25 August 2016 | Zurich – Prime Tower

SWISS PRIME SITE AG FINANCIAL RESULTS PRESS CONFERENCE

Semi-Annual Report as at 30 June 2016



FINANCIAL RESULTS PRESS CONFERENCE

Speakers

Hans Peter Wehrli Chairman of the Board of Directors

René Zahnd Chief Executive Officer

Markus Meier Chief Financial Officer

Peter Lehmann Chief Investment Officer



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- > Welcome
- > Key highlights
- > 2016 semi-annual results
- > Portfolio
- > Divestments / acquisitions
- > Project pipeline
- > Real estate market
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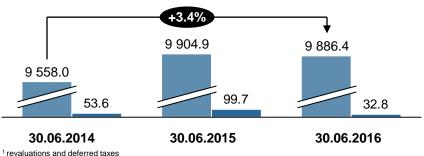
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REAL ESTATE PORTFOLIO in CHF m

9886.4

The value of the real estate portfolio nearly reached the previous year's level already in the first half-year 2016, despite the numerous divestments in 2015; positive revaluations



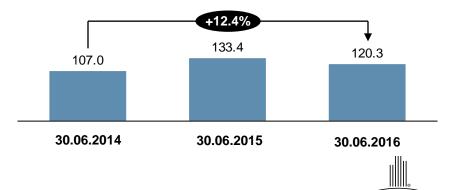
real estate portfolio

S | 5

PROFIT EXCLUDING REVALUATION EFFECTS¹ in CHF m

120.3

Profit excluding revaluation effects¹ increased by 12.4% in a three-year comparison.

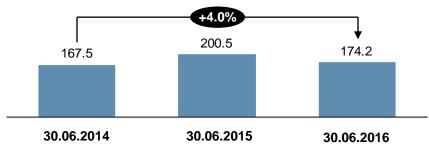


SWISS PRIME SITE

EARNINGS BEFORE INTEREST AND TAXES (EBIT) in CHF m

174.2

Operating profit excluding revaluation effects¹ climbed by 4.0% in a three-year comparison.

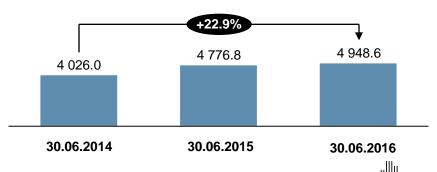


1 revaluations and deferred taxes

SHAREHOLDERS' EQUITY in CHF m

4 948.6

Shareholders' equity rose by 3.6% year-on-year; the equity ratio improved to 45.3%.

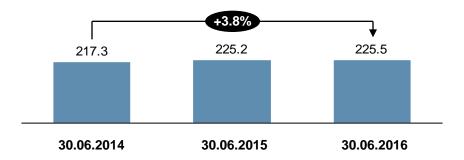


RENTAL INCOME

in CHF m

225.5

Rental income edged up by 0.1% year-on-year despite the numerous divestments in 2015.

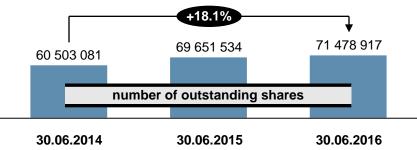


EARNINGS PER SHARE (EPS)

in CHF

1.89

EPS declined by 36.1% versus the previous year's figure of 2.96, with a significant increase in the number of outstanding shares.





Business field reporting Operating income

REAL ESTATE

RETAIL

ASSISTED LIVING



Jelmoli

tertianum gruppe

Income from real estate and real estate services

in CHF m

265.8

Income from real estate services (Wincasa) increased by 4.2%.

Income from retail¹

in CHF m

69.0

Rising customer frequency rates at Jelmoli – The House of Brands confirm the adopted strategy.

Income from assisted living

in CHF m

189.8

Income from assisted living surged by 85.1% year-on-year, continuing on the growth path.

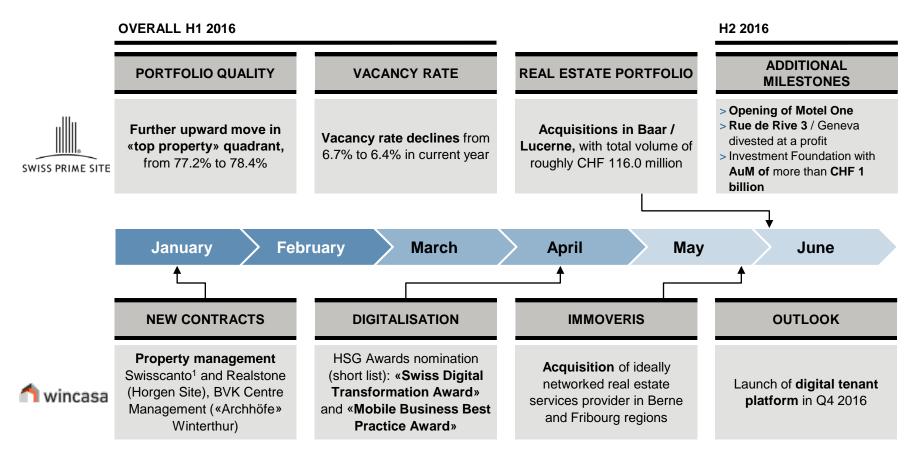


¹ transfer of the restaurant operating business of Clouds Gastro AG to Candrian Catering AG as at 01.07.2015

