## 19TH ORDINARY SHAREHOLDERS' MEETING 5 October 2012





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1. Financial Year 2011/12 - Retrospect

- 2. First Quarter 2012/13 Present
- 3. Strategy, Projects, Outlook and Employees -Future



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IMMOFINANZ

GROUP









# $\frac{IMMOFINANZ}{G R O U P}$



#### IMMOFINANZ g r o u p



## OVERVIEW – RESULTS OF FY 2011/12 (in mill. EUR)



Results of operations



Net profit for the period







# OVERVIEW – RESULTS OF FY 2011/12

#### (in mill. EUR)







#### Cash flow from investing activities



Cash flow from financing activities





## ANALYSIS OF THE FULL YEAR RESULTS 2011/12

#### Income from asset management

All amounts in MEUR	1 May 2011 - 30 April 2012	1 May 2010 - 30 April 2011	Variance	Variance in %
Office	142.8	154.6	-11.9	-7.7%
Logistics	73.8	75.5	-1.7	-2.2%
Retail	210.9	198.3	12.7	6.4%
Residential	129.8	125.1	4.6	3.7%
Other rental income	28.4	25.3	3.1	12.4%
Rental income	585.7	578.9	6.8	1.2%
Operating costs charged to tenants	170.8	161.6	9.2	5.7%
Other revenues	25.0	22.9	2.0	8.8%
Revenues	781.4	763.4	18.1	2.4%
Real estate expenses	-149.6	-164.4	14.8	-9.0%
Operating expenses	-163.2	-158.2	-5.0	3.2%
Income from asset management	468.6	440.8	27.8	6.3%



#### Income from property sales

All amounts in MEUR	1 May 2011 - 30 April 2012	1 May 2010 - 30 April 2011	Variance	Variance in %
Sale of properties after transaction costs	219.5	168.0	51.5	30.6%
Carrying amount of sold properties	-220.2	-168.5	-51.7	30.7%
Gains/losses from deconsolidation	15.7	1.1	14.6	>100%
Revaluation of properties sold and held for sale adjusted for foreign exchange effects	42.6	53.5	-10.9	-20.4%
Revaluation of properties sold and held for sale resulting from foreign exchange effects	0.0	-0.8	0.8	n/a
Income from property sales	57.6	53.3	4.3	8.0%

Sales programme 2010-2015	in MEUR
Five-year target	2,500.0
Target for 2 years (May 2010 - April 2012)	1,000.0
Properties sold in FY 2010/11 (asset and share deal)	266.8
Financial assets sold in FY 2010/11	95.1
Total assets sold in FY 2010/11	361.9
Properties sold in FY 2011/12 (asset and share deal)	498.9
Financial assets sold in FY 2011/12	131.1
Total assets sold in FY 2011/12	630.0
Total assets sold until 30 April 2012	991.9
Variance to announced programme	-8.1

Remaining sales programme until 2014/15	Carrying value in MEUR	Carrying value in %
Non-property assets	193.5	12.8%
Portfolio optimisation	748.1	49.6%
Cycle-optimised sales	566.5	37.6%
IMMOFINANZ Group	1,508.1	100.0%
MEUR 991.9 sold until 30 April 2012		

#### Income from property development

All amounts in MEUR	1 May 2011 - 30 April 2012	1 May 2010 - 30 April 2011	Variance	Variance in %
Sale of real estate inventories after transaction				
costs	70.1	66.1	4.1	6.2%
Cost of goods sold	-56.4	-52.5	-3.9	7.4%
Revaluation of properties under construction				
adjusted for foreign exchange effects	34.5	28.6	5.9	20.7%
Revaluation of properties under construction				
resulting from foreign exchange effects	-4.9	1.7	-6.6	n/a
Income from property development	43.3	43.8	-0.5	-1.2%

