







## first three quarters 2020.

Investor Presentation 26 November 2020



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## summary. q1-3.

- 1 transformation in full swing. 50% residential. 30% office. €2.2 bn pipeline.
- real asset inflation continues. residential boom. "new type office" demand.
- **3 green. smart. and more.** sustainability. technological & emotional intelligence.
- 4 strong financials sustained. cash. profitability & execution.
- 5 outlook. strong in 2020. corona dent in 2021. back on track in 2022.



## reinvention. fast and decisive.



#### Recap 2020

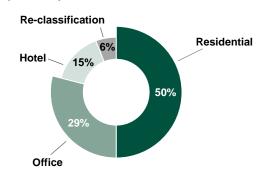
Jan Feb Mar Apr May Jun Jul Aug Sep COVID-19, first lockdown **OLD WORLD NEW SET UP** Leading hotel green. smart. and more. developer in Europe Pipeline back to €2.2 bn **CALIBRATION** €2.5 bn pipeline Changing hotel projects to Demand in all asset No more hotel projects other asset classes classes out-Shrinking pipeline to €1.25 bn Getting ready for market performing supply by freezing projects opportunities Sellers' market Saving cash Share price around €30.00 Share price around 50% discount to book value Writing down hotel operations €50.00 EBT potential of pipeline not Share price as low as €23.60 reflected



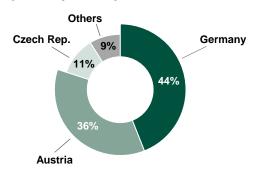
## transformation. €2.2 bn pipeline.



#### Pipeline by asset class



#### Pipeline by country



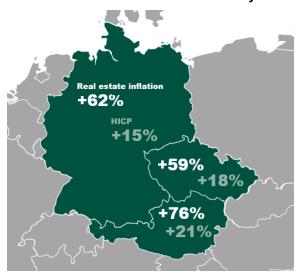
- €2.2 bn pipeline with almost all former hotel projects re-classified (resi, office)
- €1.1 bn residential pipeline with upside earnings potential
- More than €600m in promising "new type office" projects
- Only 15% of pipeline in hotels
- 80% of pipeline in low risk Germany and Austria
- Largest project in Germany only partially included (Q4 2020 – Q4 2024 horizon)



## residential booms. prices increase.



#### Real estate inflation1 vs. HICP2 last 10v



- Last 10 years point the way
- Acceleration through Corona most likely
- Safe haven as money is flooding markets

#### Strong demand for UBM residential projects







1,000
apartments
forward sold
within 10
months.

- 800 units forward sold to institutional investors
- Market leader Vonovia acquired 3 projects
- Individual sales at better prices than expected

<sup>&</sup>lt;sup>1</sup> Source: Eurostat <sup>2</sup> Harmonised Index of Consumer Prices



## office. new demand drivers.



#### **Demand drivers**

low risk
A-locations
top-credit only

smart office green building feeling "at home" sustainable materials at work operating changed demands cost efficiency

#### **UBM** provides perfect match



- Perfect match: A-location,15-year lease contract and top credit tenant
- Sold for € 196m to HanseMerkur insurance group

nightmare for old-type office holders. heaven for developers.

## timber office. walk the talk.



#### Timber Office Frankfurt (next to F.A.Z. Tower)

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



timber construction. hot topic – massively promoted by UBM.

Foto: Thomas Knapp, Architekten Hermann Kaufmann



## green. smart. and more.



#### Clear direction – employee engagement – consistent implementation

# Design & Construction Operations Energy Design & Design & Data Operations Design & Data Operations Data Operations

#### sustainability on a project level.

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

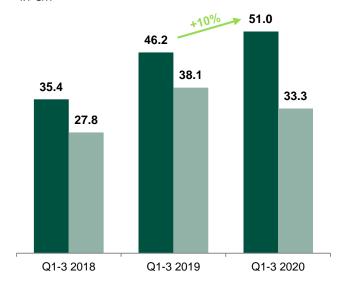
#### sustainability on a group level.

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

## earnings. increase.



## Earnings before tax (EBT) / Net Profit in €m



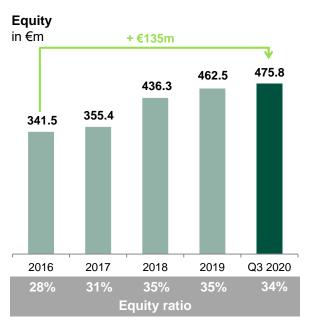
- High tax rate driven by major transactions in Germany
- PoC contributions continuous progress in residential and QBC project
- Reduction in personnel expenses fast and decisive action
- Hotel operation write-downs (€15m) and FX-losses (€22m) digested

stronger than expected 2020. challenging Q4 ahead.

