

# *Winters & Hirsch*<sup>TM</sup>

Investment Advisory



We deal in value



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## Why choose Winters & Hirsch?

The success of Winters & Hirsch is based on both the well organized team of talented and creative people as well as the mix of young and senior management all of whom provide extensive expertise and broad market knowledge, especially relating to Berlin's real estate market and those of other German cities. Each and every day, the application of integrity and teamwork as well as the pursuit of excellence is our heritage and the foundation of our long-term client relationships.

## Our philosophy

At Winters & Hirsch, we work in partnership with our clients to help them succeed. We collaborate internally on all levels to find the best solutions for our clients' business needs. Winters & Hirsch are committed to meeting the long, short and medium term aspirations of their clients. As such, the business relationships we build are based on trust.

When clients place their trust in the honesty and integrity of our reports and investment services, they do so for a reason. One of the rewards we provide our clients with is the peace of mind that all aspects of their investment have been dealt with professionally, ethically and carefully.



"... teamwork  
and the pursuit  
of excellence ..."

## Winters & Hirsch is your boutique

Based in Berlin since 1990, Winters & Hirsch are one of Berlin's leading privately-owned commercial real estate consultancy firms. Today, Winters & Hirsch are owned by the Tabert family. We deliver integrated solutions by actively advising, implementing and managing every stage of a transaction on behalf of landlords, tenants and investors.

These solutions include helping clients to buy, sell, finance, lease and manage their assets. Among many other advisory services, Winters & Hirsch also provide valuation advice, research, portfolio analysis, site selection and assistance in terms of locating space.

Every day, our experts transact real estate deals and analyse them on behalf of international and national clients.

Through our active participation in the Berlin market on a daily basis, we benefit from accurate data on current deals, prices and market movements. This data is provided first hand from in-house brokers negotiating the deals.

## Investment Advisory

The investment advisory department of Winters & Hirsch provides advisory, transaction and investment management services to clients engaged in purchasing, selling, investing and financing of real estate development. These services are provided to both private and institutional owners and investors as well as corporate owners and occupiers. Winters & Hirsch apply the most sophisticated techniques to extract the maximum value possible for clients from their real estate activities whether buyers, sellers, borrowers, lenders, investors or occupiers. Our professionals have the knowledge and experience necessary for optimising transactions from a client's perspective including maximising proceeds, minimising costs and achieving results which provide optimal accounting and legal treatment.

Our clients benefit from the unsurpassed insight that results from the full range and breadth of our market activities.

We are very familiar with the brokerage of the following building types: retail, office, commercial, logistics, hotel, light-industrial, mixed-use residential buildings and shopping centres as well as major residential and commercial portfolios.





## Brokerage Services

At Winters & Hirsch, we offer integrated brokerage/transaction services designed specifically to fit investors' needs. Our brokerage professionals develop strategies to enhance the value of real estate assets using detailed market intelligence to make every recommendation a local one.

### We are committed ...

... to delivering superior real estate performance that supports our clients' business objectives. After first understanding the goals and aspirations of our clients, our professionals develop a strategic vision and operating plan. This way, we think and operate as our clients would.

## The professionals at Winters & Hirsch are familiar with handling large and comprehensive transactions ...

... with international investors and owners. Since 1990, Winters & Hirsch have developed unique techniques in order to secure heirs their real estate assets through restitution as well as the evaluation and successful sale of these assets. We were one of the first Berlin real estate advisors to offer dedicated investment services in this complicated field.



## Valuation Advisory

Located at Potsdamer Platz 9, our valuation advisory team is one of the largest fully-integrated real estate departments in Berlin acting as valuation advisors to leading institutional investors and lenders involved in equity and debt investment decisions. Winters & Hirsch provide valuation advice on a full range of issues including security for lending, accounting, tax implications and vendor/purchaser due diligence. We also provide reports on both multiple properties as well as commercial and residential portfolios dispersed over large geographic areas. This is supplemented by the provision of real-time updates.

Winters & Hirsch professionals provide detailed advice on the current and projected value of real estate and real estate related investments, investment portfolio performance and the optimum timing of major transactions (including acquisition or disposal). We also forecast the impact that economic and demographic trends have on real estate.

### The valuation team ...

... is very familiar with valuing the following building types: retail, office, commercial, logistics, hotel, light-industrial, mixed-use residential buildings and shopping centres. We have broad market experience in valuing both small and large commercial and residential portfolios. Our valuations are based on national, European and international standards including the German Federal Building Code/WertV (German Valuation Regulations), the International Valuation Standards (IVS) and the Appraisal and Valuation Standards (The Red Book) by the Royal Institution of Chartered Surveyors (RICS). We adhere to the practices and valuation principles published by TEGoVA – The European Group of Valuers' Associations.



“Extensive experience ...”

## Property Management Services

Through seamless property management, property accounting, facilities management and consultancy services, Winters & Hirsch offer a single integrated service maximising our clients' assets.

As a Berlin-based property management firm, we provide comprehensive management services for high quality offices, industrial, retail and mixed-use residential properties as well as real estate portfolios. Extensive experience, allied with new generation technology, means that we are able to go way beyond the normal scope of traditional property management.

What our clients ask for, we can deliver.

Winters & Hirsch work for international investors, landlords, owners and tenants.

We operate a complete management service covering multi-let, single-let, large investment and occupied portfolios.

We have one aim: ...

... to maximise value. Every step we take in managing a client's property is geared towards this single objective. Thus, whether we are working to raise long-term value, achieve remarkable levels of occupancy and tenant satisfaction or lowering property costs, clients will feel the difference.

## International Investors

From all corners of the globe, our business partners and clients place their trust in the way Winters & Hirsch tailor their activities to accommodate specific client needs and, furthermore, the needs of clients' own mandates. Especially appreciated is the care taken to detail, consistency, quality, deadlines and budgets. Through many years in the marketplace, our honesty, efficiency and integrity have been valued by our clients worldwide. We are seen as modern, flexible and dynamic and competent to offer fresh ideas based on consultation with our partners. A straightforward, rules-based approach to the business reflects the international standards we adopt and apply each day.

Adaptation to the cultural, ethical and business practices of the respective market, either within Europe or further afield, is something we can easily accommodate – we are large enough to deliver, small enough to care.

Our modern offices on Berlin's famous Potsdamer Platz are equipped to incorporate the latest ICT upon which our decision making depends.

Over the years, we have broadened our services according to the particular sectoral needs of our clients. Today, our investment and valuation advice is used by managers of global private equity funds, opportunity funds, charities, trusts, wealthy families, international corporations, pension funds as well as lenders. As has always been the case, Winters & Hirsch deal in value.



For investors  
in Berlin and nationwide

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