

Branicks



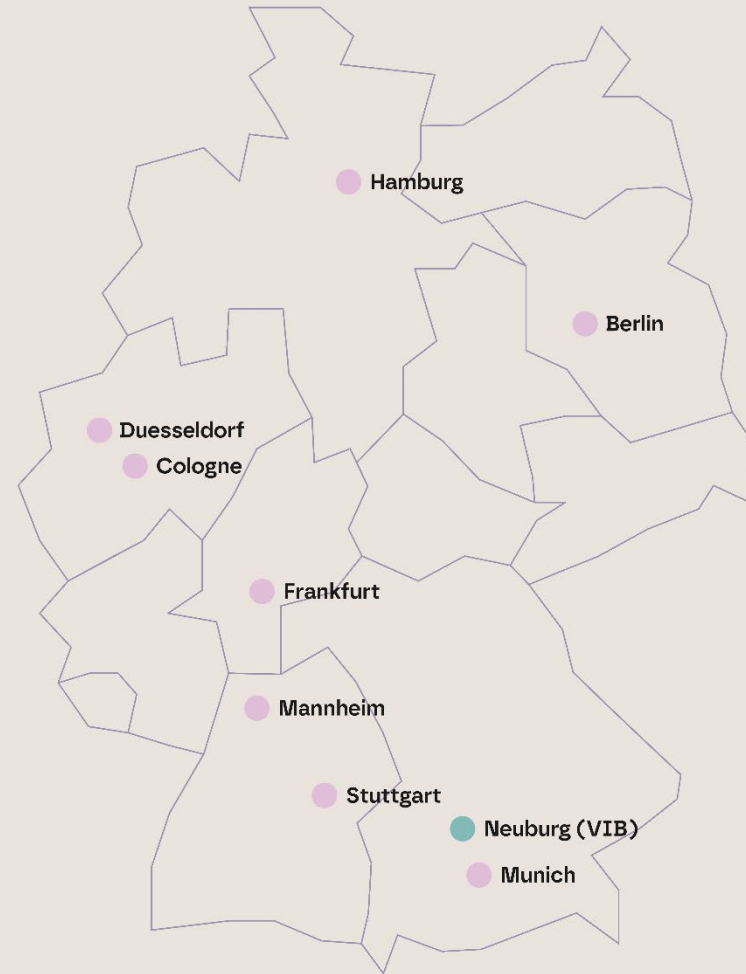
# Branicks Group AG

Corporate Presentation

# Excellence at Branicks: what sets us apart

Branicks Group AG (“Branicks”) is **Germany’s leading listed specialist for office and logistics real estate, with over 25 years of experience** in the real estate market and **access to an extensive network of investors**.

Our business is based on a **regional and inter-regional real estate platform, with 9 offices located** in all major German markets (including VIB Vermögen AG). As of 31 December 2023, we provide on-site support for **351 properties with a combined market value of EUR 13.2 billion**.



Management Board

# Building the future together

Out of conviction, out of experience and because the result proves us right: Branicks' success is a team effort in which we succeed in combining individual strengths: **Reliability, creativity and speed.** We call this: **dynamic performance.**

From left to right

**Christian Fritzsche**  
Chief Operating Officer  
(COO)

**Johannes von Mutius**  
Chief Investment  
Officer  
(CIO)

**Sonja Wärtnges**  
Chief Executive Officer/  
Chief Financial Officer  
(CEO/ CFO)

**Torsten Doyen**  
Chief Institutional Business  
Officer  
(CIBO)

Branicks at a glance



We act sustainably

# Full service with our 360-degree expertise

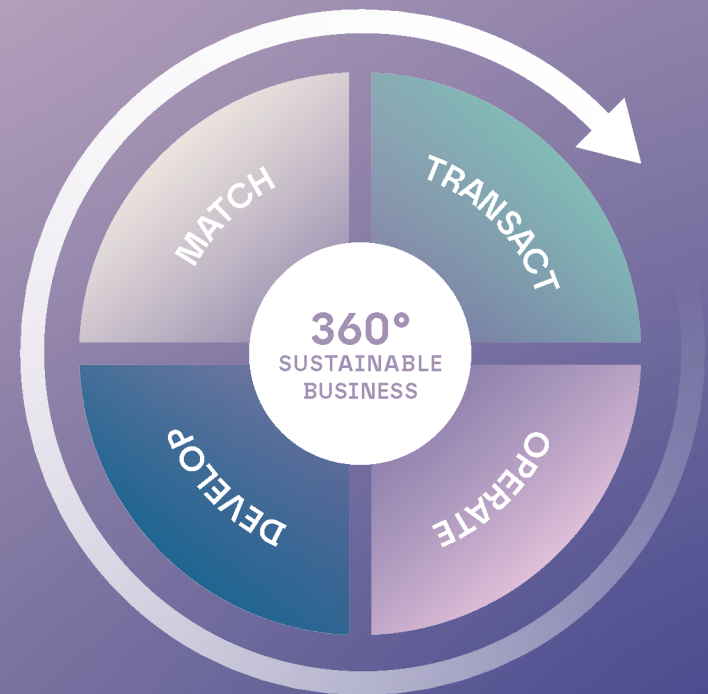
We act with **foresight** and focus on the long term in our investment decisions. **With our 360-degree expertise, we manage the entire life cycle of a property** and offer **full-service solutions in all phases of the value chain.**

