# **ACCENTRO** Real Estate AG

Investor in Residential Real Estate and Germany's Leading Housing Privatisation Company

October 2021

**AGENDA** 



| 1 | ACCENTRO at a glance                  |
|---|---------------------------------------|
| 2 | Highlights and Key Financials H1 2021 |
| 3 | Business Model                        |
| 4 | Outlook                               |
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| ACCENTRO is Germany's<br>leading housing<br>privatisation company with<br>a strong track record   | Consistently high<br>Group EBIT of >EUR<br>30m p.a. since 2016<br>with an average gross<br>sales margin of<br>around 30% |   |  | Existing inventory<br>properties with<br>significant revenue<br>potential of around<br>EUR 500m over next<br>years   |
|---|--|---|--|--|
| Balanced business model<br>with 4 core divisions (sales<br>to retail & institutional<br>investors, residential<br>investor & landlord, service<br>provider) | Investment property<br>portfolio of around<br>3,000 units with<br>significant rental<br>upside potential                 | Strong footprint<br>in Berlin and<br>continuously<br>growing its<br>portfolio in<br>attractive<br>German metro<br>regions | pro<br>and<br>real<br>p<br>Sole<br>>EU | ferred service partner<br>viding property sales<br>backstop services for<br>l estate investors and<br>roperty developers<br>d >17,000 units for<br>R 1.8bn transaction<br>value since 2009 |

|   | Four Core   | Divisions             |  |
|---|---|-----------------------|--|
| Condominium sales to<br>retail investors  | Block sales to<br>institutional investors                                     | Investment properties | Service provider   |
| <ul> <li>Condominium sales to<br/>owner-occupiers and<br/>private buy-to-let investors</li> </ul> | r-occupiers and to institutional investors like property portfolio with       |                       |  |
| <ul> <li>Investing in re-</li> </ul>  | estate companies to market<br>properties<br>Exclusive sales cooperations      |                       |  |
|   | anagement and capex measures<br>w building potential by investment prop       | erties                | With renowned partners like:   |
|   | f inventory properties / book value E<br>f total assets / book value EUR 732. |                       | <ol> <li>Summary total assets per 30.06.2021 and notarized/not paid</li> </ol> |

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- Joined ACCENTRO in March 2020
- Chief Executive Officer (CEO) on the Management Board of ACCENTRO
- Almost 20 years of experience in management positions and the residential real estate sector
- Execution of the M&A-process with Consus Real Estate AG with a volume of EUR 1.1 bn
- Formerly: Senior Vice President at SSN Group and executive positions at Westgrund and Vivacon AG

| Lars Schriewer<br>CEO |                     |              |       |                    |            |             |                       |                       |
|-----------------------|---------------------|--------------|-------|--------------------|------------|-------------|-----------------------|-----------------------|
| Project<br>Management | Asset<br>Management | Transactions | Legal | Human<br>Resources | Accounting | Controlling | Finance &<br>Treasury | Investor<br>Relations |

ACCENTRO strongly improved its organisational set-up throughout the previous year. The expansion of the team enables to improve operational structures as well as a dynamic step-up towards the strategic company objectives. The number of employees has risen to over 100 in June 2021.

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#### Strong Privatisation and Rental growth

- ✓ Condominium sales up 155.0 % to EUR 116.3m (previous year: EUR 45.6m); sold 360 units (+ 122.2 % y-o-y)
- ✓ Additional EUR 59.8m notarized in H1 2021 (pre change of ownership)
- ✓ Rental revenues up 96.4% to EUR 10.8m reflecting strong growth of investment properties

#### **Dynamic First Half Year**

- ✓ Group revenues up 95.2 % to EUR 73.0m (previous year: EUR 37.4m)
- ✓ Group EBIT of EUR 19.1m (previous year: EUR 1.2m); Group Net Profit of EUR 4.7m (previous year: EUR -11.6m)
- ✓ EUR 16.3m of Fair Value Adjustments of investment properties
- ✓ Total assets further increased to EUR 981m (31.12.2020: EUR 862m)

