



**H1 2019
FINANCIAL RESULTS
PRESENTATION**

August 2019

 HIGHLIGHTS

 FINANCIAL RESULTS

 OPERATIONS AND PORTFOLIO

 GUIDANCE

 APPENDIX

Profitability Highlights:

Net rental income +23% at €358.5m. Recurring long-term net rental income at €354.7m (+28% YoY)

Adjusted EBITDA +30% YoY at €362.5m

FFO I +26% YoY at €239.3m, resulting in an FFO I per share of €0.21, +11% YoY (representing a yield of 5.6%¹)

FFO I per share after perpetual notes attribution +12% YoY at €0.19

FFO II at €288.4m, as a result of disposals to the amount of over €220m in the first half of 2019

Profit for the period at €969.3m and EPS (basic) at €0.68

EPRA NAV per share at €8.3, up from €7.7 at year-end 2018, +11% adjusted for dividends

EPRA NAV incl. perpetual notes pro forma² at €12.5 bn, +21% from €10.3bn at year-end 2018

Financial Profile Highlights:

Long average Debt Maturity maintained at 7.5 years

Low average Cost of Debt fixed at 1.7%

Solid unencumbered assets reached €11.4bn in value (74% unencumbered ratio), up from €10.2bn as of year end 2018

Conservative capital structure demonstrated by the low LTV of 36% as of June 2019.

Portfolio Highlights:

Portfolio size at €16.2bn as of end of June 2019. Year-to-date signed acquisitions of €2.5bn of high quality assets, primarily offices and hotels, mainly located in top tier cities Munich, Berlin, Cologne, Hamburg, Frankfurt and Benelux.

Disposal of over €220m in the first 6 months of 2019 at a gain of 28% over total cost

High L-F-L rent increase of 4.4%, in-place rent contributing 2.3% while occupancy growth contributing 2.1%

**GUIDANCE
UPDATED**

see slide 25

¹ based on a share price of €7.5

² including equity capital increase of €601m and perpetual notes issuance of €500m in July 2019

FINANCIAL RESULTS

	1-6 / 2019	1-6 / 2018
	in € millions	
REVENUE	420.6	347.6
RECURRING LONG-TERM NET RENTAL INCOME	354.7	277.7
PROPERTY REVALUATIONS, CAPITAL GAINS AND OTHER INCOME	679.4	899.6
Share in profit from investment in equity-accounted investees	198.1	113.3
Property operating expenses	(109.9)	(102.8)
EBITDA	1,175.9	1,249.5
Finance expenses	(70.3)	(52.3)
Current tax expenses	(26.0)	(20.2)
PROFIT FOR THE PERIOD	969.3	970.3
Basic earnings per share (in €)	0.68	0.87
Diluted earnings per share (in €)	0.67	0.82

Net rental income, recurring long-term* (in €m)



Net Profit (in €m)



ACHIEVING STRONG OPERATIONAL GROWTH FROM BOTH INTERNAL AND EXTERNAL SOURCES



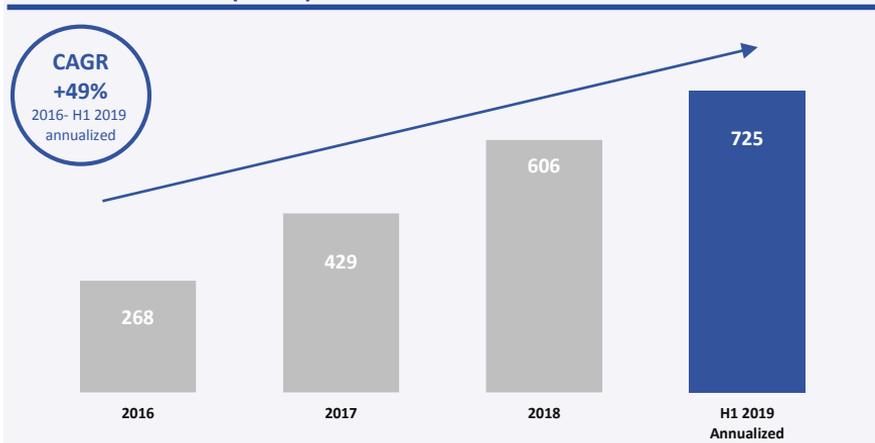
	1-6 / 2019	1-6 / 2018
	in € millions	
Operating profit	1,175.1	1,248.7
Total depreciation and amortization	0.8	0.8
EBITDA	1,175.9	1,249.5
Property revaluations, capital gains and other income	(679.4)	(899.6)
Share in profit from investment in equity-accounted investees	(198.1)	(113.3)
Other adjustments	(0.2)	(9.3)
ADJUSTED EBITDA COMMERCIAL PORTFOLIO, RECURRING LONG TERM	298.2	227.3
Adjustment for GCP's and other investments' adjusted EBITDA contribution	64.3	52.2
ADJUSTED EBITDA	362.5	279.5

Subtracted as these profits include AT's share in non-operational profits generated by the equity accounted investees

Mainly related to adjusted EBITDA of the properties marked for disposal to reflect the long-term recurring Adjusted EBITDA of the commercial portfolio

Adding back the contribution from GCP's operations, resulting from Arowntown's strategic investment of 39%, as well as from other investments

ADJUSTED EBITDA (in €m)



1-6 / 2019 1-6 / 2018

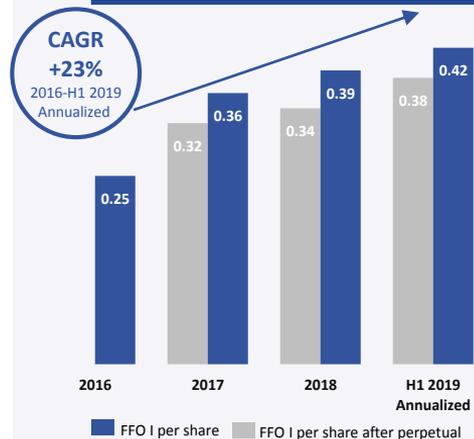
in € millions

ADJUSTED EBITDA COMMERCIAL PORTFOLIO, RECURRING LONG TERM	298.2	227.3
Finance expenses ¹⁾	(70.3)	(52.3)
Current tax expenses	(26.0)	(20.2)
Contribution to minorities	(7.7)	(3.2)
Other adjustments	1.5	5.1
FFO I COMMERCIAL PORTFOLIO, RECURRING LONG TERM	195.7	156.7
Adjustment for GCP's and other investments' FFO I contribution	43.6	32.6
FFO I	239.3	189.3
FFO I PER SHARE (IN €)	0.21	0.19
FFO I per share after perpetual notes attribution (in €)	0.19	0.17
Result from disposal of properties ²⁾	49.1	111.1
FFO II	288.4	300.4

1) including the effects of IFRS 16

2) the excess amount of the gross sale price to total cost (cost price plus capex of the disposed properties)

FFO I PER SHARE (in €)



DIVIDEND PER SHARE (in €)

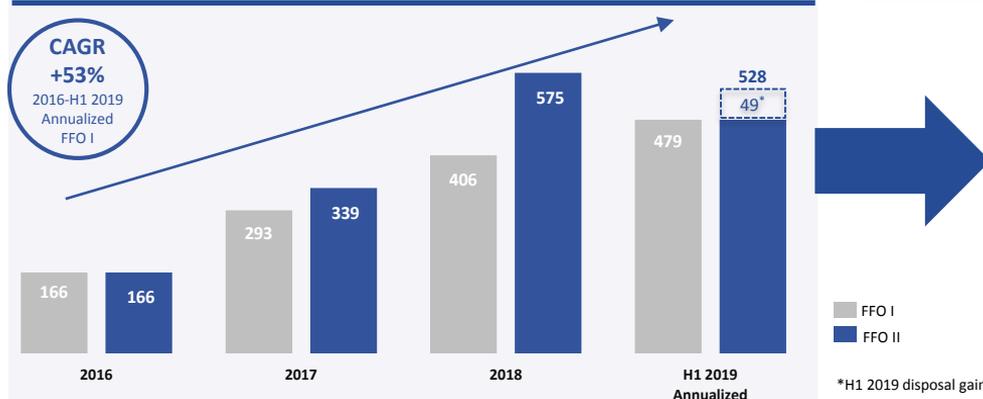


FFO I yield: 5.6%

Dividend yield: 3.6%

Based on a share price of €7.5

FFO I & FFO II (in €m)

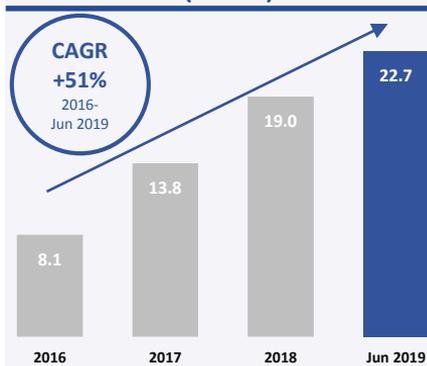


Consistent recurring cash profitability, both from operations (FFO I) as well as successful capital recycling, which resulted in high capital gains (FFO II)

*H1 2019 disposal gains, not annualized



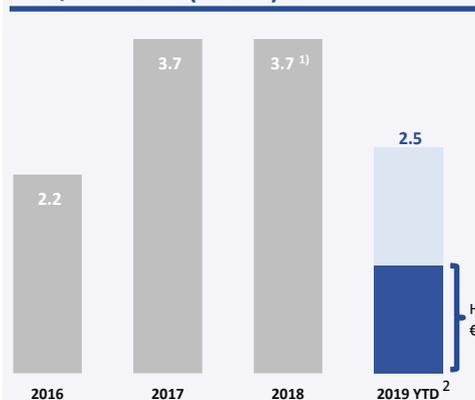
TOTAL ASSETS (in €bn)



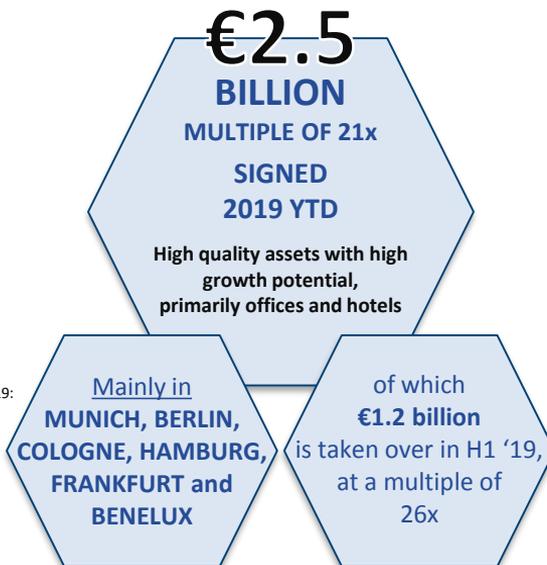
	Jun 2019	Dec 2018
	in € millions	
Investment property	16,212.7	14,174
Equity-accounted investees in publicly traded company - holding in GCP SA	1,834.7	1,807.6
Equity-accounted investees, other	524.8	407.2
NON-CURRENT ASSETS	19,687.5	16,938.9
Assets held for sale ¹⁾	160.6	209.9
Cash and liquid assets ²⁾	2,416.4	1,600.6
CURRENT ASSETS	2,979.2	2,101.9
TOTAL ASSETS	22,666.7	19,040.8

1) excluding cash in assets held for sale
2) including cash in assets held for sale

ACQUISITIONS (in €bn)



1) including acquisitions through joint ventures of €0.6bn
2) Including signed deals



INVESTMENT PROPERTY (in €bn)



	Jun 2019		Dec 2018	
	€ millions	Per share	€ millions	Per share
NAV PER THE FINANCIAL STATEMENTS	11,453.1		9,944.3	
Equity attributable to perpetual notes investors	(1,973.6)		(1,547.7)	
NAV EXCLUDING PERPETUAL NOTES	9,479.5		8,396.6	
Fair value of derivative financial instruments ¹⁾	12.7		25.1	
Deferred tax liabilities ¹⁾	1,045.0		887.8	
NAV	10,537.2	€9.3	9,309.5	€8.2
Non-controlling interests	(1,129.0)		(567.1)	
EPRA NAV	9,408.2	€8.3	8,742.4	€7.7
Equity attributable to perpetual notes investors	1,973.6		1,547.7	
EPRA NAV INCLUDING PERPETUAL NOTES	11,381.8	€10.1	10,290.1	€9.1
Number of shares incl. in-the-money dilution effects (in millions)	1,129.6		1,129.7	
Pro forma effect ²⁾	1,100.6		-	
EPRA NAV INCLUDING PERPETUAL NOTES PRO FORMA	12,482.4	€10.3	10,290.1	€9.1
Pro forma number of shares, including in-the-money dilution effects (in millions) ³⁾	1,213.6		1,129.7	

1) including balances in assets held for sale

2) Including equity capital increase of €600.6m and perpetual notes issuance of €500m in July 2019

