

## Agenda

1. KEY MESSAGES
2. FINANCIALS
3. PORTFOLIO \& PIPELINE
4. OUTLOOK

## Overview - First half-year 2023 (1/2)

## Strategic Focus

- Focus on core real estate investment business
- Sale of Wincasa at a profit of CHF146 million
- Re-Development of Jelmoli property, operations to cease on schedule at end of 2024; preliminary talks with potential tenants and building authorities under way



## Portfolio \& Sustainability

- Stable fair value of the property portfolio at CHF13.1 billion; revaluations of CHF -98.8 million (-0.74\%) offset by accretive investments
- Handover of significant development projects Müllerstrasse/Zurich and Alto Pont Rouge/Geneva on schedule in Q4 2023 (total rental potential of CHF 26.5 million = $6 \%$ rental income 2022)
- Sales of CHF 148 million (around $+10 \%$ over FV) as at August to finance pipeline and optimise portfolio
- Certification of $\sim 100 \%$ of spaces by year end on schedule
- First signatory of Circular Building Charta


## Operating Performance

- Rental income increased by +3.4\% LfL; further decrease in vacancies to record low of 4.1\%
- Subdued investor appetite for asset management business, however growth over to market; AuM at CHF 8.2 billion; income H 1 at CHF 22 million ( $-18 \% \mathrm{y}-\mathrm{o}-\mathrm{y}$ )
- Optimisation of total cost base by approx. CHF 7.5 million from 2024 through streamlining of Group structure


## Financing

- LTV at 39.7\%, seasonal increase compared to year-end [38.8\%], primarily due to dividend in H , but reduction y -o-y of 0.5\% [40.2\%]
- Refinancing of convertible bond of CHF 275 million at 1.625\% for 7 years within Green Finance Framework
- Liquidity covers maturities to 2024 and beyond


## Strategic Focus

## Earnings profile



Note:2018 shows turnover distribution for the entire 2018 financial year, Today shows the first half-year of 2023 , and 2025 is an illustrative representation of the expected turnovers of the future.

## Key figures - First half-year 2023

Absolute



[^0]Results first half-year 2023

## Positive operating environment despite valuation uncertainty

## Transactions



- More active transactions market over the year, albeit at lower level
- Highest market activity continues to be with properties for portfolio optimisation and/or with upside potential on rents (reversals, indexation, revaluation)
- Higher number of institutional buyers back in the market since Q2
- Sales prices still above estimated fair values


## Lettings



- Unabated strong demand for central locations and high quality
- Interest in both long-term rental agreements (unchanged 10 years) and short-term (e.g. FlexOffice)
- No reductions in space for extensions
- Continued decline in construction activity and fewer building permits issued $\rightarrow$ potential shortage of supply


## Valuations



- Discount rate effects result in slight negative revaluations
- Negative revaluations typically across all main use types and locations; positive revaluations on individual properties
- Indexation stabilises valuations for the most part; further positive effects from rent increases, vacancy reductions, and developments



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## Income statement adjusted for sale of Wincasa as per IFRS5

## EBIT reconciliation as per IFRS5 (discontinued operations)

in CHF million


[^1]
## Operating Income: Good growth in rental income despite sales

## Consolidated operating income

in CHF million

|  | H12O22 | H12O23 | $\triangle$ Previous year |
| :---: | :---: | :---: | :---: |
| Rental income | 214.9 | 218.9 | 1.9\% |
| Developments | 8.6 | 4.1 | -52.3\% |
| Asset Management | 27.2 | 22.2 | -18.3\% |
| Retail | 57.4 | 59.7 | 4.1\% |
| Other | 2.4 | 2.7 | 9.7\% |
| Total operating income | 310.6 | 307.6 | -0.9\% |

- Increase in rental income of CHF 4 million despite sales as part of capital recycling (CHF 3.5 million rent); primarily due to indexation, reduction in vacancy and good turnover rents (EPRA LfL +3.4\%)
- Reduction in development income based on projects (H1 sale of remaining units in Plan-les-Ouates / Geneva); currently no further PoC projects planned
- Decline in asset management income despite significant increase in recurring fees due to low transaction volumes (funding and acquisitions)
- Higher turnover in retail (Jelmoli) with higher footfall and improved conversion


