

Q1-3 2013 RESULTS

12 November 2013

COMPETENCE IN SWISS REAL ESTATE

## **AGENDA**



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## CURRENT MARKET ENVIRONMENT



#### Swiss market environment

- Generally stable prime office rents for well maintained buildings; selective higher lease incentives and longer lease-up times; continuously strong interest for high street retail space
- Growing supply in Zurich intensifies competition; increase in vacancy rates observable
- Outskirts of main cities, peripheral regions and smaller agglomerations: pressure on rents for suboptimal properties
- Yields for prime assets continue to stay low due to strong investors' demand (Swiss institutional and international investors)

| Ec | onomic outlook for Switzerland                               | 2013E  | 2014E |
|----|--|--------|-------|
| •  | GDP  | 1.7%   | 1.8%  |
| -  | Inflation  | - 0.1% |       |
|    | Unemployment   | 3.2%   |       |
|    | Source: Consensus forecast "The Economist", 9 November 2013. |        |       |

### MAIN DEVELOPMENTS



#### Real estate portfolio

- Portfolio value CHF 6.4 bn (+ 1.9% compared with December 2012)
- Stable rents across the portfolio, however with selectively more lease incentives and longer lease-up times

#### Vacancy and rental situation

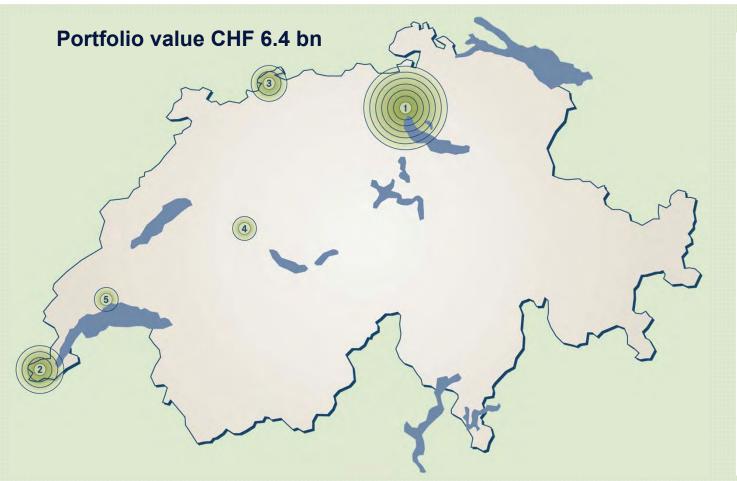
- Vacancy rate of 9.0%, of which 1.7%-points due to renovations
- Of all 2013 maturities (CHF 42.0m), 83% renewed
- Guidance for vacancy rate end of 2013 improved to: < 9.5%</p>
- Properties currently under total re-development at Bahnhofplatz/Bahnhofquai in Zurich will be re-classified as per year-end to development properties

#### **Financing**

- Passing average interest rate on 30 September 2013 of 1.84%
- Low leverage with a LTV of 28.9%
- No major bank lines maturing until 2018

## PROPERTY PORTFOLIO (SEPTEMBER 2013)





- **1. Zurich** 64.3% 4.119
- **2. Geneva** 13.6% 0.873
- **3. Basel** 5.9% 0.381
- **4. Bern** 3.6% 0.228
- **5. Lausanne** 4.8% 0.305

Other locations 4.9% 0.314

Sites & development properties 2.9% 0.183

In total, PSP owns and manages 166 properties and 5 sites and 3 projects (money values in CHF bn).

## **KEY FIGURES**



| CONSOLIDATED, in CHF m    | 2010  | 2011  | 2012       | Q1-3 12 | Q1-3 13 | Δ      |
|---------------------------|-------|-------|------------|---------|---------|--------|
| EBITDA excl. Δ-RE         | 223.3 | 232.5 | 238.3      | 181.8   | 187.3   | 3.0%   |
| Net income excl. Δ-RE     | 139.8 | 149.0 | 161.4      | 122.3   | 135.0   | 10.3%  |
| Net income                | 280.8 | 404.0 | 368.4      | 215.3   | 208.5   | - 3.1% |
| ROE (net income)          | 9.7%  | 13.0% | 10.6%      | 4.8%    | 4.2%    |        |
|                           |       |       |            |         |         |        |
| PER SHARE, in CHF         | 2010  | 2011  | 2012       | Q1-3 12 | Q1-3 13 | Δ      |
| EPS                       | 6.62  | 9.40  | 8.21       | 4.82    | 4.55    | - 5.8% |
| EPS excl. Δ-RE            | 3.30  | 3.47  | 3.60       | 2.74    | 2.94    | 7.4%   |
| NAV                       | 68.87 | 75.28 | 80.48      |         | 82.33   | 2.3%1  |
| NAV before deferred taxes | 80.86 | 89.02 | 95.00      |         | 97.61   | 2.7%1  |
| Distribution              | 2.80  | 3.00  | $3.20^{2}$ |         |         |        |

<sup>1</sup> Compared to year-end 2012.

<sup>2</sup> Paid on 16 April 2013 (cash payment from capital contribution reserves).

<sup>©</sup> PSP Swiss Property I Page 6

## PER SHARE DISTRIBUTION (IN CHF)





Paid on 16 April 2013 (cash payment from capital contribution reserves; total CHF 146.8m).

<sup>\*\*</sup> Payout / EPS excl. Δ-RE.

<sup>\*\*\*</sup> Payout / share-price year-end.

## SHARE PRICE (7.3.2000 – 8.11.2013)





Performance since 7.3.2000

PSP SPI EPRA 104.6% 60.5% 65.2%

Source: Bloomberg, 11 November 2013.

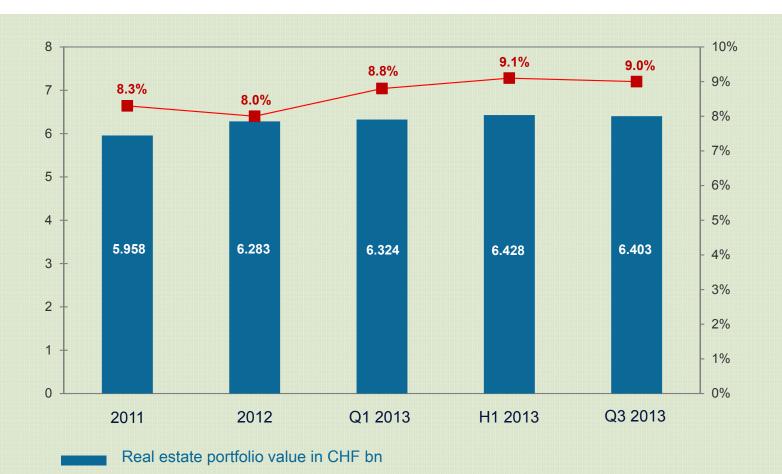
## **AGENDA**



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## PORTFOLIO AND VACANCY RATE

