



presentation. ubm group.

April 2021

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

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**



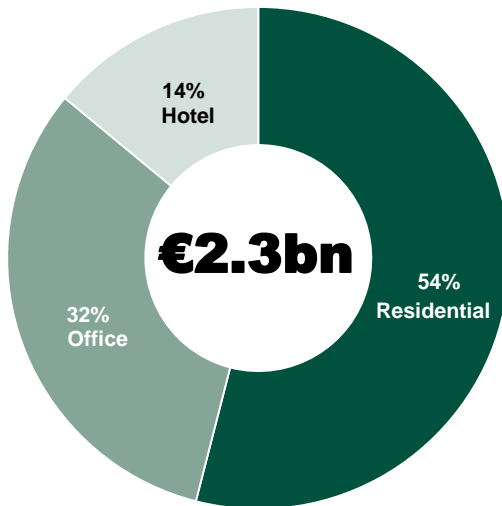
focus. metropolitan areas.



80% of the pipeline in top cities in germany and austria.

pipeline. 2021-2024.

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)

¹ based on total output logic (pro-rata based on UBM share, no 100% logic), 2021-2024

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



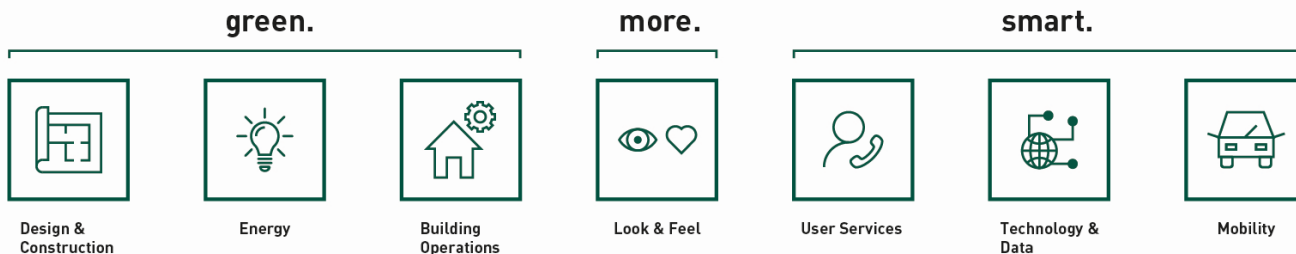
Andaz Sugar Palace

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)**

residential.



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

green building. smart office.



www.timber-pioneer.com



www.nico-office.de

- **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)¹

		ubm
Strategy	Core Development	✓
Asset Class	Office	✓
Preferred Market	Germany	✓
Other	ESG Capability	✓
Other	Tenant Credit	✓

¹ CBRE, EMEA Investor Intentions Survey 2021

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.

pipeline. overview. (I).

Project	Asset	Rooms, Lettable Area Apartments	Share	Compl.	Status ¹
voco Kneuterdijk, The Hague	Hotel	204 rooms	100%	Q2/21	
Astrid Offices, Prague	Office	4,300 m², 400m² retail space	100%	Q2/21	Fwd. S.
Neugraf, Prague	Residential	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 m²	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. 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	

Note: selected projects

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

² Closing 2021

pipeline. overview. (II).

Project	Asset	Rooms, Lettable Area, Apartments	Share	Compl.	Status ¹
siebenbrunnen21., Vienna	Residential/Office	178 apartments, 5,500 m²	100%	Q1/22	Part. S.
Hafeninsel V, Mainz	Residential/Office	50 apartments, 3,000 m²	50%	Q2/22	
Nordbahnhofviertel, Vienna	Residential	181 apartments	50%	Q3/22	Fwd. F.
F.A.Z Tower, Frankfurt	Office	25,000 m²	75%	Q3/22	Fwd. S.
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	15,400m²	100%	Q4/23	.
Gmunder Höfe (II), 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 m²	90%	>2024	
Astrid Garden, Prague	Residential, Retail	125 apartments, 1 retail unit	100%	>2024	
Village im 3., Vienna	Residential/Office	560 apartments, 8,500 m²	51%	>2024	
Kelsenstrasse, Vienna	Office	25,000 m²	50%	>2024	
Bogner Gründe, Munich	Residential	Site 12,000m²	100%	>2024	
Baubergerstr., Munich	Mixed	Site 28,000 m²	60%	>2024	
Paket 6	Mixed	26 properties	50%	>2024	

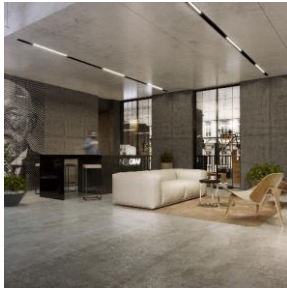
Note: selected projects

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

residential.



residential. pipeline.



