

# **GRAND CITY**

Properties S.A.

# PRESENTATION OF THE FINANCIAL RESULTS FOR H1 2018

**AUGUST 2018** 



Essen Berlin Bremen Hannover

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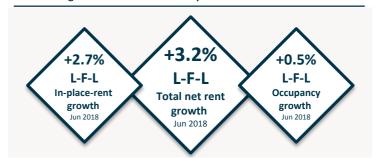




# CONSISTENLY EXTRACTING THE HIGH REVERSIONARY POTENTIAL

#### **ACCRETIVE CAPITAL RECYCLING**

#### Maintaining substantial like-for-like performance



#### Increasing portfolio quality through accretive capital recycling



The London portfolio grew further through the acquisition of newly built apartments in high quality locations, to comprise a total of 5% of GCP's portfolio by value as of June 2018

# Pro-active debt management to extend debt maturity profile, locking in low interest environment and diversifying investor base

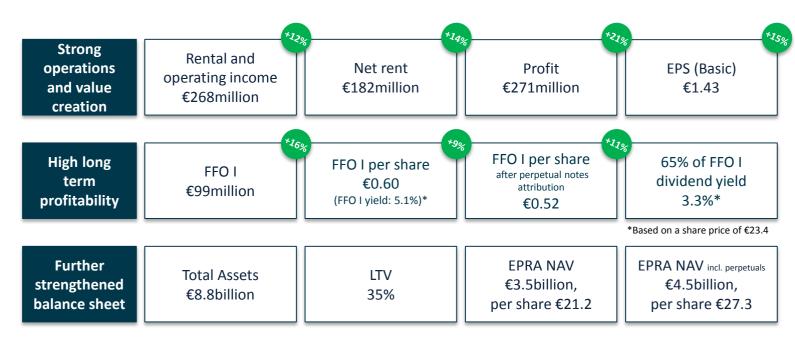
Strong access to capital markets at various currencies with €1.3 billion raised in 2018 year-to-date





## **HIGHLIGHTS H1 2018**





Confirming guidance for 2018



## **PROFIT & LOSS**



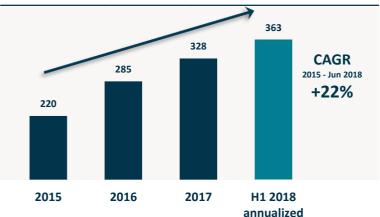
Selected Income Statement Data	1-6/2018	1-6/2017
	€ '0	00
Revenue	268,525	240,123
Rental and operating income	268,275	239,383
Net rent	181,682	159,306
Capital gains, property revaluations and other		
income	249,985	168,450
Property operating expenses	(127,076)	(114,100)
Administrative & other expenses	(6,062)	(5,800)
Share of profit from investment in equity- accounted investees	1,350	7,302
EBITDA	387,544	296,450
Adjusted EBITDA	136,749	120,905
Finance expenses	(23,322)	(19,622)
Other financial results	(24,061)	(4,578)
Current tax expenses	(13,600)	(15,294)
Deferred tax expenses	(54,088)	(30,999)
Profit for the period	271,457	224,991
Earnings per share (basic) in €	1.43	1.24
Earnings per share (diluted) in €	1.33	1.14

#### JUNE 2018 L-F-L NET RENTAL INCOME DEVELOPMENT

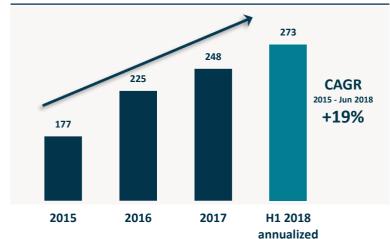


potential of the portfolio

#### NET RENTAL INCOME (IN € MILLIONS)



#### **ADJUSTED EBITDA (IN € MILLIONS)**







	1-6/2018	1-6/2017
	€ '0	00
Adjusted EBITDA	136,749	120,905
Finance expenses	(23,322)	(19,622)
Current tax expenses	(13,600)	(15,294)
Contribution to minorities	(714)	(801)
FFO I	99,113	85,188
Result from disposal of properties	87,893	249
FFO II	187,006	85,437
FFO I per share in €	0.60	0.55
FFO I yield <sup>1)</sup>	5.1%	
Dividend yield <sup>1)2)</sup>	3.3%	
FFO I per share in €	0.52	0.47
after perpetual notes attribution		