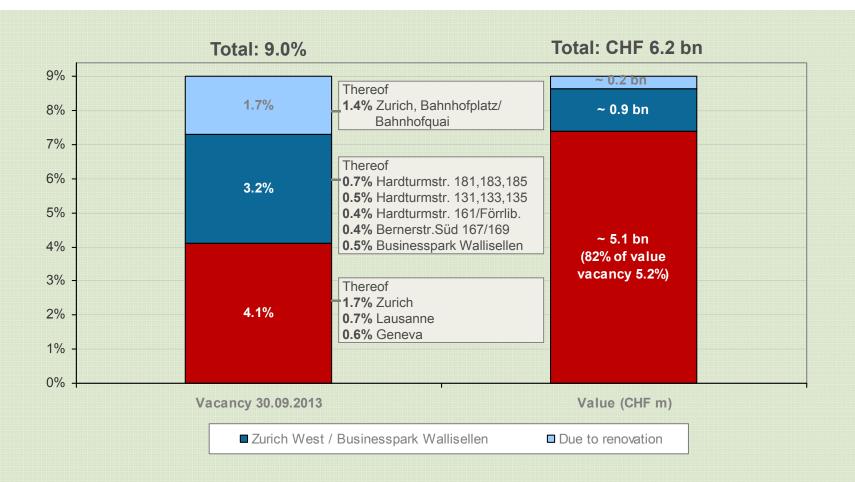




Vacancy rate in % (CHF)

## VACANCY RATE (SEPTEMBER 2013)

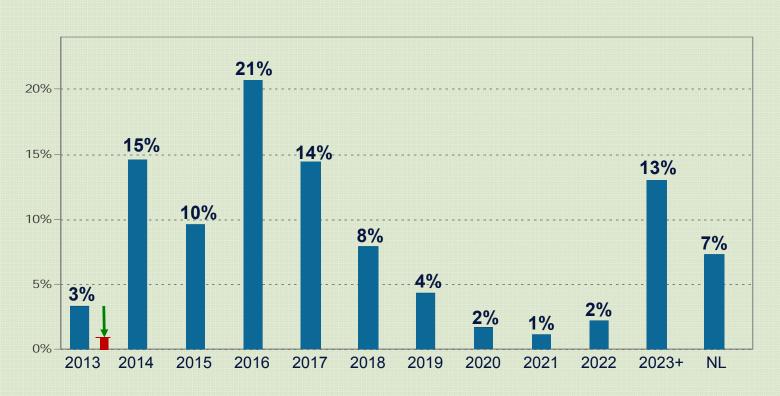




## EXPIRY PROFILE OF LEASES (SEPT. 2013)

(Legal termination option by tenants)





61% of the Q4 2013 maturities (CHF 9.3 m) are renewed;
Of all 2013 maturities (CHF 42.0 m), 83% are renewed as per end of September 2013
39% open

NL: Contracts not limited in time, but subject to notice

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## CONSOLIDATED INCOME



| (CHF 1'000)                  | 2010    | 2011    | 2012 <sup>1</sup>  | Q1-3 2012 <sup>1</sup> | Q1-3 2013           | Δ      |
|------------------------------|---------|---------|--------------------|------------------------|---------------------|--------|
| Rental income                | 262'979 | 270'675 | 272'849            | 204'337                | 208'568             | 2.1%2  |
| Valuation gains              | 180'588 | 325'068 | 266'851            | 119'309                | 95'735 <sup>3</sup> |        |
| Property sales (inventories) | 786     | 3'277   | 12'793             | 11'880                 | 12'851              |        |
| Property sales (portfolio)   | 2'681   | 4'227   | 130                | 225                    | 0                   |        |
| Income from ass. companies   | - 37    | 68      | 94                 | 86                     | 8                   |        |
| Capitalised own services     | 2'197   | 3'042   | 2'656              | 2'030                  | 1'987               |        |
| Other income                 | 5'2034  | 7'2265  | 5'602 <sup>6</sup> | 4'149                  | 3'2887              |        |
| Total operating income       | 454'396 | 613'584 | 560'975            | 342'015                | 322'437             | - 5.7% |

- 1 Restated, initial application of IAS 19 (revised).
- 2 EPRA like-for-like rental change was + 0.5%.
- 3 Of which CHF 43.1m first time adoption of IFRS 13.
- 4 Of which CHF 4.9m VAT-opting-in effect.
- 5 Of which CHF 6.3m VAT-opting-in effect.

- 6 Of which CHF 3.8m VAT-opting-in effect.
- 7 Of which CHF 2.9m VAT-opting-in effect

## **CONSOLIDATED EXPENSES**



| (CHF 1'000)                    | 2010     | 2011     | 2012 <sup>1</sup> | Q1-3 2012 <sup>1</sup> | Q1-3 2013 | Δ       |
|--------------------------------|----------|----------|-------------------|------------------------|-----------|---------|
| Properties' opex               | - 11'349 | - 11'216 | - 11'532          | - 8'041                | - 7'946   | - 1.2%  |
| Properties' maintenance/renov. | - 19'336 | - 16'554 | - 18'122          | - 13'159               | - 11'698  | - 11.1% |
| Personnel expenses             | - 17'360 | - 18'203 | - 18'834          | - 14'072               | - 14'258  | 1.3%    |
| Fees to subcontractors         | - 63     | - 69     | - 52              | - 40                   | - 36      |         |
| General and admin. expenses    | - 6'504  | - 6'823  | - 7'414           | - 5'638                | - 5'446   | - 3.4%  |
| Depreciation                   | - 696    | - 666    | - 567             | - 429                  | - 412     |         |
| Total operating expenses       | - 55'309 | - 53'531 | - 56'521          | - 41'379               | - 39'797  | - 3.8%  |
|                                |          |          |                   |                        |           |         |

<sup>1</sup> Restated, initial application of IAS 19 (revised).

## **CONSOLIDATED RESULTS**



| (CHF 1'000)                 | 2010     | 2011      | 2012 <sup>1</sup> | Q1-3 2012 <sup>1</sup> | Q1-3 2013 | Δ       |
|-----------------------------|----------|-----------|-------------------|------------------------|-----------|---------|
| Profit before fin. expenses | 399'087  | 560'053   | 504'455           | 300'637                | 282'640   | - 6.0%  |
| Net financial expenses      | - 46'297 | - 44'267  | - 37'238          | - 28'927               | - 23'178  | - 19.9% |
| Profit before taxes         | 352'791  | 515'786   | 467'217           | 271'710                | 259'462   | - 4.5%  |
| Taxes                       | - 76'869 | - 111'792 | - 98'832          | - 56'433               | - 50'940  | - 9.7%  |
| Net income cont. operations | 275'921  | 403'994   | 368'385           | 215'277                | 208'522   | - 3.1%  |
| Net income disc. operations | 4'904    | 0         | 0                 | 0                      | 0         |         |
| Net income                  | 280'825  | 403'994   | 368'385           | 215'277                | 208'522   | - 3.1%  |
| Net income excl. ∆-RE       | 139'780  | 149'021   | 161'367           | 122'348                | 135'001   | 10.3%   |

<sup>1</sup> Restated, initial application of IAS 19 (revised).

