

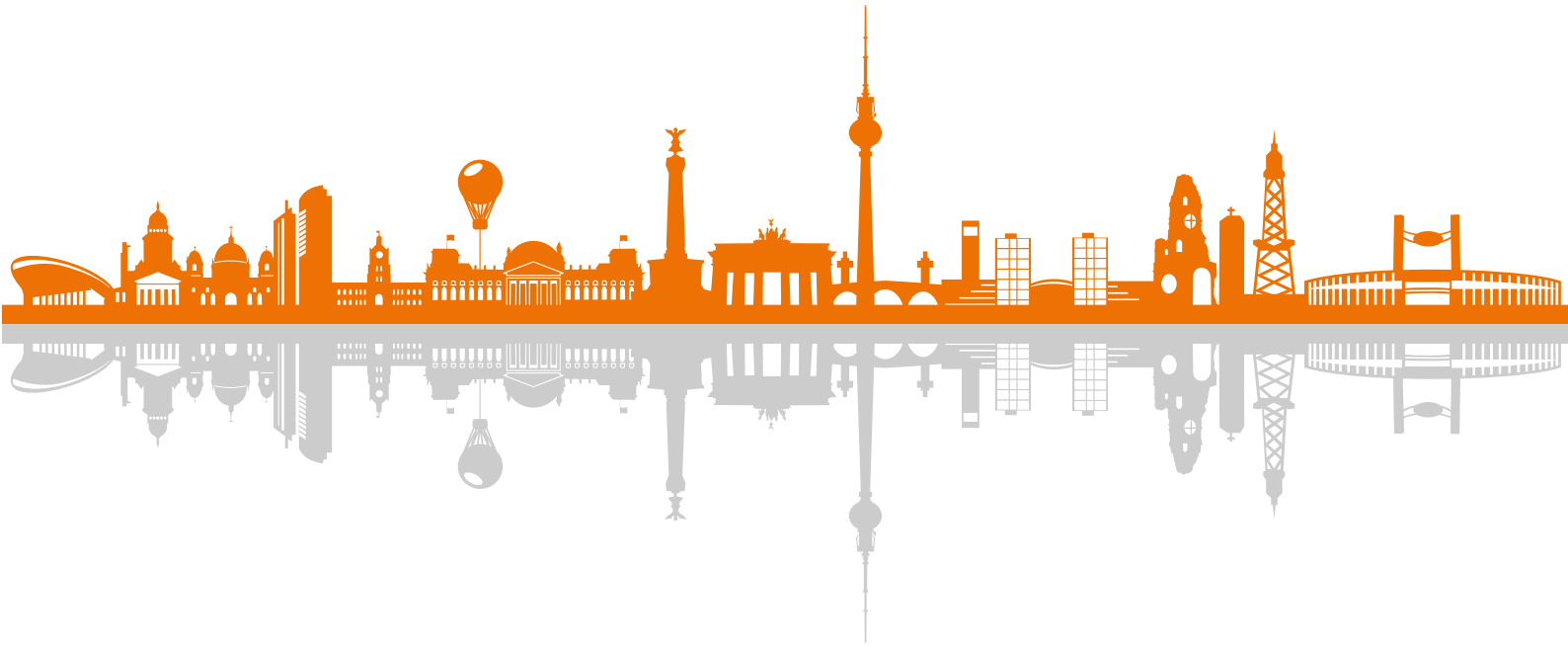


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**CAPITAL MARKETS DAY**  
**5 JUNE 2018**

