

GROUP OVERVIEW

Profile	07
Report to shareholders	10
Milestones	14
Strategy	15
Properties	17
Real Estate Services	20
People	24
Share information, bond information	26

PROFILE

Unique residential property company with a nationwide real estate services business

Founded in 1994, Investis Group is a leading real estate company in the Lake Geneva region and a national real estate services provider active in the two segments of **Properties** and **Real Estate Services**. The portfolio of Investis consists almost exclusively of residential properties with apartments in the mid-price segment in the Lake Geneva region. Investis Real Estate Services is active throughout Switzerland with well-known local brands. The Group has been listed on SIX Swiss Exchange in Zurich since June 2016.



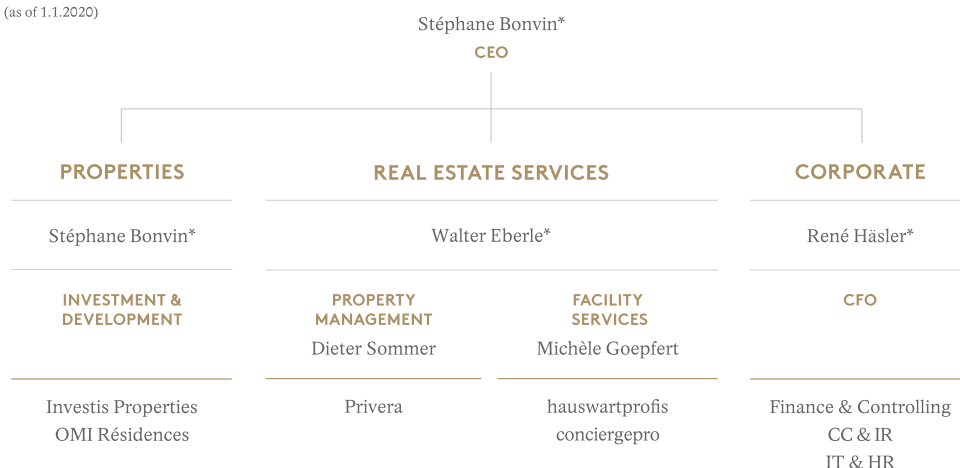
HIGHLY ENTREPRENEURIAL MANAGEMENT

Investis is characterised by a lean structure and a highly entrepreneurial and experienced management. As of 1.1.2020, the Executive Board consists of the following management team:



Walter Eberle (Head Real Estate Services), Stéphane Bonvin (CEO), René Häsler (CFO)

(as of 1.1.2020)



