



# FINANCIAL RESULTS PRESENTATION FY 2023

March  
2024

# HIGHLIGHTS

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# FY 2023 KEY RESULTS SUMMARY

## KEY FINANCIAL RESULTS

P&L	2023	change	2022
Net Rental Income	€411m	4%	€396m
Adjusted EBITDA	€320m	4%	€308m
FFO I	€184m	-4%	€192m
FFO I per share	€1.07	-6%	€1.14

Balance Sheet	Dec 2023	change	Dec 2022
Cash and liquid assets <sup>(1)</sup>	€1,230m	187%	€429m
Total equity	€5,230m	-12%	€5,914m
EPRA NTA	€4,014m	-14%	€4,656m
EPRA NTA per share	€23.2	-14%	€27.0

(1) including those under held for sale



2023 TOP RANGE OF GUIDANCE ACHIEVED  
(FFO I of €175M-€185M)

## FINANCIAL PROFILE

	2023	2022
LTV	37%	36%
EPRA LTV	48%	46%
Net debt/ EBITDA	10.0x	11.4x
ICR	5.6x	6.6x

	Dec 2023	Dec 2022
Cost of debt	1.9%	1.3%
Ø debt maturity	5.3 years	5.9 years
Unencumbered Assets (€bn)	€6.6bn	€8.7bn
Unencumbered Assets (%)	75%	88%

New Bank Financing		
2023 raised	Average maturity	Average margin
>€550m	>7.5y	1.4%

**S&P Global**  
Ratings

**BBB+**

Negative  
Affirmed in Dec 23

# FY 2023 KEY RESULTS SUMMARY

## PORTFOLIO

	Dec 2023	Dec 2022
Annualised net rent	€406m	€393m
Units	63,303	64,281
Vacancy	3.8%	4.2%
In-place rent	€8.6/sqm	€8.2/sqm
L-F-L rental growth	3.3%	2.9%

	Dec 2023	Dec 2022
Portfolio value	€8.6bn	€9.5bn
L-F-L revaluation (excl. Capex)	-9%	1%
Rental yield	4.8%	4.2%
Value per sqm	€2,109/sqm	€2,282/sqm

Disposals	
2023 signed	2023 completed
>€190m	>€300m*

(\* ) of which ~180m signed in 2022.



# KEY STRATEGIC ACHIEVEMENTS:

## 1. STRENGTHEN LIQUIDITY & REDUCE REFINANCE RISK

### DISPOSALS

- ❖ Closed disposals amounting to over €300 million in 2023.
- ❖ ~1,200 units mainly in London and NRW, and land sale in Berlin.
- ❖ Signed over €190 million of disposals in 2023.
- ❖ ~€200 million of assets held for disposal (of which ~€70 million signed to be completed in 2024), which will increase liquidity further.
- ❖ Strong rent L-F-L performance offsetting the disposal effect resulting in growing adj EBITDA.

### BANK FINANCING

- ❖ GCP raised >€550 million of new bank financing at an average margin of 1.4%.
- ❖ The new loans have an average maturity of >7.5 years, thereby extending GCP's time to refinance further.
- ❖ Large pool of unencumbered assets of €6.6 billion.

### PRO-ACTIVE REPAYMENT OF BONDS

- ❖ Buyback of ~€90m of near-term bonds (nominal value) at a discount of 8%, additionally extending average debt maturity profile.

### DIVIDEND SUSPENSION

- ❖ Dividend suspension in 2023 (for the 2022 dividend) preserving further liquidity. As GCP is not a REIT it benefits from flexibility regarding dividend payments.
- ❖ GCP has announced its decision not to pay a dividend for the year 2023 as focus on deleveraging remains.

Due to active measures taken to strengthen GCP's liquidity cash and liquid assets amounted to **€1.2bn** as of Dec 2023, up from €0.4bn as of Dec 2022. The strong liquidity position covers **28% of total debt** and including signed but not yet closed disposals **covers next 3 years of debt maturities until the end of 2026**, reducing refinance risk and providing time and flexibility to execute GCP's strategy.

# KEY STRATEGIC ACHIEVEMENTS:

## 2. MAINTAIN STABLE LEVERAGE

### HIGHER INTEREST RATE ENVIRONMENT DRIVING DEVALUATION

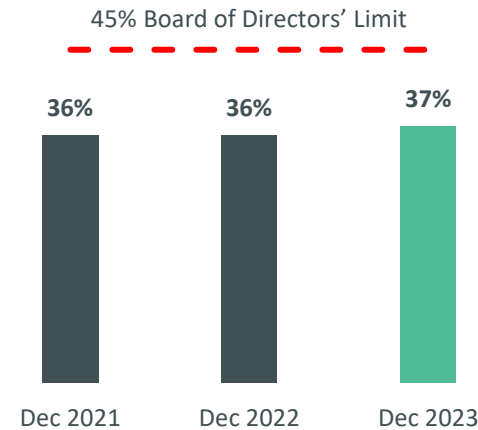
- ❖ Sharp increase in the interest rates negatively impacted cap and discount rates across the sector.
- ❖ Volatile interest rates and higher financing costs resulted in significant slowdown in transactions.
- ❖ Combination of difficult market environment and higher interest rates put negative pressure on property values.
- ❖ Despite the challenging environment, GCP's **solid internal operational growth offset part of the negative impact** of devaluations.

### PRO-ACTIVE APPROACH TO MANAGE LEVERAGE

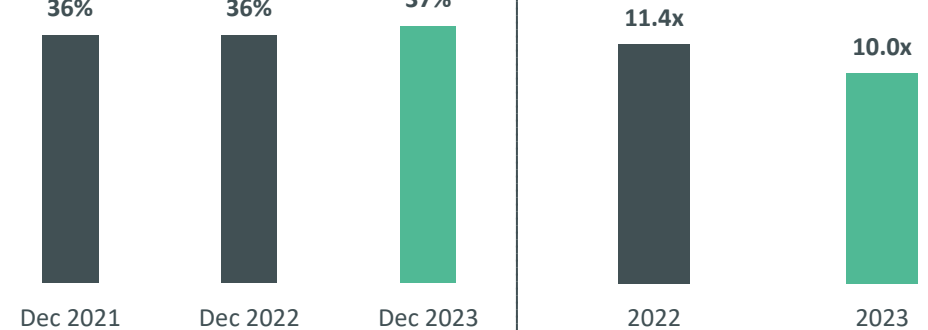
- ❖ GCP is committed to maintaining its **conservative and balanced financial profile, also in adverse market conditions.**
- ❖ **Proactive measures** have allowed GCP to maintain **stable leverage** during **challenging market conditions:**
  - Successful disposals
  - Near term bond buyback at a discount
  - Solid operational growth and cash flows
  - Dividend suspension

### GCP MAINTAINED A STABLE AND LOW LEVERAGE WITH HEADROOM TO ABSORB FURTHER MARKET DETERIORATION

#### LOW AND STABLE LTV



#### LOW AND DECREASING NET DEBT/EBITDA<sup>(1)</sup>



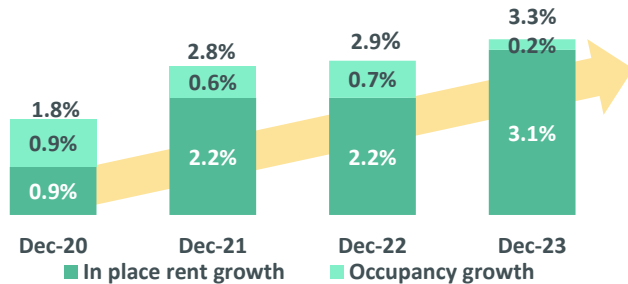
(1) excluding perpetual notes

- ❖ GCP continues to maintain a high headroom to its bond covenants, and has the highest covenant headroom among its listed real estate peers

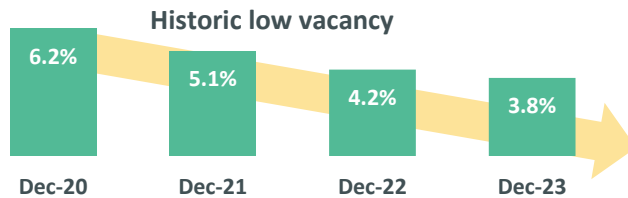
# KEY STRATEGIC ACHIEVEMENTS:

## 3. DRIVE OPERATIONAL GROWTH

### SOLID L-F-L RENTAL GROWTH

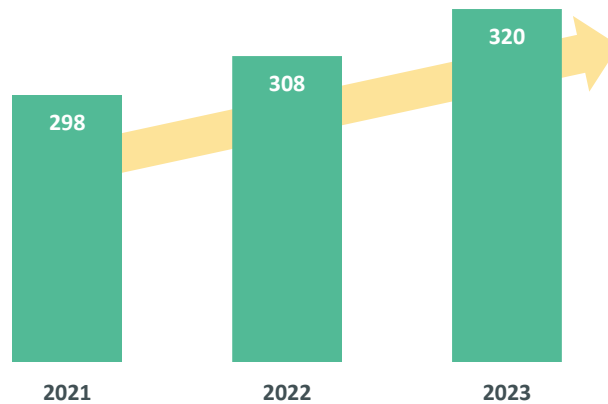


Solid like-for-like rental growth of 3.3% as of December 2023. **In-place rental growth is accelerating**, supported by market fundamentals and contributing 3.1% as of December 2023, while further vacancy reduction contributed 0.2%. Strong vacancy reduction in recent years resulted in **current historic low vacancy of 3.8%**.



### SOLID EBITDA GROWTH

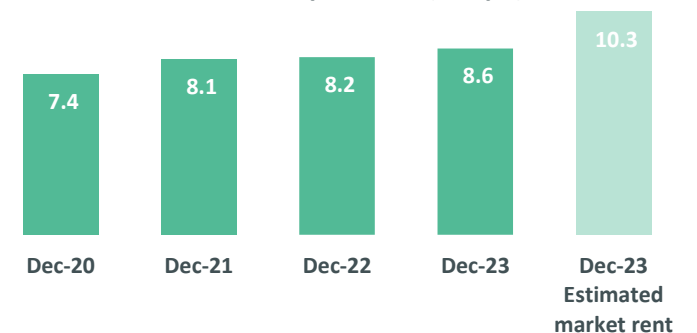
Solid **like-for-like rental growth** driving top-line from relatively low capex contribution and investment. GCP's strong focus on **cost management** further contributes to **extraction of internal potential**, driving robust **adjusted EBITDA growth**



### FUTURE INTERNAL GROWTH POTENTIAL

**Highly supportive market fundamentals** provide further **tailwinds for future growth**. As a result of continuously **widening supply and demand imbalances** in both Germany and London market rents are increasing significantly. In Germany this is **driving the market rent higher** in all of GCP's main locations, contributing to **expanding upside potential** as well as increasing the pace at which upside is captured. This is reflected in GCP's **upside to market potential of 22%** as of December 2023 (incl. vacancy reduction).

#### In-place rent development and estimated market rent potential (€/sqm)



By maintaining the stability of its financial platform GCP has been able to keep its focus on the execution of its operational strategy, allowing for solid growth of the operational platform and positioning GCP to benefit from highly supportive market fundamentals.

# **OPERATIONAL & FINANCIAL RESULTS**



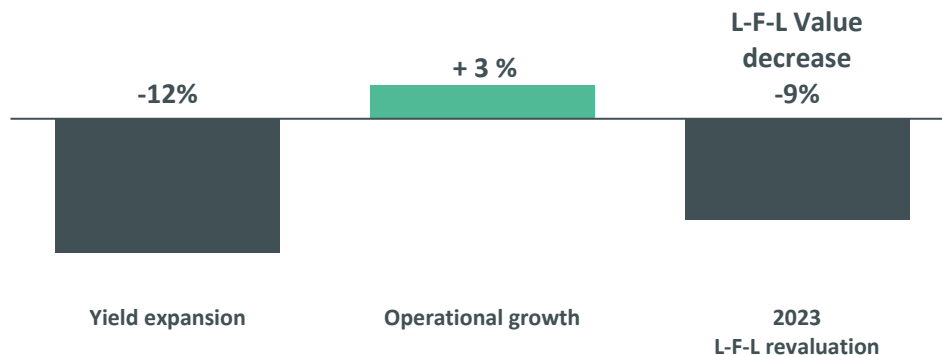
# VALUATION UPDATE: VALUES ARE BACK TO 2018 LEVELS IN REAL TERMS

- ❖ In 2023 GCP recorded like-for-like revaluation of -9% excluding capex (-8% including capex). The decrease was driven by the higher discount and cap rates as a result of the higher interest rates in the market.
- ❖ Yield expansion was partially offset by strong operational growth
- ❖ The favorable market fundamentals driven by the systemic supply-demand imbalance in key metropolitan cities in Germany and London drive future growth expectations, partially offsetting nominal yield expansion.