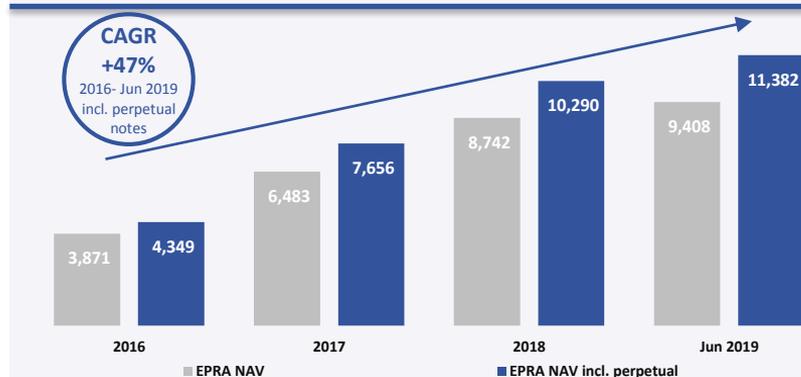
3) Including new shares from equity capital increase in July 2019

in € millions unless otherwise indicated	NAV	EPRA NAV	EPRA NAV including perpetual notes	EPRA NNAV
Jun 2019 pro forma ¹⁾	11,137.8	10,008.8	12,482.4 ²⁾	9,624.8
Jun 2019	10,537.2	9,408.2	11,381.8	9,024.2
Jun 2019 per share (in €)	9.3	8.3	10.1	8.0
Per share growth (six months, dividend adjusted)	+17%	+11%	+14%	+7%
Per share growth (six months, excl. dividend adjustment)	+13%	+8%	+11%	+4%
Dec 2018	9,309.5	8,742.4	10,290.1	8,730.7
Dec 2018 per share (in €)	8.2	7.7	9.1	7.7

1) Including the equity capital increase of €600.6 million in July 2019

2) Additionally including the perpetual notes issuance of €500 million in July 2019

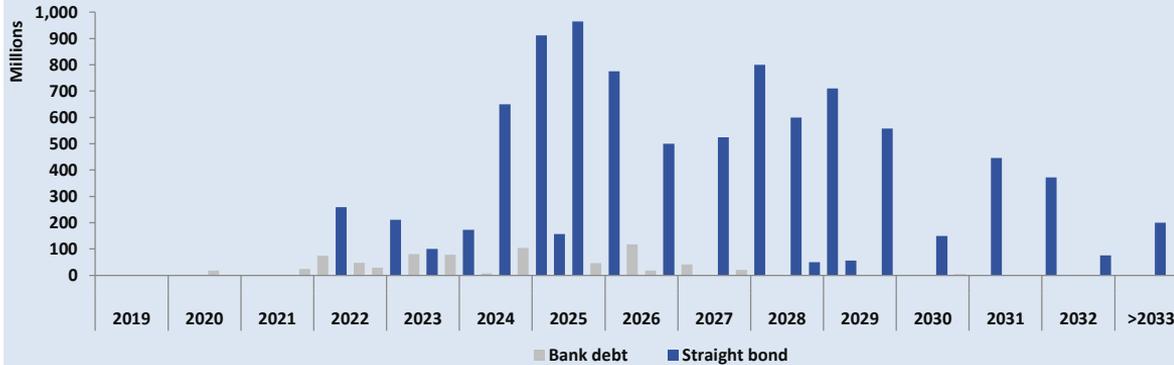
EPRA NAV (€m)



EPRA NAV per share (€)



Debt Maturity Profile*

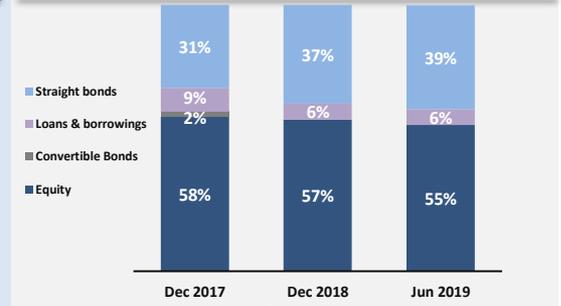


*excluding loans earmarked for near term redemption

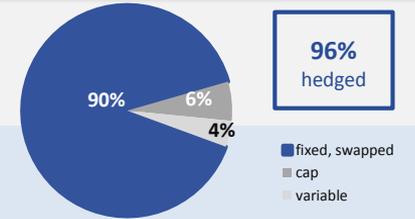
Debt maturity
7.5 years average maturity

Cost of debt
1.7% Ø cost of debt

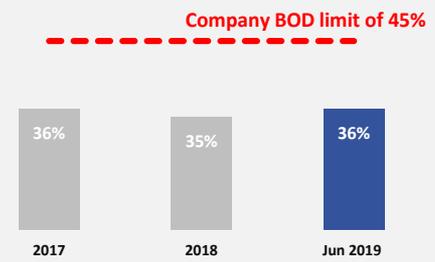
Financing Sources Mix



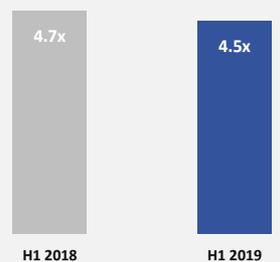
Interest Hedging Structure



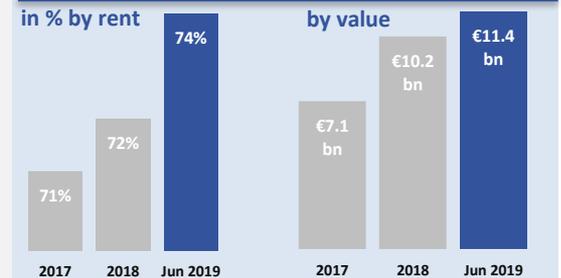
Loan-to-Value



Consistently strong ICR



Unencumbered Assets



I. BEST IN CLASS FINANCIAL RATIOS AMONG PEERS

II. HIGHEST RATED IN GERMAN COMMERCIAL REAL ESTATE

Financial risk profile

Business risk profile	Financial risk profile					
	1 Minimal	2 Modest	3 Intermediate	4 Significant	5 Aggressive	6 High Leveraged
1 Excellent	aaa/ aa+	aa	a+/a	a-	bbb	bbb- /bb+
2 Strong	aa/ aa-	a+/a	(DW) BBB+ (GCP) (Gecina) A- (Klepierre) (A- (Arowntown) (Icade) (Covivio))	(Vonovia- BBB+)* BBB	bb+	bb
3 Satisfactory	a/a-	bbb+	(Alstria) BBB/BBB-	bbb-/bb+	bb	b+
4 Fair	bbb/ bbb-	bbb-	bb+	bb	bb-	b
5 Weak	bb+	bb+	bb	bb-	b+	b/b-
Vulnerable	bb-	bb-	bb-	b+	b	b-

*rating anchor of Vonovia is BBB, their final rating, after the effect of modifiers is BBB+

'BBB+' Investment Grade rating from S&P



Financial policy:

Strive to achieve A- global rating in the long term

LTV limit at 45%

Debt to debt-plus-equity ratio at 45% (or lower) on a sustainable basis

Maintaining conservative financial ratios with strong ICR

Unencumbered assets above 50% of total assets

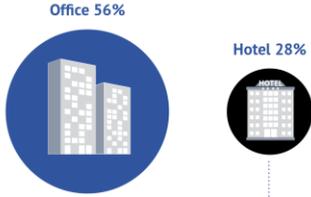
Long debt maturity profile

Good mix of long term unsecured bonds & non-recourse bank loans

Dividend distribution of 65% of FFO I per share

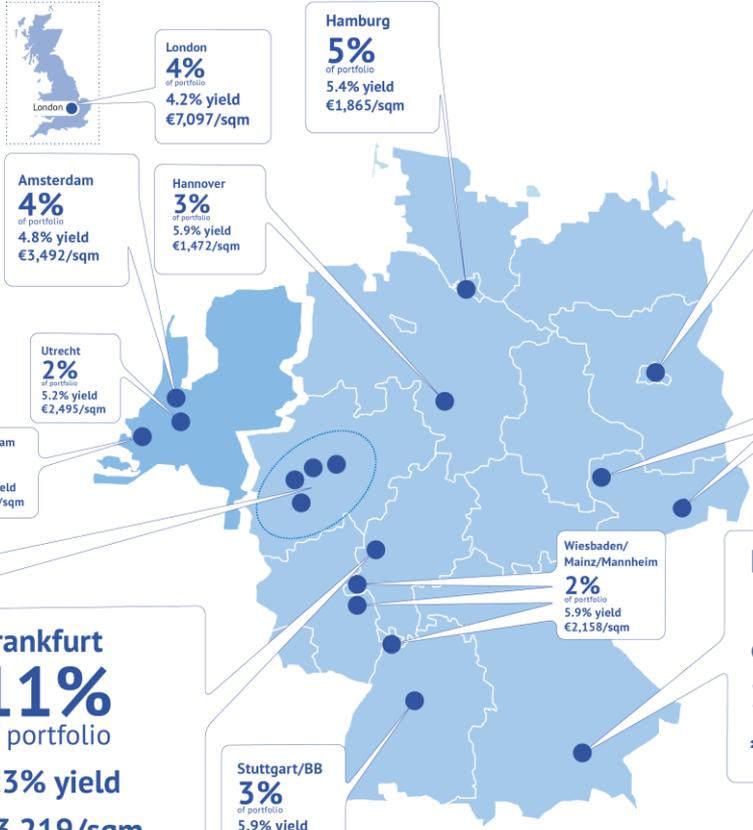
OPERATIONS AND PORTFOLIO

Commercial asset type breakdown



- Top 5 office locations**
1. Munich 19%
 2. Berlin 16%
 3. Frankfurt 14%
 4. NRW 9%
 5. Amsterdam 7%

- Top 5 hotel locations**
1. Berlin 25%
 2. London 11%
 3. NRW 9%
 4. Munich/BR 8%
 5. Frankfurt 6%



Berlin
20%
of portfolio
3.6% yield
€3,262/sqm

NRW
10%
of portfolio
5.9% yield
€1,501/sqm

Frankfurt
11%
of portfolio
3.3% yield
€3,219/sqm

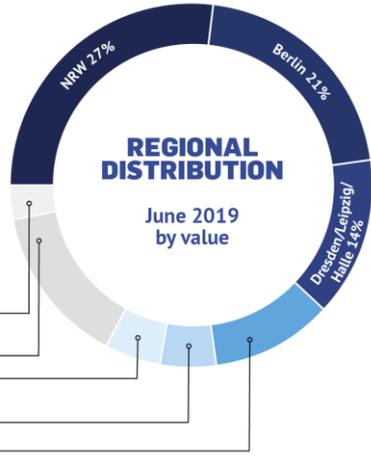
Munich
13%
of portfolio
3.4% yield
€3,051/sqm

Others*
18%
of portfolio
6.2% yield
€1,717/sqm

* "Others" includes, Brussels, Rome, Vienna, Edinburgh, Dublin, Bremen, Nuremberg, Kassel and others

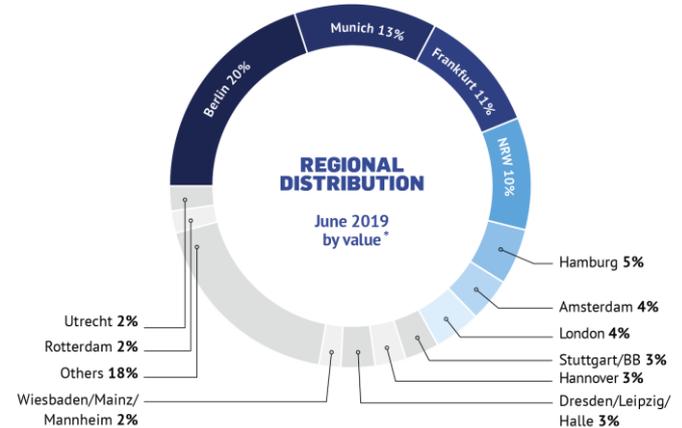


Residential

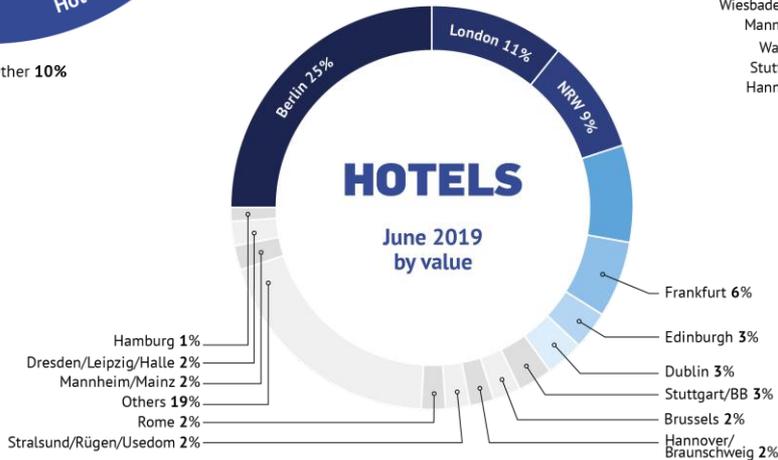
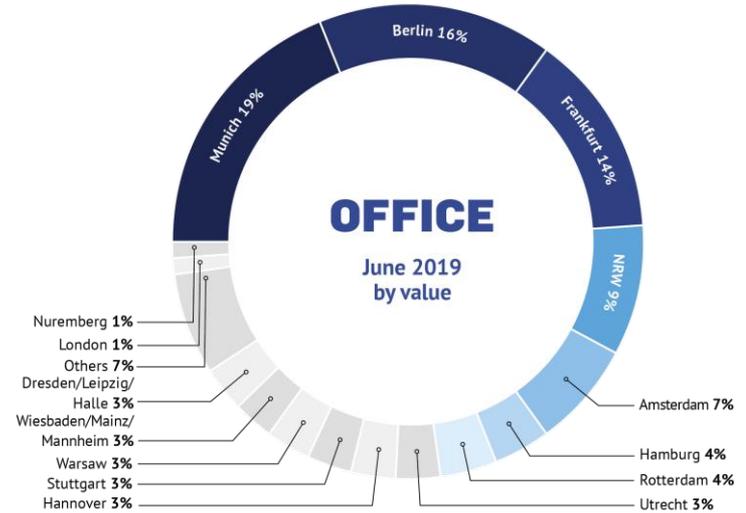
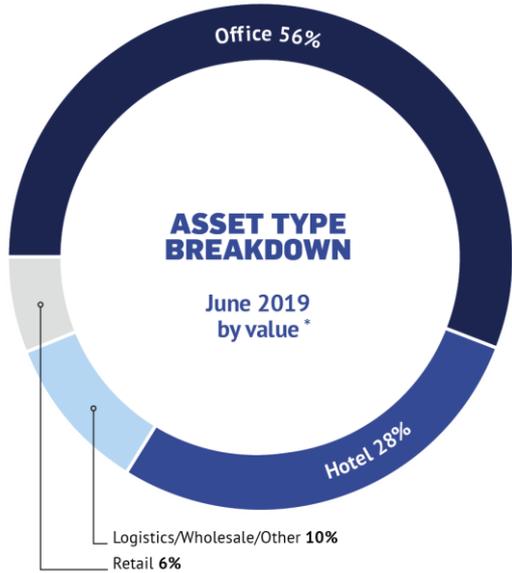


