

## PRESS INFORMATION

### 2016: Strongest performance in company's history

#### ➤ 8.9% return once again clearly outperforms market average◀

In a challenging market environment the Düsseldorf-based real estate specialist aik accomplished an outstanding result with returns for its investors clearly exceeding market average. Based on an exceptional sales and lettings performance, 2016 has shown the strongest performance in aik's history since its inception in 1999. The average fund performance achieved a return of 8.9% (BVI method) whereby 2/3 is generated from continuous cash flow. Investors earned an average cash flow return on equity of about 4.5%. 2016 marks the 17th year of aik's success story of consistent and continuous commercial achievement with an impressive track record: the average cash flow return on equity was 4.7% p.a. and average fund performance (BVI method) is ca. 5.8%.

#### ➤ Outstanding letting achievements were last year's performance driver◀

Aik's outstanding letting success confirms its core competence in asset management with a record year of more than 220 new tenancies and lease renewals for ca. 170.000 sqm rental space. A key factor contributing to the outstanding cash flow performance was the low vacancy rate of 4.6%.

#### ➤ 2016 transactions: successful new investments and sales◀

The turnover in 2016 amounted to over € 250 million. Thereof € 90 million were generated from sales, mainly outside Germany. Strategic emphasis was placed on realising divestments in London and Paris, with exceptional results. The acquisition of new assets also played an important role in the successful outcome. New assets under management amount to € 165 million split across 9 new properties, of which € 45 million are attributable to property management.

#### ➤ New sustainability strategy◀

Aik's management board implemented a new sustainability strategy on a company-level as well as on a portfolio-wide basis. All energy supply contracts managed by aik were consolidated and switched to climate-neutral processes. This also resulted in significant cost savings. Aik is proud to be one of the first real estate investment companies in Germany to achieve climate neutrality for all its real estate funds.

#### ➤ Outlook: moderate growth with focus on German properties◀

Aik's investment strategy continuous to focus on existing properties with an emphasis on developing and optimising an asset's building structure or rental potential. "This investment strategy allows us to play to our asset management strengths" explains Dr. Stephan Hinsche, spokesman of aik management board. "Besides, we like new development projects with an

angle, such as social housing or urban land developments." In addition to the "Big Seven", aik also focuses on regional economic centres. In 2017 deal flow generation in the German home market will take precedence over markets abroad and includes both commercial and residential properties.



Aik Headquarter in Düsseldorf;



Dr. Stephan Hinsche, spokesman of aik management board

## COMPANY PROFILE

aik Immobilien - Investmentgesellschaft mbH (aik) is a Germany-based international real estate investment company for occupational pension funds and insurance companies founded in 1999.

aik's assets under management currently amount to approx. € 2.9 billion and comprise 182 office and retail buildings in inner-city locations of major cities in Great Britain, France, Belgium, the Netherlands, Luxemburg, Austria and Germany and additionally residential properties in Germany.

Düsseldorf, January 12, 2017

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