



H1 2020 FINANCIAL RESULTS PRESENTATION

AUG 2020



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QUALITY PORTFOLIO COMBINED WITH ROBUST CAPITAL STRUCTURE

High quality portfolio

- **€26bn** Group portfolio, **70%** Office, Logistics/Wholesale & Residential
- **Top 4** office cities: Berlin, Munich, Frankfurt and Amsterdam make up 59% of the office portfolio
- **Berlin**: Single **largest** location. With €3.3bn office assets, AT has the **largest** Berlin office portfolio **among listed peers**. Berlin's office market has the lowest vacancy in Europe ¹⁾

Capital recycling at a premium

- **€1bn** signed YTD disposals:
 - 70% retail, 46% non-core cities
- Disposals of non-core and mature assets **above book value**
 - Increasing portfolio quality
 - Strengthening liquidity
 - Fuelling share buy-backs at a deep discount to NAV
 - Validating valuations
- Sales in advanced negotiations over **€1bn** (on top of €1bn YTD signed deals)

Healthy balance sheet and capital structure

- **€2.7bn** cash and liquid assets
- Liquidity is **8** times the debt maturing until the end of 2021
- **€16.1bn** unencumbered investment properties (**74%** of rent)
- **Low** LTV of **36%**
- **High** equity ratio of **51%**
- **BBB+** credit rating by S&P
- High financial strength, flexibility and firepower

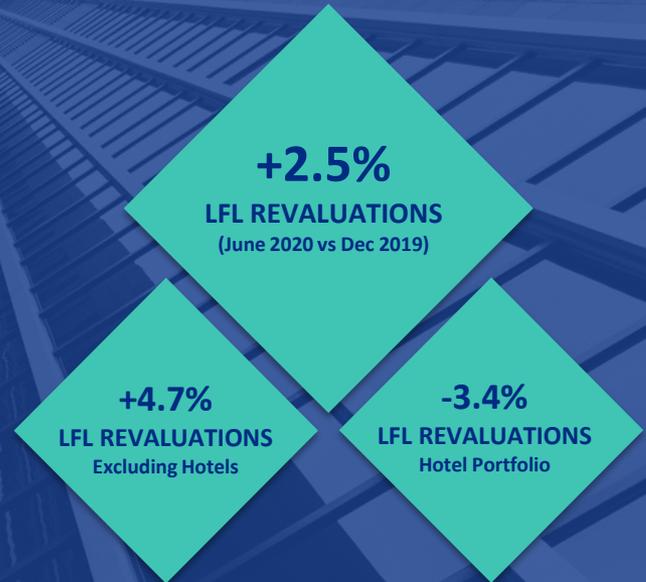
Defensive debt profile

- **Long** average debt maturity of **6.2** years
- **Low** cost of debt of **1.6%**
- **High** interest hedge ratio of **97%**
- **High** ICR of **4.5x**
- **Large headroom** to covenants and also to stricter financial policies

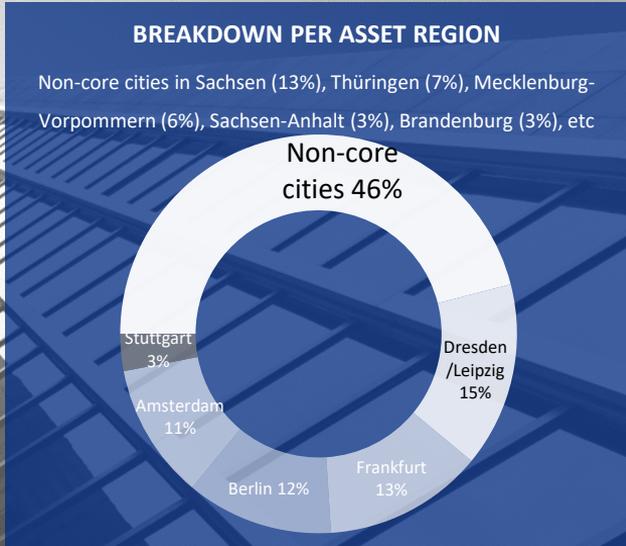
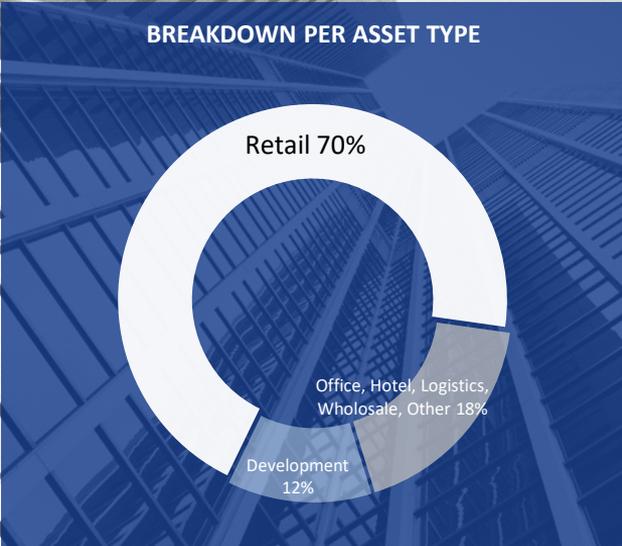
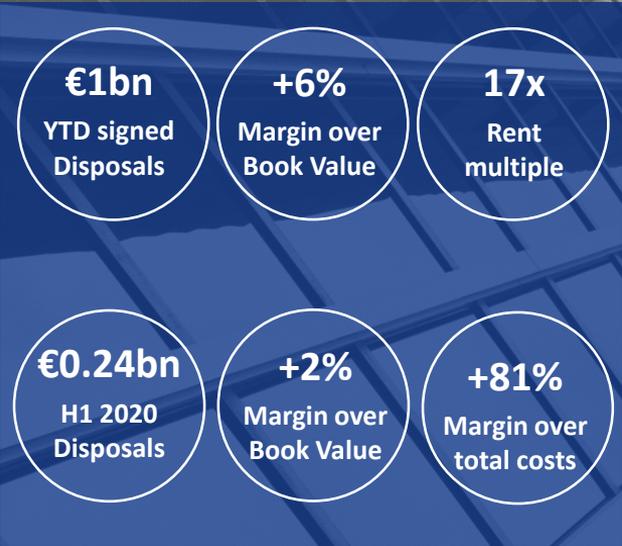
ALL VALUATIONS ARE DONE BY QUALIFIED AND INDEPENDENT EXTERNAL VALUATORS

□ TOTAL VALUATIONS H1 2020:

- Total portfolio: **+€560m**
 - all asset classes excluding hotels: **+€766m**
 - Hotel portfolio **-€206m**
- Two-thirds of the total portfolio was revaluated
- 95% of the hotel portfolio has been revalued

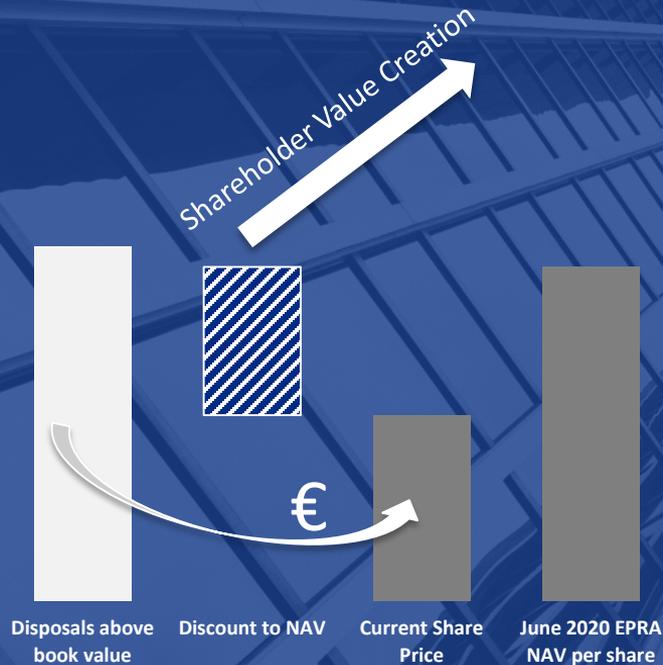


DISPOSALS YEAR-TO-DATE



- ❑ **DISPOSALS OF NON-CORE AND MATURE ASSETS ABOVE BOOK VALUE**
 - ❑ Increases portfolio quality: 70% of disposals are retail and close to 50% are located in non-core cities. Thereby, increasing the focus on offices in top tier cities
 - ❑ Validates the valuations: Transaction prices above the book value validates the portfolio valuations. High margins above the cost value is a testament to value creation
 - ❑ Strengthens the liquidity: Properties sold above above book value create NAV growth and the proceeds partially fund the buyback of shares deeply below the NAV. The remaining boosts the Company’s liquidity position and can be utilized for other corporate activities
 - ❑ Signed disposals are reclassified as asset held for sale and thus excluded from the portfolio

SHARE BUYBACK PROGRAM



- ❑ Beginning of June 2020, AT launched a share buyback program until the end of 2020 with a value of up to €500 million in order to benefit from the significant share price discount to the underlying net asset value
- ❑ 26% have been executed so far, well on-track to be finalized by year-end
- ❑ The buyback program is supported by the Company's strong €1 billion signed disposals, (+6% above book value) and additional sales in advanced negotiations of over €1 billion (on top of the €1 billion signed)
- ❑ The disposal of properties above book value and in turn buying back shares at a steep discount to NAV will create significant shareholder value



OPERATIONS AND PORTFOLIO

SIEMENS

STRONG ECONOMIES → TOP TIER CITIES → CENTRAL LOCATIONS → QUALITY TENANTS

Germany & the Netherlands: 87% of the commercial portfolio

Two of the **strongest economies** in Europe with **AAA** credit rating. Together they make up **more than a quarter** of the EU's economy

Among the **lowest** unemployment & Debt/GDP levels in Europe

Top 5 office cities: Berlin, Munich, Frankfurt, Amsterdam & Hamburg

Economic activity in AT's Top 5 office cities totals to nearly **€1 trillion***, diversified across multiple industries

8 of the 15 largest metropolitans in the EU are in Germany and the Netherlands

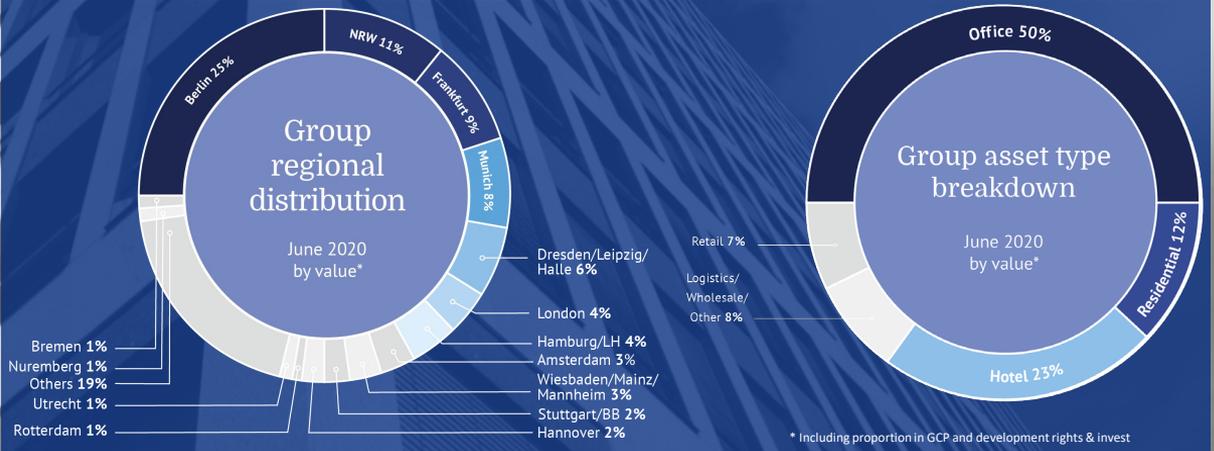
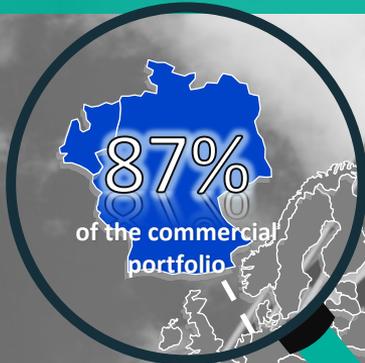
Source: Eurostat

*Metropolitan regions of Berlin, Munich, Frankfurt/Rhine-Main, Amsterdam and Hamburg

Strong diversification among asset classes with different fundamental drivers

Office, Logistics/Wholesale & Residential make up **70%** of the Group portfolio

High tenant diversification with no dependency. Long WALT of **8.2** years. Each location has **different key demand drivers** – supporting **industry diversification** of tenants



DEFENSIVE PORTFOLIO WITH STRONG TENANT STRUCTURE

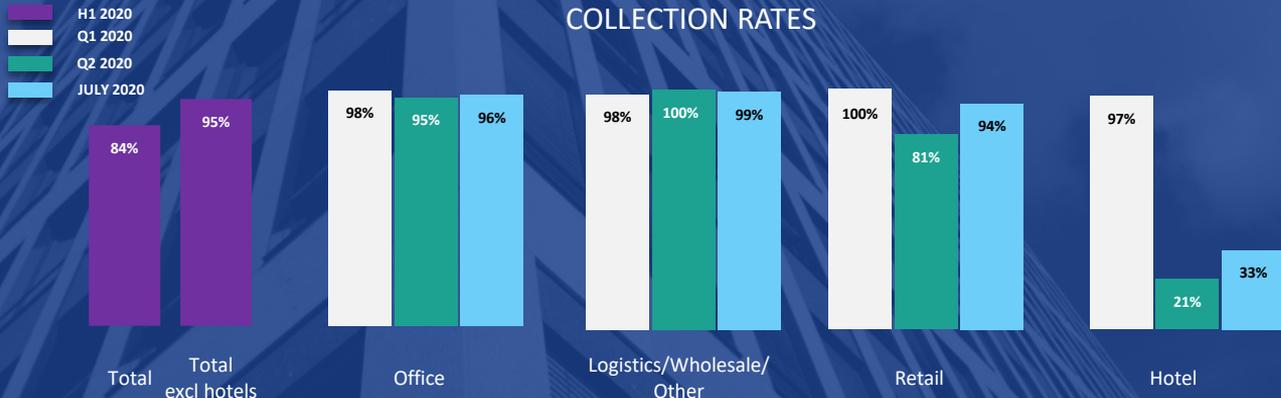
Large Tenant Base with over 4,000 tenants



