

Agenda



## 1. KEY MESSAGES

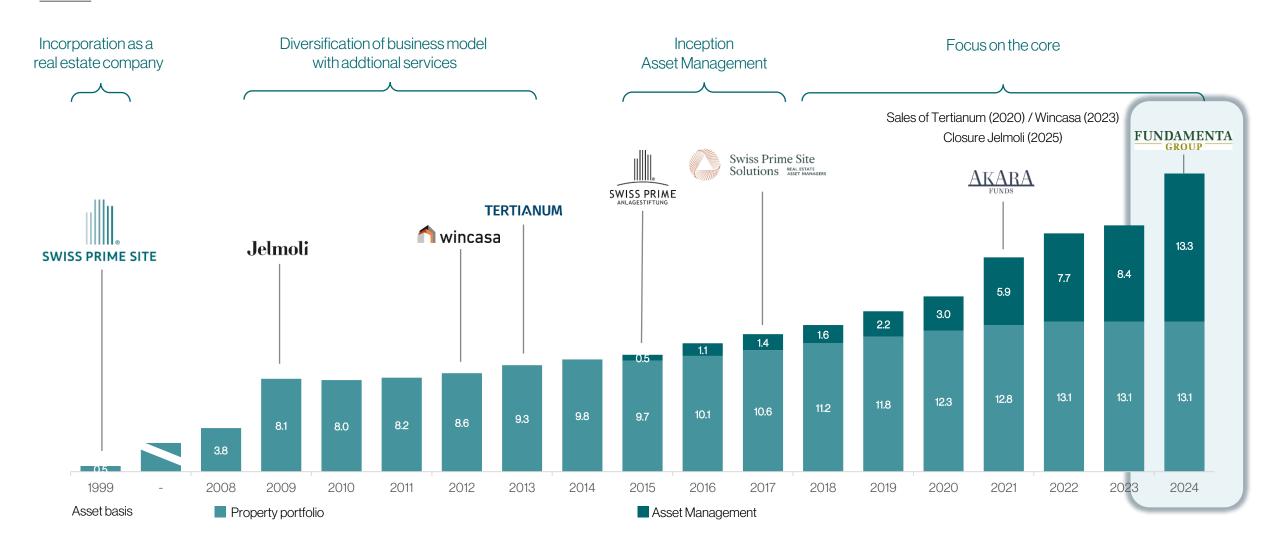
### 2. FINANCE

- 3. REAL ESTATE
- 4. ASSET MANAGEMENT
- 5. OUTLOOK

#### KEY MESSAGES

## 25 years Swiss Prime Site

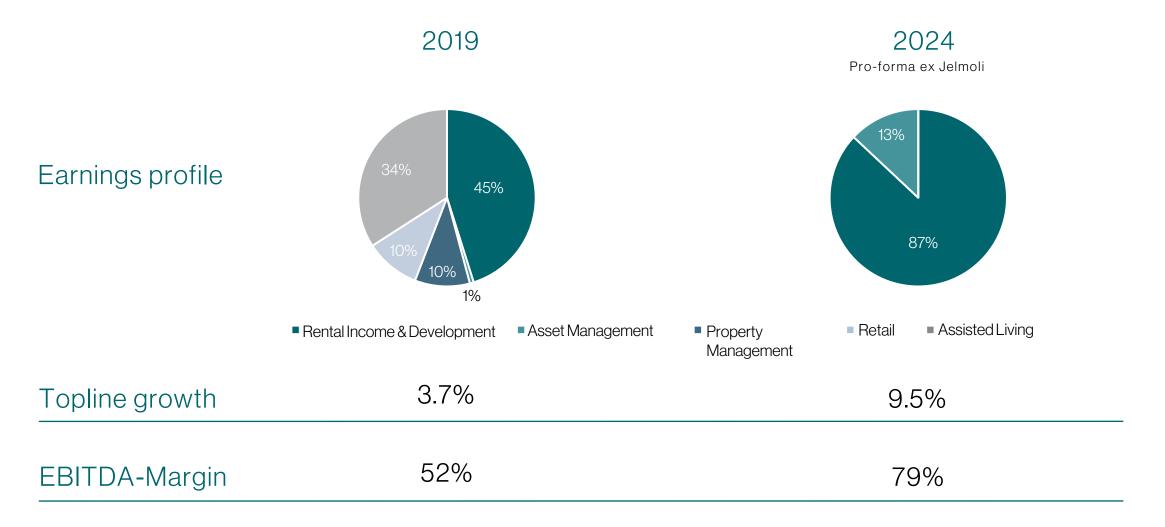




#### KEY MESSAGES

## Successful strategy transformation

Swiss Prime Site has evolved to a pure play real estate company. More agile, growing faster and more profitable



## Momentum in the transaction market, higher valuation through lettings



## Transactions



- High level of activity, trending upwards, especially in H2 due to falling interest rates
- Steady rise in institutional investors in the market after extensive capital raises of investment vehicles
- Demand for residential/residential-related products particularly strong; also increasing number of purchasers for commercial space
- Sales prices on average above fair value
- Increase in property divestment processes (contribution in kind from funds or sale & leaseback from businesses)

Lettings



- Continued strong demand for high-quality, flexible commercial spaces in central locations, where large contiguous spaces are rare
- Primary interest still in long-term rental agreements for large spaces
- New and renewed leases often with rent increases and above market rates
- Building activity increasing again but still constrained by permit processes, especially in central locations

Valuations



- Discount rates remain unchanged on portfolio basis, supported by solid transaction market over year, particular momentum in Q4 without substantial impact to date
- Revaluations result from improved new lettings, lower vacancies, and reduction in property expenses
- Significant revaluations for development projects

## Overview 2024 financial year (1/2)



## Strategic Development



- Clear real estate strategy with focus on Swiss real estate market – prime commercial in portfolio and residential in Asset Management
- Strengthening of residential segment with integration of Fundamenta products
- With increasing size, greater utilisation of synergy potential in construction and development projects and in central functions
- Jelmoli transformation on schedule with shutdown of operations in February and start of construction in Q2 (building permit received)

## Portfolio & Sustainability



- Value of property portfolio at CHF 13.1 billion (unchanged) despite sales, revaluations of CHF 113.7 million (+0.9%) especially with higher profitability of properties
- Development projects proceeding on schedule: in 2024, handover of Paradiso-Lugano, Stücki Park, Basel (new build) and JED new build, Zurich-Schlieren; BERN 131 with completion in 2025
- Sales of CHF 345 million (+3% over FV) of non-core properties to finance pipeline and further optimise portfolio
- Emission intensity reduced by 13%; progress in circular construction with significant reduction of primary raw materials

