



**Selected  
Project Samples**

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## **Banks and Credit Institutions**

- Regional banking concepts for Landesbanks, savings banks and Volksbanks
- Mortgage Association QM Guide to ISO 9000
- Marketing strategy to support wealthy private clients for private banks and savings banks
- Sales channel and loan processing optimization mortgage bank
- Sales and service strategy regional bank
- Capacity adjustment concepts savings banks and mortgage banks
- Founding concepts and business plans for listed real estate corporation
- High-Networth Individuals marketing strategy for German private bank
- Optimization of company organization German building society
- Securities strategies for private and corporate segment regional large bank, Landesbank, big savingsbank, Austrian large bank, large private bank
- Risk management strategy real estate loans for German mortgage banks, Landesbanks and German big private banks
- Commercial strategies to approach foreign countries for German mortgage banks, savings bank association, Landesbanks, cooperative central bank, savings banks, Austrian major bank
- Sales improvement strategy subsidiary of a German Landesbank
- Strategy savings bank clients for Landesbank
- Corporate credit restructuring with corporate finance strategies for large regional banks
- Corporate client strategies for savings banks, local cooperatives, Landesbanks, regional banks
- Process optimization securities processing large savings bank, Landesbank, cooperative central bank & cooperative primary banks
- Business Strategy Corporate Finance German big savings banks
- Model comparison for private financing of hospitals and clinics for German life insurance
- Holding strategy "around real estate" for Landesbanken and leading German private bank
- Study letter: Economics and Business Administration of Real Estate Business for mortgage bank association
- Restructuring listed real estate corporation
- Reorganization of real estate division in German leading bank and two Landesbanken
- Implementation certification project mortgage lending
- Germany strategy Investment Funds Marketing for international large Swiss Banks
- Development and implementation of standard product for real estate loan processing
- Risk Management Systems Real Estate Loans Landesbank, mortgage bank
- Internet distribution concept leading foreign fund company
- Certification of real estate experts in mortgage lenders
- Business model, business and implementation plan LGD grading mortgage banks
- Product concept "theme funds" for leading investment fund group
- RAROC pricing tool for real estate loans according requirements Basel II for leading German bank
- Risk Assessment real estate investments for major German bank
- Local foreign financing strategies for mortgage lenders
- Multi-channel CRM strategies for large German building society, investment fund, leading Swiss bank, investment fund company of major German bank, regional savings bank
- Treasury Concepts Landesbank, cooperative central bank, leading Austrian bank
- Analysis and optimization credit portfolios under risk aspects for regional bank
- Standardized real estate appraisal procedure regional bank
- Development of product and service offer top customers big German savings bank
- Synergy search and merger preparation cooperative banks, savings banks,
- Valuation and merger industrial development bank with private bank and integration in Landesbanks
- Europe strategies real estate loans for Landesbank, large real estate bank
- Europe strategies real estate and equipment leasing companies
- Market entry strategy Leasing Germany
- Risk management strategy leasing
- Refinancing concept via private equity for leasing
- Outsourcing facility management leasing company
- Outsourcing construction department major bank and computer systems private bank
- Restructuring Concepts Savings Banks, Volksbanks, KAG, federal long-term bank
- Efficiency improvement strategy and repositioning of international investment fund company
- Core competency analysis for leasing German banks, Landesbanks, regional banks, savings banks, cooperative banks, investment funds at the business field level
- Development of control, valuation and monitoring system US loan portfolio
- Acquisition and retail strategy real estate loans for US Creditservice Bank
- Marketing and product strategies German direct banks and direct brokers
- Marketing and product strategies card organizations.
- Product development and marketing strategies for private, cooperative and public building societies

- Strategy development stock exchange for second hand closed end fund "shares" (real estate, ships, infrastructure, planes, other) mandated by regional German stock exchange

## **Real Estate Projects**

- Outsourcing real estate assets of live insurance through capital market concepts
- Corporate and emission strategy bank-linked real estate company
- Capital market strategy for corporate real estate concept in retail
- Conversion and stock exchange strategy for a portfolio of closed-end funds
- Usage concepts, assessments and feasibility studies for castles, UECs, nursing homes, clinics, hotels, offices, leisure investments, shopping malls, railway stations, residential properties, fairgrounds, technology parks, office towers, airport centres, airport visitor parks, EXPO, city centres, public developments etc. In total more than about 300 -400 of such studies.
- Founding concept and strategy for the real estate organization of German privatization agency after German unification with organization concept, business plan, privatization concepts and rules, pricing rules, financial and contract controlling, regional developments, environmental strategy, conversion concepts and privatization strategy of the agency.
- Usage, financing and layout concepts for airport center, airport visitor center
- Real estate holding strategy for Landesbanken and large commercial banks
- Sales and marketing strategies for special real estates like UECs, leisure parks, castles,
- Study letter: The economics and business fundamentals of the real estate business
- Restructuring and redevelopment real estate corporation
- Reorganization real estate division in Landesbanken, large commercial banks, cooperative central bank
- Feasibility Study Clinic Investments for life insurance
- Usage, re-use, finance and marketing concept Expo 2000
- Real estate service holding for Landesbanks and major German banks
- Real estate portfolio management strategies (CREM) for German open ended real estate funds, insurances, bank holdings, real estate holding companies, international industrial and retail companies
- Implementation certification project mortgage lending
- Germany strategy of open real estate investment funds leading int. Swiss bank
- Development and implementation of standard product for real estate loan processing
- Succession strategy of German real estate service providers
- Location development concepts for countries, municipalities and large commercial real estate owners
- Feasibility studies, market research and usage concepts in all relevant areas of use for real estate users, investors, owners, financiers
- Corporate (CREM) and Public Real Estate (PREM) strategies for leading German industrial and commercial companies, state-owned enterprises, companies by public law, municipalities
- Fund concepts and implementation strategies for distribution companies, developers, holding companies
- Internet based real estate market information system
- Standardized, international property search, evaluation and financing concept for leading German automobile company and French oil company.
- Regional development and administration concepts and strategies for German federal countries, counties, municipalities and cities