# CHANGES IN FAIR VALUE (H1 2013)

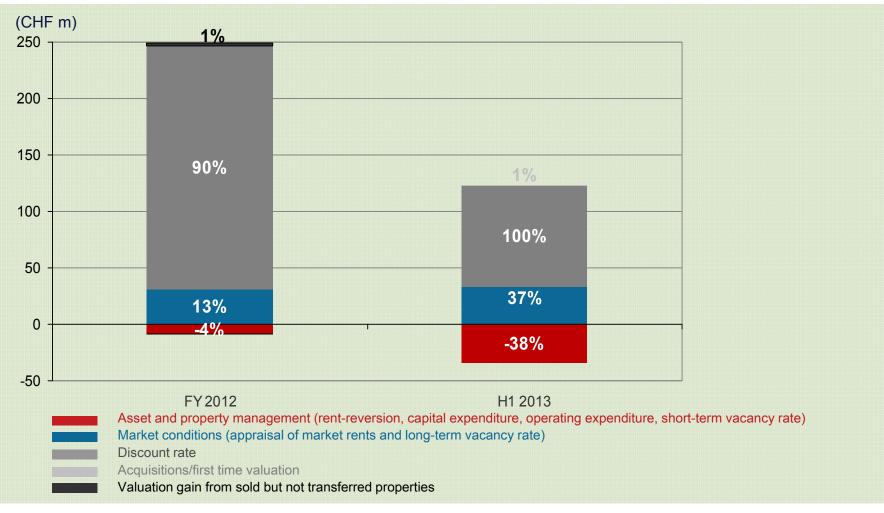


| (CHF m)                             | 2007              | 2008  | 2009  | 2010  | 2011  | 2012  | H1 2013                  |
|-------------------------------------|-------------------|-------|-------|-------|-------|-------|--------------------------|
| Existing portfolio                  | 206.6             | 117.5 | 112.4 | 176.0 | 325.1 | 263.5 | <b>88.1</b> <sup>5</sup> |
| Acquisitions / first-time valuation | 11.9 <sup>1</sup> | 4.02  | 0.0   | 4.63  | 0.0   | 3.44  | <b>7.6</b> <sup>6</sup>  |
| Total net changes in fair value     | 218.5             | 121.5 | 112.4 | 180.6 | 325.1 | 266.9 | 95.7                     |

- 1 Of which CHF 10.6 m from the "DL 3" office building and CHF 1.3 m from the acquisition of a single property (Gwatt, Eisenbahnstrasse 95).
- 2 Of which CHF 0.5 m from the acquisition of a single property (Aarau, Bahnhofstrasse 29) and CHF 3.5 m from the transfer Zurich, Brandschenkestrasse 150 from own use to investment property.
- 3 From the acquisition of a single property (Zurich, Seestrasse 353).
- 4 From the acquisition of a single property (Locarno, Via Respini 7/9, spa development project).
- 5 Of which CHF 43.1 m from first time adoption IFRS 13.
- 6 From the acquisition of a single property (Geneva/Cologny, Port Noir, spa development project).

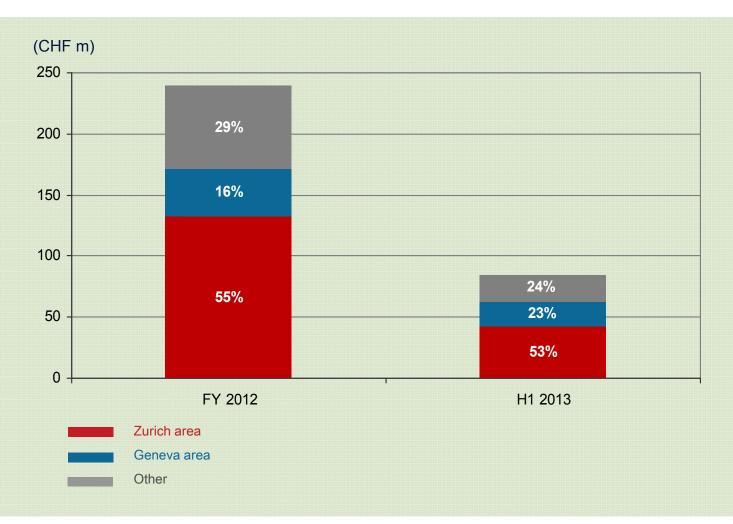
# CHANGES IN FAIR VALUE (H1 2013)





# CHANGES IN FAIR VALUE (H1 2013)





# CHANGES IN FAIR VALUE: DISCOUNT RATES (H1 2013)



#### **Nominal Discount Rate**

| Area                     |          |              | Minimu | um      | Max          | kimum  | W      | eighted      | Ø      |
|--------------------------|----------|--------------|--------|---------|--------------|--------|--------|--------------|--------|
| Zurich                   |          |              | 4.1%   | )<br>)  | 6            | .0%    |        | 4.7%         |        |
| Geneva                   |          |              | 4.4%   | )       | 5            | .6%    |        | 4.9%         |        |
| Basel, Bern              | 4.4%     |              |        | 5.3%    |              |        | 5.0%   |              |        |
| Lausanne                 |          | 4.5%<br>4.8% |        |         | 6.7%<br>6.2% |        |        | 5.1%<br>5.5% |        |
| Other locations          | <b>;</b> |              |        |         |              |        |        |              |        |
| All areas                |          | 4.1%         |        | ,<br>D  | 6.7%         |        |        | 5.0%*        |        |
|                          | 2005     | 2006         | 2007   | 2008    | 2009         | 2010   | 2011   | 2012         | H1 13  |
| Weighted Ø discount rate | 5.86%*   | 5.66%*       | 5.54%* | 5.74%** | 5.72%**      | 5.44%* | 5.25%* | 5.03%*       | 4.97%* |

<sup>\*</sup> Nominal discount rate includes 1.0% annual inflation.

<sup>\*\*</sup> Nominal discount rate includes 1.2% annual inflation. Valuation done by Wüest & Partner

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### DEBT



#### Very diversified and stable lender portfolio

- 9 domestic banks
- 1 syndicated loan with 16 Swiss Cantonal banks

#### High visibility on debt maturity profile

- No major bank lines maturing until 2018
- All loan agreements based on multi-year committed credit lines with rollover clauses
- Average maturity of loans: 4.9 years

#### Refinancing of 2013 bond maturity

 2.875% CHF 150m bond (maturing April 2013) was refinanced with 1% CHF 120m bond in February 2013 (maturing 2019)

### CHF 470m unused committed credit lines as per today

### Rating: "A-", Stable outlook

Fitch Ratings affirmed (March 2013) PSP's Senior Unsecured Rating at "A-" with stable outlook

## CAPITAL STRUCTURE



| Money values in CHF m  | 2009  | 2010  | 2011  | 2012  | Q3 2013                                       | Δ    |
|--|---|---|---|---|---|------|
| Shareholders' equity - % of total assets   | 2'741.4<br>51.7%                              | 2'942.9<br>52.7%                              | 3'268.9<br>54.0%                              | 3'691.6<br>58.1%                              | 3'776.3<br>58.2%                              | 2.3% |
| Deferred tax liabilities (net) - % of total assets                                 | 457.7<br>8.6%                                 | 512.3<br>9.2%                                 | 596.3<br>9.9%                                 | 665.9<br>10.5%                                | 700.7<br>10.8%                                |      |
| Interest-bearing debt - % of total assets - Loans, unsecured - Bonds - % long-term | 1'975.2<br>37.2%<br>1'290.0<br>685.2<br>96.2% | 1'995.2<br>35.7%<br>1'060.0<br>935.2<br>97.5% | 1'946.9<br>32.2%<br>1'010.0<br>936.9<br>83.8% | 1'808.3<br>28.4%<br>1'160.0<br>648.3<br>91.7% | 1'878.6<br>28.9%<br>1'260.0<br>618.6<br>86.7% | 3.9% |
| Net financial expenses - Ø interest rate   | 49.2<br>2.54%                                 | 46.3<br>2.58%                                 | 44.3<br>2.56%                                 | 37.2<br>2.37%                                 | 23.2<br>2.02% <sup>1</sup>                    |      |
| Interest coverage ratio  Fixed interest rate > 1 year                              | 4.5 x<br>77.7%                                | 4.8 x<br>92.0%                                | 5.3 x<br>82.0%                                | 6.4 x<br>85.6%                                | 8.1 x<br>75.5%                                |      |
| Ø fixed-interest period in years   | 3.0   | 3.2   | 2.9   | 3.7   | 3.3   |      |

<sup>1</sup> Reflects the average interest rate over the past four quarters; as per 30 September 2013, the passing rate was 1.84%.

