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Pressemitteilung

HPM Keeps Growing and Seeks to Boost its Efficiency

- Portfolio value crosses the mark of 8 billion euros (+17 percent)
- Workforce grows by 25 percent
- Three new senior management appointments

Hamburg, 23 January – HIH Property Management GmbH (HPM) continues to follow its growth trajectory. By the end of last year, the real estate service provider managed a portfolio worth 8.2 billion euros. This implies an increase by 17 percent year on year. Among the new mandates of the past year is the “Nord” portfolio of Generali, consisting of two shopping centres and 34 properties of the use types office and residential in the cities of Berlin, Hamburg and Schwerin. With a portfolio value of more than 1 billion euros, the mandate represents the largest third-party job in the company’s history to date.

“In recent years, HPM positioned itself as one of Germany’s leading high-quality providers for commercial property management,” said Managing Director Thomas Junkersfeld. In 2018, HPM scored a top spot in the customer ranking in the Office category of the Bell Property Report for the ninth consecutive time. Being on the ground in Germany’s seven Class A cities and collaborating with the network of the HIH Group enables us to handle even challenging management tasks swiftly and efficiently, and to expand geographically,” said Junkersfeld.

In sync with the orders on hand, HPM continued to expand its capacities. Overall, human resources grew from 175 to 220 employees, implying an increase by around 25 percent. “This year, efforts will focus on enhancing the efficiency and optimising process flows,” said Junkersfeld. “In order to keep improving processes, we hosted workshops with our employees last year, which is something we will resume this year. A good case in point is the significant reduction of the time spent on routine processes like the roughly 1,200 rent reviews of indexed leases per year.”

“Further process optimisations are to be undertaken in the area of service charge settlements and in the area of technical property management as far as maintenance and check-ups of building services engineering go,” said Annegret Kirchner, Managing Director at HPM and in charge of Technical Property



Management. “Especially the routines required annually often harbour enormous savings potential when it comes to contracting and documenting the respective processes.”

To ensure its ability to keep operating at a profit and to keep growing in the current business environment of low margins, HPM also plans to review its older property management mandates. “Many of our mandates date back to the 1970s and 1980s,” said Junkersfeld. “These are to be analysed and, if necessary, to be renegotiated in the coming months.” Another stimulus to the company’s growth is project management. To the property asset holders of the real estate assets under its management, but also to other property owners, HPM offers need-driven optimisations of equipment and infrastructure at their commercial real estate, including the overall coordination, the coordination with the occupiers and the structured implementation in a building’s operation. Clients may take advantage of end-to-end project management both for portfolio properties and for the development of new-build construction projects.

The differentiation of the service spectrum and the increasing specialisation of certain spheres of activity is also reflected in the professional training initiatives co-sponsored by HPM and in the company’s development of its senior management level. HPM is among the co-initiators of YouPM, a network whose stated mission is to professionalise the property manager vocation. Moreover, the company expanded its board of directors this year with the appointments of Bettina Höffmann, André Vollbach and Christian Kypke. Bettina Höffmann and André Vollbach will head HPM’s “Organisation” unit and thus be responsible for the structures governing the company’s growth and process flows. In this role, they will, for instance, be in charge of controlling the ongoing change-process, the coordination of the current workshops and the projects on the strategic level. Christian Kypke will be responsible for the Generali key account, also in the role of unit head.

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Annegret Kirchner, Managing Director, HIH Property Management



About HIH Property Management

HIH Property Management administrates a predominantly commercial real estate portfolio worth 8.2 billion euros, employs over 220 professionals and maintains branch offices in all of Germany's "Big Seven" cities. The company looks back on 130 years of service experience. The services of HPM focus on the property management mainly of commercial real estate (office and commercial buildings, retail warehouse parks, hotels and logistics assets) as well as of residential properties on behalf of institutional and private owner groups and investor circles inside and outside Germany.

For more details, visit us on the internet at: www.hih-pm.com