

HIAG

Half-year results

2020

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1 Key messages and major developments

Marco Feusi, CEO

Key messages and major developments

General overview

- Successful focusing on resilient real estate business
- Sound half-year results 2020 despite major challenges
- Expected operating result without revaluation effects confirmed, follow-up operating costs of HIAG Data and Rohner site as expected
- Successful letting and marketing activities

Real Estate Portfolio

- Acquisition building land in Bussigny in May 2020
- Completion of multi-family-house in Wetzikon in June 2020

Covid-19 implications

- Minor impact on earnings situation with CHFm 0.5 for already granted or expected lease reductions, = 0.8% of annualised property income
- thereof CHFm 0.4 recognised in the income statement in connection with the Covid-19 Business Rental Act (30.6.2020)

Vacancy and rental situation

- Reduction of overall vacancy rate from 16.2% (31.12.2019) to 15.5% (30.6.2020)

Project developments

- Project pipeline enlarged
- Upcoming projects with good development progress

Corporate

- New website launched as at 31.8.2020

Covid-19 situation and HIAG's measures

Operational measures taken

- Health of employees and construction workers is a top priority
- All office staff equipped with remote infrastructure for efficient working in the home office
- Most construction sites and business processes continued to operate during lockdown

Tenant implications

- Due to the lockdown of a total of 1'000 commercial tenancies around 90 requests for rent reduction, rent suspensions, problems due to crisis, etc.
- 62 leases with emergency legal restrictions, thereof 44 declared
- Mid-May about 75% fast solutions found in partnership and straight forwarding
- Impact on earnings situation with CHFm 0.5 for already granted or expected lease reductions
- No solutions possible since the discussion of the motions of WAK-N and WAK-S in the Swiss Parliament

Other measures taken

- In mid-March, first expectations about the impending corona crisis and vague forecast of possible effects on the Swiss economy, the Swiss real estate market and also HIAG's business
- First publication of our assessment of the situation due to Covid-19 at the Annual General Meeting as of 23.4.2020
- On June 1st first monitoring to Swiss Real Estate Association (VIS) reported: all VIS-Members around two-thirds
- Detailed comments on the Covid-19 Business Rental Act to the Federal Office for Housing and Federal Councilor Parmelin

2 Half-year results 2020

Laurent Spindler, CFO

Financial overview

- Group's Net income of CHFm 22.1 only slightly affected by the Covid-19 crisis (CHFm 0.5)
- Life for like collected property income adjusted for the Covid-19 crisis impact remains stable at CHFm 29.7
- Annualised property income increased by 0.3% to CHFm 58.9
- Pleasing reduction of the vacancy rate to 15.5% (31.12.2019: 16.2%)
- Real estate portfolio further expanded to CHFb 1.62 (+ 3.2%)
- Revaluation gains of CHFm 17.7 mainly related to the occupancy rate increase and the progress in the development projects
- Comfortable, weighted average remaining lease term of 8.7 years
- H1 2020 negative contributions of HIAG Data (CHFm 2.8) and Pratteln (CHFm 3.4), in line with management expectations

Income statement H1 2020

| in CHFm | H1 2020 | H1 2019 | Δ CHFm |
|--|--------------|--------------|--------------|
| Property income | 29.5 | 29.7 | -0.3 |
| Revaluation of properties | 17.7 | -26.0 | +43.7 |
| Other income | 4.9 | 1.9 | +3.0 |
| Total operating income | 52.1 | 5.6 | +46.5 |
| Total operating expenses | -22.0 | -50.7 | +28.7 |
| EBITDA | 30.0 | -45.1 | +75.1 |
| Amortisation | -0.2 | -6.2 | +6.0 |
| Financial result | -3.8 | -3.6 | -0.3 |
| EBT | 26.0 | -54.9 | +80.8 |
| Taxes | -3.9 | 10.9 | -14.8 |
| Net income incl. minority interests | 22.1 | -44.0 | +66.1 |
| Minority interests | - | 0.6 | +0.6 |
| Net income excl. minority interests | 22.1 | -43.4 | +65.4 |
| Adj. EPRA earnings ¹ | 11.2 | -5.2 | +16.4 |

¹ Adjusted for the HIAG Data & Jaeger et Bosshard contributions

Income statement H1 2020 by business areas

| in CHFm | Real estate | | | Cloud services | | Other | |
|--|--------------|--------------|--------------|----------------|--------------|-------------|-------------|
| | H1 2020 | H1 2019 | Δ CHFm | H1 2020 | H1 2019 | H1 2020 | H1 2019 |
| Property income | 29.5 | 29.7 | -0.3 | - | - | - | - |
| Revaluation of properties | 17.7 | -26.0 | +43.7 | - | - | - | - |
| Profit from sales of promotion projects | 1.1 | - | +1.1 | - | - | - | - |
| Other operating income | 1.3 | 0.7 | +0.5 | 0.1 | 0.4 | 2.5 | 0.8 |
| Total operating income | 49.5 | 4.4 | +45.1 | 0.1 | 0.4 | 2.5 | 0.8 |
| Total operating expenses | -16.9 | -33.8 | +16.9 | -2.8 | -16.7 | -2.4 | -0.3 |
| EBITDA | 32.7 | -29.3 | +62.0 | -2.7 | -16.2 | 0.0 | 0.5 |
| Amortisation | 0.1 | 0.1 | 0.0 | -0.0 | -6.1 | -0.1 | -0.0 |
| EBIT | 32.5 | -29.4 | +61.9 | -2.7 | -22.4 | -0.0 | 0.5 |
| Financial result | -3.8 | -2.9 | -0.8 | -0.1 | -0.6 | -0.0 | -0.0 |
| EBT | 28.8 | -32.3 | +61.1 | -2.8 | -23.0 | -0.1 | 0.5 |
| Taxes | -3.9 | 11.3 | -15.2 | -0.0 | -0.1 | 0.0 | -0.3 |
| Net income | 24.9 | -21.0 | +45.9 | -2.8 | -23.0 | -0.0 | 0.1 |
| EBT excl. revaluation of properties | 11.1 | -6.3 | +17.4 | | | | |

Impact of Covid-19

- Minor impact on earnings situation with CHFm 0.5 already granted or expected lease reductions (0.8% of annualised property income)
- Agreed lease reductions of CHFm 0.1 before the Covid-19 Business Rental Act was in discussion
- The outcome and total expected effects from Covid-19 Business Rental Act are CHFm 0.4
 - thereof expected lease reductions on current lease receivables CHFm 0.1
 - thereof expected lease reductions on already paid leases CHFm 0.3
- Outstanding receivables affected by the lockdown and restrictions of the Swiss Parliament amount to CHFm 0.8, mainly related to two tenants for which sufficient lease guarantees are available as at 30.6.2020.

Update Rohner Pratteln

- EBITDA contribution of CHFm -3.4 (thereof maintenance costs of CHFm -0.8, energy costs of CHFm -1.2 and personnel costs of CHFm -1.6)
- Take over of assets from Rohner AG Pratteln for a value of CHFm 2.4, which was offset against outstanding lease receivable. These assets should be sold in 2021.
- Demolition and chemical clearing concept was approved by authorities on 8.6.2020
- Demolition and chemical clearing started in H1 2020 and expected completion is Q3 2021
- Management assume that the total demolition and chemical clearing costs remains not more than CHFm 30 thereof CHFm 2.4 expensed in H1 2020

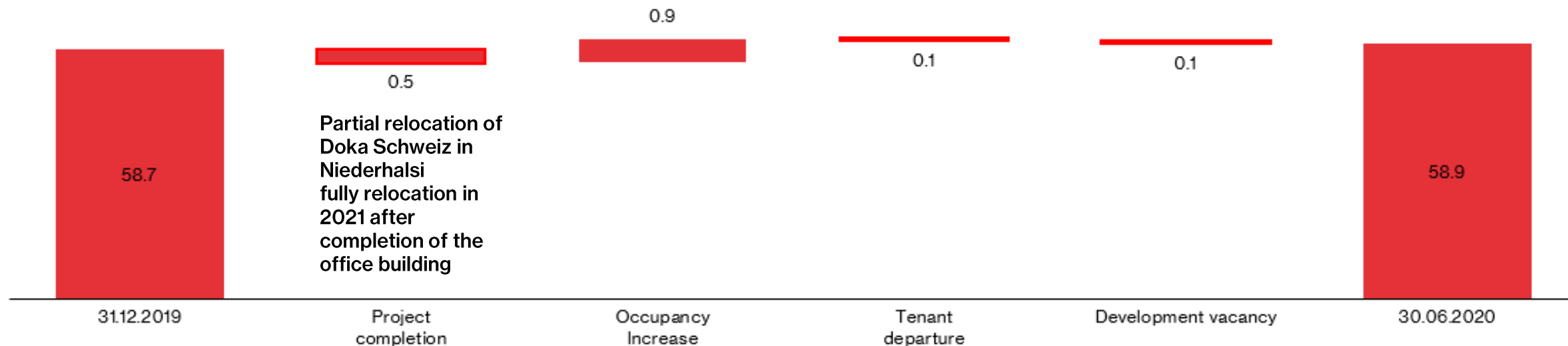
Update HIAG Data

- EBITDA contribution of CHFm -2.8 (thereof rent and leases CHFm -0.6 and personnel costs CHFm -1.7)
- H2 2020 costs will be lower than H1 2020 as expected (total costs 2020 CHFm 5)
- Main network contracts (e.g. SBB) have been taken over by Beelastic and will no more burden the future results (savings estimated at CHFm 16 beginning 2020)
- Potential income from HIAG Data expected at the earliest in 2021 expected but still difficult to quantify today, as Beelastic only plans to go live in Q3 2020

