# Blackstone Property Partners Europe Holdings Investor Presentation

April 2020



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Certain Fund Definitions. As used herein:

"BREP" reflects Pre-BREP, all BREP funds and BREP co-investments;

"BREDS" reflects BREDS I, BREDS II, BREDS III, and separately managed accounts investing alongside those funds, as well as Blackstone Real Estate Debt Strategies High-Grade L.P., Blackstone Mortgage Trust (BXMT) and the BREDS funds and separately managed accounts investing in liquid real estate related debt; and

"Core+" reflects BPP U.S., co-investments, supplemental vehicles, separately managed accounts and the BPP global investment vehicles, as well as Blackstone Real Estate Income Trust (BREIT), a vehicle with an income-oriented strategy.

All information is as of 31 December 2019 unless otherwise indicated. Further all BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners).

By attending this presentation, you are agreeing to be bound by the foregoing limitations.

**Introduction to BPPEH** 



# BPPEH invests in high-quality, well-located Core+ real estate assets across Europe

# **Overview & Strategy**

- Focused on large, high-quality, substantially stabilised assets in major European markets and key gateway cities
  - Primary sectors include logistics, residential, and office
  - Long-term buy and hold strategy complemented by selective asset rotation and capital recycling
- Gross asset value of €5.4B
  - €6.1B pro forma for 2020 YTD acquisitions
- 100% owned by Blackstone Property Partners Europe ("BPPE")<sup>(1)</sup>, a European Core+ real estate fund with near permanent capital
- Managed by Blackstone, the largest real estate asset manager globally with a \$325B real estate portfolio, providing unparalleled proprietary information and global connectivity
- Strategy similar to that of its US counterpart, Blackstone Property Partners ("BPP US"), which owns/manages a property portfolio of \$38B<sup>(2)</sup>



Includes co-investments from third parties through vehicles typically controlled by Blackstone affiliates and minority investments by a fund vehicle affiliated with BPPE. Reflects assets owned by BPP US and includes related co-investments, supplemental vehicles, and joint venture partners.

#### **Selected BPPEH Assets**



#### Portfolio

- Further portfolio growth and diversification
  - €5.4B GAV (€6.1B pro forma for 2020 YTD acquisitions), up from €4.0B in December 2018
  - 461 high-quality, well-located assets across 9 countries
  - Diversified across the logistics, residential, and office sectors; no retail or hospitality assets
- Strong operational results
  - 94% leased on a 4-year WALL
  - LfL occupancy increased by 125 bps YoY
  - LfL rent per square metre increased by 2.9% YoY
  - Embedded upside potential from 15% below market rents
- Selective acquisitions and dispositions
  - Acquired €902M of logistics assets in France and the Nordics and €488M of Dutch residential assets
  - Disposed of three properties for €292M, which we believe offered only moderate growth potential over the medium term

# **Capital Structure**

- Prudent capital structure
  - 46% net LTV
  - 1.6% weighted average interest rate
  - 5.0-year weighted average debt maturity
  - Only €66M (2% of total debt) maturing in 2020
- Strong debt profile
  - 98% unsecured debt
  - 100% fixed rate debt<sup>(1)</sup>
- Credit rating upgraded to BBB (stable outlook) by S&P in September 2019
- Continued to access the capital markets in a disciplined manner, issuing €1.6B of unsecured notes in 2019
- Further enhanced funding flexibility post year-end
  - Upsized our revolving credit facility to €600M while extending maturity to 5 years and reducing margin to 100 bps
  - Increased soft commitments to our acquisition facilities to €1.8B from €1.5B

#### **COVID-19** Impact

### Despite the global challenges caused by COVID-19, we believe BPPEH is well-positioned

Logistics	Residential	Office
(51% of GAV)	(29% of GAV)	(20% of GAV)
<ul> <li>Our logistics portfolio has proven</li></ul>	<ul> <li>Our residential portfolio,</li></ul>	<ul> <li>In line with local government</li></ul>
resilient to date, with rent	encompassing Germany and the	regulations, some office assets
collections broadly stable	Netherlands, has also been	remain open with enhanced
<ul><li>compared to historical levels</li><li>Across the portfolio, we are opposing in open dialogue with</li></ul>	resilient to date, with residential rent collections largely unchanged compared to historical levels	<ul><li>cleaning while others are shut</li><li>We are engaging with tenants on a case by case basis to consider root</li></ul>

engaging in open dialogue with tenants aimed at better understanding their circumstances

- We are seeing some weakness in commercial units at the base of certain of our residential assets
- We are working closely with tenants to better understand and support their needs, offering deferrals on a case-by-case basis
- We continue to monitor and abide by applicable government regulations in our markets, including rent relief programs