*accounting for 39% holding in GCP

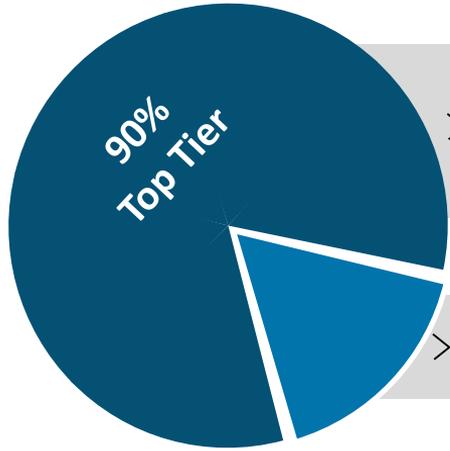
Commercial



* Including land for development and other rights



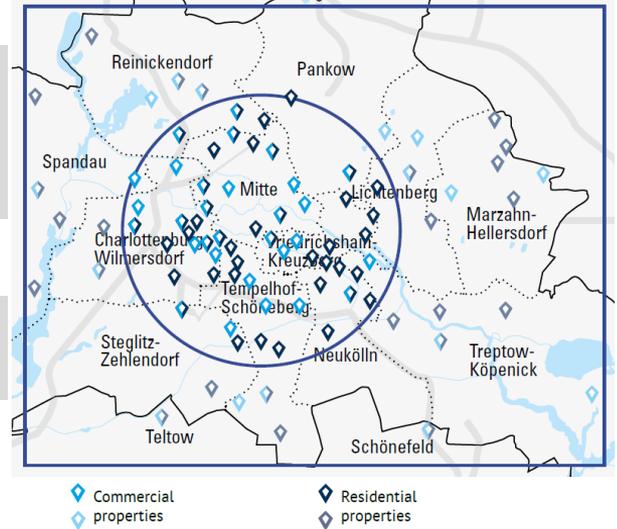
* Including land for development and other rights



90% of the commercial portfolio is located in top tier neighborhoods

- Charlottenburg, Wilmersdorf, Mitte, Kreuzberg, Friedrichshain, Lichtenberg, Schöneberg, Neukölln, Steglitz and Potsdam
- Strongly benefiting from the unique dynamics and growth of Berlin's most in demand neighborhoods, business areas and tourist centers

10% of the commercial portfolio is well located primarily in Spandau, Reinickendorf, Hellersdorf/Marzahn and Treptow/Köpenick



* map representing approx. 95% of the portfolio and 99% including central Potsdam



Potsdamer Platz: The prime commercial and tourist center

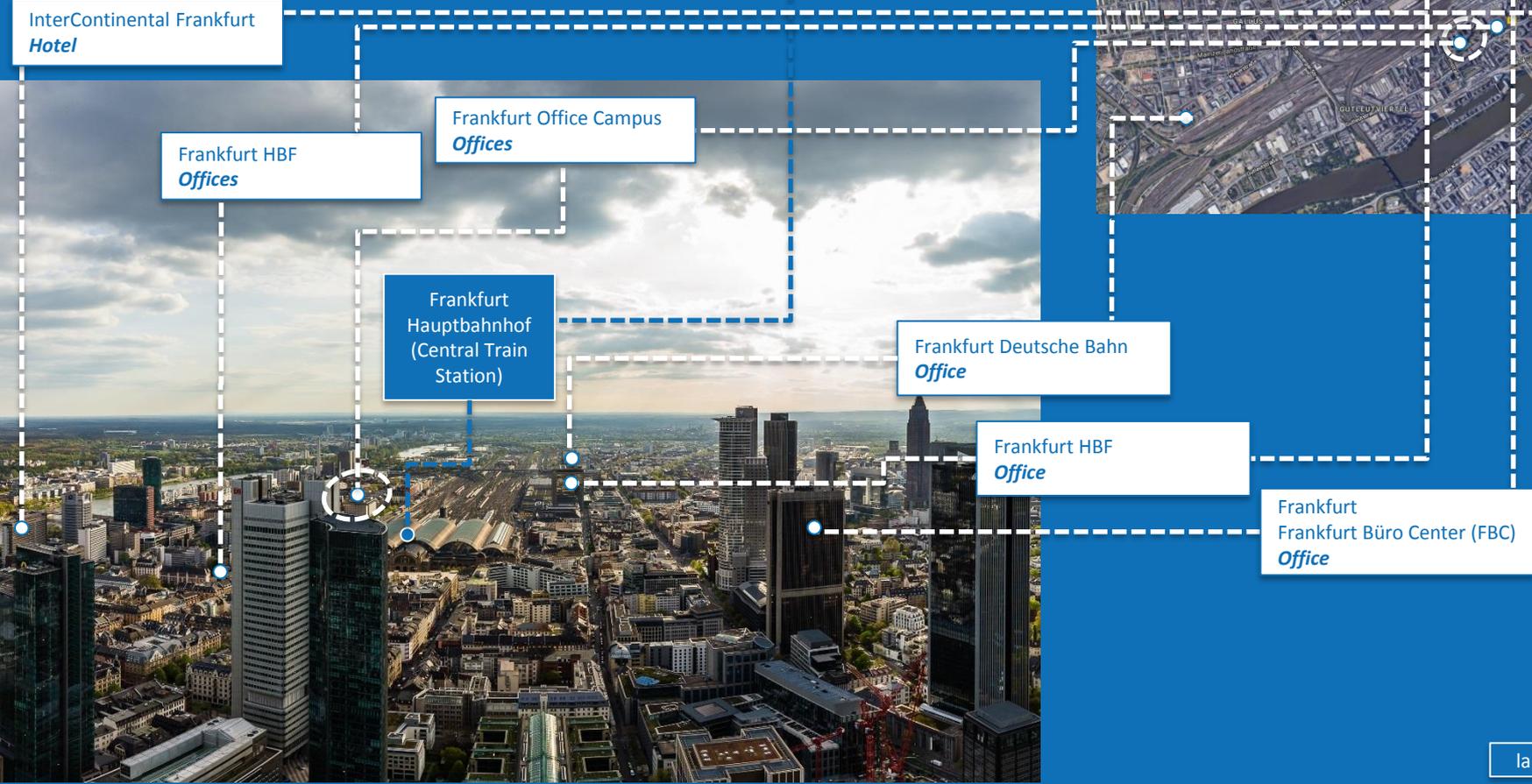


Quality Berlin assets around Kurfürstendamm (Ku'Damm)



Frankfurt

Quality Frankfurt assets in central locations



landmark
property

DEFENSIVE PORTFOLIO WITH STRONG TENANT STRUCTURE

- Limited dependency on single tenants due to large tenant base of over 3,000 tenants
- Top 10 tenants represent less than 20% of rent
- Long lease terms
- Portfolio WALT as of June 2019:

Office	Hotel	Logistics/Wholesale /Other	Retail	Total
4.5	15.4	6.2	6.2	8.0

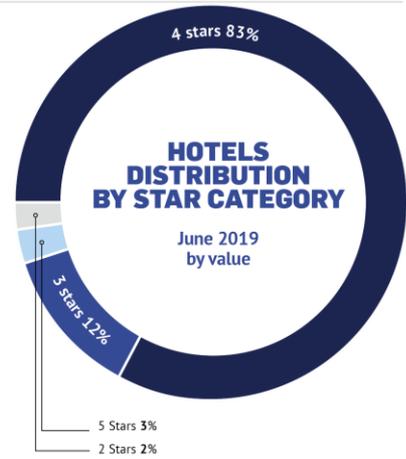


HIGHLY PERFORMING HOTEL LOCATIONS

Well diversified portfolio of over 140 hotels totalling €4.4bn and approx. 1.4m sqm as of June 2019

High proportion (83%) in 4 star hotels, meeting the rising market demand from tourism & business travel

Long-term and fixed leases to third party hotel operators



Hotels Franchised with various strong brands and a large scale of categories which provides high flexibility for the branding of its assets



STRATEGIC TOP TIER HOTELS IN STRONG LOCATIONS

Hotel:	Rooms:	Brand:
Hilton Berlin Gendarmenmarkt Prime Center	601	
Bristol Berlin Ku'damm Prime Center (ex-Kempinski)	301	
InterContinental Frankfurt Prime Center	473	
Hilton London Hyde Park Prime Center	132	
Marriott Conference Hotel Paris City Center	757	

Hotel:	Rooms:	Brand:	Hotel:	Rooms:	Brand:
Crowne Plaza Berlin Prime Center Potsdamer Platz	256		Steigenberger Hotel Cologne Prime Center	305	
AC by Marriott Berlin Mitte	130		Holiday Inn Dresden Prime Center	144	
Moxy by Marriott Berlin Mitte	101		Crowne Plaza Frankfurt Congress Hotel	396	
Ex-Sheraton Brussels Prime Center	533		Mark Apart Berlin Prime Center Ku'damm	120	
Sheraton Rome	640		Schlosshotel Grunewald Charlottenburg Berlin	54	
Hilton London Chelsea	172		Radison Blu Prime Center Baden-Baden	162	
Hilton Edinburgh Royal Mall Prime Center	211		Mercure Munich Conference Center Messe	167	
Hilton Dublin Prime Center	324		Ibis Munich Conference Center Messe	137	
Crowne Plaza Düsseldorf/Neuss	246		Manchester City Center Hotel	228	
DoubleTree by Hilton London Center Angel/King's-Cross	373		Seminaris Campus Hotel Berlin	186	
Hyatt Regency Paris Airport Charles de Gaulle	388		Wyndham Garden Düsseldorf Prime Center Königsallee	82	
Berlin Holiday Inn City East	473		Hotel Im Wasserturm Cologne Prime Center	88	
Berlin Holiday Inn City West	336		Ibis Berlin Alexanderplatz	61	
Essen Holiday Inn Prime City Center	168		Melia Munich Hotel Munich Messe	134	
Sheraton Hotel Hannover Business District	147		Mercure Liverpool Prime Center Hotel	225	
NH Hotel Dortmund Prime Center	190		Resorthotel Schwielowsee Berlin- Potsdam	155	
Berlin - Müggelsee	176				

Portfolio breakdown per asset type*

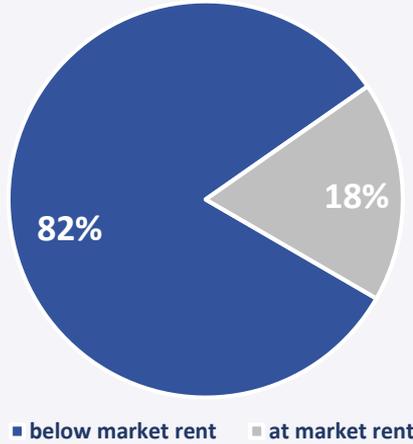
June 2019	Investment properties (in €M)	Area (in k sqm)	EPRA Vacancy	Annualized net rent (in €M)	In-place rent per sqm (in €)	Value per sqm (in €)	Rental yield
Office	8,503	3,382	10.6%	390	10.2	2,514	4.6%
Hotel	4,416	1,365	5.4%	213	13.4	3,236	4.8%
Logistics/Wholesale/Other	1,290	1,399	5.2%	73	4.6	923	5.6%
Retail	953	464	8.8%	57	10.3	2,053	5.9%
Land for development & other rights	1,051						
Total	16,213	6,610	8.5%	733	9.7	2,294	4.8%

Portfolio breakdown per region*

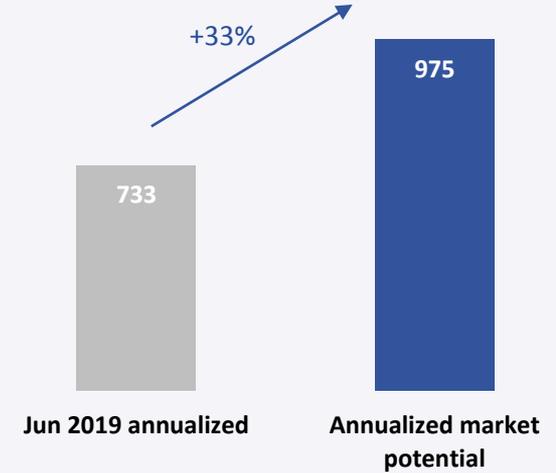
JUNE 2019	Investment properties (in €M)	Area (in k sqm)	EPRA Vacancy	Annualized net rent (in €M)	In-place rent per sqm (in €)	Value per sqm (in €)	Rental yield
Berlin	2,804	860	10.9%	101	10.6	3,262	3.6%
Frankfurt	1,558	484	20.7%	52	10.9	3,219	3.3%
Munich	1,909	626	4.8%	65	8.4	3,051	3.4%
NRW	1,674	1,115	7.7%	99	7.5	1,501	5.9%
Hamburg	504	270	4.3%	27	8.8	1,865	5.4%
London	628	88	8.4%	27	28.5	7,097	4.2%
Amsterdam	669	192	6.2%	32	14.0	3,492	4.8%
Hannover	420	285	9.4%	25	8.0	1,472	5.9%
Wiesbaden/Mainz/Mannheim	386	179	7.9%	23	10.9	2,158	5.9%
Stuttgart/BB	382	171	3.5%	23	11.1	2,238	5.9%
Dresden/Leipzig/Halle	405	218	4.5%	22	8.8	1,860	5.5%
Rotterdam	310	132	6.2%	21	13.3	2,350	6.8%
Utrecht	310	124	11.4%	16	11.1	2,495	5.2%
Other	3,203	1,866	6.9%	200	9.3	1,717	6.2%
Land for development & other rights	1,051						
Total	16,213	6,610	8.5%	733	9.7	2,294	4.8%

