

Union Investment Real Estate AG reconfigures property management in Germany

Focused business model as a real estate investment manager / strategic partnership with M+W Zander

Union Investment Real Estate AG, Hamburg, will hand over responsibility for technical and commercial property management of the 117 German properties managed by the company to M+W Zander D.I.B. Facility Management GmbH with effect from January 1, 2008. The Stuttgart company came through a multistage tender process to be selected as the service provider. The total volume of rented floorspace to be managed by M+W Zander amounts to some 1.45 million square meters.

Commissioning an external property management service provider will enable Union Investment Real Estate AG to focus on its core competence of asset management in domestic business. The real estate investment manager is now operating in 20 countries and core business areas include acquisition and sales, project development, letting, and controlling of external service providers in the area of property management. "Adapting our business model is in line with the change in requirements of the capital and property market to encompass active value management," comments Dr. Reinhard Kutscher, Chairman of the Management Board of Union Investment Real Estate AG.

"M+W Zander D.I.B. Facility Management has a European structure with a long track record of experience in providing full-service support for large commercial property portfolios. M+W Zander is

particularly strong in the area of property management and technical building services. It brings a service depth to the partnership which will ensure a high level of customer satisfaction in the Union Investment properties,” says Dr. Wolfgang Häfele, Managing Director of M+W Zander D.I.B. Facility Management GmbH and the parent company MWZ Beteiligungs GmbH. The property services of M+W Zander D.I.B. Facility Management GmbH deliver services to more than ten million square meters of floorspace for customers throughout Europe, making the company one of the leading European service providers for integrated facility management.

“The specialization of M+W Zander in property management and the joint philosophy of high quality standards for operational property management were the deciding factors in favor of the new partner,” adds Ingo Hartlief, Board Member of Union Investment Real Estate AG. Partner M+W Zander will take over the employees from the regionally organized property management units of Union Investment Real Estate AG and this will ensure continuity in the provision of services to tenants.

The responsible Asset Management unit of the company will manage the external partner. “This cooperation model has a good track record with foreign investments and shopping centers owned by Union Investment and we are therefore also expecting the workshare to generate positive effects for tenant satisfaction in Germany,” according to Ingo Hartlief.

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