



# H1 2022 FINANCIAL RESULTS

AROUNDTOWN SA | AUG 2022



➤ **HIGHLIGHTS**

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# HIGHLIGHTS

| BERLIN





## OPERATIONAL RESULTS

### NET RENTAL INCOME

€613m

+34% YOY

### RENT LIKE-FOR-LIKE

+2.9%<sub>(excl. hotels)</sub> / +2.3%<sub>(incl. hotels)</sub>

JUN 2022 (GCP is included)

### FFO I

€186m

+8% YOY

### FFO I ps.

€0.17

+13% YOY

### EPRA NTA ps. / EPRA NDV ps.

€10.4 / €9.2

+4% / +26% YTD, dividend adjusted

Guidance confirmed



## FINANCIAL DISCIPLINE

### CASH AND LIQUID ASSETS

€2.2 bn (15% of debt)

JUN 2022

### UNDRAWN RCF

>€1 bn (no MAC clause)

JUN 2022, Ø maturity: 2.5y, Ø CoD: 1.0%

### UNENCUMBERED INVESTMENT PROPERTIES

€24.2bn / 84% of rent

JUN 2022

### LTV / EPRA LTV

40% / 55% (under assumption that perpetual notes are debt)

JUN 2022

### CREDIT RATING BY S&P

BBB+/STABLE

REAFFIRMED IN DEC 2021



## CONSERVATIVE DEBT PROFILE

### CURRENT CASH AND DISPOSAL PROCEEDS\* COVERING DEBT REPAYMENTS

3 YEARS

\*Cash & liquid assets, expected disposal proceeds of signed but not closed & vendor loans as of June 2022

### DEBT REPAYMENTS IN 2022 YTD

>€770m

With 1.7y avg. maturity

### LONG AVERAGE DEBT MATURITY

5.4y (no material debt maturities until 2025)

JUN 2022

### LOW COST OF DEBT

1.2%

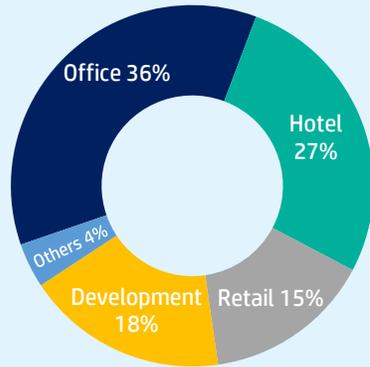
JUN 2022

### INTEREST COVER RATIO

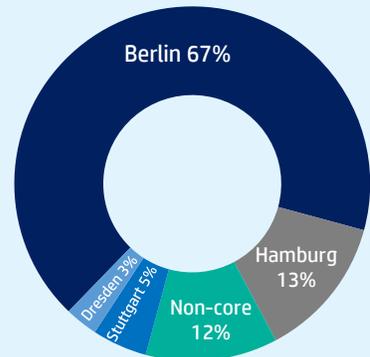
5.3x

H1 2022 excluding JV contributions

## DISPOSALS OF NON-CORE AND MATURE ASSETS...



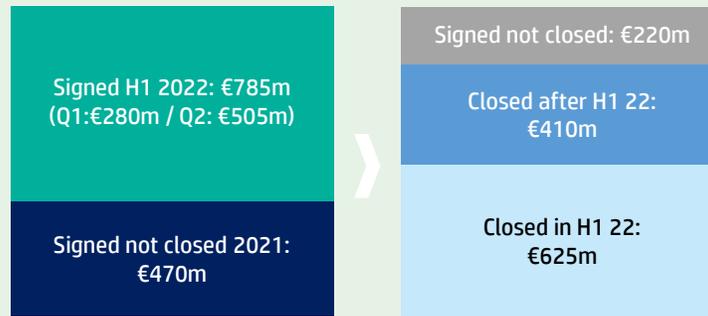
H1 2022 Closed



H1 2022 Closed

## ...AT BOOK VALUE, VALIDATING PORTFOLIO VALUATIONS...

### €1.3BN SIGNED



**+7%**

Margin over book value

H1 2022 Closed

**+39%**

Margin over cost value

H1 2022 Closed

**26x**

Average disposal rent multiple

H1 2022 Closed

**29x**

Office

H1 2022 Closed

**24x**

Hotel & Retail

H1 2022 Closed

## ... FUNDING DEBT REPAYMENTS AND SHARE BUYBACKS

➤ Disposals at book value are channelled into debt repayments (€0.8bn in 2022 YTD) & share buybacks (€0.2bn in 2022 YTD) in a leverage neutral way.

➤ Shareholder value creation through selling assets at book value & buying back shares significantly below NAV. Effectively reinvesting into its own higher quality portfolio after sale of non-core.



# OPERATIONS & PORTFOLIO

| FRANKFURT

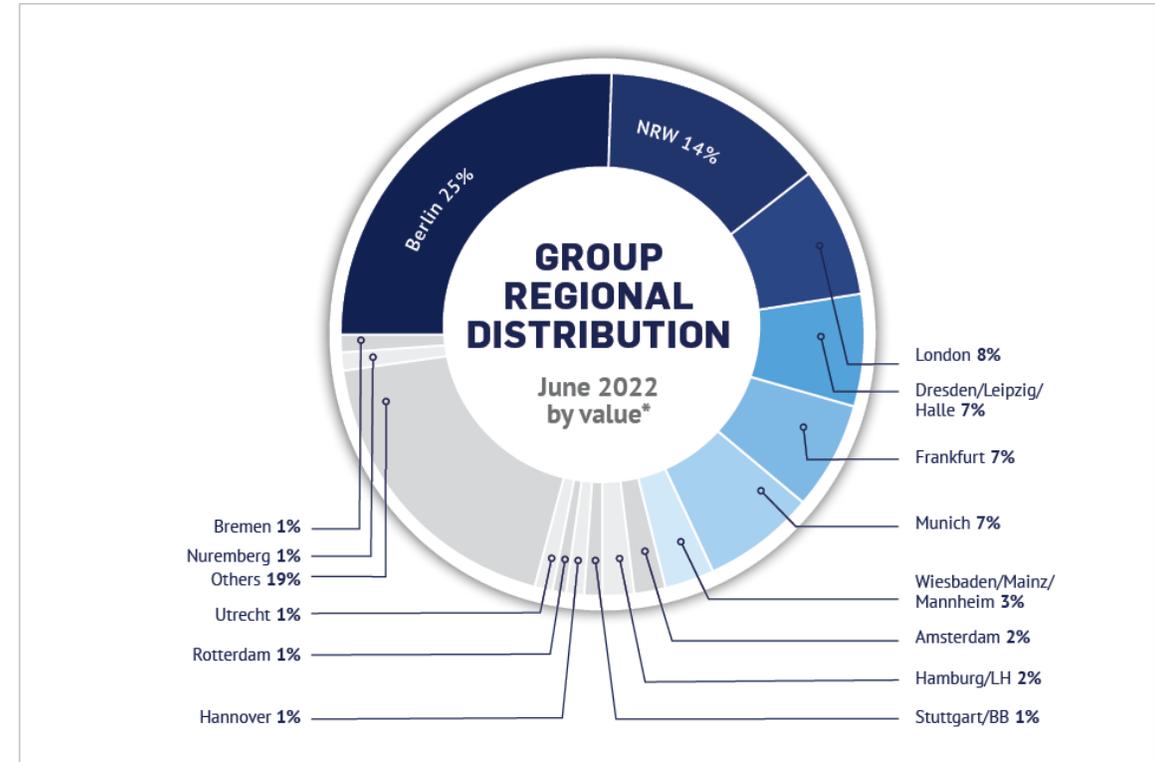
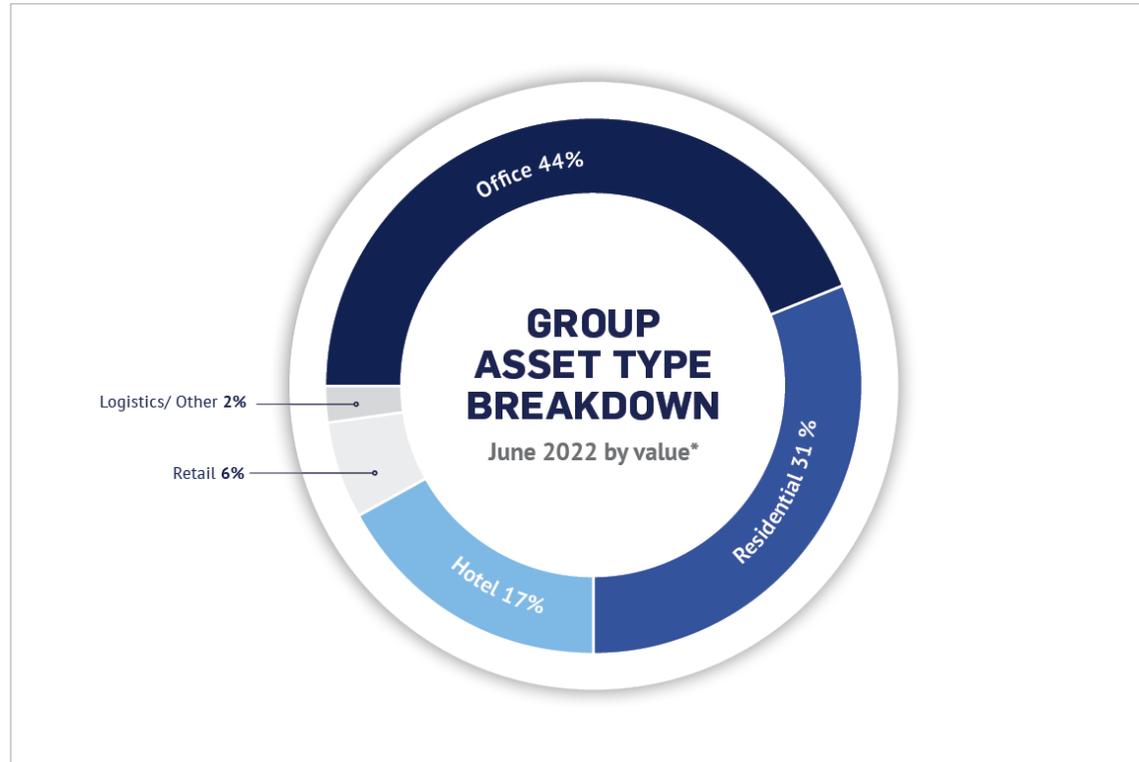




**92% OFFICE/RESIDENTIAL/HOTEL,**  
WELL-BALANCED WITH STRONG DIVERSIFICATION AMONG  
ASSET TYPES WITH DIVERSE FUNDAMENTALS



**92% IN GERMANY, THE NL & LONDON,**  
WELL-DIVERSIFIED ACROSS TOP TIER CITIES WITH A FOCUS  
ON CENTRAL LOCATIONS



# DEFENSIVE PORTFOLIO WITH STRONG TENANT STRUCTURE

JUN 2022 Portfolio by asset type	Investment property (€m)	Lettable area (k sqm)	EPRA Vacancy	Annualized net rent (€m)	In-place rent/sqm (€)	Value/sqm (€)	Rental Yield	WALT (years)
Office	12,043	3,738	10.7%	484	11.6	3,222	4.0%	4.3
Residential	8,546	3,762	4.8%	361	8.3	2,272	4.2%	NA
Hotel	4,749	1,544	4.1%	239	13.3	3,076	5.0%	15.0
Logistics/Other	426	456	8.2%	23	4.4	935	5.4%	5.1
Retail	1,722	692	11.6%	75	10.0	2,489	4.3%	4.3
Development rights & Invest	2,083							
<b>Total</b>	<b>29,569</b>	<b>10,192</b>	<b>7.7%</b>	<b>1,182</b>	<b>10.2</b>	<b>2,697</b>	<b>4.3%</b>	<b>7.5</b>
<b>Total (GCP at relative consolidation)</b>	<b>25,441</b>	<b>8,448</b>	<b>8.1%</b>	<b>1,015</b>	<b>10.6</b>	<b>2,780</b>	<b>4.3%</b>	<b>7.6</b>

Limited dependency on single tenants: Top 10 Tenants: less than 20% of rental income

Large tenant base of approx. 3,500 commercial tenants is further supported by highly granular German residential

Tenant base is highly diversified across wide range of industries

High tenant quality



## COMMERCIAL

➤ **MOSTLY CPI-INDEXED OR STEP-UP RENTS, SUPPORTED BY CONTINUOUS DEMAND AND LOW SUPPLY** - due to market uncertainties future demand remains subject to market conditions

➤ Expected rent increase from indexation & step-up rents

## RESIDENTIAL

➤ **REGULAR RENT INCREASE IN GERMANY: 20% IN 3 YEARS, 11% IN TENSE MARKETS**

➤ **LONDON RESI: GENERALLY ANNUAL RENT ADJUSTMENTS**

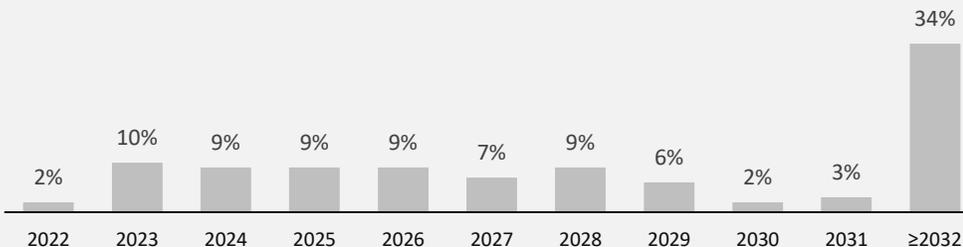
➤ GCP recorded 3.0% LFL rental growth as of June 2022

## HOTELS

➤ **RENT COLLECTION TO INCREASE FROM RECOVERY OF HOSPITALITY INDUSTRY**

➤ Provisions of €60m-70m million expected in 2022 will reduce with recovering industry and will drive bottom line growth

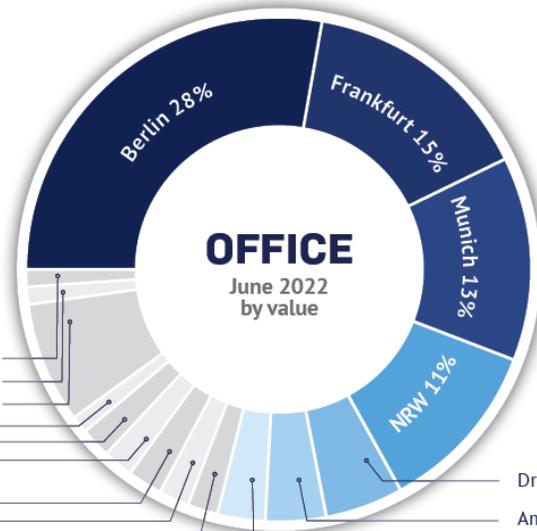
## WELL-DISTRIBUTED COMMERCIAL LEASE EXPIRY PROFILE



➤ Commercial leases have 14% rent reversionary potential on average



**OFFICE: 44% OF THE PORTFOLIO,**  
WITH FOCUS ON TOP TIER CITIES



## ➤ WELL-DIVERSIFIED

➤ No dependency on a single location, single tenant, single asset or single industry. Long lease structure with 4.3y WALT

## ➤ LARGEST LANDLORD

➤ AT is the largest office landlord in its top markets Berlin, Frankfurt and Munich among listed European real estate companies

## ➤ STRONG TENANT INDUSTRY BASE

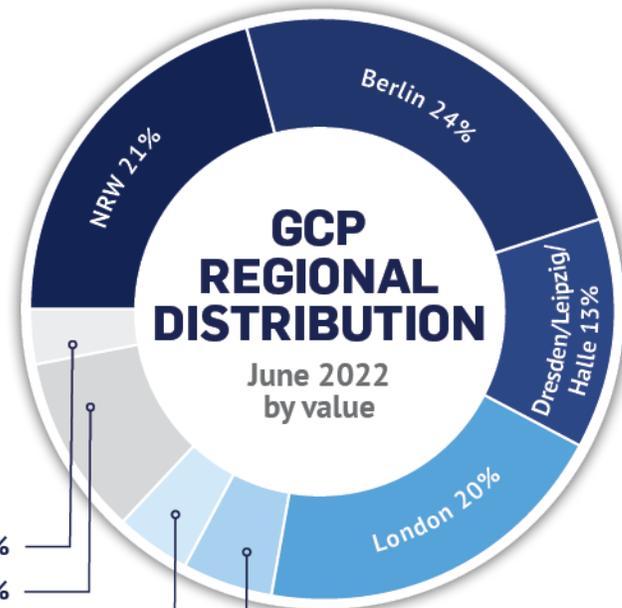
➤ >45% of rents from Governmental, Insurance & Banking, IT, Health Care, Energy, Infrastructure, Telecomm. & Professional services

## ➤ DIVERSE TENANT BASE

➤ Largest office tenant segment: public sector (~30%). Strong top tenants, such as German & Dutch Government, Deutsche Bundesbank, Siemens, Deutsche Bahn, Orange, KPN etc.



## **RESIDENTIAL (GCP): 31% OF THE PORTFOLIO**



➤ **GCP IS CONSOLIDATED AND THE HOLDING RATE IS 54% AS OF JUNE 30, 2022 (58% excluding the shares GCP holds in treasury)**

➤ Residential asset class is the Group's second largest asset type after offices, providing the Group with a well-balanced portfolio breakdown. AT currently has an effective holding rate of 60%, excluding the shares GCP holds in treasury

### ➤ **STABLE CASH FLOWS**

➤ German residential provides stable and resilient cash flows and is a strong addition to the commercial portfolio

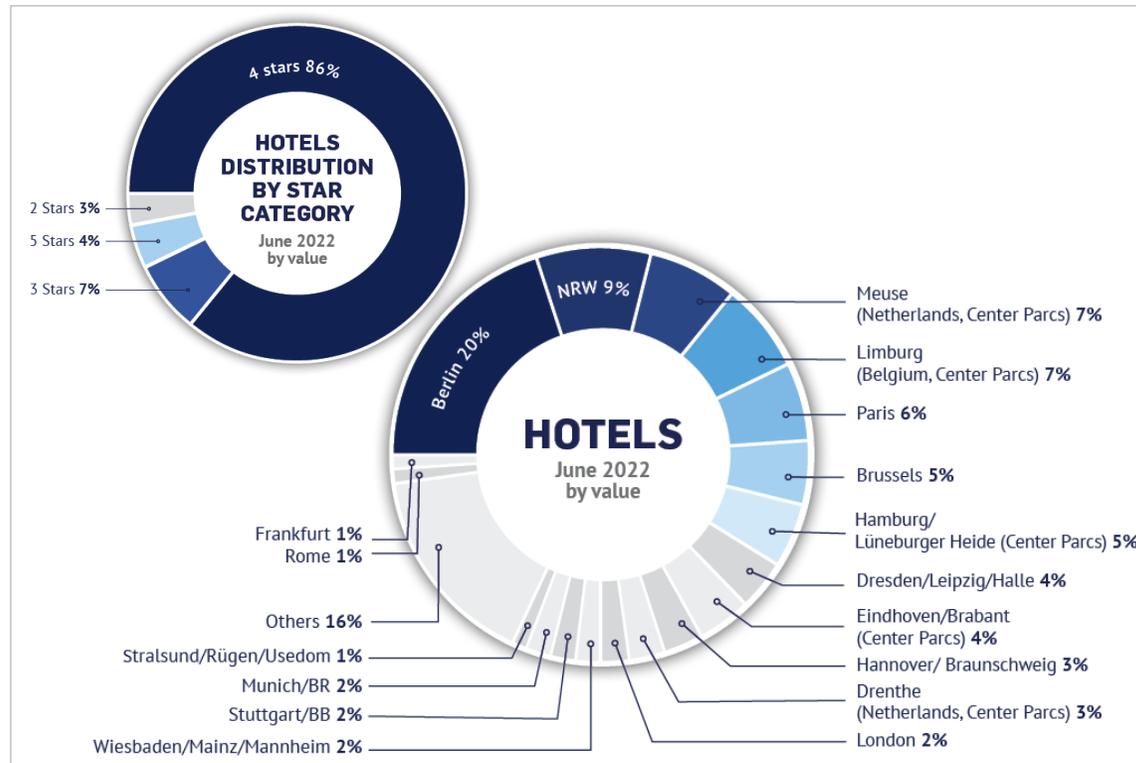
### ➤ **LONDON RESIDENTIAL PROVIDES ADDITIONAL DIVERSIFICATION**

➤ Further fundamental and regulatory diversification



## HOTEL: 17% OF THE PORTFOLIO

156 HOTELS: Mainly in top tier European cities



## ➤ WELL-DIVERSIFIED

➤ Across Europe with a focus on locations with large catchment areas

## ➤ 15.0 YEARS WALT

➤ Long fixed contracts with no variable components with over 30 different strong third-party hotel operators, operating with high profitability for many years



## H1 2022 PERFORMANCE

- **Collection rate: 80% in July 2022**
- **Q1 (45%):** Performance was highly impacted by restrictions and increasing infection rates due to the Omicron variant
- **Q2 (70%):** Recovery began after restrictions were lifted but profitability in the hotel industry is being adversely impacted by cost inflation in utilities (especially energy) and staff (including staff shortages), as well supply chain disruption, impacting the rent collection
- **Q3:** Stronger recovery driven by higher demand during summer months. Inflationary pressures & staff shortages continue to impact rent collection

Collection rate excludes incentives for lease extension

## 2022 EXPECTATIONS

- 2022 is expected to be better than 2021 with domestic leisure to drive the performance of 2022 higher, assuming no unexpected disruption
- Expected collection rate: **70% - 80%** for H2 2022 and **60% - 70%** for FY 2022 (including Q1 low collection rate)

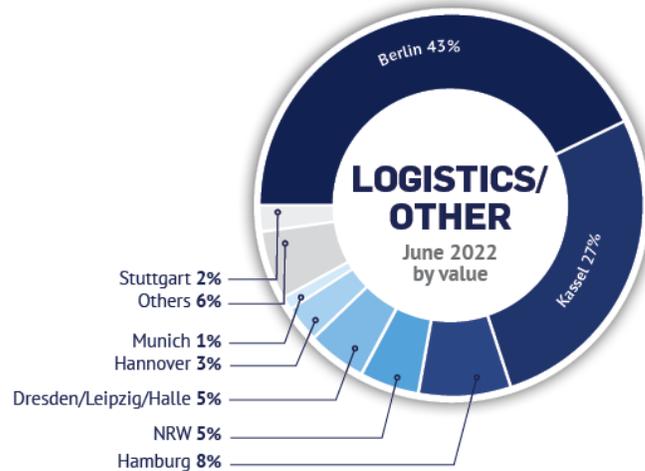
## ASYMMETRIC RECOVERY OF DEMAND DRIVERS

- **Fastest recovery from domestic leisure travel:** due to pent-up demand and international travel restrictions, as seen during strong summer months of 2021 & 2020
- **International and business travels to remain subdued:** due to remaining uncertainties, volatile infection rates and constantly changing travel restrictions
- **Full recovery in Western Europe:** According to market assessment, full recovery to pre-pandemic level is expected by 2022 for domestic demand and 2024 for international demand for the Western European hotel market

Source: European Travel Commission & Tourism Economics, European Tourism – Trend & Prospects, Q4 2021, February 2022



## **LOGISTICS: 2% OF THE PORTFOLIO** 5.1 YEAR WALT



### ➤ **REDUCED SHARE**

➤ Reduced from 7% in March 2020 due to disposals at book value

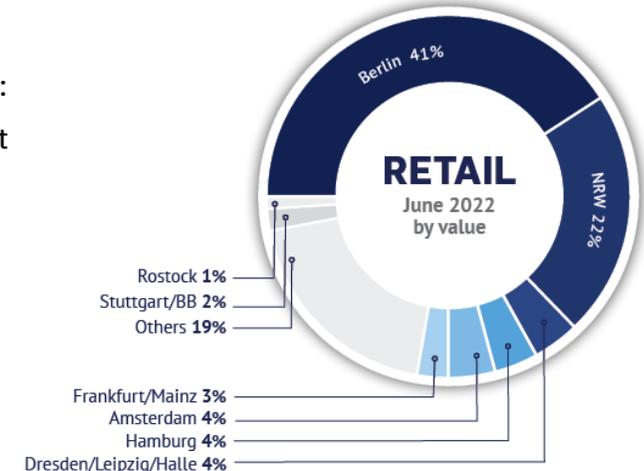
### ➤ **RESILIENT TO COVID-19 IMPACTS**

➤ Logistics markets recorded very strong demand during 2020, 2021 & Q1 2022



## **RETAIL: 6% OF THE PORTFOLIO** 4.3 YEAR WALT

- 6% of portfolio is retail, of which:
- Over 1/4 is part of other asset types (ground floor retail, service areas, etc.)



