



Opportunities to invest in Irish Property

The Fund of REITs from Zurich Life



Irish Property

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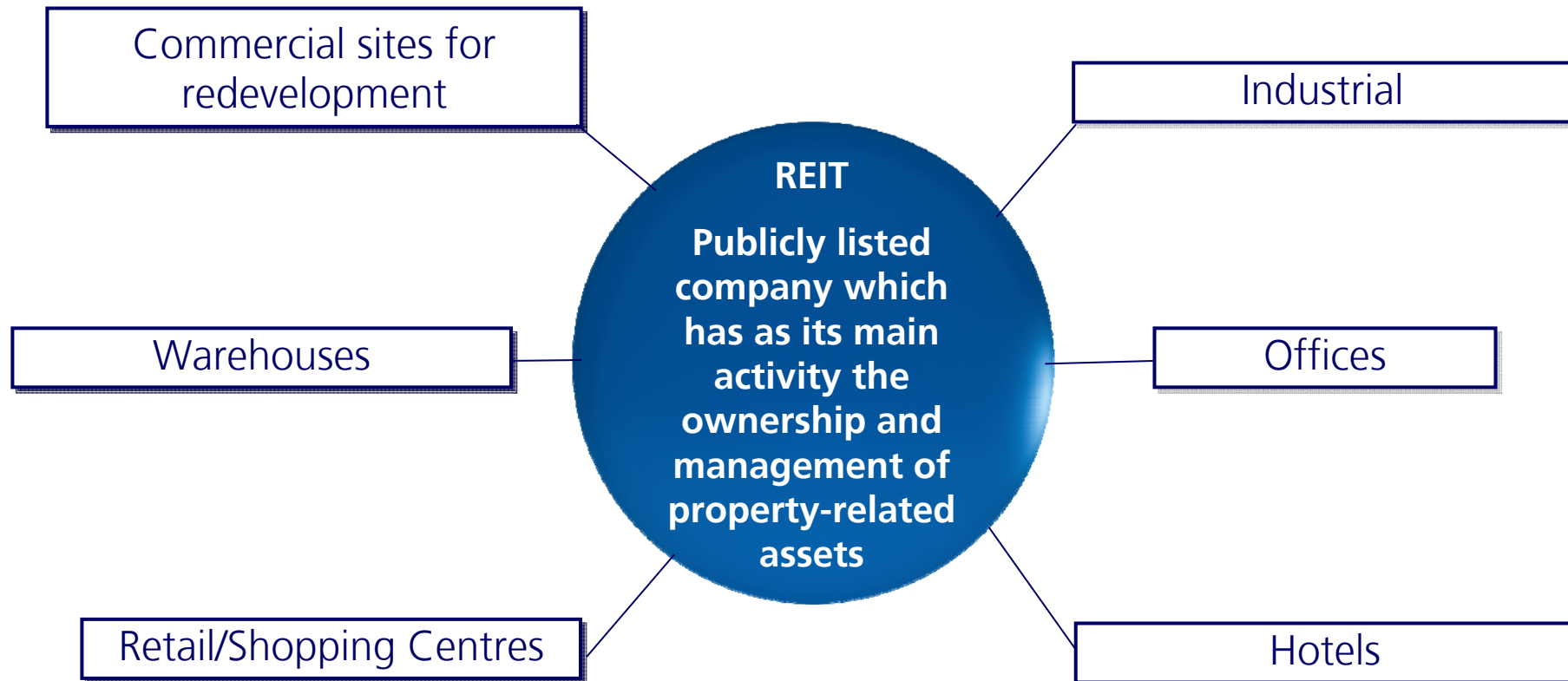


