



# Agenda

<ol> <li>Generational change at Mobimo</li> </ol>	Christoph Caviezel
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- 2. Overview of the 2018 financial year Christoph Caviezel
- 3. Key financial figures 2018 Manuel Itten
- 4. Real estate portfolio and pipeline Manuel Itten
- 5. Focus and outlook Manuel Itten





# Realignment of management structure from 2019 AGM: BoD Chairman

#### Current



#### **Georges Theiler**

Certified Operating Engineer ETH, Entrepreneur

Member of the BoD since 2000, Chairman since 2013

#### New



#### **Peter Schaub**

Attorney at law

Member of the BoD since 2008, Vice Chairman since 2015

Proposed for election at the 2019 AGM



# Realignment of management structure from 2019 AGM: CEO

#### Current



# Christoph Caviezel CEO until April 2019

Dr. iur., attorney at law

CEO of Mobimo since 2008

#### New



#### Daniel Ducrey CEO starting from April 2019

Architect FH

Formerly CEO of Steiner Group, Zurich



## Realignment of management structure from 2019 AGM: BoD

#### Current



**Peter Barandun** 

**Executive MBA HSG** 

Member of the BoD since 2015

#### New



Christoph Caviezel CEO until April 2019

Dr. iur., attorney at law

CEO of Mobimo since 2008

Proposed for election at the 2019 AGM

## \_\_\_\_\_



**Bernadette Koch** 

Auditor

Proposed for election at the 2019 AGM

#### **Further term of office**



Wilhelm Hansen

In view of Peter Barandun's decision to step down, Wilhelm Hansen has changed his original intention and will now be standing for a further term of office

Proposed for election at the 2019 AGM





## 2018 annual results

90.3

Profit
CHF million
2017: 91.5

Good results on a par with the previous year

**1426** Earnings per share incl. revaluation CHF 2017: 14.74

Attractive earnings per share thanks to solid annual results

114.1

Rental income
CHF million
2017: 111.0

 Increase in rental income due to additions from the pipeline and the acquisition of Immobiliengesellschaft Fadmatt AG

2.9

Vacancy rate

in %

2017: 4.9

Very low vacancy rate achieved through successful marketing



## 2018 annual results

6.2

Profit on development projects and sale of trading properties

CHF million

2017: 24.7

Significantly lower than in the previous year due to the project-related volatility of income from development activities for third parties and the lower output of condominiums

**42.0** 

Net income from revaluation

CHF million 2017: 27.3

Net income from the revaluation of developments for Mobimo's own portfolio and market-related revaluations remained high **29.0** 

Profit on disposal of investment properties CHF million

2017: 27.5

 Continued exploitation of the good market environment to further optimise the portfolio

410

Pipeline investment properties under construction

CHF million 2017: 470

The realisation of the project pipeline for Mobimo's own portfolio on track



## Market environment

#### Political/economic environment

- Switzerland is an attractive location for real estate investment
- > Mixed economic outlook
- > Interest rates remain low
- > Political risks

#### **Development for Third Parties**

 Demand for development services and investment opportunities still intact

#### Market for office/commercial space

- Continued competitive environment in the commercial space market
- > Fierce competition in the retail sector
- Demand for cheap commercial space still intact
- Switch to flexible working spaces

#### **Transaction market**

- Demand for investment properties remains high
- Stable to rising real estate prices expected

#### Rental apartment market

- > High levels of demand, particularly in the mid- and low-price segments in city centres and areas close to centres
- High level of residential construction activity in peripheral areas is leading to higher vacancy rates
- Demand for affordable housing

#### **Condominiums**

- Low interest rates lead to high demand, particularly in the low- and mid-price segments
- > Desire to own property
- Low financing costs, but high equity requirement





# Key income statement figures

CHF million	2015	2016	2017	2018	<u>Δ y-o-y</u>
Income from rental of properties	107.8	114.7	111.0	114.1	<b>7</b> 2.8%
> Direct cost/income ratio for rented properties	13%	16%	15%	18%	7 16.2%
Profit on development projects and sale of trading properties	5.5	23.9	24.7	6.2	<u>\</u> - 74.9%
> Gross margin	6%	16%	12%	10%	<u>\</u> - 19.2%
Net income from revaluation	34.7	80.7	27.3	42.0	<b>7</b> 53.8%
Profit on disposal of investment properties	63.8	34.9	27.5	29.0	<b>5.7</b> %
EBIT including revaluation	170.4	200.3	142.3	133.6	<u>\</u> - 6.1%
EBIT excluding revaluation	135.7	119.6	115.0	91.7	<u>\</u> - 20.3%
Tax expense	- 34.1	- 15.1	- 24.4	- 19.4	<u>&gt;</u> - 20.6%
Profit	105.0	159.4	91.5	90.3	<u> </u>



