# GRAND CITY Properties S.A.

# Berlin

Cologne

Leipzig



H1 2017 EARNINGS CALL PRESENTATION AUGUST 2017









# <sup>2</sup> Financial and Portfolio performance











# Financial Highlights H1 2017

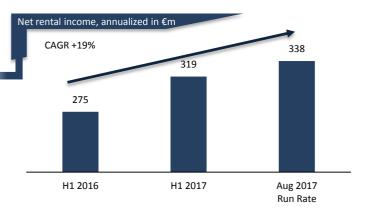


\* Based on a share of €18

Outstanding operational results	Rental and operating income €239 million	Net rent €159 million		Adjusted EBITDA €121 million			FFO I €85 million
Excellent Bottom-line results	Profit €225 million	EPS (basic) €1.24		FFO I per share €0.55 (FFO yield: 6.1%)*		65% of FFO I Dividend yield 4.0%*	
Strong balance sheet	Investment Property €5.4 billion	LTV of 35	LTV of 35% EPR		EPRA NAV €2.9 billion EPRA NAV per share €17.4		RA NAV including Perpetual notes €3.5 billion Per share €21.4
Aug 2017 Run Rate	Units 87k	Net Rent €338m		O I 77m	FFO I per shai €1.15 (FFO yield: 6.49		65% of FFO I Dividend yield 4.2%*

# <sup>2</sup> Profit and Loss

Selected Income Statement Data	1-6/2017	1-6/2016
	€ mill	ion
Revenue	240	209
Rental and operating income	239	209
Net rent	159	137
Capital gains, property revaluations and other income	168	379
Result on the disposal of inventories - trading properties	0.2	-
Property operating expenses	(114)	(98)
Administrative & other expenses	(6)	(4)
Share in profit from investment in equity- accounted investees	7	-
EBITDA	296	486
Adjusted EBITDA	121	108
Finance expenses	(20)	(18)
Other financial results	(5)	(6)
Current tax expenses	(15)	(13)
Deferred tax expenses	(31)	(57)
Profit for the period	225	392



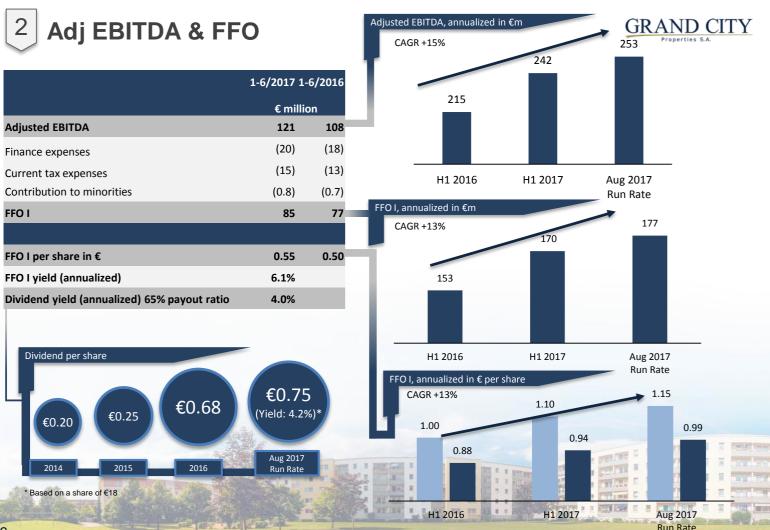
**GRAND CITY** 

Properties S.A.



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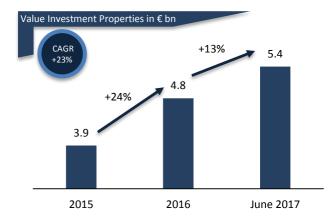
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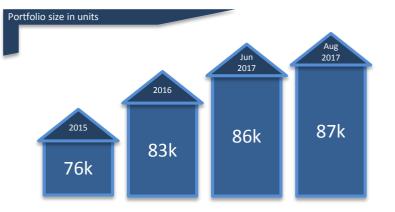


