Wüest Partner is an independent, owner-managed consulting firm. As impartial experts, we have been delivering first-class decision-support tools for professional real estate players since 1985. We offer our clients – both in Switzerland and abroad – a wide range of services encompassing advice, valuations, data, applications and publications. Our knowledge creates transparency and helps to break new ground for the continued development of the real estate sector.
Wüest Partner focuses its activities on the property and construction markets, together with all related strategic and development-related topics. Its core business is advising clients who invest in, manage, develop or finance properties, land and locations. Apart from delivering sound, sustainable and increasingly digital solutions, we attach the greatest importance to providing comprehensive and fully integrated services. Our freedom of judgement is supremely important to us, and accordingly Wüest Partner conducts no transactions of its own or transactions on which it earns commissions in the real estate market, and nor does it act as an agent for any particular parties.

Our activities are fact-based. Our watchwords are objectivity and neutrality, and we maintain transparency towards our clients and the public. We strive to deliver excellence across the board, building on the foundations of the accumulated experience and broad knowledge base of our employees, and the continual improvement of our processes and tools.

Wüest Partner is «Regulated by RICS». This means that we subscribe to the ethical and professional standards of the UK-based Royal Institution of Chartered Surveyors (RICS).
As at May 2018

- 206 specialists
- 160 full-time-equivalent employees
- 36 disciplines
- 22 accredited valuation experts
- Multilingual skills: German, French, Italian, English, Spanish, Portuguese, Russian, Mandarin, Arabic, Hebrew, and more
- Nationalities: Ø, age 25, over 85%
- 85% with university degrees
- 65% men
- 35% women
Wüest Partner is wholly owned by its partners, currently 17 in number, who vouch for the quality, continuity and independence. The company’s supreme governing body is the Partners’ Assembly, which decides on all important business.

With our team of approximately 200 specialists, we have an impressive wealth of experience. Our employees cover the disciplines of economics, architecture, information technology and engineering, as well as the social and natural sciences. Teams of consultants based in Switzerland and Germany are backed up by an international network of partner firms and individual specialists with deep regional roots.

Wüest Partner attaches great importance to active knowledge-sharing among its employees. The three cross-team and cross-location specialist groups for valuation, development and digitisation, our own electronic knowledge platforms, the systematic promotion of external further training and the Wüest Partner Academy are important elements of our knowledge management.

Partners as at 2018

Back row, from left to right:
Patrick Schnorf, Zurich
Jan Bärthel, Zurich, Member of the Executive Board, joint manager Germany
Mario Grubenmann, Zurich, Member of the Executive Board
Andreas Keller, Zurich, CEO of Datahouse
Marco Feusi, Zurich, Chairman of the Executive Board
Ronny Haase, Zurich, Vice Chairman of the Board of Directors
Pascal Marazzi-de Lima, Zurich
Gino Fiorentin, Zurich

Front row, from left to right:
Hervé Froidevaux, Geneva
Andreas Ammann, Zurich, Member of the Board of Directors
Ivan Anton, Zurich
Stefan Meier, Zurich
Andreas Bleisch, Zurich, Chairman of the Board of Directors
Karsten Jungk, Berlin, joint manager Germany
Nabil Aziz, Geneva
Marcel Scherrer, Zurich
Patrik Schmid, Zurich, Member of the Executive Board
The Swiss parent company Wüest Partner AG, with its head office in Zurich and branch offices in Geneva, Bern and Lugano, currently has two wholly-owned subsidiaries as well as an additional minority shareholding.

**Wüest Partner in Germany**
Wüest Partner is represented in Germany in Frankfurt, Berlin, Hamburg and – since the beginning of 2018 – in Munich. Since it was established in 2007, W&P Immobilienberatung GmbH has been providing the same services in Germany as its parent company in Switzerland.

**Datahouse**
Datahouse AG has belonged to the Wüest Partner group since 2014. Initially founded as a spin-off of the Swiss Federal Institute of Technology (ETH) Zurich, Datahouse specialises in the collection, networking and analysis of data as well as the development of web applications. Its services extend beyond the real estate and construction fields.

**Deal Estate**
Wüest Partner has held a 35% stake in Deal Estate AG since 2017. Under the domain dealestate.ch, this start-up company operates a portal for investment properties that focuses on the digitisation of professional transaction processes. Deal Estate AG does not act as an intermediary itself. It only makes the application available to market players.
Business areas

1 Market and research
The continuous and systematic observation and analysis of the entire real estate market has long been one of our core competencies. Our publications are based on exclusive information, specialist knowledge and in-depth analysis. Ranging from Immo-Monitoring® – the standard reference work on Swiss real estate – to individual studies, these provide insights and aids to decision-making in succinct form.

2 Real estate consultancy
We offer consultancy services on every aspect of a property and all stages of its life-cycle. Our specialist expertise reinforces your confidence and supports your decision-making processes. Our goal is to help you to maximise added value.

3 Property valuations
a Portfolio valuations
b Individual valuations
c Specialist valuations
We have in-depth knowledge of all facets of the real estate business. Outstanding specialist knowledge and many years of experience are the basis of reliable valuations, from individual properties to multinational portfolios. We meet all regulatory requirements, and we apply all accepted valuation and accounting standards in our coverage of the entire range of valuation services.

