

ZIF Immobilien Direkt Schweiz

ZKB Swiss Real Estate Conference | November 5, 2024

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Zurich bringt Immobilien-Perlen auf den Markt
Kategorie: Advertorial Donnerstag, 01. November 2018 06:28



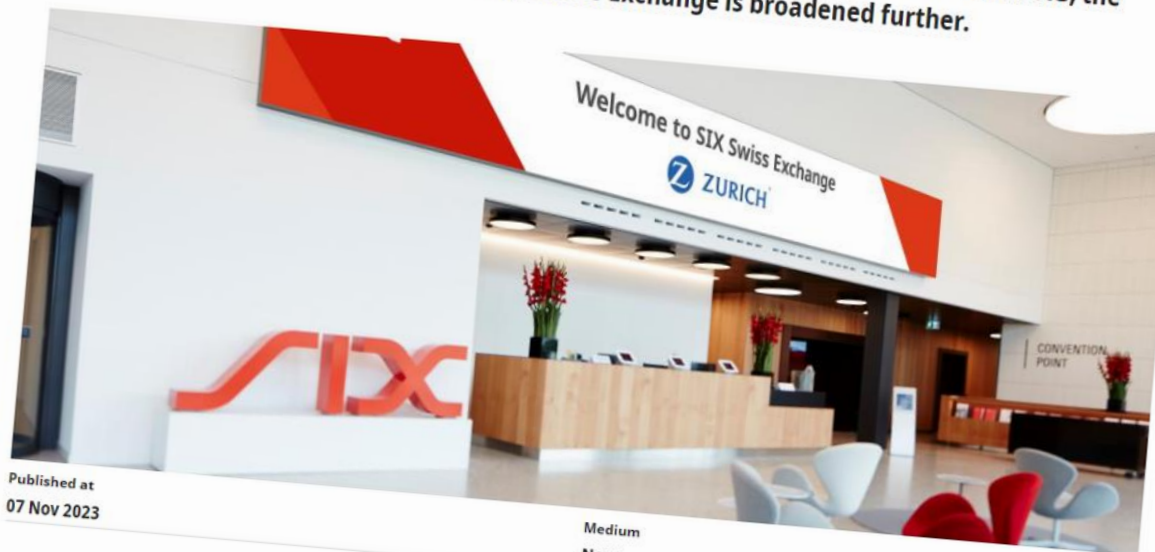
Zurich lanciert einen Fonds mit erstklassigen Immobilien an Schweizer Toplagen. Qualifizierte Anleger erhalten so eine einmalige Chance, sich im grossen Umfang an Rendite-Objekten zu beteiligen.

Wer in Schweizer Immobilien investieren möchte, steht vor einem Dilemma: Obwohl nach wie vor Wohn- und Geschäftshäuser auf den Markt kommen, befinden sich diese meist am falschen Ort. In peripheren Lagen, wo Entwickler und Bauunternehmen in den letzten Jahren viel bauten, nimmt die Mietnachfrage deutlich ab.

Die Leerbestände haben stark zugenommen und liegen laut aktuellen Studien so hoch wie seit 20 Jahren nicht mehr. In den Städten hingegen – wo die Mietnachfrage nach wie vor gross ist – können nur wenige Projekte lanciert und damit die dortige Nachfrage nicht gedeckt werden.

New Fund Issuer at SIX Swiss Exchange: Zurich Invest AG

With today's listing of the ZIF Immobilien Direkt Schweiz by new issuer Zurich Invest AG, the choice of real estate funds tradable at SIX Swiss Exchange is broadened further.



Published at
07 Nov 2023

Medium
News

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Zurich Invest Ltd

Organization and Products



Zurich Invest presents itself

Fully owned subsidiary of Zurich Insurance Company Ltd



43bn

Customer assets

(incl. 23bn of Zurich investment foundation)



130+

Specialists

Local and on-site
Zurich and Lausanne



12bn

Assets under management

Real Estate Switzerland



250+

Swiss investors

Institutional customers



>25 years

Many years of experience

Strong in institutional asset management



35+



Real estate experts

Specialists with many years of experience



Real Estate Switzerland

approx. CHF 12.3 billion assets under management

	Manager		Vessel/Customer	Assets under management
Third-party customers		Zurich Invest Ltd	<ul style="list-style-type: none"> • ZIF Immobilien Direkt Schweiz • Zurich Investment Foundation <ul style="list-style-type: none"> – Switzerland Residential (ZAST Immo W) – Switzerland Commercial (ZAST Immo G) – Switzerland Traditional (ZAST Immo T) – Living for the elderly (ZAST Wohnen im Alter) 	<ul style="list-style-type: none"> • CHF 1.4 billion • CHF 5.4 billion
Zurich's balance sheet portfolio		Zurich Invest Ltd	<ul style="list-style-type: none"> • Zurich Life Insurance Company Ltd • Zurich Insurance Company Ltd 	<ul style="list-style-type: none"> • CHF 5.5 billion

