

# presentation. ubm group.

February 2021

# ubm. at a glance.

## focus.

- Asset classes **Residential and Office**
- Strategic focus on **green. smart. and more.**
- **Top cities in Europe** only

## pipeline.

- **Pipeline** of €2.2 bn (Q3/2020-Q3/2024)
- **~80% of pipeline in residential & office** – and growing
- **~80% of pipeline in Germany & Austria**

## stock market.

- Top management (**Executive Committee**) invested with **€5m in UBM shares**
- **Options entitle** management to **5% of the increase in value**
- Syndicate (**Ortner & Strauss**) core shareholder with approx. **39%**
- Prime market listing **Vienna Stock Exchange**, maximum **transparency**

## track record.

- More than **145 years of corporate history**
- Sustainable **earnings growth over last decade**
- Clear values: **competent. consequent. transparent.**

## size.

- **Portfolio value: €1.5bn**
- **Total assets: €1.4bn**
- **Equity: €476m**

# who we are.

- Europe's top cities in geographic focus
- Residential and office as strategic focus
- green. smart. and more.
- Pure Play Developer with risk minimization strategy



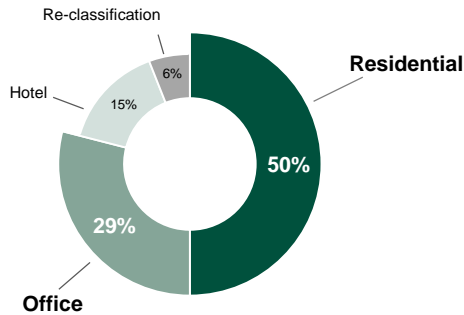
# focus. metropolitan areas.



**80% of the pipeline in top cities in germany and austria.**

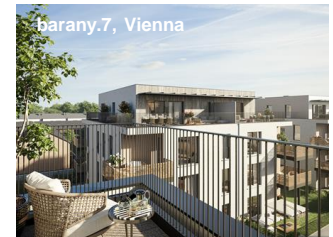
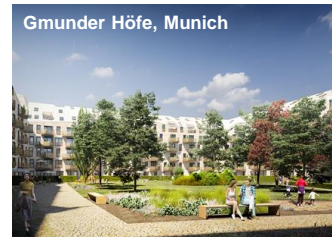
# focus. residential and office.

## Pipeline by asset class



- € 2.2 bn pipeline (2021-2024)
- € 1.1 bn residential pipeline in boom markets
- More than € 600m „new type office“ projects

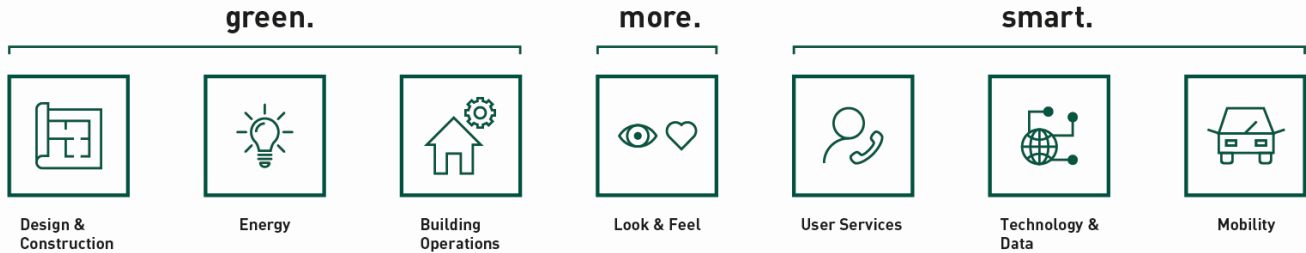
## Strong demand for UBM projects also in 2020



**80% of pipeline in high-demand residential and office projects.**

# green. smart. and more.

Clear direction – consistent implementation – employee engagement



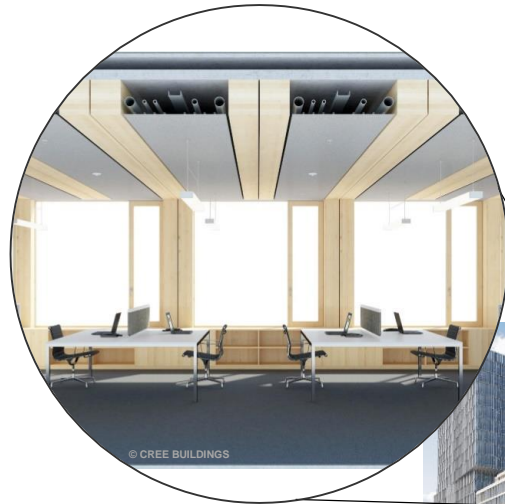
## sustainability on a group level.

