

SPOTLIGHT: NURSING REAL ESTATE & SENIOR LIVING HOMES

Real Estate Valuation by IMMOTISS valuation

Added value & knowledge
gain through complementary
market know-how & additional
(operator) perspectives

VALUER

IMMOTISS

WHY WE ADVISE

OUR APPROACH TO CONSULTING

We Connect the Market Players

Our expertise is based on a comprehensive view of perspectives and goals of all players during the life cycle of the property and its operation. Our aim is to support all parties involved in profitable and sustainable management. We are convinced that we can contribute by developing shared solutions and building bridges between the parties involved.

WHO WE ADVISE



OPERATORS

A seamless operation with quality care & services: We help to identify operational weaknesses, increase profitability and at the same time ensure high standards.



INVESTORS

We provide clear insights into market trends, location assessments, and operator analyses, while also facilitating connections to valuable investment opportunities.



MUNICIPALITIES

Age-appropriate infrastructure: We provide support in the planning and implementation of healthcare, nursing and senior citizen properties, identify locations and develop concepts that are tailored to the needs of the elderly



ASSET-MANAGERS

Successful asset and portfolio management: Recognizing opportunities, minimizing risks – we offer comprehensive analyses and reporting to ensure that investments are positioned sustainably.



BANKS

Risk assessment and monitoring: Monitoring service with detailed assessments of the property and operation. Making informed decisions and taking timely actions to preserve and enhance value.



PROJECT DEVELOPERS

Meeting the needs of the market: Developing forward-looking concepts and identifying suitable operators. Realizing projects that meet the requirements of the ageing population and future generations.

OUR HISTORY OF PROVIDING ADVICE

EVOLUTION OF CONSULTING

Step by Step towards a Comprehensive Approach

IMMOTISS has evolved from a specialist for health, care and senior citizens' properties to a comprehensive consultant for all relevant property market issues. We master the individual languages, points of view and perspectives of all market players.

STAGE HIGHLIGHTS

| | |
|------|----------------------------|
| 2024 | WHITE PAPER CLASSIFICATION |
| 2024 | SENIOR LIVING REPORT |
| 2023 | GOOD CARE AWARD |
| 2019 | NURSING HOME RADAR |
| 2018 | TRASENIX DATABASE |
| 2017 | HEALTHCARE PROPERTY REPORT |
| 2013 | NURSING HOMES REPORT |

MILE STONES

2024 VALUATION PERSPECTIVE

- » [Founding of IMMOTISS VALUATION](#)
- » Property market valuation with a focus on care and retirement properties
- » Member in the section for social care properties of HypZert GmbH

2023 (RE-)FINANCING PERSPECTIVE

- » [Founding of business unit refinancing & business development \(Office Bremen\)](#)
- » Inpatient care, outpatient care, assisted living
- » Operator network, health insurance funds and funding agencies
- » Political environment, districts & municipalities

2020 OPERATING PERSPECTIVE

- » [Founding of the operational & interim management business unit](#)
- » Concept development & implementation
- » Ramp-up, operational crisis management

2018 MARKET-DATA PERSPECTIVE

- » [Go-live of Trasenix® database for the entire care and senior living market](#)
- » Data management & comprehensive market coverage
- » Analyses, monitoring & customer tools

2017 PROJECT DEVELOPMENT PERSPECTIVE

- » [Conception & development of new market players](#)
- » Modernization & restructuring of existing properties
- » Greenfield developments

2012 M&A-PERSPECTIVE

- » Advice on expansion & development of nursing home operators
- » Due diligence advisory

2009 PROPERTY INVESTOR PERSPECTIVE

- » [Focus on healthcare, nursing & senior properties](#)
- » Development of investor network
- » Analyses & transaction consulting

2008 FOUNDATION AND GROUND-BREAKING

- » [Launch of IMMOTISS as a property market consulting company and platform](#)