* Member of the Executive Board

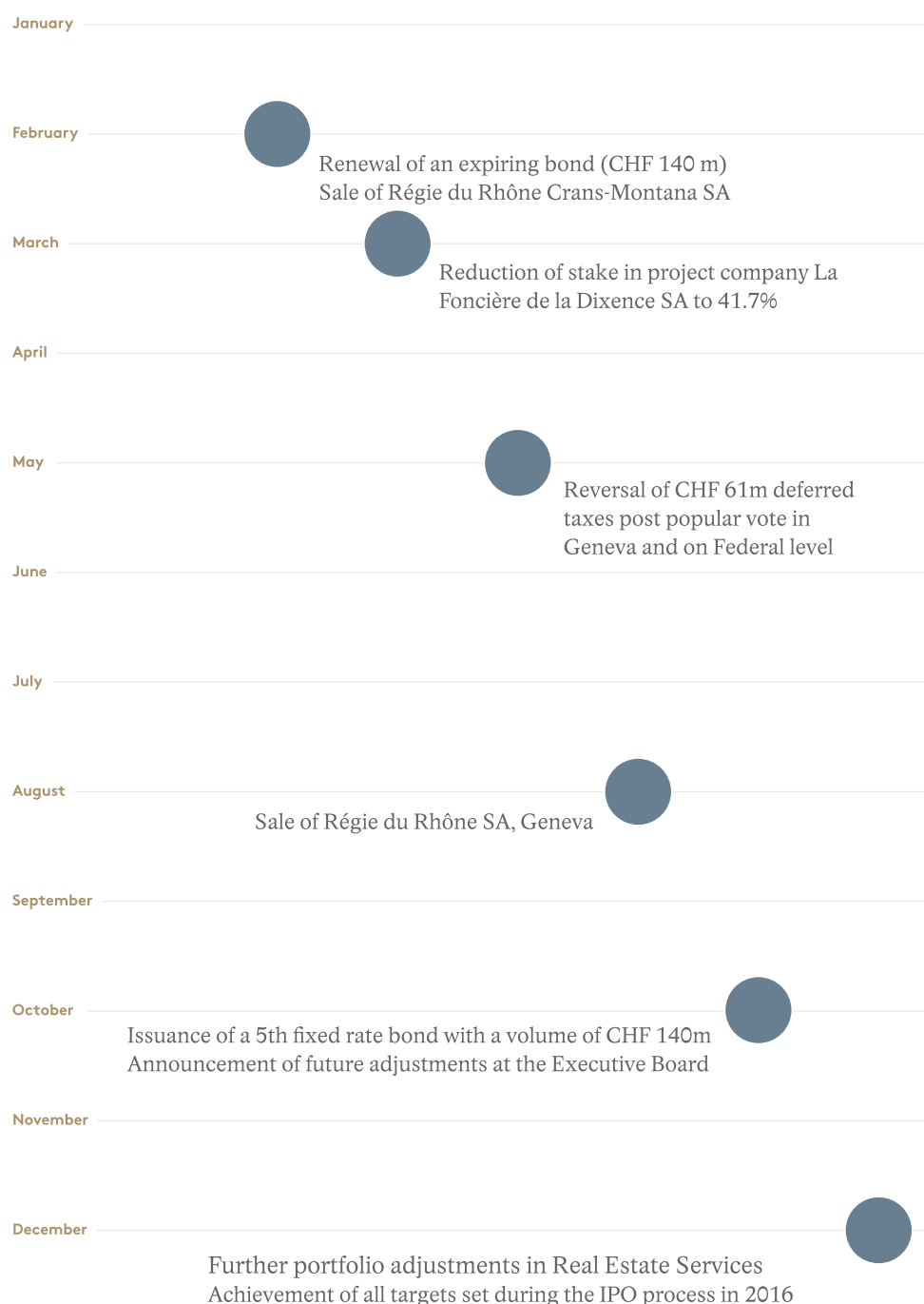
FUNDAMENTAL BUSINESS STRENGTHS

INVESTIS' VALUE PROPOSITION

PROPERTIES	REAL ESTATE SERVICES
Pure Swiss player	
Stable financing and financial flexibility to take advantage of market opportunities	
Established position with high barriers to entry and differentiated success factors	
Highly entrepreneurial management with a track record of value creative growth	
Attractive and stable return profile	
Largest listed residential portfolio in the Swiss market	Nation wide service with own local offices in both activities
Robust and well-maintained portfolio focused on the Lake Geneva region – first class location quality	Top-tier Property Management activity with largest diversified customer base of institutional clients
Low vacancy rates	Leading Facility Services activity with focus on residential buildings
Value creation through execution on rent upside potential	Digitalisation leads to greater efficiency – enhanced quality and innovative products

HIGHLIGHTS 2019

Excellent operating performance – achievement of all targets set during IPO in time



REPORT TO SHAREHOLDERS

Excellent result – all IPO objectives achieved ahead of time

Dear Shareholders
Dear Sir or Madam

Investis can look back on an excellent year. The Properties segment saw a further organic increase in rental income and expanded its portfolio through targeted investments in prime locations. Meanwhile, the plan to concentrate the Real Estate Services segment on two brands was completed successfully, and the segment established its profitability in the high single-digit range. The overall net profit of CHF 173 million can be attributed to an excellent operational performance, a positive one-off effect from the implementation of the tax reform in Canton Geneva (TRAF), disposal gains and revaluation effects. Net asset value (NAV) per share excluding deferred taxes with regard to properties increased considerably to CHF 67.61 (previous year: CHF 59.59).



INVESTIS INCREASES PROFITABILITY OF BOTH SEGMENTS

Revenue came to CHF 188 million in 2019 (previous year: CHF 197 million). The decrease is due to sales made during the year and to further streamlining of mandates in the Real Estate Services segment. EBITDA before revaluations and disposal gains rose by a healthy 17% to CHF 46.7 million (CHF 39.7 million). Including revaluations and gains from disposals, as well as gains from the sale of Real Estate Services subsidiaries the EBIT was 71% higher at CHF 127.2 million (CHF 74.6 million).

PROPERTIES: RENTAL INCOME RISES TO CHF 57 MILLION

Investis posted a very good result in its Properties segment. It also made significant additional investments in the portfolio (CHF 134 million, prior year CHF 242 million). Rental income increased in the year under review by 4% to CHF 57.0 million (CHF 55.0 million), which is equivalent to a 0.4% rise (1.7%) on a like-for-like basis.

Segment EBIT was CHF 102.5 million (CHF 71.9 million). This excellent result includes revaluation effects of CHF 56.6 million as well as disposal gains of CHF 8.2 million from the sale of individual properties.

The portfolio value amounted to CHF 1,438 million at the end of the year, an increase of 6.9% (CHF 1,345 million); this is based on an annualised full occupancy property rent of CHF 61.2 million (CHF 57.7 million). The vacancy rate stayed low at 3.2% (2.9%). On the balance sheet date, the portfolio comprised 170 properties with 3,049 residential units.

