



presentation. ubm group.

April 2022

ubm. at a glance.

focus.

- Residential and Office
- Major European metropolitan areas
- *green. smart. and more.*

pipeline.

- €2.2 bn (pro rata value over the next four years)
- 100% residential and office
- Approx. 90% in Germany and Austria

stock exchange.

- Prime Market listing in Vienna guarantees maximum transparency
- Top management (Executive Committee) invested with €5m
- Ortner and Strauss syndicate as the core shareholder with roughly 39%

track record.

- Reliable source of dividends
- Sustainable earnings growth over decades
- Almost 150 years of corporate history

who we are.

- Europe's top cities in geographic focus
- Residential and office as strategic focus
- green. smart. and more.
- Pure Play Developer with risk minimization strategy



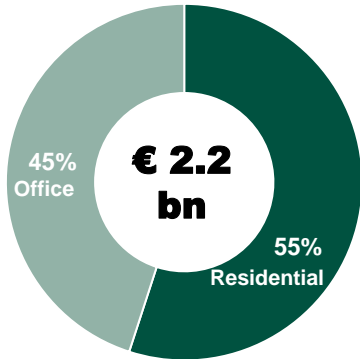
focus. metropolitan areas.



about 90% of the pipeline in top cities in germany and austria.

pipeline. residential and office.

Pipeline by asset class: ¹



- **focus on residential and office** (location – strategy – timing)
- **no more hotels under development**
- **1€ 2.2bn pipeline** = expected sales volume until Q4 2025

selected projects 2022:

completions.



F.A.Z-Tower, Frankfurt



Kaufmannshof, Mainz



Siebenbrunnengasse, Vienna

construction start.



Thulestraße 48, Berlin



Village im 3., Vienna

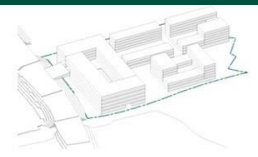


Arcus City Phase 3, Prague

acquisitions.



Zollhafen, Mainz



Pelkovenstraße, Munich



green. smart. and more.



Timber Pioneer

green.

- Our claim: **leading timber construction developer** in Europe
- Timber construction: **not a choice** but an imperative

smart.

- Setting a **UBM Standard**: buyers know what they are getting
- Sustainability is the **driver**, technology is the **enabler**



nico, Frankfurt



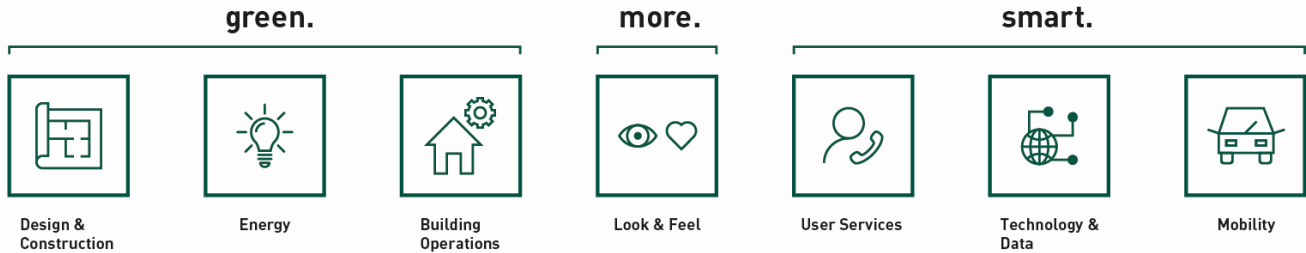
Andaz Sugar Palace

and more.

- We deliver a **story**, not only a building
- Look and feel for **distinctive products**

green. smart. and more.

Clear direction – consistent implementation – employee engagement



sustainability on a group level.

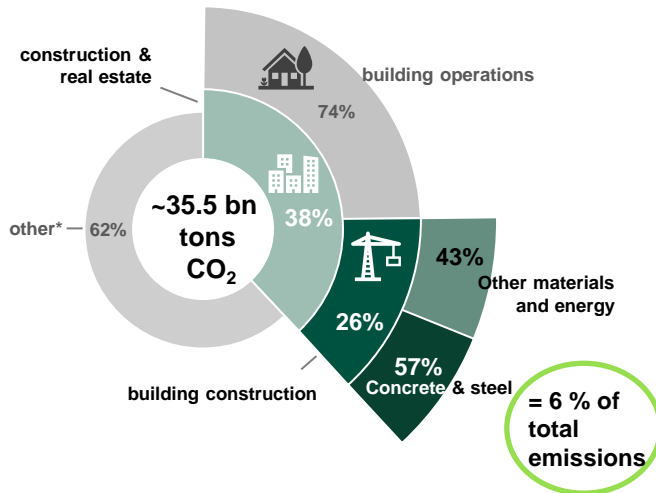
- Consistent **documentation of ESG measures** on a group level
- State-of-the-art **GRI report 2020**
- **Clear targets** and consistent implementation

sustainability on a project level.