EXPERT QUALITY PLUS MARKET EXPERTISE

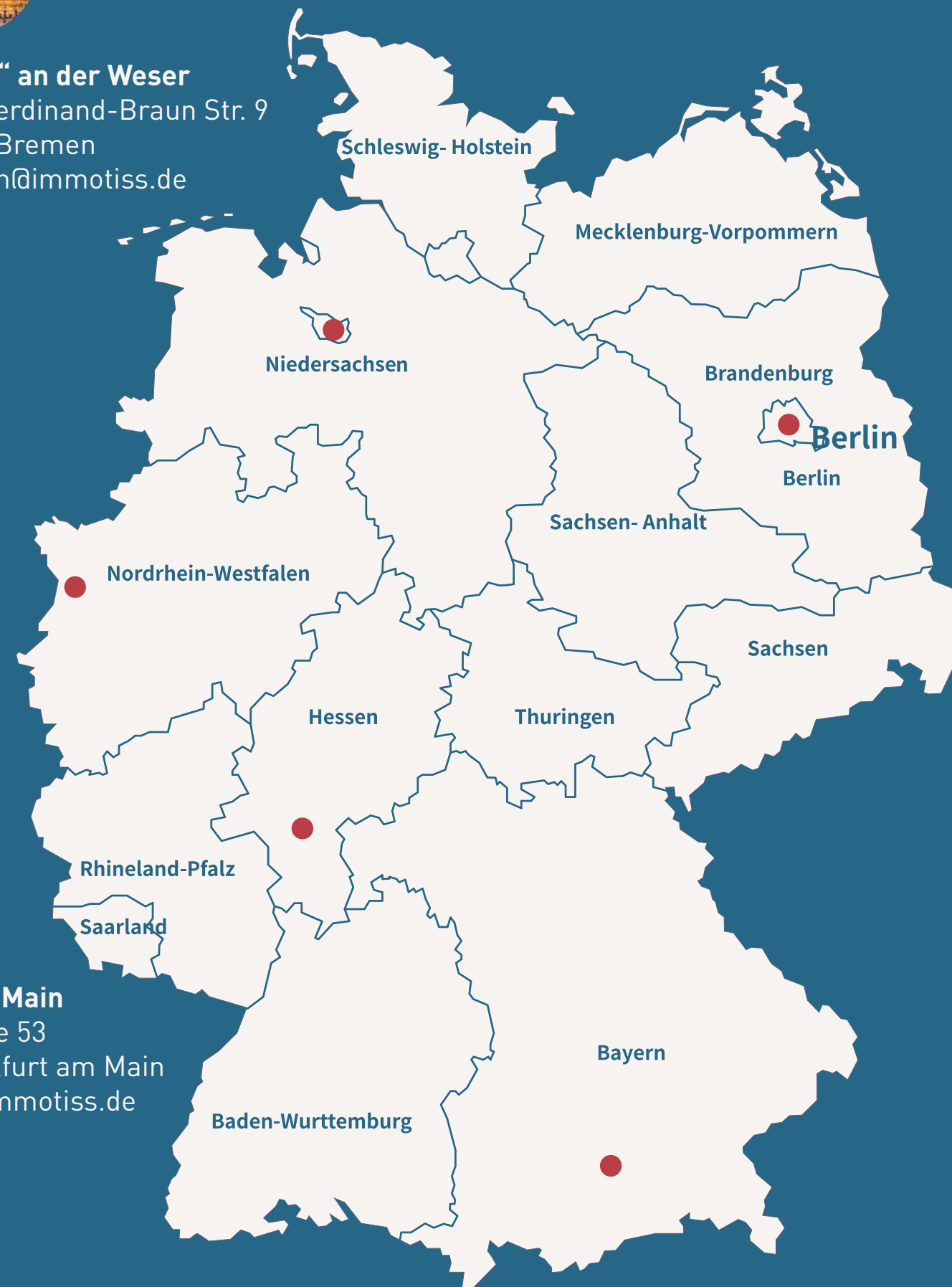
Valuation by IMMOTISS



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- » **> 20 years on the market**
- » **> 30 employees**
- » **Two office locations**
 - Frankfurt office
 - Bremen office
- » **Further branches**
 - Berlin office
 - Munich office
 - Lower Rhine
- » **Nationwide coverage** for local market expertise and ad-hoc inspections
- » Coverage of **all types of use** (residential, office, retail, etc.)
- » Expertise in **operating concepts and operation** of nursing homes & senior living facilities
- » Extensive **network of relevant players** in the sector
- » Long-standing reputation as an **innovative and transparency-creating** consulting company on the market



VALUATION EXPERTISE “PLUS”

Spotlight on Healthcare & Senior Living

The valuation of care properties and senior living facilities requires specialized expertise, since in addition to classic criteria legal regulations, operator risks and the dynamic development of fees must be taken into account. For institutional investors and financial service providers, well-founded analyses are essential in order to accurately assess investment risks. Our expertise combines real estate management with comprehensive know-how in the real estate sector for care, senior living and healthcare and thus enables a holistic assessment of this specialized asset class.



