

Instone Real Estate Group SE

Investor presentation
December 2021

Developing real estate with passion

01 Key Investment Highlights

02 Q3 2021 Highlights

03 Portfolio Update

04 Q3 2021 Financial Performance

05 Outlook

06 Valuehome: Growth Perspective

07 ESG Strategy

09 Market Environment

10 Appendix

Key Investment Highlights

Investment Highlights

1. Leading German residential developer as key beneficiary of structural housing shortage

- **Top3 market position** on basis of nationwide platform: attractive land bank with focus on the Top 8 cities
- Strong in-house expertise and coverage of **entire value chain** (from acquisition to construction management) as competitive edge, reflected in **industry leading gross margins** (29.8% in 9M 2021)

2. Secured project pipeline with GDV of €7.2bn provides high earnings visibility

- Gross development value (GDV) of €7.2bn (thereof €2.7bn under or pre-construction, €2.3bn already sold) **covers targeted revenues for the coming years**
- Future NAV (as of Q3) of c.€37.87 per share as indicates **intrinsic value of current development portfolio**
- Earnings outlook 2021 of €93-96m translates into **dividend yield of c. 3.3%**¹; significant growth potential

3. New innovative valuehome product (renamed to nyoo) promises step change in growth

- Market entrance in the mid-market segment, a significantly **undersupplied market with huge growth potential**
- Innovative, highly scalable product based on propriety planning technology with **unrivalled low production costs**
- Major driver for **strong targeted top line growth to €1.6bn by 2026** (2021: €780-800m)

4. Strong balance sheet as sound foundation (Net debt/adj. EBITDA: 1.6x) for sustainable growth

5. Strong commitment to ambitious ESG goals

- **CO₂ reduction** target of 50% by 2030
- Strong **ESG rating** by Sustainalytics (top 2% of global developers)

Proven track record of 30 years

>1 million sqm

Successfully developed and marketed since 1991

Management team

with a proven track record of >40 years of value generation

~€7.2bn

GDV project portfolio as of 30/09/2021

8 branches + HQ

Presence in all German metropolitan regions

>440 employees

as of 30/09/2021

First mover in building up a nationwide residential developer platform in Germany

Focus on developing **modern, urban, multi-family, residential buildings**

Established operating platform with **ability to achieve further scale gains**

Attractive project portfolio and identified acquisition opportunities underpinning strong and profitable growth

Prudent approach to risk management
Proprietary and tailored management information system

Diligent site selection criteria leading to **attractive and consistent returns**

Covering the Entire Value Chain with Deeply Rooted Construction Expertise



We strive to become the No.1 German homebuilder with a view to industrialising products and processes



Q3 2021 Highlights

Highlights

Strong sales momentum – Supply bottlenecks with only minor impact due to strong positioning

Operational Highlights

- ✓ **Construction / Supply chains:** Minor impact from supply bottlenecks i.e. construction delays, rising material costs more than offset by continued positive HPI momentum
 - ✓ Positive margin outlook maintained
- ✓ **Sales:** Strong institutional and retail demand; incl. deals signed post Q3 INS well on track for FY targets
- ✓ **Acquisitions:** €1.4bn new project GDV approved YTD
- ✓ **ESG:** Inaugural ESG rating by Sustainalytics; Top 2% among global developers
 - ✓ clear commitment to further expanding ESG reporting including ambitious targets.

Leading gross margin maintained – Accelerating earnings growth in Q4 ahead

9M-2021 Results

- ✓ Adjusted revenues: €405.6m (9M 2020: €291.3m, +39.2%)
- ✓ Adjusted gross profit margin: 29.8% (9M 2020: 32.3%)
- ✓ Adjusted EBIT: €65.3m (9M 2020: €50.0m, +30.6%)
- ✓ Adjusted earnings after tax (EAT): €40.3m (9M 2020: €24.9m; +61.8%)

Strong margin outlook for FY-2021; initial guidance for FY-2022

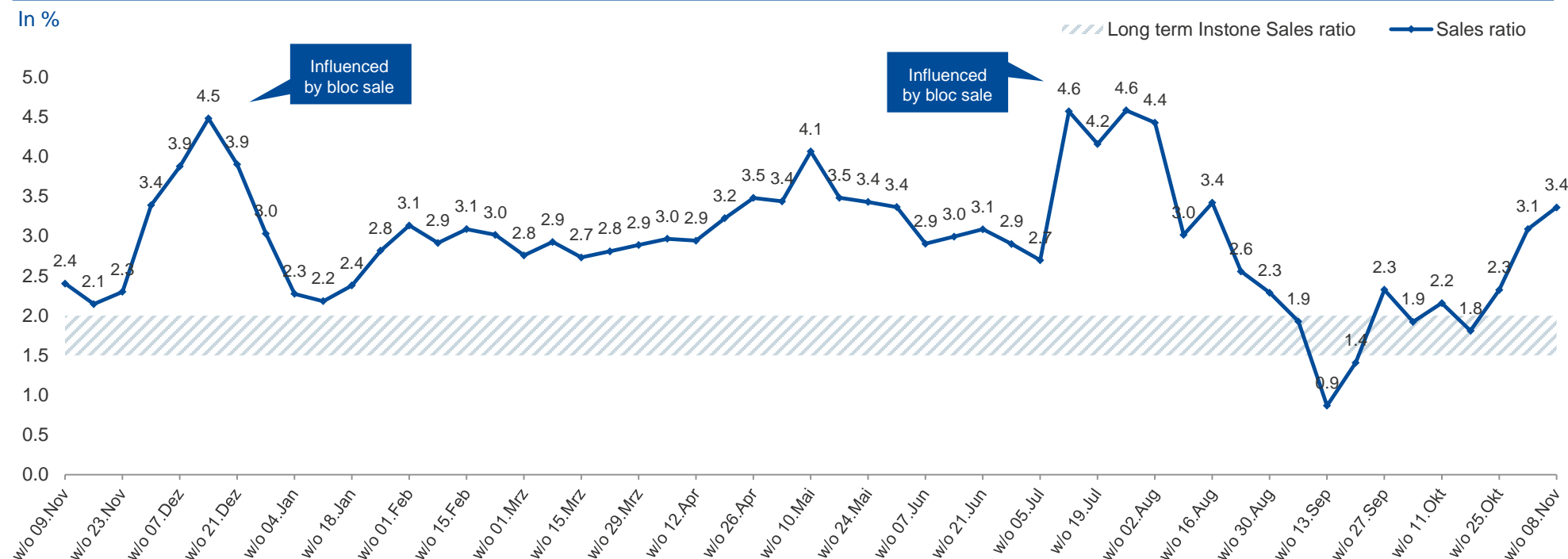
Outlook

- | 2021 |
|--|
| ✓ Adj. revenues of €780-800m (previously €820-900m); |
| ✓ Adj. gross profit margin of c.28% (previously 26-27%); |
| ✓ Adj. EAT of €93-96m (previously €90-95m); |
| ✓ Target payout-ratio: 30% |

- | 2022 |
|--------------------------------|
| ✓ Adj. revenues of €0.9-1.0bn; |
| ✓ Adj. EAT of €90-100m |

Retail sales ratio stays significantly above long term mean

Sales ratio



- ✓ Retail sales ratio remains above long term mean since end of 1st lockdown
- ✓ Backlog of reservations and notarization appointments points to strong year-end business
- ✓ Positive HPI growth momentum persists

German residential prices: dynamic upward trend continues

Recent surveys show continued capital growth despite moderate rate increase

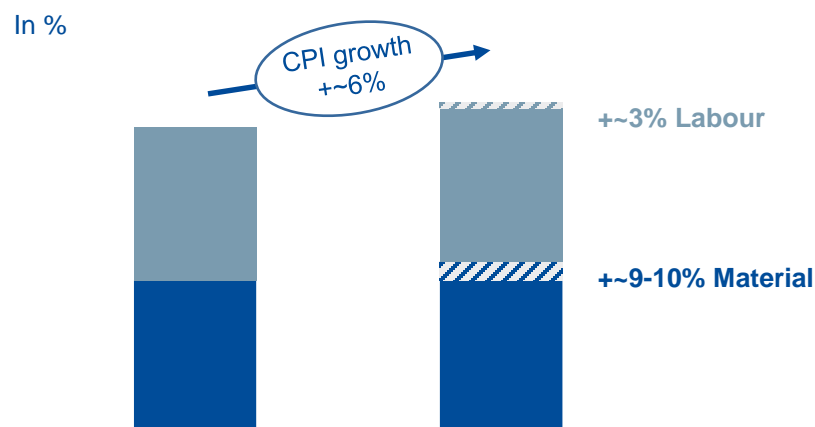
| | |
|-------------------------|--|
| IMX (immoscout): | Prices for newly built condos up +4.7% in Q3 (qoq); +12.5% (yoy) |
| Hypoport/EPX: | Condo prices up +2.9% in Q3 (qoq); +13.4% (yoy) |
| Bulwiengesa: | Condo prices in top 7 cities up +1.8% in Q3 (qoq); +6.8% (yoy) |
| F+B: | Condo prices up +0.9% (qoq); +4.9% (yoy) |

Financing markets continue providing strong support for residential demand

| | |
|--------------------|---|
| Bundesbank: | Mortgage loans for private households ¹ -3.3% in Q3 2021 (qoq) at €70.1bn; but still +4.0% yoy |
| Interhyp: | Average 10y-fixed rate mortgage at ~1%, slightly increasing in light of higher Pfandbrief yields |

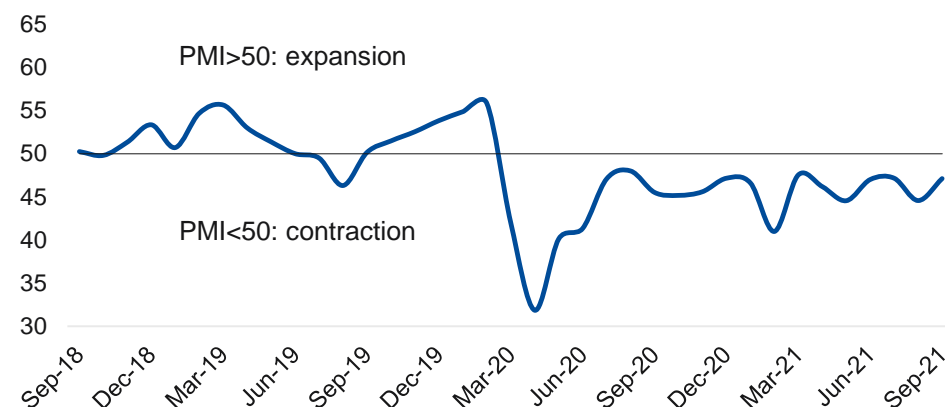
Rising costs: Limiting the upside but no threat to margins so far

Construction costs development 2021e



- ✓ Construction costs continue to rise; in larger projects we witness a yearly increase of c.+6% for comparable products
- ✓ Actively managing supply bottlenecks; still experiencing more consistent construction delays than previously observed
- ✓ Rising material costs incl. costs for transportation remain key cost driver
- ✓ Only moderate increase in labour costs reflecting decreasing demand for commercial projects
 - ✓ German construction PMI still in contraction mode (see chart) due to sluggish commercial demand

Germany Construction PMI



INS comparatively well positioned in a market with rising scarcity

- ✓ Procurement strategy of early order placements is paying-off
- ✓ Strong network of suppliers (relationships & leading market position)
- ✓ **Margin sensitivity:**
- ✓ **1 percentage point HPI growth compensates for 2.5 percentage points of CPI growth**
 - ✓ Above the budget CPI growth of 3.5%
 - ✓ Construction costs only account for some 40% of the selling price

Potential “traffic-light” coalition: opportunities prevail

Results of the exploratory talks (“Sondierungspapier”) regarding housing



Relevance for Instone

Positive:

Although support schemes are unclear, there is commitment to support new developments. INS benefits from role as forerunner in the area of affordable housing

Positive:

Ongoing commitment to support high energy standard new built

Neutral:

Return on investments for landlords of existing housing stock is unclear

Neutral:

In the existing legal framework newly built homes are exempt from the rent restrictions

Neutral to positive:

INS has a highly competitive product offering (nyoo)

Neutral to positive:

INS with competitive edge (nyoo product) for the affordable segment

Positive:

Help to buy-scheme could create additional demand from retail clients

Neutral:

No noticeable impact as share deals are less relevant for land purchases

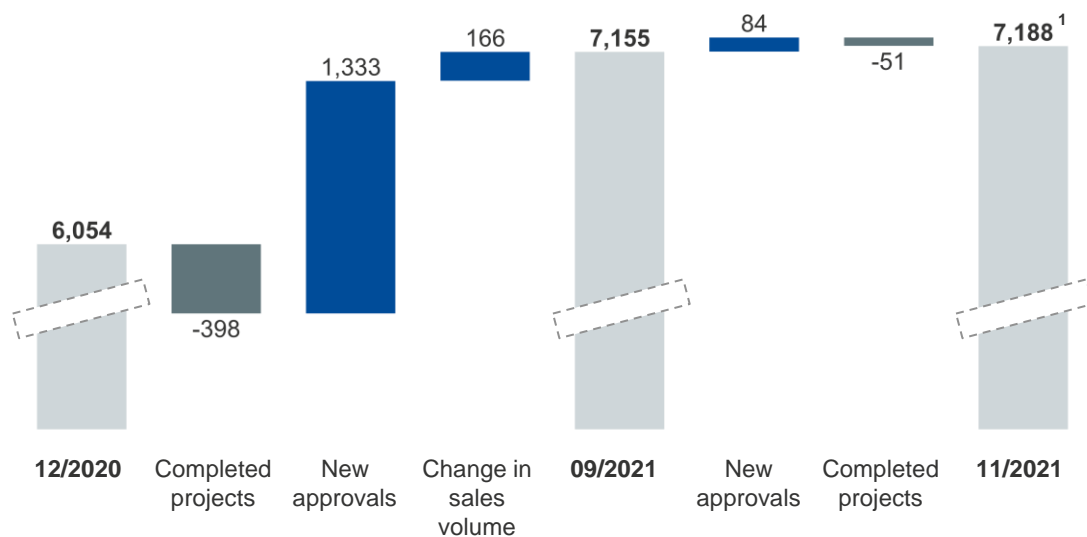
- Construction of 400k resi units p.a., of which 100k are publicly subsidized
- Strengthening of climate protection in new construction
- Support of climate protection and accelerated energetic refurbishment of existing housing stock
- Extension of existing rental regulation (rental brake)
- Promotion of the state owned housing company (BlmA) for more new construction
- Subsidies for the foundation of housing companies with low return target (with rents below market levels)
- Higher flexibility for the federal states for introduction of reduced real estate transfer tax for owner occupiers
- Abolishment of share deals

Portfolio Update

Significant GDV increase paves way for future growth

Project portfolio development, ytd (GDV)

