

IMMOFINANZ

SPACE TO SUCCEED

Press Conference
15. September 2016

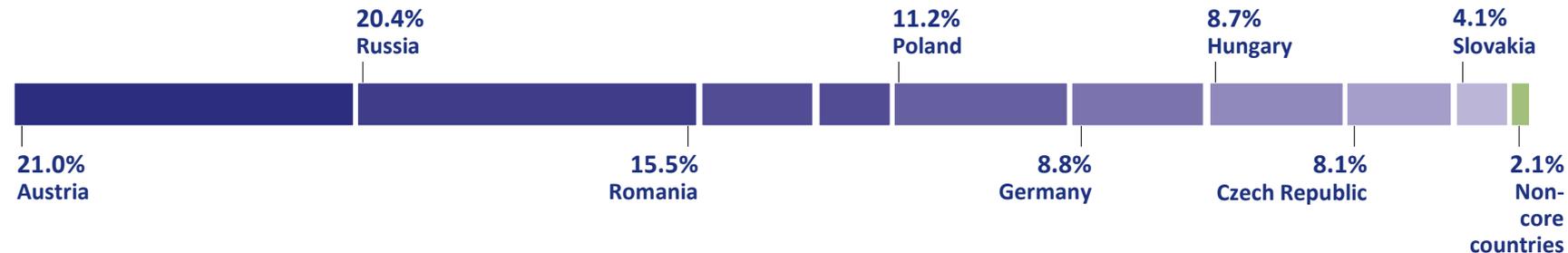
PORTFOLIO SPLIT

COMMERCIAL PROPERTY SPECIALIST WITH A FOCUS ON OFFICE AND RETAIL

ASSET CLASSES



CORE COUNTRIES



ASSET CLASS OFFICE

- > Focus on the capital cities in the core countries and the “Big-7” cities in Germany
- > Size and market position form the basis for high flexibility and synergies
- > High level of services
- > Increase in occupancy rate: modernisation initiative started, strong sales orientation

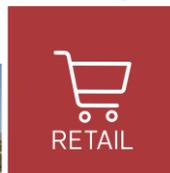


ASSET CLASS OFFICE

Number of properties	85
Carrying amount in EUR billion	2,268.5
Rentable area in sqm	1,100,494

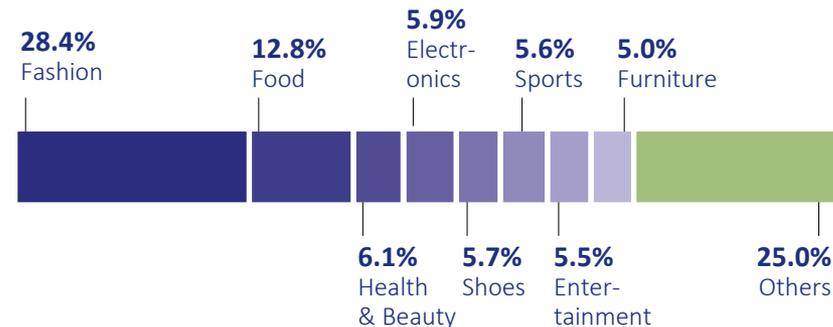
ASSET CLASS RETAIL

- > Concentration on national capital as well as secondary and tertiary cities
- > Long-standing network with international and local retailers
- > Established brand strategy: STOP SHOP and VIVO!
- > Focus on optimal tenant mix, including a diverse recreation and entertainment offering



RETAIL BRANCHE MIX

(Russia excluded)



ASSET CLASS RETAIL

Number of properties	167
Carrying amount in EUR billion	2,382.3
Rentable area in sqm	1,127,693

Data as of 30 April 2016

THE BRANDWORLD OF IMMOFINANZ

IMMOFINANZ



RETAIL



OFFICE

STOP SHOP – OUR BRAND FOR RETAIL PARKS IN CENTRAL AND EASTERN EUROPE

- > 58 locations in seven countries – with plans for further rapid growth
- > Good traffic connections in the regions surrounding medium-sized and smaller cities in CEE
- > High **functionality** with an attractive tenant mix of international and national retailers
- > High **recognition** value through architectonic features like open construction and common areas with a canopy structure



VIVO! – OUR BRAND FOR SHOPPING CENTER

- > **Ten locations in four countries** – Roll-out of the brand to existing shopping centers currently in progress
- > Designed for **large cities** with a catchment area of at least 200,000 residents
- > **Attractive shopping offer** with strong anchor tenants and a wide-ranging branch mix
- > Focus on the **shopping experience** with a recreational touch: Fashion & Entertainment



Who says the daily work routine has to be run-of-the-mill?