### ➤ **REDUCED SHARE**

➤ Reduced from 9% in March 2020 due to disposals at book value

### ➤ **ESSENTIAL GOODS & GROCERY-ANCHORED RESILIENT DURING COVID-19**

➤ >40% of the portfolio is essential goods (grocery-anchored, pharmacies, drugstores, etc). Grocery-anchored: mainly long-leased retail boxes such as EDEKA, Netto, Rewe, Penny, Lidl, Kaufland

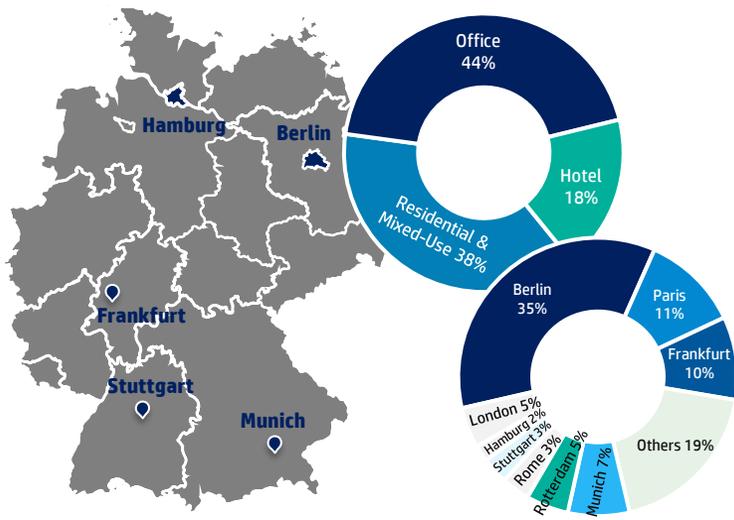


**DEVELOPMENTS: 5% OF TOTAL ASSETS. AT'S DEVELOPMENT STRATEGY IN 3 STEPS:**



**1) IDENTIFYING THE POTENTIAL IN MARKETS WITH STRONG DEMAND & SCARCITY OF LAND**

- Identifying underutilized land, building rights & conversion optionality in the existing portfolio primarily in top tier prime locations such as Berlin, Frankfurt, Munich & Stuttgart. Value of building rights increased significantly in these locations.



**2) CRYSTALLIZING THE GAINS THROUGH SALE OF RIGHTS**

- A dedicated and experienced team analyses the portfolio and identifies potential building rights or conversion of use. AT then materializes these rights into actual sellable permits or proceeds into development.
- By selling the permits, AT crystallizes the gains without full development.
- In 2021 & 2022 YTD, AT signed approx. €0.5bn of development rights for disposals at book value, demonstrating the strong track record in value identification and realization.



**3) SELECTIVE DEVELOPMENTS IN SMALL SCALE AT LOW RISK**

- In selective top tier locations at low risk: e.g. through long-term pre-let with strong tenants
- The capex team is not executing the construction itself but is tendering, supervising and monitoring external parties who execute the plans. Cost base is primarily fixed for most of the running projects for the next year
- The restrictions imposed by the lockdowns provided AT the opportunity to accelerate refurbishments, on the back of higher leases, bringing forward large projects initially planned for future years, which will result in higher rents and returns once the works are completed.

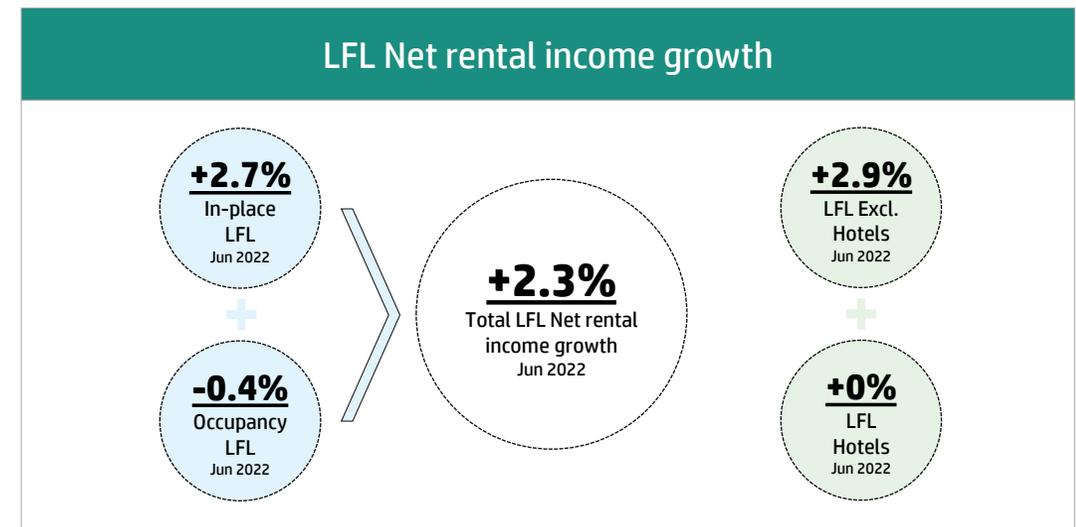
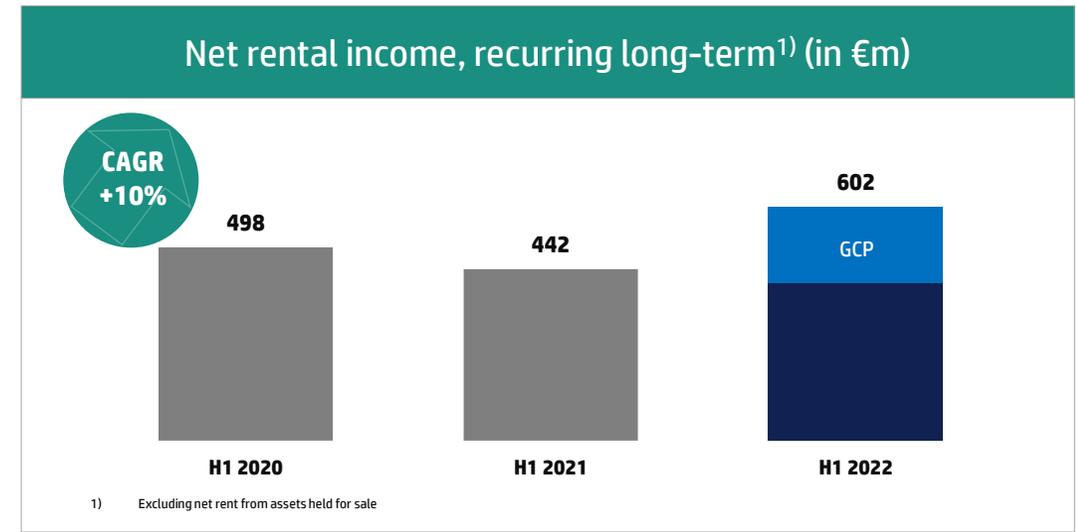


# FINANCIAL RESULTS

| MUNICH



	1-6/2022	1-6/2021
	in € millions	
<b>REVENUE</b>	<b>789.9</b>	<b>541.4</b>
<b>RECURRING LONG-TERM NET RENTAL INCOME</b>	<b>601.7</b>	<b>442.2</b>
<b>PROPERTY REVALUATIONS AND CAPITAL GAINS</b>	<b>400.7</b>	<b>108.7</b>
Share of profit from investment in equity-accounted investees	32.1	91.6
Property operating expenses, excluding extraordinary expenses for uncollected rent	(277.3)	(142.9)
Extraordinary expenses for uncollected rent	(45.0)	(75.2)
Administrative and other expenses	(31.2)	(27.4)
<b>OPERATING PROFIT</b>	<b>869.2</b>	<b>496.2</b>
Finance expenses	(94.1)	(80.8)
Other financial results	(131.0)	(1.5)
Current tax expenses	(57.5)	(38.8)
Deferred tax expenses	(115.6)	(13.0)
<b>PROFIT FOR THE PERIOD</b>	<b>471.0</b>	<b>362.1</b>
Basic earnings per share (in €)	0.25	0.25
Diluted earnings per share (in €)	0.25	0.25

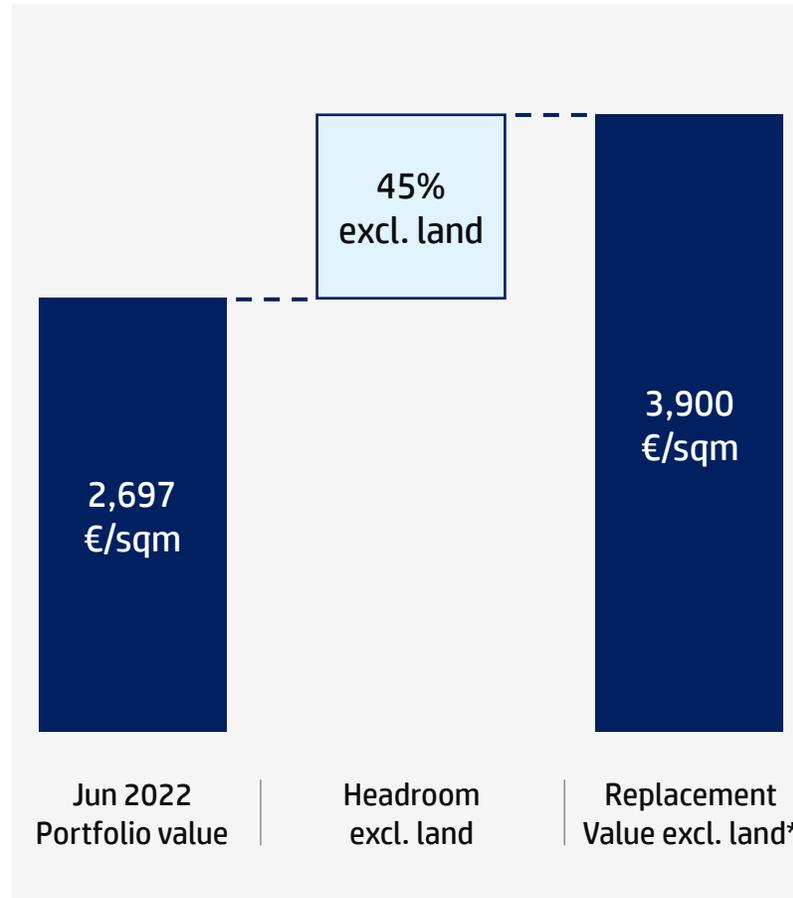


➤ STABLE VALUATIONS ACROSS THE PORTFOLIO

➤ VALUATIONS ARE WELL-BELOW REPLACEMENT COSTS

➤ INDEXATION CAN ABSORB SOME YIELD INCREASE

ASSET TYPE	LFL VALUE GAINS NET OF CAPEX	LFL VALUE GAINS INCL CAPEX
	(JUN 2022 VS DEC 2021)	(JUN 2022 VS DEC 2021)
<b>TOTAL</b>	<b>+1.2%</b>	<b>+2.0%</b>
<b>OFFICE</b>	<b>+2.2%</b>	<b>+2.7%</b>
<b>RESI</b>	<b>+2.4%</b>	<b>+3.3%</b>
<b>HOTEL</b>	<b>-0.9%</b>	<b>+0.3%</b>

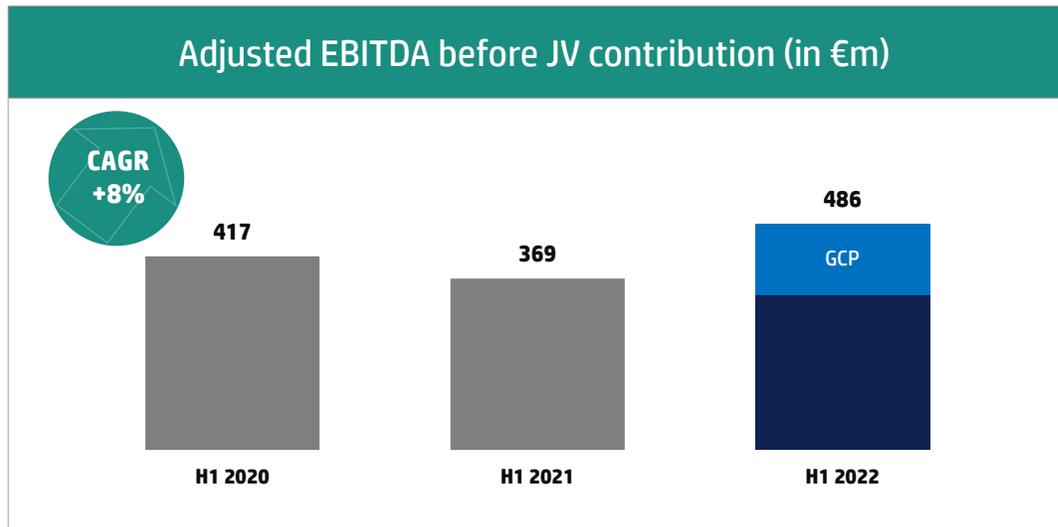
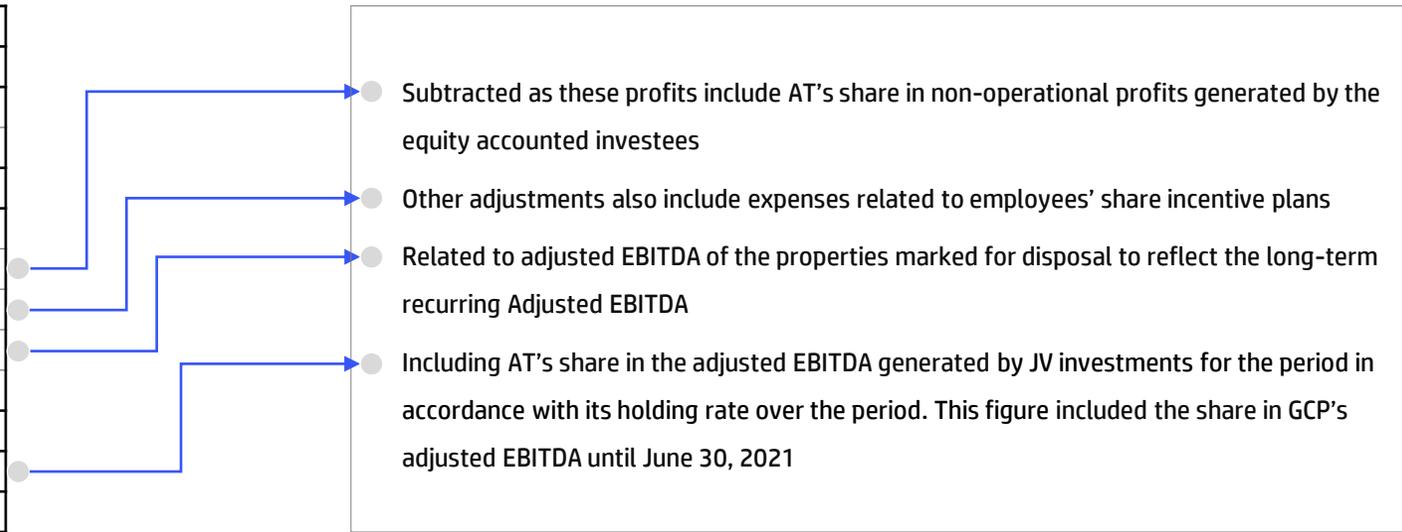


➤ POTENTIAL LONG-TERM INCREASES IN THE YIELDS MIGHT LEAD TO HIGHER DISCOUNT RATES WHICH CAN BE PARTIALLY COMPENSATED BY THE CASH FLOW INCREASE DUE TO HIGHER INDEXATION.

➤ IN H1 2022 AT REVALUED OVER 70% OF THE PORTFOLIO

\*Replacement values exclude land costs, developers' profits and many other costs. Commercial replacement values are derived from several valuation reports performed by several independent & external valutors. Residential replacement values are derived from the report: "ARGE//EV, Wohnungsbau Die Zukunft Des Bestandes – Bauforschungsbericht Nr.82 – Feb 2022"

	1-6/2022	1-6/2021
	in € millions	
Operating profit	869.2	496.2
Total depreciation and amortization	9.0	3.3
<b>EBITDA</b>	<b>878.2</b>	<b>499.5</b>
Property revaluations and capital gains	(400.7)	(108.7)
Share of profit from investment in equity-accounted investees	(32.1)	(91.6)
Other adjustments incl. one-off expenses related to TLG merger	3.9	3.4
Contribution from assets held for sale	(8.0)	(9.0)
Add back: Extraordinary expenses for uncollected rent	45.0	75.2
<b>ADJUSTED EBITDA BEFORE JV CONTRIBUTION</b>	<b>486.3</b>	<b>368.8</b>
Contribution of joint ventures' adjusted EBITDA	24.2	83.1
<b>ADJUSTED EBITDA</b>	<b>510.5</b>	<b>451.9</b>



- THE CONSOLIDATION OF GCP FURTHER INCREASES THE STRONG YIELD GENERATION
- DECREASE DUE TO DISPOSALS WHICH ARE CHANNLED INTO DEBT REPAYMENTS AND ACCRETIVE SHAREBUYBACKS, SUPPORTING PER SHARE PROFITABILITY KPI'S
- INFLATION IMPACT: HIGHER RENTS MORE THAN OFFSET HIGHER COSTS SINCE THE EBITDA MARGIN IS OVER 80%

	1-6/2022	1-6/2021
	in € millions	
<b>FFO I BEFORE JV CONTRIBUTION</b>	<b>212.5</b>	<b>192.6</b>
Contribution of joint ventures' FFO I	18.1	54.6
<b>FFO I BEFORE EXTRAORDINARY COVID ADJUSTMENT</b>	<b>230.6</b>	<b>247.2</b>
Extraordinary expenses for uncollected rent	(45.0)	(75.2)
<b>FFO I</b>	<b>185.6</b>	<b>172.0</b>
<b>FFO I PER SHARE</b>	<b>0.17</b>	<b>0.15</b>
<b>FFO I PER SHARE BEFORE EXTRAORDINARY COVID ADJUSTMENT</b>	<b>0.21</b>	<b>0.21</b>

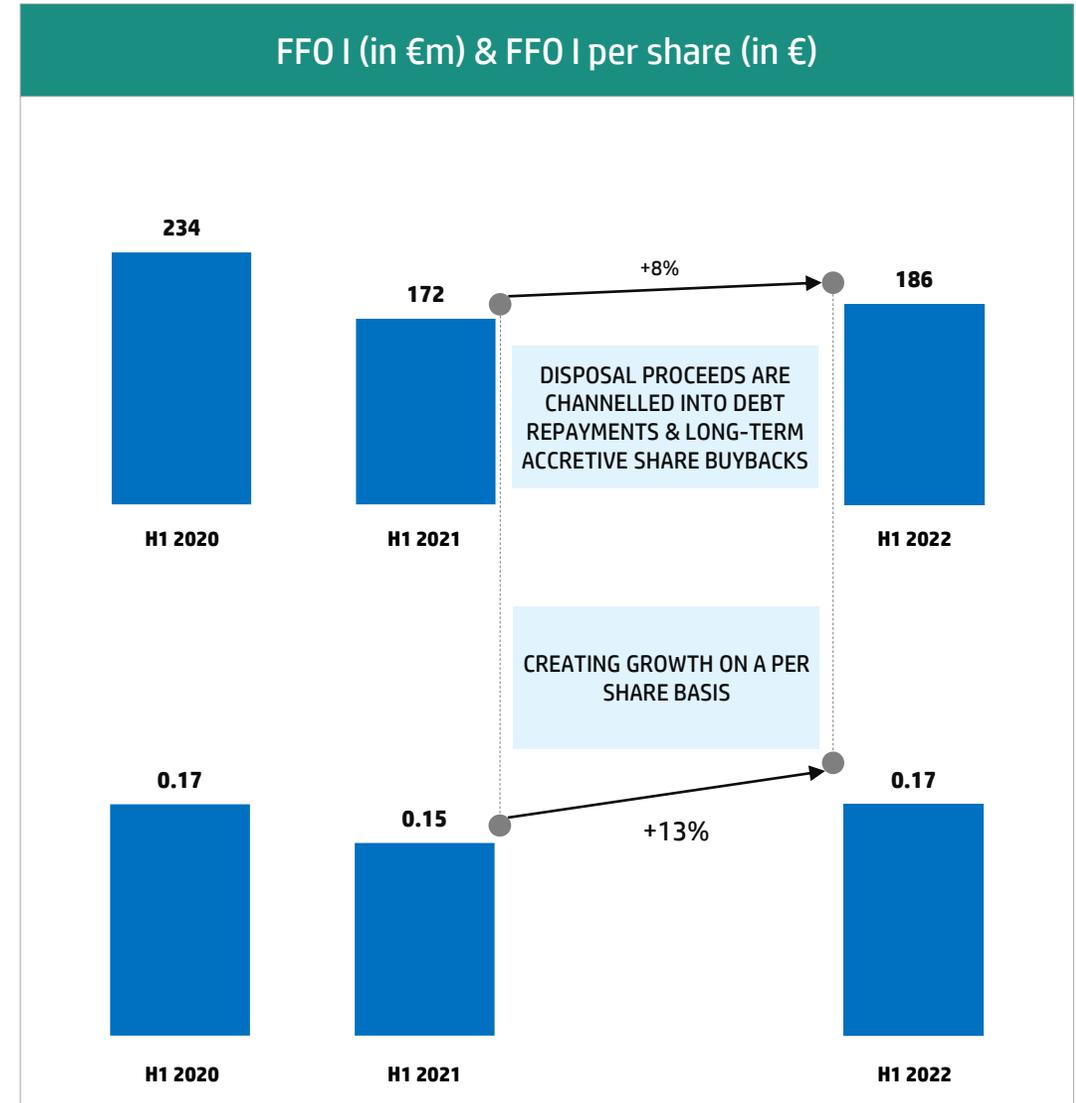
### FFO I & FFO II (in €m)

**~€625m**  
Completed disposals in H1 2022 (closed)

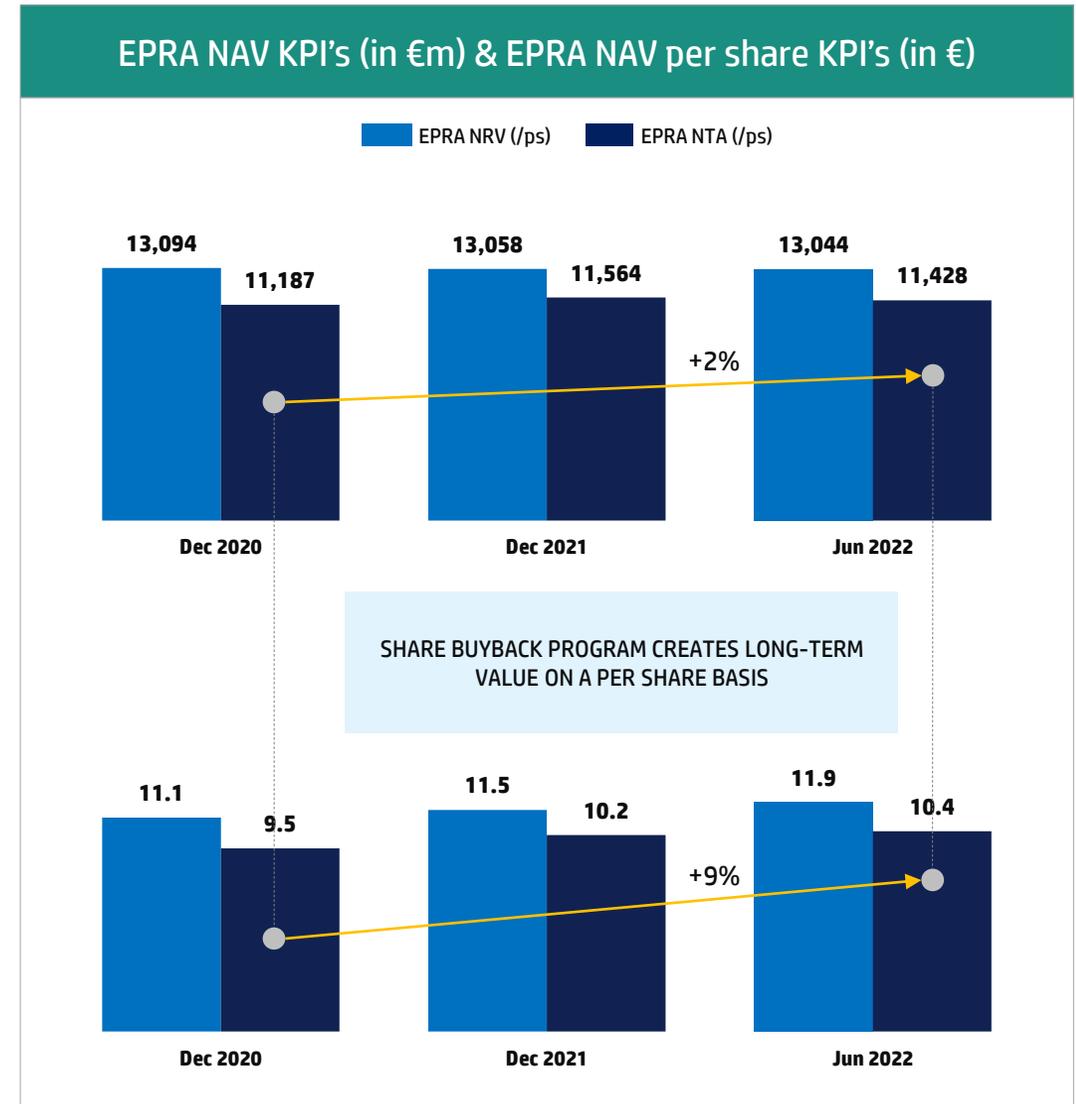
**+39%**  
Margin above total costs

**+€174m**  
FFO II disposal profit in H1 2022

	1-6/2022	1-6/2021
	in € millions	
<b>FFO I</b>	<b>185.6</b>	<b>172.0</b>
Result from the disposals of properties	174.2	376.4
<b>FFO II</b>	<b>359.8</b>	<b>548.4</b>