#### FY2021 Outlook confirmed

- ✓ Group revenues of EUR 170-200m
- ✓ Group EBIT of EUR 45-50m
- ✓ Very well filled sales pipeline of c. EUR 500m ensuring growth in upcoming years

| Income statement (in EUR '000)                                  | H1 2021 | H1 2020 | Δ        |   |
|---|---------|---------|----------|---|
| Group revenues  | 73,015  | 37,354  | 95.5 %   |   |
| Revenues from sales of inventory properties                     | 60,978  | 30,943  | 97.1 %   | 0 |
| Expenses for sales of inventory properties                      | -51,050 | -25,508 | 100.1 %  |   |
| Capital gains from inventory properties sales                   | 9,928   | 5,435   | 82.7 %   |   |
| Net rental income   | 3,548   | 2,447   | 45.0 %   |   |
| Net service income  | 895     | 417     | 114.6 %  |   |
| Gain or loss on fair value adjustments of investment properties | 16,339  | 0       | -        | G |
| EBIT  | 19,057  | 1,219   |          |   |
| Net interest result   | -11,235 | -9,986  | 12.5 %   |   |
| EBT   | 7,840   | -8,749  |          |   |
| Income taxes  | -3,176  | -2,814  | 12.9 %   |   |
| Consolidated income   | 4,664   | -11,563 |          |   |
| Gross margin from sales (cost basis)                            | 19.4 %  | 21.3 %  | -190 bps |   |
| Earnings per share  | 0.14    | -0.36   | -        |   |

- The growth in revenue from sales of inventory properties was essentially driven by the booming demand for residential real estate. In addition, pandemic-related delays in transfers of benefits and burdens were overcome, and previously notarized deeds were recognized as revenue in the half-year under review.
- The growth in net rental income from investment property results from the acquisition of real estate portfolios.
- Investment properties were appraised in accordance with IAS 40.32A (a) at a fair value of TEUR 289,831 (31 December 2020: TEUR 215,001) while the net value balance of TEUR 16,339 (2020 financial year: TEUR 28,367) determined as of the measurement date of 30 June 2021 by a surveyor on this occasion was recognized as income.

| Financial position (in EUR million)       | 30 June 2021 | 31 Dec 2020 | Δ        |   |
|---|--------------|-------------|----------|---|
| Total non-current assets                  | 370.4        | 311.3       | 19.0 %   | 0 |
| Total current assets                      | 610.9        | 550.6       | 11.0 %   | 6 |
| Total assets                              | 981.3        | 862.0       | 13.8 %   |   |
| Total equity                              | 255.7        | 247.1       | 3.5 %    |   |
| Financial liabilities and bond            | 487.0        | 393.3       | 23.8 %   |   |
| Other non-current liabilities             | 11.0         | 9.1         | 20.9 %   |   |
| Total non-current liabilities             | 498.0        | 402.4       | 23.8 %   |   |
| Financial liabilities and bond            | 166.8        | 172.2       | -3.1 %   |   |
| Other short-term payables                 | 60.8         | 40.2        | 51.2 %   |   |
| Total current liabilities                 | 227.6        | 212.4       | 7.2 %    |   |
| Total current and non-current liabilities | 725.6        | 614.8       | 18.0 %   |   |
| Total equity and liabilities              | 981.3        | 862.0       | 13.8 %   |   |
| LTV*                                      | 56.1 %       | 57.1 %      | -100 bps |   |
| Equity ratio                              | 26.1 %       | 28.7 %      | -260 bps |   |

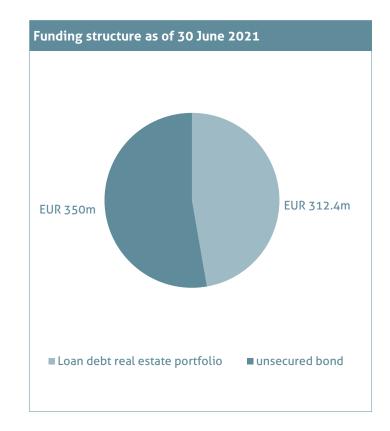
°based on the definition specified in the terms of the 2020/2023 bond (net financial debt relative to the adjusted total asset value)

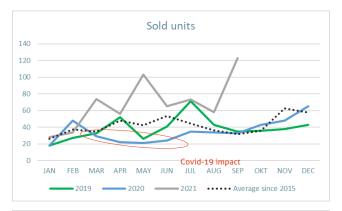
- The further increase of non-current assets is linked to the purchase of larger investment property portfolios (portfolios East and West) with change in ownership in H1 2021.
- ACCENTRO is continuing to expand its privatization business. Current assets have further increased, albeit at a lower pace compared to noncurrent assets.
- The increase of non-current liabilities is mainly caused by the successful placement of a new bond in Q1 2021 of EUR 100m.

