

Press release**Zurich, 22 March 2017****Over-delivering on promises made during IPO - Strong increase of operating profit**

- **Significant rise in operating performance by 27% to CHF 76.4 million**
- **Revenue increased by 3% to CHF 162 million**
- **Property portfolio value up to CHF 981 million based on remarkable revaluations gains**
- **Low vacancy rate relative to the sector at 3.7%**
- **Real Estate Services with revenue growth of 4% to CHF 136 million**
- **Optimised financing structure with full impact in 2017 and beyond**
- **Executive Board strengthened by addition of experienced Real Estate Services managers**
- **Dividend payment of CHF 2.35 per share proposed**

In its first half-year as a listed company Investis has progressed as planned. The proceeds from the IPO were used to make some attractive investments and highly promising acquisitions. Investis acquired the minority stake in Investis Patrimoine SA and took over facility management company Clim-Assistance SA. In 2016 Investis achieved a solid result. It was able to further enhance its position as the leading company for residential properties in the Lake Geneva region, and as a provider of real estate services throughout Switzerland.

Significant rise in operating profit – sustainable revenue growth

Investis increased its revenue by 3% to CHF 162 million in 2016 (prior year: CHF 157 million). The Properties and Real Estate Services segments both contributed to this growth. As expected, operating expenses rose accordingly. In particular, personnel reinforcements at Property and Facility Management, and the strengthening of Corporate, had an impact on reported costs. Significantly higher valuation gains of CHF 46.6 million were recorded in the existing portfolio thanks to the 1.1% increase in like-for-like rental income and continuing lower interest rates. Overall, Investis increased its operating profit (EBIT) by 27% to CHF 76.4 million (PY: CHF 60.2 million).

In order to optimise its financing structure and to benefit from the current attractive conditions on the capital market, Investis successfully issued a CHF 100 million fixed-rate bond with a coupon of 0.55% and a tenor of five years. The proceeds were used to repay mortgages. As a consequence, some interest rate swaps were terminated prematurely, resulting in settlement payments of CHF 5.9 million, while the remaining swaps were recognised in the financial statements. Due to these additional swap costs, financial expenses increased to CHF 19.7 million (PY: 7.7 million). Weighted average interest costs were reduced by 0.2% to 2.0% (PY: 2.2%). The effective tax rate amounted to 23% (PY: 17%). Net profit stood at CHF 45.1 million, slightly above the prior year (CHF 44.6 million). Net asset value (NAV) per share excluding deferred taxes with regard to investment properties rose to CHF 54.85 (PY: CHF 52.93).

Stéphane Bonvin, founder and CEO of Investis, said: "Investis has proved itself as a listed company and has implemented the current growth strategy as planned. The solid results underscore the reliability of our business model, which is based on the two segments Properties and Real Estate Services. The attractive property portfolio in the Lake Geneva region, which is being further optimised by strategic investments, provides a very solid earnings base. In the Real Estate Services division, highly promising growth prospects are opening up as part of the ongoing consolidation. In both these segments we have made effective use of opportunities for sustainable growth and have further improved the market position of Investis."

Higher revaluation gains strengthen focus on Lake Geneva region

Rental income rose by 3% to CHF 41.9 million (PY: CHF 40.8 million), while direct expenses fell to just over 30% (PY: 36%) thanks to a reduced need for renovation works and a continuing increase in cost effectiveness.

Investis has developed its property portfolio effectively, investing a total of CHF 88 million in buying new properties with a gross yield of above 5% and completing the construction of two new investment properties. At the same time, it has made strategic sales, securing a gain on disposal of CHF 3.0 million. Significant revaluation gains of CHF 46.6 million (PY: CHF 31.0 million) reinforce the Group's focus on residential properties in prime locations in the Lake Geneva region, as well as on rental activities and active portfolio management. The Properties segment reported an operating profit (EBIT) of CHF 76.7 million, an increase of 35% over the prior year (CHF 56.9 million).

Purchases and revaluation gains led to an increase in the value of the property portfolio to CHF 981 million (PY: CHF 857 million). At the end of the year the portfolio comprised 136 properties with 2,334 residential units.

