



# The growing market of nursing

Nursing homes — a safe investment









## A SAFE INVESTMENT

### Investment in a safe growing market with a solid network.

The DSR GmbH provides a complete scope of services for investments in the field of growing market of nursing homes. Ranging from properties, which show sustained demand, excellent public transportation connections and local shops through to the economic and low maintenance planning, high quality constructions and finally financing for interested investors.

#### Investors

The DSR GmbH cooperates with domestic and foreign private and institutional investors. AXA Real Estate Investment Managers, London Corpo Sireo Luxembourg, Swiss Asset management Munich, Patrizia Hamburg, Aachener Grund, Köln GE Real Estate Frankfurt, Hemsoe Stockholm, INP Hamburg and others, as well as private investors are among the selected customers of DSR GmbH.

#### Banking

The DSR GmbH works with all „beds“ financing banks together and offers financing brokerage for the investor. Regional banks such as HSH Nordbank, LBB, Nord LB, Bremer LB and Saar LB, as well as commercial banks such as Bank für Sozialwirtschaft, KBC, Deutsche Bank and furthermore credit unions like the bank for pharmacists and doctors, EDG Kiel and of course in particular the savings banks are among the business partners of DSR GmbH.



#### Identification of needs

Every investment has to be examined to determine the existing needs. The DSR GmbH does not develop any real estates at locations where the needs are already covered. Nevertheless, statistical quantified needs may be covered, but the majority of properties at specific locations are more than 20 years old, they do not provide any single rooms or single bathrooms, so 3 or 4 residents have to share them. Therefore the needs may be reasoned with some qualitative demands, but the necessity must exist. A second examination for the operator is carried out by himself.

#### Subcontractors

The DSR GmbH works together with many general contractors, who are experienced in construction of nursing homes. In this asset category, the executive director has built or/and negotiated with the following contractors: Köster Bau Osnabrück, MBN, Georgsmarienhütte, Deisen Bau Koblenz, Kamue Oldenburg, Fischer Bau Hannover, d&b Bau Neustadt, Goldbeck Bielefeld, Hanke Bau Peine, Deppenbrock, Backer Bau and others.



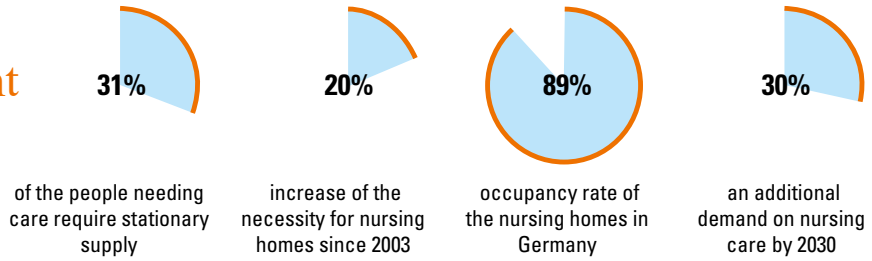






# CERTAIN RETURN OF THE INVESTMENT

## Market development



### Architects

All architects working together with the DSR GmbH have a longstanding experience in planning and implementation of nursing homes. Nevertheless, there are no firm agreements to work only with certain planning offices. Due to an economic planning, which assumes that one accommodation is not more than 50 sq. meters of the gross floor space, DSR GmbH is always interested in admission of new business relationships with experienced architects.

### Project developers

The DSR GmbH has a numerous loose and solid partnerships with project developers. Purchase projects and projects, which were performed together as well as adopting the general contractor performance and contributing the necessary equity for the bridge financing, resulted in many successful encounters and projects. The DSR GmbH is therefore always interested in cooperation with project developers.

### Operators

The operators working together with the DSR GmbH provide in unison more than 1000 beds and at least 10 years of experience in the market. An accurate operator selection is particularly important for both financing and for the sustainable rent level. We are pleased to be able to work with some most experienced, medium nursing home operators in Germany. These are inter alia Alloheim Düsseldorf, Vitanas Berlin, Curata, Düsseldorf, Casa Reha, Oberursel, DSSG, Hannover, Kursana, Berlin, Margarethenhof, Krefeld, Procon, Wiesbaden, Procuritas, Bad Honnef, GERAS Berlin, Volkssolidarität, AWO, Europlus and others.

### Owners

The DSR GmbH regularly pays on the basis of the land value. Such handling is often interesting for property owners who own plots larger than 4,000 sq. meters. The reason is that due to the size of the property discounts are often a matter. We gladly come into contact with the owners as well as with the broker agencies specialized in searching for nursing homes.







## DEMOGRAPHY AS AN ASSET CLASS

### Financing, Planing and Performance - one stop solution

#### Equity

The DSR GmbH contributes the necessary equity needed for the financing of the construction. Moreover, the DSR GmbH is always interested in equity investors who are looking for a short term investment and who are willing to provide the equity by a way of a loan for the short construction phase. In such case, the DSR GmbH offers guaranteed dividend of 10% per annum, provided double examination i.e. the buyer and the bank have already approved the project.

#### Planing and construction

The DSR GmbH works together with well established construction companies experienced in building nursing homes. In last 12 years the executive director has negotiated or/and signed contracts with the following contractors: Köster Bau, Osnabrück, MBN Georgsmarienhütte, Fischer Bau Hannover, d&b Bau



Neustadt, Deisen Bau Koblenz, Kamue Bau Oldenburg, Goldbeck Bielefeld, Hanke Bau Peine and others. There is the same way of selection for both the operators and architects. In means that the architects selected by the DSR GmbH have already planned at least 10 nursing homes and gathered lots of experience. Frequently appointed planing offices are: Stack Hamburg, Milkoweit Berlin, Mach Bielefeld and Swoboda Braunfels.

#### Looking Forward

In 20 years there will be more people needing care than children in Germany. In 2008, 5% of the population were over 80 years old. This proportion is expected to double by 2020 and triple by 2050.

According to a survey of the Residenz-Gruppe Bremen, there will be a lack of 200,000 beds in nursing homes in Germany by 2040. 79% of the respondents doubt the fact, that the federal government will provide the upgrade in time and therefore they call for the investments of private companies.







Executive Director  
Thomas Zethin



**DSR Deutsche Senioren Residenzen GmbH**

Mittelstraße 55  
D-10117 Berlin - Mitte

Phone: +49 (0)30 200 75 3-10  
Fax: +49 (0)30 200 75 3-11

E-mail: [info@dsr-gmbh.de](mailto:info@dsr-gmbh.de)  
[www.dsr-gmbh.de](http://www.dsr-gmbh.de)