Slight increase of annualised property income (+0.3%)

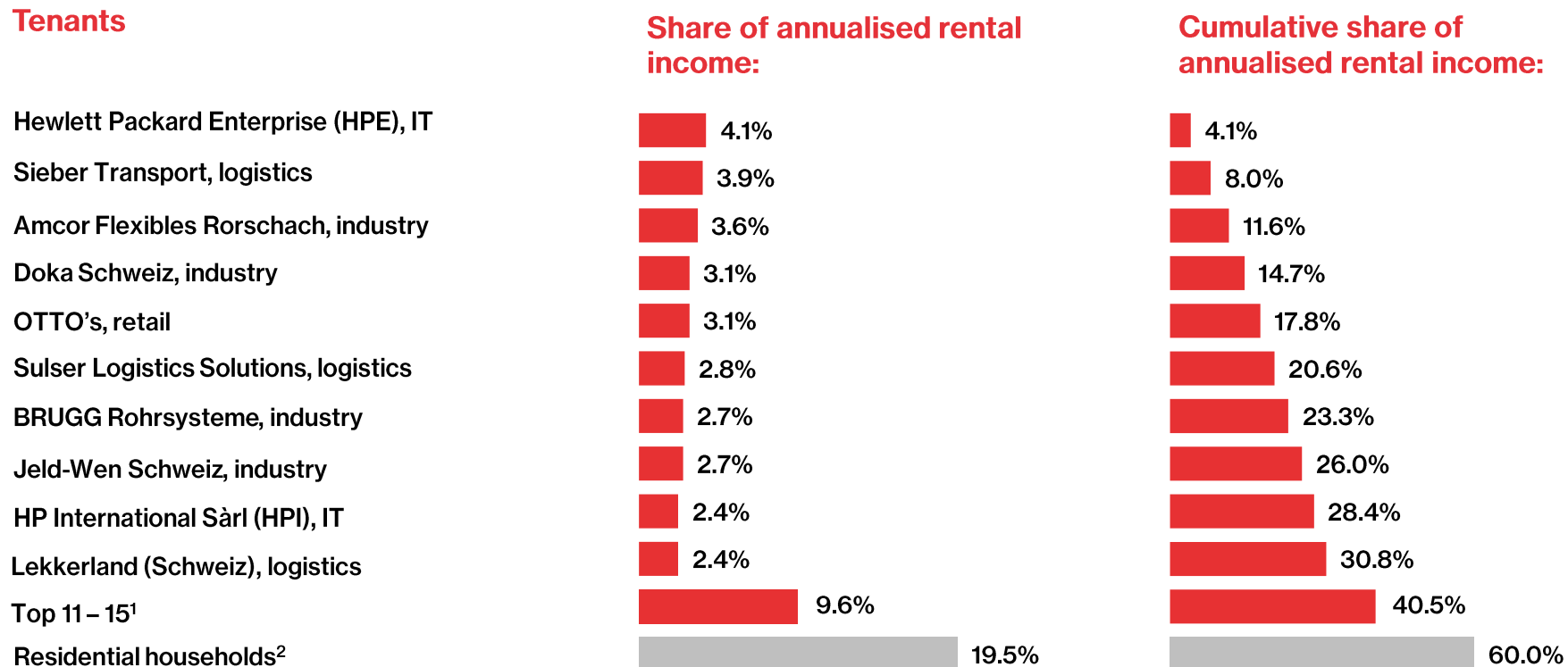
| in CHFm | 30.06.2020 | 31.12.2019 | 30.06.2019 | Δ CHFm | Δ % |
|--------------------------------------|------------|------------|------------|--------|-------|
| Potential annualised property income | 69.7 | 70.1 | | -0.4 | -0.5% |
| Annualised property income | 58.9 | 58.7 | | +0.2 | +0.3% |
| Collected property income | 29.5 | | 29.7 | -0.2 | -0.7% |

Since 1.1.2020, lum sump charges are no more included in property income but reported as a deduction of energy costs (net presentation instead of gross presentation like all real estate peers in Switzerland. Previous years figures have been restated.



Diversified top 15 tenants mix with comfortable weighted average lease term of 4.8 years

Top 15 tenants (Group) based on annualised property income as of 1.7.2020

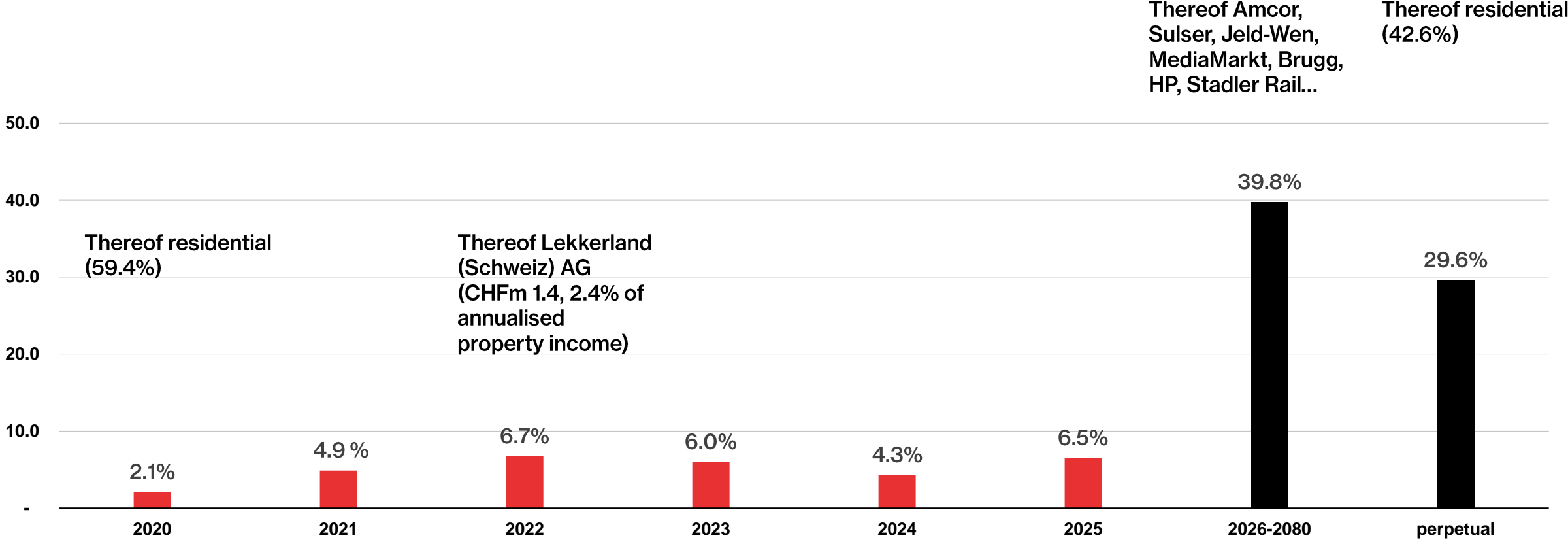


¹ Birr Maschinen, Dachser Spedition, HIAG Handel, Media Markt, Stiftung FARO

² Includes residential/commercial properties

Strong weighted average lease term of 8.7 years

Expiry profile



Expiry profile based on annualised property income as of 01.07.2020










Lower vacancy rate due successful lettings

| in % | 30.06.2020 | 31.12.2019 | 31.12.2018 |
|---|--------------|--------------|--------------|
| Yielding properties | 13.3% | 14.4% | 12.1% |
| Yielding properties under going repositioning ¹⁾ | 37.4% | 40.9% | 39.7% |
| Development properties | 16.7% | 13.7% | 13.6% |
| Total portfolio | 15.5% | 16.2% | 14.3% |

- After the relocation of Doka Schweiz in Niederhasli, the property Stationsstrasse 25 has been reclassified in the development portfolio with a vacancy rate of 85% (CHFm 1)
- New lettings in Aigle, Birsfelden, Kleindöttingen, Klingnau and Frauenfeld
- Further reduction of the vacancy rate since 1.7.2020 due to new lettings in Q3 2020

¹ Mandachstrasse 50-56, Niederhasli (ZH) and Sternenfeldpark 14, Birsfelden (BL)