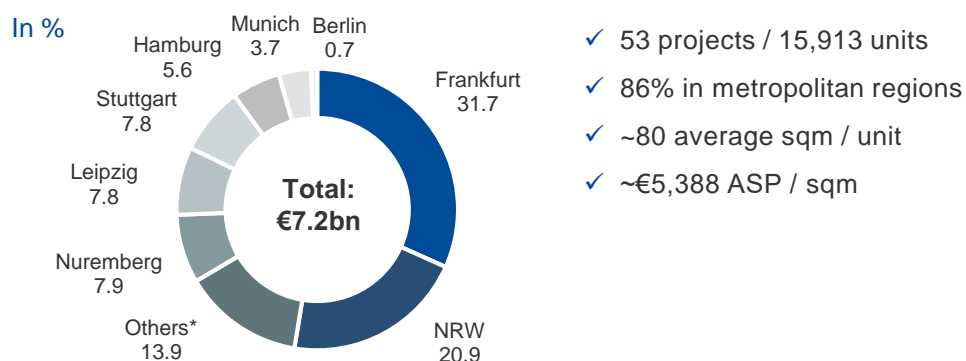
In €m



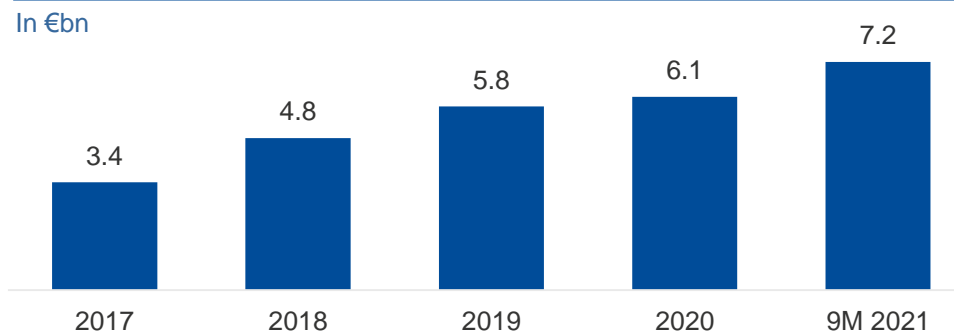
| New project approvals | Exp. sales volume (€m) | Exp. units |
|---------------------------------------|------------------------|--------------|
| YTD 2021 | | |
| Metropolitan area Stuttgart | 70 | 160 |
| Metropolitan area Nuremberg | 111 | 180 |
| Metropolitan area Rhine-Main | 55 | 100 |
| Metropolitan area Nuremberg | 68 | 160 |
| Metropolitan area Rhine-Main | 283 | 600 |
| Metropolitan area Rhine-Main | 31 | 40 |
| Metropolitan area NRW | 715 | 1,500 |
| Metropolitan area Hamburg | 84 | 120 |
| SUBTOTAL | 1,417 | 2,860 |
| At-equity investment Stuttgart region | 200 | / |
| TOTAL | 1,617 | / |

Significant share of pre-sold units supports future cash flow and earnings visibility

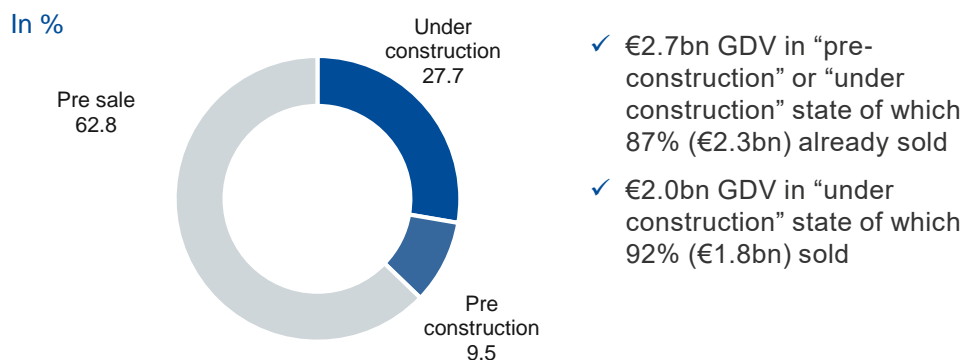
Project portfolio as of 30/09/2021 by region (GDV)



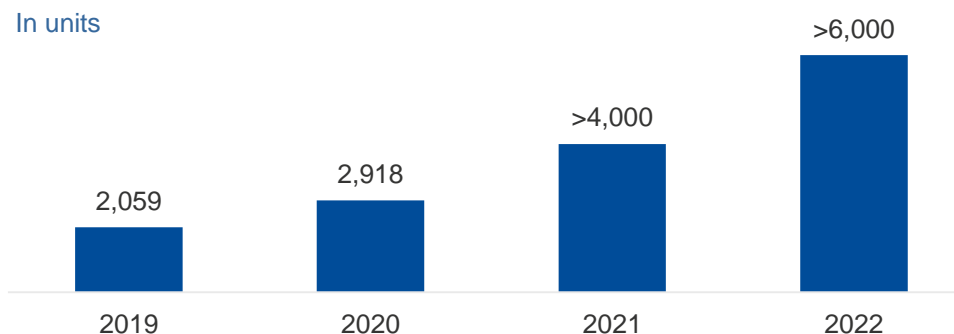
Project portfolio – foundation for future growth



Project portfolio as of 30/09/2021 by development (GDV)



Units under construction – ramping up the business



Q3 2021 Financial Performance

Adjusted Results of Operations

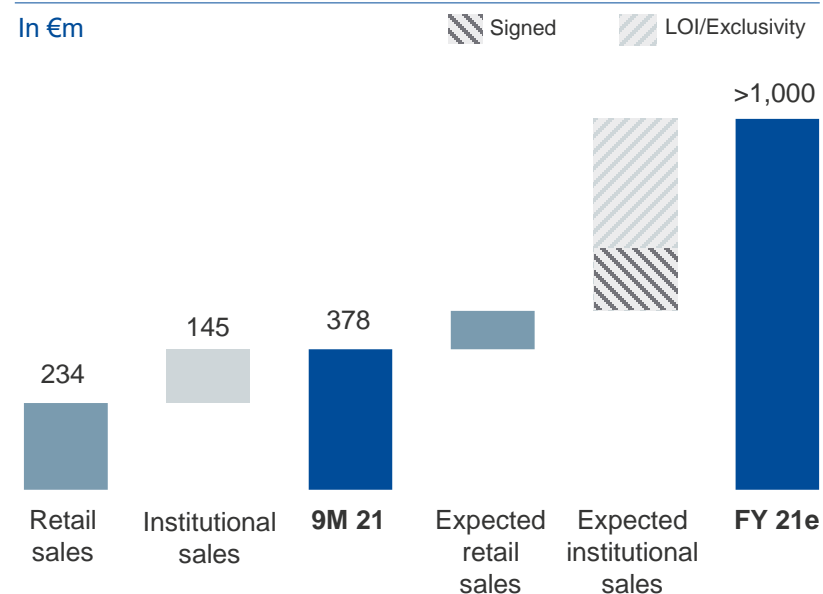
On track for FY targets - High profitability maintained

| €m | Q3 2021 | Q3 2020 | Change | 9M 2021 | 9M 2020 | Change |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenues | 145.1 | 111.7 | 29.9% | 405.6 | 291.3 | 39.2% |
| Project cost | -100.8 | -75.4 | 33.7% | -284.6 | -197.2 | 44.3% |
| Gross profit | 44.3 | 36.3 | 22.0% | 121.0 | 94.1 | 28.6% |
| Gross Margin | 30.5% | 32.5% | | 29.8% | 32.3% | |
| Platform cost | -20.2 | -14.9 | 35.6% | -58.3 | -44.8 | 30.1% |
| Share of results of joint ventures | 0.1 | 0.4 | | 2.6 | 0.7 | |
| EBIT | 24.2 | 21.8 | 11.0% | 65.3 | 50.0 | 30.6% |
| EBIT Margin | 16.7% | 19.5% | | 16.1% | 17.2% | |
| Financial and other result | -2.6 | -6.0 | | -10.1 | -15.5 | |
| EBT | 21.7 | 15.7 | 38.2% | 55.2 | 34.4 | 60.5% |
| EBT Margin | 15.0% | 14.1% | | 13.6% | 11.8% | |
| Taxes | -4.8 | -4.7 | | -14.9 | -9.6 | |
| Tax rate | 22.1% | 29.9% | | 27.0% | 27.9% | |
| EAT | 16.9 | 11.2 | 50.9% | 40.3 | 24.9 | 61.8% |
| EAT Margin | 11.6% | 10.0% | | 9.9% | 8.5% | |
| EAT post minorities | 16.9 | 11.1 | 52.4% | 42.8 | 24.9 | 72.1% |
| EPS¹ | 0.36 | 0.28 | 28.8% | 0.91 | 0.63 | 45.3% |

- ✓ Strong 9M topline growth in-line with planning (sale of JV project not included); revenues structurally biased towards Q4 due to rising share of institutional business
- ✓ Sustained high gross margin underscores sound pricing environment (price-to-costs spread)
- ✓ Rising platform costs primarily due to investments into future growth (incl. valuehome/nyoo)
- ✓ Interest expenses decreased due to temporary lower debt
- ✓ Strong EPS growth despite short term dilutive effect from capital increase in 2020

High visibility for FY 2021 sales and adjusted revenues targets

Concluded sales contracts – expected development in 9M 2021



Revenue recognition – expected development in 9M 2021



- ✓ 9M-2021 sales & revenues in line with expectations
- ✓ Two institutional deals signed post reporting date
- ✓ All 2021 budgeted institutional deals are in advanced stages (LOI/Exclusivity) and expected to be signed by year-end
- ✓ Sales ratio for B2C business is also expected to stay above the long-term mean

Strong balance sheet leaves significant headroom for growth

| €m | 30/09/2021 | 31/12/2020 |
|---|--------------|--------------|
| Corporate debt | 197.4 | 207.2 |
| Project debt | 203.0 | 274.5 |
| Financial debt | 400.4 | 481.7 |
| Cash and cash equivalents and term deposits | -231.5 | -232.0 |
| Net financial debt | 168.9 | 249.7 |
| Inventories and contract asset | 1,085.1 | 971.9 |
| LTC* | 15.6% | 25.7% |
| Adjusted EBIT (LTM)** | 99.1 | 83.8 |
| Adjusted EBITDA (LTM)** | 103.6 | 87.9 |
| Net financial debt / adjusted EBITDA | 1.6 | 2.8 |

- ✓ 15.6% LTC implies very low financial gearing
 - ✓ Reminder: inventories are recorded at historical costs
 - ✓ Significant hidden reserves provide additional downside cushion
- ✓ 1.6x net debt/adjusted EBITDA
- ✓ €1.6-1.7bn mid term revenue target fully equity funded
- ✓ INS's financial strength remains a competitive edge for acquisitions in current environment

*Loan-to-Cost: Net financial debt/ (Inventories + Contract assets)

**LTM: Last twelve months

Strong operating cash flow from visible milestone payments

| Cash Flow (€m) | Q3 2021 | Q3 2020 | 9M 2021 | 9M 2020 |
|--|--------------|-------------|--------------|-------------|
| EBITDA adj. | 25,4 | 22,8 | 68.7 | 53.0 |
| Other non-cash items | -4,6 | -6,0 | -11.5 | -5.5 |
| Taxes paid | -0,6 | -6,2 | -8.0 | -13.3 |
| Change in working capital | -54,4 | 53,6 | 62.8 | -7.8 |
| Operating cash flow | -34,2 | 64,2 | 112.0 | 26.4 |
| Land plot acquisition payments (incl. RETT*) | 27,3 | 22,0 | 73.1 | 72.2 |
| Operating cash flow excl. investments | -6,9 | 86,2 | 185.0 | 98.6 |

| Liquidity (€m) | Total | t/o drawn | t/o available |
|---|--------------|--------------|---------------|
| Corporate debt | | | |
| Promissory notes | 197.5 | 197.5 | 0.0 |
| Revolving Credit Facilities | 119.0 | 0.0 | 119.0 |
| Total | 316.5 | 197.5 | 119.0 |
| Cash and cash equivalents and term deposits | | | 231.5 |
| Total corporate funds available | | | 350.5 |
| Project debt | | | |
| Project finance** | 316.3 | 202.5 | 113.8 |

- ✓ Strong operating CF based on retail prepayments and institutional milestone payments
- ✓ FY 2021 operating cash flow expected to turn negative due to planned investment into land plots for future growth

- ✓ Ample financial headroom for future growth

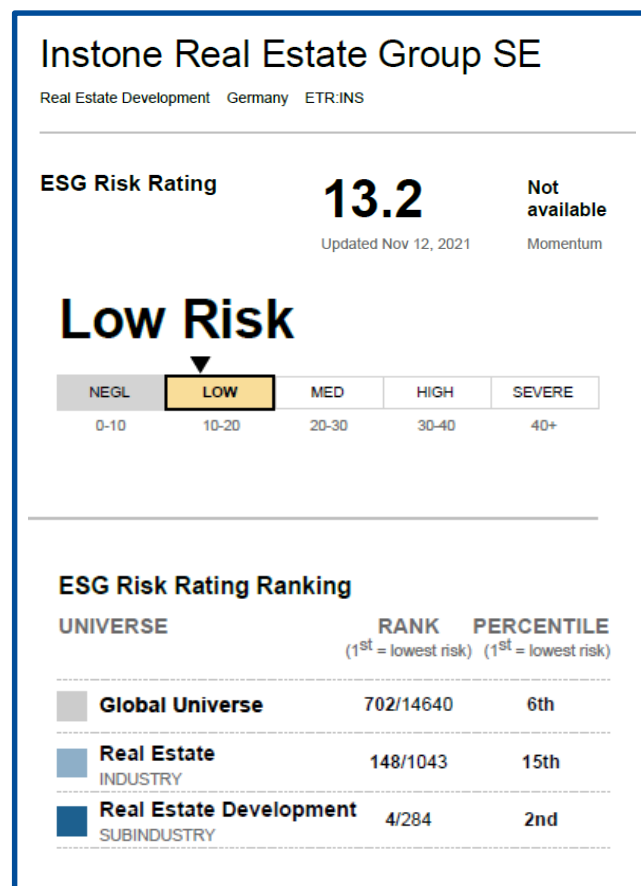
Intrinsic pipeline value suggests fundamental upside

Additional upside from planned future growth investments

| Prospective NAV (€m) | 30/09/2021 | 31/12/2020 |
|--|--------------|--------------|
| Expected selling prices of project pipeline (GDV) | 7,155 | 6,054 |
| Payments received | -1,030 | -942 |
| Expected project costs | -4,258 | -3,368 |
| Net debt | -169 | -250 |
| Expected proceeds from “at-equity” projects | 81 | 71 |
| Prospective Net Asset Value | 1,779 | 1,566 |
| Number of shares (m) | 47.0 | 47.0 |
| Prospective Net Asset Value per share (€) | 37.87 | 33.32 |

- ✓ Payments received reflect project related income received to date from pre-sale of pipeline, rental income and ordinary course sale of land plots
- ✓ Expected project costs include future expected payouts required to complete INS project pipeline
- ✓ Proceeds from “at-equity” projects reflect profit from subsidiaries accounted for “at-equity”

ESG: Strong initial rating underscores commitment to industry leadership



- ✓ INS among the top 2% of the 284 global real estate development companies
- ✓ Top 6% across all sectors
- ✓ Clear commitment to improve ratings in the future

Additional ESG reporting commitments

- ✓ Obtain limited assurance for integrated FY2021 sustainability report
- ✓ Disclose Scope 1, 2 and 3 GHG¹ emissions
- ✓ Provide SBTI² Compliant net zero targets
- ✓ Further expand Social and Governance related reporting
- ✓ By end of FY 2022: Provide EU-Taxonomy related disclosure

