



Roadshow Presentation

March / April / May

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€ c28bn

Assets under
Management



CORESTATE

Capital Group

~800 FTEs | 45 Offices | 9 Countries



>40%*

EBITDA
Margin

**STANDARD
& POOR'S**

BB (negative)

Corporate Credit
Rating



c € 6bn

Deal Pipeline in
RE Debt & Equity



€ c1.2bn

Fund Volume
in Real Estate
Mezzanine

Creating a Leading Real Estate Financing Platform

AFS with perfectly complementary business

- Financing advice with focus on **small/mid size tickets**
- **Structuring** of **private debt financings**, mainly for real estate
- Placement with **institutional clients**
- **Issuing, proprietary trading** and **placements** of financial instruments

Strong Strategic Rationale for Acquisition

- **Disrupted** and constrained **credit markets**
- Perfectly **complementary businesses**
- Together **deepening** of real estate financing **value chain**
- Debt and equity **cross-selling** opportunities
- Transaction enables at least **c € 10 m** of annual **run rate synergies**¹ and will be **earnings accretive**

Key Terms of Transaction

- Purchase price of **€ 113m** (considering € 17m cash)
- **8.5m new Corestate shares** and **€ 5m in cash**
 - Implied 2021E FV/EBITDA multiple of **6.5x** (based on mid-point of AFS 2021E EBITDA guidance and excluding synergies)
- Up to **1.5m** new shares in total could be issued over next three years as earn-out: 0.5 m shares in 21E, 0.5 m shares in 22E, and 0.5 m shares in 23E
- The new shares are subjected to a **long-term lock-up**

Envisaged Timeline

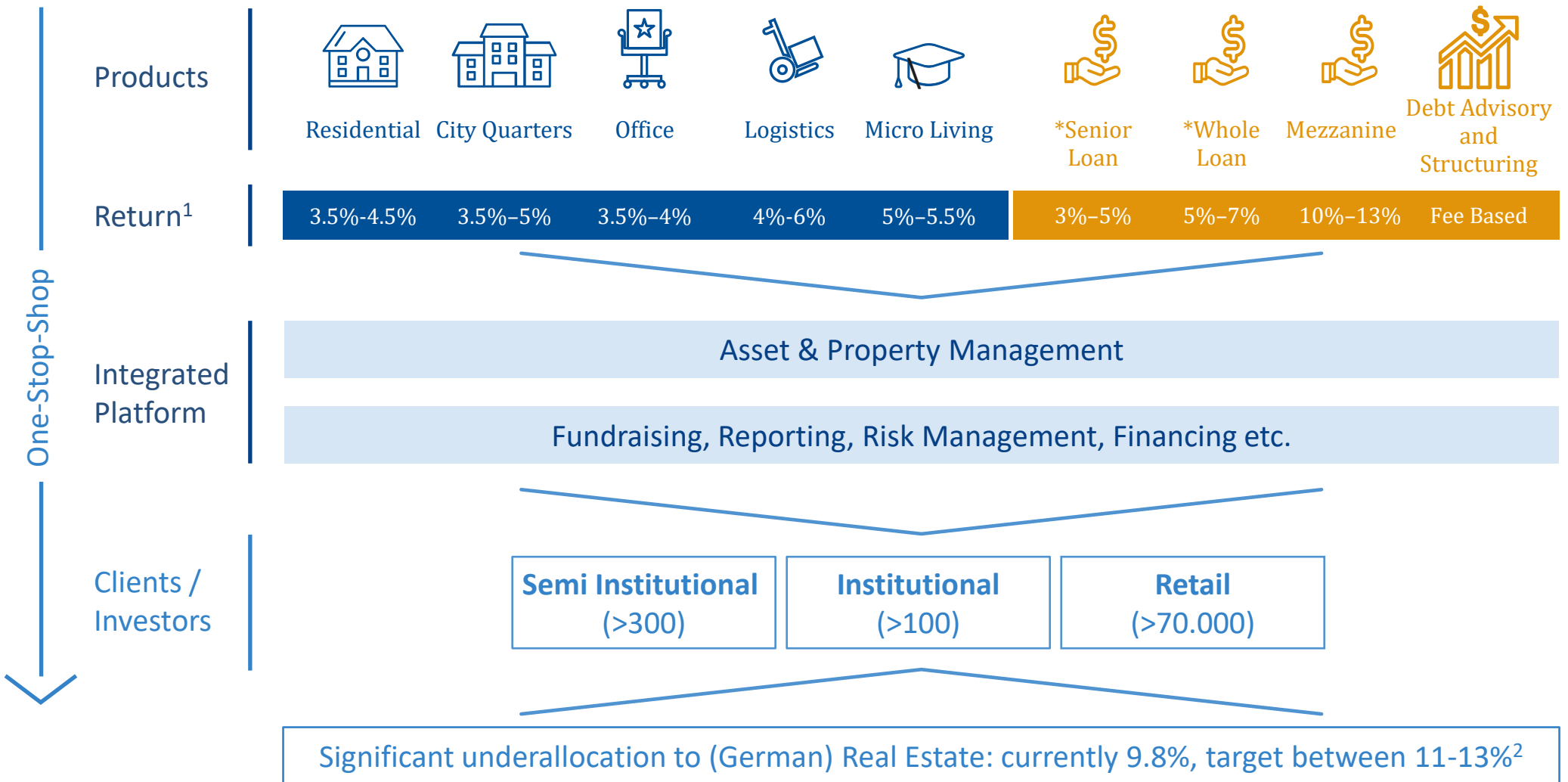
- Offer announcement: 14 January 2021
- Closing of transaction: Q2-2021

¹ Annual run rate synergies expected to be achieved within the next three years

Enhanced Real Estate Debt Offering for our Clients to go with our Diversified Product Line-up

Equity Product Range

Debt Product Range (*after Closing of AFS Acquisition)



Integration of AFS balances our equity range and helps expand our debt business

¹ After costs. The returns are based on average performance from the past. All figures are preliminary and only represent forecasts that are not guaranteed;

² Research as of 2019.

Members of the Management Board



René Parmantier (CEO)

Business Development & Corporate Strategy, M&A,
Corporate Communications, Equity Raising,



Nils Hübener (CIO)

Investment & Asset Management



Johannes Märklin (Chief Debt Finance Officer)

Private Debt & Structuring

Sebastian Ernst (Chief Debt Investment Officer)

Private Debt & DCM



Daniel Löhken (Chief Legal & HR Officer)

Legal, HR, Compliance, ESG & Risk Management



Lars Schnidrig (CFO)

Finance, Accounting, Controlling, IR



Strength and Duration of Second Wave of COVID-19 Changed Risk Perspective

Operations and Valuations massively hampered in crisis

- Partially interruption and shifts in Real Estate transaction market
- Client focus on lower risk-return profiles (residential, A/B locations)
- Revaluations in subsectors Retail, Office and Serviced Apartments/Hotel
- Reversal of 4 major Micro-Living projects
- Extraordinary impairment on Atos Capital goodwill (commercial AM business)
- Non-operational one-off effects
- Balance sheet loaded with products for growth through 2020 [higher risk-return profiles]
- EBITDA decline and deployed capital in (co-)investments strains financial leverage

STAM acquisition closed and integration on track

Realignment of governance & management structure

AFS acquisition signed: creating a unique powerhouse of RE debt solutions

- Broadening of client reach and deepening of product range in real estate financing
- Closing expected in Q2 2021

