

Commerz Real takes up a stake in the crowd-investing platform Bergfürst

- **Stake of 24.9 per cent in the framework of a capital increase**
- **Strategic investment in a growing digital asset class**
- **Joint development of innovative products and business models**

In the framework of a capital increase Commerz Real is taking up a stake in the crowd-investing platform Bergfürst. In this respect the asset and investment manager will become the second-largest shareholder in the start-up with a stake of 24.9 per cent and will become its strategic partner. Bergfürst was founded in 2011 by Guido Sandler and Dennis Bemann; it now ranks among the leading German online brokerage platforms for real estate crowd-investing. At present it has more than 35,000 investors, more than 54 million euros in invested capital and 12.9 million euros in repaid capital, including interest. All the customary real estate usage types are available to investors: residential, office, retail, as well as hotel and healthcare. At present it is possible to invest throughout Germany, as well as in Austria and Spain. Other international properties are in the planning stage. The minimum investment sum is ten euros with annual interest rates of between 5.0 and 7.50 per cent.

“The shareholding is a further step on our journey to becoming a digital asset manager,” explains Andreas Muschter, the Chief Executive Officer of Commerz Real. “This also includes identifying and developing alternative, new business models. In recent years crowd-investing and equity crowd funding have developed as alternative investment and financing forms and are being used by more and more investors and project developers.” Commerz Real regards the vehicle as a supplement to the classical fund business and expects the market to further establish itself and post above-average growth in the coming years. “We intend to tap into this potential,” says Muschter. “There are several reasons why we chose Bergfürst. Clients seek the best-possible mix of yield, quality, service and an extensive investment offering on such a platform,” adds Florian Stadlbauer, head of Digitalization at Commerz Real. “Bergfürst offers all this and is unique because from the very outset the founders attached great significance to customer service and the quality of the projects and the platform, and did not go looking for growth at any price. Examples of this are the secondary market, the automatic payment of taxes, yet also the simple and user-friendly platform the company has developed. The securing of the investments through encumbrances entered on the land register is also something that not many providers are able to offer.”

“The participation of Commerz Real is pleasing acknowledgement of our achievements and underlines the quality of our platform,” explains Guido Sandler, a founder and member of the board of Bergfürst. “The capital increase and the creation of joint structures will have a positive impact for us on many levels.” In addition to an expansion of the client network, Bergfürst also expects that the speed, number and volume per issue can be increased significantly in the short term. “Furthermore, we are profiting from the expertise of the leading asset manager in the real estate sector and naturally this cooperation will also foster greater trust with a view to our acquisition of new clients,” says Sandler.

Other joint goals are the dovetailing of sales, as well as the conception and marketing of common products and business models.

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Commerz Real AG

Commerz Real is a subsidiary of Commerzbank AG with more than 46 years of market experience and approximately 31 billion euros in assets under management. The company combines comprehensive know-how in asset management and a broad-based structuring expertise to deliver its signature range of services of fund products focused on tangibles and bespoke financing solutions. The fund spectrum includes the open-ended real estate fund Hausinvest, institutional investment products as well as entrepreneurial participations in real estate, aircraft, regenerative energy and ships. In its role as leasing company of Commerzbank Group, Commerz Real offers tailored equipment leasing concepts along with bespoke financing arrangements for assets such as real estate, big-ticket equipment and infrastructure projects. www.commerzreal.com

Commerz Real has been managing the digital transformation of the company since 2016 through its own Digital Factory with the core areas digital asset management, digital front office and cultural transformation. The objective is the optimisation of the business model of Commerz Real, the flexibilisation and automation of all business processes where possible, as well as the more effective and profitable use of data. In order to attain this goal Commerz Real also cooperates with young technology companies from the real estate sector, so-called proptechs. www.commerzreal.com

BERGFÜRST AG

BERGFÜRST AG was founded in 2011 by Dr. Guido Sandler (founder of Berliner Effektenbank AG and E*Trade Bank AG) and Dennis Bemmann (founder of studiVZ). The online platform offers project developers and the holders of real estate portfolios standardised and comfortable access to mezzanine financing. In this regard BERGFÜRST assumes responsibility for the entire investor management include support queries. Institutional investors and private investors receive attractive interest rates on their investments and can nevertheless access their money regardless of the investment term thanks to the integrated secondary market. In addition they profit from optimum investor protection thanks to securitised financial products.

BERGFÜRST currently has more than 35,000 clients and to date has successfully financed more than 50 real estate projects with a total volume of over 54 million euros.