

leadership = global reach

Deka Immobilien Global



CB Richard Ellis serves as real estate advisor to German investment company Deka Immobilien Investment GmbH on investment strategy, property management and leasing on a global basis, a relationship that dates back to 1993. Last year, CBRE advised Deka on the acquisition and disposition of assets across the United Kingdom, Europe and Asia Pacific, with a total value of €650 million (US\$909.5 million).

On the investment side, CBRE advised Deka on its acquisition of 14 Pier Walk in Greenwich and on its disposal of 9 South Street in Mayfair, as well as St. James House in St. James's. All three properties are in London. CBRE also advised Deka on the sale of Die 116, a retail property in Vienna, and the purchase of South Wharf Tower in Melbourne, Australia.

In North America in 2009 and 2010, Deka acquired Bentall V, 550 Burrard Street, a 583,000-sq.-ft. premier office tower in Vancouver, British Columbia; followed by 1999 K Street in Washington, DC, a newly constructed, LEED Gold-certified, Helmut Jahn-designed office building; and 19 West 44th Street in Midtown Manhattan. CBRE continues to act as advisor as Deka builds its global portfolio.

"For us, CBRE is the most important player on a global basis," said Deka's Thomas Schmengler, board member and head of acquisitions. "We need CBRE because they are worldwide and we have ambitions to grow our business on a worldwide basis."

In addition, CBRE serves as property manager for Deka-owned assets across multiple markets in Europe. In Austria, CBRE serves as preferred partner providing all property management

services for a 12-property portfolio totaling 167,000 sq. m., including four prime office and retail properties in Vienna. In France, CBRE manages 15 office, retail and logistics buildings—half of Deka's entire portfolio in that country—which cover a total of around 230,000 sq. m. located in and around Paris. In the U.K., CBRE manages six office, retail and logistics buildings—half of Deka's entire portfolio in the U.K. As real estate advisor in Belgium, CBRE was tapped to lease the Boréal building at 55 rue du Progrès in Brussels. Backed by CBRE's agency, owner representation and office services groups, the team arranged a nine-year lease with BNP Paribas Fortis to occupy the Boréal building beginning in 2011. In Australia, CBRE manages all four Deka-owned assets—M4 Greystanes Industrial Park, NSW; 15 William Street, Melbourne; ATO Northbridge, Perth; and South Wharf Tower, Melbourne—in total, comprising 122,076 sq. m.

"Through our worldwide platform and network of offices, we provide Deka with the opportunities they need to grow their business by acquiring assets and exiting at the right time," said Simon Barrowcliff, CBRE executive director. "Our task is to understand their motivation and the different return criteria for their funds, and ensure we efficiently target and execute transactions for the client, as well as coordinate leasing and management services."

TOP TO BOTTOM

1. Thomas Schmengler, Managing Director, Deka
2. Simon Barrowcliff, Executive Director, CBRE
3. Rick Butler, Senior Managing Director, CBRE



properties managed



investment advisory



global

