

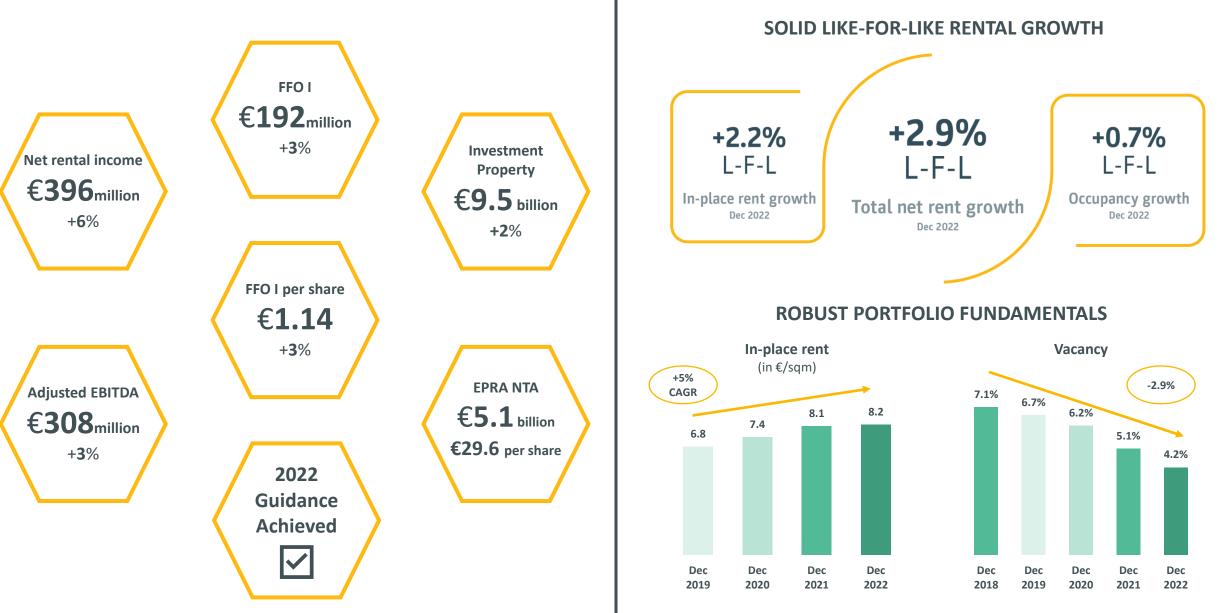
# FINANCIAL RESULTS PRESENTATION FY 2022

**March 2023** 

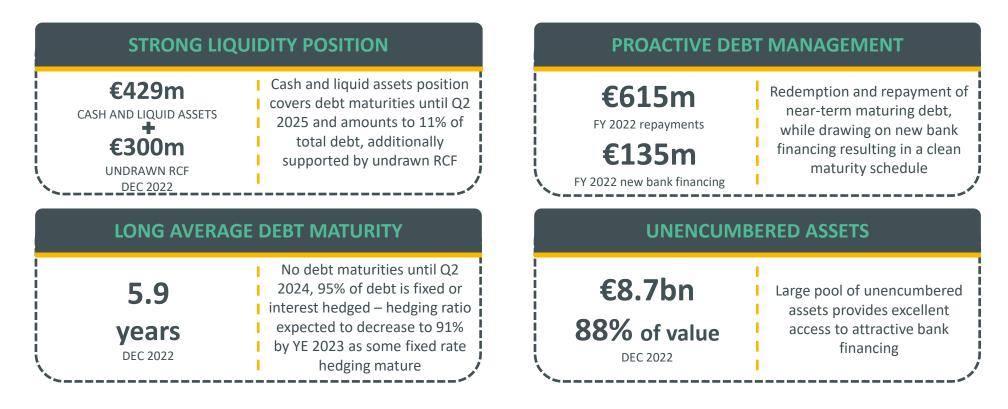


# **FINANCIAL HIGHLIGHTS**

# **PORTFOLIO HIGHLIGHTS**



### WELL POSITIONED IN CURRENT ENVIRONMENT WITH HIGH HEADROOM TO BOND COVENANTS



### **STRONG FINANCIAL PROFILE MAINTAINED**

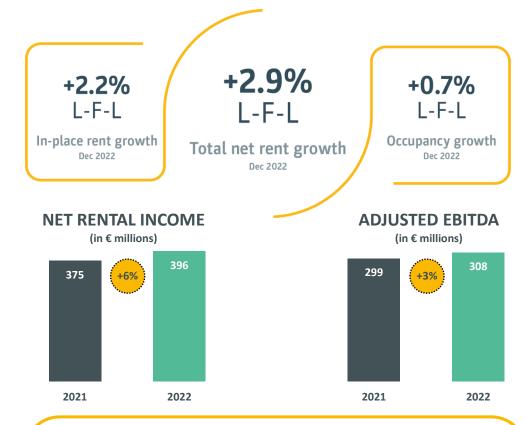
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\*considering 100% of perpetual as debt

# **OPERATIONAL PROFITABILITY**

Selected consolidated statement of profit or loss	2022	2021
in € '000 unless otherwise indicated		
Revenue	582,505	524,629
Net rental income	396,041	374,550
Property revaluations and capital gains	117,761	694,844
Share of profit from investments in equity-accounted investees	-	3,952
Property operating expenses	(266,287)	(218,064)
Administrative and other expenses	(10,689)	(11,138)
EBITDA	423,290	994,223
Adjusted EBITDA	308,100	298,589
Depreciation and amortization	(10,488)	(8,235)
Finance expenses	(46,914)	(46,450)
Other financial results	(137,133)	(148,640)
Current tax expenses	(39,120)	(39,227)
Deferred tax expenses	(10,532)	(134,582)
Profit for the period	179,103	617,089
Earnings per share (basic) in €	0.77	3.12
Earnings per share (diluted) in €	0.76	2.90



- Net rental income increased primarily due to the impact of net acquisitions in the current and past period and the strong operational performance highlighted by the all-time low vacancy rate of 4.2%
- Property operating expenses increased as a result of cost inflation which had the greatest impact on heating and energy costs
  - GCP recorded appropriate provisions to address the potential impact on collection
- Profit for the period decreased primarily as a result of the lower property revaluations

