(German Market)

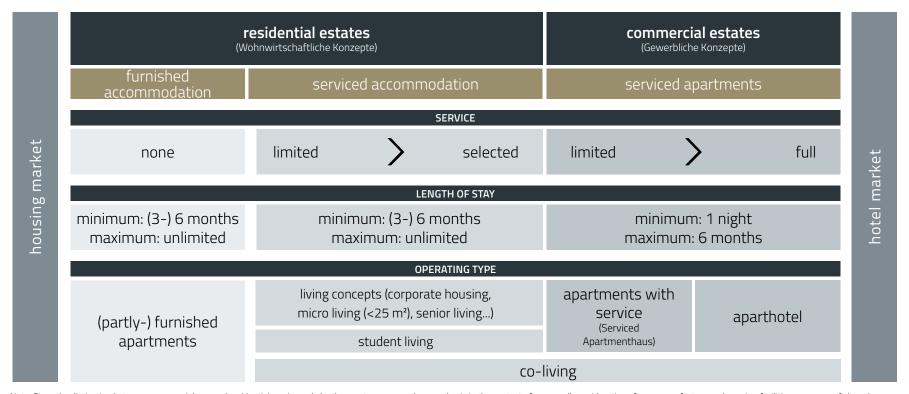
Updated 1 February 2020





Overview of Terminology

(German Market)



Note: Since the distinction between commercial use and residential use is made by the courts on a case-by-case basis in the context of an overall consideration of numerous factors such as size, facilities, presence of shared facilities, average length of stay, type and scope of services, etc., the diagram eludes it a schematic representation. The diagram is therefore limited to show the general direction of action and significance of individual demarcation functions.

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Definitions of the Concepts of Temporary Living

(German Market)

Serviced apartments is the umbrella term for commercial units in the form of **apartments with service (Serviced Apartmenthaus)** or **aparthotel**. Serviced apartments are furnished units that always have cooking facilities. The furnishing of the units is designed for longer stays. Typical hotel services are associated with this, whereby the service level varies according to the concept.

- **Aparthotels** usually offer a 24/7 reception service as well as other typical hotel services and for example gastronomy, conference, fitness and wellness areas.
- **Apartments with service (Serviced Apartmenthaus)** offer a limited range of services compared to Aparthotels. The focus is on the self-sufficiency of the guests.

Serviced accommodation is the umbreall term for residential units in the form of furnished units that always have a cooking facility. This is associated with typical hotel services, whereby the service level varies according to the concept.

Furnished Accommodation is the umbrella term for residential units that are only partially furnished and do not offer any services.





Definitions of Length of Stay for Serviced Apartments

(German Market)



Apartments with service (Serviced Apartmenthaus)

- Short-stay 1 6 nights
- Medium-stay 7 27 nights
- Long-stay 28+ nights



Aparthotel

- Short-stay 1 3 nights
- Medium-stay 4 14 nights
- Long-stay 15+ nights





Classification under Construction Law

(German Market)

housing (Wohnung)	serviced apartments					hotel	
	apartments with service	(Serviced Apartmenthaus)		aparthotels			
kitchen / kitchenette / cooking facilities				cooking facility			
cleaning materials provided	cleaning every 14	days		daily room clea	ning / laund	ry service	
		weekly room cl	eaning	ng			
washing machine / dryer				laundry / service areas			
self-determined use			room size < 25 m²				
	temporary reception		24 hours reception				
				breakfast buffet			
						wellness area	
					f	itness area	
per month billing			per diem billing				
unlimited	3 months	1 mon	th		1 week	daily	

The legal classification of a project into the categories housing (Wohnung), serviced apartment or hotel is carried out on a case-by-case basis. The graphic shows schematically which factors are usually used for the assessment and for which category they speak. In this respect, it serves as a reference point for categorization.





Explanation of Terms for Land-Use Areas (Baugebiete)

(German Market)

Permitted uses *	housing (Wohnen)	accommodation (Beherbergung)	serviced apartments			
WS Kleinsiedlungsgebiet (small residential estate)	small housing developments					
WR reines Wohngebiet (residential-only area)		small businesses	small businesses			
WA Allgemeines Wohngebiet (general residential area)						
WB Besonderes Wohngebiet (special residential area)						
MD Dorfgebiet (village area)						
MI Mischgebiet (mixed use area)						
MU Urbane Gebiete (urban areas)						
MK Kerngebiet (core area)	only flats					
GE Gewerbegebiet (commercial area)		depending on hotel type				
GI Industriegebiet (industrial area)						
generally imposed exceptionally imposed generally permitted						

The illustration serves as orientation. The admissibility under planning law depends on the stipulations of the land-use plan and the surrounding buildings.

^{*} The basis is the German Baunutzungsverordnung (BauNVO). The area types designated in the illustration are therefore typified in the German terminology.





Serviced Apartments and VAT

Tax Classification (German Market)

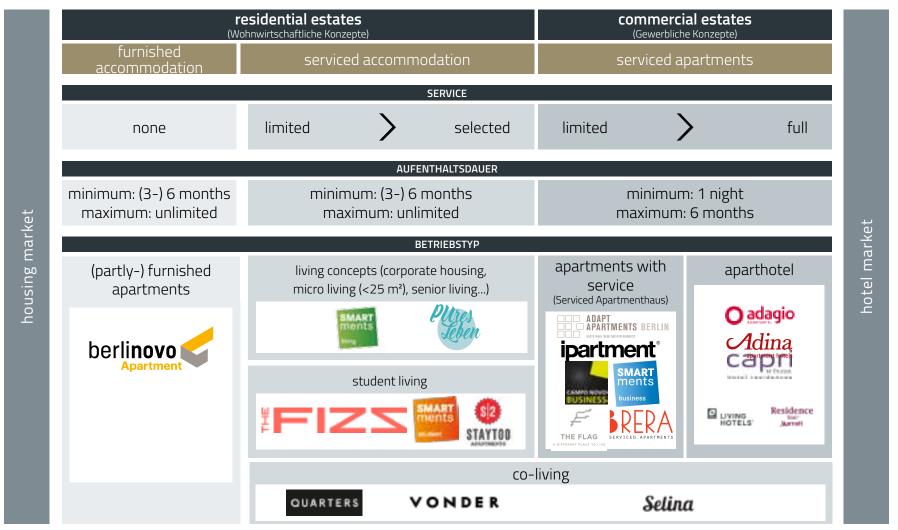
- Serviced apartments in their commercial form generate accommodation turnover (Beherbungsumsatz) and are therefore subject to VAT (no option of choice).
- Beherbergungsumsätze is a term from VAT law. The following are regarded as such
 - · the renting of living and sleeping rooms provided by an entrepreneur for the short-term accommodation of strangers
 - · **short-term** means a stay of **less than six months**; the duration of the accommodation contracts must be less than six months
 - · the entrepreneur's **intention not** to offer the rooms **on a permanent basis** and thus **not for a permanent stay** is decisive
- The VAT risk lies in the endangerment of the input tax deduction (Vorsteuerabzug); if there are no accommodation turnovers, VAT may not be levied and at the same time prepaid tax deduction is excluded; this applies to all advance performances (purchase of goods, services, rental and lease expenses); the risk is passed on to the owner/lessor of the property, who is then also excluded from the input tax deduction.





Exemplary Assignment of Trademarks

(German Market)



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(German Market)

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