## Stable costs with potential for reduction through streamlining

## Consolidated operating expense

in CHF million

|  | $H 12022$ | H 12023 | $\Delta$ Previous <br> year |
| :--- | ---: | ---: | ---: |
| Real estate costs | -33.4 | -33.3 | $-0.5 \%$ |
| Development costs | -7.8 | -3.8 | $-51.1 \%$ |
| Cost of goods sold | -30.0 | -30.6 | $+1.8 \%$ |
| Personnel costs | -41.0 | -41.5 | $+1.2 \%$ |
| Depreciationand impairments | -6.8 | -3.3 | $-52.0 \%$ |
| Other | -14.7 | -11.0 | $-25.3 \%$ |
| Total operating expenses | -133.7 | -123.4 | $-7.7 \%$ |

- Lower real estate costs despite inflation and growth in rental income; ongoing strong focus on costs and portfolio optimisation
- Development costs in line with income evolution
- Cost of goods sold reflects higher turnover and slightly higher margin in retail business
- Slight increase in personnel costs driven by provisions for Jelmoli redundancy plan and in-sourcing of specific development competences as part of Wincasa sale
- Streamlining corporate structure implies reduction of cost base totalling approx. CHF 7.5 million from 2024, focus on areas of personnel, consultancy costs/IT and other expenses


## Further growth in operating profit

## Group profitability

in CHF million

|  | $H 12022$ | H 12023 | DPrevious <br> year |
| :--- | ---: | ---: | ---: |
| Total operating income | 310.6 | 307.6 |  |
| Revaluations (net) | 166.6 | -98.8 |  |
| Result from property sales (net) | 14.7 | 9.8 |  |
| Income from associates | 0.5 | 0.4 |  |
| Total operating expenses | -133.7 | -123.4 |  |
| EBIT | 358.6 | 95.7 | $-73 \%$ |
| EBIT (excl. revaluations) | 192.0 | 194.5 | $+1.3 \%$ |

- Negative revaluations of CHF -98.8 million (-0.74\% of portfolio of CHF 13.1 billion)
- Devaluations typically across the main types of use and locations
- Valuation gains on individual properties, especially development properties
- Income from property sales (10 sales until august) demonstrates resilience of portfolio (overall $\sim 10 \%$ above latest fair value)


## Largely stable FFO I and EPRA NTA per share

Funds from Operations I (FFO I) ${ }^{1}$
in CHF per share


- Excl. Wincasa largely stable FFOI
- Improved operating result primarily in lettings offsets higher interest expenses

EPRA NTA (Net Tangible Assets)
in CHF per share


- Operating performance and stable profit contribution despite rising interest rates
- Disposal gain from Wincasa CHF 145.9 million
${ }^{1}$ Lower amount excluding operating cash flow from Wincasa. Growth based on amounts excluding Wincasa.


## Portfolio: Growth in rental income by 3.4\% on EPRA LfL basis

## Rental Income Bridge ${ }^{1}$

in CHF million

| 224.1 | Sales | $\Delta$ Existing <br> propertiess | Modifications <br> Moderisations | Purchases | Completion <br> projects |
| :--- | :---: | :---: | :---: | :---: | :---: |

- Increase in rental income of around CHF 4 million (+2\%) to CHF 228 million
- Despite sales with rents of CHF 3.5 million, no purchases and low project completions
- Key factors
- Indexation
- Vacancy reduction
- Continuous improvement of spaces
- ~90\% of rental contracts tied to inflation²; as yet only 38\% of potential for 2023 realised in H 1 (effects in second HY 2023)
- EPRA LfL growth of $+3.4 \%$
${ }^{\top}$ Basis: Real Estate segment
${ }^{2}$ Comprising National Consumer Price Index (LIK), reference rate for rents, and turnover rents.


