

ASSET- AND OBJECTMANAGEMENT

Sustainable Management of Real Estate with Added Value



HANSEATISCHE

Your Strong Partner for Sustainable Growth

Hanseatische is a German capital management company and holder of a license to provide the collective asset management in accordance with Section §20 and §22 German Investment Code (KAGB). Within the framework of the existing financial market regulation Hanseatische is regulated by the Federal Financial Supervisory Authority (BaFin).

As a part and partner of IMMAC Group, one of Europe's market leaders for property investments in the healthcare sector, Hanseatische manages closed-end real estate funds with a volume of approximately 1.5 billion Euros which were invested in about 130 special purpose properties, in particular in inpatient care facilities, rehabilitation centres and hospitals as well as senior residences.

 **1.5 billion Euros**

 **130**

 **7,500**

 **15,500**

 **670 million Euros**

The Hanseatische Team personally takes care of the needs for more than 7,900 investors and clients holding around 15,500 fund shares. The equity entrusted to Hanseatische and invested in real estate amounts to more than 670 million Euros and is managed in a diligent and professional manner. This success is achieved by continuous control and monitoring, as well as sustained real estate value retention in conjunction with dealings with the local operators of the facilities, in a spirit of partnership and with the aim of finding solutions.

Beyond the conception of new Alternative Investment Funds, the company's core areas therefore are Asset Management and Object Management the range of services of which is described in the following pages.



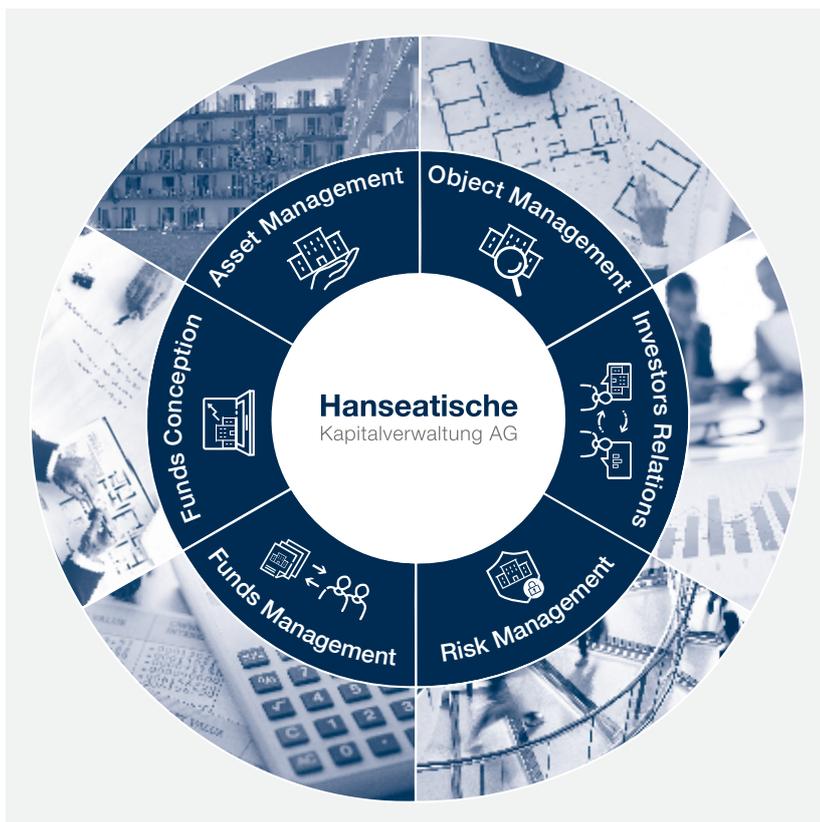
Property Münster



Property Drage

WIDE RANGE OF SERVICES

For a Comprehensive Support



Object Management

- Technical Due Diligence
- Object Monitoring
- Warranty Management
- Maintenance and Repair
- Technical Management
- FRAM Monitoring

Asset Management

- Tenant Care
- Rent Monitoring
- Contract Management
- Financing
- FRAM Monitoring

Funds Management

- Reporting to Investors
- Monthly Distributions
- Quarterly Reports
- Annual Accounts and Reports

