







## full-year results 2020.

Investor Presentation 23 April 2021



### disclaimer.

This presentation was prepared by UBM Development AG (the "Company" or "UBM") solely for use at investors' meetings and is furnished to you solely for informational purposes.

This presentation dates as of 23 April 2021. The facts and information contained herein might be subject to revision in the future. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. None of the Company or any of its parent companies or subsidiaries or any of such person's directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied as to, and no reliance should be placed on, the accuracy or completeness of the information contained in this presentation. None of the Company or any of its parent companies or subsidiaries or any of their directors, officers, employees and advisors nor any other person shall have any liability whatso ever for any loss howsoever arising, directly or indirectly, from any use of this presentation. The same applies to information contained in other material made available at such investors' meetings.

This document is selective in nature and is intended to provide an introduction to, and overview of, the business of the Company. Wherever external sources are quoted in this presentation, such external information or statistics should not be interpreted as having been adopted or endorsed by the Company as being accurate.

This presentation contains forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which the Company operates. These statements generally are identified by words such as "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward-looking statements, including but not limited to assumptions, opinions and views of the Company or information from third party sources, contained in this presentation are based on current plans, estimates, assumptions and projections and involve uncertainties and risks. Various factors could cause actual future results, performance or events to differ materially from those described in these statements. The Company does not represent or guarantee that the assumptions underlying such forward-looking statements are free from errors nor do they accept any responsibility for the future accuracy of the opinions expressed in this presentation. No obligation is assumed to update any forward-looking statements.

By accepting this presentation you acknowledge that you will be solely responsible for your own assessment of the market and of the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company's business.



## highlights. full year 2020.

- 1 record dividend. € 2.20 dividend on 2019 level.
- 2 strongest balance sheet ever. successfully navigated corona pandemic.
- **3** green. smart. and more. new foundation laid for the future.
- 4 esg rating. top 15% of industry.
- **5 pipeline transformation.** 80% in residential and office.
- **6 outlook.** back to full swing after corona dent.

## record dividend. continuity counts.



## Dividend per share in €



- UBM delivered more than € 75 million of dividends over last 5 years
- Dividend policy reflects
  - earnings outlook
  - continuity
  - reliability
- Constantly among top dividend yielders on the Vienna Stock Exchange

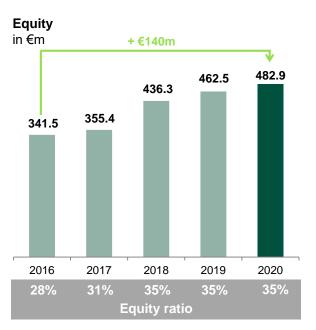
dividend: on time. above expectations.

Payout ratio<sup>2</sup>

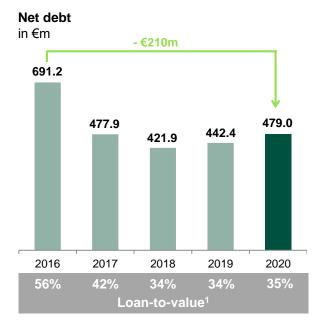
<sup>&</sup>lt;sup>1</sup> Recommendation to the AGM 27 May 2021 <sup>2</sup> Adapted calculation in respect of hybrid capital interest

## balance sheet. strength.





- half a billion of equity
- Upper end of target range (30-35%)
- Room for expansion



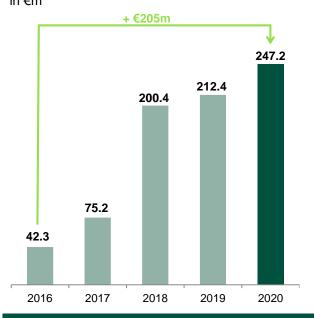
- net debt reduction >30% since 2016
- Low debt ratio for a real estate developer
- Financial flexibility (target: LTV <50%)</li>

<sup>&</sup>lt;sup>1</sup> Defined as net debt in relation to total assets

## all time high. cash level.



### Cash in €m



- Competitive advantage in a market with only a few listed peers
- Trusted issuer on debt capital market
- Strong track record and attractive yield/return ratio
- Focus on cash management at all times

cash is key for opportunity hunting.



