

# Valuation report prepared for **Prime Office A/S**

Order: 1. post valuation

D-23568 Lübeck, Heiligen-Geist-Kamp 4a Object address:

**Project Title:** Object no. 31200

Property type: Office and retail property

Dirk Fischer-Appelt FRICS, Hamburg **Expert witness:** 

22 November 2022 Visited on: 31 December 2022 **Valuation Date:** 

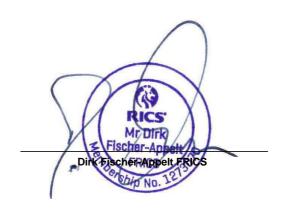
**RESULTS OF THE VALUATION** 

Reporting Date: Reporting date 31.12.2021 31.12.2022

Market value on the reporting date 4,900,000 € 4,800,000 €

Changes compared to previous valuation: adjusted rents

Hamburg, 12.01.2023



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#### 1. General

### 1.1 Preliminary note

#### Client

Prime Office A/S Skt. Knuds Torv 3,3 DK-8000 Aarhus C

#### Order date

The Client engaged the undersigned to prepare this written 1st post evaluation on 01/12/2022.

#### Purpose of the opinion

Determination of the market value of the property with an office and retail property at the address D-23568 Lübeck, Heiligen-Geist-Kamp 4a as of the valuation date 31 December 2022.

#### **Special Note**

The general interest rate environment has changed significantly compared to the previous year due to increased inflation. The effects of the interest rate turnaround by the ECB have not yet been reflected in the transaction data and market reports. Market observers report currently stagnating investment activities, as investors are acting more cautiously overall and decision-making processes are taking longer. Due to the increased capital market interest rates, which make the purchase of real estate considerably more expensive, falling real estate prices and rising yields are expected in the future. Since only a few transactions can be identified at present, there is hardly any valid market data are available so far. The situation is ambiguous and different forecasts are published. In this context, reference is made to the reference date of the present market value assessment.

#### 1.2 Author

Dirk Fischer-Appelt FRICS FA|KT Valuation Chartered Surveyors Fischer-Appelt / Kipp-Thomas Partnership of Property Surveyors Neuer Wall 73-75 in D-20354 Hamburg Local court: PR 703

Phone: +49 (0)40 / 30068749-10 Fax: +49 (0)40 / 30068749-19 Email: info@fa-kt-valuation.de

#### 1.3 Documents and information

### Property-related documents and information obtained by the contractor

- property interest rates, Lübeck valuation committee
- property market overview, Lübeck valuation committee
- investment locations Germany 2022 office rents and yields, Catella
- real estate price index 2022, IVD-Nord
- market report II/2022, Otto Stöben
- office investment market and office leasing market Germany 2022, NAI Apollo
- key figures for the retail sector 2021, IHK Schleswig-Holstein
- unemployment rates for November 2022, Federal Employment Agency
- population forecast of the Bertelsmann foundation

#### Documents provided by the client

- Order letter (by mail)
- Rent list, 15.11.2022
- last appraisals update (2021), 14.01.2022

#### 1.4 Site visit

The last on-site inspection (inspection of the object of valuation and its immediate surroundings by the appraiser) took place on 22.11.2022.

#### 1.5 Basis for the determination of the market value

The market value is determined in accordance with § 194 BauGB. The central concept of value in the English "Red Book" and the "Blue Book" of TEGoVa (The European Group of Valuer Associations) and the IAS (International Accounting Standards) is the market value, which corresponds in terms of content to the fair value in accordance with § 194 BauGB. The market value of investment properties is derived worldwide from procedures with discounted cash flows. The national methods used for this purpose are generally comparable with each other and produce the same results.

The present market value is determined in accordance with the principles of the Real Estate Valuation Ordinance of 14 July 2021 (ImmoWertV, BGBI. 2021 I No. 44) on the basis of the capitalised earnings value method (§§ 27 to 34 ImmoWertV).

The revaluation is based on the initial valuation report and the subsequent revaluations, most recently as at 14.09.2021. The textual descriptions in this report are therefore largely limited to factual and value-related changes that have occurred compared with these valuations. The requirements set out therein are still to be observed and form an integral part of this revaluation.