The annualised full occupancy property rent as at 31 December 2016 rose to CHF 46.9 million. The vacancy rate stood at 3.7%, which is slightly higher than a year ago, though still very low for the sector. The increase is attributable to properties acquired or completed in the year under review which were not yet fully rented, as well as to the total overhaul of one building.

Further growth potential in the Real Estate Services segment

The Real Estate Services segment reported a positive performance with an increase in revenue of 4% to CHF 136 million (PY: CHF 131 million). This growth was driven by Property Management and Facility Management services, while Construction Management saw a decline in revenue. Property Management – the strongest revenue pillar, contributing 56% of the total – increased its revenue in 2016 by 4.3% thanks to newly gained mandates, which also entailed initial costs. The rents under management by Property Management rose by CHF 200 million to CHF 1.58 billion. Revenue at Facility Management (share of revenue: 32%) rose by 7.9%, mainly due to the expansion of complementary services. By contrast, Construction Management (share of revenue: 12%) reported a decline in revenue of 10.6%. The larger overall business volumes also called for additional resources, hence the rise in headcount to 1,132 employees and the 9% increase in associated personnel expenses. These higher expenses

led to a decline in the Real Estate Services segment's operating profit (EBIT) to CHF 3.9 million (PY: CHF 6.2 million).

Investis aims to exploit the growth potential of the Real Estate Services segment more systematically in future by concentrating on its Property and Facility Management services. Construction Management as a general contracting service will no longer be offered. This will reduce risk and increase the operating margins.

Investis acquired the company Hauswartprofis AG in January 2017. Hauswartprofis is a respected and established brand that will bring additional experience and expertise to Facility Management. With this acquisition, Investis is gradually implementing its growth strategy in the Real Estate Services segment and expanding its market position.

Successful and efficient refinancing – very solid balance sheet – dividend payout of CHF 30 million

Investis made use of the attractive conditions on the capital market and investors' great trust and confidence to further optimise its financing structure. After the successful capital increase during the IPO in June, a five-year bond was issued to reduce mortgage financing. As a consequence of the new financing strategy, some swaps were terminated prematurely in 2016 and the designated purpose of the remaining swaps was changed from hedging to trading. The negative fair value of CHF 6.6 million (volume of CHF 72.5 million) was recognised in the financial statements.

Total assets increased by 12% to CHF 1.1 billion. 89% of assets are tied to the property portfolio, and the Loan-To-Value (LTV) decreased to 33%. Provisions for deferred tax liabilities were CHF 146 million (+9.8%). The equity ratio at the end of 2016 was a comfortable 50.7% (PY: 43.4%), attesting to the financial stability of Investis. The Group's financing policy remains conservative.

As announced, a dividend payment of CHF 30.08 million, or CHF 2.35 per share, will be proposed to shareholders at the Annual General Meeting on 27 April 2017. This corresponds to a payout ratio of 68%.

Broadening of capabilities thanks to an expanded Executive Board

To support the growth strategy in the Real Estate Services segment, the Board of Directors has decided to broaden the Executive Board's skill base. With effect from 1 April 2017, Dieter Sommer (CEO of Privera since 2014) and Walter Eberle (CEO of Hauswartprofis since 2009 and CEO of Treos since January 2017) will join and strengthen the Executive Board. Management of the Real Estate Services segment will be spread across the two activities Property Management and Facility Management. Dieter Sommer will head Property Management services and Walter Eberle will be responsible for Facility Management services.

Catherine Dubey, who has made a major contribution to the successful development of the Real Estate Services segment in recent years, will now concentrate on development activities in the Properties segment, and will therefore be stepping down from the Executive Board. The Board of Directors and

Executive Board would like to thank Catherine Dubey for her great commitment and enthusiasm in developing the Real Estate Services segment.

Property market remains very attractive

In 2016, Switzerland's property market was affected by a negative interest rate environment and a slight uptick in the Swiss economy. Thanks to persistently low interest rates, property continues to be a very popular investment; as a result, property prices are going up and yields are falling. Although the Swiss economy rallied a little, office and retail properties are still having to combat high vacancy rates, in part because of the ever-increasing share of shopping done online. Residential property, by contrast, continues to enjoy lively demand, especially in the major urban centers. These market developments vindicate the strategy and investment policy pursued by Investis. With a portfolio made up primarily of residential properties in attractive locations close to Lake Geneva, demand continues to be high, so vacancy rates remain low.