Focus on residential use

82%



of income from residential use



Only 2/62

properties with commercial use only

Real estate in a prime location



Concentration on major cities

80%

of real estate in Zurich, Vaud and Geneva

Financials



CHF

1.4 billion

total assets under management

Low vacancy rate

2.2%



Strategy



Ongoing development projects to exploit the potential of the portfolio



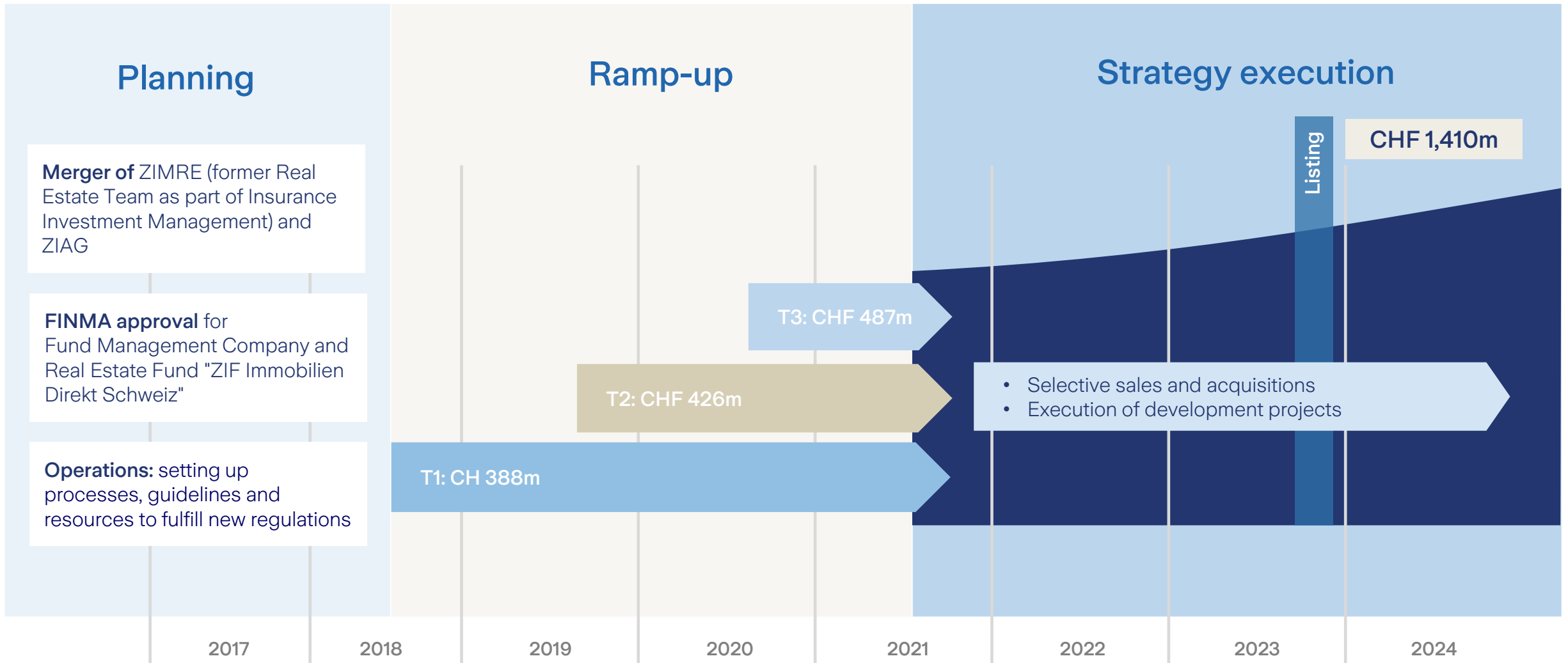
Stock exchange listing as planned in November 2023