The following revaluation is based on the above-mentioned documents. The documents provided by the client were used as a basis for the valuation after a rough plausibility check and without being checked as correct and complete. The areas and number of parking spaces provided by the client have been taken over by the expert after a rough plausibility check as correct from the submitted property documents, so that the values determined below are thus expressly subject to any circumstances or proportions to the contrary. Findings were only made to the extent that they are relevant for the valuation. No liability is accepted for unrecognisable or concealed defects, for defects in building components that have not been made accessible and for other features of the property that have not been ascertained (e.g. investigations into stability, sound and heat insulation, infestation by animal or plant pests, building components contaminated with pollutants, and soil contamination) is excluded. The inspection of the technical installations and facilities with regard to their functional capability and serviceability is not the subject of the assignment. Production costs shown in this valuation generally do not correspond to the insured value (cf. e . g. Simon/Cors/Halaczinsky/Teß: Handbuch der Grundstückswertermittlung, 5th edition, Vahlen 2003).

The following valuation is expressly subject to these conditions and assumptions.

## 2 Office- and retail property

## 2.1 Valuation object

No changes to the valuation object compared to the previous valuation were reported, so that unchanged conditions are taken as a basis.

### 2.2 SWOT analysis

### **Strengths**

- Creditworthy and representative tenants
- Good state of condition of the building
- good visibility
- photovoltaic system on the roof of the building improves the energetic performance

#### Weaknesses

- short remaining terms of the rental agreements
- B-Location for office-use

### **Opportunities**

- increasing population structure

#### **Threats**

general market risks

#### 2.3 Changes in value-determining

#### characteristics Land register and cadastral information

No changes to the land register and cadastral information compared with the previous valuation were reported, so that unchanged circumstances are taken as a basis.

#### **Division 1**

No changes were reported to the Division 1 information from the previous evaluation, so unchanged ratios are used.

#### **Division 2**

No changes to the information on Division 2 compared with the previous evaluation were reported, so that unchanged ratios are taken as a basis.

#### **Division 3**

Obligations that may be recorded in the land register in section 3 are not taken into account in this appraisal. It is assumed that these will be deleted at the time of sale or compensated by reducing the purchase price.

#### Other rights and encumbrances

No changes in other rights and encumbrances were reported by the client compared to the previous valuation, so that an unchanged status is taken as a basis.

### **Property Description**

No material changes to the appraised property were identified or reported by the client compared with the previous valuation, so that an unchanged condition is taken as a basis.

#### **Building description**

No material changes to the appraised property were identified or reported by the client compared to the previous appraisal, so that an unchanged condition is taken as a basis.

#### **Outdoor facilities**

Compared to the previous evaluation, no significant changes to the outdoor facilities were identified or communicated by the client, so that an unchanged condition is taken as a basis.

#### Structural condition

The office- and retail property is overall in a good state of construction and maintenance. Compared to the previous valuation, there is no significant change in the structural condition.

#### 2.4 Location description

The subject of the valuation is located in the independent Hanseatic city of Lübeck with a population of approx. 216,000 (as of 31.12.2021). The urban area extends over 214.19 square kilometers. Lübeck therefore has a population density of 1,010 inhabitants per square kilometer. The Hanseatic city is the second largest city in Schleswig-Holstein behind Kiel. In administrative terms, Lübeck is divided into 10 districts and 35 boroughs.

population Lübeck, 216.277 inhabitants (as of 31.12.2021)

area 214.19 km<sup>2</sup>

population density 1,010 inhabitants per km<sup>2</sup>

population forecast +0.7 % (Lübeck, 2012-2030, Bertelsmann Foundation)

unemployment rate, municipality 7.6 % (Lübeck, as of November 2022)

unemployment rate, state 5.2 % (Schleswig-Holstein, as of November 2022)

unemployment rate, country 5.3% (Germany, as of November 2022)

retail purchasing power index 93.5 (Lübeck, as of 2021, IHK Schleswig-Holstein) 161.1 (Lübeck, as of 2021, IHK Schleswig-Holstein)

Lübeck has good regional and supra-regional transport connections. Several federal roads, such as the B 75 and the B 207, cross the city area. The A 1 (Fehmarn-Hamburg-Bremen) runs in the western part of the city and the A 20 (Bad Segeberg-Wismar-Rostock-Greifswald) in the southwest. Lübeck's main railway station has connections to regional and long-distance Deutsche Bahn services. Local public transport (ÖPNV) in the city is provided by city buses operated by the "Stadtverkehr Lübeck GmbH" (SL). The nearest international airport is in Hamburg (Hamburg Airport).