<sup>1)</sup> annualized, based on a share price of €23.4

#### **DIVIDEND PER SHARE (in €)**

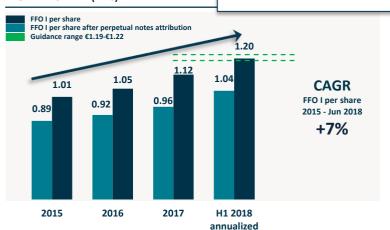


#### FFO I (IN € MILLIONS)



#### FFO I PER SHARE (IN €)

**Guidance confirmed** 



<sup>2)</sup> based on a payout ratio of 65% of FFO I per share

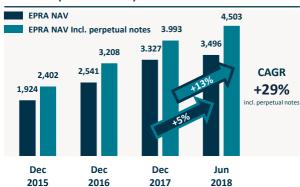




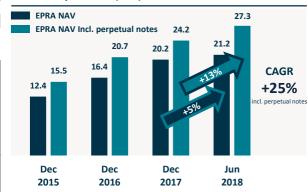
	Jun 2018		Dec 20	)17
	€ '000	Per share	€ ′000	Per share
Equity per the financial statements	4,301,788		3,849,662	
Equity attributable to perpetual notes investors	(1,006,792)		(665,871)	
Equity excluding perpetual notes	3,294,996		3,183,791	
Effect of derivative financial instruments	16,323		5,885	
Deferred tax liabilities	539,606		501,999	
NAV	3,850,925	€23.3	3,691,675	€22.4
Non-controlling interests	(354,929)		(364,489)	
EPRA NAV	3,495,996	€21.2	3,327,186	€20.2
Equity attributable to perpetual notes investors	1,006,792		665,871	
EPRA NAV including perpetual notes	4,502,788	€27.3	3,993,057	€24.2
Basic amount of shares, including in-the-money dilution effects in thousands	165,	040	165,0	04
Total Assets	8,789,189		7,508,292	
Equity Ratio	49%		51%	

€ '000	NAV	EPRA NAV	EPRA NAV including perpetual notes	EPRA NNNAV
Jun 18	3,850,925	3,495,996	4,502,788	3,403,729
Jun 18 per share €	23.3	21.2	27.3	20.6
Per share growth	+4%	+5%	+13%	+6%
Dec 17	3,691,675	3,327,186	3,993,057	3,206,966
Dec 17 per share €	22.4	20.2	24.2	19.4

#### **EPRA NAV (IN € MILLIONS)**



#### EPRA NAV per share (IN €)







#### INVESTMENT PROPERTIES (IN € MILLIONS)



#### **ACQUISITIONS & DISPOSALS**

#### CHERRY PICKING ACCRETIVE DEALS

H1 2018 acquisitions of around 900 units at an average multiple of 25x, of which 400 units in London, and the remaining units mainly in core locations such as Berlin and Frankfurt. In addition, over 400 units, which are pre-marketed and newly built, were acquired in London, expected to be marketed and rented in the coming quarters, bringing London's share of the June portfolio to approx. 850 units and 5% of the portfolio value. GCP used the current market opportunity to cherry pick accretive properties in London following our acquisition criteria.

**ACQUISITIONS** 

# 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

Potential to reduce the operating cost per sqm

#### CAPITAL RECYCLING

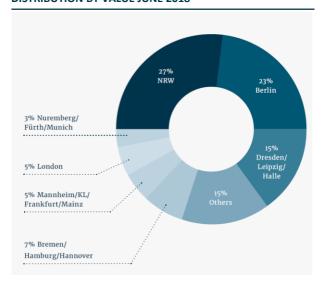
Portfolio growth was partly offset by disposals and reclassification of non-core properties to assets held for sale. Following its capital recycling strategy GCP disposed non-core assets in the first half of 2018 at a value of €142 million, generating a profit of €88m over the total cost, reflecting a profit margin of 160%. The were disposal created a 12% profit over the net book value. After the reporting period, in the third quarter of 2018, GCP executed further disposals for approx. €35 million.

