



KINGSTONE
REAL ESTATE

ACQUISITION PROFILE

Germany & Europe

**FAMILY VALUES MEET
INSTITUTIONAL VALUES**

Overview

H1 2023

Owner-Operated Investment Management Plattform

5 Real Estate Funds

EQUITY & DEBT

approx. 1,1 bn. €

ASSETS UNDER
MANAGEMENT*

35+

REAL ESTATE PROFESSIONALS



Institutional



Sustainable



Digital



Office



Residential



Health Care



Logistics



Hotel

Office

On the one hand, KINGSTONE pursues a core / core+ strategy for existing funds as well as for individual mandates and club deals. The focus is on the top 10 cities in Germany and the southern German region. Investments > EUR 50 million are primarily sought in the context of club deals.

Parallel to this, KINGSTONE pursues a value-add strategy with a view to improving the quality of the assets, re-letting or repositioning and with an eye to sustainability criteria. The focus is on the top 10 cities, but A/B locations can also be considered.



Geographies

- Germany (TOP 10 cities, A/B cities, southern regions)



Investment Volume

- 10-100m EUR



Asset Classes

- Offices



Complementary Types of Use

- Retail
- Gastronomy



Risk Profile

- Core
- Core+
- Value add
- Manage-to-ESG



Asset Quality

- Developments
- Newly built
- Existing buildings
- Redevelopments
- Revitalisations



Location Quality

- Established office locations
- Good transport connections | public transport
- High re-letting potential



Asset Quality

- Good third-party usability



Tenant Quality

- Good credit rating | tenant story (core)
- Short WAULT | remaining vacancies (value add)



Deal Structure

- Asset deal
- Unit deal
- Share deal (> 50m EUR)



Other

- Leasehold possible
- No partial ownership

Residential

In the field of new fund products, KINGSTONE focuses on (newly built) residential properties and urban quarter developments with a high proportion of affordable living and the highest possible ESG conformity. Additional uses such as daycare center for children, local shopping facilities, doctors, etc. are desirable. The focus is on projects/properties with an (individual) investment volume between EUR 15-40 million. Higher investment volumes are also possible if the assets can be divided into separated units.

For existing fund vehicles, investment KGs and club deals, we pursue purchases in the core to value-add segment. The acquisition spectrum ranges from project developments to refurbishment or revitalization properties in a volume range of EUR 15 to 100 million.



Geographies

- Germany (A/B/C cities, metropolitan areas and urban agglomerations)



Investment Volume

- 15-100m EUR



Asset Classes

- Traditional housing
- Affordable housing (also price-controlled | price-reduced)
- Senior living (housing for the elderly)



Complementary Types of Use

- Social infrastructure: day-care, schools, local retail supply, etc.
- Medical infrastructure: care homes, medical offices, etc.
- Student living, serviced apartments, etc.



Risk Profile

- Core
- Core+
- Value add



Asset Quality

- Newly built
- Development projects (also neighbourhood centres)
- Existing buildings
- Redevelopments | revitalisations



Location Quality

- Good transport connections | public transport
- Good local retail supply



Asset Quality

- ESG compliant investments preferred
- Modern layouts and fit-out standards
- Fit-out including kitchens (desirable for subsidised housing)



Tenant Quality

- Sustainable rent level (affordable rent)



Deal Structure

- Asset deal
- Unit deal
- Share deal (> 50m EUR)



Other

- Leasehold possible
- No partial ownership

Health Care

KINGSTONE pursues a core / core+ strategy for the existing KLC1 fund as well as for individual mandates and club deals. The focus is on properties with an investment volume between EUR 10-40 million.

Due to the company's internal expertise in the care and health sector, value-add properties are also considered. This value-add strategy includes shorter leases, possible operator changes, repositioning of existing properties and project developments.



Geographies

- Germany
- Austria
- Benelux
- Poland



Investment Volume

- 10-50m EUR



Asset Classes

- Care homes (out-patient, in-patient)
- Elderly living | barrier-free
- Assisted living or care living
- Medical offices or medical centres
- Rehabilitation facilities



Complementary Types of Use

- Residential or retail (minority share)



Risk Profile

- Core
- Core+
- Value add



Asset Quality

- Existing buildings (preferred)
- Development projects (in an advanced stage)



Location Quality

- Good transport connections | public transport
- Sector-appropriate locations
- Good access to staff | labour market



Asset Quality

- ESG compliant investments preferred
- Specific requirements depending on facility and operation



Tenant Quality

- Good credit rating | operator quality
- Sustainable rent level
- Medium to long-term WAULT



Deal Structure

- Asset deal
- Unit deal



Other

- Leasehold possible
- No partial ownership

Logistics

In the logistics sector, KINGSTONE focuses on existing properties with an investment volume of EUR 25 million or more in established logistics regions in Germany. The location classification of the regions is carried out by the Fraunhofer Institute.

Core/Core+ properties are preferred for the established fund vehicles. For Invest-KGs and club deals, we pursue purchases in the risk spectrum from Core to Value-Add. The business plan is developed individually for each asset. For Value-Add, we consider properties with a short WAULT, potential for rental upside or the opportunity to improve ESG compliance.



Geographies

- Germany (metropolitan areas | established logistics locations | transport hubs)



Investment Volume

- > 25m EUR



Asset Classes

- Distribution centres (preferred)
- Storage / cooling storage, last-mile, cross docking
- Light industrial, fulfilment centre



Complementary Types of Use

- Office max. 20% of total area



Risk Profile

- Core
- Core+
- Value add



Asset Quality

- New built
- Existing buildings (preferred) | expansion potential
- Redevelopment | revitalisation



Location Quality

- Good transport connections | public transport



Asset Quality

- Min. 10.000 sqm lettable area
- 24/7 operation possible
- Floor bearing load min. 5 t/sqm



Tenant Quality

- Good credit rating | tenant quality
- Sustainable rent



Deal Structure

- Asset deal
- Share deal



Other

- No leasehold
- No partial ownership

Hotel

KINGSTONE pursues the hotel segment for investment limited partnerships and club deals. The acquisition spectrum is limited to new and existing properties, including those in need of refurbishment or revitalization.



Geographies

- DACH-region and selected other European countries (Benelux, France, Italy)
- Large and medium sized cities



Investment Volume

- > 50m EUR (core; core+)
- > 30m EUR (value-add)



Asset Classes

- City hotels and business hotels (economy segment)
- No luxury hotels



Complementary Types of Use

- Serviced apartments



Risk Profile

- Core
- Core+
- Value add



Asset Quality

- New built and existing buildings
- Redevelopments and revitalisations (preferred)



Location Quality

- Good transport connections / public transport
- Tourist areas



Asset Quality

- ESG compliant investments preferred
- Specific requirements depending on facility and operation



Tenant Quality

- Well-known operators, leases with turnover components (core; core+)
- Operator free assets or ending lease agreements (focus on management contracts / value add)



Deal Structure

- Asset deal
- Share deal



Other

- No partial ownership

KINGSTONE Transaction-Team



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