

# COMPANY PRESENTATION

## **FCR IMMOBILIEN AG**



December 2024  
Pullach i. Isartal

## **Our business model**

We are a specialized portfolio holder with a focus on local supply properties

Our business focus is clearly on portfolio management (no developer/builder)

We concentrate on the local supply segment (shopping centers and specialist stores)

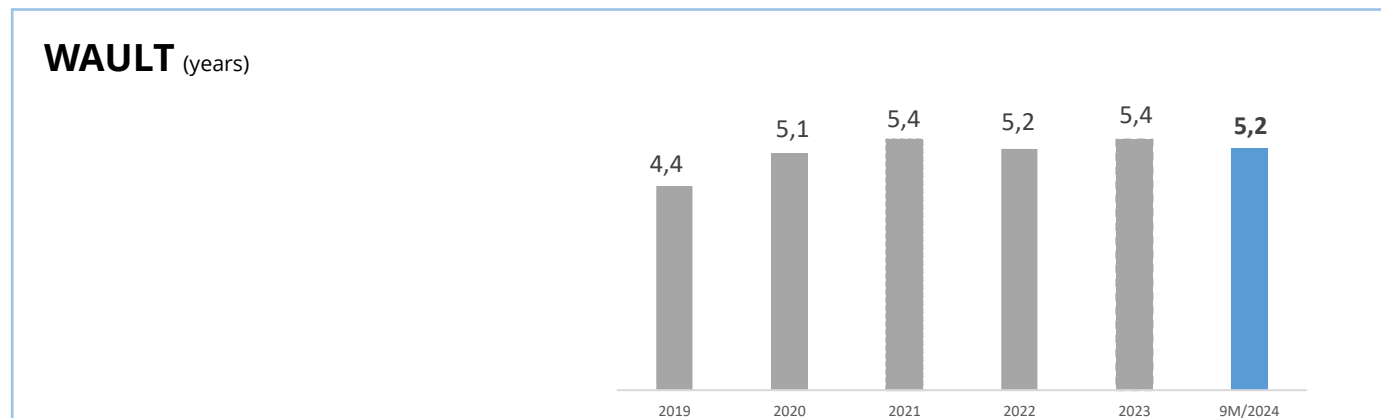
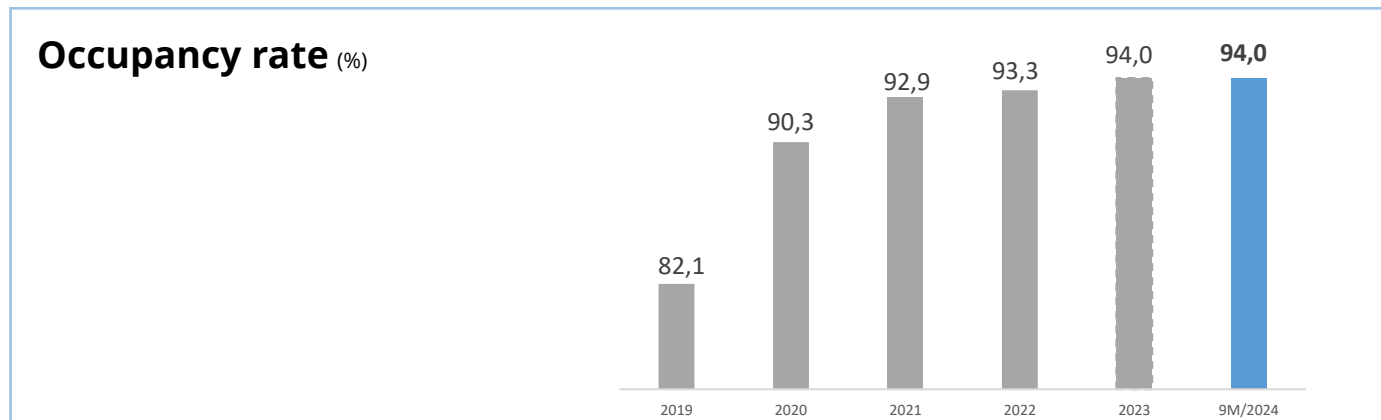
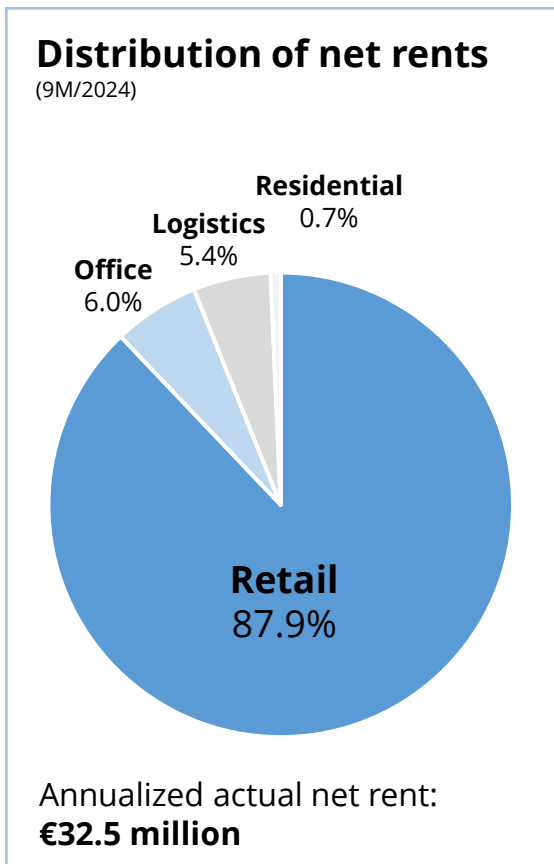
We pursue a stable earnings and growth strategy