# **FFO I + II**

in € '000 unless otherwise indicated	2022	2021
Adjusted EBITDA	308,100	298,589
Finance expenses	(46,914)	(46,450)
Current tax expenses	(39,120)	(39,227)
Contribution from / (to) joint ventures and minorities, net	(5,097)	(1,544)
Adjustment for perpetual notes attribution	(24,750)	(25,042)
FFO I	192,219	186,326
FFO I per share (in €)	1.14	1.11
FFO I	192,219	186,326
Result from disposal of properties	8,603	101,223
FFO II	200,822	287,549

FFO (in € millio		FFO I per shar (in €)	e
186 +3%	192	1.11	1
2021	2022	2021 202	2

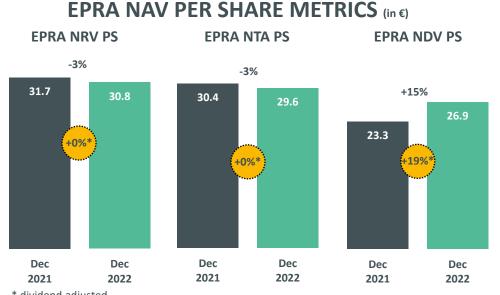


- \* FFO I growth driven by the impact of net acquisitions and robust like-for-like rental growth
- **\*** FFO I growth was partially offset by higher operating expenses from cost inflation which especially impacted energy and heating costs

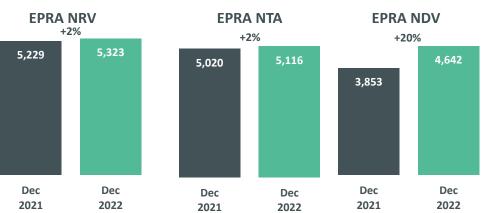
✤ FFO I guidance achieved



### **EPRA NAV METRICS**



\* dividend adjusted



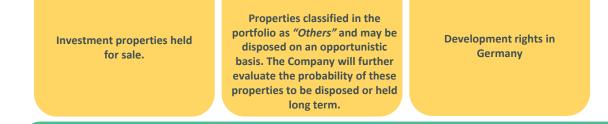
#### **EPRA NAV METRICS** (in € millions)

EPRA NRV  $\rightarrow$  assumes that entities never sell assets and aims to represent the value required to rebuild the entity

Deferred tax liabilities fully added back RETT fully added back

**EPRA NTA**  $\rightarrow$  assumes that entities buy and sell assets, thereby crystallizing certain levels of unavoidable deferred tax and triggering purchaser's costs.

GCP has classified properties into three categories for which, as they may be disposed in the long term, deferred taxes or real estate transfer tax are not added back in the NTA calculation:



**EPRA NDV**  $\rightarrow$  represents the shareholders' value under a disposal scenario, where deferred tax and financial instruments are calculated to the full extent of their liability, net of any resulting

No adjustments besides fair value measurements of debt.

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# **PORTFOLIO OVERVIEW**





In addition to the portfolio below GCP has investment property held for sale amounting to ~€330 million, of which over €170 million has been signed as of year-end 2022.

December 2022	Value (in €M)	Area (in k sqm)	EPRA vacancy	Annualised net rent (in €M)	In-place rent per sqm (in €)	Number of units	Value per sqm (in €)	Rental yield
NRW	2,031	1,226	4.2%	93	6.3	17,917	1,657	4.6%
Berlin	2,177	618	4.1%	66	9.0	8,442	3,520	3.1%
Dresden/Leipzig/Halle	1,252	815	3.5%	54	5.7	13,997	1,535	4.3%
Mannheim/KL/Frankfurt/Mainz	439	176	3.3%	19	8.7	3,013	2,500	4.2%
Nuremberg/Fürth/Munich	303	80	6.1%	9	10.2	1,430	3,796	3.1%
Hamburg/Bremen	430	263	5.7%	21	6.8	3,996	1,631	4.8%
London	1,673	203	3.8%	78	33.3	3,840	8,262	4.7%
Others	981	688	4.9%	53	6.8	11,646	1,426	5.4%
Development rights and new buildings*	244							
Total December 2022	9,530	4,069	4.2%	393	8.2	64,281	2,282	4.2%
Total December 2021	9,339	4,096	5.1%	383	8.1	64,937	2,205	4.2%

\* of which pre-marketed buildings in London amount to €30 million

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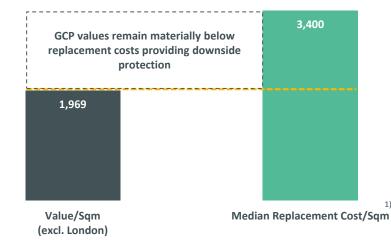
# **PROPERTY VALUATIONS**

- In 2022, GCP recorded like-for-like valuation gains of 1%, primarily from positive revaluation gains in the first half of 2022.
- In Q4 2022, property revaluations turned slightly negative and decreased 1% as compared to September 2022.
- Revaluation gains were negatively impacted in Q4 2022 by increasing interest rates thereby resulting in slight yield expansion.
- Devaluations in Q4 2022 were offset by a solid operational result driven by like-for-like rental growth and a reduction in vacancy across the portfolio and further supported by the systemic supply demand imbalance present in the German residential market.



#### GCP VALUE incl. land VS REPLACEMENT COST excl. land

(Excl. London & in € per sqm)

