

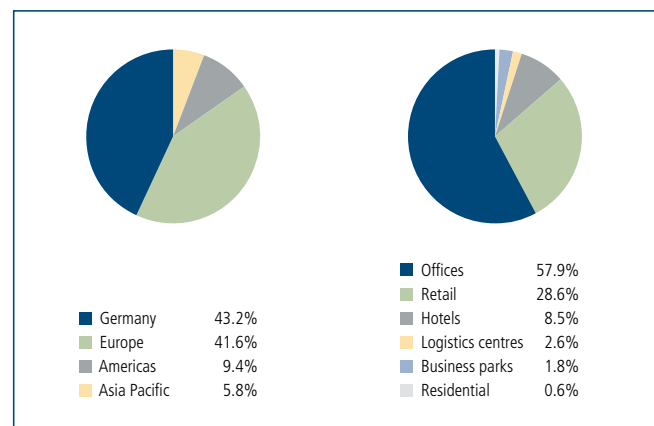
# Union Investment – global property expertise

Union Investment is one of Europe’s leading real estate investment managers, with a portfolio of around 300 properties across 25 countries worldwide. We currently manage eight real estate funds for private and institutional investors containing total assets of approx. 19 billion euros.

Real estate assets by country (in € bn)



Distribution of total portfolio by region and usage



Union Investment has been offering open-ended real estate funds for private investors since 1965, laying the foundation for its comprehensive property expertise and current level of assets under management.

More than 30 years ago, Union Investment has gradually expanded its offering to include open-ended property funds, institutional special funds and focussed real estate funds as well as bespoke solutions for institutional investors. Institutional assets under management currently amount to approx. 2.9 billion euros.

To diversify risk and optimise performance, we invest in a targeted mix of uses, regions and property sizes. Key planks of this strategy are investments in office and retail properties as well as business hotels and logistics properties in selected locations.

Sustainable real estate investment is an integral part of our business strategy. Energy efficiency and ecologically sound building operation are now widely considered to be value-adding factors and are key to sustained success in real estate investment. Union Investment was quick to recognise this trend and is one of the pioneers in the field of sustainable real estate investment.



# Tailored investment solutions for institutional investors

**Union Investment tailors its special funds to the individual requirements of institutional investors with regard to return strategy, accounting method and tax efficiency. The results are made-to-measure products for broadly diversified property investments with a country-specific focus or international portfolios.**

Union Investment offers professional asset management, comprehensive, proactive portfolio management, robust risk management standards and transparent best-in-class processes. We reflect the special requirements of institutional investors by way of individual product solutions, tailor-made reports as well as expert teams with a central contact person for our clients.

## Institutional funds

The institutional real estate funds **DEFO-Immobilienfonds 1** (35 years old next year) and **DIFA-Fonds Nr. 3** are tailored to the objectives of a small group of investors.



InterCityHotel, Hamburg, DEFO-Immobilienfonds 1



Breisgau-Center, Freiburg, UII Shopping Nr. 1

## Focussed funds

Union Investment develops individual product solutions for larger investment amounts. Our experts select the product vehicle and specific property strategy in line with investors requirements.

As an example, appealing retail properties are acquired for **UII Shopping Nr. 1**, which was launched in 2011. Shopping centres, retail parks and high street-retail properties offer secure cash flows and sustainable values. The performance of high-quality retail properties within a German institutional fund vehicle grants low volatility and attractive target returns.

## Mutual funds

Focussed mutual real estate funds such as **Uninstitutional European Real Estate** are perfectly matched to the interests of institutional investors. With their relatively low minimum investment requirement we attract a selected group of investors. These funds allow a broadly diversified investment in real estate markets and flexible management of property exposure in clients multi-asset portfolios.

## Innovative concepts

Tailored concepts are becoming increasingly popular with institutional property investors. Either in order to transfer direct holdings off balance but to continue managing these properties with own personal to a self-selected degree or to access services of third-party asset managers. An institutional special property fund with a strong regional and sectoral focus was thus created in conjunction with an investor and an external asset manager specialized on these services.

Institutional customers are also increasingly combining their various property investments in pooling vehicles. We have developed solution concepts in response to this need.



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