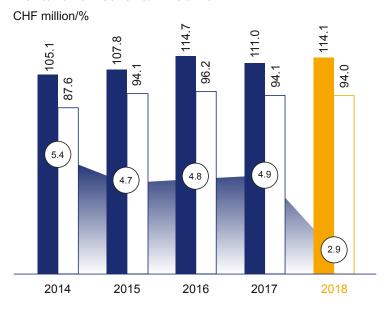
# Key income statement figures

CHF million	2015	2016	2017	2018	Δ у-о-у
Profit attributable to the shareholders of MOH	103.9	158.7	91.6	90.6	<b>→</b> -1.1%
Profit attributable to the shareholders of MOH excluding revaluation	78.6	99.4	71.9	59.2	<u>\</u> - 17.6%
EPRA earnings per share (CHF)	8.17	8.27	8.05	7.78	<u>&gt;</u> - 3.4%
EPRA like-for-like rental growth	0.8%	0.4%	- 0.4%	0.6%	nmf
<u>%</u>	2015	2016	2017	2018	Δ у-о-у
Vacancy rate	4.7	4.8	4.9	2.9	<u>\</u> - 40.8%
Gross yield from investment properties	5.4	5.3	5.1	4.6	<u>&gt;</u> - 9.8%
Net yield from investment properties	4.3	4.1	4.0	3.7	<b>→</b> - 7.5%



# Rental income and vacancy rate

#### Rental and net rental income



- The rental business posted solid income of CHF 114.1 million, up on the prior year (CHF 111.0 million)
- The direct cost/income ratio for rented properties was higher year-on-year, at 18% (prior year: 15%)
- The higher cost/income ratio is mainly due to expenses for firsttime letting in connection with developments for Mobimo's own portfolio
- Net rental income was CHF 94.0 million (prior year: CHF 94.1 million)
- The vacancy rate as at 31 December 2018 stands at a low 2.9% (prior year: 4.9%)
- This very good result is mainly attributable to successful marketing, efficient and customer-oriented management and active portfolio management

■ Rental income

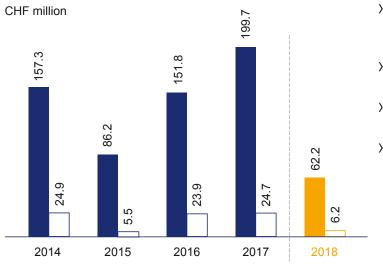
□ Net rental income

- Vacancy rate



# Development projects and sale of trading properties

# Income and profit from development projects and sale of trading properties



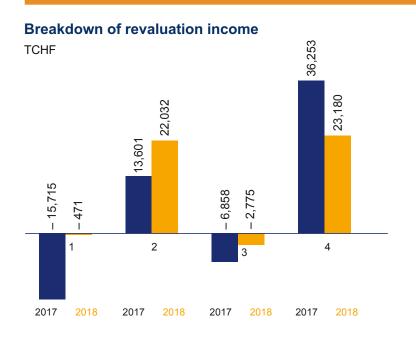
- Income of CHF 62.2 million (prior year: CHF 199.7 million) was generated from development projects and the sale of trading properties
- The Aarau, Site 4 (Torfeld Süd) project transferred the largest number of condominiums, with 12 handed over to their new owners
- This resulted in profit from development projects and the sale of trading properties of CHF 6.2 million (prior year: CHF 24.7 million)
- The volume of investment properties under construction or planned for third parties is CHF 870 million

■ Income
□ Profit

--- Application of the POC method



# Revaluation income on investment properties



- 1 Commercial investment properties
- 3 Development properties (Commercial properties)

- 2 Residential investment properties
- 4 Properties under construction

- The revaluation of investment properties resulted in net income from revaluation of CHF 42.0 million (prior year: CHF 27.3 million)
- CHF 23.2 million (prior year: 36.3 million) come from investment properties under construction
- The lower discount rate especially in the residential segment as a result of market conditions also contributed to the increase
- An average capital-weighted nominal discount rate of 3.92% (prior year: 4.10%), within a range of 3.20% to 6.30% (prior year: 3.40% to 6.30%), was applied to all DCF valuations as at 31 December 2018
- The average capital-weighted capitalisation rate as at 31 December 2018 was 3.42% (prior year: 3.60%), within a range of 2.70% to 5.80% (prior year: 2.90% to 5.80%)



## Staff

In 2018, the pension plans at Mobimo Management AG were adjusted to provide employees with greater flexibility in their pension planning.