In this first phase, we bring everyone and everything together, matching the property with tenants and investors **(Match)**.

Thanks to our excellent market penetration and close ties to relevant players we initiate and structure in the second phase transactions to achieve growth and realise added value **(Transact)**.

Phase three includes active, sustainable and comprehensive management of the properties **(Operate)**. With nine locations across Germany, we cover all regional markets nationwide, giving us a significant advantage.

The fourth phase focuses on first-class care of our real estate portfolio. Responsible stewardship ensures long-term value. In addition, we take steps to optimise and develop our investments for the long term, creating reliable added value **(Develop)**.





# Transparent processes along the entire value chain

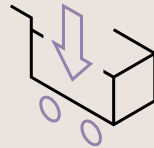
## Active Management

Our **active management approach** sets the strategic pace and creates synergies in all areas. Generating income streams from complementary segments ensures continuous profitability and makes it possible to take advantage of opportunities independently of market cycles.



### Research

Constant market monitoring by the investment team with access to off-market opportunities.



### Acquisition & Financing

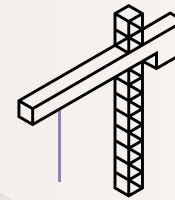
Coordination of the entire acquisition process by the investment team.



### Management

Strategic asset management by the asset management team.

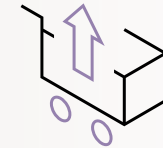
Local property management and facility management by selected partners.



### Development

Possible further developments of properties by the development team.

Close coordination with the letting team in order to meet the exact requirements of tenants.



### Exit

Continuous market monitoring to identify optimal exit opportunities.

Identification of the best possible time to sell in close cooperation with the investment team.





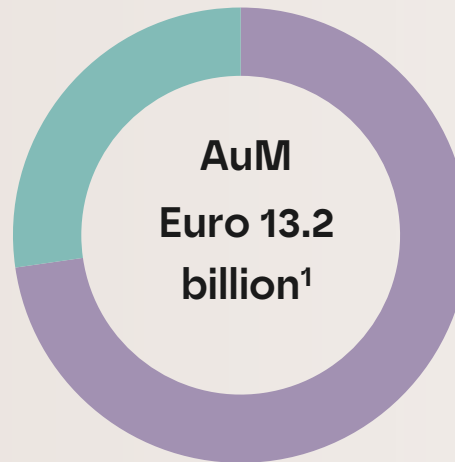
# Real estate management platform of EUR 13.2 billion assets under management

## Total portfolio

### Commercial Portfolio EUR 3.6 billion AuM

28 % Balance sheet investments  
(168 properties)<sup>1</sup>

- Directly held portfolio of high-quality assets in top locations
- Branicks (original) portfolio focussing on offices in A-cities in B-locations and B-cities in A-locations (ABBA strategy)
- VIB with high quality logistics portfolio along major trading routes
- Generation of rental income and sales proceeds



### Institutional Business EUR 9.6 billion AuM

72 % Third-party business  
(183 properties)<sup>1</sup>

- Commercial real estate (mainly Core/Core+) held and managed exclusively for institutional clients from Germany and abroad
- Providing all real estate services (transaction, asset, property and development management, financing) while Branicks occasionally acts as co-investor
- Generation of fee income and investment income

<sup>1</sup> as of 31.12.2023



# Focus areas of our portfolio: Office buildings and logistic properties

**Office buildings** and **logistics properties** are the two main focus areas within our portfolio. We develop concepts that **suit the users and shape the future** – such as **innovative New Work** environments or **logistics areas for online retail**.