## INCOME STATEMENT FY 2011/12

All amounts in MEUR	FY 2011/12	FY 2010/11	Variance	Main contribution to variance
Rental income	585,7	578,9	6,8	Increased rental income mainly in Russia
Operating costs charged to tenants	170,8	161,6	9,2	Counterpart to operating expenses
Other revenues	25,0	22,9	2,0	
Revenues	781,4	763,4	18,0	
Real estate expenses	-149,6	-164,4	14,8	Reduced maintenance expenses
Operating expenses	-163,2	-158,2	-5,0	Counterpart to operating costs charged to tenants
Income from asset management	468,6	440,8	27,8	
Income from property sales	57,6	53,3	4,3	
Income from property development	43,3	43,8	-0,5	
				The previous year's result includs an extraordinary income (EUR +17.0
Other operating income	48,9	69,2	-20,3	million) from the partial waiver of a financial liability
Income from operations	618,4	607,2	11,2	
				Reduced overhead expenses (Legal, auditing and consulting fees,
				commissions, taxes, advertising and also expenses for property
Overhead expenses (incl. personnel expenses)	-139,8	-148,4	8,6	appraisals)
Results of operations ("EBITDA")	478,6	458,7	19,9	
Revaluation excluding FX effects	198,3	54,2		Higher revaluation of investment properties inter alia in Poland and Russia
FX effects	87,4	-20,1	107,5	
				Lower valuation of Gerling Quartier in Germany led to an write-off of
Other revaluation results	-73,3	-68,7	· ·	receivables
Operating profit (EBIT)	691,0	424,1	266,9	
				Reduction of interest income due to reduction of receivables due from
				joint venture companies as well as increased financing costs inter alia for
Net financing costs	-173,8	-138,5		refinancing the convertible bonds 2014 resp. 2017
Foreign exchange differences	-118,1	0,8	-118,9	Restructuring of SPV's will revert part of the negative differences
				Negative, non-cash valuation from derivates in FY 2011/12 compared to
Other financial results	-68,4	54,7		positive valuation from derivates in FY 2010/11
Shares of profit/loss from associated companies	-11,9	1,3		Negative earnings contributions from TriGranit
Earnings before tax (EBT)	318,8	342,3	-23,5	
				Increase in deferred tax liabilities due to increase of the revaluation of
Taxes	-47,4	-28,8		investment properties
Net profit for the period	271,4	313,5	-42,1	
Net profit for the period excl. FX effects	385,7	307,7	78,0	

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# OVERVIEW – RESULTS Q1 2012/13

