

UNIQUE BUSINESS MODEL



Unique

Only listed pure real estate privatization company in Germany

Management with many years of experience in the real estate industry

Trust

Access

Offering constant
>1,000
Apartments for sale
with approx. 1%
market share

Weighted average sales margin between 2015 and 2019 of 32.5%

Profitability

Track record

Sold of >5,000 units in the last 5 years worth EUR 640 million

Scarcity in metropolitan regions leaves unparalleled growth opportunities

Focus and Demand

Scale

Germanys leading privatisation platform in EUR 30bn private transaction market

Structural margin
due to buying
"wholesale" and
selling "retail" with
vast marketing
channels

Sustainability

HIGHLIGHTS

Germany's market leader in residential property privatisation and sales



Core business activities

- Privatisation of residential real estate in attractive German metro regions
- Third-party property sales and backstop services for real estate investors and property developers
- Joint ventures with strategic equity participation

Track record

- Dynamic built-up of a proprietary privatisation pipeline through portfolio investments of EUR 841.1m (purchase prices) since 2015
- 5,036 condominiums and properties sold with a total sales value of EUR 639.7m since
 2015

USPs and Scale

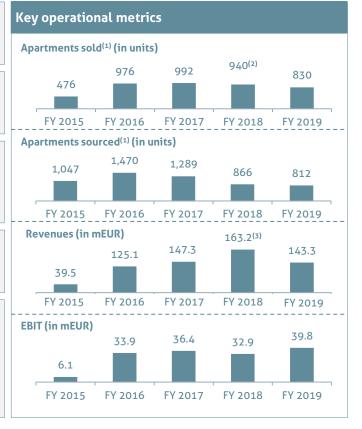
- Unique business model with compelling risk-return profile in listed sector
- Structural and resilient margin from combination of wholesale/retail difference and capex upgrade
- Unprecedented expertise in major local German residential markets
- High-powered sales and marketing platform of international reach
- Exclusive joint ventures with renowned real estate companies and developers

Regional focus and pipeline

- 1,314 units currently available for sale in Berlin home market of ACCENTRO
- Successful expansion launched into growth markets such as the Leipzig, Bavaria, Hamburg, Rhine-Ruhr and Rhine-Main metropolitan regions. Additional acquisitions of 308 units in NRW and Leipzig already signed but not closed in H1 2020 (expected closing during the next 4 months).

Key ratios and financials

- Inventory properties increased to EUR 470m despite the reclassification of EUR 34m to investment properties, investments in an office used by the company of EUR 24m as well as investments in cooperation agreements
- Placement of a EUR 250m bond to further accelerate growth
- Consistently high EBIT of more than EUR 30m per year since 2016 with an average gross sales margin of approx. 30%
- Confirmation of large hidden reserves in inventories by external real estate appraiser as of 31 December 2019. Reconciled to the balance sheet as of 31.12, there are more than EUR 148m hidden reserves.



Notes: (1) Transactions closed in corresponding year

(2) Excluding 675 units of the project development Gehrensee

(3) Excluding EUR 42.4m from deconsolidation of the project development Gehrensee



Privatisations and Investment Properties

Services & Ventures

What we do?

- Investing in residential real estate in attractive German metro regions with focus on Berlin
- Active asset management and capex measures
- Privatisation of single units to individual investors and homeowners
- Block sales of properties to institutional investors
- Realizing of new building potential by investment properties

- Sales services to third parties, such as developers and real estate companies
- Backstop provisions for developers in course of single units sales
- Joint ventures (ACCENTRO typically holds a minority equity stake) with developers and real estate companies to market and sell properties on single unit basis and as block sales

Sources of income

- Revenues from property letting
- Revenues from property sales (single unit sales, block sales)

Revenues from services

Revenues from equity investments

Current portfolio

- 2,396 residential and commercial units (as of 30 June 2020)
- Real estate value of EUR 529.0m mostly accounted at cost (as of 30 June 2020)(1)

- More than 2,500 units lined up for exclusive sales
- Some of our current partners:



FIRST HOME







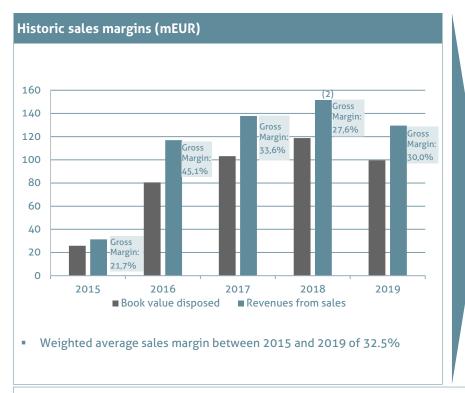
12 Grundbesitz & Projektierung

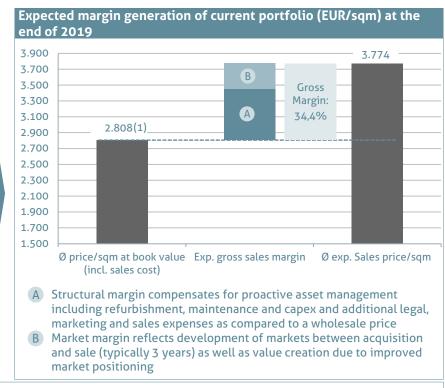
Notes: (1) Including buildings for own use and investment properties

PROVEN TRACK RECORD OF VALUE CREATION









> Irrespective of market conditions, ACCENTRO's business model offers an "intrinsic" structural and resilient margin from a combination of wholesale/retail difference and capex upgrade

Notes: (1) Including Capex for projects in sales process and construction commitments (2) Excluding the Gehrensee transaction

PRIVATISATION PORTFOLIO

Diversified privatisation portfolio of intrinsic value



Inventories portfolio as o	of 30 June 2020				
Location	Book value/purchase price (in mEUR)	Units	sqm	Outstanding Сарех (in mEUR)*	Selling prices (EUR/sqm)
Berlin	350.3	1,314	95,454	41.8	5,413
Bavaria (Bayreuth, Garmisch- Partenkirchen)	68.3	448	27,720	3.3	3,651
Leipzig and Greater Leipzig	16.8	204	13,238	0.5	1,690
Rostock and Usedom	16.0	110	8,224	0.5	2,723
Rhine-Ruhr area (Cologne, Düsseldorf, Ratingen)	13.1	100	5,726	0.7	3,608
Others (Hamburg, Hanover, Potsdam)	5.8	41	2,701	0.4	2,701
Total	470.3	2,217	153,036	47.2	4,512

^{*} Not include the already accrued capex costs in the balance sheet

OPERATING AND PRIVATISATION TRACK RECORD

Development of a profitable portfolio of high-quality assets



Key facts of the privatisation portfolio							
	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019		
Number of units	1,919	2,422	2,885	2,181	2,296*		
Real estate value, in EUR m	155.2	216.1	302.2	343.9	474.6*		
Gross margin of sales	21.7%	45.1%	33.6%	27.6%	30.0%		
Annual rental income, in EUR m	7.2	7.9	8.7	8.5	10.6*		
Interest coverage ratio**	2.8	3.8	4.1	3.7	5.4		
LTV***	-	33.1%	32.8%	38.8%	43.1%		

Notes

- Current real estate portfolio generates an annual rental income of EUR 11.9m and contain high hidden reserves in the context of new letting
- Sustainable improvement of the interest coverage ratio through optimisation of the funding structure
- Economies of scales through consistent expansion of the inventory assets





Berlin-Kreuzberg

Leipzig

^{*} Including Investment properties and Owner-occupied properties ** Adj. EBITDA/ net interest expenses *** Net financial debt/ adj. total asset value

