

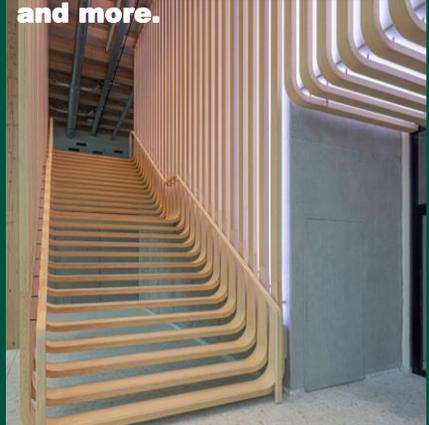
green.



smart.



and more.



first three quarters 2024.

Investor Presentation
November 28, 2024

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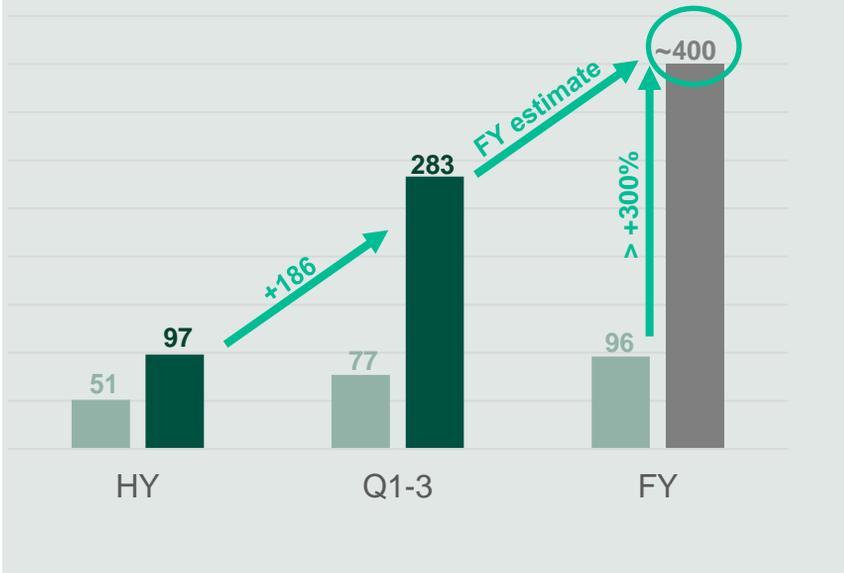
highlights.

- 1 strong resi sales.** resi-heavy pipeline. office in “wait and see”.
- 2 esg-rating update.** top of the range. prime status.
- 3 second green bond.** successful repayment profile further smoothed.
- 4 Q3 financials.** as expected. on track.
- 5 cash remains king.** cash generation program continues. headwind continues.
- 6 outlook.** cutting loss in half (2024). returning to profitability (H2/2025).

1 resi booms. points the way.

units sold.¹

2023, 2024, 2024e

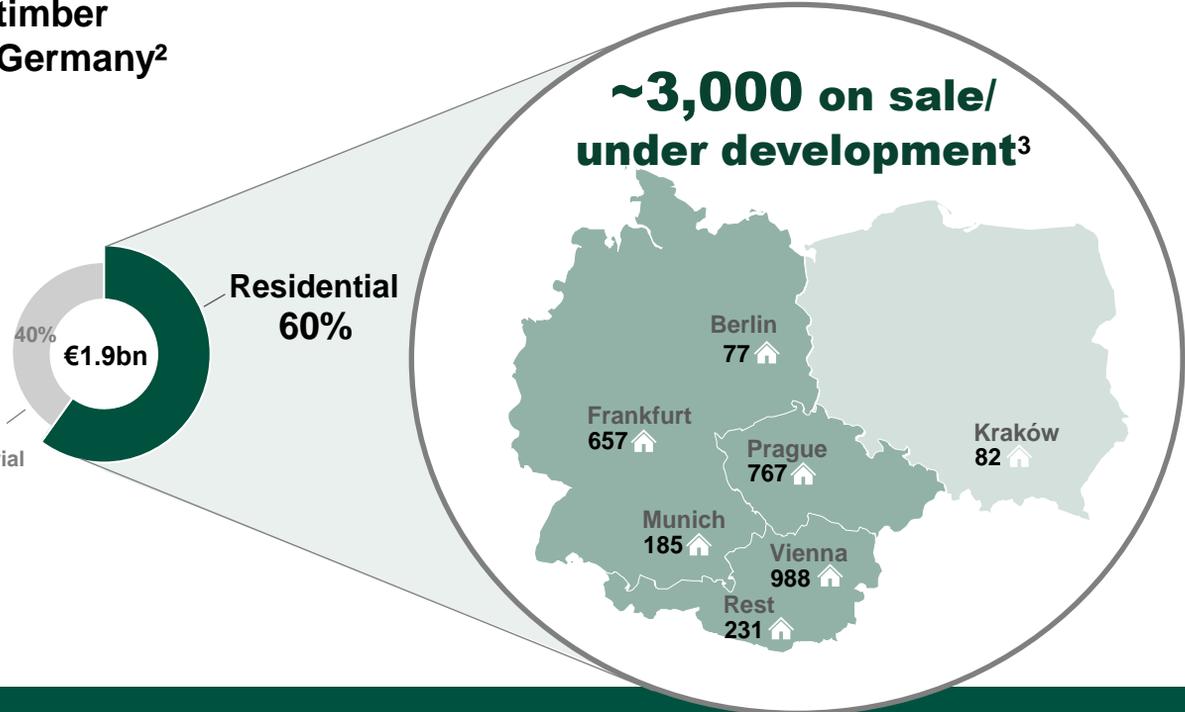


resi sales tripled in Q3 compared to FY 2023.

¹ based on 100% view

1 pipeline¹: resi. timber. germany.

76% timber
58% Germany²



Light Industrial & Office

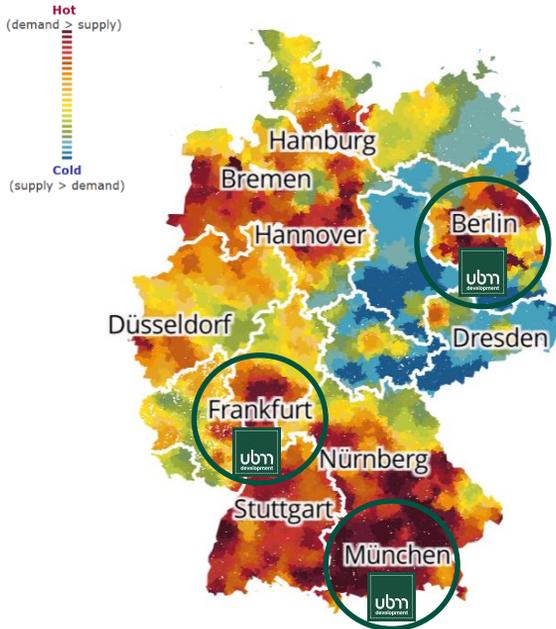
resi-heavy. leading developer of timber projects in europe.