- Limited dependency on single tenants due to large tenant base of over 4,000 tenants, further supported by highly granular German residential market
- Top 10 tenants represent less than 20% of rent
- Long lease terms
- Portfolio WALT as of June 2020:

Office	Hotel	Logistics/ Wholesale /Other	Retail	Total
4.8	15.2	6.9	4.8	8.2

COLLECTION RATES

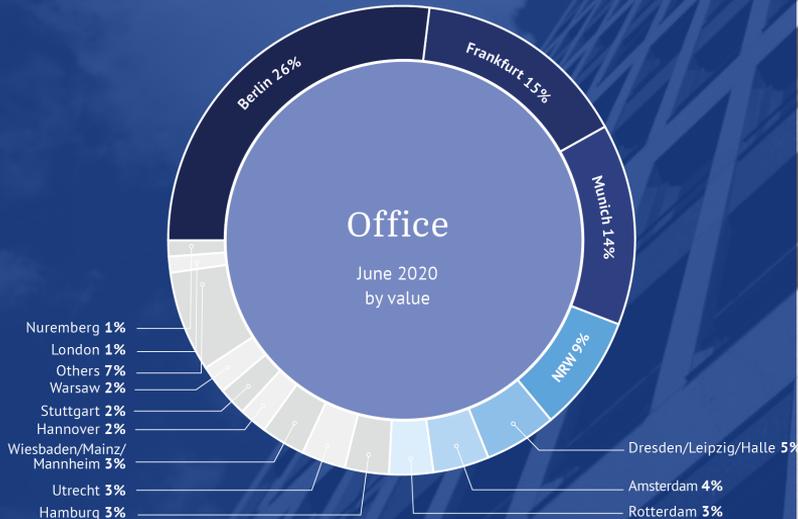


OFFICE 50%

4.8y WALT

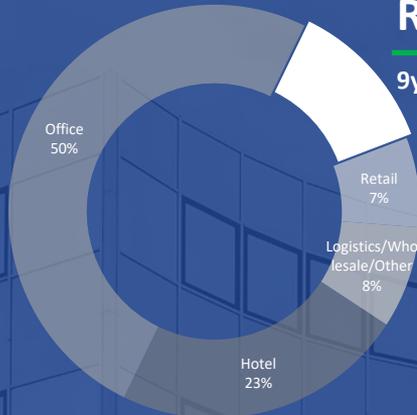
Top 4: 59% (of offices)

Berlin (26%), Frankfurt (15%),
Munich (14%), Amsterdam (4%)



- Well-diversified with no dependency on a single location (Top 4 59%: Berlin, Munich, Frankfurt & Amsterdam)
 - With €3.3bn Berlin office assets, AT is the largest office landlord in Berlin among publicly listed peers
 - Strong tenant base with well-diversified industry sectors.
 - Top industries: Governmental, Insurance & Banking, IT, Health Care, Energy, Infrastructure, Telecomm., Professional services etc.
-
- Largest office tenant segment is public sector (23%)
 - Insignificant amount of coworking tenants (less than 1%)
 - Diverse tenant base with strong top tenants, such as German & Dutch Government, Deutsche Bundesbank, Siemens, Deutsche Bahn, Orange, Allianz etc.
 - Diversified lease structure with long WALT of 4.8 years

RESIDENTIAL PORTFOLIO

**RESIDENTIAL 12%**

9y average tenancy length

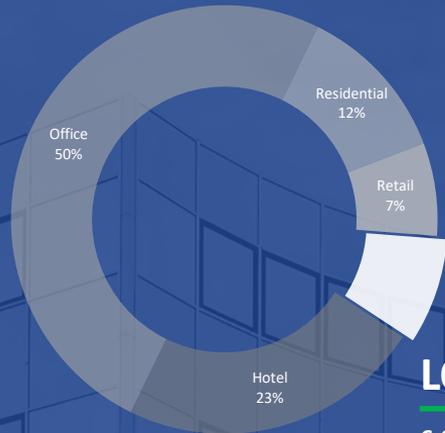
GERMANY: NRW (20%), Berlin (25%), Dresden/Leipzig/Halle (13%) and London (15%)

Only 1% rent deferral in H1 2020 due to Covid

German residential: the most resilient asset type in Europe

Granular tenant base

RETAIL & LOGISTICS/WHOLESALE PROPERTIES

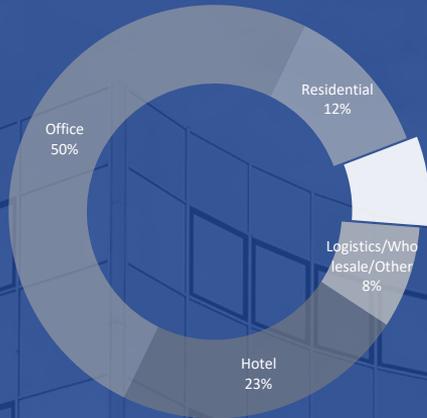


LOGISTICS/WHOLESALE 8%

6.9y WALT

Mainly last-mile properties, resilient during the current disruption ~100% collection rate in H1 2020 and July.

RETAIL & LOGISTICS/WHOLESALE PROPERTIES

**RETAIL 7%**

4.8y WALT

91% collection rate in H1 2020**Collection rate July 94%**

Half of the portfolio is essential goods - Grocery-anchored, pharmacies, drugstores, banks, DIY, Grocery-anchored at mainly long-leased retail boxes in locations with limited competition such as EDEKA, NETTO, REWE, PENNY, LIDL and Kaufland amounting to only 7% of the portfolio due to disposals above book value

HOTEL PORTFOLIO

WELL-DISTRIBUTED HOTEL PORTFOLIO ACROSS EUROPE WITH A FOCUS ON THE 4 STAR CATEGORY

Hotel portfolio consisting of 23% of the total portfolio including 176

hotels well-distributed mainly in top tier cities in Europe

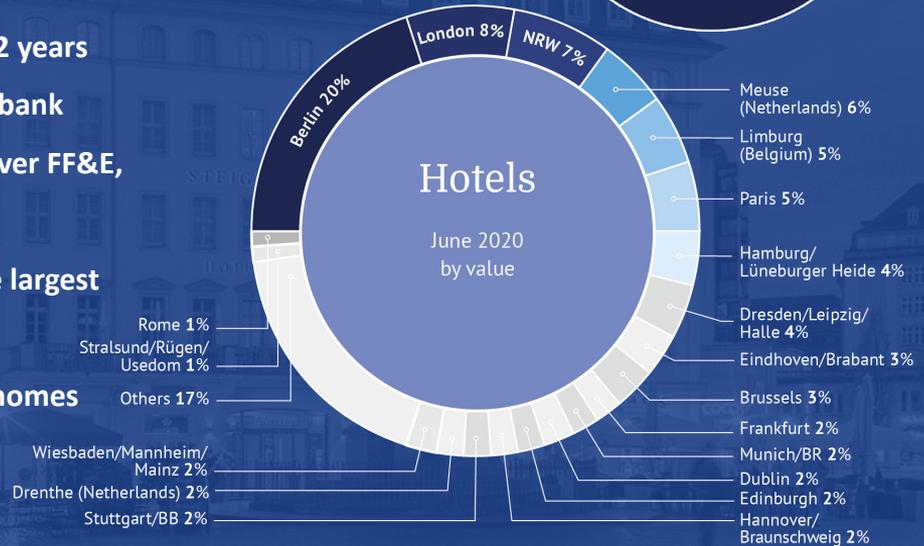
The rental agreements are double or triple net, fixed plus CPI linked, with no variable components in the lease. The lease agreements are fixed.

Lease periods are long-term (up to 25 years). WALT of hotels is 15.2 years

Lease agreements include set of strong securities, ranging from bank guarantee, parent guarantee, pledge over bank accounts, pledge over FF&E, and more

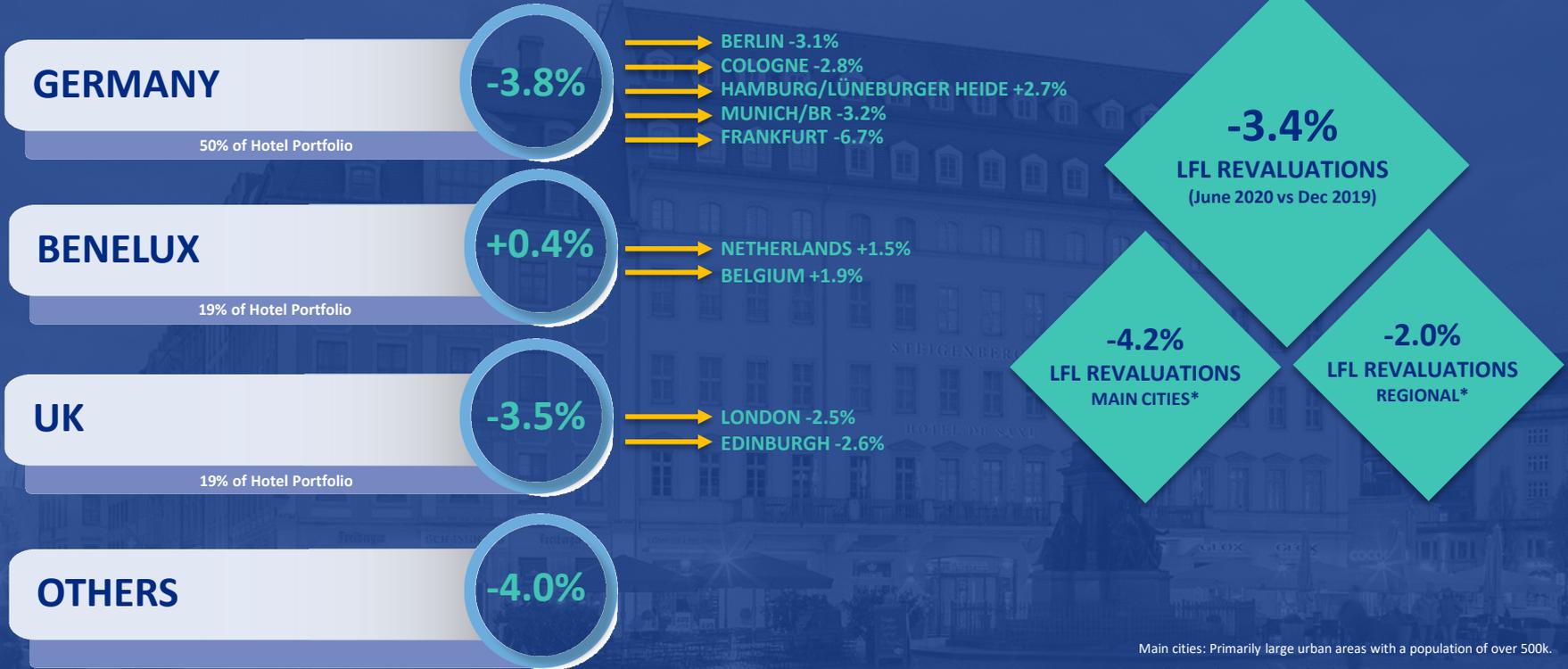
85% of the hotels are branded 4-star hotels, benefiting from the largest diverse market segment, including business and leisure

Option to convert hotels into micro apartments and/or elderly homes which have been resistant to the current environment



HOTEL PROPERTY REVALUATIONS

95% OF THE HOTEL PORTFOLIO HAS BEEN REVALUED DURING H1 2020 BY EXTERNAL VALUATORS



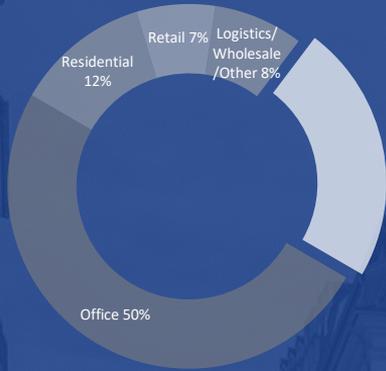
Main cities: Primarily large urban areas with a population of over 500k.