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## "HEALTH SPA LIDO LOCARNO", LOCARNO



### Successfully completed mid-2013

- Conversion of existing site and new buildings
- Investment sum approx. CHF 24 m
- 100% let

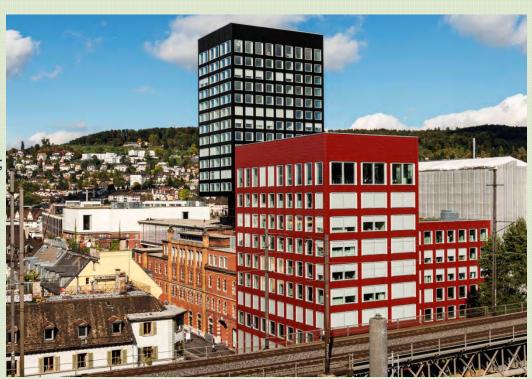


## LÖWENBRAU SITE, ZURICH



#### In construction since autumn 2010

- Conversion of existing site and new buildings, stepwise completion within spring 2014
- Approx. 11'600 m² for 58 free-hold apartments ("Black"); investment sum approx. CHF 85 m (excl. land and infrastructure)
- "Black", as per 30 September 2013: 45 free-hold apartments sold (78% of total units), thereof 43 units transferred to buyers
- Office space: 8'529 m², transferred to investment property portfolio in Q1 2013; thereof
  - new building "Red" 6'258 m<sup>2</sup> 100% let;
  - old office part 2'271 m<sup>2</sup> 79% let
- Arts space ("White": galleries and museums): sold on 1 June 2012



## GURTEN SITE, WABERN NEAR BERN



#### In construction since July 2011

- Conversion of existing site and new buildings; mixed use: approx. 31'000 m² (residential 50% resp. 99 free-hold apartments and 2 studios; office and services 50%)
- Investment sum approx. CHF 93 m (excl. land and infrastructure)
- As per 30 September 2013: 94 freehold apartments and 2 studios sold, 2 freehold apartments reserved
- Completion: spring 2014



# "HEALTH SPA GENÈVE PLAGE", GENEVA/COLOGNY



#### In construction since June 2013

- Conversion of existing site and new buildings, 100% let
- Planned investment sum approx. CHF 30 m (excl. infrastructure)
- Completion: 2015



## PROJECT "LÖWENSTRASSE", ZURICH



#### In construction since June 2013

- New building with mixed use (office and retail space)
- Planned investment sum approx. CHF 7 m (excl. infrastructure)
- Completion: end of 2014



## "SALMENPARK" SITE, RHEINFELDEN



#### In construction since August 2013 (stage 1)

- Mixed use (59'000 m² for residential, office, commerce and seniors' residence)
- Investment sum approx. CHF 240 m (excl. land and infrastructure); thereof stage 1 approx. CHF 170 m

Completion stage 1: 2016



## "SALMENPARK" SITE, RHEINFELDEN



## Rendering



# RENOVATION/PROJECT "BAHNHOFQUAI/PLATZ", D | S | D **ZURICH**



#### In planning

- Total renovation of existing buildings, all part of the same "block"
- Overall investment sum approx. CHF 76 m; thereof
  - CHF 33 m Bahnhofquai 9/11/15 and Bahnhofplatz 1
  - CHF 33 m Waisenhausstr. 2, 4 / Bahnhofquai 7
  - CHF 10 m Bahnhofplatz 2
- Construction period:
  - Bahnhofquai 9/11/15 and Bahnhofplatz 1: 2014/2015
  - Waisenhausstr. 2, 4 / Bahnhofquai 7: presumably 2014 until 2017
  - Bahnhofplatz 2: presumably 2021 until 2023



Bahnhofquai 9/11/15

## "GROSSPETER TOWER", BASEL



### In planning

- Mixed use (18'000 m<sup>2</sup> office and business-hotel)
- Zero emission
- Investment sum approx. CHF 100 m (excl. land and infrastructure)
- Building permission received end of 2012
- Construction start subject to pre-letting
- Completion: 2 years after start





## "PARADISO" SITE, LUGANO



#### In planning

- Project with 65 free-hold apartments, office and retail space
- Floor space: 11'200 m² for free-hold apartments, 1'400 m² for office and 750 m² for retail
- Investment sum approx. CHF 65 m (excl. land and infrastructure)
- Construction start: n.a. (completion: 2 years after start)



## **CAPEX OVERVIEW**



| (CHF m)                               | Expected 2013-2019 | 2013 | 2014  | 2015  | 2016-19 |
|---------------------------------------|--------------------|------|-------|-------|---------|
| Löwenbräu site, Zurich <sup>1</sup>   | 14.2               | 6.8  | 7.4   | 0     | 0       |
| Paradiso site, Lugano <sup>2</sup>    | 61.8               | 0.5  | 9.2   | 24.5  | 27.6    |
| Gurten site, Wabern/Bern <sup>1</sup> | 31.2               | 8.4  | 18.7  | 4.1   | 0       |
| Salmenpark, Rheinfelden <sup>1</sup>  | 224.5              | 10.2 | 77.6  | 70.1  | 66.6    |
| Grosspeter Tower, Basel <sup>2</sup>  | 111.8              | 2.1  | 22.5  | 43.6  | 43.6    |
| Genève Plage, Cologny <sup>1</sup>    | 29.9               | 2.7  | 15.0  | 12.1  | 0       |
| Total development sites               | 473.3              | 30.7 | 150.4 | 154.5 | 137.8   |
| thereof committed                     |                    | 27.9 | 99.7  | 16.2  | 0       |
| Total investment portfolio            |                    | 21.0 | 107.2 | n.a.  | n.a.    |

<sup>1</sup> In construction.

<sup>2</sup> In planning.

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### **OUTLOOK 2013**



| Consolidated EBITDA excl. ∆-RE    | ~ CHF 240 m |  |  |
|-----------------------------------|-------------|--|--|
| Vacancy rate portfolio (year-end) | < 9.5%      |  |  |

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### BOARD OF DIRECTORS AND EXEC. BOARD



#### **Board of Directors**

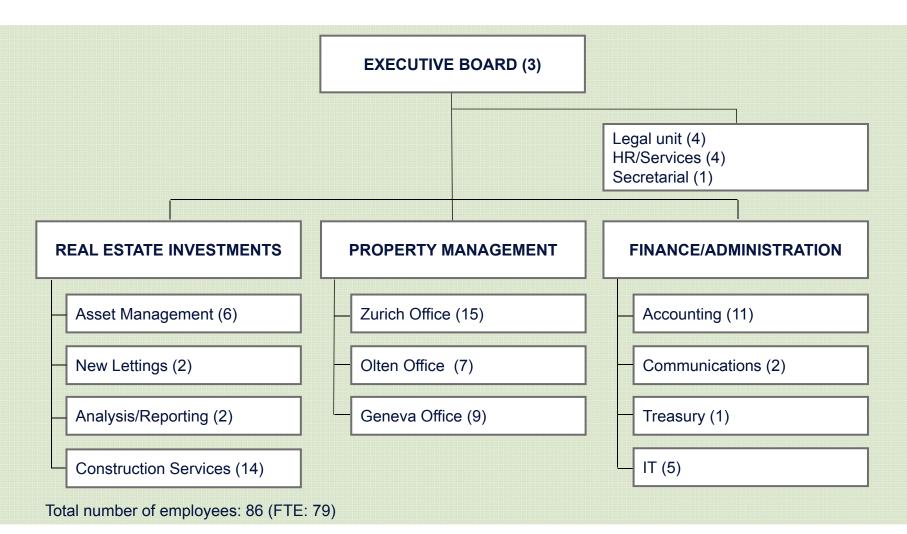
- Günther Gose, 1944, Chairman
- Luciano Gabriel, 1953, Delegate and CEO
- Peter Forstmoser, 1943, Member
- Nathan Hetz, 1952, Member
- Gino Pfister, 1942, Member
- Josef Stadler, 1963, Member
- Aviram Wertheim, 1958, Member

