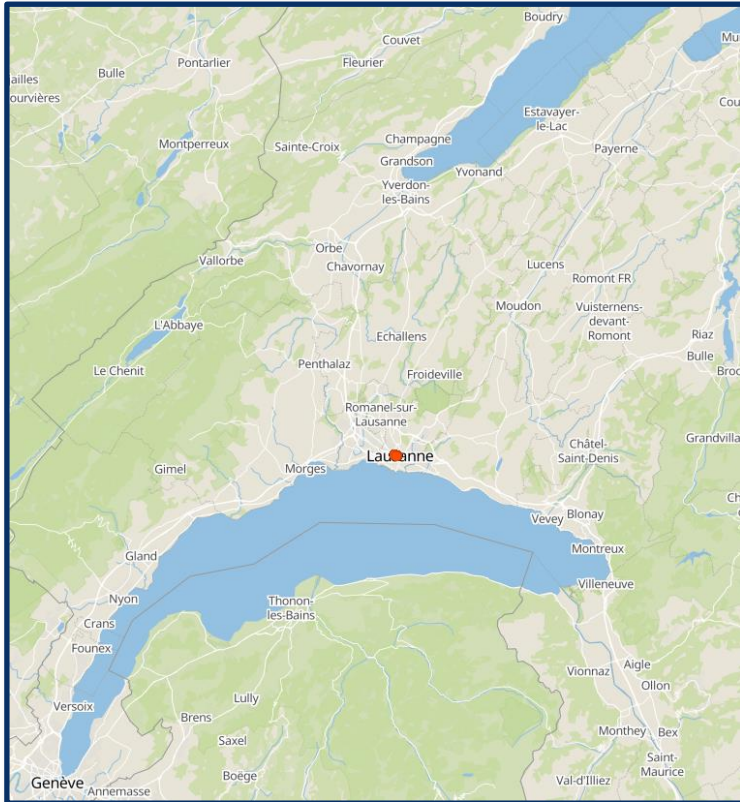




Lausanne, Quartier du Flon: From transformation to steady development

Mobimo Capital Markets Day | 18 April 2024 | Gerhard Demmelmaier

Lausanne in the heart of an attractive region on Lake Geneva



- The region was home of many famous people such as David Bowie, Freddy Mercury, Charlie Chaplin, Coco Chanel, Audrey Hepburn,, etc.
- Beautiful «Lavaux» landscape overlooking the lake with status as UNESCO World Heritage region.
- Strong economic cluster in the Lausanne region with headquarters such as Nestlé, Logitech, Bobst, Tetra Pak International, Galderma etc.
- 35'000 students in excellent universities Ecole hôtelière de Lausanne (EHL) and Ecole polytechnique fédérale de Lausanne (EPFL).
- Lausanne hosts the International Olympic Committee (IOC).
- Lausanne is the center of a region with > 440,000 people and is one of the most attractive cities in Switzerland to live in.