Analysis of the vacancy rate

| | Main use | | Part of total vacancy | Vacancy H1 2020 in CHFm | Vacancy rate H1 2020 | Vacancy YE 2019 in CHFm | Vacancy rate YE 2019 |
|--|--------------------------|---|-----------------------|-------------------------|----------------------|-------------------------|----------------------|
| Dietikon | Retail |  | 2.6% | 1.8 | 33.9% | 1.8 | 33.3% |
| Klingnau | Residential / Industrial |  | 2.2% | 1.6 | 34.7% | 1.9 | 40.6% |
| Aathal | Office/Retail |  | 0.7% | 0.5 | 17.1% | 0.6 | 19.9% |
| Kleindöttingen | Industrial |  | 1.5% | 1.1 | 18.5% | 1.2 | 21.6% |
| Windisch | Residential/ Office |  | 0.5% | 0.3 | 10.1% | 0.4 | 11.8% |
| Total selection | | | 7.5% | 5.2 | | 5.9 | |
| Vacancy from initial rent | |  | 1.7% | 1.2 | | 1.2 | |
| Other properties | |  | | 0.7 | | 0.9 | |
| Total vacancy yielding portfolio | | | | 7.1 | 13.3% | 8.0 | 14.4% |
| Vacancy yielding properties under going repositioning ¹ | |  | 2.6% | 1.8 | 37.4% | 2.0 | 40.9% |
| Total vacancy development properties | |  | | 1.9 | | 1.4 | |
| Total vacancy portfolio | | | | 10.8 | 15.5% | 11.4 | 16.2% |

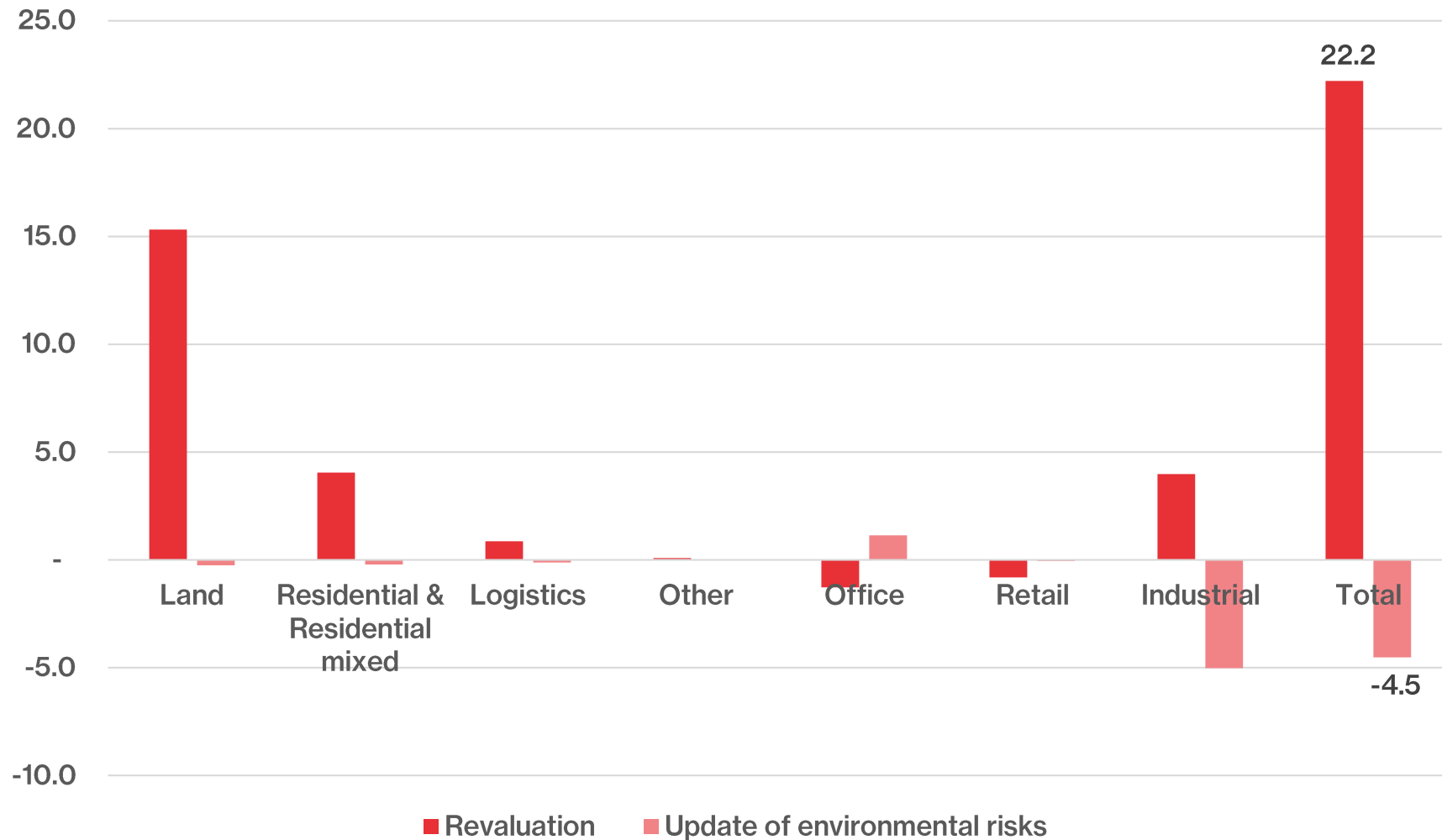
¹ Mandachstrasse 50-56, ZH and Sternenfeldpark 14, BL

Revaluation of properties

| in CHFm | 30.06.2020 | 30.06.2019 |
|------------------------|--------------|--------------|
| Yielding portfolio | +6.6 | -5.5 |
| Development portfolio | +11.1 | -20.6 |
| Total portfolio | +17.7 | -26.2 |

- Main net changes in the yielding portfolio: Cham (CHFm +3.3, increase of occupancy rate and WAULT), St. Margrethen (CHFm 2.3, adjustment of the discounting to the current market conditions), Goldach (TCHm +1.7, increase of property income and WAULT, progress of project under construction), Frauenfeld (CHFm -1.6, cost overruns) and Klingnau (CHFm -1.1, increase of vacancy rate in residential properties)
- Main net changes in the development portfolio in Cham (CHFm +8.3, redesign and optimisation of the projects), Wetzikon (CHFm +3.4, completion of residential project with full letting and costs under budget, adjustment of the discounting to the current market conditions and the better letting situation), Bussigny (CHFm +3.0, acquisition), Dornach (CHFm +2.1, consideration of the new planned interim use, development project getting closer), Biberist (CHFm -4.6, update of environmental risks) and Frauenfeld (CHFm -2.1, redesign of the third development project).
- Update of environmental risks ongoing process (mainly harmful substance): additional costs of CHFm 4.5 in H1 2020
- Weighted discount rate fell slightly to 3.90% (31.12.2019: 3.94%).

Revaluation effects of properties by type of use



Balance sheet H1 2020

| in CHFm (except for figures per share and ratios) | 30.06.2020 | 31.12.2019 | Δ CHFm | Δ % |
|---|----------------|----------------|--------------|--------------|
| Yielding portfolio | 1,056.4 | 1,053.4 | | |
| Development portfolio | 536.1 | 518.2 | | |
| Properties held for sale (promotion projects) | 30.1 | 8.6 | | |
| GAV | 1,622.6 | 1,571.7 | +50.9 | +3.2% |
| Total Balance Sheet | 1,686.4 | 1,628.6 | | |
| LTV Ratio | 51.4% | 51.4% | | |
| Swiss GAAP FER NAV | 694.4 | 672.1 | | |
| Swiss GAAP FER NAV per share ¹ | 86.8 | 84.0 | | |
| Equity ratio | 41.2% | 41.3% | | |
| EPRA NAV | 767.1 | 741.9 | | |
| EPRA NAV per share ¹ | 95.9 | 92.7 | | |

¹ Number of outstanding shares 8,003,409 as of 30.06.2020 and 8,000,085 as of 31.12.2019

Average cost of debt remains low

| in CHFm | 30.06.2020 | 31.12.2019 | Δ CHFm | Δ % |
|------------------------------------|--------------|--------------|--------------|--------------|
| Current liabilities to banks | 2.6 | 2.4 | +0.2 | |
| Current leasing liabilities | 5.6 | 5.5 | +0.1 | |
| Non-current liabilities to banks | 206.0 | 179.2 | +26.8 | |
| Non-current leasing liabilities | 1.4 | 4.2 | -2.8 | |
| Bonds | 640.0 | 640.0 | - | |
| Total financial liabilities | 855.5 | 831.3 | +24.2 | +2.9% |