**BUWOG**  
group

# UNLOCKING POTENTIAL.

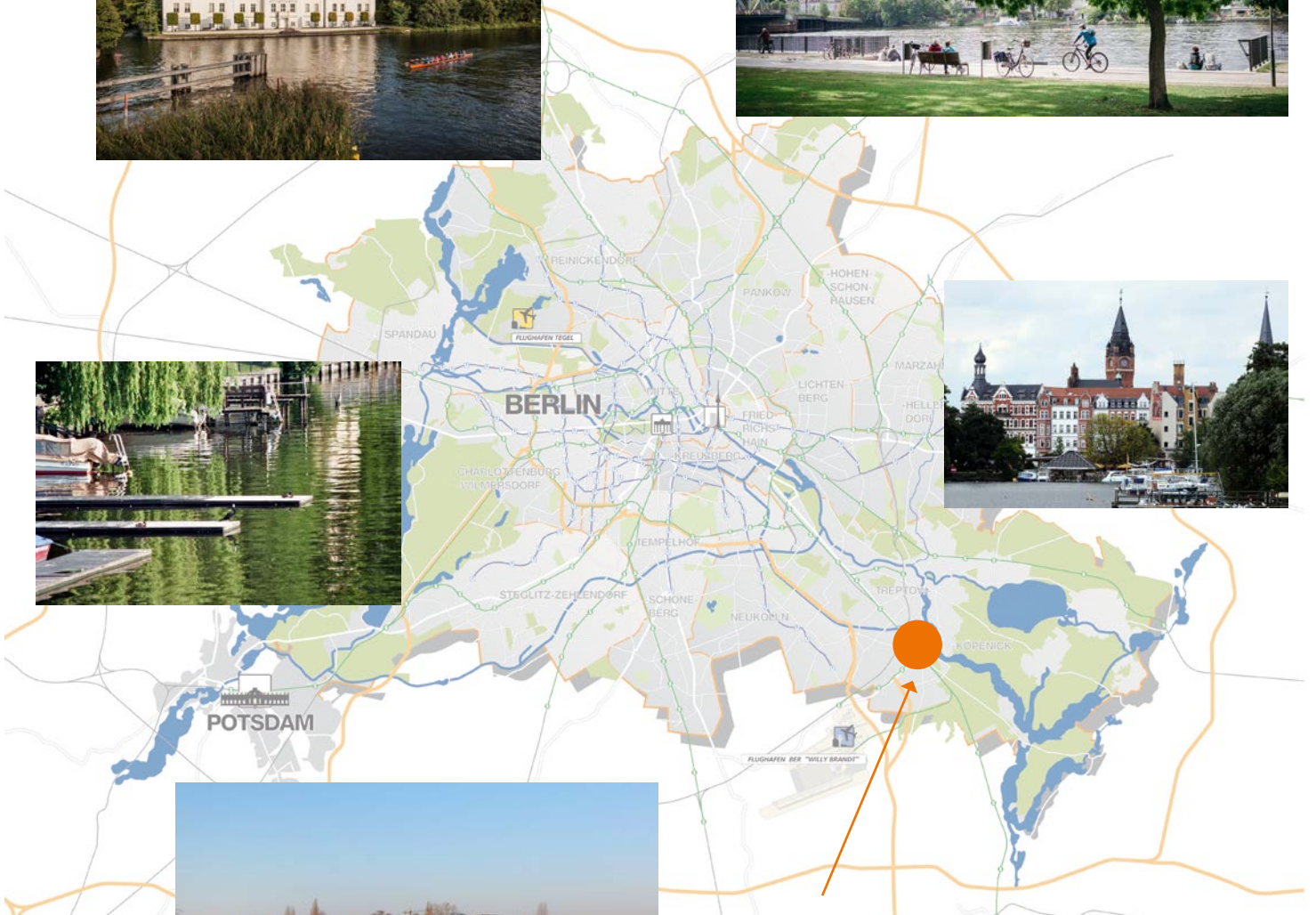


## GUIDE

<b>GROUP 1</b>	<b>GROUP 2</b>	<b>GROUP 3</b>
Station Showroom	Meeting point Torhaus I	Station Ankerviertel
Meeting point Torhaus I	Station Ankerviertel	Station Showroom
Station Ankerviertel	Station Showroom	Meeting point Torhaus I



