SWISS PRIME SITE

RESULTS FIRST HALF-YEAR 2023

ZURICH, 24. AUGUST 2023

-

minilitie

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 ~100% of spaces by year end on schedule
- First signatory of Circular Building Charta

Overview – First half-year 2023 (2/2)



Operating Performance



Financing

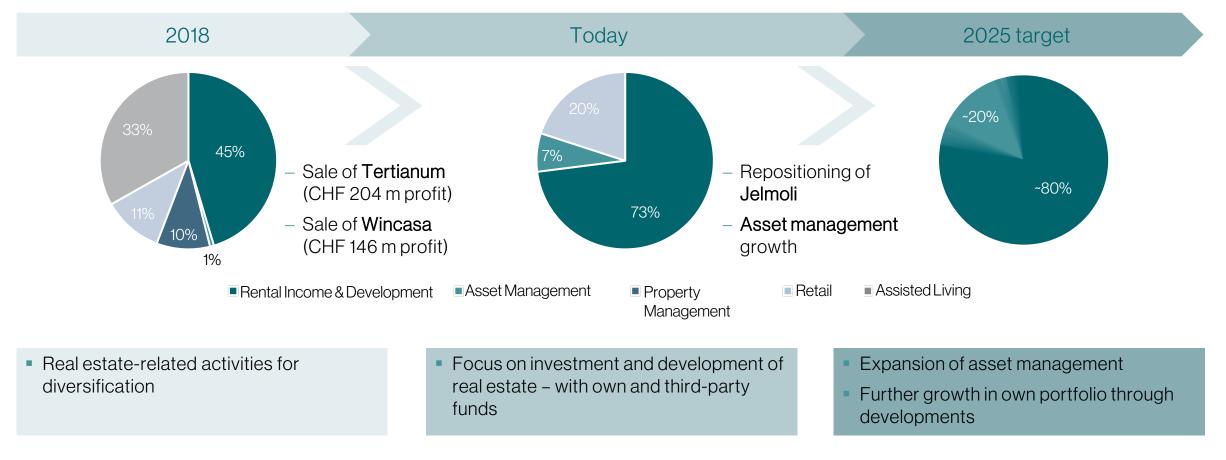
- Rental income increased by +3.4% LfL; further decrease in vacancies to record low of 4.1%
- Subdued investor appetite for asset management business, however growth over to market; AuM at CHF 8.2 billion; income H1 at CHF 22 million (-18% y-o-y)
- Optimisation of total cost base by approx. CHF 7.5 million from 2024 through streamlining of Group structure

- LTV at 39.7%, seasonal increase compared to year-end [38.8%], primarily due to dividend in H1, 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

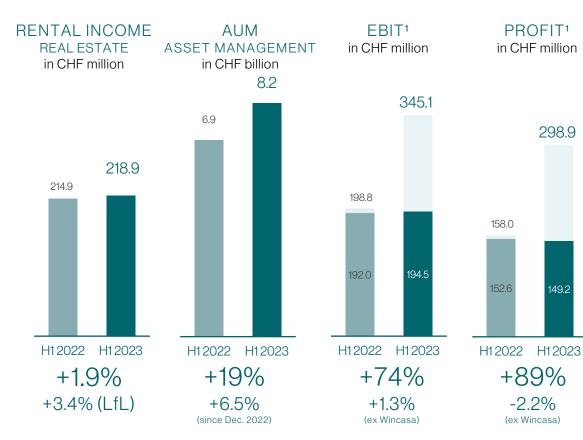


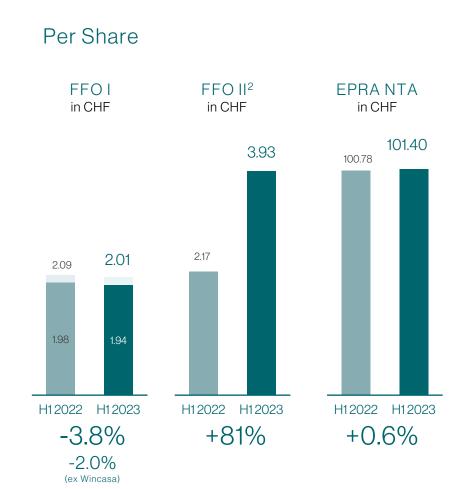
Note: 2018 shows turnover distribution for the entire 2018 financial year, Today shows the first half-year of 2023, and 2025 is an illustrative representation of the expected turnovers of the future.

Key figures – First half-year 2023









¹ before revaluations. Each including/excluding Wincasa effects. ² incl. gains on disposals.

