

# Asset Management Hotel

## Our requirements for hotel investments

<b>Investment volume:</b>
● Single assets with an investment volume > EUR 20 million
<b>Transaction structure:</b>
● Asset and share deals
● No part-ownership
<b>Locations:</b>
● AAA-locations in major European cities preferred
● Secondary markets with prime micro locations
<b>Type of hotels:</b>
● 2 – 5 star
● Business, trade fair and airport hotels with a min. of 120 rooms
● No resort hotels
● High-quality buildings of superior character
● Modern room layout
<b>Tenant and operator:</b>
● Well-established, credit worth tenants/operators
● Renowned, international hotel brands and well-established brands in its respective market
<b>Type of contracts:</b>
● Lease contracts only, where applicable with flexible components
● Duration at least 15 years
● Marketable guarantees
● Appropriate indexing



### Your contacts:

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## Hotel real estate – a strong asset class in our portfolio

Union Investment currently manages hotel investments with a total value of approximately EUR 1.3 billion, meaning a greater exposure to this asset class than most German property investment management companies. Active in the hotel investment market for over 40 years, we offer our partners a high degree of security thanks to a clearly structured investment process.

A unique team of real estate and hotel professionals is responsible for transactions and ensuring process compliance.

### Hotel portfolio – facts and figures

- 24 hotels in 12 major European business cities
- Budget, mid-market and upper-market hotels – totalling 18 properties in Germany
- 6,498 rooms and around 430,000 sq m of space
- Leading hotel operators only

### Overview of hotel properties held by our funds

Hotel brand	Locations
Arcotel	Vienna
Courtyard by Marriott	Munich
Hilton	Munich
Holiday Inn Express	Hamburg, Dresden
Ibis	Berlin
InterCity Hotel	Hamburg
InterContinental	Berlin
Le Méridien	Stuttgart
Marriott	Hamburg
Motel One	Hamburg
Mövenpick	Frankfurt
Novotel	Munich
Park Plaza	Berlin
Pullman	Berlin
Radisson Blu	Berlin, Brussels, London-Stansted, Krakow, Manchester, Marseilles
Scandic	Hamburg
Sofitel	Berlin
Steigenberger	Hamburg

