

Press Profile

Press contact

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Registered office of

IMMAC Holding AG
Große Theaterstraße 31–35
20354 Hamburg

Internet

www.immac.de

Business Model

IMMAC is a leading investment companies for real estate in the healthcare sector. Established over 20 years ago, the corporate group invests in care centres, clinics and retirement homes.

The operators of more than 150 healthcare facilities put their faith in IMMAC when it comes to investing, financing and developing new properties.

Together with its specialised subsidiaries, among them the IMMAC Sozialbau contractors for social real estate and the IMMAC Wohnbau housing developer, IMMAC has invested over 1.65 billion euros in existing and new-build real estate to date. The assets were acquired primarily for institutional or public investment funds. Since the passage of Germany's Capital Investment Act (KAGB) in 2013, the HKA group of companies (Hanseatische Kapitalverwaltung AG) has also operated a government-regulated AIF management company (German: "KVG") that handles the asset and property management of roughly 90 investment funds today.

IMMAC is active in Germany, Austria, the UK and Ireland.

Philosophy

IMMAC pursues a conservative strategy with a very long-term horizon and sees itself as peer-to-peer partner of healthcare property operators.

IMMAC is not only a lessor of care homes, clinics and retirement homes but also actively cultivates partnerships with operators, banks and investors.

Partners

The majority shareholder of IMMAC (99.98%) is Profunda Vermögen GmbH, a holding company owned by the Schiermann family in Hamburg.

Year founded

1997

Senior

Management Team

Management Board

- Thomas F. Roth, Member of the Board (Sales)
- Mechthild Mösenfechtel, Member of the Board (Finance)
- Jens Wolfhagen, Member of the Board (Market)

Management team

- Tim Sauer, MD IMMAC Verwaltungsgesellschaft mbH
- Reimund Huß, MD IMMAC Verwaltungsgesellschaft mbH
- Florian M. Bormann, MD IMMAC Immobilienfonds GmbH
- Manfred Kahr, MD IMMAC GmbH (Austria)

Supervisory Board

Chairman of the Supervisory Board: Marcus H. Schiermann

Number of Institutions

Germany

- 114 Nursing homes, 3 rehabilitation clinics, 10.261 beds

Austria:

- 24 Nursing home, 1 rehabilitation clinic, 2.188 beds

Ireland:

- 3 Nursing home, 200 beds

IMMAC markets

- Germany, Austria, United Kingdom, Ireland, USA
- It is planned to expand into additional EU member states

Performance

- 150 pools of investment assets since 1997.
- Investment volume of over €1.65 billion initiated and committed (not including institutional funds).
- The Group is considered the market leader in this segment.
- All investments properties are occupied on long-term leases.

Service Spectrum

Acquisitions (Transactions)

- The Acquisitions (Transactions) business unit of IMMAC is responsible for the procurement of existing real estate as well as for new-build properties and property developments in collaboration with the IMMAC construction arm.
- IMMAC maintains four acquisition teams in Germany and one each in Austria and Ireland. The acquisition teams organise the entire acquisition process, including the due diligence phase which consists of
 - Operational due diligence
 - Technical due diligence
 - Legal
 - Taxes

Service Spectrum

New-Build Construction

- IMMAC has two proprietary new-build contractors, one being IMMAC Sozialbau GmbH which specialises in the construction of care centres and clinics, the other being IMMAC Wohnbau GmbH which focuses on the development of retirement homes.
- An experienced team ensures that property developments for different operators are tailored to the day-to-day requirements of the respective operation. Development as a one-stop service delivers high-spec properties in terms of structural quality, operational optimisation and cost-effective construction.

Sales

- The IMMAC Immobilienfonds GmbH handles the general distribution of all equity investment opportunities the group of companies offers.
- During its many years in the field, IMMAC has built up a nationwide distribution network of asset managers, banks, intermediaries and non-bank advisers characterised by a high level of competence and integrity.
- So far, IMMAC Sales placed around 13,000 equity investments among over 7,800 private clients, family offices, foundations and institutional investors with an equity volume of c. €600 million. Striking to note is the high reinvestment ratio among returning clients who have invested with us for years.

Research

- IMMAC maintains an in-house research unit. Pre-acquisition audits conducted by IMMAC Research ensure that every investment plan is subjected to an in-depth review that covers location, demand and competition.
- Ahead of every investment decision, IMMAC compiles extensive research products such as competitive market analyses and surveys about market participants and country-specific refinancing systems.

Property and Asset Management (through HKA Hanseatische Kapitalverwaltung AG)

- The business divisions Asset Management and Property Management represent the core components of HKA's portfolio management. The two specialist teams bring know-how in the areas of real estate, funding, technology and in the social economy to the job. This ensures comprehensive professional support for the operators as well as the continuous monitoring and technical management of the property.
- The management of operators and properties kicks in directly after the property acquisition by IMMAC and DFV. It marks the transition from the transaction phase to the management phase in close coordination with IMMAC and with all local partners.
- The quality of the infrastructure-related, commercial and technical facility management is ensured by specifying bespoke strategies for each property for all commercial and technical measures, and by implementing these together with the operators.

