

Zug Estates Holding Ltd

Financial year 2024

Patrik Stillhart, CEO
Mirko Käppeli, CFO

20 February 2025

Agenda

- Overview of 2024 financial year
- Key financial figures
- Real estate portfolio and projects
- Outlook



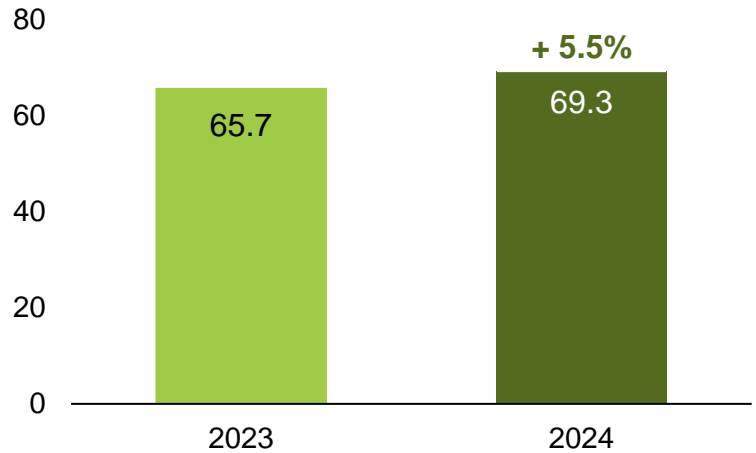
Financial year 2024

Overview of 2024 financial year

Overview of 2024 financial year

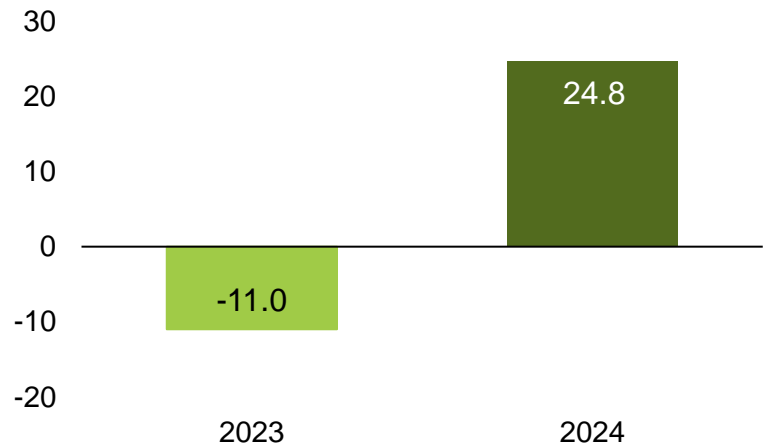
Favourable economic environment

Property income (in CHF million)



- Zug, as a place to live and work, is developing dynamically
- Demand for attractive and well-developed rental spaces is intact
- Focus on attractive, well-connected locations pays off
- Successful rental activity in all usage segments
- Significant reduction in vacancy rate at a very low 0.7%
- Property income rose by CHF 3.6 million or 5.5%

Revaluation gain (in CHF million)

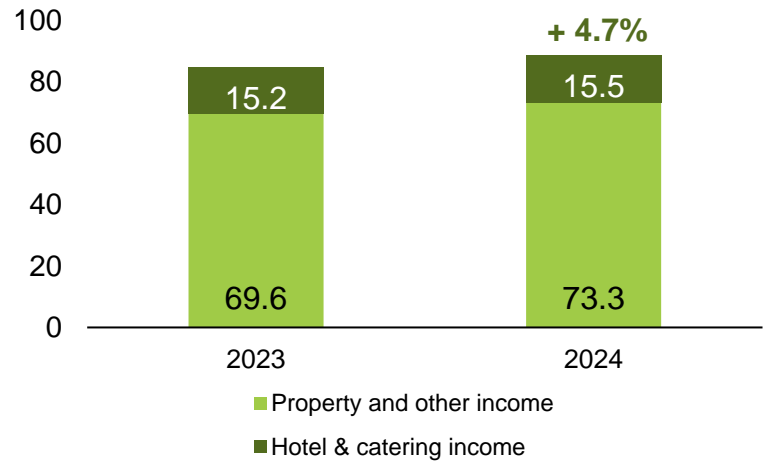


- Interest rates declined in 2024 after having risen in previous years
- Recovery on transaction market
- Slight decline in discount rates for properties in economically attractive, central locations
- Positive revaluation gain of CHF 24.8 million or approx. 1.4% of the portfolio value

Overview of 2024 financial year

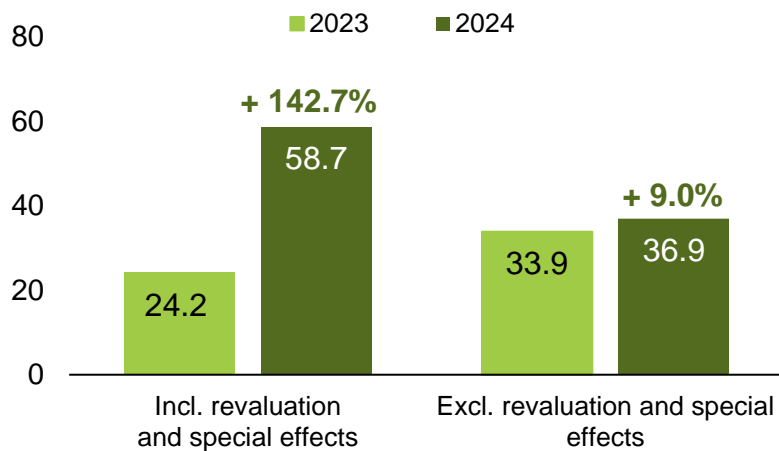
Very pleasing results for Zug Estates Group

Operating income (in CHF million)



- Greater demand in the second half resulted in higher income in the hotel & catering segment
- Accommodation services was unable to fully offset the weaker first half; catering saw a pleasing rise in income
- The operating income of the entire group rose by 4.7% to CHF 88.8 million

Net income (in CHF million)



- Positive revaluation gain resulted in increase in net income of CHF 34.5 million to CHF 58.7 million
- Thanks to the growth in property income, net income – after adjustment for revaluation and special effects – likewise showed a clear increase of 9.0% to CHF 36.9 million.



