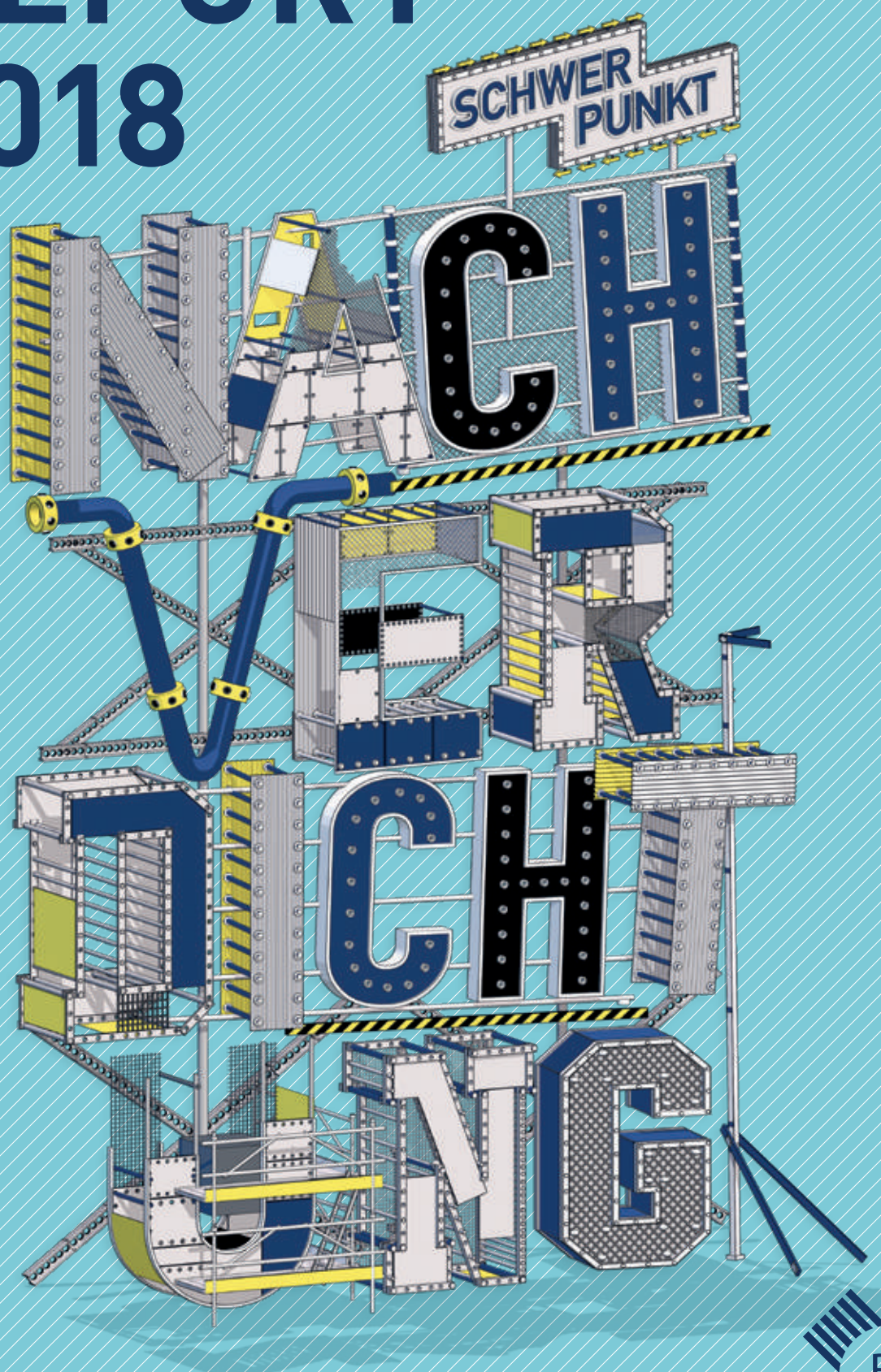


BEOS REPORT 2018



BEOS

BEOS REPORT 2018

Focus on densification

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Executive Board of BEOS AG (from left to right): Hendrik Staiger (Southern Region and Acquisition), Jan Plückhahn (Northern Region and Acquisition), Holger Matheis (HR, Organisation, Legal, Marketing, Construction), Martin Czaja (Asset and Portfolio Management), Dr. Christoph Holzmann (Finance, Risk Management and Compliance)

RETHINKING THE WORKPLACE

Getting the most out of corporate real estate

Dear BEOS AG Business Partner,

In recent years, we have intensively focussed on pinpointing and exploiting the densification potential of our properties. As a result, we have identified over one million square metres of potential additional space. True to our leitmotif “think ahead”, we wanted to take densification to the next level, which is why we dedicated 2018 as the ‘year of density’.

We were both excited and surprised as we explored the full potential of densification during our fourth BEOS FORUM ‘Thinking Ahead’ in September 2018, which showcased “Dimensions of Density – Getting the Most out of the Spaces We Use”. The topics and case studies we analysed included revolutionary production processes, changing cityscapes and innovative logistics solutions based on ever denser flows of goods – you can find an overview of the FORUM’s major topics on page 41.

The credo “think ahead” is not only the guiding principle behind the BEOS FORUM, it is the touchstone of everything we do and has led us to where we are today: BEOS is, of course, the market leader for corporate real estate (Unternehmensimmobilien) in Germany. In large part, we owe our success to our BEREM subsidiary, which is celebrating its fifth anniversary. You can read more about BEREM starting on page 49. As many of you will already know, in August 2018 we became part of Swiss Life Asset Managers. The transition from a family-owned company to a member of a leading European group is nothing short of a defining and ground-breaking milestone in BEOS AG’s 20-plus-year history, and marked the starting point for an excitingly ‘dense’ series of events and achievements last year.

As our company evolves, there’s one thing you can always be sure of: BEOS will remain a strong brand and true to its principles. You can always rely on BEOS for its proven, professional asset management and first-rate services. At the same time, our association with Swiss Life Asset Managers might be relatively new, but it has already achieved something remarkable: our Swiss Life Kapitalverwaltungsgesellschaft mbH (Swiss Life KVG) launched the “BEOS Corporate Real Estate Fund Germany (CREFG) IV” in record time and, with the acquisition of the Laetitia portfolio, we have concluded the most significant deal in our history. With this acquisition, the fund has already invested a significant proportion of its target fund volume of EUR 1.1 billion.

Our close partnership with Swiss Life Asset Managers will allow BEOS to take advantage of completely new avenues for growth and provide our investors with attractive (and profitable) opportunities to benefit from the investment potential of the corporate real estate market.

In addition to the acquisition of the CREFG IV launch portfolio detailed above, the acquisition of the Optimus Prime portfolio is another symbol of our company’s new ambitions: On behalf of its investors, Helaba Invest Kapitalverwaltungsgesellschaft mbH acquired all of the shares in the BEOS Corporate Real Estate Fund Germany I. The sale of the shares means that, since the fund launched in 2010, the fund’s original investors have received an average total annual return of around 13 percent. And the fund has not been liquidated. As the asset manager of the fund’s 21 corporate properties across Germany, BEOS continues to be the first point of contact for tenants, thereby ensuring continuity and retaining the proven high level of service for all stakeholders.

You can find out more about both the Laetitia and Optimus Prime portfolios starting on page 54. And, continuing in the tradition of our previous reports, we’ve put together an overview of the entire BEOS portfolio which, even without the two major portfolio deals, has experienced exceptional growth since last year’s report. And it is not only our portfolio that is growing: in 2018 we welcomed around 50 new colleagues to our team. We are justifiably proud of this broad-based growth – whilst also recognising that it presents challenges for the future. It is not only as an employer that we are called upon to continually improve. Our rapid rise from tenth to third place in Immobilien Zeitung’s employers ranking and our recent Top Job Award 2019 confirm that we are on the right track. We also took a major step forward in 2018 in terms of digitalisation and data ‘density’. Right now, data on every BEOS project is available to us everywhere, at any time and in even greater detail than ever before. All this not only underscores our position as a digital pioneer in the real estate industry, it also supports the BEOS approach of value-enhancing active asset management.

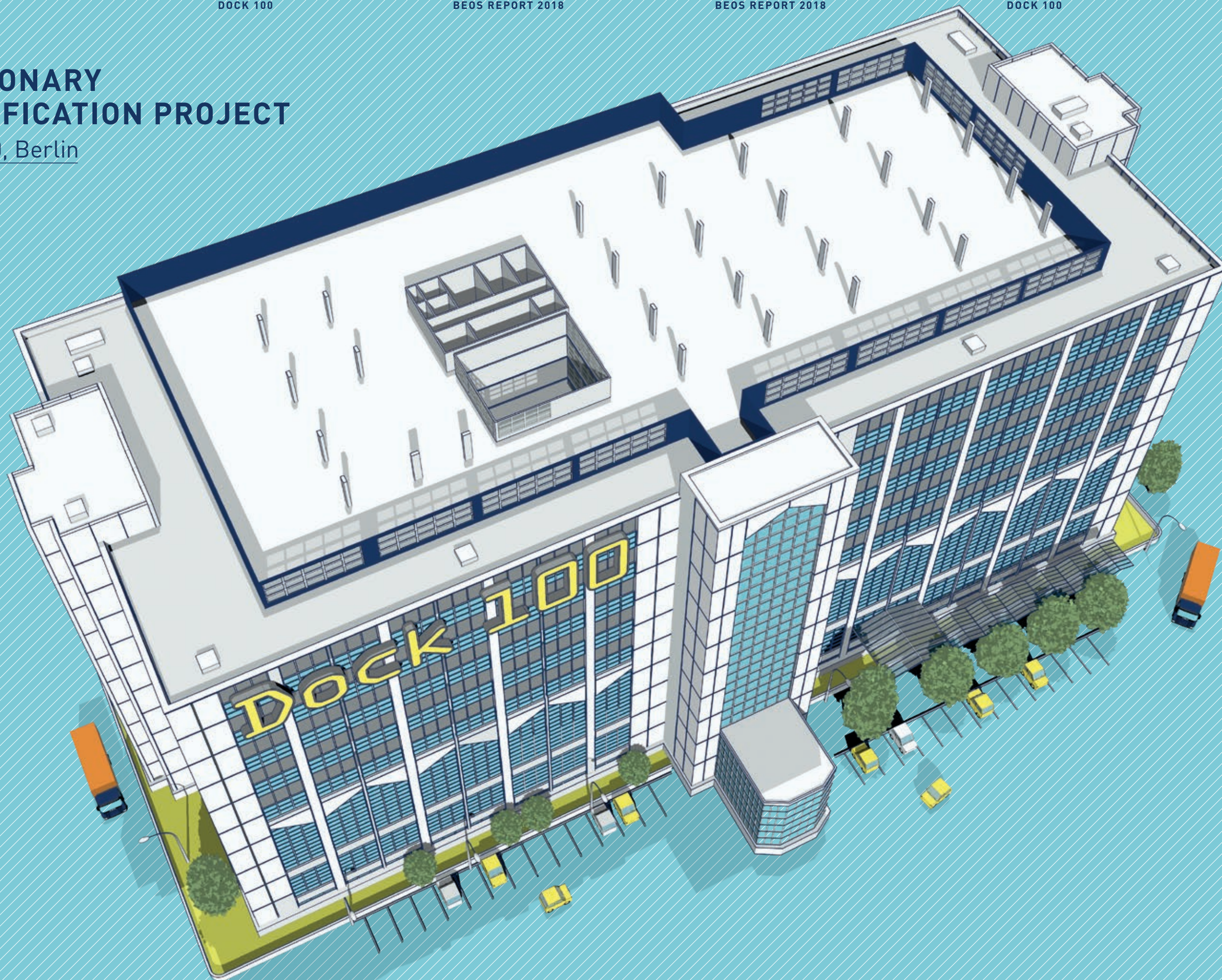
We thank you for the trust you have placed in the entire BEOS team and look forward to another year of ‘high-density success’ and joint projects with you!

