

PATRIZIA AG  
Speech by Wolfgang Egger, Chief Executive Officer  
to the Annual General Meeting on 01 June 2022

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- the spoken word prevails -

\*\*\* Convenience translation \*\*\*

**PATRIZIA AG**  
**Speech of the CEO Wolfgang Egger**  
**to the Annual General Meeting on 01 June 2022**

**- the spoken word prevails -**

Dear Shareholders,

Dear friends and partners of PATRIZIA,

Ladies and Gentlemen,

Welcome also from my side to our Annual General Meeting this year!

As we did in the past two years, we are again coming together virtually today. It is still difficult to plan an Annual General Meeting with a personal presence reliably and far in advance, as we have not yet completely left the pandemic behind us. But: the virtual format has proven itself - not least for the quick and direct exchange of information. And we would like to maintain this exchange with you on an ongoing basis. Therefore, please make use of the regular information provided by our Investor Relations Team on our website. If you have any questions, simply get in touch. Your questions will be answered quickly and competently.

Our Annual General Meeting today is a special and important date in several respects. It marks the following milestones:

- Firstly, this is the first Annual General Meeting with our new and expanded Supervisory Board. Many thanks once again to our Supervisory Board Chairman Uwe Reuter, Marie Lalleman, Axel Hefer, Jonathan Feuer and Philippe Vimard. I am delighted that you are shaping PATRIZIA's future path together with us! The first few months together have already shown: We are working closely together in a spirit of trust. We receive many valuable impulses from you on internationalisation, new technologies and the transformation of the finance and investment industry. We therefore want to further strengthen our Supervisory Board - which will act as a Board of Directors in the future - I will go into this in more detail later.
- Secondly, today's Annual General Meeting is a significant milestone for our internationalisation. Because today we are voting on the conversion of PATRIZIA AG into a European Company, a "Societas Europaea" or "SE" for short. Our business, our clients, the portfolios we manage and, not least, PATRIZIAns themselves are becoming increasingly international. We also want to reflect this in our legal form. In addition, in the new legal form we can work even more closely with the members of the current Supervisory Board. And make even better use of the great expertise of the individual members.

- Thirdly, this is our first Annual General Meeting as a leading partner for global investments in real assets! We successfully completed the acquisition of Whitehelm Capital on 1 February 2022. We have significantly expanded our infrastructure investment offering through this strategic acquisition. This enables us to offer our clients leading investment solutions for infrastructure. We expect significant growth in this segment in our assets under management in the future.

Before I elaborate on the topics of today's Annual General Meeting, I would like to mention a change in the Management Board of PATRIZIA AG.

Christoph Glaser joined us as Chief Financial Officer on 1 April this year. He brings with him important experience that we need for PATRIZIA's future growth course: He worked for the American global corporation General Electric for around 20 years in various international functions. Most recently, he was CFO of the Home Credit Group for five years. This is the global consumer credit business of the PPF Group, an international company with more than 80,000 employees. Christoph Glaser joins PATRIZIA with a wealth of experience in finance, sales and infrastructure. I am very pleased that we have won him for PATRIZIA!

Christoph Glaser thus replaced Karim Bohn. He left PATRIZIA AG on 1 April 2022 to take up a position outside the company. As Chief Financial Officer since 2015, he has played a key role in shaping PATRIZIA's growth course and has done an excellent job. Many thanks to Karim Bohn for the good cooperation and his valuable work for PATRIZIA!

Dear Shareholders,

The topics of today's Annual General Meeting illustrate how we will continue to develop PATRIZIA strategically in order to grow dynamically. For me, five points are crucial here:

1. First, we want to offer our clients a comprehensive portfolio of investment solutions. This includes real estate and infrastructure. We are driven by what comes next. We want to create the basis today for our clients to be successful tomorrow!
2. As a second point, we will continue our course of internationalisation: more international investors, more international investments and more international expertise at PATRIZIA.
3. Point three: We are shaping the technological change of the investment industry as a pioneer.
4. Fourth: We have a stable and crisis-proof business model. We have come through the Corona pandemic well. We are now strongly positioned with a much broader product offering for our more than 500 institutional and around 6,000 private and semi-professional clients. We can thus also meet the economic challenges of the terrible war in Ukraine.
5. And point five: We continue to be very active in fulfilling our social responsibility as a company. This has been a concern of mine personally since PATRIZIA's beginnings almost 40 years ago. I am convinced: Today - more than ever - social responsibility is an essential cornerstone of any successful corporate strategy!