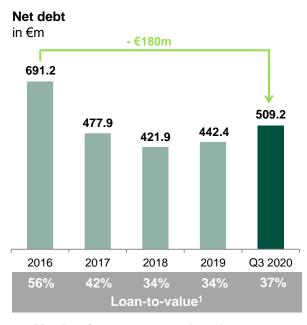


## balance sheet. strength.





- Strong equity of almost half a billion
- Equity ratio at upper target range (30-35%)
- Buffer for balance sheet expansion



- Mechanisms to control and steer balance sheet in place
- Financial flexibility (LTV <50%)</li>

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

## 4 cash. firing power.



#### real estate sales.



#### project financing.

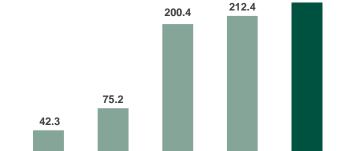


#### bond refinancing.



- Sale of Gmunder Höfe
- Sale of Nordbahnviertel
- Sale of F.A.Z. Tower

## **Cash** in €m



2018

2019

#### Longer lead times but fresh financing in all asset classes

232.7

Q3 2020

Unencumbered assets

- Repayment of €50m 4.25% bond in December
- New promissory notes on offer in Q4/20
- Expected volume of €50-70m and coupon of 3.00%

more cash today than before corona crisis.

12

2017

2016





2020

Strong earnings but significantly below record 2019

2021

Corona dent in earnings dependant on the next months

2022

Market opportunities to bring earnings to pre-Corona level



## backup.

| <ul><li>ubm at a glance</li></ul>         | 15                |
|---|-------------------|
| <ul><li>pipeline</li></ul>                | 16-2 <sup>-</sup> |
| • hotel                                   | 22-23             |
| <ul> <li>portfolio book values</li> </ul> | 24-2              |
| <ul><li>financials</li></ul>              | 26-33             |
| <ul><li>investor relations</li></ul>      | 34-39             |



## ubm. at a glance.

#### focus.

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

#### 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

#### pipeline.

- **Pipeline** of €2.2 bn (Q3/2020-Q32024)
- ~80% of pipeline in residential & office and growing
- Change from hotel projects to other asset classes

#### track record.

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

#### size.

- Portfolio value: €1.46bn
- Total assets: €1.39bn
- Equity: €476m



## development pipeline. (I).

| Project                         | Asset             | Rooms, Lettable Area,<br>Apartments | Share | Compl.             | Status <sup>1</sup> |
|---------------------------------|-------------------|-------------------------------------|-------|--------------------|---------------------|
| immergrün (I), Berlin           | Residential       | 392 apartments                      | 50%   | Q4/20              | Part. S.            |
| Anders Wohnen (II), Munich      | Residential       | 101 apartments                      | 50%   | Q4/20              | Part. S.            |
| QBC 1&2, Vienna                 | Office            | 37,000 m²                           | 65%   | Q4/20 <sup>2</sup> | Fwd. S.             |
| voco Kneuterdijk, The Hague     | Hotel             | 204 rooms                           | 100%  | Q2/21              |                     |
| Astrid Offices, Prague          | Office            | 4,000 m²                            | 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, Dusseldorf | 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>&</sup>lt;sup>1</sup> Part. S. = Partial Sale, Fwd. S. = Forward Sale, Fwd. F. = Forward Funding

<sup>&</sup>lt;sup>2</sup> Closing 2021



## development pipeline. (II).

| Project                      | Asset              | Rooms, Lettable Area,<br>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 m²                            | 75%   | Q3/22  | Fwd. S.             |
| Rankencity, Graz             | Residential        | 201 apartments                       | 70%   | Q4/22  |                     |
| F.A.Z. Tower (II), Frankfurt | Office             | 15,000 m²                            | 75%   | Q2/23  |                     |
| Colmarerstrasse, Frankfurt   | Office             | 15,400 m²                            | 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 m²                            | 50%   | >2023  |                     |
| Baubergerstr., Munich        | Mixed              | Site 28,000 m <sup>2</sup>           | 60%   | >2023  |                     |
| Paket 6                      | Mixed              | 26 properties                        | 50%   | >2023  |                     |

