

green.



smart.



and more.



first quarter update 2024.

Investor Presentation

29 May 2024

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summary. first quarter 2024.

- 1** **asset sales.** promising start.

- 2** **resi sales.** more than doubled.

- 3** **pipeline.** executing timber strategy. prioritisation.

- 4** **investing in the future.** despite cash focus.

- 5** **cash.** low point passed.

- 6** **equity ratio.** in range. relative strength.

- 7** **green bond.** allocation report. audited.

- 8** **outlook.** minor loss in 2024. return to profitability in 2025.

1 asset sales. promising start.



Arcus City, Prague

5 plots sold to Czech construction company



Poleczki, Warsaw

Madrid Building sold to tenant (Porr)



Andaz, Prague

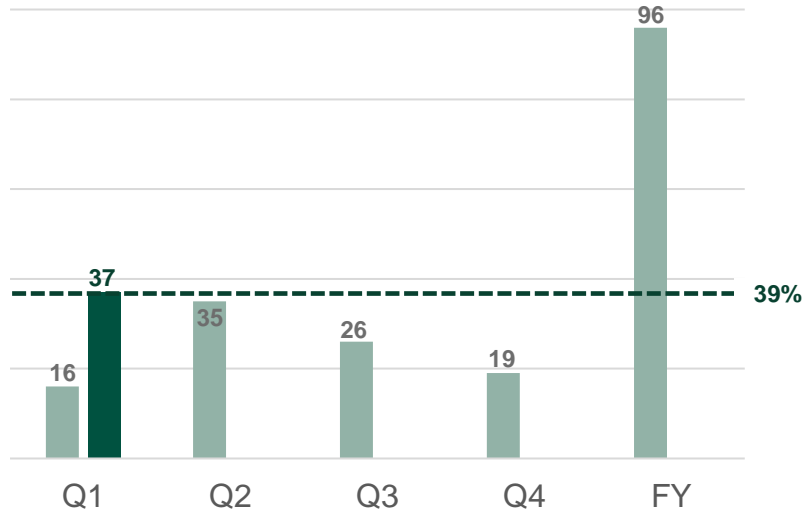
15% stake sold to minority shareholder (IGO)

on track for sale of more than €75m of non-strategic assets.

2 resi sales. more than doubled.

Number of sold units

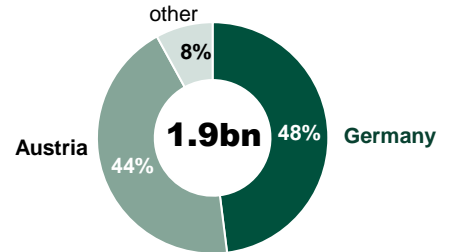
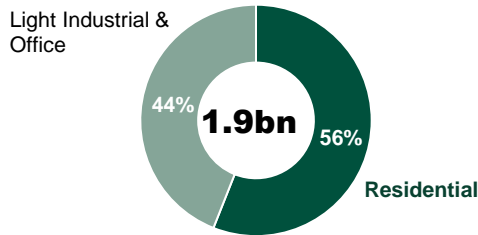
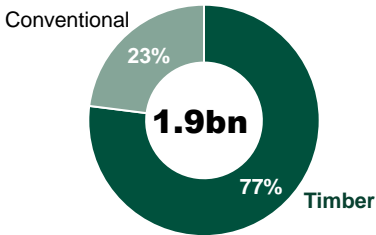
2023 vs. 2024



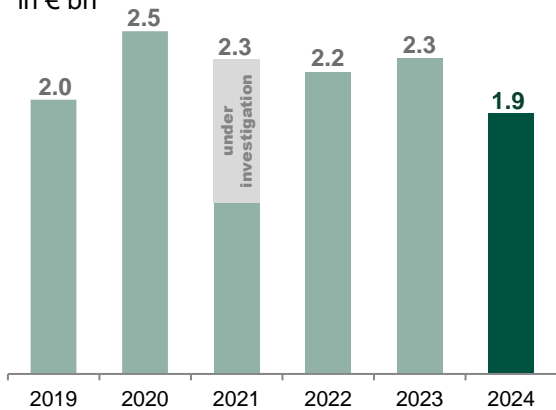
- 39% of total 2023 volume
- >50% of apartments sold in Vienna's VID/11A after only 5 months
- 3,000 apartments in the pipeline
- demand/supply imbalance to aggravate

resi market. first to recover.

3 pipeline. executing our timber strategy.



Development pipeline
in € bn

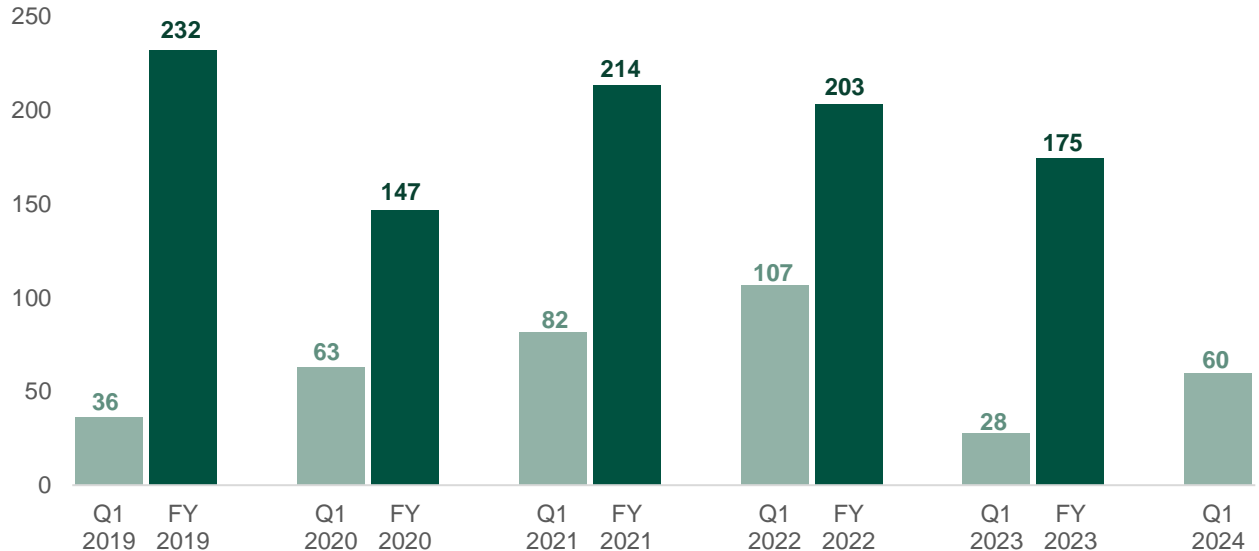


- **prioritisation of projects**
 - ✓ focus on residential
 - ✓ focus on timber
 - ✓ staged execution
- **demand will drive future re-prioritisation**
- **all projects are developed to building permit stage**