- Consistent **documentation of ESG measures** on a group level
- State-of-the-art **GRI report 2020**
- **Clear targets** and consistent implementation

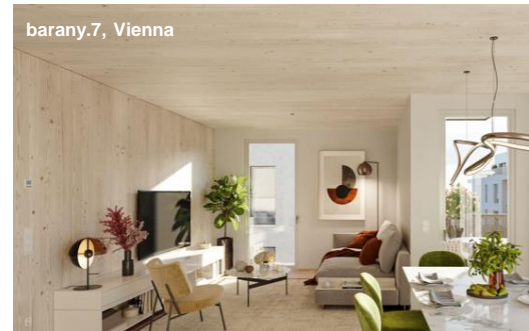
## sustainability on a project level.

- **Smart follower** preferred over trial & error
- **Setting new standards** in execution
- Projects tailored to new **user needs** and **investor demands (ESG)**

# green. sustainable buildings.

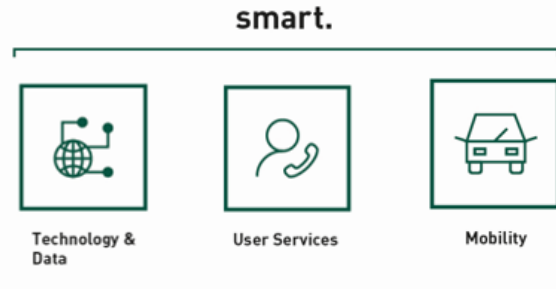
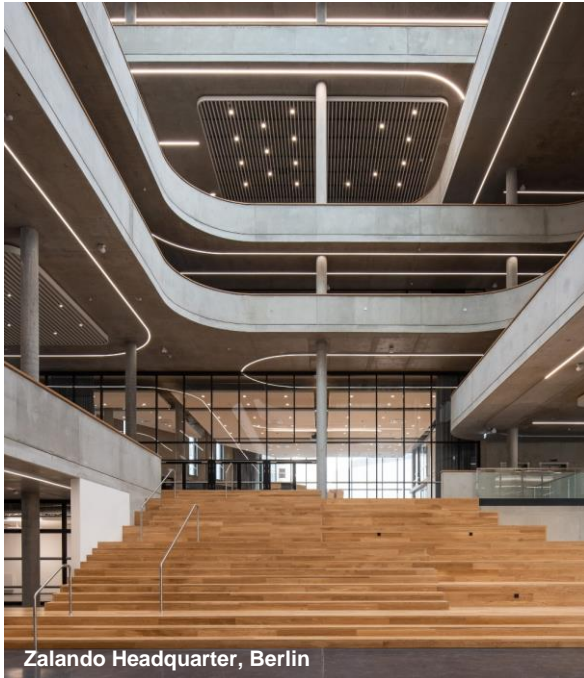


- First high-rise timber construction in Frankfurt
- Comparable costs to conventional construction



**focus on ecological construction and energy efficiency. timber construction.**

# smart. intelligent buildings.



- Modern sensor technology and data analysis
- Flexible zoning for creativity and innovation
- Emotionally intelligent with feel-good factor

**increased demand for smart offices. chance for developer.**



# and more. optics and sensual perception.



more.



Look & Feel

- Aesthetics wins
- Perception through all senses:
  - Eyes – Optics
  - Ears – Music
  - Nose – Smell
  - Mouth – Culinary

**residents and employees want more. chances for experts.**

# focus risk minimization.

## strategic level.

- **Focus on core business** – Real estate development
- **Focus on metropolitan areas**
- **Focus on two asset classes**

## project level.

- **Intensification of forward sales**
- **Long-Stop-Dates** for completions

## financial level.

- **Strongest balance sheet ever**
- **High equity**
- **High liquidity**
- **Flat repayment profile**

**past risk minimization strategy pays off.**

# clear values.

## competent.

The sustainably high quality of our services has brought UBM where our company is today. This success is based on the close connection between our many decades of experience and the technical expertise of our employees. UBM's history in construction is reflected in the fact that roughly 50% of our staff have a technical background, for example as civil engineers, architects or facility technicians. Their combined skills represent a decisive competitive advantage for the realisation of our projects – not only in phases like the real estate boom we are currently experiencing.