Mobimo investments on top locations in Lausanne



Marc Dufour



Plaza Colombo



Mont-Riond



Quartier du Flon



Rasude / Horizon



Îlot d'Ouchy

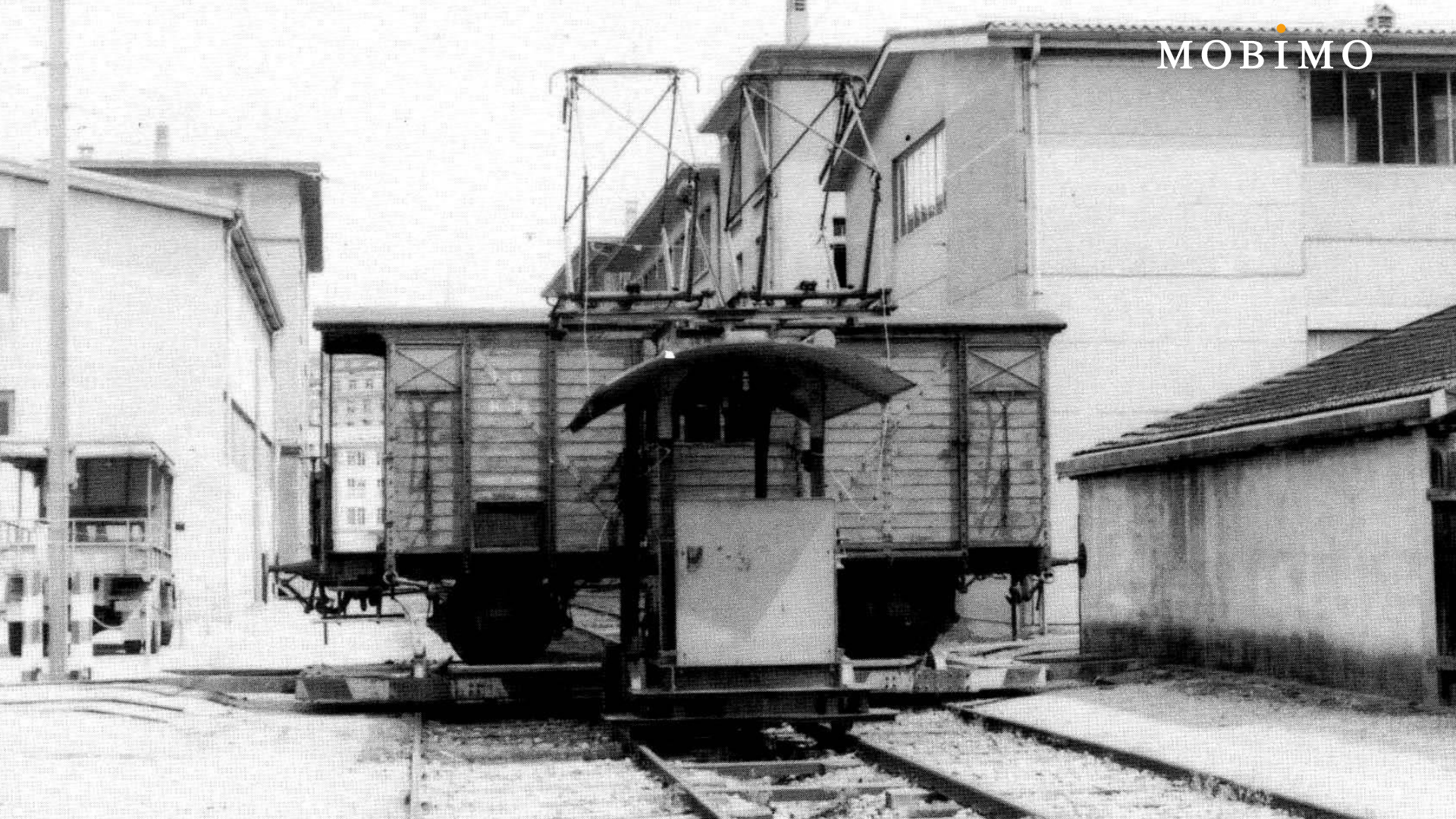
QUARTIER DU FLON

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Successful inner-city development

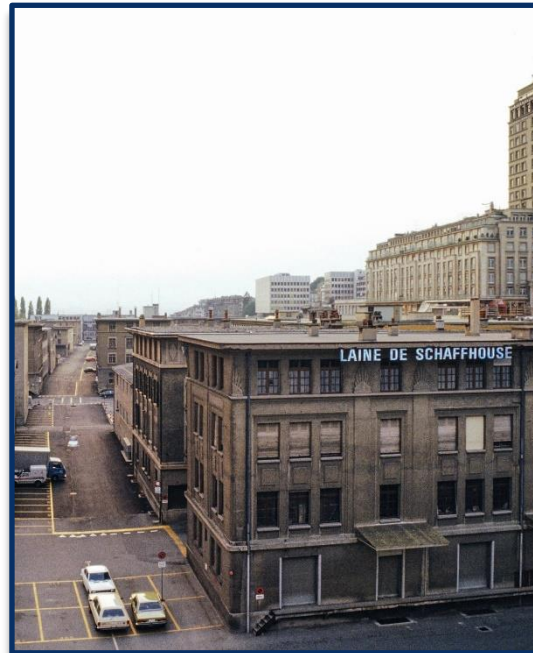
Use as a «logistics hub»