Real Estate Investment Trusts (REITs) Explained



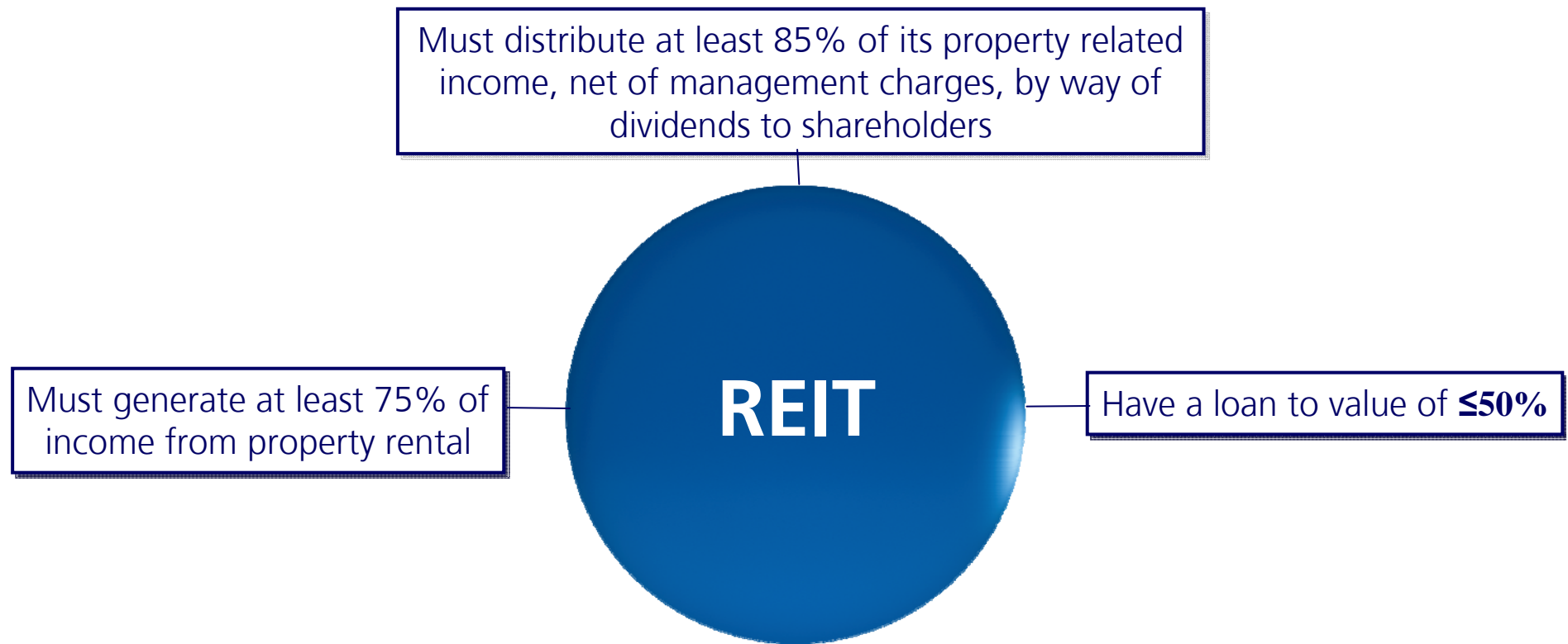
REITs Explained

What is a REIT?



REITs Explained

Characteristics of an Irish REIT



REITs Explained

REITs vs. Property Stocks



REIT

- Investment focus is to generate sustainable income
- Minimum **dividend payout of 85%**
- Borrowing restricted to **50%** of the **gross value of its assets**

Real Estate Stocks

- Investment, development, speculative activities
- **No minimum dividend payout ratio requirement**
- Property company can be **highly geared**

REITs Explained

REITs vs. Unit Linked Bricks & Mortar Property Funds



REIT

- Liquid shares traded on a stock exchange, **NO deferral period** although subject to equity market volatility.
- Minimum **dividend payout ratio of 85%**
- Level of gearing capped

Unit Linked Bricks & Mortar Property Funds

- **Can become highly illiquid**, often resulting in a **deferral period** (of up to 12 months) during periods of property market stress
- **No dividend payout requirement**
- Can be highly geared



