

PROPERTY, BUSINESS & MARKET – THE INTERACTION MAKES THE DIFFERENCE

Healthcare is Teamwork – Values are Created Together

Real estate is the foundation,
operations are the heart, markets are
the framework. Together, they ensure
economic viability and high-quality care.

IMMOTISS

IMMOTISS

Since 2009, We drive Progress in Healthcare & Senior Living

With experience, expertise and a keen eye for quality, we set standards in an industry that inspires us. Over the past two decades, we have shaped developments and have driven them forward.

We act with conviction, responsibility and passion.



BECAUSE IT'S A PEOPLE BUSINESS

Roles & Responsibilities

Responsibility starts with people.

At IMMOTISS, a team of experienced professionals pool their expertise to achieve a common goal: creating sustainable value in the healthcare and senior living sector.

Our team works in a pragmatic, data-driven manner that is closely aligned with the real challenges facing the industry. Our expertise in real estate, operations, and the market is seamlessly coordinated. This results in solutions-based advice.

The people behind IMMOTISS stand for reliability, clear analysis, and an understanding of the factors that determine the viability of a property and its operation. For us, responsibility is not an abstract concept, but a living practice that we implement in our mandate, in dialogue, and in every result.

SABINE HIRTREITER
Development & Concepts



JOCHEN ZEEH
Investments & M+A



REBECCA BERNSDORF
Analysis & Monitoring



**FULL CIRCLE
HEALTHCARE
EXPERTISE**
Comprehensive
consulting for
sustainable value
creation.

DANIEL WOLF
Asset Management



TIMM KLÖPPER
Refinancing &
Business Development



TIM SCHULTE
Real Estate Valuation



CHRISTIAN WAGNER
Trasenix Database



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KEYFACTS IMMOTISS

On-site Nationwide



ON THE MARKET
SINCE 2009



TWO HEADQUARTERS:
FRANKFURT & BREMEN



FOUR LOCATIONS
LOCATIONS



OVER 25
EXPERTS

A SUBSTANCE THAT SUPPORTS

Real Estate as the Foundation for Care and Added Value

Real estate forms the basis of a stable supply. It has a long-term impact – in both new and existing buildings – and must support operations and the market in equal parts. Its value only arises through interaction: when the building fabric supports operations while remaining future-proof and meeting market requirements.

» **FUNCTION & USAGE**

Well-designed floor plans, flexible spaces and features that support operations at work

» **SUSTAINABILITY**

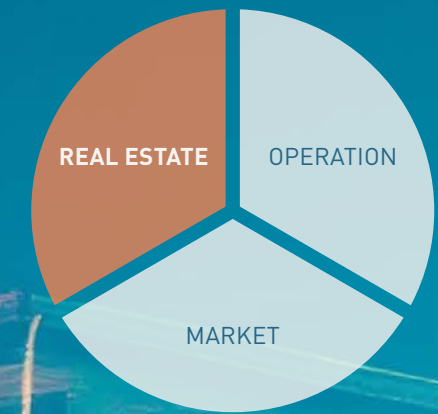
ESG criteria, high energy efficiency and renovation potential ensure long-term viability

» **LOCATION QUALITY**

A location that generates demand, ensures accessibility and opens up future prospects

» **FUTURE-PROOF**

Properties that can support changing needs and concepts in the long term



TRANSACTION ADVISORY & MEDIATION

Targeted approach, selection and negotiation with suitable operating partners from our network



DUE DILIGENCE / FINANCIAL & OPERATORS

Comprehensive reviews of economic efficiency, operator structure and business model



PROACTIVE ASSET MANAGEMENT

Active coordination of concepts, processes and documents for the development of value



REAL ESTATE VALUATION

Detailed valuation and professional preparation for market-oriented decisions

AN ORGANIZATION THAT WORKS

Operations as the Heart of Stable Care Structures

Sustainable care can only be achieved with operations that are organizationally and economically viable. Key factors include the negotiation of care rates, investment costs and training allocations – factors that determine refinancing and stability. Equally important are clear structures and processes that ensure quality and make everyday life reliable. Long-term security of care can only be achieved when these elements interlink and align with the requirements of real estate and market dynamics. We not only provide advice, but also actively take on negotiations, management and implementation.

