



30 Years

Life for real estate





3 Editorial

4 The company

The EHL group

6 History of the EHL

30 years of EHL

10 Interview with

Michael Ehmaier

16 The EHL Management

The team and its success

18 EHL Wohnen

Karina Schunker

22 EHL Investment Consulting

Franz Pörtl and Markus Mendel

26 EHL Gewerbeimmobilien

Stefan Wernhart

30 EHL Immobilien Bewertung

Astrid Grantner and Wolfgang Wagner

34 EHL Immobilien Management

Andrea Dissauer and Bruno Schwendinger

38 The Rising Stars

Career in blue-white colours

40 EHL Research

The EHL market reports

42 Internationally connected

The Partnership with BNP Paribas Real Estate

44 Looking from outside

Heinz Fletzberger and Michael Mitterdorfer

46 Customers say their say

What business partners say

54 Multiple awards

EHL's prizes

56 Social Commitment

EHL's open heart

Commitment from the top

Three decades! Half an eternity or the blink of an eye in history. In 1991, today's EHL was founded in small beginnings. Michael Ehlmaier succeeded in turning these small beginnings into a successful company with 200 employees. Today, the EHL is the absolute place to be, in many respects.

Just a few companies have developed with such step-by-step consistency to become one of the leading market participants and have shaped the industry as significantly, setting new standards in terms of quality as EHL. Take for example the extremely well-founded market reports, or the many smaller or larger innovations with which EHL has enriched the Austrian property market. I believe, furthermore, that this constant, sustainable success is also based on another pillar: These are the human values that are actually lived here day after day. What I personally find so remarkable about EHL is the proof it has demonstrated namely that the combination of the highest level of commitment, well-founded professional competence and lived humanity is also not only possible, but even more successful and sustainable.

"Going that extra mile for the customer" is the EHL team's tenet. Even a mantra. Without a doubt. Many successful market participants work hard and are motivated. But, there is also humanity in action. And it is precisely this humanity in all its facets that EHL, in addition to its profound expertise in the real estate field, actually emphasises most clearly. This singles the EHL out most of all.

What would you wish a successful company on its 30th birthday? Birthday wishes to a company that has already achieved so much and wants to and will achieve even more? Would it be selfish to wish something more? Like: That the EHL will carry on living its values, as before. It is this humanity and unique commitment that enriches and positively develops our economic sector.

***„If the EHL were not there,
we would have to invent it“.***

Sincerely,

Gerhard Rodler





Exalted Dynamic & Professionalism

In the three decades since its founding, EHL has evolved from the founding of a residential and office property advisor to a leading property company that offers well-founded and professional services for the entire life cycle of a property. With the high level of expertise of the entire EHL team with its exceptionally motivated employees, EHL customers are thus making excellent progress.

EHL Immobilien GmbH

Michael Ehlmaier FRICS

- Staff
- Finances
- Market Research

- Marketing
- IT

EHL Investment Consulting GmbH

Michael Ehlmaier FRICS

Markus Mendel MRICS

Franz Pörtl FRICS

- Investment consulting
- Transaction consulting
- Portfolio consulting
- Structured bidding procedure
- All asset classes

EHL Immobilien Management GmbH

Andrea Dissauer MRICS

Bruno Schwendinger

- Commercial administration
- Technical administration
- Facility Management
- Centre Management
- Construction/building management

EHL Gewerbeimmobilien GmbH

Stefan Wernhart MRICS

- Office properties
- Retail properties
- Logistics
- Asset Management



EHL Wohnen GmbH



**Karina
Schunker MRICS**

- Rental apartments
- Owner-occupied flats
- Retire apartments
- Land and houses
- Property-developer consulting

EHL Immobilien Bewertung GmbH



**Astrid
Grantner MRICS**

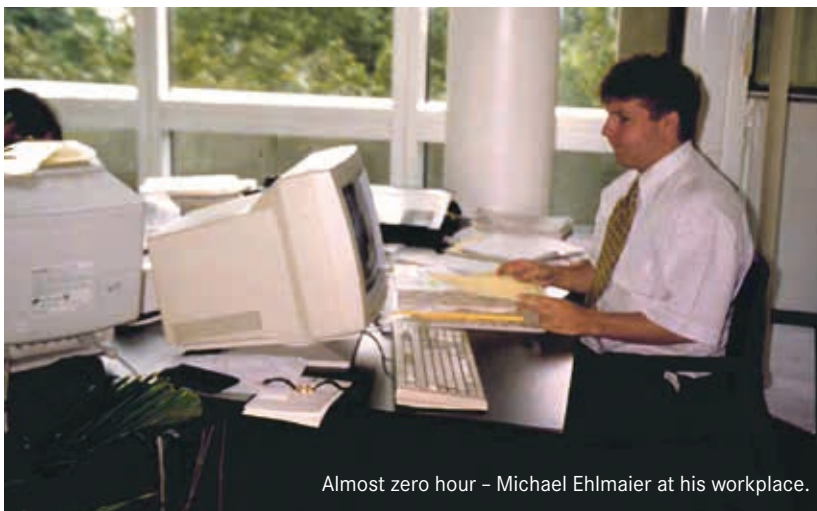


**Wolfgang
Wagner MRICS**

- Market value assessment
- Portfolio valuation
- IFRS expert opinion
- Utilisable value appraisal
- Appraisals for tax purposes

With a brisk pace through the real estate industry

Back then, EHL started with three people; today, clients can rely on a team of 200 real estate specialists. The road to this point was demanding, but it has strengthened the team spirit all the more and shaped the shared EHL values.



Almost zero hour - Michael Ehlmaier at his workplace.

real estate industry was very different. "A real estate development country" joked the Germans, who mocked the admittedly rather straightforward range of real estate products.

The first investors from the Anglo-American world complained: "An insider market where most deals are made among themselves and transparency is a foreign word." And both prejudices may have been justified. Some international broker chains withdrew at that time, others were still

feeling their way about the market.

It was far from being a company founded in a garage, but the development in the first three decades of EHL's history is certainly exciting and extraordinary. Then, at the beginning of the 1990s, the Austrian

Especially in the cities, real estate property was not easy to come by.

EHL Journey through time

1991

- Founding of the CPB Immobilienreuehand

1994

- Michael Ehlmaier joins the company

1995

- EHL starts successfully with the marketing of retire apartments

1999

- Michael Ehlmaier becomes managing director



The first team: GF M. Mitterdorfer, H. Fletzberger, M. Lindlbauer and M. Ehlmaier.

In the 1990s, people in Vienna traditionally lived in rented accommodation, preferably in municipal buildings or cooperative flats. Investing money in real estate of any kind was reserved for an exclusive circle of affluent industrialists and entrepreneurs. It was precisely at this time, however, that the first signs of a new beginning and a new self-image in the real estate industry appeared in Austria, especially in Vienna. At that time, Constantia Privatbank conceived the model of the retire apartment. The idea was to develop a reliable investment product for the private bank's clientèle. The apartments were financed by means of a loan, rented out and the monthly rental income was used to service the loan instalments. In retirement, when the instalments are paid off, the rent represents a second pension. What is almost standard today and still in high demand was laughed at and boycotted by some estate agents back then. There were hardly any estate agents on the market who wanted to sell this new product. CPB Immobilienreuehand (now EHL) was the first company to first sell and later rent out these flats. Originally, this product was intended for the well-

heeled clientele of the private bank, but it was soon in demand from other market participants as well. It thus quickly became clear that today's EHL had to position itself as an independent brokerage company. It started with four desks in the rear office wing of the Ringstrassengallerien. And everything else was different from today, or almost everything. Even back then, "going the extra mile for the customer" was not yet a mantra as it is today, although the little extra effort and service was prevalent from the very first hour. Shortly after Heinz Fletzberger, today CEO of the renowned housing

developer SÜBA, and Manuela Lindlbauer, who is now a successful personnel consultant, Michael Ehlmaier augmented the team. That was on 3 October 1994, just three years after the company was founded. Michael Mitterdorfer, who later built up and expanded the Wlaschek real estate empire for more than 20 years as a board member of Amisola AG, was the managing director at that stage. Somehow this was quite challenging for the always ambitious youngster Michael Ehlmaier as the third employee. After all, the managed asset classes, namely residential and office, were already in firm hands. Heinz Fletzberger was responsible for the office business, with huge success, and Manuela Lindlbauer was no less committed to the residential sector.

And where was place to be found for a third member of the group?

Forming a team out of individual fighters and then shouldering it together in trusting cooperation, saving competitive thoughts for the competition and concentrating on what we have in common; these have been

2003

- Foundation of the research division
- 1. Press conference on the real estate market

2004

- 1. Office market report: Launching of EHL market reports

2006

- Foundation of the division property assessment

2008

- Entry of Franz Pörtl and foundation of the EHL Investment Consulting

2009

- Successful management buy-out by Michael Ehlmaier and change of name to EHL Immobilien-Gruppe



Michael Ehlmaier with his first Caesar. Ten more are to follow for the EHL up to today.

Michael Ehlmaier's strengths from the very beginning. Subsequently, Michael Ehlmaier, who at first probably sat between the chairs, became the team-building third member in record time, taking care of office as well as retail and investment properties. It is probably this intuitive ability to generate team spirit and then focus forces together towards the market that soon brought Michael Ehlmaier to the forefront of the real estate industry. Even back then, the company forged careers for the future. Consequently, many names that are very well known today launched their professional flights into the orbit of the then CPB Immobilien-treuhand. For example, Daniel Jelitzka, the well-

known real estate entrepreneur also learned his real estate trade at today's EHL.