- **Smart follower** preferred over trial & error
- **Setting new standards** in execution
- Projects tailored to new **user needs** and **investor demands (ESG)**

CO₂ emissions. a case for timber.

Breakdown by sector and sub sector



- **6 % of world wide CO₂-emission** are caused by concrete and steel for building construction
- **2 billion tons of CO₂** can partly be replaced by wood
- **More than 100,000 m² timber** construction projects planned, on the way to become the **biggest timber construction developer** in europe

* Industry emissions 32% / car emissions 10% / road freight 7% / other traffic 6% / other emissions 7%

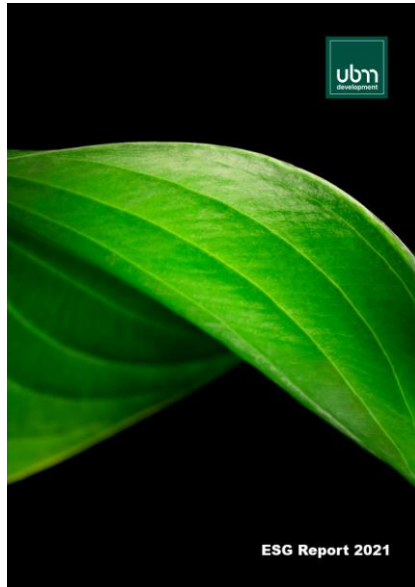
timber construction. strongest lever for sustainable CO₂ reduction.

Source: United Nations Environment Programme (2020 Global Status Report for Buildings and Construction) & IEA (Transport sector CO₂ emissions)

timber construction. benefits.

- **CO₂ footprint massively improved – climate neutrality**
 - one m³ of wood stores one ton of CO₂
 - one m³ of concrete produces 0.6 tons of CO₂
- **time and cost advantages**
 - construction time almost halved
 - cost advantages through standardisation, modularisation and pre-fabrication
 - >3% more usable space due to reduced wall strength
- **less weight and less traffic on site**
 - approximately 66% lower weight compared with conventional structures
 - up to 7 times less truck traffic due to pre-fabrication
- **renewable raw material – positive life cycle analysis**
 - more wood growing than harvested in Germany and Austria
 - best in class regarding recycling and cradle-to-cradle
 - regional sourcing in all of UBM's markets possible
- **high quality of living**
 - natural material creates a natural living environment
 - better atmosphere (“room climate”)
 - new aesthetics

esg. sustainability in focus.

