



HOHENTAL

**For More than 20 Years:
Sustainably Developed. Holistically Built.**



Left to right: Jens Wadle CEng, Christian Marschner CEng, Frank Illmann ChE, Hanna Scharmach CEng, Dr. Christoph Schmid PhD

Preface

Dear Reader,

For more than 20 years, the Hohental Group has been synonymous with sustainable real estate projects characterised by real value and a bright outlook. Our ambition is to create values that are as financially attractive as they are demonstrably sustainable. Having our origin in the active management of real estate portfolios, we realised early on just how important it is to keep economic use, technical implementation and social responsibility in balance by taking a holistic approach. It is this experience that continues to define our actions to this day. Our work concentrates on the following business lines:

Im Mittelpunkt unserer Arbeit stehen nachfolgende Geschäftsfelder:

- **New-build construction** – We develop and implement any kind of project—from housing estates to schools and administrative buildings—that meet the highest standards in terms of quality, cost-effectiveness and sustainability.
- **Energy upgrades of existing buildings** – with particular expertise, and even when occupied. We combine technical know-how with legal and economic competence, ensuring that investments are financially viable in addition to being environmentally sound.

Hanna Scharmach
Hanna Scharmach CEng

Christian Marschner
Christian Marschner CEng

Frank Illmann
Frank Illmann ChE

Dr. Christoph Schmid
Dr. Christoph Schmid PhD

- **Property development** – is a business line we keep expanding continuously. Here, we seek to tap the potential of attractive development land and to create bespoke solutions for investors and partners.

As a financially sound mid-market group of companies, we deliberately focus on selected regions in Berlin-Brandenburg and North Rhine-Westphalia. Together with institutional investors, municipal sponsors and partners in the real estate industry, we are committed to reliability, short lines of communication and transparency. We see ourselves as partners with straightforward principles and a strong team that develops real assets in ways that ensure effective sustainability and strong value-added.

Let us tell you more about the Hohental Group below. Find out how we can jointly develop real estate equity that is plausible today and retains its value tomorrow.



more than €300m in new construction volume

developed, completed and successfully handed over ever since the company was formed



over 20 years

of competence in real estate and construction



500 employees

within the conglomerate, sub-contractors included



experienced management team

when it comes to planning, construction, asset management and property management



over 8,000 units

in existing properties upgraded and revitalised while occupied



2 offices

and thus effective reach in the Berlin/Brandenburg region and in North Rhine-Westphalia



With our offices in Berlin and North Rhine-Westphalia, we are on the ground in two of Germany's most important real estate markets. From these branches, we control projects in the Berlin-Brandenburg metro region and in the entire state of North Rhine-Westphalia – close to the market, never far from our partners.

