



Capital Markets Day
Development Germany & Austria

# Agenda



## Business Model and Capital Markets

Development Berlin

**Development Hamburg** 

Development Vienna

Sales and Marketing Strategy

## **Development Business Model**



#### To-Hold

#### Without subsidies

- > Only Berlin and Hamburg
- No subsidies → no rent caps
- > Attractive gross rental yield
- NOI advantage vs. secondary market assets due to low maintenance & capex
- > High quality units remain in own portfolio

#### Subsidised (only Vienna)

- Subsidised loans & tenant contributions minimise equity requirement
- Permanent rental cap approx. EUR 5.35 / sqm net cold rent
- > Holding period in own portfolio approx. 10 years
- After 10 years unit sales to tenants and third parties with attractive FV margin of > 50%



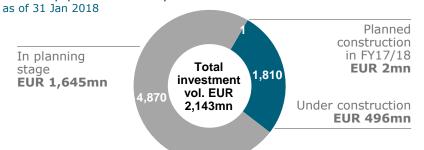
#### To-Sell

- > High margin business creation of value
- > Berlin, Hamburg and Vienna regional focus
- > 30-month timeline including preparation, construction, sales launch and execution
- Pre-sales & down payments by purchasers accelerate cash generation also during construction phase
- > Funding: bank loans and/or corporate funds and down payments by purchasers
- Development margin on investment volume
- > 20% in Germany
- > 18% in Austria

## Pipelines overview



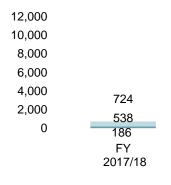


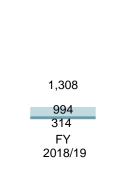


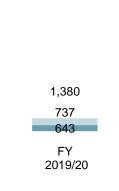
### To-hold pipeline units by status incl. total investment volume



#### Pipeline completions by to-hold/to-sell units as of 31 Jan 2018









## From the idea to the apartment



#### 1. Project concept/analytical stage

#### The location and the concept are essential

· Feasibility analysis

Idea

- · Development potential, building feasibility
- Profitability calculation with sales prices, margins, construction costs
- Assessment of marketability estimation (macro/micro situation and target group analysis)

# Property † † Capital Location

#### 7. Completion of transfer and guarantee

- Customer support for individual sales, transfer and guarantee service provided by company's own buyer management
- Transfer to BUWOG investment portfolio (subsidised and privately financed rent) via Development-to-hold-strategy
- · Handling of guarantee cases
- · Remedying of defects







#### 2. Land acquisition

- · Completion of due diligence
- Specification of optimum transaction structure (asset deal / share deal / project partners)
- Approval by the Executive Board and if so Supervisory Board of BUWOG AG
- · Conclusion of land purchase agreement



#### 3. Detailed project design

- · Development of detailed usage concept
- Marketing and sales concept
- · Financing concept
- Detailed calculation with project deliverables, margins, equity interest and cash-flow modelling

#### 6. Project execution

- Assignment of construction works
- Ongoing project control
- Construction and completion of the development project
- · Remedying of defects

### 5. Marketing

- Sale unit by unit
- Global exit including letting
- Marketing and Sales management
- Buyer management
- Renting (to-hold projects)

#### 4. Building preparation

- Zoning of the property if necessary
- Planning (preliminary draft, housing mix, building application planning, commissioning external contractors)
- · Procurement of building approval
- Conclusion of project financing
- Tendering of construction works

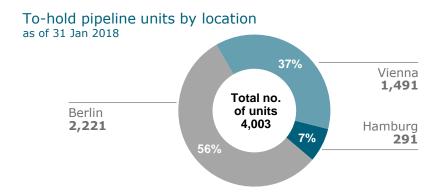
Target timeline for a project: 12 months of preparation, 18 months of realisation and sales process (excl. zoning)

