2016 Results







The financial data as well as the other information presented herein constitute selected information.

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- 1. Business year 2016 at a glance
- 2. 2016 key financial figures
- 3. Pipeline and real estate portfolio
- 4. Outlook and summary

1. Business year 2016 at a glance





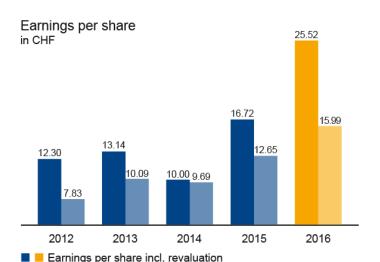


Very successful financial year

Profit

CHF million 2015: 105.0

159.4



- Marked 51.9% rise in profit to CHF 159.4 million (prior year: CHF 105.0 million)
- Substantial 26.5% increase to CHF 99.4 million in profit attributable to the shareholders of MOH not including revaluation (prior year: CHF 78.6 million)
- Extraordinarily high gain on market-driven revaluation of CHF 80.7 million and disposals of investment properties of CHF 34.9 million
- With the new record results, Mobimo generated the highest earnings per share in the company's history

Earnings per share excl. revaluation

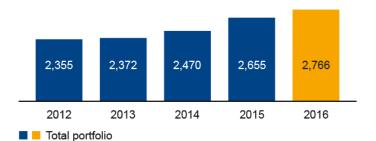


Very successful financial year

Rental income and vacancy rate CHF million/%



Total portfolio value CHF million

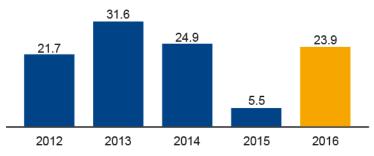


- Rental income once again up by 6.3% to CHF 114.7 million
- Completion and letting of all 72 apartments in the residential development Zurich, Letzigraben
- Growth in the overall portfolio to more than CHF 2.7 billion



Trading properties and development services

Income on sale and services CHF million



■ Profit on sale of trading properties and development services

Future investment volume Development for Third Parties

CHF million

800

- 330.5% increase in profit on sale of trading properties and development services to CHF 23.9 million (prior year: CHF 5.5 million)
- The high level of interest in real estate is leading to high demand for services and products from the Developments for Third Parties business area
- Expansion of the pipeline in Development for Third Parties via the majority interest in BSS&M Real Estate AG



Completed projects and building starts 2016

Completed projects

Zurich, Letzigraben



MINERGIE®

Lucerne, Am Meggerwald



MINER GIE®

- 72 rental apartments
- Rentable area: 6,977 m²
- Market value as at 31.12.2016: CHF 65 million

- 24 Condominiums
- Rentable area: 3,032 m²
- Sales volume: CHF 30 million

Building starts (planned completion in 2018/2019)

Aarau, Aeschbach district

A E S C H B A C H Q U A R T I E R A A R A U

Kriens, am Mattenhof



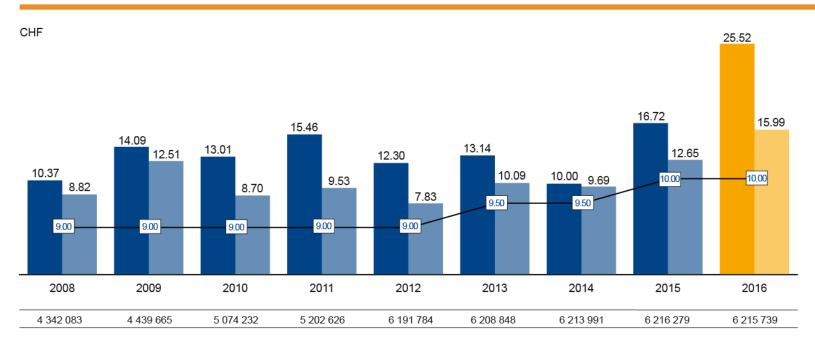
Zurich, Hohlstrasse



- 167 rental apartments, offices and retail space
- Rentable area: 19,205 m²
- Investment volume: approx. CHF 100 million
- 129 rental apartments, offices and retail space, hotel
- Rentable area: 36,710 m²
- Investment volume: approx. CHF 175 million
- 201 rental apartments, offices and retail
- Rentable area: 15,590 m²
- Investment volume: approx. CHF 110 million



Change in earnings and dividend per share



- Earnings per share incl. revaluationEarnings per share excl. revaluation
- Ø Number of shares
- ─☐ Distribution per share