Note: selected projects

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



## residential pipeline.



immergrün (I), Berlin

Apartments: 392 Completion: Q4/20



Neugraf, Prague

Apartments: 177 Completion: Q2/21

2020

2021



Anders Wohnen (II+III), Munich

Apartments: 101+100 Completion: Q4/20+Q2/21



barany.7, Vienna

Apartments: 126 Completion: Q3/21

## **Ubn**development

## residential pipeline.



siebenbrunnen21., Vienna

Apartments: 178 Completion: Q1/22



Rankencity, Graz

Apartments: 201 Completion: Q4/22

2022



Nordbahnviertel, Vienna

Apartments: 181 Completion: Q3/22



>2023

Arcus City, Prague

Apartments: 284
Completion: >2023



## 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

## Ubndevelopment

## hotel pipeline.



#### voco Kneuterdijk, The Hague

Category: 4+\* Keys: 204

Completion: Q2/21



#### Mercure Mlynska Kattowice

Category: 4\* Keys: 268

Completion: Q3/21

2021



#### HIEx Düsseldorf Moskauer Strasse

Category: 3\* Keys: 455

Completion: Q3/21



## Andaz Sugar Palace, Prague

Category: 5\* Keys: 175

Completion: Q4/21



### ubm hotels. leaseholds.

Germany

5 hotels – 1,223 rooms

Holiday Inn Munich Westpark<sup>1</sup> Holiday Inn Leuchtenbergring<sup>1</sup> Holiday Inn Frankfurt "Alte Oper"

HIEX Berlin Klosterstraße HIEX Munich City West

**Austria** 

1 hotel - 156 rooms

Kempinski Hotel Das Tirol Jochberg

**Poland** 

6 hotels - 1,420 rooms

InterContinental Warsaw
Radisson Blu Hotel, Krakow
Park Inn by Radisson Krakow
Radisson Blu Hotel, Wrocław
Holiday Inn Warsaw City Centre
Holiday Inn Gdansk City Centre

**Netherlands** 

1 hotel - 207 rooms

Crowne Plaza Amsterdam - South

#### Our partners:



















<sup>1</sup>Franchise 22

## **Ubn**development

## hotels, ubm as "middle-man".



e.g. Union, Real I.S., Deka







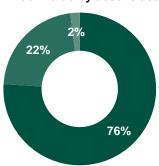


e.g. InterContinental, Radisson, Kempinski



## book value breakdown. €1.5 bn.

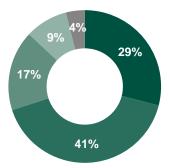
#### Book value by asset class



- Developments
- Standing Assets
- Land Bank

- Development portfolio well above 70% (= target ratio)
- Pure Play Developer

#### Book value by country



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

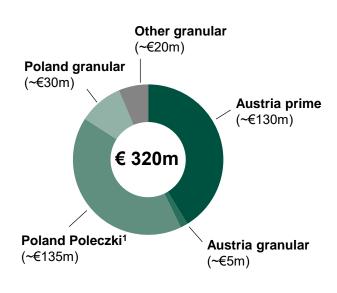
- Germany and Austria represent 70% of portfolio
- Poland share at 17% due to standing assets (Poleczki Park)

Data as of 30 Sep 2020 / Book value split excluding capitalisation of lease contracts of € 19m

## **Ubn**development

## standing assets.

#### **Book values (IFRS)**



- Austria prime assets and Poleczki represent close to €270m (80%) of standing assets
- Sale of Austrian prime assets dependent on equity partners (Palais Hansen Kempinski, Jochberg Kempinski, Wien Mitte)
- Poleczki Business Park in Poland good yield, lump-sum investment
- High granularity of remaining assets requires time and management attention

As of 30 Sep 2020

<sup>&</sup>lt;sup>1</sup> Poleczki business park in Warsaw, €135m represent % of holding