KEY MESSAGES

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

SWISS PRIMES T

-

WECREATE LIVING SPACES

Agenda



1. KEY MESSAGES

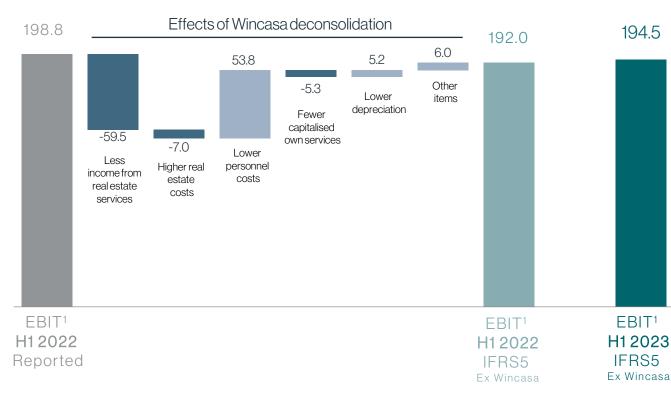
2. FINANCIALS

- 3. PORTFOLIO & PIPELINE
- 4. OUTLOOK

Income statement adjusted for sale of Wincasa as per IFRS5



EBIT reconciliation as per IFRS5 (discontinued operations) in CHF million



- Income statement under IFRS5 for discontinued operations Wincasa
- Adjustment of figures from previous period
- Significant effects
 - Income from external property management of Wincasa for third parties
 - Personnel costs for property management
 - Higher real estate costs through property management fee for our portfolio (now external cost)
- H1 2023 figures now basis for full year and subsequent years
- Segment reporting with real estate and asset management as well as retail/ Jelmoli (until 2024)

¹before revaluations.

Operating Income: Good growth in rental income despite sales

Consolidated operating income

	H12022	H12023	∆ 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

	H12022	H12023	∆ Previous 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%
Depreciation and 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



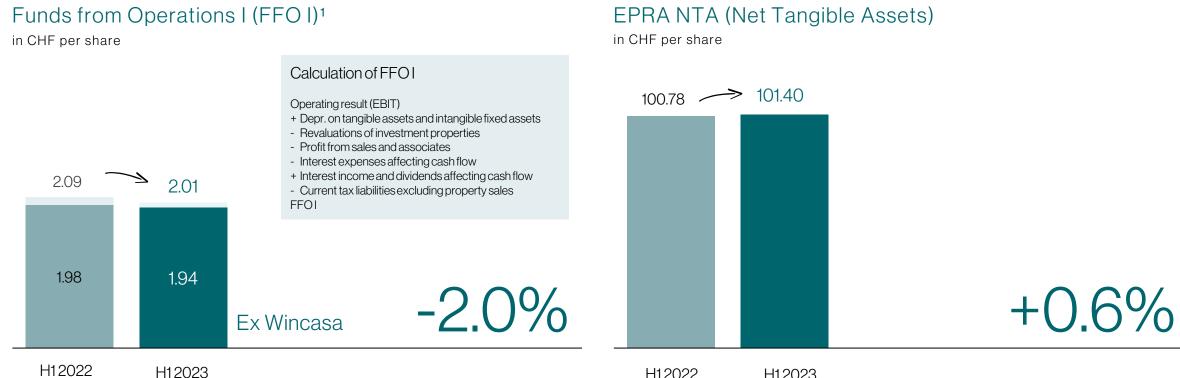
Group profitability

	H12022	H12023	∆ Previous 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 ~10% above latest fair value)

Largely stable FFO I and EPRA NTA per share





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

H12022 H12023

- Operating performance and stable profit contribution despite rising interest rates
- Disposal gain from Wincasa CHF 145.9 million

¹Lower amount excluding operating cash flow from Wincasa. Growth based on amounts excluding Wincasa.

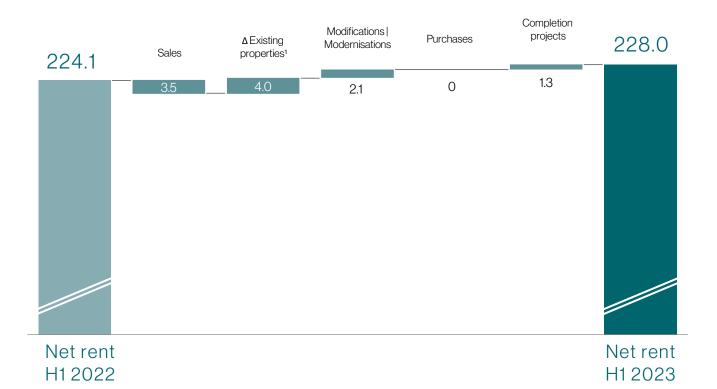
¹Basis: Real Estate segment.

² Comprising National Consumer Price Index (LIK), reference rate for rents, and turnover rents

FINANCIALS

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

Rental Income Bridge¹



- 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 H1 (effects in second HY 2023)
- EPRA LfL growth of +3.4%

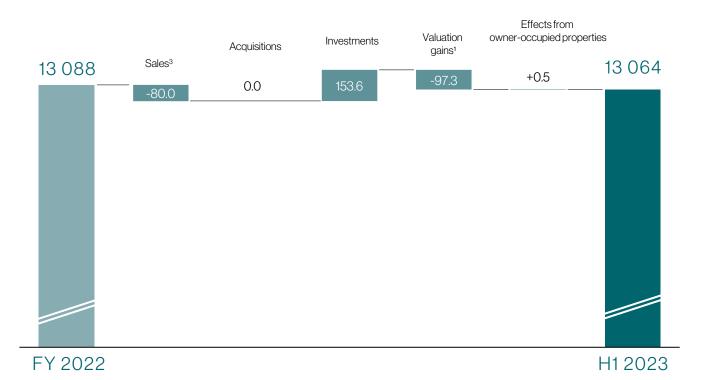


Portfolio: Stable value trend through accretive investments



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

¹Difference to income statement from revaluation of leaseholds. ² According to Wüest Partner. ³ Sales incl. sale of PLO A.