Dear Ladies and Gentlemen,

we support our growth with a broad portfolio of investment solutions. With the integration of Whitehelm, we have more than tripled our assets under management in infrastructure to over EUR 6 billion. However, this is just the beginning. Our goal is to manage EUR 15 to 20 billion in this segment in the medium term. We are moving in a structural growth market. Assets under management in infrastructure worldwide are expected to exceed USD 1.8 trillion by the end of 2026. This means that infrastructure will even surpass growth in real estate. <sup>1</sup>

We are equipped for this. Since the closing of the transaction on 1 February 2022, we have been offering our joint client base - i.e. Whitehelm and PATRIZIA clients - a significantly wider range of investment solutions for real estate and infrastructure. We are doing this from day one under the PATRIZIA brand.

Because we are a team: In our Infrastructure segment, experts from PATRIZIA work together with their new colleagues as PATRIZIA Infrastructure. The team has access to all the information, resources and investments it needs for dynamic growth. With the PATRIZIA Infrastructure consulting offering, we are providing our clients with a whole new service. After just a few months, we could see that infrastructure and real estate investments complement each other very well. Our clients want both, because the asset classes are very compatible in an overall portfolio.

One example of this is smarter, more intelligent cities. By this we do not mean new cities. Rather, it is about making our cities of today fit for the great challenges of the future. Already today, around 75% of the population in Europe lives in cities, and by 2050 this figure will be around 85%. It is about making our cities fit for the future, which means not only creating a modern infrastructure for transport, communication, energy and water supply. It is also about alternative housing concepts, more sustainability, social services, education and culture, efficient logistics and spaces for vibrant communities in cities. It is about innovations that make people's lives easier, more sustainable and more worth living. If we intelligently combine infrastructure and real estate concepts, all of this is possible. It is precisely such "smart cities" that will form the core of high-quality portfolios in the future. Investments in smart cities are a guarantee for stable, attractive returns in the long term.

Dear Ladies and Gentlemen,

Our PATRIZIA Living Cities Fund shows how important "smart cities" already are for successful investments. Our flagship fund invests in residential real estate in Europe's emerging cities. At the beginning of the year, we exceeded the EUR 1.5 billion equity mark. By the end of the year, we want to reach at least EUR 2 billion in equity. This shows how we can accelerate our growth with such flagship funds! To this end, we are selectively expanding our investment offering with new products. We have already launched our first impact fund in the first quarter of 2022. The PATRIZIA Sustainable Communities Fund invests in sustainable, affordable housing in major European cities. This is because impact investing is becoming increasingly important for our clients and for society. We therefore aim to achieve a volume of EUR 500 million with the fund.

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<sup>1</sup> Preqin, 2022 Global Infrastructure Report, <https://www.preqin.com/Portals/0/Documents/INFRA%20Global%20PR%20FINAL.pdf?ver=2022-01-12-084550-803>

In addition, we are offering our clients a debt financing product for the first time: the "PATRIZIA Global Real Estate Debt" mandate. With the debt investments in the real estate market, our clients can broaden their portfolio. As you can see, we are systematically expanding our portfolio.

We are already one of the leading independent fundraisers in Europe. With our significantly broader offering for infrastructure and real estate, we remain relevant for our clients. We remain an attractive partner for the future and can continue to grow with our clients. More than 60 percent of our clients want to expand the real estate quota in their portfolio in the next five years, 14 percent of them even by more than 10 percent. In contrast, less than one percent of our clients want to reduce the share of real estate in their portfolio. In the case of infrastructure, our clients are even somewhat more optimistic: around 64 percent of them want to increase their investments in infrastructure. These are some clear results of our PATRIZIA investor survey from April this year. They strengthen us in our strategic goals.<sup>2</sup>

Dear Shareholders,

the investment industry is international. We can only continue to grow dynamically if we further expand our international reach. That is why we are driving forward the internationalisation of PATRIZIA. We see great growth potential in Asia. For example, we strengthened our location in Japan last year. We want to expand our assets under management here to more than EUR 2 billion in a few years. In addition, we have expanded our client base and presence in Asia-Pacific with Whitehelm Capital. We now have 27 offices worldwide and over 70 infrastructure experts in Europe and Asia-Pacific.

