



Catella

Presentation for The University of Manchester

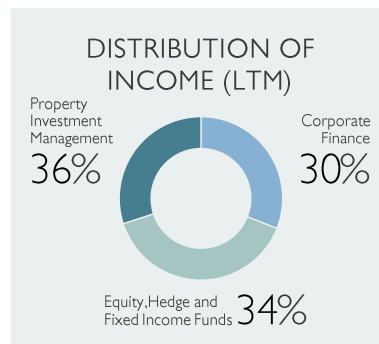
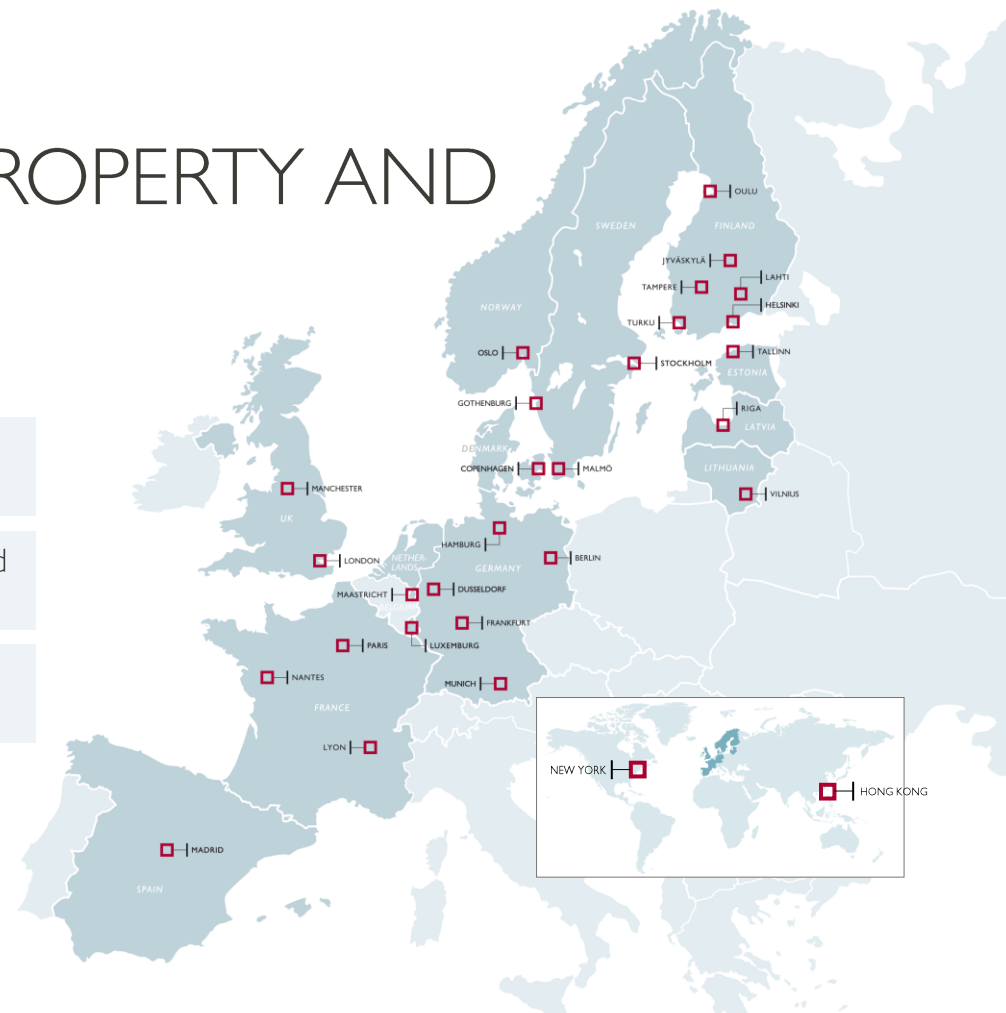
CATELLA GROUP

LEADING FINANCE GROUP IN PROPERTY AND ALTERNATIVE INVESTMENTS

Catella was founded in 1987, has 29 offices across 15 countries and approximately 550+ employees within three business areas:

Corporate Finance	Leading European advisor within high-end real estate transaction services and real estate related corporate finance.
Property Investment Management	Offers institutions, companies and individuals specialized regulated fund products and regional asset management services.
Equity, Hedge and Fixed Income Funds	Leading independent fund manager in the Nordics and a global niche player in systematic macro.

Headquartered in Stockholm and listed at Stockholm Stock Exchange, Nasdaq OMX, midcap.



BUSINESS PHILOSOPHY IN PROJECT DEVELOPMENT

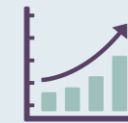
Lagom

That's Swedish and it means something like **fitting**, just right, neither too much nor too little. In any case, there is something **concentrated** and **focused** about it.