4 Data and applications
Our applications give you direct access to the most comprehensive databases on the Swiss real estate market. All accepted valuation models, up-to-date location and market information, benchmarks and ratings are available to you easily and conveniently via the internet. You will find that our interactive applications open up new dimensions.
Locations

Zurich
Wüest Partner AG
Head office
Founded in 1985
151 employees
Alte Börse, Bleicherweg 5
8001 Zurich

Wüest Partner AG
Established in 2016
5 employees
Münzgraben 6
3011 Bern

Datahouse AG
Founded in 2005
Subsidiary since 2014
14 employees
Alte Börse, Bleicherweg 5
8001 Zurich

Bern
Wüest Partner AG
Established in 2016
5 employees
Münzgraben 6
3011 Bern

Geneva
Wüest Partner SA
Established in 2006
12 employees
Rue du Stand 60-62
1204 Geneva

Geneva Branch management: Nabil Aziz and Hervé Froidevaux

Bern Branch manager: Alain Chaney

Lugano
Wüest Partner AG
Established in 2017
4 employees
Via dei Solari 4
6900 Lugano

Lugano Branch manager: Fabio Guerra
Frankfurt
Established in 2007
7 employees
Bockenheimer Landstraße 98-100
60323 Frankfurt am Main

Hamburg
Established in 2017
2 employees
Hanse Contor Esplanade, Stephansplatz 6
20354 Hamburg

Berlin
Established in 2009
9 employees
Lüttaß-Platz 2
10178 Berlin

Munich
Established in 2018
2 employees
Ludwigstraße 6
80539 Munich

Branch manager: Andreas Pörschke
Branch manager: Volker Ottenströer
Branch manager: Karsten Jungk
Branch manager: Rüdiger Hornung
In 2017 Wüest Partner received some 4,200 individual assignments from over 1,400 clients. A quarter of our revenue came from first-time clients, the other three quarters from existing clients – some of them of very long standing. Our five largest clients accounted for merely a quarter of total revenue in 2017. Wüest Partner thus has a very broad client base.

1 Institutional property owners
Insurance companies, pension funds, investment foundations, listed real estate companies, real estate funds, asset managers, building cooperatives

2 Banks and financial services providers
Big banks, cantonal banks, all other types of banks and financial services providers

3 The construction industry and service providers
Sole and general contractors, developers, planners and architects, brokers, fiduciaries, auditors, solicitors and other service providers

4 Corporate real estate
Companies from the commerce/retailing, chemicals/life sciences, transport/logistics, healthcare, tourism and manufacturing sectors

5 Public real estate
Federal, cantonal and municipal institutions, public corporations

6 Private and specialist clients
Private individuals, communities of heirs, private real estate companies, family offices, foundations, associations and federations

7 Media and education
Media companies, universities and other educational institutions

2017 revenue by client segment
2017 financial year

With revenue up by 8.8%, 2017 was yet another successful year for Wüest Partner. Group revenue totalled CHF 50.0 million (EUR 42.5 million). This pleasing business result was driven, in particular, by the strong growth rates of the subsidiaries. Accounting for over 60 per cent of revenue in 2017, the valuation business – from major portfolios to many thousands of individual valuations – was the dominant field once again.

**Highlights**
Among other things, the year 2017 was marked by the expansion of the company. The opening of our fourth Swiss location – in Lugano – was very important. Wüest Partner Germany celebrated the opening of its third office in Hamburg and the announcement of its fourth office in Munich for 2018. In addition, Wüest Partner has acquired a 35 percent stake in Deal Estate AG.

The breadth and depth of our activities are illustrated by the 2017 project highlights listed on the right:

- «Wüest Dimensions» widely established in the market and expansion to include additional valuation methods
- Successful going live of «Wüest Insights» as an investment management tool within «Wüest Dimensions»
- First accreditation of Wüest Partner as a legal entity for valuation expert activities in accordance with the Collective Investment Schemes Act (CISA)
- Valuation of numerous important new Swiss buildings and projects such as «The Circle», «Mall of Switzerland», the Hardturm project «Ensemble», «Baloise Park»
- Special mandates such as the evaluation of large maintenance hangars at Frankfurt-Hahn Airport or the development of Fahr Monastery
- Building law study for the Federal Office for Housing (BWO) and strategy study for the handling of building rights for a small town in Switzerland
- Notable new strategy and evaluation mandates for the public sector (cities and cantons) and the health sector
- Various new appreciation calculation mandates as part of the implementation of the revised Spatial Planning Law
- Advising the Bundesimmobiliengesellschaft (BIG) on the valuation of special properties of the state of Austria
- Market launch of «Location Spot», a B2C application for location assessments
- New users of the interactive apartment configurator by Datahouse for further residential building projects.
Publications and specialist articles

«Immo-Monitoring®» property market report
When Wüest Partner first published «Bauwerk Schweiz» (Built Environment Switzerland) in May 1989 and «Bauland Schweiz» (Building Land in Switzerland) in August 1990, nobody could have foreseen that these would be the first in a series of publications that are still appearing today. In more than 200 pages, «Immo-Monitoring®» continues to present topical subjects and the latest market data. Since the autumn of 2014 «Immo-Monitoring®» has also been published in electronic form as an app (iOS and Android) and an e-reader. In addition to the main issues in October and April, we also publish digital updates at the end of January and the end of July. As well as specialist articles, these contain summaries of the latest trends and changes in the real estate and construction markets.

In addition to «Immo-Monitoring®», «Immobilienmarkt Schweiz» (Real Estate Market in Switzerland) and «Investmentmarkt Deutschland» (Investment Market in Germany) also contain concise reports on the latest developments in their respective real estate markets. These publications can be downloaded as PDFs free of charge from our website (wuestpartner.com).

Wüest Partner blog and Newsletter
Launched in April 2017, the Wüest Partner blog (www.blog.wuestpartner.com) will help improve the transparency of the construction and real estate markets with its interactive graphics and concise background reports. The Wüest Partner Newsletter supplies direct information on the latest developments in the real estate market.
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Wüest Partner AG

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