**DISPOSALS** 



# **PORTFOLIO DISTRIBUTION**

#### **DISTRIBUTION BY VALUE JUNE 2018**



Focus on value-add opportunities in densely populated areas in Germany and London







Diversification among areas of sustainable economic fundamentals and demographic prospects

#### **PORTFOLIO OVERVIEW JUNE 2018**

	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	1,873	1,832	7.9%	112	5.4	27,386	1,022	6.0%
Berlin	1,448	629	6.0%	53	7.4	8,100	2,301	3.7%
Dresden/Leipzig/Halle	968	1,076	8.7%	58	5.0	18,537	900	6.0%
Mannheim/KL/Frankfurt/Mainz	348	251	5.0%	19	6.6	4,146	1,388	5.6%
Nuremberg/Fürth/Munich	205	102	4.7%	10	7.8	1,471	2,011	4.7%
Bremen/Hamburg/Hannover	477	365	4.3%	26	6.1	5,460	1,305	5.4%
London	156	25	34.9%	4	27.1	393	6,245	2.8%
Others	1,044	1,168	7.0%	71	5.6	19,658	894	6.8%
Development rights and new buildings*	338							
Total	6,857	5,448	7.5%	353	5.8	85,151	1,197	5.4%

\*including land for development, building rights on existing buildings (€138 million) and pre-marketed new buildings in London (€200 million)



### **BEST IN CLASS BERLIN PORTFOLIO - JUNE 2018**





#### **PORTFOLIO OVERVIEW BERLIN**



#### QUALITY LOCATIONS IN TOP TIER NEIGHBORHOODS OF BERLIN\*

#### 2/3 of the Berlin portfolio is located in top tier neighborhoods:

Charlottenburg, Wilmersdorf, Mitte, Kreuzberg, Lichtenberg, Schöneberg, Neukölln, Steglitz and Potsdam.

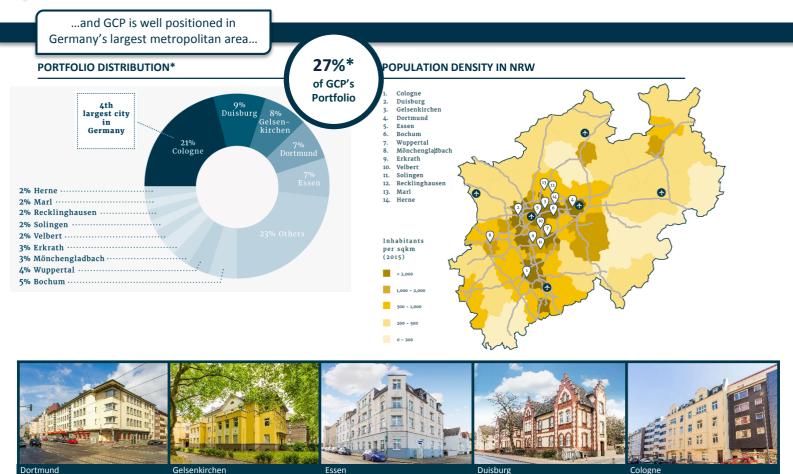
1/3 is in affordable locations located primarily in Reinickendorf, Treptow, Köpenick and Marzahn-Hellersdorf.





# **PORTFOLIO NRW – JUNE 2018**



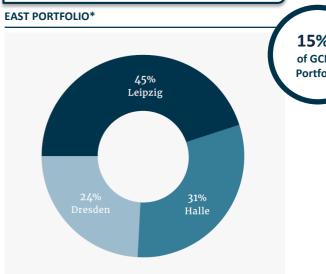




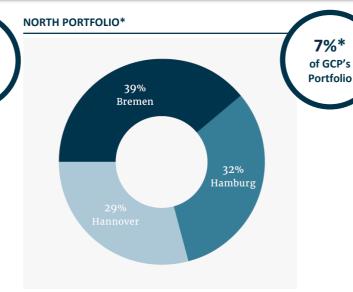
# **PORTFOLIO EAST AND NORTH - JUNE 2018**



...with further diversification in Germany's fast growing Eastern and largest Northern cities



