







half-year. 2020.

Investor Presentation 27 August 2020



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summary. half-year.

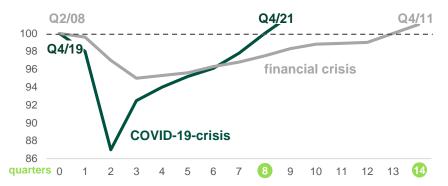
- full steam ahead. ready for a V-shaped recovery.
- winners take it all. shakeout on the horizon. pipeline +60%.
- 3 confident for resi AND office. different reasons. same result.
- 4 no opportunity without change. FAZ. green building. smart office.
- ready to fire. strong financials. hotel operation write-downs digested.
- agility is key for the future. developers can always create value.

1

recession. deep and short.



G10 Real GDP (pre-crisis level =100)1



German Truck Toll Mileage Index (1 March =100)²



- No fundamental economic reasons for depression
- Low deleveraging pressure (dovish central banks)
- Decisive, sizeable reaction by policy makers worldwide
- Sharply rising consumer confidence and rebound in China

¹Morgan Stanley: Global Macro Mid-Year Outlook – 14 June 2020

²Spiegel – 28 July 2020



no business as usual.



What stays?

- Low interest rates
- Money flooding the markets
- Real assets inflation (properties, gold, shares)

What changed?

- Appetite for risk
 - "A"-locations only ("B"-locations hard/long hit)
 - Restrictive bank financing (more equity, less leverage)
 - Top credit only (developers, tenants and investors)
- Preference for asset classes
 - Residential, Logistics (yield compression continues)
 - Office − new type office up, old-style office down
 - Hotel, Retail recovery to take years

real estate market massively impacted as most other businesses...

2 opportunity hunting. on the horizon.





- **Over-leveraged competitors** after more than a decade of booms
- Mezzanine investors are becoming **nervous**
- Insolvencies to increase dramatically

shakeout - no question if, only when...

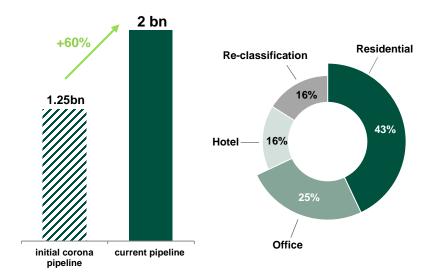


pipeline +60%. more projects activated.



Development Pipeline (HY20-HY24) in € bn

New Pipeline Breakdown by asset class



- Further projects activated from original € 2.5bn pipeline
- ~70% of pipeline in residential & office – and growing
- Re-classification: FAZ shows the way – trading as another alternative
- No new hotel projects cautious on asset class going forward

first step of comeback in our own hands...



residential booms. prices increase.





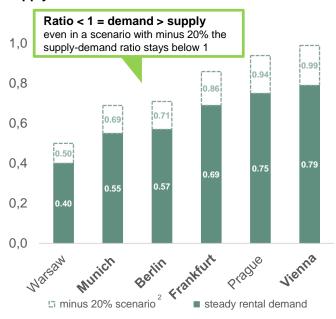
- Increase in residential sale prices over last three months
- Institutional demand grows (buy to rent)
- Importance of "Home" significantly increased as direct result of lockdown

3,500 apartments in pipeline. 2,700 in four top cities...

new type. office space.



Supply-Demand Ratios¹



- Most tenants consider reducing office space – work from home (wfh), layoffs, cost saving programmes
- Opportunity for developers, headache for holders of office assets
- Growing demand for new type of office space – competitive with "wfh", more flexible, more space per employee, data generator

smart office - "new type" office space to re-invent office life...

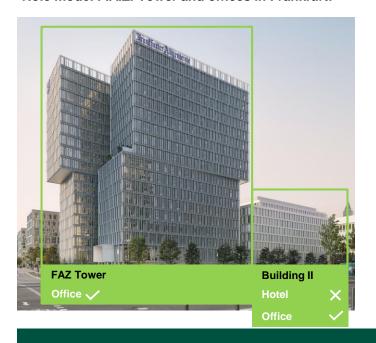
¹ Calculated as (sqm available in pipeline HY2020-2022 + vacancy as of HY2020) / (rental demand 2018-2019)

² JLL: Auswirkungen von Corona auf die Büromärkte – Juni 2020

FAZ. walk the talk.