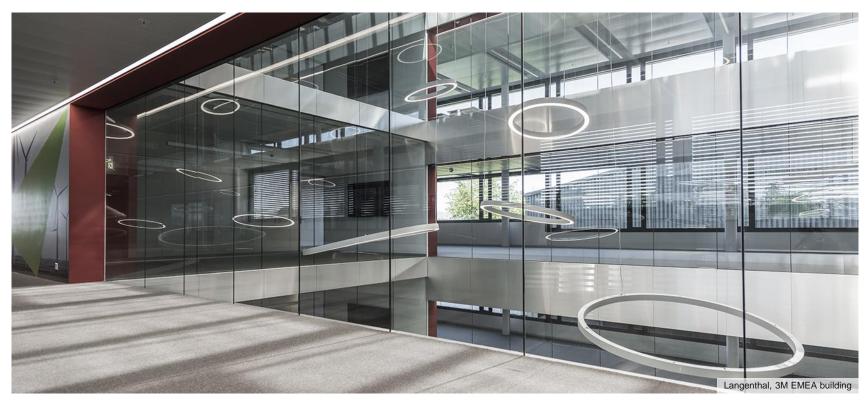


Market environment

Economic environment	 Switzerland offers stable environment Attractive location for real estate investments
Market for office and retail space	 Unchanged stagnation in the office market Strong competition in the retail market Sound demand for commercial space
Rental apartment market	High demand, especially in the mid- and low-price segment at our locations Zurich, Lausanne and Geneva
Condominiums	 Low interest rates lead to demand, especially in the low- and mid-price segment Low financing costs, but high equity requirement
Development for Third Parties	Strong demand
Transaction market	Stable demand for investment properties

2. 2016 key financial figures







Income statement figures

CHF million	2013	2014	2015	2016		PY
Net rental income	78.9	87.6	94.1	96.2	71	change 2.3%
Direct cost/income ratio for rented properties	17%	17%	13%	16%	7	23.1%
Profit on sale of trading properties and development services	31.6	24.9	5.5	23.9	71	330.5%
Gross margin	14.7%	15.9%	6.4%	15.7%	71	145.3%
Net income from revaluation	25.2	3.8	34.7	80.7	71	132.3%
Profit on disposal of investment properties	7.1	4.9	63.8	34.9	3	-45.2%
EBIT including revaluation	119.4	97.6	170.4	200.3	71	17.5%
EBIT excluding revaluation	94.1	93.8	135.7	119.6	3	-11.9%
Tax expense	-16.7	-4.8	-34.1	-15.1	3	-55.6%
Profit	81.6	63.2	105.0	159.4	71	51.9%
Profit attributable to the shareholders of MOH	81.6	62.2	103.9	158.7	71	52.7%
Profit attributable to the shareholders of MOH excluding revaluation	62.6	60.2	78.6	99.4	71	26.5%

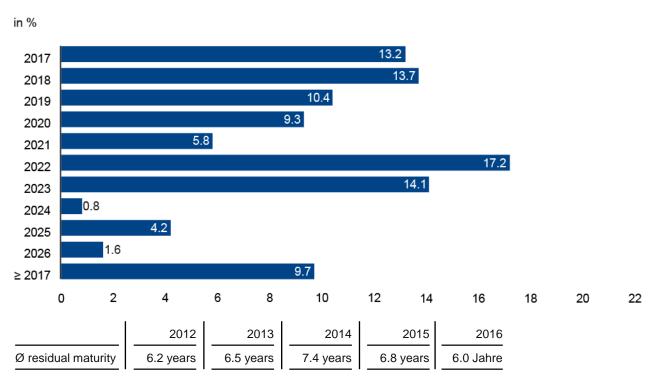


Income statement figures

	2013	2014	2015	2016	PY change
EPRA earnings per share (CHF)	6.71	8.13	8.17	8.27	7 1.2%
EPRA rental increase like for like	0.9%	0.6%	0.8%	0.4%	-50.0%
Vacancy rate	3.9%	5.4%	4.7%	4.8%	7 2.1%
Gross yield from investment properties	5.7%	5.6%	5.4%	5.3%	≥ -1.9%
Net yield from investment properties	4.6%	4.5%	4.3%	4.1%	→ -4.7%
Average financing costs	2.7%	2.5%	2.5%	2.4%	-3.3%
Interest spread	1.9%	2.0%	1.9%	1.7%	-10.5 %



