

ZKB - Swiss Real Estate Conference 2024



Nunzio Lo Chiatto
CEO



Agenda

- Financial and key figures
- Strategy and Business Model
- Investment focus and product overview
- Activities – Projects Highlights
- Our skills - your advantages
- Outlook for the coming years

Management



Nunzio Lo Chiatto



Dejan Dukov

Portfolio- and Asset Management



Sebastian Gyr



Charlotte Strub



Vilson Radi

Construction



Jonas Glanzmann



Kenny Messerli

Finance



Marc Vifian



Marina Kaufmann



Bedri Ajgeraj



Daniel Jovanov



Adelina Suter

Our RE Funds and Investment Foundation



J. SAFRA SARASIN



Nachhaltiges Schweizer Private Banking seit 1841

Financial and key figures

5.30

Rental default rate

in %
as of 30.06.2024

1'685.8

Total assets

in CHF million
as of 30.06.2024

3.25

Distribution yield

in %
as of 31.12.2023

75.17

EBIT margin

in %
as of 30.06.2024

0.57

TER_{REF} GAV

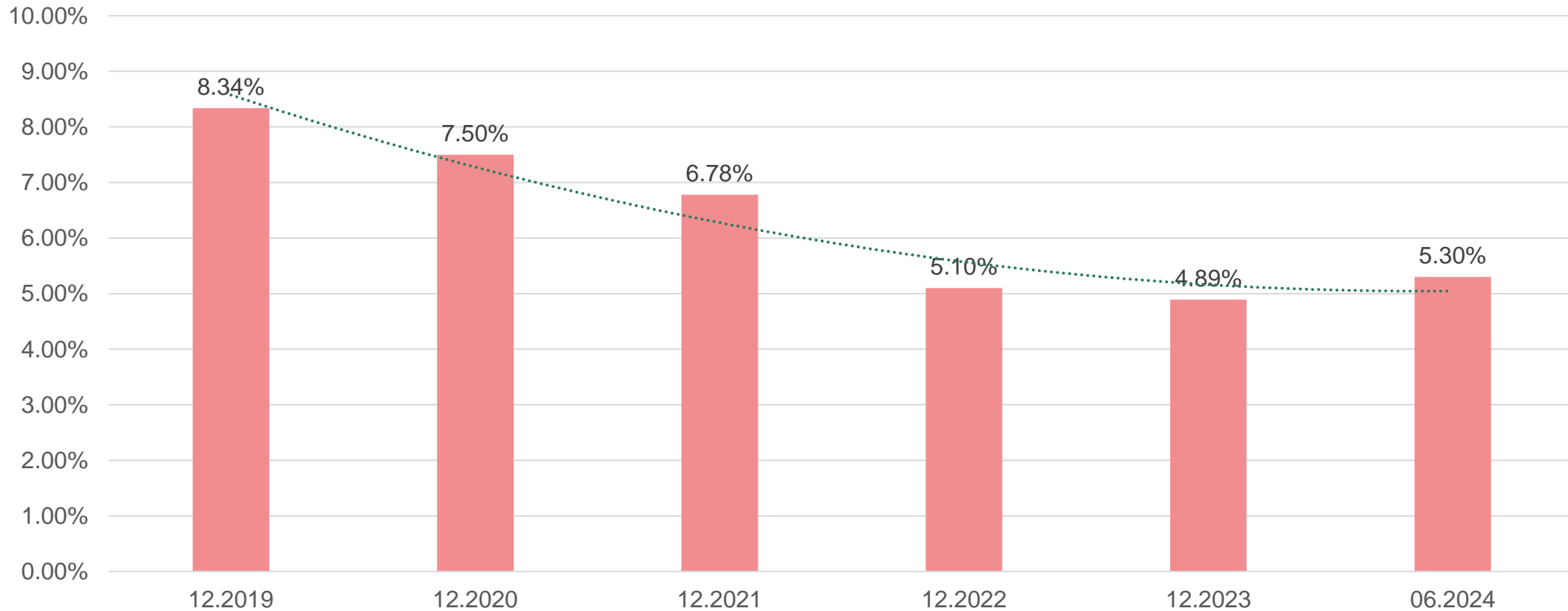
in %
as of 30.06.2024

7.13

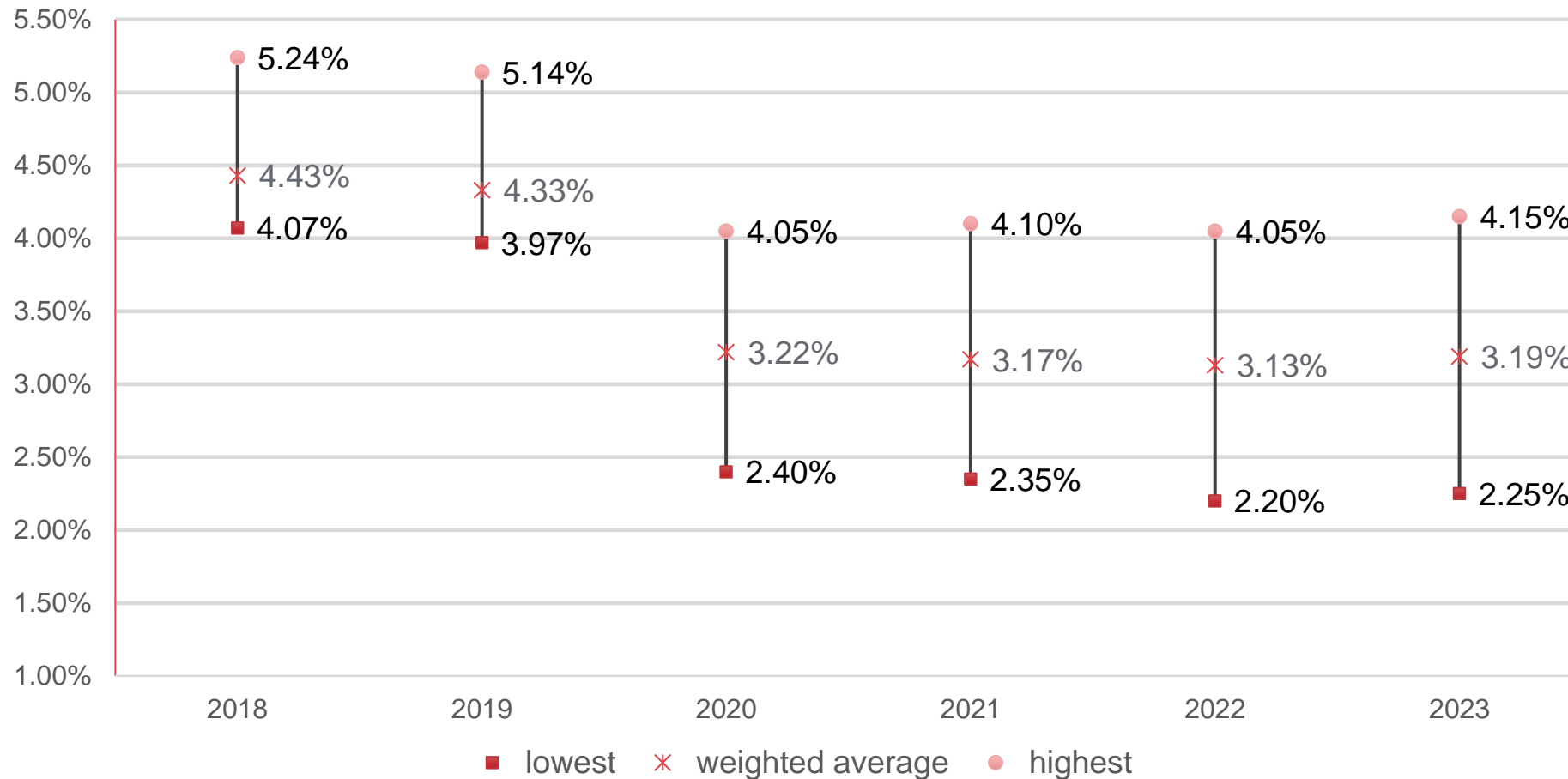
Performance

in % ytd
as of 30.06.2024

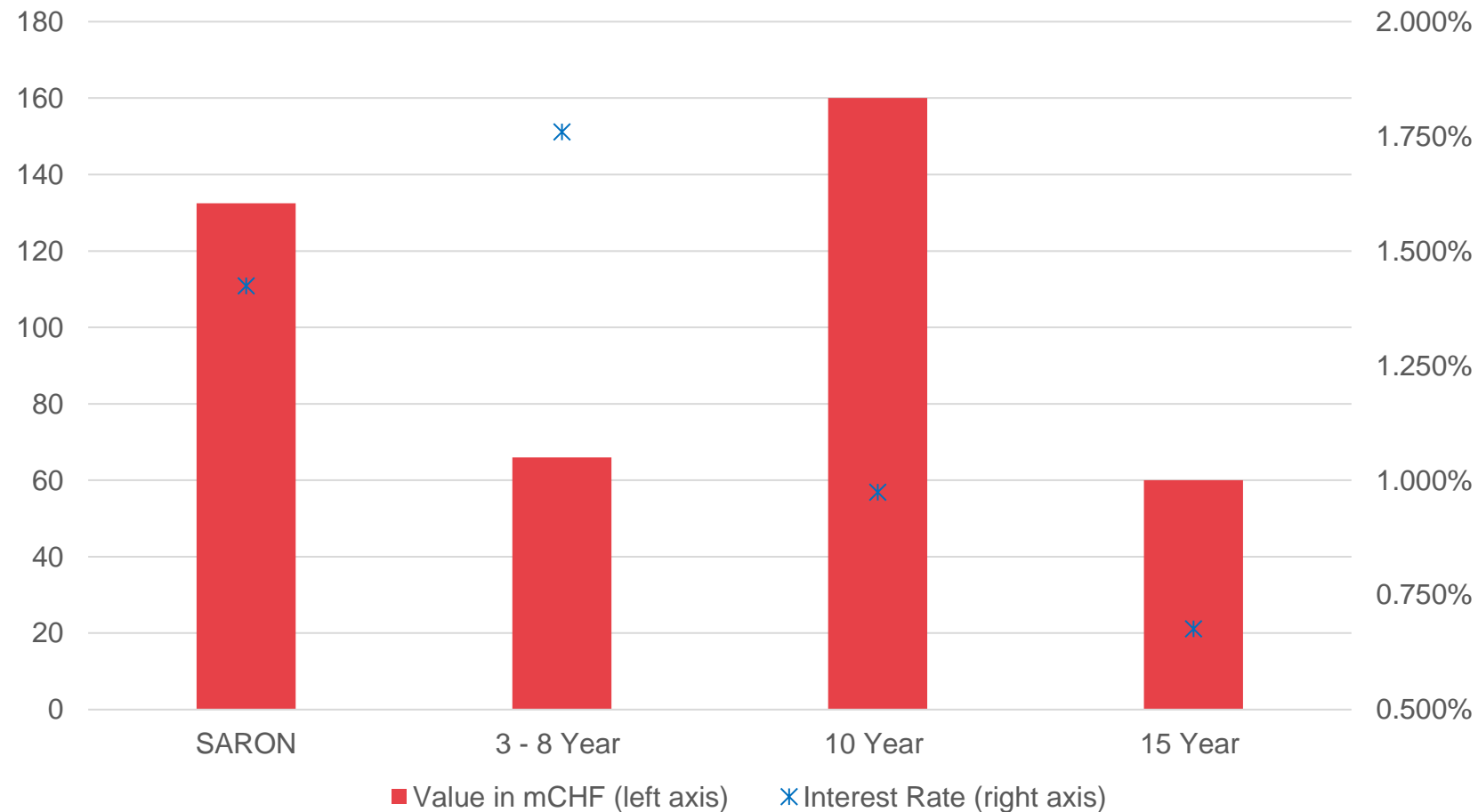
Development of rental default rate



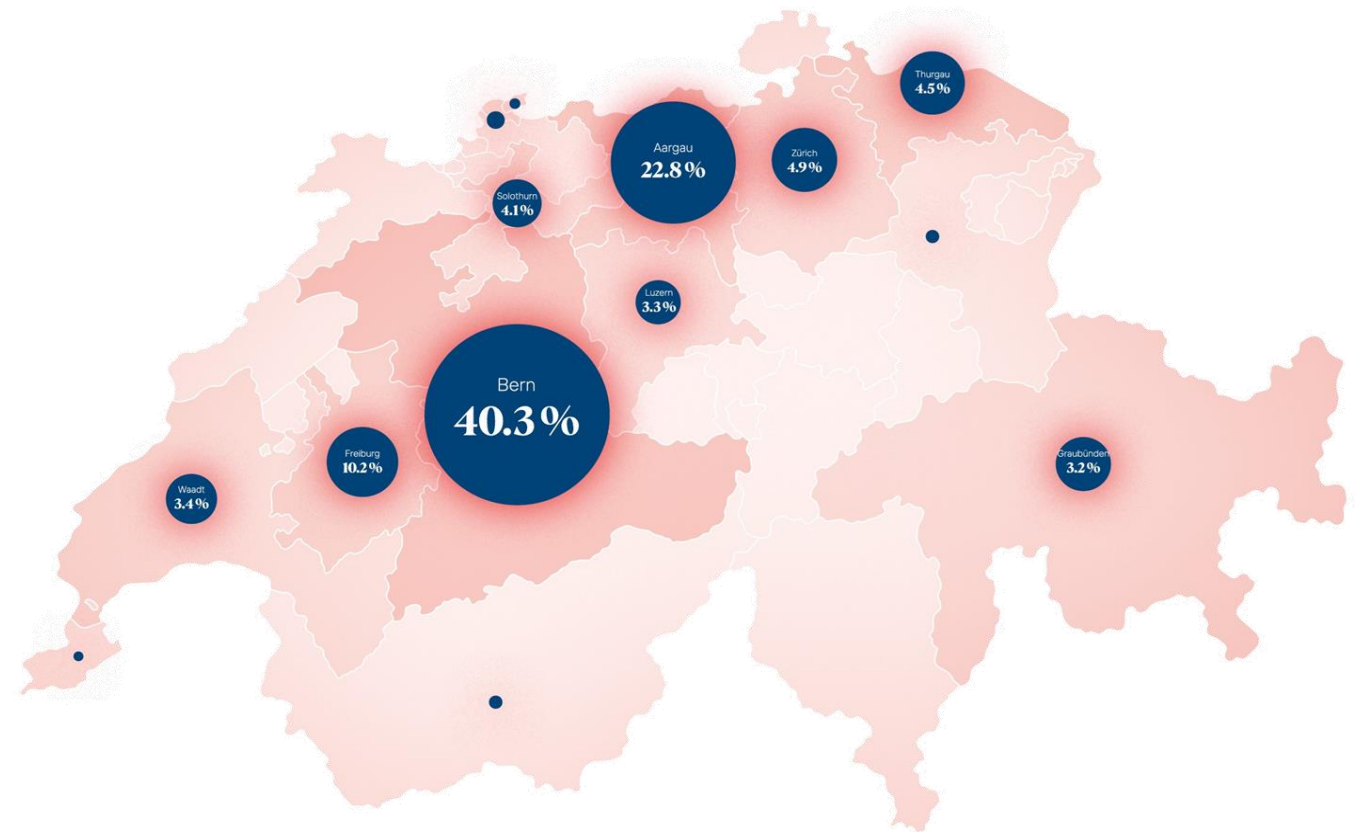
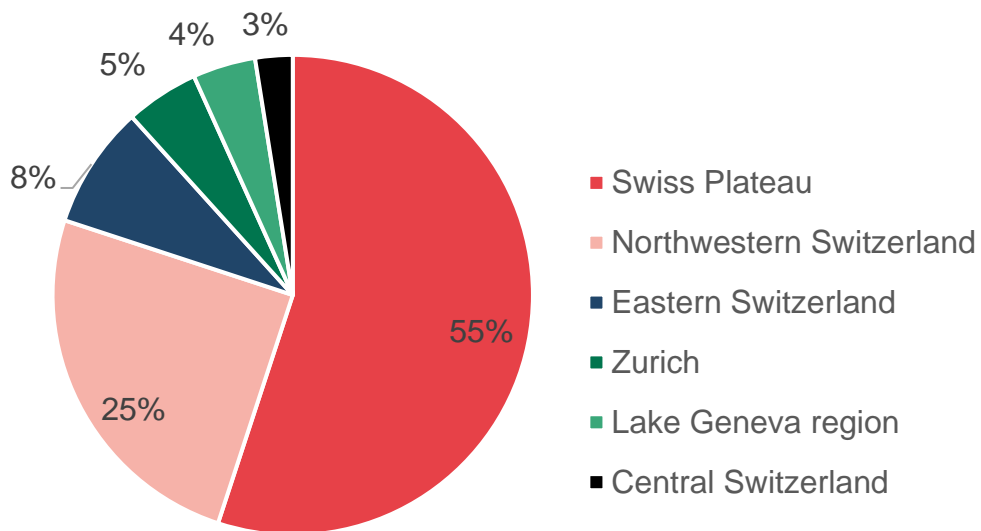
Average discount rate (change nominal to real from 2020)



Refinancing structure (in mCHF)