The valuation property is located in the district St. Gertrud, north-east of the city centre of Lübeck. The district covers an area of approx. 26.5 km² and is home to around 41,500 residents (as of 31.12.2021).

The surrounding area is characterized by a mix of different buildings with commercial buildings on the one hand and residential buildings on the other hand. The Waknenitz, a tributary of the river Trave, is within walking distance.

All facilities of a good public and private infrastructure are available in Lübeck, partly also within walking distance of the valuation property. There is a bus stop within 200 m walking distance. Lübeck's main railway station can be reached by car in approx. 5 km. The international airport Hamburg (HAM) can be reached via the A 1 in approx. 70 km.

### situation assessment

Overall, it is an average location for retail and office uses.

#### 2.5 Market and revenue situation

#### **Economic conditions**

The current market situation is characterized in particular by high inflation, rising energy costs and uncertainties regarding the Ukraine war. Other topics are the further course of the COVID-19 pandemic, international free trade and the progress of European integration. In Germany, the ageing population and internal migration bring high challenges.

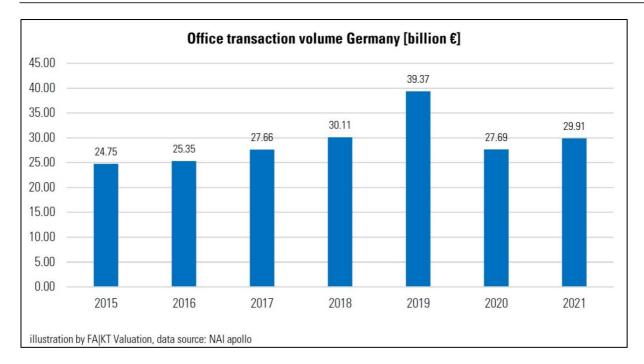
Germany is one of the structurally well-positioned economies in the European Monetary Union. German GDP grew by 2.9% in 2021. According to the Federal Statistical Office, the economic development in 2021 was still strongly dependent on the COVID-19 pandemic and the accompanying protective measures. Inflation averaged 3.1% in 2021. Currently, there is an increased inflation of +7.6% in June 2022 due to strongly rising energy, raw material and producer prices as well as supply bottlenecks. Unemployment in Germany is currently still at a low level in international comparison and averaged 5.7% in 2021. The Bundesbank forecasts GDP growth in Germany of 1.9% for 2022 and 2.4% for 2023 (as of June 2022).

The general interest rate environment has changed significantly compared to the previous year due to increased inflation. In October, the European Central Bank (ECB) announced an increase in the key interest rate for the Eurozone from 1.25% to 2.00%; this is already the third increase in the key interest rate this year. Construction interest rates (10-year fixed borrowing rate) in Germany rose by 270 basis points from 1.0% to 3.7% from January 2022 to November 2022.