## VALUATION PARAMETERS

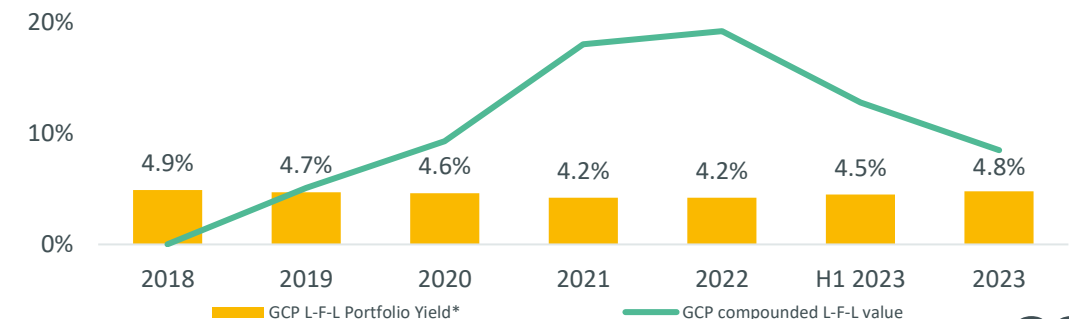
	Dec 2023	Dec 2022
Rent Multiple	20.9x	23.6x
Value per sqm	€2,109	€2,282
Market rental growth p.a.	1.9%	1.8%
Average Discount rate	5.4%	4.8%
Average Capitalization rate	4.1%	3.8%

## INTERNAL GROWTH PARTIALLY OFFSET THE IMPACT OF YIELD EXPANSION



## GCP'S VALUATIONS REMAIN CONSERVATIVE

GCP's conservative valuation approach has resulted in lower valuation volatility, showing moderate increases in time of growth as well as moderate declines in time of pressure. Accordingly, and with the support of the rental growth in the last years, **GCP rental yields are nearly back to 2018 levels**, well positioning the portfolio going forward.



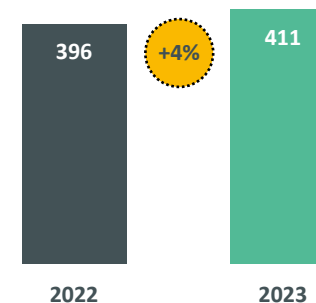
\* the like-for-like portfolio represents the assets held throughout the period between 2018 and 2023, removing the impact of disposals (at relatively higher yield) and acquisitions (at relatively lower yield) on the yield of the full portfolio as reported for the respective periods

# P&L RESULTS

Selected consolidated statement of profit or loss	2023	2022
in € '000 unless otherwise indicated		
Revenue	607,741	582,505
<b>Net rental income</b>	<b>411,313</b>	<b>396,041</b>
Property revaluations and capital gains (loss)	(890,017)	117,761
Property operating expenses	(279,050)	(266,287)
Administrative and other expenses	(10,906)	(10,689)
<b>EBITDA</b>	<b>(572,232)</b>	<b>423,290</b>
<b>Adjusted EBITDA</b>	<b>319,647</b>	<b>308,100</b>
Depreciation and amortization	(9,323)	(10,488)
Finance expenses	(56,814)	(46,914)
Other financial results	(86,088)	(137,133)
Current tax expenses	(40,865)	(39,120)
Deferred tax income (expenses)	127,254	(10,532)
<b>Profit (loss) for the year</b>	<b>(638,068)</b>	<b>179,103</b>
<b>Basic earnings (loss) per share in €</b>	<b>(3.18)</b>	<b>0.77</b>
<b>Diluted earnings (loss) per share in €</b>	<b>(3.17)</b>	<b>0.76</b>

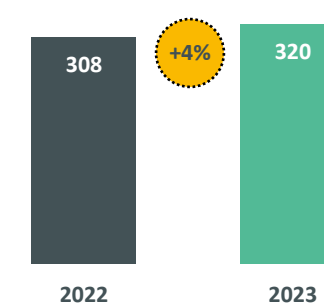
## NET RENTAL INCOME

(in € millions)



## ADJUSTED EBITDA

(in € millions)



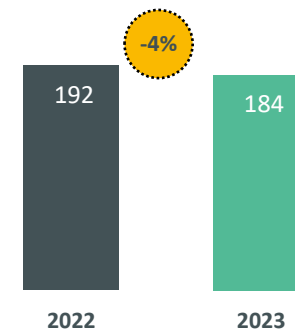
- ❖ Net rental income and adjusted EBITDA increased primarily due to the solid like-for-like rental growth of 3.3% despite the net negative impact of disposals and acquisitions.
- ❖ Property devaluation was the main driver of the loss for 2023, driven primarily by yield expansion which outpaced strong operational growth.
- ❖ Operating costs remained stable in 2023 compared to 2022, due to higher efficiencies, despite the impacts of cost inflation.

# FFO I + II

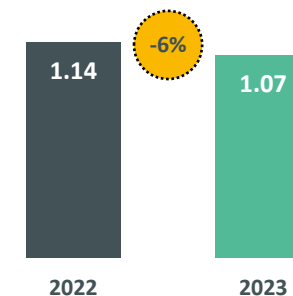
in € '000 unless otherwise indicated	2023	2022
<b>Adjusted EBITDA</b>	<b>319,647</b>	<b>308,100</b>
Finance expenses	(56,814)	(46,914)
Current tax expenses	(40,865)	(39,120)
Contribution to minorities	(4,332)	(5,097)
Adjustment for perpetual notes attribution	(33,700)	(24,750)
<b>FFO I</b>	<b>183,936</b>	<b>192,219</b>
<b>FFO I per share (in €)</b>	<b>1.07</b>	<b>1.14</b>
<b>FFO I</b>	<b>183,936</b>	<b>192,219</b>
Result from disposal of properties	71,772	8,603
<b>FFO II</b>	<b>255,708</b>	<b>200,822</b>

- ❖ Higher FFO II compared to 2022, mainly due to the higher disposal activity in 2023. In 2023 GCP disposed investment properties in the amount of over €300 million generating gains of €72 million over total costs.

## FFO I (in € millions)



## FFO I per share (in €)



### TOP RANGE OF GUIDANCE ACHIEVED



- ❖ The Adjusted EBITDA increase, mainly driven by the solid like-for-like rental growth, was offset by higher finance expenses due to the new debt raised at the current interest rate level, which is higher than the average cost of debt. Additionally, the expiry of certain hedging instruments resulted in debt becoming variable and resetting at higher rates.
- ❖ The increase is also a result of the reset of two perpetual notes in 2023 at the end of January 2023 and October 2023 where the coupon rates increased from 2.75% to 6.3% and from 2.5% to 5.9% respectively, resulting in a lower FFO I.
- ❖ Additional decrease in FFO I per share resulting from additional shares from the scrip dividend issued in 2022, which allowed the Company to retain cash.

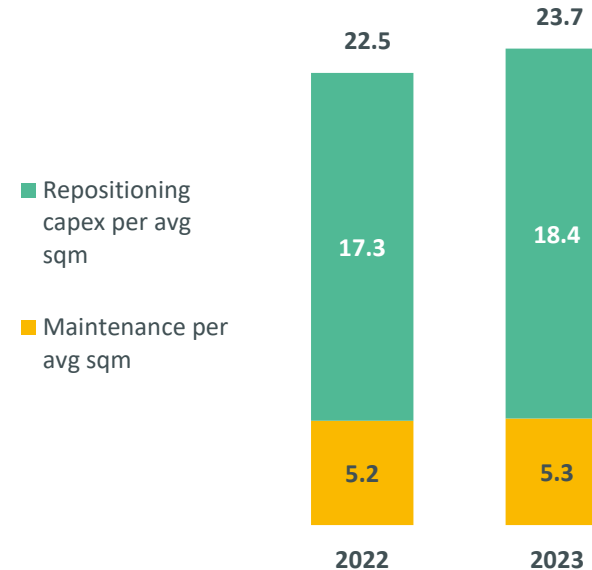
# MAINTENANCE & CAPEX

## REPOSITIONING CAPEX

- Focus remains on improving asset quality
- All capex is directed towards value creation and increasing rental income
- Other value-add measures include:
  - Upgrading apartments for new rentals
  - Enhancing staircases and public areas
  - Installing playgrounds
  - Installing elevators and ramps
  - Other similar measures
- In 2023, GCP invested €18.4/avg sqm into repositioning capex. The increase compared to 2022 is mainly the result of cost inflation impacts.
- Additionally, in 2023, GCP invested around €10 million in modernisation and €15 million in pre-letting modifications
- Investments related to energy efficiency and CO<sub>2</sub> reduction, such as replacing windows and heating systems, are attributed to the above category's depending on the project specifics

## REPOSITIONING CAPEX & MAINTENANCE

(in € per average sqm)



## ADJUSTED FUNDS FROM OPERATIONS (AFFO)

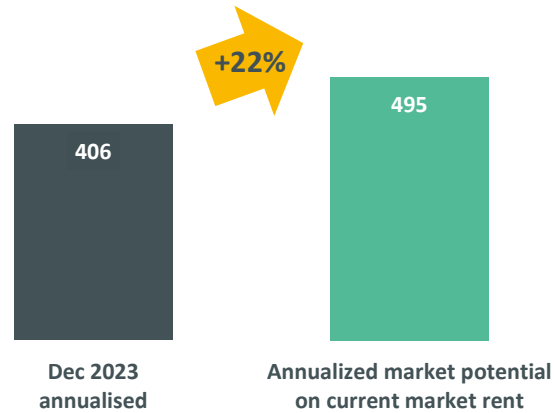
in € '000 unless otherwise indicated	2023	2022
FFO I	183,936	192,219
Repositioning Capex	(76,610)	(70,535)
<b>AFFO</b>	<b>107,326</b>	<b>121,684</b>

## INSTALLING BALCONIES

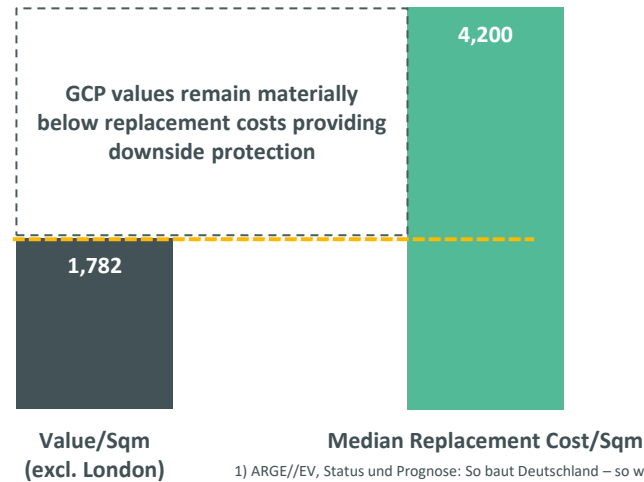


# PORTFOLIO OVERVIEW

## ANNUALISED NET RENTAL INCOME vs. MARKET POTENTIAL (ERV) (INCLUDING VACANCY REDUCTION) (in € millions)



## GCP VALUE VS REPLACEMENT COST (Excl. London & in € per sqm)



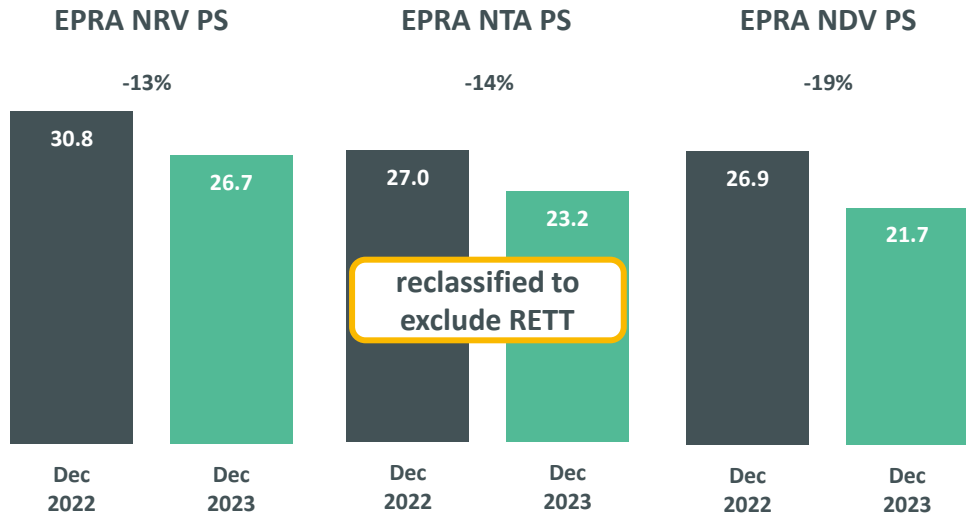
1) ARGE//EV, Status und Prognose: So baut Deutschland – so wohnt Deutschland. Bauforschungsbericht Nr.86 – Apr 2023 (Excluding Land)

