

Investor Presentation

Hybrid Bond 2018
February 2018

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Company Overview

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UBM Hybrid Bond 2018

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Key investment highlights



Key Earnings Figures (in €m)	1-9 2017	1-9 2016	%Δ ²
Total Output ¹	529.7	449.4	17.9%
Revenue	296.9	377.4	-21.3%
EBT	30.5	25.3	20.8%
Net-Profit	21.7	17.5	24.1%

Key Assets and Financial Figures (in €m)	30 Sep 2017	30 Jun 2017	%Δ ²
Total assets	1,165.2	1,207.8	-3.5%
Cash and cash equivalents	114.3	138.8	-17.7%
Equity ratio	29.2%	27.7%	1.5pp
Net Debt	555.6	578.6	-4.0%

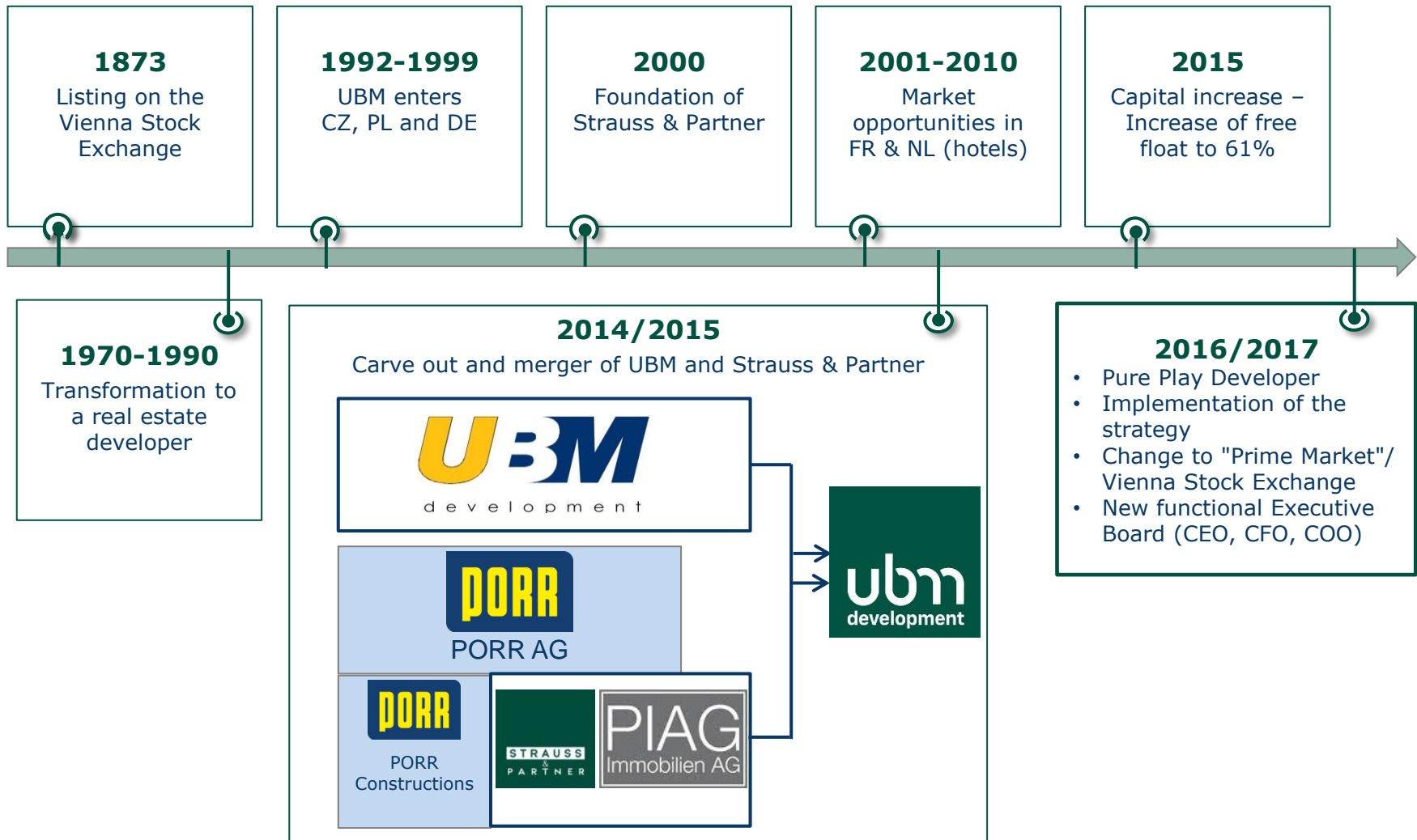
Key Share Data (in €)	30 Sep 2017	30 Sep 2016	%Δ ²
Earnings per share ³	2.81	2.26	24.3%

¹ Total Output represents the revenue of fully consolidated companies and those accounted for under the equity method, as well as sales proceeds from share deals, in proportion to the stake held by UBM

² Figures have been rounded off using the compensated summation method. Changes are calculated using the exact values

³ Earnings per share for the period 01.01.-30.09. of the respective year

145 years of History



Functional Executive Board



Patric Thate
(CFO)

Experience:

- 17 years of capital market experience
- 7 years as Head of Finance



Thomas G. Winkler
(CEO)

Experience:

- 20 years of capital market experience
- 10 years of experience as CFO



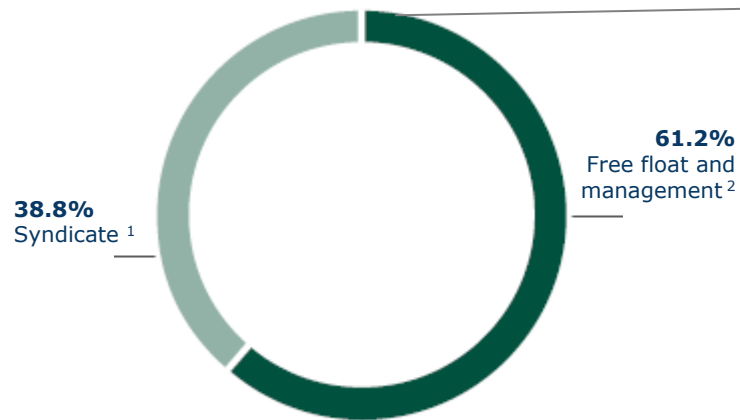
DI Martin Löcker
(COO)

Experience:

- 16 years of industry experience

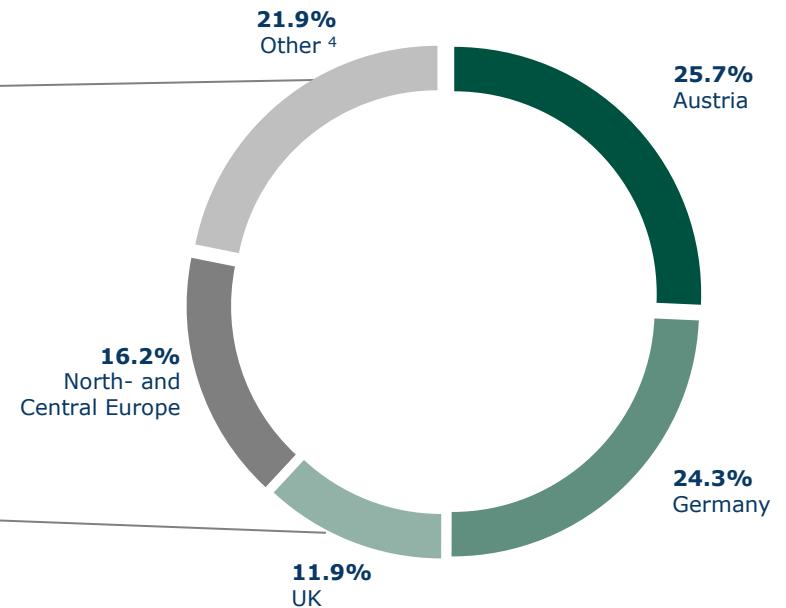
Shareholder Structure

Shareholder Structure



Changed to Vienna Stock Exchange 's
prime market 22 August 2016

Free Float - Geographical Split³



¹ Syndicate = Strauss Group and Ortner Group

² Free float including Executive Board and Supervisory Board (11%)

³ as of October 2017; Free Float Geographical Split excluding Executive Board and Supervisory Board

⁴ including other countries and non identified shareholders

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Pure Play Developer

- Focus on core competence – developing real estate
- Reduction of standing assets (Fast Track 2017)
- Future profitability through well filled pipeline

Three Core Markets

- Focus on three core markets: Germany, Austria and Poland
- Hotels: Follow the customer approach (e.g. Netherlands)

Three Asset-Classes

- Hotel: Development of city hotels in the 3* to 5* segment
- Office: Large-scale projects in metropole areas across core markets
- Residential: Large cities with growth potential