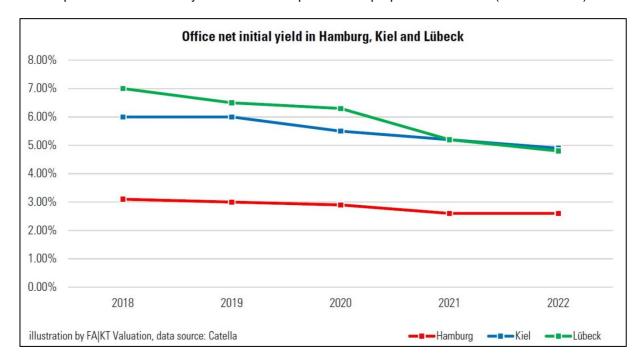
#### **Investment market**

The effects of the interest rate turnaround have not yet been reflected in the transaction data and market reports. Market observers report currently stagnating investment activities, as investors are acting more cautiously overall and decision-making processes are taking longer. The German real estate market has traditionally been much less volatile than most other European markets, as real estate financing in Germany is largely concluded in the form of fixed-rate agreements with long maturities. Due to the increased capital market interest rates, which make the purchase of real estate considerably more expensive, falling real estate prices and rising yields are expected in the future. Since only a few transactions can be identified at present, only forecasts are available so far. For 2023, DZ Bank forecasts an average price decline of 4% to 6% for residential real estate in Germany. Accordingly, the price decline is likely to be somewhat weaker for residential property and somewhat stronger for multi-family houses. From 2024 onwards, the bank forecasts a stabilisation of prices if Germany does not slide into a prolonged recession. The brokerage firm Grossmann & Berger indicates an average price discount of 14 % for existing houses in Hamburg in 2023 compared to the beginning of 2022, and an average price discount of 12 % for existing flats. After consultation with the Hamburg Expert Committee for Property Values in Hamburg (Gutachterausschuss für Grundstückswerte), a sharp decline in transactions was identified, and at the turn of the year, price reductions for multi-family houses in the range of 8% to 11% were statistically derived. There is only limited current market data available for the property market in Schleswig-Holstein and Lower Saxony, so it is not possible to make any valid statements on the future development of values in these submarkets. For properties in other asset classes (e.g. office properties) as well as smaller real estate markets such as those in Schleswig-Holstein and Lower Saxony, only limited current market data is available, meaning that it is currently almost impossible to make valid statements about the current development of values in these submarkets.

According to an analysis by the real estate consulting firm NAI apollo, the fourth-best turnover result ever recorded was achieved for the German transaction market for office properties in 2021. The total transaction volume traded amounted to €29.91 bn, which corresponds to an increase of around 8% compared to the previous year. The market was dominated by individual transactions, which, with a volume of around €25.8 bn, accounted for the majority of the total volume and were able to further expand their share (2020: approx. 86%). Portfolio transactions, on the other hand, have lost 30% compared to the previous year and now only account for €4.1 bn or a share of approx. 14%. The top 7 cities accounted for around 80% of the transaction volume in 2020 (€23.8 bn). German investors were able to expand their share to more than two-thirds of the transaction volume.



Catella publishes a net initial yield of 4.80% for prime office properties in Lübeck (as of Q1 2022).



#### Office market

As of the appraisal date, there is very little information on yields or multiples in the office submarket. The real estate market for office space in Schleswig-Holstein is mainly concentrated in the major cities of Kiel and Lübeck, as well as in the surrounding area of Hamburg. According to DZ HYP, Kiel, as the state capital and administrative and economic center, has the largest office market with around 1.43 million m² of office space. Lübeck has approximately 850,000 m² of office space (as of 2018).

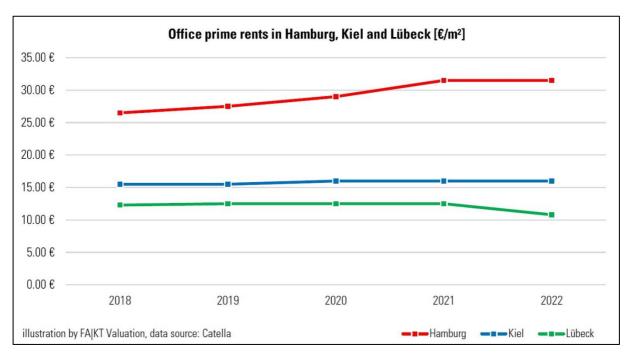
Office take-up has developed differently in the major centers of northern Germany in recent years. In Hamburg, take-up had risen sharply until the start of the COVID 19 pandemic, and relatively high take-up was also achieved in Bremen and Hanover. In the other office locations, however, market activity has been comparatively guiet.

### Office rents

Rental ranges for office space are published by market participants as follows:

source	description	price range	Ø price
Catella	Lübeck		
Market Report 2022	prime rent	/	10.80 €/m²
IVD North	Lübeck		
Real estate price index 2022	average utility value	/	6.00 €/m²
	good utility value	/	8.00 €/m²
	prime rent	/	9.50 €/m²
Otto Stöben	Lübeck		
Market Report II/2022	average utility value	/	7.00 €/m²
-	good utility value	/	10.00 €/m²
own research	Lübeck	5.00 – 19.00 €/m²	/
asking rents			

The following chart shows the development of office prime rents in Hamburg, Kiel and Lübeck:



#### retail rents

Rental ranges for retail space are published by market participants as follows:

source	description	price range	Ø price
IVD North	Lübeck		
real estate price index 2022	secondary centre		
	1a-location		
	60 m <sup>2</sup>	1	12.00 €/m²
	100 m <sup>2</sup>	1	8.00 €/m²
Otto Stöben	Lübeck		
market report II/2022	secondary centre, 1a-location		
	small shops (<60 m <sup>2</sup> )	1	10.00 €/m²
	big shops (>100 m²)	1	8.00 €/m²
own research	Lübeck		
asking rents	St. Gertrud (no offers)	/	/
	city centre (1 offer)	1	18.26 €/m²

