

# CORESTATE Capital

Management Presentation

---

Preliminary Results FY 2018

Lars Schnidrig, CFO & interim CEO | 14 February 2019

This presentation contains forward-looking statements that are subject to various risks and uncertainties.

Such statements are based on a number of assumptions, estimates, projections or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change.

Actual results can differ materially from those anticipated in the forward-looking statements of CORESTATE Capital Holding S.A. (the “Company”) as a result of a variety of factors, many of which are beyond the control of the Company, including those set forth from time to time in the Company’s press releases and reports and those set forth from time to time in the Company’s analyst calls and discussions. The company does not assume any obligation to update the forward-looking statements contained in this presentation.

This presentation does not constitute an offer to sell or a solicitation or offer to buy any securities of the Company, and no part of this presentation shall form the basis of or may be relied upon in connection with any offer or commitment whatsoever. This presentation is being presented solely for information purposes and is subject to change without notice.

Glossary: € = Euro; \$ = (US)Dollar; % = percentage; a = actual; acc. = according; adj. = adjusted; aggr. = aggregated; approx. = approximately; c(a) = circa; e = expected; (F)Y = (financial) year(s); H = half year(s); LTM = last twelve months; M = month(s); Q = quarter(s); k = thousand(s); m = million(s); bn = billion(s)

- Q4-2018 with strong operations
- Sound organic growth in RE AuMs of >9%
- Guidance FY 2018 outperformed on all levels
- Hannover Leasing with record year
- De-leveraging into target range and balance sheet clean-up accomplished
- CRM acquisition and integration completed
- Increase of distribution reiterated: EUR 2.50 per share

# Management Team Realignment after Departure of Michael Bütter



## Key Responsibilities

- Investor Relations
- Communications
- Accounting and controlling
- Corporate Finance
- HR, Legal, Risk & Compliance
- Business Development & M&A

## Experience

- >17 years of CFO experience on board/senior management level
- Selected experience: *Vonovia Finance B.V, Vonovia SE, HypoVereinsbank AG*



- Deal sourcing
- Acquisition structuring
- Transaction execution
- Asset management
- Equity raising
- Client relations

- >27 years of executing Real estate transactions
- Selected experience: *Cerberus Capital Management LP, UniCredit*

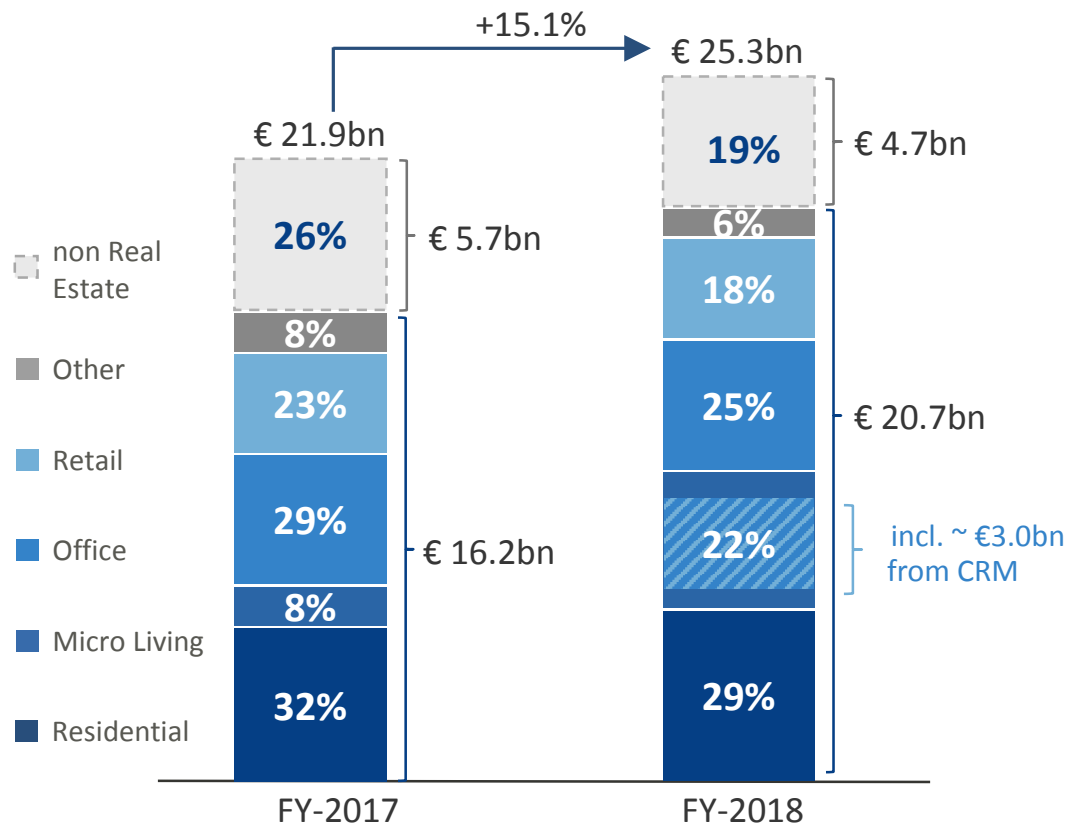
\* Corestate terminated the employment of CEO Michael Bütter and revoked the employment contract by the end of 2018. Until further notice, CEO's responsibilities will be assumed by Lars Schnidrig and Thomas Landschreiber. Lars Schnidrig temporarily assumes the function of the Chairman of the Management Board.