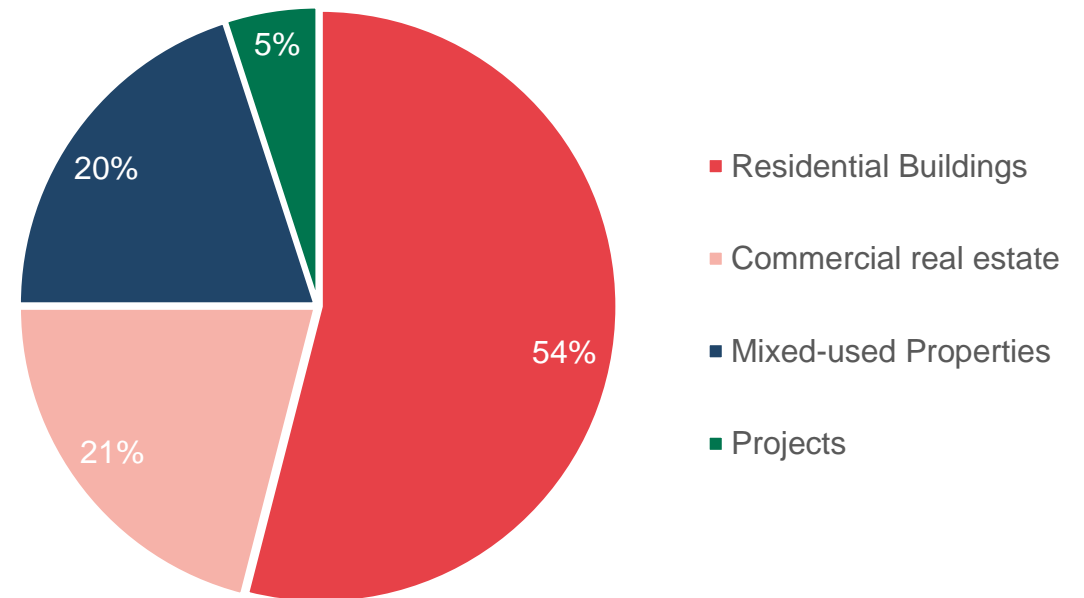


Allocation by region

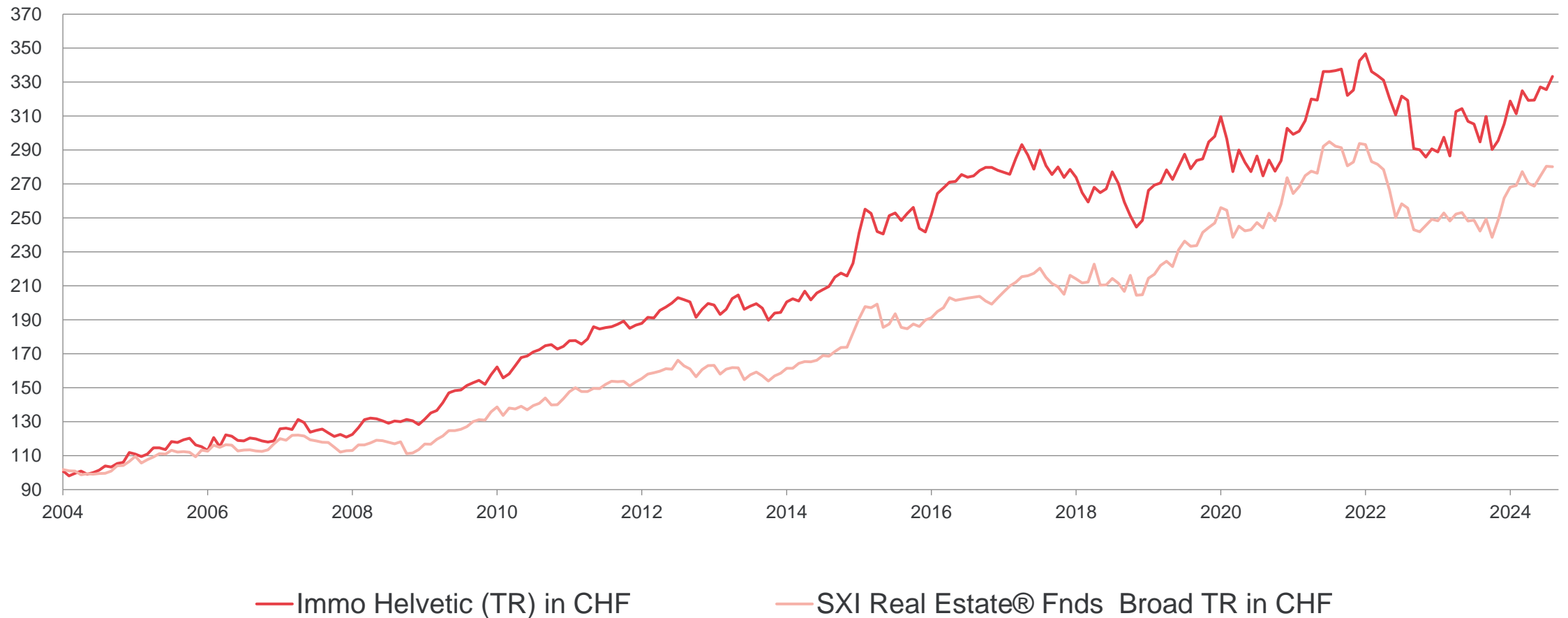


Allocation by usage

- Allocation by building type as of 2024
 - Residential buildings & mixes used properties 74%
 - Commercial buildings 21%
 - Projects 5%
- Outlook until 2030
 - realizing new projects in a volume of around 400 million
 - Proportion of residential buildings will be 81%