Green REIT Plc

Explained



Overview

Green REIT Plc as at 4 February 2014

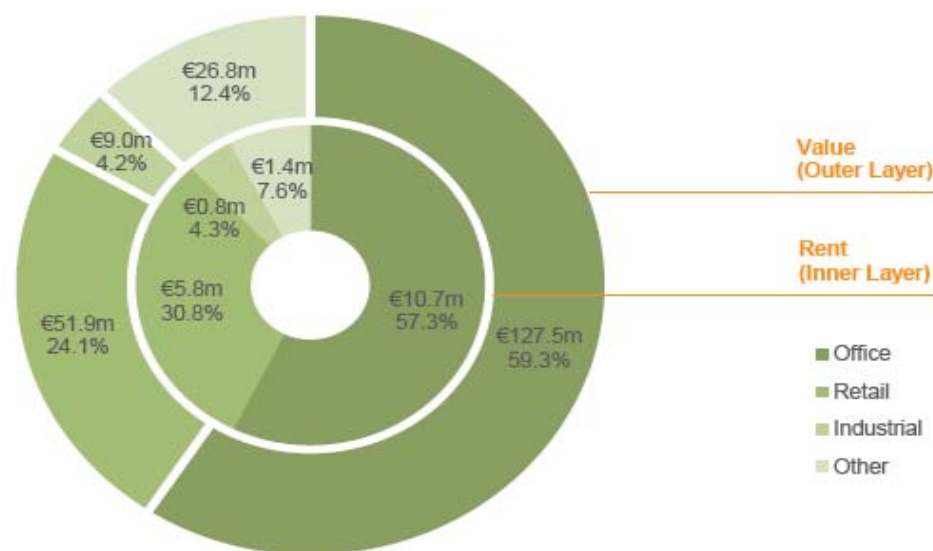


- **€310 million gross**
Amount raised in July 2013 IPO*
- **€214 million** ⁽²⁾
Portfolio Valuation
- **15**
Properties
- **8.5%**
Portfolio Net Initial Yield
- **86%**
in Dublin by value
- **90,520**
square metres (974,354 sq. ft.)
- **60**
Tenants
- **€18.7 million**
Rent Roll
- **87%**
Occupancy
- **105 acres**
development

Top 5 Tenants By Rent

	Passing Rent p.a.	% of Group Passing Rent
Allied Irish Bank / EBS	€4.2m	22.5%
Woodies DIY	€2.4m	12.7%
Offices of Public Works / State Department	€1.7m	9.3%
Bank of Ireland	€1.4m	7.5%
Glandore Business Centre	€0.7m	3.9%
Top 5 Total	€10.4m	55.9%
Portfolio Total	€18.7m	-

Sectorial Split By Value & Rent



Horizon Park Land is categorised as "Other"

⁽¹⁾ Analysis includes Ormond Building & Molesworth Street (In Legals) but excludes Central Park (In Legals)

⁽²⁾ Excluding purchaser's cost for Ormond Building & Molesworth Street (In Legals)

Date of analysis 4th February 2014

***Additional €400m raised in April 2014**

Source: Green REIT Plc

Overview

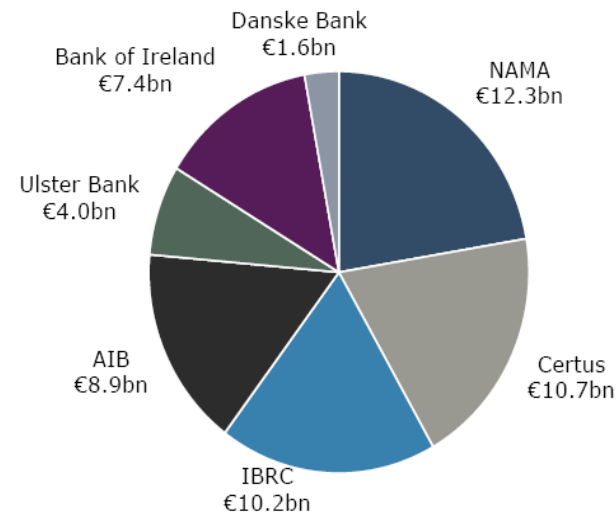
Green REIT Plc



- **Deal Flow**
Central Park – 50% interest in €230m plus cost acquisition (In Legals)
- **Dublin Centric**
86% by value in Dublin
- **Commercial Portfolio** ⁽¹⁾
Offices (59%), Retail (24%), Industrial & Other (17%)
- **Active Management**
5 new lettings agreed since acquisitions