## corona 2020. above expectations.



### Earnings before tax (EBT) / Net Profit



- UBM delivered almost € 280m EBT and € 200m of Net Profit over last 5 years
- Solid profitability throughout all economic cycles
- UBM business model adjusted for stock market requirements
- Projects acquired with a focus to deliver continuous results

13% above analyst consensus. year end 2020.

## black swan. reinvention.





green.

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

**Timber Pioneer** 

### 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







Real Estate and Construction	
(current ISS rankings ¹)	
alstria office REIT-AG	C+
Vonovia SE	С
UBM Development AG	C
Deutsche Wohnen SE	С
CA Immobilien Anlagen AG	C-
PORR AG	C-
Instone Real Estate Group AG	C-
LEG Immobilien AG	C-
Hochtief AG	C-
Bauer AG	C-
Deutsche EuroShop AG	C-
IMMOFINANZ AG	D+
S IMMO AG	D+
TLG Immobilien AG	D+
Strabag SE	D+
TAG Immobilien AG	D
Coreo AG	D-

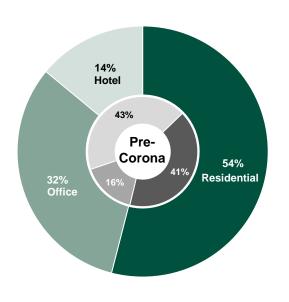
- First ESG rating by ISS puts us in top15% of peer group
- First mover: ESG supervisory board committee established in February
- First ESG report based on GRI (Global Reporting Initiative) standards by UBM
- Platform established to issue "green financing"

<sup>&</sup>lt;sup>1</sup> Source: ISS Orbit, Austria and Germany as of 15 April 2021

# transformation. successful.



### Pipeline by asset class 1



- Record pipeline of €2.3bn
- €1.25 bn residential pipeline with low risk earnings potential
- €750m in "new type office" projects
- More than 80% of pipeline in Germany and Austria
- All former hotel projects re-classified (resi, office)

Pre-Corona Pipeline

Residential Office Hotel

<sup>&</sup>lt;sup>1</sup> based on total output logic (pro-rata based on UBM share, no 100% logic), 2021-2024



## resi boom. prices increase.











1,000 units SOLD in 2020

- Residential demand fired up by COVID-19, most attractive asset class in current market environment
- Low interest rate policy will provide for unabated demand
- green. smart. and more. strategy meets institutional investors ESG appetite

Country	Units
Germany	>1.100
Austria	>1.100
Czech Republic	>600



## 5 green building. smart office.







- green. smart. and more. fits like glove to meet post COVID-19 office requirements
- More trophy assets to follow F.A.Z. Tower (forward sold in Q4 2020)
- **Changed requirements** at less demand

Investor Intentions 2021 (CBRE) <sup>1</sup>			
Strategy Core Development			
Asset Class	Office	✓	
Preferred Market	Germany	✓	
Other	ESG Capability	✓	
Other	Tenant Credit	✓	

www.nico-office.de

<sup>&</sup>lt;sup>1</sup> CBRE, EMEA Investor Intentions Survey 2021



## <sup>6</sup> 2020. 2021. 2022 outlook.



# better than expected.

### corona dent.

### full swing back.

# 2020

- Corona lockdowns
- no acquisitions
- green. smart. and more.

### 2021

- opportunity hunting
- green financing
- trading portfolio

### 2022ff

- first "new" projects forward sold
- more strategic partnerships
- hotel operations back to normal



# backup.

<ul><li>ubm at a glance</li></ul>	15
<ul><li>pipeline</li></ul>	16-2 <sup>-</sup>
• hotel	22-23
<ul> <li>portfolio book values</li> </ul>	24-2
<ul><li>financials</li></ul>	26-33
<ul><li>investor relations</li></ul>	34-39



## ubm. at a glance.

### focus.

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

### pipeline.

- €2.3 bn (pro rata value over the next four years)
- Approx. 80% residential and office
- Approx. 80% 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
- Over 145 years of corporate history



