# Blackstone Property Partners Europe Holdings Investor Presentation

Morgan Stanley Fixed Income Real Estate Conference

October 2020



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"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 metrics in this presentation are as of 30 June 2020, unless otherwise indicated. Further, all BPPEH metrics are at 100% share (including the portion attributable to minority shareholders).

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 €6.2B
  - €6.5B pro forma for acquisitions subsequent to 30 June 2020
- 100% owned by Blackstone Property Partners Europe ("BPPE")(1), a European Core+ real estate fund with nearpermanent capital
- Managed by Blackstone, one of the largest real estate asset managers globally with a \$328B real estate portfolio, providing proprietary information and global connectivity
- The U.S. counterpart, Blackstone Property Partners ("BPP U.S."), owns/manages a property portfolio of \$36B<sup>(2)</sup>







**BPPEH** 

### **Selected BPPEH Assets**



















#### **Portfolio**

- Further portfolio growth and diversification
  - €6.2B GAV (€6.5B pro forma for acquisitions subsequent to 30 June 2020), up from €5.4B in December 2019
  - 553 high-quality, well-located assets across 12 countries
  - Diversified across the logistics, residential, and office sectors; no retail or hospitality assets
- Substantially stabilised portfolio
  - 95% leased with a 4-year WALL
  - LfL occupancy increased by 97 bps during H1 2020; LfL rent per square metre largely flat
  - Embedded upside potential from 15% below market rents
- Selective acquisitions
  - During H1 2020, acquired €571M of high-quality logistics assets located primarily in Germany and the Nordics and €140M of Dutch residential assets
  - Post 30 June 2020, acquired a last mile logistics portfolio in France and Germany<sup>(1)</sup> for €271M and prime residential assets in Amsterdam for €49M
  - Signed an agreement to acquire eight logistics assets in Sweden for SEK 2.1 billion (~€200M)

### **Capital Structure**

- Prudent capital structure
  - 48% net LTV
  - 1.6% weighted average interest rate
  - 4.4-year weighted average debt maturity
  - Only €65M (2% of total debt) maturing in 2020 and no maturities in 2021
- Strong debt profile
  - 98% unsecured debt
  - 92% fixed rate debt(2)
- Further enhanced funding flexibility
  - 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

Sector	% of GAV	Q2 Rent Collections vs. Typical Rates	Commentary
Logistics	54%	(4) p.p.	<ul> <li>Has generally proven resilient to date</li> <li>Portfolio expected to benefit from the acceleration in e-commerce</li> <li>Focused on working with select tenants who have been directly impacted by COVID-19, assessing relief requests on a tenant-by-tenant basis</li> <li>Rent relief granted primarily in the form of deferrals</li> </ul>
Residential	28%	(4) p.p.	<ul> <li>Impact of COVID-19 on our residential portfolio, which is concentrated in Germany and the Netherlands, has been limited</li> <li>Driven by the assets' meaningfully below-market rents as well as government measures focused on providing income support directly to individuals</li> <li>Q2 rent collections from our residential units only slightly below historical levels</li> <li>Some weakness in commercial units on the ground floor of certain of our residential assets, causing a lag in overall rent collections</li> <li>We have worked closely with tenants to better understand and support their needs, and offered rent deferrals on a case-by-case basis</li> </ul>
Office	17%	(14) p.p.	<ul> <li>Our portfolio is well-positioned due to longer, below-market leases and creditworthiness of our tenants</li> <li>Engaged with tenants on a case-by-case basis to consider rent relief, including deferrals or modifications to lease structures</li> <li>Delay in rent collections is driven primarily by two tenants (representing 2% of BPPEH's passing rent) with whom we are in active discussions on outstanding rent payments</li> </ul>
Total		(5) p.p.	