Annual rental income <sup>1</sup>

EUR 70.7 million

Logistic properties

EUR 73.8 million

Office buildings

## Logistics properties: gateways to success



### Big and green: the “Next Horizon” development in Erding

Two office buildings and six construction lots with building space of between 2,100 and 30,000 sqm | aiming for DGNB Gold



### Innovativ and green: the „Innovation Parc“ in Hannover-Langenhagen

High-quality industrial and commercial space with rental units of between 2,500 and 10,000 sqm | fully flexible | 24/7 operations | aiming for DGNB Gold



### Enormous and flexible: the „Logistikanlage im InterPark“ in Kösching, near Ingolstadt

Two building sections with a total of six state-of-the-art halls | multi-user ready | can be divided into up to six hall bays

## Office buildings: Home away from home



### Small and perfectly formed: multi-tenant property „Campus C“ in Munich

Efficient floor plans | divisibility by floor | Green Building certification with best-in-class rating



### Flexible and sophisticated: the „Unite Offices I“ in Offenbach

High quality fixtures and fittings | ideal location between Frankfurt am Main and Offenbach



### Modern and distinctive: the “pronova bkk” office and administrative building

Headquarters tailor-made for one of Germany’s largest health insurance companies | small office units facilitate one-to-one advice and support | DGNB Gold certified

<sup>1</sup>as of 31.12.2023; based on the Commercial Portfolio

We make use of potentials

# Expansion of the business model with the asset class Renewables



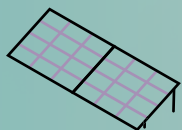
## Context European Green Deal

To reduce greenhouse gas emissions in EU countries by at least 55% by 2030\*, the European Council decided in 2023 to increase the target for renewable energy sources to 42.5% of energy consumption by 2030. **The property sector plays a crucial role in achieving these reduction targets. This will require considerable investment.**

## The fund

With the fund **Branicks Renewables Europe**, we have designed a sustainable fund product which enables institutional investors to make an active contribution to society and the environment. They invest not only economically, but also ecologically with success.

## Three-pillar-concept



Photovoltaics



Onshore wind power



Related technologies

8 %

Target return

## Regional allocation

Northern, Central and Southern Europe

EUR 300 million

Fund volume

## Fund term

25 years

\* base year 1990

<sup>1</sup> EU member states have yet to ratify the increase from 40% to 42.5% and 45%, respectively.

More information on

[branicks.com/renewables](https://branicks.com/renewables)

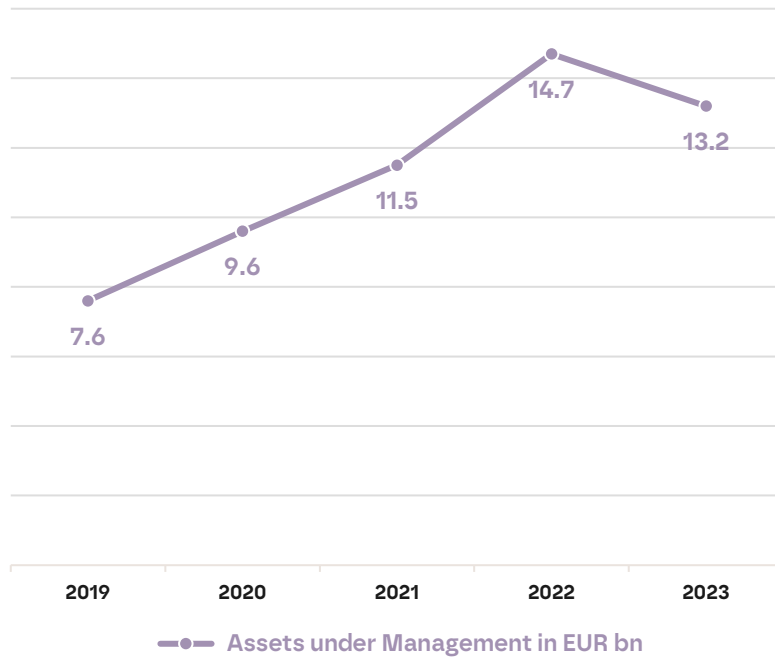


**We have the ability to adapt to change quickly and flexibly, uncover opportunities in every situation, and develop viable solutions.**

Sonja Wärtges  
CEO

# We act sustainably with focus on our operational strength

Our proactive approach, our strategic thinking and our responsible actions have enabled us to put our operating business on a solid basis the recent years. We assume that the transaction market will return and broaden our income streams again.