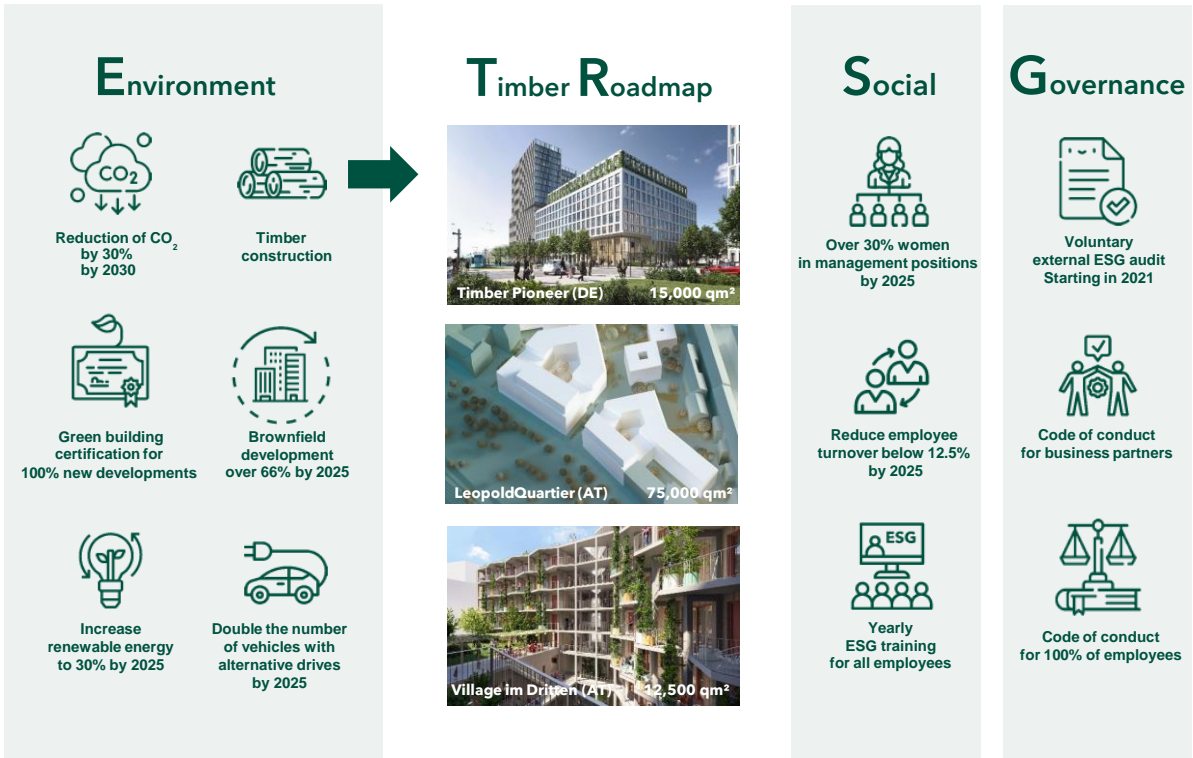


- **publication** of the second **ESG report** based on the **GRI 2021 standards**
- **voluntary external audit** by **PWC** as preparation for **CSRD** and **EU Taxonomy** at an early stage
- **best-in-class ESG ratings:**
 - ISS ESG: C+ (prime status)
 - EcoVadis: gold status
- **first Austrian company** with an **ESG committee** on **supervisory board level**
- **commitment** to **UN Sustainable Development Goals**, the ten universal principles of the **UN Global Compact** and **TCFD** (Task Force for Climate-related Financial Reporting)



competent. industry leader. proven.

future. goals and measures.



focus risk minimization.

strategic level.

- **Focus on core business** – Real estate development
- **Focus on metropolitan areas**
- **Focus on two asset classes**

project level.

- **Intensification of forward sales**
- **Long-Stop-Dates** for completions

financial level.

- **Strongest balance sheet ever**
- **High equity**
- **High liquidity**
- **Flat repayment profile**

past risk minimization strategy pays off.

clear values.



competent.

The sustainably high quality of our services has brought UBM where our company is today. This success is based on the close connection between our many decades of experience and the technical expertise of our employees. UBM's history in construction is reflected in the fact that roughly 50% of our staff have a technical background, for example as civil engineers, architects or facility technicians. Their combined skills represent a decisive competitive advantage for the realisation of our projects – not only in phases like the real estate boom we are currently experiencing.

consequent.

Reliability and consistency have always formed the basis for our actions. From start to finish. Customers can depend on UBM's handshake quality during the acquisition of a project, even when the key points are only a vision. We give our undivided attention to the many details connected with development and sales. An additional special wish receives the same commitment as the entire project. Our ability to deliver more, or faster, than we promise has reinforced our reputation on the market. And this is a course we intend to follow.

transparent.

Our listing in the Prime Market of the Vienna Stock Exchange and the related transparency may appear to be a disadvantage at first glance. At UBM, we see this as an opportunity. Because transparent performance each and every day makes UBM a particularly attractive business partner, especially for banks, institutional investors and the public sector. Transparency is also an essential prerequisite for our good conditions on the capital market. Of course, we are also convinced that seeing our development reflected exactly and up to date keeps us moving in the right direction.

pipeline.