» MANAGEMENT & ORGANIZATION

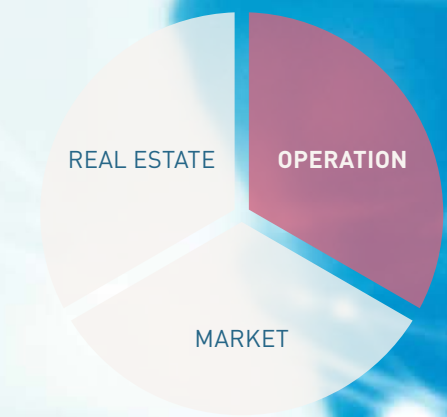
Structures that clearly assign responsibility and enable reliable control

» PROCESSES & QUALITY

Processes that interlink smoothly and ensure a high quality of care

» FINANCING & STABILITY

Models that maintain economic viability and ensure sustainable refinancing



REFINANCING & NEGOTIATION

Active development and negotiation of financial models that ensure stability



INTERIM MANAGEMENT & RESTRUCTURING

Assuming responsibility during periods of change and reorganizing structures



BUSINESS DEVELOPMENT

Support regarding strategy, organization and quality for long-term performance

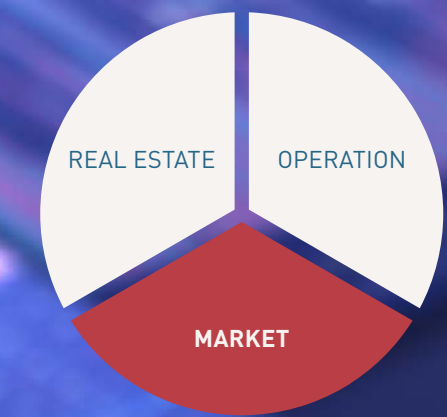


OPERATOR SEARCH

Targeted identification and approach of partners for a sustainable operation

DATA THAT PROVIDE GUIDANCE

Market Transparency as the Key to Development and Growth



A healthy market forms the basis for demand and economic viability. Recognizing market dynamics at an early stage enables seizing opportunities and mitigating risks. Demographic trends, regulatory requirements and investor interests are crucial factors – accompanied by systematic monitoring and our in-house database: Trasenix®

» DEMAND & DEMOGRAPHY

Developments that reveal new demands and enable long-term care planning

» COMPETITION & POSITIONING

Analyses that highlight opportunities and enable differentiation

» DYNAMICS & DEVELOPMENT

Trends that drive growth and support sustainable investment decisions

» DATABASE TRASENIX®

In-house database solutions that enable analyses and provide insights into the market



ANALYSES / COMPETITION & DEMAND

Well-founded market and location evaluations as a basis for reliable decisions



MONITORING

Continuous observation of developments for early risk management



RESEARCH

In-depth studies on trends, demographics and investment environments



MARKET ENTRY & EXPANSION

Support for international and national players entering the German market

Comprehensive Consulting for Healthcare and Senior Living

OUR SERVICE PORTFOLIO – DATA-DRIVEN,
PRACTICAL, INDEPENDENT & MANDATE-BASED

ANALYSIS, RESEARCH & MONITORING

- » Understanding the market and identifying changes early on
- » Enabling data-based decision-making
- » Monitoring portfolios and competition

ANALYZE &
UNDERSTAND

DEVELOP
& CREATE

PROJECTS & CONCEPTS

- » Conceptual advisory for new buildings with operator-fit
- » Sustainable offerings in healthcare and senior living
- » Demand-based planning for users and operators

