

Results Q1-2021

Presentation – Conference Call for Analysts & Investors, 19 May 2021

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Glossary

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

COVID-19 Third Wave Delays the Recovery of the RE Investment Market

- Pandemic-fostered seasonality impacts some pockets of operations in Q1
- Well-filled project pipeline with clear path to a prosperous further course of the year
- HFS with promising rate of new business
- Revaluations of commercial assets (retail) effects co-investments
- Transitorily deployment of liquidity in highly profitable bridge loans
- Net debt reduction in 2021 on schedule

Closing of AFS Acquisition in Q2-2021 as scheduled

- Regulatory approval on target
- Comprehensive integration program and measures prepared

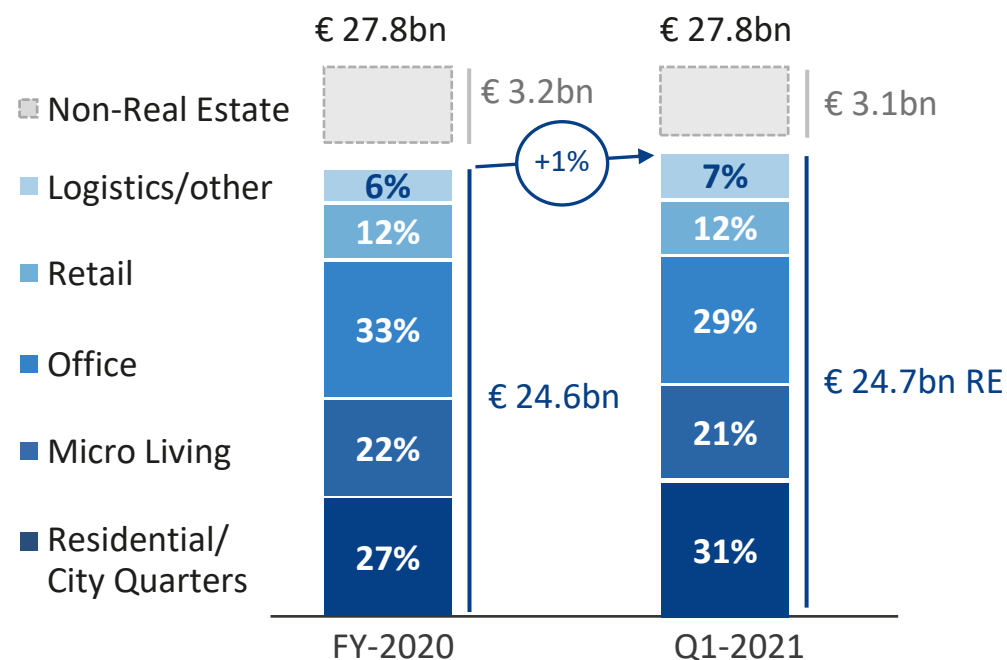
Sharpened Strategic Approach

- Improvement of corporate set-up and bundling of sales with clear client focus
- Launch of new products (City Quarters, Whole Loan, ...)
- Shaping into manager of entire real estate value chain

AuMs – Increase in Core Business and Attractive Sourcing Pipeline

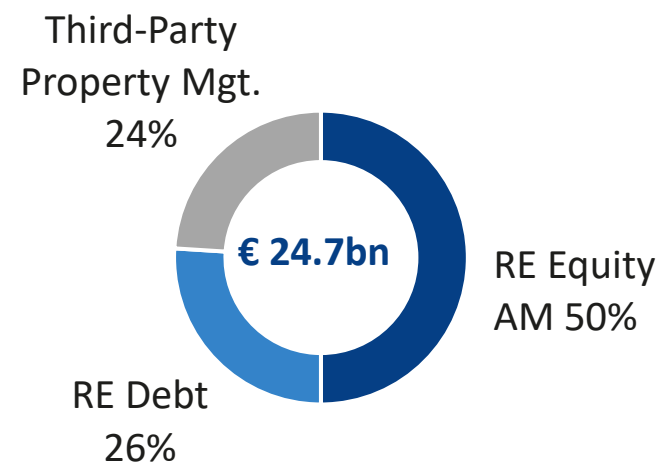
Assets under Management

- **c +1%** net organic growth in RE AuMs after revaluation effects
- Planned decrease in non-RE AuMs (c € -100m)