<sup>1</sup> in the Commercial Portfolio and Institutional Business

<sup>2</sup> in the Commercial Portfolio



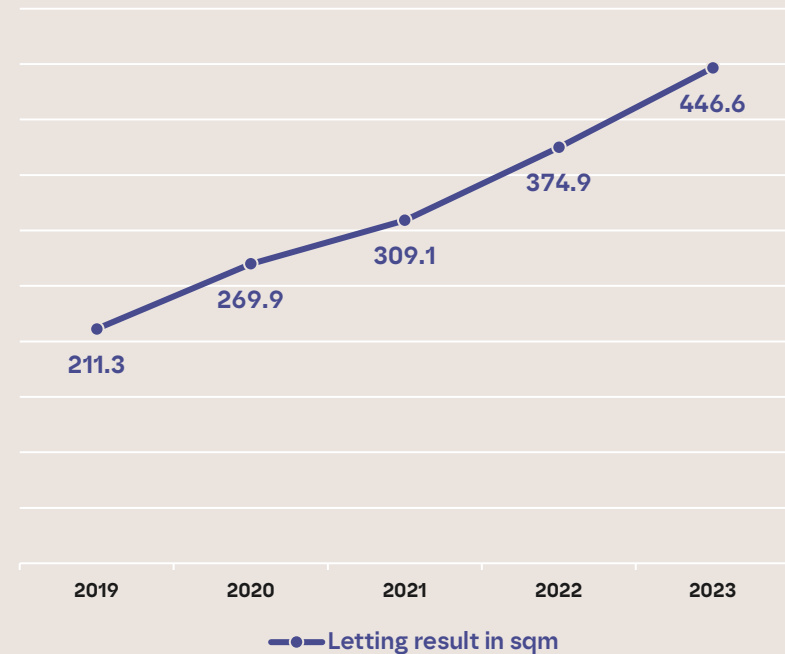
5.4%

Rental growth in 2023 on comparable space in the Commercial Portfolio (like-for-like)<sup>1</sup>

5.3%

Constant low EPRA vacancy rate in 2023<sup>2</sup>

**Reliable success:** Our teams achieve every year record letting results and retain tenants in the long term through early contract renewals. As a result, the vacancy rate remains at a consistent low level.



# CO<sub>2</sub> target: carbon neutral



## Examples of projects



**Innovative building technology**  
Bahnhofplatz | Karlsruhe  
Smart data solutions for existing plant technology, predicted increase in efficiency: 22%.



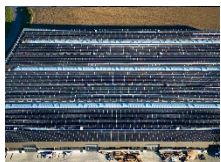
**Efficient district heating**  
Vahrenwalder Straße | Hannover  
CO<sub>2</sub> savings of around 165 tonnes per year through innovative modernisation of the heating installation.



**CO<sub>2</sub> reduction**  
Marckmannstraße | Hamburg  
CO<sub>2</sub> reduction of 1,200 tonnes per year by substituting the energy source natural gas with industrial heat.

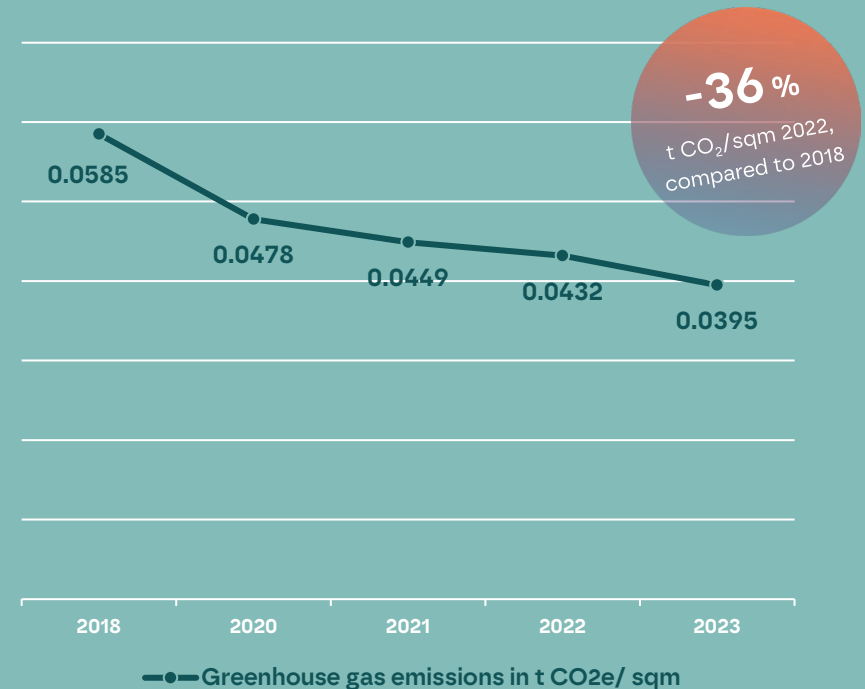


**Energy optimisation**  
Palazzo Fiorentino | Frankfurt am Main  
Modernisation of the electrical, refrigeration and ventilation technology to achieve lasting energy savings.