Typically Swedish!



resolute



Sustainable investments



Long-term motivated



Capital and financial strength



Holistic projects



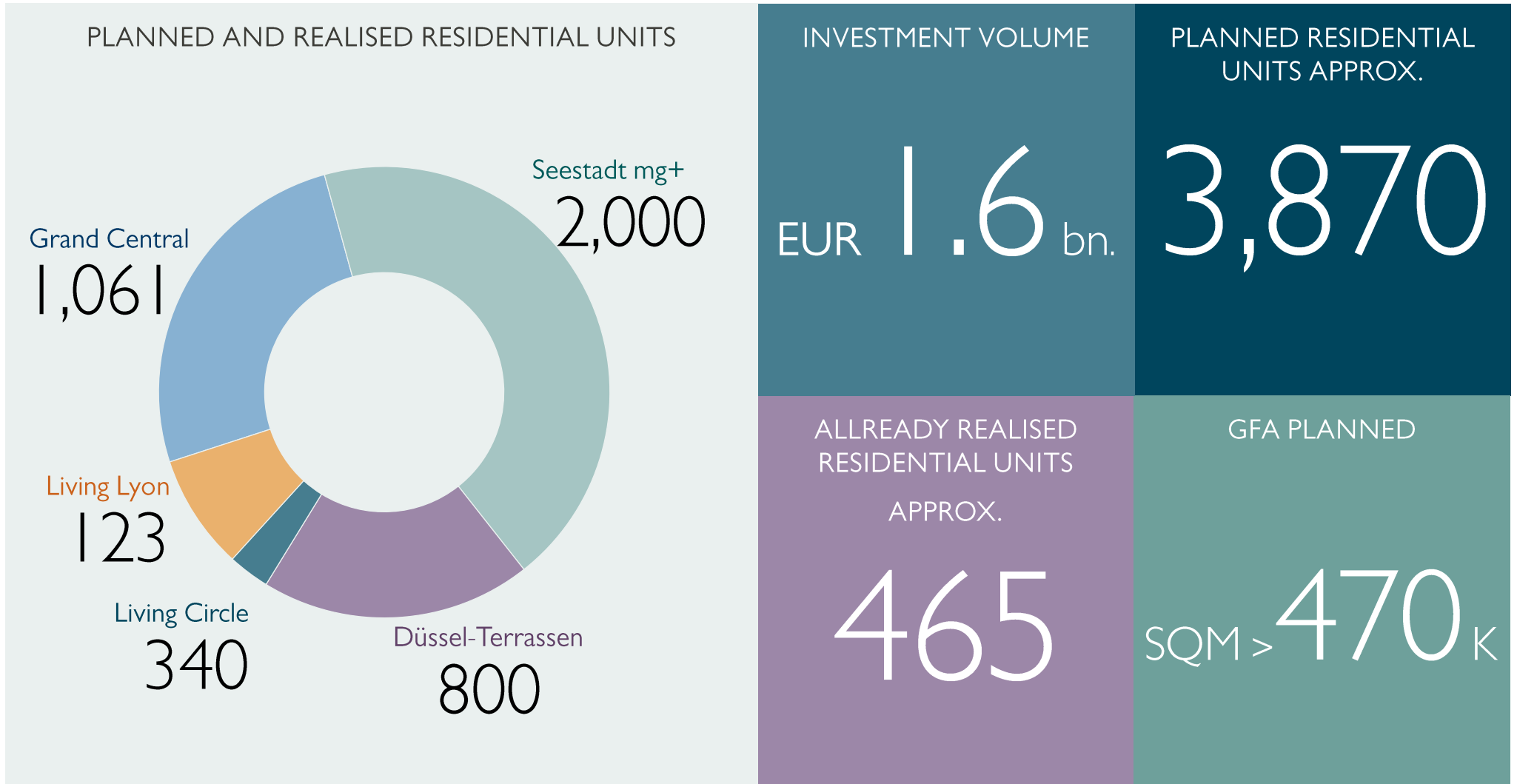
international



professional

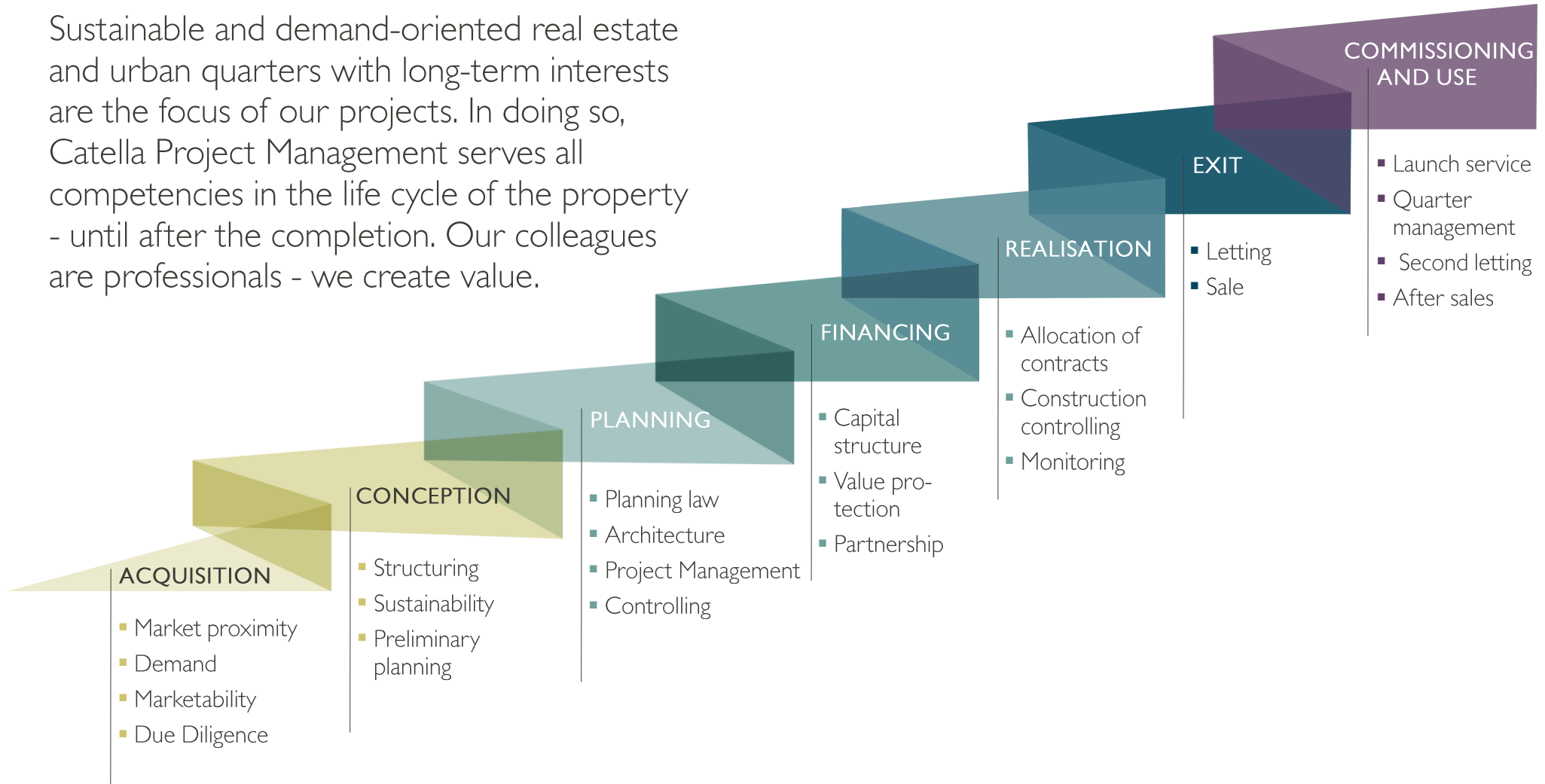
responsible

CATELLA PROJECT MANAGEMENT IN FIGURES

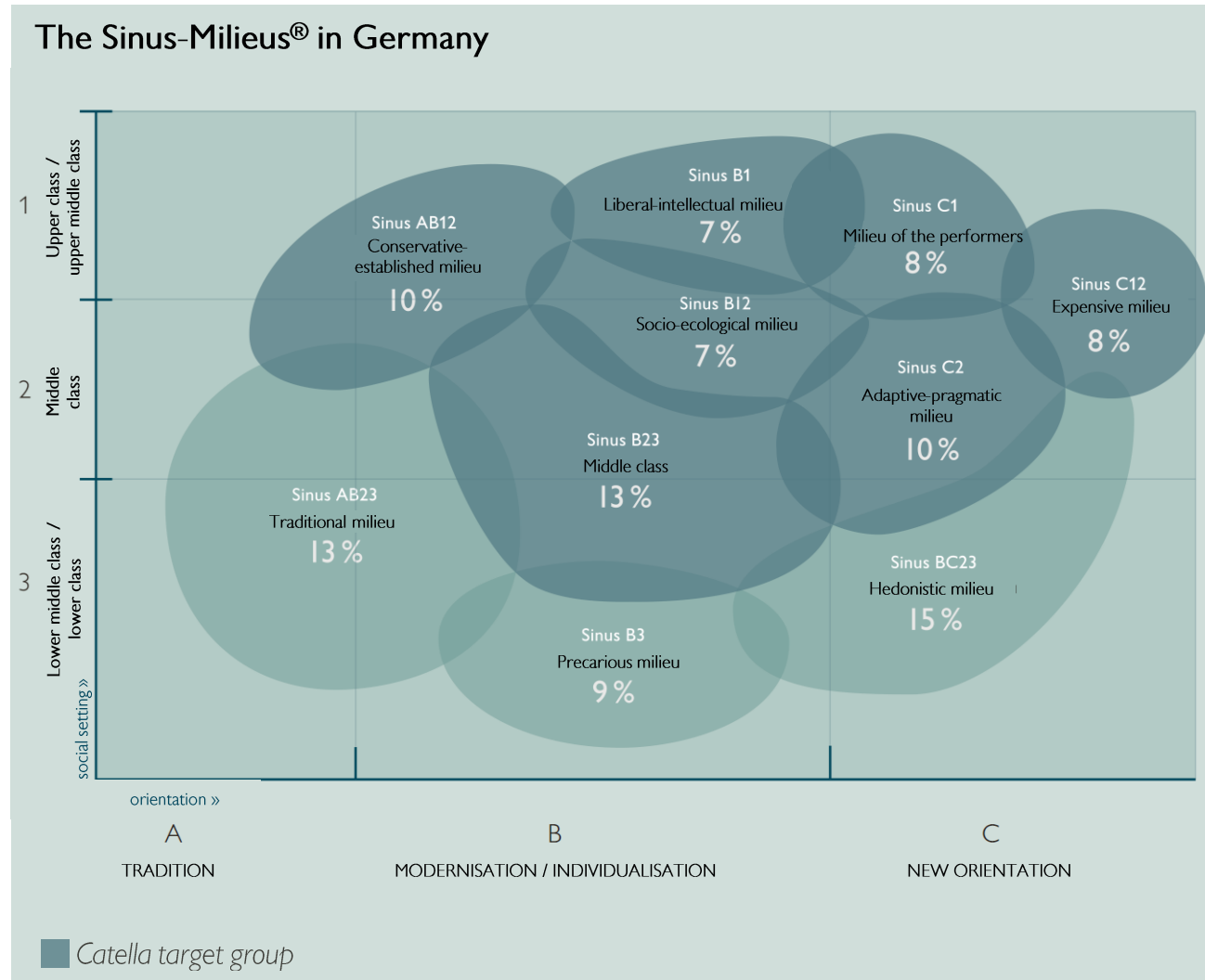


VALUE DRIVER FOR SUSTAINABLE REAL ESTATE PROJECTS

Sustainable and demand-oriented real estate and urban quarters with long-term interests are the focus of our projects. In doing so, Catella Project Management serves all competencies in the life cycle of the property - until after the completion. Our colleagues are professionals - we create value.



URBAN LIFE BY CATELLA – INVESTMENT RELIABILITY THROUGH DIVERSIFICATION



Our quarters promote interaction between the different forms of use and stabilise the system as a whole by means of this mixing: employees use the retail and gastronomy offerings, while business customers also use the hotels. The neighbourhood interact with the residents of the private apartments and use the local shopping facilities as an alternative to those in their home neighborhood when visiting. The residents of the integrated apartments are the most important actors for the quarters, as they are very diverse and have a decisive influence on the character of the project. Because there are many ways to integrate