## **Corporate Finance projects**

- Corporate credit restructuring with corporate finance strategies for large regional banks
- Growth financing strategy real estate service provider
- Capital market strategy financial service providers
- Privatization of large municipal utilities / arguments, evaluation, strategy
- Outsourcing real estate assets of life insurance through capital market concepts
- Stock market and capital market strategy as well as valuation, buyer search and sales support of German developers
- Privatization strategy regional energy company
- Business Strategy Corporate Finance German leading savings bank
- Corporate and emission strategy bank-linked real estate company
- Model comparison for private financing of hospitals and clinics for insurance
- Capital market strategy for corporate real estate application in the retail sector
- Conversion and stock exchange strategy for a portfolio of closed-end funds
- Succession strategy of German real estate service providers
- Conversion strategy real estate portfolio of life insurance in real estate company and special funds
- Start-up strategy, valuation and capital acquisition concept for internet portal for financial services
- Search, valuation and purchase support German mortgage bank for US investors
- Evaluation, search for buyers and sales support of German developers to US institutions

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- Shareholder value strategies listed health care and travel companies
- Investment memorandum and venture capital acquisition for capital increase for travel companies with IPO preparation
- Portfolio selection, valuation, buyer search and sales support large senior nursing home portfolio for listed healthcare company
- Evaluation, structuring and placement financing of 2 major hotels in London and one resort hotel in Spain for US hotel company
- Start-up, growth and pre-IPO concept internet travel agency
- Valuation and marketing commercial real estate portfolio to US fund
- Development of private equity development funds for major German banks and private investment groups
- Search for and selection of vendors as well as valuation and acquisition support of a US investment bank and US private equity funds for the acquisition of sub- or non-performing loans at German banks
- Development secondary market exchange fund shares for regional exchange
- Structuring and placement purchase financing commercial real estate portfolio for developers
- Valuation, investment memorandum, buyer search for Hotel Management Company, Facility Management Company, Developer Real Estate Portfolio
- Purchase support, valuation and risk assessment large hotel portfolio
- Valuation and sales support customer loan bank to insurance
- Assessment and sales support of several non-profit housing associations to real estate investors
- Search, Assess, Acquire Local Car Hire for International Car Hire
- Conception Sale & Lease Back financing for 22 senior nursing care homes and placement to leading US financial investor
- Conception of a private equity fund eligible to cover pool of German life insurances for the purchase of impaired or sub-performing real estate loans from German banks and arranging the equity capital funding of Anglo-Saxon investors.
- Conception of the sales concept and arranging the sale of 9 rehabilitation clinics of German health care companies to international health care operators and investors.
- Pre - IPO financing German real estate AG
- Advising US private equity investor on acquisition in tendering competition (privatization) German real estate portfolio and development company
- Conception of a German SME REIT for placement via major German banks
- Conception and implementation of a balance sheet-neutral approach to the capital relief of banks and industrial companies through the synthetic acquisition of balance sheet risks
- Relief of balance sheet risks through sales concepts of non-strategic balance sheet positions in true, hybrid or synthetic sale.
- Industrial solution for the cost-effective processing of the Riester pension scheme for insurances
- Pricing and purchasing strategy of German asset managers for listed real estate investor
- Search, valuation and acquisition of closed end fund initiator & asset manager for foreign investor
- Advice and development of investment strategies for leading international private equity firms for investments in German distressed or nonstrategic loan portfolios, noncompetitive banks, insurances financial services companies.
- Advice and development of investment strategies for leading international private equity firms for investments in EU infrastructure investments.

## Insurance Projects

- Feasibility Study (Start-up) life insurance company
- Cost / benefit analysis and organizational structure for outsourcing real estate portfolios in open ended real estate funds
- Marketing strategies High-Net Worth Individuals, for selected target groups and for corporate customers of life, car and property insurers
- Value-oriented CRM customer relationship management and marketing strategies for health, life and nonlife insurers and leading housing society
- Product pricing concepts property, life, health insurance
- Feasibility study for asset management outsourcing
- Cost-benefit analysis investments in hospitals and retirement homes for German health insurance companies
- Marketing and product strategies for life, health, nonlife, law protection and car insurances
- Business and marketing strategy for private and corporate customers
- Asset management strategy for life insurance
- Reorganization and repositioning of a health and household insurer

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- Cost / benefit analyses of internal sales organizations life and non- life insurances
- All-finance concepts bank in insurance / insurance in bank
- Holding concepts for an insurance conglomerate
- Valuation and stock market IPO preparation insurance company
- Restructuring of international reinsurance
- Development and marketing strategy direct insurance life and cars
- Brokerage strategies for life and nonlife insurance companies
- Target group strategies for different field service organizations of life and nonlife
- Competitive, best practice and core competence analyses on asset management, distribution structure, product policy, life insurance and nonlife insurance marketing
- Start-up and growth strategy and customer card concept legal protection insurance
- Run off concepts for life insurers
- Sales and migration concepts life insurance portfolios
- Real estate portfolio and asset management strategies for life insurances and insurance holding companies
- Reinsurance concept for capital relief of EU life insurances with too high guaranteed interest rates not covered by interest income and consuming too much capital (SCR) according to Solvency II with backing by German regulator BAFIN
- Pension Risk Transfer Concept for large German corporates which can transfer funded and unfunded pension liabilities from the corporation to a life insurance including risks from market, interest, valuation, biometrics.