## development pipeline. (I).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status <sup>1</sup>
voco Kneuterdijk, The Hague	Hotel	204 rooms	100%	Q2/21	
Astrid Offices, Prague	Office, Retail	4,300 m², 400m² retail space	100%	Q2/21	Fwd. S.
Neugraf, Prague	Residential/Retail	177 apartments, 7 retail units	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 <sup>2</sup>	100%	Q3/21	Fwd. S.
Holiday Inn Express, Dusseldorf	Hotel	455 rooms	50%	Q3/21	
barany.7, Vienna	Residential	126 apartments	100%	Q3/21	Fwd. F.
Pohlgasse, Vienna	Residential	121 apartments	50%	Q3/21	Fwd. S.
Holiday Inn Express, Potsdam	Hotel/Residential	198 rooms, 124 micro apartm.	50%	Q4/21	
Ibis Styles Mogilska, Krakow	Hotel	259 rooms	100%	Q4/21	Fwd. S.
Andaz Sugar Palace, Prague	Hotel	175 rooms	75%	Q4/21	
siebenbrunnen21., Vienna	Residential/Office	178 apartments, 5,500 m <sup>2</sup>	100%	Q1/22	Part. S.
Hafeninsel V, Mainz	Residential/Office	50 apartments, 3,000 m <sup>2</sup>	50%	Q2/22	
Nordbahnviertel, Vienna	Residential	181 apartments	50%	Q3/22	Fwd. F.
F.A.ZTower, Frankfurt	Office	25,000 m <sup>2</sup>	75%	Q3/22	Fwd. S.

Note: selected projects

<sup>&</sup>lt;sup>1</sup> Part. S. = Partial Sale, Fwd. S. = Forward Sale, Fwd. F. = Forward Funding



## development pipeline. (II).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status <sup>1</sup>
Rankencity, Graz	Residential	201 apartments	70%	Q1/23	
Timber Pioneer, Frankfurt	Office	15,000 m²	75%	Q2/23	
Gmunder Höfe (I), Munich	Residential	322 apartments	30%	Q3/23	Fwd. S.
nico, Frankfurt	Office	15,400 m²	100%	Q4/23	
Gmunder Höfe (II), Munich	Residential	121 apartments	30%	Q4/23	
Gmunder Höfe (III), Munich	Residential	79 apartments	30%	Q4/23	
Hafeninsel IV, Mainz	Residential	92 apartments	50%	Q4/23	
Arcus City, Prague	Residential	284 apartments	100%	Q4/24	
LeopoldQuartier, Vienna	Residential/Office	Site 23,000 m <sup>2</sup>	90%	>2024	
Astrid Garden, Prague	Residential/Retail	125 apartments, 1 retail unit	100%	>2024	
Village im 3., Vienna	Residential/Office	560 apartments, 8,500 m <sup>2</sup>	51%	>2024	
Kelsenstrasse, Vienna	Office	25,000 m <sup>2</sup>	50%	>2024	
Baubergerstr., Munich	Mixed	Site 28,000 m <sup>2</sup>	60%	>2024	
Bogner Gründe, Munich	Mixed	Site 12,000 m <sup>2</sup>	100%	>2024	
Paket 6	Mixed	26 properties <sup>2</sup>	50%	>2024	

Note: selected projects

<sup>&</sup>lt;sup>1</sup> Fwd. S. = Forward Sale / <sup>2</sup> yielding property, to be developed



