



We open up  
investment potential

INTRODUCING THE INTREAL GROUP



INTREAL

# Independent, specialised, innovative

## The INTREAL Group at a glance

### INTREAL IS GERMANY'S LEADING SERVICE KVG IN THE REAL ESTATE FUND SECTOR

Formed in 2009, INTREAL quickly evolved into Germany's leading independent "Service KVG" (third-party management company) in the real estate fund sector. Together with our subsidiaries INTREAL Luxembourg, INTREAL Solutions and REAX Advisory, we bring together specialists and key market participants on our service platform and create efficient, innovative and sustainable investment opportunities.

All the possibilities of third-party management company can be applied by using our platform – impartially, quickly and efficiently, and without conflicts of interests. INTREAL ensures full compliance with all legal and regulatory requirements for the operation and administration of a management company (AIFM) and its funds. Furthermore, established and newly licensed fund managers may outsource their back office tasks to us.

Since we are a fully licensed investment company, you may launch all relevant AIFMD-compliant real estate investment vehicles under German law through us or Luxembourg vehicles through INTREAL Luxembourg. In addition, INTREAL Luxembourg is licensed to launch and administrate infrastructure funds as well as (real estate and infrastructure) private debt funds.

With more than 500 employees working in our three offices in Hamburg, Frankfurt and Luxembourg, we offer you a full-service package that cover state-of-the-art reporting solutions for all relevant investor groups, risk management, investment management, investment law, support in tax-related matters and sustainability management.

Our services are optimally supplemented by the resale of software products, IT and best-practice consulting via INTREAL Solutions as well as independent management and real estate consulting via REAX Advisory.

## Comprehensive services for individual solutions



# A partnership of specialists

## Our service areas

### PARTNER FUNDS



#### Successful, well-established, in demand

To set up our partner funds, we collaborate with third-party asset managers, fund initiators, property developers and AIFM companies that are not fully licensed in their own right. In the process, INTREAL provides all services involved in launching and administrating the funds. Our fund partners contribute their competence in regard to buying and selling as well as in regard to the day-to-day management – without having to apply to BaFin / CSSF for a license.

INTREAL currently administrates 160 partner funds across asset classes, with 36.6 billion euros Assets under Administration.

### AIFM & CENTRAL ADMIN



#### Your gateway to Europe

**INTREAL Luxembourg** is licensed by the CSSF as independent AIFM (Alternative Investment Fund Manager) and central administrator with focus on real estate and infrastructure funds as well as private debt and fund of funds for these asset classes.

This means that you can launch and manage all relevant Luxembourg investment solutions with us directly and in a resource-saving manner, similar to our German services. Luxembourg vehicles are flexible, can be structured in a tax-transparent way and are suitable for almost all international investors.

### KVG SERVICES



#### Your strong back office partner

We let established and newly licensed fund managers fully concentrate on their competencies in fund management and fundraising by giving them the option to outsource their back office partly or entirely (full service) to us.

At present, INTREAL has c. 32,1 billion euros in real estate Assets under Administration in a wide variety of funds that it manages for 21 different companies while also managing an IT service mandate worth 12 billion euros.

### IT SERVICES & CONSULTING



#### Take advantage of our experience

INTREAL is expanding its range of deliverables while reorganising the comprehensive advisory services it provides through its subsidiaries.

While **INTREAL Solutions** provides IT consulting and IT services, **REAX Advisory** offers independent management and real estate consulting and helps to shape processes and structures more efficiently, to cut costs, selecting service providers, to manage risks or to develop and implement ESG strategies.

### OUR SERVICE PORTFOLIO

Employing over 500 staff members, INTREAL and its subsidiaries offer long-term real estate know-how along with detailed and highly professional fund administration expertise.

