

SWISS PRIME SITE

ANNUAL RESULTS 2022

ZÜRICH, 9 FEBRUARY 2023



Solid results on all levels | Targets met (1/2)



GROWTH IN OPERATING INCOME

- Increase by +3.3% to CHF 774.4 million
- Solid growth in all segments; particularly strong in Asset Management



INCREASE IN RENTAL INCOME

- Rental income from properties up by 1.1% to CHF 431.3 million (LfL: 1.9%)
- Vacancy rate down to 4.3% (2021: 4.6%)



ATTRACTIVE REAL ESTATE PORTFOLIO

- Real estate portfolio with a fair value of CHF 13.1 billion (+2.3%) with revaluations of CHF 172.8 million mainly driven by an increase in rents and lower vacancy rate



STRONG ASSET MANAGEMENT

- Organic growth of AuM managed by Swiss Prime Site Solutions of CHF 1.8 billion (total CHF 7.7 billion)
- Target EBIT of CHF 30 million reached



COSTS UNDER CONTROL

- Increase in adjusted costs in line with top line development
- One-off costs from impairments linked to Jelmoli repositioning and IT



EBIT GROWTH

- Adjusted EBIT up by 6% to CHF 430.7 million (before revaluations and one-off items)

Solid results on all levels | Targets met (2/2)



NEW FINANCING PAYS OFF

- Significant improvement in financial performance and flexibility
- Extension of the credit facilities by one year
- Average interest rate at 0.90%



STRONG BALANCE SHEET AND FFO

- Stable equity ratio of 47.7%; real estate LTV significantly reduced from 40.2% to 38.9%
- EPRA NTA increased to CHF 102.69 per share (+1.7%)
- FFO I per share up from CHF 4.01 to CHF 4.26 (+6.2%)



SUSTAINABILITY MANAGEMENT

- Strong improvement of GRESB-score in 2022 88 / 100 (+10 points)
- 75% of lettable floorspace within the property portfolio certified



ANNUAL GENERAL MEETING

- Proposal for distribution of dividend of CHF 3.40 per share [2021: CHF 3.35 per share]
- Election of Reto Conrad to the Board of Directors proposed
- Amendments to the Articles of Association in the context of the revision of Swiss corporate law

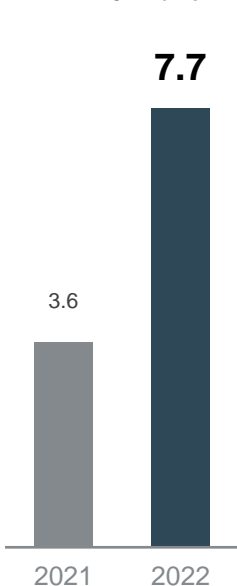
Key figures for 2022

ABSOLUTE

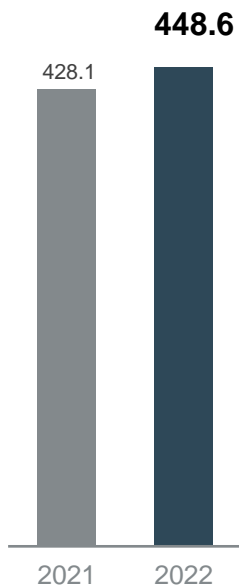
RENTAL INCOME REAL ESTATE in CHF million



AUM ASSET MANAGEMENT in CHF billion



EBITDA¹ in CHF million



PROFIT¹ in CHF million



PER SHARE

FFO I in CHF



DIVIDEND in CHF



EPRA NTA in CHF



¹ before revaluations.

² as proposed to the AGM.

Real estate market: well positioned with our prime portfolio

TRANSACTIONS



- **Lower market activity in H2 2022** vs. first half and 2021, however still significant volumes executed
- Market activity focused on portfolio **clustering** and **rent upside** potential (reversal, indexation, value-add)

LETTINGS



- Continuously **strong demand** for properties based on
 - **Central** locations
 - **High quality & sustainability** standard
- Most tenants signal they want to **hold** (82% based on 2022 tenant survey) or **increase space** (14%)
- **Expected undersupply** due to lower construction activity and fewer building permits being granted, especially in CBD

VALUATIONS



- **No more uplifts** expected from discount rate effects
- **Increase in current rents, vacancy reduction and development projects counter** potential negative effects from yield expansion
- **Indexation as a key value driver** with current increases significantly higher than long-term appraiser assumptions

Repositioning of the Jelmoli building



Repositioning of the Jelmoli Building

- Heritage building at prime location with great potential
- Reduction of retail space of currently ~24 000 m² to ~10 000 m² and conversion of the upper floors into offices and public spaces (restaurant, gym etc.)
- Investment volume of more than CHF 100 million; construction phase 2025 – 2026; re-opening in 2027

Discontinuation of own retail operation

- Significant change in consumer behavior – retail space too large for demand and own operation too small to compete
- Closing at the end of 2024

Financial implications

- Transformation project with one-off impact of CHF 34 million in the 2022 results (equipment, IT, warehouse, other)
- Rent will be 100% «external rental income» in the future

SWISS PRIME SITE

**WE CREATE
LIVING SPACES**

SWISS PRIME SITE

AGENDA

- | | | |
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| 1 | KEY MESSAGES | PAGE 3 |
| 2 | FINANCIALS | PAGE 10 |
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| 4 | OUTLOOK & AGM | PAGE 41 |

Top line growth supported by Asset Management growth

GROUP OPERATING INCOME

in CHF million

	2021	2022	Δ
Rental Income	426.7	431.3	+1%
Development Income	52.0	24.8	-52%
Asset Management	18.2	52.0	+186%
Real Estate Services	119.4	125.6	+5%
Retail	119.5	132.1	+11%
Other	13.7	8.6	-37%
Total Operating Income	749.5	774.4	+3%

- Increase in rental income driven by vacancy reduction and LfL growth (EPRA LfL growth: +1.9%)
- Lower income from development after completion of Espace Tourbillon project in 2021
- Asset management business now with fully integrated Akara business and benefiting from high organic growth
- Significant increase of AuMs in Real Estate Services to CHF 81 billion at constant pricing

Expenses affected by non-cash writedowns from Jelmoli repositioning

GROUP OPERATING EXPENSES

in CHF million

	2021	2022	Δ
Real estate costs	-52.7	-55.8	+6%
Development costs	-33.4	-21.7	-35%
Costs of goods sold	-63.7	-75.2	+18%
Personnel costs	-176.9	-189.4	+7%
Depreciation and impairments	-23.2	-59.0	+154%
Other	-35.6	-37.2	+4%
Total Operating Expenses	-385.5	-438.2	+14%
Thereof one-off items	-	+41.1	
Operating Expenses adjusted	-385.5	-397.1	+3%

- Higher real estate costs mainly driven by higher energy costs (e.g. at Jelmoli, for vacancies)
 - Lower development costs after completion of «Espace Tourbillon» project in 2021
 - Costs of goods sold impacted by one-off impairment of Jelmoli inventory (CHF ~ 7 million)
 - Higher personnel costs predominantly driven by integration of Akara
 - One-off impairments mainly from Jelmoli transformation project (equipment, IT; total CHF ~ 27 million) as well as software (CHF ~ 6 million)
- Increase in adjusted operating expenses in line with topline growth

Strong EBIT growth on a comparable basis

GROUP PROFITABILITY

in CHF million

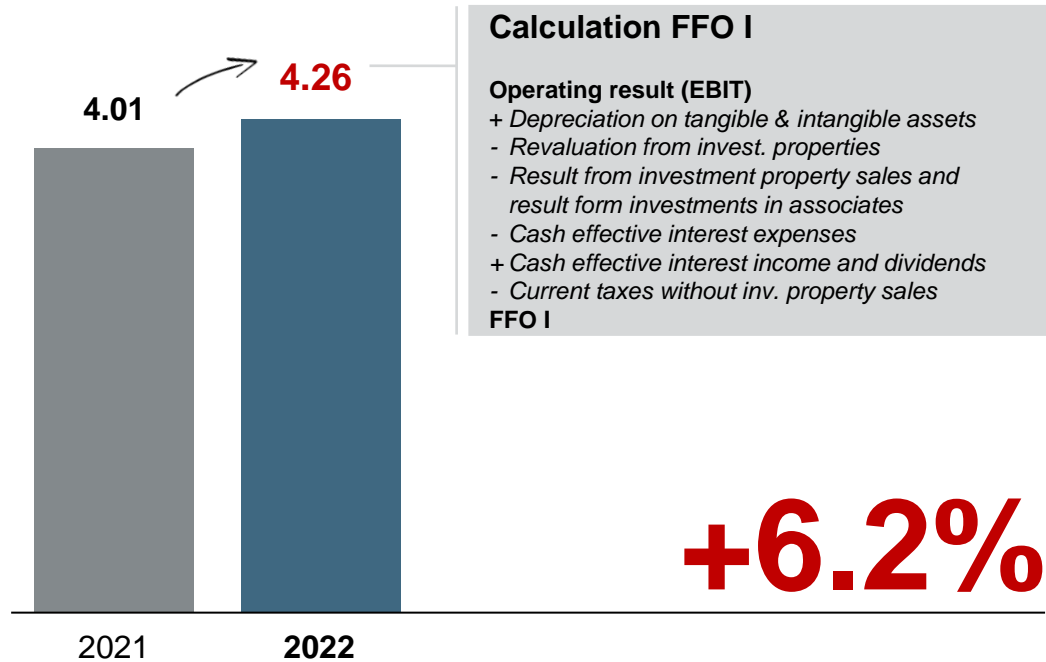
	2021	2022	Δ
Total Operating Income	749.5	774.4	
Revaluation of investment property	301.9	169.7	
Income property sales	39.9	50.9	
Income from associates	0.9	2.5	
Total Operating Expenses	-385.5	-438.2	
EBIT	706.7	559.4	-21%
EBIT (excl. revaluations)	404.8	389.6	-4%
One-off items	-	+41.1	
Adjusted EBIT (excl. revaluations)	404.8	430.7	+6%