- ❖ In addition to the portfolio below, GCP has investment property held for sale amounting to ~€200 million. The held for sale portfolio is not included in the market potential.
- ❖ The decrease in Investment Property compared to December 2022 is the combined result of negative revaluation and disposal activity, offset by capex investment

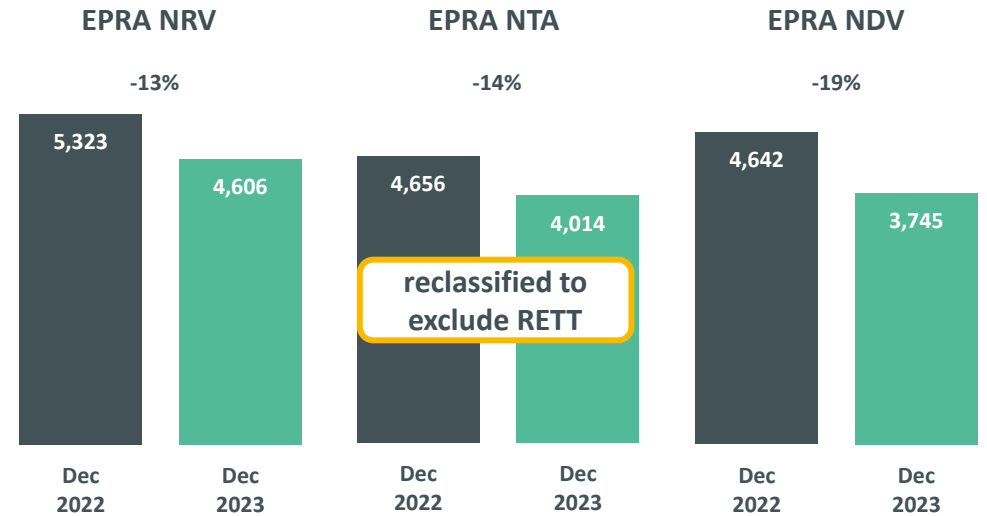
December 2023	Value (in €M)	Area (in k sqm)	EPRA vacancy	Annualized net rent (in €M)	In-place rent per sqm (in €)	Number of units	Value per sqm (in €)	Rental yield
NRW	1,790	1,193	4.3%	93	6.5	17,436	1,501	5.2%
Berlin	1,939	625	4.3%	69	9.2	8,492	3,102	3.5%
Dresden/Leipzig/Halle	1,152	816	2.9%	56	5.9	13,997	1,412	4.9%
Mannheim/KL/Frankfurt/Mainz	389	177	3.5%	19	8.9	3,013	2,191	4.9%
Nuremberg/Fürth/Munich	289	80	6.2%	9	10.6	1,430	3,624	3.3%
Hamburg/Bremen	385	264	3.5%	22	7.1	3,996	1,457	5.7%
London	1,653	189	3.1%	84	37.9	3,549	8,757	5.1%
Others	881	676	4.5%	54	6.9	11,390	1,302	6.1%
Development rights & Invest	151							
<b>Total December 2023</b>	<b>8,629</b>	<b>4,020</b>	<b>3.8%</b>	<b>406</b>	<b>8.6</b>	<b>63,303</b>	<b>2,109</b>	<b>4.8%</b>
<b>Total December 2022</b>	<b>9,530</b>	<b>4,069</b>	<b>4.2%</b>	<b>393</b>	<b>8.2</b>	<b>64,281</b>	<b>2,282</b>	<b>4.2%</b>

# EPRA NAV METRICS

EPRA NAV PER SHARE METRICS (in €)

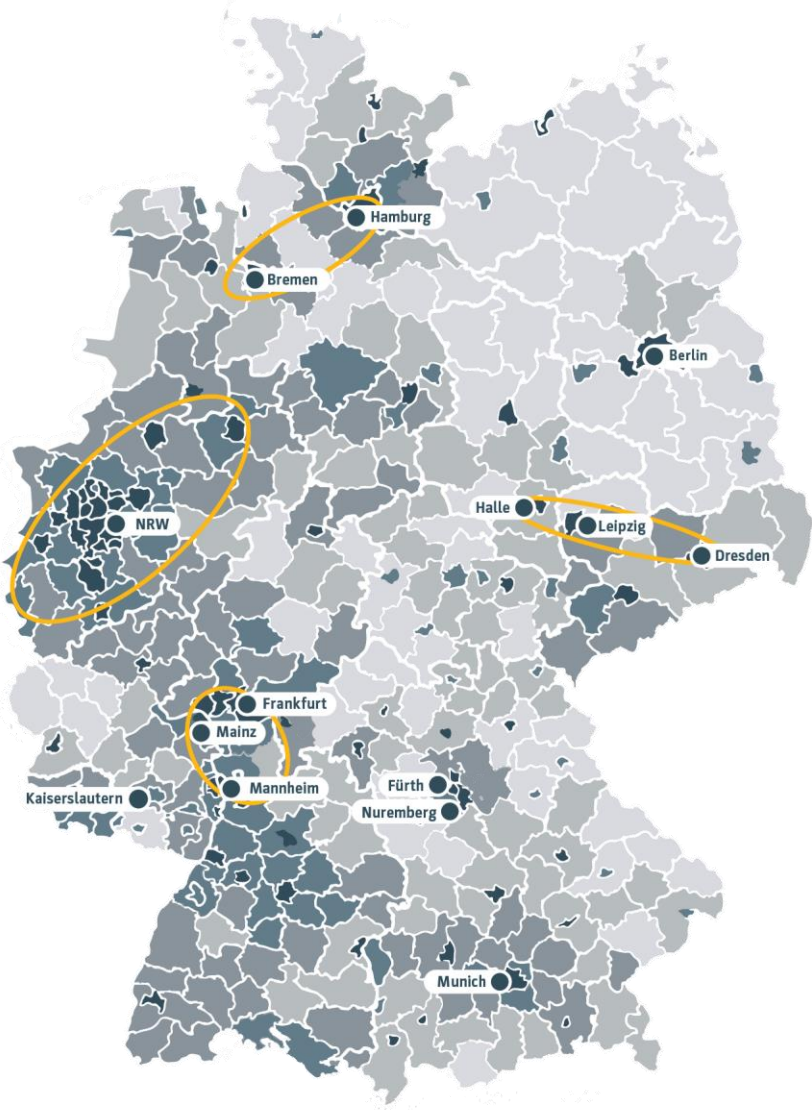
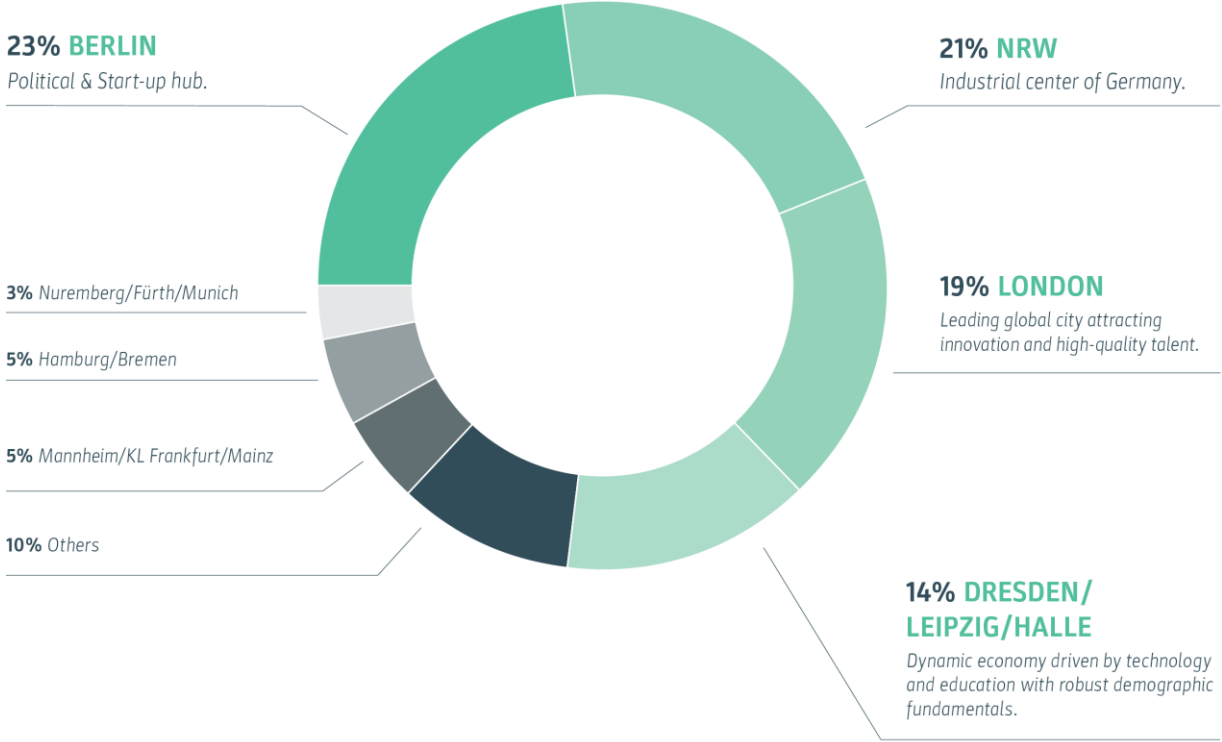


EPRA NAV METRICS (in € millions)



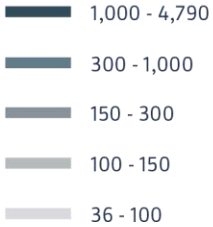
❖ The decrease on EPRA NTA was primarily due to the negative property revaluations recorded in 2023, partly offset by operational growth strategic measures such as the suspension of the dividend.

# DIVERSIFIED PORTFOLIO WITH HIGH GROWTH POTENTIAL



## Population density in Germany

inhabitants per sqkm (2021)\*



\* based on data from Statistisches Bundesamt

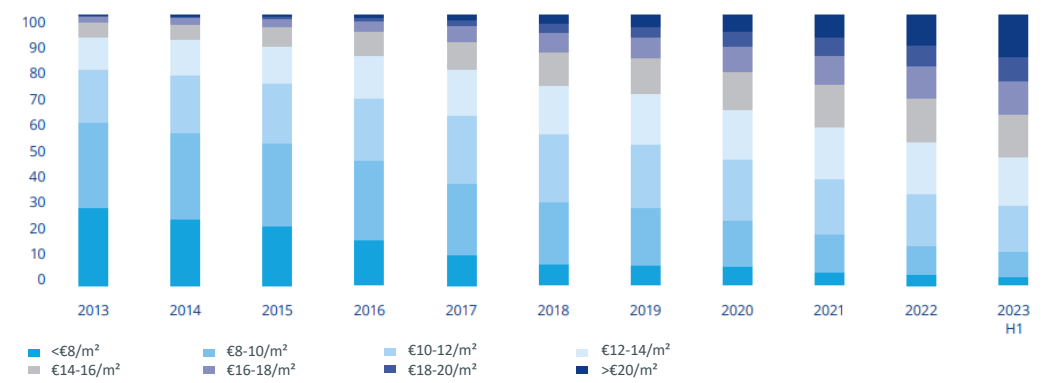
# MARKET FUNDAMENTALS REMAIN HIGHLY SUPPORTIVE

Market fundamentals provide significant tailwind to continuous operational achievements resulting in higher rents, lower vacancies, supporting valuations

## Germany

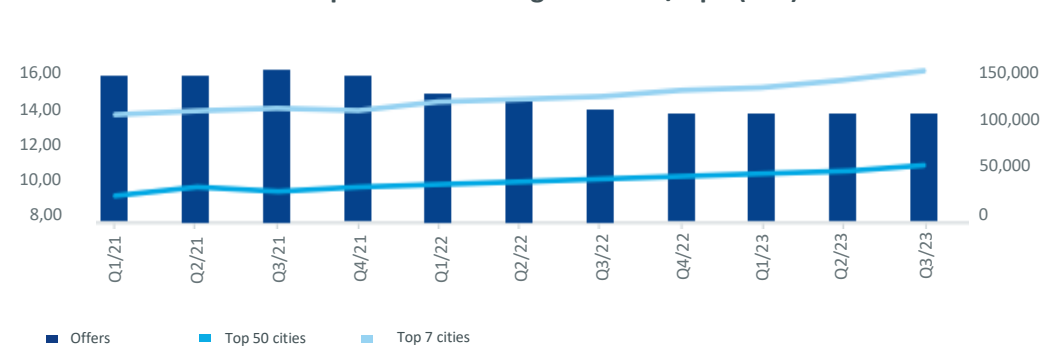
- ❖ Elevated net migration, urbanization and decreasing household size drive the strong demand in Germany.
- ❖ Influx of refugees further widen the demand-supply gap.
- ❖ Declining permits and high construction costs limit future supply.
- ❖ Asking rates continue to increase, while vacancy rates continue to decline.