15%\* of GCP's **Portfolio** 









### **GCP** financial policy

Strive to achieve A- global rating in the long term

LTV limit at 45%

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

Maintaining conservative financial ratios with 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

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

Dividend of 65% of FFO I per share





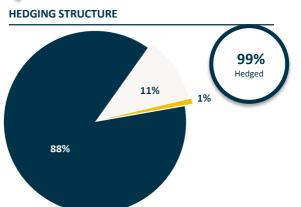
€ '00 6,908,465 176,473 27,171 <b>7,112,109</b> 3,447,973	6,425,430 117,246 37,261 <b>6,579,937</b>
176,473 27,171 <b>7,112,109</b>	117,246 37,261
27,171 <b>7,112,109</b>	37,261
7,112,109	
, ,	6,579,937
3,447,973	
	2,795,675
924,837	402,331
2,523,136	2,393,344
35%	36%
GCP upon	



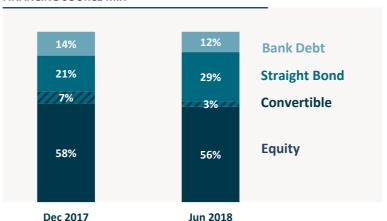


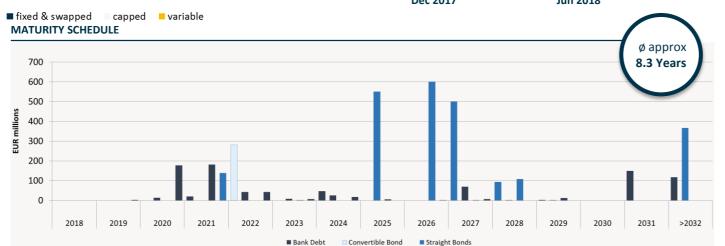
# **CAPITAL STRUCTURE**





#### FINANCING SOURCE MIX









#### CAPITAL MARKET ACTIVITY SUPPORTING EFFECTIVE DEBT MANAGEMENT

Diversifying and strengthening capital structure through strong access to capital markets with €1.3 billion raised in 2018 year-to-date: → Issuance of €350 million perpetual notes at a coupon of 2.5%, GCP's lowest perpetual notes coupon yet Apr-18 Jun-18 Issuance of €55 million, 15-year Series M straight bonds due 2033. May-18 → Issuance of JPY 7.5 billion (**€57 million**), 20-year Series L straight bonds due 2038 - with currency hedge of notional amount to maturity Feb-18 Issuance of CHF 125 million (**€108 million**) Series K straight bonds due 2026 - with currency hedge of notional amount to maturity Issuance of **€500 million** Series J straight bonds due 2027, and simultaneous buy-back of €41 million of the Feb-18 2% Series D straight bonds due 2021 and €170 million of the Series F convertible bonds due 2022 → Issuance of Hong Kong dollar HKD 900 million (**€93 million**), 10-year Series I straight bonds - GCP's first Feb-18 foreign currency issuance - with currency hedge to maturity Feb-18 → Tap up of **€145 million** of the 15-year Series H straight bonds for an aggregate total amount of **€255 million** 

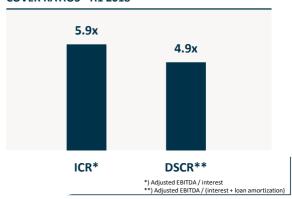
Further strengthening the Company's capital structure



# **DEBT COVERAGE AND CREDIT RATING**



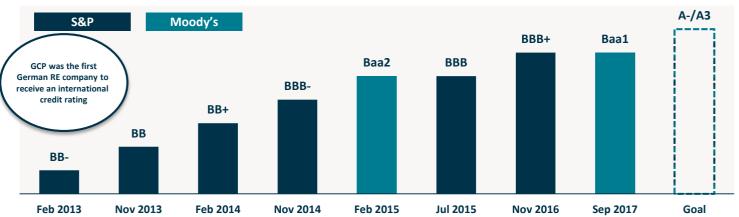




#### **UNENCUMBERED ASSETS**



#### **CORPORATE CREDIT RATING**



## MAINTENANCE, CAPEX AND MODERNIZATION



#### **CAPEX STRATEGY**

Improve asset quality and attractiveness

#### Repositioning capex:

Aimed at increasing property quality and support value creation, includes upgrading apartments for new rentals, staircases and public areas, installing playground, installing elevators and ramps, and more.