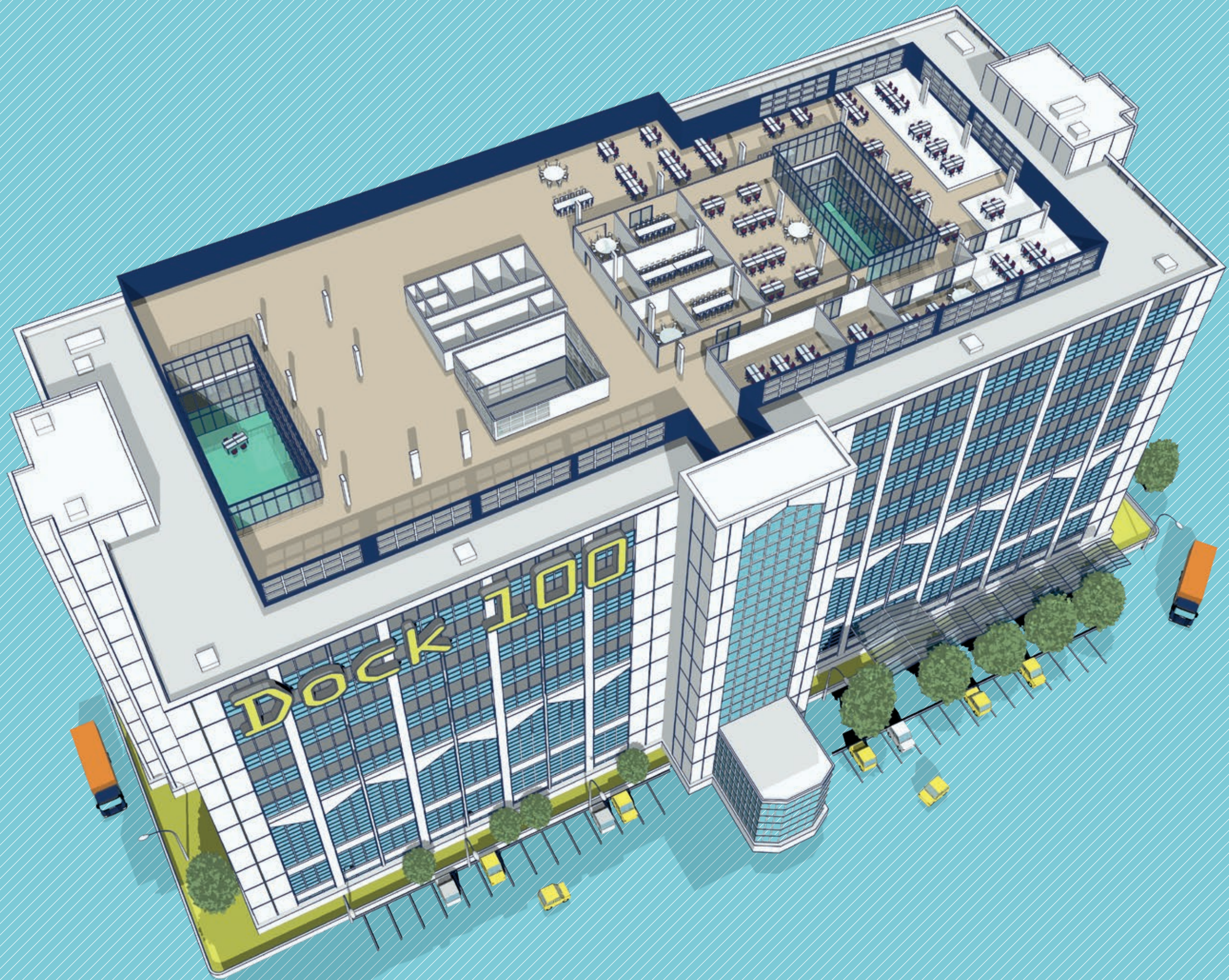
“OUR PORTFOLIO HAS MORE THAN ONE MILLION SQUARE METRES OF DENSIFICATION POTENTIAL.”

Martin Czaja, Spokesman of the Executive Board

A VISIONARY DENSIFICATION PROJECT

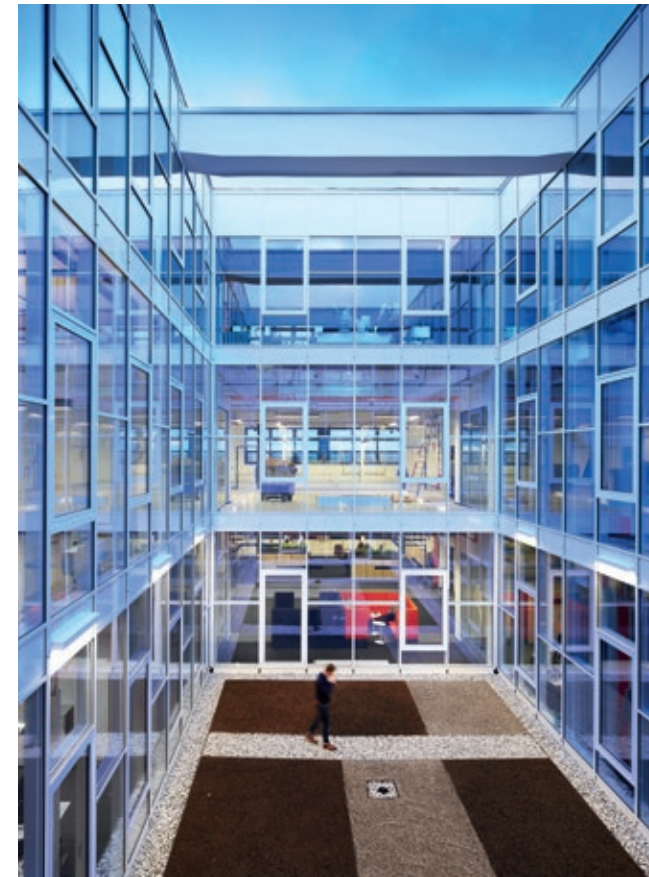
Dock 100, Berlin







Since 2013, BEOS AG has been driving the transformation of Dock 100 with over 86,000 square meters of rental space in northwest Berlin. The latest stage in the evolution of the former Borsigwerke site is particularly impressive. Where this industrial building was once surrounded by thick layers of concrete and the only two potential utilisation options seemed to be storage or light manufacturing, in almost no time at all, BEOS has created the perfect conditions for new, modern office workplaces with two beautiful atriums on the top three floors.



Tenant interview – S-Servicepartner

In 2018, S-Servicepartner Deutschland GmbH moved into Sky Dock, the company's exciting new premises in Berlin. Thomas Tänzer, Member of the Management Board, has kept a close eye on the development of his company's new offices. He will be joined in Sky Dock by the employees of S-Servicepartner Berlin GmbH, a regional company that serves as the operational backbone of many savings banks, for example in processing loan applications.

/What is it that makes your new offices in Dock 100 so special?

Well, Sky Dock gives us the opportunity to implement a completely new office concept: In addition to fixed workplaces, we have zones for the creative exchange of ideas, for taking customers' telephone calls and for working in peace and quiet. As a result, our workflows are more pleasant and communication within the team is much improved. But we are also looking forward to exploring the area around our new base. On the one hand, our employees can reach Dock 100 just as easily by public transport or car. On the other hand, we're just across the road from Borsighallen, which offers numerous shopping and leisure opportunities. Personally, I also love the area's industrial charm – and the inspiring contrast between history and modern spaces achieved by the extensive renovation measures.

/What are your impressions of the construction process?

We always knew, even during the decision-making phase, that this would be an ambitious project. After all, the plans called for the rigid, almost bunker-like building structure to be broken up to make space for the new atriums. Construction itself progressed very quickly – work started in February last year and the first of our employees moved in as early as September. Throughout the entire process, I have been constantly impressed by the dedication of both BEOS and the specialist planners at APOprojekt, together with all of the employees at the architectural office Ansgar Beinke. In spite of a very tight schedule, we were able to design the areas precisely to our needs, right down to the colour scheme. As a result, we are able to welcome guests to our new premises, which perfectly reflect our company's values. There's

no place for ostentation here, just operational efficiency and maximum functionality.

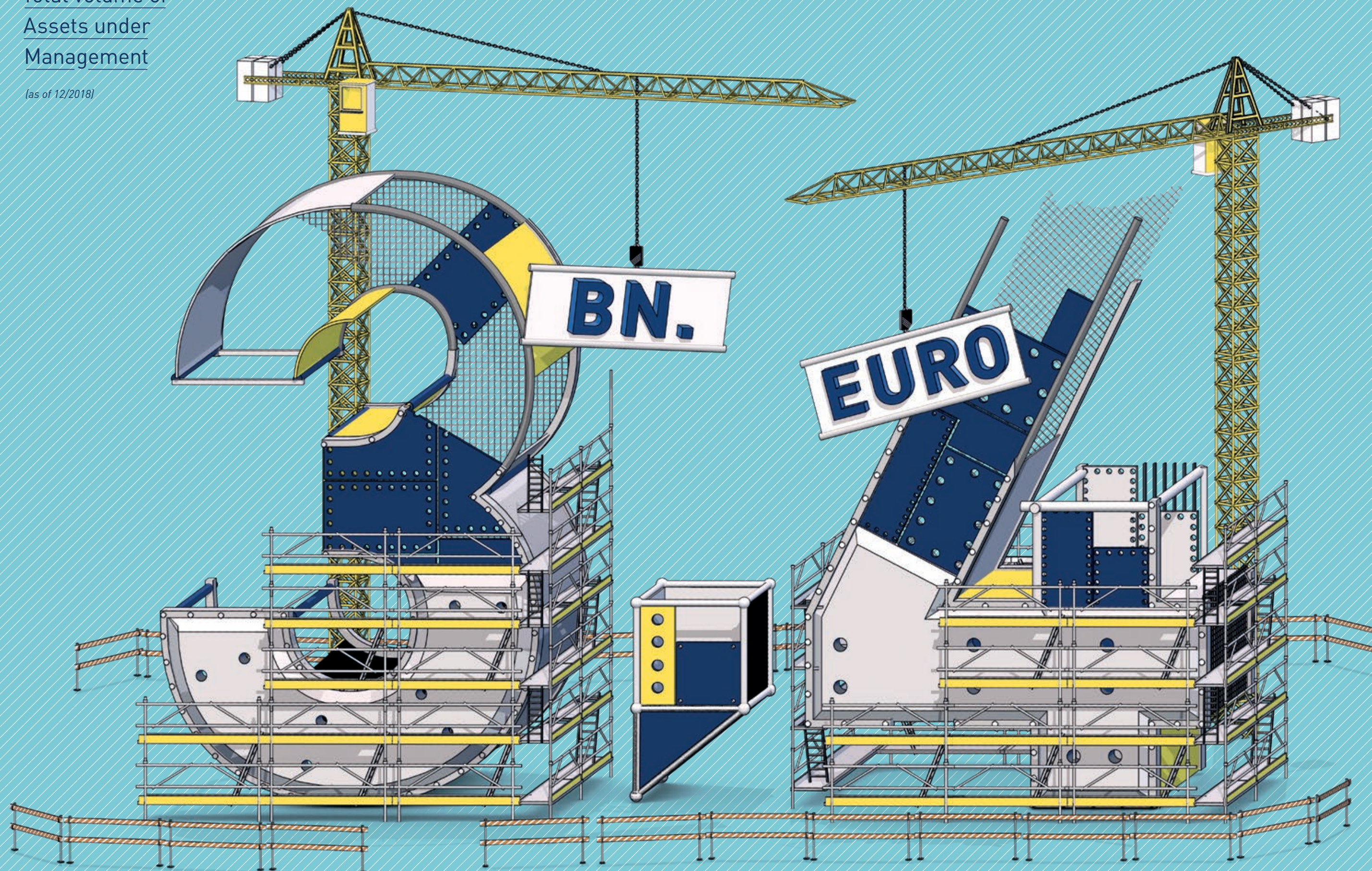
/In 2022, you will be joined in Dock 100 by S-Servicepartner Berlin GmbH. What are your plans for this second phase?

