

**HIAG**

# Investor presentation HY 2022

# HIAG Immobilien Holding AG

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Basel/Zurich, 26 August 2022



# Agenda

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Marco Feusi  
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# Half-Year 2022 «at a glance»

# Key Highlights – Half-Year 2022

Strong net income contribution by all business areas



Best Half Year  
result – all Real  
Estate  
KPIs improved



Solid capital  
structure (debt / equity)  
to support  
future growth



Sustainability projects  
on track  
and great success  
stories to present



Major progress of  
numerous large and  
small development  
projects



Project “CHAMA Columbus”  
successfully launched  
and on track



Portfolio optimisation  
and capital recycling  
strategy well underway

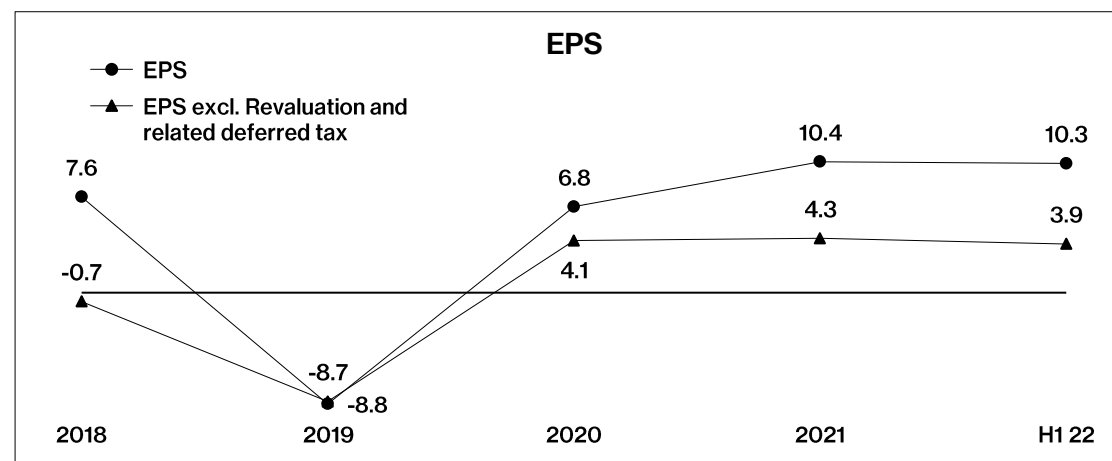
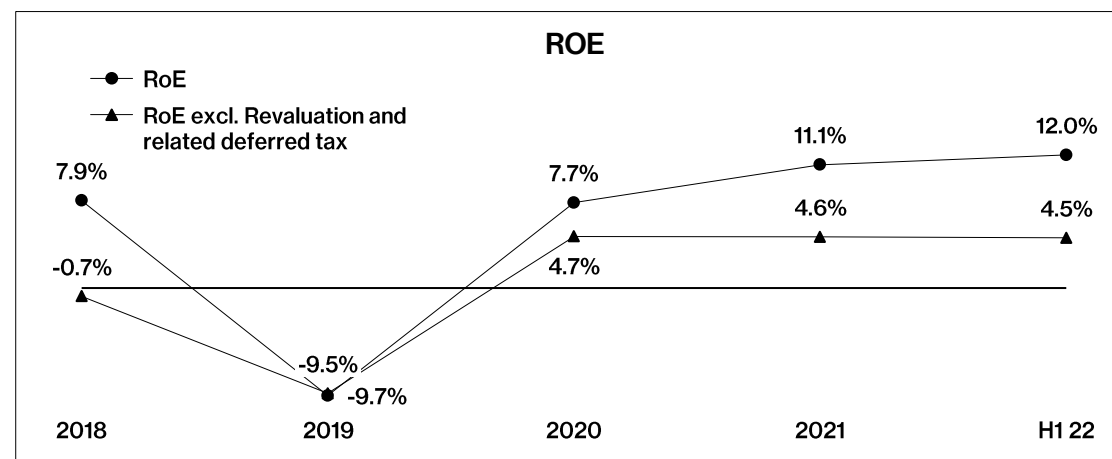
# Financials Half-Year 2022

# Key financial figures – 30 June 2022

## At a glance

### Income Statement / ROE / EPS – 30 June 2022

In CHFm	H1 22	H1 21	Δ CHFm	Δ %
Property income	32.4	30.6	1.8	5.8
Revaluation of properties	42.3	32.2	10.1	31.2
Income from sale of properties	2.3	-	2.3	100.0
Profit from sale of investment properties	1.1	1.7	-0.6	-34.6
Other operating income	5.2	6.8	-1.6	-23.8
<b>Total operating income</b>	<b>83.3</b>	<b>71.4</b>	<b>11.9</b>	<b>16.7</b>
<b>Total operating expenses</b>	<b>-20.9</b>	<b>-18.4</b>	<b>-2.5</b>	<b>13.5</b>
<b>EBITDA</b>	<b>62.4</b>	<b>52.9</b>	<b>9.4</b>	<b>17.8</b>
Depreciation and amortisation	-0.3	-0.2	-0.1	38.4
<b>EBIT</b>	<b>62.0</b>	<b>52.7</b>	<b>9.3</b>	<b>17.7</b>
Financial result	-3.8	-5.6	1.9	-33.0
Taxes	-2.2	-5.1	3.0	-58.0
<b>Net income</b>	<b>56.1</b>	<b>41.9</b>	<b>14.2</b>	<b>33.7</b>
Net income excl. Revaluation of properties and deferred tax	14.8	12.8	2.0	15.7

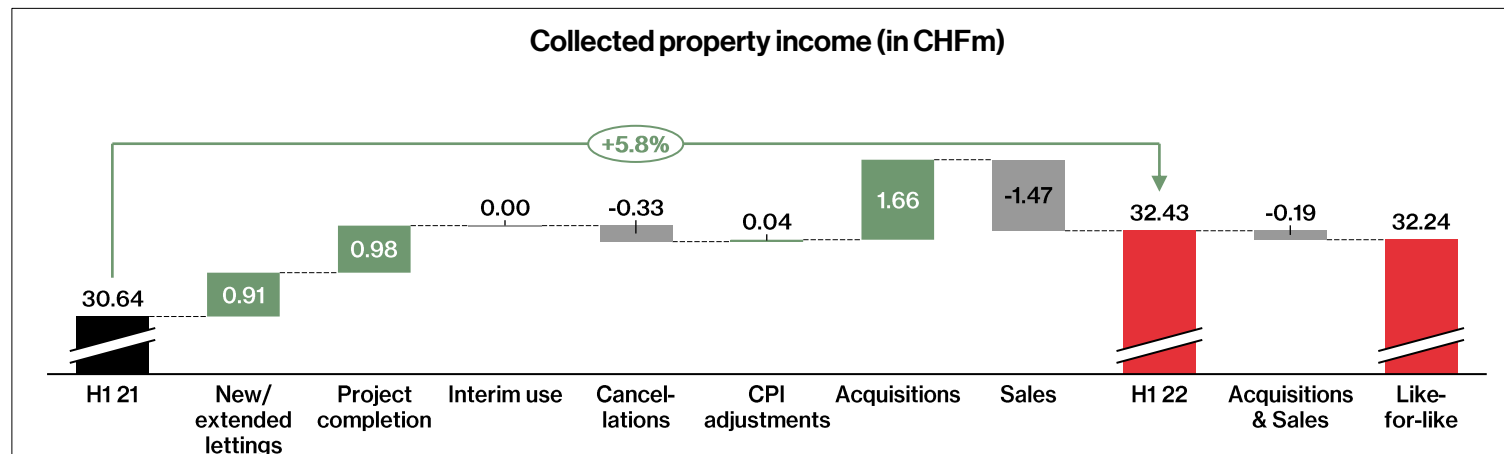
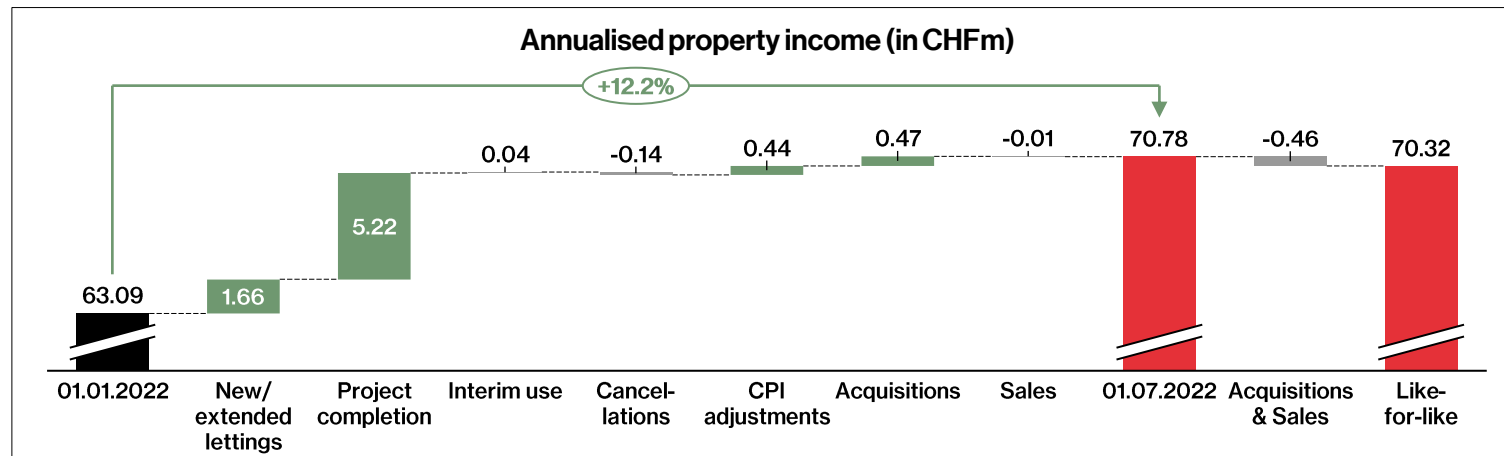


# Portfolio figures

# Annualised / Collected property income

## Increased annualised (+12.2%) and collected (+5.8%) property income

Annualised property income – 1 July 2022 / Collected property income – 30 June 2022



### Comments

Annualised property income of CHFm 70.8 → increased by CHFm 7.7 (+12.2%)

#### Main changes (in CHFm):

- New/extended lettings: Hitachi, Klingnau (+0.4); BR Bauhandel, Solothurn (0.2); Mathrix, Cham (+0.2); Migros, Oberaathal-Aabach (+0.1); Aartech, Kleindöttingen (+0.1) International School of Central, Cham (+0.1); Topas, Niederhasli (+0.1), Various Residential (+0.4)
- Project completion: XXXLutz, Dietikon (+3.1); LEM, Meyrin (+2.1)
- Acquisitions: Niederwil (+0.5)
- Sales: Diesbach (-0.02)

Collected property income of CHFm 32.4 → increased by CHFm 1.8 (+5.8%)

#### Main changes (in CHFm):

- New/extended lettings: Brugg Rohrsystem, Kleindöttingen (+0.9); Various Residential
- Project completion: LEM, Meyrin (+1.0)
- Cancellations: St. Maurice (-0.1; Cancellation due to project development); Kanton Solothurn (-0.1); Various Residential (-0.1)
- Acquisitions: Buchs (+1.0); Solothurn (+0.3); Reinach (0.2); Winterthur Grütze/Technorama (+0.2)
- Sales: Bremgarten (-0.8); Biberist (-0.2); Unteraathal-Bachtälen (-0.2); Basel (-0.1); Wetzikon-Schönau (-0.1); Aigle (-0.1)

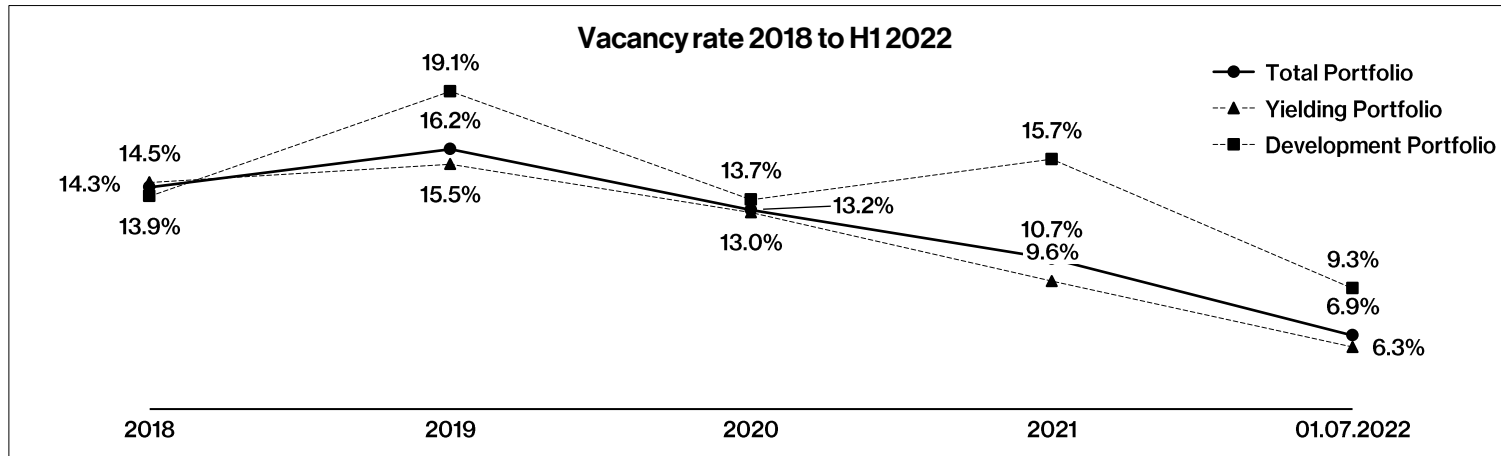


# Vacancy rate

## Remarkable vacancy rate decrease from 10.7% to 6.9% (-3.8%p)

Vacancy rate – 1 July 2022 / Potential property income (at full occupancy) – 1 July 2022

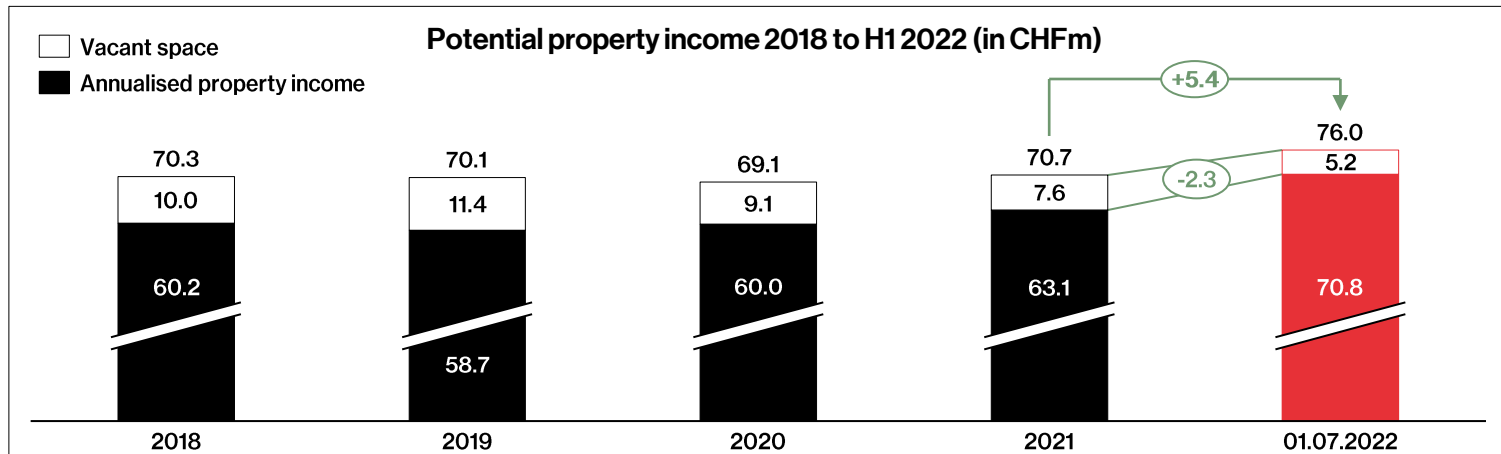
Comments



Vacancy rate of 6.9% → decreased by -3.8%p

Main drivers:

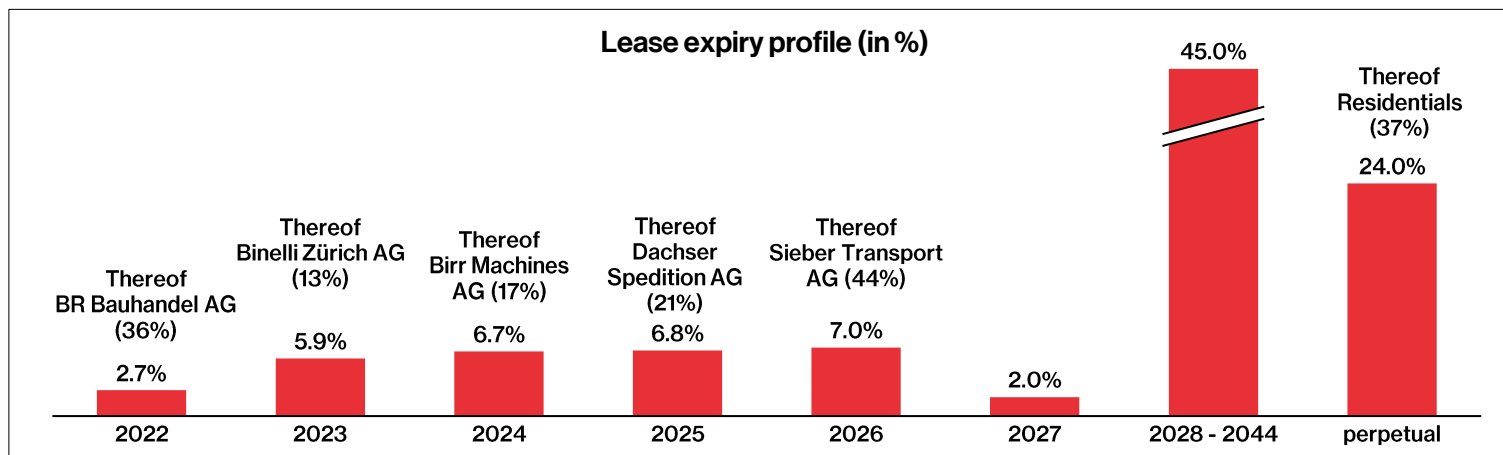
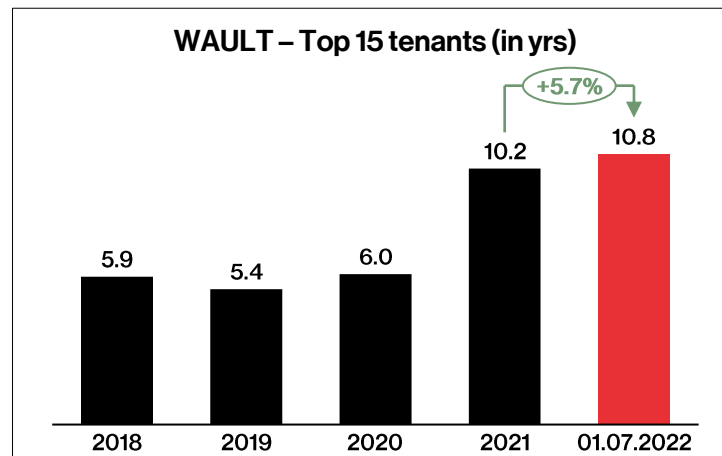
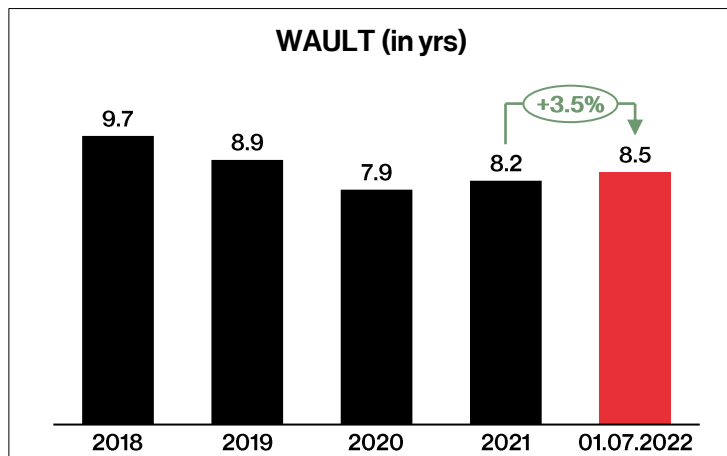
- Increase of potential income at full occupancy by CHFm +5.4, due to project completions (XXXLutz, LEM) (please refer to slide 8)
- Decrease of vacant space by CHFm -2.3, due to
  - strong management performance (new/extended lettings, please refer to slide 8)
  - increased additional marketing efforts



# Tenants: WAULT / Lease expiry profile

## Comfortable WAULT increase by +3.5% (total) and by 5.7% (top 15)

### WAULT / Lease expiry – 1 July 2022



### Comments

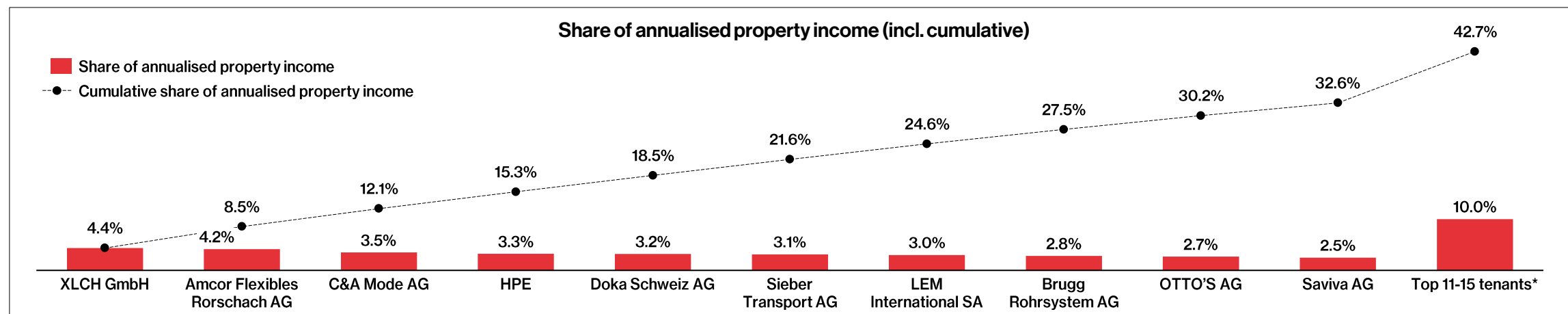
2022 changes of rental contract base (new, extensions, cancellations) with positive impact on lease expiry profile and on WAULT:

- **New contracts:** XXXLutz (2037), LEM International (2037), Hitachi Energy Switzerland (2025), Genossenschaft Migros Zürich (2027), Mathrix (2027)
- **Contract extensions:** Otto's (2023 to 2029), International School of Central (2028 to 2030), Racing Unleashed Cham (2025 to 2027), Baltis-Transport (2023 to 2024)
- **Contract changes:** Staatsanwaltschaft Kanton Aargau (from indefinite duration to 2025), Kantonspolizei Aargau (from indefinite duration to 2025)
- **Contract cancellations:** ABB Schweiz (2022), Einwohnergemeinde Dornach (2022)

# Tenants – Top 15

## XXXLutz newly biggest tenant strengthening mix of “Top 15 tenants”

Top 15 tenants (Group) based on annualised property income – 1 July 2022



	Share of annualised property income	Branch	Expiry Year	Rating**		Share of annualised property income	Branch	Expiry Year	Rating**
1. XLCH GmbH	4.4%	Retail	2037		7. LEM International SA	3.0%	Industry	2037	
2. Ancor Flexibles Rorschach AG	4.2%	Industry	2036	BBB (stable)	8. Brugg Rohrsystem AG	2.8%	Industry	2031-2037	
3. C&A Mode AG	3.5%	Logistics	2028	AA- (bra)	9. OTTO'S AG	2.7%	Retail	2024-2029	
4. HPE	3.3%	IT	2027-2032		10. Saviva AG	2.5%	Logistics	2031	
5. Doka Schweiz AG	3.2%	Industry	2039		11.-15. tenants*	10.0%			
6. Sieber Transport AG	3.1%	Logistics	2037						

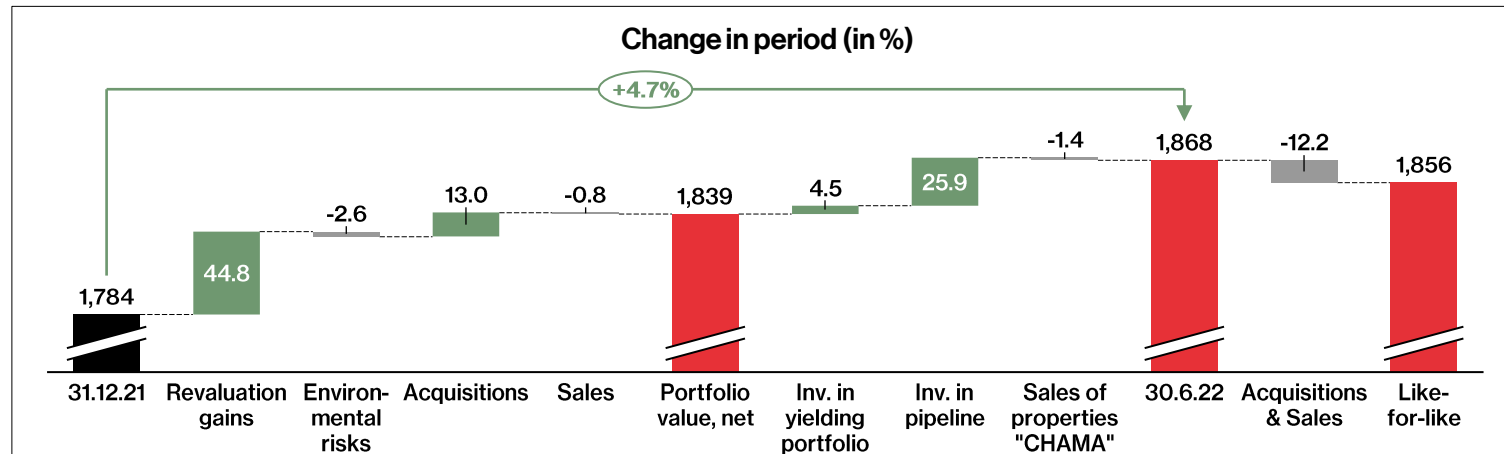
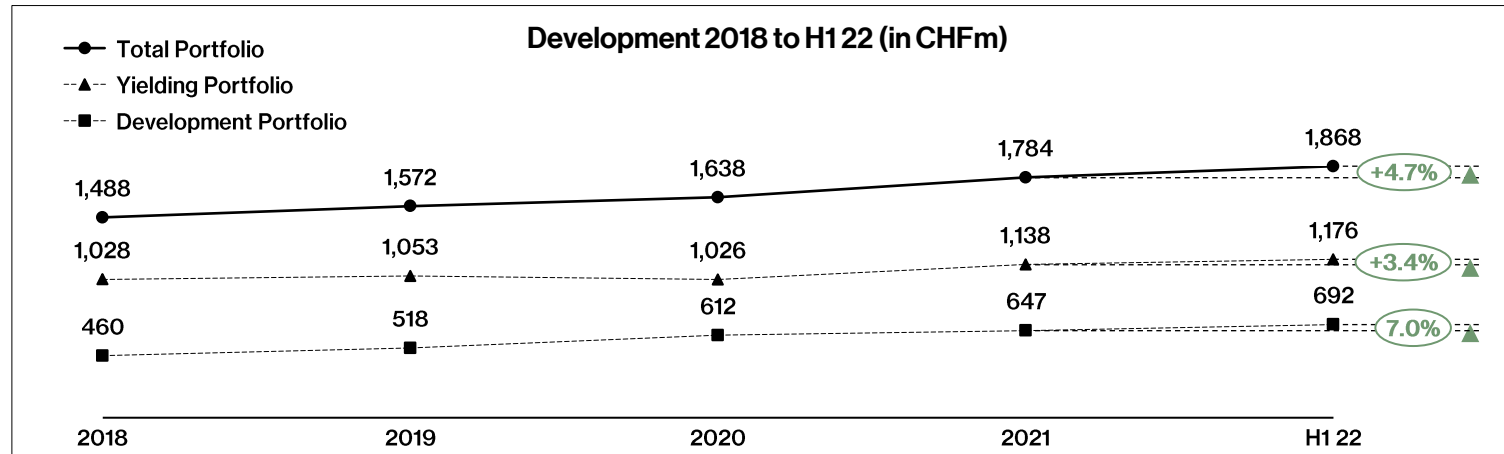
\*\*Standard & Poor, Fitch

\*Sulser Logistics Solutions AG, BR Bauhandel AG, HPI, Media Markt Schweiz AG, Stiftung FARO

# Portfolio value

## Increased by 4.7%, mainly due to investments and revaluation gains

### Portfolio value – 30 June 2022



### Comments

Total Portfolio value (gross, incl. properties for sale) of CHFm 1,868 → increased by CHFm +83.4 (4.7%)

Main drivers (in CHFm):

- Investments in yielding portfolio (+4.5)
- Investments in pipeline (+25.9)
- Development portfolio (+22.0)
- Investment in properties for sale (+3.9)
- Sales of (2) Properties (-1.4): Project "CHAMA"
- Revaluation gains, net (+42.3)
- Acquisitions (+13.0): Niederwil
- Sales (-0.8): Diesbach

Total Portfolio value (net, incl. properties for sale, excl. investments) of CHFm 1,839

Gross yield\* increased to 4.9% (YE 2021: 4.6%)

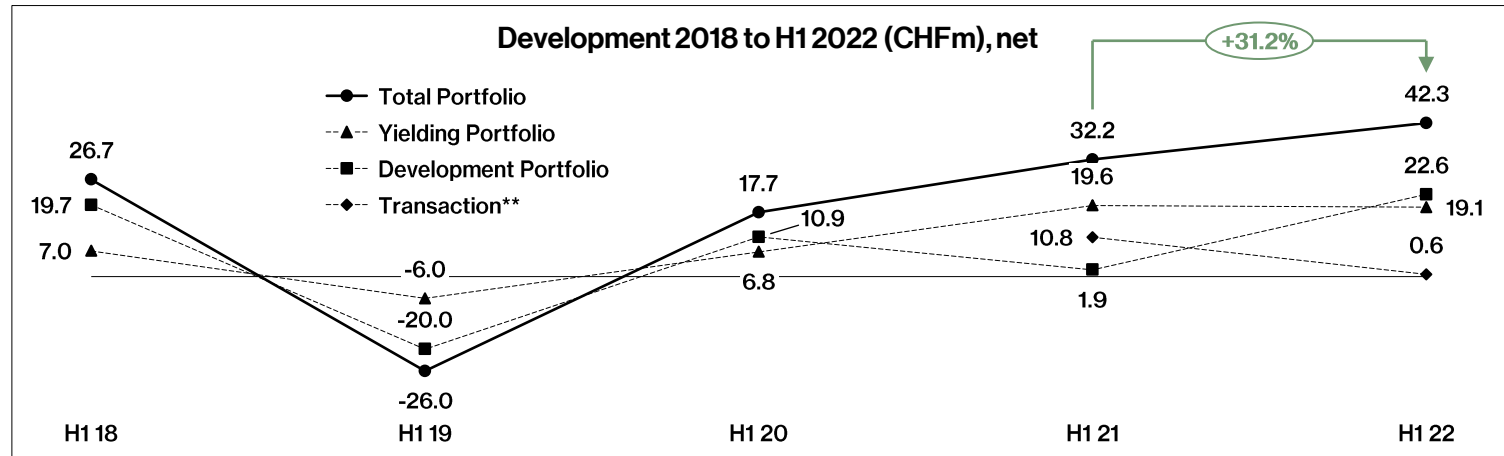
Net yield\* increased to 3.8% (YE 2021: 3.6%)