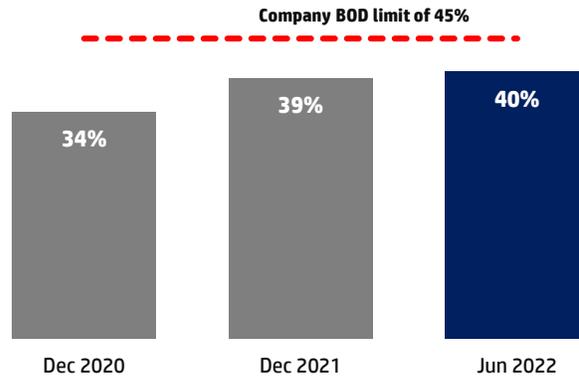


	Jun 2022	Dec 2021
in € millions unless otherwise indicated	EPRA NTA	EPRA NTA
<b>EQUITY ATTRIBUTABLE TO THE OWNERS OF THE COMPANY</b>	<b>10,481.3</b>	<b>10,533.6</b>
Deferred tax liabilities	2,036.2	1,870.1
Fair value measurement of derivative financial instruments	(31.2)	113.8
Goodwill in relation to TLG	(822.0)	(822.0)
Goodwill in relation to GCP	(862.9)	(862.9)
Intangibles as per the IFRS balance sheet	(24.7)	(24.7)
Real estate transfer tax	650.9	756.1
<b>EPRA NTA</b>	<b>11,427.6</b>	<b>11,564.0</b>
Number of shares (in millions)	1,099.3	1,132.7
<b>EPRA NTA PER SHARE (IN €)</b>	<b>10.4</b>	<b>10.2</b>

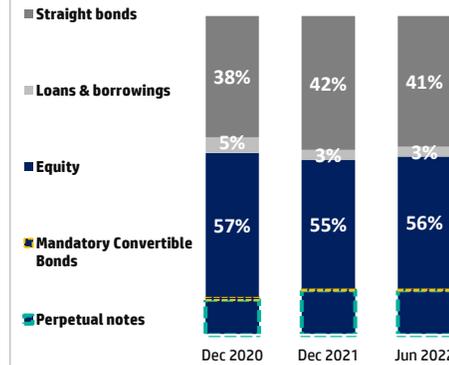


## HEALTHY BALANCE SHEET

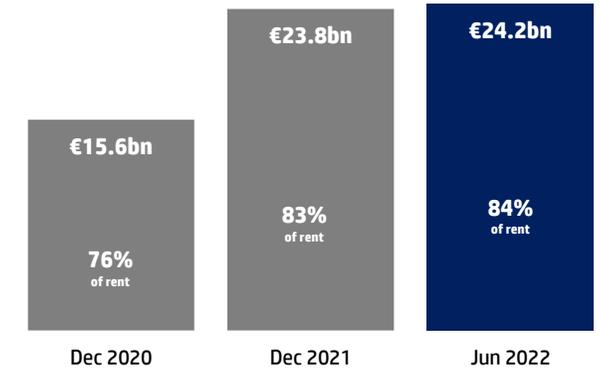
### CONSISTENTLY LOW LEVERAGE (LTV)



### FINANCING SOURCES MIX



### UNENCUMBERED INVESTMENT PROPERTIES

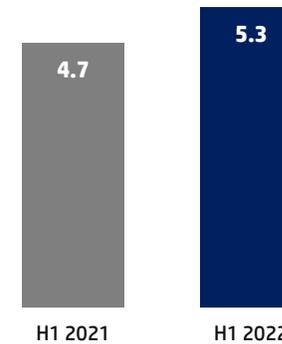


## SOLID DEBT METRICS

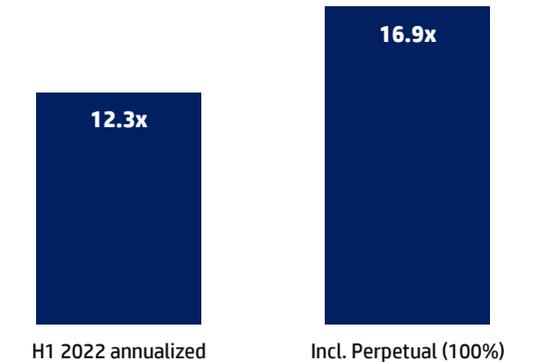
### DEBT KPI'S (as of June 2022)

Avg. Cost of Debt	Avg. Debt Maturity
1.2%	5.4y
Current Hedge Ratio	Dec 2023E Hedge Ratio
98%	85% (if not re-hedged, no material hedge expiries past Dec 2023)

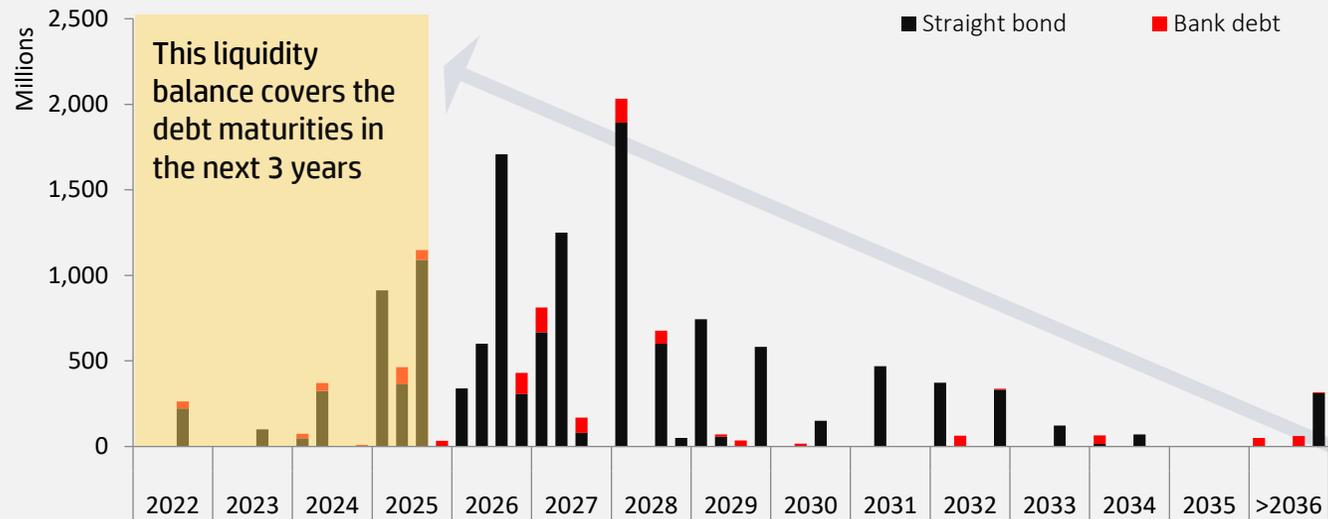
### HIGH ICR



### NET DEBT / EBITDA



## DEBT MATURITY PROFILE – excluding perpetual notes



## CURRENT CASH AND DISPOSAL PROCEEDS

↗ Cash and liquid assets (Jun 2022)	€2,200m
↗ Expected disposal proceeds (signed not closed as of Jun 2022)	~€645m
↗ Vendor loans (Jun 2022)	~€480m
<b>= TOTAL</b>	<b>~€3,325m</b>

## BANK FINANCING IS MORE FAVORABLE THAN BOND FINANCING

- ↗ Current bank financing yields (5Y-7Y): 1%-2% margin / 2%-2.5% capped all-in interest which is more favorable compared to current bond financing yields.
- ↗ Thus, large balance of unencumbered investment properties could provide additional liquidity potential as bank debt yields are more attractive than the bond yields.

## ADDITIONAL LIQUIDITY POTENTIAL

↗ Undrawn RCF (∅ maturity: 2.5y, ∅ CoD: 1.0%) (Jun 2022)	>€1bn
↗ Unencumbered inv. properties (Jun 2022)	€24.2bn

Options for upcoming call dates	Impact on equity content (for S&P)
➤ Refinance with a new hybrid if rates are reasonable (new rates < step up rates)	➤ No impact
➤ Cash repayment using the authorized allowing according to S&P (10% of total outstanding amount within 12 months period, 25% in 10 years)	➤ No impact
➤ Partial replacement with an equity content instrument	➤ No impact
➤ Don't call at the first call date & at later stage call with replacement of new issuance when rates have leveled down as AT has done in the past. Ability to call after the first call date, either at every interest payment date or any time after (depending on the notes)	➤ Non-called notes are considered debt, no impact on other outstanding notes
➤ COMBINATION OF THE ABOVE	

## CHARACTERISTICS OF PERPETUAL NOTES

### ➤ **NO MATURITY, NO COVENANTS & FULL OPTIONALITY:**

➤ Perpetual notes have no maturity date. On specified dates the Group can call the notes. There is no requirement to call. Noteholders don't have a put option on the call date. Coupons are deferrable at the Group's discretion.

### ➤ **EQUITY CONTENT:**

➤ Perpetual notes are ranked junior to debt securities and have no covenants. Under IFRS Perpetual Notes are 100% equity instruments. Under S&P methodology Perpetual Notes are considered 50% equity / 50% debt.

### ➤ **CREDIT RATING SUPPORTIVE:**

➤ The nature and use of perpetual notes have a positive corporate credit rating impact.

OUTSTANDING AMOUNT	CURRENT COUPON	RESET RATE	FIRST CALL DATE
369M EUR	3.75%	4.375% +5Y mid-swap	20 Jan 2023
200M EUR (GCP)	2.75%	3.637% +5Y mid-swap	22 Jan 2023
641.5M USD	2.345% (effective)	3.546% +5Y mid-swap	21 Jul 2023
350M EUR (GCP)	2.5%	2.432% +5Y mid-swap	24 Oct 2023
EPRA LTV (including perpetual notes as debt)			55%



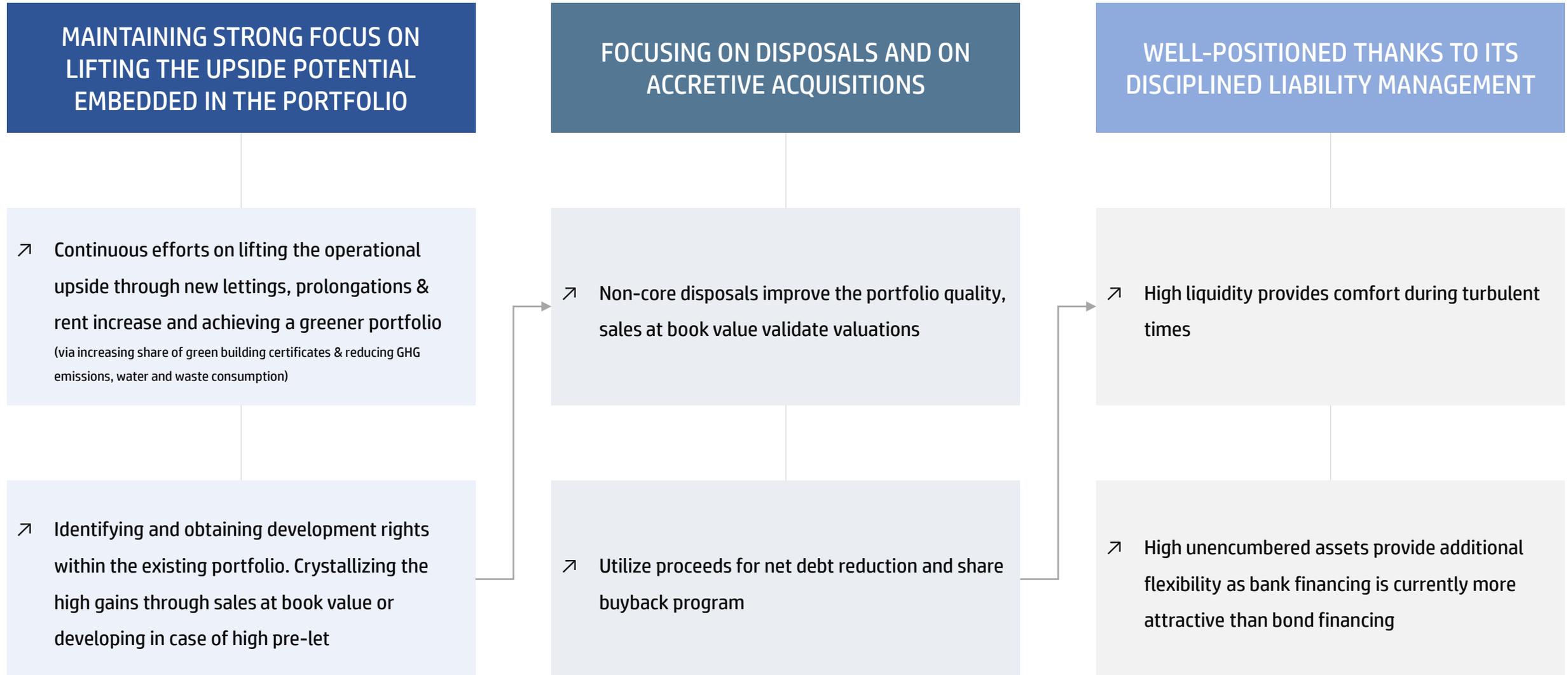
# GUIDANCE & STRATEGY

| AMSTERDAM



	FY 2022 GUIDANCE
FFO I	€350 million – €375 million
FFO I per share	€0.31 – €0.34
Dividend per share	€0.23 – €0.25

- ↗ Total FFO I to be supported by debt optimization measures and higher collection rate of the hotels compared to 2021, offset by the full year impact of 2021 disposals and 2022 disposals.
- ↗ FFO I per share to increase due to the accretive effect of the share buyback programs, including the full year impact of 2021 share buyback and the current running program.

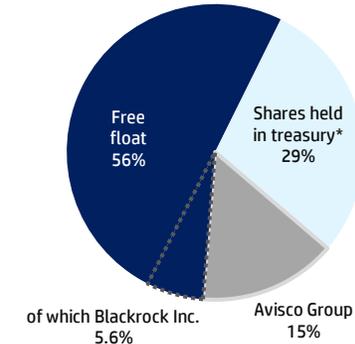




## THE SHARE

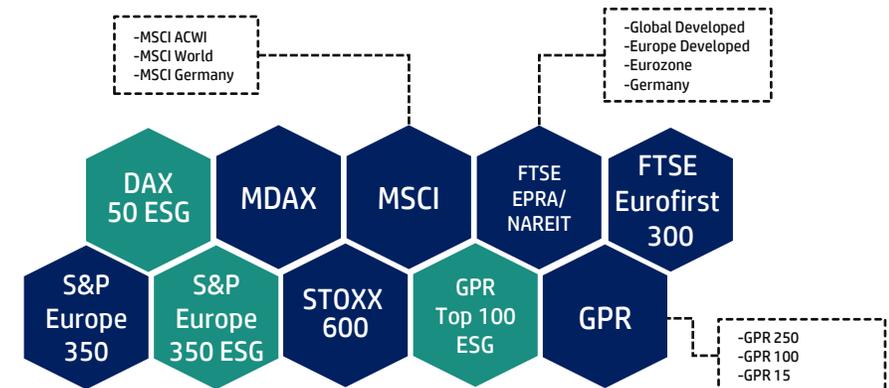
Placement	Frankfurt Stock Exchange (Prime Standard)
Incorporation	Luxembourg
First equity issuance	13.07.2015 (€3.2 per share)
Number of shares (basic)	1,537,025,609
Number of shares, base for share KPI calculations (excluding suspended voting rights and including the conversion impact of mandatory convertible notes)	1,125,577,846 (As of 19.08.2022)
Symbol (Xetra)	AT1
Market cap	€4.6bn/ €3.3 bn (excl. treasury shares) (€3 share price as of 24.08.2022)

## SHAREHOLDER STRUCTURE



\*12% are held through TLG Immobilien AG, voting rights suspended

## KEY INDEX INCLUSIONS



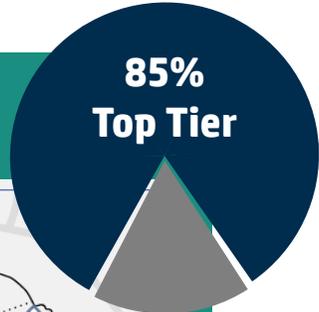
# INVESTMENT PROPERTIES

JUN 2022 Portfolio by Asset Type*	Investment property (€m)	Lettable area (k sqm)	EPRA Vacancy	Annualized net rent (€m)	In-place rent/sqm (€)	Value/sqm (€)	Rental Yield	WALT (years)
Office	12,043	3,738	10.7%	484	11.6	3,222	4.0%	4.3
Residential	8,546	3,762	4.8%	361	8.3	2,272	4.2%	NA
Hotel	4,749	1,544	4.1%	239	13.3	3,076	5.0%	15.0
Logistics/Other	426	456	8.2%	23	4.4	935	5.4%	5.1
Retail	1,722	692	11.6%	75	10.0	2,489	4.3%	4.3
Development rights & Invest	2,083							
<b>Total</b>	<b>29,569</b>	<b>10,192</b>	<b>7.7%</b>	<b>1,182</b>	<b>10.2</b>	<b>2,697</b>	<b>4.3%</b>	<b>7.5</b>
<b>Total (GCP at relative consolidation)</b>	<b>25,441</b>	<b>8,448</b>	<b>8.1%</b>	<b>1,015</b>	<b>10.6</b>	<b>2,780</b>	<b>4.3%</b>	<b>7.6</b>

JUN 2022 Portfolio by Region*	Investment property (€m)	Lettable area (k sqm)	EPRA Vacancy	Annualized net rent (€m)	In-place rent/sqm (€)	Value/sqm (€)	Rental Yield
Berlin	6,651	1,561	6.3%	209	11.5	4,261	3.1%
NRW	3,920	2,004	7.9%	181	7.8	1,956	4.6%
Dresden/Leipzig/Halle	2,172	1,214	4.0%	101	7.1	1,789	4.7%
London	2,150	290	6.0%	96	30.4	7,410	4.4%
Frankfurt	1,931	550	13.6%	78	13.4	3,510	4.1%
Munich	1,903	556	8.6%	56	8.5	3,425	2.9%
Wiesbaden/Mainz/Mannheim	758	274	5.8%	36	11.0	2,765	4.7%
Amsterdam	641	168	8.0%	27	13.7	3,811	4.2%
Hamburg/LH	634	223	4.4%	32	11.9	2,841	5.1%
Stuttgart/BB	328	134	9.1%	17	12.1	2,437	5.2%
Hannover	286	156	13.0%	13	8.3	1,836	4.7%
Rotterdam	262	99	4.6%	17	13.5	2,641	6.3%
Utrecht	231	93	7.4%	14	12.0	2,478	5.9%
Other	5,619	2,870	8.8%	305	9.6	1,959	5.4%
Development rights & Invest	2,083						
<b>Total</b>	<b>29,569</b>	<b>10,192</b>	<b>7.7%</b>	<b>1,182</b>	<b>10.2</b>	<b>2,697</b>	<b>4.3%</b>

\* figures exclude assets held for sale

LOCATED IN THE BEST NEIGHBORHOODS OF BERLIN



Map representing approx. 95% of the portfolio and 97% incl. central Potsdam



**85% of the Group 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**



**15% of the Group portfolio is well located primarily in Spandau, Reinickendorf, Hellersdorf/Marzahn & Treptow/Köpenick**



**With €3.5bn 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	Hotel	Rooms	Brand	Hotel	Rooms	Brand
Hilton Berlin Gendarmenmarkt Prime Center	601		NH Hotel Dortmund Prime Center	190		Mark Apart Berlin Prime Center Ku'damm	120	
Bristol Berlin Ku'damm Prime Center (ex-Kempinski)	301		Steigenberger Hotel de Saxe Dresden Prime Center	185		InterCity Hotel Dresden City Center	162	
Die Welle H-Hotels Berlin Alexanderplatz	624		AC by Marriott Berlin Mitte	130		Marriott Hotel Leipzig Prime Center	239	
InterContinental Frankfurt Prime Center	473		Moxy by Marriott Berlin Mitte	101		Radisson Blu Prime Center Baden-Baden	162	
Hilton London Hyde Park Prime Center	132		Davos Promenade Hotel	100		Mercure Munich Conference Center Messe	167	
Marriott Conference Hotel Paris City Center	757		Ex-Sheraton Brussels Prime Center	533		Ibis Munich Conference Center Messe	137	
Steigenberger Hotel Cologne Prime Center	305		Ex-Sheraton Rome	640		Center Parcs (7 locations)	ca. 5,000	
			Resorthotel Schwielowsee Berlin- Potsdam	155		Berlin Prime Center Mitte Rosa-Luxemburg-Platz	95	
			Schlosshotel Grunewald Charlottenburg Berlin	54		Seminaris Campus Hotel Berlin	186	
			Hyatt Regency Paris Airport Charles de Gaulle	388		Wyndham Garden Düsseldorf Prime Center Königsallee	82	
			Berlin Holiday Inn City East	473		Hotel Im Wasserturm Cologne Prime Center	88	
			Essen Holiday Inn Prime City Center	168		Greet (Ibis) Berlin Alexanderplatz	61	
			Sheraton Hotel Hannover Business District	147		Melia Munich Hotel Munich Messe	134	
			Manchester City Center Hotel	228		Penta Hotels (17 locations)	ca. 2,500	
						Mercure Liverpool Prime Center Hotel	225	



## GLOBALWORTH OFFER

- Through a JV, AT and CPI hold together 61% of GWI's shares.

'AT's holding makes up over 30% of GWI which is only ca. 1.5% of AT's total assets, providing complementary diversification to the Group

- AT and CPI will together explore possibilities for synergies and value creation.



## PRIME ASSETS & STRONG TENANT BASE

- GWI is a leader in the Polish & Romanian office markets with best quality & modern energy efficient buildings, located in prime CBD areas of key cities such as Warsaw and Bucharest.
- Tenant base of mostly blue-chip international tenants, with long-term, euro-denominated triple-net and inflation linked leases.



## RIGHT INVESTMENT VEHICLE IN THE CEE MARKET

- GWI is the right investment vehicle in growing CEE market.
- Poland & Romania: The largest countries in CEE with two of the lowest debt-to-GDP and unemployment levels in Europe. They were the fastest growing countries in Europe between 2017 and 2019.



