Zürcher Kantonalbank

Research
Indirect real estate investments

HIAG

Half-year results characterised by progress in development projects

Company study | 15 November 2024

Executive Summary

HIAG Immobilien Holding AG ("HIAG") emerged from a family-owned timber industry company founded in 1876. The company sees itself as a developer of industrial sites with a large land bank and a long-term investment horizon. HIAG owns a property portfolio of CHF 1.1 bn with a diversified type of use structure. It also has a development pipeline with ca. 60 projects and an investment volume of around CHF 3 bn.

Half-year results characterised by project completions

Property income increased by over 5% compared to the previous year. The further reduction in the vacancy rate from 4.0% to 3.5% and successful project completions contributed to this. HIAG generated a profit contribution of CHF 11 mn from the sale of promotions in the first half of the year, which is significantly higher than the previous year's result (H1 2023: CHF 5 mn).

Progress in property development requires a solid balance sheet

The building permit for the second stage in Cham with 140 rental and owner-occupied flats has become legally binding. Work on the "FAHRWERK" logistics building in Winterthur and the "ALTO" residential tower block in Zurich-Altstetten is proceeding according to plan. Further contaminated sites were discovered during the preparatory work in Hausen/Lupfig, which is likely to delay the start of construction by a few months. Despite higher construction and financing costs, the solid balance sheet provides the basis for this growth.

Valuation: Insufficient trading liquidity takes its toll

The share is trading at a discount of 35% to our estimated NAV 2025E before deferred taxes (discount of weighted peers: 14%). The expected dividend yield 2025E of 4.1% is above the level of the weighted peers (3.6%). The share's liquidity remains limited due to the low free float, which leads to weaker corporate governance and, together with the inherent development risks, justifies the valuation discount to peers in our view. We confirm our "Market Perform" rating.

Key figures	2021	2022	2023	2024E	2025E	2026E
Sales (CHF m)	63.1	67.7	70.3	74.7	77.6	83.8
- Growth (%)	*5.7*	*7.2*	*3.9*	*6.3*	*3.9*	*7.9*
Revaluations (CHF mn)	60.5	64.3	-1.9	28.1	48.6	48.0
Net profit before RV (CHF mn)	34.2	38.3	48.6	39.9	30.7	43.3
EPS before revaluations (CHF)	4.0	3.8	4.8	3.9	3.0	4.3
NAV before def. taxes (CHF)	106.1	113.7	115.0	119.4	125.2	132.2
Dividend per share (CHF)	2.7	2.9	3.1	3.2	3.3	3.4
LTV (%)	39.5	40.9	39.8	40.5	43.8	44.8

Sources: HIAG, Zürcher Kantonalbank

Rating

Market Perform

Unchanged since 14.05.2020

Share price (14.11.2024)	CHF 81.00
ESG-Rating	★★★☆☆

Ratios	'23	'24E	'25E	'26E
Premium to NAV (%)	-24	-27	-30	-34
Premium to NAV (before def. taxes, %)	-30	-32	-35	-39
P/E (x)	16.8	21.4	26.7	18.9
Dividend yield (%)	3.8	4.0	4.1	4.2

Share data	
Bloomberg Ticker	HIAG SW
Market capitalisation	CHF 817 mn
Free float	45%
Trading volume	CHF 0.5 mn
Sector	Real estate companies

Sourcess: Zürcher Kantonalbank, Refinitiv

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Investment case

- HIAG has a substantial land bank. Its development promises growth in rental income and possible value appreciation potential. As an experienced site developer, HIAG has the necessary expertise to tap the untapped potential and utilise the capital efficiently.
- Due to the high proportion of light industrial, logistics and commercial use in the existing portfolio and the dependence on the success of development projects, we consider the portfolio to be relatively sensitive to economic cycles.
- The equity ratio has stabilised at a relatively high level following the capital increase. In addition to the planned proceeds from the sale of condominium units, further sales of properties not in line with the strategy and a further capital increase in the medium term are likely to be necessary to develop the pipeline.
- In view of the share's limited liquidity compared to its peers, the weaker corporate governance and the inherent development risks, we consider the current valuation to be fair. We continue to rate HIAG as "Market Perform".

