



# S IMMO Results for 2016

05 April 2017





We develop value





**Attractive  
properties & real  
values**

**1.3m**

m<sup>2</sup> space

**6.2%**

Rental yield

**EUR 2,063,872,000**

Property portfolio

**80.7%**

Commercial properties

**EUR 278.7m**

EBIT



Our core shareholders



# Annual results 2016



# Annual results 2016



Consolidated income statement	01-12/2016	01-12/2015
Revenues	198.8	190.7
Rental income	118.2	111.7
Revenues from operating costs	37.7	33.5
Revenues from hotel operations	42.9	45.5
Other operating income	3.4	3.5
Property operating expenses	-64.2	-55.8
Hotel operating expenses	-32.0	-33.2
<b>Gross profit</b>	<b>106.0</b>	<b>105.2</b>
Gains on property disposals	5.1	0
Management expenses	-18.6	-16.5
<b>EBITDA</b>	<b>92.5</b>	<b>88.7</b>

In EUR m

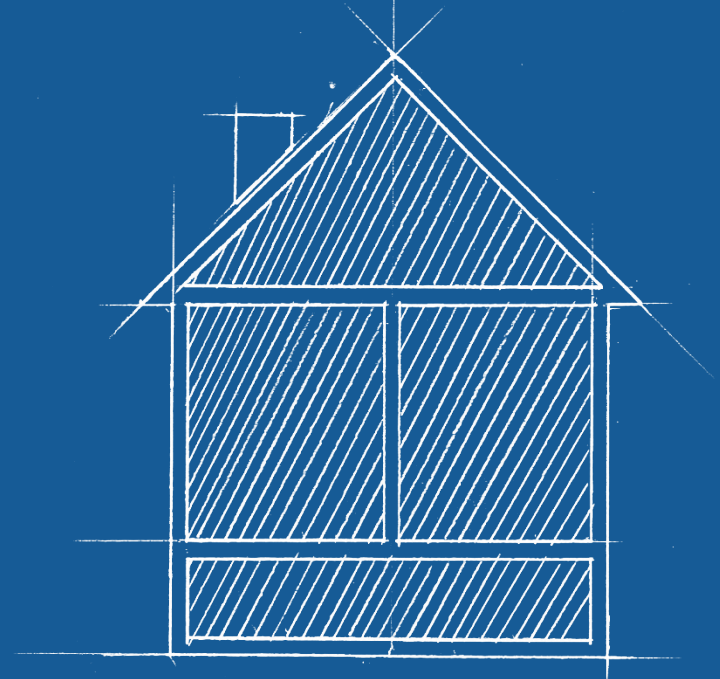
# Annual results 2016



Consolidated income statement	01-12/2016	01-12/2015
<b>EBITDA</b>	<b>92.5</b>	<b>88.7</b>
Depreciation and amortisation	-7.8	-7.7
Results from property valuation	194.0	84.6
<b>Operating result (EBIT)</b>	<b>278.7</b>	<b>165.7</b>
Financial result	-55.3	-48.9
Participating certificates result	-6.9	-4.6
<b>Net income before tax (EBT)</b>	<b>216.5</b>	<b>112.3</b>
Taxes on income	-12.1	-35.0
<b>Consolidated net income</b>	<b>204.3</b>	<b>77.2</b>

In EUR m

Sustainable success is possible only where real value is involved.