It soon became clear to Michael Ehlmaier that the company, which was originally conceived as an "in-house estate agent" of a private bank, could only develop successfully if it demonstrated independence. With great commitment, he therefore acquired third-party properties from a wide variety of sellers. Eventually, Michael Ehlmaier became authorised signatory and head of sales for commercial real estate after only three years in the company; after five years he took over the management. From the beginning, Ehlmaier was driven by the conviction that successful marketing of real estate is only possible with a strong team. Thus, some of today's best-established real estate managers passed through his EHL school. One such example is Wolfgang Scheibenpflug, who was with EHL from 1997 to 2013 and who is now Head of Real Estate and Location Management at Flughafen Wien AG. Many of EHL's current managers have been on board for what feels like an eternity: Andrea Dis-sauer, who has been with the company since 2002, headed the Asset Management Division and is now Managing Director of EHL Immobilien Management. Alexandra Bauer, who is part of EHL since 2003 and is still responsible for the market reports of the EHL group of companies. Stefan Wernhart, who is with the company since 2005 and today is Managing Director of EHL Commercial Property. Herwig Peham, who joined the company in 2004 and is successful as the division manager for investment, and the apartment house specialist Thomas Stix; he has been part of the EHL Group since 2006.

Step by step, the company developed into a renowned and successful real estate company and the number of employees steadily grew.

EHL constantly developed into the leading real estate service provider.

2010

- Start of the Asset Management Division for private and industrial investors

2011

- New EH headquarters "Bureau am Belvedere" in the Prinz-Eugen-Strasse 8-10

2012

- Foundation of the Centre Management Division

2014

- Foundation of the EHL Immobilien Management GmbH. Specialised in property management and construction/building management



Twin Tower stopover. In 2002, the company already has 30 employees.

Today's EHL - and this is also part of the history of this company - has been confronted with quite exciting challenges over the past 30 years. The biggest was probably the financial crisis of 2008, which has long since been overcome. Today's EHL went through these turbulent times with a sense of purpose and stability because every crisis is also an opportunity that must not only be recognised but also quickly seized. The former CPB also found a new shareholder at that time: Michael Ehlmaier became managing partner of EHL and gave the company the first three letters of his surname. On 1 July 2009, hundreds of construction panels, banners and advertising signs in Vienna and the surrounding area were replaced virtually overnight and the most remarkable brand relaunch in the real estate industry was completed. In 2014, BUWOG Fac-

ility Management GmbH was acquired. Not only was the management of around 1.1 million m² of space taken over, but 52 employees were also integrated into EHL. From this point on, EHL was able to offer its customers the entire range of real estate services and to open up new growth opportunities and competitive advantages in the existing business areas of leasing, sales, investment and asset management. EHL Property Management is now one of the largest private property management companies in Austria with a management volume of 2.1 million m² and approx. 115 employees. EHL is an Associate Partner of BNP Paribas, which brings further great added value to EHL clients with its particularly outstanding international network. In 2021, EHL celebrated its 30th anniversary with 200 employees.

2015

- New foundation of branches in Carinthia, Styria and Salzburg

2017& 2018

- New structuring of company
- Foundation of the EHL Wohnen Bewertung GmbH and EHL Gewerbeimmobilien GmbH

2019

- The international real estate service provider BNP Paribas Real Estate, present in 32 countries, is a new Associate Partner

2021

- **30 YEARS EHL JUBILEE** with 200 staff members

Best service for the customer

When a company grows steadily and successfully for 30 years, then the proof of concept is thoroughly evident. It's obviously the summation of a very special team at the EHL. In an interview, Michael Ehлмаier unveils the “secret” of this remarkable marathon of success.



Michael Ehlmaier looks back on a marathon of success and is optimistic about the future.



Three decades ago, today's EHL took off very modestly in its first office in Vienna's first district. First two, then three employees, a secretary and Michael Mitterdorfer as the founding managing director. That was about it - nothing more, nothing less. Since then, it has developed into the country's leading real-estate service provider with 200 employees; EHL is highly respected in the industry.

How do you manage to develop a company in such a way that every customer is looked after as a real VIP? A company in which quality needs no specific mentioning because it is simply self-evident? Michael Ehлмаier, the executive partner and EHL mastermind on insights and prospects.



Music is Michael Ehлмаier's great passion.

What are his pillars of success?


Ehлмаier: First and foremost, they are the values that we as a team live by every day in our dealings with our clients and employees, especially trustworthiness, commitment, fairness and reliability. These values are very highly esteemed and appreciated by our customers. Furthermore, we invest a lot in the optimal training and further education of our employees as well as in our brand identity and our marketing, so that the high level of expertise in our company not only remains secure, but also becomes visible.

EHL is firmly rooted in its target groups and is regularly attested to have the highest brand



value in the real estate industry. Is this the secret of success?

Ehлмаier: In fact, I consider professional marketing as very important. The main aim is to further increase and consolidate our high level of awareness and rec-



Michael Ehлмаier considers professional marketing as crucial.

ognition and to establish our group of companies as the very first address for a wide range of real estate aspects. But the true secret of our success remains first and foremost the trust and loyalty of our customers. More than 80% of all new customers come to us with their real estate issues through recommendations

from existing customers. These new customers usually become regular customers, which results in strong, continuous growth at a high level. I am particularly proud of this high level of customer satisfaction and loyalty, which I owe to our excellent employees. Of course, I am also pleased with our numerous quality



Award ceremony after a real estate tennis tournament with Thomas Muster and doubles partner Andreas Vitasek.

awards, which also reflect the high level of acceptance and appreciation of EHL within the industry.

Do you see the EHL brand as a promise of quality?

Ehlmaier: It is self-explanatory that our customers can rely 100% on our promise. It is not about placing our logo on the street or in the media as often as possible, but first and foremost about proving our all-embracing



In 2018, M. Ehlmaier was among the finalists for the second time at the renowned "EY Entrepreneur Of The Year Award" nominated in the service-provider category.

competence and making it visible. We prove this competence above all through our marketing successes. But we can also demonstrate our expertise through our carefully researched and continuously updated market reports. This claim to competence runs like a golden thread through our entire communication.

The EHL slogan "We live real estate." How is it to be understood? Employees who live for real estate?

Ehlmaier: Exactly. "We live real estate" presupposes employees with the right frame of mind and equal values. An important basis for our success is a very good and collegial working atmosphere, which builds up ambitious people and coheres them in the long term. We don't "just" see ourselves as a team, but as a big EHL family and that's how we function. We cooperate and support each other internally wherever it is necessary or requested. Of course, our customers also benefit from this team spirit and this positive mindset.

What was your vision when you took over management?

Ehlmaier: To be honest, back then - in 1999 - I had no concrete vision regarding growth and expansion, only that I was specifically concerned about achieving greatest possible customer satisfaction. I wanted to build up a widely recognised real estate service company that could cover the entire real estate life cycle as a full-service provider and thus serve all of our clients' real estate needs from a single source. From the beginning it was clear to me that I could only succeed with very hard-working and competent employees.

You would have achieved that today as well...

Ehlmaier: Of course, we will continue to strive to continuously improve our range of services to the advantage of our customers. In particular, we will strongly push the issues of digitalisation and greening in the future. For me, the motto applies: "If you stop getting better, you stop being good."

What do you plan for the future?

Ehlmaier: I am currently very intensively occupied with the issues of corporate culture and corporate values. In any case, the aim of our corporate culture is always to be a reliable and responsible partner to our customers and employees. We offer a familiar working atmosphere and a family-friendly environment. I look



"Whoever stops getting better has stopped being good."

forward to coming to the office every day and that is largely due to the very special people who I appreciate not only professionally but also personally.

What is your personal wish for the future?

Ehлмаier: I am very grateful for what I have achieved

so far at EHL and above all for my wonderful family with our 4 children. Apart from health and happiness, I wish for a lot of positive energy going forward, one or two sparkling ideas, a great EHL team and many loyal customers who can rely on us 100% at all times.

Thank you for the conversation.



The team to success

The hierarchies are as flat as possible. The working atmosphere is informal and the dedication of each individual employee is exceptional. An important component of the decades-long EHL success.

Management at EHL means: Leading by motivation and motivation by example. Leadership at EHL comes mainly from within the company, connected by the same values.

The EHL family is united by the same values: Striving for top quality, going that extra mile for the customer, enjoying one's own performance, trustworthiness and the highest level of loyalty. And that has been lived up to for a very long time.

A picture that says more than 1,000 words. The EHL Dream Team from left to right: Stefan Wernhart: the most successful commercial marketer in Austria has spent most of his professional career at EHL; Markus Mendel: after many successful years at Franz Pörtl's side, he was promoted to management; Franz Pörtl: built up the investment division right from the beginning; Bruno Schwendinger: already successful in this company since 2012; Andrea Dissauer: active in various positions since 2002, now at the helm of EHL Immobilien Management; Michael Ehлмаier: heart of the company; Karina Schunker: classic EHL career from the beginning in 2012 via procurement to management; since 2016 Astrid Grantner: like her management colleague, she was there practically from the beginning; Wolfgang Wagner: started as business unit manager for evaluation in 2008, now part of management.

Text: Gerhard Rodler





Innovative residential professional

EHL residential managing director Karina Schunker relies on innovative marketing strategies and is bubbling over with verve. Her credo: New ways with a first-class, motivated team. With the highest level of commitment, tact and a great deal of joy, she deals with one of the most important basic needs of people: housing. The satisfaction of her customers enjoys top priority!



For Karina Schunker it is a fulfillment to find the right home for her customers.



”

It is always about giving our customers the best possible advice and taking their individual ideas and values into account.

KARINA SCHUNKER

“

For Karina Schunker people take centre stage.

EKarina Schunker was definitely not a stranger when she was appointed as the new managing director of EHL Wohnen GmbH this year. Having been with the EHL Group for nine years, the move to the top of the company was the logical next step in her career for the successful team lead of the owner-occupied flats and retire apartments business domain. "The real estate industry and here in particular the EHL was my professional home from the beginning", she comments on her close, almost family-like relationship with the EHL Group.

