

## BACKGROUND

- PANDAI Capital ([www.pandai-capital.com](http://www.pandai-capital.com)) is a Munich-based private investment boutique with a strong track record in investing equity in real estate and providing venture capital for technology led companies and disruptive innovative ideas
- PANDAI Capital was founded to scale up investment volume and to build an investment platform that gives access to attractive investment opportunities to both, individuals as well as institutional investors
- PANDAI Capital provides all investors an opportunity to benefit from this expertise

## TRACK RECORD

- The two founders of PANDAI Capital combine 50+ years of experience in investing in real estate, venture capital and alternative assets with a proven track record and a deep understanding of key trends in that sector
- Over the past three decades the two founders of PANDAI Capital have demonstrated substantial deal sourcing and execution capabilities as well as unique operational value creation expertise (30+ investments)

## TARGETS

- PANDAI Capital intends to launch a €100m fund (Fund I) to target a special niche in the market and to acquire properties that are from an investment volume too large for private investors and too small for institutional investors
- PANDAI Capital aims for additional funding from institutional investors incl. insurance companies, family offices and fund-of-funds as well as high caliber individuals from the entrepreneurial, founder, corporate finance, investment, consulting and corporate community
- The founding team will be complemented by a team of investment professionals that will be hired to help to execute the upcoming deals
- PANDAI Capital has the capability to deploy own equity for every investment

## VALUE PROPOSITION

- PANDAI Capital has a unique passion and performance driven culture built around the goal of delivering exceptional returns to investors and shareholders combined with achieving a sustainable and positive impact for our environment and society
- PANDAI Capital is characterized by the following key differentiators:
  - 1 **'True' Co-investment structure:** Every investment comes with a significant equity participation of PANDAI Capital – therefore there is always a true 'Schicksalsgemeinschaft' and aligned interests.
  - 2 **Proven track record:** Over the past three decades the two founders of PANDAI Capital have demonstrated substantial deal sourcing and execution capabilities as well as unique operational value creation expertise (30+ investments)
  - 3 **High-Quality investment strategy:** PANDAI Capitals strategy is not to scale fast but to invest only in few hand-picked assets in well-known markets. We have no pressure to invest if we have not identified the perfect investment.
  - 4 **Proprietary deal origination & value creation:** PANDAI Capital has an off-market-access to attractive deals due to long-term relationships with key partners. A best-in class data-driven deal origination approach will ensure a proprietary deal base.
  - 5 **True sustainable & 'green' value creation:** PANDAI Capital has a unique DNA when it comes to sustainable investments and ESG standards. Every investment has to pass a strong sustainability pressure test.
  - 6 **Trusted partner:** The PANDAI Capital founding team has a trusted long-term relationship to many family offices and HNWI
  - 7 **Social responsibility:** PANDAI Capital donates 5% of every realized capital gain into the Beena & Dirk foundation in order to fund projects worldwide that make our planet and society better.
  - 8 **Deal-by-deal investments:** For our Co-investment and Family & Friends business, every deal is known to investors before their commitment, no blended pool investments.

## INVESTMENT PROFILE - REAL ESTATE STRATEGY

- **LOCATION/REGION:** PANDAI Capital focus on few selective, and relatively undervalued markets
  - **Primary Focus:** Germany (Cologne, Munich, incl. Bavarian Pre-Alpes/leisure)
  - **Opportunistically:** France (Paris, Southern France/Leisure), Italy (Milan, Lake Como)
- **ASSET TYPE:** PANDAI Capital focuses only on existing properties, no new construction projects.
  - **Primary Focus:** 'Jugendstil' properties, Art Nouveau, Liberty Style, Traditional style
  - **Specific characteristics:** Buildings that require modernization & refurbishment, 'undermanaged' properties with good potential to increase rent, in need for energetic upgrade
- **MICROLOCATION:** AAA, City Center/ Downtown, on a street-by-street pick
- **REAL ESTATE TYPE:** Residential, Retail, Office, Hybrid
- **RISK CLASSES:** Core+, Value add and Opportunistic
- **TRANSACTION VOLUME** €5-15m, up to €30m for co-investments

## FUND FACTS

- **FOUNDING YEAR:** 2022
- **HEADQUARTER:** Munich
- **TARGET FUND SIZE:** € 100m (Fund I)
- **AIFM:** BAFIN-registered AFIM (Pandai Capital GmbH) since November 2022