## Overview 2024 financial year (2/2)



## **Operating Performance**



- Significant increase in rental income of 5.7% (LfL 3.3%) to record high of CHF 464 million
- Vacancy at 3.8% down 0.2%-pts year on year
- Increase in AuMs in Asset Management to CHF 13.3 billion with Fundamenta acquisition and organic growth
  - Capital increases and contributions in kind of over CHF 600 million
  - Income at CHF 71 million (+42.5%)
- EBITDA at CHF 415 million (+6.5%); increase in profitability in the Real Estate and Asset Management segments; Jelmoli with a loss of CHF -6.9 million EBITDA in final year of business

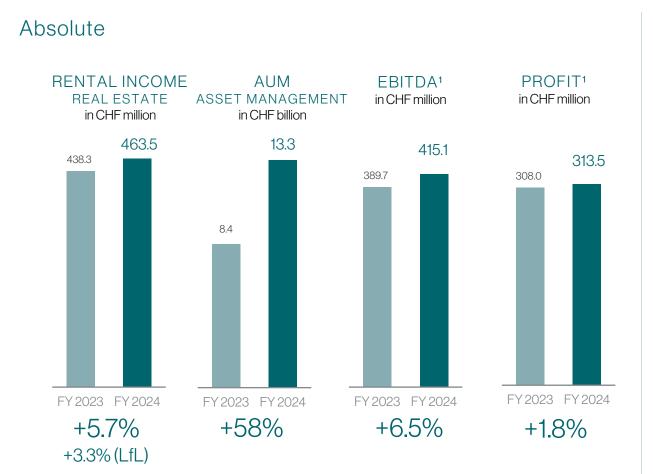
Financing & Capital



- LTV at 38.3% (39.8% in 2023), in particular due to profitable sales
- CHF 435 million in bond issuance successfully refinanced within our Green Finance Framework
- CHF 2.6 billion in credit lines with sustainability link extended by a further year
- Liquidity covers maturities beyond the next 24 months
- Proposal of dividend of CHF 3.45 (+CHF 0.05 vs previous year) to Annual General Meeting

## Key figures – 2024 financial year







<sup>1</sup>Before revaluations, sales and all deferred taxes. <sup>2</sup>Including profit from sales and resulting cash-effective taxes. SWISS PRIME SITE

# WE CREATE LIVING SPACES

Agenda



### 1. KEY MESSAGES

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## Income: record rental yield despite sales



### Consolidated operating income

in CHF million

	FY 2023	FY 2024	∆у-о-у
Rental Income	438.3	463.5	+5.7%
Developments <sup>1</sup>	39.5	1.2	-97.0%
Asset Management	49.7	70.8	+42.5%
Retail	126.5	124.3	-1.7%
Other	4.6	3.6	-21.7%
Total operating income	658.6	663.4	0.7%
- thereof Jelmoli (Retail, part of other)	-130.3	-127.3	
- thereof Developments <sup>1</sup>	-39.5	-1.2	
Adjusted operating income	488.8	535.0	9.4%

- Increase in rental income of CHF 25.2 million to record high despite sales under capital recycling (effect: CHF 10 million in rent); main drivers higher rents for new lettings and indexation (EPRA LfL +3.3%) and completed developments
- Development income in 2023 includes extraordinary sale of a development property (Tertianum Olten)
- Large increase in Asset Management income due to expanded asset base including Fundamenta and more transaction-based earnings (issues, acquisitions and divestments)
- Reduced turnover in Retail (Jelmoli) primarily due to discounted sales in second half of year
- Earnings growth on the core business (ex Jelmoli & sales) over 9%

## Portfolio and operational optimisation reduce cost ratio

### Consolidated operating expenses

in CHF million

	FY 2023	FY 2024	∆у-о-у
Real estate costs	-64.6	-66.1	+2.3%
Development costs <sup>1</sup>	-33.6	-0.5	-98.6%
Cost of goods sold	-60.5	-72.9	+20.6%
Personnel costs (net) <sup>2</sup>	-75.1	-80.2	+6.8%
Other	-30.0	-29.0	-3.4%
Depreciation and impairments	-5.7	-8.3	+46.9%
Total operating expenses	-269.4	-257.0	-4.6%
- thereof Jelmoli <sup>3</sup>	+112.2	+116.4	
- thereof development <sup>1</sup>	+33.6	+0.5	
Adjusted operating expenses	-123.6	-140.1	13.3%

<sup>1</sup>Cost of trading properties sold.

<sup>2</sup> Personnel cost netted against line-item Capitalied own services; includes development work.

<sup>3</sup> Jelmoli operating expenses for goods sold, personel, depreciation and other.

Note: figures may contain differences due to rounding. Annual Results 2024

- Increase in real estate costs (+2.3%) associated with significantly higher rental income (+5.7%), higher profitability through concentration of building stock together with more effective management of maintenance costs and further centralisation of purchasing (including electricity, insurance and others)
- Drop in development costs associated with income position
- Higher cost of goods in retail areas due to sell-offs and discount campaigns in Jelmoli's final year of business (gross margin 41% vs 52% in previous year)
- Rise in personnel costs due to integration of Fundamenta employees
- Other expenses lower despite transaction costs for Fundamenta over CHF 1.1 Mio. supported by further efficiency gains after streamlining (especially consultancy expenses/IT and other expenses)

SWISS PRIME SITE

## Further growth in operating profit



### Group profitability

in CHF million

	FY 2023	FY 2024	∆у-о-у
Total operating income	658.6	663.4	
Revaluations (net)	-250.5	113.7	
Result from property sales (net)	13.0	10.1	
Income from associates	0.8	1.1	
Total operating expenses	-269.4	-257.0	
EBIT	152.5	531.3	+248%
Depreciation and impairments	-5.7	-8.3	
Sales <sup>1</sup>	-18.9	-10.8	
EBITDA (excl. revaluations / sales)	389.7	415.1	+6.5%
EBITDA Jelmoli	1.5	-6.9	
Adjusted EBITDA ex Jelmoli	388.2	422.0	+8.7%

- Revaluations of CHF +113.7 million

   (+0.9% of the portfolio of CHF 13.1 billion) across the portfolio
  - Revaluation gain mainly due to improved new lettings and operational improvements; stable discount rates
  - Relative increase in value consistently higher for development properties (CHF +15.9 million or 2%)
- Gain on property sales (23 sales) demonstrates the intrinsic value of the portfolio (average of >3% over last fair value)
- Significant increase in EBITDA and the EBITDA-Margin with strategic focus

<sup>1</sup>Result from sales of investment and trading properties. Annual Results 2024

## Operating profit driving FFO growth



### Funds from operations I (FFO I)<sup>1</sup>

#### in CHF per share

4.05	4.22	in CHF million Adjusted EBITDA (excl. revaluations & sales) Cash effective interest expenses (net) Current taxes without investment property sales Leasing and other	FY 2023 389.7 -55.8 -14.0 -8.9	FY 2024 415.1 -62.1 -19.9 -7.2	∆y-o-y +6.5% +11.2% +41.5% -18.2%
		FFOI	311.0	325.9	+4.8%1
		_	+4	.2	%