Here she wants to determine the main points: "EHL Wohnen is excellently positioned with its 20 perfectly trained and experienced employees, we have a strong market position and an excellent team, and we must also prepare ourselves for the future," emphasizes Schunker. "Changes in the legal framework and, above all, constantly new technical possibilities in customer communication, require continuous innovations in order to offer our customers faster communication channels and thus optimal services." Karina Schunker is currently working intensively on the optimised use of digital marketing tools to reach customers even better: "Selling apartments in Vienna and, above all, renting them does not happen by itself. There is a competitive market environment and only those who act with the highest commitment and

ty. Karina Schunker holds interesting and informative talks with experts and shares experiences from real estate practice. Most recently, for example, the topics of innovations in housing law, building certifications, real estate valuation, sustainable construction, digitalisation in real estate marketing and living in times of home office were vividly presented.



Schunker's Podcast „Reden wir übers Wohnen“ (Let's talk about housing) provides up-to-date information.

Schunker's second major topic is the ongoing optimisation and expansion of the array of services. The "comprehensive carefree package", which accompanies sellers from the planning stage to the successful sale or letting, is just as much a part of this as the transparent exchange of information and detailed reporting: "Within the EHL Group, we obviously have an enormous competitive advantage.

For our clients, it is an important asset that, in addition to sales and letting, we can also offer administration, construction management and valuation as well as a strong investment team for exits from the same single source." Recently successfully brokered residential properties include, for example, the MySky Hochhaus (high-rising building), Heumarkt 25, Wildgarten and many more.

Schunker also underlines the advantages of a wide range of services with regard to the wide-ranging array of services offered by EHL Wohnen itself: "I'm rather sceptical about specialising in niches, because every project is very multifaceted in itself. Only someone who is just as at home in the luxury sector as in the affordable housing segment can guarantee his clients an optimal advisory service and a broad range of properties." And she will certainly never deviate from this claim: "EHL Wohnen will always stand for individual and tailor-made advice, regardless of whether it is a small project or a large residential complex. Our customers are our most important partners and we want to live long-term and we want to live out successful business relationships with them in a sustainable way."



KARINA SCHUNKER

” **Behind every transaction are people with their values and needs.** “

encompassing competence will be able to exploit projects successfully and safely.” The EHL podcast "Reden wir übers Wohnen (Let's talk about housing)", initiated by Karina Schunker, provides regular information on current topics relating to housing and proper-

Experienced dealmakers

He concludes deals that don't actually exist - but he has the staying power it requires. EHL Investment Consulting MD Franz Pörtl is the discreet marathon man. And co-managing director Markus Mendel a congenial partner.





With Markus Mendel and Franz Pörtl, EHL
Investment Consulting occupies pole
position for the future.



The one loves to relax on the running track and also displays perseverance at work, the other handles pending transactions in permanent phone calls and rather prefers the body-building gym. Franz Pörtl and Markus Mendel are two contrasting types, but precisely because of their differences they cover a particularly wide spectrum of needed skills and complement each other perfectly. Sometimes it is persistence and staying power, sometimes spontaneous agility and a creative idea that are crucial to the realisability of a transaction. In any case, hardly anyone is as successful on the investment market as the team around Franz Pörtl and Markus Mendel.

In 2008 Michael Ehlmaier invited Franz Pörtl to the newly founded EHL Investment Consulting after 18 years of working for major Austrian banks. Franz Pörtl still describes this move as the best decision of his career. Together with Michael Ehlmaier, Herwig Peham and Thomas Stix, he was able to further expand the investment area and make it into what it is today. Over the past 14 years, the number of employees has steadily increased to a powerful team of currently 10 employees. With Markus Mendel, another managing director was appointed from within the company in 2019 and the company has since then developed into the leading investment broker in the country. In order to transform EHL Investment Consulting into the leading advisor for investment and capital market transactions, it was necessary to augment the pure marketing activity with a whole bundle of services and consulting. This is where the positioning of the EHL Group as a full-service provider in the real estate consulting sector pays off, because our clients - whether sellers or buyers - also receive a lot of additional information and estimates, in addition to investment advice, which help to successfully implement a transaction. This begins with the presentation of the submarket relevant to

from real-life practice who deal with the management of comparable properties or spaces on a daily basis and who, at the client's request, can for example also assume the actual letting at the estimated rates and thus also take responsibility for their own assessment. Of course, the highly committed team of transaction specialists, who continue to develop their skills not only through on-the-job training, but also through ongoing external qualification measures, is an enormously important and the cornerstone of EHL Investment



FRANZ PÖRTL

“ We have an excellent team of employees, which has been the cornerstone of our success over the past 14 years. ”

Consulting's success. Each of the investment professionals has a unique network, which is ultimately decisive for the conclusion and the successful search for the best buyer or the best property. Thanks to this very closely-knit network and deep market penetration, EHL has already been able to implement many remarkable transactions in all asset classes (office, retail, logistics, institutional housing projects, student residences, serviced flats, etc.) as well as in all deal variants (structured bidding procedures, off-market deals, portfolio transactions, sale & lease-back variants, etc.).

The "all-round view" of Mendel and Pörtl as well as the depth of advice positively separates EHL Investment Consulting from the competition. "Our clients appreciate the all-embracing advisory approach, our view of the big picture and our willingness to go the "extra mile" to make a transaction possible," says Markus Mendel. It was not uncommon in the past for creative solutions to be found for challenging situations in a transaction process. Franz Pörtl: "It is precisely in such situations that our transaction managers, who have already handled a large number of deals, can score points with their vast experience and get the process back on track." A very important aspect of the daily work is also the possibility to offer clients an exceptional quality of service in line with international standards and to ensure that this is always guaranteed, even in cross-border portfolio transactions. Together with the global network partner BNP, with whom EHL Investment Consulting collaborates very closely with a huge amount of success, it is ensured that all customers can expect the same quality of advice, regardless of whether they are considering the acquisition of real



MARKUS MENDEL

“ The fact that we are fully committed and that we can also draw on specialists from other EHL areas gives us a significant advantage. ”

the specific property, the analysis and interpretation of competing properties and extends to the evaluation of rental levels and the analysis of potentials and risks, including in the area of management. The added value for our clients is particularly achieved by the fact that these analyses come from experienced specialists



Versatility is the secret of Franz Pörtl's success.

With Markus Mendel, the next generation came into the leadership.

estate in London, New York or Vienna. Markus Mendel has contributed significantly to this development. Due to his successful commitment, he was promoted first to authorised signatory and then to managing director. Under his leadership, EHL Investment Consulting has further developed and perfected the preparation of market analyses and presentations as well as due diligence reports. The main focus of our work is always to achieve an advantage for the client through the successful realisation of a transaction. In addition to that, good training, market knowledge and a network are vital, but above all, also a willingness to work longer, harder and more goal-oriented, because nothing is as motivating and ultimately satisfying as a transaction brought to a close. "We all have a strong client orientation in us and, if it is necessary, we are

not afraid to put in a night shift for our clients to secure transaction success", says Markus Mendel. The marathon man Franz Pörtl, as Immobilien Magazin described him in a portrait almost a decade ago, shows extraordinary stamina here and is always there for the clients for the all-important personal exchange when required.

"The EHL motto 'We live real estate' is not just a simple advertising slogan, but translates what we do day after day and what our passion is. It is tremendous fun to initiate and accompany real estate transactions, to manage the process and to celebrate the success with the entire team at the conclusion - this combination of business and fun is one of the reasons why we are so successful in what we do", says Franz Pörtl.

Down to earth high flyer

The more demanding the market becomes, the more the real estate agent, who is now more of an advisor than an intermediary or broker, is called upon. And subsequently becomes a person of trust when it comes to real estate brokerage. Preferably like Stefan Wernhart.



For Stefan Wernhart estate agents and property brokers are also trusted confidants.





"If the quality is right, the quantity will come by itself," says Wernhart

Remained down to earth – that is the managing director of EHL Gewerbeimmobilien GmbH. Perhaps this is one of the reasons why he and his team were recently able to realise by far the largest deal on the Vienna office market and why the team he leads, consisting of 14 office, retail and logistics specialists, is always at the top of Immobilien Magazin's property broker ranking. Although, Stefan Wernhart is not merely concerned with the quantity, but rather with the quality. "If the quality of our service is right, the quantity follows suit. Nobody in our team cares about making a fast buck, or quick business."

"We want to maintain sustainable, long-term business relationships with our clients", he says, and the company's constant growth shows that this is working out perfectly. In any case, Stefan Wernhart likes to plan for the long term. He has been part of the EHL for a decade and a half now and can hardly imagine anything else at the moment: "We experience an incredibly strong sense of togetherness here at EHL, based



STEFAN WERNHART

Trust must be earned through honest communication, competent advice and commitment.

on a long-term approach and loyalty." The "owner-managed" factor is one of the building blocks of success for Stefan Wernhart: "Michael Ehlnaier is not only our brand ambassador, he is also a people's person in the best sense of the word." His personal values embody the corporate culture of EHL: Trustworthiness, commitment, fairness and customer orientation in every respect." Fluctuation in the team is accordingly low and this, of course, ultimately benefits the customers, who can rely on this continuity and long-term build-up of expertise and trust.

After all, brokers are also persons of trust once they have worked together for a certain length of time and with a certain intensity - and EHL is probably one of the record holders in terms of regular customers. "You have to earn and continuously optimise the trust of your clients through honest communication, competent advice and maximum commitment," says Stefan Wernhart. Sometimes customer relationships even lead to personal friendships. "Speaking the language of our clients, also being able to empathise with their values, aims and objectives on a very personal level set us apart

from other market participants in tandem with our excellent professional competence," says Stefan Wernhart. "The families of our customers and employees are often invited to our events; a fact which underlines the personal component of our cooperation." All of this contributes to EHL's overall image and is also a reason why, despite all of its regular successes, EHL has never lost its foothold on the ground. Stefan Wernhart's team is able to continuously prove that it is possible to secure close client contact even with increasing volumes.

Despite all continuity, the office leasing market is currently changing rapidly and profoundly, and with it the service portfolio of EHL itself. "The currently rapidly ad-


area as well. On the tenant's side, the service begins with the detailed definition of the requirements profile. EHL develops tenant-specific search profiles, prepares detailed market and location analyses and feasibility studies, acts as a mediator in lease negotiations and as a consultant in occupancy and planning studies, all of this in coordination with potential tenants. On the landlord side, amongst other things, EHL supports with advice and structuring of suitable marketing concepts, development of property-related marketing strategies, provision of comprehensive market data from EHL Market Research or detailed processing of the current market situation on the office market, to mention just a part of the array of services.