2 major City Centre redevelopments in Dublin 2
- **Development Opportunities**
105 Acres at Dublin Airport
700,000 sq. ft. at Central Park

Investment property loans by institution (€55bn)



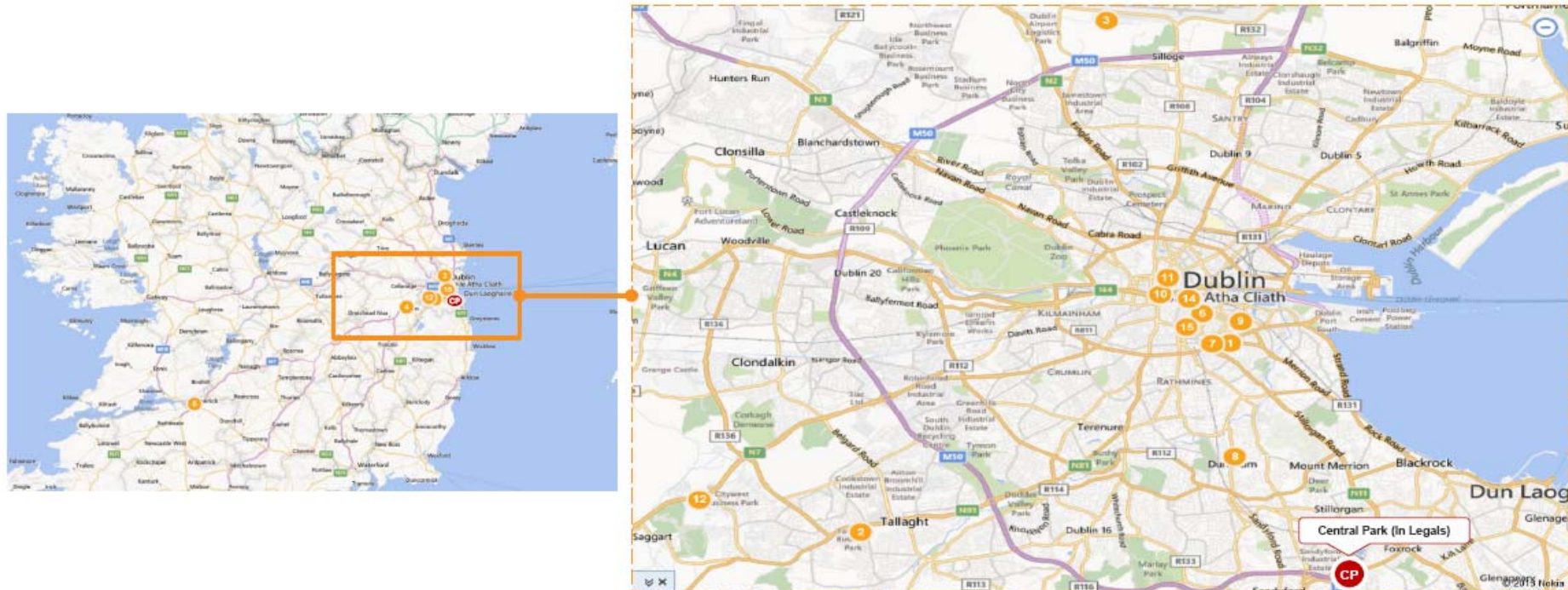
Source: Goodbody estimates, June 2013

- It was estimated by Goodbody's in 2013 that there was €55bn of Irish related investment property loans across the Irish banking system and NAMA.
- Whilst not all are not 'for sale', NAMA, Certus/Lloyds Ireland, Ulster Bank and Danske are all in deleveraging mode.

