

# presentation. ubm group.

June 2023

# ubm. at a glance.

## focus.

- Residential and Office
- Major European metropolitan areas
- *green. smart. and more.*

## pipeline.

- €2.1 bn development pipeline, more than 250,000m<sup>2</sup> in timber construction
- 100% residential and office
- More than 90% in Germany and Austria

## stock exchange.

- Prime Market listing in Vienna guarantees maximum transparency
- Top management (Executive Committee) invested with €5m
- Ortner and Strauss syndicate as the core shareholder with roughly 39%

## track record.

- Reliable source of dividends
- Sustainable earnings growth over decades
- Almost 150 years of corporate history

# focus. metropolitan areas.



**more than 90% of the pipeline in top cities in germany and austria.**

# green. smart. and more.



Timber Pioneer, Frankfurt

## green.

- Our claim: **leading timber construction developer** in Europe
- Timber construction: **not a choice** but an imperative

## smart.

- Setting a **UBM Standard**: buyers know what they are getting
- Sustainability is the **driver**, technology is the **enabler**



nico, Frankfurt



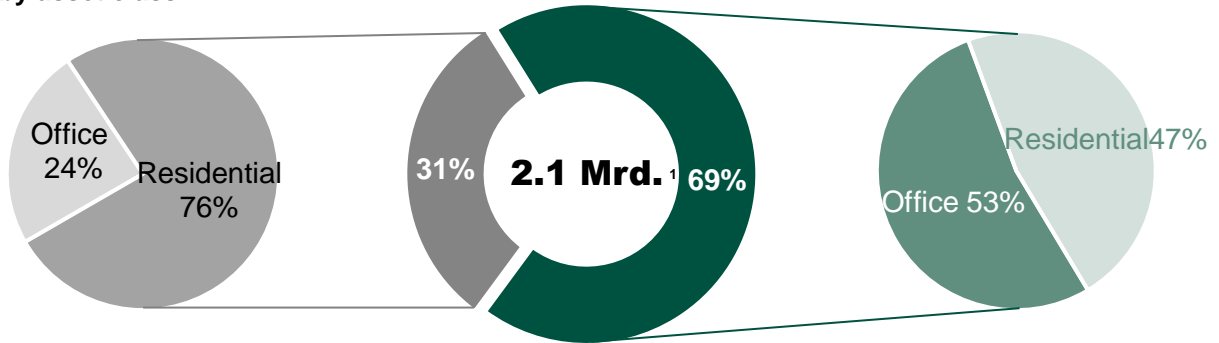
Andaz Sugar Palace, Prague

## and more.

- We deliver a **story**, not only a building
- Look and feel for **distinctive products**

