



**STRABAG PROPERTY AND FACILITY SERVICES**

**OTHERS FOCUS ON PRESERVING VALUE. WE STRIVE TO OPTIMISE IT.**

**STRABAG**

# STRABAG AT A GLANCE

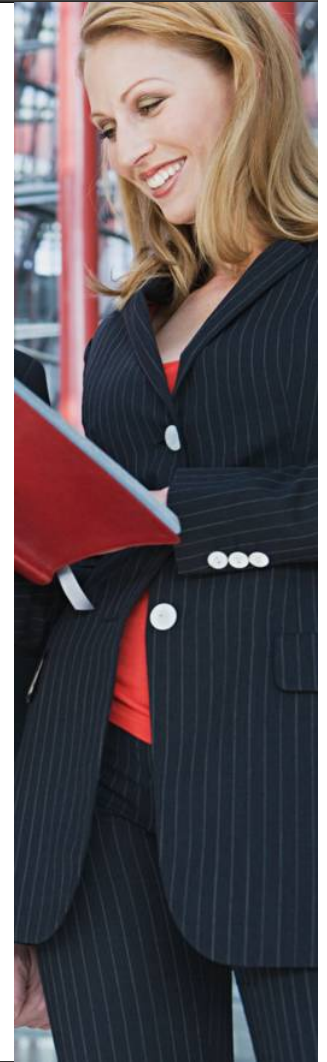
Performance overview of the STRABAG group.

<h2>North &amp; West</h2> <p>Germany, Poland, Benelux, Nordics</p>	<h2>South &amp; East</h2> <p>Austria, Switzerland, Czech Rep., Slovakia, Hungary, Russia and neighbouring countries, South-East Europe</p>	<h2>International &amp; Special Divisions</h2>
<ul style="list-style-type: none"><li>• Housing</li><li>• Commercial and industrial facilities</li><li>• Public buildings</li><li>• Production of prefabricated elements</li><li>• Civil engineering</li><li>• Bridges</li><li>• Power plants</li><li>• Railway structures</li><li>• Roads, earthworks</li><li>• Hydraulic engineering, waterways, levee construction</li><li>• Public space construction and landscaping</li><li>• Paving</li><li>• Large-area works</li><li>• Sports and recreational facilities</li><li>• Protective structures</li><li>• Pipelines and sewer systems</li><li>• Production of construction materials</li><li>• Special ground engineering</li><li>• Offshore wind turbines</li></ul>	<ul style="list-style-type: none"><li>• Housing</li><li>• Commercial and industrial facilities</li><li>• Public buildings</li><li>• Production of prefabricated elements</li><li>• Civil engineering</li><li>• Bridges</li><li>• Power plants</li><li>• Environmental technology</li><li>• Roads, earthworks</li><li>• Hydraulic engineering, waterways, levee construction</li><li>• Public space construction and landscaping</li><li>• Paving</li><li>• Large-area works</li><li>• Sports and recreational facilities</li><li>• Protective structures</li><li>• Pipelines and sewer systems</li><li>• Production of construction materials</li></ul>	<ul style="list-style-type: none"><li>• Housing</li><li>• Commercial and industrial facilities</li><li>• Public buildings</li><li>• Production of prefabricated elements</li><li>• Civil engineering</li><li>• Bridges</li><li>• Power plants</li><li>• Railway structures</li><li>• Roads, earthworks</li><li>• Large-area works</li><li>• Sports and recreational facilities</li><li>• Protective structures</li><li>• Sewer systems</li><li>• Offshore wind turbines</li><li>• Tunnelling</li><li>• Real estate development</li><li>• Infrastructure development</li><li>• Operation/maintenance/marketing of PPP Projects</li><li>• <b>Property and facility services</b></li></ul>

# WE INSPIRE OUR CUSTOMERS

STRABAG Property and Facility Services stands for...

- ... about 10,200 employees who ensure the quality of our services with a high level of expertise and many years of experience.
- ... a nationwide network, guaranteeing local availability.
- ... a rigorous quality policy with strict service criteria and testable quality indicators.
- ... 22 million m<sup>2</sup> of managed net internal area and 52,000 properties in property and facility management which underline our continuity and turn us into one of the leading real estate service providers in Europe.
- ... tailor-made, integrated service packages in facility and real estate management, implemented by employees with a high degree of owner identification.
- ... transparency – supported by our integrated and innovative IT system – that provides a basis for yield-optimized real estate management.
- ... a high degree of customer satisfaction that is reflected in long-term customer relationships.
- ... a well-known nationally and internationally increasing number of references.



# STRABAG PROPERTY AND FACILITY SERVICES GROUP (I)

STRABAG PFS Group offers integrated facility and property management services.