- Revaluation effects predominantly realized in H1 2022 (CHF 166.6 million); stable H2 2022
- Income from property sales up with disposals in non-core areas to optimize the portfolio (aggregate ~ 20% above book value)
- Like-for-like comparison: 6% increase in EBIT

Increased FFO I per share and EPRA NTA per share

FUNDS FROM OPERATIONS I (FFO I)

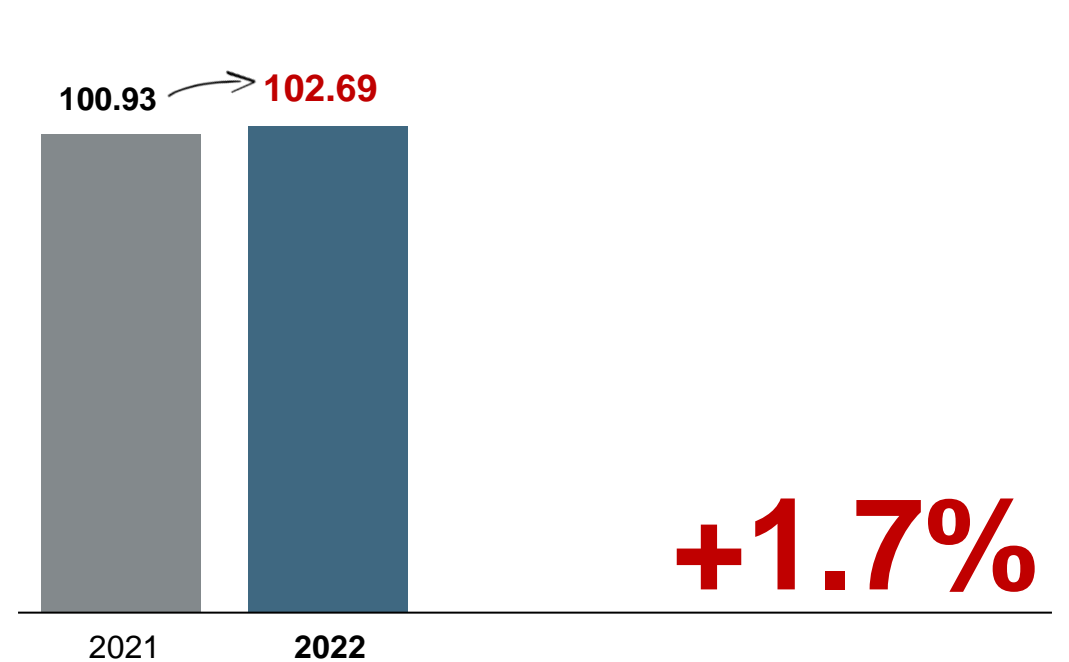
in CHF per share



- Higher operational profit
- One-off items not cash relevant and hence not impacting FFO

EPRA NTA (NET TANGIBLE ASSETS)

in CHF per share

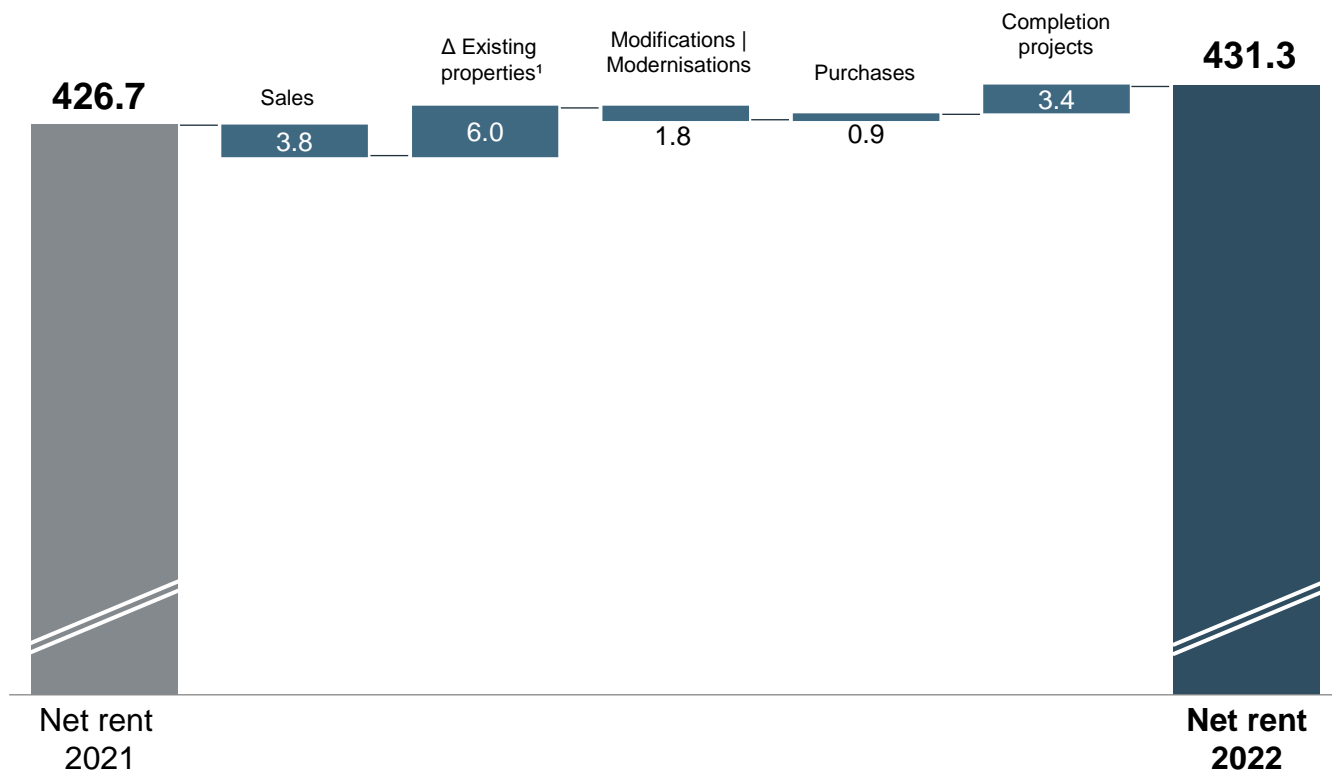


- Successful capital recycling
- Balanced payout based on FFO

Growth in rental income of 1.9% on a EPRA like-for-like basis

CHANGE IN GROUP NET RENTAL INCOME

in CHF million



- Rental income: increase by 1.1% to CHF 431.3 million
- EPRA LfL growth: +1.9%
- Key factors
 - reduction of vacancies, especially long-term
 - effective asset management
- ~ 90% of the rental contracts indexed to inflation² (2023 increase high single digit CHF million)
- Sales in 2022 impacting 2023 rental income by an additional CHF ~ 4 million

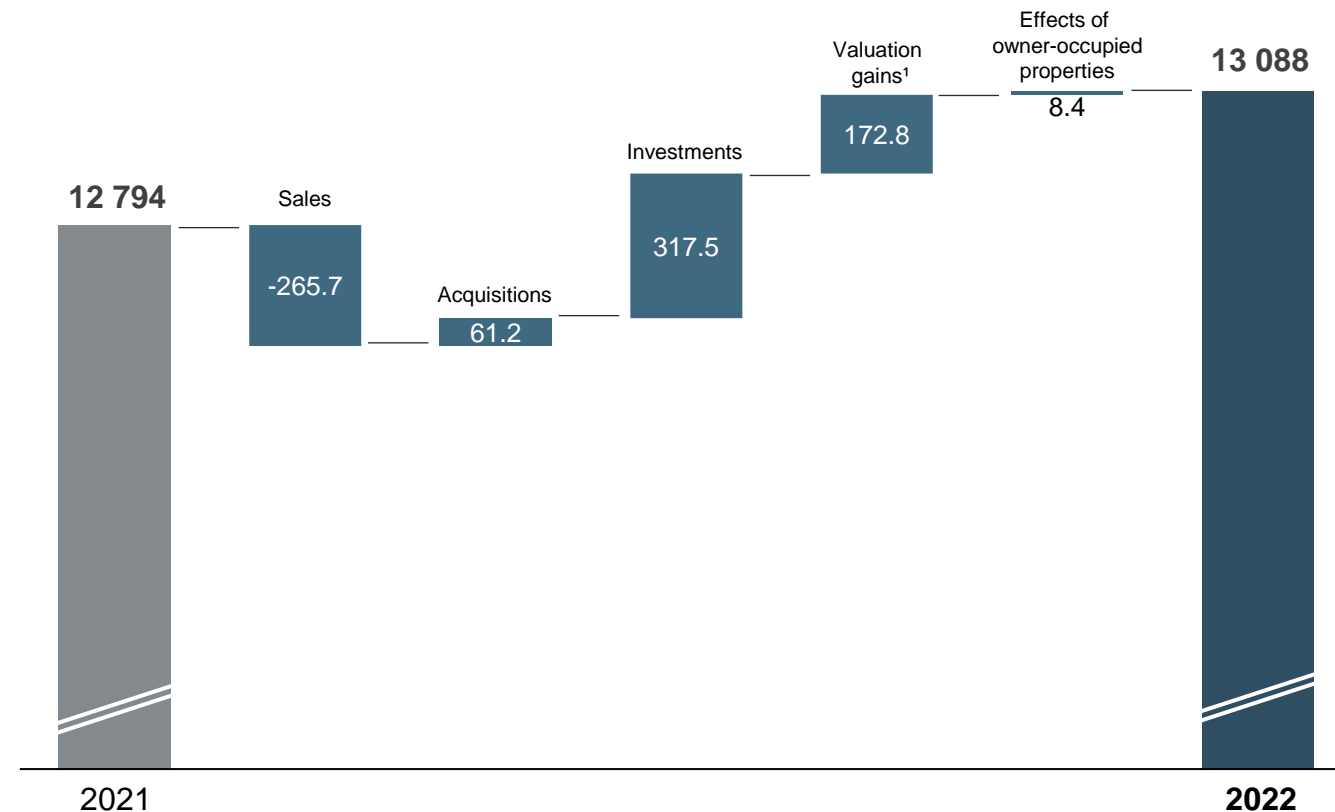
¹ Real Estate segment.