Our business, our clients, the portfolios we manage and also our employees are becoming increasingly international. Against this background, PATRIZIA's intended change of legal form to a "Societas Europaea" or "SE" for short is consistent:

The SE is a supranational legal form based on European law that promotes efficient corporate governance and the formation of an open and international corporate culture. The legal form of the SE emphasises the European and international orientation of the PATRIZIA Group. In addition, it enables PATRIZIA AG to adapt its current dualistic management structure, consisting of a Management Board and a Supervisory Board, to the internationally customary monistic management structure with a Board of Directors. This will enable even closer involvement of the current Supervisory Board and greater use of its international and broadly diversified expertise. The tasks of the future Board of Directors of PATRIZIA SE go beyond the current tasks of the Supervisory Board of PATRIZIA AG: The Board of Directors manages the company, determines the basic guidelines for its activities and monitors their implementation. The Board of Directors appoints one or more Managing Directors, who manage the company's business by implementing the basic guidelines and specifications laid down by the Board of Directors.

With the transformation, we are gaining a much stronger international profile. You can also see this in the much more international, very experienced and broad-based candidates for the future PATRIZIA SE Board of Directors. We are further strengthening and internationalising our boards.

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<sup>2</sup> PATRIZIA Investor Survey March, April 2022

In the context of the conversion into an SE, we therefore propose to you today the election of Ms Saba Nazar to the Board of Directors. Uwe Reuter has already introduced Ms Nazar to you. I am very pleased that with her we have been able to win a really high-calibre candidate for our Board of Directors.

The important thing for us is that we need a strong, experienced Board of Directors. With it, we can continue to develop PATRIZIA SE as we would like: internationally, broadly positioned, strong in growth, with innovative investment solutions, and leading in digitalisation and technology!

In the course of the preparations for the change of legal form, an employee involvement procedure took place in accordance with the Law on the Involvement of Employees in a European Company (SEBG). The employee involvement procedure was successfully concluded with an agreement at the beginning of May. In future, elected representatives of the employees of PATRIZIA SE and its subsidiaries within the European Union and the other signatory states to the Agreement on the European Economic Area will be informed and consulted on business development issues.

Dear Ladies and Gentlemen,

As I said at the beginning, we want to help shape the technological change in the investment industry - and we want to be pioneers! Our Supervisory Board and future Board of Directors are experienced in various fields of the digital economy. This helps us to further develop our strategy for technology and innovation. In doing so, we want to build on the successful groundwork of the past years.

We have built up a global network for technology and innovation over the last 5 years. This enables us to systematically identify and test promising innovations and technology companies at an early stage. With them, we can continuously improve our products, processes and services. One example of this is our smart technologies for buildings. We will introduce these in the portfolio we manage. With their help, we make properties "smarter", i.e. we increase energy efficiency, reduce operating costs and can further improve our property management services. This will increase the value of the properties we manage.

But that is only one aspect. With the widespread use of intelligent building technologies, we gain data to make them even "smarter". Energy consumption and operating costs can be better controlled, the indoor climate can be improved and building access can be controlled without contact. This makes smart technologies increasingly attractive and interesting in the market. We are thus opening up an additional business field for the future. As you can see: We are in the process of improving our processes and expanding our business with the knowledge and expertise of Technology & Innovation. This also applies to our investment offer. The new Sustainable Future Ventures Fund (SFV) invests in technology companies with the potential to change the way we finance, realise and use real estate and infrastructure. Gaining access to these technology companies is also interesting for our clients.

We don't just look at innovations in the market. We do our homework and invest in our IT systems. We have built a common administration platform for all important business processes at PATRIZIA. We also support this technological platform organisationally. Last year, we created a service platform that brings together all administrative tasks relating to funds, portfolios, assets and IT on one platform. The advantage: everyone accesses the same data. We can thus efficiently manage the further growth of our assets under management and offer our clients and partners ever better digital services. This opens up new opportunities for us. In the future, it is also conceivable that we will handle the management of third parties' investment business via our administrative platform. This will allow us to generate additional income and increase our depth of value creation.

Our aspiration is to shape the technological change in our industry. In this way, we remain capable of growth. And we see a lot of additional business potential in this!