DFV



One Idea, Two Powerful Brands

One of IMMAC Group's member companies is DFV Deutsche Fondsvermögen GmbH. With its international network, it focuses specifically on hotel investments, special-purpose and operator real estate as well as infrastructure investments.

Internet

www.dfv-invest.com

Business Model

DFV Deutsche Fondsvermögen GmbH is an investment company specialising in real estate and infrastructure projects in Germany, Austria and other European countries as well as in the United States. These are designed and offered by HKA in the form of alternative investment funds (AIF).

The company was formed in 2008 from a network of internationally experienced, institutional and private partners. It includes, for instance, the companies Arundel AG and Profunda Vermögen GmbH, the latter being the main shareholder of IMMAC Holding AG and of HKA Hanseatische Kapitalverwaltung AG.

Acting as HKA's agent, DFV Deutsche Fondsvermögen GmbH handles property acquisitions, takes care of the transaction management, and coordinates the entire due diligence process. To this end, commercial and technical competencies in the areas of infrastructure, real estate and funding structure are pooled for acquisition purposes.

The senior management of DFV Deutsche Fondsvermögen GmbH has long-term transaction and financing experience in the context of real estate and infrastructure projects.

Year of establishment

2008

Hanseatische



The capital manager HKA Hanseatische Kapitalverwaltung AG ("Hanseatische" or "HKA" for short) with head office in Hamburg holds a license pursuant to Articles 20, 22, German Capital Investment Act (KAGB), to engage in the collective asset management of closed-end domestic public funds and of EU special AIF.

Internet

www.diehanseatische.de

Business Model

Together with its exclusive partners IMMAC and DFV Deutsche Fondsvermögen, HKA design alternative investment funds (AIF) governed by the KAGB.

Product development in this line of business focuses, on the one hand, on the concept design of public AIF compliant with KAGB rules for private clients and, on the other hand, on structuring special AIF for semi-professional and professional clients.

These AIF products invest in special real estate, particularly properties used for in-patient care and rehab clinics, as well as in hotels and properties of residential use.



Business Model

With now EUR 1.5 billion under management in the form of over 94 equity and infrastructure asset pools (private equity funds) in Germany and Austria, Hanseatische keeps the accounts of more than 8,400 investors (as of 31/12/2018).

Since November 2019, HKA Hanseatische Kapitalverwaltung AG has been a member company of the IMMAC group.

Year of establishment

2013

Subsidiaries in Germany

IMMAC Verwaltungsgesellschaft mbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Hamburg, HRB 142949

MD: Mechthild Mösenfechtel, Tim Sauer, Jens Wolfhagen, Reimund Huß

IMMAC Health property GmbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Kiel, HRB 2366 RD

MD: Thomas F. Roth, Reimund Huß

IMMAC Immobilienfonds GmbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Kiel, HRB 2312 RD

MD: Reimund Huß, Thomas F. Roth, Florian M. Bormann

IMMAC Sozialbau GmbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Hamburg, HRB 142928

MD: Mechthild Mösenfechtel, Jens Wolfhagen, Reimund Huß

IMMAC Wohnbau GmbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Hamburg, HRB 142987

MD: Mechthild Mösenfechtel, Jens Wolfhagen, Reimund Huß

DFV Deutsche Fondsvermögen GmbH

Große Theaterstraße 31–35

20354 Hamburg

Commercial register: District Court of Hamburg, HRB 106803

MD: Mechthild Mösenfechtel, Tim Sauer

Subsidiaries in Germany**HKA Hanseatische Kapitalverwaltung AG**

Große Theaterstraße 31–35
20354 Hamburg
Commercial register: District Court of Hamburg, HRB 128172
MD: Tim Ruttmann, Tim Sauer

National Subsidiaries**IMMAC GmbH (Austria)**

Keesgasse 4
A-8010 Graz
Commercial register of the Regional Court Graz, FN 305133 a
MD: Manfred Kahr, Reimund Huß

IMMAC Capital UK Ltd. (England)

31A St. James's Square
London SW1Y 4JR
United Kingdom
Company number 07110333
Director: Reimund Huß, Peter Riemschneider, Tim Ruttmann

IMMAC Capital (Ireland) Ltd. (Ireland)

Mount Hybla House, Farmleigh Estate
Castleknock-Dublin 15
Ireland
Director: Tim Sauer

DFV Beteiligungs GmbH (Austria)

Keesgasse 4
A-8010 Graz
Commercial register of the Regional Court Graz, FN 365899m
MD: Manfred Kahr, Florian M. Bormann