**Portfolio Overview** 

#### **BPPEH Portfolio Overview**

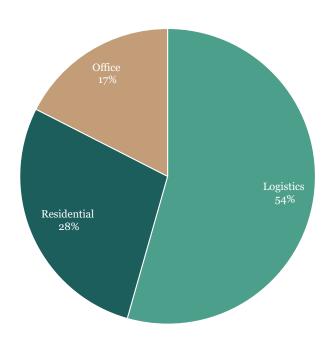
Large, diversified portfolio focused on logistics, residential, and office assets in Europe's key markets

553

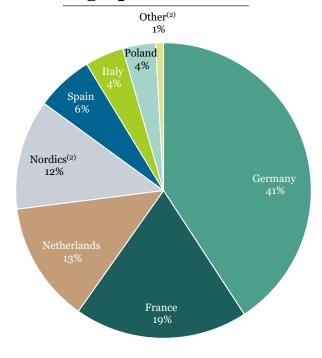
€6.2B **GAV** 

95% Occupancy 4-Yr WALL(1)

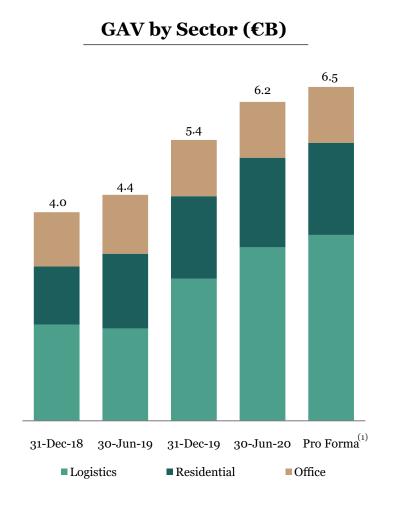
#### **Sector Allocation**



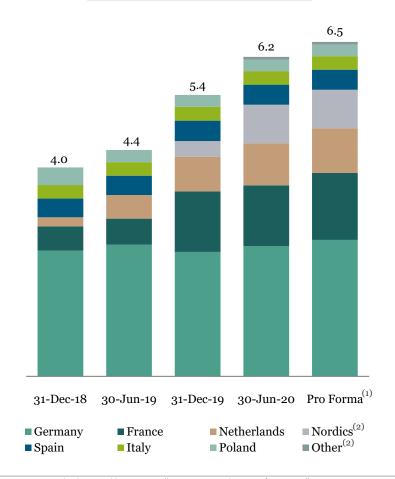
### **Geographic Allocation**



#### Increased scale and diversification



### **GAV** by Country (€B)



Note: 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" including "Blackstone Proprietary Data" and "Estimates/Targets".

1) Pro forma for acquisitions completed subsequent to 30 June 2020. Acquisitions included at gross purchase price.

2) Nordics includes Sweden, Denmark, Norway and Finland. Other includes Switzerland and Greece.

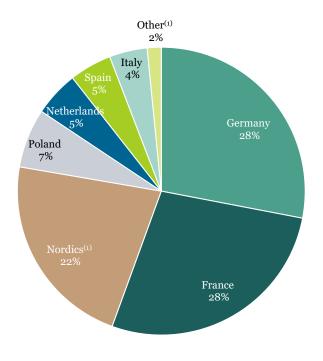


High-quality logistics portfolio comprising 102 properties across 12 countries

#### **Key Metrics**



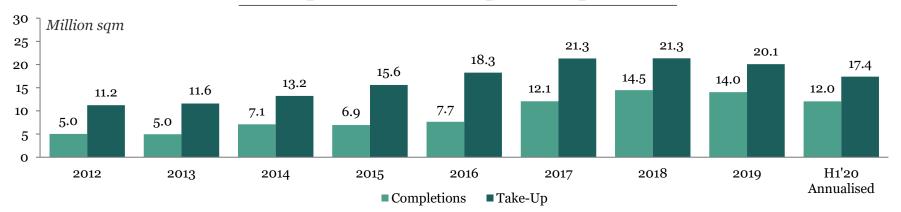
### **Geographic Allocation**



# 1

### Robust fundamentals across BPPEH's logistics markets

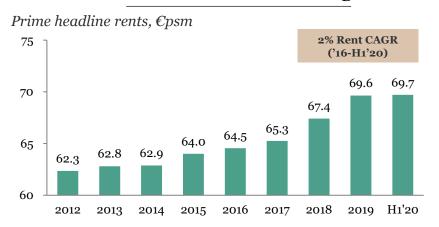
### Take-Up Continues to Outpace Completions(1)



#### **Vacancy Remains Below 5%(1)**

#### 10% 79bp Decline ('16-H1'20) 7.4% 8% 7.2% 6.6% 5.6% 5.3% 6% 4.5% 3.9% 3.9% 3.5% 4% 2% 2012 2013 2014 2015 2016 2017 2018 2019 H1'20