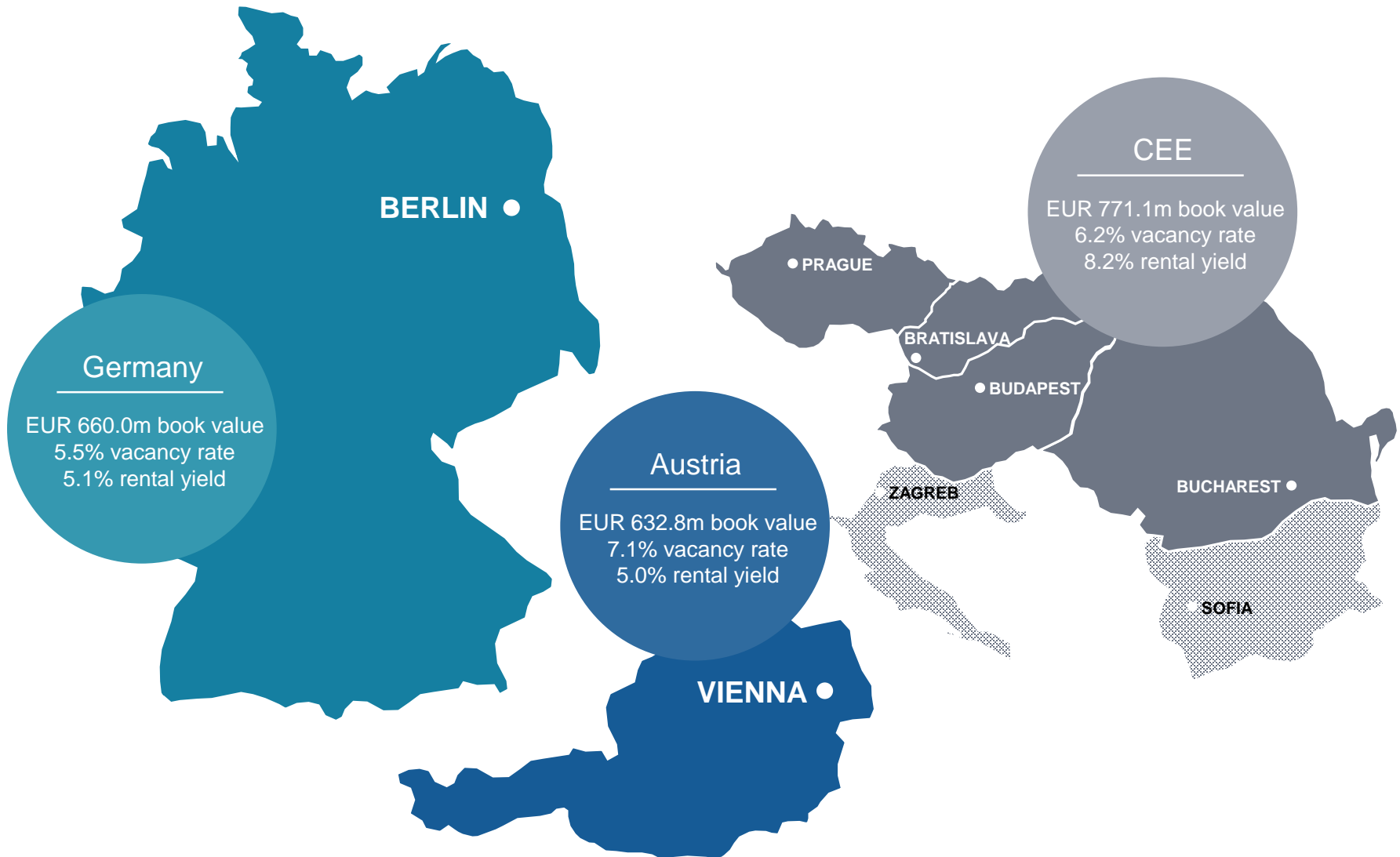
We create value – with our strong earnings and cash flow generating portfolio.

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# Strong earnings and cash flow generating portfolio