## consequent.

Reliability and consistency have always formed the basis for our actions. From start to finish. Customers can depend on UBM's handshake quality during the acquisition of a project, even when the key points are only a vision. We give our undivided attention to the many details connected with development and sales. An additional special wish receives the same commitment as the entire project. Our ability to deliver more, or faster, than we promise has reinforced our reputation on the market. And this is a course we intend to follow.

## transparent.

Our listing in the Prime Market of the Vienna Stock Exchange and the related transparency may appear to be a disadvantage at first glance. At UBM, we see this as an opportunity. Because transparent performance each and every day makes UBM a particularly attractive business partner, especially for banks, institutional investors and the public sector. Transparency is also an essential prerequisite for our good conditions on the capital market. Of course, we are also convinced that seeing our development reflected exactly and up to date keeps us moving in the right direction.

# pipeline.

# pipeline. overview. (I).

Project	Asset	Rooms, Lettable Area Apartments	Share	Compl.	Status <sup>1</sup>
voco Kneuterdijk, The Hague	Hotel	204 rooms	100%	Q2/21	
Astrid Offices, Prague	Office	4,000 m <sup>2</sup>	100%	Q2/21	Fwd. S.
Neugraf, Prague	Residential	177 apartments	50%	Q2/21	Part. S.
Anders Wohnen (III), Munich	Residential	100 apartments	50%	Q2/21	Part. S.
Mercure Mlynska, Katowice	Hotel/Office	268 rooms 2,800 m <sup>2</sup>	100%	Q3/21	Fwd. S.
Holiday Inn Express, Düsseldorf	Hotel	455 rooms	50%	Q3/21	
barany.7, Vienna	Residential	126 apartments	100%	Q3/21	Fwd. F.
Pohlgasse, Vienna	Residential	121 apartments	50%	Q3/21	Fwd. S.
Holiday Inn Express, Potsdam	Hotel/Residential	198 rooms, 126 micro apartm.	50%	Q4/21	
Ibis Styles Mogilska, Krakow	Hotel	259 rooms	100%	Q4/21	Fwd. S.
Andaz Sugar Palace, Prague	Hotel	175 rooms	75%	Q4/21	

Note: selected projects

<sup>1</sup> Part. S. = Partial Sale, Fwd. S. = Forward Sale, Fwd. F. = Forward Funding

<sup>2</sup> Closing 2021

# pipeline. overview. (II).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status <sup>1</sup>
siebenbrunnen21., Vienna	Residential/Office	178 apartments, 5,500 m <sup>2</sup>	100%	Q1/22	Part. S.
Hafeninsel V, Mainz	Residential/Office	50 apartments, 3,000 m <sup>2</sup>	50%	Q2/22	
Nordbahnviertel, Vienna	Residential	181 apartments	50%	Q3/22	Fwd. F.
F.A.Z. Tower (I), Frankfurt	Office	25,000 m <sup>2</sup>	75%	Q3/22	Fwd. S.
Rankencity, Graz	Residential	201 apartments	70%	Q4/22	
F.A.Z. Tower (II), Frankfurt	Office	15,000 m <sup>2</sup>	75%	Q2/23	
Colmarenerstrasse, Frankfurt	Office	15,400 m <sup>2</sup>	100%	Q3/23	
Gmunder Höfe (I), Munich	Residential	322 apartments	30%	Q3/23	Fwd. S.
Gmunder Höfe (II), Munich	Residential	79 apartments	30%	Q4/23	
Hafeninsel IV, Mainz	Residential	92 apartments	50%	Q4/23	
LeopoldQuartier, Vienna	Residential/Office	Site 23,000 m <sup>2</sup>	90%	>2023	
Astrid Garden, Prague	Residential	125 apartments	100%	>2023	
Arcus City, Prague	Residential	284 apartments	100%	>2023	
Village im 3., Vienna	Residential/Office	560 apartments, 8,500 m <sup>2</sup>	51%	>2023	
Kelsenstrasse, Vienna	Office	25,000 m <sup>2</sup>	50%	>2023	
Bogner Gründe, Munich	Residential	Site 12,000m <sup>2</sup>	100%	>2023	
Baubergerstr., Munich	Mixed	Site 28,000 m <sup>2</sup>	60%	>2023	
Paket 6	Mixed	26 properties	50%	>2023	