1) GHG=Greenhouse gas emissions / Scope 1-3: classification of emissions (direct and indirect) according to GHG Protocol
 2) SBTI=Science-Based Targets Initiative / New approach for setting emissions reduction targets with focus on the amount of emissions that have to be reduced in order to meet the goals of the Paris Agreement, limiting global warming to 1.5°C

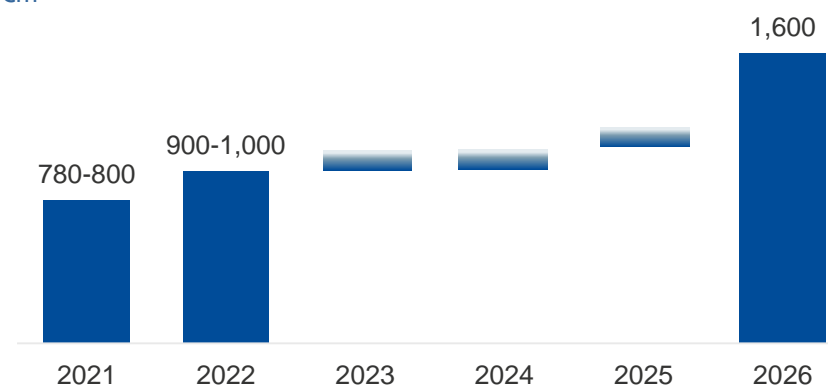
Outlook

Strong structural growth ahead: 2021 guidance specified, initial outlook for 2022

| €m | Updated Outlook 2021 | Previous Outlook 2021 | Outlook 2022 |
|-------------------------------------|----------------------|-----------------------|--------------|
| Revenues (adjusted) | 780-800 | 820-900 | 900-1,000 |
| Gross profit margin (adjusted) | c.28% | 26-27% | / |
| EAT (adjusted) | 93-96 | 90-95 | 90-100 |
| Volume of concluded Sales contracts | >1,000 | 900 | / |

Revenues (adjusted) outlook

In €m



- ✓ Dividend policy: 30% payout ratio based on adjusted EAT

Thereof from existing projects*:



Thereof from projects with building right*:



Revenues secured through pre-sales*:



Valuehome: Growth Perspective

Mid to long-term opportunity: valuehome

Entering the largest and most underserved residential market in Germany: valuehome

Instone's approach

Adding a new pillar to the existing Instone platform based on standardisation, digital processes and significant scale potential with game changing implications for production costs and pricing

Elements

- Modular planning: move from prototyping to standardisation
- Reduce complexities throughout the construction process; introduce lean construction management
- Digital platform including digital distribution channel and configurator standardising client optionality
- Focus on essentials: highly efficient floor plans, minimise costly underground construction
- Maintain high architectural standards with modern designs and strong sustainability marks
- Target increasingly attractive locations in B cities and in the commuter belts

Target customer

- Price points targeted to “lower mid markets” - between social housing and Instone's core business
- Focus on institutional investors including municipal housing company's and professional landlords

Key benefits

- Substantially expand Instone's addressable market
- Enter less competitive land market
- Highly scalable, less complex low risk product with significant mid to long-term growth potential
- Improve Instone's economics for existing “social housing” demands and competitive position in the current core business
- Generate strong margins and highly attractive capital return

Addressing the most significant, largely untapped customer group: mid- to lower income households

Instone Core Product: Illustrative economics

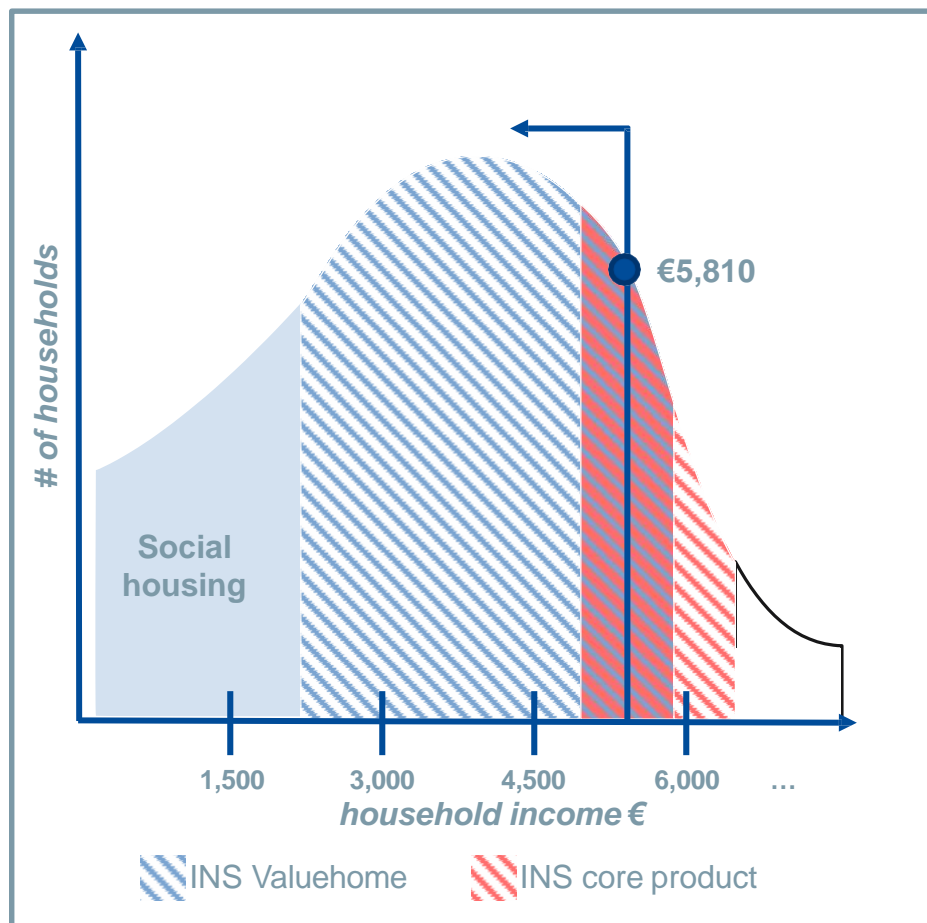
Four-room-flat 110 sqm / 5,500 EUR/sqm
 Purchase price: 665,000 €
 incl. acquisition costs (~10 %); 15% equity
 1.0% interest rate / 2.0% amortisation
 Running operational cost: 3 €/sqm month

1,743 € p.m.

financial charge

5,810 € p.m.*

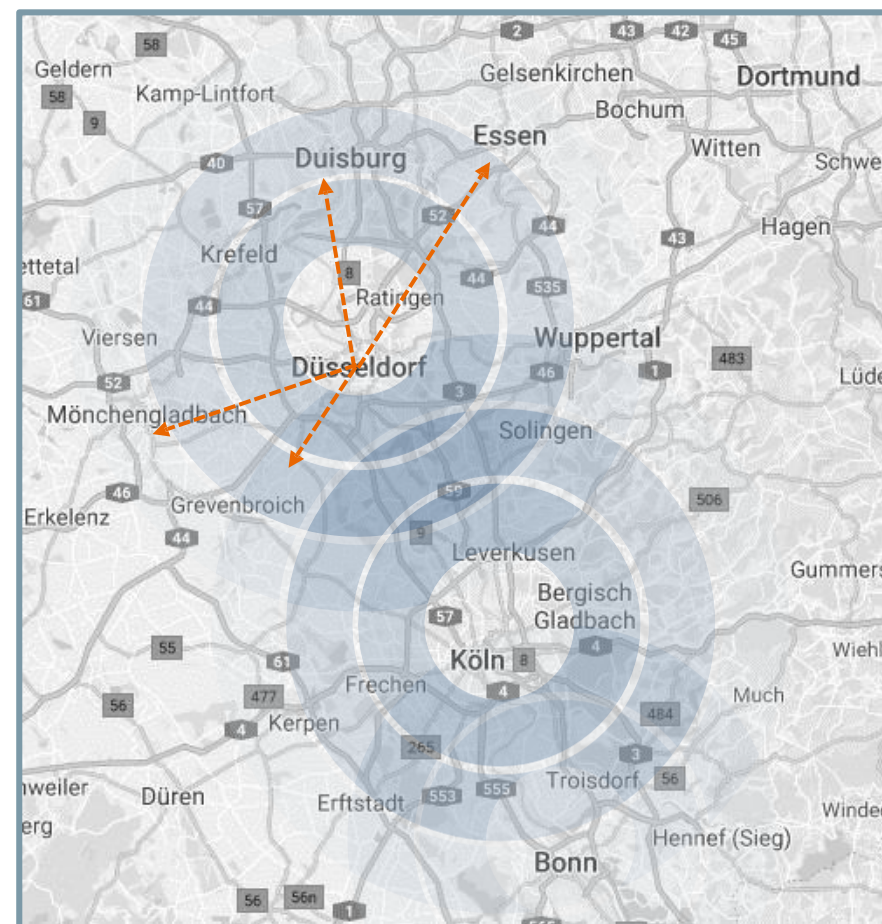
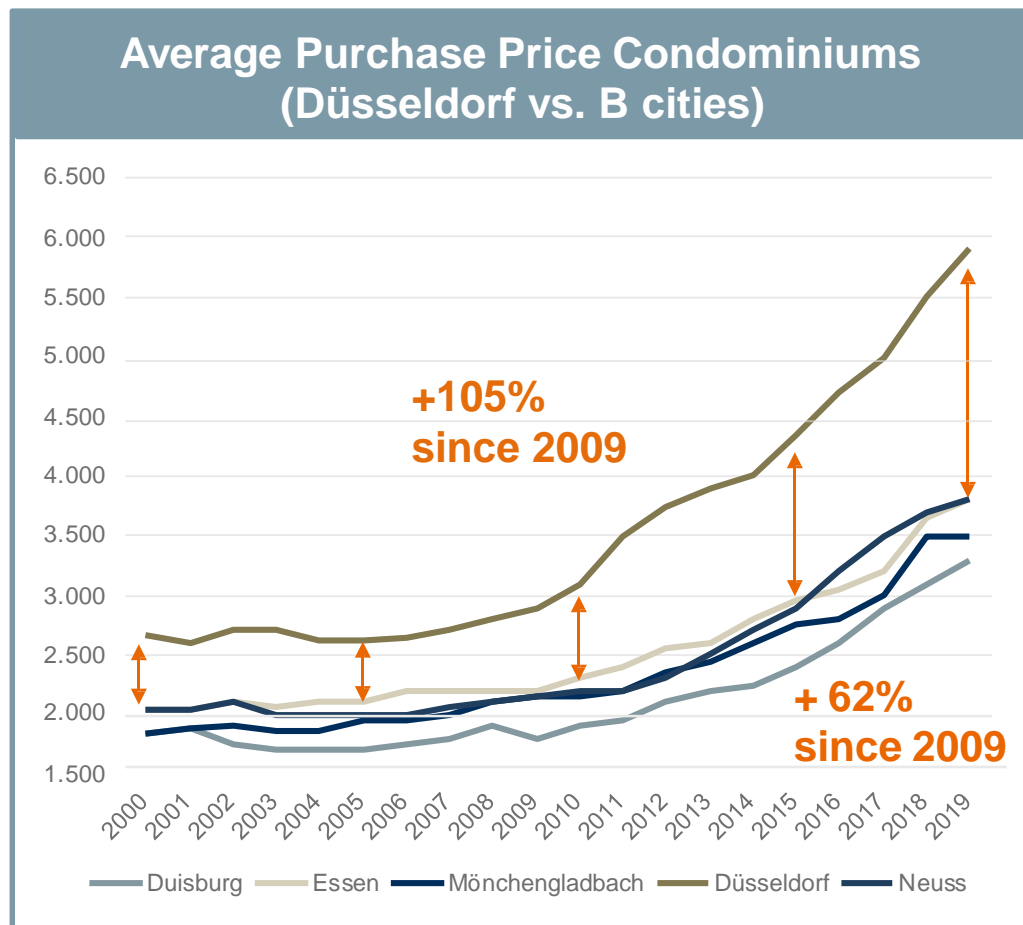
required household income



► Significant customer potential and demand gap for Valuehome product

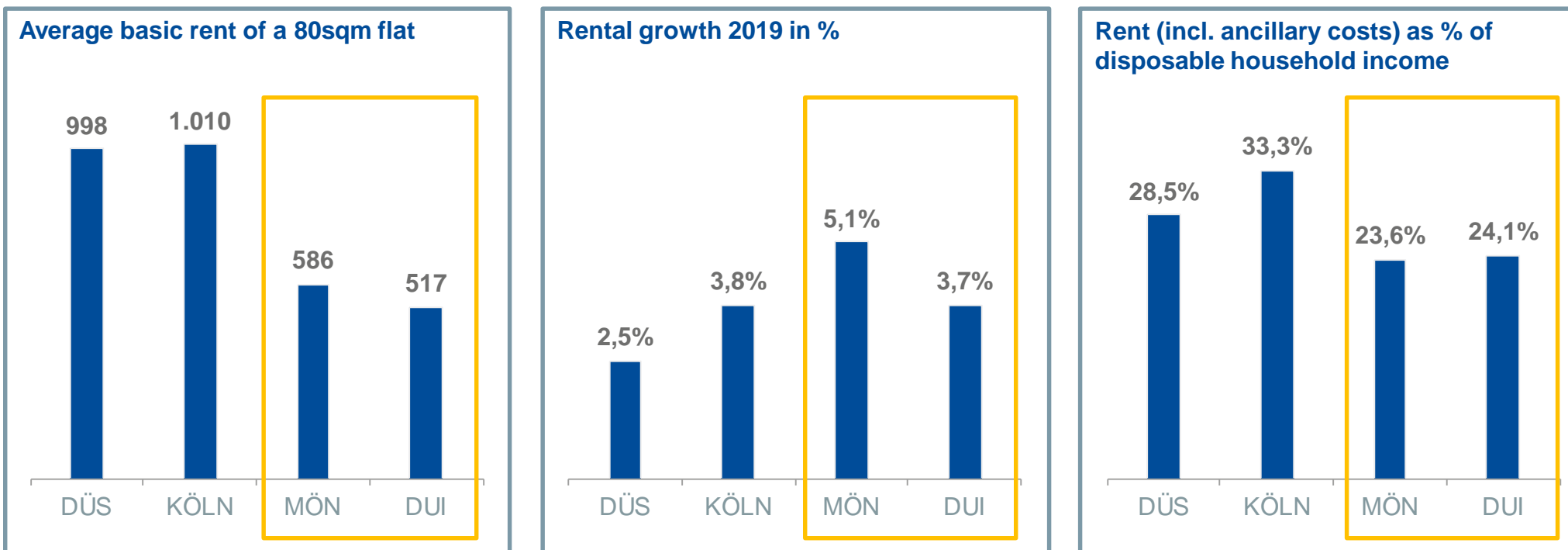
Notes:
 * 30% of disposable income

Illustrative example – suitable valuehome acquisition opportunities around Düsseldorf, Cologne, Bonn, benefiting from spillover effects



► Substantially expand Instone's total addressable market and acquisition opportunities

