

presentation. ubm group.

January 2024

ubm. at a glance.

focus.

- Residential and Office only
- Major European cities only
- *green. smart. and more.*

pipeline.

- € 2.2bn (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.

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



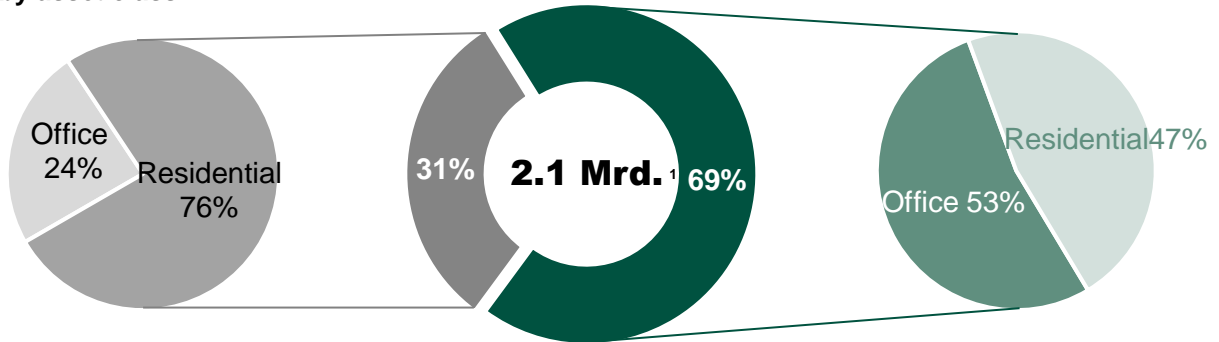
Andaz Sugar Palace, Prague

and more.

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

pipeline. residential and office.

Pipeline by asset class ¹



conventional

timber hybrid



Timber Factory (GER)



Timber View (GER)



Timber Peak (GER)



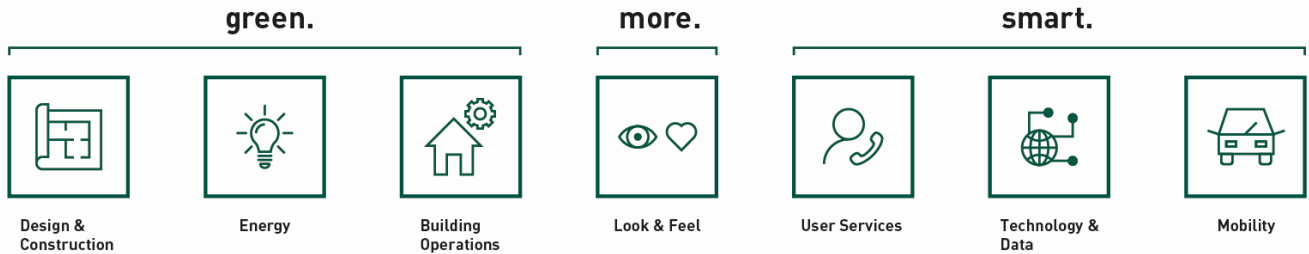
Timber Port (GER)

timber hybrid is the future.

¹ 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.

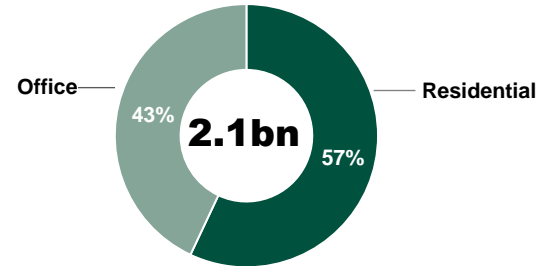
- **Smart follower** preferred over trial & error
- **Setting new standards** in execution
- Projects tailored to new **user needs** and **investor demands (ESG)**

>250,000m² in timber construction.