- > This adjustment results in a one-off effect from the IAS 19 valuation of CHF 2.3 million
- In the previous year, the IAS 19 valuation resulted in a one-off expense-reducing effect of CHF - 1.7 million due to the reduction of the conversion rate decided by the foundation board

	2015	2016	2017	2018
Personnel expense (CHF million)	23.4	27.3	25.4	30.4
Ø Headcount (full-time basis for the period, FTEs)	107.4	126.2	137.3	149.0
> of which Mobimo Management AG	107.4	112.1	116.2	122.3
> of which Mobimo FM Service AG	0	14.1	21.1	26.7



# Key balance sheet figures

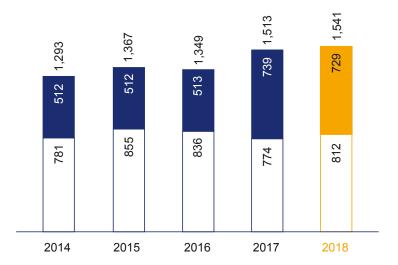
	2015	2016	2017	2018	Δ y-o-y
Equity (CHF million)	1,264.7	1,366.3	1,399.1	1,513.5	<b>7</b> 8.2%
> as a % of total assets	42.8%	45.1%	43.8%	45.0%	<b>7</b> 2.7%
Deferred tax liabilities, net (CHF million)	160.7	156.0	159.1	195.5	<b>22.9%</b>
> as a % of total assets	5.4%	5.1%	5.0%	5.8%	<b>7</b> 16.7%
Interest-bearing debt (CHF million)	1,366.7	1,349.4	1,512.8	1,540.7	7 1.8%
> as a % of total assets	46.3%	44.5%	47.3%	45.8%	<u></u>
> Non-current capital (liabilities and equity) as a % of total assets	95.3%	93.3%	91.0%	95.0%	7 4.5%
Ø interest rate (period)	2.46%	2.38%	2.17%	2.01%	<u>&gt;</u> -7.4%
Interest coverage ratio	4.6	3.9	3.8	3.2	<u>&gt;</u> - 16.1%
Net gearing	90.4%	86.0%	91.2%	91.7%	<b> 7</b> 0.5%



# Financing

#### **Financing structure**

CHF million



Bonds
Mortgages

	31.12.2017	31.12.2018
Mortgages	CHF 774 million	CHF 812 million
Total bond issue volume	CHF 740 million	CHF 730 million
MOB13 redemption as at 29.10.2018	n/a	CHF 165 million
MOB18 issue as at 2.10.2018	n/a	CHF 155 million
Ø residual maturity as at reporting date	6.5 years	6.1 years
Ø interest rate as at reporting date	2.06%	1.90%

- Issue of a CHF 155 million bond with a coupon of 0.875% and a five-year term in October 2018
- Redemption of the existing CHF 165 million bond maturing on 29 October 2018 with a coupon of 1.5%
- Repayment of short-term debt and financing of ongoing pipeline projects and general business activities
- > Trading of a total of four bonds on the SIX Swiss Exchange



## Trend in interest rate environment

#### Refinancing

- > Stable average financing costs due to the long-term fixed financing arrangement in place (residual maturity as at reporting date 31.12.2018 is 6.1 years)
- > In the short term, there is an opportunity to further reduce financing costs by means of a new financing arrangement



#### Real estate valuations

- > In the event of rising interest rates and the resultant price expectations in the transaction market, the discount rate for real estate valuations could increase in the medium term
- Thanks to its solid capital base, Mobimo is also well equipped to deal with changes in valuation



#### Reference interest rate and indexed rental agreements

- > Linking of apartment rents to the reference interest rate
- > Linking of commercial rents to national consumer price index
- Medium-term adjustment of apartment rents in the event of rising interest rates (positive effect on real estate valuations)
- Adjustment of rents in the event of rising interest rates in connection with inflation (positive effect on real estate valuations)