# Boost in Assets under Management Driven by Compelling Deal Pipeline and External Growth in Q4-2018

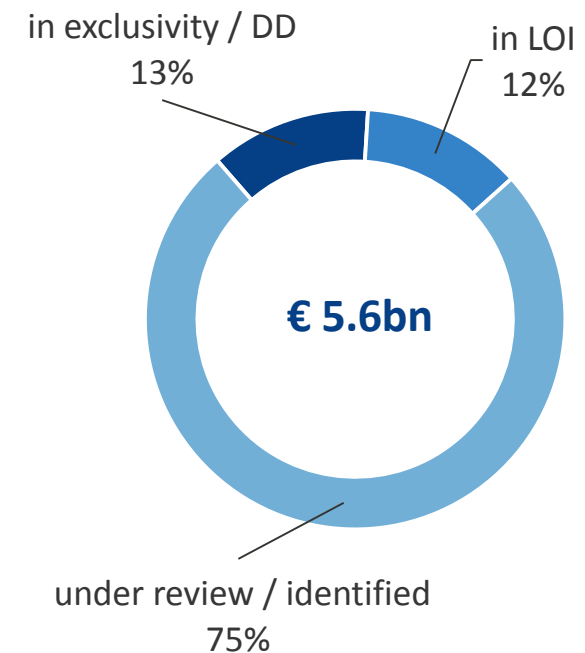
## Assets under Management

- **+9.3% organic growth** in Real Estate AuMs in 2018
- Planned **decrease** in **non-Real Estate** AuMs of € -1bn
- Micro Living incl € 3.0bn AuMs from CRM acquisition



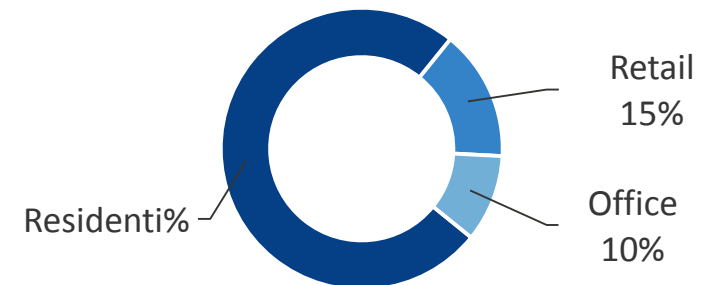
## Sourcing Pipeline

- Pipeline remains strong and tangible



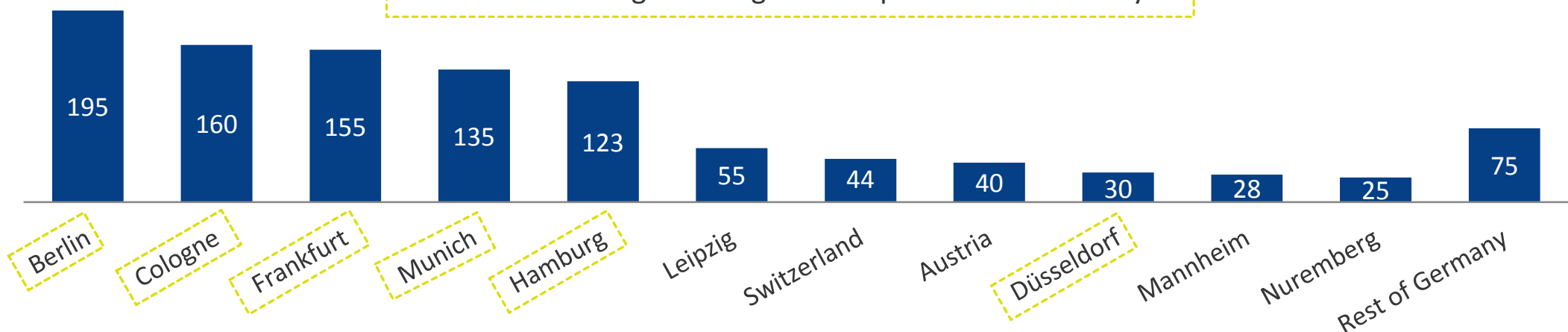
## Profile of HFS Mezzanine Funds end of 2018