In the real estate services business, pressure on margins intensified further, though the trend towards digitalisation offers major opportunities here. Automation can make internal processes faster and more efficient, leaving employees to focus more on customer support and property-related services. The Investis Group identified this structural change long ago, and is committed to ever-greater digitalisation within the property sector.

With its business model, its strategy and its investment policy, Investis is very confident that it remains well positioned in a challenging market environment.

Outlook

The accelerated dynamics resulting from the listing will continue to invigorate the Group's growth strategy in 2017. Sustainable increases in revenue are expected in all areas of activity. However, discontinuation of the Construction Management activity as a general contracting service will have a negative impact on revenue, but will have a positive impact on the EBIT margin.

The acquisition of Hauswartprofis AG will also contribute to revenue growth in the Real Estate Services segment. Investis will continue to optimise the Group, particularly with regard to financing. In February 2017 another bond of CHF 140 million with a coupon of 0.25% and a tenor of two years was placed to pay off mortgages.

In view of the current progress and good market positioning in both segments, we expect our solid business performance to continue in the 2017 financial year. Our medium-term targets remain unchanged.

Reporting

The comprehensive annual report 2016 can be found on <https://ar16.investisgroup.com> or on our website www.investisgroup.com under Investors / Reporting.

A conference on the annual report for media representatives and analysts will be held today at 10 am in English and will be hosted by Stéphane Bonvin (CEO) and René Häsler (CFO). The presentation for this conference is available as of 7.00 am on our website under Investors / Reporting (<https://www.investisgroup.com/nc/en/investors/>).

The webcast of the conference is also available on our website at www.investisgroup.com.

Agenda

27 April 2017	ordinary Annual General Meeting 2017
31 August 2017	Publication of the half-year results 2017

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About Investis Group

Founded in 1994, Investis Group is a leading residential property company in the Lake Geneva region and a national real estate services provider active in the two synergetic segments of Properties and Real Estate Services. The portfolio of Investis Properties consists almost exclusively of residential properties located in the Lake Geneva region and was valued at CHF 981 million as at 31 December 2016. Investis Real Estate Services is active throughout Switzerland with well-known local brands. For further information, visit www.investisgroup.com

SELECTED KEY FIGURES

Investis financial key figures		31.12.2016	31.12.2015
Revenue	CHF 1,000	161,916	157,371
EBITDA before revaluations/disposals	CHF 1,000	28,695	29,886
EBIT	CHF 1,000	76,369	60,208
Net profit	CHF 1,000	45,077	44,569
Funds From Operations (FFO) ¹⁾	CHF 1,000	17,844	20,483
Total assets			
Total assets	CHF 1,000	1,099,750	984,451
Mortgages and bonds	CHF 1,000	325,572	336,105
Share capital	CHF 1,000	1,280	1,000
Total shareholders' equity	CHF 1,000	557,570	427,411
Equity ratio		50.7%	43.4%
Number of employees			
Headcount (as at period end)		1,146	1,082
Ø FTE (full-time equivalents, average over the period)		902	855

1) FFO is defined as cash flow from operating activities + investments in properties held for sale + interest received less interest paid

Data per share		31.12.2016	31.12.2015
Share ratios			
Share capital	CHF 1,000	1,280	1,000
Number of registered shares issued/outstanding	Number	12,800,000	1,000,000
Nominal value per share	CHF	0.10	1.00
Share data			
NAV per outstanding share ¹⁾	CHF	43.48	39.69
NAV per outstanding share not including deferred tax with regard to investment properties ²⁾	CHF	54.85	52.93
Earnings per share (basic/diluted) ³⁾	CHF	3.88	4.16
Gross dividend ⁴⁾	CHF	2.35	
Dividend yield ⁴⁾		4.1%	
Payout ratio ⁴⁾		68.0%	
Share price			
Share price – high	CHF	61.95	
Share price – low	CHF	53.00	
Share price as at year-end	CHF	57.00	
Average number of shares traded per day	Number	9,094	
Market capitalisation at year-end	CHF 1,000	729,600	