**WE WANT PEOPLE TO FEEL WELL IN OUR OFFICE
BUILDINGS!**

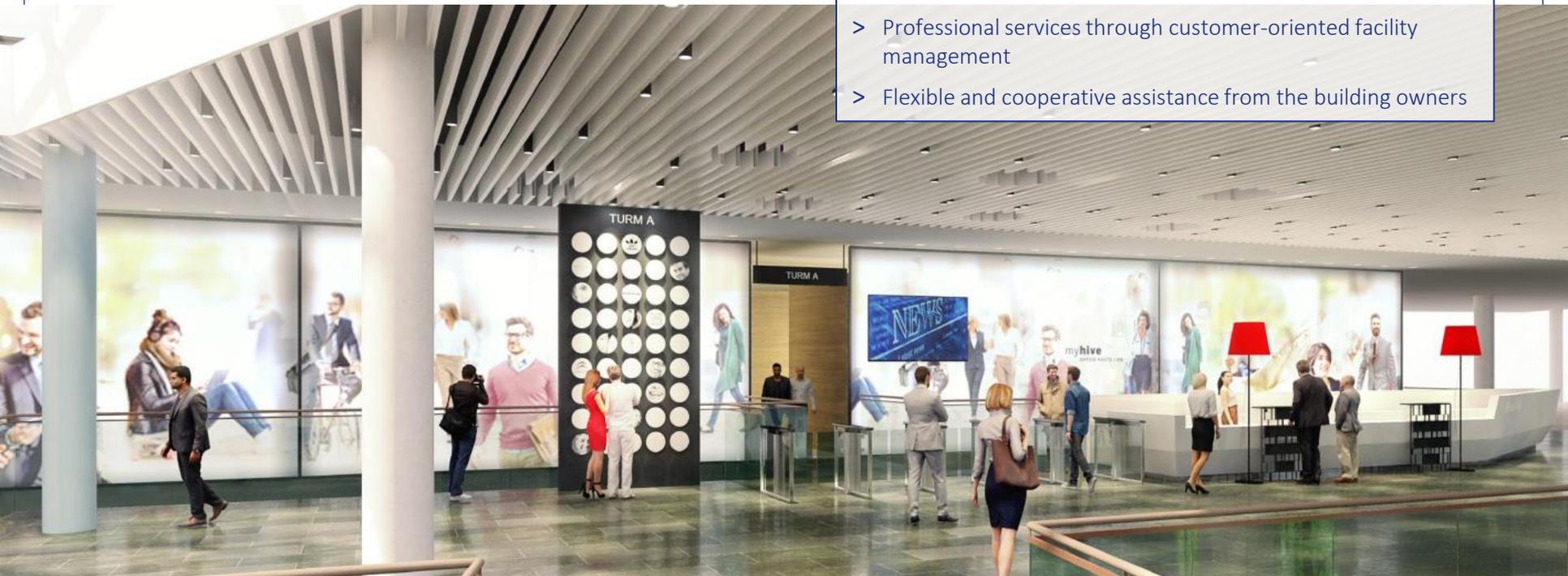
FRIENDLY, INVITING AND LIVELY ATMOSPHERE

- > Inviting and friendly design – inside and outside
- > Lively lobby with seating areas for tenants and guests
- > Information on the building and tenants via TV screens in the lobbies
- > Attractive green areas with outdoor seating
- > Easy-to-understand signage and guidance systems in the building and outside areas
- > Security through discreet, but effective staff and modern technology
- > Cleanliness through efficient personnel
- > Sufficient ventilation and comfortable, seasonal temperatures
- > Warm lighting and pleasant aromas, nice background music
- > Smokers' zones in the building or in covered outside areas
- > Sustainability through energy-efficient equipment and operations



ATTENTIVE, FLEXIBLE AND HELPFUL STAFF

- > Friendly personnel at the welcome desk who provide active support
- > Fast and expert help from on-site technicians
- > Professional services through customer-oriented facility management
- > Flexible and cooperative assistance from the building owners