- Total committed fund volume: **>€ 1,2bn**
- # of financed projects: **55**
- Ø size of mezzanine financing: c **€ 23m**
- Predominantly German residential



## Regional Break Down of Current Outstanding Financings (in m€)

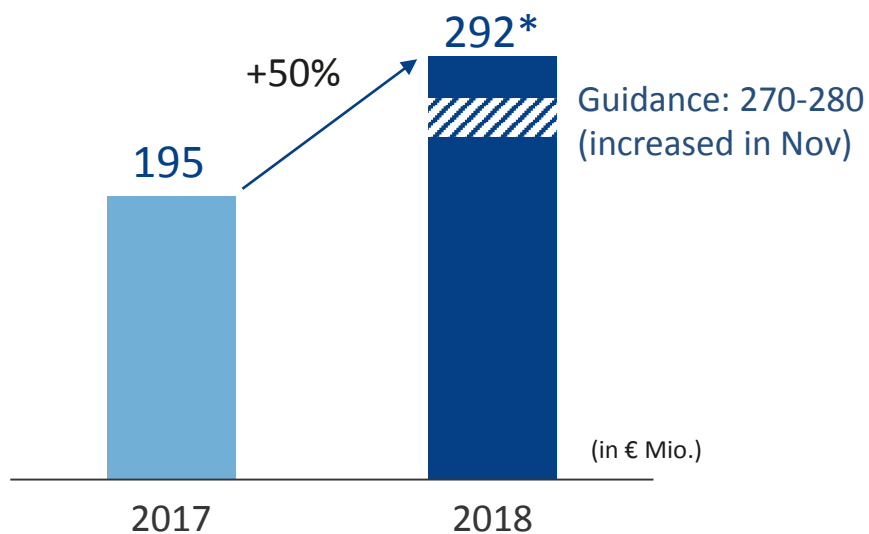
c 70% of lending volume goes to Top7 Cities\* in Germany



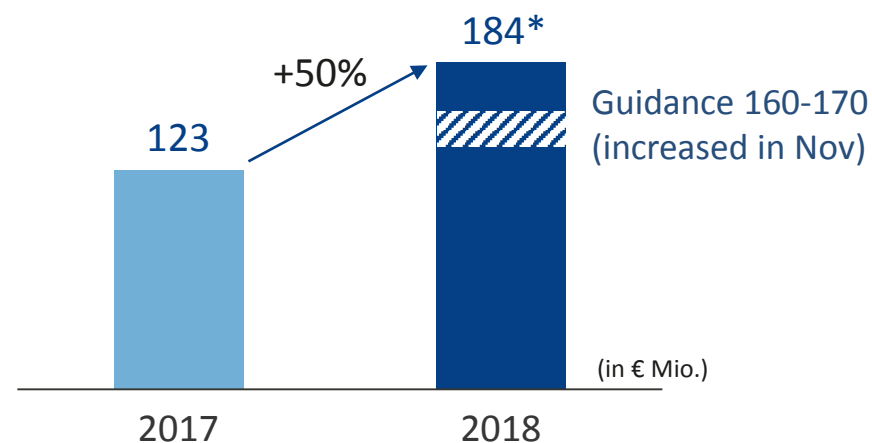
\* Germany's Top7 cities: Berlin, Hamburg, Munich, Cologne, Frankfurt, Stuttgart, Duesseldorf