Financial year 2024

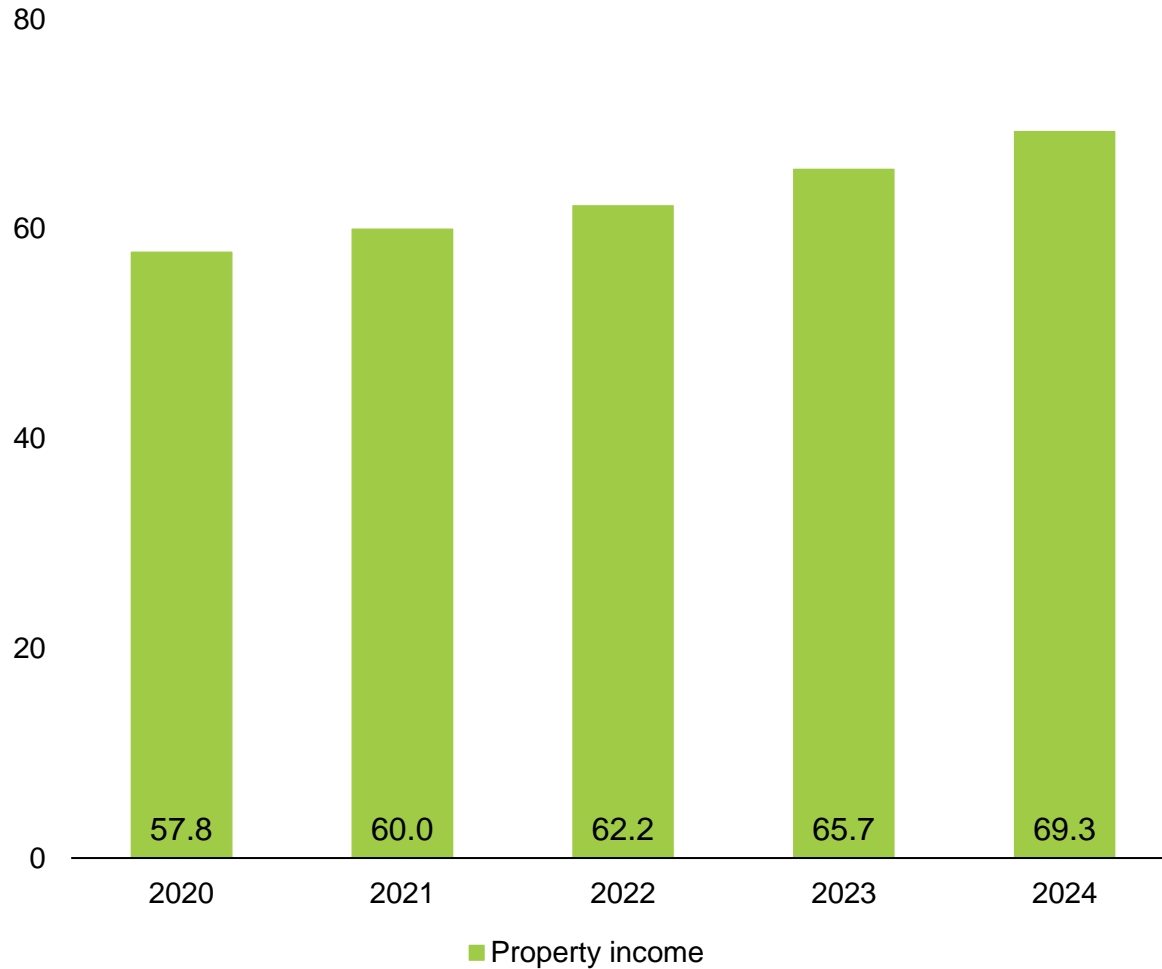
Key financial figures

Key financial figures

Pleasing growth in property income continues

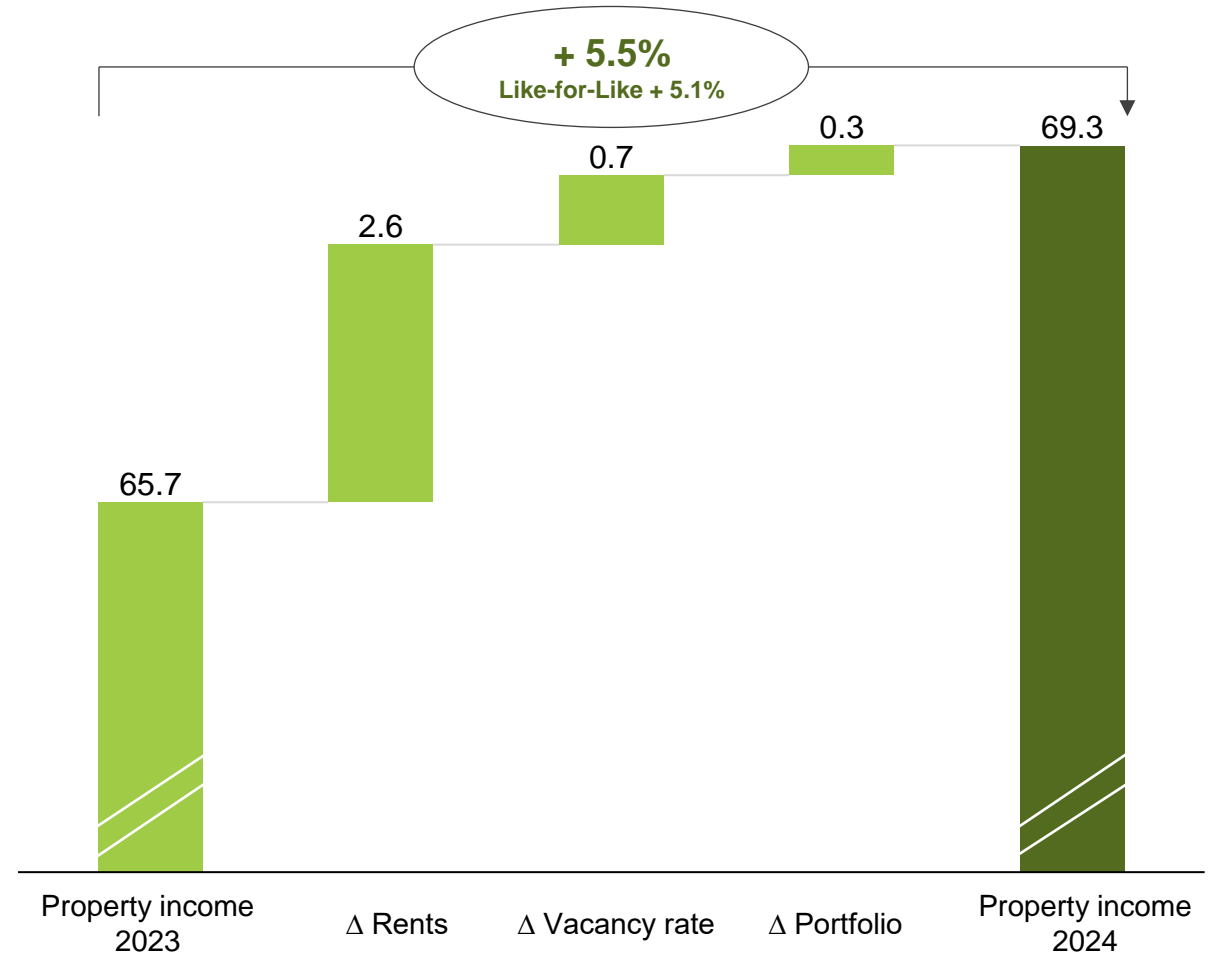
Property income trend

in CHF million, as at 31 December at Group level



Reconciliation of property income to previous year

in CHF million

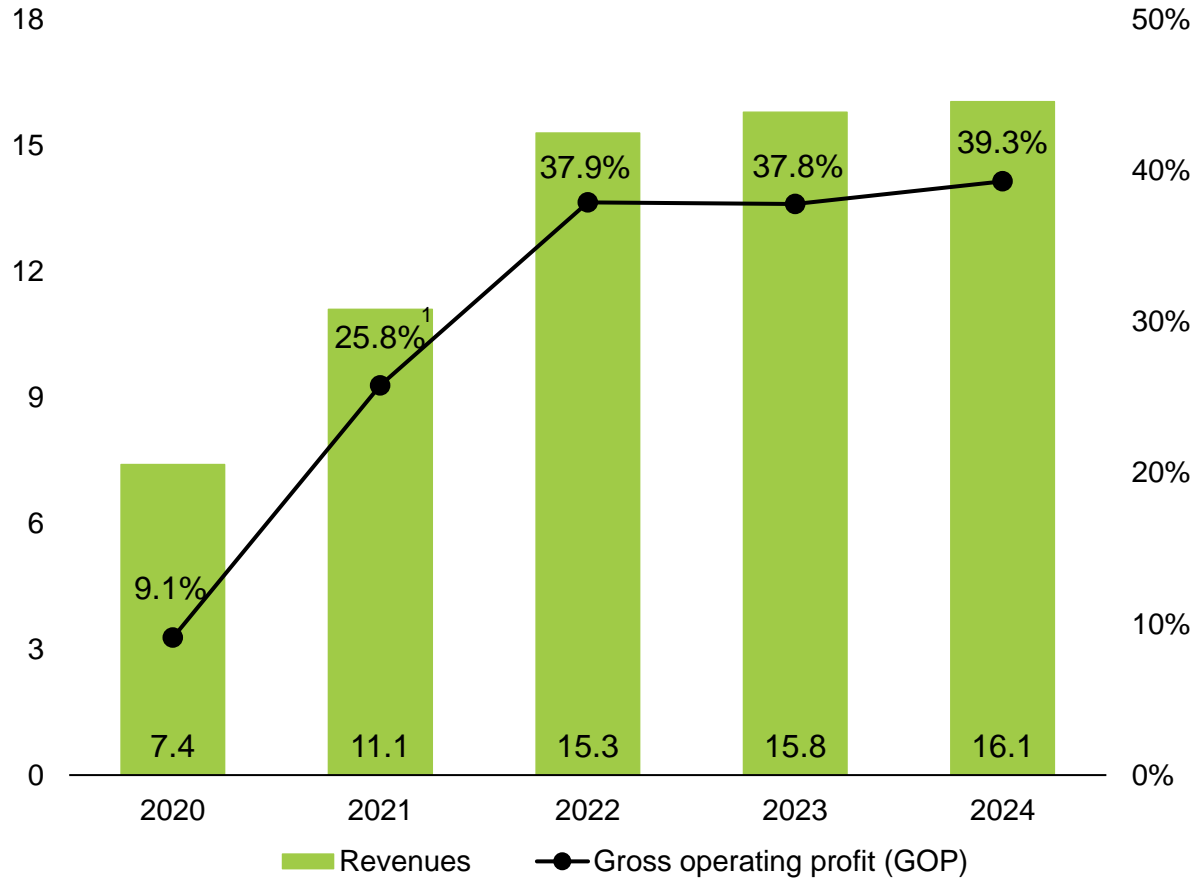


Key financial figures

Increased hotel & catering revenues in H2 2024

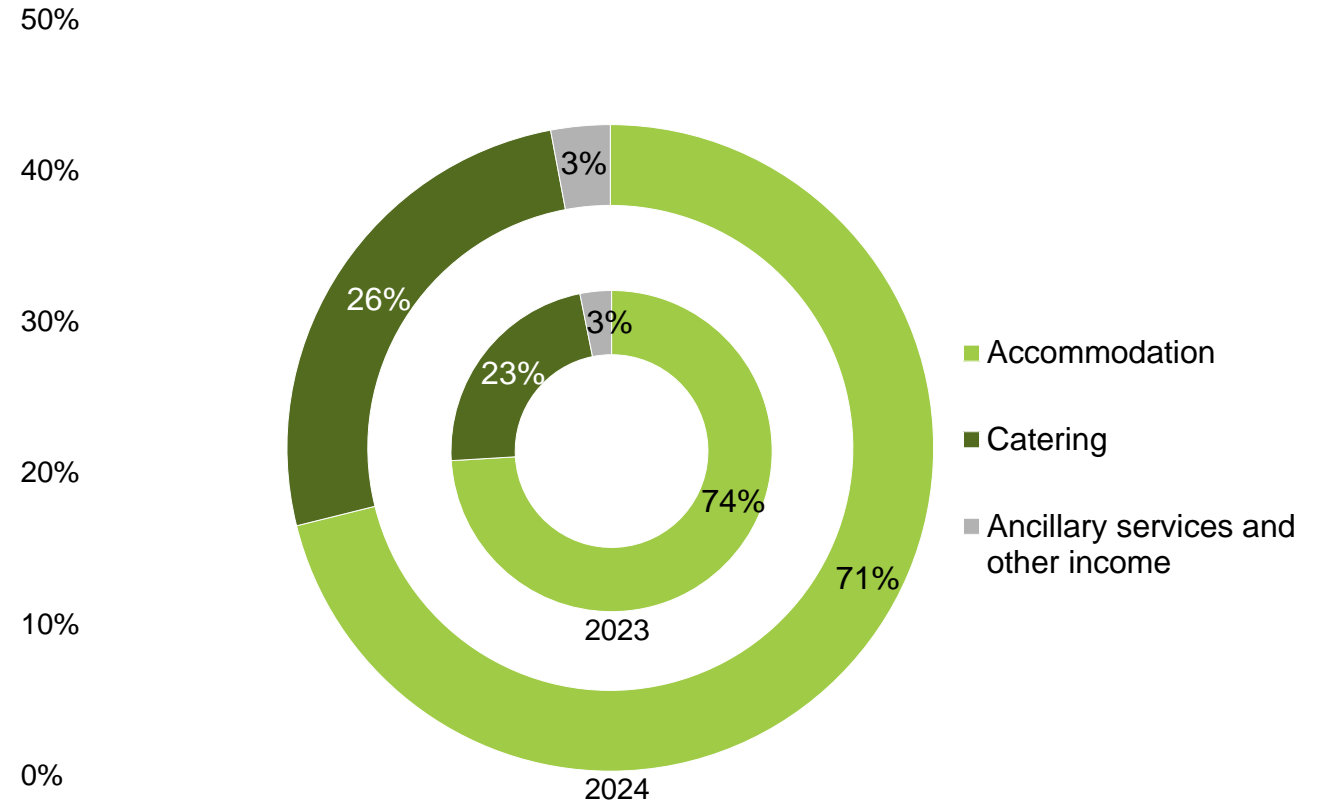
Development of operating income & gross operating profit

in CHF million, as at 31 December from the perspective of hotel & catering



Operating income hotel & catering segment by category

as at 31.12.2024 (external) and 31.12.2023 (internal) from perspective of hotel & catering segment