Rental markets in B locations benefit from positive spill-over effects



- Rent levels (in euro / as percent of household income) in Düsseldorf and Köln far exceed rents in B locations
- Conversely, rents in more affordable cities i.e. Mönchengladbach, Duisburg show higher growth – reflecting a catch-up in prices resulting from spill-over effects
- INS is well positioned to capitalize on these spill-over effects, leveraging its established acquisition network

Notes:

B Locations: Düsseldorf, Köln, Mönchengladbach, Duisburg

Demanding challenges for cost-effective housing solutions

Cost efficiency requirements

Simplification of Product

Standardisation of Planning

“Industrialisation” of Development and Construction

Key challenges

Highly **fragmented** market

General building law and social housing pre-requisites are regulated on **state level**

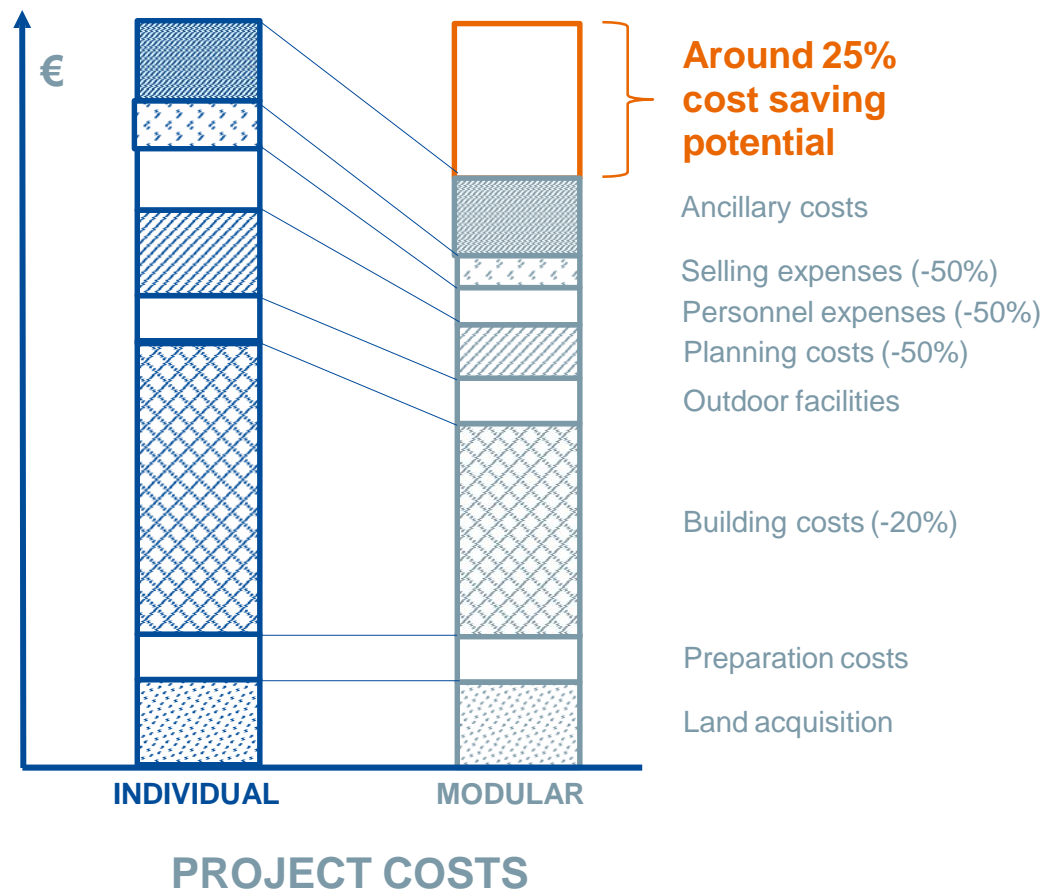
Additional **municipal** statutes exist in each city (e.g. parking spaces)

Highly qualified staff required due to **individual** prototyping, complex construction process and customer individualisation

Low innovation spirit of construction industry

► Instone’s nationwide platform with long-term experience and in-depth development expertise offers opportunity to fill demand gap for valuehome product

Unrivalled 2,000€/m² total production costs achievable



Around 25% cost saving potential

- Reduction of total production cost including planning, marketing, sales etc. from ~ 2,800€/m² to c. 2,000€/m² - 2,300€/m²

Cost savings by standardisation

- ~50% of selling expenses
- ~50% of personnel expenses
- ~50% of planning costs

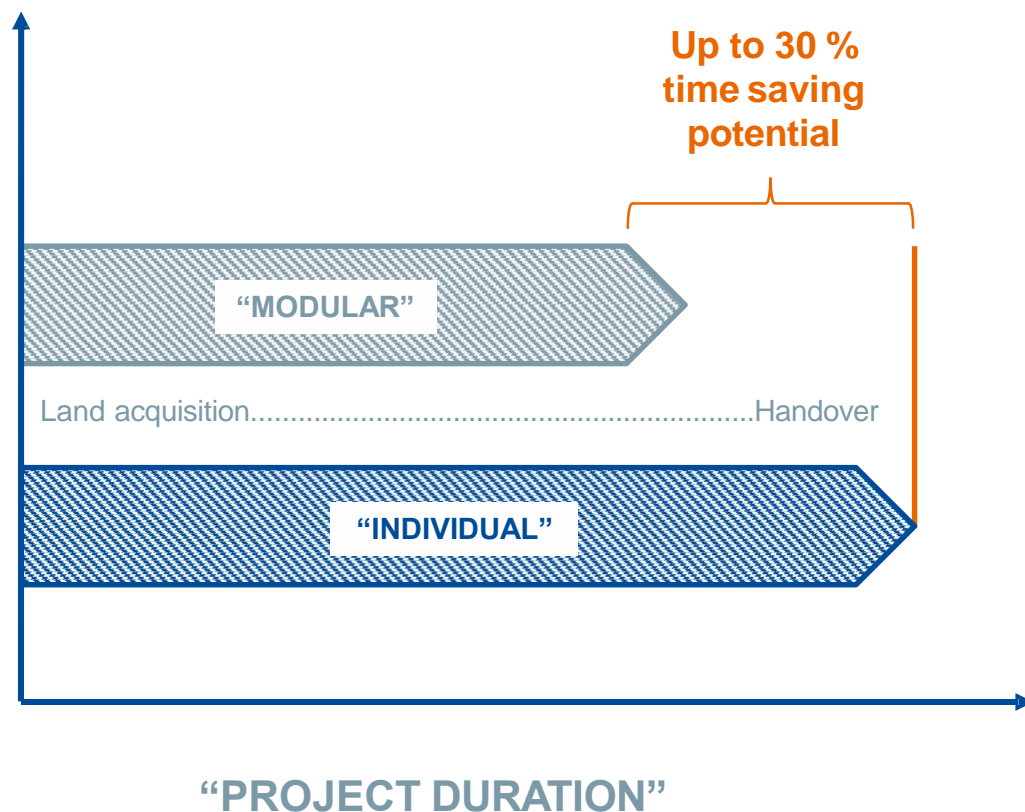
~20% reduction of building costs

- Reducing underground construction
- Optimised floor planning
- Standardisation of materials

Further potential

- Prefabrication
- Scalability potential

Considerable savings in project duration resulting in superior project IRR



Time savings

- ~ 6m of planning and approval process
- Up to 12m of construction process

Additional potential

- Prefabrication / industrialisation reaching critical mass in scale
- Type approval

Highly attractive project economics

Project related economics

Project Size

- €30-50m

- Standardised planning and simplified execution provides for attractive economics in smaller size projects

Target gross margin

- ~20%

- Projects gross margins expected to be lower compared to target margins for INS core product
- Lower margin reflects reduced capital intensity and risk profile of valuehome product

Target EBIT margin

- In line with core product

- EBIT margin in line with core product
- Standardised planning and more efficient / repetitive construction works allow for leaner valuehome platform vs INS core product

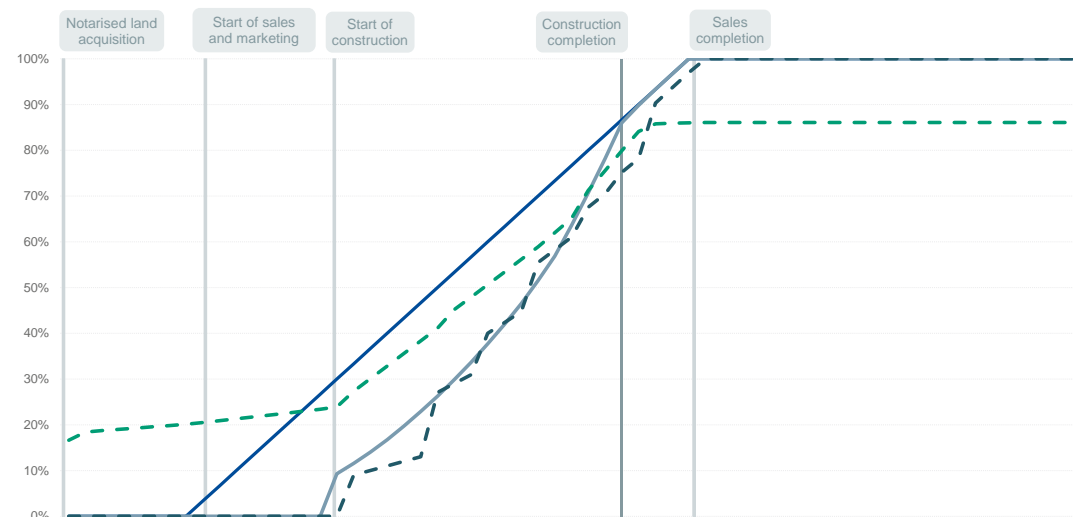
Target IRR/ ROCE

- Exceeding core product

- Accelerated planning, reduced complexity, minimized underground construction as well as sales more geared towards institutions result in improved project IRR and superior ROCE

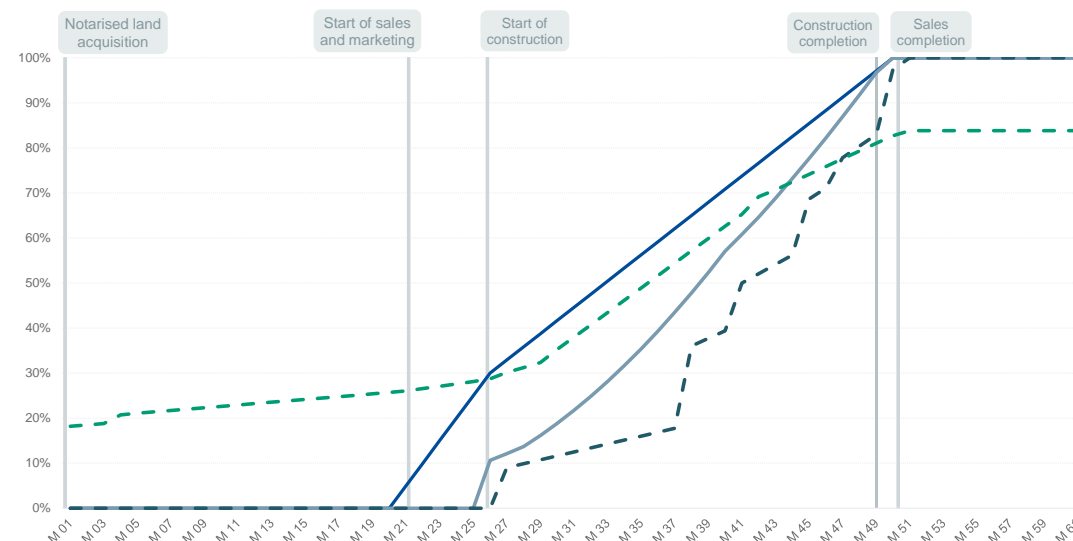
Notes:
* Excluding corporate overhead allocation

Illustrative valuehome cash flow profile vs INS core product



1) “valuehome”

| | |
|--------------------|----------|
| pre sale phase | 8 month |
| sales phase | 30 month |
| construction phase | 18 month |
| project duration | 36 month |



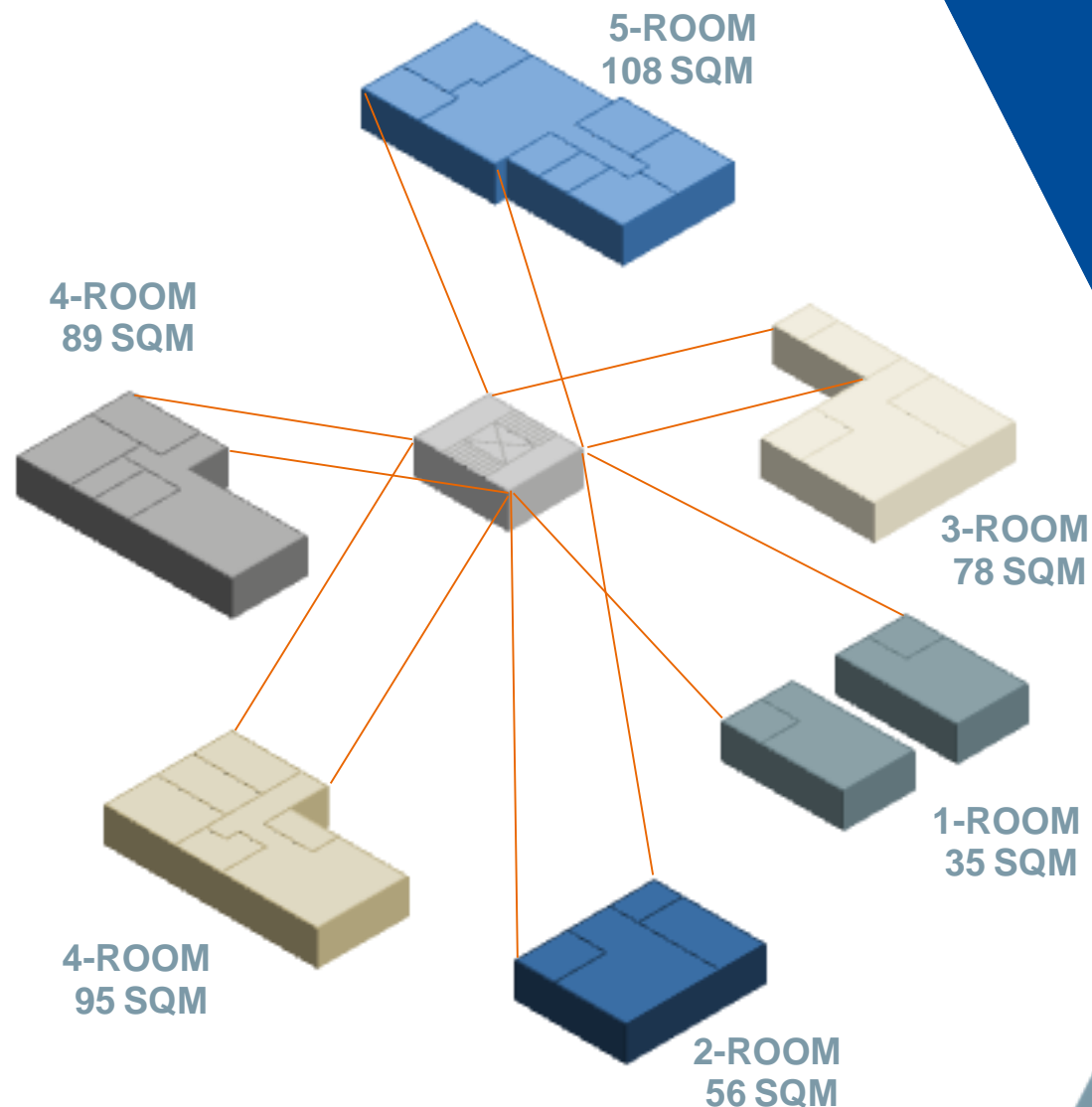
2) “Instone core product”

| | |
|--------------------|----------|
| pre sale phase | 20 month |
| sales phase | 30 month |
| construction phase | 24 month |
| project duration | 50 month |