living space, we create a home for many different population groups in our quarters. Diversification is achieved through condo and rented apartments as well as through the integration of subsidised housing, student housing, micro-apartments or senior housing.



Our projects

already completed or in development

SEESTADT mg+ Mönchengladbach



- In the heart of Mönchengladbach, a new quarter with apartments, office, hotel, service and local supply areas for everyone is being built.
- With the *Seestadt mg+* we are implementing a new benchmark with a high quality of life
- "Building for the middle class" as the overriding motto of the development
- Urban, central but with plenty of free space lakes, green zones, car-free facilities, promenades, leisure facilities, etc. offer additional benefits
- Located directly at the main railway station, the *Seestadt mg+* offers modern flexibility and mobility

PLANNED RESIDENTIAL UNITS:

2,000

LAKE AREA:

M² 20 TSD

COMPLETION FROM:

2021

INVESTMENT VOLUME APPR.:

EUR 750 M

GFA PLANNED:

M² 210 TSD

DÜSSEL-TERRASSEN

Dusseldorf-Erkrath



- Development of a lively urban quarter with various residential uses
- Quiet life outside the gates of Dusseldorf, but in only 8 min. in the middle of it all (the neighbouring city train station makes this possible).
- Low car traffic and optimal connection by bus and train
- Special feature: Terracing, which allows a view over Dusseldorf

PLANNED RESIDENTIAL UNITS:

800

DISTANCE DUSSELDORF CITY:

8 MINUTES

COMPLETION FROM:

2021

INVESTMENT VOLUME APPR.:

EUR 250 M

GFA PLANNED:

M² 80 TSD

GRAND CENTRAL Dusseldorf



- Unique development in the heart of Dusseldorf, the state capital of North Rhine-Westphalia
- Unrivalled urban development concept in a future-oriented environment, living with attractive architecture
- The proximity to the central station and the cultural focus allows for urban life of short distances
- Concept and details meet the modern requirements of comfort and sustainability
- Almost 300 subsidised & price-capped apartments: thus the largest project in Dusseldorf with price-regulated apartments!
- The city benefits from a new landmark and a consistently mixed quarter

PLANNED RESIDENTIAL UNITS

1,061

1

HOTEL
PRIZEOTEL

2

KINDER-
GARTEN

1

SUPERMARKT

VARIOUS
GASTRONOMY
AND RETAIL

INVESTMENT VOLUME APPR.:

EUR 540 M

GFA PLANNED:

M² | 80 TSD

LIVING LYON

Frankfurt



- Demolition of a former office building and new construction of a residential complex in a quarter with fundamental structural change
- The former office city of Frankfurt Niederrad has become the Lyoner Quartier
- Housing mix concentrates on the high in demand 2- and 3-room apartments
- All of the 123 apartments have already been let within the first six months after completion.