Share of each rental rate segment in total rental offerings per annum

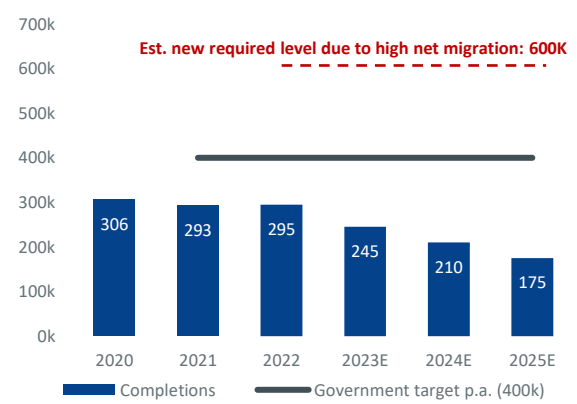


Limited supply reflected in lower numbers of rental offerings in major urban areas drive the increase in rental rates, while the demand is driven by positive net migration

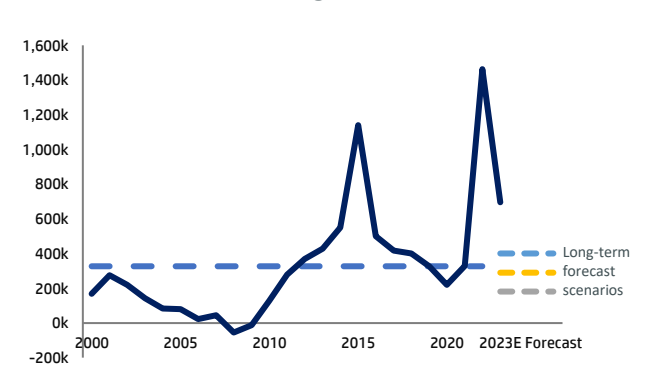
Development of offerings and rent/sqm (in €)



Residential Construction



Positive Net migration trends



Source: Colliers, Germany Outlook 2024, Destatis, Forecast scenarios are based on high, low or moderate migration balance

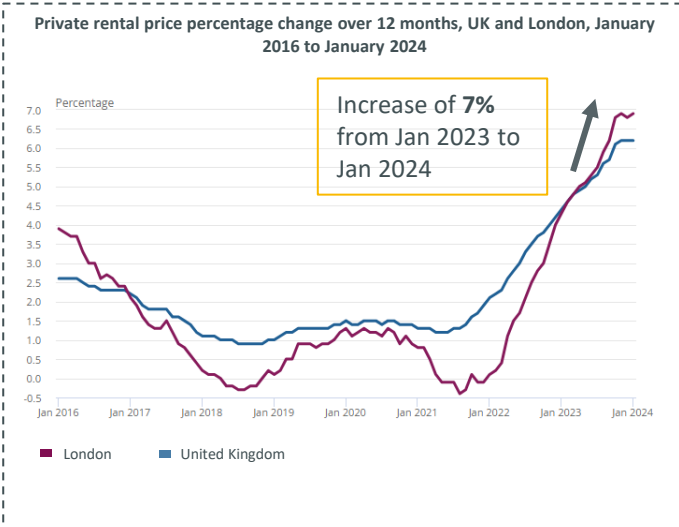


# LONDON RENTAL MARKET

## SIGNIFICANT SUPPLY – DEMAND IMBALANCE

### INCREASING DEMAND RESULTING IN HIGHER RENTS

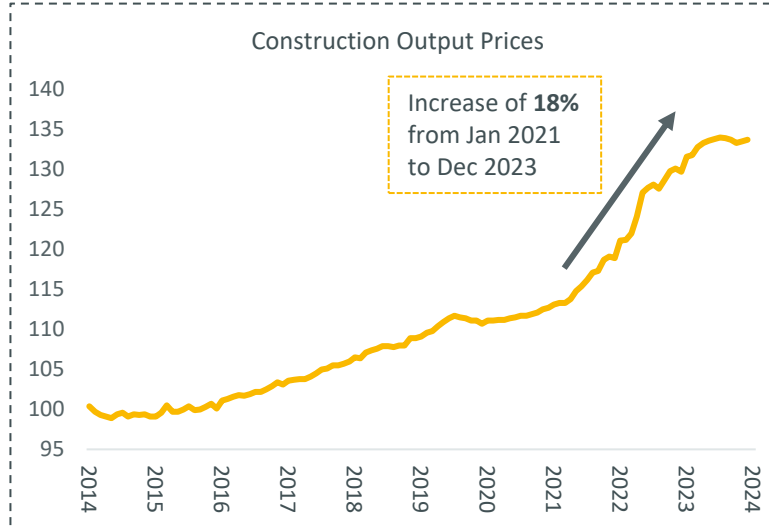
- London has witnessed the highest rent increase as compared to other English regions as seen below.
- Demand is supported by international students and expats.
- According to the ONS, London's population is estimated to reach 10M by 2036 from just over 9M in mid 2020.
- Since mid-2022 rental growth has accelerated significantly



Source: ONS, Index of Private Housing Rental Prices.

### COSTS AND DELAYS REMAIN ELEVATED

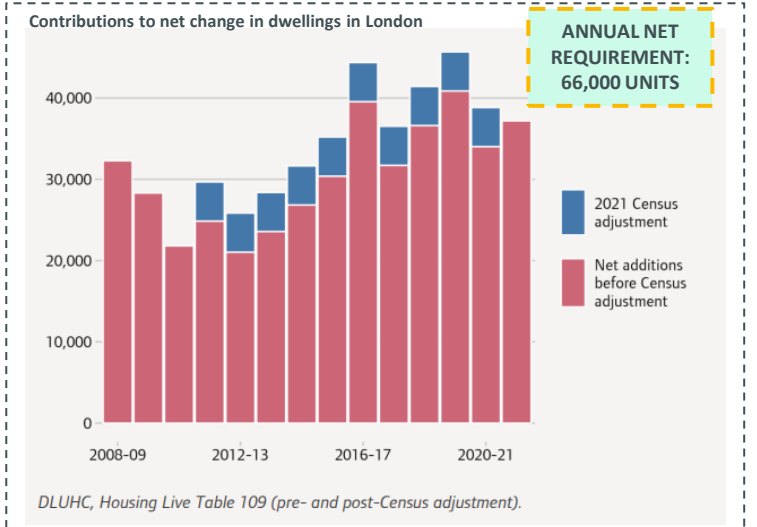
- As per the most recent Construction Output Price Indices release, price growth for all construction work was 18% from January 2021 till December 2023.
- Sustained labor shortages and rapidly growing wages continue to drive prices higher.
- Although supply chain delays have eased, prices of input material remain elevated and continues to hamper construction.
- High interest rates further reduce new construction as funding for developers becomes constraint.



Source: ONS

### SUPPLY CONTINUES TO LAG

- New completions continue to lag the **required level of 66k units per year** according to the 2017 draft London Plan.
- According to the London housing market report, November 2022, new completions in the 2021/22 fiscal year **were just over 37k units**. While in 2023, recent data shows that the number of new homes completed is trending significantly lower compared to 2022 numbers.
- Per the Home Builders Federation, planning permission was granted for 66k new homes in London in 2021/22, broadly in-line with previous years, but actual completion remains well below this number.



Source: Housing in London 2023, GLA Housing and Land

# FINANCIAL PROFILE

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# STRONG FINANCIAL PROFILE

## LIQUIDITY POSITION



**€1.2b**

December 2023 cash and liquid assets

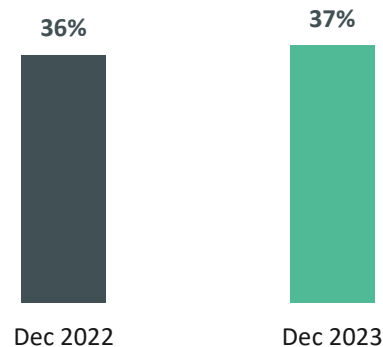
+  
signed disposals

Liquidity cover next 3 years of debt maturities until the end of 2026

## LOW LEVERAGE

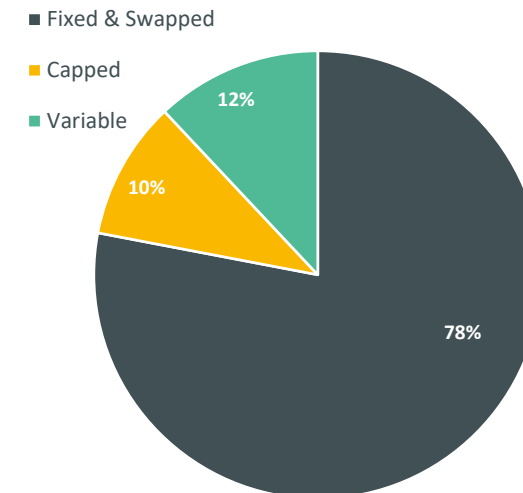
### LOW AND STABLE LTV

45% Board of Directors' Limit



EPRA LTV (including perpetual notes as debt)	NET DEBT/EBITDA
48%	10x

## INTEREST HEDGING RATIO



## INTEREST COVER RATIO

ICR\*  
5.6x

\*Adjusted EBITDA/ Finance expenses

## UNENCUMBERED INVESTMENT PROPERTIES

€6.6 billion

75%  
of value

Current bank financing is relatively attractive.  
*Interest rates are capped, and potential decline of the base rates will benefit the Company.*

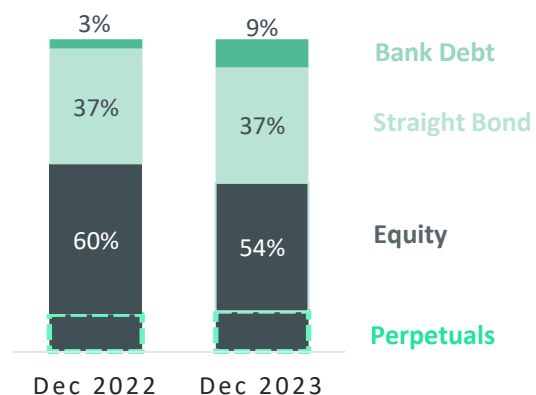
## CORPORATE CREDIT RATING

Investment grade credit rating by S&P

**BBB+**  
Negative

December 2023

## FINANCING SOURCES MIX



# HIGH HEADROOM FOR ALL COVENANT TYPES

- GCP remains committed to maintain a conservative financial profile
- Covenants are calculated based on IFRS reported figures. Perpetuals are treated as 100% Equity. Thus, **perpetuals are not part of covenants, whether called or not called**
- The classification of the equity content of the perpetual notes by rating agencies has no impact here.

COVENANT	GCP COVENANT LIMIT	FY 2023 RESULTS
TOTAL NET DEBT / TOTAL NET ASSETS	$\leq 60\%$ <sup>(1)</sup>	33%

REMAINING COVENANT TYPES		
SECURED NET DEBT / TOTAL NET ASSETS	$\leq 45\%$ <sup>(2)</sup>	N/A (Liquidity is larger than secured debt)
NET UNENCUMBERED ASSETS / NET UNSECURED DEBT	$\geq 125\%$ <sup>(3)</sup>	313%
ADJUSTED EBITDA / NET CASH INTEREST	$\geq 2.0x$ <sup>(4)</sup>	5.6x
CHANGE OF CONTROL PROTECTION		✓

- Notes: 1) Total Net Debt / Total Net Assets  
 2) Secured Net Debt / Total Assets  
 3) All issuances under the EMTN programme require min. coverage of 1.8x  
 4) Net Unencumbered Assets / Net Unsecured Indebtedness

STRESS CASE <sup>1)</sup> (value decrease until covenant breach)	
<b>-40%</b> (Additional total asset value loss and assuming no further disposals)	Implies <b>€4.4bn</b> further value loss absorption before triggering the covenant

OVERVIEW OF THE COVENANT PACKAGE
<ul style="list-style-type: none"> <li>○ Each of the bond covenants is met with a significant headroom. Internal financial policy is set at stricter levels.</li> <li>○ Covenant headroom to be supported by expected disposals proceeds.</li> <li>○ The bonds are unsecured and have the covenant packages as described to the left. In addition to these financial covenants, there is also change of control provision.</li> </ul>

# BANK FINANCING - INCREASING LIQUIDITY AND EXTENDING MATURITIES

## STRONG ACCESS TO BANK FINANCING

- ❖ GCP raised over €550 million of new bank financing in 2023 at attractive terms.
- ❖ The financing was raised with existing as well as new banking partners, further extending GCPs relationships.
- ❖ The loans have an average maturity of over 7.5 years, thereby extending GCP's time to refinance further.
- ❖ As of December 2023, GCP maintains a large pool of €6.6bn of unencumbered assets, reflecting 75% of value, providing further access to a **very sizeable source of liquidity** at relatively attractive pricing.

