



# Bato Group Real Estate Investments

The international full-service asset and fund management company





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Our business consists in an asset management that is investing in real estate in Germany.  
The philosophy of our company can't be better expressed than by three mottos:

- **“From the birth till the end”**
- **“Taylor made investment”**
- **“As if you were here...”**





## “From the birth till the end”

We assist our clients from the choice of the best propriety till its acquisition, we take care of the eventual development and of the management, we help in finding financial support from banks and at the end we support our clients during the realization of the investment.



## “Taylor made investment”

In our company a part from the fact that we try always achieve to the best profit for our clients no single investment is alike the other. It is not only the sum that makes the difference our but as well weather the investment is revenue or capital gain oriented, the level of risk, the length in time, and why not as well the esthetical taste of our clients. Therefore, as a good old style taylor, we cut the investment around the wisches of our client and we try to provide him with not only with the most profitable investment but as well the best fitting.

## “As if you were...”

The most of our client does not have the time to follow personally in Germany his investments; that's why we have created a structure that is able in the same time to manage the asset and to leave the full control to our investor.

On one hand regular reports and a complete access to any information at any time requested allow our clients to evalute and take decision on the other hand (if requested) we act with a power of attorney or as administrator of the society that has bought the asset and we execute in real time any decision about the estate





## **TAILOR-MADE SOLUTIONS WITH THE RIGHT bricks, brains and a unique board**

Bato Group is based right in the heart of Europe, in booming City of Berlin. With deep knowledge of the special cultural and jurisdictional acquisitions combined with Italian capital roots Bato Group works closely with renowned management companies and investment trusts as well as with the issuers of structured products.

The vast number of successful projects undertaken for institutional investors and marketing partners proves the expertise and allows a high degree of individualisation when configuring products. Not only are tax aspects taken into consideration, but also the investor's requirements regarding liquidity, capital protection and the lasting value of returns.

Unique is the fact that our clients can directly control all interactions as Board Members of the launched companies running the projects. To care for business, to protect the investments, to be first in line dealing further opportunities developing.

### **Benefits for Investors**

- **Rigorous screening process conducted by experienced Bato Group teams**
- **Innovative and diversified investment solutions**
- **Institutional infrastructure**
- **Risk management and supervisory functionality on a central platform**
- **Reliability and accessibility**
- **Investors and managers have common interests**
- **Synergies by virtue of consolidation of knowledge at the BatoGroup**

## 360° Consulting

Numerous time-consuming, tiresome tasks need to be performed when a project is launched; these then continue throughout the lifetime of the fund, frequently preventing talented asset managers from initiating their own funds. In particular, these involve the complicated legal situation in Germany, and the multi-layered design of suitable investment vehicles, extending beyond the borders of countries.

The Bato Group enjoys excellent relationships of trust with many innovative, demanding clients. By the use of a rigorous process of selection, we ensure that only the most promising ideas are implemented in new projects. Here, we rely upon our long and extensive experience in identifying outstanding investment opportunities and investment ideas with the brightest prospects.

### Services

- Acquisitions and sales of real estate including due diligence
- Commercial leasing
- Project financing
- Planning
- Property developments and construction
- Environmental issues
- Litigation and arbitration proceedings
- Selection of investment vehicles
- Product structuring
- Communication with regulatory authorities
- Communication with legal council

### Marketing

- Development of marketing strategies
- Product structuring and placement
- Marketing materials
- Knowledge of prevailing compliance regulation

### Relationship Management

- Powerful, trustworthy measures to ensure customer loyalty
- Provision of excellent customer advice
- Close contact with the customer and ongoing consultation

## Creating Success

The Bato Group sees itself as a modern manufacturing site for real estate investment products.

The company employs experts on product structuring, tax law, real estate administration and risk management as well as on analysis and real estate management.

The Bato Group combines the stability and infrastructure of an institutional investor with the market proximity and agility of a service provider, which is 100% independent. For some client circumstances, Bato Group is best retained as a representative of owner, or "Owner's Rep" for one or more business matters.