**S&P Ratings Matrix**

**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+) <sup>1)</sup>	bbb	bbb- /bb+
2 Strong	aa/ aa-	a+/a	<b>(Aroundtown) (GCP)</b> ← <b>A- BBB+</b> (Gecina A-) <sup>2)</sup> (DW) <sup>3)</sup> (Kle Pierre) (Covivio) (Icade)	<b>BBB</b> (URW BBB+) <sup>4)</sup>	bb+	bb
3 Satisfactory	a/a-	bbb+	<b>BBB/BBB-</b>	bbb-/bb+ (Alstria)	bb	b+
4 Fair	bbb/ bbb-	bbb-	bb+	bb	bb-	b
5 Weak	bb+	bb+	bb	bb-	b+	b/b-
6 Vulnerable	bb-	bb-	bb-	b+	b	b-

1) Rating anchor of Vonovia is "A-", their final rating after the effect of modifiers is "BBB+"  
 2) Rating anchor of Gecina is "BBB+", their final rating after the effect of modifiers is "A-"  
 3) Standalone rating of Deutsche Wohnen is "a-" but their final rating is "BBB+" to reflect their parent Vonovia's rating  
 4) Rating anchor of URW 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 75% of FFO I per share

- 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	Current (Jun 2022)
1	<i>Limitation on Debt</i>	✓	✓
	Total Debt / Total Assets	<=60% <sup>(1)</sup>	35%
2	<i>Limitation on Secured Debt</i>	✓	✓
	Secured Debt / Total Assets	<=45% <sup>(2)</sup>	-3% (Liquidity is larger than secured debt)
3	<i>Maintenance of Unencumbered Assets</i>	✓	✓
	Unencumbered Assets/Unsecured Debt	>= 125% <sup>(3)</sup>	265%
4	<i>Maintenance of Coverage Ratio</i>	✓	✓
	Adjusted EBITDA / Net Cash Interest	>=1.8x	5.3x
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

## CHARACTERISTICS OF PERPETUAL NOTES

➤ **NO MATURITY:**

➤ Perpetual notes have no maturity date.

➤ **NO COVENANTS & FULL OPTIONALITY:**

➤ On specified dates the Group can call the notes. There is no requirement to call. Noteholders don't have a put option on the call date. Depending on the terms, the notes can be called at each interest payment date or any day following the first call date. Coupons are deferrable at the Group's discretion.

➤ **EQUITY CONTENT:**

➤ Perpetual notes are ranked junior to debt securities and have no covenants. Under IFRS Perpetual Notes are 100% equity instruments. Under S&P methodology Perpetual Notes are considered 50% equity / 50% debt.

➤ **CREDIT RATING SUPPORTIVE:**

➤ The nature and use of perpetual notes has a positive corporate credit rating impact.

OUTSTANDING AMOUNT	CURRENT COUPON	RESET RATE	FIRST CALL DATE
369M EUR	3.75%	4.375% +5Y MID-SWAP	20 Jan 2023
641.5M USD	2.345% (Swapped)	3.546% +5Y MID-SWAP	21 Jul 2023
400M EUR	2.125%	2.0% +5Y MID-SWAP	17 Jan 2024
400M GBP	3.00% (Swapped)	4.377% +5Y MID-SWAP	25 Jun 2024
500M EUR	2.875%	3.46% +5Y MID-SWAP	12 Jan 2025
600M EUR	3.375%	3.98% +5Y MID-SWAP	23 Sep 2024
600M EUR	1.625%	2.419% +5Y MID-SWAP	15 Jul 2026
200M EUR (GCP)	2.75%	3.637% +5Y MID-SWAP	22 Jan 2023
350M EUR (GCP)	2.5%	2.432% +5Y MID-SWAP	24 Oct 2023
700M EUR (GCP)	1.5%	2.184% +5Y MID-SWAP	09 Jun 2026

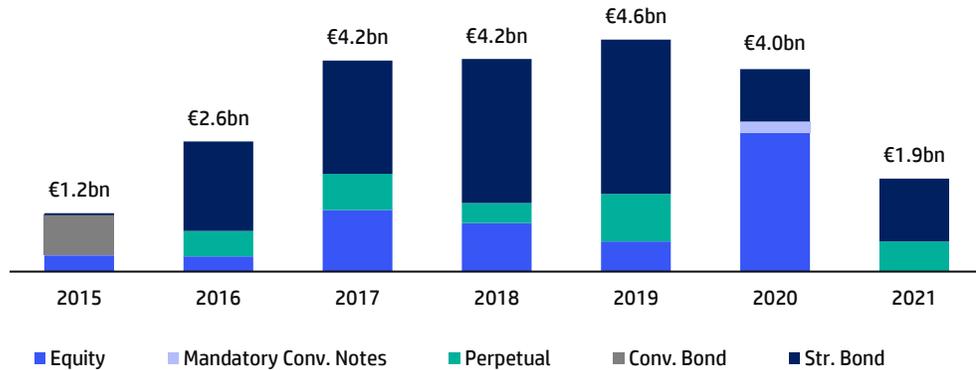
## EPRA LTV DESCRIPTION

- The EPRA LTV disclosure aims to provide a Loan-to-Value (LTV) metric which EPRA believes is more relevant to shareholders and considers all equity which is senior to common shares not as equity but as debt.
- The main impact of the EPRA LTV recommendations on Aroundtown relates to the Company's Perpetual Notes. Due to their nature as junior instruments without covenants, under IFRS they are accounted for as equity instruments but are included as debt under the EPRA LTV.
- Furthermore, the EPRA LTV is based on relative consolidation as opposed to full consolidation as per IFRS, which impacts the contribution from the Company's majority holdings (e.g. GCP/TLG) and equity accounted investees/JVs (e.g. GWI)
- The EPRA LTV additionally makes adjustments related to working capital, intangible assets and financial assets which is different from the Company's own LTV calculation.
- Aroundtown will include the EPRA LTV calculation for the first time in its 2022 annual report as per the EPRA BPR Guidelines.
- **The Company notes that the calculation as recommended by EPRA is not relevant for the Company's credit rating and has no impact on any of its debt covenants.**

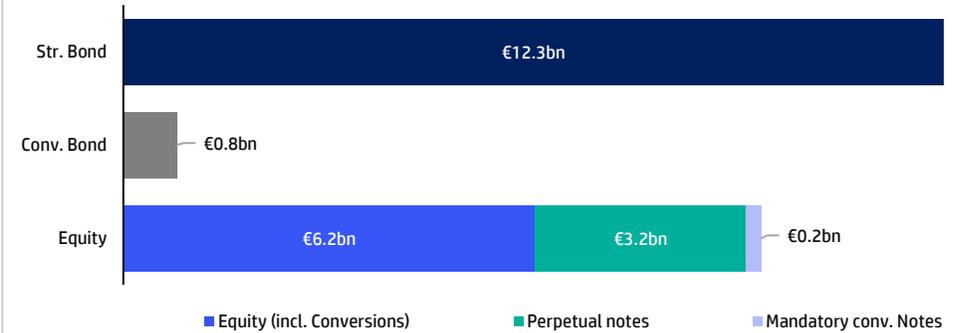
F. EPRA LTV Metric	Group € M as reported	Proportionate Consolidation			Combined € M
		Share of Joint Ventures € M	Share of Material Associates € M	Non-controlling Interests € M	
<b>Include:</b>					
Borrowings from Financial Institutions	X	X	X	X	X
Commercial paper	X	X	X	X	X
Hybrids (including convertibles, preference shares, debt, options, perpetuals)	X	X	X	X	X
Bond loans	X	X	X	X	X
Foreign currency derivatives (futures, swaps, options and forwards)	X	X	X	X	X
Net payables	X	X	X	X	X
Owner-occupied property (debt)	X	X	X	X	X
Current accounts (equity characteristic)	X	X	X	X	X
<b>Exclude:</b>					
Cash and cash equivalents	X	X	X	X	X
<b>Net Debt (a)</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>
<b>Include:</b>					
Owner-occupied property	X	X	X	X	X
Investment properties at fair value	X	X	X	X	X
Properties held for sale	X	X	X	X	X
Properties under development	X	X	X	X	X
Intangibles	X	X	X	X	X
Net receivables	X	X	X	X	X
Financial assets	X	X	X	X	X
<b>Total Property Value (b)</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>	<b>XXX</b>
<b>LTV (a/b)</b>	<b>XXX</b>				<b>XXX</b>

Source: EPRA, Best Practices Recommendations (BPR) Guidelines, February 2022

## Capital market activity per year



## Capital market activity per issuance type 2015-2021



## Best-in-class capital market access

- AT has been the largest listed European RE capital market issuer in 2016, 2017, 2019, as well as sharing the top place in 2020.
- 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

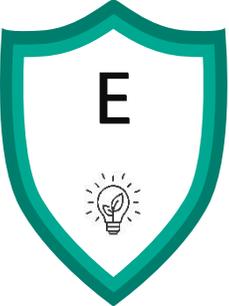
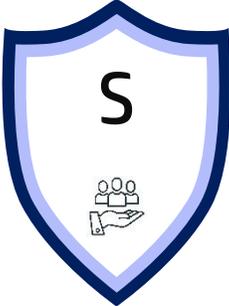
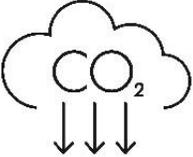
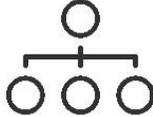
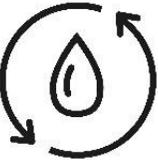
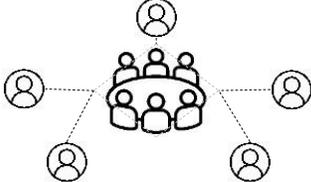




# APPENDIX – ESG

| Across the portfolio



	<p><b><u>CLEARLY SET TARGETS</u></b></p>		<p><b><u>SOCIALLY RESPONSIBLE</u></b></p>		<p><b><u>HIGH LEVEL OF GOVERNANCE</u></b></p>
	<p>Reduce GHG emission</p>		<p>Strong commitment to maintain high tenant satisfaction</p>		<p>Management oversight from Board of Directors (BoD)</p>
	<p>Reduce water consumption and maintain high water quality</p>		<p>Increase employee retention and training opportunities</p>		<p>67% of BoD is independent/ non executive &amp; 33% members are female</p>
	<p>Create waste awareness to reduce waste production and increase recycling</p>		<p>Pro-actively engage with &amp; support local communities of portfolio's location</p>		<p>BoD is supported by various committees with higher level of oversight for special topics</p>
<p>For more details, <a href="#">please click here</a></p>	<p>For more details, <a href="#">please click here</a></p>	<p>For more details, <a href="#">please click here</a></p>			



## GREEN BUILDING CERTIFICATIONS

Building upgrades with the goal to receive certifications (DGNB, LEED, BREEAM). Development/major refurbishments aimed to build for certification eligibility



UTRECHT, BREEAM



AMSTERDAM, BREEAM



ROTTERDAM, BREEAM



UTRECHT, BREEAM



AMSTERDAM, BREEAM



AMSTERDAM, BREEAM



DRESDEN, LEED



AMSTERDAM, BREEAM



AMSTERDAM, BREEAM

➤ Ca. 30% of the Dutch portfolio already certified with BREEAM standards as part of the ongoing pilot project (2% in 2020). Ca. 5% of the total commercial portfolio is certified (1% in 2020).

➤ Pilot project in the NL where demand from tenants for green buildings exists, higher rents and occupancy can be achieved and capex for upgrades yields positively.

➤ Only minor works are expected to be done to achieve these certifications as the portfolio is already in high quality.

➤ Based on experiences gained through this pilot, the strategy is implemented in other portfolio locations. Accordingly, German portfolio is currently being analyzed

## GHG EMISSIONS REDUCTION



➤ Energy Investment Program: installation of Photovoltaics (PV), Combined Heat and Power (CHP), Combined Cooling, Heat & Power (CCHP), EV charging stations, smart meters, AI



➤ Replacing/upgrading fossil fuel heating systems and switching to climate neutral energy providers



➤ Energy efficient facilities



➤ Tenant incentives through green lease elements

## ENERGY INVESTMENT PROGRAM



➤ Further investments in energy efficient measures such as installation of Photovoltaics, Combined Heat and Power and EV charging stations. Additionally invested in efficient windows, lighting, roofs, façade and heating systems

## WATER CONSUMPTION



➤ Remote water meters create awareness, influence tenant behavior, detect water leaks and unusual water usage

➤ Water-saving sanitary facilities

## WASTE MANAGEMENT



➤ A new initiative to further optimize waste and operational costs through waste management systems (i.e., obtaining and sharing waste data with tenants)

➤ Efficiently incentivized in Germany and other locations of portfolio (no charge for recycling and paper)

## AROUNDTOWN FOUNDATION



## LOCAL PARTNERSHIPS

➤ AT focuses on establishing productive partnerships with local stakeholders to ensure that corporate activities are aligned to the tenants and communities

➤ Numerous charities across portfolio’s locations, working in close contact with local partners such as Die Arche e.V., HORIZONT e.V., Off Road Kids, EvE Foundation, Joblinge, etc.

➤ Local projects aimed at improving child and youth education & healthcare, eliminating child poverty, preparing disadvantaged young people for the job market, providing solidarity to the ethnic minorities, etc.

➤ Following the flood disaster, AT foundation donated funds to a local association to help those in need with the clean-up and reconstruction, provided accommodation to some local volunteers in its hotels and several employees of AT volunteered in the region as part of the Social Day 2021

## HOLISTIC TENANT MANAGEMENT APPROACH

### ENGAGEMENT



Tailor-made approach, customized leases, balancing tenants' and the Company's requirements

### AVAILABILITY



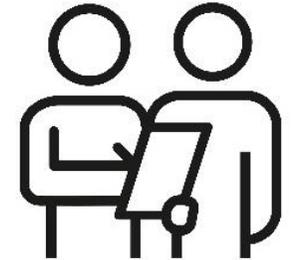
24/7 tenant support

### POLICY



Finalizing new tenant policy which sets standardized goals and ensures commitment of all parties involved

### ENFORCEMENT



Main tool to monitor and enforce tenant satisfaction, Annual tenant surveys

# Goal to become top employer in commercial real estate to attract best new talent



**TRAINING**  
Employee training programs to ensure knowledge sharing and increasing the skill pool



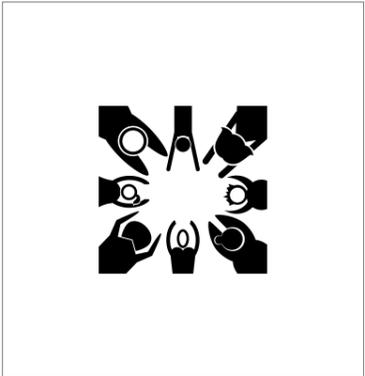
**COLLABORATION**  
Dynamic & open corporate culture, fostering personal development and collaboration



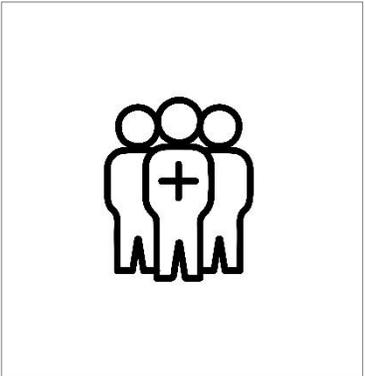
**RETENTION**  
Employee retention program to reduce knowledge drain



**EMPLOYEE SATISFACTION SURVEY**



**DIVERSITY & ANTI-DISCRIMINATION POLICY**



**HEALTH, SAFETY & SECURITY**  
Well-being of employees, fitness center at HQs, cyber security measures

**Target: Attractive employer who maintains a strong employee base at a low turnover rate with an open culture leaving no room for discrimination**



**BOARD OF DIRECTORS – 4/6 MEMBERS ARE INDEPENDENT/NON-EXECUTIVE AND 2/6 ARE FEMALE**



**DIVERSE MIX OF PROFESSIONALS WITH STRONG & LONG EXPERIENCE, FOCUS ON REAL ESTATE INDUSTRY & FINANCING**



### **FRANK ROSEEN – EXECUTIVE DIRECTOR**

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



### **JELENA AFXENTIU – EXECUTIVE 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. *MBA*



### **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*



### **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 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*



## ALL COMMITTEES ARE IN PLACE WITH INDEPENDENT MEMBERS IN PLACE

### AUDIT COMMITTEE

(MAINTAINING THE INTEGRITY OF THE FINANCIAL STATEMENTS AND INTERNAL SYSTEMS CONTROLLING THE FINANCIAL REPORTING PROCESSES)

### RISK COMMITTEE

(ASSESSING, MONITORING AND MITIGATING ANY POTENTIAL RISK AND KEEPING ANY POSSIBLE FAILURE TO MINIMUM)

### NOMINATION COMMITTEE

(IDENTIFYING SUITABLE CANDIDATES FOR DIRECTOR POSITIONS AND EXAMINING THEIR SKILLS AND CHARACTERISTICS)

### REMUNERATION COMMITTEE

(DETERMINING AND RECOMMENDING REMUNERATION POLICY FOR THE BOARD AND SENIOR MANAGEMENT)

### ESG COMMITTEE

(REVIEWING SHAREHOLDER PROPOSALS AND RECOMMENDATIONS THAT RELATE TO ESG MATTERS)



## ADDITIONAL OVERSIGHT PROVIDED BY THE 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

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 BODY IS SUPERVISED BY THE BOARD OF DIRECTORS



### **BARAK BAR-HEN – CO-CEO & COO**

**(CO-CHIEF EXECUTIVE OFFICER & CHIEF OPERATING OFFICER)**

SINCE 2020 IN THE MANAGEMENT OF AROU NTOWN AND ITS SUBSIDIARIES.  
*TEL AVIV UNIVERSITY, LLB AND CERTIFIED ATTORNEY*



### **EYAL BEN DAVID – CFO**

**(CHIEF FINANCIAL OFFICER)**

SINCE 2008 IN THE MANAGEMENT OF AROU NTOWN AND ITS SUBSIDIARIES.  
*MBA AND CPA*



### **OSCHRIE MASSATSCHI – CCMO**

**(CHIEF CAPITAL MARKETS OFFICER)**

SINCE 2013 IN THE MANAGEMENT OF AROU NTOWN AND ITS SUBSIDIARIES.  
*BA HONOURS IN INTERNATIONAL BUSINESS*



SENIOR MANAGEMENT



**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*



**CHRISTIAN HUPFER - CHIEF COMPLIANCE OFFICER**

SINCE 2008 IN THE MANAGEMENT OF AROUNDTOWN 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*



**KAMALDEEP MANAKTALA – CEO OF HOTEL DIVISION**

20+ YEARS OF EXPERIENCE IN REAL ESTATE INVESTMENT MANAGEMENT WITH A FOCUS ON THE LIVING SECTOR (HOTELS & RESIDENTIAL) IN BOTH THE PRIVATE AND PUBLIC MARKETS GLOBALLY. PREVIOUSLY HELD MANAGERIAL ROLES IN DUET PRIVATE EQUITY, GOLDMAN SACHS, JP MORGAN. *MBA IN INTERNATIONAL HOSPITALITY MANAGEMENT FROM IMHI – CORNELL UNIVERSITY-ESSEC BUSINESS SCHOOL AND BA IN ECONOMICS (HONOURS) FROM UNIVERSITY OF DELHI.*



**IDAN KAPLAN - SENIOR FINANCIAL MANAGER**

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



**ALON LEVY – HEAD OF DUTCH OPERATIONS**

13 YEARS EXPERIENCE IN THE EUROPEAN REAL ESTATE INDUSTRY, PRIMARILY IN THE NETHERLANDS AND GERMANY. MR. LEVY JOINED THE GROUP IN 2017 AND HAS BEEN MANAGING THE DUTCH OPERATIONS SINCE 2020. BEFORE JOINING THE GROUP MR. LEVY WAS A MANAGER AND A BOARD MEMBER OF AN INTERNATIONAL REAL ESTATE GROUP. *MBA AND CPA*



**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



**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*



**DEAN MABELSON - HEAD OF ENERGY DEPARTMENT**

15 YEARS OF EXPERIENCE IN ENERGY MANAGEMENT. HE WORKED IN JUWI AG, ONE OF EUROPE'S LARGEST RENEWABLE PROJECT DEVELOPERS & HELD ROLES IN TRADING ENERGY AT PARIS, LEIPZIG & VIENNA COMMODITY EXCHANGE. AFTER ROLES AS ENERGY CONSULTANT FOR A LARGE CONSULTING COMPANY, HE WAS HEAD OF ENERGY & SUSTAINABILITY FOR AKELIUS. *MASTERS IN ECONOMICS AND ENGINEERING, DIPL.-ING., EXTERNAL AUDITOR ISO 50001*



**MICHAL SUSZEK - HEAD OF CONSTRUCTION MANAGEMENT**

MR. SUSZEK HAS OVER 15 YEARS OF EXPERIENCE IN THE REAL ESTATE SECTOR WITH FOCUS ON PROJECT MANAGEMENT AND PROJECT CONTROLLING. BEFORE JOINING AROUNDTOWN IN 2016, HE WAS WORKING IN A LARGE AUSTRIAN REAL ESTATE COMPANY RESPONSIBLE FOR PROJECT DEVELOPMENT AND CONSTRUCTION PROJECTS IN CEE. *DOUBLE DIPLOMA BSC IN CIVIL ENGINEERING GAINED ON ECEM DEGREE PROGRAM*



## STRONG RANKING WITH SUSTAINALYTICS

- ↗ Top 4% globally across all industries
- ↗ Top 14% across global real estate coverage
- ↗ Low risk category
- ↗ Strong ranking with Sustainalytics supports the inclusion in DAX 50 ESG Index

**S&P Europe  
350 ESG Index**

**DAX<sup>®</sup> 50 ESG**  
Global property research  
Solutions for customized property indices

## SUSTAINABILITY INDICES

- ↗ Included in S&P EUROPE 350 ESG Index since May 2021
- ↗ Adding to strong visibility in ESG indices like DAX 50 ESG and GPR Green indices

↗ 2021:



## CONSECUTIVE EPRA AWARDS

- ↗ AT received EPRA BPR Gold award for the 5th time and EPRA sBPR Gold award for the 4th time consecutively, for high standards of financial transparency and sustainability reporting





# APPENDIX: DEVELOPMENT PROJECTS

| TOP TIER LOCATIONS





## PROPERTY DESCRIPTION

- The 4k sqm property is situated in Berlin's upscale residential district Grunewald/Schmargendorf, in Charlottenburg-Wilmersdorf. The property is situated just off the main boulevard, Hohenzollerndamm, in close proximity to the Grunewald forest, one of Berlin's most popular public parks. The district surrounding the property on Teplitzer Str. 26, Karlsbader Str. 16, 14193 Berlin is primarily residential, marked especially by abundant of greenery. Furthermore, there are many shops, restaurants and other public facilities in the immediate area.



## MARKET DEMAND

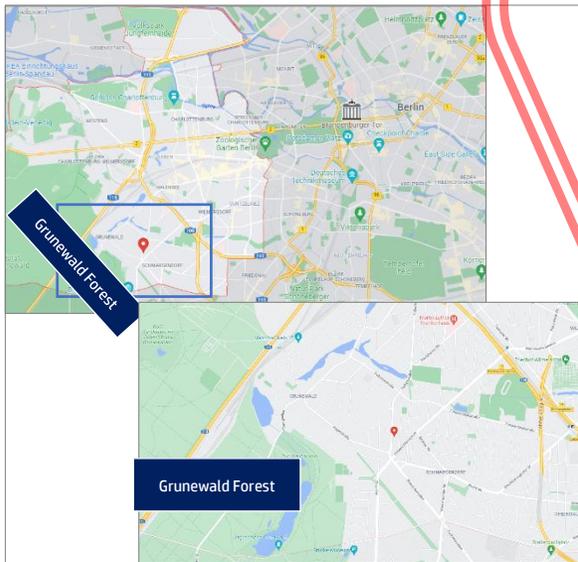
- Berlin Schmargendorf is a popular residential district, with the second oldest population, on average, of all Berlin districts, with the largest strata (28%) being above 65 years at the end of 2021<sup>1)</sup>.
- Residential market rent in assisted living facilities in the area of around €35/sqm<sup>2)</sup>.