Asset Management: AuM growth despite challenging market



Earnings Overview

H12022	H12023	∆ Previous year
28.0	22.2	-21%
53%	78%	
17.1	11.3	-34%
62%	51%	
7.2	7.7 8.2	
	28.0 53% 17.1 62% +6.5 7.2	$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$

- 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

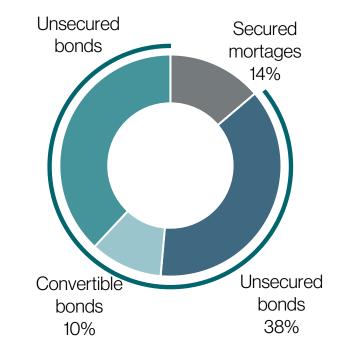
	H12022	2022	H12023
Investment properties	13'066	13'088	13'064
of which unencumbered	85%	86%	85%
Financial liabilities (Real Estate segment)	5'291	5'095	5'286
of which fixed interest	80%	78%	77%
Net financial liabilities (Real Estate segment)	5'259	5'074	5'184
LTV (net)	40.2%	38.8%	39.7%
Ø interest rate	0.7%	0.9%	1.2%
Ømaturity	5.0 years	5.1 years	4.8 years



Rating – Moody's A3 stable

Consolidated Financing Structure

86% unsecured



FINANCIALS

Balanced maturity profile with ample liquidity headroom

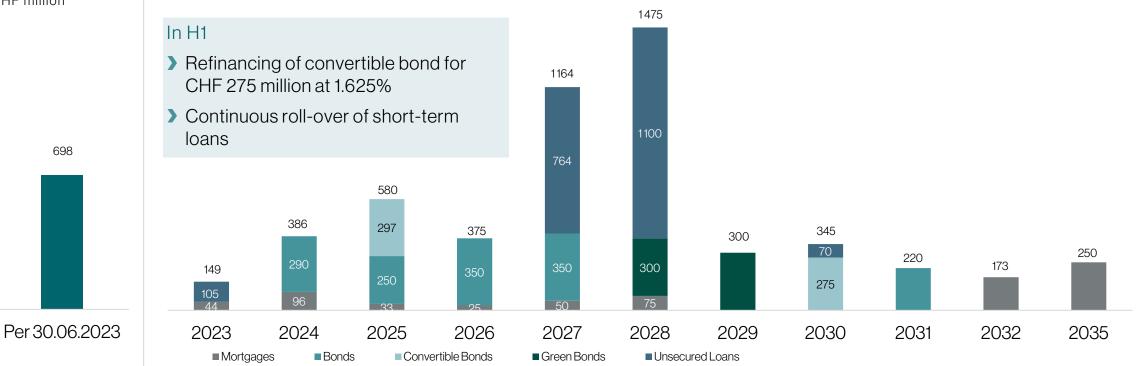


Liquidity