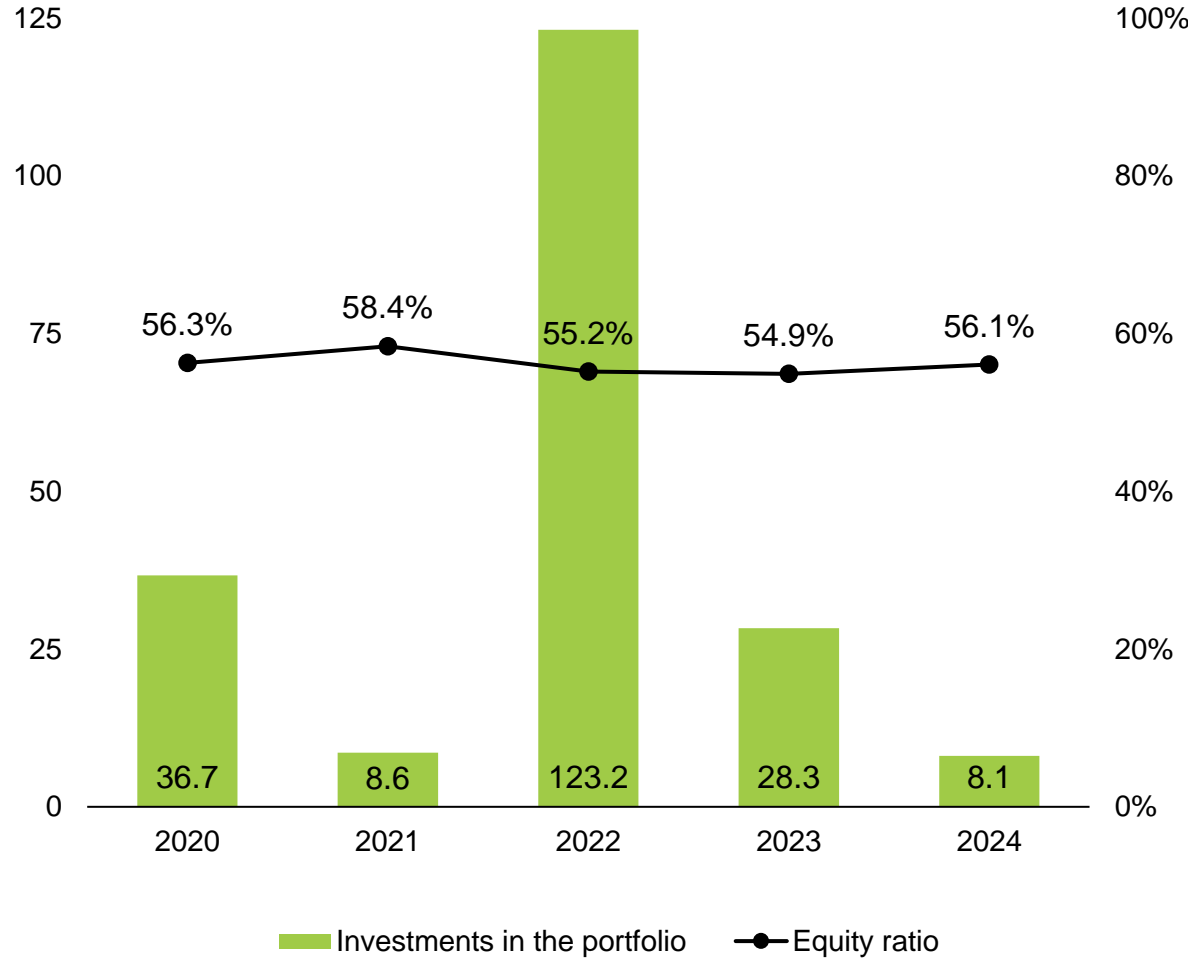
¹ GOP excl. state hardship case compensation of CHF 2.1 million in financial year 2021

Key financial figures

Improved balance sheet figures with lower debt

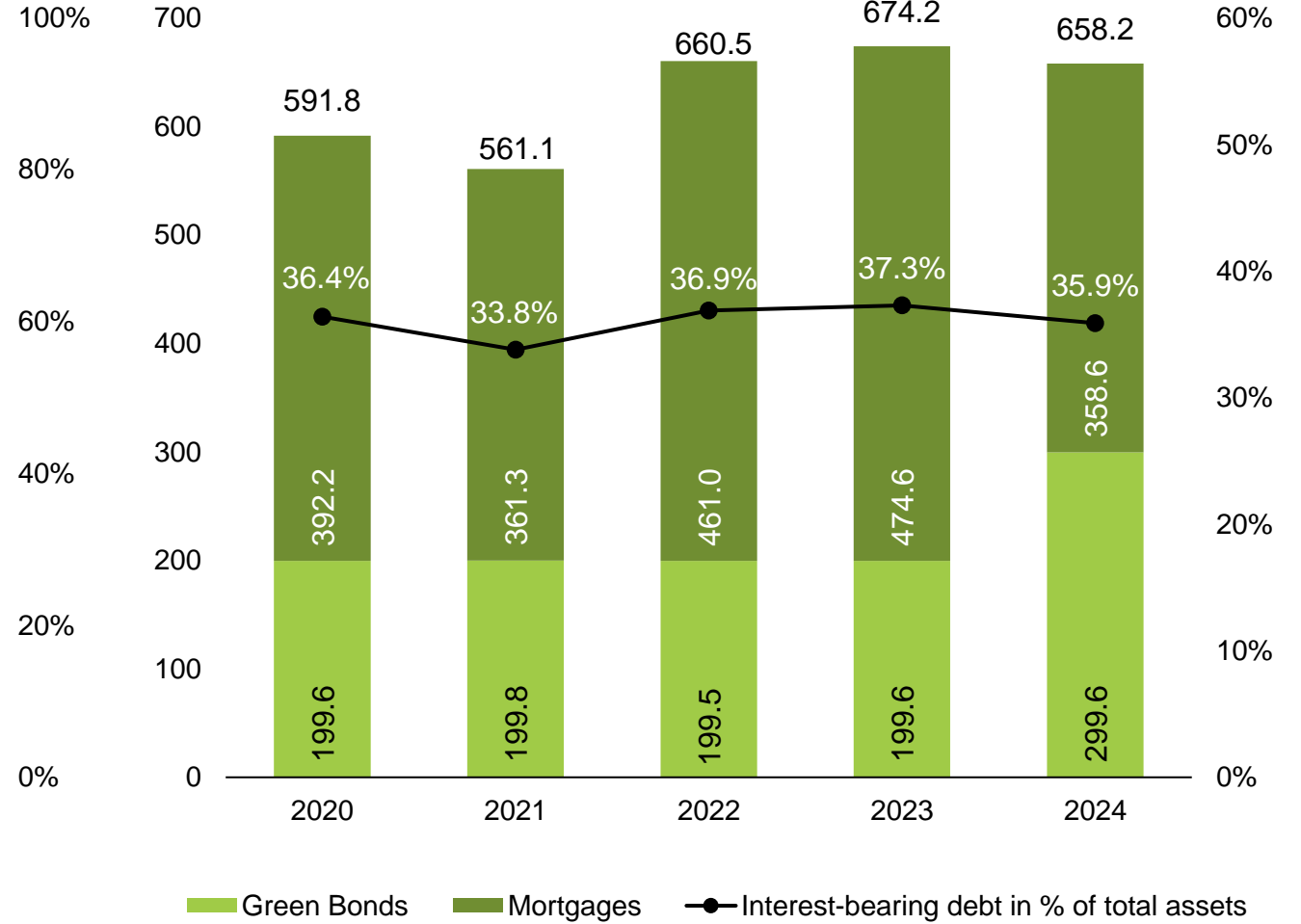
Equity ratio and investments in investment properties

in CHF million or %, as at 31 December



Interest-bearing financial liabilities

in CHF million or %, as at 31 December

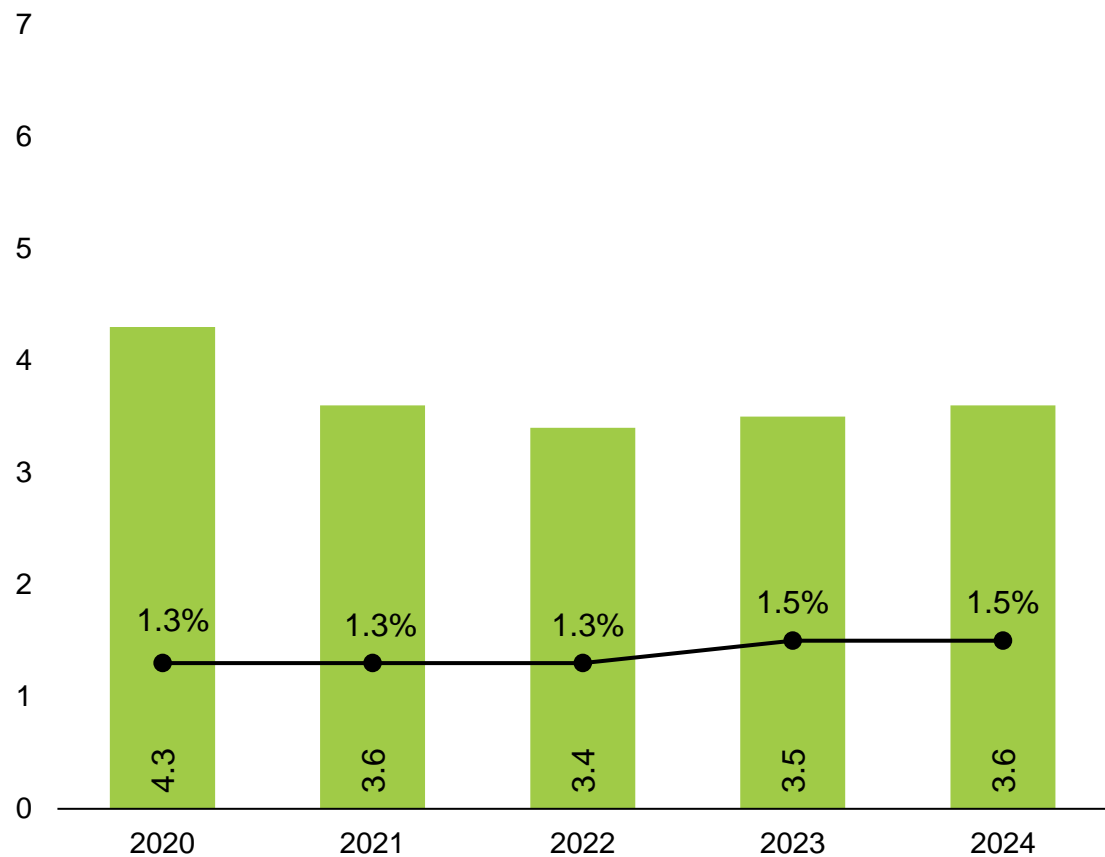


Key financial figures

Stable borrowing costs with balanced maturing structure

Average residual term and interest rate

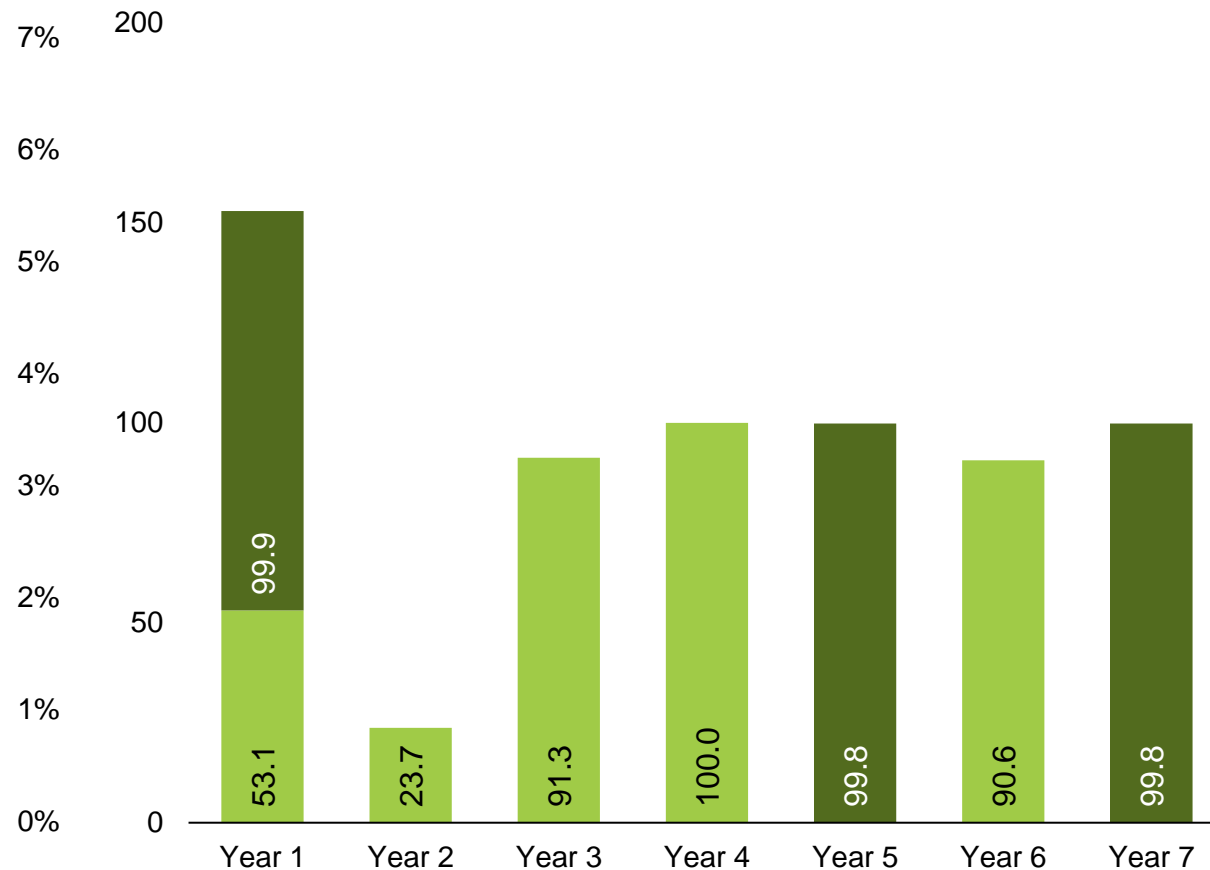
As at balance sheet date in years, respectively for the period in %