Medium to long-term maturity profile of fixed-term rental agreements¹⁾

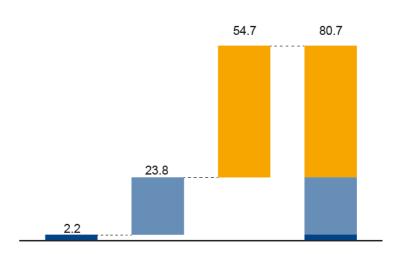


¹⁾ Excluding rental agreements of unlimited duration



Components of the revaluation income

in CHF million



- Operational added value: development commercialisation portfolio properties
- Operational added value: properties under construction
- Market driven impacts & portfolio optimisation

- High demand for real estate leading to market-driven positive performance
- The development of new properties from the pipeline creates added value
- Net income from revaluation of CHF 80.7 million
- 68% of revaluation income arising from market-driven adjustments, 32% added value from operational performance



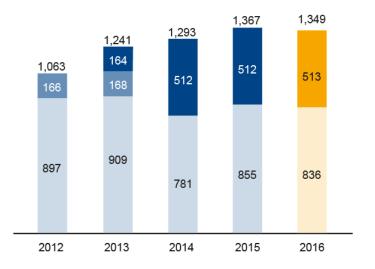
Key balance sheet figures

	2013	2014	2015	2016		PY
						change
Equity (CHF million)	1,241.1	1,222.5	1,264.7	1,366.3	71	8.0%
- in %	45.8%	44.2%	42.8%	45.1%	71	5.4%
Deferred tax, net (CHF million)	126.1	120.3	160.7	156.0	7	-2.9%
- in %	4.7%	4.3%	5.4%	5.1%	7	-5.6%
Interest-bearing debt (CHF million)	1,241.1	1,292.7	1,366.7	1,349.4	7	-1.3%
- in %	45.8%	46.7%	46.3%	44.5%	7	-3.9%
- Loans (CHF million)	909.2	780.7	854.2	836.4	7	-2.1%
- Bonds (CHF million)	331.9	512.0	512.5	513.0	71	0.1%
- long-term	76.9%	98.2%	98.2%	93.1%	7	-5.2%
Net financing costs (CHF million)	22.5	31.4	33.6	28.5	2	-15.2%
Ø interest rate (for the period)	2.72%	2.51%	2.46%	2.38%	2	-3.3%
Interest coverage factor	3.6	3.3	4.6	3.9	2	-15.2%
Net Gearing	83.6%	87.1%	90.4%	86.0%	7	-4.9%



Long-term financing at excellent conditions

CHF million





- As at the reporting date 31.12.2016, the average interest rate was 2.32%
- Unchanged favorable interest rate environment for financing

	31.12.2015	31.12.2016
Ø residual maturity	7.7 years	6.9 years
Ø interest rate	2.33%	2.32%

3. Pipeline and real estate portfolio





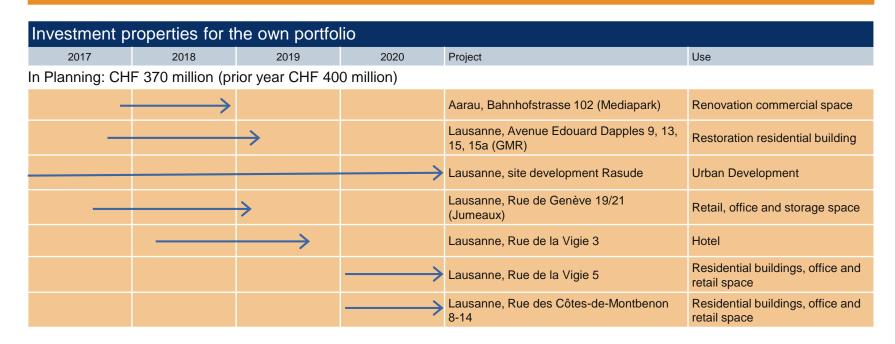


Well-filled project pipeline

Investment properties for the own portfolio								
2017	2018	2019	2020	Project	Use			
Under construction: CHF 480 million (prior year CHF 340 million)								
	\longrightarrow			Aarau, Baufeld 2 (Torfeld Süd)	6 Residential/office buildings, 167 rental apartments			
	\rightarrow			Horgen, Seestrasse 93 (Seehallen)	Commercial and retail space			
				Kriens, am Mattenhof 4, 6, 8, 12/14, 16	Office, residential building, retail space, hotel, 129 rental apartments			
\longrightarrow				Lausanne, Rue Côtes-de-Montbenon 1/3/5 (Les Garages)	Small trade			
\longrightarrow				Rheinfelden, Rütteliweg 8 / Spitalhalde 40	Renovation, 84 apartments			
	->			Zurich, Hohlstrasse 485	10 office-/retail units, 201 apartments, 80 parking slots			