Sourcing Pipeline

- RE Debt mezzanine pipeline **c € 500m** (project volume > € 2bn)
- RE Equity sourcing pipeline in advanced status of **c € 1.5bn** (62% Lol/38% exclusivity)

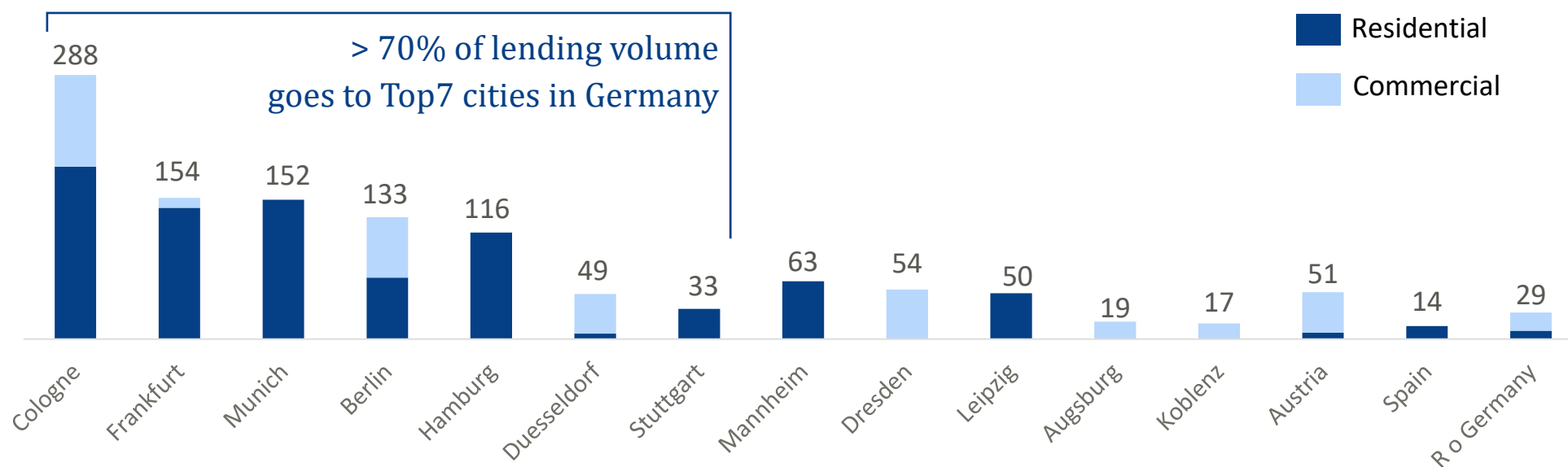


RE Debt – Stable Mezzanine Fund Volume and Unchanged Focus on Top Cities with Increasing Project Sizes

Uses of Mezzanine Funds at the End of Q1-2021

- Total committed fund volume: **c € 1.3bn**
- # of financed projects: **48**
- Ø size of mezzanine financing: **c € 27m**
- **c 70% in residential/city quarter** projects (c 30% commercial)

Regional Break Down of Outstanding Financings (in m€)



RE Debt – Successful Risk-Steering in Challenging Market

Active Risk Management

- Further improvement of investment focus to large cities (**Germany’s Top 7**)
- **28** different **borrowers** (biggest counterparty <20%)
- Consistent enhancement of fund turnover and length of lending, current average **loan duration** at **c 1½ years**

Fund Exposure to Top 5 Borrowers

Client	Share	Project Profile
A	c 18%	Purely Resi & City Quarters in Top 7
B	c 18%	Purely Resi in Top 7
C	c 10%	Purely Resi in Munich
D	c 5%	Purely Resi in Berlin
E	c 4%	Purely Resi in Cologne and Leipzig

