

# H1 RESULTS 2015

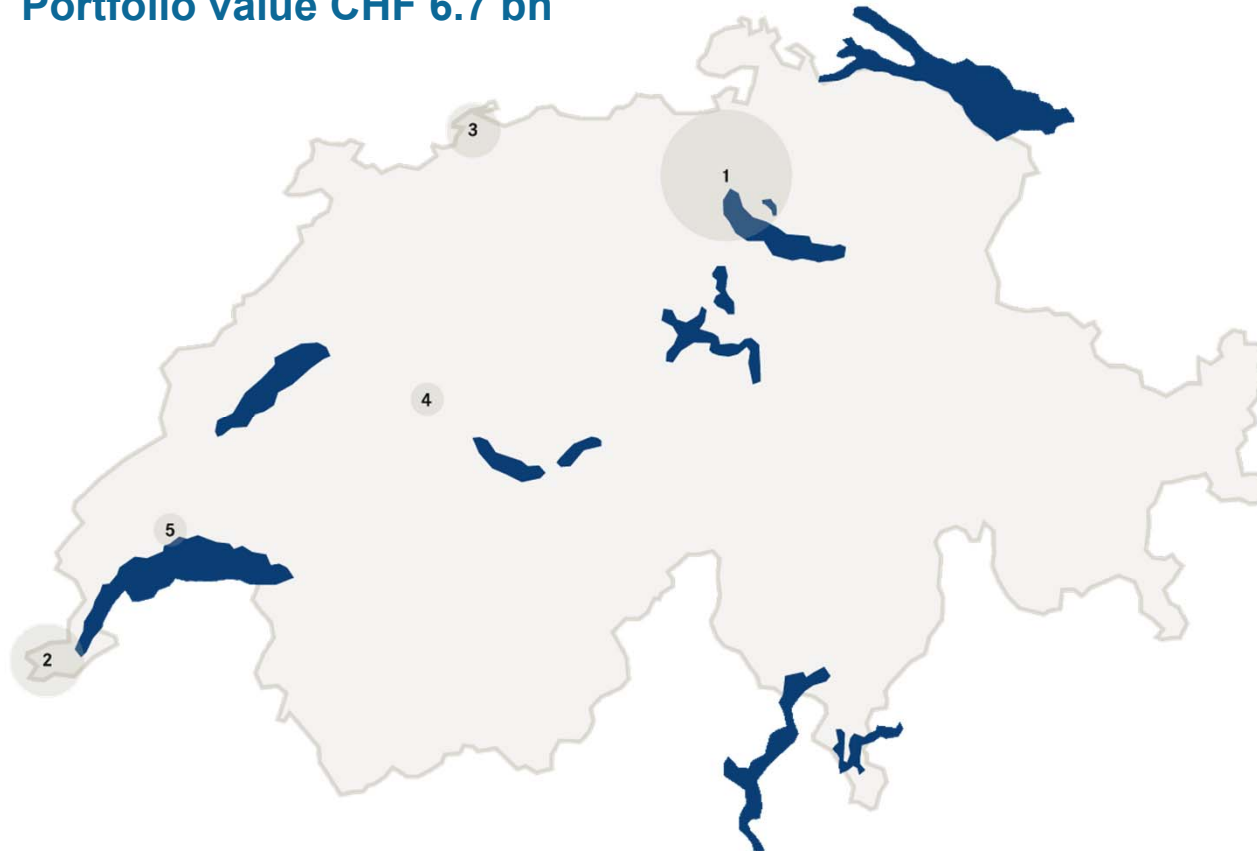
Publication, 18 August 2015

# Agenda

|                              |          |
|------------------------------|----------|
| <b>Key Facts and Figures</b> | <b>3</b> |
| Financial Results H1 2015    | 7        |
| Portfolio and Vacancy Rate   | 14       |
| Capital Structure            | 20       |
| Development Sites & Projects | 23       |
| Outlook                      | 33       |
| Subsequent Events            | 35       |
| Annex                        | 37       |

## Property Portfolio (June 2015)

Portfolio value CHF 6.7 bn



- 1. **Zurich** 58%  
CHF 3.8 bn
- 2. **Geneva** 13%  
CHF 0.9 bn
- 3. **Basel** 7%  
CHF 0.5 bn
- 4. **Bern** 4%  
CHF 0.2 bn
- 5. **Lausanne** 5%  
CHF 0.3 bn
- Other locations** 5%  
CHF 0.3 bn
- Sites & development properties** 8%  
CHF 0.6 bn

In total, PSP owns and manages 161 properties and 5 sites and 5 projects.

## Current Market Environment

### Swiss market environment

- Strong appreciation of Swiss Franc expected to slow down the Swiss Economy in general; any impact on the real estate market will be felt over time only
- Office rents are weakening on average; higher lease incentives and longer lease-up times; ongoing strong interest for high street retail space
- Growing supply in Zurich intensifies competition; vacancy rates are generally increasing
- Outskirts of main cities, peripheral regions and smaller agglomerations: stronger pressure on rents
- Yields for prime assets expected to stay low due to unabated investors' demand supported by the low interest environment

| <b>Economic outlook for Switzerland<sup>1</sup></b> | <b>2015</b> | <b>2016</b> |
|---|-------------|-------------|
| GDP   | 0.7%        | 1.2%        |
| Inflation   | -1.0%       |             |
| Unemployment  | 3.3%        |             |

<sup>1</sup> Source: Consensus forecast "The Economist", 25<sup>th</sup> July 2015.

## Main Developments

### Real estate portfolio

- Portfolio value CHF 6.7bn (up 1.1% compared with December 2014)
- Stable rents across the portfolio during H1 2015, however with longer lease-up times

### Vacancy and rental situation

- Vacancy rate of 8.9%, of which 1.4%-points due to renovations
- Of all 2015 maturities (CHF 26.5m), 84% renewed
- Expected vacancy year-end 2015 < 10%

### Financing

- Passing average interest rate 1.64% on 30 June 2015
  - CHF 1.5m receivables booked against contested negative Libor charges during H1 2015
  - Above passing average interest rate does not include the potential charge from the still contested negative Libor cases
- Low leverage with a LTV of 30.4%
- Majority of bank lines maturing in 2019 and 2020

# Agenda

|                                  |          |
|----------------------------------|----------|
| Key Facts and Figures            | 3        |
| <b>Financial Results H1 2015</b> | <b>7</b> |
| Portfolio and Vacancy Rate       | 14       |
| Capital Structure                | 20       |
| Development Sites & Projects     | 23       |
| Outlook                          | 33       |
| Subsequent Events                | 35       |
| Annex                            | 37       |

## Key Figures

| Consolidated, in CHF m | 2012  | 2013  | 2014  | H1 2014 | H1 2015 | Δ      |
|------------------------|-------|-------|-------|---------|---------|--------|
| Ebitda excl. Δ-RE      | 238.3 | 242.5 | 238.2 | 122.1   | 114.0   | -6.6%  |
| Net income excl. Δ-RE  | 161.4 | 173.6 | 169.3 | 87.4    | 78.7    | -10.0% |
| Net income             | 368.4 | 271.0 | 175.3 | 95.9    | 88.2    | -8.0%  |
| ROE (net income)       | 10.6% | 7.2%  | 4.6%  | 5.0%    | 4.6%    |        |

| Per share, in CHF         | 2012  | 2013  | 2014              | H1 2014 | H1 2015 | Δ                  |
|---------------------------|-------|-------|-------------------|---------|---------|--------------------|
| EPS                       | 8.21  | 5.91  | 3.82              | 2.09    | 1.92    | -8.0%              |
| EPS excl. Δ-RE            | 3.60  | 3.79  | 3.69              | 1.91    | 1.72    | -10.0%             |
| NAV                       | 80.48 | 83.70 | 83.74             | 82.11   | 82.11   | -1.9% <sup>1</sup> |
| NAV before deferred taxes | 95.00 | 99.25 | 99.57             | 97.76   | 98.18   | -1.4% <sup>1</sup> |
| Distribution              | 3.20  | 3.25  | 3.25 <sup>2</sup> |         |         |                    |

1 Compared to year-end 2014.

2 Paid on 9 April 2015 (cash payment from capital contribution reserves).

## Consolidated Income

| (CHF 1'000)                      | 2012 <sup>1</sup>  | 2013                 | 2014               | H1 2014            | H1 2015          | Δ                  |
|----------------------------------|--------------------|----------------------|--------------------|--------------------|------------------|--------------------|
| Rental income                    | 272'849            | 279'143              | 277'150            | 138'402            | 136'926          | -1.1% <sup>2</sup> |
| Valuation gains                  | 266'851            | 128'144 <sup>3</sup> | 5'789              | 9'827              | 13'085           |                    |
| Property sales (inventories)     | 12'793             | 13'048               | 6'813              | 4'893              | 15               |                    |
| Property sales (portfolio)       | 130                | 0                    | 2'026              | 2'026              | 0                |                    |
| Income from associated companies | 94                 | 5                    | 18                 | 6                  | 7                |                    |
| Capitalised own services         | 2'656              | 2'791                | 2'944              | 1'324              | 1'404            |                    |
| Other income                     | 5'602 <sup>4</sup> | 3'292 <sup>5</sup>   | 4'024 <sup>6</sup> | 2'149 <sup>7</sup> | 117 <sup>8</sup> |                    |
| <b>Total operating income</b>    | <b>560'975</b>     | <b>426'423</b>       | <b>298'765</b>     | <b>158'627</b>     | <b>151'553</b>   | <b>-4.5%</b>       |

1 Restated, initial application of IAS 19 (revised).

2 Like-for-like rental growth was 0.6%.

3 Of which CHF 43.1m first time adoption of IFRS 13.

4 Of which CHF 3.8m VAT-opting-in effect.

5 Of which CHF 2.9m VAT-opting-in effect.

6 Of which CHF 3.3m VAT-opting-in effect.

7 Of which CHF 2.1m VAT-opting-in effect.

8 Of which CHF 0.1m VAT-opting-in effect.



## Consolidated Expenses

| (CHF 1'000)                         | 2012 <sup>1</sup> | 2013            | 2014            | H1 2014         | H1 2015         | Δ      |
|-------------------------------------|-------------------|-----------------|-----------------|-----------------|-----------------|--------|
| Properties' opex                    | - 11'532          | - 11'433        | - 11'349        | - 5'863         | - 5'186         | -11.5% |
| Properties' maintenance/renovation  | - 18'122          | - 17'984        | - 15'662        | - 6'438         | - 7'147         | 11.0%  |
| Personnel expenses                  | - 18'834          | - 19'135        | - 18'531        | - 9'367         | - 8'384         | -10.5% |
| Fees to subcontractors              | - 52              | - 49            | - 52            | - 24            | - 22            |        |
| General and administrative expenses | - 7'414           | - 7'198         | - 7'326         | - 3'244         | - 3'764         | 16.0%  |
| Impairment properties               | 0                 | - 247           | - 338           | - 338           | - 874           |        |
| Depreciation                        | - 567             | - 526           | - 472           | - 227           | - 353           |        |
| <b>Total operating expenses</b>     | <b>- 56'521</b>   | <b>- 56'571</b> | <b>- 53'730</b> | <b>- 25'501</b> | <b>- 25'731</b> | 0.9%   |

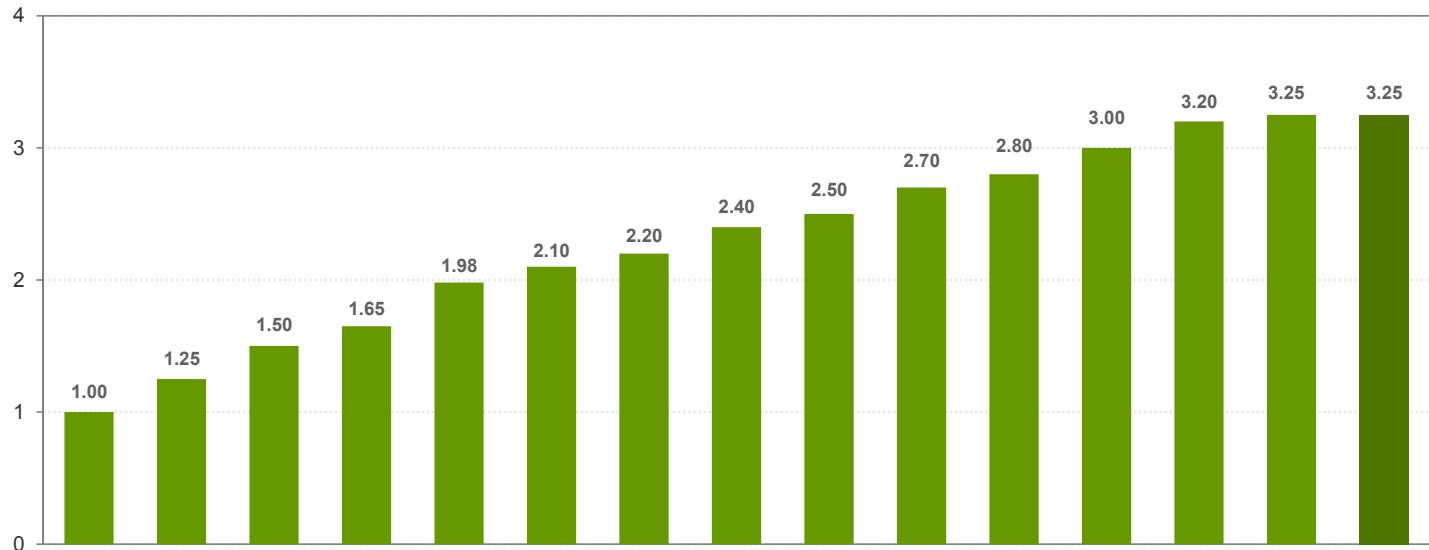
1 Restated, initial application of IAS 19 (revised).

