



*f. l. t. r. : Peter Axmann, Global Head of Real Estate HSH Nordbank,
Kai-Michael Dudda, Managing Partner GS-Bau*





Strong for entrepreneurs

REAL ESTATE

UNDERSTAND It takes expertise and experience to correctly assess the potential of a location or a property.

RECOGNISE As leading bank specialising in real estate, in close collaboration with you we set up tailored finance: from the project idea through to disbursement.

SHAPE Rely on one of the top names: together we will lay foundations you can absolutely trust.

A photograph of two men standing in a yellow construction lift basket. The man on the left is wearing a white scarf and a dark jacket, while the man on the right is wearing a dark jacket and a white hard hat, pointing towards the right. They are surrounded by scaffolding and construction materials. A white text box is overlaid on the right side of the image.

“In the past, we have initiated many building projects with HSH Nordbank as our finance partner – and are pleased to be working with them again on the Univercity Suites. Because rapid and direct contact with the relationship managers, also when problems arise, is hugely important to us.”

*Kai-Michael Dudda,
Managing Partner GS-Bau*

GESA-BAU

The GESA-Bau Group has been developing and building real estate in the Greater Hamburg area for longer than 30 years. Kai-Michael Dudda, Managing Partner of GS-Bau GmbH, has headed the company and its 20 staff for more than 15 years with great personal dedication. To date, over 3,000 Hamburgers have found a home in GESA-Bau's more than 70 housing projects.

As a provider of commercial real estate finance we enjoy an **OUTSTANDING MARKET POSITION ACROSS THE WHOLE OF GERMANY**. Beyond our long-standing exposure in our home region of Hamburg and Schleswig-Holstein, we assist our clients through offices in Berlin, Düsseldorf, Frankfurt, Stuttgart and Munich as a partner who is familiar with the regional market. We also advise international investors on their real estate projects in Germany. Our clients include professional real estate investors, project and property developers. They appreciate not only the transaction security we

provide but also our solution-oriented way of working, right from the initiation of business to the entire loan term. We offer tailored financing solutions which are geared to the business plans of our clients. Our range of services includes traditional mortgage loans as well as structured financing for existing properties, commercial project developments and residential property development projects. Our focus is on residential, office and retail use. In our projects, we aim in particular to ensure that the risk profiles fit and the margins are right.

**IN 2015, WE ONCE AGAIN EXPANDED
NEW BUSINESS WITH**

CIRCUMSPECTION: **APPROX. € 20 BILLION**
WORTH OF BUSINESS CONSIDERED

ONE-QUARTER **OF IT SIGNED**

4-STAR DEAL

The biggest single transactions on the German hotel market in 2015 included the change of owners of the 4-star superior hotel “Radisson Blu”, located on Hamburg’s Dammtor. We provided the buyer of this traditional hotel, the Azure Group, with € 100 million for the acquisition and thus support the planned expansion of our client’s base in Germany.