² Landesindex der Konsumentenpreise (LIK) / Consumer Price Index (CPI) per Federal Statistical Office.

Continuous portfolio enhancement with highly invested properties

PROPERTY PORTFOLIO GROWTH (FAIR VALUE)

in CHF million



¹ Difference to P&L from revaluation of right of use of building leases.

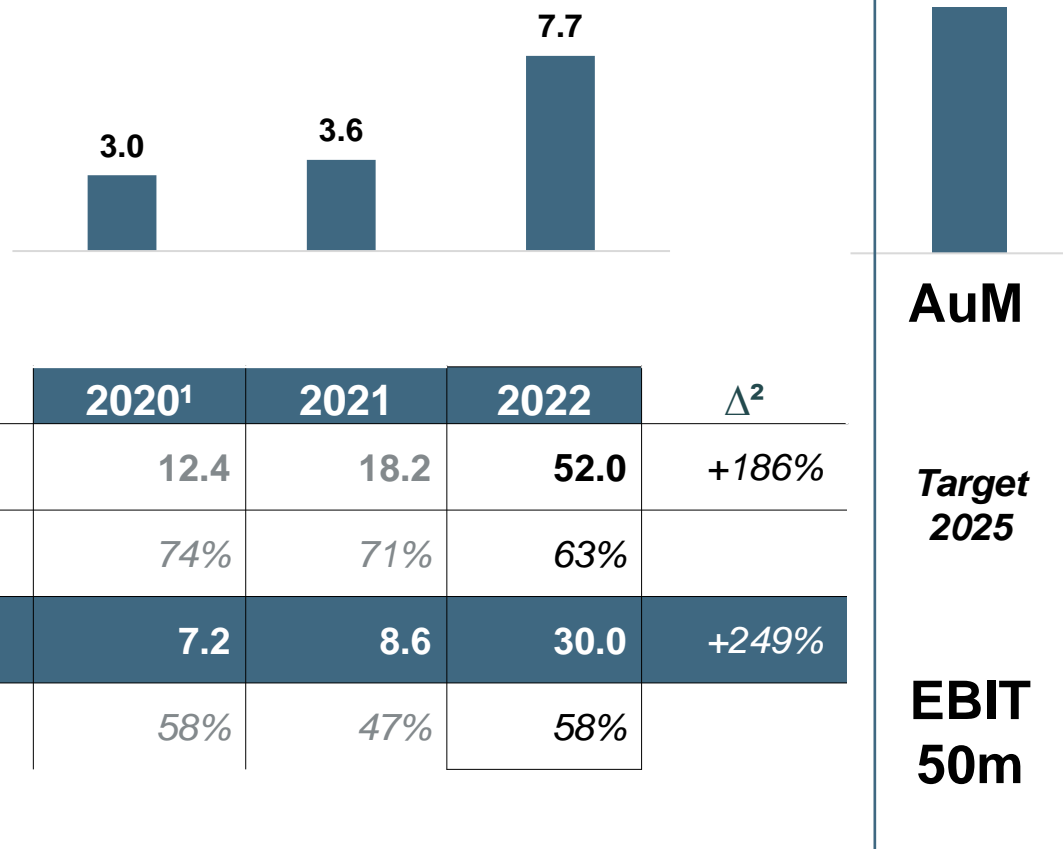
² per Wüest Partner appraisal and assumptions.

- Total 176 properties (2021: 184)
 - continuous optimisation as part of our capital recycling strategy → focus on prime locations and properties
 - sales to finance development pipeline
- Revaluation gains of 1.4% or CHF 172.8¹ million across the portfolio
 - ~ 50% value uplift from higher rents in the plan and reduction of vacancy
 - Discount base rate per year end 2022 for investment properties: 2.69% real / 3.72% nominal (2021: 2.75% real / 3.27% nominal)²

Asset Management: very strong bottom line results

ASSETS UNDER MANAGEMENT

in CHF billion



EARNINGS OVERVIEW

in CHF million

	2020 ¹	2021	2022	Δ ²
Fee income	12.4	18.2	52.0	+186%
<i>thereof recurring</i>	74%	71%	63%	
EBIT	7.2	8.6	30.0	+249%
<i>%-margin</i>	58%	47%	58%	

AuM

**Target
2025**

**EBIT
50m**

- AuM growth of CHF 4.1 billion
 - CHF 2.3 billion Akara acquisition
 - CHF 1.8 billion organic growth (+30% growth)
- Defensive earnings profile with fee-related-earnings, 63% recurring fees
- Significant economies of scale with current personnel base

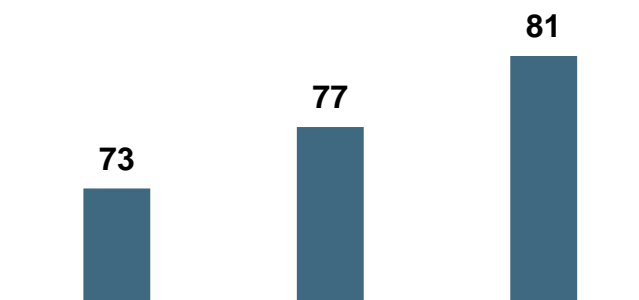
¹ 2020 figures based on Swiss GAAP FER.

² 2022 vs. 2021.

Real Estate Services: steady growth Serviced Assets

SERVICED ASSETS

in CHF billion



OVERVIEW FIGURES

in CHF million

	2020 ¹	2021	2022	Δ ²
Fee income (incl. intercompany)	143.4	147.9	155.1	+5%
Personnel cost ratio	73%	72%	68%	
Operating EBIT-margin	8.4%	8.4%	11.3%	

- Serviced Assets growth of CHF 4.6 billion (+6%) leads to new record level
- Significant client wins and growth of existing clients (e.g. IFAM, CS, AXA)
- Overall high promoter rates in client surveys
- Contract with SPS Immobilien extended for further 5 years
- Efficiency gains from IT-Investments

¹ 2020 figures based on Swiss GAAP FER.

² 2022 vs. 2021.

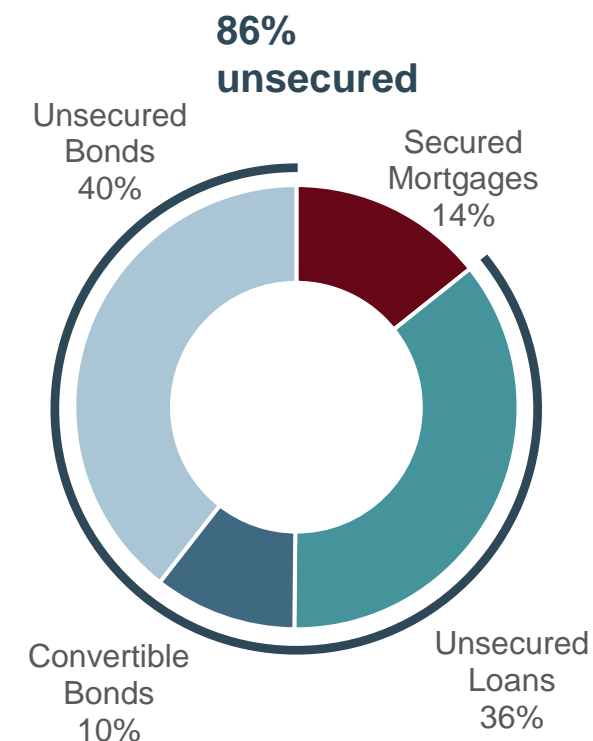
Continuous LTV reduction with a balanced funding mix

FINANCING PARAMETERS

in CHF million

	2020	2021	2022
Investment Properties	12'323	12'794	13'088
<i>thereof unencumbered</i>	28%	84%	86%
Financial Liabilities (Segment Real Estate)	5'164	5'148	5'095
<i>thereof fix</i>	92%	81%	78%
LTV (gross)	41.9%	40.2%	38.9%
Average interest rate	1.1%	0.8%	0.9%
Average maturity	4.8 years	5.8 years	5.0 years