Core Competences

- Profound technical and commercial know-how along entire value chain
- Strong local network ensures ongoing acquisition of attractive projects
- Central transaction team controls the sales process to well-known end customers

- 1 Substance and scale**
 - **EUR 1.3 bn¹** „Assets under Management“
 - **EUR 0.3 bn²** Investment per year with current development activity
- 2 Focus and expertise**
 - **145 years of experience** (> 15 years in Germany and Poland)
 - **Profits from the ongoing demand for real estate** on the core markets
 - **Risk minimization** through **asset light, forward funding, forward sales**
 - **Pre-letting requirements for office** and **residential** (30% and 40%, respectively), **hotels** with management contracts as start of construction
- 3 A leading European Hotel-Developer**
 - **50 Hotels** developed in the past
 - **8 Hotels** in the development pipeline
 - **15 Hotels** in operations as leaseholder
- 4 Ability to handle large scale projects**
 - **Office** with volume of around € 200 m per project
 - **Hotels** with more than 500 rooms per project
 - **Residential** with more than 450 apartments per project
- 5 High Transparency**
 - **Listed on prime market of VSE** (Vienna Stock Exchange)
 - **High Transparency**

¹ As of 30 Sep 2017

² After de-consolidation of the real estate development of the new “Zalando Headquarter”

Our Markets

Market	Germany	Austria	Poland	Opportunities
Asset-Class	Hotel Residential Office	Hotel Residential Office	Hotel Office Residential	Hotel Residential Office
Characteristics	<ul style="list-style-type: none"> ▪ All asset-classes without restrictions ▪ Focus on Berlin, Munich, Hamburg and Frankfurt ▪ Largest projects: Zalando Headquarters (Berlin), Leuchtenberggring (Munich) 	<ul style="list-style-type: none"> ▪ All asset- classes, ▪ Focus on Vienna, Salzburg, Innsbruck, Graz ▪ Largest projects: Quartier Belvedere Central (Vienna), Rosenhügel (Vienna) 	<ul style="list-style-type: none"> ▪ Focus on hotel and office ▪ Developments in Warsaw, Krakow, Gdansk, Wroclaw ▪ Largest projects: Holiday Inn (Gdansk) Poleczki Business Park (Warsaw) 	<ul style="list-style-type: none"> ▪ customer-driven ▪ Logistics in Austria (automotive cluster), hotels in the Netherlands (Hyatt and Crowne Plaza in Amsterdam), residential in Prague (Graficka)

Positive outlook for real estate investments in Europe continuing¹

Strong demand for real estate investments

- **Investors** with **high demand** for real estate in continental Europe
- Compared to alternative asset classes, **higher returns for investors**
- **Increasing investment in real estate in Europe to continue** - total investment volume 1-9/2017 € 196.5 bn (+ 25.7%)²

European markets gain attraction

- **Continental Europe** with **potential for catching up** compared to previous **top investment targets**
- **Attractive risk/return profile**
- Brexit makes **London less desirable for overseas money**
- Investors from **South Korea** and **China "discover"** continental Europe for various reasons
 - Real estate **accounts for more than 24% of the total South Korean** overseas investments³

¹ CBRE Global Outlook, January 2018, Nick Axford, Global Head of Research

² CBRE Press Release/16 Nov 2017 – Immobilieninvestments in Europa steigend

³ Korea Financial Investment Association

Well Balanced Business Model

- **Pooling of risk** through **3 asset classes, 3 countries**
- Risk reduction through **forward funding, forward sales and down payments**
- **Further risk diversification** through **asset light approach** (at equity partnerships)
- **Minimizing risks** by acquiring new projects with steady returns in the development phase, e.g. "Paket 6", Unterbibergerstr. or through partial trade-sales, e.g. Potsdam.
- **Pre-letting rules** for **office** and **residential buildings** (30% and 40%, respectively)
- **Efficiency Program "Next Level"** implemented to further improve profitability

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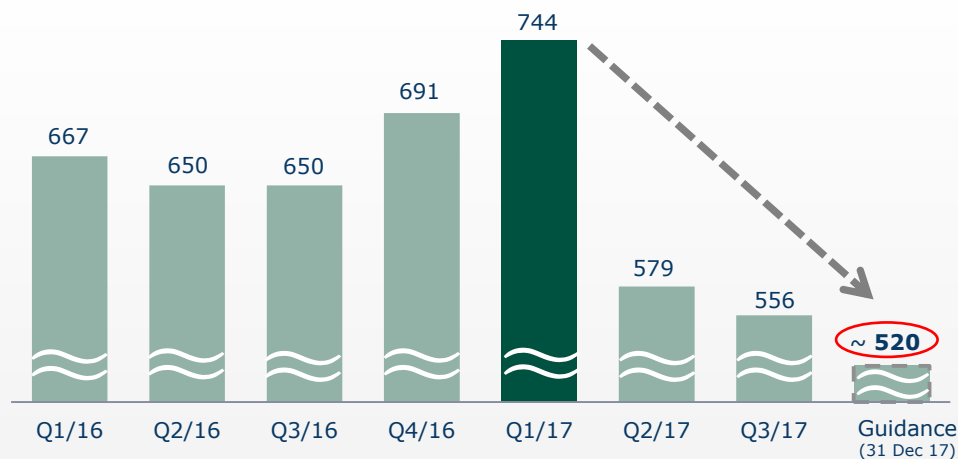
Financial Performance

UBM Hybrid Bond 2018

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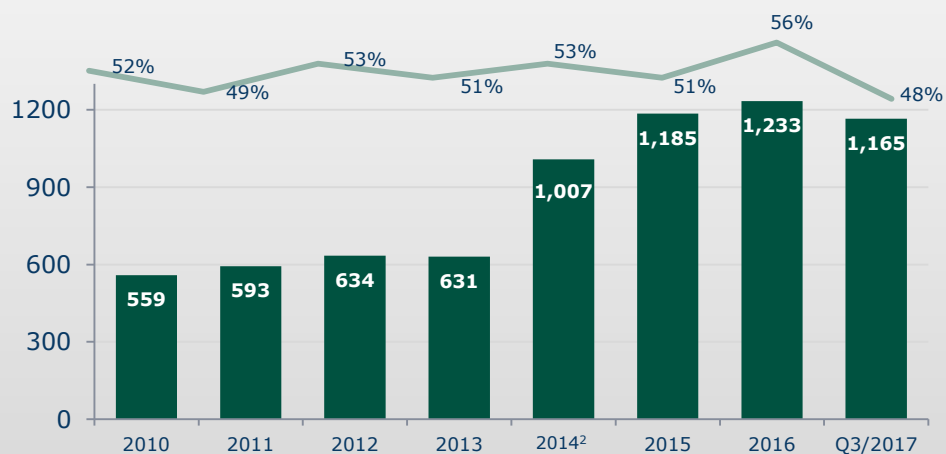
Q3 – Deliver on Deleverage

Net Debt (in €m)



- **Debt reduction continued** in Q3/2017 driven by successful execution of the accelerated sales program
- **Year-end target: € 520m**
- **Loan to Value** (below 48%) reflects **improved balance sheet**

Total Assets (in €m) & LTV Ratio¹



¹ Net debt in relation to the total assets; (Self-calculation based on the consolidated and interim financial statements of UBM); ² Pro Forma Figures

Q3 – Well on Track to Deliver Profit Guidance

in €m

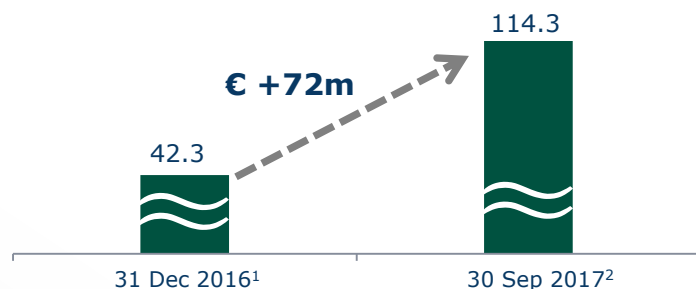
1-9/2017¹	1-9/2016²	FY 2016		comments
529.7	449.4	557.5	Total Output	includes sales through share deals and at-equity accounted developments
296.9	377.4	417.0	Revenue	
32.9	39.1	49.6	EBITDA	
2.8	2.1	3.4	Depreciation/ Amortization	
15.4	5.0	13.1	Fin. income	includes profits from share deals
14.9	16.8	19.3	Fin. costs	
30.5	25.3	40.1	EBT	profits from sale of equity accounted companies entered after tax
8.8	7.8	10.7	Taxes	
21.7	17.5	29.4	Net Profit	