SWOT analysis

Strengths

- **Development portfolio:** Substantial development pipeline in good locations for specific uses
- **Experience in site development:** successful project realisations can lead to substantial increases in value
- **Utilisation mix:** diversification and differentiation through relatively high proportion of light industrial and logistics use
- **WAULT:** Relatively long average remaining term of commercial leases

Weaknesses

- **Net yield:** Relatively low net yield over the entire portfolio due to the high development share
- **Contaminated sites:** Some development sites are contaminated with chemicals, the remediation of which can cause considerable costs
- **Liquidity of the share**: Liquidity remains limited due to the relatively low spread of shareholdings
- **History:** HIAG suffered two major setbacks in business development in 2019 (HIAG-Data and the bankruptcy of the tenant Rohner AG)

Opportunities

- **Land bank:** Promises value appreciation potential, rental income growth and additional sales revenue
- **Index-linked leases:** Relatively high indexation rate for commercial leases
- **Residential use:** pipeline development will lead to a stronger focus on the residential segment in future, which should reduce dependence on the economy
- **Transactions:** HIAG also ventures into more complex developments, which is why some projects can be acquired at attractive conditions
- **Interim use:** Bridging the development gap with interim tenants creates identity for the sites and generates additional income
- **Relocation:** ability to provide premises to large industrial companies enables transactions to be entered into with limited competition
- **Sustainability:** Continuous further development of the company and the property portfolio in terms of sustainability and environmental protection

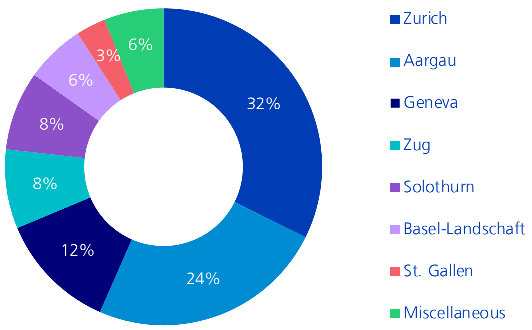
Risks

- **Economy:** A weak economic trend can severely impact demand for commercial space and the success of developments
- **Inflation:** Changes in inflation expectations and interest rates can have a significant impact on the value and price of properties
- **Construction costs**: Additional costs can arise during planning and execution due to quality, budget and deadline problems
- **Development risks:** Site developments harbour fundamental risks such as changes in legislation, delays in approvals, contaminated sites and pollutants as well as increases in raw materials and construction costs
- **Majority shareholders:** Large investors can contribute to greater stability and predictability, but can theoretically also influence the investment strategy in their favour
- **Valuation:** Valuation of the properties could prove to be incorrect

Company description

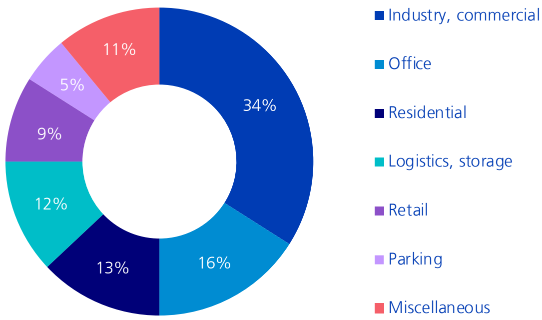
HIAG originated from a family-owned timber industry company founded in 1876, from which the property portfolio was spun off in 2008. The company sees itself as a developer of Swiss industrial sites with a large land bank and a long-term investment horizon. The investment properties have a broadly diversified type of use structure with a high proportion of light industrial, logistics and commercial use. In addition, HIAG has an attractive development pipeline with around 60 projects in good locations with an investment volume of around CHF 3 bn. Their development promises growth in rental income as well as possible development gains, which could lead to corresponding increases in value. As an experienced property developer, HIAG has the necessary expertise.

Regional allocation by market value, 1H24



Source: HIAG

Allocation of annualised rent by type of use, 1H24



Source: HIAG

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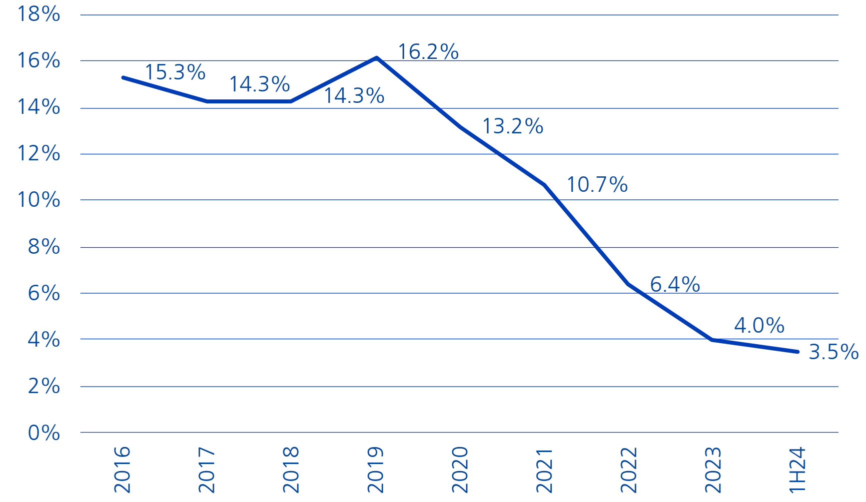
1 Half-year results characterised by project completions and progress in property development

1.1 Vacancy rate further reduced to 3.5%

Property income rose by 5.3% to CHF 37.1 mn in the first half of 2024, which was around 1% above consensus and 3% above our estimate (ZKB-E: CHF 36 mn). In addition to a further reduction in the vacancy rate by half a percentage point to 3.5%, this was primarily due to new lettings (including the new tenants Smyths Toys AG and Migros in Dietikon with CHF 1.9 mn p.a.), the completion of the projects in Cham ("CHAMA" 1st stage), Biberist ("Librec") and Windisch ("kessel haus") and the adjustment of the reference interest rate. Further index adjustments to commercial rents totalling CHF 0.6 mn also had a positive impact on income. The period effect of sales from the previous year had a negative impact. No sales were made in the current year compared to the 2023 financial year.