MARKET KNOWLEDGE

Profound analysis for your success

Our valuations are based on in-depth knowledge of regional market conditions and the specific requirements of the asset class.



ON TIME

Punctual and reliable

We guarantee compliance with agreed deadlines and ensure that your expert reports are provided quickly and accurately



CUSTOMER FOCUSED

Individual and clear communication

We focus on your needs - tailor-made solutions and clear communication are a top priority for us.



We offer certified quality!

The terms “expert” and “valuer” are not protected by law, which is why a recognized qualification and insightful expertise are crucial.

HEALTHCARE SPECIALIST & MARKET EXPERT

Tim Schulte

Healthcare Real Estate

EXPERTISE

- » **Real estate valuation & consulting:** Many years of experience in the valuation of individual properties and portfolios as part of investment transactions, accounting and financing - nationally and internationally.
- » **Focus on special real estate:** Nursing homes, assisted living, medical centers, (rehab) clinics as well as modern living such as student housing and co-living.
- » **Market analyses & investment strategies:** Responsible for market analyses and the development of investment strategies, especially for healthcare properties.
- » **Regulatory expertise:** In-depth knowledge of the regulatory framework in the real estate sector, especially for healthcare and residential real estate.

VITA

- » Managing Director, IMMOTISS valuation GmbH
- » Senior Director & Team Leader Operational Real Estate, CBRE Valuation Advisory Services, Berlin
- » Angermann Valuation and Advisory GmbH
- » Valuers Schlicht und Kollegen
- » TÜV SÜD ImmoWert GmbH

CERTIFICATIONS

- » MRICS – RICS Registered Valuer – HypZert (F) nach DIN EN ISO/IEC

„Valuing means understanding - especially in the case of special properties that are closely interwoven with operations and operators. With IMMOTISS, we create the connection that generates real added value.“



EXPERIENCED REAL ESTATE VALUER

Nico Schultz

HypZert (F), RICS

EXPERTISE

- » Real estate valuation (market value and mortgage lending value appraisals)
- » Valuation of all common asset classes (residential, commercial and special real estate)
- » Focus on national and international valuation proceedings
- » Valuation for financing, transactions, balance sheets, IPOs
- » Valuation of non-performing loans and residential portfolios
- » Project management for large-volume valuation projects

VITA

- » Schultz & de Vries real estate valuation PartG mbB (partner)
- » Schultz Immobilienbewertung (independent real estate appraiser)
- » apollo valuation & research GmbH (Director - Valuation)
- » JKT Immobilien GmbH (Branch Manager Frankfurt, authorized signatory)
- » apollo valuation & research GmbH (Director - Valuation)
- » Jones Lang LaSalle GmbH (Senior Consultant / Principal Consultant Residential Valuation)
- » Dr. Lübke GmbH (Consultant Valuation Advisory)
- » Schultz GmbH real estate valuation & property management (property manager, broker)

CERTIFICATIONS

- » MRICS - RICS Registered Valuer - HypZert (F) according to DIN EN ISO/IEC - BAFIN § 216 KAGB - LANDKREIS MILTENBERG - honorary valuer

“Every care property represents a unique challenge and requires a customized valuation. No assignment is like the other – and that’s what makes my job so exciting.”



STRATEGIC REAL ESTATE EXPERT

Rainer de Vries

HypZert (F), RICS

EXPERTISE

- » Real estate valuation (market value and mortgage lending value appraisals)
- » Valuation of all common asset classes (residential, commercial and special real estate)
- » Focus on national and international valuation methods
- » Valuation for financing, transactions, balance sheets, IPOs
- » Valuation of non-performing loans and residential portfolios
- » Project management for large-volume valuation projects

VITA

- » Schultz & de Vries Real Estate Valuation PartG mbB (Partner)
- » RDeVries Immo | Real Estate Valuation & Consulting
(Freelance real estate appraiser)
- » Persch Consult GmbH (Managing Director, Senior Valuer)
- » CBRE GmbH (Associate Director, Head of Real Estate Valuation, Düsseldorf office)
- » Deutsche Postbank AG (Head of Real Estate Valuation)
- » Deutsche Pfandbriefbank AG (Associate Director, Düsseldorf office location)
- » TÜV SÜD ImmoWert GmbH (management functions for several areas, provisional management, authorized signatory, regional manager Northwest)
- » BHW Bausparkasse AG (expert for the valuation of developed and undeveloped properties)

CERTIFICATIONS

- » MRICS - RICS Registered Valuer - HypZert (F) according to DIN EN ISO/IEC - BAFIN § 216 KAGB - STADT RATINGEN honorary valuer



“Our expert reports fulfill the highest quality standards and are tailored to the special requirements and challenges of this asset class.”