PROACTIVE ASSET MANAGEMENT

- » Stabilizing and developing healthcare assets
- » Taking on responsibility on a temporary or permanent basis
- » Acting early instead of managing passively

ACCOUNT &
OPTIMIZE

MEDIATE &
CONTROL

TRANSACTION & MEDIATION

- » Operator placement and project structuring
- » Real estate purchase and sales advisory
- » Focus on profitability and demand

REFINANCING & BUSINESS DEVELOPMENT

- » Stabilizing companies strategically and operationally
- » Structuring and supporting refinancing
- » Actively shaping turnaround projects / interim management

STABILIZE &
REFINANCE

VALUATE &
CLASSIFY

HEALTHCARE REAL ESTATE VALUATION

- » Healthcare-specific valuation
- » Objective basis for purchase, sale and accounting
- » Valuation with a focus on operator and usage context

We connect what
makes senior living and
healthcare a success.

IMMOTISS

since 2009

WHY WE ADVISE

OUR APPROACH TO CONSULTING

We Connect the Market Players

Our expertise is built on a comprehensive understanding of the perspectives and goals of all stakeholders throughout the property’s life cycle and operation. Our aim is to support all parties in achieving profitable and sustainable management. We are convinced that we can make a valuable contribution by developing shared solutions and building bridges between the parties involved.

WHO WE ADVISE



OPERATORS

A seamless operation requires clear structures and economic viability. We provide support with refinancing and negotiations, assume responsibility during periods of change and develop businesses for long-term stability.



INVESTORS

Secure investments are based on sound fundamentals and active management. We offer valuations, due diligence and transaction advisory – and develop portfolios further through asset and investment management.



MUNICIPALITIES

Age-appropriate infrastructure can only be achieved with sustainable concepts. We identify locations, close care gaps and develop projects that are tailored to the needs of the population and economically feasible.



ASSET MANAGERS

Sustainable portfolio management requires active control and transparency. We stabilize portfolios, implement turnaround measures and ensure long-term increase in value with ESG criteria, reporting and monitoring.



BANKS

Well-founded credit and portfolio decisions require independent expertise. We provide HypZert-compliant valuations, monitoring and restructuring know-how to identify risks early on and secure value in the long term.



PROJECT DEVELOPERS

Sustainable projects are created through commercially viable structures and suitable operators. We provide support with pre-letting, identifying operators and concept development – and structure transactions in such a way that properties are operable and economically sustainable.