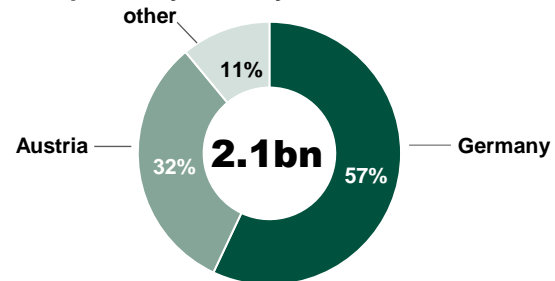
Timber pipeline

Project	GFA ¹ in m ²	Asset class
LeopoldQuartier	75,700 m ²	Mix
Timber Factory	57,600 m ²	Office
Bogner Gründe	24,100 m ²	Residential
Timber Pioneer	17,600 m ²	Office
Timber View	17,000 m ²	Residential
Amras	16,600 m ²	Residential
Timber Port	10,900 m ²	Office
Pelkovenstraße	10,800 m ²	Office
Molenkopf	9,800 m ²	Residential
Timber Peak	9,500 m ²	Office
Unterbibergerstr.	8,400 m ²	Office
Timber Praha	7,400 m ²	Residential
Total	265,400 m²	

Pipeline by asset class ²



Pipeline by country ²



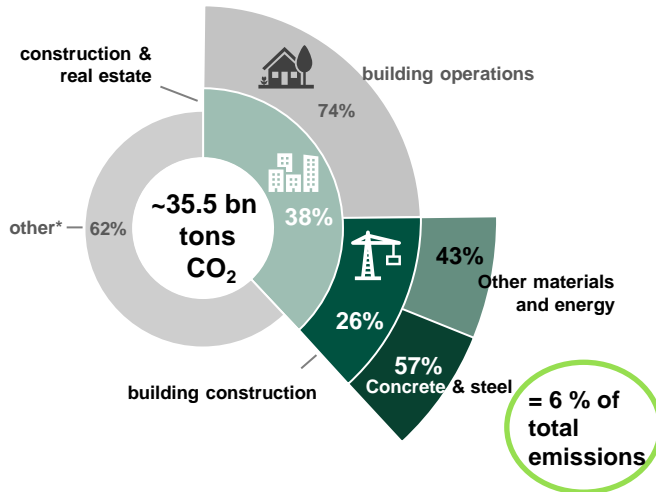
on track. leading developer of timber projects in europe.

¹ Gross Floor Area, as expected or applied

² expected sales volume until Q4 2026

CO₂ emissions. a case for timber.

Breakdown by sector and sub sector



- **6 % of worldwide CO₂-emissions** are caused by concrete and steel for building construction
- **2 billion tons of CO₂** can partly be replaced by wood
- **More than 100,000 m² 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 CO₂ reduction.

Source: United Nations Environment Programme (2020 Global Status Report for Buildings and Construction) & IEA (Transport sector CO₂ emissions)

timber construction. benefits.

- **CO₂ footprint massively improved – 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**
 - 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