With our innovative strength, we develop new digital solutions for ourselves and third parties

Our core market is Germany

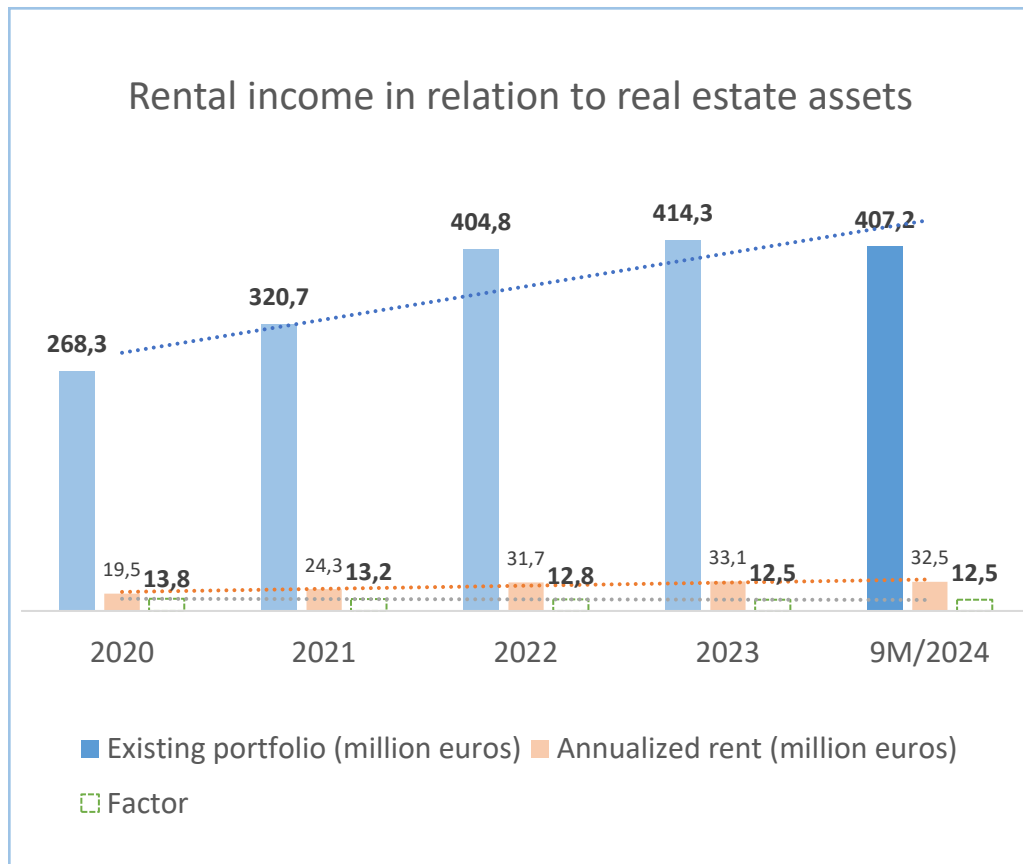
## 9M/2024: Stable performance parameters for the real estate portfolio (1/2)