## Portfolio: Stable value trend through accretive investments

Property Portfolio Bridge (Fair Value)
in CHF million


- Total 168 properties (2022: 176)
- Continuous optimisation as part of capital recycling strategy
- Sales to finance development pipeline
- Focus on prime locations and properties
- Increased efficiency through portfolio consolidation (portfolio clusters, larger individual buildings)
- Portfolio value stable at 13.1 billion (-0.18\%):
- Change in discount rate for investment properties by 21 bps: $3.93 \%$ vs. $3.72 \% ~(2022)^{2}$
- Offset by higher rental income (indexation, higher new rentals) and optimisations in property expenditures

[^2]
## Asset Management: AuM growth despite challenging market

```
Earnings Overview
in CHF million
\begin{tabular}{|c|c|c|c|}
\hline & H12022 & H12023 & \(\triangle\) Previous year \\
\hline Fee income & 28.0 & 22.2 & -21\% \\
\hline thereof recurring & 53\% & 78\% & \\
\hline EBIT & 17.1 & 11.3 & -34\% \\
\hline \%-margin & 62\% & 51\% & \\
\hline Assets under Management in CHF billion & \[
\begin{aligned}
& +6 \\
& 7.2
\end{aligned}
\] & \[
\xrightarrow[7]{\mathrm{O}})_{8.2}
\] & \\
\hline
\end{tabular}
```

- Overall, 2023 a challenging environment, with subdued investor appetite, especially from pension funds
- AuM growth of $6.5 \%$ compared to year end, increasingly also through property contributions in kind; above market growth
- Fewer capital increases and property purchases reduce income in first half-year
- Significantly higher recurring income ( $78 \%$ vs. $53 \%$ 2022) underlines stability of earnings
- Attractive pipeline allows optimistic forecast for FY 2023


## Stable financing

Financing Parameters
in CHF million

|  | H12022 | 2022 | H12023 |
| :---: | :---: | :---: | :---: |
| Investment properties | $13^{\prime} 066$ | $13^{\prime} 088$ | 13 '064 |
| of which unencumbered | 85\% | 86\% | 85\% |
| Financial liabilities (Real Estate segment) | 5'291 | 5'095 | 5'286 |
| of which fixed interest | 80\% | 78\% | 77\% |
| Net financial liabilities (Real Estate segment) | 5'259 | 5'074 | 5'184 |
| LTV (net) | 40.2\% | 38.8\% | 39.7\% |
| $\varnothing$ interest rate | 0.7\% | 0.9\% | 1.2\% |
| $\varnothing$ maturity | 5.0 years | 5.1 years | 4.8 years |

Rating - Moody's AS
stable
Consolidated Financing Structure 86\% unsecured


## Balanced maturity profile with ample liquidity headroom

Liquidity
Cash and cash equivalents and unused committed credit lines in CHF million


Debt Maturity Profile
at nominal values in CHF million



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## Portfolio focus on business centres and larger properties



## Office as largest segment and broad tenant diversification

Portfolio by Types of Use ${ }^{1}$
as at 30.06.2023


Broad Tenant Diversification
as at 30.06.2023

${ }^{1}$ Real Estate Segment.
Note: Values based on rental income

## Highest density of prime locations and quality in the Swiss market

Portfolio Market Matrix
Wüest Partner as of 30.06.2023

low
N $-\quad-\quad-$ Quality of location

Quadrant I: $83 \%$ of portfolio value
> classified as «top properties» by Wüest Partner

Quadrant IV: 14\% of portfolio value
》Excellent location quality; property quality continuously enhancing through active asset management

Quadrant II \& V: 3\% of portfolio value
> Focus capital recycling

Best use in the right place!