## Consolidated Results

| (CHF 1'000)                             | 2012 <sup>1</sup> | 2013           | 2014           | H1 2014        | H1 2015        | Δ             |
|---|-------------------|----------------|----------------|----------------|----------------|---------------|
| <b>Profit before financial expenses</b> | <b>504'455</b>    | <b>369'852</b> | <b>245'035</b> | <b>133'126</b> | <b>125'822</b> | -5.5%         |
| Net financial expenses                  | - 37'238          | - 30'878       | - 30'662       | - 15'949       | - 14'985       | -6.0%         |
| <b>Profit before taxes</b>              | <b>467'217</b>    | <b>338'974</b> | <b>214'373</b> | <b>117'177</b> | <b>110'837</b> | -5.4%         |
| Taxes                                   | - 98'832          | - 67'980       | - 39'027       | - 21'299       | - 22'610       | 6.2%          |
| <b>Net income</b>                       | <b>368'385</b>    | <b>270'993</b> | <b>175'346</b> | <b>95'877</b>  | <b>88'227</b>  | -8.0%         |
| <b>Net income excl. Δ-RE</b>            | <b>161'367</b>    | <b>173'643</b> | <b>169'345</b> | <b>87'433</b>  | <b>78'721</b>  | <b>-10.0%</b> |

1 Restated, initial application of IAS 19 (revised).

## Per Share Distribution (in CHF)



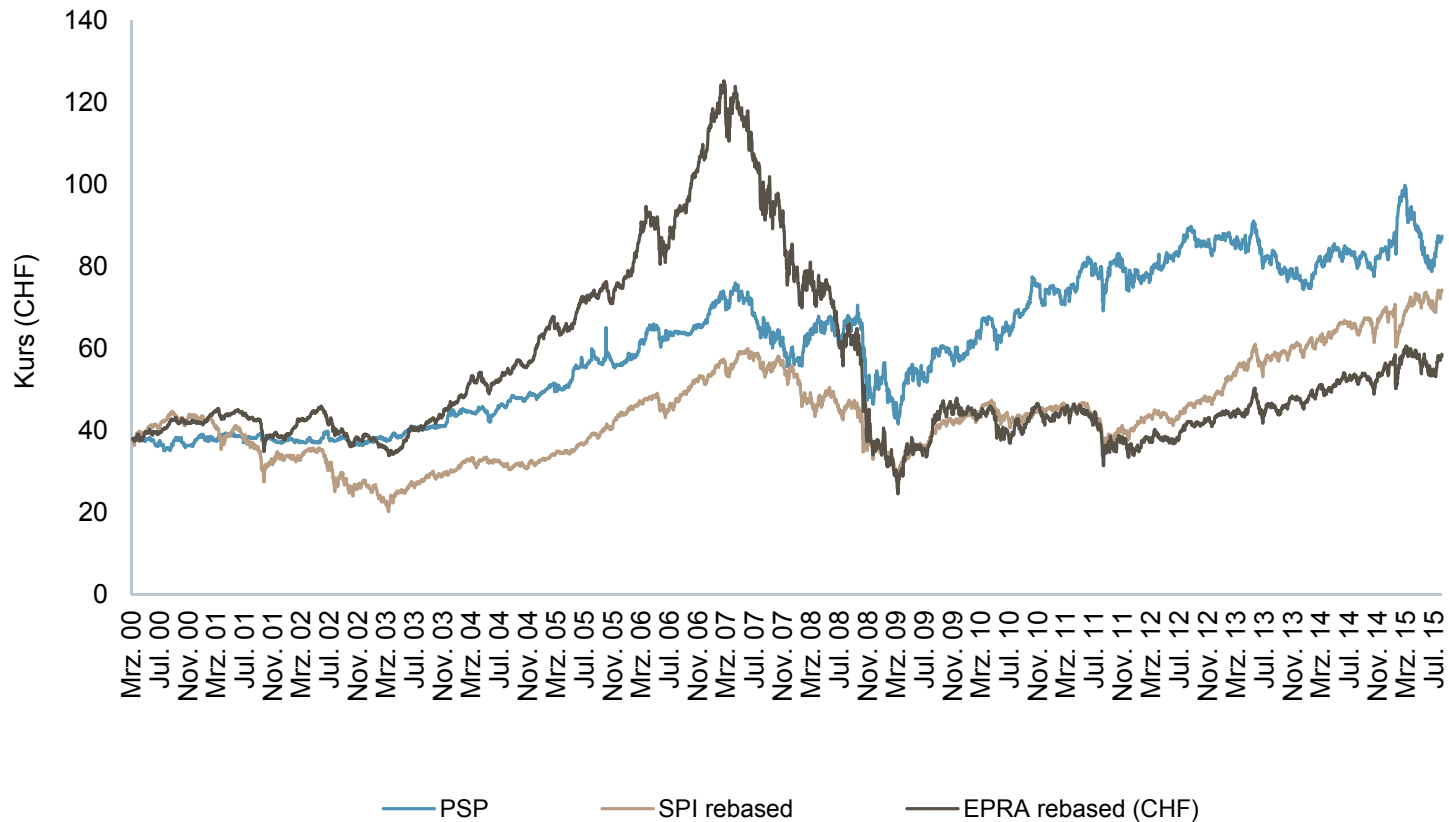
| For business year | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014* |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Y-t-y growth      |       | 25.0% | 20.0% | 10.0% | 20.0% | 6.0%  | 4.8%  | 9.1%  | 4.2%  | 8.0%  | 3.7%  | 7.1%  | 6.7%  | 1.6%  | 0.0%  |
| Payout ratio**    | 45.5% | 52.1% | 57.0% | 53.6% | 71.2% | 76.9% | 78.0% | 86.3% | 85.0% | 82.7% | 84.8% | 86.5% | 88.9% | 85.8% | 88.1% |
| Payout yield***   | 2.6%  | 3.9%  | 4.0%  | 3.8%  | 4.0%  | 3.7%  | 3.1%  | 4.2%  | 4.7%  | 4.6%  | 3.7%  | 3.8%  | 3.7%  | 4.3%  | 3.8%  |

\* Paid on 9 April 2015 (cash payment from capital contribution reserves).

\*\* Payout / EPS excl. Δ-RE.

\*\*\* Payout / share-price year-end.

# Share Price (7.3.2000 – 13.8.2015)



Source: Bloomberg, 13 August 2015.

