Darmstadt

December 2018
13,776 sqm site area
12,939 sqm lettable floor space
EUR 1.0 million rental income



LANGEN
Paul-Ehrlich-Strasse 5–7/
Heinrich-Hertz-Strasse 9
Langen near Frankfurt am Main

December 2018
13,151 sqm site area
9,956 sqm lettable floor space
EUR 1.0 million rental income



Promoting sustainable tenants:
Standsome—sustainably
produced desk attachments
for an ergonomic workplace

MOMBACHER STRASSE
Mombacher Strasse 2
Maynz-Hartenberg-Münchfeld

December 2018
11,408 sqm site area
5,469 sqm lettable floor space
EUR 0.7 million rental income



AMMERKAMP
Ammerthalstrasse 2–32
Kirchheim near Munich

December 2018
40,668 sqm site area
30,711 sqm lettable floor space
EUR 2.1 million rental income



LIEDERKAMP
Höchst Strasse 70–98
Liederbach near Frankfurt am Main

December 2018
43,901 sqm site area
32,022 sqm lettable floor space
EUR 2.7 million rental income



PETER-HENLEIN-STRASSE
Peter-Henlein-Strasse 5
Haar near Munich

December 2018
10,132 sqm site area
10,486 sqm lettable floor space
EUR 0.4 million rental income





Promoting renewable energies: Installation of photovoltaic systems

AM BIRKFELD
Am Birkfeld 18
Dasing near Augsburg

December 2018
47,012 sqm site area
21,137 sqm lettable floor space
EUR 0.9 million rental income



GERTRUD-KNEBUSCH-STRASSE
Gertrud-Knebusch-Strasse 11
Hanover-Nordstadt

December 2018
16,165 sqm site area
15,975 sqm lettable floor space
EUR 0.9 million rental income



WEDEMARK
Schlager Chaussee 20
Wedemark near Hanover

December 2018
60,048 sqm site area
33,232 sqm lettable floor space
EUR 1.4 million rental income



HAMBURG-ALLERMÖHE
Herrmann-Wüsthof-Ring 7
Hamburg-Allermöhe

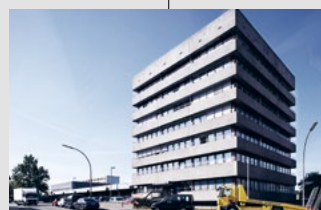
December 2018
14,158 sqm site area
12,894 sqm lettable floor space
EUR 0.6 million rental income



Promoting sustainable tenants: Symex—an international manufacturer of innovative analytical equipment for laboratory diagnostics

NORDERSTEDT
Bornbarch 1, 3, 5, 7
Norderstedt near Hamburg

December 2018
11,765 sqm site area
10,432 sqm lettable floor space
EUR 1.2 million rental income



HAMBURG-STELLINGEN
Försterweg 119a
Hamburg-Stellingen

December 2018
9,527 sqm site area
11,861 sqm lettable floor space
EUR 0.7 million rental income





VELTEN
Zum Stichkanal 1/Am Jägerberg 10
Velten near Berlin

December 2018
12,622 sqm site area
8,097 sqm lettable floor space
EUR 0.5 million rental income



PARADIESSTRASSE
Paradiesstrasse 208, 208a, 208b
Berlin-Bohnsdorf

December 2018
5,628 sqm site area
8,141 sqm lettable floor space
EUR 0.7 million rental income



ALTLANDSBERG
Seeberger Strasse 10
Altlandsberg near Berlin

December 2018
177,145 sqm site area
193,858 sqm lettable floor space
EUR 3.6 million rental income



BVIFG I

In 2016, BEOS enabled a small group of institutional investors to invest in a ‘repositioning fund’ when it launched the BEOS Value Investment Fund Germany I. Unlike the funds of the CREFG series, which specialise in stabilised core properties, in repositioning funds the investors enter the value chain of corporate real estate earlier—the investment strategy focuses on leveraging existing value-add potential. The first value-add cycle was successfully completed at the end of 2019 with the sale of the Karlspark technology centre in Karlsruhe, comprising approx. 81,000 sqm of lettable floor space.

Gross fund assets (market values)	EUR 153,900,000
Sites under management	3
Lettable floor space	106,200 sqm
Annual net cold rent	EUR 7,565,000 sqm
Rented area	90,300 sqm
Average rent	EUR 6.75 sqm
WALT	4 years



Revitalisation of the area
with a focus on working in
a green, natural setting

TECHNOLOGIEPARK BERGISCH
GLADBACH (TBG)
Friedrich-Ebert-Strasse 75
Bergisch Gladbach near Cologne

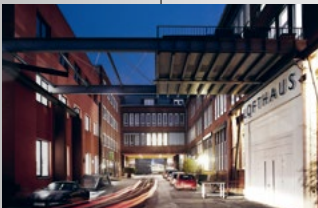
October 2017
126,988 sqm site area
73,752 sqm lettable floor space
EUR 5.7 million rental income



Optimised water consumption
by expanding a rainwater
retention basin

ALTES GIESWERK
Beim Zeugamt 8
Glinde near Hamburg

November 2018
31,760 sqm site area
8,962 sqm lettable floor space
EUR 1.5 million rental income



RHEINHÖFE
Reisholzer Werttstrasse 19-47
Düsseldorf-Holthausen

December 2015
38,740 sqm site area
25,848 sqm lettable floor space
EUR 1.7 million rental income



VALUE-ADD PROJECTS

As long ago as 2002, by purchasing a transformation property in Berlin-Neukölln, BEOS opened up a way for investors to invest in individual properties on a private equity basis.