At EHL, he experiences a sense of togetherness based on longevity and loyalty.

vancing digitalisation has led to a significant change in the office and retail market. Our clients are facing new opportunities and challenges due to the implementation of flexible, hybrid working models in the office market and the strong increase in on-line trade in the retail market. We help them to make the right real-estate decisions for themselves." Precisely because EHL is so broad-based and operates across departments and disciplines, EHL is often an innovation driver in this

Due to the technical innovations, EHL today invests significantly more in the perfect preparation and positioning of the objects, across all relevant platforms and marketing channels. Most recently, the digital marketing channels and media plans were expanded and optimised. The constant further development of the brand image and innovative marketing are not an end in themselves, but an essential success factor for the team at EHL Gewerbeimmobilien GmbH.

Astrid Grantner is a woman with short blonde hair and glasses, wearing a black dress and a watch. She is standing in a doorway, smiling at the camera. The background is a dark, modern interior with some light fixtures.

Astrid Grantner also
trusts her human
instinct.

"The attractiveness of the property"

As the second youngest business unit in the EHL family, property assessment has made it to the top in Austria in record time - and there is probably a good reason for that. In-depth expertise and many years of valuation experience, coupled with EHL's quality standards, are the cornerstones of successful business development.



For Wolfgang Wagner every
customer is VIP clientèle.



We invest in people, in our employees.

Astrid Grantner and Wolfgang Wagner also use databases, automated research sources and state-of-the-art valuation programmes wherever it makes sense and, true to EHL's self-image as an innovation driver, the ongoing screening of technological innovations in the valuation field is pursued with corresponding commitment. "Technology does not stand still which means that our job profile is constantly changing. But the more technology and mere algorithms are involved, the more important the human factor becomes. This is also the case in property assessment," says Astrid Grantner, who heads EHL Immobilienbewertung together with Wolfgang Wagner.

"In the end, experienced experts are always responsible for the assessments", says Wolfgang Wagner, and adds: "The assessment expertise and the "feel" for the actual market values of real estate will not be replaceable for a very long time." An individual and detailed analysis of each project is in the foreground, especially since assessment reports are always the basis for important strategic and financial decisions. Wolfgang Wagner: "It is not just about the one figure at the end, but always about com-



WOLFGANG WAGNER

Our customers consider us as a partner.

plex issues that have to be analysed and clarified in the course of the assessment process." "And here our experts, in almost detective-like detail work, not only fall back on the internal assessment expertise, but also use the real estate knowledge within the entire EHL Group, which has been continuously built up and expanded over three decades," adds Astrid Grantner. This proximity to the market ensures an exact market value determination - an added value from which customers benefit directly.

Increasingly, the scope of tasks within the framework of an assessment mandate is also expanding in the direction of more comprehensive counselling of customers. Wolfgang Wagner: "Our customers perceive us as partners and involve us, for example, in their decision making early on in the acquisition process. Some owners also ask what kind of project development would make the most economic sense

for a property." The assessment team also supports with studies on possible development scenarios for a property in the given market environment and assesses different utilisation options. And this is



ASTRID GRANTNER

In our assessment, too, people take centre stage.

exactly one reason for the two managing directors, namely, why every customer of EHL Immobilienbewertung is equally important and significant: "With us, literally every customer is a VIP customer who is treated with corresponding priority."

How it works?

Because of a professional team that is one of the largest in Austria. "We can distribute the care of our customers over a large number of experienced shoulders. This way there is no 'bottleneck' and we can advise our customers quickly and efficiently," says Astrid Grantner. And that is something special – at least in Austria. The assessment team includes many experienced employees who are themselves sworn and court-certified experts and members of the Royal Institution of Chartered Surveyors (RICS). Wolfgang Wagner: "As a service provider, we invest a lot in the optimal training and further education of our employees. Our team will be expanded accordingly due to the continuously growing order situation. The development and promotion of young employees is a special priority to us."

What is it that particularly distinguishes all these employees - in addition to professional training, certification and ongoing further training? What is the unique selling position of the EHL rating? Certainly, the willingness to "go the extra mile", especially when one is pushed for time. Perhaps this is also one of the reasons why the assessment area can point to a growing number of regular customers. With the highest reliability and above-average commitment, the EHL team of valuers has been advising numerous renowned companies for many years and enjoys a particularly high level of credibility.



We are so fast because our experts do not cause bottlenecks.



Bruno Schwendinger and
Andrea Dissauer share a love
for property and people.



HERZLICH
WILLKOMMEN

Dedicated real estate managers

The service concept enjoys top priority at EHL Immobilien Management. The dedicated team led by Andrea Dissauer and Bruno Schwendinger coordinates technical, infrastructural and commercial facility management with competence and commitment. All asset classes are managed - from office properties to logistics, hotels, retail parks, residential and apartment buildings, condominium associations and retire apartments.

EHL Immobilien Management sees itself as a modern real estate service provider that always aims to achieve the best result for the owner with top-quality standards. For EHL, real estate management means the active management of property.

Property management generally requires very broad real estate expertise, because it involves the active management of landed property and buildings. A great deal of psychological sensitivity is needed in addition

to knowledge of and acquaintance with construction technology, legal advice, accounting and IT. It's a good thing that these complex areas of responsibility are shared by many shoulders at EHL Immobilien Management. To be exact, there are currently 115 employees who work for their customers on a daily basis. The team's specialisation is as varied as the tasks at hand: classic property managers are complemented by construction management specialists, real estate accountants and trained lawyers. Their love for real



"We see ourselves as upstream organisation for asset management."

estate and people they have in common, as well as genuine joy in working for customers. "We enjoy what we do and we are really proud of our wide range of services," says EHL Immobilien Management MD Bruno Schwendinger. He has been with the company since 2012 and emphasises how important the human component is to everyone at EHL Immobilien Management. "We are the mediators between the owners and the users as well as the individual service providers." And as everywhere in the EHL Group, the focus here is also on people. "One of our strengths is that we take the time for our customers



ANDREA DISSAUER

“
Proactive action is as a matter of course for us.
”

and always look for individually targeted solutions." Bruno Schwendinger has dedicated himself to service throughout his professional life.

Before EHL, he worked in the international hotel and tourism industry. These roots connect him to management colleague Andrea Dissauer, who helped out in his parents' guest house at an early age. She has now been part of the successful EHL team for 19 years, five of them in asset management, where she learned to grapple with the concerns of today's customers very well, among other things. She took up her position in the management of EHL Immobilien Management this year. "We see ourselves as the upstream organisation of asset management and provide a sound basis for their decisions, and we are already working out recommendations in this regard."

A good property manager knows his buildings in detail and his tenants personally and is the first point of contact for their concerns and ideas. This means to show face and being out there on site. To augment this, EHL Immobilien Management has developed and set up a digital 360-degree programme. "Our property management programme offers an above-average number of features, we have a modern resident portal, can take over or hand over flats digitally and are working on a programme where the tenancy agreement can be signed digitally, among other things."

"It is the aspiration of EHL Property Management

"One of our strengths is that we make time for our customers," says Bruno Schwendinger.



to act innovatively and to keep its finger on the pulse in all areas", says Andrea Dissauer. "If the quality is right, the quantity will come by itself", says Schwendinger. "Proactive action is a matter of course to us", adds Dissauer. "For example, property owners are currently facing previously unknown challenges due to the objective of CO₂ neutrality towards the real estate owners. This is another example where we think ahead and can thus offer proactive advice." Here, the extremely short decision-making processes and the associated dynamics of the EHL Group are worth their weight in gold.

In general, it's about recognising trends early and then implementing them in the best possible way for the customers. This has made EHL Property Management successful and renowned. Since the company was taken over by BUWOG and integrated into the EHL Group seven years ago, the area under management has more than doubled to currently 2.2 million square metres and the number of employees has increased by the same amount from around 50 at the time to 115 today. "We take care of almost every asset class," says Schwendinger. Residential and office space are the main areas of roughly equal



We always look for customised solutions for our customers.

BRUNO SCHWENDINGER

size, with retail and logistics covering another quarter. EHL Property Management covers the whole of Austria equally well, and in addition to the headquarters in Vienna, operates further branches in Lower Austria, Graz, Salzburg and Carinthia.

Because having time for customers also requires physical proximity. One of the great strengths of EHL Property Management is the assumption of entire areas and larger new construction projects. "Not many providers have the resources to professionally handle, for investors, the entire remediation of defects in new construction projects with a very large number of flats, to single out one aspect," Dissauer emphasises. The basis for long-term success is to build up trust with the customers, which has been proven over many years, combined with the successful track record, as well as the stability of the employees.

Great Place to Work: EHL Rising Stars

A simple calculation: The sum of all employees results in the success of the company. Rather logical, really. Here, for example, seven young EHL employees are called before the curtain.

Nowhere else in the industry is this lived as intensively and sustainably as in EHL. Literally, the EHL Group is a "best place to work". But the EHL is also becoming an almost legendary career forge. In the 30 years of the company's history, true real estate legends have started their careers in what is now EHL. Many of them are still part of the EHL family today, others are well-known entrepreneurs in the industry today.

No matter where, to this day the vast majority feel emotionally part of the big EHL family. The EHL team is a sum of experts who work closely together to create success. And that makes it simply one of the greatest career forges imaginable. Seven of the current Rising Stars representing a team full of opportunities, verve and joy at work.



Magdalena Roll, BA
Marketing

"Real estate marketing is as diversified as real estate itself. In my day-to-day work I experience new challenges every day that one can master and grow from. Due to my diverse and cross-departmental area of responsibility, I am in contact with many colleagues from most diversified areas and was thus able to find my feet very quickly into the EHL family, which also welcomed me warmly. I am looking forward to what the next few years will bring."