development pipeline. (I).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status ¹
siebenbrunnen21., Vienna	Residential/Office	165 apartments	100%	Q2/22	Part. S.
Hafeninsel V, Mainz	Residential/Office	50 apartments	50%	Q3/22	
Nordbahnviertel, Vienna	Residential	181 apartments	50%	Q4/22	Fwd. F.
F.A.Z.-Tower, Frankfurt	Office	25,000 m ²	75%	Q3/22	Fwd. S.
Noble Residence, Krakow	Residential	80 apartments, 2 retail units	100%	Q1/23	Part. S.
Timber Pioneer, Frankfurt	Office	14,100 m ²	75%	Q1/23	
Astrid Garden, Prague	Residential/Retail	125 apartments, 1 retail unit	100%	Q2/23	
Rankencity, Graz	Residential	201 apartments	70%	Q3/23	Fwd. F.
Gmunder Höfe (I), Munich	Residential	322 apartments	30%	Q3/23	Fwd. S.
Gmunder Höfe (III), Munich	Residential	79 apartments	30%	Q4/23	Fwd. S.
Hafeninsel IV, Mainz	Residential	92 apartments	50%	Q4/23	Part. S.

Note: selected projects

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

development pipeline. (II).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status ¹
Gmunder Höfe (II), Munich	Residential	124 apartments	30%	Q1/24	
nico, Frankfurt	Office	15,400 m ²	100%	Q2/24	
Rheinwiesen II, Mainz	Residential/Retail	5,980 m ²	100%	Q3/24	
Thule 48, Berlin	Residential	79 apartments	47%	Q4/24	
Hafenspitze Highrise, Mainz	Office/Retail	9,500 m ²	100%	Q4/24	
Arcus City, Prague	Residential	284 apartments	100%	Q4/24	Part. S.
Hafenblick I, Mainz	Residential	17,000 m ²	100%	>2024	
Village im 3., Vienna	Residential/Office	560 apartments, 8,500 m ²	51%	>2024	
Molenkopf Nord, Mainz	Residential	9,800 m ²	100%	>2024	
LeopoldQuartier, Vienna	Residential/Office	Site 23,000 m ²	90%	>2024	
Baubergerstr., Munich	Mixed	Site 28,000 m ²	60%	>2024	
Bogner Gründe, Munich	Mixed	19,000 m ²	100%	>2024	
Pelkovenstrasse, Munich	Mixed	Site 6,500 m ²	100%	>2024	
Paket 6	Mixed	24 properties ²	50%	>2024	

Note: selected projects

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

residential.



residential pipeline.



**siebenbrunnen21.,
Vienna**

Apartments: 165
Completion: Q2/22



**Nordbahnhofviertel,
Vienna**

Apartments : 181
Completion: Q4/22

2022

2023

**Hafeninsel V,
Mainz**

Apartments: 50
Completion: Q3/22



**Noble Residence,
Krakow**

Apartments: 80
Completion: Q1/23



Note: selection of projects in UBM's pipeline

residential pipeline.



Astrid Garden, Prague

Apartments: 125
Completion: Q2/23



Hafeninsel IV, Mainz

Apartments: 92
Completion: Q4/23

2024

Gmunder Höfe (I), Munich

Apartments: 322
Completion: Q3/23



Arcus City, Prague

Apartments: 284
Completion: Q4/24



Note: selection of projects in UBM's pipeline



major projects in top cities.

office. pipeline.



**F.A.Z.-Tower,
Frankfurt**

GFA: 25,000 m²
Completion: Q3/22



**nico,
Frankfurt**

GFA: 15,400 m²
Completion: Q2/24

2022

2023

2024



**Timber Pioneer,
Frankfurt**

GFA: 17,500 m²
Completion: Q1/23

Note: selection of projects in UBM's pipeline

references.

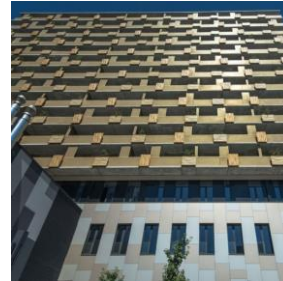
residential. references.



QBC 6.2
Vienna
Residential Units: 131
Completion: 2019



Der Rosenhügel
Vienna
Residential Units: 204
Completion: 2018



QBC 6.1
Vienna
Residential Units: 140
Completion: 2018



Quartier Riedenburg
Salzburg
Residential Units: 63
Completion: 2018



MySky
Vienna
Residential Units: 128
Completion: 2017



immergrün
Berlin
Residential Units: 392
Completion: 2020



Anders Wohnen
Munich
Residential Units: 101
Completion: 2020



Sternbrauerei
Salzburg
Residential Units: 100
Completion: 2014

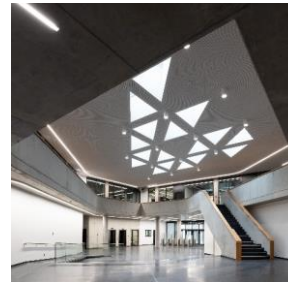
office. references.



