



berlinovo
IMMOBILIEN



TOGETHER
WE BUILD
THE FUTURE.
HERE AND NOW.

www.berlinovo.de

Key Indicators

Company	
Total Assets	853,684,000 €
Gross Performance	163,376,000 €
Equity	183,633,000 €
Annual Surplus	17,910,000 €
Employees	ca. 350
Portfolio	
Properties	571
Rental Units	41,474
Commercial Units	2,879
Residential Units	38,594
Rental Space	4,612,000 m ²
Commercial Space	2,330,000 m ²
Residential Space	2,278,000 m ²
Rental Volume	401,355,000 €



Chislain & Marie David de Lossy/Gettyimages

One Firm. Many Facets.

The Berlinovo Immobilien Gesellschaft mbH (berlinovo) is a large real estate service provider owned by and based in the federal state of Berlin. Founded as BIH in 2006, **berlinovo** manages in his own name the portfolio of 24 real estate funds comprising 571 properties, of which about 95% are currently owned by the federal state of Berlin.

berlinovo manages both own stocks as well as externally owned stocks of funds, investors, and homeowners associations, offering the whole range of real estate asset and property management of residential and commercial properties of all sizes and categories. Our team is managing about 42,000 rental units throughout Germany, comprising a rental space of 4.7 Million m² and a rental volume of around 410 Million € on our behalf as well as on the behalf of third parties. As experienced funds manager, **berlinovo** also offers fund management of closed-end real estate funds, including in-house underwriter support, accounting, and controlling.

What we offer.

berlinovo stands for versatility and innovative capability, as well as for entrepreneurial vision and responsibility.

In 2012, the complex group structure has been simplified in a sensible way, the corporate capacity has been augmented, and tasks have been rearranged in a clear manner. Simultaneously, the full risk shield provided by the federal state for the former BIH has been dropped.

berlinovo is an advanced and success-oriented real estate company owned by the federal state Berlin, focusing on the management of assets, properties, and funds as its core competencies.

It's all in the name: **berlinovo** is innovative, reliable, strongly positioned, and future-proof.

Our clients – tenants and business partners alike – can count on a reliable partner and on an experienced, flexible, and performance-oriented team actively looking for creative solutions for anything concerning real estate.

In essence, our values and standards can be described as such:

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berlinovo Overall Portfolio 2011

Segment Property Type	Number of Properties	Units	Rental Space [Tm ²]	Estimated Rent		Percentage of Total Estimated Rental Income
				[T€]	[€/m ² /Month]	
Office & commercial property	9	237	59	8,537	12.01	2,1%
Office property	15	28	119	21,440	15.07	5,3%
Office	24	265	178	29,977	14.05	7,5%
DIY and garden store	22	47	199	18,874	7.89	4,7%
Shopping centre	14	645	250	24,048	8.02	6,0%
Retail warehouse	16	37	83	5,394	5.39	1,3%
Retail park	29	227	291	27,084	7.76	6,7%
Local commercial centre	32	240	84	7,879	7.78	2,0%
Self-service warehouse	10	58	84	11,025	10.95	2,7%
Supermarket/ discounter	141	273	154	14,610	7.93	3,6%
Superstore	10	15	22	1,698	6.51	0,4%
Commercial	274	1,542	1,167	110,612	7.90	27,6%
Medical Centre	3	49	13	1,238	7.81	0,3%
Motorway service area / petrol station	14	34	26	3,711	11.93	0,9%
Assisted living	2	166	15	1,181	6.36	0,3%
Hotel	22	160	155	20,962	11.27	5,2%
Cinema/leisure complex	12	136	137	19,387	11.82	4,8%
Hospital	2	2	32	8,542	22.24	2,1%
Senior citizen's complex	14	403	117	16,056	11.44	4,0%
Logistics/ warehouse property	26	74	367	15,420	3.50	3,8%
Production building	1	3	11	342	2.65	0,1%
Restaurant/ fast food	9	12	5	1,358	23.95	0,3%
Nursing home	19	33	107	16,981	13.17	4,2%
Special	124	1,072	985	105,178	8.90	26,2%
Housing estate	104	29,129	1,809	104,507	4.81	26,0%
Residential and commercial property	12	2,184	176	10,837	5.13	2,7%
Residential	116	31,313	1,985	115,343	4.84	28,7%
Apartment block	32	7,281	293	40,244	11.46	10,0%
Apartment	32	7,281	293	40,244	11.46	10,0%
Vacant plot	1	1	5	00,00	0.0%	
Other	1	1	5	00,00	0.0%	
Overall results 24 funds	571	41,474	4,612	401,355	7.25	100,0%

We Stand for Continuity.