SINCE WHEN WE ADVISE

TRACK-RECORD

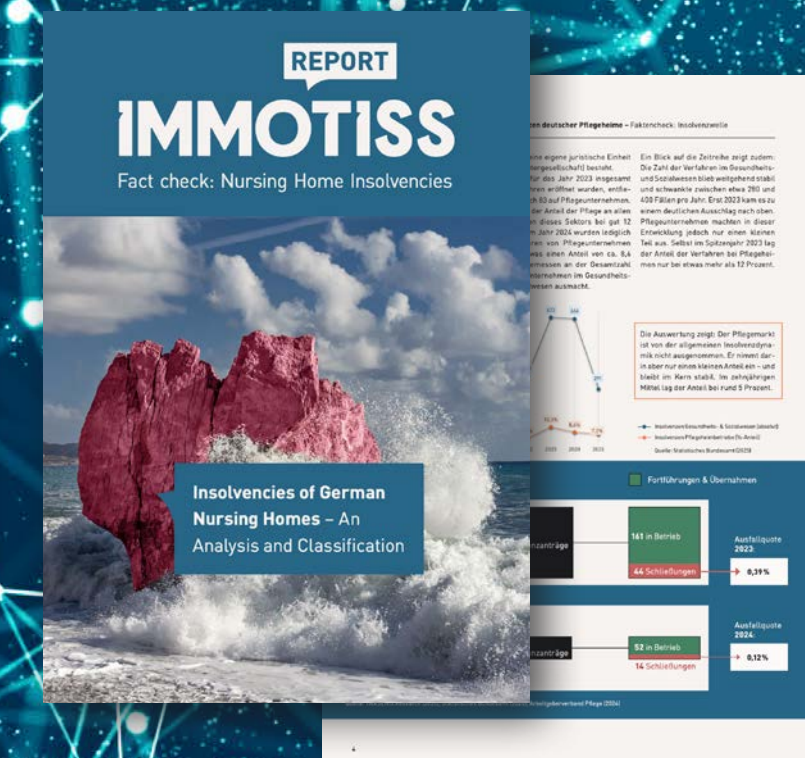
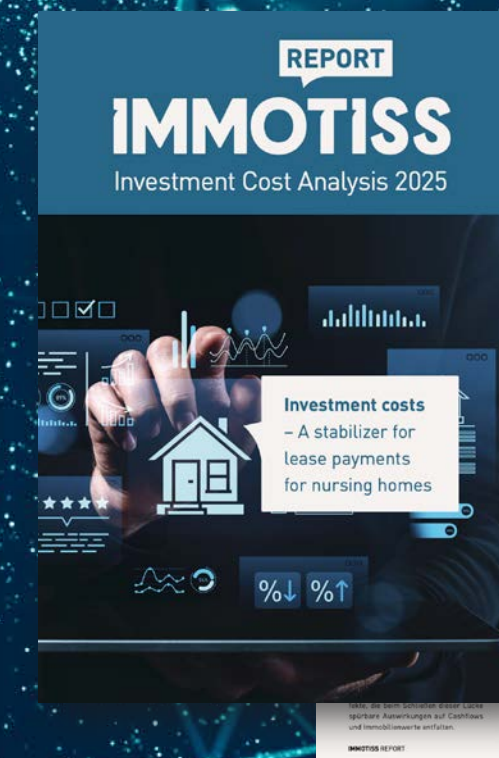
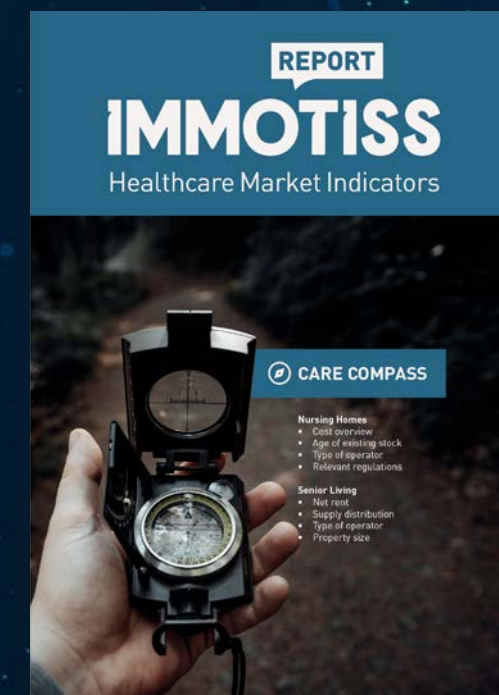
The Path is the System

IMMOTISS has evolved from a specialist in healthcare, nursing and senior citizen properties to a comprehensive consultant for all relevant market issues. We are fluent in the individual languages, viewpoints and perspectives of all players active in the market.



FIRST-HAND MARKET DATA

Our Expertise – Your Competitive Advantage



Since 2018, our **Trasenix® database** has provided a comprehensive overview of the entire nursing care and senior housing market in Germany—including complete coverage of properties, prices, structures, and transactions. Based on this data, we develop analyses, monitoring reports, and customized tools for investors, operators, and developers.



IMMOTISS

We connect
Market,
Real Estate
& Operations
– Your
Direct Link



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Consulting that **connects.**

The **IMMOTISS** CARE COMPASS offers data-based market analyses for all federal states – from supply situation to operator structure.

A tool for anyone who wants to plan, evaluate or strategically manage.



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