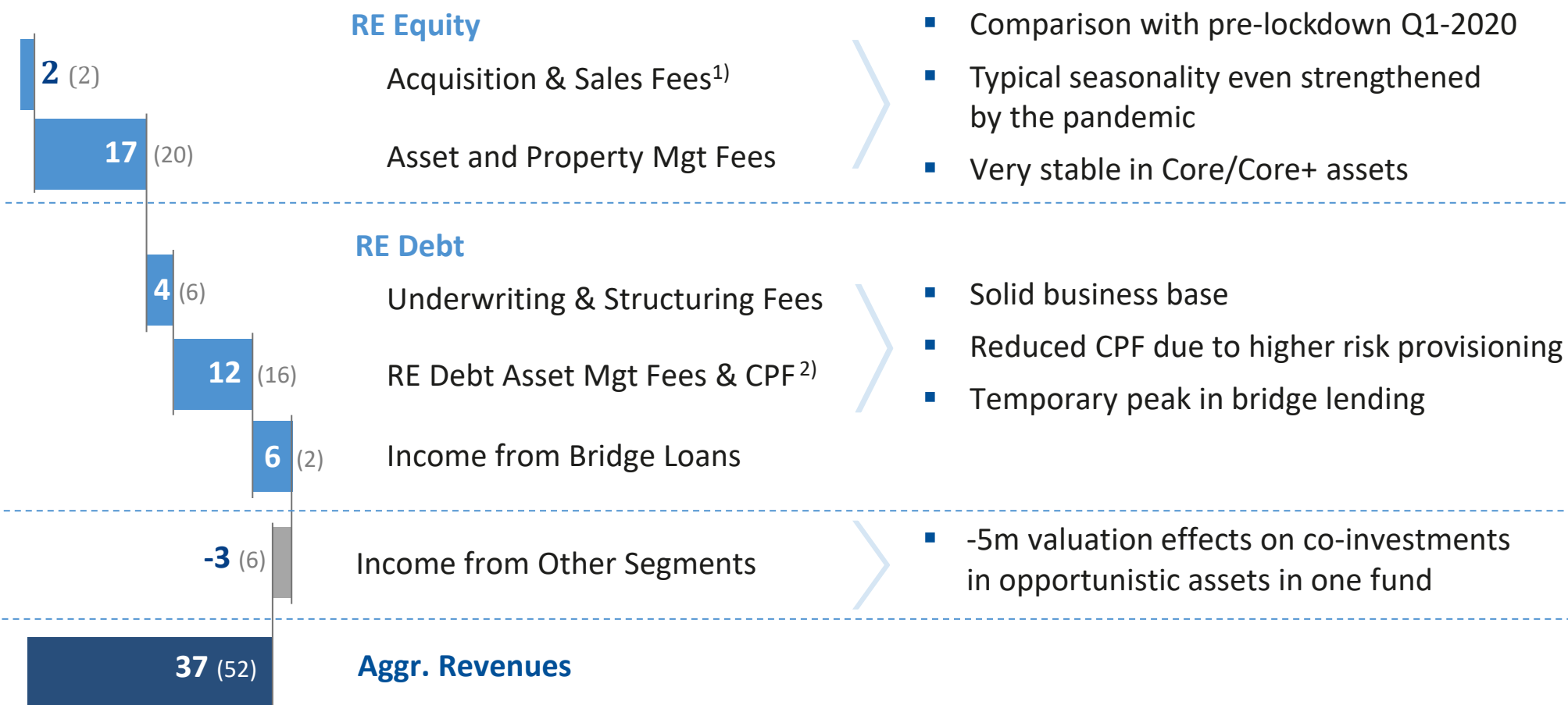
Strong Performance & Promising Market Outlook Geared up by AFS

- Strong Performance
- No defaults in challenging markets thanks to excellent Risk-Steering
- Sustainable strong market fundamentals as a result of regulatory constraints for alternative sources
- Leading powerhouse with a scalable platform on RE Project Financing
- New products, complementary services and regional expansion - Whole Loan funds in marketing phase revealing large clients’ interest and pre-commitments
- Resilient cross-selling opportunities (clients and products)

