

# ACQUISITON PROFILE Germany & Europe



Overview H1 2025

## Owner-Operated Investment Management Plattform

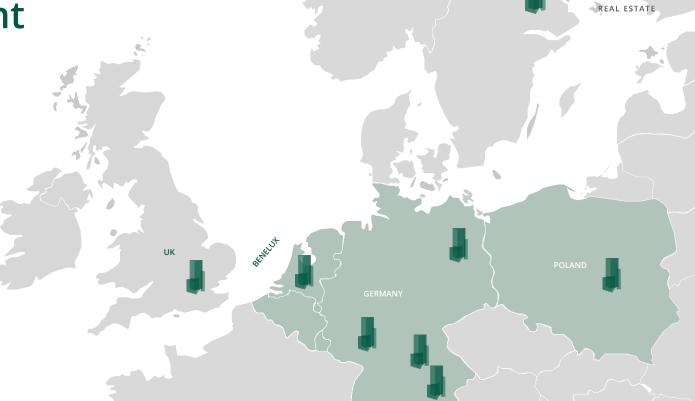
# **5 Real Estate Funds**

EQUITY & DEBT

> EUR 1 bn

ASSETS UNDER MANAGEMENT

**30+** REAL ESTATE PROFESSIONALS



KINGSTONE







### Residential

### Health Care

Logistics

### Hotel

3

### 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 valueadd 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.



Investment Volume



....

Asset Classes Offices



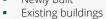
**Complementary Types of Use** 



Manage-to-ESG

#### **Asset Quality**

 Developments Newly built



- Revitalisations



**Location Quality** 



### 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 conjugation apartments
- Student living, serviced apartments, etc.

#### Risk Profile

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 dealUnit deal
- Share deal (> 50m EUR)



- 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 valueadd strategy includes shorter leases, possible operator changes, repositioning of existing





Existing buildings (preferred)

Development projects (in an advanced stage)

6

KINGSTONE

### 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

docking



#### **Location Quality**

Good transport connections | public transport

KINGSTONE REAL ESTATE

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

#### **Tenant Quality**

- Good credit rating | tenant quality
- Sustainable rent

#### **Complementary Types of Use**

Storage / cooling storage, last-mile, cross

Office max. 20% of total area

Distribution centres (preferred)

Light industrial, fulfilment centre

### **Risk Profile**

- Core Core+
- Value add

#### **Asset Quality**

New built

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



#### 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



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



### Asset Classes

Serviced apartments

**Risk Profile** 

 Core Core+ Value add

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



### **Complementary Types of Use**



Asset deal

Share deal

Other No partial ownership



#### **Asset Quality**

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



 Good transport connections / public transport Tourist areas

KINGSTONE REAL ESTATE



----

#### 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)





### KINGSTONE Transaction-Team



 $\succ$ 

1

Simon Lieb Director (ppa.)

10

Franziska Spannagel Senior Manager

Johannes Martin Manager

Contact us: <a href="mailto:acquisition@kingstone-re.com">acquisition@kingstone-re.com</a>

+49 89 205 008 56 30

## Contact

**Philipp Bach** Head of Transactions



KINGSTONE Investment Management GmbH Promenadeplatz 10 80333 München

**KINGSTONE Real Estate Poland sp. z o.o.** ETHOS | Plac Trzech Krzyży 10/14 00-507 Warschau

www.kingstone-re.com

#### Disclaimer

The investment profile does not represent an offer that will form the basis of a brokerage agreement. Each written real estate proposal only constitutes a binding brokerage agreement after our individual approval. By issuing this investment profile, previously published profiles become obsolete.