QBC 1&2
Vienna
GLA: 37,000 m²
Completion: 2020



Office Provider
Vienna
GLA: 18,400 m²
Completion: 2018



Zalando Headquarter
Berlin
GLA: 41,150 m²
Completion: 2018



QBC 3&4
Vienna
GLA: 24,667 m²
Completion: 2017



Pegaz
Wrocław
GLA: 20,900 m²
Completion: 2017



Kotlarska 11
Kraków
GLA: 11,000 m²
Completion: 2017



Poleczki Business Park
Warsaw
GLA: 140,000 m²
Completion: 2016



Twin Yards
Munich
GLA: 14,135 m²
Completion: 2015

hotel. references.



Andaz Prague
Prague
Rooms: 175
Compl.: 2022



Holiday Inn Gdansk City Centre
Gdansk
Rooms: 240
Completion: 2019



Hyatt Regency Amsterdam
Amsterdam
Rooms: 211
Completion: 2017



Novotel/Ibis am Hauptbahnhof
Vienna
Rooms: 577
Completion: 2017



Holiday Inn Warschau City Center
Warsaw
Rooms: 256
Completion: 2017



Holiday Inn Frankfurt Alte Oper
Frankfurt
Rooms: 249
Completion: 2015



Kempinski Palais Hansen
Vienna
Rooms: 152
Completion: 2013

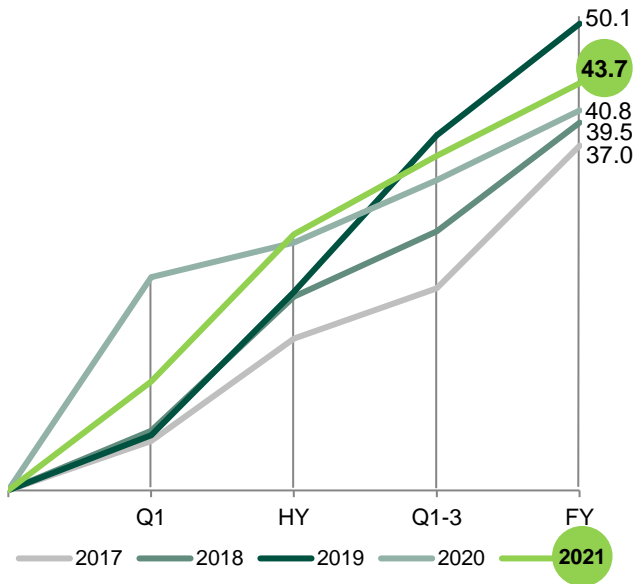


InterContinental Warsaw
Warsaw
Rooms: 414
Completion: 2003

key financial figures.

earnings. no corona dent.

Net Profit
in €m



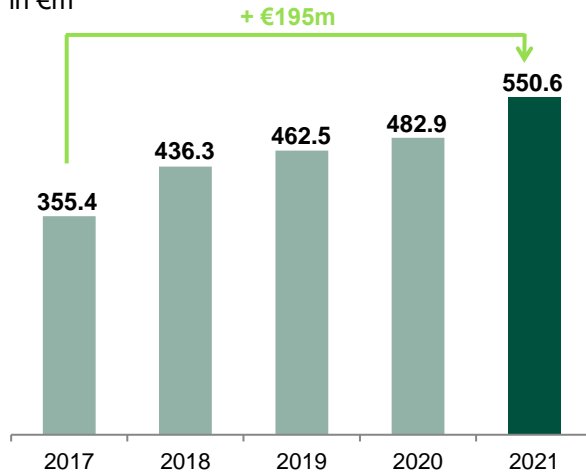
- **project sales** without realisation produce **second-highest net income** in company history
- more than **€ 210 million net profit** over the last 5 years
- **earnings per share increase by 2.6%**

	2021	2020
EBT (€m)	60.1	62.3
EPS (€)	4.50	4.39
Net Profit (€m)	43.7	40.8

transparent. guidance 2021 confirmed.