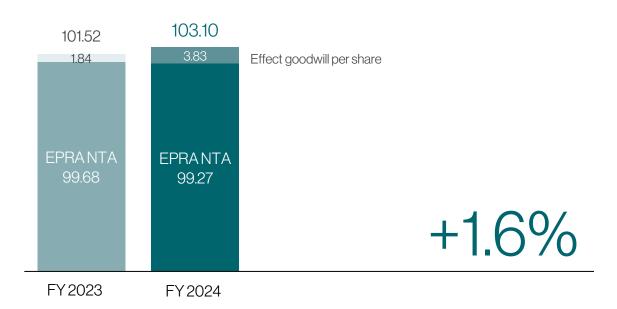
FFOIbridge

FY 2023 FY 2024

- Significant increase in operating profit; more than compensates for higher interest expenses
- Continuous increase in FFO I return on shareholders' equity
   Real Estate: 4.8% (4.7% in 2023)
  - Asset Management: 29.4% (26.5% in 2023)

<sup>1</sup> FFO I growth on a per share basis lower due to capital increase as part of the Fundamenta acquisition. Note: figures may contain differences due to rounding.

## Intrinsic value per share



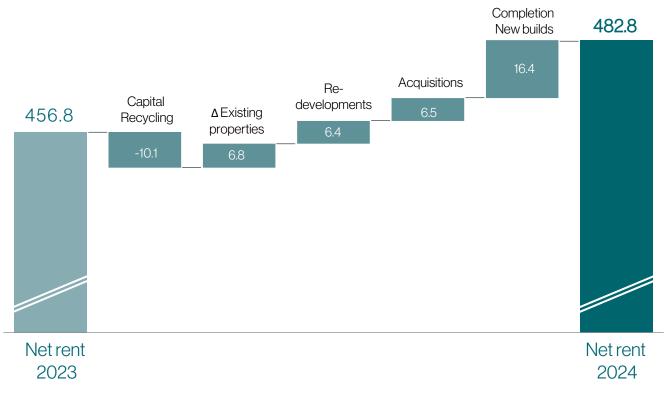
- Growth of intrinsic value per share to record high
- Net tangible assets according to EPRA without valuation of Asset Management business; hence, minor reduction of NTA according to EPRA

## Real Estate: pipeline realisation boosts rental income



Rental Income Bridge<sup>1</sup>

in CHF million



<sup>1</sup>Basis: Real Estate segment. <sup>2</sup>Swiss Consumer Price Index (CPI)

Note: figures may contain differences due to rounding.

### EPRA like-for-like (LfL) growth



- CHF 26.0 million increase in rental income with major developments now generating returns
- Preceding sales with rents amounting to CHF 10.1 million
- Comparable growth driven mainly by indexation and improved base rents
- Continuously ~90% of rental contracts tied to inflation<sup>2</sup>

## Asset Management: earnings growth with Fundamenta and transactions SWISS PRIME SITE

### Asset Management performance

in CHF million

	FY 2023	FY 2024	∆у-о-у
Management fees	23.6	33.8	+43%
Construction, development, other	14.8	19.2	+30%
Non-recurring fees <sup>1</sup>	11.3	17.8	+58%
Income from Asset Management	49.7	70.8	+42%
Recurring income	77%	75%	-2% pts
Real estate costs	-0.8	-0.8	-
Personnel costs	-16.2	-24.1	+49%
Other	-4.0	-3.9	-4%
EBITDA	28.6	42.0	+47%
EBITDA margin	57.6%	59.3%	+1.7%pts

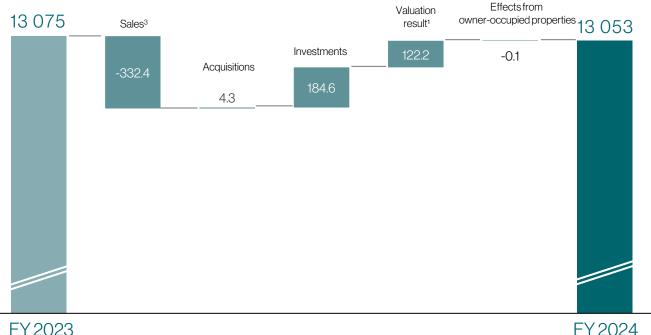
- 2024 including Fundamenta (pro rata for 9 months)
- Increase in recurring management fees with the larger asset base; management fees significantly higher than total operating costs (CHF 33.8 million vs. CHF 28.8 million)
- Further increases in construction, development and other recurring income
- Non-recurring income especially from capital raises and real estate transactions in the second half-year
- Initial synergies (personnel, IT, rent) with Fundamenta secured in H2; full effect in 2025

<sup>1</sup>Transaction-based (i.e. commissions for acquisitions, retail and distribution). Note: figures may contain differences due to rounding. Annual Results 2024

## Stable asset base despite sales



#### Property portfolio growth (fair value) in CHF million



### FY 2023

<sup>1</sup>Difference from income statement from revaluation of rights of use from land leases under IFRS. <sup>2</sup>According to Wüest Partner. <sup>3</sup>Sales taken into account after completion and recognised at last book value.

Note: figures may contain differences due to rounding.

Annual Results 2023

### Total of 139 properties (2023: 159)

- Increased efficiency through portfolio consolidation (portfolio clusters, larger individual buildings)
- Sales to finance development pipeline; gain from sales +3% above fair value
- No significant purchases in 2024 (1 consolidation)
- Investments and purchases with a focus on first-class locations and properties
- Portfolio value stable at CHF 13.1 billion:
  - Revaluations due to letting effects (better letting and indexation) and cost management (property costs)
  - Unchanged discount rate on portfolio basis 4.04% (2023: 4.04%)<sup>2</sup>
  - Investments in 2024 mainly in the larger development projects Tertianum Lugano, JED new build Zurich-Schlieren, and BERN 131

## Broad financing base, LTV at 38%



### Financing parameters

in CHF million

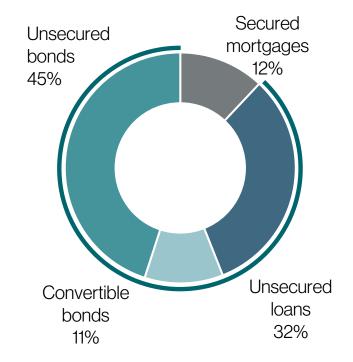
	2023	2024
Investment properties	13 075	13 053
of which unencumbered	86%	87%
Financial liabilities (Real Estate segment)	5304	5 0 2 5
of which fixed interest	87%	87%
Net financial liabilities <sup>1</sup> (Real Estate segment)	5210	5001
LTV (net)	39.8%	38.3%
Øinterestrate	1.2%	1.1%
Ømaturity	4.6 years	4.3 years

<sup>1</sup>Net of liquid funds including short-term receivables secured by bank guarantees.