Well-filled project pipeline





Well-filled project pipeline

Condominiums for sale								
2017	2018	2019	2020	Project	Use			
Under construction: CHF 80 million (prior year CHF 100 million)								
>				Aarau, Baufeld 4 (Torfeld Süd)	92 condominiums, 131 parking slots			
\longrightarrow				Bad Zurzach, Weissensteinweg (Salzturm)	21 condominiums			
In Planning: CH	F 100 million (pr	ior year CHF 10	0 million)					
				Merlischachen, Chappelmatt-Strasse (Burgmatt)	78 condominiums, 140 parking slots			
Sale of plot				Weggis, Hertensteinstrasse 105	open			



Sustainability

	2011 (baseline year)	2015 (ACTUAL)	2016 (ACTUAL)	PY change
Energy-consuming space (m²)	401,392	574,329	597,732	7 4%
Energy consumption - electricity, heating (MWh)	85,947	89,737	89,887	→ 0%
Energy intensity (kWh/m²)	214	156	150	≥ -4%
Emissions (tCO ₂ eq)	13,931	14,984	14,390	≥ -4%
Emission intensity (kgCO ₂ eq/m²)	35	26	24	3 -8%

- Mobimo has incorporated sustainability in its strategy for over 5 years
- In 2015 Mobimo developed an internal sustainability rating aimed at regularly evaluating and continuously enhancing the quality of its projects and properties
- 100% of its development properties are Minergie-certified
- 20% of its investment properties are Minergie-certified









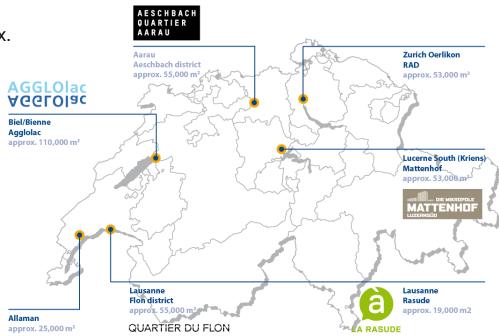






Versatile site development in Switzerland

- Ongoing and future projects with a potential investment amount of approx. CHF 1,6 Mrd.
- 100% Minergie-certified
- Internal sustainability rating



4. Outlook and summary







Focus in 2017

Strategy	 Further expansion of the activities and services of Development for Third Parties Selective production of condominiums Continuation of attractive dividend policy
Operating business	 Stable rental income, low vacancy rate and high level of tenant satisfaction Reinforcement of the service offering for customers through FM Service & Dienstleistungs AG Strict cost and risk management
Real estate portfolio	 Successful realisation of planned construction projects Continued increase in quality of Mobimo's own portfolio through targeted developments and purchases Targeted portfolio diversification to achieve a balanced portfolio mix
Transaction market	 Ongoing review of purchase and sales opportunities Reinvestment of sales proceeds in projects from the pipeline



Mobimo – well prepared for the future

Stable income	 High-value real estate portfolio in prime locations in Switzerland Diversified investment portfolio Low vacancy rate
Growth and rising income	Attractive development pipeline at top locations in Switzerland
Security	High equity ratio and long-term financing at low interest rates form an excellent foundation for further growth and for investments in the planned projects of the pipeline
Know-how	 Solid business model, excellent positioning A capable and committed Mobimo team
Return	 Share with a very good return Attractive dividend of CHF 10.00, non-taxable for private investors

Your contact persons





Christoph Caviezel CEO

- Dr. iur., attorney at law
- Chairman of the Executive Board
- CEO of the Mobimo Group since October 2008
- Directly manages the Purchase/Divestment and HR division
- Many years' successful management of a Swiss real estate company

christoph.caviezel@mobimo.ch ir@mobimo.ch, Tel. 044 397 11 86

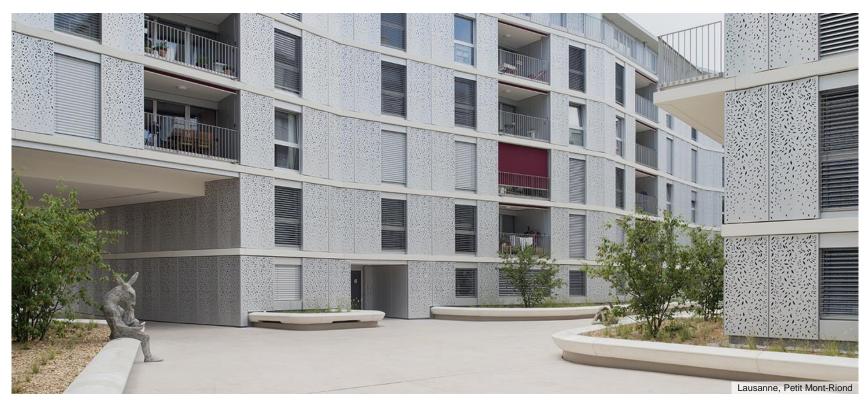


Manuel Itten **CFO**

- Business Administration FH
- Member of the Executive Board
- Joined Mobimo in 2004 and has been CFO since 2009
- Established and headed Controlling until the end of February 2009
- Many years' experience of working in the real estate field