Regional: Primarily coastal, woodland and Alpine regions, e.g. Center Parcs

HOTEL PORTFOLIO

HOTELS 23%

15.2y WALT



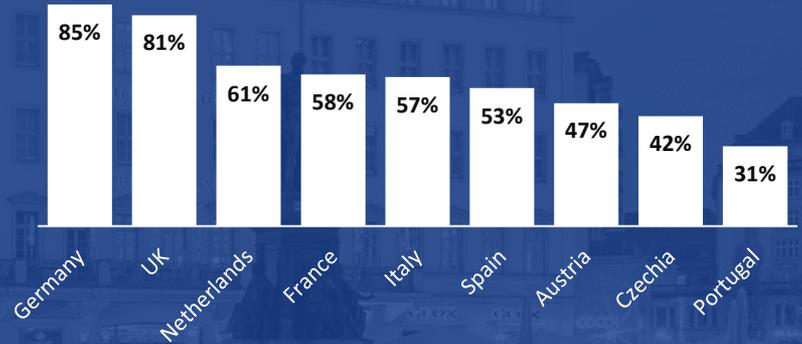
Focus on top tier locations will provide relatively faster recovery potential

Domestic demand is largest in Germany (over 80%), UK (over 80%) and Netherlands (over 60%). Market data from STR has indicated that over the summer months domestic demand, or “Staycation”, has significantly supported occupancy, particularly in the Netherlands and Germany

GERMANY & UK & NL

95%* of hotels by rental income are open
 Fixed long term leases to >30 different third party hotel operators

Share of domestic travel in % of total travel

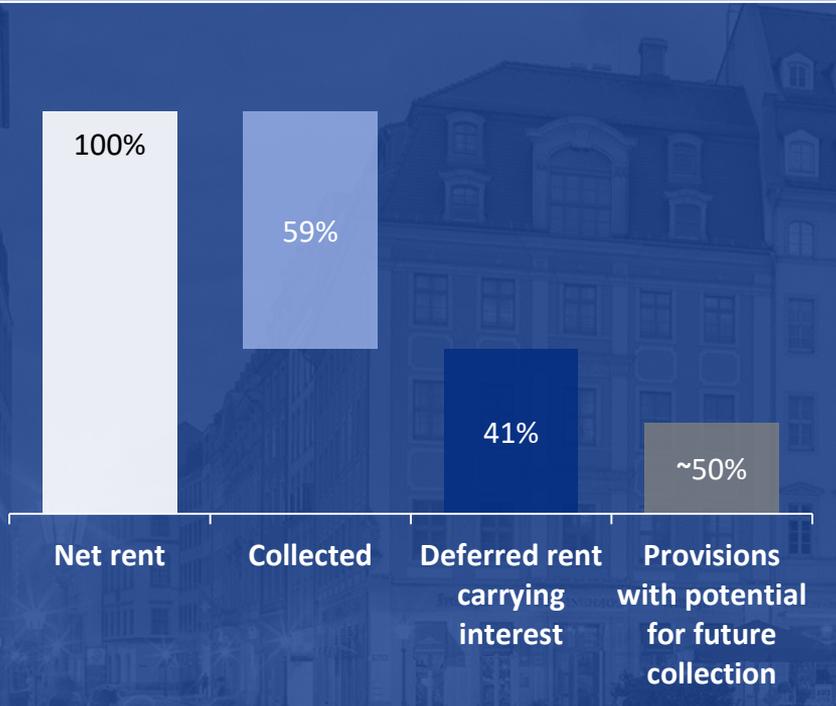


Source: OECD, last data available. Tourism Economics, STR

*excluding hotels which are under repositioning/refurbishment

UPDATE ON HOTEL RENT COLLECTION

H1 2020 HOTEL RENT COLLECTION



- ❑ H1 collection rate: 59%. Collection rate July 33%,
- ❑ AT is in continuous discussion with its hotel tenants, working on a case by case basis to find right solutions for each tenant and to continue the strategic relationship with strong tenants which bears benefits for the long-term
- ❑ 41% of the hotel rent was delayed, bearing interest. The German government enacted a law giving permission for tenants to delay the rent. Interest on delayed amount is 5%-8%
- ❑ Due to prevailing uncertainties of the effects from Coronavirus, the recovery in the hotel industry remains uncertain. Arowntown has thus created provisions for ca. 50% of the deferred hotel net rents.

TENANTS AND BRANDS

Fixed of 10-25 years (WALT of 15.2 years)
leases to over 30 different strong third party
hotel operators, operating with high
profitability for many years

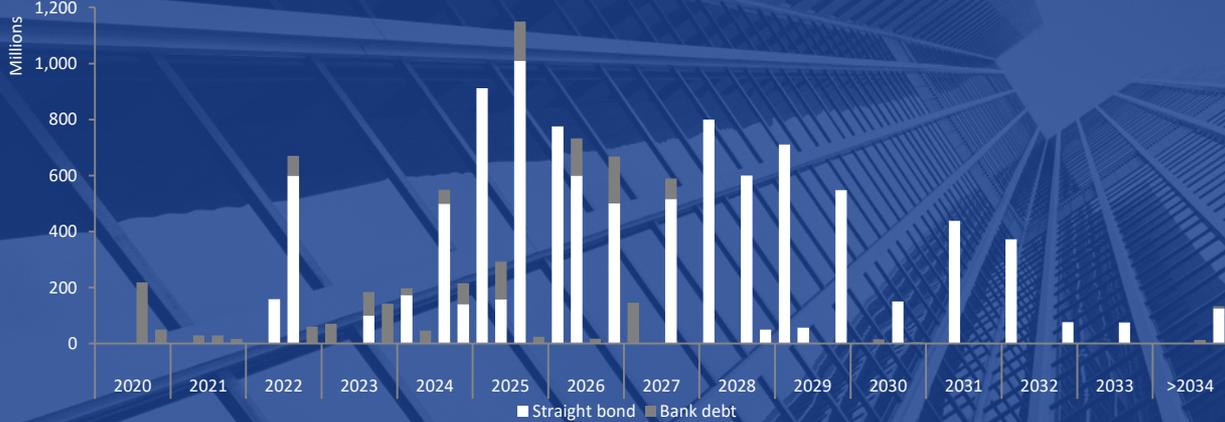
No dependency on any single tenant.

Center Parcs (CP) is the largest tenant with 5% of the group's rental income (19% of AT's hotel income). After re-opening late May and early June, CP is experiencing a strong demand due to the strong increase in domestic travel and thus ensuring a fast recovery.

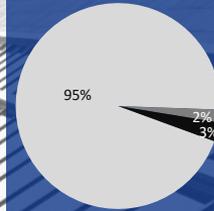


CONSERVATIVE CAPITAL STRUCTURE

DEBT MATURITY PROFILE



STRONG DEBT AND HEDGING PROFILE



Debt maturity

6.2 years
Ø maturity

Cost of debt

1.6%
Ø cost of debt

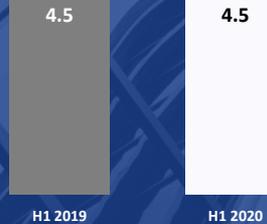
97%
hedged

LOAN-TO-VALUE

Company BOO limit of 43%



CONSISTENTLY STRONG ICR

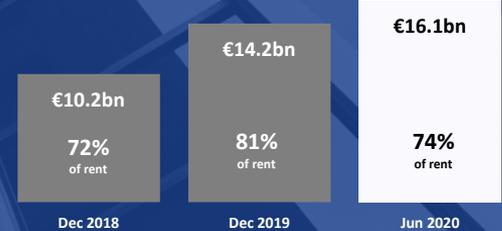


FINANCING SOURCES MIX



UNENCUMBERED ASSETS

by value





FINANCIAL RESULTS

PROFIT AND LOSS

	1-6/2020	1-6/2019
	in € millions	
REVENUE	588.3	420.6
RECURRING LONG-TERM NET RENTAL INCOME	497.7	354.7
PROPERTY REVALUATIONS AND CAPITAL GAINS	564.0	679.4
Share in profit from investment in equity-accounted investees	108.2	198.1
Property operating expenses	(185.4)	(109.9)
EBITDA	1,049.9	1,175.9
Finance expenses, net	(98.9)	(70.3)
Other financial results	(99.7)	37.2
Current tax expenses	(45.6)	(26.0)
Deferred tax expenses	(177.7)	(146.7)
PROFIT FOR THE PERIOD	626.3	969.3
Basic earnings per share (in €)	0.36	0.68
Diluted earnings per share (in €)	0.36	0.67

Net rental income, recurring long-term* (in €m)

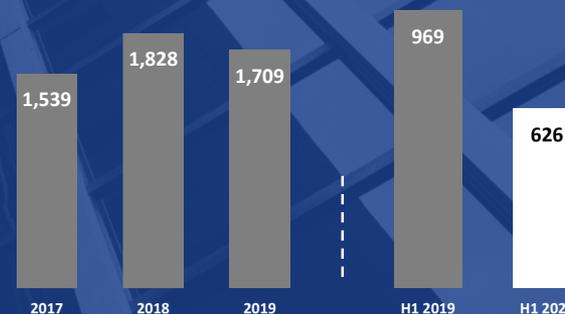


* Excluding net rent from assets held for sale

SOLID ORGANIC GROWTH FROM BOTH EXTERNAL AND INTERNAL SOURCES



Net profit (in €m)



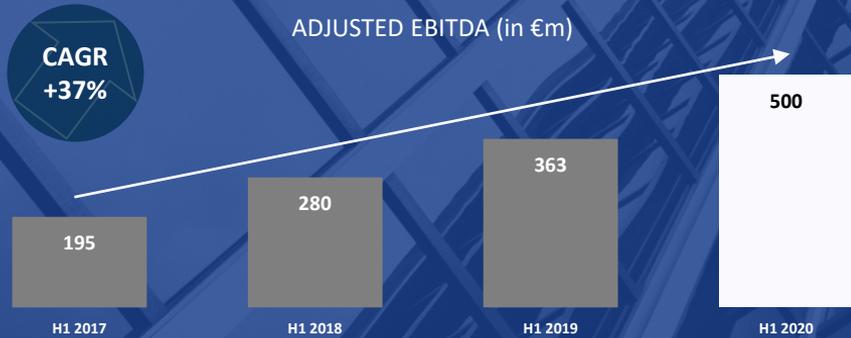
ADJUSTED EBITDA

	1-6/2020	1-6/2019
	in € millions	
Operating profit	1,048.2	1,175.1
Total depreciation and amortization	1.7	0.8
EBITDA	1,049.9	1,175.9
Property revaluations and capital gains	(564.0)	(679.4)
Share in profit from investment in equity-accounted investees	(108.2)	(198.1)
One-off expenses related to TLG merger	3.7	-
Other adjustments	0.2	(0.2)
Add back: Extraordinary general rental provisions related to deferred rents	35.0	-
ADJUSTED EBITDA COMMERCIAL PORTFOLIO, RECURRING LONG TERM	416.6	298.2
Adjustment for GCP's and other investments' adjusted EBITDA contribution	83.4	64.3
ADJUSTED EBITDA	500.0	362.5

Subtracted as these profits include AT's share in non-operational profits generated by the equity accounted investees

Mainly related to adjusted EBITDA of the properties marked for disposal to reflect the long-term recurring Adjusted EBITDA of the commercial portfolio

Due to the nature of its strategic investment in GCP and in other investments, AT includes in its adjusted EBITDA calculation its share in the adjusted EBITDA generated by those investments for the period in accordance with its holding rate over the period.

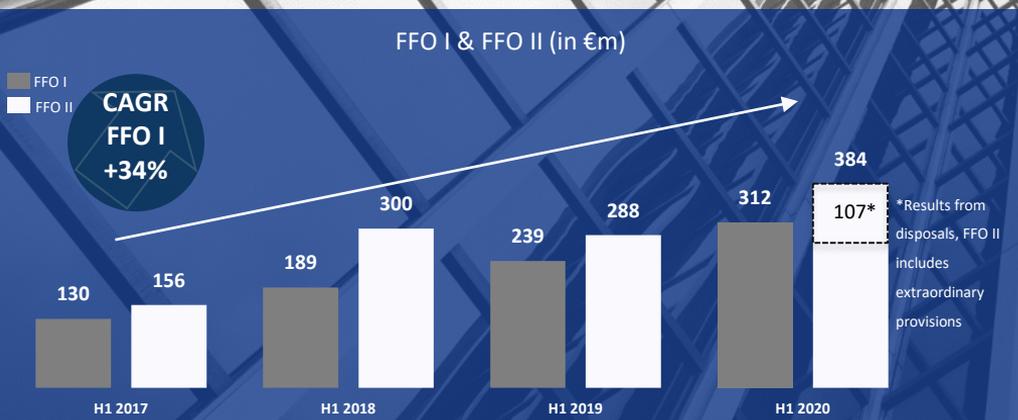
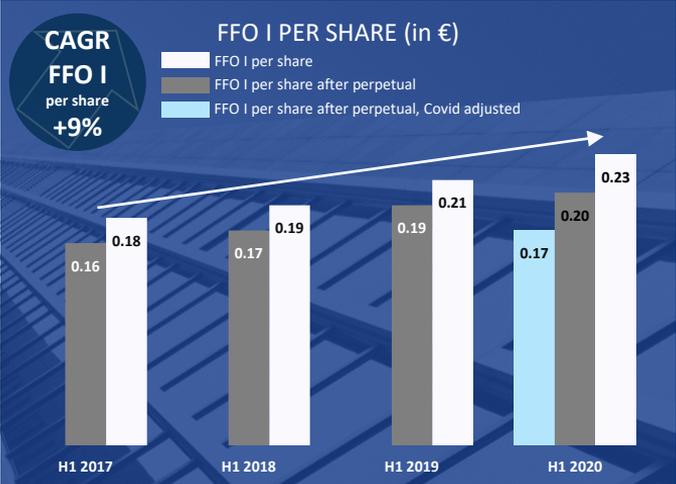


- Collection rate H1**
- Total portfolio: 84%, excl hotels: 95%
 - Offices: 96%, retail: 91%, Logistics/Wholesale: ~100%
 - Hotel: 59%

Due to prevailing uncertainties of the effects from Coronavirus, the recovery in the hotel industry remains uncertain. Aroundtown has thus conservatively created provisions on deferred rents based on management assessment, although the Company is still working with its tenants, on a case by case basis, to collect the deferred amounts.