SUSTAINABLE MANAGEMENT AS TEAMWORK

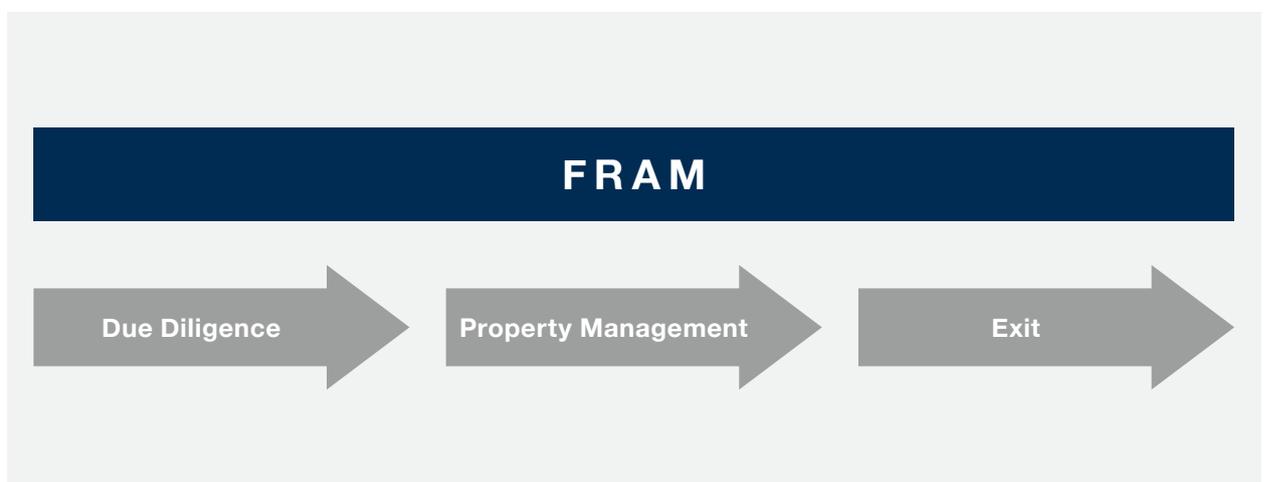
Ensures Competent and Quick Decisions

The management of both assets and objects are the operational core tasks combined in the portfolio management of Hanseatische. Two teams based in Hamburg benefit from the expertise of 10 specialists in the fields of real estate, financing, technical matters and social economy. This ensures the comprehensive and professional support of the operators and the continuous monitoring and technical management of the properties.

The support of the operators and the management of the properties, immediately follow the acquisition of the property by the affiliates IMMAC and DFV. The transition from transaction-phase to management-phase runs smoothly hand in hand with IMMAC and all other local partners.

Each object is supervised by one responsible Asset Manager and one responsible Object Manager. The Asset Manager is responsible for commercial issues, the Object Manager for technical issues. Both together form the Team which provides support throughout the entire life cycle of the property, which is in charge of and guides all issues and challenges and finds solutions often together with the operators.

First and foremost the Team is the point of contact for the operators but also for banks, craftsmen, construction companies and the local authorities. This kind of cooperation ensures the smooth management of all steps involved in the management of the object. The same is true for the sale of the property and the resulting dissolution and liquidation of the fund.



FRAM ANALYSES

Ensure a High Quality Standard

The combination of letters FRAM stands for “Financial Risk Analysis Management” which is an analysis tool originally developed in-house by IMMAC especially for the social property market. The tool was further developed by Hanseatische and offers a picture of all market-specific parameters.

FRAM provides all identifiable data basically important for the commercial, technical and quality assessment prior to investing in a property and also during the management and rental phase of the property. All data concerning both the management of the object and the local facility management are collected and analysed on a regular basis and discussed with the operators in the light of the assessment of the data with the aim to retain the value of both operation and property.

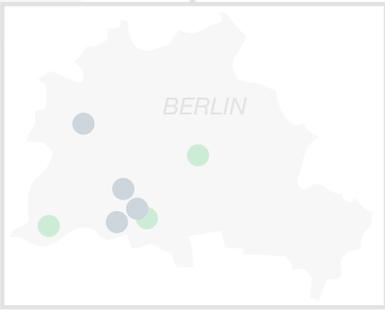
FRAM therefore serves as an early warning and control system to ensure that risks and dangers are identified in good time so that countermeasure can be taken, if necessary. This guarantees the continuous monitoring of the sustainable management of the property entrusted to us.