# pipeline. residential and office.

Pipeline by asset class <sup>1</sup>



**conventional**

**timber hybrid**



**Timber Factory (GER)**



**Timber View (GER)**



**Timber Peak (GER)**



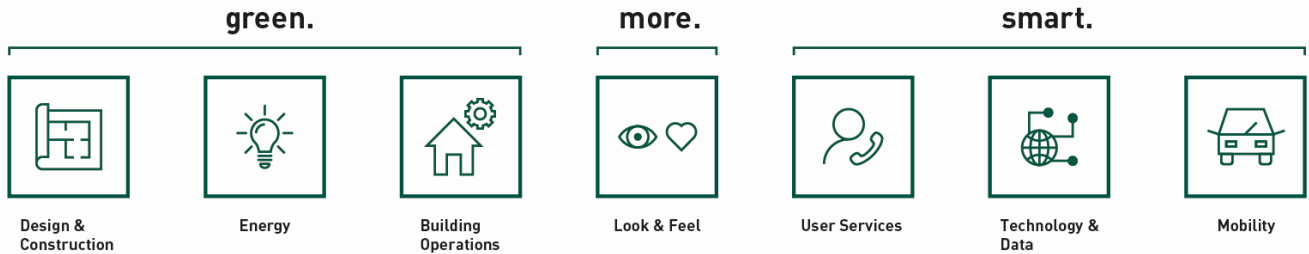
**Timber Port (GER)**

**timber hybrid is the future.**

<sup>1</sup> expected sales volume until Q1 2027

# 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 2021**
- **Clear targets** and consistent implementation

## sustainability on a project level.

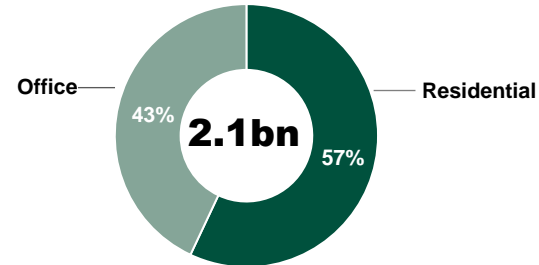
- **Smart follower** preferred over trial & error
- **Setting new standards** in execution
- Projects tailored to new **user needs** and **investor demands (ESG)**

# >250,000m<sup>2</sup> in timber construction.

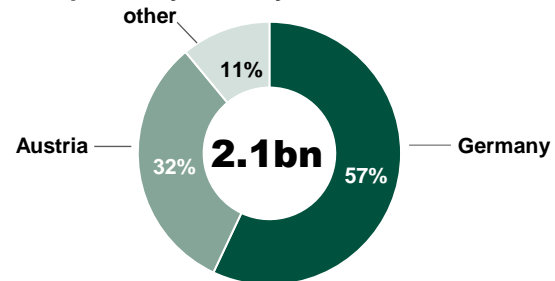
## Timber pipeline

Project	GFA <sup>1</sup> in m <sup>2</sup>	Asset class
LeopoldQuartier	75,700 m <sup>2</sup>	Mix
Timber Factory	57,600 m <sup>2</sup>	Office
Bogner Gründe	24,100 m <sup>2</sup>	Residential
Timber Pioneer	17,600 m <sup>2</sup>	Office
Timber View	17,000 m <sup>2</sup>	Residential
Amras	16,600 m <sup>2</sup>	Residential
Timber Port	10,900 m <sup>2</sup>	Office
Pelkovenstraße	10,800 m <sup>2</sup>	Office
Molenkopf	9,800 m <sup>2</sup>	Residential
Timber Peak	9,500 m <sup>2</sup>	Office
Unterbibergerstr.	8,400 m <sup>2</sup>	Office
Timber Praha	7,400 m <sup>2</sup>	Residential
<b>Total</b>	<b>265,400 m<sup>2</sup></b>	

## Pipeline by asset class <sup>2</sup>



## Pipeline by country <sup>2</sup>



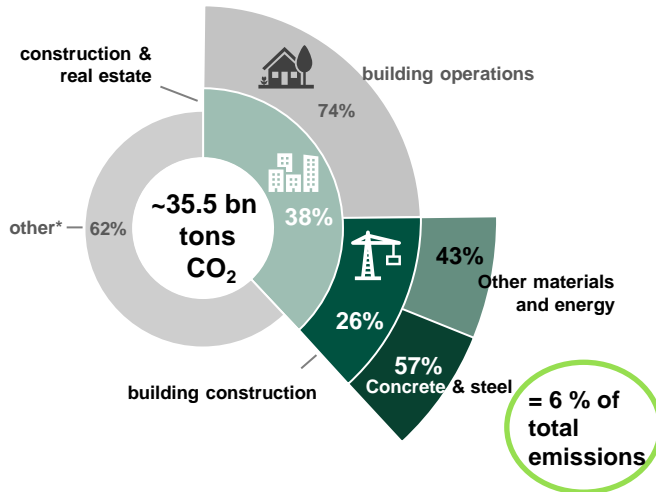
**on track. leading developer of timber projects in europe.**