REALISED RESIDENTIAL UNITS:

123

7
MINUTES TO
AIRPORT

5
MINUTES TO
MAIN TRAIN
STATION

COMPLETION:

2019

INVESTMENT VOLUME:

EUR 37 M

GFA REALISED:

M² 10 TSD

LIVING CIRCLE Dusseldorf



- Conversion of the former office building *Tyssen Trade Center* into a residential area
- High quality of living and living standards in a central location in Dusseldorf with affordable rents for tenants
- Winner of the Real Estate Manager Award 2017 in the category "Project Development Portfolio"
- Voluntarily 20% of the housing was built price reduced



Gewinner 2017
Kategorie
Projektentwicklung
Bestand



REALISED RESIDENTIAL UNITS:

340

SEVERAL
KINDERGARTEN

1
SUPERMARKET

COMPLETION:

2017

INVESTMENT VOLUME:

EUR 100 M

GFA REALISED:

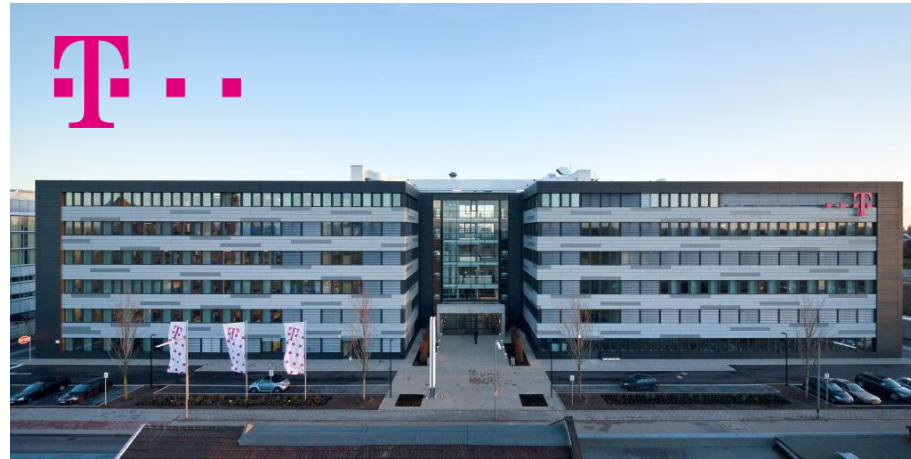
M² 40 TSD

BÖ69 - TELEKOM

Dusseldorf



- Development of the largest service center of Deutsche Telekom.



