Breaking new ground

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 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).
145 full-time-equivalent employees

Over 85% with university degrees

36% women
64% men

25 accredited valuation experts

193 specialists

22 different nationalities

Interdisciplinary diversity

Multilingual skills
Swiss and global consulting

37 years
Average age of employees

As at May 2017
Partners and employees

Wüest Partner is wholly owned by its partners, currently 17 in number, who vouch for the quality, continuity and independence of its consultancy services. The company’s supreme governing body is the Partners’ Assembly, which decides on all important business and makes all appointments.

With our interdisciplinary team of approximately 190 consultants, we have an impressive skills base and many years of experience on which to build. 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. Apart from the systematic use of external staff development programmes, a key tool for the transfer and expansion of knowledge is the in-house Wüest Partner Academy.

Partners as at 2017

Standing, from left to right:
Gino Fiorentin, Zurich
Andreas Keller, Zurich, CEO of Datahouse
Nabil Aziz, Geneva
Stefan Meier, Zurich
Mario Grubenmann, Zurich, Member of the Executive Board
Karsten Jungk, Berlin, joint manager Germany
Marco Feusi, Zurich, Chairman of the Executive Board
Marcel Scherrer, Zurich
Pascal Marazzi-de Lima, Zurich
Patrik Schmid, Zurich, Member of the Executive Board
Jan Bärthel, Zurich, joint manager Germany

Seated, from left to right:
Andreas Bleisch, Zurich, Chairman of the Board of Directors
Hervé Froidevaux, Geneva, Member of the Executive Board
Patrick Schnorf, Zurich
Andreas Ammann, Zurich, Member of the Board of Directors
Ronny Haase, Zurich, Vice Chairman of the Board of Directors
Martin Hofer, Zurich
Ever since Wüest Partner was founded in 1985, it has had its head office in Zurich. The Geneva branch office was opened in 2006. Since April 2016, Wüest Partner has also had an office in Bern, and at the start of 2017 the Lugano office was opened.

Wüest Partner AG, the Swiss parent company, currently has two wholly-owned subsidiaries.

Wüest Partner in Germany
Wüest Partner is represented in Germany in Frankfurt, Berlin and – since April 2017 – in Hamburg. 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. Founded in 2005 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. Its lean project teams guarantee prompt decision-making, a rapid response to changing requirements, and flexible solutions to customers' needs.
1 Market and research
Good decisions need reliable data. Continuous data gathering through the 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

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

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

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

3. Frankfurt
   W & P Immobilienberatung GmbH
   Established in 2007
   7 employees
   Bockenheimer Landstrasse 98-100
   60323 Frankfurt am Main

4. Berlin
   W & P Immobilienberatung GmbH
   Established in 2009
   9 employees
   Neue Schönhauser Str. 20
   10178 Berlin

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

6. Lugano
   Wüest Partner SA
   Established in 2017
   2 employees
   Via dei Solari 4
   6900 Lugano

7. Hamburg
   W & P Immobilienberatung GmbH
   Established in 2017
   2 employees
   Hanse Contor Esplanade, Stephansplatz 6
   20354 Hamburg
Berlin
Branch manager: Karsten Jungk

Frankfurt
Branch manager: Andreas Pörschke

Geneva
Branch management: Nabil Aziz and Hervé Froidevaux

Bern
Branch manager: Alain Chaney

Lugano
Branch manager: Fabio Guerra

Hamburg
Branch manager: Volker Ottenströer
Client structure

In 2016 WüestPartner received some 4,000 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 a quarter of total revenue in 2016. 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 bank 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 Private and specialist clients
Private individuals, communities of heirs, private real estate companies, family offices, foundations, associations and federations

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

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

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

2016 revenue by client segment
With revenue up by 10.2%, 2016 was yet another successful year for Wüest Partner. Group revenue totalled CHF 45.9 million (EUR 42.9 million). This pleasing business result was driven, in particular, by the strong growth rates of the subsidiaries. Accounting for almost 60 per cent of revenue in 2016, the valuation business – from major portfolios to many thousands of individual valuations – was the dominant field once again.

**Highlights**

The company’s rebranding, which even involved shortening its name from Wüest & Partner to Wüest Partner, was a prominent feature of 2016. The opening of our third Swiss location – in Bern – was also very important.

The breadth and depth of our activities are illustrated by the 2016 project highlights listed on the right:

- Successful launch of Wüest Dimensions: its licensees include both the big Swiss banks.
- Support for the Investis AG IPO.
- Inaugural event in the “Stadt aus Holz” (Timber City) series in Zurich and Geneva.
- Major real estate strategy assignments for public bodies (municipal, cantonal, federal) and institutional investors.
- Expansion of valuation and consultancy activity in the field of healthcare properties.
- Involvement in a number of major architectural competitions and planning projects in western Switzerland.
- Studies on increasing the central attractions of small and medium-sized towns.
- Numerous new consultancy projects for generating added value in accordance with planning requirements.
- Implementation by Datahouse of the interactive apartment configuring tool for the Aglaya garden high-rise in Risch-Rotkreuz.
- Launch by Datahouse of the digital procurement portal for construction site documentation (Sharedoc).
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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