

INVESTMENT

CONCEPT

You may also purchase our Steinway grand pianos as a cultural investment. We rent the instrument to artists and concert venues on a long-term basis for 4 % rent per year, which is passed on to you in full. We set up a contract for a period of 10 years with Klangmanufaktur as administrator.

We created this model to rent out high-end Steinway grand pianos to artists and cultural venues that otherwise couldn't afford such an instrument.

TARGET GROUPS

Investors

As an investor, we offer you the opportunity to support culture in a meaningful way. You receive a reasonable monthly rent and thus create an equal footing with the piano tenant that is rarely achieved as part of cultural funding.

Piano Heirs

As an individual or community of heirs who have been given a Steinway grand piano, you can have the grand piano refurbished at Klangmanufaktur and subsequently give it to our administration as an asset. This transforms your family instrument into a new concert grand that is used actively and generates monthly rent for you.

Foundations

As a foundation, you can buy a Steinway grand piano as a mission investment and make it available to Klangmanufaktur for permanent subletting. The foundation funds generated in this way are therefore not based on abstract financial products, but on cultural funding in the form of a physical grand piano.

EXAMPLES

Steinway O-180 from Klangmanufaktur **worth € 80,000**

(2,500 € administration fee included):

We transfer **rental income of € 267 per month.**

Steinway D-274 from Klangmanufaktur **worth € 145,000**

(2,500 € administration fee included):

We transfer **rental income of 484 € per month.**

DETAILS

- Since we, as the administrator, are responsible for maintaining the value of the instruments, this concept only applies to Steinway grand pianos that have been overhauled or worked on in our workshop. For the same reason, the instruments are only rented and serviced through Klangmanufaktur and our network of technicians.
- For the administration of the grand piano over 10 years, we charge an administration fee of € 2,500, which we add to the sales price of the instrument.
- The duration is at least 10 years. If you do not want to continue the investment afterwards, a subsequent investor takes over.
- To secure your investment, even in the worst case, a buy-back guarantee of 85 % of the purchase price is included in the contract.
- It is tax advantageous that you generate income from leases and rents with this model and not from interest income.
- With your investment, you are supporting our understanding that business should primarily serve the common good rather than profit maximization. We attach particular importance to ecological sustainability.

WHAT NEXT?

- Possible scenarios after 10 years for a Steinway model A-188, worth € 85,000 (€ 2,500 administration fee included):
- The investor continues their commitment. Interest rate check takes place, renewal of the term by another 5 years.
 - The investor gets out and a new investor takes the piano over for € 85,000. In addition to the rental income of € 34,000 already accrued, the first investor will receive their original deposit of € 85,000 in full.
 - Worst case scenario: investor gets out after 10 years and despite all efforts a new investor cannot be found. Buy-back guarantee over 85% will be redeemed. In addition to the € 34,000 rental income already accrued, the investor will receive € 72,250 back from their original deposit. Yield over 10 years: 21,250 €. This corresponds to a return of 2.5% p.a.