## key performance indicators.

| <b>Key Earnings Figures</b> (in €m)                 | 1-9/2020    | 1-9/2019    | %∆     |
|---|-------------|-------------|--------|
| Total Output <sup>1</sup>                           | 292.1       | 460.4       | -36.6% |
| Revenue   | 126.8       | 183.2       | -30.8% |
| EBT   | 51.0        | 46.2        | 10.4%  |
| Net profit (before non-controlling interests)       | 33.3        | 38.1        | -12.6% |
| Key Asset and Financial Figures (in €m)             | 30 Sep 2020 | 31 Dec 2019 | %∆     |
| Total assets  | 1,387.6     | 1,316.4     | 5.4%   |
| Equity  | 475.8       | 462.5       | 2.9%   |
| Equity ratio  | 34.3%       | 35.1%       | -0.8PP |
| Net debt <sup>2</sup>                               | 509.2       | 442.4       | 15.1%  |
| Cash and cash equivalents                           | 232.7       | 212.4       | 9.6%   |
| Key Share Data and Staff                            | 30 Sep 2020 | 31 Dec 2019 | %∆     |
| Earnings per share (in €)³                          | 3.63        | 4.60        | -21.0% |
| Earnings per share including hybrid interest (in €) | 4.34        | 5.30        | -18.2% |
| Market capitalisation (in €m)                       | 231.6       | 352.7       | -34.3% |
| Dividend per share (in €) <sup>4</sup>              | 2.20        | 2.20        | 0.0%   |
| Staff <sup>5</sup>                                  | 335         | 389         | -13.9% |

<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Net debt equals current and non-current bonds and financial liabilities, excluding leasing liabilities, minus cash and cash equivalents.

<sup>&</sup>lt;sup>3</sup> Earnings per share after deduction of hybrid capital interest (change in calculation method beginning in 2020, prior year data adjusted). Reported amounts based on Q1-3

<sup>&</sup>lt;sup>4</sup> The dividend is paid in the respective financial year, but is based on profit for the previous financial year.

<sup>&</sup>lt;sup>5</sup> Decline due to deconsolidation Hotel Holiday Inn Gdansk City Centre (2019: 55 employees ubm hotels)



## income statement.

| in T€   | 1-9/2020 | 1-9/2019 | %∆     |
|---|----------|----------|--------|
| Total Output <sup>1</sup>                                   | 292,073  | 460,355  | -36.6% |
| Revenue   | 126,830  | 183,186  | -30.8% |
| Changes in the portfolio                                    | -1,403   | 15,169   | n.a.   |
| Share of profit/loss from companies accounted for at equity | -1,754   | 36,123   | n.a.   |
| Net result from fair value adjustments (accord. to IAS 40)  | 69,363   | 27,244   | 154.6% |
| Material cost   | -86,052  | -156,228 | -44.9% |
| Personnel expenses  | -25,384  | -27,078  | -6.3%  |
| Other operating income & expenses                           | -32,772  | -25,533  | 28.4%  |
| EBITDA  | 48,828   | 52,883   | -7.7%  |
| Depreciation and amortisation                               | -2,486   | -2,520   | -1.3%  |
| EBIT  | 46,342   | 50,363   | -8.0%  |
| Financial income <sup>2</sup>                               | 20,457   | 11,879   | 72.2%  |
| Financial cost  | -15,769  | -16,040  | -1.7%  |
| EBT   | 51,030   | 46,202   | 10.4%  |
| Income tax expense <sup>3</sup>                             | -17,693  | -8,060   | 119.5% |
| Net Profit  | 33,337   | 38,142   | -12.6% |
| Earnings per share (in €)                                   | 3.63     | 4.60     | -21.0% |

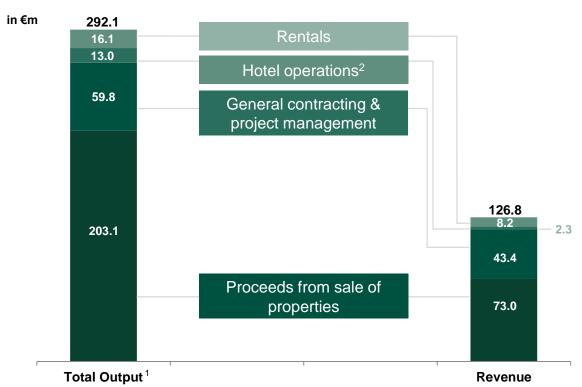
<sup>&</sup>lt;sup>1</sup> Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sales proceeds from share deals in proportion to the stake held by UBM

<sup>&</sup>lt;sup>2</sup> Includes income from share deals

<sup>&</sup>lt;sup>3</sup> Of which €-3.7m (Q1-3 2019: €-16.0m) from current taxes and €-14.0m (Q1-3 2019: €8.0m) from deferred taxes in Q1-3 2020

## **Ubn**development

## total output and revenue. bridge.



<sup>&</sup>lt;sup>1</sup> 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.