Increase in rental income: +5.3% (like-for-like increase in rents: +9.8%)

Figure 1: Development of the vacancy rate, 2016–1H24



Source: HIAG

Figure 2: Project completion in Cham

Source: HIAG visualisation

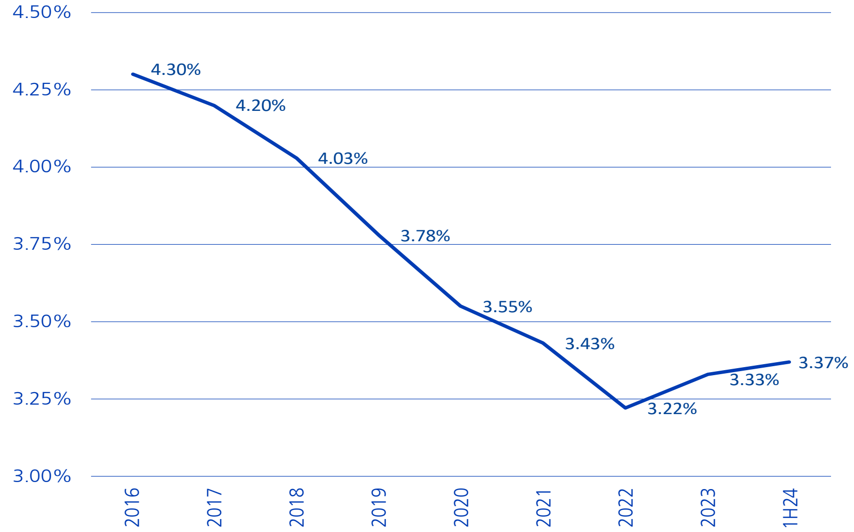
EBIT excluding revaluation effects ("NB") totalled CHF 34.1 mn, around 11% above our estimate of around CHF 31 mn. The proceeds from the sale of the promotional property of the first stage in Cham "CHAMA Columbus" amounted to CHF 29 mn (previous year: CHF 15.4 mn). No further sales of investment properties were made in the first half of the year (previous year: CHF 14.3 mn).

Net profit excluding NB was CHF 25.5 mn, around 7% below the previous year but well above the consensus of CHF 22.5 mn and above our estimate of CHF 21 mn. In addition to the aforementioned lack of successful sales of properties not in line with our strategy, this was also due to higher financial expenses, among other things.

At CHF 36.2 mn, net profit was around 23% above consensus and 17% above our estimate (ZKB-E: CHF 31 mn). Revaluation effects totalled CHF 11.6 mn or around 0.6% of the portfolio value in the first half of the year and were significantly higher than in the previous year (1H23: CHF -7 mn). In addition to the reduction in vacancies and the aforementioned letting successes, progress in project development in particular, totalling CHF 10.5 mn, made a positive contribution.

The real discount rate increased by 4 basis points to 3.37% compared to the end of 2023. The development of the real discount rate is *shown in the chart below*. This rate is significantly above average compared to indirect property vehicles with predominantly commercial exposure that are also valued by Wüest Partner.

Figure 4: Development of the real discount rate, 2016–1H24



Source: HIAG

Figure 3: Residential tower "ALTO", Freihofstrasse in Zurich-Altstetten

Source: HIAG visualisation

Type of use:	residential / commercial
Area size:	7807 m²
Usable floor space:	12 900 m²
Assumptions:	
Investments:	CHF 90.7 mn
Rental income:	CHF 5.5 mn
Project status:	Legally valid building permit since the end of January 2023
Completion:	Q1 / 2026

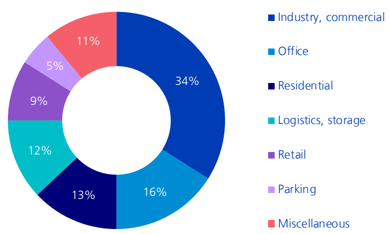
The industrial and commercial as well as distribution and logistics segments account for around half of rental income, particularly due to their strong roots in former or still operational industrial sites. As at the end of June 2024, light/industrial and commercial accounted for around 34% of annualised rental income, followed by office (16%). Residential use currently accounts for a slightly higher 13%, followed by logistics (12%) and retail (9%). This means that the type of use mix is relatively broadly diversified. The portfolio also appears to be broadly diversified geographically, with the cantons of Zurich (32% of market values), Aargau (24%), Geneva (12%) and Zug (8%) accounting for around three quarters of market values.