FFO I & FFO II

	1-6/2020	1-6/2019
	in € millions	
ADJUSTED EBITDA COMMERCIAL PORTFOLIO, RECURRING LONG TERM	416.6	298.2
Finance expenses	(98.9)	(70.3)
Current tax expenses	(45.6)	(26.0)
Contribution to minorities	(19.3)	(7.7)
Other adjustments	1.8	1.5
FFO I COMMERCIAL PORTFOLIO, RECURRING LONG TERM	254.6	195.7
Adjustment for GCP's and other investments' FFO I contribution	57.1	43.6
FFO I	311.7	239.3
FFO I AFTER PERPETUAL	268.5	217.0
Extraordinary general rental provisions related to deferred rents	(35.0)	-
FFO I AFTER PERPETUAL, COVID ADJUSTED	233.5	217.0
FFO I PER SHARE (IN €)	0.23	0.21
FFO I PER SHARE AFTER PERPETUAL (IN €)	0.20	0.19
FFO I PER SHARE AFTER PERPETUAL (IN €), COVID ADJUSTED	0.17	0.19
Result from disposal of properties	106.8	49.1
FFO II	383.5	288.4



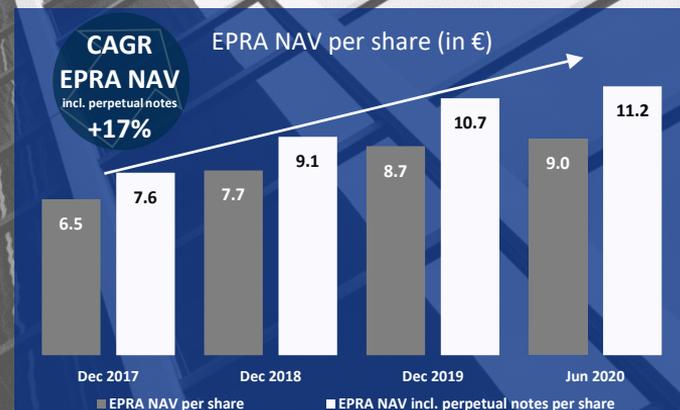
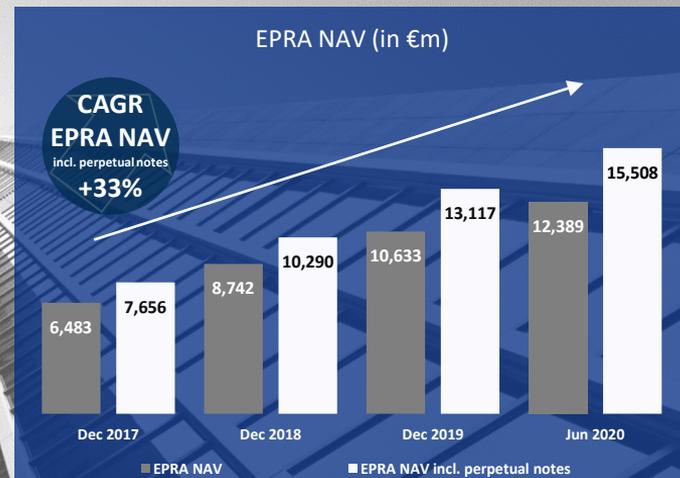
EPRA NAV

	Jun 2020		Dec 2019	
	in € millions	Per share	in € millions	Per share
NAV PER THE FINANCIAL STATEMENTS	16,445.0		13,378.9	
Equity attributable to perpetual notes investors	(3,118.6)		(2,484.0)	
NAV EXCLUDING PERPETUAL NOTES	13,326.4		10,894.9	
Fair value of derivative financial instruments	(8.3)		(71.6)	
Deferred tax liabilities	(2,013.5)		1,119.5	
NAV	15,331.6	€11.1	11,942.8	€9.8
Non-controlling interests	(1,924.8)		(1,309.4)	
Adjustment for TLG (deducting goodwill and others)	(1,017.4)		-	
EPRA NAV	12,389.4	€9.0	10,633.4	€8.7
Equity attributable to perpetual notes investors	3,118.6		2,484.0	
EPRA NAV INCLUDING PERPETUAL NOTES	15,508.0	€11.2	13,117.4	€10.7
Number of shares (in millions) ¹⁾	1,378.9		1,224.9	

1) Excluding shares in treasury and including the conversion impact of mandatory convertible notes, base for share KPI calculations

	NAV	EPRA NAV	EPRA NAV including perpetual notes	EPRA NNAV
in € millions unless otherwise indicated				
Jun 2020	15,331.6	12,389.4	15,508.0	11,877.2
Jun 2020 per share (in €)	11.1	9.0	11.2	8.6
Per share growth	13%	3%	5%	4%
Number of shares (in millions, Jun 2020) ¹⁾		1,378.9		
Dec 2019	11,942.8	10,633.4	13,117.4	10,139.3
Dec 2019 per share (in €)	9.8	8.7	10.7	8.3

1) Excluding shares in treasury and including the conversion impact of mandatory convertible notes, base for share KPI calculations



GUIDANCE

	FY 2020 Guidance	FY 2019
FFO I after perpetual (in € million)	460-485	446
FFO I per share after perpetual (in €)	0.34-0.36	0.38
FFO I per share after perpetual, COVID adjusted (in €)	0.25-0.28	0.38

- FFO I AFTER PERPETUAL INCLUDING YTD €1 BILLION SIGNED DISPOSALS, PLUS ADDITIONAL ~€1 BILLION NET SALES IN 2020
- SHARE BUYBACK TO HAVE A PARTIAL EFFECT IN 2020, FULL EFFECT IN 2021
- COVID AS AN EXTRAORDINARY & NON-RECURRING ITEM, CONSERVATIVELY ASSUMED FOR 2020



APPENDIX

Portfolio breakdown per asset type*

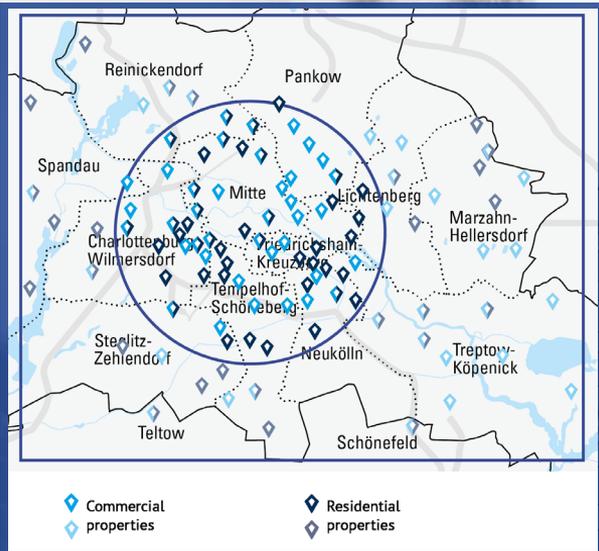
JUNE 2020	Investment property (€m)	Lettable area (k sqm)	EPRA Vacancy	Annualized net rent (€m)	In-place rent/sqm (€)	Value/sqm (€)	Rental Yield
Office	11,864	4,043	9.7%	510	10.9	2,934	4.3%
Hotel	5,936	1,920	4.1%	318	14.1	3,092	5.4%
Retail	1,829	811	9.0%	96	10.5	2,254	5.3%
Logistics/Wholesale/Other	1,435	1,505	5.9%	77	4.5	953	5.4%
Development & Invest	1,584						
Total	22,648	8,279	7.6%	1,001	10.5	2,544	4.8%

Portfolio breakdown per region*

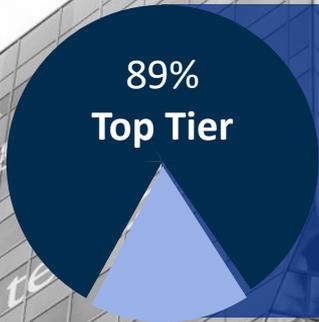
JUNE 2020	Investment property (€m)	Lettable area (k sqm)	EPRA Vacancy	Annualized net rent (€m)	In-place rent/sqm (€)	Value/sqm (€)	Rental Yield
Berlin	4,956	1,330	4.5%	185	12.0	3,727	3.7%
NRW	2,156	1,225	7.9%	115	8.0	1,760	5.3%
Frankfurt	2,024	587	13.6%	80	12.3	3,450	3.9%
Munich	1,849	610	11.3%	56	7.9	3,033	3.0%
Dresden/Leipzig/Halle	1,033	525	4.9%	59	9.4	1,968	5.7%
Hamburg/LH	670	309	4.8%	35	9.7	2,168	5.2%
London	653	105	7.9%	30	26.2	6,210	4.6%
Amsterdam	619	159	8.7%	26	14.1	3,900	4.2%
Wiesbaden/Mainz/Mannheim	536	219	6.8%	30	11.6	2,440	5.6%
Hannover	435	270	8.9%	24	8.1	1,613	5.4%
Stuttgart/BB	412	174	3.7%	23	11.2	2,367	5.7%
Utrecht	347	135	13.4%	18	11.5	2,558	5.3%
Rotterdam	330	132	4.2%	23	13.9	2,501	6.9%
Other	5,044	2,499	7.7%	297	10.4	2,018	5.9%
Development & Invest	1,584						
Total	22,648	8,279	7.6%	1,001	10.5	2,544	4.8%

* figures exclude assets held for sale

BEST IN CLASS BERLIN PORTFOLIO – JUNE 2020



Map representing approx. 95% of the portfolio and 98% incl. central Potsdam



- 89% of the commercial portfolio is located in top tier neighborhoods
 - Charlottenburg, Wilmersdorf, Mitte, Kreuzberg, Friedrichshain, Lichtenberg, Schöneberg, Neukölln, Steglitz and Potsdam
 - Strongly benefiting from the unique dynamics & growth of Berlin's most in demand neighborhoods, business areas & tourist centers
- 11% of the commercial portfolio is well located primarily in Spandau, Reinickendorf, Hellersdorf/Marzahn & Treptow/Köpenick

With €3.3bn Berlin office portfolio, AT is the largest office landlord in Berlin among publicly listed peers



STRATEGIC TOP TIER HOTELS IN STRONG LOCATIONS WITH FASTER RECOVERY POTENTIAL

Hotel	Rooms	Brand
Hilton Berlin Gendarmenmarkt Prime Center	601	Hilton
Bristol Berlin Ku'damm Prime Center (ex-Kempinski)	301	HOTEL BRISTOL BERLIN
Die Welle H-Hotels Berlin Alexanderplatz	624	H-Hotels.com
InterContinental Frankfurt Prime Center	473	INTERCONTINENTAL HOTELS & RESORTS
Hilton London Hyde Park Prime Center	132	Hilton
Marriott Conference Hotel Paris City Center	757	Marriott
Steigenberger Hotel Cologne Prime Center	305	STEIGENBERGER HOTELS & RESORTS

Hotel	Rooms	Brand	Hotel	Rooms	Brand
Crowne Plaza Berlin Prime Center Potsdamer Platz	256	CROWNE PLAZA HOTELS & RESORTS	Mark Apart Berlin Prime Center Ku'damm	120	
NH Hotel Dortmund Prime Center	190	NH HOTELS	Motel One Zwinger-Forum Dresden Prime Center	288	MOTEL ONE
Novum Winters Berlin Checkpoint Charlie	170	NOVUM HOTELS & RESORTS	InterCity Hotel Dresden City Center	162	InterCityHotel
Steigenberger Hotel de Saxe Dresden Prime Center	185	STEIGENBERGER HOTELS & RESORTS	Marriott Hotel Leipzig Prime Center	239	Marriott
AC by Marriott Berlin Mitte	130	Marriott	Schlosshotel Grunewald Charlottenburg Berlin	54	
Moxy by Marriott Berlin Mitte	101	Marriott	Radisson Blu Prime Center Baden-Baden	162	Radisson BLU
Davos Promenade Hotel	100	SEEHOF HOTELS	Mercure Munich Conference Center Messe	167	Mercure
Ex-Sheraton Brussels Prime Center	533	Sheraton	Ibis Munich Conference Center Messe	137	ibis
Sheraton Rome	640	Sheraton	Center Parcs (7 locations)	ca.5,000	CenterParcs
Hilton London Chelsea	172	Hilton	Berlin Prime Center Mitte Rosa-Luxemburg-Platz	95	
Hilton Edinburgh Royal Mall Prime Center	211	Hilton	Seminaris Campus Hotel Berlin	186	SEMINARIS
Hilton Dublin Prime Center	324	Hilton	Wyndham Garden Düsseldorf Prime Center Königsallee	82	WYNDHAM GARDEN HOTELS
Resorthotel Schwielowsee Berlin- Potsdam	155		Hotel Im Wasserturm Cologne Prime Center	88	
DoubleTree by Hilton London Center Angel/King's-Cross	373	DoubleTree by Hilton	Ibis Berlin Alexanderplatz	61	ibis
Hyatt Regency Paris Airport Charles de Gaulle	388	HYATT REGENCY	Melia Munich Hotel Munich Messe	134	MELIA HOTELS INTERNATIONAL
Berlin Holiday Inn City East	473	Holiday Inn	Penta Hotels (17 locations)	ca. 2,500	PENTA HOTELS
Essen Holiday Inn Prime City Center	168	Holiday Inn	Mercure Liverpool Prime Center Hotel	225	Mercure
Sheraton Hotel Hannover Business District	147	Sheraton	Berlin - Müggelsee	176	
			Manchester City Center Hotel	228	

ESG MEASURES

Environmental

- ✓ AT implements environment-friendly measures throughout its portfolio, with the goal of reducing its carbon footprint by 40% in 2030
- ✓ Gradually switching to energy sources from 100% renewable energy
- ✓ Reducing energy consumption through tenant education and raising awareness

Social

- ✓ Tenant satisfaction is a top priority and an essential part of AT's business strategy
- ✓ Partnering with local organizations and initiatives
- ✓ Employee commitment through development programs and offerings

Corporate Governance

- ✓ Experienced and diverse management board
- ✓ Committees consisting mostly of independent directors: Audit, Risk, Remuneration and Nomination
- ✓ Prudent control mechanisms as well as internal and external risk management systems
- ✓ Incorporating ESG-related risks and considerations in the decision-making process

AT is committed to maintaining a high standard of corporate responsibility towards its stakeholders

CONSERVING ENERGY MEASURES, REDUCING CARBON FOOTPRINT

AROWNTOWN HAS IMPLEMENTED AN ENERGY INVESTMENT PROGRAM, SUPPORTING THE COMPANY'S GOAL OF ACHIEVING A 40% CARBON EMISSIONS REDUCTION BY 2030.