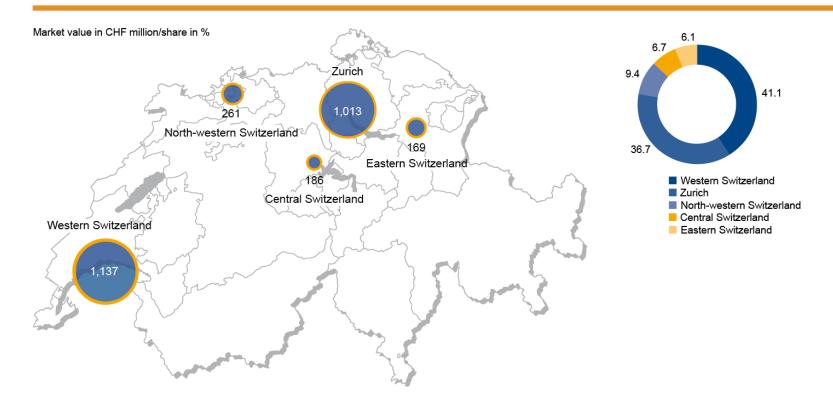
manuel.itten@mobimo.ch





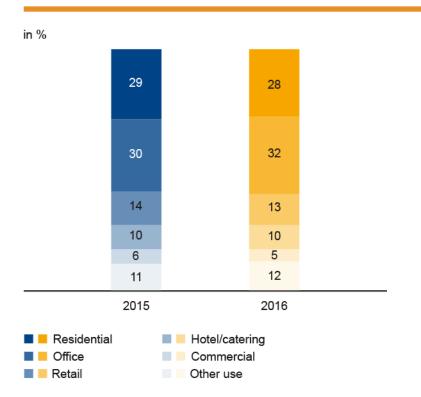


Focus on the main economic areas





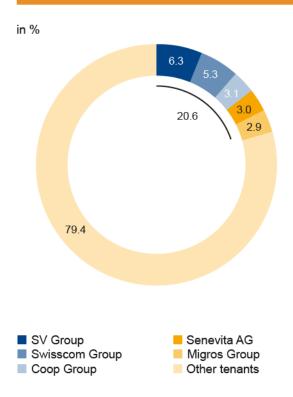
Balanced and stable portfolio mix



- The portfolio mix is subject to continuous optimisation
- The residential component is gradually being increased through the planning and construction of investment properties for the company's own property portfolio
- Residential component in target range of 30%
- The portfolio mix of the investment portfolio comprises approximately one-third residential usage, one-third office usage and one-third other commercial usage



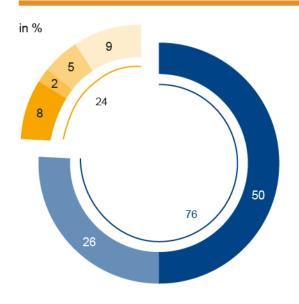
The five biggest tenants



- Broad diversification of the tenant structure
- The five biggest tenants generate 20.6% of rental income



Growth of the overall portfolio



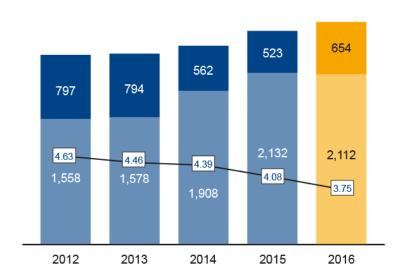
Total value: CHF 2,766 million (2015: CHF 2,655 million)

CHF million	2015	2016		Veränd.
Investment properties	2,132	2,112	3	-0.9%
Commercial properties	1,372	1,388	71	1.2%
Residential properties	760	724	2	-4.7%
Development properties	523	654	71	25.0%
Commercial properties (investment)	171	209	71	22.2%
Commercial properties (trading)	29	59	71	103.4%
Residential properties (investment)	125	140	71	12.0%
Residential properties (trading)	198	246	71	24.2%