Role model F.A.Z. Tower and offices in Frankfurt:



F.A.Z. Tower

24,000m² meet high interest from quality investors

Building II

- Termination of hotel lease contract
- Re-planning initiated at earliest possible point of time
- 15,000 m² of office space as substitute for hotel

from hotel to "new type" office within a few months...

green building. new reality.





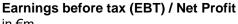
- Renewable raw materials timber construction (pre-fab), clay plaster, straw insulation, etc.
- Natural cooling through planting as integral part of construction
- New mobility concepts more bike rooms, less car parking
- Cradle to cradle (C2C) –
 life-cycle management, building
 material passport and recycling
 become imperative

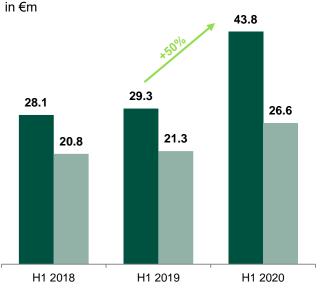
filling a buzzword with substance and adding tangible value...

5

earnings. record half-year.







Fast and decisive action

- Execution of strategic partnership with ARE (Austrian Real Estate)
- Introduction of short-time work as the only (Vienna-listed) real estate company
- Reduction of more than € 1.5m in personnel expenses – helped to shake up minds
- Hotel operation write-downs book value, shareholder loans and accumulated losses of € 15m in total

managing means taking it into your own hands...

5

balance sheet. strength.







Successful optimisation of balance sheet pays off

- Financial strategy with focus on risk
- Mechanisms to control and steer balance sheet in place
- Equity ratio of 34.2% and LTV of 35.6%

Successful liquidity measures in critical Corona phase

- Temporary payment stop, shorttime work, strict cash management
- Cash protected to utilise opportunities

putting us in pole position to benefit from the new normal...



outlook. opportunities ahead.



first half-year

second half-year & beyond

Calibration

- Delivering strong results
- Collecting financial firing power
- Introducing strategic partnerships
- Writing down hotel operations

Re-invention

- FAZ as role model
- Green building, smart office
- Trading opportunities
- Benefitting from others' weakness

developers can create value in times of boom and crisis...



backup.

| ubm at a glance | 16 |
|---|-------|
| pipeline | 17-22 |
| • hotel | 23-24 |
| portfolio book values | 25-20 |
| financials | 27-34 |
| investor relations | 35-39 |



ubm. at a glance.

focus.

- Asset classes Residential and Office
- Strategic focus on green building and smart office
- Top cities in Europe only

stock market.

- Top management (Executive Committee) invested with € 5m in UBM shares
- Options entitle management to 5% of the increase in value
- Syndicate (Ortner & Strauss) core shareholder with approx. 39%
- Prime market listing Vienna Stock Exchange, maximum transparency

pipeline.

- **Pipeline** of €2bn (HY2020-HY2024)
- ~70% of pipeline in residential & office and growing
- Change from hotel projects to other asset classes

track record.

- More than 145 years of corporate history
- Sustainable earnings growth over last decade
- Clear values: competent. consequent. transparent.

size.

- Portfolio value: €1.41bn
- Total assets: €1.37bn
- Equity: €468m



development pipeline. (I).

| Project | Asset | Rooms, Lettable Area, Apartments | Share | Compl. | Status ¹ |
|---------------------------------|-------------------|-------------------------------------|-------|--------------------|---------------------|
| immergrün (I), Berlin | Residential | 392 apartments | 50% | Q4/20 | Part. S. |
| Anders Wohnen (II), Munich | Residential | 101 apartments | 50% | Q4/20 | Part. S. |
| QBC 1&2, Vienna | Office | 37,000 m² | 65% | Q4/20 ² | Fwd. S. |
| voco Kneuterdijk, The Hague | Hotel | 204 rooms | 100% | Q2/21 | |
| Astrid, Prague | Office | 4,000 m² | 100% | Q2/21 | Fwd. S. |
| Neugraf, Prague | Residential | 177 apartments | 50% | Q2/21 | Part. S. |
| Anders Wohnen (III), Munich | Residential | 100 apartments | 50% | Q2/21 | Part. S. |
| Mercure Mlynska, Katowice | Hotel/Office | 268 rooms, 2.800 m ² | 100% | Q3/21 | Fwd. S. |
| Holiday Inn Express, Düsseldorf | Hotel | 455 rooms | 50% | Q3/21 | |
| barany.7, Vienna | Residential | 126 apartments | 100% | Q3/21 | Fwd. S. |
| Pohlgasse, Vienna | Residential | 121 apartments | 50% | Q3/21 | Fwd. S. |
| Am Kanal, Potsdam | Hotel/Residential | 198 rooms, 126 micro apartm. | 50% | Q4/21 | |
| Ibis Styles Mogilska, Krakow | Hotel | 259 rooms | 100% | Q4/21 | Fwd. S. |
| Sugar Palace, Prague | Hotel | 175 rooms | 75% | Q4/21 | |