Occupancy rate 94.0%, WAULT 5.2 years



## 9M/2024: Stable performance parameters for the real estate portfolio (2/2)


Portfolio valued at 12.5 times the annualized net rent



	2020	2021	2022	2023	9M/2024
Existing portfolio (million euros)	268.3	320.7	404.8	414.3	407.2
Annualized rent (million euros)	19.5	24.3	31.7	33.1	32.5
Factor	13.8	13.2	12.8	12.5	12.5

## Innovation update

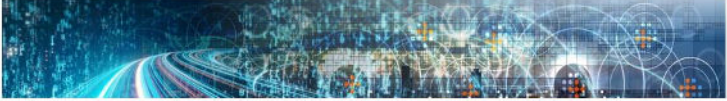
### Integrated digitization of real estate processes through software solution

Ongoing development / priorities	Advantages of Immowin24: Covers the entire value chain	Comprehensive, digital range of services (examples)
<p><b>FCR-Intranet</b> Optimization of processes along core areas of the value chain</p>	<ul style="list-style-type: none"> <li>▪ Automated processes</li> <li>▪ Intelligent data</li> <li>▪ Integrated interfaces</li> <li>▪ Simple operability</li> <li>▪ Complete access</li> <li>▪ End-to-end security</li> </ul>	<ul style="list-style-type: none"> <li>▪ Detailed information for purchase and sale decisions</li> <li>▪ All important tenant data at a glance</li> <li>▪ Fast, secure and automated approval processes</li> <li>▪ Daily updated liquidity plan (always and everywhere available)</li> </ul>
<p><b>Business segment</b> External marketing of the FCR intranet (white label solution for third parties)</p>		
<p><b>Immoware24</b> Strategic equity investment in cloud-based real estate management tool</p>		
		

# 9M/2024: Reduction in cost of materials ratio

## Sustainable efficiency gains through the use of software

Ongoing development / priorities	Advantages of immowin24: Covers the entire value chain	Comprehensive, digital range of services (examples)
<b>FCR-Intranet</b> Optimization of processes along core areas of the value chain	<ul style="list-style-type: none"> <li>Automated processes</li> <li>Intelligent data</li> <li>Integrated interfaces</li> </ul>	<ul style="list-style-type: none"> <li>Detailed information for purchase and sale decisions</li> <li>All important tenant data at a glance</li> <li>Fast, secure and automated approval processes</li> </ul>
<b>Business segment</b> External marketing of the FCR Intranet (white label solution for third parties)	<ul style="list-style-type: none"> <li>Simple operability</li> <li>Complete access</li> </ul>	<ul style="list-style-type: none"> <li>Daily updated liquidity plan (always and everywhere available)</li> </ul>
<b>Immoware24</b> Strategic equity investment in cloud-based real estate management tool	<ul style="list-style-type: none"> <li>End-to-end security</li> </ul>	



