



 AROUNDTOWN SA

9M 2022 FINANCIAL RESULTS

AROUNDTOWN SA | NOV 2022



➤ **HIGHLIGHTS**

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HIGHLIGHTS

| BERLIN





OPERATIONAL RESULTS

NET RENTAL INCOME

€917m

+19% YOY

RENT LIKE-FOR-LIKE

+3.4% (excl. hotels) / +2.6% (incl. hotels)

SEP 2022 (GCP is included)

FFO I

€275m

+3% YOY

FFO I ps.

€0.25

+9% YOY

EPRA NTA ps. / EPRA NDV ps.

€10.4 / €9.3

+4% / +27% YTD, dividend adjusted

Guidance confirmed



FINANCIAL DISCIPLINE

CASH AND LIQUID ASSETS

€2.3 bn (16% of debt)

SEP 2022

UNDRAWN RCF

>€1 bn (no MAC clause)

SEP 2022

UNENCUMBERED INVESTMENT PROPERTIES

€23.5bn / 83% of rent

SEP 2022

High headroom to bond covenants

LTV

40%

SEP 2022

EPRA LTV

54% (under assumption that perpetual notes are debt)

SEP 2022

CREDIT RATING BY S&P

BBB+/STABLE



CONSERVATIVE DEBT PROFILE

CASH & SIGNED DISPOSAL PROCEEDS* COVERING DEBT REPAYMENTS

Until year-end 2025

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

DEBT REPAYMENTS IN 2022 YTD

>€1bn

With 1y avg. maturity

LONG AVERAGE DEBT MATURITY

5.3y (no material debt maturities until 2025)

SEP 2022

LOW CURRENT COST OF DEBT

1.3%

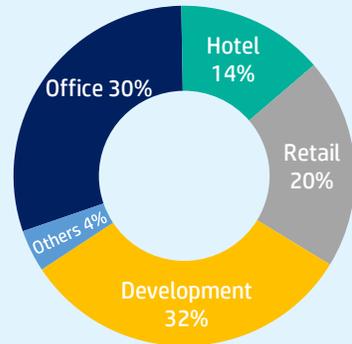
SEP 2022

INTEREST COVER RATIO

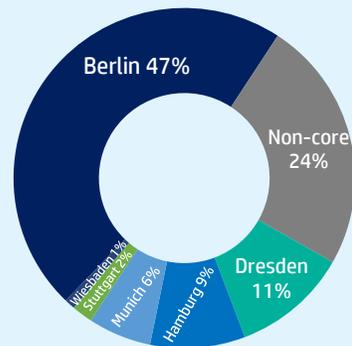
5.2x

9M 2022

DISPOSALS OF NON-CORE AND MATURE ASSETS



9M 2022 Closed (€1.3bn)



9M 2022 Closed (€1.3bn)

22x

Average disposal rent multiple

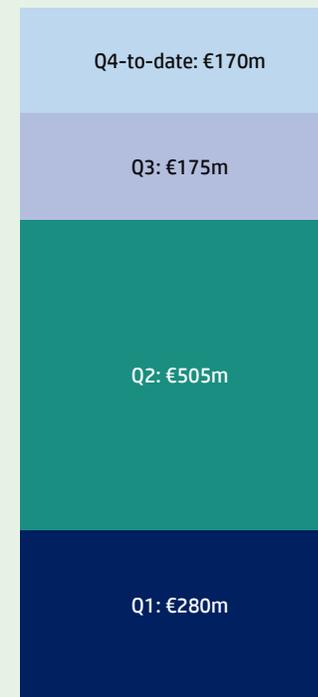
9M 2022 Closed (€1.3bn)

SIGNED DISPOSALS AT BOOK VALUE

**€1.1BN
YTD***



YTD 2022 SIGNED



* In addition, €470m was signed but not closed in 2021

UTILIZING THE CASH PROCEEDS ACCRETIVELY

- Large cash proceeds from disposals are strengthening the liquidity position and reducing leverage
- Ability to sell large volume at book value during difficult market conditions. Over €1bn is signed since the war in Ukraine broke out. Over €7bn is signed above book value since the breakout of Covid (including GCP's disposals pre consolidation).



OPERATIONS & PORTFOLIO

| FRANKFURT

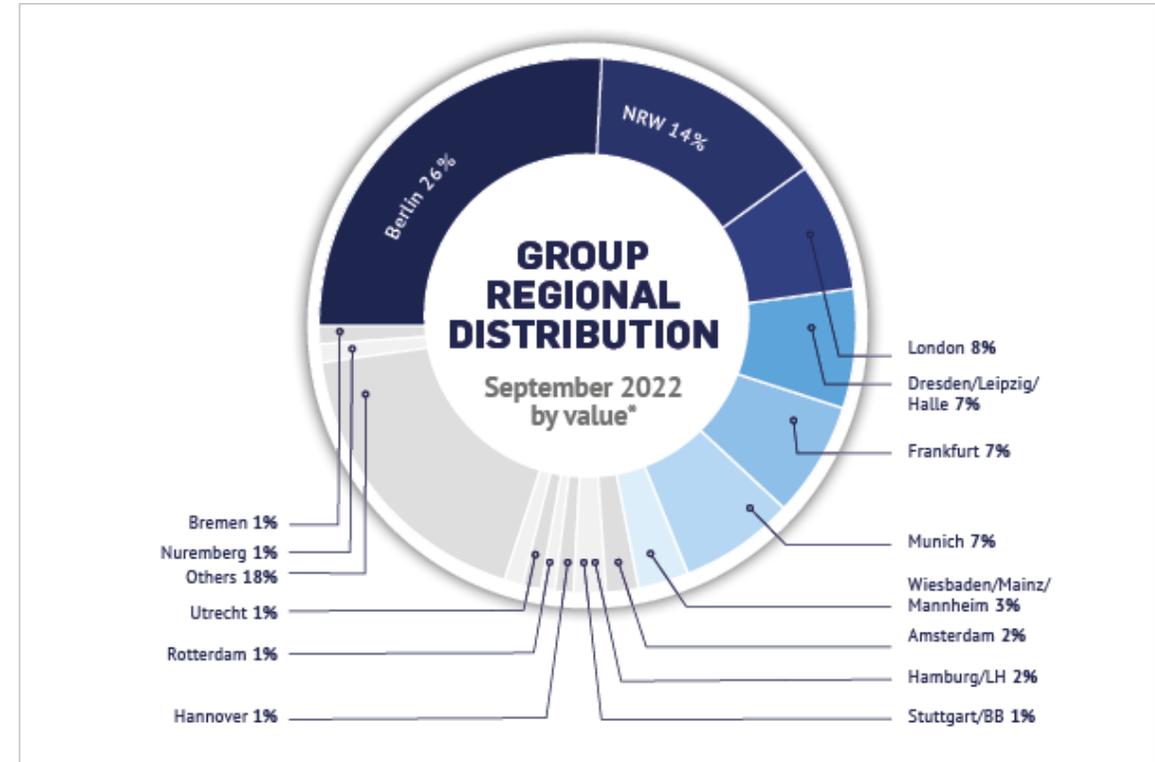
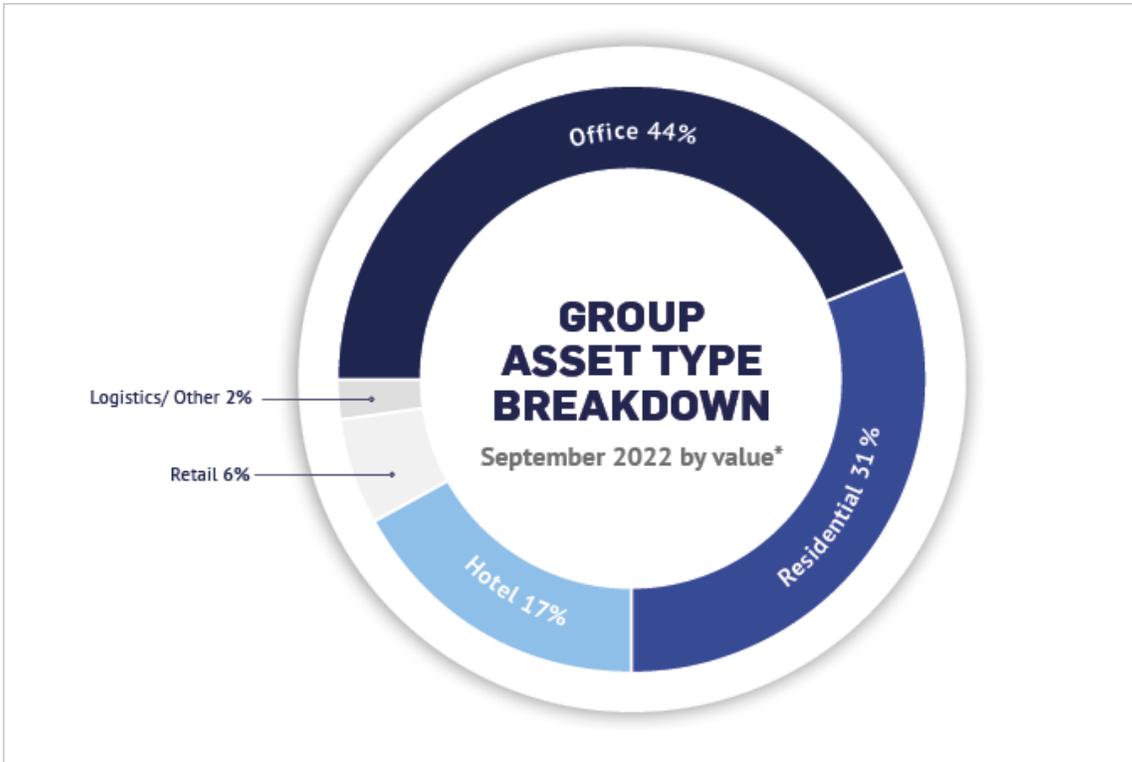




92% OFFICE/RESIDENTIAL/HOTEL,
WELL-BALANCED WITH STRONG DIVERSIFICATION AMONG
ASSET TYPES WITH DIVERSE FUNDAMENTALS



93% IN GERMANY, THE NL & LONDON,
WELL-DIVERSIFIED ACROSS TOP TIER CITIES WITH A FOCUS
ON CENTRAL LOCATIONS



DEFENSIVE PORTFOLIO WITH STRONG TENANT STRUCTURE

SEP 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	11,751	3,655	10.9%	479	11.7	3,216	4.1%	4.3
Residential	8,537	3,720	4.4%	361	8.3	2,295	4.2%	NA
Hotel	4,720	1,532	4.1%	237	13.3	3,080	5.0%	14.8
Logistics/Other	447	455	8.6%	23	4.5	983	5.1%	5.0
Retail	1,678	656	11.6%	73	10.3	2,558	4.3%	4.5
Development rights & Invest	2,118							
Total	29,251	10,018	7.6%	1,173	10.2	2,709	4.3%	7.4
Total (GCP at relative consolidation)	25,377	8,386	8.1%	1,015	10.6	2,785	4.3%	7.5

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

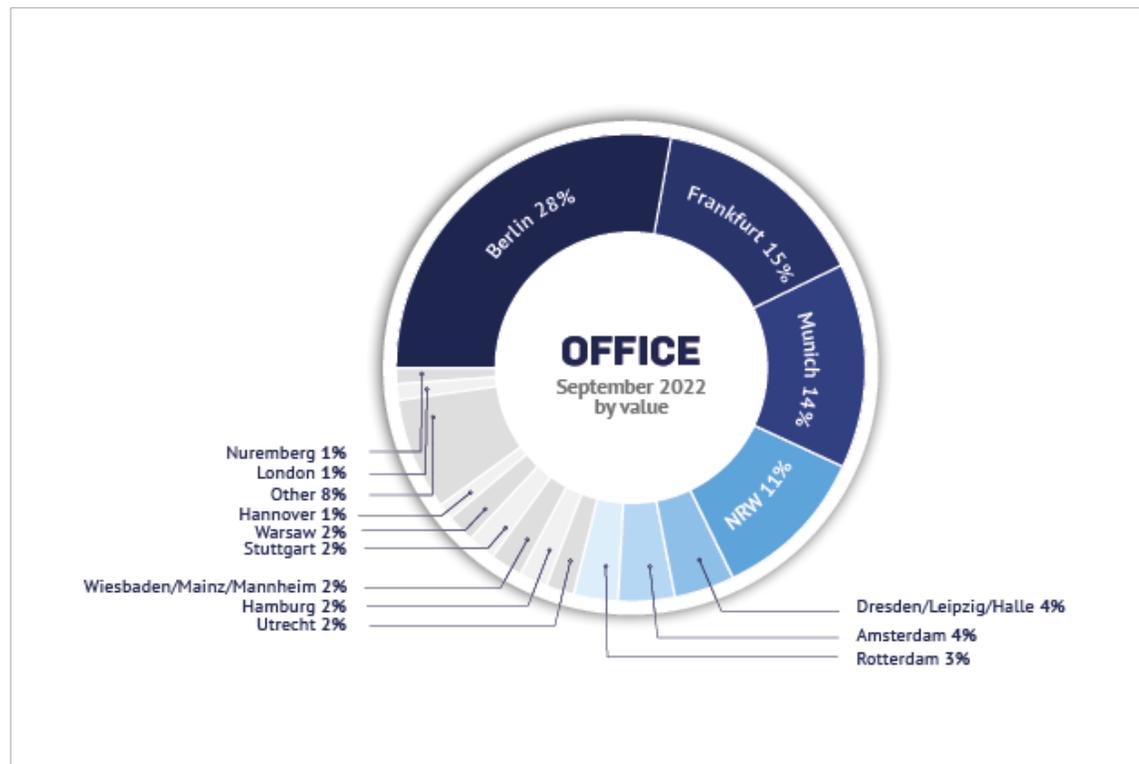
Tenant base is highly diversified across wide range of industries

High tenant quality





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

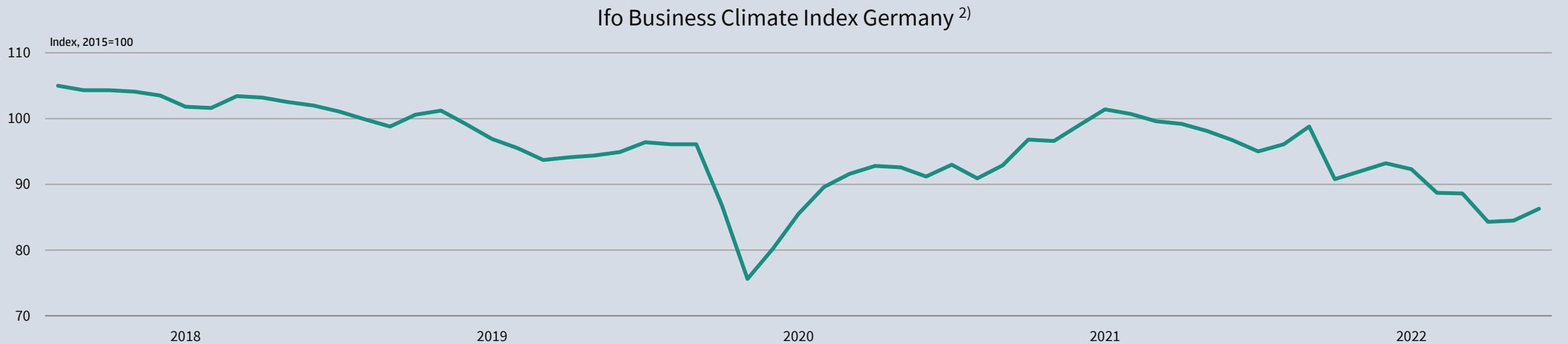
➤ >45% of rents from Governmental, Insurance & Banking, IT, Health Care, Energy, Infrastructure, Telecomm & Professional services

➤ DIVERSE TENANT BASE

➤ Largest office tenant segments: public sector (>30%) such as German & Dutch Govt., Deutsche Bundesbank, Deutsche Bahn. Multi-national and large domestic corporations account for additional ~45% such as Siemens, Orange, KPN, etc.

➤ OFFICE MARKET BRACES ITSELF AGAINST RECESSIVE TRENDS ¹⁾

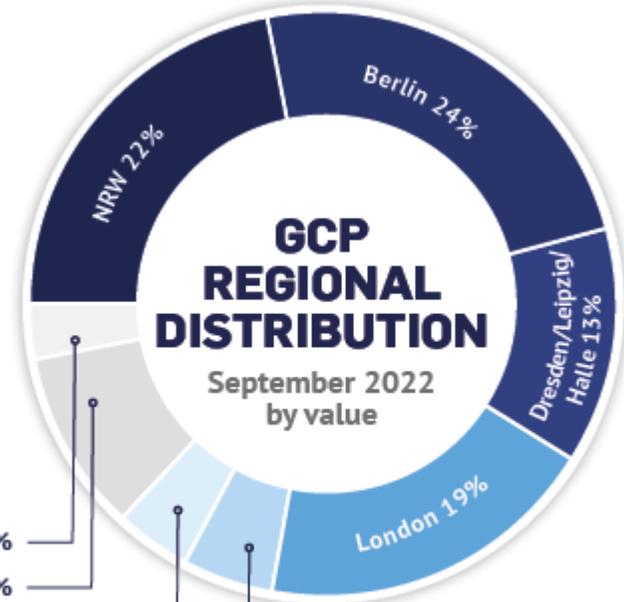
- **Demand is robust: Strong labor market and corporate balance sheets are relatively healthy**
- **No shutdowns of projects under construction, but new-build volumes continue to fall for 2023**
- **Vacancy remains stable but expected to rise**
- **Prime rents continue to rise, partly due to indexation**



Source: 1) JLL, Germany Office Market Overview, Q3 2022
 2) Ifo Business Climate Index for Germany, 24.11.2022



RESIDENTIAL (GCP): 31% OF THE PORTFOLIO



➤ **GCP IS CONSOLIDATED AND THE HOLDING RATE IS 60% AS OF NOV '22 (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.

➤ **STABLE CASH FLOWS**

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

➤ Increasing demand and decreasing supply drive stable operational performance. GCP's vacancy is at historic low at 4.4% as of Sep 2022.