<sup>1</sup> Gross Floor Area, as expected or applied

<sup>2</sup> expected sales volume until Q4 2026

# CO<sub>2</sub> emissions. a case for timber.

## Breakdown by sector and sub sector



- **6 % of worldwide CO<sub>2</sub>-emissions** are caused by concrete and steel for building construction
- **2 billion tons of CO<sub>2</sub>** can partly be replaced by wood
- **More than 100,000 m<sup>2</sup> timber** construction projects planned, on the way to become the **biggest timber construction developer** in Europe

\* Industry emissions 32% / car emissions 10% / road freight 7% / other traffic 6% / other emissions 7%

## timber construction. strongest lever for CO<sub>2</sub> reduction.

Source: United Nations Environment Programme (2020 Global Status Report for Buildings and Construction) & IEA (Transport sector CO<sub>2</sub> emissions)



# timber construction. benefits.

- **CO<sub>2</sub> footprint massively improved – climate neutrality**
  - one m<sup>3</sup> of wood stores one ton of CO<sub>2</sub>
  - one m<sup>3</sup> of concrete produces 0.6 tons of CO<sub>2</sub>
- **time and cost advantages**
  - construction time almost halved
  - cost advantages through standardisation, modularisation and pre-fabrication
  - >3% more usable space due to reduced wall strength
- **less weight and less traffic on site**
  - approximately 66% lower weight compared with conventional structures
  - up to 7 times less truck traffic due to pre-fabrication
- **renewable raw material – positive life cycle analysis**
  - more wood growing than harvested in Germany and Austria
  - best in class regarding recycling and cradle-to-cradle
  - regional sourcing in all of UBM's markets possible
- **high quality of living**
  - natural material creates a natural living environment
  - better atmosphere (“room climate”)
  - new aesthetics

## esg. sustainability focus.



- **voluntary external audit** by **PwC** as preparation for **CSRD** and **EU Taxonomy** at an early stage
- **publication** of the second **ESG report** based on the **GRI 2021 standards**
- **centralized data collection** and management with the **ESG-Cockpit**
- **compliance documentation** tool and checks implemented for **supplier code of conduct**
- further pursuit of **goals and measures**

**transparent. audited. governance first.**

# green finance. framework.



- **commitment to integrate sustainability** in our **future finance instruments** (green bonds, green loans etc.)
- **net proceeds exclusively** for projects with clear environmental benefits
- **Second Party Opinion (SPO)** provided by ISS ESG
- aligned with **ICMA Green Bond Principles 2021** („GBP“) and the **LMA Green Loan Principles 2023** („GLP“)
- based on **EU Taxonomy Regulation**