## residential pipeline.



Neugraf, Prague

Apartments: 177 Completion: Q2/21



barany.7, Vienna

Apartments: 126 Completion: Q3/21

2021



Anders Wohnen (III), Munich

Apartments: 100 Completion: Q2/21



Pohlgasse, Vienna

Apartments: 121 Completion: Q3/21



## residential pipeline.



siebenbrunnen21., Vienna

Apartments: 178 Completion: Q1/22



Rankencity, Graz

Apartments: 201 Completion: Q1/23

2022

2023

2024



Nordbahnviertel, Vienna

Apartments: 181 Completion: Q3/22



Arcus City, Prague

Apartments: 284 Completion: Q4/2024



## office pipeline.



Astrid Office, **Prague** 

GLA: 4,000 m<sup>2</sup> Completion: Q2/21



**Timber Pioneer,** Frankfurt

GLA: 15,000 m<sup>2</sup> Completion: Q2/23

2021 2022 -





F.A.Z.-Tower, Frankfurt

GLA: 25,000 m<sup>2</sup> Completion: Q3/22



nico, Frankfurt

GLA: 15,400 m<sup>2</sup>

Completion: Q4/2023

# Ubn

## hotel pipeline.



### voco Kneuterdijk, The Hague

Category: 4+\* Keys: 204

Completion: Q2/21



#### Mercure Mlynska Katowice

Category: 4\* Keys: 268

Completion: Q3/21

2021



#### HIEx Düsseldorf Moskauer Strasse

Category: 3\* Keys: 455

Completion: Q3/21



## Andaz Sugar Palace, Prague

Category: 5\* Keys: 175

Completion: Q4/21

# **Ubn**development

### ubm hotels. leaseholds.

Germany

5 hotels - 1,223 rooms

Holiday Inn Munich Westpark<sup>1</sup> Holiday Inn Leuchtenbergring<sup>1</sup> 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:



















<sup>1</sup>Franchise 2



### hotels, ubm as "middle-man".



e.g. Union, Real I.S., Deka







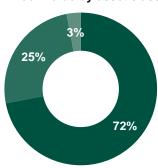


e.g. InterContinental, Radisson, Kempinski



### book value breakdown. €1.3 bn.

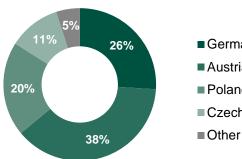
### Book value by asset class



- Developments
- Standing Assets
- Land Bank

- Development portfolio at more than 70% (= target ratio)
- **Pure Play Developer**

#### Book value by country



- Germany
- Austria
- Poland
- Czech Rep.

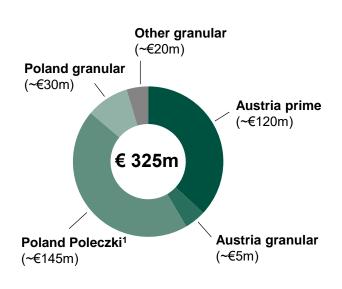
- **Germany and Austria represent** 64% of portfolio
- Poland share at 20% due to standing assets (Poleczki Park)

Data as of 31 Dec 2020 / Book value split excluding capitalisation of lease contracts of € 20m

# **Ubn**development

## standing assets.

### **Book values (IFRS)**



- Austria prime assets and Poleczki represent close to €270m (~80%) 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

Data as of 31 Dec 2020 / Book value split excluding capitalisation of lease contracts of  $\rm \, \leqslant \, 20m$ 

<sup>&</sup>lt;sup>1</sup> Poleczki business park in Warsaw, €145m represent % of holding



## key performance indicators.

Key Earnings Figures (in €m)	2020	2019	%∆
Total Output <sup>1</sup>	478.6	678.0	-29.4%
Revenue	183.3	242.0	-24.2%
EBT	62.3	70.5	-11.7%
Net profit (before non-controlling interests)	40.8	50.1	-18.6%
Key Asset and Financial Figures (in €m)	31 Dec 2020	31 Dec 2019	%∆
Total assets	1,372.0	1,316.4	4.2%
Equity	482.9	462.5	4.4%
Equity ratio	35.2%	35.1%	0.1PP
Net debt <sup>2</sup>	479.1	442.4	8.3%
Cash and cash equivalents	247.2	212.4	16.4%
Key Share Data and Staff	31 Dec 2020	31 Dec 2019	%∆
Earnings per share (in €)³	4.39	6.16	-28.8%
Earnings per share including hybrid capital interest (in €) <sup>4</sup>	5.33	7.10	-25.0%
Market capitalisation (in €m)	35.80	352.7	-24.2%
Dividend per share (in €) <sup>5</sup>	2.20	2.20	0.0%
Payout ratio <sup>6</sup>	50.2%	35.7%	14.5PP
Staff <sup>7</sup>	339	389	-12.9%

<sup>&</sup>lt;sup>1</sup> 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

<sup>&</sup>lt;sup>2</sup> Net debt equals current and non-current bonds and financial liabilities, excluding leasing liabilities, minus cash and cash equivalents.

