



KKL
CONSULTING

Service Portfolio

of KKL Consulting GmbH



*The best way,
to get rid of a problem –
solve it.*

At home in the world, anchored in Berlin, Kurfürstendamm – KKL.



About KKL

KKL Consulting GmbH was founded in 1998 and is fully financed via equity. This leads to a high degree of independence and manifests the partners' confidence in their company's performance capability.

These are facts that guarantee every client impartial solutions.

Like a good director, KKL oversees the projects entrusted to it. It manages and moderates at the same time. The company's three managing partners pilot the projects themselves – hand in hand with their management personnel.

The flat hierarchy unique to the company is an important basis for its undogmatic method of approaching tasks. The widest variety of technical disciplines is incorporated into the project work from the outset. These help keep the door open for a broad spectrum of possibilities.

KKL's crew consists of experts in their respective disciplines. The specialized knowledge of every individual employee, the critical selection of service providers best suited for the respective project, and an exclusive network of specialists lay a sound basis for KKL's expertise.

The asset specialist *KKL Immobilienmanagement* and *Gutburg Mieterservice* are both KKL brands that were developed on the basis of market experience.

You will benefit from our experience in the fields of

- **CRISIS MANAGEMENT FOR INVESTORS AND FINANCIERS**
- **INVESTOR CARE**
- **CLOSED-END REAL ESTATE FUNDS**
- **REAL-ESTATE ASSET-MANAGEMENT**
- **PROPERTY MANAGEMENT**



CRISIS MANAGEMENT FOR INVESTORS AND FINANCIERS

No real estate engagement is immune to the risk of imbalance. The KKL team develops customized solutions on the basis of the multilayered expertise accumulated by the company. At KKL, success is clearly defined as the point in time when our services are no longer needed because the client's problem has been solved.

The calm-minded, capable KKL team is characterized by its speed, flexibility and readiness to take calculated risks. These are indispensable quality features needed to master complex tasks and projects that can be fraught with crisis.

JUST A FEW OF THE SERVICES OFTEN REQUESTED:

- Rescue acquisition of non-performing real estate
- Restructuring real estate or real estate companies
- Making properties ready for sale
- Organizing the sale via brokers and M & A specialists

KKL works in a structured and systematic manner. The methodology often goes beyond our clients' specifications and expectations.

This provides for an unobstructed view, as shortcomings are identified unsparingly and clearly listed. The result is that unrecognized interfaces can be determined and used in a manner geared towards the result.

INVESTOR CARE

Stockholders know all about it. Corporations usually have a separate department to help ensure optimal investor relations. And they are well advised to do so. Being on the best of terms with its stockholders is key to the corporation's prosperity.

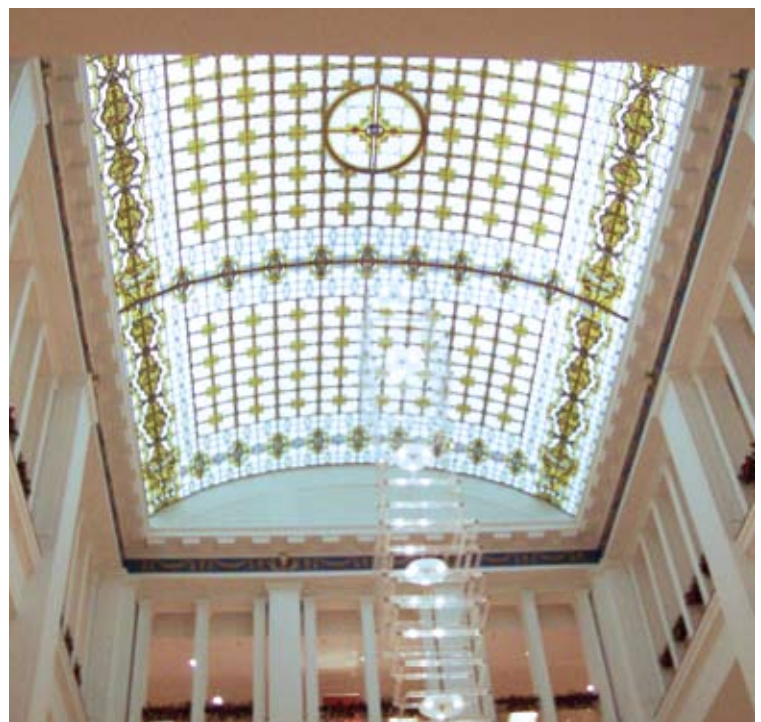
And real estate ownership? Who, apart from you, works on concepts to maintain and increase the value of your portfolio? While real estate is often still merely managed in this country, KKL has long dealt with the strategic alignment of real estate assets.

Swift and at the same time sustainable action, imagination, and open communication with the investor are as indispensable as the availability of an interdisciplinary range of experts and first-rate expertise in the financing sector.

KKL analyzes your real estate assets and draws up concepts for structuring them profitably in terms of both corporate and tax law that will hold their own before the law. It will provide knowledgeable support for the work of auditors and tax advisors resulting in reduced consulting costs. The KKL team accompanies its clients through the purchase or sale process, develops sale strategies and arranges for and optimizes the capital service.

