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PROFILE Unique residential properties 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 focuses on 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 team. The Executive Board consists of the following management team members:



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



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 creation			
Attractive and stable return profile			
Largest listed residential portfolio in the Swiss market	Nationwide 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		

FINANCIALS 2020 IN BRIEF

Excellent operating performance in an exceptional environment

PORTFOLIO

Portfolio value at CHF 1.49 billion +3.6% - Residential at 95%

PROPERTIES

167 buildings - 3,006 residential units - CHF 79 million revaluation gains

REAL ESTATE SERVICES

EBIT margin of 8.6%

NET PROFIT

CHF 114 million - Net profit without revaluation gains at CHF 45 million

NET ASSET VALUE

NAV per share excluding deferred taxes with regard to properties increased to CHF 74.80

PROPOSED DIVIDEND

An increased dividend to CHF 2.50 per share proposed

"In these unprecedented times we have proven the resilience of our business model. Our positioning is unique in the Swiss real estate market, and we will expand on this basis. The people at Investis are making the real difference."

Stéphane Bonvin, CEO and member of the Board of Directors

REPORT TO SHAREHOLDERS

Excellent results for 2020 – Increased dividend

Dear Shareholders Dear Sir or Madam

STATEMENT FROM STÉPHANE BONVIN, CEO INVESTIS GROUP

«In a year as challenging and unpredictable as 2020, we proved the strength of the Investis business model. We can look back on an excellent year. But it is what is behind these numbers and successes that makes me really proud of Investis. We have done our utmost to keep our employees safe, healthy, and committed, while also implementing new ways of working. I believe that in future, change will remain the only constant in the real estate business. We are well positioned for the current year, as we continue to absorb and deal with the challenges of the COVID-19 pandemic.»



VERY GOOD EARNINGS SITUATION UNDER DIFFICULT CONDITIONS

The Group achieved revenues of CHF 179 million in 2020 (prior year: CHF 188 million). This net-decrease of 4.7% is due to our exit from the serviced apartments business and to the sale of Real Estate Services subsidiaries in financial year 2019.

EBITDA before revaluations and disposal gains was CHF 46 million (CHF 47 million). Higher cash flows from properties and lower discount rates led to revaluation gains of CHF 79 million. The average weighted discount rate for the entire portfolio was 3.15% on a real basis at the end of 2020. The sale of individual properties generated gains of CHF 14 million. This resulted in an excellent EBIT of CHF 136 million (CHF 127 million), an increase of 7.1%. This positive underlying trend can be attributed to a professional crisis management and the strong market position we enjoy in both segments.

PROPERTIES

The Properties segment achieved revenue of CHF 58 million, an increase of 1.6%. Like-forlike rental income performed very well, rising +1.6%. This segment achieved an outstanding EBIT of CHF 131 million (CHF 103 million), which represents an increase of 27.3%. This notable result includes revaluation effects of CHF 79 million as well as income from disposal of properties of CHF 14 million.

The portfolio was valued at CHF 1,490 million at the end of the year, an increase of 3.6%. This resilient portfolio is comprised of 167 buildings with 3,006 residential units. The vacancy rate fell to 3.0% (previous year: 3.2%). Annualised full occupancy property rent as per 31.12.2020 was CHF 58.6 million (CHF 61.2 million). The decrease is due to the sale of mainly commercial properties in the second half of the year. Following these sales, residential properties now make up 95% of the total portfolio.

REAL ESTATE SERVICES

The Real Estate Services segment generated revenue of CHF 125 million, an increase of CHF 9 million compared with the sales-adjusted figure for the previous year (decline in revenue by CHF 21 million). Privera and hauswartprofis both achieved organic growth. This revenue growth was partly due to various acquisitions. In the Property Management segment, rents under management amounted to CHF 1.42 billion (31.12.2019: CHF 1.41 billion).

Operating profit (EBIT) in this segment came to CHF 10.8 million (CHF 11.5 million). In a challenging market environment, extra personnel had to be taken on for the additional pandemic-related services that were needed. It was not quite possible to maintain the previous year's EBIT margins for either of the two main activities. However, thanks to new activities the overall EBIT margin improved by 0.2 percentage points to 8.6%.