Note: selected projects

¹ Fwd. S. = Forward Sale, Part. S. = Partial Sale

² Closing Q1 2021



development pipeline. (II).

| Project | Asset | Rooms, Lettable Area, Apartments | Share | Compl. | Status ¹ |
|------------------------------|------------------------------|---------------------------------------|-------|--------|---------------------|
| siebenbrunnen 21., Vienna | Residential/Office | 178 apartments, 5,500 m ² | 100% | Q1/22 | Part. S. |
| Hafeninsel V, Mainz | Residential/Office | 50 apartments, 3,000 m² office | 50% | Q2/22 | |
| Nordbahnhof Viertel, Vienna | Residential | 193 apartments | 50% | Q3/22 | |
| F.A.Z. Tower (I), Frankfurt | Office | 23,800 m² | 75% | Q3/22 | |
| Rankencity, Graz | Residential | 201 apartments | 70% | Q4/22 | |
| F.A.Z. Tower (II), Frankfurt | Office | 15,000 m ² | 75% | Q2/23 | |
| Gmunder Höfe, Munich | Residential | 443 apartments | 30% | Q3/23 | Part. S. |
| LeopoldQuartier, Vienna | Residential/Reclassification | Site 23,000 m ² | 90% | >2023 | |
| Astrid Garden, Prague | Residential | 125 apartments | 100% | >2023 | |
| Arcus City, Prague | Residential | 284 apartments | 100% | >2023 | |
| Village im 3., Vienna | Residential/Office | 500 apartments, 14,000 m ² | 51% | >2023 | |
| Kelsenstrasse, Vienna | Office | 25,000 m ² | 50% | >2023 | |
| Baubergerstr., Munich | Mixed | Site 28,000 m ² | 60% | >2023 | |
| Paket 6 | Mixed | 26 properties | 50% | >2023 | |

Note: selected projects

¹ Fwd. S. = Forward Sale, Part. S. = Partial Sale



residential pipeline.



immergrün (I), Berlin

Apartments: 392 Completion: Q4/20



Neugraf, Prague

Apartments: 177 Completion: Q2/21

2020

2021



Anders Wohnen (II+III), Munich

Apartments: 101+100 Completion: Q4/20+Q2/21



barany.7, Vienna

Apartments: 126 Completion: Q3/21

Ubndevelopment

residential pipeline.



siebenbrunnen 21. Vienna

Apartments: 178 Completion: Q1/22



Rankencity, Graz

Apartments: 201 Completion: Q4/22

2022

>2023



Nordbahnhof Viertel, Vienna

Apartments: 193 Completion: Q3/22



Arcus City, Prague

Apartments: 284



office pipeline.



QBC 1&2, Vienna

GLA: 37,000 m² Completion: Q4/20



F.A.Z. Tower, Frankfurt

GLA: 23,800 m² Completion: Q3/22

2021

2022

->2023-



Astrid Office, Prague

GLA: 4,000 m²

Completion: Q2/21



Kelsenstrasse, Vienna

GLA: 25,000 m²

Completion: >2023

Ubn

hotel pipeline.



voco Kneuterdijk, The Hague

Category: 4+* Keys: 204

Completion: Q2/21



Mercure Kattowice Mlynska

Category: 4* Keys: 268

Completion: Q3/21

2021



HIEx Düsseldorf Moskauer Strasse

Category: 3* Keys: 455

Completion: Q3/21



Sugar Palace, Prague

Category: 5* Keys: 175

Completion: Q4/21

Ubn development

ubm hotels. leaseholds.