Due to the high proportion of industrial and commercial use and the retail exposure in out-of-town locations, we consider the portfolio to be more sensitive to economic cycles than the other listed property companies we cover. The higher risks from the predominantly commercial type of use mix and from the development business are reflected in the above-average discount rate and are offset by a higher return on the portfolio compared to its peers.

The gross yield on the existing portfolio was 5.6% as at the end of June 2024 (2023: 5.4%) and the net yield also increased to 4.7% (2023: 4.2%). Looking at the portfolio as a whole, the gross yield is lower, which is due in particular to properties that are currently under construction and other properties in the development portfolio, some of which generate no income or only low income in transitional use.

To counteract the economic sensitivity and due to the longer depreciation cycles, commercial leases in the light/industrial and logistics segments are often longer than in the office segment. This is reflected in the average remaining term of commercial leases ("WAULT"), which is a relatively long 6.8 years across the entire portfolio at the half-year mark (2023: 6.7 years). For the fifteen largest tenants, the WAULT at the end of June was 8.6 years.

Figure 5: Mix of uses based on annualised rental income, 1H24



Source: HIAG

1.2 Further progress in property development

The value of HIAG's real estate portfolio increased slightly by 2.7% to CHF 1.95 bn at the end of June 2024 (2023: CHF 1.90 bn), mainly due to investments in project development and positive revaluation effects. In the first half of the year, revaluation effects across the entire property portfolio totalled CHF 11.6 mn (+0.6%). In addition to the reduction in vacancy rates and successful lettings, it was the progress made in project development (CHF 10.6 mn, +1.3% compared to the portfolio value) that boosted the revaluations in the existing portfolio by CHF 1.0 mn (+0.1%).

Almost full letting of completed projects in the first half of the year

In February 2024, the "Librec" commercial property on the Papieri site in Biberist was completed and handed over to the tenants. The property has been leased for the next 25 years to Librec AG, which specialises in the recycling of lithium-ion batteries. During the same period, the "kessel haus" property in Windisch was completed with 24 flats and a proportion of commercial space, thereby finalising the multi-year development of the historic Kunzareal site. The first stage of the "CHAMA" project in Cham was also completed and the rented or sold units were handed over. The 87 rental flats were fully let before completion.

Ongoing development projects are mostly on track

The building permit for the second stage in Cham became legally binding in the reporting period. Construction of the 140 rental and owner-occupied flats began in August. The construction volume amounts to around CHF 100 mn, with sales proceeds of CHF 138 mn expected for the 73 condominiums and future annual rental income of CHF 2.6 mn for the 67 rental flats. Construction of the "FAHRWERK" accessible logistics and industrial building in Winterthur and the 80-metre-high "ALTO" residential tower with commercial base in Zurich-Altstetten, which were already started in the second half of 2023, is progressing according to plan. Around CHF 134 mn will be invested in the two projects. The targeted rental income after completion is around CHF 2.3 mn for the innovative "FAHRWERK" building from the second half of 2025 and around CHF 6.3 mn for the "ALTO" residential tower from 2026.

As part of the preparatory work for the three planned construction projects on the "Reichhold Campus" in Hausen/Lupfig, new contaminated sites were discovered. These are primarily perfluorinated and polyfluorinated alkyl compounds ("PFAS"), which occur in various forms and in various products and applications. The contamination was primarily caused by fire protection exercises with fire extinguishing foams. The investigations and the pending remediation of the contaminated soil are delaying the start of construction of the projects by months and require higher investments than originally planned. In addition to a data centre operator that will build its own property under building rights, there are agreements for the development of an operations centre for "Saviva", a leading company in the wholesale delivery sector, and for the development of a production building for "Oerlikon", a leading provider of surface solutions. The investments required as part of these agreements total around CHF 126 mn. The expected long-term rental income (tenant Saviva: 20 years, tenant Oerlikon: 15 years) and building lease interest (tenant GTR: 60 years) will amount to around CHF 7.2 mn per year after completion.

Parallel to the implementation of current projects, the realisation of the medium to long-term project pipeline is being driven forward continuously. These include the Schönau site in Wetzikon, where the development regulations became legally binding in the spring and specific construction projects are being developed. In Frauenfeld, the "Walzmühlehaus" project was optimised and legally approved.