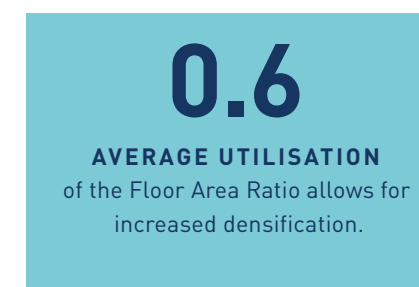
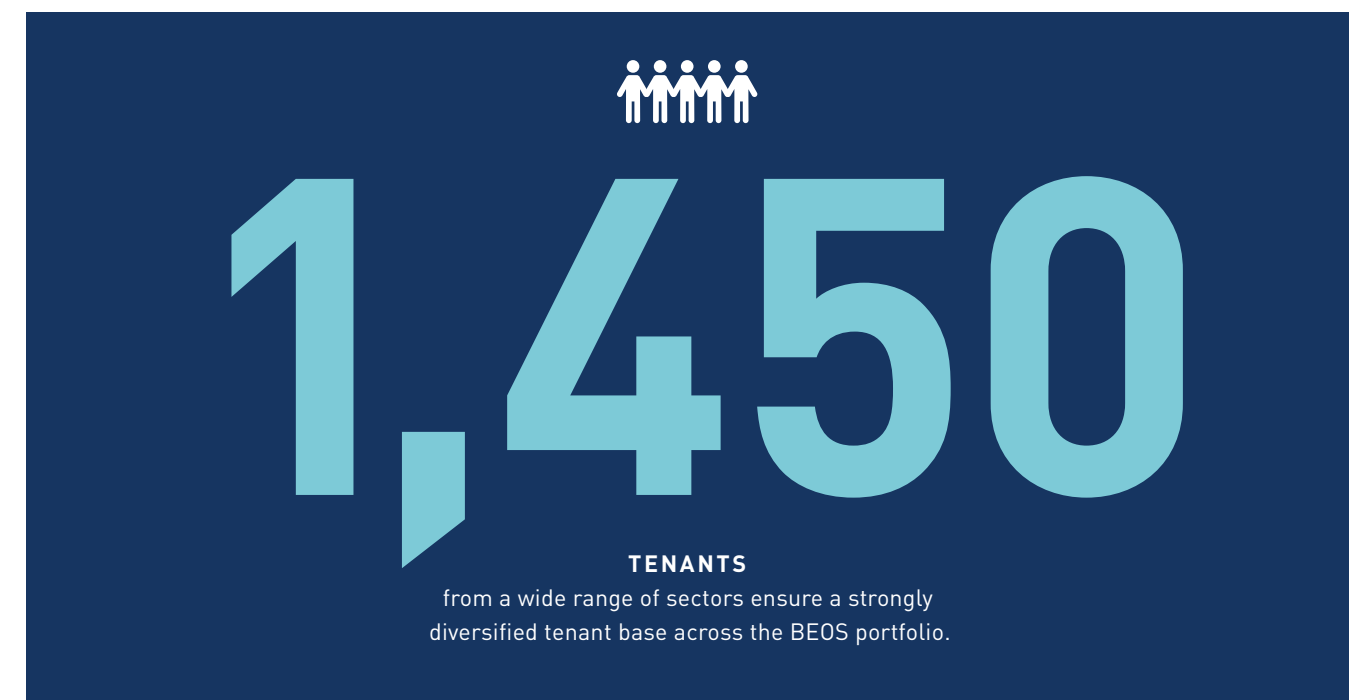
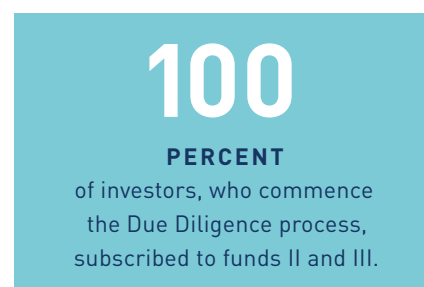
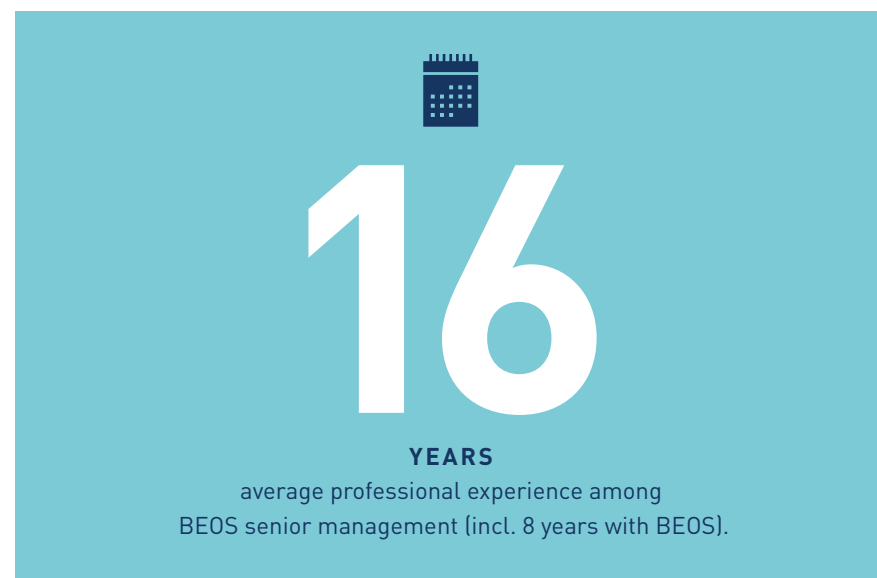
Well, the second phase represents an even bigger step for us. S-Servicepartner Germany's 100 employees will be joined by the 850 employees of S-Servicepartner Berlin. We are treating the first phase as a kind of trial run, especially as it gives us the chance to find out if we need to fine-tune our concept. Once we have moved into the top floor of Sky Dock, our employees will also be able to take full advantage of the roof terrace – and enjoy the beautiful views out over Lake Tegel.

BEOS AG: IN NUMBERS

Total volume of
Assets under
Management

(as of 12/2018)





FRIENDS WITH BENEFITS

BEOS AG has been part of the Swiss Life Asset Managers family since August 2018. In this interview, Stefan Mächler, Chief Investment Officer of the Swiss Life Group and new Chairman of the BEOS AG Supervisory Board, introduces the asset management company and outlines exciting opportunities for future cooperation.

/Mr Mächler, you are Group CIO of Swiss Life and head of the Swiss Life Asset Managers division. Could you please tell us a little about the company?

We are a European asset manager and a leading institutional real estate asset manager in Switzerland, France, Germany, Luxembourg and the UK. As such, we have more than 160 years of experience in investment and risk management. Swiss Life Asset Managers employs over 1,800 people across the whole of Europe. Our team provides a range of services and develops tailor-made investment strategies for our own insurance companies and for third-party clients such as pension funds, investment foundations, asset managers and private clients.

Our overarching aim is to achieve stable investment returns and thereby create a firm foundation for sound, long-term planning that allows our clients to look to the future with self-determination and financial confidence.

/What are your expectations following the takeover of BEOS AG?

In recent years, BEOS has established an outstanding position in the German market for corporate real estate (Unternehmensimmobilien). As the market leader in the corporate real estate segment, BEOS is already making a decisive contribution to strengthening and expanding Swiss Life Asset Managers' position as the leading European real estate asset manager. At the same time, our partnership will open up new, long-term perspectives for BEOS. Together we can exploit market opportunities even more quickly and effectively, make them accessible to investors and thus take advantage of BEOS' significant growth potential.

/How has the cooperation worked so far?

BEOS and Swiss Life Asset Managers share the same values. Our collaboration is characterised by a spirit of partnership

and communication as equals. In this spirit, we can look back on a successful onboarding process that was largely completed after only a few months at the beginning of 2019. On the market side, too, we've already enjoyed a successful few months. The acquisition of the Laetitia portfolio by Swiss Life KVG and BEOS and the associated launch of the "BEOS Corporate Real Estate Fund Germany IV" represent a fruitful start to our partnership and demonstrate the potential of our Group.



BEOS AG: ALL THE FACTS AT A GLANCE

BEOS AG specialises in corporate real estate and is Germany's market leader in the field, one of the largest and most stable asset classes in the real estate investment market.

Founded in 1997, BEOS has focussed on mixed-use, multi-tenant corporate real estate since 2002 and the properties it develops and manages are primarily occupied by small and medium-sized German companies. Since August 2018, BEOS has acted as a service provider for institutional investors under the umbrella of Swiss Life Asset Managers.

In 2010, BEOS launched its asset management division and its first special investment fund "BEOS Corporate Real Estate Fund Germany I (CREFG)". In November 2018, the fund's investors sold their shares in the fund to new investors. The fund continues to exist and BEOS remains as the fund properties' asset manager.

Two more CREFG funds followed in 2012 and 2015. In 2018, CREFG IV received marketing authorisation and acquired a launch portfolio.

As early as 2016, BEOS gave institutional investors the opportunity to enter the corporate real estate value creation chain with the launch of the closed-end real estate special-AIF "BEOS Value Investment Fund Germany I (BVIFG)", which targets investments in converted properties.

MEMBERSHIPS



TEACHING ASSIGNMENTS



BEOS AG: OUR SERVICES



VALUE INVESTMENT

Value investment (or value-oriented investing) is the investment in existing properties, whose value can be leveraged in the short to medium term by BEOS's pro-active 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.



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, in-house and on-site teams. In delivering these services, BEOS is supported by its subsidiary, BEREM Property Management GmbH.



SALE-AND-LEASEBACK

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



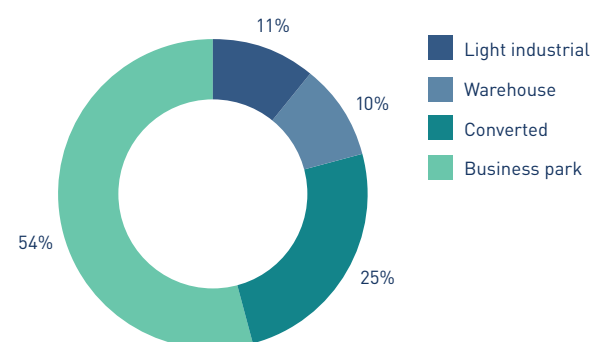
REVITALISATION AND REFURBISHMENT

BEOS pursues a value-oriented investment strategy 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.