EFFICIENCY VIA STRUCTURE

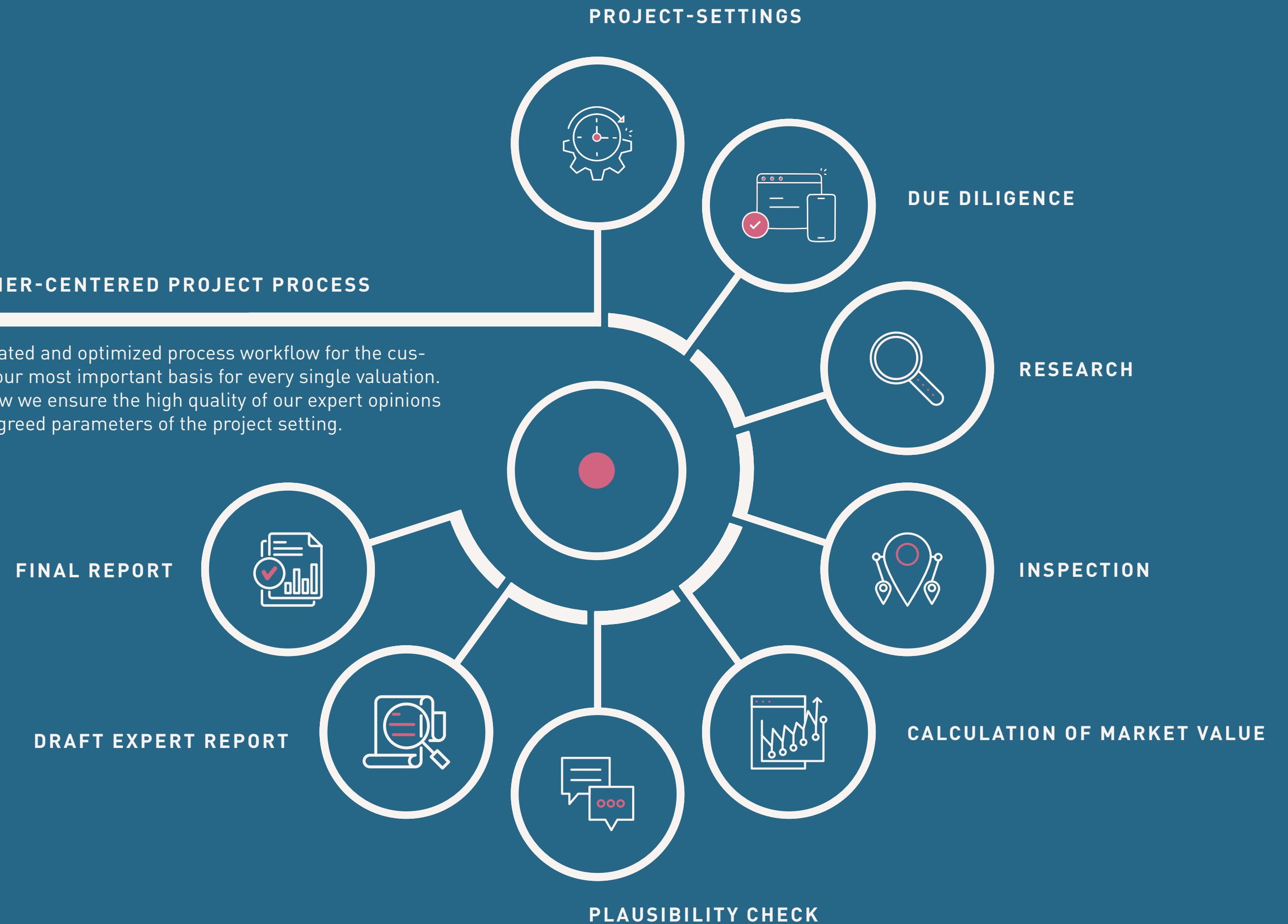
The key to high-quality expert reports

Clear processes are not only a question of efficiency but also decisive for the quality and accuracy of every appraisal. Our structured approach guarantees that all valuations are carried out systematically and to the highest standards. This includes the precise definition of phases of the project from the initial data collection to the final documentation. By defining clear processes and responsibilities within the team, we ensure that no detail is overlooked and that all deadlines are strictly met.