<sup>&</sup>lt;sup>2</sup> Due to deconsolidation of UBM hotels Management GmbH



## total output and EBT. segment reporting.

#### in T€

| Total Output by region      | 1-9/2020 | 1-9/2019 | %∆     | EBT by region      | 1-9/2020 | 1-9/2019 | %∆        |
|-----------------------------|----------|----------|--------|--------------------|----------|----------|-----------|
| Germany                     | 98,616   | 140,421  | -29.8% | Germany            | 83,005   | 35,497   | 133.8%    |
| Austria                     | 123,047  | 180,866  | -32.0% | Austria            | -8,384   | 674      | n.a.      |
| Poland                      | 55,901   | 52,856   | 5.8%   | Poland             | -13,052  | -11,926  | n.a.      |
| Other                       | 14,509   | 86,211   | -83.2% | Other              | -10,538  | 21,957   | n.a.      |
| Total                       | 292,073  | 460,354  | -36.6% | Total              | 51,030   | 46,202   | 10.4%     |
| Total Output by asset class | 1-9/2020 | 1-9/2019 | %∆     | EBT by asset class | 1-9/2020 | 1-9/2019 | %∆        |
| Residential                 | 109,080  | 64,363   | 69.5%  | Residential        | 76,899   | 476      | 16,055.2% |
| Office                      | 70,637   | 72,713   | -2.9%  | Office             | 3,050    | 16,012   | -81.0%    |
| Hotel                       | 40,037   | 147,884  | -72.9% | Hotel              | -15,816  | 30,773   | n.a.      |
| Other                       | 24,233   | 133,451  | -81.8% | Other              | -17,080  | -1,446   | n.a.      |
| Service                     | 48,086   | 41,943   | 14.6%  | Service            | 3,978    | 387      | 927.8%    |
| Total                       | 292,073  | 460,354  | -36.6% | Total              | 51,030   | 46,202   | 10.4%     |



## balance sheet. assets.

| in T€  | 30 Sep 2020 | 31 Dec 2019 | %∆     |
|--|-------------|-------------|--------|
| Non-current assets                               | 889,686     | 851,371     | 4.5%   |
| Intangible assets                                | 2,770       | 2,747       | 0.8%   |
| Property, plant and equipment                    | 10,881      | 40,242      | -73.0% |
| Investment property                              | 395,549     | 467,740     | -15.4% |
| Investments in companies accounted for at equity | 177,340     | 134,484     | 31.9%  |
| Project financing                                | 269,993     | 181,157     | 49.0%  |
| Other financial assets                           | 12,686      | 11,501      | 10.3%  |
| Financial assets                                 | 3,497       | 3,412       | 2.5%   |
| Deferred tax assets                              | 16,970      | 10,088      | 68.2%  |
| Current assets                                   | 497,905     | 465,018     | 7.1%   |
| Inventories                                      | 126,969     | 128,169     | -0.9%  |
| Trade receivables                                | 94,185      | 103,294     | -8.8%  |
| Financial assets                                 | 33,383      | 9,716       | 243.6% |
| Other receivables and current assets             | 10,634      | 8,751       | 21.5%  |
| Cash and cash equivalents                        | 232,734     | 212,384     | 9.6%   |
| Assets held for sale                             | -           | 2,704       | n.a.   |
| Total assets                                     | 1,387,591   | 1,316,389   | 5.4%   |