### NEW BANK FINANCING

>€550m

Total new bank financing

### Ø MARGIN

1.4%

Total new bank financing

### Ø TERM

>7.5 years

Total new bank financing

### GCP GROUP BANKING RELATIONSHIPS:



# DEBT MATURITY SCHEDULE

**CURRENT COST OF DEBT**  
1.9%

**AVERAGE DEBT MATURITY**  
5.3 years



# GUIDANCE

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# GUIDANCE

	FY 2024
FFO I	€175M – €185M
FFO I per share	€1.01 - €1.07
Dividend per share*	€0.76 - €0.80
Total net rent like-for-like growth	~3%
LTV	<45%

\* The dividend will be subject to market condition and AGM approval

2024

## Key drivers:

- ❖ Low single digit adj. EBITDA increase as a result of the positive like for like rental growth partially offset by disposal impacts.
- ❖ Full year impact from higher perpetual notes coupon payments and higher financing costs (partial impact already in 2023) to offset adj. EBITDA increase.



# APPENDIX

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# FOCUS ON CENTRAL LOCATIONS IN BERLIN AND NRW\*

## BEST IN CLASS BERLIN PORTFOLIO

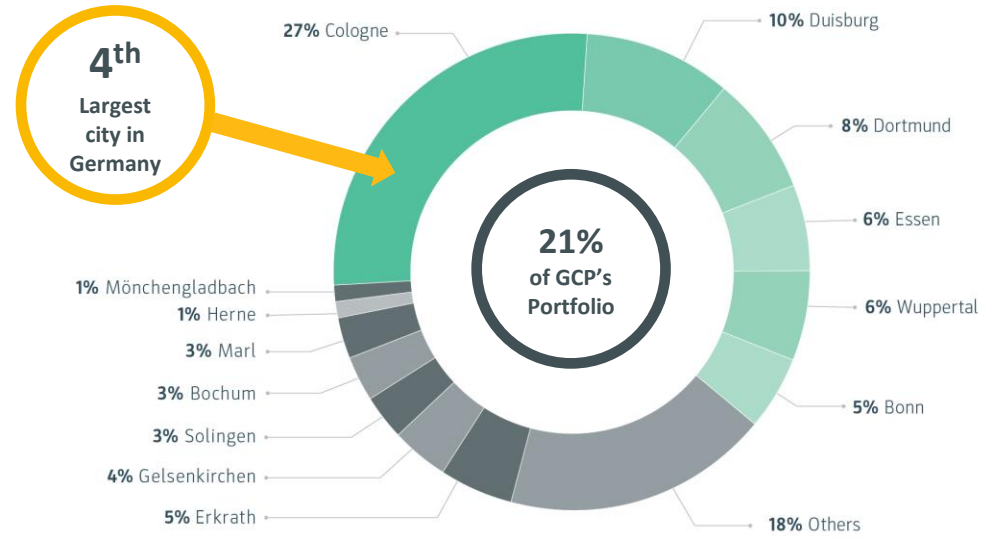


**23%**  
of GCP's  
Portfolio  
Value

**70% of the Berlin portfolio is located in top tier neighborhoods:**  
Charlottenburg, Wilmersdorf, Mitte, Kreuzberg, Friedrichshain, Lichtenberg, Schöneberg, Neukölln, Steglitz and Potsdam.

**30% is well located** in affordable locations located primarily in Reinickendorf, Treptow, Köpenick and Marzahn-Hellersdorf.

## WELL DISTRIBUTED NRW PORTFOLIO



**Strategically positioned in Germany's largest metropolitan area**

\* all breakdowns are by values, unless otherwise indicated



# HIGH QUALITY LONDON PORTFOLIO\*



The map represents approx. 90% of the London Portfolio

- ❖ The total London portfolio, including pre-marketed units, consists of **approx. 3,600 units**
- ❖ Over **80% of the portfolio** is situated within a **short walking distance** to an underground/overground station
- ❖ Through strong letting performance from double digit vacancy to **occupancy of 97%** as of December 2023
- ❖ Short term contracts ensure that the London portfolio is **benefitting from inflation**
- ❖ The London rental market displays **strong fundamentals supportive to its growth** and **provides the overall portfolio with valuable diversification, also in terms of regulatory risk diversification**

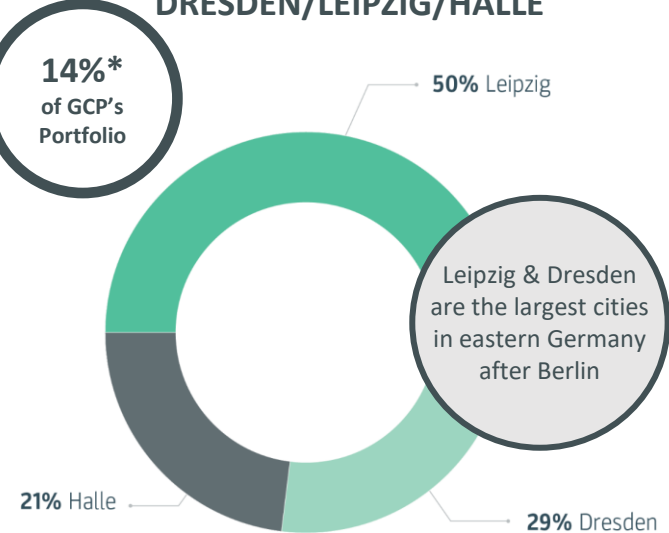
\* all breakdowns are by values

LONDON



# QUALITY EAST AND NORTH PORTFOLIO

## QUALITY EAST PORTFOLIO DRESDEN/LEIPZIG/HALLE

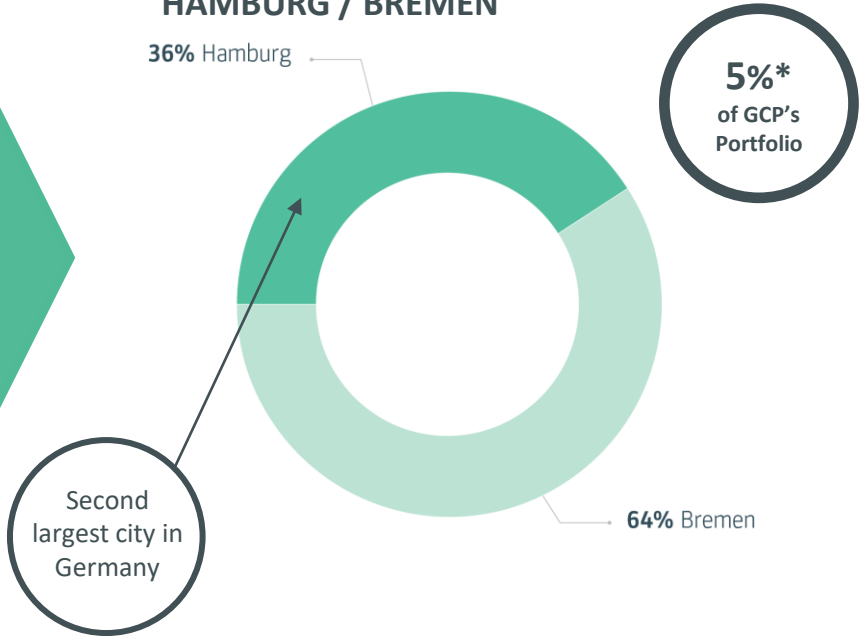


DIVERSIFICATION INTO GERMANY'S DYNAMIC EASTERN CITIES WITH STRONG DEMOGRAPHIC FUNDAMENTALS

WELL POSITIONED IN GERMANY'S LARGEST NORTHERN CITIES

RESILIENT AND DEFENSIVE PORTFOLIO WITH UPSIDE POTENTIAL

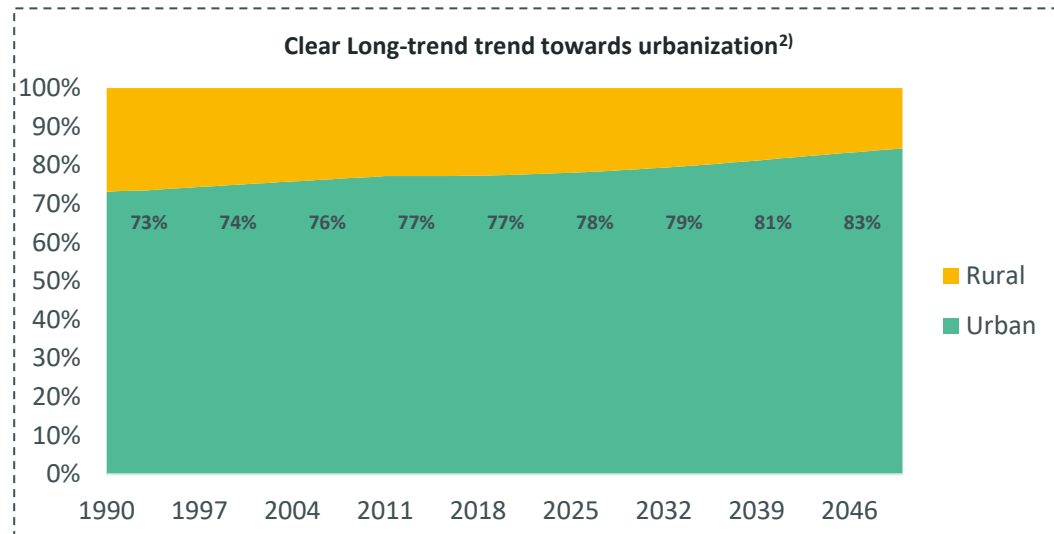
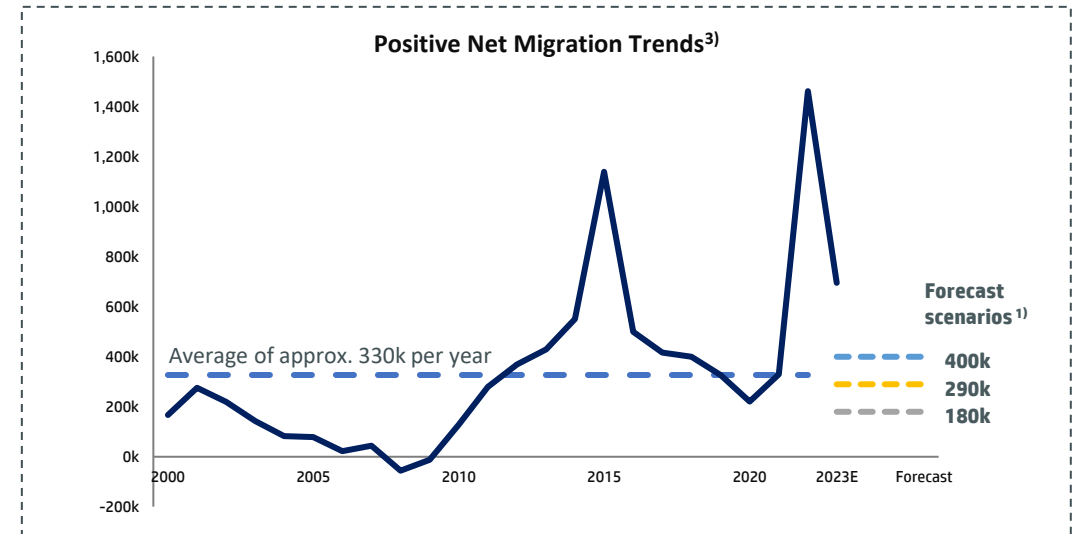
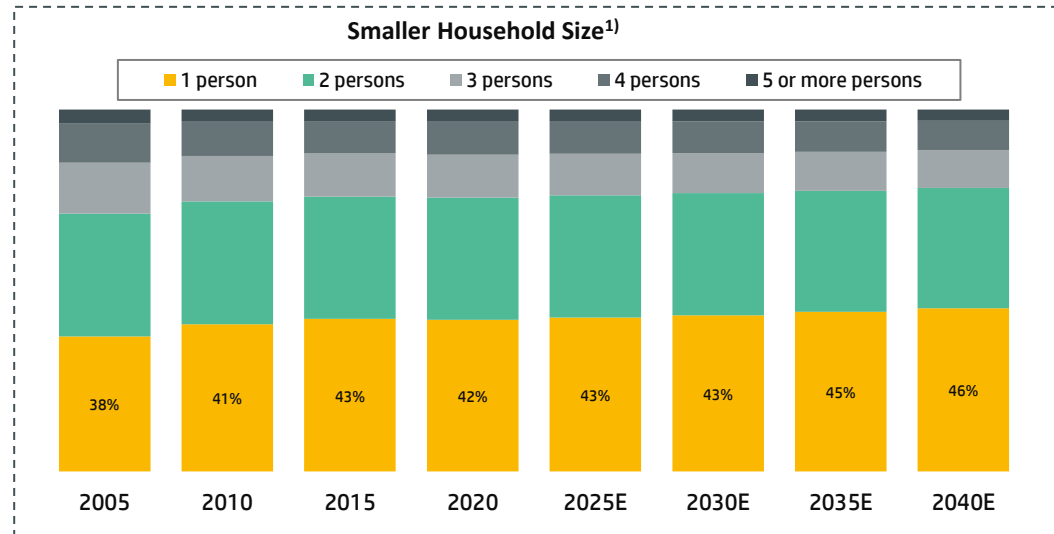
## QUALITY NORTH PORTFOLIO HAMBURG / BREMEN



