

Wüest & Partner

Company Profile

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The company

Wüest & Partner is an internationally active consulting firm, which focuses on the property and construction sectors, urban development and locational trends. The over 60-strong multidisciplinary team counsels institutional owners, banks and insurers, construction and real estate companies, public authorities and private clients.

With a comprehensive range of services, innovative products and unique databases, the company develops and, in many cases, helps to implement tailored solutions. Since its inception in Zurich 20 years ago, Wüest & Partner has – not least by virtue of its independence – established an impeccable reputation for quality.

Wüest & Partner has had a branch in French-speaking Switzerland (Geneva) since 2006, and since 2007 it has also been represented in Germany by a wholly owned subsidiary in Frankfurt am Main – W&P Immobilienberatung GmbH. Both the branch in Geneva and the subsidiary in Germany offer the same services and are committed to identical principles in the performance of their consultancy work as the parent company in Zurich. For matters relating to countries outside Switzerland and Germany, Wüest & Partner can access the resources and knowledge of a global network of consultancy and valuation companies.

The consultancy fields

Market

The systematic monitoring and analysis of all relevant markets have always featured among Wüest & Partner's core activities. Data-based modelling constitutes a further focus. Wüest & Partner also offers valuation and risk models and ratings to banks and insurance companies.

Development

Wüest & Partner's consultancy services address all stages of the property cycle for sites, development projects, existing facilities, older buildings and disused land. The aim is to create added value through the exploitation of specific property features and potential. The focus is on the preparation of property analyses, development schemes and market strategies.

Valuation

As a provider of high-quality valuation services for properties and property portfolios, Wüest & Partner draws on a broad knowledge base backed by efficient valuation tools. The company's key accounts include listed real estate companies, investment foundations, pension funds, holding companies, banks and insurance companies.

Strategy

Wüest & Partner's counselling in this area is geared to the maximisation of added value in the strategic management of property portfolios. The strategy consulting work is underpinned by efficient, up-to-date portfolio analysis methods and tools.

Management

Wüest & Partner supports real estate managers in operational and organisational matters and assumes the planning and implementation of certain process stages, e.g. within the context of restructuring, optimisation and transaction projects.

Further details of all our consultancy fields are available at:
www.wuestundpartner.com/beratungsleistungen
www.de.wuestundpartner.com/beratungsleistungen

The products

Valuation tools

The Valuation Server, a professional, Internet-compatible DCF valuation software application used world-wide, processes up-to-date market data, benchmarks and ratings. Specific features include modular and scalable valuation levels and reporting as well as an expert cockpit.

The hedonic valuation models for Switzerland apply statistical comparison methods for the assessment of single-family houses, rented and owner-occupied apartments. The base data consists of current transactions of similar objects.

The capitalisation model is used to value Swiss investment properties on the basis of long-term rental income, running and maintenance costs.

These valuation tools are available to our clients both as stand-alone applications, integrated into Wincredit® or Avaloq and via the Internet (e.g. on WUPNET®).

Immo-Monitoring®

Immo-Monitoring® is a semi-annual report on the Swiss property market. Presenting analyses and facts on trends in key market segments and regions together with special features on developments in the real estate and construction markets, it constitutes an indispensable tool for property professionals.

Online services Switzerland

Wüest & Partner's online services (at www.wuestundpartner.com/online-services) provide clients with rapid Internet access to its wide-ranging locational data and current market prices for all real estate segments in all municipalities throughout Switzerland. Also available are various types of Swiss property price indices (asking and transaction price indices) together with performance indices for listed Swiss real estate companies (WUPIX-A®), listed real estate funds (WUPIX-F®) and real estate investment foundations (KGAST property index). Locational and market ratings for all Swiss municipalities can now also be queried online.

Benchmarking services Switzerland

Wüest & Partner's benchmarking services offer support for nationally and internationally diversified investors in performance measurement and detailed yield, income and cost benchmarking. The internationally recognised indices for direct property investments are provided by Wüest & Partner in collaboration with IPD® (www.ipdglobal.co.uk), who is responsible for computing and compiling the figures.