Note: pipeline based on total output logic (pro-rata, based on UBM share), Q2 2024-Q1 2028

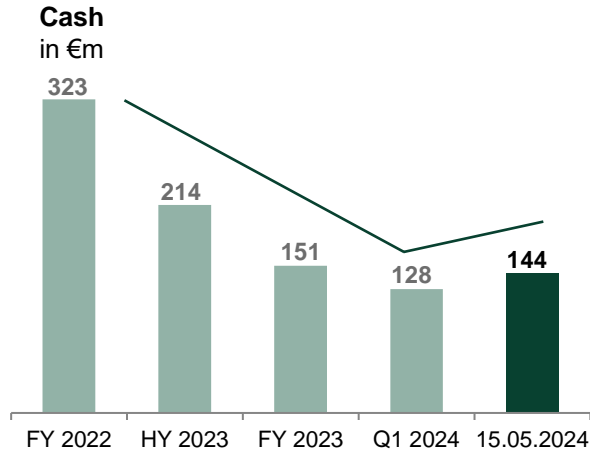
4 investing in the future.

Cash Investments in €m



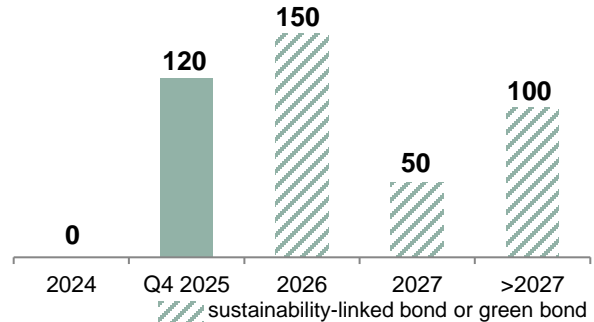
we continue to invest in our pipeline. despite cash focus.

5 cash. low point passed.



- **hybrid interest payment in Q2 2024** - despite no dividend payment for 2023
- **further cash inflows** from standing asset portfolio sales
- **cash management remains priority #1**

Repayment profile of bonds (incl. hybrid)
in €m

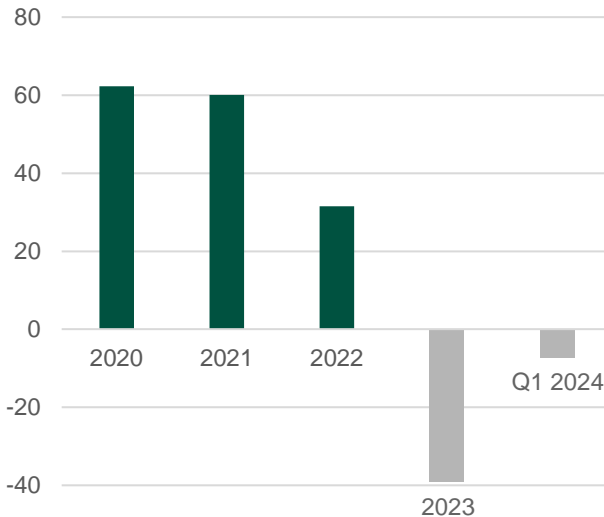


- **no bond repayments till Q4 2025** - competitive advantage
- permanent **debt market sounding** for first **window of opportunity**
- average **cost of debt: 4.9% p.a.**

6 equity ratio. in range.

Earnings before tax

in €m



- **equity ratio still in target range of 30-35%**
- **negative EBT in Q1 due to the lack of project sales and exchange rate loss**
- **healthy balance sheet:**

	31 Mar 2024	31 Dec 2023
Equity	371	380
Equity Ratio	30.0%	30.3%
Net Debt	629	610
LTV¹	50.8%	48.7%

relative strength. in an existential industry crisis.

¹ Loan To Value defined as Net Debt divided by Total equity & liabilities

7 green bond. allocation report.



- publication of the **first UBM Green Bond allocation report**, audited by PWC
- use of proceeds **exclusively applied to finance green projects**
- full amount of **UBM Green Bond 2023** allocated to **LeopoldQuartier** and **Timber Pioneer**
- **no step-up payments for sustainability-linked bonds** in 2024:



8 outlook.

2024

loss well below 2023. liquidity over profitability.

2025

return to profitability. tailwind from lack of supply.

2026

survivors take it all. increase in rent level fully translated.

backup.

▪ ubm at a glance	13
▪ pipeline	14-19
▪ megatrends	20-22
▪ green. smart. and more.	23-24
▪ hotels	25
▪ portfolio book values	26-27
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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 (Executive Committee) invested with €5m

track record.

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

development pipeline. (I).

Project	Asset	Lettable 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	
Timber Peak, Mainz	Office	9,500m ²	100%	Q3/25	
Leopold Quartier BT A, Vienna	Office	28,800m ²	100%	Q4/25	
Leopold Quartier BT C, Vienna	Residential	75 apartments	100%	Q4/25	
Leopold Quartier BT D, Vienna	Residential	178 apartments	100%	Q4/25	

Note: selected projects

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

development pipeline. (II).