* figures exclude assets held for sale

Commercial in-place rent compared to market rent prices



Commercial June annualized Rental Income vs. Market potential including vacancy reduction (in € millions)



Large upside potential from rent increases to market levels with very limited downside risk

Long lease terms with a WALT of 8 years as of June 2019

Upside in value – conservative property valuations with current values at less than half of replacement costs

GUIDANCE UPDATED

**GUIDANCE IS CONSERVATIVELY BASED ON CURRENT PORTFOLIO AND CURRENT SIGNED DEALS.
TAKEOVER OF SIGNED DEALS IS EXPECTED IN Q3 AND Q4 2019, FULL EFFECT STARTING 2020**

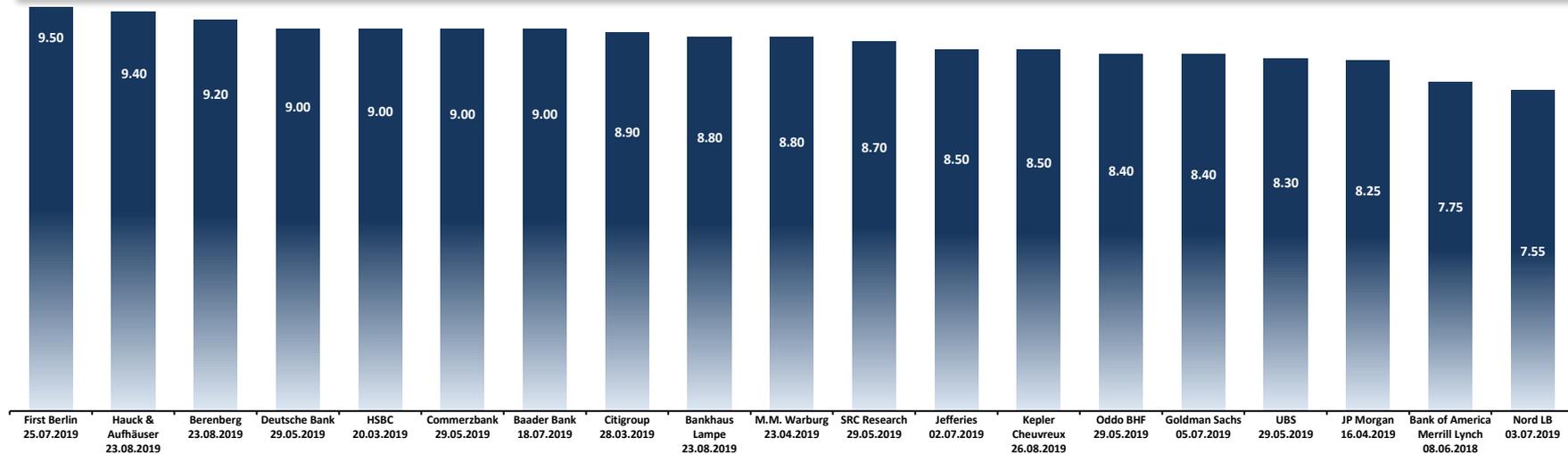
	2019 GUIDANCE UPDATE ¹⁾	2019 PREVIOUS GUIDANCE	Following the strong acquisitions and recent issuances, Guidance is updated
FFO I (in € million)	>490	460-470	+€25m addition to FFO I driven by the acquisitions
FFO I per share (in €)	0.41 – 0.42 ²⁾	0.41 – 0.42	Driven by the larger amount of share from the equity increase. Equity will be reinvested and generate bottom-line profit growth in the following periods with full effect only in 2020
Dividend per share (in €)	65% of FFO I per share	65% of FFO I per share	
FFO I per share after perpetual (in €)	0.37 – 0.38 ²⁾	0.37 – 0.38	Affected by €950 million of perpetual notes issued in June and July
Like-for-like net rental growth	~4%	~4%	Strong like-for-like rental growth expected driven by the portfolio's high internal growth potential
LTV	<45%	<45%	Strong and conservative capital structure to be maintained, with LTV well below the BoD's limit

1) Based on current portfolio, signed acquisitions

2) Based on a weighted average number of shares of 1.18bn

APPENDIX

Analyst Research Target Price



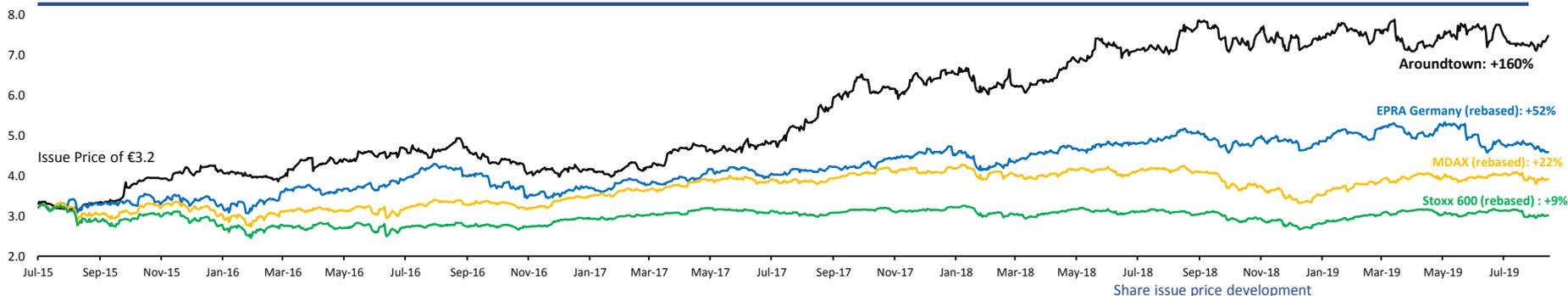
Key Index Inclusions

- MSCI ACWI
- MSCI World
- MSCI Germany
- Global Developed
- Europe Developed
- Eurozone
- Germany



AROUNDTOWN'S SHARE PRICE PERFORMANCE

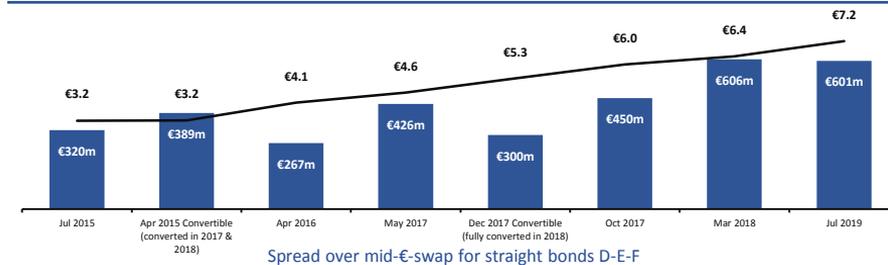
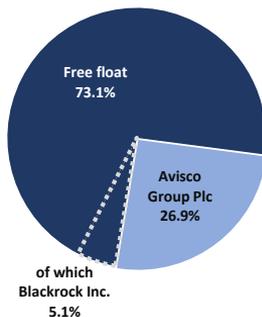
Share performance and total return since initial placement of capital (13.7.2015)
Aroundtown is the best performer in 2017/2018 amongst European real Estate



The Share

Placement	Frankfurt Stock Exchange (Prime Standard)
Incorporation	Luxembourg
First equity issuance	13.07.2015 (€3.2 per share)
Number of shares (basic)	1,223,574,261
Free float	73.1%
Symbol (Xetra)	AT1
Market cap 27.08.2019	€9.2 bn (€7.5 share price)

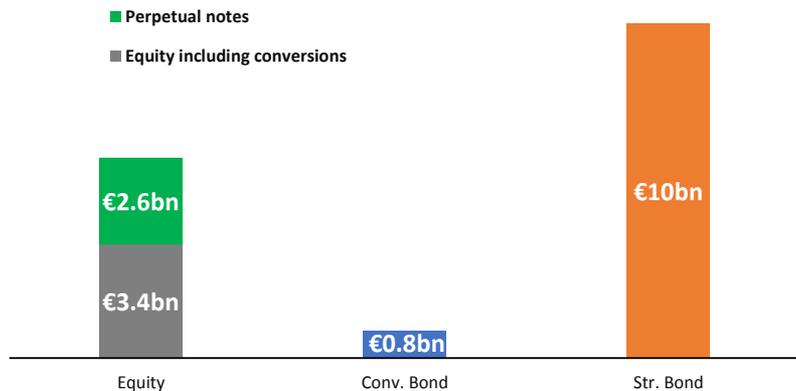
Shareholder Structure



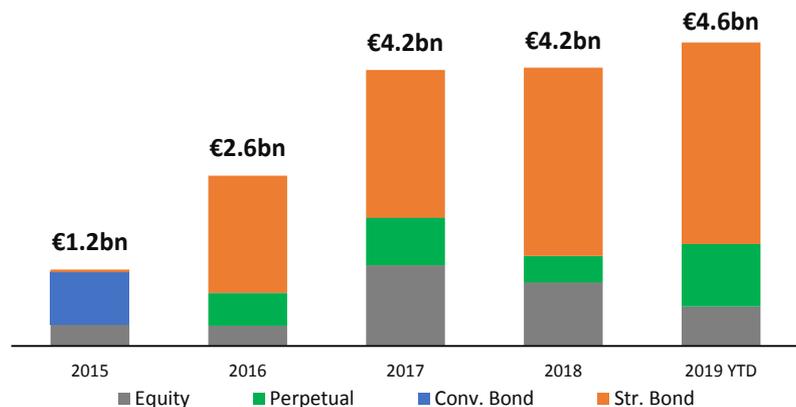
Spread over mid-€-swap for straight bonds D-E-F



Capital market activity per issuance type 2015-2019 YTD



Capital market activity per year



Continuously among the largest issuers of capital market instruments in European Real Estate

Major index inclusions in 2017/2018

Equity and bond bookrunners



In April 2019, Aroundtown issued its second Corporate Responsibility Report, for the year 2018, demonstrating the Company's commitment to sustainability and presenting the developments regarding the ESG related matters. The report is aimed at the Group's investors, tenants, employees, business partners and other stakeholders, and can be found on the Company's [website](#).

Aroundtown received the **EPRA BPR Gold** award for the second time in September 2018, the highest standard for financial reporting



Furthermore, Aroundtown received the **EPRA sBPR Gold** award in September 2018, as well as the sBPR most improved award



September 2018

Outperformer in the 93rd percentile globally among peers

AT is ranked in the 93rd percentile among 319 real estate peers



Aroundtown is the main sponsor of FC Union Berlin for the Season 2019/2020



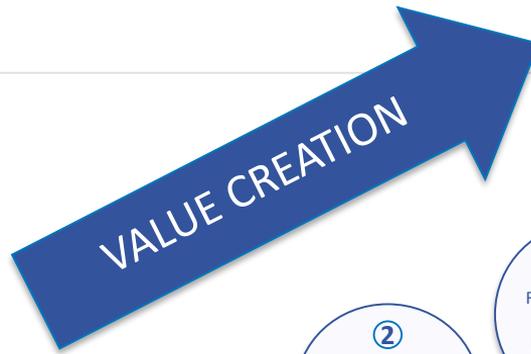
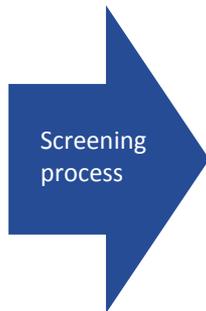
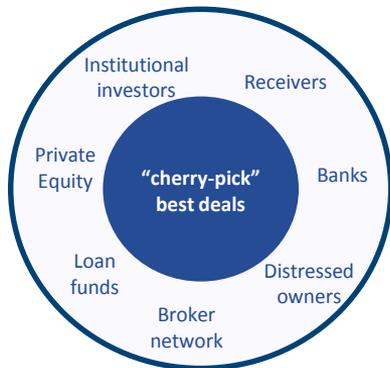
GCP is the main sponsor of FC Union Berlin U17 and U19 Youth teams for both boys and girls category



STRATEGY AND BUSINESS MODEL



Diversified and large base deal sources



① SOURCING AND TARGETING ACQUISITIONS IN CENTRAL LOCATIONS IN TOP TIER CITIES WITH GROWTH AND UPSIDE POTENTIAL

② DUE DILIGENCE, ACQUISITION AND TAKEOVER

③ REPOSITIONING AND OPERATIONAL IMPROVEMENTS

④ ROBUST CASH FLOWS WITH LOW VACANCY SUPPORTED BY STRONG TENANT STRUCTURE, WHILE DISPOSING MATURE AND NON-CORE PROPERTIES ON A SMALL SCALE

⑤ ADDITIONALLY CONTINUE TO EXTRACT VALUE AND RIGHTS FROM THE PROPERTIES

Acquisition criteria

- Acquisitions focus in central locations in top tier EU cities
- Value add potential through operational improvements
- Cash flow generating assets
- Rent level per sqm is below market level (under-rented properties)
- Purchase price below replacement costs and below market values
- Potential to reduce the cost per sqm significantly through operational improvements

MANAGEMENT

CEO and CFO



Shmuel Mayo

CEO of Arowntown. Since 2006 in the management of Arowntown and its subsidiaries. Previously, was the CEO of a leading international investment conglomerate. BA in Economics and Accounting, Law and CPA.



