



We stand for

# COMMERCIAL REAL ESTATE

An alliance member of  
 **BNP PARIBAS  
REAL ESTATE**





# Our claim: Top quality. In all areas.



As one of the leading real estate service providers in Austria, our goal is not only to maintain the top quality of our services, but to also continue our development in all areas.

Optimal service for the continuously changing needs of customers requires the highest possible professionalism and carefully structured processes. Only in this way can we provide our customers with the best decision-making tools for sustainably successful solutions.

In addition to our professional approach, we are committed to developing and maintaining close, personal contacts with the involved persons. Our reward is trust and long-term relationships with our customers. That inspires us and drives us to continue to offer all our customers the same high quality standards we have set for ourselves for more than 25 years.



Stefan Wernhart MRICS  
Managing Director | EHL Gewerbeimmobilien GmbH



We stand for

EXPERTISE



## Closer to the customer. Closer to the solution.

With our specialised know-how, market knowledge and a talent for finding the right property, we offer our customers commercial real estate with added value.

As one of the top players on the Vienna real estate market, we have advised a letting volume of more than 350,000sqm<sup>2</sup> over the past five years to the full satisfaction of our customers. Wide-ranging expertise, above-average commitment and an outstanding network make EHL one of the leading market partners for office and logistics properties.

The growing digitalisation of today's working world leads to maximum demands on modern office utilisation concepts. Increasingly complex automation processes require the development of even more efficient logistics systems.

### **We offer space for success:**

With a diverse, high-quality portfolio of newly constructed or refurbished office and logistics space and a clear focus on the needs of customers, EHL finds the right solution for every requirement. Our portfolio also includes numerous real estate development projects in the planning or project stage, which allow us to identify attractive options before the official start of marketing.



## Office Properties

# Tailored services. For tenants and landlords.

The strengths of our expert team range from individualised consulting on economic, legal and technical issues to complete process structuring.

The design of a “new world of work“ has become an innovative instrument for many companies to strengthen employee motivation and identification. As a result, location decisions are focusing more and more on urbanity, flexible and customisable areas for creative work and a variety of services.

In letting processes we give top priority to individual advising for both the tenant and landlord in order to offer specially designed solutions.

### Occupier Services:

- Definition of tenant-specific requirements
- Identification of suitable properties in the target region
- Analysis of the targeted properties and summary in a long list
- Detailed presentation of properties
- Comparison in an evaluation matrix based on previously weighted criteria (stay-vs-go analysis)
- Summary of results in a short list and assistance with decision-making
- Transaction support with market knowledge and market data (market reports, reference values, benchmarks etc.)
- Support and mediation during negotiations up to conclusion

### Landlord Services:

- Assistance in structuring suitable marketing channels, marketing concepts and media plans
- Access to detailed market data from EHL Market Research
- Support in developing a property-specific marketing strategy
- Interface to market participants
- Preliminary negotiations with prospective tenants
- Property tours with potential occupiers
- Regular reports on marketing activities
- Support and mediation during rental negotiations





## Logistics Properties

# Logistically. Quite logical!

The expansion of e-commerce is changing the needs of transportation and logistics companies – and has made the demand for clever logistics solutions greater than ever before!

The right logistics property plays an important role in reducing turnaround times and stock levels and ensuring on-time deliveries.

EHL analyses your requirements for warehousing, commissioning and distribution and provides support for the acquisition of a suitable build-to-suit site or existing property:

- Warehouses
- Distribution and logistics space
- Production space
- Workshop areas
- Service areas

EHL's experts advise both the tenants and landlords of logistics properties on subjects ranging from market evaluation to the conclusion of leases.

- Analysis of user-specific requirements (grid dimensions, hall heights, load capacity)
- Preparation of profiles for space and other requirements
- Market analyses and location preparation
- Acquisition and detailed evaluation of land, portfolio properties and development projects (brownfield vs. greenfield)
- Consulting and assistance for contract negotiations
- Support in the development of solution approaches

We stand for

CON  
SULTING





## Retail is detail.

And: The retail sector lives from change. That's why the success of retail and shop space is based on many small building blocks.

The needs and goals of the respective customer are a particularly important detail in this business. At EHL, every consultation therefore begins with an in-depth discussion. The benefits for our customers are based on our many decades of experience in this sector.

