

# SF Retail Properties Fund Annual Report 2023

4 March 2024



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# Key Events 2023



Ongoing portfolio development with new construction and renovation projects



New lets and contract renewals for more than 22 000 m<sup>2</sup>



Positive development of market values with higher discount rate



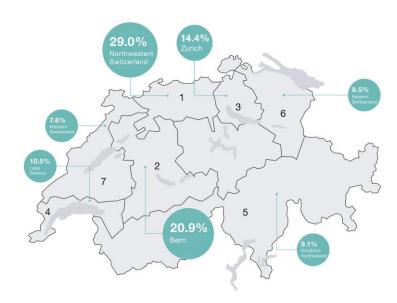
Generation of consistent distribution



# Portfolio Overview

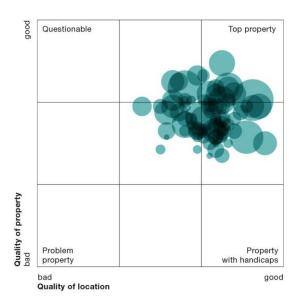
as at 31 December 2023

#### **Market Regions**



 Mix of all market regions at locations with excellent transport connections in accordance with the strategy

#### **Quality of Property and Location**



- Good to excellent quality of location, excellent micro locations
- Quality of properties is improving due to ongoing renovations

#### **Quality Profile**



 Wüest Partner assigns the quality of the portfolio's properties and locations 3.6 out of 5.0 points

#### Potential

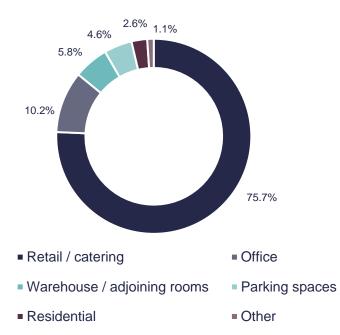
A balanced mix of regions and use, combined with the good quality of the properties, the creditworthiness of tenants and a high WAULT of 6.18 years, offers excellent potential for high stability.

Swiss Finance & Property Funds Ltd

# **Portfolio Overview**

as at 31 December 2023

**Types of Usage** 



Usage type focus falls on retail spaces selling everyday consumer goods

Coop supermarket 37.3% Coop specialist 10.5% store Migros 5.1% Aldi Suisse Ltd 4.7% Media Markt 4.2% Denner Ltd. 3.8% Lidl Schweiz AG 3.7% 20.00% 30.00% 40.00% 0.00% 10.00%

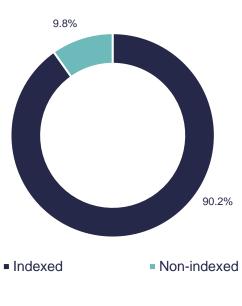
Largest Tenants

- AAA tenants from Swiss retail segment with a clear focus on food
- Long-standing partnership with common development goals

- Indexation weighted by rental income for all rental contracts equals 75.6%
- Rental adjustments of TCHF 591 in 2023

#### Focus

Clear focus on spaces for everyday consumer goods such as food, health and beauty products and services.



Indexation

### Transactions in 2023 Sale

Property	<b>Sale</b> as at	Market value <sup>1</sup> in CHF	Sales price in CHF	Difference in CHF	Difference at market value	Gross yield at market value	Gross yield at sales price
Boncourt, Rue de la Nods	31.12.2023	1 818 000	2 050 000	+ 232 000	+ 12.76%	6.88%	6.10%

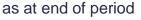


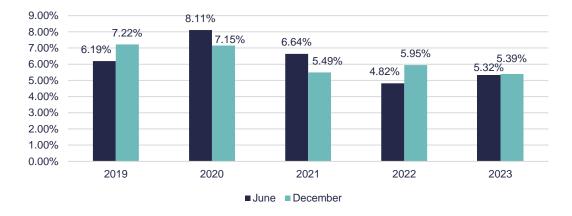
### Transaction

Sale of a rural location in Northwestern Switzerland above market value / acquisition cost

# Changes in Vacancy Rates 2019 - 2023

### Changes in vacancy rates





- Positive long-term development of vacancy rate
- Slight increase from 2023 half year due to one bankruptcy

#### Property vacancy rates

in relation to target net rental income for the portfolio



- Letting of available spaces:
  - Delémont: Several interested tenants for 2 600 m<sup>2</sup> in total
  - Bioggio: Discussions with several interested parties for 1 700 m<sup>2</sup>
  - Schiers: Conversion of upper floor being reviewed with authorities
  - Basel: Contracts signed; conversion started, fully let from Q4 2024

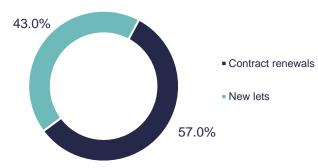
#### Changes in vacancy rates

The vacancy rate was reduced year-on-year to 5.39% in 2023. Delémont has strategic vacancy for repositioning. Other letters of intent and/or rental contracts were signed and vacancy rate can be reduced further.