Andrew Wallis

Deputy CEO of Arowntown. Since 2014 in the management of Arowntown and its subsidiaries. Former owner and CEO of a large German property management company. Previously he spent 10 years as an investment banker in the city of London for Merrill Lynch and JP Morgan. MBA and a CFA.



Eyal Ben David

CFO of Arowntown. Since 2008 in the management of Arowntown and its subsidiaries. Previously, held a private practice of Certified Public Accountants focused on infrastructure and real estate industries. Since 2008 in the management of Arowntown. Mr. Ben David is a certified public accountant (CPA) and holds an MBA.

Board of Directors



Frank Roseen

Director. Highly experienced with a track record of 30 years. Held various senior management positions, including, CEO of Germany & Central Eastern Europe of GE Capital and Real Estate. MBA.



Oschrie Massatschi

Director. Since 2013 in the management of Arowntown and its subsidiaries. International professional experience in banking, management consultancy and corporate finance in Australia, UK and Germany. BA Honours in International Business.



Jelena Afxentiou

Director. Since 2011 in the management of Arowntown and its subsidiaries and has 20 year of experience in the real estate and the hotel business, specializing in finance and accounting.



Markus Leininger

Independent Director. Former senior banker with a focus on financing, private equity and real estate. Served as Head of Operations with Eurohypo AG and Rheinyp AG (Commerzbank) and a Member of the Advisory Board and Investment Committee of Revetas Capital Advisors. Diploma in B.A.



Markus Kreuter

Independent Director. Specialized in real estate debt advisory through his over 18 years of experience in among others National Director Debt Advisory at JLL, Head of German commercial real estate lending at Deutsche Bank, Group Head of Debt Funding at CA Immo. Degree in real estate economics.

The Audit Committee consists of the Independent Directors, Mr. Markus Kreuter (Chairman) and Mr. Markus Leininger

Advisory Board



Dr. Gerhard Cromme

Chairman of the Advisory Board. Dr. Cromme has a long and impressive track record with top positions in Germany's blue chip companies, including Chairman of the Supervisory Board of Siemens, Chairman of the Executive Board and Chairman of the Supervisory Board of ThyssenKrupp, as well as membership on the supervisory boards of other leading companies such as Volkswagen, Lufthansa, Allianz, BNP Paribas, E.ON and Axel Springer and currently Co-Chairman of the Supervisory Board of ODDO BHF Group. In addition, Dr. Cromme holds the German distinction Commander's Cross of the Order of Merit and the French distinction Grand Officer of the Legion of Honor.



Yakir Gabay

Advisory Board Deputy Chairman. Founder of the Group in 2004. Was previously the chairman & managing partner of an investment company which managed over \$30 billion of assets, and before that the CEO of the investment banking of Bank Leumi. Mr. Gabay holds an MBA, BA in Accounting/Economics, and CPA.



Claudio Jarczyk

Advisory Board Member. Joined the Group's advisory board since 2013. Served as an Executive Director at BerlinHyp Bank specializing in real estate financing with a focus on international clients, as a Chief International Executive at Landesbank Berlin and as an International Division-Department Manager at Bayerische Vereinsbank Munich. Dipl.Kfm. / MBA at Munich University.



David Maimon

Advisory Board Member. Mr. David Maimon was the President and CEO of EL AL Airlines. Prior to that, Mr. Maimon was EVP of Customer Service, Commerce & Industry Affairs Sales & Marketing in EL AL Airlines and also served as a Director in various commercial companies such as Leumi Gemel Ltd, Hever and Sun D'Or International Airlines. Mr. Maimon holds an MBA.



Markus Neuraüter

Head of Commercial Operations. Before joining the Group he was a board member of Strabag AG and CEO of Raiffeisen evolution, responsible for project development in 11 European countries with a development volume of more than €2bn. Mr. Neuraüter holds a masters in economics from the university of Innsbruck and covers more than 30 years of experience in real estate.



Nikolai Walter

Head of Asset & Property Management. 20 years' experience in the real estate industry. Before joining the Group, was a Managing Director of Fortress Investment Group, responsible for the asset management of the German commercial with a market value of € 5.6 bn. Prior to that, held positions at Deutsche Bank Group where his last role was Head of Asset Management Germany at Deutsche Asset and Wealth Management. MBA and degree in real estate economics.



Milan Arandelovic

COO of Hotel Division. Mr Arandelovic has 25 years of experience in the international hospitality sector; before joining the Group, he held regional roles within Hilton in Europe. In this role he operated hotels from budget sector to luxury. Mr. Arandelovic holds a Bachelor from the renowned Ecole Hoteliere de Lausanne and an MSc of Strathclyde University.



Brigitte Schmitt

Head of Shopping Mall division. Before joining the group Mrs. Schmitt has been 12 Years with ECE - European market leader for Shopping Centers and with DTZ where her Team was twice awarded the CEE Property Management Team of the Year Award. Degree in Business Management and Administration - from the University of Würzburg.



Alfred Kandl

Head of Construction Management. Mr Kandl has 35 years of experience in the real estate and building industry. He worked in Strabag AG, one of Austria's leading building companies, and further worked in controlling positions at large construction sites all over Austria and Central and Eastern Europe. From 2003 worked as Head of Construction at Raiffeisen Evolution. Holds a degree in engineering



Jelena Ebner

Head of Transaction Management. Jelena worked for Hudson Advisors and later at Dundee International as an Asset Manager. Coming from a property management background, Jelena has experience in all asset types. BA and training as Real Estate Manager



Guido Pütz

Senior Asset Manager. Originally trained at Hochtief AG, Guido has spent the last 15 years steering real estate of all asset types for big players in the market such as Hudson Advisors, Cushman & Wakefield and Catella. MBA



Norman Lindner

Head of Industrial & Logistics Division. Originally trained as a banker, Norman spent two years in risk management before going into controlling, finance and accounting as an asset manager. He gained his experience at Habacker Holding, Dawnay Day Property Investment and IKB Deutsche Industriebank. MBA



Christian Hupfer

Chief Compliance Officer. Since 2008 in the management of Arowntown and its subsidiaries. Is specialized in tax structuring, financial statement and cash flow analysis. Mr. Hupfer worked for RöverBrönnner KG Steuerberatungs und Wirtschaftsprüfungsgesellschaft in the Audit and Tax department. Mr. Hupfer has a Diploma of Economics with a focus on tax and financial auditing



Idan Kaplan

Senior Financial Manager. Before joining Arowntown, Mr. Kaplan served as an auditor in an accounting firm. He holds a BA in Accounting and Business Administration.



Sylvie Lagies

Head of ESG. Held positions as Hotel General Manager, Corporate Project Manager and Head of Training and Development. Former roles were Head of Franchise Development and Training for Domino's Pizza Germany, Director of Business Development for Precise Hotel Collection in Germany.

Strong market demand and scarcity of land

Value of building rights increased significantly in central locations in top tier cities

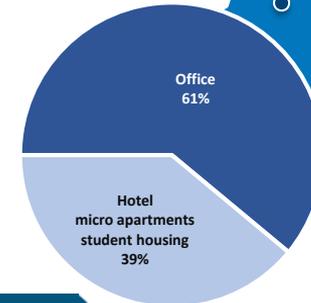
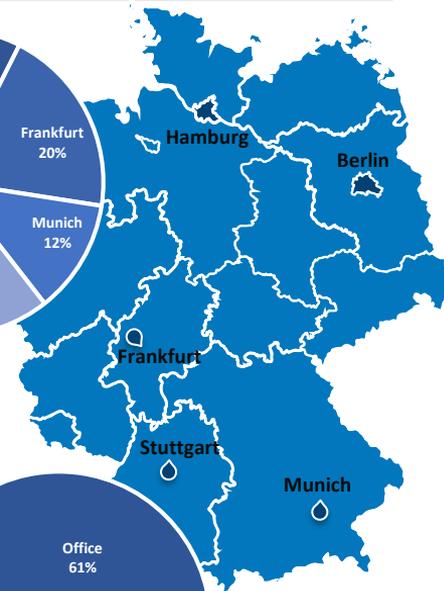
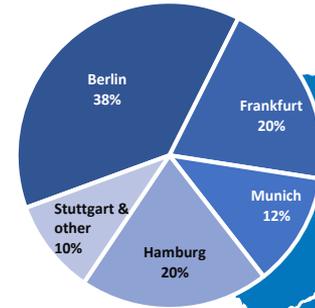
Extracting additional value as part of our value add strategy

Identifying underutilized land, building rights & conversion optionality in the existing portfolio primarily in top tier prime locations, in cities such as Berlin, Hamburg, Frankfurt, Munich & Stuttgart

A dedicated and experienced team analyses the portfolio and identifies potential building rights or conversion of use and materializes these rights into actual sellable permits or ready for actual development

Strategy is to sell the permits and realize the gains or in selected top tier locations development is an option if further upside potential can be lifted & the risk is low, for example through pre-let long term agreements with strong tenants

The capex team is not executing the construction itself but is tendering, supervising and monitoring external parties who execute the plans



Alfred Kandl - Head of Construction Management

35 years experience in the real estate and building industry. Mr Kandl worked in Strabag AG, one of Austria's leading building companies, and further worked in controlling positions at large construction sites all over Austria and Central & Eastern Europe. From 2003, Mr Kandl worked as Head of Construction at Raiffeisen Evolution. He holds a degree in engineering

DEVELOPMENT/BUILDING RIGHTS

HILTON BERLIN PRIME CENTER GENDARMENMARKT

The 4 star Hilton Hotel is located in the heart of Berlin on Gendarmenmarkt, a prime tourist, residential and commercial center with historical & cultural landmarks and excellent connectivity & transportation options.

Value extraction potential

Only 1/3 of the space produces most of the rent. The huge lobby area, the long entry drive way facing the most expensive location in Berlin and overground parking garage are producing a fraction of the rent

Overground parking garage

Conversion of 18k sqm parking space into prime office space and high-end mixed use of residential condos which can be integrated into the hotel's operational systems (short-term living)

Driveway & Lobby

The most prestigious side of the hotel facing Gendarmenmarkt is used as a long stretched driveway and huge lobby

Conversion into prime leisure retail/restaurants/services complementing the area's use as a destination for top culture, historic landmarks and prime gastronomy, with millions of visitors in the Gendarmenmarkt square

Additional rooms from conversion

Unused and not producing public spaces to be converted to additional 70 hotel rooms

Potential additional new space on the roof and inner spaces to create additional 50-100 rooms

Total potential of additional rooms:120-170

Due to the top tier location, each converted and added lettable sqm will produce both high rent levels of €30-€50 per sqm and value per sqm of €12k to €15k



DEVELOPMENT/BUILDING RIGHTS BERLIN KREUZBERG/ALT-TREPTOW

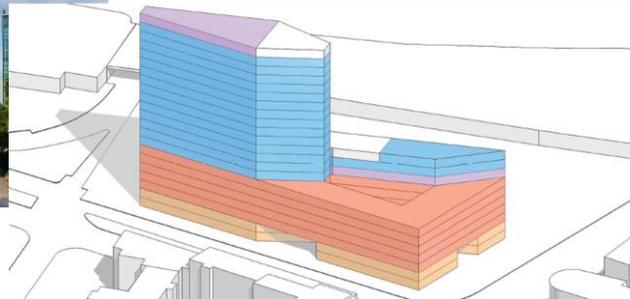
The cinema center holds 7k sqm & is located across the Park Center retail/office center in a mixed use office, residential & touristic area of the district of Treptow/Kreuzberg around the corner of the Treptowers office towers. Strong connectivity is provided through its inner city location with bus, Sbahn and highway.

Value extraction potential

Aroundtown acquired this property as part of the acquisition of the Park Center retail/office center across the property

Conversion into an office buildings

Development into a building with 26k lettable sqm with mixed use of office and short-term let micro apartments



DEVELOPMENT/BUILDING RIGHTS

BERLIN TREPTOW-KÖPENICK – THE BREWERY PROJECT

This office property is located in the Niederschönevide quarter of Berlin's Treptow-Köpenick borough, which is a mix-use area surrounded of commercial as well as a residential space with the Treptower Park to the north and in the south the Berlin Adlershof Technology park, the largest science park in Germany, which is home to over 500 companies and to Berlin Humboldt University's Faculty of Science. Due to its historic use as a former brewery founded in 1882, the property has a special architecture appearance and its locations on the river banks of the river spree give this property unique characteristics.

Value extraction potential

Conversion and development into mixed use urban quarter

The original use of the buildings have been for offices, residential, warehouse and factory

Re-development potential of currently 41k sqm into around 70k lettable sqm of office (conversion as well as new built), micro/student apartments and retail while maintaining the special characteristics of the property



DEVELOPMENT/BUILDING RIGHTS

FRANKFURT MAIN CENTRAL TRAIN STATION

The 22 storey office tower covers 21k sqm and is situated adjacent Frankfurt's main central train station and thus is well connected by public transport as well as its location just off Mainzer Landstraße, Frankfurt's main inner city road, providing good access to the surrounding districts and the highway system. The area surrounding the property is a popular office location.