FFO I after perpetual notes attribution FFO I Per Share

# 2 Investment Properties









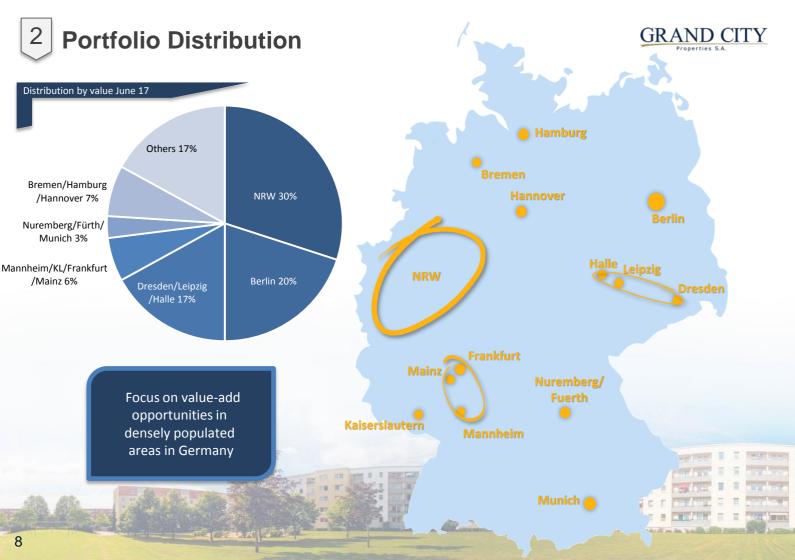
3.2k units

multiple 🛛 ø 20x

Acquisitions across strategic portfolio locations such as Berlin, NRW, Hamburg, Hannover and Kaiserslautern, following our acquisition **criteria.** 

> GCP has set acquisition guidelines based on asset quality and value uplift potential rather than broad volume targets.

Acquisition Criteria
Acquisition in densely populated areas and major cities
High cash flow generating assets
Vacancy reduction potential
Rent level per sqm is below market level (under-rented),
upside potential and low downside risk
Purchase price below replacement costs and
below market values





# **Portfolio Overview**

GRAND CITY Properties S.A.

Meaningful diversification among areas of sustainable economic fundamentals and demographic prospects

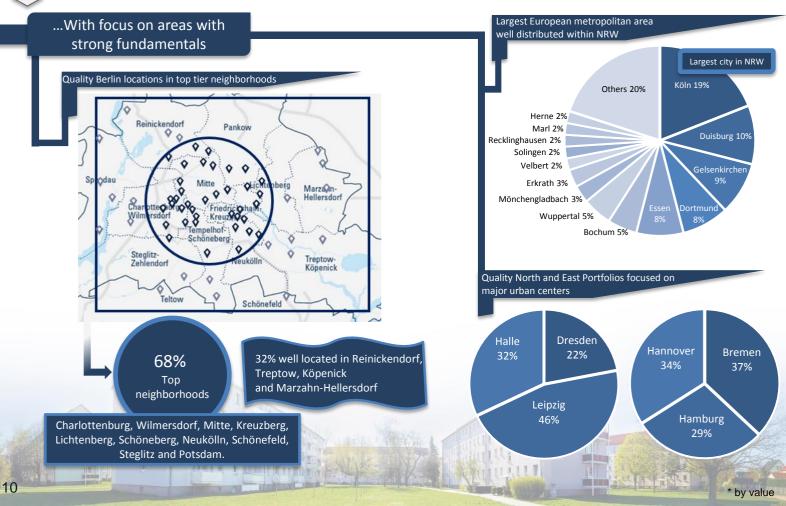
Portfolio overview June 2017

	Value (in €M)	Area (in k sqm)	EPRA vacancy	Annualized net rent (in €M)	In-place rent per sqm (in €)	Number of units	Value per sqm (in €)	Rental yield
NRW	1,643	1,861	8.0%	108	5.1	28,029	883	6.6%
Berlin	1,077	536	5.2%	44	7.0	6,934	2,009	4.1%
Dresden/Leipzig/Halle	904	1,133	9.1%	60	4.9	19,921	798	6.6%
Mannheim/KL/Frankfurt/Mainz	293	243	4.1%	17	6.0	3,981	1,206	5.8%
Nuremberg/Fürth/Munich	183	102	5.1%	9	7.6	1,471	1,787	5.1%
Bremen /Hamburg/Hannover	381	332	5.5%	23	5.9	5,032	1,147	5.9%
Others	944	1,226	8.1%	70	5.4	20,467	771	7.4%
Total	5,425	5,433	7.4%	331	5.45	85,835	998	6.1%
and the second	A.			1				
August 2017 Run Rate	5,500	5,516	7.5%	338	5.5	86,960	997	6.1%
				1 12 11 11 11 1 12 11 11 11				

Portfolio benefiting from high geographical diversification...