The title and defined role can convey an additional seriousness of purpose by and between an owner and Bato Group, that is important to convey and be observed by third-party vendors - even while acting as a real estate consultant.

## Property Management

“To manage” is a verb that by us has more than one meaning:

Once acquired an estate is part of our duty to make it the most profitable. We take care of the ordinary and extraordinary maintenance and in case of vacancy our structure is able to provide new and reliable tenants.

“Reliability” is a concept that we underline here since German law is extremely protective with the tenant. By retailers, offices and tenants that are occupying a vacant apartment things work pretty much the same as in the rest of Europe.

But as soon as a residential tenant has signed a contract it is very difficult to get rid of him, even if he is not paying regularly his rent.

That is why we always check thoroughly incomes and belongings

## Company management

By most of our clients the actual buyer is not a physical person but a legal entity. This solution is usually more profitable and allows a better control of the asset from abroad. In this case our structure is ready to a full support.

Usually we act in charge of Managing director of the company or in alternative with a power of attorney, two ways of letting us administrate the company and acting promptly in case of any urge.

We overtake all the duties of the investor from the contact to the various professionals till the management of post and telephone calls. Nevertheless our investor, as shareholder of the legal entity, has the full control on the investment. Our mission is to overtake all the duties and administrative charges that an overseas investment is concerning.

before signing a contract with a new residential tenant. Another legal obstacle is represented by the Mietspiegel. This names a parameter that calculates the average of rents per square meter in a road or a square. It is only possible to raise an old residential contract of up to the Mietspiegel, with an increase of a maximum of the 20% of the actual rent every 3 years.

There are obviously exceptions to this rule, like in case of new refurbishments that are increasing the quality of living of the tenants, a measure that allows to make rent increases above the limits of the Mietspiegel.

## Project Management

We are providing construction services from small refurbishments into a single flat till building from the soil a new estate. In all our enterprises we work together with worldwide known companies. Here as in all the different aspects of our job our main focus is minimizing expenses and ensuring the highest quality on the works.

In order to provide our clients the most possible transparency we collect always a minimum of 3 different construction/refurbishment offers and together with our investor we choose at the end the one that offers the best relation between cost, reliability and quality of work. Our job is to relieve our investors from all the headaches of the construction site and to act and control “as if you were there”.



## Acquired Properties

There are four criterias that we look at when we evaluate an investment:

**Revenue:** It tells us how much is actually earning an investment in relation to its acquisition price. As a general rule (with all the possible exception) we can tell that the better is the location the worse is the revenue

**Capital Gain:** This means how much is going to increase the capital invested in the very beginning at the time of the realization of the investment. This invoice that cannot be calculated upon a mathematical parameter as the revenue, since nobody can exactly forecast the future of the market. But we have a good nose for it. As an evidence here are a lot of incoming areas where we have invested in the past much before that the market was realizing their potential.

**Security:** We are not working with stock markets and all our investment opportunities are pretty granted. But chance exists also in this business. How much do you want to risk? General rule: Noted that Berlin all over is both a pretty a promising and a sure market, the surer is the investment, the smaller are revenue and capital gain.

**Duration:** With this invoice we give an estimation of the time that it will take before that it will be the most profitable moment to realize it. As by the capital gain here as well this judgment relies mostly on our experience.

Each of those invoices is present, in a different proportion, in each business we offer. Together with our clients we try to find the alchemy that is fitting the best to their expectation.



Littenstr.109 : **Commercial property**

The object consists of 7.900 sqm usable surface newly refurbished and rented to a business school under the supervision and control of BATO Group.



Grunauerstr.57: **Development project**

The plot has a surface of 2.551,00 sqm. BATO Group has been instructed to carry on the planning, project development, business analysis, project management and selling of the single units. The realization will consist in two different building blocks, with a total of 17 residential units and two commercials.



Rosa-Luxemburg-str.11: **Flat acquisition**

The flat is located in a top-location of Berlin Mitte. The overall surface (terraces included) is 196,73 sqm.

It was BATO Group's task to carry on the acquisition process as well as the rental agreements and, more in general, for the whole management of the real estate.



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