## Development-to-hold overview



## To-hold pipeline units by status incl. total investment volume

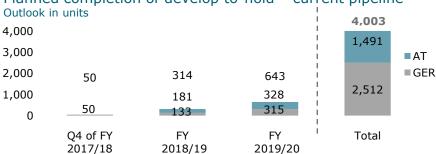




# Current Pipeline: 4,003 units

	,						
			Berlin &				
	Total	Vienna	Hamburg	Total	Vienna	Berlin	
Jnits	4,003	1,491	2,512	302	266	36	
otal floor area sqm	290,127	106,299	183,829	24,432	21,176	3,256	
Rent roll (in EURmn)	37.8	7.9	29.9	2.0	1.5	0.5	
NOI (in EURmn)	33.8	6.8	27.0	1.8	1.4	0.5	
IOI margin	89%	86%	90%	90%	88%	93%	
Rent roll per sqm	10.8	6.2	13.5	6.9	6.0	13.1	

### Planned completion of develop to-hold – current pipeline



Completed since August

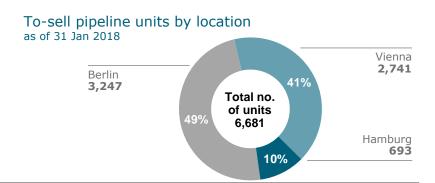
2016: 302 units

## Development-to-sell overview



To-sell pipeline units by status incl. total investment volume





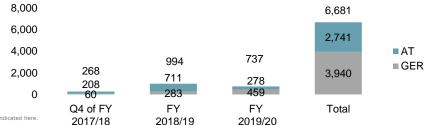
Planned completion of develop to-dell – current pipeline<sup>1</sup>

#### Expected FFO from current to-sell pipeline<sup>1,3</sup>

in EURmn	Current pipeline split
Investment volume existing pipeline to-sell	2,143
Development margin	469 (21,9%)
Tax <sup>2</sup>	-131
FFO	338
FFO margin on investment volume	16%
No. of units	6,681
FEO contribution per unit to-sell (in FUR)	Approx 50 600

#### 8,000 6.681

Outlook in units



<sup>(1)</sup> Page contains an outlook. The outlook is a target based on assumptions that rely on factors, which the Company cannot influence or can only influence to a limited degree. Although the Company assumes that these assumptions are reasonable as of today, they may subsequently prove to be incorrect or unfounded. If one or more of these assumptions prove to be incorrect or unfounded, the Company's future actual investment volume, margins, tax, rates and/or FFO, may deviate materially from the numbers indicated here. (2) In Austria 25%, in Germany 30%

Austria EUR 4,400

Germany EUR 5,200 Ø investment volume (in EUR per sqm) Germany EUR 4,400 · Ø sam per unit

Austria EUR 3,500 Germany 83sam Austria 76sam Germany 19%

Austria 27% (Definition: Sales minus capitalised and non-capitalised costs before tax (=investment volume) in relation to investment volume)

<sup>(3)</sup> Basic assumptions: Ø sales price (in EUR per sqm)

