

# **GRAND CITY**

Properties S.A.

# PRESENTATION OF THE FINANCIAL RESULTS FOR Q3 2018

**NOVEMBER 2018** 



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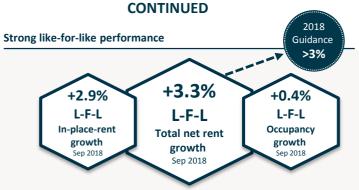


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# SOLID INTERNAL AND EXTERNAL GROWTH



Dec

2015

# ACCRETIVE CAPITAL RECYCLING LEADING TO HIGHER ASSET QUALITY

Increasing portfolio quality through accretive capital recycling



In the first nine months of 2018, GCP disposed non-core and mature assets for a value of over €400 million, reflecting 6% profit over net book value. The profit over total cost is €115 million, generating a margin of 40%.

After of the reporting period, GCP has signed disposals of additional approx. €80 million properties bringing the year- to-date disposal to almost €500 million

- **London:** Further growth into high quality locations primarily with newly built properties, now accounting for 7% of the total portfolio
- **Berlin:** Selective additions in top tier neighborhoods

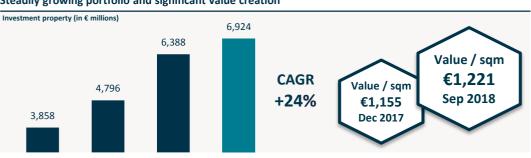
# Steadily growing portfolio and significant value creation

Dec

2016

Dec

2017



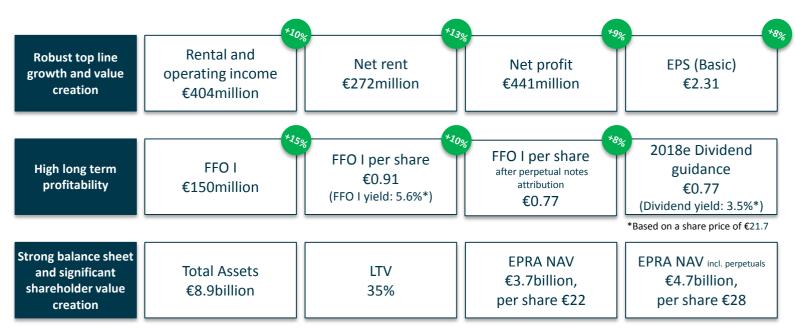
Sep

2018



# **HIGHLIGHTS 9M 2018**







# **PROFIT & LOSS**



Selected Income Statement Data	1-9/2018	1-9/2017	
	€ '000		
Revenue	403,808	367,172	
Rental and operating income	403,558	366,432	
Net rent	271,854	241,526	
Capital gains, property revaluations and other			
income	384,293	381,005	
Property operating expenses	(192,592)	(176,973)	
Administrative & other expenses	(9,283)	(8,012)	
Share of profit from investment in equity- accounted investees	1,350	6,134	
EBITDA	589,111	570,312	
Adjusted EBITDA	204,331	183,495	
Finance expenses	(34,119)	(30,325)	
Other financial results	(15,411)	(43,323)	
Current tax expenses	(19,404)	(21,624)	
Deferred tax expenses	(77,301)	(69,770)	
Profit for the period	441,147	403,793	
Earnings per share (basic) in €	2.31	2.13	
Earnings per share (diluted) in €	2.15	1.95	

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

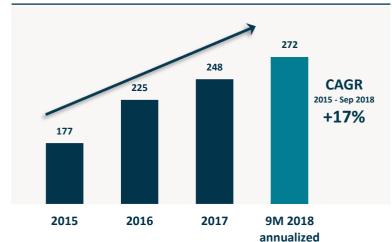


potential of the portfolio

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



# **ADJUSTED EBITDA (IN € MILLIONS)**







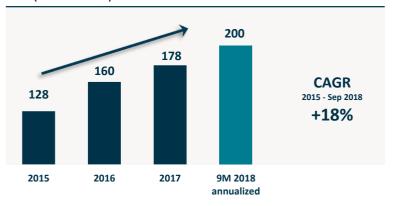
	1-9/2018	1-9/2017	
	€ '0	00	
Adjusted EBITDA	204,331 183,49		
Finance expenses	(34,119)	(30,325)	
Current tax expenses	(19,404)	(21,624)	
Contribution to minorities	(1,003)	(1,157)	
FFO I	149,805	130,389	
Result from disposal of properties	115,361	24,184	
FFO II	265,166	154,573	
FFO I per share in €	0.91	0.83	
FFO I yield <sup>1)</sup>	5.6%		
FFO I per share in € after perpetual notes attribution	0.77	0.71	