Berlin

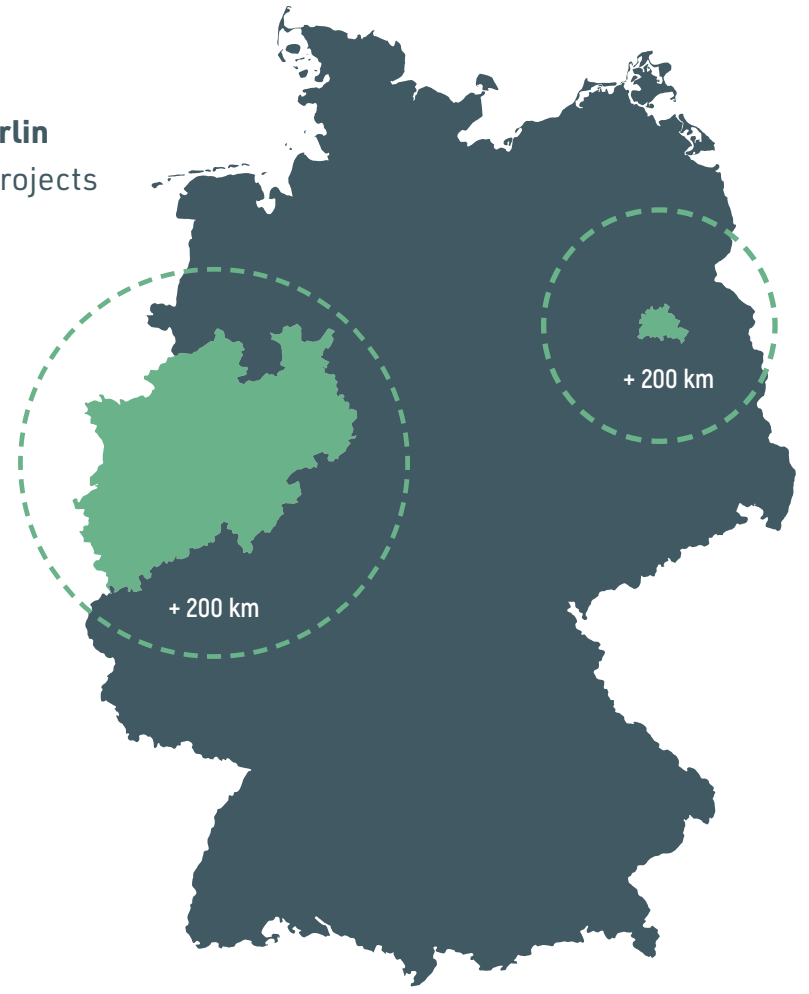
Ehrenbergstrasse 11-14, D-10245 Berlin

- Focus on new-build construction projects
- Planning centre
- Project and site management
- Strong municipal focus

North Rhine-Westphalia

Nordenwall 25, D-59065 Hamm

- Central control of energy upgrades of existing buildings
- Joint ventures
- Regionally anchored
- Local partner networks



- **2 branches**
- **Operational radius of over 200 km**
- **Access to two of Germany's biggest real estate markets**
- **Regionally anchored – inter-regionally strong**

Having started out as a real estate generalist with a focus on existing residential properties, the company begins to buy residential real estate portfolios and sets up an asset and property management unit

2006

Hohental Plan- und Generalbau GmbH set up and IWG integrated into the company // Main area of expertise: acting as general contractor and lead consultant for all development phases in residential, educational and administrative building construction, be it municipally sponsored, privately financed or subsidised

2018

IWG Grundstücksverwaltung GmbH & Co KG offices set up in North Rhine-Westphalia, Berlin, Saxony-Anhalt // controlling and managing international investment vehicles in the asset management and property management segments // complex revitalisations of occupied apartment communities

2009

Partner of the "GdW Rahmenvereinbarung 2.0" program for modular and serial construction // ESG analyst and revitaliser of existing property portfolios / property manager // Joint venture network for forward deals expanded

2025

Energy retrofits of existing property portfolios // Development division set up / Offering forward funding and share deal options for subsidised and privately financed housing developments

2014

Creating the future today ... because: There are values in life that you simply want to see in good hands!

Always – yesterday – today – tomorrow

2030

Experience-Led Growth

The Hohental Group draws on the experience of many years spent in the active management and optimisation of real estate portfolios. From the start, the group has sought to increase the cost effectiveness of its holdings – specifically through pinpoint refurbishments of properties, often while occupied. These experiences not only taught us technical know-how but also gave us an in-depth understanding of the legal parameters and the financial requirements on the investor side. After all, capital expenditures on inventory will fully serve their purpose only if they sustainably deliver higher returns.

Based on this insight, the group has consistently expanded its competencies. In addition to inventory optimisation, it built up construction and refurbishment expertise while successively adding new service modules. Today, new-build construction projects and energy upgrades of existing building stock are as much part of the service spectrum as the implementation of complex measures even of buildings that remain in active use. We are actively expanding the property development segment at the moment, preparing it for future growth.

It is an approach that clearly sets Hohental apart from many of its competitors: While other companies have either asset management or construction work as their core business, the Hohental group combines the two – benefiting from in-depth experience in income-based portfolio management and from the competence acquired through its direct involvement in building projects.

The group concentrates on selected metro areas in the Berlin-Brandenburg region and in North Rhine-Westphalia. Together with long-term partners within a network that evolved over decades, Hohental employs as many as 500 staff.

Our track record speaks for itself: More than 8,000 apartment units refurbished, over 300 million euros worth of new-build construction, and more than 18,000 units under management underscore the company's robust performance.

Our Experience – Your Value-Added.

Our executive team combines the experience of decades spent in construction, in the real estate industry and in finance with entrepreneurial foresight. The stability, transparency and sustained success of the Hohental Group is the outcome of its collective effort.



**Jens Wadle CEng, Architect
Managing Partner**

20 years of professional experience in the planning and implementation of new construction projects, specialized in educational and administrative buildings. Responsible for the project development division.