\* of the yielding portfolio

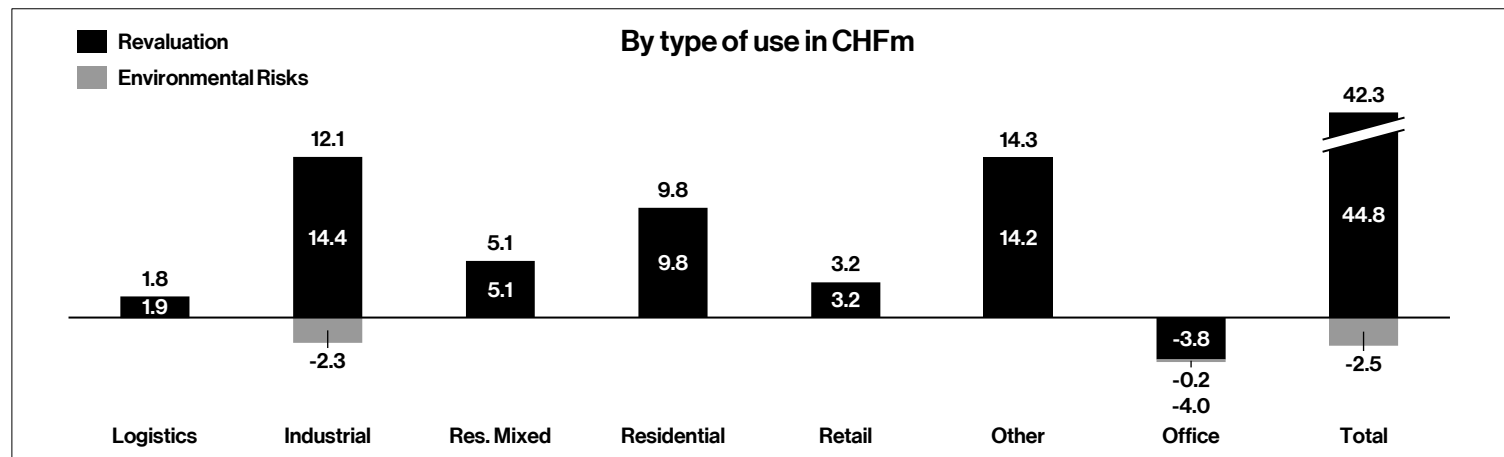
# Revaluation gains

## Increased by 31.2% due to management efforts and market effects

### Revaluation gains\* – H1 2022



\*Please note: Project CHAMA 1st stage is reflected at cost → therefore not included in revaluation gains; \*\* Disclosure of the segment Transaction since 2021



### Comments

Revaluation gains, net of CHFm 42.3 → increased by CHFm +10.1 (+31.2%), due to

- Management efforts (reduction of vacancies, rent extensions and rent increases as well as project progress at development properties)
- Market-related effects such as the reduction in discount rates and rent adjustments for indexed leases

#### Yielding Portfolio, net (CHFm +19.1)

- Main gains: Cham (+5.3); Klingnau (+3.6), Niederhasli (+2.4), Windisch (+2.3), Aathal (+2.1), Wetzikon (+1.9)
- Main losses: Meyrin (-2.3)

#### Development Portfolio, net (CHFm +22.6)

- Main gains: Cham (+10.7), Meyrin (+3.5), Altstetten (+3.3), Wetzikon (+3.0), Biberist (+2.1)
- Main losses: St-Maurice (-1.5)

#### Transaction, net (CHFm +0.6)

- Niederwil (CHFm +0.6)

Provision 2022 for Environmental risks considered in P&L: Total CHFm -2.5

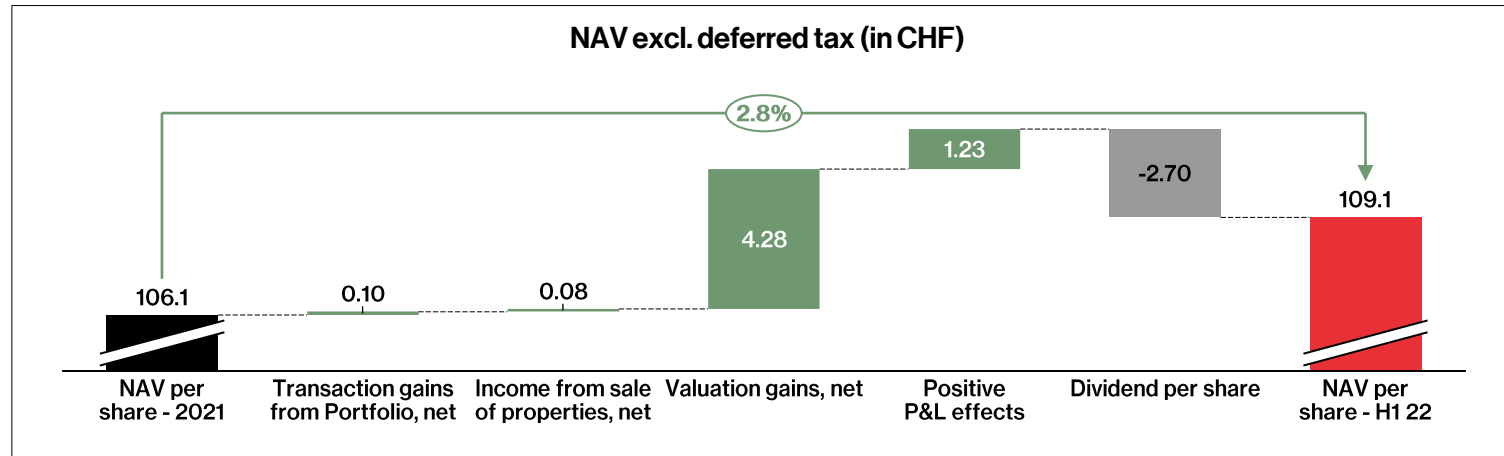
# Balance sheet figures

# NAV per share

## Positive performance leads to improved NAV per share

### NAV per Share – 30 June 2022

### Comments

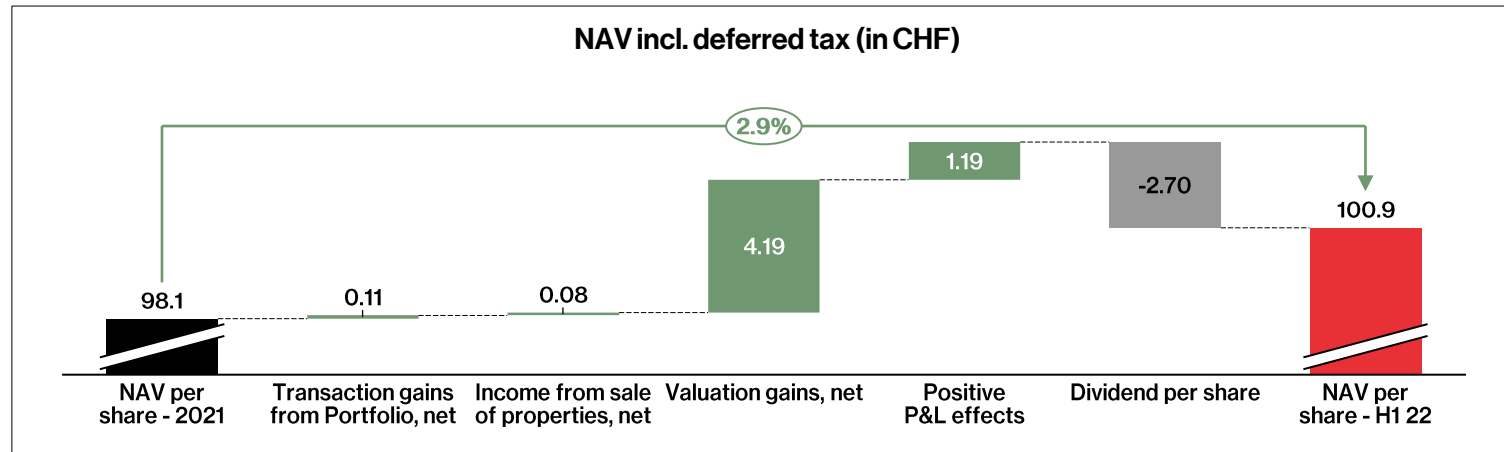


NAV excl. deferred tax of CHF 109.1 → increased by CHF +3.0 (+2.8%)

NAV incl. deferred tax of CHF 100.9 → increased by CHF +2.8 (+2.9%)

#### Main drivers:

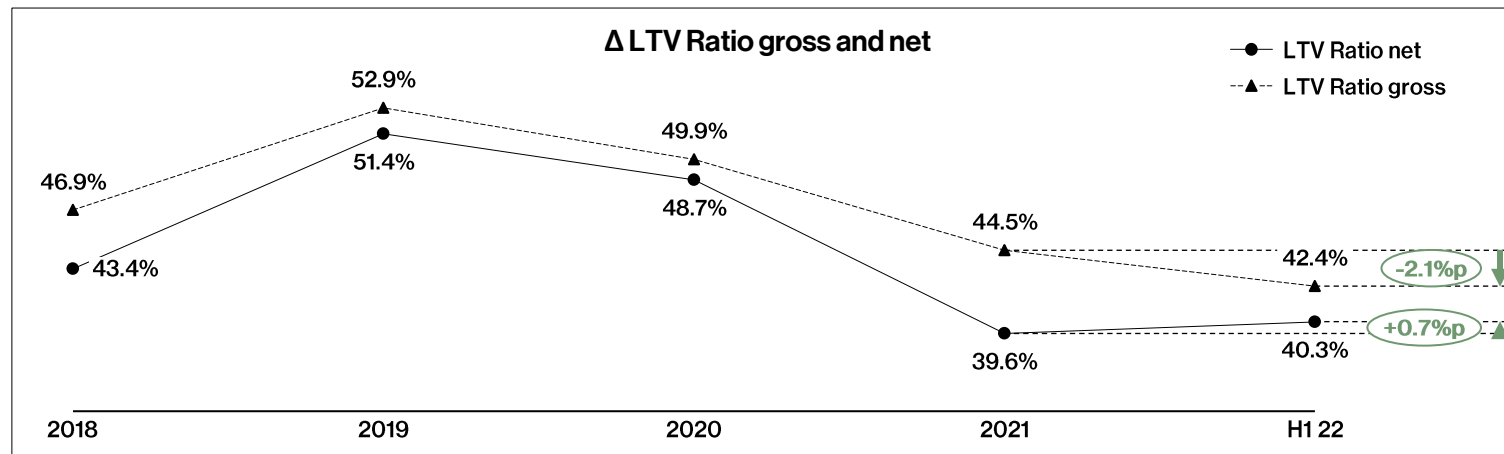
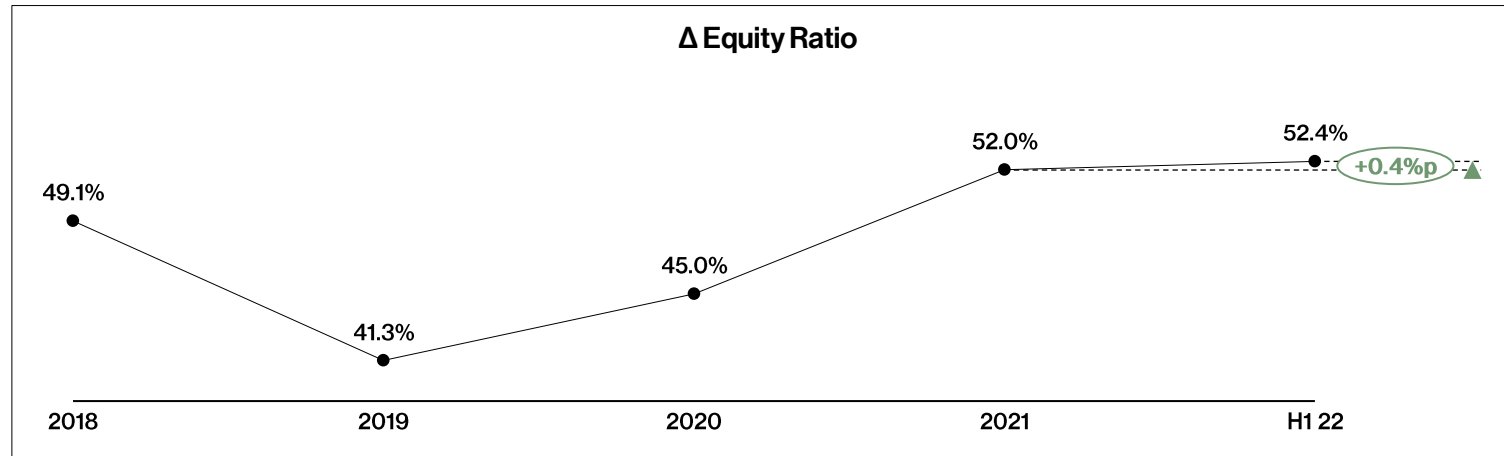
- Positive impact from valuation gains
- Reduction as a result of dividend payment (CHF -2.7/share)



# Equity Ratio / LTV Ratio

## Solid debt financing and equity base to support HIAG's future growth

### Equity Ratio / LTV Ratio (gross and net) – 30 June 2022



### Comments

Equity Ratio of 52.4% → increased by +0.4%p

Main drivers (in CHFm):

- Net income (+56.1)
- Dividend payment in May 2022 (-27.2)

LTV-Ratio gross of 42.4% → decreased by -2.1%p

Main drivers:

- Portfolio value (CHFm +83.4)
- No additional debt financing in H1 22

LTV-Ratio net of 40.3% → increased by +0.7%p

Main drivers:

- Lower cash due to dividend payment (CHFm -27.2) and investments (CHFm -30.4)