Income Lines Temporarily Impacted by Pandemic's Third Wave

Revenue Split-up for Q1-2021

in m€ (Q1-2020)



¹⁾ Incl. promote fees

²⁾ Coupon Participation Fees (performance share from mezzanine funds)

Expenses Show Adoption Costs

Key P&L Figures Q1-2021

in m€

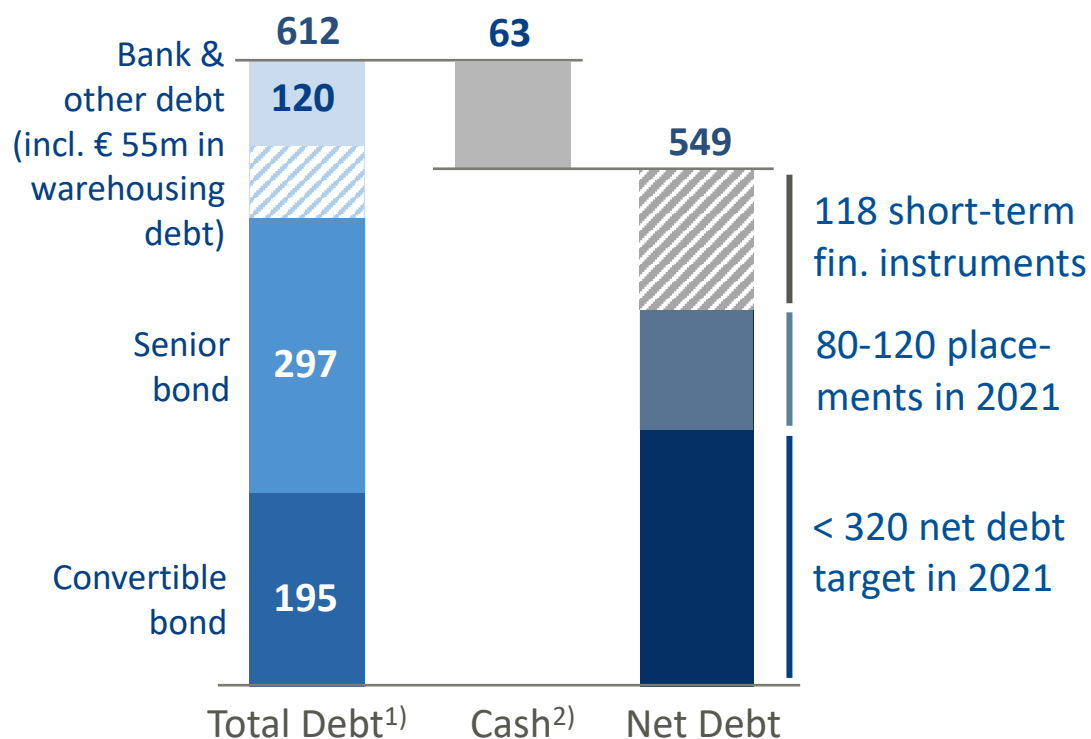
	Q1-2021	Q1-2020
Aggr. revenues	37.3	51.7
Expenses from RE Equity	-22.3	-20.1
Expenses from RE Debt	-2.6	-1.8
Expenses from other segments	-2.9	-4.2
G&A expenses	-12.4	-7.1
Other Income	0.9	2.4
EBITDA	-2.0	20.9
Adjusted EBITDA	0.7	20.9
D&A	-4.9	-8.4
EBIT	-6.9	12.5
Financial result	-3.7	-2.5
Net profit	-14.5	8.8
Adj. net profit	-9.1	14.3

- Higher OpEx ratio in H1 operational driven by cautious transaction environment and underlying fix cost base
- In addition, augmenting of strategic setup, advance of product range, bundling of sales and M&A related one-off cost lead temporarily to higher expenses
- D&A for the first time without depreciation of asset management contracts from HFS acquisition
- Adjustments
 - Expenses with € 2.7m from AFS acquisition
 - D&A with € 3.1m on AM contracts
 - DTA € -0.4m