Project	Asset	Lettable Area, Apartments	Share	Compl.	Status ¹
Havn, Mainz	Residential/Office	44 apartments, 1,600m ²	100%	Q1/26	Part S.
Village im 3., 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 Factory, Munich	Mixed	Site 28,000m ²	60%	2027	
Wohnanlage Amras, Innsbruck	Residential	190 apartments	50%	2027	
Molenkopf, Mainz	Residential	108 apartments	100%	2027	
LeopoldQuartier BT B, Vienna	Residential/Office	Site 5,600m ²	100%	2028	
Timber Marina Tower, Vienna	Office	44,000m ²	100%	2028	

Note: selected projects

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

timber family. (I).



**Timber Praha,
Prague**

Apartments: 62
Completion: Q3/24



**Timber Peak,
Mainz**

GLA: 9,500m²
Completion: Q3/25

2024

2025

**Timber Pioneer,
Frankfurt**

GLA: 17,600m²
Completion: Q4/24



**LeopoldQuartier A, C, D
Vienna**

Office: 22,000m²
Apartments: 253
Completion: Q4/25 (A)



Note: selection of projects in UBM's pipeline

timber family. (II).



**Timber Works,
Munich**
GLA: 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,
München**
GLA: 13,200m²
Completion: Q4/26



Note: selection of projects in UBM's pipeline

timber family. (III).



**Timber Port,
Düsseldorf**
GLA: 11,800m²
Completion: Q4/26



**Timber Marina Tower,
Vienna**
GLA: 44,000m²
Completion: 2028

2027

2028

**Timber Factory,
Munich**
Site: 29,000m²
Completion: 2027



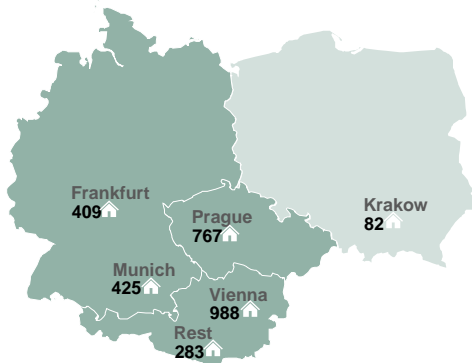
**LeopoldQuartier,
Vienna**
Site: 23,000m²
Completion: 2028
(incl. B)



Note: selection of projects in UBM's pipeline

residential. first to recover.

UBM Residential Pipeline 2024 - 2027



~3.000 apartments in development

Increased demand for UBM residential projects



+131%
increase of residential sales¹

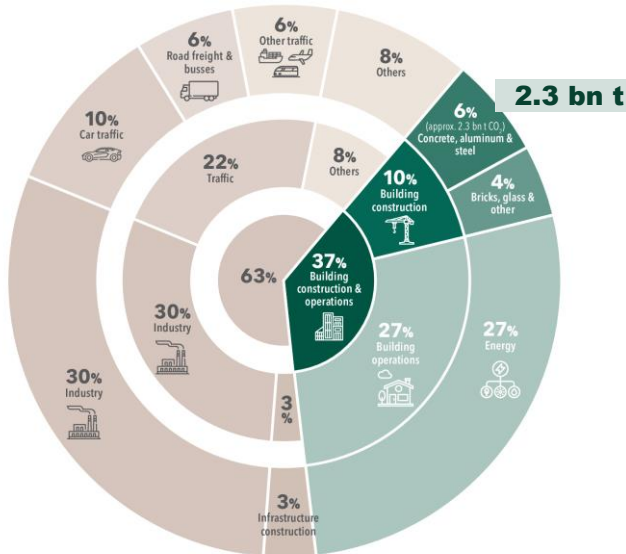
- Arcus City and Village im Dritten outperform plan
- Havn, Mainz right on target with upward trend
- LeopoldQuartier Residential sale starts in Q3 2024

¹ Q1 2024 compared to Q1 2023

megatrend. climate change.

Global CO₂-Emissions

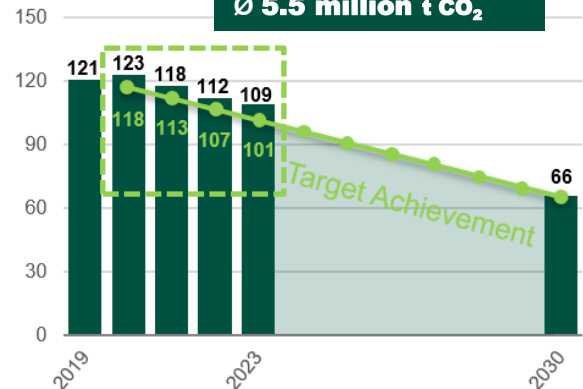
6% of total CO₂ emissions from concrete, aluminum and steel