### Prime Rents at All-Time Highs<sup>(1)</sup>



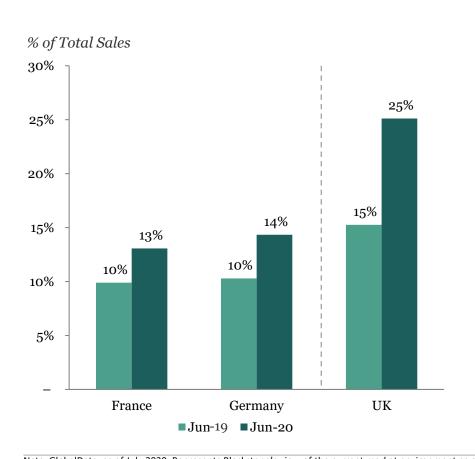


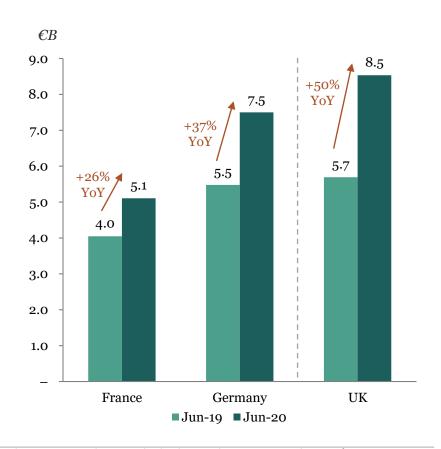
### **Logistics Market Overview**

Accelerating online sales penetration across France and Germany with meaningful catch-up potential

#### **E-Commerce Penetration**

#### **E-Commerce Sales**





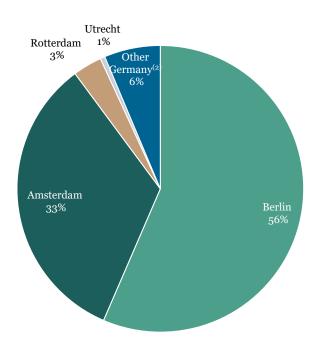


### Prime residential portfolio in Germany and the Netherlands

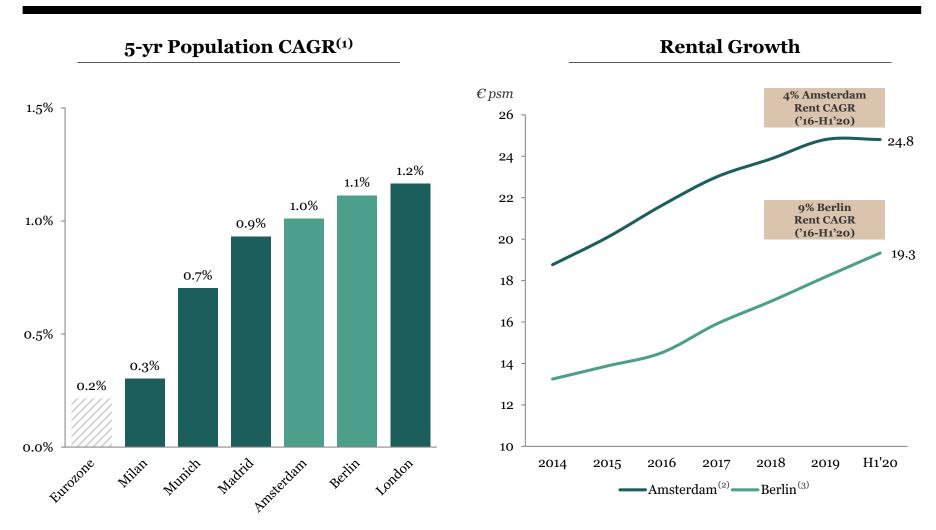
#### **Key Metrics**



### **Geographic Allocation**



Strong demographic trends in Amsterdam and Berlin driving underlying rental growth



Note: Market commentary reflects BPPEH views. 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" including "Trends".

(1) Population CAGR from 2015 to 2020. Eurostat and Oxford Economics, as of September 2020.

(2) Third party industry sources, as of Q2 2020.

CBRE based on data from Empirica-systeme, as of Q2 2020.