Neugraf, Prague

Apartments: 177
Completion: Q2/21



siebenbrunnen21., Vienna

Apartments: 178
Completion: Q1/22

2021

2022



barany.7, Vienna

Apartments: 126
Completion: Q3/21



Rankencity, Graz

Apartments: 201
Completion: Q4/22

Note: selection of projects in UBM's pipeline

residential. pipeline.



Nordbahnhofviertel, Vienna

Apartments: 181
Completion: Q3/22



Bogner Gründe, Munich

Property: 12,000m²
Completion: >2023

2022

2023

>2023

Gmunder Höfe (I), Munich

Apartments: 322
Completion: Q3/23



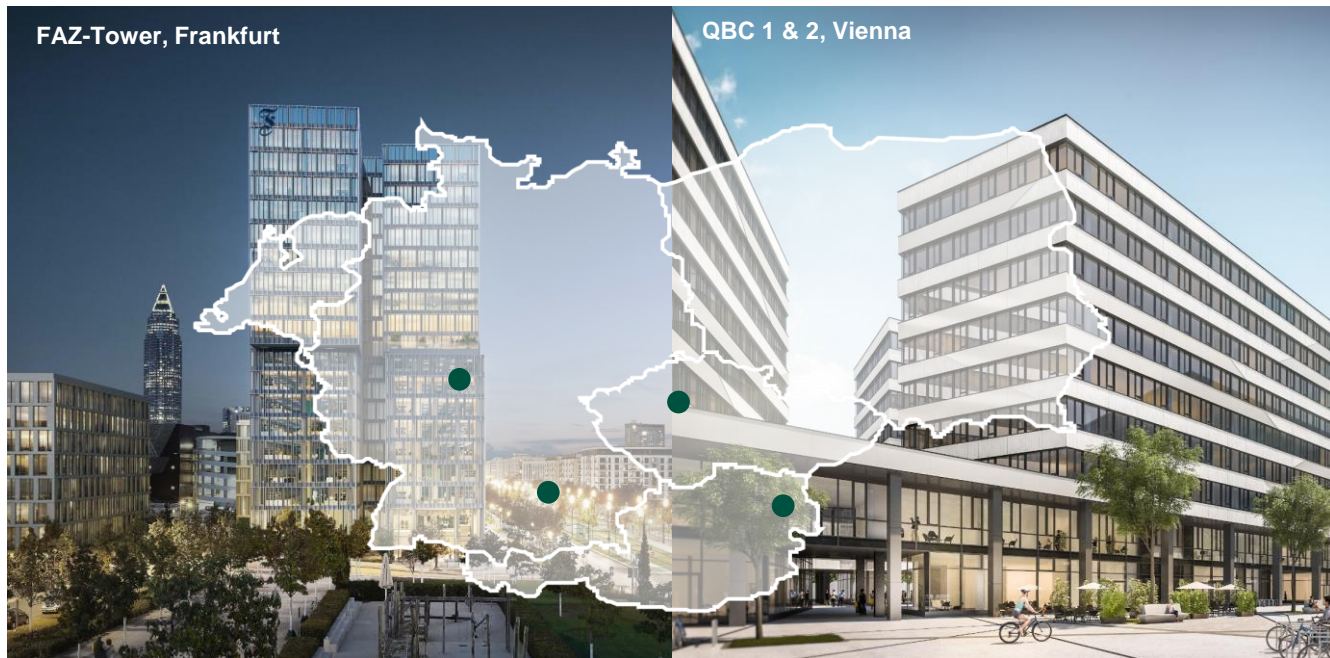
Arcus City, Prague

Apartments: 284
Completion: Q4/24

Note: selection of projects in UBM's pipeline

FAZ-Tower, Frankfurt

QBC 1 & 2, Vienna



large projects in Europe's top cities - high occupancy rate.

office. pipeline.