REAL ESTATE SERVICES SEGMENT: IPO TARGETS ACHIEVED – CONCENTRATION ON TWO BRANDS

The Real Estate Services segment generated revenue of CHF 136.0 million, which is 8% down on the previous year's CHF 147.8 million. Both activities were streamlined and now operate under one brand each: Privera for Property Management and hauswartprofis / conciergepro for Facility Services. The disposed subsidiaries contributed revenue of CHF 20.6 million in 2019.

Property Management sold both Régie du Rhône subsidiaries. Rents under management fell to CHF 1.41 billion as a result (CHF 1.74 billion). Privera posted healthy organic growth of 2.3% for the year under review.

Facility Services streamlined its portfolio over the course of the year, selling its Synergie, Chauffage-Assistance and Clim-Assistance subsidiaries.

The Real Estate Services Segment's operating profit (EBIT) rose significantly, by 49% to CHF 11.5 million (CHF 7.7 million). The EBIT margin came to 8.4% (5.2%), surpassing the defined target.

EBIT

Thanks to higher cash flows from properties and a slightly lower weighted average real discount rate of 3.43% (6 basis points lower than previous year), revaluation gains stood at CHF 56.6 million. The sale of individual properties generated disposal gains of CHF 8.2 million (CHF 12.8 million). In addition, a gain from the disposal of subsidiaries in the Real Estate Service Segment of CHF 18.2 million was achieved. All in all, this resulted in an excellent EBIT of CHF 127.2 million (CHF 74.6 million).

FINANCIAL RESULT

Financial income came to CHF 5.8 million, a substantial rise on the prior year's CHF 0.1 million. This income includes predominately the positive impact of reducing the stake in Polytech Ventures Holding SA.

Financial expenses went up from CHF 3.9 million in the previous year to CHF 5.2 million owing to a new bond issue and the renewal of the bond that fell due in February 2019.

INCOME TAXES

Following implementation of the TRAF tax reform in Canton Geneva, CHF 61 million of deferred tax liabilities were released in May 2019. This positive one-off effect led to total net tax income for 2019 of CHF 45.0 million (previous year: tax expense of CHF 16.4 million). An average tax rate of 16% is expected for 2020.

NET PROFIT

Net profit came to an excellent CHF 172.8 million (CHF 54.4 million) and earnings per share to CHF 13.59 (previous year: CHF 4.27). Net profit excluding revaluation effects doubled to 69.5 million (CHF 35.6 million).

Net asset value (NAV) per share excluding deferred taxes with regard to properties increased year-on-year to CHF 67.61 (previous year: CHF 59.59).

VERY SOLID BALANCE SHEET – STRONGER EQUITY RATIO OF 47%

Total assets came to CHF 1.57 billion as at 31 December 2019, with a comfortable equity ratio of 47% (41%). The significant deferred tax liabilities came to CHF 127 million (previous year: CHF 178 million).

The real estate portfolio was worth CHF 1.44 billion at the end of the year (CHF 1.35 billion), giving a loan-to-value of 46% in relation to interest-bearing financial liabilities or 42% after considering the excess cash at the end of the year. In addition, all mortgages were paid back during the financial year. As of the balance sheet date, there was no third-party collateral charged against the real estate portfolio, and all promissory notes were held by Investis itself.

2020 ANNUAL GENERAL MEETING OF SHAREHOLDERS

At the AGM 2020, shareholders will be asked to approve a dividend of CHF 2.35 per share, half of which would be in the form of a repayment from capital contribution reserves. This corresponds to a pay-out ratio of 17.4%. All members of the Board of Directors and the Compensation Committee are making themselves available for re-election.

MARKET ENVIRONMENT AND OUTLOOK FOR 2020

The Swiss economy performed positively again in 2019. In the global competition to attract international companies, Switzerland – in the Lake Geneva region but also elsewhere – did well. The residential property market around Lake Geneva continued to benefit from this. Ongoing migration coupled with demographic change and a low proportion of new build properties in central locations mean there is still a strong demand for mid-market rental apartments. This is having a positive effect on the rent situation and vacancy rates. We expect only apartment rents in or close to urban centers to increase. The microlocation, especially the quality of public transportation network, is a decisive factor when choosing an apartment, i.e. city centers are benefiting from accessibility and rental preferences.

The foundations have been laid in the Real Estate Services segment for profitable business going forward. In both areas, the focus is on revenue growth coupled with profitability.

Investis plans to maintain its expansion through targeted acquisition of investment properties in attractive locations with a focus on the Lake Geneva Region.

The Board of Directors and Executive Board of Investis Holding SA would like to express their sincere thanks to our valued shareholders for the trust they have placed in us, and to our staff for their great commitment and loyalty.