Value extraction potential

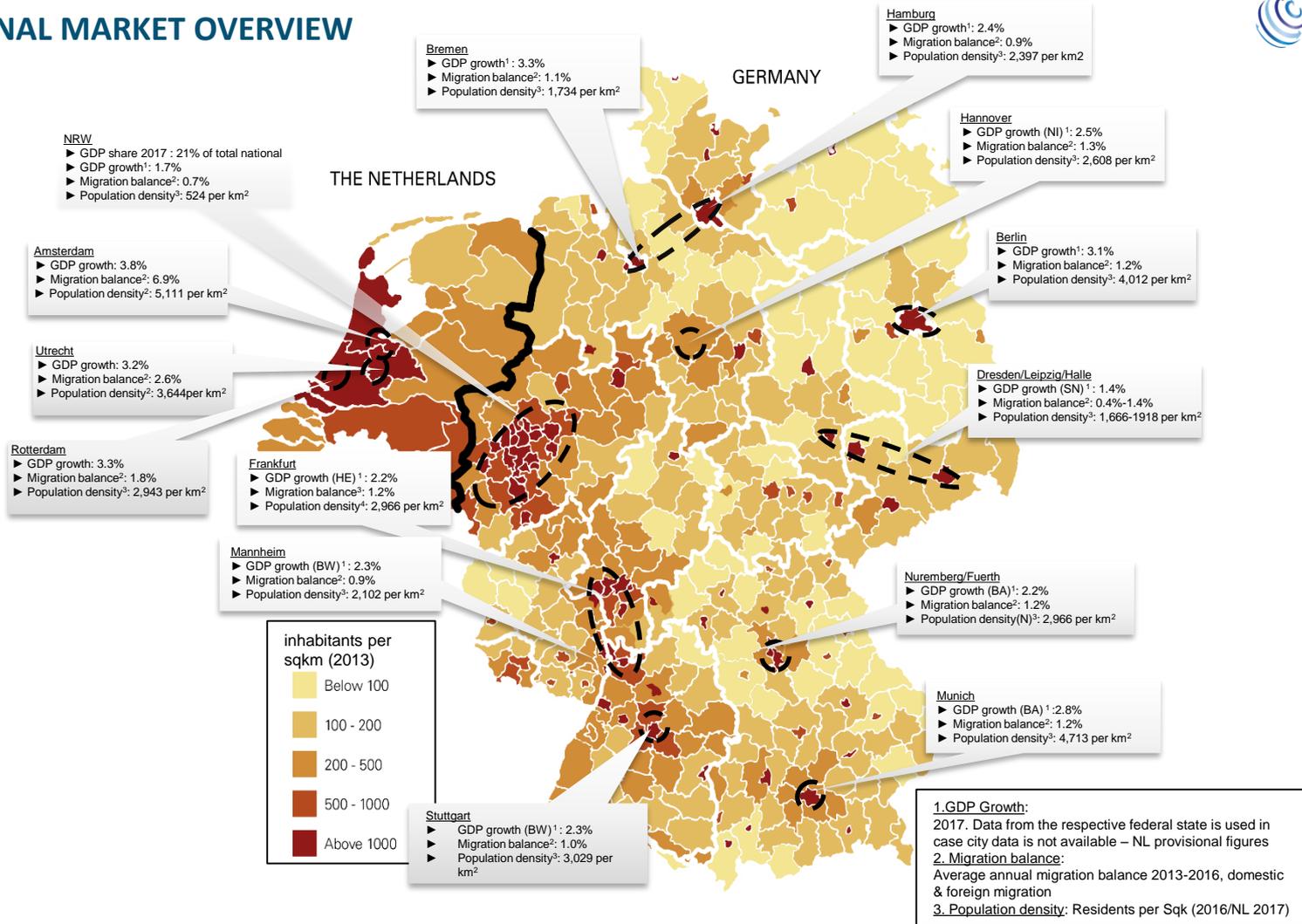
Aroundtown recently acquired the office tower. The asset will be vacated this year to enable complete redevelopment

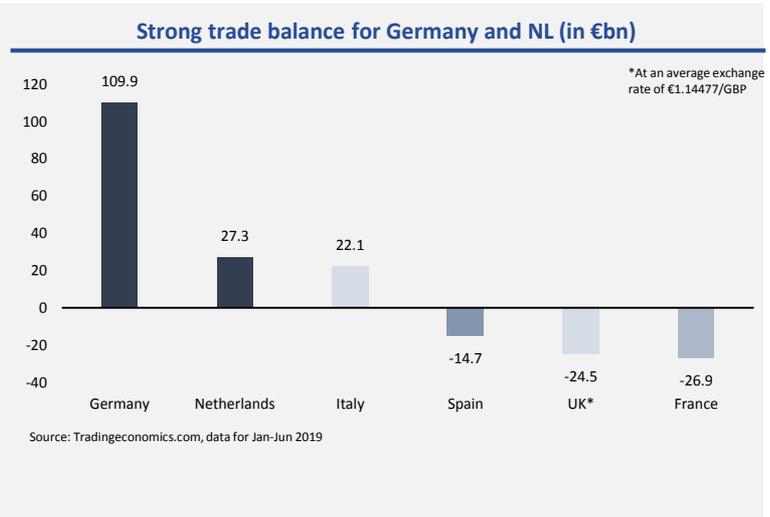
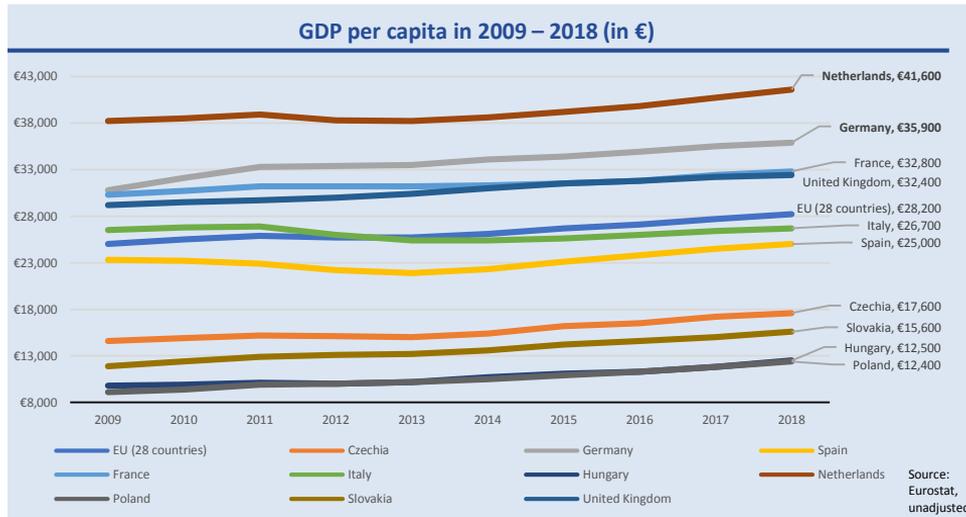
Capex for repositioning and renting at market rents

Aroundtown will upgrade the building (façade, technical parameters, fit out etc.) to capture the rent reversion of 400%

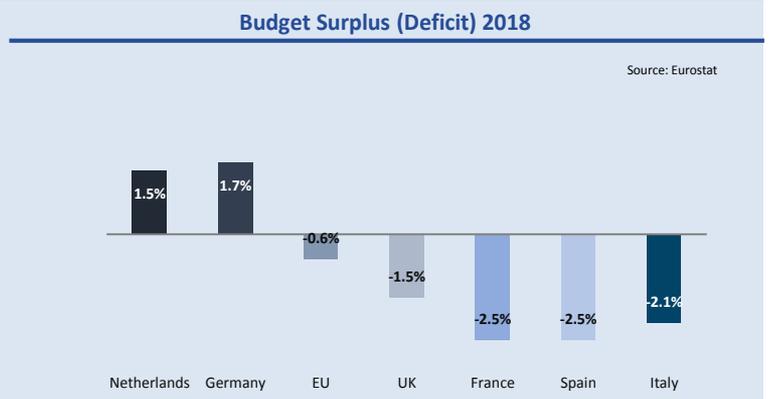
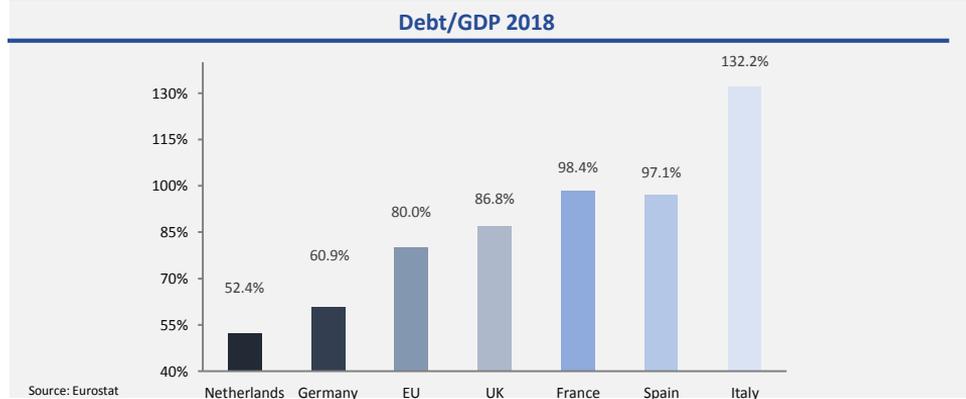


REGIONAL MARKET OVERVIEW

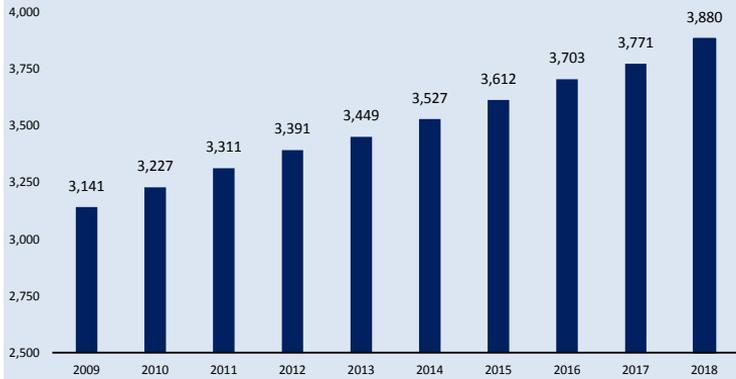




Aroundtown's competitive advantage starts with the regional focus. Aroundtown focuses on Germany and Netherlands, the strongest and most stable economies in Europe

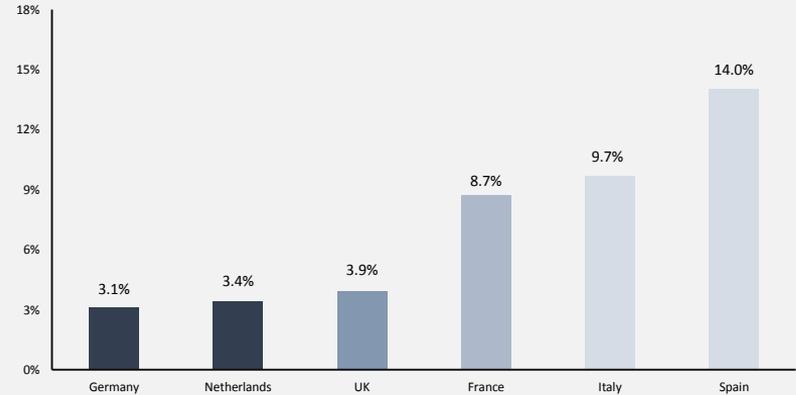


Development of gross wages Germany (in €)



Source: destatis, industry and service sector, fulltime employment excluding bonuses

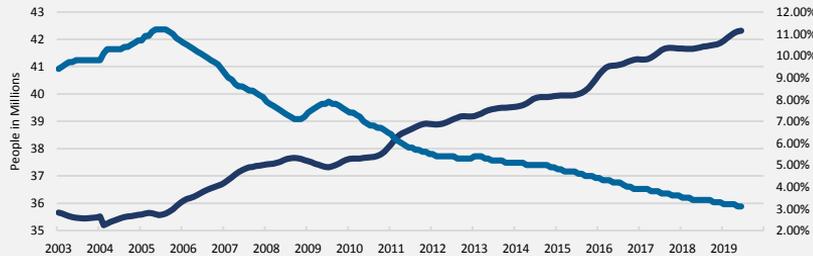
Unemployment rate Jun 2019



Source: Eurostat, UK data from UK Office for National Statistics

...which is further supported by a strong labor market with solid wage growth

Unemployment rate Germany 2003 – Jun 2019



Source: destatis, monthly

— Persons in employment — Unemployment rate

Unemployment rate Netherlands 2003 – Jun 2019

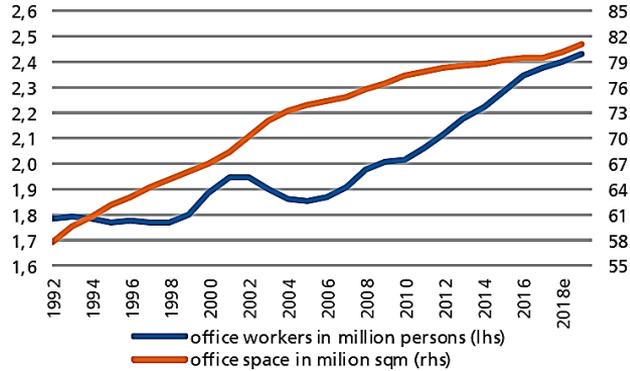


Source: CBS, national statistics office, quarterly

— Seasonally adjusted Employed labour force — Seasonally adjusted unemployment rate

GERMAN OFFICE MARKET LOW SUPPLY AND STRONG DEMAND...