**Astrid Office,
Prague**

GLA: 4,000 m²
Completion: Q2/21



**Timber Pioneer,
Frankfurt**

GLA: 15,000 m²
Completion: Q2/23

2021

2022

>2023



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

GLA: 25,000 m²
Completion: Q3/22



**nico,
Frankfurt**

GLA: 15,400 m²
Completion: Q4/2023

Note: selection of projects in UBM's pipeline

hotel. pipeline.



voco Kneuterdijk, The Hague

Category: 4+*
Rooms: 204
Completion: Q2/21



HIEx Am Kanal Potsdam

Category: 3*
Rooms: 198
Completion: Q4/21

2021



HIEx DUS Dusseldorf

Category: 3*
Rooms: 455
Completion: Q3/21



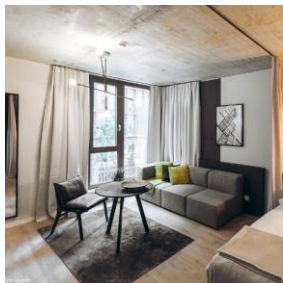
Andaz Sugar Palace, Prague

Category: 5*
Rooms: 175
Completion: Q4/21

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



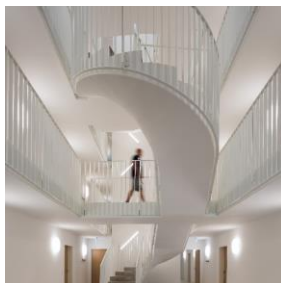
Quartier Riedenburg

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.



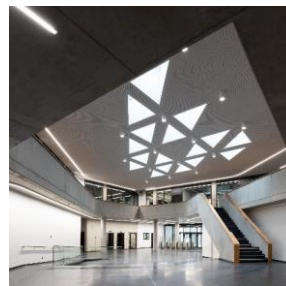
QBC 1&2

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.



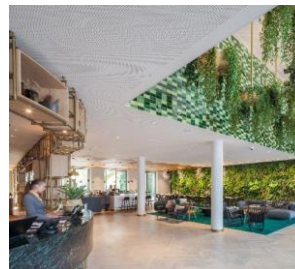
Holiday Inn Gdansk City Centre

Gdansk
Rooms: 240
Completion: 2019



Holiday Inn Leuchtenbergring

Munich
Rooms: 279
Completion: 2018



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



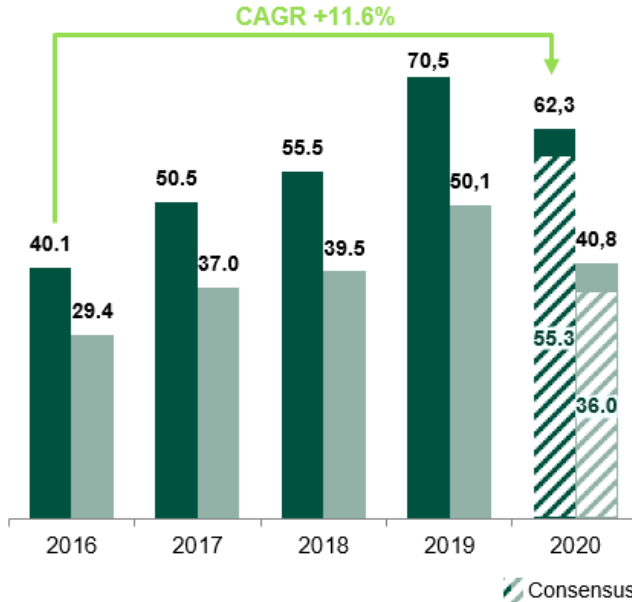
InterContinental Warsaw

Warsaw
Rooms: 414
Completion: 2003

key financial figures.

corona 2020. above expectations.