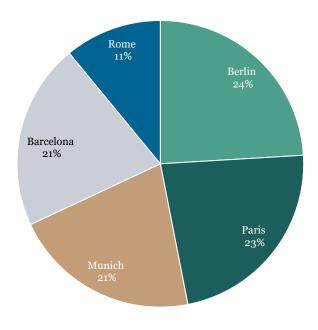


Eight high-quality office assets located in dynamic, innovation-focused cities across Europe

# **Key Metrics**



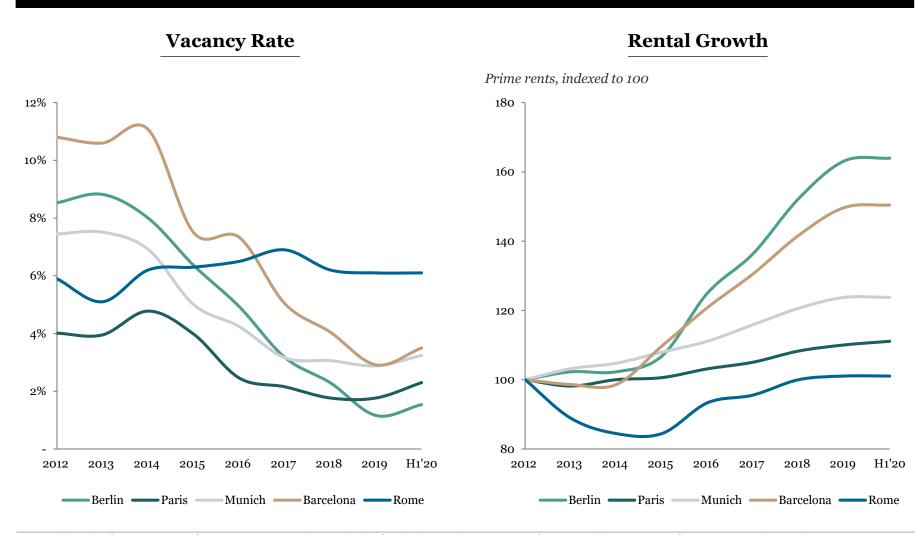
### **Geographic Allocation**





#### **Office Market Overview**

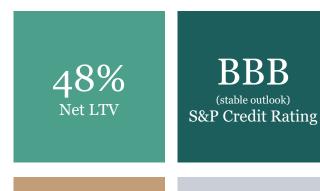
Vacancy rates and rental growth impacted by COVID-19 but remain attractive relative to historical levels



**Capital Structure Summary** 

### Robust capital structure consisting primarily of unsecured notes

#### **Key Metrics**



1.6% Interest Rate<sup>(1)</sup>

### **Capital Structure Summary**

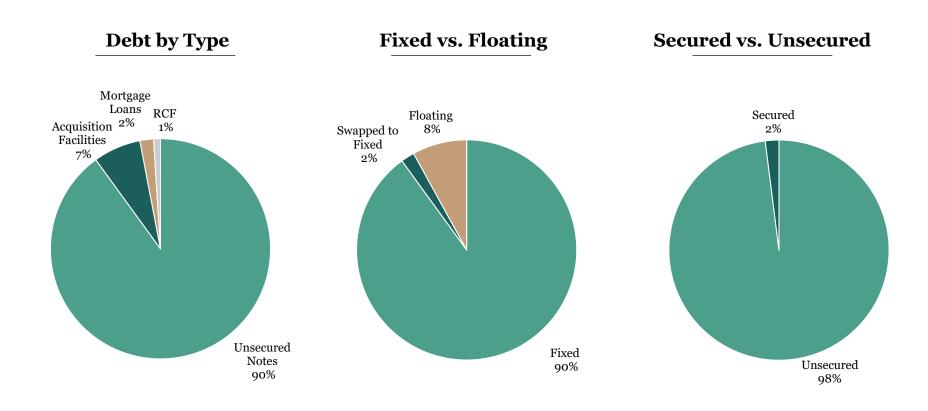
	€M	Interest Rate <sup>(1)</sup>	WAM <sup>(2)</sup> (Years)
Unsecured Notes	€2,850	1.6%	4.6
Acquisition Facilities	217	1.5%	2.9
Mortgage Loans <sup>(3)</sup>	65	3.1%	0.5
RCF	28	1.0%	4.9
Total Debt	€3,160	1.6%	4.4
Less: Cash	(207)		
Net Debt	€2,953		
GAV	€6,177		
Net LTV	48%		

Note: 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" including "Blackstone Proprietary Data".