## Record low vacancy through successful property management

Vacancy Rate
in \% (Consolidated)


Balanced lease expiry profile for rental contracts, stable WAULT

Lease Expiry of Rental Contracts
as at 30.06.2023
>2023: 83\% already extended
>2024: 66\% already extended



## Portfolio enhancement through capital recycling

1
Funding pipeline



3
Enhancing Locations \& Sustainability

- Non-core
- Low BREEAM Rating

- Top locations
- SNBS Label

[^3]
## Investments in first-class development projects

Project Pipeline as at 30.06.2023
in CHF million


## > Pipeline:

- High densification potential and land reserves within the existing portfolio and ongoing «refreshing» of the land bank through acquisitions
> Projects under construction:
- CHF ~1070 m project volume with target rental income totalling CHF $\sim 54 \mathrm{~m}$
- To date CHF ~870 m invested incl. land and development costs incurred
> Projects in planning:
- CHF ~970 m planned investments with target return of $4-5 \%$, thereof CHF 200 m already invested (land, accrued development, etc.)
- Building permits are valid for 4 years, which implies a high flexibility in implementation
${ }^{1}$ CHF 200 million already invested, majority land bank (CHF $\sim 770$ million not committed to date).
${ }^{2}$ Project execution.


## Projects under construction with high levels of pre-letting

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Müllerstrasse Zurich | Alto Pont-Rouge Lancy | Stücki Park I+II Basel | JED new build Schlieren | Tertianum <br> Paradiso \& Olten | BERN 131 <br> Berne |
| Construction status | Scheduled | Scheduled | Scheduled | Scheduled | Scheduled | Scheduled |
| Pre-letting rate | 100\% | 70\% | 90\% | 100\% | 100\% | 60\% |
| Investments¹ (million) | CHF 220 | CHF 305 | CHF 250 | CHF 105 | CHF 75135 | CHF 80 |
| Target rent (million) | CHF 11 | CHF 15.5 | CHF 14 | CHF 5 | CHF 3.3 \| 1.3 | CHF 3.5 |
| Project execution² | 2021-2023 | 2020-2023 | 2020-2024 | 2022-2024 | 2021-Q12024 | 2022 - Q1 2025 |
| Yield on cost | 4.8\% | 5.1\% | 5.7\% | 4.9\% | $\sim 4 \%$ | 4.4\% |

Note: Approximate planfigures
${ }^{1}$ including land and acquisition costs. $\left.\right|^{2}$ Basic fit-out, then tenant-specific fit-out.

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

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Steinenvorstadt Basel | Route de Meyrin 49 Geneva | Destination Jelmoli Zurich | Werk 47 <br> Zurich | maaglive Zurich | Dreispitz Mitte Basel |
| Building regulations | Standard | Legally valid district plan | Standard | Standard | Legally valid district plan | District plan under development |
| Latest milestone | Study competition concluded | Project definition concluded | Project definition | Project definition | Building permit received (not yet enforceable) | Planning instrument under development |
| Letting status | Interim letting | Interim letting | Reopening from 2027 | Interim letting | Interim letting | Interim letting |
| Investments¹ (million) | CHF ~55 | CHF ~110 | CHF 100+ | CHF ~180 | CHF ~170 | CHF ~170 |
| Target rent (million) | CHF ~2 | CHF ~5 | CHF ~30 | CHF ~8 | CHF ~7 | CHF ~8 |
| Projectexecution² | 2024-2026 | 2025-2027 | 2025-2027 | 2025-2027 | 2025-2028 | 2030-2032 |

Target yield 4 - 5\%
Note: Approximate plan figures
${ }^{1}$ including existing value (land and acquisition costs); Destination Jelmoli excluding existing value. ${ }^{2}$ basic fit-out, then tenant-specific fit-out.

## Significant progress in our sustainability strategy

1
Certification Strategy
$\sim 100 \%$
of space by end of 2023 2022: 75\%
-25\%
emissions vs. 2019
2022: $16.9 \mathrm{kgCO}_{2} / \mathrm{m}^{2} \mathrm{a}$

Green Finance Framework

## First signatory kreislauforientiertes CHARTA <br> ©

## Climate neutrality in our property portfolio by 2040

$\mathrm{CO}_{2}$-Reduction Path
in $\mathrm{kg} \mathrm{CO}_{2}$-eq/m2a


## Milestones in 2023

- Replacement of heating with renewable energy in Geneva, Rue du Rhône and Route de Malagnou
- Purchase of climate-neutral district heating consumption from 1.8.2023 for 8 properties in Basel
- Portfolio additions from developments (Richterswil, Gartenstrasse 7)
- Roll-out of implementation of green leases in portfolio and future development of operational optimisation (BO Academy with operators)