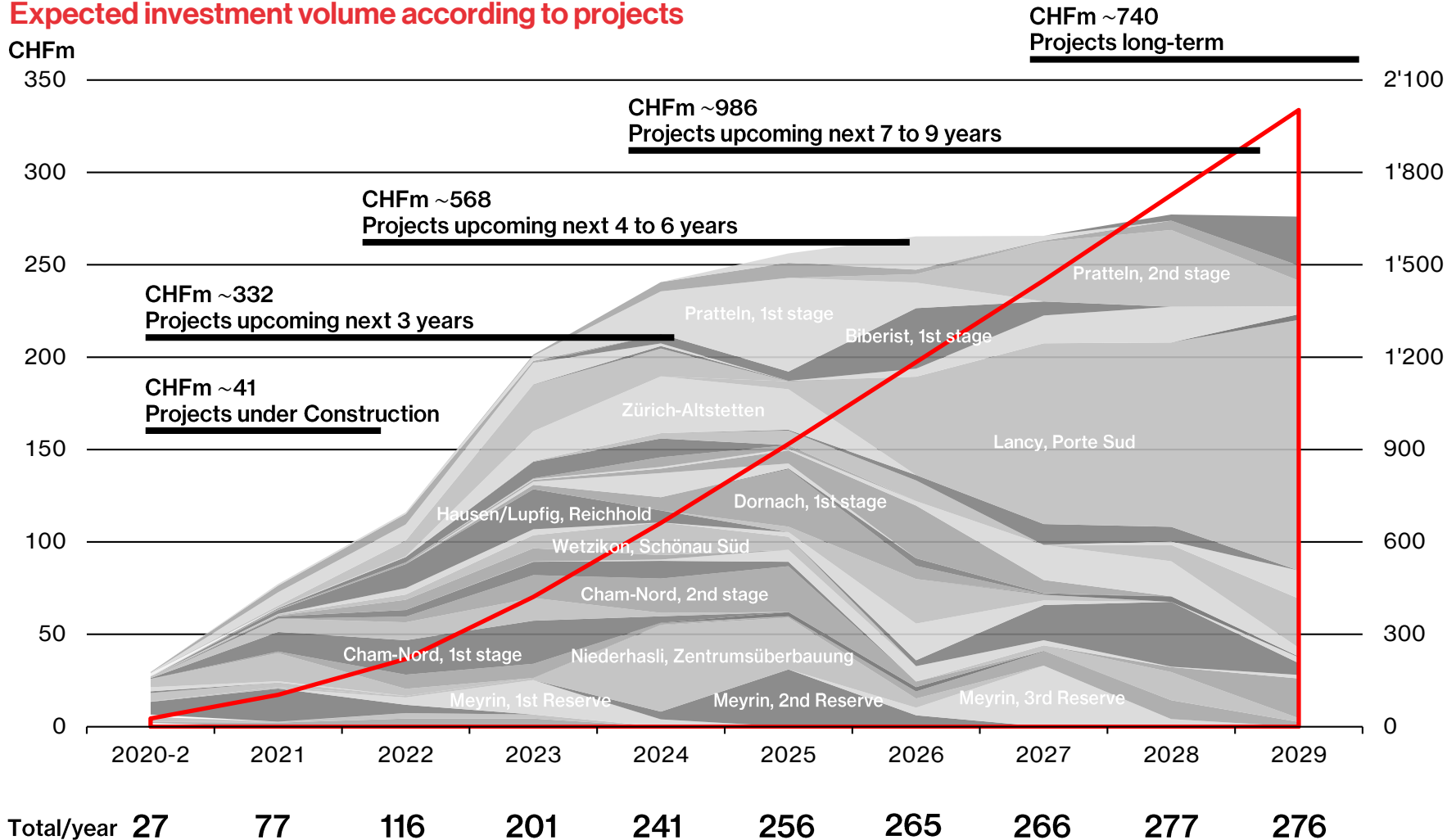
- Bonds represent 75% of financing structure (77% as at 31.12.2019)
- Current LTV ratio of 51.4% (51.4% as at 31.12.2019)
- The duration decreases slightly from 2.7 years as of 31.12.2019 to 2.2 years as at 30.6.2020)
- Average cost of debt of 0.9% (0.9% as at 31.12.2019)
- Leasing financing relates mainly to cloud services equipment
- First bond renewal in July 2021 (CHFm 100)
- Remaining bank limites of CHFm 103 as at 30.6.2020 (CHFm 119 as at 31.12.2019)

3 Pipeline and major developments

Marco Feusi, CEO

Project Pipeline

Expected investment volume according to projects



Half-year 2020

- Total around 60 development projects, >740,000 sqm usable area (+40,000 sqm), ~3,000 residential units and expected investment volume of CHFb ~2.6
- Next 10 years, total 570,000 sqm usable area, expected investment volume CHFb ~2.0, (+CHFm ~100 net, in 2020-1 CHFm ~26 invested):
 - New project: Niederhasli, Old age and care centre (CHFm ~26)
 - Revision project Cham Nord, Residential/Promotion/Commercial (CHFm ~26)
 - New project: Bussigny, Industrial/logistic (CHFm ~67)
 - Revision project Wetzikon Floos, Commercial (CHFm ~5)
- 5 projects actual under construction with annualized ERV of CHFm 4.3 and pending construction cost of CHFm 41
- 13 upcoming projects within next 3 years with >120,000 sqm usable area (+20,000 sqm), expected remaining investment volume of CHFm 338 and estimated rental value of CHFm 23.3 (CHFm 21.2) and new CHFm ~73 sales revenue

Weststrasse (Avellana) Wetzikon ZH

Completed, yielding

- Completed in end of June 2020, in yielding portfolio from 1.7.2020
- Fully let multi-family house with 17 rental apartments on 1,510 sqm and 20 indoor parking lots
- Building could be occupied before the announced date July 2020
- Costs below budget due contract award success



2,400 sqm land plot
Residential zone
Investment volume CHFm ~7.8
ERV CHFm 0.4 p.y.

Sites with projects under construction (1/2)

Goldach, Production and energy halls Amcor Flexibles Rohrschach

- Construction production hall started in 12/2019, hand-over to tenant 08/2020, 6 weeks in advance
- Preparation construction additional energy hall in 07/2020 (investment CHFm +2.4, rent CHFm +0.14), expected hand-over 10/2020
- Fully let, long-term lease 15 years, rental income CHFm 0.8 p.y.
- Total investment CHFm 11.3, exp. remaining CHFm 2.9

Kleindöttingen, Industrial hall Brugg Rohrsystem

- Construction production hall started in 12/2019
- Hand-over to tenant 10/2020
- Fully let, long-term lease 17 years, rental income CHFm 0.2 p.y.
- Total investment CHFm 3.5, exp. remaining CHFm 1.6

Niederhasli, Office building Doka Schweiz

- Construction started in 01/2020
- Hand-over to tenant incl. fit-out 04/2021
- Fully let, long-term lease 19 years, rental income CHFm 0.8 p.y.
- Total investment CHFm 12.0 exp. remaining CHFm 7.0



Sites with projects under construction (2/2)

Meyrin, Hive, Pavillon Luigia

- Hand-over to tenant in 07/2020, opening restaurant/school in 11/2020
- Opening two months delay due to the closing of construction site (Covid-19)
- Fully let, long-term lease 10 years, rental income CHFm 0.2 p.y.
- Total investment CHFm 3.4, exp. remaining CHFm 0.3

Meyrin, Hive, Headquarters Office LEM

- Construction started in 03/2020, exp. hand-over to tenant 01/2022
- Actual two months delay due to the closing of construction site (Covid-19)
- Fully let, long-term lease 15 years, rental income CHFm 2.3 p.y.
- Total investment CHFm 33.1, exp. remaining CHFm 29.2



Edipresse Site Bussigny VD

Acquisition, in commercialisation and planning

- Acquisition in May 2020 from Edipresse Group
- Position strengthening in growth region «Ouest lausannois»
- Located close to highway A1 Lausanne-Crissier, plus new junction Ecublens (2030), 500 m distance railway station
- Adjoining new storage and logistics buildings of the Geneva University Hospitals (HUG) and the Centre Hospitalier Universitaire Vaudois (CHUV)
- Development of 26,000 to 34,000 sqm industrial, logistic, office uses in 2 to 3 stages
- Started commercialisation process for anchor tenant