<sup>&</sup>lt;sup>3</sup> Earnings per share after the deduction of hybrid capital interest (change in calculation beginning in 2020, comparative data adjusted accordingly).

<sup>&</sup>lt;sup>4</sup> Earnings per share before the deduction of hybrid capital interest.

<sup>&</sup>lt;sup>5</sup> The dividend is paid in the respective financial year, but is based on profit for the previous financial year.

The dividend proposal for 2020 is subject to the approval of the Annual General Meeting.

<sup>&</sup>lt;sup>6</sup> Dividend in relation to earnings per share after deduction of hybrid capital interest

<sup>&</sup>lt;sup>7</sup> Decline due to deconsolidation Hotel Holiday Inn Gdansk City Centre (2019: 55 employees ubm hotels)



### income statement.

in T€	2020	2019	%∆
Total Output <sup>1</sup>	478,553	678,013	-29.4%
Revenue	183,339	241,999	-24.2%
Changes in the portfolio	-21,144	20,294	n.a.
Share of profit/loss from companies accounted for at equity	27,813	59,980	-53.6%
Net result from fair value adjustments (accord. to IAS 40)	62,310	21,688	187.3%
Material cost	-115,673	-202,198	-42.8%
Personnel expenses	-34,847	-36,644	-4.9%
Other operating income & expenses	-36,698	-30,153	21.7%
EBITDA	65,099	74,966	-13.2%
Depreciation and amortisation	-3,085	-3,515	-12.2%
EBIT	62,014	71,451	-13.2%
Financial income <sup>2</sup>	23,899	20,711	15.4%
Financial cost	-23,654	-21,650	9.3%
EBT	62,259	70,512	-11.7%
Income tax expense <sup>3</sup>	-21,506	-20,450	5.2%
Net Profit	40,753	50,062	-18.6%
Earnings per share (in €)	4.39	6.16	-28.8%

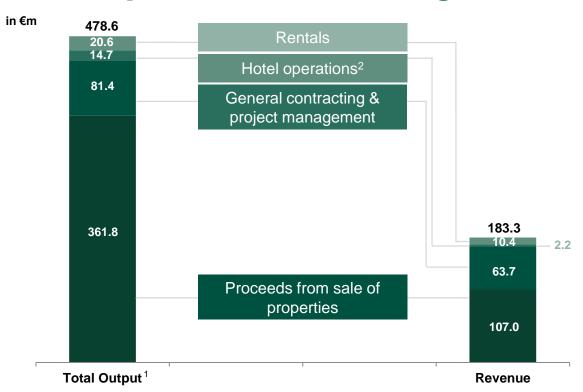
<sup>&</sup>lt;sup>1</sup> Total Output corresponds to the revenue generated by fully consolidated companies and companies consolidated at equity as well as the sales proceeds from share deals in proportion to the stake held by UBM

<sup>&</sup>lt;sup>2</sup> Includes income from share deals

<sup>&</sup>lt;sup>3</sup> Of which €1.1m (2019: €14.4m) effective tax and €20.4m (2019: €6.0m) from deferred tax in 2020

# Ubn

## total output and revenue. bridge.



<sup>&</sup>lt;sup>1</sup> 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.

<sup>&</sup>lt;sup>2</sup> Due to deconsolidation of UBM hotels Management GmbH



# total output and EBT. segment reporting.

#### in T€

Total Output by region	2020	2019	%∆	EBT by region	2020	2019	%∆
Germany	193,047	255,495	-24.4%	Germany	86,014	45,843	87.6%
Austria	178,730	234,629	-23.8%	Austria	-2,440	535	n.a.
Poland	79,544	101,428	-21.6%	Poland	-11,749	-6,517	80.3%
Other	27,231	86,461	-68.5%	Other	-9,566	30,651	n.a.
Total	478,553	678,013	-29.4%	Total	62,259	70,512	-11.7%
Total Output by asset class	2020	2019	%∆	EBT by asset class	2020	2019	%∆
Residential	179,598	144,661	24.2%	Residential	75,341	9,983	654.7%
Office	144,386	89,369	61.6%	Office	23,381	17,858	30.9%
Hotel	52,164	228,683	-77.2%	Hotel	-25,311	40,010	n.a.
Other	37,008	166,778	-77.8%	Other	-17,214	-3,313	419.6%
Service	65,396	48,522	34.8%	Service	6,063	5,974	1.5%
Total	478,553	678,013	-29.4%	Total	62,259	70,512	-11.7%



