

OUR MISSION – WE OFFER QUALITY OF LIFE

Jean-Christophe Bretxa (right) began his career at METRO PROPERTIES in June 2011 as Regional Director of Western Europe and has been Chief Executive Officer of the company since July 2012.

Jürgen Schwarze (left) has held leading positions at METRO AG since 2008 and became Chief Financial Officer (CFO) of METRO PROPERTIES in 2013.

Where do unconventional paths in the real estate business lead, and what role does a competently managed portfolio play? Answers to these questions are provided by Jean-Christophe Bretxa (CEO) and Jürgen Schwarze (CFO), who as members of General Management are responsible for all critical strategy and planning questions.

Why does an international retail company such as METRO AG need its own property company?

Jean-Christophe Bretxa: We operate in a dynamic environment: the retail world is constantly changing and so too are the demands on real estate. Being part of a company entirely focused on customers, we have a unique capability to anticipate their expectations. Carefully built up and effectively managed, our property portfolio constitutes an important strategic resource for METRO.

Are all your properties owned by METRO PROPERTIES?

Jürgen Schwarze: We own 1 out of 4 properties, representing about 40% of the selling space. The others are rented from third-party landlords or are jointly held in venture capital companies together with partners. Our mission is to find the best structure from both the operational and financial perspective.

How flexible are you?

Jürgen Schwarze: Before making a decision, we analyse all the options, taking into account real estate market developments. Being part of METRO, we follow a disciplined investment policy, combined with a flexible approach. Sometimes, the most interesting opportunities can be found along unconventional roads. We're always interested in developing and implementing new ideas together with anchor tenants, developers and investors. It's all about creating successful and sustainable solutions.

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Being part of a customer-focused company, we have a unique capability to anticipate expectations.

Jean-Christophe Bretxa
CEO, METRO PROPERTIES

What does sustainability mean for METRO PROPERTIES?

Jean-Christophe Bretxa: Sustainability is a priority for METRO as a whole. For us, it's not just about green roofs and energy management. It's more than that: it's building for the future.

Where has METRO PROPERTIES set an example to be followed in the future?

Jean-Christophe Bretxa: Our Albertussee project shows impressively how our team made the takeover of an unused building into a trend-setting success story. Fully in the spirit of DRIVING REAL ESTATE VALUE, we used exactly the competencies that set us apart: forward-thinking asset management and sustainable project development concluded by the successful transaction. In this case, we were able to model know-how in an exemplary way over the complete life cycle of the property.

Isn't the future of retail online?

Jean-Christophe Bretxa: Digitalisation is shaping the world, including in retail and real estate. But surprisingly, with online retail booming, the human dimension is more than ever a central part of the game. Retail locations become favourite places to meet, to share, to experience. We offer quality of life.



Sometimes, the most interesting opportunities can be found along unconventional roads.

Jürgen Schwarze

CFO, METRO PROPERTIES



From left to right:
Jean-Christophe Bretxa, CEO,
Wolfgang Baumgartinger,
Director of Transactions,
Jürgen Schwarze, CFO

BE PART OF OUR STORY**Robert Soethe**CEO,
LHI Group

'METRO PROPERTIES' innovative business concepts meet LHI's expertise. This combination results in outstanding investment products with sustainable performance.'

Alexander OttoChairman of the board
and CEO,
ECE Projektmanagement
G.m.b.H. & Co. KG

'Good results, rapid growth and a strong reputation within the market: The development of MEC, the joint venture between ECE and METRO PROPERTIES, is an impressive success story based on extraordinarily professional, mutual and trusting cooperation with METRO PROPERTIES. This is a meeting of 2 retail and real estate experts that perfectly complement one another. I am therefore confident that this positive development will continue in the future.'

**Murat Özyeğin**Member of the management
board, Fiba Group

'We have been working closely with METRO PROPERTIES for more than 10 years. Our joint investments in shopping centres and our partnership founded on trust and respect lead to sustainable value – something that both the partnership and our assets benefit from. The most recent example of our success is the modernisation of the M1 Adana shopping centre.'



→ REFERENCE: M1 ADANA, PAGE 24

**PANDION****Reinhold Knodel**Owner and chairman,
PANDION AG

'As an investor, we couldn't have asked for better preconditions. "Living at Albertussee" proved to be an exemplary concept. The property was turned over at full occupancy and the sale was optimally prepared, from the generation of the idea to the competition and right through to the final transaction.'

→ REFERENCE: ALBERTUSSEE, PAGE 38