#### (in mill. EUR)



#### Revenues



#### Results of operations

Net profit for the period









## OVERVIEW – RESULTS Q1 2012/13 (in mill. EUR)





Cash flow from operating activities

Cash flow from investing activities



Cash flow from financing activities





## INCOME STATEMENT Q1 2012/13

	Q1 results	Q4 results		
All amounts in MEUR	2012/13	2011/12	Variance	Main contribution to variance
				Increased rental income (EUR +13.9 mill.) mainly due to the takeover of the
Rental income	162,3	148,4	13,9	remaining 50% in the shopping center Golden Babylon Rostokino in Russia
Operating costs charged to tenants	43,5	51,6		Counterpart to operating expenses
Other revenues	7,2	4,4	2,8	
Revenues	213,0	204,4	8,6	
				Compared to Q4 2011/12 inter alia reduced maintenance expenses (EUR -4.9
Real estate expenses	-29,5	-40,1	10,6	mill.) and reduced operating costs charged to building owners (EUR -2.0 mill.)
Operating expenses	-41,5	-48,3	6,8	Counterpart to operating costs charged to tenants
Income from asset management	142,0	116,0	26,0	
Income from property sales	6,0	18,2	-12,2	Gain on property sales in Q4 2011/12 was extraordinary high due to the sale of Mariahilferstraße 53, located in the 6th Vienna district.
Income from property development	3.3	-9.6	12 0	Q4 2011/12: Negative revaluation of properties under construction (EUR -6.2 mill.) mainly due to delay in the completion of the geriatric centre in Heller Park (BUWOG) and negative revaluation of properties resulting from FX effects (EUR - 8.8 mill.)
	5,5	-9,0	12,9	Q4 2011/12: Reversal of provisions (EUR +6.3 mill.) as well as a cancellation of a
Other operating income	4,9	20,9	-16.0	financial liability (EUR +6.8 mill.) due to a disposal
Income from operations	4,3 156,2	145,4	10,0	
	100,2	140,4	10,0	Compared to Q4 2011/12 reduced personnel expenses (EUR -2.6 mill.) and
Overhead expenses (incl. personnel expenses)	-34,5	-38,8	43	overhead expenses (EUR -1.7 mill.)
Results of operations ("EBITDA")	121,7	106,7	15,0	
			10,0	
Revaluation excluding FX effects	11,4	37,4	-26.0	Reduced revaluation of properties compared to Q4 inter alia in Poland and Russia
FX effects	56,6	-104,7	161,3	
		101,1	101,0	
Other revaluation results	-1,2	-39,3	38,1	Q4 2011/12: Lower valuation of Gerling Quartier led to an write-off of receivables; additional write-off of receivables resulting from a disposal in 2008
Operating profit (EBIT)	188,5	0,1	188,4	
				Increased net financing costs due to lack of financing income from receivables
Net financing costs	-48,6	-36,7	-11.9	against Rostokino SPV and slightly increased financing costs
Foreign exchange differences	-94,0	48,0		Restructuring of SPV's will revert part of negative difference
Other financial results	-35,1	-2,3		Revaluation losses on derivatives in Q1 2012/13
Shares of profit/loss from associated companie				No negative earnings contribution (EUR +3.6 mill.) compared to Q4 2011/12
Earnings before tax (EBT)	10,9	5,6	5,3	
Taxes	-1,7	-3,7	2,0	
Net profit for the period	9,2	2,0	7,2	

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## **IMMOFINANZ GROUP UP TO DATE – LOGISTICS**

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#### **IMMOFINANZ GROUP UP TO DATE – TRANSACTIONS**

#### **IMMOFINANZ GROUP UP TO DATE – HOTELS**



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#### THE REAL ESTATE MACHINE



- Consistent further development of IMMOFINANZ Group strategy
- Target: Optimised profitability along the entire value chain through an increased turnover rate



## OUTLOOK

#### Rental cash flows as prime source of operational results



Asset Management Trade Development



1) Income from development negative due to foreign currency exchange rate effects

2) Actual results of operations: Proportionate allocation of other operating income, overhead expenses and personnel expenses assumed

## Jindrisska 16, Prague (Czech Republic)

CONSTRUCTION IN PROGRESS, ALREADY 1 PROSPECTIVE CUSTOMER







#### Jungmannova 15, Prague (Czech Republic)



#### **MAY 2012 START OF DEMOLITION WORKS**





#### Tarasy Zamkowe, Lublin (Poland) BUILDING PERMISSION GRANTED



	Building	2 floors 2 underground parking		
Opening		2014		
	Rentable space (incl. extension)	37,000 sqm 1,000 parking spaces		
Occupancy rate		Letting in progress		





Distance to castle approx. 300 m



Distance to city center < 1 km

# NIMBUS Office Building, Warsaw (Poland)

#### **BUILDING PERMISSION GRANTED**



Building	13 floors 3 underground parking
Opening	1 April 2014
Rentable space	19,500 sqm 230 parking spaces
Occupancy rate	In preparation







#### **Project Equal, Duesseldorf (Germany)** SEPTEMBER 2012 ACQUISITION OF SITE WITH OLD STOCK





#### **Gerling Quartier, Köln (Germany)** SEPTEMBER 2012 FULL TAKE OVER (100%)







#### **STOP.SHOP.** Rebranding

OCTOBER 2012 BEGINNING OF THE ROLLOUT OF THE SUCCESSFUL RETAIL PARK CHAIN STOP.SHOP. IN AUSTRIA







#### **Project Casa Stupenda, Duesseldorf (Germany)**

IMMOFINANZ TICKER ... NEW PROJECT ... IMMOFINANZ TICKER ... NEW PROJECT ... IMMOFINANZ TICKER ...