BEOS AG: ASSETS UNDER MANAGEMENT

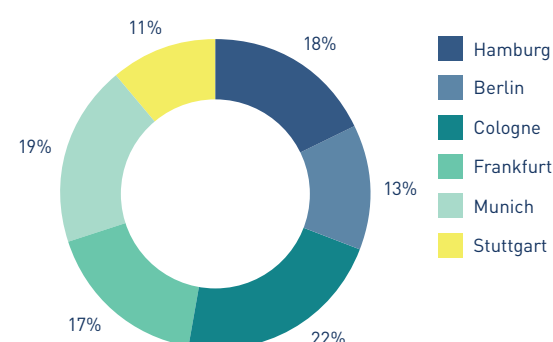
(as of 12/2018)

Rental income by property type



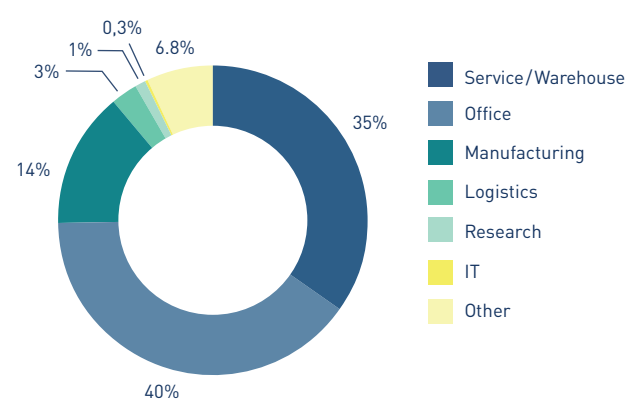
Business parks and converted real estate are the backbone of the BEOS AG portfolio

Rental income per BEOS location



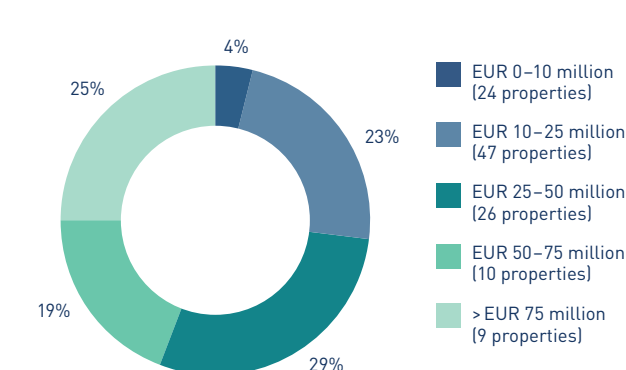
BEOS concentrates on Germany's Big Seven metropolitan centres and growth regions

Share of total lease volume by floor area category



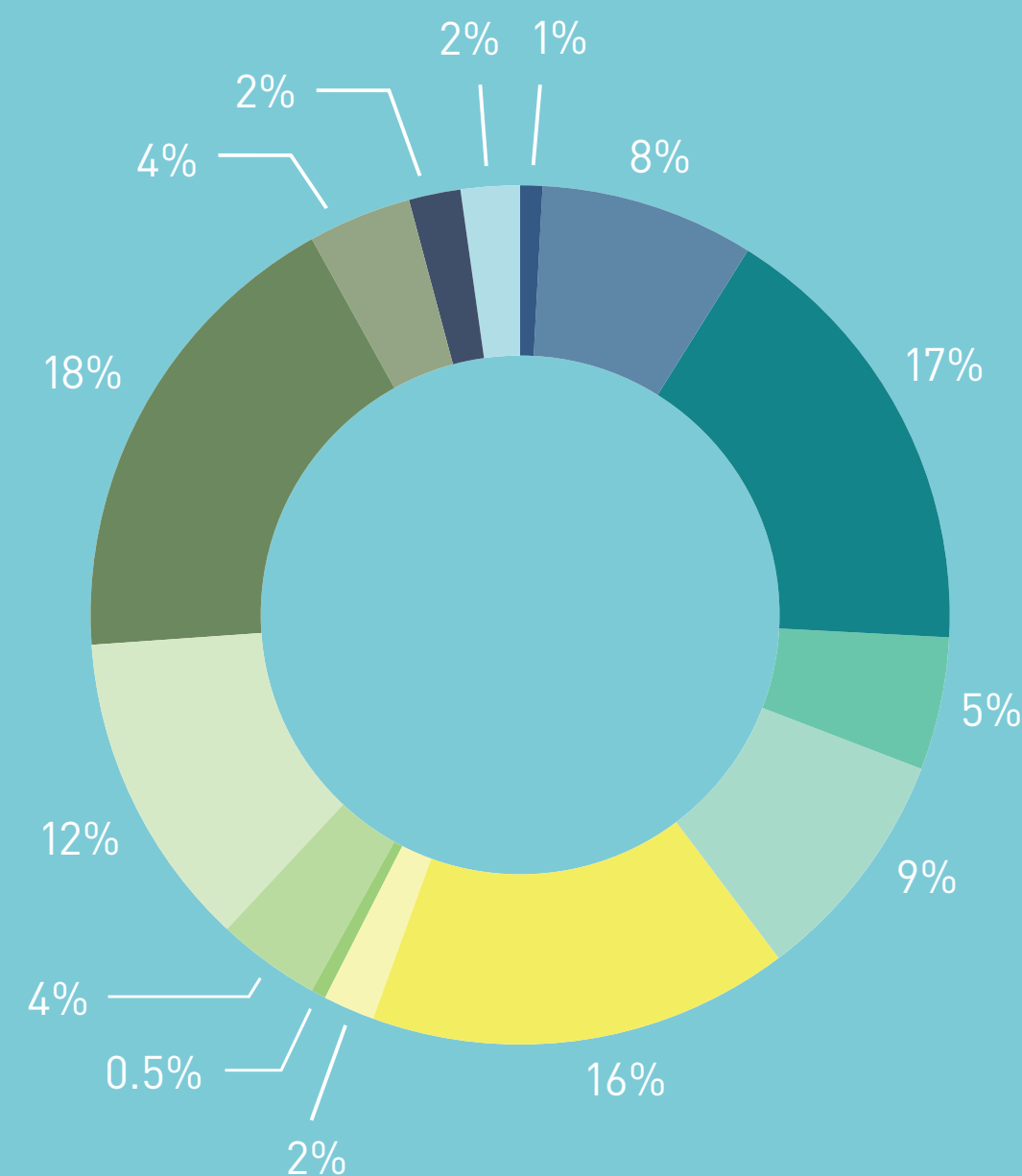
The portfolio has a broadly diversified space allocation.

Breakdown by size category



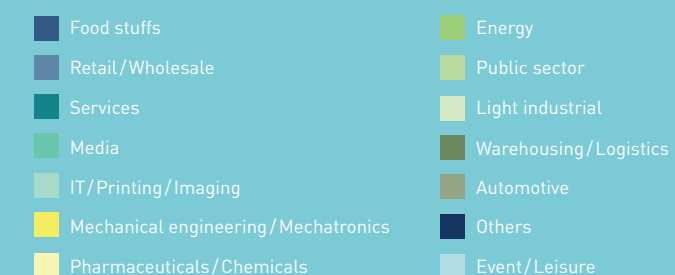
The properties in the BEOS AG portfolio vary greatly in size, which makes the portfolio highly fungible.

Breakdown by tenant industry



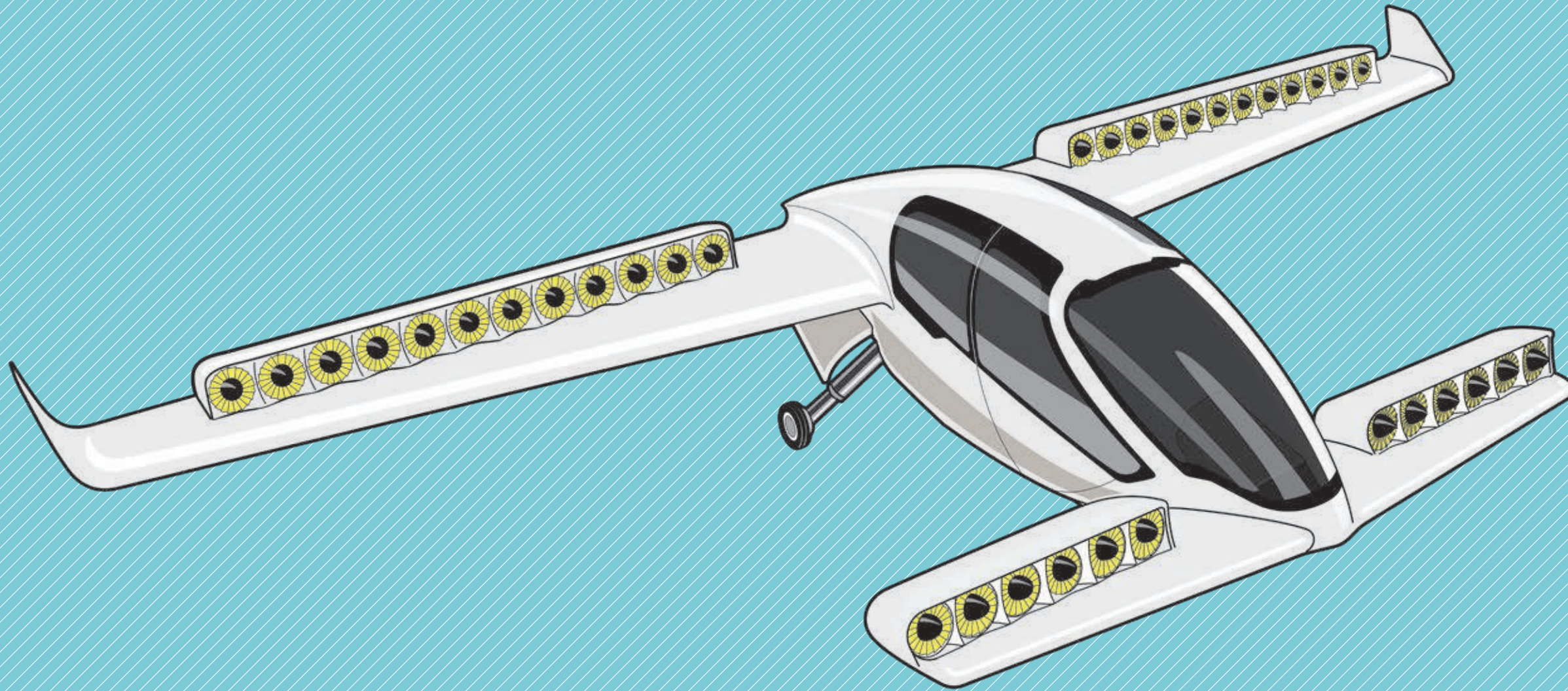
The BEOS AG portfolio has tenants from a wide range of sectors, thus creating a high level of risk diversification