¹ Interim Report on the 3rd quarter 2017

² Interim Report on the 3rd quarter 2016

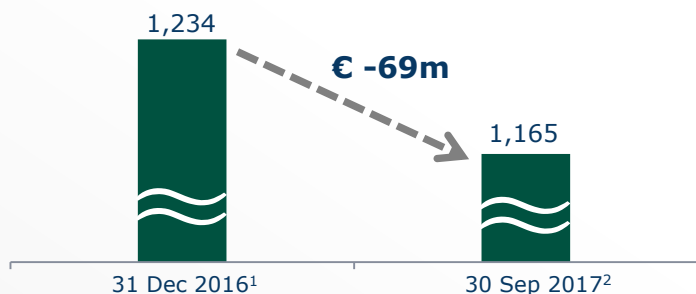
Q3 – Balance Sheet Significantly Improved Compared to FY/16

Cash and Cash Equivalents in €m



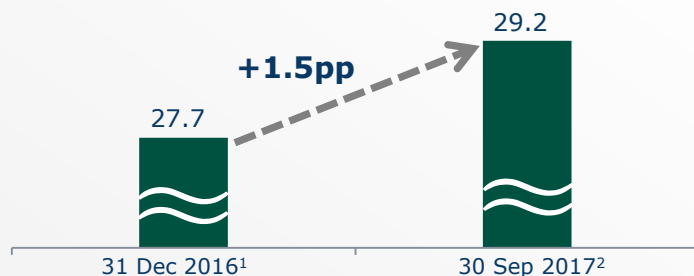
- Increased **cash position** provides UBM with **necessary fire power** for the future

Balance Sheet Total in € m



- Successful sales** also result in **reduction of balance sheet total** (despite increased cash position)

Equity Ratio in %

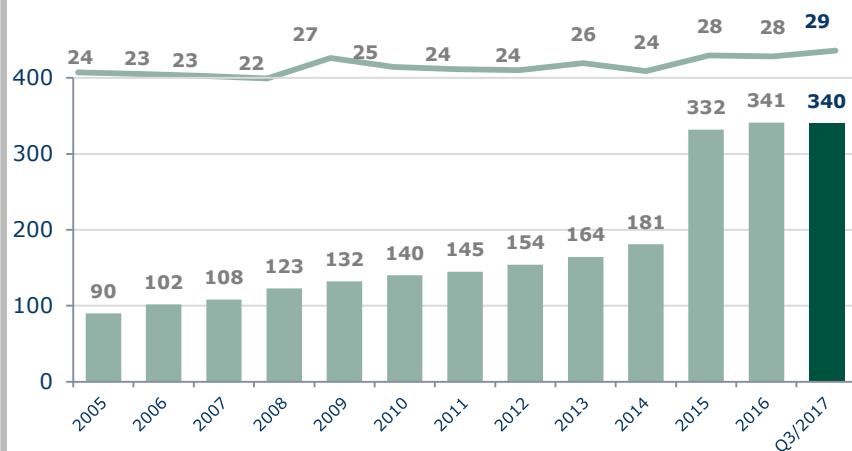


- Shortening the balance sheet total leads to a **higher equity ratio**

¹ Annual Report 2016; ² Interim Report on 3rd quarter 2017

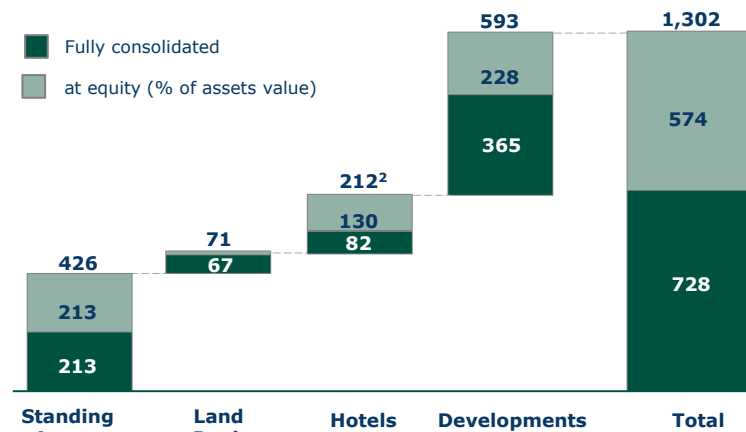
Key Balance Sheet Figures¹

Equity (in €m) & EQ-Ratio (%)



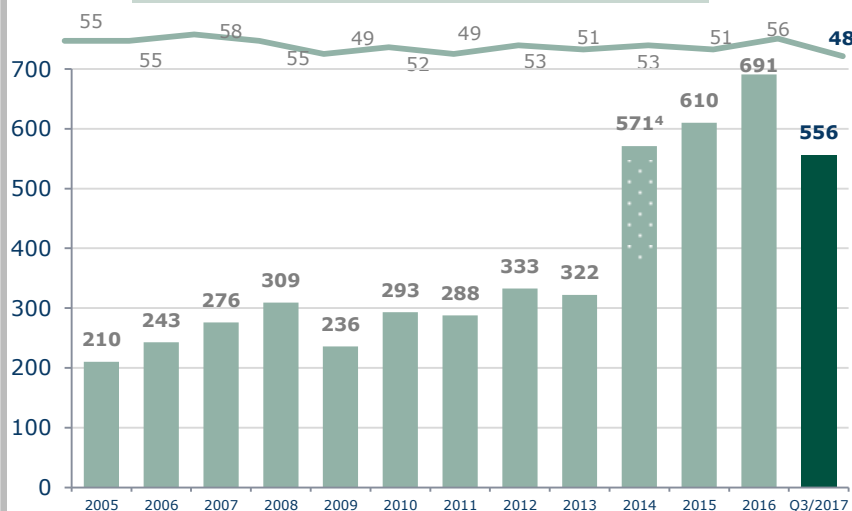
¹ Figures are based on the consolidated - and interim financial statements of UBM

Real Estate Portfolio



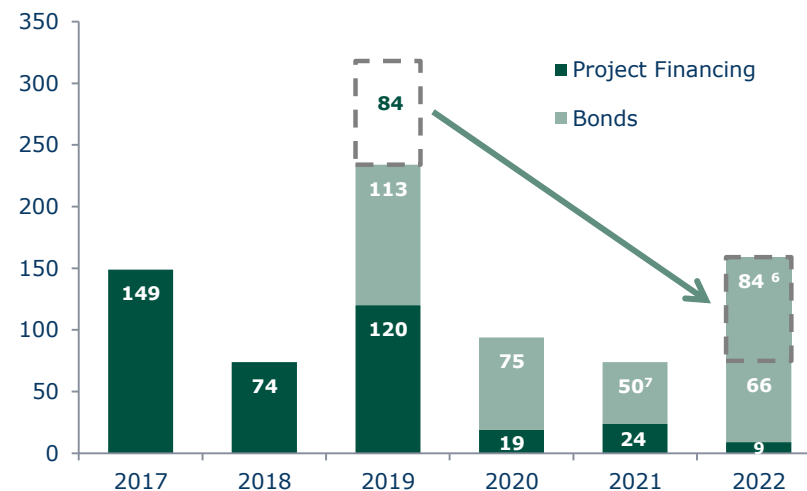
² consists of € 120m Developments, € 92m Standings

Net Debt (in €m) & LTV Ratio (in %)³



³ Net debt to total assets; (Calculation based on the consolidated and interim financial statements of UBM) ⁴ Pro forma number

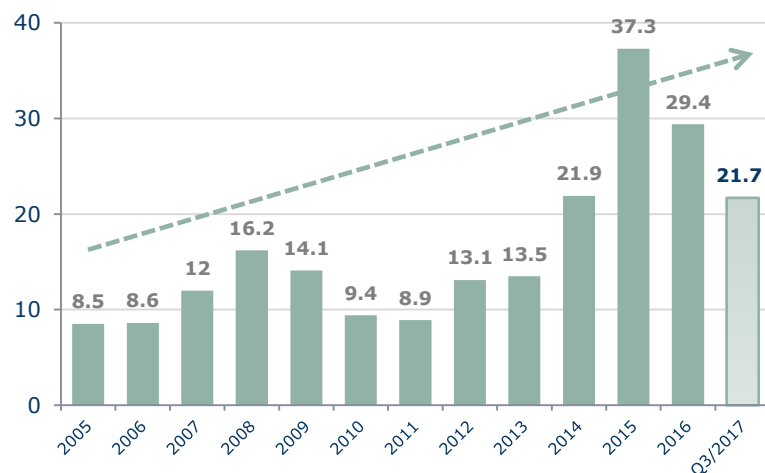
Maturity Profile (in €m)⁵



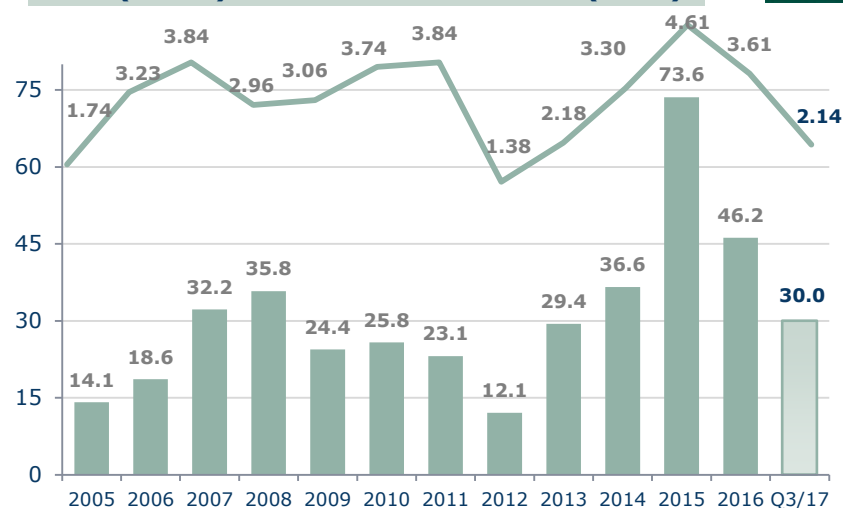
⁵ As reported, 30 June 2017 for fully consolidated companies ⁶ Pro Forma effect on debt maturity profile from latest bond issued in Q4/17 ⁷ incl. bearer bonds and promissory note loans

