

Hamburg, 30 July 2019

## INTREAL GROWS TO MORE THAN EUR 27 BILLION

- ◆ EUR 2.8 billion increase in assets under administration in first half of 2019
- ◆ 141 administered funds with a total of 1,214 properties under administration
- ◆ Assets under administration expected to increase to EUR 30 billion by end of year
- ◆ Office location in Frankfurt am Main opening in August 2019
- ◆ Staff headcount increases to 260

In the first half of 2019, IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH (INTREAL) continued on the growth path of the previous years. Germany's leading third-party real estate AIFM thus increased its assets under administration (AuA) to EUR 27.2 billion as at the end of the second quarter of 2019. This corresponds to growth of around 11.5% compared to the figure for the year 2018 (EUR 24.4 billion). Compared to the same date in the previous year, INTREAL even managed to increase its assets under administration by a third (AuA on 30 June 2018: EUR 20.4 billion), thus matching the strong business performance of the past years. The number of funds administered by INTREAL and of properties contained in these funds also developed positively. In the first half of 2019, the number of funds rose to 141. The number of properties under administration surpassed the 1,200 mark at the end of June 2019, increasing by 88 to the current total of 1,214 properties.

Michael Schneider, Managing Director of INTREAL, comments on the current figures: "Together with our fund partners, we remain on a stable growth path and are pleased to be able to present very good half-year results again. Despite – or perhaps because of – the wide range of political and economic uncertainties, property-based forms of investment remain highly popular with both institutional and private investors. I expect the dynamic business growth to continue in the second half of 2019, with assets under administration reaching EUR 30 billion."

### **New INTREAL location in Germany's financial capital**

The Hamburg-based specialist in property fund administration is also preparing for the official opening of an office location in the banking centre Frankfurt in August 2019. The first six INTREAL fund specialists are already working from there. In future, local customers will have access to up to 30 INTREAL employees right on their doorstep.

"To continue our success story and meet our high quality standards, we firstly need skilled and motivated employees. Secondly, we also need and want to be present in places where an important part of our customers are based. Frankfurt is Germany's most important financial centre and it will gain even more significance as a result of Brexit," explains Managing Director Michael Schneider with regard to the opening of the new INTREAL location in the Hessian metropolis. This offers an advantage that should not be underestimated, he says: Even in the era of digitalisation, proximity and direct access to customers is still one of the most important foundations for a good business relationship. The Frankfurt location is not the last

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step in INTREAL's geographical expansion. Preparations are currently underway for another location to be opened before the end of 2019.

## **Growth in Partner Funds and AIF Administration Services**

INTREAL's most important business unit is the Partner Funds division. In this segment, the administration specialist acts as a capital management company and fully licensed alternative investment manager (AIFM) and offers national and international asset managers a platform for launching and administering regulated property investment funds. In the first half of the year, growth of EUR 1.5 billion to EUR 17.0 billion was generated in this division. A total of 36 national and international fund partners currently work with INTREAL.

In its second major business unit, AIF Administration Services, INTREAL takes on all back-office activities for other capital management companies. In the first half of the year, INTREAL posted an increase of EUR 1.2 billion in this division compared to the figure for the year 2018, resulting in a total volume of EUR 10.1 billion as at the end of June 2019. "A growing number of AIFMs are using our services, as there has been a huge increase in the bureaucratic and technical requirements in recent years as a result of growing regulation. While we deal with organisational matters in the background, our customers are free to focus on their core business," explains Schneider.

In the first half of the year, both business units added and prepared additional new fund products with existing customers and new funds through new fund partners. These funds, which also include new open-ended property funds for private investors, will be implemented in the next few months.

## **Skilled employees and specialised IT solution as the key to successful growth**

To manage its steady growth professionally and provide optimal support to its customers, INTREAL has expanded its workforce at the company's future three locations to a total of 260 employees and has hired another 23 employees since the beginning of the year.

INTREAL is also working at full steam on the topic of digitalising property fund management. In the first half of the year, it founded the company easol GmbH in a joint venture with control.IT. The new company offers an all-in-one IT solution, "easol solution", for investments in real estate and other real assets. The components of easol solution have been configured for the requirements of fund providers and real asset managers, are fully integrated and have already been tested thoroughly in practice. Assets with a volume of over EUR 30 billion are currently managed using the IT of easol solution. Among these assets are properties belonging to the HIH Group, including INTREAL.

Andreas Ertle, Managing Director of INTREAL, comments: "With easol suite, we offer a standardised IT solution that makes it easier to manage real assets. The talks that we are currently holding with potential customers show that we have struck a chord here. Many property managers are facing the challenges of digitalisation and looking for a tried-and-tested solution."

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## **About INTREAL**

As a third-party AIFM, INTREAL focuses exclusively on launching and administering regulated property funds for third parties in accordance with the German Investment Code (KAGB). Companies can use the platform to take advantage of all the capabilities of a property AIFM without having to found one themselves. For example, both open-ended and closed-ended property funds can be launched and AIFMs' back office activities can be outsourced to INTREAL. With 260 employees, the INTREAL Group has many years of property expertise and detailed, highly professional knowledge of fund administration.

INTREAL administers 141 funds via a wide range of external fund partners, with a total investment volume of around EUR 27.2 billion (all figures as at 30 June 2019).

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