THE PROGRAM IS FOCUSED AROUND FIVE CORE COMPONENTS;

- INSTALLATION AND OPERATION OF SOLAR AND WIND POWER PRODUCTION SYSTEMS ON ROOFTOPS AND PARKING AREAS
- INSTALLATION OF HIGHLY EFFICIENT ENERGY GENERATING SYSTEMS BASED ON COMBINED HEAT & POWER PRODUCTION (CHP) OR COMBINED COOLING HEAT & POWER (CCHP)
- IMPLEMENTATION OF ELECTRICITY STORAGE TO SUPPORT THESE SOLAR, WIND, CHP AND CCHP SYSTEMS
- INSTALLATIONS OF EV CHARGING STATIONS FOR CAR FLEET TRANSITION TOWARDS ELECTRIC VEHICLES
- IMPLEMENTATION OF SMART METERS COMBINED WITH AN ENERGY MANAGEMENT SYSTEM
- MORE INFORMATION CAN BE FOUND IN [AROWNTOWN'S SUSTAINABILITY REPORT](#)



COMMITMENT TO SUSTAINABILITY

ESG ACHIEVEMENTS



In **September 2019**, Aroundtown received the **EPRA BPR Gold** award for the **third consecutive year**, the highest standard for financial reporting. In addition, Aroundtown received the **EPRA sBPR Gold** award for the **second consecutive year** for its sBPR reporting initiatives



50% of Aroundtown's Board of Directors are independent directors providing further support to the Company's strong governance.

In April 2020, Aroundtown issued its third Corporate Responsibility Report, for the year 2019, demonstrating the Company's commitment to sustainability and presenting the developments regarding the ESG related matters. The report is aimed at the Group's investors, tenants, employees, business partners and other stakeholders, and can be found on the Company's [website](#).

SUSTAINALYTICS

AT is ranked in the **94th** percentile among 339 real estate peers

Outperformer with a higher rank for the **2nd** year in a row

March 2020

INCLUSION INTO

DAX[®] 50 ESG

in March 2020

AT is already included in:



S&P Dow Jones Indices
A Division of S&P Global



STOXX



HAUPT SPONSOR 2020-2021



Aroundtown is the main sponsor of FC Union Berlin since the Season 2019/2020, GCP is the main sponsor of FC Union Berlin U13 & U15 girls teams

HIGHEST RATED IN GERMAN COMMERCIAL REAL ESTATE

Financial risk profile

Business risk profile	Financial risk profile					
	1 Minimal	2 Modest	3 Intermediate	4 Significant	5 Aggressive	6 High Leveraged
1 Excellent	aaa/ aa+	aa	a+/a	a- (Vonovia BBB+)	bbb	bbb- /bb+
2 Strong	aa/ aa-	a+/a	(Kle Pierre) A- (Gecina A-)¹ (Icade)(Covivio) (Aroundtown) BBB+ (GCP)	BBB	bb+	bb
3 Satisfactory	a/a-	bbb+ (Alstria BBB)²	BBB/BBB-	bbb-/bb+	bb	b+
4 Fair	bbb/ bbb-	bbb-	bb+	bb	bb-	b
5 Weak	bb+	bb+	bb	bb-	b+	b/b-
Vulnerable	bb-	bb-	bb-	b+	b	b-

- 1) Rating anchor of Gecina is BBB+, their final rating after the effect of modifiers is A-
 2) Rating anchor of Alstria is BBB+, their final rating after the effect of modifiers is BBB

Financial policy:

Strive to achieve A global rating in the long term

LTV limit at 45%

Debt to debt-plus-equity ratio at 45% (or lower) on a sustainable basis

Maintaining conservative financial ratios with strong ICR

Unencumbered assets above 50% of total assets

Long debt maturity profile

Good mix of long term unsecured bonds & non-recourse bank loans

Dividend distribution of 65% of FFO I per share

'BBB+' Investment Grade rating from S&P



AROWNTOWN BOND COVENANTS

- ✓ Each of the bond covenants is met with a significant headroom. Internal financial policy is set at stricter levels
- ✓ ECB eligibility: Bonds issued under the EMTN Programme (Listed in the EU)*
- ✓ The bonds are unsecured and have the below covenant package:

Overview of Covenant Package

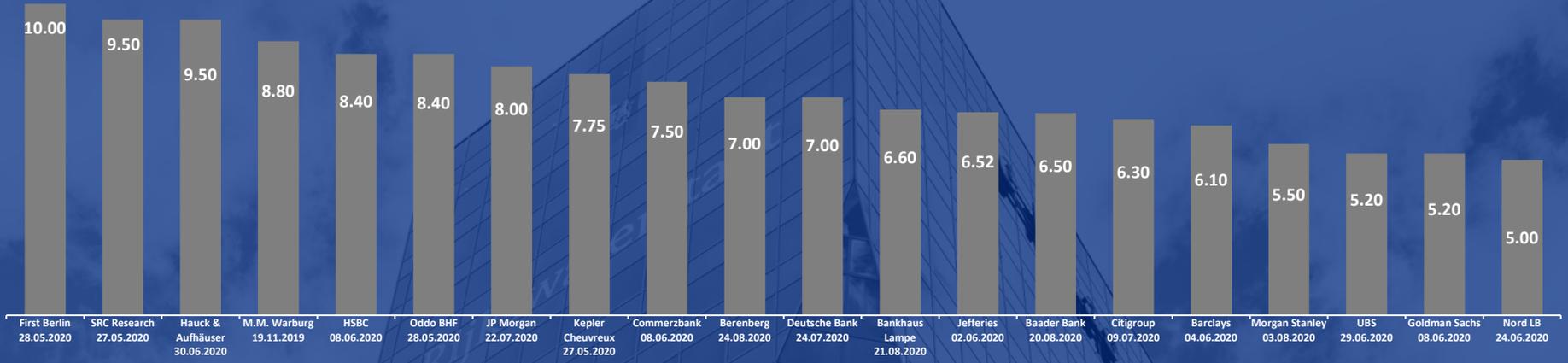
Covenant Type		EMTN programme covenants
1	<i>Limitation on Debt</i>	✓
	Total Debt / Total Assets	≤60% ⁽¹⁾
2	<i>Limitation on Secured Debt</i>	✓
	Secured Debt / Total Assets	≤45% ⁽²⁾
3	<i>Maintenance of Unencumbered Assets</i>	✓
	Unencumbered Assets/Unsecured Debt	≥ 125% ⁽³⁾
4	<i>Maintenance of Coverage Ratio</i>	✓
	Adjusted EBITDA / Net Cash Interest	≥1.8x
5	<i>Change of Control Protection</i>	✓

Notes: 1) Total Net Debt / Total Net Assets
 2) Secured Net Debt / Total Assets
 3) Net Unencumbered Assets / Net Unsecured Indebtedness

* Excluding the NOK & HKD issuances

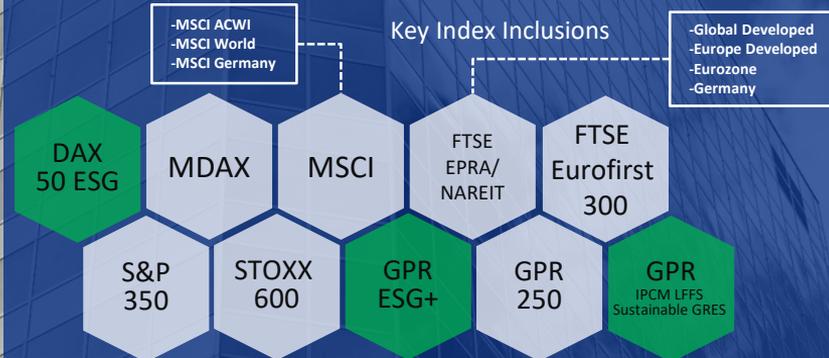
EQUITY ANALYST RESEARCH COVERAGE

Analyst Research Target Price



Analyst Coverage

Key Index Inclusions



AROWNTOWN'S SHARE PRICE PERFORMANCE

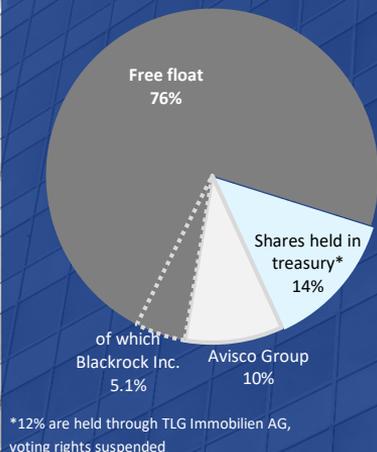
Share performance and total return since initial placement of capital (13.7.2015)
Aroundtown is the best performer in 2017/2018 amongst European real Estate



The Share

Placement	Frankfurt Stock Exchange (Prime Standard)
Incorporation	Luxembourg
First equity issuance	13.07.2015 (€3.2 per share)
Number of shares (basic)	1,537,025,609
Number of shares (basic), excl. suspended voting rights, base for share KPI calculations	1,350,793,294 (As of 30.06.2020)
Free float	76%
Symbol (Xetra)	AT1
Market cap 26.08.2020	€7.5 bn (€4.9 share price)

Shareholder Structure



Share Issue Price Development



CAPITAL MARKET ACTIVITY

Capital market activity per year



Capital market activity per issuance type 2015-2020 YTD



- ✓ AT has been the largest listed European RE capital market issuer in 2016, 2017 and 2019
- ✓ Issuances via different instruments and different currencies, with currency hedges to Euro in place, demonstrate AT's broad and diverse investor base as well as strong demand to AT's instruments. These not only provide diversification of the investor base but also eliminate dependency on any single markets, instruments or currencies. Currency risk is hedged through swap agreements to Euro. Majority of the issuances were under EMTN programme which facilitates this diversity and flexibility

Equity and Bond Bookrunners



BOARD OF DIRECTORS



FRANK ROSEEN - DIRECTOR

HIGHLY EXPERIENCED WITH A TRACK RECORD OF 30 YEARS. HELD VARIOUS SENIOR MANAGEMENT POSITIONS, INCLUDING, CEO OF GERMANY & CENTRAL EASTERN EUROPE OF GE CAPITAL AND REAL ESTATE. *MBA*



JELENA AFXENTIOU – DIRECTOR

SINCE 2011 IN THE MANAGEMENT OF AROUNDTOWN AND ITS SUBSIDIARIES AND HAS 20 YEAR OF EXPERIENCE IN THE REAL ESTATE AND THE HOTEL BUSINESS, SPECIALIZING IN FINANCE AND ACCOUNTING.



RAN LAUFER - NON-EXECUTIVE DIRECTOR

FORMER POSITIONS INCLUDE CEO OF ADO PROPERTIES, DEPUTY CEO OF GRAND CITY PROPERTIES S.A. AND CHIEF OFFICER OF MARKETING AND SALES OF AIRPORT CITY LTD. *MBA*



MARKUS LEININGER- INDEPENDENT DIRECTOR

FORMER SENIOR BANKER WITH A FOCUS ON FINANCING, PRIVATE EQUITY AND REAL ESTATE. SERVED AS HEAD OF OPERATIONS WITH EUROHYPO AG AND RHEINHYP AG (COMMERZBANK) AND A MEMBER OF THE ADVISORY BOARD AND INVESTMENT COMMITTEE OF REVETAS CAPITAL ADVISORS. *DIPLOMA IN B.A.*



SIMONE RUNGE-BRANDNER - INDEPENDENT DIRECTOR

HER PAST POSITIONS INCLUDE DEAL MANAGER (DIRECTOR) AT UBS DEUTSCHLAND AG, VICE PRESIDENT REAL ESTATE FINANCE/ INVESTMENT FUNDS, CREDIT MANAGER AT DEKABANK FRANKFURT AND CREDIT MANAGER REAL ESTATE FINANCE AT HELABA FRANKFURT. *DIPLOMA IN INTERNATIONAL BUSINESS ADMINISTRATION*



MARKUS KREUTER - INDEPENDENT DIRECTOR

SPECIALIZED IN REAL ESTATE DEBT ADVISORY THROUGH HIS OVER 18 YEARS OF EXPERIENCE IN AMONG OTHERS NATIONAL DIRECTOR DEBT ADVISORY AT JLL, HEAD OF GERMAN COMMERCIAL REAL ESTATE LENDING AT DEUTSCHE BANK, GROUP HEAD OF DEBT FUNDING AT CA IMMO. *DEGREE IN REAL ESTATE ECONOMICS*

THE AUDIT COMMITTEE CONSISTS OF THE INDEPENDENT DIRECTORS, MR. MARKUS KREUTER (CHAIRMAN) AND MR. MARKUS LEININGER

ADVISORY BOARD



DR. GERHARD CROMME - CHAIRMAN OF THE ADVISORY BOARD

DR. CROMME HAS A LONG AND IMPRESSIVE TRACK RECORD WITH TOP POSITIONS IN GERMANY'S BLUE CHIP COMPANIES, INCLUDING CHAIRMAN OF THE SUPERVISORY BOARD OF SIEMENS, CHAIRMAN OF THE EXECUTIVE BOARD AND CHAIRMAN OF THE SUPERVISORY BOARD OF THYSSENKRUPP, AS WELL AS MEMBERSHIP ON THE SUPERVISORY BOARDS OF OTHER LEADING COMPANIES SUCH AS VOLKSWAGEN, LUFTHANSA, ALLIANZ, BNP PARIBAS, E.ON AND AXEL SPRINGER AND CURRENTLY CO-CHAIRMAN OF THE SUPERVISORY BOARD OF ODDO BHF GROUP. IN ADDITION, DR. CROMME HOLDS THE GERMAN DISTINCTION COMMANDER'S CROSS OF THE ORDER OF MERIT AND THE FRENCH DISTINCTION GRAND OFFICER OF THE LEGION OF HONOR.