	2020	2021	2022	2023	9M/2024
Sales revenue (million euros)	25.2	26.9	35.0	38.3	26.9
Cost of materials (million euros)	6.6	7.0	6.8	7.9	5.2
Material cost ratio	26.2%	26.0%	19.4%	20.6%	19.3%

Cost of materials reduced by:

**26%**

## Sustainability update

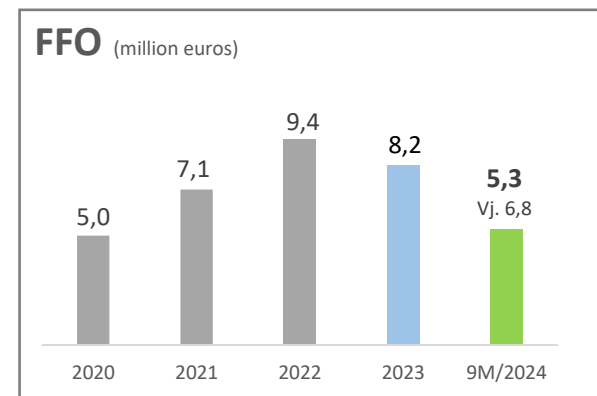
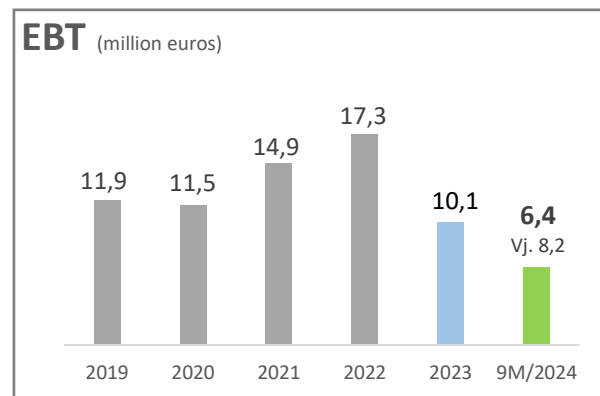
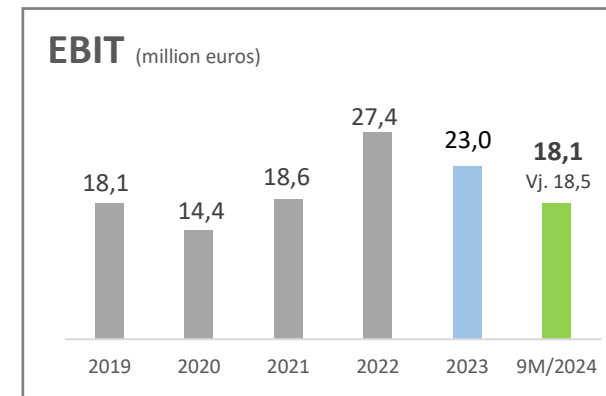
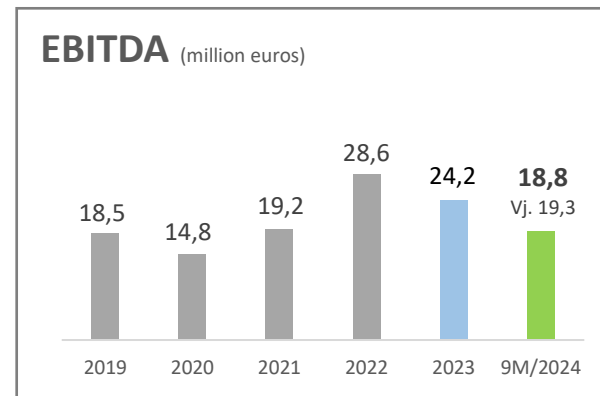
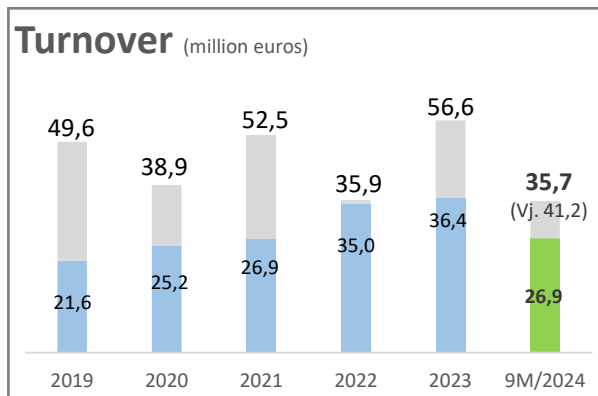
### Consideration of ESG criteria in business development