#### 2.6 Valuation comments

#### Valuation model

Like the capitalized earnings method, the discounted cash flow (DCF) method is a valuation method based on the earning power of real estate. In contrast to the capitalized earnings method, there is no standardized model for determining market values using DCF. In the field of real estate economics, the DCF method is divided into a periodic consideration and a consideration after the end of this period. For the valuation object, a period of 10 years seems appropriate. In this valuation model, an equivalent return is used that takes into account inflation and growth during the period under consideration as well as the property and the current investment market, including the special characteristics of the property.

#### Assessment of the current rent

Commercial	Sustainable	Current	Area (m²)	Yield / month (€)	Yield/year
use	rent	payable rent	Parking places		(€)
	estimated				
office/practice	11,01 <b>€</b> /sqm	11,01 <b>€</b> /sqm	1.577,75 sqm	17.375,70 €	208.508,40 €
retail	10,48 <b>€</b> /sqm	10,48 €/sqm	388,00 sqm	4.066,66 €	48.799,92 €
storage	7,17 <b>€</b> /sqm	7,17 €/sqm	170,00 sqm	1.219,12€	14.629,44 €
total			2.135,75 sqm	22.661,48 €	271.937,76 €

The valuation property is fully leased. The office/practice units are on average rented at 11.01 €/sqm. The retail space is rented at 10.48 €/sqm. and the storage space is rented at an average of 7.17 €/sqm.

With regard to market rents, the currently paid rent level is average.

In total, the gross profit currently paid amounts to € 271,937.76.

The detailed list of rents can be found in the appendix as a part of the DCF to this valuation report.

#### capitalization rate

This yield is used to calculate the present value of the cash flows over a 10-year term. Based on the expected investment risk and the current market situation we assess a discount rate of 4,90%.

#### discount rate

The discount rate is to be derived taking into account purchase cases on the market. The discount rate reflects all risks associated with the investment. It includes a premium for remaining risks that cannot be quantified otherwise. Since real estate is a long-term investment, the risk-free interest rate can be compared with long-term federal bonds or mortgage bonds. The interest premiums are property-related risk premiums for, for example, the property type, location, property quality and so on. As of the reporting date, the risk-free base rate is 2.00% and the object-specific risk surcharge is 4.90%, so the discount rate is 6.90%.

## Plausibility check of results

Multipliers and capital values are published by market participants as follows:

source	description	multiplier/yield	capital value
GAA Lübeck	Lübeck		
market report 2016-2020	office buildings	/	/
	commercial properties	/	/
	mixed residential and		
	commercial buildings	/	/
	Multi-family houses, 2020	13.94 – 25.29	/
	-	Ø 18.34	/
IVD North	Lübeck		
real estate price index 2022	commercial buildings		
	central secondary location	Ø 18.0	
	business core/city center location	Ø 25.0	/
Catella	initial yield for prime	4.80%	
investment locations	office properties		
Germany report 2022 (Q1)			

The property-specific comparison factors, such as the gross income factor of 15.4 times the annual gross income (corresponding to a gross initial yield of 6.5% and a net initial yield of 5.4%) and the building factor of around 2,130 €/sqm of lettable space, are deemed appropriate in view of the property characteristics. The determined capitalized earnings value is judged to be appropriate and plausible for the location, the condition of the valuation property and the market level.

#### 2.7 Market value

Section 194 of the German Building Code (BauGB) provides the basis for determining the market value. According to this, the market value is "determined by the price that could be obtained in the ordinary course of business at the time to which the determination relates in accordance with the legal circumstances and actual characteristics, the other properties and the location of the property or the other object of the valuation without taking into account unusual or personal circumstances".

#### Market value

The market value for the property with a rental apartment complex at the address D-23568 Lübeck, Heiligen-Geist Kamp 4a, is determined as follows as of the valuation date:

Market value on the reporting date

4,800,000 €

in words:

- four-million eight hundred thousand € -

This expert opinion was prepared independently and neutrally.