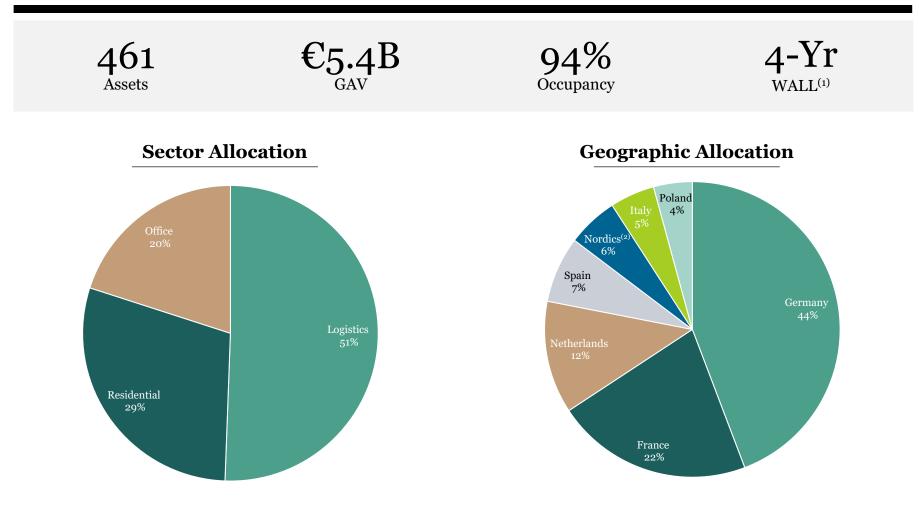
#### case-by-case basis to consider rent relief, including deferrals or modifications to lease structures

**Portfolio Overview** 



### **BPPEH Portfolio Overview**

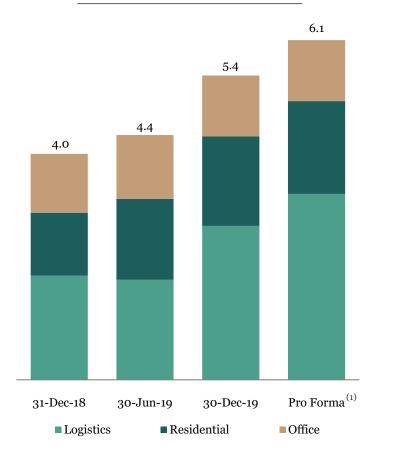
Large, diversified portfolio focused on logistics, residential, and office assets in Europe's key markets



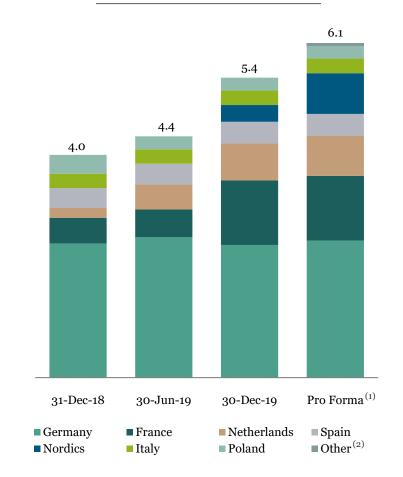
#### **Portfolio Evolution**

# Increased scale and diversification

GAV by Sector (€B)