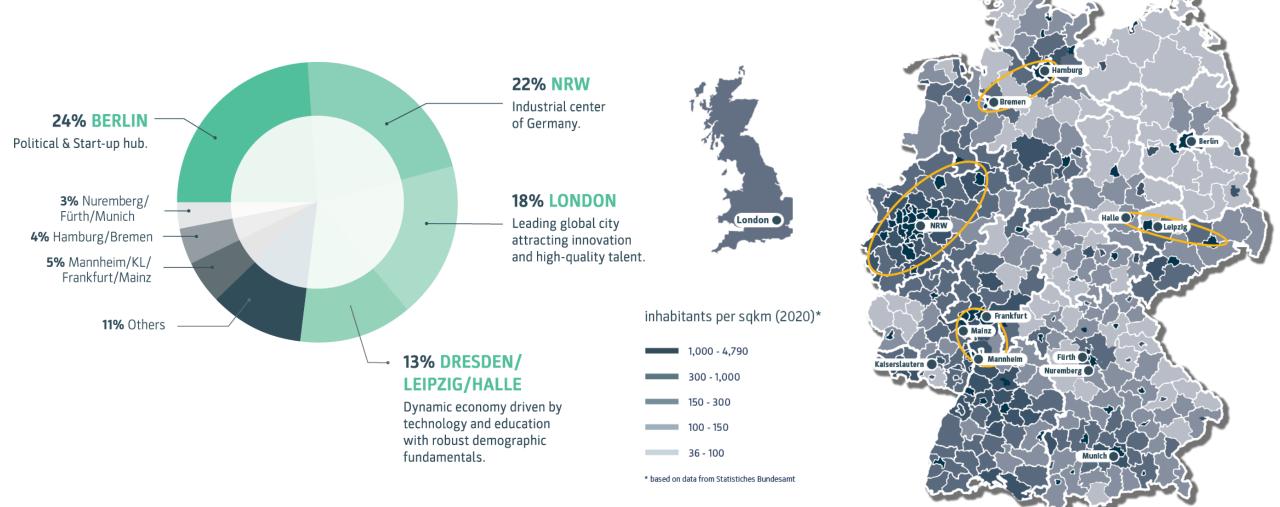


1) ARGE//EV, Wohnungsbau Die Zukunft Des Bestandes – Bauforschungsbericht Nr.82 – Feb 2022 (Excluding Land)

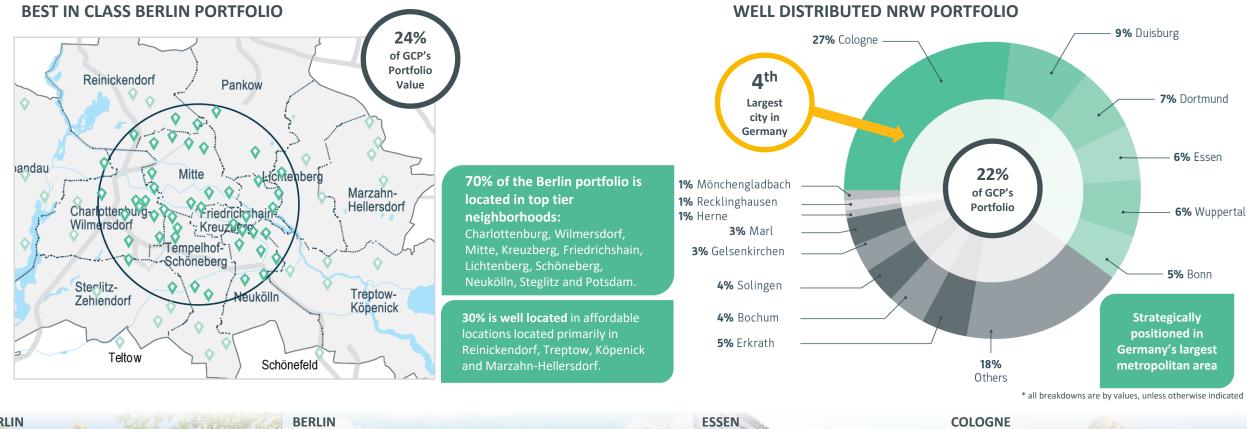
#### VALUATION PARAMETERS

	2022	2021
Rent Multiple	23.6x	23.6x
Value per sqm	€2,282	€2,205
Market rental growth p.a.	1.8%	1.7%
Management cost per unit	€291	€269
Ongoing maintenance cost per sqm	€10.2	€9.2
Average Discount rate	4.8%	4.8%
Average Capitalization rate	3.8%	3.9%