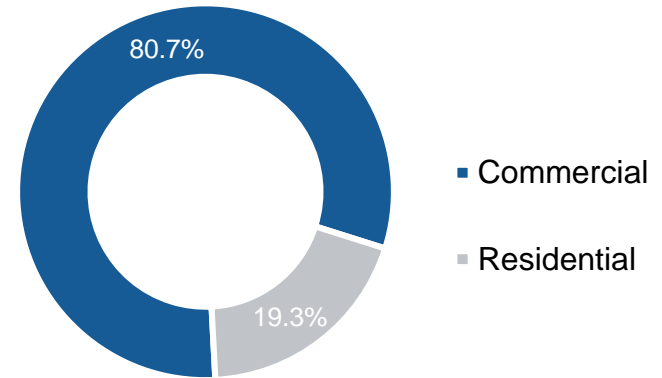


# Robust business model

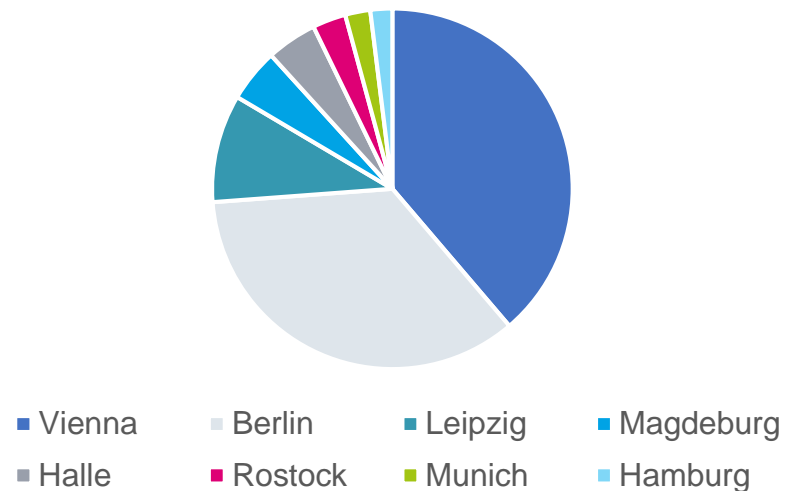
## Focus on commercial properties



- Over 80% of the portfolio are commercial properties\*
- Berlin office market offers great potential
- Ongoing focus on Germany:
  - Purchase of 16 properties with roughly 70,000 m<sup>2</sup> usable space since 01 January 2016
  - Further opportunistic purchases possible



City split AUT/GER (by total area)



\* based on book value

We create value – through  
project development



# Current projects

101 Neukölln, Berlin



QBC, Vienna



Siebenbrunnengasse, Vienna



Einsteinova, Bratislava



The Mark, Bucharest





## Highly modern office space

- Realisation of up to 42,000 m<sup>2</sup>
- S IMMO as investor with a stake of 35% (building sections 1 and 2)
- Excellent location: next to central station, new CBD with several group headquarters
- Target yield 5.5 to 6%

# 101 Neukölln, Berlin



## Attractive retail and office space

- 22,000 m<sup>2</sup>
- Renovation and restructuring into modern, loft type office and retail space in high frequency area
- Central location in Neukölln
- Target yield 7.5 to 8.5%

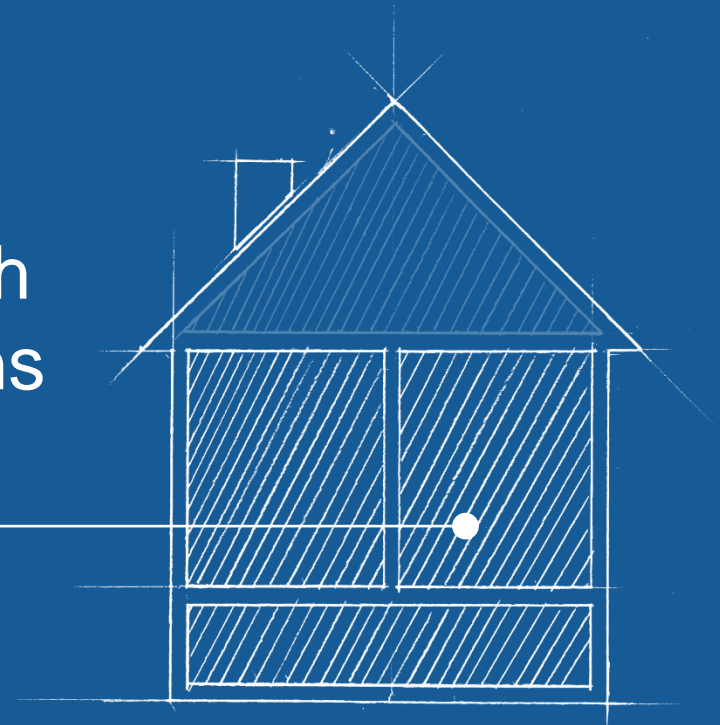


## Modern and sustainable office project

- roughly 23,500 m<sup>2</sup>
- Planned completion in Q1 2018
- Over 80% pre-let
- Renowned tenants like Uniqa
- Old town closeby
- Shopping and recreation possibilities in direct vicinity