Profitable and fast-growing portfolio

in CHF million



- Development properties
- Investment properties
- Ø Discount rate

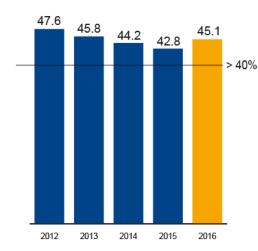
- Expansion of the portfolio of investment properties due to acquisitions and developments in the project pipeline
- Targeted development of residential and commercial properties for Mobimo's own portfolio
- Quality of the portfolio is optimised further with newly completed investment properties
- Investment properties account for 76% of the overall portfolio



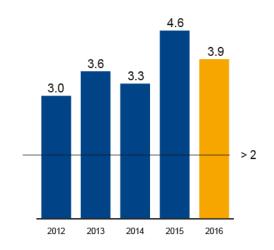
< 150%

Solid equity ratio as the basis for qualitative growth



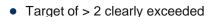


Interest coverage factor

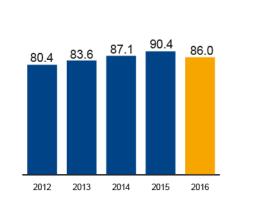


• Target of > 40% continues to be met

Capital base still solid



Net gearing in %



- Substantially below the maximum target of 150%
- High degree of financing leeway

Target



Investment properties: Planned building starts and completions 2017

Building starts:

Aarau, Bahnhofstrasse (Mediapark)

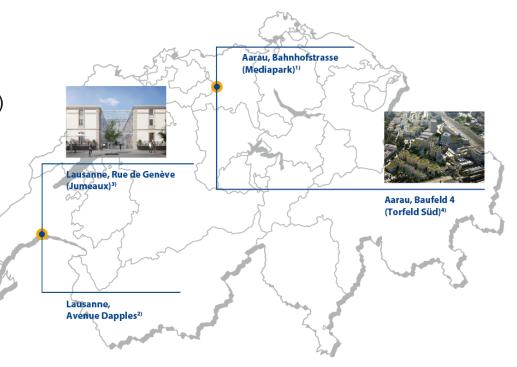
Lausanne, Avenue Edouard Dapples

Lausanne, Rue de Genève (Jumeaux)

Completion:

Aarau, Baufeld 4 (Torfeld Süd)

rentable area 15,609 m²
56 rental apartments,
rentable area 5,375 m²
rentable area 7,455 m²
92 condominiums



¹⁾ Office space / Residential buildings

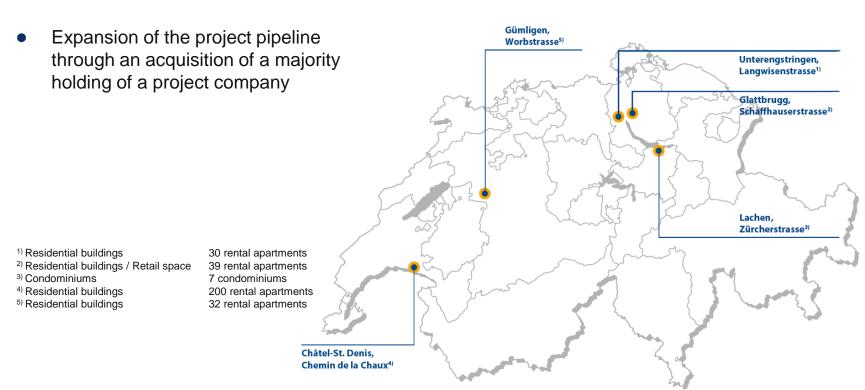
²⁾ Residential buildings / Retail space

³⁾ Retail space / Office space

⁴⁾ Residential buildings



Development for Third Parties: Planned start of realisation 2017





The right strategy for qualitative growth and stable returns

Capital gains	Appreciation in value	Rental income
 Profit on trading properties and development services Profit on sale of investment properties 	 Increasing total value of the portfolio Quality optimisation of the portfolio High level of customer satisfaction Net income from revaluation 	 Stable and growing rental income Net rental income Return on equity incl./excl. remeasurement Gross yield from investment properties Net yield from investment properties Vacancy rate

Development for Third Parties	Development properties	Investment properties	
Buying/selling	Development	Portfolio management	Solid financing
 Successful acquisitions Good regional and user-specific diversification 	 Many aspects to site Planning and realising residential and commercial properties Planning and realising condominiums for third parties Considering the needs of the environment 	 Strategic development Portfolio optimisation Considering environmental, economic and social aspects Reacting quickly and flexibly to changes in the market 	 Appropriate equity ratio for further qualitative growth Long-term guaranteed financing at excellent conditions