# **Portfolio Detailed Distribution as of June 2017\***





2 EPRA NAV			
	Jun 2	2017	Dec 20
	€ million	Per share	€ million
Equity per the financial statements	3,371		3,065
Equity attributable to perpetual notes investors	(666)		(667)
Equity excluding perpetual notes	2,705		2,398
Effect of derivative financial instruments	9		12
Deferred tax liabilities	377		329
NAV	3,091	€18.7	2,738
Non-controlling interests	(227)		(197)
EPRA NAV	2,864	€17.4	2,541
Equity attributable to perpetual notes investors	666		667
EPRA NAV including perpetual notes	3,530	€21.4	3,208
Basic amount of shares, including in-the-money	165	043	154 9

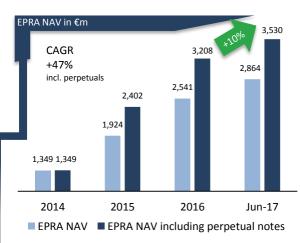
Non-controlling interests	(227)		(197)	
EPRA NAV	2,864	€17.4	2,541	€16.4
Equity attributable to perpetual notes investors	666		667	
EPRA NAV including perpetual notes	3,530	€21.4	3,208	€20.7
Basic amount of shares, including in-the-money dilution effects in thousands	165,04	165,043		0
Total Assets	6,678		6,154	
Equity Ratio	50%		50%	

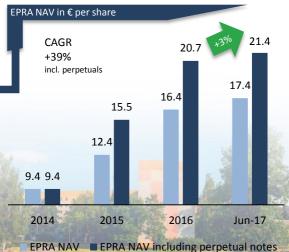
Dec 2016

Per share

€17.7

€ million	NAV	EPRA NAV	EPRA NAV including perpetual notes	EPRA NNNAV
Jun 17	3,091	2,864	3,530	2,754
Jun 17 per share €	18.7	17.4	21.4	16.7
Per share growth	+6%	+6%	+3%	+6%
Dec 16	2,738	2,541	3,208	2,432
Dec 16 per share €	17.7	16.4	20.7	15.7



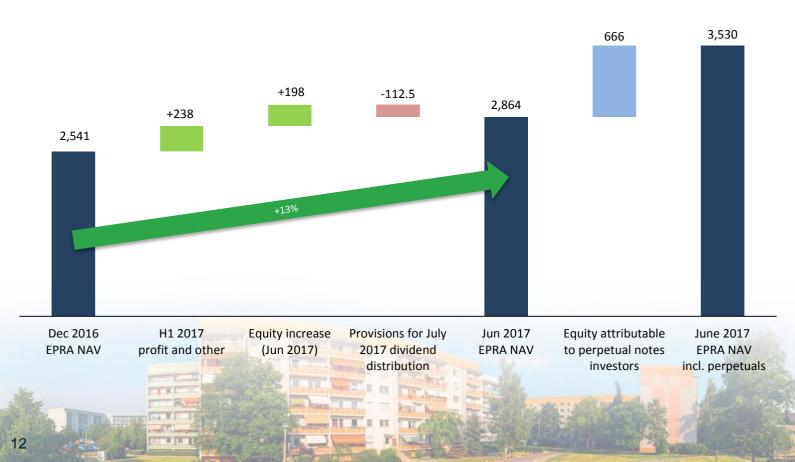




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### **GCP** financial policy

Strive to achieve A- global rating in the long term

LTV limit at 45%

Debt-to-cap ratio at 45% (or lower) on a sustainable basis

Maintaining conservative financial ratios

Unencumbered assets above 50% of total assets

Long debt maturity profile

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

Maintaining credit lines from several banks which are not subject to Material Adverse Effect