**CAPEX** 

#### Modernization:

Aimed at improving standards of the apartments and increasing energy saving levels. Targeted to increase rents and includes measures such as adding balconies, improving insulation and façade reconditioning. GCP invested 2.5€/sqm in H1 2018 resulting in 0.7% L-F-L in-place rent growth YOY.

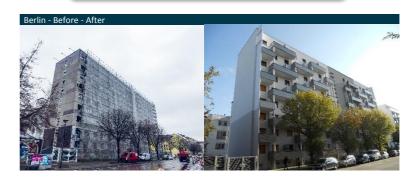
#### Pre-letting modifications:

Investments in finishing for newly built, snagging and preparation of building prior to letting. In H1 2018 GCP invested €4.6 million in this item

#### CAPEX AND MAINTENANCE (IN € PER SQM)



	1-6/2018	1-6/2017
	€ '00	00
FFO I	99,113	85,188
Repositioning capex	(35,899)	(34,107)
AFFO	C2 244	E4 004





### **ESG - OUTPERFORMER**





In April 2018, GCP published its first sustainability report, demonstrating the Company's commitment to sustainability by presenting to investors, business partners, employees and other stakeholders its activities and achievements and to embed the high ESG criteria of the Company.

The report can be found on our company website in the Sustainability section;

grandcityproperties.com/sustainability



# Overall score November 2017

**91**<sup>st</sup> Percentile
GCP is ranked #30 among 311 Real Estate
Peers

GCP's continuous ESG efforts have been recognized by Sustainalytics, one of the leading sustainability rating agencies, ranking the Company's performance in the top 10% among over 300 international real estate peers, and rates the company as a leader in social metrics



#### August 2017

**EPRA BPR GOLD + MOST IMPROVED** for financial reporting standards

 $\textbf{EPRA sBPR GOLD + MOST IMPROVED} \ for \ sustainability \ reporting$ 

**1ST PLACE AWARD** for outstanding contribution to society



# 2018 Guidance confirmed



	H1 2018 annualized	FY 2018e
FFO I (in € million)	198	196-201
FFO I per share (in €)	1.20	1.19-1.22
Dividend per share (in €)	0.78	0.77-0.79
Rent like-for-like growth	3.2%	Over 3%
LTV	35%	<40%

Continuous FFO I growth, should result in further value creation and in return in EPRA NAV growth

Operational profitability is expected to be translated into per share growth with increasing payout

Conservative financial position is expected to be maintained, remaining well below BoD LTV limit

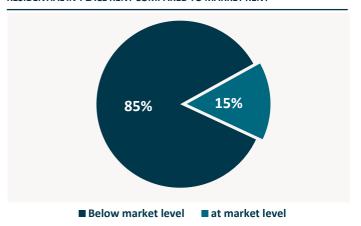








#### RESIDENTIAL IN-PLACE RENT COMPARED TO MARKET RENT



#### **CURRENT ANNUALIZED NET RENTAL INCOME VS MARKET POTENTIAL**



**10 years**Average tenancy length

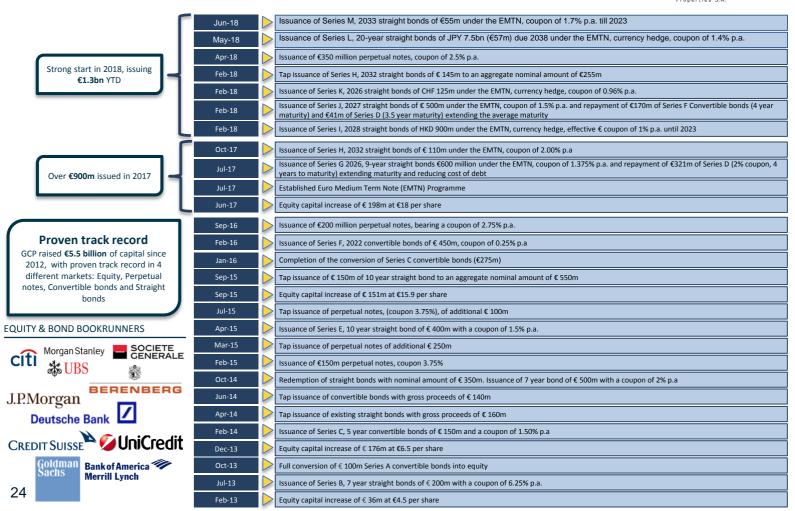
6% of units subject to rent restrictions from subsidization