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

Debt Maturity Profile

at nominal values in CHF million



SWISS PRIME SITE

WE CREATE LIVING SPACES

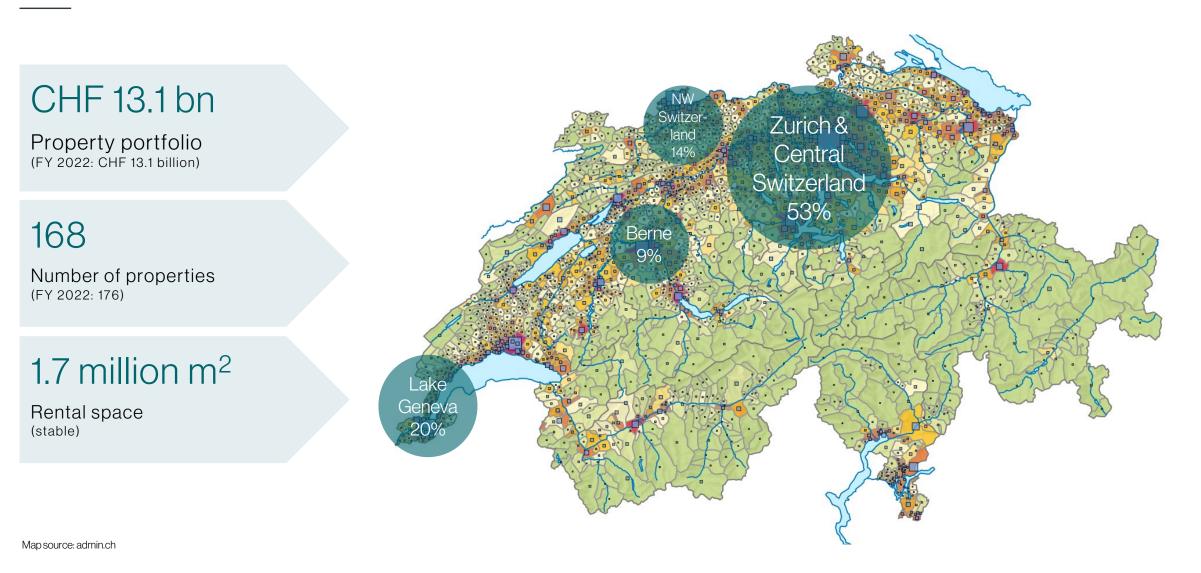
Agenda



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

Portfolio focus on business centres and larger properties

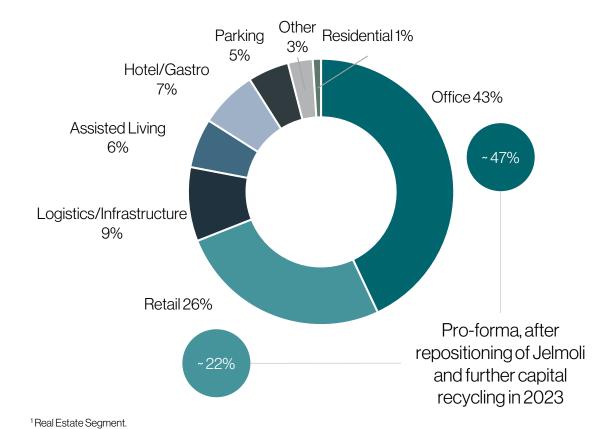




Office as largest segment and broad tenant diversification

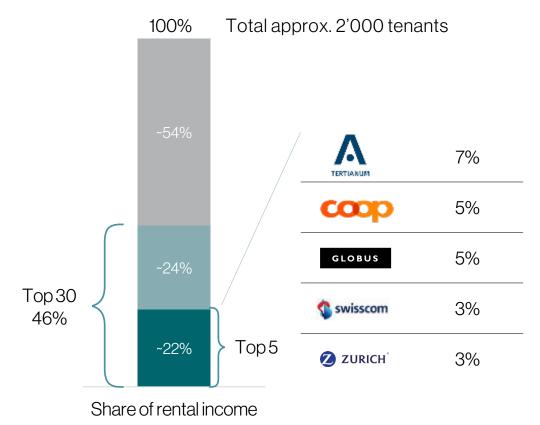


Portfolio by Types of Use¹ as at 30.06.2023



Broad Tenant Diversification

as at 30.06.2023



Note: Values based on rental income

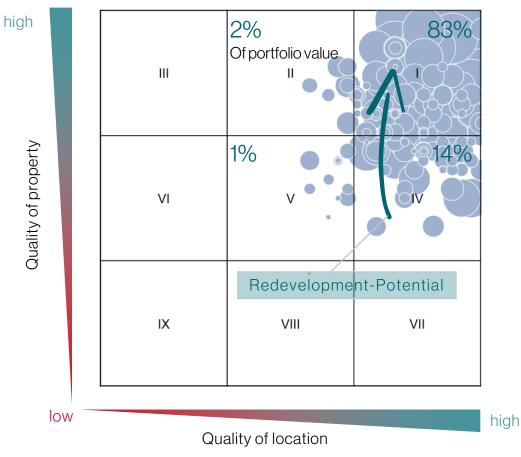
PORTFOLIO

Highest density of prime locations and quality in the Swiss market



Portfolio Market Matrix

Wüest Partner as of 30.06.2023



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

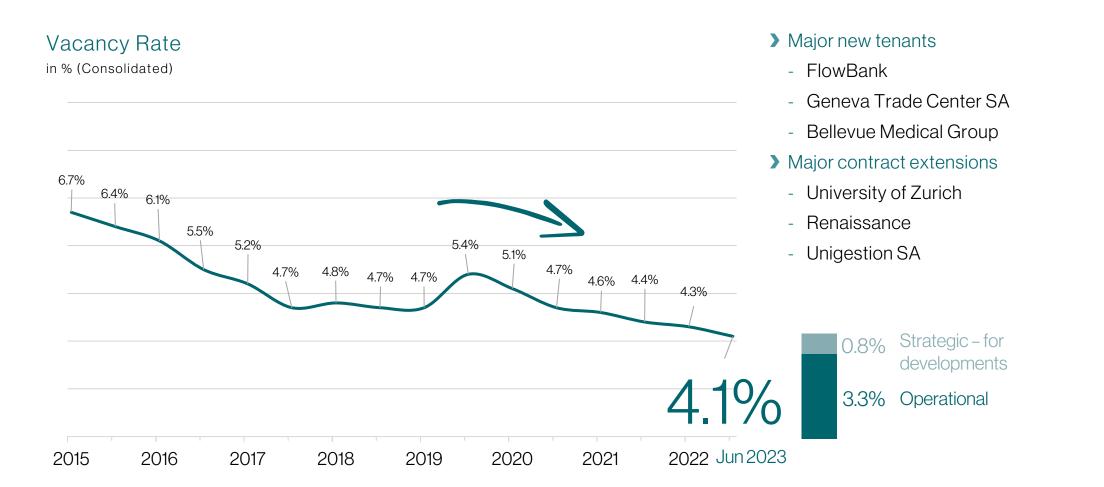
> Focus capital recycling

Best use in the right place!

