


VOLKSWAGEN  
IMMOBILIEN



Shaping the future

# New prospects for real estate





We set store by  
functional and attractive  
architecture.  
And with good reason.

Building to high formal standards is our passion, and an especially functional and economic realisation is our goal. We prove this with numerous projects that we have successfully implemented for our clients, and as a service provider for the Volkswagen Group.



Volkswagen Immobilien (VWI) has stood for quality residential and commercial properties for more than 50 years now. Today, VWI is increasingly active in the fields of project development, project realisation and property management. When working for the VW Group, either in Germany or abroad, VWI plans and develops special-purpose real estate properties and facilities for dealers and the logistics sector.

A further part of our core business is the management of over 10,000 of our own tenanted and owner occupied residential properties and of our own commercial properties encompassing more than 140,000 m<sup>2</sup>. We employ more than 250 people.

With Volkswagen Immobilien you have a competent and reliable partner at your side for the realisation of your real estate projects and the management of your property portfolio. We offer you the complete spectrum of real estate services, and accompany you through the entire life cycle of your property, from the initial idea to day-to-day operation. And we keep a careful eye on the budget, completion dates and quality. You can rely on us.

## OUR SERVICES DURING A PROPERTY'S LIFE CYCLE

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### PROJECT DEVELOPMENT

- User requirements analysis and planning
- Market and location analysis
- Search for and securing the site
- Ascertaining the value / property valuation
- Feasibility studies
- Profitability calculation
- Planning law

### PROJECT REALISATION

- Investments
- General coordinating contractor
- Project management
- Project monitoring
- Project controlling
- Construction supervision
- Client representation
- Consulting services



### PROPERTY MANAGEMENT

- Property operation
- Lease management
- Portfolio analysis / optimisation
- Benchmarking of operating or utilization costs
- Facility management

## PROJECT DEVELOPMENT

# It's always a question of the right perspective.

The most important phase in the history of a building's construction is the project preparation and concept. Project development at Volkswagen Immobilien sets the right course to develop a customer-oriented and economic property with lasting value. We think of today, tomorrow and the day after tomorrow – right from the start.





## GOOD PROJECT DEVELOPMENT LOOKS FAR INTO THE FUTURE AS A MATTER OF PRINCIPLE.

All our project developers' management and consultancy services have one goal: to find the ideal site for your real estate project, and to realise your individual wishes as best possible. Functionality, profitability, sustainability and energy efficiency are the foundations of our work.

We work together with you to evolve individual building concepts and define a realistic schedule for costs, financing and completion. We define clear and measurable project targets based on your requirements, targets that you can depend on. We review feasibility, compare and evaluate alternatives and take into account all the relevant factors such as market situation, competitors and local conditions.

## HEADING FOR THE TARGET STEP BY STEP.

Professional project development with Volkswagen Immobilien means: checking things and planning first, then ensuring planning and building permission will be granted, and finally fixing the budget and timetable. We produce investment and financing models according to your wishes, showing whether subsidies are available, and if so, which. We prove that your overall investment will yield a profit by analysing the achievable rent levels. Volkswagen Immobilien is ambitious: our ambition is to couple your success to our own. Only if your project is a success are we satisfied.



## PROJECT REALISATION

# We build on experience.

Our project managers' experience is the basis for optimum coordination of the different trades- and craftsmen. We have built up an excellent reputation with the realisation of sophisticated projects. We know the processes involved, and we understand our partners.

Our services are individually tailored to suit your project. The aim is always to plan and build a property to the best possible effect. Only once all potential for optimisation is exhausted are we satisfied. There's an attractive by-product here: often enough, we even manage to complete your property ahead of schedule and for less money than originally budgeted.





## INDIVIDUAL PROJECT SOLUTIONS.

The first phase of a project is always the architectural concept. Volkswagen Immobilien brings in outside experts to ensure that it always has the best new ideas at its disposal. A pragmatic and tried-and-tested way to ensure intense and successful cooperation with selected architect's offices.