This way we ensure that our reports are not only well-founded and precise but are also completed on time to meet the requirements of our clients at all times.

CUSTOMER-CENTERED PROJECT PROCESS

A coordinated and optimized process workflow for the customer is our most important basis for every single valuation. This is how we ensure the high quality of our expert opinions and the agreed parameters of the project setting.

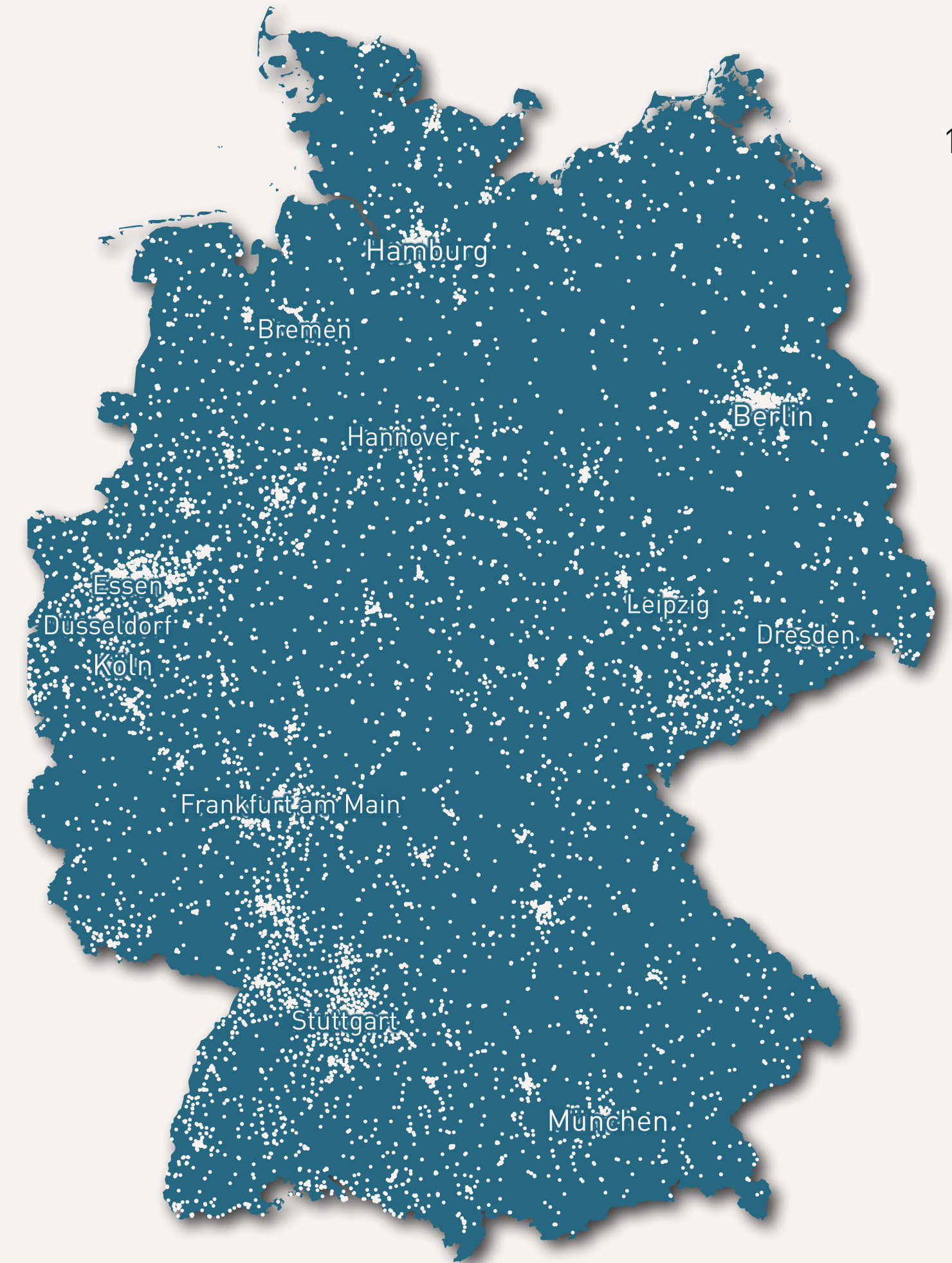


IN-DEPTH HEALTHCARE MARKET EXPERTISE AS USP

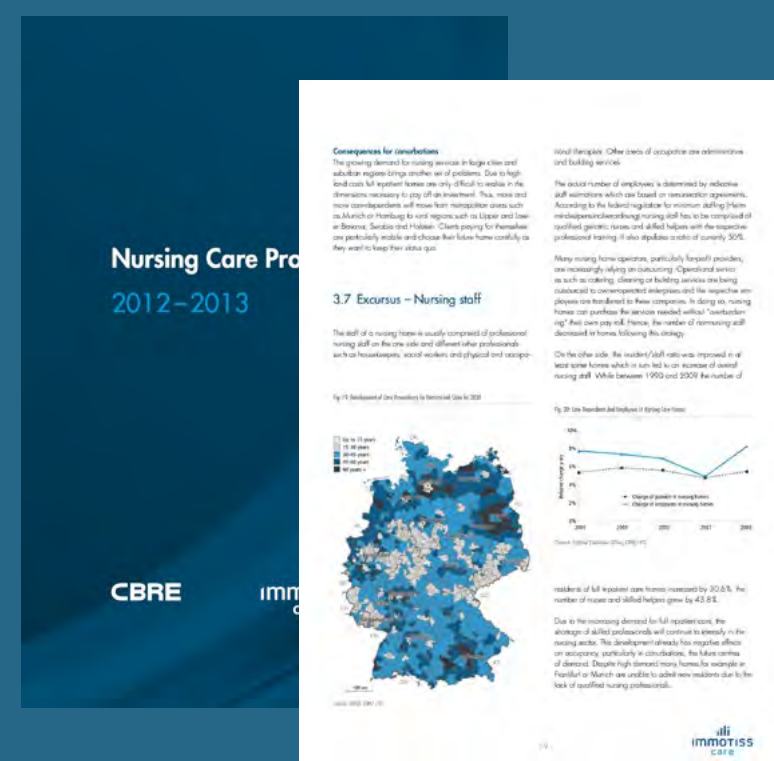
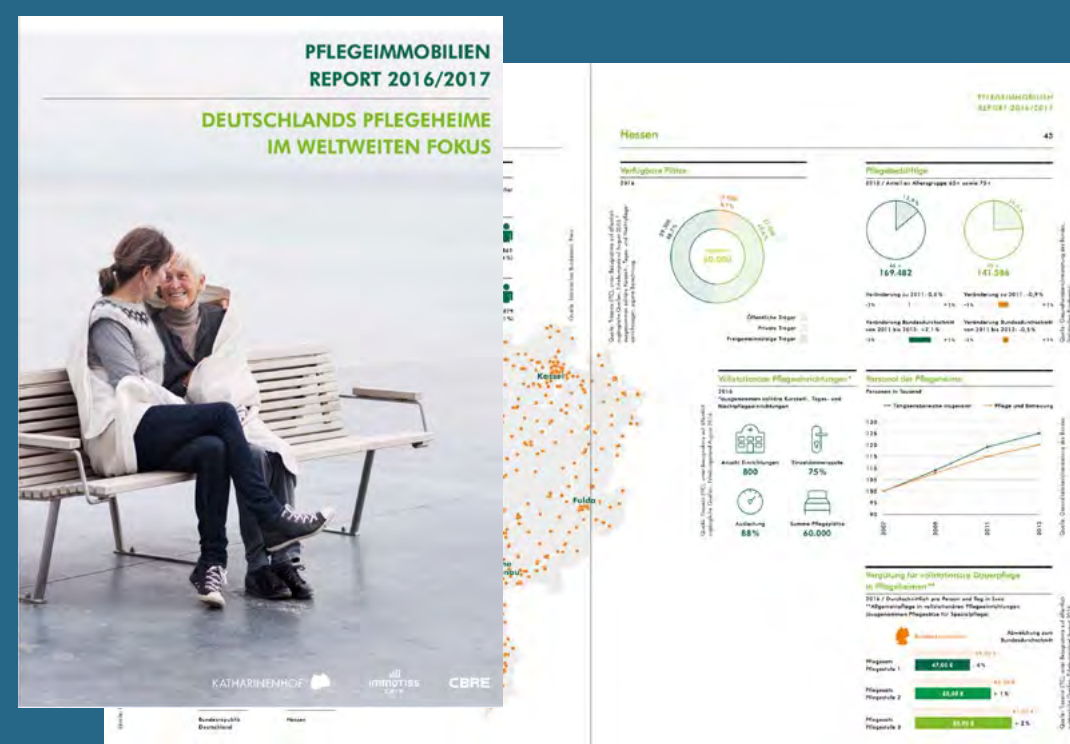
We know the market