# OVERALL PROJECT CITY-DISTRICT DEVELOPMENT

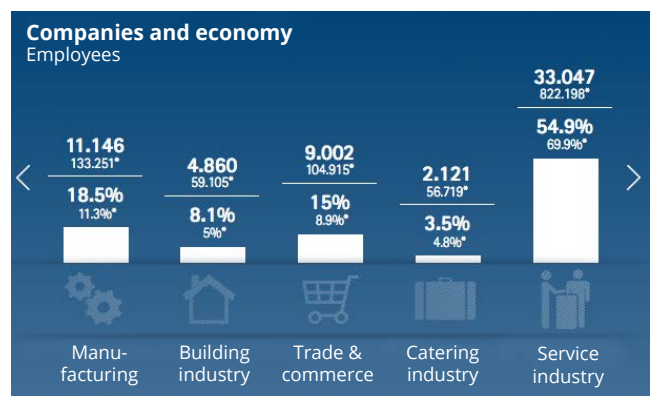
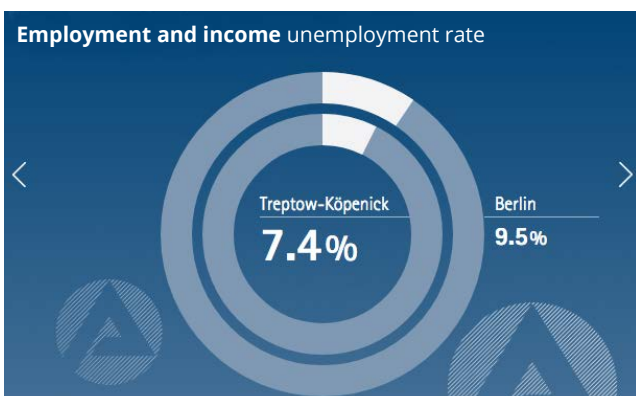
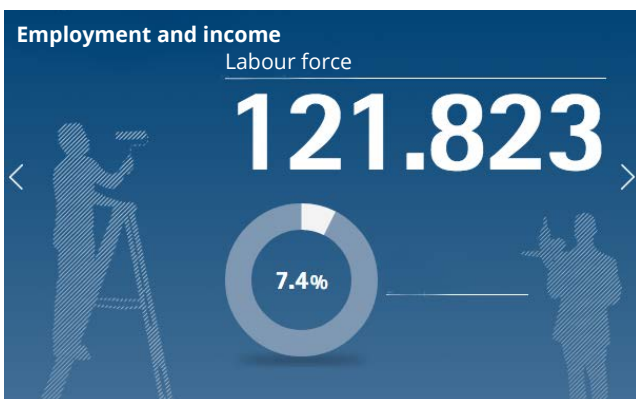
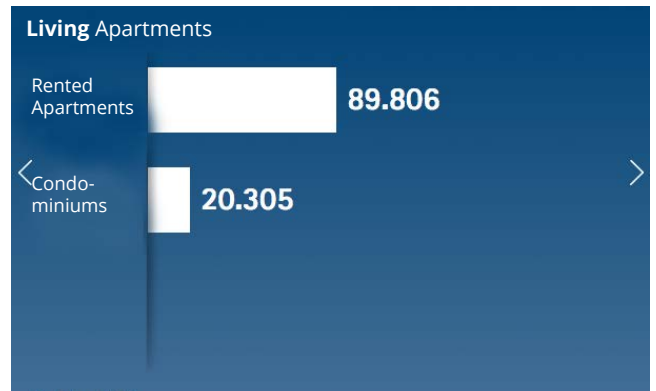
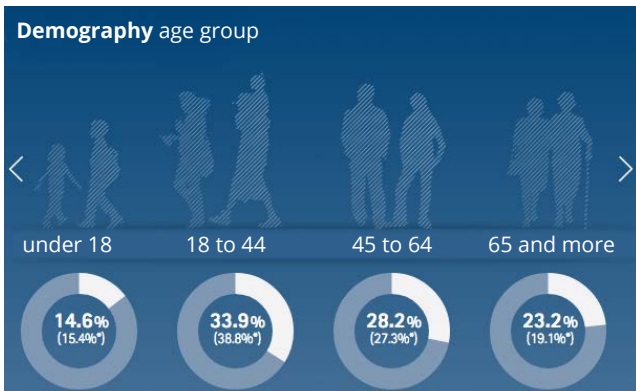
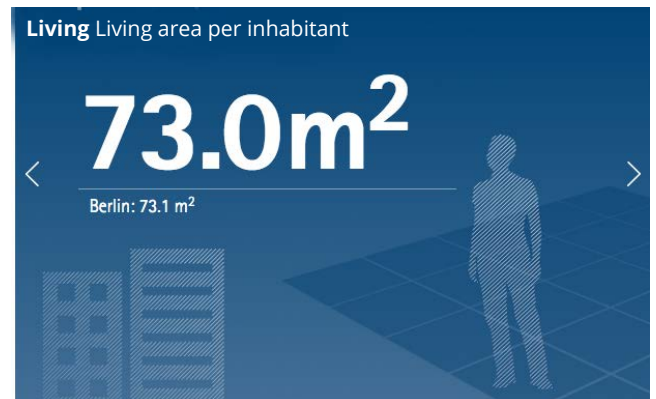
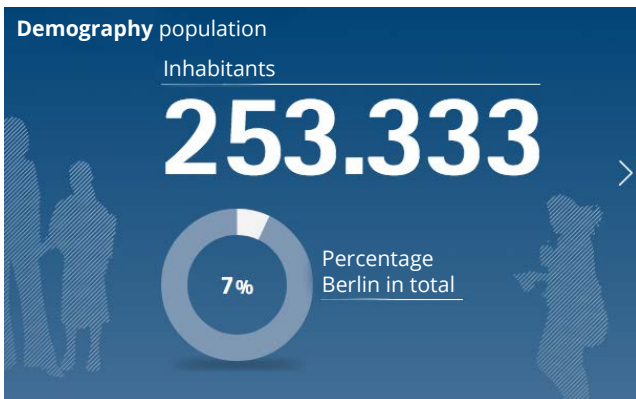


