

DEUTROPOLIS

Strategy Consulting & Asset Management for Property Ownership



*The least movement is of importance to all nature.
The entire ocean is affected by a pebble.*

Blaise Pascal

Shareholder



Niels Fischer MRICS
Managing Director | Shareholder
*03.07.1962
married, two children

- More than 25 years experience in building, remodelling and leading international companies in the real estate industries (public corporations and proprietary companies) with focus on Investment / Asset Management
- Competences and qualifications in:
 - Strategic Planning and Change Management
 - HR and Business Development
 - Project Management and Project Implementation
 - Operational, in particular in transactions, Marketing, Sales and Communication

Professional Experience

since 2012	Managing Director Shareholder of DEUTROPOLIS Strategieberatung und Vermögensverwaltung für Immobilienbesitz GmbH, Berlin
2007 – 2011	Member of the Board (since 2009 Spokesperson) of the Deutsche Bau- und Grundstücks AG, Bonn/Berlin (100% shareholder of the Aareal Bank AG, Wiesbaden)
2005 – 2006	Member of the Board (COO) Aareal Asset Management GmbH, Wiesbaden (100% shareholder of the Aareal Bank AG, Wiesbaden)
2001 – 2005	Member of the Board DEFO Deutsche Fonds für Immobilienvermögen GmbH (today: Union Investment Institutional Property GmbH) Frankfurt/Main
1992 – 2000	Managing Director of Herring Baker Harris Deutschland GmbH, Berlin
1991 – 1992	Herring Baker Harris plc, London, Chartered Surveyors, Director of German Operations
1991	University of Hamburg, MBA (Dipl.-Kfm.)

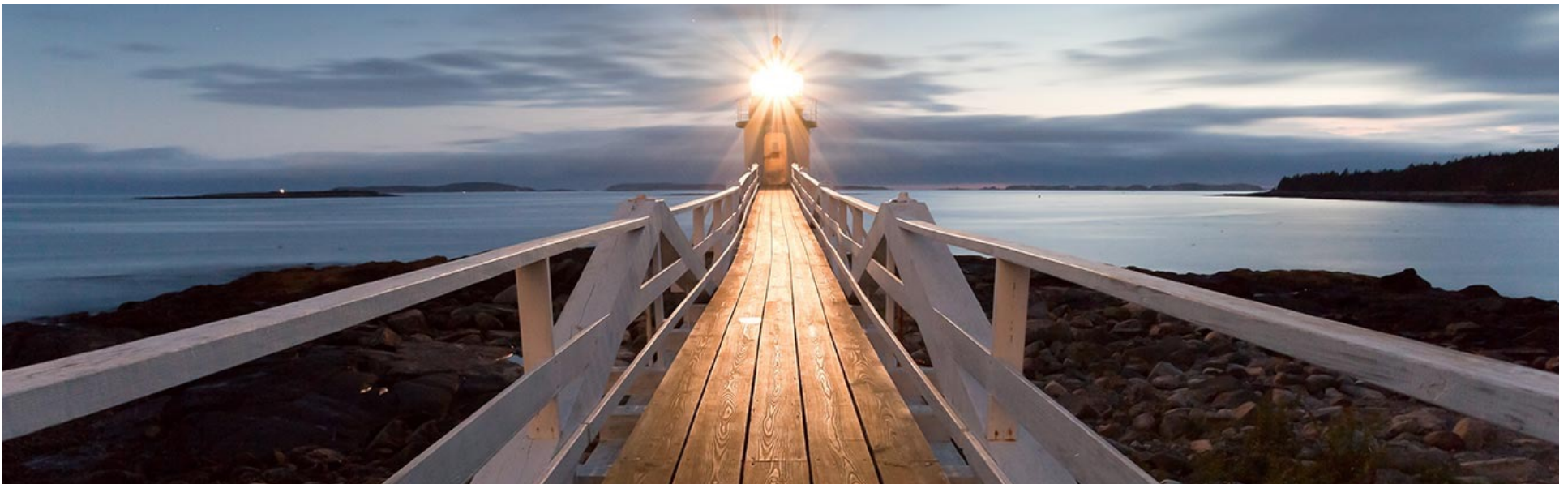
Company

- DEUTROPOLIS offers sophisticated services nationwide and internationally in the area of Real Estate Investment and Property Management as well as valuation and value development.
 - DEUTROPOLIS is point of contact for questions regarding property investments as well as development, optimising the utilisation, commercial utilisation and management of properties locally and in part also abroad.
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- Real Estate Investments
 - Property Development
 - Optimising the utilisation of properties
 - Commercial utilisation of properties
 - Property Management



Services

- With our Asset Management for Real Estate the wishes of companies and entrepreneurs, families and Family Offices and their closest advisors are paramount both related to direct as well as indirect ownership.
- In close cooperation with you we combine risk tolerance and expected return in a tailored action strategy.