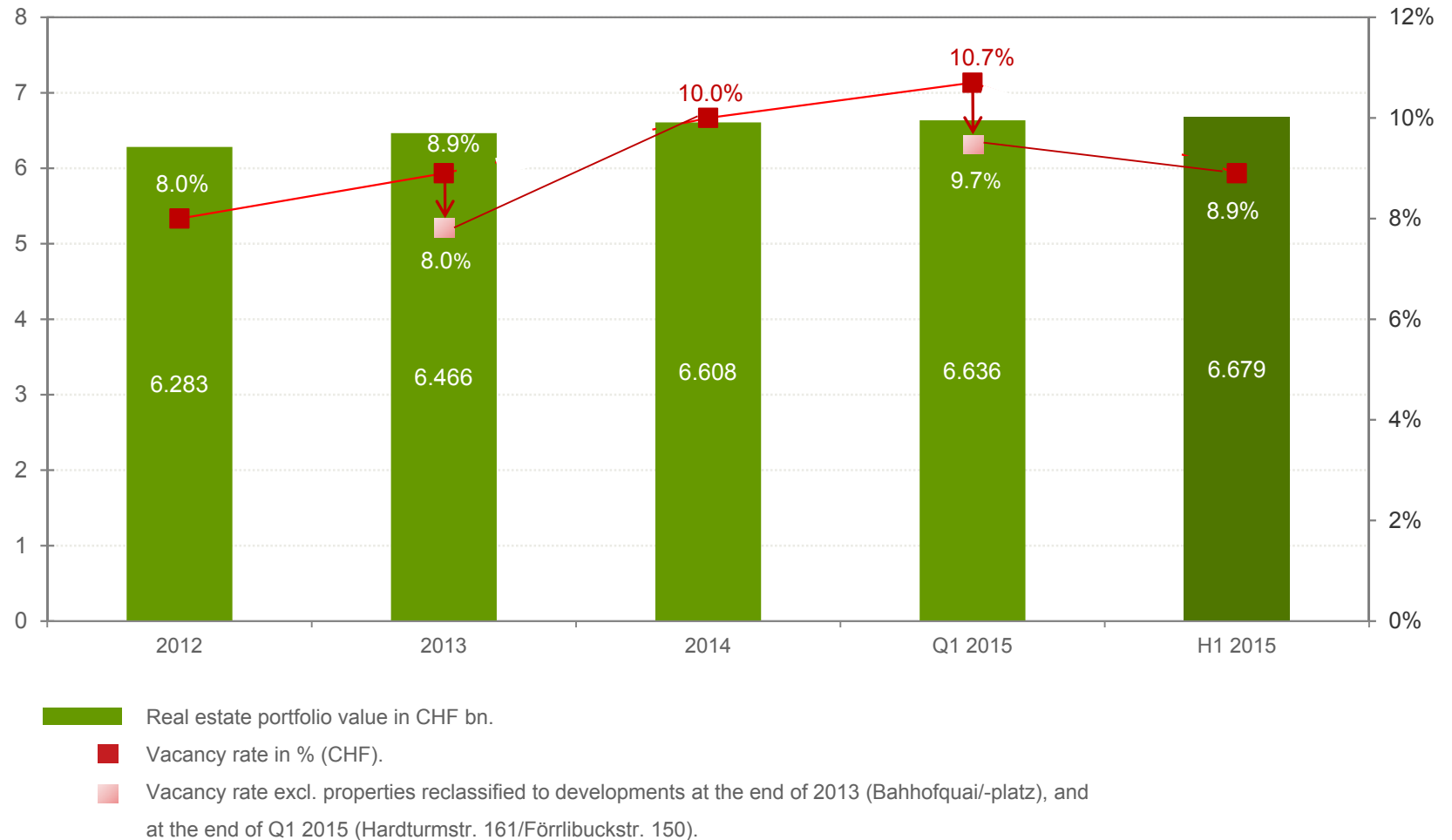
### Performance since 7.3.2000

| PSP    | SPI   | EPRA  |
|--------|-------|-------|
| 134.8% | 93.9% | 60.2% |

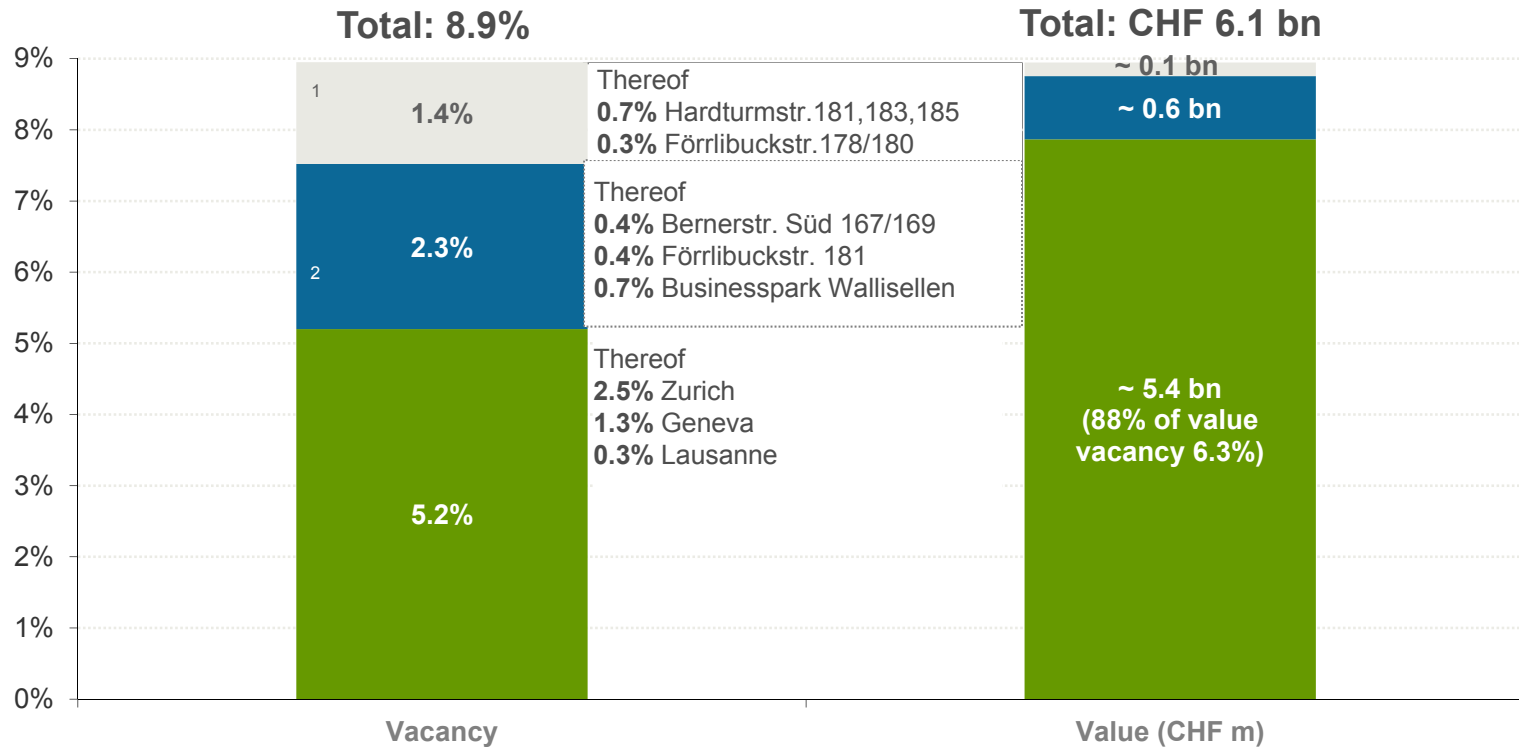
## Agenda

|                                   |           |
|-----------------------------------|-----------|
| Key Facts and Figures             | 3         |
| Financial Results H1 2015         | 7         |
| <b>Portfolio and Vacancy Rate</b> | <b>14</b> |
| Capital Structure                 | 20        |
| Development Sites & Projects      | 23        |
| Outlook                           | 33        |
| Subsequent Events                 | 35        |
| Annex                             | 37        |

## Portfolio and Vacancy Rate



# Vacancy Rate (June 2015)

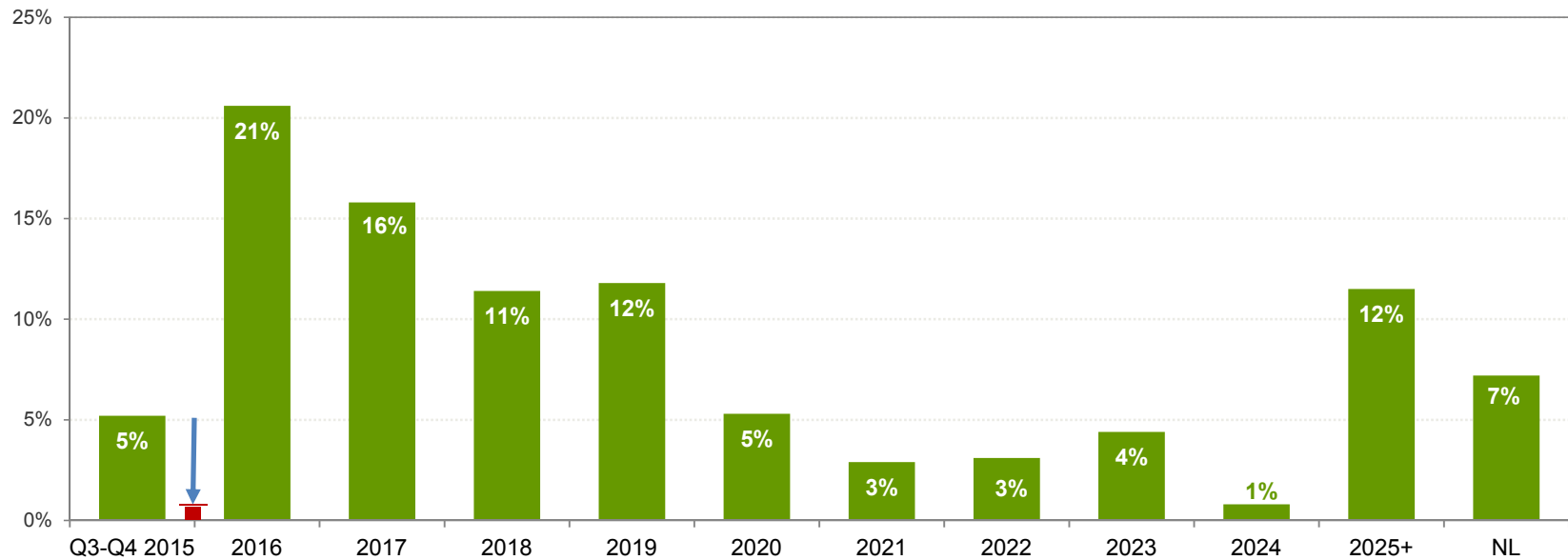


<sup>1</sup> Due to renovation.

<sup>2</sup> Zurich West / Businesspark Wallisellen.

# Expiry Profile of Leases (June 2015)

*(Legal termination option by tenants)*



↓ 70% of the Q3-Q4 2015 maturities (CHF 14.4 m) are renewed;  
 ↓ Of all 2015 maturities (CHF 26.5 m), 84% are renewed as per end of June 2015.  
 ■ 16% open.

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



## Changes in Fair Value (June 2015)

| (CHF m)                                | 2010             | 2011         | 2012             | 2013               | 2014             | H1 2015     |
|--|------------------|--------------|------------------|--------------------|------------------|-------------|
| Existing portfolio                     | 176.0            | 325.1        | 263.5            | 120.5 <sup>3</sup> | 4.6              | 13.1        |
| Acquisitions / first-time valuation    | 4.6 <sup>1</sup> | 0.0          | 3.4 <sup>2</sup> | 7.6 <sup>4</sup>   | 1.2 <sup>5</sup> | 0.0         |
| <b>Total net changes in fair value</b> | <b>180.6</b>     | <b>352.1</b> | <b>266.9</b>     | <b>128.1</b>       | <b>5.8</b>       | <b>13.1</b> |

- 1 From the acquisition of a single property (Zurich, Seestrasse 353).
- 2 From the acquisition of a single property (Locarno, Via Respini 7/9, spa development project).
- 3 Of which CHF 43.1 m from first time adoption IFRS 13.
- 4 From the acquisition of a single property (Geneva/Cologne, Port Noir, spa development project).
- 5 From the acquisition of a single property (Basle, Peter Merian-Str. 88/90).

## Changes in Fair Value: Discount Rates (June 2015)

### Nominal Discount Rate

| Area             | Minimum     | Maximum     | Weighted Ø   |
|------------------|-------------|-------------|--------------|
| Zurich           | 3.7%        | 6.2%        | 4.6%         |
| Geneva           | 4.2%        | 5.3%        | 4.7%         |
| Basel            | 4.2%        | 5.0%        | 4.8%         |
| Bern             | 4.0%        | 5.3%        | 4.5%         |
| Lausanne         | 4.2%        | 5.8%        | 4.8%         |
| Other locations  | 4.4%        | 6.2%        | 5.4%         |
| <b>All areas</b> | <b>3.7%</b> | <b>6.2%</b> | <b>4.7%*</b> |

|                                 | 2009    | 2010   | 2011   | 2012   | 2013   | 2014   | H1 2015 |
|---------------------------------|---------|--------|--------|--------|--------|--------|---------|
| <b>Weighted Ø discount rate</b> | 5.72%** | 5.44%* | 5.25%* | 5.03%* | 4.91%* | 4.81%* | 4.68%*  |

\* Nominal discount rate includes 1.0% annual inflation.

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

## Agenda

|                              |           |
|------------------------------|-----------|
| Key Facts and Figures        | 3         |
| Financial Results H1 2015    | 7         |
| Portfolio and Vacancy Rate   | 14        |
| <b>Capital Structure</b>     | <b>20</b> |
| Development Sites & Projects | 23        |
| Outlook                      | 33        |
| Subsequent Events            | 35        |
| Annex                        | 37        |

## Debt

### **Diversified and stable lender portfolio**

- 10 domestic banks and 1 syndicated loan (with 14 Swiss Cantonal banks)

### **High visibility on debt maturity profile**

- Majority of bank lines maturing between 2019 and 2020, with average loan's maturity of 4.3 years

### **Negative 1M Libor**

- CHF 1.5m receivable for expected negative Libor reimbursement from banks
- Large part of negative 1M Libor re-fund settled
- Discussions with last two banks in progress

### **CHF 590m unused committed credit lines as per today**

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

- Fitch Ratings affirmed (April 2015) PSP's Senior Unsecured Rating at "A-" with stable outlook

## Capital Structure

| Money values in CHF m                 | 2011           | 2012           | 2013           | 2014           | H1 2015            | Δ     |
|---------------------------------------|----------------|----------------|----------------|----------------|--------------------|-------|
| <b>Shareholders' equity</b>           | <b>3'268.9</b> | <b>3'691.6</b> | <b>3'839.2</b> | <b>3'840.8</b> | <b>3'766.2</b>     | -1.9% |
| - % of total assets                   | 54.0%          | 58.1%          | 58.7%          | 57.5%          | 55.9%              |       |
| <b>Deferred tax liabilities (net)</b> | <b>596.3</b>   | <b>665.9</b>   | <b>713.0</b>   | <b>726.0</b>   | <b>737.2</b>       |       |
| - % of total assets                   | 9.9%           | 10.5%          | 10.9%          | 10.9%          | 10.9%              |       |
| <b>Interest-bearing debt</b>          | <b>1'946.9</b> | <b>1'808.3</b> | <b>1'838.8</b> | <b>1'928.7</b> | <b>2'048.7</b>     | 6.2%  |
| - % of total assets                   | 32.2%          | 28.4%          | 28.1%          | 28.9%          | 30.4%              |       |
| - Loans, unsecured                    | 1'010.0        | 1'160.0        | 1'220.0        | 1'360.0        | 1'380.0            |       |
| - Bonds                               | 936.9          | 648.3          | 618.8          | 568.7          | 668.7              |       |
| - % long-term                         | 83.8%          | 91.7%          | 86.4%          | 100.0%         | 87.8%              |       |
| Net financial expenses                | 44.3           | 37.2           | 30.9           | 30.7           | 15.0               |       |
| - Ø interest rate                     | 2.56%          | 2.37%          | 1.95%          | 1.76%          | 1.72% <sup>1</sup> |       |
| Interest coverage ratio               | 5.3 x          | 6.4 x          | 7.9 x          | 7.8 x          | 7.6 x              |       |
| Fixed interest rate > 1 year          | 82.0%          | 85.6%          | 77.2%          | 83.9%          | 79.0%              |       |
| Ø fixed-interest period in years      | 2.9            | 3.7            | 3.4            | 3.9            | 3.7                |       |

<sup>1</sup> Reflects the average interest rate over the past four quarters. As per 30 June 2015, the passing rate was 1.64% (end of 2014: 1.70%).