Our spectrum of services includes all investment law-related tasks and requirements for the operation and management of a KVG/an AIFM and of the funds it launches. Our core activities include, inter alia, portfolio supervision, fund accounting, fund controlling and reporting, risk management, compliance, corporate management, investment law, taxes and sustainability management as well as the collaboration with financial supervisory authorities in Germany (BaFin) and Luxembourg (CSSF), depositaries, appraisers, chartered accountants and tax consultants. Our clients have the benefit of a key account manager for the in-house coordination of the various services, top-down account management and the agreed reporting services.

# Key advantages at a glance

- ✓ **High-level consulting competence, excellent resources & track record**
  - ◆ Long-term experience in the real asset fund business and in the implementation of regulatory requirements combined with proven track records and prestigious client references
  - ◆ More than 500 highly skilled employees work at our offices in Hamburg, Frankfurt and Luxembourg, running established processes and systems within a state of the art IT infrastructure
- ✓ **High reporting standards**

State-of-the-art reporting solutions for all investor and manager groups, and continuous development of further benefits through progressive digitalisation in the best interest of investors
- ✓ **International service spectrum for regulated real estate funds**

As a fully licensed AIFM company, we are authorised to launch any relevant type of real estate or infrastructure investment product in Germany and Luxembourg
- ✓ **Key account management**
  - ◆ One dedicated key account manager throughout the entire fund lifecycle
  - ◆ Efficient communication thanks to flat organisational structures
- ✓ **Independent service platform**
  - ◆ Since INTREAL initiates investment funds exclusively with third-party managers, there are no conflicts of interest
  - ◆ Our partners have access to an extensive network of external service providers (incl. appraisers and banks)
- ✓ **Scope rating**

The Scope rating agency has awarded us an AA (SMR) rating for the fifth time in a row, confirming our excellent quality and expertise in the launch and administration of real estate funds for third parties.

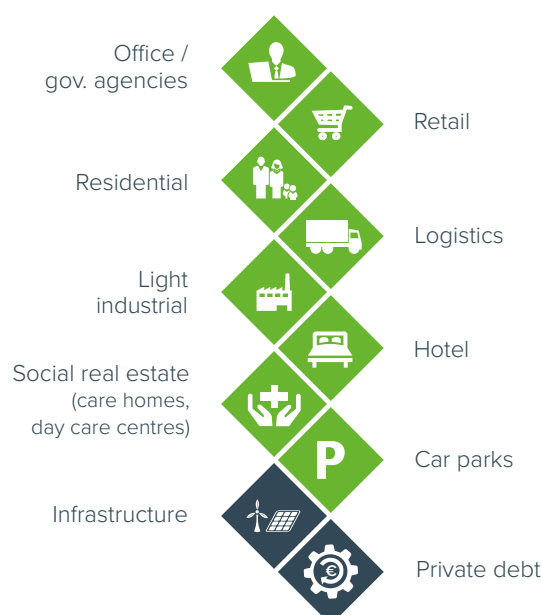


# Strong in all asset classes

Regardless of whether standard or niche real estate classes are at issue – our German and internationally operating partners successfully cover a wide range of segments. Their competencies include buying and selling as well as day-to-day management. Our INTREAL administration specialists are perfectly familiar with the various characteristics and requirements of real estate markets, and administrate their assets exactly as needed.

## EXPANDING INTO OTHER REAL ASSETS

Specialising in the administration of real estate funds, INTREAL also makes its long-term expertise available to providers of infrastructure funds now, offering client-friendly and high-end solutions both in Germany and Luxembourg. In addition, INTREAL Luxembourg is licensed to launch and administrate real estate and infrastructure private debt funds.