Climate Change

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

Pathway in m t CO₂

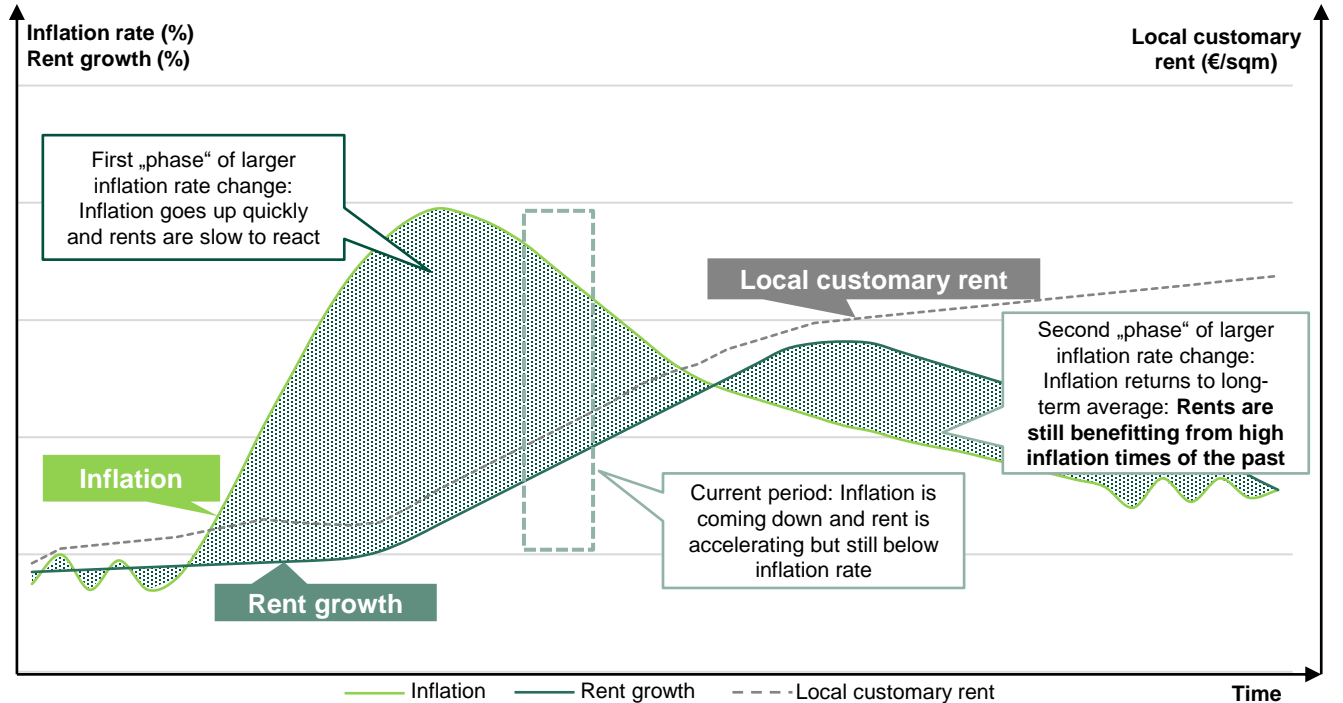


- the building sector has been failing to meet climate targets for years

timber is the most significant lever. in construction.

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

megatrend. rent increase.

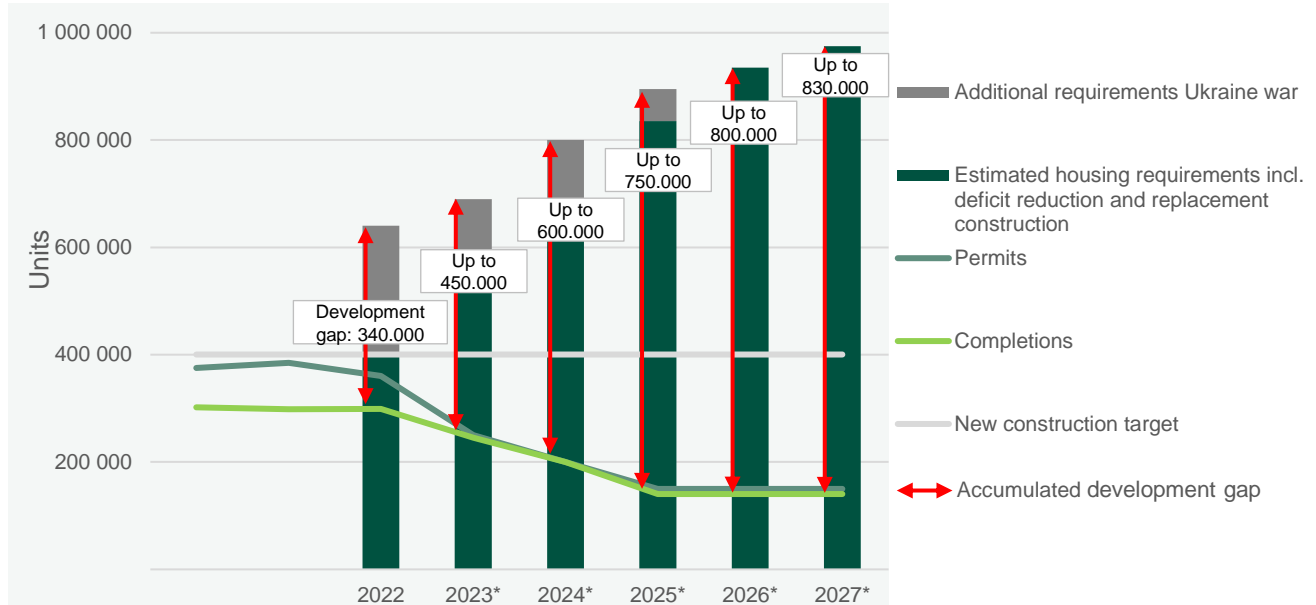


rent increases come with significant delay.

megatrend. supply and demand imbalance.