# Agenda



Business Model and Capital Markets

## Development Berlin

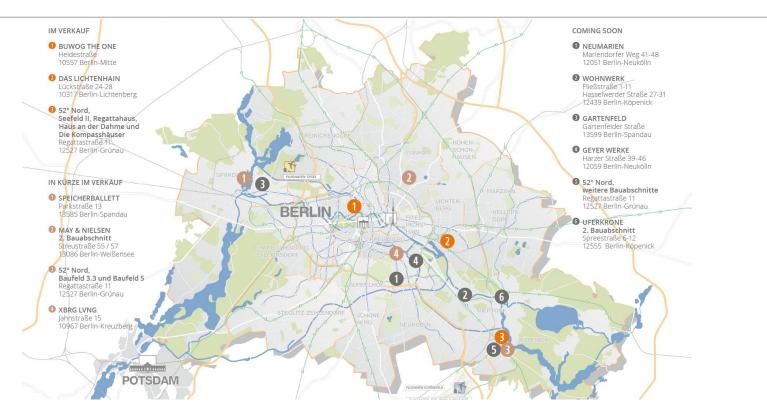
**Development Hamburg** 

Development Vienna

Sales and Marketing Strategy



## Project Pipeline Berlin



## **VONOVIA**



Property Tour Berlin 2018

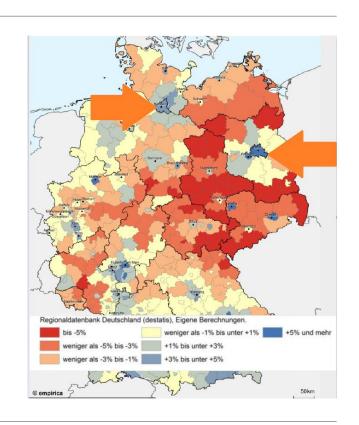
Drohnenflugvideo

## "Schwarmstädte" / "High-influx Cities"



## Main reason for domestic population shift

- Young people become the minority and minorities like to flock together
- > The importance of urban appeal and the city's attractiveness has increased, especially for younger generations (density of young people, vitality, urban feeling)
- Self-enforcing trend: The density increases with every move into the Schwarmstadt
- More potential triggers like an improving labor market, investments into such cities and innovations will enhance the effect



Source: empirica (2015)

## Supply and demand Berlin

## VOUONIA

## Berlin outlook remains strong

- > Berlin's population is still growing strong year on year
- Although completions in Berlin reached an alltime high in 2016, the demand cannot be supplied
- One of the biggest obstacles for higher completions are the long permission processes
- As a result prices and rents are increasing year on year





## Development pipeline Berlin

## VOUONIA





"52 Grad Nord", Berlin Grünau



"Westendpark", Berlin

Pipeline split Berlin<sup>2</sup> in number of units

63%

Subsidised rent apartments 1% Total no. Condominiums of units: Market rent 5.486 apartments 36%

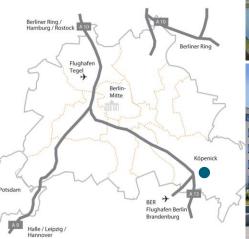
<sup>&</sup>lt;sup>1</sup> Investment volume excluding internally calculated cost of equity

<sup>&</sup>lt;sup>2</sup> Depending on potential changes in German municipal policy in Berlin regarding the granting of building permits the share of market rent apartments may be reduced in favour of subsidised rent apartments which are not part of BUWOG's German development strategy.



# 52° Nord Total project

Strategy	To-Sell / To- Hold
Construction start	H2 2015
Planned completion	H2 2017 - H2 2024
Sellable / Letable space	To Sell: 61.437 m <sup>2</sup> To Hold: 25.398 m <sup>2</sup> Total: 86.834 m <sup>2</sup>
Units	To Sell: 698 <u>To Hold: 313</u> Total: 1.011
Average sales price per sqm <sup>1</sup>	ca. 4.068 EUR/m <sup>2</sup>
Average rent per sqm	ca. 12,21 EUR/m²
Total investment volume	To Sell: EUR 228mn To Hold: EUR 85mn Total: EUR 313mn
	Potsdam







<sup>1</sup> excluding parking spaces

# 52° Nord Total project



# 52° NordTotal project













# May & Nielsen



Strategy	To-Sell
Construction start	H1 2017
Planned completion	H2 2019
Sellable space	7.522 m²
Units	87
Average sales price per sqm <sup>1</sup>	ca. 4.329 EUR/m²
Total investment volume	EUR 29mn







<sup>&</sup>lt;sup>1</sup> excluding parking spaces



The One VONOVIA

Strategy	To-Sell
Construction start	H1 2017
Planned completion	H2 2019
Sellable space	15.431 m²
Units	240
Average sales price per sqm <sup>1</sup>	ca. 6.436 EUR/m²
Total investment volume	EUR 82mn







<sup>1</sup> excluding parking spaces



# Neumarien

\ /			\ /	IA
IJ	U	U	V	1/7

Strategy	To-Sell / To- Hold / Grundstücksverkauf
Construction start	H1 2018
Planned completion	H2 2019 - H2 2022
Sellable/Letable space	To Sell: 33.727 m <sup>2</sup> <u>To Hold: 14.593 m<sup>2</sup></u> Total: 48.320 m <sup>2</sup>
Units	To Sell: 441 To Hold: 215 Total: 656
Average sales price / sqm <sup>1</sup>	ca. 4.801 EUR/m²
Average rent per sqm	ca. 11,90 EUR/m²
Total investment volume	To Sell: EUR 142mn To Hold: EUR 54mn Grundstücksverkauf: EUR 4mn Total: EUR 200mn