**consequent. green strategy. green financing.**

# esg. industry leader.

## ESG RATINGS

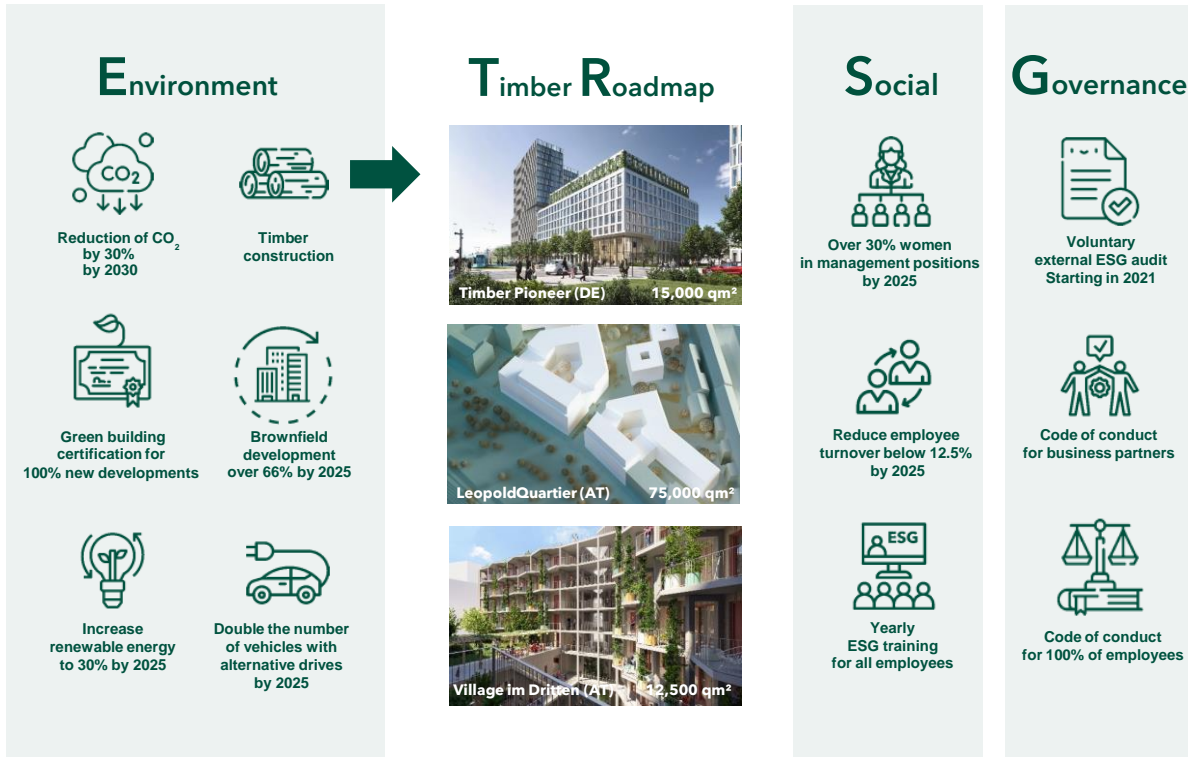
<b>B</b>	<b>Prime (B-)</b>	<b>Platinum</b>	<b>Gold</b>	<b>Member</b>

## REPORTING FRAMEWORKS

✓	✓	✓	✓	<b>2023</b>

**competent. industry leader. full commitment.**

# future. goals and measures.



# 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.**

# development pipeline. (I).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status <sup>1</sup>
F.A.Z. Tower, Frankfurt	Office	25,000m <sup>2</sup>	100%	Q1/23	Part. S.
Rankencity, Graz	Residential	201 apartments	70%	Q2/23	Fwd. F.
Noble Residence, Krakow	Residential	80 apartments, 2 retail units	100%	Q2/23	Part. S.
Timber Pioneer, Frankfurt	Office	15,000m <sup>2</sup>	75%	Q2/23	
Gmunder Höfe (I), Munich	Residential	322 apartments	30%	Q3/23	Fwd. S.
Hafeninsel IV, Mainz	Residential	92 apartments	50%	Q4/23	Part. S.
Astrid Garden, Prague	Residential/Retail	138 apartments, 2 retail units	100%	Q2/24	Part. S.
Gmunder Höfe (II), Munich	Residential	124 apartments	30%	Q3/24	
Arcus City, Prague	Residential	278 apartments, 5 retail units, 10 villas	100%	Q4/24	Part. S.
Gmunder Höfe (III), Munich	Residential	58 apartments	30%	Q4/24	Fwd. S.