**Hanna Scharmach CEng, Architect
Managing Partner**

An architect with more than 18 years of experience in land and property development, new-build construction and refurbishment portfolios. Head of planning & technical implementation.



**Christian Marschner CEng
Managing Partner**

A certified civil engineer with 25 years of experience in construction and real estate projects. Responsible for investor relations and the development and implementation of big-ticket projects.



**Dr. Christoph Schmid PhD
Partner**

A business economist with 15 years of experience in real estate and corporate governance. In charge of treasury, administration and corporate management.



**Frank Illmann ChE
Founder**

Over 30 years of experience in property management, asset management and portfolio development. Responsible for corporate strategy development and commercial management.

1.

Synergy of construction competence and asset management:

We combine long-term experience in construction and property development with comprehensive asset management expertise to deliver sustainable and cost-effective real estate solutions.
2.

Robust and independent:

As a financially sound, management-owned company, we operate autonomously while maintaining a long-term outlook.
3.

Regionally anchored:

We concentrate specifically on locations whose market we are closely familiar with and where we have an effective network in place so as to make sure that our projects are viable and deliver local value-added.
4.

We are trustees of our clients' investments.

There are values that you simply want to see in good hands!

Always – yesterday – today – tomorrow

Our clients are diverse – but they have one thing in common: They all need a reliable partner with experience, far-sightedness and construction know-how.

Our evolved network and our experience in various market segments enables us to develop bespoke solutions – from municipal urban block developments all the way to large-scale upgrades of existing buildings.





New-Build Construction

As an experienced general contractor and lead consultant, we handle all development phases from the planning stage to the turn-key handover. Our focus is on municipally sponsored, privately financed and subsidised new-build housing construction as well as on the development of schools, day nurseries and administrative buildings.

Furthermore, we are a partner of the “GdW Rahmenvereinbarung 2.0” program for modular and serial construction, thereby contributing actively to the forward-looking development of regular and social housing.

Property Development

We develop forward-looking residential, educational and administrative properties – from the initial concept all the way to the turn-key hand-over. Focusing specifically on municipal and privately financed new-build housing construction, we create needs-based solutions for regional markets.

In addition, we offer attractive equity investment opportunities within the framework of forward deals to selected joint venture partners and jointly develop projects marked by long-term value-added.





Energy Upgrades of Existing Buildings

We implement ESG compliant energy upgrades and will retrofit existing property portfolios: efficiently, to qualified engineering specifications and with a clear focus on sustainability and value retention. In the process, we take both one-off requirements and regulatory parameters duly into account.

If requested, we will moreover take over your property management in order to ensure a smooth workflow and to help our clients achieve their re-turn targets in the best way possible.

High standards in regard to architecture and quality in use

Rather than just building for a purpose, we build with an attitude.

We put a premium on clever floor plans, sound design and user-focused solutions that cover the entire real estate cycle and include a repurposing concept – going beyond pure standard solutions.

Holistic project approach rather than mere execution

We think things through and think ahead.

We often start managing projects as early as the initial development phase and see ourselves as a strategic, cost-efficient partner – rather than just a contractor doing a job. In the case of joint ventures or forward deals, we are integrated in the project structure as a partner early on.

Taking temporary charge of your property management during upgrade / refurbishment projects

Refurbishment and upgrading? Of course: We ensure that everything works properly even for buildings currently in use.

While others limit themselves to the actual construction, we will temporarily take over the property management during revitalisations to ensure a smooth workflow when properties are being repurposed or redeveloped.

Specialising in municipal requirements and ESG

We are familiar with the processes, standards and challenges of contracting, planning and sustainability in the public sector.

Thanks to our experience with municipal projects, we have the necessary know-how to handle tenders, committee work and ESG compliant standards and to provide effective solutions. For us, sustainability is not just a trend but part of our mission brief.

Competence in new-build construction and portfolio transformation

Greenfield development or complex structural alteration – we know how to handle either.

We combine our competence in turn-key new-build construction with the ability to energetically upgrade and repurpose existing property portfolios. Few market players are competent in both.

Agile and regionally anchored

Quick decisions, short lines of communications, local responsibility.

As a regional partner, we are familiar with the conditions on the ground, respond faster than large corporates while always being on hand for principal contractors and government agencies. We will staunchly remain at your side even beyond the project completion.