Performace since 2004

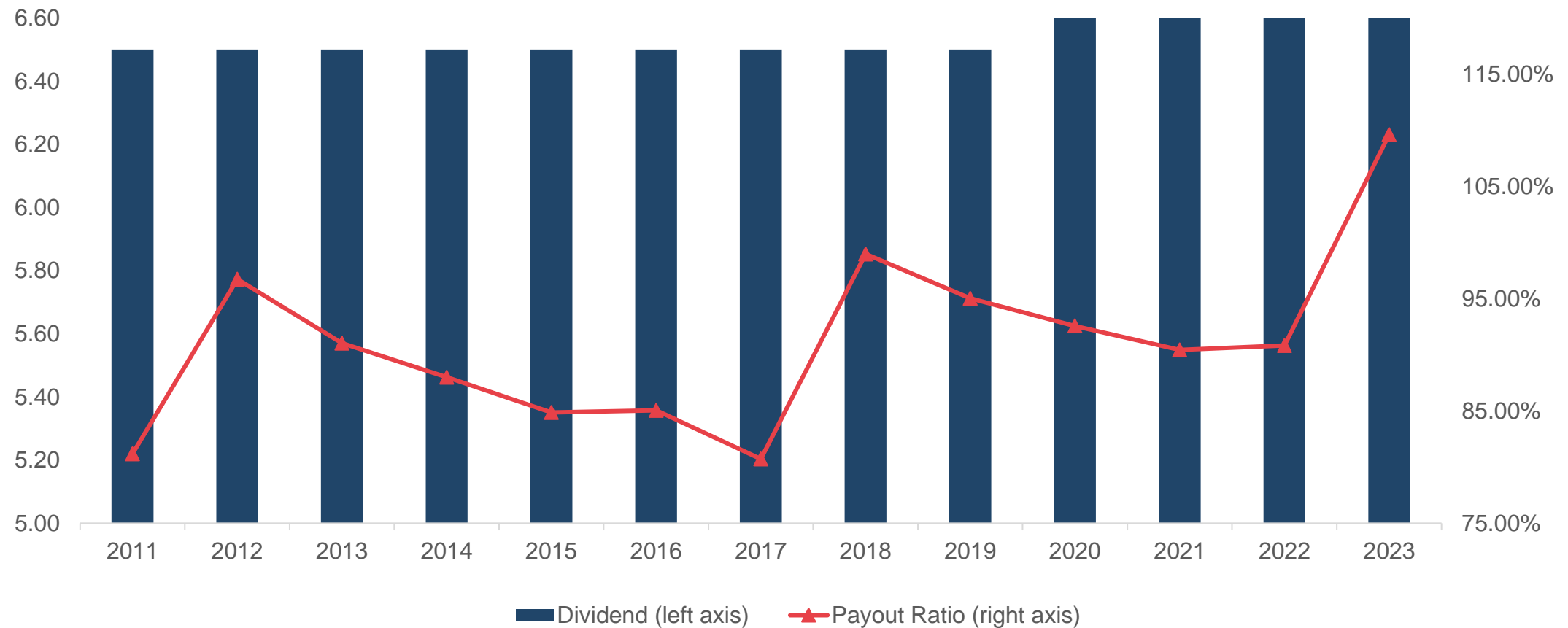


Like for Like comparison

(in CHF)	06.2023	06.2024	Change
Rental Income	32'817	33'646	+ 2.53%
Cost of vacancy	1'481	1'825	
Net rental income	31'336	31'822	+ 1.55%



Dividend / Payout Ratio



Strategy and Business Model

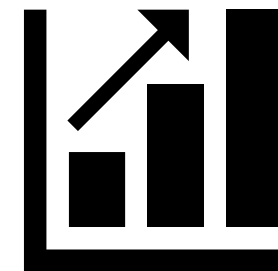
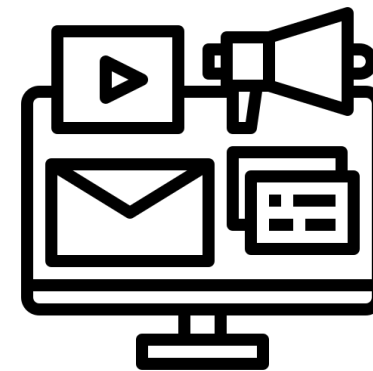
Development of new construction projects

Renovation to existing buildings with focus on

- reduction of energy consumption
- adapting flats to tenants' needs

Sale of the least attractive properties

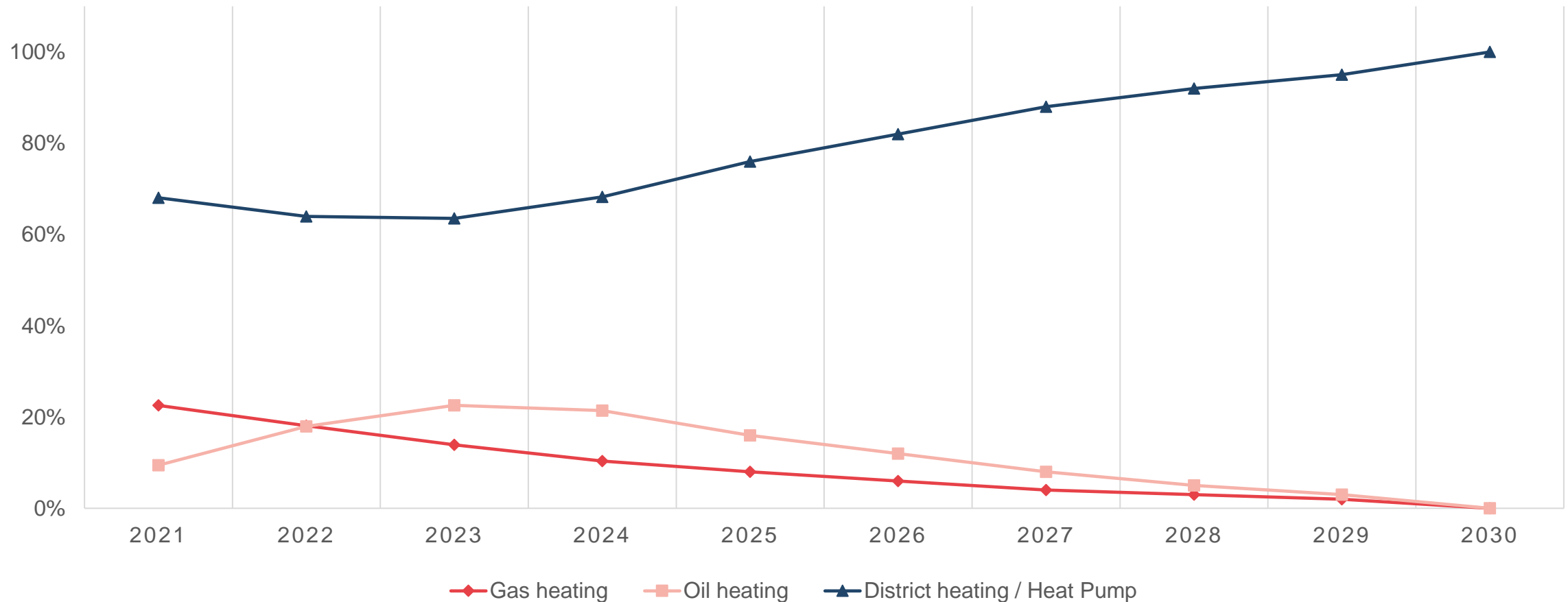
Our skills for the value chain



Advantages of the chosen strategy

- new modern portfolio
- ongoing adaptations to technical progress
- recognise the needs of tenants proactively
- lower risk regarding environmental influences
- continuous learning on the job

