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Experience in property investments across Germany.

EnTerra Holding GmbH is a German based real estate holding company currently managing over €100,000,000 worth of German residential and commercial property.

The company is managed by a strong and experienced multi-disciplinary team focused on maintaining and expanding its current portfolio of well let, high yielding property investments across Germany.

EnTerra applies a strict property selection process that aims to ensure properties are purchased at attractive prices, with strong and verifiable historical cash flows.



BERLIN, Münchowstrasse

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CHEMNITZ, Hübschmannstrasse

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BERLIN, Lichtenbergerstrasse

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Investments***Investment Strategy***

EnTerra's investments display a number of key characteristics, such as favourable purchase prices, elevated rental yields and sustainable cash flows.

EnTerra's main focus lies in the identification of well maintained properties with little or no backlog in renovation and the development of a portfolio that is well balanced between smaller residential parks and larger complexes. Investments are made with a view to achieve a well diversified portfolio, both on a geographic and demographic basis, minimising the investment risk profile.

EnTerra applies a hands-on approach to the day to day property management process, with the aim to significantly enhance value, while minimising downside risks, in co-operation with expert local partners.

The investment cycle is expected to cover a timeframe of 4 to 7 years.

Investment Rationale

The German residential real estate market provides excellent opportunities for the development of a real estate portfolio supported by key trends:

Opportunities**■ Positive Cash Flow**

The investments produce positive cash flow from year 1 with rental income yields of 7% - 12%.

■ Sustainable Cash Flow

Investments in residential properties facilitate a constant cashflow that is largely independent of the current economic situation and features a low risk profile.

■ Cost

Purchase price significantly below new construction costs

■ Distressed Acquisitions

Off market transactions generated by pressure on forced sellers

■ Investment timing

Attractive prices / buyer's market

■ Relative Value

Lower asset prices, particularly when compared to other major European countries



STRATEGY





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Advantages**■ Attractive Transaction Sizes**

EnTerra targets middle market transaction sizes in the EUR 1 to 20 million range, resulting in less competitive pressure from individuals on the low-end and large buyers at the high end.

■ Proprietary Dealflow

Leveraging of its network of local contacts, EnTerra ensures itself access to properties that are not subject to highly competitive auction processes.

■ Reasonable Purchase Prices

EnTerra ensures that transactions are closed at reasonable prices, assuming conservative financial projections for future rental income. This approach prevents EnTerra chasing up prices and results in interesting rental yields and strong debt servicing coverage ratios.

■ Timely Execution Process

EnTerra is able to perform a rigorous and efficient due diligence on potential properties for inclusion in the portfolio and execute transactions in a timely fashion.

■ Optimal Capital Structure

EnTerra strives to achieve the best possible capital structure when financing its transactions. Through its close relationship with financing partners, EnTerra is able to obtain attractive financing terms in the market.

■ Value Enhancement

EnTerra aims to achieve active value enhancement of the underlying real estate through a combination of maintenance and development, reduction in operating costs, vacancy reductions where required and reasonable rental increases.



POTENTIAL





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■ Chemnitz, Untere Aktienstr.

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EXPERIENCE

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Intern

**Ralph Butters***Director*

Ralph B. Butters is the founder and managing director of the EnTerra Group. He also serves on the board of a number of companies

[read more](#)**Nicola Thobenn***Controlling*

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[read more](#)**Ulrike Jahn***Operations*

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[read more](#)

Extern

■ Property Management

EnTerra works hand in hand with local property management companies to perform the daily operational property management and interaction with the tenants

■ Engineering / Environmental

- Team of trained architects / surveyors
- Confirm structural integrity of assets / absence of contamination
- Determine required capital expenditures

■ Audit

- Detailed confirmation of cash rental payments at single tenant level
- Expert opinion, focus on historical stability of Income & Expenses

■ Valuation

- Top tier professionals
- Extensive track record in German market



CAPACITY





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EnTerra Solar Holding

The EnTerra Group acts as an international renewable energies group focused on generating solar energy in the German and Italian markets, supporting the active reduction in carbon dioxide emissions.

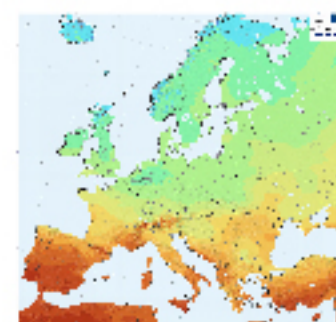
EnTerra, in co-operation with key long established engineering counter-parties constructs and operates its solar energy projects and generates revenues from the sale of its renewable energy over the long-term, whilst making an immediate, valuable contribution toward environmental and climate protection.

EnTerra's management team has an established and successful track record in the renewable energy industry, having led the development, financing and construction of several photovoltaic projects in Germany and in Italy.

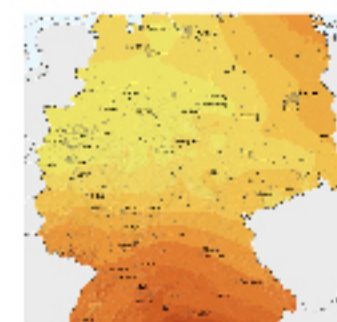


The available solar irradiation energy ranges between 500 and 3,000 kWh/m² depending on the location, with Germany at c.1,000 kWh/m² and Italy at 1,300 - 1,600 kWh/m².