<sup>&</sup>lt;sup>1</sup> excluding parking spaces

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Development Berlin

## **Development Hamburg**

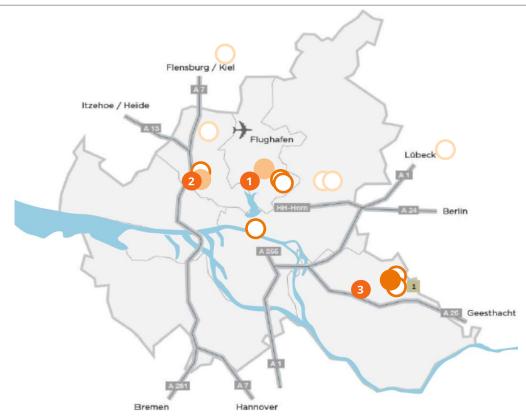
Development Vienna

Sales and Marketing Strategy

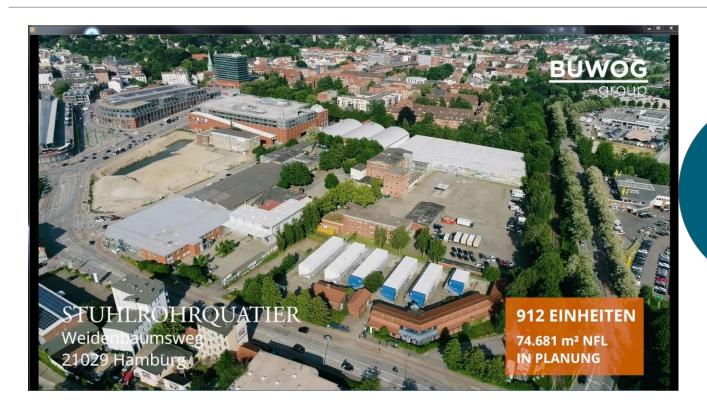


# Project Pipeline Hamburg

- Acquired
- Option
- O Bidding process
- Due Diligence



## VONOVIA



Property Tour Hamburg 2018

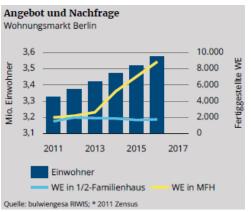
Drohnenflugvideo

# Supply and demand Hamburg



## Overall positive market data for Hamburg

- Slighly lower completions (-300 units) in Hamburg in 2016
- Higher positive interior migration and birth rates leading to a stronger population growth in Hamburg
- The lower completions and stronger population growth lead to a constant shortage in the housing/apartment market
- Prices for apartments are still increasing although rents are not increasing with the same pace

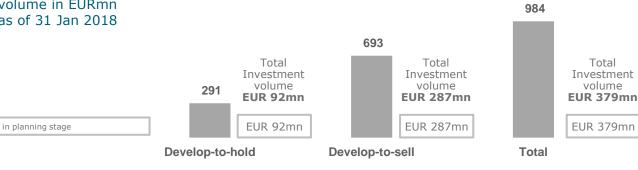




# Development pipeline Hamburg

## **VONOVIA**

Pipeline Hamburg<sup>1</sup> in number of units and investment volume in EURmn as of 31 Jan 2018









"Stadtquartier Bergedorf", Hamburg-Bergedorf

<sup>&</sup>lt;sup>1</sup> Investment volume excluding internally calculated cost of equity

<sup>&</sup>lt;sup>2</sup> Depending on potential changes in German municipal policy in Berlin regarding the granting of building permits the share of market rent apartments may be reduced in favour of subsidised rent apartments which are not part of BUWOG's German development strategy.