## Milestones in 2024

- Heating replacement (in implementation) $\rightarrow$ St. Gallen, Shopping Arena new district heating $\rightarrow$ Zollikofen, Industriestr. 21 new heat pump
- Portfolio additions from developments (completion 2023)
$\rightarrow$ Lancy, Alto Pont Rouge
SNBS
$\rightarrow$ Zürich, Müllerstrasse
SNBS
- Development projects in implementation
$\rightarrow$ Thun, Bälliz $67 \quad$ Minergie
$\rightarrow$ Uster, Poststrasse 14/20 SNBS


## Asset Management: Three strong pillars


${ }^{2}$ Occupational Pension Supervisory Commission.

## Strong market position for new investor appetite

Independent Real Estate Asset Managers ${ }^{1}$

CHF8.2 Mrd.


Competitors

## 》Economies of scale with market growth

## Fundraising Drivers

Real Estate Asset Allocation

- As at H1 at $\sim 24 \%$ for pension funds (-1\% vs. Q1)
- Reduces with upswing in equities and bond markets, so more appetite for real estate funds


## Inflows

- Continuous CHF ~20 bn net inflows per year for pension funds
- Strong employment growth relevant for pension funds
>Currently positive market developments


## Targets 2025 solutions

n 10

## egt 50 <br> m

## > We stick to our targets

[^4] Sources: CSPension Fund Index (real estate ratio), SFSO (new assets)


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Financial guidance confirmed for the 2023 year
stable ${ }^{1}$

Vacancies <4.1\%

AuM
~ 8.2 bn


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Agenda

| >Capital Markets Day | October $25^{\text {th }} 2023$ |
| :--- | :--- |
| Annual Results 2023 | February $8^{\text {th }} 2024$ |

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## Largest listed real estate company in Switzerland

| \#1 <br> Landlord in Switzerland | CHF 13.1 bn <br> Portfolio value | CHF 8.2 bn Assets under Management |
| :---: | :---: | :---: |
| $\begin{gathered} 168 \\ \text { Properties } \end{gathered}$ | CHF 437 m <br> Rental income | CHF 47 m <br> Fee related earnings |
| Top 20\% of GRESB ${ }^{1}$ | $5.2 \text { y }$ WAULT | $\begin{gathered} 365 \% \\ \text { Total return } \\ \text { since IPO } \end{gathered}$ |
| $\text { CHF } 348 \text { m }$ EBIT | CHF 2.2 bn <br> Development pipeline | $4.2 \%$ <br> Dividend yield ${ }^{2}$ |



1 peer comparison (4th of 20). Note: Figures per June 2023 or Last Twelve Months; share related data per August $18^{\text {th }} 2023$ ${ }^{2}$ Dividend for 2022 (based on share price as of December 31st 2022)

## Two strong pillars with resilient business models



## Our investment proposition

Leading

Growing

Yielding

Defensive

》Largest listed Swiss real estate company；high quality property portfolio of more than CHF 13 billion fair value； $100 \%$ free float and high share liquidity

》 Complementary Asset Management franchise with CHF 8 billion Assets under Management
》Long－standing sustainability strategy（building certification，climate neutrality until 2040，ESG－linked financing and remuneration）

Inflation linked rental income with track record to deliver；rent growth through active property management
》 High organic growth in Asset Management with external capital
》Attractive development pipeline of some CHF 2 billion delivering additional rental income and value uplift

》 Stable cash flows；FFO yield of around $5 \%$
）Fee Related Earnings with high margins and economies of scale
》Attractive dividend distribution since inception

》 Diversified tenant base in a resilient economy
》 Prudent growth financing through capital recycling
》Conservative capital structure with broad access to financing