Wohnen  
52° am Wasser  
in Berlin-Grünau  
**NORD \***



# FACTS & FIGURES

## TREPTOW-KÖPENICK





## FACTS & FIGURES

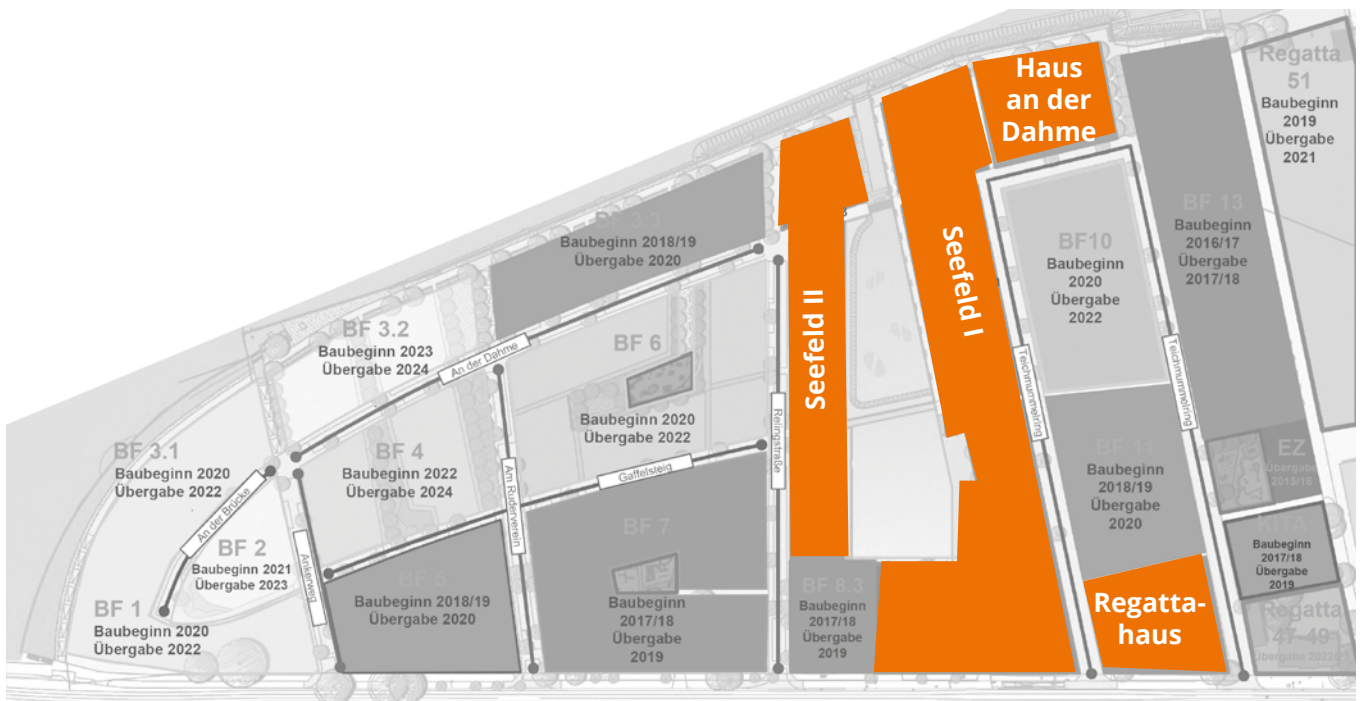
### 52° NORD



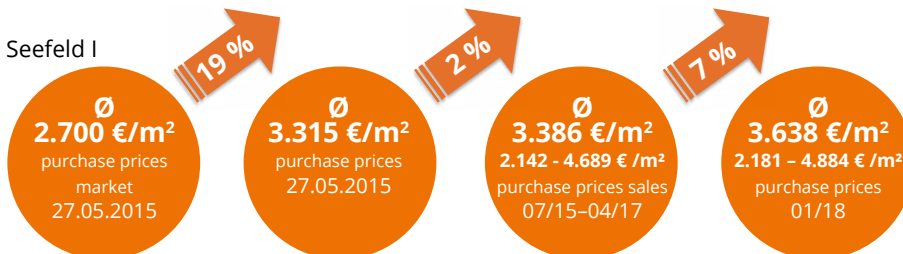
Data referring to financial years (please note: 2019 = short financial year ending 31.12.2019)

## FACTS & FIGURES

### 52° NORD - PRICE DEVELOPMENT



#### Seefeld I



#### Seefeld II



#### Regattahaus



#### Haus an der Dahme



# FACTS & FIGURES

## 52° NORD - MARKETING

The project 52° Grad Nord was developed as a pure real-estate brand under the corporate brand of BUWOG Group. Following BUWOG's launch on the stock market, subsequent projects were integrated into BUWOG's umbrella-brand concept.

A traditional marketing mix, including location marketing and public relations, was used to position 52° Grad Nord on the market as an independent development brand.

The individual construction sites are marketed according to a sub-brand concept tailor-made for the target group and the respective sub-project.

Wohnen  
52° am Wasser  
in Berlin-Grünau  
**NORD** \*

**SEEFELD**  
Wohnen am Wasser \*  
in Berlin-Grünau

**REGATTAHAUS**  
Wohnen am Wasser in Berlin-Grünau \*

**ANKERVIERTEL** \*  
Wohnen am Wasser in Berlin-Grünau

**HAUS AN DER DAHME**  
Wohnen am Wasser in Berlin-Grünau \*

**Die KOMPASSHÄUSER**  
Die nachhaltige Art des Wohnens \*

project logos

The image shows three screenshots of the 52° Nord website. The leftmost screenshot is a landing page with a blue water background and buttons for 'KAUFEN' and 'MIETEN'. The middle screenshot shows a page with a 3D architectural rendering of a building and text about coordinates. The rightmost screenshot shows a page for 'Regattahaus' with a photo of a man and text describing the project.

website

The image shows a magazine spread for 'frischluft'. The left page features a large photo of a lake with the headline 'Wenn Gebäude reden könnten = Industriegeschichte in Köpenick'. The right page features a photo of a building at night with the headline 'Mensch braucht ein Platz, hinzehört.'.

magazine

The image shows a magazine spread for 'Frischluff'. The left page features a photo of a man and a child on a boat with the headline 'Neue Kita Future living Spaß am Wasser'. The right page features a photo of a building with the headline 'Frischluff' and a 'TICKETS' advertisement.

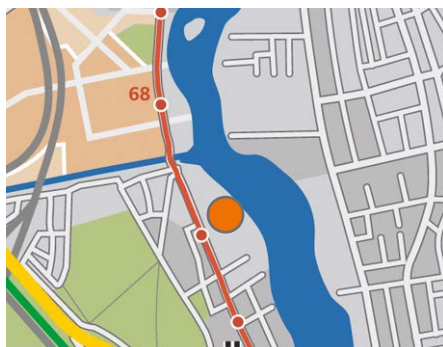


# OVERALL PROJECT

## PARTIALLY UNDER CONSTRUCTION

**Project name:** 52° NORD — City-district development with waterside living in Berlin-Grünau

**Address:** Regattastrasse 11, 35, 47/49, 51, 12527 Berlin-Grünau



This approx. 100,000 sqm plot is located in the economically strong south-east of the capital. The new city quarter offers a perfectly orchestrated urban variety of apartment types and architectural styles, as well as attractive exterior areas, such as a 6,000 sqm private water basin and a central square at its heart.

