Exceptional properties – always in prime locations. Across Europe.

In good hands at Union Investment.
“We have been managing real estate in Europe ex-Germany for over 20 years, and are now responsible for more than 86 properties in 12 countries. But we are more than just a major landlord with long experience. Our teams are in close contact with the markets and have trusted relationships with our tenants. At the same time, our experts apply high, international standards in their dealings with tenants. We regard ourselves as partners to our real estate customers. Surveys show that this approach is welcomed.”

Cathrin Schwartz
Head of Asset Management Europe, Union Investment
Flexible teams for customised support

Travel is an almost daily necessity for our team of experts who manage our European portfolio, given the large number of locations and equally large number of tenants. It also reflects our commitment to staying in touch with markets and our tenants’ need.

Signing a lease on a commercial property generally means committing for an extended period. Accordingly, everything needs to be just right – from the location, quality and layout of the building to the reliability of the landlord, professional tenant support and a flexible approach to requests for changes. We recognise this and do everything we can to meet the high expectations placed on us and our properties.

We currently manage 86 properties in 12 countries. Our real estate is among the best in class in its markets. But without an understanding of local conditions, market cycles and tenant practices, even the viability of premium properties in prime locations cannot be guaranteed.

The key ingredient is proximity. Accordingly, the Hamburg-based letting experts and asset managers who look after our tenants and buildings make regular visits to the individual countries. In addition to demonstrating our commitment to local markets, we adapt to specific needs and spend extended periods in country if the situation requires it, e.g. to build a tighter network of market contacts.

We also have our own offices in Paris, Brussels and Vienna and are supported by strong, reliable external partners in meeting the needs of our tenants.

Sustainable quality

As a long-term investor, Union Investment is committed to maintaining its properties and also willing to carry out substantial improvements. Investment in the sustainability of our properties is also an integral part of our approach to asset management. Benefits include reduced operating costs, which results in direct savings for our tenants.
In dialogue with our tenants

From a doctor’s practice occupying 500 sqm in the Netherlands to an international audit firm in Warsaw or a logistics company renting warehouse space in Zurich, all our tenants benefit from an international standard of tenant support.

Global standards for tenant support

We want our tenants to feel at home. One important way of ensuring this are binding standards for tenant support. We have rolled out these standards across all countries and properties. We monitor our performance on a regular basis via tenant satisfaction surveys. In addition to taking any criticism or suggestions from tenants on board, the information is fed into a continuous improvement process.

We have also established tenant events across our European portfolio – from opening celebrations to neighbourhood parties. Experience shows that events such as these not only increase customer loyalty, they also encourage our tenants to network with each other.

This carefully calibrated array of tenant support activities delivers measurable results: the occupancy rate bases on rental income of our European properties stands at around 96 per cent.
A selection of properties from our portfolio
Focusing on user requirements

Targeted investment ensures that our buildings remain competitive and provide tenants with a high-quality user experience. Many properties have their own cafés, restaurants or gyms – add-ons which are increasingly important for companies in the “war for talent”. Some prime examples are presented below.

UN-Studio, Amsterdam, Netherlands

- Total space: 24,763 sqm
- Constructed: 2007
- Improvements: The completely redesigned lobby gives the now ten-year-old building a new and contemporary look. The existing café has been visually integrated into the new lobby, which has significantly improved the user experience.
Centre d’affaires Paris-Trocadéro, Paris, France

- Total space: 41,044 sqm
- Constructed: 1913
- Improvements: The remodelled lobby has given the historic building a fresh, modern feel. The new business centre with its auditorium, meeting rooms, kiosk and restaurant is a particular highlight for tenants and their business partners.
De Haagsche Zwaan, Amsterdam, Netherlands

- Total space: 18,554 sqm
- Constructed: 2010
- Improvements: The lobby and reception area was revamped and now has access to the new café, gym and business lounge. The new ground floor features provide existing tenants with an enhanced user experience and standard of service, as well as boosting the attractiveness of the building for new lettings.
Geographic distribution of the European portfolio

European portfolio:
Valuation in EUR m: 7,225.6
Properties: 86

Netherlands
Valuation in EUR m: 748.3
Properties: 9

Belgium
Valuation in EUR m: 196.7
Properties: 10

Great Britain
Valuation in EUR m: 935.3
Properties: 6

Ireland
Valuation in EUR m: 328.0
Properties: 3

Luxembourg
Valuation in EUR m: 424.3
Properties: 7

France
Valuation in EUR m: 2,251.6
Properties: 13

Switzerland
Valuation in EUR m: 318.7
Properties: 3

Finland
Valuation in EUR m: 351.7
Properties: 8

Sweden
Valuation in EUR m: 441.4
Properties: 3

Poland
Valuation in EUR m: 467.2
Properties: 7

Hungary
Valuation in EUR m: 40.9
Properties: 1

Austria
Valuation in EUR m: 721.5
Properties: 16

Objects  Projects
Your contacts – Asset Management Europe
Your contacts – Asset Management France

Tania Bontemps
Head of Asset Management France
Phone: +33 156900694
tania.bontemps@union-investment.fr

Laurence Pezé
Commercial Manager
Phone: +33 156900695
laurence.peze@union-investment.fr

Julie Drouin-Valon
Asset Manager
Phone: +33 156900681
julie.drouin-valon@union-investment.fr

Adrien Berenger
Asset Manager
Phone: +33 156900682
adrien.berenger@union-investment.fr

Marie Laure Koch
Asset Manager
Phone: +33 156900693
marielaure.koch@union-investment.fr

Martina Seitz
Asset Manager
Phone: +33 156900699
martina.seitz@union-investment.fr

All information current at 30 June 2017.