	<b>STRABAG PFS/FM Germany</b>	<b>STRABAG PFS Hungary</b>	<b>STRABAG PFS Slovakia</b>
<b>Headquarters</b>	Frankfurt am Main	Budapest	Bratislava
<b>Employees<sup>1)</sup></b>	9,000	450	150
<b>Management</b>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Electronic data processing centres</li> <li>• Shopping centres</li> <li>• Commercial buildings &amp; affiliates</li> <li>• Hotels</li> <li>• Logistic centres</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Hotels</li> <li>• Shopping centres</li> <li>• Universities</li> <li>• Refineries</li> <li>• Financial institutions</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Hotels</li> <li>• Technical buildings</li> <li>• Refineries</li> <li>• Financial institutions</li> </ul>
<b>Services</b>	<ul style="list-style-type: none"> <li>• Property Management</li> <li>• Technical FM</li> <li>• Infrastructural FM</li> </ul>	<ul style="list-style-type: none"> <li>• Property Management</li> <li>• Technical FM</li> <li>• Infrastructural FM</li> </ul>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Infrastructural FM</li> <li>• Property Management</li> </ul>
<b>Property and facility management</b>	<ul style="list-style-type: none"> <li>• 17 million m<sup>2</sup> net internal area</li> <li>• 745,000 technical facilities</li> <li>• 28,200 radio tower stations</li> <li>• 75,000 leasing contracts</li> <li>• 31,500 rental contracts</li> </ul>	<ul style="list-style-type: none"> <li>• 2.1 million m<sup>2</sup> net internal area</li> <li>• 1,100 leasing and rental contracts</li> </ul>	<ul style="list-style-type: none"> <li>• 650,000 m<sup>2</sup> net internal area</li> <li>• 2,000 leasing and rental contracts</li> </ul>
<b>Output volume 2011</b>	approx. 893 million EUR	approx. 35 million EUR	approx. 15 million EUR

1) as at 12/2011

# STRABAG PROPERTY AND FACILITY SERVICES GROUP (II)

STRABAG PFS Group offers integrated facility and property management services.

	STRABAG PFS Czech Republic	STRABAG PFS Austria/Croatia/ Slovenia	STRABAG PFS Poland	STRABAG PFS Russia	STRABAG PFS Belgium/Netherlands & Switzerland
<b>Headquarters</b>	Prague	Vienna/Zagreb/Ljubljana	Warsaw	Moscow	Antwerp/Rotterdam/Zurich
<b>Employees<sup>1)</sup></b>	130	300	120	70	10
<b>Management</b>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Hotels</li> <li>• Industry/logistic facilities</li> <li>• Shopping centres</li> <li>• Residentials</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Shopping centres</li> <li>• Hotels</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Hotels</li> <li>• Shopping centres</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Hotels</li> </ul>	<ul style="list-style-type: none"> <li>• Offices</li> <li>• Electronic data processing centres</li> </ul>
<b>Services</b>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Property Management</li> </ul>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Cleaning</li> <li>• Property Management</li> </ul>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Property Management</li> </ul>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Cleaning</li> <li>• Property Management</li> </ul>	<ul style="list-style-type: none"> <li>• Technical FM</li> <li>• Property Management</li> </ul>
<b>Output volume 2011</b>	approx. 12.6 million EUR	approx. 12.3 million EUR	approx. 5 million EUR	approx. 2.1 million EUR	approx. 1.2 million EUR
<b>Total 2011</b>					
<b>Output volume</b>	approx. 976 million EUR				
<b>Employees<sup>1)</sup></b>	approx. 10,200				

1) as at 12/2011

# INNOVATION, QUALITY AND PROCESSES

STRABAG Property and Facility Services offers certified and multiply awarded services.

- With our innovation management, we ensure that we constantly take up new ideas which lead to promising new concepts, sustainable models and efficient processes.
- In favor of this concept STRABAG PFS was awarded the **Immobilien Manager Award 2009** (Real Estate Manager Award 2009).
- The company-owned human resource development ensures the professional competence of the 9,000 employees in Germany.
- STRABAG Property and Facility Services GmbH is certified pursuant to DIN EN ISO 9001, DIN EN ISO 14001, DIN EN ISO 50001 und GEFMA 730-ipv® (integral process responsibility) and meets other country-specific quality standards.
- Memberships include: ZIA Zentraler Immobilien Ausschuss e.V, GEFMA, RealFM, Initiative Corporate Governance der Deutschen Immobilienwirtschaft, Urban Land Institute (ULI), DGNB Deutsche Gesellschaft für Nachhaltiges Bauen, initiative Facility Management – Die Möglichmacher.



# OUR SERVICES

We offer the right solution for every task from a single source.

## REAL ESTATE MANAGEMENT

---

- Contract management
- Property accounting
- Cost management
- Fiscal issues
- Reporting
- Real estate performance management
- Documentation/archiving
- Technical property management

### Property management/ corporate solutions

---

#### Renting and letting/ area management

- Renting and letting
- Area optimisation
- Location concepts
- Real estate consulting
- Relocation management
- Tenant representation
- Due diligence

## FACILITY MANAGEMENT

---

- Technical building installations and facilities
- Planning, building, construction management
- Reinstatement, maintenance, inspection
- Fault management
- Total service management
- Energy management
- Emissions management
- Janitorial services

### Technical facility management

---

#### Infrastructural facility management

- Waste management
- Gardening and cleaning services
- Porter and security services
- In-house postal services
- Copying and printing services
- Telephone service
- Reception services



# OUR EXPERTISE (I)

STRABAG Property and Facility Services ensures your success.