# Financial liabilities

Increased duration/avg. interest rate, comfortable credit lines available

## Financial liabilities – 30 June 2022

30 Jun 2022 / 31 Dec 2021

### Debt ratio

**47.6%**

-0.4%p

**48.0%**

30 Jun 2022 / 31 Dec 2021

### Average interest rate

**0.79%**

+0.01%p

**0.78%**

30 Jun 2022 / 31 Dec 2021

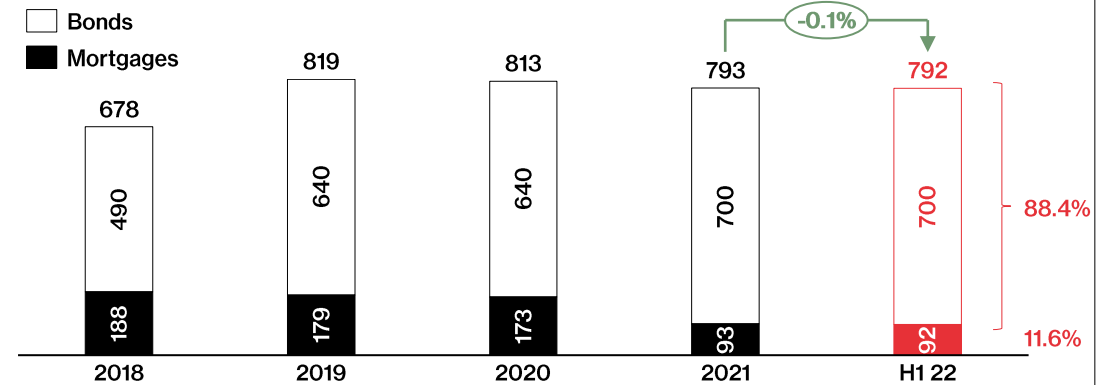
### Duration in Years

**2.8 yrs.**

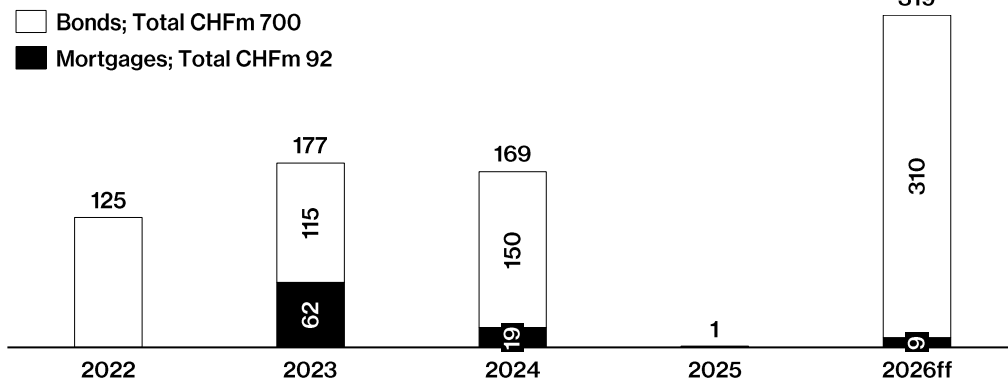
+13.9%

**2.5 yrs.**

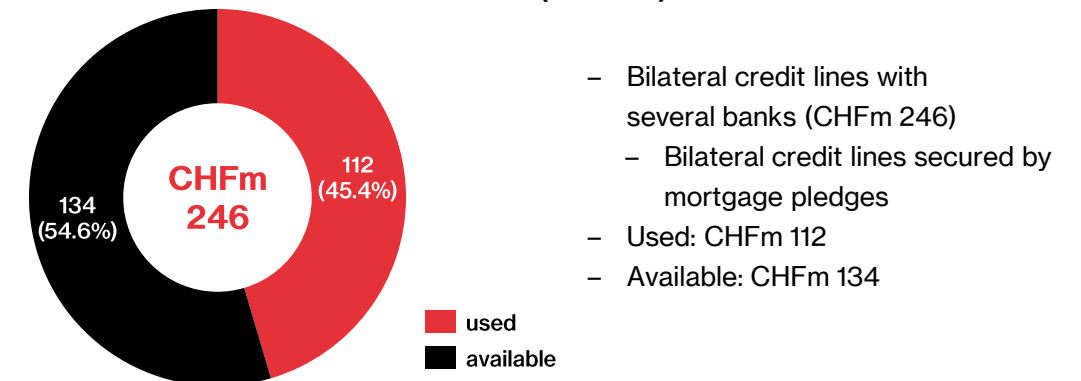
### Financial liabilities (in CHFm)



### Due dates of financial liabilities (in CHFm)



### Credit line (in CHFm)

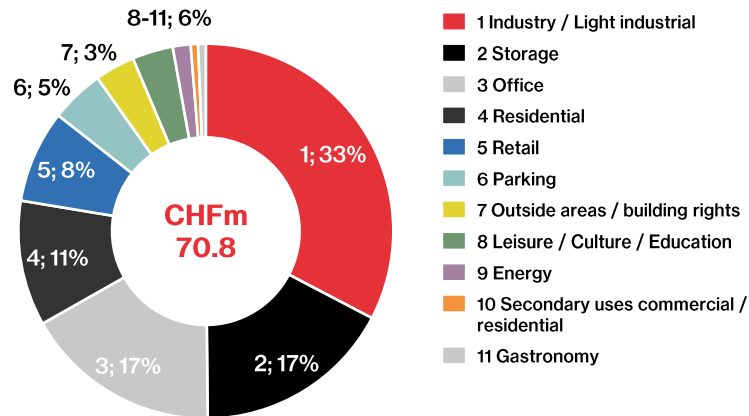


# Portfolio Management

# Portfolio overview

## Highly diversified RE portfolio in strategic and well distributed locations

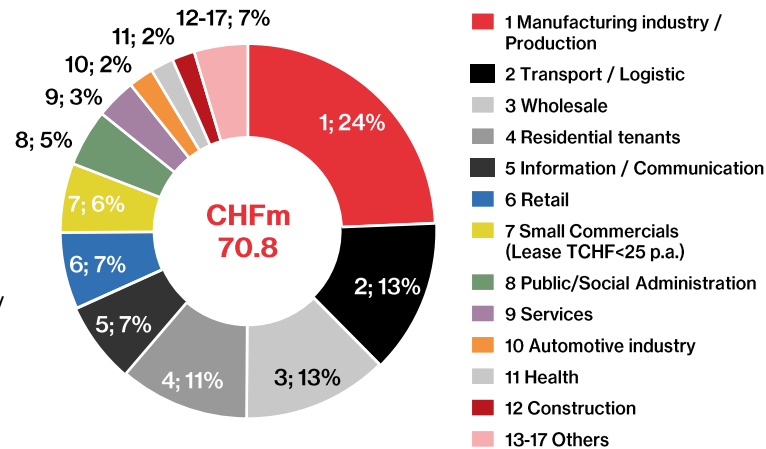
### Actual Annualised income by type of use



Note: Figures based on 1 July 2022

- Focus on Industry, Office, Storage 67%
  - 60% of office space attached to commercial properties
- Selected Residential use 11%, expected to double by 2026 due to planned projects
- Retail, Leisure/Culture, Gastronomy 11%

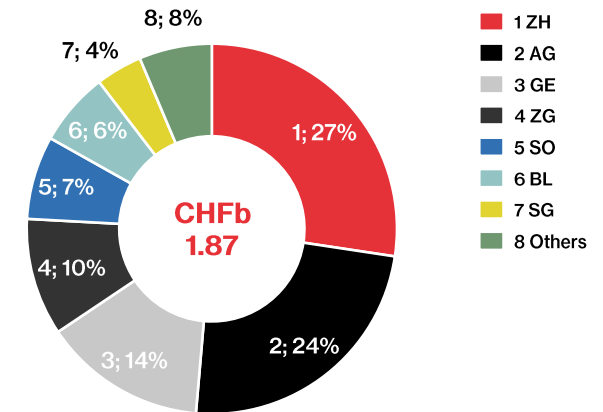
### Actual annualised income by sector



Note: Figures based on 1 July 2022

- Broad sector mix of tenants
- 50% of tenants (1-3) reflect production companies, logistic operators, wholesalers

### Portfolio value by canton



Note: Figures based on 30 June 2022

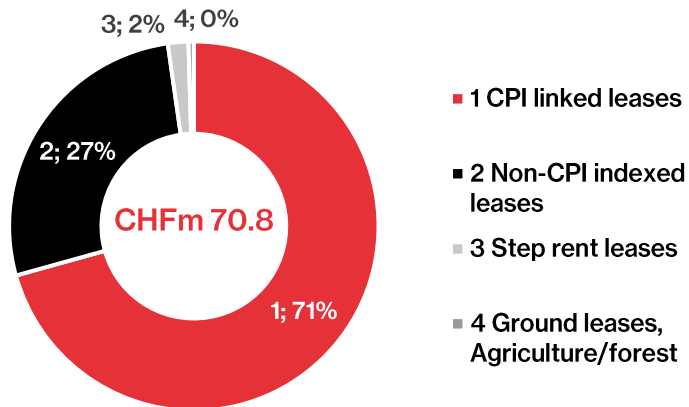
- Portfolio value (incl. Properties for sale) increased to CHFm 1,868
- 45 sites, 114 real estate properties
- Main regions (1 to 4) contribute with 75%

→ **Highly diversified portfolio in strategic locations geographically well distributed with a strong focus on industrial / logistic properties.**

# Inflation and rental income

## Inflation protection through CPI linked leases to increase rental income

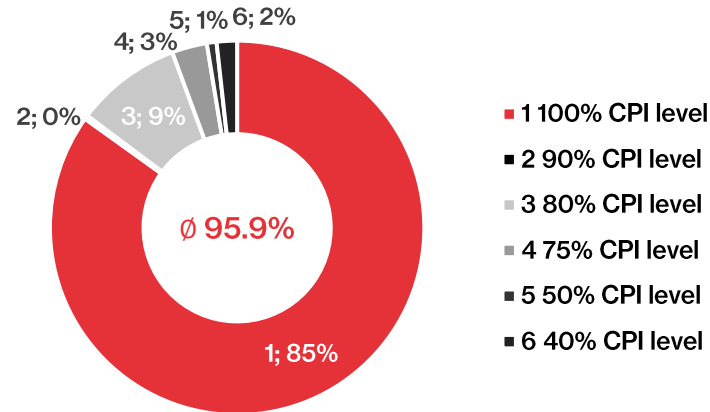
### Annualised income by type of lease indexation



Note: Figures based on 1 July 2022

- 71% leases CPI linked
- 29% leases Non-CPI linked, thereof
  - c. 40% residential,
  - c. 60% commercial leases of unlimited duration or fixed-term leases with terms <5 years

### CPI linked leases by indexation level



Note: Figures based on 1 July 2022

- 96% average indexation level of CPI linked leases

### Rental income increase due to inflation

- Rental contracts with option to be adjusted once a year at each month with an advance notice period of 1-3 months
- Expected increase of annualised rental income of TCHF 640 based on CPI level at the end of March 2022 (Index level: 103.0)
  - Increase of collected rental income of TCHF 40 by 30 June 2022
  - Expected additional increase of collected rental income of TCHF 240 by 31 December 2022
- An inflation rate increase of 1% leads to an additional increase of annualised rental income of TCHF 480 (Note: 1.45% inflation rate increase only since March 2022)

→ **HIAG's current indexation level provides satisfying inflation protection and allows us to increase rent with the result of additional annualised rental income of TCHF 640 as well as additional collected rental income of TCHF 280 for 2022**

# Largest Vacancies

## Diligent management actions to reduce vacancy rate underway

1 July 2022 / 1 January 2022

Properties	Main use	Portfolio	Part of total vacancy 2022	Contribution portfolio 2022 in %p	Vacancy 1.7.2022 in CHFm	Vacancy 1.7.2022 in %	Δ	Vacancy 1.1.2022 in CHFm	Vacancy 1.1.2022 in %	Action taken / vacancy including letting success
Dietikon <sup>1</sup>	Retail	Yielding	21.4%	1.5%	1.12	45.9%	↘	1.39	55.3%	10y-lease contract signed for 1,900 m <sup>2</sup> food retail + 1,400 m <sup>2</sup> ancillary use storage, rent TCHF 560-660 p.a. pending on building permission, rent starting 09.2023 → Vacancy c. 20%; Letting efforts for remaining retail areas in progress
Niederhasli <sup>2</sup>	Retail/Office	Develop.	19.9%	1.4%	1.04	39.8%	↘	1.15	43.3%	Repositioning in context of whole site development starting 2024 Letting efforts for temporary use in progress
Birsfelden <sup>3</sup>	Industrial/Office	Yielding	11.1%	0.8%	0.58	38.5%	↘	0.63	41.7%	5y-lease contract signed for 850 m <sup>2</sup> , rent TCHF 105 p.a., rent starting 10.2023 → Vacancy c. 32% Further lease contracts for 1,100 m <sup>2</sup> , rent TCHF 150 p.a., in negotiation
Meyrin <sup>4</sup>	Office	Yielding	9.1%	0.6%	0.48	23.1%	↘	0.67	29.2%	Letting efforts in progress Demand for office/production/fitness areas intact
<b>Total selection</b>			<b>61.5%</b>	<b>4.3%</b>	<b>3.22</b>	<b>37.3%</b>		<b>3.84</b>	<b>42.8%</b>	

<sup>1</sup>Riedstrasse 3, <sup>2</sup>Mandachstrasse 50-56, <sup>3</sup>Sternenfeldstrasse 14, <sup>4</sup>Route du Nant-d'Avril 150

<b>Total Portfolio</b>	<b>5.76</b>	<b>6.9%</b>	<b>7.58</b>	<b>10.7%</b>
thereof Yielding Portfolio	3.86	6.3%	5.55	9.6%
thereof Development Portfolio	1.90	12.7%	2.04	15.7%

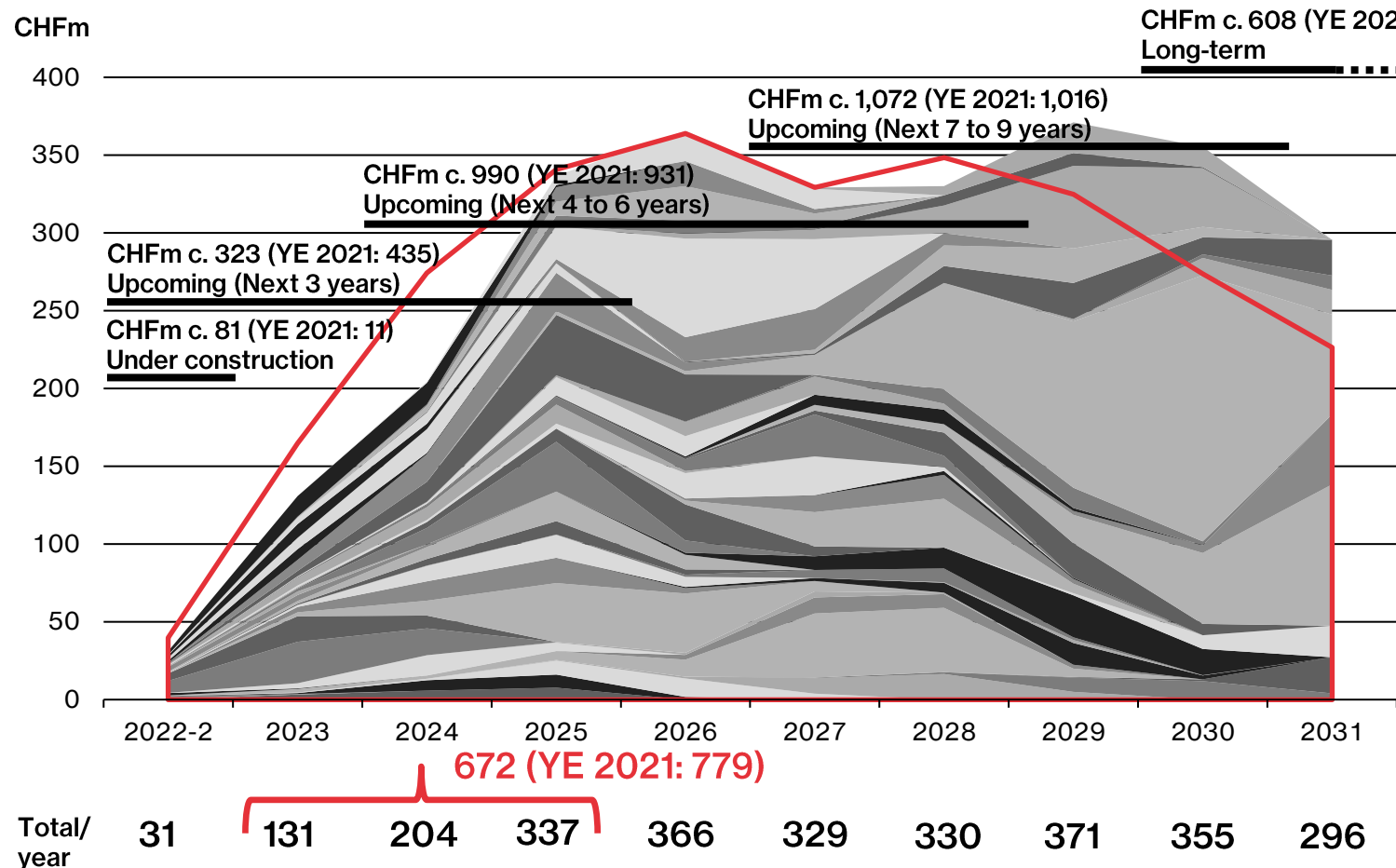
# Site Development

# Project pipeline

## Significant income and value growth potential over next 10-15 years

Project pipeline with cumul. investment volume next 10 years of CHFb c. 2.75 (YE 2021: 2.70)