Dear Shareholders,

we are strong enough to invest in internationalisation, the expansion of our business and digitalisation. We have come through the Corona pandemic stable and safe. We received equity commitments of EUR 2.6 billion in 2021. That was 39 percent more than in the first year of the pandemic. International investors account for more than half of our equity commitments. The funding commitments show: We have a broad and stable client base. We have further expanded this in the past year. We now have more than 500 institutional investors worldwide. That is about 50 more than a year ago. Our business with German private investors and semi-professional investors also continues to grow. More than 6,000 customers are now invested in PATRIZIA funds!

The PATRIZIA client community is getting bigger and bigger! This is also reflected in our assets under management. We increased this by 3.5 percent to EUR 48.6 billion in 2021. With the integration of Whitehelm, our assets under management increased further to over EUR 55 billion in the first quarter of 2022.

A healthy business as an investment manager is characterised by a strong client base and high assets under management. We benefited from this even in the difficult market environment in 2021. We achieved an operating income of EUR 118.3 million in 2021. This is an increase of 1.6 percent compared to the 2020 financial year. The quality of earnings has increased further. This is because we have expanded the share of recurring management fees. Christoph Glaser will present the 2021 results and the outlook for this business year in detail in a moment.

So what we should note: We have come through the economic turbulence of the pandemic safely and stably. We are very well positioned today to take advantage of further market opportunities. We have a full cash position even after the completion of the Whitehelm acquisition. Our freely available liquidity is more than EUR 450 million at the end of 2021.

The positive business development enables us to propose a dividend increase to you for the fourth year in a row. We want to pay a dividend of EUR 0.32 per share. This corresponds to an increase of 6.7 percent or EUR 0.02 per share.

Dear Ladies and Gentlemen,

Unfortunately, since Russia's attack on Ukraine at the end of February, it is clear that another human tragedy will follow the pandemic. Economically, too, we are facing uncertain times. PATRIZIA has no Russian investors. We have no PATRIZIA offices in Russia or Ukraine. And our funds do not hold any real estate in the crisis region. But it remains to be seen how the war, the sanctions and rising commodity prices will affect overall economic development in Europe and worldwide. This may also indirectly affect the real estate and infrastructure market and thus PATRIZIA's business.

We currently expect to be able to increase our assets under management to EUR 57 to 60 billion this year. On this basis, we expect an EBITDA for the 2022 financial year in the range of EUR 100 million to 120 million. By comparison, we achieved an EBITDA of EUR 128.9 million in the 2021 financial year.

So this year - even under difficult market conditions - we want to generate solid results for our stakeholders again!

Dear Shareholders,

The events in Ukraine show once again: we cannot view crises, social and ecological developments in isolation from economic concerns. We companies have a responsibility to make our contribution. At PATRIZIA, we accept this responsibility. This has distinguished us for almost 40 years!

Since its foundation in 1984, all PATRIZIANS have been united by one goal: "Building Communities & Sustainable Futures". This goal guides us in our strategic considerations as well as in our everyday work. And even more in a situation where we see people who need help.

The PATRIZIA Foundation has set up the EduCare Europe Fund as emergency aid. The aim is to support children from Ukraine. The fund is used to finance trained emergency educators and to train teachers. They help traumatised children and ease their way back into everyday school life. You too can help us to give children the access to education they need for a good future, despite the war! You can find more information on the website of the PATRIZIA Foundation.

The Foundation is the right institution for this. Because for more than 20 years, it has been giving children worldwide access to education. In doing so, it gives them the chance of a better life. Over the years, the foundation has already helped around 250,000 children worldwide. It supports the construction of PATRIZIA Children's Houses and schools worldwide. PATRIZIA finances the foundation's work so that every euro donated goes entirely to the projects. At PATRIZIA, we are regularly involved in the foundation's initiatives. For example, PATRIZIA employees organised several volunteering campaigns last year and participated in them in large numbers. The PATRIZIA Lake District Charity Challenge alone raised more than EUR 100,000 for the PATRIZIA Buyamba School in Uganda.