YAKIR GABAY - ADVISORY BOARD

DEPUTY CHAIRMAN FOUNDER OF THE GROUP IN 2004. WAS PREVIOUSLY THE CHAIRMAN & MANAGING PARTNER OF AN INVESTMENT COMPANY WHICH MANAGED OVER \$30 BILLION OF ASSETS, AND BEFORE THAT THE CEO OF THE INVESTMENT BANKING OF BANK LEUMI. *MBA, BA IN ACCOUNTING/ECONOMICS, AND CPA*



CLAUDIO JARCZYK- ADVISORY BOARD MEMBER

JOINED THE GROUP'S ADVISORY BOARD SINCE 2013. SERVED AS AN EXECUTIVE DIRECTOR AT BERLINHYP BANK SPECIALIZING IN REAL ESTATE FINANCING WITH A FOCUS ON INTERNATIONAL CLIENTS, AS A CHIEF INTERNATIONAL EXECUTIVE AT LANDESBANK BERLIN AND AS AN INTERNATIONAL DIVISION-DEPARTMENT MANAGER AT BAYERISCHE VEREINSBANK MUNICH. *DIPL.KFM, / MBA*



DAVID MAIMON- ADVISORY BOARD MEMBER

MR. MAIMON WAS THE PRESIDENT AND CEO OF EL AL AIRLINES. PRIOR, MR. MAIMON WAS EVP OF CUSTOMER SERVICE, COMMERCE & INDUSTRY AFFAIRS SALES & MARKETING IN EL AL AIRLINES AND SERVED AS A DIRECTOR IN VARIOUS COMMERCIAL COMPANIES SUCH AS LEUMI GEMEL LTD, HEVER AND SUN D'OR INTERNATIONAL AIRLINES. *MBA*

MANAGEMENT TEAM



SHMUEL MAYO - CEO

SINCE 2006 IN THE MANAGEMENT OF AROUWNTOWN AND ITS SUBSIDIARIES. PREVIOUSLY, HE WAS THE CEO OF A LEADING INTERNATIONAL INVESTMENT CONGLOMERATE. *BA IN ECONOMICS AND ACCOUNTING, LAW AND CPA*



OSCHRIE MASSATSCHI- CCMO

SINCE 2013 IN THE MANAGEMENT OF AROUWNTOWN AND ITS SUBSIDIARIES. INTERNATIONAL PROFESSIONAL EXPERIENCE IN BANKING, MANAGEMENT CONSULTANCY AND CORPORATE FINANCE IN AUSTRALIA, UK AND GERMANY. *BA HONOURS IN INTERNATIONAL BUSINESS*



MARKUS NEURAUTER - HEAD OF COMMERCIAL OPERATIONS

BEFORE JOINING THE GROUP HE WAS A BOARD MEMBER OF STRABAG AG AND CEO OF RAIFFEISEN EVOLUTION, RESPONSIBLE FOR PROJECT DEVELOPMENT IN 11 EUROPEAN COUNTRIES WITH A DEVELOPMENT VOLUME OF MORE THAN €2BN. MR. NEURAUTER COVERS MORE THAN 30 YEARS OF EXPERIENCE IN REAL ESTATE. *MASTERS DEGREE IN ECONOMICS*



NIKOLAI WALTER- HEAD OF ASSET & PROPERTY MANAGEMENT

20 YEARS' EXPERIENCE IN THE REAL ESTATE INDUSTRY. BEFORE JOINING THE GROUP, WAS A MANAGING DIRECTOR OF FORTRESS INVESTMENT GROUP, RESPONSIBLE FOR THE ASSET MANAGEMENT OF THE GERMAN COMMERCIAL WITH A MARKET VALUE OF € 5.6 BN. ALSO HELD POSITIONS AT DEUTSCHE BANK GROUP INCLUDING HEAD OF ASSET MANAGEMENT GERMANY AT DEUTSCHE ASSET AND WEALTH MANAGEMENT. *MBA AND DEGREE IN REAL ESTATE ECONOMICS*



MILAN ARANDELOVIC - COO OF HOTEL DIVISION

MR ARANDELOVIC HAS 25 YEARS OF EXPERIENCE IN THE INTERNATIONAL HOSPITALITY SECTOR; BEFORE JOINING THE GROUP, HE HELD REGIONAL ROLES WITHIN HILTON IN EUROPE. IN THIS ROLE HE OPERATED HOTELS FROM BUDGET SECTOR TO LUXURY. *MR. ARANDELOVIC HOLDS A BACHELOR FROM THE RENOWNED ECOLE HOTELIERE DE LAUSANNE AND AN MSC OF STRATHCLYDE UNIVERSITY.*



BRIGITTE SCHMITT - HEAD OF SHOPPING MALL DIVISION

BEFORE JOINING THE GROUP MRS. SCHMITT HAS BEEN 12 YEARS WITH ECE - EUROPEAN MARKET LEADER FOR SHOPPING CENTERS AND WITH DTZ WHERE HER TEAM WAS TWICE AWARDED THE CEE PROPERTY MANAGEMENT TEAM OF THE YEAR AWARD. *DEGREE IN BUSINESS MANAGEMENT AND ADMINISTRATION - FROM THE UNIVERSITY OF WÜRZBURG.*



EYAL BEN DAVID - CFO

SINCE 2008 IN THE MANAGEMENT OF AROUWNTOWN AND ITS SUBSIDIARIES. PREVIOUSLY, HELD A PRIVATE PRACTICE OF CERTIFIED PUBLIC ACCOUNTANTS FOCUSED ON INFRASTRUCTURE AND REAL ESTATE INDUSTRIES. SINCE 2008 IN THE MANAGEMENT OF AROUWNTOWN. *MBA AND CPA*



JELENA EBNER - HEAD OF TRANSACTION MANAGEMENT

MS. EBNER WORKED FOR HUDSON ADVISORS AND LATER AT DUNDEE INTERNATIONAL AS AN ASSET MANAGER. COMING FROM A PROPERTY MANAGEMENT BACKGROUND, JELENA HAS EXPERIENCE IN ALL ASSET TYPES. *BA AND TRAINING AS REAL ESTATE MANAGER*



ALFRED KANDL - HEAD OF CONSTRUCTION MANAGEMENT

MR KANDL HAS 35 YEARS OF EXPERIENCE IN THE REAL ESTATE AND BUILDING INDUSTRY. HE WORKED IN STRABAG AG, ONE OF AUSTRIA'S LEADING BUILDING COMPANIES, AND FURTHER WORKED IN CONTROLLING POSITIONS AT LARGE CONSTRUCTION SITES ALL OVER AUSTRIA AND CENTRAL AND EASTERN EUROPE. FROM 2003 WORKED AS HEAD OF CONSTRUCTION AT RAIFFEISEN EVOLUTION. *DEGREE IN ENGINEERING*



NORMAN LINDNER - HEAD OF INDUSTRIAL & LOGISTICS DIVISION

ORIGINALLY TRAINED AS A BANKER, NORMAN SPENT TWO YEARS IN RISK MANAGEMENT BEFORE GOING INTO CONTROLLING, FINANCE AND ACCOUNTING AS AN ASSET MANAGER. HE GAINED HIS EXPERIENCE AT HABACKER HOLDING, DAWNAY DAY PROPERTY INVESTMENT AND IKB DEUTSCHE INDUSTRIEBANK. *MBA*



CHRISTIAN HUPFER - CHIEF COMPLIANCE OFFICER

SINCE 2008 IN THE MANAGEMENT OF AROUWNTOWN AND ITS SUBSIDIARIES. IS SPECIALIZED IN TAX STRUCTURING, FINANCIAL STATEMENT AND CASH FLOW ANALYSIS. MR. HUPFER WORKED FOR RÖVERBRÖNNER KG STEUERBERATUNGS UND WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT IN THE AUDIT AND TAX DEPARTMENT. *DIPLOMA OF ECONOMICS WITH A FOCUS ON TAX AND FINANCIAL AUDITING*



IDAN KAPLAN - SENIOR FINANCIAL MANAGER

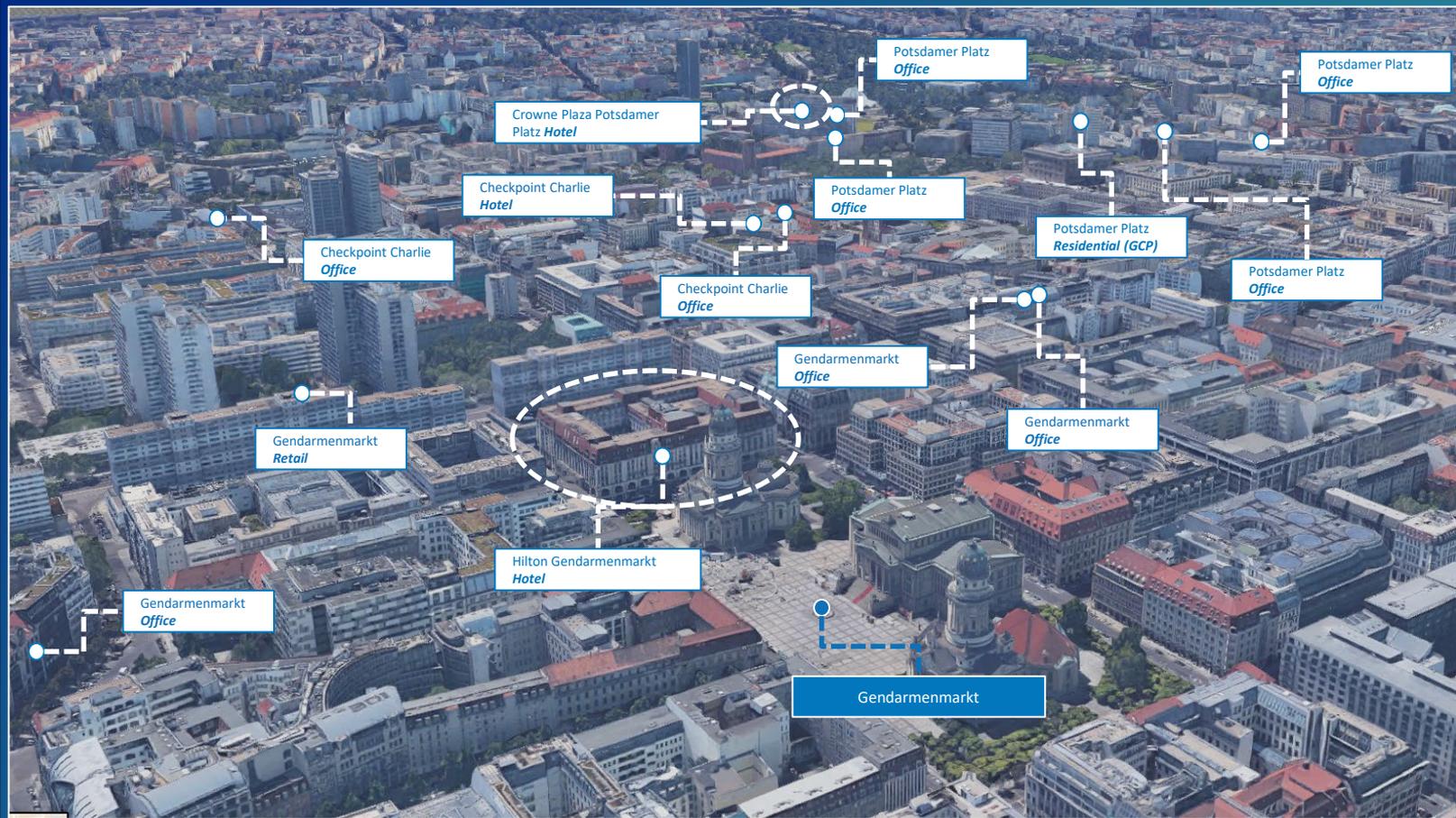
BEFORE JOINING AROUWNTOWN, MR. KAPLAN SERVED AS AN AUDITOR IN AN ACCOUNTING FIRM. *BA IN ACCOUNTING AND BUSINESS ADMINISTRATION*



SYLVIE LAGIES - HEAD OF ESG

HELD POSITIONS AS HOTEL GENERAL MANAGER, CORPORATE PROJECT MANAGER AND HEAD OF TRAINING AND DEVELOPMENT. FORMER ROLES WERE HEAD OF FRANCHISE DEVELOPMENT AND TRAINING FOR DOMINO'S PIZZA GERMANY, DIRECTOR OF BUSINESS DEVELOPMENT FOR PRECISE HOTEL COLLECTION IN GERMANY