— Sales development - - - - Cash inflows
 — Revenue development - - - - Cash outflows

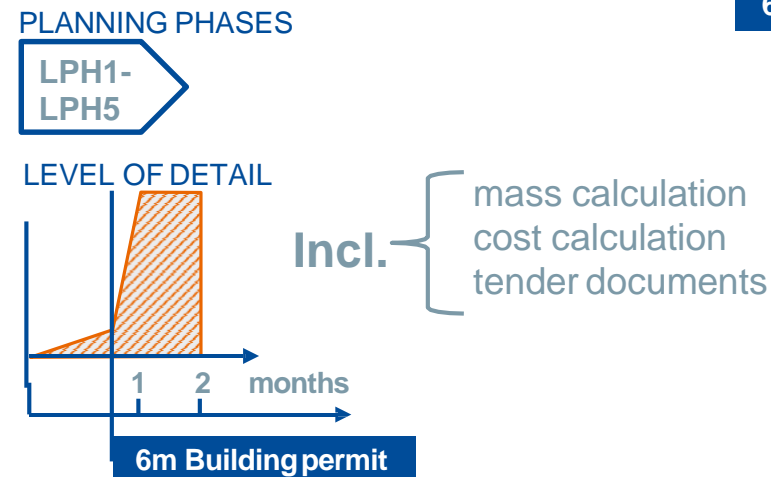
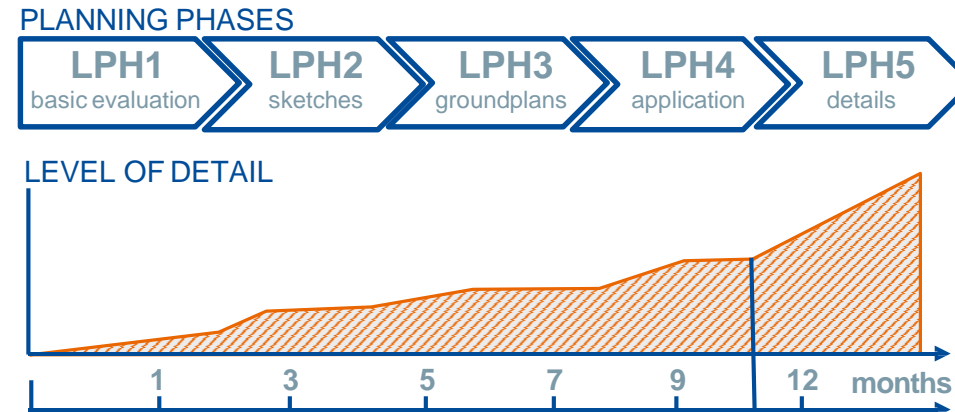
Innovative modular and highly standardised planning concept

- Modular housing groundplan kit
 - Gapless BIM-based planning process
 - Fully integrated technical planning
 - Realtime mass and cost calculation
 - Standardised tender documents
 - Digital interface to fit-out configurator
- Exceptionally rapid and highly efficient planning process with consistent quality



The modular planning process is the foundation of our new product

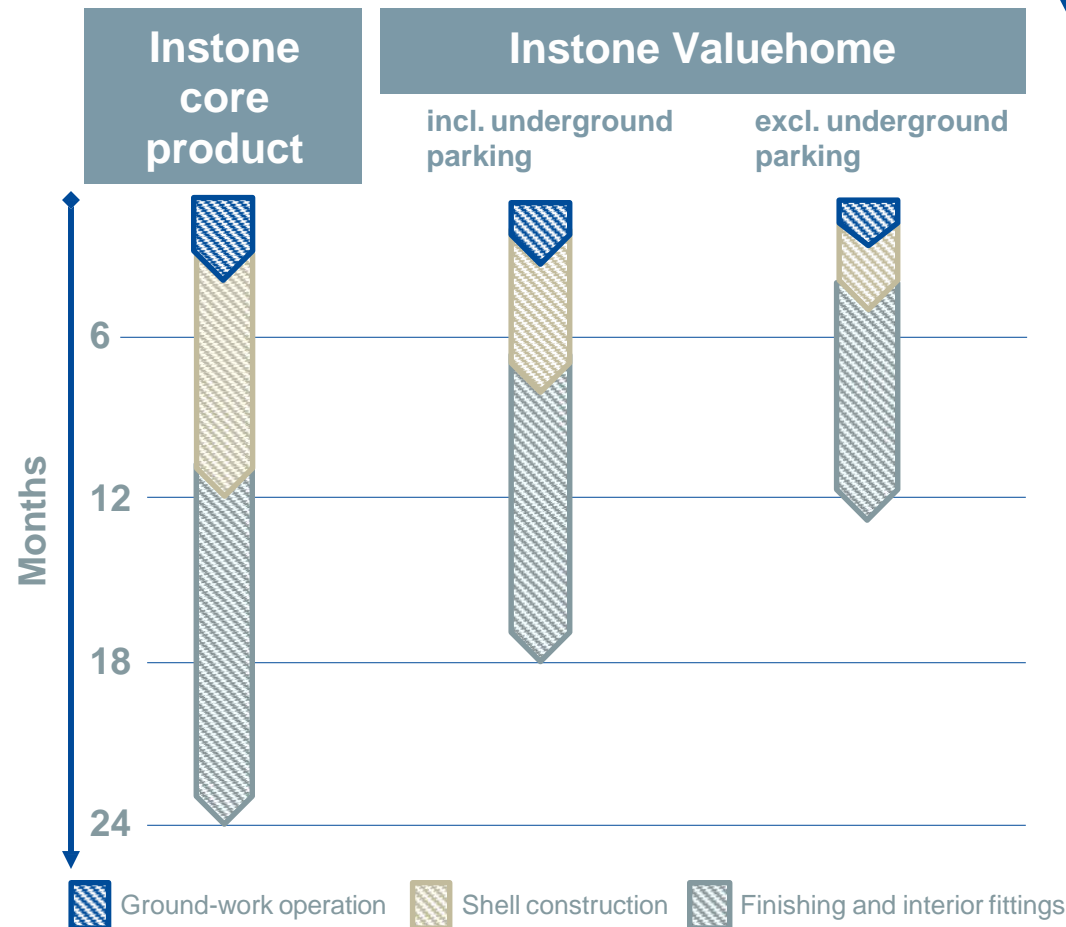
Illustrative simulation of modular planning approach applied to Project Rottenburg



► INS Modular product uses BIM based standardized planning to reduce time and costs

More easily scalable construction and potential for industrialized production processes

- Lean construction process
→ increase of efficiency
- Lower cost risks due to standardisation
- Standardised product leads to continuous improvement process
- Reduction of complexity leads to lower personnel expenses (also after-sale)



Comparison of products

| | Traditional Instone Product | Instone Valuehome |
|-----------------|---|---|
| Price | <ul style="list-style-type: none"> Mid to high price segment No Luxury Selling price €4,000/sqm – 9,000/sqm | <ul style="list-style-type: none"> Lower to mid-price segment Positioning between social housing and Instone core product Selling price up €3,000/sqm – 5,000/sqm |
| Complexity | <ul style="list-style-type: none"> Highly customised Typically includes substantial underground construction (e.g. parking space) Medium to high level of customer optionality | <ul style="list-style-type: none"> Highly standardised Minimising costly underground construction (e.g. parking space) Low level of customer optionality |
| Location | <ul style="list-style-type: none"> Focused on largest and fastest growing metropolitan areas (A cities and attractive B cities) Mainly targeting coveted inner-city locations | <ul style="list-style-type: none"> Focused on B locations in and around metropolitan areas Certain B cities in commuter belts Typically well-connected suburban locations |
| Project size | <ul style="list-style-type: none"> Project size >€50m Preference for development of entire residential quarters; typically including masterplanning process | <ul style="list-style-type: none"> Project size >€20m Less complex projects; lower share of masterplanning processes |
| Target Customer | <ul style="list-style-type: none"> Mid- to high income owner occupiers Affluent buy-to-let investors Institutional investors | <ul style="list-style-type: none"> Municipal housing companies Institutional investors Professional landlords Affluent buy-to-let investors To a lesser extent owner occupiers |

Instone has a clearly defined path to rolling out the valuehome product

INS valuehome is a highly scalable new product based on proprietary modular planning technology

- first step towards industrialising the entire development value chain
- address the largest end customer segment by income and substantially increase INS's addressable market as well as long term revenue potential

Expect to create a clear competitive advantage for INS

- INS valuehome production costs are unrivalled in the market at €2,000 – 2,300/sqm
- management believes valuehome product development is c. 2-3 years ahead of competition

The new product is highly synergistic to the established nationwide INS platform

- sourcing of attractive projects in and around our current focus markets
- improve economics of social housing sections in our existing projects

Roll out has started – more acquisitions to follow

- INS project pipeline already includes 5 valuehome projects
- acquisition teams have identified > €500m GDV of suitable valuehome projects

ESG Strategy

ESG is integral part of INS's corporate strategy

1. ESG integration into corporate governance / organisational structure (in 2020)

- **Clearly defined ESG responsibilities** established within the INS corporate structure
 - Management board responsibility: CFO Foruhar Madjlessi
 - Establishment of dedicated ESG Officer and ESG Steering Committee
- Integration of ESG into the **management compensation scheme** no later than 2022
- Development of **internal reporting systems** (publications: externally advised sustainability section within annual report, company presentation, ESG website), GRI-Standards (option "Core")
- Stakeholder survey planned for 2021, establishment of continuous dialogue
- Independent sustainability rating planned for 2021

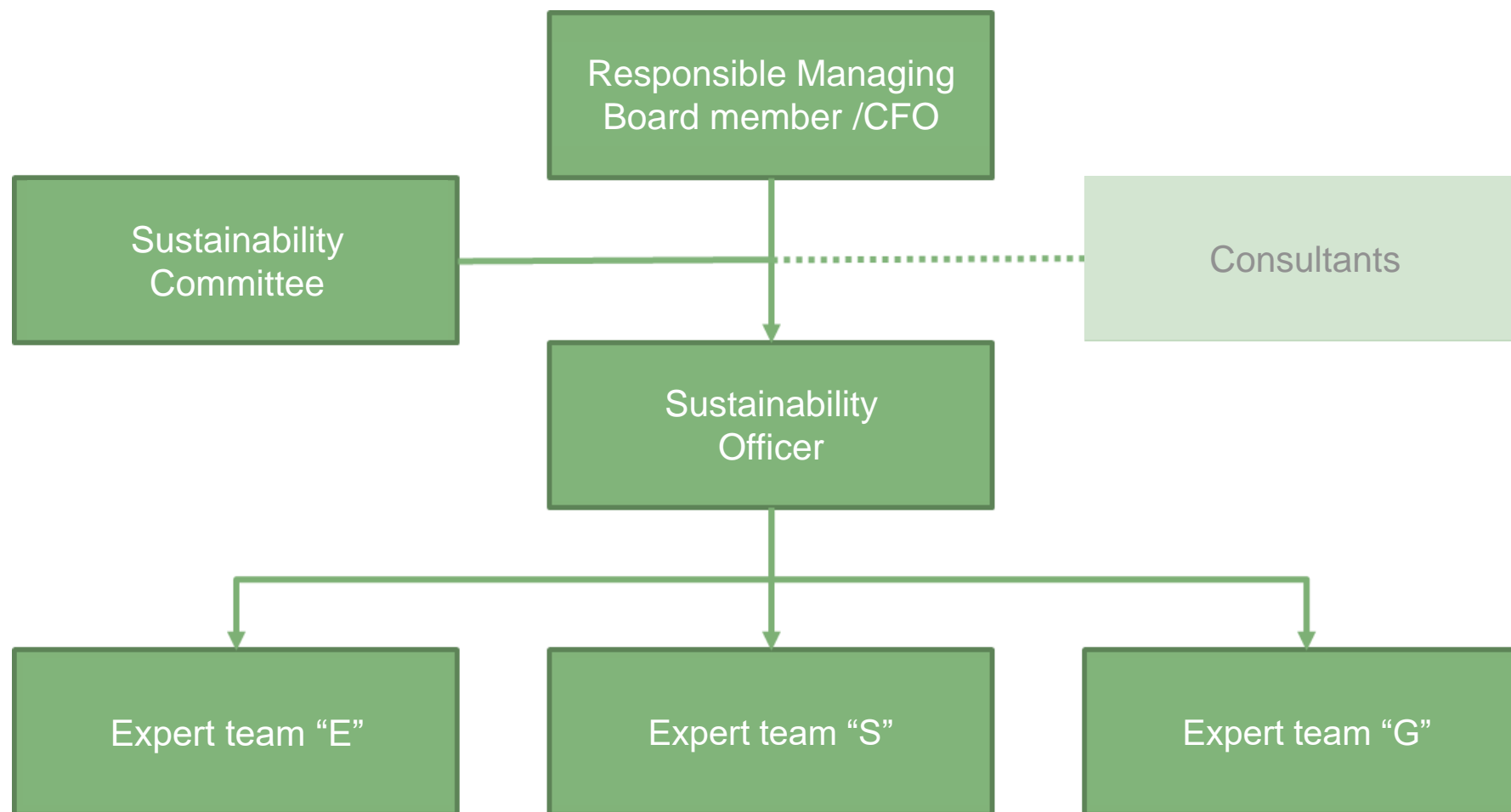
2. Clear commitment for ambitious CO₂ targets / CO₂ neutrality by 2050

- Support of UN Paris Agreement and environmental targets of the German federal government
 - Long term target: **CO₂ neutrality until 2045**
- **CO₂ reduction of 50% by 2030**; share of highly energy efficient buildings (equivalent to KfW40) of 100% of our projects until 2030
- Commitment to the UN Sustainable Development Goals (SDGs)
- INS's ESG-KPIs cover all relevant pillars; also **strong emphasis on social impact**
- Further extension of ESG-KPI's planned
 - Increasing energy efficiency in production process (higher share of environmentally friendly materials)
 - Water consumption, recycling, bio-diversity
- Verifiability of the ESG-report within the next two financial years

Overview: Major ESG-KPIs – Targets/Achievements

| | Major KPIs | Achievements 2020 | Targets |
|----------|--|---|--|
| E | CO₂ reduction as overall objective | 11 kgCO₂/sqm | -50% (2030) climate neutrality (2045) |
| | Share of projects with renewable energy supply | ~13% | at least 40% (2030) |
| | Share of building with high energy efficiency standards | KfW55: ~65% | KfW40 (or equivalent energy efficiency): 100% (2030) |
| | Charging stations for EVs | ~330 (ca. 2.5%) | continuous increase in consultation with local municipalities and regional electricity suppliers |
| S | Shares of affordable housing | 17% subsidized apartments | at least 50% share of affordable housing (incl. valuehome) by 2030 |
| | Diversity (share of female employees in management positions) | 25% (1 st)* 22% (2 nd) | at least stable |
| | Employee satisfaction (semi-annual analysis) | 75% | 75% or more |
| | Instone Code of Conduct for employees and contractors (compliance with UN Charter) | 100% | 100% |
| | Number of places at kindergartens/schools | 1,690/1,300 | |
| G | Employee compliance and data protection trainings | 96% | 100% |
| | Compliance cases (suspected) | 2 | 0 |
| | Independent supervisory board | 100% | 100% |
| | Customer satisfaction analysis | N/A | 2021 |
| | Integration of ESG targets into management compensation scheme | N/A | Latest 2022 |