Large upside potential with limited downside risk



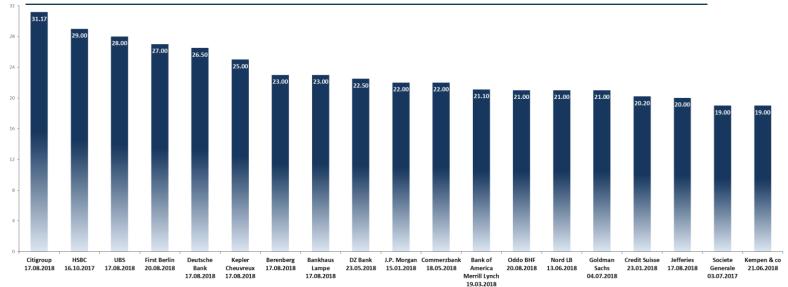
### PROVEN ABILITY TO ACCESS CAPITAL MARKETS





# **ANALYST COVERAGE**





GCP's operations are researched by leading real estate market analysts, who conduct independent equity research and target price recommendations

























BERENBERG











Merchant Bank

**DZ BANK** 









Bankhaus Lampe

### **Key Index inclusions:**

- **MDAX**
- **FTSE EPRA/NAREIT** 
  - **Global Developed**
  - **Europe Developed**
  - Eurozone
  - Germany
- Stoxx All Europe 800
- **GPR 250**
- MSCI World IMI Core Real Estate















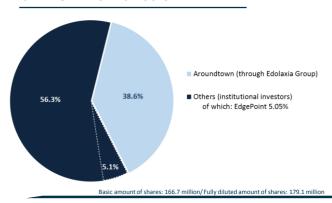
# **SHARE DEVELOPMENT AND STRUCTURE**



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



#### SHARE OWNERSHIP STRUCTURE



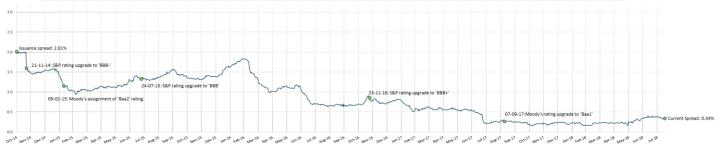
# SHARE PRICE/CONVERSION PRICE THROUGHOUT THE COMPANY'S ISSUANCES







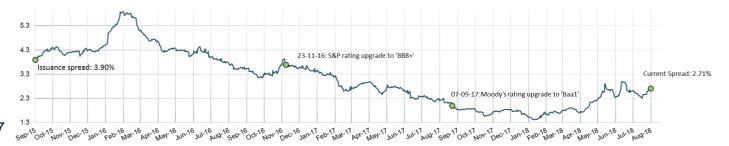
#### STRAIGHT BOND SERIES D SPREAD OVER MID-€-SWAP, REMAINING 3.5 YEARS



#### STRAIGHT BOND SERIES E SPREAD OVER MID-€-SWAP, REMAINING 7 YEARS



#### 3.75% PERPETUAL NOTES SPREAD OVER MID-€-SWAP





### **MANAGEMENT**

# GRAND CITY

#### 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 University.

#### **Board of Directors**

Refael Zamir CFO



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 joining 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.

Simone Runge-Brandner Independent director



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.

Daniel Malkin Independent director

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 Daniel Malkin and Simone Runge-Brandner

#### Senior Management

Or Zohar Business development



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 holds a BSc and a MA in real estate and finance

Sebastian Remmert-Faltin



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

Mandy Kuebscholl Head of Service Center



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

Christian Stiewe



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.

Kenan Wallenstein Head of rental and marketing



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



#### 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.

Michael Bar-Yosef Senior Financial Analyst



Mr. Bar-Yosef is responsible for financial modeling and cooperates 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.