⁽¹⁾ Excluding purchaser's cost for Ormond Building & Molesworth Street (In Legals)

Location Map

Green REIT Plc



The Portfolio

Green REIT Plc



2 Burlington Road, Dublin 4

Size Sq. m. (sq. ft.)	7, 544 (81,203 sq.ft)
Value (Capital Value €psf)	€47,500,000 (€585 psf)
Net Initial Yield	8.5%
Unexpired Terms	3.3
Contracted Rent (pa)	€4,200,000
No. of leases	1
Main tenants	Allied Irish Bank/EBS



Source: Green REIT Plc. Data analysis 31 December 2013

The Portfolio

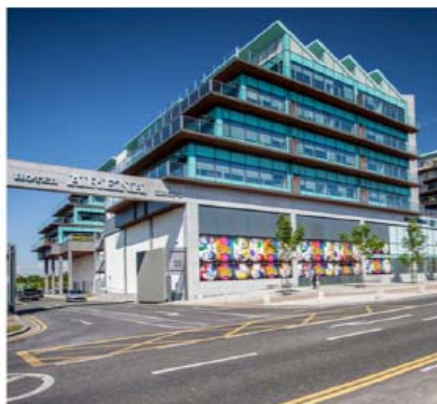
Green REIT Plc



Arena Centre

Size Sq. m. (sq. ft.)	Commercial Space 19,806 (213,187 sq. ft.)
Value (Capital Value €psf)	€43,070,000 (€202 psf)
Net Initial Yield	9.6%
Unexpired Terms	9.7
Contracted Rent (pa)	€4,210,849 Investment €347,702 Residential
No. of leases	14
Main tenants	Woodies DIY Bank of Ireland Lidl

✓ EXTENSIVE ASSET MANAGEMENT OPPORTUNITIES



The Portfolio

Green REIT Plc



30 – 33 Molesworth Street, Dublin 2*

Size Sq. m. (sq. ft.)	3,573 (38,456 sq.ft)
Value (Capital Value €psf)	€13,579,800 (€353 psf)
Net Initial Yield	3.5%
Unexpired Terms	12.4
Contracted Rent (pa)	€527,806
No. of leases	7
Main tenants	Savills Clerkin Lynch Solicitors Bonhams 1793

✓ MAJOR DEVELOPMENT OPPORTUNITY



Fitzwilliam Hall, Dublin 2**

Size Sq. m. (sq. ft.)	2,748 (29,584 sq.ft)
Value (Capital Value €psf)	€13,500,000 (€456 psf)
Net Initial Yield	5.2%
Unexpired Terms	14.2
Contracted Rent (pa)	€732,820
No. of leases	1
Main tenants	Glandore Business Centre



* Source: Green REIT Plc. Data analysis 1 February 2014. In Legals.

**Source: Green REIT Plc. Data analysis 31 December 2013

The Portfolio

Green REIT Plc



Horizon Logistics Park

Size Sq. m. (sq. ft.)	10,371 (111,630 sq.ft)
Value (Capital Value €psf)	€9,000,000 (€81 psf)
Net Initial Yield	8.7%
Unexpired Terms	4
Contracted Rent (pa)	€804,325
No. of leases	3
Main tenants	Kuehna & Nagel Avec Logistics (Ire) Ltd Kintetsu Worldwide



Horizon - Lands

Size hectares (acres)	45.7 hectares (112.94 acres)
Value	€10,000,000
Value € per ha (€ per acre)	€218,818 per hectare €88,542 per acre

✓ MAJOR DEVELOPMENT OPPORTUNITY





Hibernia REIT Plc

NOTE: Hibernia REIT's IPO was December 2013. As such, they have not published any reports to the market, meaning that the information available at present is not as substantial as the information published by Green REIT Plc.



Overview

Hibernia REIT Plc



- Hibernia REIT Plc Established: **July 2013**
- IPO: **December 2013; €385 million raised**
- Successfully **deployed €128 million in the first 100 days** since IPO
- Primary Focus: **Dublin CBD & Greater Dublin Area**

The Portfolio

Hibernia REIT Plc



Wyckham Place & Wyckham Pt.