Fund Strategy

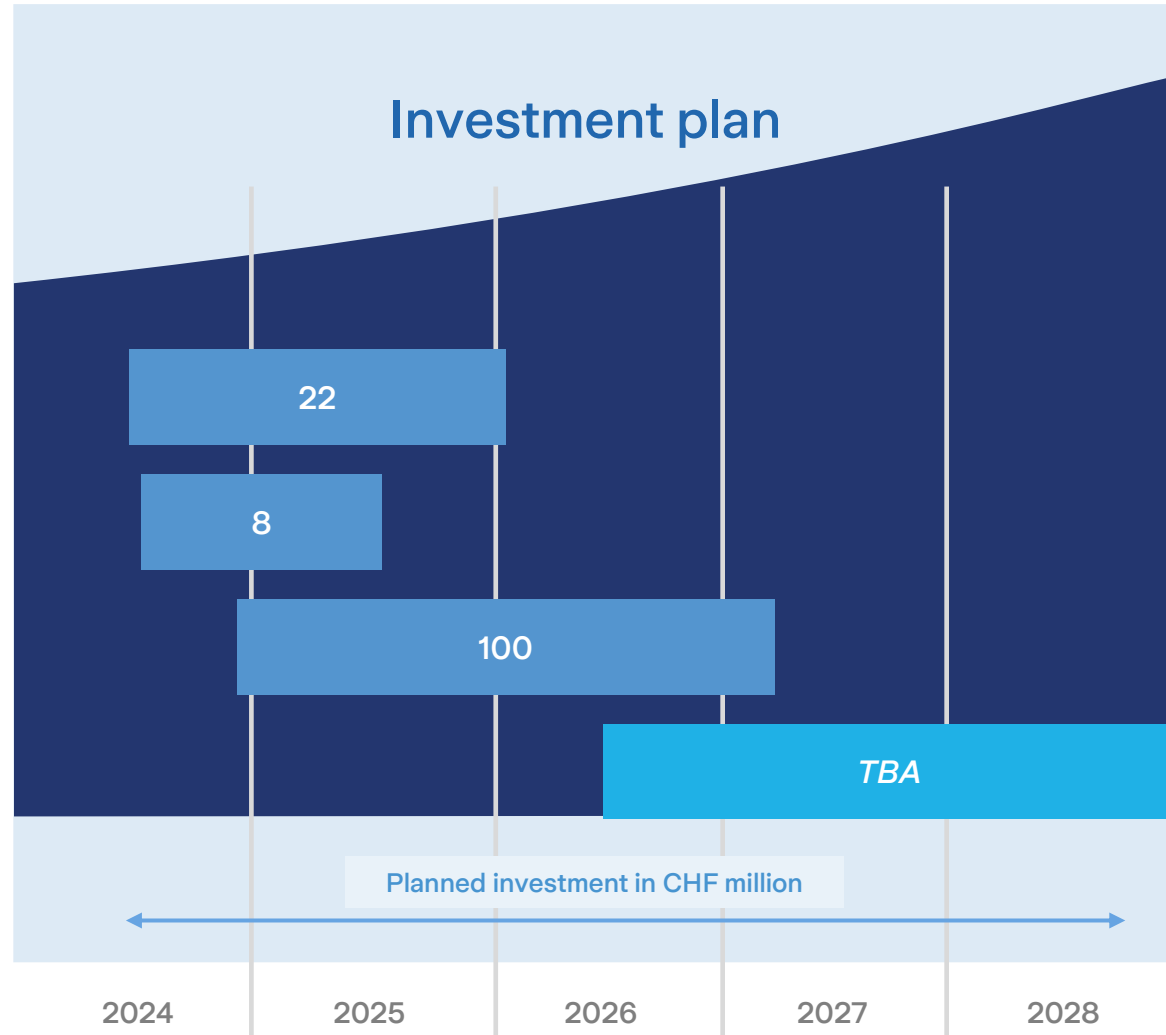
Carve-out, Listing and Growth



Three pre-defined tranches with a total of 62 assets were sold from the Zurich Life balance sheet to the fund



Attractive development pipeline to exploit rental and space potential



Project	Rent level before refurbishment in CHF million	Return on Capex	Status
Avenue de Beau-Séjour , Geneva (residential)	0.8	4%	Completion as of June 2023
Baarerstrasse , Zug (mixed use)	1.2	>5%	Start of construction July 2024
Liebenauweg , Lucerne (residential)	0.3	>4%	Start of construction July 2024
Glattwiesenstrasse , Zurich (residential)	2.1	>4%	Start of construction October 2024
Zurich region (2x residential)	TBA	TBA	<i>Project planning</i>

Opportunities



Clear growth path with three tranches – predictability and transparency for the investor

1.4 billion

Diversified portfolio with critical size of 1.4 billion after completion of the ramp-up phase



Easy/efficient access for investors to a diversified portfolio with excellent locations



Properties are known to the organization, no changes in operational management

Challenges



Portfolio with potential, but without ongoing projects – pipeline had to be built up