**Our services for retail and shop space cover the following:**

- Market entry support
- Location advising and concepts
- Acquisition of locations
- Assistance with site development, incl. network planning
- Development of realisation concepts for secondary and alternate use
- Rental of shop space
- Centre management and property management
- Market monitoring and market analysis
- Appraisal of retail properties
- Optimisation of national and international branch networks

Our real estate portfolio includes a large number of properties at different locations in the various usage sectors and in all size and price categories.

We stand for

EXPE  
RIENCE





## Think long-term. Act short-term.

The management of real estate is a particular challenge – because competition has grown stronger and the demands of customers and renters are increasing.

Our goal for your real estate is to optimise the property and improve your returns. We see real estate as a long-term investment – which is why we work for you and with you to create the right strategy and develop your property.

In the area of asset management, EHL sees itself as the optimal interface between the owner/investor and user/tenant or service provider/subcontractor in the active management and optimisation of properties and property portfolios.

An expert team supports you, above all in reporting and controlling, the selection of a strategy, the purchase and sale of properties and decisions on rental conditions. We have an outstanding national and international network in the most important Central European markets.

Solid investment management is the key to the continuous improvement of cash flow and long-term profitability.

**EHL's asset and portfolio management offers the following services for private and institutional investors:**

- Customer satisfaction, tenant support, key account management – EHL as the interface between the owner/investor and user/tenant
- Reporting and controlling – EHL as the interface between the owner/investor and service provider subcontractor
- Sustainable increase in value through active management
- Maintenance management – “keep the building fresh”
- Recommendations for strategy, acquisition, sale, rental prices and conditions
- Long-term strategic partnerships

We stand for

OVER  
VIEW





## Good prospects! With competent sound analyses.

The continuous monitoring and analysis of local markets and an ongoing dialogue with our customers create the basis for the development of products and services that reflect the markets in our business areas.

EHL Market Research offers focused and forward-looking insight into global real estate trends, which are updated quarterly and published in the form of various reports.

The meticulous research that forms the basis for EHL's reports and analyses includes information on markets and locations in the commercial, residential and investment areas. In this way, our research activities create a sound foundation for targeted investment and location decisions.

Our many years of activities in the national and international real estate sector guarantee a competent and realistic evaluation and presentation of the markets.

The customer-specific analysis of our market data forms the foundation for the development of individual real estate strategies.

### **Our reports. Informative and transparent:**

- Office Market Report
- Quarterly updates on the Vienna office market
- Commercial Retail Space Report
- Apartment Buildings House Market Report
- First Vienna Residential Market Report
- Investment Apartment Market Report
- City Map Vienna

## References | Office



Twin Towers | 1100 Vienna



Kohlmarkt 8-10 | 1010 Vienna



Viertel Zwei | Denk Drei | 1020 Vienna



The Icon Vienna | 1100 Vienna



QBC 1+2 | 1100 Vienna



Silo Plus | 1230 Vienna

## References | Asset Management



QBC 5 Hotels IBIS & NOVOTEL | 1100 Vienna



Zinshaus | 1020 Vienna



Euromarkt | 8605 Kapfenberg



## References | Logistics



Industrial Campus Vienna East |  
2431 Enzersdorf a. d. Fischa



SEGRO Business Park | 1230 Vienna



BenaHUB | IZ NÖ Süd, 2351 Wr. Neudorf

## References | Retail



Cheese & More | 1010 Vienna



HEMA | 1070 & 1150 Vienna



Scotch & Soda MaHü | 1070 Vienna



NEMA Starnberg | 82319 Starnberg | DE



CCC Shoes | 6410 Telfs



S.Oliver/A1 Shop | 4600 Wels

### Our view is always directed ahead:

The EHL Group makes its corporate values come alive.  
Every day. Competent. Dedicated. Passionate.  
In all areas of its business.

Advisory	Office Properties
Property Sales	Retail Properties
Property Management	Logistics Properties
Valuation	Residential Real Estate
Investment Consulting	Investment Apartments
Facility Management	Investment Properties
Construction Management	Apartment Buildings
Market Research	Industrial Real Estate
Asset Management	Land
Centre Management	Hotel Properties

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