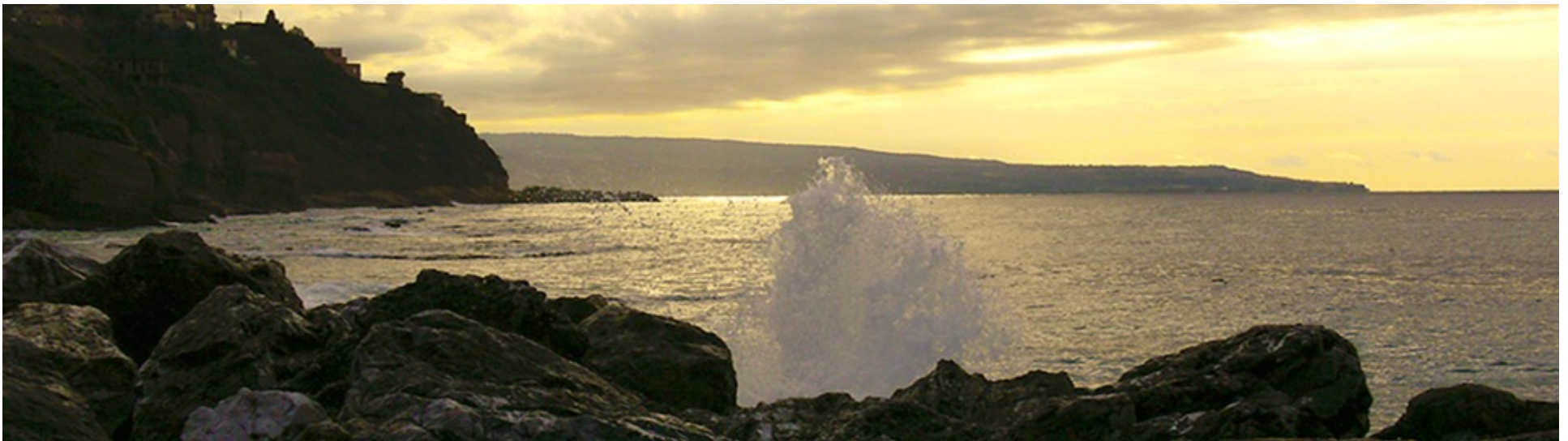
Real Estate Investment & Real Estate Asset Management

- Object / Portfolio Evaluation
- Object / Portfolio Purchase and Sales
- Object / Portfolio Turnaround
- Risk Management and optimisation of rental contract positions
- Strategic Account Management



Asset & Consulting Services

- Consulting in M&A situations for real estate oriented companies
- Building data rooms and controlling instruments
- Company takeovers and integrations
- Corporate Culture & Identity



References 1

Investment / Development Consulting

- A Real Estate Special Asset Fund was consulted supporting the acquisition of a central area in the city in Berlin related to market and competitor situation. Best office and retail spaces of around 74,000 sqm were created within a spectacular project development based on designs by international architects.
- Alternative actions within a project review to sell their investment were developed for a private investor. The project was among the most important project developments in Berlin with its total investment value of more than 400 million Euro.
- Land for a special type of state-of-the-art Energy Plus+ residential buildings was searched. Experiences were obtained from an existing prototype ensemble for the improvement of the concept of Generation 2.0 and provided for the project team.

References 2

Corporate Real Estate Investment Consulting

- Within short time the evaluation of more than 20 individual projects at locations across Germany was performed for the balance review of a foreign company. The value of the portfolio was over 500 million Euro. Portfolio switching/sales were initiated based on the analysis results. The property was used for office, residential, hotel, retail and special and other utilisations.
- A British company was advised regarding a rental contract for representative offices in Central Berlin regarding property selection and appropriateness of rental contract conditions.

M&A Advisory

- A Family Office was supported to better recognise the potential of an acquired Real Estate Asset Management company. Concrete action steps were articulated for the integration into the existing company.

Contact

We are happy to support you in the areas of our core competences:

- Real Estate Consulting / Property Management
- Corporate Real Estate Management
- Valuation
- Project Development / Concept Development



Niels Fischer MRICS
Managing Director | Shareholder



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