Due diligence of objects includes several mile stones with a view to quality issues focusing on the interplay between condition of the object and its operational situation. In a next step the findings are measured in a score system which is tailored to the assessment of healthcare properties and which supports the operational implementation of measures.

In addition, comprehensive visits and inspections of the object take place at least once a year in consultation with the operators.

- **Documentation of the condition of the building concerning roof and structure and interior**
- **Sensitivity analyses with a focus on the local payer structure**
- **General plan building services**
- **Company-owned score system**
- **Maintenance and investment schedules**
- **Modernization measures**
- **Monitoring of rental agreements**
- **Photo documentation**





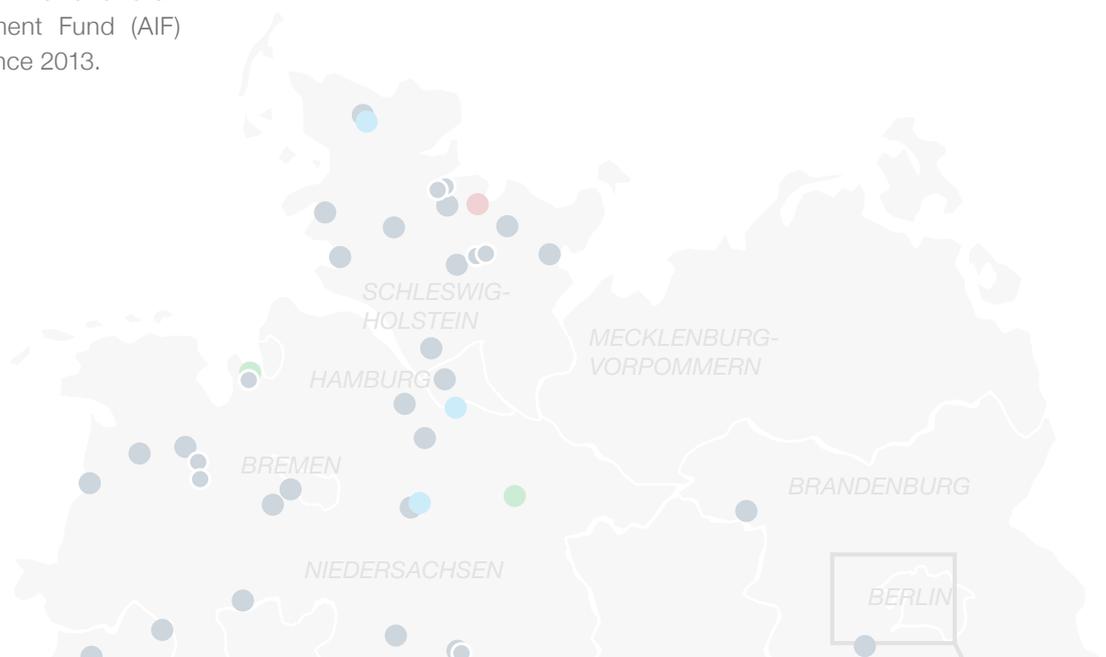
ASSET AND FUNDS MANAGEMENT

Commercial Support for a Successful Management

The Asset and Funds Management accompanies the property investment from the stage of acquisition through the management of the property to the disposal of the property and the liquidation of the fund from a commercial point of view.

Individual object strategies are defined and implemented together with the operator for all necessary commercial and technical measures, to ensure the quality of the infrastructural, commercial and technical management of the building. Such action plans are already part of the fund-specific investment strategy, defined at the beginning of the investment if the fund is an Alternative Investment Fund (AIF) regulated by law since 2013.

Measures aiming at retaining or even increasing the value of a building profit from a close-knit cross-national network which has proved its worth over many years. The main focus of our actions are always the sustained success for the tenant and the investors. Intensive communication with all stakeholders is our means of counteracting any conflicts of aims, to find long-lasting, practical and successful solutions for the mutual success of operator and investor.