### Remarks



Total project pipeline with 61 projects (c. 15 years):

- Total investment volume CHFb 3.07 (YE 2021: 2.98) (c. 160% of MV Portfolio)
- c. 815,000 m<sup>2</sup> usable area, c. 3,200 residential units
- ERV CHFm c. 162 p.a. (YE 2021: 167), corresponding MW after completion CHFb 3.83 (YE 2021: 3.72)
- Additional sales from promotion projects of CHFb c. 0.72
- 10 projects under construction or committed for construction with remaining Capex CHFm c. 205

#### Updates to pipeline made since YE 2021:

- Invested Capex Pipeline H1 2022 CHFm 25.9
- Time-line changes of selected projects → reduction CHFm 100 for the next 3 years
- Increase in Capex due to project changes CHFm c. 30
- Cost inflation CHFm c. 85

#### Total 15 projects under construction and upcoming projects (next 3 years):

- Remaining capex CHFm c. 404
- ERV CHFm c. 23.6
- MV after completion CHFm c. 584
- Sales from promotion CHFm c. 991

- Expected investment volume per project in CHFm
- Assumption Capex YE 2021

# Projects finished and under construction

## Projects generating continual development gains

### Corporate building LEM Hive Campus, Meyrin GE

- Construction 03.2020-01.2022
- Start operation LEM 04.2022
- Capex CHFm 31.6
- Rental value CHFm 2.32
- Fully let, 15y lease
- Sustainability THPE – 2000W
  
- Development profit to cost 33%, Land Value x2.5



6,200 m<sup>2</sup> land plot  
Zone DIA,  
Lease hold  
7,400 m<sup>2</sup> usable area

### XXXLutz Furniture store Dietikon ZH

- Construction 10.2020-02.2022
- Opening XXXLutz 08.2022
- Capex CHFm 24.8
- Rental value CHFm 3.10
- Fully let, 15y lease
- Expec. Sustainability GEAK A
  
- Development profit to cost 70%, Land Value x1.6



10,600 m<sup>2</sup> land plot  
Industrial zone  
17,800 m<sup>2</sup> usable area

### Chama, 1<sup>st</sup> stage Yielding and Promotion «Columbus» Cham ZG

- Mixed use development
- 83 Rental apartments, 3,900 m<sup>2</sup> office/serviced apartments, 220 parking units
- Construction 03.2022-04.2024, Total-Constructor Set-up
- Capex CHFm c. 65.5 (incl. Fit-out Serviced Ap.)
- Rental value CHFm c. 3.6
- Lease contract Serviced Ap. operator, 20y lease → Pre let status 80%
- Sustainability SNBS Silver
  
- Promotion development
- 52 condominiums, 65 parking units
- Construction 03.2022-12.2023, Total-Constructor Set-up
- Capex CHFm c. 40.1
- Sales from promotions CHFm c. 99
- Start promotion 05.2022, as at 30.6.2022 → Marketing status 30%
- At-cost 06.2022 CHFm 37.5 → c. 55% of completion
- Sustainability SNBS Silver + Minergie



15,200 m<sup>2</sup> land plot  
Mixed use zone  
16,600 m<sup>2</sup> usable area





# Update mid-term projects (1/2)

## Projects with substantial profit potential

### Chama, 2<sup>nd</sup> stage Yielding and Promotion Cham ZG

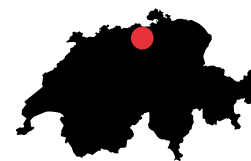
- Residential development based on revised development plan ("Überbauungsplan"), expected legal force 09.2023
- Total c. 14,800 m<sup>2</sup> usable area (+2,000 m), thereof c. 1,100 m<sup>2</sup> commercial and 13,600 m<sup>2</sup> residential for c. 150 units (assumption share rental apartments/condominiums c. 50%/50%), 160 parking units
- Expected building application Q3 2023, expected completion Q2 2026
- Capex CHFm c. 96.2
- Rental value CHFm c. 2.4 + sales revenue promotion CHFm c. 113



12,400 m<sup>2</sup> land plot  
Mixed use zone  
14,800 m<sup>2</sup> usable  
area

### Campus Reichhold, 1<sup>st</sup> stage Hausen/Lupfig AG

- Commercial development, based on special use plan ("Gestaltungsplan"), expected legal force 10.2022
- Expected realisation infrastructure H1 2023
- Expected 1<sup>st</sup> building application Q4 2022 for Data Center, ground lease 60y+20y
- Rental Value CHFm 0.5 p.a.
- Capex CHFm c. 3.6
- In negotiation for settlement logistic center operator for 23,600 m<sup>2</sup> usable area
- Capex CHFm c. 53.6
- Rental Value CHFm c. 3.0



64,200 m<sup>2</sup> land plot,  
41,300 m<sup>2</sup>  
construction area  
Industrial zone

Additional potential 2<sup>nd</sup> stage c. 33,800  
m<sup>2</sup> usable area for production/office  
buildings with capex CHFm c. 107,  
Commercialisation ongoing

# Update mid-term projects (2/2)

## Building permissions granted or in progress

### Zentrum West, Kunz site Windisch AG

- Mixed use property (85% residential)
- Total-Constructor Set-up
- 24 apartments, 300 m<sup>2</sup> commercial area
- Capex CHFm c. 10.6
- Rental value CHFm c. 0.4
- Building permission granted 07.2022
- Construction 09.2022-04.2023
- Sustainability GEAK A



1,500 m<sup>2</sup> land plot  
Special plan  
1,600 m<sup>2</sup> usable area

### Librec, Papieri site Biberist SO

- Commercial property
- Total-Constructor Set-up, Tender process in progress
- 4,600 m<sup>2</sup> usable area for Batteries Hightech-recycling company «Librec»
- Capex CHFm c. 9.2
- Rental value CHFm 0.6
- Fully let, 25y lease
- Building request filed 07.2022
- Expected completion 12.2023
- Sustainability tbd.



9,000 m<sup>2</sup> land plot  
Industrial zone  
4,600 m<sup>2</sup> usable area

### WINTECH, Technoramastrasse Winterthur ZH

- Commercial property
- Constructor Set-up tbd.
- 10,300 m<sup>2</sup> usable area
- Innovative concept: drivable commercial building
- Capex CHFm 32.2
- Rental value CHFm 2.1
- Pre-let status 20%, 15y lease
- Building request filed 03.2022
- Expec. completion 05.2024
- Sustainability Minerergie-P



10,500 m<sup>2</sup> land plot  
Industrial zone  
10,300 m<sup>2</sup> usable area

### Freihofstrasse Zurich-Altstetten ZH

- Mixed use developm. (90% residential)
- Total-Constructor Set-up, Tender process in progress
- 149 apartm., 2,300 m<sup>2</sup> commerc. area
- Capex CHFm 89.1
- Rental value CHFm 5.2
- Pre-let status 85%, 10y lease
- Building request filed 06.2022, temporary usage until 06.2023
- Expec. completion Q1 2026
- Sustainability tbd.




7,800 m<sup>2</sup> land plot  
Special plan  
13,100 m<sup>2</sup> usable area

# Transactions

# Acquisitions and Disposals

## Portfolio optimisation through opportunistic acquisitions/divestments

### Acquisitions H1 2022

Address	Property Description	Transaction Type	Closing-Date	Fair Value (H1 2022) CHFm	Annual rent CHFm p.a.	Gross- Profit
Niederwil (AG), Rigiweg 1/3/5 	<ul style="list-style-type: none"> <li>- 3 Multi Family Houses</li> <li>- 27 residential units</li> <li>- 49 parking units</li> <li>- Actual usable area 2,800 m<sup>2</sup></li> <li>- Construction year 1987</li> <li>- 5'500 m<sup>2</sup> land plot</li> <li>- Suitable for transformation into condominiums</li> </ul>	Asset-Deal HIAG Immobilien AG	30.6.2022	13.55	0.49	↗

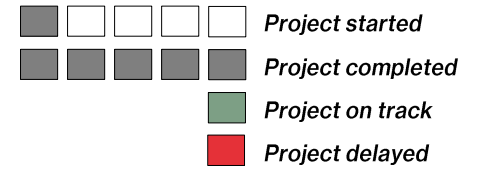
### Divestments H1 2022

Address	Property Type	Portfolio	Closing-Date	Fair Value (YE 2021) CHFm	Annual rent CHFm p.a.	Gross- Profit
Diesbach, Legler Fabrik	Industrial	Yielding	18.05.2022	0.02	vacant	↗
Diesbach, Hauptstrasse 38-40	Office, Residential	Yielding	18.05.2022	0.77	0.01	↗
<b>Total</b>				<b>0.79</b>	<b>0.01</b>	










- Additional divestments of CHFm 15-20 with profit expected in HY2 as part of portfolio optimisation
- Selected sales of further non-strategic properties in HY2 possible
- Ongoing active market assessment regarding opportunistic property acquisitions

# Sustainability

# Sustainability



## Projects well underway with great success stories along the way

		Completed by	Status
	<p><b>Development of a reduction path to reduce greenhouse gas emissions</b></p> <ul style="list-style-type: none"> <li>Reduction path is established applying the "CO2mpass" tool</li> <li>Database for simulations is currently being created</li> <li>Simulations and target setting are starting in autumn 2022</li> </ul>	March 2023	on track 
	<p><b>Guideline for sustainable construction</b></p> <ul style="list-style-type: none"> <li>Topics and scope of the guideline are currently being developed by an interdisciplinary HIAG team</li> </ul>	End of 2023	on track 
	<p><b>Participation GRESB Real Estate Assessment 2022</b></p> <ul style="list-style-type: none"> <li>Assessment data has been successfully submitted to GRESB</li> <li>Submitted data is currently being validated by GRESB</li> <li>Assessment results are expected in autumn 2022</li> </ul>	Autumn 2022	on track 
	<p><b>HIAG Solar: installation capacity of 6 MWp by 2024 (2021: 1 MWp)</b></p> <ul style="list-style-type: none"> <li>3.1 MWp in operation</li> <li>1.7 MWp under construction</li> <li>0.3 MWp in approval process (WINTECH)</li> <li>1.3 MWp in technical clarification process (Kleindöttingen)</li> </ul> <p><b>Total: 6.4 MWp</b></p>	End of 2024	on track 
	<p><b>Success Story</b></p> <p>Inrate assessed HIAG's sustainability work with the Company Grade B (scale: A+ to D-)</p> <ul style="list-style-type: none"> <li>above-average ratings compared to the industry in all four categories (Environment, Labour, Society and Governance)</li> <li>significant improvements in all assessment categories compared to 2021 (Company Grade C)</li> </ul> <p>Thus, HIAG qualifies for SIX sustainability index "SPI ESG" coverage for the first time → expected to happen as of 19 September 2022</p>		

# Market assessment by HIAG

# Market assessment by HIAG

## Decoupling of financial and the real estate market to closely monitor

### Economic environment

KPI	Historical 2012-2021 (p.a.)	2020	2021	FC 2022	FC 2023	Impact real estate market
GDP (real)	+1.6%	-2.7%	+3.6%	+2.6%	+1.4%	→
Export	+2.6%	-5.8%	+12.8%	+5.4%	+3.8%	→
Private consumption	+1.1%	-4.4%	+2.6%	+3.9%	+2.1%	→
Population	+0.9%	+0.7%	+0.8%	+0.9%	+1.1%	→
Employment	+1.2%	-0.3%	+1.6%	+2.1%	+0.8%	→
Inflation	-0.1%	-0.7%	+0.6%	+2.5%	+1.4%	→
Interest (10y Govt.)	+0.06%	-0.53%	-0.23%	+0.65%	-	→

Sources: BFS, Credit Suisse, KOF, SECO, SNB, UBS, Wüest Partner

#### General

- Continuous strong economic growth, but slightly weaker outlook
- Noticeable inflation
- Clouded consumer sentiment
- Strong employment and population growth

#### Debt Market

- Increased SWAP rates by 1.4% since March 2022
- Increased credit spreads since March 2022 (80 to 120 Bps for BBB-Ratings)

### Real estate segments

#### Commercial Market

- Industry / Light industrial: Ongoing demand at stable prices, stable industrial activity, but momentum continues to decline (PMI Index 58.2 to 65.3 in 02.2022)
- Logistic / Warehousing: Good demand for large/state-of-the-Art premises or interim storage for favourable prices
- Retail: Supply increased, disadvantages for stationary trade due to strong Swiss Franc, rents remain under pressure
- Office: Letting situation for prime properties positive, secondary locations with challenges

#### Residential Market

- Rental Housing: Increasing asking rents due strong population growth and lower supply (+0.6%), decreasing vacancy rates
- Home ownership: Strong price increase due to continuous excess demand despite higher interest rates (+7.3%)

#### Transaction Market

- Still high interest in direct real estate
- Willingness to pay prices at unchanged high levels, especially for development properties

#### Construction Market

- Declining new construction activity
- Construction price +6.7% over the 12 months
- Normalisation or even decrease of selected material prices (e.g. steel)
- No delivery delays if order diligently planned (ahead)



# Outlook 2022

# Outlook 2<sup>nd</sup> Half-Year 2022

## Farther expecting good results with increased property income

Business topic	Ambitions	Actions planned
<b>Portfolio Management</b>	<ul style="list-style-type: none"><li>- Increase collected property income by &gt;+7% vs. 2021</li><li>- Keep vacancy rate at current level c. 7%</li></ul>	<ul style="list-style-type: none"><li>- Full rental income from new leases in the first half of the year</li><li>- Active letting and sign new leases for vacant surfaces</li></ul>
<b>Site Development</b>	<ul style="list-style-type: none"><li>- Continue executing project pipeline</li><li>- Positive revaluation effects at various sites</li><li>- Commercialise new developments and settlement new tenants</li><li>- Sell condominiums in Cham</li></ul>	<ul style="list-style-type: none"><li>- Total investments for 2022 CHFm c. 57 (project timing slightly moved)</li><li>- Achieve significant milestones in various developments</li><li>- Biberist, Aathal, Winterthur, Hausen/Lupfig</li><li>- Sales status by 50% at YE 2022</li></ul>
<b>Transactions</b>	<ul style="list-style-type: none"><li>- Complete divestment strategy of non-strategic properties</li><li>- Realising potential through further sales</li><li>- Execute opportunistic/strategic acquisitions with value-added</li></ul>	<ul style="list-style-type: none"><li>- Additional disposals of CHFm 15-20 with expected net profits</li><li>- Screen existing properties for further divestments</li><li>- Active assessment of the market</li></ul>
<b>Sustainability</b>	<ul style="list-style-type: none"><li>- Receive GRESB Assessment in late fall 2022</li><li>- Elaborate CO2-Reduction Pathway</li><li>- Qualification for SIX sustainability index "SPI ESG"</li></ul>	<ul style="list-style-type: none"><li>- Successfully execute projects according the set timelines</li><li>- Present first results as part of YE 2022 reporting</li><li>- In September 2022</li></ul>
<b>Financing</b>	<ul style="list-style-type: none"><li>- Increase duration by successfully executing bond refinancing</li><li>- Extend bilateral credit lines</li><li>- Dividend policy unchanged: &lt;100% of net income excl. revaluation gains and related deferred taxes</li></ul>	<ul style="list-style-type: none"><li>- Bond to be refinanced: CHFm 125 (26 October 2022)</li><li>- Strengthen capital structure and increase flexibility to finance investments</li><li>- Moderately and reasonably increase dividend payment in years to come</li></ul>
<b>Corporate</b>	<ul style="list-style-type: none"><li>- Investors relations: Interact with investors more actively</li></ul>	<ul style="list-style-type: none"><li>- HIAG Capital Market Day on 27 September planned as well as more frequent updates between reporting periods</li></ul>