FINANCIAL RESULT

Financial income stood at CHF 0.5 million. The equivalent figure of CHF 5.8 million in 2019 included the positive effect of reducing the stake in Polytech Ventures Holding SA. Due to reduced financial debt financial expenses decreased to CHF 4.0 million (CHF 5.2 million).

GROUP OVERVIEW

INCOME TAXES

The tax rate was a low 14.4% (previous year: tax income). The prior-year figures were affected by the implementation of the TRAF tax reform in Canton Geneva: CHF 61 million of deferred tax liabilities were released, leading to a net tax income of CHF 45 million in 2019.

NET PROFIT

Net profit was an excellent CHF 114 million (2019: CHF 173 million / 2018: CHF 54 million), which is equivalent to CHF 8.91 per share (2019: CHF 13.59 / 2018: CHF 4.27). Net profit excluding revaluation effect came to CHF 45 million. The comparative figures from 2019 were boosted by the one-time release of tax liabilities and the proceeds from sales of subsidiaries.

VERY SOLID BALANCE SHEET – GROSS LTV BELOW 38%

Total assets came to CHF 1.56 billion as at 31 December 2020, with a very comfortable equity ratio of 53% (47%). Bonds worth CHF 100 million that fell due in June 2020 were repaid. Deferred tax liabilities increased to CHF 138 million (CHF 127 million).

The property portfolio, which is focused on residential properties in central locations, was valued CHF 1.49 billion at the end of financial year 2020 (CHF 1.44 billion). In relation to interest-bearing financial liabilities this resulted in a loan-to-value of less than 38% (46%). The property portfolio remains unencumbered, and all mortgage notes are held by Investis itself.

Net asset value (NAV) per share excluding deferred taxes with regard to properties increased year-on-year to an excellent CHF 74.80 (CHF 67.61).

2021 ANNUAL GENERAL MEETING OF SHAREHOLDERS

The 2021 Annual General Meeting will take place on 27 April 2021, though once again with special restrictions. In accordance with Ordinance 3 on Measures to Combat Coronavirus (Covid-19 Ordinance 3), which the Federal Council has extended until 31 December 2021, the General Meeting will again **take place without public attendance**.

Shareholders are requested to cast their votes in advance by sending their voting instructions to the independent proxy holder. Neither the Chairman of the Board of Directors or Group Management will be making a speech. The event will not be broadcast. Only the independent proxy holder will be allowed to cast votes on behalf of shareholders. These measures are being taken to protect the health of shareholders, employees and external service providers.

At the General Meeting, Investis shareholders will be asked to approve an increased dividend of CHF 2.50 per share, half of which would be in the form of a repayment from capital contribution reserves. This represents a dividend payout ratio of 28.2%.

Following a tender process the Board of Directors has decided to propose to the General Meeting that KPMG be elected as auditors.

MARKET ENVIRONMENT AND OUTLOOK FOR 2021

Although the impact of the COVID-19 crisis posed multiple challenges to the economy, the likes of which are rarely seen, the residential property market remained relatively unaffected. Some segments of the real estate industry were certainly hurt – particularly commercial property and the hotel segment, but the Swiss housing sector, which is a stable anchor for the property market, was only marginally affected by the coronavirus crisis. Neither did COVID-19 trigger a flight from the cities, despite tales of how the pandemic was supposedly making urban centres less appealing. And there was no sign of a trend towards more ownership: the increase in property searches was just as strong for rental property as for owner-occupied homes.

95% of the Investis portfolio is made up of residential property with mid-priced apartments in central locations in the Lake Geneva region. Its focus on this region is the Investis Group's USP. Average rents in Geneva have gone up by 2% in the last 12 months (to CHF 2,350). Average rents in the city of Lausanne are stable at CHF 1,650 per month, only slightly higher than the Swiss average (CHF 1,597). The highly regulated market keeps new investments at a low level, so demand remains high. It is still unclear how the current phenomenon of working from home will impact the size and location of apartments. Investis believes that despite everything, people will still want to live close to city centres.