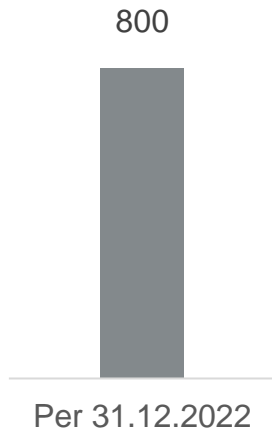
GROUP FINANCING STRUCTURE



Balanced maturity profile with liquidity headroom

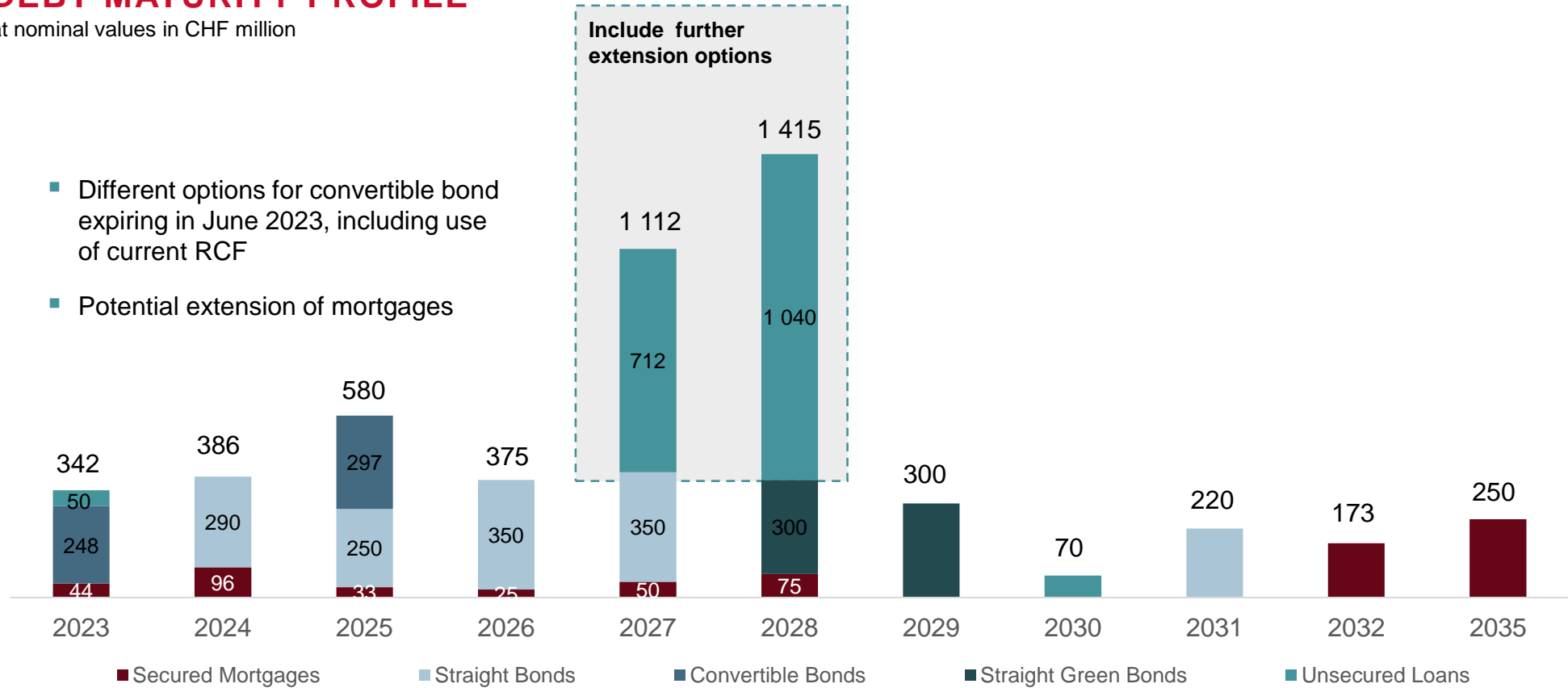
LIQUIDITY

Cash & Cash Equivalents and Available credit lines in CHF million



DEBT MATURITY PROFILE

at nominal values in CHF million



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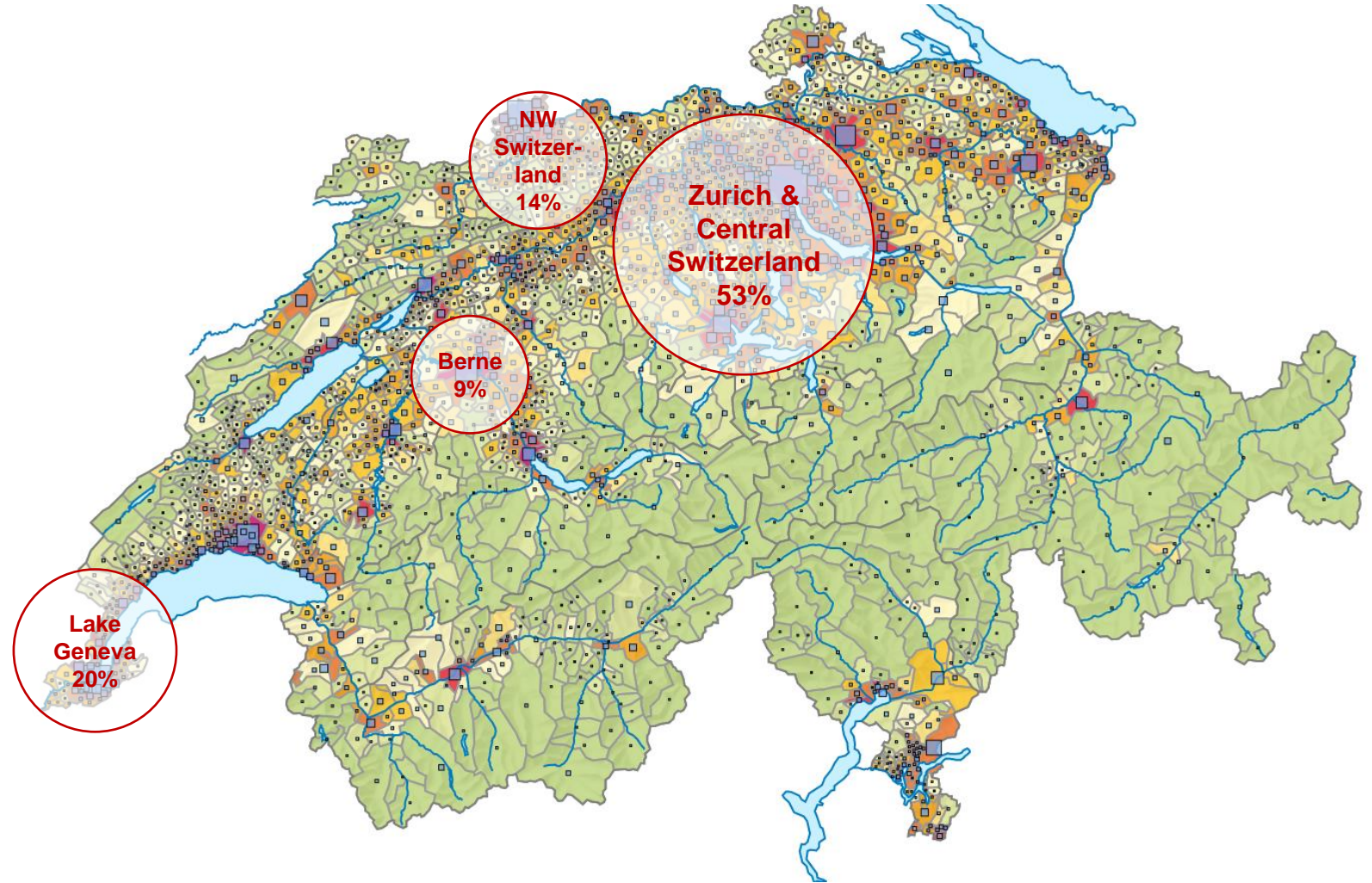
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Prime portfolio with focus on centres and commercial spaces

CHF 13.1 bn
Property portfolio
(up from CHF 12.8 billion)

176
Number of properties
(down from 184)

1.7 million m²
Rental floor space
(stable)