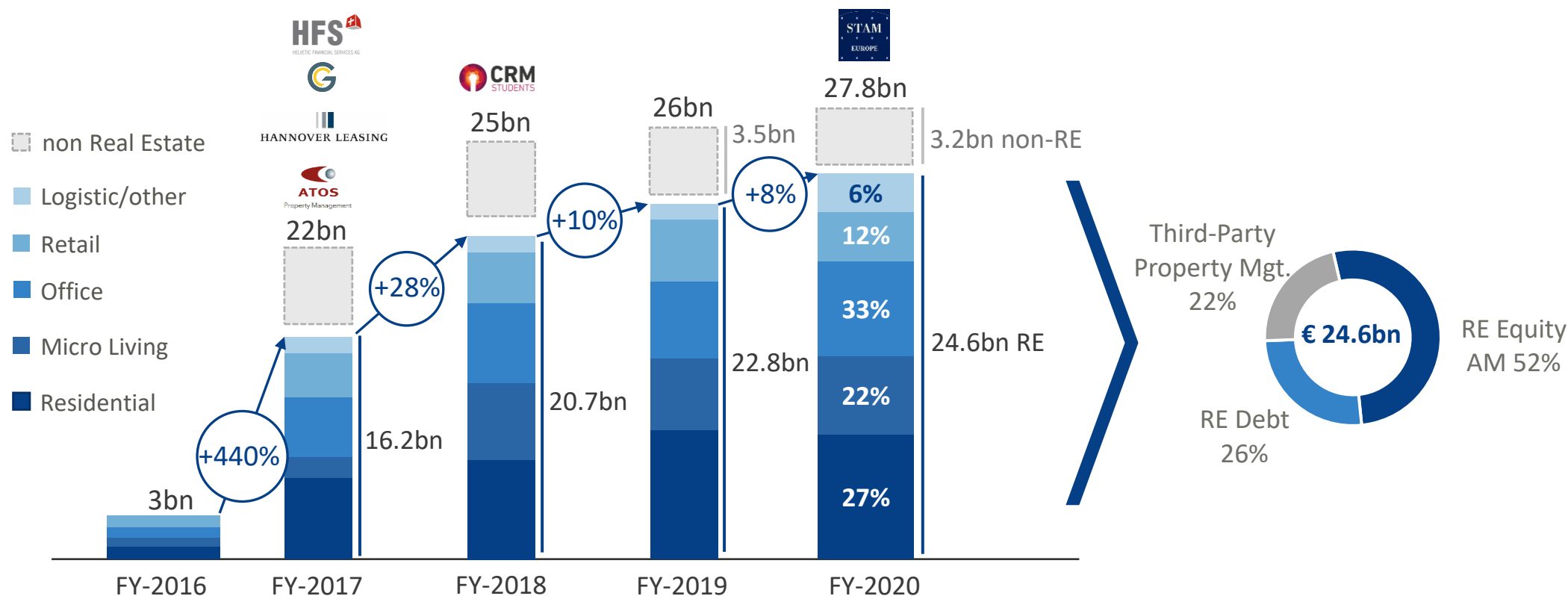
Corestate's Assets under Management on Record High

Assets under Management

- **+1.3%** net organic growth in RE AuMs overcompensating revaluation effects
- Planned decrease in non-Real Estate AuMs by c € 300m

Sourcing Pipeline

- RE Debt mezzanine pipeline c € 400m (project volume > € 2bn)
- RE Equity sourcing pipeline c € 3.9bn → c 23% in advanced status (LoI/DD)



Real Estate Debt – Broadly Robust Despite Crisis

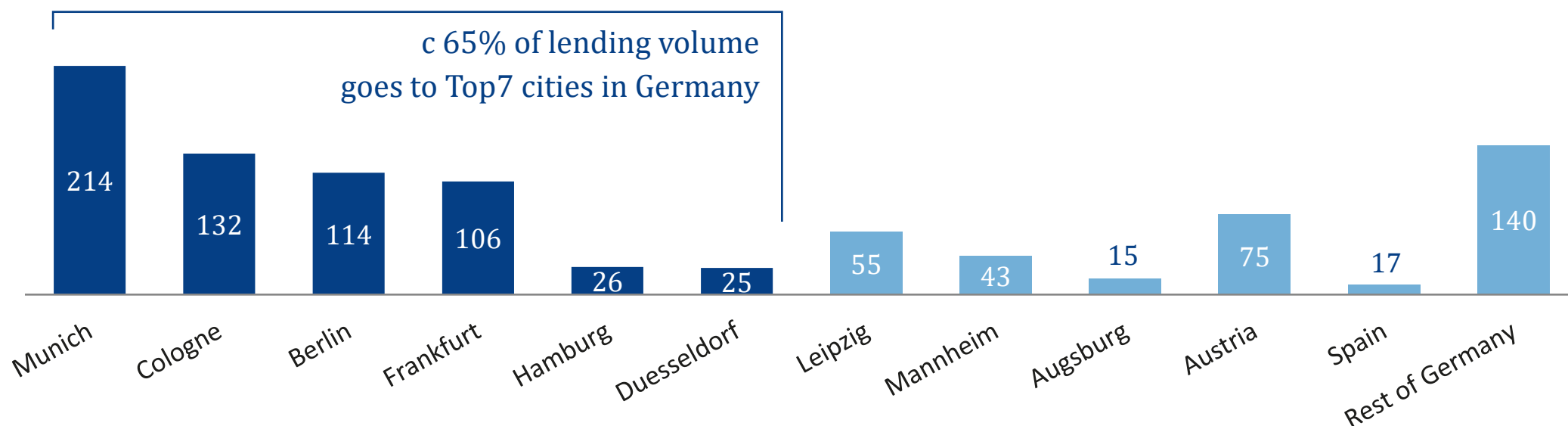
Uses of Mezzanine Funds at the End of FY-2020

- Total committed fund volume: **c € 1.2bn**
- # of financed projects: **53**
- Ø size of mezzanine financing: **c € 22.6m**
- ~ **60%** in residential/city quarter projects
- COVID-19 impact: revaluation in 2 projects and higher risk provisioning



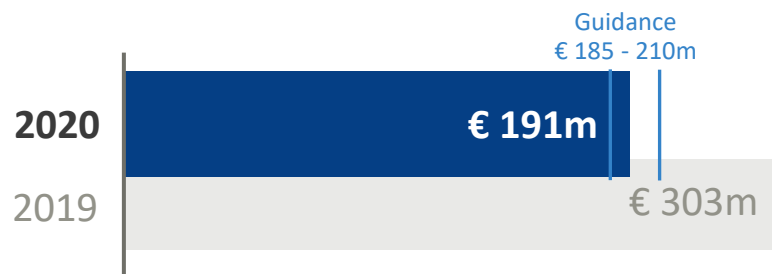
- Fund volume with seasonally typical outflows, but will grow significantly in 2021
- Record financing pipeline due to tightened credit environment and supportive macro drivers
- Complementary AFS business opens synergies in products and clients

Regional Break Down of Outstanding Financings (in m€)

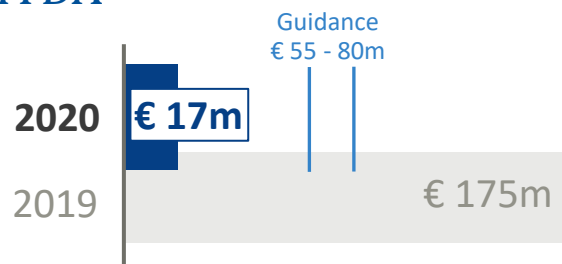


Key Figures FY-2020 – Revenues in line with Guidance, Earnings Substantially Burdened by Extraordinary Effects