## Agenda

|   |           |
|---|-----------|
| Key Facts and Figures                   | 3         |
| Financial Results H1 2015               | 7         |
| Portfolio and Vacancy Rate              | 14        |
| Capital Structure                       | 20        |
| <b>Development Sites &amp; Projects</b> | <b>23</b> |
| Outlook                                 | 33        |
| Subsequent Events                       | 35        |
| Annex                                   | 37        |

# «Salmenpark» Rheinfelden

## Stage 1 under construction (since August 2013)

- Conversion of existing site (former brewery) and new buildings; mixed use: 16'000 m<sup>2</sup> commercial area (office, retail and seniors' residence) and 16'000 m<sup>2</sup> residential area (113 freehold apartments, 36 apartments for rent)
- As per 31 March 2015: 45% of the commercial area and 16 apartments let; 59 freehold apartments sold
- Investment sum approx. CHF 180 m; thereof CHF 95.2 m spent at end of June 2015 (investment sum stage 1 and 2 approx. CHF 250 m)
- Completion: 2016



# «Salmenpark» Rheinfelden (cont.)

June 2015



© DRONE PICTURES



# Project «Health Spa Genève Plage» Geneva/Cologny

## Under construction (since June 2013)

- Conversion of existing site and new buildings, 100% let
- Planned investment sum approx. CHF 30 m; thereof CHF 17.4 m spent at end of June 2015
- Completion: end of 2015



# Project «Grosspeter Tower» Basel

## Under construction (since Nov. 2014)

- Mixed use (18'000 m<sup>2</sup>, office and hotel)
- LEED Gold, Swiss “Minergie”, zero-emission operation
- Investment sum approx. CHF 115 m;  
thereof CHF 18.8 m spent at end of June 2015
- Completion: end of 2016



# Project «Bahnhofquai / Bahnhofplatz» Zurich

## Under renovation (since April 2014)

- Total renovation (3 stages) of four existing buildings (all part of the same “block”), in particular infrastructure and technical installations
- Overall investment sum approx. CHF 80 m, thereof:
  - Stage 1: Bahnhofquai 9/11/15 and Bahnhofplatz 1  
CHF 35 m (construction 2014 - 2017);  
thereof CHF 5.3 m spent at end of June 2015
  - Stage 2: Waisenhausstr. 2, 4 / Bahnhofquai 7  
CHF 33 m (end of 2014 - 2018);  
thereof CHF 2.0 m spent at end of June 2015
  - Stage 3: Bahnhofplatz 2  
CHF 12 m (presumably 2021 - 2023)



# Project «Bahnhofstrasse 10 / Börsenstrasse 18» Zurich

## Under renovation (since June 2013)

- Total renovation, in particular technical installations
- As per 30 June 2015: 80% pre-let as per 1 July 2015 (retail space)
- Investment sum approx. CHF 15 m; thereof CHF 6.8 m spent at end of June 2015
- Completion: summer 2015



# Project «Hardturmstr. 161 / Förrlibuckstr. 150» Zurich

## Under renovation (since Q1 2015)

- Total renovation of existing building, in particular building structure and technical installations
- Investment sum approx. CHF 38 m;  
thereof CHF 9.5 m spent at end of  
June 2015
- Completion: 2017



# Project «Zurich West» Zurich

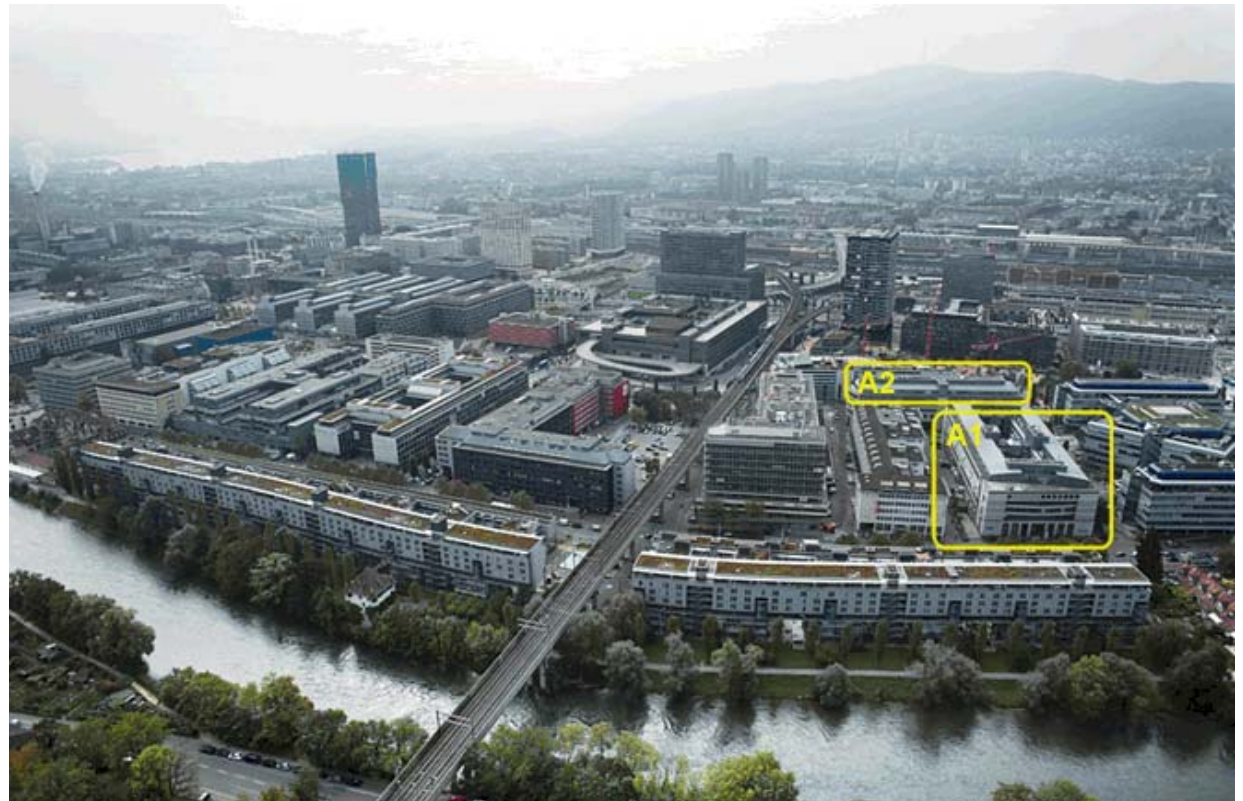
## Finalisation design

### A1

Hardturmstr. 181, 183, 185  
(New building)

### A2

Förrlibuckstr. 178/180  
(New building)



## Capex Overview

| (CHF m)                                 | Expected<br>2015-2022 | 2015        | 2016         | 2017         | 2018-2022   |
|---|-----------------------|-------------|--------------|--------------|-------------|
| Paradiso site, Lugano <sup>2</sup>      | 61.7                  | 6.5         | 24.5         | 24.5         | 6.1         |
| Gurten site, Wabern/Bern <sup>1</sup>   | 9.3                   | 5.3         | 4.0          | 0            | 0           |
| Salmenpark, Rheinfelden <sup>1</sup>    | 144.6                 | 61.8        | 27.5         | 11.0         | 44.3        |
| Grosspeter Tower, Basel <sup>1</sup>    | 96.1                  | 14.0        | 46.4         | 35.7         | 0           |
| Genève Plage, Cologny <sup>1</sup>      | 14.0                  | 6.4         | 7.6          | 0            | 0           |
| Bahnhofquai/-platz, Zurich <sup>1</sup> | 72.2                  | 0.7         | 21.5         | 29.1         | 21.0        |
| <b>Total development sites</b>          | <b>397.9</b>          | <b>94.5</b> | <b>131.6</b> | <b>100.3</b> | <b>71.4</b> |
| <b>thereof committed</b>                |                       | <b>83.9</b> | <b>59.6</b>  | <b>n.a.</b>  | <b>n.a.</b> |
| <b>Total investment portfolio</b>       |                       | <b>38.3</b> | <b>50.2</b>  | <b>n.a.</b>  | <b>n.a.</b> |

<sup>1</sup> In construction.

<sup>2</sup> In planning.

## Agenda

|                              |           |
|------------------------------|-----------|
| Key Facts and Figures        | 3         |
| Financial Results H1 2015    | 7         |
| Portfolio and Vacancy Rate   | 14        |
| Capital Structure            | 20        |
| Development Sites & Projects | 23        |
| <b>Outlook</b>               | <b>33</b> |
| Subsequent Events            | 35        |
| Annex                        | 37        |



## Outlook 2015

---

|   |                  |
|---|------------------|
| <b>Consolidated Ebitda excl. <math>\Delta</math>-RE</b> | <b>CHF 230 m</b> |
| <b>Vacancy rate portfolio (year-end)</b>                | <b>&lt; 10%</b>  |

---

## Agenda

|                              |           |
|------------------------------|-----------|
| Key Facts and Figures        | 3         |
| Financial Results H1 2015    | 7         |
| Portfolio and Vacancy Rate   | 14        |
| Capital Structure            | 20        |
| Development Sites & Projects | 23        |
| Outlook                      | 33        |
| <b>Subsequent Events</b>     | <b>35</b> |
| Annex                        | 37        |

## Subsequent Events

**No material subsequent events**

## Agenda

|                              |           |
|------------------------------|-----------|
| Key Facts and Figures        | 3         |
| Financial Results H1 2015    | 7         |
| Portfolio and Vacancy Rate   | 14        |
| Capital Structure            | 20        |
| Development Sites & Projects | 23        |
| Outlook                      | 33        |
| Subsequent Events            | 35        |
| <b>Annex</b>                 | <b>37</b> |

## Board of Directors and Executive Board

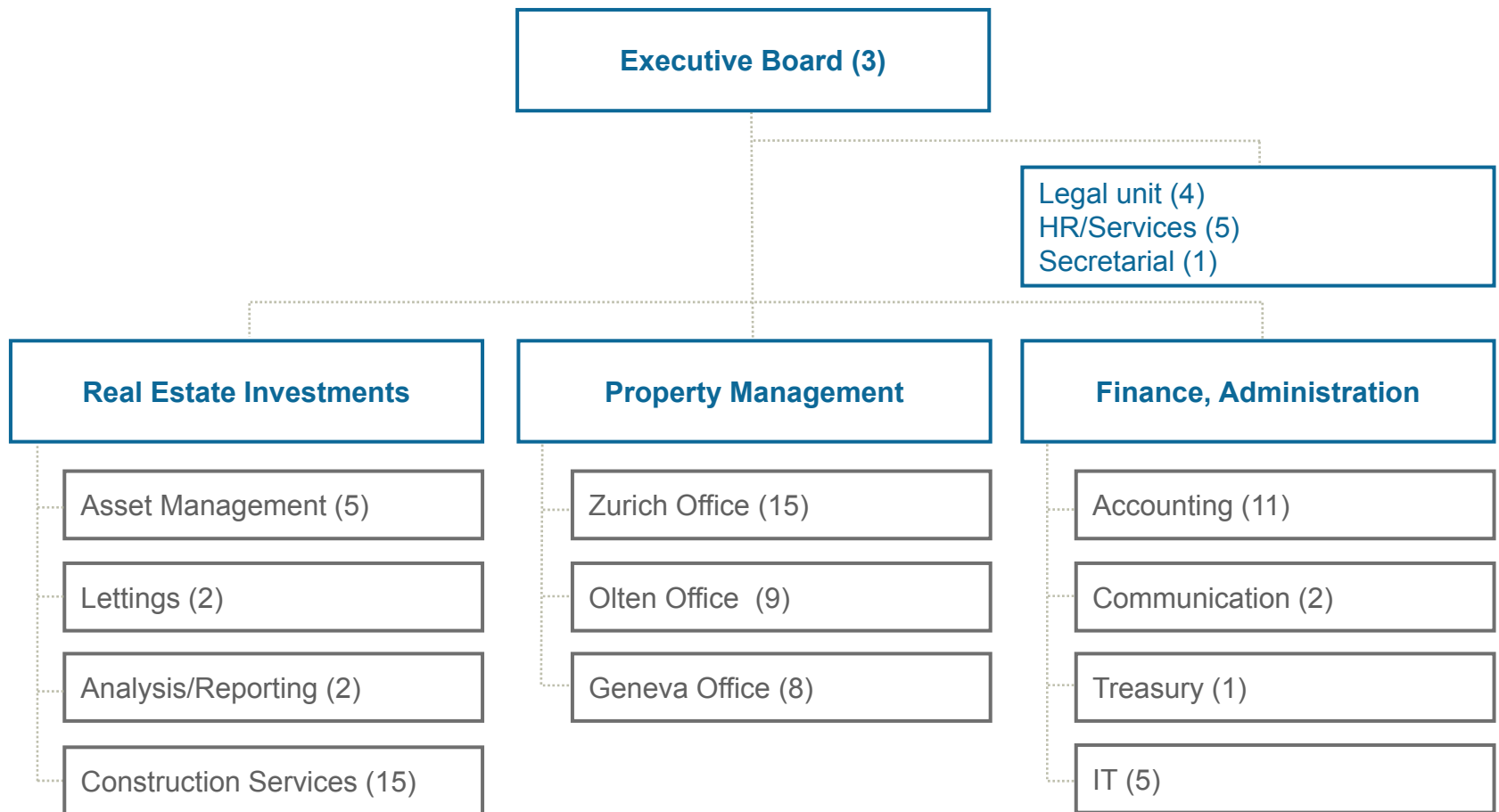
### Board of Directors

- Günther Gose, 1944, Chairman
- Luciano Gabriel, 1953, Delegate and CEO
- Peter Forstmoser, 1943, Member
- Adrian Dudle, 1965, 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 (June 2015)