On its ambitious course in becoming a leading real estate company based in Berlin, **berlinovo** continues to build on its trusted team of motivated and competent employees. The pillar of every success is to believe in your employee's skills, their readiness for responsibility, and their focus on future markets – **berlinovo** shares this approach. Personnel continuity is not only vital for operative business but also for **berlinovo**'s strategic development

**Berlinovo Immobilien Gesellschaft mbH,
Management Board:**

Kira Baitalskaia
Roland J. Stauber

Chairman of the Supervisory Board:

Dr. Ulrich Nußbaum, Senator for Finance, Berlin

Business Unit Managers:

Property Management: Andreas Förster
Funds Management: Alf Aleithe
Finance / Account: Michael Piontek
Legal Matters and Shareholdings: Richard Dorka

ARWOBAU GmbH, Managing Director:

Roland J. Stauber



Residential Complex Berlin-Spandau

Our Service Portfolio.

The portfolio of properties consists of 322 sites all over Germany with the key areas Berlin, Lower Saxony, and North Rhine-Westphalia, as well as of 9 sites abroad in the US, the UK, and Sweden.

The portfolio comprises diverse properties for almost any potential use, thus providing the opportunity for any and every business: commercial units for retail, office, or other usages are on offer, besides an array of rented housing estates. Our affiliate Arwobau, renowned as the Berlin specialist for short-term lets and furnished flats for over 50 years, manages 7,100 units in 31 Berlin apartment blocks.

Asset Management

berlinovo specialises in enhancing performance strategically. Our asset managers develop and realize tailored portfolio and investment strategies, detect potentials to increase value, and also develop necessary exit strategies. We deliver transparent and tailored SAP reporting depending on your requirements – always up to date and accessible round the clock.

Property Management

The berlinovo property managers offer a wide range of tailored solutions in order to maintain and increase the values entrusted to us. Our property teams treat every property as an independent profit centre to provide sustainable maximization of

return. Our experts have extensive experience in structural engineering, so they are perfectly capable of analysing any management matter as well as of developing the ideal marketing strategy for each property. Our controlling team determines saving potentials regarding energy supply, waste disposal, insurances, maintenance etc. As we have large records of property data, we can easily compare those and use them as a basis for reducing operating costs effectively. We further reduce and optimize operating costs for our clients by working with proven and cost-oriented standards and batch contract award processes for all third-party services.

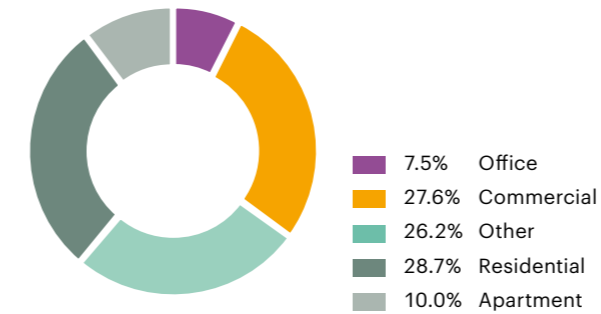
Funds Management

We have experience managing 32 closed-end property funds with 96 property development companies. Amongst them are the 24 funds that are almost fully owned by the federal state Berlin. Berlin is now intending to acquire those completely. Our experienced experts offer the full range of services of funds accounting – comprising annual financial statements and the presentations of results for tax reasons of the national and international funds, as well as funds controlling of planned development. Our underwriter support team offers advice in all matters related to investment funds and helps to prepare all required shareholders' resolutions, shareholder meetings and board meetings.



Hybrid Images/Getty Images

Portfolio by Segments



National Portfolio by Federal State 2011

Estimated rent		
Berlin	122.5	30.5%
Lower Saxony	49.7	12.4%
North Rhine-Westphalia	40.2	10.0%
Bavaria	32.1	8.0%
Brandenburg	24.3	6.1%
Baden-Wuerttemberg	21.0	5.2%
Saxony	20.4	5.1%
Schleswig-Holstein	14.0	3.5%
Rhineland-Palatinate	13.5	3.4%
Hesse	12.4	3.1%
Mecklenburg-Western Pomerania	9.1	2.3%
Thuringia	8.5	2.1%
Hamburg	7.5	1.9%
Saxony-Anhalt	6.5	1.6%
Bremen	5.8	1.4%
Saarland	0.8	0.2%
Estimated Rent Germany	388.4	96.8%

International Portfolio 2011

USA	5.3	1.3%
UK	6.4	1.6%
Sweden	1.2	0.3%
Estimated Rent International	12.9	3.2%
Estimated Rent Total	401.4	100%

berlinovo is represented all over Germany with a variety of different properties.