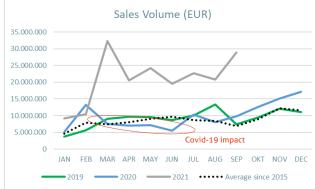
#### Funding strategy

- Diversified financing structure with a broad range of financing banks, institutional investors and other financing partners involved.
- Balanced mix of secured and unsecured financing.
- Active liability management: Corporate bond 2020-2023 over EUR 250m with a coupon of 3.625% successfully placed in Q1 2020, combined with buyback of existing 3.750% 2018-2021 bond.
- Additional corporate bond 2021-2026 over EUR 100m with a coupon of 4.125% successfully placed in in Q1 2021
- Maturity congruent financing of investments while maintaining low interest rates.

| Financial liabilities as of<br>June 2021 | Nominal volume<br>(EUR '000) | Average<br>interest rate<br>(%) | Average<br>maturity<br>(years) |
|--|------------------------------|---------------------------------|--------------------------------|
| Loan debt<br>Real estate portfolio       | 312.432                      | 2.5                             | 2.5                            |
| Bonds<br>(20-23/21-26)                   | 350.000                      | 3.8                             | 2.5                            |
| Total                                    | 662.432                      | 3.2                             | 2.5                            |







#### Slight impact caused by Covid-19

The average single unit sales throughout the last years forms a strong track record, enabling further growth for ACCENTRO. Even though the Covid-19 pandemic caused an intermittent uncertainty in Q2/2020, the demand for condominiums as well as the willingness to invest has strongly increased within that period. This led to a greater interest in our products from our customers and helped us achieve sustainable high sales levels record results since Q4/2020.

#### Strong sales activity in 2021

In line with growing unit sales since Q4 2020 the notarized transaction volume increased steadily as well. Although pandemic-related constraints might occur again towards the end of this year, it has become much easier for us to predict the potential repercussions for our business performance than was the case one year ago. We assume that the German housing market will maintain its robust performance because of its upward trend, its apparently low-level correlation with the Covid-19 pandemic, and the favourable fundamentals.

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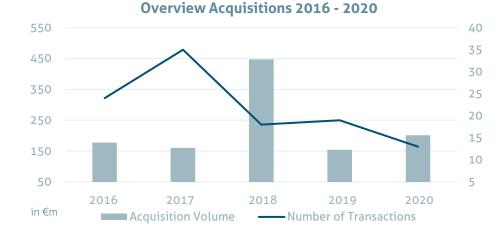
## ACQUISITION PROCESS Strong track record

# ACCENTRO

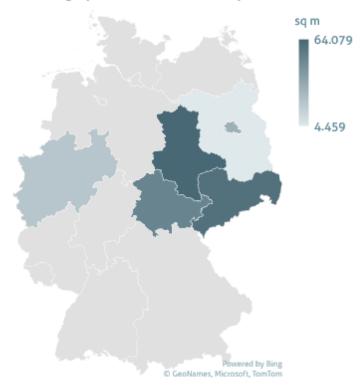
#### We are increasing our focus on geographical distribution

ACCENTRO had a clear acquisition momentum over the past few years. We will not only continue this dynamic, but also strengthen it and expand it regionally. We successfully initiated this strategy in 2020 by purchasing portfolios distributed in the uprising eastern part of Germany as well as in the demographically strong North Rhine-Westphalia.

The strong acquisition behavior and deal focus of ACCENTRO led to a profound pipeline for 2021.



**Geographical Distribution - Acquisitions 2020** 



## **ACQUISITION PROCESS**

## Excellent market access and a wide range of offerings

# ACCENTRO

#### ACCENTRO's Investment Criteria

#### **Eligible Types of Investment Assets**

- Housing companies
- Residential property portfolios with low share of commercial units
- Multi-family dwellings and housing estates
- Condominium packages

#### **Property Criteria**

- Properties with value-add potential (vacancy, modernization potential, rent upside, new building potential, extension of buildings)
- Properties in well-maintained condition without serious refurbishment / modernization / redevelopment needs
- Subsidized housing acceptable

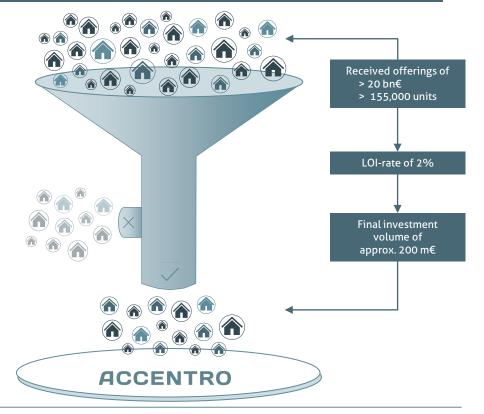
#### Locations

- Home location: Berlin and greater metro region
- Germany-wide: Cities with populations of 100,000 or more and positive demographic growth

