

HIAG

ZKB Swiss Real Estate Conference

HIAG Immobilien Holding AG

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CEO

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Key Highlights Half-Year Results 2024

Strong reporting period with further development progress



Net income
CHFm 36.2
(+63.5%)

Revaluation
CHFm +11.6



Property income
CHFm 37.1
(+5.3%)

Vacancy rate
from 4.0% to 3.5%



Net profit from
sale of
condominiums
CHFm 11.1
(H1 23: CHFm 5.3)



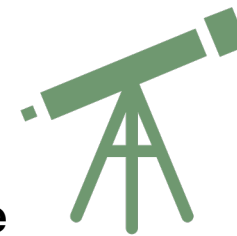
High equity ratio
53.6%

Low LTV (net)
39.5%



Financing security

CHFm 500
committed credit line

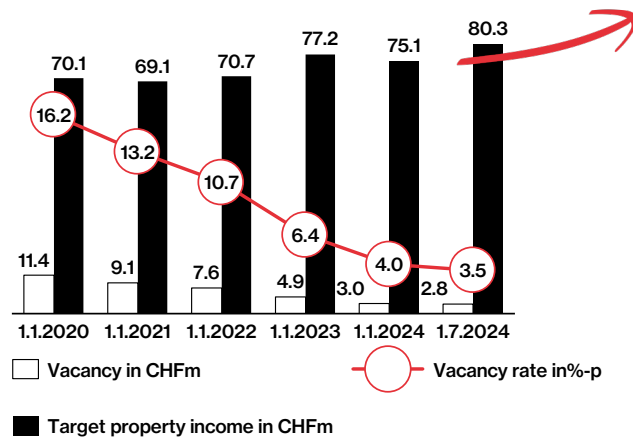


Good results
and
promising outlook

Portfolio-/ Asset Management

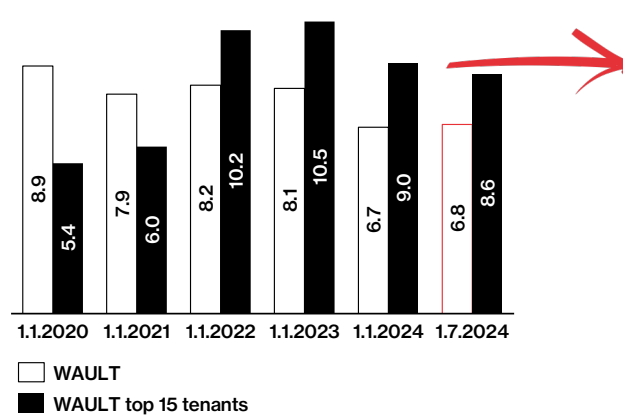
Growing earnings with stable key indicators expected

Property income / Vacancy



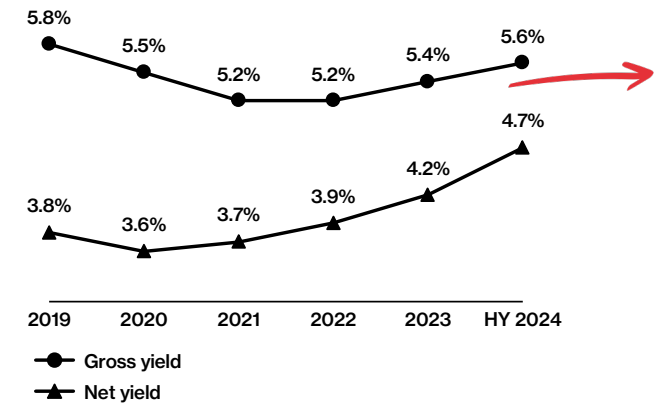
- Increase rental income
 - Completion development projects under construction
 - Re-letting on higher rental levels
 - CPI / RIR adjustments
- Stable structural vacancy rate
 - Active Asset and Property Management supported by commercialisation team

WAULT



- Remaining WAULT at high level
 - Proactive re-letting
 - Switch unlimited to fixed-term leases
 - Completion development projects with long term tenants

Yields



- Net yield improvements
 - Reduction uncovered heating/ancillary costs through lower vacancy
 - Triple net lease contracts
 - Insourcing external property management services
 - Energy cost savings measures

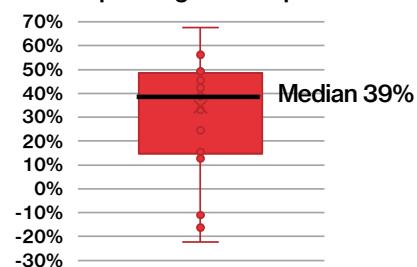
Site Development

Profitable business segment with impressive track-record

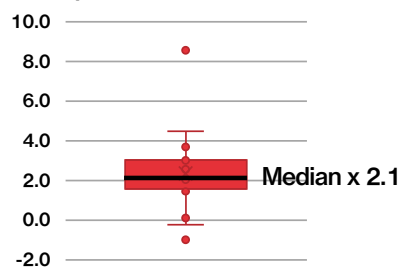
Projects completed in H1 2024 / developments since 2014