Key P&L Figures¹

Net Profit (in €m)

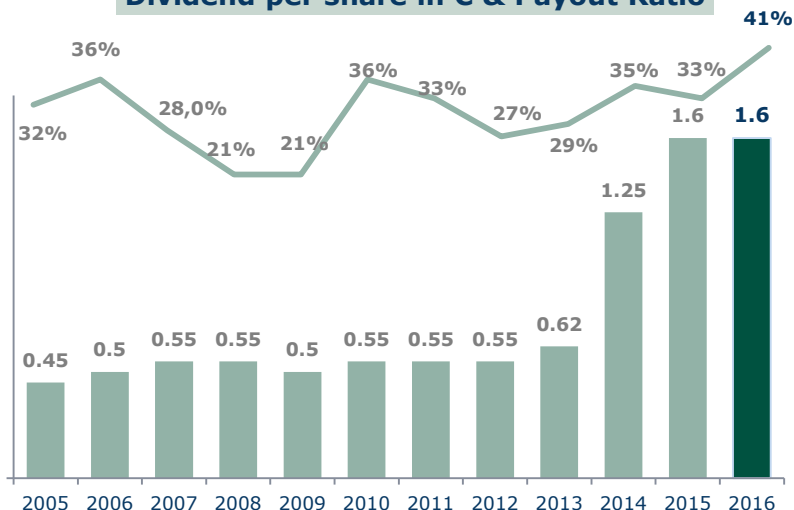


EBIT (in €m) & Interest Cover Ratio (in %)²



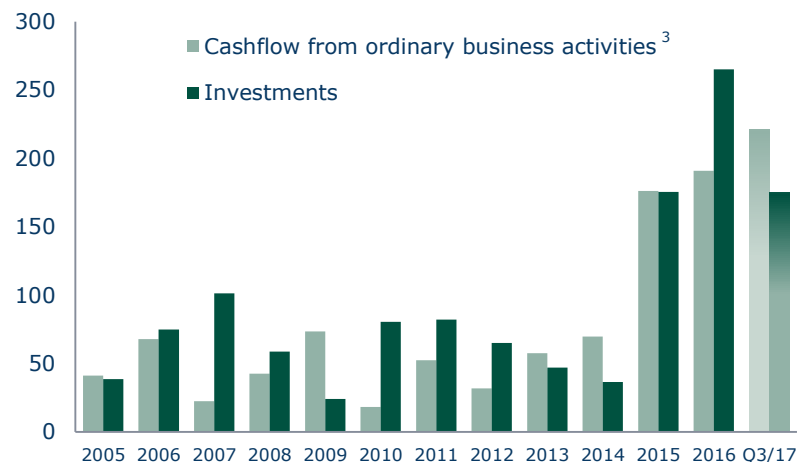
² Calculation (EBIT/interest expense) on basis of consolidated and interim financial statements of UBM

Dividend per share in € & Payout Ratio



¹ Figures are based on the consolidated and interim financial statements of UBM

Cashflow from ordinary business activities & invest (in € Mio.)



³ plus proceeds from sale of intangible assets, proceeds from sale of property, plant and equipment and investment property and proceeds from sale of financial assets, proceeds from settling project financing

Q3/17 - Strong financial performance

- 1** Net Profit increased by more than 24% to € 22m
- 2** Net Debt reduced to € 556m
- 3** Debt maturity profile smoothened, successful exchange and new bond issue
- 4** Balance sheet total shortened - equity-ratio up at 29.2%
- 5** “Fast Track 17” and “Next Level” programs well on track
- 6** No end of real estate boom in sight in the medium-term

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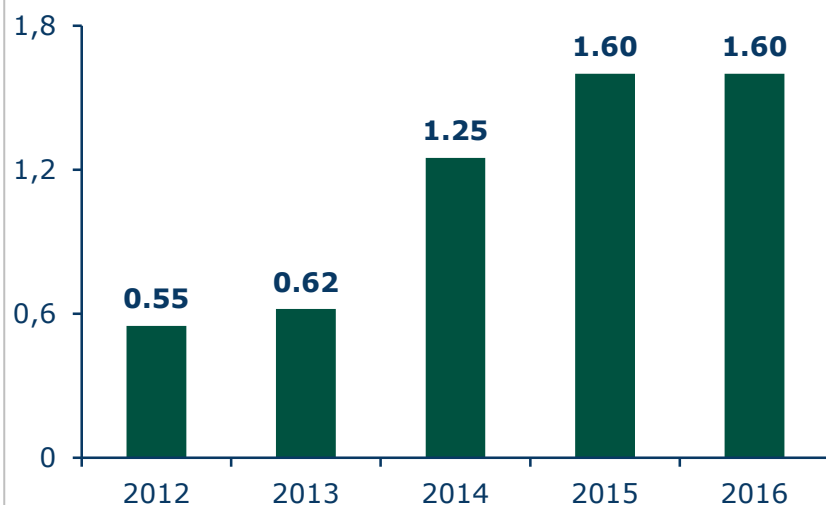
Appendix

Hybrid issuance rationale and credit highlights

Why issue hybrid capital

- Further strengthen UBM's capital structure and support balance sheet via an IFRS equity instrument
- Diversify and enlarge existing investor base
- Support future projects and investments
- Potentially refinance existing financing

Dividend in € per share



UBM as an attractive hybrid issuer

A leading player for developing real estate

- Three strong core markets Germany, Austria and Poland
- Profound technical and commercial know-how along entire value chain
- Strong local network ensures ongoing acquisition of attractive projects

Risk averse approach

- Forward sales (fundings), asset light approach, high down-payments

Management with "skin in the game"

- Top management team has invested approx. € 5 m into the company and participants with 5% in the value creation through share option program

Reliable dividend payer

- Continuity in dividend payments over the last 15 years
- Stable dividend policy

Terms – UBM Hybrid

Issuer	UBM Development AG
Securities	Undated Resettable Fixed Rate Subordinated Notes
Maturity / Issuer Call	Perpetual, Non-Call 5
Coupon	[]% fixed rate, payable annually in arrears to the First Reset Date (Year 5) Thereafter, reset every 5 years to the then current EUR 5yr Mid Swaps + initial credit spread + 500 bps step-up
Optional Deferral	At Issuer's discretion subject to dividend pusher (see below); cash cumulative and not compounding
Dividend Pusher	Pusher on Interest Payment: Payment is mandatory if junior / parity discretionary payments have been made in past 12 months (including payment or declaration of dividends on ordinary shares) except intra-group payments Pusher on Deferred Interest: Arrears become mandatorily due and payable upon junior / parity discretionary payments being made (including payment or declaration of dividends on ordinary shares), or upon redemption/liquidation
Early Call Provisions	Upon a tax gross up (par), Clean-up call with 85% of principal amount repurchased (par), Loss of tax deductibility (make-whole until First Reset Date, par thereafter) or change in accounting classification under IFRS (make-whole until First Reset Date, par thereafter) Make-whole calculated as scheduled cash flows to the First Reset Rate, discounted at Gov't Bond Yield + 150 bps
Change of Control	500 bps step-up and issuer call at par, if any party acquires sufficient shares in the issuer to trigger a mandatory takeover bid under the Austrian Takeover Act
Ranking	Unsecured, subordinated, senior to share capital
Denominations	EUR 100k+100k
Listing	Vienna Stock Exchange
Governing Law	Austrian
Target Market	Manufacturer target market (MIFID II product governance) is eligible counterparties and professional clients (all distribution channels). No PRIIPs key information document (KID) has been prepared as not available to retail in EEA
Structuring Adviser	HSBC
Joint Bookrunners	HSBC / Raiffeisen Bank International AG