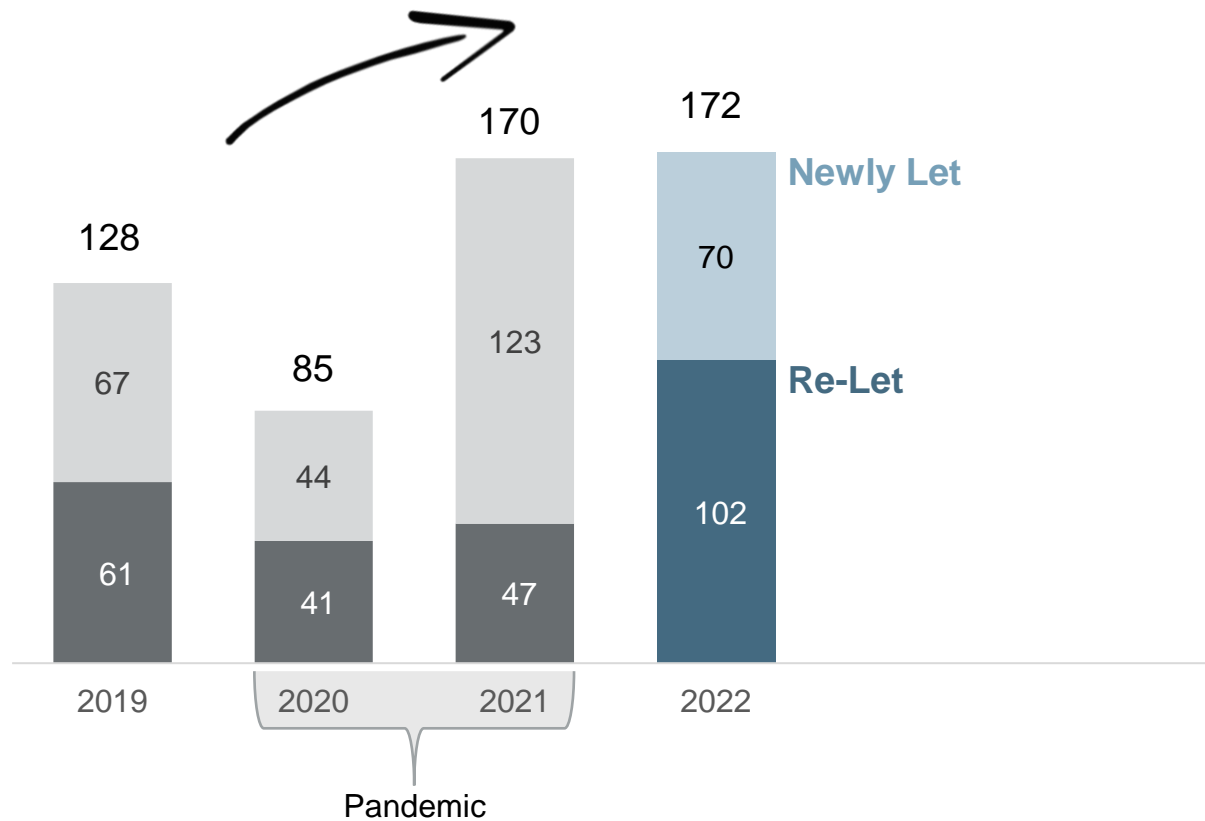


Map source: admin.ch

Further increase in lettings in 2022

NEWLY LET AND RE-LET SPACES

in 1 000 m²

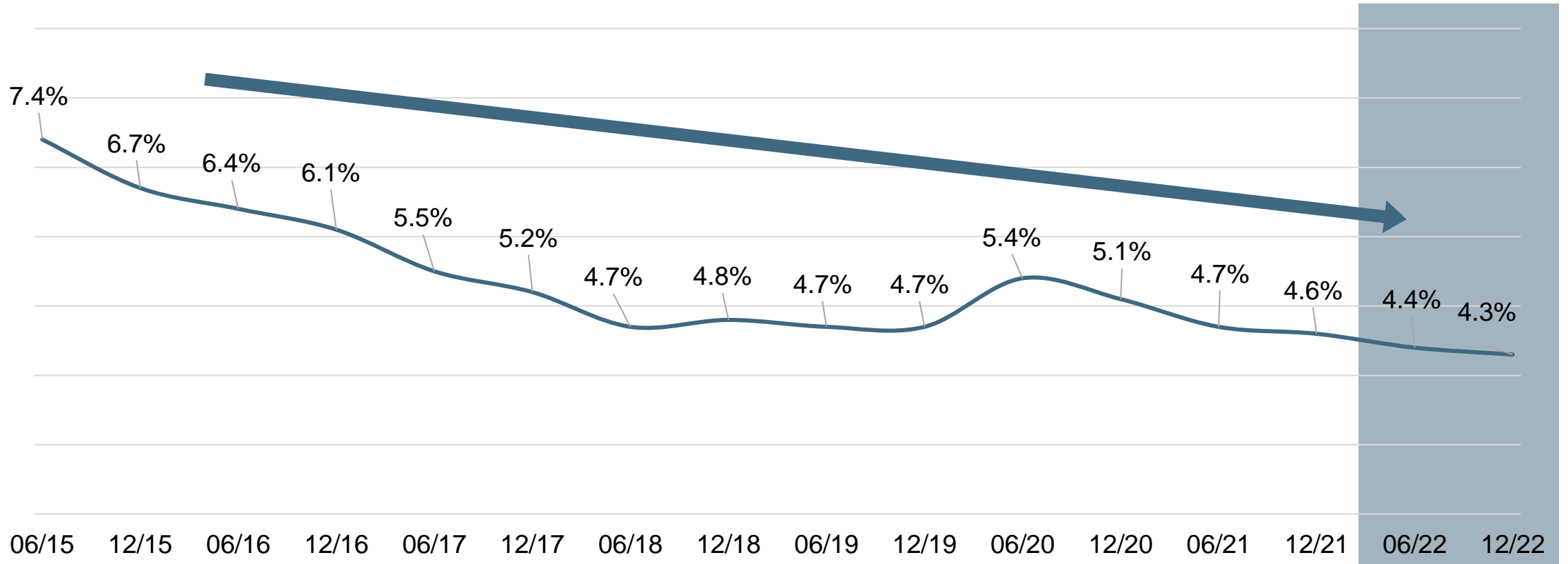


- **Space:** Total 172 000 m² [2021: 170 000 m²] of commercial space newly let or re-let, of which 102 000 m² are contract extensions
- **Significant new wins:** Adobe, Universal Music BSE Ecole, Eat.ch, NBE Therapeutics, Arxada
- **Notable renewals:** Swiss Life Select, Group M Services, F+F Schule für Kunst und Design, Ochsner Sport
- **Development Pre-lets:** With new lettings, JED Schlieren and Stücki Park II fully let

Record low vacancy through successful property management

VACANCY RATE

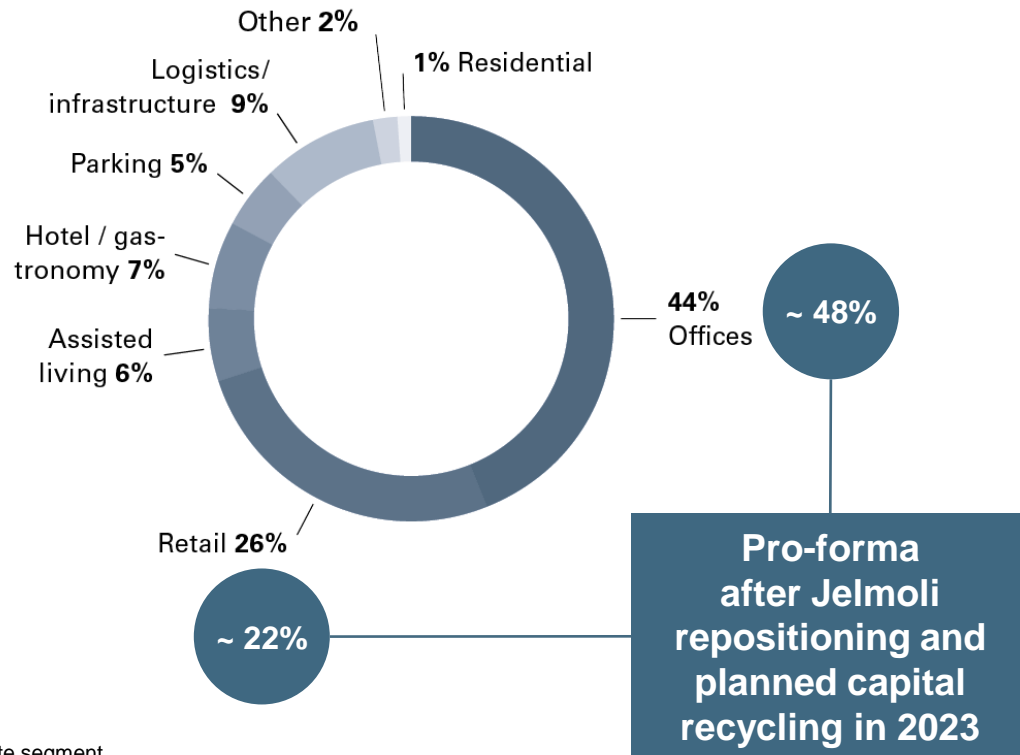
in % (Group)



