

Time to
believe. Time
to invest.

Real Estate
Competence Center
We Make Your Property
More Successful

ERSTE 
Group Immorent

Erste Group Immorent Real Estate Asset Management

We call ourselves Real Estate Competence Center – Many simply call us smart

Real estate is our life. This is why we strive day-to-day for our customers' success with commitment and enthusiasm, long-standing experience and the necessary know-how. Maybe soon we'll do this for you, too.

We support companies, project developers, real estate investors, communities, institutions, and the public sector. We help with the management, planning, financing, development and sale or rent of properties and infrastructural projects and are ready to stand by if there is a problem to be solved.

You can choose from our range of services, whether it is the full package or just one segment of it. We offer all services along the service value chain, innovative ideas and more than 45 years of experience.

We can also make a success of your property. All it takes is a phone call.

How can we ensure your property will succeed? By doing what we know best



Project Management
Supporting you in the planning of your real estate project – from the first idea to its realization



Financing
Lending – all from one source and with the financing security of Erste Group



Projekt Development/Investment Products/ Joint Ventures
Supporting the implementation of building projects – quality and cost control included



Transaction Management
Supporting the sale or rent of your property – from the first market analysis to the conclusion of the agreement



Asset Management
Managing your properties – helping with all organizational, economic and legal issues



Troubleshooting
We solve your problems – or rather ensure that they don't even come up

10,000 Successful Projects

- Types of properties**
- Office and commercial buildings
 - Business parks and logistics centers
 - Industrial plants
 - Shopping centers and other retail areas
 - Hotels and tourism facilities
 - Multi-family homes

- Infrastructure**
- Transportation infrastructure
 - Energy and environment
 - Social infrastructure
 - Project financing

We work for your property – long before ground-breaking

For the successful start of your real estate project we go deeper

Project Management

A successful real estate project needs a strong foundation. This is why the basis of our success is a comprehensive planning from beginning to end. It is important to define all wishes and targets at an early stage, answer each question and take all aspects into account, no matter whether they are of a legal, tax, economic or technical nature. Any question addressed before the project launch helps to avoid later modifications, saving you time and money.

Our services for your success:

- Advising the owners, developing concepts
- Elaborating and defining goals
- Defining requirements and conducting preliminary meetings with prospective clients
- Preliminary meetings with public authorities
- Developing and comparing financing solutions (leasing, loans)
- Contracting out project studies (regarding development, traffic, noise, sound, etc.)
- Developing models for financial participation
- Networking and controlling the work of architects, tax advisors, lawyers
- Providing know-how and establishing networks
- Supporting and controlling the project calculation
- Supporting the decision-making process up to the project realization

Project Development/ Joint Venture

We know how to ensure quality, what makes a project successful, and we know the stumbling blocks along the way, no matter how big the project. We ensure that quality standards, time schedules and budgets are met. At the same time, we are the point of contact and competence for all specialists involved in a project. We answer all questions big and small so that you can fully focus on your business.

Our services for your success:

- Preparing a flow chart
- Drawing up a building schedule
- Planning, handling and concluding the financing
- Founding of companies
- Organizing tenders
- Contracting planners – for submission documents, detailed planning and working drawings
- Recommending professionals and/or general contractors and supporting the selection process
- Contracting project partners for the execution of the individual trades
- Supervising processes on behalf of the client
- Supervising the progress and reporting to the client
- Checking and approving invoices
- Claiming deficiencies
- Handling the dunning process
- Supporting and overseeing the acceptance process, notifications of completion and inspection reports



Sirius

Location: Belgrade, Serbia

Erste Group Immorent services: Project development, project management

Property type: Office building

Immopark Žilina

Location: Žilina, Slovakia

Erste Group Immorent services: Project development

Property type: Logistic and industrial buildings



Wallgasse

Location: Vienna, Austria

Erste Group Immorent services: Project development

Property type: Residential



Futurama Business Park

Location: Prague, Czech Republic

Erste Group Immorent services: Project development

Property type: Office building



Kaufland

Location: Jastrobasko, Croatia

Erste Group Immorent services: Project development, project management

Property type: Logistics centre

We invest our know-how into your project to get the most out of it

We turn good properties into good profits

Transaction Management

If you want to optimize your profit with a property it is important to know the market, recognize the trends and understand the legal conditions. With our know-how we help you on your way, directly from the completion of the building to its successful sale or lease. We support you in all issues - from the first analysis of a property until its hand-over to the buyer or tenant.