¹ based on total output logic (pro-rata, based on UBM share), Q3 2024-Q3 2028, ² 35% Austria, 6% Czech Republic, 1% Poland

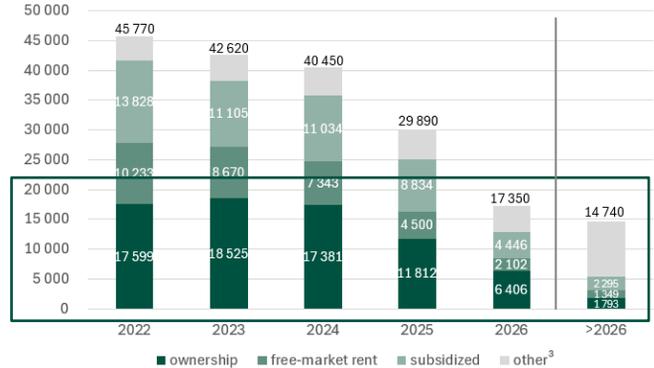
³ based on total residential project view (including projects with partially sold units)

1 resi. demand-supply imbalance.

Residential heatmap Germany: ²



Residential pipeline Austria: ¹



- Completions down 30% by 2025
- Ø €7.070 per sqm in Vienna (Q3/2024)
- free-market rents rising by 11.4%
- Project developers disappearing

shortage of supply aggravates. temperature goes up.

¹ Fachverband für Immobilien- und Vermögenstreuhänder ² www.wohnwetterkarte.de by bpd and bulwiengesa, November 2024

³ serviced apartments, student housing, "betreutes Wohnen", holiday apartments etc.

1 office undecided. sales update.



- **two-thirds of Timber Pioneer leased** to Universal Investment
 - **retail spaces fully leased**
 - **remaining office area (~4,500m²)**
-
- **work from home trend diminishing**
 - **growing demand for ESG-compliant real estate**
 - **cost efficiency and energy savings**

office market remains in “wait and see” position.

2 esg. staying ahead.

Real Estate and Construction (current ISS rankings ¹)

UBM Development AG B-

PORR AG	C+
Vonovia SE	C
Instone Real Estate Group SE	C
Hochtief AG	C
CA Immobilien Anlagen AG	C
LEG Immobilien AG	C
Hochtief AG	C
TAG Immobilien AG	C
Bauer AG	C-
IMMOFINANZ AG	C-
Strabag SE	C-
Branicks Group AG	D+
Coreo AG	D

- ESG rating update by ISS puts us **again on top of peer group**
- **Only** Austrian company with **prime status / B-¹**
- **Committed** to report on internationally recognized **reporting standards**

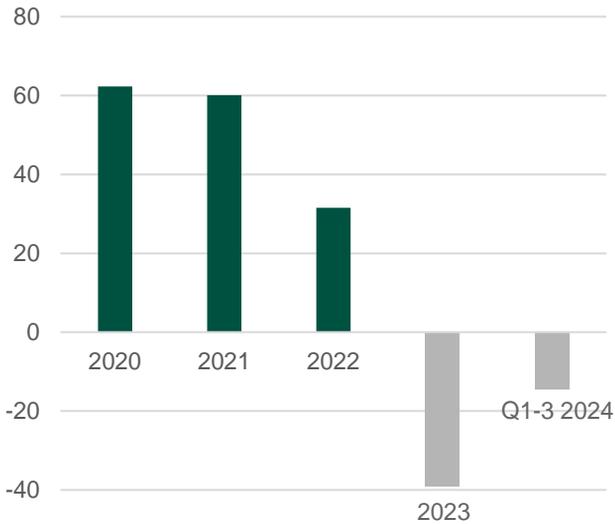


¹ Source: ISS Orbit, Industry Real Estate and Construction, Germany and Austria, November 2024

4 Q1-3 figures.

Earnings before tax

in € m



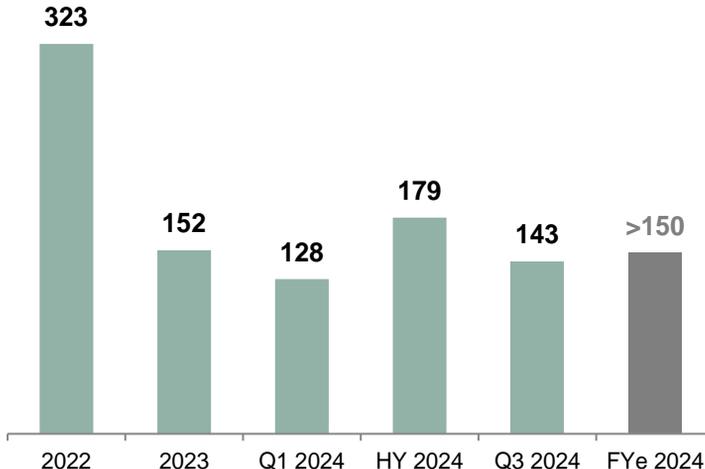
- negative **EBT** in Q1-3 due to **transaction market standstill**
- **equity ratio** within **target range** of 30-35%, **LTV** well **below 60%**
- Balance sheet ratios:

	Sep 30, 2024	Dec 31, 2023
Net debt	589m	610m
Balance sheet total	1,186m	1,254m
Equity-Ratio	30.2%	30.3%
LTV	49.6%	48.7%

liquidity over profitability. ratios within target range.

5 cash management. #1 priority.

Cash
in €m



- **€365m cash invested over last 24 months**
- **€225m bond repayments from cash position in the last 24 months**
- **€ ~65m cash outflows in the last 12 months due to prolongations of project financings**
- **expected cash balance of over €150m by year-end**

cash remains king. challenging environment continues.

6 outlook.

2024

liquidity over profitability. halving loss (compared to 2023).

2025

tailwind (indexation, interest). return to profitability (in H2).

2026

„survivors“ benefit. rent increase + cost efficiency.

backup.

▪ ubm at a glance	14
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ubm. at a glance.

focus.

- Residential and Light Industrial & Office
- Major European cities
- *green. smart. and more.*

pipeline.

- € 1.9bn (pro rata over the next four years)
- More than 300,000m² of timber (hybrid) construction
- 90% in Germany and Austria

stock exchange.

- Prime Market listing in Vienna for maximum transparency
- Ortner and Strauss syndicate as core shareholder (roughly 39%)
- Top management (ExCo) invested and incentivized (share options plan)

track record.

- more than 150 years of corporate history
- more than 150 years of capital markets history
- *competent. consequent. transparent.*

development pipeline. (I).