- Architecture by Renzo Piano (Pritzker Prize Winner)
- 32,000 sqm of rentable space in Duesseldorf's media harbour
- State-of-the-art technical design
  - Plus-energy house with
  - Zero carbon footprint due to
    - 4 biogas power generation heating plants
    - Geothermal utilisation (Rhine water)
    - High-efficiency heat recovery (70% for ventilation system)
    - Energy-saving LED lighting
    - Utilisation of rainwater
- 80/20 joint venture with Capricorn / Dr. Robertino Wild







#### **Requirements for both alternatives:**

- "German Residential"
  - Germany enjoys international attention and is associated with high expectations ("DM wager")
  - Germen residential properties offer high base return due to lower regulation
- Acquisition of a large German portfolio, if possible listed for public trading

- Increase sales
- Smaller investments in D, e.g. through BUWOG-Meermann (former Chamartín) in Berlin
- Reduce costs

- Unlikely by foreign investor due to Austrian regulations ("public housing")
- No appropriate well funded domestic investor in sight



#### OVERVIEW OF THE BUWOG GROUP

BUWOG gruppe



## DEVELOPMENT

BUWOG

BUWOG glücklich wohnen

 One of the TOP 3 residential property developers in Vienna / start PE in Berlin

- Pipeline:
- Total inv. EUR 930 mill.
- 4,300 units



- Increase development projects in heavily populated areas of Vienna and Berlin
- Goal: market leadership

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SIANDING	
NVESTMENTS	



- Largest private residential investor in Austria
- Portfolio:
- FV: EUR 2.3 bill.
- 32,335 units



- Acquisitions in Germany
- Further portfolio optimisation

 Established as one of the largest apartment sellers in Austria

TRADF

ESG

glücklich wohner

Volume:

BUWOG

glücklich wohnen

- Revenues: EUR 100 mill.
- 935 units

 Increase in highly profitable sale of individual apartments (35% margin)

 Expansion of property sales

# SERVICES



- Recognised as the largest private facility manager in Austria
- Under management:
  - 3.8 mill. sqm
  - 15% third party



- Continued growth, above all through third-party customers
- Exclusively in Austria

35

## DEVELOPMENT RESIDENTIAL BERLIN

As of 31 Aug. 12	Projects	Units	Usable space in sqm	Investment volume in MEUR
Under construction	4	175	17,605	60.8
Before realisation (1 May 12 – 30 Apr. 13)	1	48	3,691	9.2
Being planned (as of 1 May 13)	1	650	62,300	136.0
Inventories	-	-	-	-
Total	6	873	83,596	206.0



Currently under construction

#### Before realisation

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Being planned
## DEVELOPMENT RESIDENTIAL BERLIN



### Humboldt Palais, Hegelplatz, Berlin-Mitte

29 units Non-subsidised condominiums Top location in midtown Berlin 2,700 sqm usable space Completion planned February 2013





### Scharnhorststraße 26/27, Berlin-Mitte

43 units Non-subsidised condominiums Revitalisation near the new BND 4,170 sqm usable space Completion planned April 2013

### DEVELOPMENT RESIDENTIAL BERLIN



#### Chausseestraße 88, Berlin-Mitte

80 units Non-subsidised rent Sold to an investor 7,011 sqm usable space Completion planned March 2013





#### Regattastraße 11-35, Berlin-Köpenick

650 units
Non-subsidised condominiums & non-subsidised rent
62,300 sqm usable space
Start of construction planned summer 2013