Immigration into Switzerland remains an important driver of demand and of vacancy rates. According to the Federal Office of Statistics, net migration into Switzerland continues to be positive at +11.6% per end-of 2020. Migration flows were subject to strong fluctuations last year. These fluctuations should stabilise as soon as the COVID-19 situation is under control.

Investis plans to maintain its expansion through targeted acquisitions of in attractive locations, with a focus on the Lake Geneva region. Profitable revenue growth in both activities within the Real Estate Services segment remains the priority coupled with selective acquisitions.

Investis believes that in times of uncertainty, companies with a low debt ratio and a stable balance sheet, including low average borrowing costs, will remain in favour of capital markets. Despite COVID-19 and helped by a low interest rate environment that seems to be continuing for the time being, we think that demand for residential properties in central locations in Switzerland will remain healthy, as will demand for providers of high-quality real estate services.

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



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.

2020	A high degree of digitalisation allowed to maintain employees' health and safety and thus business continuity at all times Further strengthening our residential portfolio through disposal of some commercial properties Acquisition of ProLabo Sàrl
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 of 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:



UNCHANGED 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 maintains 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. Investis creates and increases value through low vancancy rates and consistent cost optimisation. 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 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 more services to its Property Management and Facility Services activities.

GREATER EFFICIENCY AND ENHANCED QUALITY THROUGH DIGITALISATION

Digitalisation of internal processes enables shorter and more efficient work processes. 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.

The Group has no privileged creditors. All financing arrangements are unsecured. Financing needs are covered through fixed-rate bonds, traded on the SIX Swiss Exchange in Zurich, or loans from banks and institutional investors. Short-term financing needs are covered by credit lines provided by several Swiss banks.

PROPERTIES

95% of the property portfolio consists of residential properties located in the Lake Geneva region

PORTFOLIO – FOCUS

The portfolio was valued at CHF 1,490 million as at 31 December 2020 and consists of 3,006 middle-income residential units in 167 buildings. The portfolio is mainly made up of residential properties in central locations with apartments in the mid-price segment in the Lake Geneva region. Its focus on this region and on that particular segment is the Group's USP.

Detailed information on the properties is available on the <u>Company website</u> or in the property list in this annual report.



PROPERTY PORTFOLIO VALUE



Rue Henri-Frédéric-Amiel 8, Geneva

Investis has developed its Properties business line over 25 years. It generated revenues of CHF 57.9 million and an operating profit (EBIT) of CHF 130.6 million in 2020.



PROPERTIES – REVENUE (CHF MILLION)

- Like-for-like rental growth in %



INVESTMENT PROPERTIES – MAINLY RESIDENTIAL

Based on market value and main use, 95% of the properties are used for residential and 5% for commercial purposes. The sale of three commercial properties in 2020 increased the ratio of the residential portion in the portfolio and thus further decreased our risk of vacancies.



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

RENT DEVELOPMENT

Over the years Investis aims to achieve a 1-2% annual like-for-like rental growth. Based on CBRE's appraisal report as per end of 2020 the rent potential was estimated at +13%.



Revenues from letting

EBITDA before revaluations/disposals

- Like-for-like rental growth in %

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 125 million in 2020, with an EBIT margin of 8.6%.



REAL ESTATE SERVICES – REVENUE (CHF MILLION)

Rents under management came to CHF 1.42 billion (vs. CHF 1.41 billion at the end of 2019). Privera and hauswartprofis both achieved organic growth.



reports.investisgroup.com/20/ar

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 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 companies offering their services throughout Switzerland.

FACILITY SERVICES

The Group companies active in Facility Services are **hauswartprofis** or **conciergepro** respectively, **ProLabo** and **AGD Renovationen**.

hauswartprofis/conciergepro offers a wide range of services in 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
- Grounds maintenance
- Playgrounds

Cleaning services

- Facades
- $-\operatorname{Windows}$ and roller shutters
- Basic and deep cleaning
- Building cleaning
- Escalators
- Offices

Building technology

- Facility management
- Warranty
- Evacuation plans

Technical services

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











PEOPLE Investis' most important ambassadors are its employees



IN GENERAL

The year 2020 was dominated by the corona virus pandemic, the effects of which significantly disrupted our lives. Investis was well prepared with a high degree of digitalisation and reacted quickly by putting measures in place to ensure the health and safety of all our employees, while ensuring and guaranteeing business continuity at all times.

