



SUSTAINABLE DEVELOPMENT.  
IN HARMONY WITH MANKIND  
AND NATURE.



# An interview with Nils Andes

Project development and acquisition  
at the Immobiliengruppe GOC



*Nils Andes is responsible for project development as well as ESG matters*

**It is now widely known that real estate is a significant driver of global carbon emissions. Studies have established that about one-third of a building's carbon emissions – when considered over its entire life cycle – are produced during the construction phase before it is handed over to the user. How does the Immobiliengruppe GOC deal with this?**

"Yes, it is true that the real estate sector is a major contributor to global carbon emissions and a significant percentage of emissions are generated during the construction phase. As a project developer and building contractor, we take this challenge very seriously and pay very close attention to the matter.

With our Business Expansion Team, we work on proprietary strategies for the sustainable realization of new buildings. Our aim is to provide comprehensive solutions that not only focus on our carbon footprint but also on the preservation of natural habitats and the protection of biodiversity.

It is important to us that our clients not only get a good feeling when buying a sustainable apartment but also play an active part in bringing about positive changes for the environment."

**„Sustainability is not just a passing trend, but a fundamental value that shapes our company and makes it fit for the future.“**



**Where office developments are concerned, there is already evidence of a clear demand for ESG-compliant new buildings and renovations, which are often verified by certificates and awards. What is the situation on the condominium market?**

"Demand for ESG-compliant apartments on the condominium market is in fact still much lower at present than it is in the area of office developments. Nonetheless, we are noticing a growing awareness and increasing consciousness of sustainability matters among condominium buyers.

However, verifying and certifying sustainability standards in residential spaces can be much more complex than in office buildings. Among other things, this is due to the more varied life cycle of a residential building because of how it is used by different tenants and owners over time. In our case, we concentrate less on the pure verifiable certificates and more on actually taking sustainable action that makes a positive contribution to the environment and the preservation of natural habitats. Our main focus is on being able to offer our clients comprehensive, sustainable living concepts that provide both environmental and economic benefits without the risk of failure due to bureaucratic hurdles."

**Doesn't that sound a little like greenwashing, if you are only offsetting the carbon emissions rather than actively cutting them during the construction phase?**

"I understand people's concerns about the impression of greenwashing. As a boutique building contractor with a small team and limited financial resources, we have to take a pragmatic approach. At the Immobiliengruppe GOC, we therefore work on creative solutions that, while not always cutting the direct carbon footprint during the construction phase, nonetheless helps to compensate for and offset emissions.

We want to ensure that a real contribution is made to the environment and therefore work both on our own climate projects and closely with local partners. To this end, we also make use of blockchain technology to guarantee the greatest possible transparency.

In addition, it is important to recognize that more sustainable construction methods sometimes involve considerable additional costs, which must also be borne by the end buyer. The Immobiliengruppe GOC has therefore taken on the challenge of striking the right balance between sustainability goals and economic realities."



### Where did the impulse come from to look at CO2 emissions during the construction phase?

"I was engaged in environmental issues while at university and this was also the focus of my thesis. In the course of working out ideas, I looked at various ways in which the real estate and construction industry can help to cut carbon emissions.

With the insights gained and the changing market conditions, I was able to quickly convince the management to invest time and resources in the development of a sustainability management program. As a company with a history spanning two decades, it is important for us to recognize the generational shift to acknowledge generational change and embrace new perspectives. I would like to play my part in ensuring that the Immobiliengruppe GOC continues to grow sustainably and develops future-proof solutions for the real estate market. Together with the rest of the industry, we can help to create a more sustainable future."

### We have talked a lot about the 'E' in ESG. How do you view the social ('S') and governance ('G') aspects in relation to apartment block construction?

"In the area of social responsibility, we attach great importance to compliance with all legal and collectively agreed provisions and include corresponding clauses in all our contracts for work and services to ensure such compliance. This enables us to guarantee fairly paid and safe working conditions in our projects – including with any subcontractors of our contractual partners.

In addition, we promote social aspects in housing construction itself. We put a high value on achieving an attractive and livable design for our residential complexes so that they meet the needs of the residents. The barrier-free and, in some cases, wheelchair-accessible design of the apartments in our projects is something that goes without saying for us. When planning and building our properties, we also focus on creating inviting green spaces that promote social interaction and the well-being of the residents.