# Key figures FY 2018: Beating Guidance on all Levels

## Aggr. Revenues



## Adj. EBITDA

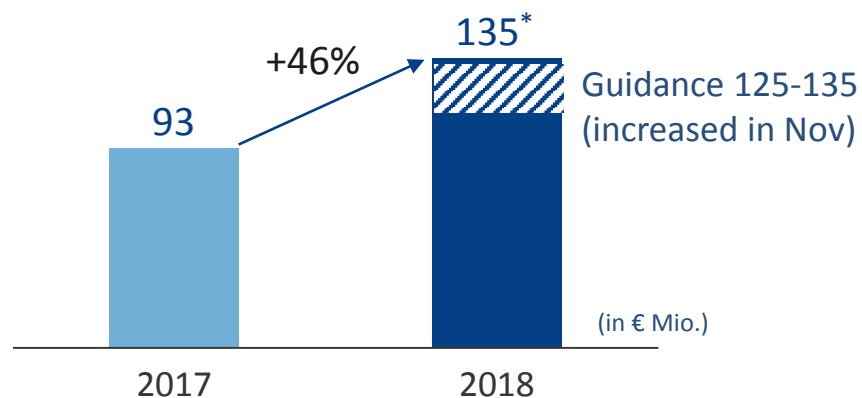


- Reported EBITDA € 174m\* (2017: € 105m)

\* All figures are not audited and preliminary, final figures to be published on 21 March 2019

# Key figures FY 2018: EPS +50%, Leverage halved

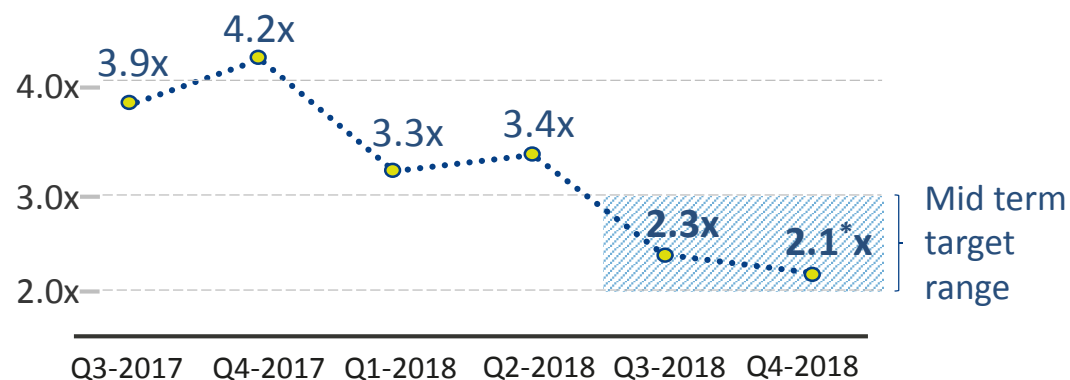
## Adj. Net Profit



- Reported Net Profit € 104m\*
- EPS (post minorities) € 4,93\*
- Distribution per share € 2,50 (indication)  
→ pay out ratio c 50%

## Financial Leverage Ratio

(Net Debt/adj. EBITDA\*\*)



- Gross financial debt: c € 586m\*
- Cash: c € 197m\*
- Leverage massively reduced

\* all figures are not audited and preliminary, final figures to be published on 21 March 2019

\*\* adj. EBITDA based on last twelve months



## Financial Guidance 2019

Aggr. Revenues*	€ 285 – 295m
EBITDA	€ 165 – 175m
Adj. Net Profit	€ 130 – 140m

## Assumptions & key levers

- Dynamic organic growth in core business, Real Estate investment management, by >30%
- FY 2019 includes CRM Students (acquired in Q4-2018)
- Guidance FY 2019 does not reflect any impact from further M&A

\* Aggregate Revenues include Revenues and Gains from Real Estate Investment Management, Share of Profit and Loss from Associates and Joint Ventures, and Total Income from Real Estate Operations/Warehousing

## Investor Contact

Dr. Kai G. Klinger

Head of Investor Relations & Capital Markets

Phone: +49 69 3535630-106

[ir@corestate-capital.com](mailto:ir@corestate-capital.com)

## Financial Calendar 2019

- |             |                                          |
|-------------|------------------------------------------|
| 14 Feb 2019 | Preliminary result of FY 2018            |
| 21 Mar 2019 | Publication annual financial report 2018 |
| 26 Apr 2019 | Annual General Meeting                   |
| 14 May 2019 | Publication Q1 financial report          |
| 13 Aug 2019 | Publication H1 financial report          |
| 05 Sep 2019 | Capital Markets Day                      |
| 12 Nov 2019 | Publication Q3 financial report          |

Please note that these dates could be subject to change