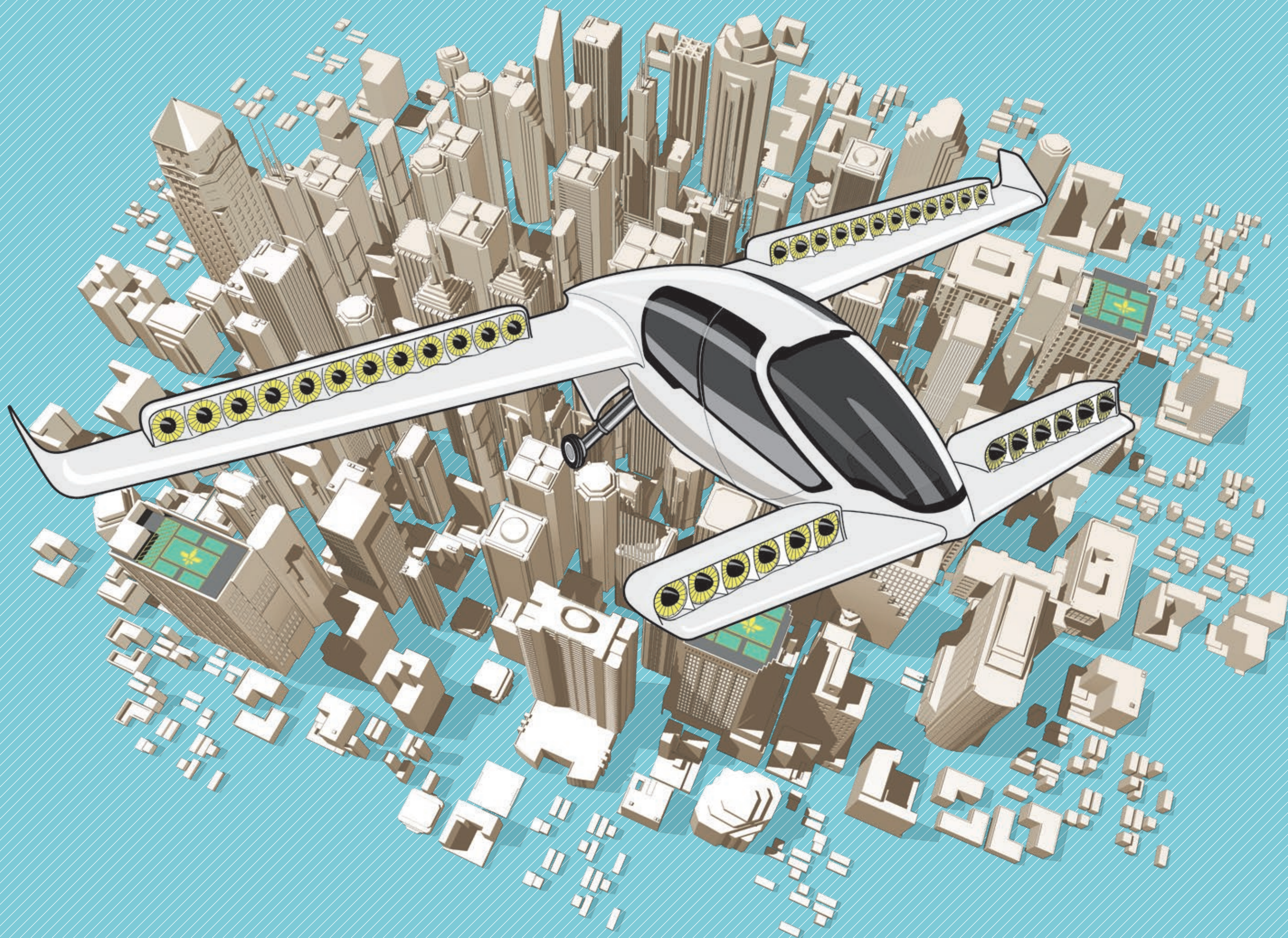
All figures correct as of 31.12.2018; not including all acquisitions notarised by the end of the year; some figures are rounded



VISION MEETS TRADITION

Air Tech Campus Oberpfaffenhofen







Approximately 127,000 square metres of lettable space, more than 40 buildings and enormous further development potential – BEWO Oberpfaffenhofen GmbH, a joint venture between BEOS AG and the Trier-based TRIWO AG, manages a truly unique property: Air Tech Campus Oberpfaffenhofen just outside Munich. For decades, the area has been home to companies that produce extraordinary innovations. Recently, the multi-award-winning start-up Lilium joined their ranks. Air Tech Campus Oberpfaffenhofen provides Lilium with the ideal conditions for developing and testing its flying taxis and thus shaping the future of mobility.



Tenant interview – Lilium

Since 2017, Air Tech Campus Oberpfaffenhofen to the west of Munich has served as the headquarters of Lilium GmbH. In addition to its pre-existing space, the start-up has been using a purpose-built assembly hall since the end of 2018. In this interview, Dr. Florian Brummer, Vice President Infrastructure, explains the company's vision and how it is already becoming a reality.

/Everyone is talking about the future of mobility – Lilium is actively shaping it. What do you hope to achieve?

Lilium's approach is as simple as it is visionary: We want to democratise individual mobility in the air. Everyone should be able to afford to reach their destination quickly and without traffic jams – and at prices comparable to today's taxi fares. Many applications are conceivable, such as providing convenient links between transport hubs, flights over longer distances and, in the long run, the daily commute. The car pool of the future will actually be a flight pool.

/And why is moving from the ground into the air so important?

The advantage of urban air mobility is its absolute independence from connecting infrastructure. Journeys by land need capital-intensive roads or rails. These require extensive

planning and construction, and end up being paid for by everyone, for example in the form of additional taxes, even by people who never actually use the roads themselves. For air taxis, all we need are two landing sites, which can be set up flexibly and at low cost. Flying taxis also offer mobility in all directions at a guaranteed congestion-free cruising speed of 300 kilometres per hour.

/How do you benefit from being based at Air Tech Campus Oberpfaffenhofen?

Our revolutionary start-up concept has attracted outstanding talent from all over the world – from Seattle and California to the east coast of Australia. Since the company's inception in 2015, we have brought over 170 employees to Oberpfaffenhofen, including industry luminaries such as the renowned automotive designer Frank Stephenson.

We want our employees to not only enjoy their work, but also to enjoy life-enhancing amenities. Which is one of the reasons we are so pleased to be able to offer them a new fitness studio in the basement and a sun terrace on the roof at our company's base at Air Tech Campus Oberpfaffenhofen. And, of course, there's also the canteen.



We interviewed Johannes Nöldeke, Head of Construction Management, and Holger Matheis, Executive Board Member for Human Resources, Organisation, Law, Marketing and Construction, to find out more about the challenges the expanding construction team at BEOS AG is facing





WE SEE POETRY IN EVERYTHING WE BUILD

If you go for a stroll through a historic industrial area, you will probably experience a certain sense of remoteness. No wonder, especially as the far-flung buildings are typically connected by long footpaths. Your stroll will most likely also lead you past wide-ranging concrete or fallow areas – and reveal that many areas on the site remain unused. The densification potential of the portfolio managed by BEOS alone offers the opportunity to create more than one million square metres of new space. In a joint interview, Holger Matheis, the BEOS AG Executive Board Member whose responsibilities include construction, and Johannes Nöldeke, Head of Construction Management, explain how unused brownfield areas can be transformed into attractive and, above all, sustainable corporate real estate complexes.

/BEOS AG is well known for its successful revitalisation of corporate real estate. However, new construction also plays a key role in any densification project. What is the main focus of the BEOS AG strategy?

Matheis: As with our revitalisation projects, our densification projects prioritise the creation of flexible workspaces – and we have even more design flexibility when it comes to new buildings. Our top priority is to ensure that the units remain usage agnostic. This of course requires that they can be flexibly divided and expanded. To this end, we have developed a building typology 4.0 for corporate real estate in order to make optimum use of the potential of every plot of land.

“AN EXTRA STAIRWELL (...) IS NEVER A BAD THING FOR ANY FLOOR PLAN.”

Johannes Nöldeke, Head of Construction Management

Nöldeke: NOVA Neufahrn Industrial Park is a perfect example. This traditional industrial site was being used by a single cosmetics company as a manufacturing plant. With our densification project, we’ve made sure that each new building is modular, which means they can all be divided among a large number of users without any residual, unlettable areas. Partitions and mezzanines can be installed according to the tenants’ wishes. In addition, the individual office cubes are designed in such a way that they can be flexibly combined with adjacent logistics areas. In order not to restrict flexibility, the necessary infrastructure must of course also be developed. Our guiding principle: Better too much than too little. An extra stairwell may initially appear to be an avoidable cost factor, but it allows a more flexible division of the rental units and is never a bad thing for any floor plan.

/How literally do you take the term “densification” – is a denser development always your ultimate goal?

Matheis: Not necessarily. It is more important for us to increase the quality of the on-site space. In Dock 100 in Berlin, for example, we have broken up the restrictive structures of a high-rise warehouse. Essentially, that has involved the demolition of certain areas and the integration of new, open atriums. This has enabled us to transform the space into a modern office loft (see page 10). In other words, we’ve succeeded in creating additional rental space in an established property and we’ve been able to do so to the highest quality standards of new construction. By taking this approach, we have not only eliminated a vacancy on the site – we’ve also developed new, state-of-the-art space which allows us to generate higher rental income than from our existing on-site space. From an investor’s point of view, densification is always a yield maximiser.

Nöldeke: When we’re planning new buildings, we naturally make sure that the land is used as efficiently as possible within the framework of applicable building regulations. However, the quality of the space in and around the building always needs to be maintained and the supply of space must also align with local demand. It makes no sense to develop properties with 50 percent office space where potential tenants are desperate for new hall space. The big challenge is to design spaces that can be used both for the production and storage of goods, or for back-office work, or as a workshop, showroom or fitness studio.

/A key element of BEOS’ philosophy is working on project workbenches. How does this work with densification projects?

Matheis: This always depends on the specifics of the project and the stage of construction we have reached. A common feature of all densification projects, however, is the close collaboration between the project manager and one of our in-house specialists from the construction team. Together,



Holger Matheis, BEOS AG Executive Board Member whose responsibilities include construction



Johannes Nöldeke, Head of Construction Management

they define the essential parameters, key data and assemble the project team. The entire team then meets regularly, either at a real or virtual project workbench, in order to advance the project. We also integrate BEOS employees from the controlling and accounting departments and have a financial specialist who regularly visits the construction site to gain a first-hand impression of the project.

Nöldeke: It is equally important to select the best external specialists. These can include an expert on industry 4.0 processes as well as a marketing professional or a traffic development consultant who checks the area for the feasibility of car-sharing concepts.

/You just mentioned industry 4.0: Does digitalisation mean that densified buildings are crammed with technology?

Nöldeke: Quite the opposite. The less technology is used, the better. We plan our properties as simply, robustly and – as mentioned above – as flexibly as possible. In other words, our buildings are smart because they are not equipped with too much high-tech. This also makes them more durable. While the technical building equipment usually has to be inspected at regular intervals and some needs to be replaced after a few years, a basic structure of steel and concrete lasts well over 100 years. I always like to compare it to a Land Rover Defender, which is just as good for a safari as it is for a trip to the theatre. It can also be used as a rescue vehicle. The final decision is up to the user. And what is true for a Land Rover, also applies to corporate real estate.

/Sounds like you're building the historic 22nd-century industrial sites today?

Matheis: Our densification projects certainly have parallels with the commercial properties of the early industrial age: high halls, deep spaces, good quality building materials. These historic buildings are still used and appreciated today – although not always as production facilities, but as offices, photo studios, fitness clubs, cinemas or data centres. As with the buildings built towards the end of the 1800s, architectural aesthetics are also important in our modern buildings. At BEOS, high-quality design is an integral part of the real estate concept. Aesthetics and flexibility will ensure that our densified properties are not only appreciated but are also used for decades to come. In other words: we not only see poetry in historical spaces, we see poetry in everything we build.



“FROM AN INVESTOR’S POINT OF VIEW, DENSIFICATION IS ALWAYS A YIELD MAXIMISER.”

Holger Matheis, Executive Board Member

“WE PLAN OUR PROPERTIES AS SIMPLY, ROBUSTLY AND AS FLEXIBLY AS POSSIBLE.”