All properties are managed professionally and profitably. The largest stocks are located in Berlin. As state-owned company, we strongly stick up for our Berlin tenants.



Other: e. g. hospital in Beelitz



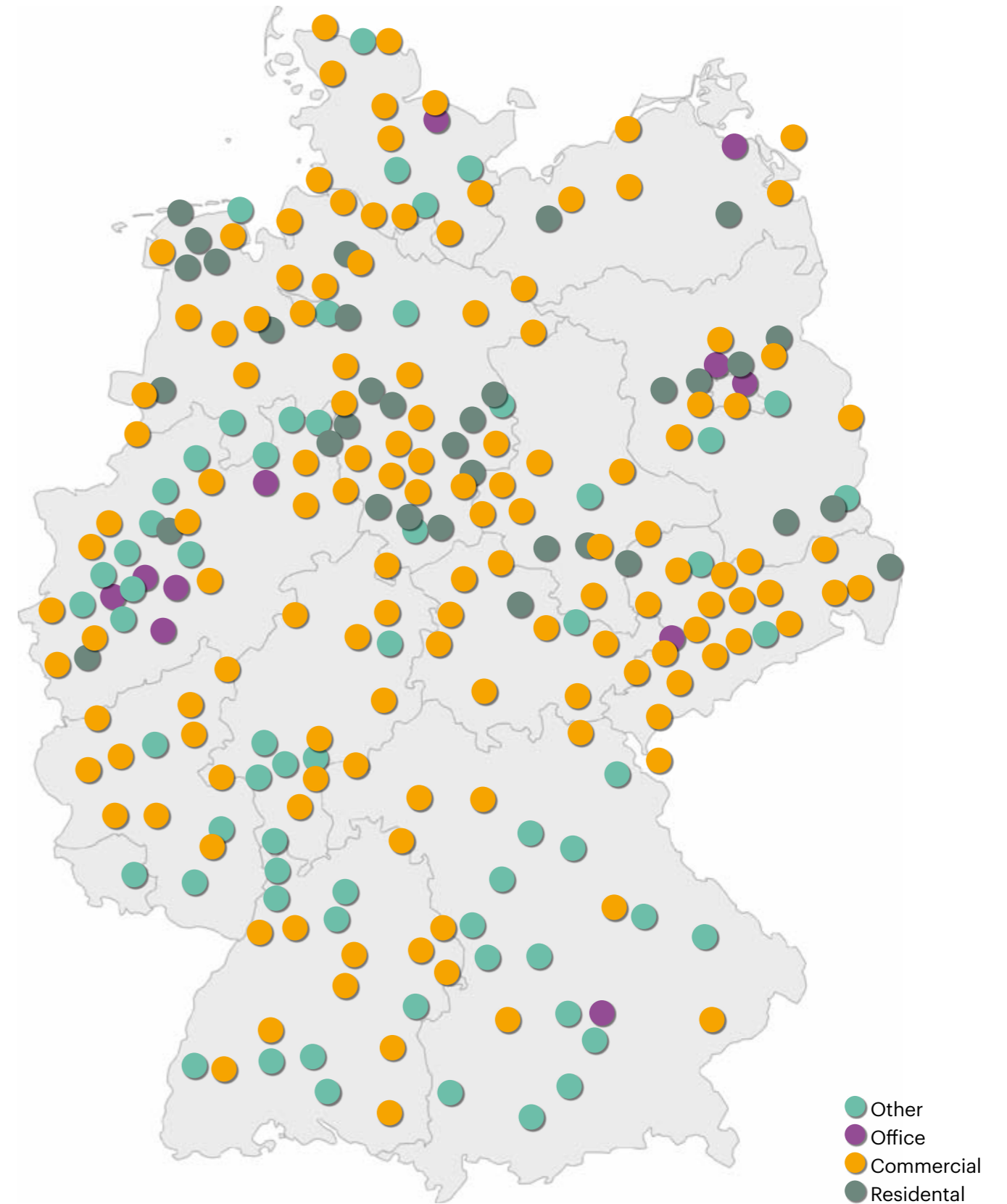
Residential: e. g. residential complex Landsberger Tor in Berlin



Office: e. g. office property in Munich-Dornach



Commercial: e. g. DIY and garden store in Bielefeld



- Other
- Office
- Commercial
- Residential



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