Energy policy up to 2030

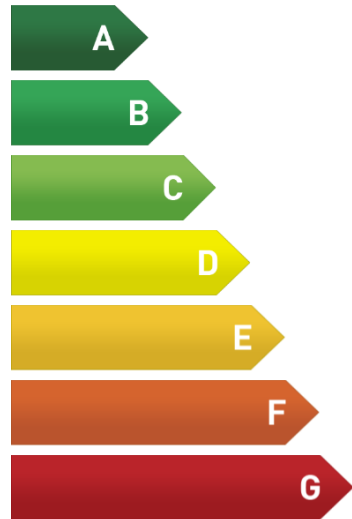


GEAK - Swiss cantonal energy certificate for buildings

Classification Portfolio

Bewertung

sehr energieeffizient



wenig energieeffizient

Effizienz Gebäudehülle Effizienz Gesamtenergie



Overview of GEAK A to G

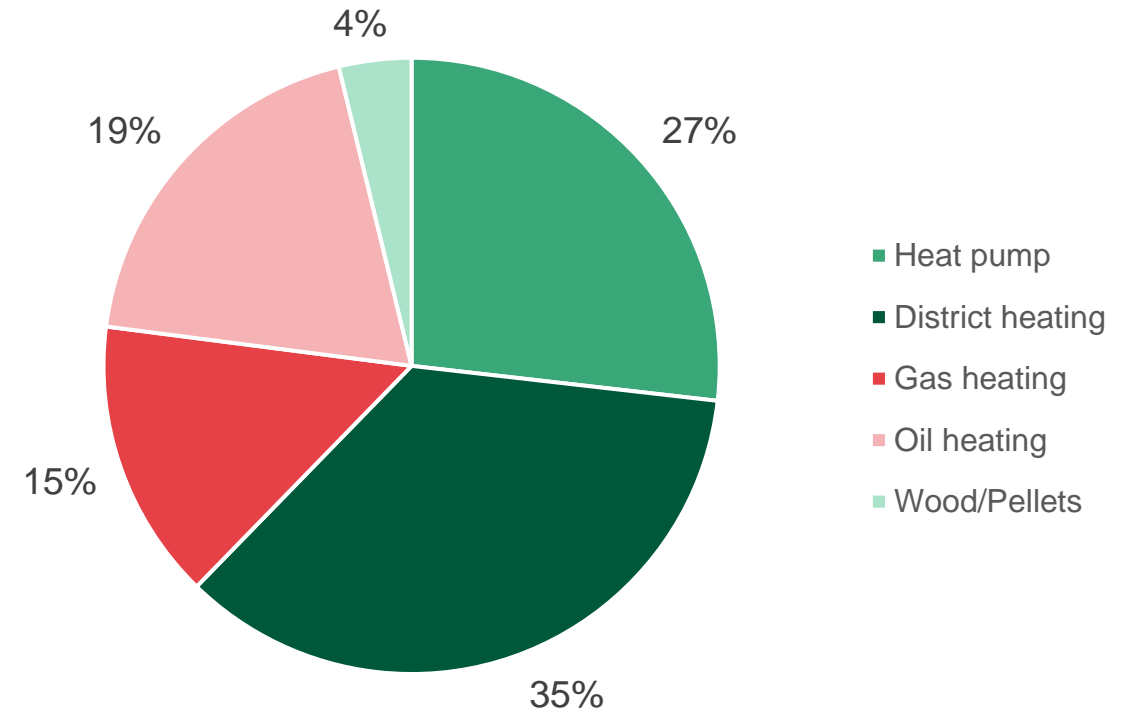
A	Outstanding thermal insulation and high-efficiency building technology
B	Thermal building envelope and building technology to new-build standard
C	Old building with comprehensively renewed building envelope and comprehensive building technology
D	Comprehensively insulated old building with thermal bridges and renovated for the most part
E	Old building with improved thermal insulation and partial renovation
F	Partially insulated construction with individual new components
G	Old, uninsulated building with obsolete building technology