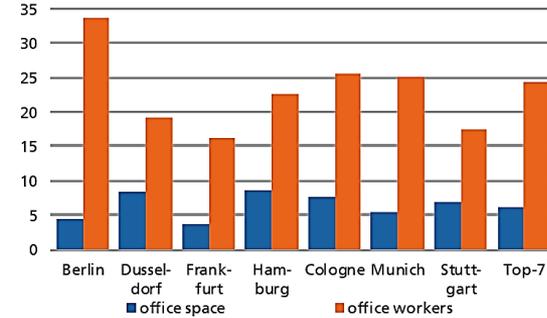
Office employment growth remains strong*



Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, Feri, DZ BANK Research forecasts

Continuously strong demand at low supply

INCREASE FROM 2007 TO 2017 (%)

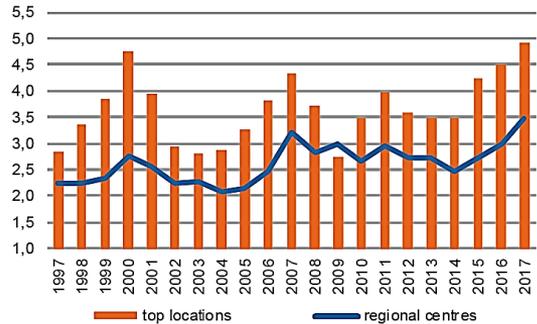


*In Top 7 locations according to DZ HYP: Berlin, Munich, Frankfurt, Cologne, Hamburg, Düsseldorf, Stuttgart

Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, Feri

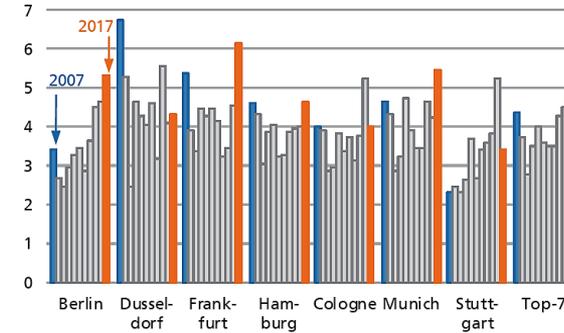
Leading to increased office take-up

OFFICE SPACE TAKE-UP AS % OF STOCK



Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, DZ BANK Research forecasts

OFFICE SPACE TAKE-UP AS % OF OFFICE STOCK



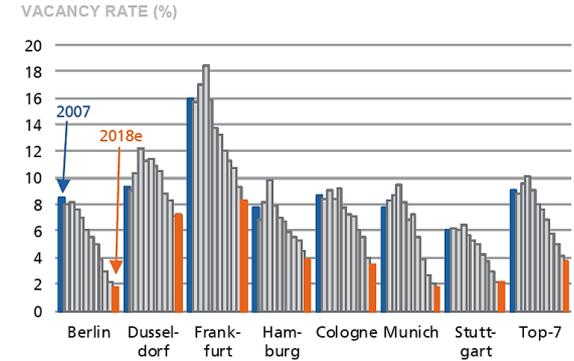
Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa

GERMAN OFFICE MARKET

...LEAD TO INCREASING RENTS AND LOWER VACANCIES

Strong economic fundamentals and high office employment drive up demand, whilst supply is lacking, reducing vacancies

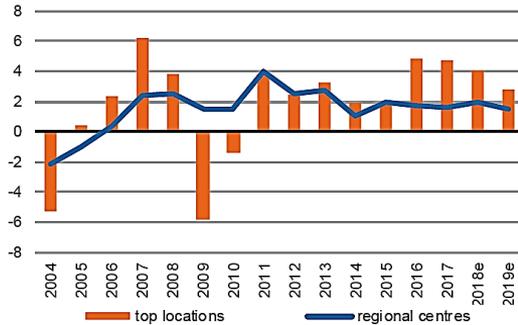
Strong reductions in vacancy in top locations



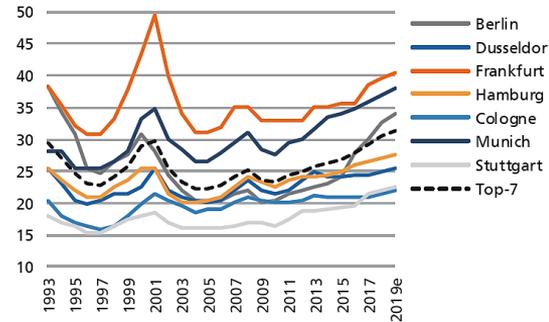
Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, DZ BANK Research forecasts

Putting upward pressure on rents

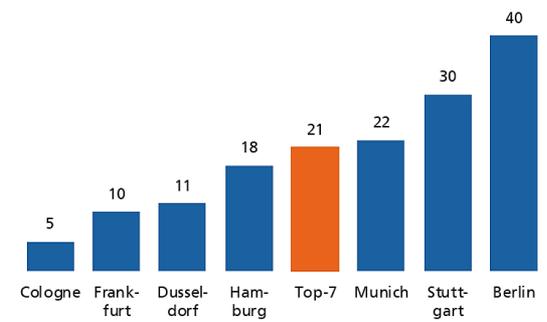
PRIME RENTS VS. PREVIOUS YEAR (%)



OFFICE PRIME RENTS IN EURO PER SQM



INCREASE IN PRIME OFFICE RENTS FROM 2007 TO 2017 (%)

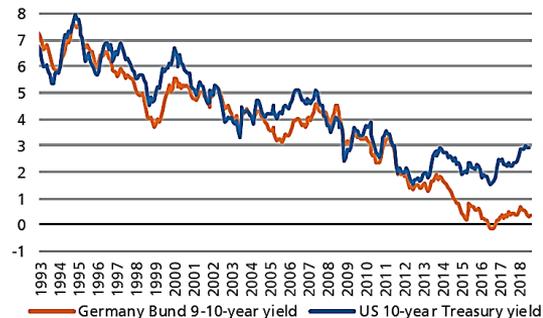


Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, DZ BANK Research forecasts

GERMAN OFFICE MARKET MEANWHILE INVESTOR APPETITE REDUCES YIELDS

Low treasury yields and continued high demand, especially in office...

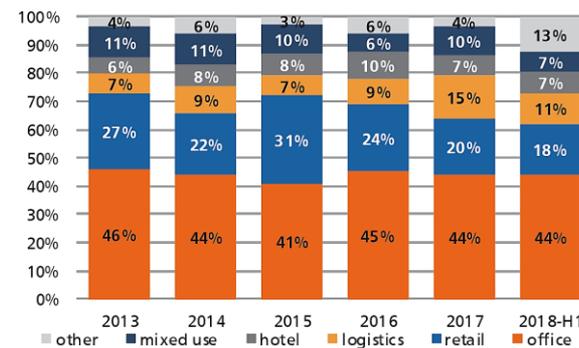
YIELDS OF BUNDS AND US GOVERNMENT BONDS IN %



Source: DZ HYP German Real Estate Market report – 2018/2019 – Datastream, OECD



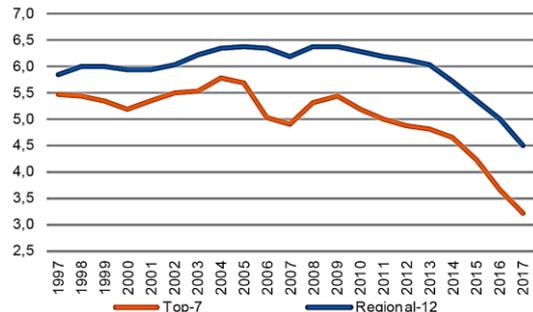
Source: DZ HYP German Real Estate Market report – 2018/2019 – Ernst & Young



Source: DZ HYP German Real Estate Market report – 2018/2019 – JLL, Colliers (Hotels)

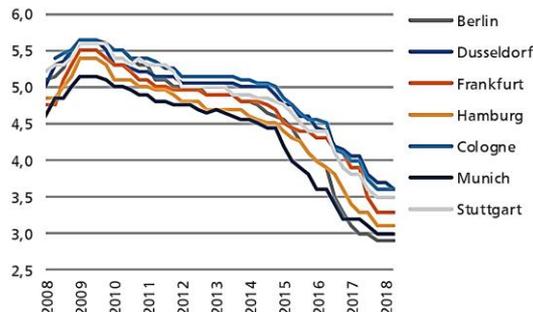
...put considerable pressure on office yields, especially in central Top 7 Locations

NET INITIAL RENTALS IN CENTRAL OFFICE LOCATIONS IN %



Source: DZ HYP German Real Estate Market report – 2018/2019 - BulwienGesa, DZ BANK Research forecasts

NET INITIAL YIELD IN CENTRAL OFFICE LOCATIONS IN %



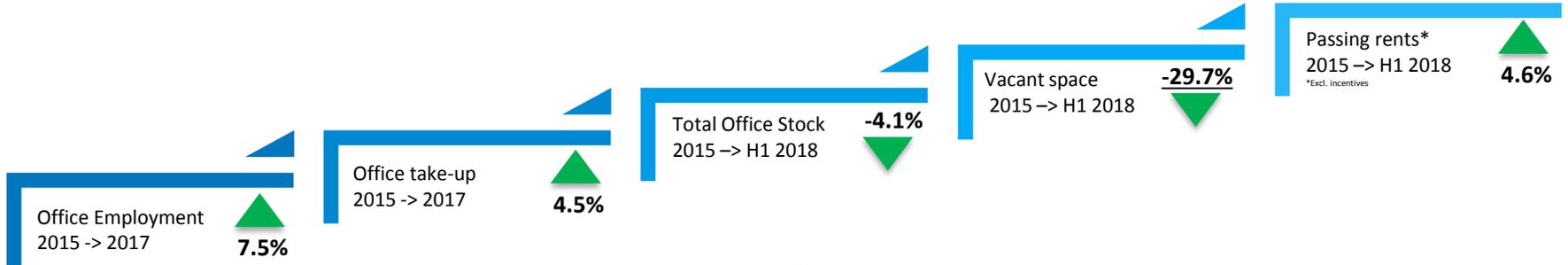
Top 7 locations:
Berlin, Munich,
Frankfurt, Cologne,
Hamburg,
Düsseldorf, Stuttgart

Regional 12 according to DZ HYP:
Hannover, Nuremberg, Essen,
Leipzig, Dresden, Bremen,
Karlsruhe, Münster, Mannheim,
Darmstadt, Mainz and Augsburg

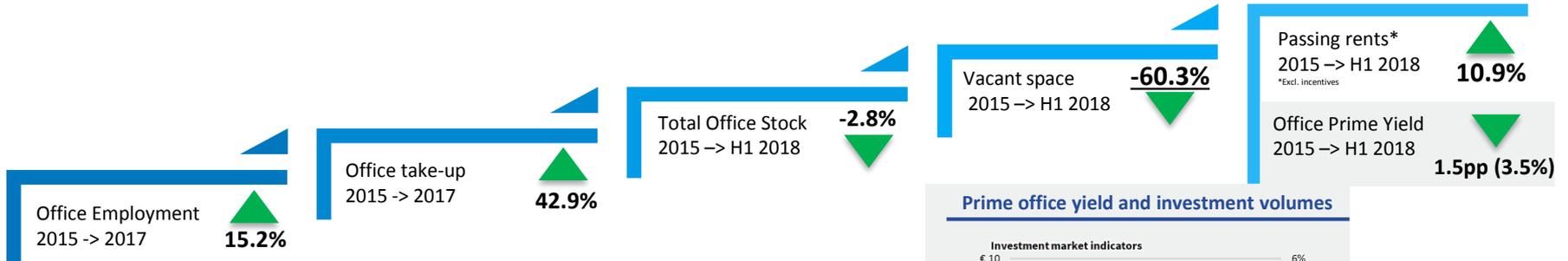
NETHERLANDS OFFICE MARKET

...RESULTING FROM FAVORABLE DEVELOPMENTS

Current trends show very favorable market developments...