A feeder road to the motorway, the proximity to the future capital airport and business and science sites (Wista), e.g. in Adlershof (about 15,000 jobs in science and research), a great number of company headquarters (e.g. Allianz), as well as many prospering start-ups provide an excellent infrastructure.

The site impresses with its location right by the water and its roughly 600-metre-long waterside promenade. At the same time, there are excellent traffic and public transport connections, such as the tram station, the nearby S-Bahn and access roads to Berlin. This is a sustainable urban quarter with a block-type thermal power station (52° Nord) and a primary energy factor of "ZERO".

FACTS	
<b>Strategy</b>	To Sell/To Hold
<b>Start of construction</b>	H2 2015
<b>Planned completion</b>	H2 2017-H2 2024
<b>Sellable/Letable floor area</b>	To Sell: 61,437 m <sup>2</sup> To Hold: 25,398 m <sup>2</sup> Total: 86,835 m <sup>2</sup>
<b>Units</b>	To Sell: 698 To Hold: 313 Total: 1,011
<b>Average sales price per sqm <sup>(1)</sup></b>	approx. 4,068 EUR/sqm
<b>Average rent per sqm <sup>(1)</sup></b>	approx. 12.21 EUR/sqm
<b>Total investment volume</b>	To Sell: EUR 228 mn To Hold: EUR 85 mn Total: EUR 313 mn

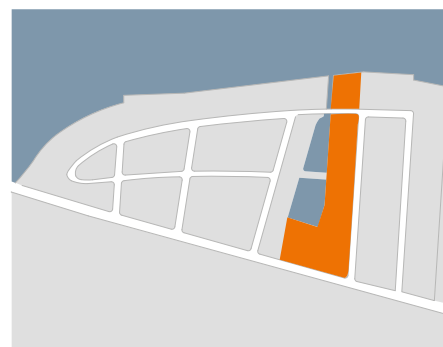
<sup>(1)</sup>excluding parking spaces



## SUB-PROJECT SEEFELD I COMPLETED

### OWNER-OCCUPIED APARTMENTS

**Project name:** Seefeld I — first sub-project of 52° Nord



“Seefeld” is the first phase of construction being carried out for the overall project 52° Nord – Waterfront Living in Berlin-Grünau. “Seefeld I” stands out due to its varied, target-group-oriented products, differentiated architecture and the high level of recreational

quality in the open areas. As a unique selling proposition, each apartment has a view of the water.

A pioneering achievement of the BUWOG sales department, this project was efficiently and successfully placed

on the market prior to the start of construction, even though at the time there were no comparable reference projects in Berlin. The heart of Seefeld is the private water basin that functions as a rain retention basin and serves the water playground.

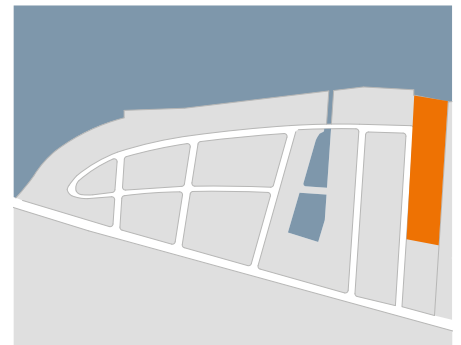
FACTS	
Strategy	To Sell
Start of construction	H2 2015
Completed	H2 2017
Sellable floor area	approx. 10,100 sqm
Units	113 Condominiums/1 Comm./91 Parking spaces
Average sales price per sqm <sup>(1)</sup>	approx. 3,386 EUR/sqm
Total investment volume	EUR 32 mn

<sup>(1)</sup>excluding parking spaces

## SUB-PROJECT ANKERVIERTEL COMPLETED

### BUILT TO HOLD

**Project name:** Ankerviertel — second sub-project of 52° Nord



The main concept behind “Ankerviertel” was the creation of accessible living spaces, from the entranceway and the underground parking spaces right up to the terraces and balconies. Because of the variety of floor plans and residential types, the 86 com-

fortable apartments with two to five rooms provide a home to people with a range of different lifestyles.

In 2016, Ankerviertel was BUWOG Group’s first development project “to hold” and considerably strength-

ened the company’s value chain. Construction contracts were awarded separately and remained below budget. The estimated saving of €1.5 m results in a potential 5% increase of returns at the same level of rent.

FACTS	
Strategy	To Hold
Start of construction	H1 2016
Completed	H1 2018
Letable floor area	approx. 7,692 sqm
Units	86 Apartments/86 Parking spaces
Average rent per sqm <sup>(1)</sup>	approx. 12.00 EUR/sqm
Total investment volume	EUR 24 mn

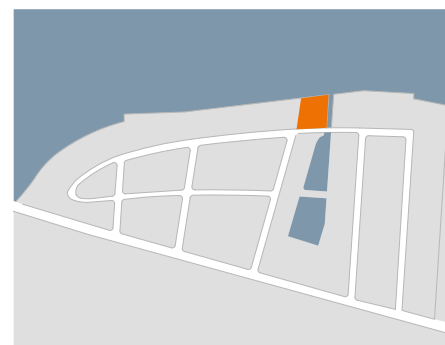
<sup>(1)</sup>excluding parking spaces



## SUB-PROJECT SEEFELD II — BF 8.1 TORHAUS COMPLETED

### OWNER-OCCUPIED APARTMENTS

**Project name:** Seefeld II — Torhaus



Torhaus 8.1 is a further important step towards the completion of the overall project 52° NORD. It's the counterpart to the already completed Torhaus

8.7. Lessons learned from the sale of the apartments in Torhaus 8.7 were taken into careful consideration during its planning phase, resulting in more

generously sized apartments with daylight bathrooms and dressing rooms. The units were successfully placed by BUWOG's own sales team.

