



## **We revitalize real estate, evaluate locations and create flexible solutions for our tenants**

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Terrania is a strategic asset management firm and redeveloper with a focus on commercial real estate. We offer individual solutions to our tenants ranging from the middle class companies, well-known corporations, owner-managed small businesses to start-ups. For them, we are converting, redeveloping and refurbishing our existing properties. If the demand is secured, we realize new projects.

We have been buying real estate continuously for more than 50 years. The focus here is on commercial properties in the metropolitan areas of Germany.

## Our purchase strategy

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We acquire commercial properties, land or portfolios – also gladly vacant, management-intensive properties (rented in small units), partly rented or with maintenance requirements. Our strength is to recognize the potential of a property and to use it successfully. To invest in existing holdings is our strength.



### Clear emphasis

Our focus is on management-intensive commercial properties. Nevertheless, we also acquire opportunistic investments as well as core investments throughout various asset classes. Our range extends from hotels, parking structures, industrial space and logistics, hospitality, corporate real estate to retail.

Portfolios with properties meeting the aforementioned criteria. Individual properties that do not meet the criteria will be accepted as part of a portfolio if the majority of the properties fulfil the criteria.



### Risk profile

The focus is on opportunistic and value-add investments, but also core investments. Minimum lease periods of tenants play a subordinate role for us because we primarily invest in substance and not in contracts.







## **Investment volume per object**

A minimum investment volume of EUR 5 million per property is required for existing properties and redevelopment properties.



## **Geographical focus and privileged location**

- Economically strong metropolitan regions
- Industrial clusters
- Important transport hubs



## **Speedy decisions in the purchasing process**

We place special emphasis on the speedy and professional handling of the purchasing process. We have short decision-making paths. Our goal is to provide sellers or agents with a quick and reliable response to their offer.



## **Property quality**

Maintenance and modernization requirements for existing properties are not an exclusion criterion.

## Purchase examples

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### **Business and Industrial Park | Hilden**

- Former Mannesmann steel mills. The properties were built between 1900 and 2012.
- Plot of 100,000 m<sup>2</sup> with a usable area of 60,000 m<sup>2</sup>.
- Tenant mix: Tenants use an area of 1,500 m<sup>2</sup> on average and belong to different industries.
- At the time of purchase, the object was completely vacant and had to be extensively revitalized and subdivided.



### **Heyne Fabrik | Offenbach**

- Former metal screw and turned parts factory on a plot of 22,000 m<sup>2</sup> with a usable area of 21,000 m<sup>2</sup>.
- The industrial building was completely unused and was extensively converted into historic office lounges and showrooms and has been awarded with several architectural and monument protection prizes.
- The tenants come mainly from creative industries such as design, advertising, architecture, fashion, sound studios, an art gallery and event service providers. IT, software and internet companies are also among the tenants.



### **Arnulfstraße | Munich**

- Part of the former AEG administration. Office complex with almost 12,000 m<sup>2</sup> of office, retail and loft space as well as 150 underground parking spaces.
- At the time of purchase, the property was rented to 40% and the different houses had been built between 1958 and 2001. The essential parts of the building from the 1960s had to be completely renovated and placed on the market.
- Currently leased to IT and start-up companies. Large parts of the properties were elaborately converted into loft areas.



## Purchase examples

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### **EKZ M** | Hamburg

- Inner city centre with almost 12,000 m<sup>2</sup> of usable area and around 300 parking spaces. Apartments and doctor's offices are part of the ensemble as well.
- The acquisition was carried out from a receivership with a rental ratio of around 70%. Subsequently, the object was revitalized and renting was realigned.



### **Singlspielerhaus** | Sendlinger Straße Munich

- Listed office, residential and business property in prime location of the Munich pedestrian zone.
- Leased to 80% upon acquisition and completely renovated in the following years.
- In the decades since purchase, the house has always been reoriented and elaborately renovated.



### **Gänsemarkt** | Hamburg

- Listed office and business property in prime location of the Hamburg city centre.
- 70% of rental income comes from the retail trade.
- The property was rented to 85% upon acquisition.
- Due to the restructuring of the tenancy agreements, earnings have been steadily improved over the years.

## Purchase examples

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### **Hohenstaufenring** | Cologne

- Former headquarters of the health insurance Volksfürsorge. After the acquisition, it was completely emptied by the insurance company over a period of 5 years.
- The property was then completely refurbished during ongoing operation and realigned/let.
- Upon acquisition, the occupancy rate was 60%.



### **Business Park** | Pinneberg close to Hamburg

- Former EDEKA central warehouse close to the city limits of Hamburg.
- 75.000 m<sup>2</sup> of land with a lettable area of almost 35,000 m<sup>2</sup> of different construction years.
- Today's tenant mix range from storage to food production and logistics.
- Upon acquisition, the object was vacant and had to be completely revitalized.



**For further questions,  
please contact:**

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