Yasmin Obojkovits,
BSc MLS
Construction/building management | Head of Division |
EHL Immobilien Management

"Especially here in my role at EHL, I am confronted with many facets that this field of activity of construction technology/architecture entails, so that I can learn something new with every project and it always remains exciting. I don't like to tread water but want to make a difference. Above all, the area of sustainability and the circular economy is very close to me personally; here, especially in my field of activity, there is simply an incredible amount that can be moved and be pushed forward."



**Prok. aDipl. BW WU
Anita Selim, MBA**
Staff | Team Lead

“I've been working at EHL since December 2016 and I've really felt a part of it since my first day. That's because the working atmosphere is collegial and familiar, but also absolutely professional. The way colleagues treat each other is open, fair and friendly. For me, a good job is not only defined by the job itself. With experience and qualifications, you can find a suitable job, but finding such a good atmosphere is much more difficult.”



Horst Blasbichler, BA
Retail Properties | Senior
Consultant

“My motivation is guaranteed by the excellent network of all internal departments, but also internationally through the BNP Paribas Group, and the ensuing opportunities for success. Furthermore, the company impresses with its personal and family-friendly atmosphere. The infrastructure is very good. Regular events provide for internal team building, which also leads to private and long-term friendships.”



Verena Lehner, MA
Head of Transaction Advisory | Authorised Signatory |
EHL Investment Consulting

“It motivates to successfully complete a demanding project together as a team. But often equally satisfying is the creative exchange of ideas with colleagues or a telephone conversation with satisfied customers. My career at EHL coincided with the start of my master's degree. Long-life-learning is required and encouraged at EHL. I am convinced that anyone with motivation and commitment can become a real estate specialist at EHL.”



Anna Zillner, MSc
Office properties
Senior Consultant
EHL Gewerbeimmobilien

“Even at the beginning of my career at EHL, I was shown great trust by my superiors. The quick assumption of responsibility and the varied daily work routine have led to me constantly exceeding myself - this motivates me to always give my best. The great thing about EHL is that even as a new employee you are encouraged and challenged and learn a lot as a result.”



Anna Salzer, MA
Senior Consultant | EHL Immobilien Bewertung

“My career at EHL started 10 years ago in a three-person assessment team that has experienced tremendous growth over the past years. I feel a unique sense of loyalty and connection. Even since I became a mother of

two young children, not a year has gone by that I have not been involved at EHL. I am incredibly proud and happy to be part of this family, which continues to encourage and support me as a mother and offers attractive perspectives for my professional development.”

Practice-oriented market research in all real estate segments

The constant observation and analysis of the local markets as well as ongoing dialogue with clients are cornerstones for the development of EHL Property's products that are in line with the market.

The fact that EHL sees itself as a team and acts as such on a daily basis is well known in the real estate industry. This team spirit is particularly evident in the field of market research. Strictly speaking, EHL has around 200 employees. What is meant by this is that almost every EHL employee, depending on their function, contributes a little more or a little less to the practical daily market survey of EHL's core areas. The information is bundled in the Market Research Department, where information and knowledge flow in from all sides.



Alexandra Bauer
Market Research Lead

Alexandra Bauer, who has been with EHL since 2003, heads the Market Research Department with prudence, experience and her innate attention to detail. In doing so, she can draw on a great, motivated team that is arguably unique in the industry. This innovative approach, which encompasses the real estate expertise and market experience of the entire EHL Group, probably best expresses what is meant by teamwork at EHL. And what this group is envied for. The results of these joint efforts not only flow into the optimal, individual customer advice, but also supply the entire real estate scene in Austria with painstakingly researched market reports. The EHL analyses include information on markets and locations in the

office, retail, investment and housing market and thus represent a solid basis for investment and location decisions. EHL's experience, spanning decades, provide the perfect starting point.

EHL Office Market Report | Vienna



The office market report, which is published twice a year, offers a wide-ranging overview of the most important key figures of the Vienna office market, new trends as well as the development of the most important office clusters and corridors in the federal capital. In addition to the rental market, the investment market for office properties is also analysed and vividly displayed.

EHL Retail Market Report | Austria



The annually published retail space report provides an up-to-date and succinct overview of supply, demand and rental prices for retail space in shopping centres, retail parks and the most important shopping streets in Austria. The report also regularly deals with current developments and has thus become an important trend barometer for the Austrian retail market.



EHL Retire Apartments Market Report | Vienna



The investment apartment, a popular instrument of future investment, has been given its own market publication at EHL. The annual report is considered a reliable decision-making instrument for investments in this asset class. Here, investors can benefit from the decades of experience of EHL, the pioneer in retire apartments, and optimise their investment decisions.

EHL Investment Property Report | Vienna



There is hardly any other market that is as locally differentiated as the Vienna apartment-building market. For this reason, EHL's annually published apartment-building market report provides a detailed presentation of the development in the individual districts of Vienna with evaluations down to the level of individual streets. Thanks to its practical orientation, the brochure is an ideal source of information for potential buyers and sellers. Thanks to their broad survey basis, the data are particularly informative.

Herwig Peham, Head of Transactions and with the company since 2004, is primarily responsible for this report.

First Vienna Residential Market Report



The innovative Residential Market Report, developed in cooperation with BUWOG and published annually, covers a sub-market of the Austrian real estate industry that is currently in particularly high demand. Demographic changes, current price trends as well as supply and demand developments at city and district level are presented here.

EHL City Map



Even in the on-line age, printed city maps are still an excellent way to get a quick overview of the local structure of property supply. The EHL City Map for Vienna provides an expert overview of the most important office, retail and logistics properties as well as cluster formations in the city at a glance.

Residential Market Report | Graz



Graz is the second largest housing market in Austria. EHL therefore dedicates a separate market analysis to this increasingly important sub-market - in the usual EHL top quality. The report thus represents an important decision-making aid for real estate decisions in Graz.

EHL international optimally connected

EHL customers have the best possible access to the global real estate industry - from Germany to Hong Kong with the new BNP Paribas Real Estate partnership.

It was a bit like a wedding. The bright spring sun, white sandy beach, azure sea and a white event tent on display. This morning shows a radiant company. In fact, it was also a kind of wedding celebration on the fringes of MIPIM in the real estate boom year of 2019 - albeit a kind of corporate wedding. However, wedding is not quite the right word. BNP Paribas Real Estate, a subsidiary of the BNP Paribas Group, has concluded a partnership agreement with EHL for wide-ranging cooperation.

This brought together two partners who are, so to say, meant for each other. Both companies, which of course remain legally and economically independent, are indeed very similarly positioned and complement each other perfectly. Both companies dominate the real estate industry in their respective home markets - Austria for EHL, of course, and Europe for BNP Paribas Real Estate - and are literally a top address. And even their corporate values are remarkably similar, both in terms of professionalism and customer proximity, as well as their above-average commitment to the industry. Since then, the

partnership has enabled wide-ranging cooperation in the areas of transactions, valuation, brokerage and property management. "The cooperation with BNP Paribas Real Estate is another milestone for EHL," EHL Real Estate Managing Director Michael Ehlmaier opened the presentation of the BNP Paribas Real Estate cooperation on the side-lines of MIPIM at the time.

The advantage for EHL clients of this partnership is obvious, and the high expectations that were placed in the new cooperation at the time have since been fully met in daily practice. Because: "BNP Paribas Real Estate is one of the leading European real estate companies and is therefore a perfect fit for our international orientation. Europe will continue to be our core market in the future, as a large percentage of the international investors and tenants of relevance to Austria will come from Europe."

In fact, the two partners not only have a good basis for cooperation on a human level, but the two companies are also very similarly structured and



positioned. Apart from France, BNP Paribas Real Estate is the market leader in the German market, which is particularly important for Austrian real



estate companies. EHL is again the market leader in Austria. Michael Ehlmaier also expects that the cooperation of the domestic market leader with the German and French market leader BNP Paribas Real Estate will bring Austria more into the focus

of institutional investors and open up additional financially strong buyer groups for the market. With BNP Paribas Real Estate, EHL customers also have direct access to large institutional clientèle far beyond Europe. Because BNP Paribas Real Estate has branches in Hong Kong, Dubai and Singapore. In fact, BNP Paribas Real Estate already caters to a number of very large institutional clients who have not yet discovered Austria as an investment target, but whose investment profile would be a good fit. So, a real win-win situation.

“Beyond Europe, the BNP Paribas Group has a unique network and an excellent reputation worldwide. For all these reasons, BNP Paribas Real Estate is the perfect partner for us,” adds Ehlmaier. The partnership of the leading Austrian real estate service provider with the number 1 in the continental European real estate market will have a positive impact on the Austrian market. Austria is a highly attractive market in a global comparison, but until now domestic and German investors have almost been among themselves here.

Human grandeur

When two people don't quite see eye to eye at first, but then become friends, that's "typical EHL". Süba board member Heinz Fletzberger on starting his career in the real estate industry.



Süba board member Heinz Fletzberger remembers.

How was your first contact with Michael Ehlmaier?

Fletzberger: He joined what was then CPB Immobilienreuehand very shortly after me. I have to admit today that there was a certain amount of competition at the beginning because we were all incredibly ambitious. So, at the very beginning we were rather standoffish. Let's put it this way.

But did that change at some point?

Fletzberger: Yes, of course. We soon got together, first we accepted each other, then we respected each other and finally we learned to appreciate each other professionally. Subsequently, a friendship developed. Today we meet regularly, also privately. That's one of Michael Ehlmaier's great strengths. This human aspect of him in which he approaches people and forms networks that last for a long time.

Is this the USP of the EHL?

Fletzberger: EHL has developed into the strongest brokerage brand. Behind it, in addition to professional, intensive marketing, is a hand-picked team.

So, the human factor again?

Fletzberger: Yes, that's definitely the human aspect as well. It's always the people behind it. Michael Ehlmaier has succeeded in building up a really great management level. People he has deliberately chosen work there with very similar values.

They are there?

Fletzberger: From my point of view, they are there with the above-average closeness to the customers, the strong commitment and the human qualities of each and every employee. The EHL people are just ridiculously good. What is exciting is that EHL survived all the crises unscathed and then grew even bigger.