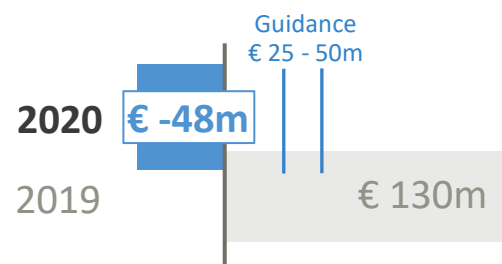
Aggregated Revenues & Gains



EBITDA



Adjusted Net Result

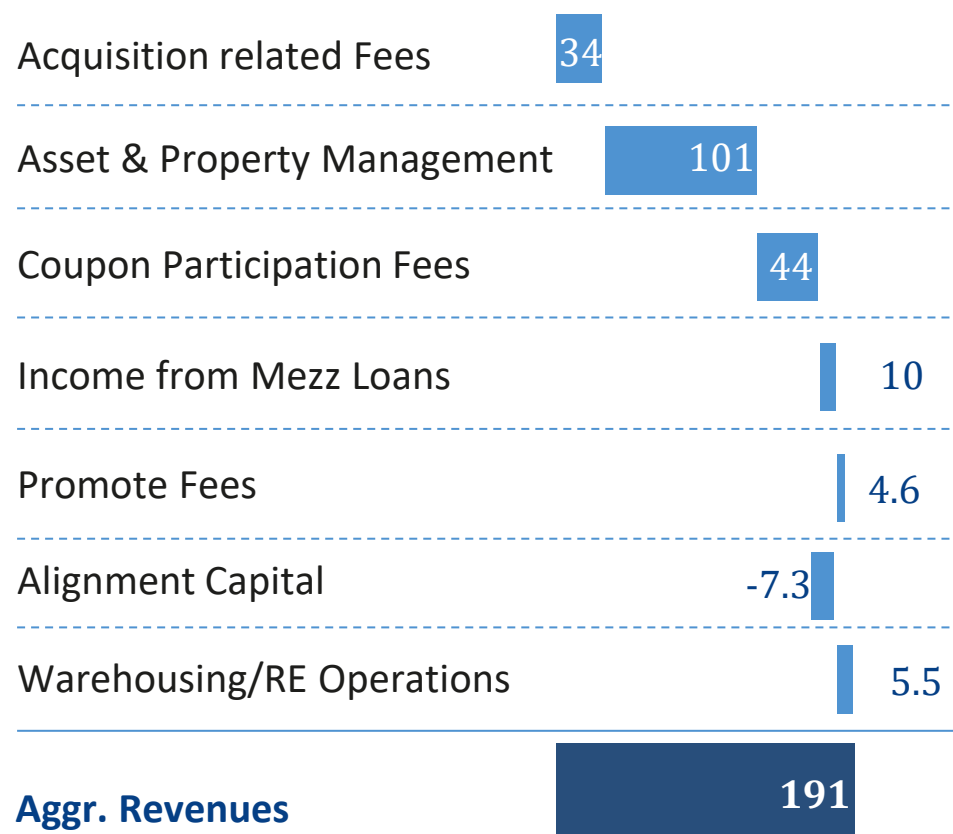


- Acquisition fees and management fees relatively stable
- **Lower CPF** due to valuation effects and higher risk provisioning
- Drop in income from alignment capital and warehousing driven by market conditions and > **€ -16m value adjustments** in commercial & serviced apartment co-investments
- Main extraordinary expense items
 - c **€ -20m impairment** from reversal of 5 major micro-living developments and partially fee refunds in 6 other serviced apartment projects
 - > **€ -2m** alteration of **aperiodic performance fees**
 - > **€ -7m** one-offs for **personnel expenses** (management board changes and efficiency program)
 - c **€ -2m transaction costs** (STAM/corp. events)
- Inelasticity of cost base and burdens from focus adoptions to changing clients' needs
- c **€ -22m** goodwill depreciation on **Atos**
- c **€ -11m** one-off tax effect
- Reported net result **€ -69m**

Revenue Stream and Key P&L Figures

Revenue Split-up for FY 2020

(in m€)



Key P&L Figures FY 2020

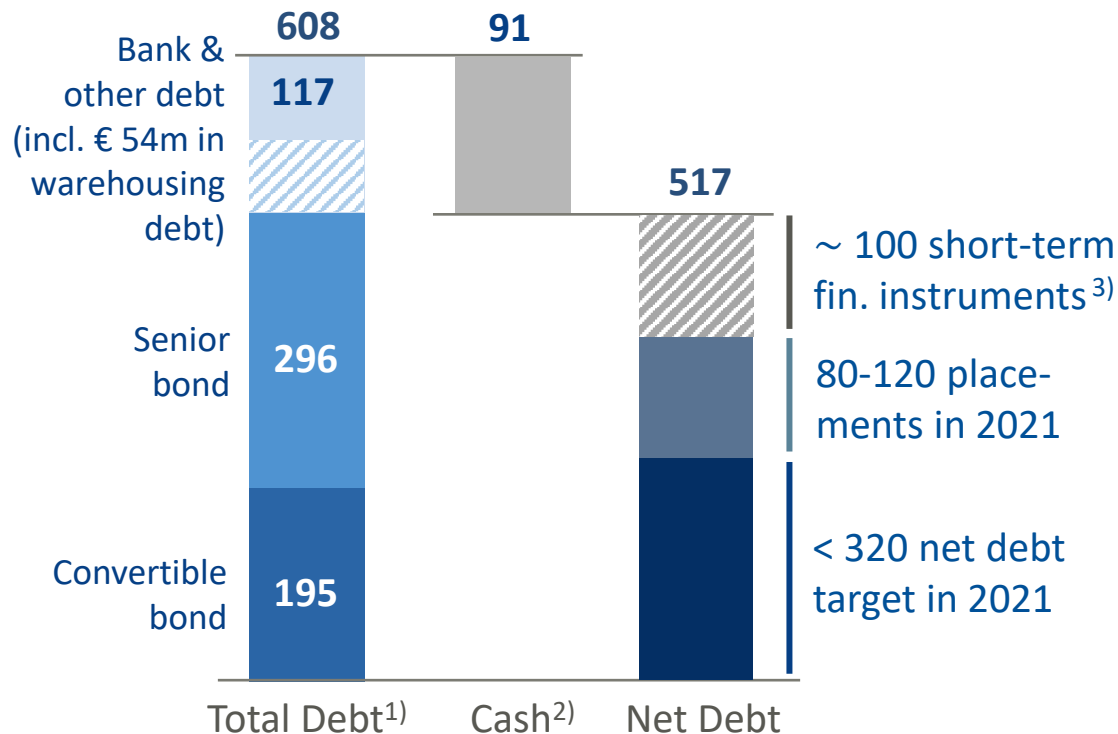
(in m€)

Aggr. Revenues	191.4	100%
Expenses from RE Investment Mgt.	-117.7	61.5%
Alignment capital expenses	-17.3	9.0%
Warehousing expenses	-5.6	2.9%
G&A expenses	-45.4	27.7%
Other Income	11.2	5.9%
EBITDA	16.6	8.7%
D&A	-54.7	28.6%
EBIT	-38.1	-
Financial result	-23.8	12.4%
Net profit	-68.9	-
Adj. net profit	-47.5	-

Key Balance Sheet Figures Set Back in 2020 with Coherent Route to Recovery

Debt Overview at the End of FY-2020

in m€



- **Net debt** increase to **€ 516m** driven mainly by temporary higher HFS bridge lending
- Reiteration of **net debt reduction plan** with key measures
 - Obligatory redemption of c € 100m short term financial instruments (mezzanine loans) in H1-2021
 - Placements out of inventories, associates/JVs and financial instruments (€ 80-120m) in H2-2021
 - Further >€ 60m in 2022 from co-investments
- **Financial leverage** FY-2020 at >**30x**; normalized by one-off items⁴⁾ at c **8x**
→ mid-term target range of between 2.0x and 3.0x confirmed (incl. IFRS 16)
- Straight Bond and Convertible Bond not affected by higher leverage (>3.5x limits only issuing of new debt instruments)