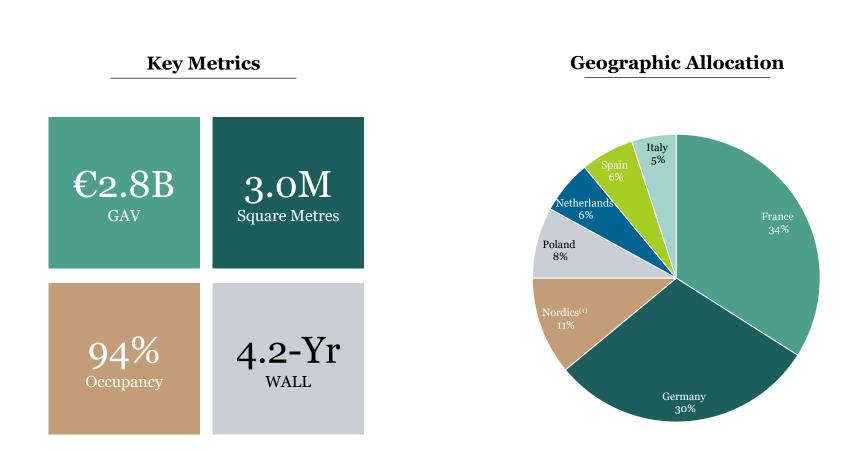


## GAV by Country (€B)



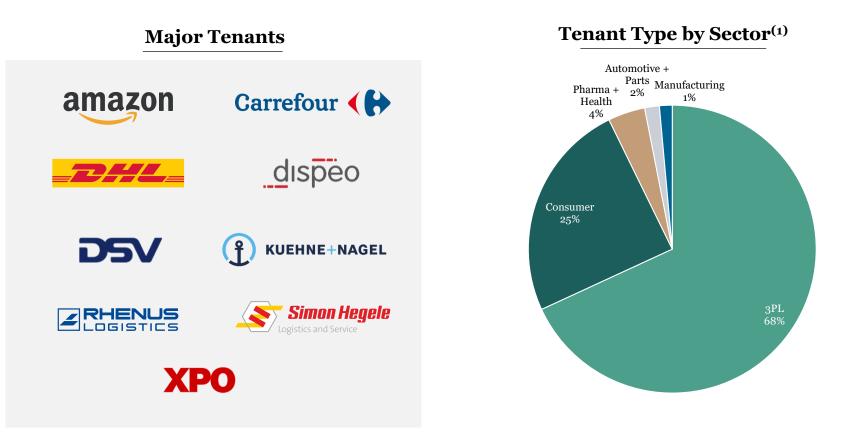
# Logistics Portfolio

High-quality logistics portfolio comprising 86 properties across 9 countries



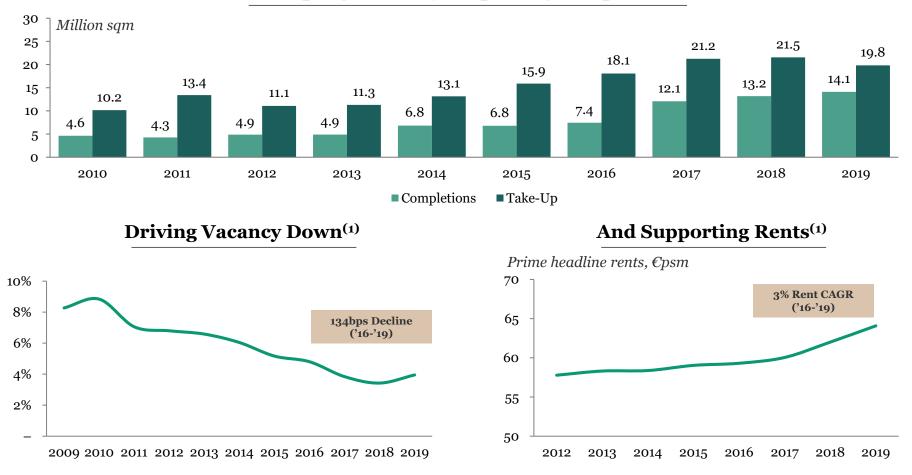
# Logistics Tenant Base

Strong tenant base comprised primarily of large corporates and 3PLs



# Logistics Market Overview

# Robust fundamentals across BPPEH's logistics markets



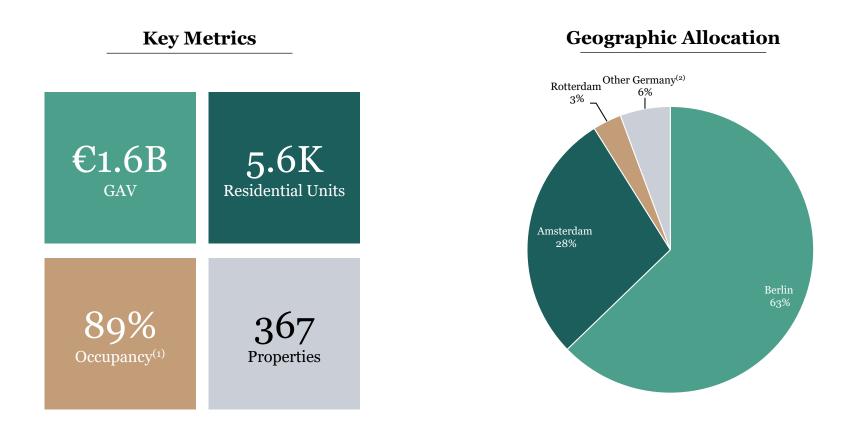
#### Take-Up Significantly Surpassing Completions<sup>(1)</sup>

Note: Includes countries in which BPPEH owns logistics assets. Vacancy and rents weighted by BPPEH logistics portfolio GAV as of Q4 2019. Market commentary reflects BPPEH views. See "Important Disclosure Information" including "Projections and Forecasts". (1) Underlying data from CBRE ERIX, as of Q4 2019.

# **Residential Portfolio**

2

High-quality residential portfolio in Germany and the Netherlands



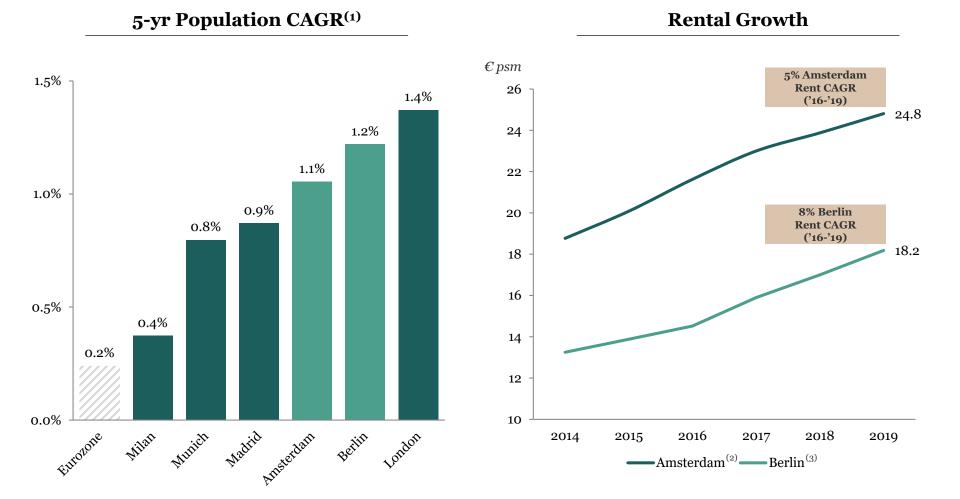
# Note: Geographic allocation based on GAV. Represents occupancy of residential units only. Adjusting for vacancy due to refurbishment, average residential occupancy would be 95%. Includes Brandenburg, Dresden, Magdeburg, and Potsdam.