<sup>1)</sup> annualized, based on a share price of 21.7

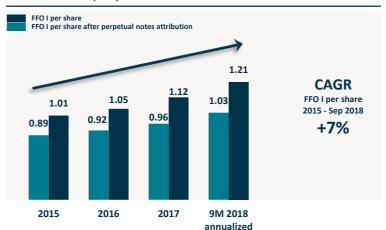
# **DIVIDEND PER SHARE (in €)**



# FFO I (IN € MILLIONS)



# FFO I PER SHARE (IN €)



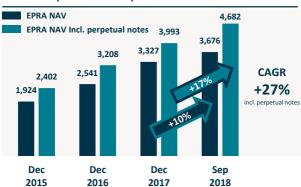




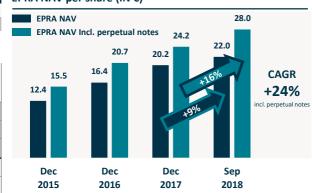
	Sep 2018		Dec 20	017
	€ '000	Per share	€ ′000	Per share
Equity per the financial statements	4,479,109		3,849,662	
Equity attributable to perpetual notes investors	(1,006,763)		(665,871)	
Equity excluding perpetual notes	3,472,346		3,183,791	
Effect of derivative financial instruments	12,940		5,885	
Deferred tax liabilities	561,723		501,999	
NAV	4,047,009	€24.2	3,691,675	€22.4
Non-controlling interests	(371,496)		(364,489)	
EPRA NAV	3,675,513	€22	3,327,186	€20.2
Equity attributable to perpetual notes investors	1,006,763		665,871	
EPRA NAV including perpetual notes	4,682,276	€28	3,993,057	€24.2
Basic amount of shares, including in-the-money dilution effects in thousands	166,	166,933		004
Total Assets	8,913,813		7,508,292	
Equity Ratio	50%		51%	

in € '000 unless otherwise indicated	NAV	EPRA NAV	EPRA NAV including perpetual notes	EPRA NNNAV
Sep 18	4,047,009	3,675,513	4,682,276	3,598,313
Sep 18 per share €	24.2	22	28	21.6
Per share growth	+8%	+9%	+16%	+11%
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 €)

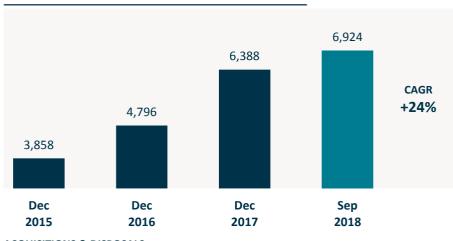




# **INVESTMENT PROPERTY**



## INVESTMENT PROPERTIES (IN € MILLIONS)



**ACQUISITIONS & DISPOSALS** 

### CHERRY PICKING ACCRETIVE DEALS

Over 1,500 units in 9m 2018 mainly in London, Berlin, NRW and Frankfurt at an average multiple of 25x. The London portfolio represents now 7% of the Portfolio and includes 1,200 units, of which 700 units are pre-marketed and newly built units. GCP used the current market opportunity to cherry pick accretive properties in London following our acquisition criteria.

ACQUISITIONS

# 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

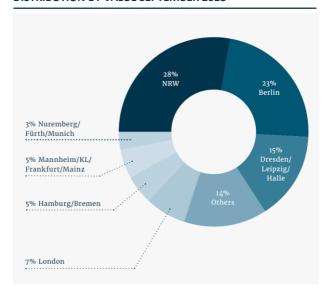
Portfolio growth was partially offset by classification of assets into held for sale as part of the capital recycling program. GCP sold over €400 million of non-core and mature properties in 9m 2018, which are either located outside GCP's core locations or are properties which embed lower further upside potential. After of the reporting period, GCP has signed disposals of additional approx. €80 million properties marked for sale.