Germany

5 hotels – 1,223 rooms

Holiday Inn Munich Westpark¹ Holiday Inn Leuchtenbergring¹ Holiday Inn Frankfurt "Alte Oper"

HIEX Berlin Klosterstraße HIEX Munich City West

Austria

1 hotel - 156 rooms

Kempinski Hotel Das Tirol Jochberg

Poland

6 hotels - 1,420 rooms

InterContinental Warsaw
Radisson Blu Hotel, Krakow
Park Inn by Radisson Krakow
Radisson Blu Hotel, Wrocław
Holiday Inn Warsaw City Centre
Holiday Inn Gdansk City Centre

Netherlands

1 hotel - 207 rooms

Crowne Plaza Amsterdam - South

Our partners:



















¹Franchise 23



hotels. ubm as "middle-man".



e.g. Union, Deka, Amundi







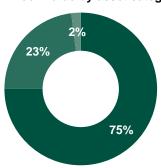


e.g. InterContinental, Radisson, Kempinski



book value breakdown. € 1.4bn.

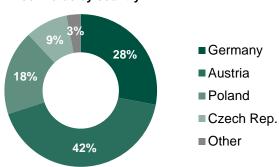
Book value by asset category



- Developments
- Standing Assets
- Land Bank

- Development portfolio well above 70% (= target ratio)
- Pure Play Developer

Book value by country



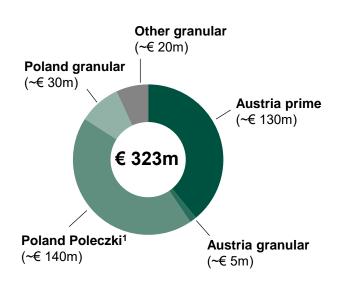
- Germany and Austria represent70% of portfolio
- Poland share at 18% due to standing assets (Poleczki Park)

Data as of 30 Jun 2020 / Book value split excluding capitalisation of lease contracts of € 19m

Ubn

standing assets.

Book values (IFRS)



- Austria prime assets and Poleczki represent close to € 270m (82%) of standing assets
- Sale of Austrian prime assets dependent on equity partners (Palais Hansen Kempinski, Jochberg Kempinski, Wien Mitte)
- Poleczki Business Park in Poland good yield, lump-sum investment
- High granularity of remaining assets requires time and management attention

As of 30 Jun 2020

¹ Poleczki business park in Warsaw, € 140m represent % of holding



key performance indicators.

| Key Earnings Figures (in €m) | 1-6/2020 | 1-6/2019 | %∆ |
|---|-------------|-------------|--------|
| Total Output ¹ | 181.3 | 182.6 | -0.7% |
| Revenue | 79.6 | 92.0 | -13.5% |
| EBT | 43.8 | 29.3 | 49.5% |
| Net profit (before non-controlling interests) | 26.6 | 21.3 | 24.5% |
| Key Asset and Financial Figures (in €m) | 30 Jun 2020 | 31 Dec 2019 | %∆ |
| Total assets | 1,367.9 | 1,316.4 | 3.9% |
| Equity | 468.1 | 462.5 | 1.2% |
| Equity ratio | 34.2% | 35.1% | -0.9PP |
| Net debt ² | 487.2 | 442.4 | 10.1% |
| Cash and cash equivalents | 234.5 | 212.4 | 10.4% |
| Key Share Data and Staff | 30 Jun 2020 | 31 Dec 2019 | %∆ |
| Earnings per share (in €)³ | 2.99 | 2.54 | 17.6% |
| Earnings per share including hybrid interest (in €) | 3.45 | 3.01 | 14.9% |
| Market capitalisation (in €m) | 230.9 | 352.7 | -34.5% |
| Dividend per share (in €) ⁴ | 2.20 | 2.20 | 0.0% |
| Staff ⁵ | 342 | 389 | -12.1% |

¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sale proceeds from share deals in proportion to the stake held by UBM

² Net debt equals current and non-current bonds and financial liabilities, excluding leasing liabilities, minus cash and cash equivalents.

³ Earnings per share after deduction of hybrid capital interest (change in calculation method beginning in 2020, prior year data adjusted). Reported amounts based on HY results.

⁴ The dividend is paid in the respective financial year, but is based on profit for the previous financial year. ...