Riccardo Boscardin
Chairman of the Board of Directors



Stéphane Bonvin
CEO

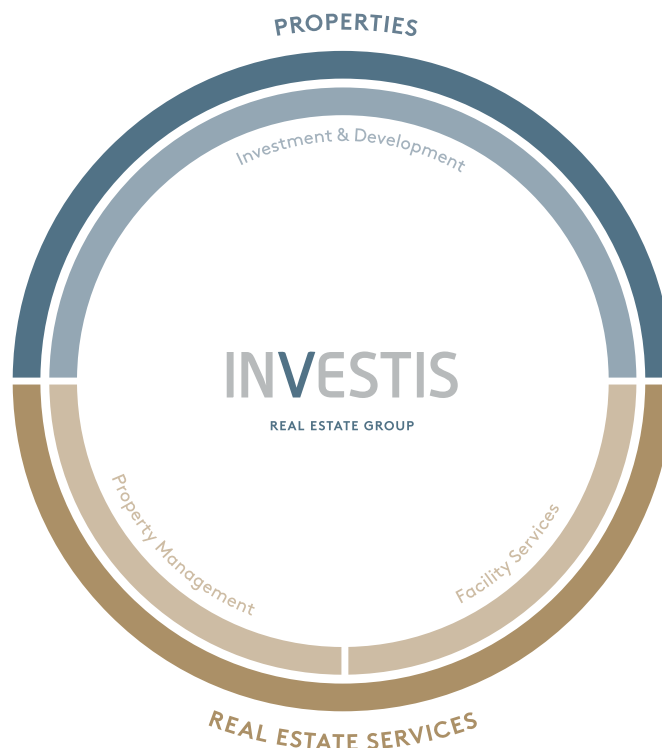
MILESTONES

Since its foundation in 1994, Investis has been driven by an entrepreneurial approach and has focused on value creation with a long-term perspective.

- **2019** Disposal of Régie du Rhône SA, Geneva and Régie du Rhône Crans-Montana SA
Further portfolio adjustments in Real Estate Services
- **2018** Acceleration of the digital transformation through selected investments in start-ups
Acquisition of two large property portfolios in Geneva
- **2017** Acquisition of Hauswartprofis AG
Investment in Polytech Ventures Holding SA (50%, today 33%)
- **2016** Entry onto the capital market on 30 June 2016 through the successful initial public offering (IPO) with an issue volume of CHF 148.4 million
Issue of a first fixed-rate bond of CHF 100 million
Acquisition of the minority stake in Investis Patrimoine SA
- **2014** Acquisition of Privera AG, Treos AG, AGD Renovationen AG. Investis Group expands its real estate services offering across the whole of Switzerland
- **2011** Entry into the real estate services market with the completion of the acquisition of Régie du Rhône SA
- **2009** The company name is changed to Investis
- **1997** Compagnie Foncière de la Cité SA acquires its first buildings in the Canton of Geneva
- **1996** Compagnie Foncière de la Cité SA acquires residential properties in the Canton of Vaud
- **1994** Foundation of Compagnie Foncière de la Cité SA

STRATEGY

Investis aims to be the market leader for residential property investments in the Lake Geneva region and for real estate services throughout Switzerland. The Company is also targeting continued successful growth with a conservative financing profile in its “**Properties**” business, as well as further expansion of its “**Real Estate Services**” business, both organically and through acquisitions, by means of the following measures:



CONTINUATION OF BUY-AND-HOLD STRATEGY THROUGH SELECTED INVESTMENTS IN THE PROPERTIES SEGMENT

Investis is keen to continue its long-term buy-and-hold strategy, and to further expand the scope of its residential property portfolio through acquisitions and selected development projects. In view of the positive demographic trend and favourable macroeconomic factors, the Group plans to maintain its focus on residential property for target customers with mid-range incomes in the Lake Geneva region, particularly in the metropolitan areas of Geneva and Lausanne.

PRESERVATION AND GROWTH OF PORTFOLIO VALUE THROUGH ACTIVE PORTFOLIO MANAGEMENT

The investment focus is on properties and projects with sustainable, attractive returns and long-term value enhancement potential. Investis seeks to preserve and increase the value of its real estate portfolio through active portfolio management. A high level of occupancy and constant cost optimisation enable value to be systematically preserved and increased. Investis is also involved in realising targeted and cost-efficient renovation projects, including optimising energy efficiency. This is in addition to construction measures such as extending rentable floor space by adding storeys, and conversions.

INCOME GROWTH THROUGH A BROAD RANGE OF REAL ESTATE SERVICES ACROSS SWITZERLAND

The Real Estate Services segment generates attractive added value for Investis and its stakeholders. The Group also seeks national recognition by offering real estate services across Switzerland. In addition, the Group intends to add further services to its Property Management and Facility Services activities.

GREATER EFFICIENCY AND ENHANCED QUALITY THROUGH DIGITALISATION

Digitalisation of internal processes permits shorter and more efficient process flows. Staff are thus free to concentrate on activities that add more value, such as advising clients. Investis also intends to push ahead with the digitalisation of client interfaces in order to improve its service offering.