1) Total financial debt adjusted for rental and leasing liabilities of € 27m

2) incl. restricted cash

3) € 104m short-term mezzanine lending with contractual repayment in H1-2021

4) Net debt / normalized operational EBITDA of € 64m (adj. by € 16m value corrections in co-investments, € 20m financial corrections on micro living project fees, € 11m on aperiodic, personnel one-off and transaction costs)

Clear Focus on Investors, Reduction of Complexity and Bundeling of Sales Forces as Clear Path for Sustainable Growth

Key Strategic Tools

Coherent **Product Offer**
across entire RE value chain

Strengthened **Equity Raising**
& strict **Investor Focus**

Leverage **Group Synergies**

Simplifying and Operational
Excellence

Authentic and comprehensive
ESG orientation

Initial Operative Steps (already taken)

- Bolt-on of full-service **private debt** range (AFS acquisition) ✓
- Focus on **Core/Core+** ✓
- Systematic **product innovation** (i.a. City Quarter, Whole-Loan) ✓
- New **Head of Equity Raising** ✓
- Clear DACH focus ✓
- Fully integrated sales team structure ✓
- Consistent **x-sell** betw. **debt** and **equity** (life cycle coverage) ✓
- Full enhancement of ancillary **RE services** (i.a. Fund Mgt & PM)
- Agile business development and selective acquisitions/JVs
- Reduction of **complexity** and **double function**
- **Realignment** of senior management team and org structure ✓
- Harmonized and improved **quality standards** (TOM) ✓
- Measuring of **ecological footprint** of all assets ✓
- Converting German portfolio to **green electricity** ✓
- Readiness for **fully fledged ESG-themed** products ✓

2021 with Strong Growth Perspective on all Major Income Lines

Market Assumptions

- COVID-19 impacts will decrease gradually starting in Q2 of 2021
- Stabilization of asset valuations
- Catch-up effects latest in Q3 from positive macro environment, investments pressure and transaction volumes

Revenue Split-up for FY 2021

(in m€)

RE Equity Transaction Fees ¹⁾	20-35	<ul style="list-style-type: none"> ▪ Transaction volume € 2-3bn ▪ Pick-up in investment activities
RE Debt Transaction Fees ²⁾	30-40	<ul style="list-style-type: none"> ▪ Fostered debt business with € 1-2bn new financing volume (AFS only H2)
RE Equity Asset & Property Mgt. Fees	80-90	<ul style="list-style-type: none"> ▪ Growing AuM base
RE Debt Asset Mgt. Fees & CPF ³⁾	80-90	<ul style="list-style-type: none"> ▪ Prospering mezzanine business (CPF)
Warehousing / RE Operations ⁴⁾	5-15	<ul style="list-style-type: none"> ▪ Placement of inventories ▪ AFS with slight impact
Alignment Capital	0-10	<ul style="list-style-type: none"> ▪ Cautious assumptions on development of co-investments
Aggr. Revenues	235-260	

¹⁾ Incl. acquisition related fees, sales and promote fees

²⁾ Incl. HFS underwriting fees, AFS structuring fees and new issue profits (pro rata temporis from 7-2021)

³⁾ Incl. HFS asset mgt. fees, Coupon Participation Fees, mezzanine lending

⁴⁾ Incl. AFS trading results (pro rata temporis from 7-2021)

Gaining Momentum on Profitability and De-Risking

Financial Outlook 2021*

Aggr. Revenues
€ 235-260m

adj. EBITDA
€ 90-115m

adj. Net Profit
€ 50-75m

- AFS considered pro rata (incl. synergies): c € 16m revenues, c € 10m EBITDA and c € 7m net profit
- Cost program with savings of € 10m
- 2021 OpEx ratio c 50% (adj. G&A 20-25m)
- Adjustments in 2021
 - € 5-10m AFS transaction costs
 - c € 15m AM contracts depreciation
- Slightly increasing tax rate 15-17%
- Deleveraging as key financial aim with leverage ratio <3x end of 2021

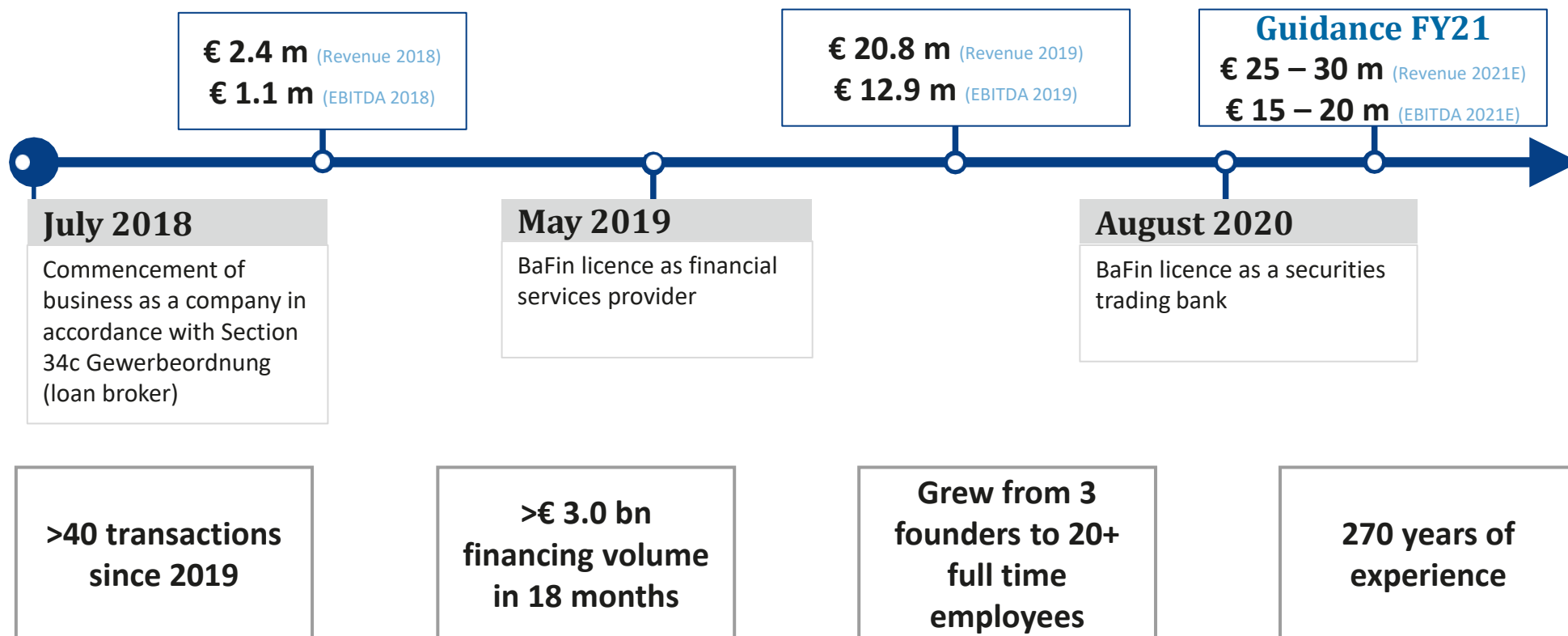
Change of **AGM** date to **28 June 2021** (again as fully virtual event)