Figure 6: Operation Centre on the "Reichhold Campus" in Hausen/Lupfig, AG

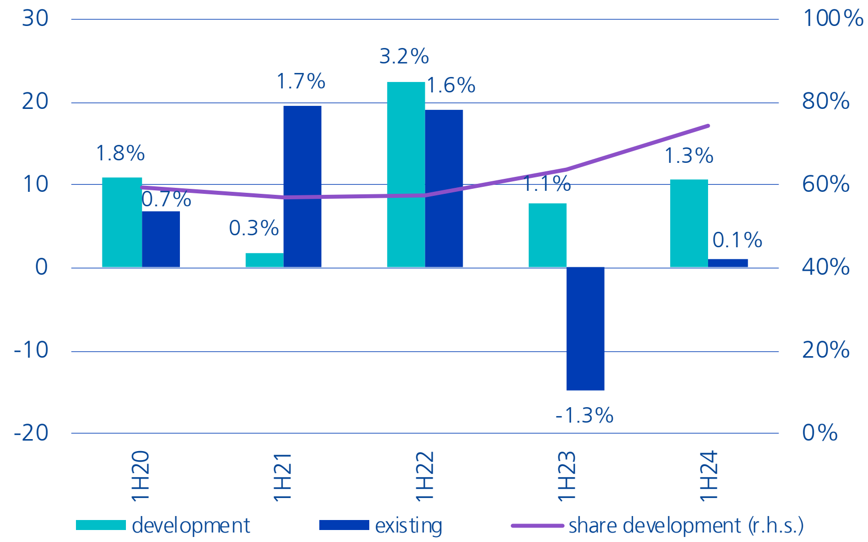
Source: HIAG visualisation

Type of use:	Logistics incl. office
Tenant:	Saviva (20 years, triple-net)
Site size:	75 000 m² (Reichhold campus)
Usable floor space:	17 900 m²
Assumptions:	
Investments:	CHF 65 mn
Rental income:	CHF 3.6 mn
Project status:	Planning application expected Q4 / 2024, start of construction Q1 / 2025
Completion:	Mid 2027

The following chart shows the development of the revaluation effects for the development and existing portfolio as well as the share of the development portfolio in the overall portfolio. Future revaluations due to project completions could be lower than planned due to higher construction material costs. In addition, the profitability of individual projects may be significantly lower due to higher interest rates, making realisation more difficult.

Reduction in project risks through authorisations will enable further upgrades in future

Figure 7: Revaluation effects for the development and existing portfolio and development share, 1H20–1H24



Bars in CHF mn; figures in the chart in % of the corresponding portfolio value

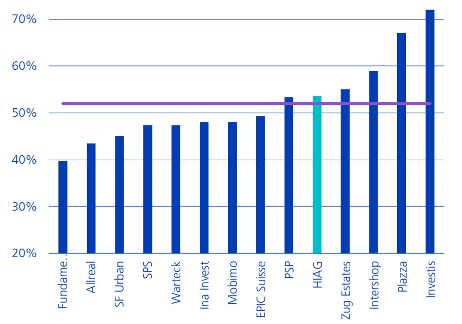
Sources: HIAG, Zürcher Kantonalbank

1.3 Solid balance sheet structure with significantly higher interest costs

HIAG has a solid balance sheet structure at the end of the first half of the year with a slightly above-average equity ratio of 53.6% and a loan-to-value ratio ("LTV") of 39.5%.

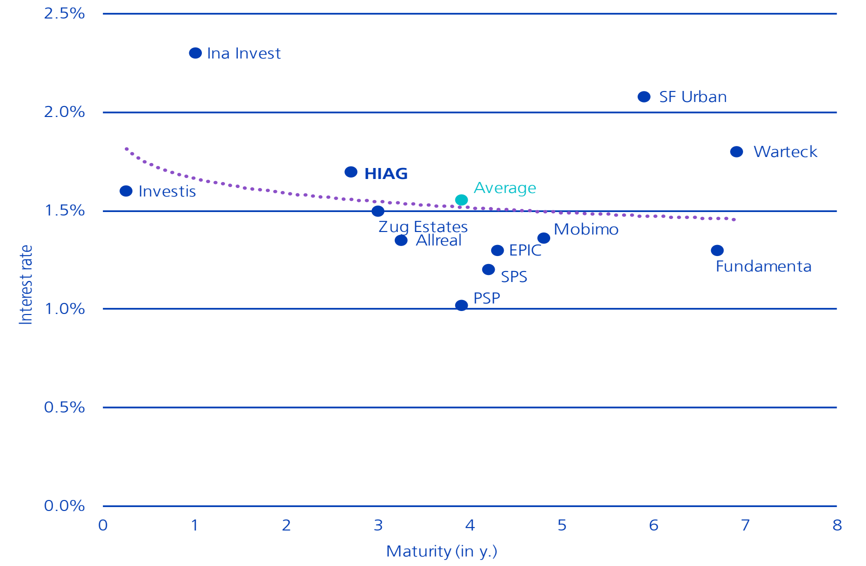
The *following chart* shows the remaining terms and average interest rates of the listed property companies as at the end of June 2024. The average interest rate for financial liabilities rose to 1.7% at the end of June (2023: 1.6%; average of peer companies 1H24: 1.5%) with a lower average remaining term to maturity for financial liabilities of 2.7 years (2023: 3.2 years; average of peer companies 1H24: 4 years).