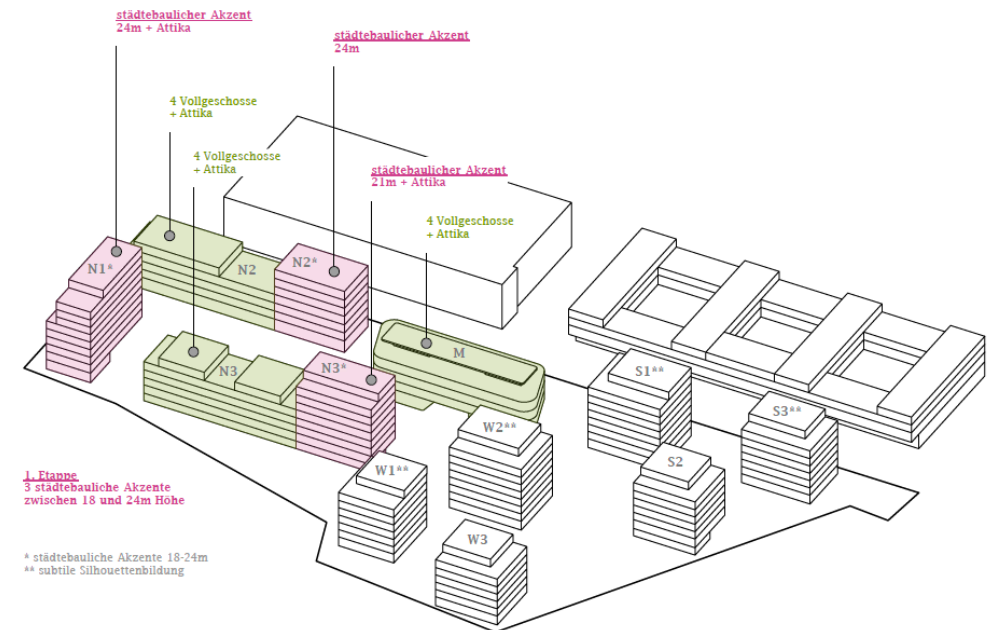
22,300 sqm land plot
Industrial zone
Exp. investment volume total CHFm ~67
1st stage CHFm ~22.5, ERV CHFm ~1.5 p.y.



Cham Nord Site Zug, Stage 1

Development, in planning

- Located next to OYM sports center
- 1st stage approximatively 58% of possible building volume, realization of 4 building plots, infrastructure and parking-facilities
- 13,600 sqm usable area with rental apartments (~95 units), condominiums (~55 units) and 4'000 sqm office/serviced apartments, ~200 indoor and ~20 outdoor parking units
- High diversification and product variety for all classes of residents, 5 to 8 story high buildings plus rooftop
- Request for building permission in September 2020 for 1st stage
- Planning for 2nd stage in preparation and revision development plan
- Additional potential in 2nd stage for 12,800 sqm residential and commercial uses with expected investment volume CHFm ~70



27,600 sqm land plot
Mixed use zone
Expected investment volume 1st stage CHFm ~100, ERV CHFm ~3.7, ERV, Sales revenue Promotion CHFm ~73

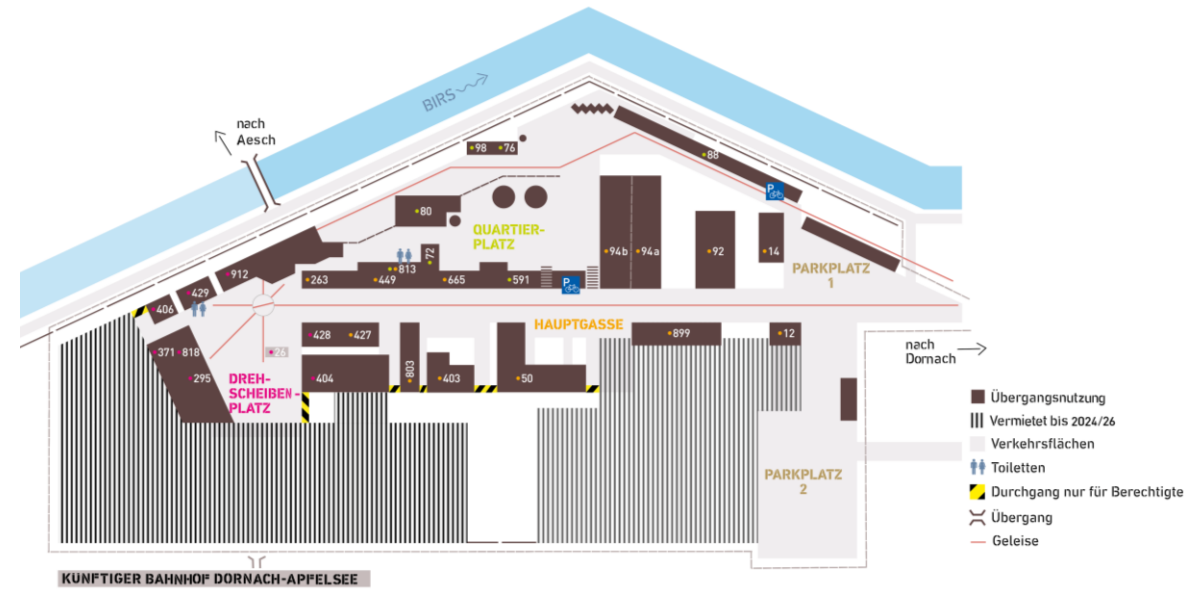
Wideneck Site Dornach, Basel

In planning, interim use

- Long-term realisation in several stages during 15-20 years
- At full development expected floor space ~100,000 sqm mixed use areas for 900 work places and 1,800 inhabitants in a new city district
- Successful first settlement for interim uses, ongoing active commercialisation
- Expected lease end of main tenant Swissmetal Industries SA 12/2024
- Future railway station «Dornach-Apfelsee», expected opening in 2026/2027 due advanced planning, intention completion of 1st stage of construction
- Masterplan finished, rezoning in progress, permission expected Q3 2022
- Planning process ongoing for infrastructure projects, public access to site, remediation of contaminated sites



136,000 sqm land plot
Industrial zone, Future mixed use zone
Expected investment volume CHFm ~520



Ex-Rohner Site Pratteln, Basel

In planning, in demolition

- 600 tons of chemical waste disposed
- Chemical clearance of last production plant finished in 10/2020, expected sale in Q4 2020/Q1 2021
- Building demolition of 1st stage started in 06/2020 and ends 09/2020, demolition of all buildings until 07/2021
- 2nd phase of variance studies in progress, judging in 09/2020, public publishing results 11/2020
- Indicative project Q2 2021, request for rezoning Q2 2022
- Expected floor space 60,000 sqm, mixed use development with high density (70-75% residential)
- Realization in stages



31,500 sqm land plot
Industrial zone, Future mixed use zone
Expected investment volume CHFm ~185



4 Market evaluation and outlook

Marco Feusi, CEO

Key indicators

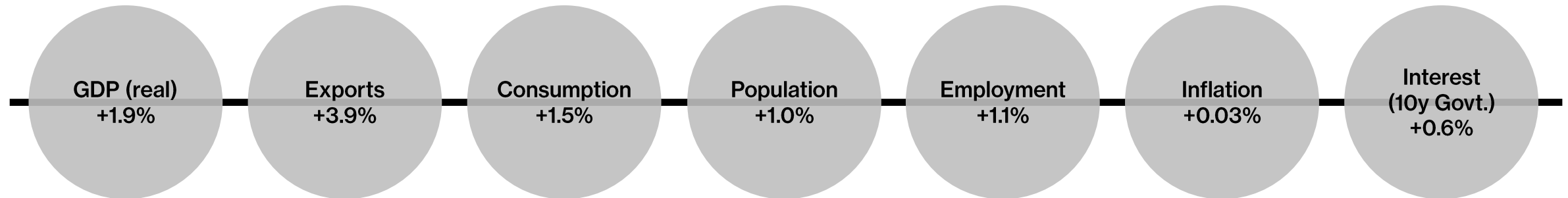
Impact on the Swiss real estate market:

Very positive
Rather negative

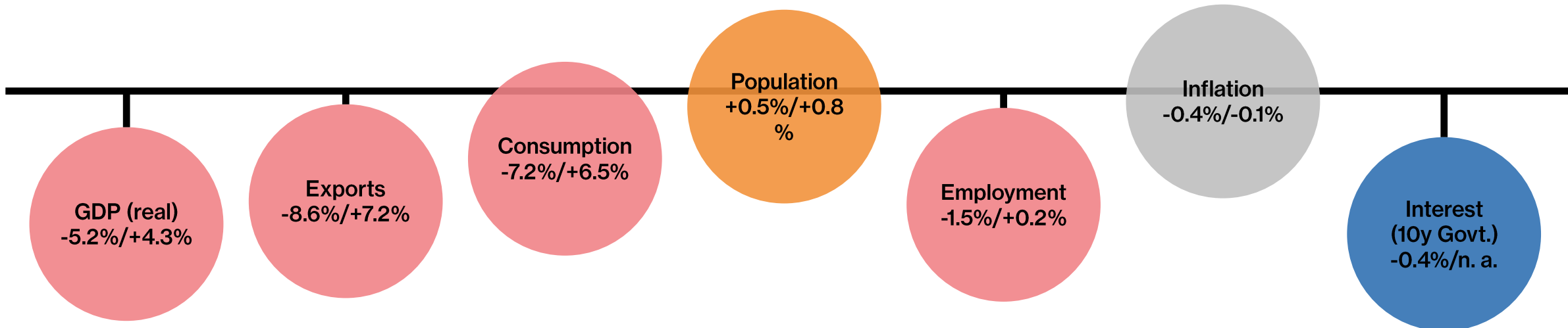
Rather positive
Very negative

Neutral

Values Average Year 2010-2019



Forecast Year 2020/2021



Sources 21.8.2020

GDP SECO (Stat.) UBS (Forec.); Exports, Consumption: SECO (Stat., forec.); Population, Employment: BFS (Stat.), Wüest Partner (Forec.); Inflation: SNB (Stat., forec.); Interest: SNB (Stat.), Wüest Partner (Expect.)