* 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



Appendix

Appendix: AFS – Growth Track Record with a Focus on Small to Mid-sized Tickets



Banking License

- BaFin regulated securities trading bank licensed (Section 32 of the German Banking Act) to provide a range of banking transactions and financial services

Real Estate Structuring and Consulting

- Arranged and structured real estate loans

Placement, Investment and Acquisition Brokerage, Investment Advice

- Brokered and placed originated loans and secured financings

Real Estate Underwriting

- Further increase of revenue through primary issuance and secondary trading of illiquid securities

Appendix: Strong Synergies Unlocked Through AFS Acquisition

- 1** HFS Fund Expansion

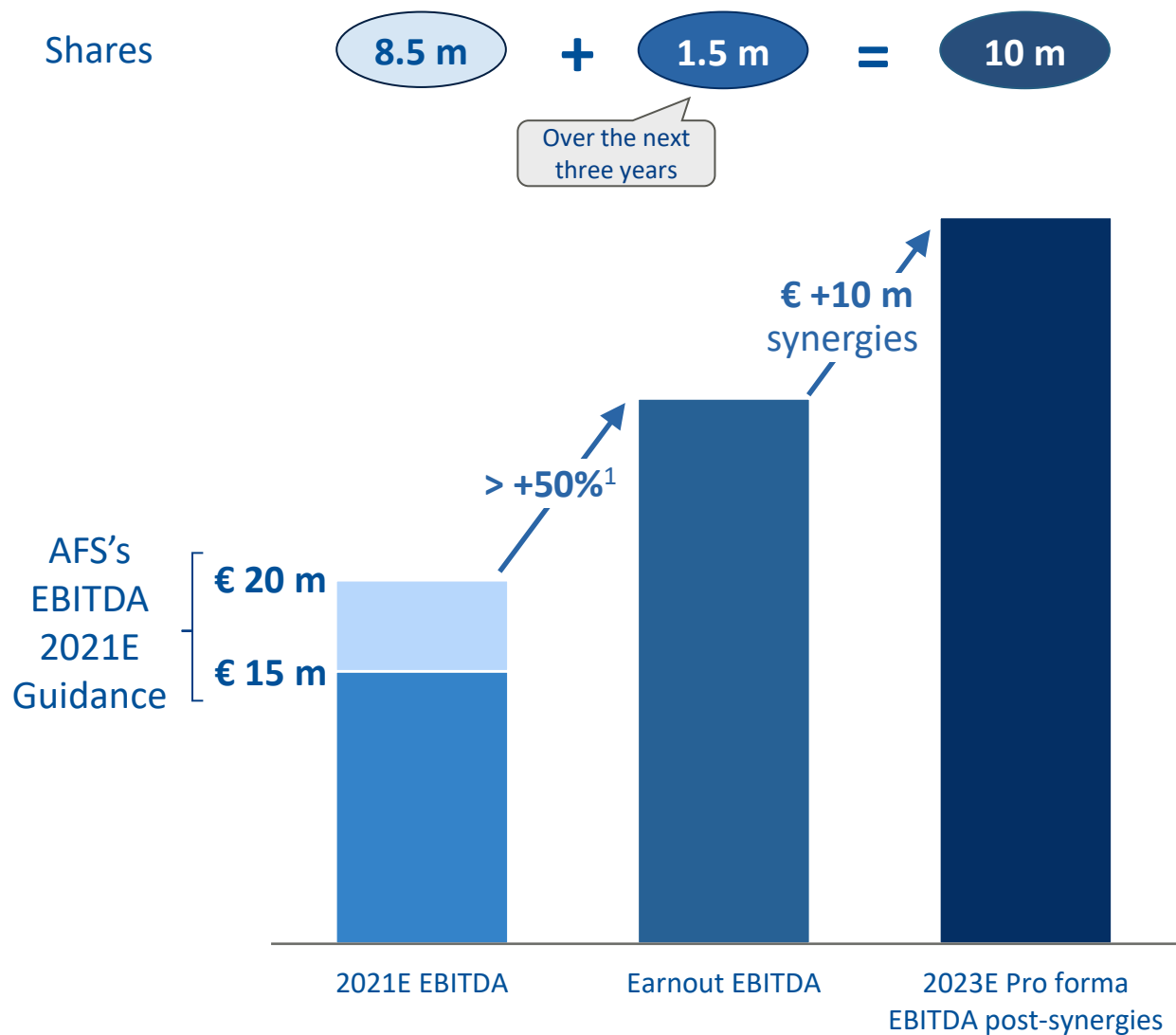
 - Combination with AFS will accelerate fund raising for **HFS mezzanine** funds and **whole loan** with new target fund size of **€ 2 bn+**
 - The **joined platform** will significantly **diversify** the current **debt value chain** from the mezzanine business of HFS on the product side
- 2** Cross Sell Products

 - Complementary **investor bases** with ability to **cross sell** products
 - AFS substantially expand **client base** at Corestate (additional corporate and RE clients) with wide range of synergies effects
 - More **than 80% of AFS** clients will be new to Corestate
 - AFS deals create additional **asset management** opportunities
- 3** Cost Rationalization

 - Operational cost savings across combined business

Identified **annual run rate synergies** of at least **€ 10 m** within the **next three years**