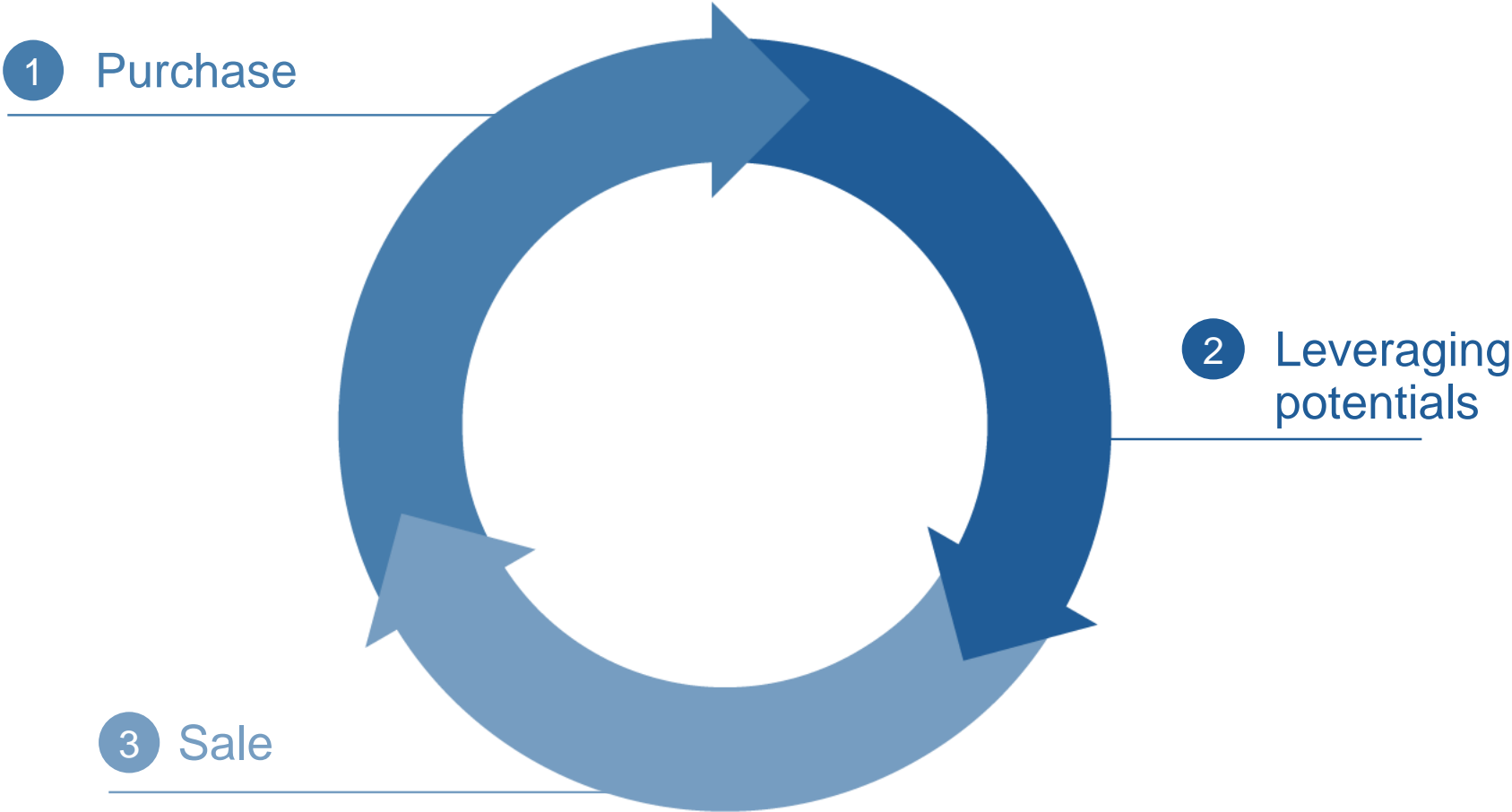
We create value – through  
cycle-oriented transactions

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# Value-creating process



# Increasing value through restructuring & innovative concepts



Sonnenallee, Berlin

- Purchased in 2013
- Cost of purchase: EUR 560/m<sup>2</sup>
- Refurbishment costs: EUR 290/m<sup>2</sup>
- Total investment: EUR 850/m<sup>2</sup>
- Restructuring and innovative marketing concepts
- Started at average rent of about EUR 7/m<sup>2</sup>
- Most recently EUR 13/m<sup>2</sup>

