



Press release

TERRANUS advises Deutsche Wohnen on the takeover of the retirement home company Hamburger Senioren Domizile

Cologne, 2 January 2017. The real estate company Deutsche Wohnen is taking over the retirement home company Hamburger Senioren Domizile GmbH (HSG). The takeover includes both the company's properties and the operation of three HSG facilities. Social real estate specialist TERRANUS once again acted as the advisor to Deutsche Wohnen.

The HSG portfolio includes three retirement homes in the Hamburg districts of Eidelstedt, Wandsbek and Blankenese, offering a total of 500 places. HSG was the owner and operator of the facilities. The takeover will allow Deutsche Wohnen to continue on its growth path. Only back in August, the real estate company had acquired a Berlinovo portfolio of 28 facilities.

As with the Berlinovo deal, Deutsche Wohnen received support from the social real estate consultancy firm TERRANUS. As part of its advisory mandate, TERRANUS looked, in particular, at the overall legal framework, the situation regarding demand and the competition, as well as the operator concepts and profitability of the facilities. TERRANUS will continue to support Deutsche Wohnen in the long term even after this portfolio deal.

This means that TERRANUS has provided support for four major transactions on the social real estate market in the space of only a few months. In addition to the Berlinovo takeover by Deutsche Wohnen as mentioned above, the Cologne-based consultancy firm was also involved in transactions including the sale of a Patrizia portfolio to Hemsö, the purchase of the IMMOGroup by Activum SE and the sale of the Corpus-Sireo portfolio to a special fund managed by the insurance company Gothaer Versicherung.

About TERRANUS:

TERRANUS is one of the leading specialist estate agents and consultancy firms for social properties in Germany. For more than 20 years now, the company has advised



investors and operators on all issues relating to the efficient operation of social properties.

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