Appendix: AFS – Fundamental Value in Excess of € 170 m

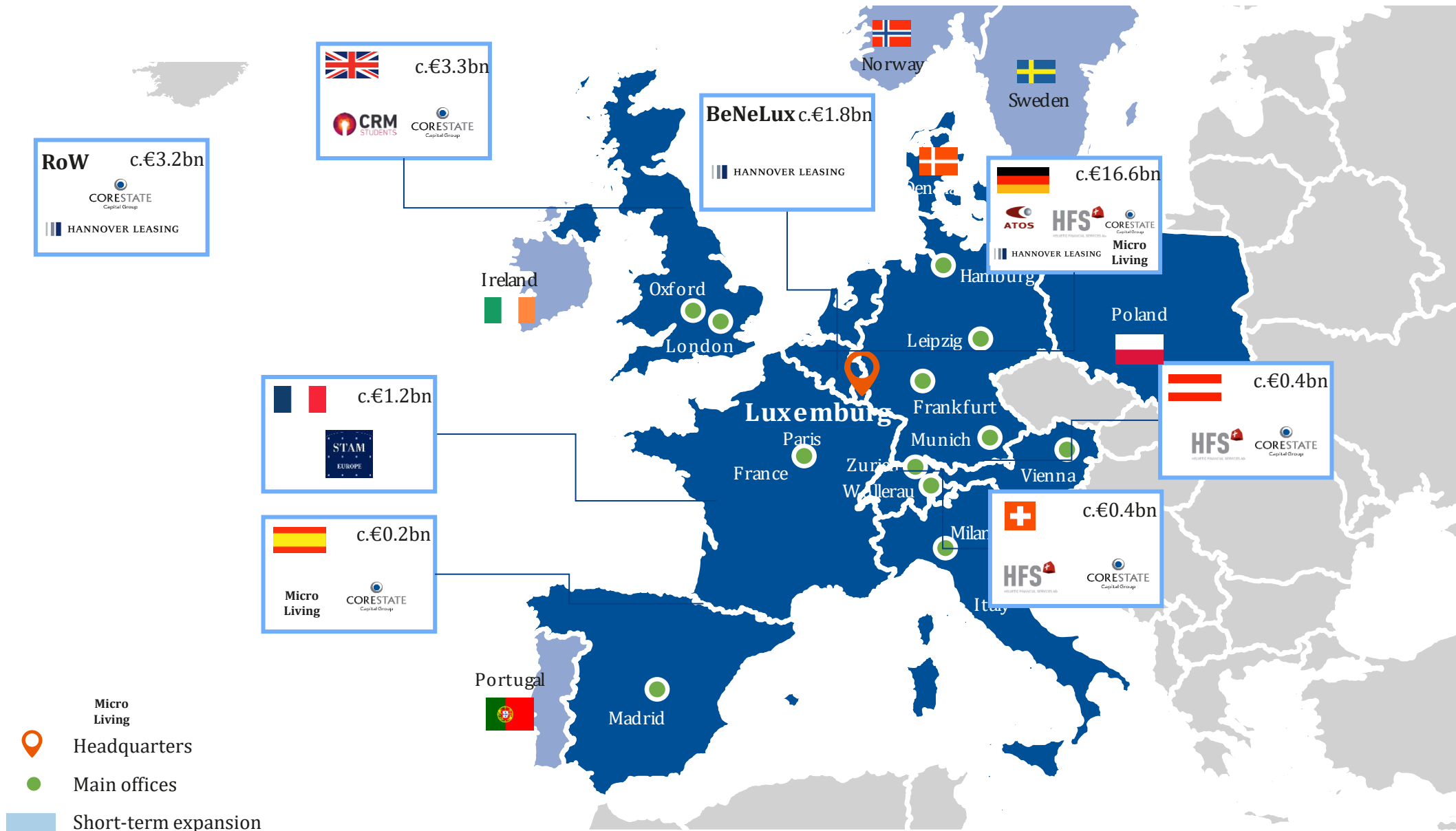


Financial Rationale

- ✓ Expansion of Corestate debt product
- ✓ Earnings accretive
- ✓ € 10 m of annual run rate synergies²
- ✓ Supportive for deleveraging

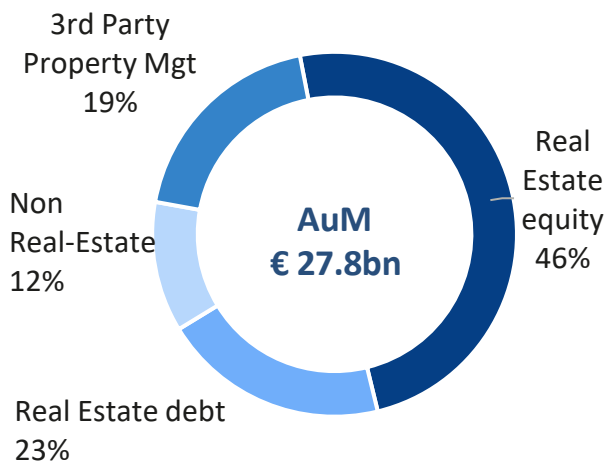
¹From midpoint of 2021E EBITDA; ² Annual run rate synergies expected to be achieved within the next three years.

Appendix: Corestate diversified geographic exposure and expected near-term expansion

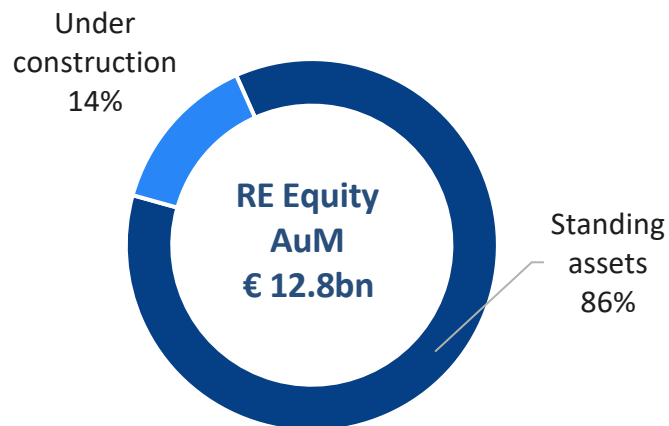


Appendix: Breakdown RE AuM

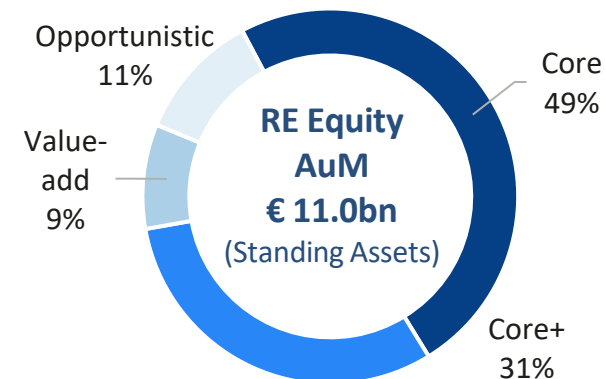
AuM Distribution



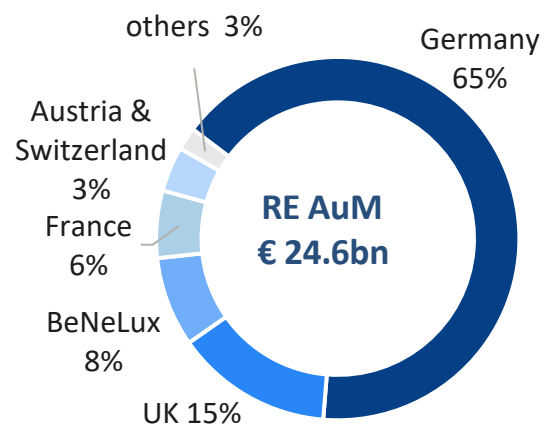
Completion/Status (RE AuM)



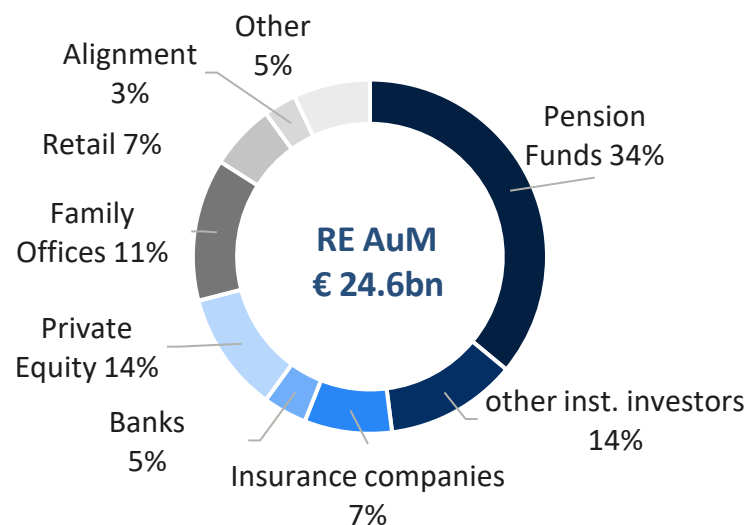
Risk Classes (RE standing AuM)



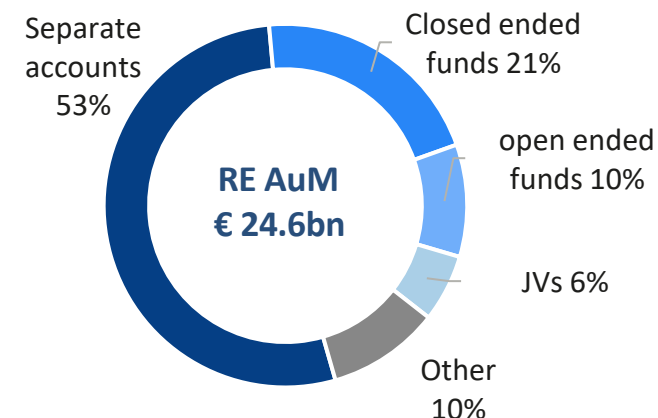
Countries (RE AuM)



