

Alternative performance measures

The definitions and verification of the calculation of Allreal Group's alternative performance measures for the financial year 2021 (Swiss GAAP FER) are set out below.

Total sales

Total sales resulting from rental of investment real estate plus completed project volume in the Projects & Development division.

CHF million	2021	2020
Rental income from investment real estate	204.4	200.4
Sales Projects & Development division	343.2	363.4
Total sales	547.6	563.8

Operating profit (EBIT) excl. revaluation gains

CHF million	2021	2020
Operating profit (EBIT)	246.6	225.3
Earnings from revaluation of investment real estate	-64.3	-55.2
Operating profit (EBIT) excl. revaluation effect	182.3	170.1

Net profit excl. revaluation effect

CHF million	2021	2020
Net profit	182.6	167.2
Earnings from revaluation of investment real estate	-64.3	-55.2
Deferred taxes on revaluation	15.0	12.7
Net profit excl. revaluation effect	133.3	124.7

Return on equity incl. revaluation effect

Net profit in relation to average group equity (balance from 1 January and 31 December, divided by two).

CHF million	2021	2020
Net profit	182.6	167.2
Group equity, balance as at 1 January	2 412.9	2 352.6
Group equity, balance as at 31 December	2 558.3	2 412.9
Average group equity	2 485.6	2 382.8
Return on equity incl. revaluation effect	7.3%	7.0%

Return on equity excl. revaluation effect

Net profit excl. revaluation effect in relation to average group equity excluding the revaluation reserves recognised in group equity (balance from 1 January and 31 December, divided by two).

CHF million	2021	2020
Net profit excl. revaluation effect	133.3	124.7
Group equity, balance as at 1 January	2 412.9	2 352.6
Revaluation reserves, balance as at 1 January	-402.2	-359.7
Group equity, balance as at 31 December	2 558.3	2 412.9
Revaluation reserves, balance as at 31 December	-451.6	-402.2
Average group equity without revaluation reserves	2 058.7	2 001.8
Return on equity excl. revaluation effect	6.5%	6.2%

Sales Projects & Development division

Completed project volume of third-party and own projects corresponds to the total of all project costs, fees and profits accrued according to the progress of construction.

CHF million	2021	2020
Completed project volume third-party projects	269.6	280.4
Completed project volume own projects	73.6	83.0
Sales Projects & Development division	343.2	363.4

Gross margin third-party projects Projects & Development division

Gross margin reflects earnings from the Projects & Development division as a percentage of income from realisation Projects & Development.

CHF million	2021	2020
Earnings from realisation Projects & Development	24.5	33.7
Completed project volume third-party projects	269.6	280.4
Gross margin third-party projects Projects & Development	9.1%	12.0%

Gross yield

Gross yield reflects the income from rental of investment properties as a percentage of the amortised market value of the yield-producing properties as at 1 January, adjusted for portfolio changes over time.

CHF million	2021	2020
Income from renting investment real estate	204.4	200.4
Amortised market value of yield-producing properties as at 1 January without rights of use of investment real estate	4 428.5	4 242.4
Portfolio changes over time	9.5	13.4
Own use	-37.8	-37.8
Amortised market value of yield-producing properties as at 1 January without rights of use of investment real estate after portfolio changes	4 400.2	4 218.0
Gross yield	4.6%	4.8%

Net yield

Net yield reflects earnings from renting investment real estate as a percentage of the amortised market value of the yield-producing properties as at 1 January, adjusted for portfolio changes over time.

CHF million	2021	2020
Earnings from renting investment real estate	176.6	172.5
Amortised market value of yield-producing properties as at 1 January without rights of use of investment real estate	4 428.5	4 242.4
Portfolio changes over time	9.5	13.4
Own use	-37.8	-37.8
Amortised market value of yield-producing properties as at 1 January without rights of use of investment real estate after portfolio changes	4 400.2	4 218.0
Net yield	4.0%	4.1%

Cumulative vacancy rate

Vacancy rate corresponds to the cumulative vacancy rate as a result of non-letting as a percentage of the target rental income for one year.

CHF million	2021	2020
Vacancy loss	-3.3	-2.8
Targeted rental income	211.2	206.9
Vacancy rate	1.6%	1.4%

The indicators below were calculated according to the usual international parameters and allow a comparison with other market participants.