Johannes Nöldeke, Head of Construction Management

BEOS FORUM THINKING AHEAD

Dimensions of Density – Getting the Most out of the Spaces We Use



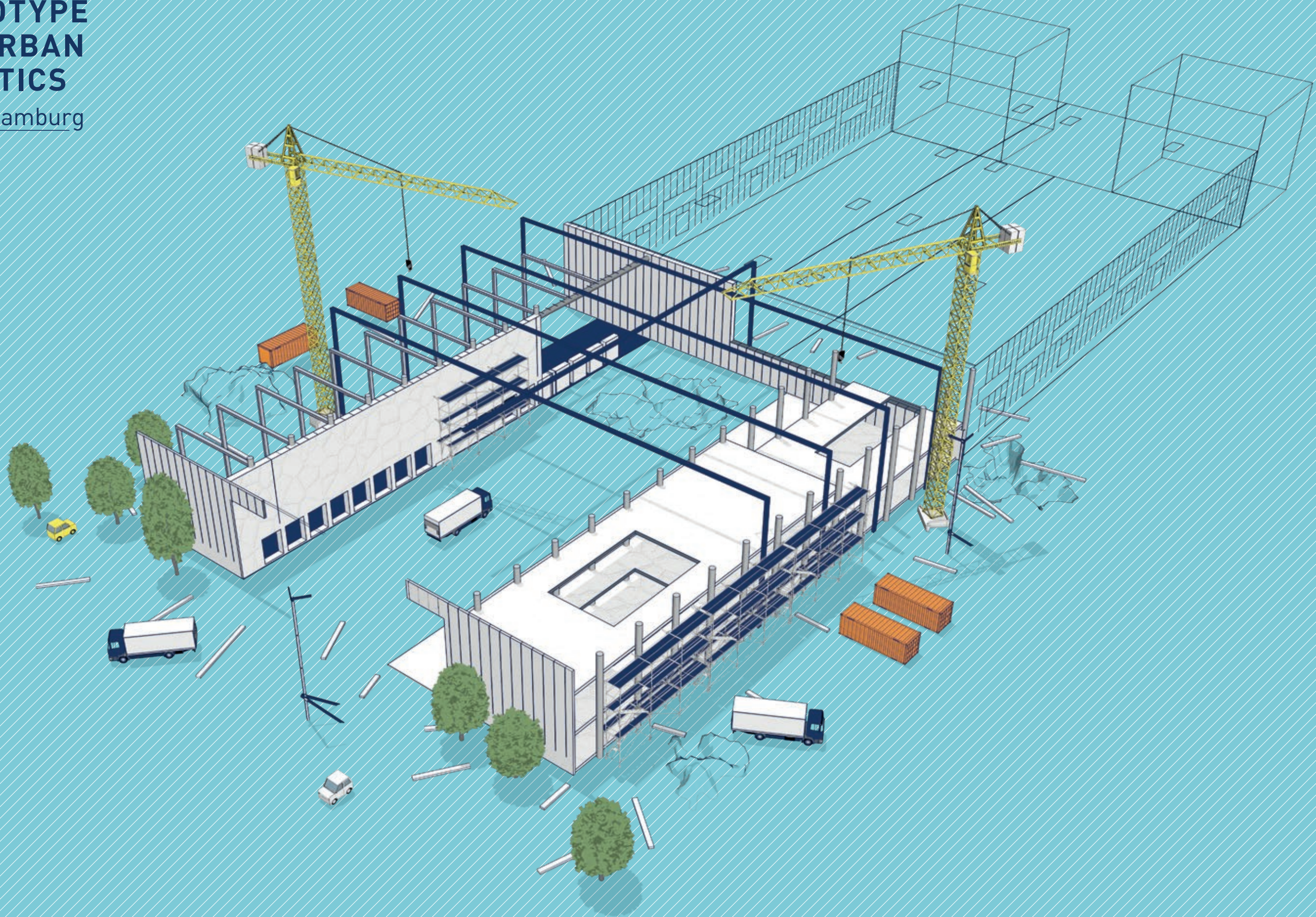
As a result of technological progress, our world is becoming increasingly dense. This is having a significant impact on real estate and the way we use it. A new building typology 4.0 is required in order to be able to prepare and react to ever more rapidly changing space requirements. Johannes Nöldeke, Head of Construction Management at BEOS AG, introduced this new building typology at the fourth "BEOS FORUM thinking ahead" in Berlin's "ewerk" on 21 September 2018. His presentation marked the successful conclusion of the lively debates at this high-calibre event. The experts on the podium included Prof. Ulrich Walter from the Technical University of Munich, who took the 130 guests on a trip to Mars. Thanks to new technologies, the settlement of the Red Planet is no longer a science-fiction dream. These technologies include 3D printing, which is already densifying terrestrial production and supply chains, as Markus Birner of EOS, tenant in the BEOS project Q-West in Maisach near Munich, explained in an

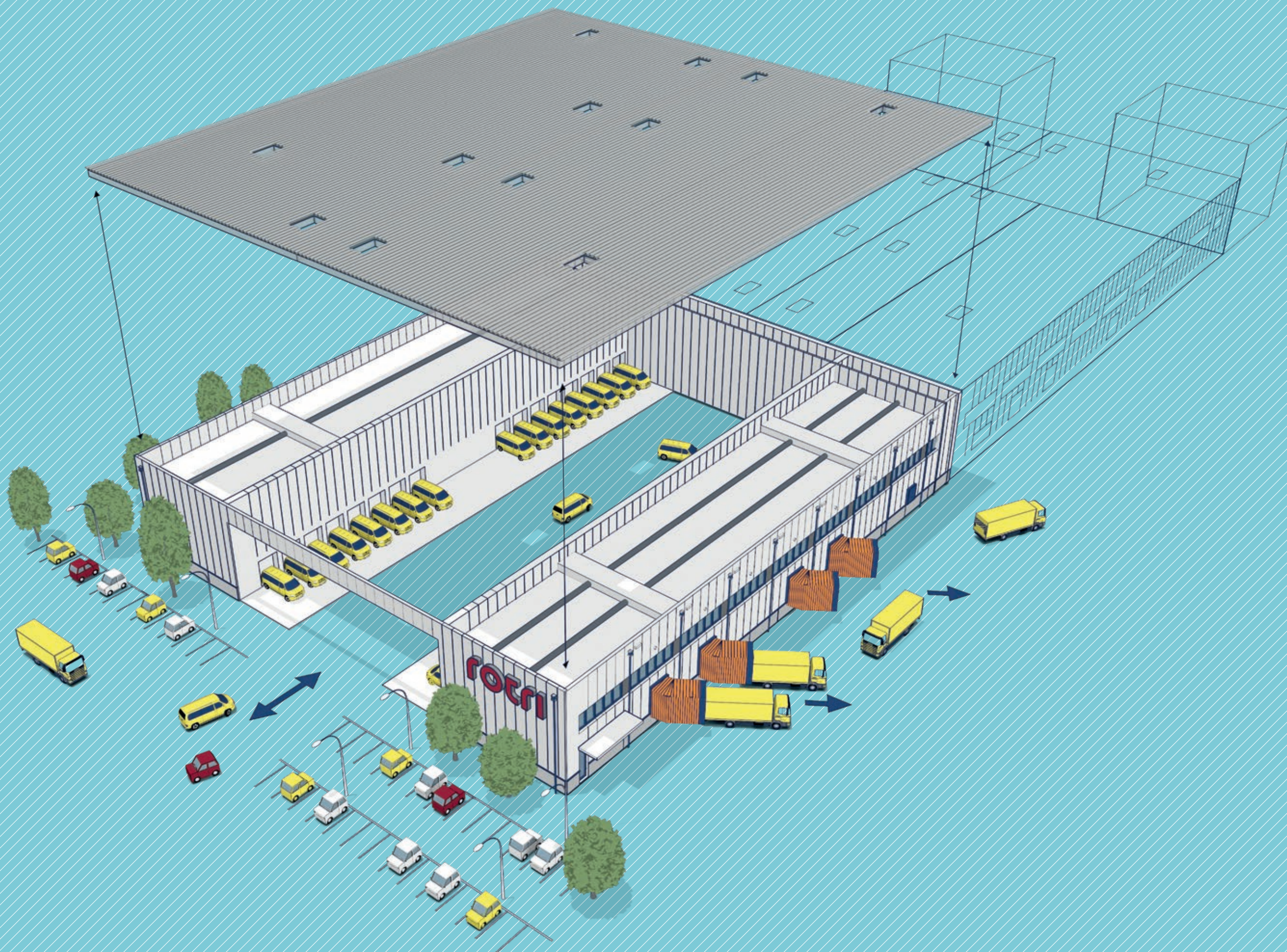
interview with host Alexander Sascha Wolf. While 3D printing often shortens or even eliminates transport routes, world trade is re-forming on the New Silk Road, as detailed by Prof. Eberhard Sandschneider from the Free University of Berlin.

The ever-expanding flow of goods poses new challenges for municipalities and logistics companies. Daniel Wiener from Cargo sous terrain showcased a solution from Switzerland: an underground transport network that takes the strain off existing urban infrastructure. In cities, the abstract concept of density becomes a reality of life and architecture – vividly illustrated by Wolfram Putz of GRAFT Architekten – a designer of dense and yet liveable spaces. The stage for all of these developments is where density in its various dimensions unleashes enormous innovation potential, and the real estate industry – BEOS included – will have to rise to this challenge.

PROTOTYPE FOR URBAN LOGISTICS

ROTRI, Hamburg







Making more space useable than is actually available – BEOS AG faced this challenge once again when, in 2014, it took over the management of what has now become the ROTRI commercial park, close to central Hamburg. Together with Deutsche Post DHL, it developed a completely new building typology that has never been implemented in Germany before. The building’s most unique feature is its indoor, roofed and heated shunting area, which can be converted into a closed hall for other uses.



Tenant interview – Deutsche Post DHL Group

Ordered today – delivered tomorrow. In order to ensure that even the most urgent parcel arrives on time, a special transshipment hall was developed in the historic ROTRI commercial park. Maike Wintjen, Press Officer of Deutsche Post DHL Group in Hamburg, explains why the U-shaped floor plan could well become the benchmark for future urban logistics projects.

/What challenges do you face as a logistics service provider in the Hamburg metropolitan area?

In recent years, the volume of consignments has increased enormously due to online retail. The delivery of parcels in metropolitan regions in particular poses new challenges for logistics service providers. It is crucial to be as close as possible to the recipient. Having the right infrastructure is also crucial. For example, in order to continue to reliably supply the growing population of western Hamburg, we needed a new base in the city, which is precisely what we found at ROTRI commercial park.

/So, you gave the green-light for ROTRI commercial park because of its location?

Absolutely. The park’s central location in Hamburg-Bahrenfeld was exactly what we were looking for. Due to our specific space requirements, there was

no alternative to a new building. We had not expected this to be possible in an established commercial park. If we had developed a new building on a greenfield site, the delivery routes would have been too long. We really like the fact the ROTRI is only about seven kilometres from the city centre. And the public transport links are also great – an important factor for our approximately 100 employees.

/What makes this property so special?

We designed our new transshipment hall and precisely tailored it to the location and our requirements. It is unique among all of the other properties we have developed in our long-standing partnership with BEOS AG. The building is U-shaped – the docking and delivery zones are located in the inner courtyard and are therefore much smaller than is usually the case. Thanks to the covered shunting area, we also don’t have to worry about the weather.