For discussion purposes – please refer to Preliminary Prospectus for full terms and conditions

Structural comparison of proposed hybrid to other European unrated hybrid issuances

	Proposed UBM hybrid	AT&S	Eurofins	PORR
Announce Date	Feb 2018	Nov 2017	Nov 2017	Jan 2017
Currency / Size	EUR [] (sub Benchmark)	EUR175m	EUR400m	EUR125m
Maturity / First Call	PerpNC5	PerpNC5	PerpNC8	PerpNC5
Subsequent Calls	Every Interest Payment Date thereafter	Every Interest Payment Date thereafter	Every Interest Payment Date thereafter	Every Interest Payment Date thereafter
Coupon	[] % annual	4.750% annual	3.250% annual	5.500% annual
Coupon Reset	5yr EUR MS + []% (incl 500 bps step-up in year 5)	5yr EUR MS + 9.551% (incl 500 bps step-up in year 5)	3m Euribor + 516.7% (incl 250 bps step-up in year 8, subj to rating switch adjustments)	5yr EUR MS + 10.312% (incl 500 bps step-up in year 5)
Optional deferral	Cash Cumulative & not compounding	Cash Cumulative & not compounding	Cash Cumulative & compounding	Cash Cumulative & not compounding
Payment Pusher	Yes, 12month look-back + pusher on arrears	Yes, 12month look-back + pusher on arrears	Yes, pusher on arrears	Yes, 12month look-back + pusher on arrears
Early Redemption	<ul style="list-style-type: none"> • Gross-up Tax Event – par • Clean-up (>85%)– par • Tax Deductibility Event – make-whole until first reset date • Accounting Event – make whole-until first reset date • All make-wholes at Gov't+150bps 	<ul style="list-style-type: none"> • Gross-up Tax Event – par • Clean-up (>85%)– par • Tax Deductibility Event – make-whole • Accounting Event – make-whole • Capital Replacement Event – make-whole • All make-wholes at Gov't+150bps 	<ul style="list-style-type: none"> • Gross-up Tax Event – par • Clean-up (>75%)– par • Tax Deductibility Event – 101 until first reset date • Accounting Event – 101 until first reset date, par thereafter • Rating Methodology Event (once rated) – 101 until first reset date 	<ul style="list-style-type: none"> • Gross-up Tax Event – par • Clean-up (>85%)– par • Tax Deductibility Event – make-whole • Accounting Event – make-whole • All make-wholes at Gov't+150bps
Change of Control	500bps step up if not called (par)	500bps step up if not called (par)	250bps step up if not called (par)	500bps step up if not called (par)
Subordination	Deeply subordinated, senior to equity	Deeply subordinated, senior to equity	Deeply subordinated, senior to equity	Deeply subordinated, senior to equity
Expected Rating Agency Equity Credit	None	None	None (as long as unrated) / up to 50% (if rated in future)	None
IFRS Classification	Equity	Equity	Equity	Equity

Source: Prospectuses, Rating agency methodologies

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Status of Ongoing Projects until 2018

- Quality projects secure utilization in the future
- Most of the projects already sold **“forward”**

Project	Asset	Rooms/ Lettable Area/ Apartments	Share	Compl.	Status
QBC 3, Vienna	Office	7,767 m ²	65%	Q4/17	Forward Sale
MySky, Vienna	Residential	128 apart.	100%	Q4/17	Partial Sale
Kotlarska, Krakow	Office	11,000 m ²	100%	Q4/17	Sold
HI Twarda, Warsaw	Hotel	256 rooms	100%	Q4/17	Sold
QBC 4, Vienna	Office	16,900 m ²	100%	Q1/18	Forward Sale
Rosenhügel, Vienna	Residential	205 apart.	50%	Q2/18	Partial Sale
LBR, Munich	Hotel	279 rooms	94%	Q2/18	Forward Sale
LBR, Munich	Office	13,300 m ²	94%	Q2/18	Forward Sale
QBC 6.1., Vienna	Residential	140 apart.	100%	Q2/18	Partial Sale
Riedenburg, Salzburg	Residential	63 apart.	100%	Q3/18	Partial Sale
Zalando, Berlin	Office	41,150 m ²	50%	Q3/18	Forward Sale
Office Provider, Vienna	Office	18,400 m ²	100%	Q3/18	Teaser

Status of Ongoing Projects until 2020

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status
Holiday Inn, Gdansk	Hotel	240 rooms	100%	Q1/19	Forward Sale
Enckestr., Berlin	Residential	75 apartments	100%	Q1/19	Part. Sale
Zollhafen, Mainz	Hotel	216 rooms	100%	Q1/19	LOI
QBC 6.2., Vienna	Hotel	131 serv. apart.	100%	Q2/19	Forward Sale
Graumanng., Vienna	Residential	82 apartments	100%	Q2/19	-
The Brick, Hamburg	Residential	101 apartments	75%	Q3/19	Part. Sale
Zollhafen, Mainz	Residential	82 apartments	100%	Q3/19	-
Holiday Inn, Hamburg	Hotel	316 rooms	47%	Q3/19	Forward Sale
Super 8, Hamburg	Hotel	276 rooms	47%	Q3/19	Forward Sale
Graficka (CZ)	Residential	140 apartments	50%	Q4/19	-
Potsdam, Berlin	Mixed	Hotel (182 rooms), Micro-Apartm. (181), Retail (1,300m ²)	47%	Q4/19	-
Mogilska, Krakow	Office	11,000 m ²	47%	Q1/20	-
QBC 1, Vienna	Office	8,300 m ²	65%	Q2/20	-
QBC 2, Vienna	Office	27,700m ²	65%	Q2/20	-
Mylnsk, Katowice (PL) ¹	Hotel	266 rooms	100%	2020/21	-
Astrid (CZ)	Mixed	11,800 m ²	100%	2020/21	-
Thulestr., Berlin	Residential	501 apartments	50%	2020/21	-
Central Tower, Berlin	Hotel	372 rooms, 169 long stay apartm.	50%	2020/21	-
Anders Wohnen, Munich	Residential	463 apartments	47%	2020/21	-
Paket 6 (AT)	Mixed	29 properties **	50%	2020/21	-
Unterbiberg, Munich	Residential	1 property **	100%	> 2021	-

** yielding property, to be developed

¹ LOI (Letter of Intent)

Consolidated Income Statement¹

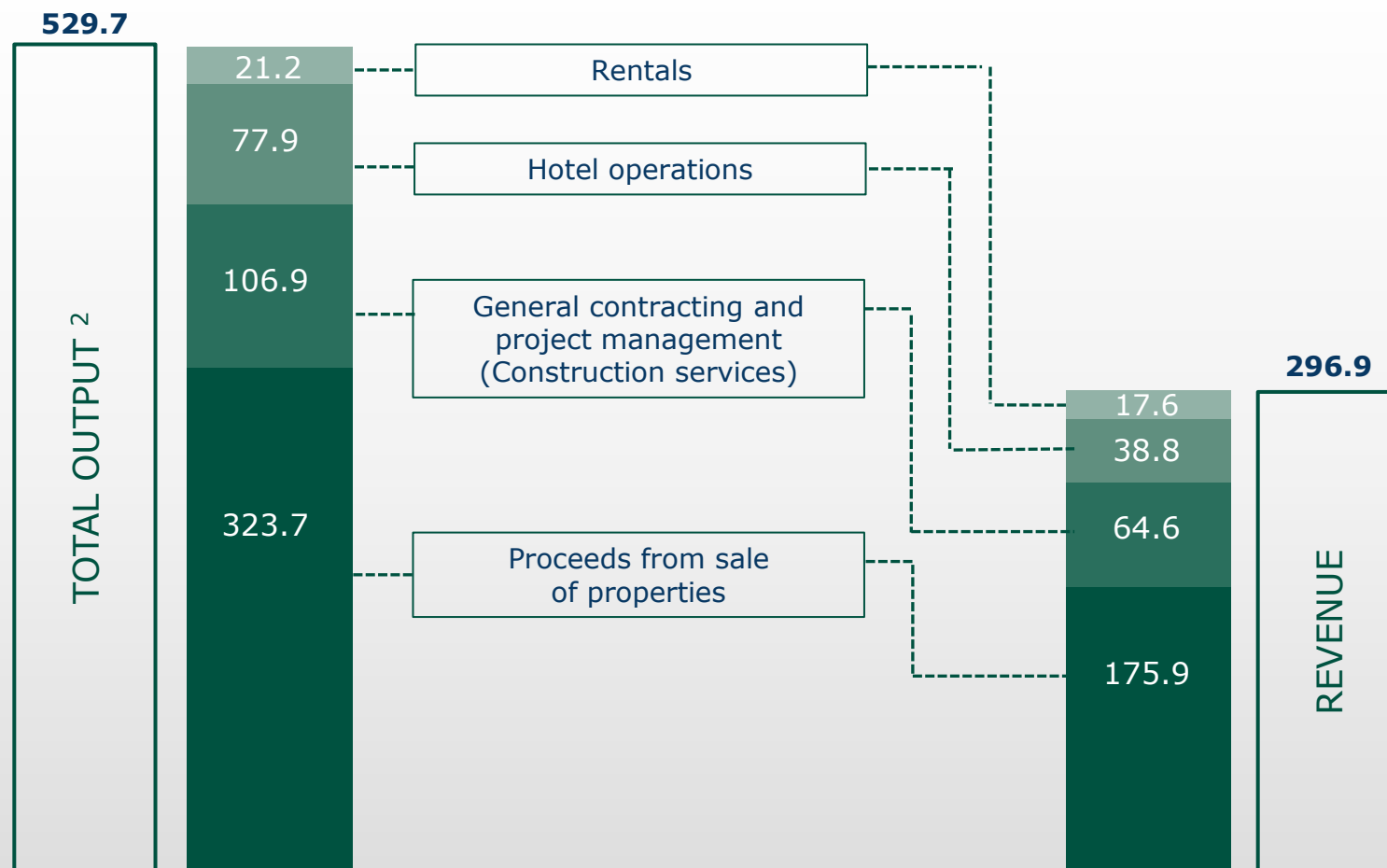
<i>in T€</i>	1-9 2017	1-9 2016	%Δ
Total Output	529,710	449,375	17.9%
Revenue	296,938	377,404	-21.3%
Changes in the Portfolio	-5,391	-51,508	-89.5%
Share of profit/loss of companies under the at equity method	10,462	5,200	101.2%
Net Result from FV ¹ adjustments	16,736	18,747	-10.7%
Material cost	-242,304	-252,924	-4.2%
Personnel expenses	-30,411	-32,048	-5.1%
Other operating income & expenses	-13,173	-25,795	-48.9%
EBITDA	32,857	39,076	-15.9%
Depreciation/Amortization	-2,817	-2,053	37.2%
EBIT	30,040	37,023	-18.9%
Financial income	15,348	5,012	206.2%
Financial cost	-14,869	-16,773	-11.4%
EBT	30,519	25,262	20.8%
Income tax expense	-8,823	-7,781	13.4%
Net-Profit	21,696	17,481	24.1%
Earnings per share	2.81	2.26	24.3%