#### Mixed growth outlook

The forecast economic growth could lead to interest rate adjustments in the OECD area, which would also provide the Swiss National Bank with greater leeway again in terms of its monetary policy







# Performance of overall portfolio

CHF million	2017	2018	Δ у-о-у		Share in %
Investment properties	2,112	2,318	7	9.8%	75
Commercial properties	1,381	1,221	7	- 11.6%	40
Residential properties	731	1,097	7	50.2%	35
Development properties	687	760	7	10.6%	25
Commercial properties (investment)	268	433	7	61.6%	14
Commercial properties (trading)	55	58	7	5.5%	2
Residential properties (investment)	217	132	7	- 39.2%	4
Residential properties (trading)	147	137	7	- 6.8%	5
Total value	2,799	3,078	7	10.0%	100

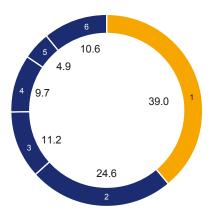
- Total portfolio growth of CHF 280 million net to just under CHF 3.1 billion
- Growth of the residential portfolio by CHF 370 million net to CHF 1.1 billion
- Divestment of 15 mainly small properties in the amount of CHF 170 million
- The share of rental income from residential use increased to 39% (prior year: 30%)
- 75% of the real estate portfolio consists of investment properties, 25% of development properties



# Performance of overall portfolio

# Target rental income for investment properties by type of use

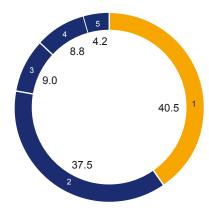
%



- 1 Residential
- 2 Office
- 3 Retail
- 4 Hotel/catering
- 5 Commercial
- 6 Other use

# Geographical breakdown (fair value of overall portfolio)

%

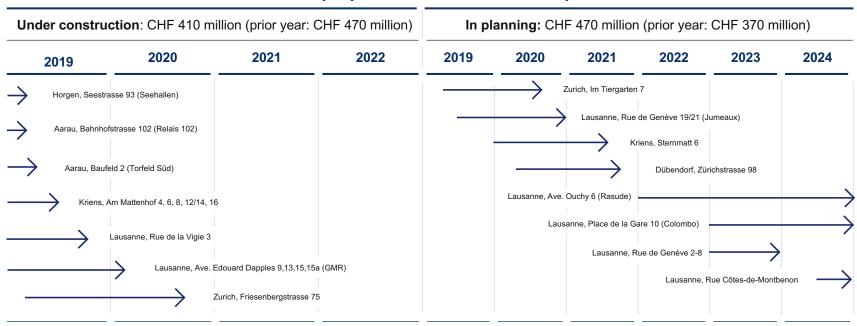


- 1 Zurich
- 2 French-speaking Switzerland
- 3 Central Switzerland
- 4 North-western Switzerland
- 5 Eastern Switzerland



## Project pipeline: developments for Mobimo's own portfolio

### Investment properties for Mobimo's own portfolio



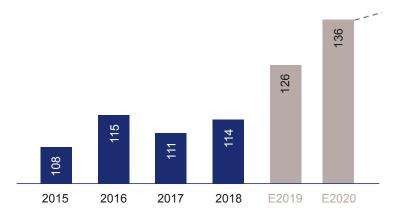
Potential target rental income: + CHF 23 million p.a.



# Additional rental income up to 2020

#### Expected development of rental income up to 2020

CHF million



 Expected change in rental income (assuming vacancy rate remains unchanged and excluding any sales)

- Expected rental income development is based on the construction and completion of the pipeline of investment properties under construction with a total investment volume of CHF 410 million
- The pipeline under construction currently comprises 7 investment properties for the company's own portfolio
- Strengthening of the rental income base through the completion of high-quality properties from the pipeline



# Developments for Mobimo's own portfolio

## Horgen, Seehallen

(occupation from Q1 2018)



www.seehallen.ch

#### Rentable area

 $m^2$ 

16,270

#### Investment volume

CHF million

**55** 

#### **Expected rental income**

CHF million p.a.