Dividend of 65% of FFO I per share

2 **LTV** 

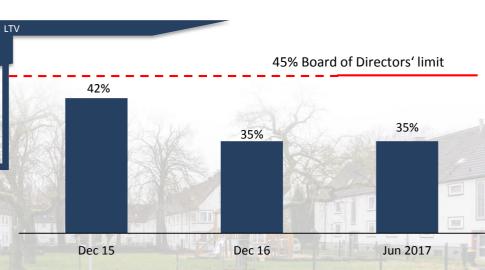


	Jun 2017	Dec 2016	
	€ million		
Investment property	5,467	4,851	
Assets held for sale	146	146	
Equity accounted investees	84	118	
Total value	5,696	5,114	
Total Debt	2,469	2,415	
Cash and liquid assets	455	632	
Net debt	2,015	1,783	
LTV	35%	35%	

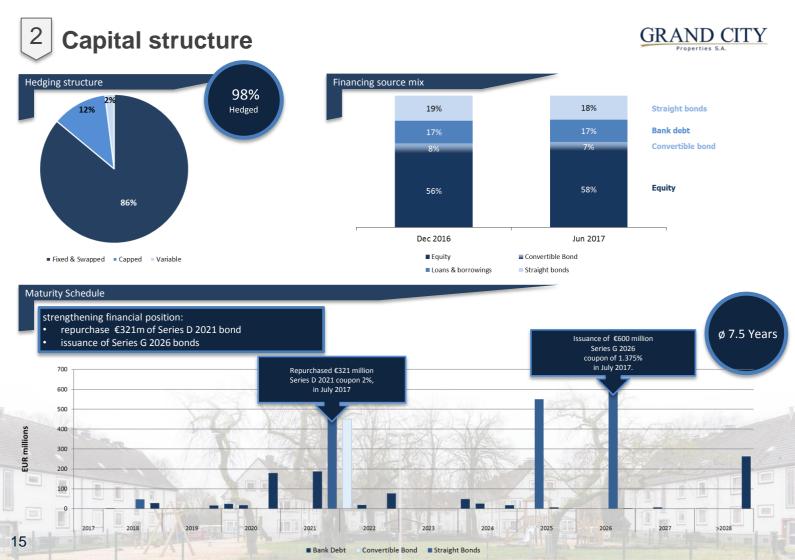


Significant headroom and low cost of debt provide GCP flexibility to quickly act upon attractive opportunities

**III** (III)

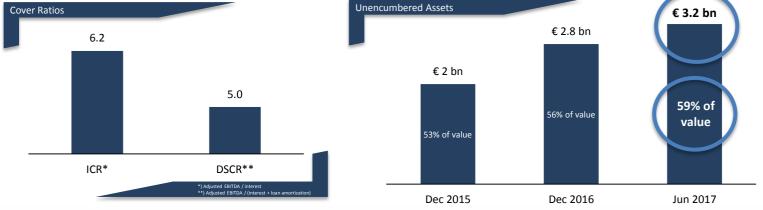


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# 2 Debt coverage and rating



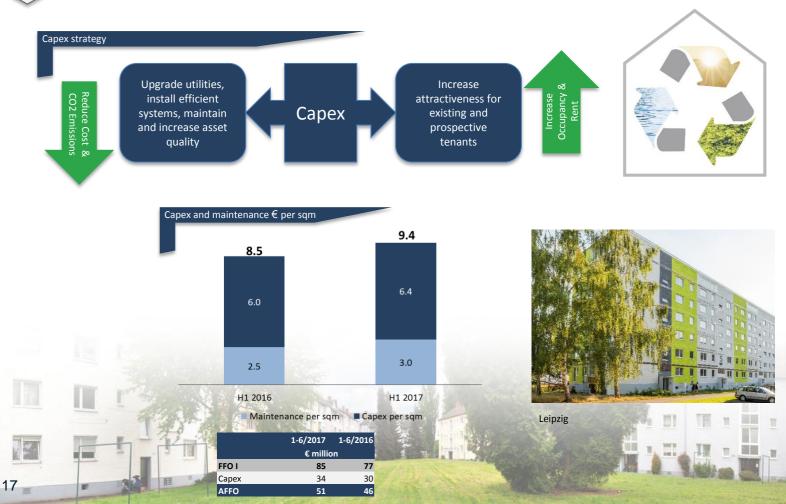






# **Maintenance and Capex**







# **ESG Measures**

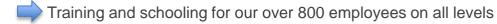
Continue to improve corporate governance