What do you mean?

Fletzberger: I have to say that it is down to Michael Ehlmaier that today's EHL reacted with lightning speed even during the difficult phase of the real estate crisis in 2007/08. For me, the fact that EHL bears the first three letters of his name has not only to do with the fact that he is Managing Partner, but that he preserved EHL at that time and even made it much bigger and more significant. He is the EHL.

So Süba is also an EHL customer?

Fletzberger: Same in many areas. EHL markets our rental apartments, we also work together in investment and build on their assessment expertise.

What would you wish for from the EHL?

Fletzberger: That everything stays the way it is right now.

Thank you for the conversation

How it all began

As the founding managing director of the former CPB, now EHL, Michael Mitterdorfer was Michael Ehlmaier's first boss - and is "enormously proud" of what emerged from it.

What are you most proud of there?

Mitterdorfer: Of the people who started their careers in this company. Today, many of them are shaping the Austrian real estate industry as board members, managing directors or entrepreneurs. I'm really, really proud of them all! I consider myself very lucky to have been able to find such great people and to inspire them for the company. Of course, Michael Ehlmaier also tops the list. From the very beginning, he was a driving force in the company; with great ambition and vigour, he wanted to create something very special - and he clearly succeeded. I'm incredibly proud of what he built there.

What was the secret of his success from your point of view?

Mitterdorfer: Clearly his human greatness, the social aspect in the broadest sense. Without professionalism and perfect service quality, something like that is no longer possible, that's for sure. And that is what all customers assume. The social aspect is the USP.

What do you mean?

Mitterdorfer: It is an art - and also rather rare - to get that close to people that quickly. It is so important in our industry. And above all, he also carries this into his company. These human values have become part of the EHL DNA and are lived by its employees.

What is the common thread of success?

Mitterdorfer: The empathy of the EHL people! Michael Ehlmaier exemplifies this. He quickly manages

to gain people's trust and to link them up. This is how the best deals are made. This makes him simply the best dealmaker, combined with the highest degree of integrity and correctness.

That alone does not guarantee success, or?

Mitterdorfer: As I said, the quality of service and the one hundred percent commitment must be absolutely top notch. That's a fact. But of course, one prefers to work with people where the basis is right, where trust - proven to be justified - is absolutely there and where one can simply rely "blindly". Of course, ideally it is all about business, Michael Ehlmaier also interlinks people beyond business. It's in his blood - and probably in the entire EHL team. Because he gathers exactly those people around him who have these advantages. And the strong brand.



Michael Mitterdorfer was Founding Managing Director.

What do you think EHL stands for?

Mitterdorfer: Equally good support from all EHL staff, justified trust and a player in the market with a 360-degree service offering. Remarkable is his commitment to the youth, whom he gives a chance and with whom he also stays well connected.

Thank you for the conversation

The industry congratulates

One comes to EHL to stay. The number of well-wishers in line with this 30th birthday. Here is a selection – without claiming to be complete.



"We live real estate" - this motto fits Michael Ehlmaier and his team perfectly. Like hardly anyone else, he personifies passion for his profession and entrepreneurial spirit with a winning and amiable personality, which form the basis for 30 years of outstanding business success. Congratulations on a round birthday!"

Thomas Arnoldner
CEO Telekom Austria AG



"I have known Michael Ehlmaier for many years and have the highest respect for what he has achieved with his highly competent team in just 30 years. Michael Ehlmaier is not only an excellent entrepreneur, but also an amiable and charming person with his heart in the right place. I would like to congratulate you on your anniversary and wish you many more successful years!"

Anton Bondi de Antoni
Managing Director Bondi Immobilien-Consulting GmbH



"Over the past 30 years, Michael Ehlmaier has become an institution on the Viennese real estate market – under his own steam. Hard work, commitment and an incomparable drive have been his constant companions. His countless antennas are constantly in transmitting and receiving mode and business is on his calendar 24/7. I especially appreciate that he has always remained a passionate family man - and of course, driven, dedicated and hard-working... congratulations!"

Gerald Beck
Managing Director of UBM Development



"A roof over your head is more than just protection from outside influences. Most of us also have an emotional attachment to property. Whether we live in them, use them commercially or see them as an investment - reliable partners are needed for quality, service and security. Over the past 30 years, EHL Immobilien Management has developed into one of the best full-service real estate providers in Austria. Congratulations and we look forward to another 30 years of cooperation for our customers!"

Andreas Brandstetter
CEO UNIQA Insurance Group AG



"Over the past two decades, a trusting and sustainable partnership has developed between EHL and the real estate companies of the WALTER GROUP. The decisive factor for this is the professional way of working and the handshake quality of all EHL employees, which we value highly, especially in the investment area. We also rely on the committed and successful EHL team for the marketing of a substantial part of our rental apartments. We wish EHL many (joint) successes for the future!"

Christian Bernegger
Management Board WALTER GROUP Holding AG



"I congratulate Michael Ehlmaier and his team on 30 years of EHL, it's really great what has been built up over these years. I would like to thank you for the exceptionally good cooperation over all these years and the excellent support in all matters relating to real estate and investment, for me it continues to be the FIRST contact in this area, continued success and all the best. Best regards".

Michael Dockal
Managing Director ZGONC Handel GmbH



"I have known Michael Ehlmaier for many years and, in addition to his pronounced expertise of the real estate market, I particularly appreciate his gift for grasping the needs of his clients in a holistic way. In addition, he is a person with whom one likes to talk, whether about playing the violin or the Ursulines."

Christine Dornaus

Director of the Board of Directors of
Wiener Städtische Versicherung AG



"Real estate is a long-term business that is best performed with long-term, reliable partners – EHL has always been one of them. 30 years is a strong indicator for consistency and sustainability. Happy anniversary!"

Bruno Ettenauer

CEO S IMMO AG



"In the 30 years of EHL, since taking over the role as managing partner in 2009, Michael Ehlmaier has made EHL what it stands for today. EHL communicates top performance, integrity and confidentiality to its customers and business partners. Michi's joy in doing business inspires employees and business partners and often makes the impossible possible. May this joy remain with Michi and his team in the future – ad multos annos!"

Rudolf Fries

Lawyer and Investor



"EHL can without a doubt be described as a "success story". This is proven by all known units of measurement: Turnover, profitability, number of employees and of course the countless blue and white EHL signs in the city. But what distinguishes EHL in particular is that the company has always maintained its professional, modest, fair and appreciative culture during this successful period. Congratulations and keep up the good work!"

Burkhard Gantenbein

Executive managing partner Ango Invest GmbH



"In just 30 years, EHL has developed into a leading real estate service provider. We have implemented numerous projects together. Regardless of who was

involved at EHL - the cooperation was always characterized by the full focus on the customer, a high level of competence decorated with creative ideas and the absolute will to implement. Of course, personal sympathy is just as important. All in all, these are unique selling points that make EHL stand out. And that for 30 years now – congratulations on that!"

Ernest Gassner

Managing Director IMFARR Beteiligungs GmbH



"Dear Michael, dear EHL team! Thank you for the excellent cooperation with mutual high esteem and particularly high quality and that on all levels equally well and smoothly. I would particularly like to emphasise both efficiency and effectiveness in taking on our wishes as customers, questioning them attentively and critically, and then usually implementing them perfectly in the first run. Thank you also for your great work in finding tenants and investors for our projects".

Michael Griesmayr & das value one team

Founder value one Holding AG



"On the occasion of the 30th anniversary of EHL Immobilien GmbH, a message of congratulations is justified. Michael Ehlmaier has turned this company into an industry leader, setting new standards in many areas of the real estate business, recognising and implementing the signs of the times. This is the mark of a thoroughbred entrepreneur. I warmly congratulate the company and all employees. Ad multos annos!"

Erhard F Grossnigg

Entrepreneur Austro Holding GmbH



„Dear Mr Ehlmaier! I would like to congratulate you and your team on your 30th anniversary. With energy, expertise and an entrepreneurial spirit, you not only kept an extremely successful company alive despite the most difficult times, but also further expanded it and its success. I wish you ample time for all your plans until the next anniversary and continue to be so successful. Yours, Elisabeth Gürtler”

Elisabeth Gürtler

Entrepreneur



"With EHL Immobilien as well as with Michael Ehlmaier as a person, I have a long-standing, reliable and for both sides extremely positive cooperation - in projects of my HALLMANN HOLDING as well as with my SÜBA AG. I have come to know and appreciate EHL as a competent and professional partner. My heartiest congratulations on the 30th anniversary and I look forward to further cooperation".

Klemens Hallmann
Hallmann Holding GmbH



"EHL - a company, a brand that you can no longer imagine the Austrian real estate industry without. Quality and professionalism, paired with proactive marketing, ensure the company a great presence. Personally, I have also been connected to musical interests for many years, which I was able to actively experience together with EHL Managing Director Michael Ehlmaier on the podiums of the large Viennese concert halls."

Anton Holzapfel
Managing Director ÖVI



"30 years of EHL Immobilien is an anniversary that I value particularly highly as a city councillor for business. It shows that Vienna is an outstanding business location that also plays internationally with the big players. The range of residential space such as that offered by EHL Immobilien is one of the main locational advantages of our city compared to other cities. I would to thank Michael Ehlmaier and his team for their tireless efforts and wish them all the best for the coming years."

Peter Hanke
City Councillor for Finance of the City of Vienna



"Dear Michael, dear EHL team! 30 years is a long time and I am pleased that we as S+B have walked this path together with you. Not only does the appreciative cooperation unite us, but it is nice that there are also private points of contact again and again. Yesterday - today - tomorrow - may it be like this for a long time! I wish you and us many more exciting projects together."

Wolfdieter Jarisch
Board of Directors S+B Group AG



"Every success story of a company needs a figurehead, an entrepreneurial personality, irrespective of the respective industry, so that it can be written. This figurehead should not only be knowledgeable, but above all be able to form a team with which, despite all the charisma of the boss, the competence is multiplied and thus success is only made possible. Michael Ehlmaier is one such figurehead. He has always had my respect and admiration, which he has always justified anew through numerous business transactions that I have done with him."