3.0

#### Level of occupancy

as a % of target rental income 75%

### Kriens, Mattenhof

(occupation from Q1/Q2 2019)



## MINER GIE®

www.mattenhofluzern.ch

#### Level of occupancy (total)

as a % of target rental income

**50%** 

#### Rentable area

 $m^2$ 

38,220

#### **Apartments/studios**

Number

+ commercial space

129

#### **Investment volume**

CHF million

170

#### **Expected rental income**

CHF million p.a.

10.1

# Level of occupancy (commercial)

as a % of target rental income

70%

26



# Developments for Mobimo's own portfolio

## Aarau, Aeschbachquartier, Site 2

(occupation from Q3 2018)



MINERGIE®
www.aeschbachquartier.ch

#### Rentable area

 $m^2$ 

19,750

#### **Apartments/studios**

Number + commercial space

167

#### **Investment volume**

CHF million

107

#### **Expected rental income**

CHF million p.a.

**5.1** 

#### Level of occupancy

as a % of target rental income

### Aarau, Relais 102

(occupation from Q4 2018)



www.relais102.ch

#### Rentable area

 $m^2$ 

13,630

## Investment volume

CHF million

42

#### **Expected rental income**

CHF million p.a.

2.2

#### Level of occupancy

as a % of target rental income

85%



# Developments for Mobimo's own portfolio

## Lausanne, Hotel Moxy in Flon

(occupation from Q4 2019)



MINERGIE®

#### Rentable area

 $m^2$ 

4,800

#### **Hotel rooms**

Number

113

#### **Investment volume**

CHF million

26

#### **Expected rental income**

CHF million p.a.

1.2

#### Level of occupancy

as a % of target rental 100% income

### Lausanne, Grand Mont Riond

(occupation from Q1 2020)



#### Rentable area

m<sup>2</sup>

7,350

#### **Apartments/studios**

Number

+ commercial space

**56** 

#### **Investment volume**

CHF million

**37** 

#### **Expected rental income**

CHF million p.a.

1.5

#### Level of occupancy

as a % of target rental income

**70%** 



# Land for logistics centre

**Investment volume** 

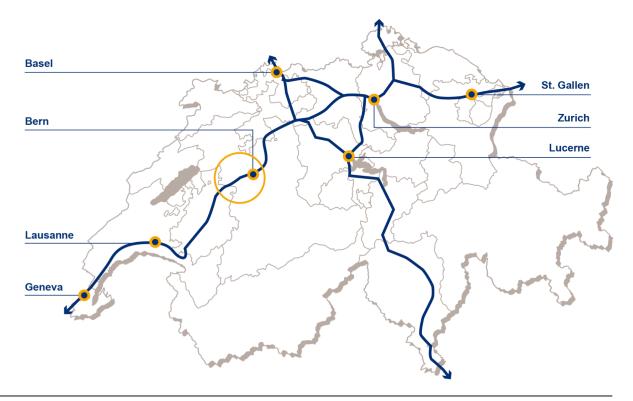
CHF million

90

**Expected rental income** 

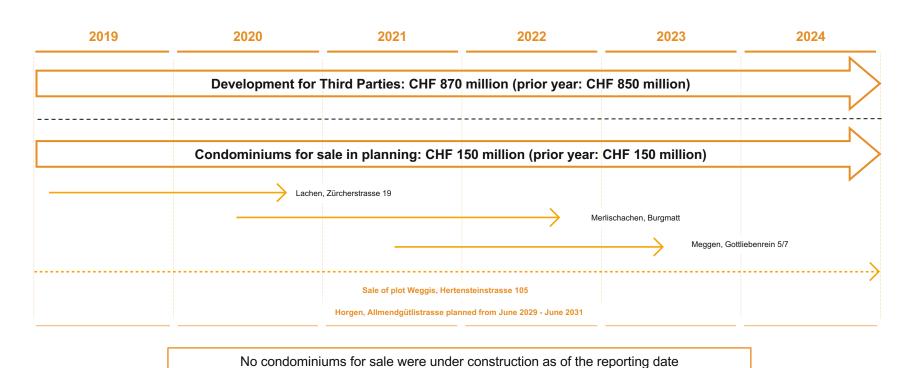
CHF million p.a.

**5.0** 





## Project pipeline: Development for Third Parties





## Projects and properties: Development for Third Parties

## **Martigny**

(occupation from Q3 2020)



Rentable area

 $m^2$ 

3,941

**Apartments** 

Number

28

Nursing rooms and Tertianum apartments Number

11'

## Gümligen

(occupation from Q3 2019)



Rentable area

 $m^2$ 

2,758

**Apartments** 

Number

**35** 

Expected rental income

CHF million p.a.