# Stadtquartier Bergedorf

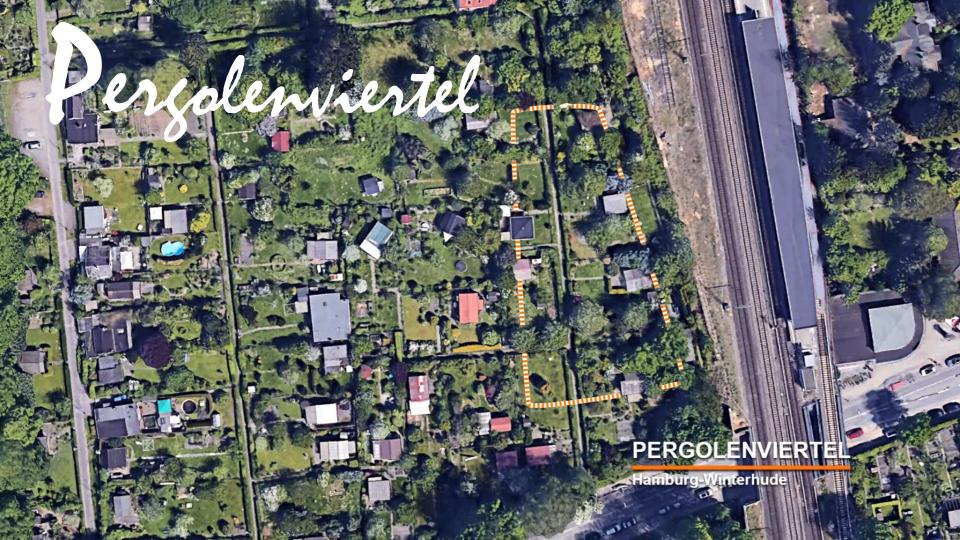
Strategy	To-Sell / To- Hold / Grundstücksverkauf
Construction start	H1 2020
Planned completion	H2 2022 - H1 2026
Sellable/Letable space	To Sell: 61.524 m <sup>2</sup> <u>To Hold: 13.157 m<sup>2</sup></u> Total: 74.681 m <sup>2</sup>
Units	To Sell: 693 To Hold: 219 Total: 912
Average sales price / sqm <sup>1</sup>	ca. 5.041 EUR/m²
Average rent per sqm	ca. 14,30 EUR/m²
Total investment volume	To Sell: EUR 287mn To Hold: EUR 57mn Landplot disposal: EUR 7mn Total: EUR 351mn







<sup>1</sup> excluding parking spaces



# Pergolenviertel Total project

Strategy	To- Hold
Construction start	H1 2019
Planned completion	H1 2021
Letable space	6.260 m <sup>2</sup>
Units	72
Average rent per sqm <sup>1</sup>	ca. 16,69 EUR/m²
Total investment volume	EUR 35mn