#### **Investment Volume**

- 50 residential units or more
- Up to EUR 200 million
- Asset deals & share deals





#### © ACCENTRO AG

## Positive track record in condominium sales to retail investors

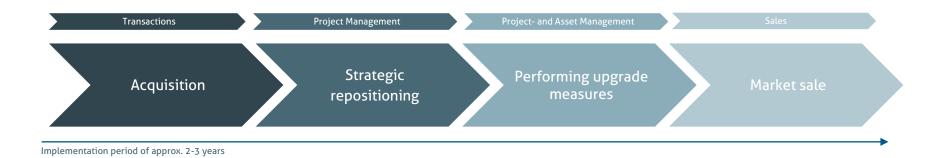
| Key Figures               |         |         |         |
|---------------------------|---------|---------|---------|
|                           | FY 2018 | FY 2019 | FY 2020 |
| Apartments sold (units)   | 440     | 463     | 420     |
| thereof Berlin            | 68%     | 59%     | 65%     |
| thereof Rest of Germany   | 32%     | 41%     | 35%     |
| thereof Owner Occupiers   | 32%     | 41%     | 49%     |
| thereof Buy-to-Let        | 68%     | 59%     | 51%     |
| Transaction value (EUR m) | 79.2    | 110.1   | 118.7   |

#### FY 2020 Performance

- Solid business development in FY 2020 despite Covid-19 pandemic with only slightly lower unit sales
- Revenues even exceeding last year's level due to product mix and generally further rising market prices
- Transaction activity in Berlin remains on high level despite regulatory uncertainties:
  - Unit sales of 272 stable y-o-y (2019: 274)
  - Same mix of owner-occupiers and buy-tolet investors (approximately 50/50)

Strong pipeline of EUR 488m expected transaction value being already in sales process or under preparation for sales

Typical project



ACCENTRO's typical privatisation structure includes four implementation stages. Typically beginning with the acquisition process in stage one. Before the project reaches the last stage of being sold on the market by the way of single-unit-sale to private individuals or blocksale to institutional investors it undergoes a strategic repositioning (i.e. questioning customer alignment, letting or selling strategies ) as well as the following upgrade stage to realise the previous set strategic focus.

The total process typically goes on for about two to three years, depending on the size of the project, the administration in the background and the extent of the required upgrade measures.



# Blocksale to institutional investors

## Acquisitions following different strategic approach:

### West Portfolio

- Essen + Duisburg (Rhein-Ruhr, important German metropolitan region with c. 10m inhabitants)
- 30 commercial + 237 residential units
- Total lettable area: 20,202 sqm
- Vacancy rate: 7.6% (residential)

## **East Portfolio**

- Halle, Gera etc. (Key Eastern German cities and metropolitan areas)
- 10 commercial + 2,594 residential units
- Total lettable area: 153,450 sqm
- Vacancy rate: 40.8% (residential)

- Minor renovation measures required
- Vacant flat refurbishment
- Raising of rental potential possible short term

- More extensive renovation measures required
- Vacant flat refurbishment
- Strong rental potential through midterm vacancy reduction

## Continuous expansion of investment property portfolio:

- ✓ Focus on B- and C-locations in densely populated metropolitan regions and attractive rental yields
- ✓ Steady growth of rental income leading to increased recurring cash flow

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| <b>for individual sales</b><br>656 units | Individual sales to<br>owner-occupiers and<br>private buy-to-let investors | Block sales to<br>institutional investors |
|--|--|---|
| 36,135 sqm                               | 854 units<br>61,230 sqm  | 125 units<br>12,196 sqm                   |
| Expected sales volume of <b>EUR 167m</b> | Expected sales volume of EUR 321m  | Expected sales volume of EUR 34m          |

Existing privatisation pipeline of EUR 522m Already **lawfully partitioned** (therefore except from recently enacted Development Land Release Act)

Strong basis for sustainable **revenue** growth

## **REGULATORY ENVIRONMENT**

## **Development Land Release Act**

# ACCENTRO

Conversion prohibition of rental flats into condominiums in 'strained housing markets' ("Aufteilungsverbot")