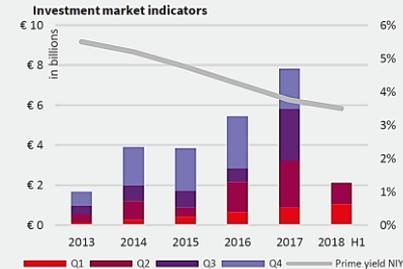


...especially in Amsterdam



Source: DTZ Zadelhof/Cushman & Wakefield- Nederland Compleet - issues from January 2015-August 2018

Prime office yield and investment volumes

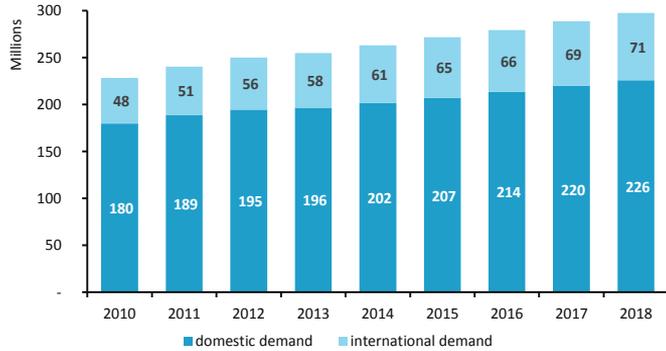


Source: JLL Netherlands Office Q2 2018

GERMAN HOTEL MARKET OVERVIEW

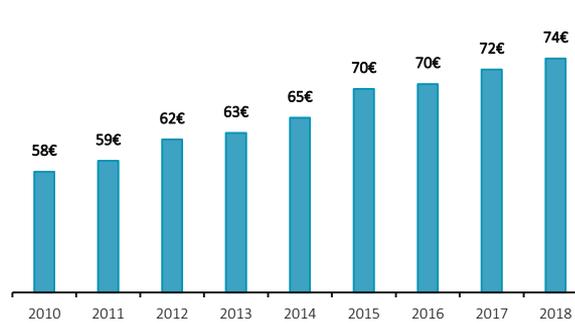
CONTINUED STRONG DEMAND GROWTH

Overnight stays across all hotel accommodation types in Germany



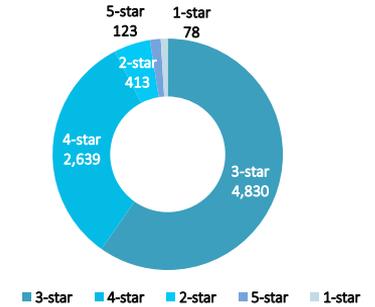
Source: destatis 45412-0012 – extracted May 2019

RevPar development



Source: Smith Travel Research (STR)

Rated hotels by category



Source: hotelstars.eu – January 2019

Tourism in Germany has been continuously growing over the recent years, driving up main KPIs. According to data from STR this growth is set to continue in 2018, with 2018 occupancy up 0.7%, ADR up 1.8% and RevPAR up 2.4%

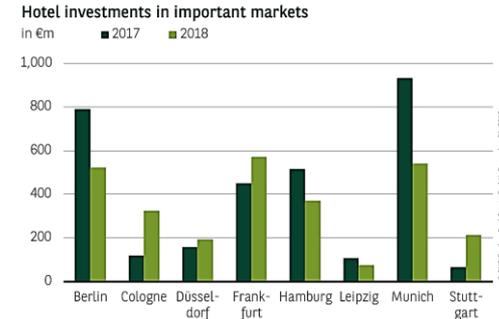
Source: STR – December 2018 data, compared to the same period in 2017

Continued high investor demand



Source: BNP Paribas – Hotel Investment Market Germany at a Glance Q4 2018

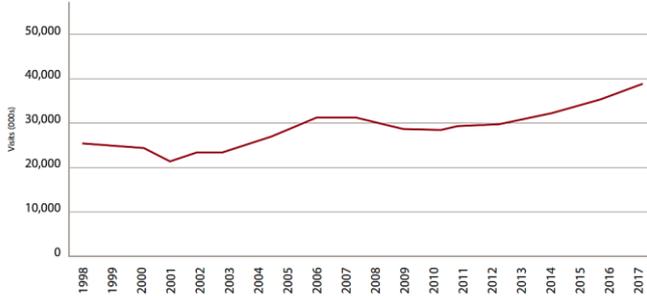
Especially in major German cities



Source: BNP Paribas – Hotel Investment Market Germany at a Glance Q4 2018

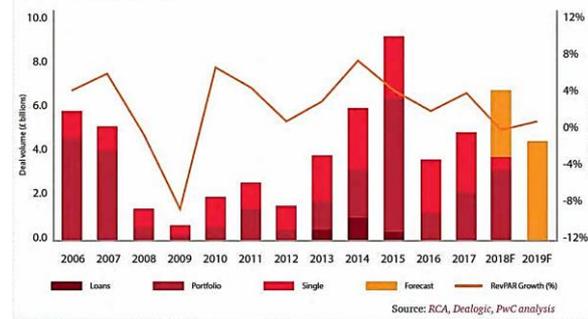
UK/LONDON HOTEL MARKET POSITIVE DEVELOPMENTS AND FORECASTS

Continued growth in overseas visits to the UK



Source: PwC UK hotels forecast 2019

Strong investor appetite for hotel assets

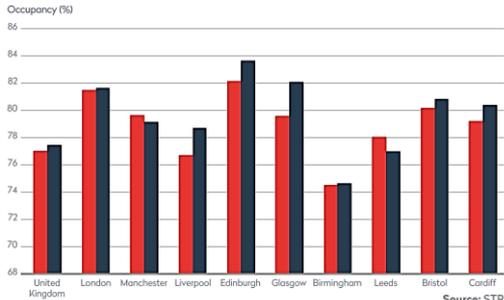


Source: PwC UK hotels forecast 2019

Source: ONS 2018

Positive developments in main KPIs across major UK cities from 2016 to 2017

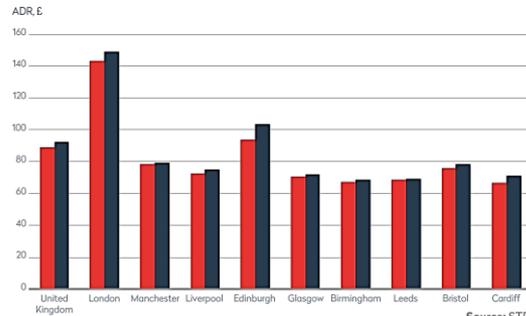
Hotel occupancy across key cities in the UK



Source: GVA UK hotel market outlook – Spring 2018 - STR

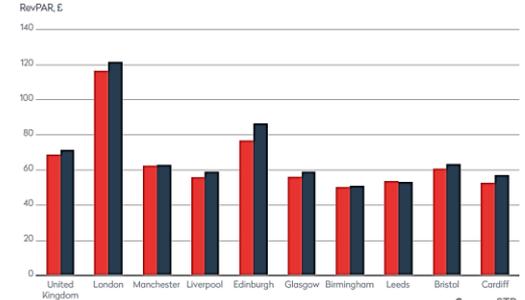
Source: STR

Average Daily Rate (ADR)



Source: STR

Revenue per available room (RevPAR)



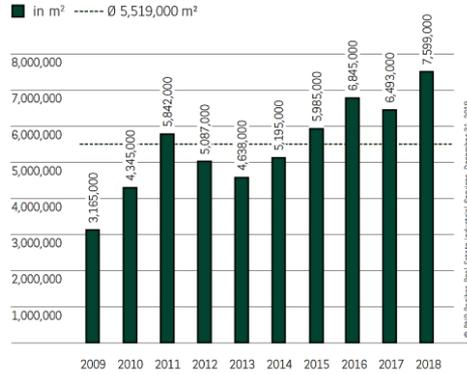
Source: STR

According to forecasts from PwC occupancy will remain stable at its current high, despite pressure from new supply. Furthermore, ADR and RevPAR are expected to show continued, albeit tempered growth, even with uncertainty from Brexit tempering business demand.

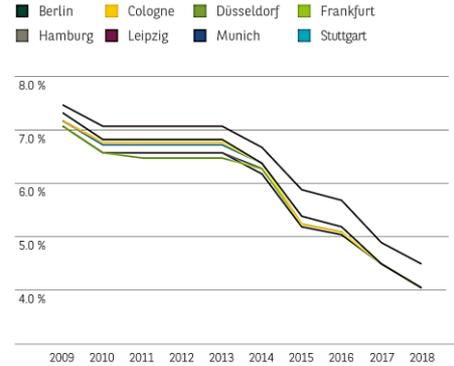
GERMAN WHOLESALE AND LOGISTICS BENEFITING FROM IMPROVED MARKET CONDITIONS

Strong consumer climate provides strong benefits to wholesale and logistics, economic metrics such as Germany's strong export position provide further benefits, increasing take-up sector wide

Increasing take-up of space



Sharply decreasing net prime yields

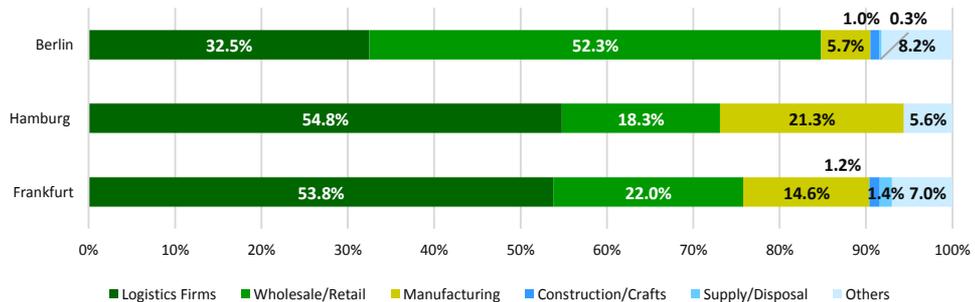


Source: BNP Paribas – Logistics Market Germany Property Report 2019

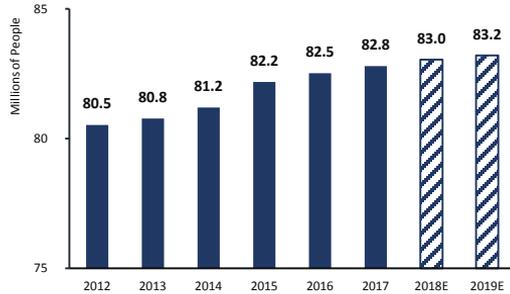
Take-up in 2018 focused on logistics/wholesale...



...Especially in Berlin, Hamburg and Frankfurt

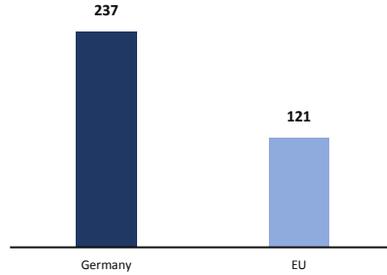


Population Development

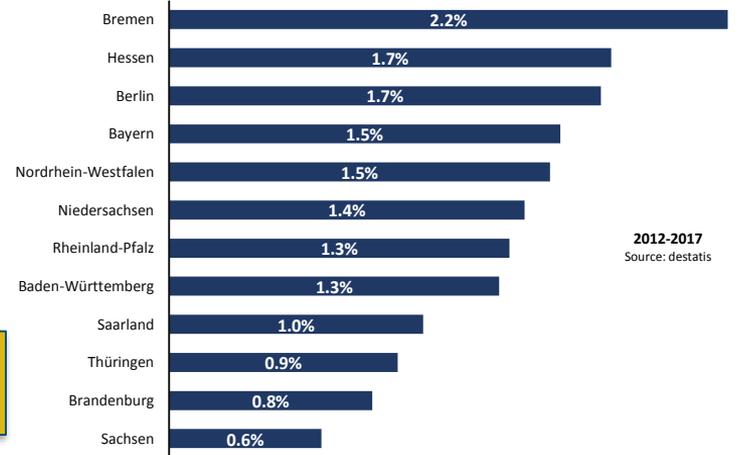


Source: destatis 2012-2017, forecast based European Commission spring 2018 forecasted growth rates

Population density H1 2017 (persons per sqkm)



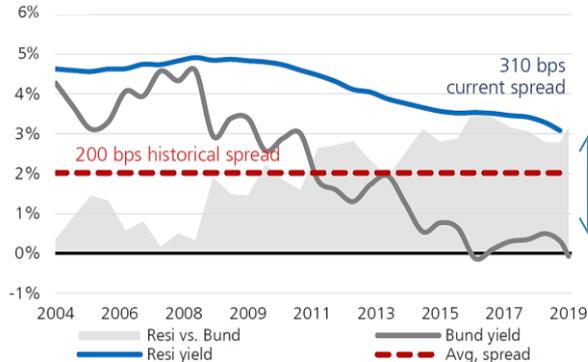
Annualized growth in rent price index*



➔ From 1991 to 2016 the amount of households increased by 16.2%

➔ International and domestic immigration trends to cities also support the stronger forecasted increase in the amount of households in cities, reflected in high rent and price increases mainly in German large cities

German rental yields vs. German 10 year government bond yields

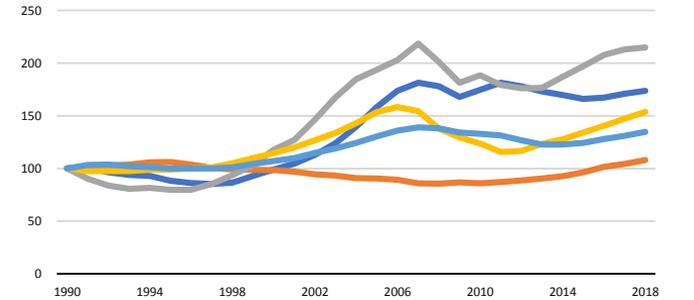


Source: UBS, Datastream, JLL

With 10 years German bond yielding below 0% the German real estate market represents a unique opportunity to generate attractive adjusted risk return

Negative bond yields on one hand coupled with the prospect for rising property prices makes the German Residential sector very attractive from a risk&reward perspective

House price index in real terms for Germany vs. US, UK, and France



Source: OECD.Stat real house price indices, rebased





London



Frankfurt



Munich

Cologne



Cologne



Düsseldorf



Düsseldorf



Düsseldorf



Dortmund



Duisburg



Düsseldorf



Düsseldorf



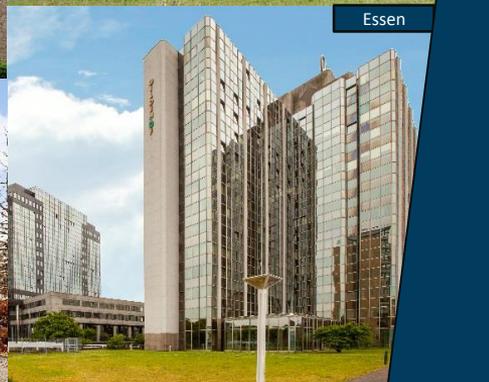
Dortmund



Essen



Essen





Amsterdam

Stuttgart
Baden Baden





Hamburg

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