**Photovoltaic**  
VIB logistic properties  
The annual photovoltaic capacity of the VIB areas will reach around 15,700 kWp in 2022.

**Branicks acknowledges the responsibility arising from its leading role, also with regard to climate protection, and has set itself the goal of reducing greenhouse gas emissions (GHG) per sqm in the Commercial Portfolio by an average of 40% by 2030 compared to the base year 2018. By now, we have achieved -36%.**





# Sustainability for the work environment of tomorrow

**ESG is part of our DNA and our sustainability strategy** – with clearly defined milestones and traceable transparency.

**Environment:** We make a positive contribution to mitigating climate change.

**Social:** We shape our business with and for the people.

**Governance:** We are a reliable partner, and conduct our business activities in a transparent and accountable manner.

**Digitisation:** We use high-tech tools as yet another building block for ESG: 3+1

**-40 %**

**CO<sub>2</sub> reduction target** for designated portfolio in t CO<sub>2</sub>/sqm by 2030 compared to base year 2018

**40-50 %**

**increase in green finance**  
Percentage of total assets, by end of 2027

**43.6 %**

**Green Building share** according to GBF, measured as a percentage of the market value of the Commercial Portfolio (as of 31.12.2023)

**37.5 %**

**total share of women at executive level** (including regional managers)

## Leading position in ESG ratings and twice „Gold“ for ESG-reporting



More information on

[branicks.com/sustainability](https://branicks.com/sustainability)





# Our strength: one team, many talents

We create a **creative and pleasant working environment** for 300<sup>1</sup> highly motivated people who help shape and develop our **team of talents**.

**Balanced employee structure** according to age and gender.

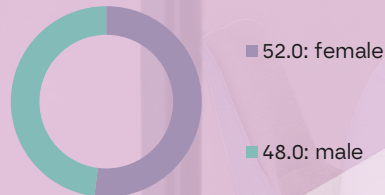
**Attractive remuneration:** basic income, additional benefits as well as performance-related components.

**Part-time models** to reconcile work and family life.

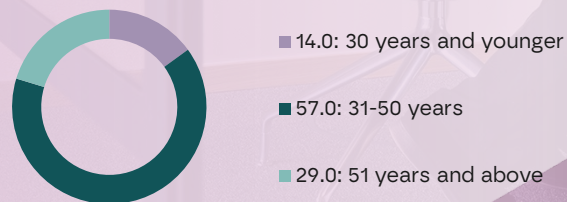
**We are colourful:** Better results through diverse teams.

**We train:** Modern recruiting through social media, university marketing, congresses and career days.

Share of employees by gender in %<sup>1</sup>



Age structure of the employees in %<sup>1</sup>



<sup>1</sup> as of 31.12.2023





# Key financial figures as of 31 December 2023

Key financial figures		
in EURO million	2023	2022
Gross rental income	188.3	176.0
Real estate management fees	50.9	88.4
Proceeds from sales of property	558.6	51.5
Profits on property disposals	8.2	12.7
Share of the profit or loss of associates	6.4	18.9
EBITDA	164.5	194.5
Cashflow from operating activities	97.1	158.9
Funds from Operations excluding non-controlling interest (FFO)	51.9	114.2
Funds from Operations II (excluding non-controlling interest, including profit on disposals)	59.4	126.9

Key operating figures		
	31.12.2023	31.12.2022
Number of properties	351	360
Assets under Management in EUR billion	13.2	14.7
Rental space in sqm	4,609	4,795
Letting result in sqm	446,600	374,900

Key operating figures (Commercial Portfolio)*		
in EURO million	31.12.2023	31.12.2022
Annualised rental income in EUR million	179.1	203.8
EPRA vacancy rate in %	5.3	4.3
WALT in years	4.9	5.5
Avg. rent per sqm in EUR	8.92	8.26
Gross rental yield in %	5.2	4.8

\* Calculated for the Commercial Portfolio only, without repositioning and warehousing

More information on:  
[branicks.com/ir](https://branicks.com/ir)

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