# DIVERSIFIED PORTFOLIO WITH HIGH GROWTH POTENTIAL

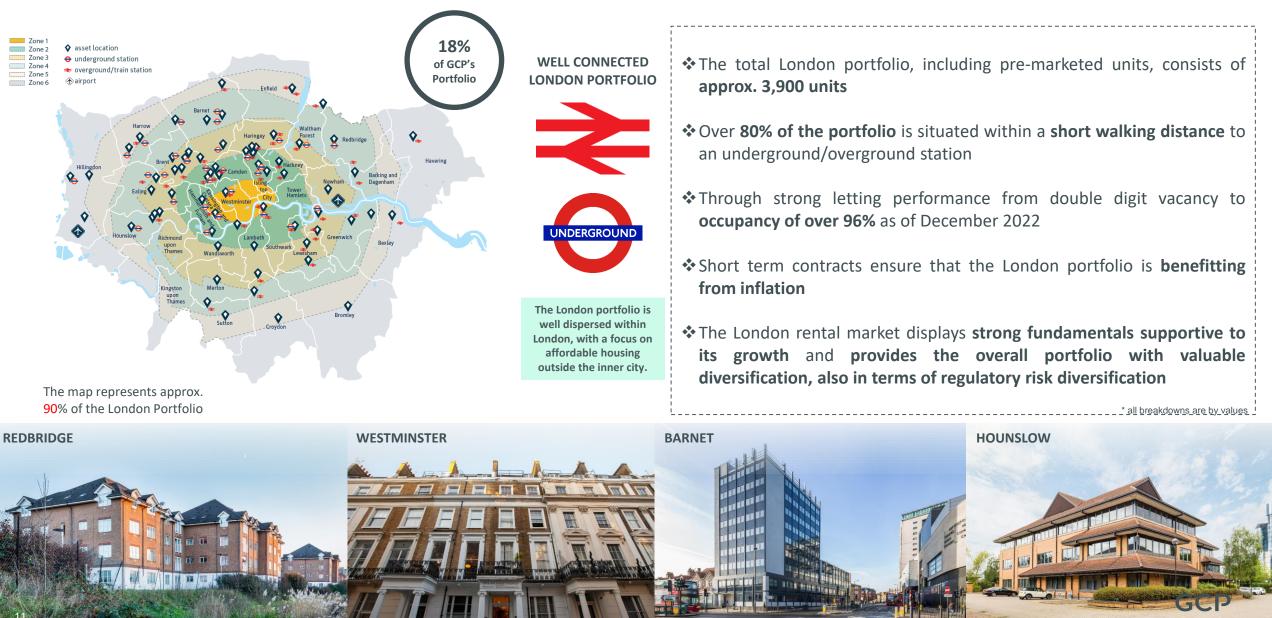


# **FOCUS ON CENTRAL LOCATIONS IN BERLIN AND NRW\***

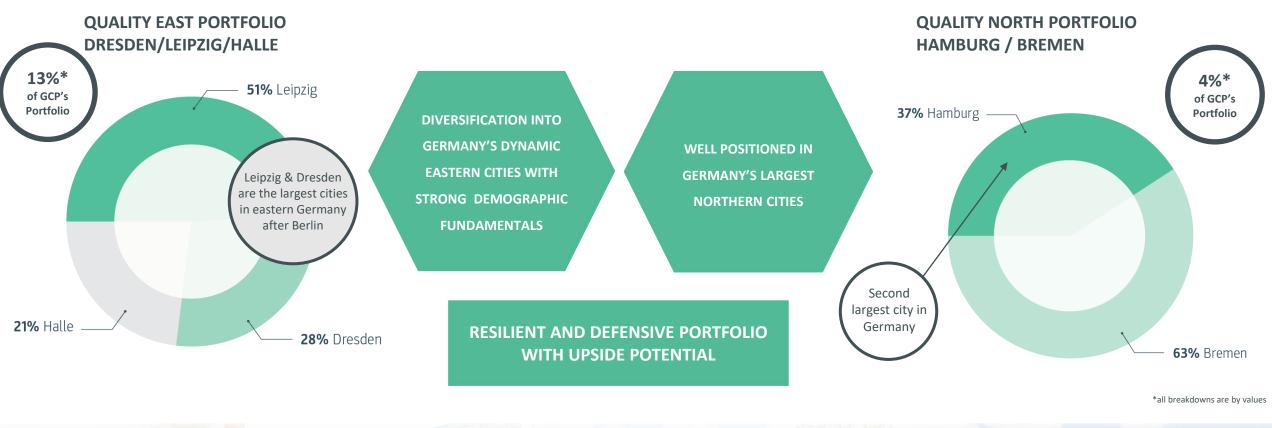




# **HIGH QUALITY LONDON PORTFOLIO\***



# **QUALITY EAST AND NORTH PORTFOLIO**





# **MAINTENANCE & CAPEX**

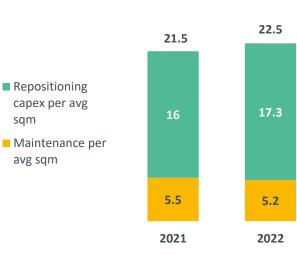
#### **REPOSITIONING CAPEX**

- Focus remains on improving the asset quality
- All capex is directed towards value creation
- Other value-add measures include:
  - Upgrading apartments for new rentals
  - Enhancing staircases and public areas
  - Installing playgrounds
  - Installing elevators and ramps
  - Other similar measures
- In 2022, GCP invested €17.3/avg sqm into repositioning capex
- Additionally, in 2022, GCP invested around €10 million in modernisation and €59 million in pre-letting modifications
  as most pre-let units have been completed, less of such expenses are expected going forward
- Investments related to energy efficiency and CO<sub>2</sub> reduction, such as replacing windows and heating systems, are attributed to the above category's depending on the project specifics

In-light of the increasing cost of capital, GCP has been more selective on capex and intends to keep investments at a lower level by only investing in capex projects that offer the greatest returns

#### **REPOSITIONING CAPEX & MAINTENANCE**

(in € per average sqm)



#### **FAÇADE ENERGY EFFICIENT INSULATION AND**

**REFIT** 



#### **ADJUSTED FUNDS FROM OPERATIONS (AFFO)**

in € '000 unless otherwise indicated	2022	2021
FFO I	192,219	186,326
Repositioning Capex	(70,535)	(63,084)
AFFO	121,684	123,242

## **FINANCIAL POLICY**

#### **GCP 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 a 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 current market environment, the Company has decided not to distribute a dividend for the 2022 Financial Year, going forward the policy remains unchanged but subject to market conditions

#### GCP REMAINS COMMITTED TO MAINTAINING A CONSERVATIVE FINANCIAL POLICY

#### **GCP REMAINS COMFORTABLY ABOVE ITS BOND COVENANTS**

#### **Overview of Covenant Package**

Covenant Type	GCP Covenant limit and 2022 results
Limitation on Debt	✓ 33%
Total Debt / Assets	<=60% <sup>(1)</sup>
Limitation on Secured Debt	✓ -1% (Liquidity is larger than secured debt)
Secured Debt / Total Assets	<=45% <sup>(2)</sup>
Interest Coverage Ratio	✓ 6.6x
Adjusted EBITDA / Net Cash Interest	>= 2.0x <sup>(3)</sup>
Maintenance of Unencumbered Assets	✓ 295%
Unencumbered Assets / Unsecured Net Debt	>= 125% <sup>(4)</sup>
Change of Control Protection	✓

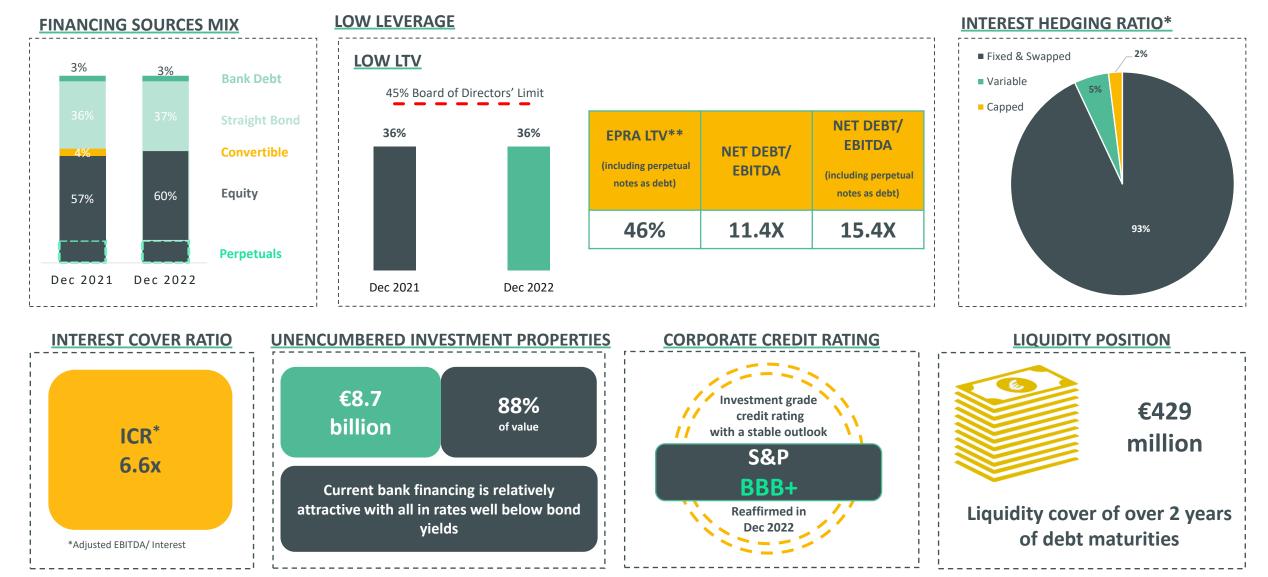
Notes:1) Total Net Debt / Total Net Assets 2) Secured Net Debt / Total Assets