(1) Weighted average all-in interest rate.
(2) Weighted average all-in maturity.
(3) Assumed as part of our acquisition of the underlying property. We intend to refinance this loan with unsecured debt upon its maturity.

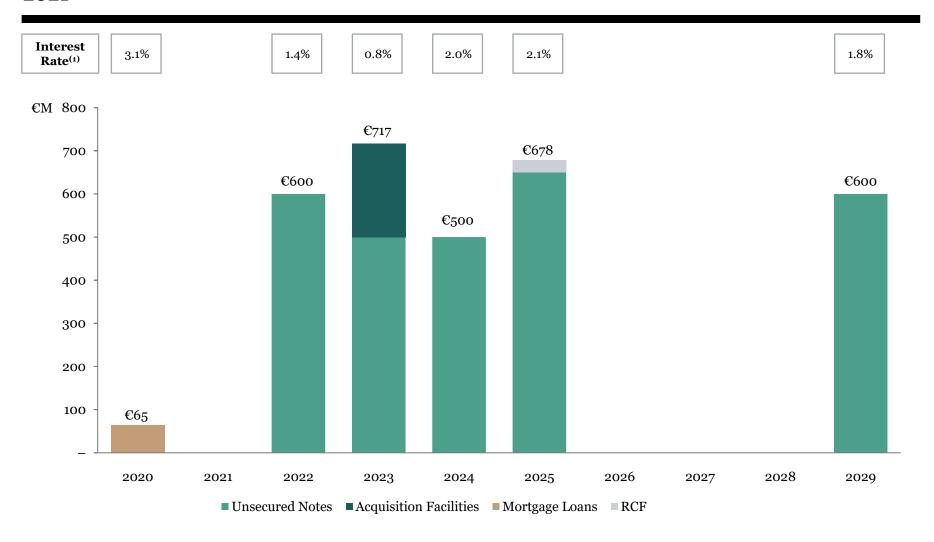
### **Debt Summary**

Strong debt profile consisting almost entirely of fixed rate unsecured debt



### **Debt Maturity Profile**

Staggered maturity profile with only €65M maturing in December 2020 and no maturities in 2021



#### **Credit Facilities**

RCF and acquisition facilities provide operational flexibility between bond issuances

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

Euribor may be substituted by any other relevant interbank rate for non-Euro denominated draws.
Interest rate steps up to Euribor + 1.65% in year 2 and Euribor + 1.90% in year 3.
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%.

# **Blackstone Management Platform**

### **Blackstone Management Platform**

Blackstone is a leading asset manager globally and has an €87B European real estate portfolio

### **Leading Global Asset Manager**

- 30+ year investment record
- A+ credit ratings<sup>(1)</sup>
- \$564B of assets under management

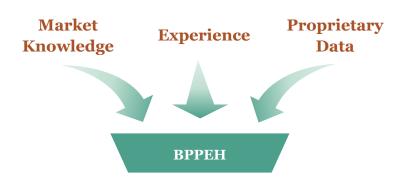
### Global Integrated Platform Ensures Maximum Experience and Knowledge Transfer

127
Professionals in Europe

591
Professionals
Globally

### **Exceptional Track Record in Real Estate**

- BREP Opportunistic: \$90B of investor capital
- Core+: \$51B of investor capital
- BREDS Debt: \$26B of investor capital



### **Blackstone European Real Estate Portfolio**

Premier European real estate platform provides proprietary insight across asset classes

**Logistics** 

340M Square Feet

Created largest owned European logistics portfolio





Office

49M Square Feet

One of the largest office landlords in Europe





Residential

98k
Units

Major investor across Europe





Focus on value creation through active asset management

#### **Focus Areas**



#### **Dedicated Team With Proven Track Record**

**Asset Management** Professionals in Europe

3,600+ FTEs within **Operating Platforms** 

### **Established Operating Partners / Portfolio Companies**



### **Beyond Returns: Investing With Purpose to Make an Impact**

# Strengthening the communities in which we live and work

#### **Environmental**

- Reducing water and energy usage across our portfolio
- Stuyvesant Town
  - Largest U.S. private multifamily rooftop 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)
- India Office Portfolio
  - Utilizing 100MW solar plant to supply green power, offsetting 148M kg of CO<sub>2</sub> emissions<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>
  - 83k+ units created
  - \$3.5B+ invested in improvements
- Partnering with local organizations to support communities
  - Donated \$15M to COVID-19 relief efforts in New York

#### Governance

- Encouraging 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
- Manager member and active participant of GRESB, a Real Assets ESG assessment(4)
- The Arch Company:
  - Collaborated with all tenants and issued Tenants' Charter establishing governance and social impact principles













Note: The above investments are not representative of all investments of a given type or of investments generally. There can be no assurance that any Blackstone fund or investment will achieve its objectives or avoid substantial losses, or that these ESG initiatives will be available in the future. See "Important Disclosure Information", including "Blackstone Proprietary Data", and "Service Providers".