#### Swiss Finance & Property Funds Ltd

# **Lettings and Contract Renewals (Selection)**

New lets		
Location	Floor area	Term
Basel	2 850 m <sup>2</sup>	15 years
Basel	2 286 m <sup>2</sup>	13 years
Hinwil	930 m <sup>2</sup>	12 years
Flums	850 m <sup>2</sup>	10 years
Zweisimmen	380 m <sup>2</sup>	7 years
Grellingen	308 m <sup>2</sup>	1 year
Delémont	1 682 m <sup>2</sup>	20 years
Total	9 286 m <sup>2</sup>	



Location	Floor area	Term
Gerlafingen	1 896 m <sup>2</sup>	3 years
Sierre	1 673 m <sup>2</sup>	10 years
Bellach	1 418 m <sup>2</sup>	5 years
Flums	1 340 m <sup>2</sup>	5 years
Adelboden	1 340 m <sup>2</sup>	5 years
Buchs	1 100 m <sup>2</sup>	15 years
Windisch	1 041 m <sup>2</sup>	1 year
Grellingen	985 m <sup>2</sup>	15 years
Berikon	550 m <sup>2</sup>	10 years
Renens	761 m <sup>2</sup>	5 years
Frauenfeld	398 m <sup>2</sup>	3 years
Vernier	209 m <sup>2</sup>	5 years
Flums	200 m <sup>2</sup>	10 years
Total	12 911 m <sup>2</sup>	

#### Letting activities

In the past twelve months, new contracts and contract renewals were signed for a floor area of 22 197 m<sup>2</sup> (9.60% of the lettable space), generating rental income of CHF 3.03 million p.a. (7.05% of rental income).

**Contract renewals** 

### Investments

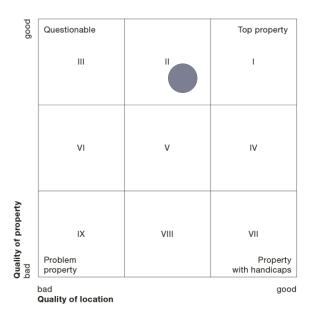
Ongoing projects	Total	Cost			
	in CHF	until 2022	2023	2024	2025
Delémont, Rue de l'Avenir 3/5	14 100 000	11 300 000	2 800 000		
Zwingen, Baselstrasse 10	4 780 000	3 480 000	1 300 000		
Thayngen, Bahnhofstrasse 26	1 650 000	1 350 000	300 000		
Aigle, Rue du Rhône 28	3 950 000	50 000	3 900 000		
St-Prex, Rue de la Gare 1	1 110 000	360 000	750 000		
Geneva, Avenue de Champel 8c	1 600 000		1 600 000		
Flawil, Wilerstrasse 111-117	14 100 000	3 500 000	6 000 000	4 600 000	
Basel, Untere Rebgasse 17	15 500 000		3 300 000	10 700 000	1 500 000
Marly, Route de Fribourg 15	2 500 000			2 500 000	
Sierre, Route de Sion 81-85	810 000		140 000	670 000	
Schöftland, Dorfstrasse 31/33	31 500 000	400 000	1 000 000	9 500 000	10 000 000
Sant'Antonino, Via Serrai 10	12 000 000	200 000	200 000	6 000 000	5 600 000
Photovoltaic projects			1 500 000	2 500 000	1 500 000
Various maintenance projects			5 400 000	2 100 000	5 000 000
Total projects			28 190 000	38 570 000	23 600 000

# **Investment Project**

New construction project Flawil, Wilerstrasse 111-117 with retail space and residential use

### Motivation

- New building with long-term rental contract and residential use
- Sustainable construction, independent heating of retail space by waste heat, heat pumps for apartments
- Commissioning November 2023 to March 2024