Note: selected projects

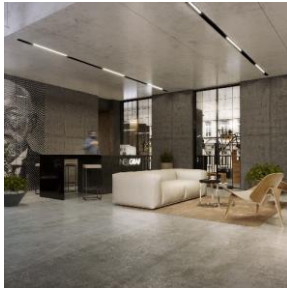
<sup>1</sup> Part. S. = Partial Sale, Fwd. S. = Forward Sale, Fwd. F. = Forward Funding

# residential.



**75% of the more than 3,000 flats under construction already sold.**

# residential. pipeline.



## Neugraf, Prague

Apartments: 177  
Completion: Q2/21



## siebenbrunnen21., Vienna

Apartments: 178  
Completion: Q1/22

2021

2022



## barany.7, Vienna

Apartments: 126  
Completion: Q3/21



## Rankencity, Graz

Apartments: 201  
Completion: Q4/22

Note: selection of projects in UBM's pipeline



# residential. pipeline.



## Nordbahnviertel, Vienna

Apartments: 181  
Completion: Q3/22



## Bogner Gründe, Munich

Property: 12,000m<sup>2</sup>  
Completion: >2023

2022

2023

>2023

## Gmunder Höfe (I), Munich

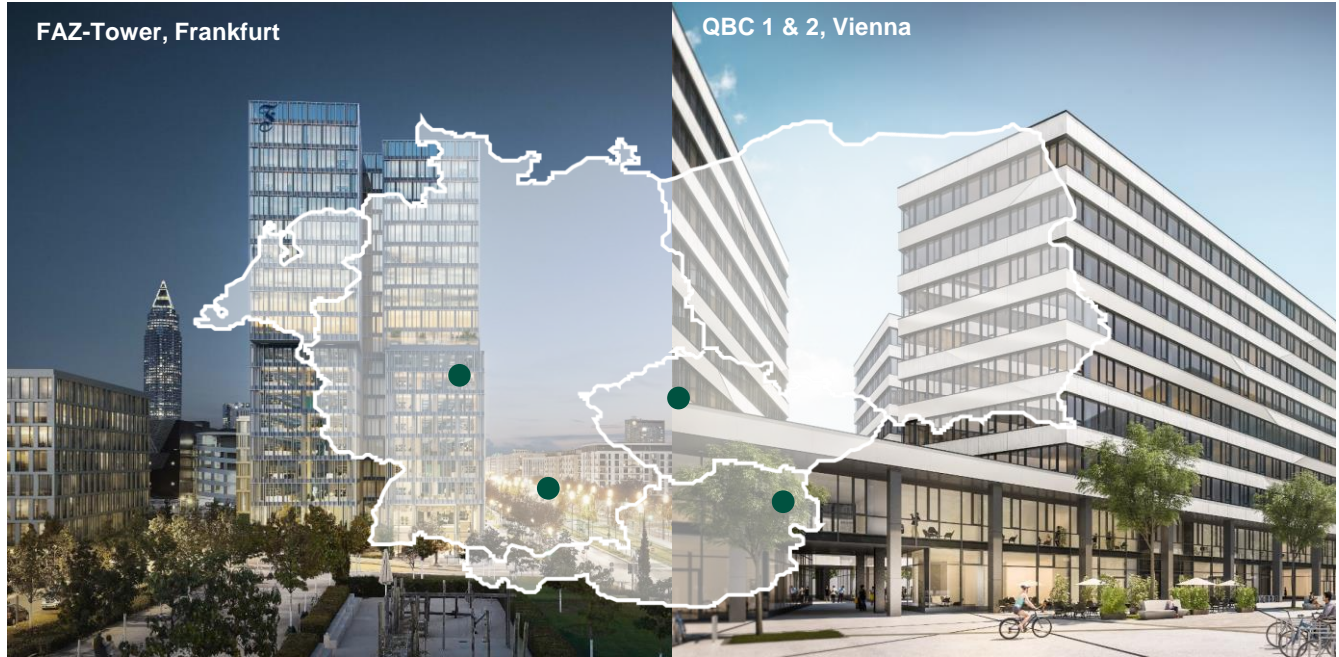
Apartments: 322  
Completion: Q3/23



## Arcus City, Prague

Apartments: 284  
Completion: >2023

Note: selection of projects in UBM's pipeline



**large projects in Europe's top cities - high occupancy rate.**

# office. pipeline.



**QBC 1&2,  
Vienna**