This expert determination of the market value of the object of valuation as of the valuation date is made to the best of our knowledge and on the basis of careful examination of the documents made available and the information provided.

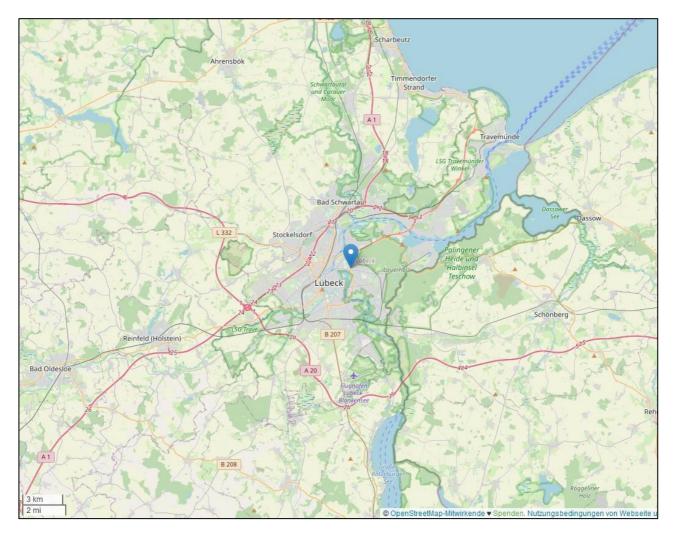
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Any contractual liability of the Expert vis-à-vis third parties, including by way of assignment, is expressly prohibited.

#### 2.8 **Appendix**

### Location

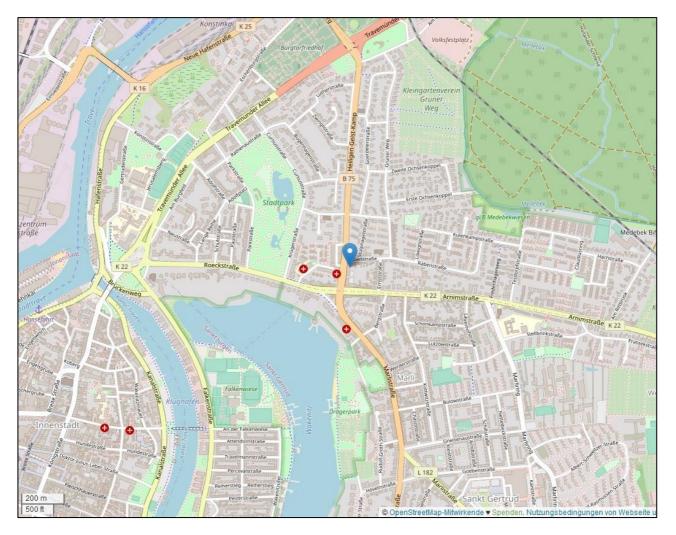
### **Macro-location**



 $\label{thm:contributors} OpenStreetMap-contributors, \ license: ODbL \\ December 2022$ source:

actuality:

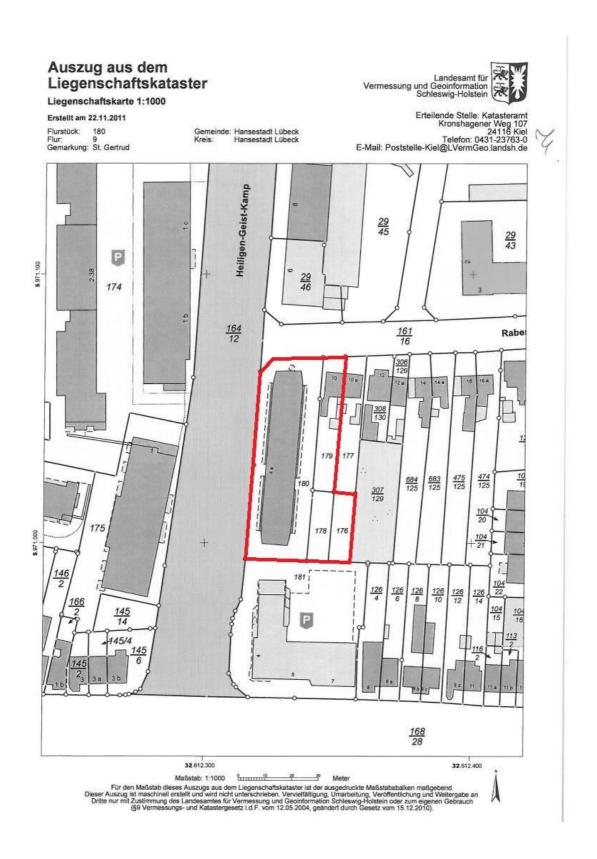
### **Micro-location**



 $\label{thm:contributors} OpenStreetMap-contributors, \ license: ODbL \\ December 2022$ source:

actuality:

### cadastral map



## Photo documentation



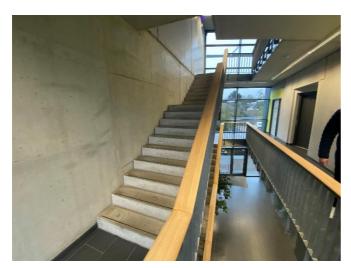
Street view



Side view



Rear view



exemplary staircase



retail area



exemplary commercial unit



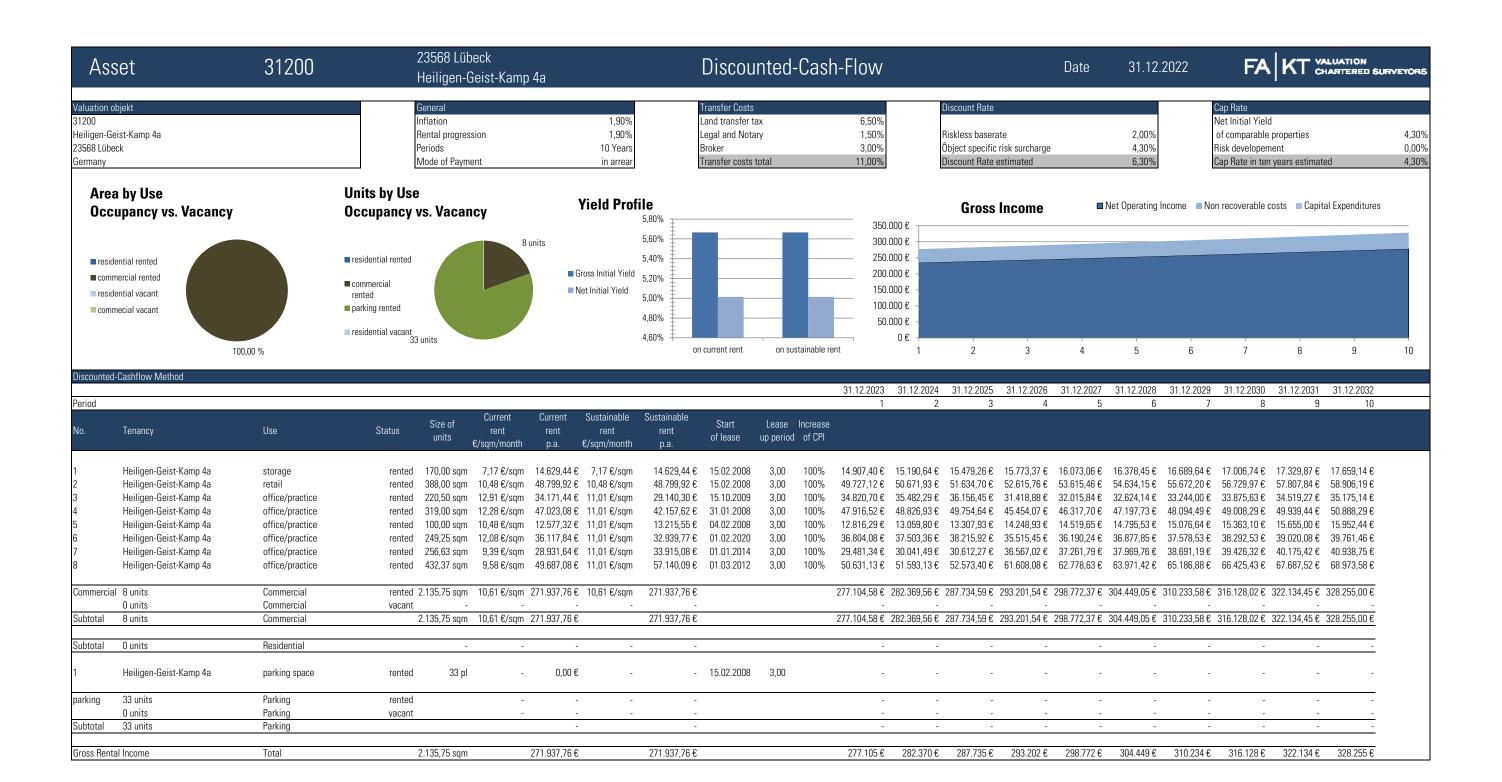
Parking area



Heating system



Surroundings



											31.12.2023	31.12.2024	31.12.2025	31.12.2026	31.12.2027	31.12.2028	31.12.2029	31.12.2030	31.12.2031	31.12.2032	
											1	2	3	4	5	6	7	8	9	10	
	Tenancy	Use	Status	Size of units	Current rent €/sqm/month	Current rent p.a.	Sustainable rent €/sqm/month	Sustainable rent p.a.	Start of lease	Lease Increase up period of CPI											
Incor	me										277.105€	282.370 €	287.735 €	293.202 €	298.772 €	304.449€	310.234 €	316.128 €	322.134 €	328.255 €	
	Maintenance			2 135 75 sam	11,00 €/sqm	23 493 25 €		23.493,25€			23.493 €	23.940 €	24.394 €	24.858 €	25.330 €	25.812 €	26.302 €	26.802 €	27.311 €	27.830 €	
	Property management				2,00%	5.438,76 €		5.438,76 €			5.542 €	5.647 €	5.755 €	5.864 €	5.975 €	6.089 €	6.205€	6.323 €	6.443 €	6.565 €	
	Risk of rent loss							10.877,51 €			11.084 €	11.295 €	11.509 €	11.728 €	11.951 €	12.178€	12.409 €	12.645 €	12.885 €	13.130 €	
	Management & Maintenance		Commercial			39.809,52 €		39.809,52€			40.120 €	40.882 €	41.659 €	42.450 €	43.257 €	44.078€	44.916 €	45.769 €	46.639 €	47.525 €	
	Management & Maintenance		Residential			-		-			-	-	-	-	-	-	-	-	-	-	
	Maintenance			33 units	30,00 €/unit	990,00€		990,00€			990 €	1.009€	1.028 €	1.048€	1.067 €	1.088€	1.108 €	1.129€	1.151 €	1.173€	