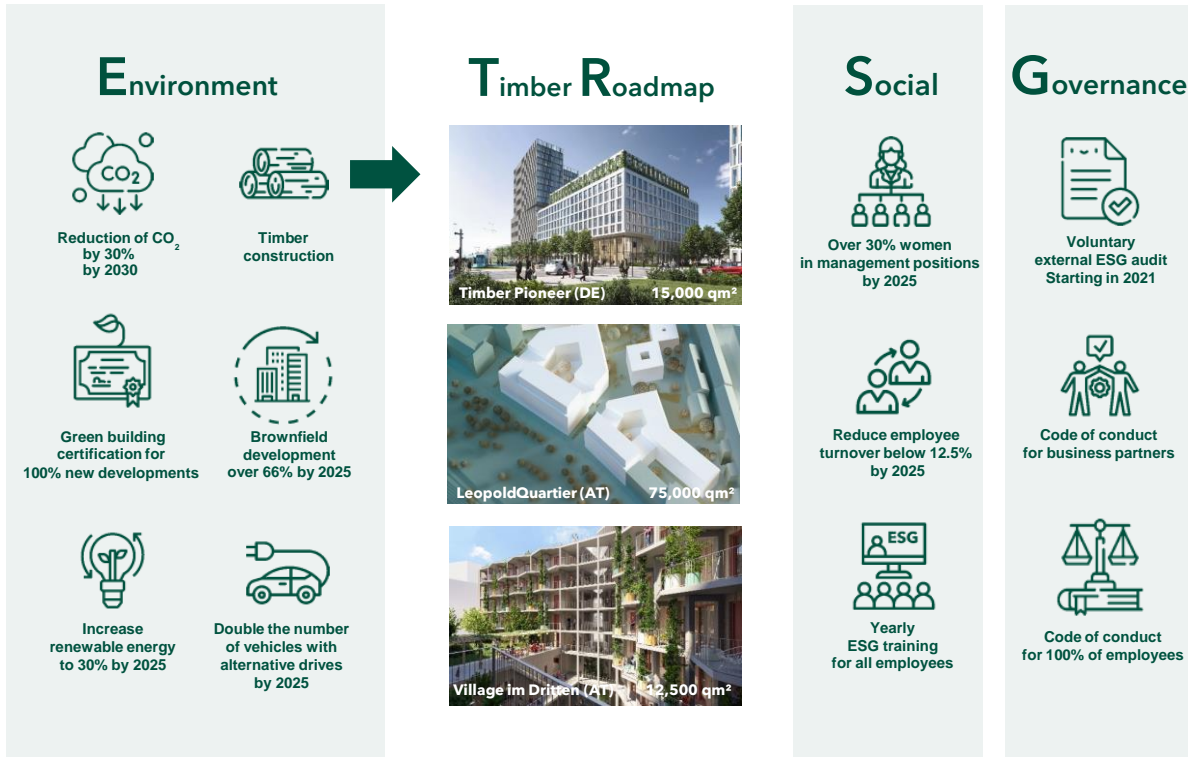
B	Prime (B-)	Platinum	Gold	Member

REPORTING FRAMEWORKS

✓	✓	✓	✓	2023

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 ¹
F.A.Z. Tower, Frankfurt	Office	25,000m ²	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 ²	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

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

development pipeline. (II).

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

Note: selected projects

¹ 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



major projects in top cities.

office pipeline.

Timber Peak, Mainz

GLA: 8,500m²
Completion: 2025



2023

2025

Timber Pioneer, Frankfurt

GLA: 15,000m²
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



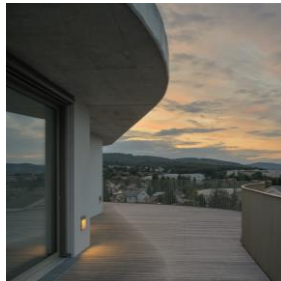
immergrün

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 m²
Completion: 2022



QBC 1&2
Vienna
GLA: 37,000m²
Completion: 2020



Office Provider
Vienna
GLA: 18,400 m²
Completion: 2018



Zalando Headquarter
Berlin
GLA: 41,150 m²
Completion: 2018



Pegaz
Wroclaw
GLA: 20,900 m²
Completion: 2017



Kotlarska 11
Krakow
GLA: 11,000 m²
Completion: 2017



QBC 3&4
Vienna
VF: 24,667 m²
Completion: 2017



Griffin House
Warsaw
GLA: 6,300 m²
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



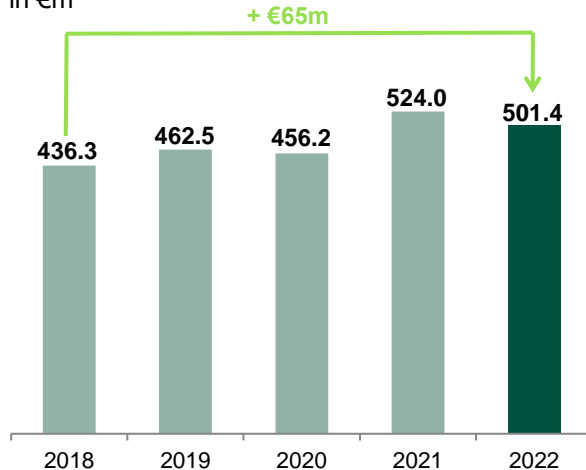
InterContinental Warsaw

Warsaw
Rooms: 414
Completion: 2003

key financial figures.

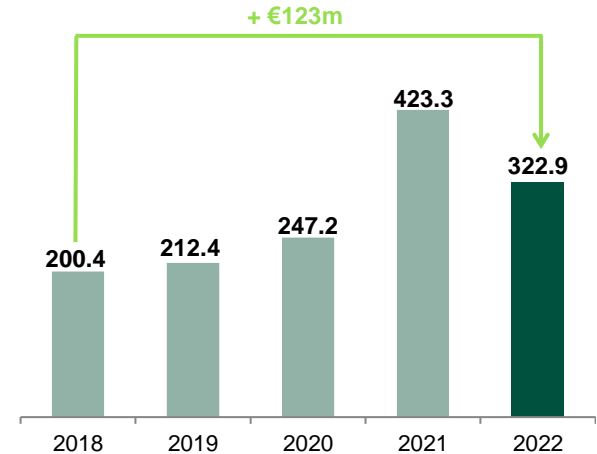
balance sheet. competitive advantage.

