

Press Information, 29 April 2019

Berlin Hyp Wins Strategic Partner with Capital Bay for OnSite ImmoAgent

Berlin Hyp has sold 51 per cent of the shares of its wholly owned subsidiary OnSite ImmoAgent GmbH to the Capital Bay Group.

Launched in 2018, the OnSite ImmoAgent offers a crowd-based inspection service for the real estate industry, appraisers, investors and banks. This service enables customers to generate real-time data along the life cycle of real estate – without having to be on-site themselves. The data is collected via a Germany-wide network of agents.

“In Capital Bay we have found an experienced asset and investment manager who can successfully develop OnSite ImmoAgent with us”, said Sascha Klaus, Chairman of the Board of Management at Berlin Hyp. With its foundation in 2018, the Bank provided the impetus. The company is now entering the next development phase after its market launch. “Through cooperation with Capital Bay, the Bank and the investor can pool their expertise and create synergies”, says Klaus.

George Salden, CEO of the Capital Bay Group, adds, “The strategic partnership with Berlin Hyp, one of the largest real estate financiers in Germany, is another key element in digitising and accelerating our transaction processes and business strategy. The required initial indication of properties can be carried out by OnSite ImmoAgent within 48 hours and enables us and other real estate investors to make a qualified assessment of individual properties or portfolios on the basis of the audited documentation of results”.

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Capital Bay is an alternative investment manager for real estate with a holistic approach. The company serves institutional and semi-professional investors, offering solutions to meet the full range of investment needs. Capital Bay expertly manages properties of various types on behalf of their owners and users. Through the use of digital processes and tools, Capital Bay and its management subsidiaries are able to span the entire real estate value chain. The company’s internally co-developed transaction software provides advanced support to investment managers in their acquisition and valuation activities. Capital Bay pays

particular attention to property users as the key drivers of cash flows across the value chain. Capital Bay founded in 2016, manages properties throughout Germany valued at approx. EUR 3.5 billion. The group has seven office locations in Germany, including its head office in Berlin, with a staff of more than 160.

Berlin Hyp specialises in large-volume real estate finance for professional investors and housing societies, for whom the Bank develops individual financing solutions. As an enterprise forming a Group together with the German savings banks, it also makes an extensive spectrum of products and services available to these institutions. Berlin Hyp is not only at the forefront as the issuer of the first Green Pfandbrief; the bank also supports the financing of sustainable real estate. Berlin Hyp's clear focus, 150 years of experience and the ability to actively shape the digital transformation in the real estate sector with an eye to the future characterize the Bank as a leading German real estate and Pfandbrief bank.