Another special feature of the property is that it meets all of our requirements for the future integration of electric vehicles such as our StreetScooters – including transformers and cabling. Not only the space concept was important to us, but also the timeline. We were able to put the new property into operation as planned in the summer of 2018 and thus had enough time to refine our processes at the location before the start of the Christmas season – the ultimate test for our new inner-city space concept.



CLOSER TO OUR TENANTS AND OUR PROPERTIES



Five years ago, BEOS AG implemented a densification process at company level that remains influential today. At that time, we made the decision to integrate the previously outsourced property management into the company – the birth of BEREM Property Management GmbH.



Inga Kühn, BEREM's Managing Director and Senior Project Manager Digital Solutions at BEOS AG



Pekka Ylä-Outinen, Managing Director of BEREM

An in-house solution for property management was a highly unusual approach at the time. And in the commercial real estate segment, external property managers are still frequently entrusted with tasks such as tenant support, service charge accounting and ongoing maintenance. But, as BEOS recognised five years ago, in contrast to the comparatively standardised office or retail real estate segments, corporate real estate requires both a deep understanding of the special features of the asset class and a wealth of segment-specific expertise – above all in property management.

Even before BEREM Property Management GmbH was launched in November 2013, it was clear that the company would not offer property management in the traditional sense. “We have always understood our role as an active stakeholder and manager”, says BEREM Managing Director Pekka Ylä-Outinen, adding: “We share the BEOS AG leitmotif: ‘think ahead’. After all, our founding as a wholly-owned subsidiary is entirely in keeping with this motto. No less fitting for BEREM, however, would be the credo ‘go ahead’”.

‘Go ahead’ – in the company’s start-up phase, this involved a great deal of groundwork. The first step involved defining the interfaces between asset managers and property managers, with the aim of creating greater transparency and efficiency, accelerating processes and offering tenants better service. “The previous cooperation with different property management companies created a number of grey areas, responsibilities were not defined uniformly. We looked for ways – and found ways – to create clarity and fill the grey areas with life”, Pekka Ylä-Outinen recalls.

Project workbench approach would not work without BEREM

Since 2015, the linchpin of our property management services has been our workbench, which forms the basis of the project organisation philosophy of BEREM and BEOS. In contrast to the usual outsourcing of property management tasks, asset and property managers work closely together with a common goal in mind: the best possible service for tenants and the optimal results for investors.

Alongside a project’s asset and property managers, the project workbench brings together all of the expertise required to guarantee the success of the project, such as construction, finance, legal and marketing experts. “The workbench promotes teamwork and open communication – whether we are physically sitting together around a table in the office or working on a project on digital channels”, says Inga Kühn, Managing Director of BEREM and Senior Project Manager Digital Solutions at BEOS. “With the digital project workbench, we have also taken an important step towards the future. Among other things, modern workplaces, agility and mobile applications across the entire company, combined with user-oriented thinking have always allowed us to secure and continuously improve the management quality that BEOS and BEREM are famous for”.

The internal exchange of ideas is important, but proximity to the tenant is essential – as BEREM knows very well. “Claiming to be tenant-focussed is a meaningless phrase if you don’t actually live it”, says Inga Kühn. BEREM’s property managers therefore regularly visit the properties they manage and are the first point of contact for tenant concerns. And these concerns, in turn, are as diverse as corporate real estate. “No two corporate properties are the same, their management requires a high level of specialist knowledge. This is reflected in the different skillsets of BEREM’s employees – property managers with many years of experience work side by side with young university graduates”, says Pekka Ylä-Outinen. Around 50 BEREM employees were based at the six BEOS regional offices at the end of 2018. And the team is still growing. Tenants expect not only technical and commercial expertise, they also look for additional qualifications, which BEREM’s team are encouraged by the company to acquire. BEREM is thus laying the foundations to continue the success story of the past five years.

“THE MANAGEMENT OF CORPORATE REAL ESTATE REQUIRES A HIGH LEVEL OF SPECIALIST KNOWLEDGE.”

Pekka Ylä-Outinen, Managing Director of
BEREM Property Management GmbH



THE BEOS PORTFOLIO

On the following pages, we showcase all of the projects acquired and managed by BEOS AG since 2003, including those sold on behalf of institutional investors. On double-page spreads, we also present the Laetitia and Optimus Prime portfolios.

OPTIMUS PRIME

Sale of the BEOS Corporate Real Estate
Fund Germany I fund

Properties	21
Rental space	564,600 sqm
Annual net cold rent	EUR 29,730,000
Occupancy rate	98%
Average rent	EUR 4.50 / sqm
WALT	4.7 years

(as of 03/2018)



LAETITIA

Launch portfolio for the BEOS Corporate Real Estate Fund Germany IV fund

Properties	32
Rental space	538,200 sqm
Annual net cold rent	EUR 38,268,000
Occupancy rate	95%
Average rent	EUR 6 / sqm
WALT	5 years

(as of 11/2018)





CORPORATE REAL ESTATE – THE FOUR CATEGORIES

The following projects* are presented in order of acquisition date and assigned to the following categories:

(*not including the Optimus Prime and Laetitia portfolios)



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 multi-tenant properties with many potential uses.



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.



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.



Rheinhöfe Reisholzer Werftstraße 19–47, Düsseldorf

December 2018
38,740 sqm site area
25,795 sqm lettable floor space
EUR 1.9 million rental income



Kopernikusstraße Kopernikusstraße 20, Munich

December 2018
9,870 sqm site area
6,875 sqm lettable floor space
EUR 0.8 million rental income



Vershofenstraße Vershofenstraße 10, Nuremberg

December 2018
22,439 sqm site area
6,450 sqm lettable floor space
EUR 0.5 million rental income



Q-West Lise-Meitner-Straße 7, Maisach near Munich

December 2018
37,698 sqm site area
14,483 sqm lettable floor space (existing space)
EUR 1.3 million rental income



Beim Zeugamt Beim Zeugamt 8, Glinde

November 2018
31,760 sqm site area
12,865 sqm lettable floor space
EUR 1.1 million rental income



Wahlerpark Wahlerstraße 4–32, Düsseldorf

September 2018
47,736 sqm site area
35,487 sqm lettable floor space
EUR 2.5 million rental income



Lloyd Industriepark Richard-Dunkel-Straße 120, Bremen

August 2018
132,835 sqm site area
66,601 sqm lettable floor space
EUR 2.8 million rental income



Friedrich-Krause-Ufer Friedrich-Krause-Ufer 16–21, Berlin-Mitte

June 2018
28,152 sqm site area
16,591 sqm lettable floor space
EUR 0.3 million rental income



Dock 100 Am Borsigturm 100, Berlin-Reinickendorf

May 2018
80,753 sqm site area
86,818 sqm lettable floor space
EUR 3.6 million rental income



Buchholz Brauerstraße 2, Buchholz

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



Druckwerk Mittenheimer Straße 64, Oberschleißheim

February 2018
37,980 sqm site area
26,214 sqm lettable floor space
EUR 2.7 million rental income



Renningen Industriestr. 28, Benzstr. 32, Renningen

February 2018
43,641 sqm site area
17,378 sqm lettable floor space
EUR 1.2 million rental income



Coloneum Am Coloneum 1, Cologne

December 2017
153,986 sqm site area
64,595 sqm lettable floor space
EUR 5.5 million rental income



Bredow 20 Bredowstraße 20,
Hamburg-Billbrook

December 2017
42,500 sqm site area
33,108 sqm lettable floor space
EUR 1.8 million rental income



ROTRI Gewerbepark Schnackenburgallee 43–45,
Hamburg-Stellingen

December 2017
34,276 sqm site area
27,472 sqm lettable floor space
EUR 2.8 million rental income



**TechnologiePark
Bergisch Gladbach
(TBG)** Friedrich-Ebert-Straße 75,
Bergisch Gladbach




October 2017
126,988 sqm site area
73,722 sqm lettable floor space
EUR 4.6 million rental income



K14 Kaiserin-Augusta-Allee 14,
Berlin


September 2017
4,702 sqm site area
9,244 sqm lettable floor space
EUR 0.9 million rental income



Rheinpark Hagenauer Straße 47–59,
Wiesbaden




September 2017
46,127 sqm site area
35,139 sqm lettable floor space
EUR 2.3 million rental income



Wilgen Park Bucher Weg 18,
Ahrensfelde



September 2017
58,772 sqm site area
30,612 sqm lettable floor space
EUR 1.6 million rental income



Koblenz Cross-Dock Zaunheimstraße 7,
Koblenz

April 2017
12,499 sqm site area
2,560 sqm lettable floor space
EUR 0.1 million rental income



**BQ – Business Quartier
Glinde** Biedenkamp 1–5,
Glinde

April 2017
22,349 sqm site area
12,355 sqm lettable floor space
EUR 1.1 million rental income



Essen Business Park Westendstraße 12a–14d,
Essen

April 2017
22,871 sqm site area
16,430 sqm lettable floor space
EUR 1.3 million rental income



Krefeld Business Park Bischoffstraße 99–113,
Krefeld

April 2017
16,438 sqm site area
7,596 sqm lettable floor space
EUR 0.6 million rental income



Neuss Business Park Hansemannstraße 1–61,
Neuss

April 2017
18,902 sqm site area
8,695 sqm lettable floor space
EUR 0.7 million rental income



**Mönchengladbach
Business Park** Willicher Damm 109–145,
Mönchengladbach




April 2017
24,444 sqm site area
10,951 sqm lettable floor space
EUR 0.7 million rental income



**Air Tech Campus
Oberpfaffenhofen** Claude-Dornier-Straße 1,
Friedrichshafener Straße
4–6, Oberpfaffenhofen





December 2016
2,760,379 sqm site area
129,473 sqm lettable floor space
EUR 8.9 million rental income



Carlswerk Quartier 3 Schanzenstraße 6–20,
Cologne-Mülheim




December 2016
53,462 sqm site area
39,130 sqm lettable floor space
EUR 4.1 million rental income



Europort Langer Kornweg 19–23, 34,
Kleiner Kornweg 6, 26–28,
Kelsterbach near Frankfurt






December 2016
125,670 sqm site area
81,187 sqm lettable floor space
EUR 5.2 million rental income



Karlspark Siemensallee 84,
Karlsruhe




September 2016
140,147 sqm site area
81,878 sqm lettable floor space
EUR 5.8 million rental income



Montanstraße Montanstraße 18–26,
Berlin-Reinickendorf




July 2016
38,374 sqm site area
17,293 sqm lettable floor space
EUR 0.5 million rental income



Welserstraße Welserstraße 8,
Cologne-Porz

July 2016
25,621 sqm site area
9,998 sqm lettable floor space
EUR 0.5 million rental income



Gatherhof Am Gatherhof 57, Düsseldorf

April 2016
33,075 sqm site area
20,271 sqm lettable floor space
EUR 1.0 million rental income



Zeughof Zeughofstraße 1, Berlin-Kreuzberg

April 2016
30,269 sqm site area
52,449 sqm lettable floor space
EUR 5.9 million rental income



Markgröningen Industriestraße 2, 14–16, 25, Markgröningen

April 2016
38,137 sqm site area
24,794 sqm lettable floor space
EUR 1.2 million rental income



Holzhauser Quartier Holzhauser Straße 139, Berlin-Reinickendorf

April 2016
33,573 sqm site area
26,039 sqm lettable floor space
EUR 1.5 million rental income



Puchheim Benzstraße 11 a–c, Puchheim

March 2016
20,773 sqm site area
17,181 sqm lettable floor space
EUR 0.8 million rental income