Important storage and distribution centre



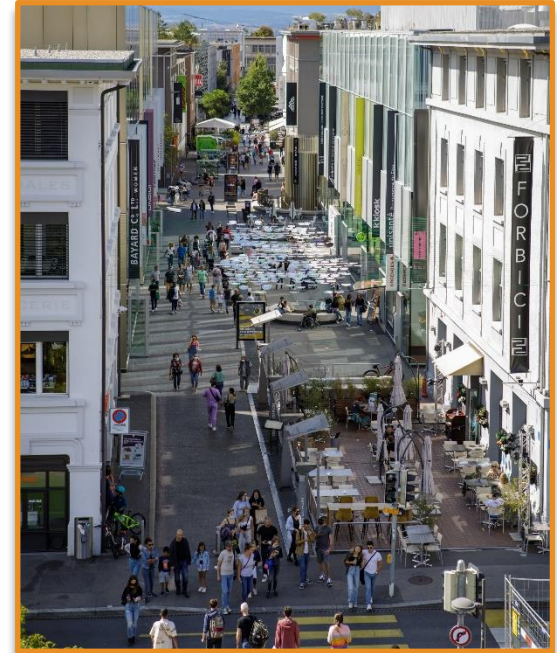
Transformation and planning

Interim use, craftsmanship, creative culture
 ◆ new masterplan 1999



Constant development into an attractive city area

Work, services, culture, living, gastronomy, sport, shopping, going out



Vision «Quartier du Flon»

Development, enhancement and continuation of the unique character of the Quartier du Flon:

A lively, inspiring and multifaceted meeting place for a broad target audience.



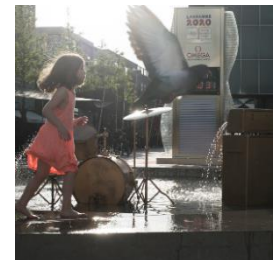
inspiring
Sustainable
Open
Cool
lively



Coherence
Consistency
Atmosphere
Openness
Identity



exciting
flexible
mixed
innovative
integrated



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Lausanne,
Quartier du Flon



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Active asset management approach in a urban neighbourhood

- Long-term planning to transform the area into an inspiring, vibrant and urban neighbourhood.
- Creation of a dedicated central urban city area that is constantly being developed further.
- Sustainable and economically valuable investment activity under ESG aspects.
- Large investment cycle of the last 25 years almost completed.
- Active placemaking leads to successful development of the «Quartier du Flon».
- Strong focus on optimizing income and costs.
- Offering the entire value chain with development, realisation, portfolio management, property management and facility management from a single source.
- Active support for tenants with a wide range of services.

«Investment cases»



Investment
«Pépinières»



Investment «Pépinières» Rue des Côtes-de-Montbenon 20 – 24



Description:

Multifunctional complex with 3 buildings constructed in 2013 by the architects Burckhardt+Partner. The main building has an eye-catching facade with a filigrance concrete net. The approach for this group of buildings aims for a broad mix of uses, in keeping with the spirit of the place. Entertainment first and foremost, with the bowling alley and discotheque; culture and education, with the concert hall and music school; and catering, with several bars and restaurants.

Year of construction: 2013

Usage: Office, Gastro, Services
Total rental space: 8,017m2

Gross rental income: CHF 2.4 million p. a.¹

Market value: CHF 44.8 million¹

Specificas / tenant mix:

- Main tenant Fondation HEMU-CL with very long WAULT
- Popular restaurant on ground level
- Possible re-delooppement of upper levels into other usage



¹ as at 31 December 2023.

Sources: Architects.ch

BIMO



Investment
„Moxy Hotel“



Investment «Moxy Hotel» Rue de la Vigie 3



Discription:

The lifestyle brand from the Marriott hotel group appeals to a young, design-savvy and price-conscious target audience. The building was planned by Lausanne-based architects Localarchitecture. Monoplan was tasked with the interior design.

The rooms are stylish and minimalistic and focus on the most important matters. On the ground floor, various public areas like the lobby, reception, conference rooms and lounge with a bar, merge together to form an “open lobby”.

Year of construction: 2019

Usage: Hotel, Gastro, Services:
Total rental space: 4,612 m2

Gross rental income: CHF 1.2 million p.a.¹

Market value: CHF 22.7 million¹

Specificas / tenant mix:

- Modern City Hotel with 113 rooms, bar / restaurant area, fitnesscenter
- Almost single tenant use by SV Group with very long WAULT



¹ as at 31 December 2023.