SOLID FINANCING STRATEGY WITH A SOUND CAPITAL BASE

The Group is solidly financed and is targeting a gross loan-to-value ratio (LTV) of 40%. LTV is measured as the ratio of interest-bearing financial debt to portfolio value, but it does not include the value of the real estate service business. A low LTV ratio gives the company full flexibility to exploit any attractive opportunities that arise in the market. The Group continues to strive to optimise its financing structure and to use the most suitable financing sources over the long term, including opportunities presented by the capital market.

In view of this strategy and as announced at the IPO in 2016 all privileged creditors have been repaid and replaced by attractive fixed-rate bonds, traded on the SIX Swiss Exchange in Zurich, with staggered terms. Short term financing needs are covered by unsecured senior debt credit lines.

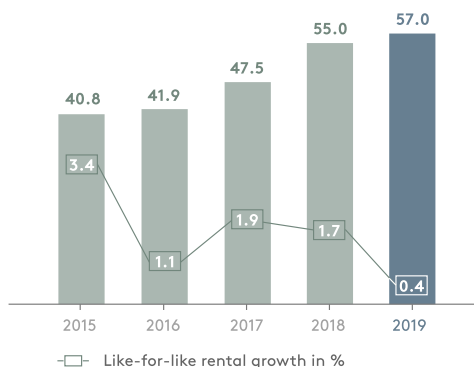
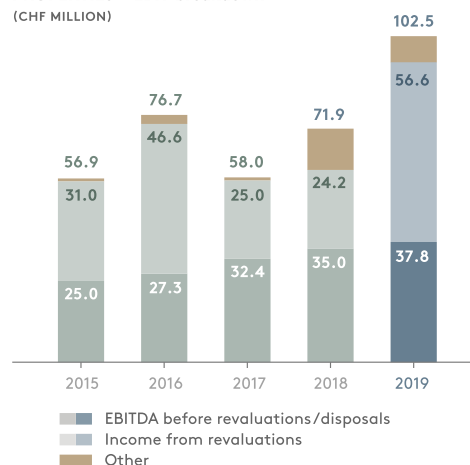
PROPERTIES

The portfolio of Investis Properties consists predominantly of residential properties located in the Lake Geneva region



Rue du Nant 30, Geneva

Investis has developed its Properties business line over 25 years. It generated revenues of CHF 57.0 million and an operating profit (EBIT) of CHF 102.5 million in 2019.

PROPERTIES – REVENUE
(CHF MILLION)PROPERTIES – EBIT breakdown
(CHF MILLION)

FOCUSED ON THE LAKE GENEVA REGION

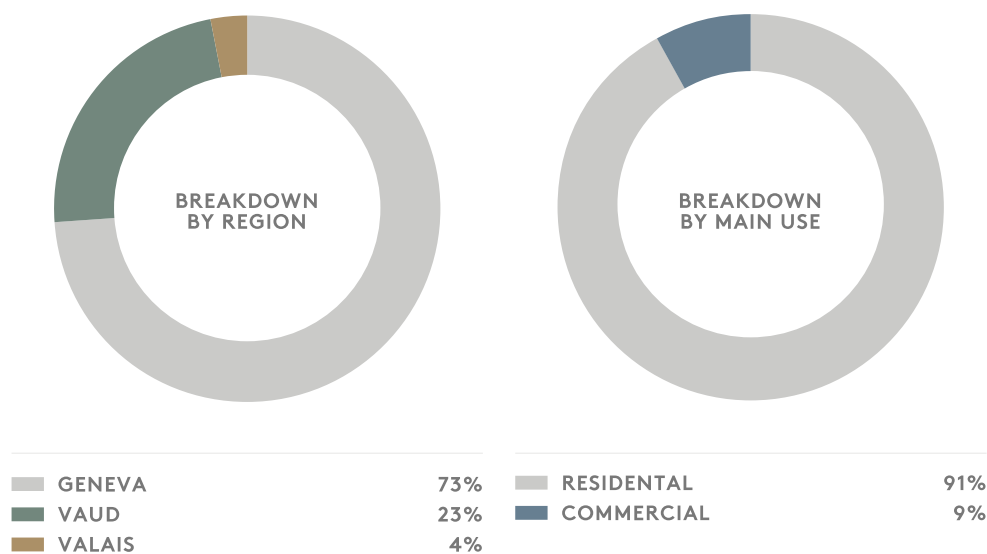
Within the Properties business segment, investing is the main activity. This consists of the ownership and development of a residential property portfolio focused on the Lake Geneva region.

The portfolio is mainly located within the Cantons of Geneva, Vaud and, to a smaller extent, Valais. In the Cantons of Geneva and Vaud, the majority of buildings are clustered around the cities of Geneva and Lausanne.