**DISPOSALS** 

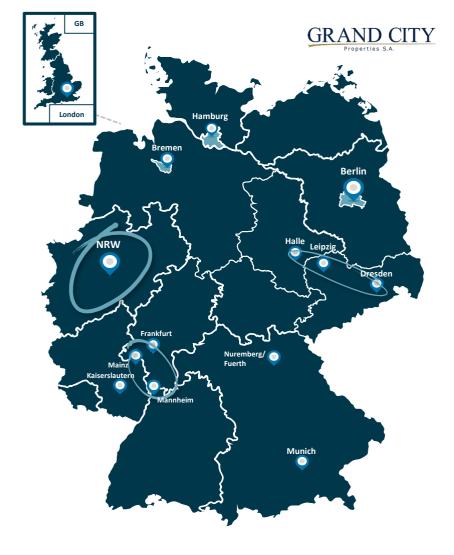


# **PORTFOLIO DISTRIBUTION**

### **DISTRIBUTION BY VALUE SEPTEMBER 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 SEPTEMBER 2018**

	Value (in €M)	Area (in k sqm)	EPRA Vacancy	Annualized net rent (in €M)	In-place rent per sqm (in €)	Number of units	s Value per sqm (in €)	Rental yield
NRW	1,936	1,844	7.8%	114	5.5	27,591	1,049	5.9%
Berlin	1,474	629	5.8%	54	7.5	8,011	2,342	3.7%
Dresden/Leipzig/Halle	1,011	1,076	8.6%	58	5.0	18,537	940	5.7%
Mannheim/KL/Frankfurt/Mainz	354	256	5.3%	20	6.7	4,216	1,383	5.6%
Nuremberg/Fürth/Munich	211	102	4.4%	10	7.9	1,471	2,069	4.6%
Hamburg/Bremen	349	297	5.1%	20	5.8	4,272	1,172	5.6%
London	211	27	27.6%	7	29.9	491	7,967	3.1%
Others	933	1,076	6.6%	64	5.5	18,280	868	6.9%
Development rights and new buildings*	445							
Total	6,924	5,307	7.5%	347	5.85	82,869	1,221	5.4%

<sup>\*</sup>including land for development, building rights on existing buildings (€164m) and pre marketed buildings in London (€281m)