- 1) In order to enhance comparability, the number of shares as of 31.12.2015 reflects the number of shares of Investis Holding SA when it was incorporated on 7 June 2016. The number of shares of Investis Investments SA (formerly Investis Holding SA) as at 31 December 2015 amounted to 1,000,000 shares, resulting in a NAV per share of CHF 396.85.
- 2) In order to enhance comparability, the number of shares as of 31.12.2015 reflects the number of shares of Investis Holding SA when it was incorporated on 7 June 2016. The number of shares of Investis Investments SA (formerly Investis Holding SA) as at 31 December 2015 amounted to 1,000,000 shares, resulting in a NAV per share, not including deferred taxes with regards to investment properties, of CHF 529.27.
- 3) In order to enhance comparability, the number of shares as of 31.12.2015 reflects the number of shares of Investis Holding SA when it was incorporated on 7 June 2016. The number of shares of Investis Investments SA (formerly Investis Holding SA) as at 31 December 2015 amounted to 1,000,000 shares, resulting in earnings per share of CHF 41.59.
- 4) Intended distribution per share in accordance with the proposal to the Annual General Meeting of 27 April 2017.

INVESTIS GROUP
ANNUAL REPORT 2016

Properties key figures		31.12.2016	31.12.2015
Residential investment properties	CHF 1,000	841,961	745,866
Commercial investment properties	CHF 1,000	113,129	81,045
Investment properties under construction	CHF 1,000	64	3,507
Undeveloped plots of land	CHF 1,000	7,328	12,235
Properties held for sale	CHF 1,000	18,141	14,116
Total property portfolio	CHF 1,000	980,622	856,769
Total buildings		136	124
Total residential units		2,334	2,220
Gross LTV		33%	39%
Like-for-like rental growth		1.1%	3.4%
Average discount rate		3.7%	4.0%
Vacancy rate		3.7%	3.3%
Annualised full occupancy property rent	CHF million	46.9	41.2
Annualised property rent	CHF million	45.2	39.8
Revenue	CHF 1,000	41,852	40,760
EBITDA before revaluations/disposals	CHF 1,000	27,293	25,011
EBIT	CHF 1,000	76,679	56,906
Real Estate Services key figures		31.12.2016	31.12.2015
Rents under management	CHF billion	1.58	1.38
Revenue	CHF 1,000	136,094	131,256
of which property management		56%	55%
of which facility management		32%	31%
of which construction management		12%	14%
EBIT	CHF 1,000	3,892	6,201
EBIT margin		2.9%	4.7%

CURRICULUM VITAE

DIETER SOMMER

*Head of Property Management,
Member of the Group Executive Board (as of 1 April 2017)*



Dieter Sommer has extensive experience in the real estate sector and has been the CEO of Privera AG, a subsidiary of Investis, since 2014. Before joining Privera, he put his proven real estate expertise to good use during his eight years with a Swiss real estate services company, where he served as Head of Management and member of the Executive Board. Between 2001 and 2005, he worked for UBS Fund Management Switzerland AG as Asset Manager Real Estate and Portfolio Manager and was also responsible for the UBS SIMA real estate fund. He also worked for two well-known regional real estate companies between 1992 and 2001. He holds a Swiss Federal Real Estate Agents Diploma as well as an Executive Master of Business Administration EMBA.

WALTER EBERLE

*Head of Facility Management,
Member of the Group Executive Board (as of 1 April 2017)*



Walter Eberle has been CEO of Treos AG since January 2017 and CEO of Hauswartsprofis AG since 2009, two subsidiaries of Investis. Between 2009 and 2016, he professionally and successfully ran and owned Hauswartsprofis. He has extensive experience and expertise in facility management. Prior to this, he was Managing Director of investment company Robinvest AG. Between 2003 and 2007, he was the Secretary General of the Federal Department of Justice and Police in Berne, after having served as general secretary for the EMS Group between 1991 and 2003. He began his career with vocational training in book printing, which he followed up with a range of additional training courses.