Our services for your success:

- Coordinate and support the sale or rental of a building
- Preparing market analyses
- Defining market prices and terms
- Choosing and contracting a broker
- Accompanying sales processes
- Organizing a due diligence, supporting and supervising this process
- Supporting and supervising the drawing up of the respective contracts
- Coordinating the communication between the lawyer and the tax advisor
- Reviewing and adjusting the agreement
- Handing over the property to a buyer or tenant



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Asset Management

Ongoing and competent management is necessary to ensure that your property maintains its value and remains successful over its entire economic life. In this process, legal requirements must be complied with and the lessor's and lessee's expectations need to be reconciled – all this while keeping an eye on the yield. In this process we also take details into account so that you can devote your time entirely to your business.

Our services for your success:

- Representing owners at authorities, banks and government offices
- Selecting, contracting and controlling the property management company
- Selecting and contracting the facility management company
- Drawing up contracts for the property and facility management
- Supervising the property and facility management companies continuously
- Preparing and concluding lease and other user agreements; handling deposits
- Optimizing operating/running costs
- Checking invoices
- Contracting and documenting the maintenance of technical systems annually, coordinating it with the authorities; maintaining a building log
- Contracting and controlling conversion and modernization work
- Planning and drawing up the budgets
- Effecting budget approvals
- Taking over the dunning process
- Handling the insurance contract
- Supporting the valuation process

Enterprise Office Center

Location: Prague, Czech Republic

Erste Group Immorent services: Project development

Property type: Office building



Mariahilfer Straße

Location: Vienna, Austria

Erste Group Immorent services: Project management, asset management

Property type: Office building



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Erste Campus

Location: Vienna, Austria

Erste Group Immorent services: Project management, project development

Property type: Office building



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SILO

Location: Vienna, Austria

Erste Group Immorent services: Joint venture, project development, project management, asset management

Property type: Office building

Hornbach

Location: Slovakia & Austria

Erste Group Immorent services: Financing, asset management

Property type: DIY megastores



We clear the way – eliminate problems before they develop

Success Stories

Troubleshooting

Even the most exemplary projects sometimes face unforeseeable trouble.

We solve any problems that arise and given our ongoing commitment to your real estate project. We ensure that many are addressed before they even emerge.

This is just one example of what our 45 years of experience can do for you.

Our services for your success:

- Recognizing legal, tax, technical, systematic, structural and emotional problems fast and solving them
- Mending legal, technical and tax defaults fast
- Obtaining and preparation of technical expert assessments and service offers
- Rectifying backlogs or repair
- Coordinating the claims management (deficiencies)
- Cost calculation of required refurbishment services
- Development of renovation concepts in case of need
- Establishing contacts, networking
- Solving problems, regarding designations of use
- Support in any disputes with neighbors