GLA: 37,000 m<sup>2</sup>  
Completion: Q4/20



**F.A.Z. Tower,  
Frankfurt**

GLA: 25,000 m<sup>2</sup>  
Completion: Q3/22

2021

2022

>2023



**Astrid Office,  
Prague**

GLA: 4,000 m<sup>2</sup>  
Completion: Q2/21



**Kelsenstrasse,  
Vienna**

GLA: 25,000 m<sup>2</sup>  
Completion: >2023

Note: selection of projects in UBM's pipeline

# hotel. pipeline.



## **voco Kneuterdijk, The Hague**

Category: 4+\*  
Rooms: 204  
Completion: Q2/21



## **HIEx Am Kanal Potsdam**

Category: 3\*  
Rooms: 198  
Completion: Q4/21

2021



## **HIEx DUS Dusseldorf**

Category: 3\*  
Rooms: 455  
Completion: Q3/21



## **Andaz Sugar Palace, Prague**

Category: 5\*  
Rooms: 175  
Completion: Q4/21

Note: selection of projects in UBM's pipeline

**references.**

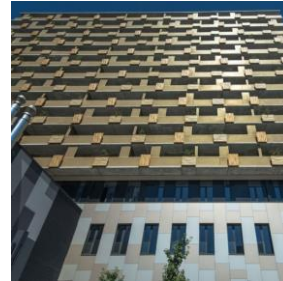
# residential. references.



**QBC 6.2**  
Vienna  
Residential Units: 131  
Completion: 2019



**Der Rosenhügel**  
Vienna  
Residential Units: 204  
Completion: 2018



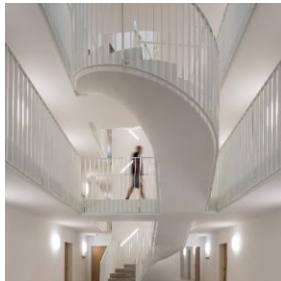
**QBC 6.1**  
Vienna  
Residential Units: 140  
Completion: 2018