PORTFOLIO

Record low vacancy through successful property management





Balanced lease expiry profile for rental contracts, stable WAULT

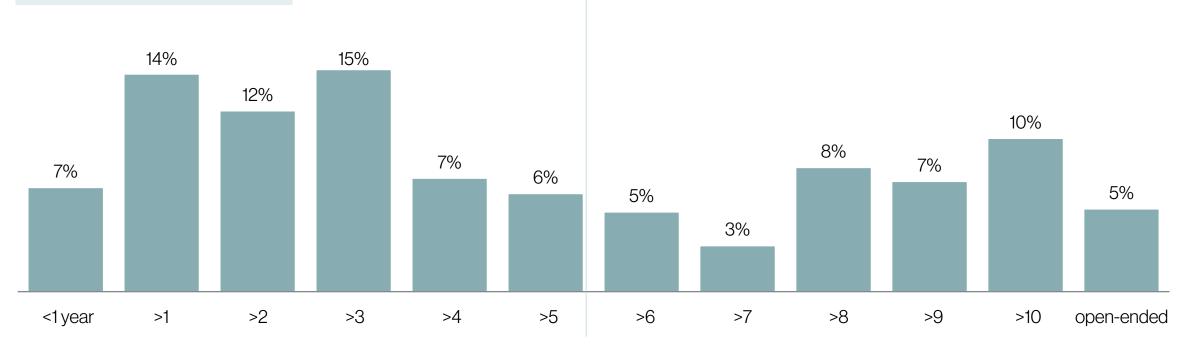


Lease Expiry of Rental Contracts as at 30.06.2023

> 2023: 83% already extended

> 2024: 66% already extended

WAULT 5.2 years



R

SWISS PRIME SITE

WE CREATE LIVING SPACES

PIPELINE

Portfolio enhancement through capital recycling



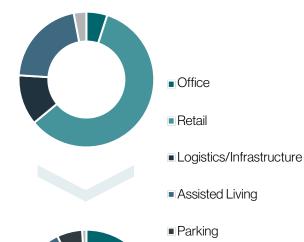




Funding pipeline

 Geneva/ Alto Pont-Rouge: BNP Paribas (anchor tenant)







Enhancing Locations & Sustainability

3

- Non-core
- Low BREEAM Rating



- Top locations
- SNBS Label

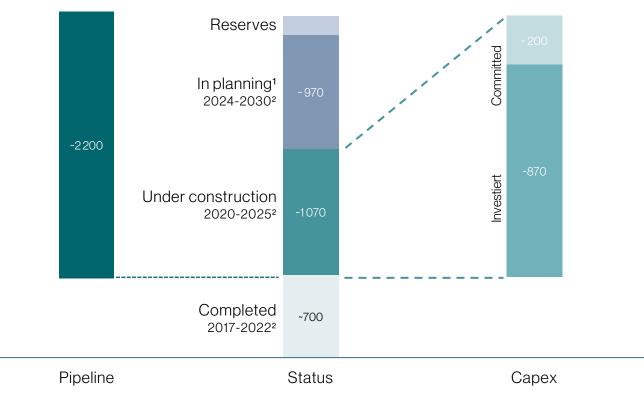
¹Sales in 2023, Pipeline refers to projects under construction. Distribution according to rental income.

Investments in first-class development projects



Project Pipeline as at 30.06.2023

in CHF million



¹ CHF 200 million already invested, majority land bank (CHF ~770 million not committed to date) ² Project execution.

> Pipeline:

- High densification potential and land reserves within the existing portfolio and ongoing «refreshing» of the land bank through acquisitions

> Projects under construction:

- CHF ~1 070 m project volume with target rental income totalling CHF ~54 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

PIPELINE

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 Paradiso & Olten	BERN 131 Berne
Construction status	Scheduled	Scheduled	Scheduled	Scheduled	Scheduled	Scheduled
Pre-letting rate	100%	70%	90%	100%	100%	60%
Investments ¹ (million)	CHF 220	CHF 305	CHF 250	CHF 105	CHF 75 35	CHF 80
Target rent (million)	CHF 11	CHF 15.5	CHF 14	CHF 5	CHF 3.3 1.3	CHF 3.5
Project execution ²	2021 - 2023	2020 - 2023	2020 - 2024	2022 - 2024	2021 - Q1 2024	2022 - Q1 2025
Yield on cost	4.8%	5.1%	5.7%	4.9%	~4%	4.4%

Note: Approximate plan figures

¹ including land and acquisition costs. |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 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
Investments ¹ (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
Project execution ²	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



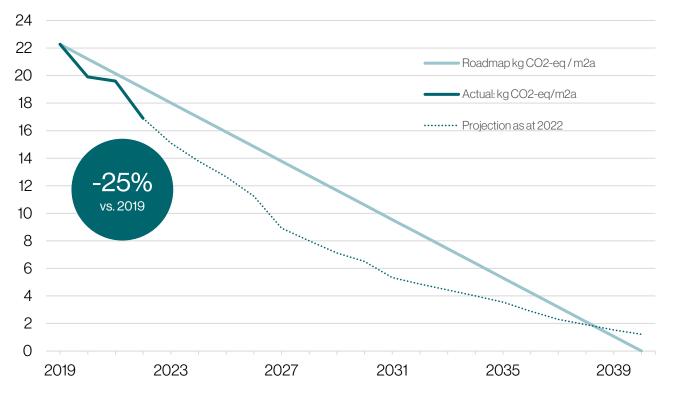


Climate neutrality in our property portfolio by 2040



CO₂-Reduction Path

in kg CO₂-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)