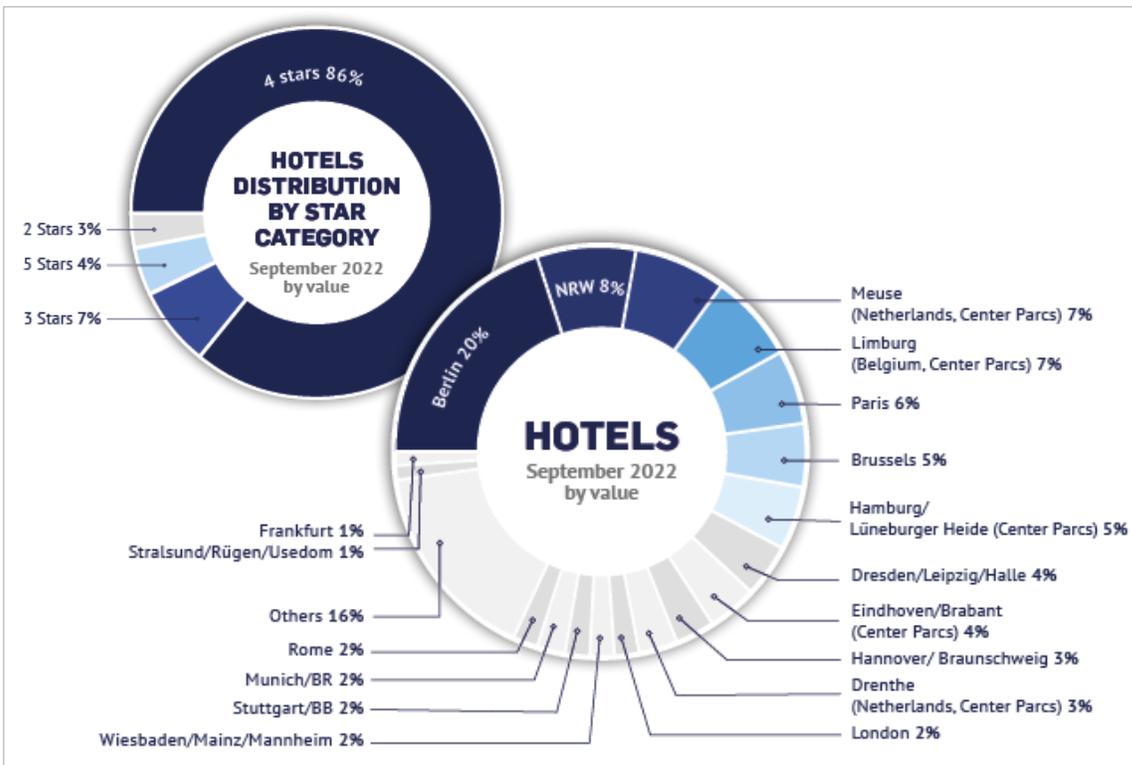
➤ **LONDON RESIDENTIAL PROVIDES ADDITIONAL DIVERSIFICATION**

➤ Further fundamental and regulatory diversification



HOTEL: 17% OF THE PORTFOLIO

152 HOTELS: Mainly in top tier European cities



➤ WELL-DIVERSIFIED

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

➤ 14.8 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



➤ ROAD TO RECOVERY

➤ **Leisure travel back to pre-pandemic levels**

➤ **Business travel recovering well but remain below pre-pandemic levels (+62% vs 2021 & -23% vs 2019)**

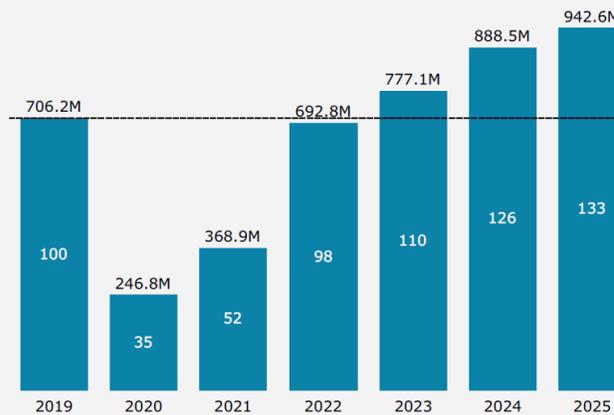
driven by

➤ **International travel (-14% vs 2019)**

➤ **Business events (-26% vs 2019)**

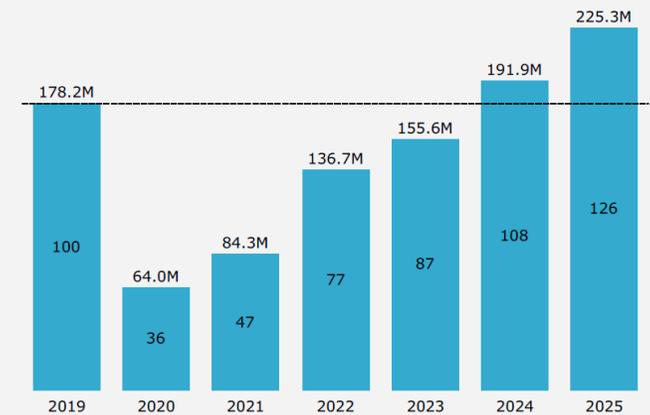
Leisure Visitor Arrivals to Europe

Index (2019 = 100), includes European and non-European arrivals



Business Visitor Arrivals to Europe

Index (2019 = 100), includes European and non-European arrivals



Sources: Graphs: European Travel Commission, European Tourism Key Figures & Tourism Economics (forecast released October 2022); International travel: Eurostat Nights spent at touristic accommodation establishments Jan-Aug; Business Events: Events Industry Council, Global Events Barometer 2022 Q2 Barometer Release, data refers to Western Europe

COLLECTION RATE DEVELOPMENT

- 80%: October 2022 collection rate
- Around 75% expected collection rate for Q2-Q4 2022
- 65% - 70% expected for FY 2022 (incl. Q1 low collection rate).
- **Q3 (80%):** Stronger recovery driven by higher demand during summer months. Inflationary pressures & staff shortages continue to impact rent collection.
- **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.
- **Q1 (45%):** Performance was highly impacted by restrictions and increasing infection rates due to the Omicron variant.

Collection rate excludes incentives for lease extension

ASYMMETRIC RECOVERY OF DEMAND DRIVERS

- **Fastest recovery from domestic leisure travel:** due to pent-up demand, as seen during strong summer months of 2021 & 2020.
- **International and business travels to remain subdued:** due to remaining uncertainties, volatile infection rates and impact of the market environment.
- **MICE (meetings, incentives, conferences & exhibitions) recovery to remain subdued:** conferences need to be planned with sufficient time and planning security. MICE is recovering in the small-medium segments, while larger conferences with longer lead times are showing positive signs towards recovery but not fully recovered so far.
- Higher cost for energy and staff is additionally impacting the collection rates.
- Potential recession is a threat to the recovery of the hotel business which could impact all segments

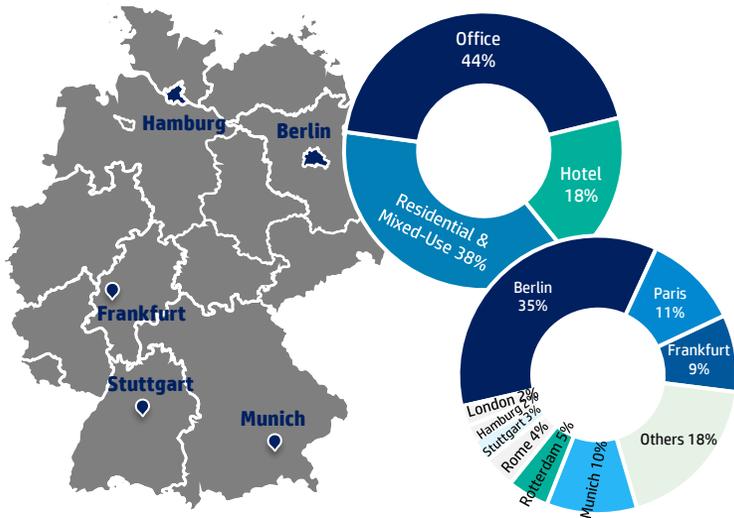


DEVELOPMENTS: 5% OF TOTAL ASSETS. AT'S DEVELOPMENT STRATEGY IN 3 STEPS:



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. €0.6bn 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

- AT is not required to develop the properties, and will carry works only on a very selective basis in selective top tier locations at low risk: e.g. via long-term pre-let with strong tenants
- The capex team is not executing the construction itself but is tendering, supervising & monitoring external parties who execute the plans. Cost base is mainly 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 & returns once completed.



COMMERCIAL

➤ MOSTLY CPI-INDEXED OR STEP-UP RENTS

- Commercial portfolio excl hotels had 3.3% LFL rental growth as of Sep 2022.
- Rent increase tailwind from indexation and step-up rents.



RESIDENTIAL

- **REGULAR RENT INCREASE IN GERMANY: 20% IN 3 YEARS, 15% IN TENSE MARKETS**
- **LONDON RESI: GENERALLY ANNUAL RENT ADJUSTMENTS**

- GCP had 3.1% LFL rental growth and record low vacancy of 4.4% as of Sep 2022.
- Stable operational tailwinds from high demand at low supply to support future rental growth.



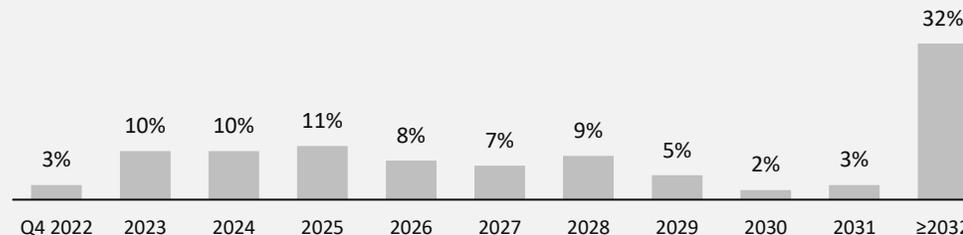
HOTELS

➤ RENT COLLECTION TO INCREASE FROM RECOVERY OF HOSPITALITY INDUSTRY

- Provisions of about €70m expected in 2022 will reduce with recovering industry and will drive bottom line growth.
- Flat LFL rental growth for hotels as of Sep 2022, growth to resume gradually as the recovery continues.



WELL-DISTRIBUTED COMMERCIAL LEASE EXPIRY PROFILE



- Downside protection as current rents are below market rents.

- German govt. announced direct support for households & proposed a cap on gas prices for households & corporations until April 2024.
- To prepare for a potential impact, AT has created conservatively a provision in the amount of €25 million.



COMMERCIAL

Excl hotels

- Limited impact since the majority of commercial tenants are corporates or governments (i.e. public sector accounts for over 30% of offices, multi-national and large domestic corporations account for another ~45%).
- They are able to pass on costs to their customers, at least partially.
- Rent increases from CPI indexations have generally been accepted so far and AT believes that this will not be any major concern either.



RESIDENTIAL

- Higher cost burden on this segment which is expected to impact the ability to increase rent in the short to mid-term. However, government support is expected to mitigate most of the risk.
- GCP has responded by i) proactively notifying the tenants and suggesting an increase in monthly payments; ii) launching a campaign to increase awareness and reduce consumption; iii) provisioning approx. €10 million in the event of lower collections (so far GCP did not see a decrease in the collection rates).



HOTELS

- Higher costs for energy and staff is already impacting the profitability, seen in the collection rates.
- Higher costs can also be passed onto the customers to some degree by higher room rates but current rate increases haven't been sufficient yet since the industry is still recovering from the pandemic lockdown effects.
- AT already created rent collection provisions and the bottom-line profits will grow with the gradual recovery of the hotel industry & reduction in provisions.

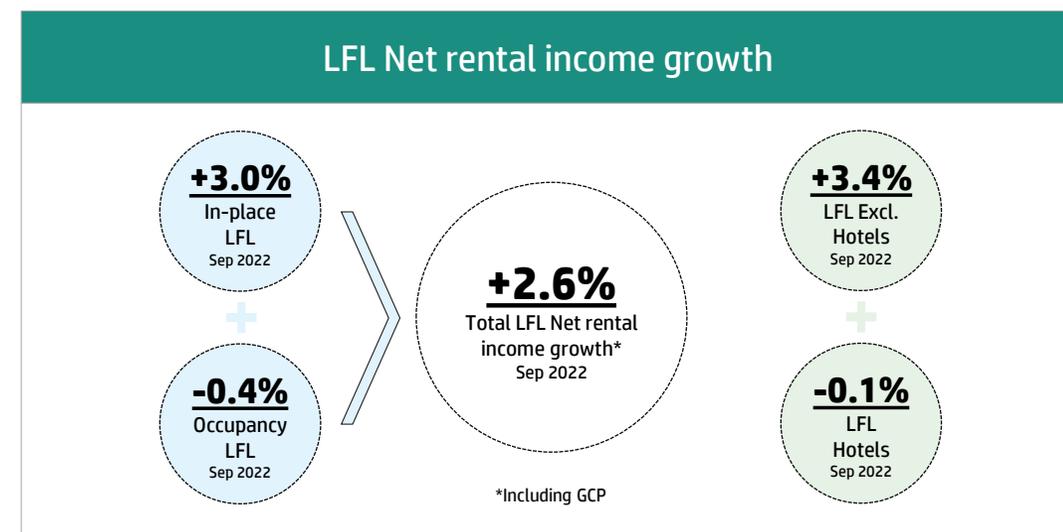
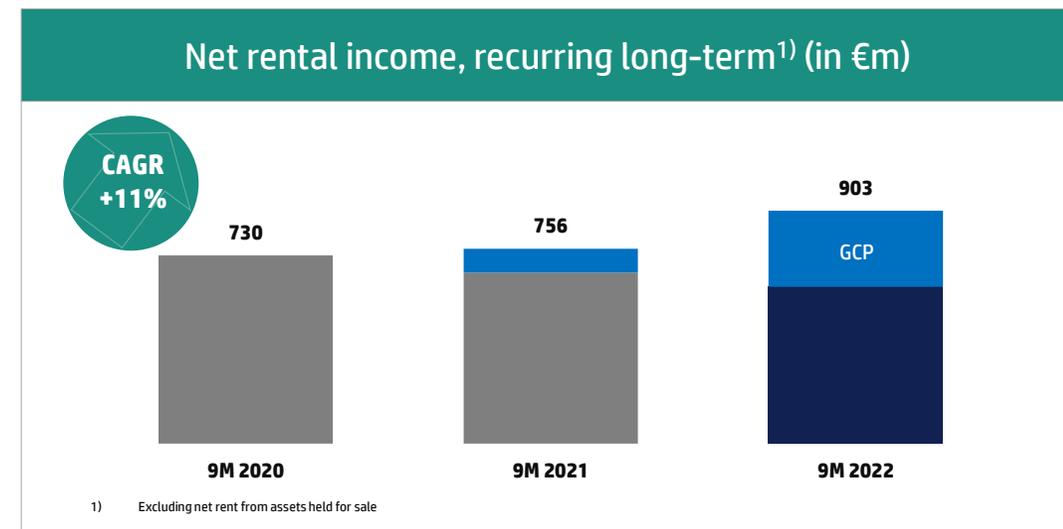


FINANCIAL RESULTS

| MUNICH



	1-9/2022	1-9/2021
	in € millions	
REVENUE	1,200.7	935.8
RECURRING LONG-TERM NET RENTAL INCOME	902.7	755.6
PROPERTY REVALUATIONS AND CAPITAL GAINS	408.8	321.6
Share of profit from investment in equity-accounted investees	51.5	157.8
Property operating expenses, excluding extraordinary expenses for uncollected rent	(447.0)	(269.8)
Extraordinary expenses for uncollected rent	(60.0)	(100.0)
Administrative and other expenses	(45.2)	(43.0)
OPERATING PROFIT	1,108.8	1,002.4
Finance expenses	(141.0)	(130.3)
Other financial results	(175.0)	(88.0)
Current tax expenses	(88.1)	(71.0)
Deferred tax expenses	(127.2)	(63.5)
PROFIT FOR THE PERIOD	577.5	649.6
Basic earnings per share (in €)	0.27	0.40
Diluted earnings per share (in €)	0.27	0.39



➤ 9M 2022 VALUATION RESULT

➤ VALUATIONS ARE WELL-BELOW REPLACEMENT COSTS

➤ INDEXATION PARTIALLY PROTECTS AGAINST EXPECTED YIELD INCREASE

<u>ASSET TYPE</u>	<u>LFL VALUE GAINS</u> <small>(SEP 2022 VS DEC 2021)</small>
TOTAL	+1.3%
OFFICE	+1.5%
RESI	+2.5%
HOTEL	-1.4%



➤ INCREASING ERV'S & INDEXATION

Offsetting some of the impact from increase in discount & cap rates as a result of higher interest rates.

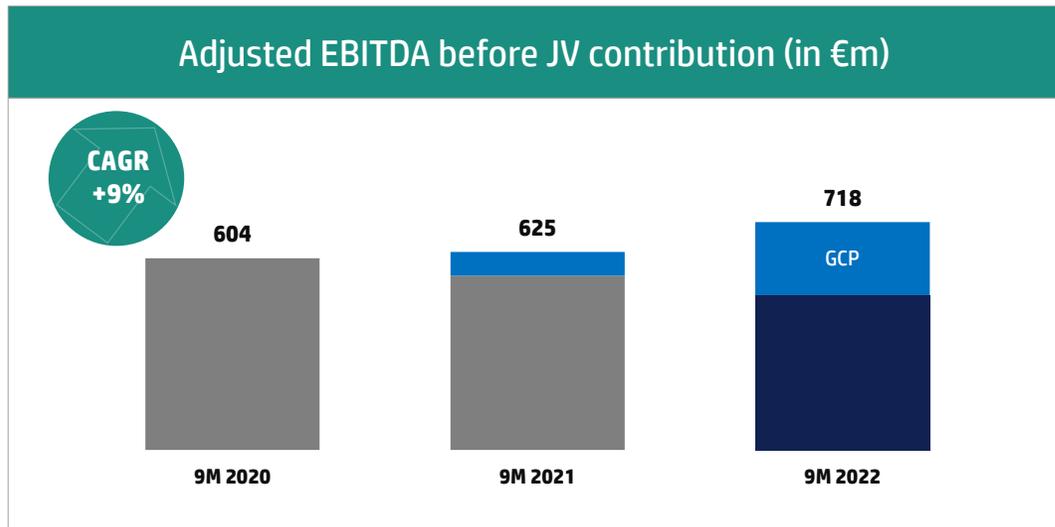
➤ IN Q3 2022, AT REVALUED ca. 15% OF THE PORTFOLIO

During 9M 2022, AT revalued 85% of the total portfolio, however, updated portfolio values will be included in the year-end results. Early indications estimate around 5% decline in valuations in 12-18 months.