Theodorstraße Theodorstraße 293–295, Düsseldorf

March 2016
22,382 sqm site area
15,495 sqm lettable floor space
EUR 1.5 million rental income



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

March 2016
27,898 sqm site area
25,617 sqm lettable floor space
EUR 2.4 million rental income



Cube Pallaswiesenstraße 201, Pfnorstraße 10–14, Darmstadt

December 2015
8,317 sqm site area
12,805 sqm lettable floor space
EUR 1.1 million rental income



Carlswerk Quartier 2 Schanzenstraße 6–20, Cologne-Mülheim

December 2015
55,149 sqm site area
33,774 sqm lettable floor space
EUR 4.0 million rental income



Ossendorf Technologie Centrum (OTC) Hugo-Eckener-Straße 20, Cologne

November 2015
72,311 sqm site area
37,266 sqm lettable floor space
EUR 3.2 million rental income



Technologiepark Ditzingen Siemensstraße 31–33, Stuttgart-Ditzingen

November 2015
26,417 sqm site area
14,708 sqm lettable floor space
EUR 1.6 million rental income



Merkurpark Merkkurring, Hamburg-Rahlstedt

September 2015
68,373 sqm site area
27,536 sqm lettable floor space
EUR 2.1 million rental income



Ulmerstraße Ulmerstraße 4, Hanover-Laatzen

September 2015
35,766 sqm site area
19,906 sqm lettable floor space
EUR 1.4 million rental income



Glinnkamp Wilhelm-Bergner-Straße 1–11, Hamburg-Glinde

September 2015
192,522 sqm site area
86,855 sqm lettable floor space
EUR 6.0 million rental income



Marskamp° Toyota-Allee 27–47a, Cologne-Marsdorf

July 2015
27,963 sqm site area
16,776 sqm lettable floor space
EUR 1.1 million rental income



GBD 149 Groß-Berliner Damm 149, Berlin-Johannisthal

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 0.5 million rental income



Lilienthalcenter Lilienthalstraße 17, 19, Hanover-Vahrenheide

December 2014
28,235 sqm site area
15,344 sqm lettable floor space
EUR 1.3 million rental income



NOVA Neufahrn Am Hart 2,
Neufahrn near Munich

December 2014
115,000 sqm site area
71,825 sqm lettable floor space
EUR 3.3 million rental income



Hang 3 Am Kronberger Hang 3,
Schwalbach near Frankfurt

December 2014
31,330 sqm site area
32,689 sqm lettable floor space
EUR 2.3 million rental income



Altes Röhrenwerk Söflinger Straße 100,
Ulm

December 2014
27,000 sqm site area
52,624 sqm lettable floor space
EUR 6.4 million rental income



IT- und Gewerbepark Osthafen Hanauer Landstraße 296–328,
Frankfurt

November 2014
65,156 sqm site area
43,050 sqm lettable floor space
EUR 4.7 million rental income



Steubenpark Siemensstraße 18–32,
Langen near Frankfurt

November 2014
15,631 sqm site area
8,294 sqm lettable floor space
EUR 0.7 million rental income



Elsenstraße Elsenstr. 87–96,
Heidelberger Straße 70,
Berlin-Treptow

September 2014
60,613 sqm site area
50,300 sqm lettable floor space
EUR 2.0 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 Einsteinstraße 14–32,
Hertzstraße 26–30,
Ettlingen near Karlsruhe

February 2014
211,417 sqm site area
133,856 sqm lettable floor space
EUR 6.6 million rental income



Oststraße Oststraße 1,
Norderstedt near Hamburg

December 2013
72,579 sqm site area
21,524 sqm lettable floor space
EUR 1.5 million rental income



Erfurter Straße Erfurter Straße 2,
Eching near Munich

October 2013
20,852 sqm site area
14,519 sqm lettable floor space
EUR 1.2 million rental income



Sachtlebenstraße Sachtlebenstraße 1,
Dormagen near Cologne

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



Levi-Strauss-Allee Levi-Strauss-Allee 10–12,
Heusenstamm near Frankfurt

March 2013
25,000 sqm site area
15,625 sqm lettable floor space
EUR 1.1 million rental income



Am Werbering Am Werbering 5–7,
Kirchheim near Munich

March 2013
26,127 sqm site area
21,287 sqm lettable floor space
EUR 1.7 million rental income



In de Tarpen In de Tarpen 37–51,
Norderstedt near Hamburg

December 2012
42,805 sqm site area
23,655 sqm lettable floor space
EUR 1.9 million rental income



Campus Oberhafen Weismüllerstraße 37–47,
Frankfurt

December 2012
48,839 sqm site area
43,643 sqm lettable floor space
EUR 5.3 million rental income



Carlswerk Quartier 1 Schanzenstraße 9,
Cologne–Mülheim

December 2012
18,335 sqm site area
26,882 sqm lettable floor space
EUR 2.5 million rental income



Kubus 11 Wiesenauer Straße 11, 13,
Hanover

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



Campus Altenessen Teilungsweg 28,
Essen

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



Alzenau Nord
Brentanostraße 7,
Alzenau near Frankfurt

September 2008
40,117 sqm site area
21,986 sqm lettable floor space
EUR 0.7 million rental income



**Nordpark Alzenau
Fachmarktzentrum**
Emmy-Noether-Straße 1–7,
Alzenau near Frankfurt

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, Brussels

November 2007
10,331 sqm lettable floor space
EUR 1.6 million rental income



Bürocampus 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



Tödistrasse
Tödistrasse 46–52,
Horgen near Zurich

December 2006
15,600 sqm lettable floor space
EUR 1.1 million rental income



Äußere Wiener Straße
Äußere Wiener Straße 11,
Regensburg

November 2006
6,700 sqm lettable floor space
EUR 0.3 million rental income



Borsigstraße
Borsigstraße 3–13,
Regensburg-Barbing

November 2006
17,400 sqm lettable floor space
EUR 0.9 million rental income



Hansestraße
Hansestraße 60–66,
Cologne

November 2006
10,400 sqm lettable floor space
EUR 0.4 million rental income



Bücklestraße
Bücklestraße 1–5,
Constance

December 2005
63,000 sqm lettable floor space
EUR 1.8 million rental income



Kässbohrer Straße
Kässbohrer Straße 18, 20,
Ulm

December 2005
6,900 sqm lettable floor space
EUR 0.3 million rental income



Billbrook Portfolio
Billbrook (11 properties),
Hamburg-Billbrook

September 2005
142,000 sqm lettable floor space
EUR 7.1 million rental income



**Untertürkheimer
Straße**
Untertürkheimer Straße
15–23, Berlin-Marienfelde

June 2005
27,600 sqm lettable floor space
EUR 1.2 million rental income



An der Spreeschanze
An der Spreeschanze 10–12,
Berlin-Spandau

Mai 2005
10,500 sqm lettable floor space
EUR 0.4 million rental income



Holzhauser Straße
Holzhauser Straße 139, 153, 155,
Berlin-Reinickendorf

April 2005
25,700 sqm lettable floor space
EUR 1.1 million rental income



Schöneberger Straße
Schöneberger Straße 11–15,
Berlin-Kreuzberg

March 2005
13,300 sqm lettable floor space
EUR 0.9 million rental income



Zeughof
Zeughofstraße 1,
Berlin-Kreuzberg

January 2005
51,300 sqm lettable floor space
EUR 2.6 million rental income



Colditzstraße
Colditzstraße 34–36,
Berlin-Tempelhof

January 2004
63,000 sqm lettable floor space
EUR 2.9 million rental income



Thiemannstraße
Thiemannstraße 1,
Berlin-Neukölln

August 2003
51,800 sqm lettable floor space
EUR 3.5 million rental income

REGIONAL OFFICES



BEOS AG

Kurfürstendamm 188
10707 Berlin
Tel.: +49 30 280099-0



Hamburg office

Schaarsteinwegsbrücke 2
20459 Hamburg
Tel.: +49 40 8081878-0



Rhine-Ruhr office

Schanzenstraße 6–20
51063 Cologne
Tel.: +49 221 630796-0



Frankfurt office

Fürstenbergerstraße 3–9
60322 Frankfurt am Main
Tel.: +49 69 6560655-0



Stuttgart office

Danneckerstraße 37
70182 Stuttgart
Tel.: +49 711 128982-00



Munich office

Ganghoferstraße 68a
80339 Munich
Tel.: +49 89 3298959-10

6 REGIONAL OFFICES – 116 PROPERTIES



Regional office

Number of properties
managed by regional office



AWARDS AND ACCOLADES



2019, 2017, 2015 & 2013 – Top Job

Hot on the heels of its awards in 2013, 2015 and 2017, BEOS AG ranked second as one of Germany's best SME employers in 2019.



2018, 2017, 2015 – Top 10 real estate industry employer

The Immobilien Zeitung's annual survey of students confirms that BEOS AG is one of the ten most popular employers in the real estate industry.



23 November – Scope Award 2018

BEOS AG won the "Scope Alternative Investment Award 2018" in the "Institutional Real Estate Specialist" category.



25 September 2017 – PLATOW Immobilien Award 2017

BEOS AG was awarded the "PLATOW Immobilien Award" in the "Commercial real estate" category.



26 February 2015 – Immobilienmanager Award

BEOS board members Dr. Stephan Bone-Winkel and Dr. Ingo-Hans Holz received the 2015 Immobilienmanager Award in the "Leading Minds of the Year" category.



18 November 2014 – ULI Leadership Award

Dr. Stephan Bone-Winkel received the prestigious "ULI Leadership Award" in the "Real Estate Industry" category from the Urban Land Institute (ULI) in Hamburg.



3 May 2012 – Immo Idee

AIZ, the magazine published by the IVD real estate association recognised the BEOS app "BEOSinvest – the Property Quick Check" as the best real estate idea of 2012.



7 October 2011 – Red Dot Design Award

The BEOS brochure "Carlswerk – Werkstatt und Kupferhütte" received the Red Dot Design Award in the "Communication Design" category.



5 October 2010 – Köpfe der Immobilienbranche

Honouring the twelve leading minds in the German real estate industry in 2010, the Immobilienwirtschaft magazine included Dr. Stephan Bone-Winkel in its illustrious selection.



19 October 2007 – Entrepreneur of the Year

Dr. Ingo-Hans Holz was short-listed as a finalist in the "Entrepreneur des Jahres 2007" competition.

LEGAL NOTICE

BEOS AG

Kurfürstendamm 188
10707 Berlin, Germany
T +49 30 280099-0
Fax +49 30 28009966
E info@beos.net
beos.net

Executive Board

Martin Czaja, Dr. Christoph Holzmann,
Holger Matheis, Jan Plückhahn, Hendrik Staiger

Chairman of the Supervisory Board

Stefan Mächler

Supervisory Board

Dr. Stephan Bone-Winkel, Dr. Ingo-Hans Holz,
Hermann Inglin, Michael Westerhove

Registered office: Berlin

Register no.: HRB 133814 B,
District Court of Berlin-Charlottenburg
VAT ID no.: DE 190494186

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Küsters: Hamburg, Frankfurt, Stuttgart, Munich,
Daniel Welschenbach (interior design: pd raumplan):
Cologne

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Key





Property category

-  Repurposed
-  Business park
-  Light industrial
-  Logistics

Investor

-  CREFG I
-  CREFG II
-  CREFG III
-  VIFG 1
-  Value Investment

History

-  Market acquisition
-  Sales
-  Off-market, value investment acquisition
-  Direct acquisition from owner (sale-and-leaseback)
-  Corporate solutions

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