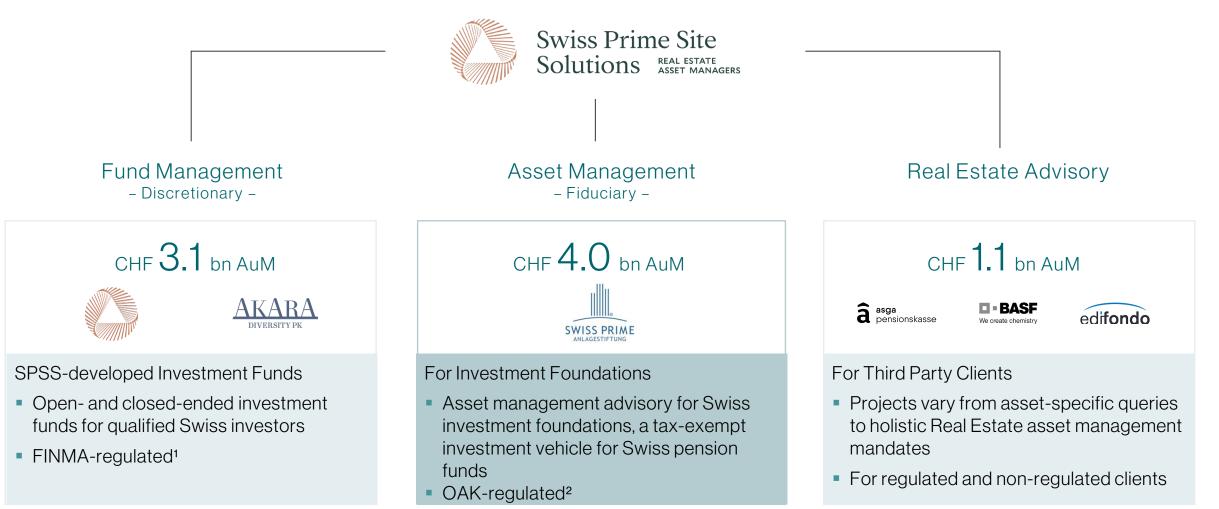
Milestones in 2024

- 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)
 → Lancy, Alto Pont Rouge SNBS
 → Zürich, Müllerstrasse SNBS
- Development projects in implementation

 → Thun, Bälliz 67
 → Uster, Poststrasse 14/20
 SNBS

Asset Management: Three strong pillars



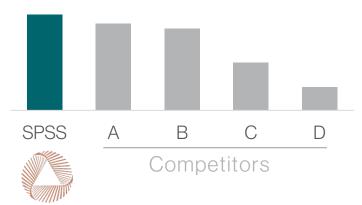


Strong market position for new investor appetite



Independent Real Estate Asset Managers¹

CHF8.2 Mrd.



Economies of scale with market growth

Fundraising Drivers

Real Estate Asset Allocation

- As at H1 at ~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

AuM 10_{bn}

EBIT 50 m

>We stick to our targets

¹Overview of the largest independent real estate asset manager based on assets under management of direct real estate investments. Sizes are based on latest available figures and estimates. Sources: CS Pension Fund Index (real estate ratio), SFSO (new assets)

Results first half-year 2023

SWISS PRIME SITE

WE CREATE LIVING SPACES

Agenda



- 1. KEY MESSAGES
- 2. FINANCIALS
- 3. PORTFOLIO & PIPELINE

4. OUTLOOK

Financial guidance confirmed for the 2023 year





¹On a comparable basis excluding Wincasa.





Analyst and Investor Contact



Florian Hauber Investor Relations

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

Media Relations Business: +41583171717 communications@sps.swiss

Agenda

> Capital Markets Day	October 25 th 2023
> Annual Results 2023	February 8 th 2024

Headquarters	Zurich Office	Geneva Office
Swiss Prime Site AG Alpenstrasse 15 CH-6300 Zug Phone: +41 58 317 17 17	Swiss Prime Site AG Prime Tower Hardstrasse 201 CH-8005 Zurich	Swiss Prime Site AG Rue du Rhône 54 CH-1204 Geneva

www.sps.swiss

Disclaimer

Details published in this presentation are for information purposes only and should not form the basis for any investment decisions or recommendations to purchase Swiss Prime Site AG securities. The content of this presentation was diligently researched and compiled. However, Swiss Prime Site AG accepts no liability for the accuracy, completeness or up-to-date nature of the details provided and is in no respect liable for any indirect or direct losses, liability claims, costs, receivables, expenses or damages of any kind that may arise from, or be connected to, the use of any or all of the information contained in this presentation.

This presentation may contain certain forward-looking statements, which can in some cases be identified by the use of words such as "believe", "intend", "estimate", "assume", "expect", "forecast", "plan", "can", "may", "should" or similar expressions. These forward-looking statements are subject to known and unknown risks, uncertainties and other factors that could result in the actual results, financial situation, developments or services of Swiss Prime Site AG deviating significantly from those directly or indirectly referred to in the forward-looking statements.

Due to these uncertainties, investors should not rely on these forward-looking statements. Swiss Prime Site AG cannot guarantee that opinions contained in this presentation and any forward-looking statements will turn out to be accurate. For this reason, Swiss Prime Site AG accepts no responsibility or obligation to release any public updates to these forward-looking statements or to adjust them to future events, developments or expectations of Swiss Prime Site AG on which these forward-looking statements were based.

