



 ILG

30 Years  
of Retail Real Estate



MEMBER OF  
**GERMAN COUNCIL**  
OF SHOPPING CENTERS



## PRESS ON ILG

### » manager magazin «

"There are certain pearls that have generated solid returns for their investors for years. Case in point: the ILG from Munich"

### » Immobilienzeitung «

"ILG ... selectively buys retail assets in strategic locations, achieving the best results for their investors"

### » kapital-markt intern «

"...an outstanding position in retail real estate"

### » Frankfurter Allgemeine Zeitung «

"...enjoys an excellent reputation for retail real estate focused investment funds"

### » Handelsblatt «

"...ILG, specialized in retail real estate"

### » Fondsbrief «

"ILG is an absolute specialist in retail real estate"

## ILG PHILOSOPHY

For more than 30 years, ILG manages investment funds with a focus on retail real estate. ILG exclusively invests in large-scale retail real estate in economically robust regions which feature catchment areas reaching far beyond the location. ILG focuses on so-called "strategic retail properties" with market-dominating positions in their catchment areas.

Location, connectivity, consumer acceptance and tenant creditworthiness are of utmost importance for the success of strategic retail properties. In addition to that, the tenants' sales generated in the property must lead to an acceptable lease expense ratio.

We establish our properties as local brands. This asset management approach as well as sound investment decisions in locations with positive demographic and purchasing power trends lay the foundation for a successful investment. Our professional asset and center management will secure value for our investors in the long-term.



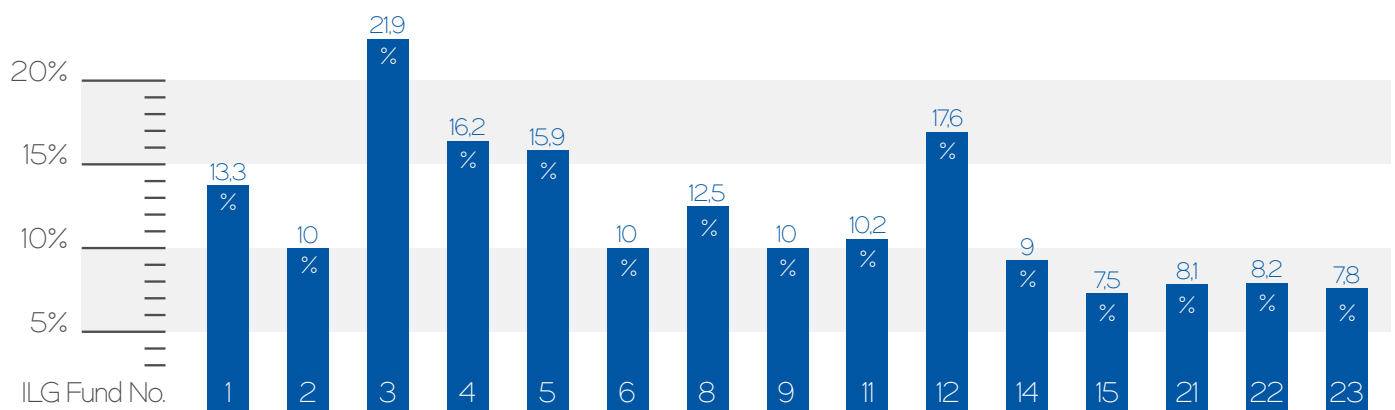


## ILG SERVICES

ILG offers a fully integrated retail real estate platform with services and expertise in all areas of retail real estate management. We don't just manage funds, but also the real estate itself. With us, this ambition becomes a reality. Our 30+ year track record in that segment proves the success of this approach.

ILG is wholly owned by its management. We strive for long-term success – just like our investors. Every investment is made in accordance to well-defined, conservative and value-oriented investment criteria. Those criteria are custom-fit for our investors' investment strategies that range from CORE to Value Added approaches.

Performance of liquidated ILG CORE funds



Post-tax return on retail investors' level (IRR) – after top-tax as well as all other charges and expenses – of liquidated ILG funds. Average term approx. 15 years. Source: current account balance as of 31.12.2013.

Note: Past fund performance is no reliable indicator for future performance.

## ILG FACTS

- ILG offers 30+ years of experience as a real estate investor and manager
- ILG has successfully handled over EUR 1 billion in real estate investments
- ILG currently manages 22 centers with 430.000 m<sup>2</sup> – occupancy rate 99%
- Biographies of ILG managing partners offer decades of experience in retail real estate
- We understand the retail business – our track record confirms it, our investors profit from it
- All liquidated ILG retail investors' CORE funds with IRR above 7,5% p.a. after tax and all other expenses



# CONTINUITY

ILG was founded by long-time managing director and current majority shareholder, Dr. Günter Lauerbach.

ILG is not listed on a stock exchange, with its shares exclusively in the hands of current and former employees. This independence from third parties' interests allows for an independent business policy, focused exclusively on investors' interests.

ILG via its subsidiary ILG Kapitalverwaltungsgesellschaft mbH is an AIFM-investment management company authorized by the German Federal Financial Supervisory Authority (BaFin). We offer investment management services to both, institutional as well as private clients.



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