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# REAL ESTATE INVESTMENT MANAGEMENT

Germany – Switzerland – Austria

FLOS Capital is a leading real estate investment manager and specialist for global UHNWI investors with a focus on selective off-market deals and top-tier JV-partnerships in the German, Swiss and Austrian (DACH region) markets.



# CONNECTION. INTELLIGENCE. REALISATION.

Real Estate Investment Management

## WHO WE ARE AND WHAT WE DO

### Connection

- Investment manager/LOP serving established Private Equity/UHNWI mandates allocating up to € 60 m equity per deal
- Acting in the industry for >27 years with broad network and regular access to off market deals
- Complete independence and free from conflicts of interest
- Deeply rooted in the German, Austrian and Swiss markets with focus on logistic, office and retail large-scale property

### Intelligence

- Strong expertise in large scale share & asset deal transactions including cross-border jurisdictions
- Full coverage of transaction, debt, asset management and disposal services incorporating ESG factors
- Specific experience in vehicle structuring for segregated accounts including off-shore jurisdictions

### Realization

- Track record of >3 bn of realized transaction value across all types of commercial real estate
- Providing experienced local personnel for LOP/AM duties
- Effective realization facilitated by multilingual and international business practice background
- Proven and established relationships to reliable counsels and servicers enabling smooth realization processes

## VALUE PROPOSITION

- Regular access to exceptional off-market deals & JV's
- Full coverage of investment, financing, asset management and disposal services at best practice
- High experience in structuring of complex cross-border share & asset deals
- Senior level attention with multilingual and international business-practice background
- An assertive, entrepreneurial, results-focused mind-set
- Broad and established industry network in Germany, Austria and Switzerland
- Complete independency and free from conflicts of interest
- Inclusion of ESG features for asset selection and repositioning

## PERFORMANCE

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**2500** Mio

Transacted (in €)

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**1600** Mio

Financed (in €)

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**>16** %

IRR Realized (Average)

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**1000** Mio

Equity Invested (in €)

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**94**

Properties Acquired

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**3**

Locations

N.B. - Figures include activities in previous employment  
- Past performance must not be viewed as an indication of future performance.  
The price of investments may change according to market cycles.

## CAPABILITIES

### Geography Covered

- Germany
- Switzerland
- Austria
- Italy

### Services Provided

- Investment Management (Sourcing, SI/JV/FF/FP Transactions, Financing)
- Asset Management (BP, Letting, Capex, Operations)
- UHNWI Tailormade Purchases including Vehicle Structuring
- Capital & Funding (Raising Co-Equity, Mezzanine, JV Participations)
- Niche Capabilities (Construction Assignments, Italian Real Estate)

### Extract of Realized Investments (All figures in €)

Product	Sector	Location	Size	Typology	Equity	Realized IRR	Realized EM
UHNWI Placement <sup>(1)</sup>	Offices	GE/FR/IT	342 m	Core+	120 m	16 %	1,6
Club Deal 1 <sup>(1)</sup>	Offices	UK	232 m	Core	88 m	18 %	1,4
Club Deal 2 <sup>(1)</sup>	Offices	GE	175 m	Core+	65 m	6 %	1,4
Placement B <sup>(1)</sup>	Mix Use	GE	730 m	Core+/ VA	275 m	8 %	1,3
Segregated Mandate	Mix Use	AT	52 m	Core+	52 m	30 % <sup>(2)</sup>	1,9
UHNWI Advisory	Offices	GE	23 m	Core	22 m	18 %	1,8
Segregated Mandate	Logistic	GE	80 m	FF/FP	50 m	18 %	1,6
Institutional Advisory <sup>(2)</sup>	Logistic	GE	36 m	Core	36 m	9 % <sup>(2)</sup>	1,4
Segregated Mandate	Logistic	GE	135 m	Core+	52 m	50 %	2,3
Total			1805 m		760 m	15 %	1,6

N.B. IRR+EM figures after fees&tax, Extract period: 2006–2023

<sup>(1)</sup> During former employment (in charge)

<sup>(2)</sup> Unrealized return as to last market data/reporting

FLOS and its affiliated partner firm boast a team of up to 10 which contributes to the execution of bespoke investment strategies applying disciplined approaches and institutional quality. Local personnel cover on-site operations and secure a proper and certain execution of the investment business plan.

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## CONTACT

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## Leadership



**Dr. Clemens Stockhammer** is Founder and MD of FLOS Capital Real Estate AG and has over 27 years of technical and financial expertise in the real estate industry. Previously, Mr Stockhammer was an Executive Director at UBS Global Real Estate and UBS Wealth Management, where he co-managed the firm's direct real estate investment business for the global Ultra High Net Worth clientele.

During his 10-year career at UBS Geneva, he was in charge of direct client relations and headed the real estate transaction and financing activities comprising over € 2 bn of assets in Germany, the UK, France and Italy.

Before joining UBS, Mr Stockhammer was a senior manager at the real estate subsidiary of UniCredit/Bank Austria where he was engaged in the General Contracting and development business of commercial projects.

Mr. Stockhammer started his career in Vienna as an associate for a leading real estate project management firm. Mr Stockhammer holds an MSc in Real Estate Investments with distinction from Bayes Business School, London and graduated with a PHD in architecture and building management from the University of Florence, Italy. Mr Stockhammer is a member of the Royal Institution of Chartered Surveyors and is fluent in German, English and Italian as well as basic French.

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