MILESTONES 2016

«Real Estate» business field

«real estate services»



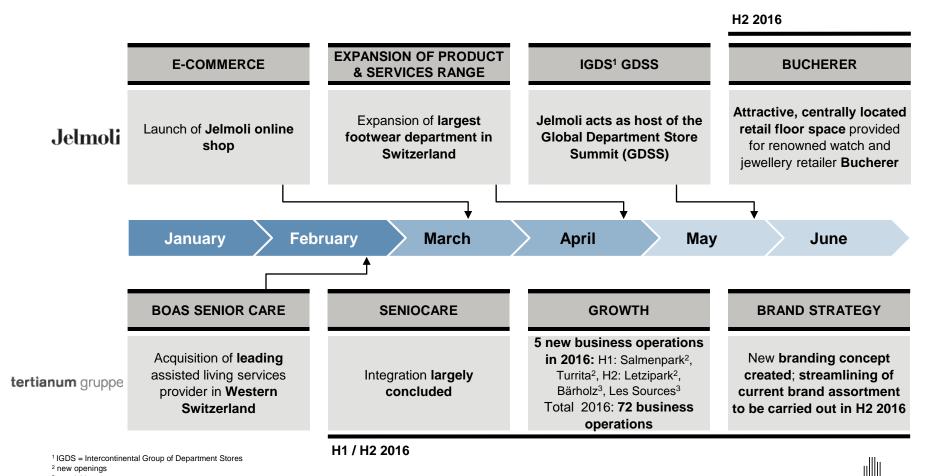
1 integrated since 01.07.2016



SWISS PRIME SITE

MILESTONES 2016

«Retail» / «Assisted Living» business fields



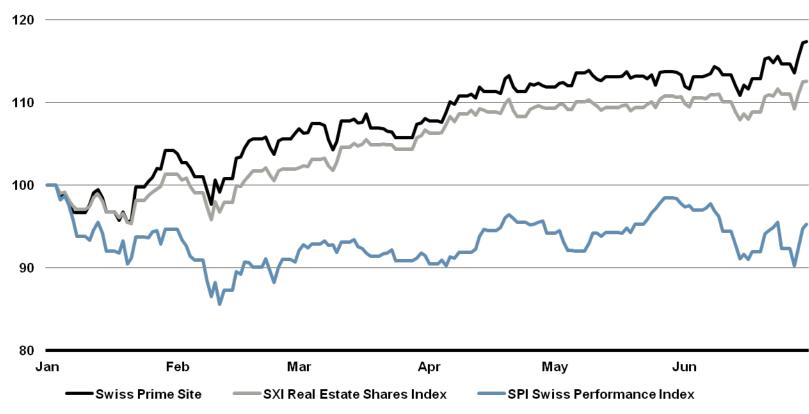
³ acquisitions

SHARE PRICE PERFORMANCE 2015

Total return

from 01.01.2016 to 30.06.2016 (indexed)





Source: Bloomberg



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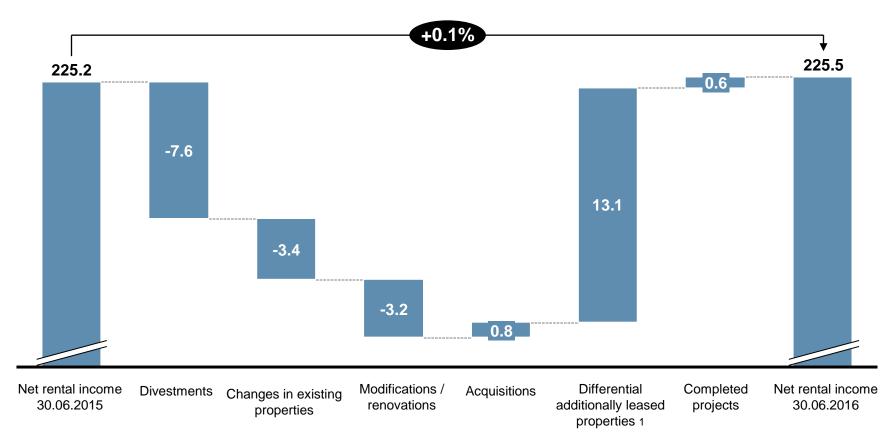
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Trend in net rental income

