

■ Galerie
■ Immobilien
die mit dem Faible für Kunst

Real Estate Development







Company

Galerie Immobilien (GI) was founded in 2009 by Swiss entrepreneurs and then established successfully as an independent and privately-owned and -managed real estate company in Vienna. The scope of business covers the brokerage of high-quality apartments, apartment buildings and investments, as well as selected commercial properties. These activities are regionally focused on Vienna and its close neighbourhood.

In 2014 Galerie Immobilien started to develop historical apartment buildings based on the idea of innovatively revitalising these properties. One visible result of this approach can be seen in the so-called “Fernolendt mansion” in Landstraßer Hauptstraße 74/4, 1030 Vienna, where the new offices of Galerie Immobilien have been located since April 2016.

Philosophy

Due to the ownership structure of Galerie Immobilien the company defines itself as an Austrian enterprise with Swiss character. This Swiss origin has led to the philosophy “Swiss quality ensures your success”. High quality and professionalism have been the most important criteria for developing all ser-

vices, the international team and the cooperation with customers of Galerie Immobilien. Today an experienced, international and multi-lingual team of 10 professional employees takes care of all services in brokerage, sale and administration, as well as architecture.

Vision

The name “Galerie Immobilien” has determined the motto of the company from the very beginning: the vision of bridging real-estate and art. The company offers a platform of communication and exchange of ideas in the form of vernissages, exhibitions and

concerts in their offices to people who are interested in both issues. Meanwhile these events have become an insider tip in Vienna: up to 500 customers, business partners and guests visit each of the 3 to 4 exhibitions or concerts annually.

Expertise in the market

- Galerie Immobilien has been successfully active in the brokerage of real estate in Vienna since 2009.
- The company also cooperates successfully with international investors to develop, revitalize and sell selected historical apartment buildings in Vienna.

Expertise in purchase and sale

- In the course of time a wide network has been established to find interesting historical real estate suitable for development.
- Galerie Immobilien has profound know-how and many years of experience in choosing suitable properties above all regarding important criteria to generate an increase in value, as e.g. location, architecture, noise, potential, etc.).
- The team of Galerie Immobilien has successfully sold apartments, houses and commercial properties to national and international customers since 2009.

Expertise in revitalization

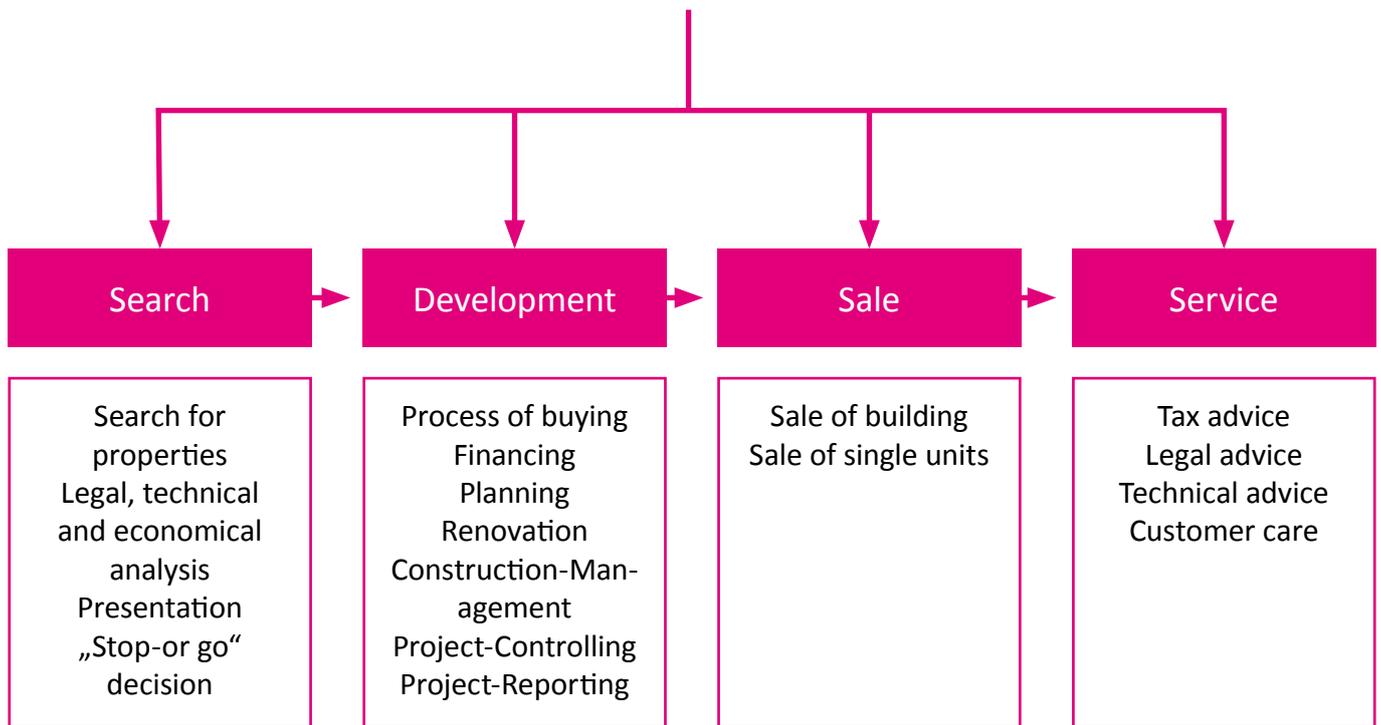
- Quality, sense, approach and value constitute the centre of all revitalization.
- The cooperation with innovative and sensitive architects combines the preservation of historical values with the creation of high quality of living for future buyers and tenants.
- The assignment of reliable construction companies ensures visible quality in the whole building process.
- The expertise in revitalization also ensures the successful sale of each property.
- The experienced team of Galerie Immobilien takes care of the sale of each renovated apartment building in single units.



Expertise and experience in the cooperation with international investors

- Galerie Immobilien offers cooperation to investors in order to revitalize and then to sell selected apartment buildings in Vienna successfully.
- The team of GI searches, analyses and negotiates matching properties, which are then presented to the investor facilitating a final “stop-or-go” decision.
- After the “go-decision” the property is purchased through a newly established company.
- The investor provides the new company with private equity and GI takes care of the financing by a reliable local bank.
- Both Galerie Immobilien and the investor nominate a managing director for the NewCo which is located at the office of GI. The general manager of GI is responsible for all operative activities and finally also for the whole project. But all important decisions are made mutually by both managers based on the “dual-control-principle”.
- After finishing planning works the construction is realized with a selected, trustworthy and reliable construction company.
- As soon as the renovation is finished, the team of GI starts to sell each single apartment of the property.

Overview of all activities for investors



Christian Krail: Why we do it this way

Projects must be economically successful.

This is for sure – but that's not all. Choosing the right property we emphasise its charm, character and potential to combine historical features with current and future requirements of comfort and sustainability.

As soon as we have found the right building we search for the corresponding investor. We must be sure that together we can achieve **ideal added value** in addition to a **remarkable return**.

It's all about discovering the original purpose and goal of each building, the appreciation of architectural details and old craftsmanship, the willingness for deconstruction and the **phantasy for developing** new features in construction and utilization. Together with the investor we look for the "theme" of our project.

When the **successful resolution** of all challenges in the concept leads to a complete package, **we are satisfied** that we are ready to begin to realize the project with optimism.

Every new project is different and there is no guarantee that the next one will be similar to the last one.



Foto: Michael Mrkvicka

Our challenge is to combine the return and the ideal increase in value in every successive project, **which is why we do it this way.**

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