ESG organisational structure implemented in 2020



ESG: Fields of Action

17 UN Sustainable Development Goals



major impact



moderate impact



minor impact

Dedicated Actions Currently in Place

3 GOOD HEALTH AND WELL-BEING



- Anti-COVID measures for employees, customers and contractors higher than the legal requirements
- Provision of free fruit and vegetables in all subsidiaries
- Support of sports programmes for our employees
- Regular Safety trainings
- Offer for occupational-medical health examinations by our medical officer
- Provision of group accident insurance and health insurance
- Low rate of accidents at work

8 DECENT WORK AND ECONOMIC GROWTH



- Code of Conduct revised and adapted in function of the UN Declaration of Human Rights and the UN Convention on the Rights of the Child
- Compliance with the minimum wages in-house as well as on supplier level
- Optimal workplace design for our employees (high-quality office equipment, well equipped kitchens)
- Reconciliation of family and work (trust-based working hours and mobile working)
- Monitoring employee satisfaction via surveys and employee turnover ratios

11 SUSTAINABLE CITIES AND COMMUNITIES



- Support of sustainable communal urban land use planning
- Sustainable district development (e.g. Schönhofviertel)
- Urbanistic concepts

Dedicated Actions Currently in Place



- Adjustment of Instone's company car policy with the objective of increasing the number of hybrid and e-vehicles
- Mobile working agreement between the company and the workers council
- Progressive digitalisation in order to reduce paper consumption
- Dismantling in cooperation with specialist recycling companies



- Medium-term objective: CO₂ reduction (-50% by 2030, climate neutrality until 2045)
- 100% share of highly energy efficient buildings with KfW40 standards or equivalent energy efficiency until 2030
- Creating compensation areas for sealed surfaces
- Brownfield developments
- Promotion of biodiversity
- Relocation measures for flora and fauna



- Responsible and sustainable resource management
- Establishment of attractive residential properties and districts
- Reduction of housing shortage as our contribution to society
- Supporting the creation of infrastructure

Westville, Frankfurt am Main

Realizing an innovative energy concept

- Former industrial site turned into an attractive living quarter for more than 3,000 people
 - ~1,300 apartments, thereof 380 subsidized
 - Three kindergartens
 - Large green areas incl. six playgrounds
 - Specially designed heat pumps for waste heat recovery from nearby data center
 - 100 % energy standard KfW 55
- ▶ Attractive living quarter combined with a highly innovative, sustainable energy concept



Niederkasseler Lohweg, Düsseldorf

Creating living quarters on former industrial sites

- Brownfield redevelopment incl. deconstruction and recycling of a seven-storey office building
- Mix of 221 subsidized and privately financed apartments plus local square, 430 sqm playground and kindergarten
- Construction of a two-storey underground car park, incl. underground backwater vessels
- 10% of the parking lots equipped with charging stations for e-cars
- Nesting aids for bats and swifts
- Planting of several mid-size trees



INSTONE
REAL
ESTATE



Theaterfabrik and Heeresbäckerei, Leipzig

Converting old buildings into sustainable game changers

- Harmonious unit of historical and new buildings
 - Comprehensive, resource-friendly restoration
 - Avoidance of emission-intensive construction measures*
 - Preservation of the historical charm and cultural meaning of the original buildings
- ▶ Highly liveable quarters with generous green spaces

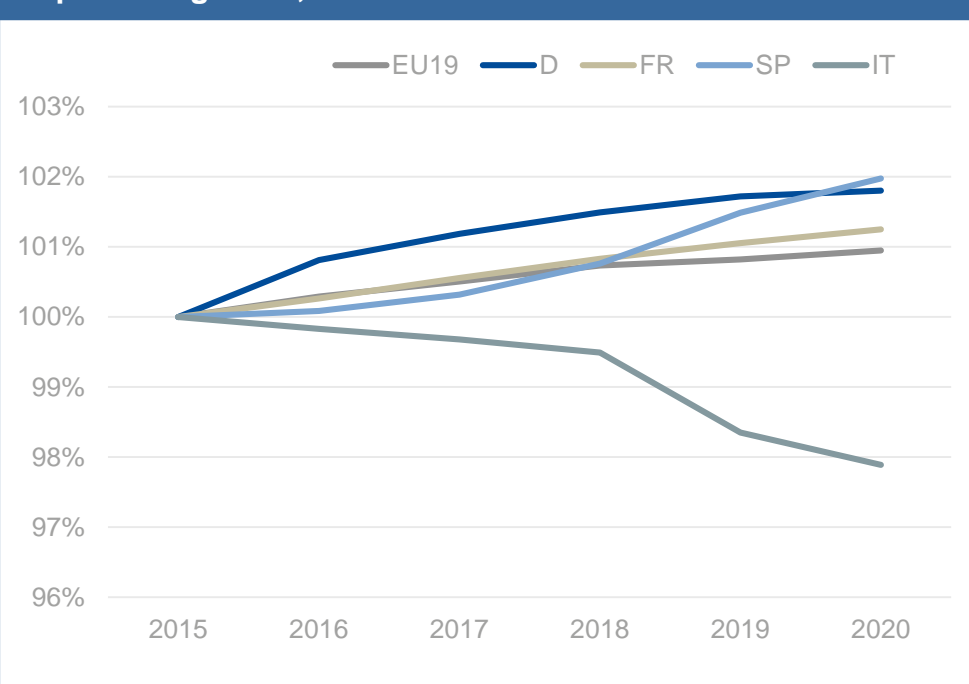
* In comparison to demolishing and rebuilding



Market Environment

Structural demand growth supported by net immigration

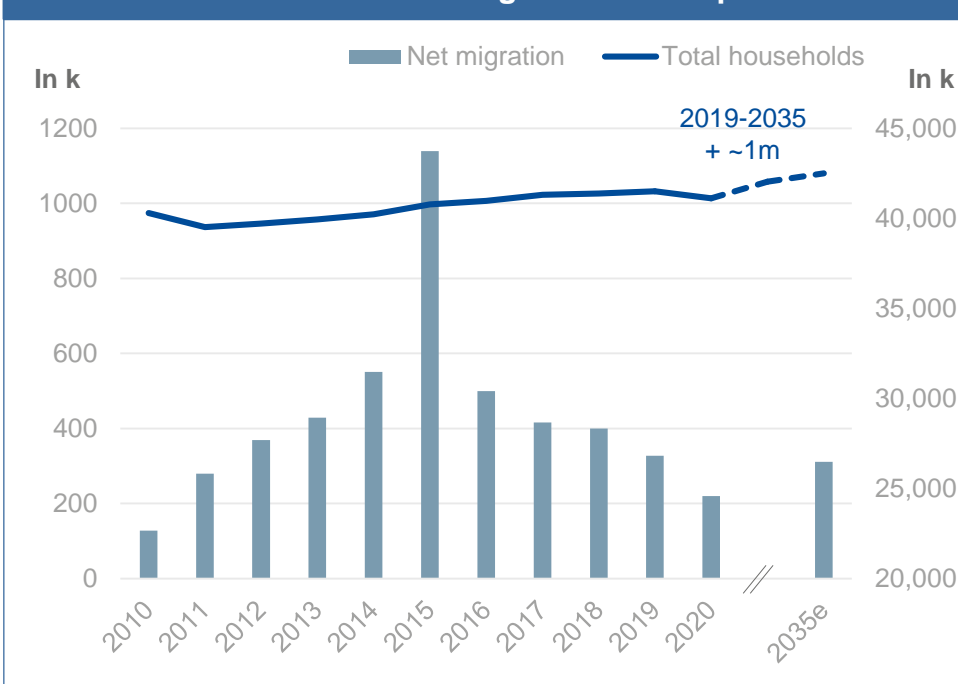
Population growth, indexed 2015=100



✓ Germany outperforms the EU19 average

Source: Eurostat

German households and net migration development

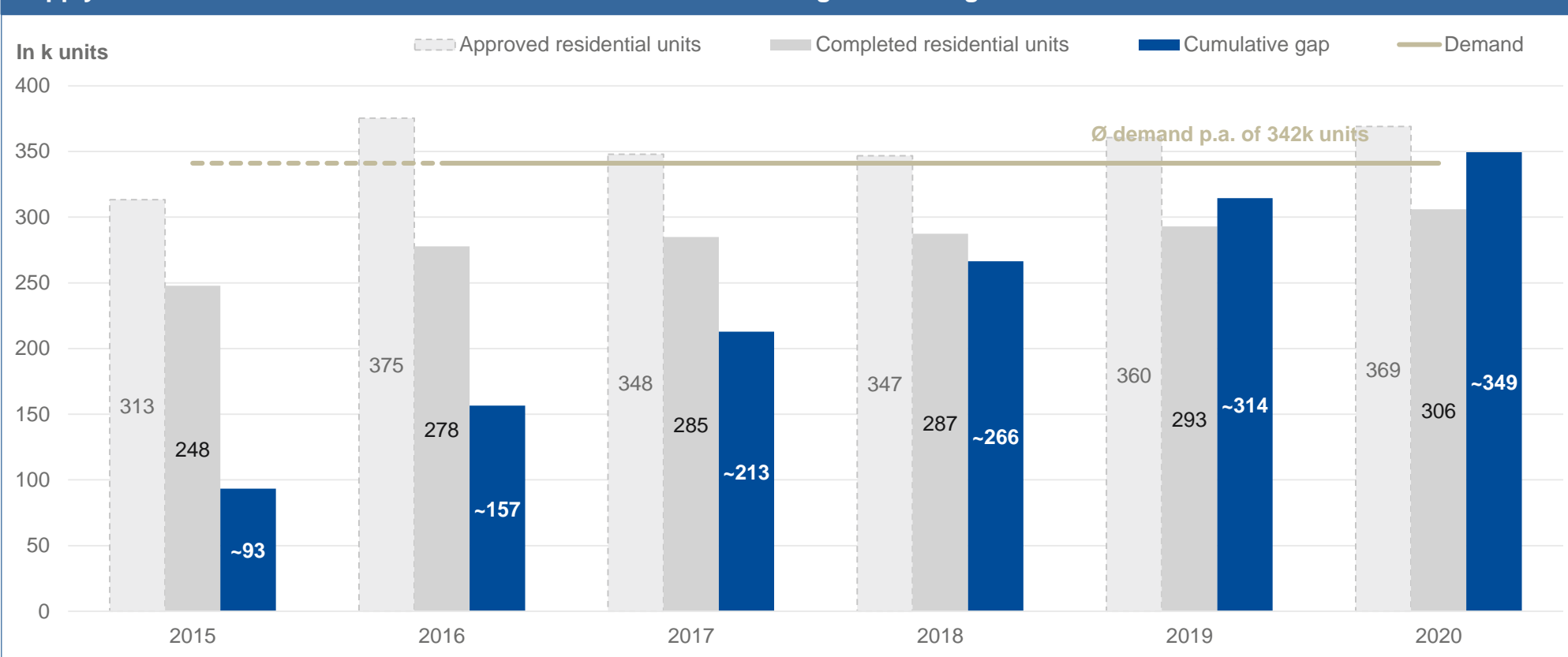


✓ Number of households with positive underlying trend due to further net migration and increase in number of single-person households

Source: destatis Fachserie 1 Reihe 3, Haushalte am Haupt- und Nebenwohnsitz, DB Research

Backlog of undersupply is further building up

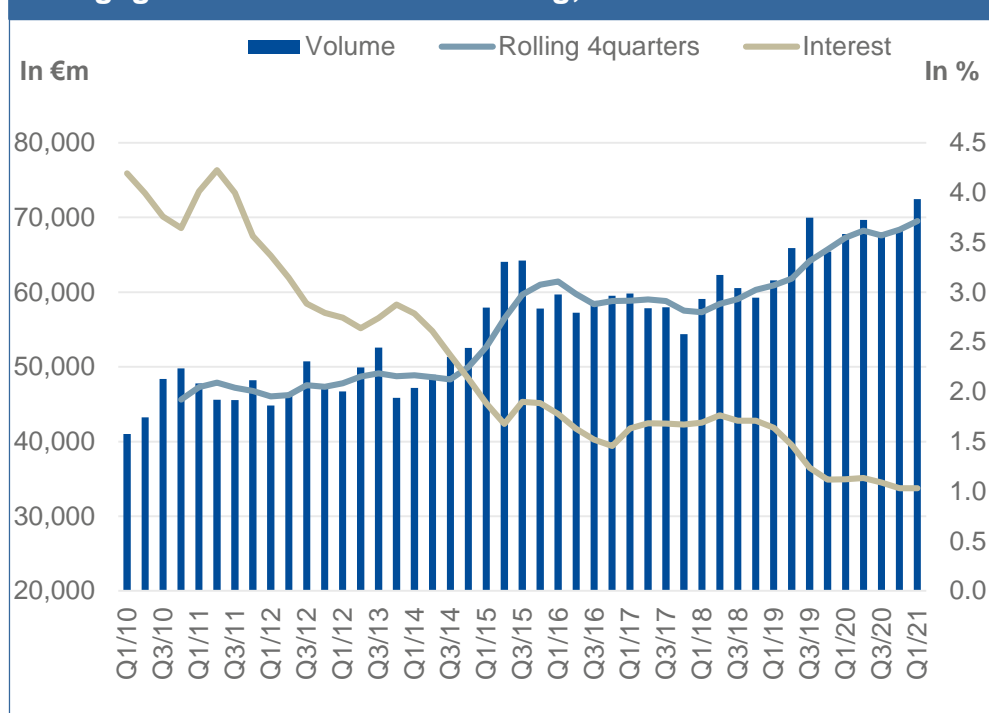
Supply and demand imbalance in German residential market: No signs of easing