*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"

	1-9/2022	1-9/2021
	in € millions	
Operating profit	1,108.8	1,002.4
Total depreciation and amortization	14.1	5.8
EBITDA	1,122.9	1,008.2
Property revaluations and capital gains	(408.8)	(321.6)
Share of profit from investment in equity-accounted investees	(51.5)	(157.8)
Other adjustments incl. one-off expenses related to TLG merger	5.5	4.8
Contribution from assets held for sale	(9.8)	(9.1)
Add back: Extraordinary expenses for uncollected rent	60.0	100.0
ADJUSTED EBITDA BEFORE JV CONTRIBUTION	718.3	624.5
Contribution of joint ventures' adjusted EBITDA	39.6	91.7
ADJUSTED EBITDA	757.9	716.2

- Subtracted as these profits include AT's share in non-operational profits generated by the equity accounted investees
- Other adjustments also include expenses related to employees' share incentive plans
- Related to adjusted EBITDA of the properties marked for disposal to reflect the long-term recurring Adjusted EBITDA
- Including AT's share in the adjusted EBITDA generated by JV investments for the period in accordance with its holding rate over the period. This figure included the share in GCP's adjusted EBITDA until June 30, 2021



- 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

	1-9/2022	1-9/2021
	in € millions	
FFO I BEFORE JV CONTRIBUTION	304.2	306.2
Contribution of joint ventures' FFO I	30.3	60.7
FFO I BEFORE EXTRAORDINARY COVID ADJUSTMENT	334.5	366.9
Extraordinary expenses for uncollected rent	(60.0)	(100.0)
FFO I	274.5	266.9
FFO I PER SHARE	0.25	0.23
FFO I PER SHARE BEFORE EXTRAORDINARY COVID ADJUSTMENT	0.30	0.31

FFO I & FFO II (in €m)

€1.3bn

Completed disposals in 9M 2022 (closed)

+30%

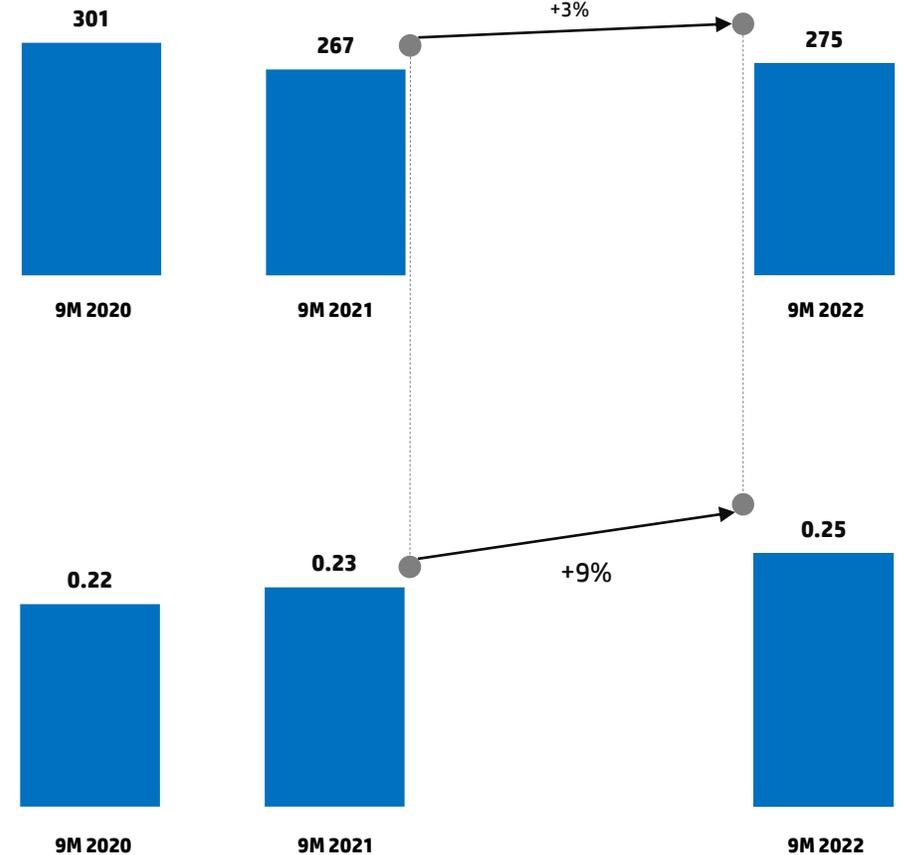
Margin above total costs

+€290m

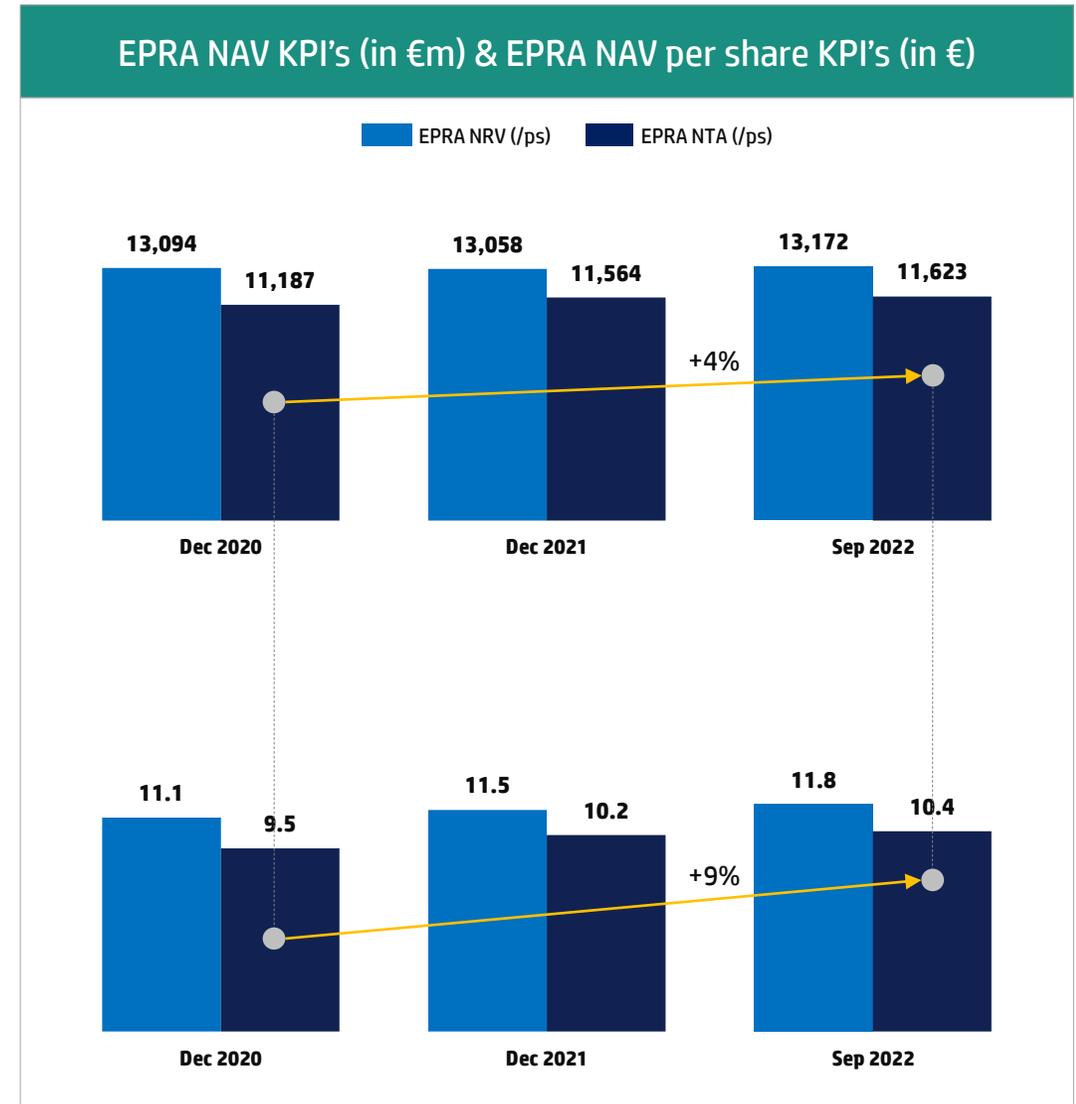
FFO II disposal profit in 9M 2022

	1-9/2022	1-9/2021
	in € millions	
FFO I	274.5	266.9
Result from the disposals of properties	289.7	383.2
FFO II	564.2	650.1

FFO I (in €m) & FFO I per share (in €)

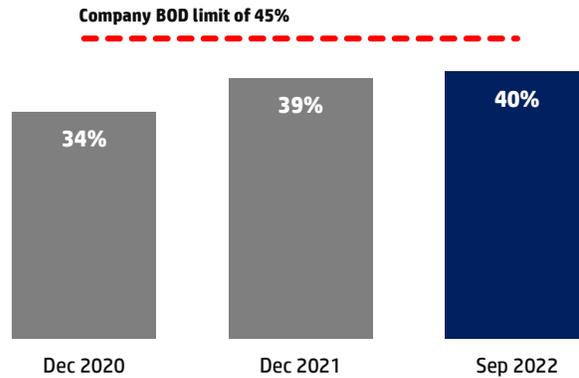


	Sep 2022	Dec 2021
in € millions unless otherwise indicated	EPRA NTA	EPRA NTA
EQUITY ATTRIBUTABLE TO THE OWNERS OF THE COMPANY	10,592.0	10,533.6
Deferred tax liabilities	2,098.5	1,870.1
Fair value measurement of derivative financial instruments	(17.8)	113.8
Goodwill in relation to TLG	(822.0)	(822.0)
Goodwill in relation to GCP	(862.9)	(862.9)
Intangibles as per the IFRS balance sheet	(24.4)	(24.7)
Real estate transfer tax	659.8	756.1
EPRA NTA	11,623.2	11,564.0
Number of shares (in millions)	1,117.8	1,132.7
EPRA NTA PER SHARE (IN €)	10.4	10.2

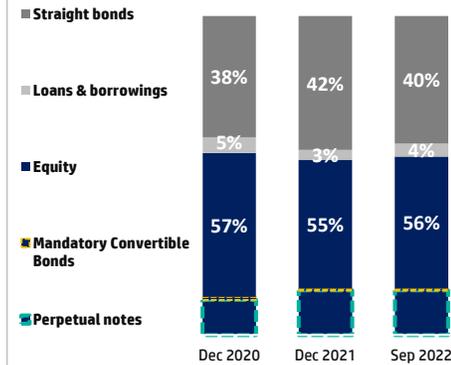


HEALTHY BALANCE SHEET

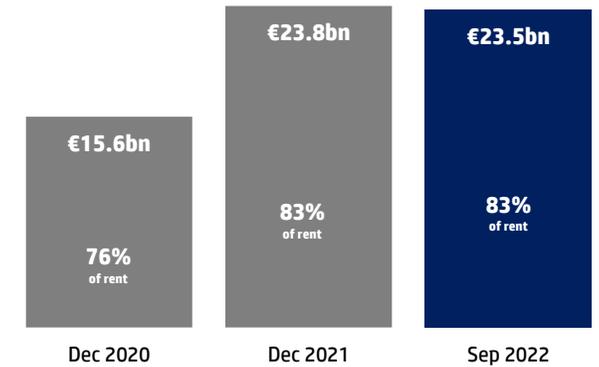
CONSISTENTLY LOW LEVERAGE (LTV)



FINANCING SOURCES MIX



UNENCUMBERED INVESTMENT PROPERTIES

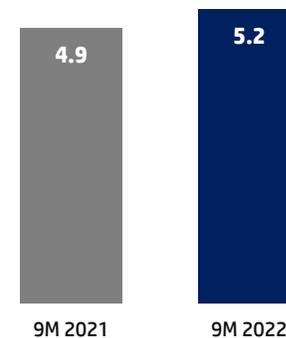


SOLID DEBT METRICS

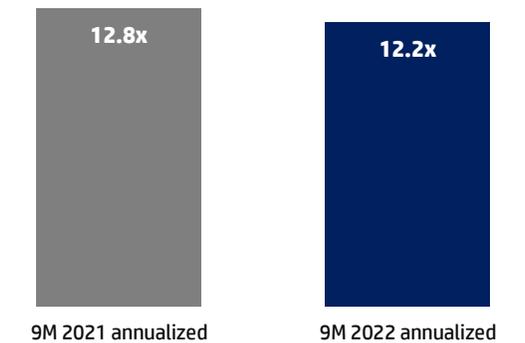
DEBT KPI'S (as of Sep 2022)

Current Avg. Cost of Debt	Avg. Debt Maturity
1.3%	5.3y
Current Hedge Ratio	2023E Hedge Ratio
96%	85% (if not re-hedged, no material hedge expiries post Dec 2023)

HIGH ICR



NET DEBT / EBITDA



COVENANT TYPE	EMTN PROGRAMME COVENANT	CURRENT (SEP 2022)	STRESS CASE* (VALUE DECREASE UNTIL COVENANT BREACH)
↗ TOTAL NET DEBT / TOTAL NET ASSETS	<=60%	34%	<p>-40% (Total asset value loss)</p> <p>↗ Implies >€15bn investment property value decrease (out of €29bn total investment property balance as of Sep 2022)</p>

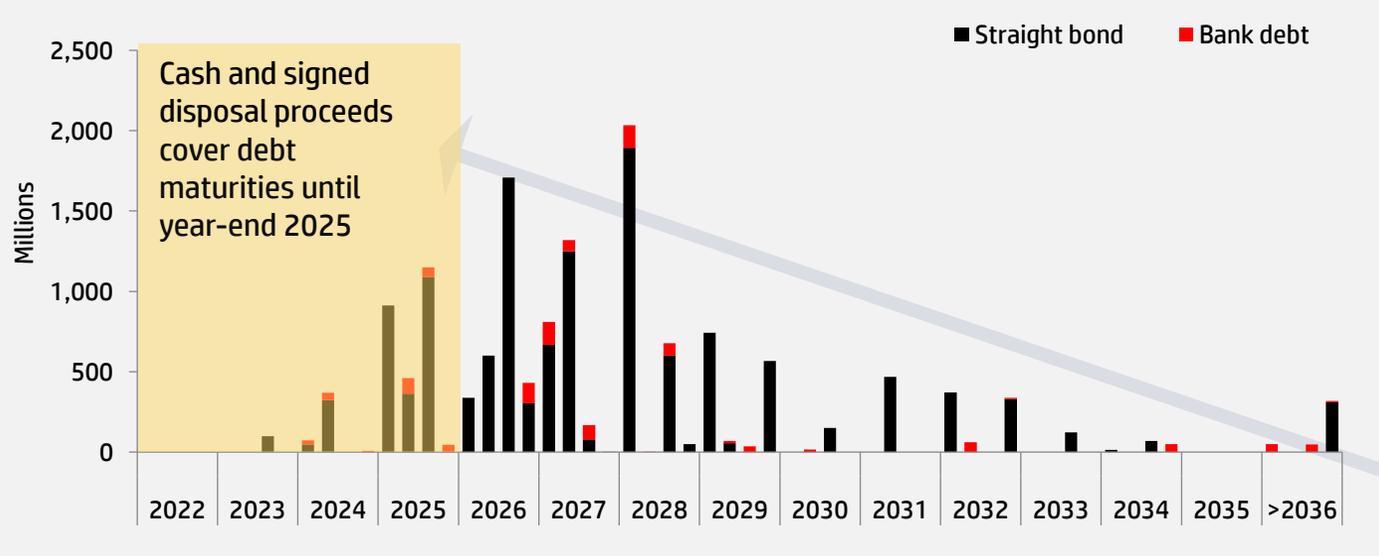
↗ COVENANTS ARE BASED ON IFRS REPORTED FIGURES, CONSIDERING THE PERPETUAL NOTES ARE EQUITY. THE CLASSIFICATION OF THE EQUITY CONTENT OF THE RATING AGENCIES HAS NO IMPACT HERE.

COVENANT TYPE	EMTN PROGRAMME COVENANTS	CURRENT (SEP 2022)
↗ TOTAL NET DEBT / TOTAL NET ASSETS	<=60%	34%
↗ SECURED NET DEBT / TOTAL NET ASSETS	<=45%	N/A <small>(Liquidity is larger than secured debt)</small>
↗ NET UNENCUMBERED ASSETS / NET UNSECURED DEBT	>= 125%	263%
↗ ADJUSTED EBITDA / NET CASH INTEREST	>=1.8x	5.4x
↗ CHANGE OF CONTROL PROTECTION		

OVERVIEW OF THE COVENANT PACKAGE
↗ Each of the bond covenants is met with a significant headroom. Internal financial policy is set at stricter levels.
↗ The bonds are unsecured and have the covenant packages as described to the left. In addition to these financial covenants, there is also change of control protection covenant.

* Based on an assumption that total asset value in the balance sheet decreases by 40%, while net debt remains stable. Impact on other covenants excluded.