0.8





# Projects and properties: Development for Third Parties

## Killwangen

(occupation from Q4 2020)



Rentable area

 $m^2$ 

7,472

Apartments Number

0

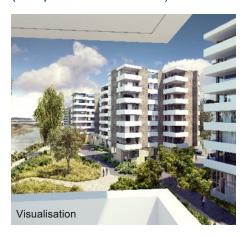
Expected rental income
CHF million

p.a.

MINERGIE®

## **Zurich, Manegg**

(occupation from Q1 2022)



Rentable area

 $m^2$ 

21,208

#### **Apartments**

Number

space

+ commercial 28

+ office space

**Expected rental income** 

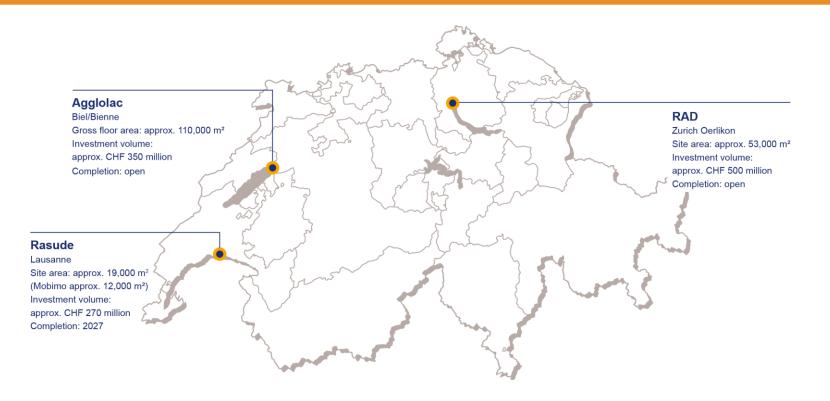
CHF million p.a.

6.0



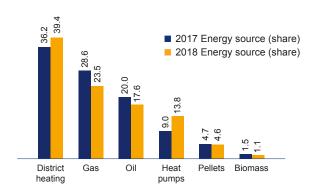


## Outlook into the next decade





## Current sustainability topics



	2011 (baseline)	2017	2018 (actual)	PY change
Energy intensity (kWh/m²)	214	151	137	<u>&gt;</u> -9%
Emission intensity (kgCO <sub>2</sub> eq/m <sup>2</sup> )	35	23	22	<b>→</b> -4%

- > Encouraging 9% reduction in energy consumption per m<sup>2</sup>
- > Important measure for national and international comparisons
- > 4% reduction in emission intensity
- Target value according to sustainability strategy ≤ 20kg CO<sub>2</sub> eq/m<sup>2</sup>











#### Standards and ratings

- Sustainability report in accordance with the GRI Standards, Comprehensive option
- Portfolio again awarded Green Star rating (best quadrant) (GRESB)
- > Top rank within the real estate sector in the DACH region (CDP)
- Awarded the EPRA sBPR Gold Award and Most Improved Award





## Focus and outlook

#### Real estate portfolio

- > Secure realisation and successful marketing of current construction projects
- > Further increase in quality and growth of Mobimo's own portfolio through developments, sales and acquisitions
- Focus on affordable housing

### **Operating business**

- > Increase in rental income potential from the pipeline by CHF 23 million p.a. up to the end of 2020
- > Smooth transition in Board of Directors and Executive Board
- > Strict cost management

#### **Strategy**

- Investments are only made when the elements of price, location and future prospects come together in such a way as to create added value for shareholders
- > Continuation of the shareholder-friendly distribution policy
- > Continued development of the sustainable approach

#### **Digitisation**

Successful introduction of the digital tenants' portal and e-mobility for Mobimo tenants



## Your contact persons



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## Financial calendar



2.4.2019

**Annual General Meeting** 



2.8.2019

Publication of 2019 half-year results



## Disclaimer

The financial data as well as the other information presented herein constitute selected information.

The information in this presentation does not constitute an offer or invitation and may not be construed as a recommendation by us to purchase, hold or sell shares of Mobimo Holding AG. This information or any copy thereof may not be sent or taken to or distributed in any jurisdiction in which such transmission or distribution is unlawful. This document may contain certain "forward-looking" statements. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances. Actual outcomes and results may differ materially from any outcomes or results expressed or implied by such forward-looking statements.