Project In CHFm	Segment	Acqui- sition	Constr. start	Constr. completion	Land value bef. develop.	Market Value after compl.	Capex	Land value after develop.	Develop. gain	Develop. gain to Capex	Multiple land value	IRR p.a. since acquisition to completion				
												0%	5%	10%	15%	20%
Biberist, Papieri «Librec»	Commercial	2012	2022	2023	3.0	14.7	10.4	4.3	1.3	13%	x 1.4	14%				
Windisch, «Kesselhaus»	Resid./com.	2009	2022	2024	0.4	13.9	10.9	3.0	2.6	24%	x 8.6	9%				
Cham, Chama 1 st stage Yielding	Resid./com.	2014	2022	2024	19.5	114.0	64.0	50.0	30.5	48%	x 2.6	13%				
Cham, Chama 1 st stage «Columbus»	Condominium	2014	2022	2024	16.2	103.6	40.3	63.3	47.1	117%	x 3.9	19%				
Total developments completed in H1 2024					39.1	246.2	125.5	120.6	81.5	65%	x 3.1	15%				
Other (Σ 15)	diverse	2010- 2018	2013- 2019	2017- 2022	120.8	591.7	346.5	245.2	124.4	36%	x 2.0	15%				

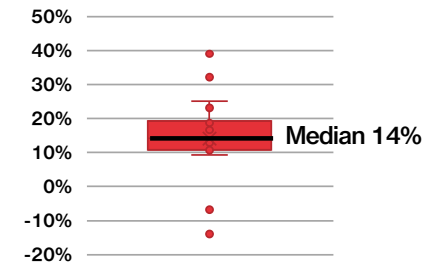
«Development gain to Capex»



«Multiple land value»



«IRR p.a. since acquisition»



- CHFm >80 total development gain in H1 2024 finished projects
- CHFm >200 total development gain since 2010

Site Development

Ongoing developments lead to further significant profit contributions

Project developments under construction / before building application

Project In CHFm	Segment	Acqui- sition	Constr. start	Constr. compl.	Market Value (MV) 1.7.2024	Expec. MV after compl.	Expec. open Capex	Expec. open develop. gain	Expec. open develop. margin	Develop. gain to Capex	Multiple land value	IRR p.a. since acquisition to completion				
												0%	5%	10%	15%	20%
Winterthur, «Fahrwerk»	Industr./logistic	2021	2023	2025	28	51	18	5	25%	23%	x 1.6	14%				
Zürich, Freihofstrasse «Alto»	Resid./commerc.	2019	2023	2026	103	208	75	30	40%	64%	x 2.5	16%				
Cham, Chama, 2 nd stage Yielding	Residential	2012	2024	2026	31	79	38	10	25%	48%	x 2.3	20%				
Cham, Chama, 2 nd stage Promotion	Condominium	2014	2024	2026	at cost	138	49	42	85%	104%	x 3.7	25%				
Total developments under construction						476	180	87	48%	65%	x 2.6	19%				



- ➔ Profit margins remain excellent
- ➔ CHFm c. 90 additional development gains expected by end 2026
- ➔ CHFm c. 11.2 rental income from projects plus CHFm c. 140 cashflow from promotions