At the end of 2020, the second phase of the development in Oststrasse in Hamburg-Norderstedt—the new construction of a modern logistics and production property—was sold.

SL THE RISE INVKG

On the acquisition side, in 2020 the ‘Max Dohrn Labs’ were included in the first investment limited partnership ever launched with Swiss Life KVG. As part of the berlinbiotechpark in Berlin-Charlottenburg, the property offers office and research space especially to companies in the technology and life sciences sectors.

Gross fund assets (all-in costs)	EUR 344,800,000
Properties under management	9
Lettable floor space	557,900 sqm
Annual net cold rent	EUR 19,870,000 sqm
Leased area	456,700 sqm
Average rent	EUR 5.92 sqm
WALT	5.1 years



INDUSTRIEPARK GRIESHEIM
Stroofstrasse 27
Frankfurt am Main

December 2019
545,000 sqm site area
220,966 sqm lettable floor space
EUR 3.5 million rental income



MAX DOHRN LABS
Max-Dohrn-Strasse 8-10
Berlin-Charlottenburg

December 2019
13,741 sqm site area
22,099 sqm lettable floor space
EUR 3.4 million rental income



LICHTHALLEN
Steinerne Furt 62-66
Augsburg-Lechhausen

November 2019
51,322 sqm site area
34,930 sqm lettable floor space
EUR 0.2 million rental income



**Promoting nature and
species conservation:
sustainable green space
management**

GIESSEREI
Zeppelinstrasse 22
Garching near Munich

June 2019
21,000 sqm site area
12,687 sqm lettable floor space
EUR 0.1 million rental income



NK 20
Kopernikusstrasse 20
Dachau near Munich

December 2018
9,870 sqm site area
6,875 sqm lettable floor space
No rental income



WEST'N
Vershofenstrasse 10
Nuremberg-Höfen

December 2018
22,439 sqm site area
5,607 sqm lettable floor space
EUR 0.5 million rental income





Certification of corporate
real estate: DGNB Gold
certification integrated into
planning since 2019

BERLIN DECKS
Friedrich-Krause-Ufer 16–21
Berlin-Mitte

July 2018
28,152 sqm site area
16,800 sqm lettable floor space
EUR 0.3 million rental income



K14
Kaiserin-Augusta-Allee 14
Berlin-Moabit

September 2017
4,702 sqm site area
10,254 sqm lettable floor space
EUR 1.6 million rental income



Promoting sustainable
tenants (among others):
Lilium—manufacturer of
urban air taxis

**AIR TECH CAMPUS
OBERPFAFFENHOFEN**
Claude-Dornier-Strasse 1/
Friedrichshafener Strasse 4–6
Oberpfaffenhofen near Munich

December 2016
2,760,379 sqm site area
227,565 sqm lettable floor space
EUR 14.5 million rental income



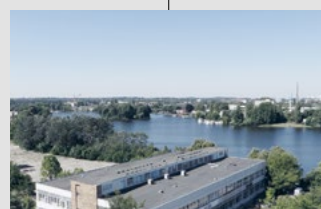
MONTAN
Montanstrasse 18–26
Berlin-Reinickendorf

July 2016
38,374 sqm site area
17,145 sqm lettable floor space
EUR 1.4 million rental income



GBD 149
Groß-Berliner Damm 149
Berlin-Adlershof

April 2015
34,237 sqm site area
18,644 sqm lettable floor space
EUR 1.8 million rental income



WENDENSCHLOSSSTRASSE
Wendenschloßstrasse 142
Berlin-Köpenick

January 2015
26,677 sqm site area
23,285 sqm lettable floor space
EUR 0.7 million rental income





KUBUS 11
Wiesenauer Strasse 11, 13
Hanover-Brink-Hafen

December 2011
43,480 sqm site area
24,662 sqm lettable floor space
EUR 0.7 million rental income



CAMPUS ALTENESSEN
Teilungsweg 28
Essen-Altenessen-Nord

December 2011
12,180 sqm site area
14,650 sqm lettable floor space
EUR 0.5 million rental income



OSTSTRASSE AURORA
Oststrasse 1c
Norderstedt near Hamburg

December 2013
100,039 sqm site area
10,089 sqm lettable floor space
EUR 0.5 million rental income



ALZENAU NORD
Brentanostrasse 7
Alzenau near Frankfurt am Main

September 2008
40,117 sqm site area
21,986 sqm lettable floor space
EUR 0.8 million rental income



**NORDPARK ALZENAU
FACHMARKTZENTRUM**
Emmy-Noether-Strasse 1-7
Alzenau near Frankfurt am Main

August 2008
48,062 sqm site area
13,833 sqm lettable floor space
EUR 1.8 million rental income



WHITE ATRIUM
Avenue de la Toison d'Or 56-60
Brüssel

November 2007
10,331 sqm lettable floor space
EUR 0.8 million rental income



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BEOS AG

Kurfürstendamm 188
10707 Berlin, Germany
T +49 30 28 00 99-0
E info@beos.net
beos.net
beos.net/privacy-information

EXECUTIVE BOARD

Martin Czaja, Holger Matheis,
Jan Plückhahn, Hendrik Staiger

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