 $^{\scriptsize 1}$  excluding parking spaces

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**Development Hamburg** 

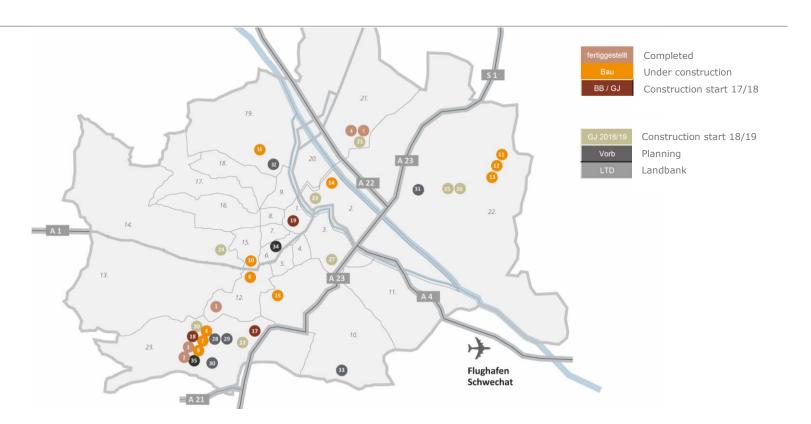
## **Development Vienna**

Sales and Marketing Strategy



# Project-pipeline Vienna





## VONOVIA



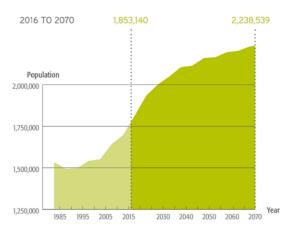
Property Tour Wien 2018

Drohnenflugvideo

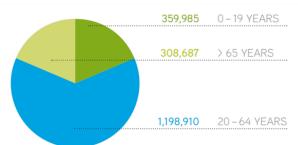
### Residential market Vienna

### VOUONIA

Demographic outlook for Vienna



Age profile of population as at January 1, 2017



- Population with slightly slower growth rate
  - Vienna continues to grow but slightly slower than over the past five years
- > Offer gap continues
  - > 2017: approx. + 22k inhabitants
  - Assuming an occupancy of approx. 2 persons/ household, this results in the requirement approx. 11k apartments/condominiums only for that particular year
  - Production is closing in on population growth
    - For the first time new construction is nearing population growth
    - > BUT: newly produced units do not necessarily satisfy huge demand (key: affordable housing)

Source: vienna residential market report 2018

### Residential market Vienna







Source: 2010-2016 - Statistik Austria, Note: 2017 is based on an estimation of EHL Immobilien

### Residential market Vienna



#### Forecast 2018

- Subsidised and non-subsidised residential construction do not cover the demand of the continuously growing population (offer gap + growth)
- Adaption of new residential space to demographic developments (e.g. growing number of single households requires smaller and in particular affordable residential units)
- In the city's new development areas significant price increases in land prices are visible

- Solid demand in all price segments → up to approx. EUR 4,500 EUR /sqm strong demand
- Expected increase of rents in 2018 by approx. 1.5%
- Strongly increasing construction costs put pressure on developers
- > Expected increase of residential sales prices in good/very good locations by 3.0% 3.5%
- > Expected increase of residential sales prices in average locations by 2.75% 3.0%

Source: 2010-2016 - Statistik Austria, Note: 2017 is based on an estimation of EHL Immobilien

# Development pipeline Vienna





Subsidized

apartments

35%



"Seestadt", Vienna



"Nordbahnhof", Vienna

65%

Pipeline split Vienna in number of units

Condominiums

Total no.

of units:

4,232

<sup>&</sup>lt;sup>1</sup> Investment volume excluding internally calculated cost of equity



# Skytower

## VONOVIA



# Pfarrwiesengasse 23



Strategy	To-Sell		
Construction start	H2 2015		
Planned completion	H1 2017		
Sellable space	10.127		
Units	85	5	
Average sales price per sqm	ca. 7.184 EUR/m²		
Total investment volume	EUR 67mn		



Amelie

Strategy	To-Sell
Construction start	H2 2017
Planned completion	H1 2019
Sellable space	13.880 m²
Units	137
Average sales price per sqm	ca. 4.187 EUR/m²
Total investment volume	EUR 37mn







### Nordbahnhof



Development Germany & Austria June 5, 2018



# SeeSee Total project



	SeeSee Living	SeeSee Home	SeeSee Tower	
Strategy	To Sell	To Sell	To Hold	
Construction start	H2 2017	H2 2015	H2 2017	
Planned completion	H1 2019	H2 2019	H2 2019	
Sellable/Letable space	7.613 m <sup>2</sup>	6.060 m <sup>2</sup>	6.845 m <sup>2</sup>	
Units	104	79	105	
Total investment volume	EUR 28mn	EUR 21mn	EUR 28mn	





## Rivus To Hold

# VONOVIA

	RIVUS III	RIVUS Quartus
Strategy	To Hold	To Sell / To Hold
Construction start	H2 2016	H2 2015
Planned completion	H2 2018	H2 2017
Sellable/Lettable space	12,114 m²	To Sell: 3,625 m <sup>2</sup> To Hold: 8,267 m <sup>2</sup> Total: 11,892 m <sup>2</sup>
Units	To Hold: 181 Total: 181	To Sell: 31 To Hold: 100 Total: 131
Total investment volume	To Hold: EUR 28mn	To Sell: EUR 8mn To Hold: EUR 19mn Total: EUR 27mn