1) Amt für Statistik Berlin-Brandenburg, AI 5 – hj 2 / 21 | 2) based on market review



## VALUE EXTRACTION

- **Full re-development into assisted living facility, finalized in 2022**
- Re-developed property has 68 barrier-free assisted living units with balconies or terrace.
- Additionally, property includes a bistro, two doctors offices and a parking garage





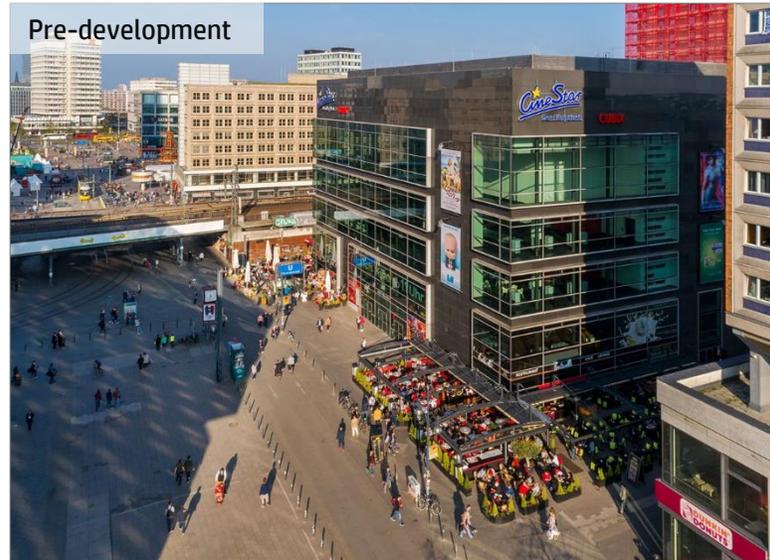
## PROPERTY DESCRIPTION

- The 11k sqm property is in the heart of Berlin Alexanderplatz, one of Berlin's prime centers for both visitors and residents. The property on Rathausstraße 1, 10178 Berlin benefits from good connections through the Alexanderplatz public transport hub, which services all nodes of public transport including trains, S-bahn, U-bahn, trams and busses, which is situated next to the property. The surrounding area has a diverse mixed use of residential and commercial.



## MARKET DEMAND

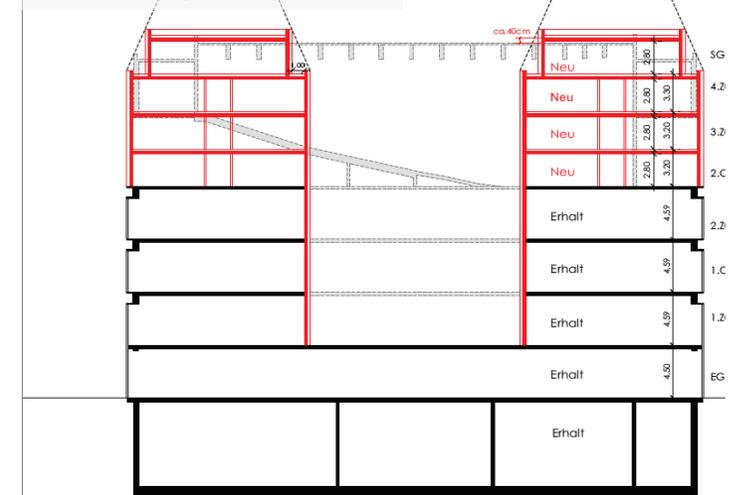
- The asset is AAA+ located in the center of Berlin, located next to multiple tourist attractions including the historic Berliner Fernsehturm (Berlin TV tower).



## VALUE EXTRACTION POTENTIAL

- **Complete renovation and refurbishment including conversion from a movie theater into a hotel.**
- The extensive refurbishment and conversion will include an optimization of space resulting in additional 2k sqm area.
- The hotel will have approx. 300 rooms and ground floor retail.
- Pre-permit is obtained.

### Post-development (plans)





## PROPERTY DESCRIPTION

- This neighborhood retail property is situated in Berlin's central Mitte district, next to the St. Michael church and the Engelbecken, and covers 3k sqm. The property, located on Annenstraße 4a, 10179 Berlin, lies at the crossing of 2 main inner-city roads, around the corner from a U-bahn station. Furthermore, there is a bus stop in front and the property includes parking facilities. The area surrounding the property is a primarily residential district which has seen significant redevelopment in recent years and is one of the most demanded areas in Berlin



## MARKET DEMAND

- The area is seeing very strong demand, particularly for residential, which is exemplified by densification projects in surrounding blocks over recent years
- Market rents range between €20/sqm to €32/sqm depending on the use <sup>1)2)</sup>

1) JLL Database 2021 | 2) Angermann, Office Market Berlin Q4 2021



## VALUE EXTRACTION POTENTIAL

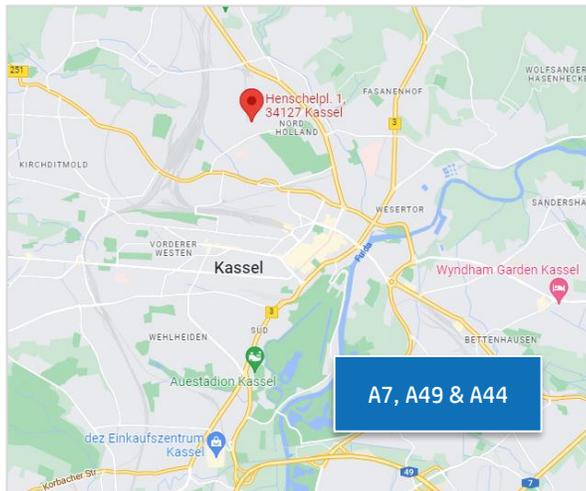
- **Re-Development into mixed-use property**
- The retail property can be redeveloped into mixed-use with over 11k net leasing area, from currently 3k sqm
- Currently, the aim is to maintain the supermarket as a tenant on the ground floor and to develop a mix of office and residential space in the upper floors
- Pre-permit is obtained





## PROPERTY DESCRIPTION

- The logistics and industrial park in Kassel covers approx. 180k sqm, spread over more than 20 buildings. The complex has its own connection to the rail network and is located just off the main road, a short drive from Kassel's main train station. The industry on the site on Henschelplatz 1, 34127 Kassel is tailored towards logistics, heavy industry and vehicle production.



## MARKET DEMAND

- Kassel is strategically located in the center of Germany. Its highway & railroad connections make it an attractive logistics & industrial center (A7 connecting to the north and south of Germany, A44 connecting to the west of Germany and A7+A38 connecting to the east of Germany). Thus, various global companies have factories in the region (i.e. In the vicinity is Europe's largest commercial-vehicle axle plant)



## VALUE EXTRACTION POTENTIAL

- **Identified underutilized and unused land plot.**
- Development of the land plot into 11k sqm logistics hall, in addition to the existing ca. 180k sqm logistics asset. PV systems will be installed on the roof. DGNB Gold certificate is expected.
- Full permit is obtained. The project is 100% pre-let. Expected to be finalized by 2023/2024.
- AT has already redeveloped an unused plot and an underutilized building in the north of the property into 26k sqm logistics space which was also fully pre-let.

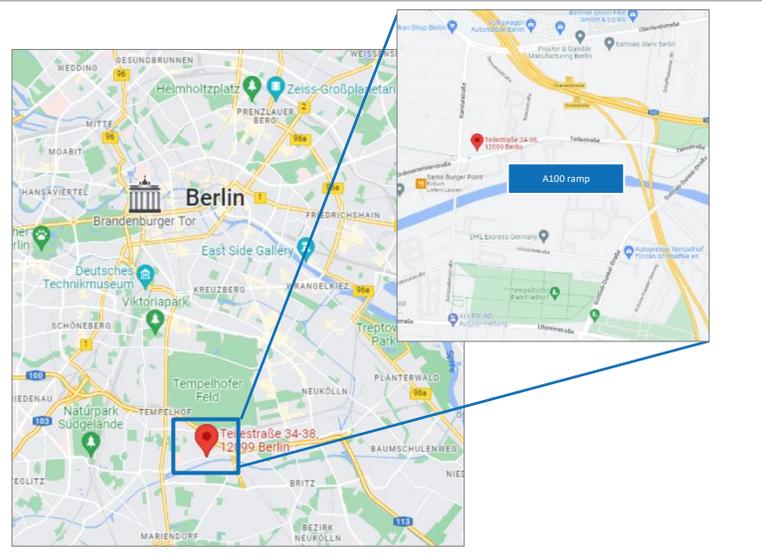
### Post-development (rendering)





## PROPERTY DESCRIPTION

- The 10k sqm logistics property is situated in proximity to the Tempelhofer Feld at the A100 highway, Berlin's main highway. Several s-bahn and u-bahn stations are nearby the property on Teilestr. 34-38, 12099 Berlin.



## MARKET DEMAND

- Berlin's logistics market continues to experience a shortage of logistics space in areas close to the city center along motorways <sup>1)</sup>.
- Strategically located close to the A100 ramp, which also provides connections to the motorway ring road (A10) in Berlin, the asset is ideal for last-mile logistics and offices to serve the logistics sites.
- Market rent for logistics use in the vicinity is around €7/sqm and for office use is €20/sqm <sup>2)</sup>.

Source: 1) BNP Paribas Real Estate – Logistics Market Berlin Q4 2020 | 2) Savills Database, 2021



## VALUE EXTRACTION POTENTIAL

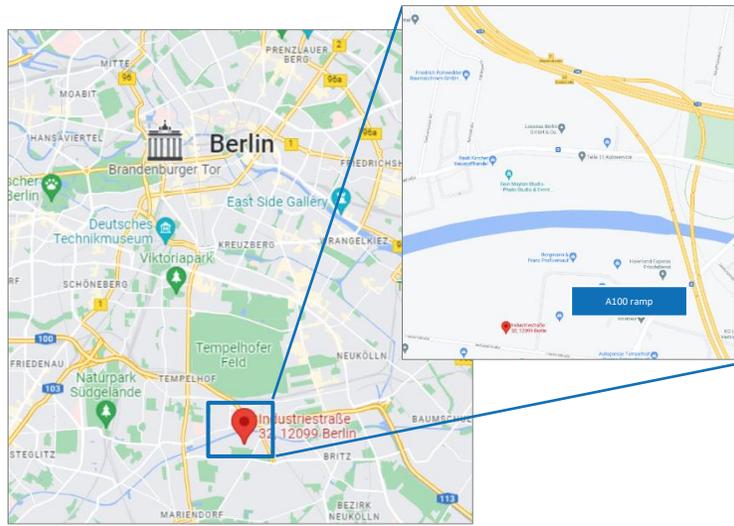
- **Identified underutilized land plot used for parking.**
- Development of parking area into 3k sqm last-mile logistics in addition to existing 10k sqm logistics.
- Pre-permit exists.





## PROPERTY DESCRIPTION

- The 7k sqm property comprises a newly developed logistics and office building and is situated in the Berlin district of Tempelhof, close to the ramp of the inner-city highway A100, on Industriestraße 32-43, 12099 Berlin. There is additionally a large underutilized land plot to the south of the property. The immediate area has a commercial use with companies active mainly in logistics and industrial.



## MARKET DEMAND

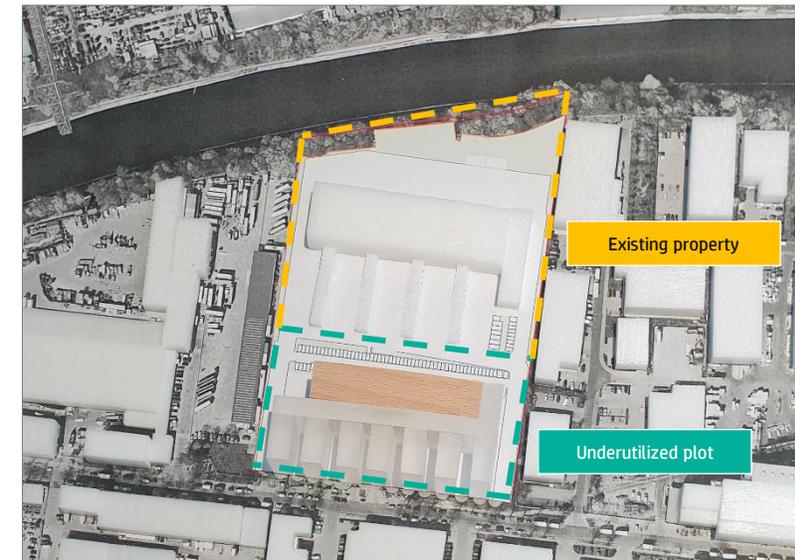
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- Market rent for logistics use in the vicinity is around €7/sqm and for office use is €20/sqm <sup>2)</sup>.

Source: 1) BNP Paribas Real Estate – Logistics Market Berlin Q4 2020 | 2) Savills Database, 2021



## VALUE EXTRACTION POTENTIAL

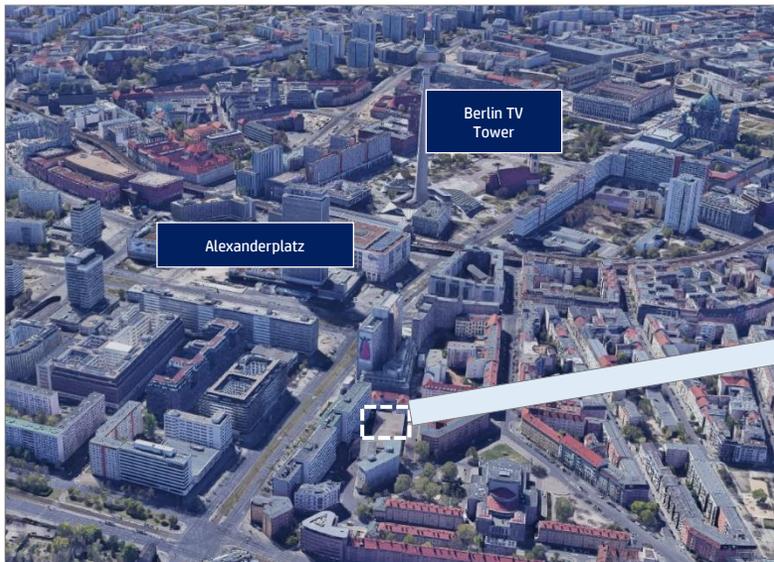
- **Identified underutilized land plot to the south of the property.**
- Development of underutilized plot into 7k sqm last-mile logistics in addition to existing 7k sqm building.
- Pre-permit exists.
- The logistics & office building in the north was fully re-developed which was fully pre-let prior to delivery in 2021.





## PROPERTY DESCRIPTION

- This large office property, covering 24k sqm, is situated in one of Berlin's prime city centers, the central Alexanderplatz. The property is directly located on Karl-Liebknecht-Straße 31,33/Kleine Alexanderstr., 10178 Berlin, one of Berlin's main traffic arteries, which converges with the city's other arteries at Alexanderplatz. Furthermore, Alexanderplatz is one of Berlin's primary public transport hubs, serviced by a wide range of S-bahn, U-bahn, trams and busses, connecting the property to both of Berlin's airports as well as the city's other districts. Due to its central location the property benefits from many nearby amenities, including many restaurants and bars, shopping malls and other retail, as well as hotels and conference venues.



## MARKET DEMAND

- The asset's district "Mitte" is one of Berlin's top office district with the highest rents in the city<sup>1)</sup>. Average office rents in Alexanderplatz reach up to €40/sqm<sup>1)</sup>
- Demand is the highest for modern office space with virtually zero vacancy in Mitte<sup>2)</sup>. New supply comes with high pre-letting ratio, leaving little or no availability after completion<sup>2)</sup>
- New developments can sell for €14k-€15k/sqm<sup>3)</sup>

1) Angermann, Office Market Berlin Q2 2021 | 2) BNP Paribas Real Estate, Office Market Germany, 2020 | 3) Savills database 2021



## DEVELOPMENT POTENTIAL

- **Development of low-build portion of existing asset into quality office real estate.**
- The asset in its current state has a low build portion that has significant potential to be optimized through development
- Post completion, lettable area of this low build portion of the asset is expected to increase by approx. 4.5k sqm
- Preliminary building permit exists.





## PROPERTY DESCRIPTION

- The properties are situated in Berlin's western center, walking distance from the Berlin Zoo central train station and adjacent Berlin's Technical University (TU). Due to their central location the assets on Englische Straße 27-30, 10587 Berlin are well connected, just off the city's main artery Bundesstraße 2. The Berlin Zoo central station is the primary transport hub in Berlin's western city center, serviced by a range of S-bahn, U-bahn, busses as well as interregional trains. The district surrounding the properties has a mixed use, with residential, office, retail and leisure, providing many amenities.



## VALUE POTENTIAL & MARKET DEMAND

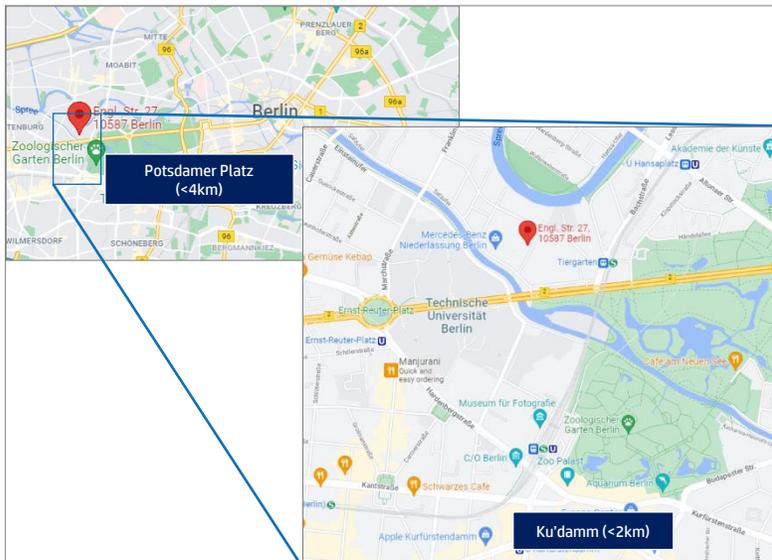
- The resi building is surrounded by a new built fully rented office property from the TLG portfolio. By integrating this property into the existing property, a higher amount of lettable sqm can be achieved in comparison to a standalone development, thus raising synergies from combining both portfolios.
- Market rent for office space in the vicinity is €28/sqm <sup>1)</sup>. Modern assets in the vicinity sell for €12k/sqm <sup>2)</sup>.

Source: 1) PwC database 2021, Angermann 2021; 2) Schroders Immobilienwerte Deutschland



## DEVELOPMENT POTENTIAL

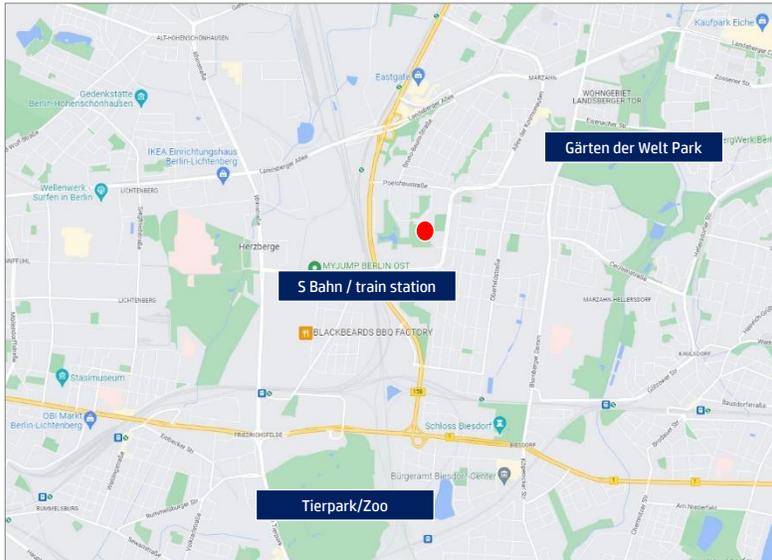
- **Complete demolition and re-development of the resi building & an additional floor on both the resi and the surrounding building.**
- The residential property will be demolished & re-developed and an extra 2k sqm space will be added by utilizing the empty inner courtyard. The asset will be integrated into the surrounding new office asset, allowing for an additional floor to match the floor level of the surrounding building, thereby capturing portfolio synergies. Furthermore, an additional floor will be added to the back part of the surrounding building. Therefore, 23k sqm space post-development compared to 19k sqm current
- Preliminary building permits on the property exists.





## PROPERTY DESCRIPTION

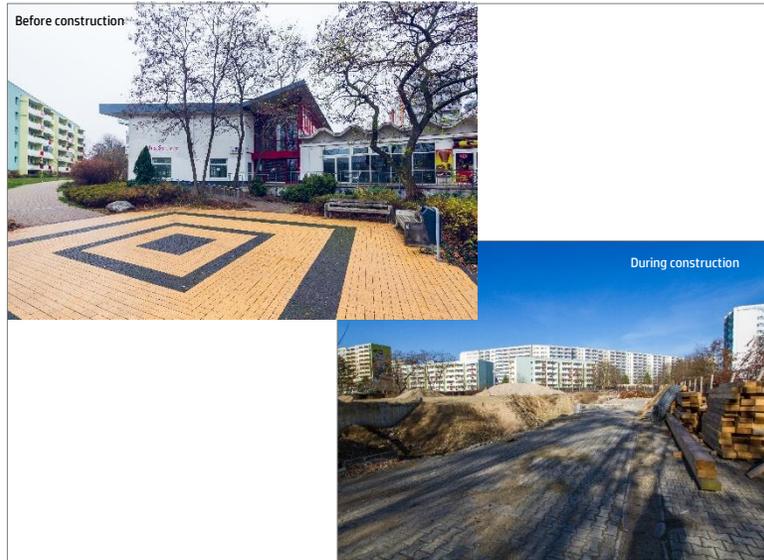
- The property is situated in Berlin's eastern residential district of Marzahn-Hellersdorf. The asset is situated directly next to the large public garden ("Park Akazienwäldchen") and benefits from several supermarkets and retail outlets in the immediate vicinity. The property is located in a residential location at Allee der Kosmonauten 127-147, 12861 Berlin. The property is also well connected to the rest of the Berlin through bus and tram stops as well as an S Bahn train station, as well as main traffic arteries, all situated near the asset.



## MARKET DEMAND

- The housing supply in the district of Marzahn-Hellersdorf remains limited and unable to meet the high demand.<sup>1)</sup>
- Average asking rents in this district can reach up to €14/sqm.<sup>2)</sup>

<sup>1)</sup> Guthmann, Berlin Properties Marzahn-Hellersdorf 2021 <sup>2)</sup> JLL, Residential City Profile Berlin, H1 2021; review of local newly built offering



## DEVELOPMENT POTENTIAL

- **Demolition of existing and re-development of new residential properties**
- The existing structure of the former retail park has recently been fully demolished, providing a land plot of around 6k sqm which can be utilized for new development
- The area is well suited for residential, due to its mix of urban center with lots of city parks and strong public transport connections
- The project comprises two multi-family apartment buildings of 8 storeys, totaling ca. 166 apartment units across 11k sqm of lettable area, as well as underground and external parking facilities with over 80 parking spaces
- The building permit is obtained





## PROPERTY DESCRIPTION

- This 7k sqm property is located at Kurfürstendamm 69, 10707 Berlin, on Adenauerplatz in Berlin's western prime center, Ku'Damm, an area attractive for prime retail and office and prime residential. The building has unique classic architecture and is situated on the street block corner. Various options of public transportation are available, including u-bahn and s-bahn and a large variety of bus lines, and is also near the city highway of Berlin. The surrounding area hosts many prime destinations besides Ku'Damm itself, such as the Berlin Zoo, the Kaiser Wilhelm Memorial Church and KaDeWe.



## MARKET DEMAND

- The area surrounding Ku'damm is highly demanded for all asset types due to its central location and status as a prime promenade.
- Market rents can range between €26-€35/sqm, depending on the type <sup>1)</sup>

1) JLL database 2021



## DEVELOPMENT POTENTIAL

- **Addition of new floors with condominiums expected to be finalized in 2022**
- The property included a large attic that was not utilized. Due to the strong demand for residential condominiums in the area Aroundtown determined that the most optimal use of the space would be to convert and expand the existing attic, adding two new floors
- Condominiums have an expected sales price above €10k/sqm

Original roof



Construction phase



Final stage





## PROPERTY DESCRIPTION

- This 4k sqm property is located on Adenauerplatz in Berlin's western prime center, Ku'Damm, an area attractive for prime office, retail and prime residential. The building located on Kurfürstendamm 72, 10709 / Waitzstrasse 15, 10629 Berlin, has unique classic architecture and is situated on the street block corner. Various options of public transportation are available, including U-bahn and S-bahn and a large variety of bus lines, and is also near the city highway of Berlin.