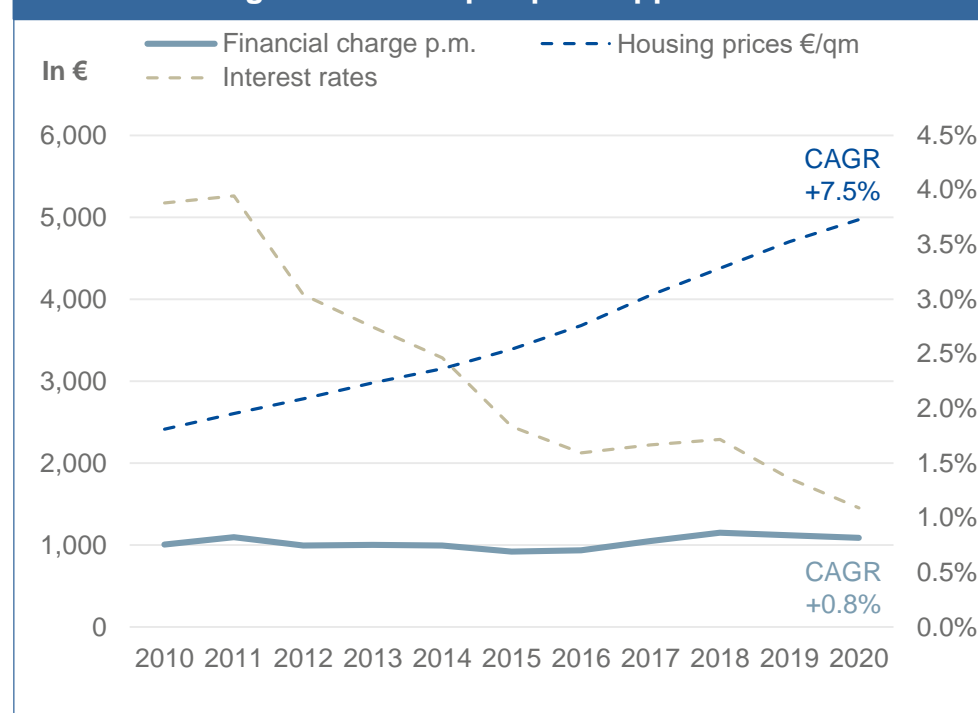
Source: supply - destatis (Fachserie 5 Reihe1, 20/07/2021), average demand 2016-2020 IW-Report 28/2019

Lending markets stay very supportive and German resi still highly affordable

Mortgage loans: volumes still rising; rates at record lows



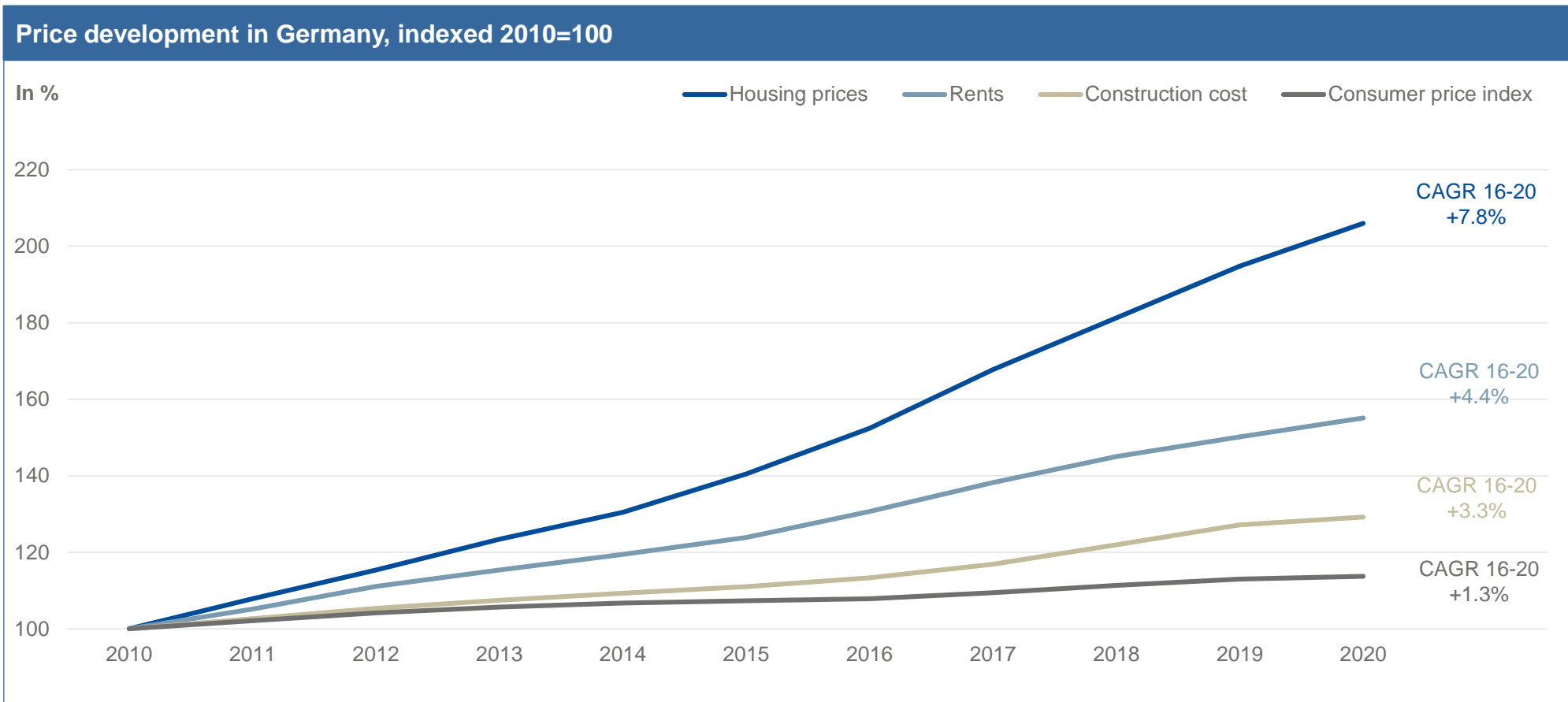
Financial charges stable despite price appreciation



Source: Deutsche Bundesbank as of 06/05/2021, total volumes of residential mortgage loans to households, effective interest rate for mortgage loans with maturities >5-10 years

Source: Bulwiengesa housing prices for new multi-family flats (04/2020), Deutsche Bundesbank as of 06/05/2021, weighted interest rates for loans with an initial rate fixation >5-10 years, calculation of financial charge based on assumption of initial amortisation of 2% and 15% equity

Positive price trend also in COVID environment underpins strength of the asset class



Source: Bulwiengesa Immobilienindex (11/2021) house prices and rents for new flats in Germany, destatis (11/2021)

Appendix

Income statement (reported)

| €m | Q3 2021 | Q3 2020 | 9M 2021 | 9M 2020 |
|--|--------------|--------------|--------------|--------------|
| Total revenues | 132.1 | 107.0 | 372.4 | 275.9 |
| Changes in inventories | 32.5 | 19.0 | 62.0 | 73.3 |
| | 164.5 | 126.0 | 434.4 | 349.2 |
| Other operating income | 0.8 | 1.0 | 2.6 | 5.6 |
| Cost of materials | -124.5 | -89.2 | -323.1 | -251.4 |
| Staff costs | -13.0 | -10.8 | -38.1 | -30.8 |
| Other operating expenses | -8.2 | -4.8 | -21.3 | -18.4 |
| Depreciation and amortization | -1.2 | -1.0 | -3.5 | -3.0 |
| Earnings from operative activities | 18.5 | 21.1 | 51.1 | 51.2 |
| Income from associated affiliates | 0.1 | 0.4 | 2.6 | 0.7 |
| Other net income from investments | 0.0 | -0.6 | 0.1 | -1.2 |
| Finance income | 0.1 | 0.0 | 0.1 | 0.0 |
| Finance costs | -3.6 | -6.2 | -12.3 | -18.2 |
| Changes of securities classified as financial assets | 0.0 | 0.2 | -0.1 | 0.1 |
| EBT | 15.0 | 14.8 | 41.4 | 32.5 |
| Income taxes | -4.0 | -4.6 | -12.6 | -9.3 |
| EAT | 11.0 | 10.3 | 28.8 | 23.3 |

- ✓ The increase in revenues is based on the successful marketing and the scheduled construction progress of the current project developments.
- ✓ Stable purchases of land and increased construction activities led to an increase in cost of materials to €323.1m (9M-2020: €251.4m).
- ✓ Increase in staff costs mainly reflects the increase in FTEs to 364.7 (9M-2020: 333.7).
- ✓ The financial result decreased to €-12.3m (9M-2020: €-18.1m). The lower interest expenses is mainly attributable to the successful refinancing at better conditions and the lower utilization of project financing.

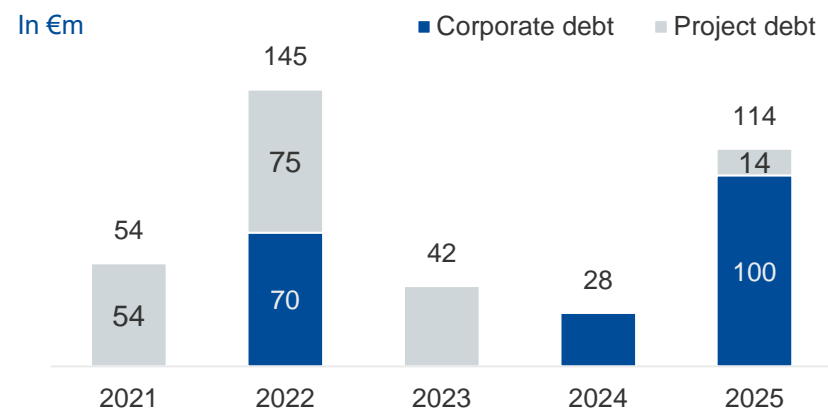
Condensed balance sheet

| €m | 30/09/2021 | 31/12/2020 |
|-------------------------------------|----------------|----------------|
| Non-current assets | 77.9 | 52.9 |
| Inventories | 839.8 | 777.8 |
| Contract assets | 245.3 | 194.2 |
| Other receivables | 87.9 | 171.3 |
| Cash and cash equivalents | 156.5 | 87.0 |
| Current assets | 1,329.5 | 1,230.2 |
| Total assets | 1,407.3 | 1,283.1 |
| Total equity | 539.1 | 521.0 |
| Financial liabilities | 205.5 | 313.7 |
| Other provisions and liabilities | 22.5 | 32.7 |
| Deferred tax liabilities | 31.6 | 22.9 |
| Non-current liabilities | 259.5 | 369.3 |
| Financial liabilities | 194.9 | 168.0 |
| Trade payables | 103.1 | 68.9 |
| Other provisions and liabilities | 310.7 | 155.8 |
| Current liabilities | 608.7 | 392.7 |
| Total equity and liabilities | 1,407.3 | 1,283.1 |

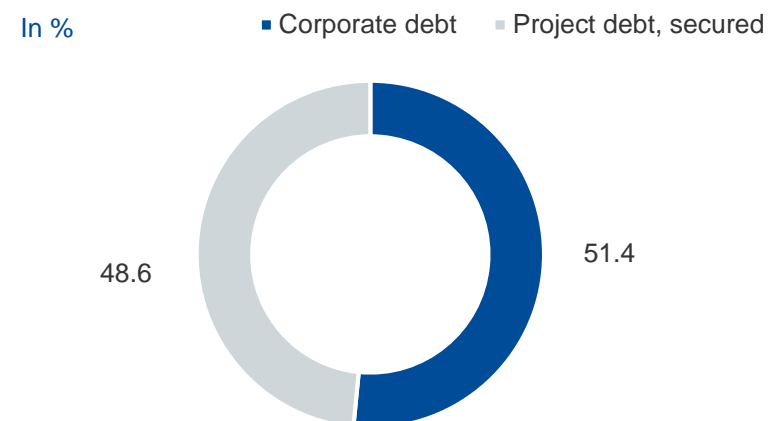
- ✓ The increase in inventories is attributable to land acquisitions and higher capitalised construction costs. As of 9M-2021, acquisition of land plots (incl. incidental costs) of €618.0m (Q4-2020: €589.0m) are included in inventories.
- ✓ Cash and cash equivalents and time deposits totaling €231.5m (Q4-2020: €232.0m).
- ✓ Non-current financial liabilities decreased to €205.5m due to lower utilization of project financing.
- ✓ Other liabilities €253.2m (Q4-2020: €88.7m) mainly comprise advance payments received on work in progress.

Well balanced financing structure at attractive terms

Maturity profile as of 30/09/2021



Secured/unsecured as of 30/09/2021



| | |
|--|-----------|
| Weighted average corporate debt maturity | 2.7 years |
| Weighted average corporate interest costs | 3.33% |
| Share of corporate debt with floating interest | 24.1% |

Project Portfolio Key Figures

| €m | Q3 2021 | Q2 2021 | Q1 2021 | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Volume of sales contracts | 170.7 | 89.1 | 118.6** | 246.0 | 94.9 | 54.1* | 69.4 | 1,088.2 | 183.1 |
| Project Portfolio | 7,154.9 | 6,268.1 | 6,054.2 | 6,053.6 | 5,937.5 | 5,701.3 | 5,744.4 | 5,845.7 | 5,384.1 |
| <i>thereof already sold</i> | <i>2,308.7</i> | <i>2,444.0</i> | <i>2,360.5</i> | <i>2,328.8</i> | <i>2,108.6</i> | <i>2,017.1</i> | <i>2,189.0</i> | <i>2,174.0</i> | <i>1,261.1</i> |
| Units | Q3 2021 | Q2 2021 | Q1 2021 | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 |
| Volume of sales contracts | 468 | 169 | 372** | 708 | 128 | 347* | 109 | 2,063 | 380 |
| Project Portfolio | 15,913 | 14,338 | 13,678 | 13,561 | 13,374 | 13,075 | 12,952 | 13,715 | 12,233 |
| <i>thereof already sold</i> | <i>5,401</i> | <i>5,679</i> | <i>5,510</i> | <i>5,381</i> | <i>4,770</i> | <i>4,648</i> | <i>4,799</i> | <i>4,814</i> | <i>2,944</i> |

(Unless otherwise stated, the figures are quarterly values)

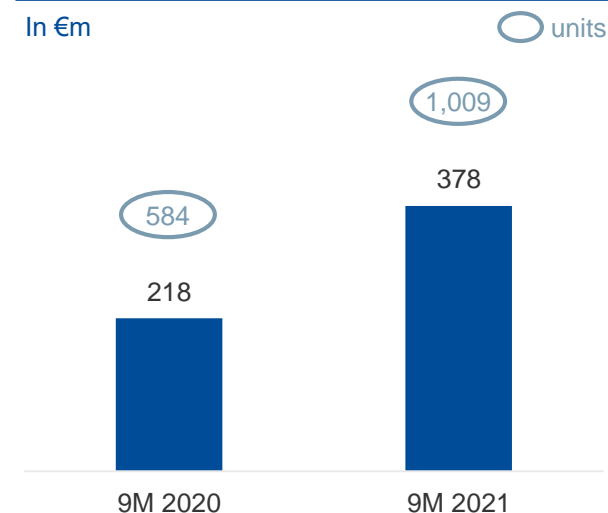
*Of which €24.3m (303 units) from updated business plan of already sold project Westville.