Irradiation map of Europe



Irradiation map of Germany



Irradiation map of Italy



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EnTerra's investment strategy is centered around the significant opportunities currently available in the German and Italian Photovoltaic Markets for producing clean energy. The Company's goal is to develop a large portfolio of individual solar parks with the following attributes:

- Favourable feed-in tariffs
- 20 year State guarantee
- Established integrator base

Projected equity returns for projects generally range from 15 percent to 20 percent.

German PV Market

The german PV market accounted for 48% of global solar PV demand in 2010, with an installed base in 2009 of 8,877 MW.

Italian PV Market

From a sub 100 MW installed base in 2007, the Italian photovoltaic market rose to a cumulative capacity of 430 MW in 2008, with a further 544 MW installed in 2009 to become the second largest European PV market behind Germany.

In January 2010, the Italian government announced that it would set a new goal of 8,000 MW cumulative solar capacity by 2020.

As a result, Italy offers investors an attractive investment climate in the area of renewable energies.



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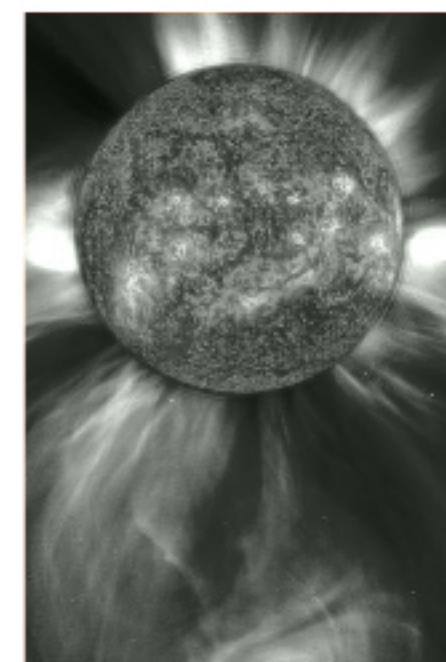
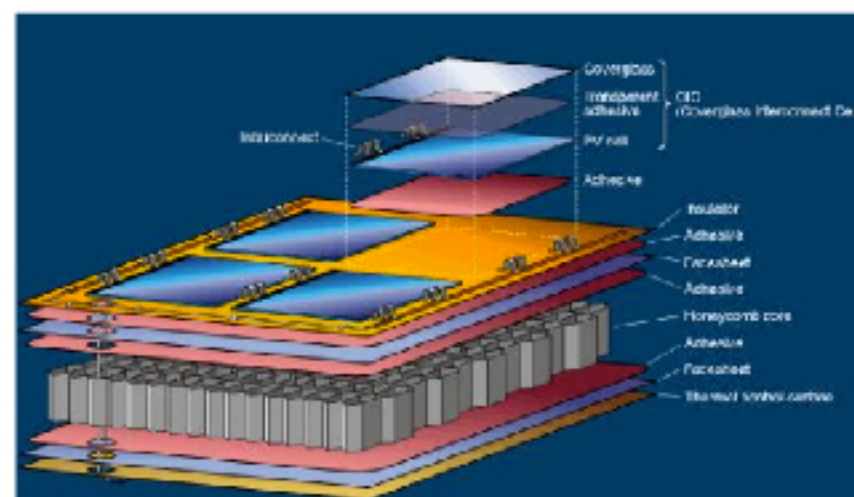
People have been trying to harness the power of the sun for centuries.

In 1877, air blowing over sunheated iron was used to heat homes.

In 1910, The first patent involving a solar collector was awarded.

The 1930's saw the first widespread use of solar power for heating.

Photovoltaic cells, firmly established in the new millenium, are devices that use the photovoltaic effect of semiconductors to generate electricity directly from sunlight by means of the conversion of solar irradiation energy into electrical energy („photo effect“).



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■ Berlin, BEHALA Westhafen and Lahnstr.

EnTerra completed two photovoltaic plants, with a total output of 268 kW, on the roofs of the Berlin logistics company BEHALA - Berliner Hafen- und Lagerhausgesellschaft mbH.

The plants have an annual production of 253 MWh of clean electricity, saving some 224 tons of carbon dioxide emission. The electricity generated by the plants can supply up to 60 four person households.



■ Berlin, Turmstr.

EnTerra completed a photovoltaic plant, with a total output of 134 kW, on the roofs of the Moabit penitentiary in Berlin.



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Berlin, Dec. 21st, 2010

■ EnTerra Solar Holding Completes Photovoltaic Plants on BEHALA-Roofs

EnTerra Solar Holding GmbH completed two photovoltaic plants, with a total output of 268 kWp, on the roofs of the Berlin logistics company BEHALA - Berliner Hafen- und Lagerhausgesellschaft mbH. The plants will produce 253 MWh of clean electricity per year. This will save some 224 tons of carbon dioxide emission. The electricity generated by the plants can supply up to 60 four person households. As such, both companies are making a valuable contribution toward environmental and climate protection.

[↗ read more](#)[↓ download pdf](#)

Berlin, March 21, 2007

■ EnTerra Holding GmbH Completes the Acquisition of a EUR 37m Residential Real Estate Portfolio

EnTerra Holding GmbH completed the acquisition of a EUR 37m residential real estate portfolio comprising of 857 units, with a total surface of 46.020 sqm, located in Berlin, Wetzlar und Chemnitz.

The EUR 32.5m senior debt financing was completed with ABN AMRO, London. The valuation was completed by Colliers LLP and estimated at EUR 37.7m, with a re-instatement value of EUR 51.1m.

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■ EnTerra Solar Holding GmbH

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