Supply & Demand Imbalance* Germany only

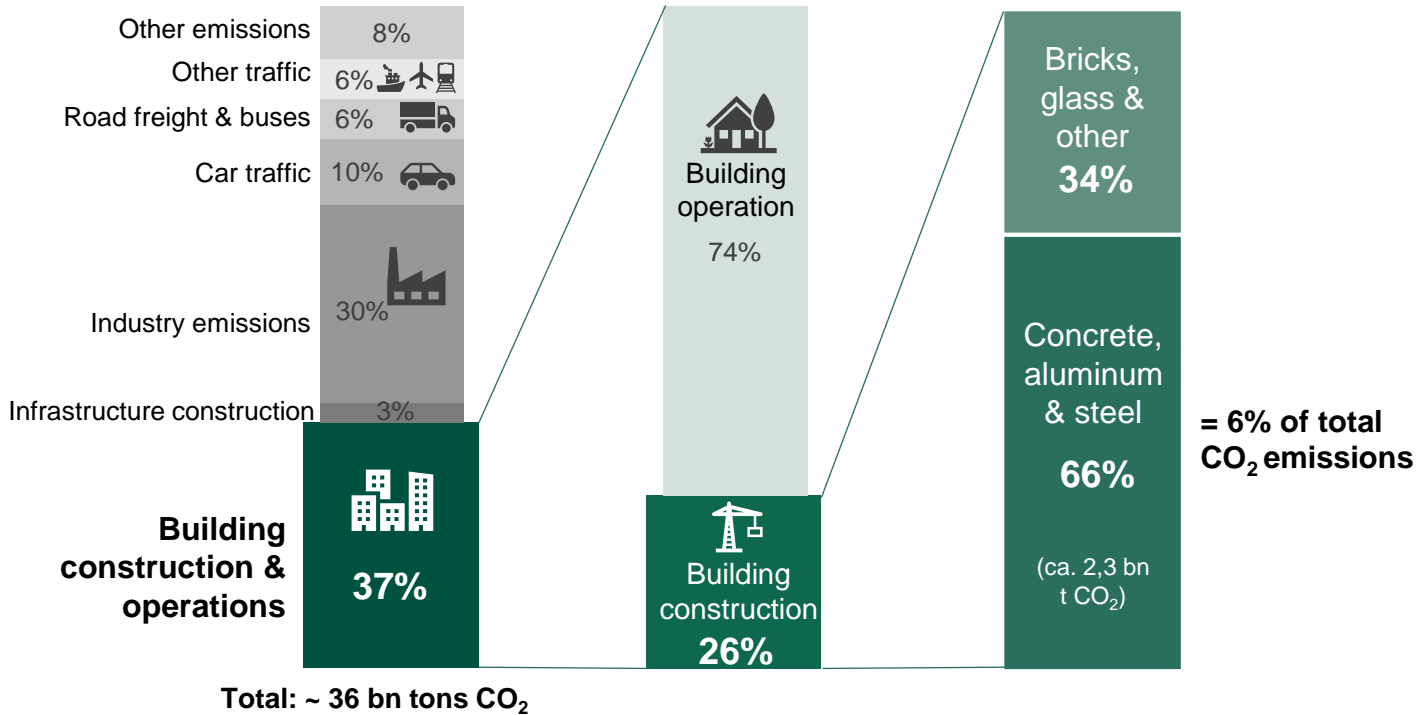
Expected demand, permits, completions (` 100 units)



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 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

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



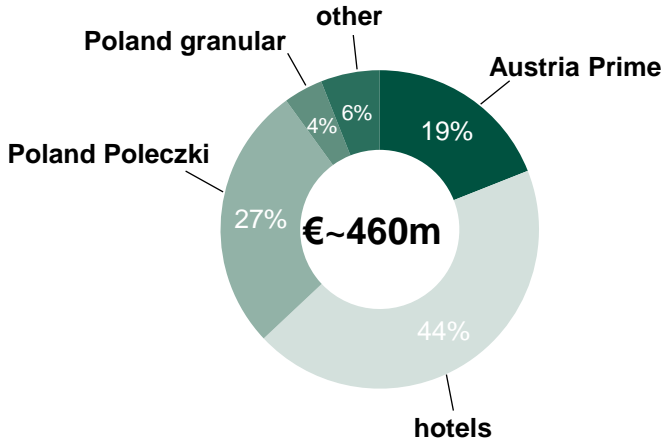
411 rooms

ubm hotels business model



standing assets.

Book values (IFRS)
in €m



- **Austria Prime, Poleczki and hotels** represent around € 415m (~90%) of standing assets
- **Hotel transaction market down and coined by opportunity hunters** (at the moment)
- Sale of **Austrian prime assets dependent on equity partners** (Wien Mitte, Jochberg Kempinski)
- **Poleczki Business Park in Poland**
 - Madrid building sold



andaz
prague



voco the
hague



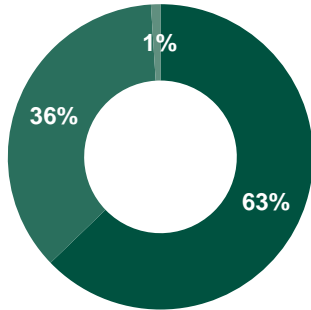
hiex
duesseldorf



hiex
potsdam

book value breakdown. €1.3bn.

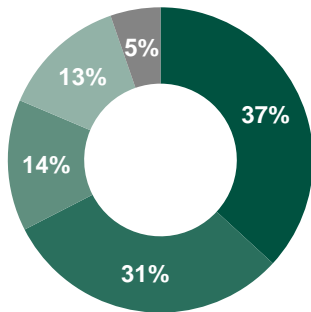
Book value by asset class



- Developments
- Standing Assets
- Land Bank

- **development portfolio >60%**
- **standing portfolio as a result of current market condition**

Book value by country



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

- **Germany and Austria represent ~68% of book values**
- **Poland share at 14% due to standing assets (Poleczki Park)**

key performance indicators.

Key Earnings Figures (in €m)	1-3/2024	1-3/2023	%Δ
Total Output ¹	85.0	53.5	58.9%
Revenue	20.4	17.9	14.0%
EBT	-7.3	1.1	n.m.
Net result (before non-controlling interests)	-8.0	0.9	n.m.
Key Asset and Financial Figures (in €m)	31 Mar 2024	31 Dec 2023	%Δ
Total assets	1.237,5	1,253.8	-1.3%
Equity	371,3	379.7	-2.2%
Equity ratio	30,0%	30.3 %	-0.3PP
Net debt ²	628,8	610.2	3.0%
Cash and cash equivalents	127,1	151.5	-16.1%
Key Share Data and Staff	31 Mar 2024	31 Mar 2023	%Δ
Earnings per share (in €) ³	-1,27	-0.15	n.m.
Market capitalisation (in €m)	140,5	207.0	-32.1%
Dividend per share (in €) ⁴	-	1.10	n.m.
Staff	261	283	-7.8%

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.