Total number of employees: 88 (FTE: 81)

# PSP Strategy

## Strategy

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

## Priority

- Optimising profitability of existing portfolio
- Ensuring long term attractiveness of assets
- Organic growth
  - Develop sites in the Portfolio (all former breweries)
  - Repositioning of assets to best use
- Assessing acquisition opportunities and corporate deals

## 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

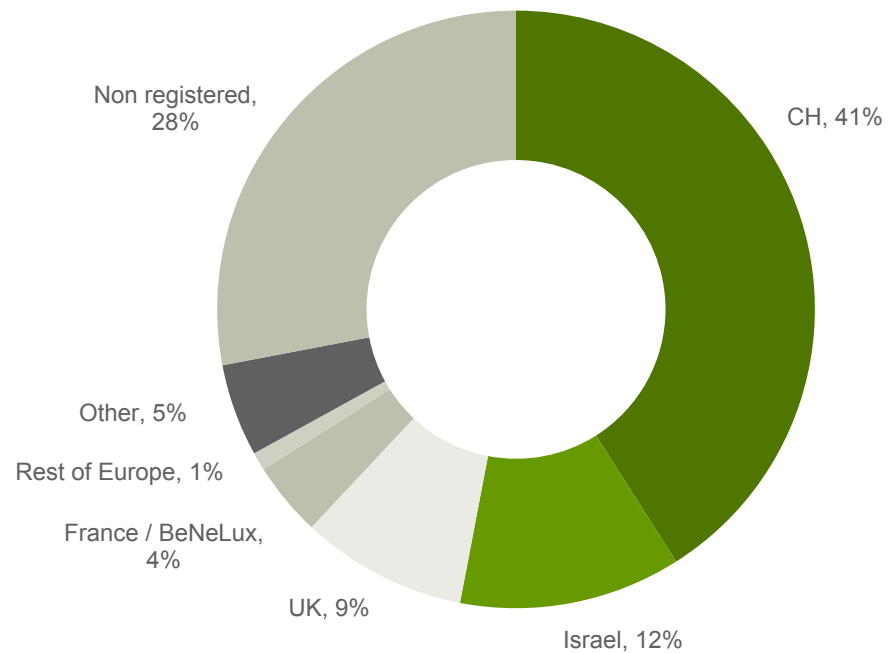


## Shareholder Base

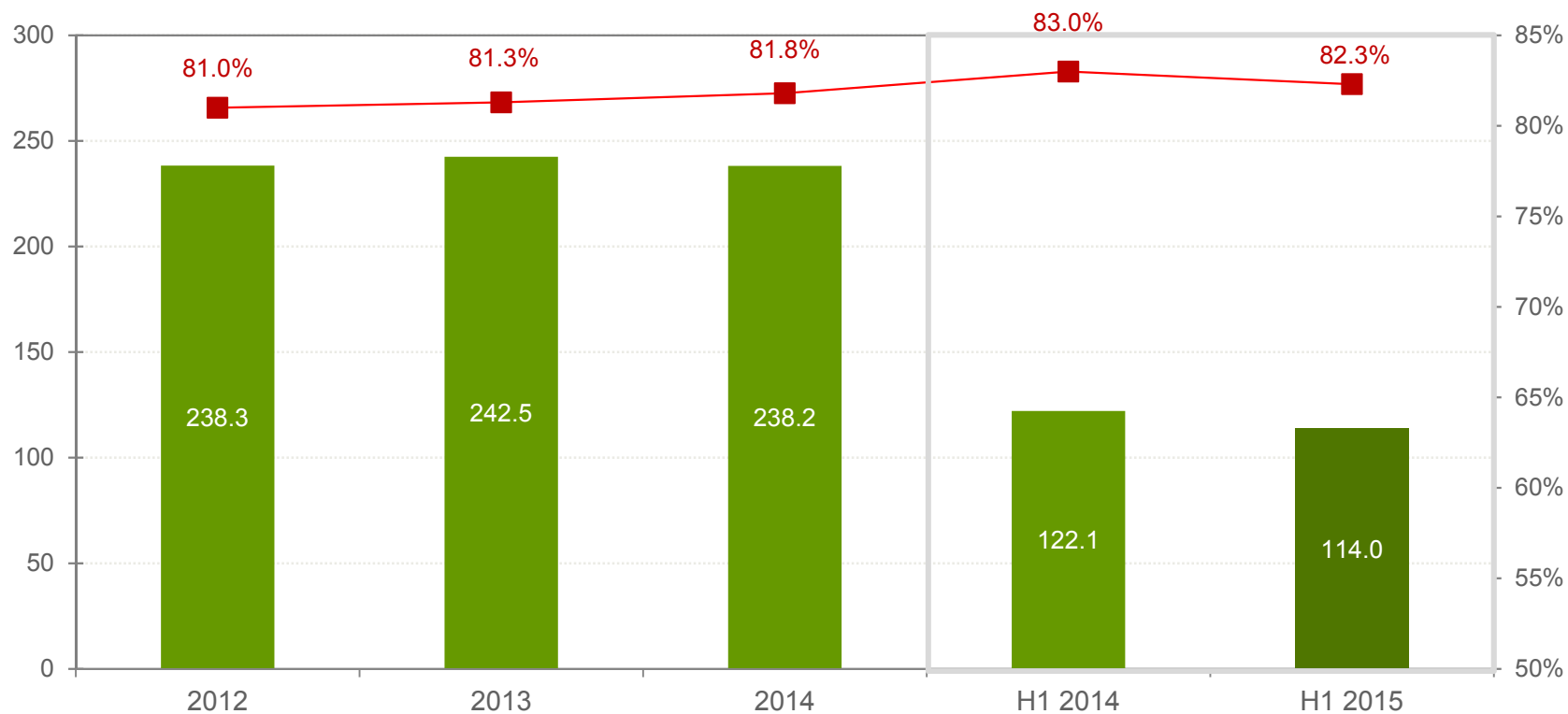
### Largest shareholders (30 June 2015)

- Alony Hetz: 12.21%
- BlackRock, Inc.: 5.08%<sup>1</sup>
- Three Nominees: 5.23%, resp. 3.28% resp. 3.14%
  
- Number of registered shareholders: 4'633
  - Individuals: 4'021 (10% of registered shares)
  - Legal entities: 612 (90% of registered shares)