Gas & electricity from renewable resources

Vision mission guiding principles

Strong work employment regulations





GRAND CITY

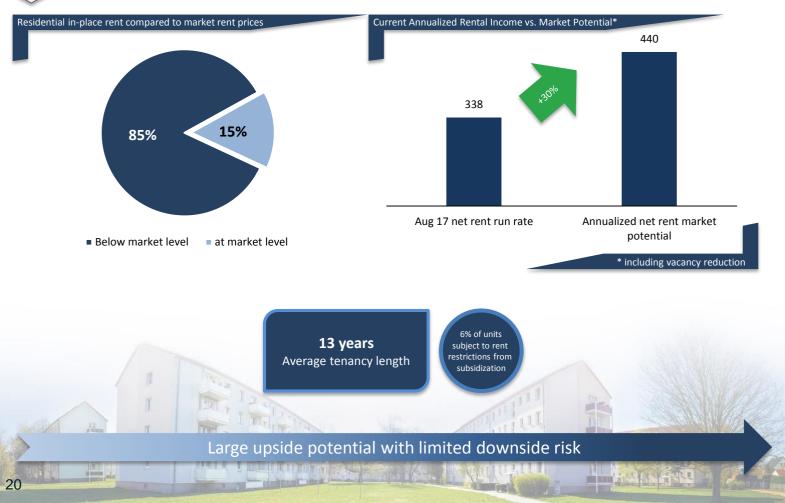












# Proven ability to access capital markets



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# I. Analyst coverage

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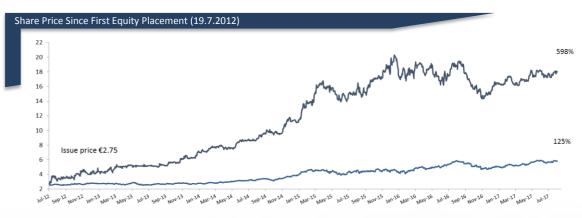


Analyst research target price

# I. Outperforming

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——Grand City Properties S.A. (GYC)

------FTSE EPRA/NAREIT Germany Index (EPGR) (rebased)



# I. Outperforming



Straight Bond Series D Spread over mid-€-swap, remaining 4 years

MARCE -

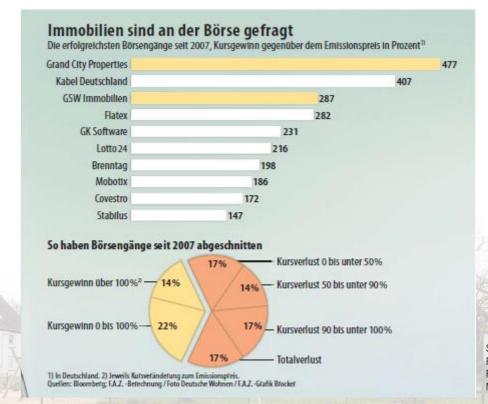


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# I. Most succesful IPO since 2007\*



According to the Frankfurter Allgemeine Zeitung Grand city properties is the most successful IPO in Germany since 2007 among 106 IPOs



Source: Frankfurter Allgemeine Zeitung February 9, 2017 Nr. 34, page 23

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## Management

CEO

Christian Windfuhr





Mr. Windfuhr is Grand City Properties' CEO. 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 Uni.

### Board of Directors

Refael Zamir CFO



Daniel Malkin Independent director

Audit Committee

Mr. Zamir is Grand City's CFO and Chairman of the Board. Mr. Zamir has over 10 years of international experience in finance and accounting. Before ioining GCP at the beginning of 2013. Mr. Zamir served as a manager for Ernst & Young in the real-estate and financial institutions sectors. Mr. Zamir is a CPA and holds a BA and MBA in finance and business administration

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.