#### **Executive Board**

- Luciano Gabriel, 1953, CEO
- Giacomo Balzarini, 1968, CFO
- Ludwig Reinsperger, 1961, CIO

# **GROUP OVERVIEW (SEPTEMBER 2013)**





#### PSP STRATEGY



#### **Strategy**

- Switzerland only
- Acquisitions to be justified by price and operational logic
- Risk-conscious financing policy

#### **Priority**

- Stabilisation of vacancies; long-term: further reduction
- Value enhancing investments / corporate deals
- Screening of acquisitions opportunities

#### WHY INVESTING IN PSP?



#### Company

- Premium portfolio with limited downside risk
- Transparent business model
- Pure Swiss play
- Properties with further optimisation potential
- Financial flexibility to take advantage of market opportunities
- Acquisition/integration experience
- Sustainability oriented (ecological, economic, social)

#### **Share**

- Liquid stock
- Attractive payout yield
- Broadly diversified shareholder structure

#### SHAREHOLDER BASE



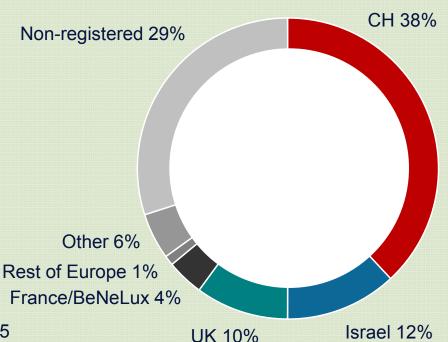
#### Largest shareholders (30 September 2013)

Alony Hetz: 12.21%

■ Two Nominees: 6.99% resp. 4.20%

BlackRock, Inc.: 3.16%<sup>1</sup>

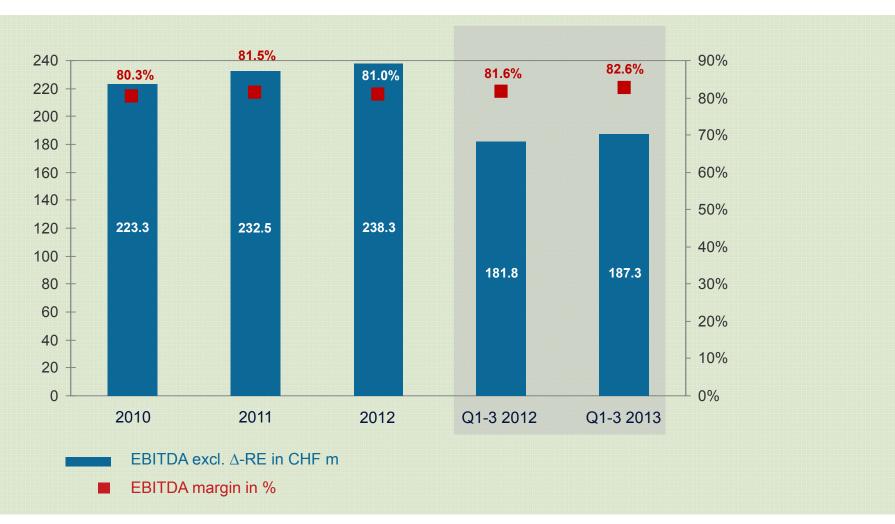
Norges Bank: 3.10%²



- Number of registered shareholders: 5'095
  - Individuals: 4'455 (11.4% of registered shares)
  - Legal entities: 640 (88.6% of registered shares)
- 1 As per notification 29 March 2013.
- 2 2.99% as per notification 22 October 2013.