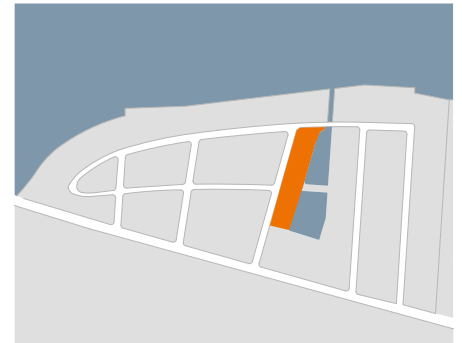
FACTS	
<b>Strategy</b>	To Sell
<b>Start of construction</b>	H1 2016
<b>Completion</b>	H1 2018
<b>Sellable floor area</b>	approx. 1,667 sqm
<b>Units</b>	16 Condominiums/15 Parking spaces
<b>Average sales price per sqm <sup>(1)</sup></b>	approx 4,400 EUR/sqm
<b>Total investment volume</b>	EUR 7 mn

<sup>(1)</sup>excluding parking spaces

## SUB-PROJECT SEEFELD II — BF 8.2 UNDER CONSTRUCTION

### OWNER-OCCUPIED APARTMENTS

**Project name:** Seefeld II — BF 8.2



Baufeld 8.2 is the penultimate sub-project along the private waterfront.

Another 38 apartments for individual sale are being constructed in two separate buildings that share an underground garage. The buildings are right on the private waterfront, their

gardens and balconies are south-facing and all units enjoy a view of the water.

In order to avoid cannibalisation effects, the project's product portfolio, as well as the apartment sizes, are determined according to customer

demand and in full consideration of other current and future sales phases. The ground and first floors will provide family-friendly, maisonette-style apartments, while the upper floors contain a mix of compact 2- and 3-room apartments.

FACTS	
<b>Strategy</b>	To Sell
<b>Start of construction</b>	H1 2017
<b>Completion</b>	H1 2019
<b>Sellable floor area</b>	approx. 3,571 sqm
<b>Units</b>	28 Condominiums/41 Parking spaces
<b>Average sales price per sqm <sup>(1)</sup></b>	approx. 4,150 EUR/sqm
<b>Total investment volume</b>	EUR 14 mn

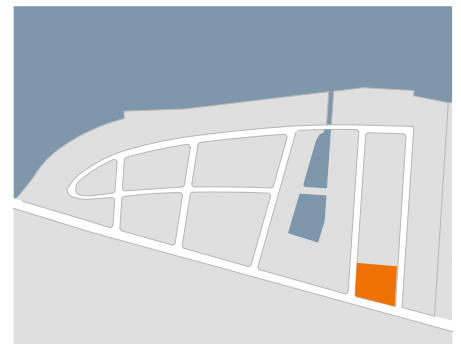
<sup>(1)</sup>excluding parking spaces



# SUB-PROJECT REGATTAHAUS UNDER CONSTRUCTION

## OWNER-OCCUPIED APARTMENTS

**Project name:** Regattahauss



The plans for this building envisage 34 compact residential and commercial units, as well as 10 underground and 18 outside parking spaces. All units

boast a (roof) terrace or balcony enjoying a view over the water. Spacious loggias and windows add to the living quality, creating an overall architectur-

al style that appeals to both owner-occupiers and investors.

FACTS	
<b>Strategy</b>	To Sell
<b>Start of construction</b>	H2 2017
<b>Completion</b>	H1 2019
<b>Sellable floor area</b>	approx. 2,490 sqm
<b>Units</b>	34 Condominiums/2 Comm./28 Parking spaces
<b>Average sales price per sqm <sup>(1)</sup></b>	approx. 3,879 EUR/sqm
<b>Total investment volume</b>	EUR 9 mn

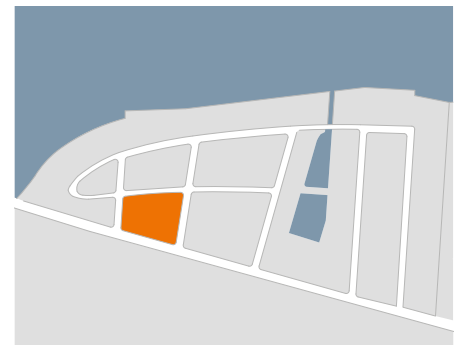
<sup>(1)</sup>excluding parking spaces

# SUB-PROJECT BAUFELD 5

## PLANNING STAGE

### OWNER-OCCUPIED APARTMENTS

**Project name:** Baufeld 5



Situated by the road, Baufeld 5 is the perfect site for a building with small, compact apartments. Therefore, it is ideal for the classic sale to capital in-

vestors. With this concept, BUWOG ensures that the urban quarter provides a well-balanced mix of condominiums, rented apartments belonging to

BUWOG and rental apartments owned by investors.