## MARKET POSITION

- The area surrounding Ku'damm is highly demanded for all asset types due to its central location and status as a prime promenade.
- Market rent for newly built office space can reach up to €35/sqm<sup>1)</sup>
- Office Vacancy in Berlin remains at very low levels, at 4.1% as of Q4 2021<sup>2)</sup>

1) JLL database 2021 | 2) JLL. Office Market Profile Berlin Q4 2021



## DEVELOPMENT POTENTIAL

- **Addition of new floors with office space**
- The property included a large attic which is not utilized. The attic of the office building will be converted and expand into two floors covering approximately 1,000 sqm in order to benefit from the strong office demand of this prime central location
- The building permit has been received, construction has started and is expected to be finalized mid 2023.



## ✓ PROPERTY DESCRIPTION

## ✓ MARKET DEMAND

## ✓ VALUE EXTRACTION POTENTIAL

➤ The 10k sqm property is situated in the prime center of Berlin, between Potsdamer Platz and Anhalter Bahnhof. The property benefits from excellent connectivity due to its close proximity to several U-bahn and S-bahn stations, including Berlin Potsdamer Platz station, a key transport hub which is serviced by a wide range of U-bahn, S-bahn and (inter)regional train services. The area surrounding the property on Stresemannstraße 95/99, 10963 Berlin is a dense mixed-use urban district with a wide variety of uses, including residential, office, hospitality and retail. As a result many prime attractions and amenities are located in close proximity to the property.

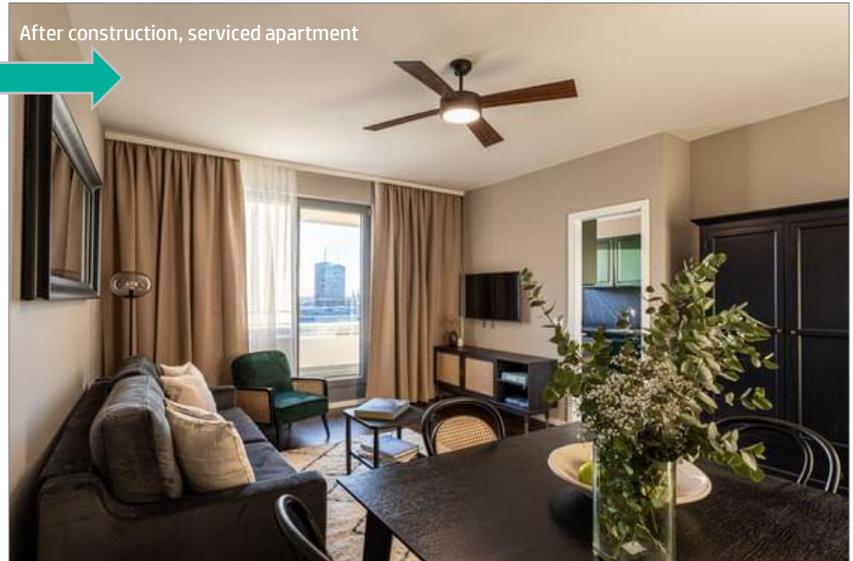
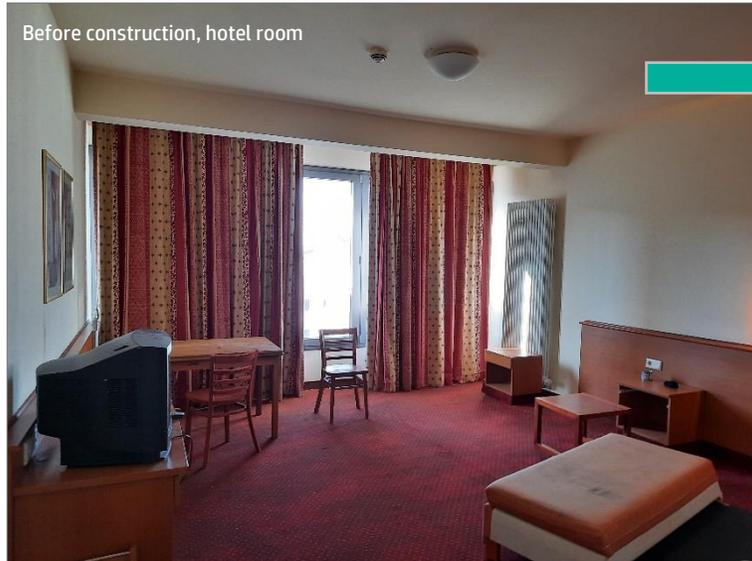
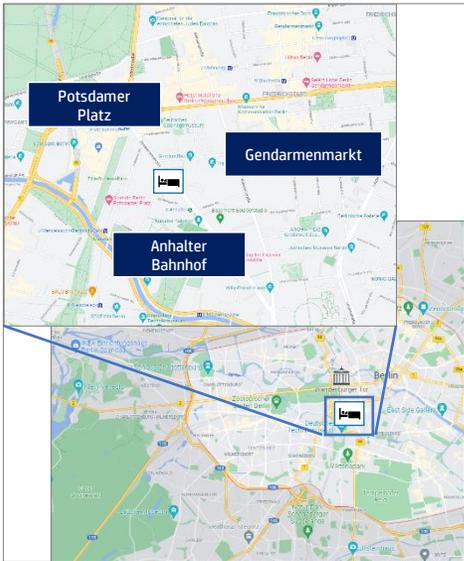
➤ The property is situated in the prime center of Berlin, with a wide range of key demand drivers in close proximity, supporting demand for leisure tourism, business travel and diplomatic/political travel.

➤ **Full property repositioning into hotel and serviced apartments to be finalized in 2022**

➤ The former 16 floor tower on the left has been fully refurbished and repositioned as a mixed hotel and serviced apartment offering, with 61 hotel rooms, 74 serviced apartments and 3 penthouses.

➤ Newly branded Tale by Precise

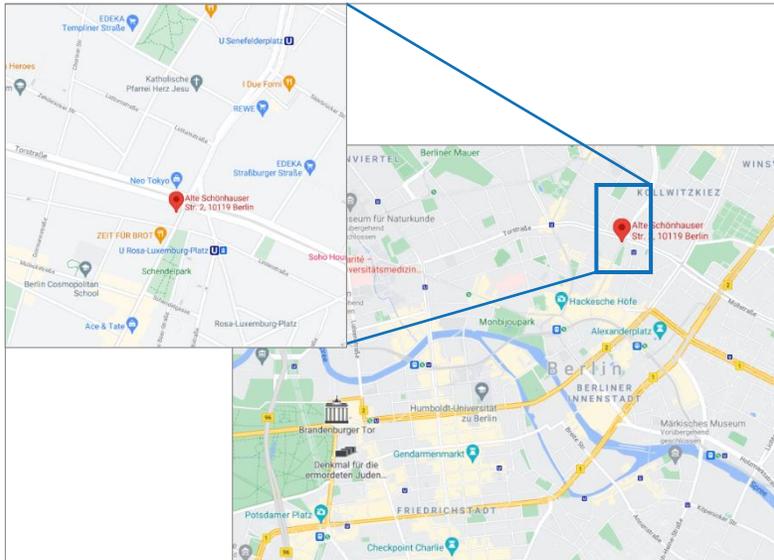
➤ Full refurbishment of ground floor areas, with a new lobby, bar, café/bistro, and restaurant.





## PROPERTY DESCRIPTION

- The hotel is situated in Berlin's prime central district, Mitte, adjacent Rosa-Luxemburg-Platz, short walking distance from Alexanderplatz. The hotel on Alte Schönhauser Str. 2, 10119 Berlin is well connected with a tram stop and U-bahn station in front of the asset. The area surrounding the property is one of Berlin's most popular districts, with a large variety of restaurants and bars as well as many cultural venues and prime touristic highlights, such as the nearby Museum Island and Hackescher Höfe.



## MARKET POSITION

- The property is located in the heart of the city, within a short walking distance to several tourist attractions.



## REPOSITIONING

- **Complete upgrade, redesign and new branding expected to be finalized in 2022**
- The property will receive a complete facelift including a refurbished façade.
- Entire fit-out to be upgraded with a street art inspired design theme.
- The 80+ room hotel will have a radio station, library, restaurant, kitchen, cinema, rooftop bar as well a co-working space.
- Part of the refurbishment is also adding kitchenette which makes it suitable for long-term stay

### LOOK & FEEL





## PROPERTY DESCRIPTION

- The Brussels Hotel is situated in the center of Brussels on the main inner-city boulevard. The hotel is located at the main shopping street and lies within walking distance from three main train stations. Furthermore, an underground station serving 4 lines is right outside the 31-story hotel. The hotel on Place Charles Rogier 3, 1210 Saint-Josse-ten-Noode, Belgium has its own car park. The property is in a prime location right between Brussels' CBD and the historic city center, as a result many business and tourist destinations are easily accessible by foot or public transport.



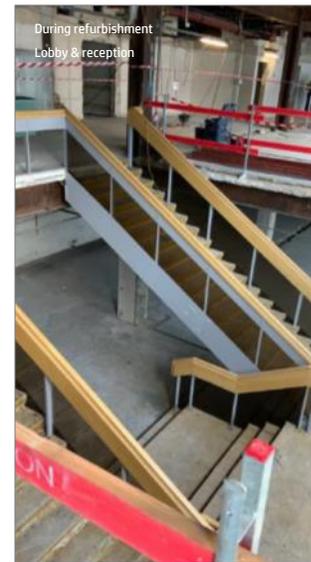
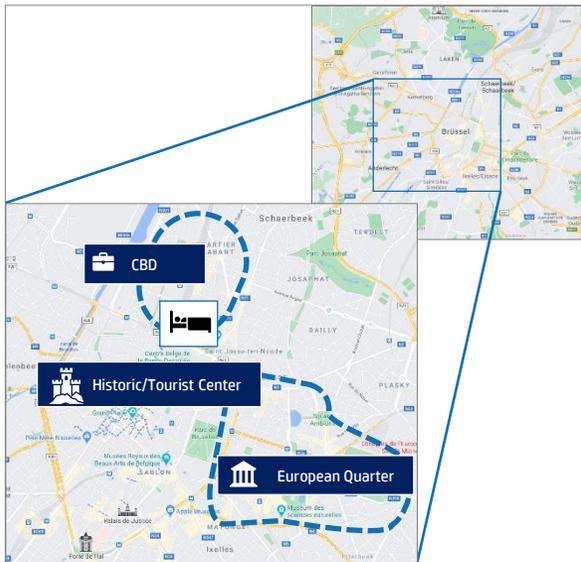
## MARKET POSITION

- The property is centrally located, right in the middle between the historic city and CBD, with excellent transport connections to the institutions of the European Union situated in Brussels' European Quarter



## REPOSITIONING

- **Repositioning and rebranding into Cardo by Autograph Collection (Marriott brand)**
- Hotel which offers 522 bedrooms and suites
- 1.6k sqm of conference/meeting space
- Top-floor amenities including a restaurant, spa, and a roof-top bar and terrace, overlooking central Brussels
- Addition of a food court, well suited to the location





## PROPERTY DESCRIPTION

- The large hotel is situated in the center of Frankfurt, right on the bank of the river Main and in close proximity to the main central train station. Due to its prime location the property benefits from strong connectivity by public transport (main train station is walking distance) as well as by car as it is situated just off the inner-city ring road. The area surrounding the 21-floor hotel on Wilhelm-Leuschner Strasse 43, 60329 Frankfurt has many prime touristic and business destinations, such as the Historic City Center, the Banking District and the popular Sachsenhausen district with its many museums, bars and restaurants. The hotel includes a bar/lounge on the 21st floor with a view of the skyline.



## MARKET POSITION

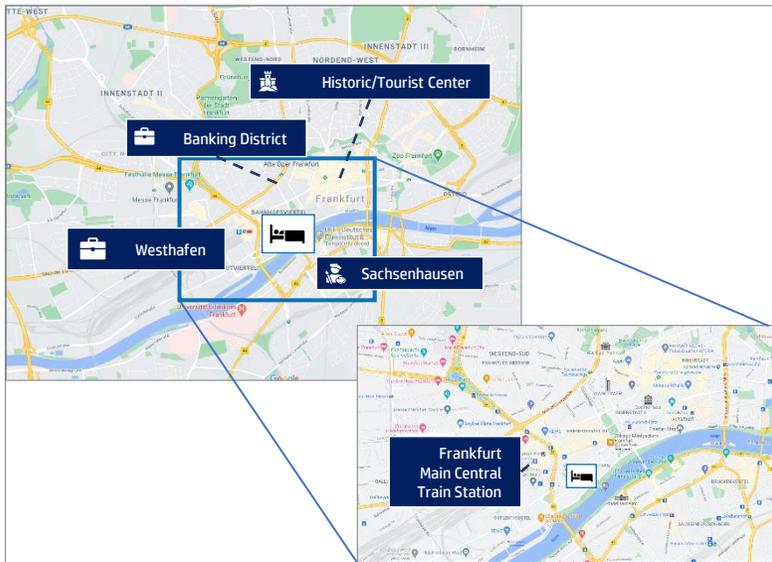
- The property is located between the Banking District and Westhafen. Office rent in Westhafen, reach up to €25.5/sqm, while rent in the nearby Banking District can reach up to €42.5/sqm<sup>1)</sup>
- Prime Residential rent in Frankfurt stands at around €25/sqm, with Condominium prices for Prime Residential of 10.3k/sqm, with the City Center and North Bank of the Main river being the most in demand areas<sup>2)</sup>

1) JLL, Office Market Profile Frankfurt, Q1 2022 2) JLL, Residential City Profile Frankfurt, H2 2020



## DEVELOPMENT POTENTIAL

- **Hotel refurbishment, with floor additions, adding new built office and residential in total ca 19k sqm**
- Currently in the process of getting local zoning plan (b plan).
- Hotel space utilization optimized by adding a service apartment concept, roof top restaurant, spa and fully upgrading the meeting concept with one of the largest ballrooms in town.
- Additional two new buildings, one for residential, the other for office. Construction to start once permit is granted, expected construction time is 2 years





## PROPERTY DESCRIPTION

- The 4-star hotel is centrally located in the 14th arrondissement of Paris. The surrounding area has a large variety of restaurants, bars and shops and the world famous sights of the city are within close proximity. In addition, the hotel on 1-17 Boulevard Saint-Jacques, 75014 Paris, France benefits from the inner city highway connecting it well to both of the city's airports as well as being close to 2 of the cities main train stations. One of the largest conference hotels in Paris with 757 rooms and 55 meeting rooms covering 5k sqm, as well as parking facilities.



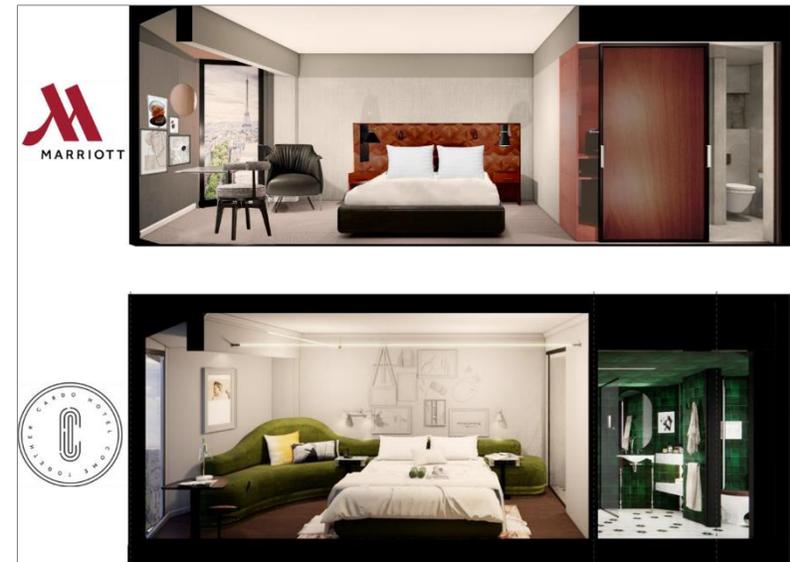
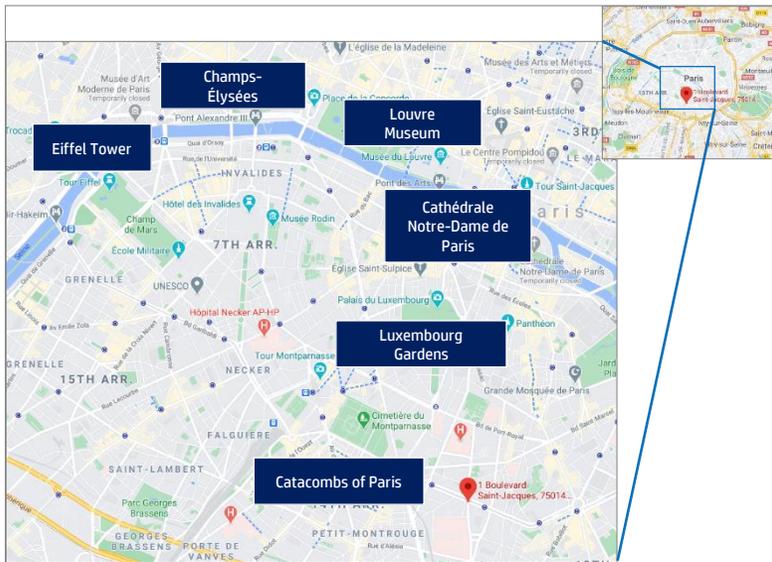
## MARKET POSITION

- The property is located in the heart of Paris and benefits from several iconic tourist attractions located within a short distance from the asset.



## REPOSITIONING

- **Complete renovation and refurbishment, with a dual brand, high-quality hotel operating in the asset**
- Over 500 rooms, that are operated by Marriot, to be refurbished with upgraded bathroom and bedroom fittings. The 5,000 sqm conference center will also receive an uplift.
- The other dual brand will be an Autograph Collection by Marriott to attract leisure guests. Full refurbishment of the 249 rooms including a Spa and small meetings concept. Two Lobbies to be built along with a new central restaurant on the ground floor.





## 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 city<sup>1)</sup>. Average office rents in Gendarmenmarkt range between €32-€36 per sqm<sup>1)</sup>
- Demand is the highest for modern office space with virtually zero vacancy in Mitte<sup>2)</sup>. New supply comes with high pre-letting ratio for any new developments, leaving little or no availability after completion<sup>2)</sup>
- Mitte is the largest hotel cluster of Berlin, more than half of the branded hotels are located there<sup>3)</sup> with Alexanderplatz especially in great demand<sup>4)</sup>
- Mitte is also the gravity center of Berlin's residential market with the highest rents and prices in the city<sup>5)</sup>

1) Angermann, Office Market Berlin Q4 2021 | 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



## VALUE EXTRACTION POTENTIAL

- **Overground parking garage:** Conversion of 18k sqm parking space into high-end serviced apartments/hotel rooms 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 additional 2k sqm 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 hotel rooms.
- Total potential of additional serviced apartments / hotel rooms: Approx. 130. 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
- Received the full permit for overground parking garage conversion and for additional rooms from conversion.



## PROPERTY DESCRIPTION

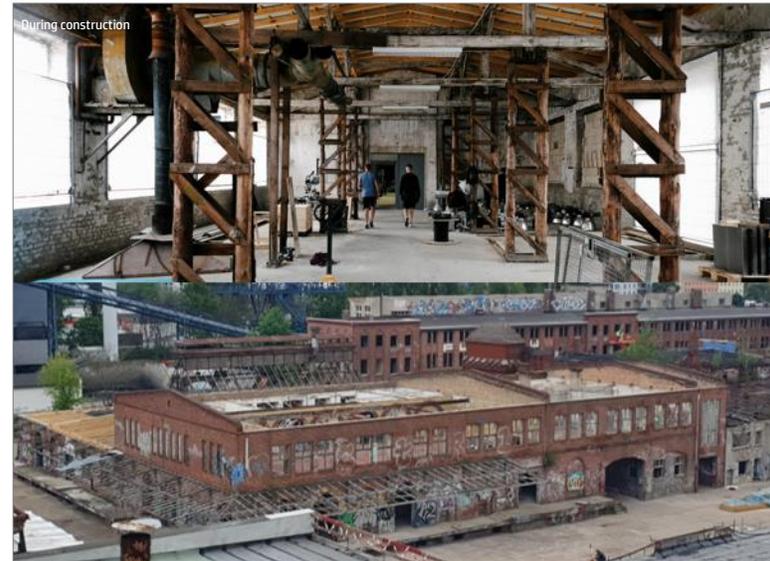
- This office property is located at Schnellerstraße 137, 12439 Berlin, in the Niederschöneide quarter of Berlin's Treptow-Köpenick borough, which is a mix-use area surrounded of commercial as well as a residential space with the Treptower Park to the north and in the south the Berlin Adlershof Technology 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, Niederschöneide has a strong and further growing market environment
- Market rents for modern space range between €14.5 - €17.5/sqm depending on the type<sup>1)</sup>
- Achievable purchase/sale prices range between €4k-€5k per sqm<sup>1)</sup>

1) JLL Database, 2021



## VALUE EXTRACTION POTENTIAL

- **Conversion and development into mixed use urban quarter. Ca 50% of building permits have been received**
- 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
- In advanced negotiations with potential tenants.





## PROPERTY DESCRIPTION

- The 22-storey office tower covers 20k sqm and is situated adjacent to 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 €32.5/sqm<sup>1)</sup>
- Vacancy rate in the central station district is 0%. Space under construction is over 85% pre-let <sup>2)</sup>
- Achievable selling prices can range between €10k/sqm to €14k/sqm<sup>1)3)</sup>

1) JLL Database, 2021 | 2) BNP Paribas Real Estate, Office Market Frankfurt, Q1 2022 | 3) ZIA Deutschland, 2019



## VALUE EXTRACTION POTENTIAL

- **Refurbishment and creating additional sqm:**
- Aroundtown is upgrading the building (façade, technical parameters, fit out etc.). Underutilized space will be converted into additional 2.5k lettable sqm
- Following the completion of the repositioning process, Aroundtown plans to certify the asset according to the LEED Gold certification standard.
- Received the full permit





## 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 highway, bus and S-bahn which has a direct line to the new Berlin airport
- 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 €28 per sqm<sup>1)</sup>
- Achievable purchase/sale prices for office properties in the region can reach up to €9k per sqm<sup>2)</sup>
- New developments have a very high pre-letting ratio in Mediaspree and Adlershof. More than 85% of the space under construction in these districts are pre-let<sup>3)</sup>

1) JLL Database, 2021 | 2) BNP Paribas Real Estate, Office Market Berlin, 2021



## VALUE EXTRACTION POTENTIAL

- **Conversion into an office building:**
- Development into a building with 22k lettable sqm with mixed use of office and hotel
- Currently in B-plan process.