Selected share data

	2013	2014	2015	2016		PY change
Issued shares (number)	6,214,478	6,216,606	6,218,170	6,218,170	→	0.0%
Share capital (CHF million)	180.2	180.3	180.3	180.3	→	0.0%
Market capitalisation (CHF million)	1,156.5	1,238.3	1,384.8	1,584.1	71	14.4%
NAV per share (CHF) ¹⁾	200.01	195.93	202.45	217.33	71	7.3%
EPRA NAV per share (CHF)	223.58	229.05	244.06	258.53	71	5.9%
Year-end price (CHF)	186.10	199.20	222.70	254.75	71	14.4%
Earnings per share (CHF)	13.14	10.00	16.72	25.52	71	52.6%
Distribution per share (CHF)	9.50	9.50	10.00	10.00	→	0.0%
Payout ratio	72%	95%	60%	39%	4	-35.0%

¹⁾ As at 31 December 2016, the NAV corresponds to the diluted NAV.



Positive share price performance



- Outperformance of indices
- Liquidity remains high
 - An average of some 10,035 shares were traded each day (2015: 11,638)
 - Generating annual revenues of around CHF 581 million (2015: CHF 614 million)

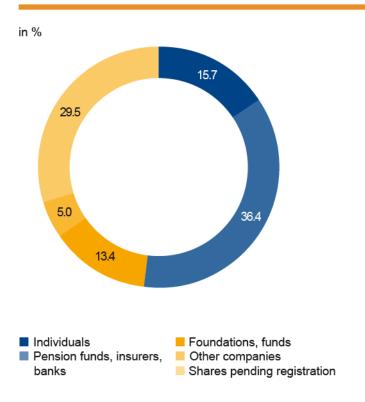
Mobimo (dividend-adjusted)

Source: SIX Swiss Exchange

- SPI
- SXI Real Estate Shares



Composition of shareholders



- Free float as at 31.12.2016: 100% (as per SIX Swiss Exchange definition)
- As at 31.12.2016, the following shareholders held 3% or more of the share capital:
 - BlackRock, Inc., 4.97%
 - Zuger Pensionskasse, 3.38%



Adress	Fair value as at 31.12.16 in TCHF	Use
Lausanne, Horizon 4 – 6 Avenue d'Ouchy 4 – 6	127 470	Commercial property
Zurich, Mobimo Tower Hotel Turbinenstrasse 18	122 360	Hotel
Affoltern a. A., Obstgartenstr. 9 / Alte Obfelderstr. 27/29, 31 – 35	107 150	Nursing home, rental and retirement apartments
Lausanne, llot du Centre Rue Beau-Séjour 8	100 750	Rental apartments

¹⁾ Total fair value CHF 1,094 million



Adress	Fair value as at 31.12.16 in TCHF	Use
Zurich, Friesenbergstrasse 75 / Im Tiergarten 7	89 120	Commercial property
Lausanne, Petit Mont-Riond Rue Voltaire 2 – 12	70 910	Rental apartments
Lausanne, Les Mercier Voie du Chariot 4 – 7	66 270	Commercial property
Zurich, Letzigraben 134 – 136	65 290	Rental apartments

¹⁾ Total fair value CHF 1,094 million



	Adress	Fair value as at 31.12.16 in TCHF	Use
	Zurich, Mobimo Skyscraper Hardturmstrasse 3/3a/3b	62 290	Commercial property
	Regensdorf, Sonnenhof Schulstrasse	60 000	Rental apartments
ziil-cent	Kreuzlingen, Ziil Center Leubernstrasse 3 / Bottighoferstrasse 1	57 552	Commercial property
	Zurich, Apollo Stauffacherstrasse 41	49 500	Commercial property

¹⁾ Total fair value CHF 1,094 million



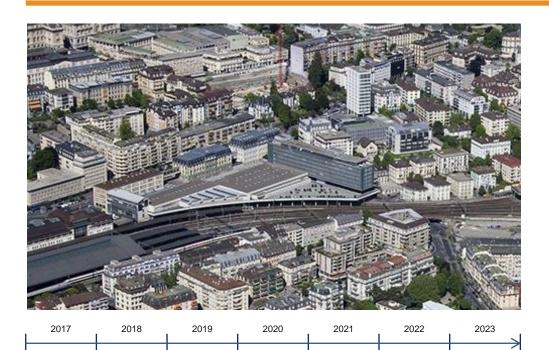
Adress	Fair value as at 31.12.16 in TCHF	Use
Lausanne, Les Pépinières Rue des Côtes-de-Montbenon 20 – 24	43 690	Commercial property
Onex, Avenue des Grandes-Communes 21 – 23 – 25	38 100	Residential apartments
Lausanne, Rue de Genève 7 ²⁾	33 170	Commercial property