Swiss property market

General outlook

- Real estate market has done comparatively well, but too early to give the «all-clear»
- Residential, logistics and «systemically important» retail appear resistant to the crisis
- Indirect real estate investments with lower debt levels than real estate companies have been recovered much better
- Greater importance of your own four walls

Outlook by real estate segments (1/2)

Construction market

- New construction activity has already passed its peak in 2019. Investment volume may stagnate and in some cases decline in the coming months. New construction activity in some segments may decline even more strongly in the medium term

Home ownership

- Robust price increases in general for family houses and slight price decline on average for condominiums. Prospective buyers face limited supply in many places. New construction activity may decline even further, price slumps unlikely

Residential rental market

- New construction activity continues to decline, but vacancy rates still likely to rise due to lower population growth, pressure on rents persists, especially in the upper segment

Swiss property market

Outlook by real estate segments (2/2)

Office

- Rising vacancy rates are expected, especially in B and C locations, due to a decline in employment, increasing use of home offices, but greater demand for space in companies without home offices. Rents are tending to come under pressure, extensive rent losses are not expected

Retail

- Most affected by corona crisis, accelerated structural change to e-commerce, additional decline in demand for retail space, especially in less frequented locations

Industrial

- With the exception of the pharmaceutical industry, all sectors are confronted with declining production and sales. Sales and employment in the second sector have been declining since 2019. Expansion of production and inventories due to limited availability of raw materials and reliability of logistics chains expected, but production operations are heavily dependent on foreign trade and thus on the global economy. Decline in demand for commercial space and pressure on rents is likely

Warehouse/Logistics

- Noticeable increase in demand as a result of the acceleration of e-commerce, consolidation and process optimisation continue, high demand for large logistics areas in very good traffic locations, but limited availability of corresponding land due to political resistance.

Swiss property market

Position of HIAG

- Solid and broadly diversified tenant base
- Largest tenants in the industrial, logistics and information technology sectors (15 tenants = 40% rental income, WAULT ~5 years)
- WAULT of all commercial leases 8.7 years
- Very broad-based sector mix
- 9% retail trade, of which two thirds in the non-food sector, largest non-food retailer Otto's, Media Markt and Lipo
- Very good demand for owner-occupied properties
- Continued letting in the commercial sector and good interest in flexibly usable and new commercial space
- However, current negotiations for lease contract extensions are tough
- Good demand from low-cost temporary uses
- First interested parties for follow-up rent Lekkerland Brunegg available
- Retail demand still very subdued
- Generally, a good outlook at the end of February. In particular, in addition to service companies, trading and production companies also reported good to very good business conditions.
- However, the situation is now challenging for many companies that are internationally networked or depend on foreign demand, even though a recovery process has now begun in most sectors.
- To date no indication from our tenants that they are in serious financial difficulties
- Ongoing monitoring of rent default risks in the tenant portfolio
- Economic situation and potential impact on the real estate market must be kept under continuous review
- The high volatility on the stock markets and the extension or expansion of the zero interest rate policy is still leading to a run on tangible assets
- It is not surprising that real estate is considered «concrete gold», especially in times of crisis - and so it is the right sector for investment even in the current situation

Outlook

Fiscal year 2020 (Status end of August 2020)

Assuming no second economic lockdown:

- Increase in annualised property income at the end of the year confirmed
- Further vacancy rate reduction in yielding portfolio expected (at least -100 Bps)
- Operating negative impact on Rohner site of maximum CHFm 5 confirmed
- Proceeds from sale of assets on Rohner site expected in 2021
- Operating negative impact HIAG Data of maximum CHFm 5 confirmed
- Potential income from HIAG Data at the earliest in 2021 expected but still difficult to quantify today
- CHFm 16 for investments in current projects under construction for 2H 2020
- Dividend proposal 2021 in relation to the Group's operating profit 2020

5 Q&A

Corporate Calendar

23 September 2020

Investora Zürich

15 March 2021

Publication fiscal year results 2020

22 April 2021

Annual General Meeting

30 August 2021

Publication half-year results 2021

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Appendix

Summary

General overview

- Continued focusing on real estate business
- Very solid half-year results despite major challenges
- Expected operating result without revaluation effects confirmed, follow-up operating costs of HIAG Data and Rohner as expected
- Slight increase in annualised rental income
- Still comfortable WAULT
- Successful letting and marketing activities
- Significant increase in portfolio value
- Revaluation gain mainly due to contract signings and good development progress

Real Estate Portfolio

- Acquisition building land in Bussigny in May 2020
- Completion of multi-family-house in Wetzikon in June 2020

Covid-19 implications

- Minor impact on earnings situation with CHFm 0.5 already granted or expected lease reductions, = 0.8% of annualised property income

Vacancy and rental situation

- Reduction of overall vacancy rate from 16.2% to 15.5%

Project developments

- Enlargement project pipeline to more than 60 projects (+ 40,000 sqm usable area, CHFm +126 investment volume)
- Total investment volume next 10 years CHFb 2.0
- All projects under construction in Swiss German part on track, little delays in Swiss French part due to Covid-19
- Upcoming projects with good development progress

HIAG Data

- Negative contribution H1 2020 (CHFm 2.8) as expected
- Main network contracts have been taken over and will no more burden the future results

Ex-Rohner site Pratteln

- Negative contribution H1 2020 (CHFm 3.4) as expected
- Chemical clearing finished soon, building demolitions started

Financing

- Remaining bank limits of CHFm 103 as at 30.6.2020

Corporate

- New website as at 31.8.2020
- New Long-term incentive plan (LTIP) 2020-2024 implemented

Covid-19 situation and HIAG's measures

Review and current situation

- On 16 March, Federal Council declared «extraordinary situation» until 19 April: Immediate shutdown of all non-essential businesses and services
- On 20 March, Federal Council presented a package of measures to cushion the economic consequences of pandemic: short-time work compensation and bridging loans
- On 8 April, Federal Council extended «extraordinary situation» until 26 April, at the same time announced exit plan from «lockdown». Most of emergency measures were terminated on 11 May.
- On 1st July opening consultation procedure on the preliminary draft of Covid-19 Business Rental Act:
 - 60% rent reduction for tenancies up to TCHF 20 monthly rent
 - Opt-out clause for monthly rents between TCHF 15 and 20
 - Existing agreements remain valid
- Comments on draft with shortened deadline until August 4th
- Current discussion of constitutional legality in the Parliamentary Legal Commission
- Expected voting of the Covid-19 Business Rental Act by Swiss parliament in December
- No court decision to date regarding rent waivers to be granted by property owners with monthly rents TCHF >20

Operational measures taken by HIAG

- Employees and construction workers health top priority
- Implementation of the regulations issued by the Federal Council and the Office of Public health
- All office-employees before lock-down remote-ready and equipped with infrastructure for efficient work at home
- Keeping construction sites and business processes up and running during the lockdown

Other measures taken by HIAG

- In mid-March first statements about the impending corona crisis and a vague forecast of possible effects on the Swiss economy, the Swiss real estate market and also our business
- First publication of our assessment of the situation due to Covid-19 at the Annual General Meeting of 23.4.2020
- Mid-May about 75% fast solutions found in partnership and straight forwarding
- No solutions possible since the discussion of the motions of WAK-N and WAK-S in the Swiss Parliament
- On June 1st first monitoring to Swiss Real Estate Association (VIS) reported: all VIS-Members around two-thirds
- Detailed comments on the Covid-19 Business Rental Act to the Federal Office for Housing and Federal Council Parmelin

Financial Overview sites with projects under construction

| | | 2020 | 2021 | Effective area to be developed in m2 | Total expected investment volume in CHFm | Expected remaining investment in CHFm | Est. Rental Value in CHFm | Pre-let Ratio | Lease Duration in years | Expected Completion |
|---|---------------------------|-----------|------|--------------------------------------|--|---------------------------------------|---------------------------|---------------|-------------------------|--|
| | | 2020-2022 | | | | | | | | |
| Wetzikon, Projekt Avellana | Residential, New Building | | | 1'500 | 7.8 | 0.9 | 0.4 | 100% | | 06/20 |
| Meyrin, Hive, Pavillon Luigia | Commercial, New Building | | | 700 | 3.4 | 0.3 | 0.2 | 100% | 10 | Handover 07/20, Opening 11/20 |
| Kleindöttingen, Industrial hall Brugg Rohrsysteme | Industrial, New Building | | | 2'250 | 3.5 | 1.6 | 0.2 | 100% | 17 | 10/20 |
| Goldach, Production + Energy Hall Amcor | Industrial, New Building | | | 4'900 | 11.3 | 2.9 | 0.8 | 100% | 15 | Production Hall 08/20, Energy Hall 10/20 |
| Niederhasli, Office Building Doka Schweiz | Office, New Building | | | 2'750 | 12.0 | 7.0 | 0.8 | 100% | 19 | 04/21 |
| Meyrin, Hive, Headqarter Office LEM | Office, New Building | | | 7'350 | 33.1 | 29.2 | 2.3 | 100% | 15 | 01/22 |
| Total | | | | 17'950 | 63.3 | 41.0 | 4.3 | 100% | 15.6 | |