⁵ Decline due to deconsolidation Hotel Holiday Inn Gdansk City Centre (2019: 55 employees ubm hotels)



income statement.

| in T€ | 1-6/2020 | 1-6/2019 | %∆ |
|---|----------|----------|--------|
| Total Output ¹ | 181,346 | 182,587 | -0.7% |
| Revenue | 79,604 | 92,046 | -13.5% |
| Changes in the portfolio | 387 | -2,680 | n.a. |
| Share of profit/loss from companies accounted for at equity | -8,579 | 13,157 | -165.% |
| Net result from fair value adjustments (accord. to IAS 40) | 69,454 | 27,877 | 149.1% |
| Material cost | -58,186 | -61,030 | -4.7% |
| Personnel expenses | -18,649 | -18,867 | -1.2% |
| Other operating income & expenses | -23,730 | -14,317 | 65.7% |
| EBITDA | 40,301 | 36,186 | 11.4% |
| Depreciation and amortisation | -1,902 | -2,189 | 13.1% |
| EBIT | 38,399 | 33,997 | 12.9% |
| Financial income ² | 16,024 | 7,247 | 121.1% |
| Financial cost | -10,583 | -11,922 | -11.2% |
| EBT | 43,840 | 29,322 | 49.5% |
| Income tax expense ³ | -17,273 | -7,978 | 116.5% |
| Net Profit | 26,567 | 21,344 | 24.5% |
| Earnings per share (in €) | 2.99 | 2.54 | 17.6% |

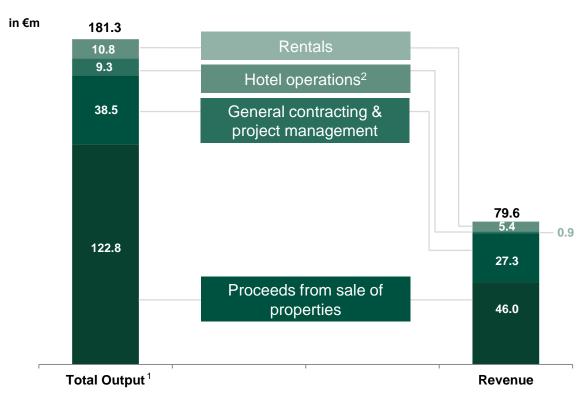
¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sales proceeds from share deals in proportion to the stake held by UBM

² Includes income from share deals

³ Of which € -2.7m (H1 2019: € -1.7m) from current taxes and € -14.5m (H1 2019: € -6.3m) from deferred taxes in H1 2020

Ubndevelopment

total output and revenue. bridge.



¹ Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sale proceeds from share deals in proportion to the stake held by UBM.

² Due to deconsolidation of UBM hotels Management GmbH



total output and EBT. segment reporting.

in T€

| Total Output by region | 1-6/2020 | 1-6/2019 | %∆ | EBT by region | 1-6/2020 | 1-6/2019 | %∆ |
|-----------------------------|----------|----------|--------|--------------------|----------|----------|---------|
| Germany | 72,612 | 60,114 | 20.8% | Germany | 78,117 | 36,005 | 117.0% |
| Austria | 62,215 | 63,793 | -2.5% | Austria | -19,306 | -4,504 | n.a. |
| Poland | 35,476 | 38,349 | -7.5% | Poland | -11,065 | -5,368 | n.a. |
| Other | 11,043 | 20,331 | -45.7% | Other | -3,906 | 3,189 | n.a. |
| Total | 181,346 | 182,587 | -0.7% | Total | 43,840 | 29,322 | 49.5% |
| Total Output by asset class | 1-6/2020 | 1-6/2019 | %∆ | EBT by asset class | 1-6/2020 | 1-6/2019 | %∆ |
| Residential | 66,959 | 44,324 | 51.1% | Residential | 62,990 | 2,524 | 2395.6% |
| Office | 39,009 | 6,739 | 478.9% | Office | -91 | 16,121 | n.a. |
| Hotel | 26,455 | 70,051 | -62.2% | Hotel | -10,904 | 7,913 | n.a. |
| Other | 18,365 | 30,853 | -40.5% | Other | -3,363 | 7,805 | n.a. |
| Service | 30,558 | 30,620 | -0.2% | Service | -4,792 | -5,041 | n.a. |
| Total | 181,346 | 182,587 | -0.7% | Total | 43,840 | 29,322 | 49.5% |



balance sheet. assets.