Key Balance Sheet Figures

Debt Overview at the End of Q1-2021

in m€



- Net debt reduction plan **in time and on schedule**

- Significant reduction of short-term financial instruments (bridge lending) in 2021
- Placements out of inventories, associates/JVs and financial instruments (€ 80-120m) on track (in H2-2021)
- Further > € 60m in 2022 from co-investments

- **Financial leverage Q1-2021 LTM³⁾ burdened by one-off effects**

- Year end ambition of <3x and mid-term target range of between 2x and 3x confirmed

¹⁾ Total financial debt adjusted for rental and leasing liabilities of € 27.2m

²⁾ Incl. restricted cash

³⁾ Q1-2021 LTM EBITDA is negative (€ -16.6m), financial leverage is not applicable/calculable

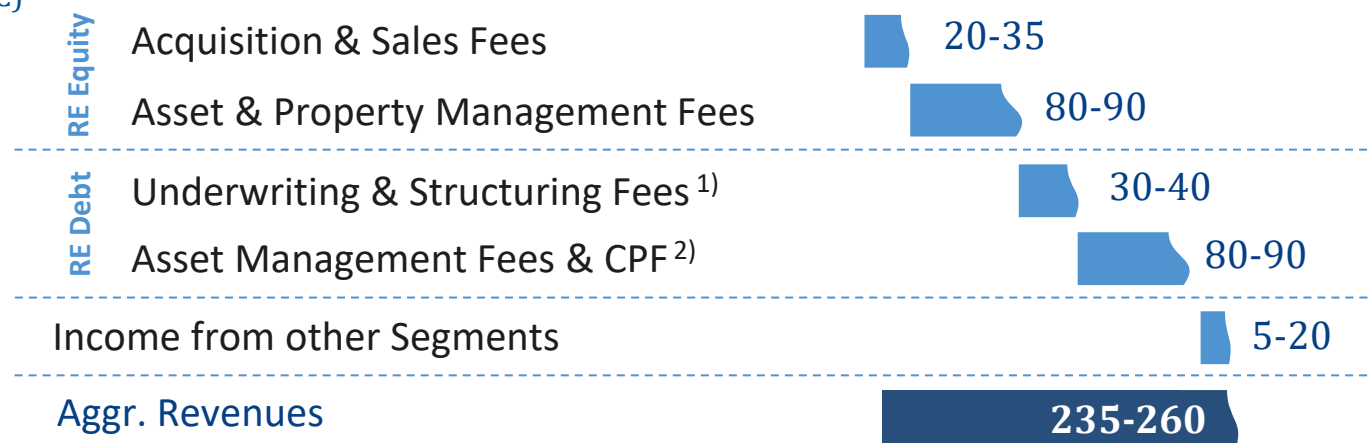
Road to Guidance

Main Drivers

- All in place for strong recovery of transaction markets and catch-up effects in the course of the year
- Positive impact from advanced product range, pipeline and new sales set-up
- HFS already showing substantial new business
- AFS closing in Q2 with impact of c € 16m revenues, c € 10m EBITDA and c € 7m net profit in 2021

Revenue Split-up for FY 2021

(in m€)



¹⁾ Incl. HFS underwriting fees, future AFS structuring fees and new issue profits

²⁾ Incl. HFS asset mgt. fees, Coupon Participation Fees, mezzanine lending and future AFS trading results

Financial Outlook 2021 Confirmed ³⁾

Aggr. Revenues	adj. EBITDA	adj. Net Profit
€ 235-260m	€ 90-115m	€ 50-75m

³⁾ The outlook takes into account the currently foreseeable impact of the COVID-19 pandemic on the business activities and the economic environment of the company

IR Contact and Financial Calendar

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Financial Calendar 2021

- 24 February • Publication preliminary results for FY 2020
- 24 March • Annual financial report 2020
- 19 May • Publication results for Q1
- 28 June • Annual General Meeting
- 11 August • Publication results for H1
- 10 November • Publication results for first nine months

Please note that these dates
may be subject to change