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. During the pandemic this setup has proven to be very efficient.

Committed, well-trained employees are a key prerequisite to the company's future success. During the reporting year 2020, 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. All employees are entitled to at least five weeks of annual leave. Plus, an attractive working time model with a set number of hours to be worked during the year allows staff to flexibly plan their work time. Pandemic aside, Investis offers all employees with office jobs the chance to work from home. However, in all our locations, each employee still has a dedicated workspace of his own.

As at 31 December 2020, headcount stood at 1,321 employees corresponding to 1,016 fulltime equivalents. 26 apprentices are completing their training in various professions at Investis.

INDICATORS

Employee indicators	2020	2019	changes in %
Full-time	781	775	+0.8
Part-time	514	432	+19.0
Apprentices	26	22	+18.2
Total Headcount	1,321	1,229	+7.5
Permanent contracts	1,269	1,188	+6.8
Fixed-term contracts	26	19	+36.8
Apprentices	26	22	+18.2
Total Headcount	1,321	1,229	+7.5

DIVERSITY

Investis' goal is to promote equal rights and opportunities for all gender identities across all levels and career paths. The equal treatment of all people in an organisation and in society is a crucial prerequisite for all individuals to be able to deploy their personality, their strength and unique abilities to thrive business for our group and to drive innovation. Equality between all gender identities is just one important example of the considerations we also make regarding other aspects of diversity.



ATTRACTIVE WORKING ENVIRONMENT

Investis' prime objective is to acquire and retain the best employees for the Company. The Group 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.

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

Our success and solid reputation are based on the trust of our clients, business partners and employees 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.

INVESTIS GROUP ANNUAL REPORT 2020

PARENTAL LEAVE

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

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.

HEALTH AND SAFETY IN TIMES OF COVID-19

In response to the pandemic, the Investis Management Team has drawn a plan, which has been adjusted in line with any changes to the government guidance. This was used by every subsidiary as a basis for implementing several measures, which reached their initial peak in the middle of March 2020 when all our employees were asked to work from home. The second wave of the pandemic forced the entire company to start working from home again in October 2020.



SHARE INFORMATION, BOND INFORMATION

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

SHARE PRICE DEVELOPMENT IN THE REPORTING YEAR

The Investis share price started the trading year at CHF 82 and reached its high of the year of CHF 91.60 on 30 December. The share price closed the 2020 trading year at CHF 91.40. Overall, this corresponds to an increase of 11.5%. In the same period, the Swiss Performance Index posted an increase of 3%.



SHARE PRICE DEVELOPMENT SINCE IPO ON 30 JUNE 2016

The share price shows an excellent performance of +72.5% since entering the capital markets in 2016.



FIXED-RATE BONDS

One bond was repaid in June 2020. All fixed-rate bonds are traded on the SIX Swiss Exchange in Zurich.

ISIN	CH 0419040818 ¹⁾	CH 0337645516	CH 0361533224	CH 0419041519
Trading currency	CHF	CHF	CHF	CHF
Issuing volume	140 million	100 million	180 million	140 million
Listing	SIX Swiss Exchange	SIX Swiss Exchange	SIX Swiss Exchange	SIX Swiss Exchange
Coupon	0.773%	0.55%	0.75%	0.05%
Tenor	2 years	5 years	5 years	4 years
Payment date	14 Feb 2019	15 Nov 2016	3 Oct 2017	9 Oct 2019
Redemption date	15 Feb 2021	15 Nov 2021	3 Oct 2022	9 Oct 2023

1) Refinanced with CHF 115 million, a coupon of 0.25% for a tenor of 4 years (15.02.2021-14.02.2025).

PROFIT DISTRIBUTION

Since entering the capital markets in 2016, Investis has paid a steady dividend of CHF 2.35 per share.

The Board of Directors will propose an increase in cash dividend to CHF 2.50 per share at its next ordinary General Meeting, to be held on 27 April 2021.