# APPENDIX: FOCUS ON CENTRAL LOCATIONS OF TOP TIER CITIES

| TOP TIER LOCATIONS



DRESDEN



BERLIN



AMSTERDAM



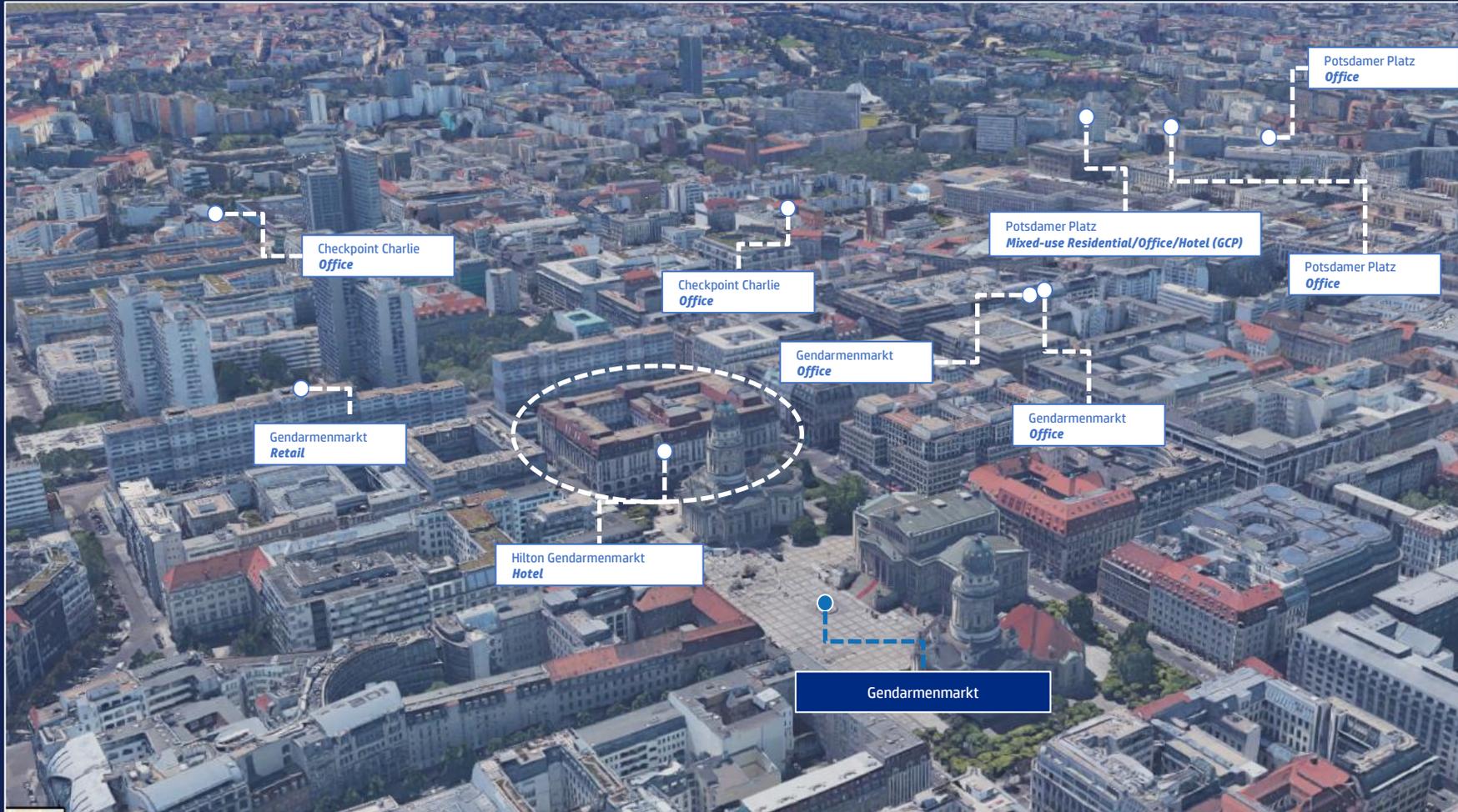
BERLIN



Landmark

AT property

# BERLIN POTSDAMER PLATZ: THE PRIME COMMERCIAL AND TOURIST CENTER

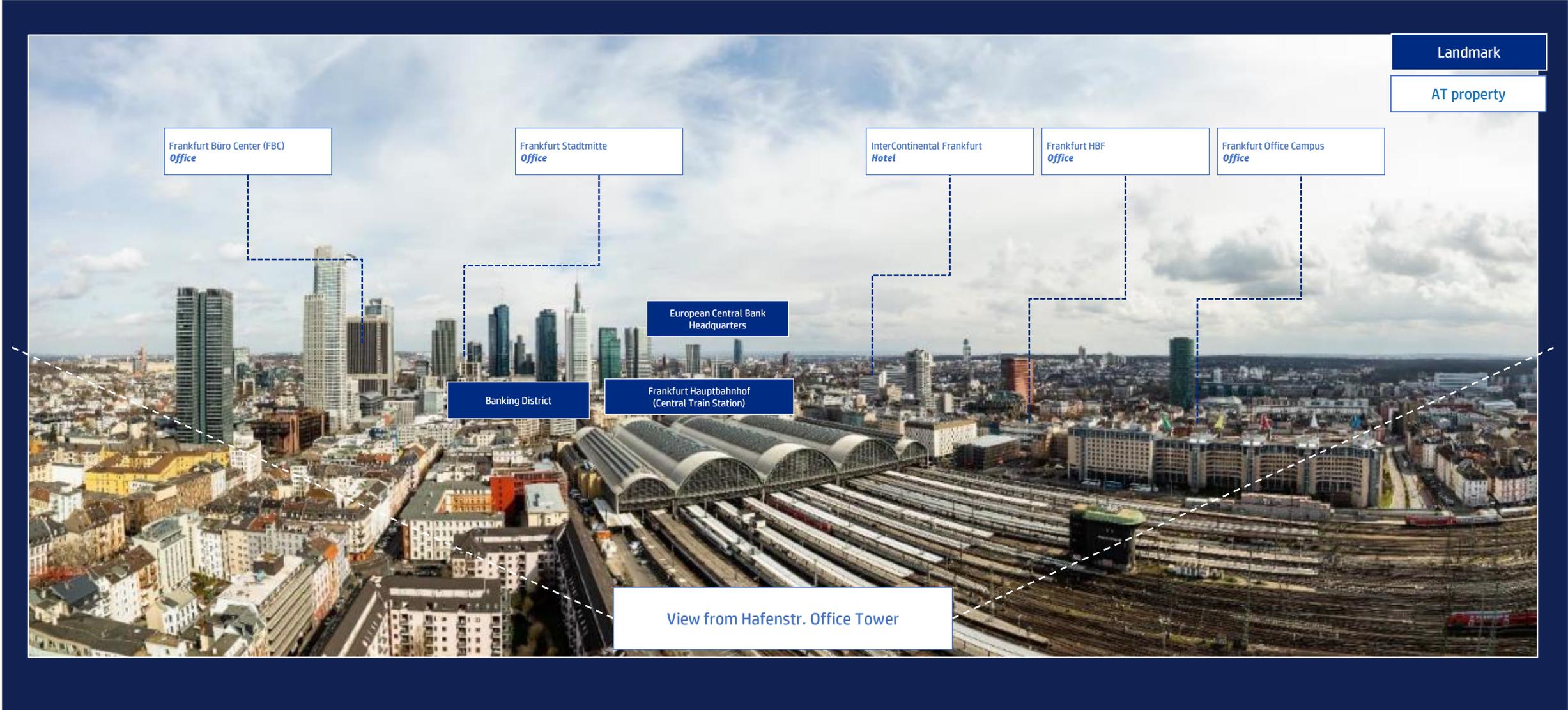


Landmark

AT property

# BERLIN KU'DAMM: THE PRIME COMMERCIAL AND TOURIST CENTER

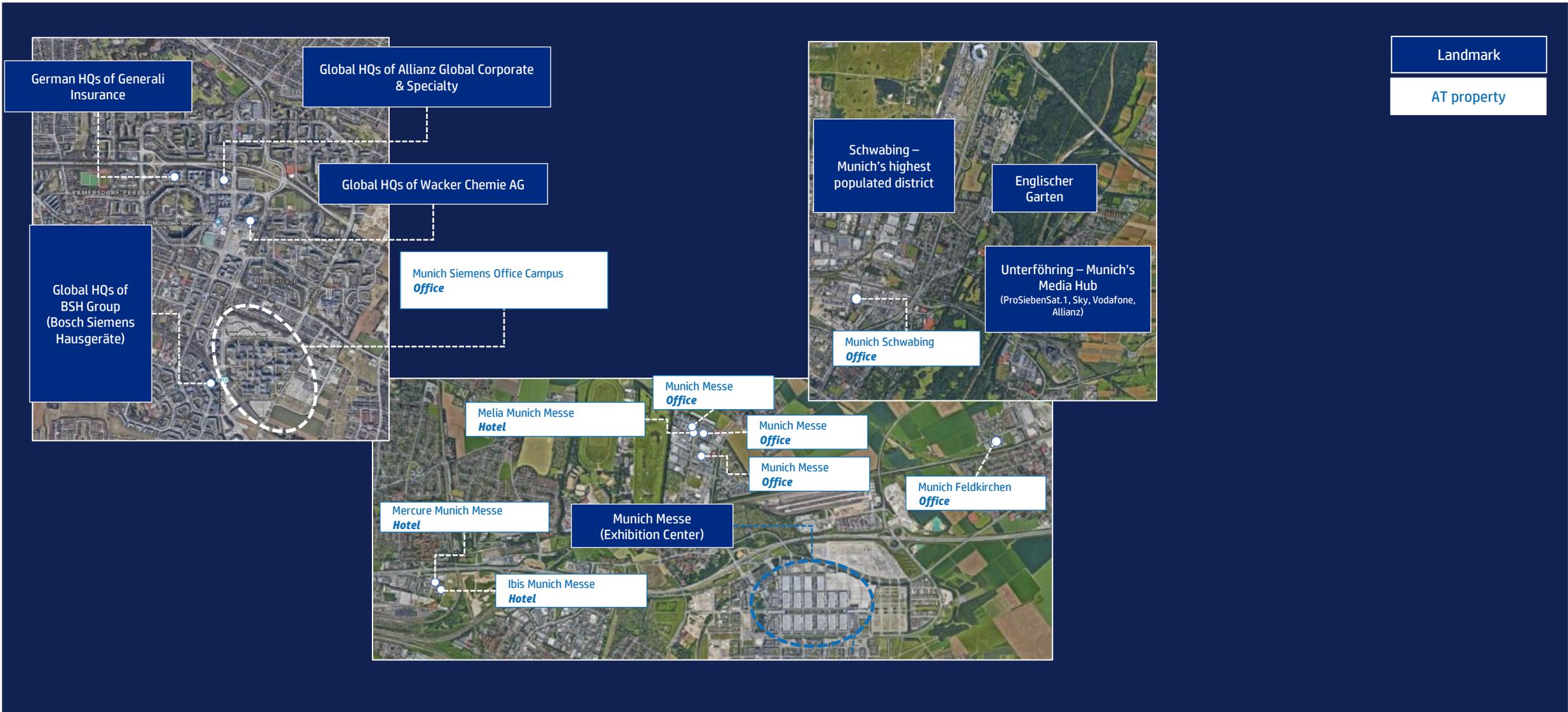




# FRANKFURT: QUALITY ASSETS NEAR MAIN CENTRAL TRAIN STATION AND MESSE



# MUNICH: ASSETS IN CENTRAL LOCATIONS, NEAR EXHIBITION CENTER & COMMERCIAL HUBS



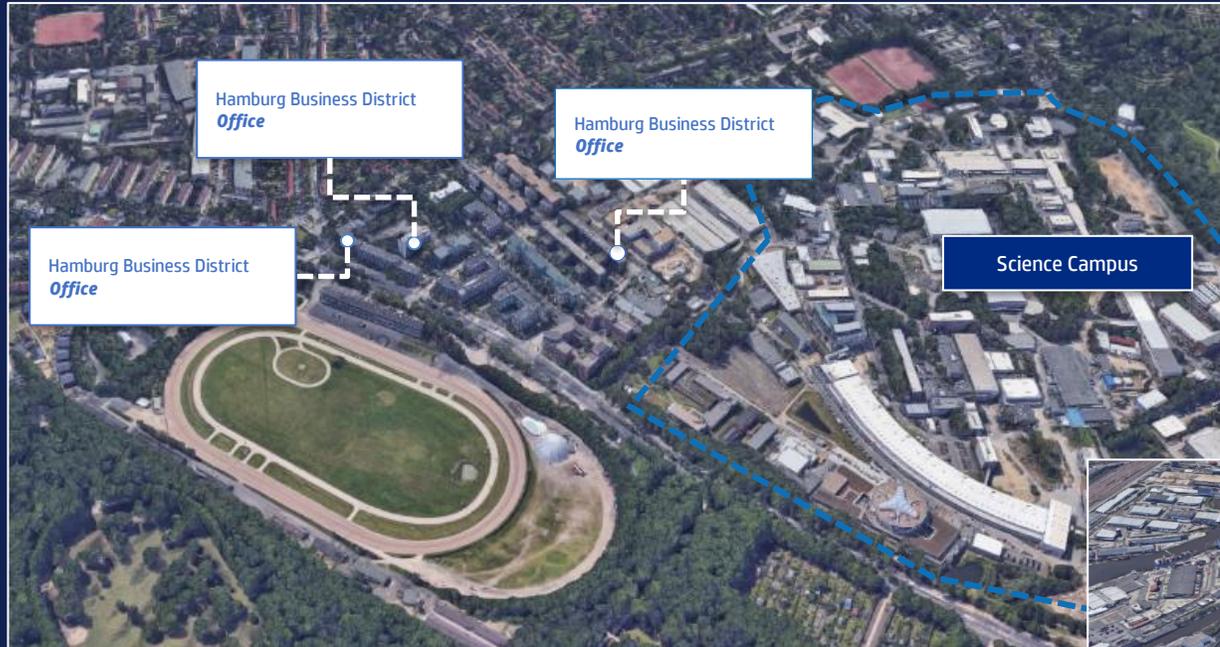
# AMSTERDAM – CENTRALLY LOCATED HIGH QUALITY ASSETS



Landmark

AT property

# HAMBURG – WELL PLACED ACROSS GERMANY’S SECOND-LARGEST CITY



Landmark

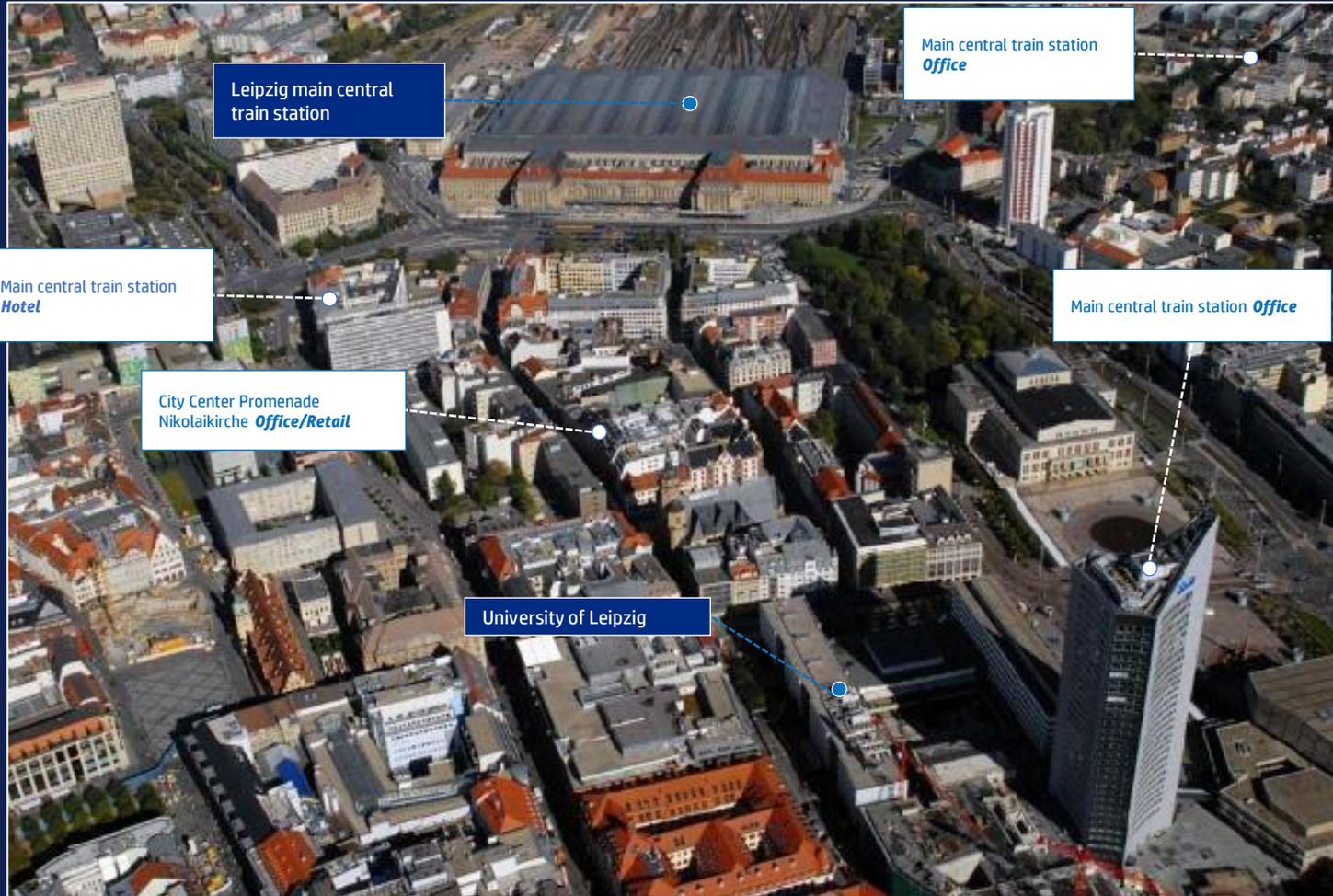
AT property

# DRESDEN – PRIME ASSETS IN HISTORIC CITY CENTER



- Landmark
- AT property

# LEIPZIG – CENTRALLY LOCATED TOP TIER ASSETS AT HAUPTBAHNHOF



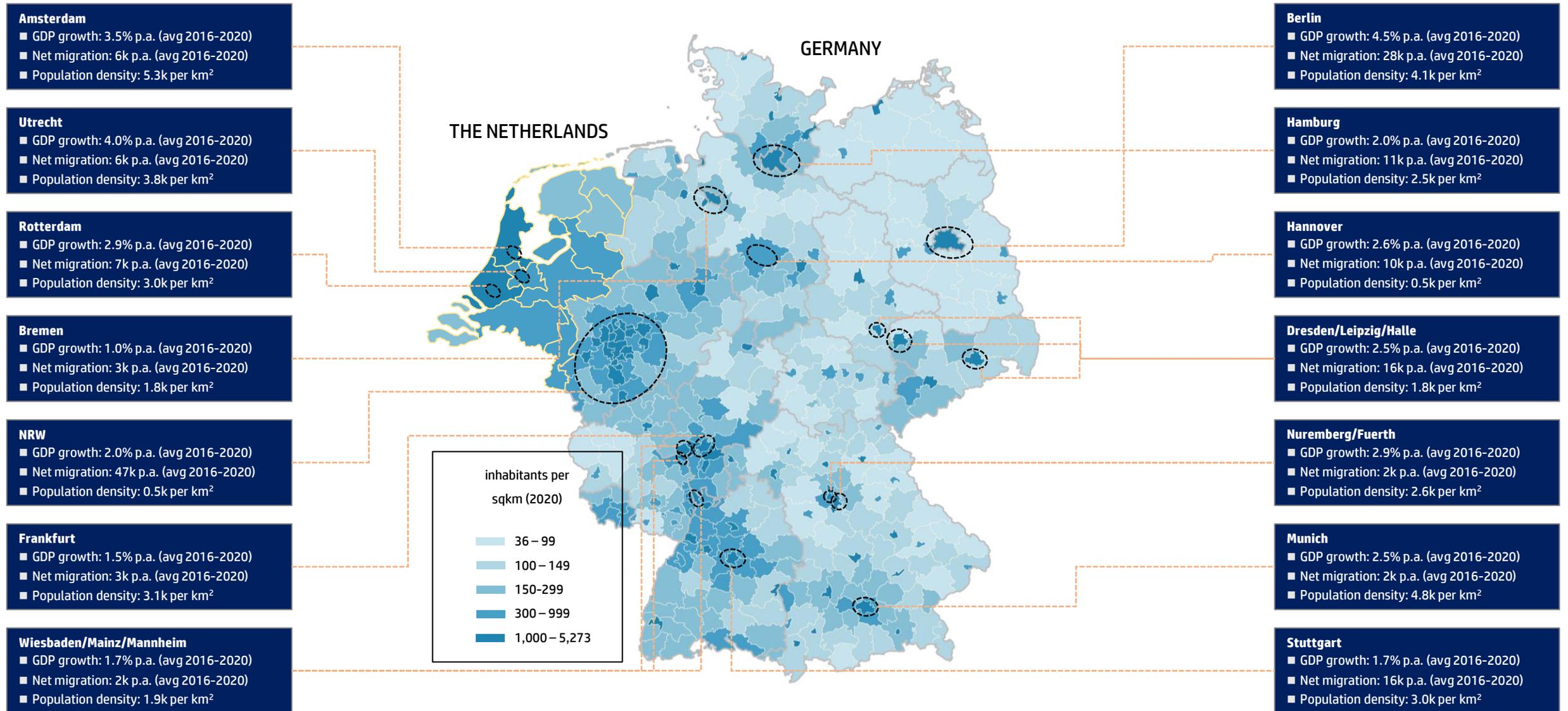
- Landmark
- AT property



# APPENDIX: MARKET DATA

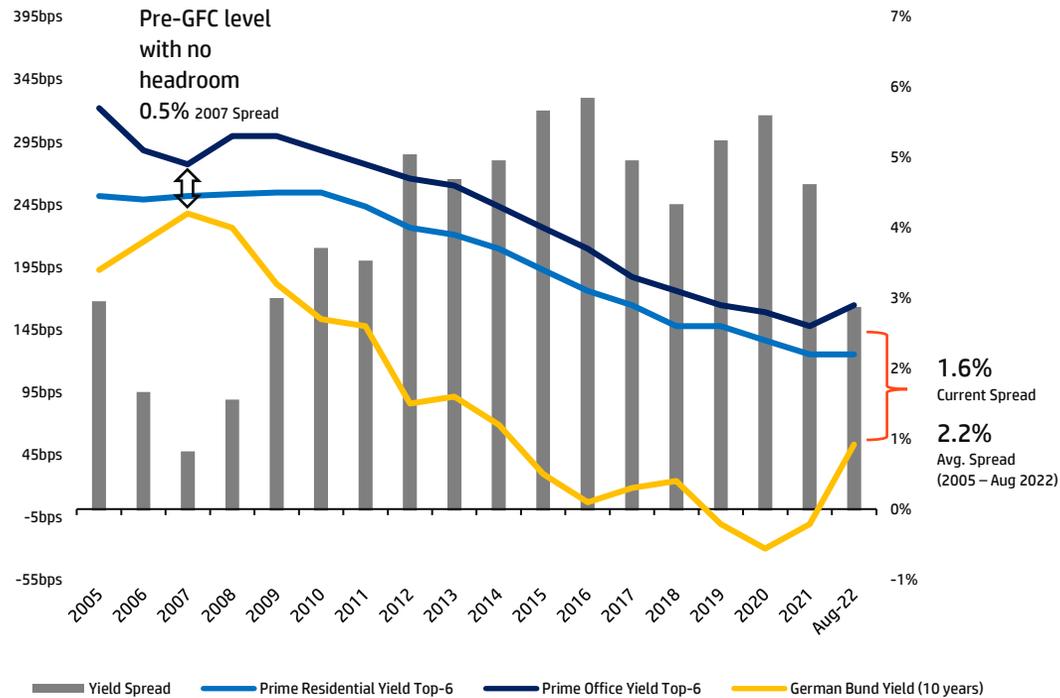
| TOP TIER LOCATIONS





Sources: **GDP Growth:** Eurostat, 2022; Destatis, 2022; CBS, 2022. Where there is no data, growth rate of the federal state is used. For the Netherlands, COROP regions are used | **Net migration:** Statistische Ämter Des Bundes Und Der Länder, 2022; CBS, 2022. For the Netherlands, COROP regions are used | **Population density:** Statistische Ämter Des Bundes Und Der Länder, 2022; CBS, 2022. For the Netherlands, the density of the municipalities are shown rather than the COROP regions

## Large spread between German Bund yields and German prime Office & Residential yields



\*Source: Savills, Outlook for the German real estate market in 2020; Savills, Market in Minutes, Investment Market Germany, August 2022; Deutsche Bundesbank, Daily yields of current Federal securities, August 16, 2022

### ➤ CONTINUOUS STRONG DEMAND SUPPORTED BY LARGE SPREAD

➤ Approx. €1 trillion of German government bonds will mature in the next 4 years<sup>1)</sup>. Considering the large spread and strong fundamentals that real estate offers, it will remain to be an attractive alternative

### ➤ RENTAL PROSPECTS JUSTIFY FURTHER DECLINING YIELDS<sup>1)</sup>

➤ Capital value growth in German real estate is mostly driven by rental impact according to JLL. Given the continued undersupply, rising rents are realistic, thus further value growth is justified<sup>1)</sup>. Increasing construction costs decrease the incentive for new supply unless market rents catch up.