Note: selected projects

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



# development pipeline. (II).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status <sup>1</sup>
Village im 3., Vienna	Residential/Office	480 apartments, 7,700m <sup>2</sup>	51%	2025	
Timber Peak, Mainz	Office	8,500m <sup>2</sup>	100%	2025	
Thule 48, Berlin	Residential	77 apartments	50%	2025	
Rheinwiesen II, Mainz	Office/Residential	44 apartments	100%	2025	
nico, Frankfurt	Office	15,400m <sup>2</sup>	100%	2025	
Hafenblick I, Mainz	Residential	187 apartments	100%	2026	
Pelkovenstrasse, Munich	Mixed	Site 6,500m <sup>2</sup>	100%	2026	
Baubergerstr., Munich	Mixed	Site 28,000m <sup>2</sup>	60%	2026	
Paket 6	Mixed	23 properties	50%	2026	
LeopoldQuartier, Vienna	Residential/Office	Site 23,000m <sup>2</sup>	90%	2026	
Molenkopf Nord, Mainz	Residential	108 apartments	100%	2026	
Bogner Gründe, Munich	Mixed	Site 12,000m <sup>2</sup>	100%	2027	

Note: selected projects

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

# residential.



# residential pipeline.



**Rankencity,  
Graz**

Apartments: 201  
Completion: Q2/23



**Gmunder Höfe (I),  
Munich**

Apartments: 322  
Completion: Q3/23

2023

**Noble Residence,  
Krakow**

Apartments: 80  
Completion: Q2/23



**Hafeninsel IV,  
Mainz**

Apartments: 92  
Completion: Q4/23



Note: selection of projects in UBM's pipeline

# residential pipeline.



**Astrid Garden,  
Prague**

Apartments: 138  
Completion: Q2/24



**Arcus City,  
Prague**

Apartments: 278  
Completion: Q4/24

2024

**Gmunder Höfe (II),  
Munich**

Apartments: 124  
Completion: Q3/24



**Gmunder Höfe (III),  
Munich**

Apartments: 58  
Completion: Q4/24



Note: selection of projects in UBM's pipeline



FAZ-Tower, Frankfurt

Timber Peak, Mainz

**major projects in top cities.**



# office pipeline.

## F.A.Z. Tower, Frankfurt

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

Completion: Q1/23



## Timber Peak, Mainz

GLA: 8,500m<sup>2</sup>

Completion: 2025



2023

2025

## Timber Pioneer, Frankfurt

GLA: 15,000m<sup>2</sup>

Completion: Q2/23



Note: selection of projects in UBM's pipeline