Further details on the products are available at:
www.wuestundpartner.com/produkte
www.de.wuestundpartner.com/produkte

The approach

Operational focus

Wüest & Partner's core business consists of the counseling of clients who invest in, manage, develop or finance properties and sites. The company boasts many years' experience and an intimate knowledge of the relevant markets and sectors.

Client orientation

The creation of added value for clients is the top priority for all consultancy services and products. To this end, Wüest & Partner prepares tailored decision-support documentation, develops innovative solutions in collaboration with its clients and supervises implementation.

Excellence

Wüest & Partner strives to deliver impeccable results across the board while upholding the highest standards of professional conduct. This explains the high priority attached by the company to its independence.

Teamwork

The multidisciplinary consultancy teams, whose members have backgrounds in economics, architecture, IT, engineering and the natural and social sciences, bring together the wide range of skills necessary for integral solutions.

Transparency

Exclusive data resources built up through systematic pooling, in-depth knowledge of the relevant markets and efficient information processing and presentation have become Wüest & Partner's hallmark. A clear picture of the facts gained forms the foundation of all consultancy work.

Communication

Soundly based analyses, results and recommendations, carefully prepared and comprehensibly presented, are essential for efficient communication. These serve to support clients in their decision-making, while streamlining internal and external communication.

The Partners

Wüest & Partner AG is exclusively owned by its partners, who stand for the quality, continuity and independence of its consultancy services.

Martin Hofer

Master of Arts ETH; Master in Applied Ethics (MAE) UZH
Member of the Board of Directors

Dieter Marmet

economist (lic. oec. publ. degree)
Managing Partner

Urs Hausmann

economist (Dr. oec. HSG degree)
Chairman

Matthias Haag

architect (ETH/SIA degree, Dr. sc. techn. degree)

Matthias Arioli

engineer (ETH degree); postgraduate degree
in management of technology
Deputy Chairman

Marcel Scherrer

architect (ETH degree); postgraduate degree
in general construction management (ETH)

Andreas Ammann

architect (ETH degree); postgraduate degree
in business administration and management

Christoph Zaborowski

economist (Dr. oec. publ. degree)
Head of Frankfurt Office

Marco Feusi

architect (HTL degree); postgraduate degree
in business administration (ETH/BWI)

Andreas Bleisch

political science degree (Dr. rer. pol.);
cultural engineer (ETH degree)

For further details of the partners' qualifications please refer to:

www.wuestundpartner.com/ueber_uns/beraterteam

www.de.wuestundpartner.com/ueber_uns/beraterteam/

The consultancy team

The Wüest & Partner consultancy team includes economists, engineers, architects as well as natural and social scientists. The Zurich-, Geneva- and Frankfurt-based consultants are supported by a regional and international network of valuation experts.

Zurich

Nicole Ankli

valuation assistant

Iván Antón

architect (ETH degree)

Daniel Batzlen

industrial engineer (FH degree); Facility Manager (GEFMA)

David Belart

architect (ETH degree)

Jon Bracher

translator (degree); visual designer

Philippe Brändle

architect (ETH degree)

Janine Bürgin

accountant

Christine Eugster

political science degree (lic. rer. pol), economist

Gino Fiorentin

architect (HTL degree); MAS MTEC/BWI ETHZ
Senior Consultant

Daniel Frauchiger

Dipl. Bauingenieur FH

Reto Frey

civil engineer (ETH degree/SIA, Dr. sc. techn.)

Bruno Fritschi

business administrator (lic. oec. publ. degree)

Gunnar Gärtner

engineer (TU degree); expert valuer (DIA degree)

Anita Göckel

MSc. Business Economics

Robert Goedicke

real estate economist (FH degree); architect (FH degree)

Béatrice Gollong

civil engineer; MBA International Real Estate

Mario Grubenmann

business administrator (lic. oec. publ. degree)
Senior Consultant

Stephan Grüter

sociologist (lic. phil. I degree)
Senior Consultant

Fabio Guerra

architect (ETH degree)

Sibylle Huwiler

M.A. HSG

Ronny Haase

industrial engineer (degree)

Bernhard Klöpfer

engineer (ETH degree)

Peer Kocur

architect/engineer (degree); real estate economist
(ebs degree); real estate portfoliomanager (ebs)