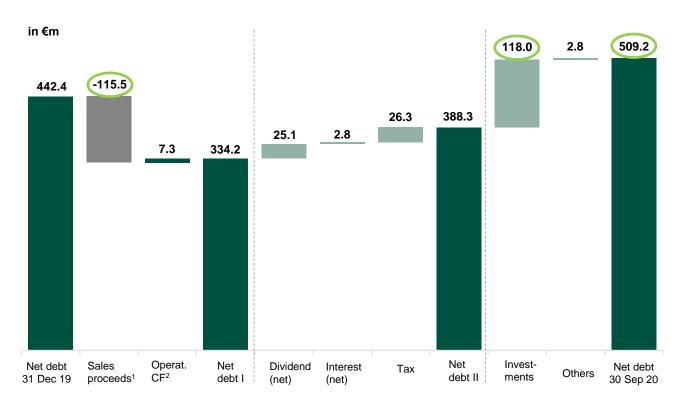


## balance sheet. equity & liabilities.

| in T€                                   | 30 Sep 2020 | 31 Dec 2019 | %∆     |
|---|-------------|-------------|--------|
| Equity                                  | 475,828     | 462,506     | 2.9%   |
| Share capital                           | 22,417      | 22,417      | 0.0%   |
| Capital reserves                        | 98,954      | 98,954      | 0.0%   |
| Other reserves                          | 221,413     | 205,147     | 7.9%   |
| Mezzanine/hybrid capital                | 128,562     | 130,315     | -1.3%  |
| Non-controlling interests               | 4,482       | 5,673       | -21.0% |
| Non-current liabilities                 | 710,820     | 637,555     | 11.5%  |
| Provisions                              | 9,184       | 6,759       | 35.9%  |
| Bonds                                   | 436,366     | 435,018     | 0.3%   |
| Non-current financial liabilities       | 257,500     | 186,145     | 38.3%  |
| Other non-current financial liabilities | 853         | 1,306       | -34.7% |
| Deferred tax liabilities                | 6,917       | 8,327       | -16.9% |
| Current liabilities                     | 200,943     | 216,328     | -7.1%  |
| Provisions                              | 567         | 686         | -17.3% |
| Bonds                                   | 49,814      | 49,713      | 0.2%   |
| Current financial liabilities           | 18,630      | 33,680      | -44.7% |
| Trade payables                          | 58,594      | 57,199      | 2.4%   |
| Other current financial liabilities     | 46,308      | 24,263      | 90.9%  |
| Other current liabilities               | 16,375      | 17,563      | -6.8%  |
| Taxes payable                           | 10,655      | 33,224      | -67.9% |
| Total equity & liabilities              | 1,387,591   | 1,316,389   | 5.4%   |



### overview, cash flow.



<sup>&</sup>lt;sup>1</sup> Incl. advance payments (IAS 2) and PoC IFRS 15 valuations

<sup>&</sup>lt;sup>2</sup> Operative cash flow after working capital and before interest/taxes