Building concept	Location	GFA*	Units (RU**)	Deliverables (LC***)
Modern living for seniors	Cecilienstrasse / Teterower Ring 3, 7, 13, 153, 161, 165, D-12619 Berlin	33,416 sqm	360 / 5 commercial units	from DP 5****
Subsidised housing construction	Plonzstrasse 34, D-10365 Berlin	3,675 sqm	42	from DP 2****
All-electric urban block in serial construction	Lückstrasse 33-37, D-10317 Berlin	18,639 sqm	156	from DP 2****
Sustainable municipal apartment complex	Johanna-Tesch-Strasse 17-25, D-12349 Berlin	16,498 sqm	150	from DP 2****
Integrative education neighbourhood	Walter-Friedländer-Strasse 7+9, D-10249 Berlin	15,704 sqm	235	from DP 5****
Student House Plänterwald	Eichbuschallee 51, 53+55, D-12347 Berlin	11,355 sqm	280	from DP 4****
Subsidised housing construction	Atzpodienstrasse 24 + 25a, D-10365 Berlin	4,941 sqm	50	from DP 2****
Urban block development on conversion land	Goeckestrasse 32-34, D-13055 Berlin	30,032 sqm	264	from DP 1****
Cross-generational housing development incl. day nursery	Brückenstrasse 12-13, D-12439 Berlin	3,118 sqm	65	from DP 5****
Staff apartment building (hospital)	Storkower Strasse 114, D-10407 Berlin	3,465 sqm	76	from DP 5****
Community-focused urban block concept	Hauptstrasse 51-59, D-10317 Berlin	33,045 sqm	313	from DP 1****
Energy upgrade of occupied building	Altenbrückstrasse / Fürstenberger Strasse / Potsdamer Strasse, D-40599 Düsseldorf	122,200 sqm	1.414	-

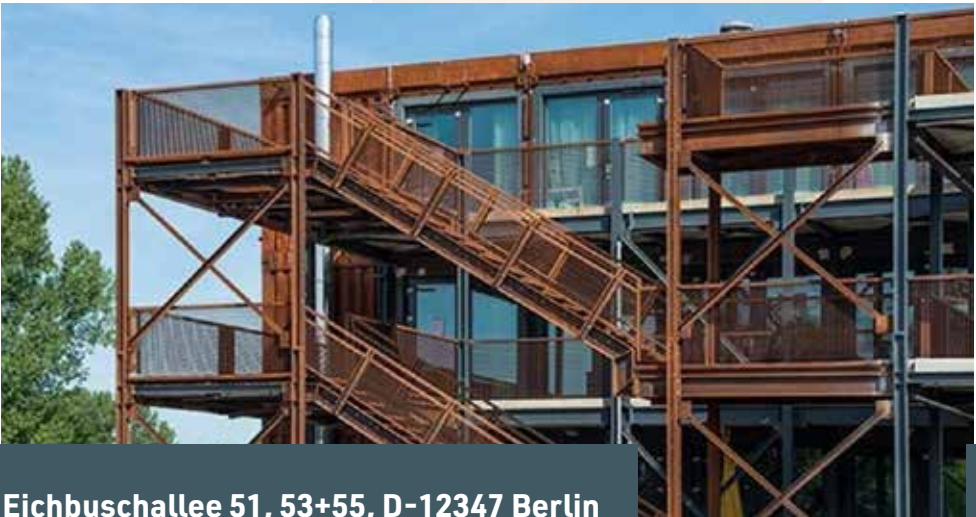
Under construction completed // *Gross floor area, **Residential units, ***Lead consultant, **** Development phase