Office as the largest segment and broad tenant diversification

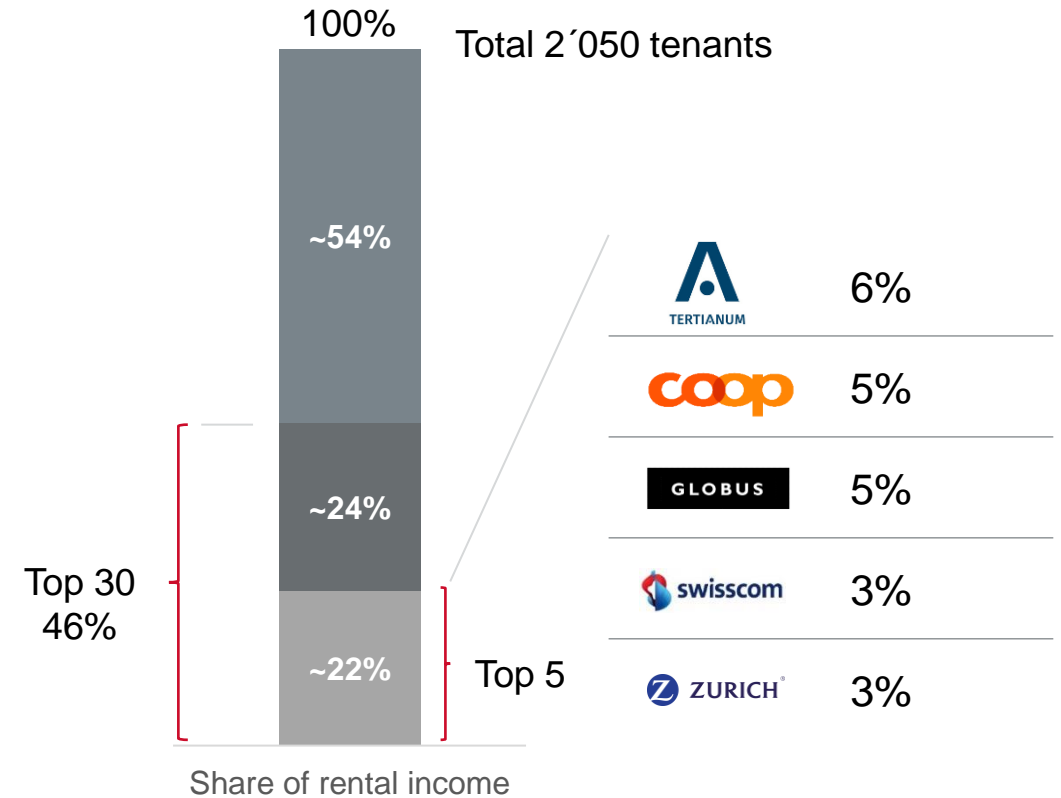
PORTFOLIO BY TYPES OF USE¹

as at 31.12.2022



BROAD TENANT DIVERSIFICATION

as at 31.12.2022

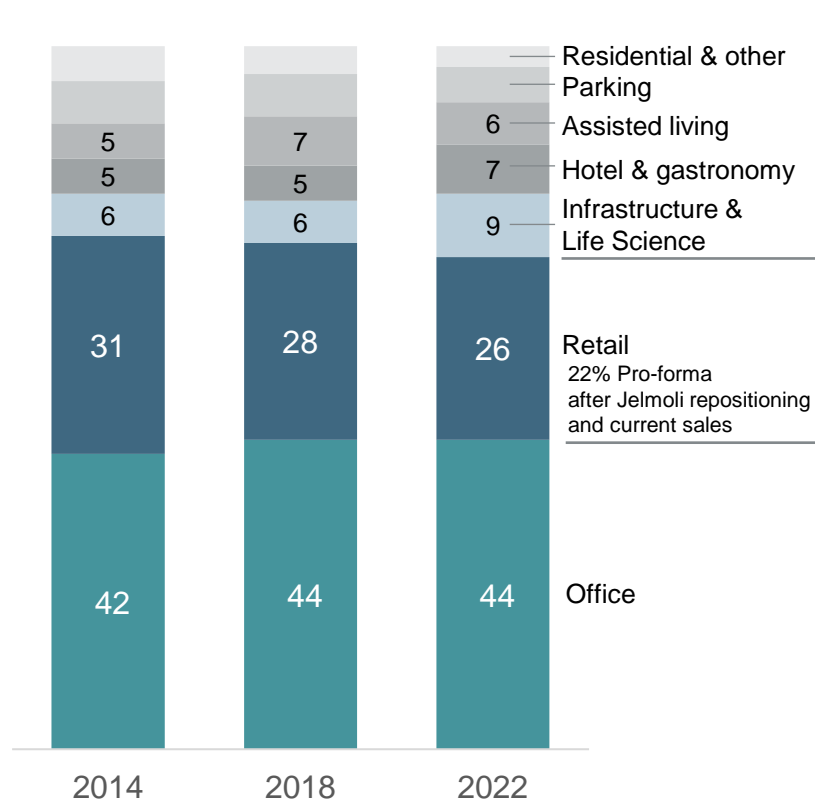


¹ Real Estate segment.
Note: Based on rental income

Retail share declining, defensive in nature through location and use

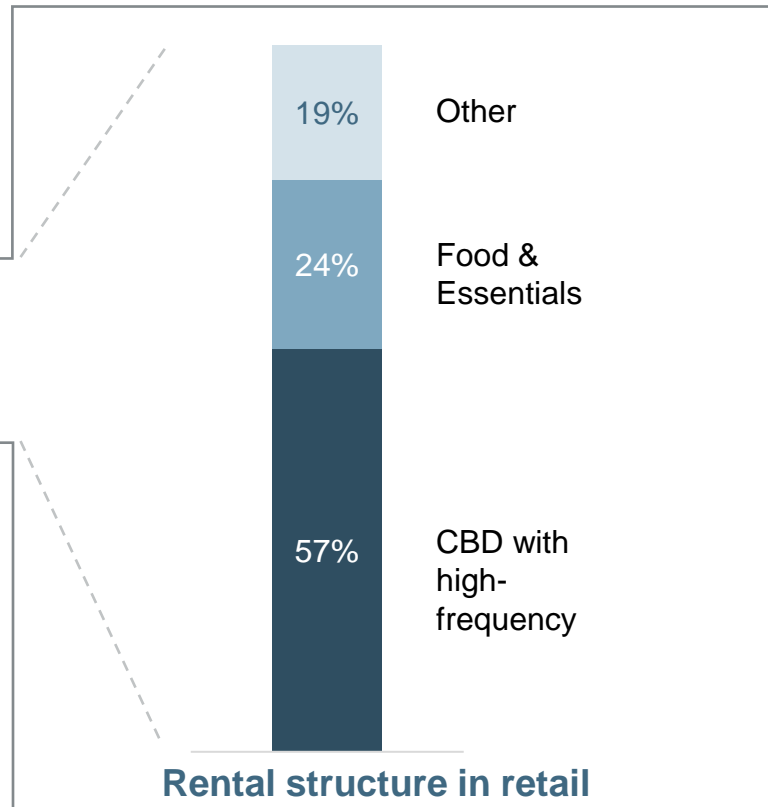
TYPE OF USE

in %, evolution 2014 – 2022



CHARACTERISTICS RETAIL

in %, 2022



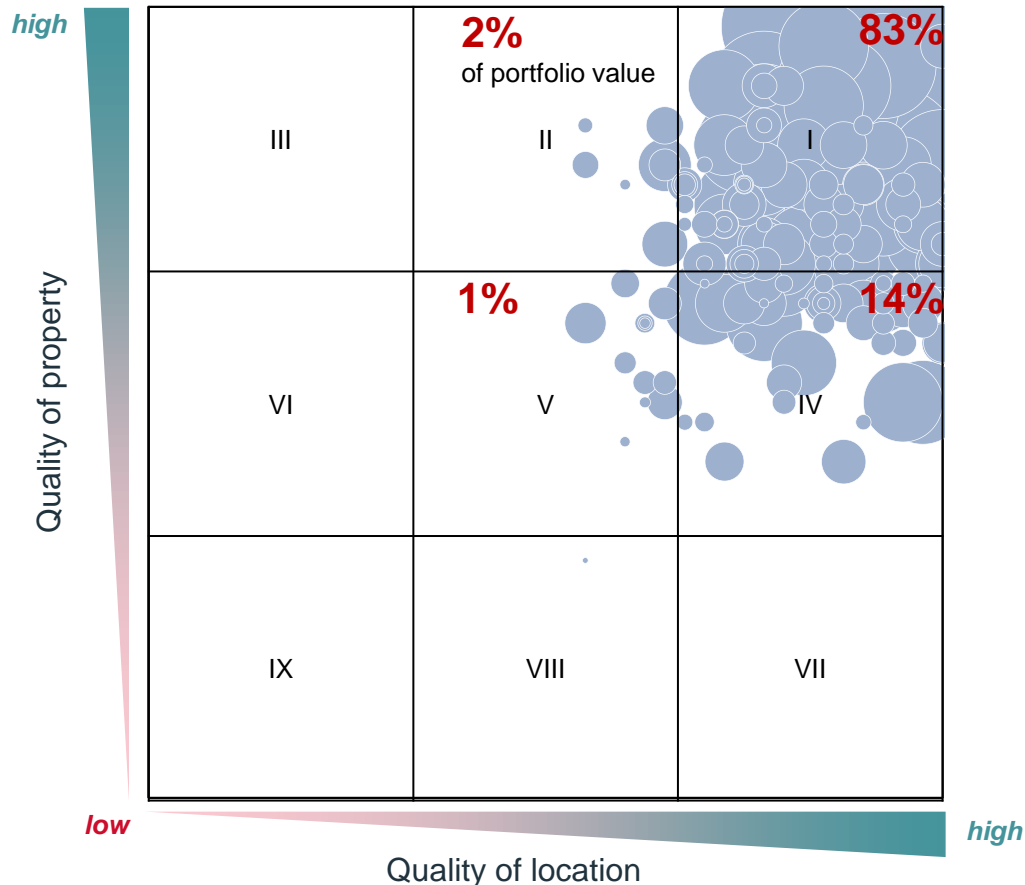
- 57% of rental income in absolute «high-frequency» locations in the CBD with attractive potential for alternative use (example: Jelmoli)
- 24% of rental income in low-risk Food & Essentials category