Operating profit and operating profit per share

The operating profit shows the net profit adjusted for revaluation effect and earnings from the sale of investment real estate, as well as the relevant tax implications.

CHF million	2021	2020
Earnings according to income statement	182.6	167.2
Adjusted by:		
Earnings from revaluation of investment real estate	-64.3	-55.2
Earnings from sale of investment real estate	0.0	0.0
Earnings from development real estate held for sale incl. impairment	-21.0	-3.7
Pro-rata income tax on sales	7.3	1.0
Deferred taxes on revaluation	15.0	12.7
Operating real estate earnings	119.6	122.1
Average number of outstanding shares	15 979 265	15 898 915
Operating real estate earnings per share in CHF	7.48	7.68

Adjusted equity (NAV) and adjusted equity (NAV) per share

Adjusted equity shows the equity adjusted for changes in the fair value of the development real estate, the market value of financial instruments and deferred taxes.

CHF million	31.12.2021	31.12.2020
Equity (NAV) according to consolidated financial statements	2 558.3	2 412.9
Dilution effects	0.0	0.0
Diluted equity (NAV)	2 558.3	2 412.9
Less:		
Valuation difference on development real estate	16.7	29.3
Plus:		
Market value of derivative financial instruments	-	-
Deferred taxes	370.6	280.3
Adjusted equity (NAV)	2 945.6	2 722.5
Number of outstanding shares (diluted)	16 524 705	15 901 404
Adjusted equity (NAV) per share in CHF	178.26	171.20

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Vacancy rate on the balance sheet cut-off date

The vacancy rate relates to the vacancy rate as a result of non-letting as a percentage and taking into account the market rent for the vacant space on the balance sheet cut-off date.

CHF million	31.12.2021	31.12.2020
Estimated rental potential of vacant premises	3.3	3.1
Estimated rental income from total portfolio	223.9	209.4
Vacancy rate at	1.5%	1.5%

Organisation and schedule

Structure and addresses

Allreal Holding AG Allreal Finanz AG

Grabenstrasse 25, 6340 Baar

Allreal Home AG
 Allreal Office AG
 Allreal Toni AG
 Allreal Vulkan AG
 Allreal West AG
 Apalux AG
 Bülachguss AG
 Allreal Generalunternehmung AG

Lindbergh-Allee 1, 8152 Glattpark

Creactive Properties SA
 Immologic Properties SA
 SI Grand-Pré 57 SA
 Société Immobilière Avenir-Levant SA
 Société Anonyme Vermont-Parc
 Trebla SA lettre A
 Serenity OpCo Holding SA
 Elevate SA
 Immologic Sàrl
 Immologic Promotions Sàrl
 Roof SA
 Avenue Louis-Casai 86A
 1216 Cointrin

Immologic Promotion
 Chavannes SA
 Avenue de la Gare 84B
 1022 Chavannes-près-Renens

Organisation chart

Allreal Group Roger Herzog

Berne
 Manuel Otter
Romandie
 Anne-Marie Loeillet

Finance & Controlling
 Thomas Wapp

Internal Auditing
 Bruno Schelling

Sales / Contracting
 Peter Pantucek

Internal owner organisation
 Angelo Moser

Communications
 Reto Aregger

Human Resources
 Barbara Tomezzoli

Real Estate
 Alain Paratte

Projects & Development

Portfolio Management
 Philipp Ricklin

Building Management
 Mathias Knellwolf

Real Estate Management
 Claudine Engeli

Development
 Stefan Dambacher

Realisation Zurich
 Simon Räbsamen

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Schedule

Annual general meeting 2022

8 April 2022, 4 p.m.

Half-year results 2022

24 August 2022

Annual results 2022

1 March 2023

Annual general meeting 2023

21 April 2023

Half-year results 2023

23 August 2023

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Share register

Responsibility for address changes and other changes in the share register lies with:

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www.areg.ch

Reporting by financial analysts

The Allreal Group is valued and analysed by the following banks, among others:

Equity research

Baader Helvea
Bank Vontobel
Research Partners
Zürcher Kantonalbank

Credit research

Credit Suisse
UBS
Zürcher Kantonalbank

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The interactive Annual Report is available online in German and English at reporting.allreal.ch.