BUWOG gruppe

# DEVELOPMENT RESIDENTIAL VIENNA





BUWOG gruppe

# DEVELOPMENT RESIDENTIAL VIENNA

# DANUBIO – Jedleseer Straße 5, 1210 Vienna

108 units Non-subsidised condominiums 8,135 sqm usable space Living near "Donauinsel" (Danube island) Completion planned June 2013





#### 7CENTRAL – Lindengasse 60, 1070 Vienna

65 units + 1 supermarket Non-subsidised condominiums, investment apartments 5,412 sqm usable space Central location Start of construction planned November 2012

## DEVELOPMENT RESIDENTIAL VIENNA



41 units Investment apartments 2,527 sqm usable space Near metro U4/last stop Start of construction planned January 2013



BUWOG gruppe



#### UNIVERS LIVING – Universumstr. 31a, 1200 Vienna

50 units Non-subsidised condominiums, investment apartments 3,267 sqm usable space Start of construction planned January 2013



### DEVELOPMENT RESIDENTIAL VIENNA

## **Central station, 1100 Vienna**

3 projects with 240 units Non-subsidised condominiums, investment apartments 15,315 sqm usable space Start of construction planned spring 2013





GROUP

#### Breitenfurter Straße 223, 1230 Vienna

560 units + supermarket + DIY market Non-subsidised condominiums & non-subsidised and subsidised rent 57,543 sqm usable space Project within the housing initiative of Vienna city Start of construction planned October 2013



# DEVELOPMENT RESIDENTIAL ADAMA



# **EVOCASA OPTIMA TITAN, Bucharest (RO)**

83 units (phase II) 4,505 sqm usable space

Start of construction phase II planned October 2012



### **EDENIA TITAN, Bucharest (RO)**

126 units (phase II)6,792 sqm usable spaceStart of construction phase II planned October 2012

## DEVELOPMENT RESIDENTIAL EAST



### **DEBOWE TARASY, Katowice (PL)**

Phase III: 317 units 7,930 sqm usable space Central location with good public transport connections, close to the Silesia City Center Completion phase III planned December 2013





# SUSTAINABILITY - WE ACT RESPONSIBLY

### Bureau am Belvedere, 1040 Vienna

#### Refurbishment of an office building 15,838 sqm rentable space LEED Gold Award EU Green Building Award









### Mühlgrund 3, 1220 Vienna

54 units subsidised rent 5,098 sqm usable space "klima:aktiv" passive energy house Winner project BT competition 2008 Completion 01/2012

# SUSTAINABILITY - WE ACT RESPONSIBLY



#### Heller Residential Park, 1100 Vienna

239 units + 6 shops Non-subsidised and subsidised condominiums, subsidised rent 21,179 sqm usable space 1 passive energy house, 4 low-energy house Completion September 2011



#### Jindrisska 16, Prague (CZ)

6,800 sqm rentable office and retail space Refurbishment and extension of a historic building (19<sup>th</sup> century) in midtown Prague Modern prime offices LEED Gold precertification Completion planned August 2013



# SUSTAINABILITY - WE ACT RESPONSIBLY

## Maritimo Shopping Center, Constanta (RO)

With over 50,000 sqm space and more than 130 shops it offers an attractive mix of food, fashion, sport, electronics, leisure and gastronomy CIJ Award "Best New Shopping Center Development" Opening October 2011





#### Silesia City Center, Katowice (PL)

With over 86,000 sqm space and more than 310 shops it offers a balanced mix of national and international retail chains Awards at the ranking of Polish shopping centers (Polish Association of Retail Tenants and GfK Polonia Institut): 1st place "categories tenant-mix attractiveness and marketing activities" 2nd place "overall ranking" Opening after extension October 2011

#### OUR EMPLOYEES PROVIDE THE BASIS OF OUR SUCCESS!