Project	Asset class	Gross floor area, Apartments	Share	Compl.	Status ¹
Gmunder Höfe (III), Munich	Residential	58 apartments	30%	Q1/24	Fwd. S.
Hafeninsel IV, Mainz	Residential	92 apartments	50%	Q1/24	Part. S.
Noble Residence, Krakow	Residential	80 apartments, 2 retail units	100%	Q1/24	Part. S.
Astrid Garden, Prague	Residential/Retail	138 apartments, 2 retail units	100%	Q3/24	Part. S.
Arcus City (incl. Timber Praha), Prague	Residential	278 apartments, 5 retail units	100%	Q3/24	Part. S.
Adler Lodge, Kirchberg	Residential	16 apartments	100%	Q3/24	
Timber Pioneer, Frankfurt	Office	17,600m ²	75%	Q4/24	
Gmunder Höfe (II), Munich	Residential	124 apartments	30%	Q1/25	Fwd. S.
Timber Peak, Mainz	Office	9,500m ²	100%	Q3/25	
Leopold Quartier BT A, Vienna	Office	28,800m ²	70%	Q4/25	
Leopold Quartier BT C, Vienna	Residential	75 apartments	100%	Q4/25	Part. S.
Leopold Quartier BT D, Vienna	Residential	178 apartments	100%	Q1/26	

Note: selected projects

¹ Fwd. S. = Forward Sale, Part. S. = Partial Sale,

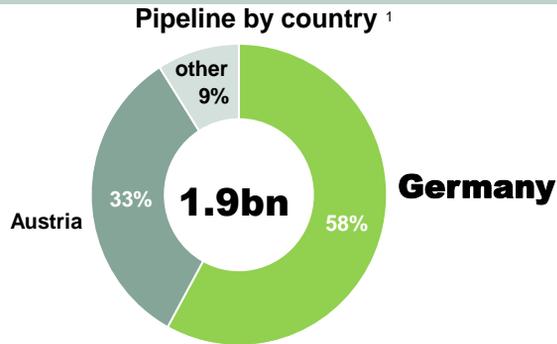
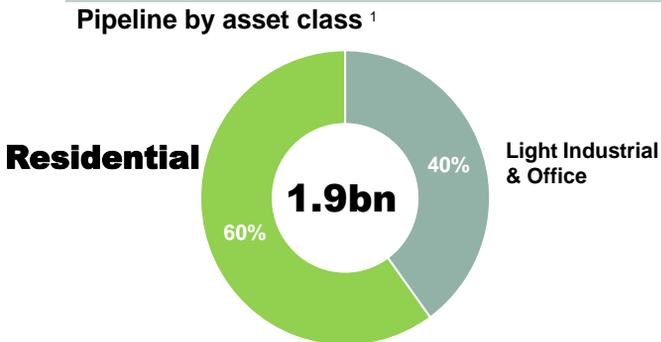
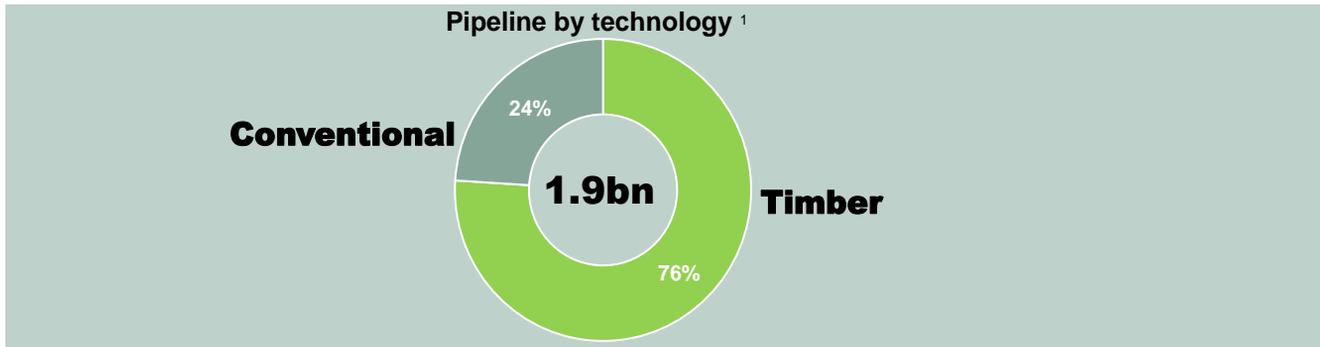
development pipeline. (II).

Project	Asset class	Gross floor area, Apartments	Share	Compl.	Status ¹
Havn, Mainz	Residential/Office	44 apartments, 1,600m ²	100%	Q1/26	Part S.
Village im Dritten, Vienna	Residential/Office	480 apartments, 10,200m ²	51%	Q1/26	Part S.
Timber Works, Munich	Mixed	9,700m ²	100%	Q3/26	
Timber View, Mainz	Residential	176 apartments	100%	Q4/26	
Timber Living, Munich	Mixed	224 apartments	100%	Q4/26	
Timber Port, Düsseldorf	Office	11,800m ²	100%	2027	
Timber Factory, Munich	Mixed	55,200m ²	60%	2027	
Wohnanlage Amras, Innsbruck	Residential	190 apartments	50%	2027	
Molenkopf, Mainz	Residential	108 apartments	100%	2027	
LeopoldQuartier BT B, Vienna	Residential/Office	25,200m ²	100%	2028	
Timber Marina Tower, Vienna	Office	44,400m ²	100%	2028	

Note: selected projects

¹ Fwd. S. = Forward Sale, Part. S. = Partial Sale,

pipeline: timber. resi. germany.



¹ based on total output logic (pro-rata, based on UBM share), Q3 2024-Q3 2028

timber family. (I).



**Timber Praha,
Prague**

Apartments: 62
Completion: Q3/24



**Timber Peak,
Mainz**

GFA: 9,500m²
Completion: Q3/25

2024

2025

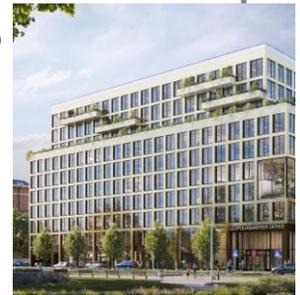
**Timber Pioneer,
Frankfurt**

GFA: 17,600m²
Completion: Q4/24



**LeopoldQuartier A, C, D
Vienna**

Office GFA: 28,800m²
Apartments: 253
Completion: Q4/25 (A)



Note: selection of projects in UBM's pipeline, GFA = Gross floor area

timber family. (II).



**Timber Works,
Munich**
GFA: 9,700m²
Completion: Q3/26



**Timber Living,
Munich**
Apartments: 224
Completion: Q4/26

2026

**Timber View,
Mainz**
Apartments: 176
Completion: Q4/26



**Timber Factory D,
Munich**
GFA: 13,200m²
Completion: Q4/26



Note: selection of projects in UBM's pipeline, GFA = Gross floor area

timber family. (III).



**Timber Port,
Düsseldorf**
GFA: 11,800m²
Completion: 2027



**Timber Marina Tower,
Vienna**
GFA: 44,400m²
Completion: 2028

2027

2028

**Timber Factory,
Munich**
GFA: 55,200m²
Completion: 2027



**LeopoldQuartier,
Vienna**
Completion: 2028
(incl. B)

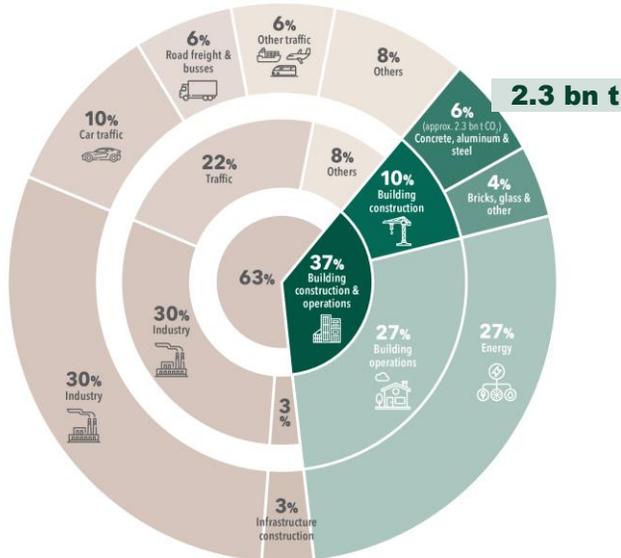


Note: selection of projects in UBM's pipeline, GFA = Gross floor area

megatrend. climate change.