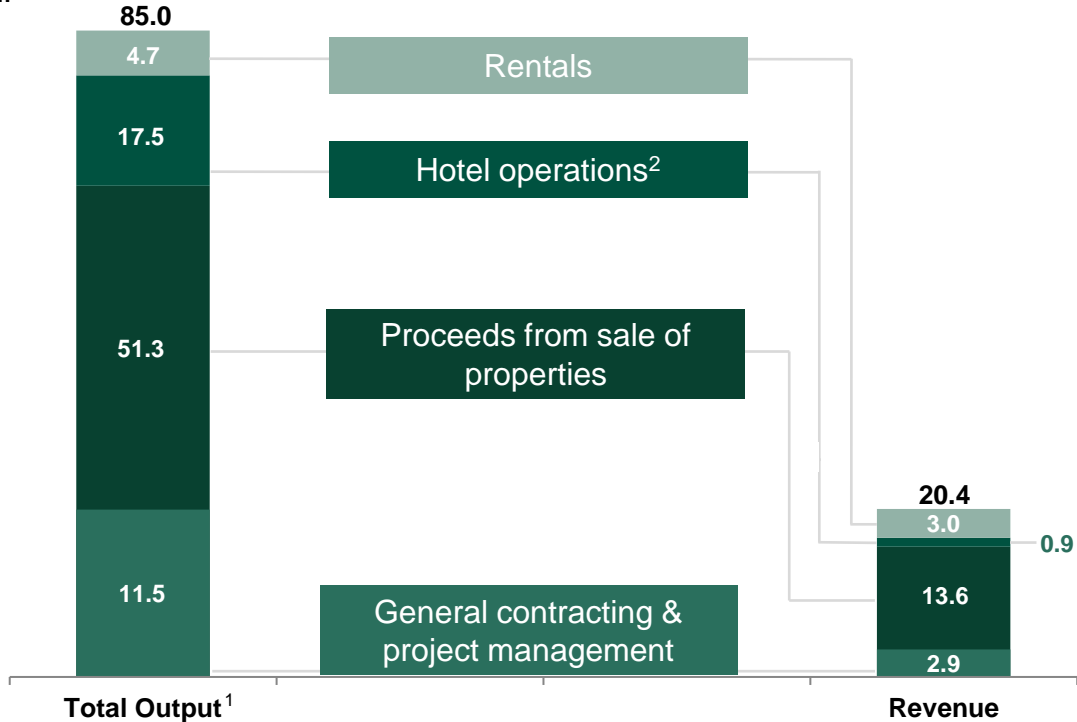
in T€	1-3/2024	1-3/2023	%Δ
Total Output ¹	85,043	53,524	58.9%
Revenue	20,432	17,895	14.2%
Changes in the portfolio	13,811	5,640	n.m.
Share of profit/loss from companies accounted for at equity	-3,837	548	n.m.
Net result from fair value adjustments (accord. to IAS 40)	-	3,470	n.m.
Other operating income	1,466	4,511	-68.5%
Material cost	-21,877	-14,498	50.9%
Personnel expenses	-5,589	-7,319	-23.6%
Expenses fair value adjustments to investment property	-113	-404	-72.0%
Other operating income & expenses	-6,516	-5,066	28.6%
EBITDA	-2,223	4,778	n.m.
Depreciation and amortisation	-637	-648	-1.7%
EBIT	-2,860	4,130	n.m.
Financial income ²	3,302	3,225	2.4%
Financial cost	-7,787	-6,280	24.0%
EBT	-7,345	1,075	n.m.
Income tax expense	-635	-186	n.m.
Net Profit	-7,980	889	n.m.
Earnings per share (in €)	-1.27	-0.15	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	1-3/2024	1-3/2023	%Δ
Germany	10,472	9,135	14.6%
Austria	11,238	12,796	-12.2%
Poland	27,090	12,883	n.m.
Other	36,242	18,710	93.7%
Total	85,043	53,524	58.9%

Total Output by asset class	1-3/2024	1-3/2023	%Δ
Residential	16,438	20,711	-20.6%
Office	20,015	3,028	n.m.
Hotel	35,008	15,701	n.m.
Other	3,370	3,019	11.6%
Service	10,212	11,065	-7.7%
Total	85,043	53,524	58.9%

EBT by region	1-3/2024	1-3/2023	%Δ
Germany	-571	-2,975	n.m.
Austria	-3,901	2,650	n.m.
Poland	-3	1,539	n.m.
Other	-2,870	-140	n.m.
Total	-7,345	1,075	n.m.

EBT by asset class	1-3/2024	1-3/2023	%Δ
Residential	-2,771	-212	n.m.
Office	-1,659	-95	n.m.
Hotel	-2,727	-2,573	6.0%
Other	-792	4,110	n.m.
Service	605	-155	n.m.
Total	-7,345	1,075	n.m.

balance sheet. assets.