(1) New York Energy Consumers Council. Certified since 2014.
(2) As of 31 March 2020.
(3) 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 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.

(4) Blackstone Real Estate participates in the GRESB assessment for RPP U.S. RPP Europe RPP Asia and RPPEH

Blackstone Real Estate participates in the GRESB assessment for BPP U.S., BPP Europe, BPP Asia and BPPEH.

### **Responsible Investing: ESG Highlights**

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



#### Office

Implementing works across our office portfolio in order to improve energy efficiency, with the aim of achieving environmental certifications

## Logistics

 Identifying energy efficiency measures and evaluating feasibility of solar panel roof top installations





#### Residential

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

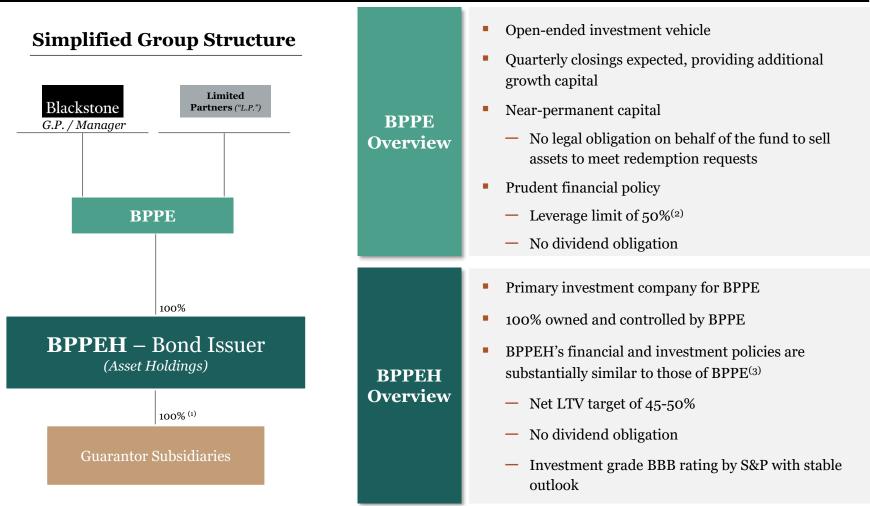
**Key Highlights** 

### **Key Highlights**

- 1 Large, Diversified Portfolio
  - High-quality €6.2B portfolio concentrated in the European logistics, residential, and office sectors
    - €6.5B pro forma for acquisitions subsequent to 30 June 2020
  - Well-located assets in markets with strong fundamentals (73% in Germany, France, and the Netherlands)
- 2 Stable Cash Flows with Operational Upside
  - Substantially stabilised portfolio 95% 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
- **3** Strong Credit Profile
  - Prudent financial policy including 45-50% net LTV target, with current net LTV at 48%
  - 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 €87B 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** 

### Wholly owned by BPPE, a perpetual life investment vehicle



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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

<sup>2)</sup> 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%.

### **Key Metrics**

		Logistics	Residential	Office	Total/ Weighted Avg.
Number of Assets	#	102	443	8	553
GLA	kSQM	3,432	438	138	4,008
GAV	€M	3,361	1,736	1,081	6,177
Occupancy Rate	%	96%	87%(1)	93%	95%
WALL	Years	3.9	n/a	3.7	$3.8^{(2)}$
NOI Yield <sup>(3)</sup>	%	4.8%	2.2%	3.0%	3.8%

Note: All BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners). 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" including "Blackstone Proprietary Data".

(1) Represents occupancy of residential units only. Adjusting for vacancy due to refurbishment, average residential occupancy would be 98%.

(2) Excludes residential assets.

(3) Annualised Adjusted NOI divided by GAV. Adjusted NOI represents NOI annualised for investments acquired during the period, adjusted to exclude annualised rent abatements and non-recurring items and include rent top-ups provided by sellers.