Global CO₂-Emissions

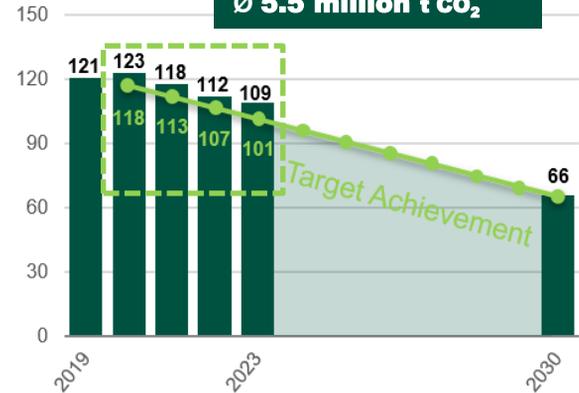
6% of total CO₂ emissions from concrete, aluminum and steel



Climate Change

Development of CO₂ emissions in the building sector (Germany)*

Pathway in m t CO₂

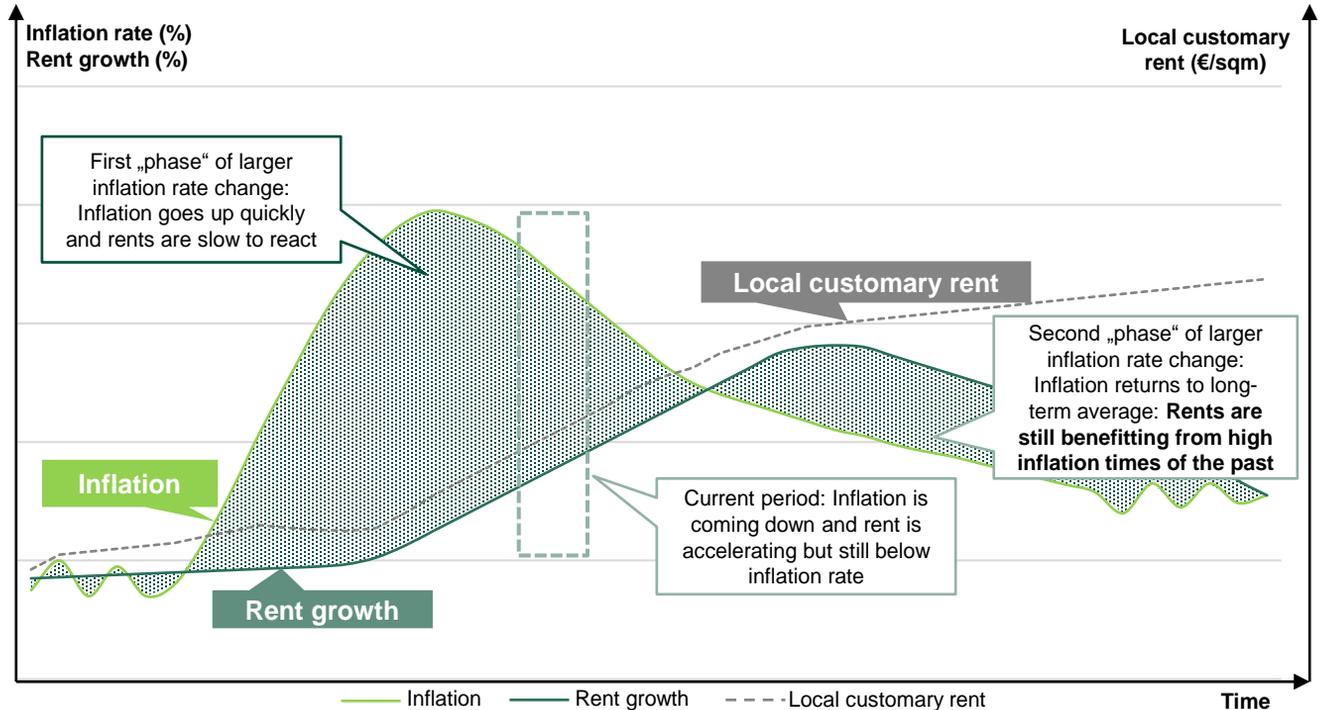


- the building sector has been failing to meet climate targets for years

timber is the most significant lever. in construction.

*Agora Energiewende (2023): "Die Energiewende in Deutschland: Stand der Dinge 2023".

megatrend. rent increase.

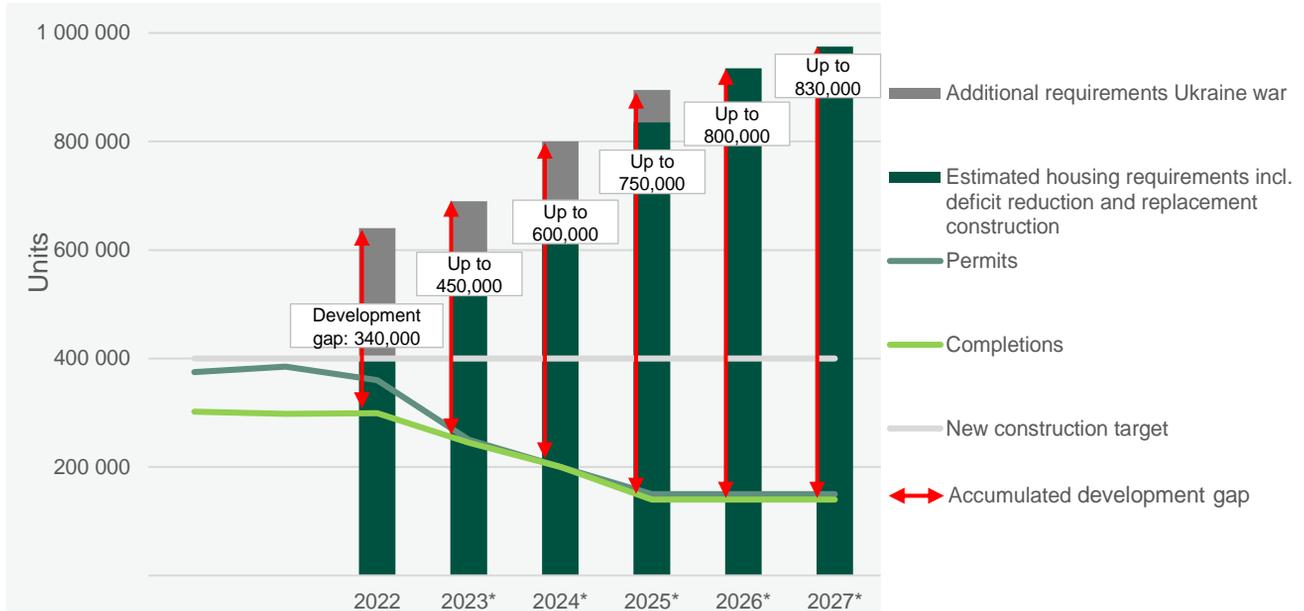


rent increases come with significant delay.

megatrend. supply and demand imbalance.