1 As per notification 13 December 2014.



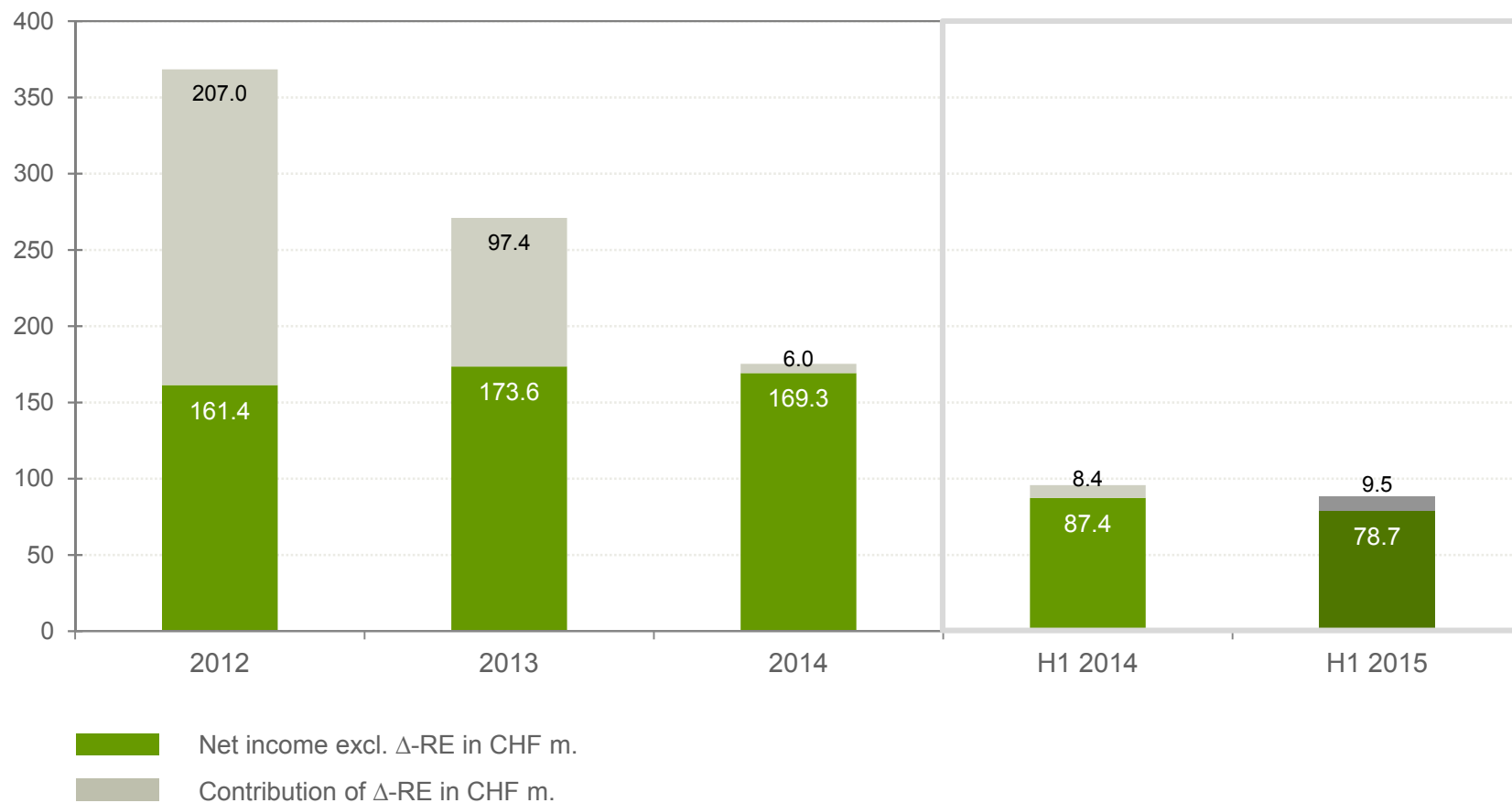
# Ebitda



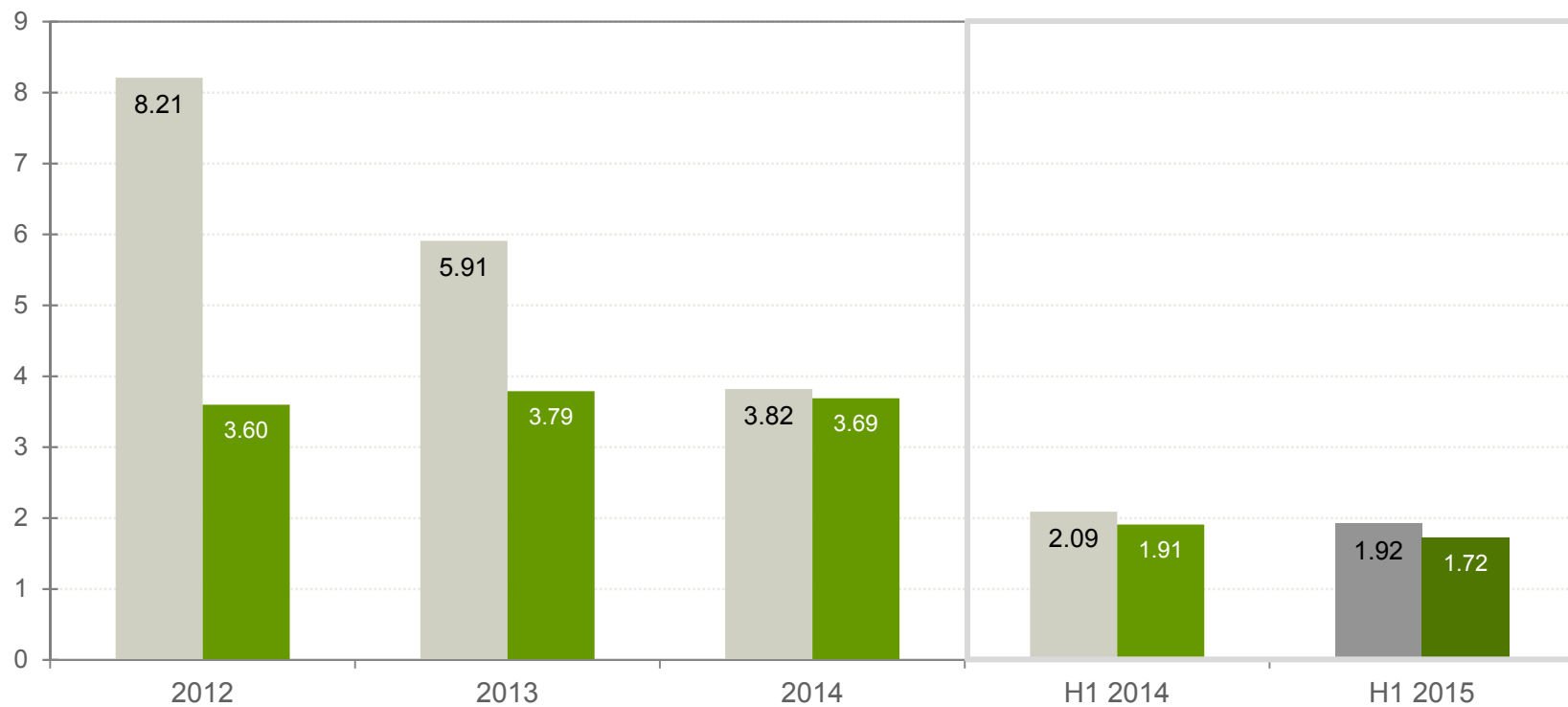
■ Ebitda excl. Δ-RE in CHF m.

■ Ebitda margin in %.

## Net Income Components

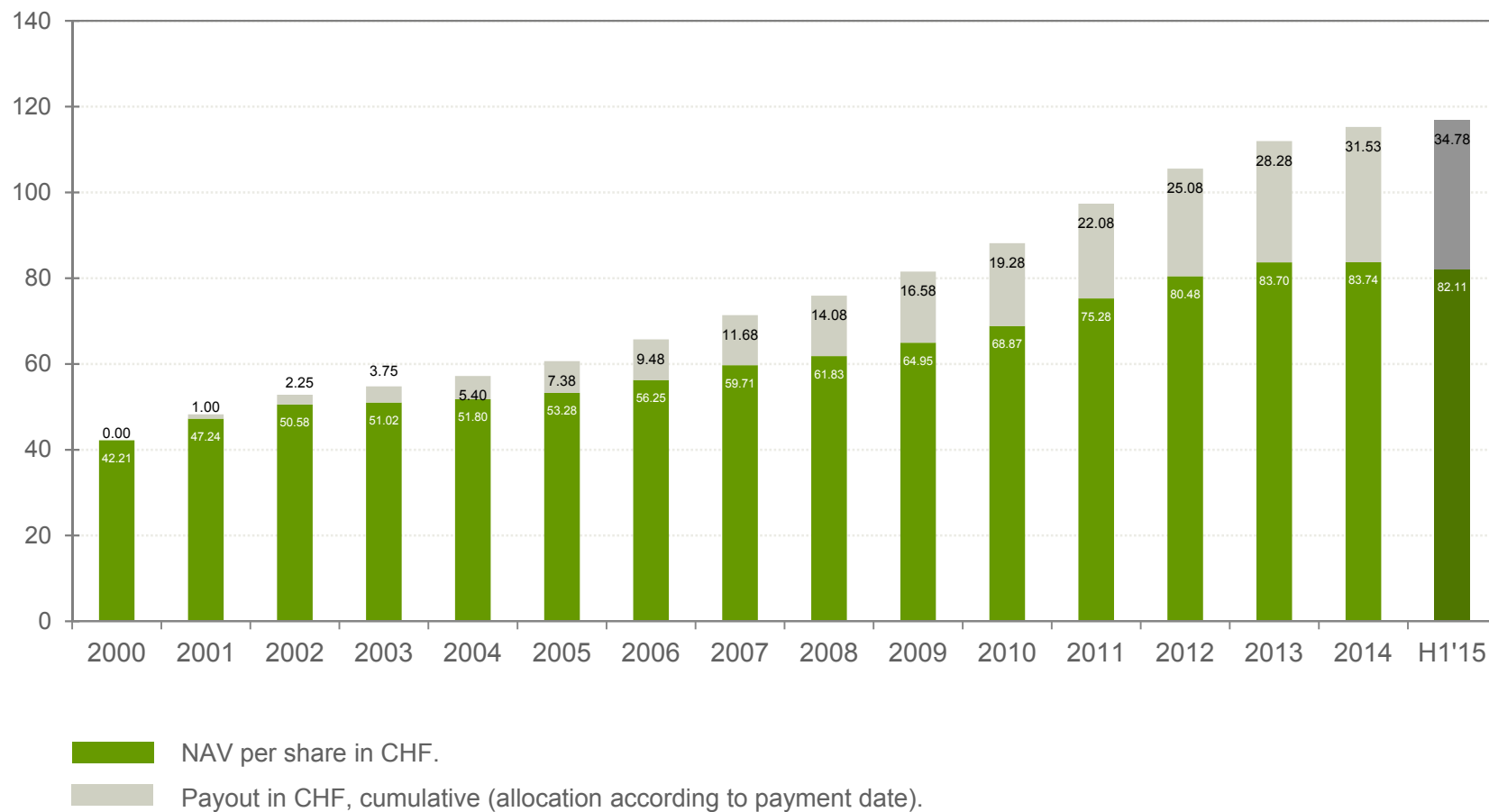


# EPS

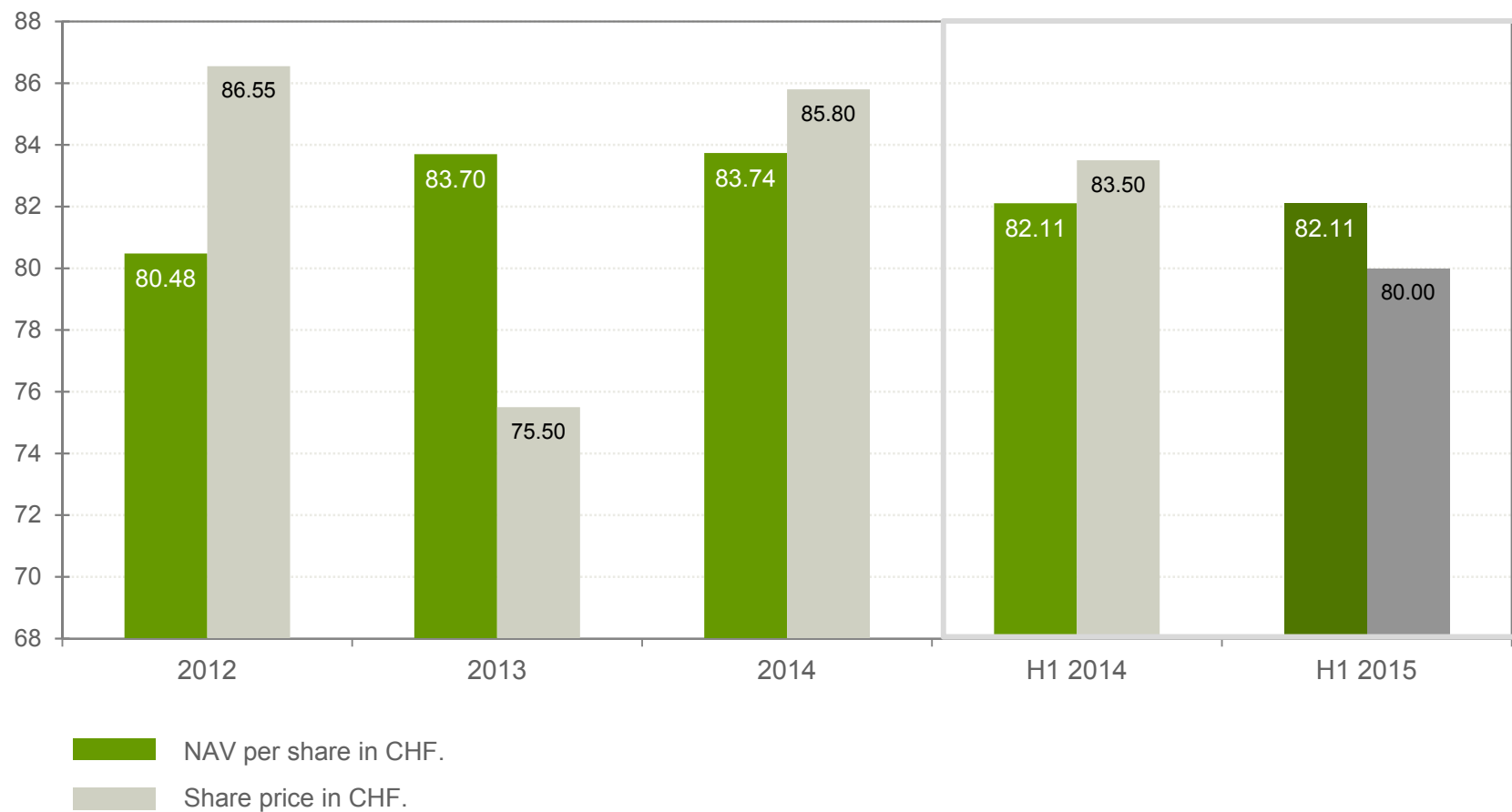


EPS in CHF.  
 EPS excl. Δ-RE in CHF.

## NAV + Cumulative Dividend per Share



## NAV vs. Share Price



## EPRA Performance Measures

| (CHF or %)                     | 2014   |       | H1 2014 |       | H1 2015 |       |
|--------------------------------|--------|-------|---------|-------|---------|-------|
|                                | EPRA   | PSP   | EPRA    | PSP   | EPRA    | PSP   |
| A. EPS                         | 3.56   | 3.79  | 1.84    | 1.86  | 1.71    | 1.72  |
| B. NAV                         | 100.57 | 99.25 | 98.12   | 96.52 | 100.47  | 98.18 |
| C. NNAV                        | 84.07  | 83.70 | 81.83   | 81.29 | 82.27   | 82.11 |
| D. Net yield                   | 4.1%   | 3.9%  | 4.1%    | 3.9%  | 4.0%    | 3.9%  |
| E. Vacancy rate                | 7.5%   | 8.0%  | 8.4%    | 9.1%  | 8.5%    | 8.9%  |
| F. Cost ratio <sup>1</sup>     | 18.8%  | 15.1% | 17.5%   | 14.6% | 16.8%   | 14.6% |
| G. Like-for-like rental change | 1.7%   | n.a.  | - 0.2%  | n.a.  | 0.6%    | n.a.  |
| H. Cap ex in CHF 1'000         | 77'155 | n.a.  | 48'351  | n.a.  | 50'444  | n.a.  |

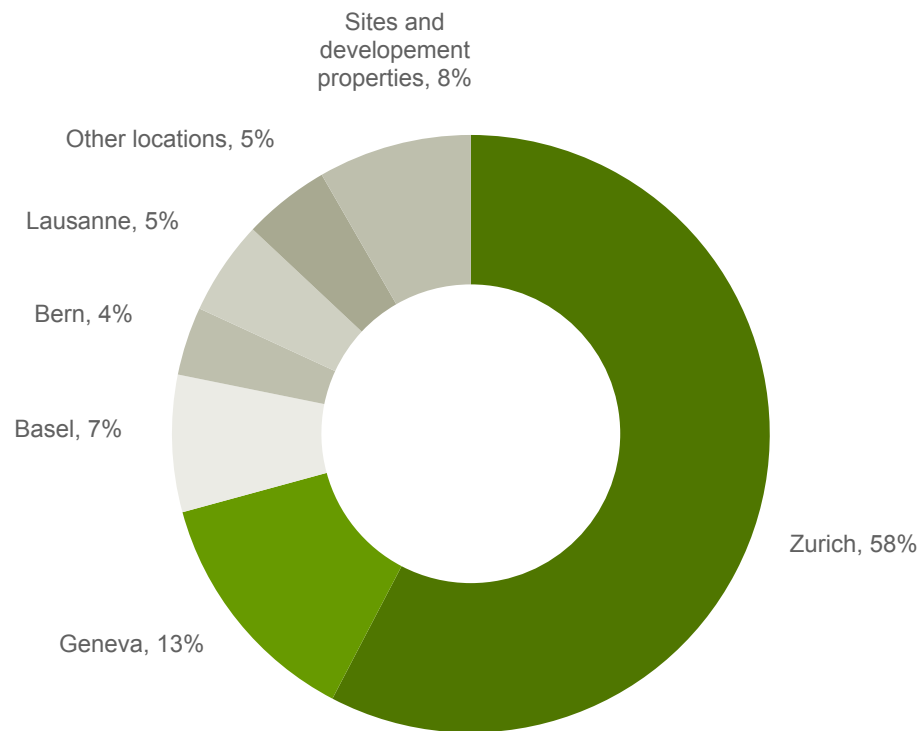
<sup>1</sup> Excl. direct vacancy costs.