# Q&A

**HIAG**

**Thank you!**

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# Company Calendar

**27 September 2022**

**14 March 2023**

**27 April 2023**

**HIAG Capital Market Day**

**Publication annual report 2022**

**2022 General Meeting**

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# Appendix

# Half-Year 2022 - at a glance

# Strong profit contribution by all business segments

Collected property income*	Revaluation gains*	Net income*	Return on Equity	Earnings per share	Equity ratio	LTV (gross / net)
CHFm 32.4 +5.8%	CHFm 42.3 +31.2%	CHFm 56.1 +33.7%	12.0% +0.9%p	CHF 10.25 -1.3%	52.4% +0.4%p	42.4% / 40.3% -2.1%p / +0.7%p
CHFm 30.6	CHFm 32.2	CHFm 41.9	11.1%	CHF 10.39	52.0%	44.5% / 39.6%
Annualised property income	Portfolio value	Vacancy rate	WAULT	Gross / Net Yield (yielding portfolio)	NAV / share (incl. deferred tax)	Operating CF* / FFO*
CHFm 70.8 +12.2%	CHFb 1.87 +4.7%	6.9% -3.8%p	8.5 years +3.5%	4.9% / 3.8% +0.3%p / +0.2%p	CHFm 100.9 +2.9%	CHFm 7.4 / 15.0 -48.0% / +20.3%
CHFm 63.1	CHFb 1.78	10.7%	8.2 years	4.6% / 3.6%	CHFm 98.1	CHFm 14.2 / 12.4

Note: Figures based on 30 June 2022 / compared to 31 December 2021

\* Figures based on 30 June 2022 / compared to 30 June 2021



# Half-Year 2022 - Highlights (1/2)

## Overachieving performance in all business segments

Business topic	Achievements	Management assessment
<b>Portfolio Management</b>	<ul style="list-style-type: none"><li>– Portfolio Value CHFm 1'868 (+4.7% vs. YE 21)</li><li>– Annualized income (+12.2% vs. YE 21) / collected income (+5.8% vs. H1 21)</li><li>– Vacancy rate from 10.7% (YE 21) to 6.9%</li><li>– WAULT from 8.2 yrs. (YE 21) to 8.5 yrs.</li><li>– Revaluation gains Yielding portfolio CHFm 19.1</li><li>– Segment EBITDA contribution to total Group EBITDA: 60%*</li></ul>	<ul style="list-style-type: none"><li>– Positive revaluation gains, investments and acquisition</li><li>– Finished major projects (mainly XXXLutz, LEM)</li><li>– Increased potential property income at full occupancy</li><li>– Improved letting activities with internal/external marketing efforts</li><li>– Finished projects with long leases, new leases or extensions and yield compression</li></ul>
<b>Site Development</b>	<ul style="list-style-type: none"><li>– Project pipeline with 61 projects and total investment potential of CHFb 3.07 (over next c. 15 years)</li><li>– Revaluation gains Development portfolio CHFm 22.6</li><li>– Lowered investment volume forecast over next 3 years due selected projects shifts (ca. CHFm 100)</li><li>– Segment EBITDA contribution to total Group EBITDA: 39%*</li></ul>	<ul style="list-style-type: none"><li>– Increase due to acquisitions, adjusted project volume as well as construction cost adjustments</li><li>– Major progress of several small / large projects and yield compression</li><li>– Selected project plan adjustments based on permission or missing pre letting status, considering current market situation</li></ul>
<b>Transactions</b>	<ul style="list-style-type: none"><li>– Acquisition of one yielding property (purchase price CHFm 13.0 total), achieving satisfying revaluation gain</li><li>– Divestment of one non-strategic property (FV CHFm 0.79 ) with remarkable sale profit, based on divestment strategy</li><li>– Segment EBITDA contribution to total Group EBITDA: 1%*</li></ul>	<ul style="list-style-type: none"><li>– Improvement of portfolio quality (location, cashflow/value growth potential) as well as gains due to opportunistic and persistent approach</li></ul>
<b>Sustainability</b>	<ul style="list-style-type: none"><li>– Projects on track according to sustainability goals</li><li>– Inrate assessed HIAG's sustainability work with the Company Grade B (scale: A+ to D-)</li><li>– GRESB assessment started</li></ul>	<ul style="list-style-type: none"><li>– Successfully executed projects according timelines</li><li>– GRI-Reporting issued as part of the annual report 2021</li><li>– Feedback to be expected in late fall 2022</li></ul>

\*EBITDA contribution (-3.9%) from segment "Others" is allocated proportionally amongst the segments Yielding, Development and Transaction

# Half-Year 2022 - Highlights (2/2)

## Overachieving performance in all business segments

Business topic	Achievements	Management assessment
<b>Financial results</b>	<ul style="list-style-type: none"><li>- Net income CHFm 56.1 (+33.7% vs. H1 22)</li><li>- Net income excl. revaluation of properties and deferred tax CHFm 14.8 (+15.7% vs. H1 21)</li><li>- EBITDA excl. revaluation of properties and deferred tax CHFm 20.1</li><li>- Valuation gains CHFm 42.3 (+31.2% vs. H1 21)</li><li>- EPS CHF 10.25, EPS excl. revaluation CHF 3.87, ROE 12.0%</li><li>- Indexation adjustment impact as of 30 June 2022: CHFm 0.04</li></ul>	<ul style="list-style-type: none"><li>- Successful positive financial impact of refined Strategy 2025 with integrated business model (Yielding, Development, Transaction)</li><li>- Strong management performance with diligent project management and cost considerations</li></ul>
<b>Financing</b>	<ul style="list-style-type: none"><li>- Equity-Ratio 52.4% (+0.4 %p vs. YE 21)</li><li>- LTV net 40.3%, LTV gross 42.4%</li><li>- Current cash balance CHFm 39.3</li><li>- Unused bilateral credit lines CHFm 134.2 (mortgage-backed)</li></ul>	<ul style="list-style-type: none"><li>- Dividend payment of ca. CHFm 27 in May 2022</li><li>- Successful bond refinancing (CHFm 150) , 4.5-yrs. duration at 1.77% to extend average debt duration</li><li>- Available credit lines for further investment activities</li></ul>
<b>Corporate</b>	<ul style="list-style-type: none"><li>- Cost management activities started and further established during the course of 2022</li><li>- Digitalisation roadmap established und at full swing</li></ul>	<ul style="list-style-type: none"><li>- Stable real estate-related expenses</li><li>- Increase of personnel expenses in real estate in order to support with the HIAG business model and growth ambitions</li><li>- Focus on process improvements and digital collaboration, data quality / security as well as IT security and stability</li></ul>
<b>Former risks</b>	<ul style="list-style-type: none"><li>- HIAG Data run down</li><li>- Pratteln demolition project</li></ul>	<ul style="list-style-type: none"><li>- Remaining activities on plan</li><li>- Cost within expectations, sufficient provisions reflected in financials, completion in time and cost</li></ul>

# Project overview

# Projects - finished / under / bef. construction

## Half-Year 2022

		2022	2023	2024	2025	2026	Usable area to be developed in m <sup>2</sup>	Total expected investment volume in CHFm	Expected remaining investment in CHFm, 2022 ff.	Est. Rental Value in CHFm (excl. Ground lease)	Pre-let Ratio Commercial	Lease Duration in years	Project status
<b>Projects finished H1 2022</b>													
Meyrin, Hive, Headquarter Office LEM	Office, New Building						7,400	31.6	2.3	2.32	100%	15.0	Hand-over 01.22, rent-free period until 04.23
Dietikon, XXXLutz	Retail, New Building						17,800	24.8	1.9	3.10	100%	15.0	Hand-over 02.22, start rental income 06.22
<b>Total</b>							<b>25,200</b>	<b>56.4</b>	<b>4.2</b>	<b>5.42</b>	<b>100%</b>	<b>15.0</b>	
<b>Projects under construction</b>													
Cham, Chama, 1 <sup>st</sup> stage Yielding	Resid./commercial, New Building						11,400	65.5	51.5	3.60	80%	20.0	Expec. completion 04.24
Cham, Chama, 1 <sup>st</sup> stage Promotion	Condominium, New Building						5,600	40.1	29.6	99.0 <sup>1)</sup>		-	Expec. completion 12.23, <sup>1)</sup> expec. sales revenue promotion
<b>Total</b>							<b>17,000</b>	<b>105.6</b>	<b>81.1</b>	<b>3.60</b>		-	
<b>Projects before construction</b>													
Windisch, Zentrum West	Resid./commercial, New Building						1,600	10.6	8.8	0.41		-	Expec. completion 04.24
<b>Total</b>							<b>1,600</b>	<b>10.6</b>	<b>8.8</b>	<b>0.41</b>		-	

# Projects - mid-term

## Half-Year 2022

		2022	2023	2024	2025	2026	Usable area to be developed in m <sup>2</sup>	Total expected investment volume in CHFm	Expected remaining investment in CHFm, 2022 ff.	Est. Rental Value in CHFm (excl. Ground lease)	Pre-let Ratio Commercial	Lease Duration in years	Project status
Biberist, Papieri, Librec	Industrial, New Building						4,600	9.2	9.0	0.6	100%	25.0	Design planning, building application 07.22
Wetzikon, Floos	Commercial, Conversion						7,100	15.2	13.9	1.0			Pending building permission due canton ZH, commercialization
Windisch, Zentrum West	Resid./commerc., New Building						1,600	10.5	8.8	0.4			Building permission 07.22, start construction 09.22
Hausen/Lupfig, BF B2, 1 <sup>st</sup> stage	Lease hold						12,800	3.6	2.5	0.5	100%	60.0	Expec. permission GP 08.22
Winterthur, Technoramstr., WINTECH	Industrial/logistic, New Building						10,300	32.2	30.7	2.1	20%	15.0	Building application 03.22, commercialization
Frauenfeld, Walzmühle, 3 <sup>rd</sup> stage	Residential, Conversion						3,300	22.2	16.9	0.9			Expec. rev. building application 10.22
Biberist, Papieri, BF Freiraum	Industrial, New Building						13,400	33.0	30.7	1.9			Perm. demolition 02.22, commercialization, building appl. 10.22
Aathal, Talwis	Retail/residential, New Building						6,300	22.6	21.8	1.3			Expec. permission GP 03.22, commercialization
Brunegg, Sulser	Logistic, Extension						7'900	36.2	35.9	1.9			Building application 03.22
Meyrin, Hive 7	Industrial/office, New Building						4,200	18.3	17.8	1.0			Feasibility study, commercialization
Neuchâtel, 2 <sup>nd</sup> stage	Resid./commerc., New Building						5,400	28.8	27.5	1.4			Design plan, expec. permission GP/building 12.22
Hausen/Lupfig, BF B2, 2 <sup>nd</sup> stage	Logistic, New Building						23,600	53.6	52.4	3.0			Expec. permission GP 08.22, commercialization
Bussigny, 1 <sup>st</sup> stage	Logistic/industrial, New Building						8,800	26.1	26.0	1.6			Commercialization
Ermatingen, Hauptstrasse	Old age/care ctr., New Building						7,500	33.2	33.0	1.5	100%	15.0	Preliminary project 11.22, building application 06.23
Wetzikon, Schönau Nord	Condominium, New Building						2,500	17.3	16.9	26.4 <sup>1)</sup>			Expec. permission GP 11.22, <sup>1)</sup> expec. sales revenue promo.
Wetzikon, Schönau Süd 1 <sup>st</sup> stage	Residential, New Building						7,200	40.0	37.8	2.1			Expec. permission GP 11.22
Zürich, Freihofstrasse	Resid./commerc., New Building						13,100	89.1	86.7	5.2	85%	10.0	Preliminary project finished, building application 06.22

Upcoming projects next 3 years

» Shifted projects due delayed permissions from the authorities or lack of pre-let status

# Projects - long-term

## Half-Year 2022

		2026	2027	2028	2029	2030	2031	2032	2033	2034 ff.	Effective area to be developed in m <sup>2</sup>	Total (expected) investment volume in CHFm	Est. Rental Value in CHFm	Est. sales revenue promotion	Project status
Cham, Cham Nord, 2 <sup>st</sup> stage	Residential, New Building	■									14,800	96.2	2.5	114	Adj. GP <sup>1)</sup> expec. sales revenue promo.
St. Maurice	Industrial/Logistic, New Building		■								25,500	48	3.3		Plan quartier 2022/2023
Bussigny, 2 <sup>nd</sup> /3 <sup>rd</sup> stage	Logistic/industrial, New Building		■	■		■					17,600	52	3.2		Commercialization
Hausen/Lupfig, BF B1, A2+A3	Industrial/Office, New Building	■	■		■						33,700	107	6.0		Expec. permission GP 08.22
Pratteln, 1 <sup>st</sup> /2 <sup>nd</sup> stage	Mixed use, New Building		■			■					42,800	260	8.8	75	GP 2022/2023
Solothurn, 1 <sup>st</sup> /2 <sup>nd</sup> stage	Residential, New Building		■			■					16,500	79	4.5		Expec. zone plan revision 06.2023
Niederhasli, Zentrumsüberbauung	Mixed use, New Building			■							17,700	110	3.2	64	Design plan/GP 2022/2023
Dornach, BF A 1 <sup>st</sup> /2 <sup>nd</sup> stage	Mixed use, New Building		■	■		■					18,500	99	4.5		Zone plan revision 2022/2023
Dornach, BF B	Mixed use, New Building							■			36,100	183	8.4		Zone plan revision 2022/2023
Dornach, BF C	Mixed use, New Building									■	42,400	250	3.0	289	Zone plan revision 2022/2023
Kleindöttingen, Grossacher 1 <sup>st</sup> /2 <sup>nd</sup> stage	Mixed use, New Building				■				■		31,000	135	5.0	47	Infrastructure plan 2022
Lancy, Porte Sud, Pratalia	Mixed use, New Building					■					87,000	429	30.1		Negotiation contract ground lease
Biberist, Commercial, in stages	Industrial/Logistic, New Building			■		■		■		■	117,000	175	12.5		Expec. zone plan revision 2023
Biberist, Residential, in stages	Residential, New Building				■		■		■		22,600	102	6.0		Expec. zone plan revision 2023

# Additional financials

# Operating expenses / Financial result / Taxes H1 22

## Increase of operating exp. due to strategic investments in personnel

### Income Statement – 30 June 2022 vs. 30 June 2021

In CHFm	H1 22	H1 21	Δ CHFm	Δ %
Property income	32.4	30.6	1.8	5.8
Revaluation of properties	42.3	32.2	10.1	31.2
Income from sale of properties	2.3	-	2.3	100.0
Profit from sale of investment properties	1.1	1.7	-0.6	-34.6
Other operating income	5.2	6.8	-1.6	-23.8
<b>Total operating income</b>	<b>83.3</b>	<b>71.4</b>	<b>11.9</b>	<b>16.7</b>
<b>Total operating expenses</b>	<b>-20.9</b>	<b>-18.4</b>	<b>-2.5</b>	<b>13.5</b>
<b>EBITDA</b>	<b>62.4</b>	<b>52.9</b>	<b>9.4</b>	<b>17.8</b>
Depreciation and amortisation	-0.3	-0.2	-0.1	38.4
<b>EBIT</b>	<b>62.0</b>	<b>52.7</b>	<b>9.3</b>	<b>17.7</b>
Financial result	-3.8	-5.6	1.9	-33.0
Taxes	-2.2	-5.1	3.0	-58.0
<b>Net income</b>	<b>56.1</b>	<b>41.9</b>	<b>14.2</b>	<b>33.7</b>
Net income excl. Revaluation of properties and deferred tax	14.8	12.8	2.0	15.7

### Comments

Operating expenses of CHFm 20.9 → increased by CHFm +2.5

- Direct expenses from sales of properties (+1.4): First promotion sales of project “CHAMA”
- Personnel expenses (+1.9): LTIP provisions (+0.9), Bonus (+0.3) and increased FTE (+0.7, related to real estate)
- Stable real estate-related expenses
- J&B related expenses (-0.1)
- Pratteln and Cloud related expenses (-0.8, main effect from personnel expenses)

