



JUNiCKE Gruppe

# Property investments and future-oriented project development







## The JUNiCKE Group

Active as an investor in the property sector throughout Germany.

We have positioned ourselves in the property market as a quality leader, based upon proven experience, a short decision-making process, and a healthy capital base. In doing so, we see ourselves equally as a traditional Hanseatic business as well as a pioneer of new technologies in our field.

- We are able to make all investment decisions personally and without a protracted committee process, based upon our healthy capital cover, carefully selected strategic partners, and the background of a traditional family concern.
- As a result, we can authorize faster than most of our competitors in the market.
- We are a negotiator and business partner on an equal footing, as entrepreneur to entrepreneur.
- As opposed to other companies in the sector we rely upon climate-friendly operation.
- We maintain a marked culture of service.



*We reach a decision and notarisation faster than usual in the industry.*



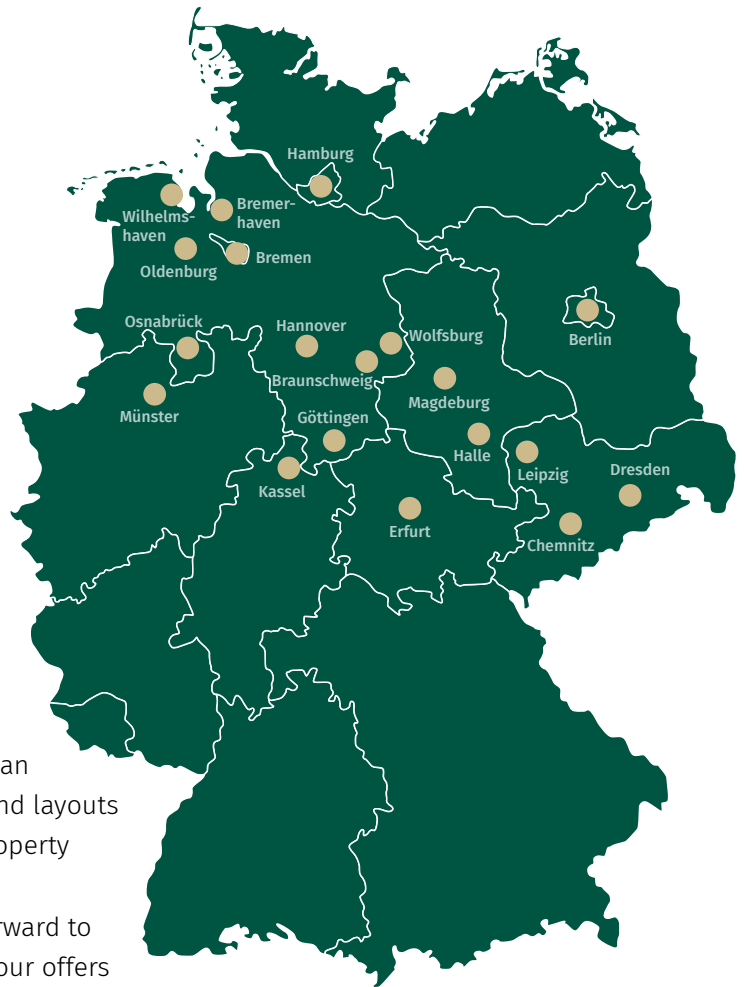
# Investments in locations with prospects

## Buildings for light industry and building plots for logistics

We own real estate properties and manage a wide-ranging portfolio which we are permanently expanding.







## Acquisition profile

**Before we can make you an offer, we require the following information about the property:**

- Address
- Size of land plot
- Purchase price
- List of tenants with square meters rented, rent amount, and contract period
- Service charges not able to be passed on
- Property map
- Easements and charges
- Expansion reserves (net and gross surface area), type of use

- Layout plan
- Photos and layouts of the property

We look forward to receiving your offers and to a constructive collaboration.

USA: The JUNiCKE Group also invests in Florida as an opportunistic investor in housing complexes and commercial buildings.