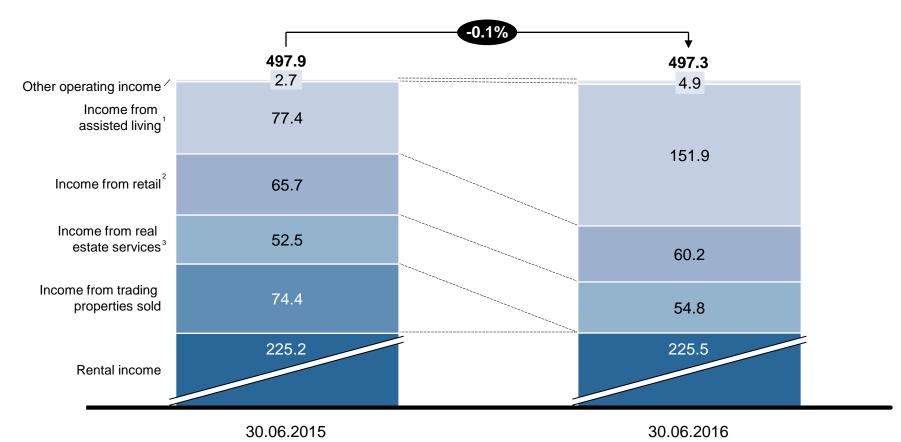
in CHF m (Group)



¹ including additionaly leased properties Assisted Living business field



Operating income in CHF m



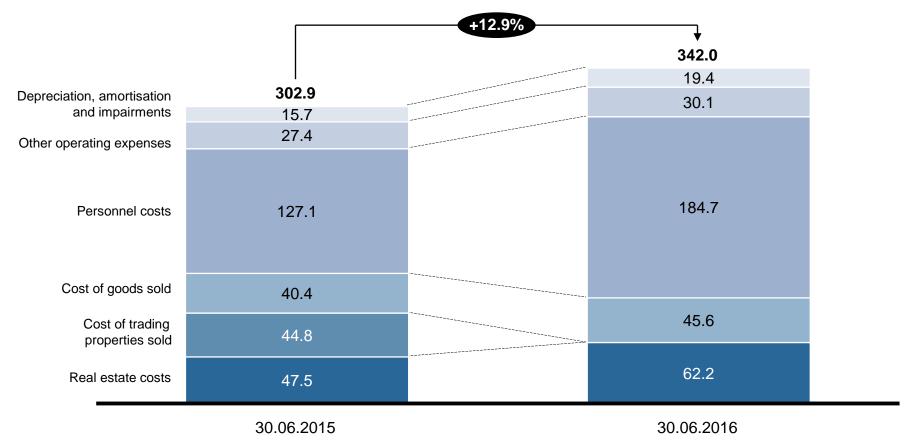
¹ acquisitions of Boas Senior Care as at 29.02..2016 and SENIOcare Group as at 01.10.2015



² transfer of Clouds Gastro AG operating business to Candrian Catering AG as at 01.07.2015

³ acquisition of immoveris ag and immoveris properties ag as at 27.05.2016

Operating expenses in CHF m



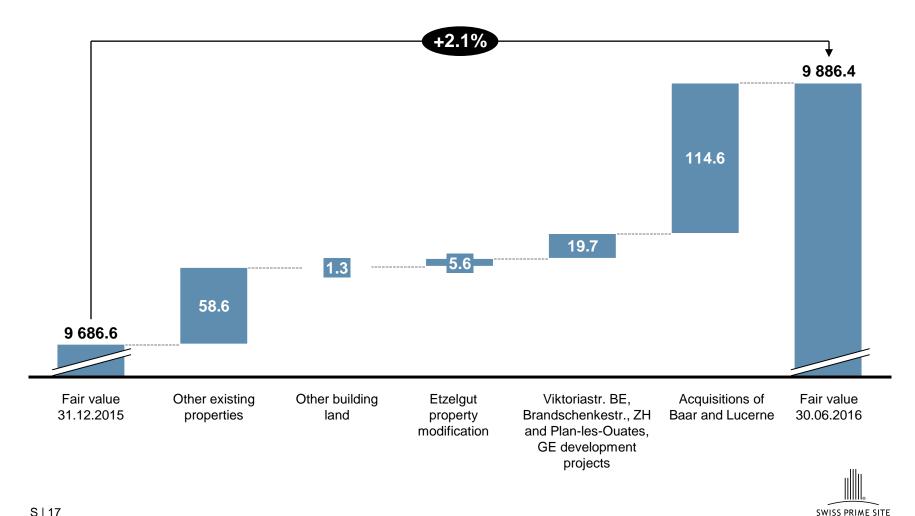
Group income statement Summary

	Figures in	30.06.2015	30.06.2016
Operating income	CHF m	497.9	497.4
Revaluations ¹	CHF m	99.7	32.8
Result from associates	CHF m	5.5	8.6
Net result / profit from investment property sales	CHF m	0.0	10.1
Operating expenses	CHF m	303.0	341.9
Earnings before interest and taxes (EBIT)	CHF m	300.2	207.0
Financial expenses	CHF m	50.1	44.1
Financial income	CHF m	1.0	1.5
Income tax expenses	CHF m	60.1	32.4
Profit	CHF m	191.0	132.0