- In fact, this means prohibiting the conversion of rental apartments into condominiums as a business model in areas with a tight housing market.
- However, the conversion prohibition has the following restrictions: On the one hand, the
  prohibition of conversion is initially only valid until the end of 2025 and can make use of the
  obligation to obtain a permit by statutory order. This means that the federal states do not have
  to implement the conversion ban.
- Formally, the conversion is not prohibited, but in areas with tight housing markets it requires a
  permit. The permit must be granted if:
  - The land belongs to an estate and ownership is to be established in favour of co-heirs
  - The property is to be sold to family members for their own use
  - The residential property is to be sold for own use to at least two thirds of the tenants
  - Claims of third parties arising from the land register for the transfer of residential property cannot be fulfilled without the approval
  - Even taking into account the general public interest, it is no longer reasonable to refrain from establishing condominium ownership or partial ownership.
- The housing industry has strongly criticized the announced conversion ban and sees restrictions in the freedom of ownership
- Current status:
  - At the beginning of November, the Federal Cabinet passed the Building Land Mobilization Act together with the ban on conversion
  - The law has been passed by the parliament on 7 May 2021

#### ACCENTRO's status quo and strategy

ACCENTRO's units in the privatisation business with an aggregate expected sales volume of around EUR 500m are already lawfully partitioned. This provides the company with high visibility of revenues for the upcoming years.

ACCENTRO focusses to continually diversify its regional investments.

ACCENTRO holds on to its flexible sales strategy, including single unit sales as well as block sales to institutional investors.

The growth of proprietary real estate stock with value enhancing Capex provides rental growth and flexible exit strategy or maintaining the stock on ACCENTRO's balance sheet long-term (see recent acquisition of 2,800 units).

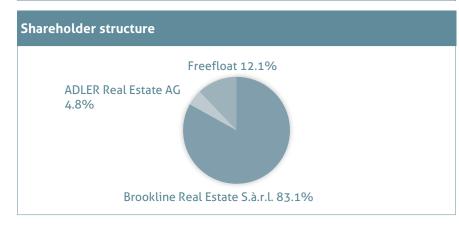
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| Key share information |  |
|-----------------------|--|
|-----------------------|--|

| Listing                                    | Frankfurt am Main |
|--|-------------------|
| Segment                                    | Prime Standard    |
| WKN  | AOKFKB            |
| ISIN                                       | DE000A0KFKB3      |
| Shares outstanding                         | 32,437,934        |
| Market capitalisation (as of 30 June 2021) | EUR 264.4m        |
| Share Price (as of 30 June 2021)           | EUR 08.15         |





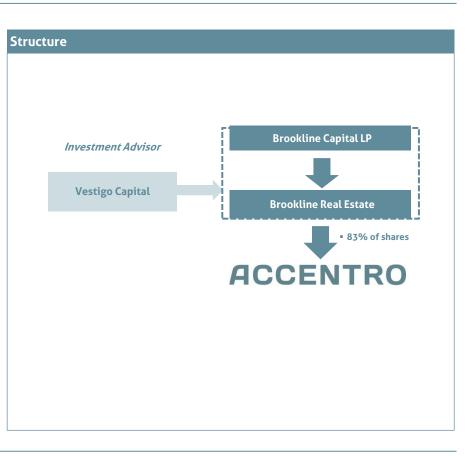
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## Brookline Real Estate is fully committed to ACCENTRO's path of growth

# ACCENTRO

#### About ACCENTRO's major shareholder

- Brookline Real Estate S.à.r.l. ("Brookline Real Estate") is a Luxembourgbased holding company controlled by Brookline Capital LP, and externally advised by Vestigo Capital Advisors LLP ("Vestigo Capital").
- Vestigo Capital is an FCA regulated investment firm headquartered in London, UK, which provides advice to funds and other investment vehicles with cumulative AUM in excess of USD 350m.
- Vestigo Capital is led by Natig Ganiyev, a private equity investor, whose current portfolio primarily includes investments in real estate, renewable energy, and hospitality sectors.
- Natig Ganiyev serves as a member of the Supervisory Board of ACCENTRO Real Estate AG and is a member of the Board of Directors of Malta Montenegro Wind Power JV Limited. He received an M.B.A. from Harvard Business School.
- Brookline Capital LP is established to invest in real estate companies and assets, with a primarily focus on Germany. Its main holding is ACCENTRO Real Estate AG, which is the central piece of its investment strategy to pursue compelling opportunities in the property market.