Financial overview mid-term developments

| | | 2020 | 2021 | 2022 | 2023 | 2024 | Effective area to be developed in m2 | Total expected investment volume in CHFm | Expected remaining investment in CHFm | Est. Rental Value in CHFm | Pre-let Ratio Commercial | Lease Duration in years | Project status |
|---|---------------------------------------|------|------|------|------|------|--------------------------------------|--|---------------------------------------|---------------------------|--------------------------|-------------------------|--|
| | | | | | | | | | 2020-2 ff. | | | | |
| Dietikon, XXXLutz | Retail, New Building | | | | | | 16'600 | 23.1 | 22.1 | 3.2 | 100% | 15 | Building perm. 03/20, constr. start 10/20, compl. 06/22 |
| Wetzikon, Floos | Commercial/Residential, Conversion | | | | | | 8'700 | 11.0 | 10.6 | 1.0 | 0% | - | Pre-project 10/22, expec. building applic. 03/21 |
| Aathal, Coop B&H + Residential 1 st stage | Commercial/residential, New Building | | | | | | 6'300 | 17.8 | 17.1 | 1.3 | 100% | 10 | Design plan, expec. perm. GP 12/20, expec. building applic. 05/21 |
| Frauenfeld, Walzmühle, Walzmühlebau | Residential, Conversion | | | | | | 4'400 | 17.3 | 11.6 | 1.0 | - | - | Project optimization, design plan, rev. building applic. 12/2020 |
| Frauenfeld, Walzmühle, Parking-Site | Parking/commercial, New Building | | | | | | 550 | 5.5 | 5.5 | 0.4 | - | - | Design plan, expec. building application 12/20 |
| Windisch, Zentrum West | Residential/commercial, New Building | | | | | | 1'500 | 7.8 | 6.9 | 0.4 | - | - | Participation process, architecture competition 04/21, expec. building application 08/21 |
| Cham, Cham Nord, 1 st stage Yielding | Residential, commercial, New Building | | | | | | 11'800 | 61.2 | 58.6 | 3.7 | 0% | - | Expec. building application 09/20 |
| Cham, Cham Nord, 1 st stage Promotion | Condominium, New Building | | | | | | 5'800 | 38.6 | 36.4 | 73.1 1) | - | - | Expec. building application 09/20 |
| Biberist, Papierer, 1 st stage | Industrial | | | | | | 12'600 | 29.1 | 29.1 | 2.0 | 0% | - | Feasibility study, Commercialization |
| Meyrin, Grand Puits | Commercial | | | | | | 15'600 | 50.9 | 50.2 | 4.0 | 0% | - | Feasibility study, Commercialization |
| Hausen/Lupfig, 1 st stage | Industrial | | | | | | 21'200 | 43.3 | 43.3 | 3.4 | 0% | - | Feasibility study, Commercialization |
| Bussigny, 1 st stage | Commercial | | | | | | 8'700 | 22.5 | 22.5 | 1.5 | 0% | - | Feasibility study, Commercialization |
| Ermatingen, Hauptstrasse 181/185, Old age and care centre | Commercial | | | | | | 6'900 | 24.3 | 24.0 | 1.4 | 0% | - | Feasibility study, Operator evaluation/contract negotiations |
| Total | | | | | | | 120'650 | 352.4 | 337.9 | 23.3 | - | - | |

1) Expected sales revenue promotion project

Strategy and Business Model

Continuation of existing real estate strategy

- Achieving high and above-average returns by using our strong position in German-speaking and western Switzerland and continually expanding our multifaceted, geographically-diversified real estate portfolio.
- Focus on office, commercial and logistics properties as well as selected residential properties at well-connected sites in future-oriented growth regions along the main traffic axes
- Concentration on sustainable development and the active management of real estate over the entire cycle from interim use to creation and up until after completion
- Strong foundation as a listed real estate company with a strategically-oriented family anchor shareholder to respond to market developments with foresight and innovation
- Open company culture and short decision-making paths support the sustainable success of HIAG in the interest of our stakeholders

Business Model

- Business model is based on designing destinations that offer people living space and companies room to flourish in the long term.
- Heart of HIAG's business model is our extensive real estate portfolio with several generations' worth of development potential, our active portfolio management and the management, administration and rental of real estate
- The real estate portfolio is continuously optimised with a focus on generating value over several generations through acquisitions and sales within the value chain.

Real estate with a total surface area of 2.7 million m² in German-speaking and western Switzerland

Around 40 sites with an average surface area of 43,000 m²

Development reserves with about 740,000 m² of usable area without additional acquisitions

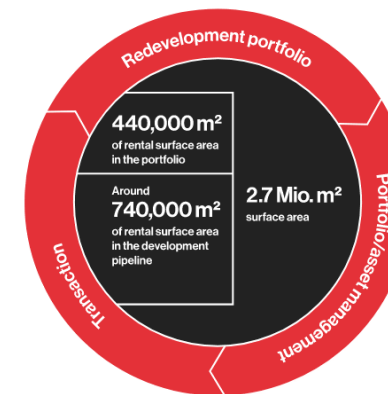
Proven real estate know-how

Successful track record in the conduct of complex transactions

Excellent reputation as a reliable business partner

Family company with over 140 years of history

Company culture based on its industrial origins and the power of a listed company from a single source



Geographically diverse real estate portfolio with a focus on commercial, office and logistics buildings as well as selected residential properties

Above-average returns
Generations' worth of sustainable value creation
Attractive project pipeline

Portfolio key figures

| in CHFm (except numbers and ratios) | H1 2020 | YE 2019 |
|--|---------|---------|
| Real estate portfolio | 1,623 | 1,572 |
| Yielding portfolio | 1,056 | 1,053 |
| Developpement portfolio | 566 | 518 |
| Annualised property income | 58.9 | 58.7 |
| Number of properties | 118 | 116 |
| Number of development properties | 48 | 45 |
| Number of projects | 62 | 56 |
| Vacancy rate | 15.5% | 16.2% |
| Weighted Average Lease Term (WAULT) in years | 8.7 | 8.9 |

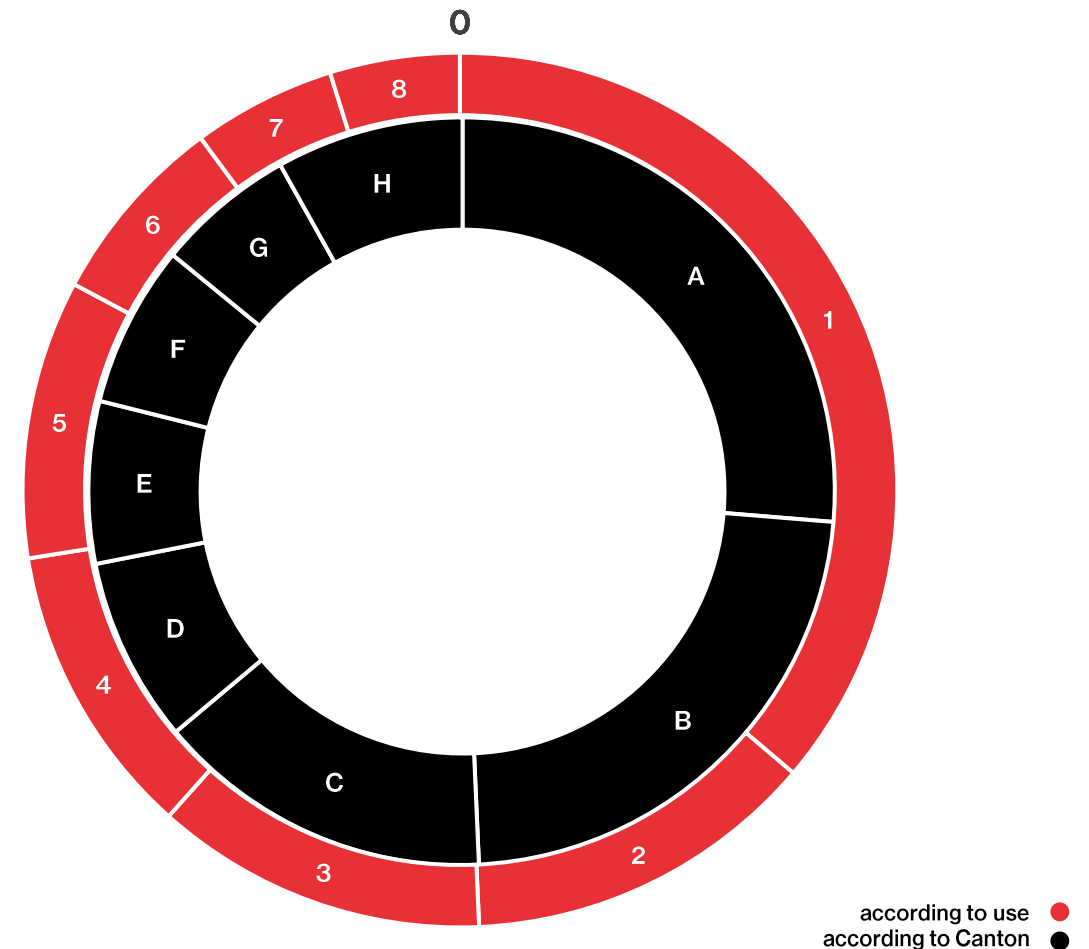
Portfolio split by type of use and region