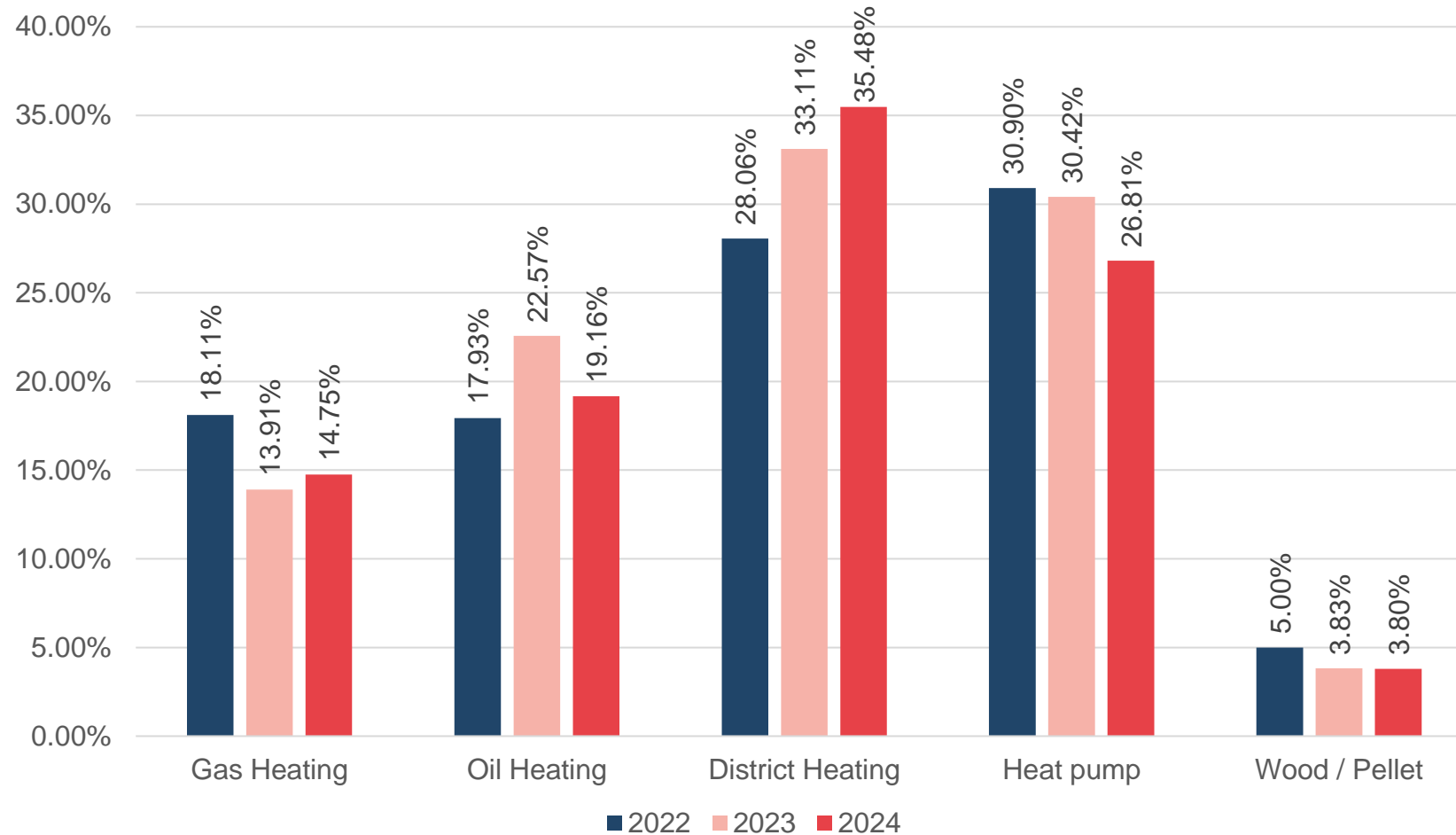
Modernization of the energy sources

- Energy source

- 66% of the energy reference areas are powered by renewable energy sources
- There are 49 fossil energy sources in total remaining (56 previous year)
- All remaining fossil energy sources are "easily" replaceable



Allocation of the energy sources



Sustainable key figures 2024 (2023)

16.51
(17.22)

CO₂ kg/m²a
Scope 1 & 2

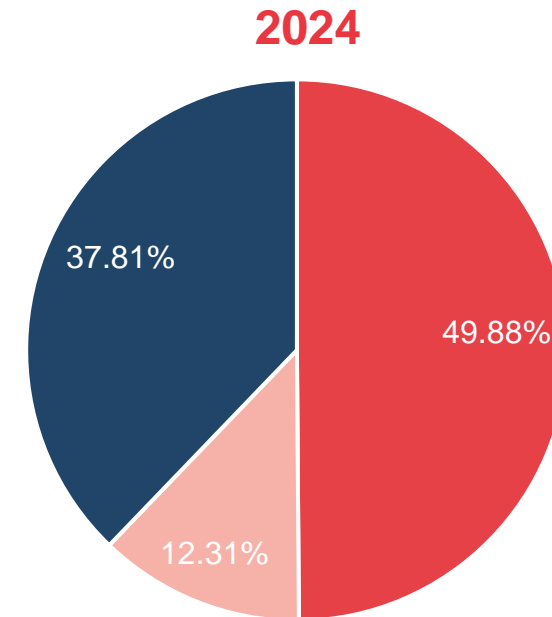
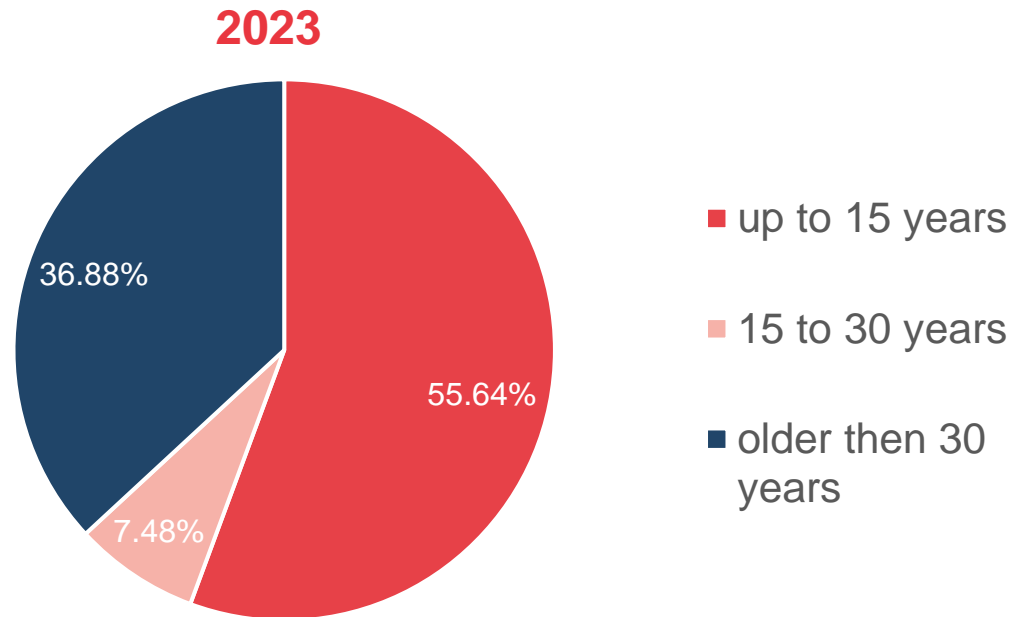
39.90
(39.99)

kWh/(m²a)
Energy building envelope

113.24
(114.71)

kWh/(m²a)
Total Energy

Age of the properties



Guideline for our new buildings

Facts

- Materialization in ownership standards
- Modern architectural language
- High quality facade
- Combination of rural and urban elements
- Heat pump in combination with photovoltaic system
- Electric charging stations with Mobility concept
- Central own self-consumption community