| Analyst                          | Institution                    | Recommendation | Price Target | Date<br>(last update) |
|----------------------------------|--------------------------------|----------------|--------------|-----------------------|
| Philipp Kaiser                   | Warburg Research               | Buy            | 14.00 EUR    | 10.09.2021            |
| Enid Omerovic                    | FMR Frankfurt Main Research AG | Buy            | 10.00 EUR    | 01.09.2021            |
| Stefan Scharff, Christopher Mehl | SRC-Research                   | Buy            | 12.00 EUR    | 01.09.2021            |
| Adam Jakubowski                  | SMC-Research                   | Buy            | 13.20 EUR    | 16.06.2021            |
| Katharina Schmenger              | Quirin Privatbank              | Buy            | 12.55 EUR    | 13.10.2021            |
| Ferran Tort Barniol              | Kepler Cheuvreux*              | Buy            | 11.00 EUR    | 31.08.2021            |
| Manuel Martin                    | ODDO BHF                       | Hold           | 8.00 EUR     | 01.09.2021            |
| Andre Remke                      | Baader Helvea Equity Research  | Buy            | 10.00 EUR    | 18.12.2019            |
| Average                          |                                |                | 11.34 EUR    |                       |

\*Coverage temporarily suspended

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## H1 2021 FINANCIALS Balance Sheet

# ACCENTRO

| ACCENTRO Real Estate AG                                | 30 June 2021 | 31 Dec. 2020 |
|--|--------------|--------------|
| Assets   | TEUR         | TEUR         |
| Non-current assets                                     |              |              |
| Goodwill   | 17,776       | 17,776       |
| Owner-occupied properties and buildings                | 24,339       | 24,407       |
| Plant and intangible assets                            | 2,625        | 1,835        |
| Investment properties                                  | 289,831      | 215,001      |
| Advance payments made for investment properties        | 620          | 2,757        |
| Advance payments on corporate mergers                  | 0            | 11,344       |
| Non-current other receivables and other assets         | 21,783       | 25,112       |
| Equity investments                                     | 5,697        | 5,697        |
| Equity interests accounted for using the equity method | 6,347        | 6,279        |
| Deferred tax assets                                    | 1,413        | 1,140        |
| Total non-current assets                               | 370,432      | 311,348      |
| Current assets   |              |              |
| Inventory properties                                   | 406,132      | 409,505      |
| Contract assets  | 4,598        | 407          |
| Trade receivables                                      | 25,764       | 51,757       |
| Current other receivables and other assets             | 59,791       | 30,696       |
| Current income tax receivables                         | 1,624        | 1,734        |
| Cash and cash equivalents                              | 112,972      | 56,541       |
| Total current assets                                   | 610,881      | 550,640      |
| Total assets   | 981,113      | 861,987      |

| ACCENTRO Real Estate AG                     | 30 June 2021 | 31 Dec. 2020 |
|---|--------------|--------------|
| Equity                                      | TEUR         | TEUR         |
| Subscribed capital                          | 32,438       | 32,438       |
| Capital reserves                            | 79,737       | 79,658       |
| Retained earnings                           | 127,560      | 124,095      |
| Attributable to parent company shareholders | 239,736      | 236,191      |
| Attributable to non-controlling interest    | 16,010       | 10,910       |
| Total equity                                | 255,746      | 247,101      |
|   |              |              |
| Liabilities                                 | TEUR         | TEUR         |
| Non-current liabilities                     |              |              |
| Provisions                                  | 46           | 46           |
| Financial liabilities                       | 141,519      | 148,063      |
| Bonds                                       | 345,496      | 245,265      |
| Deferred income tax liabilities             | 10,899       | 9,074        |
| Total non-current liabilities               | 497,960      | 402,448      |
| Current liabilities                         |              |              |
| Provisions                                  | 1,564        | 1,923        |
| Financial liabilities                       | 162,252      | 168,760      |
| Bonds                                       | 4,576        | 3,446        |
| Advanced payments received                  | 27,030       | 9,177        |
| Current income tax liabilities              | 6,018        | 5,950        |
| Trade payables                              | 7,640        | 7,126        |
| Other liabilities                           | 18,529       | 16,055       |
| Total current liabilities                   | 227,608      | 212,438      |
| Total equity and liabilities                | 981,313      | 861,987      |

\* Adding the values of the individual line items may result in minor differences compared to the sum totals posted.