Key Metrics	30-Jun-20	31-Dec-19	LfL Change(1)
<u>Logistics</u>			
GAV (€m)	3,361	2,752	+0.5%
GLA ('ooos)	3,432	2,958	_
Economic Occupancy (%)	96%	94%	+133 bps
Physical Occupancy (%)	95%	94%	+133 bps
WALL (years)	3.9	4.2	(0.3) years
Passing Rent (€/sqm/year)	51	50	+0.3%
<b>Residential</b>			
GAV (€m)	1,736	1,599	(0.3)%
Number of Residential Units	5,967	5,610	_
Occupancy <sup>(2)</sup> (%)	87%	89%	(100) bps
Passing Rent (€/sqm/month)	9.6	9.4	(1.7)%
<u>Office</u>			
GAV (€m)	1,081	1,090	(0.8)%
GLA ('ooos)	138	137	_
Occupancy (%)	93%	95%	(190) bps
WALL (years)	3.7	4.0	(0.3) years
Passing Rent (€/sqm/year)	274	269	+1.6%

Note: All BPPEH metrics are calculated at 100% share (including the portion attributable to minority owners). 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" including "Blackstone Proprietary Data".

(1) Represents the change in each metric for our like-for-like portfolio, which is comprised of assets owned throughout H1 2020 (i.e., excludes assets acquired or sold during H1 2020). 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 98% as of 30 June 2020.

### **Recent Acquisition: French and German Logistics Portfolio**

BPPEH acquired a high-quality last mile logistics portfolio concentrated in prime infill locations within France and Germany for a gross purchase price of €271 million

#### **Investment Overview**

- 28 assets<sup>(1)</sup> comprising 202k square metres concentrated in major distribution markets in France (Paris, Lyon) and Germany (Rhine-Ruhr region, Berlin, Frankfurt)
- High-quality asset base with Grade-A specifications
- 98% leased on a 4-year WALL to a diversified tenant roster comprising 3PLs, manufacturing and business service sectors



### **Portfolio Map**



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) Closing of 26 assets occurred in September 2020, with closing on the remaining two properties expected in Q4 2020. There can be no assurance that committed but not yet closed transactions

### **Summary Consolidated Balance Sheet**

#### Assets as of 30-Jun-2020

	€М
Fixed assets	5,580.0
Tangible fixed assets	5,576.5
Land and buildings	5,576.5
Intangible assets	3.5
<b>Current assets</b>	516.9
Debtors	310.2
Trade debtors	30.5
Amounts owed by affiliated undertakings	229.6
Other debtors	50.1
Cash at bank and in hand	206.7
Prepayments	41.6
Total assets	6,138.5

#### Capital, Reserves and Liabilities as of 30-Jun-2020

	€М
Capital and reserves	1,189.2
Provisions	4.1
Creditors	4,920.6
Unsecured notes	2,880.6
Amounts owed to credit institutions	311.1
Trade creditors	35.2
Amounts owed to affiliated undertakings	1,614.8
Other creditors	78.9
Deferred income	24.6
Total capital reserves and liabilities	6 100 =

# **Summary Consolidated Profit & Loss Account**

#### For the six months ended 30-Jun-2020

	€M
Net turnover	115.8
Other operating income	25.9
Other external expenses	(11.9)
Value adjustments	(60.2)
Other operating expenses	(38.2)
Other interest receivable and similar income	1.4
Other interest and similar income	0.6
Derived from affiliated undertakings	0.8
Interest payable and similar expenses	(55.8)
Other interest and similar expenses	(28.9)
Concerning affiliated undertakings	(26.9)
Tax on profit or loss	(4.5)
Profit / (loss) after taxation	(27.5)
Other taxes not included in the previous captions	(0.9)
Profit / (loss) for the financial year	(28.4)
Profit / (loss) attributable to:	
Owners of BPPEH	(20.6)
Non-controlling interests	(7.8)

#### **Definitions**

Term	Definition
Adjusted NOI	NOI annualised for investments acquired during the period, 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
ВРРЕ	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 (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 coinvestment 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 2019 to 30 June 2020 (i.e., excludes assets acquired or sold during H1 2020)
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, including rental guarantees unless otherwise noted; where specified, economic occupancy includes rental guarantees and physical occupancy excludes rental guarantees
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