

## **THE BRAINS BEHIND THE BUILDING INTERVIEW WITH OLIVER KÖCH**

Oliver Köch, Head of Real Estate Asset & Leasing Management at Ampega, is responsible for the strategic development of the SKYPER ensemble. In his role, he connects long-term objectives with day-to-day operations and ensures that leasing, building operations, and partner structures work together seamlessly. As the central interface, he not only keeps an eye on the property's value development, but also ensures that SKYPER meets today's requirements — and remains attractive in the long term. In this interview, he explains how this balance is achieved and what really matters in modern office properties today.

### **Mr Köch, what exactly is your role at Ampega and in relation to SKYPER?**

My role lies at the interface between strategy and everyday operations. At Ampega, I am responsible for asset management as well as all our leasing activities — in other words, the long-term value development of the property. For SKYPER, this means specifically that I keep the bigger picture in mind, translate strategic goals into operational decisions, and ensure that leasing, operations, and external partners work well together. Ultimately, it is about making sure the building functions today — and remains relevant tomorrow.

### **How exactly did you get into real estate management? Was the subject something you were born into?**

It was not something I was born into, but I realised early on that real estate appealed to me precisely because of its complexity. You are never working only on a building, but always also with people, markets, and long-term developments. This mix of economic responsibility, technical understanding, and strategic thinking fascinated me from the very beginning — and it still does today.

### **What does an office building need to offer today in order to remain relevant ten years from now?**

Flexibility is the key point. A building must be able to adapt to changing ways of working — spatially, technically, and conceptually. Sustainability, energy efficiency, and digital infrastructure are also a matter of course, not an add-on. And very importantly: an office building must offer quality of stay. People no longer come to the office just to work, but because the place itself offers added value.

### **Do you believe ESG has become a real leasing factor — or is it more of a mandatory requirement?**

ESG has long been more than a mandatory requirement. For many tenants, it is now a genuine decision-making criterion — not only out of conviction, but also for regulatory and economic reasons. At the same time, ESG must not become an end in itself. What matters is that measures are meaningful, measurable, and effective in the long term. That is precisely where the task of asset management lies.

**Looking back, which strategic decision was the most important for SKYPER's success?**

The consistent focus on long-term quality — even in areas where simpler short-term solutions would have been possible. This applies both to investments in the building fabric and to the standards set for leasing and operations. This approach does not pay off immediately, but it creates trust among tenants and partners — and that is exactly what makes SKYPER strong today.

**Finally, a more personal question: Was there a moment in everyday life at SKYPER when you thought: “This is exactly why I do this”?**

Yes, those moments really do exist. For example, when you see how the building is used in everyday life — when tenants identify with it, when spaces function naturally, and when the collaboration between everyone involved comes together. In moments like these, you realise that all the coordination, decisions, and details have paid off.