We find the balance between aesthetics and functionality, and actively look for economic solutions at the concept stage. When inviting tenders for the construction work, we give preference to contractors who contribute to an optimum project realisation by using innovative techniques and special materials.

## IT'S PRACTICE THAT'S IMPORTANT.

What works in theory doesn't necessarily work in practice. That's why we don't make any experiments during actual construction. We check progress on-site to make sure that deadlines are being kept to and that quality is up to scratch. And we make these checks more often than you might expect. We work hand-in-hand with the different contractors' site managers and with the architects. This way, decisions can be made on the spot and processes improved. If you plan things carefully and coordinate them properly, they work well in theory and in practice.



## PROPERTY MANAGEMENT

# It's all a matter of optimum use.

The value of a property depends on three factors: who uses it and how, who runs it and how – and the location. Over the years, the property management costs are usually several times higher than the original investment in the building. Professional property management at Volkswagen Immobilien means growing the utility value of your property while minimising the costs of managing it.

This way, we create the maximum value for you.





## DOING MORE THAN WHAT'S STRICTLY NECESSARY.

Volkswagen Immobilien's property management department helps run your property for you. We are specialists, and we support you on all technical, commercial and infrastructure issues. We use our experience from the management of our own properties and from looking after many properties owned by Volkswagen AG to satisfy your individual requirements as a user or property owner. Our priority is always to achieve your financial targets – and to evolve approaches that may bring you even greater benefit.

## EFFICIENT LEASE MANAGEMENT.

Volkswagen Immobilien handles the leasing and administration of external sites and buildings on behalf of Volkswagen AG. In this regard, we represent VW in negotiations with property vendors or landlords, and deal with all stages of the process, from the search for suitable sites to the signed tenancy or lease agreement – totally in compliance with requirements and with maximum efficiency.

## EFFECTIVE FACILITY MANAGEMENT.

In the area of facility management we provide technical, infrastructure and commercial services, covering topics such as maintenance, renovation or reconstruction, services in connection with home automation, landscaping or nature conservancy, or informed valuations, budget planning or benchmarking of operating or utilization costs respectively. Our services cover an exceptionally broad spectrum, are thorough and entirely functional, as you would expect from the subsidiary of a global concern.



# References

From left to right:  
Hotel Ritz Carlton, Wolfsburg  
Volkswagen Design Center Europe, Potsdam  
Volkswagen Technologiezentrum, Isenbützel





From left to right:  
 Volkswagen Academy Sales & Service, Wolfsburg  
 MobileLifeCampus, Wolfsburg  
 Volkswagen Arena, Wolfsburg

From left to right:  
 Unternehmenszentrale Hönigsberg & Düvel,  
 Gifhorn  
 Audi Zentrum, Leipzig Nord

InformationsLogistikCenter (ILC), Braunschweig

## Our clients

Audi AG  
 Audi Retail GmbH  
 Deutsches Zentrum für Luft- und Raumfahrt e.V.  
 Eurogate Technical Services GmbH  
 Groupe Volkswagen France s.a.  
 Hönigsberg & Düvel Datentechnik GmbH  
 Sitech Sitztechnik GmbH  
 SkodaAuto Deutschland GmbH  
 Seat Deutschland GmbH  
 Volkswagen AG  
 Volkswagen Business Services GmbH  
 Volkswagen Coaching GmbH  
 Volkswagen Financial Services AG  
 Volkswagen Group Australia  
 Volkswagen Group UK  
 Volkswagen Group Italia S.P.A.  
 Volkswagen Group Real Estate GmbH & Co. KG  
 Volkswagen India P.L.  
 Volkswagen Nutzfahrzeuge  
 Volkswagen Original Teile Logistik GmbH & Co. KG  
 Volkswagen of America  
 Volkswagen R GmbH  
 Volkswagen Retail GmbH  
 Volkswagen Group RUS  
 Volkswagen Svenska  
 Volkswagen Zubehör GmbH  
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