# Long-term strategy for growth and stable returns

#### **Business model**

Mobimo pursues its long-term goals with a clear strategy and a proven, solid business model.



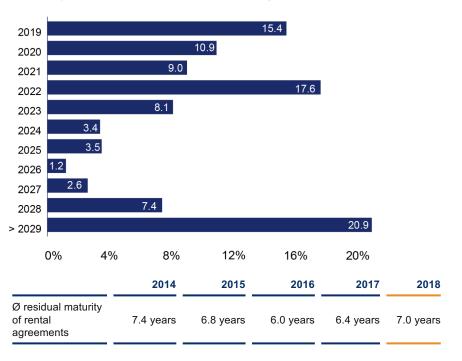
Solid financing



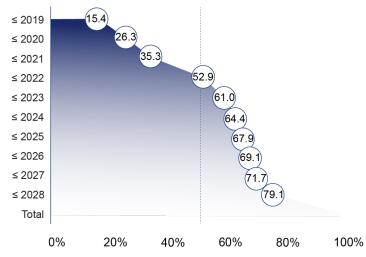
42

## Long-term maturity profile and diversified tenant structure

#### Maturity profile of fixed-term rental agreements<sup>1</sup>



#### **Cumulative**



Excluding rental agreements of unlimited duration.



- < 150%

43

## Solid foundation for qualitative growth

## **Equity ratio**

# 2014 2015 2016 2017 2018

- Target of > 40% continues to be met
- Capital base still solid

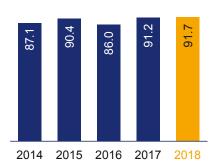
— Target

#### Interest coverage ratio



> Target of > 2 comfortably exceeded

### **Net gearing**



- Substantially below the maximum limit of 150%
- > High degree of financing leeway



## Share data

	2015	2016	2017	2018	<u>Δ y-o-y</u>
Shares issued (number)	6,218,170	6,218,170	6,218,170	6,601,547	<b>7</b> 6.2%
Share capital (CHF million)	180.3	180.3	180.3	154.5	<u>\</u> - 14.3%
Market capitalisation (CHF million)	1,384.8	1,584.1	1,626.1	1,544.8	<u>\</u> - 5.0%
NAV per share (CHF) <sup>1</sup>	202.45	217.33	222.58	228.48	<b>7</b> 2.7%
EPRA NAV per share (CHF)	244.06	258.53	259.94	267.70	<b>7</b> 3.0%
Share price at 31.12. (CHF)	222.70	254.75	261.50	234.00	<u>\</u> - 10.5%

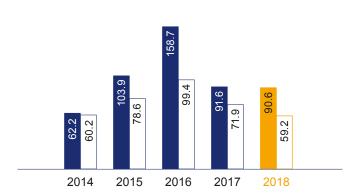
<sup>&</sup>lt;sup>1)</sup> As at 31 December 2018, the NAV corresponded to the diluted NAV.



## Profit attributable to shareholders and earnings per share

# Profit attributable to the shareholders of MOH including and excluding revaluation

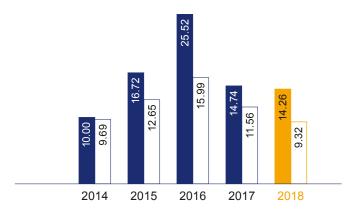
CHF million



Profit attributable to the shareholders of MOH
 Profit attributable to the shareholders of MOH excl. revaluation

# Earnings per share including and excluding revaluation

CHF



■■ Earnings per share incl. revaluation
□□ Earnings per share excl. revaluation



## Positive share price performance

# Share performance (indexed) compared with SPI and SXI

%



Source: SIX Swiss Exchange

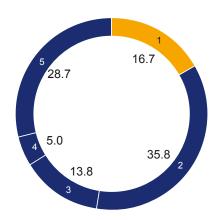
- Dividend-adjusted share price increased by some 52% over a five-year period. Swiss Performance Index (SPI) and SXI Real Estate Shares Index rose by 25% and 50% respectively over the same period
- Average annual performance (total return) of 5.5% since the initial public offering in June 2005
- The share price fell by 10.5% from CHF 261.50 at the start of the year to CHF 234.00 as at 31 December 2018
- As at 31 December 2018, Mobimo's share price of CHF 234.00 was 2.4% above the diluted NAV of CHF 228.48
- Liquidity remains good
  - An average of 7,439 shares were traded each day (prior year: 7,516 shares)
  - This generated annual revenues of around CHF 451.0 million (prior year: CHF 497.3 million)