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

holds a BSc and a MA in real estate and finance

### Senior Management



Business development

Sebastian Remmert-Faltin Operations manager

Timur Sezgin IT Development

Mandy Kuebscholl Head of Service Center

Christian Stiewe Construction



Prior to GCP, Mr. Zohar worked as the head of business development in Mark Hotels GmbH and as a Managing Director in Bluebay GmbH. Mr. Zohar

15 years professional experience in the real estate industry. Covered positions ranging from asset management and project development to mortgage financing

More than 20 years of experience in Hard- and Software development as well in managerial aspects. Covered positions worldwide from Chief Information Officer to IT-Manager in leading Enterprises as well as CEO of an IT-Company. Education: Technical Informatics at TU-Berlin

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

More than 30 years of experience in construction and project management. Past positions include Vice-President Technical Asset Management, General manager and Head of Development. Mr. Stiewe has an engineering degree in Architecture.

Mr. Wallenstein's team deal with all new potential tenants and takes care of all kinds of rental activity, marketing and promotion tools to increase the occupancy rate and rents. He has over 20 years of extensive marketing experience. Mr. Wallenstein has an MBA and a BSc in industrial engineering and management

### 4 Management

### Senior Management (continued)



Uwe Schillinger Head of Facility Management



Mr. Schillinger is GCP's Director for Technical Service and responsible for the Facility Management. He has 12 years experience in facility management and joined GCP in 2006. Mr. Schillinger is an engineer in electrical engineering.



Kathrin Behlau Head of Legal

Mr. Bar-Yosef is responsible for financial modeling and co-operates with equity researchers to analyze their financial models. Before joining GCP he served as a financial and corporate analyst for a financial advisory and was an economist. Mr. Bar-Yosef holds a MBA in economics.



Ms. Behlau advises the senior management in the fields of contract and compliance. Prior to joining GCP she served as a legal counsel at Sirius Real Estate. Ms. Behlau holds a law degree from the University of Marburg (Germany) and Université de Lausanne (Switzerland).

### Advisory Board

Yakir Gabay



Claudio Jarczyk

Mr. Gabay is the chairman of the Advisory Board. Before GCP, Mr. Gabay was chairman & managing partner of an investment company which managed over \$30 billion of assets, before that he was the CEO of the investment banking of Bank Leumi, Mr. Gabay holds a MBA and BA in Accounting/Economics, and is a CPA.

Vice chairman, Advisory Board Member, Mr. Wallis was owner and CEO of a large German property management company. Previously he spent 10 years as an investment banker in the city of London for Merrill Lynch and JP Morgan. Mr. Wallis holds an MBA and a CFA.

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-





### **Environmental**

- GCP implements environmentfriendly measures throughout its portfolio, with the goal of reducing its carbon footprint
- Gradually switching to energy sources from 100% renewable energy
- Reducing energy consumption through tenant education and raising awareness
- Initial environmental report according to EPRA sBPR guidelines published June 2017

### Social

- Tenant satisfaction is a top priority and an essential part of GCP's business strategy
- Over a hundred tenant events are organized annually throughout portfolio locations
- Partnering with local organizations and initiatives
- Employee commitment through development programs and offerings

### **Corporate Governance**

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

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

All ESG activity is closely monitored and reviewed by the CEO, to whom the dedicated ESG team reports directly



# ESG Measures: Environmental and sustainability





### **RENEWABLE ENERGY**

- Two thirds of properties have been switched to electricity from 100% renewable sources in the past two years, with the goal of gradually switching when the opportunity arises
- All of GCP's offices are supplied with energy from 100% renewable resources
- Cost savings of 23% have been achieved to date as a result



### **HEATING SYSTEMS**

- Replacing heating systems to district heating with the focus on renewable resources or centralized gas with the focus on climate-neutral produced gas
- 1/3 of the portfolio uses gas supplied heating, of which 28% has been switched to climateneutral gas – CO2 missions reduced by 20k tons as a result. A further 13% will be switched in the next two years, and the remainder gradually as existing contracts expire
- New gas contracts are signed only with suppliers that provide 100% climate-neutral gas



### **EFFICIENCY AND IMPROVEMENTS**

- · Working with external providers to ensure efficient waste separation and management, optimizing recycling process
- Creating awareness among our tenants through various language-independent handouts, posters and explanatory videos regarding energy and heating saving behavior and proper trash disposal
- Working on a Photovoltaic pilot project that will supply 150 apartments with solar energy, with potential to expand
- · GCP continuously reviews its portfolio to identify potential energy-saving measures or reduction of CO2 emissions