COMPLETION:
2014

INVESTMENT VOLUME:
EUR 50 M

GFA REALISED:
M² | 8 TSD



W70 – C&A Dusseldorf



- Expansion and renovation of the C&A head quarter



COMPLETION:
2013

INVESTMENT VOLUME:
EUR 100 M

GFA REALISED:
M²37 TSD





Market overview

IN THE CENTRE OF NORTH RHINE-WESTPHALIA

HOUSING VACANCY RATE

1.8 %

AIRPORT
DUSSELDORF
INTERNATIONAL

IMPORTANT NATIONAL AND
INTERNATIONAL HUB

53,000

STUDENTS ON 22 UNIVERSITIES

INHABITANTS IN THE
DUSSELDORF METROPOLITAN
AREA

3.8 M

MUSEUMS

26

AND 100 GALERIES

OVERNIGHT STAYS

4.6 M

PER YEAR

PURCHASING POWER INDEX

118.3

RESIDENT COMPANIES

> 4,000

DUSSELDORF - HEART OF THE RHINE-RUHR METROPOLITAN REGION

11.4 M

INHABITANTS WITHIN AN HOUR'S DRIVE

31%

OF THE EU TOTAL POPULATION WITHIN A RADIUS OF 500 KM

WITHIN ONE HOUR OF FLIGHT

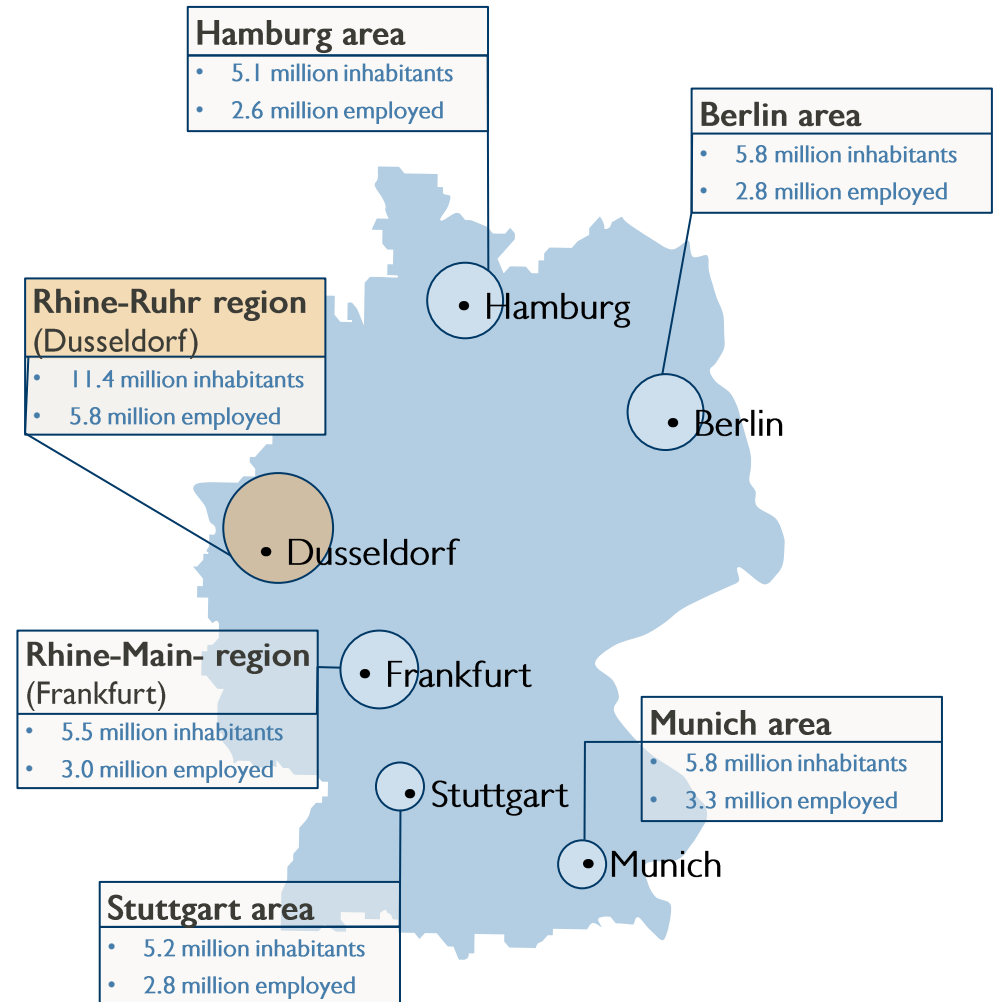
AMSTERDAM
BRÜSSEL
FRANKFURT
HAMBURG
LONDON
LUXEMBURG
PARIS
ZÜRICH

50%

OF THE EU PURCHASING POWER WITHIN A RADIUS OF 500 KM

503 K

COMPANIES WITHIN AN HOUR'S DRIVE



DUSSELDORF HOUSING MARKET

The Dusseldorf market has the highest property prices in North Rhine-Westphalia. Rents continue to rise steadily, especially in the comparatively "inexpensive" districts of Dusseldorf.

Despite the high number of building permits issued, the number of actual building completions in Dusseldorf remains below these figures. This realisation deficit leads to the fact that the expansion of the is lagging behind the growth of demand.

For this reason, the municipality of Dusseldorf introduced the "Handlungskonzept Wohnen" in 2013 together with Catella, among others. According to this concept, for new buildings above a certain size, at least 20% of the newly constructed living space must be subsidised (~7 €/sqm rent per month) and 20% must be price-capped (~10 €/sqm rent per month)

Facts and figures

- Peak condo prices: 8,880 €/sqm
- Average condo prices: 6,200 €/sqm
- Vacancy rate 1.4 %
- Peak rent: 18.65 €/sqm
- Average rent: 13.80 €/sqm

*newly built



COMPARABLE PROJECT DEVELOPMENTS - RESIDENTIAL

① Belsenpark

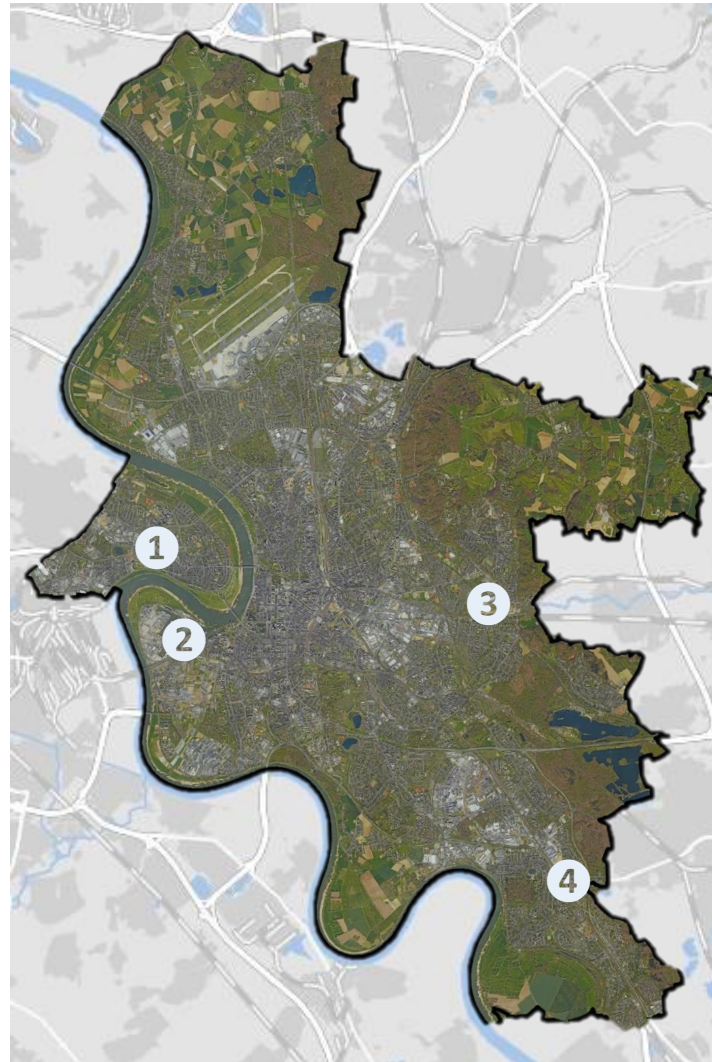


- GFA: 52,000 sqm
- Residential units: 540
- Plot size: 101,000 sqm
- Completion: 2014

② Win Win



- Residential units: 403
- Completion: 2020



③ Glasmacherviertel



- Residential units: 1,700
- Plot size: 300,000 sqm
- Completion: 2022 at the earliest

④ Benrather Gärten



- Residential units: 1,400
- Plot size: 150,000 sqm
- Completion: 2026 at the earliest