# Increasing value through investments & expansion



Sun Plaza, Bucharest

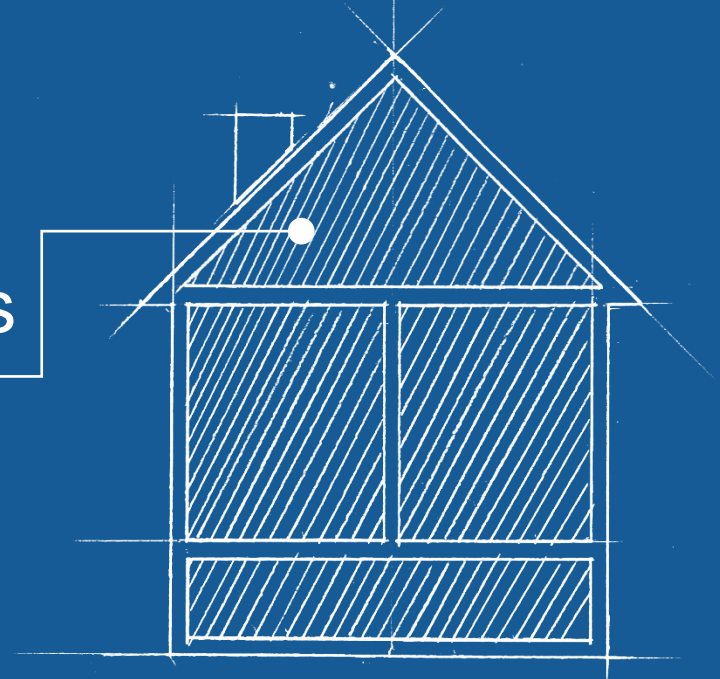
- Restructuring of existing space
- Expansion of tenant mix
- 40 new tenants until Q1 2018
- Strengthening of market position
- Yield and value increase

## Our approach is paying off



	31 December 2016	31 December 2015
FFO I	EUR 40.1m	EUR 35.0m
FFO I per share	EUR 0.60	EUR 0.52
EPRA NAV per share	EUR 14.62	EUR 11.75
EPS	EUR 2.98	EUR 1.17
LTV	55.9%	60.6%