DEBT MATURITY PROFILE – excluding perpetual notes



CURRENT CASH AND SIGNED DISPOSAL PROCEEDS

↗ Cash and liquid assets (Sep 2022)	€2,320m
↗ Expected disposal proceeds (signed not closed as of Sep 2022)	~€330m
↗ Vendor loans (Sep 2022)	~€500m
= TOTAL	~€3,150m

BANK FINANCING IS MORE FAVORABLE THAN BOND FINANCING

- ↗ Current bank financing is more favorable compared to current bond financing. Thus, large balance of unencumbered investment properties could provide additional liquidity potential as bank debt yields are more attractive than the bond yields.
- ↗ Access to capital is supportive during difficult market conditions: Approx. €290m of debt (bank loans + term note) raised YTD since the conflict in Ukraine began

ADDITIONAL LIQUIDITY POTENTIAL

↗ Undrawn RCF (No MAC clause, Sep 2022)	>€1bn
↗ Unencumbered inv. properties (Sep 2022)	€23.5bn

DECISION ON JANUARY 2023 PERPETUAL

- ↗ The Company has decided to not exercise its option to call the perpetual note with January 2023 call date.
- ↗ The Company will decide regarding the other perpetual note closer to its call date.
- ↗ A potential option to defer the coupon payments will be considered closer to the respective interest payment date.
- ↗ No impact is expected on AT's credit rating from S&P from this decision.
- ↗ Reasons for the decision:
 - ↗ Currently refinancing with a new perpetual is not reasonable as new financing rates are significantly higher than the reset rates and thus could increase the risk for all stakeholders.
 - ↗ Due to uncertain macroeconomic environment in the coming periods, the Company is putting a high priority on cash retention. If perpetual notes are repaid, the headroom until the Company needs to raise new funding will be shortened which will increase the risk for all stakeholders.
 - ↗ Ability remains to call at a later stage, at every IPD, and will be assessed based on the market environment and refinancing rates.
- ↗ If none of the perpetuals are called in 2023 (including GCP's perpetual notes), the FFO I impact will be €60m on an annualized basis ¹⁾
- ↗ The Company remains committed to retain perpetual notes as part of its long-term capital structure

POINT OF VIEW FROM S&P ON NON-CALLED HYBRID CAPITAL INSTRUMENTS ¹⁾

“A Noncalled Hybrid Without Equity Content Still Provides A Benefit”

“Hybrid capital instruments are designed to act like senior debt when credit conditions are good. They pay a known coupon and redeem on predictable dates. When credit market conditions weaken, their equity-like characteristics kick in. These characteristics include not exercising optional calls if that makes economic sense for the issuer.”

- In the current volatile market environment S&P expects more issuers to choose not to call hybrid capital instruments on the first optional call date, as this makes more economic sense. S&P states that *“The optional nature of a call is a key feature of hybrids and we expect more issuers to choose not to call in order to help manage their capital, the carrying cost of their hybrids, and the timing of any refinancing.”*
- Calling of a hybrid instruments is only optional, there is no obligation for the issuer as per the terms of the instrument. S&P states that *“Because the call is only optional, a noncall decision is not a default. The issuer never promised to pay the principal back at the optional call date. [...] the issuer has neither delayed repaying investors, nor has it extended the hybrid’s maturity.”*
- Losing equity content does not automatically lead to a negative rating view, S&P mentions that *“there is no automatic link between our rating decisions and the removal of equity content on any or all of an issuer’s hybrid instruments due to a noncall. Equity content may influence our view of capital or leverage, but it doesn’t necessarily change our view of overall creditworthiness. [...] we still recognize the qualitative benefits of a hybrid that has no equity content under our criteria”*
- Furthermore, S&P states that: *“by deferring the coupon, the issuer could still use it to conserve cash.”* and *“Keeping the hybrid on the balance sheet after the call option date conserves cash and can provide more protection to senior investors than the alternatives.”*
- In situations where there is clear economic rational behind a decision not to call due to the market environment S&P expects only limited reputational impacts, stating: *“particularly in the current market conditions, we see noncall decisions as unlikely to signal specific credit strains at the issuer. In our view, they are typically credit-supportive, economically rational, financing decisions. We expect the reputational impact to be short-lived”.*



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

* Dividend payment will be considered based on the market condition before the AGM invitation in Q2 2023

↗ 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.

Maintaining focus on stable asset classes and strong economies

Focus on disposals, preserving liquidity & strengthening the balance sheet

Well-positioned due to high liquidity, flexibility & disciplined financial profile

✓ **STABLE OPERATIONS**

2.6%
Total LFL rental growth (Sep '22)

Supported by indexation & diversification which provides multiple growth drivers & stability. LFL excluding hotels was 3.4%

✓ **€1.1 BN YTD SIGNED DISPOSALS**

Large cash proceeds

✓ **HIGH LIQUIDITY/ DEBT COVER**

Until year-end 2025

Current liquidity, expected proceeds from signed disposals and vendor loans cover the debt maturities until year-end 2025 with no significant maturity until 2025

✓ **REDUCED SUPPLY**

Due to soaring replacement costs

Inflationary environment increase construction and therefore, replacement costs and thus, reducing the supply

✓ **ABILITY TO DISPOSE DURING DIFFICULT MARKET CONDITIONS**

€170m signed in Q4 2022 quarter-to-date, €175m signed in Q3 2022, €505m signed in Q2 2022, €280m signed in Q1 2022

✓ **AMPLE LIQUIDITY**

€2.3bn (cash & liquid assets), **>€1bn** (undrawn RCF, no MAC), **€23.5bn** (unenc. assets)

Ample liquidity mitigates the impacts of current market conditions. Undrawn RCF's (no MAC) & unencumbered assets provide additional flexibility as bank financing is currently more attractive

✓ **WELL-BALANCED PORTFOLIO**

Higher footprint in residential, Focus on core

Resi: 60% holding in GCP currently vs. 44% at consolidation (July 1, 2021). Among 9M 2022 disposals, 56% were development, retail and logistics/other, 14% were hotels.

✓ **€1 BN YTD DEBT REPAYMENTS**

Strengthening the balance sheet

Proceeds are channelled mainly into debt repayments, cleaning up the near-term debt maturity & strengthening the balance sheet

✓ **CONSERVATIVE DEBT KPI'S**

1.3% (avg. Current CoD), **5.3y** (avg. debt maturity)

Low current cost of debt and long average debt maturity

✓ **ESG EFFORTS**

Greener portfolio, Consecutive EPRA awards

Successful execution of pilot project: 30% green building certifications in the Dutch portfolio. The strategy is being implemented in other locations. Further investments in energy efficient measures

✓ **SALES AROUND BOOK VALUE**

Supportive

Sales around book value, supporting the portfolio valuations

✓ **LARGE HEADROOM**

To all financial covenants

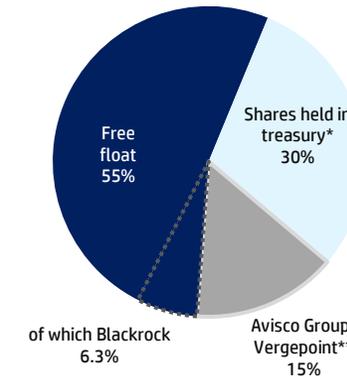
Bonds and secured debt



THE SHARE

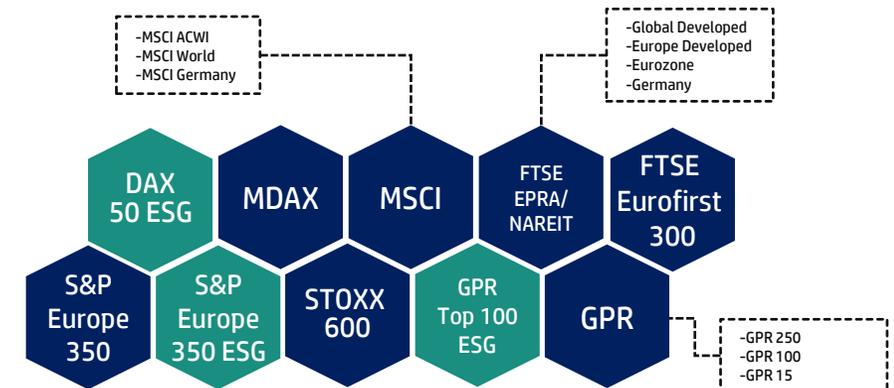
Placement	Frankfurt Stock Exchange (Prime Standard)
Incorporation	Luxembourg
First equity issuance	13.07.2015 (€3.2 per share)
Number of shares (basic)	1,537,025,609
Number of shares, base for share KPI calculations (excluding suspended voting rights and including the conversion impact of mandatory convertible notes)	1,096,359,581 (As of 25.11.2022)
Symbol (Xetra)	AT1
Market cap	€3.9 bn/ €2.8 bn (excl. treasury shares) (As of 25.11.2022)

SHAREHOLDER STRUCTURE



*12% are held through TLG Immobilien AG, voting rights suspended
**Controlled by Yakir Gabay

KEY INDEX INCLUSIONS



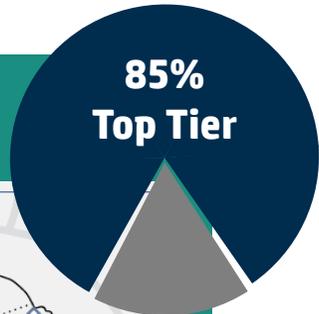
INVESTMENT PROPERTIES

SEP 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	11,751	3,655	10.9%	479	11.7	3,216	4.1%	4.3
Residential	8,537	3,720	4.4%	361	8.3	2,295	4.2%	NA
Hotel	4,720	1,532	4.1%	237	13.3	3,080	5.0%	14.8
Logistics/Other	447	455	8.6%	23	4.5	983	5.1%	5.0
Retail	1,678	656	11.6%	73	10.3	2,558	4.3%	4.5
Development rights & Invest	2,118							
Total	29,251	10,018	7.6%	1,173	10.2	2,709	4.3%	7.4
Total (GCP at relative consolidation)	25,377	8,386	8.1%	1,015	10.6	2,785	4.3%	7.5

SEP 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	6,670	1,559	6.3%	211	11.5	4,280	3.2%
NRW	3,939	1,994	7.8%	180	7.8	1,976	4.6%
London	2,106	286	4.9%	98	30.9	7,366	4.6%
Dresden/Leipzig/Halle	2,014	1,159	3.9%	96	7.1	1,737	4.8%
Munich	1,888	548	8.9%	55	8.5	3,443	2.9%
Frankfurt	1,861	517	13.5%	76	13.7	3,600	4.1%
Wiesbaden/Mainz/Mannheim	745	263	5.5%	34	10.8	2,834	4.5%
Hamburg/LH	633	223	3.9%	32	12.0	2,839	5.1%
Amsterdam	632	168	10.3%	27	14.0	3,760	4.2%
Stuttgart/BB	305	121	14.1%	13	11.0	2,522	4.4%
Hannover	284	156	13.0%	13	8.3	1,819	4.8%
Rotterdam	261	99	3.0%	17	13.6	2,628	6.6%
Utrecht	231	93	10.6%	14	12.5	2,473	5.9%
Other	5,564	2,832	8.6%	307	9.8	1,965	5.5%
Development rights & Invest	2,118						
Total	29,251	10,018	7.6%	1,173	10.2	2,709	4.3%

* 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



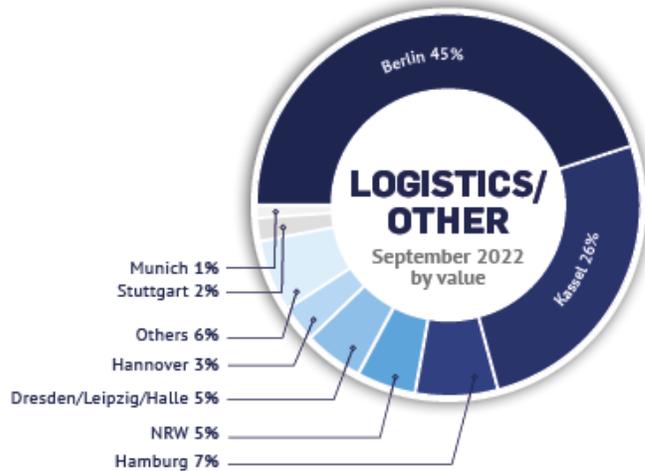
With €3.5bn Berlin office portfolio, AT is the largest office landlord in Berlin among publicly listed peers

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	



LOGISTICS: 2% OF THE PORTFOLIO 5.0 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 pandemic



RETAIL: 6% OF THE PORTFOLIO 4.5 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



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.



globalworth
ppp

S&P Ratings Matrix

		Financial risk profile					
		1 Minimal	2 Modest	3 Intermediate	4 Significant	5 Aggressive	6 High Leveraged
Business risk profile	1 Excellent	aaa/aa+	aa	a+/a	a- (Vonovia BBB+) ¹⁾	bbb	bbb-/bb+
	2 Strong	aa/aa-	a+/a	(Aroundtown) (GCP) A- BBB+ (Kleppierre) (Gecina A-) ²⁾ (DW) ³⁾ (Covivio) (Icade)	BBB (URW BBB+) ⁴⁾	bb+	bb
	3 Satisfactory	a/a-	bbb+	BBB/BBB-	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

- 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 *

* Due to the market environment, the decision will be taken subject to market condition

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.

➤ Considered 100% equity for bond covenants

➤ **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

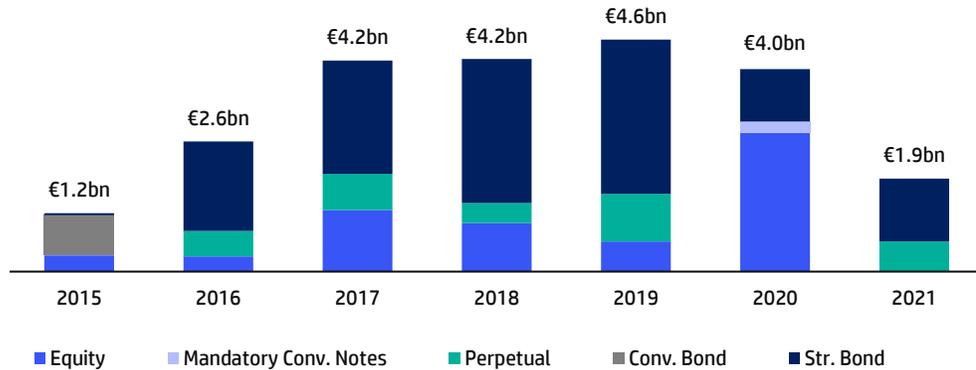
EPRA LTV DESCRIPTION

- 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 relevance on any of its debt covenants as perpetual notes are considered 100% equity for bond covenants.**

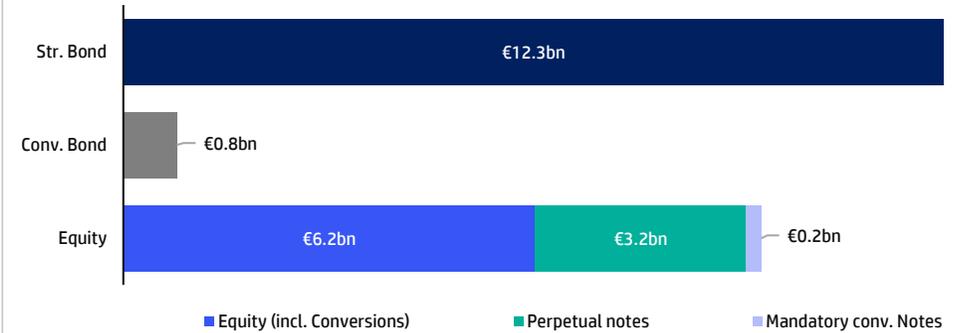
F. EPRA LTV Metric	Group € M as reported	Proportionate Consolidation			Combined € M
		Share of Joint Ventures € M	Share of Material Associates € M	Non-controlling Interests € M	
Include:					
Borrowings from Financial Institutions	X	X	X	X	X
Commercial paper	X	X	X	X	X
Hybrids (including convertibles, 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
Exclude:					
Cash and cash equivalents	X	X	X	X	X
Net Debt (a)	XXX	XXX	XXX	XXX	XXX
Include:					
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
Total Property Value (b)	XXX	XXX	XXX	XXX	XXX
LTV (a/b)	XXX				XXX

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><u>CLEARLY SET TARGETS</u></p>		<p><u>SOCIALLY RESPONSIBLE</u></p>		<p><u>HIGH LEVEL OF GOVERNANCE</u></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 & 33% members are female</p>
	<p>Create waste awareness to reduce waste production and increase recycling</p>		<p>Pro-actively engage with & 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, please click here</p>	<p>For more details, please click here</p>	<p>For more details, please click here</p>			

FOCUS AREAS

ISSUES



TARGETS

FOCUS AREAS	ISSUES	SUSTAINABLE DEVELOPMENT GOALS	TARGETS
Tenants 	Customer satisfaction Customer health & safety Future-oriented (work) environment		<ul style="list-style-type: none"> Remain an industry leader in the area of tenant-orientated customer service Continually increase tenant satisfaction
Employees 	Occupational health & safety Diversity & equal opportunities Training & Development		<ul style="list-style-type: none"> Be among the top ten most attractive employers in the commercial real estate sector in Germany by 2030 Maintain staff turnover at or below the national average Maintain zero incidents of discrimination
Environment 	Energy & Emissions Climate change adaption Waste & Water		<ul style="list-style-type: none"> Achieve a 40% reduction in CO₂ emissions by 2030 Optimise the Group's cost structures via installation of sustainable systems and use of renewable energy; implementation of environmentally friendly refurbishment and building upgrades Reduce water consumption to what is strictly necessary; maintain high level of water quality and lower water- and wastewater-related operating costs Reduce the total amount of waste produced and the amount of waste not disposed of through recycling
Society 	Smart cities Community investment		<ul style="list-style-type: none"> €500,000 p.a. allocated to community investment until 2030 Build partnerships with local stakeholders to achieve targeted impact with communities around Group assets Support measures that aim to achieve the United Nation's Sustainable Development Goals
Governance 	Compliance Data protection Fair business Labour standards Suppliers Regulatory framework		<ul style="list-style-type: none"> Achieve listing in the Dow Jones Sustainability Index (DJSI) Improve liability and transparency All construction project processes to be monitored according to a internal "traffic light" system Maintain zero tolerance towards compliance violations Ensure that all personal data stored and/or processed in the course of the Group's operations is protected from manipulation and misuse Increase the number of supplier audits and maintain zero human rights violations in the supply chain