**references.**

# residential. references.



## Rankencity

Graz  
Units: 201  
Completion: 2023



## Siebenbrunnen 21

Vienna  
Units: 178  
Completion: 2022



## Neugraf

Prague  
Units: 177  
Completion: 2021



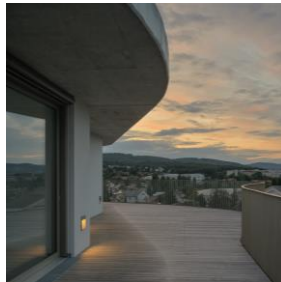
## immergrün

Berlin  
Units: 392  
Completion: 2020



## QBC 6.2

Vienna  
Units: 131  
Completion: 2019



## Der Rosenhügel

Vienna  
Units: 204  
Completion: 2018



## Quartier Riedenburg

Salzburg  
Units: 63  
Completion: 2018



## Sternbrauerei

Salzburg  
Units: 100  
Completion: 2014



# office. references.



**F.A.Z. Tower**  
Frankfurt  
GLA: 23,900 m<sup>2</sup>  
Completion: 2022



**QBC 1&2**  
Vienna  
GLA: 37,000m<sup>2</sup>  
Completion: 2020



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



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



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



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



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



**Griffin House**  
Warsaw  
GLA: 6,300 m<sup>2</sup>  
Completion: 2005

VF = rentable area

# hotel. references.



**Andaz Prague**

Prague  
Rooms: 175  
Completion: 2022



**Voco The Hague Kneuterdijk**

The Hague  
Rooms: 204  
Completion: 2021



**Holiday Inn Gdansk City Centre**

Gdansk  
Rooms: 240  
Completion: 2019



**Novotel/Ibis main station**

Vienna  
Rooms: 577  
Completion: 2017



**Hyatt Regency Amsterdam**

Amsterdam  
Rooms: 211  
Completion: 2017



**Holiday Inn Frankfurt Alte Oper**

Frankfurt  
Rooms: 249  
Completion: 2015



**Kempinski Palais Hansen**

Vienna  
Rooms: 152  
Completion: 2013



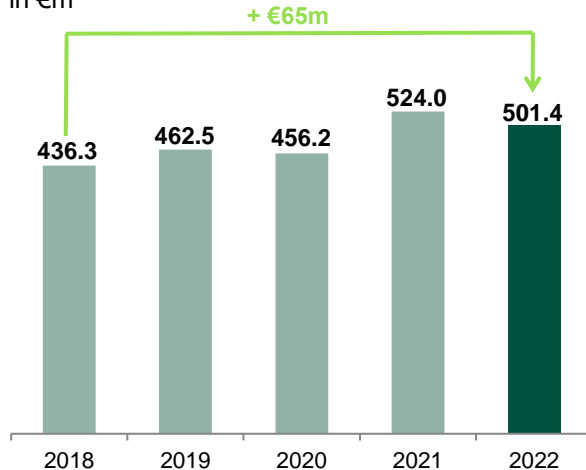
**InterContinental Warsaw**

Warsaw  
Rooms: 414  
Completion: 2003

**key financial figures.**

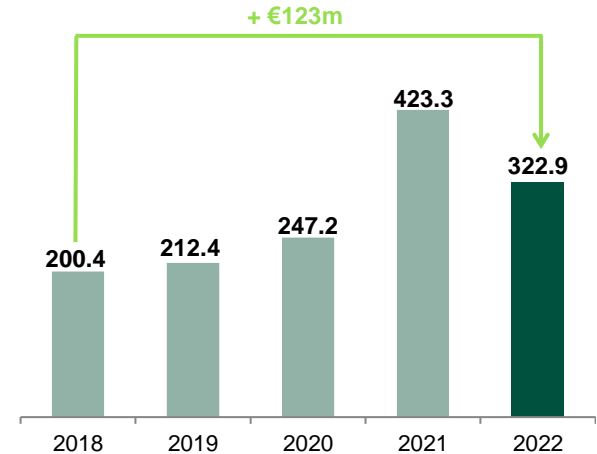
# balance sheet. competitive advantage.

**Equity**  
in €m



- **more than half a billion** of equity
- **hybrid bond repayment of €25m**
- **equity ratio at 34.5%** (target range: 30-35%)

**Cash**  
in €m

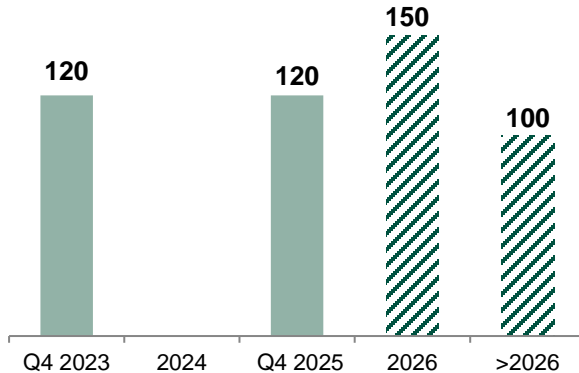



- **>€100m bond repayments** in 2022
- **cash out for acquisitions**
- **focus on cash management pays off**