Supply & Demand Imbalance* Germany only

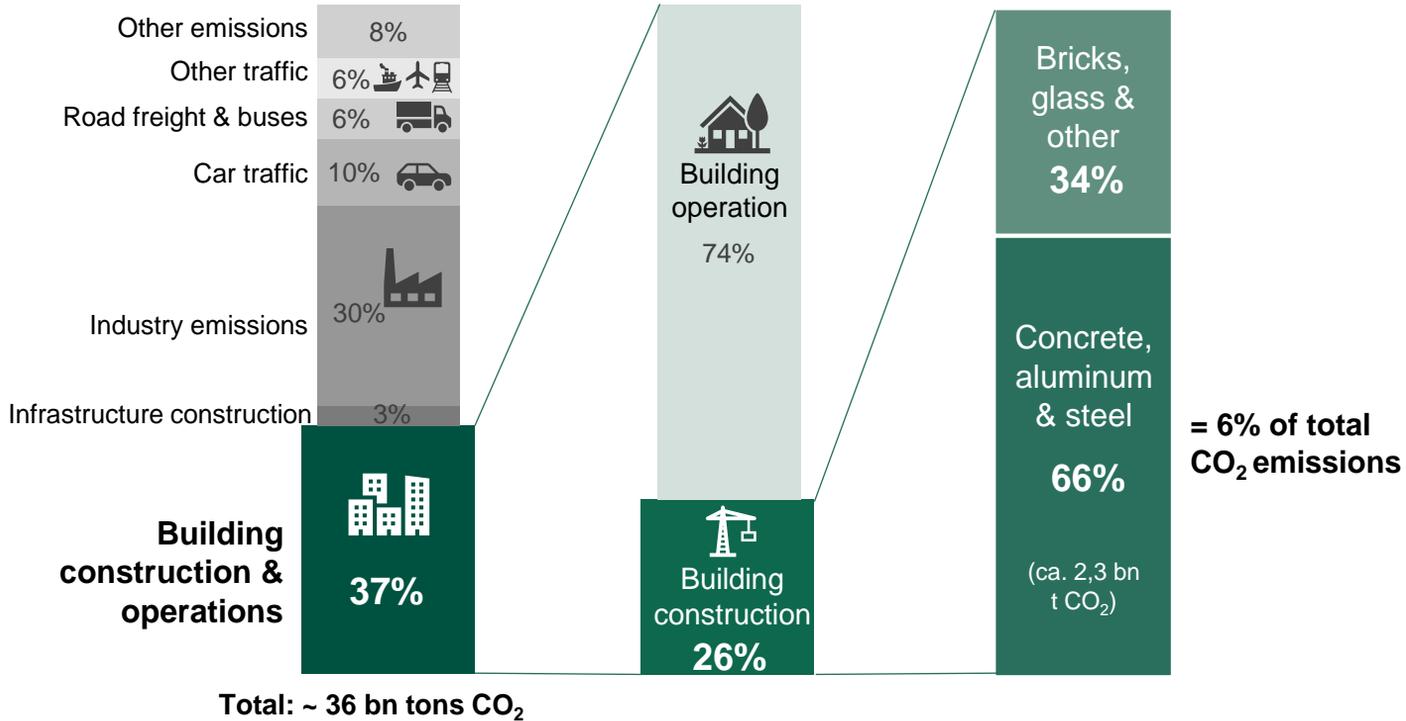
Expected demand, permits, completions (` 100 units)



socio-political dynamite.

* Adapted from ZIA forecast based on Empirica and Pestel Institute.

global CO₂ emissions.



Source: United Nations Environment Programme (2022 Global Status Report for Buildings and Construction) & IEA (Transport sector CO₂ emissions, Buildings energy system)

timber construction. benefits.

- **CO₂ footprint – climate neutrality**
 - one m³ of wood stores one ton of CO₂
 - one m³ of concrete produces 0.6 tons of CO₂
- **time and cost advantages**
 - almost half of construction time
 - 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 to 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

hotels. leasing business.

hotels – on balance sheet



andaz prague



voco the hague



hiex duesseldorf



hiex potsdam

hotel operation portfolio – 3,737 rooms

5 hotels



1,223 rooms

1 hotel



155 rooms

8 hotels



1,947 rooms

2 hotels



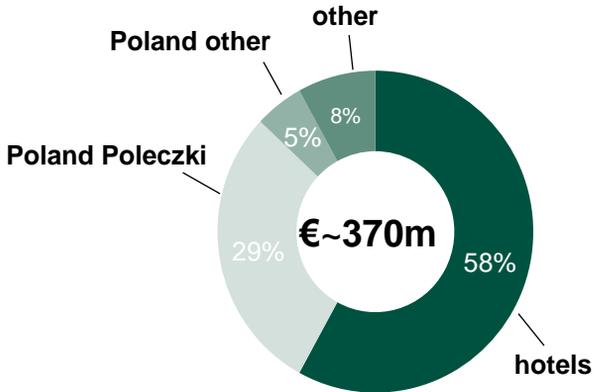
411 rooms

ubm hotels business model



standing assets.

Book values (IFRS)
in € m



- **Hotels** and **Poleczki** represent around € 320m (~90%) of standing assets
- **Hotel transaction market down** and **coined by opportunity hunters** (at the moment)
- **Poleczki** Business Park in Poland
 - Madrid building sold in Q1/24
 - Lisbon building sold in Q2/24



Andaz
Prague



voco
The Hague



HIEx
duesseldorf



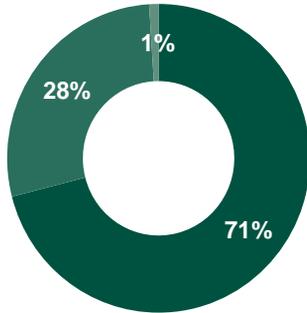
HIEx
Potsdam



Kempinski
Jochberg

book value breakdown. €1.3bn.

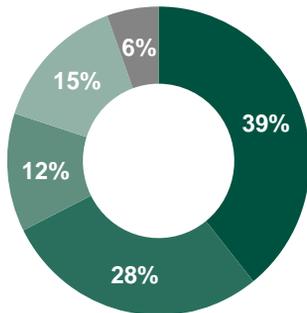
Book value by asset class



- Developments
- Standing Assets
- Land Bank

- **development portfolio 71%**
- **standing portfolio as a result of current market condition**

Book value by country



- Germany
- Austria
- Poland
- Czech Rep.
- Other

- **Germany and Austria represent 67% of book values**
- **Poland share at 12% due to standing assets (Poleczki Park)**

key performance indicators.