All issuances under the EMTN programme require min. coverage of 1.8x

4) Net Unencumbered Assets / Net Unsecured Indebtedness

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

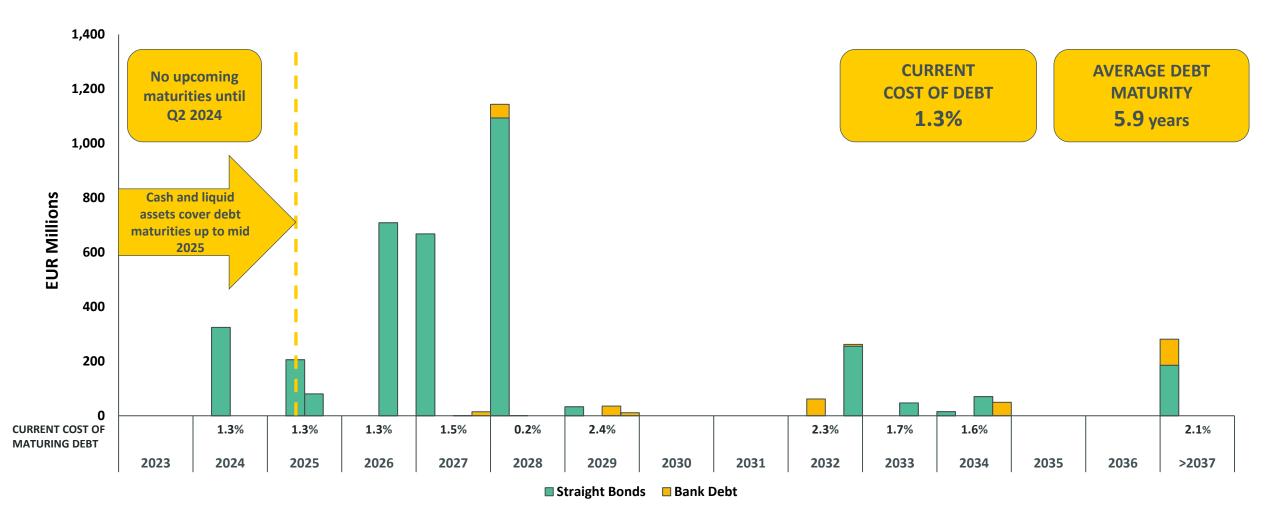
## **STRONG FINANCIAL PROFILE**



\*Over the course of 2023 several fixed rate hedging mature, which is expected to result in a hedging ratio of 91% assuming the Company does not re-hedge the instruments

\*\* Detailed EPRA LTV calculation can be found here in the appendix

### **DEBT MATURITY SCHEDULE**



# **PERPETUAL NOTES REFRESHER**

### **Characteristics Perpetual Notes**



- Perpetual notes have no maturity date. On specified dates GCP can call the notes. There is no requirement to call. Noteholders don't have a put option on the call date.
- Perpetual notes are ranked junior to debt securities and have no covenants.
- Coupons are deferable at GCP's discretion.
- Under IFRS Perpetual Notes are 100% equity instruments. Under S&P methodology Perpetual Notes are considered 50% equity / 50% debt until the first call date.
- The nature and use of perpetual notes has a positive corporate credit rating impact.

### January 2023 Perpetual Notes Decision

- At the end of 2022, GCP announced its decision not to call the €200 million perpetual notes series which had its first call date in January 2023.
- GCP made this decision because the cost of a potential replacement with a new issuance was significantly higher than the coupon reset price of the notes and because of the high uncertainty in capital markets which might result in deteriorating access to capital.
- The reset coupon amounted to 6.332% which will result in an €7.2 million higher coupon for this series on an annualised basis.

### **Options for Upcoming Call Dates**

- Refinance with a new hybrid if rates are attractive (new rates are below reset rates)
  - Impact on S&P equity content: No impact
- Cash repayment using the authorized allowance according to S&P (10% of total outstanding amount within 12 months period, 25% in 10 years)
  - Impact on S&P equity content: No impact
- Partial replacement with an equity content instrument
  - Impact on S&P equity content: No impact
- Don't call at first call date, but call at a later stage with replacement of new issuance when rates are more attractive (call at any coupon payment date)
  - Impact on S&P equity content: Non-called notes considered debt, no impact on all other outstanding notes\*
- Combination of the above
- The next call date for the perpetual notes is in October 2023 in the amount of €350 million, reset margin at 2.432% over 5-year mid swap
- ✤ GCP will announce its decision regarding the notes closer to the call date



	FY 2023
FFO I	170M – 180M
FFO I per share (in €)	0.99 - 1.04
Dividend per share (in €)*	0.74 - 0.78
Total net rent like-for-like growth	1-2%
LTV	<45%

 $^{\ast}$  the 2023 dividend will be subject to market condition and AGM approval

#### **FFO drivers:**

- Low single digit adj. EBITDA increase as a result of the positive like for like rental growth partially offset by small amount of disposals
- Higher perpetual notes coupon payments and higher financing costs to offset adj. EBITDA increase





# APPENDIX

## **ESG AND SUSTAINABILITY**

#### **ENHANCED REPORTING**

In order to effectively address the varied interests and priorities of our business partners, investors, tenants, employees and communities



### NON-FINANCIAL REPORT

externally assured by Mazars and intended primarily for legislators and investors to provide a description of how we manage the material environmental, social and governance matters

Available here

### SUSTAINABILITY INSIGHTS

based on 12 topics identified as material in GCP's materiality assessment and is intended for investors and ESG analysts. These insights follow the guidelines developed by the Global Reporting Initiative (GRI), EPRA and the disclosure requirements of the main investor-orientated ESG benchmarks that we participate in.

