

Hamburg, 4 March 2024

## **INTREAL Solutions Acquired 19 New Mandates in 2023 and Expanded its IT Consultancy to Include Additional Sectors**

- ◆ Sole focus on the IT consulting spectrum since the start of this year
- ◆ Risk management and ESG consulting consolidated within INTREAL
- ◆ IT consulting being expanded to include, in addition to the real estate industry, the healthcare and insurance sectors
- ◆ Several renowned operators of hospitals and healthcare facilities already collaborating with INTREAL Solutions and WMC Healthcare, a management consultancy specialised in healthcare and life sciences

INTREAL Solutions, an IT service provider and subsidiary of third-party AIF manager INTREAL, managed to acquire a total of 19 new accounts in 2023. During the second half of 2023, it signed ten new mandates, six of which were for IT consulting and services. Three new accounts were acquired by the Financial Services division, including Provinzial Asset Management with several real estate companies. Accordingly, INTREAL managed the accounts of more than 40 clients last year.

Since the beginning of this year, INTREAL Solutions has focused exclusively on its IT consulting business, covering the subjects of IT security, IT strategy, process digitisation, software applications including ERP platforms, financial services and the full range of IT infrastructure deliverables. In addition to the real estate sector, the company has intensified its focus on the healthcare sector and insurance companies as customer target group for 2024. The business of expert consulting in the areas of risk management, ESG and related processes will be continued by another member company of the INTREAL Group.

Marko Broschinski, the Head of Sales at INTREAL Solutions, commented: “Our business line of IT consulting and IT services grew so quickly last year that INTREAL Solutions made an in-house decision to limit our activities to this sector in the future. This will enable us to keep upholding our high consulting standard despite the enormous demand.”

Christian Schmidt, Managing Director of INTREAL Solutions, added: “In the ongoing year, we intend to keep expanding our mandates in the healthcare sector. Being a crucial infrastructure component, it has moved increasingly into the focus of cyber criminals, which in turn has triggered a proportionate demand for consultancy in the areas of IT security and implementation. The same is true for insurance companies – another field where we seek to expand our clientèle.”

In the healthcare segment, several renowned operators of hospitals and healthcare facilities are already collaborating with INTREAL Solutions and with WMC Healthcare, a management consultancy specialising in the fields of healthcare and life sciences.

New clients in the real estate segment represent fund partners of INTREAL while others include third-party clients, such as major institutional investors, asset managers and property managers, real estate lenders and companies with proprietary real estate holdings.

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**About INTREAL Solutions**

INTREAL Solutions was formed in 2014. The company is the full-service IT arm of INTREAL, a third-party AIF manager. INTREAL's entire assets under administration (AuA), which add up to 65.6 billion euros, and the central IT platform of the HIH Group are digitally mapped by the IT systems of INTREAL Solutions.

INTREAL Solutions has offered holistic best practice consulting services in the real assets segment since 2022. In 2024, the company started to expand its consultancy to include the healthcare and insurance sectors. This gives even non-customers the opportunity to benefit through INTREAL Solutions from the proven IT know-how of INTREAL outside its regular third-party AIFM service packages.

INTREAL Solutions employs more than 70 staff who can fall back on the INTREAL Group's team of 520 high-skilled professionals whenever necessary.

All figures as of year-end 2023