## cash flow. net debt reconciliation.

| in T€   |         | Sales<br>Proceeds | Operating CF incl. WC | Dividends<br>(net) |        | Tax<br>(Income Tax) | Investments | Other | Net deb |
|---|---------|-------------------|-----------------------|--------------------|--------|---------------------|-------------|-------|---------|
| Profit /Loss for the period   | 33,337  |                   | 33,337                |                    |        | i i                 |             |       |         |
| Depreciation, impairment & reversals of impairment on fix. & fin. assets  | -66,848 |                   | -66,848               |                    |        |                     |             |       |         |
| Interest income/expense   | 5,987   |                   | 5,987                 |                    |        |                     |             |       |         |
| Income from companies accounted for at equity                             | 1,842   |                   | 1,842                 |                    |        |                     |             |       |         |
| Dividends from companies accounted for at equity                          | 16,544  |                   | 16,544                |                    |        |                     |             |       |         |
| Decrease in long-term provisions  | 2,328   |                   | 2,328                 |                    |        |                     |             |       |         |
| Deferred income tax   | 13,991  |                   | 13,991                |                    |        |                     |             |       |         |
| Operating cash flow   | 7,181   | 0                 | 7,181                 | 0                  | 0      | 0                   | 0           | 0     | (       |
| Increase /decrease in short-term provisions                               | -119    |                   | -119                  |                    |        |                     |             |       |         |
| Increase/decrease in tax provisions                                       | -22,569 |                   | -22,569               |                    |        |                     |             |       |         |
| Losses/gains on the disposal of assets                                    | -11,392 |                   | -11,392               |                    |        |                     |             |       |         |
| Increase /decrease in inventories   | 9,262   | 9,370             | 812                   |                    |        |                     | -920        |       |         |
| Increase/decrease in receivables  | 13,678  | 38,890            | -17,032               |                    |        |                     | -8,180      |       |         |
| Increase/decrease in payables   | -2,230  |                   | -2,230                |                    |        |                     |             |       |         |
| Interest received   | 501     |                   | 0                     |                    | 501    |                     |             |       |         |
| Interest paid   | -3.271  |                   | 0                     |                    | -3.271 |                     |             |       |         |
| Other non-cash transactions   | 11,731  |                   | 11.731                |                    | 0      |                     |             |       |         |
| Cash flow from operating activities                                       | 2,772   | 48,260            | -33.618               | 0                  | -2.770 | 0                   | -9.100      | 0     |         |
| Proceeds from sale of property, plant and equipment & investment property | 3,760   |                   |                       | -                  |        |                     | 5,177       |       |         |
| Proceeds from sale of financial assets                                    | 6,805   |                   |                       |                    |        |                     |             |       |         |
| Proceeds form the repayment of project financing                          | 34,383  | 34,383            |                       |                    |        |                     |             |       |         |
| Investments in intangible assets  | -82     | 01,000            |                       |                    |        |                     | -82         |       |         |
| Investments in property, plant and equipment & investment property        | -19.681 |                   |                       |                    |        |                     | -19.681     |       |         |
| Investments in financial assets   | -13,833 |                   |                       |                    |        |                     | -13,833     |       |         |
| Investments in project financing  | -75,045 |                   |                       |                    |        |                     | -75,045     |       |         |
| Proceeds from the sale of consolidated companies                          | 22,347  | 22,347            |                       |                    |        |                     | 0           |       |         |
| Cash outflows from the acquisition of subsidiaries,                       | 22,017  | 22,017            |                       |                    |        |                     |             |       |         |
| less cash and cash equivalents acquired                                   | -9      | -9                |                       |                    |        |                     | 0           |       |         |
| Cash flow from investing activities                                       | -41,355 | 67,286            | 0                     | 0                  | 0      | 0                   | -108,641    | 0     | (       |
| Dividends   | -23,459 |                   |                       | -23,459            |        |                     | •           |       |         |
| Dividends paid out to non-controlling interests                           | -1,620  |                   |                       | -1,620             |        |                     |             |       |         |
| Proceeds from bonds and notes   | 0       |                   |                       |                    |        |                     |             |       |         |
| Repayment of bonds and notes  | 0       |                   |                       |                    |        |                     |             |       |         |
| Increase in loans and other financing                                     | 157,208 |                   |                       |                    |        |                     |             |       | 157,208 |
| Repayment of loans and other financing                                    | -72,430 |                   |                       |                    |        |                     |             |       | -72,430 |
| Acquisition of minority interests   | -300    |                   |                       |                    |        |                     | -300        |       |         |
| Cash flow from financing activities                                       | 59,399  | 0                 | 0                     | -25,079            | 0      | 0                   | -300        | 0     | 84,778  |
| Change to cash and cash equivalents                                       | 20,816  |                   |                       |                    |        |                     |             |       |         |
| Cash and cash equivalents as of 1 Jan                                     | 212,384 |                   |                       |                    |        |                     |             |       |         |
| Currency translation differences  | -466    |                   |                       |                    |        |                     |             | -466  |         |
| Cash and cash equivalents as of 30 September                              | 232,734 |                   |                       |                    |        |                     |             |       |         |
| Tax paid  | 26,271  |                   | 26,271                |                    |        | -26,271             |             |       |         |
| Total: Positions Net Debt Bridge  |         | 115.546           | -7.347                | -25.079            | -2.770 | -26.271             | -118.041    | -466  | 84,778  |

## Ubn development

## bonds. overview.

| Bond                           | Term               | Nominal<br>(in €m) | Coupon | Book value as of<br>30 Sep 2020 (IFRS) |
|--------------------------------|--------------------|--------------------|--------|--|
| 2.75% Bond                     | 2019-2025          | 120.0              | 2.75%  | 118.8                                  |
| 3.125% Bond                    | 2018-2023          | 120.0              | 3.125% | 120.1                                  |
| 3.25% Bond                     | 2017-2022          | 150.0              | 3.25%  | 147.0                                  |
| 4.25% Bond                     | 2015-2020          | 49.8 <sup>1</sup>  | 4.25%  | 49.81                                  |
| Promissory note loans          | 2016-2021          | 32.0               | 3.769% | 32.0                                   |
| Bearer bond                    | 2016-2021          | 18.5               | 3.75%  | 18.4                                   |
| 5.50% Hybrid bond <sup>2</sup> | Unlimited maturity | 100.0              | 5.50%  | 98.9                                   |
| 6.00% Hybrid bond <sup>2</sup> | Unlimited maturity | 25.3               | 6.00%  | 25.3                                   |

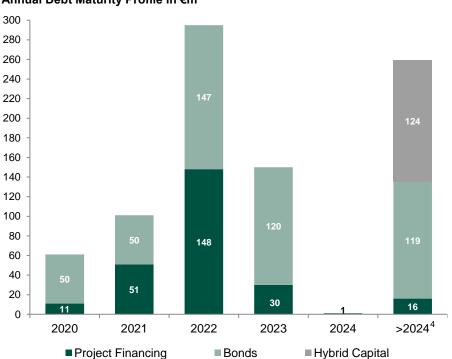
<sup>&</sup>lt;sup>1</sup> € 25.16m was exchanged for 2.75% Bond 2019-2025

<sup>&</sup>lt;sup>2</sup> Attributable to equity



## financing structure.

#### Annual Debt Maturity Profile in €m 1



#### **Group Debt Structure<sup>1</sup>**

Average Cost of Debt: 2.8% p.a.