Available here

#### SUSTAINABILITY IN FOCUS

provides an overview of our sustainability activities and is intended for use by our wider stakeholders, including our tenants, employees and the communities in which our assets are located. Available <u>here</u> EPRA BPR GOLD EPRA SBPR GOLD EPRA SBPR GOLD

For the 6<sup>th</sup> year in a row, GCP was awarded the EPRA BPR Gold Award for its Annual Financial Report for FY 2021 as well as the EPRA sBPR Gold Award for its EPRA sBPR reporting.

### **RECOGNITION FOR ESG & SUSTAINABILITY MEASURES**



GCP

# **ESG GOALS AND CONTRIBUTION**

	Goal	Our contribution
	<b>3</b> GOOD HEALTH AND WELL-BEING	We contribute to Goal 3 by providing accommodation and building communities that support the health, safety and wellbeing of our residents. We also make a positive contribution to Goal 3 by protecting the health and wellbeing of our employees
	4 QUALITY EDUCATION	We contribute to Goal 4 by investing in our people's knowledge, skills and development to support their personal growth. Secondly, we support organisations that deliver wider benefits to our residents such as services including educational support programmes to promote social mobility (see also Goal 10).
¢ <sup>7</sup>	5 GENDER EQUALITY	Our commitment to Goal 5 is demonstrated by our support for the Charta der Vielfalt (German Diversity Charter) and our inclusion in the Bloomberg Gender Equality Index. Our zero-tolerance approach to discriminations is underpinned by our Anti-Discrimination Policy and Diversity Committee.
() ()	7 AFFORDABLE AND CLEAN ENERGY	We support Goal 7 by investing in a more decentralised, renewables-based energy model for our assets. We have committed to the installation of on-site renewables and have set a target to procure only PPA carbon-neutral energy for landlord areas by 2027.
	<b>10</b> REDUCED INEQUALITIES	We support Goal 10 through our business model which involves buying, optimising and repositioning previously under-managed and under-rented residential assets. Through this, we enhance tenants' quality of living. We also provide cash and/ or in-kind funding to local organisations which are well-placed to deliver additional social benefits to tenants and the wider community.
	<b>11</b> SUSTAINABLE CITIES AND COMMUNITIES	Many of our asset repositioning projects relate to previously neglected properties where we can significantly improve the residential environment and reduce the ecological impact. As well as improvements to the built environment, we contribute to Goal 11 by engaging with local authorities to improve existing community infrastructure, helping to make the neighbourhoods where we invest become more desirable.
(F)	13 ACTION	By up-grading existing buildings to ensure high standards of energy efficiency and low or zero carbon status we make a positive contribution to Goal 13. We have set a target to achieve a 40% reduction in CO2 emissions by 2030 against a 2018 baseline, and our energy strategy supports this target by prioritising building upgrades and investments in energy efficiency, renewable energy generation and storage systems.
Z	<b>16</b> PEACE, JUSTICE AND STRONG INSTITUTIONS	We contribute to Goal 16 by promoting robust corporate governance practices and high standards of business ethics across our operations and supply chain.
Ø	<b>17</b> PARTNERSHIP FOR THE GOALS	We contribute to Goal 17 by participating in global and national cross-sector initiatives, and support industry organisations to positively influence the property sector.



### **ENVIRONMENT**





GCP is undertaking measures to improve efficiency and reduce emissions as a part of its 2030 environment goals

### **GOING FORWARD**

Create and deliver a portfolio wide CO2 reduction pathway report by energy auditing the environmental performance of buildings such as the use of energy, waste and water.

Continue to switch the electricity supply of all common areas to **PPA** (Power Purchase Agreement) of **certified renewable electricity** generated from wind, hydroelectric, and solar PV sources.

Preserve biodiversity by limiting large green field developments and working on biodiversity-enhancing plantations while setting up insect hotels and bird houses.

GCP's Green Procurement Policy to drive environmental management procurement standards such as sourcing certified and/or recycled wood products and refraining from using pesticides and herbicides.

Reduction of 40% in CO2 emissions by 2030 from the 2019 baseline.

### **SOCIAL**

#### **TENANTS**

Entertaining, diverse, convincing: GCP creates attractive digital alternatives to prior at-site-events

Seasonal GCP digital tenant events keep up tenant interaction and satisfaction (Advent Calendar, Easter/ Summer/ Halloween Event)

GCP develops lighthouse digital services for (prospective) tenants: Service App, Loyalty Program, digital flat search, virtual flat viewings and digital signature

GCP ensures a consistently high tenant satisfaction through a comprehensive tenant service, including our 24/7 service center

#### **GCP FOUNDATION**

From Dortmund to Halle, from Bremen to Mainz: Support for charitable projects across Germany

Wide range of beneficiaries, e.g. social facilities, day care centers for children, creative centers, micro-local community initiatives, sports teams, and many more

Policy of providing suitable vacant rentfree units for charitable organisations and also helping with furniture, equipment, and funds for operations

Strong network, also through repeated engagements - among others:

#### **EMPLOYEES**

GCP values diversity – a fact that is also underlined with almost 40 nations represented among all GCP employees

GCP offers a wide range of online and atsite trainings for personal and professional development - including a leadership program to promote and retain young talents

GCP provides the team at the operational HQ in Berlin with a free gym - with exercise equipment, trainers and numerous sports courses

GCP cooperates with an external and renowned partner to offer holiday care and virtual childcare for children of all our employees

#### LOOKING FORWARD

We want to...

... further improve tenant satisfaction by continuously enhancing the digital customer service experience for tenants and further reducing response times

... further improve and enhance employee training & development and provide more opportunities for advancement to internal employees

... Support more charitable projects in GCP communities to foster a sense of togetherness and build strong community bonds

... further explore our digital tenant events in terms of variety (e.g. hybrid events) and participant numbers - and also regarding potential abstract effects towards other (digital) company-owned tools, programs and initiatives



### **GOVERNANCE**

#### **BEST-IN-CLASS REPORTING LEADING TO HIGH STANDARDS OF TRANSPARENCY**

- For the <u>SIXTH</u> <u>CONSECUTIVE</u> year in September 2022, GCP received the EPRA BPR and sBPR gold awards for its financial reporting and sustainability reporting, respectively.