In terms of governance, we are committed to transparent and ethical business practices. The Immobiliengruppe GOC values transparent communication with its clients, partners, and stakeholders and strives to create long-term value and make a positive impact on the community through good corporate governance – just ask our partners."

### How do you see the future of the company in the area of sustainability?

"As a project developer and building contractor, we are firmly convinced that sustainability will play an ever-greater role in the real estate sector.

We are optimistic that our focus on sustainability will not only help to reduce the environmental impact of our projects but also generate added value for our clients. We work hand in hand with our industry partners, of course, because only together can we make a far-reaching impact.

However, the company's future in this area also depends on other factors, such as market developments, the acceptance of sustainable practices, and political support for green initiatives."

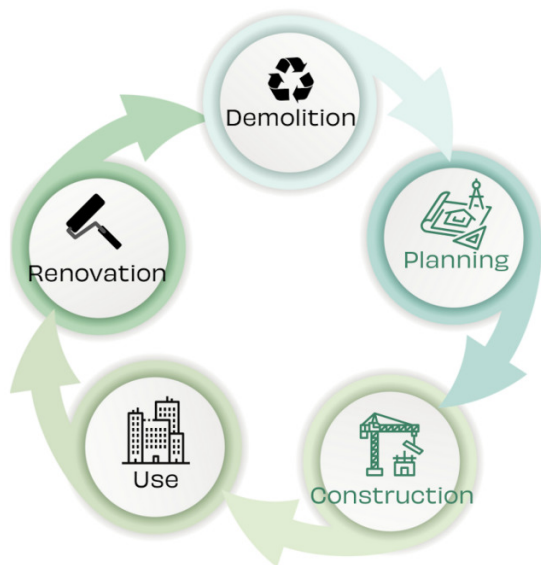


# Generating ideas

How we can change the future today.

Taking into account all direct and indirect emissions, 40 percent of total global carbon emissions are attributable to the life cycle of buildings.

Achieving the Paris climate targets, which aim to bring about a climate-neutral economy by 2050, requires an urgent and sustainable transformation of the building sector.



The Immobiliengruppe GOC is playing its part in the transformation with advanced methods and carefully considered concepts in the field of building planning and construction. In doing so, we always remain active within our core field of expertise, thereby guaranteeing measurable success.

## Sustainability management

„A sustainable building is a creative expression of human potential, where design, technology, and innovation come together to not only meet the needs of the present but also pave the way to a better future.“



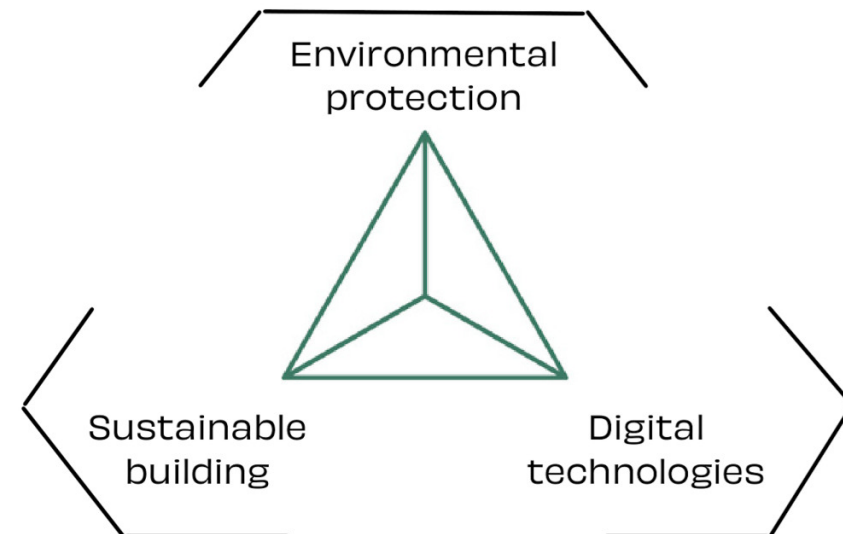
# Environmental protection

## For a sustainable future.

Environmental resources are precious. That is why we endeavor to ensure that our business activities have no negative impact on the environment. Our sustainability management division is pursuing the aim of only constructing **climate-neutral new buildings** in the future – with groundbreaking development concepts for our own projects and those of external building contractors. At the same time, we are promoting digital technologies and business models in order to conserve resources and ensure that our projects deliver long-term benefits.