INVESTMENT PROPERTIES — MAINLY RESIDENTIAL

Based on market value and main use, 91% of the properties are used for residential purposes and 9% for commercial purposes.

The following graphs depict the geographical distribution and main use of the investment properties:



PROJECTS

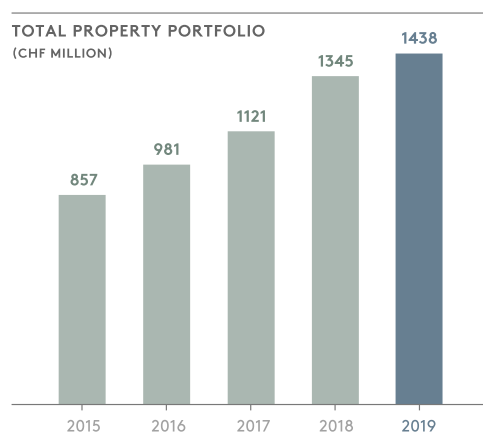
Investis carries out opportunistic developments aimed at high returns on sales. To this end, Investis selectively purchases the land, obtains the necessary construction permits, develops the properties and subsequently rents or sells them. Currently two developments are under construction and four development properties are held for sale.

SERVICED APARTMENTS

The Serviced Apartments activity consists of the operation of 88 serviced apartments under the OMI Residences brand. The apartments are mainly located in the center of Geneva.

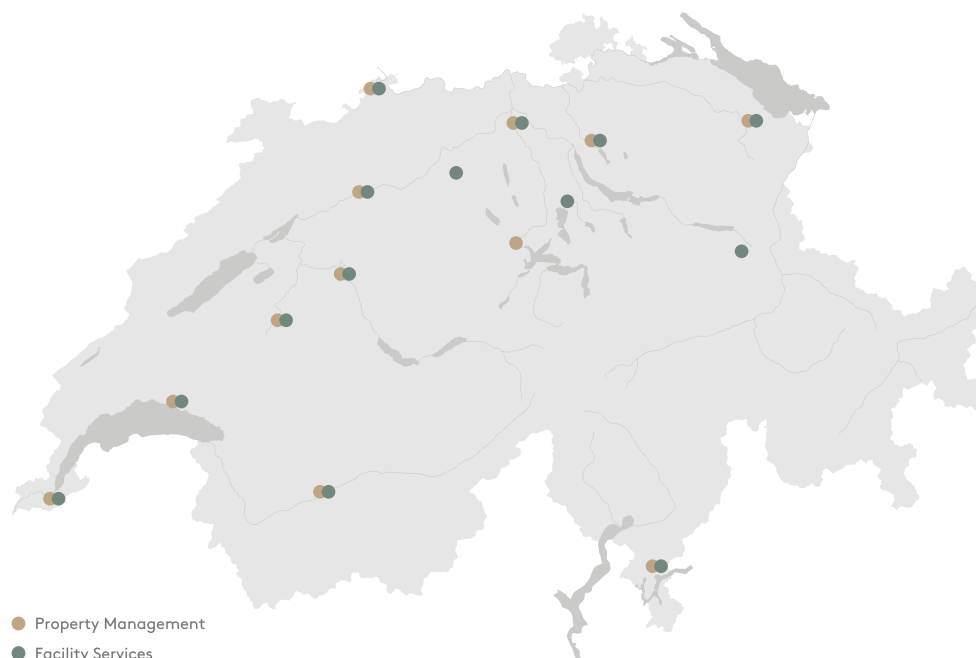
PROPERTY PORTFOLIO

The portfolio was valued at CHF 1,438 million as at 31 December 2019 and consists of 3,049 middle-income residential units in 170 buildings as well as six projects. The apartments are mostly in the mid-price segment in the Lake Geneva region. Detailed information on the properties is available on the [Company website](#) or under the [property portfolio](#) in this annual report.



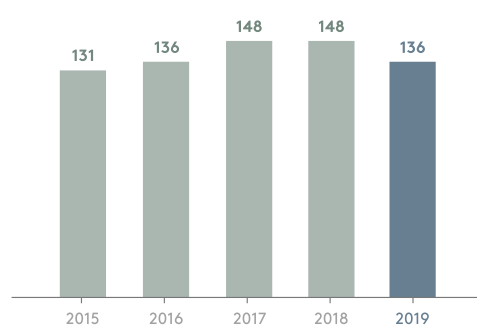
REAL ESTATE SERVICES

Investis Real Estate Services is active through well-known brands across Switzerland

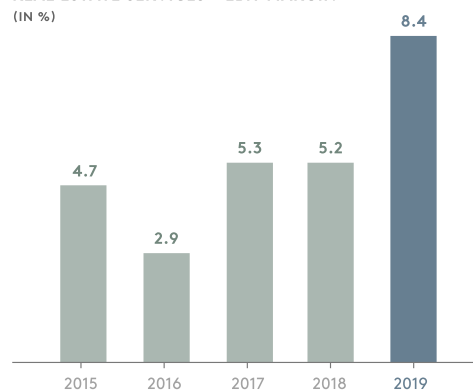


In the Real Estate Services business segment, Investis pursues two activities throughout Switzerland, namely Property Management and Facility Services. This business segment generated revenues of CHF 136 million in 2019, with an EBIT margin of 8.4%.