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



AMSTERDAM, BREEAM



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

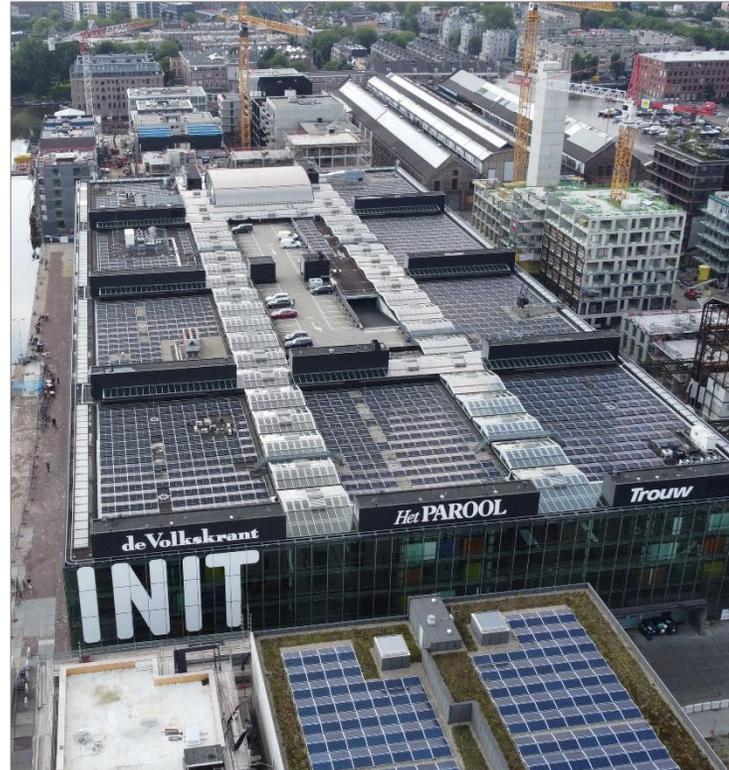


➤ Energy efficient facilities



➤ 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



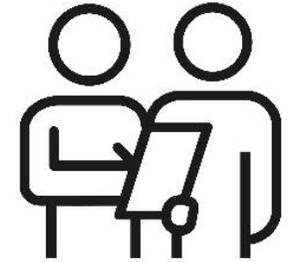
24/7 tenant support for residential and commercial tenants

POLICY



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

ENFORCEMENT

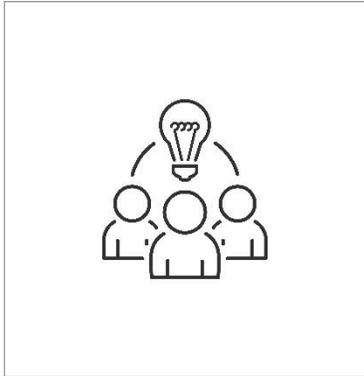


Main tool to monitor and enforce tenant satisfaction, Annual tenant surveys

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



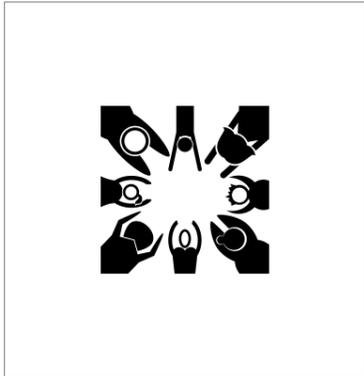
COLLABORATION
Dynamic & open corporate culture, fostering personal development and collaboration



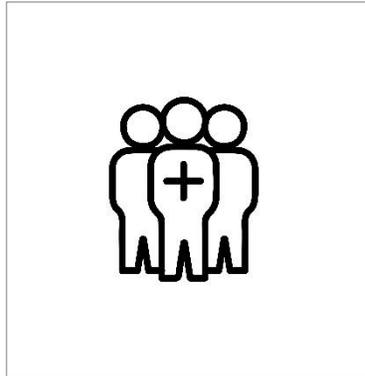
RETENTION
Employee retention program to reduce knowledge drain



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 AROUNDTOWN AND ITS SUBSIDIARIES.
TEL AVIV UNIVERSITY, LLB AND CERTIFIED ATTORNEY



EYAL BEN DAVID – CFO

(CHIEF FINANCIAL OFFICER)

SINCE 2008 IN THE MANAGEMENT OF AROUNDTOWN AND ITS SUBSIDIARIES.
MBA AND CPA



OSCHRIE MASSATSCHI – CCMO

(CHIEF CAPITAL MARKETS OFFICER)

SINCE 2013 IN THE MANAGEMENT OF AROUNDTOWN 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*



LIMOR BERMANN - HEAD OF ESG

20+ YEARS OF EXPERIENCE INCLUDING LEADERSHIP ROLES, CONSULTING AND SUPPORTING ORGANIZATIONS TO BUILD CULTURES OF HIGH PERFORMANCE AND LEADERSHIP IN DYNAMIC MATRIX SYSTEMS. RESPONSIBLE FOR DESIGNING AND MANAGING HIGH-PROFILE CHANGE MANAGEMENT PROCESSES IN THE PUBLIC AND THE PRIVATE SECTOR. *MA IN EDUCATIONAL ADMINISTRATION (CUM LAUDE), TEL AVIV UNIVERSITY. MAOZ - EXECUTIVE CROSS-SECTORAL LEADERSHIP PROGRAM, IN COLLABORATION WITH HARVARD BUSINESS SCHOOL*



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[®] 50 ESG
Global property research
Solutions for customized property indices

SUSTAINABILITY INDICES

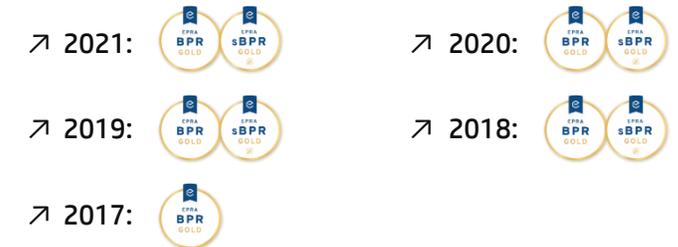
- ↗ Strong visibility in ESG indices like DAX 50 ESG, S&P Europe 350 ESG Index and GPR Green indices

↗ 2022:



CONSECUTIVE EPRA AWARDS

- ↗ AT received EPRA BPR Gold award for the 6th time and EPRA sBPR Gold award for the 5th time consecutively, for high standards of financial transparency and sustainability reporting





APPENDIX: DEVELOPMENT PROJECTS

| TOP TIER LOCATIONS





PROPERTY DESCRIPTION

- This 2k sqm, three-storey office property is centrally located in Berlin's district Kreuzberg in a residential mix retail neighborhood called "Bergmannkiez", in close proximity to Berlin's famous state parks "Tempelhofer Feld", "Volkspark Hasenheide" and "Viktoriapark". The property on Baerwaldstr. 36-37, 10961 Berlin is easily accessible as it benefits from good public transport links since it is within walking distance to two U-bahn stations, with a bus stop in vicinity.



MARKET DEMAND

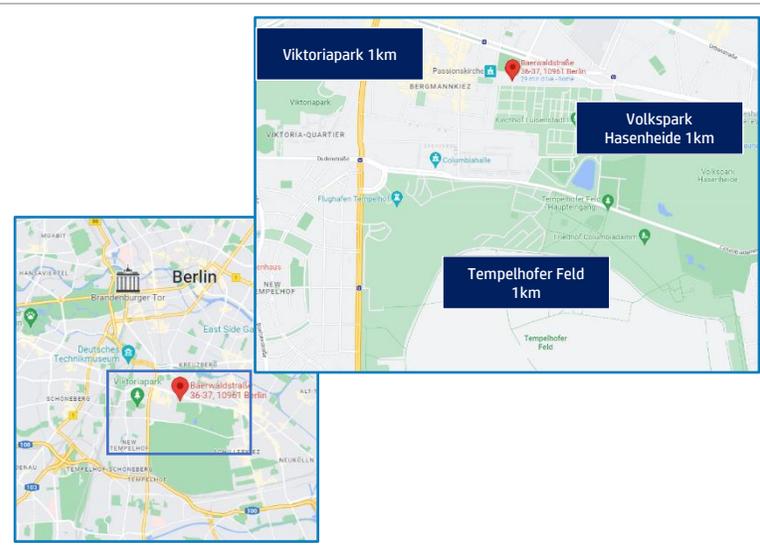
- Given that the surrounding is mainly a residential market and the asset offers good connectivity, a change in use to residential is planned.
- Rent for new apartments in the vicinity range between €17-€25/sqm¹⁾.

1) Guthmann Estate, Berlin Real Estate Report 2022, 05.10.2022 update



VALUE EXTRACTION POTENTIAL

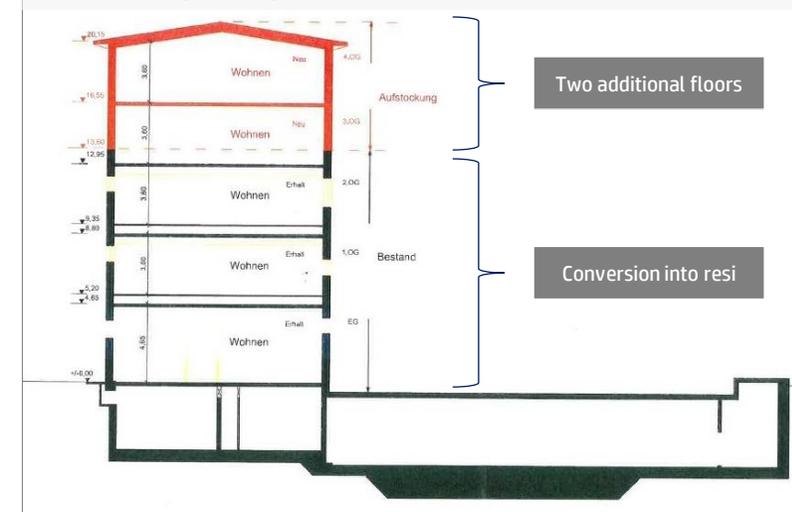
- **Densification of the asset and conversion into residential use.**
- Densification of the asset with two additional floors on top will add ca. 1.5k sqm lettable space.
- Pre-permit is obtained.
- Exploring options to create further lettable space.



Pre-development



Post-development (plans)





PROPERTY DESCRIPTION

- This 5k sqm office building is located in Berlin's western prime center, Ku'Damm, attractive for all use types: prime offices, retail, residential or hotel. Various options of public transportation are available, including U-bahn and a range of bus lines. In addition, the Bahnhof Zoologischer Garten, one of Berlin's main train stations, is situated within walking distance from the property on Uhlandstraße 165, Lietzenburger Str. 72, 10719 Berlin, providing regional and inter-regional connections.



MARKET DEMAND

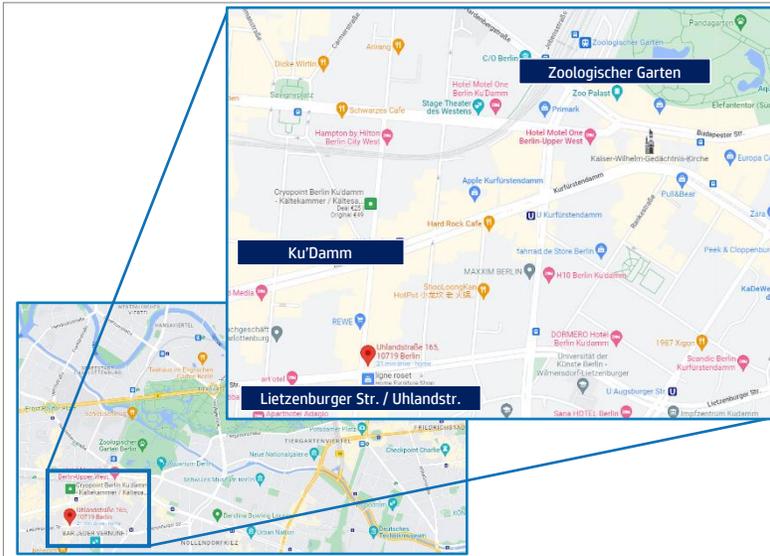
- The area surrounding Ku'damm is highly demanded for all asset types due to its central location and status as a prime promenade.
- Market rent for new office space in the vicinity can reach up to €35/sqm ¹⁾. Sale price in the vicinity is around €12k/sqm ²⁾.

1) JLL Database, 2022 2) A recent transaction in the vicinity



VALUE EXTRACTION POTENTIAL

- **Refurbishment of the asset with densification.**
- Refurbishment of the asset will reposition it into prime condition. Furthermore, during refurbishment the asset can be densified by ca. 700 sqm via cancelling an idle entrance and staircases, as well as adding office spaces on the roof.





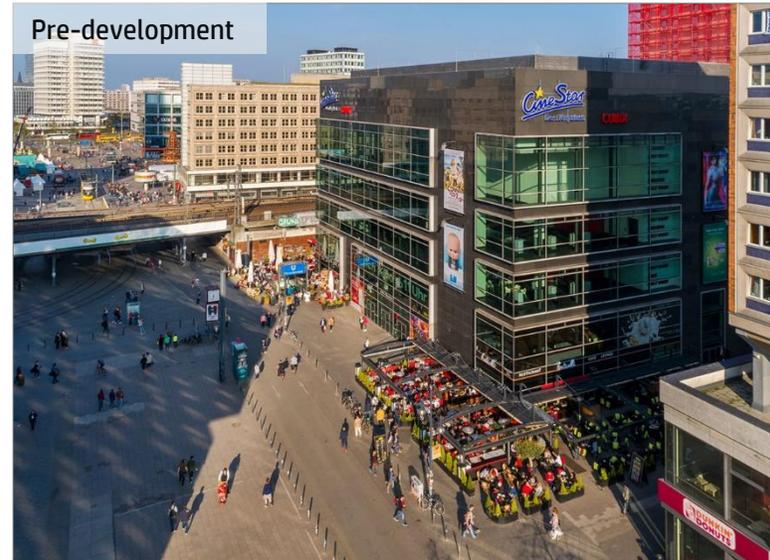
PROPERTY DESCRIPTION

- 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

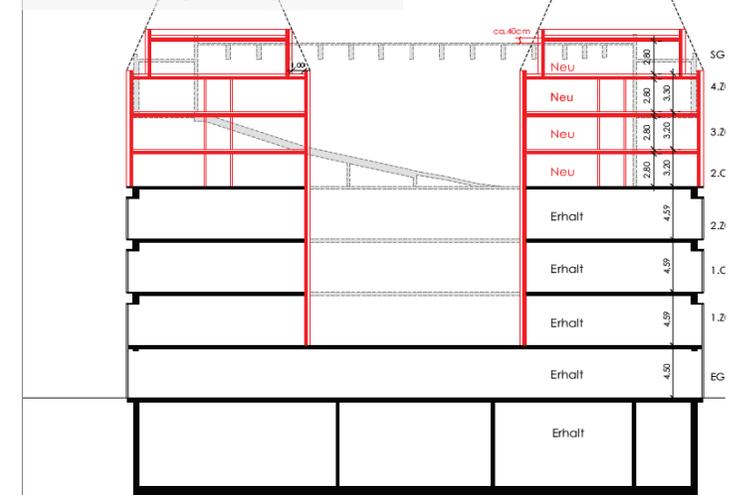
- The asset is AAA+ located in the center of Berlin, located next to multiple tourist attractions including the historic Berliner Fernsehturm (Berlin TV tower).



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 ¹⁾²⁾

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



VALUE EXTRACTION POTENTIAL

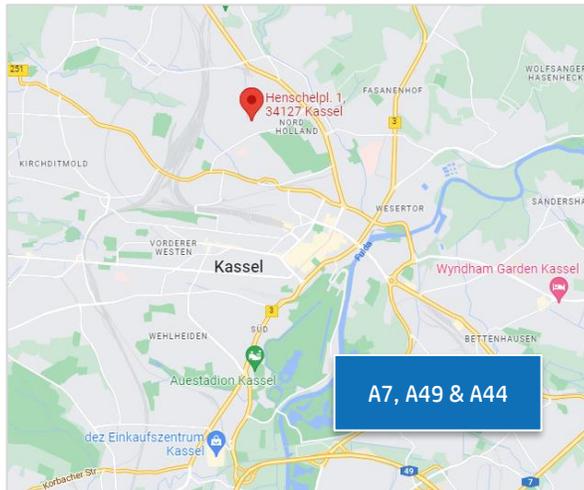
- **Re-Development into mixed-use property**
- The retail property can be redeveloped into mixed-use with over 11k net leasing area, from currently 3k sqm
- Currently, the aim is to maintain the supermarket as a tenant on the ground floor and to develop a mix of office and residential space in the upper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

Pre-development



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.

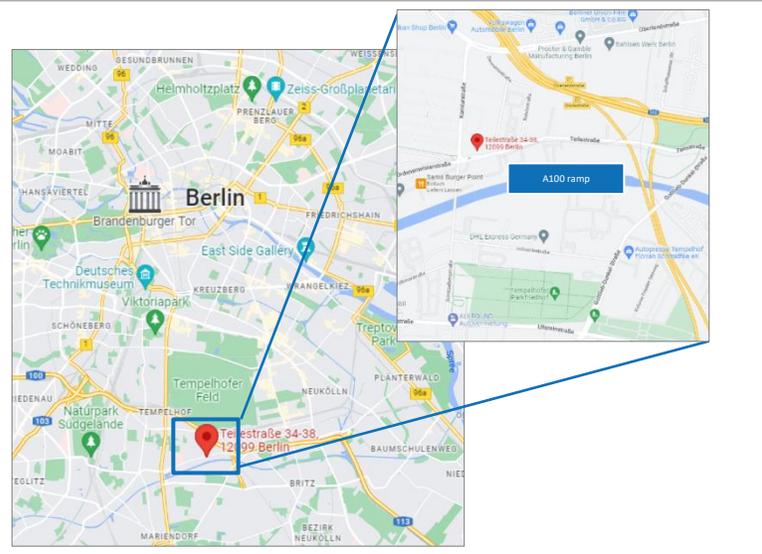
Post-development (rendering)





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 ¹⁾.
- 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 ²⁾.

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



VALUE EXTRACTION POTENTIAL

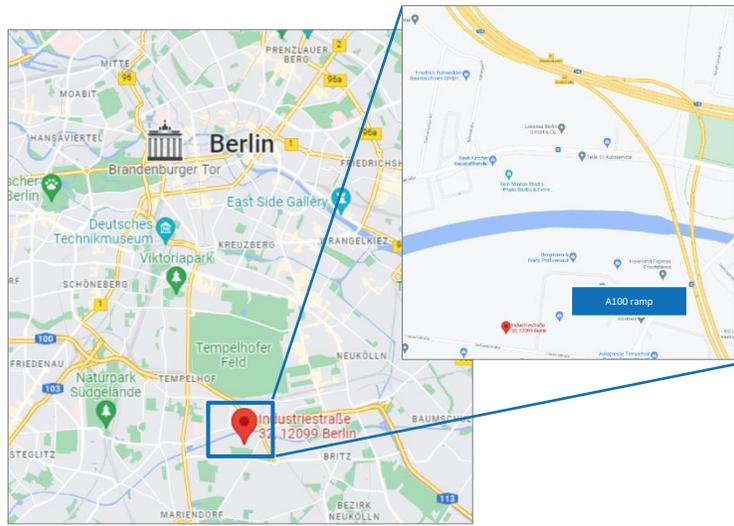
- **Identified underutilized land plot used for parking.**
- Development of parking area into 3k sqm last-mile logistics in addition to existing 10k sqm logistics.
- Pre-permit exists.