Figure 8: Equity ratio in peer comparison, 1H24



Sources: Company, Zürcher Kantonalbank

Figure 9: Maturity and interest rate in peer comparison, 1H24



Sources: Company, Zürcher Kantonalbank

HIAG's balance sheet is on a solid footing and the syndicated credit line agreed in August 2023 provides financial flexibility for the realisation of the project pipeline in the coming years. The planned open investment volume of the projects under construction or about to start construction is around CHF 300 mn. The expected additional rental income from these projects amounts to around CHF 18.4 mn and additional income of around CHF 158 mn is currently targeted from the sale of condominium units from the "CHAMA, 2nd stage" project and Wetzikon Nord.

Investments in the development pipeline will increase the LTV c.p. to over 45% in the medium term

The medium-term development pipeline with a further investment volume of around CHF 307 mn comprises over 78,000 m² usable space and corresponds to a potential annual rental income of over CHF 16 mn and sales proceeds from promotions of around CHF 130 mn. HIAG expects a medium-term development profit of around CHF 110 mn on the aforementioned investment volume between 1H24–1H27. According to our calculations, these investments including the potential revaluations would increase the LTV to around 45% by the end of 2026E.

Sale of further non-strategic properties with a book value of CHF 15 mn expected by the end of the year

An additional option for financing the further pipeline is the sale of completed properties from the existing portfolio or individual development projects. In addition to the medium-term sale of completed condominium units, HIAG is planning further sales of non-strategic properties in the second half of the year. Although this would at least temporarily reduce the earnings substrate, it could free up additional funds and increase flexibility.

Figure 10: Planned financing of the medium-term development pipeline, 1H24

Included projects (Winterthur "Fahrwerk", Zurich "Alto", Hausen/Lupfig, Cham "Chama II", Wetzikon Floos, Frauenfeld, Aathal, Brunegg, Biberist, Wetzikon I + II, Bussigny, Neuchâtel, Meyrin and Zurich Kelchweg), all figures in CHF mn

Source: HIAG

1.4 Outlook for the current 2024 financial year confirmed

HIAG provided an insight into its current business development and strategy at its Investor Day at the end of September. The company confirmed the statements made at the half-year results regarding further business development until the end of 2024 and slightly increased the guidance for rental income from 6% to 6-7% compared to the previous year. In addition, the vacancy rate, which has been reduced from 4.0% to 3.5% since the end of 2023, is expected to remain below 4%.

HIAG expects a vacancy rate of less than 4% by the end of 2024

According to HIAG, demand for commercial and logistics space is intact despite the current economic situation. Therefore, new lettings and projects will continue to be driven forward. Project progress should also have a stabilising effect on the value of the overall portfolio. In addition, the marketing of the second stage of condominium units on the "CHAMA" site in Cham and sales as part of the capital recycling strategy should continue to contribute to the short- to medium-term financing of development projects as part of transaction management. HIAG expects further sales in the second half of the year.

On this basis, we expect a profit excluding revaluations of around CHF 40 mn and a distribution for the 2024 financial year of CHF 3.20 per share, which would correspond to an increase of around 3% compared to the previous year (ZKB payout ratio 2024E: 81%)

Expected dividend distribution 2024E: CHF 3.20 (ZKB-E)

Figure 11: HIAG's outlook for the 2024 financial year*, 1H24

Business topic	Ambitions	Actions
Portfolio / Asset Management	– Increase collected income by 6% to 7% vs. 2023 – Vacancy rate YE 2024 <4%	– Rental income from in H1 completed projects fully effective – Consequent CPI and reference interest rate adjustments – Active letting and contract renewals
Site Development	– Positive revaluations due to further progress of larger developments – Last condominium sales and handovers in Chama Columbus	– Executing project pipeline according goals (Capex 2024 CHFm c.100) – All sales completed in November
Transactions	– Divestments of non-strategic properties in line with capital recycling strategy	– Realisation of sales in 2nd half-year according divestment program – Ongoing sales preparations of selected properties for coming years
Dividend	– Continuation of the dividend policy	– Payment <100% of net income excl. revaluations

* Confirmation of HIAG's outlook for the 2024 financial year at the Swiss Real Estate Conference, 6 November 2024