Jonathan Koellreuter

architect (ETH degree)

Heinz Künzli

biologist (degree)

Meta Lehmann

lic. phil. I degree

Gianmarco LoNigro

commercial apprentice

Pascal Marazzi-de Lima

architect (ETH degree)
Senior Consultant

Nicole Marthaler

administrative assistant

Stefan Meier

architect (ETH degree); MAS in Marketing (UniBS)
Senior Consultant

Dirk Melzer

meteorologist (degree)

Michele Muccioli

architect (FH degree)

Valentin Müller

architect (ETH degree); MScRE (CUREM)

Reto Niederer

system administrator

Peter Pickel

engineer (HTL degree); MAS FHO in Business
Administration and Engineering

Esther Probst

valuation assistant

Sevim Rissi

engineer (TU degree)/SIA

Pascal Roth

business administrator (lic. oec. publ. degree)

Alex Schärer

engineer (ETH degree); facility management (FH degree)
Senior Consultant

Patrik Schmid

architect (ETH degree)/SIA; MAS MTEC/BWI ETH
Senior Consultant

Marcel Schmitt

economist (degree); Real Estate Management (NDK)

Patrick Schnorf

engineer (ETH degree); MAS MTEC ETH
Senior Consultant

Reto Stiefel

architect (ETH degree); business science (FH/BWL degree)
Senior Consultant

Christian Tribelhorn

cultural engineer (ETH degree)

Robert Varley

BA (Hons) Economics; MBA (IMD); MSc Real Estate
Senior Consultant

Matthias Weber

architect (ETH degree); MAS ETH MTEC/BWI

David Wolfensberger

architect (ETH degree)

Katja Wyss

administrative assistant

Geneva

Nabil Aziz

civil engineer (EPFL degree); MBA HEC + IEI (degrees)
Senior Consultant; Head of Geneva Office

Dragana Djurdjevic

economist (Dr. oec. HSG)

Hervé Froidevaux

business administrator (lic. oec. publ. degree)
Senior Consultant

David Michaud

civil engineer (ETS degree)

Aniela Otto

architect (TU degree)

Frankfurt

Christoph Zaborowski

economist (Dr. oec. publ. degree)
Partner; Head of Frankfurt Office

Jan Bärthel

Chartered Surveyor MRICS; engineer (TU degree); MScRE
designated for Partner; Head of Frankfurt Office

Gilbert Massier

real estate economist (degree)

Peter Wicki

architect (ETH degree); construction economics
(HTA degree); MScRE (CUREM)

The bulk of Wüest & Partner's work is for the following client groups:

Banks

Over 40 banks in a number of different countries regularly draw on the company's consultancy services and products. While benefiting from the valuation models and services, they chiefly seek to capitalise on Wüest & Partner's focused expertise and research capacities.

Corporate clients – construction, development and property management

The interests of this group of clients, which ranges from big-name general contractors to small family businesses, centre on Wüest & Partner's market data and, above all, development consultancy services.

Real estate investment companies

Real estate investment companies constitute Wüest & Partner's largest client group. They require mainly valuation services, strategy consulting and transaction support.

Public authorities, associations and societies

Public authorities account for a further significant group of customers. Their needs relate to a wide range of issues, from public real estate (PRE) and taxation to the complexities of urban development and regeneration.

Pension funds, insurance companies and foundations

The needs of the fifty or more pension funds, insurance companies and foundations among Wüest & Partner's regular clientele closely resemble those of the real estate investment companies.

Other corporate and private clients

Numerous other business and private persons outside the aforementioned sectors regularly benefit from Wüest & Partner's consultancy services and products.

A complete list of references is available at:

www.wuestundpartner.com/ueber_uns/referenzen

www.de.wuestundpartner.com/ueber_uns/referenzen

This Company Profile and the Annual Report may be ordered by e-mail from info@wuestundpartner.com. Both documents can also be downloaded as PDF files from www.wuestundpartner.com/ueber_uns.

Detailed information regarding the topics covered by this publication is presented on the Wüest & Partner websites at www.wuestundpartner.com and www.de.wuestundpartner.com.