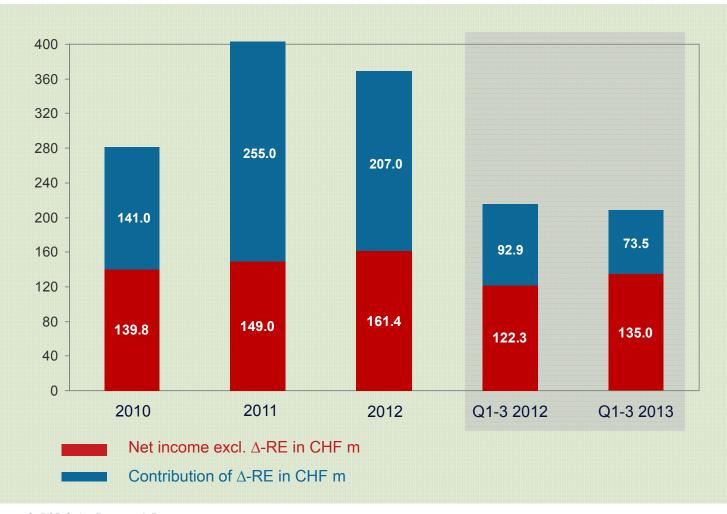
### **EBITDA**





### **NET INCOME COMPONENTS**





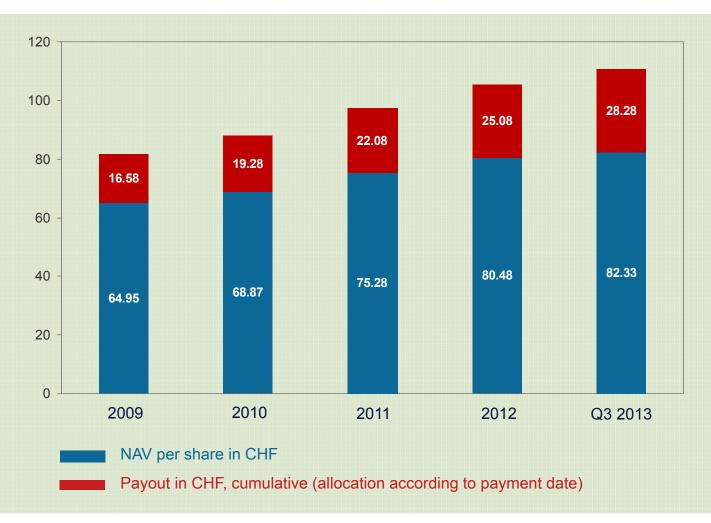
### **EPS**





# NAV + CUMULATIVE DIVIDEND PER SHARE





### NAV VS. SHARE PRICE





### **EPRA PERFORMANCE MEASURES**



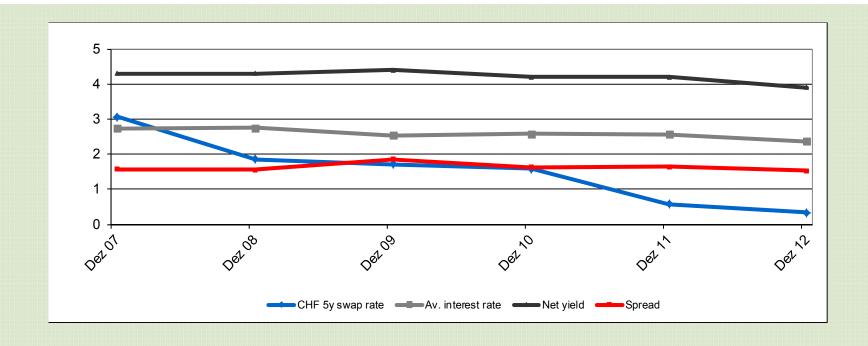
| In CHF or %                    | <b>2012</b> <sup>1</sup> |       | H1 2012 <sup>1</sup> |       | H1 2013 |       |
|--------------------------------|--------------------------|-------|----------------------|-------|---------|-------|
|                                | EPRA                     | PSP   | EPRA                 | PSP   | EPRA    | PSP   |
| A. EPS                         | 3.37                     | 3.60  | 1.74                 | 1.94  | 1.84    | 1.86  |
| B. NAV                         | 97.05                    | 95.00 | 92.11                | 90.00 | 98.12   | 96.52 |
| C. NNNAV                       | 80.83                    | 80.48 | 76.38                | 76.24 | 81.83   | 81.29 |
| D. Net yield                   | 4.1%                     | 3.9%  | 4.4%                 | 4.1%  | 4.1%    | 3.9%  |
| E. Vacancy rate                | 7.7%                     | 8.0%  | 8.0%                 | 8.5%  | 8.4%    | 9.1%  |
| F. Cost ratio <sup>2</sup>     | 19.2%                    | 15.2% | 17.4%                | 14.6% | 17.5%   | 14.6% |
| G. Like-for-like rental change | 1.5%                     | n.a.  | 2.1%                 | n.a.  | - 0.2%  | n.a.  |

<sup>1</sup> Restated due to initial application of IAS 19 (revised).

<sup>2</sup> Excl. direct vacancy costs

# POSITIVE SPREAD (IN %)





| Portfolio net yie | ld vs. debt fina | ncing costs (all figure | s in %) |      |      |      |
|-------------------|------------------|-------------------------|---------|------|------|------|
| Net yield         | 4.3              | 4.3                     | 4.4     | 4.2  | 4.2  | 3.9  |
| Ø Interest rate   | 2.73             | 2.75                    | 2.54    | 2.58 | 2.56 | 2.37 |
| Spread            | 1.57             | 1.55                    | 1.86    | 1.62 | 1.64 | 1.53 |

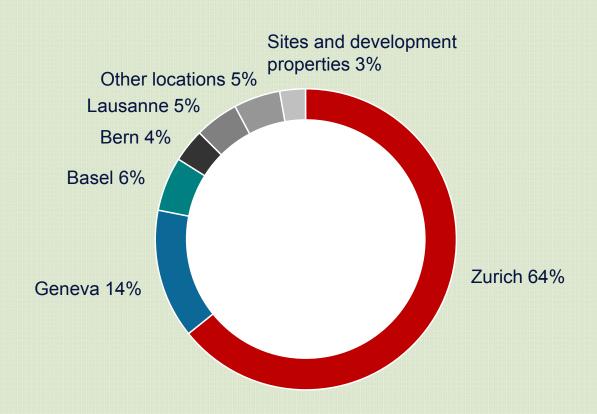
### PORTFOLIO KEY FIGURES



|          |                       | Number of properties | Rental income in CHF m | Revaluation in CHF m | Value<br>in CHF m         | Net yield<br>in %   | Vacancy in %        |
|----------|-----------------------|----------------------|------------------------|----------------------|---------------------------|---------------------|---------------------|
| Zurich   | <b>Q3 13</b><br>FY 12 | <b>88</b><br>86      | <b>133.1</b> 174.3     | <b>47.3</b> 131.9    | <b>4'119.0</b><br>3'946.0 | <b>3.8</b><br>4.0   | <b>9.9</b> 7.9      |
| Geneva   | <b>Q3 13</b><br>FY 12 | <b>16</b><br>16      | <b>27.8</b> 37.2       | <b>20.5</b> 39.5     | <b>873.3</b> 845.6        | <b>3.4</b> 3.3      | <b>5.7</b> 8.2      |
| Basel    | <b>Q3 13</b><br>FY 12 | <b>13</b><br>13      | <b>15.7</b> 20.7       | <b>4.6</b> 25.2      | <b>380.8</b> 376.2        | <b>5.0</b><br>4.9   | <b>1.3</b><br>1.3   |
| Bern     | <b>Q3 13</b><br>FY 12 | <b>12</b><br>12      | <b>9.1</b><br>10.3     | <b>5.2</b><br>14.3   | <b>227.9</b> 222.1        | <b>4.8</b><br>4.1   | <b>1.3</b> 2.5      |
| Lausanne | <b>Q3 13</b><br>FY 12 | <b>15</b><br>15      | <b>11.7</b><br>15.0    | <b>12.1</b><br>26.4  | <b>304.8</b> 292.2        | <b>4.2</b><br>3.7   | <b>14.6</b><br>14.1 |
| Other    | <b>Q3 13</b><br>FY 12 | <b>22</b><br>21      | <b>11.9</b><br>16.5    | <b>0.2</b><br>2.9    | <b>314.0</b> 286.1        | <b>4.1</b><br>4.6   | <b>14.5</b><br>14.7 |
| Sites    | <b>Q3 13</b><br>FY 12 | <b>8</b><br>9        | <b>0.5</b> 0.5         | <b>6.0</b><br>26.9   | <b>183.1</b><br>314.4     | <b>n.a.</b><br>n.a. | <b>n.a.</b><br>n.a. |
| Total    | <b>Q3 13</b><br>FY 12 | <b>174</b><br>172    | <b>209.7</b><br>274.4  | <b>95.7</b> 266.9    | <b>6'403.0</b> 6'282.5    | <b>3.9</b><br>3.9   | <b>9.0</b><br>8.0   |