1

#### **EXPERIENCED LEADERSHIP WITH STRONG AND INDEPENDENT BOARD OF DIRECTORS**

- GCP benefits greatly from a strong Board of Directors composed primarily of independent directors.

- Additionally, the Audit, Risk, Nomination & Remuneration committee members are mostly independent directors providing strong governance to the organization.

#### INTEGRATED SUSTAINABLE BUSINESS STRATEGY

- Sustainability goals further entrenched into the core business with GCP's integrated sustainable business strategy.

- Milestones and targets alligned with the relevant United Nations' Sustainable Development Goals.

# **STRONG CAPITAL MARKET ACCESS**



	2015	2016	2017	2018	2019	2020	2021
Perpetual Coupon	3.75%	2.75%	-	2.50%	-	1.50%	-
Straight Bond Coupon	1.50%	-	Low: 1.375% High: 2%	Low: 0.96% High: 2%	Low: 0% High: 2.5%	1.70%	0.125%
Convertible Bond Coupon	1.50%	0.25%	-	-	-	-	-

### **Proven track record**

Approx. €9 billion of capital raised since 2012, with a proven track record in 4 different instruments: Equity, Perpetual notes, Convertible bonds and Straight bonds across a broad spectrum of investors & markets

GCP's largest issuance of €1 billion during 2021

**€1.3 billion** issued in 2020, with €600 million issued at the peak of the pandemic

Over €700 million issued in 2019

Strong activity in 2018, issuing €1.3 billion

Over €900 million issued in 2017

#### **EQUITY & BOND BOOKRUNNERS**



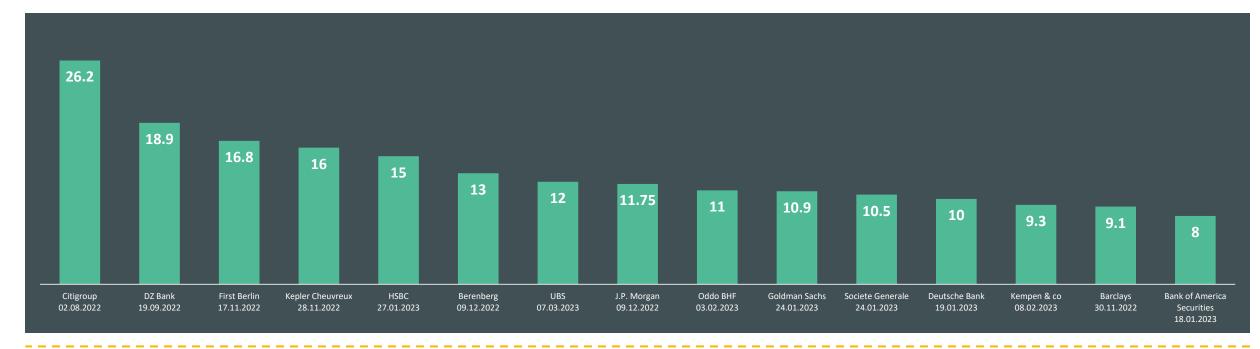
## **NEW EPRA KPI: EPRA LTV**

Dec 2022	Consolidated (as reported)	Share of Joint Ventures	Share of material associates	Material non- controlling interests	Proportionate consolidation
		in € '000 ur	less otherwis	se indicated	
Total debt	3,935,385	-	-	-	3,935,385
Equity attributable to perpetual notes investors	1,227,743	-	-	-	1,227,743
Net foreign currency derivatives on debt	(44,276)	-	-	-	(44,276)
Net payables	-	-	-	-	-
EPRA Gross Debt	5,118,852	-	-	-	5,118,852
Less:		-	-	-	
Cash and cash equivalents	(429,127)	-	-	-	(429,127)
EPRA Net Debt	4,689,725	-	-	-	4,689,725
Owner occupied property	54,720	-	-	-	54,720
Investment property <sup>1</sup>	9,492,946	-	-	-	9,492,946
Investment properties of assets held- for-sale <sup>1</sup>	327,586	-	-	-	327,586
Intangible assets	11,002	-	-	-	11,002
Financial assets	91,191	-	-	-	91,191
Net receivables	209,658	-	-	-	209,658
EPRA Net Assets	10,187,103	-	-	-	10,187,103
EPRA LTV	46%				46%

- The EPRA Loan-To-Value (LTV) is a metric which aims to assess the leverage of the shareholder equity within a real estate company.
- The greatest difference between the EPRA LTV and the Company calculated LTV metric is the wider categorization of liabilities in EPRA gross debt and assets in EPRA net assets with the greatest impact coming from the inclusion of the perpetual notes as debt.
- GCP notes that the calculation as recommended by EPRA is not relevant for the Company's credit rating and has no impact on any of its debt covenants.

1) including advanced payments and deposits and excluding right-of-use assets

## **ANALYST COVERAGE**

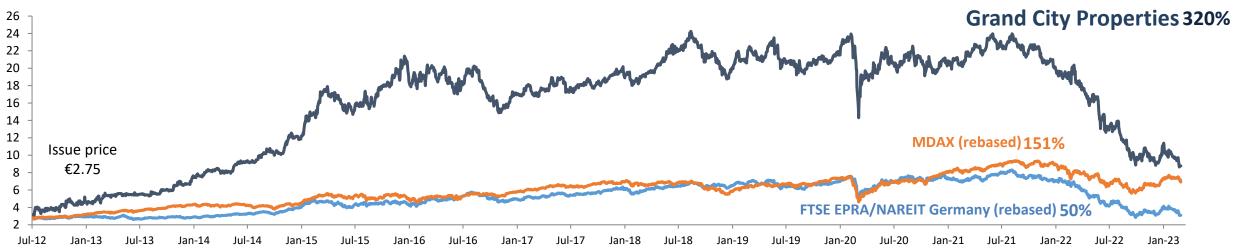




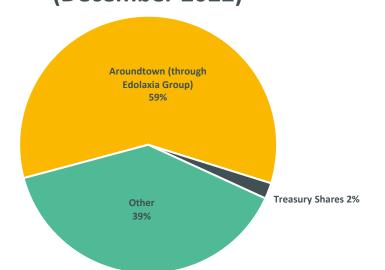


## **SHARE DEVELOPMENT & OWNERSHIP STRUCTURE**

GCP - SHARE PRICE AND TOTAL RETURN SINCE FIRST EQUITY PLACEMENT (19.7.2012)