	Property management			33 units	40,00 €/unit	1.320,00€		1.320,00€			1.320€	1.345 €	1.371 €	1.397 €	1.423 €	1.450€	1.478 €	1.506 €	1.535 €	1.564€	
	Risk of rent loss				2,00%	_		-			-	-	-	-	-	-	-	-	-	_	
	Management & Maintenance		Parking			2.310,00€		2.310,00€			2.310 €	2.354 €	2.399 €	2.444 €	2.491 €	2.538 €	2.586 €	2.635 €	2.685 €	2.736 €	
	Non-recoverable costs		Total		15,49%	42.119,52 €		42.119,52€			42.430 €	43.236 €	44.057 €	44.894 €	45.747 €	46.616€	47.502 €	48.405 €	49.324 €	50.262 €	
	Capital Expenditures / Other costs										-										
	Costs					42.119,52 €		42.119,52 €			42.430 €	43.236 €	44.057 €	44.894 €	45.747 €	46.616 €	47.502 €	48.405 €	49.324 €	50.262 €	_
	Cash Flow current/sustainable					229.818,24 €		229.818,24€											2	77.993,46 €	
	Terminal value (sale end of year 10)								4,30%	23,26											6.
Flow	V										234.675€	239.134 €	243.677 €	248.307 €	253.025 €	257.833 €	262.731 €	267.723 €	272.810 €	277.993 €	6
nt V	alues per period										220.767 €	211.629 €	202.869 €	194.472 €	186.422 €	178.706 €	171.309 €	164.218 €	157.420 €	150.904 €	3.
Prese	ent Value	5.348.119,87 €	:																		
er co	osts	529.993,86 €	}											haracteristic da			Cı	urrent rent		ıstainable rer	nt
esen	nt Value	4.818.126,01 €												Multiplyer / Gro				17,651	5,67%	17,651	_
														/ultiplyer net		d		19,942	5,01%	19,942	
esen	nt Value rounded	4.800.000,00€											N	let Present Vali	ue per sqm				2.247,45 €	C/sqm	