Atzpodienstrasse 24 + 25a, D-10365 Berlin



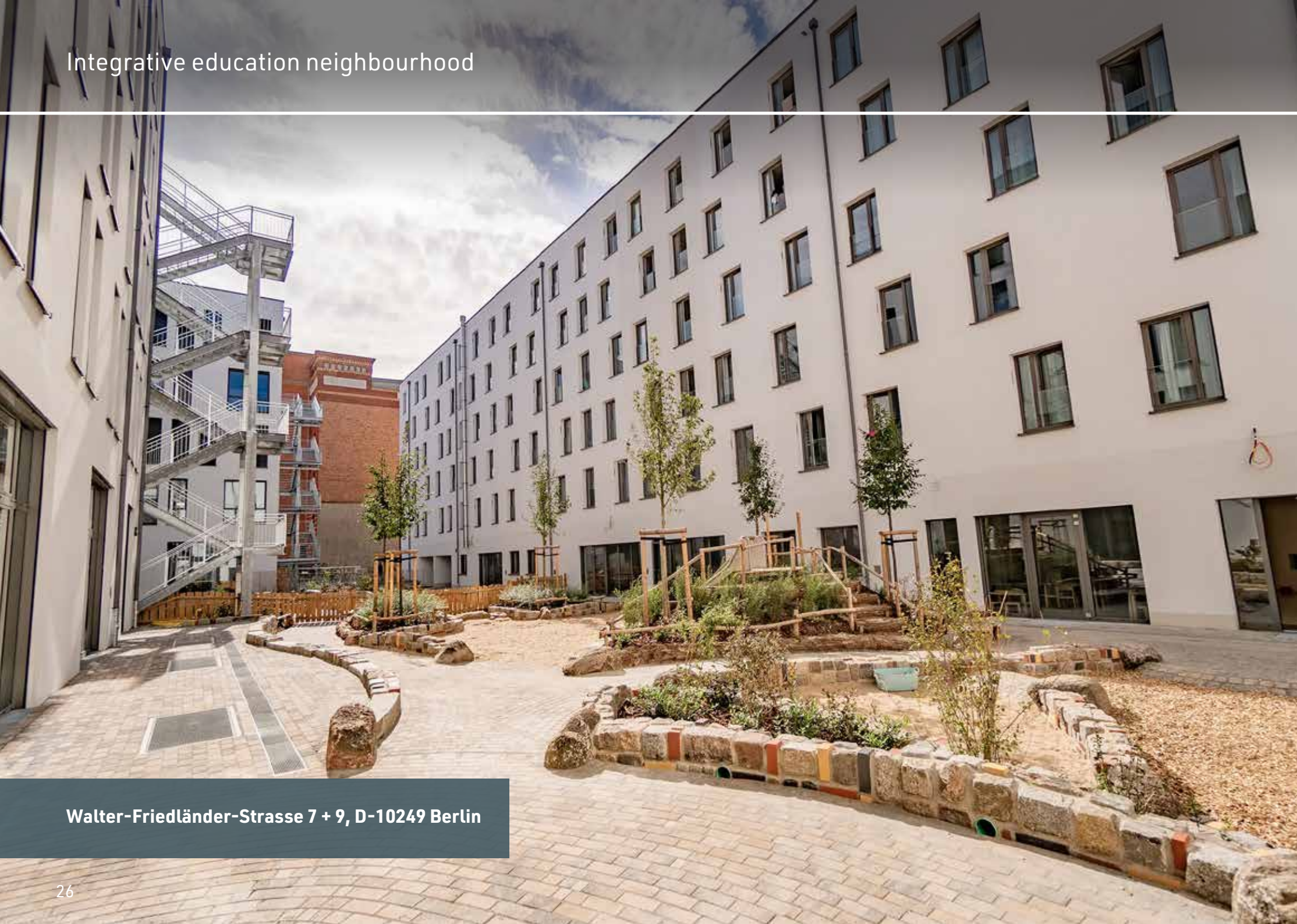
Johanna-Tesch-Strasse 17-25, D-12349 Berlin



Eichbuschallee 51, 53+55, D-12347 Berlin



Cecilienstrasse / Teterower Ring 3, 7, 13, 153, 161, 165, D-12619 Berlin



Walter-Friedländer-Strasse 7 + 9, D-10249 Berlin





We shape the urban scenery with our sustainable and highly liveable structures, built by people for people.

We leave a green trail that represents the unmistakable handwriting of our clients.

We support investors with innovative strategies by keeping returns and cost effectiveness in balance while taking all legal requirements into account.

Sustainability is not a trend but an integral component of our mission brief. Every project we handle aims to combine environmental responsibility with economic success.

1. New-build construction according to set standards
We implement energy-efficient types of construction, serial and modular construction.

2. Energetic upgrade and refurbishment
We strive to cut carbon emissions, increase efficiency and ensure value retention.

3. Property development with ESG focus
We take sustainability criteria into account as early as the initial development phase – conducting site analyses, engaging in energy-efficiency planning and devising use concepts that are fit for the future. This way, we make sure that new projects satisfy the various requirements defined by investors, regulators and users.

4. ESG competence
We have plenty of experience in tenders, committee work and regulatory parameters. Our processes are adapted to ESG-compliant standards.

In times of progressive digitisation, of chat bots and of time-consuming contact forms, we take a different path – the road you and us will share!

Let us talk to each other, from one person to another.



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