#### Overview of FCR's environment, social and governance (ESG) activities

Environment	Social	Governance
<p>Environmental protection at FCR properties:</p> <ul style="list-style-type: none"> <li>▪ Sustainable water management</li> <li>▪ Minimization of CO<sub>2</sub> emissions during construction</li> <li>▪ State-of-the-art thermal insulation</li> <li>▪ Installation of photovoltaic and geothermal systems</li> <li>▪ Charging columns for e-vehicles in parking lots</li> <li>▪ Parking lot with solar roofing</li> <li>▪ Energy certificate of the properties</li> </ul>	<ul style="list-style-type: none"> <li>▪ FCR business model supports basic/food supply in secondary locations</li> <li>▪ FCR is committed to charitable causes primarily through the FCR Andrea &amp; Falk Charity Foundation e.V.</li> <li>▪ Current project: Setting up a school in South Africa</li> </ul>	<ul style="list-style-type: none"> <li>▪ Comprehensive risk management system</li> <li>▪ Compliance officer</li> <li>▪ Internal and external audits, comprehensive due diligence reviews</li> </ul>
<ul style="list-style-type: none"> <li>▪ Equipping FCR properties with a compartment locking system (delivery and pick-up station)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Responsible treatment of employees and special corporate culture, for example through regularly scheduled continuing education programs, flexible working hours, modern office equipment/premises, employee stock ownership programs, support for volunteer activities, company events, monetary incentives for employee recruitment and product/process innovations</li> </ul>	<ul style="list-style-type: none"> <li>▪ Comprehensive quality management system</li> </ul>
<ul style="list-style-type: none"> <li>▪ Very "green" office, all processes in FCR's day-to-day operations run digitally to the greatest extent possible, energy-saving lighting, state-of-the-art technology</li> </ul>		<ul style="list-style-type: none"> <li>▪ Holistic digital mapping of core processes on the FCR intranet</li> </ul>
<ul style="list-style-type: none"> <li>▪ Company vehicles are being converted to e-/hybrid solutions</li> </ul>		<ul style="list-style-type: none"> <li>▪ Frictionless structure and process organization, rapid information supply and decision-making</li> </ul>
<ul style="list-style-type: none"> <li>▪ Business trips are largely replaced by telephone and video conferencing</li> </ul>	<ul style="list-style-type: none"> <li>▪ Quick response to coronavirus crisis as well: Home office for employees, no short-time work, programs for tenants with rent deferral and rent waivers</li> </ul>	<ul style="list-style-type: none"> <li>▪ Responsibilities are defined directly at the company's Executive Board level</li> </ul>