¹ Figures are based on the consolidated and interim financial statements of UBM Development AG

² FV= Fair Value Adjustments according to IAS 40

Breakdown: Total Output and Revenue Q3/17¹

in €m

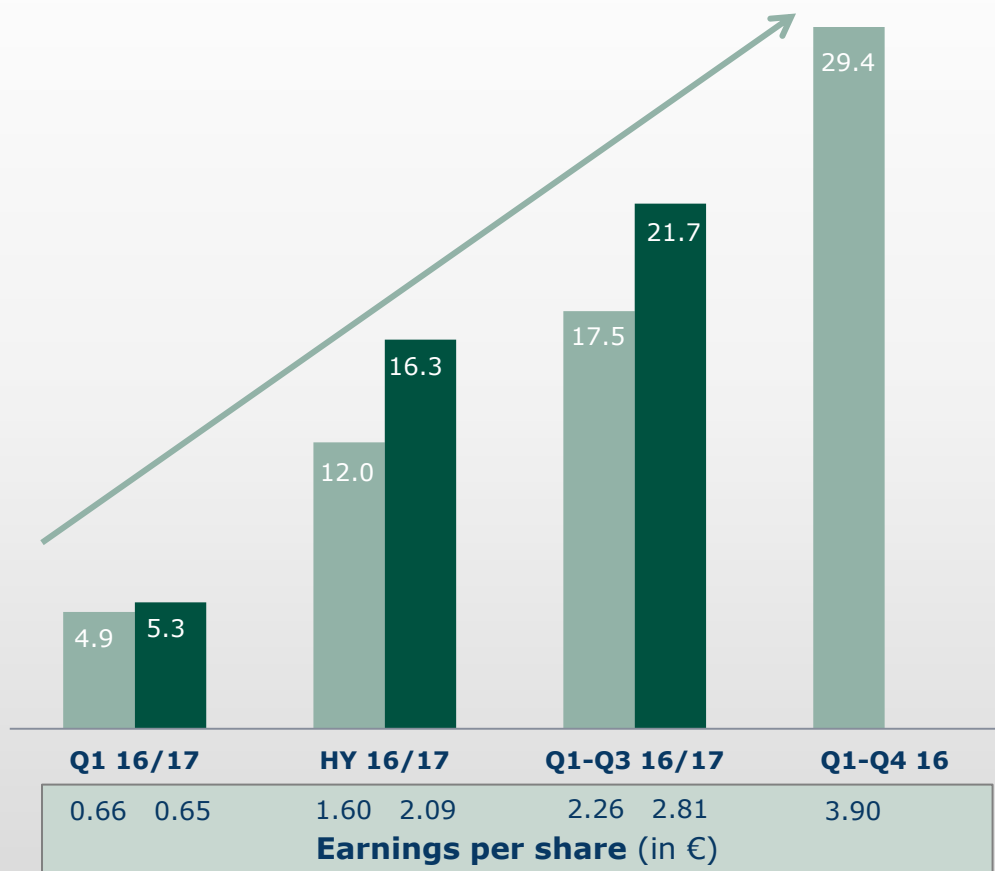


¹ Figures are based on the Interim Report for 3rd quarter 2017 of UBM Development AG

² Proportionate view: including at equity consolidated companies and fully consolidated companies in accordance with UBM's holding and share deals

Net Profit Growth

cumulated in €m



- **Net Profit on track** for FY17 guidance
- Earnings per share of **€ 2.81** after 9 months (9m/2016: € 2.26)
- **Single digit P/E** despite rising share-price

Total Output and EBT¹: Breakdown by Region and Asset Class

in €m

Total Output by region	1-9/17	1-9/16	%Δ
Germany	109.7	244.5	-55.1
Austria	269.7	126.2	113.6
Poland	86.4	47.5	81.6
Other	64.0	31.1	105.7
Total	529.7	449.4	17.9

EBT by region	1-9/17	1-9/16	%Δ
Germany	14.7	10.8	36.9
Austria	7.9	8.0	-1.7
Poland	8.8	5.1	71.7
Other	-0.9	1.3	n.m.
Total	30.5	25.3	20.8

Total Output by asset class	1-9/17	1-9/16	%Δ
Office	82.3	113.3	-27.4
Hotel	207.4	115.6	79.4
Residential	21.7	86.4	-74.9
Other	93.5	48.6	92.3
Service	112.5	78.5	56.0
Administration	2.4	7.0	-65.8
Total	529.7	449.4	17.9

EBT by asset class	1-9/17	1-9/16	%Δ
Office	14.7	4.0	264.4
Hotel	10.2	11.5	-11.3
Residential	1.4	4.4	-68.0
Other	-0.3	-3.8	-91.2
Service	3.7	7.3	-49.3
Administration	0.8	1.9	-54.2
Total	30.5	25.3	20.8

¹ Figures have been rounded, the totals have been calculated with the exact values and are based on the consolidated and interim financial statements of UBM Development AG

Consolidated Balance Sheet – Assets¹

<i>in T €</i>	30.09.17	31.12.16	%Δ
Non-current assets	689,861	781,385	-11.7%
Intangible Assets	2,775	2,841	-2.3%
Property, plant and equipment	46,312	44,464	4.2%
Investment Property	367,245	496,583	-26.1%
Shareholdings in companies (at equity method)	121,804	109,636	11.1%
Project Financing	134,655	111,905	20.3%
Other Financial Assets	5,614	5,605	0.2%
Financial Assets	1,535	1,533	0.1%
Deferred Tax Assets	9,921	8,818	12.5%
Current Assets	475,300	452,376	5.1%
Inventories	164,102	185,355	-11.5%
Trade Receivables	42,483	38,616	10.0%
Financial Assets	9,004	10,168	-11.5%
Other receivables and current assets	10,261	18,825	-45.5%
Cash and Cash equivalents	114,281	42,298	170.2%
Assets held for sale	135,169	157,114	-14.0%
Total Assets	1,165,161	1,233,761	-5.6%

¹ Figures are based on the consolidated and interim financial statements of UBM Development AG