\*all breakdowns are by values



# GERMAN HOUSING MARKET – DEMAND FUNDAMENTALS



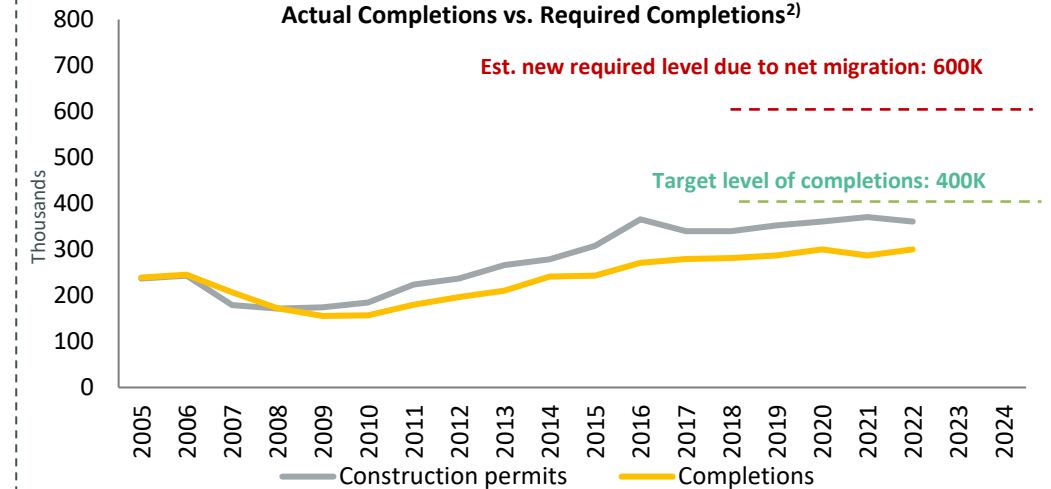
- ❖ Strong long-term trends of smaller household sizes and continued urbanization to continue driving demand for affordable German residential located in urban areas.
- ❖ Positive net migration trends with significant increase in 2022 and continuation in 2023 because of the Ukraine conflict further drive demand in GCP's markets.
- ❖ Tight German labor market expected to further drive immigration.

# GERMAN HOUSING MARKET – SUPPLY FUNDAMENTALS

Strong increase in construction costs, additionally driven by more regulation<sup>1)</sup>



Actual Completions vs. Required Completions<sup>2)</sup>



In addition to higher costs, additional requirements significantly slowed down projects, reflected in longer average time to complete new developments<sup>1)</sup>



- ❖ As construction costs continue to increase, driven by higher base costs, higher regulatory pressure and longer project times combined with higher costs of capital, it is clear that new construction at affordable levels has become impossible without generous subsidies.
- ❖ This is likely to drive rent for new construction even higher.
- ❖ These impacts will continue to provide tailwinds for existing stock in the long-term keeping occupancy high and driving in-place rents higher.

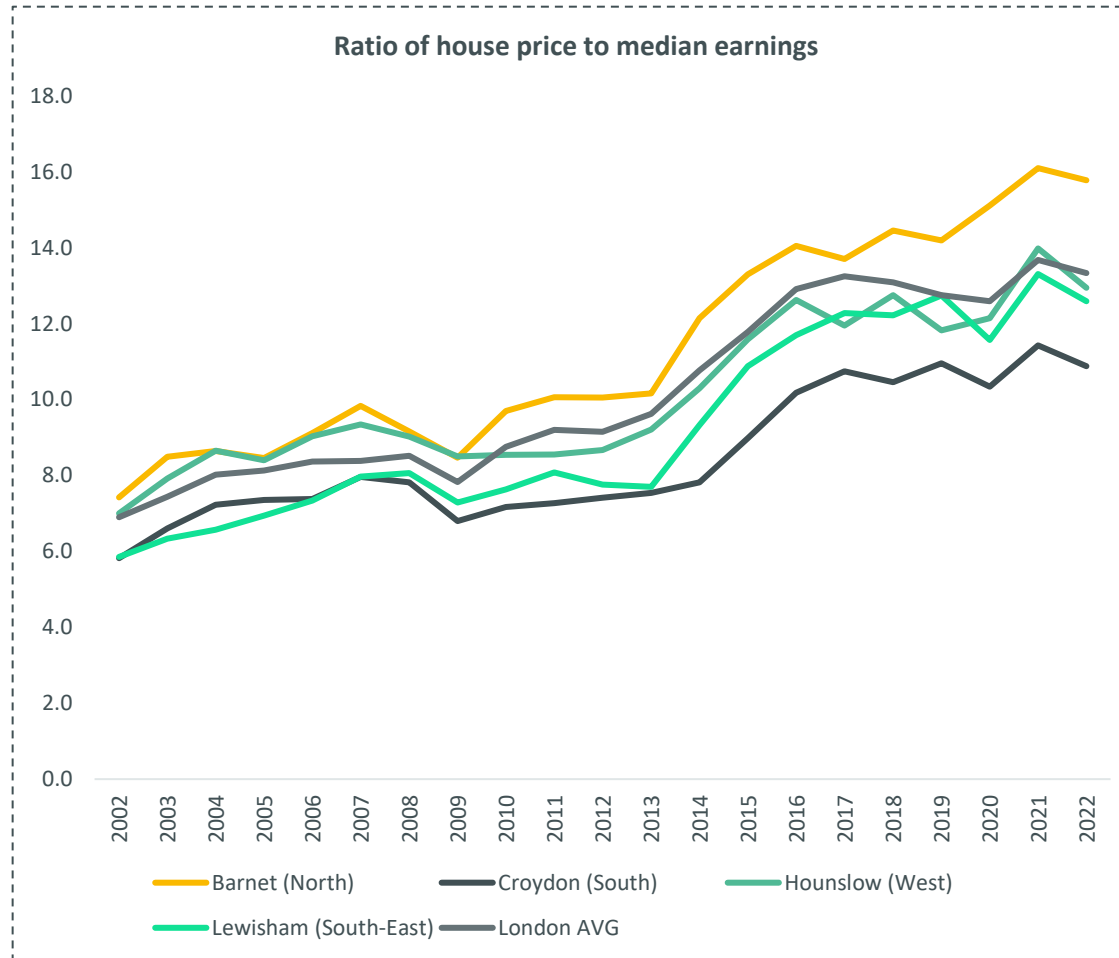
1. ARGE//EV, So baut Deutschland, so wohnt Deutschland – Bauforschungsbericht Nr.86 – April 2023

2. Destatis (actuals), target level of completions of the German Government

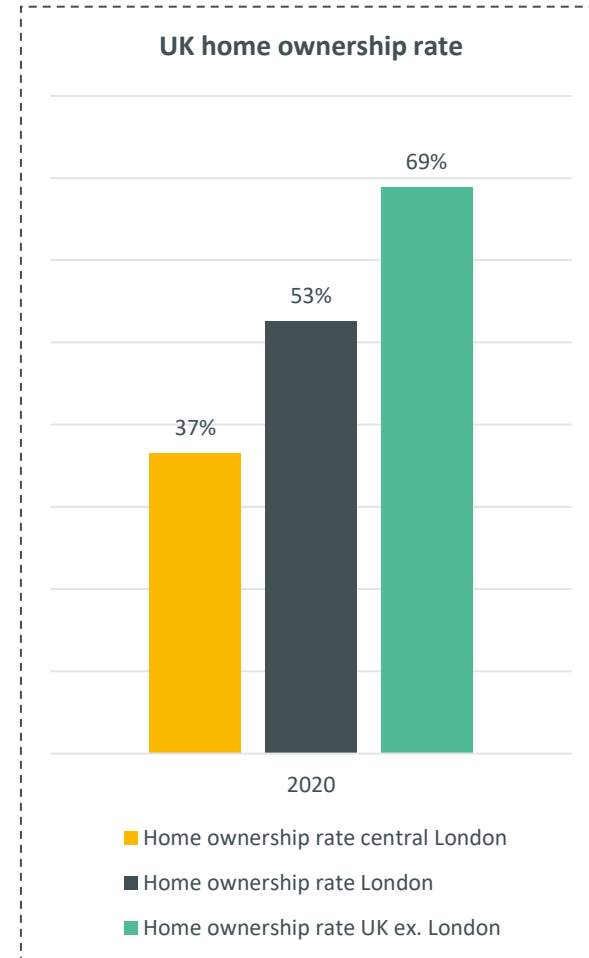
# LONDON RENTAL MARKET – RENTING FAVORABLE OVER OWNING

❖ Doubling of house price to household income ratio since early 2000s leading to the decrease in affordability of home ownership and supporting rental demand, especially in the affordable segment.

❖ This is reflected in the comparably lower home ownership rate in London, which has remained well below the UK as whole.



Source: GLA, Ratio house price earnings residence based



Source: ONS

# ESG AND SUSTAINABILITY



## ENHANCED REPORTING

In order to effectively address the varied interests and priorities of our business partners, investors, tenants, employees and communities

## 2023 (NON-)FINANCIAL REPORT

GCP presents its performance measures in alignment with the European Public Real Estate Association (EPRA) sustainability Best Practice Recommendations (sBPR) standards throughout this report. The non-financial report forms an integrated part of our Consolidated Annual Report for the year 2023

The non-financial report was reviewed with limited assurance by KPMG. It provides a description of how we manage GCP's material environmental, social and governance topics and is intended primarily for legislators and investors.



For the 7<sup>th</sup> year in a row, GCP was awarded the **EPRA BPR Gold Award** for its Annual Financial Report for FY 2022 as well as the **EPRA sBPR Gold Award** for its EPRA sBPR reporting.

## RECOGNITION FOR ESG & SUSTAINABILITY MEASURES

- Top 6th percentile within real estate peer group in Corporate Sustainability Assessment (S&P) and was rated industry-best in the sub-category "Customer Satisfaction Measurement", reflecting the strong focus on tenant satisfaction.
- One of the leading sustainability ratings, which inclusion in Dow Jones Sustainability Index is based on.



**S&P Global Sustainable 1**



**SUSTAINALYTICS**

February 2024

GCP's ongoing commitment to sustainability was recognized in the recent Sustainalytics ESG Risk Rating Report *ranking GCP in the top 8<sup>th</sup> percentile of the global universe of companies.* Sustainalytics, a Morningstar company is a leading ESG and Corporate Governance research and ratings firm.