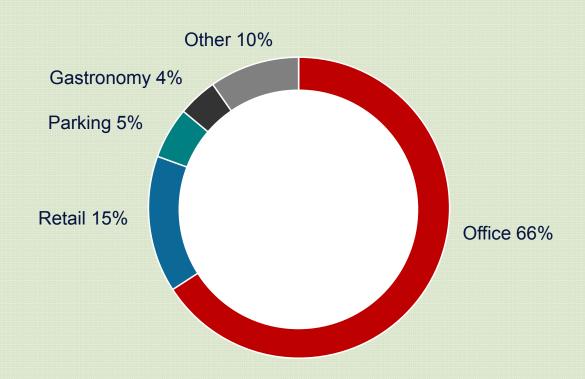
### PORTFOLIO VALUE BY AREA





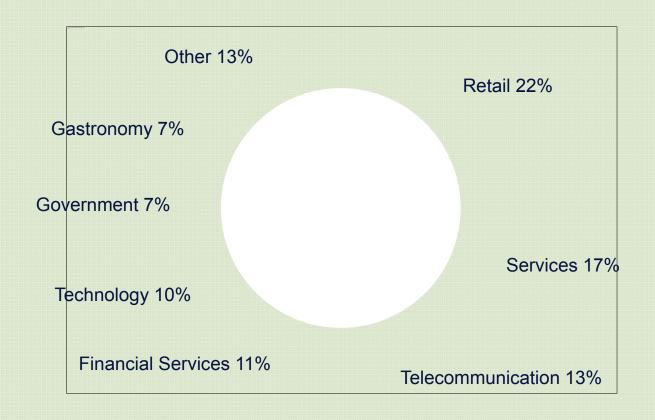
## **RENT BY USE**





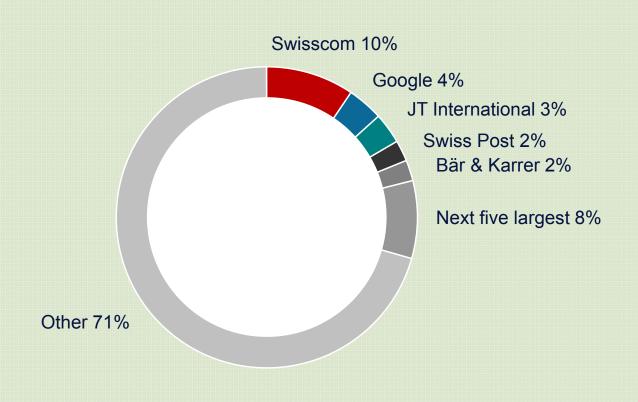
### **RENT BY TYPE OF TENANTS**





### LARGEST TENANTS





#### SUSTAINABILITY



#### **Ecological sustainability**

- Energy consumption (kWh)
- Water consumption (m³)
- CO<sub>2</sub> (heating and electricity) output (t resp. kg)

#### **Economic sustainability**

- Long-term oriented business and investment policy
- Quality- and value-oriented portfolio management
- Long-term oriented and balanced financing policy

#### Social sustainability (main stakeholders)

- Employees
- Clients and suppliers
- Public

#### **ECOLOGICAL SUSTAINABILITY**



#### **Organisation**

- Operational responsibility: 2 employees (asset management and construction services)
- Implementation: construction services, property management, facility management

#### Environmental key figures (specific figure/m²) in 2012 (2011)

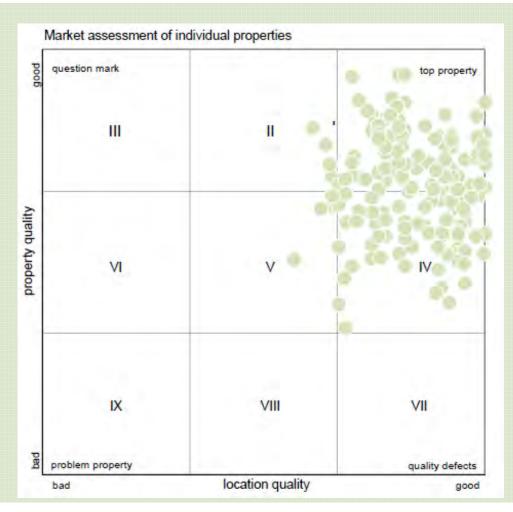
- Heating in kWh: 84.1 (85.9)
- Electricity in kWh: 27.4 (27.8)
- Water consumption in m³: 0.56 (0.6)
- CO<sub>2</sub>-eg output (heating and electricity) in kg: 19.6 (17.4)

#### 2012 examples of kWh/CO<sub>2</sub> output reduction

- Zürich, Augustinergasse 25; Zürich, Bahnhofstr. 39; Geneva, Rue du Grand Pré 54, 56, 58;
   Basel, Grosspeterstr. 18, 20 and Basel, Hochstr. 16/Pfeffingerstr. 5: approx. 410'000 kWh
- Zürich, Brandschenkestr. 152, 152a and b: approx. 350'000 kWh
- Carouge, Route des Acacias 50/52 and Olten, Baslerstr. 44: approx. 550'000 kWh

### PORTFOLIO GRID





Source: Wüest & Partner, June 2013.