## H1 2021 FINANCIALS Income Statement

# ACCENTRO

| CCENTRO Real Estate AG   | Q2 2021<br>01 April-<br>30 June<br>2021 | Q2 2020<br>01 April-<br>30 June<br>2020 | H1 2021<br>01 Jan<br>30 June<br>2021 | H1 2020<br>01 Jan. –<br>30 June<br>2020 |
|--|---|---|--------------------------------------|---|
|  | TEUR                                    | TEUR                                    | TEUR                                 | TEUR                                    |
| Group sales  | 45,428                                  | 22,454                                  | 73,015                               | 37,354                                  |
| Revenues from sales of inventory properties  | 36,742                                  | 19,268                                  | 60,978                               | 30,943                                  |
| Expenses from sales of inventory properties  | -31,865                                 | -15,960                                 | -51,050                              | -25,508                                 |
| Capital gains from property sales  | 4,877                                   | 3,308                                   | 9,928                                | 5,435                                   |
| Letting revenues   | 7,845                                   | 2,811                                   | 10,783                               | 5,537                                   |
| Letting expenses   | -6,225                                  | -2,161                                  | -7,325                               | -3,090                                  |
| Net rental income  | 1,619                                   | 650                                     | 3,458                                | 2,447                                   |
| Revenues from services   | 841                                     | 375                                     | 1,255                                | 875                                     |
| Expenses from services   | -120                                    | -145                                    | -360                                 | -457                                    |
| Net service income   | 721                                     | 230                                     | 895                                  | 417                                     |
| Net income from companies accounted for using the<br>equity method                   | 62                                      | 0                                       | 62                                   | 0                                       |
| Other operating income   | 753                                     | 32                                      | 802                                  | 387                                     |
| Interim result   | 8,033                                   | 4,220                                   | 15,144                               | 8,686                                   |
| Gain or loss on fair value adjustments of investment<br>properties                   | 16,339                                  | 0                                       | 16,339                               | 0                                       |
| Payroll and benefit costs  | -2,821                                  | -2,069                                  | -5,144                               | -4,237                                  |
| Depreciation and amortisation of intangible assets and property, plant and equipment | -212                                    | -200                                    | -434                                 | -400                                    |
| Impairments of inventories and accounts receivable                                   | 0                                       | -124                                    | 0                                    | -124                                    |
| Other operating expenses   | -4,545                                  | -1,030                                  | -6,848                               | -2,706                                  |
| EBIT (earnings before interest and income taxes)                                     | 16,793                                  | 797                                     | 19,057                               | 1,219                                   |

| CCENTRO Real Estate AG   | Q2 2021<br>01 April-<br>30 June<br>2021 | Q2 2020<br>01 April-<br>30 June<br>2020 | H1 2021<br>01 Jan<br>30 June<br>2021 | H1 2020<br>01 Jan.–<br>30 June<br>2020 |
|--|---|---|--------------------------------------|--|
|  | TEUR                                    | TEUR                                    | TEUR                                 | TEUR                                   |
| EBIT (earnings before interest and income taxes)                                 | 16,793                                  | 797                                     | 19,057                               | 1,219                                  |
| Income from equity investments   | 9                                       | 9                                       | 18                                   | 18                                     |
| Interest income  | 758                                     | 1,068                                   | 1,378                                | 1,967                                  |
| Interest expenses  | -8,339                                  | -4,614                                  | -12,613                              | -11,953                                |
| Net interest result  | -7,581                                  | -3,546                                  | -11,235                              | -9,986                                 |
| EBT (earnings before income taxes)   | 9,221                                   | -2,740                                  | 7,840                                | -8,749                                 |
| Income taxes   | -1,681                                  | -918                                    | -3,176                               | -2,814                                 |
| Consolidated income  | 7,540                                   | -3,658                                  | 4,664                                | -11,563                                |
| thereof attributable to non-controlling interests                                | 1,173                                   | 81                                      | 1,289                                | 95                                     |
| thereof attributable to shareholders of the parent company                       | 6,368                                   | -3,739                                  | 3,374                                | -11,657                                |
| Basic net income per share<br>(32,437,934 shares; prior year: 32,437,934 shares) | 0.23                                    | -0.11                                   | 0.14                                 | -0.36                                  |

\* Adding the values of the individual line items may result in minor differences compared to the sum totals posted.