Long- & Short-Term Financial Liabilities: € 255.7m<sup>2</sup> (average 1.9% p.a.)

#### **Bonds:**

€ 486.2m³ (average **3.3%** p.a.)

<sup>&</sup>lt;sup>1</sup> Data as of 30 Sep 2020 for fully consolidated companies

<sup>&</sup>lt;sup>2</sup> Excluding leasing liabilities

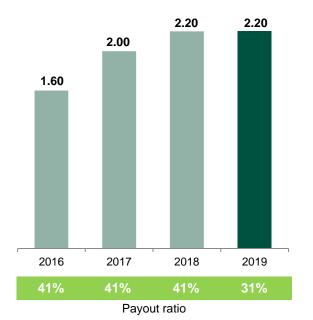
<sup>&</sup>lt;sup>3</sup> Including bearer bonds and promissory note loans

<sup>&</sup>lt;sup>4</sup> Step-up 2023



### stable dividend.

## **Dividend per share** in €



 Reduced pay-out ratio of 31% – striking the balance

- Dividend policy: continuity and reflection of future earnings
- All stakeholders considered: employees: bonus/short-time work state: taxes shareholders: dividends

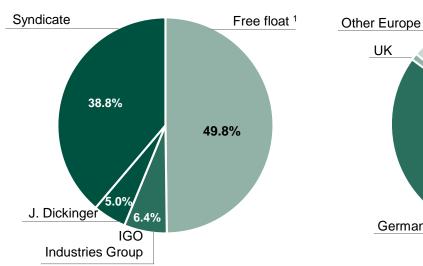
record year + market uncertainty = stable dividend.

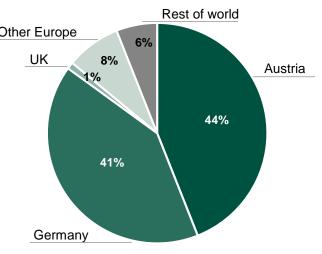


### shareholder structure.

#### **Shareholder Structure**

#### Free Float – Geographical Split<sup>2</sup>





As of September 2020

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

<sup>&</sup>lt;sup>2</sup> Free float geographical split excluding Management Board and Supervisory Board



## coverage. regular research.

| Bank                  | Analyst            | Price target | Recomm. | Date       |
|-----------------------|--------------------|--------------|---------|------------|
| M.M. Warburg          | Simon Stippig      | 47.00        | Buy     | 28.8.2020  |
| SRC Research          | Stefan Scharff     | 47.00        | Buy     | 23.11.2020 |
| Hauck & Aufhäuser     | Julius Stinauer    | 44.00        | Buy     | 9.9.2020   |
| Baader Bank           | Andre Remke        | 41.00        | Buy     | 28.8.2020  |
| ERSTE Group           | Christoph Schultes | 40.00        | Buy     | 28.8.2020  |
| Raiffeisen Centrobank | Oliver Simkovic    | 39.00        | Buy     | 8.10.2020  |
| Consensus             |                    | 43.00        |         |            |

### **Average Share Price Target of € 43.00**



### investor relations.

#### **Financial Calendar 2021**

| Annual Financial Report 2020 | 23 Apr 21 |
|------------------------------|-----------|
| Record Date – AGM            | 17 May 21 |
| Q1 Report 2021               | 25 May 21 |
| Annual General Meeting       | 27 May 21 |
| Ex-Dividend                  | 2 Jun 21  |
| Record Date Dividend         | 03 Jun 21 |
| Dividend Payment             | 04 Jun 21 |
| Half-Year Report 2021        | 25 Aug 21 |
| Q3 Report 2021               | 25 Nov 21 |

#### **Shareholder Information**

| Share price                  | € 34.70 <sup>1</sup> |
|------------------------------|----------------------|
|                              |                      |
| Market capitalisation        | € 259.3m             |
| Number of shares outstanding | 7,472,180            |
| odistanding                  | 7,472,100            |
| Ticker symbol                | UBS VI               |
| ISIN                         | AT0000815402         |

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<sup>1</sup> Closing Price: 24 November 2020 39