FINANCIALS - INCOME STATEMENT - 2019 and H1 2020

Income statement shows high profitability of business model



Income statement (in EUR '000)	2018	2019	Δ in %	H1 2019	H1 2020	Δ in %	Sources of Income	Notes
Revenues from sales of inventory property	151,589	129,503	-14.6%	29,633	30,943	4.4%	Revenue from property	
Expenses for sales of inventory property	-118,770	-99,661	-16.1%	-22,247	-25,508	14.7%	Succi	HY 2020 result extraordinarily burdened
Capital gains from inventory property	32,820	29,841	-8.1%	7,386	5,434	-26.4%	ı	by bond issue and change of management
Net rental income	6,130	6,518	6.3%	3,096	2,447	-21.0%	Net income from property letting	board (EUR 5.4m one-off effects)
Net service income	2,282	2,363	3.6%	154	417	170.8%	Net income from services	Operating interim result of EUR 8.7m is a
Net income from companies accounted for using the equity method	2	1,244	62,111%	461	0	-100%	Return from equity investments	little bit lower as in the comparable period due to temporarily low sales margins
Other operating income	1,663	1,207	-27.4%	710	387	-45.5%		Gross margin from sales fell to 21.3% due
Gain or loss on fair value adjustments of investment properties	0	11,399	-	0	0	-	Reclassification Investment Properties	to higher share of sales via cooperation
Interim result	42.896	52,572	22.6%	11,808	8,686	-26.4%		partners and higher one-time marketing
Total payroll and benefit costs	-4,613	-5,835	26.5%	-2,638	-4,237	60.6%		costs. The gross margin is expected to
Depreciation and amortisation of intangible assets and property, plant and equipment	-349	-731	109.5%	-350	-400	14.3%		increase in the course of the year due to a lower share of cooperation sales in total
Impairment of accounts receivable	-205	-123	-40.2%	0	-124	-		sales.
Other operating expenses	-5,131	-6,079	18.5%	-2,231	-2,706	21.3%		 Increase of total payroll and benefit costs
EBIT	32,598	39,804	22.1%	6,588	1,219	-81.5%	Return from other equity	are mainly driven by the change of the
Other income from investments Net interest income	36 -8.924	36 -7,353	0.0% -17.6%	18 -3,094	18 -9,986	0.0%	investments	management board
EBT	23,710	32,488	37.0%	3,513	-8,749	-		 Increase of the net interest expenses
Income taxes	-5,675	-6,189	9.1%	-572	-2,814	392.0%		include one-off effects from the
Consolidated income	18,035	26,299	45.8%	2,941	-11,563	-		repayment of the old bond in the amount
Total gross margin (revenues basis) in %	25.4%	27.9%	9.7%	32.1%	22.1%	-30.9%		of EUR 4.1m
Gross margin from sales (cost basis) in %	27.6%	29.9%	8.4%	33.1%	21.3%	-35.6%		 Income taxes increase due deferred taxes
Net income margin	11.2%	18.4%	63.7%	8.5%	-31.0%	-		from the bond issue
Earnings per share	0.56	0.81	43.7%	0.09	-0.36	-		Hom the bond issue

FINANCIALS - BALANCE SHEET - FY 2019 and H1 2020

Financial position with large hidden reserves



Financial position (in EUR '000)	FY 2019	H1 2020	Δ in %
Goodwill	17,776	17,776	0.0%
Owner occupied properties and buildings	24,083	24,245	0.7%
Investment Property	34,452	34,470	0.1%
Non-current trade receivables and other receivables and other assets	24,029	27,758	15.5%
Other non-current assets	2,168	2,552	17.6%
Total non-current assets	102,508	106,799	4.2%
Inventory properties	416,573	470,433	12.9%
Accounts receivable and other assets	37,510	97,749	160.6%
Cash and cash equivalents	24,167	44,188	82.8%
Total current assets	478,250	612,370	28.0%
Total assets	580,757	719,168	23.8%
Subscribed capital	32,438	32,438	0.0%
Additional paid-in capital	78,684	79,517	1.1%
Retained earnings	107,561	95,905	-10.8%
Attributable to non-controlling companies	2,128	2,223	4.5%
Total equity	220,811	210,083	-4.9%
Financial liabilities and bond	213,709	345,037	61.5%
Other non-current liabilities	2,210	4,894	214.5%
Total non-current liabilities	215,919	349,931	62.1%
Financial liabilities and bond	103,931	107.344	3.3%
Other short-term payables	40,097	51,810	29.2%
Total current liabilities	144,028	159,154	10.5%
Total current and non-current liabilities	359,947	509,085	41.4%
Total assets	580,757	719,168	23.8%
LTV	43.1%	49.9%	15.8%
Equity ratio	38.0%	29.2%	-23.2%

Notes

- Successful placement of EUR 250m bond in Q1 2020 to accelerate the ongoing growth
- Real estate assets in inventories further increased by continuous growth
- Property valuation by external appraisers confirms hidden reserves of 148 million in the inventory portfolio as of december 2019
- Increase of other current assets by a loan granted in the amount of EUR 55m for cash management reasons
- Granted capital to provide self funding services for further growth potential
- Increase of the LtV ratio due successful placement of EUR 250m bond and replacement of the EUR 100m old bond.