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

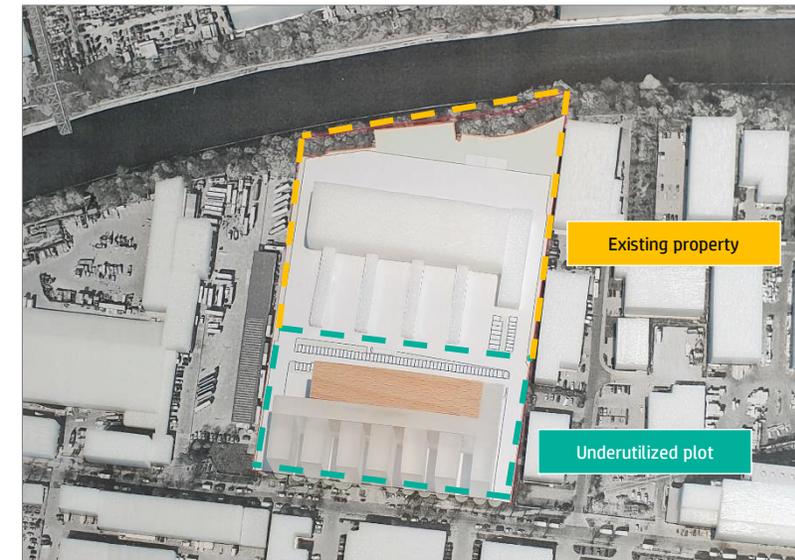
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VALUE EXTRACTION POTENTIAL

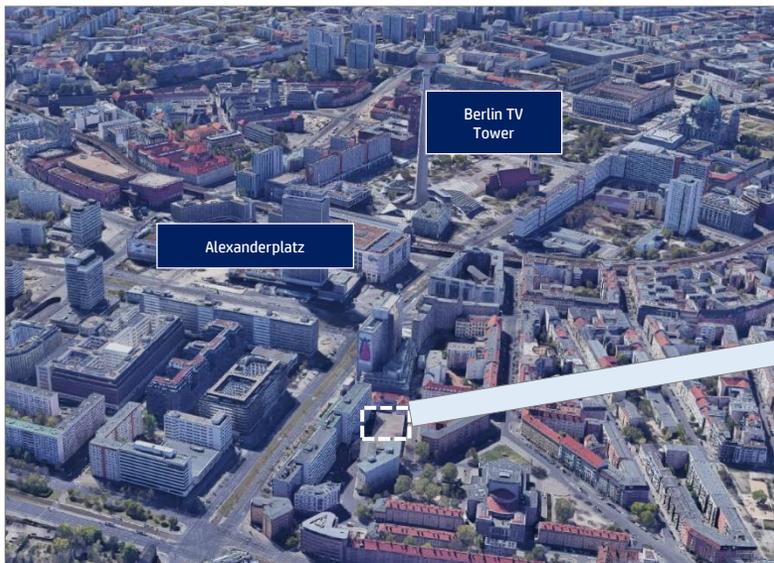
- **Identified underutilized land plot to the south of the property.**
- Development of underutilized plot into 7k sqm last-mile logistics in addition to existing 7k sqm building.
- Pre-permit exists.
- The logistics & office building in the north was fully re-developed which was fully pre-let prior 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 city¹⁾. Average office rents in Alexanderplatz reach up to €40/sqm¹⁾
- Demand is the highest for modern office space with virtually zero vacancy in Mitte²⁾. New supply comes with high pre-letting ratio, leaving little or no availability after completion²⁾
- New developments can sell for €14k-€15k/sqm³⁾

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

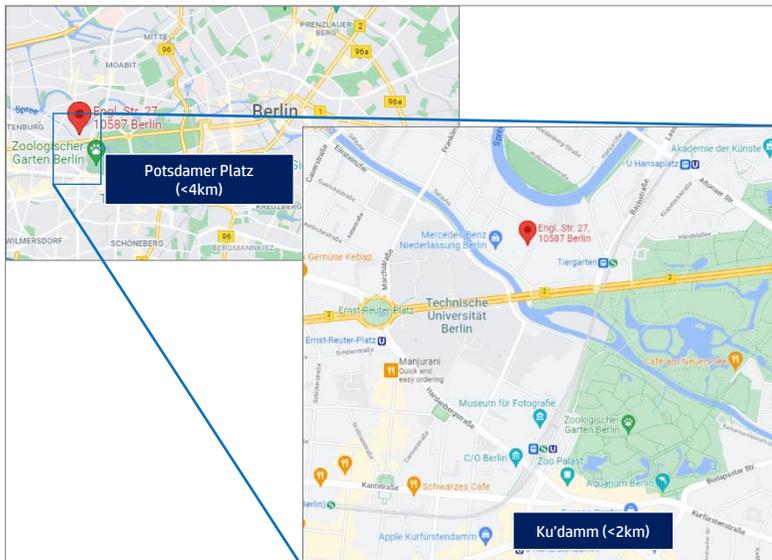
- The resi building is surrounded by a new built fully rented office property from the TLG portfolio. By integrating this property into the existing property, a higher amount of lettable sqm can be achieved in comparison to a standalone development, thus raising synergies from combining both portfolios.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

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



DEVELOPMENT POTENTIAL

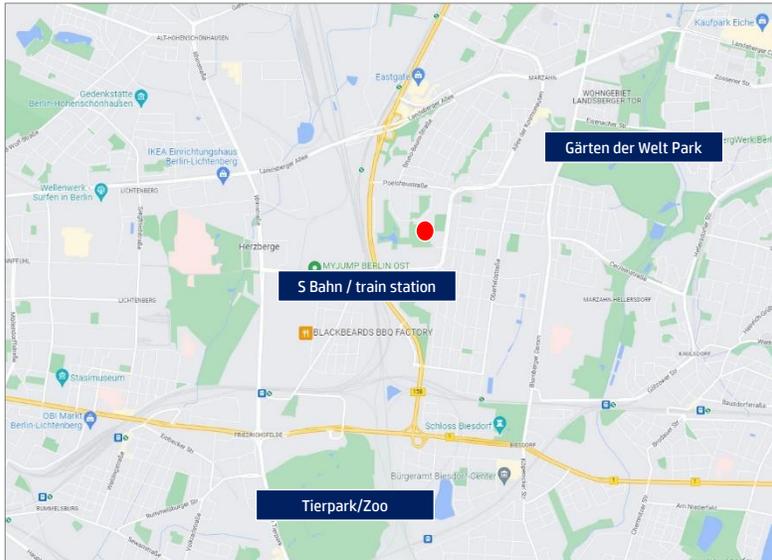
- **Complete demolition and re-development of the resi building & an additional floor on both the resi and the surrounding building.**
- The residential property will be demolished & re-developed and an extra 2k sqm space will be added by utilizing the empty inner courtyard. The asset will be integrated 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

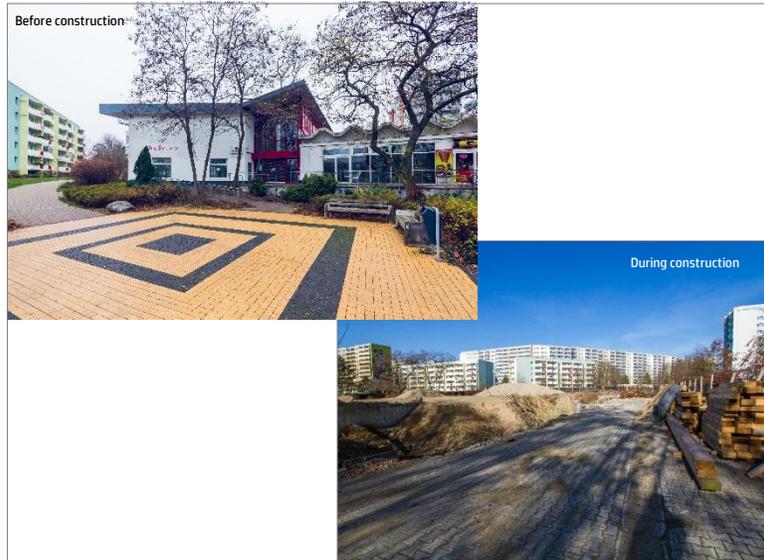
- The property is situated in Berlin's eastern residential district of Marzahn-Hellersdorf. The asset is situated directly next to the large public garden ("Park Akazienwäldchen") and benefits from several supermarkets and retail outlets in the immediate vicinity. The property is located in a residential 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.¹⁾
- Average asking rents in this district can reach up to €14/sqm.²⁾

¹⁾ Guthmann, Berlin Properties Marzahn-Hellersdorf 2021 ²⁾ 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 ¹⁾

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

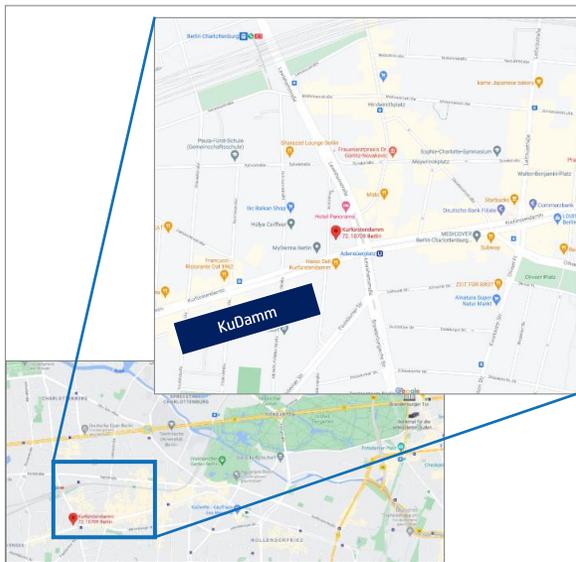
- The area surrounding Ku'damm is highly demanded for all asset types due to its central location and status as a prime promenade.
- Market rent for newly built office space can reach up to €35/sqm ¹⁾
- Office Vacancy in Berlin remains at very low levels, at 4.1% as of Q4 2021²⁾

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.



Pre-refurbishment



During refurbishment



Post refurbishment -rendering





PROPERTY DESCRIPTION

- 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.



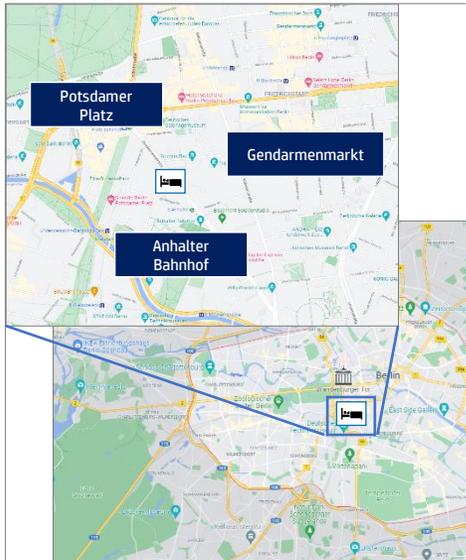
MARKET DEMAND

- 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.



VALUE EXTRACTION POTENTIAL

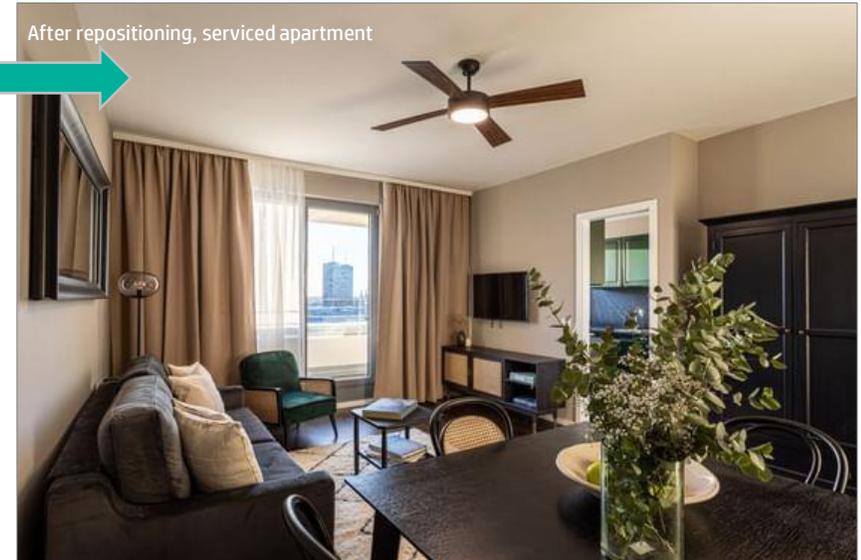
- **Full property repositioning into hotel and serviced apartments to be finalized in 2022**
- The former 16 floor tower on the left has been fully refurbished and repositioned as a mixed hotel and serviced apartment offering, with 61 hotel rooms, 74 serviced apartments and 3 penthouses.
- Newly branded Tale by Precise
- Full refurbishment of ground floor areas, with a new lobby, bar, café/bistro, and restaurant.



Before repositioning, hotel room



After repositioning, serviced apartment





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.



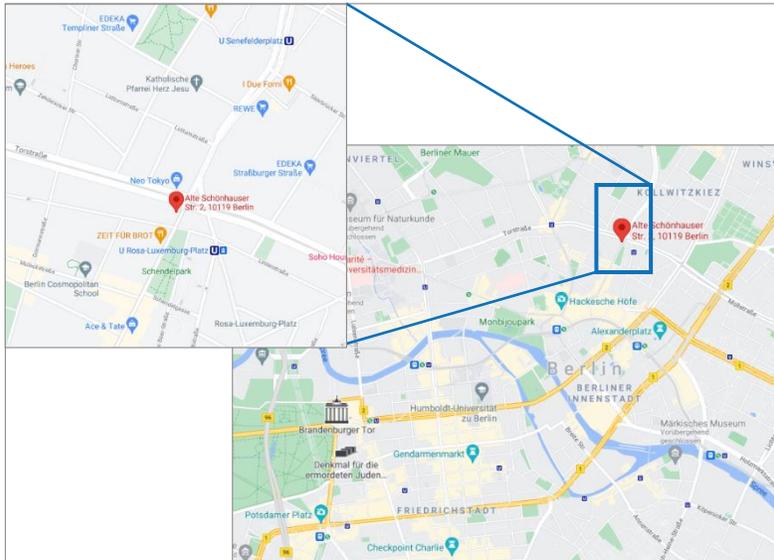
MARKET POSITION

- 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.



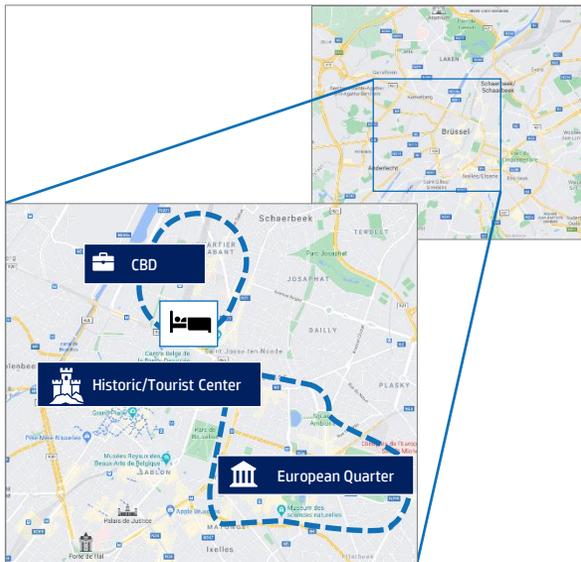
MARKET POSITION

- 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

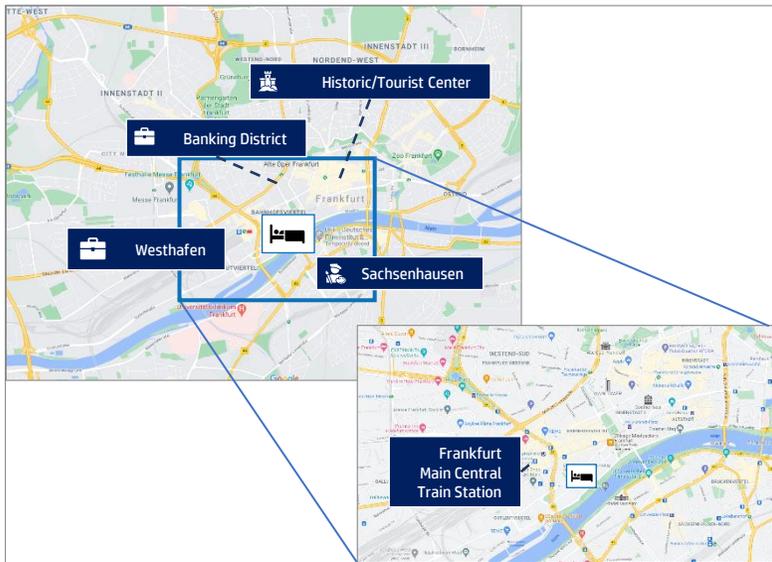
- The property is located between the Banking District and Westhafen. Office rent in Westhafen, reach up to €25.5/sqm, while rent in the nearby Banking District can reach up to €42.5/sqm¹⁾
- Prime Residential rent in Frankfurt stands at around €25/sqm, with Condominium prices for Prime Residential of 10.3k/sqm, with the City Center and North Bank of the Main river being the most in demand areas²⁾

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.