## Portfolio Key Figures

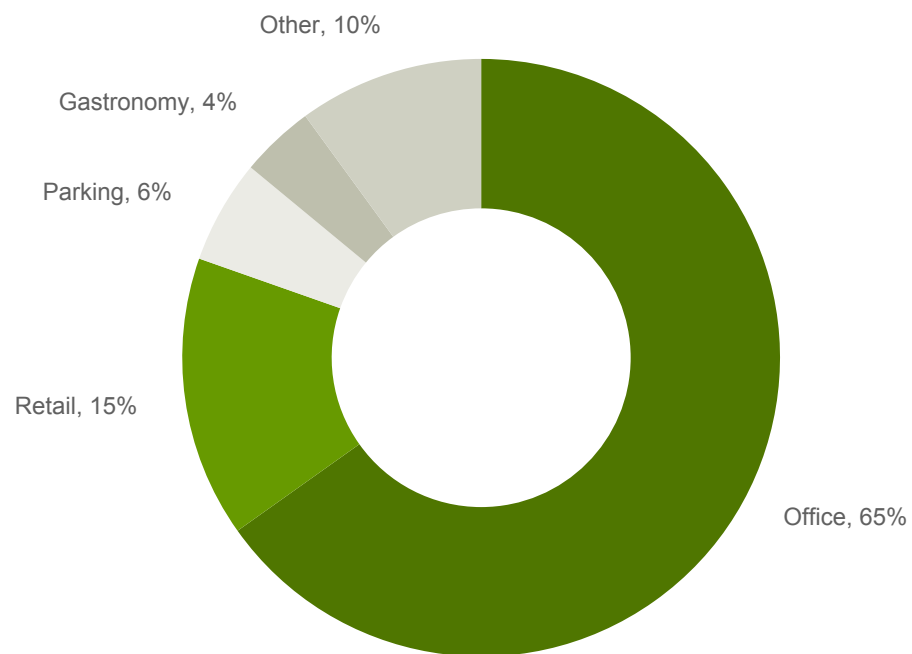
|                 |                | Numbers of<br>properties | Rental<br>income<br>in CHF m | Revaluation<br>in CHF m | Value<br>in CHF m | Net yield<br>in % | Vacancy<br>in % |
|-----------------|----------------|--------------------------|------------------------------|-------------------------|-------------------|-------------------|-----------------|
| <b>Zurich</b>   | <b>H1 2015</b> | <b>82</b>                | <b>79.9</b>                  | <b>4.0</b>              | <b>3'844.3</b>    | <b>3.6</b>        | <b>9.8</b>      |
|                 | 2014           | 82                       | 169.6                        | - 13.7                  | 3'912.1           | 3.8               | 11.6            |
| <b>Geneva</b>   | <b>H1 2015</b> | <b>16</b>                | <b>18.8</b>                  | <b>0.1</b>              | <b>875.9</b>      | <b>4.0</b>        | <b>9.7</b>      |
|                 | 2014           | 16                       | 37.6                         | - 12.5                  | 876.7             | 3.5               | 8.4             |
| <b>Basel</b>    | <b>H1 2015</b> | <b>14</b>                | <b>12.3</b>                  | <b>18.7</b>             | <b>496.8</b>      | <b>4.5</b>        | <b>3.3</b>      |
|                 | 2014           | 14                       | 21.7                         | 18.0                    | 475.5             | 4.6               | 2.2             |
| <b>Bern</b>     | <b>H1 2015</b> | <b>12</b>                | <b>6.1</b>                   | <b>4.1</b>              | <b>249.8</b>      | <b>4.1</b>        | <b>2.6</b>      |
|                 | 2014           | 12                       | 12.3                         | 3.5                     | 243.1             | 4.4               | 4.0             |
| <b>Lausanne</b> | <b>H1 2015</b> | <b>15</b>                | <b>8.9</b>                   | <b>4.3</b>              | <b>342.8</b>      | <b>4.2</b>        | <b>7.2</b>      |
|                 | 2014           | 15                       | 16.9                         | 14.1                    | 337.3             | 4.0               | 9.0             |
| <b>Others</b>   | <b>H1 2015</b> | <b>22</b>                | <b>8.5</b>                   | <b>- 4.3</b>            | <b>312.0</b>      | <b>4.6</b>        | <b>13.2</b>     |
|                 | 2014           | 22                       | 16.7                         | - 4.2                   | 316.4             | 4.3               | 13.0            |
| <b>Sites</b>    | <b>H1 2015</b> | <b>10</b>                | <b>3.1</b>                   | <b>- 13.8</b>           | <b>557.3</b>      | <b>n.a.</b>       | <b>n.a.</b>     |
|                 | 2014           | 10                       | 3.9                          | 0.6                     | 446.9             | n.a.              | n.a.            |
| <b>Total</b>    | <b>H1 2015</b> | <b>171</b>               | <b>137.6</b>                 | <b>13.1</b>             | <b>6'678.9</b>    | <b>3.9</b>        | <b>8.9</b>      |
|                 | 2014           | 171                      | 278.8                        | 5.8                     | 6'608.0           | 3.9               | 10.0            |



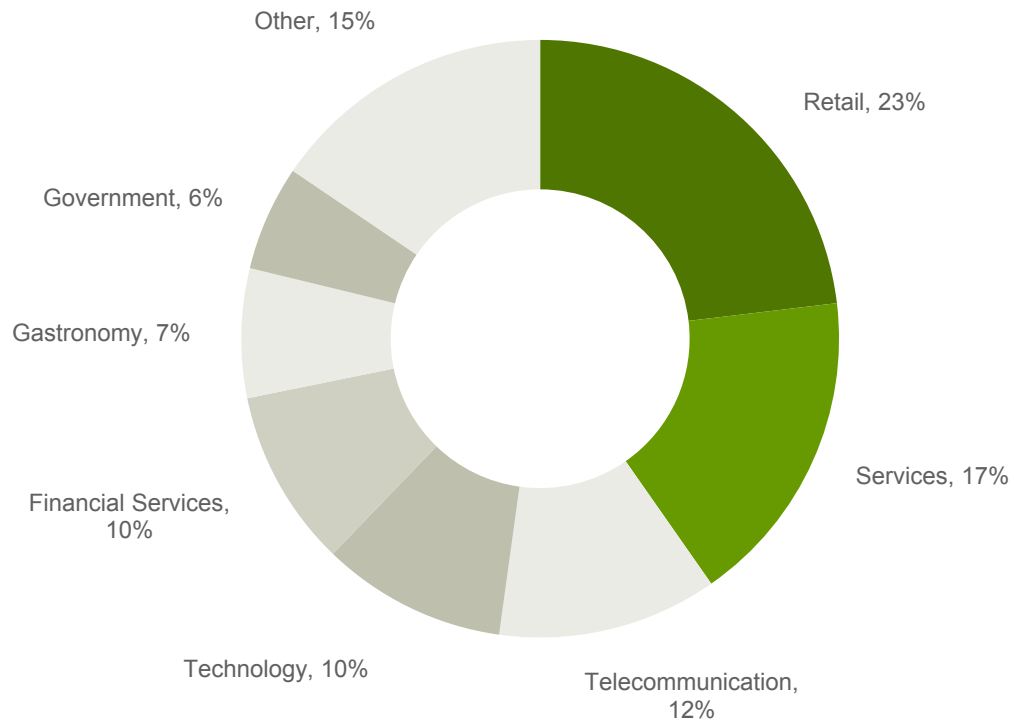
## Portfolio Value by Area



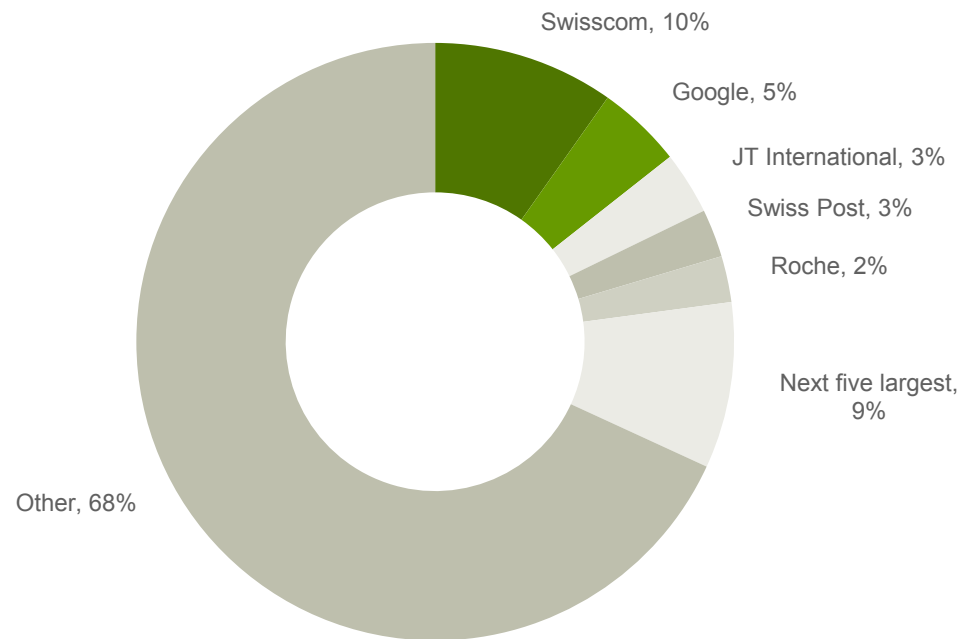
## Rent by Use



## Rent by Type of Tenants



## Largest Tenants



# Sustainability

## Ecological sustainability

- Energy consumption (kWh)
- Water consumption (m<sup>3</sup>)
- 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: 3 employees (1 asset management, 2 construction services)
- Implementation: construction services, property management, facility management

### Environmental key figures (specific figure/m<sup>2</sup>) in 2014 (2013)

- Heating in kWh: 73.6 (87.0)
- Electricity in kWh: 26.0 (26.8)
- CO<sub>2</sub>-eq output (heating and electricity) in kg: 17.1 (19.9 )
- Water consumption in m<sup>3</sup>: 0.55 (0.56)

# Portfolio Grid

Market assessment of individual properties



Source: Wüest & Partner, June 2015.

