

Press Release

HIH's Letting Management goes from strength to strength

- Vacancy rate more than halved across the overall German portfolio and non-affiliated client mandates
- Occupancy increased from 93.3 percent to 96.8 percent over the past twelve months

Hamburg, 20 July 2016 – The Letting Management business of HIH Real Estate GmbH (HIH) continues to exhibit strong momentum. Across its overall German portfolio, HIH reduced vacancy by more than half from 6.7 percent to 3.2 percent within one year. The same applies to the external mandates of HIH where the Letting department also succeeded in reducing vacancy significantly from 11.1 to 5.4 percent during the period under review. About every third lease facilitated by HIH has been concluded on behalf of clients outside of HIH Group.

Over the first six months of the year, HIH's Letting Management concluded 68 new leases for a total of circa 60,000 square metres. This is in line with the previous year's level.

As a result, HIH's occupancy increased from 93.3 percent to 96.8 percent over the past twelve months. The company expects to bring occupancy across its current German stock of slightly over two million square metres of space to about 98 percent by year-end.

In its renewals effort, HIH's Letting Management currently achieves new fixed lease terms of close to 54 months on average (previous year: 49 months).

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"We have already been very successful this year in quickly reducing vacancies, and our renewals activities also remain rewarding. Beyond the broadly positive office market environment, this achievement is due particularly to the top quality of our letting management system, our strong network and the expertise and commitment of our teams most of who operate locally in our five letting management offices."

Ken Kuhnke, Head of Letting at HIH Real Estate



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HIH’s Letting Management provides property services both for buildings managed on behalf of Warburg-HIH Invest and non-affiliated clients. It takes a structured approach to letting. After analysing the property and determining its potential, it selects and implements demand-oriented measures based on the specifics of each property and its location.

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About HIH Real Estate

For decades HIH Real Estate (HIH) has pooled the property-related investment and service activities for the Warburg Group. HIH Real Estate is one of Germany’s biggest independent managers for real estate investments and steers and manages real estate assets worth more than EUR 11.6 billion. The main focus of HIH’s activities is found in portfolio and asset management as well as in property management, letting and project development. HIH Real Estate is headquartered in Hamburg and employing more than 400 professionals including subsidiaries and affiliates.

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