COMPARABLE PROJECT DEVELOPMENTS - RESIDENTIAL

⑤ Ulmer Höh'

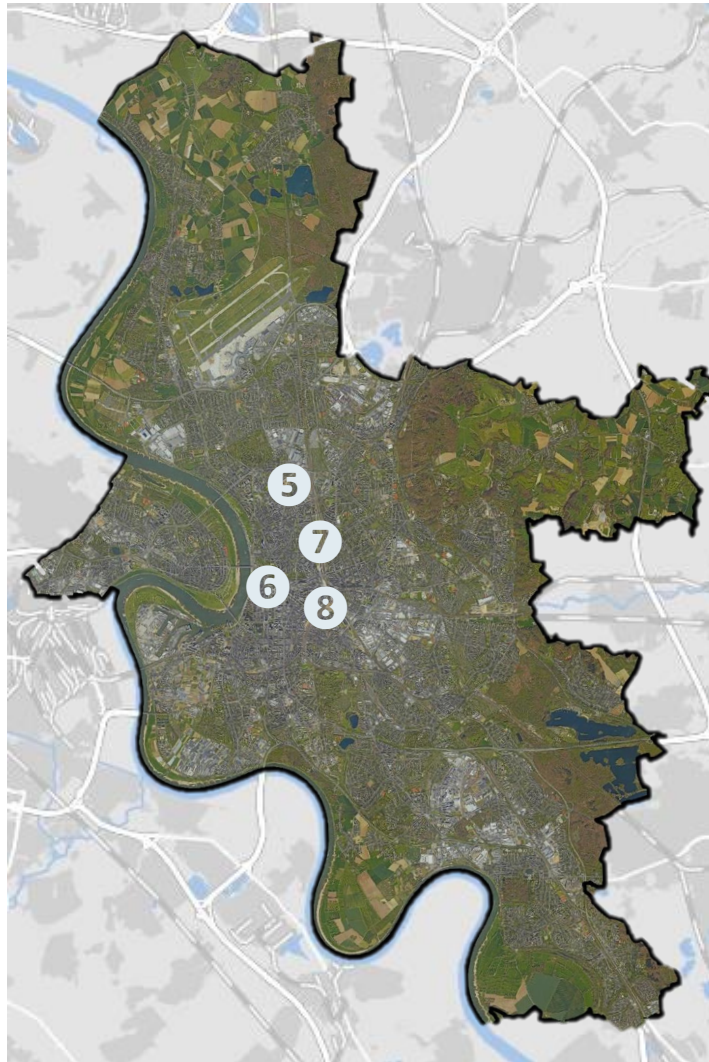


- Residential units: 500
- Plot size: 35,000 sqm
- Completion: 2021

⑥ Andreas Quartier



- GFA: 64,000 sqm
- Residential units: 268
- Hotel rooms: 102
- Completion: 2017



⑦ Le Quartier Central



- Residential units: 2,300
- Plot size: 360,000 sqm
- Office & commercial area: 90,000 sqm
- Completion: 2009 until now

⑧ Grand Central



- GFA: 180,000 sqm
- Residential units: 1,061
- Plot size: 40,000 sqm
- Completion: 2021