### SELECTED PROPERTIES - ZURICH





Zurich, Bahnhofplatz 1 rentable area: 2'095 m<sup>2</sup>



**Zurich, Bahnhofquai 9, 11, 15** rentable area: 4'303 m<sup>2</sup>



Zurich, B'hofstr. 28a/Waagg. 6 rentable area: 3'231 m<sup>2</sup>



Zurich, Bahnhofstr. 66 rentable area: 4'897 m<sup>2</sup>



Zurich, B'hofstr. 81/Schw.g. 2/4 rentable area: 2'352 m<sup>2</sup>



**Zurich, Binzring 15/17** rentable area: 41'197 m<sup>2</sup>



Zurich, Brandschenkestr. 110 rentable area: 15'979 m<sup>2</sup>



Zurich, Förrlibuckstr. 181 rentable area: 5'058 m<sup>2</sup>



**Zurich, Schaffhauserstr. 611** rentable area: 3'608 m<sup>2</sup>



**Zurich, Uraniastr. 9** rentable area: 5'169 m<sup>2</sup>



Zurich, Waisenhausstr. 2/4 rentable area: 7'038 m<sup>2</sup>



Wallisellen, Richtistr. 3 rentable area: 7'357 m<sup>2</sup>

### SELECTED PROPERTIES – GENEVA





Carouge-GE, Rte d. Acacias 50-52 rentable area: 9'562 m<sup>2</sup>



Carouge-GE, Rue de la Gabelle 6 rentable area: 1'017 m<sup>2</sup>



Geneva, Cours de Rive 13, 15 rentable area: 5'665 m<sup>2</sup>



Geneva, Place du Molard 7 rentable area: 3'329 m<sup>2</sup>



Geneva, Rue d. Bains 31bis,33,35 rentable area: 12'^056 m2



**Geneva, Rue de Berne 6** rentable area: 3'860 m<sup>2</sup>



**Geneva, Rue de la Corraterie 24/26** rentable area: 2'415 m<sup>2</sup>



Geneva, Rue de la Fontaine 5 rentable area: 1'309 m<sup>2</sup>



Geneva, Rue du Marché 40 rentable area: 5'367 m<sup>2</sup>



Geneva, Rue F. Bonivard 12 rentable area: 2'372 m<sup>2</sup>



**Geneva, Rue Richard-Wagner 6** rentable area: 9'976 m<sup>2</sup>



Lancy, Avenue des Morgines 8-10 rentable area: 15'855 m<sup>2</sup>

### SELECTED PROPERTIES - BASEL/BERN





Basel, Barfüsserplatz 10 rentable area: 1'177 m<sup>2</sup>



Basel, Falknerstrasse 31 rentable area: 1'201 m<sup>2</sup>



Basel, Freie Strasse 38 rentable area: 1'356 m<sup>2</sup>



Basel, Grosspeterstrasse 18, 20 rentable area: 13'522 m<sup>2</sup>



Basel, Kirschgartenstrasse 12-14 rentable area: 6'362 m<sup>2</sup>



Basel, St. Alban-Anlage 46 rentable area: 3'816 m<sup>2</sup>



Bern, Bollwerk 15 rentable area: 1'927 m<sup>2</sup>



**Bern, Eigerstrasse 2** rentable area: 4'676 m<sup>2</sup>



Bern, Laupenstrasse 18/18a rentable area: 9'312 m<sup>2</sup>



Bern, Seilerstrasse 8 rentable area: 4'641 m<sup>2</sup>



Bern, Spitalgasse 9 rentable area: 2'345 m<sup>2</sup>



Bern, Zeughausgasse 26/28 rentable area: 3'476 m<sup>2</sup>

# SELECTED PROPERTIES – LAUSANNE/OTHERS DS D





Lausanne, Place St-François 5 rentable area: 5'887 m<sup>2</sup>



Lausanne, Rue du Sébeillon 1, 3, 5 rentable area: 12'374 m<sup>2</sup>



Lausanne, Rue du Grand-Chêne 2 rentable area: 3'076 m<sup>2</sup>



Lausanne, Rue du Pont 22 rentable area: 2'315 m<sup>2</sup>



Lausanne, Saint-Martin 7 rentable area: 4'573 m<sup>2</sup>



Aarau, Bahnhofstrasse 29/33 rentable area: 4'286 m<sup>2</sup>



Fribourg, Av. de Beauregard 1 rentable area: 3'255 m<sup>2</sup>



Fribourg, Rte des Arsenaux 41 rentable area: 11'304 m<sup>2</sup>



Luzern, Maihofstrasse 1 rentable area: 3'187 m<sup>2</sup>



Winterthur, Marktgasse 74 rentable area: 1'188 m<sup>2</sup>



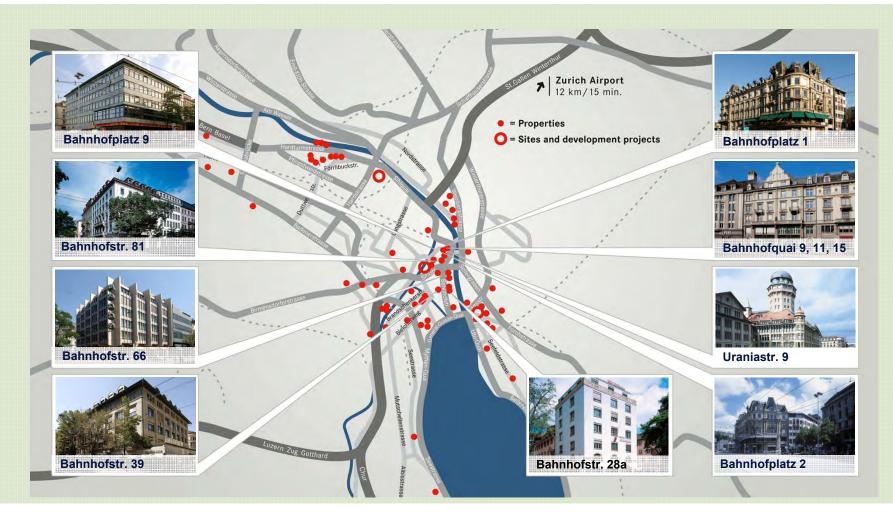
Winterthur, Untertor 34 rentable area: 764 m<sup>2</sup>



**Zug, Kolinplatz 2** rentable area: 1'092 m<sup>2</sup>

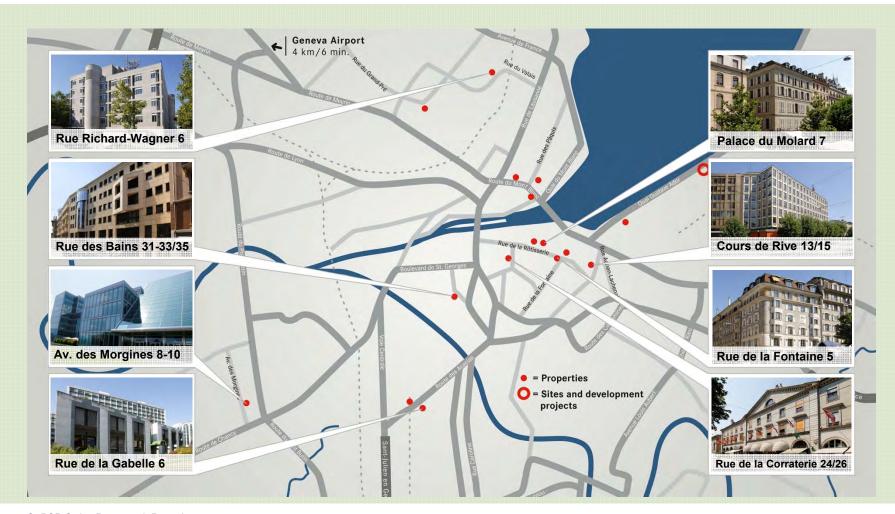
### **ZURICH AREA**





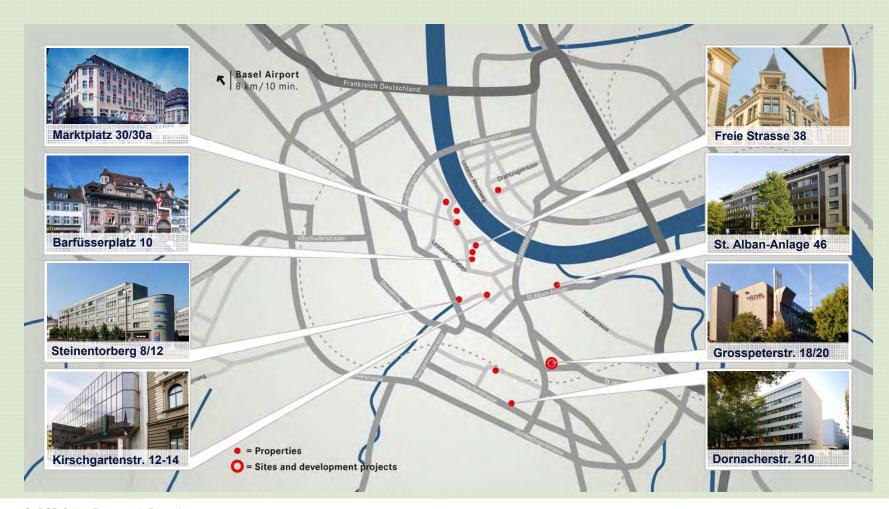
### **GENEVA AREA**





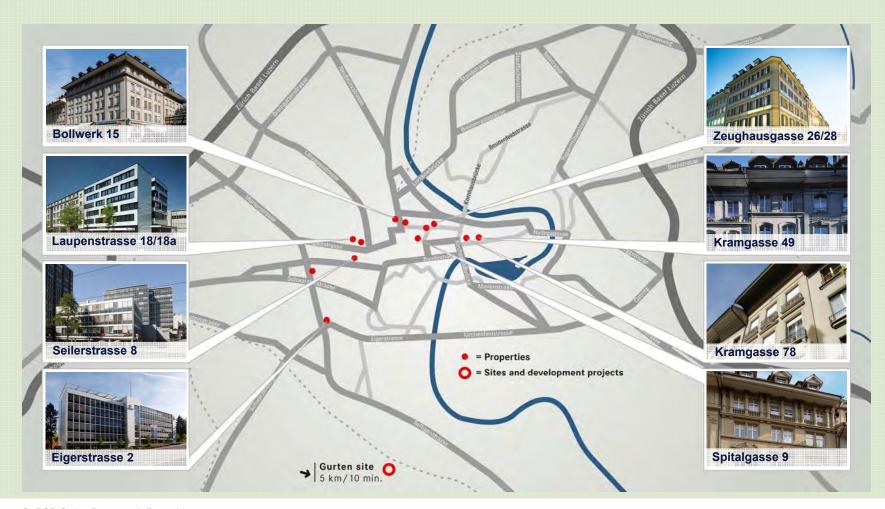
### **BASEL AREA**





### **BERN AREA**





### LAUSANNE AREA





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