Market value of real estate properties by type of use as at 30.06.2020

| | |
|------------------------------|-------|
| 1 Industry, commercial | 36.2% |
| 2 Building land | 13.1% |
| 3 Residential | 12.3% |
| 4 Office | 10.9% |
| 5 Retail | 10.3% |
| 6 Distribution, logistics | 7.1% |
| 7 Residential and commercial | 5.3% |
| 8 Miscellaneous | 4.8% |

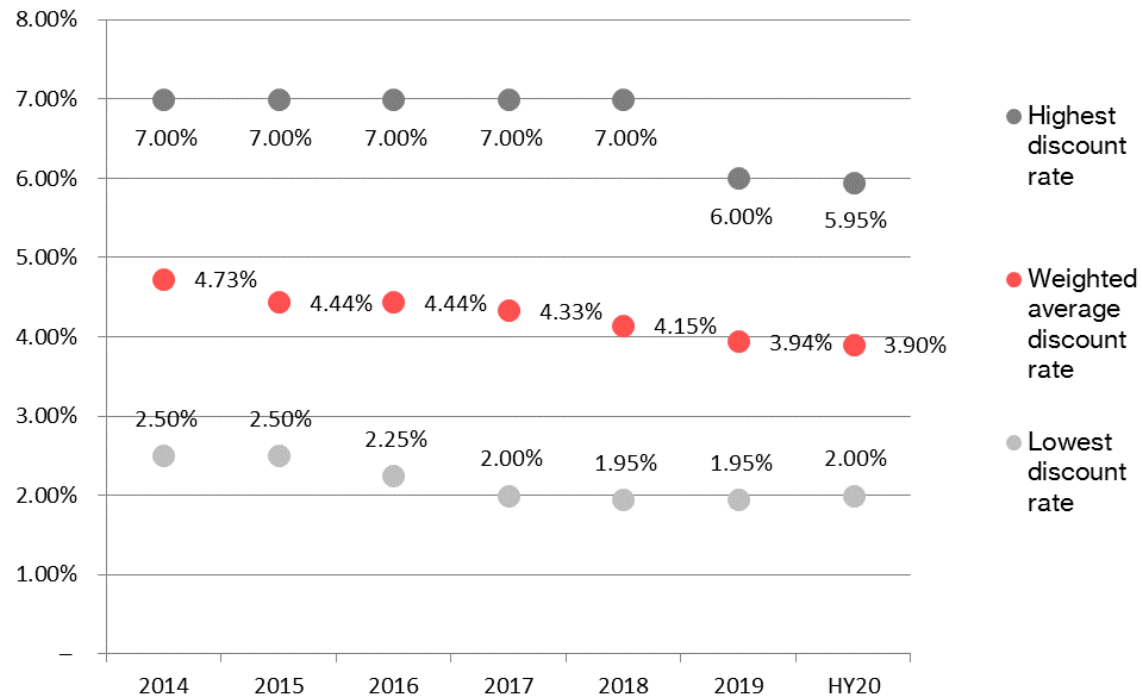
Market value of real estate properties by canton as at 30.06.2020

| | |
|-----------------|-------|
| A Zurich | 26.3% |
| B Aargau | 23.0% |
| C Geneva | 14.6% |
| D Zug | 8.0% |
| E Solothurn | 7.0% |
| F Baselland | 7.0% |
| G St. Gallen | 6.0% |
| H Miscellaneous | 8.1% |



Discount rate half-year 2020

| in % | H1 2020 | YE 2019 |
|--|---------|---------|
| Weighted average real discount rate yielding portfolio ¹ | 3.87% | 3.93% |
| Weighted average real discount rate development portfolio ¹ | 3.99% | 4.06% |
| Weighted average real discount rate total portfolio ¹ | 3.90% | 3.94% |



¹ Except land, building rights and power plant

EPRA key financial figures

| in CHFm (except figures per share, numbers and ratios) | H1 2020 | H1 2019 |
|--|-----------|-----------|
| Adjusted EPRA Earnings ¹ | 11.2 | -5.2 |
| <hr/> | | |
| in CHFm (except numbers and ratios) | H1 2020 | YE 2019 |
| EPRA NAV | 767.1 | 741.9 |
| EPRA NAV per share | 95.9 | 92.7 |
| Number of outstanding shares | 8,000,578 | 8,000,085 |
| EPRA NAV ratio | 45.5% | 45.6% |
| <hr/> | | |
| EPRA vacancy rate (yielding portfolio) | 15.2% | 16.6% |

¹ without HIAG Data & Jaeger et Bosshard contributions

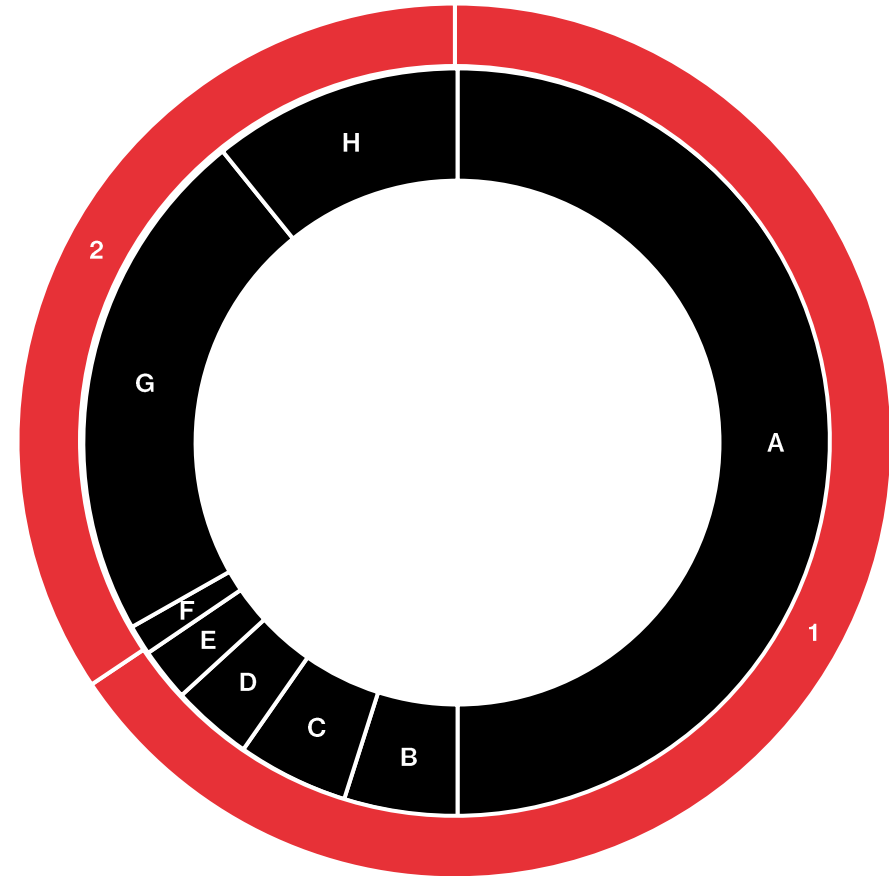
Shareholder structure as of 30.06.2020

Major shareholders

| | |
|-----------------------|-------|
| 1 Anchor shareholders | 65.6% |
| 2 Free Float | 34.4% |

Shareholder structure

| | |
|-------------------------------|-------|
| A SFAG Holding AG | 50.2% |
| B HIAG Beteiligung Holding AG | 4.9% |
| C Grigros AG | 4.8% |
| D Senft AG | 3.5% |
| E Dr. Felix Grisard | 2.3% |
| F Management & Board | 0.8% |
| G Other Switzerland | 22.9% |
| H Other | 10.6% |



HIAG

Sustainable site development