| in T€ | 30 Jun 2020 | 31 Dec 2019 | %∆ |
|--|-------------|-------------|--------|
| Non-current assets | 835,185 | 851,371 | -1.9% |
| Intangible assets | 2,700 | 2,747 | -1.7% |
| Property, plant and equipment | 11,370 | 40,242 | -71.7% |
| Investment property | 371,459 | 467,740 | -20.6% |
| Investments in companies accounted for at equity | 170,858 | 134,484 | 27.0% |
| Project financing | 246,965 | 181,157 | 36.3% |
| Other financial assets | 12,667 | 11,501 | 10.1% |
| Financial assets | 3,573 | 3,412 | 4.7% |
| Deferred tax assets | 15,593 | 10,088 | 54.6% |
| Current assets | 532,699 | 465,018 | 14.6% |
| Inventories | 152,505 | 128,169 | 19.0% |
| Trade receivables | 102,496 | 103,294 | -0.8% |
| Financial assets | 33,373 | 9,716 | 243.5% |
| Other receivables and current assets | 9,226 | 8,751 | 5.4% |
| Cash and cash equivalents | 234,542 | 212,384 | 10.4% |
| Assets held for sale | 557 | 2,704 | -79.4% |
| Total assets | 1,367,884 | 1,316,389 | 3.9% |

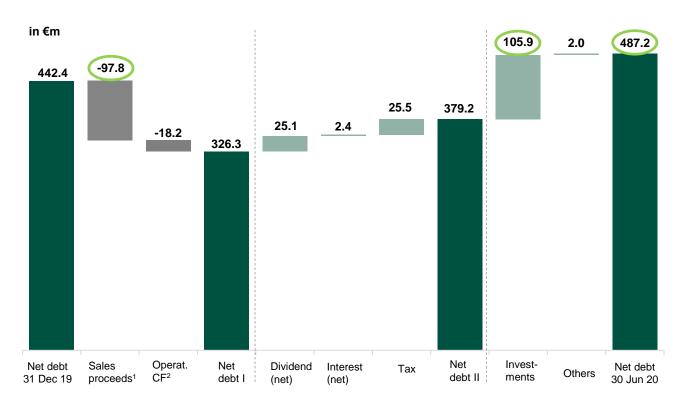


balance sheet. equity & liabilities.

| in T€ | 30 Jun 2020 | 31 Dec 2019 | %∆ |
|---|-------------|-------------|--------|
| Equity | 468,067 | 462,506 | 1.2% |
| Share capital | 22,417 | 22,417 | 0.0% |
| Capital reserves | 98,954 | 98,954 | 0.0% |
| Other reserves | 215,504 | 205,147 | 5.0% |
| Mezzanine/hybrid capital | 126,793 | 130,315 | -2.7% |
| Non-controlling interests | 4,933 | 5,673 | -22.5% |
| Non-current liabilities | 661,925 | 637,555 | 3.8% |
| Provisions | 7,225 | 6,759 | 6.9% |
| Bonds | 435,916 | 435,018 | 0.2% |
| Non-current financial liabilities | 201,284 | 186,145 | 8.1% |
| Other non-current financial liabilities | 11,473 | 1,306 | 778.5% |
| Deferred tax liabilities | 6,027 | 8,327 | -27.6% |
| Current liabilities | 237,892 | 216,328 | 10.0% |
| Provisions | 538 | 686 | -21.6% |
| Bonds | 49,780 | 49,713 | 0.1% |
| Current financial liabilities | 55,534 | 33,680 | 64.9% |
| Trade payables | 69,654 | 57,199 | 21.8% |
| Other current financial liabilities | 33,837 | 24,263 | 39.5% |
| Other current liabilities | 18,040 | 17,563 | 2.7% |
| Taxes payable | 10,509 | 33,224 | -68.4% |
| Total equity & liabilities | 1,367,884 | 1,316,389 | 3.9% |



overview, cash flow.