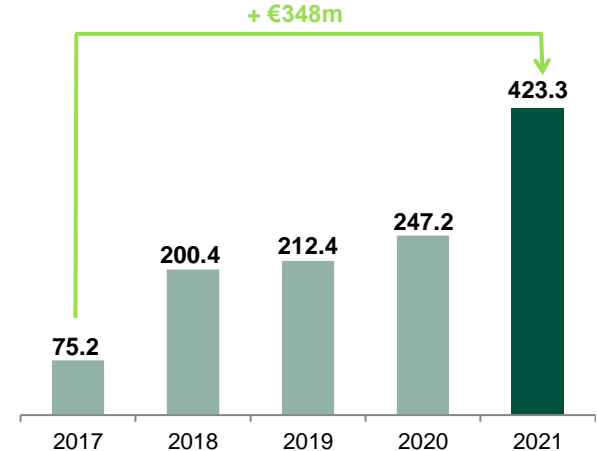
balance sheet. crisis-proof.

Equity
in €m



- **all-time high: more than half a billion equity**
- **capital strength** for market uncertainties and opportunities
- **equity ratio at 36.8% above target range (30-35%)**

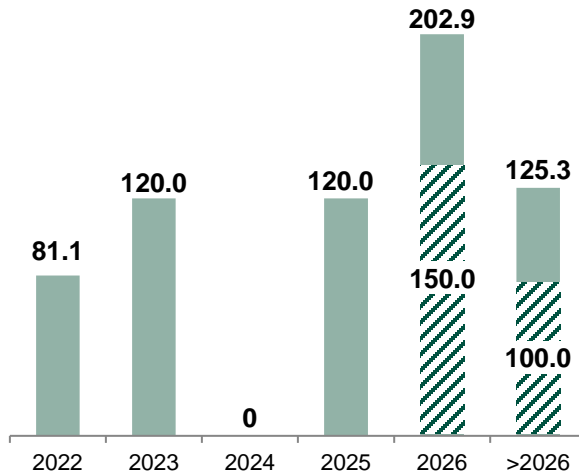
Cash
in €m



- **record liquidity** – in current environment
- **competitive advantage: ability to act quickly as opportunities arise**
- **appreciated issuer on the capital market**

capital markets. alignment.

Repayment profile of bonds (incl. hybrid)
in €m



 issued with sustainability link in 2021

- a total of **€250 million** linked to **ESG** rating
- **over 35%** of total converted to **green** financing
- **strong demand** on the **debt capital** market
- **low debt ratio** for a project developer

	2021	2020	2019
Net debt (€m)	381.0	479.1	442.4
Loan-to-value (%)	25.5	34.9	33.6

consequent. green strategy. green financing.

management team.

ubm management team.



Mag. Thomas G. Winkler, LL.M.
(Chairman, CEO)

Responsibilities

Strategy, Investor Relations & Communications, Transactions & Market Research, Legal & Compliance, Mergers & Acquisitions



DI Martin Löcker
(Member of the Board, COO)

Responsibilities

Project Acquisition Controlling, Operational Project Controlling, Technical Competences, Green Building CSR & Work Safety, Quality Management and Integriertes Managementsystem



Martina Maly-Gärtner MRICS
(Board Member, CFO)

Responsibilities

Hotel operations (in particular UBM Hotels), Human Resources and Insurance



Dipl.-Ök. Patric Thate
(Member of the Board, CFO)

Responsibilities

Financial Controlling & Reporting, Accounting & Consolidation, Treasury, Tax, IT

Experienced management team with long-standing track record...

ubm. executive committee.



Karl Abentheuer
Corporate Communications



Gerald Beck
Managing Director Austria



Helmut Berghöfer
Managing Director Czechia



Werner Huber
Managing Director Germany



Rolf Hübner
Managing Director Hotels



Leszek Kordyl
Managing Director Poland



Petr Mac
Managing Director Czechia



Ralf Mikolasch
Legal & Compliance



Franz Panwinkler
Managing Director Austria



Andreas Pernsteiner
Treasury & Finance

ubm. executive committee.



Daniel Pfister
Managing Director Germany



Christoph Rainer
Investor Relations



Andrea Rochelt
Acquisition Controlling



Franz Sonnberger
Controlling



Andreas Thamm
Managing Director Germany



Sebastian Vetter
Managing Director Poland



Josef Wiedermann
Managing Director Czechia



Peter Wöckinger
Technical Management



Andreas Zangenfeind
Transactions