REAL ESTATE SERVICES – REVENUE
(CHF MILLION)



REAL ESTATE SERVICES – EBIT MARGIN
(IN %)



Rents under management came to CHF 1.41 billion (vs. CHF 1.74 billion at the end of 2018). The decrease is a result of the disposal of the Régie du Rhône companies. Privera, however, achieved an organic growth of 2.3%

PROPERTY MANAGEMENT

Investis' Property Management activities are offered by **Privera AG** and cover all real estate services throughout the lifecycle of properties, whether residential buildings, commercial buildings or shopping centers. These services include:

Property management

- Multi-storey dwellings
- Office and commercial properties
- Retail properties and shopping centers
- Co-ownership
- Condominium properties

Co-ownership associations

- Complete organisation and operation of large and challenging property complexes
- Coordination of all property management services as well as accounting
- Reporting that meets the highest requirements
- Planning and implementation of building measures in the interests of the investor

Center management

- Development of new shopping centers
- Property and market analyses, market research
- Center positioning
- Center management and operational management
- Switzerland-wide retail marketing
- Center marketing and promotional activities
- Support/guidance for tenants' associations
- Alterations and modernisations

Letting management

- First-time, renewal and special lettings of residential and commercial properties, office, service and retail spaces
- Market and site analyses
- Property and usage analyses
- Letting and marketing concepts
- Property marketing, letting management

Brokerage

- Procurement/sale of properties
- Valuations/surveys
- Market and site analyses
- Property and usage analyses
- Development of sales concepts
- Property search mandates

Construction management

- Building condition assessments
- Energy-optimisation measures
- Alterations and renovations
- Construction project and general management as per SIA 102 and SIA 112
- Client fiduciary and advisory services



Privera's headquarter is located in Gümligen, in the canton of Bern. Its twelve offices are spread across the country.



The majority of Privera's revenue is generated through recurring contract-based income from the services Property Management, Co-ownership and Center Management. Top ten clients generate just over one third of Privera's total revenue. With its nationwide coverage, Privera is one of only few property management services companies offering their services throughout Switzerland.

FACILITY SERVICES

The Group companies active in Facility Services are **hauswartprofis AG** respectively **conciergepro SA**.

Investis' Facility Services offers a wide range of services for the maintenance of buildings and outdoor services for residential, office and commercial buildings, and shopping centers. The particular services are:

Caretaking services

- Indoor and outdoor
- Technical maintenance
- Grounds maintenance
- Playgrounds

Cleaning services

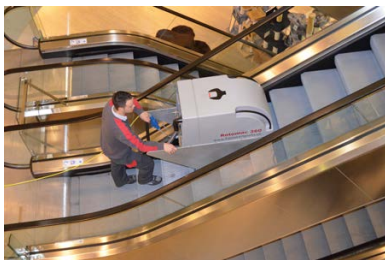
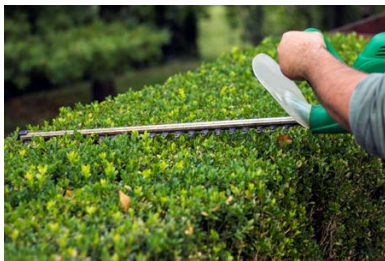
- Facades
- Windows and roller shutters
- Basic and deep cleaning
- Building cleaning
- Escalators
- Offices

Building technology

- Facility management
- Electrical safety plans
- Warranty
- Evacuation plans

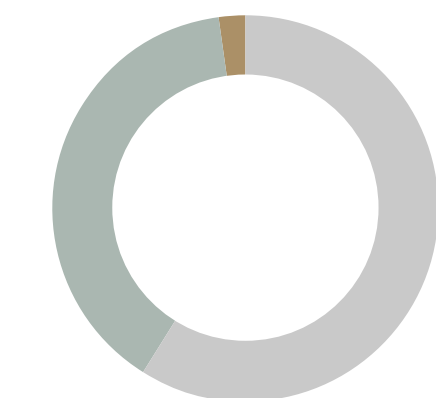
Technical services

- Ventilation / air conditioning
- Heating systems / plumbing
- General renovations
- Electric appliances



PEOPLE

Investis' most important ambassadors are its employees



FACILITY SERVICES
 PROPERTY MANAGEMENT
 PROPERTIES / CORPORATE

Investis' workforce 1,229 employees (headcount) split among Group segments

IN GENERAL

Investis combines the strengths of a privately owned company with the financial clout of a listed group. Its organisation is characterised by lean structures with short decision-making paths, trust, transparency and dialogue. This allows Investis to react swiftly to changing market conditions and seize opportunities as they arise.