### ➤ LARGE SPREAD TO ABSORB YIELD HIKES

➤ Prime office and residential currently offer a spread over 10y German government bond yields of ~160bps (avg. of both) which provides headroom to absorb potential yield hikes. High occupier and investor demand keeps the values stable.

\*Source: JLL, Investment Market Overview Germany, January 2022



**GERMAN OFFICE MARKET ENTERED THE COVID-19 LOCKDOWN WITH RECORD LOW VACANCY RATES**

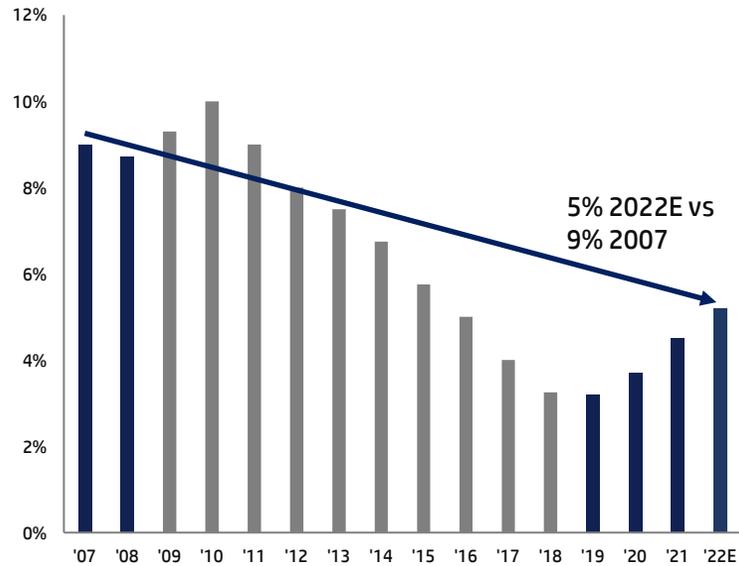


**PRE-LET RATIOS INCREASED FURTHER THROUGHOUT 2021**



**UNDERSUPPLY WITH STRONG DEMAND KEEPS THE OFFICE MARKET RENTS STABLE IN BIG 7**

↗ **Vacancy Rates in Germany's Big 7 <sup>1)</sup>**

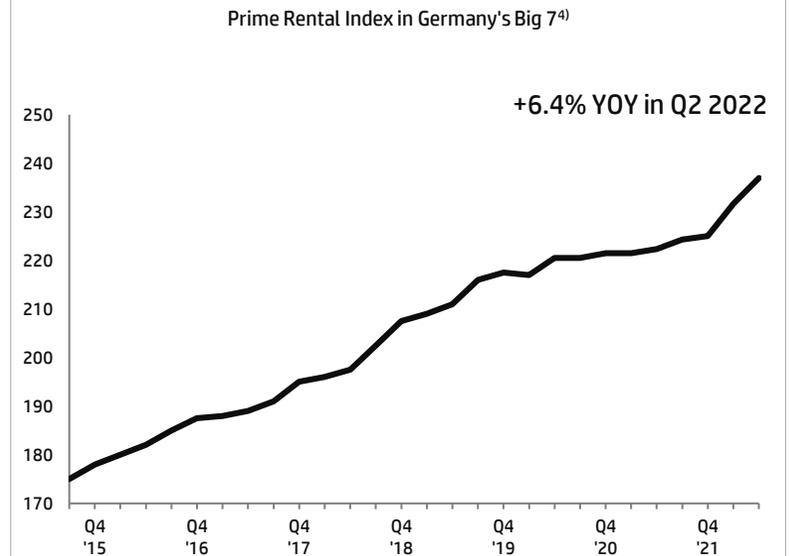


↗ **Pre-let ratios in Germany Top 5 <sup>2)</sup>**

HIGH PRE-LET RATIO <sup>2)</sup>	2022	2023
Pre-letting Q2 22	67%	50%
Pre-letting Q4 21	55%	33%
Pre-letting Q1 21	36%	21%
Pre-letting Q4 20	35%	26%
Pre-letting Q3 20	34%	24%

**Q2 2022 TAKE-UP IN TOP 8 +34% Y-O-Y <sup>3)</sup>**

↗ **Prime Rental Index in Germany's Big 7 <sup>4)</sup>**



Sources: 1) JLL, Germany Office Market Overview, Q2 2022, DZ HYP German Real Estate Market reports – 2018/2019 & 2019/2020 – Bulwiengesa, DZ BANK Research forecasts | 2) CBRE Research, Individual Office Market Q2 2022 Reports for top 5, and historical reports | 3) BNP Paribas Real Estate Office Market Germany Q2 2022 | 4) JLL, Germany Office Market Overview, Q2 2022, Q4 2021, January 2022, November 2021, January 2021, October 2020 and July 2020. Own calculations applied based on the data provided. Germany Big 8 is Berlin, Frankfurt, Munich, Cologne, Dusseldorf, Hamburg, Essen and Leipzig. Germany Big 7 is Berlin, Frankfurt, Munich, Cologne, Dusseldorf, Stuttgart, Hamburg. Germany Top 5 is Berlin, Frankfurt, Munich, Hamburg, Dusseldorf



**RECENT MARKET DEALS SHOW THE SUSTAINED HIGH DEMAND IN GERMAN OFFICE REAL ESTATE**

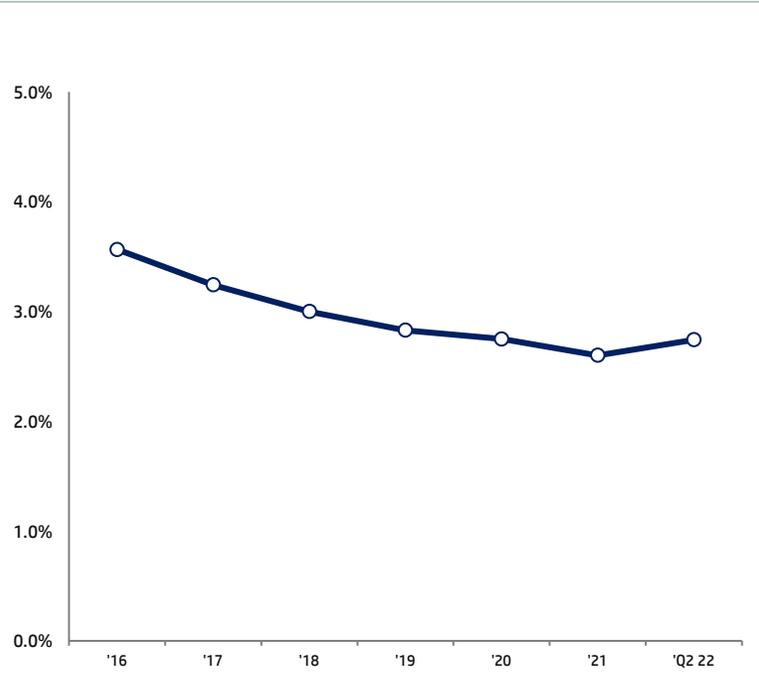


**CONTINUOUS STRONG DEMAND SUPPORTED BY HISTORICALLY LARGE SPREAD OF PRIME OFFICE YIELDS TO GOVT. BOND YIELDS**

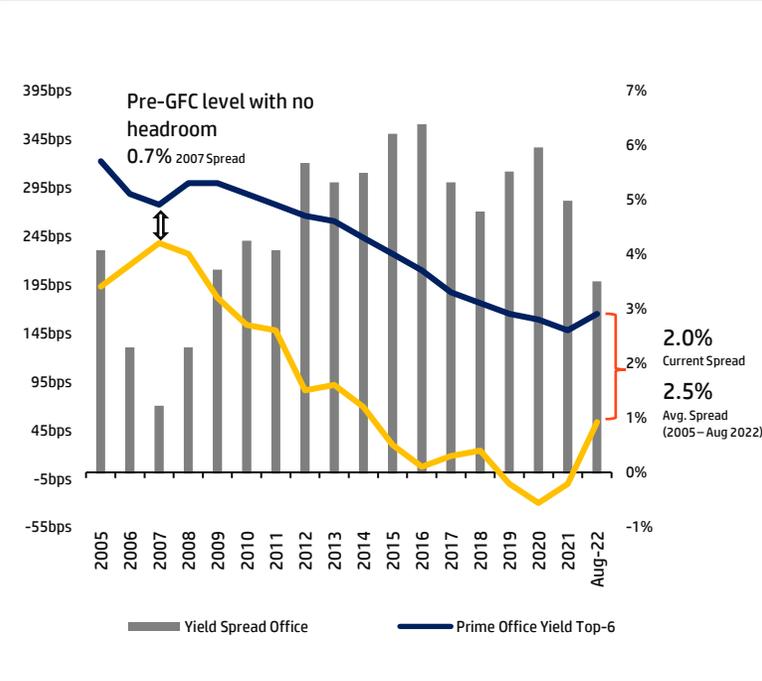


**INVESTMENT VOLUMES REMAIN HIGH, WELL ABOVE GFC LEVELS**

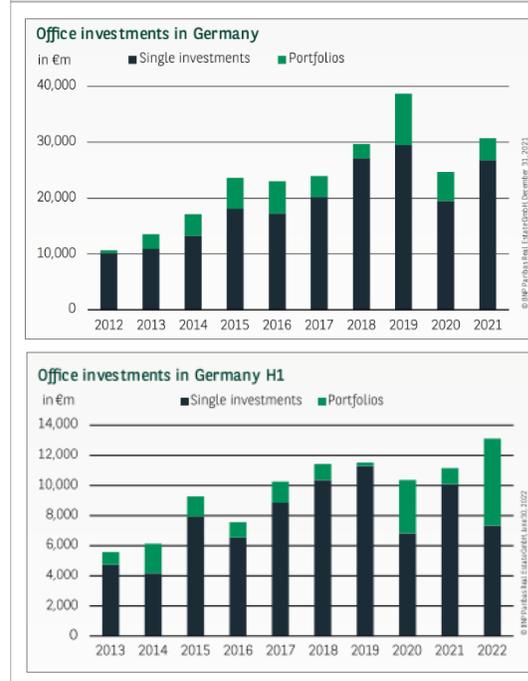
**Germany Big 7 Office Net Prime Yields**



**Large spread remains**



**Investment volumes are high**



**2021: Second best figure ever recorded**

**H1 2022: Best figure ever recorded**

Sources: Left graph: BNP Paribas Real Estate, Office Investment Market Germany Q2 2022, simple average of Big 7  
 Middle graph: Savills, Outlook for the German real estate market in 2020; Savills, Market in Minutes, Investment Market Germany, August 2022; Deutsche Bundesbank, Daily yields of current Federal securities, August 16, 2022  
 Right graph: BNP Paribas Real Estate, Office Investment Market Germany Q4 2021 & Q2 2022

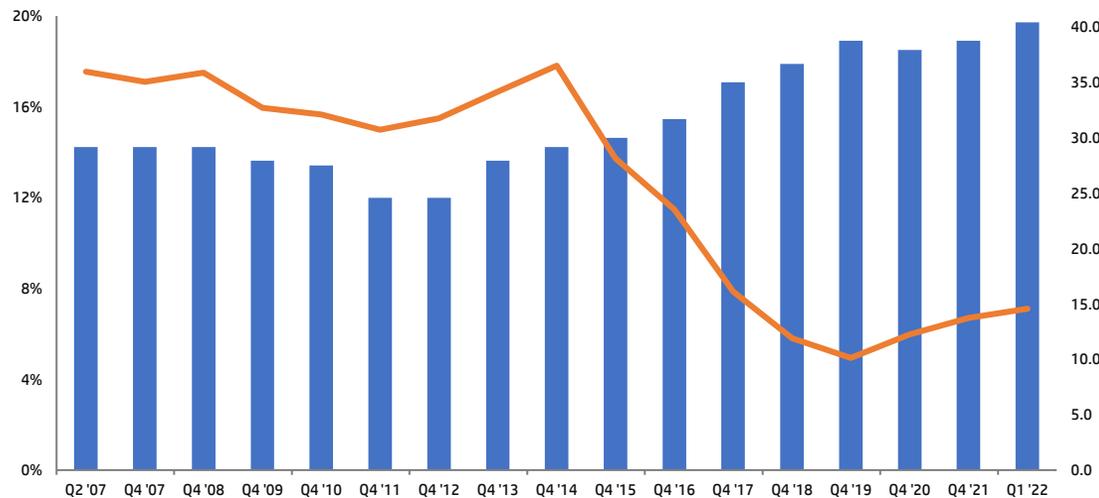


## DUTCH OFFICE MARKET REMAINS STRONG DESPITE PANDEMIC DISRUPTIONS

DEMAND FOR HIGH QUALITY OFFICE SPACE IS HIGH AND VACANCIES REMAIN LOW. RENTS AND VALUES WERE STABLE DURING THE PANDEMIC THANKS TO THE STRONG FUNDAMENTALS

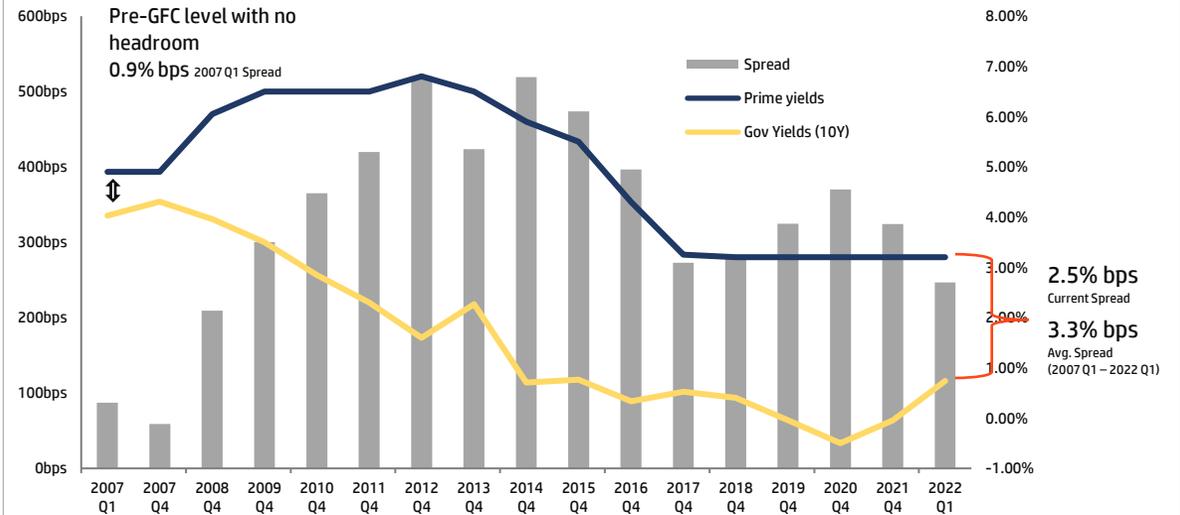
### ➤ VACANCIES ARE SIGNIFICANTLY BELOW THE PAST YEARS, ONLY INCREASED SLIGHTLY DURING THE PANDEMIC

VACANCY RATE AND RENTS IN AMSTERDAM <sup>1)</sup>



### ➤ PRIME YIELDS REMAIN STABLE, DRIVEN BY STRONG FUNDAMENTALS, WITH A CONTINUED LARGE SPREAD OVER GOV BOND YIELDS

AMSTERDAM OFFICE PRIME YIELDS <sup>1) 2)</sup>



Source: 1), Bloomberg and Colliers International 2) Bloomberg for prime yields and Gov Yields from Q1 2022 to Q2 2011 ; Historical Gov Yields from Q2 2011 to Q1 2007 from Statista



**POSITIVE NET MIGRATION RESULTS IN HIGH DEMAND**

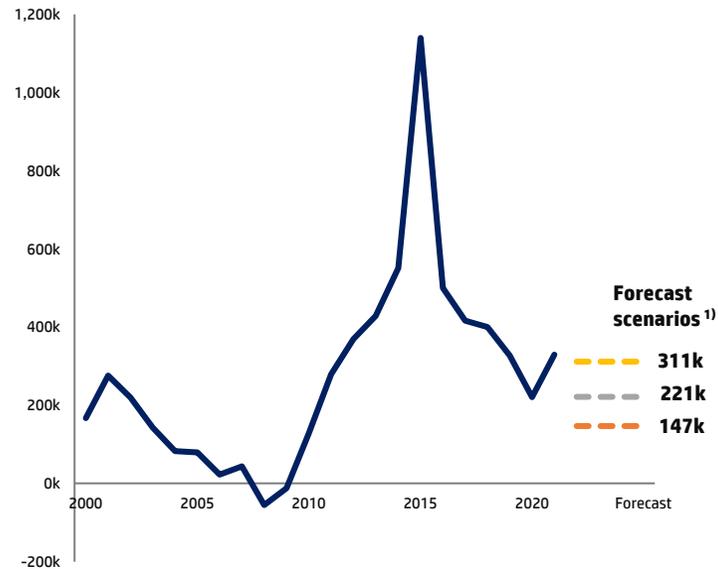


**REDUCTION OF HOUSEHOLD SIZE RESULTS IN HIGH DEMAND**

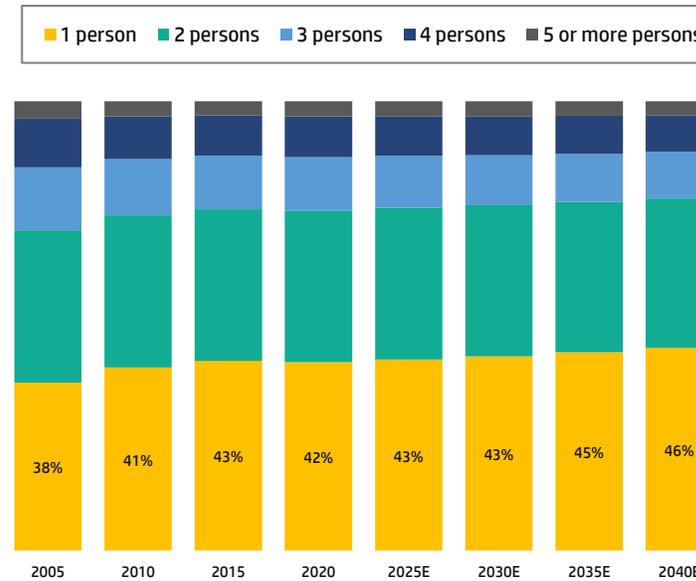


**SIGNIFICANT UNDERSUPPLY**

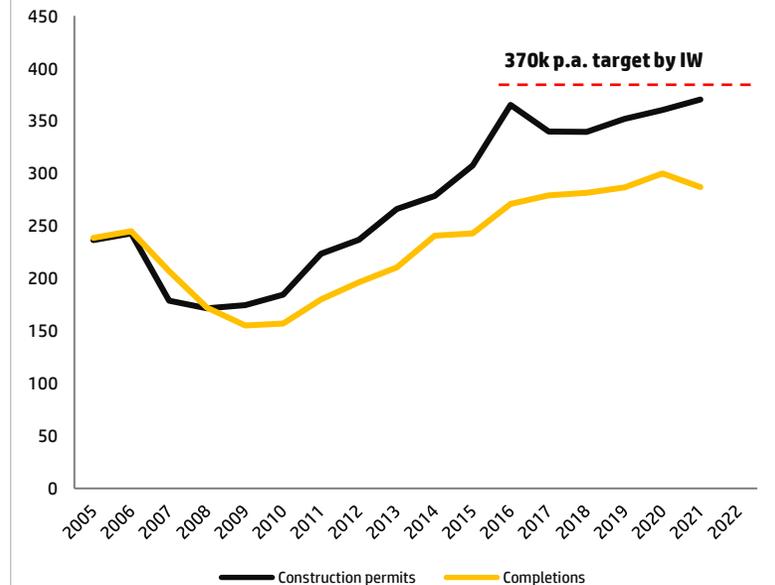
## ➤ Positive Net Migration in Germany <sup>1)</sup>



## ➤ Increase in the share of 1 person households <sup>1)</sup>



## ➤ Building permits at low levels, significantly below demand levels <sup>2)</sup>



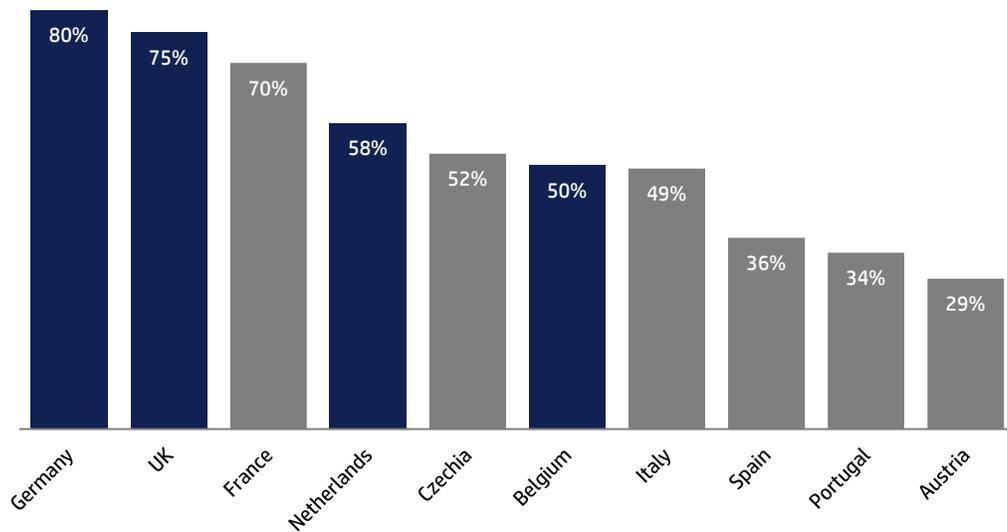
Sources: 1) Destatis. Forecast scenarios are based on high, low or moderate migration balance 2) Destatis (actuals), IW Cologne (required construction)



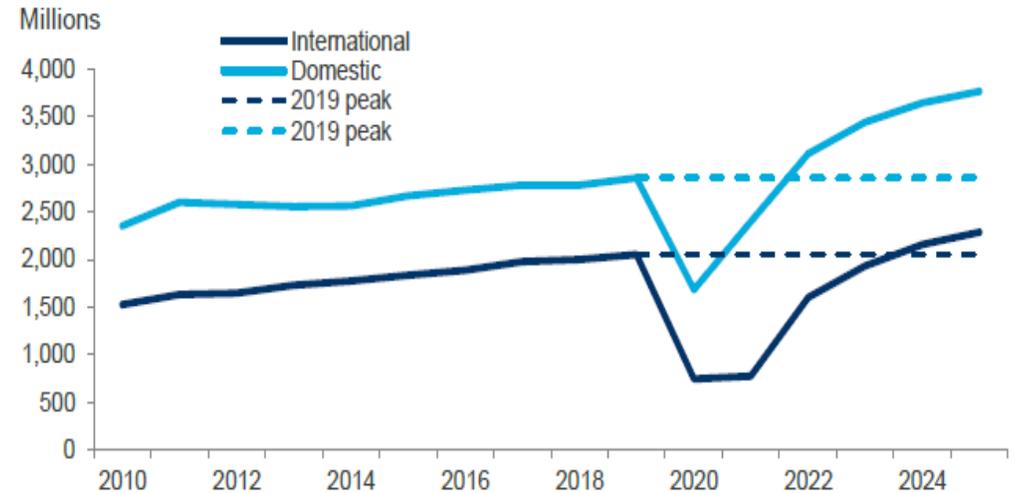
## HIGHEST SHARE OF DOMESTIC TRAVEL SUPPORTS FAST RECOVERY IN GERMANY

DOMESTIC TRAVEL IS EXPECTED TO RECOVER FASTER THAN INTERNATIONAL TRAVEL. THANKS TO ITS HIGH SHARE OF DOMESTIC TRAVEL, THE LAG IN INTERNATIONAL TRAVEL HAS A REDUCED IMPACT ON GERMANY’S, UK’S AND NL’S RECOVERY

➤ Share of domestic travel pre-Covid (2019) <sup>1)</sup>



➤ Expected recovery of domestic and international travel in Western Europe <sup>2)</sup>



Source: 1) Eurostat, Office for National Statistics, Great Britain Tourism Survey, Tourism Northern Ireland – All as of 2019 2) ETC, European Tourism: Trends & Prospects: Quarterly Report Q4 2021

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