■ Average maturity of interest-bearing debt
● Average rate of interest on interest-bearing debt

Maturity structure of financial liabilities

as at 31 December 2024 in CHF million, maturing within...



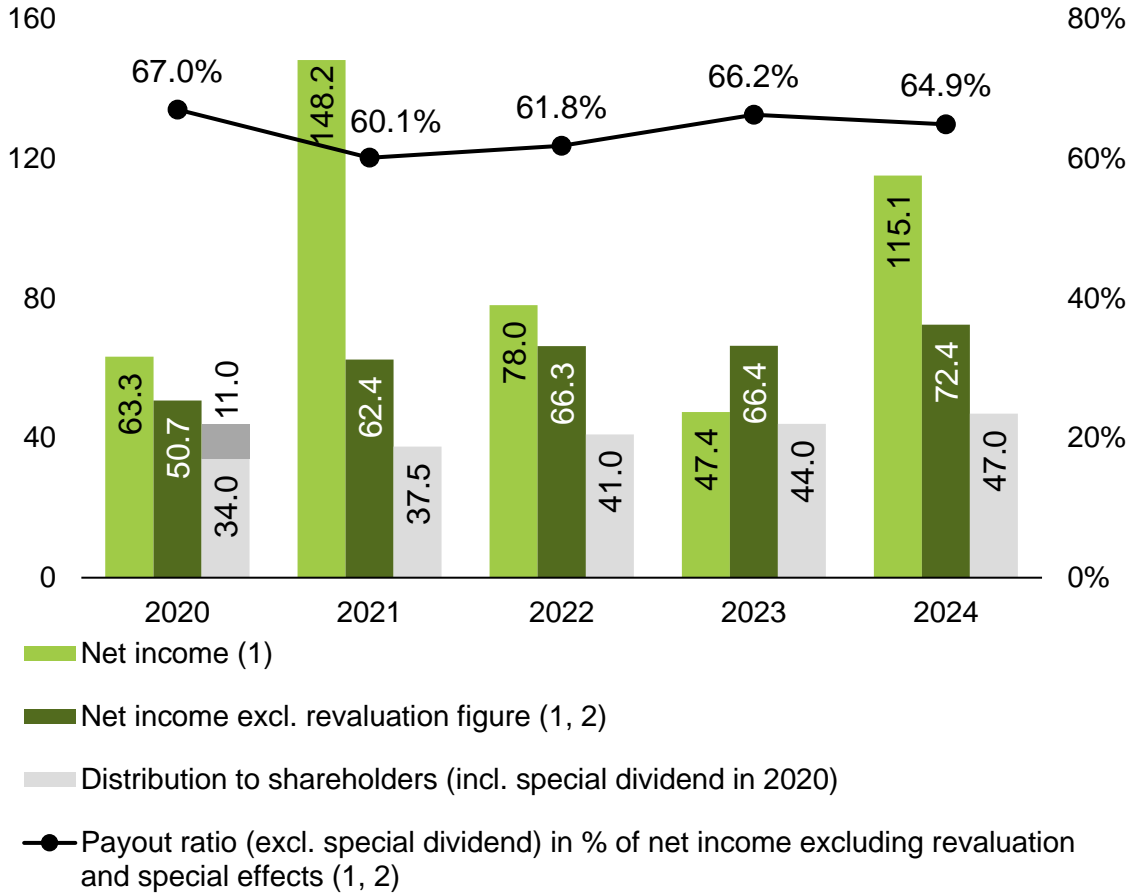
■ Mortgages ■ Green Bonds

Key financial figures

Key figure development per share

Development of result and distribution per series B registered share

in CHF or %, as at 31 December

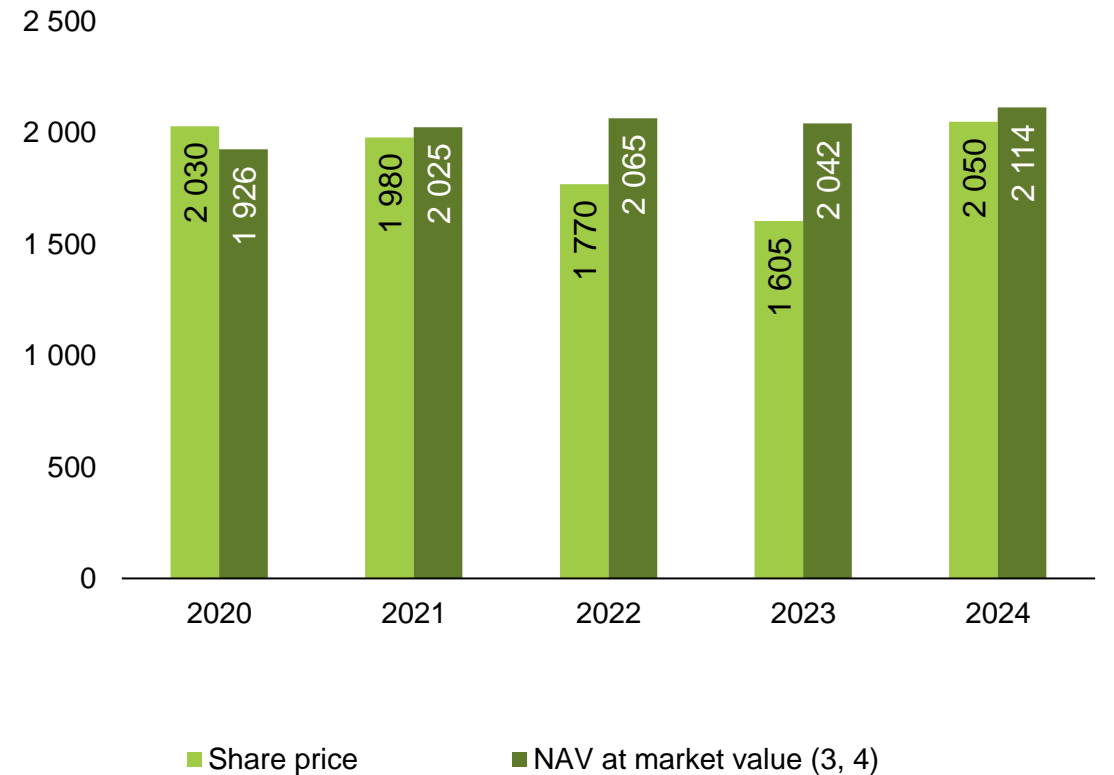


¹ Based on average number of shares outstanding (series A registered shares converted)

² Corresponds to net income excluding income from revaluation of investment properties (net), excluding income from the disposal of investment and promotional properties and corresponding deferred taxes as well as the effect of adjustments made to deferred tax rates

Share price and NAV per series B registered share

in CHF, as at 31 December



³ NAV at market value includes properties used for operational purposes at market value and corresponding deferred taxes

⁴ Based on number of shares outstanding (series A registered shares converted)



