

10 April 2024

News Release

UBS and Wincasa launch new advisory solution for energy-efficient renovations of investment properties

Together with Wincasa, UBS offers a new Switzerland-wide advisory solution that accompanies owners of investment properties throughout the entire renovation project.

Zurich, 10 April 2024 – Energy-efficient renovations are key to ensuring that properties remain in a contemporary condition and maintain or increase their value. However, renovation projects are often complex, and the advantages are not always immediately discernible. In addition, the collaboration of numerous experts is required. The cooperation between UBS and the Swiss real estate service provider Wincasa, a company of the Implen Group, brings decisive advantages: renovations of investment properties will be easier and seamless to implement. The importance of energy-efficient renovations in investment properties can be seen in the emission of greenhouse gases – with a share of approximately 25% the real estate sector is the second largest emitter in Switzerland.

Renovation made easy thanks to modular offering

In a consultation session with UBS or Wincasa, the needs of the investment property owners are discussed and the offer is put together in a modular manner. They receive consulting, construction coordination and financing services tailored to their needs. The modules include technical and energy analyses, an assessment of the property's risks and opportunities, as well as a renovation recommendation by Wincasa. UBS real estate experts are always on hand to assist clients in assessing financial viability, including the indicative calculation of financial incentives and tax deductions, as well as the evaluation of financing options whilst also taking profitability into account. If clients decide to renovate, Wincasa offers the coordination of construction planning and management. This includes, for example, representing the building owner, obtaining offers from construction companies and building permits. Of course, clients remain free to choose their implementation partners.

"We are delighted to be working with Wincasa to launch this comprehensive consulting solution for energy-efficient renovations of investment properties on the Swiss market. With this new offering, we want to give an additional boost to thinking sustainably in the real estate sector," says Alain Conte, Head Corporate & Real Estate Banking Switzerland at UBS.

Jens Vollmar, Chairman of the Board of Directors of Wincasa and Head of the Buildings Division at Implen, adds: "Wincasa and Implen have extensive expertise and experience in advising, planning and implementing renovation projects, in particular in the energy-efficient renovation of older existing properties. We will bring this expertise into the new offering and with that create added value for UBS's clients."

The cooperation between Wincasa and UBS enables the sustainable development of real estate in Switzerland and makes an important and long-term contribution, both for the owners of investment properties, tenants,

and the environment as a whole. The partnership and the launch of the new service is an important first step on this shared path.

More information on the offer: [UBS Renovation Service](#) (German)

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