 $\binom{1}{2}$ 

#### **Residential Market Overview**

2

Strong demographic trends in Amsterdam and Berlin driving underlying rental growth

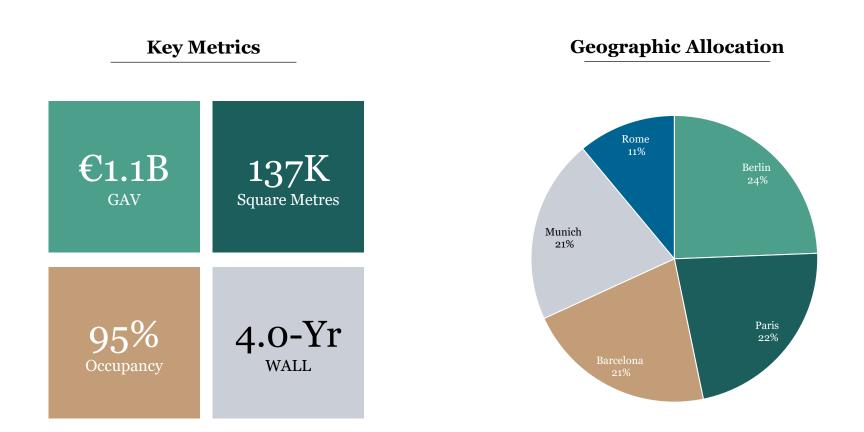


Note: Market commentary reflects BPPEH views. See "Important Disclosure Information" including "Projections and Forecasts". (1) Population CAGR from 2014 to 2019. Source: Eurostat and Oxford Economics, as of December 2019. (2) Source: Third party industry sources, as of Q4 2019.  $\left| \begin{array}{c} \overline{2} \\ 3 \\ \end{array} \right|$ 

Source: CBRE Empirica rental database, as of Q4 2019.



Eight office assets located in dynamic, innovation-focused cities across Europe



#### **Office Market Overview**

Lower vacancy rates and strong rental growth across key European office markets

**Declining Vacancy** Prime rents, indexed to 100 12% 180 10% 160 8% 140 6% 120 4% 100 2% 80 2018 2018 2013 2014 2015 2016 2017 2019 2013 2014 2015 2016 2017 2019 2012 2012 -Berlin — Barcelona — Paris – Munich — Rome Berlin — Barcelona — Paris — Munich — Rome

**Rental Growth** 

**Capital Structure Summary** 



### **Capital Structure**

Robust capital structure consisting primarily of unsecured notes

# **Key Metrics**

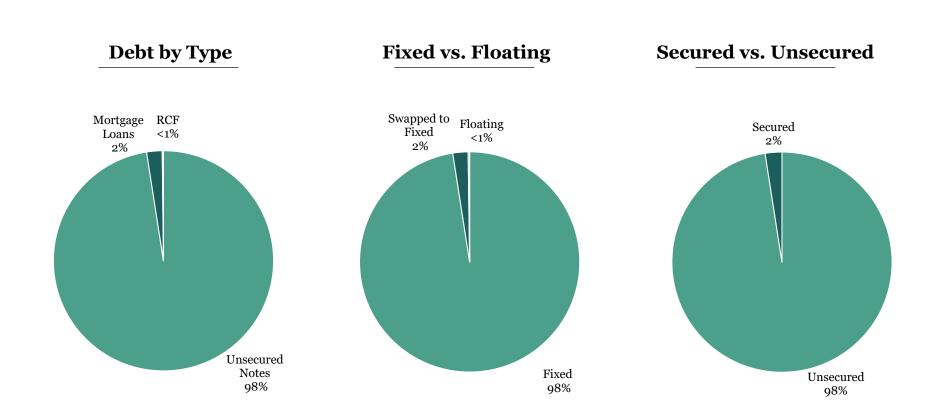


### **Capital Structure Summary**

	€M	Interest Rate <sup>(1)</sup>	WAM <sup>(2)</sup> (Years)
Unsecured Notes	€2,850	1.6%	5.1
Mortgage Loans	66	3.1%	1.0
RCF	5	1.1%	1.9
Acquisition Facilities		_	_
Total Debt	€2,922	1.6%	5.0
Less: Cash	(440)		
Net Debt	€2,482		
GAV	€5,441		
Net LTV	46%		