# Successfully established in the market

## INTREAL FACTS & FIGURES

**1st** real estate Service KVG

**3** locations: Hamburg (head office), Frankfurt, Luxembourg

**8** real estate classes

**19** European countries

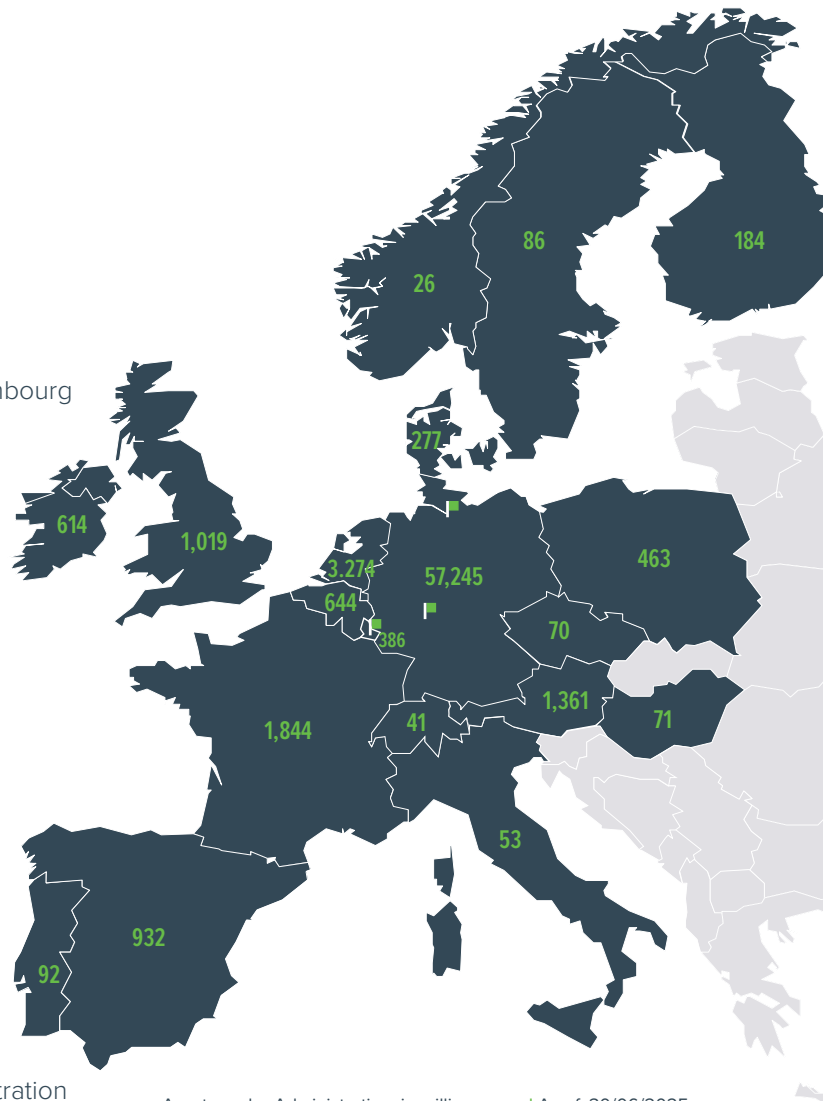
**76** fund partners

**330** funds

**545** employees

**2,807** properties

**68.7 bn.** euros in Assets under Administration



## International real estate fund expertise

Depending on the investor target group, domiciliation, investment strategy, asset class as well as on the tax and legal parameters, the INTREAL specialists already accompany their clients in the selection of the optimal investment structure or vehicle.

In Germany, our status as fully licensed real estate management company (KVG) enables us to initiate and administer, together with you, any real estate investment structure authorised by the AIFM Directive. This includes both open-end and closed-end public funds and institutional funds (special AIF) as well as investment limited partnerships. In addition, you may turn the back office services of infrastructure funds over to us.

INTREAL Luxembourg is licensed by the Luxembourg Financial Supervisory Authority (CSSF) as independent AIFM (Alternative Investment Fund Manager) and central administrator with focus on real estate and infrastructure funds as well as private debt funds and fund of funds for these asset classes. This allows us to launch and manage all investment solutions relevant for Luxembourg, such as SIF, RAIF and ELTIF.

# Your contacts

Should you require further information about our services, please do not hesitate to contact us. As an independent and impartial platform, we are always looking to establish mutually beneficial relationships with companies and service providers related to our business.



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