- Off market transaction as part of €67m loan portfolio (including other assets) - completed end of February 2014
- **Wyckham Place**
32 apartments
- **Wyckham Point**
213 partially completed apartments
- **€20 million**
Cost to complete



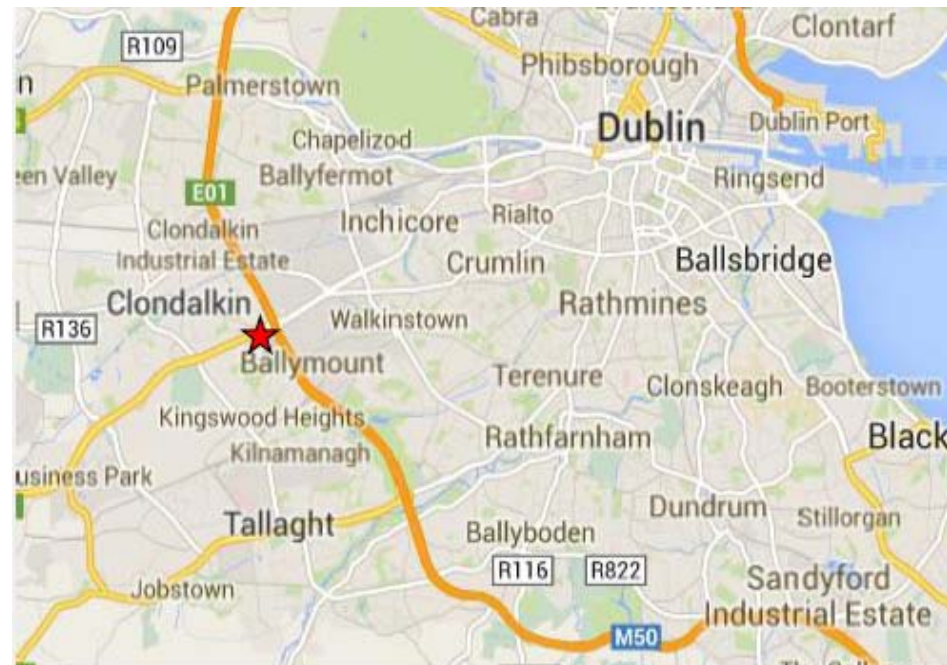
The Portfolio

Hibernia REIT Plc



Gateway Site, Naas Road

- **€10 million**
Acquisition price
- **46% Occupied**
JMC Vans Tran Ltd
Technetix Ltd
- **€517,000**
Current rent roll
- **5.1%**
Gross Yield



The Portfolio

Hibernia REIT Plc



New Century House, IFSC

- **€47 million**
Acquisition price
- **100% Occupied**
Bank of Ireland
- **€2.85 million**
Rental abatement until October 2015
(Refurbishment work being
Implemented by tenant).
- **5.93%**
Net Yield (post-abatement in Oct 15)





Introducing: The Fund of REITs from Zurich Life



Overview

The Fund of REITs from Zurich Life



- Launch Date: **15 May 2014**
- Indicative Initial Allocation: **Green REIT (80%) & Hibernia REIT (20%)**
- Can incorporate **any number of Irish REITs** going forward
- Allocation to specific REITs is **actively managed** by Zurich Life
- Daily priced, liquid fund – investors can move in and out of the fund without the threat of a deferral period.

- While REITs are more liquid than direct property holdings, there may be times when sentiment towards property markets will impact negatively on the price and liquidity of the REITs themselves, and hence the liquidity of this fund.
 - For any fund managed by Zurich, where liquidity in the underlying assets of a fund becomes restricted due to market conditions, Zurich reserves the right not to publish a unit price until liquidity is restored.
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Overview

Zurich Life Fund of REITs



- Product Availability: **Single & Regular Premium Products**
 - Fund Management Charge: **Standard AMC**
 - Suitability: **portfolio diversifier for an investor with medium to long-term investment horizon**
 - Risk Rating: **ESMA 6**
-

Warning:	If you invest in this product you may lose some or all of the money you invest.
Warning:	The value of your investment may go down as well as up.
Warning:	Past performance is not a reliable guide to future performance

This presentation does not constitute an offer and should not be taken as a recommendation from Zurich Life.

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