Kathrin Behlau Head of Legal



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



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.

Andrew Wallis

Claudio Jarczyk



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-



## **CREDIT RATING MATRIX**



S&P Global	1 Min - imal	2 Modest	3 Intermediate	4 Significant	5 Aggre- ssive	6 High Lever- aged
1 Excellent GCP will co	aaa ontinue s	trengthening	; its position within the	business profile	bbb	bbb- /bb+
OStrong	aa/ aa-	a+/a	(Aroundtown) A-BBB+ (DW) (GCP)	(Vonovia- BBB+)* BBB (FDR)	bb+	bb
Satisfactory	a/a-	bbb+	BBB/BBB- (Alstria)	BBB-/bb+	bb	b+
Susiness Fair	bbb / bbb -	bbb-	bb+	bb	bb-	b
D <sub>5</sub> Weak	bb+	bb+	bb	bb-	b+	b/b-
6 Vulnerable	bb-	bb-	bb-	b+	b	b-

Broad Rating Factor	Rating Sub-Factor				
Mo	ODY'S	Measure (LTM H1 2017)	Score	Measure (12-18 Month Forward View)	Score
	Liquidity Coverage	А	Α	Α	Α
Liquidity and	Debt Maturities ratio	<u>Aa</u>	Αa	Aa	Aa
Funding	FFO Payout ratio	25.7%	Aa	65%-75%	Baa
	Amount of Unencumbered Assets	67.5%	Baa	66%-68%	Baa
	Effective Leverage: Debt / Gross Assets	41.8%	Baa	42%-44%	Baa
Leverage and	Net Debt/EBITDA	10.6x	Caa	9x-10x	В
Capital Structure	Secured Debt/Gross Assets	14.1%	Baa	14%-15%	Baa
Structure	Access to Capital	Α	Α	A	Α
	Franchise/Brand Name	Baa	Baa	Baa	Baa
Market	Gross Assets	\$7.62 bn	Baa	\$7.5bn-\$8.0bn	Baa
Positioning and Asset	Diversity location/tenant/industry/economic	А	Α	А	Α
Quality	Development % Gross Assets	0%	Aa	0%	Aa
	Asset Quality	Ba	Ba	Ba	Ba
	EBITDA/Revenues	75.4%	Aa	70%-75%	Α
Cash Flow and	EBITDA Margin Volatility	5%	Baa	0%-5%	Baa
Earnings	Fixed Charge Coverage	4.6x	Aa	4.8x-5.5x	Aa
	JV/Fund Business % Revenues	0%	Aa	0%	Aa
Indicated Rating from			АЗ		АЗ
Grid					

Actual Rating Assigned

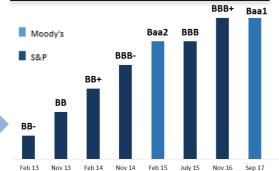
Baa1

Strong position within the investment grade scaling with a long term rating of BBB+ (A-2 short term) S&P rating and Baa1 Moody's rating

GCP's anchor rating positions the company well for further rating improvements

The Board of Directors of GCP has decided to strategically aim for A- rating from S&P and A3 rating from Moody's, and will continue to implement

### Credit Rating development



<sup>\*</sup>rating anchor of Vonovia is BBB, their final rating, after the effect of modifiers is BBB+

### MAINTAINING STRONG AND DIVERSE

### **FINANCING SOURCES**



GCP HAS MORE THAN 50 NON-RECOURSE SEPARATE BANK LOANS FROM AROUND 20 BANKS



Kreissparkasse Köln



UniCredit

Mittelbrandenburgische Sparkasse in Potsdam

















Sparkasse Rhein Neckar Nord















#### **REVOLVING CREDIT FACILITIES**



SOCIETE GENERALE

Deutsche Bank

J.P.Morgan



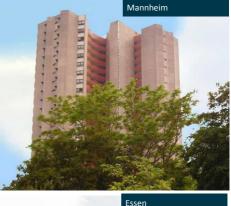
Strong corporate credit lines with international banking leaders of approx. €100 million



All credit facilities do not have a Material Adverse Change (MAC) clause

Revolving Credit Facilities as an additional liquidity source, increasing the financial flexibility at a very low cost







Berlin

















































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