Goal of continuously reducing the carbon footprint



# ESG Measures: Social Responsibility

- Neighborhood and community initiatives
  - The creation and maintenance of a comfortable community feeling is of high priority to Grand City, and this is the target of our various initiatives
  - GCP organizes over 150 family-friendly tenant events such as Easter egg hunts, barbeques, summer and Christmas-related festivities to foster and support a community feeling, as well as various contests
  - Supporting local associations such as kids' soccer clubs, language schools, homework initiatives for children and educational projects, social and consulting services, back-to-school equipment, various cultural events, etc. Additionally, free spaces are provided for activities such as art projects or workshops

### Modernization and accessibility measures

- Installations of playgrounds (both indoor and outdoor), fitness trails, BBQ spaces
- Elderly-friendly installations, e.g. elevators, ramps, stair lifts, bathrooms
- Partnering with local bodies and organizations to support the creation of community spaces and contributing to a comfortable residential environment

### Employee commitment

- Leadership Program provides employees the opportunity for personal development and internal advancement potential
- Providing benefits such as a dedicated, free-of-charge fitness center and classes at the
   Company's operational headquarters
- Regular trainings for all staff (expert in-house and external trainers)
- High employee retention rate, including among management









# **ESG Measures: Tenant Satisfaction**

### Best-in-class tenant service through professional and 24/7 availability

TUV NOR

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A dedicated and professional service team is available 24/7 for existing and prospective tenants, reachable through toll-free numbers, e-mail, and the recently launched GCP mobile app



GCP's Service Center is certified with two TÜV service quality certificates, and in March 2017 passed the demanding annual TÜV inspection

Ticketing system: tenant applications and requests are documented in detail to allow for an efficient follow-up on all stages of the request – setting up schedule for repairs, visiting master apartments, discussing timetables etc. A ticket is not closed until a request has been followed up to ensure tenant satisfaction

365 days

a vear





TIN NORI

# 4 ESG Measures: G Tenant satisfaction through IT support Advanced IT/software systems to monitor the complete portfolio and to identify fluctuations of tenants, with GRAND Control of tenants, with Control of tenants, with



Operational excellence with tenant management software - top service to ensure tenant satisfaction and reduce termination



Call / Email

NEW

ICKET

automatic SMS to Tenant

Follow Up Call/ Tenant Survey via Email

Tenant portal app for smartphones, enabling tenants to communicate with property management, and submit and monitor the status of service requests

immediate control over newly acquired assets

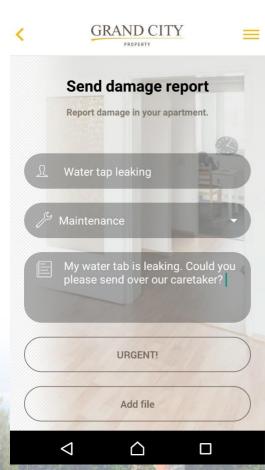
SERVICE CENTER

Tenants are able to book and manage consultations with property management through the app

Ticket-

App

Instant forwarding via Email and Property Manager



MPANIES

PROPERTY STAFF

TENANTS

# S&P Anchor rating matrix

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### Financial risk profile

			1 Minimal	2 Modest	3 Intermediate	4 Significant	5 Aggressive	6 High Leveraged
	1 Excellent		aaa/	аа	a+/a	a-	bbb	bbb-/bb+
usiness risk profile	2 Strong	GCP	aa/ aa-	a+/a	A- BBB+ (DW) (GCP)	(Vonovia- BBB+)* BBB (FDR)	bb+	bb
	3 Satisfactory		a/a-	bbb+	(Aroundtown) BBB/BBB- (Alstria)	BBB-/bb+	bb	b+
	4 Fair		bbb/ bbb-	bbb-	bb+	bb	bb-	b
	5 Weak		bb+	bb+	bb	bb-	b+	b/b-
Bus	6 Vulnerable		bb-	bb-	bb-	b+	b	b-

\*Vonovia's rating anchor is BBB. Vonovia's final rating, after the effect of modifiers is BBB+.

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

B FB

GCP's anchor rating positions the company at a good position for further rating improvements

The Board of Directors of GCP has decided to strategically aim for Arating from S&P, and will continue to implement measures to achieve this target.

# Maintaining strong and diverse financing sources

















































# Contact





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