Hans Peter Haselsteiner
Founder of STRABAG AG



"I have known Michi Ehlmaier for more than 25 years and we shared our office at the beginning. Despite this success story, one thing has remained the same: Namely his down-to-earthiness and his passion for real estate, you can feel that in his company. Chapeau and all the best for the next 30 years!"

Daniel Jelitzka
Managing Director JP Immobilien



"EHL has proven to be a strong partner over the past 30 years - the intensive cooperation between BUWOG and EHL speaks for itself and has always been characterised by quality and service. I congratulate Michael Ehlmaier and his team on their many years of success! Cheers to the anniversary and best wishes for the next 30 years of successful projects."

Andreas Holler
Managing Director BUWOG Group GmbH



"For many years we have been able to build on the extensive services and competencies of the EHL group of companies and to rely on the team of experts around Michael Ehlmaier. Michael has managed to ensure that despite impressive growth, the personal touch has never been lost and everyone shares his tireless spirit. Congratulations and very special admiration on this performance, this pace, the extensive social commitment and the great employees!"

Florian Kammerstätter
Managing Director Consulting Company Immobilien GmbH



"Dear Michael, you have been an indispensable fixed star in the industry for decades. Your slogan 'we live real estate' fits exactly. Because you are real estate professionals through and through. Personal service is the top priority to you and your team. You are always there for cus-

tomers - highly professional and up to date. Straight-forward and purposeful. Please keep it up. I am very much looking forward to many such years!"

Peter Karl

CEO ERSTE Immobilien KAG



"Dear EHL team, we - the entire UB-Holding Group - would like to congratulate you on your 30th company anniversary and wish you continued success and prosperity in the future. It is a particular pleasure for us to be able to work with EHL on selected projects and we are proud of this valuable cooperation between our companies."

Franz Alexander Kollitsch

Partner Investor United Benefits Holding



"Cordial congratulations to Michi Ehlmaier and his partners and team members on 30 years of super performance through professionalism and transparency and hard work in the service of their customers".

Erwin Krause

Managing Director BETHA Zwerenz & Krause GmbH



"Dear EHL team, on behalf of Art-Invest Real Estate, I congratulate you on your company anniversary. Our cooperation started about 5 years ago with our market entry in Austria and has always been professional and pleasant. We really appreciate that you put people at the centre of your work, despite the hectic day-to-day business of our industry."

Mark Leiter

Managing Director Art-Invest Real Estate Management Austria GmbH



"I am very proud to have been there in 1994 when Michael Ehlmaier started his road to success in the real estate industry at CPB Immobilien. Even then, he impressed with his enormous energy, great inquisitiveness, the famous extra mile and consistency in the matter at hand. His passion for real estate and entrepreneurship has rightly made him one of the most important and successful property managers in the country. Congratulations on this great road to success."

Manuela Lindlbauer

Managing Director LINDLBAUER Personalmanagement GmbH



"EHL can look back on a remarkable 30-year success story. The company can be proud of having significantly shaped the real estate industry, especially with initia-

tives and projects around the topic of sustainability. In Michael Ehlmaier, EHL has an extremely competent and committed personality at the helm who is a driving force behind developments. I wish him and his team ongoing success for the future!"

Ralph Müller

CEO Wiener Städtische Versicherung AG



"Not quite young, yet not old, the company is such that it is considered a benchmark in many areas, especially real estate."

Heinz Neumann

Founder HNP architects



"To me, EHL Immobilien stands for competence, quality and professionalism - a successful concept that has now flourished for thirty years and positively influenced the industry. EHL is a long-standing business partner of Helvetia, I am pleased about our valuable cooperation, the handshake quality and I congratulate very warmly on the business anniversary!"

Thomas Neusiedler

CEO of Helvetia Versicherungen AG



"Dear Michael, dear EHL team, in the real estate industry, a lot revolves around numbers, data and facts. But just as important is a quality human handshake and enthusiasm for extraordinary projects. For 30 years, you as EHL have stood for both: the highest level of professional competence and passion for your profession. You don't shy away from complex challenges thanks to your expertise - and subsequently make an important contribution to shaping the Austrian real estate market and the cityscape of Vienna in the long term. Over the past decades, you have built up a great team that also enriches our projects with tireless commitment. Thank you for the long-standing business partnership."

Sebastian G. Nitsch

CEO 6B47 Real Estate Investors AG



"For decades, the EHL real estate group has been a reliable, highly competent partner in all real estate matters. Michael Ehlmaier and his professional team of experts have established themselves as an institution in the real estate industry in Austria. I would like to congratulate EHL on the company's 30th anniversary - and I wish them every success for the future!"

Michael Pech

General Director ÖSW Group



"Happy 30th anniversary, dear EHL team! Michael Ehlmaier have succeeded with his team to strongly shape the Austrian real estate industry and are regarded as pioneers in many areas. Due to the multi-layered services that EHL successfully covers, the group of companies disposes over comprehensive market expertise. The market reports are regularly consulted as a reliable source. The high level of employee loyalty shows that there is a high level of satisfaction in the EHL family. Keep it up!"

Roland Pichler

Executive partner DWK Die Wohnkompanie GmbH



"Our companies have a long history together and we have always been able to rely on each other as partners in many real estate projects. Michael Ehlmaier has further developed the company with competence and experience. Personally, I wish him, the entire management, and the employees many more successful years as market leader in the real estate services industry."

Dietmar Reindl

COO IMMOFINANZ AG



"Michael Ehlmaier and I have known each other for half an eternity and it is a great pleasure that he and his team can now celebrate 30 years of EHL. Competence, expertise and a keen sense for the market are the hallmarks of EHL, which has rightly advanced to become one of Austria's leading real estate service providers. I congratulate you from the bottom of my heart on this great achievement and send you best wishes on your anniversary!"

Daniel Riedl

Member of the Board of Vonovia SE



"It impresses me immensely how strongly EHL Immobilien has developed over the past 30 years. Today, the company is considered as one of the largest real estate brokers in Austria and is a comprehensive real estate service provider with high quality standards. The social commitment is also exemplary. Congratulations to the management and all employees on their anniversary and my best wishes for the future!"

Walter Ruck

President of the Vienna Chamber of Commerce



"Michael Ehlmaier and his team have created a real estate company through extraordinary commitment, expertise and customer service that rightly plays a leading role in the Austrian real estate industry. The countless prizes and awards in recent years prove the enormous appreciation of customers and colleagues in the industry. I am particularly impressed by the fact that Michael Ehlmaier - despite his enormous professional success - has always remained true to his human qualities and has thus been able to form his team into a closely knit unit. But also, many years of generous donations for charitable purposes show that EHL has its 'heart in the right place'. I wish Michael and all (former) colleagues another 30 successful years! All the best from Vienna AirportCity!"

Wolfgang Scheibenpflug

Division Manager Flughafen Wien AG



"We have had a strong, honest partnership with EHL for a long time, which is characterised by professionalism and constructiveness. What Michael Ehlmaier and his colleagues have built up over the past years is more than impressive. Dear Michael, we wish you and your great team only the very best for the future! In many respects you are a real showcase on the Austrian real estate market."

Roland Schmid

Founder and owner of IMMOUnited GmbH



"Establishing one of the largest, most solid and best-known companies in a highly competitive industry requires passion, perseverance and intense, personal commitment. Michael Ehlmaier, a valued partner of 3SI Immogroup for many years, has proven all of this. He has developed EHL into one of the largest and best-known companies in the real estate industry in just three decades. We warmly congratulate Michael Ehlmaier and his team on an impressive company history! To more successful, great decades!"

Michael Schmidt

Managing Director 3SI Immogroup GmbH



"We have a long-standing, trusting relationship with EHL, which is also strongly characterised by personal continuity and reliability. As a result, we can look back on a very successful work and thank every-

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one involved very much! We are looking forward to the continuation in the coming years and to many appointments in Vienna with you! Best regards to Vienna.“

Stefan Scholl

Head of Purchase and Sales Europe, Deka Investments GmbH



"I would like to congratulate EHL Immobilien GmbH on the 30th anniversary! The company has now accompanied us for several years as a respected competitor and it is impossible to imagine the extremely extensive real estate market characterised by success without it as one of the industry-leading companies. As a partner in projects of our IVV, the EHL impresses above all as a reliable, recognised and renowned company. My best congratulations to Michael Ehlmaier on 30 years of EHL!"

Erwin Soravia

Soravia Group GmbH



"We warmly congratulate EHL on their 30th company anniversary! EHL and IMMOFINANZ can look back on many years of joint cooperation, and we hold EHL in high esteem as a trusting and energetic partner. Michael Ehlmaier and his employees have developed the company with competence and experience and helped it to its current success. We wish EHL continued success for the future and look forward to many joint projects."

Stefan Schönauer

CFO IMMOFINANZ



"Long-standing company histories like EHL's are showcase examples of success through professionalism. Trust, handshake quality and a high level of competence are just as decisive as sustainable stamina. All these qualities distinguish the team around Michael Ehlmaier, which is why EHL will remain a valued business partner for the next 30 years."

Christoph Stadlhuber

Managing Director SIGNA Holding



"What would the Austrian real estate world be like without EHL? Started as an estate agent and today a multi-service company for all aspects of real estate life. Animated

by many highly motivated employees, led and managed by Michael Ehlmaier, who has built this company into one of Austria's leading real estate companies with a lot of sweat and heart and soul. Congratulations and keep it up."

Karl-Heinz Strauss

CEO PORR AG



"To think of the Austrian real estate market without EHL is with good reason an impossibility. Michael, what you and your team have achieved over the past three decades is impressive - not least because the human touch, the quality of the handshake and the partnership approach have never been neglected. Competence and service will certainly see you through the next 30 years."

Herwig Teufelsdorfer

CEO S IMMO AG



"If there were a synonym for required for commitment, enthusiasm, diligence, customer proximity, expertise and top service, it could only be 'EHL'!! I am looking forward to 30 more years of cooperation and congratulations on the anniversary!"