## H1 2021 FINANCIALS

## **Cash Flow Statement**

# ACCENTRO

| ACCE | ENTRO Real Estate AG   | H1 2021<br>01 Jan. 2021–<br>30 June 2021 | H1 2020<br>01 Jan. 2020–<br>30 June 2020 |
|------|--|--|--|
|      |  | TEUR                                     | TEUR                                     |
|      | Consolidated income  | 4,664                                    | -11,563                                  |
| +    | Depreciation/amortisation of non-current assets  | 434                                      | 400                                      |
| +/-  | Losses / gains from disposal of financial assets   | -499                                     | 0  |
| -/+  | At-equity earnings / net income from investments   | -62                                      | -18                                      |
| +/-  | Increase/decrease in provisions  | -359                                     | -467                                     |
| +/-  | Changes in the fair value of investment property   | -16,339                                  | 0  |
| +/-  | Other non-cash expenses/income   | 14,194                                   | 3,782                                    |
| -/+  | Increase/decrease in trade receivables and other assets that are not attributable to investing or financing activities   | 8,976                                    | -1,471                                   |
| +/-  | Increase/decrease in trade payables and other liabilities that are not attributable to investing or financing activities | 21,134                                   | 17,419                                   |
| +    | Cash received from distributions/<br>sales of shares consolidated at equity  | 0  | 0  |
| +/-  | Other income tax payments  | -1,833                                   | -5,860                                   |
| =    | Operating cash flow before de-/reinvestments in<br>inventories   | 30,310                                   | 2,222                                    |
| _/+  | Cash divestments in investment properties (net after<br>assumption of debt, some without cash effect)                    | 4,037                                    | -51,040                                  |
| =    | Cash flow from operating activities  | 34,347                                   | -48,818                                  |
| +    | Interest received  | 5,039                                    | 500                                      |
| -    | Cash outflows for investments in property, plant and<br>equipment and in intangible assets                               | -1,156                                   | -1,006                                   |
| +    | Payments from disposals of financial assets  | 500                                      | 0  |
| -    | Cash outflows for investments in non-current assets  | -655                                     | -1,260                                   |
| -    | Cash outflows for the purchase of investment property  | -45,880                                  | 0  |
| -    | Disbursements of loans granted   | -10,028                                  | -56,390                                  |
| +    | Cash received from distributions /<br>sales of shares consolidated at equity   | 0  | 0  |
| +    | Repayment of loans granted   | 1,504                                    | 0  |
| =    | Cash flow from investment activities   | -50,675                                  | -58,156                                  |

| ACCE | ENTRO Real Estate AG  | H1 2021<br>01 Jan. 2021–<br>30 June 2021 | H1 2020<br>01 Jan. 2020–<br>30 June 2020 |
|------|---|--|--|
|      |   | TEUR                                     | TEUR                                     |
| -    | Dividend payments to shareholders   | 0  | 0  |
| +    | Payments from issuing bonds and raising (financial) loans                                   | 121,720                                  | 286,813                                  |
| -    | Repayment of bonds and (financial) loans  | -40,727                                  | -144,682                                 |
| -    | Interest paid and financing costs   | -10,073                                  | -12,654                                  |
| =    | Cash flow from financing activities   | 70,920                                   | 129,477                                  |
|      | Net change in cash and cash equivalents   | 54,592                                   | 22,502                                   |
| +/-  | Consolidation-related change in financial resources   | 1,837                                    | 0  |
| +/-  | Change in restricted cash and cash equivalents /<br>adjustment of cash and cash equivalents | 0  | -2,482                                   |
| -    | Decrease in cash and cash equivalents from disposal of fully consolidated companies         | 0  | 0  |
| +    | Cash and cash equivalents at the beginning<br>of the period                                 | 56,541                                   | 24,167                                   |
| =    | Cash and cash equivalents at the end of the period  | 112,971                                  | 44,187                                   |

\* Adding the values of the individual line items may result in minor differences compared to the sum totals posted.

| DATE                | EVENT  |
|---------------------|--|
| 31 August 2021      | Release of Interim Report as of 30 June 2021                               |
| 07 September 2021   | ZKK – Zürcher Kapitalmarkt Konferenz                                       |
| 08 September 2021   | SRC Forum Financials and Real Estate, Frankfurt/Main                       |
| 09 September 2021   | J.P. Morgan European High Yield and Leveraged Finance Conference (virtual) |
| 21 October 2021     | European Large & MidCap Event, Paris                                       |
| 30 November 2021    | Release of Interim Statement as of 30 September 2021                       |
| 22-24 November 2021 | Deutsches Eigenkapitalforum (virtual)                                      |

The ACCENTRO financial year starts January 1st and ends on December 31st.

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# ACCENTRO

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