For us, "Building Communities & Sustainable Futures" also means setting ourselves ambitious sustainability goals:

- We want to become a leading sustainable investor in real assets. From 2025 onwards, we want to be consistently rated with 5 stars of the UN Principles of Responsible Investment. To achieve this, we want to certify the majority of our real asset portfolio by 2025 as part of our Create Better programme<sup>3</sup>.
- We want to be an employer of choice in the real asset sector.
- Furthermore, we want to become a leading global impact investor<sup>4</sup> in the real asset sector by 2035. Impact investments should then make up a significant part of our assets under management.
- By 2040 at the latest, we want to achieve climate neutrality<sup>5</sup> for all our corporate activities and our real asset portfolio. We want to implement this as quickly as external requirements and our stakeholders allow.

We consistently pursue these goals in all business areas and in everything we do. In doing so, we set ourselves milestones so that we are already paving the way for our long-term sustainability goals. For example, we aim to fully capture landlords' energy consumption data as early as 2025, convert the electricity supply for all landlord-controlled supply to renewable energy, and engage the tenant community in these initiatives. In addition, our Flagship Funds fully integrate sustainability into their activities. We take sustainability criteria into account in all steps of the investment process: in transactions, project developments, fund and asset management as well as in fund reporting. As you can see, we set ourselves ambitious goals. And we act decisively to achieve them!

For us, sustainability also means being a good employer. I am convinced that our success is largely due to the fact that our employees enjoy working at PATRIZIA. They are fully committed. Our customers feel their joy and see their commitment. We are so strong as a team that we were able to switch smoothly to "remote" work during the pandemic and adapt our work flexibly. A big thank you therefore goes to all PATRIZIANS for their commitment and performance over the past years! It was only with their commitment that we were able to get through the pandemic so well and in such a stable manner.

Therefore, for us as an employer, good is not good enough. We want to continuously improve and remain attractive as an employer - for our employees, but also for the best talents in the market. This includes, among other things, becoming better at Equity, Diversity and Inclusion, or ED&I for short. Last year, we launched an initiative to this end. It is actively supported by all our colleagues on the Management Board.

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<sup>3</sup> Create Better is an example of PATRIZIA's culture of innovation and was implemented as an internal campaign. In the near future, this will be defined as a certification framework representing best practice approaches in the sector.

<sup>4</sup> As defined in the PATRIZIA Impact Investing Policy, which is largely based on Article 9 of the EU Sustainable Finance Disclosure Regulation (2019/2088) and comparable provisions in other jurisdictions.

<sup>5</sup> Includes operational emissions and sequestered carbon for new developments and major refurbishments, excluding the 'sunk' sequestered carbon of the existing portfolio. Further details on this commitment, including a detailed breakdown of the target range, can be found in the PATRIZIA Net Zero Carbon Strategy Paper published on the Group's website during the first half of 2022.

A broad group of PATRIZIAns is committed to the initiative. They are working in project groups on how we can systematically improve equality, diversity and inclusion at PATRIZIA. To do this, we look at HR strategy, recruitment, but also staff retention and development. The ED&I representation develops proposals, advises on all PATRIZIA's ED&I initiatives and raises awareness of these issues through training and events. The initiative is close to our hearts. We want all PATRIZIAns to be part of our community. We want to be a community where everyone feels comfortable, safe, welcome and at home!

With such a strong community, we can shape sustainable success - for our clients, for PATRIZIA, and for you, dear shareholders!

Dear Ladies and Gentlemen,

Let me summarise briefly. We have set the course for PATRIZIA's further development in 2021:

- We have made a strategic leap with the integration of Whitehelm. We are now a global real asset investment manager.
- We have pushed ahead with our internationalisation, increased the diversity of our Supervisory Board and will further increase the proportion of women on the Board with this Annual General Meeting.
- We have made further important progress in technology, innovation and digitalisation. We are using these to enable further growth in the coming years.
- We drive sustainability in all our real estate and infrastructure investments and continue to strengthen our reputation as an attractive employer.
- And we are developing innovative products today for the investment solutions of tomorrow: with our Living Cities Fund, our Low Carbon Core Infrastructure Fund, our first Impact Fund or our first Debt Mandate. With these forward-looking investment solutions, we remain attractive for our clients.

All this makes us a preferred partner for the future of real estate and infrastructure investments. This is our claim and the key to continuing to grow dynamically!

Dear Shareholders,

Thank you for following this path with PATRIZIA! Let us continue to shape PATRIZIA together: innovative, fast-growing, international and sustainable!

Our CFO, Christoph Glaser, will now present our 2021 business year to you in detail.

Thank you for your attention and stay healthy!