# Opportunities & prospects

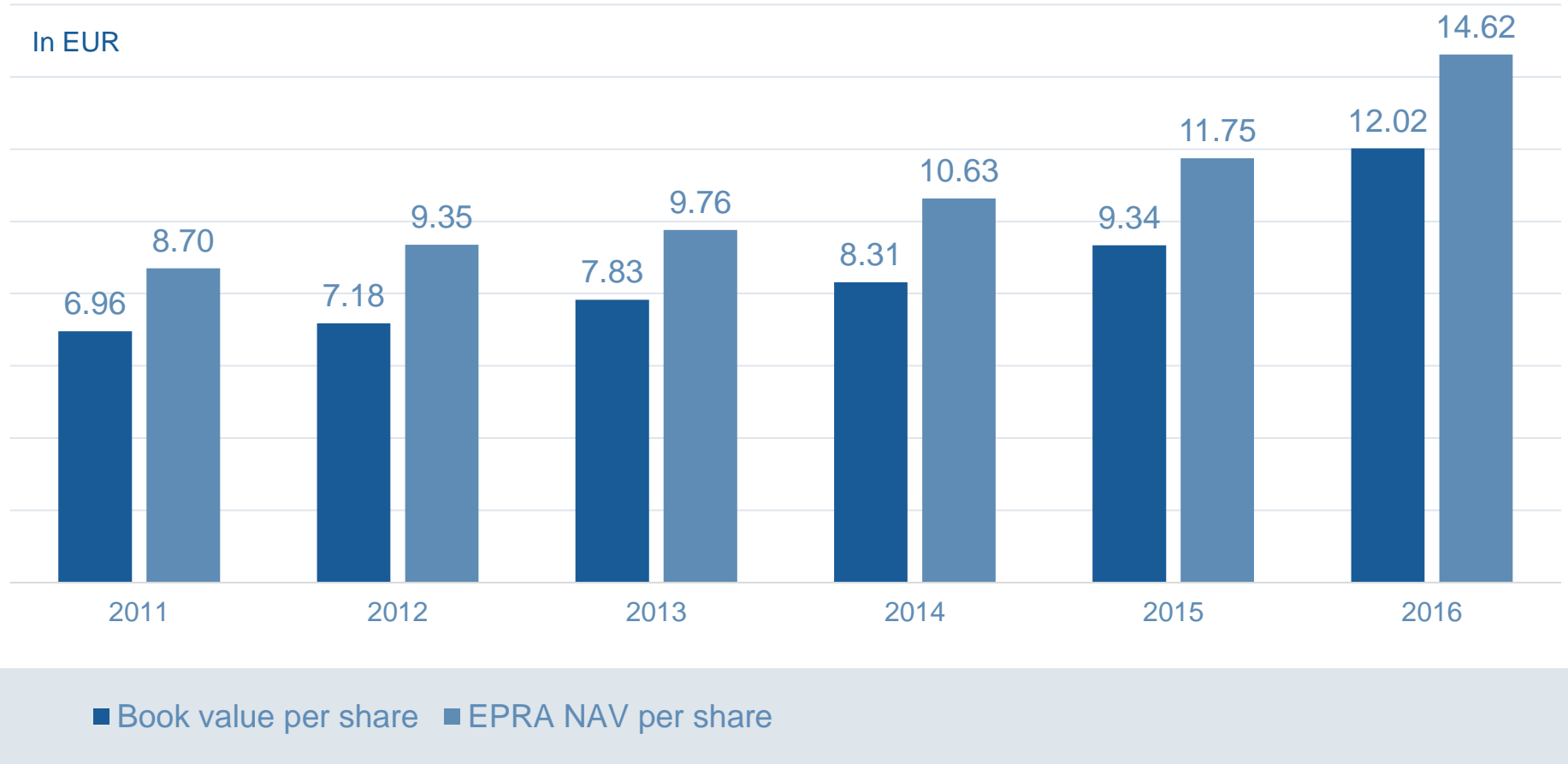


# Sustainable dividend policy



\* Proposal to the AGM: EUR 0.30 dividend plus EUR 0.10 bonus dividend

# Strong NAV growth



**Value potential: S IMMO share lists at a price well below EPRA NAV**

## Prudent debt management

- Cost of funding as at 31 December 2016: 3.12%
- Average weighted interest rate for all long-term loans: 2.04%
- Average weighted final maturity of long-term loans: 5.7 years

## Loan to value ratio

- LTV ratio for secured financing: 41.3% of property value
- LTV ratio for unsecured financing (bonds): 14.6%
- Total LTV at 55.9%

## Maturity profile bonds

In EUR m





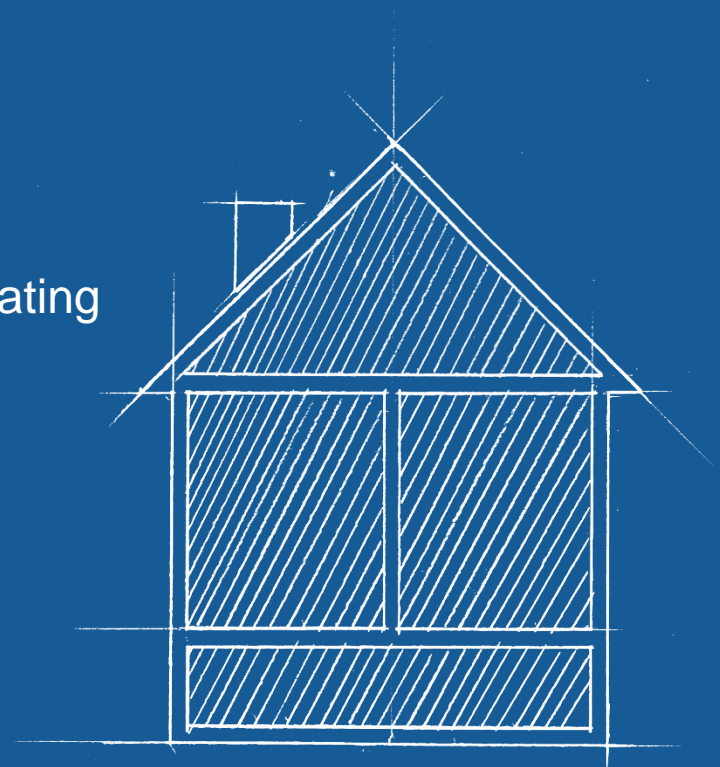


- Sales in markets around cycle peak
- Use of funds:
  - Pushing development of current projects
  - Opportunistic purchases
  - Investment in companies with value potential
  - Further purchases of properties with sustainable yields in Germany

## These are our qualities



- Strong earnings and cash flow generating portfolio
- Great value potential
- Attractive development pipeline
- Dynamic value creation
- Excellent results
- Sustainable dividend policy





Thank you for your  
attention!