## balance sheet. assets.

in T€	31 Dec 2020	31 Dec 2019	%∆
Non-current assets	824,984	851,371	-3.1%
Intangible assets	3,024	2,747	10.1%
Property, plant and equipment	11,596	40,242	-71.2%
Investment property	407,147	467,740	-13.0%
Investments in companies accounted for at equity	167,811	134,484	24.8%
Project financing	208,375	181,157	15.0%
Other financial assets	11,520	11,501	0.2%
Financial assets	4,066	3,412	19.2%
Deferred tax assets	11,445	10,088	13.5%
Current assets	547,037	465,018	17.64%
Inventories	121,880	128,169	-4.91%
Trade receivables	127,945	103,294	23.86%
Financial assets	37,717	9,716	288.19%
Other receivables and current assets	12,286	8,751	40.40%
Cash and cash equivalents	247,209	212,384	16.40%
Assets held for sale		2,704	-100.00%
Total assets	1,372,021	1,316,389	4.23%

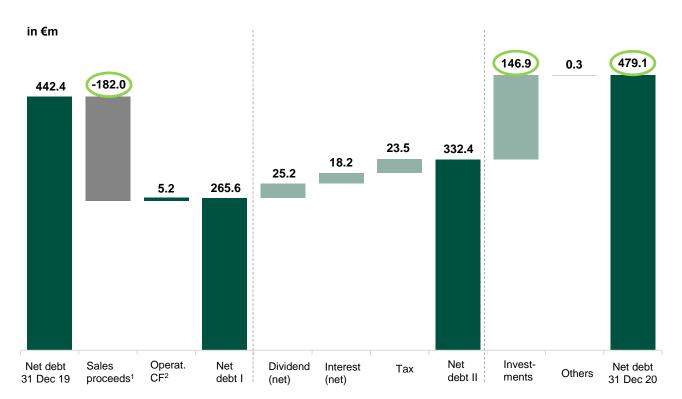


## balance sheet. equity & liabilities.

in T€	31 Dec 2020	31 Dec 2019	%∆
Equity	482,871	462,506	4.4%
Share capital	22,417	22,417	0.0%
Capital reserves	98,954	98,954	0.0%
Other reserves	226,766	205,147	10.5%
Mezzanine/hybrid capital	130,330	130,315	0.0%
Non-controlling interests	4,404	5,673	-22.4%
Non-current liabilities	704,049	637,555	10.4%
Provisions	8,772	6,759	29.8%
Bonds	437,047	435,018	0.5%
Non-current financial liabilities	248,641	186,145	33.6%
Other non-current financial liabilities	1,573	1,306	20.4%
Deferred tax liabilities	8,016	8,327	-3.7%
Current liabilities	185,101	216,328	-14.4%
Provisions	2,102	686	206.4%
Bonds	19,457	49,713	-60.9%
Current financial liabilities	41,943	33,680	24.5%
Trade payables	76,959	57,199	34.5%
Other current financial liabilities	30,503	24,263	25.7%
Other current liabilities	3,302	17,563	-81.2%
Taxes payable	10,835	33,224	-67.4%
Total equity & liabilities	1,372,021	1,316,389	4.2%

# Ubn

### overview. cash flow.



<sup>&</sup>lt;sup>1</sup> Incl. advance payments (IAS 2) and PoC IFRS 15 valuations

<sup>&</sup>lt;sup>2</sup> Operative cash flow after working capital and before interest/taxes



