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## *Press Release*

### **HIH Group presses ahead with digitalisation and expands partnerships with proptechs**

- Partnerships with four proptechs
- Coyote platform already in use by fund and transaction team
- Further cooperation with EVANA, Assetti and a Hamburg-based proptech

**Hamburg, 13 May 2020** – The HIH Group is pressing ahead with its digitalisation strategy and is now cooperating with the proptechs EVANA, Coyote and Assetti, as well as a further Hamburg-based IT company in the asset management sector. Last year the HIH Group pooled the topics of IT innovation and digitalisation within its corporate structure. Stefan Rath, Team Leader Real Estate and Investment Management Applications at INTREAL Solutions, and Florian Schnieder, Head of Strategic Data Management at HIH Real Estate, are responsible for pinpointing new ideas and selecting technologies. They will be in charge of all the processes associated with digital evolution and will also be available to more than 800 HIH Group employees as digitalisation advisers.

“Our first step was to inspect suitable concepts, review the added value they could bring and, in particular, scrutinise the solution-oriented adjustment of processes and workflows”, says Florian Schneider, Head of Strategic Data Management at HIH Real Estate. “We have found the right partners and IT solutions in the shape of Coyote, EVANA, Assetti and one other proptech.”

“We have already completed the test phase for the Coyote platform, and it has been in daily use by our transaction and fund management teams since March”, adds Stefan Rath, Team Leader Real Estate and Investment Management Applications at INTREAL Solutions. “So far the feedback from our colleagues has been extremely positive. We are also progressing well with the Assetti platform, which we intend to have firmly integrated in the HIH Group’s processes by the second quarter of 2020.”

Coyote is a UK-based acquisition pipeline and asset management platform for commercial real estate. The platform’s benefits include standardised data and enhanced data visualisation, which allow potential transactions to be assessed more easily, and significantly accelerate decisions.



The integration of Assetti into the HIH Group's processes is also at an advanced stage. Assetti is a Finnish proptech company whose platform offers a digital real estate and asset management solution. Assetti collates all property asset data into a single application, allowing asset, fund and property management teams within the HIH Group to maintain a simple and up-to-date overview of all properties.

The first wave of HIH Group properties have already been integrated into the EVANA platform, with others now set to follow. The EVANA platform's AI technology allows all documents to be filed in a structured manner at the property level. In addition, the intelligent system extracts and evaluates relevant data from documents, processes and external sources.

A further partnership is in place with a Hamburg-based proptech that currently focuses on individual sub-processes at the HIH Group, such as the leasing process.

The Coyote and EVANA software solutions have already been integrated into the easol solution, the all-in-one IT programme developed by easol, and are also available to companies outside the HIH Group. control.IT and INTREAL founded the easol sales platform last year. easol platform solutions currently have assets under management of over EUR 34 billion, including properties held by the HIH Group and INTREAL.

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**Florian Schnieder, Head of Strategic Data Management  
HIH Real Estate**

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**Stefan Rath, Team Leader Real Estate and Investment Management Applications  
INTREAL Solutions**

## About HIH Real Estate

The HIH Group (HIH Real Estate) is the leading provider of all-in-one real estate investment management in Germany. Our service range covers the entire life cycle of commercial real estate and extends from project development and the structuring of real estate investments through to asset and property management. We stand out thanks to our bespoke investment solutions and efficient fund administration. Our clients benefit from the



extensive service range of the individual companies, quick decision-making and close cooperation within the HIH Group.

With around EUR 33.3 billion in assets under management and 762 employees at ten locations, we find, develop and manage commercial real estate throughout Europe.

More information can be found on the company's website at: [www.hih.de/en](http://www.hih.de/en)