Project: AQA Zollhafen Mainz (artist's impression)



# Social standards

## People as a source of inspiration.

For us, a fair and sustainable working environment is the basis for successful cooperation with our business partners. We put a high value on maintaining social standards, promoting **transparent processes**, and consistently complying with all legal regulations. In addition, we ask our contractors to commit to these principles as part of our cooperation.

We are convinced that user-friendly and aesthetically pleasing **living space design** contributes to greater well-being and satisfaction among residents. Accordingly, we attach great importance to accessibility, networked living, and high-quality grounds. Our projects are not only designed to create living spaces but also provide a home for our clients.





# Species conservation

## Collaboration with Honiglandschaften.

Environmental protection and species conservation go hand in hand!

Alongside our project-related plans, we have decided that our company should also play its part in conserving natural resources. Together with the **certified biologists** of the Bioland apiary 'Honiglandschaften', we have established our own bee colony, which is cared for and maintained by beekeepers and produces our own organic honey.

After all, bees are real ecosystem managers, providing humans with more than just honey. They are essential pollinators for around **80 percent of flowering plants**, including wild plants and agricultural crops. The flight of bees has a far-reaching impact on the preservation of natural biotopes and thus on the survival of numerous plant and animal species.

This harmonious symbiosis would be endangered without the tireless work of the people at Honiglandschaften as well as other beekeepers and their bees. For this reason, we would like to invite everyone to get involved in our initiative and **join us** in making a valuable contribution to the preservation of our environment and biodiversity.

Simply scan the QR code for further information.



[www.honiglandschaften.de](http://www.honiglandschaften.de)



**HONIGLANDSCHAFTEN**

### Side Fact

According to studies, a bee colony can indirectly absorb approximately 60 tons of carbon dioxide per year through its pollination activity – roughly the same amount as our office emits annually.





# Corporate responsibility

Achieving success responsibly.



With our **Business Expansion Team**, we are thinking outside the box and developing new business areas – for the Immobiliengruppe GOC, but also for the entire industry.

Promising concepts with a strong impact on the environment and society are integrated into our corporate strategy as part of a well-structured process for developing and evaluating ideas. Transparent dialogue enables us to learn from others, and also share our many years of expertise in project development with other players in the industry.

As such, we are helping to bring about a cross-industry **transformation** of the real estate sector and preparing for a future in which continuous innovation processes in combination with a practical approach will make a crucial difference.



# ImmobilienGruppe GOC

Exclusive, innovative and pioneering.



Vjekoslav Vukovic

The ImmobilienGruppe GOC (Group of Companies) is a renowned building contractor and project development company that has been successfully active in the housing market for over two decades.

Founded by visionary entrepreneurs Vjekoslav Vukovic and Alexander Popovic, the company sets standards in the field of project development, marketing, and sales. Its unmistakable signature has made the Frankfurt-based company a producer of something special, which is why it enjoys an outstanding reputation within the industry.

The two managing directors have always pursued a corporate strategy with a boutique character, enabling the ImmobilienGruppe GOC to adapt to changing market conditions in a swift and agile manner. The hand-picked and experienced team brings together several generations, creating a distinctive trademark that is valued by both clients and industry experts alike.

The company's own Business Expansion Team connects the different generations and serves as an idea generator that will soon be providing technology-based solutions to solve the problems of today and tomorrow. Among other things, this includes the sustainability management program featured in this brochure. After all, we are firmly convinced that sustainable management and commercial success can go hand in hand.

The ImmobilienGruppe GOC remains passionate in its desire to pursue perfection down to the finest detail and build long-term relationships with its business partners and clients – from Frankfurt am Main – the heart of Europe and one of the most important hubs of the global economy – to beyond the borders of Germany. The company is on course for expansion.



Alexander Popovic

Vjekoslav Vukovic und Alexander Popovic  
Founders and Managing Partners of the ImmobilienGruppe GOC



# IMPRINT

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Frankfurt am Main III tax office



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GROUP OF COMPANIES



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