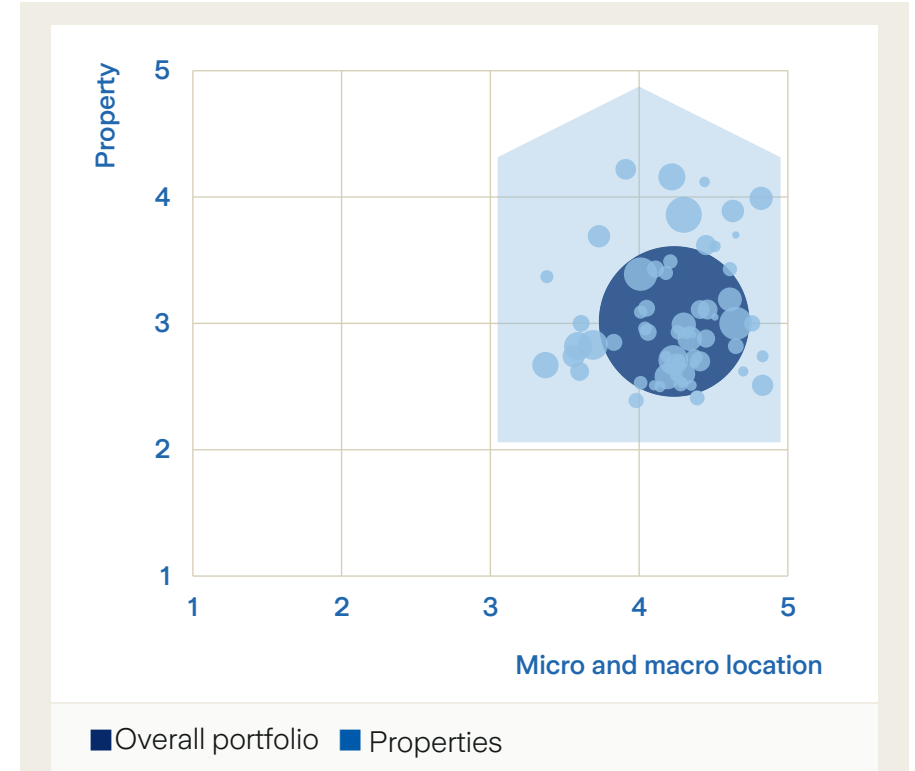
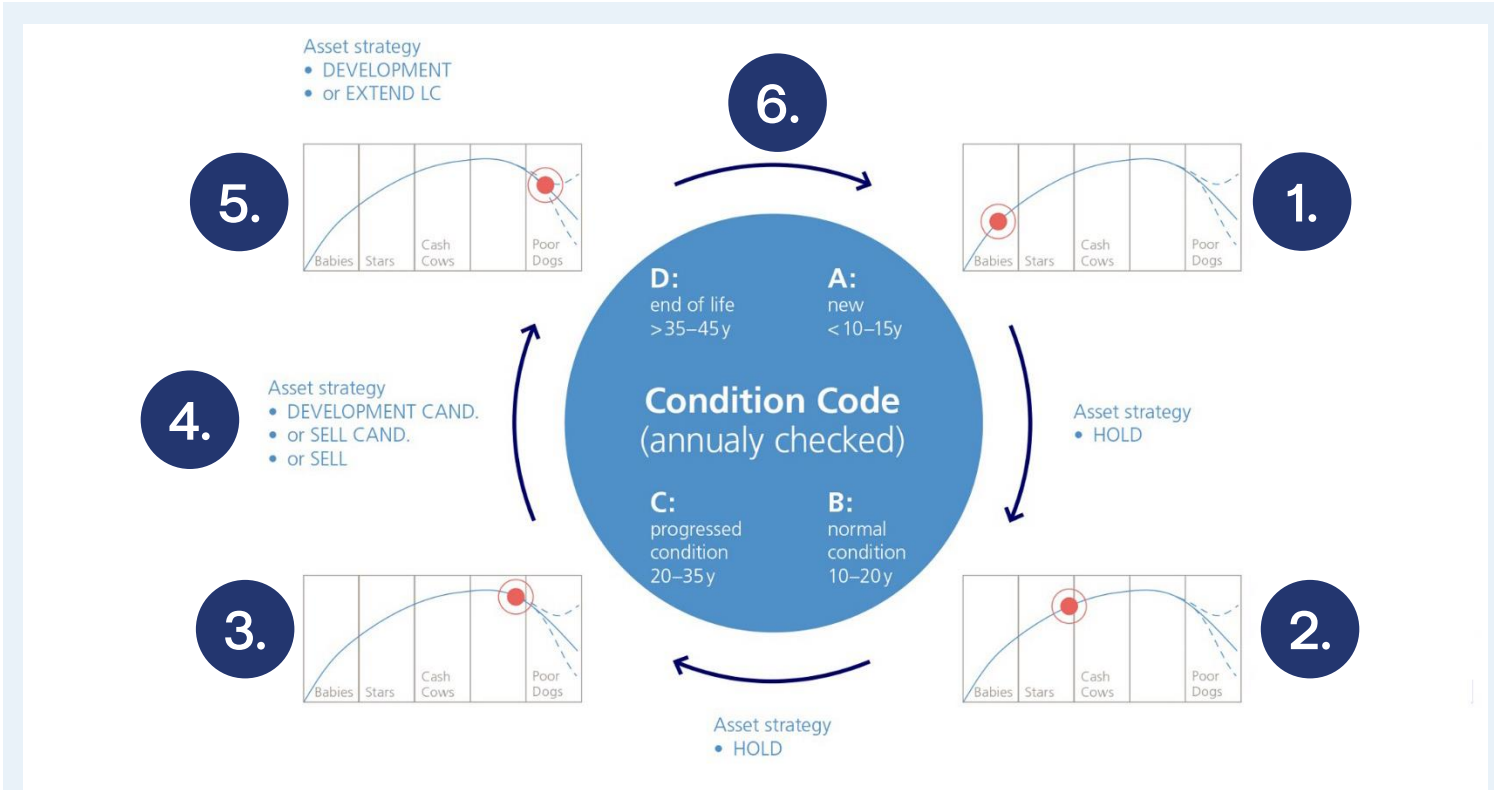
Progress in the area of ESG delayed



