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INTREAL LAUNCHES 14 NEW FUNDS IN FIRST QUARTER OF 2020

- ◆ AuA grow by €2.2 billion to €33.3 billion in total
- ◆ Number of funds under administration rises to 175
- ◆ Number of properties under administration increases by 72 from 1,331 to 1,403
- ◆ 20 new employees supporting fund business
- ◆ INTREAL expects stagnating business in second quarter
- ◆ INTREAL sees property asset class as potential winner with investors

IntReal International Real Estate Kapitalverwaltungsgesellschaft mbH (INTREAL) can report a successful start to 2020. The third-party AIFM launched a total of 14 new funds in the first quarter of 2020 and now administers 175 funds. With 72 new properties added, the number of properties under administration rose from 1,331 (Q4 2019) to 1,403. The total volume of assets under administration (AuA) grew by €2.2 billion from €31.1 billion to a total of €33.3 billion. INTREAL hired 20 new employees in Q1, bringing its total number of employees to 310.

Michael Schneider, Managing Director of INTREAL, says: “INTREAL posted a strong first quarter – despite the foreseeable and perceptible effects of the coronavirus crisis in March. Due to the pandemic, we generally anticipate stagnating figures in the second quarter, but we also see a possibility that the property asset class could maintain or even increase its importance in the investment world of both private and institutional investors in the crisis and afterwards. We are currently benefiting from the systematic expansion of our IT infrastructure, which allows us to remain fully operational even in times of social distancing and to position ourselves optimally with our fund partners now and in the future.”

Partner Funds segment grows by €1.5 billion, AIF Administration Services by €0.5 billion

The company’s growth breaks down as follows: The Partner Funds segment for national and international asset managers grew by more than €1.5 billion to €20.1 billion in the first quarter of 2020. As such, INTREAL achieved half of the growth generated in 2019 as a whole as at 31 March 2020 already. Accounting for approximately 60% of total AuA, Partner Funds is still the most important of the administration specialist’s segments.

AIF Administration Services also saw strong demand in the first quarter. In this segment, INTREAL takes on all back-office activities for other alternative investment fund managers (AIFMs), enabling them to increase their efficiency in an environment of rising regulatory costs. “The current crisis has shown that outsourcing activities to a large and efficient third-party AIFM makes an important contribution to the stability of a

CONTACTRueckerconsult: Daniel Sohler, T +49 30 28 44 987 49, M sohler@rueckerconsult.de

company's own business," says Michael Schneider. This segment grew by €0.5 billion to €13.2 billion in the first quarter.

Staff headcount increases to 310

The growth generated in the first few months of 2020 was accompanied by the recruitment of 20 new fund specialists. In total, the INTREAL had 310 employees as at 31 March 2020. As well as expanding its IT, the third-party AIFM also established the new Treasury department as a long-term response to the company's general growth and the additional requirements arising from the strong growth of the open-ended mutual property funds administered by INTREAL.

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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 310 employees, the INTREAL Group has many years of property expertise and detailed, highly professional knowledge of fund administration.

INTREAL administers 175 funds via a wide range of external fund partners, with a total investment volume of around EUR 33.3 billion (all figures as at the end of the first Quarter of 2020).

CONTACT

Rueckerconsult: Daniel Sohler, T +49 30 28 44 987 49, M sohler@rueckerconsult.de