New rentable floor space in m<sup>2</sup>

2 795

Investment volume in CHF mn

18.1

#### New target rent in TCHF

735

Gross yield in %

~4.03

Market value in CHF mn

18.2

Vacancy rate in %

Sustainability PV system / heat pump

WAULT in years

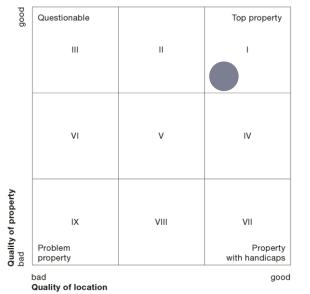
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# **Investment Project**

Complete renovation Aigle, Rue du Rhône 28

### Motivation

- Increase in attractiveness
- Coop Food Retail
- Fully let, rental contract for 15 years
- Commissioning Q4 / 2023





#### New rentable floor space in m<sup>2</sup>

1 984

Investment volume in CHF mn

3.95

New target rent in TCHF



Gross yield in %

~4.85

Market value in CHF mn

9.67

Vacancy rate in %

0

Sustainability

PV system / heat recovery

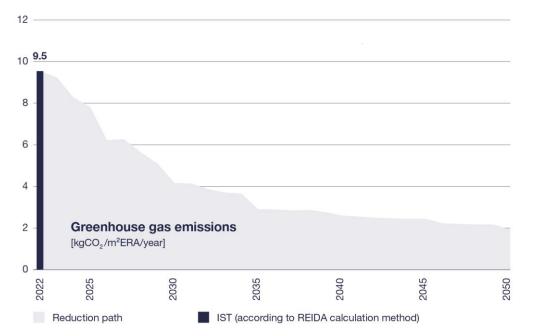
### WAULT in years

14.4

### **Sustainability** CO<sub>2</sub> reduction pathway and GRESB rating

### Greenhouse gas emissions: 9.5 kgCO<sub>2</sub>-equiv./m<sup>2</sup>ERA/year

lower than the Swiss average for commercially used properties of 11.1 kgCO<sub>2</sub>-equiv./m<sup>2</sup>ERA/year<sup>1</sup>





<sup>1</sup> Source: REIDA CO<sub>2</sub>e-Report, Methodische Grundlagen 2023

Note: Changes to the prospectus with integrated fund contract were published as a notice to the investors in Swiss Fund Data on 24 February 2023; the amendments to the fund contract were scheduled to enter into force on 31 March 2023.

#### Sustainability

Ongoing optimisation in order to achieve the Federal Council's 2030 and 2050 climate targets. These targets will be achieved through energy-related renovations, replacement of fossil heating media, installation of photovoltaic systems and use of electricity produced in an environmentally friendly manner, optimisation of existing processes.

# **Portfolio Key Figures**

Portfolio key figures	31 Dec. 2023	31 Dec. 2022	31 Dec. 2021	31 Dec. 2020
Number of properties	83	84	91	90
Market value in CHF	885 635 800	882 913 500	869 397 200	804 921 000
Number of units	6 075 000	6 075 000	6 075 000	6 075 000
Gross yield	5.48%	5.44%	5.50%	5.75%
Real discount rate	3.66%	3.62%	3.69%	3.86%
Nominal discount rate	4.95%	4.66%	4.21%	4.38%
Vacancy rate as at balance-sheet date	5.39%	5.95%	5.49%	7.15%
Vacancy rate for reporting period	6.15%	5.55%	6.06%	7.84%
WAULT in years	6.18	6.65	6.50	6.60

#### Stable development of key figures

The portfolio key figures were stable. The market value declined slightly due to the higher discount rate. The vacancy rate decreased thanks to the signing of new contracts and contract renewals. The WAULT is stable at a high level.