10

*

5

.

Largest listed real estate company in Switzerland



CHF 8.2 bn #1 CHF 13.1 bn Assets under Landlord in Portfolio value Switzerland Management CHF 47 m CHF 437 m 168 Fee related Properties Rental income earnings 365% Top 20% 5.2 y Total return of GRESB¹ WAULT since IPO CHF 2.2 bn CHF 348 m 4.2% Development EBIT Dividend yield² pipeline



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

Two strong pillars with resilient business models





Note: Figures per June 2023 or Last Twelve Months; Return figures represent medium term targets

Our investment proposition



- 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

Leading

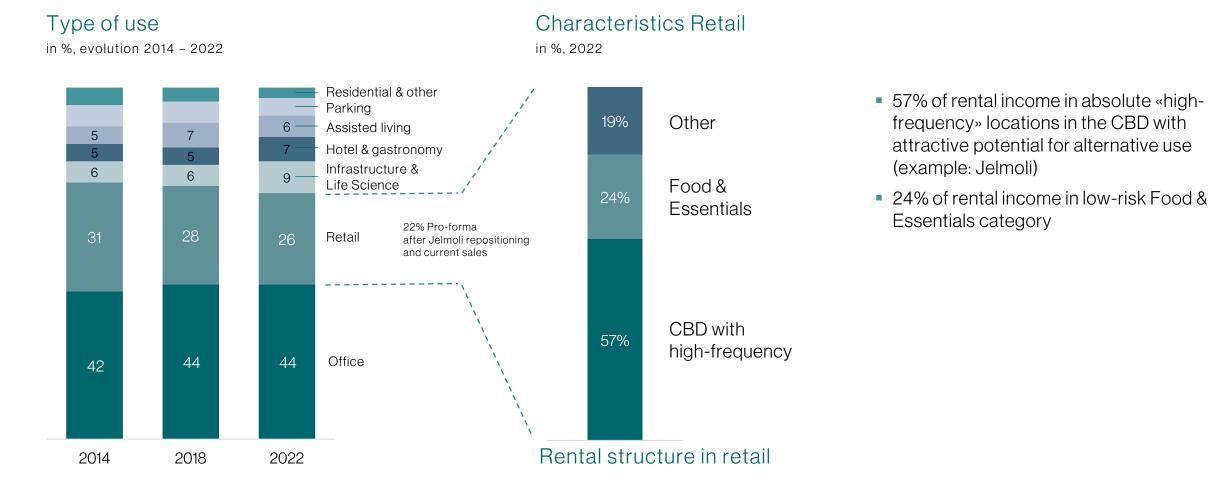
Growing

Yielding

Defensive

Portfolio: Office as key segment with a defensive retail portion

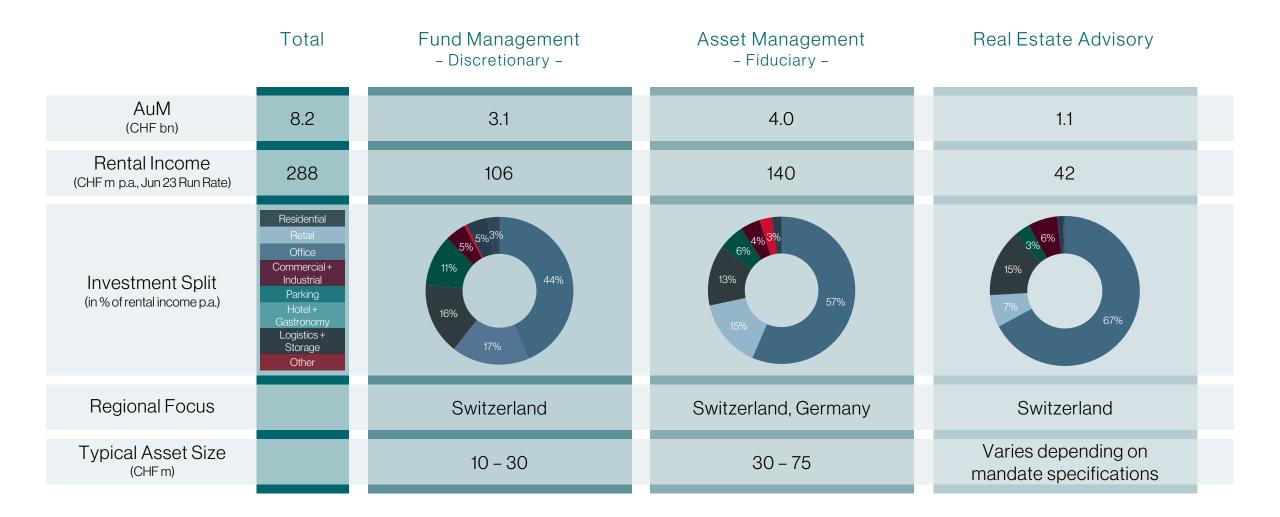




Note: Based on rental income

Asset Management: Complementary investment profile





Continuous improvement in ESG ratings

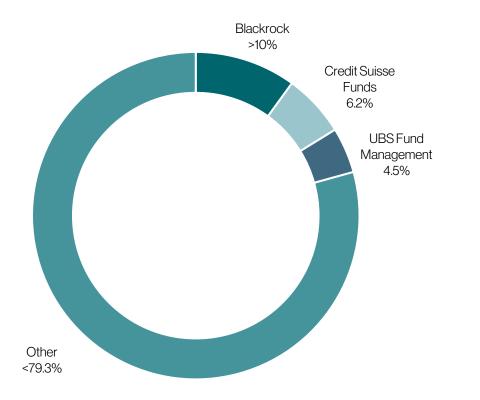




100% free float and high liquidity of the shares



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
Mainlisting	SIX Swiss Exchange Zurich
Marketsegment	SPI, SMIM, SXI (Real Estate, Swiss Sustainability 25)