Corporate ESG Performance

Prime

RATED BY ISS ESG





# ESG GOALS AND CONTRIBUTION

Goal	Our contribution
 <b>3 GOOD HEALTH AND WELL-BEING</b>	We contribute to Goal 3 by providing accommodation and building communities that support the health, safety and wellbeing of our residents. We also make a positive contribution to Goal 3 by protecting the health and wellbeing of our employees
 <b>4 QUALITY EDUCATION</b>	We contribute to Goal 4 by investing in our people's knowledge, skills and development to support their personal growth. Secondly, we support organisations that deliver wider benefits to our residents such as services including educational support programmes to promote social mobility (see also Goal 10).
 <b>5 GENDER EQUALITY</b>	Our commitment to Goal 5 is demonstrated by our support for the Charta der Vielfalt (German Diversity Charter) and our inclusion in the Bloomberg Gender Equality Index. Our zero-tolerance approach to discriminations is underpinned by our Anti-Discrimination Policy and Diversity Committee.
 <b>7 AFFORDABLE AND CLEAN ENERGY</b>	We support Goal 7 by investing in a more decentralised, renewables-based energy model for our assets. We have committed to the installation of on-site renewables and have set a target to procure only PPA carbon-neutral energy for landlord areas by 2027.
 <b>10 REDUCED INEQUALITIES</b>	We support Goal 10 through our business model which involves buying, optimising and repositioning previously under-managed and under-rented residential assets. Through this, we enhance tenants' quality of living. We also provide cash and/ or in-kind funding to local organisations which are well-placed to deliver additional social benefits to tenants and the wider community.
 <b>11 SUSTAINABLE CITIES AND COMMUNITIES</b>	Many of our asset repositioning projects relate to previously neglected properties where we can significantly improve the residential environment and reduce the ecological impact. As well as improvements to the built environment, we contribute to Goal 11 by engaging with local authorities to improve existing community infrastructure, helping to make the neighbourhoods where we invest become more desirable.
 <b>13 CLIMATE ACTION</b>	By up-grading existing buildings to ensure high standards of energy efficiency and low or zero carbon status we make a positive contribution to Goal 13. We have set a target to achieve a 40% reduction in CO <sub>2</sub> emissions by 2030 against a 2019 baseline, and our energy strategy supports this target by prioritising building upgrades and investments in energy efficiency, renewable energy generation and storage systems.
 <b>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</b>	We contribute to Goal 16 by promoting robust corporate governance practices and high standards of business ethics across our operations and supply chain.
 <b>17 PARTNERSHIP FOR THE GOALS</b>	We contribute to Goal 17 by participating in global and national cross-sector initiatives, and support industry organisations to positively influence the property sector.



# ENVIRONMENT



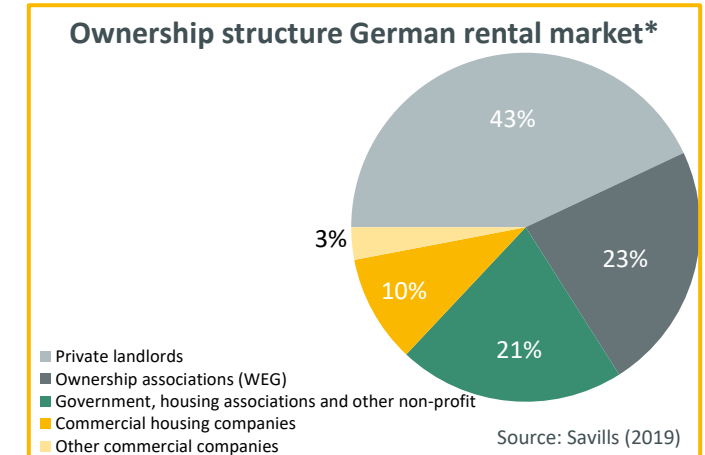
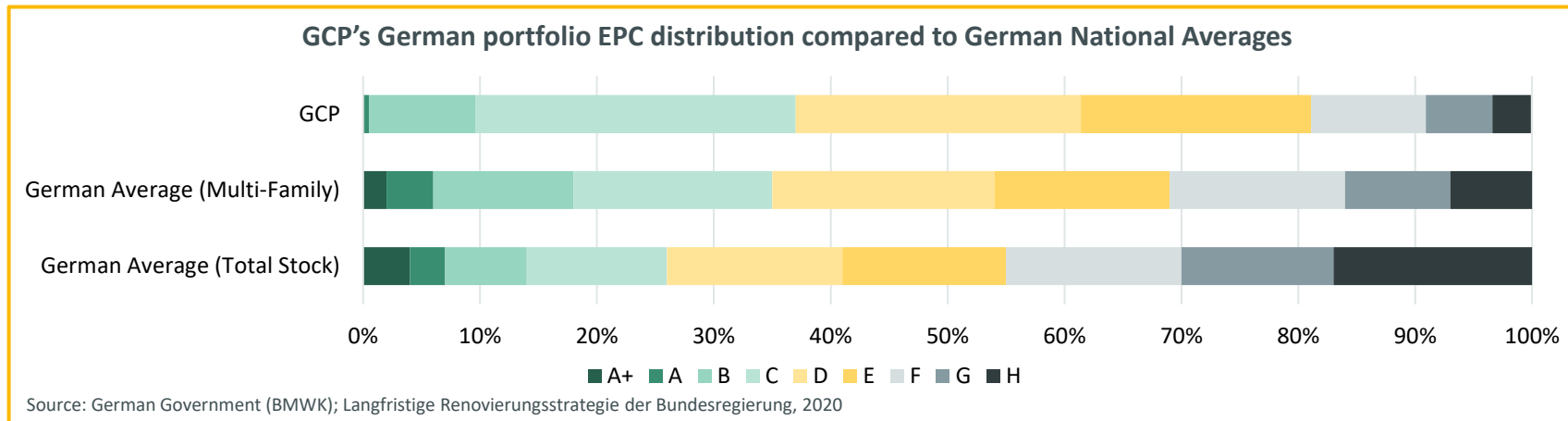
## GOING FORWARD

- ➔ Create and deliver a portfolio wide CO2 reduction pathway report by energy auditing **the environmental performance** of buildings such as the use of energy, waste and water.
- ➔ Continue to switch the electricity supply of all common areas to **PPA** (Power Purchase Agreement) of **certified renewable electricity** generated from wind, hydroelectric, and solar PV sources.
- ➔ Preserve **biodiversity** by limiting large green field developments and working on biodiversity-enhancing plantations while setting up insect hotels and bird houses.
- ➔ Reduction of 40% in CO2 emissions by 2030 from the 2019 baseline.

GCP is undertaking measures to improve efficiency and reduce emissions by 40% as part of its 2030 environment goals

# REGULATORY ENVIRONMENT – MODERNISATION

- GCP continues to monitor the changes with regards to the modernization and sustainability investments. The German government recently rolled out a new subsidy and tax incentive scheme – however, these have changed continuously in recent years, and, in our opinion, more certainty is required for materially more investment.
- The German government recently announced several measures for boosting the new housing supply in Germany, **which have implications for energetic modernisations.**
  - Speed bonus subsidy for new heating now applies to landlords
  - **Avoiding binding modernization obligations for buildings with regards to the EU Energy Performance of Buildings Directive (EPBD)**
- **Due to the ownership structure of the German rental market\***, which comprises overwhelmingly small private landlords, the question of funding the modernisation of the housing stock remains a significant issue, as many private landlords do not have the financial means to modernise their properties or scale to do so cost effectively. GCP therefore expects additional government subsidies to support the transition to a more energy efficient housing stock.



\* The German rental market represents ~52% of the total housing market, with the remaining ~48% owner occupiers

# SOCIAL

## TENANTS

Entertaining, diverse, convincing: GCP creates attractive digital alternatives to prior at-site-events

Seasonal GCP digital tenant events keep up tenant interaction and satisfaction (Advent Calendar, Easter/ Summer/ Halloween Event)

GCP develops lighthouse digital services for (prospective) tenants: Service App, Loyalty Program, digital flat search, virtual flat viewings and digital signature

GCP ensures a consistently high tenant satisfaction through a comprehensive tenant service, including our 24/7 service center

## GCP FOUNDATION

From Dortmund to Halle, from Bremen to Mainz: Support for charitable projects across Germany

Wide range of beneficiaries, e.g. social facilities, day care centers for children, creative centers, micro-local community initiatives, sports teams, and many more

Strong network, also through repeated engagements - among others:

## EMPLOYEES

GCP values diversity – a fact that is also underlined with almost 40 nations represented among all GCP employees

GCP offers a wide range of online and at-site trainings for personal and professional development - including a leadership program to promote and retain young talents

GCP provides the team at the operational HQ in Berlin with a free gym - with exercise equipment, trainers and numerous sports courses

GCP cooperates with an external and renowned partner to offer holiday care and virtual childcare for children of all our employees

## LOOKING FORWARD

We want to...

... further improve tenant satisfaction by continuously enhancing the digital customer service experience for tenants and further reducing response times

... further improve and enhance employee training & development and provide more opportunities for advancement to internal employees

... Support more charitable projects in GCP communities to foster a sense of togetherness and build strong community bonds

... further explore our digital tenant events in terms of variety (e.g. hybrid events) and participant numbers - and also regarding potential abstract effects towards other (digital) company-owned tools, programs and initiatives



# GOVERNANCE

1

## BEST-IN-CLASS REPORTING LEADING TO HIGH STANDARDS OF TRANSPARENCY

- For the **SEVENTH CONSECUTIVE** year in September 2023, GCP received the EPRA BPR and sBPR gold awards for its financial reporting and sustainability reporting, respectively.

2

## EXPERIENCED LEADERSHIP WITH STRONG AND INDEPENDENT BOARD OF DIRECTORS

- GCP benefits greatly from a strong Board of Directors composed primarily of independent directors.
- Additionally, the Audit, Risk, Nomination & Remuneration committee members are mostly independent directors providing strong governance to the organization.

3

## INTEGRATED SUSTAINABLE BUSINESS STRATEGY

- Sustainability goals further entrenched into the core business with GCP's integrated sustainable business strategy.
- Milestones and targets aligned with the relevant United Nations' Sustainable Development Goals.

# FINANCIAL POLICY

## GCP FINANCIAL POLICY

LTV limit at 45%

Debt to debt plus equity ratio at 45% (or lower) on a sustainable basis

Maintaining conservative financial ratios with a strong ICR

Unencumbered assets above 50% of total assets

Long debt maturity profile

Good mix of long-term unsecured bonds & non-recourse bank loans

Dividend distribution of 75% of FFO I per share\*

\* the Company has decided not to distribute a dividend for the year 2023, due to the current market uncertainties. Dividend distributions remain subject to market conditions.

**GCP REMAINS COMMITTED TO MAINTAINING A CONSERVATIVE FINANCIAL POLICY**

# PERPETUAL NOTES REFRESHER

## CHARACTERISTICS PERPETUAL NOTES

No maturity



Full optionality



No covenants



Equity instrument



Corporate Rating  
supportive

S&P Global  
Ratings

**BBB+**

Negative

Affirmed in Dec 23

EPRA LTV  
(including perpetual  
notes as debt)

**48%**

- ❖ Perpetual notes have no maturity date. On specified dates GCP can call the notes. There is no requirement to call. Noteholders don't have a put option on the call date.
- ❖ Perpetual notes are ranked junior to debt securities and have no covenants.
- ❖ Coupons are deferrable at GCP's discretion.
- ❖ Under IFRS Perpetual Notes are 100% equity instruments. Under S&P methodology Perpetual Notes are considered 50% equity / 50% debt until the first call date.
- ❖ The nature and use of perpetual notes has a positive corporate credit rating impact.

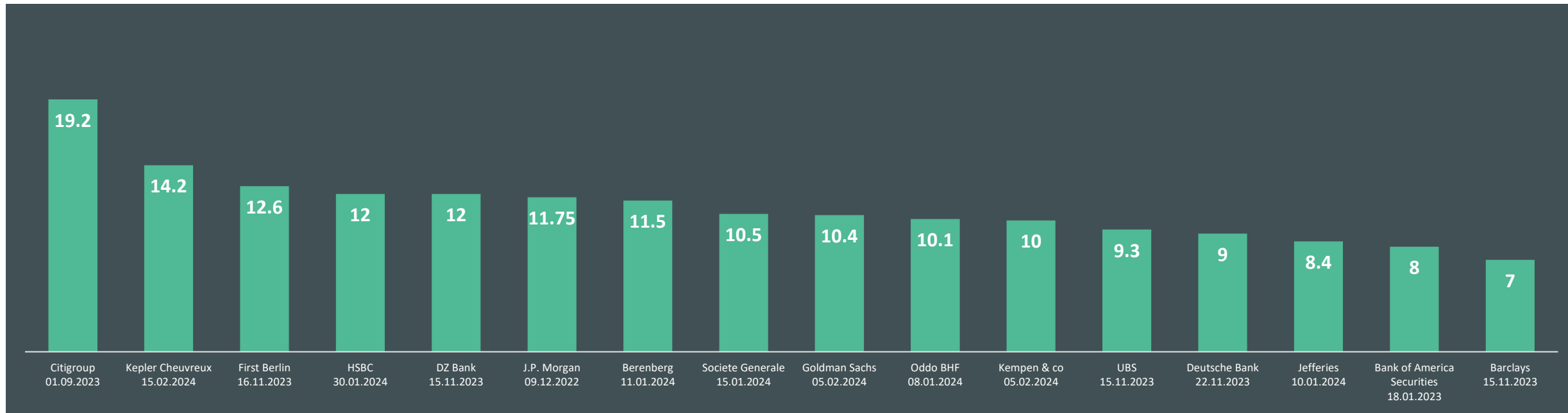
## 2023 PERPETUAL NOTES NON-CALL DECISIONS

- ❖ At the end of 2022, GCP announced its decision not to call the €200 million perpetual notes series which had its first call date in January 2023.
- ❖ In September 2023, GCP announced its decision not to call the €350 million perpetual notes series with a first call date on 24 October 2023.
- ❖ GCP made these decisions because the cost of a potential replacement with a new issuance was significantly higher than the coupon reset price of the notes and because of the high uncertainty in capital markets which might result in deteriorating access to capital.
- ❖ The reset coupon for €200 million notes amounted to 6.332% which will result in an €7.2 million higher coupon for this series on an annualized basis, while the reset coupon for the €350 million notes is reset to 5.901%, or €11.9 million higher coupon on an annualized based.