# capital markets. green alignment.

## Repayment profile of bonds (incl. hybrid)

in €m



 issued with sustainability link

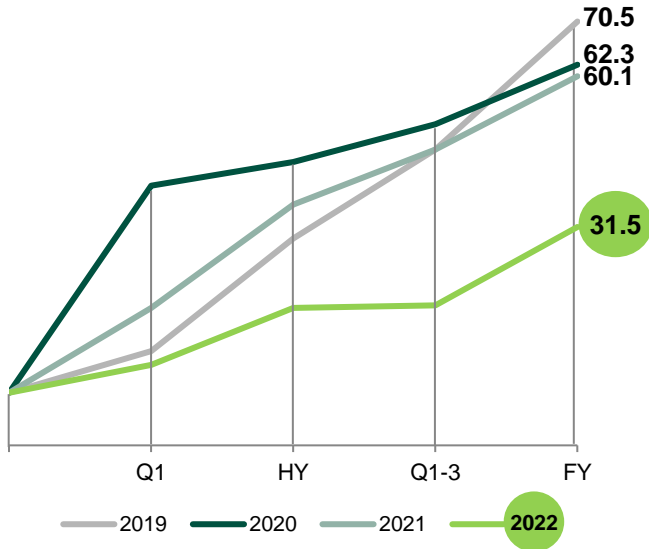
- a total of **€250 million** linked to **ESG rating**
- **over 50%** of total converted to **green financing**
- repayment out of a **strong cash-position**:
  - ✓ **€25.3m** Hybrid Porr (6%)
  - ✓ **€80.9m** Bond 2017-2022 (3.25%)
  - ✓ **€52.9m** Hybrid 2017 (5.5%)<sup>1</sup>
- **Ø cost of debt 3.8% p.a.**

**reliable bond issuer. for many years.**

<sup>1</sup> repayment in Q1/2023

# main effects. lack of luck in h2.

## Earnings before tax (EBT) in €m



- two major delays
  - Baubergerstraße (permit)
  - F.A.Z. Tower (closing)
  
- more than **€200 million net profit** over the last 5 years

	2022	2021
EBT (€m)	31.5	60.1
Net Profit (€m)	27.1	43.7
EPS (€)	2.25	4.50

**2022. after all a solid operational performance.**

**management team.**

# ubm management team.



**Thomas G. Winkler**  
(Chairman, CEO)

### Responsibilities

Strategy, Investor Relations & ESG, Communications, Transactions & Market Research, Legal & Compliance, Mergers & Acquisitions



**Martin Löcker**  
(Member of the Board, COO)

### Responsibilities

Project Acquisition Controlling, Operational Project Controlling, Technical Competences, Green Building, Timber Construction, Quality Management and Integrated Management System



**Martina Maly-Gärtner**  
(Member of the Board, COO)

### Responsibilities

Hotel operations (in particular UBM Hotels), Human Resources & Work Safety, Insurance



**Patric Thate**  
(Member of the Board, CFO)

### Responsibilities

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

**experienced management team with long-standing track record.**



# ubm. executive committee.



Karl Abentheuer  
Corporate Communications



Gerald Beck  
Managing Director Austria



Bernhard Egert  
Timber Construction



Roman Ehrentraut  
Managing Director Czechia



Werner Huber  
Managing Director Germany



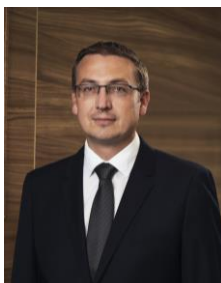
Leszek Kordyl  
Managing Director Poland



Ralf Mikolasch  
Legal & Compliance



Franz Panwinkler  
Managing Director Austria



Vladimir Pasek  
Managing Director Czechia



Andreas Pernsteiner  
Treasury & Finance

# ubm. executive committee.



Daniel Pfister  
Managing Director Germany



Christoph Rainer  
Investor Relations & ESG



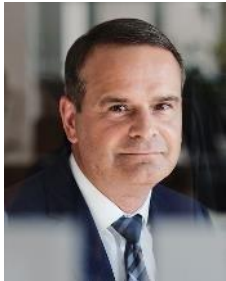
Andrea Rochelt  
Acquisition Controlling



Franz Sonnberger  
Controlling



Sebastian Vetter  
Managing Director Poland



Josef Wiedermann  
Managing Director Czechia



Bertold Wild  
Managing Director Germany



Peter Wöckinger  
Technical Management



Andreas Zangenfeind  
Transactions