Rating – Moody's A3 stable

### Consolidated financing structure

88% unsecured



## Continuous rollover of maturities, high liquidity reserve

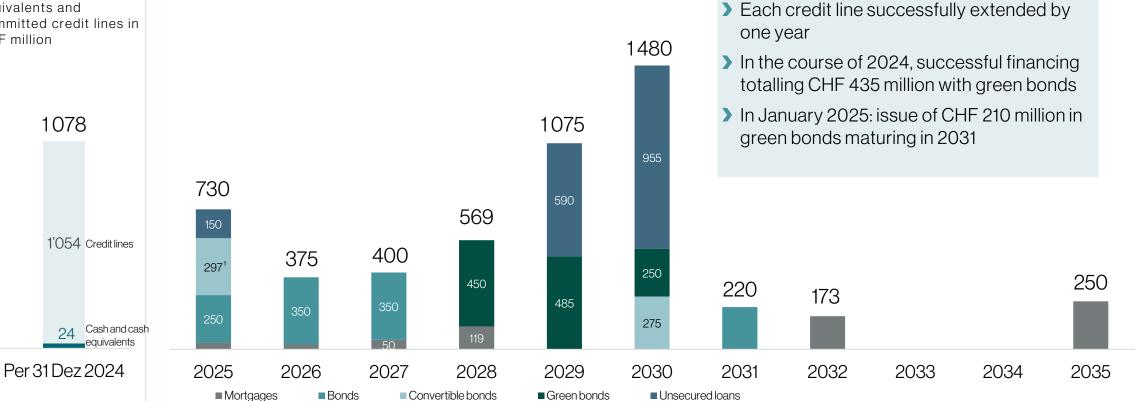


### Liquidity

Cash and cash equivalents and committed credit lines in CHF million

### Debt maturity profile

Nominal values in CHF million as at 31 Dec. 2024



<sup>1</sup>Repaid in cash on 16 January.



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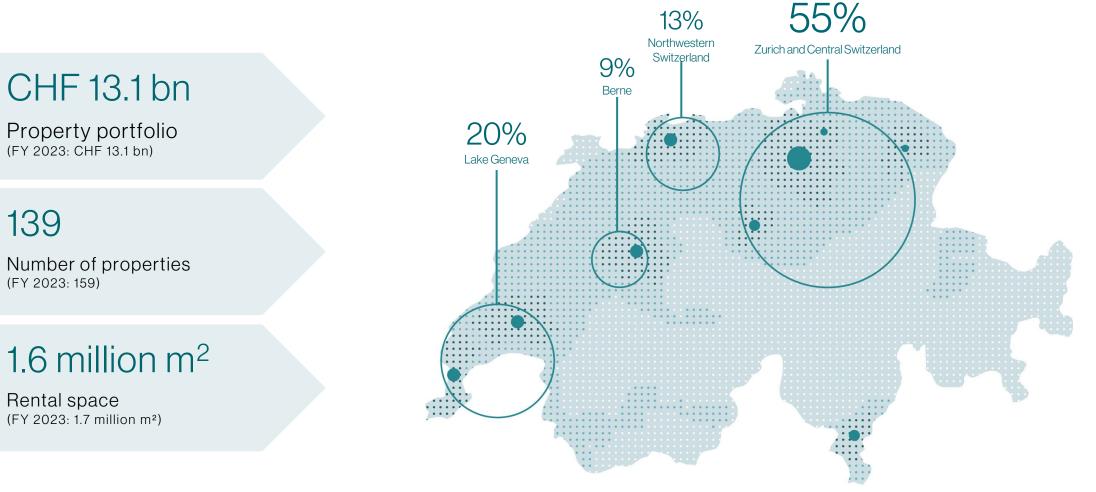
### 4. ASSET MANAGEMENT

5. OUTLOOK

139

## Portfolio focus on business centres and larger properties



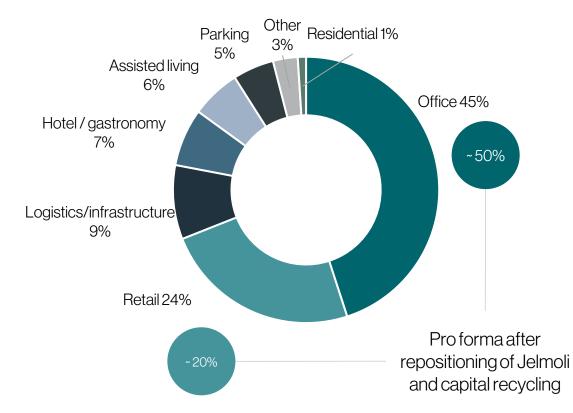


Note: intensity of dot colour indicates population density.

## Focus on offices and broad tenant diversification in services segment

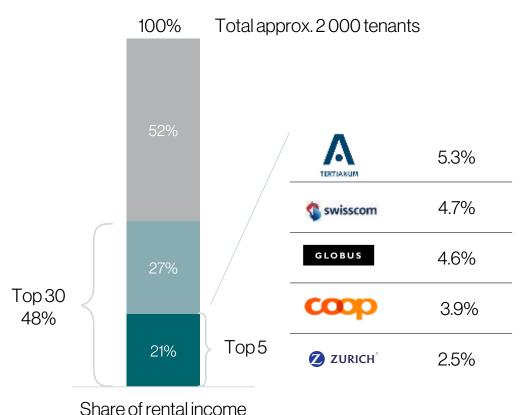


Portfolio split by type of use<sup>1</sup> as at 31.12.2024



<sup>1</sup> Real Estate segment. Note: Values based on rental income. Diversification of tenants

as at 31.12.2024



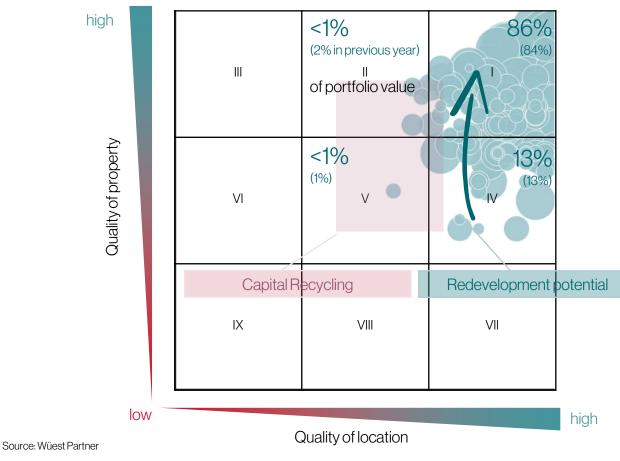
#### PORTFOLIO

## Active portfolio management consistently pursued



### Portfolio market matrix

Wüest Partner as of 01.01.2025



### New/repositioned properties typically in quadrant I

- > Paradiso-Lugano, assisted living (development)
- > Zurich-Schlieren, JED new build, office (development)

## Sold properties

- > Niederwangen, retail/commercial
- > Frauenfeld (Friedau), senior living
- > Ostermundigen, senior living
- > Regensdorf, industrial/commercial
- > Morges, senior living
- > Zuchwil, Birchi Center, retail
- > Uster, office