Throughout this process the investor has a personal contact at his service – someone with direct access to a network of specialists who keeps his eye on the ball until you have achieved your objectives.

Potsdam: Brandenburger Straße



CLOSED-END REAL ESTATE FUNDS

Handling closed-end real estate funds requires experience and imagination. This is a pairing that leads to a deep understanding of clients' hardships and problems.

THE MANAGEMENT

The management of a closed-end real estate fund is realized by the general manager or dispatcher. KKL oversees a number of closed-end real estate funds of different legal forms in their various functions.

A closed-end real estate fund is an enterprise with partners that have certain expectations of the management, including active control of transactions, regular reporting and a constant eye on optimizing the enterprise value. Many years of experience in the management of closed-end real estate funds, combined with real estate-oriented, legal and fiscal expertise, enable the KKL team to efficiently and cost-effectively take on management functions in the interest of the partners. We have every confidence in the KKL team's abilities and therefore allow our clients to determine the contract length. The team's expertise also ensures customer satisfaction. This philosophy has thus far always led to long-term cooperation.

Berlin-Kreuzberg: Viktoria Quartier



Leipzig: Natonekstraße





THE CRISIS-HIT CLOSED-END REAL ESTATE FUND

This is one of KKL's areas of expertise. Be it at the initiative of an advisory board or a partner, or as a consultant commissioned by the management – KKL works on the commercial reorganization of distressed real estate funds. After a precise analysis of the circumstances, a majority of the partners decide on the basis of data and facts whether the best course is economic restructuring or the application of the real estate asset. KKL's extensive experience from a number of distressed funds makes it easier for all parties to get involved, as our work often starts at the point when others have already given up. This could be at a time when the divide between expectations and feasibility is just as great as the resistance of those involved to deal with options previously left unconsidered.

IN ADDITION TO THE CLASSIC FUNCTIONS

- Problem analysis
- Optimizing the options for acting
- Agreement with the banks issuing loans
- Arrangement of the necessary shareholders' resolutions
- Restructuring or processing support

KKL often assists its clients on unconventional paths and leads them and their projects through critical waters with patience, stamina and perseverance.

REAL-ESTATE ASSET-MANAGEMENT

The type of asset management that fits this description includes interdisciplinary planning, management and control of all factors with an influence on value, and measures in the utilization phase of real estate.

KKL offers professional real estate asset management for portfolios and individual properties of owners at home and abroad. Different locations within a portfolio are just as little of a problem as taking into consideration the legal and tax framework conditions in the country in question.

The scope of KKL's work ranges from handling an entire city district for an international investor via looking after family offices to investment in condominiums or a rental property as a provision for old age.

The close connection between KKL and its asset management specialists, *KKL Immobilienmanagement* and *Gutburg Mieterservice*, forms the basis for success in this core segment. The client determines the contents and extent of services. The individual residential or commercial unit is always the benchmark for the range of services.

Berlin-Friedrichshain: Eldenaer Straße





Dresden: Schweitzer Straße

A BRIEF LOOK AT THE SERVICE SPECTRUM:

- Portfolio analysis/management and permanent monitoring
- Continuous controlling and reporting
- Concepts for optimizing rental income and cost reductions
- Redevelopments
- Realizing location and use potential (e.g. aggregation, expansion, implementation) and securing long-term marketability
- Control of structural measures (appreciation and subsequent use of space, realizing tenant-specific area expansions, reconstruction and maintenance)
- Cost optimization (e.g. by lowering ongoing costs in the areas of energy and vacancies)



Leipzig-Grünau



Berlin: Herzbergstraße

PROPERTY MANAGEMENT

Property management is first and foremost a matter of good workmanship. From managing a single property or condominium to handling an entire district, KKL can do it all:

- Classic house and condominium management
- Rental property management such as stabilization/increase of cash flow by means of long-term tenant loyalty and identification of rent increase potential
- Standardization (of rental agreements, cost structures, etc.)
- Receivables management
- Management of maintenance and repairs
- Transparent and timely reporting (day-by-day bookkeeping, systematic data procurement on liquidity, vacancies, and rental trends)
- Proactive concepts for letting and marketing activities

Together with its management specialist Gutburg Mieterservice, KKL manages the real estate that is entrusted to it as if it were its own.

Where others frequently come unstuck on their clients' conflicts of interest, KKL enjoys the trust of private owners, investment companies, banks, and insolvency administrators in equal measure.

FIGURES, DATA, FACTS

Established: 1998

Locations: 13, nationwide

MANAGING PARTNERS

Dr. Christian Lauritzen

Caroline Weber

Guido Wodetzki

HUMAN RESOURCES

- Legal practitioners*
- Business school graduates*
- Bankers*
- Real estate salespeople*
- Insurance salespeople*
- Paralegals and notary assistants*
- Accountants*
- Tax clerks*
- IT specialists*

702,930.33 m² under management
with

11,918 residential and business units
of these about

2,500 condominium units
and more than

60 investment companies
with about

7,650 residential and business units
about

38 million Euro annual rent
approximately

650 million Euro equity
and more than

7,000 shareholders

KKL – not only looking at Berlin





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