OBJECT MANAGEMENT

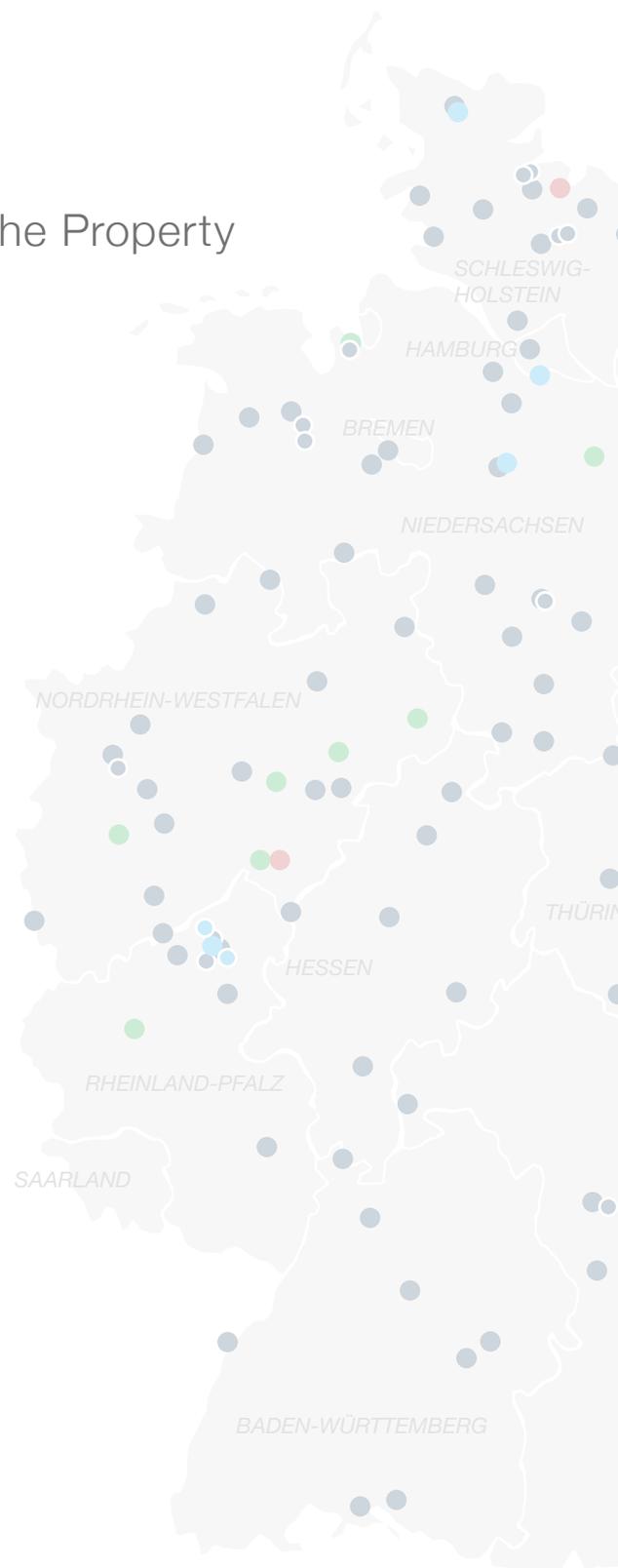
Technical Support to retain the Value of the Property

The Object Management of Hanseatische supports the tenant in respect to all technical-related issues, in conjunction with the property throughout its entire life cycle from the new construction built by our company group or the acquisition of a property from a third party until the sale of a property.

Our understanding during day-to-day work is to achieve maximum satisfaction of the tenants with our technical support and compliance with the defined investment budget. The Object Management Team exists of a number of experts from different technical faculties who work to a great extent in the different facilities and companies throughout Germany. The comprehensive visits and inspections of property include the intense exchange with the operators concerning the condition of the property and any required potential measures to be taken.

That means that any maintenance and repair as well as modernization measures are agreed directly on site to retain the value of property and to ensure the long-lasting and

successful operation. A well and properly maintained property is the basis for sustained success and value retention for both the operator and the investor.



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