Source: HIAG

2 ESG summary

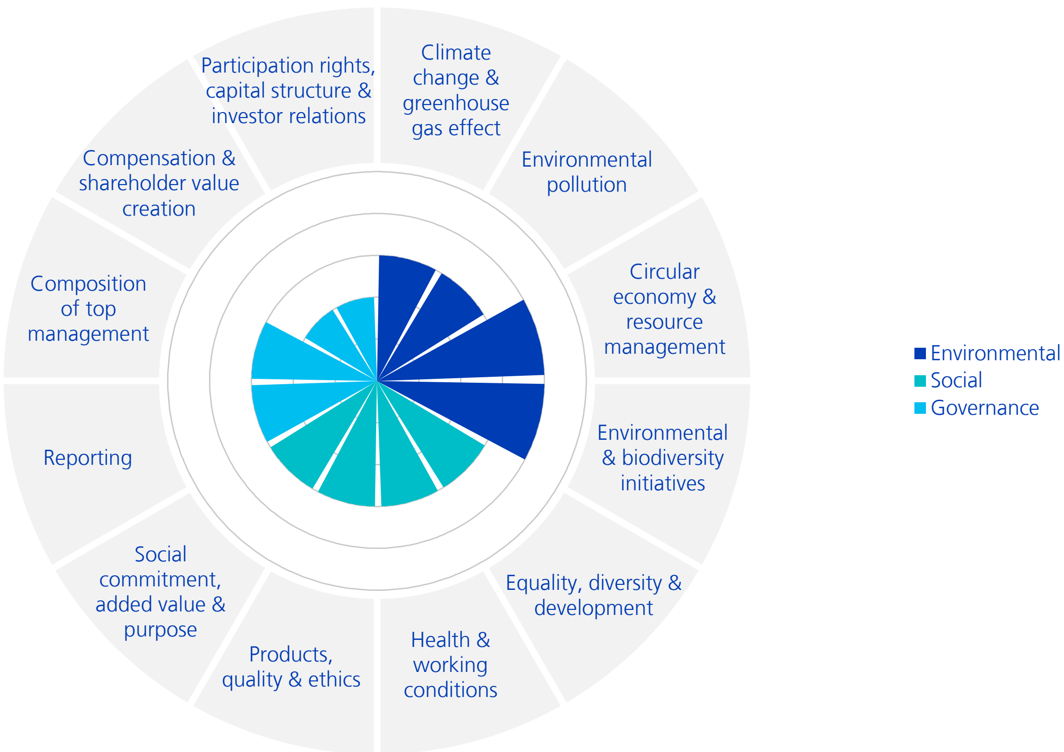
HIAG's sustainability activities are based on the sustainability strategy adopted by the Board of Directors in 2021. In the 2022 business year, HIAG participated in the "GRESB Real Estate Assessment" for the first time, and the sustainability strategy was expanded to include a comprehensive ESG risk analysis. In addition, an emissions reduction pathway was defined with the goal of "net zero" by 2050. In order to further reduce the consumption of fossil fuels, HIAG is also focussing on producing its own electricity from hydropower and photovoltaic systems. HIAG sees itself as responsible in other areas and takes initiatives for ecological and social sustainability, e.g. in the development of the "Manifesto for Sustainable Building", which summarises the central cornerstones of the understanding of sustainability for new buildings and complete renovations, or with innovative development concepts that create attractive living spaces on sites that were previously often used for industrial purposes. HIAG is guided by the sustainability goals of the SDGs and structures its report according to GRI standards. In our opinion, the transparency of the measures initiated by HIAG has further improved.

HIAG with 3 out of 5 possible stars

The Board of Directors is made up of two women and four men and receives fixed remuneration. The remuneration of the Executive Board (one woman and four men) consists of a fixed and a variable component. The latter corresponds to around 40% of the basic salary and includes an individual target bonus in cash and a long-term incentive plan (LTIP) with a five-year term. At around CHF 3.3 mn (CEO: CHF 1.8 mn), the absolute remuneration of the Executive Board is rather above average compared to the rest of the industry. We criticise the rather low free float of the share due to the current ownership structure with the Grisard family shareholder group at around 55% as well as the relatively high remuneration of the management compared to the industry. HIAG achieves a three-star rating because it performs less well in the governance category, but all the better in the social and environmental categories.

Weaker corporate governance compared to peers, i.e. the fact that the majority of voting rights are not traded on the stock exchange but are held by families.

Figure 12: ESG-Rating of Zürcher Kantonalbank: 3 out of 5 stars, 2024



Note: The ESG rating is based on quantitative and qualitative aspects. Only the qualitative scores per category are shown in the figure above. Source: Zürcher Kantonalbank

