



Specialists in Parking



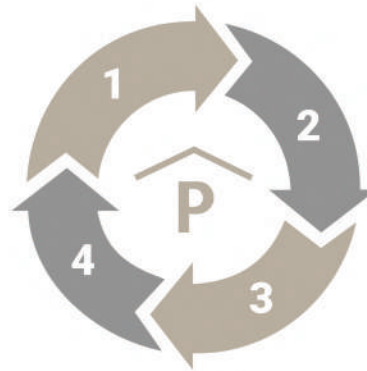
Services – „FOR YOU“

Strategic Consulting for Professional Parking Management
Multi-storey Car Parks, Underground Car Parks, Parking Spaces

A complete range (360-degree) of consultancy services based on the entire life cycle of a parking facility:
Profit optimisation in the parking management and value enhancement of car park properties and portfolios

Phase 1 - Concept & Planning

1. Feasibility studies, location, profitability and potential analyses
2. For project developers and owners: selection of optimal operating model (self-operation, third-party management, rent/lease)
3. (Economic) framework conditions and specifications of the management contracts (rental agreement, lease agreement, management agreement)
4. Functional and technical operating concept



Phase 4 - M&A

1. Research, identification of suitable parking facilities
2. Initiation of contact with potential sellers or buyers and investors
3. Acquisition of parking facilities and advice on purchase and sale (asset or share deal)
4. Due diligence
5. Restructuring management before or after acquisition
6. Business and strategy consultancy

Phase 2 - Tenders & Realisation

1. Tenders for parking management: market enquiries, bidding processes/tenders, or preparation for self-operation
2. For project developers and owners: acquisition of suitable car park operators for parking management
3. For car park operators: expansion consultancy and acquisition of new locations
4. Support for contract negotiations
5. Investment consultancy

Phase 3 - Operation & Optimisation

1. Portfolio optimisation (optimising revenues and costs)
2. Portfolio and contract management (existing contracts including follow-up contracts and contract extensions)
3. Project management and interim management
4. Optimisation of the operating processes (operational excellence)
5. Parking fees and pricing
6. Digitalisation and innovative parking products, marketing
7. Revitalisation, renovation, repositioning of parking facilities



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The „TWO“ – About us

TWO FOR YOU is a reliable partner with distinctive implementation consistency around parking management.



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Günther Akkermann has more than 20 years of experience in the fields of real estate and parking (including portfolio and commercial asset management, project development, M&A, law, contract management). He initially managed numerous parking facilities for over 15 years in managerial positions on the project developer and owner side including for the real estate holding company of today's Hamburg Commercial Bank AG and ECE. He then switched sides and joined the senior management team at APCOA Group, Stuttgart, Europe's largest car park operator. His remit included managing a portfolio of approx. 300 parking facilities in Germany and approx. 9,000 contractual relationships for parking facilities in 13 European countries.



Walter Roth, Senior Partner | +49 (0) 172 900 77 35 | wr@two-for-you.com

Walter Roth has been active in parking management for more than 35 years. The financial expert held various managerial positions for APCOA Group, Stuttgart, Europe's largest car park operator, including portfolio management for APCOA PARKING Germany, and before that as Managing Director in the operative German affiliated companies of the APCOA Group and as Co-Managing Director in the national subsidiaries in the Netherlands, Belgium and Poland. Due to his many years of relevant experience in the positions, Walter Roth is an industry insider with numerous personal contacts to decision-makers in the field of parking management, both on the operator's side as well as the investor's/owner's side.

TWO FOR YOU offers consultancy services from very different perspectives,

- based on conceptual and strategic development work,
- through real estate respectively business valuations and optimisation concepts, to
- operational implementation, such as on-site location analyses, acquisition of parking facilities or car park operators, or support in contract negotiations, etc.

TWO FOR YOU not only manages projects, but also delivers measurable results with in-depth know-how from a single source, which have a direct impact on the real estate value and the economic result of TWO FOR YOU's clients.





References

In the course of their professional careers, the consultants from TWO FOR YOU have managed of around 1,000 parking facilities across Europe for numerous project developers, private and municipal owners, investors, financing partners and car park operators (approx. 850 of them in Germany alone).

All service modules along the life cycle of parking facilities were processed and a wide range of consulting services provided in the following segments



City & Shopping



Office



Hotel



Hospital



Event & trade fair



Airport



Park & Ride



Transport real estate

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SCAN ME