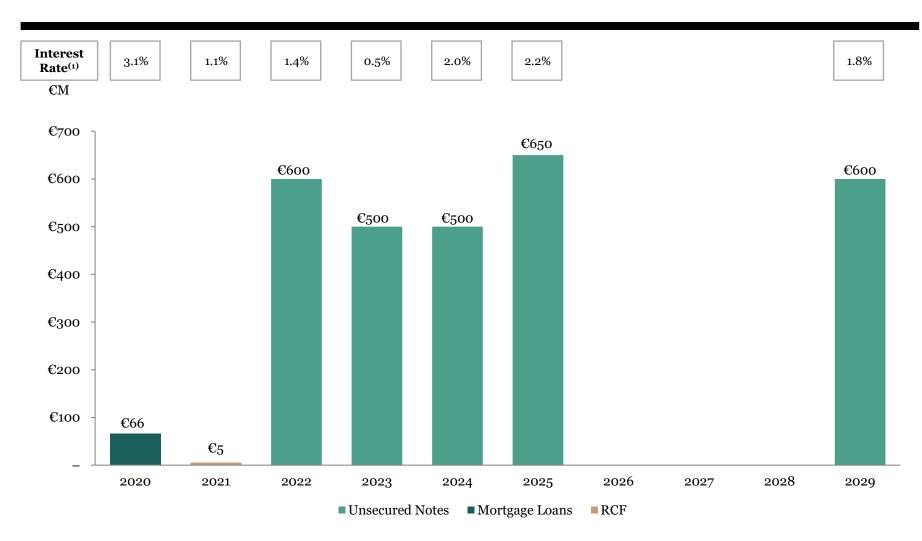
#### **Debt Summary**

Strong debt profile consisting almost entirely of fixed rate unsecured debt



## **Debt Maturity Profile**

# Staggered maturity profile with no debt maturing until December 2020



#### **Credit Facilities**

RCF and acquisition facilities provide operational flexibility between bond issuances

	BPPEH Revolving Credit Facility	BPPEH Acquisition Facilities
Amount	€600М	€1.8B
Pricing	E + 1.00%	E + 1.40% <sup>(2)</sup>
Maturity	5 years with two 1-year extension options	3 years
Security / Collateral	Unsecured	Unsecured
Committed / Uncommitted	Committed	Uncommitted
Financial Covenants <sup>(1)</sup>	Substantially similar to BPPEH bonds	Substantially similar to BPPEH bonds

Note: Terms above reflect facilities agreed subsequent to year-end.
 (1) Financial covenants on BPPEH bonds include: Total Debt to Total Assets ≤ 60%, Secured Debt to Total Assets ≤ 40%, Interest Coverage Ratio ≥ 1.5x, and Unencumbered Assets to Unsecured Debt ≥ 150%.

Interest rate steps up to Euribor + 1.65% in year 2 and Euribor + 1.90% in year 3. (2)

**Blackstone Management Platform** 



#### **Blackstone Management Platform**

Blackstone is a leading asset manager globally and has a €77B European real estate portfolio

#### Leading Global Asset Manager

- 30+ year investment record
- A+ credit ratings<sup>(1)</sup>
- \$571B of assets under management

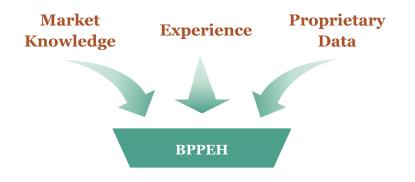
# **Exceptional Track Record in Real Estate**

- BREP Opportunistic: \$95B of investor capital
- BREDS Debt: \$22B of investor capital
- Core+: \$46B of investor capital

#### Global Integrated Platform Ensures Maximum Experience and Knowledge Transfer

120 Professionals in Europe 547 Professionals Globally

24



Note: "Investor capital" includes co-investments and Blackstone's GP and side-by-side commitments, as applicable. Past performance is not necessarily indicative of future results. There can be no assurance that any Blackstone fund or investment will achieve its objectives or avoid substantial losses. (1) Ratings by S&P and Fitch.

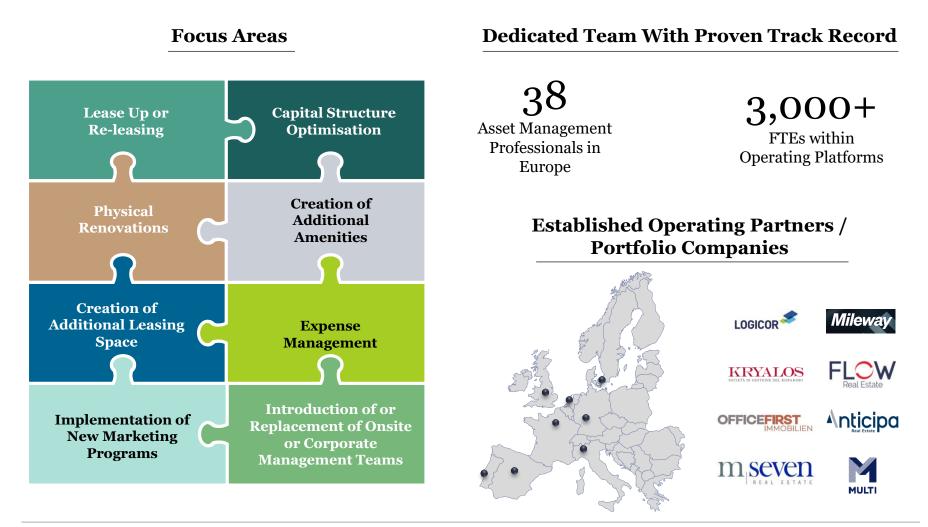
#### Blackstone European Real Estate Portfolio