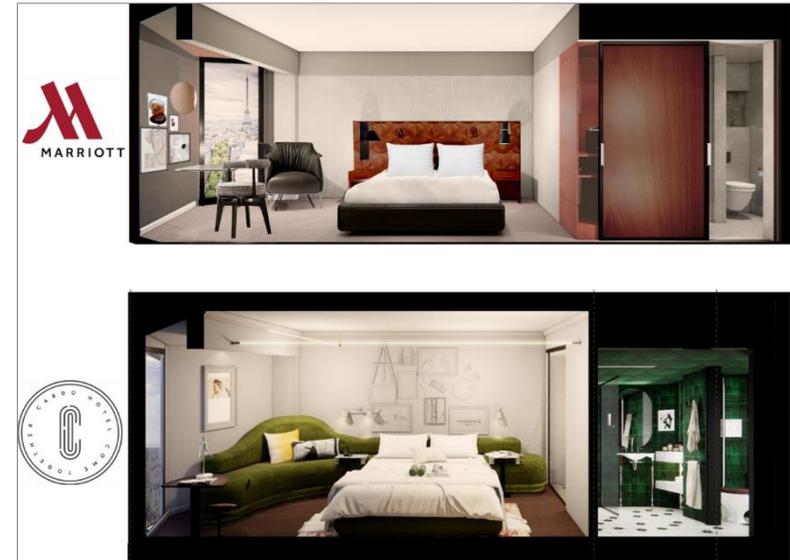
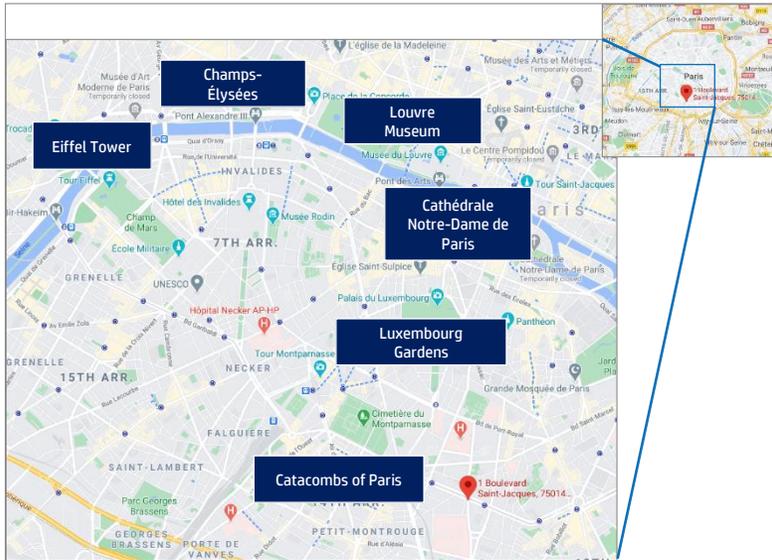
MARKET POSITION

- 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 city¹⁾. Average office rents in Gendarmenmarkt range between €32-€36 per sqm¹⁾
- Demand is the highest for modern office space with virtually zero vacancy in Mitte²⁾. New supply comes with high pre-letting ratio for any new developments, leaving little or no availability after completion²⁾
- Mitte is the largest hotel cluster of Berlin, more than half of the branded hotels are located there³⁾ with Alexanderplatz especially in great demand⁴⁾
- Mitte is also the gravity center of Berlin's residential market with the highest rents and prices in the city⁵⁾

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

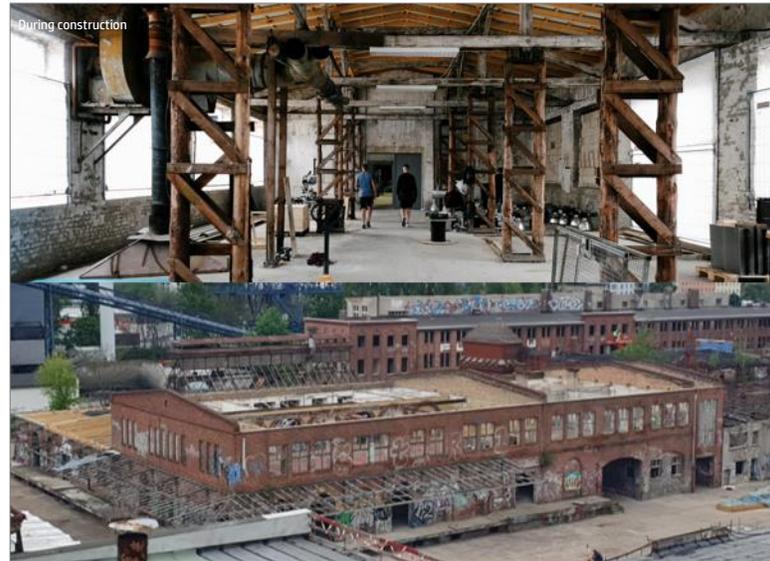
- This office property is located at Schnellerstraße 137, 12439 Berlin, in the Niederschöneide quarter of Berlin's Treptow-Köpenick borough, which is a mix-use area surrounded of commercial as well as a residential space with the Treptower Park to the north and in the south the Berlin Adlershof Technology 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 type¹⁾
- Achievable purchase/sale prices range between €4k-€5k per sqm¹⁾

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/sqm¹⁾
- Vacancy rate in the central station district is 0%. Space under construction is over 85% pre-let²⁾
- Achievable selling prices can range between €10k/sqm to €14k/sqm¹⁾³⁾

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 sqm¹⁾
- Achievable purchase/sale prices for office properties in the region can reach up to €9k per sqm²⁾
- 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-let³⁾