## cash flow. net debt reconciliation.

casii ilowi ilet der				Iati					developii
in T€			Operating CF	Dividends	Interest	Tax	Investments	Other	
		Proceeds	incl. WC	(net)	(net)	(Income Tax)			Neutral
Profit/Loss for the period	40,753		40,753						
Depreciation, impairment & reversals of impairment on fix. & fin. assets	-56,030		-56,030						
Interest income/expense	6,229		6,229						
Income from companies accounted for at equity	-27,724		-27,724						
Dividends from companies accounted for at equity	18,790		18,790						
Decrease in long-term provisions	1,851		1,851						
Deferred income tax	20,407		20,407						
Operating cash flow	4,276	0	4,276	0	0	0	0	0	0
Increase /decrease in short-term provisions	-285		-285						
Increase/decrease in tax provisions	-22,389		-22,389						
Losses/gains on the disposal of assets	-10.308		-10.308						
Increase /decrease in inventories	14,344	0	14,344				0		
Increase/decrease in receivables	-23,627	0	-23,627				0		
Increase/decrease in payables	12.223	Ů	20,027				12.223		
Interest received	697				697		12,220		
Interest paid	-18,879				-18,879				
Other non-cash transactions	9,306		9,306		10,073				
Cash flow from operating activities	-34.642	0	-28.683	0	-18.182	0	12.223	0	(
Proceeds from sale of intangible assets	2	2	20,000	•	10,102	•	12,223		
Proceeds from sale of intaligible assets  Proceeds from sale of property, plant and equipment & investment property	3,912	3.912							
Proceeds from sale of property, plant and equipment & investment property  Proceeds from sale of financial assets	48.737	48,737							
Proceeds from the repayment of project financing	106.194	106,194							
Investments in intangible assets	-354	100,194							
Investments in property, plant and equipment & investment property	-42,893								
Investments in financial assets	-24,501								
Investments in project financing	-91,124								
Proceeds from the sale of consolidated companies less cash and cash equivalents  Cash outflows from the acquisition of subsidiaries,	23,154	23,154							
less cash and cash equivalents acquired	-9	-9							
Cash flow from investing activities	23.118	181.990	0	0	0	0	-158.872	0	
Dividends	-23,459	161,990	U	-23,459	U	U	-156,672	U	
	-23,459			-1,702					
Dividends paid out to non-controlling interests  Proceeds from bonds and notes	50.941			-1,702					20,941
Repayment of bonds and notes	-80,836								-60,336
Increase in loans and other financing	188,964								188,964
Repayment of loans and other financing	-86,718								-86,718
Acquisition of minority interests	-300						-300	_	
Cash flow from financing activities	46,890	0	0	-25,161	0	0	-300	0	62,851
Change to cash and cash equivalents	35,366								
Cash and cash equivalents as of 1 Jan	212,384								
Currency translation differences	-541							-541	
Cash and cash equivalents as of 31 December	247,209								
Tax paid	23,488		23,488			-23,488			
Total: Positions Net Debt Bridge		181.990	-5.195	-25.161	-18.182	-23,488	-146.949	-541	62.851



## bonds. overview.

Bond	Term	Nominal (in €m)	Coupon	Book value as of 31 Dec 2020 (IFRS)
2.75% Bond	2019-2025	120.0	2.75%	118.9
3.125% Bond	2018-2023	120.0	3.125%	120.1
3.25% Bond	2017-2022	150.0	3.25%	147.4
Promissory note loans	2020-2025	30.0	3.00%	29.1
Bearer bond	2020-2025	21.5	3.00%	21.5
Promissory note loans <sup>1</sup>	2016-2021	32.0	3.876%	11.5
Bearer bond <sup>2</sup>	2016-2021	18.5	3.876%	8.0
5.50% Hybrid bond <sup>3</sup>	Unlimited maturity	100.0	5.50%	98.9
6.00% Hybrid bond <sup>3</sup>	Unlimited maturity	25.3	6.00%	25.3

<sup>&</sup>lt;sup>1</sup> € 20.5m was exchanged for 3.00% Promissory note loans 2020-2025

34

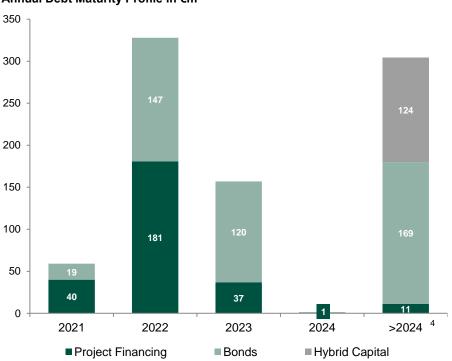
<sup>&</sup>lt;sup>2</sup>€ 10.5m was exchanged for 3.00% Bearer bond 2020-2025

<sup>&</sup>lt;sup>3</sup> Attributable to equity

# **Ubn** development

## financing structure.

#### Annual Debt Maturity Profile in €m 1



### **Group Debt Structure<sup>1</sup>**

Average Cost of Debt: 2.6% p.a.