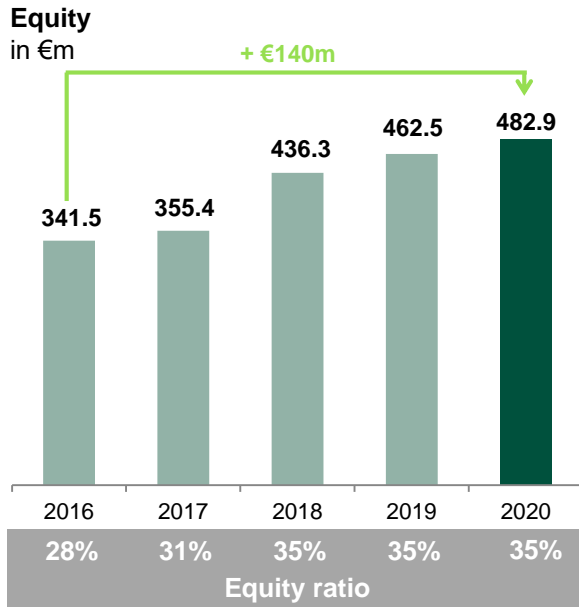
Earnings before tax (EBT) / Net Profit



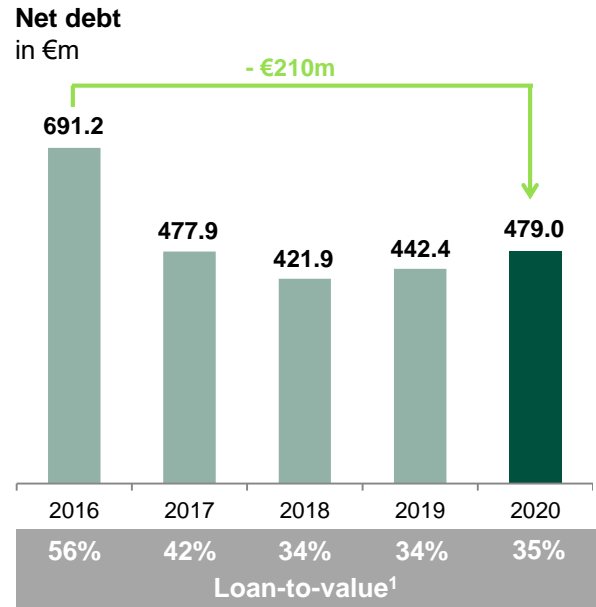
- UBM delivered almost **€ 280m EBT** and **€ 200m of Net Profit** over last 5 years
- **Solid profitability** throughout all economic cycles
- UBM **business model adjusted** for stock market requirements
- Projects acquired with a focus to deliver **continuous results**

13% above analyst consensus. year end 2020.

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%)

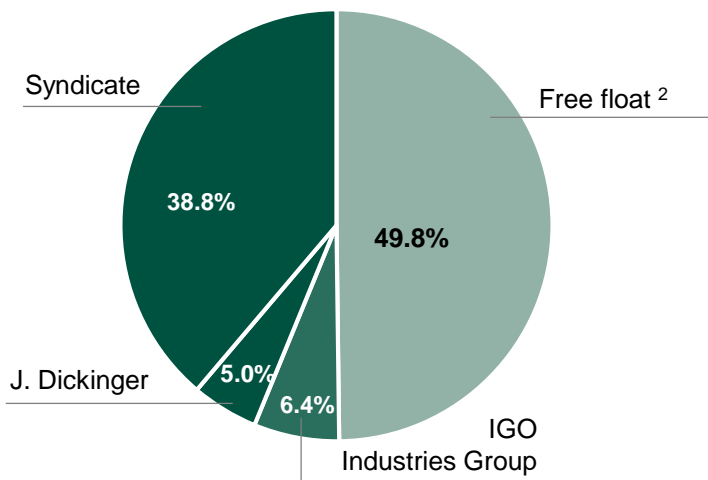
¹ Defined as net debt in relation to total assets

shareholder structure. dividend.

Dividend per share
in €



Shareholder Structure
Stable core shareholders



- **Dividend policy:** continuity and expectation of future earnings
- Interests of **all stakeholders** are taken into account

As of April 2021

¹ Recommendation to the AGM 27 May 2021 ² Adapted calculation in respect of hybrid capital interest

² Free float including Management Board and Supervisory Board (3.9%)

management team.

1 ubm management team.



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

Responsibilities

Strategy, Investor Relations & Communications, Transactions & Market Research, Legal & Compliance, *Human Resources* und 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 und Integriertes Managementsystem



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

Responsibilities

Financial Controlling & Reporting, Accounting & Consolidation, Treasury, Tax, IT und *Insurance*

NEW BOARD MEMBER



Martina Maly-Gärtner MRICS
(Board Member)

Responsibilities

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

Ms. Maly-Gärtner will strengthen the UBM Management Board starting on 1 October 2021 at the latest.

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

ubm. executive committee.



Franz Panwinkler
Managing Director Austria



Christoph Rainer
Investor Relations



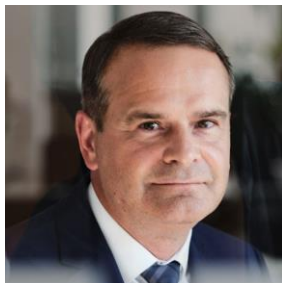
Franz Sonnberger
Controlling



Andreas Thamm
Managing Director Germany



Sebastian Vetter
Managing Director Poland



Josef Wiedermann
Managing Director Czechia



Peter Wöckinger
Technical Management



Andreas Zangenfeind
Transactions