**Of which €6.3m (186 units) from updated business plan of already sold project part in "Schönhof-Viertel", Frankfurt.

9M 2021 – Concluded Sales Contracts

| Project | City | Units | €m |
|--|-------------------|-------|------|
| Wiesbaden-Delkenheim, Lange Seegewann* | Wiesbaden | 251 | / |
| "Wohnen im Hochfeld" Unterbach | Düsseldorf | 98 | 58,8 |
| St. Marienkrankenhaus | Frankfurt a. M. | 24 | 32,2 |
| „Neckar.Au Viertel“ | Rottenburg | 92 | 31,9 |
| Seetor "City Campus" | Nürnberg | 63 | 31,1 |
| Düsseldorfer Landstraße* | Duisburg-Buchholz | / | / |
| Rote Kaserne West - "Fontane Gärten" | Potsdam | 38 | 23,0 |
| "Schönhof-Viertel" ** | Frankfurt | 201 | 21,6 |
| „Carlina Park“, Schopenhauerstraße | Nürnberg | 29 | 20,2 |
| "Lokhöfe", Bahnhofsareal Nord | Rosenheim | 91 | 15,4 |

Concluded sales contracts



* Confidentiality agreements
 ** From updated business plan

9M 2021 – Revenue Contribution

| Project | City | Adj. revenues (€m) |
|--------------------------------------|-----------------|--------------------|
| St. Marienkrankenhaus | Frankfurt a. M. | 49,6 |
| "Wohnen im Hochfeld" Unterbach | Düsseldorf | 41,4 |
| Westville | Frankfurt a. M. | 32,7 |
| west.side | Bonn | 30,6 |
| „Carlina Park“, Schopenhauerstraße | Nürnberg | 26,5 |
| Schulterblatt "Amanda" | Hamburg | 24,5 |
| City-Prag - Wohnen im Theaterviertel | Stuttgart | 21,8 |
| S`LEDERER | Schorndorf | 20,0 |
| Stephanstraße | Nürnberg | 20,0 |
| Schwarzwaldstraße | Herrenberg | 18,0 |
| Others | | 120.3 |
| Total | | 405.6 |

9M 2021 Construction Launches

| Project | City | Start in | Exp. Sales Volume (€m) | Units |
|---------------------------------------|-----------------------|----------|------------------------|-------|
| "Fontane Gärten" – 1. BA | Potsdam | Q1 | ~ 31 | ~ 55 |
| Westville – 1. BA (WA-5) | Frankfurt | Q1 | ~ 153 | ~ 330 |
| "Wohnen im Hochfeld" Scholle 2 | Düsseldorf | Q3 | ~42 | ~70 |
| "Neckar.AU Viertel" - 2. BA | Rottenburg | Q3 | k.A. | ~80 |
| "Wohnen im Hochfeld" SW-Hochbautentw. | Düsseldorf | Q3 | k.A. | ~65 |
| "Fontane Gärten" - 2. BA | Potsdam | Q3 | ~33 | ~55 |
| Düsseldorfer Landstraße | Duisburg- Buchholz | Q3 | k.A. | ~80 |
| Westville - 2. BA (WA-6) | Frankfurt a.M. | Q3 | ~142 | ~320 |
| Westville - 3. BA (WA-7) | Frankfurt a.M. | Q3 | ~172 | ~330 |
| "Lokhöfe", Bahnhofsareal Nord | Rosenheim | Q3 | ~25 | ~145 |

Sales Offer as of 30/09/2021 (Top Projects, condominium sales)

| Project | City | Sales volume (€m) | Units | Already sold in % |
|------------------------------------|-----------------|-------------------|------------|-------------------|
| "Schönhof-Viertel" | Frankfurt a. M. | 82.9 | 117 | 16% |
| Seetor "City Campus" 1 | Nürnberg | 47.2 | 89 | 41% |
| "Wohnen im Hochfeld" Scholle 3 | Düsseldorf | 38.2 | 58 | 2% |
| Parkresidenz New building | Leipzig | 34.6 | 91 | 2% |
| Parkresidenz Old building | Leipzig | 25.0 | 64 | 16% |
| Fontane Gärten BA 2 | Potsdam | 22.9 | 39 | 30% |
| „Carlina Park“, Schopenhauerstraße | Nürnberg | 15.5 | 7 | 77% |
| Fontane Gärten BA 1 | Potsdam | 10.3 | 16 | 67% |
| "Lokhöfe", Bahnhofsareal Nord | Rosenheim | 10.0 | 52 | 60% |
| Seetor "City Campus" 2 | Nürnberg | 9.7 | 13 | 64% |
| Marina Bricks | Regensburg | 7.3 | 9 | 76% |
| "Wohnen im Hochfeld" Scholle 2 | Düsseldorf | 0.8 | 1 | 98% |
| Total | | 304.5 | 556 | |

Project Portfolio as of 30/09/2021

(projects > €30m sales volume, representing total: ~ €7.2bn)

| Project | Location | Sales volume (expected) | Land plot acquired | Building right obtained | Sales started | Construction started |
|--------------------------------|----------------------|-------------------------|--------------------|-------------------------|---------------|----------------------|
| <u>Hamburg</u> | | | | | | |
| Schulterblatt "Amanda" | Hamburg | 96 Mio. € | ● | ● | ● | ● |
| Kösliner Weg | Norderstedt-Garstedt | 93 Mio. € | ● | ◐ | | |
| Sportplatz Bult | Hannover | 120 Mio. € | | | | |
| Rothenburgsort | Hamburg | 213 Mio. € | ● | ● | ◐ | |
| Büntekamp | Hannover | 153 Mio. € | ● | ◐ | | |
| <u>Berlin</u> | | | | | | |
| Wendenschlossstr. | Berlin | 49 Mio. € | ● | ● | | |
| Rote Kaserne West | Potsdam | 64 Mio. € | ● | ● | ● | ● |
| <u>NRW</u> | | | | | | |
| Niederkasseler Lohweg | Düsseldorf | N/A | ● | ● | ● | ● |
| Unterbach / Wohnen am Hochfeld | Düsseldorf | 185 Mio. € | ● | ● | ◐ | ◐ |
| Literaturquartier | Essen | 77 Mio. € | ● | ● | | |
| REME | Mönchengladbach | 118 Mio. € | | ◐ | | |
| west.side | Bonn | 188 Mio. € | ● | ● | ◐ | ◐ |
| Gartenstadtquartier | Dortmund | 103 Mio. € | ● | ◐ | | |
| Projekt NRW | NRW | 715 Mio. € | ● | | | |

Semi-filled circle means that the milestone has already been achieved for sections of the project (land plot acquisition, start of sales or construction). Concerning the building right the semi-filled circle means that the zoning process has been initiated. No circle for "land plot acquired" means that the land has not yet been purchased but secured by contract.

Project Portfolio as of 30/09/2021

(projects > €30m sales volume, representing total: ~ €7.2bn)

| Project | Location | Sales volume (expected) | Land plot acquired | Building right obtained | Sales started | Construction started |
|---------------------------------------|-------------------|-------------------------|--------------------|-------------------------|---------------|----------------------|
| <u>Rhine-Main</u> | | | | | | |
| Wiesbaden-Delkenheim, Lange Seegewann | Wiesbaden | 106 Mio. € | ● | ◐ | ● | |
| Siemens-Areal | Frankfurt am Main | 591 Mio. € | ● | ◐ | ◐ | |
| St. Marienkrankenhaus | Frankfurt am Main | 217 Mio. € | ● | ● | ● | ● |
| Friedberger Landstraße | Frankfurt am Main | 306 Mio. € | | ◐ | | |
| Elisabethenareal Frankfurt | Frankfurt am Main | 30 Mio. € | ● | ● | | |
| Steinbacher Hohl | Frankfurt am Main | 53 Mio. € | ● | ● | | |
| Gallus | Frankfurt am Main | 41 Mio. € | ● | ● | | |
| Westville | Frankfurt am Main | N/A | ● | ● | ● | ◐ |
| Aukamm | Wiesbaden | 184 Mio. € | ● | | | |
| Heusenstamm | Heusenstamm | 154 Mio. € | ● | | | |
| Maintal | Maintal | 193 Mio. € | ● | | | |
| Polaris | Hofheim | 55 Mio. € | ● | ● | | |
| Rheinblick Wiesbaden | Wiesbaden | 284 Mio. € | | | | |
| <u>Leipzig</u> | | | | | | |
| Semmelweisstraße | Leipzig | 109 Mio. € | ● | ● | | |
| Parkresidenz | Leipzig | 252 Mio. € | ● | ● | ◐ | |
| Rosa-Luxemburg-Straße | Leipzig | 109 Mio. € | ● | ● | | |
| Heide Süd | Halle | 38 Mio. € | ● | ◐ | | |

Semi-filled circle means that the milestone has already been achieved for sections of the project (land plot acquisition, start of sales or construction). Concerning the building right the semi-filled circle means that the zoning process has been initiated. No circle for "land plot acquired" means that the land has not yet been purchased but secured by contract.

Project Portfolio as of 30/09/2021

(projects > €30m sales volume, representing total: ~ €7.2bn)

| Project | Location | Sales volume (expected) | Land plot acquired | Building right obtained | Sales started | Construction started |
|--------------------------------------|------------|-------------------------|--------------------|-------------------------|---------------|----------------------|
| <u>Baden-Württemberg</u> | | | | | | |
| City-Prag - Wohnen im Theaterviertel | Stuttgart | 128 Mio. € | ● | ● | ● | ● |
| Schwarzwaldstraße | Herrenberg | 50 Mio. € | ● | ● | ● | ● |
| S`LEDERER | Schorndorf | N/A | ● | ● | ● | ● |
| Neckartalterrassen | Rottenburg | 163 Mio. € | ● | ● | ◐ | ◐ |
| Schäferlinde | Herrenberg | 61 Mio. € | ● | ◐ | | |
| Schwarzwaldstraße BA II | Herrenberg | 70 Mio. € | ● | | | |
| <u>Bavaria South</u> | | | | | | |
| Ottobrunner Straße | München | 93 Mio. € | ● | ● | | |
| Beethovenpark | Augsburg | 144 Mio. € | ● | ● | | |
| <u>Bavaria North</u> | | | | | | |
| Schopenhauerstraße | Nürnberg | 68 Mio. € | ● | ● | ● | ● |
| Stephanstraße | Nürnberg | N/A | ● | ● | ● | ● |
| Seetor | Nürnberg | 112 Mio. € | ● | ● | ● | ● |
| Eslarner Straße | Nürnberg | 50 Mio. € | ● | ● | | |
| Lagarde | Bamberg | 82 Mio. € | ● | ● | | |
| Boxdorf | Nürnberg | 59 Mio. € | ● | ● | | |
| Marina Bricks | Regensburg | 30 Mio. € | ● | ● | ● | ● |
| Thumenberger Weg | Nürnberg | 111 Mio. € | ● | ● | | |
| Worzeldorf | Nürnberg | 68 Mio. € | ● | | | |

Semi-filled circle means that the milestone has already been achieved for sections of the project (land plot acquisition, start of sales or construction). Concerning the building right the semi-filled circle means that the zoning process has been initiated. No circle for "land plot acquired" means that the land has not yet been purchased but secured by contract.

Approvals/Acquisition Strategy

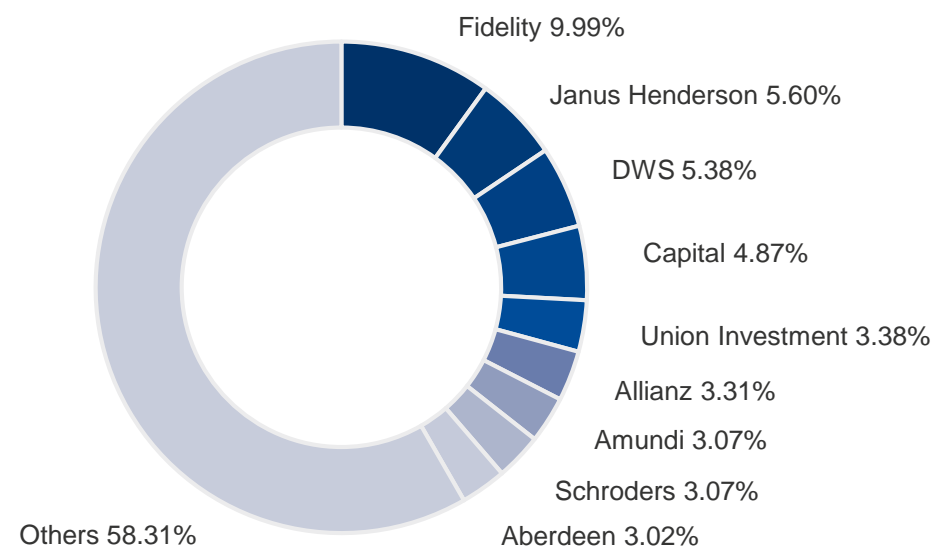
| | Projects without need for zoning processes | | Projects with zoning processes |
|-----------------|---|---|--|
| | Masterplan in place | No requirement due to §34 BauGB (building code) | Brownfield projects |
| | <ul style="list-style-type: none"> Generally less attractive for INS due to higher competition | <ul style="list-style-type: none"> Within built-up districts Insertion rule within settlement No precise predefinition of building character (negotiation with municipality) | <ul style="list-style-type: none"> Close cooperation with municipalities and other stakeholders Development of new city districts Focus on off-market deals Tender processes: Only deals where INS has a special angle |
| | + | + | + |
| Value potential | + | + | + |
| Duration | 6 month | 6 month | Avg. approx. 2 – 5 years |

Instone Share

Basic data

- ISIN: DE000A2NBX80
- Ticker symbol: INS
- No of shares: 46,988,336
- Index: SDAX
- Market cap*: €852m
- Average daily trading volume: €1.3m
- Free float: 100%
- Market segment: Prime Standard, Frankfurt

Shareholder structure (December 2021)



Financial Calendar

2021

| | | |
|----------|--------|---|
| November | 18 | Quarterly Statement for the first nine months of 2021 |
| November | 19 | Virtual Roadshow, UK (Deutsche Bank) |
| November | 22 | Roadshow, UK (Deutsche Bank) |
| November | 23 | Virtual Roadshow, Paris (KeplerCheuvreux) |
| November | 24 | EPRA Corporate Access Day, virtual |
| November | 26 | Virtual Roadshow, Germany & Switzerland (Credit Suisse) |
| December | 01 | UBS Global Real Estate CEO/CFO Conference, London |
| December | 02 | Virtual Roadshow, US (Morgan Stanley) |
| December | 06, 09 | HSBC Real Estate Seminar, virtual |

2022

| | | |
|----------|----|--|
| January | 10 | ODDO BHF Forum |
| January | 17 | UniCredit Kepler Cheuvreux German Corporate Conference |
| March | 17 | Annual Report 2021 |
| May | 12 | Quarterly Statement for the first quarter of 2022 |
| June | 09 | Annual General Meeting |
| August | 11 | Group Interim Report for the first half of 2022 |
| November | 10 | Quarterly Statement for the first nine months of 2022 |

The Instone Management Board

Kruno Crepulja
CEO



- ✓ CEO since 2008 (of Instone's predecessor formart)
- ✓ Comprehensive experience as an engineer, site manager and project developer
- ✓ 17-year career on the management boards of large development companies

Dr. Foruhar Madjlessi
CFO



- ✓ CFO since 2019
- ✓ Recognized capital market expert with extensive expertise in the field of corporate finance
- ✓ 20-year career in investment banking with various management positions at Deutsche Bank and Merrill Lynch

Andreas Gräf
COO



- ✓ COO since 2008 (of Instone's predecessor formart)
- ✓ Established the residential development as a standalone business model at HOCHTIEF
- ✓ Working in the construction and real estate sector for 30 years

Investor Relations Contact

Burkhard Sawazki

Head of Business Development & Communication

T +49 201 45355-137

M +49 173 2606034

burkhard.sawazki@instone.de

Simone Cujai

Senior Investor Relations Manager

T +49 201 45355-428

M +49 162 8035792

simone.cujai@instone.de

Instone Real Estate Group SE
Grugaplatz 2-4, 45131 Essen
E-Mail: investorrelations@instone.de
Internet: www.instone.de/en