# Appendix



# APPENDIX

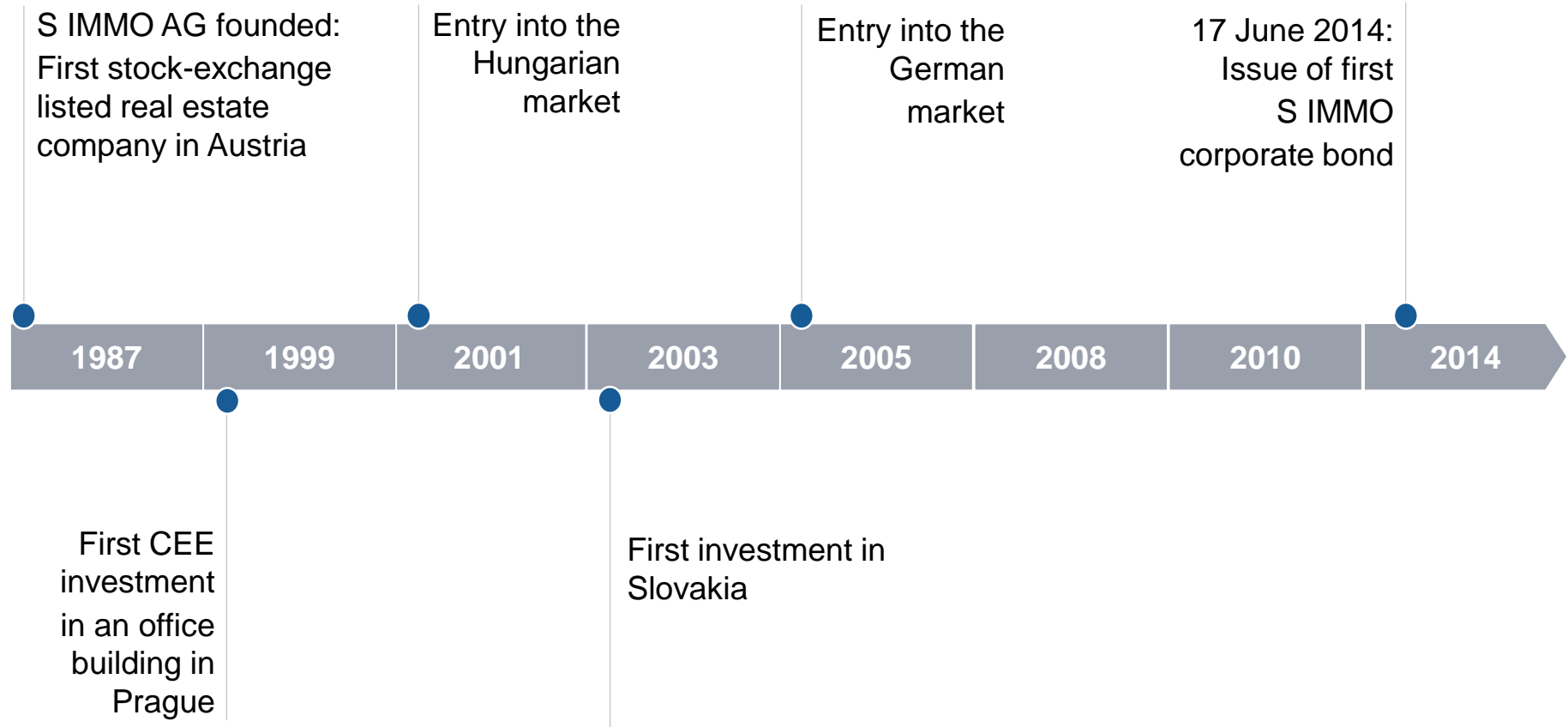
## Coverage



Research house	Target price	Last update	Recommendation
Baader Bank	EUR 11.70	06 March 2017	Hold
Erste Group	EUR 12.50	06 March 2017	Buy
Raiffeisen Centrobank	EUR 12.00	03 March 2017	Hold
SRC Research	EUR 13.00	07 March 2017	Buy
<b>Average target price</b>	<b>EUR 12.30</b>		

# APPENDIX

## Company history



# APPENDIX

## Financial calendar 2017



# APPENDIX

## Services



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# APPENDIX

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