Note: Based on rental income

Highest density of prime locations and quality in the Swiss market

PORTFOLIO MARKET MATRIX

Wüest Partner as per 31.12.2022



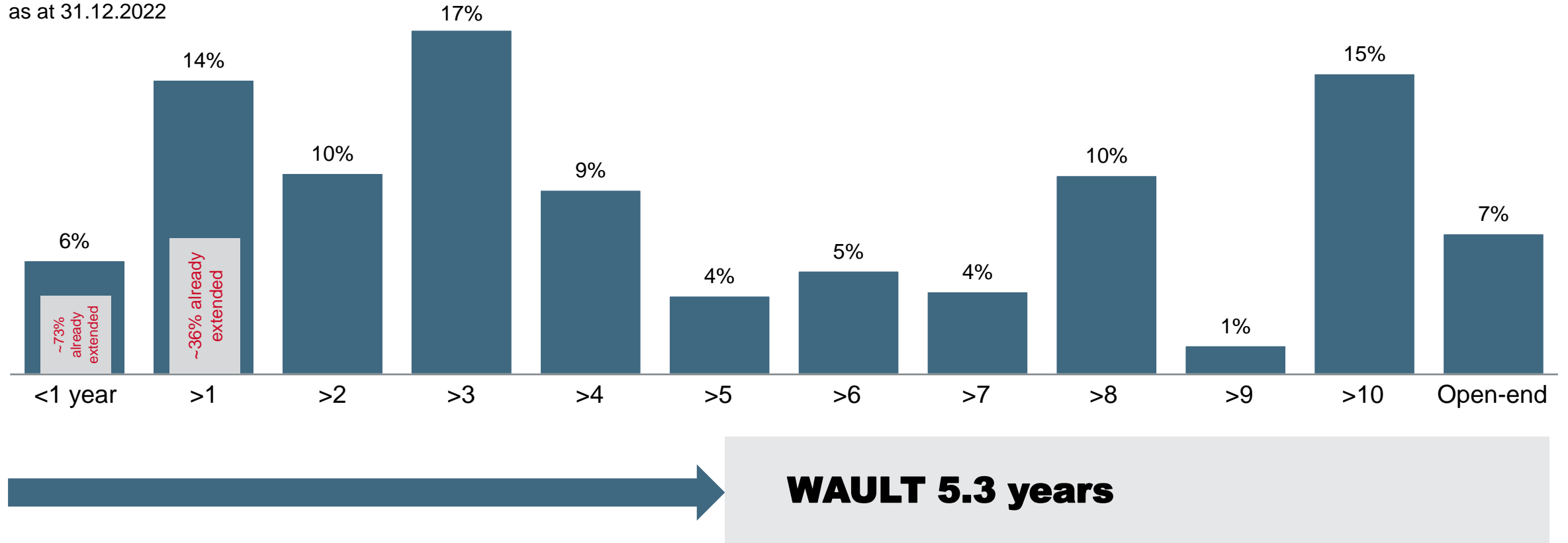
- **Quadrant I: 83%** of portfolio value
→ classified as «top properties» by Wüest Partner
- **Quadrant IV: 14%** of portfolio value
→ Excellent location quality; property quality continuously enhancing through active asset management
- **Quadrant II & V: 3%** of portfolio value
→ focus capital recycling

Best use in the right place!

Balanced lease expiry profile with early extensions, stable WAULT

LEASE EXPIRY OF RENTAL CONTRACTS

as at 31.12.2022



Asset Management: Three strong pillars, Akara integrated



Swiss Prime Site
Solutions REAL ESTATE
ASSET MANAGERS

FUND MANAGEMENT – DISCRETIONARY –

CHF **2.9** bn AUM



AKARA
DIVERSITY PK

SPSS-DEVELOPED INVESTMENT FUNDS

- Open-und closed-ended investment funds for qualified Swiss investors
- FINMA regulated ¹

ASSET MANAGEMENT – FIDUCIARY –

CHF **3.7** bn AUM



FOR INVESTMENT FOUNDATIONS

- Asset management advisory for Swiss investment foundations, a tax-exempt investment vehicle for Swiss pension funds
- OAK regulated ²

REAL ESTATE ADVISORY

CHF **1.1** bn AUM



FOR THIRD PARTY CLIENTS

- Projects vary from asset-specific queries to holistic Real Estate asset management mandates
- For regulated and non-regulated clients

¹ Swiss Financial Market Supervisory Authority.

² Occupational Pension Supervisory Commission; oversees investment foundation and not SPSS services.

Asset Management: Complementary investment profile

	TOTAL	FUND MANAGEMENT – DISCRETIONARY –	ASSET MANAGEMENT – FIDUCIARY –	REAL ESTATE ADVISORY
AuM (CHF bn)	7.7	2.9	3.7	1.1
Rental Income (CHF mln p.a.)	268	100	126	42
Investment Split (in % of rental income p.a.)	<ul style="list-style-type: none"> Residential Retail Office Commercial + Industrial Parking Hotel + Gastronomy Logistics + Storage Other 			
Regional Focus		Switzerland	Switzerland Germany	Switzerland
Typical Asset Size (CHF mln)		10 – 30	30 – 75	Varies depending on mandate specifications

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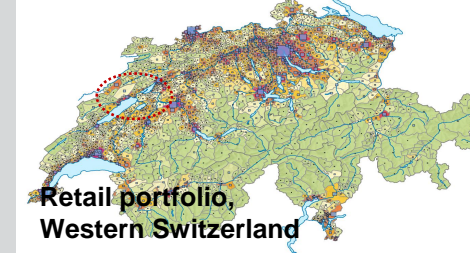
Effective capital recycling with value creation in the project pipeline

SALES
CHF 317 million

Portfolio streamlining



Building B, Plan-les-Ouates, Geneva



Retail portfolio,
Western Switzerland

- Sale of nine smaller properties predominantly in German speaking part; Espace Tourbillon in Plan-les-Ouates B and a retail portfolio in Neuchatel

Value accretive development projects



Steinenvorstadt, Basel



BERN 131, Berne



Oerlikon, Zurich

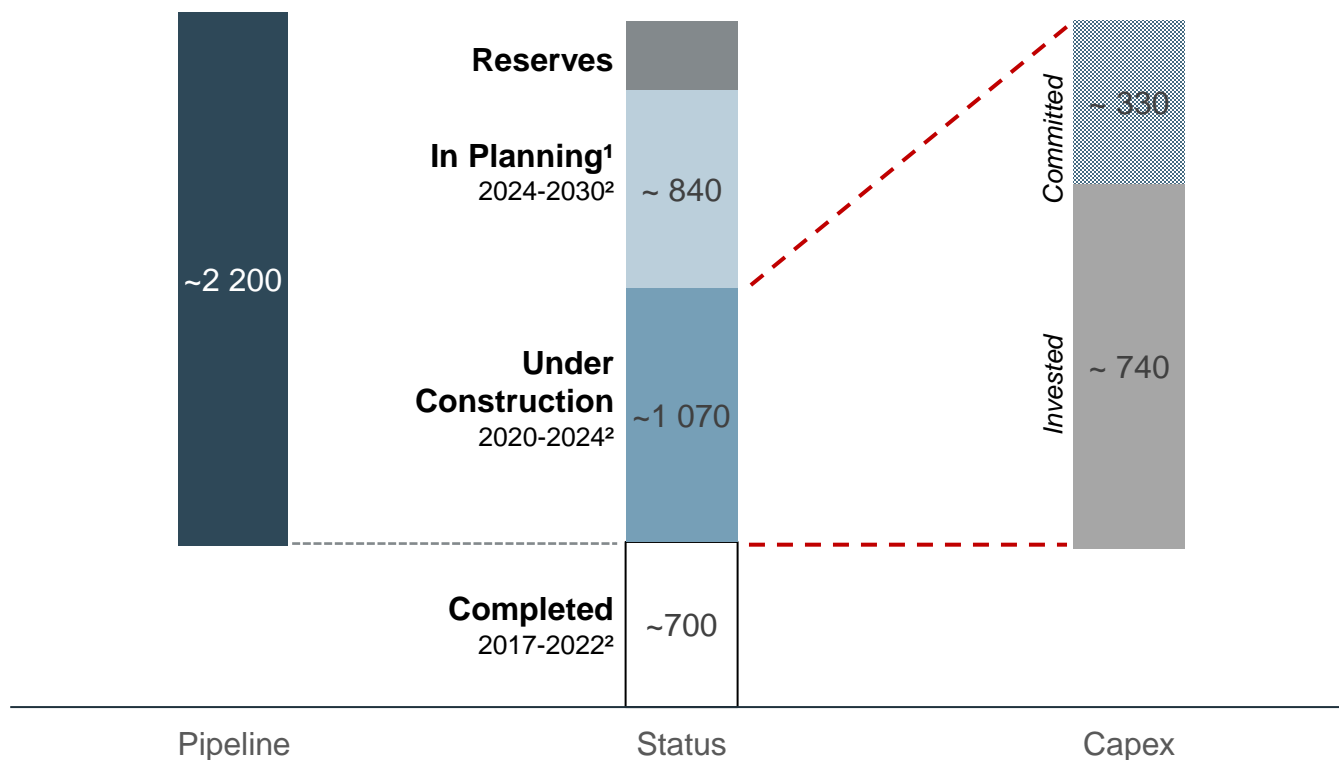
- Acquisition of attractive development projects in Basel (Steinenvorstadt, CBD), Berne (Project BERN 131), Zurich-Oerlikon (next to the train station)

**ACQUISITIONS
&
DEVELOPMENT**
CHF 274 million

Accretive investments in prime development projects

PROJECT PIPELINE AS PER 31.12.2022

in CHF million



¹ CHF 200 million already invested, mainly in the land bank (CHF ~640 million not yet committed).

