	Classification	Location	Volume	Criteria
Office	Core	Top 7 cities (A & B locations) B-cities (A locations)	15 – 300m Euro	High occupancy rate (> 90%) Long-term leases (> 7 years) Ideally fully indexed rental contracts
	Core (projects)	Top 7 cities (A & B locations) B-cities (A locations)	50 – 300m Euro	Forward Deals (payment at the start of the lease), no Forward Fundings Occupancy rate > 70% Ideally fully indexed rental contracts
	Core Plus	Top 7 cities (A & B locations) B-cities (A locations) Regional centers (A locations)	15 – 300m Euro	Occupancy rate > 50% Short- / medium-term leases
	Value-Add	Top 7 cities (A & B locations) B-cities (A locations)	10 – 100m Euro	Occupancy rate < 50% Short-term leases Possible: Repositioning, lease-up, restructuring etc Not possible: structural changes, new developments, additional storeys etc.
Retail	Core	Top 7 cities (A & B locations) B-cities (A locations) Regional centers & mid-sized cities	10 – 100m Euro	Excellent or good locations Tenant mix with food anchor Long-term leases (> 7years) Creditworthy tenants Forward Deals (payment at the start of the lease), no Forward Fundings
	Core Plus	Regional centres, mid- & lower-sized cities Large & small cities		Tenant mix with food anchor Long-term leases (> 7 years) Creditworthy tenants
Logistics & Light Industrial	Core Plus	Established logistic locations	5 – 50m Euro	WALT > 2 years Possible: lease-up, repositioning etc Not possible: land plots, re-developments, heavy refurbishments etc.
	Value-Add	Established logistic locations		WALT < 2 years Possible: lease-up, repositioning, heavy refurbishments etc. Not possible: land plots, re-developments etc.



CONTACT

Montano Real Estate GmbH Lenbachplatz 5, 80333 München Email: investment@montano.eu

Samson Weldemariam

Head of Investment Email: samson@montano.eu Tel +49 (0) 89 24 21 69 80 12

Hossein Gharany

Director Email: hossein@montano.eu Tel +49 (0) 89 24 21 69 80 22

Katharina Weigl

Senior Manager Emait katharina@montano.eu Tel +49 (0) 89 24 21 69 80 23