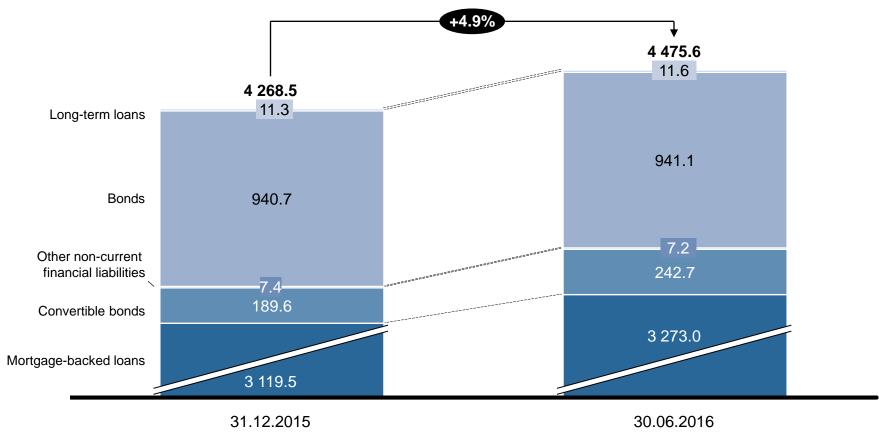
¹ revaluations of investment properties, properties under construction and development sites, net revaluation gain



Trend in real estate portfolio (fair value) in CHF m

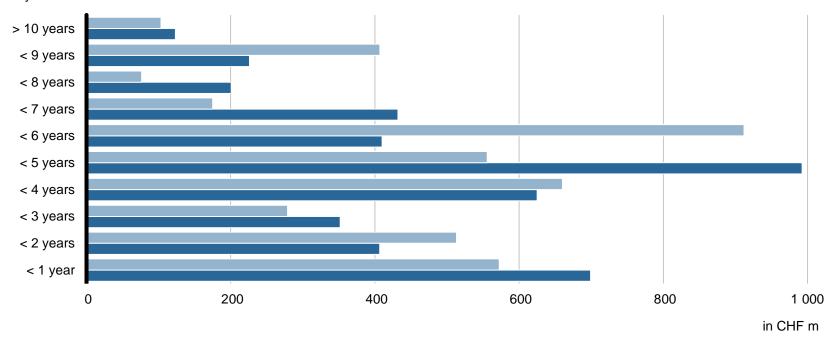


Financing structure in CHF m



Maturity of financial liabilities

Residual term to maturity



■ 31.12.2015 ■ 30.06.2016

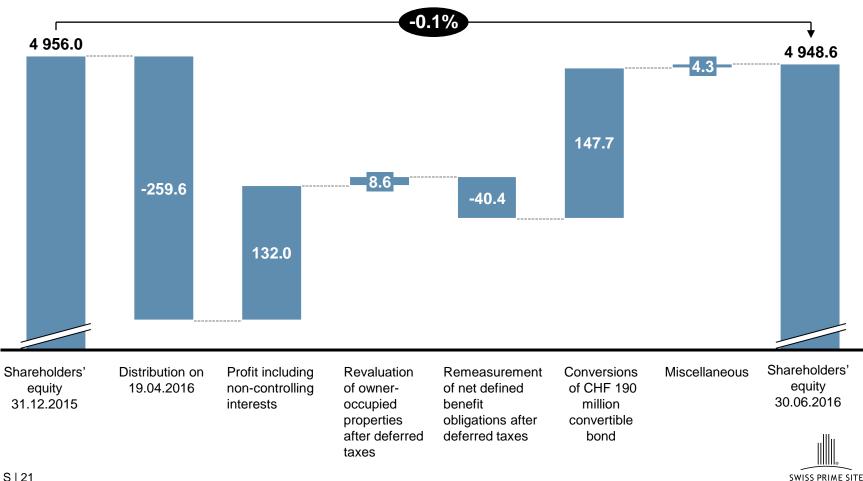


Key financial liabilities figures

Interest commitment	Figures in	31.12.2015	30.06.2016	Change in %
Ø Interest rate	%	2.1	1.9	-9.5
Ø Residual term to maturity	Years	4.4	4.2	-4.5
Financial liabilities				
Current	CHF m	572.1	700.1	22.4
Non-current	CHF m	3 689.5	3 769.2	2.2
Total ¹	CHF m	4 268.5	4 475.6	4.9

¹ including other non-current liabilities

Trend in shareholders' equity in CHF m



Key Group figures

	Figures in	30.06.2015	30.06.2016
Equity ratio	%	44.4	45.3
Borrowed capital ratio	%	55.6	54.7
Loan-to-value (LTV) ratio	%	45.3	45.2
Return on equity (ROE)	%	8.9	5.4
Return on invested capital (ROIC)	%	4.5	3.3
Return on equity (ROE) excluding revaluation effects ¹	%	6.3	4.9

¹ revaluations and deferred taxes

Key Group figures

	Figures in	30.06.2015	30.06.2016
Market capitalisation as at balance sheet date	CHF m	4 941.8	6 304.4
Number of shares issued	Shares	69 651 534	71 478 917
Earnings per share (EPS)	CHF	2.96	1.89
Earnings per share excluding revaluation effects	CHF	2.06	1.72
NAV per share after deferred taxes	CHF	68.56	69.24
NAV per share before deferred taxes	CHF	82.92	83.66
Distribution per share	CHF	3.70	3.70
Cash yield ¹	%	5.1	4.7
Premium	%	3.5	27.4
Share price	CHF	70.95	88.20
Average trading volume per day	CHF m	17.7	15.4