Premier European real estate platform provides proprietary insight across asset classes



#### **Active Asset Management**

Focus on value creation through active asset management



## **BPPEH Disposal: Leipziger Strasse**

# Trophy office property in Central Berlin sold following successful releasing

Asset Management Highlights	Asset Summary	<ul> <li>Acquired in December 2017 for €79M (€7.8k psm)</li> <li>Prime location near the Mall of Berlin and Potsdamer Platz</li> <li>Fully leased to a leading European online retailer at acquisition</li> </ul>
115%	Acquisition Overview	<ul><li>Secured transaction by providing speed and certainty of closing</li><li>Agreed to assume above market in-place debt on the asset</li></ul>
Releasing Spread	Asset Management Highlights	<ul> <li>Negotiated an early lease surrender in March 2019 with main tenant, who agreed to pay a six-month rent advance</li> <li>Subsequently signed a 15-year lease with the German government on 100% of the commercial area at a 115% releasing spread</li> <li>In December 2019, the asset was sold for €163M (€16.1k psm) representing a 48% premium to its carrying value<sup>(1)</sup></li> </ul>
Sale Price		

Note: The investment above is not representative of all investments of a given type or of investments generally. Represents the Issuer's view of the current market environment as of the date appearing in BPPEH this material only. There can be no assurance that the Issuer, BPPE, or any other Blackstone fund or investment will achieve its objectives or avoid substantial losses. See "Important Disclosure Information" BPPEH (1) Carrying value as of 30 June 2019 on a fair value basis.

# Strengthening the communities in which we live and work

### Environmental

- Reducing water and energy usage across our portfolio
- Stuyvesant Town:
  - Largest U.S. private rooftop multifamily solar project, doubled Manhattan's solar capacity
  - First NYC multifamily building to receive ENERGY STAR certification six years in a row<sup>(1)</sup>
- Willis Tower:
  - Largest U.S. building to achieve the highest level of energy efficiency (LEED Platinum)
- Manager/member and active participant of GRESB, a Real Assets ESG assessment<sup>(2)</sup>

## Social

- Focused on increasing diversity across Blackstone and portfolio companies
  - 50% of BX's largest businesses have a woman or minority as one of top two leaders
- Committed to adding to global housing supply and improving communities<sup>(3)</sup>
  - 82k+ units created
  - \$3.5B+ invested in improvements

#### Governance

- Requiring portfolio companies to address ESG factors through quarterly updates and annual surveys
- Engaging with unions to retain workers and create employment opportunities
- Established core housing principles to provide best possible tenant experience
- The Arch Company:
  - Collaborated with all tenants and issued Tenants' Charter establishing governance and social impact principles



 Note: All figures as of 31 March 2020, unless otherwise indicated. Represents the Issuer's view of the current market environment as of the date appearing in this material only. See "Important Disclosure Information", including "Blackstone Proprietary Data", and "Service Providers".
 New York Energy Consumers Council.
 Blackstone Real Estate participates in the GRESB assessment for BPP U.S., BPP Europe and BPP Asia.
 Represents units created in the U.S. and Europe. Includes units that are contracted, planned, and/or under construction. There can be no assurance that committed but not yet closed transactions will close as expected or at all. Capital invested in improvements figure represents investments made in Invitation Homes properties since inception and made/committed in U.S. and European multifamily properties since 2012, as of 31 December 2019. BPPEH 28

# **Responsible Investing: ESG Highlights**

BPPEH is committed to being a responsible investor, and we look forward to advancing our important ESG initiatives in the year ahead



# Office

• Conducting sustainability audit with the aim of obtaining green certification for BPPEH's Berlin office assets, Pariser Platz and Leibniz Kolonnaden

# Logistics

 Collaborating with Sunrock, a leading solar developer in the Netherlands, to assess the feasibility of solar rooftop systems at our Dutch logistics assets





# Residential

 Implementing energy-saving into renovation plans for Dutch residential portfolio, with a goal to achieve A or B energy label certificates post renovation Key Highlights



# **Key Highlights**



#### Large, Diversified Portfolio

- High-quality €5.4B portfolio concentrated in the European logistics, residential, and office sectors
  - €6.1B pro forma for 2020 YTD acquisitions
- Well-located assets in markets with strong fundamentals (78% in Germany, France, and the Netherlands)

#### Stable Cash Flows with Operational Upside

- Substantially stabilised portfolio 94% occupied on a 4-year WALL
- Embedded growth potential with rents 15% below market on average
- Well-positioned to withstand uncertainty despite the challenging investment environment

#### Strong Credit Profile

- Prudent financial policy including 45-50% net LTV target, with current net LTV at 46%
- Primarily unsecured capital structure with long-dated, fixed rate debt and staggered maturities
- Near permanent equity with excellent access to new growth capital underpinned by strong institutional investor base