BERLIN POTSDAMER PLATZ: THE PRIME COMMERCIAL AND TOURIST CENTER



landmark
property

BERLIN KU'DAMM: THE PRIME COMMERCIAL AND TOURIST CENTER

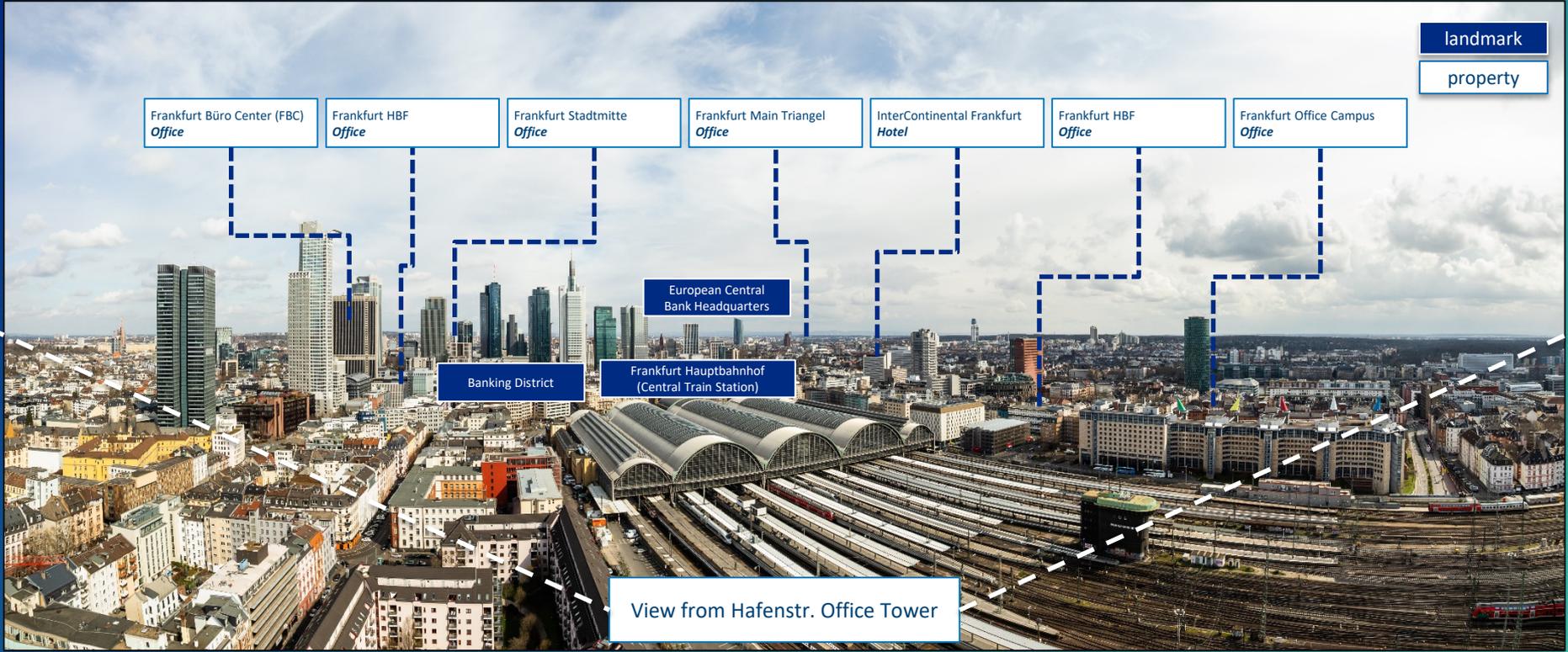


landmark
property

FRANKFURT: QUALITY ASSETS IN CENTRAL LOCATIONS

- Frankfurt Büro Center (FBC) Office
- Frankfurt HBF Office
- Frankfurt Stadtmitte Office
- Frankfurt Main Triangel Office
- InterContinental Frankfurt Hotel
- Frankfurt HBF Office
- Frankfurt Office Campus Office

landmark
property



DEVELOPMENT/BUILDING RIGHTS: PRIME CENTER BERLIN ALEXANDERPLATZ

PROPERTY DESCRIPTION

- TLG's office building on Berlin's Alexanderplatz covers 55k sqm
- The primary building is a large office building situated on Alexanderstraße 1,3,5, 10178 Berlin, built in 1969
- The second building is situated on Karl-Liebknecht-Str. 30, 10179 Berlin and consists of a low-rise
- The asset is situated at Alexanderplatz, one of Berlin's prime centers
- The Alexanderplatz station is a main transport hub connected by a wide range of U-bahn, S-bahn, trams and buses



MARKET DEMAND

- The asset's district "Mitte" is Berlin's top office district with the highest rents in the city¹⁾. Average office rents in Alexanderplatz reach up to €40/sqm (€27/sqm Berlin Ø)¹⁾
- Demand is the highest for modern office space with virtually zero vacancy in Mitte²⁾. New supply comes with high pre-letting ratio for any new developments, leaving little or no availability after completion²⁾
- Mitte is the largest hotel cluster of Berlin, more than half of the branded hotels are located there³⁾ with Alexanderplatz particularly in great demand⁴⁾
- Mitte is also the gravity center of Berlin's residential market with the highest rents and prices in the city⁵⁾
- Selling prices can reach up to €13k/sqm for office space while construction costs are around €2k/sqm⁶⁾



VALUE EXTRACTION POTENTIAL

- Development plans include three new buildings, including two high-rise towers, covering a total gross area of approx. 150k sqm
- Current plans entail a mixed-use development of most demanded asset types in order to fully extract the potential of the space
- Aroundtown and TLG have properties which are adjacent to each other. By combining these assets the positioning of the whole can be optimized further through higher amount of letting space, resulting in additional value creation while streamlining the cost structure



1) Angermann, Office Market Berlin Q4 2019 2) BNP Paribas Real Estate, Office Market Germany, 2020

3) Horwath HTL, Hotel Chains Market Germany: Snapshot Berlin, 2018 4) Deloitte, Berlin's Hotel Market, 2016

5) Guthmann Estate, Market Report Berlin-Mitte, 2020 6) ZIA Deutschland, 2019; Destatis, 2020

DEVELOPMENT/BUILDING RIGHTS - HILTON BERLIN PRIME CENTER GENDARMENMARKT

PROPERTY DESCRIPTION

- The 4 star Hilton Hotel is located in the heart of Berlin on Gendarmenmarkt, a prime tourist, residential and commercial center with historical & cultural landmarks and excellent connectivity & transportation options
- Only 1/3 of the space produces most of the rent. The huge lobby area, the long entry drive way facing the most expensive location in Berlin and overground parking garage are producing a fraction of the rent



MARKET DEMAND

- The asset's district "Mitte" is Berlin's top office district with highest rents in the city¹⁾. Average office rents in Gendarmenmarkt range between €26-€36 per sqm¹⁾
- Demand is the highest for modern office space with virtually zero vacancy in Mitte²⁾. New supply comes with high pre-letting ratio for any new developments, leaving little or no availability after completion²⁾
- Mitte is the largest hotel cluster of Berlin, more than half of the branded hotels are located there³⁾ with Alexanderplatz particularly in great demand⁴⁾
- Mitte is also the gravity center of Berlin's residential market with the highest rents and prices in the city⁵⁾



VALUE EXTRACTION POTENTIAL

- **Overground parking garage:** Conversion of 18k sqm parking space into prime office space and high-end mixed use of residential condos which can be integrated into the hotel's operational systems (short-term living)
- **Driveway & Lobby:** The most prestigious side of the hotel facing Gendarmenmarkt is used as a long stretched driveway and huge lobby. Conversion into prime leisure retail/restaurants/services complementing the area's use as a destination for top culture, historic landmarks and prime gastronomy, with millions of visitors in the Gendarmenmarkt square
- **Additional rooms from conversion:** Unused and not producing public spaces to be converted to additional 70 hotel rooms. Potential additional new space on the roof and inner spaces to create additional 50-100 rooms. Total potential of additional rooms:120-170. Due to the top tier location, each converted and added lettable sqm will produce both high rent levels of €30-€50 per sqm and value per sqm of €12k to €15k

1) Angermann, Office Market Berlin Q4 2019 2) BNP Paribas Real Estate, Office Market Germany, 2020

3) Horwath HTL, Hotel Chains Market Germany: Snapshot Berlin, 2018 4) Deloitte, Berlin's Hotel Market, 2016

5) Guthmann Estate, Market Report Berlin-Mitte, 2020 6) Winters & Hirsch Real Estate Database, 2019

DEVELOPMENT/BUILDING RIGHTS - BERLIN KREUZBERG/ALT-TREPTOW

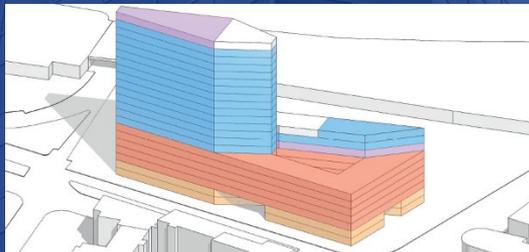
PROPERTY DESCRIPTION

- The cinema center holds 7k sqm & is located across the Park Center retail/office center in a mixed use office, residential & touristic area of the district of Treptow/Kreuzberg around the corner of the Treptowers office towers. Strong connectivity is provided through its inner city location with bus, S-bahn and highway
- Aroundtown acquired this property as part of the acquisition of the Park Center retail/office center across the property



MARKET DEMAND

- Located between Mediaspree and Adlershof Science Park, Alt-Treptow office market has a strong demand
- Average office rents in Alt-Treptow can reach up to €27 per sqm¹⁾
- Achievable purchase/sale prices for office properties in the region can reach up to €7,000 per sqm²⁾
- New development have a very high pre-letting ratio. More than half of new supply that is expected to be delivered in the next 2 years are already pre-let³⁾



VALUE EXTRACTION POTENTIAL

- **Conversion into an office building:**
- Development into a building with 26k lettable sqm with mixed use of office and hotel/short-term let micro apartments



1) Angermann, Office Market Berlin Q4 2019 2) JLL Database, 2020 3) BNP Paribas Real Estate, Office Market Germany, 2020 (data for refers to Mediaspree)

DEVELOPMENT/BUILDING RIGHTS - BERLIN TREPTOW-KÖPENICK – THE BREWERY PROJECT

PROPERTY DESCRIPTION

- This office property is located in the Niederschöneeweide quarter of Berlin's Treptow-Köpenick borough, which is a mix-use area surrounded of commercial as well as a residential space with the Treptower Park to the north and in the south the Berlin Adlershof Technology park, the largest science park in Germany, which is home to over 500 companies and to Berlin Humboldt University's Faculty of Science. Due to its historic use as a former brewery founded in 1882, the property has a special architecture appearance and its locations on the river banks of the river spree give this property unique characteristics



MARKET DEMAND

- Located between Treptower Park and Adlershof Science Park, Niederschöneeweide has a strong and further growing market environment
- Average rents for both residential and commercial use in the area are around €15/sqm¹⁾
- Achievable purchase/sale prices for office properties in the region can reach up to €4,000 per sqm¹⁾



1) JLL Database, 2020

VALUE EXTRACTION POTENTIAL

- **Conversion and development into mixed use urban quarter**
- The original use of the buildings have been for offices, residential, warehouse and factory
- Re-development potential of currently 41k sqm into around 70k lettable sqm of office (conversion as well as new built), micro/student apartments and retail while maintaining the special characteristics of the property



DEVELOPMENT/BUILDING RIGHTS - FRANKFURT MAIN CENTRAL TRAIN STATION

PROPERTY DESCRIPTION

- The 22 storey office tower covers 21k sqm and is situated adjacent Frankfurt's main central train station and thus is well connected by public transport as well as its location just off Mainzer Landstraße, Frankfurt's main inner city road, providing good access to the surrounding districts and the highway system. The area surrounding the property is a popular office location.

MARKET DEMAND

- The office tower is located at the corner of Bahnhofsviertel, Europaviertel and Banking District, three of the most exclusive office districts in Frankfurt.
- Achievable average rents for the modern space in this area can reach up to €32/sqm¹⁾
- New supply that is expected to be delivered to the market within the next two years have 100% pre-letting ratio²⁾
- Achievable selling prices can range between €10k/sqm to €14k/sqm¹⁾³⁾

VALUE EXTRACTION POTENTIAL

- Aroundtown recently acquired the office tower. The asset will be vacated this year to enable complete redevelopment
- **Capex for repositioning and renting at market rents:**
- Aroundtown will upgrade the building (façade, technical parameters, fit out etc.) to capture the rent reversion of 400%

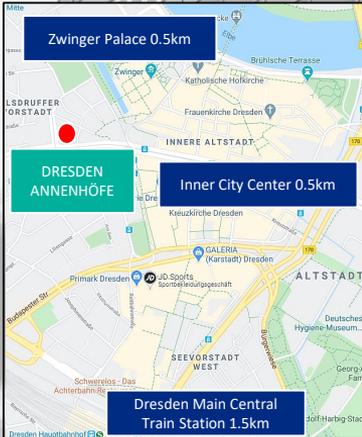


1) JLL Database, 2020 3) BNP Paribas Real Estate, Office Market Germany, 2020 (data for refers to Central Station) 3) ZIA Deutschland, 2019