**Carl Jobst Junicke**

Managing partner  
+49 157 36 83 21 13  
jobst@junicke.com



**Samy El-Bayady**

Director  
+49 151 74 27 84 37  
el-bayady@junicke.com



## Acquisition profile

	Construction sites for logistics properties	Light industries
<b>Size of investment</b>	from 4 hectares	from 2.000 m <sup>2</sup> rental area from 4.000 m <sup>2</sup> site
<b>Locations</b>	<ul style="list-style-type: none"> <li>• Hannover region</li> <li>• Braunschweig</li> <li>• Wolfsburg</li> <li>• Magdeburg</li> <li>• Greater Berlin</li> <li>• Münster/Osnabrück</li> <li>• Hamburg</li> <li>• Bremen/Bremerhaven</li> <li>• Oldenburg</li> <li>• Kassel/Göttingen</li> <li>• Erfurt</li> <li>• Halle/Leipzig</li> <li>• Dresden/Chemnitz</li> </ul> <p>Sites at motorway junctions between these cities will also be examined.</p>	<ul style="list-style-type: none"> <li>• Hannover</li> <li>• Braunschweig</li> <li>• Wolfsburg</li> <li>• Magdeburg</li> <li>• Greater Berlin</li> <li>• Osnabrück</li> <li>• Hamburg</li> <li>• Bremen</li> <li>• Oldenburg</li> <li>• Wilhelmshaven</li> <li>• Göttingen</li> <li>• Kassel</li> </ul>
<b>Acquisition criteria</b>	<p>Land for future development and building plots for logistics: Minimum height of 5 meters and direct motorway access</p> <ul style="list-style-type: none"> <li>• Maximum 15 % office area</li> <li>• 24/7usage</li> <li>• At least 0.6 site occupancy ratio</li> <li>• Less than 10 minutes to a relevant traffic artery and not more than 30 minutes to the city limits mentioned above</li> </ul>	<ul style="list-style-type: none"> <li>• Purchase price up to a maximum of 12 times the annual basic rental fewer alteration costs</li> <li>• For sale &amp; lease back investments the purchase price factor will depend upon the stability of the concern and the property's potential for rental level, exploitation, etc.</li> <li>• Micro locations with a higher rental market</li> <li>• Maximum 15 % office and communal areas</li> <li>• B-Plan is GE/GL</li> <li>• Limited number of tenants</li> </ul>
<b>Exclusion criteria</b>	No hereditary leaseholds or part ownership	



## Investment criteria

Above all, in choosing our investments we aim for good long-term transactions. We are convinced that a deal is only successful when all concerned profit from it and are happy with the results.

Apart from points such as location, condition, and prospects, we also look to utilization concepts and aesthetics as important decision-making criteria.

## Investment capital

We invest with equity, loans, and the capital of strategic partners. Value-added is obtained from the rental and lease of existing properties, from asset management, and also by leverage through project development. Approximately fifty percent of projects developed by us remain on our books, and the other fifty percent are passed on to selected partners and to the market, in order to generate sustained growth.

*We are on the lookout for interesting purchase opportunities nationwide.*



### **Management Credo**

The value-oriented approach of our group is to be a fair and reliable partner. We keep our promises and negotiate on an equal basis.



# We take our investments seriously

## Openness and a forward-looking policy shape our organization

The first business in our family of companies was in agricultural trading and was formed as long ago as 1912 by Albert Junicke. Over the decades the focus switched to the building and property sectors. The formation of the JUNICKE Group by the brothers Julius Hendrich and Carl Jobst Junicke can therefore look back on four generations of successful family entrepreneurs.



**Julius Hendrich Junicke**  
Managing partner



**Carl Jobst Junicke**  
Managing partner



**Samy El-Bayady**  
Director



## Focussed businesses

Each of our companies has a very specific responsibility. All work seamlessly together.

We follow the principles of a multi-dimensional concern and of segmentation. Each business in our group is focused on a narrowly-defined area. This allows us to concentrate specifically on the requirements of our customers, to target the deployment of our expertise, and for the optimal exploitation of investment potential.

Our staff are proven experts in their field and this makes for a powerful team.

The JUNiCKE Group is structured according to the asset classes in which we are active, supported by departments for central processes, such as back office, compliance, and company communications. Our joint ventures have a special status in our organization.

**Growth together with strategic partners:**

**Our joint ventures**

As well as fully-owned subsidiary companies, joint ventures with banks and other family businesses – both domestic and foreign – also belong to our group of companies.



*We are well networked in the real estate industry in Germany as well as abroad and maintain close relations.*





JUNiCKE Gruppe

Frankfurter Straße 285 · 38122 Braunschweig  
Germany  
+49 531 26 15 51 00 · braunschweig@junicke.com

Schuhhof 4 · 38640 Goslar  
Germany  
+49 5321 70 97 80 · goslar@junicke.com

[www.junicke-gruppe.com](http://www.junicke-gruppe.com)