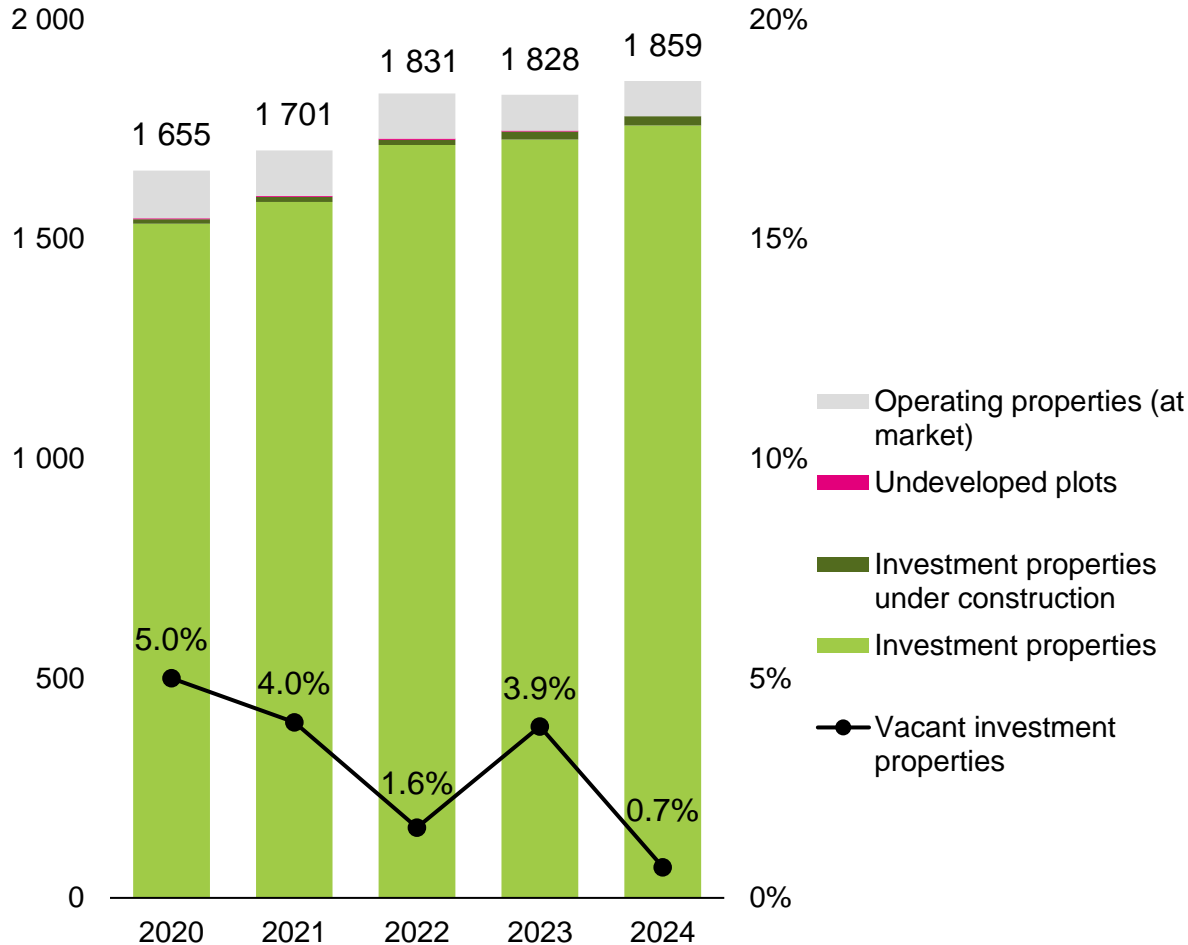
Financial year 2024

Real estate portfolio and projects

Portfolio value boosted by investments and positive net revaluation gains

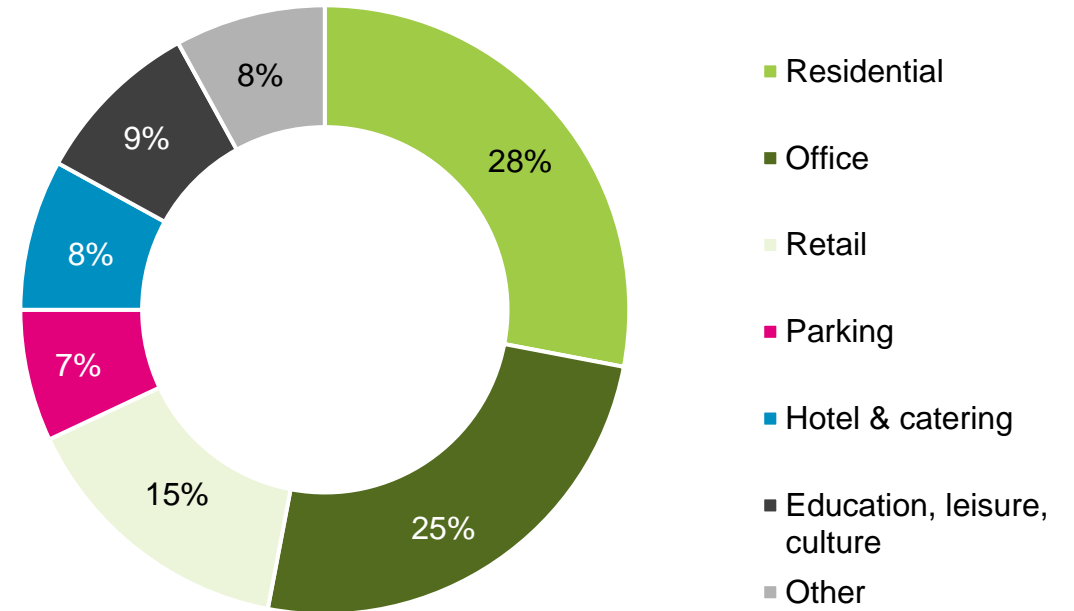
Development of portfolio's market value and vacancies

in CHF million or %, as at 31 December



Portfolio by type of use

Based on projected rental income* as at 31 December 2024

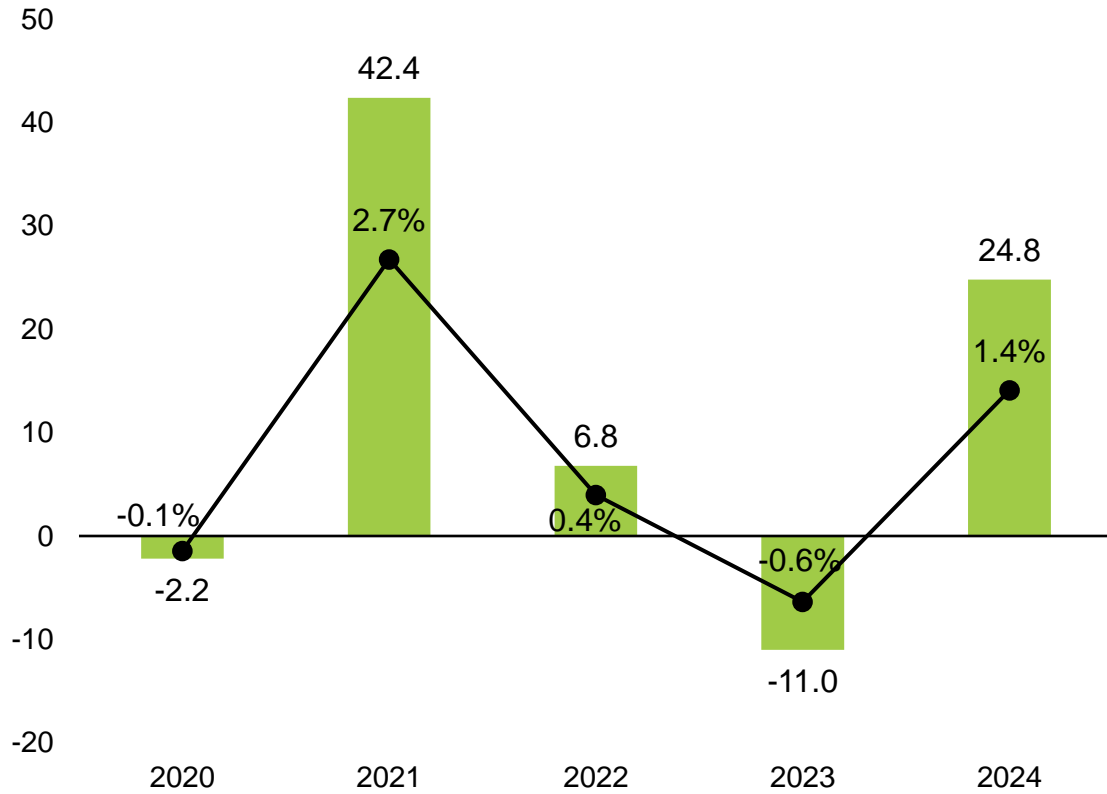


* From point of view of real estate business unit

Revaluation gain thanks to pleasing rental situation

Development of revaluation gains

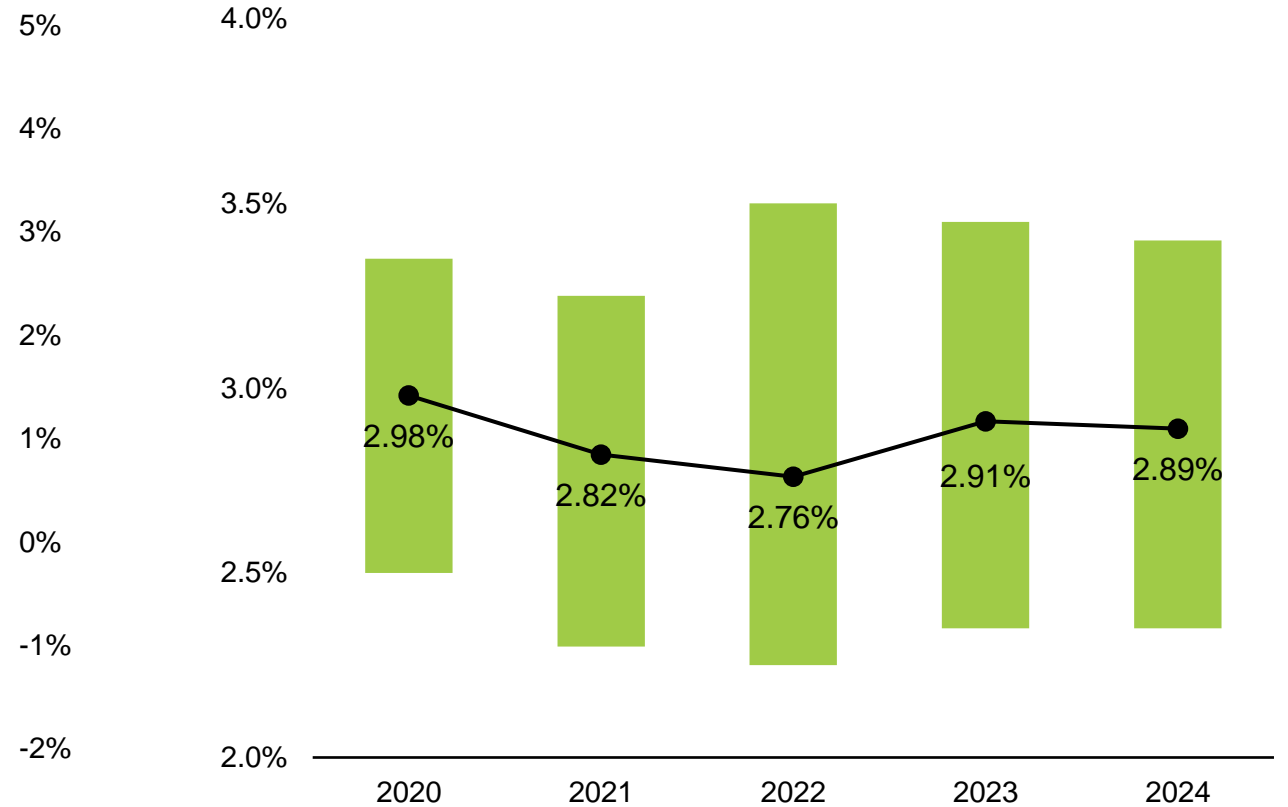
in CHF million or %, as at 31 December



■ Revaluation gain investment properties
●— Revaluation gain investment properties as a percentage of market value of investment properties