3 Financial figures

HIAG (in CHF mn)	2021	2022	2023	2024E	2025E	2026E
Income statement						
Income from rentals and building rights	63.1	67.7	70.3	74.7	77.6	83.8
- Change in %	*5.7 %*	*7.2 %*	*3.9 %*	*6.3 %*	*3.9 %*	*7.9 %*
Revaluations of real estate	60.5	64.3	-1.9	28.1	48.6	48.0
- in % of properties	*3.5 %*	*3.4 %*	*-0.1 %*	*1.4 %*	*2.2 %*	*2.0 %*
Turnover metal recycling	10.5	9.0	7.3	4.3	0.0	0.0
Other revenues	20.1	7.2	18.2	3.3	1.5	1.5
Net sales	154.3	161.9	134.8	149.3	158.7	209.6
- Change in %	*46.1 %*	*4.9 %*	*-16.8 %*	*10.8 %*	*6.3 %*	*32.0 %*
Maintenance and repairs	-6.2	-5.1	-5.9	-5.6	-5.8	-6.2
- in % of the income from rentals	*9.8 %*	*7.6 %*	*8.5 %*	*7.5 %*	*7.5 %*	*7.5 %*
Personnel expenses	-13.9	-15.0	-15.0	-14.6	-13.0	-13.2
- in % of the income from rentals	*22.1 %*	*22.2 %*	*21.4 %*	*19.5 %*	*16.7 %*	*15.8 %*
Other operating expenses	-18.5	-26.0	-42.9	-39.2	-30.8	-64.6
Depreciation	-0.5	-0.5	-0.6	-0.6	-0.6	-0.6
EBIT	115.1	115.2	70.4	89.5	108.6	124.9
- in % of net sales	*74.6 %*	*71.2 %*	*52.2 %*	*59.9 %*	*68.4 %*	*59.6 %*
EBIT excl. revaluations (RV)	54.6	50.9	72.3	61.4	60.0	76.9
- in % of net sales excl. RV	*58.2 %*	*52.2 %*	*52.9 %*	*50.6 %*	*54.5 %*	*47.6 %*
Financial result	-9.2	-8.1	-12.3	-14.0	-16.7	-19.3
Profit before taxes (excl. RV)	45.4	42.9	60.0	47.4	43.3	57.6
Income taxes	10.6	3.5	13.6	0.5	0.4	2.3
- Tax rate in %	*-37%*	*-18%*	*-19%*	*-8%*	*-15%*	*-14%*
Deferred taxes from revaluation	-5.4	-4.2	-0.3	-3.5	-6.1	-6.0
Net profit	89.3	99.4	47.0	71.4	85.4	97.2
- Change in %	*61.8 %*	*11.4 %*	*-52.8 %*	*52.1 %*	*19.5 %*	*13.9 %*
- in % of net sales	*57.8 %*	*61.4 %*	*34.8 %*	*47.8 %*	*53.8 %*	*46.4 %*
Net profit excl. RV	34.2	38.3	48.6	39.9	30.7	43.3
- Change in %	*4.9 %*	*12.2 %*	*26.7 %*	*-18.0 %*	*-23.1 %*	*41.0 %*
- in % of net sales excl. RV	*36.4 %*	*39.3 %*	*35.5 %*	*32.9 %*	*27.9 %*	*26.8 %*
Cash flow statement						
Operating cash flow	20.1	23.6	15.8	9.9	31.3	43.9
Net investments	-39.7	-79.2	45.9	-56.0	-174.5	-123.8
Free cash flow (before dividend)	-19.6	-55.6	61.8	-46.1	-143.2	-79.9
Balance sheet						
Balance sheet total	1 904	1 999	2 004	2 123	2 345	2 517
Equity	989	1062	1081	1121	1174	1238
- EQ ratio	*52.0 %*	*53.1 %*	*53.9 %*	52.8 %	50.1 %	49.2 %
Investment properties	1 752	1 896	1 878	1 994	2 217	2 388
Net debt	706	787	755	829	993	1094
Gearing	0.7x	0.7x	0.7x	0.7x	0.8x	0.9x
Profitability ratios						
ROE	10.2 %	9.7 %	4.4 %	6.5 %	7.4 %	8.1 %
ROE (profit excl. RV)	3.9 %	3.7 %	4.5 %	3.6 %	2.7 %	3.6 %
Gross yield	4.4 %	4.4 %	4.6 %	4.8 %	4.5 %	4.4 %
Data per share						
Profit	10.4	9.8	4.6	7.1	8.5	9.6
Profit excl. RV	4.0	3.9	4.8	3.9	3.0	4.3
Equity (NAV) after deferred taxes	98.1	105.2	107.0	111.0	116.2	122.6
Operating cash flow	2.3	2.3	1.6	1.0	3.1	4.3
Dividend	2.7	2.9	3.1	3.2	3.3	3.4
Capital structure	**Nominal value**	**No of shares**	**Market cap.**	**Free Float**	**TK symbol**	**Val. no.**
Registered shares	CHF 1.0	10'119'600	CHF 817 mn	45.4%	HIAG	23951877

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Relevant equity and real estate fund recommendation changes in the last 12 months
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Relevant Credit rating changes / outlook changes in the last 12 months
HIAG
2024-03-15 from BBB-/stabil to BBB-/positiv

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