¹ based on year-end closing price

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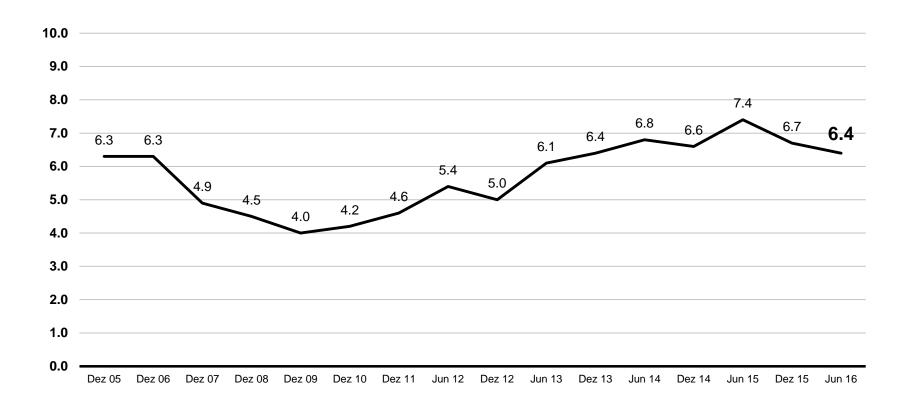


Trend in real estate portfolio

Figures in	30.06.2015	30.06.2016	Change in %
CHF m	9 904.9	9 886.4	-0.2
CHF m	193.0	264.3	37.0
Number	188	184	-2.1
Number	5	6	20.0
m²	1 633 323	1 498 123	-8.3
CHF m	225.2	225.5	0.1
%	7.4	6.4	-13.5
%	4.0	3.9	-2.5
	CHF m CHF m Number Number m² CHF m	CHF m 9 904.9 CHF m 193.0 Number 188 Number 5 m² 1 633 323 CHF m 225.2 % 7.4	CHF m 9 904.9 9 886.4 CHF m 193.0 264.3 Number 188 184 Number 5 6 m² 1 633 323 1 498 123 CHF m 225.2 225.5 % 7.4 6.4

¹ excluding parking places / car parks

Trend in vacancy rate in % (Group)





Notable leases | H1 2016

	Location	Property	Approximate rental floor space
Contract renewals			
	Basel	Freie Strasse 68	300 m ²
	Lucerne	Weggisgasse 20 / 22	1 300 m ²
	Oberbüren	Buchental 2	3 150 m ²
	Zug	Zählerweg Opus 1 / 2	2 100 m ²
	Zurich	Josefstrasse 53 / 59	900 m ²
New leasing agreements			
	Petit-Lancy	Route de Chancy 59	1 600 m ²
	Vernier	Patio Plaza	900 m ²
	Winterthur	Theaterstrasse 17	2 000 m ²
	Zurich	Manessestrasse 85 / 87	1 300 m ²
	Zurich	Flurstrasse 55 / Medienpark	3 000 m ²



Key portfolio figures

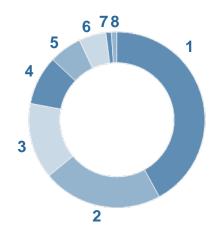
PORTFOLIO BY REGION

Fair value as at 30.06.2016 [30.06.2015]

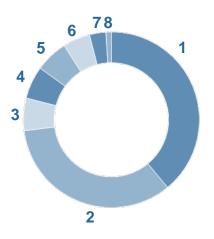
PORTFOLIO BY TYPE OF USE

Net rental income as at 30.06.2016 [30.06.2015] | Real Estate business field

1 Zurich	<mark>42%</mark> [41%	,]
2 Geneva	22% [22%	,]
3 Northwestern Switzerland	14% [15%	- ,]
4 Berne	9% [9%	,]
5 Central Switzerland	6% [6%	- ,]
6 Eastern Switzerland	5% [5%	,]
7 Southern Switzerland	1% [1%	,]
8 Western Switzerland	1% [1%	,]
		_



40%	[39%]
33%	[33%]
6%	[5%]
6%	[6%]
6%	[5%]
5%	[6%]
3%	[4%]
1%	[2%]
	33% 6% 6% 6% 5% 3%

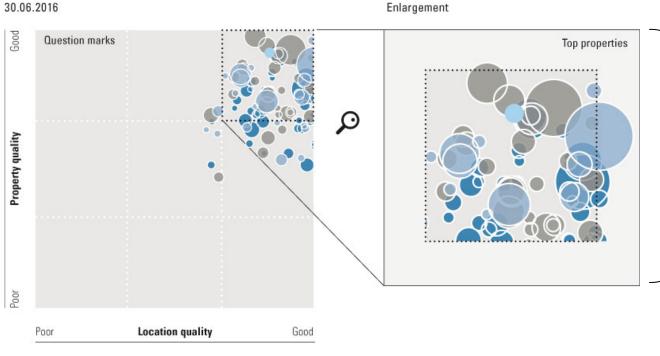


Largest external tenants Annual rent | Real Esate business field

30.06.2015	Share in %	30.06.2016	Share in %
Соор	6.6	Соор	6.4
Migros	5.0	Migros	4.9
Swiss Post	4.1	Swisscom	3.4
Swisscom	3.7	Swiss Post	2.9
Inditex S.A.	2.8	Zurich Insurance Company Ltd.	2.7
Top five	22.2	Top five	20.3