Long- & Short-Term Financial Liabilities: € 269.8m<sup>2</sup> (average 1.9% p.a.)

#### **Bonds:**

€ 486.2m<sup>3</sup> (average **3.1%** p.a.)

<sup>&</sup>lt;sup>1</sup> Data as of 31 Dec 2020 for fully consolidated companies

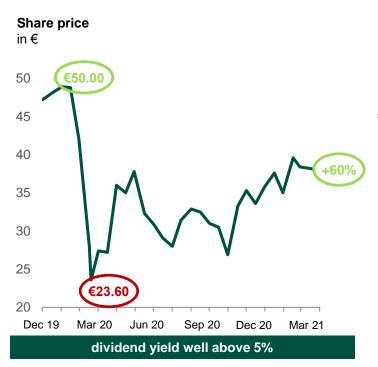
<sup>&</sup>lt;sup>2</sup> Excluding leasing liabilities

<sup>&</sup>lt;sup>3</sup> Including bearer bonds and promissory note loans

<sup>&</sup>lt;sup>4</sup> Step-up 2023



## share price. way to go.



 Only ATX share (with Marinomed) recommended "buy" by all covering analysts

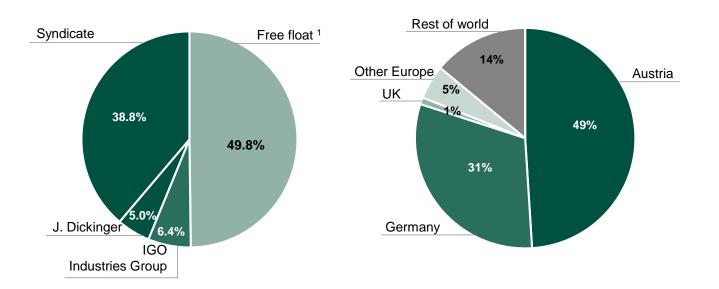
M.M. Warburg	Buy
SRC Research	Buy
Hauck & Aufhäuser	Buy
Baader Bank	Buy
ERSTE Group	Buy
Raiffeisen Centrobank	Buy



### shareholder structure.

### **Shareholder Structure**

### Free Float – Geographical Split<sup>2</sup>



As of December 2020

<sup>&</sup>lt;sup>1</sup> Free float including Management Board and Supervisory Board (3.9%)

<sup>&</sup>lt;sup>2</sup> Free float geographical split excluding Management Board and Supervisory Board



## coverage. regular research.

Bank	Analyst	Price target	Recomm.	Date
M.M. Warburg	Simon Stippig	48.50	Buy	2.2.2021
SRC Research	Stefan Scharff	48.00	Buy	1.2.2021
Hauck & Aufhäuser	Julius Stinauer	44.00	Buy	27.11.2020
ERSTE Group	Christoph Schultes	43.00	Buy	18.12.2020
Raiffeisen Centrobank	Oliver Simkovic	42.00	Buy	7.12.2020
Baader Bank	Andre Remke	41.00	Buy	26.11.2020
Consensus		44.42		

### **Average Share Price Target of € 44.42**



### investor relations.

### Financial Calendar 2021

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

### **Shareholder Information**

Share price	€ 39.40 <sup>1</sup>
Market capitalisation	€ 294.4m
Number of shares outstanding	7,472,180
	, ,
Ticker symbol	UBS VI
ISIN	AT0000815402

#### IR contact

### **Christoph Rainer**

Head of Investor Relations

Tel: +43 664 626 3969

Mail: investor.relations@ubm-development.com