¹ Incl. advance payments (IAS 2) and PoC IFRS 15 valuations

² Operative cash flow after working capital and before interest/taxes



cash flow. net debt reconciliation.

| in T€ | | Sales Proceeds | Operating CF incl. WC | Dividends (net) | | Tax (Income Tax) | Investments | Other | Net debt Neutral |
|---|---------|-------------------|-----------------------|--------------------|--------|---------------------|-------------|-------|---------------------|
| Profit /Loss for the period | 26,567 | | 26,567 | | | | | | |
| Depreciation, impairment & reversals of impairment on fix. & fin. assets | -67,503 | | -67,503 | | | | | | |
| Interest income/expense | 5,028 | | 5,208 | | | | | | |
| Income from companies accounted for at equity | 8,668 | | 8,668 | | | | | | |
| Dividends from companies accounted for at equity | 16,300 | | 16,300 | | | | | | |
| Decrease in long-term provisions | 419 | | 419 | | | | | | |
| Deferred income tax | 14,536 | | 14,536 | | | | | | |
| Operating cash flow | 4,015 | 0 | 4,015 | 0 | 0 | 0 | 0 | 0 | 0 |
| Increase /decrease in short-term provisions | -148 | | -148 | | | | | | |
| Increase/decrease in tax provisions | -22,715 | | -22,715 | | | | | | |
| Losses/gains on the disposal of assets | -11,217 | | -11,217 | | | | | | |
| Increase /decrease in inventories | 1,263 | 4,003 | 6,147 | | | | -8,887 | | |
| Increase/decrease in receivables | 6,113 | 30,331 | -4,915 | | | | -19,303 | | |
| Increase/decrease in payables | 12,676 | , | , , | | | | -, | | |
| Interest received | 234 | | | | 234 | | | | |
| Interest paid | -2,615 | | | | -2,615 | | | | |
| Other non-cash transactions | 8,927 | | 8,927 | | | | | | |
| Cash flow from operating activities | -3.467 | 34.334 | -7.230 | 0 | -2,381 | 0 | -28.190 | 0 | 0 |
| Proceeds from sale of property, plant and equipment & investment property | 3,760 | 3,760 | , | | , , , | | -, | | |
| Proceeds from sale of financial assets | 6,500 | 6,500 | | | | | | | |
| Proceeds form the repayment of project financing | 30,891 | 30,891 | | | | | | | |
| Investments in intangible assets | - | | | | | | | | |
| Investments in property, plant and equipment & investment property | -11,124 | | | | | | -11,124 | | |
| Investments in financial assets | -13,833 | | | | | | -13,833 | | |
| Investments in project financing | -52,479 | | | | | | -52,479 | | |
| Proceeds from the sale of consolidated companies | 22,371 | 22,371 | | | | | | | |
| Cash outflows from the acquisition of subsidiaries, | | | | | | | | | |
| less cash and cash equivalents acquired | -9 | -9 | | | | | | | |
| Cash flow from investing activities | -13,923 | 63,513 | 0 | 0 | 0 | 0 | -77,436 | 0 | 0 |
| Dividends | -23,459 | , | | -23,459 | | | , | | |
| Dividends paid out to non-controlling interests | -1,620 | | | -1,620 | | | | | |
| Proceeds from bonds and notes | - | | | | | | | | |
| Repayment of bonds and notes | - | | | | | | | | |
| Increase in loans and other financing | 112,346 | | | | | | | | 112,346 |
| Repayment of loans and other financing | -47,054 | | | | | | | | -47,054 |
| Acquisition of minority interests | -300 | | | | | | -300 | | |
| Cash flow from financing activities | 39,913 | 0 | 0 | -25,079 | 0 | 0 | -300 | 0 | 65,292 |
| Change to cash and cash equivalents | 22,523 | | | | | | | | |
| Cash and cash equivalents as of 1 Jan | 212,384 | | | | | | | | |
| Currency translation differences | -365 | | | | | | | -365 | |
| Cash and cash equivalents as of 31 December | 234,542 | | | | | | | | |
| Tax paid | 25,452 | | 25,452 | | | -25,452 | | | |
| Total: Positions Net Debt Bridge | | 97,847 | 18,222 | -25,079 | -2,381 | -25,452 | -105,926 | -365 | 65,292 |

Ubn development

bonds. overview.

| Bond | Term | Nominal (in €m) | Coupon | Book value as of 30 Jun 2020 (IFRS) |
|--------------------------------|--------------------|--------------------|--------|--|
| 2.75% Bond | 2019-2025 | 120.0 | 2.75% | 118.8 |
| 3.125% Bond | 2018-2023 | 120.0 | 3.125% | 120.2 |
| 3.25% Bond | 2017-2022 | 150.0 | 3.25% | 146.7 |
| 4.25% Bond | 2015-2020 | 49.8 ¹ | 4.25% | 49.81 |
| Promissory note loans | 2016-2021 | 32.0 | 3.769% | 32.0 |
| Bearer bond | 2016-2021 | 18.5 | 3.75% | 18.3 |
| 5.50% Hybrid bond ² | Unlimited maturity | 100.0 | 5.50% | 98.9 |
| 6.00% Hybrid bond ² | Unlimited maturity | 25.3 | 6.00% | 25.3 |