Sources: Monoplan



MOBIMO



Investment
„Les Jumeaux“

Investment «Les jumeaux»



Discription:

For over a century, two emblematic buildings known as “the Twins” have stood at the centre of the Flon platform. They are privileged witnesses to the history and industrial past of the area. The renovation of these former warehouses, built between 1894 and 1896 will provide users with contemporary functionality and a contemporary look. The aim of these buildings is to accommodate quality retailers and restaurants, offer offices in the industrial style typical of the Flon district, and provide spaces that encourage cultural and artistic exchanges.

Year of construction: 2023

Usage: Office, Gastro, Retail, Services
 :

Gross rental income: CHF 1.8 million p.a.¹

Market value: CHF 36.7 million²

Specificas / tenant mix:

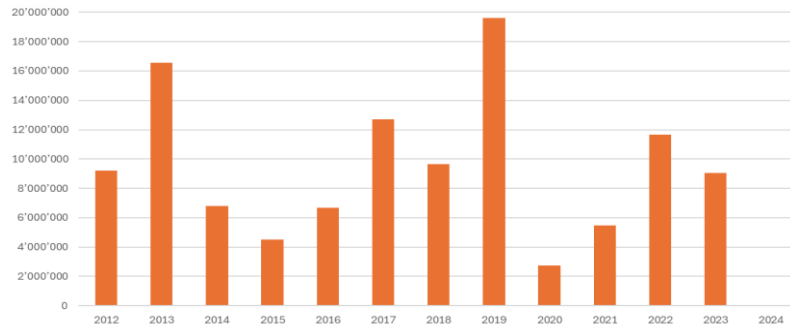
- Long term contract with the City of Lausanne for a cultural institution in the basement
- Postfinance moved to the Quartier du Flon and openend their branch
- Brasserie and Gelateria with attractive offer, attractive office space in the upper floors



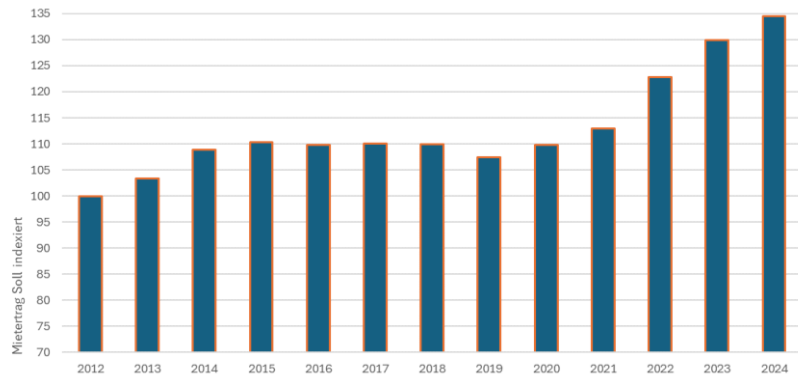
¹ projected rent; ² as at 31 December 2023.

Sustainable investments with positive income results

Investments Quartier du Flon 2012 - 2023



Development of gross rental income 2012 – 2024 (indexed)



- Investments of over CHF 114.6 million between 2012 and 2023.
- Next to general better letting investments led to a substantial increase of the rent in Quartier du Flon of around 35%.
- Main investment cycle is nearly over.
- Future Capex Planing:
Yearly planned investments of around CHF 6.2 million p.a. in period 2024 to 2033 equals 1.2% annual rate of the market value.

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Quartier du Flon

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Quartier du Flon



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Lausanne,
Quartier du Flon



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PHARMACIEPLUS DU FLON

pharmacieplus du flon

AQUAMED

pharmacieplus du flon

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PERMANENCE



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Quartier du Flon



«Quartier du Flon» today



QUARTIER DU FLON www.flon.ch



Visitors

around 7.5 million / year
population target greater Lausanne : > 440,000



Typ of use

Offices, leisure, shopping, residential, hotel, catering, services, schools, culture, health, parking



214 tenants

90 Shops / service / entertainment providers
30 Restaurants and bars, 2 hotels



Surfaces

Property	55,000 m ²
Rental space	120,000 m ²



Market Value

CHF 517.9 million



Leidenschaft für Immobilien
