

ILG CENTER MANAGEMENT



New and innovative approaches in center management.
Value creating. Cost-oriented.



Bundesverband
Sachwerte und
Investmentvermögen

Retail and shopping centers need to be established as brands

E-commerce, discount retailers, new centers – the retail industry has always been dynamic and will be so in the future. Currently, rapid developments in e-commerce and changing consumer needs are shaping the industry. The retail industry constantly has to reinvent itself. With e-commerce booming, retailers must clearly identify how to differentiate and add value depending on the sales channel. Brick and mortar stores have clear advantages providing its customers with a unique shopping experience, social interactions with others and opportunities to experience products with every possible sense. To ensure long-term success in this environment, retail properties need to be professionally and intensely managed.

Our goal is to establish our centers as brands within their respective catchment area. This allows us to market them effectively and establish them as the major shopping destination for their customers. Additionally, we systematically develop and maintain strong bonds with local opinion leaders, authorities and associations.

We are uncompromising when it comes to keeping our properties in a top condition. This approach guarantees that we offer our centers' retailers an environment in which they can generate sustainable earnings and profits – the best foundation for attractive rent levels and long-term rental relationships with attractive tenants.

FIFTIES THEME PARTY

Experience and a specialized network are essential to manage retail real estate

We have been managing and supervising large-scale retail properties since 1984. In this time, we have managed centers through multiple stages of development.

We were among the first to provide active center management for retail parks. Thanks to our long-standing presence in the market, we are able to rely on our extensive tenant network and cultivated personal relationships with the most important players. Our team – which includes former executives from large German retailers – is firmly connected to the industry.



CENTER OPENING CEREMONY

A child wearing a grey knit hat and a dark jacket is looking down at a large, brown teddy bear. The bear is wearing a blue scarf and a yellow hat. They are surrounded by orange plastic chairs, suggesting an outdoor event. The background is blurred with warm, festive lights.

Act like the owner would – our credo as owner's representative

We are part of ILG Group, a professional investor in retail real estate. Current ILG portfolio properties under our management include diverse retail real estate formats throughout Germany, including retail parks, shopping centers and shopping malls, with a combined area of 430.000 m² and an occupancy rate of 99%.

An inherent understanding of real estate investors' needs is part of our DNA, and their representation comes naturally to us.

Our refinancing and compensation model is the best possible proof of this. Where possible, we refinance our center management fees using additional, self-generated revenues wherever possible. The revenues are generated primarily from short-term rentals of mall and parking spaces as well as advertising slots. Our own remuneration is thus largely variable and closely tied to the success of the property.



Calenberg Center

Location

Pattensen, Germany

Format

Retail center

Rental area

14.500 m²

Managed since

2013

Center management budget per year

0 to 100 TEUR

Percentage provided by owner

50%



Landshut Park

Location

Landshut, Germany

Format

Shopping center / Hybrid center

Rental area

20.000 m²

Managed since

2010

Center management budget per year

100 to 250 TEUR

Percentage provided by owner

10%



Ring Center

Location

Offenbach, Germany

Format

Shopping center / Hybrid center

Rental area

37.700 m²

Managed since

2000


Center management budget per year

> 250 TEUR

Percentage provided by owner

2%

Our services cover all areas of retail real estate



10 YEARS CENTER ANNIVERSARY

We use a highly customized approach to each property and the specific needs of every customer. The establishment of the retail assets as brands is at the center of everything we do. We are also available to act as the property manager, being the point of contact for the daily concerns of the tenants and other operational issues. Finally yet importantly, via ILG Group, we are able to offer our clients asset management and leasing services if these are required.

Our center management services include:

- Center quick check to analyze the brand development potential of the object
- Evaluation of additional revenue and savings potentials and implementation of those measures
- Management of events, campaigns and branding activities
- Relationship management and activation of the tenant community
- Development and implementation of action plans for improving center efficiency, branding and value
- Leasing of advertising and concession spaces
- Establishing and maintaining bonds with local opinion leaders, authorities and associations

ILG Center Management – Contact



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Our Center Selection