Portfolio quality 30.06.2016 Market matrix¹



78.4% of the real estate portfolio is rated as top properties

- Properties with office use > 60%: fair value > CHF 20 million
- Properties with retail use > 60%: fair value > CHF 20 million
- Properties with mixed use: fair value > CHF 20 million

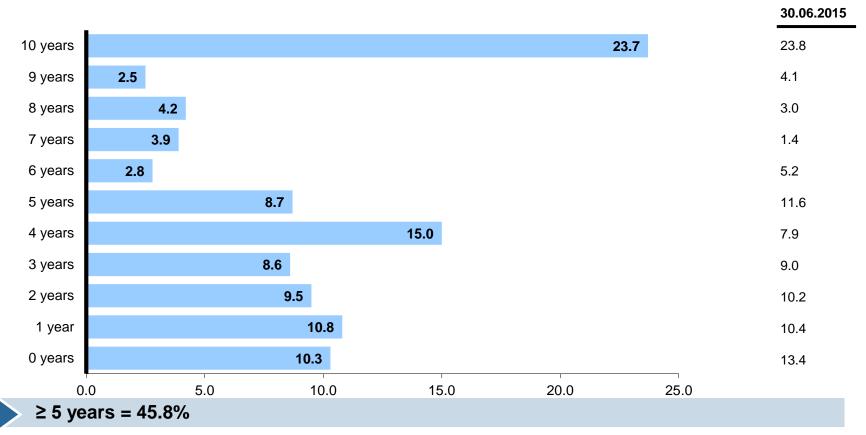
Source: Wüest & Partner AG

1 Basis: Fair value



Contractual end of rental relationship

Real Estate business field | in % of net rental income as at 30.06.2016





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DIVESTMENTS / ACQUISITIONS

H₁ 2016

Divestment (after balance sheet date)

GENEVA RUE DE RIVE 3



Fair value Sales prcie CHF 33 000 000 CHF 43 300 000

Acquisitions

BAAR ZUGERSTRASSE 57



- > Utilisation: Partners Group headquarters
- > Office floor space: approx. 8 400 m²
- > Total area: 6 029 m² > Occupancy rate: 100%
- > Acquisition as at: 11.05.2016

LUCERNE LANGENSANDSTRASSE 23



- > Utilisation: shopping centre with approx. 23 shop units
- > Retail floor space: approx. 6 600 m²
- > Total area: 18 513 m²
- > Occupancy rate: 100%
- > Acquisition as a: 25.05.2016

Acquisition price in CHF

63.0 million

Acquisition price in CHF

52.5 million



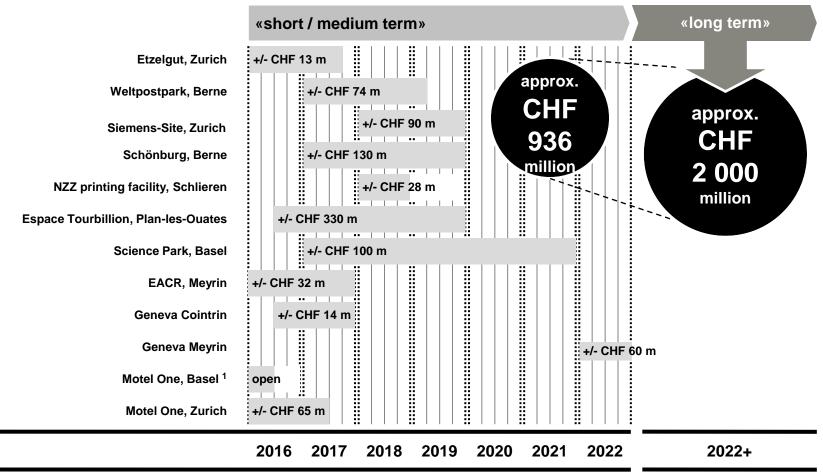
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PROJECT PIPELINE





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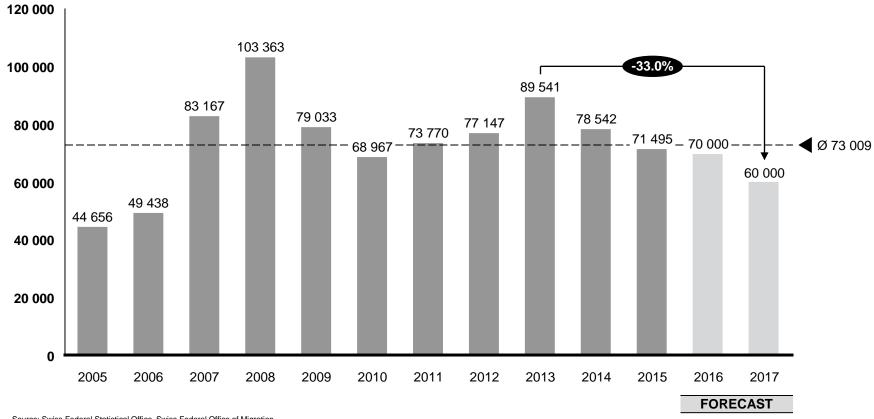
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REAL ESTATE MARKET