---

**STRABAG Property and Facility Services develops integrated solutions and are able to provide complex services on a nationwide basis. By using standardized processes, we guarantee high service quality everywhere and at all times.**

## **Smooth operations**

We ensure the smooth day-to-day running of your real estate by developing site concepts, designing contracts as well as performing maintenance tasks.

## **Area optimization**

We analyze potential, carry out planning and determine profitability to reduce the floor area used and labour costs and at the same time increase productivity.

## **Profit**

We ensure the long-term profitability of real estate with solution-based concepts for professional property management and strategic real estate management.

## **Transparency**

We meticulously gather data and provide transparent reports that our customers can use as a basis for taking value-enhancing action.

---



## OUR EXPERTISE (II)

STRABAG Property and Facility Services ensures your success.

---

### **Functional safeguarding**

We ensure that your real estate is properly and competently serviced and maintained to safeguard its functionality.

We operate, service, monitor and repair your facilities and develop concepts to minimise faults.

Our fault management centres are available around the clock, our specialists can be on site quickly, rectify faults professionally and, thus, safeguard your critical operating processes.

### **Cost effectiveness**

We use our exceptional technical know-how, commercial expertise and strong management proficiency to reduce our customers' costs and increase their satisfaction.

### **Site attractiveness**

We analyze the quality of the floor area, identify any risks, such as vacancies, and develop site concepts at an early stage to enable corrective action to be taken. We look for sites and floor area appropriate for our customers and market their real estate professionally.

### **Refurbishment, conversion, extension of existing structures**

We carry out planning and management for refurbishments in large portfolios.

# A SELECTION OF EXISTING PARTNERSHIPS

These customers can vouch for our performance.



**CORPUS SIREO**



**STRABAG**

# A REFERENCE OF OUR EXPERTISE

## Germany



Allianz Headquarters Schwabing and BGU Unterföhring (Munich)



HVB Tower Arabellapark, Munich



More than 600 T-Punkt shops in Germany



Deutsche Telekom AG  
Sample of 250 properties across Germany



4 German Government Departments with 17 buildings in Berlin



Ten Towers, Munich



30 data processing centres in Germany



PalaisQuartier with shopping centre MyZeil, Frankfurt



The Squire, Frankfurt

# A REFERENCE OF OUR EXPERTISE

International



Poland, Hotel Polonia Palace, Warsaw



Hungary „D“ Building IVG, Budapest



Russia, Business Center Forum 2, Moscow



Slovakia, SlovNaft,  
(Petrochemical refinery), Bratislava



Czech Republic, City Tower, Prague



Croatia, Supernova, Zadar



Austria, Schneider Electric, Vienna



Slovakia, building at Jarošova street,  
Bratislava



Czech Republic, Union Investment Trianon,  
Prague

# WOULD YOU LIKE MORE INFORMATION?

Please come and have a chat - we are happy to be of assistance.

## STRABAG Property and Facility Services GmbH, Zentrale, Bleichstrasse 52, D-60313 Frankfurt



**Mathias Kratz**  
Sales Facility Management

Tel. +49 69 13029-2111  
Mobile +49 151 6135 7733  
mathias.kratz@strabag-pfs.com



**Norbert Rolf**  
Senior VP Business Unit and Sales Property Companies

Tel. +49 69 13029-1300  
Mobile +49 160 90414714  
norbert.rolf@strabag-pfs.com



**Gerhard Wilhelms**  
Sales Construction

Tel. +49 511 2856-2440  
Mobile +49 171 5576840  
gerhard.wilhelms@strabag-pfs.com

## STRABAG Property and Facility Services GmbH, Nauheimer Strasse 100, D-70372 Stuttgart



**Marc Vortmann**  
Sales Infrastructural Facility Management

Tel. +49 711 8950-3911  
Mobile +49 151 14774 588  
marc.vortmann@strabag-pfs.com

## STRABAG Property and Facility Services GmbH, Donau-City-Strasse 9, A-1220 Wien



**Eva Cabela**  
Head of International Department

Tel. +43 1 22422-0  
Mobile +43 664 1059833  
eva.cabela@strabag.com



**Gerhard Grafl**  
Head of Sales

Tel. +43 1 22422-1266  
Mobile +43 664 8101877  
gerhard.grafl@strabag.com



## STRABAG PROPERTY AND FACILITY SERVICES

[info@strabag-pfs.com](mailto:info@strabag-pfs.com)

[www.strabag-pfs.com](http://www.strabag-pfs.com)

**STRABAG**