Key Earnings Figures (in € m)	1-9/2024	1-9/2023	%Δ
Total Output ¹	319,371	181,841	75.6%
Revenue	63,361	62,861	0.8%
EBT	-14,545	-17,446	n.m.
Net result (before non-controlling interests)	-15,653	-15,029	n.m.
Key Asset and Financial Figures (in € m)	30 Sep 2024	31 Dec 2023	%Δ
Total assets	1.186,146	1.253,777	-5.4%
Equity	357.7	379.7	-5.8%
Equity ratio	30.2%	30.3 %	-0.1PP
Net debt ²	588.8	610.2	-3.5%
Cash and cash equivalents	142.9	151.5	-5.7%
Key Share Data and Staff	30 Sep 2024	30 Sep 2023	%Δ
Earnings per share (in €) ³	-2.67	-2.61	n.m.
Market capitalisation (in € m)	154.7	156.9	-1.4%
Dividend per share (in €) ⁴	-	1.10	n.m.
Staff	242	275	-12.0%

¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sale proceeds from share deals, each in proportion to the stake held by UBM.

² Net debt equals current and non-current bonds and financial liabilities, excluding leasing liabilities, minus cash and cash equivalents.

³ Earnings per share after the deduction of hybrid capital interest.

⁴ The dividend is paid in the following financial year but is based on the previous year's net profit.

income statement.

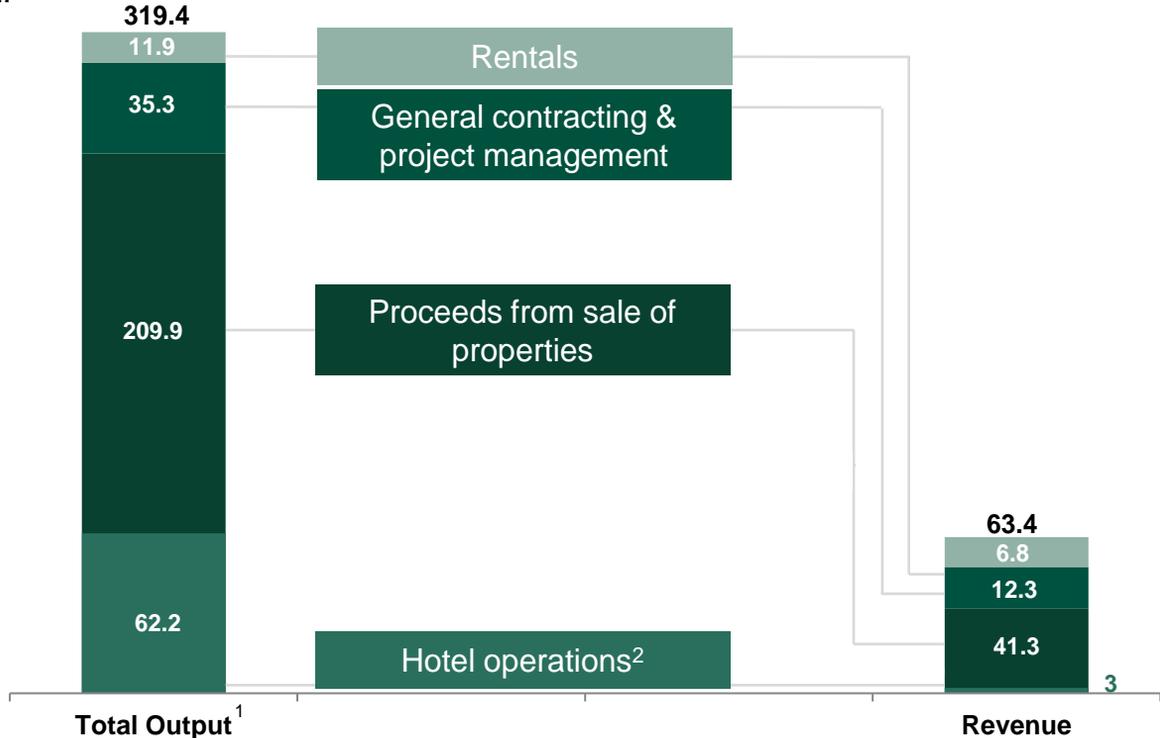
in T €	1-9/2024	1-9/2023	%Δ
Total Output ¹	319,371	181,841	76%
Revenue	63,361	62,861	1%
Changes in the portfolio	29,901	22,871	31%
Share of profit/loss from companies accounted for at equity	-7,878	-8,856	-11%
Income from fair value adjustments to investment property	1,684	3,534	-52%
Other operating income	7,660	7,048	9%
Material cost	-60,583	-52,803	15%
Personnel expenses	-16,109	-21,495	-25%
Expenses fair value adjustments to investment property	-464	-20,547	-98%
Other operating expenses	-18,450	-30,496	-40%
EBITDA	-878	-37,883	n.m.
Depreciation and amortisation	-1,873	-1,987	-6%
EBIT	-2,751	-39,870	n.m.
Financial income ²	13,128	44,439	-70%
Financial cost	-24,922	-22,015	13%
EBT	-14,545	-17,446	n.m.
Income tax expense	-1,108	2,417	n.m.
Net Profit	-15,653	-15,029	n.m.
Earnings per share (in €)	-2.67	-2.61	n.m.

¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sales proceeds from share deals in proportion to the stake held by UBM

² Includes income from share deals

total output and revenue. bridge.

in € m



¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sale proceeds from share deals in proportion to the stake held by UBM.

² Due to deconsolidation of UBM hotels Management GmbH

total output and EBT. segment reporting.

in € thousands

Total Output by region	1-9/2024	1-9/2023	%Δ
Germany	45,639	49,797	-8%
Austria	117,951	32,329	n.m.
Poland	75,161	36,787	n.m.
Other	80,620	62,928	28%
Total	319,371	181,841	76%

Total Output by asset class	1-9/2024	1-9/2023	%Δ
Residential	69,648	47,288	47%
Office	123,077	32,354	n.m.
Hotel	85,482	57,430	49%
Other	12,384	9,200	35%
Service	28,781	35,569	-19%
Total	319,371	181,841	76%

EBT by region	1-9/2024	1-9/2023	%Δ
Germany	-11,843	-5,034	n.m.
Austria	4,350	4,614	n.m.
Poland	-2,281	-9,578	n.m.
Other	-4,770	-7,449	n.m.
Total	-14,545	-17,447	n.m.

EBT by asset class	1-9/2024	1-9/2023	%Δ
Residential	-11,801	-14,202	n.m.
Office	-6,694	-15,449	n.m.
Hotel	-1,935	-3,909	n.m.
Other	808	11,348	n.m.
Service	5,078	4,765	n.m.
Total	-14,545	-17,447	n.m.

balance sheet. assets.