## Portfolio: Office as key segment with a defensive retail portion

Type of use
in \%, evolution 2014-2022


Characteristics Retail
in \%, 2022

Note: Based on rental income


## Continuous improvement in ESG ratings

|  | Company |  |  | Portfolio |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | MSCl | ISS ESG® | Onrate | GRESB |  |
| Rating <br> 13.1 Low Risk <br> (0-10: Negligible <br> 10-20: Low <br> 20-30: Medium <br> 30-40: High) | AA <br> (AAA to CCC) | $\begin{aligned} & C \text { «PRIME» } \\ & (A+\text { to } D-) \end{aligned}$ | $\begin{aligned} & A- \\ & (A+\text { to } D-) \end{aligned}$ | Standing Inv. <br> Development <br> ( 1 to 100 / * to *****) | $\begin{aligned} & 85 \text { **** } \\ & 88^{* * * *} \end{aligned}$ |
| -0.2 points | +1 level | +1 level | + 1 level | Update pending |  |
| Date May 2023 | June 2023 | May 2023 | May 2022 | Input June 2023 |  |

## 100\% free float and high liquidity of the shares

Major Shareholders


Registered Share Data

| First day of trading | April 5,2000 |
| :--- | :--- |
| \# of shares outstanding | 76.7 million |
| Free float | $100 \%$ |
| ISIN | CH0008038389 |
| Ticker symbol | SPSN |
| Share class | Registered shares |
| Main listing | SIX Swiss Exchange Zurich |
| Market segment | SPI, SMIM, SXI (Real Estate, Swiss Sustainability <br> 25) |
| Major indices | FTSE EPRA Nareit (Europe, World), Stoxx Europe <br> 60O (Broad, Real Estate, ESG), S\&P Europe 350, <br> MSCI ASCI IMI |

Sources: Shareholders based on latest stock exchange filings or investor disclosure

## Outperforming Swiss and European indices since IPO



Total Return comparison including gross dividend; EPRA rebased to CHF for comparability Sources: Bloomberg from April $5^{\text {th }} 2000$ to August $18^{\text {th }} 2023$

## Swiss Real Estate offering compelling Risk-Return Profile

Returns and standard Deviations of all Listed Real Estate Segments since 2002

Annualized Return
2002-2022


## Swiss Economic Environment

Economic Indicators

|  | 2022 | 2023 | 2024 |
| :--- | :---: | :---: | :---: |
|  |  | Forecast | Forecast |
| Real GDP | $2.1 \%$ | $1.1 \%$ | $1.5 \%$ |
| Selected components |  |  |  |
| Private consumption | 4.0 | 1.8 | 1.2 |
| Construction industry <br> (Over- and underground) | -4.3 | -1.2 | 0.7 |
| Exports | 4.7 | 3.2 | 4.2 |
|  |  |  |  |
| Employment | 2.7 | 1.8 | 0.7 |
| Unemployment rate | 2.2 | 2.0 | 2.3 |
| Inflation | 2.8 | 2.2 | 1.5 |

\% Growth figures except for unemployment rate and inflation
Source:SECO June 15th

Swiss Purchasing Managers' Index (PMI)


Source: Bloomberg

## Resilient Swiss economy with persistently lower Inflation

## Employment Growth

Indexed to 2000


GDP Split Switzerland
Nominal, 2022 - Production Perspective
-chF $84^{\prime} 000$ gdp per Head
Top 5 per OECD


Inflation
Headline inflation y-o-y


[^5]
[^0]:    ${ }^{1}$ before revaluations. Each including/excluding Wincasa effects. ${ }^{2}$ incl. gains on disposals.

[^1]:    ${ }^{1}$ before revaluations.

[^2]:    ${ }^{1}$ Difference to income statement from revaluation of leaseholds.
    ${ }^{2}$ According to Wüest Partner
    ${ }^{3}$ Sales incl. sale of PLOA.

[^3]:    ${ }^{1}$ Sales in 2023, Pipeline refers to projects under construction. Distribution according to rental income.

[^4]:    ${ }^{1}$ ' Overview of the largest independentreal estate asset manager based on assets under management of directreal estate investments. Sizes are based on latest available figures and estimates.

[^5]:    Sources: Bloomberg, Federal Statistical Office