# **BEST IN CLASS BERLIN PORTFOLIO - SEPTEMBER 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.

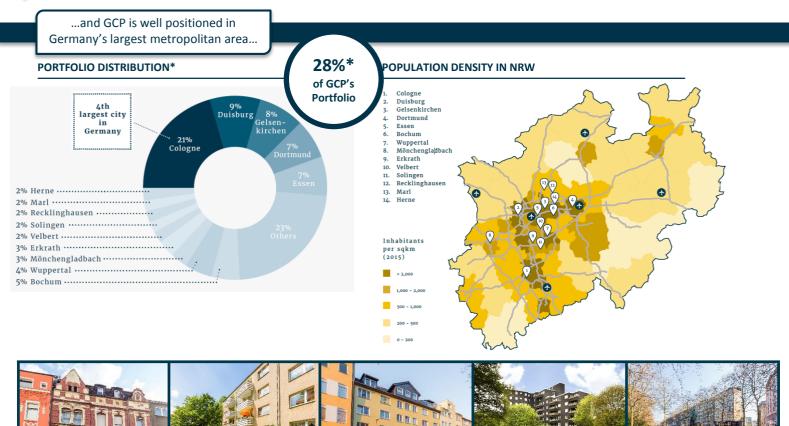




# **PORTFOLIO NRW – SEPTEMBER 2018**

Gelsenkirchen





Velbert

Essen

**Dortmund** 

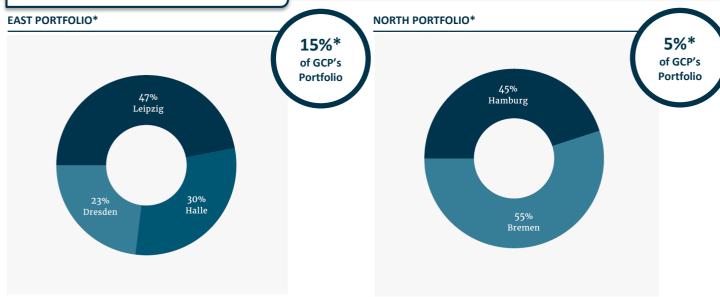
Cologne



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



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







Dividend of 65% of FFO I per share

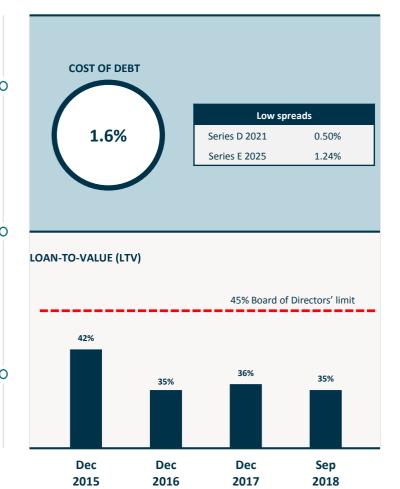


# Strive to achieve A- global rating in the long term LTV limit at 45% Debt to debt plus equity ratio at 45% (or lower) on a sustainable basis Maintaining conservative financial ratios with a strong ICR Unencumbered assets above 50% of total assets Long debt maturity profile Good mix of long term unsecured bonds & non-recourse bank loans Maintaining credit lines which are not subject to Material Adverse Effect





	Sep 2018	Dec 2017
	€ '00	0
Investment property	6,966,557	6,425,430
Investment property of assets held for sale	215,243	117,246
Equity accounted investees	26,575	37,261
Total value	7,208,375	6,579,937
Total Debt	3,455,986	2,795,675
Cash and liquid assets	907,658	402,331
Net debt	2,548,328	2,393,344
LTV	35%	36%
Significant headroom cost of debt provid flexibility to quickly a attractive opportu	e GCP ct upon	

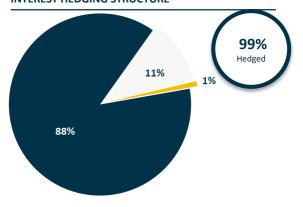




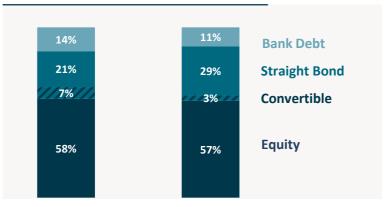
# **CAPITAL STRUCTURE**



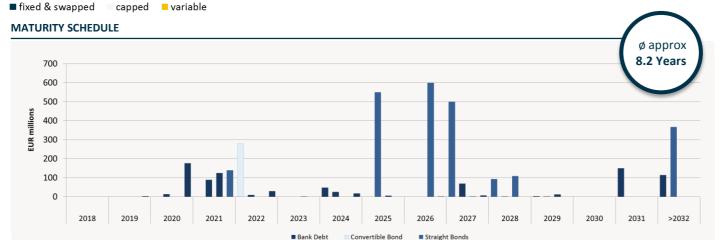




## FINANCING SOURCE MIX



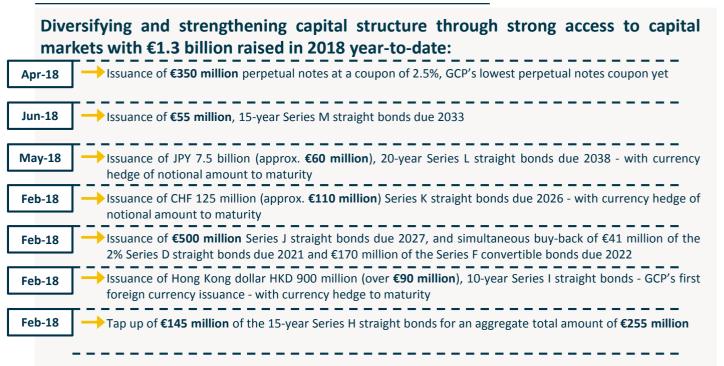








# CAPITAL MARKET ACTIVITY SUPPORTING EFFECTIVE DEBT MANAGEMENT



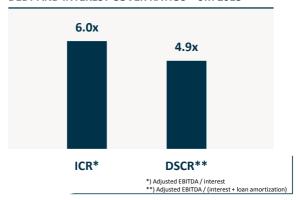
Further strengthening the Company's capital structure



# **DEBT COVERAGE AND CREDIT RATING**



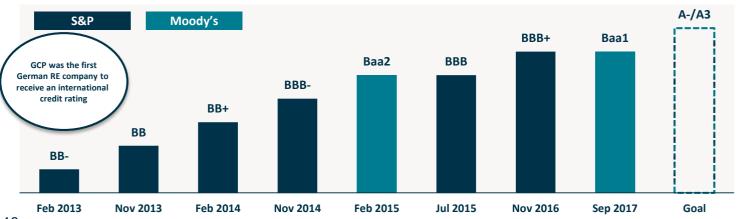
### **DEBT AND INTEREST COVER RATIOS – 9M 2018**



### **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, façade reconditioning and upscale apartment refurbishment. GCP invested €3.1/avg sqm in 9M 2018 resulting in 0.8% L-F-L in-place rent growth YOY.