#### **Blackstone Management Platform**

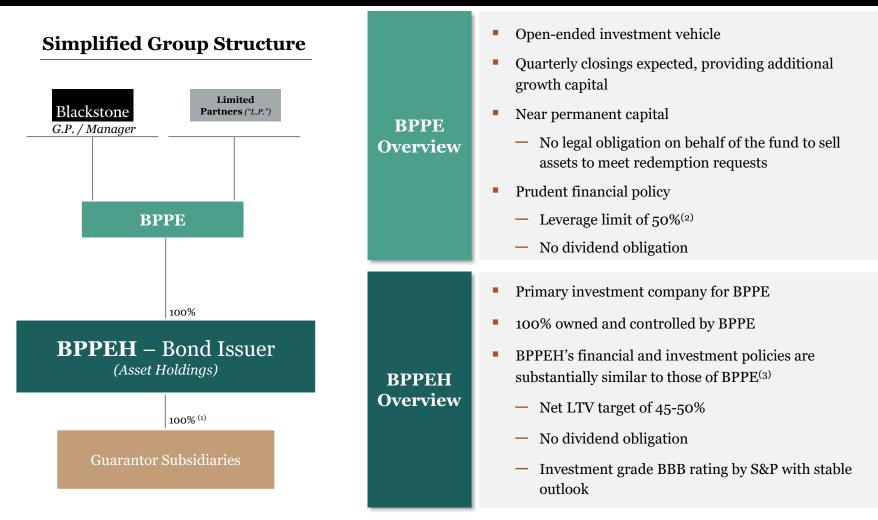
- Managed by Blackstone, which has an exceptional track record in real estate and manages a €77B European real estate portfolio
- Globally integrated platform with proprietary insight and knowledge
- Strong access to growth capital underpinned by high-quality institutional investor base

# **Appendix – Supplemental Materials**



#### **BPPEH Structure**

# Wholly owned by BPPE, a perpetual life investment vehicle



Note: This structure chart is provided for informational purposes only on a restricted and confidential basis and is subject to further modification, completion and amendment.

Includes co-investments from third parties through vehicles typically controlled by Blackstone affiliates and minority investments by a fund vehicle affiliated with BPPE. Incurrence based covenant. BPPE may incur additional indebtedness provided there is a clear strategy / plan to reduce leverage to 50% or below within 9 months from the date when the leverage ratio initially exceeded 50%. (3) BPPEH is additionally subject to financial covenants under the EMTN programme.

#### **Key Metrics**

		Logistics	Residential	Office	Total/ Weighted Avg.
Number of Assets	#	86	367	8	461
GLA	kSQM	2,958	414	137	3,509
GAV	€M	2,752	1,599	1,090	5,441
Occupancy Rate	%	94%	89%(1)	95%	94%
WALL	Years	4.2	n/a	4.0	<b>4.1</b> <sup>(2)</sup>
NOI Yield <sup>(3)</sup>	%	4.8%	2.3%	3.0%	3.7%

Note: All BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners).
 Represents occupancy of residential units only. Adjusting for vacancy due to refurbishment, average residential occupancy would be 95%.
 Excludes residential assets.
 Adjusted NOI divided by GAV. Adjusted NOI represents NOI annualised for investments acquired during the year, adjusted to exclude annualised rent abatements and non-recurring items and include rent top-ups provided by sellers.

# **Key Metrics by Sector**

Key Metrics	31-Dec-19	31-Dec-18	LfL Change <sup>(1)</sup>
Logistics			
GAV (€m)	2,752	1,864	+4.0%
GLA ('000s)	2,958	2,071	_
Occupancy (%)	94%	95%	+181 bps
WALL (years)	4.2	5.0	(0.3) years
Passing Rent (€/sqm/year)	50	50	+1.2%
<u>Residential</u>			
GAV (€m)	1,599	1,125	(2.7)%
Number of Residential Units	5,610	4,591	_
Occupancy <sup>(2)</sup> (%)	89%	91%	(164) bps
Passing Rent (€/sqm/month)	9.4	7.7	+5.9%
<u>Office</u>			
GAV (€m)	1,090	1,052	+13.0%
GLA ('000s)	137	148	_
Occupancy (%)	95%	95%	(41) bps
WALL (years)	4.0	4.7	(0.9) years
Passing Rent (€/sqm/year)	269	261	+2.8%

Note: All BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners).
 (1) Represents the change in each metric for our like-for-like portfolio, which is comprised of assets owned throughout 2019 (i.e., excludes assets acquired or sold during 2019). Like-for-like changes in area and number of units exclude the impact of remeasurement and combination/division of existing units.
 (2) Represents occupancy of residential units only Adjusting for vacancy due to refurbishment, average residential occupancy would be 95% as of 31 December 2019.

