

1. Strategy and goals

Strategy 1: The Dahir Ltd is growing steadily as part of the sociocratic model founding autonomously units at new locations.

Goal 1: The Dahir will develop new management units in at least 4 capitals of Austria by strengthening its administrative capacity of 100.000 square meters until 2021.

Strategy 2: The Dahir enables external organisations and real estate management companies to work with its expert knowledge.

Goal 2: Until the year 2021 the Dahir becomes established as a consultant for the implementation of the socio-economic system for municipalities, NGO's and real estate management companies.

Strategy 3: The Dahir becomes franchisor in order to achieve the greatest impact.

Goal 3: Until the year 2023 the Dahir will train franchisees in other European cities.

2. Core business

Due to the huge backlog of confidence-building measures and requirement-oriented support in bad locations of urban environments the core business of the social economic real estate management (söHV) is the management of real estate and the support of tenants and owners of properties. According to the socio-economic system at the same time the söHV with its expert knowledge develops comprehensive solutions on the subject of housing working together with NGO's and other real estate management companies.

3. Innovation

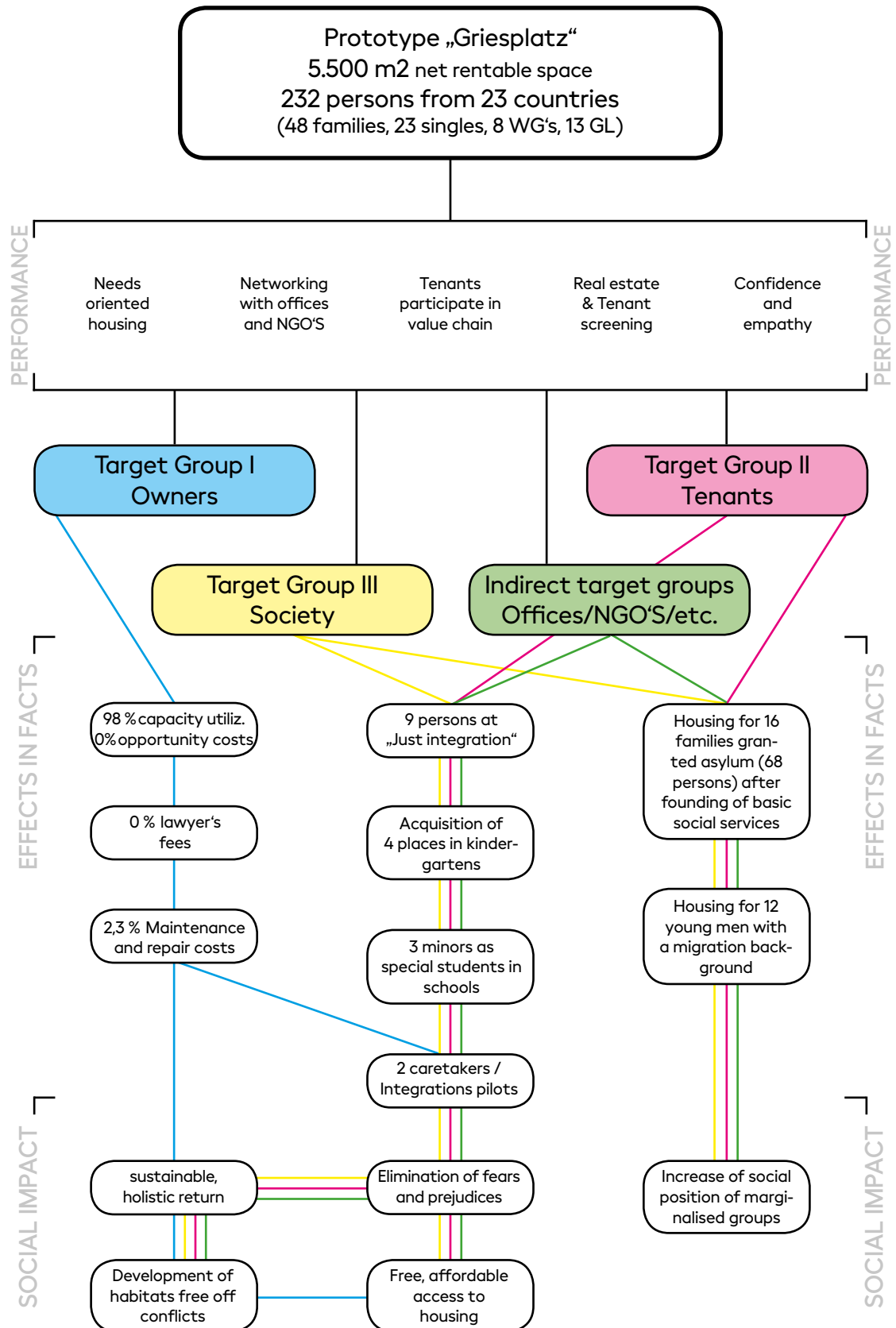
Due to the deadlocked dynamic on the real estate market the Dahir Company sees great potential in order to establish a totally new, innovative service on the housing market. Meanwhile the need and the indispensable requirement for major changes on the real estate market in Europe are significantly visible. In every major European city exist deprived areas and neighbourhoods, but there is a lack of potential solutions towards the improvement of the precarious housing situation. Current solutions on the subject of housing focus mainly and exclusively on the sustainable establishment of flats and are finished with the hand-over of keys to the tenants.

„Appreciation creates value“ is the new and innovative way of the söHV on the real estate market, which generates an added value for all participating stakeholders. The söHV Dahir Company increases its area of responsibility and sets its focus on the tenants as owners with their special needs. In dealing with both target groups the highest priority should be given to the personal relationship building. Process is replaced by relationship, prejudices are replaced by confidence.

The tenants are supported by mediation and networking with offices and NGO's to comply with the contractual obligations and - in the position of integration pilots, real estate agents or caretakers - they get the possibility to participate in the value chain of the real estate. The owners are consciously involved in essential decisions. That means that the Dahir Company serves as an interface of both target groups and creates a needs-oriented climate working together on one level with owners, tenants and the real estate management.

4. Outcome & Impact

Impact model for the social economic real estate management in facts and figures for the period from 01/01/2017 - 31/12/2017



5. Costs from social economic methods in comparison with conventional real estate management (REM) based on the prototype „Griesplatz“.

	convent. REM	se REM '12-'16	se REM '17
Vacancy	5,00 %	5,20 %	2,40 %
Opportunity costs	5,00 %	4,30 %	0,00 %
Real estate management payment	0,00 %	4,29 %	4,29 %
Commission Owner	0,00 %	0,83 %	0,68 %
Maintenance and repair costs	3,00 %	4,17 %	3,60 %
Improvement of accommodation	3,00 %	1,20 %	3,23 %
Lawyer's fee	4,00 %	0,31 %	0,00 %
Net income less costs	80,00 %	79,80 %	85,80 %

6. Organisation and financing