# **Pre-letting modifications:**

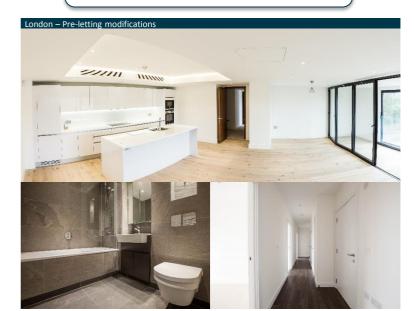
Investments in finishing for newly built, snagging and preparation of building prior to letting. In 9M 2018 GCP invested €9 million in this item

# CAPEX AND MAINTENANCE (IN € PER AVG SQM)



9M 2017 9M 2018

	1-9/2018	1-9/2017
	€ '00	00
FFO I	149,805	130,389
Repositioning capex	(57,884)	(55,433)
AFFO	91,921	74,956





# **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

91st 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







# September 2018

In September 2018, for the second consecutive year, GCP was awarded the EPRA BPR Gold Award for its 2017 annual financial report as well as the EPRA sBPR Gold Award for its EPRA sBPR reporting, underlining the company's commitment to the highest standards of transparency and reporting



# 2018 Guidance confirmed



	FY 2018e
FFO I (in € million)	197
FFO I per share (in €)	1.19
Dividend per share (in €)	0.77
FFO I per share after perpetual notes attribution (in €)	1.01
Rent like-for-like growth	Over 3%
LTV	<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