FACTS	
<b>Strategy</b>	To Sell
<b>Start of construction</b>	H2 2018
<b>Completion</b>	H1 2020
<b>Sellable floor area</b>	approx. 4,150 sqm
<b>Units</b>	79 Condominiums/35 Parking spaces
<b>Average sales price per sqm <sup>(1)</sup></b>	approx 4,197 EUR/sqm
<b>Total investment volume</b>	EUR 16 mn

<sup>(1)</sup>excluding parking spaces

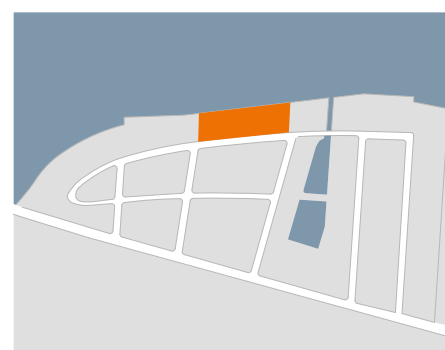


## SUB-PROJECT BAUFELD 3.3

### PLANNING STAGE

#### OWNER-OCCUPIED APARTMENTS

**Project name:** Baufeld 3.3



Baufeld 3.3. is a perfect example of the sustainable and individual project development to which BUWOG aspires. A number of different neighbourhoods with their own characteristic architecture guarantee a lively overall impression of the urban quarter, as well as

the desired portfolio variety and a harmonious blend of lifestyles.

Located directly on the waterfront and featuring distinct architectural elements, three modern villas with a total of 63 condominiums are planned. The

boardwalks extending from the villas offer extraordinarily generous balconies and private access to the apartments, thus conveying the impression of owning one's own property right by the water.

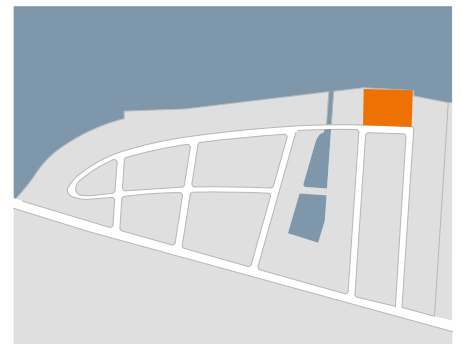
FACTS	
Strategy	To Sell
Start of construction	H2 2018
Completion	H2 2020
Sellable floor area	approx. 5,720 sqm
Units	63 Condominiums/58 Parking spaces
Average sales price per sqm <sup>(1)</sup>	approx. 4,630 EUR/sqm
Total investment volume	EUR 24 mn

<sup>(1)</sup>excluding parking spaces

## SUB-PROJECT HAUS AN DER DAHME PLANNING STAGE

### OWNER-OCCUPIED APARTMENTS

**Project name:** Haus an der Dahme



On this site, architects Aukett+Heese are planning "Haus an der Dahme", a villa characterised by its sophisticated architecture and located directly on the water. The plans envisage 33

apartments and an underground garage with 29 regular and 2 smaller parking spaces for electric Smart cars. Skylights will provide natural light to the spacious staircase. On part of the

building, sliding shutters in front of the balconies will serve as a characteristic design feature and also as protection from the sun.

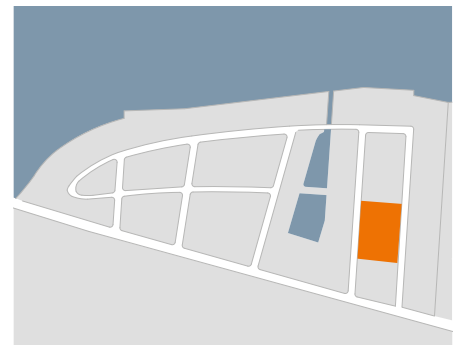
FACTS	
<b>Strategy</b>	To Sell
<b>Start of construction</b>	H1 2018
<b>Completion</b>	H1 2020
<b>Sellable floor area</b>	approx. 3,094 sqm
<b>Units</b>	33 Condominiums/31 Parking spaces
<b>Average sales price per sqm <sup>(1)</sup></b>	approx. 4,529 EUR/sqm
<b>Total investment volume</b>	EUR 13 mn

<sup>(1)</sup>excluding parking spaces

# SUB-PROJECT KOMPASSHÄUSER PLANNING STAGE

## OWNER-OCCUPIED APARTMENTS

**Project name:** Kompasshäuser



What makes the development project Baufeld 11 so special is its wood-hybrid construction. Some of the project's aims are, for example:

- Development of a pilot project according to KfW-40 energy standard
- Offering a niche product for an ecologically conscious target group wishing to acquire a convenience product directly from the property developer.

At the moment, suitable projects for this group of buyers are sparse on Berlin's property market.

- Advantages for BUWOG: acceleration of the building process through the use of modular designs
- Testing of technologies for the quality control of building components based on wood

Moreover, this project serves as proof of concept for BUWOG Group's sustainability strategy.