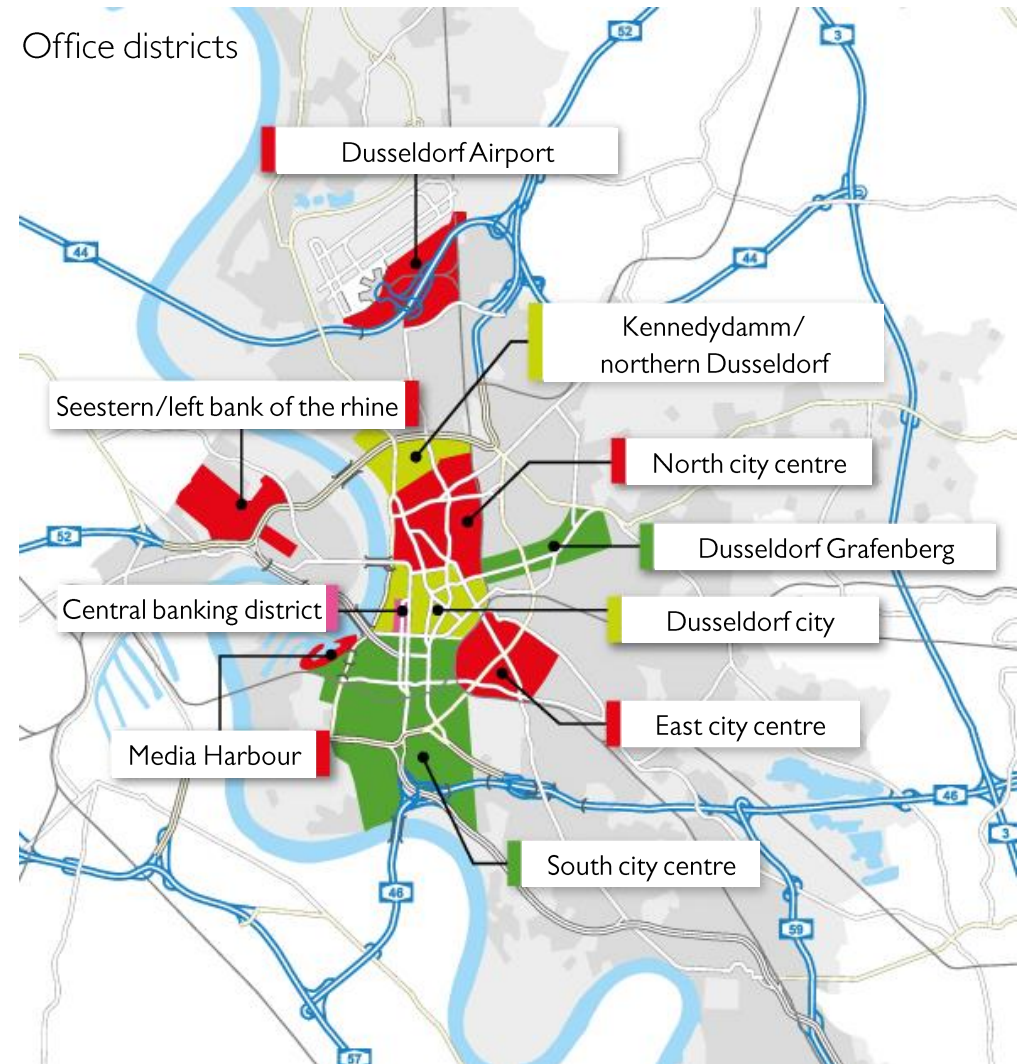
DUSSELDORF OFFICE MARKET

With a total area of about 8.7 million sqm and a high rental and investment volume, the Dusseldorf office market has been one of the top 5 German real estate strongholds for years. Rental price development in Dusseldorf is regarded as stable and the investment climate for new office projects is considered good.

In addition to the city centre, a large number of attractive office locations have become established all around the centre with various location criteria and urban development qualities.

Facts and figures

- Office space inventory 9.23 million sqm
- Floor space turnover around 341,000 sqm
- Vacancy rate 7.2%
- Peak rent 27.00 €/sqm
- Average rent 15.50 €/sqm
- 47 business centers and co-working spaces with over 85,000 sqm in space



COMPARABLE PROJECT DEVELOPMENTS - OFFICE

⑨ Kaistraße I

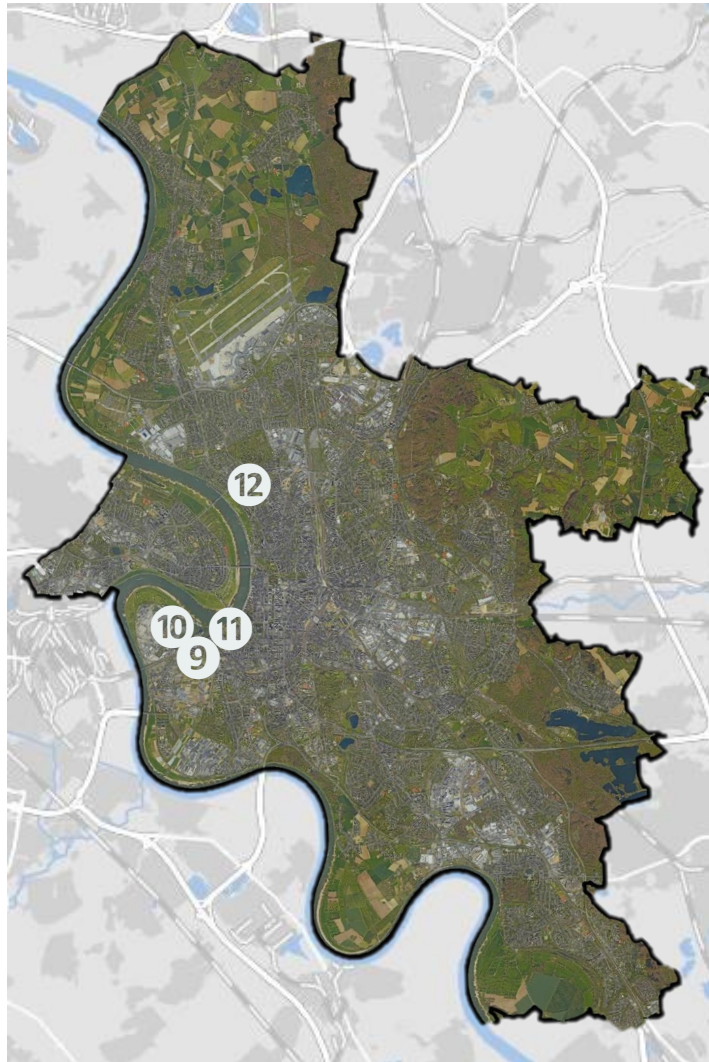


- Usage: Office / gastronomy
- GFA: 28,000 sqm
- Office space: 20,000 sqm

⑩ Pier One



- Usage: Office / hotel / gastronomy
- GFA: 20,000 sqm
- Plot size: 8,000 sqm



⑪ Portside



- Usage: Office / residential
- GFA: 56,000 sqm
- Plot size: 18,000 sqm

⑫ Eclipse



- Usage: Office
- Office space: 26,000 sqm
- Plot size: 8,500 sqm



Thank you for your attention



Catella Project Management GmbH

March 2020

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