

Dear Ladies and Gentlemen,

We are very pleased about the opportunity to introduce our Asset- and Property Management. With us at your side you can enjoy a full service concept.

The key to our long term success is our focus on customer satisfaction. Our highly motivated and qualified team is looking forward to meeting your high expectations of top level professional administration.

Let our know-how and engagement convince you!

Yours sincerely



Jörg Guderian

Vice President  
Real Estate Portfolio and  
Transaction Management



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*Asset- and Property  
Management by Fraport*

Complexity is our Business



# Fraport als Asset- and Property Manager

## Holistic Management Concepts

Did you know that the Property Management Team of Fraport AG

1. Currently manages around 600,000 sq m of usable space for third-party owners?
2. Supports around 500 tenants?
3. Has been awarded several times by its clients for its high quality management?

We represent our customers in all operational and strategic issues within the framework of a real estate cycle and master complex commercial, technical or infra-structural challenges.

We have many years of experience in the commercial management of real estate, especially in regulated fund structures. Almost 600,000 sq m of commercial space is currently being managed for third party owners. This includes mainly mixed-use real estate: from offices to warehouses, from parking garages to retail areas. In addition to the SQUAIRE at Frankfurt Airport, the mandate portfolio also includes such Frankfurt landmark buildings as the Silver Tower and the Gallileo. We are very familiar with different contract forms such as land lease, shared land lease or property partitioning.

We develop individual concepts for rental and use optimization, market your real estate, negotiate rental contracts, carry out rental bookkeeping and ancillary cost accounting, arrange maintenance services and monitor service providers. We currently serve around 500 tenants and are available on-site as a competent contact partner.

In addition, in our role as landlord representative we develop individual concepts for leasing and use optimization and ensure a sustainable mix. In the development of new housing concepts we take into account the specific conditions and the market changes and respond to the respective wishes of our customers.

## Our Performance Profile

### Real Estate and Tenant Support

- Rental conception
- Tenant mix concept
- Rental of office, commercial, retail and parking areas
- Verifying of creditworthiness
- Negotiation and losing of leases
- Handover and transfer of rental spaces
- Tenant satisfaction measures
- Tenant support
- Vacancy rate optimization
- Real estate broker supervision

### Contracts

- Provision of draft contract and data maintenance
- Lease contract management
- Reporting
- Oversight of legal cases
- Insurance management

### Technical Control

- Services management systems for buildings
- Alarm systems
- Information systems

### Supplementary Services

- Management concepts
- Preparation and audit of business plans
- Quality control of external service providers
- Property inspections
- Construction coordination
- Ensuring compliance with legal regulation

### Supervision of Technical Management

- Reporting
- Analysis of operating costs
- Managing the handover and optimization of existing buildings
- Commissioning of new buildings
- Budgeting and planning of maintenance
- Managing purchasing and supplier

### Accountancy

- Budget planning and controlling
- Rent collection and dunning
- Accounting
- Providing and analyzing operation cost statements

### Energy Management

- Analyzing energy consumption
- Providing energy saving concepts
- Developing sustainability concepts

### Warranty Management

- Identifying and classifying defects
- Managing the defect remediation process

## The Property Management Team is at your service.



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## Are there any other ways we can help you?

We are happy to take on new challenges with our qualified and motivated staff. We are looking forward to hearing from you.