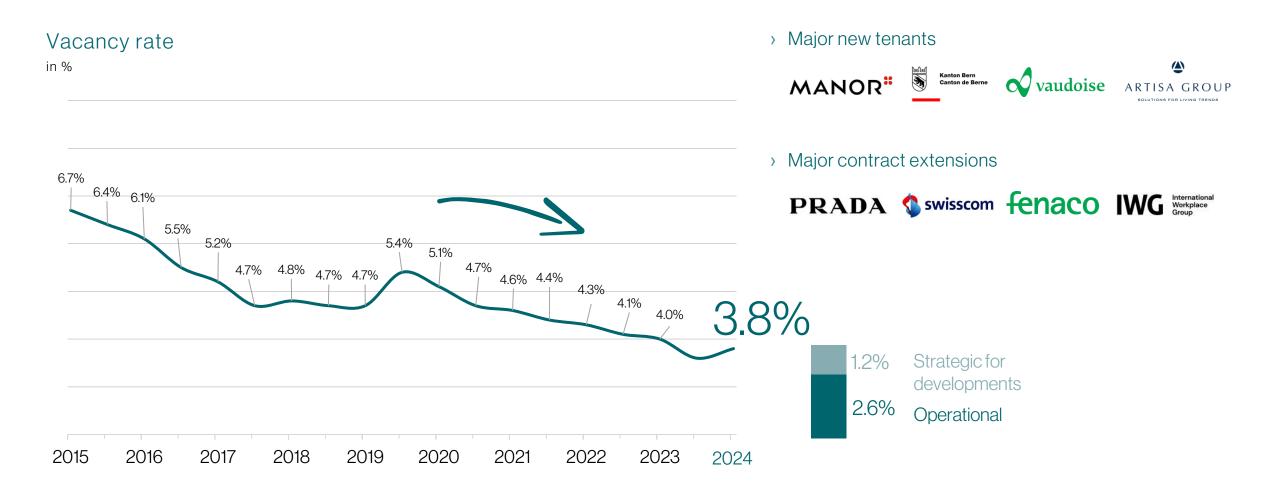
#### List includes the largest properties.

## Best use in the right place!

#### PORTFOLIO

## Successful extensions and new rental contracts

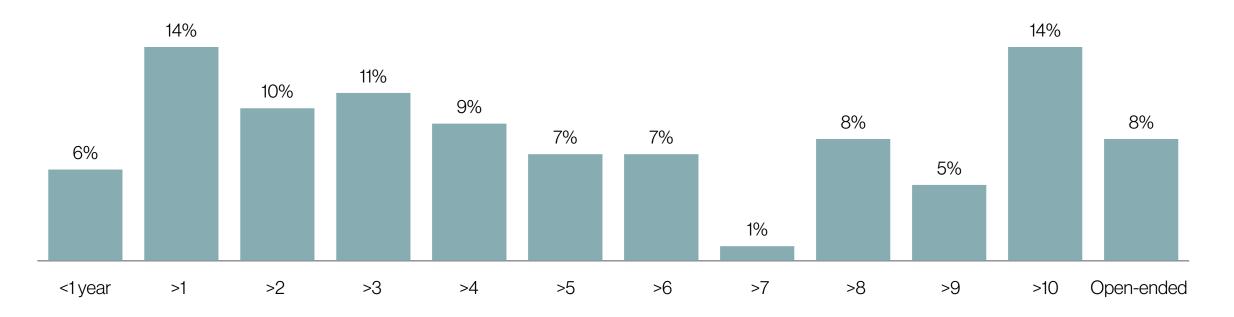




## Long-term contracts, new lettings with high reversionary potential



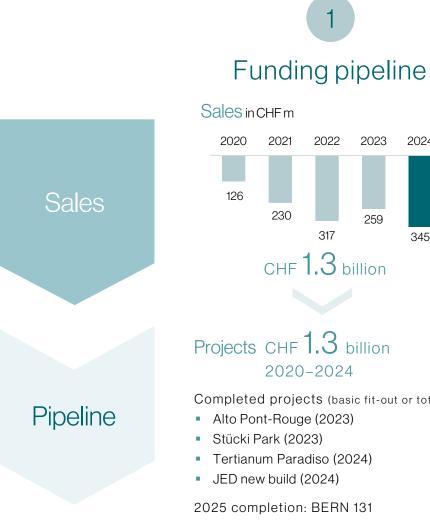
Lease expiry of rental contracts per February 2025

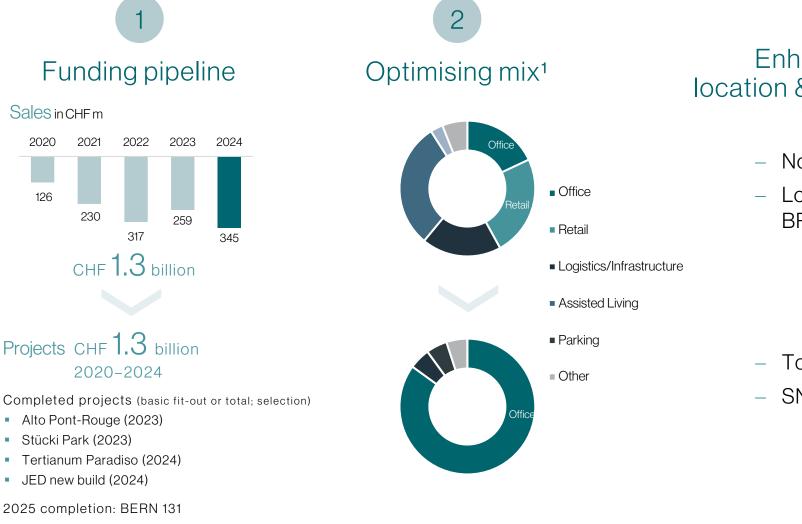


Note: Expiries taking into account agreed extensions; does not include leases that are not extended due to redevelopments. Figures may contain differences due to rounding.

## Successful continuation of our capital recycling strategy







3 Enhancing of location & sustainability

- Non-core
- Low **BREEAM** rating
- **Top locations**
- **SNBS** Label

<sup>1</sup> Mix for sales refers to 2024; mix for pipeline is indicative. Annual Results 2024

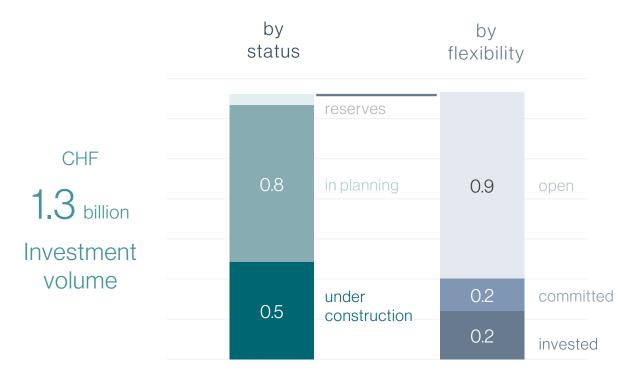
#### PIPELINE

## Developments offering considerable planning flexibility



### Project pipeline<sup>1</sup>

in CHF billion



Note: Approximate plan figures.