Peter Ulm

Managing Partner allora Immobilien GmbH



"I am probably one of the few in the industry who has been able to experience today's EHL as a client and partner since its foundation. 30 years is a remarkably long period in our industry. In all of these 30 years, I have always experienced the company in the interest of the customers, always 100% serious and always highly successful. This is the signature of Michael and of course his highly competent team. In this line-up, further successes will be practically inevitable in the future. I am looking forward to it and the continued good cooperation."

Ernst Vajdovszky

Founder S IMMO AG



"It is impossible to imagine the Viennese real estate market without EHL, which has developed into a one-stop shop for many real estate issues over the past 30 years. We have also been able to successfully implement many projects together in recent years and greatly appreciate the transparent and cooperative partnership. I congratulate Michael and his

team on this achievement and look forward to continue working together.”

Matthias Waibel

Managing Director STC-Swiss Town Consult Development GmbH



"30 years of EHL - this is an era in the real estate business in which EHL has shown how to position a brand in a highly professional manner and live the values associated with it. I congratulate the entire company and especially Michael Ehlmaier on this success!"

Hans-Peter Weiss

CEO BIG/ARE



"I congratulate EHL and especially Michael Ehlmaier on this 30-year success story. With a great deal of diligence, professionalism and reliability, but also with marketing skills, EHL has succeeded in establishing itself as a widely known brand and a permanent fixture in the Austrian real estate scene, but also beyond the country's borders. I look forward to continued successful cooperation and wish EHL, Michael Ehlmaier and his team all the best for the next 30 years!"

Dieter Wasserburger

Director/Head of Konzern-Immobilien/Expansion REWE GROUP



"I value and respect Michael Ehlmaier as a rock-solid, decent businessman who, over the past three decades, has succeeded in developing his company EHL from small beginnings into the undisputed industry leader in Austria through tireless personal commitment, persistence and unparalleled diplomatic skills. It is a true honour for me to count myself among Michael's friends. Ad multos annos, dear Michael!"

Manfred Wiltschnigg

Managing Partner GALLEON CAPITAL MANAGEMENT GmbH



"On behalf of the entire WINEGG team, I would like to congratulate EHL on its 30th anniversary. In all the years of cooperation, the company has proven to be a reliable and consistent partner. The high level of commitment and personal commitment convinces us time and again. Congratulations EHL!"

Christian Winkler

Founder/Managing Director WINEGG Realitäten GmbH



"EHL is a company with a soul - of which there are very few left. Michael Ehlmaier has succeeded in passing on a big heart to his partners and employees and has thus decisively shaped EHL's corporate culture. All the best with your thirtieth!"

Thomas G. Winkler

CEO UBM Development AG



"Best wishes on your thirtieth! In 1997, year six after its foundation, I met Michael as a colleague and then so many great people who make up EHL as a whole. Colleagues became friends. Colleagues became friends. Many successes were achieved and celebrated together. Your commitment has remained as high over all these decades as it was at the beginning. Today, EHL is the market leader in Vienna - but what impresses me more is that Michael always stands up for the integrity and seriousness of the industry with his heart. Congratulations to EHL, ad multos annos!!"

Michael Wurzinger

Executive partner W-One Capital GmbH



"Congratulations on your 30th! Having made my first real estate experiences myself 24 years ago at the then CPB, and many of my colleagues at that time have since accompanied me in key positions in the Austrian real estate industry, I can certainly call EHL an Austrian real estate career springboard. EHL has been a reliable partner in all areas of real estate for many years."

Michael Zöchling

Head of Transactions Port Folio Immobilien GmbH



"KGAL has been working with EHL, the heavyweight in commercial real estate in Austria, for 15 years. Thanks to EHL's excellent network and our trusting cooperation, KGAL has become a leading foreign real estate investor in Austria. We warmly congratulate EHL and Michael Ehlmaier on their 30th company anniversary. Our goal is to continue to grow together - and we are already looking forward to that."

André Zücker

CEO KGAL Investment Management GmbH & Co. KG

Applause to numerous awards

EHL is well accustomed to success. And it has been this way for three decades now. As is well understood, success has many mothers and fathers. At EHL, they are: absolute striving for top quality, teamwork as you can only experience in a family business and the proverbial extra mile. For some time now, this has not gone unnoticed.

The EHL is not only above average on the back of the "hard" business figures; above all, it has been consistently successful for 30 years. The soft facts are also in a class of their own. EHL has the best real estate



Leading by example: Triple Caesar Michael Ehlmaier.



EHL was honoured as the best company in the category "National companies with sales of more than 10 million euros (Vienna)".

marketing - and as a result the most valuable brand in the industry. EHL has a uniquely good, almost family-like working atmosphere - and as a result a unique accolade for the industry as a great employer. And it continues

being that good. Because quality, commitment and an optimal working atmosphere do not remain hidden for long. But, get awarded. Yet: "The greatest award for us is still the trust that our customers place in us," says Michael Ehlmaier, speaking from the heart of all his employees. EHL was the first real estate service provider to receive this award in 2017 and was recertified in 2021, making it one of Austria's best employers. The proven great working atmosphere and the top motivation that goes hand in hand with it - keyword extra mile - has led to a whole series of other awards: Already six times now, the renowned British financial magazine EUROMONEY has named EHL the best Austrian real estate service provider. Ten times in a row, EHL has been awarded the IMMY, the quality prize of the Viennese real estate agents. Beyond that, EHL has already received eleven Caesars, has been certified as a leading Austrian company and has been awarded the title of Austrian Leading Company. EHL has also successfully completed ISO 9001... just to mention a few. All these awards make EHL a unique real estate brand.

Caesars of the EHL, to highlight some:

- Caesar 2021:** Astrid Grantner - Service Provider
- Caesar 2019:** Franz Pörtl - Estate Agent
- Caesar 2018:** Michael Ehlmaier - Manager
- Caesar 2014:** Stefan Wernhart - Estate Agent
- Caesar 2013:** Daniela Gassner - Junior Caesar
- Caesar 2013:** Franz Pörtl - Estate Agent
- Caesar 2011:** Alexandra Bauer - Estate Agent
- Caesar 2009:** Michael Ehlmaier - Manager
- Caesar 2007:** Michael Ehlmaier - Estate Agent



The big heart of EHL

For EHL, social commitment is more than mere lip service and certainly anything but a "compulsory exercise". It's a matter of the heart. Already, at first sight you can tell that.

In a way, EHL is literally a family, which in its self-image includes employees, but also customers, suppliers and partners. The diverse activities of EHL's social activities are also to be understood in this sense. To a large extent, the focus is on children and young people. But adults in need of help are not forgotten either. Because the EHL is a "big family" and lives by it every day. In every respect, Saturday, 26 June this year was something very special for the EHL.

Only a few days had passed when further relaxation of the Corona regulations for cultural events finally took effect. The EHL Group took advantage of this a year later and made up for their benefit concert, which had to be postponed in 2020. Charity and music, the two major themes that accompany Michael Ehlmaier's private life, in addition to his family. He has been playing the violin enthusiastically since his youth. The enticing programme at the matinée on 26 June with the "Concerto grosso in F major" by Alessandro Scarlatti, "Spring" and "Summer" from Vivaldi's "The Four Seasons" as well as Mozart's "Symphony in A major" generated great interest in the packed Mozart Hall of the Vienna Konzerthaus. First-class musical quality was provided by the Camerata academica Wien orchestra with members of the Vienna Symphony Orchestra under the baton of Christian Birnbaum. Among the participants was, as always, Michael Ehlmaier on the violin and this time also with Anton Holzapfel from the ÖVI as harpsichordist. The beautiful setting helped that not only the musicians but also the



The great hall in the Konzerthaus.



Big heart: Bernhard Drumel and Michael Ehlmaier.



30
Years



In the team **to success**

The EHL team excels with outstanding internal cohesion and the common values that are lived out every day at EHL: trustworthiness, fairness, the highest commitment and the will to go the extra mile for the customer.



We live real estate.



Fun for the little ones: A colourful children's afternoon at the Roncalli circus.



18,500 euros were earned for the Get a Hearing association.



Happy EHL baby celebration

numerous sponsors were particularly motivated. Thus, EHL Managing Director Michael Ehlmaier was able to hand over a donation cheque of 60,000 euros for the CONCORDIA primary school in Ploiesti / Romania to Bernhard Drumel, the Managing Director of CONCORDIA Social Projects. There, disadvantaged children receive a good school education and thus the chance for a better life.

The next EHL social project is also about children.

The Sterntalerhof children's hospice cares for families with seriously, chronically or terminally ill children. This is also the case with the next social action of the EHL. Mary's Meals provides children in the poorest countries in the world - for example in Africa - with a daily school meal. Another EHL social action takes place on this continent. MyHope supports children living under the most difficult circumstances in the slum areas of Addis Ababa in Ethiopia.



Considerable donation check for immo-humana.



80,000 euros were available for the CS Hospiz Rennweg.

Incidentally: Already in 2014 and 2018, EHL combined a special cultural treat with the joy of doing good: In 2014, EHL was the main sponsor of a benefit concert in favour of the "Roter Anker" facility of Caritas Socialis at the Vienna Konzerthaus and four years later another benefit concert in favour of the "Hospiz braucht mehr Raum" project, also of Caritas Socialis.

Concordia social projects

The Concordia social projects are a truly heart-warming and long-standing concern. They make it easier for children in Bulgaria, the Republic of Moldova and Romania to grow up happily.

At immo-humana, single mothers who are in need of housing are helped. Here, too, a benefit concert in the Golden Hall of the Vienna Musikverein with the orchestra "camera ars vivendi" raised no less than 60,000 euros".

Get A Hearing supports children with hearing loss and raises awareness for the "miracle of hearing". And the digital support initiative DigiFö supports socially disadvantaged pupils at Viennese primary and secondary schools with computer-remedial courses. EHL demonstrates how important social commitment is.