

## PRESS INFORMATION

### **aik generates an annual performance of 8.5% and records growth of 10%**

aik Immobilien-Investmentgesellschaft mbH in Düsseldorf closes calendar year 2018 with an overall performance of approximately 8.5% (BVI return) and as a result generates a return for its investors considerably higher than the sector average. Real estate assets of approximately 3.4 billion € were under management on 31.12.2018, representing an increase of 10% versus the previous year (3.1 billion €). Total distributions of approximately 4.2% of average equity employed were made.

These consistently good returns over many years are due both to aik's investment strategy as well as to its business model thoroughly focussed on the letting business.

#### **Investment: expansion in the core business**

In terms of the value of purchase contracts, transactions for an amount of around 240 million € were carried out in 2018, representing a continuation of the previous years' investment activities. The investment profile was extended to the area of Northern Italy. Acquisitions were however focussed on the home market in Germany and on existing properties with office, commercial and residential premises. "We are very satisfied with the purchases realised and intend to carry out further acquisitions in our home market and in metropolitan areas in Western Europe. We are particularly gratified in the current difficult market by the acquisition of a total of ten properties that fit perfectly into our investment strategy", explains Dr. Stephan Hinsche, spokesman of aik's management board.

#### **Strong asset management: tenant loyalty rather than searching for new tenants**

Letting performance covers a total area of approximately 170,000 m<sup>2</sup> with an annual rental income of approximately 34 million €. A total of 245 rental contracts were concluded. Of this amount, approximately 70% were represented by contract extensions with existing tenants, partly including adjustments allowing the rent to be increased. This high proportion of contract extensions is a major contributory factor to the above-average overall performance of the real estate funds managed and is an impressive confirmation of the effectiveness of aik's consistent focus on the letting business in its business model. Over the whole real estate portfolio in Europe, the occupancy rate is approximately 94%.

### **“Climate-neutral” real estate funds**

Since 2016, aik has had a policy of avoiding or compensating for emissions subject to its area of influence in its whole domestic and foreign real estate portfolio. A policy of climate neutralisation of the whole portfolio through the protection and re-forestation of woodland areas and support to wind energy projects is confirmed by the acquisition of Gold Standard CO2 Certificates. The period of time until the properties can be refurbished from an energy point of view can be bridged and global climate goals supported through the application of CO2 compensation mechanisms.

aik joined the “Alliance for Development and Climate” founded by the the German Federal Ministry of Economic Cooperation and Development in 2018 as a founding member and is focused on the avoidance, reduction and compensation of CO2 emissions.



Dr. Stephan Hinsche (Sprecher der aik Geschäftsführung)

## COMPANY PROFILE

aik Immobilien-Investmentgesellschaft mbH (aik) is a German internationally operating company and has established itself successfully as the real estate investment company for occupational pension funds and insurance companies in Germany since it was founded in 1999.

aik's assets under management currently accounts for approx. 3.4 billion € and comprises 199 office and retail buildings in the European inner cities of Great Britain, France, Belgium, the Netherlands, Luxemburg, Austria, Italy and Germany as well as domestic residential estates.

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