<sup>1</sup>Typically construction start within the next five years or already under construction.

### > Pipeline:

- High densification potential and reserves of usable space within existing portfolio

### > Projects under construction:

- Construction under way or imminent; new projects Jelmoli and YOND Campus
- Project volume of CHF ~480 million with total incremental rent of CHF ~23 million (4.8% yield)
- Investment volume 2025 anticipated to be around CHF 170 million

### > Projects in planning:

- CHF ~0.8 billion project volume with a target return of >4%
- Typically, with interim letting and hence planning flexibility
- Next major projects: Grand Passage Geneva, Maaglive Zurich

#### PIPELINE

## Projects completed and projects under construction/with start in 2025



First tenants moved in

	JED Neubau Zurich-Schlieren	BERN 131 Bern	Destination Jelmoli Zurich	YOND Campus Zurich
Construction status	Ongoing tenant fit-out	To schedule	Start in Q2 2025	Start in H1 2025
Pre-letting rate	100%	65%	50%	under negotiation
Investments <sup>1</sup> (in million)	CHF 95	CHF 80	CHF 130	CHF 150
Target rent (thereof incremental in million)	CHF 5.3 (+5.3)	CHF 3.8 (+3.8)	CHF 33 (+6)	CHF 8.7 (+7.0)
Project execution <sup>2</sup>	2022 - 2024	2022 - 2025	2025 - 2027	2025 (phased)
Yield on cost	5.6%	4.8%	4.6%	4.7%

Note: Approximate plan figures.

<sup>1</sup>Capital expenditure in development and construction; excluding existing value.

<sup>2</sup>Basic fit-out, followed by tenant-specific fit-out.

## Selection of planned projects – central locations with attractive use



	Vulkanstrasse 126	Grand Passage	Steinenvorstadt	Maaglive
	Zurich	Geneva	Basel	Zurich
Building regulations	Standard	Standard	Standard	Legally valid district plan
Latest milestone	Construction application submitted	Building permit received (not yet legally valid)	Architectural competition concluded	Building permit received (not yet legally valid)
Letting status	Interim letting	Let	Interim letting	Interim letting
Investments <sup>1</sup> (in million)	CHF ~40	CHF ~150	CHF ~20	CHF ~170
Target rent (thereof incremental in million)	CHF 2.6 (+2.3)	CHF ~34 (+9)	CHF 2.1 (+1.8)	CHF 8.2 (+7)
Project execution <sup>2</sup>	2025 - 2027	from 2026 (phased)	2026 - 2027	from 2027
		Target rent >4%		

Note: Approximate plan figures.

<sup>1</sup>Capital expenditure in development and construction; excluding existing value.

<sup>2</sup> Basic fit-out, followed by tenant-specific fit-out.

## Snapshot: Destination Jelmoli Zurich

#### Construction project and concept

- Iconic Jelmoli building will be re-developed into a mixed-use building complex
- Two original atriums will be reactivated, and the rooftop terrace will be redesigned for public use
- Rental space of 34 000 m<sup>2</sup>, split into
  - 45% office
  - 40% retail (mainly Manor)
  - 15% Leisure and gastronomy (predominately Holmes Place)

Status	Enforceable building permit
Investment volume	CHF ~130 million (excl. existing value)
Letting status	~ 50% pre-let
Schedule	construction start in Q2 2025
Sustainability	SGNI Gold

#### Latest developments / milestones

- > Manor rental agreement signed; planning for tenant fit-out under way
- > Enforceable building permit received
- > Closure of Jelmoli on schedule; modification work to begin Q2 2025
- > Active marketing of office space from March 2025

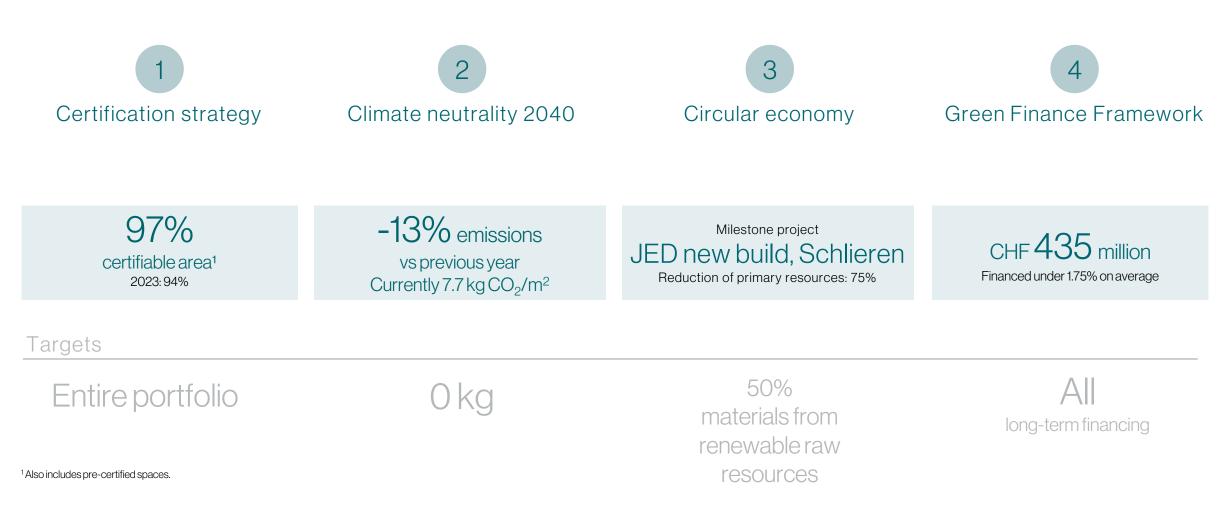
Note: Approximate plan figures, investment totals excluding existing value.