Major indices	FTSE EPRA Nareit (Europe, World), Stoxx Europe 600 (Broad, Real Estate, ESG), S&P Europe 350, MSCI ASCI IMI

Outperforming Swiss and European indices since IPO



Rebased total return



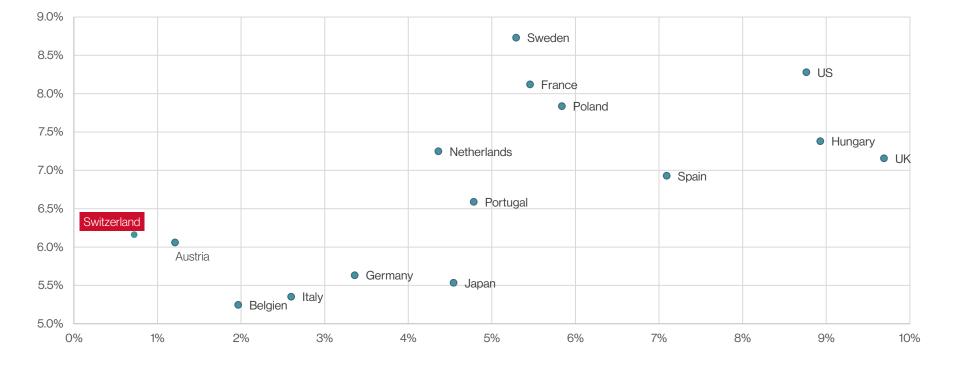
Total Return comparison including gross dividend; EPRA rebased to CHF for comparability Sources: Bloomberg from April 5th 2000 to August 18th 2023

Swiss Real Estate offering compelling Risk-Return Profile



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





Standard Deviation to Annualized Return

Data from 2002-2022. Data availability for Austria since 2003 and Belgium, Hungary, Poland since 2004 Sources: MSCI, Wüest Partner

Swiss Economic Environment



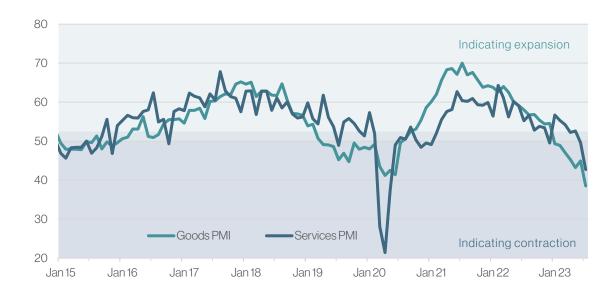
Economic Indicators

	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 (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)



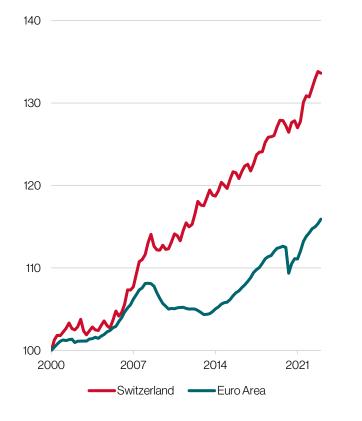
Source: Bloomberg

Resilient Swiss economy with persistently lower Inflation



Employment Growth

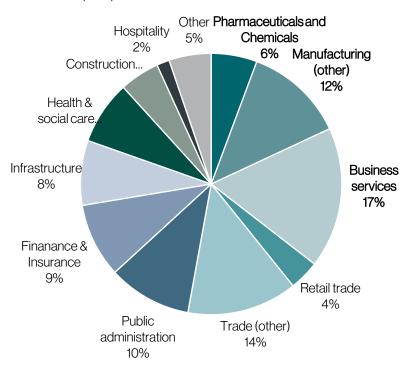
Indexed to 2000



GDP Split Switzerland

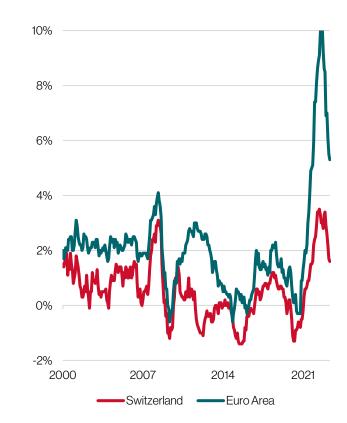
Nominal, 2022 - Production Perspective

~CHF 84'000 GDP per Head Top 5 per OECD



Inflation

Headline inflation y-o-y



Sources: Bloomberg, Federal Statistical Office