## Successful key financial figures

Profitable business development after 9 months 2024



2019 to 2023 Audited figures in accordance with IFRS



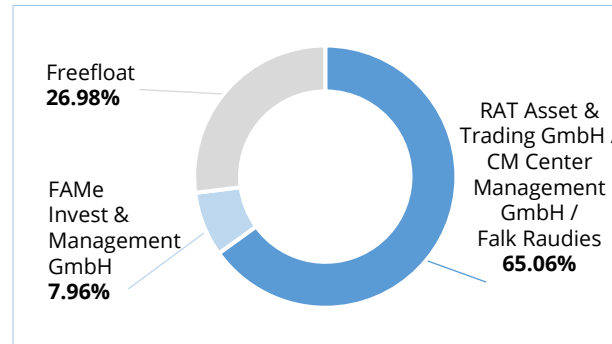
# Capital market update

## FCR share

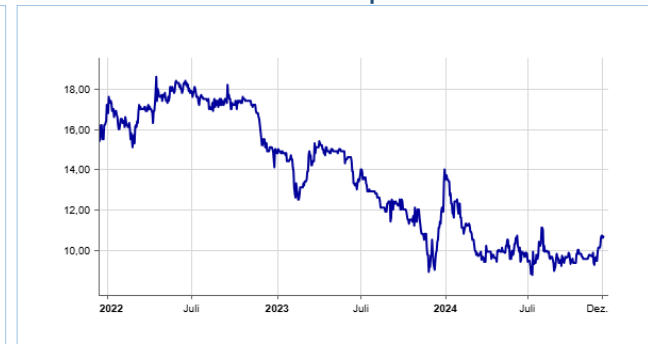
### Master data

ISIN / WKN	DE000A1YC913 / A1YC91
Ticker symbol	FC9
Trading platform	Xetra and Frankfurt (General Standard) Munich (m:access)
Initial listing	Nov 7, 2018
Total number of shares	9,870,452 registered no-par value shares (ordinary shares)
Share capital	€9,870,452.00
Share price (Nov 29, 2024)	€10.10
Market capitalization	€100 million
Designated Sponsor	BankM AG
Current research	mwb research AG, Update, Nov 20, 2024 Buy recommendation Target price: €20.50

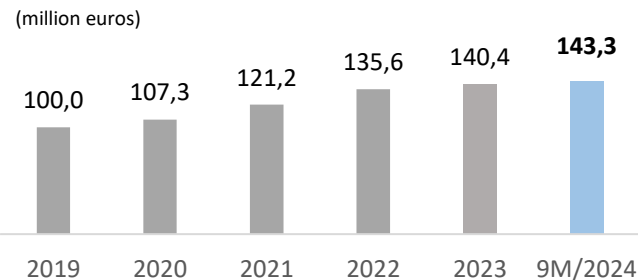
### Shareholder structure



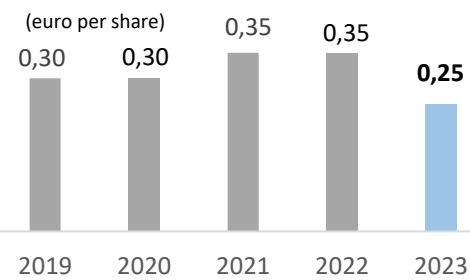
### Performance share price (Xetra)



### EPRA-NAV



### Dividend



## Outlook

We are pursuing the goal of continuing our profitable business development

Further profitable expansion of our real estate portfolio

Continuation of successful earnings and growth strategy

Utilization of innovative strength for expansion and cost reduction

Ongoing, sustainable optimization of financing structure

## Financial calendar 2024

Focus on ongoing exchange and transparent reporting

- |                       |   |   |
|-----------------------|---|---|
| 18 April 2024         | ✓ | Preliminary figures for financial year 2023     |
| 30 April 2024         | ✓ | Publication of audited financial statement 2023 |
| 29 May 2024           | ✓ | Interim statement for Q1/2024                   |
| 5 June 2024           | ✓ | Real Estate Conference (Munich Stock Exchange)  |
| 24 June 2024          | ✓ | Annual General Meeting (Pullach i. Isartal)     |
| 16 September 2024     | ✓ | Half-year financial report 2024                 |
| 19 November 2024      | ✓ | Interim statement for Q3/2024                   |
| 25 – 27 November 2024 | ✓ | German Equity Forum (Frankfurt)                 |

## Your contact

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