Financial result of CHFm -3.8 → decreased by CHFm -1.9

- One-off effect in PY: Depreciation of Beelastic unsecured loan (CHFm -1.9)

Tax expenses of CHFm 2.2 → decreased by CHFm -3.0

- Reduction of tax rate in Canton Aargau → decrease deferred taxes by CHFm -3.5
- Effect from increased revaluation gains → increase by CHFm +0.5



# Income Statement H1 2022 by business segment (1/2)

EBITDA contr.: Yielding (63%), Dev. (40%), Trans. (1%), Other (-4%)\*

## Income Statement by business segment – 30 June 2022

In CHFm	H1 22	Yielding	Development	Transaction	Other	Intersegment eliminations
Property income	32.4	26.1	6.5	-	-	-0.2
Revaluation of properties	42.3	19.1	22.6	0.6	-	-
Income from sale of properties	2.3	-	2.3	-	-	-
Profit from sale of investment properties	1.1	-	-	1.1	-	-
Other operating income	5.2	0.5	0.1	-	4.8	-0.2
<b>Total operating income</b>	<b>83.3</b>	<b>45.7</b>	<b>31.5</b>	<b>1.7</b>	<b>4.8</b>	<b>-0.4</b>
<b>Total operating expenses</b>	<b>-20.9</b>	<b>-6.8</b>	<b>-6.4</b>	<b>-0.8</b>	<b>-7.3</b>	<b>0.4</b>
<b>EBITDA</b>	<b>62.4</b>	<b>38.9</b>	<b>25.1</b>	<b>0.9</b>	<b>-2.5</b>	<b>-</b>
EBITDA excl. Revaluation of properties	20.1	19.8	2.5	0.3	-2.5	-
Depreciation and amortisation	-0.3					
<b>EBIT</b>	<b>62.0</b>					
Financial result	-3.8					
Taxes	-2.2					
<b>Net income</b>	<b>56.1</b>					

\* No internal charges of cost from segment Others to the segments Yielding, Development and Transaction

# Income Statement H1 2021 by business segment (2/2)

EBITDA contr.: Yielding (75%), Dev. (8%), Trans. (22%), Other (-5%)\*

## PY Income Statement by business segment – 30 June 2021

In CHFm	H1 21	Yielding	Development	Transaction	Other	Intersegment eliminations
Property income	30.6	25.5	5.3	-	-	-0.1
Revaluation of properties	32.2	19.6	1.9	10.8	-	-
Income from sale of properties	-	-	-	-	-	-
Profit from sale of investment properties	1.7	-	-	1.7	-	-
Other operating income	6.8	0.4	2.3	-	4.4	-0.2
<b>Total operating income</b>	<b>71.4</b>	<b>45.4</b>	<b>9.5</b>	<b>12.5</b>	<b>4.4</b>	<b>-0.4</b>
<b>Total operating expenses</b>	<b>-18.4</b>	<b>-6.0</b>	<b>-5.1</b>	<b>-0.6</b>	<b>-7.1</b>	<b>0.4</b>
<b>EBITDA</b>	<b>52.9</b>	<b>39.4</b>	<b>4.4</b>	<b>11.8</b>	<b>-2.7</b>	<b>-</b>
<b>EBITDA excl. Revaluation of properties</b>	<b>20.7</b>	<b>19.8</b>	<b>2.5</b>	<b>1.0</b>	<b>-2.7</b>	<b>-</b>
Depreciation and amortisation	-0.2					
<b>EBIT</b>	<b>52.7</b>					
Financial result	-5.6					
Taxes	-5.1					
<b>Net income</b>	<b>41.9</b>					

\* No internal charges of cost from segment Others to the segments Yielding, Development and Transaction

# Balance sheet

Increased total assets by 2.1% from CHFm 1,904 to CHFm 1,943

## Balance sheet – 30 June 2022 vs. 31 December 2021

In CHFm	30/06/2022	31/12/2021	Δ CHFm	Δ %
Cash and cash equivalents	39.3	87.3	-48.0	-55.0
Properties for sale	34.6	32.1	2.5	7.8
Other current assets	18.9	16.6	2.3	14.0
<b>Current assets</b>	<b>92.8</b>	<b>136.0</b>	<b>-43.2</b>	<b>-31.8</b>
Investment properties	1,833.2	1,752.3	80.9	4.6
Other non-current assets	17.0	15.3	1.7	11.1
<b>Non-current assets</b>	<b>1,850.2</b>	<b>1,767.6</b>	<b>82.6</b>	<b>4.7</b>
<b>Total assets</b>	<b>1,943.0</b>	<b>1,903.6</b>	<b>39.3</b>	<b>2.1</b>
Current financial liabilities	127.4	277.6	-150.2	-54.1
Other current liabilities	47.3	38.4	8.8	22.9
<b>Current liabilities</b>	<b>174.7</b>	<b>316.0</b>	<b>-141.4</b>	<b>-44.7</b>
Non-current financial liabilities	664.3	515.3	149.0	28.9
Other non-current liabilities	85.3	83.3	2.0	2.4
<b>Non-current liabilities</b>	<b>749.6</b>	<b>598.6</b>	<b>151.0</b>	<b>25.2</b>
Share capital	10.1	10.1	-	-
Capital reserves/Treasury shares/Retained earnings	1,008.6	978.9	29.7	3.0
<b>Shareholders' equity</b>	<b>1,018.7</b>	<b>989.0</b>	<b>29.7</b>	<b>3.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>1,943.0</b>	<b>1,903.6</b>	<b>39.3</b>	<b>2.1</b>

# Cash flow

## Cash flow decreased due to CHAMA invests and NUV development

### Cash flow – 30 June 2022 vs. 30 June 2021

In CHFm	H1 22	H1 21	Δ CHFm	Δ %	H1 20	H1 19	H1 18
Cash flow from operating activities	7.4	14.2	-6.8	-48.0	9.0	-8.7	7.3
Cash flow from investment activities	-27.6	-80.2	52.7	-65.7	-36.0	-51.0	-45.8
Cash flow from financing activities	-27.9	72.7	-100.6	-138.4	24.5	59.6	31.3
<b>Increase/(-decrease) in cash and cash equivalents</b>	<b>-48.0</b>	<b>6.6</b>			<b>-2.5</b>	<b>-0.1</b>	<b>-6.9</b>
Cash and cash equivalents as of 1.1.	87.3	19.7			23.9	34.5	38.9
Cash and cash equivalents as of 30.6.	39.3	26.4			21.5	34.4	32.0
<b>Funds from operations*</b>	<b>15.0</b>	<b>12.4</b>	<b>2.5</b>	<b>20.3</b>	<b>8.4</b>	<b>-21.2</b>	<b>9.9</b>

\* FFO shown for the first time as of June 30. Further details provided on slide 53

### Comments

**CF from operating activities of CHFm 7.4 → decreased by CHFm -6.8 (-48.0%)**

- Down due to investments in CHAMA promotions and payments of short term liabilities

**CF from investment activities of CHFm -27.6 → decreased by CHFm +52.7 (-65.7%)**

- Less cash out due to less acquisitions in H1 22 vs. H1 21

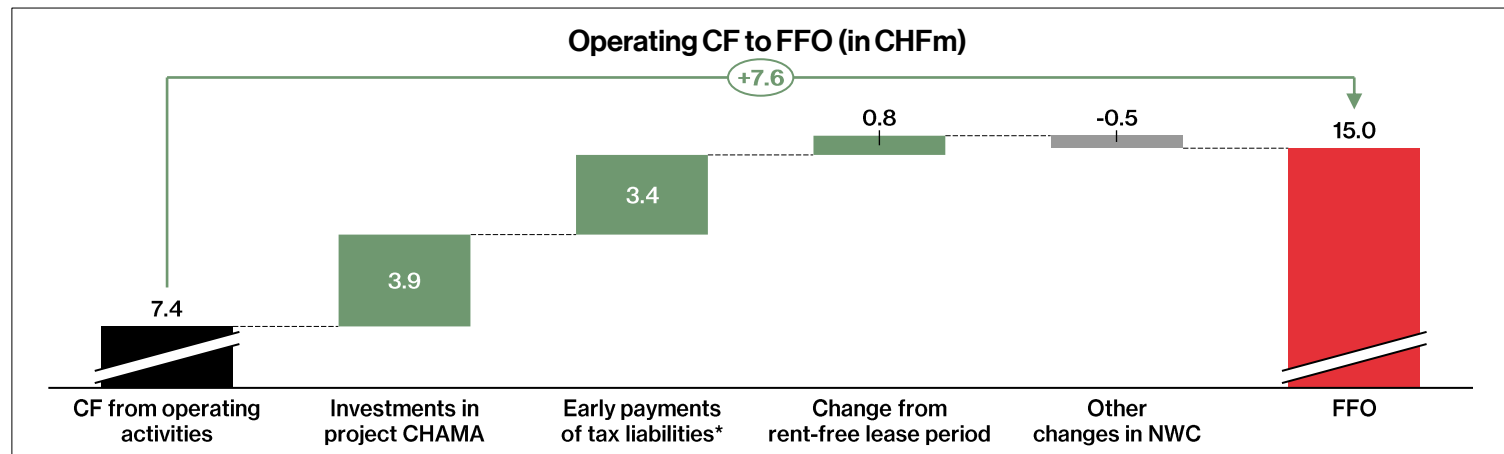
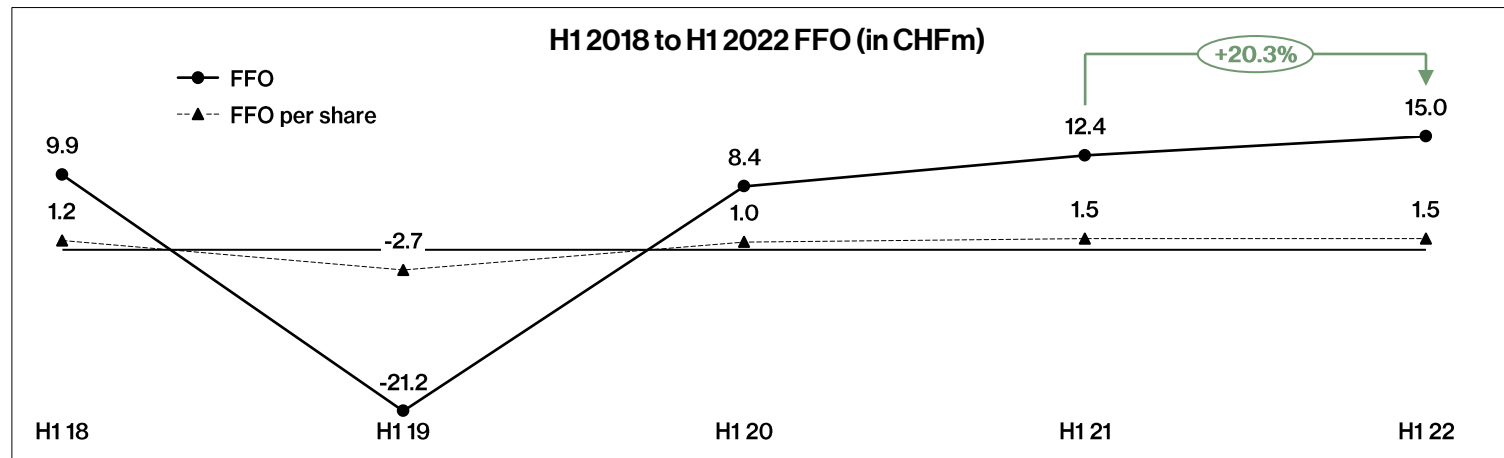
**CF from financing activities of CHFm -27.9 → decreased by CHFm -100.6 (-138.4%)**

- No further debt financing in H1 22, cash out from dividend payments and ordinary repayments of mortgages

# Alternative Performance Measures (1/2)

## Funds from Operations

### Funds from Operations (FFO) – 30 June 2022



\* mainly due to sales in 2021

### Comments

FFO is defined as the cash flow derived from regular, ongoing business activities:

FFO of CHFm +15.0 → increased by CHFm +2.6 (+20.3%)

- Higher cash flow from property income (+1.3)
- Higher operating income from J&B (+0.3)
- Lower cash drain from operational activities (+1.0)

FFO shows the operating cash flow corrected by changes in net working capital. Starting from operating cash flow, the following adjustments are made:

- Investments in properties for sale disclosed as inventory
- Other changes in net working capital (e.g. debtors, creditors, prepayments, etc.)

# Alternative Performance Measures (2/2)

## Real estate comparables based on Swiss GAAP FER figures

### Company specific (adjusted ) KPIs – 30 June 2022 vs. 30 June 2021

Operating profit and operating earnings per share				
in CHFm	H1 22	H1 21	Δ CHFm	Δ %
Net income per income statement	56.1	41.9	14.2	33.7
Adjusted for:				
Revaluation of properties	-42.3	-32.2	-10.1	31.2
Profit from sale of properties	-1.1	-1.7	0.6	-34.6
Profit from sale of properties to sale	-	-	-	-
Tax on profits or losses on disposals	-	0.3	-0.4	-100.0
Deferred taxes from revaluation	1.0	3.1	-2.1	-68.9
<b>Operating profit</b>	<b>13.6</b>	<b>11.4</b>	<b>2.2</b>	<b>19.2</b>
Average number of share outstanding	10,088,453	8,326,461		
<b>Earnings per share in CHF</b>	<b>1.35</b>	<b>1.37</b>	<b>-0.02</b>	<b>-1.63</b>
Company specific adjustments:				
Sale of equipment Pratteln	-	-1.9	1.9	-100.0
Depreciation on financial assets related to Cloud Services	-	1.9	-1.9	-100.0
Contribution Jaeger et Bosshard SA	-0.9	-0.2	-0.7	>100.0
<b>Company specific operating profit</b>	<b>12.7</b>	<b>11.2</b>	<b>1.5</b>	<b>13.6</b>
<b>Company specific Adjusted EPS in CHF</b>	<b>1.26</b>	<b>1.35</b>	<b>-0.08</b>	<b>-6.21</b>

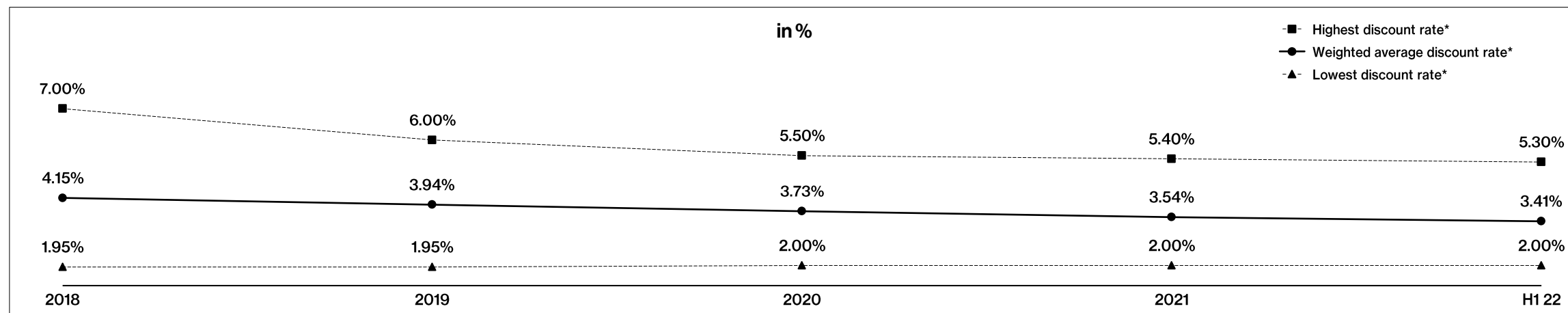
Adjusted equity (NAV) per share				
in CHFm	H1 22	H1 21	Δ CHFm	Δ %
Equity (NAV) attributable to shareholders	1,018.7	989.0	29.7	3.0
Diluted equity (NAV)	1,018.7	989.0	29.7	3.0
Adjustments:				
Revaluation of properties for sale	18.6	13.5	5.1	37.7
Supplement:				
Fair value derivative financial instruments	n/a	n/a		
Deferred taxes	82.6	81.1	1.5	1.8
<b>Adjusted Equity (NAV)</b>	<b>1,119.8</b>	<b>1,083.6</b>	<b>36.2</b>	<b>3.3</b>
Number of share outstanding	10,093,826	10,085,833		
<b>Adjusted Equity (NAV) per share in CHF</b>	<b>110.94</b>	<b>107.44</b>	<b>3.51</b>	<b>3.26</b>

