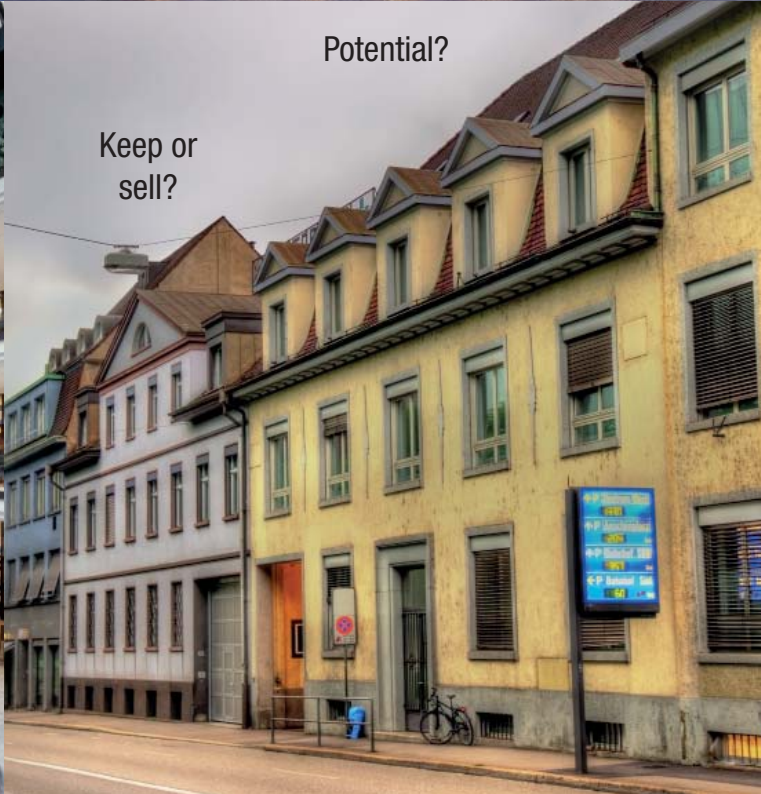


# STRATEGIC PORTFOLIO MANAGEMENT





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PORTFOLIO EXAMINATION, PORTFOLIO STRATEGIES, REPORTS

How can a real estate portfolio be optimised?

Do I obtain adequate rental income? How are the yield losses compared to the market?

How are the operating / maintenance and repair costs compared to other properties?

How are the yields compared to other properties?

How is the position of the property compared to the environment?

How big would the potential of the rental interest rent be in case of a renovation?

## Object and portfolio analysis

Analysis of earning and cost structures, diversification effects, risk analysis, development potential.

## Benchmarking of earnings

Address and object accurate model values for earnings and yield losses, earning potential.

## Benchmarking of costs

Operating, maintenance, repair costs according to region, object type and usage.

## Benchmarking of yields

Initial yields, yields of change in value, cash flow yields according to region, object type and usage.

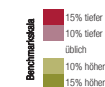
## Location analysis

Price level, infrastructure provision, supply, sunlight, view, noise, density, pedestrians, ... in comparison.

## Object and portfolio strategy

Earning potential of existing vs. new, ideal granulation, demand by user groups in the environment, supply structure in the environment, competitors analysis.

## Benchmarking



ID	Ort	Strasse	HNF	Nutzung	Bruttomiete	Kosten Betrieb	Kosten Unterhalt	Kosten Total	Marktwert	Anfangsrendite
55	Basel	Güterstrasse 2	17 500	Büro	220	25	15	40	105 000 000	3.0%
42	Basel	Aeschenvorstadt 1	1 480	Wohnen	360	52	20	72	21 312 000	2.0%
89	Bern	Marktgasse 5	890	Wohnen	340	65	22	87	5 629 250	4.0%
56	St. Gallen	Bahnhofstrasse 3	5 630	Büro	280	35	18	53	63 900 500	2.0%
35	St. Gallen	Appenzellerstrasse 25	2 340	Wohnen	270	29	16	45	52 650 000	1.0%
5	Zürich	Schaffhauserstrasse 22	1 860	Wohnen	290	45	25	70	20 460 000	2.0%
12	Kloten	Winterthurerstrasse 4	25 000	Gewerbe	230	39	28	67	81 500 000	5.0%
28	Baden	Mellingstrasse 35	3 570	Büro	210	28	24	52	14 101 500	4.0%
33	Baden	Bahnhofplatz 7	1 400	Wohnen	257	45	23	68	13 230 000	2.0%
81	Baar	Lindenstrasse 2	3 500	Büro	408	50	22	72	58 800 000	2.0%
75	Thun	Aarestrasse 40	16 500	Büro	230	23	17	40	156 750 000	2.0%
60	Thun	Bälliz 64	1 660	Wohnen	173	40	27	67	4 399 000	4.0%

## Strategy formation