### **Balance Sheet Key Figures** Figures as at 31 December 2021, 2022 and 2023



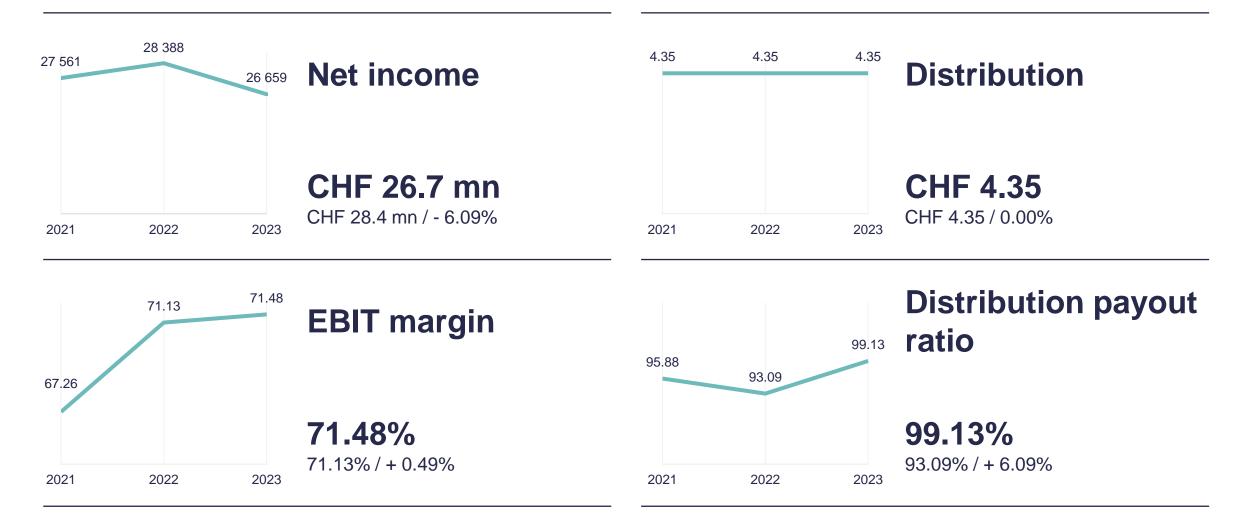
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# Financing



# Income Statement Key Figures

Figures as at 31 December 2021, 2022 and 2023



# **Capital Increase**

Tète de Main

Metzger-Hit

Aktion

Aktion

# **Key Points of Planned Transaction**

Fund	SF Retail Properties Fund
Fund management company	Swiss Finance & Property Funds Ltd
Max. issue volume	CHF 40.9 million
Issue price	101.00
Subscription ratio	15:1 – 15 subscription rights entitle the holder to subscribe to 1 new unit
Subscription period	7 March to 15 March 2024, 12.00 p.m. CET
Trade in subscription rights	7 March to 13 March 2024
Ex-dividend date	5 March 2024
Distribution of dividend	7 March 2024
Use of issue proceeds	<ul> <li>Acquisition of more properties</li> <li>Further development of portfolio properties</li> <li>Financing of development projects</li> <li>Repayment of interest-bearing loans</li> </ul>
Listing	SIX Swiss Exchange (SWIIT Index)
Subscription paid-up date	22 March 2024
Unit Subscription rights	Security no. 28508745 / ISIN CH0285087455 / ticker SFR Security no. 132970874 / ISIN CH1329708742 / ticker SFR1
Custodian bank	Zürcher Kantonalbank

Swiss Finance & Property Funds Ltd

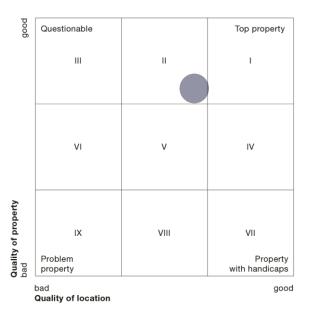
# **Pipeline**

Property	Market value in TCHF	Usage share in % of rent	Occupancy rate	Gross yield
Canton Fribourg	~ 26 000	75% retail 25% warehouse	100%	~ 6.90%
Canton Zug	~ 29 000	60% retail 24% commercial 16% warehouse	96%	~ 6.00%
Canton Glarus	~ 13 000	62% retail 29% warehouse 9% commercial	100%	~ 5.25%
Canton Ticino	~ 7 000	80% retail 20% warehouse	100%	~ 6.17%
Total	~ 75 000	94% commercial 6% residential	98.5%	~ 6.20%

### **Pipeline** Specialist store in Canton Fribourg

### Motivation

- Expansion of portfolio by specialist store and food retailer
- Long-term tenants
- Good location in French-speaking Switzerland





Symbolic image

Rentable floor space in m<sup>2</sup>

13 250

Investment volume in CHF mn



Target rental income in TCHF

830

Gross yield in %



Year of construction / last renovation

2005

Vacancy rate in %

0.0

Sustainability PV system is possible

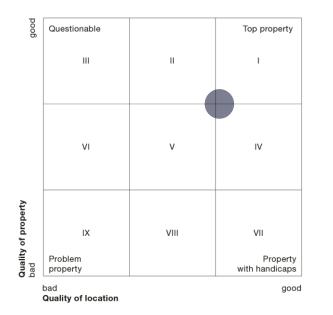
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WAULT

### **Pipeline** Specialist store in Canton Zug

### Motivation

- Multi-tenant commercial property with food retailer and pet shop
- Very busy location on major road
- Stable, long-term tenant relationships