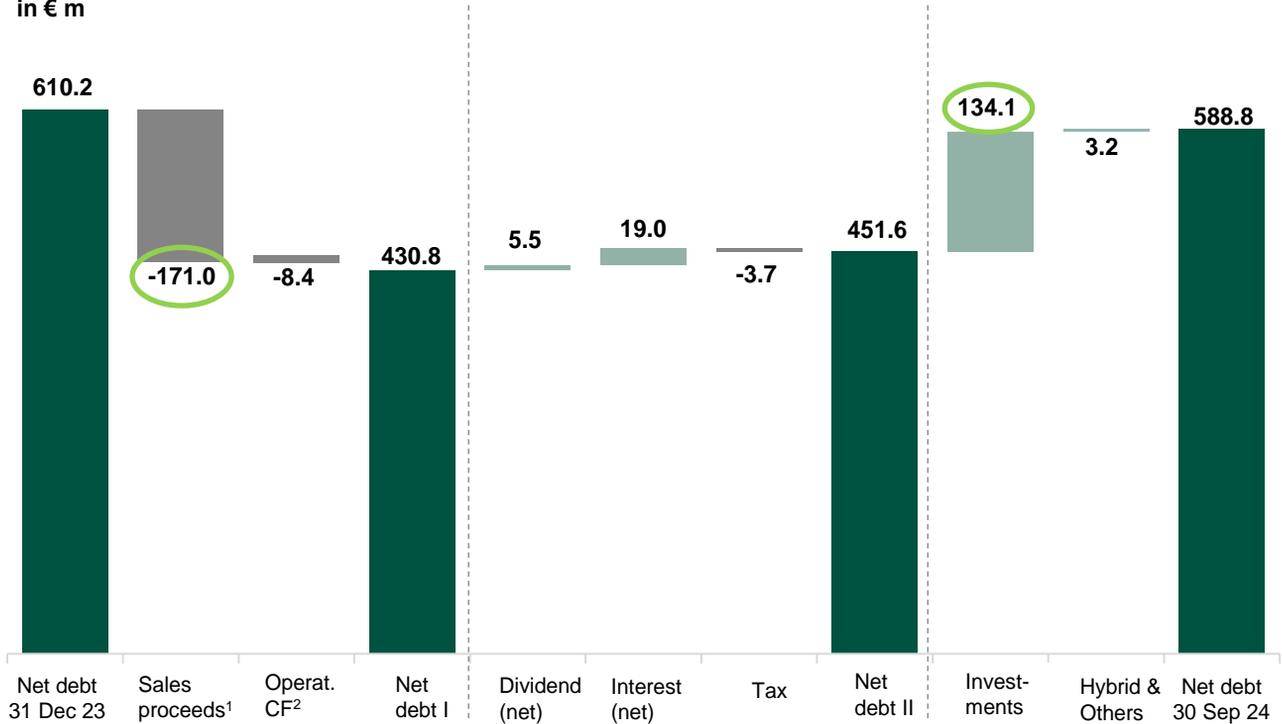
in € thousands	30 Sep 2024	31 Dec 2023	%Δ
Non-current assets	665,854	745,295	-10.7%
Intangible assets	1,857	1,915	-3.0%
Property, plant and equipment	9,980	11,129	-10.3%
Investment property	313,176	407,894	-23.2%
Investments in companies accounted for at equity	133,899	150,208	-10.9%
Project financing	185,240	143,552	29.0%
Other financial assets	10,634	19,358	-45.1%
Financial assets	2,246	2,356	-4.7%
Deferred tax assets	8,822	8,883	-0.7%
Current assets	520,292	508,482	2.3%
Inventories	292,249	265,411	10.1%
Trade receivables	40,617	37,315	8.8%
Financial assets	33,774	40,089	-15.8%
Other receivables and current assets	10,712	14,147	-24.3%
Cash and cash equivalents	142,940	151,520	-5.7%
Total assets	1.186,146	1.253,777	-5.4%

balance sheet. equity & liabilities.

in € thousands	30 Sep 2024	31 Dec 2023	%Δ
Equity	357,670	379,722	-5.8%
Share capital	52,305	52,305	0%
Capital reserves	98,954	98,954	0%
Other reserves	100,672	121,535	-17.2%
Mezzanine/hybrid capital	100,219	101,605	-1.4%
Non-controlling interests	5,520	5,323	3.7%
Non-current liabilities	627,999	686,829	-8.6%
Provisions	8,460	11,129	-24.0%
Bonds	377,414	376,066	0.4%
Non-current financial liabilities	231,560	287,815	-19.5%
Other non-current financial liabilities	850	1,404	-39.5%
Deferred tax liabilities	9,715	10,415	-6.7%
Current liabilities	200,477	187,226	7.1%
Provisions	2,777	3,554	-21.9%
Bonds	-	-	
Current financial liabilities	144,426	120,365	20.0%
Trade payables	23,306	25,653	-9.1%
Other current financial liabilities	21,965	26,502	-17.1%
Other current liabilities	3,580	4,325	-17.2%
Taxes payable	4,423	6,827	-35.2%
Total equity & liabilities	1.186,146	1.253,777	-5.2%

overview. cash flow.

in € m



¹ Incl. advance payments (IAS 2) and PoC IFRS 15 valuations

² Operative cash flow after working capital and before interest/taxes

cash flow. net debt reconciliation.

in € thousands

	Sales Proceeds	Operating CF incl. WC	Dividends (net)	Interest (net)	Tax (Income Tax)	Investments	Other	Net debt Neutral	
Profit / Loss for the period	-15,653		-15,653						
Depreciation, impairment & reversals of impairment on fix. & fin. assets	654		654						
Interest income/expense	10,947		10,947						
Income from companies accounted for at equity	7,878		7,878						
Dividends from companies accounted for at equity	3,200		3,200						
Decrease in long-term provisions	-2,669		-2,669						
Deferred income tax	341		341						
Operating cash flow	4,698	0	4,698	0	0	0	0	0	
Increase /decrease in short-term provisions	-673		-673						
Increase/decrease in tax provisions	-2,311		-2,311						
Losses/gains on the disposal of assets			834						
Increase /decrease in inventories	-11,193	12,098	0			-23,291			
Increase/decrease in receivables	4,539	0	11,996			-7,457			
Increase/decrease in payables	-1,564		-1,564						
Interest received				2,174					
Interest paid	-21,179			-21,179					
Other non-cash transactions	-846		-846						
Cash flow from operating activities	-25,521	12,098	12,134	0	-19,005	0	-30,748	0	
Proceeds from sale of intangible assets	-	-							
Proceeds from sale of property, plant and equipment & investment property	6,352	6,352							
Proceeds from sale of financial assets	37,999	37,999							
Proceeds from the repayment of project financing	38,157	38,157							
Investments in intangible assets	-122					-122			
Investments in property, plant and equipment & investment property	-33,980					-33,980			
Investments in financial assets	-200					-200			
Investments in project financing	-69,017					-69,017			
Proceeds from the sale of consolidated companies less cash and cash equivalents	20,697	76,441						-55,744	
Payments made for the purchase of subsidiaries less cash and cash equivalents	-							-	
Cash flow from investing activities	-114	158,949	0	0	0	-103,319	0	-55,744	
Dividends	-5,500		-5,500						
Dividends paid out to non-controlling interests	-5		-				-5		
Proceeds from bonds and notes	-							-	
Repayment of bonds and notes	-							-	
Increase in loans and other financing	82,396							82,396	
Repayment of loans and other financing	-59,185							-59,185	
Increase in hybrid capital	-							-	
Cash flow from financing activities	17,706	0	0	-5,500	0	0	0	-5	
Change to cash and cash equivalents	-9,929								
Cash and cash equivalents as of 1 Jan	151,520								
Currency translation differences	-651		-651		651				
Cash and cash equivalents as of 31 Dec	142,940								
Tax paid	-3,078		-3,078		3,078				
		171,047	8,405	-5,500	-19,005	3,729	-134,067	-5	-32,533

bonds. overview.

