

## **THE BRAINS BEHIND THE BUILDING – AN INTERVIEW WITH ALEXANDER HÖSCH**

Alexander Hösch is an Asset Manager at Ampega and is responsible, among other things, for the strategic development of the SKYPER ensemble. In his role as an interface between the owner and the project team, it is his task to further develop the ensemble economically and create an attractive environment for both existing and new tenants. In this interview, he explains what makes his job particularly appealing – and why SKYPER is a true passion project for him.

**Mr. Hösch, what exactly is your role in the SKYPER project – and what makes it so special?**

*My focus is on the strategic further development of the SKYPER ensemble. In a constantly changing economic landscape, repositioning the SKYPER Tower is one of my central tasks. As an Asset Manager, I also act as a liaison between the owner and the operational teams. It is essential to stay up-to-date on current activities, such as leasing activities, progress on renovation measures, or tenant satisfaction. Through strategic analysis and regular communication with internal and external partners, I ensure that we meet the needs of our current tenants and attract new ones. Furthermore, I make sure that any measures implemented align with our long-term goals. Especially in a complex project like SKYPER, which brings together so many different requirements, this overarching perspective is crucial.*

**What do you see as the biggest challenges with a property like SKYPER?**

SKYPER is a truly unique property. We have four different types of use within the ensemble: office, retail, gastronomy, and residential. This naturally brings very diverse tenant interests and needs, which must be considered. Additionally, spaces within the SKYPER Tower need to be constantly redeveloped or reactivated. This takes time, energy, and requires precise coordination – but that's exactly what makes the project so exciting.

**How do you manage to keep track of everything with so many tasks?**

Strong organizational skills are probably key. Moreover, within our team, we maintain continuous communication to track progress and discuss the next steps. However, one also needs to be empathetic, because when many people work on a common project, it can easily happen that one party feels overlooked during a process, withdraws, and thus hinders constructive dialogue. It is important to recognize these signals early on and approach the parties involved in an open and mediating manner.

And: You need a clear strategy and vision for the direction in which the project should develop – even if you may not implement every detail yourself, it is important to always maintain an overview.

**How many properties are you currently managing – and what importance does SKYPER have in this?**

I currently manage 19 properties and two external mandates. However, the entire SKYPER

ensemble stands out due to its size, complexity, and prominence, and thus demands a large portion of my attention. I am particularly fascinated by the unique synergy of history, forward-looking architecture, and the resulting cultural depth here.

**Was there a moment when you thought, “This is exactly why I do this job”?**

There have indeed been several such moments: for example, the leasing of the apartments in the SKYPER Carré is a real passion project for me. We set ourselves the goal of significantly reducing the number of vacant apartments in the Carré, which we achieved in a short period of time.

I was also particularly pleased with the lease agreement with Stifel Bank, which recently moved into its office space at SKYPER. That was a real highlight for the entire team and showed that we are on the right track together and that exceptional effort pays off in the long run. Such successes are, of course, very motivating. Furthermore, I am very pleased that SKYPER – especially in terms of its fit-out standard – continues to be one of the top products on the Frankfurt office market. We were able to convince ourselves of this during a tour of other high-rise buildings in the banking district a few weeks ago.