## Rivus To Sell

# **VONOVIA**

	RIVUS I	RIVUS II	Commercial Project	Re-zoning
Strategy	To Sell	To Sell	To Sell/To Hold	To Sell/To Hold
Construction start	H2 2016	H2 2016	H1 2018	H1 2020
Planned completion	H1 2018	H2 2018	H1 2020	H1 2022
Sellable/Lettable space	4,865 m²	9,027 m²	11,983 m²	19,599 m²
Units	To Sell: 68 Total: 68	To Sell: 130 Total: 130	To Sell/To Hold: 2 Total: 2	To Sell/To Hold: 302 Total: 302
Total investment volume	To Sell: EUR 15mn	To Sell: EUR 27mn	To Sell/To Hold: EUR 43mn	To Sell/To Hold: EUR 64mn









### Agenda



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Development Vienna

### Sales and Marketing Strategy

### The Buwog brand as a factor of trust





www.residentialmarketvienna.at





# Annual publication of the "First Vienna Residential Market Report"

Established market report by expertise from BUWOG, which underscores BUWOG's expertise as a leading developer in Vienna. The report gets significant coverage in the media and is actively requested by customers.

### Awards strengthen confidence and enhance sales

### VOUONIA



Stärkste Marke Österreichs PROJEKTENTWICKLER WOHNBAU







Fürs Projekt Pfarrwiesengasse 23

#### Internationaler Preis für Buwog-Projekt

Das Edelprojekt in Wien-Dö- her überwältigende Verbling überzeugte auch die in- triebserfolg, dass wir bei ternationale Jury.

London, Applaus und den "European Property Award" gab es für Buwog-Geschäftsführer Andreas ten Team", sagte Holler Holler und sein Team für nach der Preisverleihung. das Projekt Pfarrwiesengasse 23

Die Wohnanlage, direkt am Strauß-Lanner-Park ge- ten und Journalisten verlegen, besticht mit mit gibt jährlich in Kooperatiihrem exklusiven Service- on mit der britischen Zeiangebot mit Fitness- und tung The Telegraph den Wellnessbereich, eigenem Preis und bewertet Kriteri-Weinkeller, Concierge- en wie Ausstattung, Lage, Service oder Hunde-Waschstation.

"Diese Anerkennt zeigt, genauso wie der





### Buwog-Projekt

Bei den jährlich stattfindenden European Property Awards in London wurde diese Woche das mehr-

> t Seesee in der Seedes Wohnbauträgers ei Kategorien ausgevohl das Gesamtpronternehmen errichtet 6 Wohnungen - als Architekt Podsedenite Wohnturm Seesee Kategorie Residential velopment und das nzept erhielten je-



Anzahl der Proiekte Platzierun

16

14

12

10

### mann und BUWOG-GF Andreas Holler mit den GBB Award für ERnteLAA Die BUWOG Group wurde für ein ten Nachhaltigkeits-Preises war auch

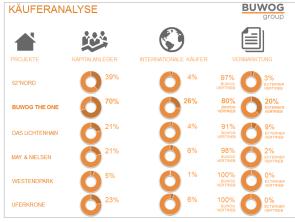
Blue Building Award ausgezeichnet. Philipp Kaufmann.

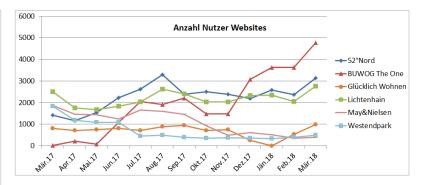
Pionierprojekt mit dem Green & Jurymitglied und ÖGNI-Präsident Beim BUWOG-Projekt ERnteLAA