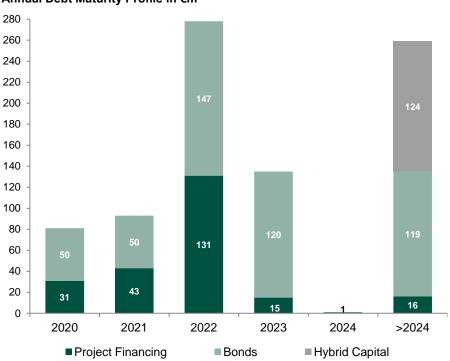
 $^{^{1}}$ € 25.16m was exchanged for 2.75% Bond 2019-2025

² Attributable to equity

Ubn development

financing structure.

Annual Debt Maturity Profile in €m 1



Group Debt Structure¹

Average Cost of Debt: 2.8% p.a.

Long- & Short-Term Financial Liabilities: € 236.0m² (average 2.0% p.a.)

Bonds:

€ 485.7m³ (average **3.3%** p.a.)

¹ Data as of 30 Jun 2020 for fully consolidated companies

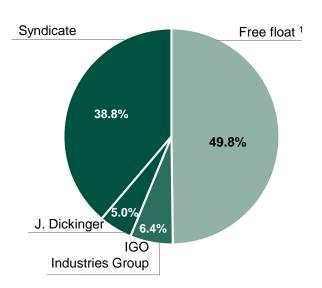
² Excluding leasing liabilities

³ Including bearer bonds and promissory note loans

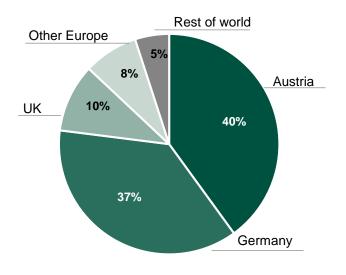


shareholder structure.

Shareholder Structure



Free Float – Geographical Split²



As of June 2020

¹ Free float including Management Board and Supervisory Board (3.9%)

² Free float geographical split excluding Management Board and Supervisory Board



coverage. regular research.

| Bank | Analyst | Price target | Recomm. | Date |
|-----------------------|--------------------|--------------|---------|-----------|
| Baader Bank | Andre Remke | 44.00 | Add | 3.6.2020 |
| SRC Research | Stefan Scharff | 44.00 | Buy | 26.5.2020 |
| M.M. Warburg | Simon Stippig | 43.80 | Buy | 27.5.2020 |
| Hauck & Aufhäuser | Julius Stinauer | 43.00 | Buy | 28.5.2020 |
| Raiffeisen Centrobank | Oliver Simkovic | 43.00 | Hold | 2.6.2020 |
| ERSTE Group | Christoph Schultes | 40.00 | Buy | 29.6.2020 |
| Consensus | • | 42.97 | | |

Average Share Price Target of € 42.97

Ubndevelopment

investor relations.

| Financial Calendar 2020 & 2 | 2021 |
|------------------------------|-----------|
| Q3 Report 2020 | 26 Nov 20 |
| Annual Financial Report 2020 | 23 Apr 21 |
| Record Date – AGM | 17 May 21 |
| Q1 Report 2021 | 25 May 21 |
| Annual General Meeting | 27 May 21 |
| Ex-Dividend | 2 Jun 21 |
| Record Date Dividend | 03 Jun 21 |
| Dividend Payment | 04 Jun 21 |
| Half-Year Report 2021 | 25 Aug 21 |
| Q3 Report 2021 | 25 Nov 21 |
| | |

| Share | holo | lar Int | form | ation |
|--------------|------|---------|------|-------|
| Snare | noic | ier im | OHII | ation |

| Share price | € 29.70 ¹ |
|-----------------------|----------------------|
| | |
| Market capitalisation | € 221.9m |
| Number of shares | |
| outstanding | 7,472,180 |
| Ticker symbol | UBS VI |
| ISIN | AT0000815402 |

IR contact

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