## Composition of shareholders

#### Shareholder structure

%



- 1 Individuals
- 2 Pension funds, insurers, banks

- 3 Foundations, funds
- 4 Other companies
- 5 Shares pending registration

- > Free float as at 31.12.2018: 100% (as per SIX Swiss Exchange definition)
- As at 31.12.2018, the following shareholders held 3% or more of the share capital:
  - > BlackRock, Inc., 4.99%
  - Zuger Pensionskasse, 3.18%
  - Credit Suisse Funds AG, 3.10%
  - > UBS Fund Management (Switzerland) AG, 3.08%
  - > Dimensional Holdings Inc., 3.00%



## Friendly takeover of Immobiliengesellschaft Fadmatt AG

#### **Fadmatt**

The real estate portfolio of the acquired Immobiliengesellschaft Fadmatt AG is spread across seven good locations in the cantons of Zurich and Schaffhausen.



#### Schaffhausen

48 apartments
Rentable area: 3,313 m<sup>2</sup>
Target rental income p.a.:

CHF 0.6 million



40 semi-detached homes 4 single-family homes Rentable area: 6,015 m² Target rental income p.a.: CHF 1.0 million

Urdorf

176 apartments

CHF 3.9 million

15 terraced homes

Rentable area: 13.839 m<sup>2</sup>

Target rental income p.a.:





#### Oberengstringen

25 apartments
Rentable area: 2,069 m²
Target rental income p.a.:
CHF 0.5 million



#### **Thalwil**

53 apartments

Rentable area: 3,470 m<sup>2</sup>

Target rental income p.a.: CHF 1.0 million



#### Au-Wädenswil

89 apartments

Rentable area: 6,615 m<sup>2</sup>

Target rental income p.a.: CHF 1.9 million



#### Winterthur

53 apartments Rentable area: 5,501 m<sup>2</sup> Target rental income p.a.: CHF 1.5 million



Address	Fair value as at 31.12.2018 in TCHF	Usage
Zurich, Hohlstrasse 481 – 485b Albulastrasse 34 – 40	144,980	Rental apartments/ Commercial property
Lausanne, Horizon 4 – 6 Avenue d'Ouchy 4 – 6	128,500	Commercial property
Zurich, Mobimo Tower Hotel Turbinenstrasse 20	124,280	Hotel
Lausanne, llot du Centre Rue Beau Séjour 8	110,520	Rental apartments

<sup>&</sup>lt;sup>1</sup> Total fair value CHF 1,288 million



Address	Fair value as at 31.12.2018 in TCHF	Usage
Affoltern a. A., Obstgartenstr. 9/ Alte Obfelderstr. 27/29, 31 – 35	110,180	Retirement home, retirement and rental apartments
Urdorf, In der Fadmatt 1 – 63/ Uitikonerstrasse 22, 24	100,870	Apartments and terraced houses
Lausanne, Petit Mont-Riond Rue Voltaire 2 – 12	79,940	Rental apartments
Zurich, Letzigraben 134 – 136	70,210	Rental apartments

<sup>&</sup>lt;sup>1</sup> Total fair value CHF 1,288 million



Address	Fair value as at 31.12.2018 in TCHF	Usage
Lausanne, Les Merciers Voie du Chariot 4 – 7	68,840	Commercial property
Lausanne, Place de la Gare 10 Rue du Petit-Chêne 38	66,320	Commercial property
Zurich (Mobimo Tower) Hardturmstrasse 3	64,810	Commercial property
Regensdorf, Sonnenhof Schulstrasse	63,570	Rental apartments

<sup>&</sup>lt;sup>1</sup> Total fair value CHF 1,288 million



	Address	Fair value as at 31.12.2018 in TCHF	Usage
	Au ZH, Alte Landstrasse 93 – 99	55,350	Rental apartments
ziil-cent	Kreuzlingen, Ziil Center Leubernstrasse 3/Bottighoferstrasse 1	54,790	Commercial property
	Winterthur, Wartstrasse 158 – 162/ Blumenaustrasse 20, 22	45,160	Rental apartments

<sup>&</sup>lt;sup>1</sup> Total fair value CHF 1,288 million