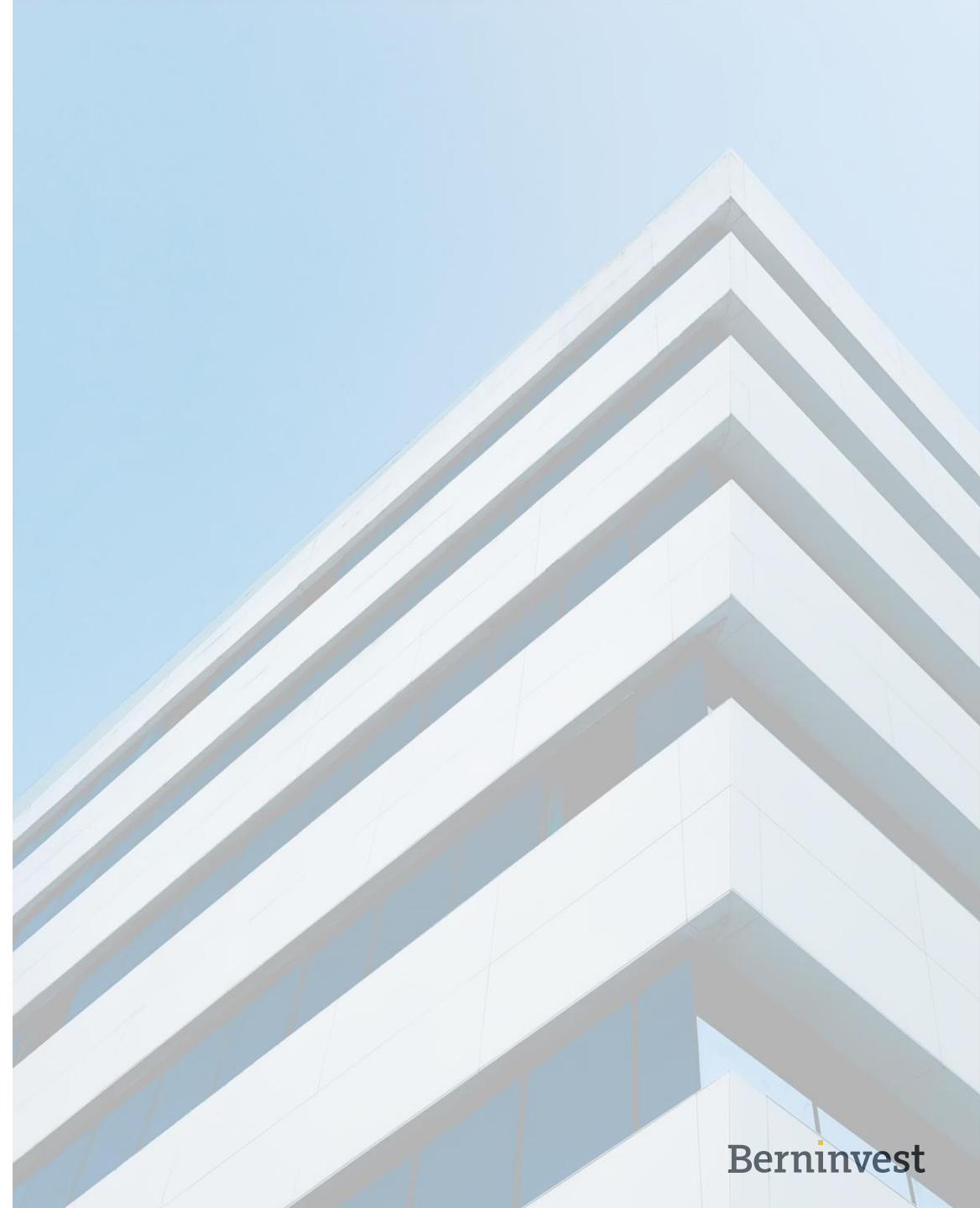


Projects Highlights our pipeline

Reiden LU	100 % Residential	CHF	60 Mio.
Marly FR	100 % Residential	CHF	45 Mio.
Lenzburg AG	95 % Residential	CHF	150 Mio.
Bulle FR	100 % Residential	CHF	108 Mio.
Erlach BE	100 % Residential	CHF	30 Mio.

Total Project pipeline of around CHF 400 Mio.

Refurbishment of existing buildings		CHF	50 Mio.
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Reiden (LU)

Apartments	100
Volume	CHF 60 Mio.
Rental income	CHF 2.1 Mio.
Construction	2023-2026
start of rent	End 2025



Marly (FR)

Apartments	86
Volume	CHF 48 mio.
Rental income	CHF 1.9 mio.
Construction	2026-2029
start of rent	End 2028



Lenzburg (AG)

Volume CHF 150 mio.

Rental income CHF 6.1 mio.

Construction 2026-2033

Commercial/office 1'000 m²



Bulle (FR)

Apartments	198
Volume	CHF 108 mio.
Rental income	CHF 4.01 mio.
Construction	2025 – 2031
Start of rent	2028



Erlach (BE)

Apartments	55
Volume	CHF 28 mio.
Rental income	CHF 1.1 mio.
Construction	2025 – 2028
Start of rent	2027



Innovations Center Kaiseraugst (AG)

Commercial	10'000 m²
Volume	CHF 110 mio.
Rental period	2 x 20 years
Construction	2021 – 2024
Start of rent	01.12.2023



Outlook for the coming years

- Demand for new apartments remains high
- Low interest rates support
- Longer deadlines for building permits
- Home office influences locations
- Regulation continues and increases the cost of housing production

Reasons for the Immo Helvetic

- Modern portfolio - mainly flats (> 80 %)
- self-developed unique tailored “homemade” investments
- Entrepreneurial management team with a strong track record
- Solid balance sheet structure
- filled project pipeline

More than 65 years experience

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