

## Investor Relations Release

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Growth in client demand drives “Strategy 2023” over the next 3 – 5 years

### **PATRIZIA Capital Markets Day confirms strong positioning and outlook**

- ♦ Real assets investment management remains a structural growth market
- ♦ PATRIZIA continues to broaden product offering and pan-European footprint
- ♦ Client demand to drive further growth in Assets under Management
- ♦ Growth in recurring management fees to further strengthen quality of income

**Frankfurt am Main, 14 November 2019.** PATRIZIA AG, the global partner for pan-European real estate investment, today confirmed its leading positioning in real estate investment management during its Capital Markets Day.

The management of PATRIZIA also provided details on major structural growth drivers and gave a mid-term outlook on financials for the next 3 – 5 years.

Demographic change, lower for longer interest rates and consolidation among investment managers will lead to continued high capital inflows to real asset managers with a truly pan-European platform and broad product offering. Continued international client demand will drive growth of the industry.

PATRIZIA sees itself at the forefront of market changes in this structural growth market. Innovation and digitalization will drive market change and offer ample opportunities for client services and platform efficiency. PATRIZIA will further strengthen its pan-European footprint based on local expertise with broadening its product offering into real assets (infrastructure) and real estate debt mid-term.

CEO Wolfgang Egger comments: “We have built up a strong platform with a convincing track record over the past 35 years. We have a clear strategy on how to further develop PATRIZIA in a structural growth market – it will benefit both our national and international clients as well as our shareholders.”

PATRIZIA’s Strategy 2023 and client demand should lead to organic growth of Assets under management (AUM) of between 8.0% - 10.0% p.a. in the next 3 – 5 years on average. To enlarge its product range selective M&A could lead to a total annual growth of c15.0% p.a.

CFO Karim Bohn adds: “Our Strategy 2023 should lead to a higher share of recurring management fees, further increasing the quality of our earnings while improving efficiency at the same time. Being a reliable partner with a strong balance sheet and sufficient liquidity to take market opportunities will also remain a key part of our strategy.”

PATRIZIA today also released its 9M 2019 financial results and confirmed its guidance for operating income of between EUR 120.0 – 130.0m for the financial year 2019.

All Capital Markets Day presentation slides will be made available in the shareholder section of PATRIZIA’s website: <https://www.patrizia.ag/en/shareholders/>

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**PATRIZIA AG:**

PATRIZIA AG has been active as an investment manager in the real estate market across Europe for more than 35 years. PATRIZIA's activities include the acquisition, management, repositioning and sale of residential and commercial real estate through its own licensed investment platforms. As a global partner for pan-European real estate investment, PATRIZIA operates as a respected business partner of large institutional investors and retail investors in all major European countries. PATRIZIA manages more than EUR 42 billion of real estate assets, primarily as an investment manager for insurance companies, pension fund institutions, sovereign funds, savings and cooperative banks and as co-investor. For further information, please visit: [www.patrizia.ag](http://www.patrizia.ag).

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