### OWNERSHIP STRUCTURE (December 2022)



Placement	Frankfurt Stock Exchange (Prime Standard)
First equity issuance	19.07.2012 (€2.75 per share)
Number of shares (as of 31 December 2022)	176,187,899
Number of shares, excluding suspended voting rights, base for share KPI calculations	172,325,810 (as of 31 December 2022)
Symbol (Xetra)	GYC

### MANAGEMENT

#### **Refael Zamir Chief Executive Officer**



Mr. Zamir is the Chief Executive Officer of Grand City Properties since 2020 (and Daily Manager (administrateur-délégué)). Mr. Zamir has been working for the Group since 2013. He served as Chief Financial Officer from 2014 to 2023 and as Chairman of the Board from 2017- 2020. Mr. Zamir has more than 15 years of international professional experience in management, capital markets, Finance, M&A, and corporate matters. As part of his CEO position, he leads the global operations of €10 billion of real estate assets value. located mainly in Germany and London. Prior joining GCP, he worked for several years as an external auditor in the real-estate, construction, and financial sectors at BDO and Ernst & Young. Mr. Zamir is Certified Public Accountants in Israel since 2009 and holds a BA and MBA in Finance and business administration.



Mr. Hadad is the Chief Financial Officer of Grand City Properties as of January 2023 (and also Daily Manager (administrateur-délégué) of the Company). Mr. Hadad joined the group in 2015 as the corporate controller and led the group's accounting and financial reporting department. Mr. Hadad brings with him a decade of experience in the field of financial management, including accounting and taxes, compliance and risk management, cash and budget management, payments control and collection. Before joining the group, Mr. Hadad served as a senior auditor at Deloitte. Mr. Hadad is a Certified Public Accountant in Israel and holds a BA in business administration and accounting from the Hebrew University of Jerusalem.

#### **Board of Directors**





Simone Runge-Brandner Independent director

Daniel Malkin Independent director Mr. Windfuhr is the Chairman of the Board of Grand City Properties. Before joining Grand City Mr. Windfuhr served as CEO of Maritim Hotels, with 40 hotels in Germany. Prior to this he served as CEO of Mövenpick. He achieved the financial turnaround of Mövenpick, drove international expansion, publicly listed the company, and worked out a strategic partnership with Kingdom Holding (HRH Prince Alwaleed) and JP Morgan. Served as Director of TUI, Europe's largest tour operator. He served high positions in Holiday Inn, Kempinski, & Southern Sun. Graduated at Cornell University.

Ms. Runge-Brandner is an independent Director and member of the audit-, remuneration- and nomination committee. 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. Ms. Runge-Brandner has a Diploma in International business administration.

Mr. Malkin is an independent Director and member of the audit-, remuneration- and nomination committee. Before joining Grand City, he served as an Investment & fund Manager of fixed income investment funds at Excellence Investment Bank. Has a BA in Business Administration.

#### Audit Committee

Consists of the two independent directors Simone Runge-Brandner and Daniel Malkin

#### **Senior Management**





Mr. Remmert has more than 20 years professional experience in the real estate industry. He covered positions ranging from property and asset management, letting, marketing and other operational





Past experience include director of Central Reservation at GCH, Director of Revenue & Reservations at Ramada international. Education: Hotel Management from the Management Trainee program at Marriott International. Ms. Kuebscholl is also responsible for GCP's 24/7 service center and general tenant satisfactions aspects

coo

### **MANAGEMENT**

#### Senior Management (continued)



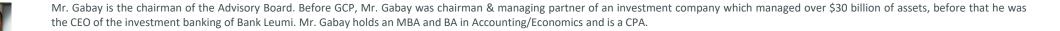
Mr. Bar-Yosef is responsible for financial modeling and cooperates with equity researchers to analyze their financial models and has more than 10 years of experience. Before joining GCP he served as a financial and corporate analyst for a financial advisory and was an economist. Mr. Bar-Yosef holds an MBA in economics.



Ms. Lampen has more than 15 years experience in the field and advises the senior management in the fields of legal corporate as well as contract and compliance. Prior to joining GCP she served as a legal counsel at Sirius Real Estate. Ms. Lampen holds a law degree from the University of Marburg (Germany) and Université de Lausanne (Switzerland).

#### **Advisory Board**

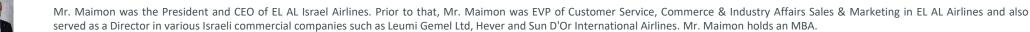






Advisory Board member. Prior to GCP, Mr. Jarczyk served as an Executive Director at BerlinHyp Bank specializing in real estate financing with a focus on international clients, as a Chief International Executive at Landesbank Berlin and as an International Division-Department Manager at Bayerische Vereinsbank Munich. Mr. Jarczyk holds a Dipl.Kfm. / MBA at Munich University.





#### Strong Board of Directors and senior management structure

- Majority of the board of directors is independent
- Audit committee members are independent
- Longevity in the company with high and stable retention rate
- Incentivized to align with the Company's long-term goals like-for-like occupancy and rent increase, operational efficiency, increase in adjusted EBITDA, FFO per share, EPS and NAV per share, keeping conservative financial ratios, with the strategic target to further improve the Group's rating to A-

# **CREDIT RATING MATRIX**

#### **FINANCIAL RISK PROFILE**

	S&P Global	1 MINIMAL	2 MODEST	3 INTERMEDIATE	4 SIGNIFICANT	5 AGGRESSIVE	6 HIGH LEVER-AGED
<b>BUSINESS RISK PROFILE</b>	1 EXCELLENT	aaa/ aa+	aa	CP will continue strengthening its pos a+/a	ition within the business pro a- (Vonovia- BBB+) <sup>1</sup>	bbb	bbb-/bb+
	2 STRONG	aa/ aa-	a+/a	(Aroundtown) A- BBB+ (Covivio)	BBB (Akelius) (Heimstaden)	bb+	bb
	3 SATISFACTORY	a/a-	bbb+	BBB/BBB-	BBB-/bb+ (TAG)	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-, after the effects of modifiers, is BBB+

Strong position within the investment grade scaling with a long-term rating of BBB+ (A-2 short term) S&P rating

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### THANK YOU

### **Investor Relations Team**

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