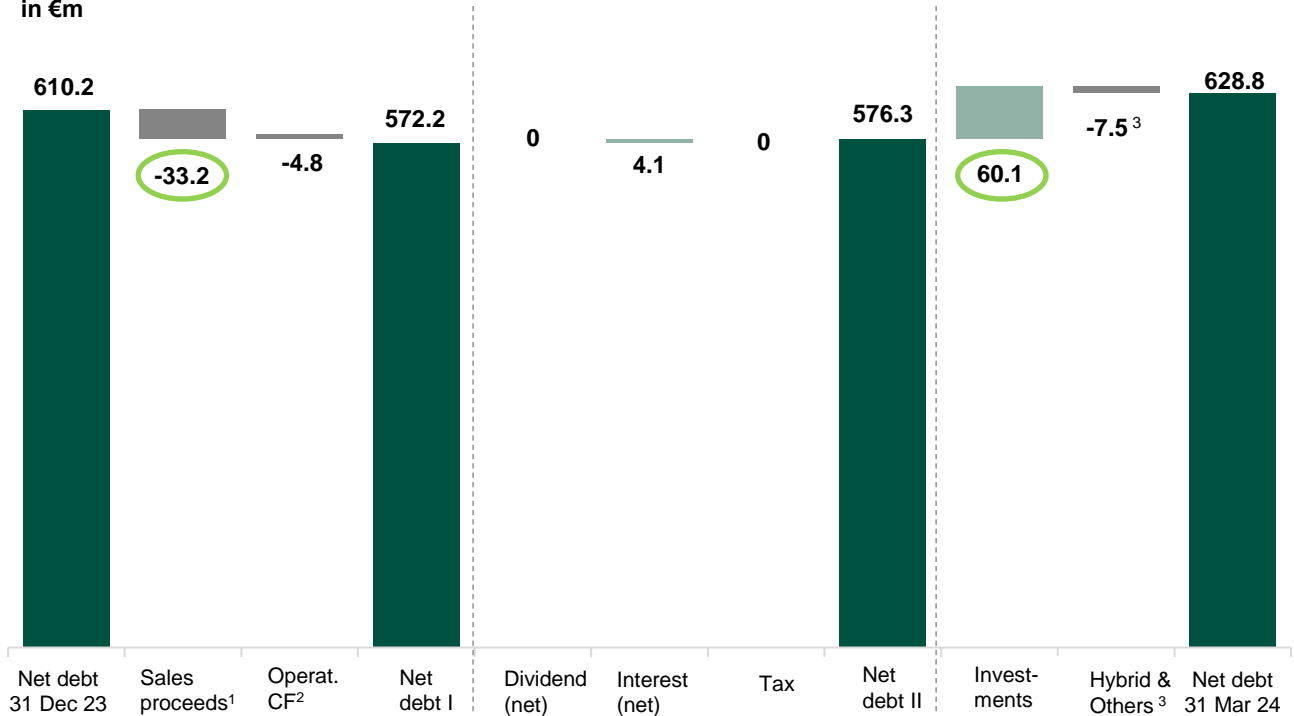
in € thousands	31 Mar 2024	31 Dec 2023	%Δ
Non-current assets	761,708	745,295	2.2%
Intangible assets	1,918	1,915	0.2%
Property, plant and equipment	10,932	11,129	-1.8%
Investment property	401,301	407,894	-1.6%
Investments in companies accounted for at equity	152,930	150,208	1.8%
Project financing	166,214	143,552	15.8%
Other financial assets	19,358	19,358	0.0%
Financial assets	166	2,356	-93.0%
Deferred tax assets	8,889	8,883	0.1%
Current assets	475,830	508,482	-6.4%
Inventories	268,755	265,411	1.3%
Trade receivables	29,727	37,315	-20.3%
Financial assets	41,827	40,089	4.3%
Other receivables and current assets	8,397	14,147	-40.6%
Cash and cash equivalents	127,124	151,520	-16.1%
Total assets	1.237,538	1.253,777	-1.3%

balance sheet. equity & liabilities.

in € thousands	31 Mar 2024	31 Dec 2023	%Δ
Equity	371,339	379,722	-2.2%
Share capital	52,305	52,305	0.0%
Capital reserves	98,954	98,954	0.0%
Other reserves	111,653	121,535	-8.1%
Mezzanine/hybrid capital	102,922	101,605	1.3%
Non-controlling interests	5,505	5,323	3.4%
Non-current liabilities	663,262	686,829	-3.4%
Provisions	10,648	11,129	-4.3%
Bonds	376,938	376,066	0.2%
Non-current financial liabilities	264,002	287,815	-8.3%
Other non-current financial liabilities	1,379	1,404	-1.8%
Deferred tax liabilities	10,295	10,415	-1.2%
Current liabilities	202,937	187,226	8.4%
Provisions	3,459	3,554	-2.7%
Bonds	-	0	
Current financial liabilities	137,403	120,365	14.2%
Trade payables	22,752	25,653	-11.3%
Other current financial liabilities	26,888	26,502	1.5%
Other current liabilities	5,699	4,325	31.8%
Taxes payable	6,736	6,827	-1.3%
Total equity & liabilities	1.237,538	1.253,777	-1.3%

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

³ Consists of 1.3 m€ other & deconsolidation effect of Poleczki Madrid Office

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	-7,980	-7,980						
Depreciation, impairment & reversals of impairment on fix. & fin. assets	750	750						
Interest income/expense	4,001	4,001						
Income from companies accounted for at equity	3,837	3,837						
Dividends from companies accounted for at equity	-	-						
Decrease in long-term provisions	-481	-481						
Deferred income tax	-	-						
Operating cash flow	127	0	127	0	0	0	0	0
Increase /decrease in short-term provisions	49	49						
Increase/decrease in tax provisions	2	2						
Losses/gains on the disposal of assets	-77	-77						
Increase /decrease in inventories	-3,344	6,466	-4			-9,806		
Increase/decrease in receivables	13,458	4,262	7,895			1,301		
Increase/decrease in payables	-4,731	-4,731						
Interest received	-	-						
Interest paid	-4,076	-		-4,076				
Other non-cash transactions	1,593	1,593						
Cash flow from operating activities	3,001	10,728	4,854	0	-4,076	0	-8,505	0
Proceeds from sale of intangible assets	-	-						
Proceeds from sale of property, plant and equipment & investment property	204	204						
Proceeds from sale of financial assets	-	-						
Proceeds from the repayment of project financing	15,384	15,384						
Investments in intangible assets	-	-						
Investments in property, plant and equipment & investment property	-10,712	-				-10,712		
Investments in financial assets	-	-						
Investments in project financing	-40,852	-				-40,852		
Proceeds from the sale of consolidated companies less cash and cash equivalents	6,849	6,84						0
Payments made for the purchase of subsidiaries less cash and cash equivalents	-	-						
Cash flow from investing activities	-29,127	22,437	0	0	0	-51,564	0	0
Dividends	-	-						
Dividends paid out to non-controlling interests	-	-						
Proceeds from bonds and notes	-	-						
Repayment of bonds and notes	-	-						
Increase in loans and other financing	28,713	-						28,713
Repayment of loans and other financing	-25,663	-						-25,663
Increase in hybrid capital	-403	-					-403	
Cash flow from financing activities	2,647	0	0	0	0	0	-403	3,050
Change to cash and cash equivalents	-23,479							
Cash and cash equivalents as of 1 Jan	151,520							
Currency translation differences	-917						-917	
Cash and cash equivalents as of 31 Dec	127,124							
Tax paid	-	-			-0			
	33,165	4,854	0	-4,076	0	-60,069	-1,320	3,050

bonds. overview.