Symbolic image

Rentable floor space in m<sup>2</sup>

11 600

Investment volume in CHF mn



Target rental income in TCHF

730

Gross yield in %



Year of construction / last renovation

1966/2010

Vacancy rate in %

~4.0

Sustainability PV system is possible

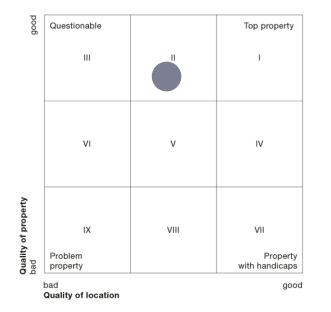
WAULT

8.3

### **Pipeline** Multi-tenant property in Canton Glarus

### Motivation

- Multi-tenant property in GL
- Food retail and services
- Local shopping property with long-term leases





Symbolic image

Year of construction / last renovation

# 1998/2013

Vacancy rate in %

0.0

Sustainability

# **District heating**

WAULT



Rentable floor space in m<sup>2</sup>

2 7 4 0

Investment volume in CHF mn

~13.0

Target rental income in TCHF

690

Gross yield in %

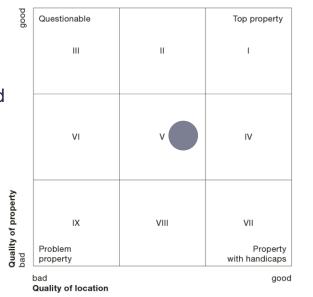


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### **Pipeline** Specialist store in Canton Ticino

### Motivation

- Single-tenant property in retail cluster
- Stable tenant relationship with specialist store and interested tenants
- Potential for rental income





Symbolic image

Rentable floor space in m<sup>2</sup>

2 625

Investment volume in CHF mn

~7.16

Target rental income in TCHF

430

Gross yield in %



Year of construction / last renovation

2004

Vacancy rate in %

0.0

Sustainability

tbd

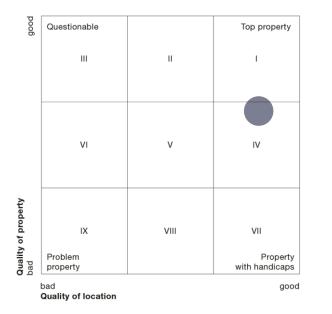
WAULT



### **Investment Project** Schöftland, Dorfstrasse 31

### **Motivation**

- Exploitation of unused potential
- Expansion and optimisation of Coop's premises
- Sustainable Minergie P-Eco construction