Net migration of permanent foreign resident population

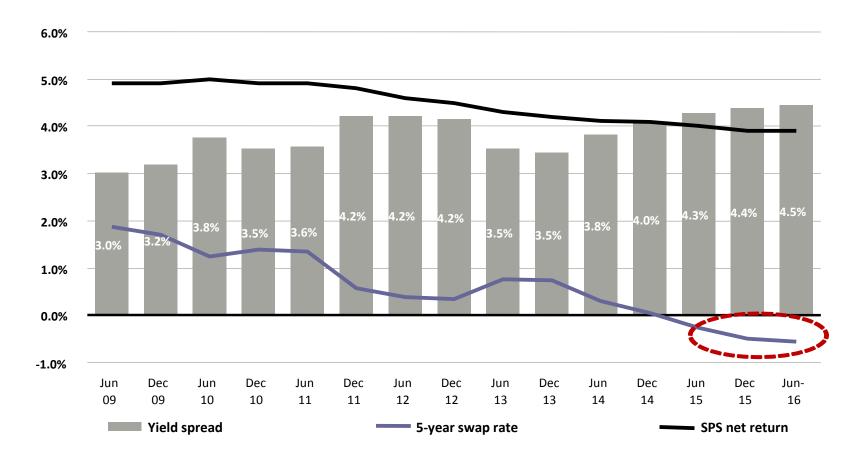


Source: Swiss Federal Statistical Office, Swiss Federal Office of Migration Forecast, Credit Suisse, 07.06.2016



REAL ESTATE MARKET

Yield spread Swiss Prime Site net return versus swap rates



Source: Swiss Prime Site, Bloomberg



REAL ESTATE MARKET

Influencing factors and effects on the business fields

REAL ESTATE

······ Office properties ······

- > The momentum in expansion of the supply of floor space is diminishing
- > Vacancy management is becoming a key issue
- > The number of redevelopments, modernisations and modifications is increasing
- >"A" locations continue to attract demand

····· Retail properties ·····

- > Online trade is growing steadily
- > Shopping tourism is hovering at a high level
- > "A" locations situated in first-class urban areas remain attractive
- > "B" and "C" locations are facing increasingly adverse conditions

····· Real estate servcies ·····

- > Digitalisation is growing in the sector
- > Big data offer opportunities
- > The trend toward outsourcing of PM and FM activities is rising
- > Complexity of ownership is increasing with regard to acquisitions, planning, construction, operations and property revitalisation

ASSISTED LIVING

- > Demand for assisted living is rising due to increasing ageing of society
- > Geriatric care serves as differentiating feature
- > Tightening regulatory requirements and restrictive approval practices are posing significant challenges
- > Financing problems at the community level are creating potential for PPP¹ models

RETAIL

- > International department store concepts (multi-brand shopping destinations) harbour a promising future
- > Digitalisation is spreading while M- and E-commerce are expanding
- > Multi-channel concepts are proliferating
- > Specialisation coupled with an accentuated services component instead of discount
- > The significance of "shoppertainment" is growing

Source: Swiss Prime Site estimates ¹ private public partnership



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OUTLOOK

Focus in 2016

STRATEGY

- > Continuation and strengthening of the innovative business model
- > Ensuring an attractive dividend policy
- > Identification of new growth opportunities

REAL ESTATE PORTFOLIO

- > Constant optimisation of vacancy management
- > Focusing on modernisation and redevelopment projects
- > Continuing active and value-oriented portfolio and management

PROJECT PIPELINE

- > Intensifying development projects
- > Ensuring additional rental income through project executions
- > Focusing on projects in the Assisted Living business field

FINANCES

- > Gradually reducing financing costs amid low interest rate environment
- > Maintaining an equity ratio of +/- 45%
- > Ensuring a balanced debt ratio and maturity profile

MANAGEMENT OF BUSINESS FIELDS

- > Exhausting the potential for earnings and growth in the business fields
- > Identifying and realising Group-wide synergy potential
- > Pursuing sustainable development



OUTLOOK

Outlook for 2016

Rental income	above previous year's level	
Operating income	above previous year's level	
Vacancy rate	6% - 6.5%	
Estimated distribution	CHF 3.70 per share	



OUTLOOK

Financial calendar

	Date	Place
Media release: first-third quarter results	November 2016	n.a.
Annual Report as at 31.12.2016 Financial results press conference	2 March 2017	Zurich
Annual General Meeting financial year 2016	11 April 2017	Olten

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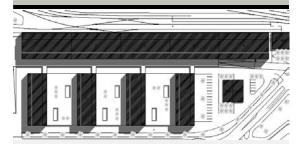
APPENDIX

> Selected project pipeline



SELECTED PROJECT PIPELINE (1/4)

BASEL. SCIENCE PARK HOCHBERGERSTRASSE 60



Expansion of Science Park near existing Business Park, Basel

- >Usable floor space: approx. 35 000 m2
- >Utilisation: office/laboratory
- >Preliminary project until Sept. 2016
- >Building application by Feb. 2017
- >Planned execution period: 2017 -2021, (in phases)