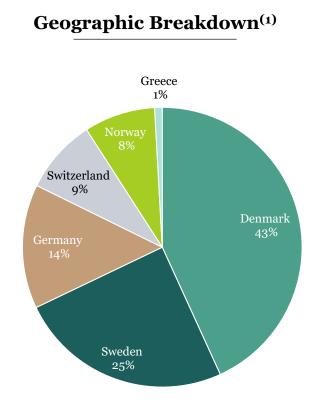
### **Recent Acquisition: Pan-European Logistics Portfolio**

During Q1 2020, BPPEH acquired a high-quality logistics portfolio concentrated primarily in Germany and the Nordics for a gross purchase price of €572 million

#### **Investment Overview**

- 16 assets comprising 471k square metres concentrated in major distribution markets in Germany and the Nordic Triangle (Copenhagen, Stockholm, Oslo)
- High-quality asset base with Grade-A specifications
- 99% leased on a 4-year WALL to a diversified tenant roster comprising 3PLs and government-owned companies





#### Note: Metrics as of underwriting. The investment above is not representative of all investments of a given type or of investments generally. Represents the Issuer's view of the current market environment as of the date appearing in this material only. There can be no assurance that the Issuer, BPPE, or any other Blackstone fund or investment will achieve its objectives or avoid substantial losses. See "Important Disclosure Information". (1) Based on gross purchase price.

#### Assets as of 31-Dec-2019

	€М
Fixed assets	4,901.1
Tangible fixed assets	4,897.6
Land and buildings	4,897.6
Intangible assets	3.5
Current assets	763.7
Debtors	323.6
Trade debtors	27.6
Amounts owed by affiliated undertakings	257.6
Other debtors	38.4
Cash at bank and in hand	440.1
Prepayments	53.8
Total assets	5,718.6

#### Capital, Reserves and Liabilities as of 31-Dec-2019

	€M
Capital and reserves	1,060.7
Provisions	2.8
Creditors	4,635.5
Unsecured notes	2,873.1
Amounts owed to credit institutions	73.4
Trade creditors	44.5
Amounts owed to affiliated undertakings	1,585.4
Other creditors	59.1
Deferred income	19.6
Total capital, reserves and liabilities	5,718.6

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#### For the year ended 31-Dec-2019

	€М
Net turnover	172.0
Other operating income	105.1
Other external expenses	(21.1)
Value adjustments	(85.0)
Other operating expenses	(62.4)
Other interest receivable and similar income	3.3
Other interest and similar income	1.2
Derived from affiliated undertakings	2.1
Interest payable and similar expenses	(95.3)
Other interest and similar expenses	(54.8)
Concerning affiliated undertakings	(40.5)
Tax on profit or loss	(7.0)
Profit / (loss) after taxation	9.6
Other taxes not included in the previous captions	(5.6)
Profit / (loss) for the financial year	4.0
Profit / (loss) attributable to:	
Owners of BPPEH	16.5

Owners of DI I EII	10.5
Non-controlling interests	(12.5)

#### Definitions

Term	Definition
Adjusted NOI	NOI annualised for investments acquired during the year, adjusted to exclude annualised rent abatements and non-recurring items and include rent top-ups provided by sellers
Blackstone	The Blackstone Group Inc. or, as the context may require, one or more funds, managed accounts or limited partnerships managed or advised by The Blackstone Group Inc. or any of its affiliates or direct or indirect subsidiaries from time to time
BPPE	Blackstone Property Partners Europe, an open-ended fund focused on core+ real estate investments in Europe (Legal entities: Blackstone Property Partners Europe L.P., Blackstone Property Partners Europe F L.P. Blackstone Property Partners Europe (Lux) SCSp, and Blackstone Property Partners Europe (Lux) C SCSp)
ВРРЕН	Blackstone Property Partners Europe Holdings S.à r.l., a wholly-owned subsidiary of BPPE
GAV	Gross asset value calculated as the total market value of the properties under management, including the total value of related equity and debt positions as well as joint venture and co-investment ownership positions
GLA	Gross leasable area
LfL Change	Change in metrics for the like-for-like portfolio, which is comprised of assets owned throughout the period from 31 December 2018 to 31 December 2019 (i.e., excludes assets acquired or sold during 2019)
Net LTV	Net loan-to-value ratio, calculated as the principal amount of interest bearing debt (excluding shareholder loans) less cash, divided by GAV, such that the amounts attributable to related equity and debt positions as well as joint venture and co-investment ownership positions are included in the calculation
NOI <sup>(1)</sup>	Net operating income, calculated as total property and related revenues less property operating expenses
NOI Yield	Adjusted NOI divided by GAV
Occupancy	Occupied GLA divided by total GLA
Passing Rent	The rent at which an asset is rented at a point in time. Passing rent per square metre is calculated based on rent and occupied area attributable to the asset's primary use
RCF	Revolving credit facility
sqm	Square metres
WALL	Weighted average unexpired lease term, based on rent; calculated to first break unless otherwise noted

Note: All BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners). (1) Total property and related revenues (adjusted for straight line rent, if any) less property operating expenses (excluding, for the avoidance of doubt, general and administrative costs, interest expense, transaction costs, depreciation and amortisation expense, realised gains (losses) from the sale of properties and other capital expenditures and leasing costs necessary to maintain the operating performance of the properties).