Millenium Plaza

Location: Warsaw, Poland

Erste Group Immorent services: Troubleshooting for clients sales process

Property type: Office building



Spectator

Location: Zagreb, Croatia

Erste Group Immorent services: Technical adoption for our client

Property type: Office building



Otto-Winter-Straße

Location: Innsbruck, Austria

Erste Group Immorent services: Troubleshooting for supporting a supplier

Property type: Residence building



Industriestraße

Location: Fürnitz, Austria

Erste Group Immorent services: Revitalizing for a client

Property type: Logistics building



Wiener Neustädter Straße

Location: Ebenfurth, Austria

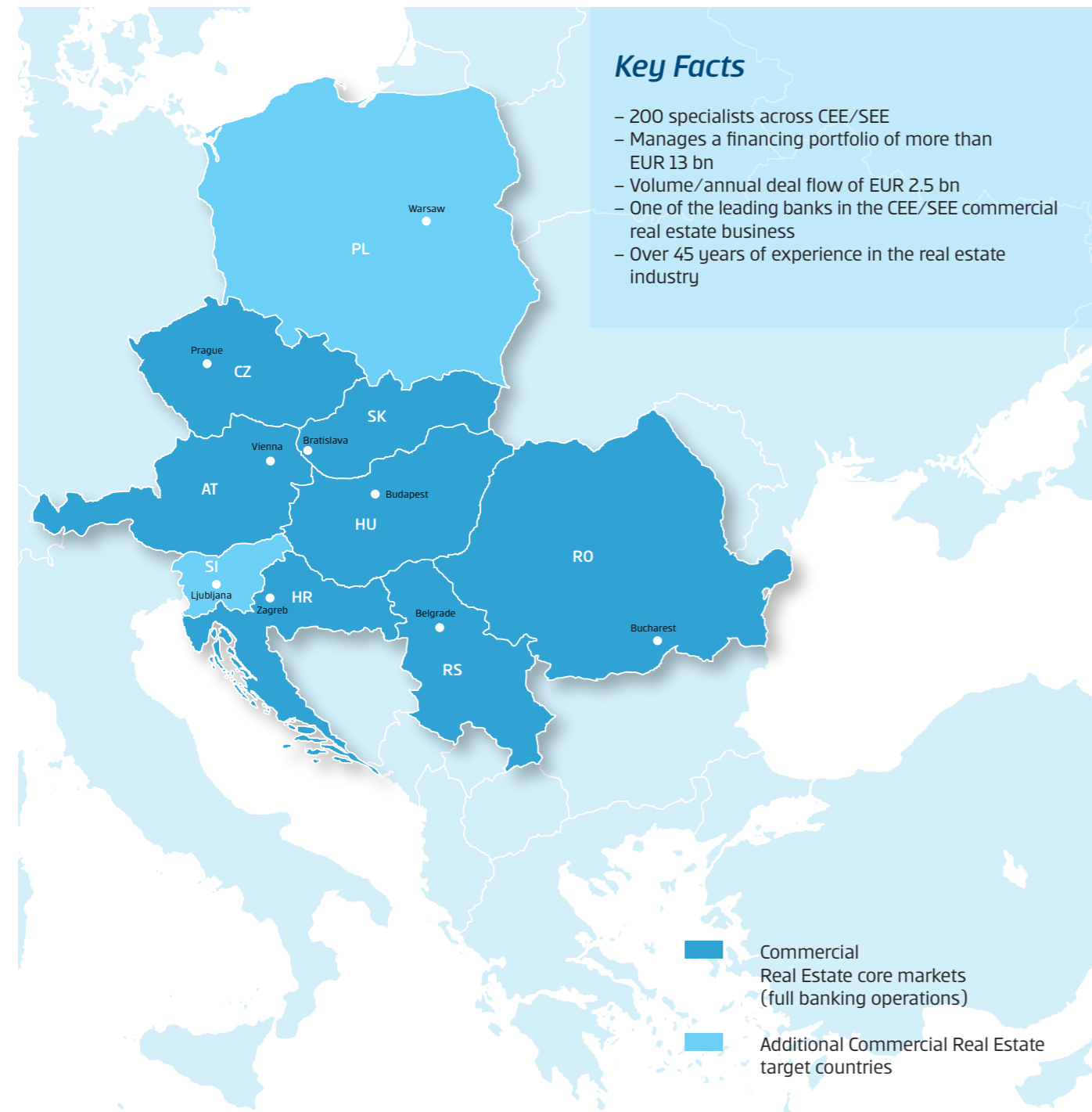
Erste Group Immorent services: Troubleshooting for a savings bank

Property type: Retail building

Erste Group Commercial Real Estate at a Glance

Erste Group Commercial Real Estate is the specialist of Erste Group for real estate financing, investment, asset manage-

ment, real estate development and technical advisory in Central, Eastern and Southeastern Europe.



Disclaimer:

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