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



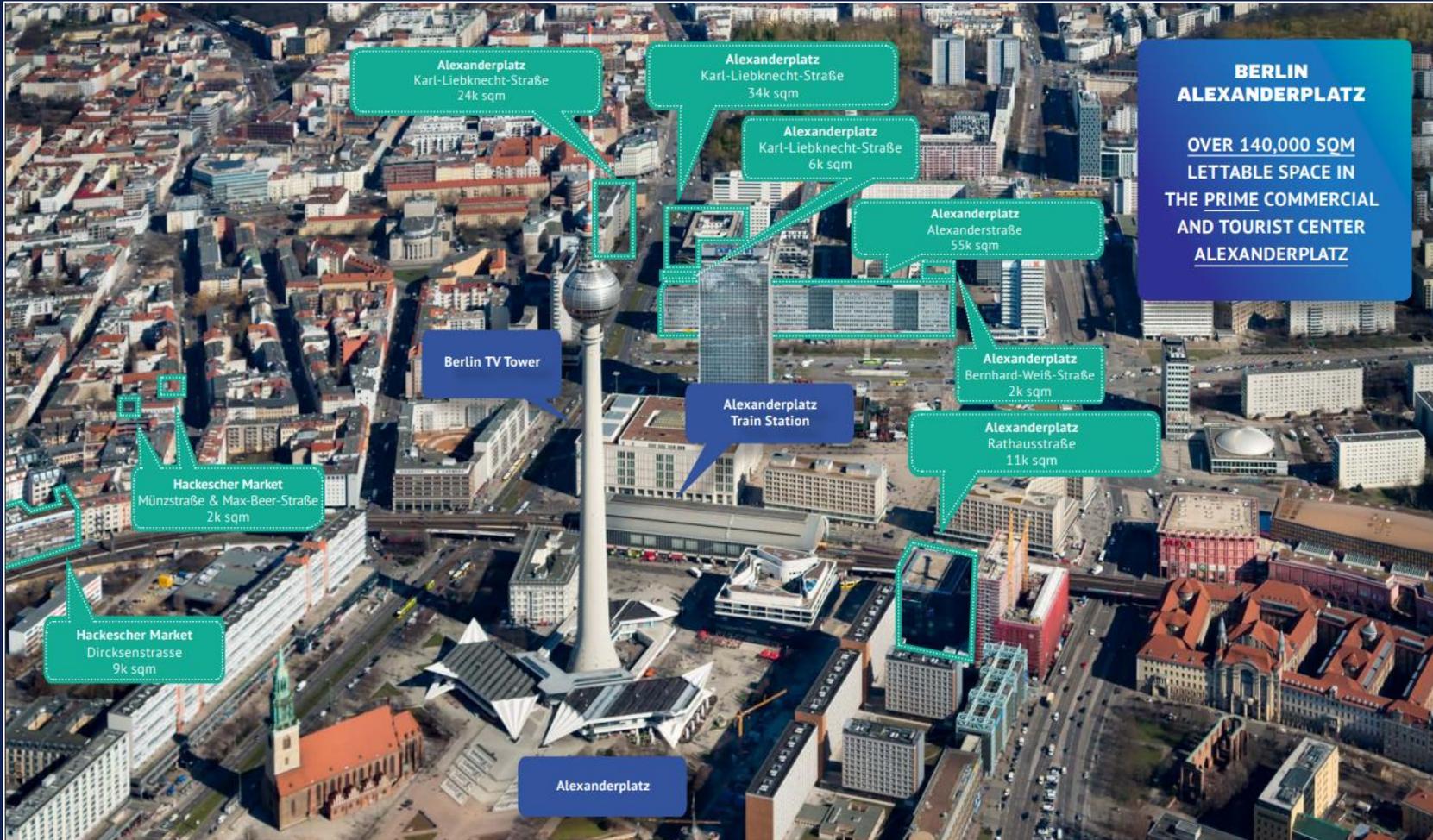
BERLIN



AMSTERDAM



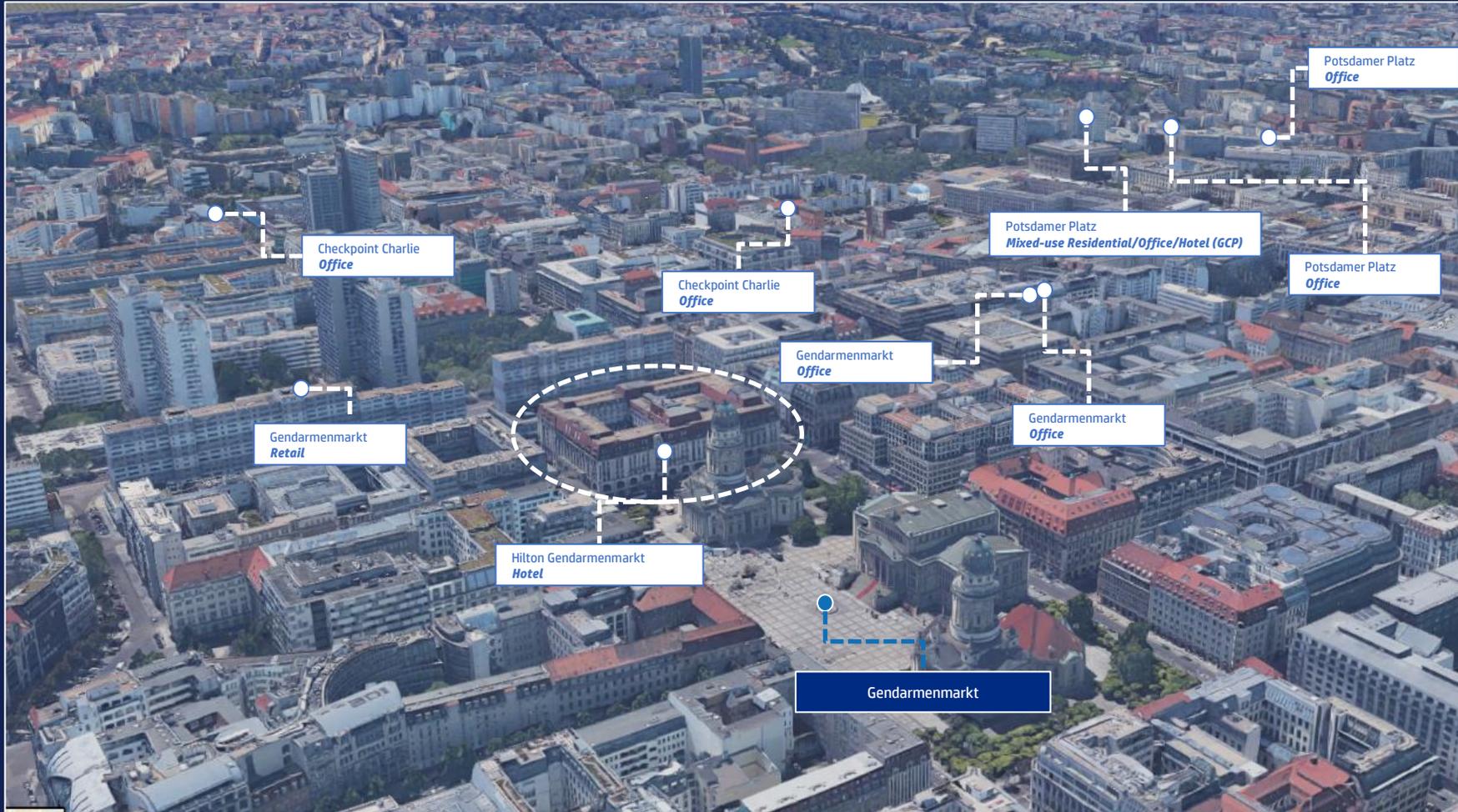
BERLIN



Landmark

AT property

BERLIN POTSDAMER PLATZ: THE PRIME COMMERCIAL AND TOURIST CENTER



Landmark

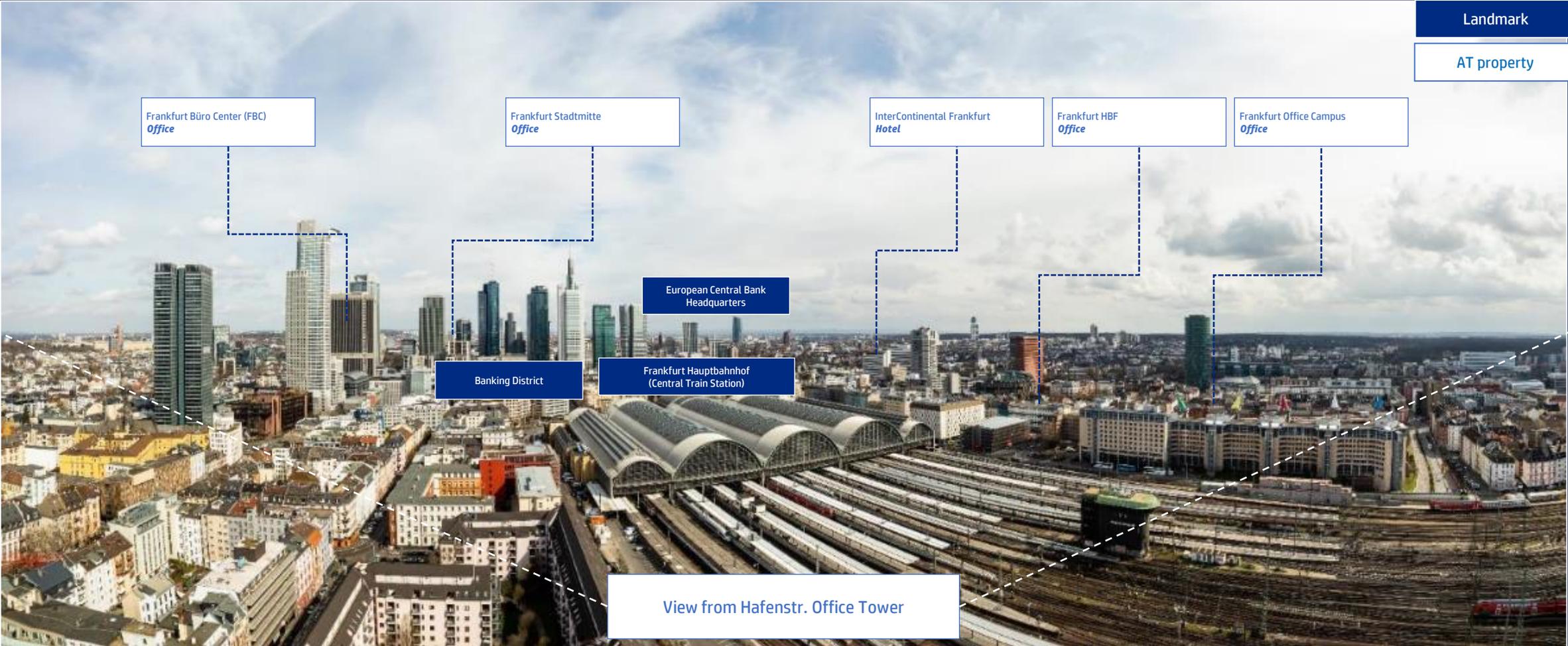
AT property

BERLIN KU'DAMM: THE PRIME COMMERCIAL AND TOURIST CENTER



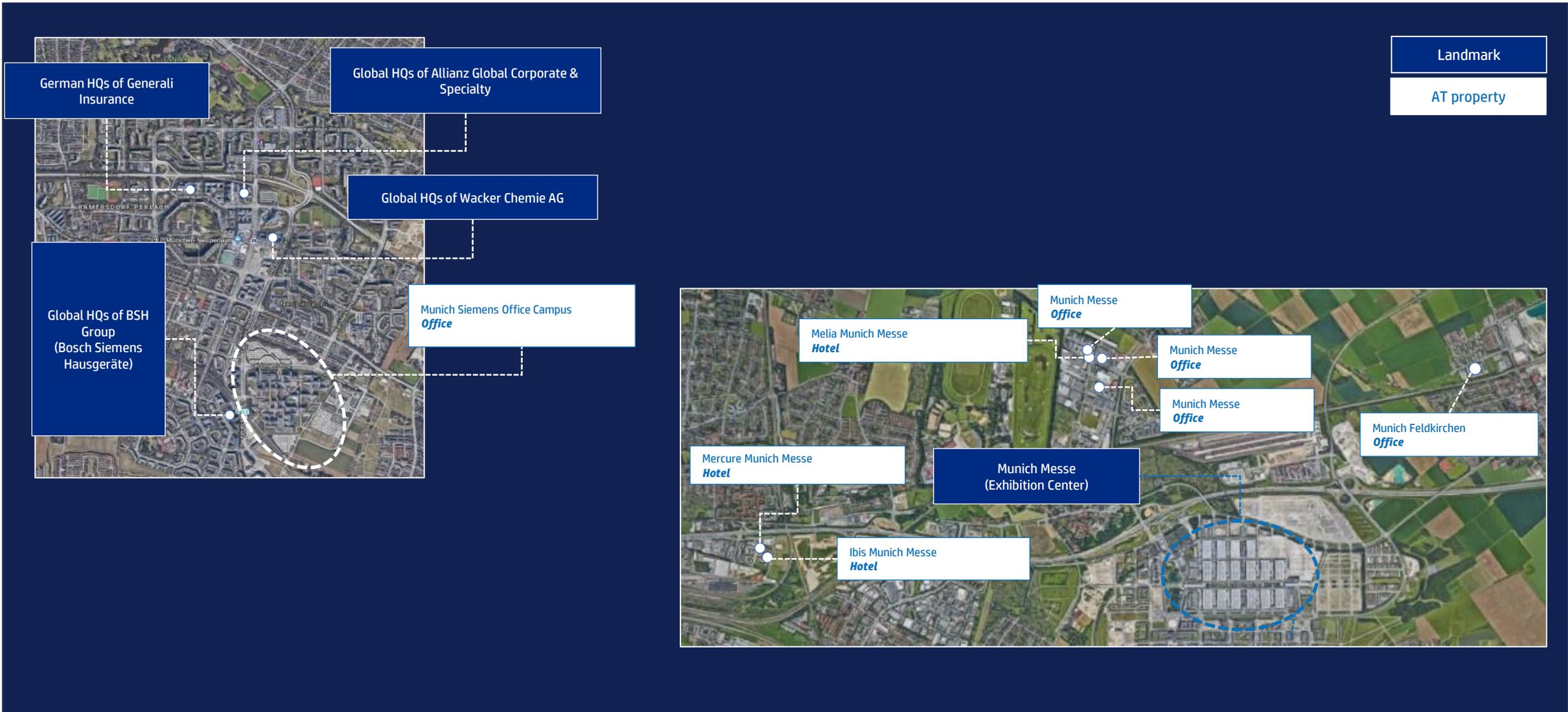
Landmark

AT property



FRANKFURT: QUALITY ASSETS NEAR MAIN CENTRAL TRAIN STATION AND MESSE



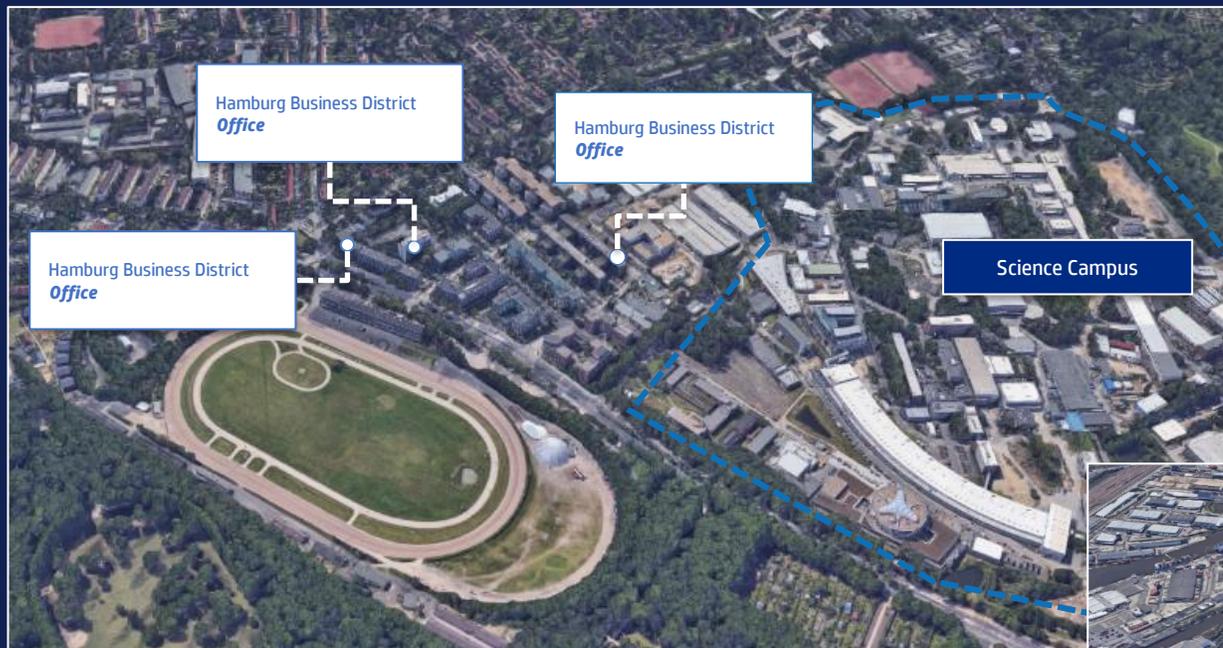


AMSTERDAM – CENTRALLY LOCATED HIGH QUALITY ASSETS



Landmark

AT property



Landmark

AT property

DRESDEN – PRIME ASSETS IN HISTORIC CITY CENTER



- Landmark
- AT property



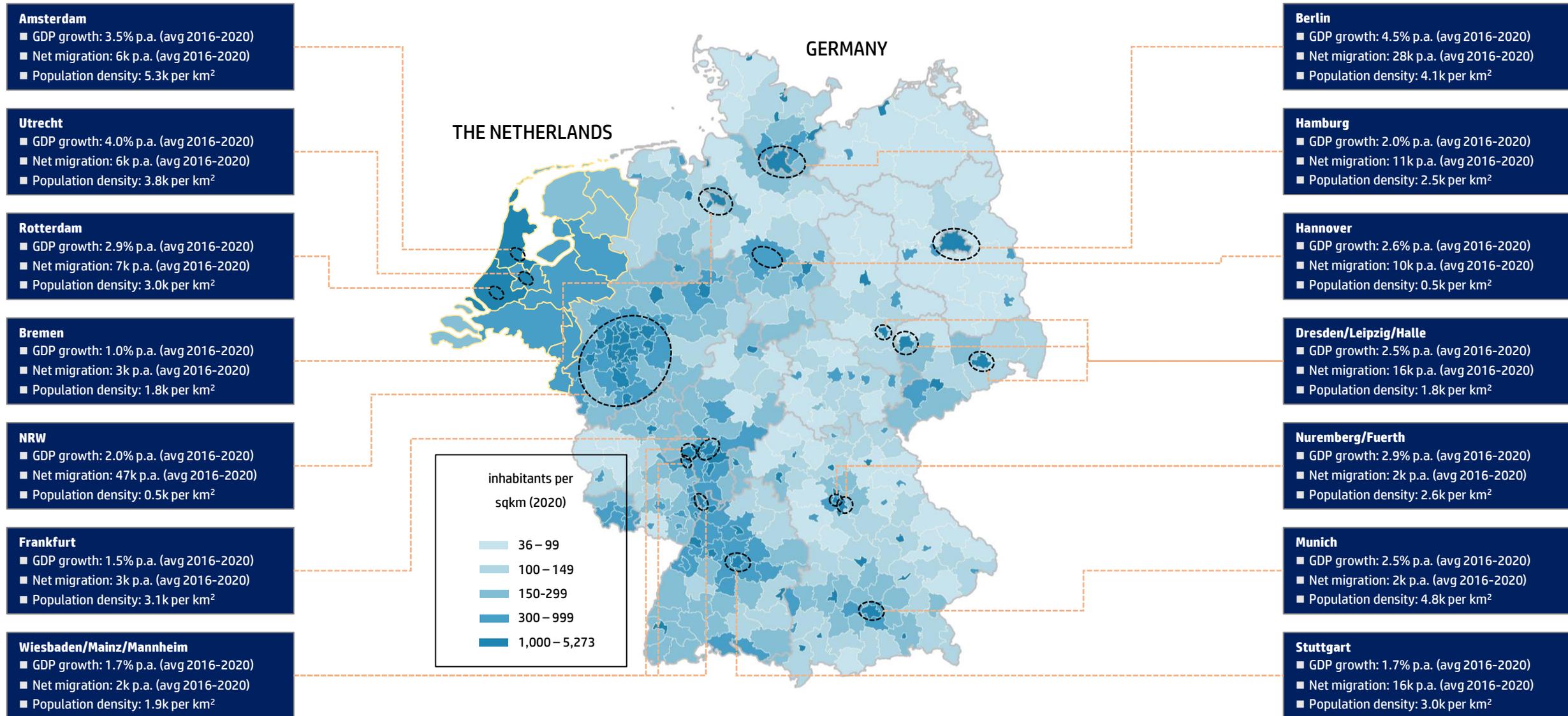
- Landmark
- AT property



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



GERMANY TOP 7 OFFICE MARKETS [\(LINK\)](#) RESEARCH BY GERMAN PROPERTY PARTNERS

➤ “Fueled by pent-up demand, take-up of office space in Germany’s Top 7 cities has reached pre-crisis levels. Although higher interest rates are currently holding some market players back, investment markets look set to rebound before the year ends.”
Andreas Rehrberg, Managing Director and GPP Spokesperson, Grossmann & Berger

Take-up of space returns to pre-Covid levels (+49% yoy), with growth in all locations, driven by pent-up demand & large-volume agreements

Rents increased in all cities, with yoy growth rates ranging from 2% to 18%

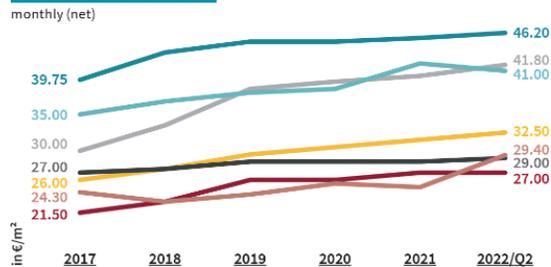
Vacancy rose slightly to 4.8% (+0.7pp yoy), still at a healthy level

Prime yields decreased 11bps on average but increased in some cities due to increasing rents & stable values

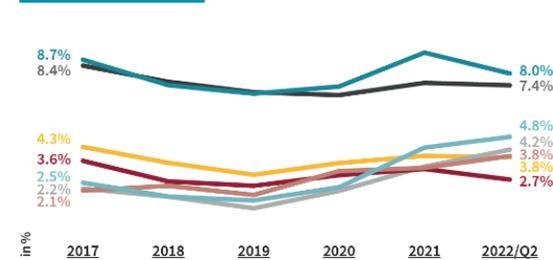
TAKE-UP OF SPACE



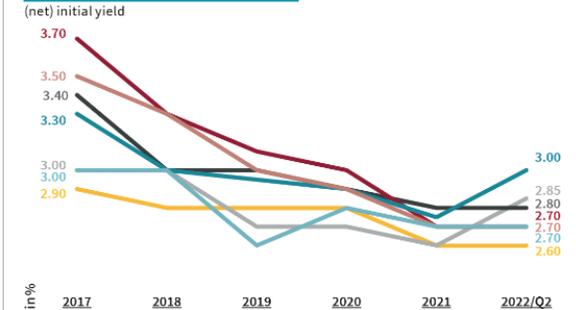
PREMIUM RENT



VACANCY RATE



PRIME YIELDS OFFICE



BERLIN DÜSSELDORF FRANKFURT HAMBURG COLOGNE MUNICH STUTTART



POSITIVE NET MIGRATION RESULTS IN HIGH DEMAND

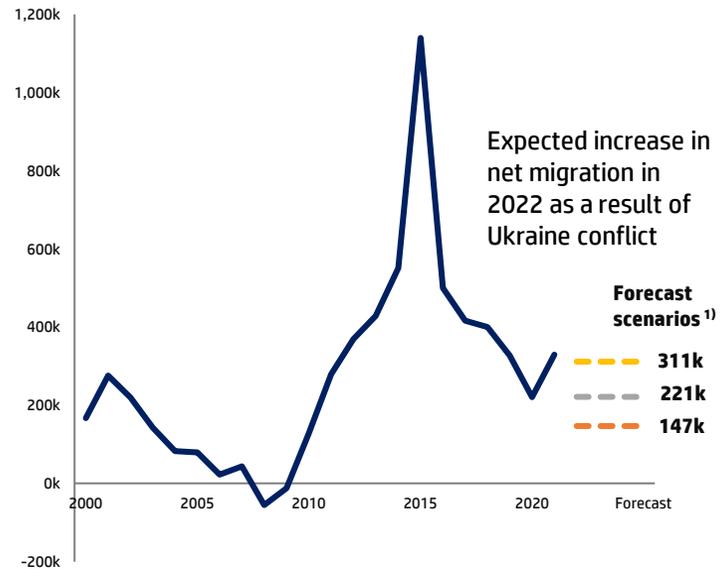


REDUCTION OF HOUSEHOLD SIZE RESULTS IN HIGH DEMAND

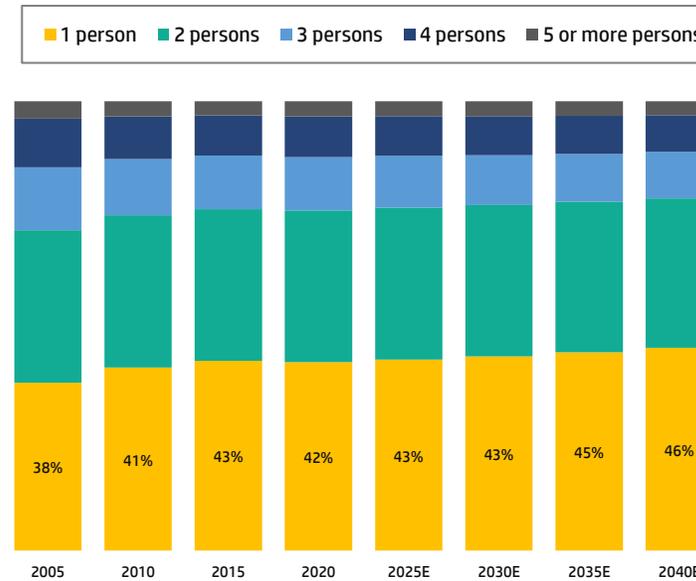


SIGNIFICANT UNDERSUPPLY

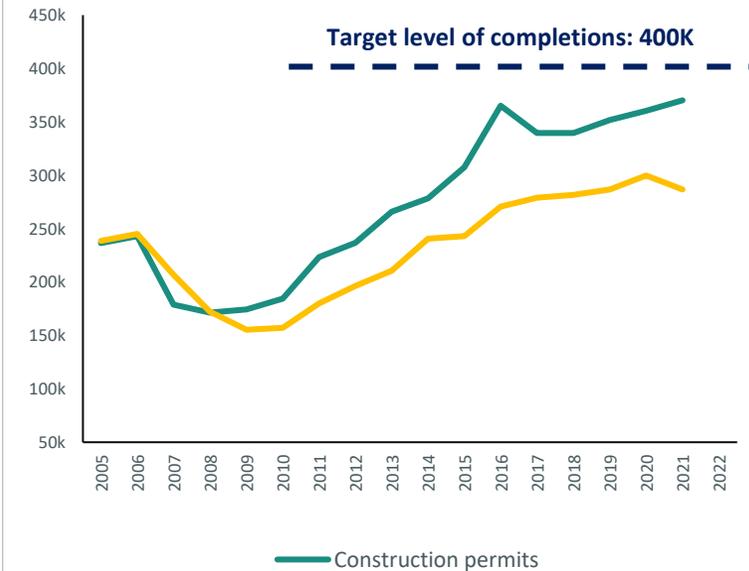
➤ Positive Net Migration in Germany ¹⁾



➤ Increase in the share of 1 person households ¹⁾



➤ Building permits at low levels, significantly below demand levels ²⁾

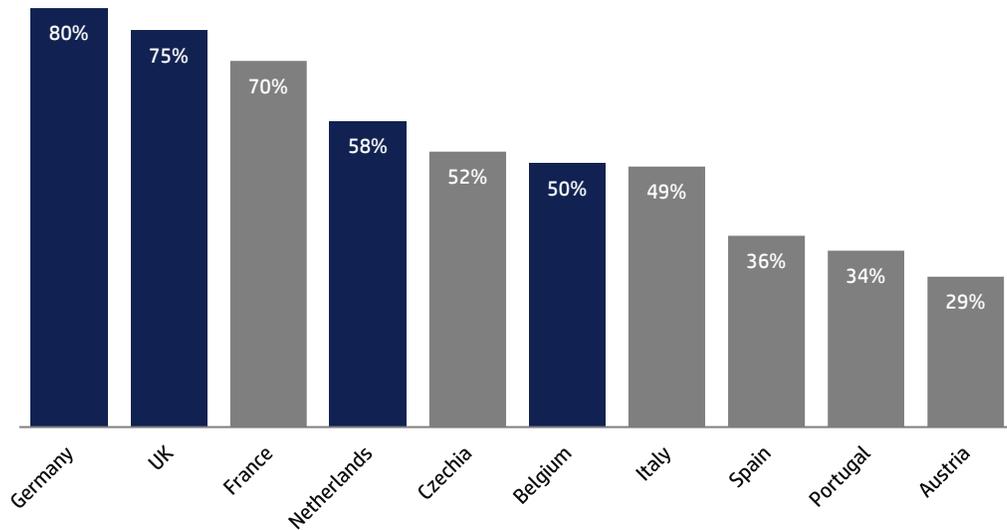


Sources: 1) Destatis. Forecast scenarios are based on high, low or moderate migration balance 2) Source: Destatis (actuals), target level of completions of the German government



HIGHEST SHARE OF DOMESTIC TRAVEL IN GERMANY, UK, AND NL HELPS PARTIALLY INSULATE HOTEL PERFORMANCE FROM WIDER INTERNATIONAL TRAVEL & BUSINESS TRAVEL FLUCTUATIONS

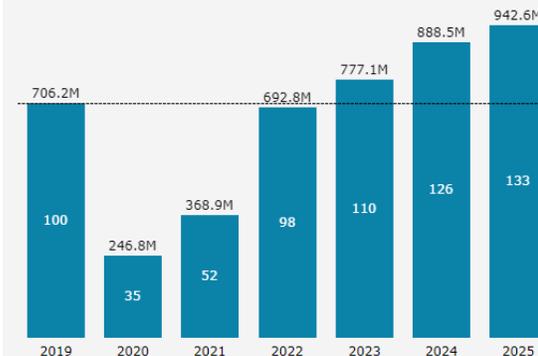
➤ Share of domestic travel pre-Covid (2019) ¹⁾



➤ Europe leisure travel back to pre pandemic levels in 2022. Business travel is recovering but still lagging ²⁾

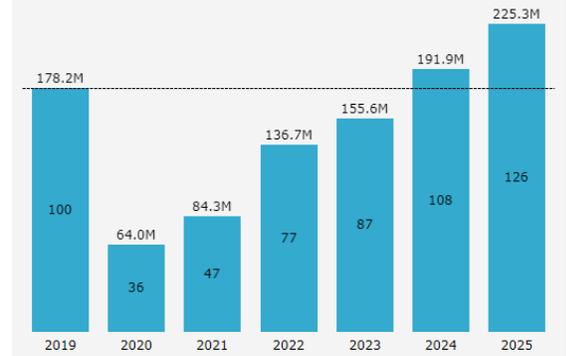
Leisure Visitor Arrivals to Europe

Index (2019 = 100), includes European and non-European arrivals



Business Visitor Arrivals to Europe

Index (2019 = 100), includes European and non-European arrivals



Source: 1) Eurostat, Office for National Statistics, Great Britain Tourism Survey, Tourism Northern Ireland – All as of 2019 2) European Travel Commission, European Tourism Key Figures & Tourism Economics (forecast released October 2022)

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