Investment volume in CHF

approx. 100.0 million

BERNE, WELTPOSTPARK WELTPOSTSTRASSE 1-3



Site development on land lease parcel, 31 074 m2

- >Usable floor space: approx. 14 200 m²
- >Residential building complex with roughly 170 apartments¹
- >Master plan in Swiss parliament, referendum in Nov. 2016, building application in parallel in autumn 2016

investment volume in CHF

approx. 74.0 million

1 1/3 condominiums, 1/3 rental apartments and 1/3 moderately priced residential units

BERNE, SCHÖNBURG **VIKTORIASTRASSE 21**



Modification project into a residential and hotel complex with approx. 150 apartments and 3*business hotel

- >Usable floor space: approx. 23 900 m²
- >Preliminary project completed
- >Building application end-August 2016
- >Execution period: spring 2017 to end-2019

investment volume in CHF

approx. 130.0 million



SELECTED PROJECT PIPELINE (2/4)

MEYRIN, EACR CH. DE RIANTBOSSON



New construction retail/commercial centre

- >Floor space: +/- 6 320 m² above ground
- >Leasing: 58% at construction start date (100% of retail space)
- >Marketing of commercial / office space with SMEs target group
- >Legally valid building permit
- >Construction start date: mid-July 2016
- >Execution period: 2016 to begin 2018

Investment volume in CHF

approx. 32.0 million

GENEVA COINTRIN ROUTE DE PRÉ-BOIS 2A



New construction of services building, 2 630 m2

- >Usable floor space: approx. 2 630 m² above ground
- >Marketing of flexible, turn-key floor space for SMEs
- >Legally valid building permit
- >Planned execution period: mid-2016 to end-2017

Investment volume in CHF

approx. 14.0 million

GENEVA MEYRIN ROUTE DE PRÉ-BOIS 2B



Building land share «Grand Project VMA»

- >Total project approx.112 000 m² including communal pool; SPS share approx. 28 000 m² in prime location
- >Utilisation: services, retail / shopping centre, hotel
- >Regulatory planning preliminary enquiry submitted in July 2016
- >Execution: 2022+

Investment volume in CHF

approx. 60.0 million



SELECTED PROJECT PIPELINE (3/4)

PLAN-LES-OUATES «ESPACE TOURBILLON»



New construction of multi-functional, modular industrial and commercial park

- >Total floor space approx. 100 000 m²
- >Advance leasing: solid negotiations for roughly 40% of phase 1
- >Legally valid building permit
- >Execution period: begin 2017 to 2019 (phase 1)

Investment volume in CHF

approx. 330 million (phase 1)

SCHLIEREN NZZ PRINTING FACILITY



Conversion of NZZ printing facility into innovative urban education centre

- >Usable floor space approx. 24 000 m²
- >Feasibility clarification and floor space specifications as well as review of total site potential underway
- >Dialog with potential tenants
- >Planned execution period: 2018

Investment volume in CHF

approx. 28.0 million

ZURICH SIEMENS SITE



New construction of innovative services building (service providers, creative firms and firms in manufacturing sector)

- >Usable floor space approx. 20 000 m²
- >Site development strategy defined
- >Project development process "lean construction" (novelty in Switzerland)
- >Building application target Q3/Q4 2016
- >Execution period: 2018 to 2019

Investment volume in CHF

approx. 90.0 million



SELECTED PROJECT PIPELINE (4/4)

Current projects

ZURICH, MOTEL ONE BRANDSCHENKESTRASSE 25



Redevelopment of office property into a hotel with 397 rooms

- >Usable floor space: approx. 13 000 m2
- >Tenant: Motel One
- >Construction activities are proceeding according to plan
- >Design of courtyard in planning
- >SRF ECO contribution in Sept. 2016
- >Opening: 01.07.2017

Investment volume in CHF

approx. 65.0 million

ZURICH ETZELGUT



Reconstruction project for a Perlavita geriatric care facility with 52 rooms

- >Usable floor space: 2 287 m2
- >Construction activities are proceeding according to plan
- >Transfer to operator: 16.10.2017
- >Lease start date: 01.11.2017

Investment volume in CHF

approx. 13.0 million



SWISS PRIME SITE AG

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This presentation contains statements regarding future financial and operational developments and results as well as other projections that are forward-looking or contain subjective assessments that are not historical facts. In some cases, these forward-looking statements can be identified by the use of words such as "believe", "estimate", "anticipate", "expect", "intend" and similar expressions as well as their negative equivalent. Such forward-looking statements or subjective assessments (hereafter referred to as "forward-looking statements") are based on expectations, estimates and assumptions that seem to be appropriate to the Company at the time of the preparation of this presentation. However, the actual results may differ from forward-looking statements. A number of factors, such as the ability of the management to implement the business strategies of Swiss Prime Site AG, the future conditions and developments in the market in which Swiss Prime Site AG operates, or the market behavior of other market players, may differ materially from the anticipated results including the business situation, results of operations, financial condition of the Company. In addition, past trends are not indicative of any future trends.

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