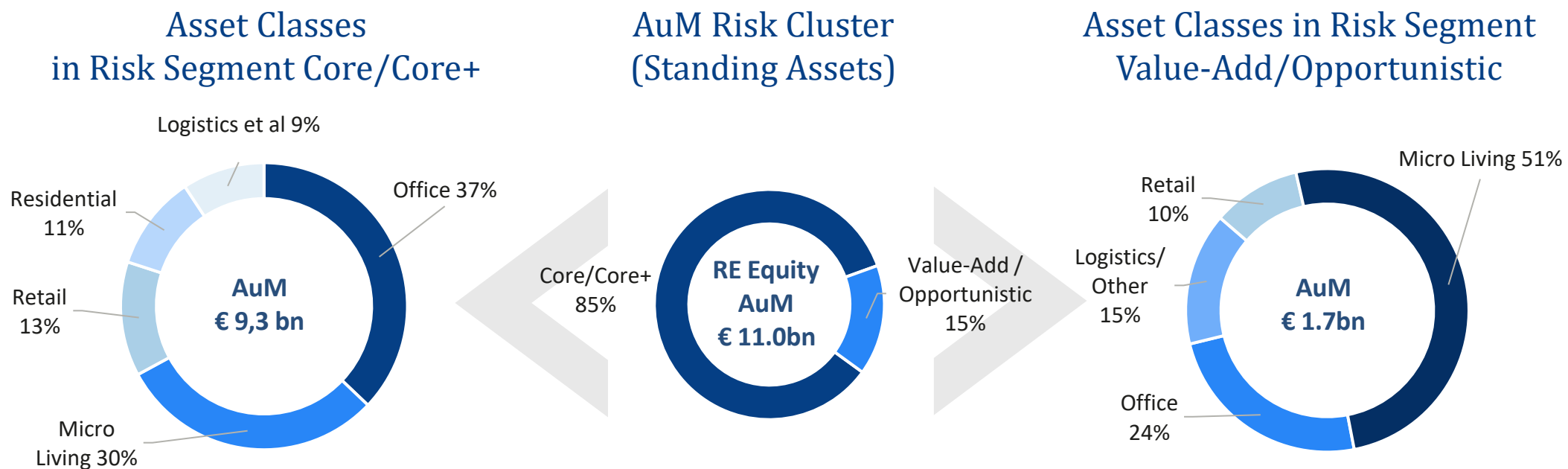
Clients (RE AuMs)



Funds structures (RE AuM)



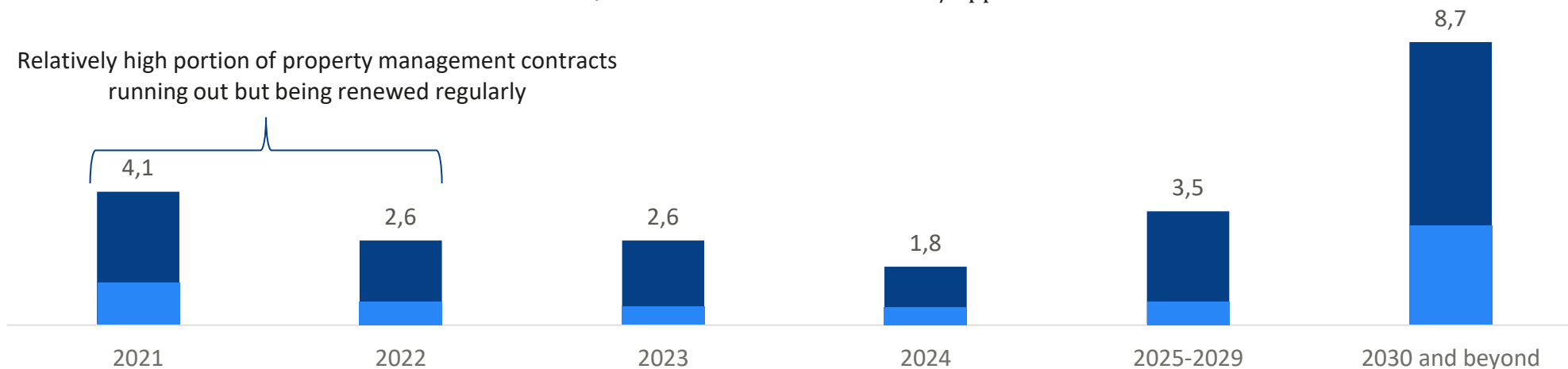
Appendix: Maturity, Risk Segment, Asset Classes Profile



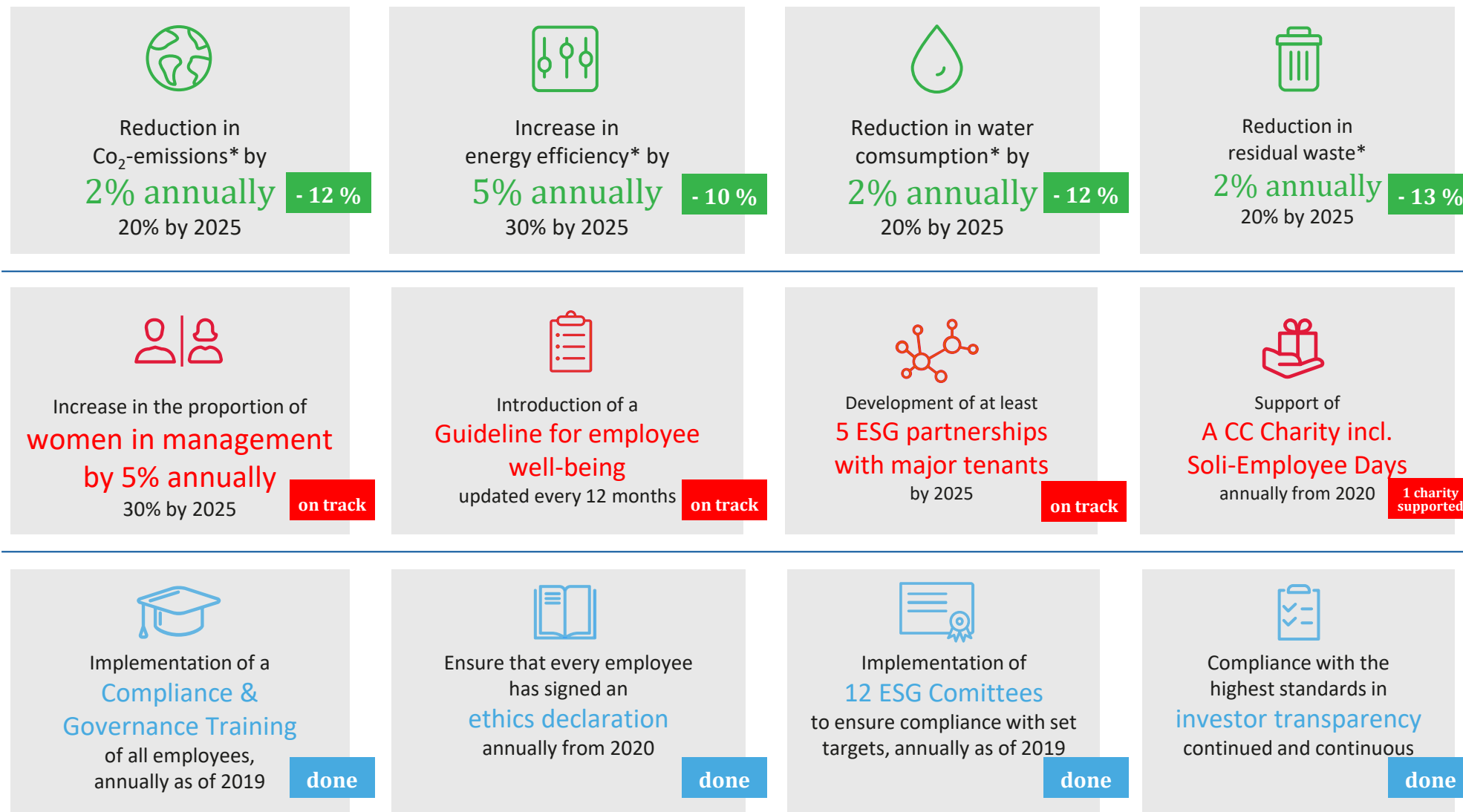
RE Equity AuM (€ 18.1bn) Maturity Profile & Risk Segments (in €bn)