Consolidated Balance Sheet – Liabilities¹

<i>in T €</i>	30.09.17	31.12.16	%Δ
Equity	340,176	341,454	-0.4%
Share capital	22,417	22,417	0.0%
Capital reserves	98,954	98,954	0.0%
Other reserves	135,950	132,422	2.7%
Mezzanine/Hybrid Capital	78,907	80,100	-1.5%
Non-controlling Interests	3,948	7,561	-47.8%
Non-current liabilities	464,673	550,471	-15.6%
Provisions	7,345	9,211	-20.3%
Bonds	322,407	321,296	0.4%
Non current financial liabilities	116,124	193,704	-40.1%
Other non current financial liabilities	4,486	6,151	-27.1%
Deferred Taxes	14,311	20,109	-28.9%
Current liabilities	360,312	341,836	5.4%
Provisions	283	4,280	-93.4%
Bonds	-	-	-
Current financial liabilities	231,353	218,495	5.9%
Trade Payables	68,739	77,400	-11.2%
Other current financial liabilities	33,724	30,460	10.7%
Other current liabilities	13,737	3,744	266.9%
Tax payables	12,476	7,457	67.3%
Total Equity & Liabilities	1,165,161	1,233,761	-5.6%

¹ Figures are based on the consolidated and interim financial statements of UBM Development AG

Mapping Real Estate – Q3 2017 Balance Sheet

<i>In €m</i>	Net Asset Value 30 Sep 2017	Property on Balance Sheet	Property management perspective
Assets			
Non-current assets			
Property, plant and equipment	46.3	40.4 ¹	40.4 ¹
Investment property	367.2	367.2	367.2
Shareholdings in companies accounted for under the equity method	121.8	110.9 ²	574.3 ⁴
Sub-total non-current	535.4	518.6	982.0
Current assets			
Inventories	164.1	162.7 ³	184.9 ⁵
Non-current assets held for sale	135.2	135.2	135.2
Sub-total current	299.3	297.9	320.1
Total real estate assets	834.6	816.5	1302.1

¹ Delta of € 5.9m consists primarily of technical & other equipment

² Delta of € 10.9m consists of at-equity consolidated companies with no real-estate assets

³ Delta of € 1.4m consists predominantly of activated costs for planned real-estate projects

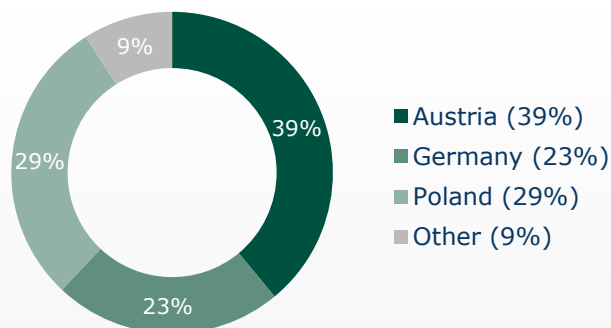
⁴ Delta of € 463.4m is the difference between % of equity and % of total assets of at equity consolidated companies with real-estate holdings

⁵ Delta of € 22.2m consists of down payments which are in aggregation under IFRS

Figures have been rounded, the totals have been calculated with the exact values and are based on the consolidated and interim financial statements of UBM Development AG

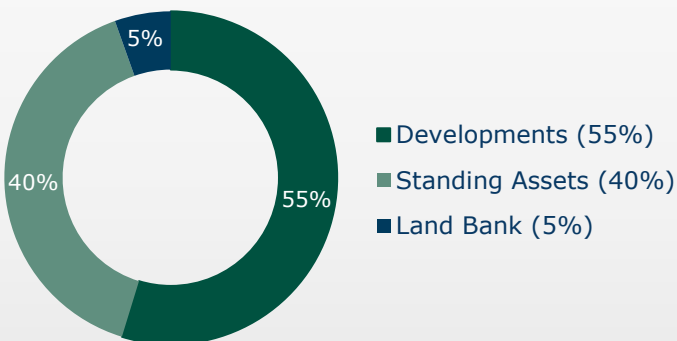
Breakdown: Portfolio Book Values (EUR 1.3bn)¹

Country



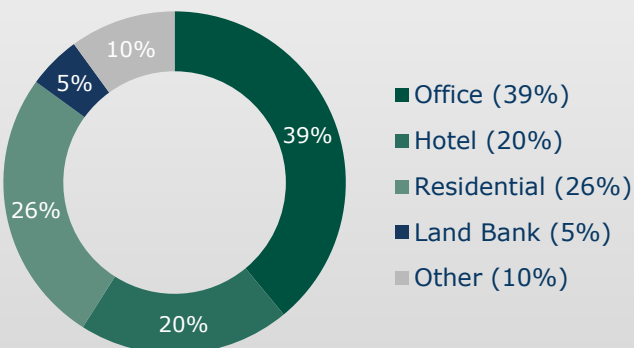
- **Austria** and **Germany** continue to represent approx. 60% of UBM's total **property portfolio**
- **Poland** share stands at **30%** - to be reduced with future sales

Asset Category



- Further **increase of development** portfolio – **55%** of total property value
- **Fast Track 17 on track** – standing assets at 40%

Asset Class



- **UBM's three core asset classes** represents **85%** of the current portfolio

¹ Data as of 30 Sep 2017

Breakdown: Standings Assets and Land Bank¹

Total Standing Assets

- **€ 426m** ²
 - gross yield: **5.4%** ³
 - LTV: **50.5%** ⁴

Standing Assets (at equity)

€ 213m (asset value)

- gross yield: 4.8% ³
- LTV: 47.4%⁴

Standing Assets (fully consolidated)

€ 213m (asset value)

- gross yield: 5.9% ³
- LTV: 53.5%⁴

Total Land Bank

- **€ 71m** ²
 - LTV: **28.8%** ⁴

Land Bank (at equity) - € 4m (asset value) ⁵

Land Bank (fully consolidated)

€ 67m (asset value)

- LTV: 26.5% ⁴

¹ Data as of 30 Sep 2017

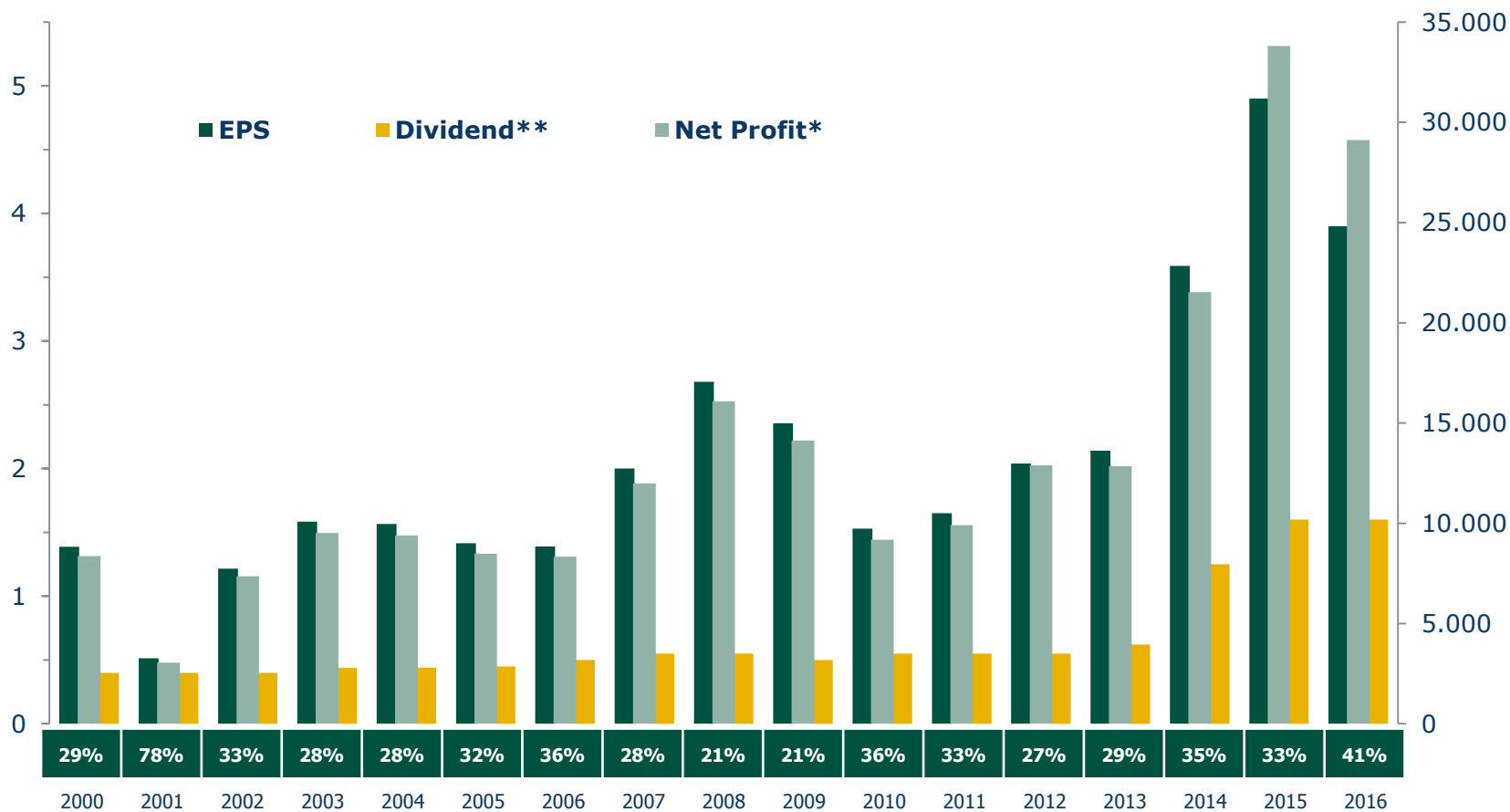
² 100% IFRS book value for full consolidated properties plus % of the assets of at equity consolidated companies