FACTS	
Strategy	To Sell
Start of construction	H2 2018
Completion	H1 2020
Sellable floor area	approx. 4,400 sqm
Units	50 Condominiums/50 Parking spaces
Average sales price per sqm <sup>(1)</sup>	approx. 4,200 EUR/sqm
Total investment volume	EUR 17 mn

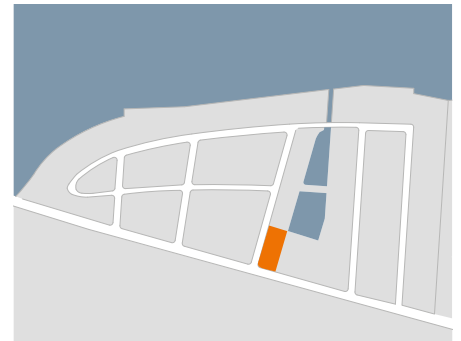
<sup>(1)</sup>excluding parking spaces



## SUB-PROJECT BAUFELD 8.3 UNDER CONSTRUCTION

BUILT TO HOLD

**Project name:** Baufeld 8.3



Baufeld 8.3 adds a perfectly situated new building to BUWOG's existing property portfolio in Berlin. Located directly on the central square and on the

waterfront, building 8.3 is a product tailor-made to suit its target group. It comprises 26 easily accessible apartments with superior features including

fitted kitchens, as well as a commercial unit on the ground floor. 14 parking spaces will be acquired in the neighbouring Baufeld 8.2.

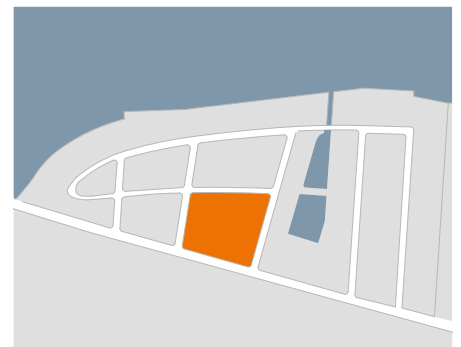
FACTS	
<b>Strategy</b>	To Hold
<b>Start of construction</b>	H1 2017
<b>Completion</b>	H2 2019
<b>Letable floor area</b>	approx. 1,884 sqm
<b>Units</b>	26 Apartments/1 Comm./14 Parking spaces
<b>Average rent per sqm <sup>(1)</sup></b>	approx. 12.50 EUR/sqm
<b>Total investment volume</b>	EUR 7 mn

<sup>(1)</sup>excluding parking spaces

## SUB-PROJECT BAUFELD 7 UNDER CONSTRUCTION

### BUILT TO HOLD

**Project name:** Baufeld 7



In order to extend its own portfolio, BUWOG is planning four buildings with a shared underground garage at Baufeld 7. The building along Regattastraße will contain 53 residential units

and about 42% of the overall living area. The apartments will be accessible through outside arcades. Moreover, three more buildings with another 57 residential units in total are being

planned. These units will secure a project pipeline of newly built apartments to rent and to hold.

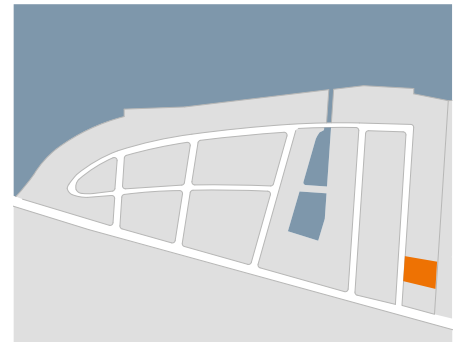
FACTS	
Strategy	To Hold
Start of construction	H1 2018
Completion	H2 2019
Letable floor area	approx. 8,341 sqm
Units	110 Apartments/72 Parking spaces
Average rent per sqm <sup>(1)</sup>	approx. 12.50 EUR/sqm
Total investment volume	EUR 28 mn

<sup>(1)</sup>excluding parking spaces

## SUB-PROJECT KITA „ADMIRALSFALTER“ UNDER CONSTRUCTION

BUILT TO HOLD

**Project name:** Baufeld 13.1



The planned daycare nursery on Baufeld 13.1 perfectly complements BUWOG's existing portfolio.

On a special site earmarked on the development plan, located near the Anker Viertel project and beside the energy centre and the public playground, a new, 2-storey building with 75 nursery places and corresponding outdoor areas will be created. Taking into consideration a sustainable nursery concept,

the building is planned as an ecologically viable wood-hybrid construction designed by Mielke Knobel Architekten. The ground floor will be built as a traditional brick construction, the upper floor as a wood construction, using only untreated, local wood from sustainable forestry. The interiors will also be furnished using natural materials, such as untreated driftwood. This is a creative way of referencing the maritime character of the quarter.

The non-profit company Socius — Die Bildungspartner was chosen in a two-tiered selection process as tenant and operator of the nursery. After the completion of the water areas during the first phase of construction, building the nursery will be another important step taken by BUWOG in delivering a special benefit to the quarter as a whole.

FACTS	
<b>Strategy</b>	To Hold
<b>Start of construction</b>	H1 2018
<b>Completion</b>	H1 2019
<b>Lettable floor area</b>	approx. 789 sqm
<b>Units</b>	1 Choldomm.
<b>Average rent per sqm <sup>(1)</sup></b>	approx. 8.00 EUR/sqm
<b>Total investment volume</b>	EUR 2 mn

<sup>(1)</sup>excluding parking spaces