**Quartier Riedenburg**  
Salzburg  
Residential Units: 63  
Completion: 2018



**MySky**  
Vienna  
Residential Units: 128  
Completion: 2017



**immergrün**  
Berlin  
Residential Units: 392  
Completion: 2020



**Anders Wohnen**  
Munich  
Residential Units: 101  
Completion: 2020



**Sternbrauerei**  
Salzburg  
Residential Units: 100  
Completion: 2014

# office. references.



**Zalando Headquarter**  
 Berlin  
 GLA: 41,150 m<sup>2</sup>  
 Completion: 2018



**Office Provider**  
 Vienna  
 GLA: 18,400 m<sup>2</sup>  
 Completion: 2018



**Leuchtenberger Office**  
 Munich  
 GLA: 13,300 m<sup>2</sup>  
 Completion: 2018



**QBC 3&4**  
 Vienna  
 GLA: 24,667 m<sup>2</sup>  
 Completion: 2017



**Pegaz**  
 Wrocław  
 GLA: 20,900 m<sup>2</sup>  
 Completion: 2017



**Kotlarska 11**  
 Kraków  
 GLA: 11,000 m<sup>2</sup>  
 Completion: 2017



**Poleczki Business Park**  
 Warsaw  
 GLA: 140,000 m<sup>2</sup>  
 Completion: 2016



**Twin Yards**  
 Munich  
 GLA: 14,135 m<sup>2</sup>  
 Completion: 2015

# hotel. references.



**Holiday Inn Gdansk City Centre**  
Gdansk  
Rooms: 240  
Completion: 2019



**Holiday Inn Leuchtenbergring**  
Munich  
Rooms: 279  
Completion: 2018



**Hyatt Regency Amsterdam**  
Amsterdam  
Rooms: 211  
Completion: 2017



**Novotel/Ibis am Hauptbahnhof**  
Vienna  
Rooms: 577  
Completion: 2017



**Holiday Inn Warschau City Center**  
Warsaw  
Rooms: 256  
Completion: 2017



**Holiday Inn Frankfurt Alte Oper**  
Frankfurt  
Rooms: 249  
Completion: 2015



**Kempinski Palais Hansen**  
Vienna  
Rooms: 152  
Completion: 2013



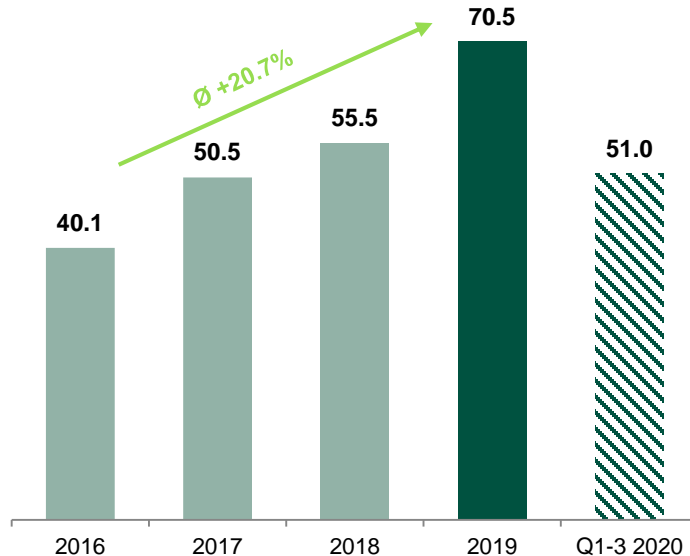
**InterContinental Warsaw**  
Warsaw  
Rooms: 414  
Completion: 2003



**key financial figures.**

# result. sustainable development.

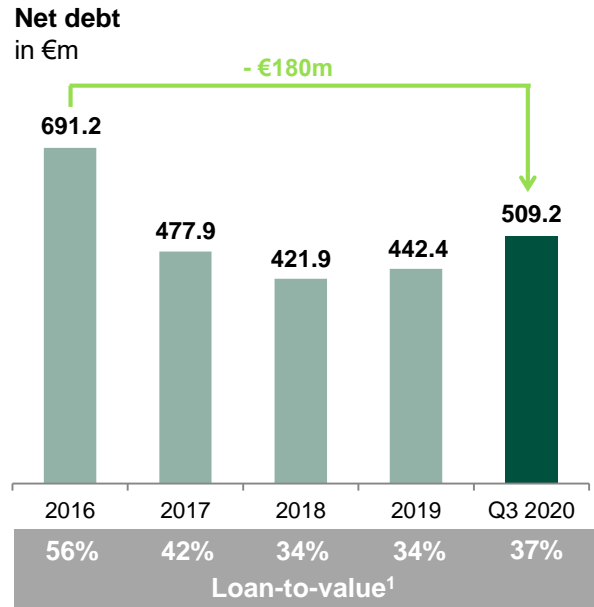
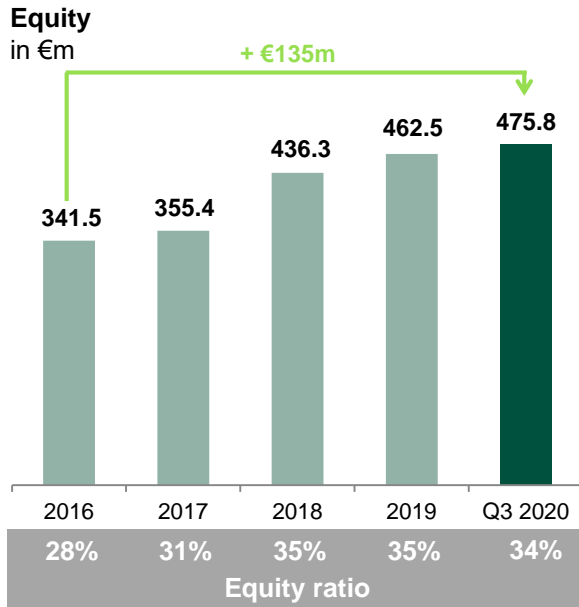
**Earnings before taxes (EBT)**  
in €m