More stringent reporting and regulatory requirements, including clear guidelines for purchase price determination and approvals



Adjustments in the organization with a focus on external customers



- Life cycle described in detail
- 1. Price Skimming
 - 2. Return Optimization (normal condition)
 - 3. Return Optimization (progressed condition)
 - 4. Quick Check: Market potential?
 - 5. Business Case: Sell or develop?
 - 6. Development & Going Market (2 – 5 years or more)



ESG Integration

Examples of Redevelopment Projects



ESG factors are integrated into the investment process

Key ESG topics

Objectives as per fund contract



Environment

- Heat generation based on renewable energies
- Operational optimizations
- Installation of automated energy consumption recording
- Installation of photovoltaic systems
- Installation of systems for the use of e-mobility



Social

- Tenant surveys
- Consideration of tenant interests
- Creation of attractive home, working and living space



Governance

- Transparent and periodic reporting

Progress monitoring, regular reviews

Increasing density by adding stories in a preferred residential location



Residential property in Lucerne

Liebenaueweg 6 and 8



Key facts

Market value:	CHF 7.0 million
Investment:	approx. CHF 8 million
Return on Capex:	>4%
Project execution:	2024-2025

Project description

Schedule

Construction started on July 1, 2024, with a construction period of 11 months (total contractor model)

Potential

Increase in rental space by around 400 m² through addition of stories



Implementation of ESG strategy

- Density increase by adding stories (timber structure) and reduced use of materials by preserving the primary structure (gray emissions)
- Air/water heat pump
- Photovoltaic system and e-mobility



Exploiting potential through inner-city redensification

Residential property in Zurich

Glatt-/Grosswiesenstrasse



Before



After



Key facts

Market value:	CHF 81.7 million
Investment:	approx. CHF 100 million
Return on Capex:	>4%
Project execution:	2024-2027

Project description

Schedule

Construction started on October 1, 2024, with a construction period of approx. 30 months (total contractor model)

Potential

Doubling of rental space (number of apartments increases from 152 to 255) through redensification

Implementation of ESG strategy

- SNBS Gold certificate
- High-quality outdoor space with a high level of biodiversity
- Communal space, meeting zones and a broad mix of apartments
- Construction of a wooden façade and interior walls in lightweight construction
- Geothermal probe heat pump incl. free cooling
- Photovoltaic system and e-mobility



Key takeaways

ZIF Immobilien Direkt Schweiz



Launch

- Transparent 5-year plan with ramp-up phase, growth and stock exchange listing



Strategy

- Focus of the strategy on exploiting rental and space potential
- Development projects as an important contributor for achieving ESG objectives



Team

- In-house know-how to manage the entire life cycle of a property

More about "ZIF Immobilien Direkt Schweiz"
at zurichinvest.ch

Thank you

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