² Project execution.

- **Pipeline:** High densification potential and utilisation of reserves within the existing portfolio and ongoing «refreshing» of the landbank through acquisitions
- **Projects Under Construction:**
 - CHF ~1 070 million project volume and target rental income totalling CHF ~54 million
 - To date CHF ~740m invested amount includes land and accrued development costs
- **Projects In Planning:**
 - CHF ~840 million planned investment volume and with a yield target between 4 – 5%
 - Building permits are valid for four years implying high flexibility


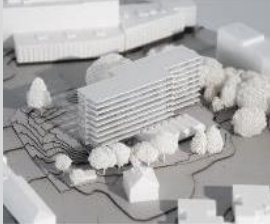




Scheduled projects under construction with high levels of pre-letting

	 Müllerstrasse Zurich	 Alto Pont-Rouge Lancy	 Stücki Park I+II Basel	 JED new build Schlieren	 Tertianum Paradiso & Olten	 BERN 131 Berne
Construction status	Ongoing	Ongoing	Ongoing	Ongoing	Ongoing	Ongoing
Occupancy rate	100%	60%	90% ³	100% ⁴	100%	60%
Investment Volume¹ (mln)	CHF 220	CHF 305	CHF 250	CHF 105	CHF 75 35	CHF 80
Target rent (mln)	CHF 11	CHF 15.5	CHF 14	CHF 5	CHF 3.3 1.3	CHF 3.5
Project execution²	2021 – 2023	2020 – 2023	2020 – 2024	2022 – 2024	2021 – Q1 2024	2022 – Q1 2025
Yield on cost	4.8%	5.1%	5.7%	4.9%	~4%	4.4%

Note: Approximate plan figures

¹ including land & acquisition costs. ² basic fit-out, tenant specific fit-outs thereafter. ³ Only one building with available space left. ⁴ thereof 5% reserved.

Selection of planned projects – central locations with attractive use

						
Building regulations	Steinenvorstadt Basel Standard	Route de Meyrin 49 Geneva Final (district plan)	maaglive Zurich Final (district plan)	Albis Areal Zurich Standard	Hauptstrasse 2 Brugg Standard	Dreispietz Mitte Münchenstein In process (district plan)
Latest milestone	Project definition	Project definition	Building application submitted	Project definition	Study competition concluded	Study competition concluded
Letting status	Interim letting	Interim letting	Interim letting	Interim letting	Interim letting	Interim letting
Investment Volume¹ (mln)	CHF ~55	CHF ~110	CHF ~170	CHF ~180	CHF ~45	CHF ~170
Target rent (mln)	CHF ~2	CHF ~5	CHF ~7	CHF ~8	CHF ~2	CHF ~8
Project execution²	2024 – Q1 2026	2024 – 2026	2024 – 2027	2025 – 2027	2025 – 2027	2028 – 2030
Target yield 4-5%						

Note: Approximate plan figures

¹ including land & acquisition costs. ² basic fit-out, tenant specific fit-outs thereafter.

Our main priorities in the area of sustainability

1 CERTIFICATION STRATEGY

- Development projects are planned and built in accordance with the Swiss Sustainable Building Standard (SNBS) or an equivalent standard
- Existing buildings are certified according to «BREEAM In-Use»
- 75% of the floor space certified to date

2 2040: CLIMATE-NEUTRAL

- Energy and resource management
- «CO₂ reduction pathway» building strategy (replacing fossil fuel-based heating systems, efficient building shells etc.)
- Renewable energy procurement
- Production and use of own renewable energy (solar panels, etc.)

3 CIRCULAR ECONOMY

- Re-development of existing buildings
Müllerstrasse/Route de Meyrin according to «circular economy» principles
- Resource focussed building design
 - modernisation of Messeturm Basel («Crade-to-cradle»)
 - new wood-hybrid buildings (maaglive, BERN 131 etc.)

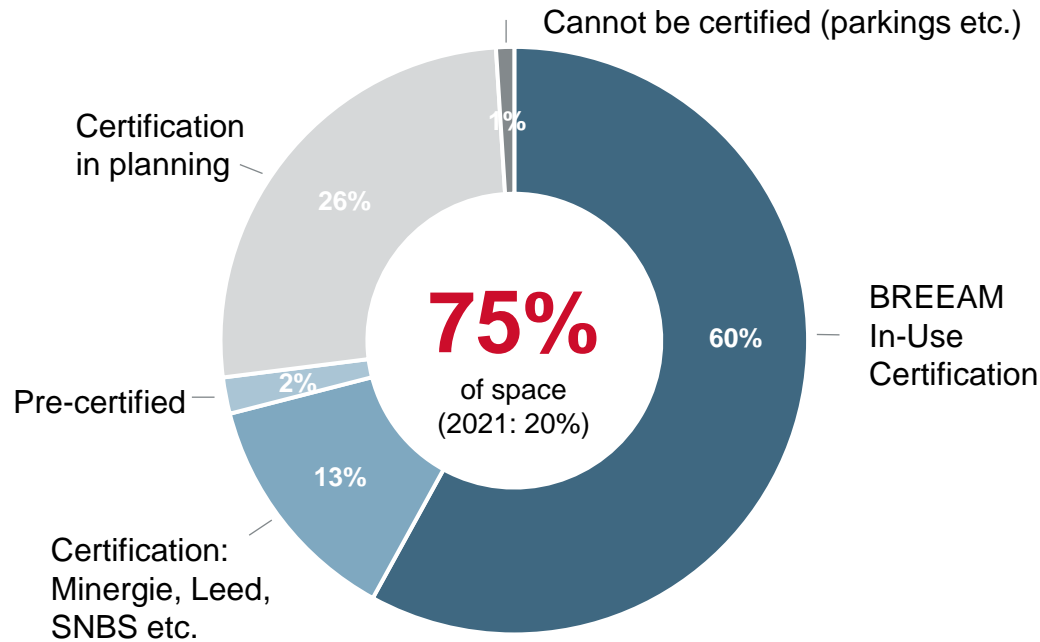
4 GREEN FINANCE FRAMEWORK

- All new financing «green», proceeds used for
 1. green buildings
 2. energy efficiency
 3. renewable energy
- Supports path to net zero by 2040 through financial incentives
- External validation

Certification strategy: very strong progress in 2022 – 75% target met

CERTIFICATION OF SPACE (#153 PROPERTIES)¹

in % of space



ALL DEVELOPMENT PROJECTS WILL BE CERTIFIED

Name	Location	Label	Status	Start of construction
Stückli Park 1. Etappe	Basel	SGNI	planned	2020
Stückli Park 2. Etappe	Basel	SGNI	planned	2020
Alto Pont-Rouge	Genève, Lancy	SNBS, Minergie	pre-certified	2020
Tertianum	Olten	Minergie	pre-certified	2021
Müllerstrasse	Zürich	SNBS, Minergie	pre-certified	2021
JED Neubau	Schlieren	SNBS	planned	2022
Bern 131	Bern	SNBS, Plus Energie	planned	2022
Steinenvorstadt	Basel	SNBS	planned	2024
Rte de Meyrin 49	Genève	SNBS	planned	2024
maaglive	Zürich	SNBS	planned	2024
Stadtraum Uster	Uster	SNBS	planned	2024
Rheinstrasse	Augst	SNBS	planned	2026
Dreispietz Mitte	Basel, Münchenstein	SNBS	planned	2028

¹ Properties not certified due to type of use or development status.

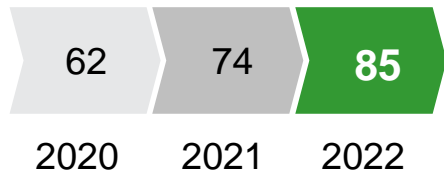
GRESB-results improvements from 2020 to 2022

STANDING INVESTMENT BENCHMARK REPORT

2020 – 2022

GRESB Rating
★★★★☆

Participation & Score



Peer Comparison

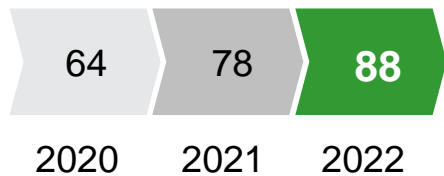


STANDING DEVELOPMENT BENCHMARK REPORT

2020 – 2022

GRESB Rating
★★★★☆

Participation & Score



Peer Comparison



G R E S B
★★★★☆ 2022

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AGENDA

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Guidance 2023 – We deliver stability

FINANCIAL

FFO

stable

LTV

<40%

OPERATIONAL

Vacancy

<4.3%

Group

AuM

>8.5bn

Asset Management

Key Proposals to the Annual General Meeting



NEW ELECTION

- Election of Reto Conrad (1966, CH) as new independent member of the Board of Directors
- Mario F. Seris no longer stands for election



DISTRIBUTION

- CHF 3.40 per share in the form of an ordinary dividend of CHF 1.70 (value date 30 March 2023) and a withholding tax-free distribution from capital reserves of CHF 1.70 (value date expected on 30 March 2023)
- The distribution corresponds to a payout ratio of 80% based on FFO I, payout balances increase in dividend and defensive capital structure



AMENDMENTS TO THE ARTICLES OF ASSOCIATION

- Amendments reflecting changes in Swiss corporate law (amongst others: Capital band with changes up to +10% / -5% of share capital)

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SWISS PRIME SITE

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Company calendar

Annual General Meeting	21 March 2023
Results H1 2023	24 August 2023

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