■ Core/Core+ ■ Value-Add/Oppportunistic

Relatively high portion of property management contracts running out but being renewed regularly



Appendix: ESG Strategy – Road to 2025 and YoY Progress (2018-2019)



1 per m² in the year of the total portfolio; 2 Figure reflects the development from December 2018 to December 2019; since summer 2019 (publication of ESG targets) the share has increased by 7%. More details on the next page; 3 Will address changes from the corona crisis by including new work topics; 4 Postponed until 2021 due to corona crisis, not communicated as annual target

Appendix: FY 2020 Profit & Loss Statement

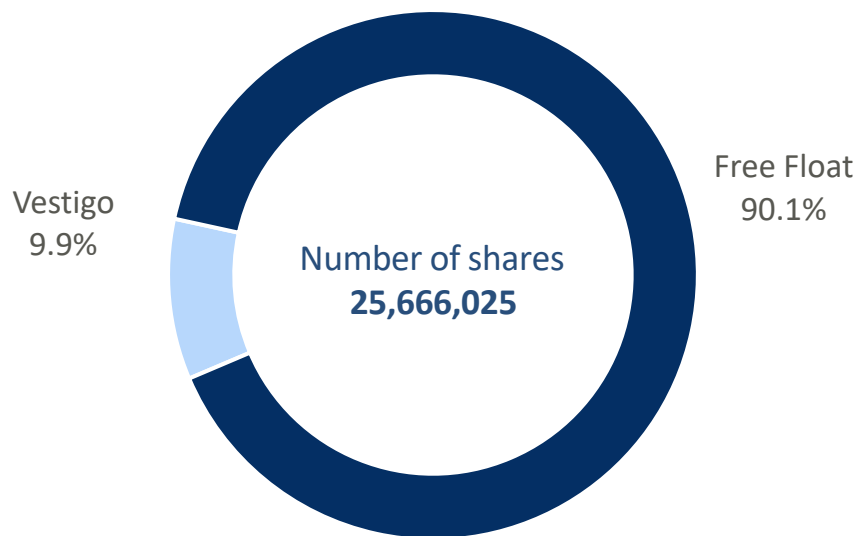
(€ m)	FY 2020	FY 2019
Revenue from Acquisition Related Fees	33.9	35.1
Revenue from Asset and Property Management	144.5	175.3
Revenue from Promote and Sales Fees realized	4.6	8.8
Income from Mezzanine Loans	10.3	17.1
Revenue from Real Estate Investment Management	193.3	236.2
Management expenses	(117.7)	(95.2)
Earnings from Real Estate Investment Management	75.6	141.0
Net Rental Income	5.5	11.2
Revenue from Service Charges	0.9	3.5
Net Gain from Selling Property Holding Companies	(0.8)	18.7
Total Income from Real Estate Operations / Warehousing	5.5	33.4
Expenses from Real Estate Operations / Warehousing	(5.6)	(19.2)
Earnings from Real Estate Operations / Warehousing	(0.1)	14.2
Earnings from Alignment Capital	(24.7)	21.6
General and Administrative Expenses	(45.4)	(24.6)
Other Income	11.2	22.8
EBITDA	16.6	175.0
Depreciation and Amortisation	(54.7)	(31.1)
EBIT	(38.1)	143.9
Net Financial Expenses	(23.8)	(23.25)
EBT	(61.9)	120.4
Income Tax gains / expenses	(7.0)	(11.6)
Net Profit for the Period	(68.9)	108.8
of which attributable to equity holders	(69.1)	108.5

Appendix: Balance Sheet as of 31 December 2020

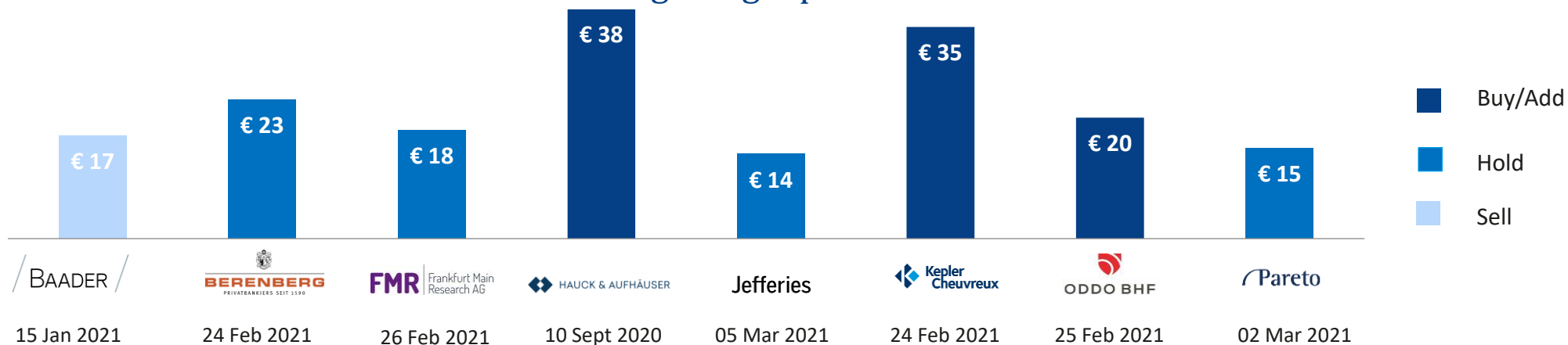
(€ m)	31 Dec 2020	31 Dec 2019
Non-Current Assets		
Goodwill	577.7	567.1
Other Financial Instruments	153.9	172.2
Intangible Assets	87.8	109.6
Investment in Associates and Joint Ventures	120.8	126.5
Other Non-Current Assets	116.4	104.9
Total Non-Current Assets	1,056.6	1,069.9
Current Assets		
Inventories	73.8	62.3
Cash and Cash Equivalents	68.2	103.2
Other Current Assets	266.5	183.0
Total Current Assets	408.5	348.5
Total Assets	1,465.0	1,418.4
Total Equity	688.5	676.3
Long-term Financial Liabilities to Banks / Bonds	495.6	524.2
Other Long-term Financial Liabilities	29.3	20.9
Other Non-Current Liabilities (sum, incl. other non-current Liability positions)	23.9	17.4
Total Non-Current Liabilities	548.8	562.5
Current Liabilities		
Short-term Financial Liabilities to Banks	68.7	47.7
Other Short-term Provisions	10.1	13.9
Other Current Liabilities (sum, incl. other current Liability positions)	148.9	117.9
Total Current Liabilities	227.7	179.5
Total Equity and Liabilities	1,465.0	1,418.4

Appendix: Shareholder Structure and Research

Shareholder Structure (acc. to latest public filing)



Average target price **€28.9**



IR Contact and Financial Calendar 2021

Investor Contact

Dr. Kai G. Klinger
Chief Markets Officer

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ir@corestate-capital.com

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