Rendering of new building

Sustainability PV system / wooden construction / use of rain water

#### WAULT in years

**15** (+9.0)

New rentable floor space in m<sup>2</sup>



Investment volume in CHF mn



New target rent in TCHF

**1 492** (+1 151)

Gross yield in %



New market value in CHF mn

**40.6** (+32.7 mn)

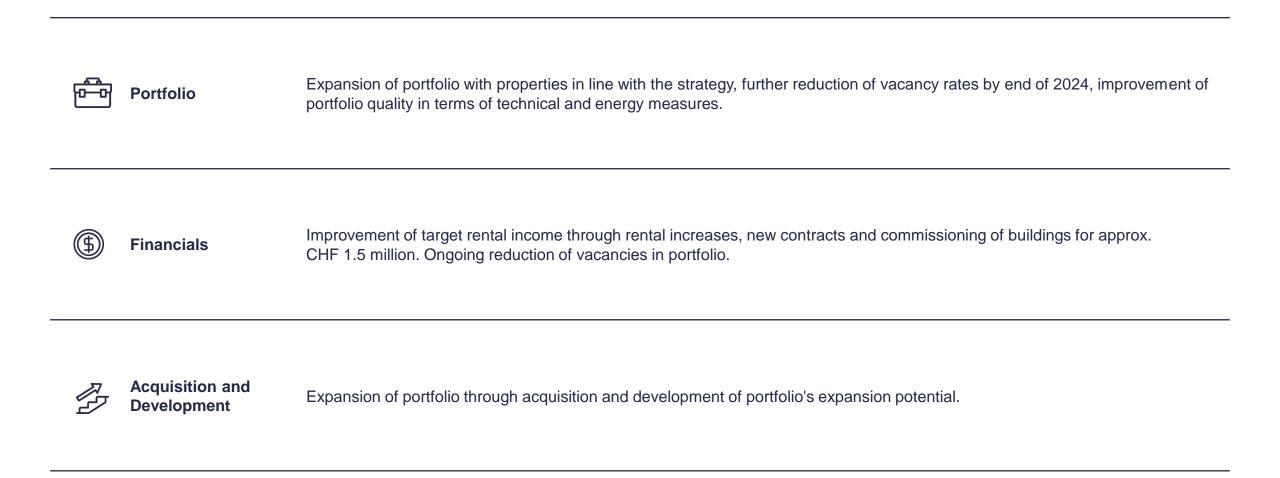
#### Construction period

2024 - 2027

# Outlook and Key Take-aways



# Outlook



# Key Take-aways

Ē	Portfolio	Improvement of portfolio quality through divestments and renovations. The portfolio comprises 83 properties with a total market value of CHF 885.6 million, a WAULT of 6.2 years and a gross yield of 5.48%. The vacancy rate was 5.39% as at the balance-sheet date.
٩	Financials	The EBIT margin is stable at a high 71.48%. The net income per unit is CHF 4.39. Net income can be increased in the coming months and years due to the finalisation of a number of construction projects and successful lettings.
R.	Capital Increase	Issue volume: CHF 40.9 million Issue price: CHF 101.00 Purpose: Acquisition of new properties, investments in existing portfolio and repayment of borrowed capital Subscription period: 7 to 15 March 2024 Unit: Security no. 28508745 / ISIN CH0285087455 / ticker SFR Subscription rights: Security no. 132970874 / ISIN CH1329708742 / ticker SFR1



### Financials Key Figures

Balance Sheet		31 Dec. 2023	31 Dec. 2022	Δ
Market value of properties	CHF	885 635 800	882 913 500	2 722 300
Total fund assets	CHF	904 146 773	896 903 037	7 243 736
Borrowing ratio	%	24.93	22.12	2.81
Net fund assets	CHF	615 744 099	634 366 236	- 18 622 137
Net asset value per unit	CHF	101.36	104.42	- 3.06
Stock market price	CHF	107.00	101.10	5.09
Premium/discount	%	5.57	- 3.18	8.75
Income Statement		31 Dec. 2023	31 Dec. 2022	Δ

		JI DEC. 2023	JI DEC. 2022	
Rental income	CHF	42 957 989	42 735 316	222 673
Rent default rate	%	6.45	6.18	0.27
Maintenance ratio	%	5.13	5.41	- 0.28
Operating cost ratio	%	10.75	10.33	0.42
EBIT margin	%	71.48	71.13	0.35
Mortgage interest	CHF	2 806 969	899 895	1 907 074
Net income	CHF	26 659 362	28 388 857	- 1 729 495
Realised capital gains and losses	CHF	315 505	2 143 748	- 1 828 243
Unrealised capital gains and losses	CHF	- 19 170 754	- 2 688 900	- 16 481 854
Total profit	CHF	7 804 113	27 843 705	- 20 039 592
TER (GAV)	%	0.85	0.85	0
Investment yield	%	1.29	4.59	- 3.31

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### **Income Statement**

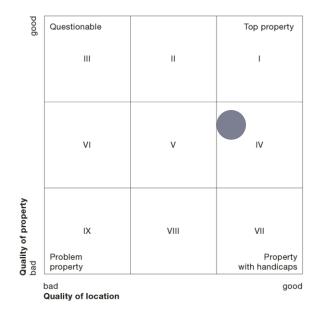
Income	31 Dec. 2023	31 Dec. 2022	Δ	Δ in %
Target net rental when fully let	45 985	45 338	647	1.4
Building lease interest	489	488	1	0.2
Bad debt	- 120	- 303	183	60.3
Vacancies	- 2 862	- 2 517	- 345	- 13.7
Rental reduction	- 534	- 271	- 263	- 97.0
Total rental income	42 958	42 735	223	0.5
Other income	483	451	32	7.1
Current net income paid in on issued units	0	0	0	0
Total income	43 440	43 185	255	0.6
Expenses	31. Dez 2023	31 Dec. 2022	Δ	Δ in %
Mortgage interest and interest from liabilities secured by mortgage	- 2 807	- 900	- 1 907	-211.9
Other interest due	- 13	- 50	37	74.14
Building lease interest	- 488	- 486	- 2	- 0.5
Maintenance and repairs	- 2 225	- 2 361	136	5.7
Property expenses	- 2 821	- 2 660	- 161	- 6.1
Administrative expenses	- 3	- 20	17	83.4
Taxes and levies	- 722	- 814	92	11.4
Valuation and auditing expenses	- 268	- 241	- 27	- 10.9
Remuneration (as per fund regulations) for:				
- the fund management company	- 5 859	- 5 751	- 108	-1.9
- the custodian bank	- 222	- 218	- 4	- 1.7
- the property management	- 1 020	- 1 011	- 9	- 0.9
Other expenses	- 332	- 284	- 48	- 16.9
Total expenses	- 16 781	- 14 797	- 1 984	- 13.4
Net income	26 659	28 389	- 1 730	- 6.1
Realised capital gains and losses	316	2 144	- 1 828	- 85.3
Realised profit	26 975	30 533	- 3 558	- 11.65
Unrealised capital gains and losses (incl. liquidation taxes)	- 19 171	- 2 689	- 16 482	- 613.0
Total profit	7 804	27 844	- 20 040	- 72.0
Number of units	6 075 000	6 075 000		
Net income per unit	4.39	4.67		
Swiss Finance & Property Funds Ltd				33