- **2019 third record year in a row** solid foundation for 2020
- **Core business of real estate development** brings earnings increases
- **"Promise & Deliver" principle** expectations always exceed
- **Corona impact on earnings**, but lower than expected
- **Return to pre-Corona development** as of 2022

**focus on sustainable earnings and continuity of results.**

# balance sheet. strength.



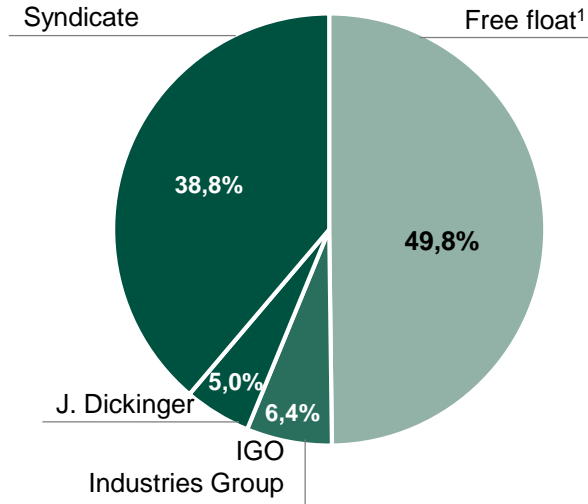
**optimising the balance sheet offers greater leeway.**

<sup>1</sup> Defined as net debt in relation to total assets

# shareholder structure. dividend.

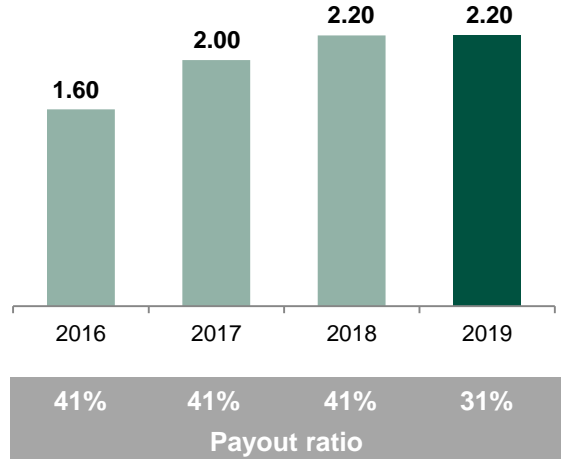
## Shareholder Structure

Stable core shareholders



## Dividend payment

in €



- **Dividend policy:** continuity and expectation of future earnings
- Interests of **all stakeholders** are taken into account

As of December 2020

<sup>1</sup> Free float including Management Board and Supervisory Board (3.9%)

# management team.

# ubm. management board.



**Thomas G. Winkler**  
CEO

**Focus of activities**

Strategy, Investor Relations,  
Corporate Communications,  
Transactions & Market Research,  
Legal & Compliance, Human  
Resources und Mergers &  
Acquisitions



**Martin Löcker**  
COO

**Focus of activities**

Project Acquisition Controlling,  
Operational Project Controlling,  
Technical Competences, Green  
Building CSR & Work Safety,  
Quality Management



**Patric Thate**  
CFO

**Focus of activities**

Financial Controlling & Reporting,  
Accounting & Consolidation,  
Treasury, Tax, IT und Insurance

**management team with decades of experience.**

# ubm. executive committee.



Karl Abentheuer  
Corporate Communications



Gerald Beck  
Managing Director Austria



Helmut Berghöfer  
Managing Director Czechia



Werner Huber  
Managing Director Germany



Rolf Hübner  
Managing Director Hotels



Leszek Kordyl  
Managing Director Poland



Petr Mac  
Managing Director Czechia



Ralf Mikolasch  
Legal & Compliance

# ubm. executive committee.



Franz Panwinkler  
Managing Director Austria



Christoph Rainer  
Investor Relations



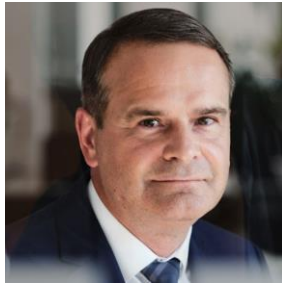
Franz Sonnberger  
Controlling



Andreas Thamm  
Managing Director Germany



Sebastian Vetter  
Managing Director Poland



Josef Wiedermann  
Managing Director Czechia



Peter Wöckinger  
Technical Management



Andreas Zangeneid  
Transactions