For more than a decade, IMMOTISS has been deeply rooted in the nursing care and senior living market, supported by our extensive network of key players such as investors, operators, funding institutions and authorities. Our in-house database Trasenix enables us to work with leading industry partners to develop precise market data and analyses that make the market more transparent.

As experts who examine the topic of care and senior living from all perspectives, from real estate analysis to operational management, we set new standards in the market. With IMMOTISS valuation, we are expanding our range of services to include real estate valuation in order to offer comprehensive solutions from a single hand.



CBRE



VALUATION BY IMMOTISS

We are the bridge between healthcare & real estate

Our real estate valuations go beyond the classic appraisal. With the additional modules and analyses of the IMMOTISS platform, we create clear added value for our clients and the market as a whole. This creates a stable bridge between the players, which strengthens mutual understanding and the complex challenges of the sector.

VALUATION SPECIAL: HEALTHCARE ADD-ONS

Precision and market knowledge for well-founded decisions

The care and senior living asset class represents one of the most complex and dynamic areas of the real estate market. In view of the current market situation, a well-founded valuation requires not only excellent appraisal skills, but also a deep understanding of the sector-specific structures and challenges.

Based on comprehensive market knowledge and our specialized expertise, we have developed four add-ons that go beyond the traditional valuation reports. They offer additional, insights and thus guarantee maximum transparency. These additional analyses turn our appraisals into valuable decision-making aids that go beyond the informative value of conventional valuations.

HEALTHCARE-ADD-ONS
– In addition to the
real estate valuation

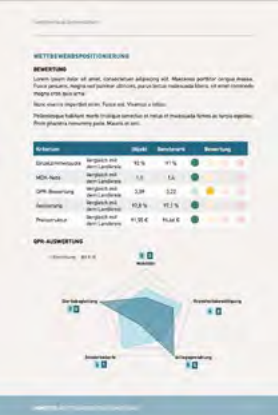
THIRD PARTY
OPERATOR CON-
TINUATION INDEX



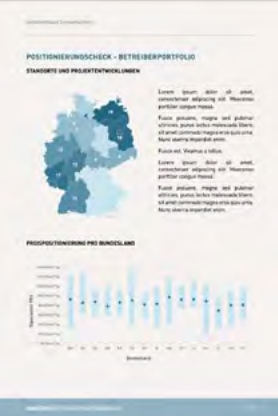
INVESTMENT
COST GROWTH
POTENTIAL



COMPETITIVE
POSITIONING
INPATIENT CARE



OPERATOR
CHECK
“FUNDAMENTALS”



Support and Consulting Services



MARKET KNOWLEDGE
Analysis & Monitoring

- » LOCATION ANALYSES
- » COMPETITION ANALYSES
- » OPERATOR ANALYSES
- » MARKET POTENTIALS
- » MONITORING



PROPERTY TRANSFERS
Transaction Support & Mediation

- » BUYING AND SELLING
- » OPERATOR PROCURATION
- » DUE DILIGENCE



PROFITABILITY
Refinancing & Business Development

- » COMPENSATION NEGOTIATION
- » ACQUISITION/FOUNDING
- » CONCEPTS/PROPOSALS
- » COST MANAGEMENT



TRASENIX® DATA BASE
Market Database Research & Reports

- » NURSING HOME RADAR
- » ENVIRONMENT REPORT
- » COMPETITION REPORT
- » QPR REPORT
- » ASSET MANAGEMENT-REPORT



OPERATOR EXPERTISE
Operational & Interim Management

- » INTERIM MANAGEMENT
- » RESTRUCTURING
- » RAMP-UP



PROPERTY VALUATION
Market & Mortgage Lending Valuation

- » BUYING AND SELLING
- » BALANCING
- » CAPITAL INVESTMENT CODE
- » FINANCING
- » CAPITAL MARKET TRANSACTIONS



Consulting that **connects.**

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