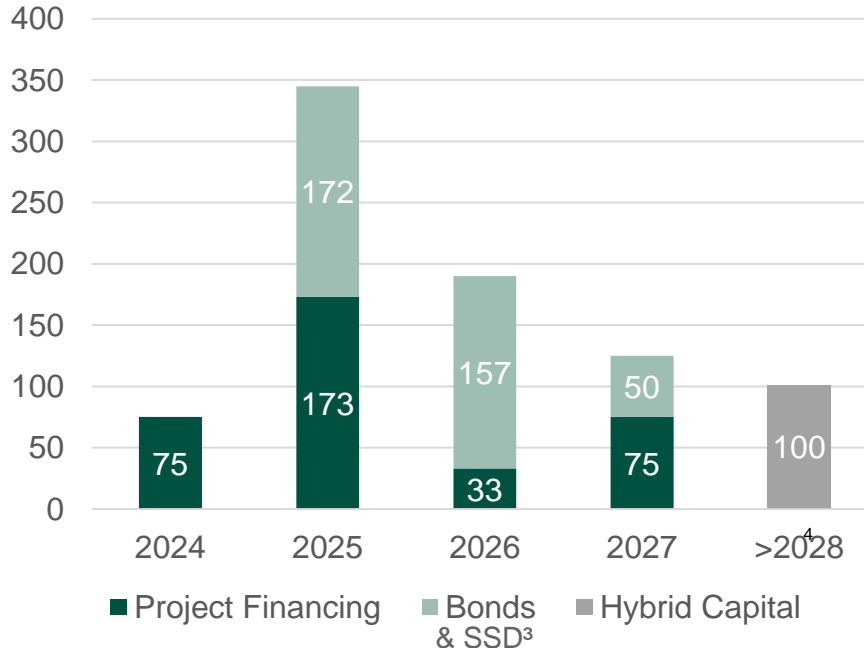
Bond	Term	Nominal (in €m)	Coupon
3.125 % Sustainability-linked bond	2021-2026	150.0	3.125%
2.75% Bond	2019-2025	120.0	2.75%
Bearer Bond	2020-2025	22.0	3.00%
Promissory Note Loans	2020-2025	26.0	3.00%
Promissory Note Loans ¹	2020-2025	4.0	3.00%
Promissory Note Loans	2020-2026	4.0	3.00%
Promissory Note Loans	2021-2026	3.0	3.00%
7.00% Green Bond	2023-2027	50.0	7.00%
5.50 % Sustainability-linked Hybrid Bond	unlimited maturity	100.0	5.50%

Data as of 31 Mar 2024

¹ floating rate, Euribor 3M

financing structure.

Annual Debt Maturity Profile in €m¹



Group Debt Structure¹

Average Cost of Debt:
4.93% p.a.

**Long- & Short-Term
Financial Liabilities:**
€ 379.0m²
(average 6.17% p.a.)

Bonds:
€ 376.9m³
(average 3.54% p.a.)

¹ Data as of 31 March 2024 for fully consolidated companies

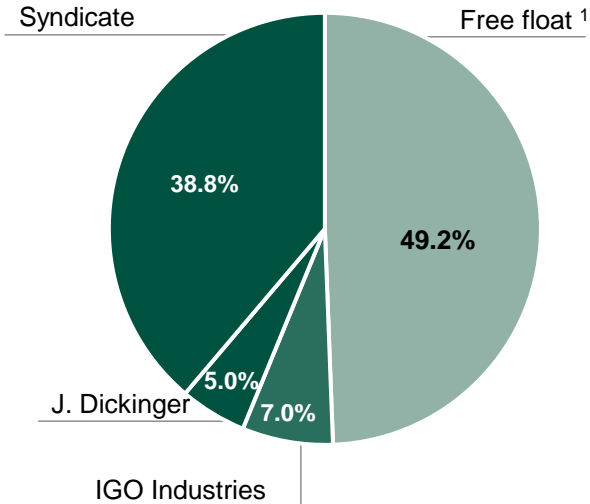
² Excluding leasing liabilities

³ Including SSD (bearer bonds and promissory note loans)

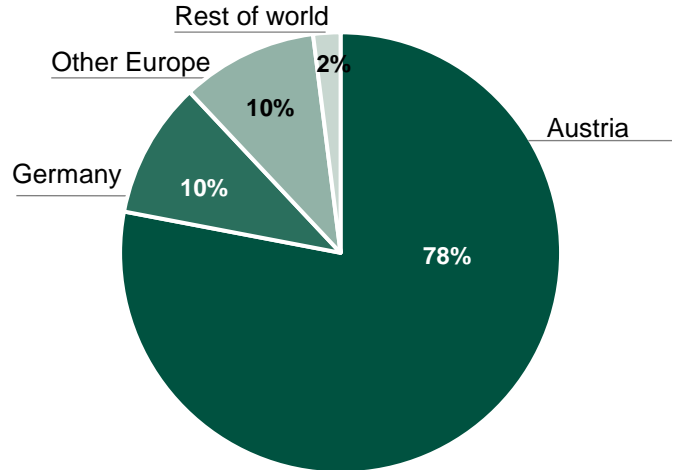
⁴ €100m hybrid step-up in 2026

shareholder structure.

Shareholder Structure



Free Float – Geographical Split²



Data as of 31 Mar 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
Erste Group	Christoph Schultes	€30.00	Buy	15.03.2024
M.M.Warburg	Simon Stippig	€29.60	Buy	26.04.2024
NuWays by Hauck & Aufhäuser	Philipp Sennewald	€28.00	Buy	12.04.2024
Raiffeisen Bank Int.	Philip Hettich	€25.00	Buy	28.05.2024
SRC Research	Stefan Scharff	€26.00	Buy	15.04.2024
Consensus		€27.72		

Average Share Price Target of €27.72



investor relations.

Financial Calendar 2024

Q1 Report 2024	29 May 24
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Half-Year Report 2024	29 Aug 24
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Q3 Report 2024	28 Nov 24
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Shareholder Information

Share price	€ 20.11
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Market capitalisation	€ 150.2 Mio.
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No. of shares outstanding	7,472,180
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Ticker symbol	UBS VI
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ISIN	AT0000815402
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¹ Closing Price: 23 May 2024