# **Investment Project**

Optimisation of space usage Hinwil, Wässeristrasse 24 - 26

### Motivation

- Improvement of tenant mix (food, near-food, pet food)
- Fixed rental contract for twelve years
- Renewal of rental contracts of Aldi / Denner
- Increase in target rent by 3.75%





Hinwil

New rentable floor space in m<sup>2</sup>

5 522

Investment volume in CHF mn

1.6

New target rent in TCHF

437

Gross yield in %

~6.42

Market value in CHF mn

22.38

Vacancy rate in %

0

Sustainability

# **Façade insulation**

WAULT in years

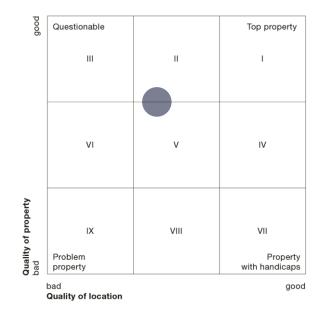
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# **Completed Investment Project**

Optimisation of space usage Flums, Lochrietstrasse 27 - 29

### Motivation

- 100% everyday consumer goods
- Increase of food share to 92.7%
- Fixed rental contract for 10 years





Flums



WAULT in years

9.7

New rentable floor space in m<sup>2</sup>

2 1 4 8

Investment volume in CHF mn

0.9

ce in m<sup>2</sup> New target rent in TCHF

504

Gross yield in %

~4.16

Market value in CHF mn

12.1

Vacancy rate in %

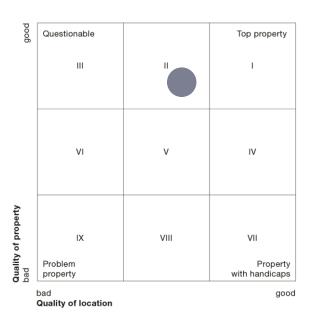


# **Completed Investment Project**

New construction project Flawil, Wilerstrasse 111 - 117 with retail space and residential use

### Motivation

- New building with long-term rental contract and residential use
- Sustainable construction, independent heating of retail space by waste heat, heat pumps for apartments
- Fully let
- Commissioning November 2023 to March 2024





Flawil

New rentable floor space in m<sup>2</sup>

2 795

Investment volume in CHF mn

18.2

New target rent in TCHF

735

Gross yield in %

~4.03

Market value after completion in CHF mn Sustainability

18.2

Vacancy rate in %

0

PV system / WP

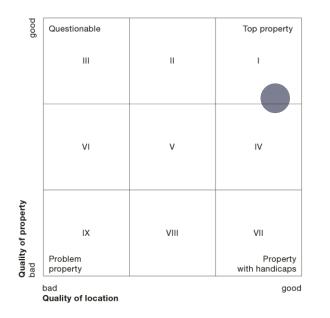
WAULT in years

9.7

### **Ongoing Investment Project** Basel Clarahuus, Untere Rebgasse 17

### Motivation

- Conversion of offices to business apartments
- Modernisation of mall, vertical development and rental of ground floor areas





Rendering of mall

Sustainability PV system / district heating

WAULT in years

**9.9** (+3.6)

#### New rentable floor space in m<sup>2</sup>

**9 948** (+600 m<sup>2</sup>)

Investment volume in CHF mn



New target rent in TCHF



Gross yield in %



New market value in CHF mn

**68.4** (+17 mn)

Vacancy rate in %

0 (-6.8)