FINANCING - FUNDING STRUCTURE

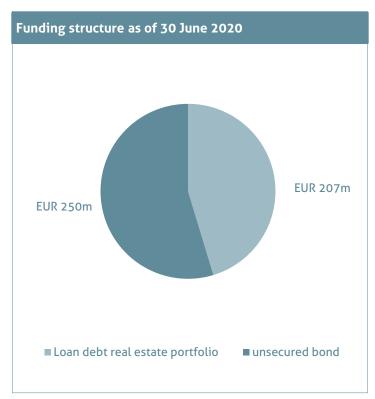
Increasing maturity and flexibility at limited costs



Funding strategy

- Corporate bond over EUR 250m with a coupon interest of 3.625% successfully placed in Q1 2020 and full replacement of the EUR 100m Bond 2018/2021
- Balanced mix of secured and unsecured financing and manageable financing risk due to low LTV
- 26 loans financing by over 15 different banks (mainly regional Sparkassen and Volksbanken, but also banks such as pbb, Allianz, IBB etc.)

Financial liabilities	Nominal volume (EUR '000)	Average interest rate (%)	Average loan maturity (years)
Loan debt Real estate portfolio	207,163	1.98	2.79
Bond (2020/2023)	250,000	3.625	2.62
Sum total	457,164	2.88	2.70



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Market environment offers opportunities

- The short supply and scarcity in the housing sector is reflected in growing demand for residential real estate
- Significant housing shortage and structural demand is causing rising rent and price levels in the target markets
- The low homeownership rate of 45% in Germany, among the lowest in Europe, offers a humongous revenue potential for ACCENTRO given the EUR 30bn private transaction market

Dynamic operating activities

- 2020 will see a steady expansion of the privatisation portfolio (the deeds for the next 308 units have already been notarised)
- The business model is being expanded to include attractive metropolitan regions elsewhere in Germany by widening the sales network
- The current inventory properties held for sales may allow revenues of almost EUR 700m over the years to come

Positive Outlook

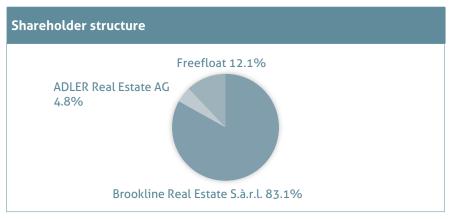
- Positive outlook for 2020: slight increase in revenues with EBIT at the same level of the previous year
- February 2020: Successful placement of a EUR 250m bond to further accelerate growth
- Expansion of nationwide sales strength through investments and greater diversification in other markets
- Further development of digitalisation in business processes

ACCENTRO SHARE INFORMATION

Shareholders and share price performance



Key share information					
Listing	Frankfurt am Main				
Segment	Prime Standard				
WKN	AOKFKB				
ISIN	DE000A0KFKB3				
Shares outstanding	32,437,934				
Market capitalisation (as of 30.06.2020)	EUR 334.1m				
Share Price (as of 30.06.2020)	EUR 10.30				





ACCENTRO SHARE INFORMATION

Analyst Research



Analyst	Institution	Recommendation	Target	Date
Philipp Kaiser	Warburg Research	Buy	13.00 EUR	04.09.2020
Mariya Lazarova, Robel Tesfeom	FMR Frankfurt Main Research AG	Buy	11.00 EUR	25.08.2020
Klaus Soer, Jannik Lucas	Quirin Privatbank	Buy	12.00 EUR	20.08.2020
Dr. Adam Jakubowski	SMC-Research	Buy	12.00 EUR	17.08.2020
Christoph Mehl, Stefan Scharff	SRC Research	Buy	12.00 EUR	13.08.2020
Bérénice Lacroix	Kepler Cheuvreux	Hold	10.00 EUR	01.06.2020
Manuel Martin	ODDO BHF	Hold	8.00 EUR	03.04.2020
Andre Remke	Baader Helvea Equity Research	Buy	10.00 EUR	18.12.2019
Average			11.00 EUR	

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