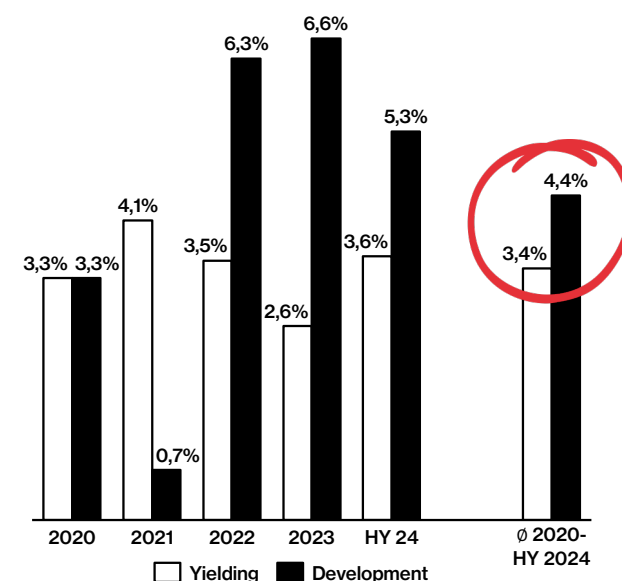
Site Development

Outperformance from development on average and in the last 2 years

Segments since 2020 without valuation change from market

In CHFm	2020		2021		2022		2023		H1 2024	
	Yielding	Develop.	Yielding	Develop.	Yielding	Develop.	Yielding	Develop.	Yielding	Develop.
Reported EBITDA	47.6	23.5	74.4	19.9	59.1	54.6	17.5	42.5	24.4	24.8
Valuation change total	9.8	14.2	33.5	16.4	15.7	46.7	-27.4	25.4	1.0	10.6
Valuation change «Market»	7.3	3.6	25.1	15.0	11.8	6.7	-20.5	-11.8	0.8	0.5
in %	0.7%	0.7%	2.4%	2.4%	1.0%	1.0%	-1.7%	-1.7%	0.1%	0.1%
Valuation Change «Management»	2.4	10.6	8.4	1.5	3.9	40.0	-6.8	37.2	0.3	10.0
Adjusted EBITDA	40.3	19.9	49.3	4.9	47.3	47.9	38.0	54.3	23.7	24.2
Tax normalised (15%)	-6.0	-3.0	-7.4	-0.7	-7.1	-7.2	-5.7	-8.1	-3.6	-3.6
Adjusted Net income	34.3	16.9	41.9	4.2	40.2	40.7	32.3	46.2	20.1	20.6
Fair value Portfolio as at 1.1.	1,053	518	1,026	612	1,138	647	1,223	703	1,115	782
ROIC (annualised)	3.3%	3.3%	4.1%	0.7%	3.5%	6.3%	2.6%	6.6%	3.6%	5.3%

- Split valuation change Yielding Portfolio: 75% to «Market» and 25% to «Management»
- Valuation change «Market» Development Portfolio analogue Yielding Portfolio in %
- Normalised tax rate of 15%



➔ The promising development projects will continue to generate excess returns for the benefit of the entire company

Financing project pipeline

Sale of condominiums enlarges financing flexibility

Financing of mid-term pipeline (in CHFm)



→ Financing of the short to medium-term pipeline set up

Divestments 2024

Grossprofit > 15%

Closed divestments in the 2nd half of the year

Address	Property Type	Portfolio	Expected Closing-Date	Fair value CHFm	Annual rent CHFm p.a.	Gross-Profit
Aathal, Zürichstrasse 1-7	Residential	Yielding	01.10.2024			→
Wetzikon, Zürcherstrasse 130 + 131-133	Residential	Yielding	01.10.2024			→
Wetzikon, Usterstrasse 128	Residential	Yielding	02.09.2024			→
Wetzikon, Usterstrasse 88-104	Residential	Yielding	02.09.2024			→
Total				15.2	0.6	



Sustainability

Integral Approach – Selected Examples

Reduction of GHG Emissions

Ambitious targets for reducing GHG emissions in Scope 1 and 2 (yielding portfolio)

- Interim target 2035: 3.0 kg CO₂e per m²_{ERA} (2021: 8.5, 2023: 5.3)
- Net zero target by 2050

Preparation of Scope 3 inventory according to the GHG protocol across all 15 categories



Focus: reduction of GHG emissions in accordance with the reduction pathway

Energy Production on Sites

Production 2023: 11.9 GWh

- 4.4 GWh HIAG Solar AG
- 7.5 GWh HIAG (PV and hydropower)

Current installed PV capacity in yielding portfolio:

- 7.0 MWp
- 15 Wp per m²_{ERA}



Focus: Further expansion of efficient large-scale facilities

Tenant Satisfaction

Annual personal dialogues with major tenants facilitated by internal Asset and Property Management

Regular tenant surveys to gather feedback from all tenants



Focus: improvement of tenant satisfaction and long-term customer relationships

What else to expect from HIAG?

- Realization of new construction projects that meet the highest sustainability standards (e.g. Alto: Grey emissions <8 kg CO₂e per m²_{ERA}).
- Targeted investments in the optimization of yielding portfolio.
- Consistently increasing share of certified properties over the coming years.

Current ESG Ratings:

Inrate Sustainability Assessment **B** (qualifies for SPI ESG Index)

GRESB 2024

Standing Invest.: 68 pts, Green Star
Development: 80 pts., Green Star

Sustainalytics ESG Risk
17.7 (Low Risk)

Outlook 2024

Promising, particularly in the letting and development business

Business topic	Ambitions	Actions
Portfolio / Asset Management	<ul style="list-style-type: none">– Increase collected income by 6% to 7% vs. 2023– Vacancy rate YE 2024 <4%	<ul style="list-style-type: none">– Rental income from in H1 completed projects fully effective– Consequent CPI and reference interest rate adjustments– Active letting and contract renewals
Site Development	<ul style="list-style-type: none">– Positive revaluations due to further progress of larger developments– Last condominium sales and handovers in Chama Columbus	<ul style="list-style-type: none">– Executing project pipeline according goals (Capex 2024 CHFm c.100)– All sales completed in November
Transactions	<ul style="list-style-type: none">– Divestments of non-strategic properties in line with capital recycling strategy	<ul style="list-style-type: none">– Realisation of sales in 2nd half-year according divestment program– Ongoing sales preparations of selected properties for coming years
Dividend	<ul style="list-style-type: none">– Continuation of the dividend policy	<ul style="list-style-type: none">– Payment <100% of net income excl. revaluations

Q&A

HIAG

**Thank you very
much for your
attention.**

hiag.com

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