SWISS PRIME SITE

## Continuous progress in our sustainability strategy





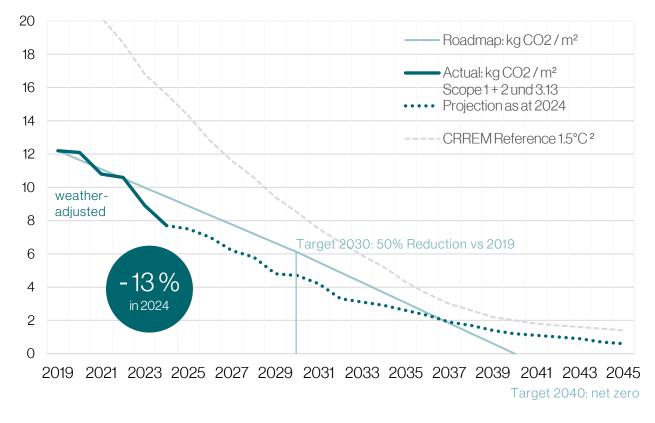
#### SUSTAINABILITY

## Reduction pathway outperforms target - 2040 net zero goal



## CO<sub>2</sub>-Reduction path<sup>1</sup>

#### in kg $CO_2/m^2$



### Major initiatives

- Heating replacement
- Improvement of energy mix
   (e.g. higher proportion of biogas and better district heating mix)
- Modernisation of building shells and smarter building management to improve energy efficiency
- «Green leases» across the portfolio

### Latest milestones

- > Expansion of existing portfolio with modern buildings
- Alto Pont-Rouge, Geneva heat pump/ photovoltaic system
  Stücki Park II, Basel district heating/ photovoltaic system
  Tertianum Paradiso-Lugano heat pump/ photovoltaic system
  Heating upgrade

new district heating

new heat pumps

- St. Gallen, Shopping Arena
- Zollikofen, Industriestr. 21
- Signing of district heating contracts (in particular, incorporation of all properties in the Zurich city centre into CoolCity)

<sup>1</sup>Weather-adjusted since 2024. Compared to the 2023 report, historical data is normalized according to the accumulated temperature difference (ATD) methodology and the Intep greenhouse gas emission factors for the building sector (2024), updated by REIDA, as of 31.10.2024, are used. <sup>2</sup> Carbon Risk Real Estate Monitor (CRREM): reduction path weighted according to Swiss Prime Site's portfolio.



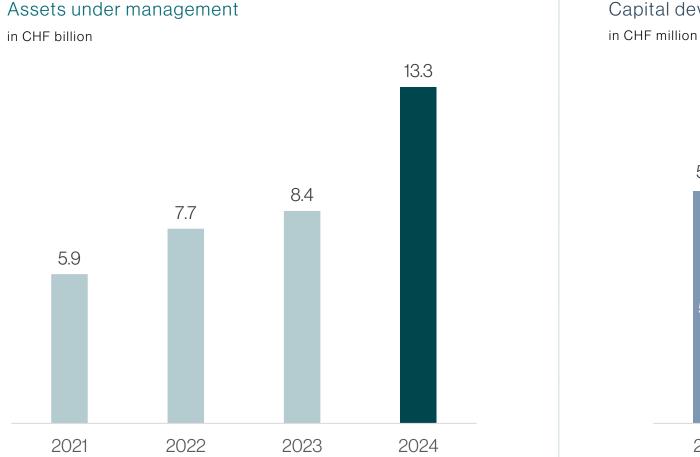
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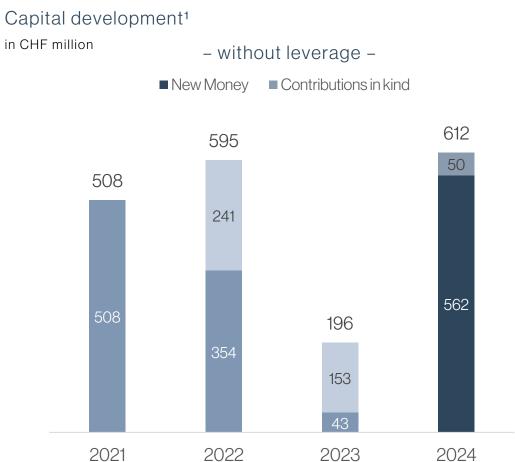


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## AuM development and New Money

Strong market momentum with numerous capital raises by Swiss Prime Site Solutions





<sup>1</sup>New issuances during the respective period; settlement/drawdown may occur later. Includes capital increases of Akara and Fundamentawithin the SPSS Group, not before acquisition.

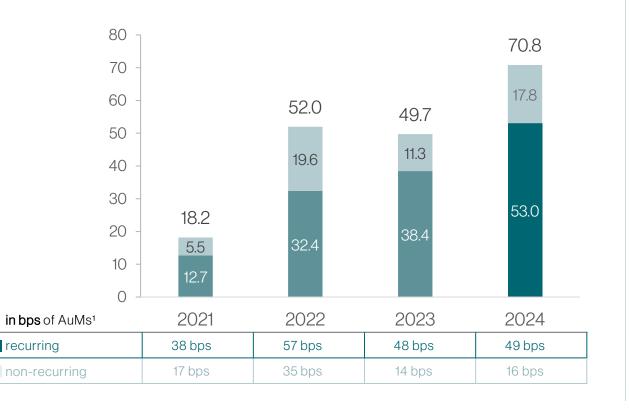


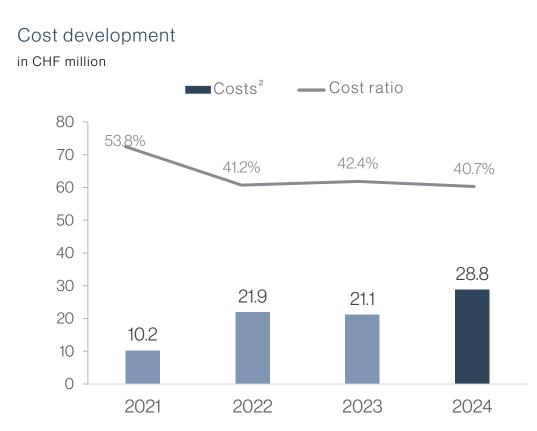
## Earnings and cost development

Strong and solid earnings performance with increasing economies of scale and cost advantages

## Earnings development

in CHF million





<sup>1</sup> based of the average AuM-Basis of period start and end. <sup>2</sup> Includes real estate, personnel and other costs.