³ gross yield – annualized effective rental income compared with book values/assets as of 30 Sep 2017

⁴ LTV = Loan to Value, ratio of book value to loan amount outstanding

⁵ LTV: 71.8%

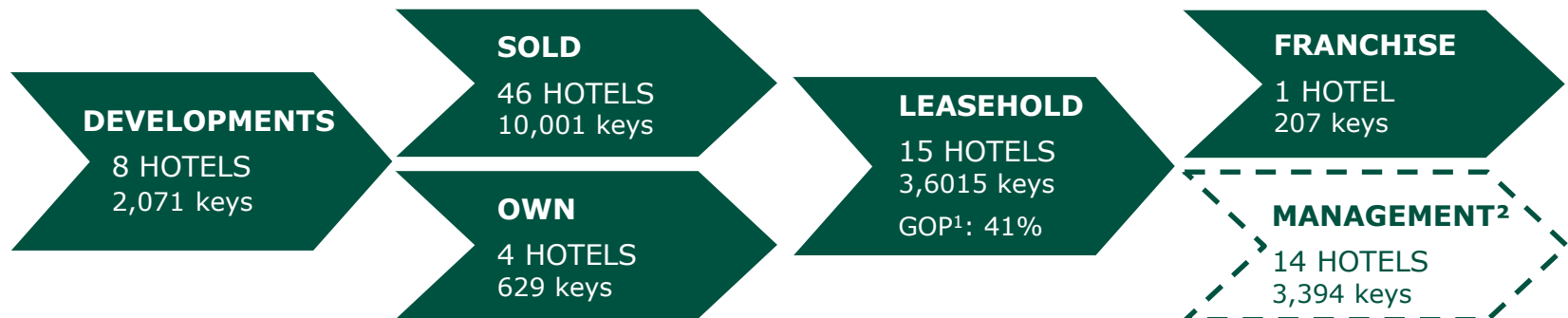
Stable Dividend Payment



* attributable to shareholders of the parent
 ** corresponding pay out for the fiscal year

A Leading Hotel Developer in Europe

- UBM is a **leading hotel developer** in Europe
- With international hotel management groups walking away from the owner-/leaseholder model, UBM takes the **place of the leaseholder** (“middle-man”)
- **UBM hotels bundles** all lease-holding activities of UBM

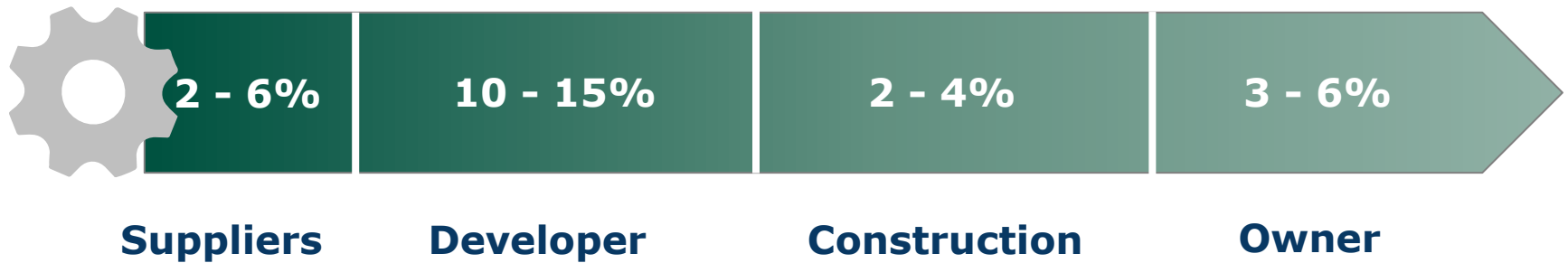


as of January 2018

¹ GOP = Gross Operating Profit

² Management by international hotel management partners

Real Estate Value Chain – Developer with Highest Margins



Source: Reuters, Companies' Data

Value chain of a real estate developer

Development process broken down into steps

Added value potential of UBM



In the current market climate an early exit is possible without any significant discounts



* according to estimates by the UBM

Hotel Pipeline: Attractive Asset Class

Examples:

Holiday Inn Warsaw City Center, Warsaw (sold)

- Category: 4*
- Keys: 256
- Completion: Q4/2017



Ul. Twarda, Warsaw

Holiday Inn Gdansk City Center (sold)

- Category: 4*
- Keys: 236
- Completion: Q1/2019



Ul. Chmielna, Gdansk

Super 8 and Holiday Inn, Eiffestraße Hamburg (sold)

- Category: 3*/4*
- Keys: 592
- Completion: Q3/2019



Eiffestraße 16, 20537 Hamburg

2018

2019

2020

Leuchtenbergring, Munich (sold)

- Category: 4*
- Keys: 279
- Completion: Q2/2018



Leuchtenbergring 20,
81677 Munich

Zollhafen, Mainz

- Category: business budget
- Keys: 216
- Completion: Q1/2019



Hafenallee 2, Mainz

Office Pipeline: Projects with Profitability

Examples:

Kotlarska, Krakow (sold)

- Land area: 6,028 m²
- GLA: 11,000 m²
- Completion: Q4/2017



Ul. Kotlarska, 31-535, Krakow

Leuchtenbergring, Munich (sold)

- Land area: 9,190 m²
- GLA: 13,300m²
- Completion: Q2/2018



Leuchtenbergring 20, 81677 Munich

Zalando Headquarter, Berlin (sold)

- Land area: 50,000 m²
- GLA: 41,150 m²
- Completion: Q3/2018



Friedrichshain/ Kreuzberg, Berlin

Mogilska, Krakow

- Land area: 3,274 m²
- GLA: 11,000 m²
- Completion: Q1/2020



Ul. Mogilska 31-545, Krakow

2017

2018

2019

2020

Quartier Belvedere Central (1&2/3/4)

QBC 3 (sold)

- Office, restaurants
- GLA: 7,767 m²
- Completion: Q4/2017

QBC 4 (sold)

- Office, restaurants
- GLA: 16,840 m²
- Anchor tenant: BDO Austria GmbH
- Completion: Q1/2018

QBC 1+2

- Office
- GLA: 36,000 m²
- Completion: Q2/2020



Gertrude Fröhlich Sandner Straße 3, 1110 Vienna

Detail: Quartier Belvedere Central, Vienna Central Station

Total GFA: 130,000 m²

QBC 1&2

- Offices
- GLA: 36,000 m²
- Completion: Q2/2020

QBC 3 (sold)

- Office, Restaurants
- GLA: 7,767 m²
- Parking Slots: 700
- Completion: Q4/2017



QBC 4 (sold)

- Offices
- GLA: 16,900 m²
- Completion: Q2/2020

QBC 6.2. (sold)

- Serviced Apartments
- 131 apartments
- Completion: Q2/2019

QBC 5 (sold)

- Hotel Accor / Ibis (3*) and Novotel (4*)
- Keys: 577
- Completion: Q2/2017

QBC 6.1. (part. sold)

- Residential
- 140 apartments
- Completion: Q2/2018

Residential Pipeline: Focus on Germany and Austria

Examples:

MySky, Vienna

- Apartments: 128
- Completion: Q4/2017



1230 Laaer-Berg-Straße 47,
1100 Vienna

Rosenhügel, Vienna

- Apartments: 205
- Completion: Q2/2018



Rosenhügelstraße,
1130 Vienna

The Brick, Hamburg

- Apartments: 101
- Completion: Q3/2019



Kühnehöfe, Schützenstraße,
22761 Hamburg

Thulestraße, Berlin

- Apartments: 501
- Completion: 2020/21



Thulestraße 50-64,
Pankow, Berlin

2017

2018

2019

2020

QBC Living (6.1.), Vienna

- Apartments: 140
- Completion: Q2/2018



Gertrude Fröhlich
Sandner Straße 3,
1110 Vienna

Enckestraße 4, Berlin

- Apartments: 75
- Parking: 34
- Completion: Q1/ 2019



Enckestraße 4-4a,
10969 Berlin

Anders Wohnen, Munich

- Apartments: 463
- Parking: 440
- Completion: 2020/2021



Peter-Anders-Straße 6/8/12,
81245 Munich