

# HANSAINVEST analyzes its real-estate portfolio with DeltaMaster

## Highlights

Funds and portfolio analyses, risks, and returns

Ad hoc analysis of 1 million square meters in 10,000 rental properties in 48 accounting areas with 2,800 accounts and 5 PA transfer structures - even down to individual contracts

Comprehensive standard reporting

Statutory reporting compliance

Broad analytic spectrum: Business, statistical, and data mining methods

Support for multiple currencies

Graphical tables for high data density

Multidimensional planning with sparklines and trend arrows

Replacement of Excel-based system

HANSAINVEST uses DeltaMaster to help manage its immense real-estate assets totaling € 3 billion. Users can analyze all payment transactions, floor spaces, and leasing conditions in DeltaMaster.

The numbers are impressive: a €3 billion real-estate investment volume across 17 countries, a net floor space of 1 million square meters, and 10,000 rental properties. Managing global real-estate assets of this magnitude requires modern tools. HANSAINVEST Hanseatische Investment GmbH, based in Hamburg Germany, is the capital investment company of the SIGNAL IDUNA Insurance Group. In the real-estate segment, it invests insurance funds in public and several specialized real-estate funds such as office, retail, and logistics properties.

## Granular analyses of vast amounts of data

HANSAINVEST wanted a solution to support ad hoc analysis of its complex real estate portfolio. The project team needed to quickly gain an overview on the level of individual funds or sub-portfolio levels and determine the proper positioning of real-estate objects based on both yield and risk aspects. It also wanted the system to calculate value drivers such as investments, vacancy, income from lease payments, operating costs, current market value, and fund returns.

## Comprehensive standard reporting with DeltaMaster

After having migrated to an SAP/Blue Eagle ERP system in 2008, the company embarked on a new reporting project. The goal was to standardize and automate its reporting

processes, which were plagued by media breaks, too many Excel files, and a great deal of manual work.

HANSAINVEST choose an analytic application based on DeltaMaster. The users implemented all important statutory reporting requirements in just 25 standard reports. These standard reports are supplemented with special reports for the individual divisions. The results are immediately available in the integrated data model.

## Broad scope of analytic methods

To manage the vast portfolio in light of optimization and risk, the users at HANSAINVEST required both statistical and business analyses as well as modern data mining methods – all which are supported in DeltaMaster. In addition to time series or cross table analyses, the users also frequently work with modules for geo analysis, distribution analysis, segmentation, and classification.

According to Lothar Tuttas, one of the managing directors at HANSAINVEST, there were three main reasons for choosing DeltaMaster:

- moderate implementation costs
- user-friendly, flexible approach for creating reports and editing them to reflect structural changes at HANSAINVEST – all without needing IT or external support
- Coaching through industry consultants (Sachsen Treuhand GmbH)

Jan Manthei, Team Leader for Real Estate Control at HANSAINVEST, sees the advantage in his day-to-day business. „Without DeltaMaster, answering urgent inquiries from our managing directors, fund managers, or risk managers would require significantly more time, effort, and personnel.“



“Many inquiries from our managing directors and fund managers are urgent. Without DeltaMaster, answering them would involve significantly more time, work, and personnel.”

Jan Manthei, HANSAINVEST

**Transparency down to individual contracts**

Users can now analyze all accounting transactions, spaces, and leasing conditions at any time. For each contract, DeltaMaster even calculates a status ID. The solution also integrates a database containing information on the current market value. In this case, market assessment data is entered directly into DeltaMaster so that other users can include the current value as part of their analyses.

Another interesting aspect is that the system can represent funds that do not exist in that form in SAP. In the past, this procedure was extremely complex. Today, DeltaMaster creates these funds automatically – in part, from multiple SAP accounting areas with different share-ownership ratios. Since the system also supports multiple currencies, they can even be displayed in the group or local currency.

**Sparklines, bars, and more**

For reporting, HANSAINVEST utilizes graphical tables and other visualization concepts in DeltaMaster. “The visual presentation is a decisive advantage due to the complexity of the data model, which has about 40 dimensions and 500 measures,” explained Henri Lüdeke, Managing Director of the consul-

tancy Sachsen Treuhand. „Sparklines help the users to evaluate numbers in the proper time context and require minimal space in the process. This context is important, for example, to illustrate the value development of a portfolio.”

**Multidimensional planning**

In addition to reporting, HANSAINVEST also uses DeltaMaster for planning. Users can enter their budget data directly into the OLAP database using budget templates built with DeltaMaster. Sparklines and trends, which the users already know from their reporting applications, are integrated as planning aids. “Thanks to the time and analytic context, this solution optimally supports our planning contributors,” summarized Manthei.

**Further references**

Companies of all sizes and industries rely on DeltaMaster. Other clients in the financial sector include: Allianz, Direct Line, DVAG Deutsche Vermögensberatung, Elaxy, Hannover Re, Pantaenius, and Zukunftsfonds Heilbronn.

**DeltaMaster – Software for analysis, planning, and reporting**

Efficient reports with graphic tables

Interactive analyses from a built-in analytic library

Automated variance analysis

Support for all popular databases

Report distribution through the Web, to tablets, or as a PDF

Patented, award-winning software (e.g. BARC Best Practice Award Business Intelligence 2013 and 2015 in Germany and 2014 in Austria)

One tool for everyone: from report consumers to power users!

**Business Intelligence with DeltaMaster: Look, see, do**

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