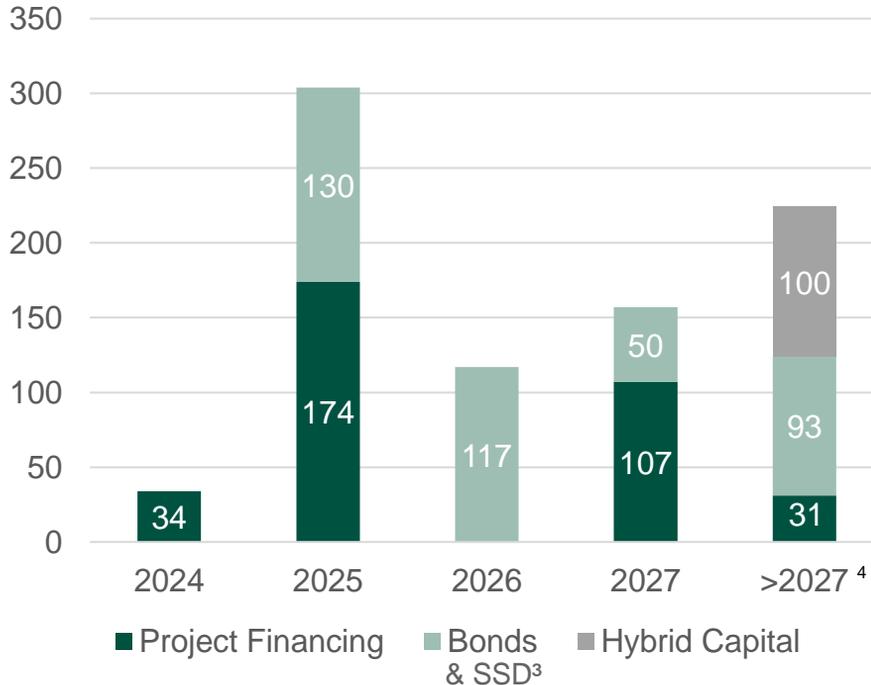
Bond	Term	Nominal	Nominal	Coupon
		(in € m) 30.09.2024	(in € m) 31.10.2024	
2.75% UBM Bond	2019-2025	120.0	86.9	2.75%
3.125% Sustainability-linked bond	2021-2026	150.0	109.5	3.125%
7.00% Green Bond	2023-2027	50.0	50.0	7.00%
7.00% Green Bond	2024-2029	0.0	93.0	7.00%
5.50% Sustainability-linked Hybrid Bond	unlimited maturity ²	100.0	100.0	5.50%
Bearer Bond	2020-2025	22.0	13.5	3.00%
Promissory Note Loans	2020-2025	26.0	26.0	3.00%
Promissory Note Loans ¹	2020-2025	4.0	4.0	3.00%
Promissory Note Loans	2020-2026	4.0	4.0	3.00%
Promissory Note Loans	2021-2026	3.0	3.0	3.00%

Data as of 31 Oct 2024

¹ floating rate, Euribor 3M² step-up: 18 June 2026

financing structure.

Annual Debt Maturity Profile in €m¹



Group Debt Structure¹

Average Cost of Debt:
5,04% p.a.

Long- & Short-Term Financial Liabilities:
€ 346,5m²
(average 5.53% p.a.)

Bonds:
€ 389,9m³
(average 4.48% p.a.)

¹ Data as of 31 October 2024 for fully consolidated companies

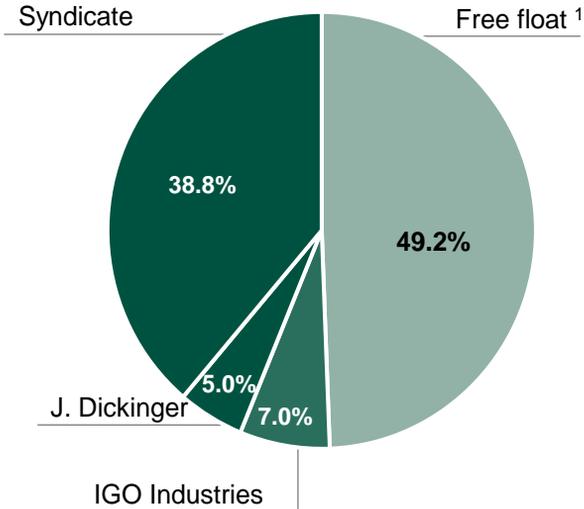
² Excluding leasing liabilities

³ Including SSD (bearer bonds and promissory note loans)

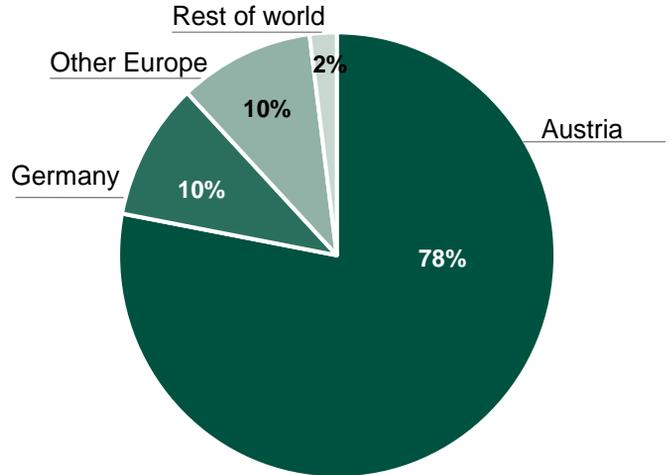
⁴ €100m hybrid step-up: 18 June 2026

shareholder structure.

Shareholder Structure



Free Float – Geographical Split²



Data as of 30 Sep 2024

¹ Free float including Management Board and Supervisory Board (3.0%)

² Free float geographical split excluding Management Board and Supervisory Board

coverage. regular research.

Bank	Analyst	Price target	Recomm.	Date
M.M.Warburg	Simon Stippig	€31.50	Buy	17.10.2024
SRC Research	Stefan Scharff	€30.00	Buy	23.10.2024
Erste Group	Christoph Schultes	€28.00	Buy	29.08.2024
NuWays by Hauck & Aufhäuser	Philipp Sennewald	€27.00	Buy	30.10.2024
Raiffeisen Bank Int.	Philip Hettich	€25.00	Buy	28.05.2024
Consensus		€28.30		

average share price target of €28.30. all buy.



investor relations.

Financial Calendar 2025

Annual Financial Report 2024	11 Apr 25
Annual General Meeting	21 May 25
Q1 Report 2025	28 May 25
Half-Year Report 2025	28 Aug 25
Q3 Report 2025	27 Nov 25

Shareholder Information

Share price	€ 20.7 ¹
Market capitalisation	€ 154.7 Mio.
No. of shares outstanding	7,472,180
Ticker symbol	UBS VI
ISIN	AT0000815402

¹ Closing Price: 30 September 2024