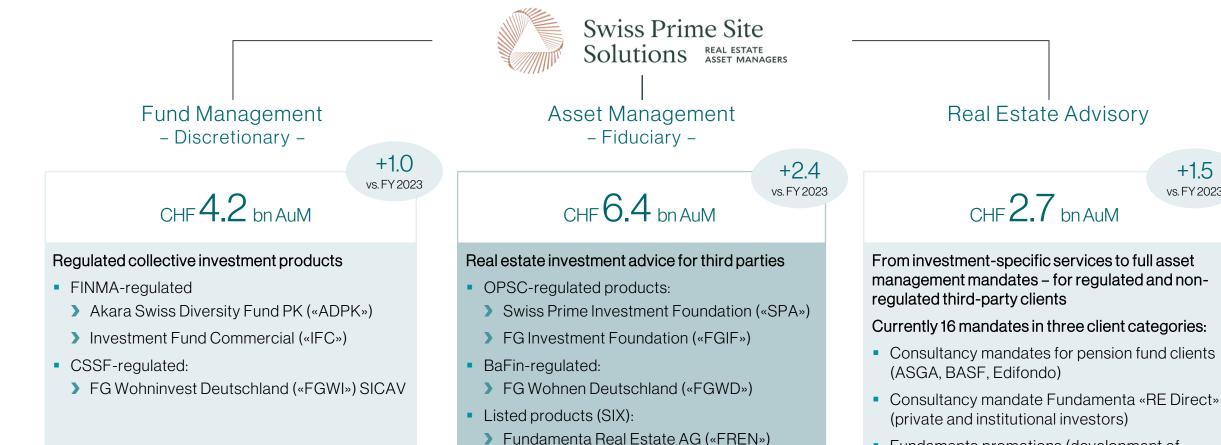


## Growth especially in residential products



+1.5

vs. FY 2023

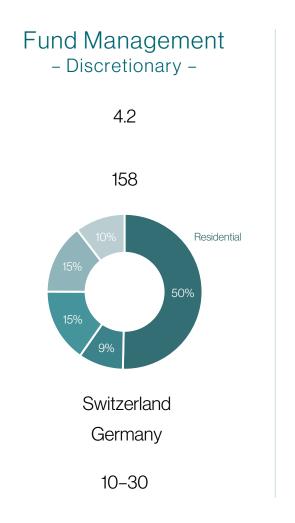


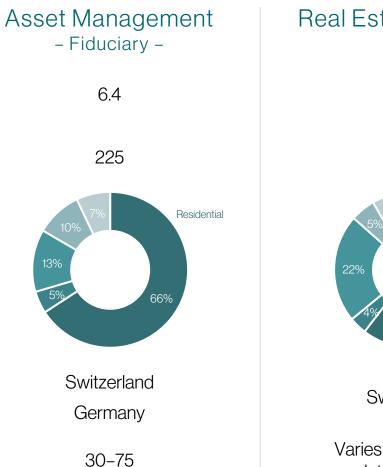
 Fundamenta promotions (development of condominiums)

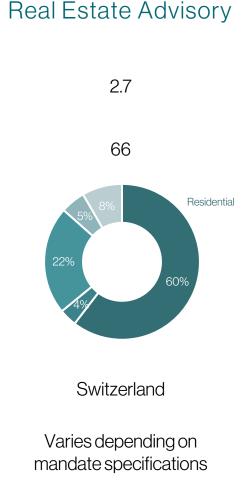
## Complementary focus on residential and smaller properties









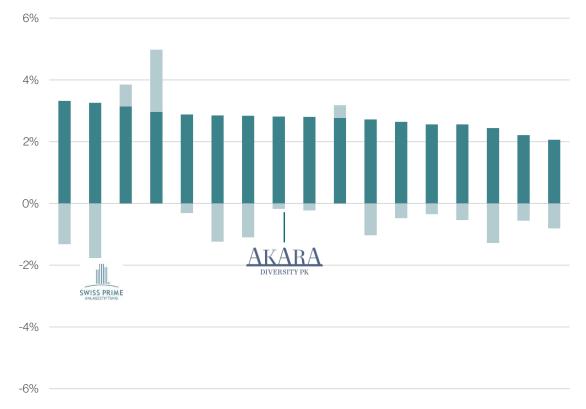


<sup>1</sup> Parking, storage, gastronomy and other. Note: figures may contain differences due to rounding.

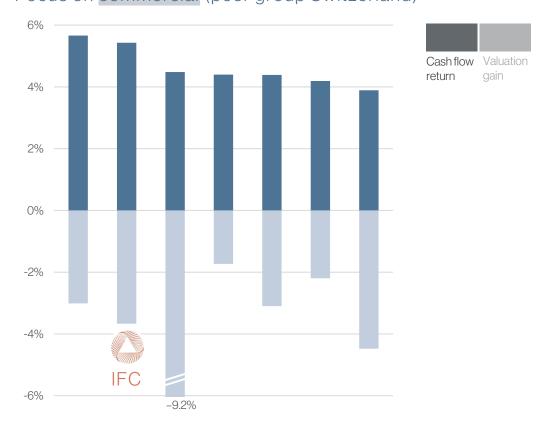
## Investment product benchmarking



### Performance of investment products in 2023<sup>1</sup> Focus on residential (peer group KGAST)



### Fund performance in 2023<sup>1</sup> Legend Focus on commercial (peer group Switzerland)



1 Note: Benchmarking of widespread real estate investment products in Switzerland for 2023 (latest available). Source: Alphaprop 2024.





Agenda

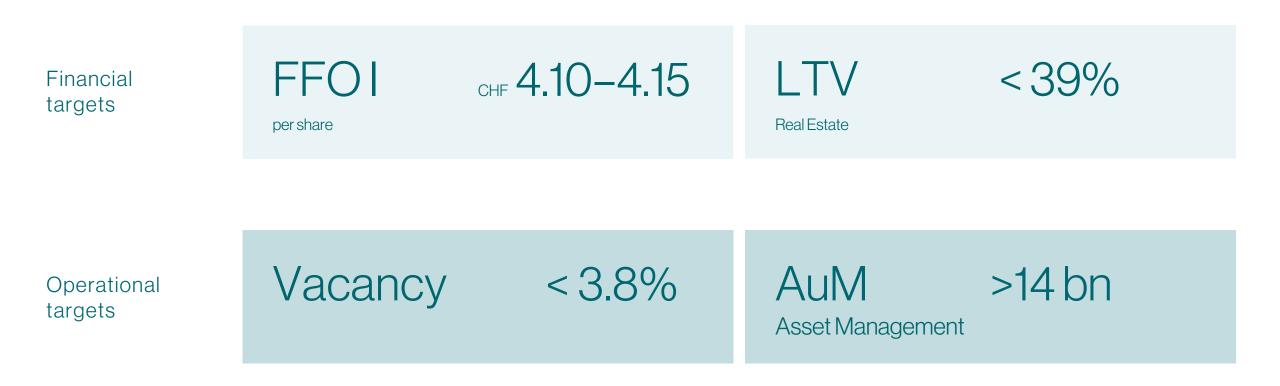


- 1. KEY MESSAGES
- 2. FINANCE
- 3. REAL ESTATE
- 4. ASSET MANAGEMENT
- 5. OUTLOOK

#### OUTLOOK

## Guidance 2025: further profitable growth









### Analyst and investor contact



### Florian Hauber

Head Treasury and Investor Relations Business: +41583171764 Mobile: +41786008140 florian.hauber@sps.swiss

### Media contact



### Patrick Djizmedjian

Head Corporate Communications Business: +41583171742 Mobile: +41796428860 patrick.djizmedjian@sps.swiss

### Company calender

> Annual General Meeting	13 March 2025
> Capital Markets Day	15 May 2025
Results H12025	21 August 2025

### Headquarters

Swiss Prime Site AG Poststrasse 4a CH-6300 Zug Phone: +41 58 317 17 17 CH-8005 Zurich

Zurich Office

Swiss Prime Site AG Prime Tower Hardstrasse 201

## Geneva Office

Swiss Prime Site AG Rue du Rhône 54 CH-1204 Geneva

www.sps.swiss

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