# **Distribution by Market Region**

Region	Market value in CHF	Market value in %
1 Northwestern Switzerland	256 648 000	28.98
2 Bern	185 068 000	20.90
3 Zurich	127 682 000	14.42
4 Lake Geneva	92 622 300	10.46
5 Southern Switzerland	80 394 000	9.08
6 Western Switzerland	75 627 000	8.54
7 Eastern Switzerland	67 594 500	7.62
Total	885 635 800	100.00

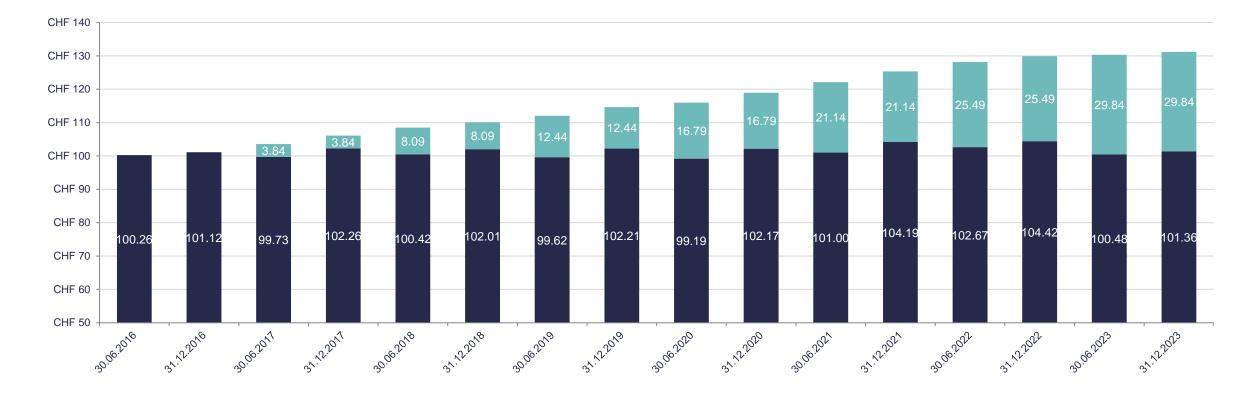


Portfolio as at 31 December 2023

According to market values of Wüest Partner as at 31 December 2023

# **Changes in Net Asset Value**

as at 31 December 2023



- Cumulative distributions totalled CHF 29.84 as at 31 December 2023

# **Direct Real Estate Switzerland**

Real Estate Funds

	SF Sustainable Property Fund	SF Retail Properties Fund	SF Commercial Properties Fund
AuM	CHF 1 543.0 mn as at 30.06.2023	CHF 904.1 mn as at 31.12.2023	CHF 325.1 mn as at 30.06.2023
Investment Focus	The fund invests in real estate and real estate projects in the whole of Switzerland. The real estate fund mainly focuses on residential use. The real estate fund systematically and step- by-step optimises properties in line with defined sustainability criteria (ESG) during the period of ownership. With the objective being to reach the Federal Council's climate objectives for 2030 and 2050 (net zero by 2050 at the latest), the focus falls mainly on environmental criteria (E of ESG), in particular on the improvement of energy efficiency and the reduction of greenhouse gas emissions.	The fund invests in properties with retail space, throughout Switzerland. The assets include the ancillary rooms and associated parking facilities required for the tenant's operations. Besides retail space, these properties may also contain industrial space, offices or apartments. The criteria taken into account for investments include but are not limited to upside potential, tenant creditworthiness, quality of construction and building materials. The long-term objective of the fund is to achieve the Federal Council's climate targets for 2030 and 2050 by implementing the climate-alignment sustainability approach.	The fund invests primarily in a diversified real estate portfolio of commercial properties throughout Switzerland with a focus on logistics, storage, commercial and industrial spaces, and manufacturing. In addition to excellent transport connections, the potential for value appreciation and tenant creditworthiness are key investment criteria. The long-term objective of the fund is to achieve the Federal Council's climate targets for 2030 and 2050 by implementing the climate-alignment sustainability approach.
Gross Yield at portfolio level	3.79% as at 30.06.2023	5.48% as at 31.12.2023	6.28% as at 30.06.2023
Launch	27 December 2010	6 August 2015	13 December 2016
Listing	SIX Swiss Exchange 17 November 2014	SIX Swiss Exchange 3 October 2017	SIX Swiss Exchange 24 November 2017
Bloomberg Code	SFPF SW	SFR SW	SFC SW
Valor / ISIN	12 079 125 / CH0120791253	28 508 745 / CH0285087455	34 479 969 / CH0344799694

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