Development of discount rates

only investment properties, discount rate (real) in %, as at 31 December

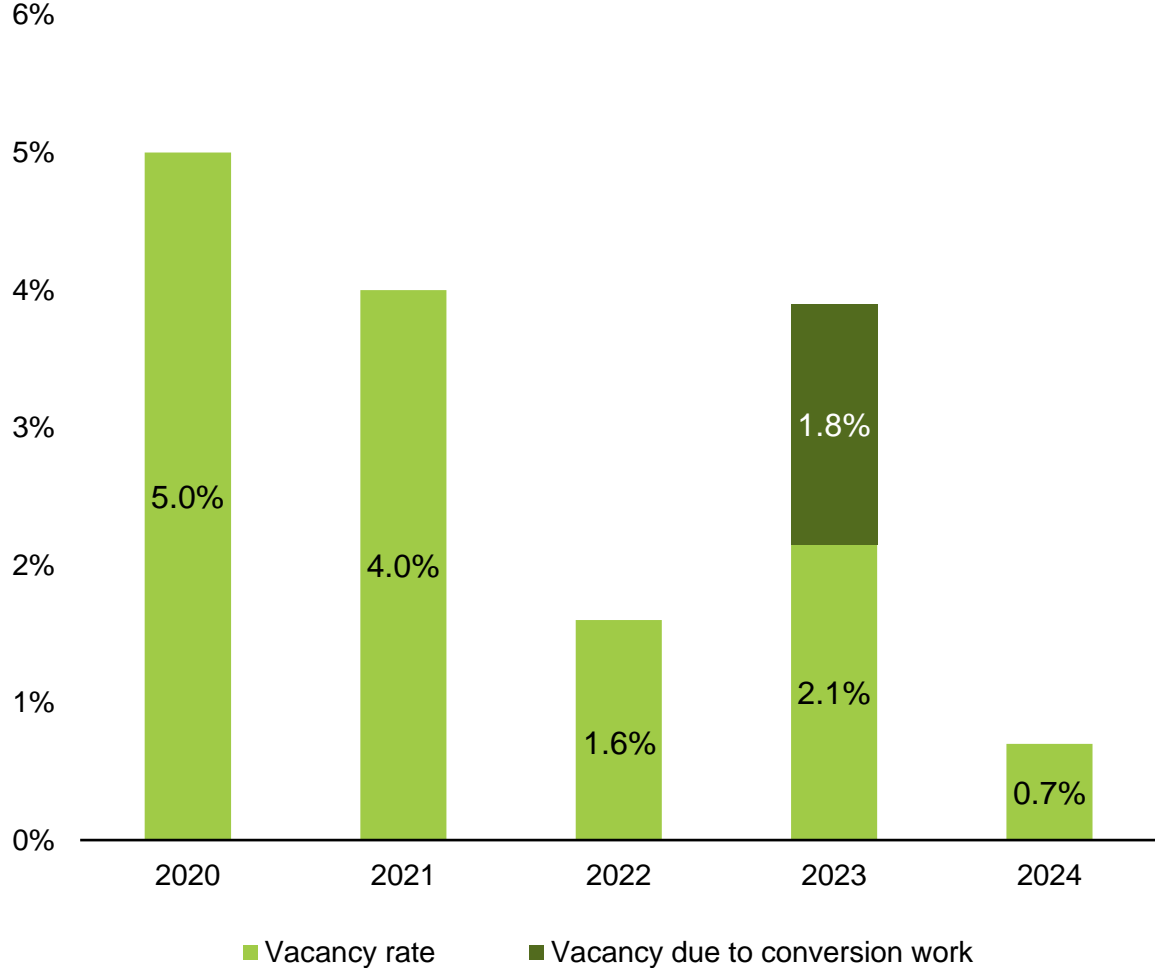


■ Range
●— Weighted average

Real estate portfolio almost fully let

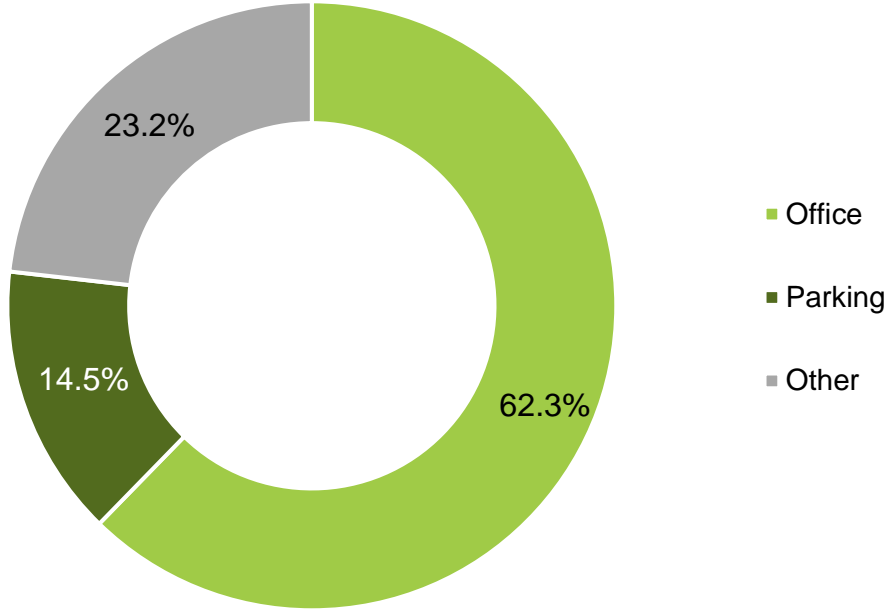
Vacancy rate development

as at 31 December in % of projected rental income (on reference date)



Breakdown of vacancies

as at 31 December 2024 by type of use (on reference date, as % of projected rental income)

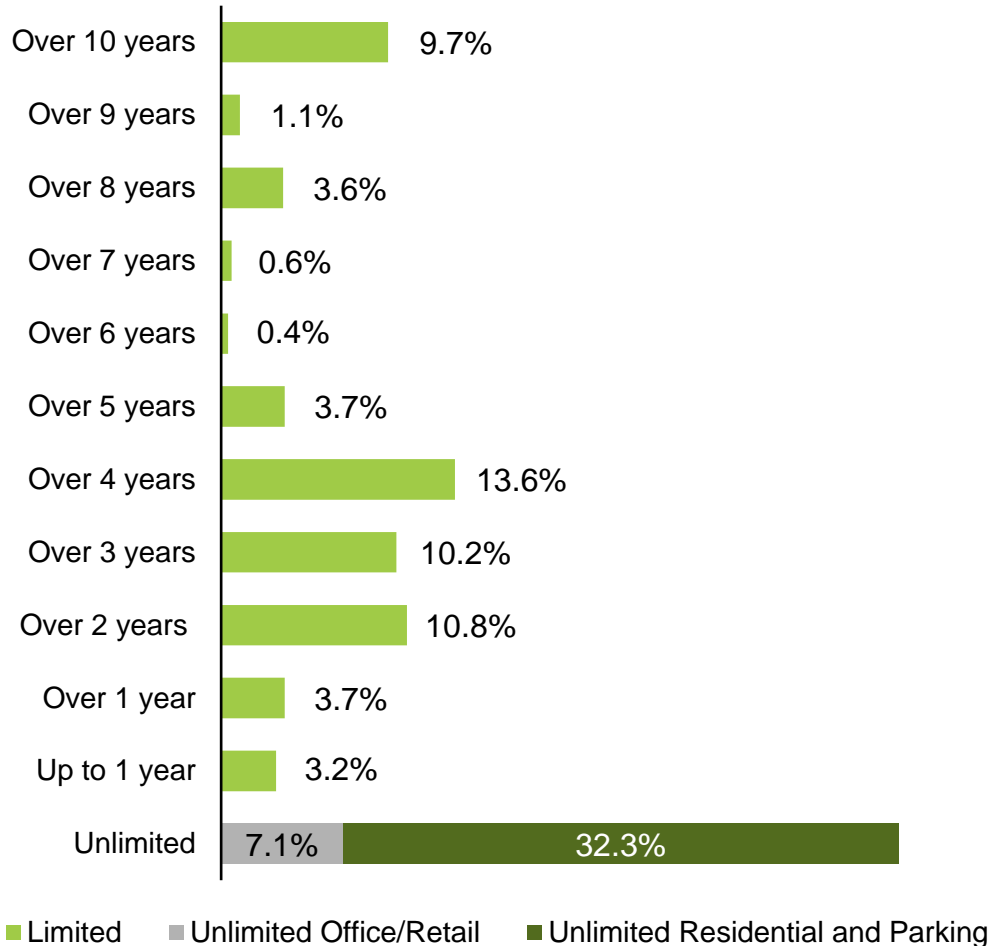


Real estate portfolio and projects

Only a few contracts due to expire in the next two years

Contract terms

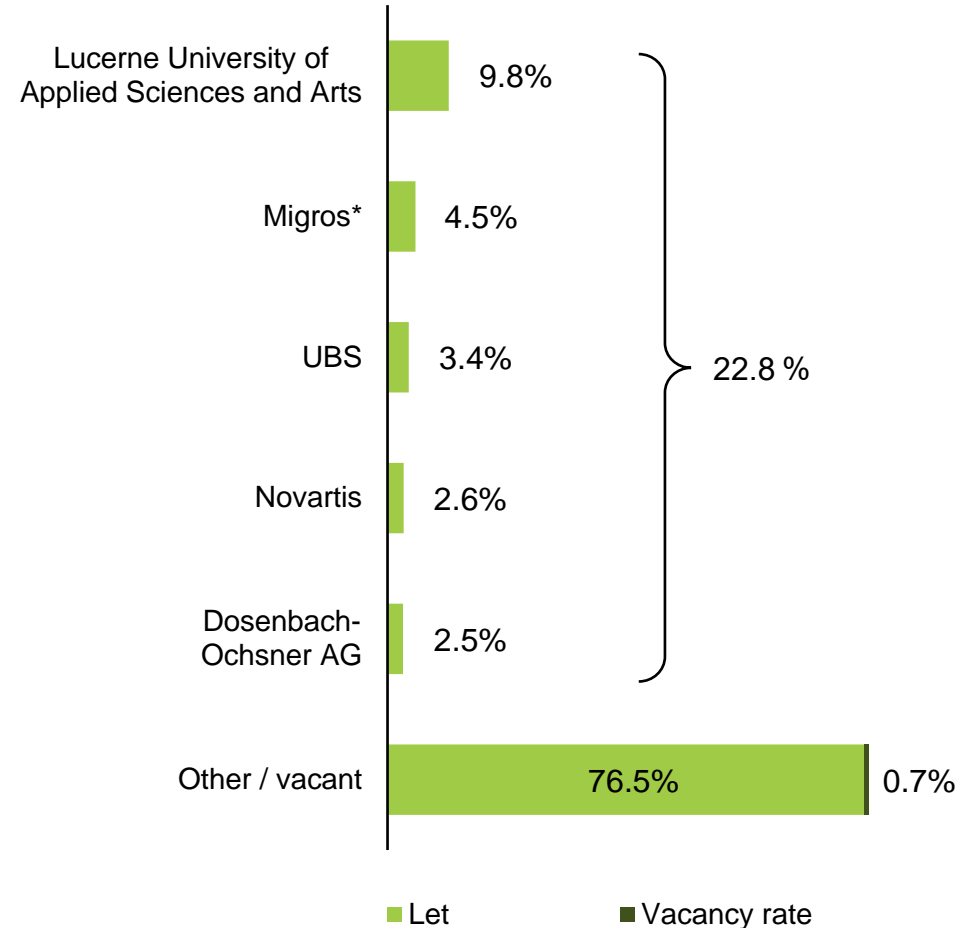
Investment properties, based on projected rental income as at 31 December 2024



WAULT (secured leases): 5.8 years

Tenant structure

Investment properties, based on projected rental income as at 31 December 2024



* Various companies of the Migros Group

New catering and retail offerings enhance the city centre site/Metalli



Picture: Ayverdi's

- In 2024, several contracts with retail tenants were extended, and various refurbishment projects were successfully completed.
- Lidl (food), doodah and PME Legend (both clothing) opened their new stores.
- The well-known catering company Ayverdi's commenced operation of its first restaurant outside Zurich.



Picture: Bären property, Tibits restaurant

- In 2024 the complete renovation of the Bären property in Zug was concluded.
- Tibits AG opened its first restaurant in Zug in August 2024 in the listed property.

S43/45 project – construction begins with XUND as anchor tenant



- A 30-year lease was concluded in Sept. 2024 with XUND (the training centre of Gesundheit Zentralschweiz) for office and education spaces in building S43 (6'000 m²).
- Construction began in December 2024.
- The living spaces (student apartments) will be rented and managed by the Lucerne University of Applied Sciences and Arts.