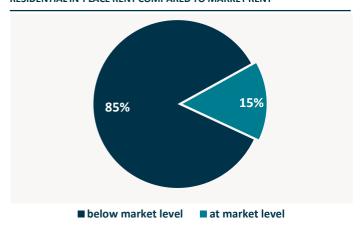






# GRAND CITY

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



### CURRENT ANNUALIZED NET RENTAL INCOME VS MARKET POTENTIAL



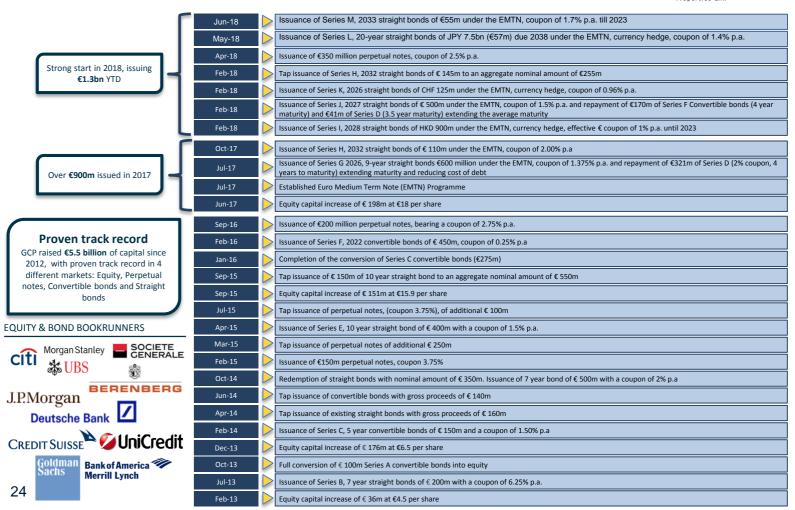
**10 years**Average tenancy length

5% of units subject to rent restrictions from subsidization



# PROVEN ABILITY TO ACCESS CAPITAL MARKETS

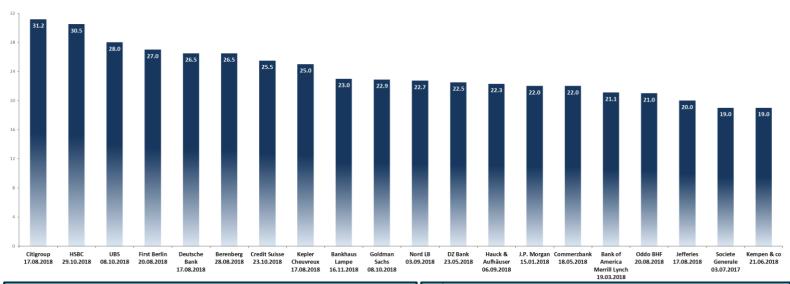




# **5** ANALYST COVERAGE

# GRAND CITY

## **ANALYST RESEARCH TARGET PRICE**



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



Kempen & Co

Merchant 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









NORD/LB



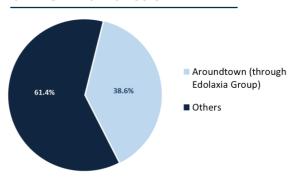
# **SHARE DEVELOPMENT AND STRUCTURE**



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



## SHARE OWNERSHIP STRUCTURE



Basic amount of shares: 166.7 million/Fully diluted amount of shares: 179 million

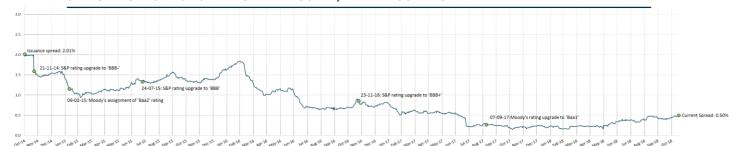
# SHARE PRICE/CONVERSION PRICE THROUGHOUT THE COMPANY'S ISSUANCES





# GRAND CITY

## STRAIGHT BOND SERIES D SPREAD OVER MID-€-SWAP, REMAINING 3 YEARS



## STRAIGHT BOND SERIES E SPREAD OVER MID-€-SWAP, REMAINING 6.5 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**



10-12%

4.3-4.7x

Baa1

Baa1

Baa

Α

Moodula 12 10 Month

S&P Glo	bal	1 Min - imal	2 Modest	3 Intermediate	4 Significant	5 Aggre- ssive	6 High Lever- aged
1 Excellent		aaa / aa+	aa	a+/a	a-	bbb	bbb-
<u>e</u>	ŀ		GCP will cor	ntinue strengthening its	·		ofile
Strong		aa/ aa-	a+/a	(Aroundtown) A-BBB+ (DW) (GCP)	(Vonovia- BBB+)* BBB (Covivio)	bb+	bb
AS Satisfactor	ory	a/a-	bbb+	BBB/BBB- (Alstria)	BBB-/bb+	bb	b+
Rair Pair Seak Weak		bbb / bbb -	bbb-	bb+	bb	bb-	b
<b>a</b> weak		bb+	bb+	bb	bb-	b+	b/b-
6 Vulnerable		bb-	bb-	bb-	b+	b	b-

<sup>\*</sup> rating anchor of Vonovia is BBB, their final rating, 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 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 measures to achieve this target.

REITs and Other Commercial Property Firms Industry Grid [1][2]	Forward View As of 09/18/2018 [3]			
Moody's				
Factor 1: Scale (5%)	Measure	Score		
a) Gross Assets (USD Billion)	\$10.3-10.5	Α		
Factor 2: Business Profile (25%)				
a) Market Positioning and Asset Quality	Baa	Baa		
b) Operating Environment	Aa	Aa		
Factor 3: Liquidity and Access To Capital				
a) Liquidity and Access to Capital	Α	Α		
b) Unencumbered Assets / Gross Assets	Assets 70-75% Baa			
Factor 4: Leverage and Coverage (45%)		•		
a) Total Debt + Preferred Stock / Gross	42-45%	Baa		
b) Net Debt / EBITDA	10.5-11.5x	Caa		

# Credit Rating development

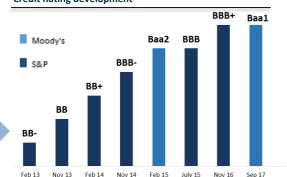
c) Secured Debt / Gross Assets

d) Fixed-Charge Coverage

a) Indicated Rating from Grid

b) Actual Rating Assigned

Rating:



# MAINTAINING STRONG AND DIVERSE

# **FINANCING SOURCES**



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



Kreissparkasse Köln



Mittelbrandenburgische Sparkasse in Potsdam













Mainzer Volksbank























# **REVOLVING CREDIT FACILITIES**



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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