DEVELOPMENT/BUILDING RIGHTS – DRESDEN PRIME CENTER

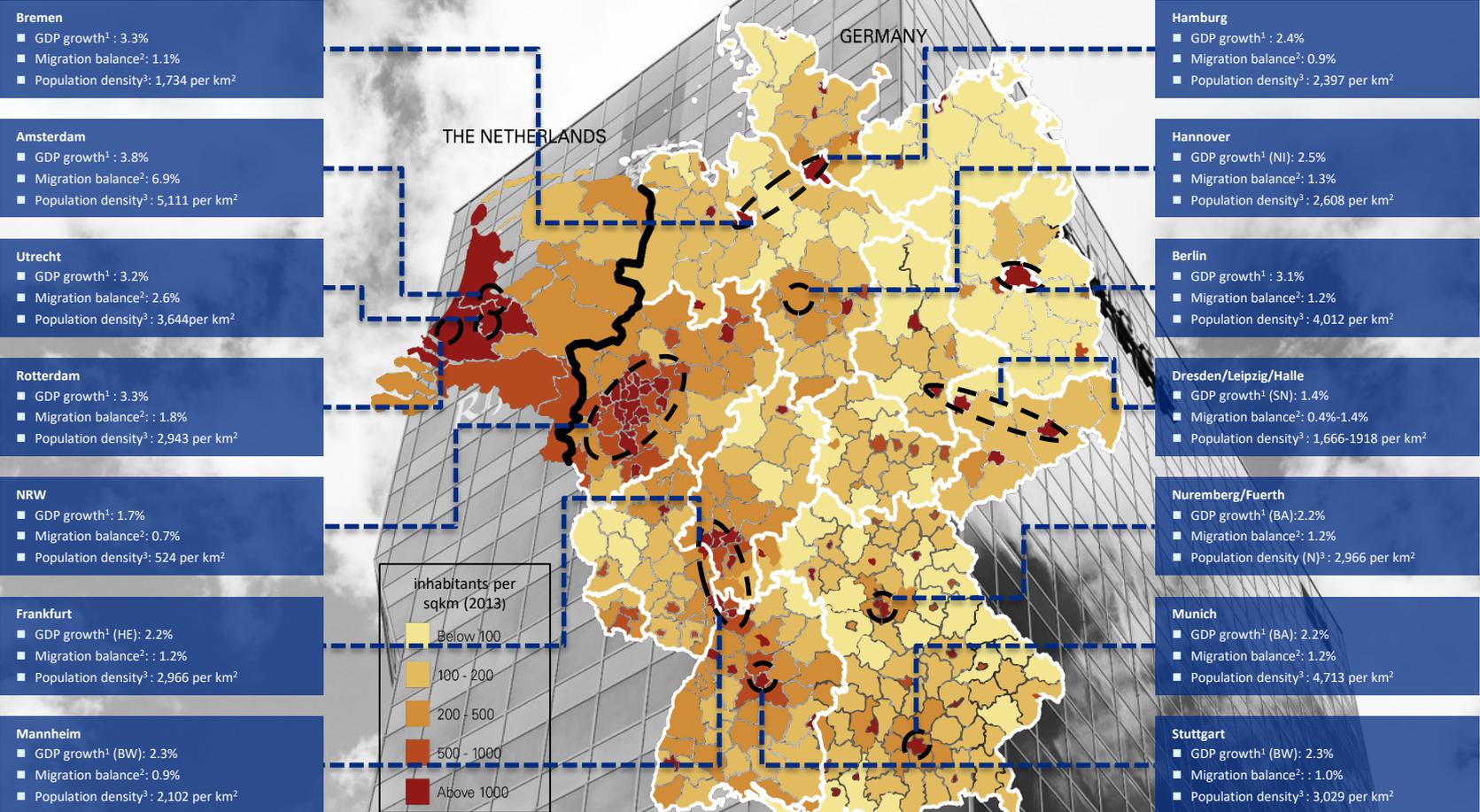


Project	NEO DRESDEN
Description	<ul style="list-style-type: none"> ➤ A modern office complex in Dresden's vibrant and urban Neustadt district ➤ With its 15k sqm lettable area, the project will provide high quality office space in this tight supply market ➤ The property is within walking distance to Neustadt train station, provides well-connectivity to the rest of the city with Autobahn and S-bahn lines ➤ In addition, the asset provides ample parking opportunities
Status / Timeline	Construction phase / exp. completion in 2020
Pre-let ratio	70% pre-let signed. Main tenants: government & blue chip company at 10y lease



Project	DRESDEN ANNENHÖFE
Description	<ul style="list-style-type: none"> ➤ Modern meets historic city center: The project will hold 25k sqm to meet the great demand for modern inner-city office space in Dresden ➤ The property is in the heart of Dresden, in close proximity to Zwinger and also provides well-connectivity through train lines and Autobahn ➤ It provides ample parking opportunities, multiple facilities and a large courtyard
Status / Timeline	Construction phase / exp. completion in 2021
Pre-let ratio	Approx. 70% is in final negotiations with strong tenants

REGIONAL MARKET OVERVIEW



1) GDP Growth: 2017. Data from the respective federal state is used in case city data is not available – NL provisional figures

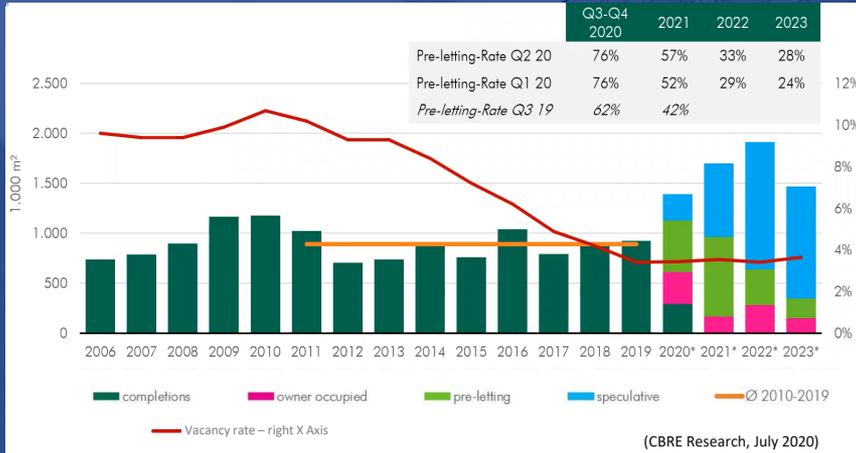
2) Migration balance: Average annual migration balance 2013-2016, domestic & foreign migration

3) Population density: Residents per Sqkm (2016/NL 2017)

OFFICE COMPARED TO PREVIOUS CRISIS AND RECOVERY

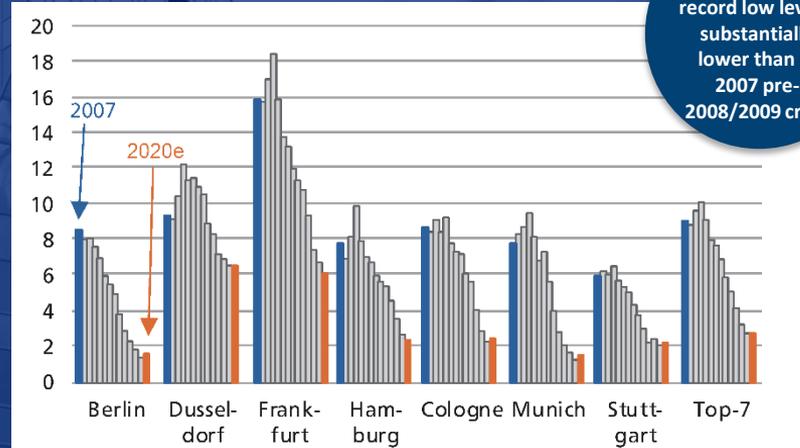
HIGH PRE-LET RATIOS

PRE-LET RATIOS INCREASED DURING Q2 2020 AS A RESULT OF LOW NEW SUPPLY AT STRONG DEMAND.



GERMAN OFFICE VACANCY DEVELOPMENT 2007 vs 2020e

VERY LOW VACANCIES ENSURE THAT THE MARKET IS CURRENTLY WELL POSITIONED TO SUSTAIN A DOWNTURN



(Source: DZ HYP German Real Estate Market reports – 2018/2019 & 2019/2020 – Bulwiengesa, DZ BANK Research forecasts)

GERMAN OFFICE YIELDS VS GERMAN BUND YIELDS

- The spread between German prime office yields and German bund yields expanded widely, with the current spread of 3.6% being significantly above the average spread of 2.5% since 2004.
- Entering the GFC in 2008/2009, the spread was around 70 bps. Currently, this spread is significantly higher at 3.6% as German bund yields are negative. Thus, the demand for strong German real estate is expected to remain high in the following periods and no significant devaluations are expected

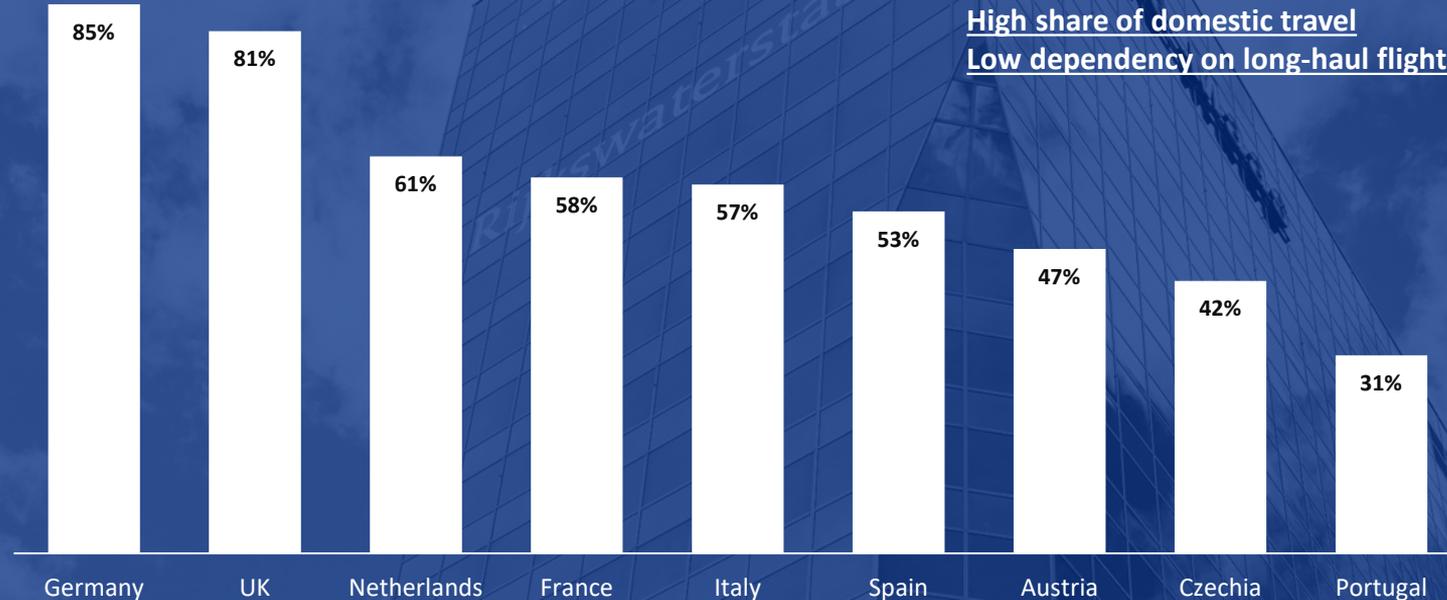
Development of Prime Office Yield vs Bund Yield



(Source: Savills, Outlook for the German real estate market in 2020, based on Finance agency Germany,

GERMAN HOTEL MARKET - DOMESTIC TRAVEL WILL BE THE KEY FOR RECOVERY FROM COVID

Share of domestic travel in % of total travel



German hotel market is among the least volatile hotel markets in Europe due to:

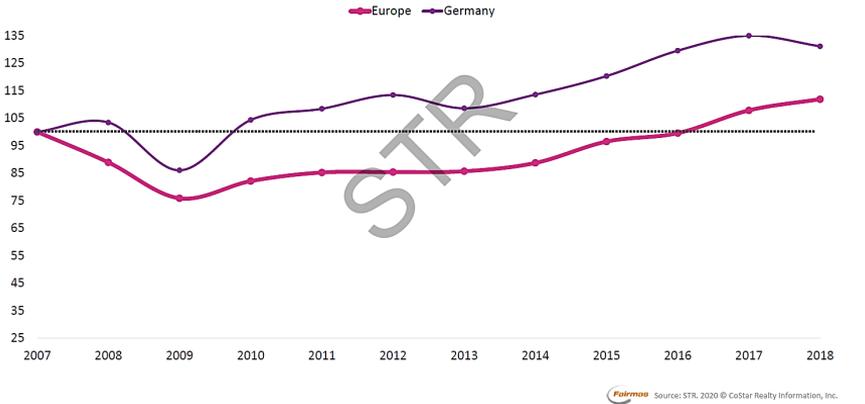
High share of domestic travel

Low dependency on long-haul flights

GERMAN HOTEL MARKET – FAST RECOVERY DURING PAST CRISIS

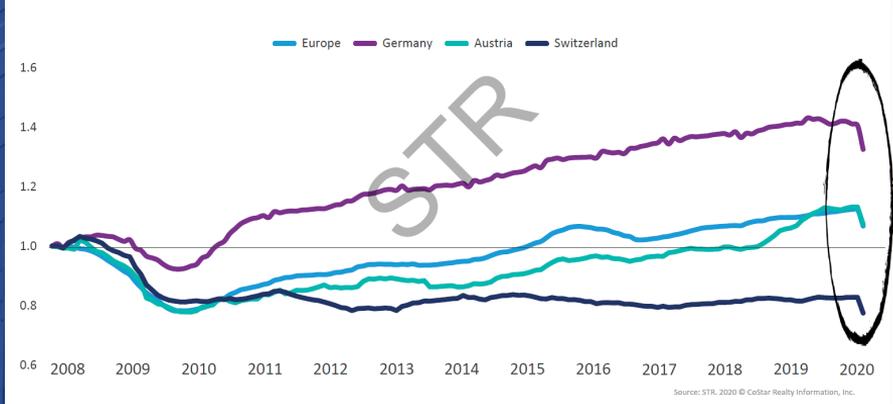
Profitability Recovery from 2009 Financial Crisis

Consistent Sample, GOPPAR Indexed to 2007, LC



Germany's hotels lead long-term RevPAR growth in the region

RevPAR Indexed to January 2008, local currency



Owing to high share of domestic travel and low dependency on long-haul flights, German hotel market recovered swiftly from the financial crisis, much quicker than the rest of Europe and also at a higher acceleration rate

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