Committed, well-trained employees are a key prerequisite to the company's future success. During the reporting year 2019, Investis continued its efforts to position itself on the job market as a progressive employer with an open corporate culture and development opportunities. Investis' employees contribute to the overall success of the group with their high degree of specialisation. Investis actively promotes and supports training and continuing education (254 employees were supported with an amount of CHF 0.2 million in 2019, including multi-year study programmes and additional qualifications). 21 young people are starting their careers within the Group as an apprentice, predominantly with a commercial apprenticeship. The aim is to impart all the skills that are required for apprentices to pursue their chosen careers in a professional, independent and responsible manner.

ATTRACTIVE WORKING ENVIRONMENT

Investis' prime objective is to acquire and retain the best employees for the Company. Investis sees itself as an attractive employer with an open entrepreneurial culture that offers development opportunities. The Group strives to implement reasonable work requirements, fair wages, above average social security benefits and overall attractive working conditions, i.e. environment. 35% of our employees are employed part-time.

CODE OF CONDUCT

Both, Privera and hauswartprofis, have a Code of Conduct implemented. The Group strives for diversity and promotes equal opportunities irrespective of gender, ethnic origin, skin colour, age, religion and nationality.

GUIDELINE ON THE REPORTING OF MISCONDUCT EVIDENCE

The success and good reputation is based on the trust of clients, business partners and employees as well as the general public place in the integrity of the Investis Group. The purpose of these guidelines is to ensure that unlawful actions, violations of the Code of Conduct or other misconduct can be reported accordingly. Investis Group manages to attract and retain qualified employees for the medium- and long-term by providing an open-minded, safe and healthy environment.

EMPLOYEE FLUCTUATION

Employee fluctuation is in the range of the respective industry.

PARENTAL LEAVE

Investis applies the currently applicable legal framework conditions. It also attempts in individual cases to find solutions that are as suitable as possible for the affected person and their team.

100% of all permanently employed women are entitled to paid maternity leave and 21 women made use of this in 2019. 81% of these women returned to Investis following their maternity leave.

NON-DISCRIMINATION

According to the Code of Conduct of Privera and hauswartprofis, any discrimination or harassment of employees, clients or business partners on grounds of their sex, race, religion, age, national origin, sexual orientation, disabilities or political or trade union activities are not being tolerated.

SHARE INFORMATION, BOND INFORMATION

The registered shares of Investis Holding SA are traded on the SIX Swiss Exchange in Zurich since 30 June 2016 and are listed in accordance with the Standard for Real Estate Companies.

SHARE PRICE DEVELOPMENT IN THE REPORTING YEAR

The Investis share price started the new trading year at CHF 61.60 and reached its year high of CHF 81.60 on 9 December. The share price closed the 2019 trading year at CHF 81.20. Overall, this corresponds to an increase of 31.8%. In the same period, the Swiss Performance Index posted an increase of 30.6%.



Source: SIX Exchange

SHARE PRICE DEVELOPMENT SINCE IPO ON 30 JUNE 2016

Overall, since entering the capital markets, the share price shows an excellent performance of 53.2%. A stable dividend of CHF 2.35 per registered share was paid since IPO.



Source: SIX Exchange

FIXED-RATE BONDS

In order to optimise the financing structure and to benefit from the attractive conditions on the capital market, Investis Holding SA successfully issued one additional fixed-rate bond in 2019 and renewed another one. All fixed-rate bonds are traded on the SIX Swiss Exchange in Zurich.

ISIN	CH 0373476792	CH 0419040818	CH 0337645516	CH 0361533224	CH 0419041519
Trading currency	CHF	CHF	CHF	CHF	CHF
Issuing volume	100 million	140 million	100 million	180 million	140 million
Listing	SIX Swiss Exchange	SIX Swiss Exchange	SIX Swiss Exchange	SIX Swiss Exchange	SIX Swiss Exchange
Coupon	0.35%	0.773%	0.55%	0.75%	0.05%
Tenor	2 years	2 years	5 years	5 years	4 years
Payment date	12 Jun 2018	14 Feb 2019	15 Nov 2016	3 Oct 2017	9 Oct 2019
Redemption date	12 Jun 2020	15 Feb 2021	15 Nov 2021	3 Oct 2022	9 Oct 2023

DISTRIBUTION

Since entering the capital markets, Investis has paid a steady dividend of CHF 2.35 per share, i.e., in 2017, 2018 and 2019.

The Board of Directors will propose to the ordinary General Meeting of Investis, to be held on 28 April 2020, an unchanged dividend of CHF 2.35 per share to be paid out.