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

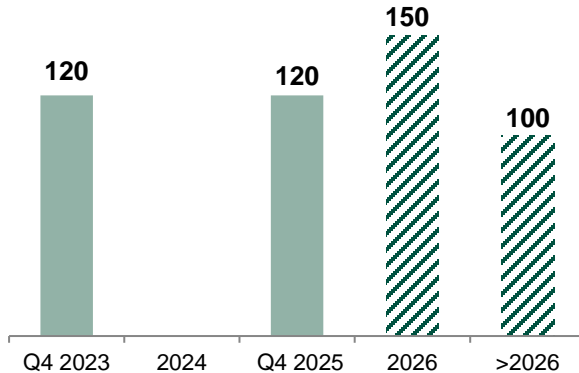



- >€100m bond repayments in 2022
- cash out for acquisitions
- focus on cash management pays off

capital markets. green alignment.

Repayment profile of bonds (incl. hybrid)

in €m



 issued with sustainability link

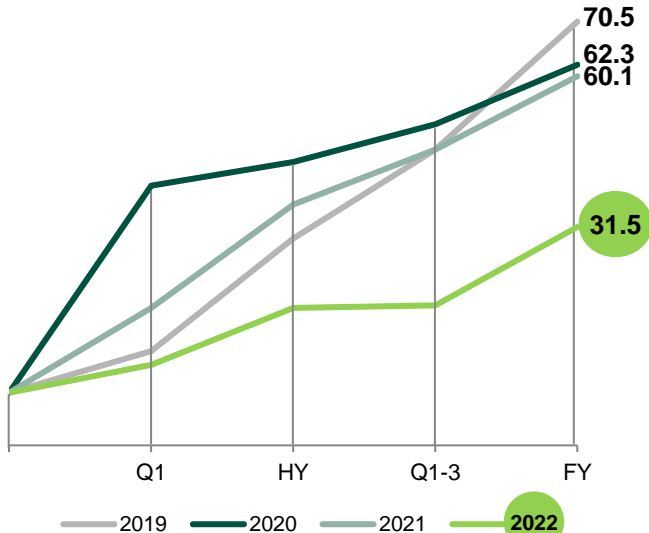
- a total of **€250 million** linked to **ESG rating**
- **over 50%** of total converted to **green financing**
- repayment out of a **strong cash-position**:
 - ✓ **€25.3m** Hybrid Porr (6%)
 - ✓ **€80.9m** Bond 2017-2022 (3.25%)
 - ✓ **€52.9m** Hybrid 2017 (5.5%)¹
- **Ø cost of debt 3.8% p.a.**

reliable bond issuer. for many years.

¹ 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



Patric Thate
(Member of the Board, CFO)

Responsibilities

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



Peter Schaller
(Member of the Board, CTO)

Responsibilities

Operational Project Controlling
Technical Competences
Timber Construction & Green building
Quality Management & IMS



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

Responsibilities

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

experienced management team with long-standing track record.

ubm. executive committee.



Karl Abentheuer
Corporate Communications



Bernhard Egert
Timber Construction



Roman Ehrentraut
Managing Director Czechia



Leszek Kordyl
Managing Director Poland



Ralf Mikolasch
Legal & Compliance



Franz Panwinkler
Managing Director Austria



Vladimír Pasek
Managing Director Czechia



Andreas Pernsteiner
Treasury & Finance



Daniel Pfister
Managing Director Germany



Christoph Rainer
Investor Relations & ESG

ubm. executive committee.



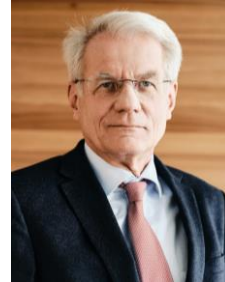
Franz Sonnberger
Controlling



Sebastian Vetter
Managing Director Poland



Josef Wiedermann
Managing Director Czechia



Bertold Wild
Managing Director Germany



Andreas Zangenfeind
Investment