Status:

Under construction

Investment volume:

approx. CHF 85 million

Projected rental income p.a.:

approx. CHF 4.5 million

Construction period:

2024 - 2027

Usage mix:

Office and education: 14'400 m²

Residential (student apartments): 1'100 m²

Real estate portfolio and projects

Metalli Living Space project – launch of political approval process

- The basis of the project was reviewed in close consultation with the City of Zug and changes were made to the Metalli development plan to ensure the “2000 homes for Zug’s middle classes” initiative can be implemented.
- The Metalli Living Space project makes a very valuable contribution to the creation of urgently required residential space and the high-quality development of the city of Zug.
- Zug Estates has therefore decided to continue the project and to launch the political approval process. The plan is to begin the political approval process in mid-2025.

Status:

at planning stage (development-plan process ongoing)

Investment volume:

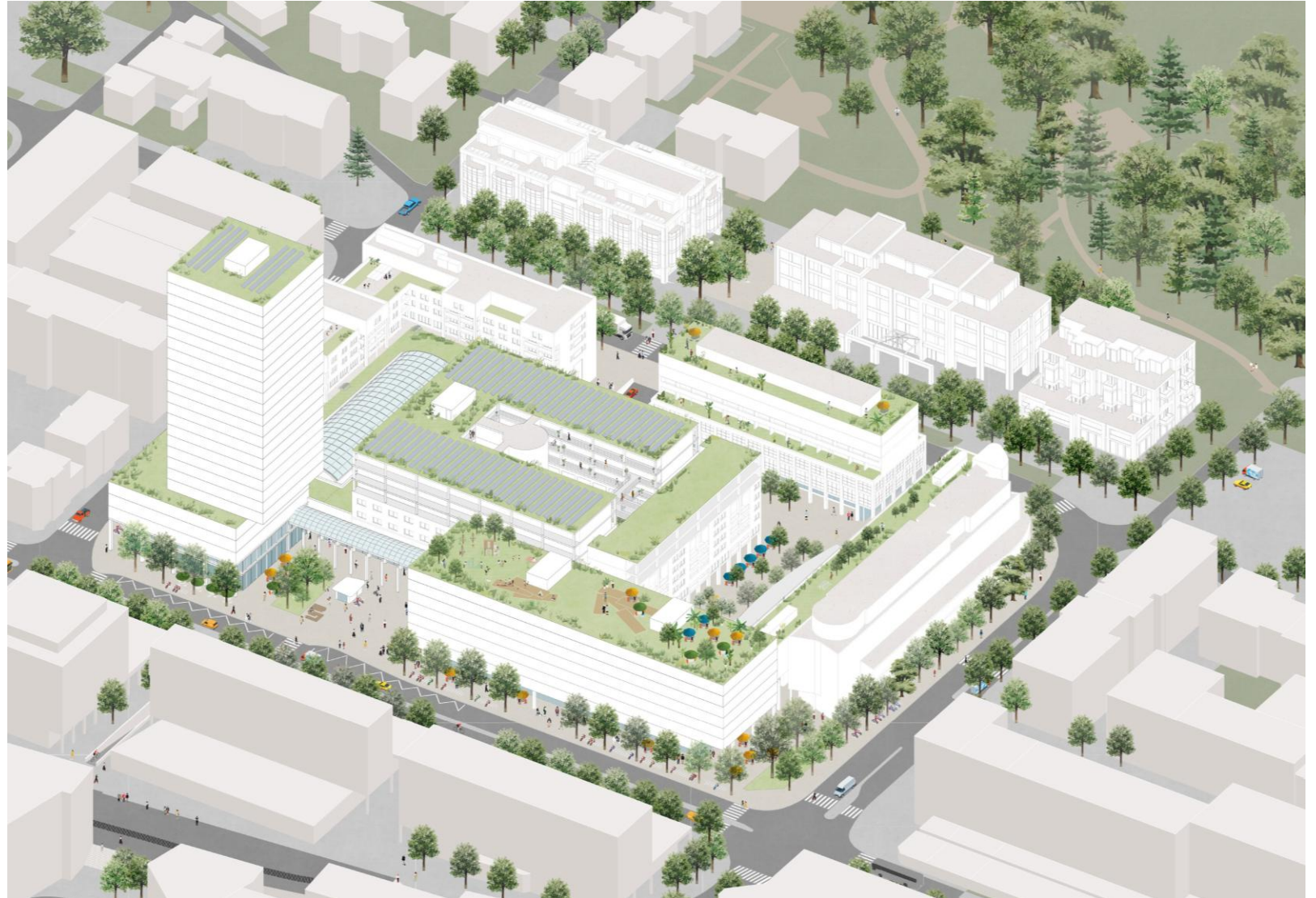
approx. CHF 200 million

Timescale:

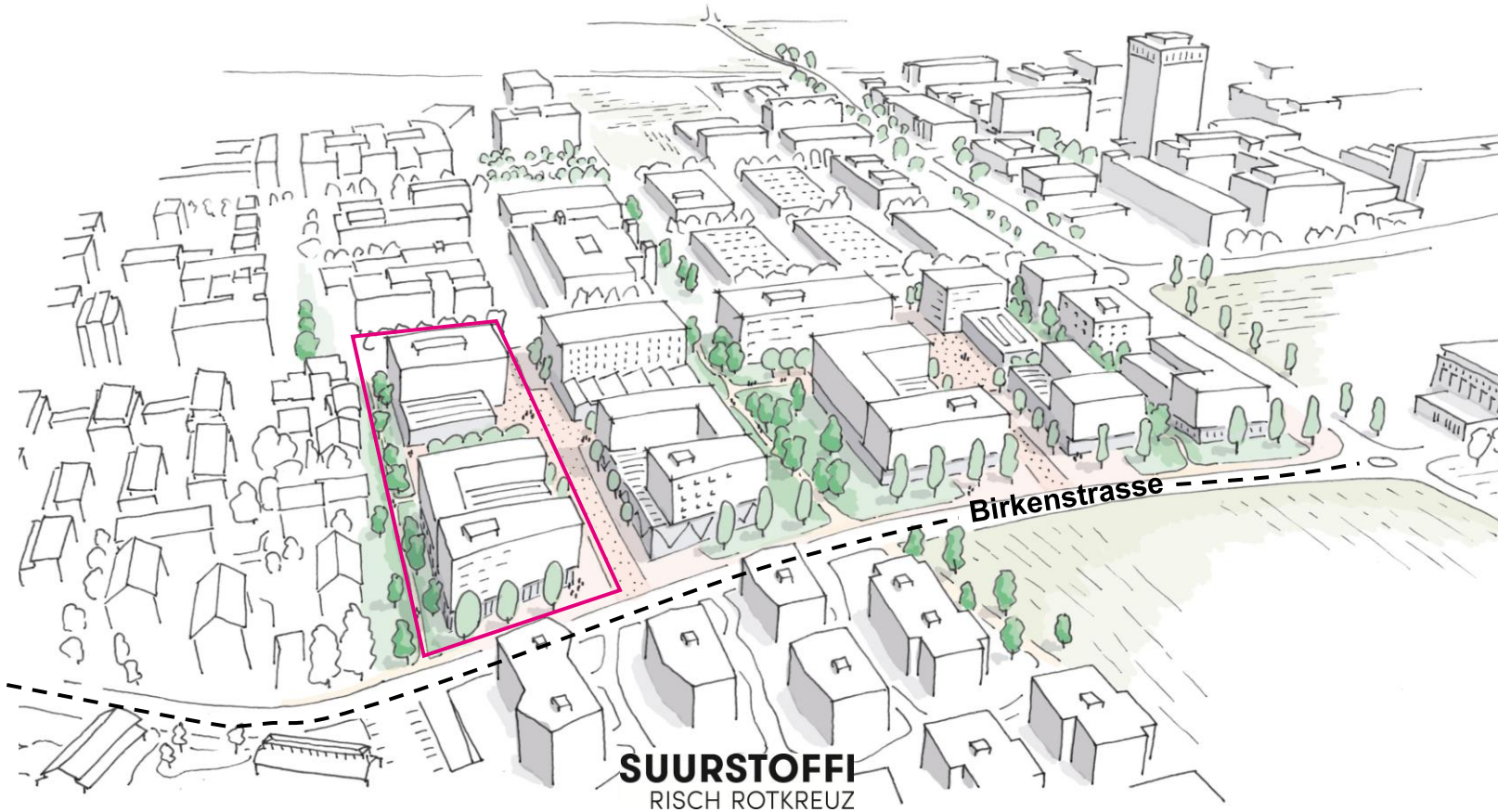
Start of approval process for development plan in mid-2025

Usage mix:

Residential, retail, catering and service spaces



Birkenstrasse focal area project – ongoing revision of local plan



- Zug Estates acquired Renggli Holding AG in November 2022. The properties acquired include a 19'000 m² plot with residential and commercial space which is directly adjacent to the Suurstoffi site.
- The commercial properties (around half of the site) are part of the Birkenstrasse focal area, which is to be assigned to mixed use and condensed.
- The referendum on the revised local plan is scheduled for the end of 2025.
- Zug Estates and all property owners will then draw up a joint development plan for the overall area.

Status:

Revision of local plan under way

Timescale:

Referendum on revised local plan at end-2025

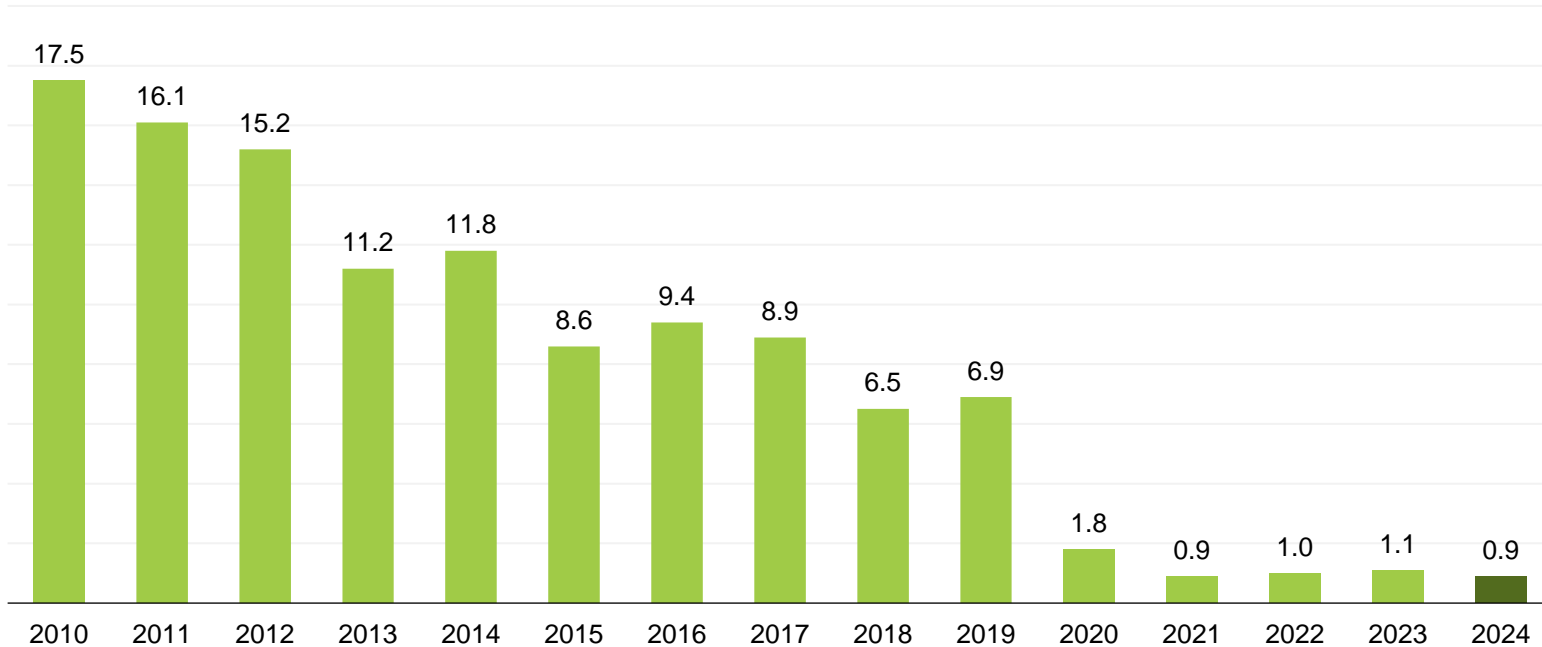
Usage mix:

Residential, commercial and service spaces

Good progress with implementation of sustainability strategy


Zug Estates reduction pathway | Scopes 1 + 2

Greenhouse gas emissions (kg per m² of energy reference area)



- Suurstoffi was the first site in Switzerland to be recognised with the DGNB Platinum Certificate in 2024. This underscores the major ambitions that Zug Estates is pursuing in terms of sustainability.
- With 0.9 kg per m² of energy reference area, current greenhouse gas emissions from the operation of the entire real estate portfolio are at a very low level and are significantly below the industry average.





Financial year 2024

Outlook

Outlook

Outlook for 2025 financial year and General Meeting of Shareholders

Financial year 2025

- Slight increase in property income in real estate segment
- Slight rise in revenues and GOP margin in hotel & catering segment
- Taking slightly higher financing costs into account, net income at previous-year level, excl. revaluation and special effects

General Meeting of Shareholders

- Proposal to raise dividend by 6.8% from CHF 44.00 to CHF 47.00 per series B registered share
- Julia Häcki nominated for election to the Board of Directors of Zug Estates Holding Ltd





Financial year 2024

Q&A



Financial year 2024

Appendix

Appendix

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This presentation is published in German and English. The German version shall prevail and is binding.

Appendix

City centre site/Metalli



Key data as at 31 December 2024

2024¹

Site area

61'122 m²

Market value²

CHF 892.2 million

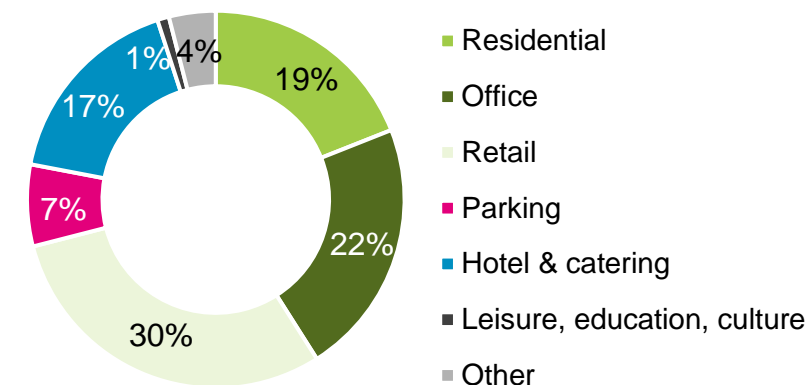
Book value

CHF 836.3 million

Projected rental income²

CHF 32.7 million

Based on projected rental income² as at 31 December 2024



¹ From point of view of real estate business unit, incl. operating properties

² Market value and projected rental income of the property at Zug, Baarerstr. 20-22 (co-owned) included pro rata

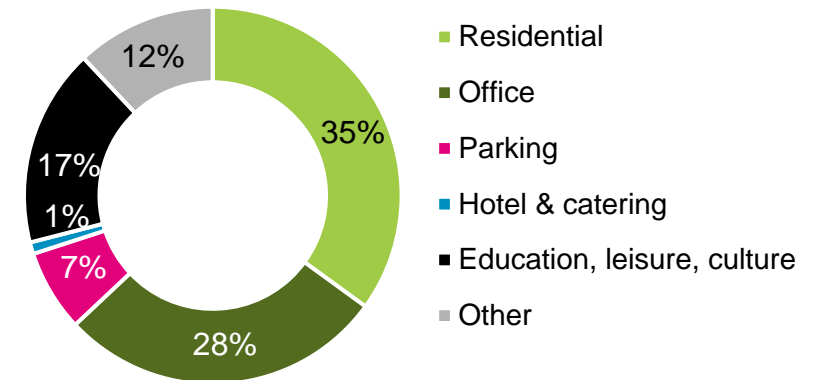
Appendix

Suurstoffi site



Key data as at 31 December 2024	2024
Site area	105'342 m ²
Market value	CHF 871.5 million
Book value	CHF 871.5 million
Projected rental income	CHF 36.5 million

Based on projected rental income as at 31 December 2024



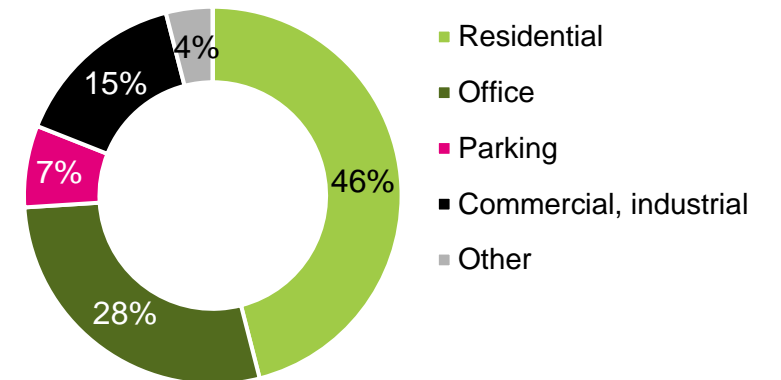
Appendix

Other investment properties



Key data as at 31 December 2024	2024
Site area	20'864 m ²
Market value	CHF 95.2 million
Book value	CHF 95.2 million
Projected rental income	CHF 2.7 million

Based on projected rental income as at 31 December 2024



Appendix

Selected key financial figures

Selected key financial figures

as at 31 December

in CHF million	2020	2021	2022	2023	2024
Total portfolio value	1 655	1 701	1 831	1 828	1 859
Interest-bearing debt	591.8	561.1	660.5	674.2	658.2
– In % of total assets	36.4%	33.8%	36.9%	37.3%	35.9%
– LTV	35.8%	33.0%	36.1%	36.9%	35.4%
– % unsecured liabilities	33.7%	35.6%	30.2%	29.6%	45.5%
– Avg. interest rate	1.3%	1.3%	1.3%	1.5%	1.5%
– Avg. remaining maturity	4.3 Y	3.6 Y	3.4 Y	3.5 Y	3.6 Y
– Net debt / EBITDA ¹	11.6x	10.0x	12.9x	12.5x	11.4x
– Interest coverage ratio ¹	6.9	7.2	6.4	5.1	5.5

¹ EBITDA excluding revaluation but including result from disposal of investment properties

² Based on average equity

³ Based on number of shares outstanding (series A registered shares converted)

as at 31 December

in CHF million	2020	2021	2022	2023	2024
Equity	915.5	968.6	989.3	992.5	1 028.8
– In % of total assets	56.3%	58.4%	55.2%	54.9%	56.1%
– Return on equity ² in %	3.5%	8.0%	4.1%	2.4%	5.8%
Share closing price (CHF)	2 030	1 980	1 770	1 605	2 050
Market capitalisation ³	1 035.3	1 009.8	902.7	818.6	1 045.5
Result / series B reg. share (CHF) ⁴	63.3	148.2	78.0	47.4	115.1
Result / series B reg. share excl. revaluation & special effects (CHF) ⁴	50.7	62.4	66.3	66.4	72.4
NAV at market value per series B registered share (CHF) ^{3,5}	1 926	2 025	2 065	2 042	2 114
Ordinary distribution / series B reg. share (CHF) ⁶	34.0	37.5	41.0	44.0	47.0

⁴ Based on average number of shares outstanding (series A registered shares converted)

⁵ NAV includes operating properties at market value (including deferred taxes)

⁶ Proposed by the Board of Directors

Appendix

Income statement: five-year comparison

in CHF million	2020	2021	2022	2023	2024
Property income	57.8	60.0	62.2	65.7	69.3
Income from sale of promotional properties	72.5	–	–	–	–
Hotel & catering income	7.0	8.4	14.7	15.2	15.5
Other income	3.1	5.8	3.2	3.9	4.0
Total operating income	140.4	74.2	80.1	84.8	88.8
Total operating expenses	-90.8	-27.3	-30.4	-32.6	-32.8
Revaluation of investment properties (net)	-2.2	42.4	6.8	-11.0	24.8
Income from sale of investment properties	–	7.3	–	–	–
EBITDA	47.4	96.6	56.5	41.2	80.8
Depreciation and amortisation	-3.6	-3.4	-3.5	-3.6	-4.0
EBIT	43.8	93.2	53.0	37.6	76.8
Financial result	-7.2	-7.5	-7.8	-10.2	-10.2
Tax expenses	-4.3	-10.1	-5.4	-3.2	-7.9
Net income	32.3	75.6	39.8	24.2	58.7
Net income excluding revaluation and special effects	25.9	31.8	33.8	33.9	36.9

Appendix

Balance sheet: five-year comparison

in CHF million	2020	2021	2022	2023	2024
Cash and cash equivalents	17.2	18.7	17.3	20.1	17.0
Properties held for sale and promotional properties	10.2	–	–	–	–
Other current assets	13.0	5.7	11.4	6.9	7.2
Total current assets	40.4	24.4	28.7	27.0	24.2
Investment properties	1 534.4	1 584.0	1 713.5	1 725.6	1 758.2
Investment properties under construction	9.8	11.3	11.8	18.2	21.0
Operating properties and undeveloped plots	34.5	32.9	32.6	28.2	23.8
Other non-current assets	7.1	5.7	5.5	7.8	6.1
Total assets	1 585.8	1 633.9	1 763.4	1 779.8	1 809.1
Total assets	1 626.2	1 658.3	1 792.1	1 806.8	1 833.3
Current financial liabilities	55.8	125.8	164.8	119.8	153.0
Other current liabilities	16.6	18.8	21.9	18.2	18.7
Total current liabilities	72.4	144.6	186.7	138.0	171.7
Long-term financial liabilities	536.0	435.3	495.7	554.5	505.3
Deferred tax liabilities and other long-term liabilities	102.3	109.8	120.4	121.8	127.5
Total long-term liabilities	638.3	545.1	616.1	676.3	632.8
Total equity	915.5	968.6	989.3	992.5	1 028.8
Total liabilities and equity	1 626.2	1 658.3	1 792.1	1 806.8	1 833.3