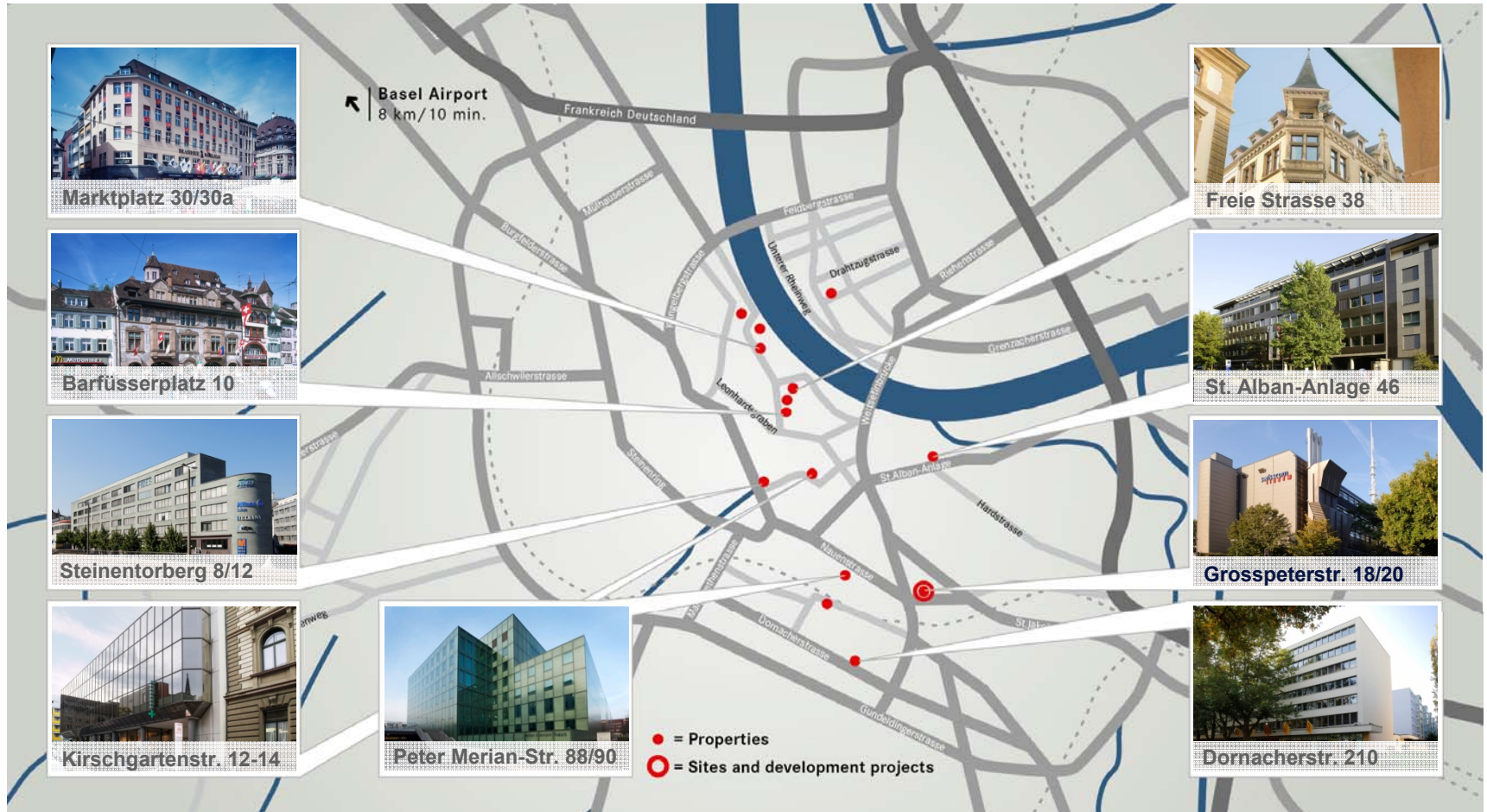
# Zurich Area



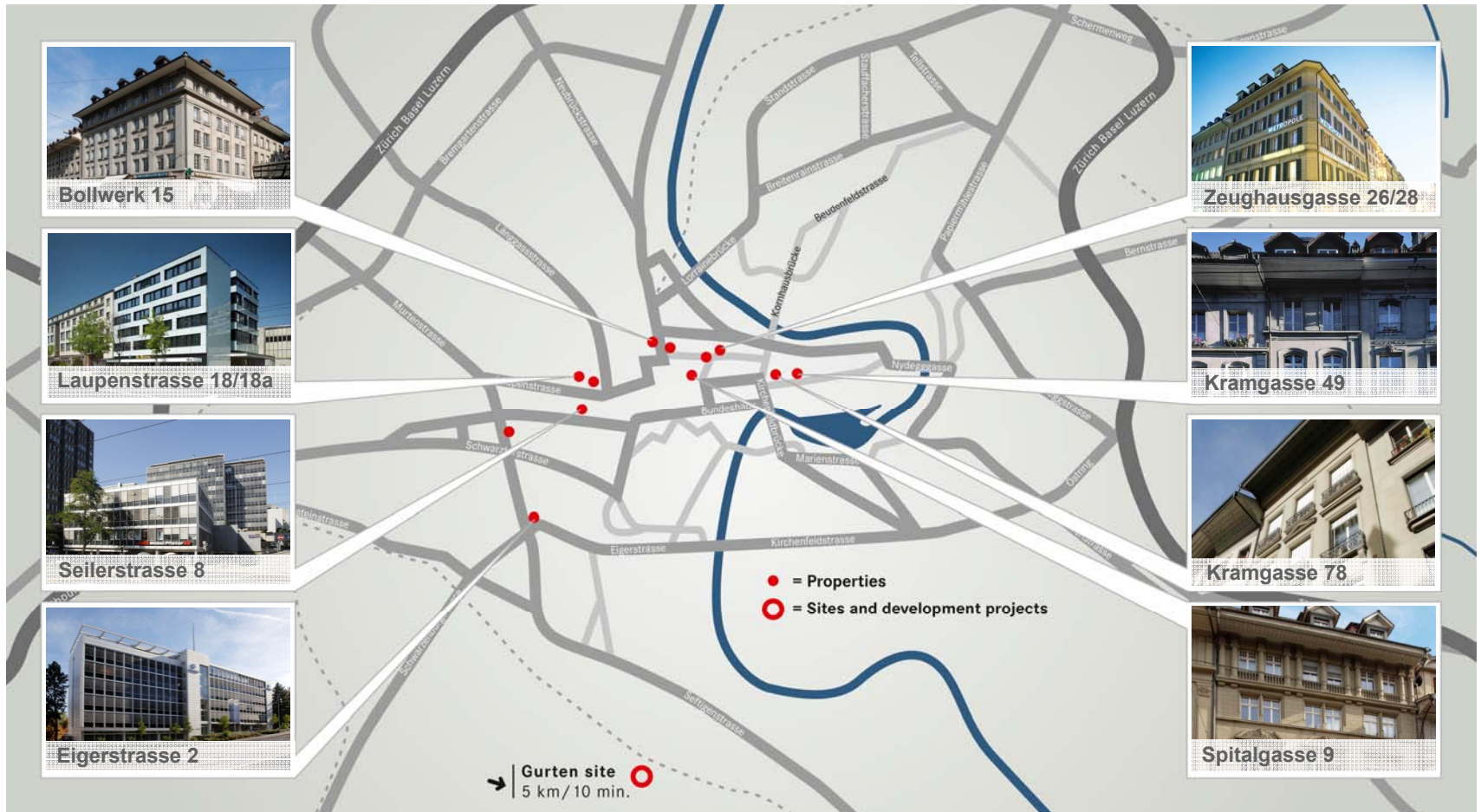




# Basel Area



# Bern Area





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



**Zurich, Binzring 15/17**  
rentable area: 40'336 m<sup>2</sup>



**Zurich, Brandschenkestr. 90**  
rentable area: 11'672 m<sup>2</sup>



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



**Zurich, Förrlibuckstr. 181**  
rentable area: 4'999 m<sup>2</sup>



**Zurich, Schaffhauserstr. 611**  
rentable area: 3'594 m<sup>2</sup>



**Zurich, Uraniastr. 9**  
rentable area: 5'397 m<sup>2</sup>



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



**Wallisellen, Richtstr. 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: 5'706 m<sup>2</sup>



**Geneva, Place du Molard 7**  
rentable area: 3'380 m<sup>2</sup>



**Geneva, Rue d. Bains 31bis,33,35**  
rentable area: 12'039 m<sup>2</sup>



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



**Geneva, Rue de la Corratierie 24/26**  
rentable area: 2'413 m<sup>2</sup>



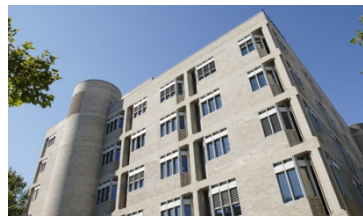
**Geneva, Rue de la Fontaine 5**  
rentable area: 1'306 m<sup>2</sup>



**Geneva, Rue du Marché 40**  
rentable area: 5'374 m<sup>2</sup>



**Geneva, Rue F. Bonivard 12**  
rentable area: 2'355 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, Barfässerplatz 10**  
rentable area: 1'177 m<sup>2</sup>



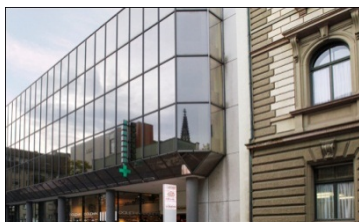
**Basel, Falknerstrasse 31**  
rentable area: 1'201 m<sup>2</sup>



**Basel, Freie Strasse 38**  
rentable area: 1'365 m<sup>2</sup>



**Basel, Grosspeterstrasse 18, 20**  
rentable area: 13'592 m<sup>2</sup>



**Basel, Kirschgartenstrasse 12-14**  
rentable area: 6'360 m<sup>2</sup>



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



**Bern, Bollwerk 15**  
rentable area: 1'931 m<sup>2</sup>



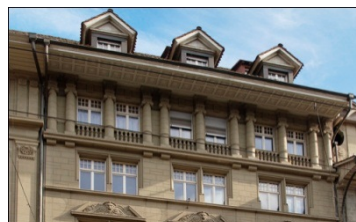
**Bern, Eigerstrasse 2**  
rentable area: 4'685 m<sup>2</sup>



**Bern, Laupenstrasse 18/18a**  
rentable area: 9'373 m<sup>2</sup>



**Bern, Seilerstrasse 8**  
rentable area: 4'634 m<sup>2</sup>



**Bern, Spitalgasse 9**  
rentable area: 2'346 m<sup>2</sup>



**Bern, Zeughausgasse 26/28**  
rentable area: 3'451 m<sup>2</sup>

# Selected Properties Lausanne & Others



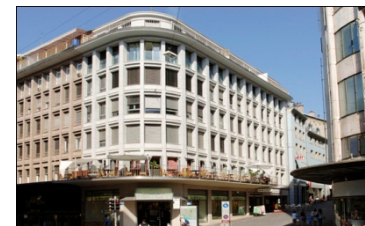
**Lausanne, Place St-François 5**  
rentable area: 5'888 m<sup>2</sup>



**Lausanne, Rue du Sébeillon 1, 3, 5**  
rentable area: 12'415 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: 2'339 m<sup>2</sup>



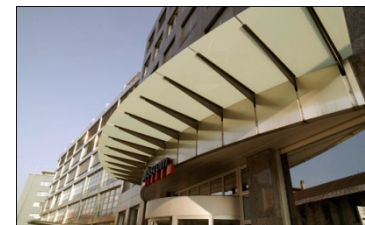
**Lausanne, Saint-Martin 7**  
rentable area: 4'582 m<sup>2</sup>



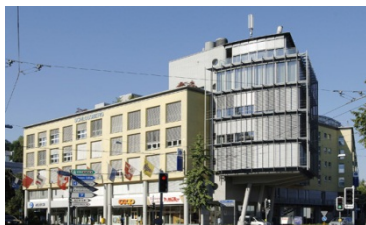
**Aarau, Bahnhofstrasse 29/33**  
rentable area: 4'273 m<sup>2</sup>



**Fribourg, Av. de Beauregard 1**  
rentable area: 3'308 m<sup>2</sup>



**Fribourg, Rte des Arsenaux 41**  
rentable area: 10'699 m<sup>2</sup>



**Luzern, Maihofstrasse 1**  
rentable area: 3'192 m<sup>2</sup>



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



**Winterthur, Untertor 34**  
rentable area: 716 m<sup>2</sup>



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



## Contacts

### Luciano Gabriel

CEO

Phone +41 (0)44 625 50 47

Mobile +41 (0)79 400 34 79

[luciano.gabriel@psp.info](mailto:luciano.gabriel@psp.info)

### Giacomo Balzarini

CFO

Phone +41 (0)44 625 59 59

Mobile +41 (0)79 562 20 72

[giacomo.balzarini@psp.info](mailto:giacomo.balzarini@psp.info)

### Vasco Cecchini

Corporate Communications

Phone +41 (0)44 625 57 23

Mobile +41 (0)79 650 84 32

[vasco.cecchini@psp.info](mailto:vasco.cecchini@psp.info)

## Disclaimer

*None of the information in this presentation constitutes an offer of securities for sale in the United States. Securities may not be offered or sold in the United States absent registration or an exemption from registration. None of the securities of the Company referred to in this presentation have been or will be registered under the United States Securities Act of 1933, as amended (the "Securities Act"), or under the applicable securities laws of any state or other jurisdiction of the United States.*