¹⁾ Total fair value CHF 1,094 million

²⁾ Share investment property



Site development: Lausanne – Rasude



SITE AREA 19,000 m² (12,000 m² Mobimo)

USAGE

Offices, hotel, apartments (condominiums/rental apartments), retail, gastronomy (joint project with SBB)

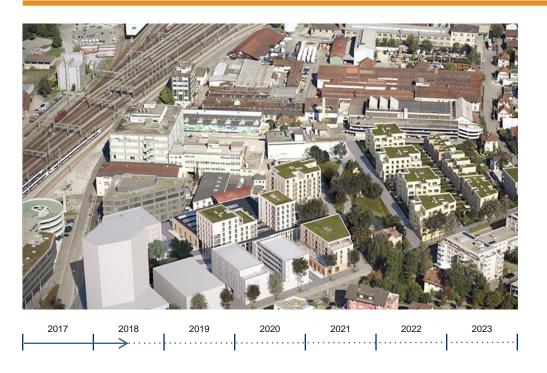
INVESTMENT approx. CHF 270 million

LOCATION Right next to Lausanne train station

SUSTAINABILITY MINER GIE®



Site development: Aarau – Aeschbach District



SITE AREA 55,000 m² (incl. park)

USAGE

1,100 workplaces, 92 condominiums, 167 rental apartments, retail, gastronomy, commercial

INVESTMENT approx. CHF 170 million (excluding third parties)

LOCATION Central, near Aarau train station

SUSTAINABILITY MINERGIE®



Site development: Lausanne – Flon Vision 2025



SITE AREA 55,000 m²

USAGE Further development of the Flon district

INVESTMENT approx. CHF 200 million

LOCATION Central, in the direct vicinity of a metro station

SUSTAINABILITY





Site development: Lucerne South – Mattenhof (Kriens)



SITE AREA 25,000 m²

USAGE Offices, commercial, hotel, apartments, retail, gastronomy

INVESTMENT approx. CHF 260 million

LOCATION

Mattenhof train station, in the direct vicinity of the motorway junction

SUSTAINABILITY MINERGIE®



Site development: Biel/Bienne – Agglolac



GROSS SITE AREA approx. 110,000 m²

USAGE

Development of a city district, offices, commercial, hotel, apartments (condominiums/rental apartments), retail, gastronomy (project with the cities of Nidau and Biel)

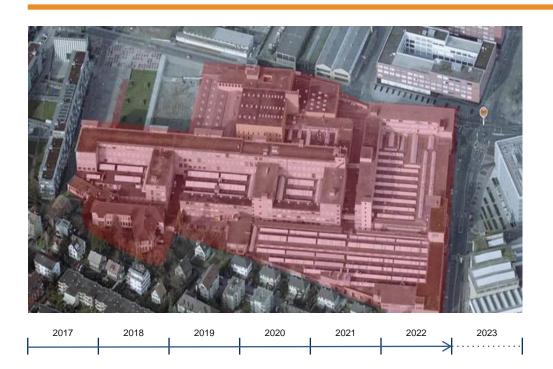
INVESTMENT approx. CHF 350 million

LOCATION Next to the lake, near the train station

SUSTAINABILITY MINER GIE®



Site development: Zurich Oerlikon – Rheinmetall



GROSS SITE AREA 53,000 m²

USAGE

Offices, commercial, apartments (condominiums/rental apartments), gastronomy, events

INVESTMENT approx. CHF 500 million

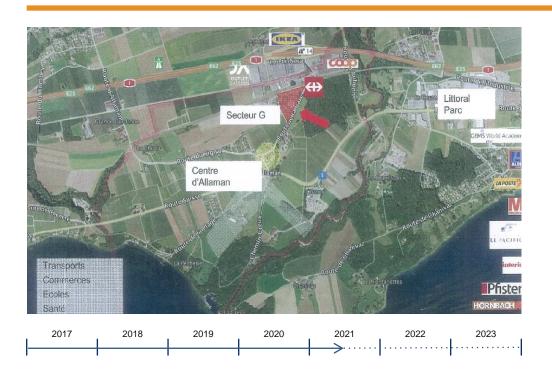
LOCATION Near Oerlikon train station

SUSTAINABILITY





Site development: Allaman VD



GROSS SITE AREA 25,000 m²

USAGE (planned) 300 compact apartments (26,100 m² HNF)

RENT

Tenants: Logistics; rental contracts run until 31.12.2019

LOCATION

Wine-growing village to the south-west of Morges; right next to the train station on a gentle slope facing the lake