### Buwog sales research





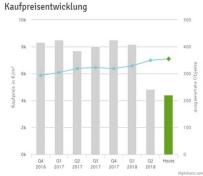


#### Markt Aufgrund der wachsenden Differenz zwischen Wohnungsnachfrage und Angebotsentwicklung steigen die Angebotsmieten und -kaufpreise kontinuierlich an. Im Umkreis von 1 km um den Standort liegen die Angebotspreise für Eigentumswohnungen in Neubauprojekten bei ca. 5.900 EUR/m². Die Preise für Eigentumswohnungen sind im Vergleich zum Q1 2016 um 14 % gestiegen. Vergleichsprojekte in der Umgebung zur Darstellung der erzielbaren Verkaufspreise: Adresse im Projec his BUWOG «THE ONE» Otto-Weidt-Platz 54 (240) 5.100.- EUR/m2 8.100.- EUR/m2 Groth Gruppe Am Hamburne platziert 5.800.- EUR/m2 8.800.- EUR/m2

(120)

4.400,- EUR/m2 6.000,- EUR/m2





Groth Gruppe,

# Buwog sales

### **VONOVIA**

# From the target group definition to the product



















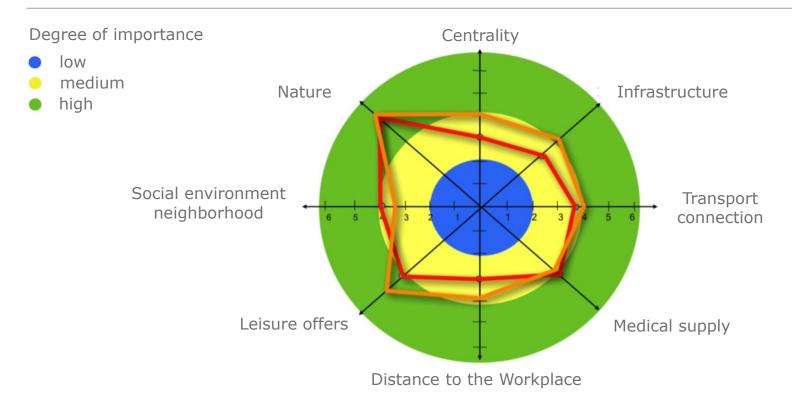






### Sales: Target group analysis





### Marketing channels

### **VONOVIA**



#### **Brochures**

O WOHNPROJEKT WIRD IM SOMMER FERTIG

#### Gleichenfeier am Wienfluss

steherin Gabriele Votava fand im Jänner die Gleichenfeier der Buwog für das statt. Direkt am Wienfluss gelegen, entstehen hier 144

mer sowie Balkon, Loggia, Terrasse oder Garten. Projekt "City Apartments" jekts erfolgt im Sommer in der Rechten Wienzeile 229 2018. Die künftigen Bewohner freuen sich bereits auf

frei finanzierte I wohnungen sow Aspern: BUWOG errichtet Abstellplätze. D Wohnbau "See See" wohnungen hab von 46 bis 107 r

jekt "See See" in der Seestadt Aspern setzten Donaustadt-Bezirksvorsteher Ernst Nevrivy, Daniel Riedl (BUWOG) und Gerhard Schuster (3420 Aspern Development). Insgesamt werden in der Janis-Joplin-Promenade 285 frei-finanzierte Eigentums- und Vorsorgewohnungen für Singles, Paare und Familien entstehen. Die Fertigstellung ist für Frühling 2019 geplant.





#### Penthouses im grünen Westend - jetzt Rohbaubesichtigung

Pentinouses im grunen westenda – jetzt Konnaulungs ist da. 2003

In an weisigen Weisel, in der mei Li 2004 ir imflier
der soweit Die vereite Weise
Merik 1987 in der mei Li 2004 ir imflier
der Stephan in der der

Advertorials



#### **Public Relations**

### Marketing channels





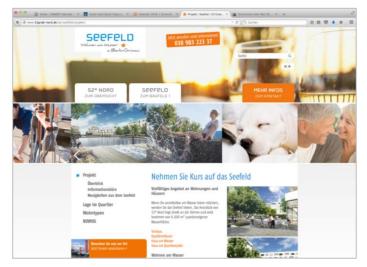
Umbrella brand - logo



# Seefeld Ankerviertel

Page 63

Sub-brand - logos



Microsite

### Marketing channels

### VONOVIA





Online Campaigns



Showroom Container-Branding



Flyer



Microsite







BUWOG

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