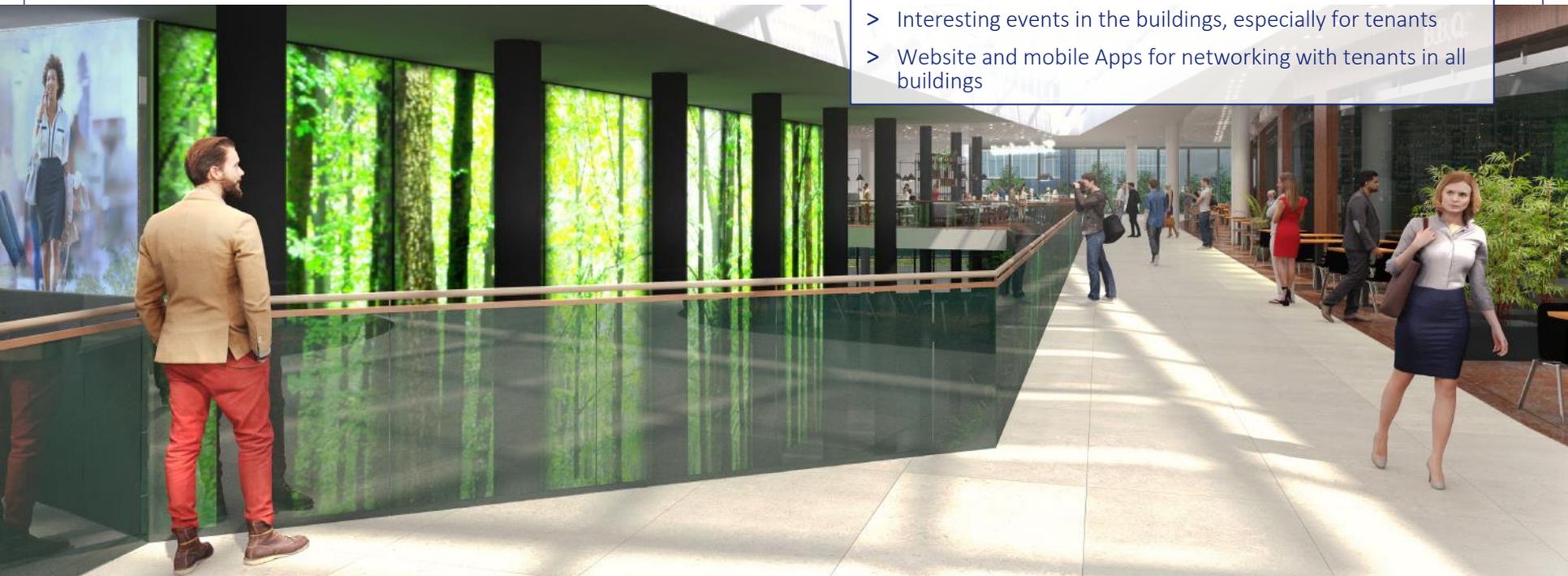
EXCELLENT INFRASTRUCTURE AND SERVICES

- > Good, diverse and reasonably priced gastronomy offering in an attractive atmosphere
- > Shops and services for everyday needs
- > Meeting rooms plus conference and event areas
- > Flexible, serviced offices for short-term needs
- > Rapid W-LAN in all inside and outside areas
- > Sport facilities with showers and lockers
- > Services and infrastructure at all locations available to tenants



INTERACTION AND COOPERATION WITH OTHER TENANTS

- > Attractive lobbies and exterior areas as communication zones for tenants
- > All-day cafés/restaurants or designated tenant lounges
- > Interesting events in the buildings, especially for tenants
- > Website and mobile Apps for networking with tenants in all buildings



EXCELLENT ACCESSIBILITY

- > Good connections to public transportation or shuttle busses
- > Attractive, well-lit and clearly signposted garages with e-connections
- > Bicycle storage areas and rental bikes
- > Disabled access



MYHIVE – THE OFFICE THAT MAKES YOUR DAY

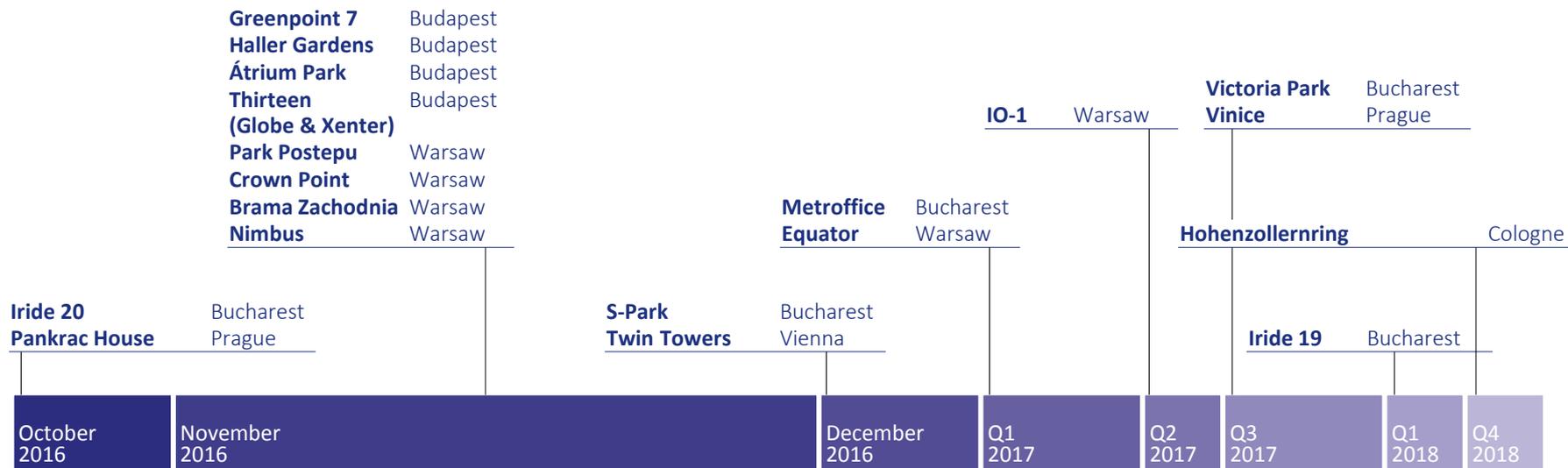
- > Friendly atmosphere and service like in a hotel
- > Infrastructure like at Apple and Google
- > Interaction and cooperation like at Coworking



ROLL-OUT OF THE BRAND

20 MYHIVE BUILDINGS IN THE FIRST STEP

LOCATION DEVELOPMENT



AN OFFICE FOR
MODERN PERSONALITIES.
LIVELY AND
FRIENDLY.