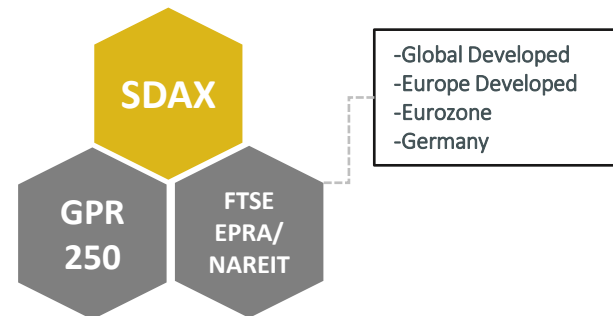
## NEXT CALL DATE COMING ONLY IN JUNE 2026

- ❖ Refinance with a new hybrid if rates are attractive
  - ❖ Impact on S&P equity content: **No impact**
- ❖ Cash repayment using the authorized allowance according to S&P (10% of total outstanding amount within 12 months period, 25% in 10 years)
  - ❖ Impact on S&P equity content: **No impact**
- ❖ Partial replacement with an equity content instrument
  - ❖ Impact on S&P equity content: **No impact**
- ❖ Don't call at first call date, but call at a later stage with replacement of new issuance when rates are more attractive (call at any time after the first call date)
  - ❖ Impact on S&P equity content: **Non-called notes considered debt, no impact on all other outstanding notes\***
- ❖ Combination of the above

# ANALYST COVERAGE



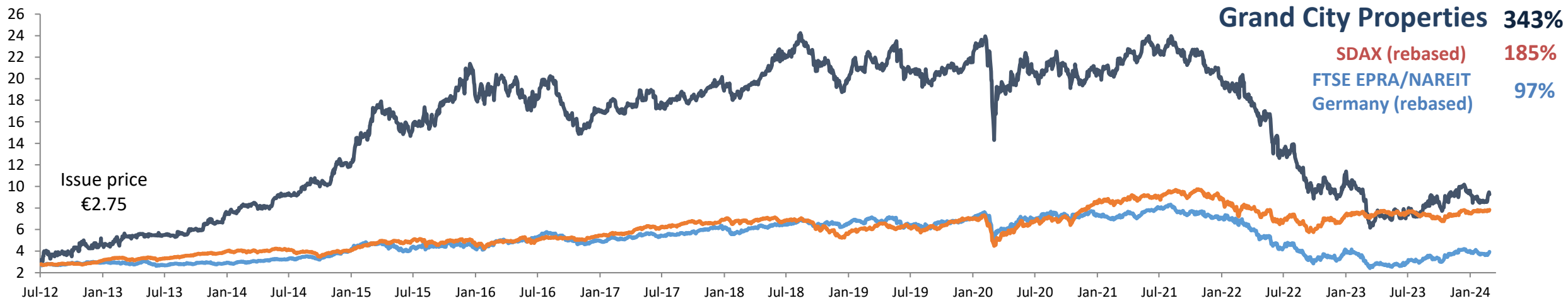
## KEY INDEX INCLUSIONS



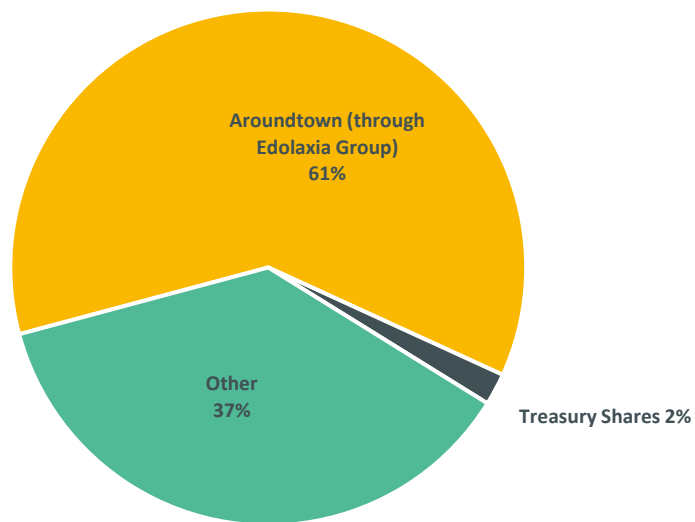


# SHARE DEVELOPMENT & OWNERSHIP STRUCTURE

GCP - SHARE PRICE AND TOTAL RETURN SINCE FIRST EQUITY PLACEMENT (19.7.2012)



## OWNERSHIP STRUCTURE (December 2023)



Placement	Frankfurt Stock Exchange (Prime Standard)
First equity issuance	19.07.2012 (€2.75 per share)
Number of shares (as of 30 September 2023)	176,187,899
Number of shares, excluding suspended voting rights, base for share KPI calculations	172,356,233 (as of 31 December 2023)
Symbol (Xetra)	GYC

# MANAGEMENT

Refael Zamir  
Chief Executive Officer



Mr. Zamir is the Chief Executive Officer of Grand City Properties since 2020 (and Daily Manager (administrateur-délégué)). Mr. Zamir has been working for the Group since 2013. He served as Chief Financial Officer from 2014 to 2023 and as Chairman of the Board from 2017- 2020. Mr. Zamir has more than 15 years of international professional experience in management, capital markets, Finance, M&A, and corporate matters. As part of his CEO position, he leads the global operations of €10 billion of real estate assets value. located mainly in Germany and London. Prior joining GCP, he worked for several years as an external auditor in the real-estate, construction, and financial sectors at BDO and Ernst & Young. Mr. Zamir is Certified Public Accountants in Israel since 2009 and holds a BA and MBA in Finance and business administration.

Idan Hadad  
Chief Financial Officer



Mr. Hadad is the Chief Financial Officer of Grand City Properties as of January 2023 (and also Daily Manager (administrateur-délégué) of the Company). Mr. Hadad joined the group in 2015 as the corporate controller and led the group's accounting and financial reporting department. Mr. Hadad brings with him a decade of experience in the field of financial management, including accounting and taxes, compliance and risk management, cash and budget management, payments control and collection. Before joining the group, Mr. Hadad served as a senior auditor at Deloitte. Mr. Hadad is a Certified Public Accountant in Israel and holds a BA in business administration and accounting from the Hebrew University of Jerusalem.

## Board of Directors

Christian Windfuhr  
Chairman, Director



Mr. Windfuhr is the Chairman of the Board of Grand City Properties. Before joining Grand City Mr. Windfuhr served as CEO of Maritim Hotels, with 40 hotels in Germany. Prior to this he served as CEO of Mövenpick. He achieved the financial turnaround of Mövenpick, drove international expansion, publicly listed the company, and worked out a strategic partnership with Kingdom Holding (HRH Prince Alwaleed) and JP Morgan. Served as Director of TUI, Europe's largest tour operator. He served high positions in Holiday Inn, Kempinski, & Southern Sun. Graduated at Cornell University.

Simone Runge-Brandner  
Independent director



Ms. Runge-Brandner is an independent Director and member of the audit-, remuneration- and nomination committee. Her past positions include Deal Manager (Director) at UBS Deutschland AG, Vice President Real Estate Finance/ Investment Funds, Credit Manager at Dekabank Frankfurt and Credit Manager Real Estate Finance at Helaba Frankfurt. Ms. Runge-Brandner has a Diploma in International business administration.

Markus Leininger  
Independent director



Mr. Leininger is an Independent Director. Before joining Grand City Properties, he was a senior banker with a focus on financing, private equity and real estate. He served as head of operations with Eurohypo AG (Hypothesenbank Frankfurt) and Rheinhyp AG (Commerzbank) and is a member of the advisory board and investment committee of Revetas Capital Advisors. He holds a diploma in Business Administration.

## Audit Committee

Consists of the two independent directors Simone Runge-Brandner and Markus Leininger

## Senior Management

Sebastian Remmert-Faltin  
COO



Mr. Remmert-Faltin has more than 20 years professional experience in the real estate industry. He covered positions ranging from property and asset management, letting, marketing and other operational aspects

Mandy Kuebscholl  
Head of Customer Care and Service Quality



Past experience include director of Central Reservation at GCH, Director of Revenue & Reservations at Ramada international. Education: Hotel Management from the Management Trainee program at Marriott International. Ms. Kuebscholl is also responsible for GCP's 24/7 service center and general tenant satisfactions aspects

# MANAGEMENT

## Senior Management (continued)

Michael Bar-Yosef  
Senior Financial Analyst



Mr. Bar-Yosef is responsible for financial modeling and cooperates with equity researchers to analyze their financial models and has more than 10 years of experience. Before joining GCP he served as a financial and corporate analyst for a financial advisory and was an economist. Mr. Bar-Yosef holds an MBA in economics.

Kathrin Lampen  
Head of Legal



Ms. Lampen has more than 15 years experience in the field and advises the senior management in the fields of legal corporate as well as contract and compliance. Prior to joining GCP she served as a legal counsel at Sirius Real Estate. Ms. Lampen holds a law degree from the University of Marburg (Germany) and Université de Lausanne (Switzerland).

## Advisory Board

Yakir Gabay



Mr. Gabay is the chairman of the Advisory Board. Before GCP, Mr. Gabay was chairman & managing partner of an investment company which managed over \$30 billion of assets, before that he was the CEO of the investment banking of Bank Leumi. Mr. Gabay holds an MBA and BA in Accounting/Economics and is a CPA.

Dr. Johannes  
Beermann



Prof. Dr Johannes Beermann was a Board Member of the Deutsche Bundesbank and is currently an honorary professor for public finance and public affairs at the University of Applied Sciences of Mittweida (Germany). Prior to that, Prof. Dr Johannes Beermann had a long and distinguished political career, including Staatsminister in Saxony as well as State Secretary in the Hessian State Chancellery, among others. Dr Johannes joined the Advisory board of GCP in 2023.

Claudio Jarczyk



Advisory Board member. Prior to GCP, Mr. Jarczyk served as an Executive Director at BerlinHyp Bank specializing in real estate financing with a focus on international clients, as a Chief International Executive at Landesbank Berlin and as an International Division-Department Manager at Bayerische Vereinsbank Munich. Mr. Jarczyk holds a Dipl.Kfm. / MBA at Munich University.

David Maimon



Mr. Maimon was the President and CEO of EL AL Israel Airlines. Prior to that, Mr. Maimon was EVP of Customer Service, Commerce & Industry Affairs Sales & Marketing in EL AL Airlines and also served as a Director in various Israeli commercial companies such as Leumi Gemel Ltd, Hever and Sun D'Or International Airlines. Mr. Maimon holds an MBA.

## Strong Board of Directors and senior management structure

- Majority of the board of directors is independent
- Audit committee members are independent
- Longevity in the company with high and stable retention rate
- Incentivized to align with the Company's long-term goals – like-for-like occupancy and rent increase, operational efficiency, increase in adjusted EBITDA, FFO per share, EPS and NAV per share, keeping conservative financial ratios

# CREDIT RATING MATRIX

## FINANCIAL RISK PROFILE

BUSINESS RISK PROFILE	S&P Global	1 MINIMAL	2 MODEST	3 INTERMEDIATE	4 SIGNIFICANT	5 AGGRESSIVE	6 HIGH LEVER-AGED
	1 EXCELLENT	aaa/ aa+	GCP will continue strengthening its position within the business profile			a- (Vonovia- BBB+) <sup>1</sup>	bbb
2 STRONG	aa/ aa-	a+/a	A- (GCP) (Aroundtown) BBB+ (Covivio)		BBB (Heimstaden)	bb+	bb
3 SATISFACTORY	a/a-	bbb+	BBB/BBB-		BBB-/bb+ (TAG) (Akelius)	bb	b+
4 FAIR	bbb/ bbb-	bbb-	bb+		bb	bb-	b
5 WEAK	bb+	bb+	bb		bb-	b+	b/b-
6 VULNERABLE	bb-	bb-	bb-		b+	b	b-

*1 rating anchor of Vonovia is A-, after the effects of modifiers, is BBB+*

Strong position within the investment grade scaling with a long-term rating of BBB+ (A-2 short term) S&P rating

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# THANK YOU

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