Vacancy rate and «Like-for-like»				
in CHFm	H1 22	H1 21	Δ CHFm	Δ %
Potential rental income from vacant spaces	5.2	7.6	-2.3	-30.8
Rental value of the whole portfolio	76.0	70.7	5.4	7.6
<b>Vacancy Rate</b>	<b>6.90%</b>	<b>10.73%</b>	<b>-3.8%p</b>	
<b>Vacancy Rate «Like-for-like»</b>	<b>6.92%</b>	<b>10.57%</b>	<b>-3.7%p</b>	

# Discount rate

## Strong demand for real estate to drive discount rate reduction

### Discount rate development 2018 - 2022



### Weighted average real discount rate

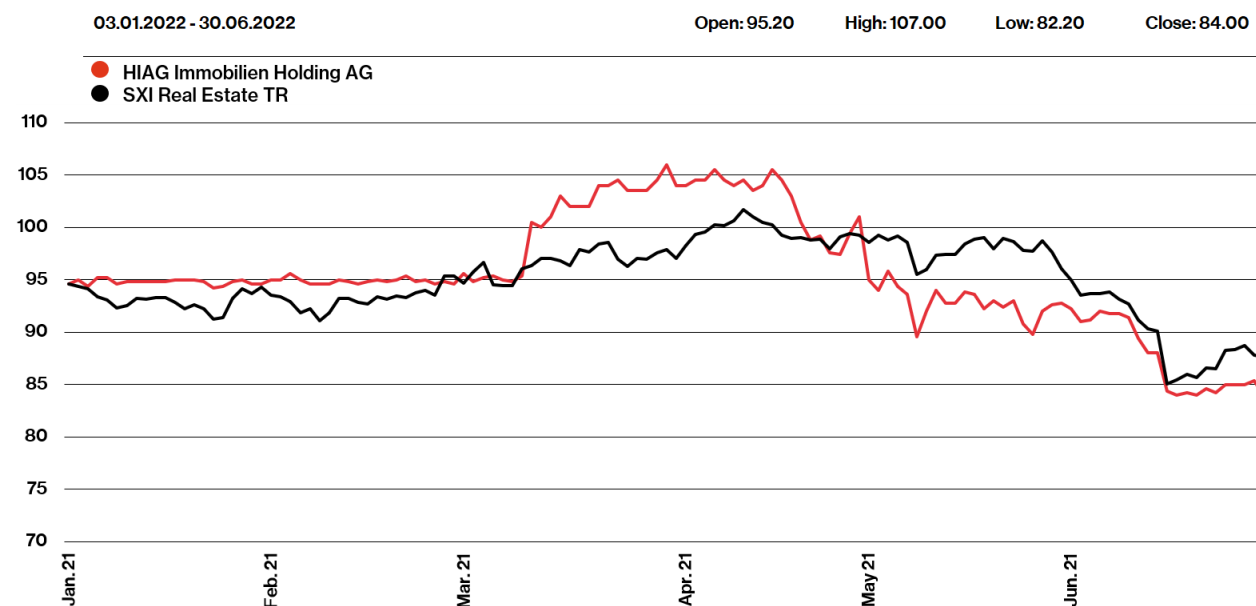
in %	H1 22	2021	2020	2019	2018
Weighted average real discount rate yield portfolio*	3.39	3.52	3.87	3.93	4.08
Weighted average real discount rate development portfolio*	3.49	3.60	3.77	4.06	4.27
<b>Weighted average real discount rate total portfolio*</b>	<b>3.41</b>	<b>3.54</b>	<b>3.73</b>	<b>3.94</b>	<b>4.15</b>

\* Except land, building rights and power plants

# Share price performance

## Overview

### Development of share price performance – 30 June 2022



SIX Swiss Exchange: Symbol HIAG, Valor 23951877, ISIN CH0239518779

Share price in CHF	H1 2022	2021
High	107.00	118.00
Low	82.20	91.40
End of period	84.00	95.00

#### Market capitalisation in CHFm

High	1,082.80	1,194.11
Low	831.83	924.93
End of period	850.05	961.36

#### Number of shares

Issued shares	10,119,600	10,119,600
Treasury shares	25,774	33,797
Outstanding shares	10,093,826	10,085,833

#### Key figures per share (in CHF)

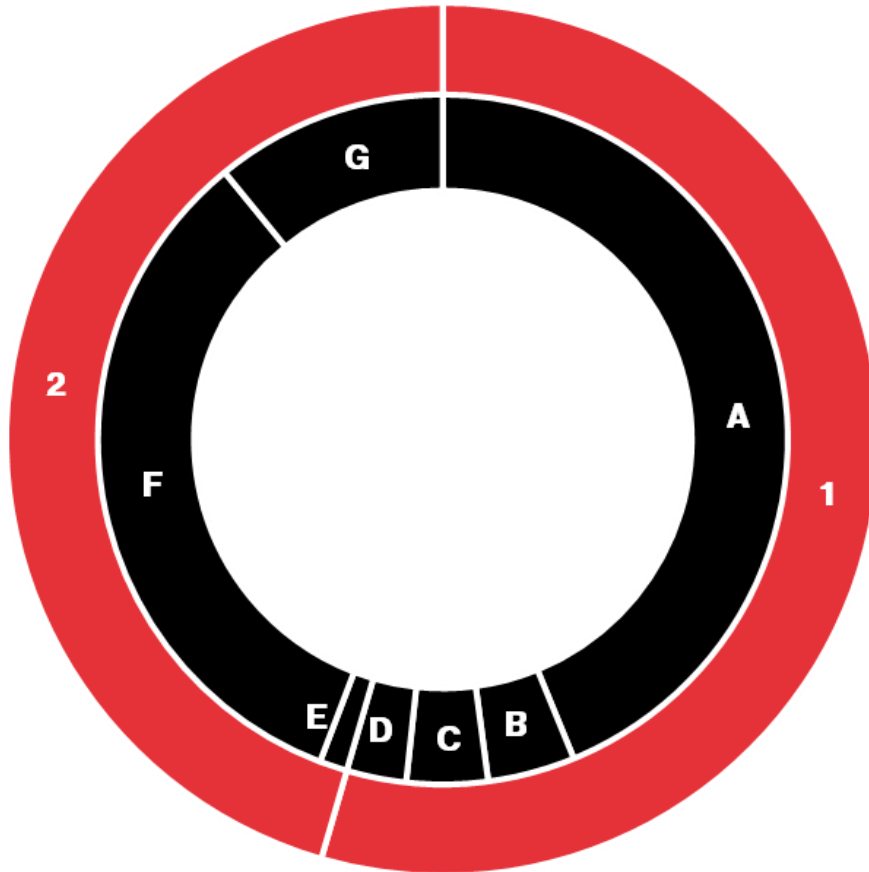
EPS per share	10.25	10.39
NAV / share (excl. deferred tax)	109.10	106.10
NAV / share (incl. deferred tax)	100.92	98.06



# Shareholder structure

No significant change of shareholder's structure since YE 2021

Shareholder structure – 30 June 2022



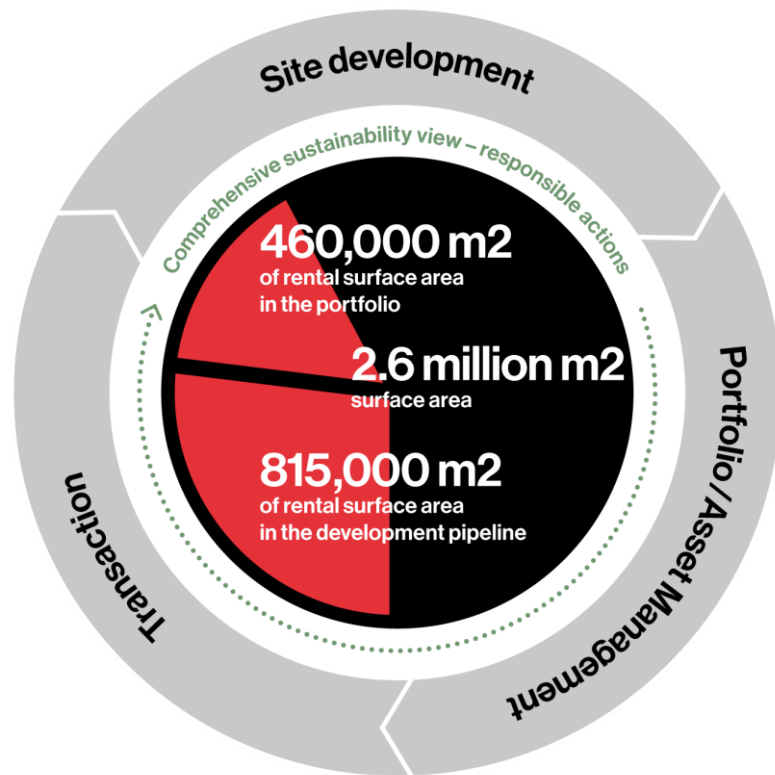
Major shareholders	H1 2022	2021
1 Anchor shareholders	54.57%	54.43%
2 Free Float	45.43%	45.57%
<b>Shareholder structure</b>		
A SFAG Holding AG	43.80%	43.80%
B HIAG Beteiligung Holding AG	4.15%	4.05%
C Grisgros AG	3.78%	3.78%
D Senft AG	2.83%	2.80%
E Management & Board	1.35%	1.27%
F Other Switzerland	33.26%	33.34%
G Other	10.83%	10.96%

# Company information

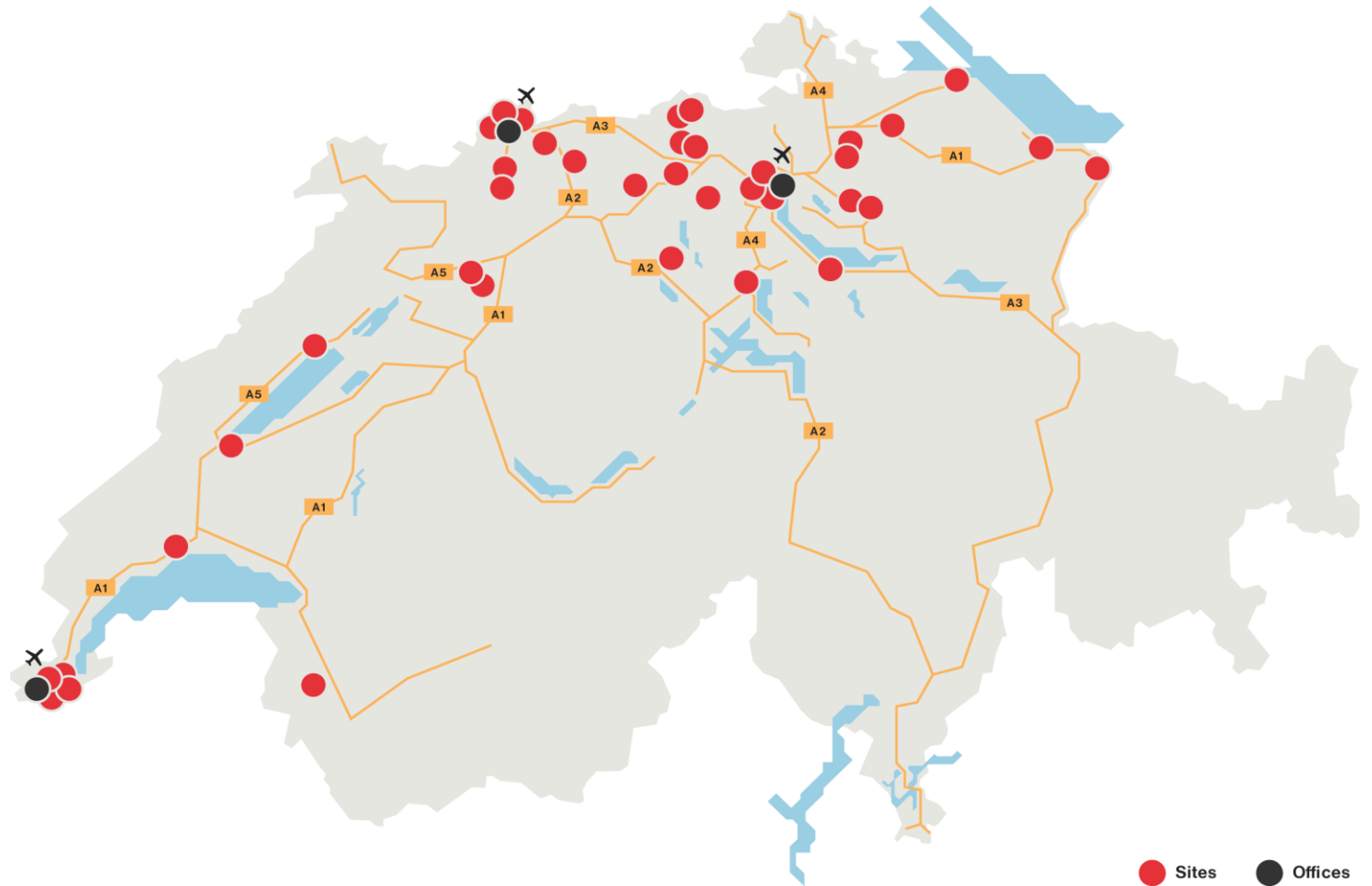
# Integrated Business Model / Sites and offices

## At a glance

Integrated business model (incl. 3 segments)



HIAG sites and offices



# Governance

# Corporate Governance

## Experienced board and management teams

### Board of Directors



#### Dr. Felix Grisard, President

- Group CEO and member of the board 2002 – 2010
- Previously Boston Consulting Group
- 20 years of real estate experience
- Dr. oec. HSG / OPM Harvard



#### Balz Halter, Vice President

- President of the Board / CEO Halter AG 1986 – 2009
- 35 years of real estate experience
- Dipl. Bau-Ing. ETH / lic. iur. University of Zurich / Exec. program Stanford



#### Salome Grisard Varnholt

- Head of Grisard Architektur since 1999
- 30 years of real estate experience
- Licensed architect ETH/SIA



#### Dr. Christian Wiesendanger

- Senior Executive UBS since 2010
- Senior Executive CS 2002 – 2010
- Physicist, PhD UZH / MBA Insead



#### Dr. Jvo Grundler

- Group General Counsel since 2017
- Partner EY 2002 – 2017
- 20 years of real estate experience
- Dr. iur. HSG / LL.M. Cambridge UK



#### Anja Meyer

- Owner, delegate of the board at smeyers Holding since 2014
- Intensivstudium KMH-HSG
- 20 years of real estate experience

### Executive Board



#### Marco Feusi, CEO

- Group CEO since 2020
- Partner, Co-owner Wuest Partner 2003 – 2019, 2017 – 2019 CEO
- 28 years of real estate experience
- Dipl. Architect HTL / MAS MTEC BWI



#### Rico Müller, CFO

- Group CFO since 2021
- Head Corporate Services Aebi Schmidt NA / Head Group Control. / Deputy CFO at Aebi Schmidt Group
- Swiss CPA / lic. oec. UZH



#### Dr. Jvo Grundler, General Counsel

- Cf. Board of Directors

#### AC Audit Committee

- Dr. Felix Grisard, Chair
- Dr. Christian Wiesendanger

#### CC Compensation Committee

- Salome Grisard Varnholt, Chair
- Balz Halter

#### IC Investment Committee

- Balz Halter, Chair
- Salome Grisard Varnholt
- Dr. Felix Grisard
- Anja Meyer

#### FC Finance Committee

- Dr. Christian Wiesendanger, Chair
- Dr. Felix Grisard

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