

## **COMPANY PRESENTATION**

June 2017

# **Company Profile**



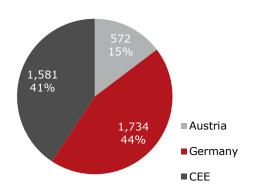
# Leading Investor and Developer of High-Quality Offices in Central Europe

### Company profile

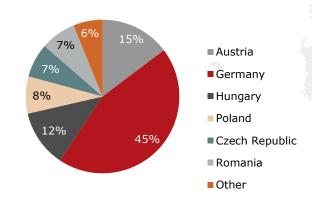
- Highly stable and resilient portfolio of high quality core offices
- Focus on eight core business hubs in Germany, Austria and CEE:
   Berlin, Frankfurt, Munich, Vienna, Warsaw, Prague, Budapest and Bucharest
- De-risked blue chip tenant-driven development strategy to generate organic rental growth
- Strong capital base with defensive financial ratios
- Investment Grade long term issuer rating of Baa2 by Moody's

# Berlin Warsaw Frankfurt Prague Munich Vienna Budapest Bucharest

### **Portfolio by core region** (€ m)



### **Portflio by core city** (€ m)



### **Key metrics**

Gross Asset Value (GAV)*	€ 3.9 bn
Net Asset Value (NAV)**	€ 2.2 bn
Portfolio Yield	6.0%
Portfolio Occupancy	91%
Loan-to-Value (Net LTV)	35%
Equity Ratio	50%
Market Cap	€ 2.1 bn

# Strategy



# Strategic Framework in Exceptional Market Environment

### Portfolio strategy

### Core markets / assets

- Expansion of existing core cities
- Portfolio focus on high-quality large-scale office assets in central locations

### External portfolio growth

- No engagement in fierce competition for core assets in Austria and Germany
- Selective property acquisitions in CEE
- Focus on opportunities where CA Immo's expertise can add value

### Internal portfolio growth

- Leverage of strong development platform
- Monetization of existing high-quality landbank in prime locations
- Significant organic growth potential disconnected from heated investment markets
- Yield on cost generation above market
- Quality portfolio with low average building age and state of the art space

### **Property trading**

- Disposal of fully valued assets with limited value-creation potential
- Redeployment of proceeds to fuel internal portfolio growth

### **Financing strategy**

### Financing structure

- Maintain conservative financing structure with healthy equity base
- Avoid structural complexities
- Focus on secured project debt and corporate bonds

### **Balance sheet targets**

- Equity ratio 45-50%
- Net LTV ~ 40%
- Gradual LTV increase towards target level by
  - Start of new development projects (equity/debt financed)
  - Acquisition of investment properties (equity/debt financed)
  - Hedging ratio > 75%

### **Investment grade rating**

- Retention and safeguarding of investment grade rating
- Conservative balance sheet ratios
  - Solid recurring interest coverage
  - Unencumbered property pool

Core office portfolio with resilient cash flow

Strong balance sheet with sufficient cushion secures growth by developments and acquisitions

# Agenda and Targets 2017



# FFO I of at least € 100 m as Key Financial Target Confirmed

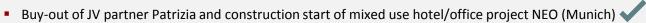
# Investment portfolio Growth

Buy-out of of joint venture partner Union Investment in CEE portfolio



- Development Value realization

Expansion of CEE portfolio through property acquisition





- Construction start of development projects with a total investment volume of ~ € 170 m
- Advancement of additional project preparations in Germany

# **Financing Optimization**

- Corporate bond issue
- Use of corporate bond proceeds to optimize financing structure



- Further cost of funding reduction < 2.3%</li>
- Extension of average debt maturity > 6 years



Early prolongation/refinancing of 2017/2018 debt maturities in Austria and Germany



Increase and maintain fixed/hedged share of financial liabilities > 75%

Recurring earnings Growth

- FFO I of at least € 100 m
- Dividend payout ~ 70% of FFO I



**1Q 2017 RESULTS** 

# 1Q 2017

# Highlights



# Accelerated crystallisation of development pipeline values

- Buy-out of joint venture partner Patrizia in NEO project in Munich
- Construction start of NEO (~ 21,000 sgm of gross floor space)
- Decision to realise My.B office building in Europacity Berlin (16,500 sqm)

### CEE portfolio expansion

- Buy-out of joint venture partner Union Investment in CEE portfolio
- Further reduction of joint ventures in investment portfolio according to strategy

# Further optimisation of financing profile

- Issuance of corporate bond 2017-2024
- Use of proceeds to further optimise financing structure ⇒ positive FFO I impact

# Sales programme of non-strategic properties concluded

- Sale of 51% stake in Aerozone logistics park in Budapest
- Strategic withdrawal from the logistics segment successfully concluded

# 1Q 2017

# Highlights



Net rental income per share

Solid top line growth by 12% per share despite rental income losses linked to non-strategic asset sales

• Major driver: acquisition of Millennium Towers in Budapest, buy-out of JV – partner Union Investment in CEE

FFO I per share

• Strong recurring earnings uplift by 16% per share driven by rental income growth and financing cost reduction

Positive earnings impact linked to bond issue in February 2017 not yet reflected in result

FFO II per share

No major property trading activity in the first quarter

NAV per share

NAV (IFRS equity) up 8% yoy and 1% qoq (4Q 2016: € 23.60 per share)

EPRA NAV up 10% at € 26.97 per share yoy (1Q 2016: € 24.61) and 1% qoq (4Q 2016: € 24.74 per share)

Net profit per share

Rental income increase translates into EBITDA uplift

Lower revaluation gains offset by improved financial result compared to reference period of previous year

# **Profit and Loss**

### Solid Start into Financial Year 2017



P&L	1Q 2017	1Q 2016	+/-
Rental income	43.8	40.2	8.9%
Net rental income	38.2	35.3	8.5%
Other property development expenses	-1.0	-1.0	2.2%
Property sales result*	0.7	0.6	12.0%
Income from services rendered	2.7	3.1	-11.8%
Indirect expenses	-10.5	-9.5	10.4%
Other operating income	0.2	0.3	-37.9%
EBITDA	30.4	28.8	5.7%
Depreciation and impairment/reversal	-0.8	-0.8	0.6%
Revaluation result	9.5	16.7	-43.1%
Result from joint ventures	4.2	1.8	133.3%
EBIT	43.4	46.5	-6.8%
Financing costs	-10.2	-11.2	-8.6%
Result from financial investments	0.5	0.9	-36.6%
Other financial result	-3.5	-15.5	-77.3%
Financial result	-12.2	-27.45	-55.5%
ЕВТ	31.2	19.1	62.9%
Income tax expense	-8.0	-5.9	34.2%
Net profit	23.2	13.2	75.8%
Earnings per share	0.25	0.14	77.6%

- Rental income up 9% yoy driven by CEE portfolio expansion
  - Acquisision of Millennium Towers in Budapest
  - Buy-out of joint venture partner Union Investment (Danube House, Prague / Infopark, Budapest)
- Operating margin (net rental income/rental income) at 87.4%
   (1Q 2016: 87.7%)
- Major contributions to revaluation result by assets in Munich and Berlin
- Result from investments in JV includes sale of 51% in Aerozone logistics park in Budapest
- Financing costs further reduced by 7% (including € 1.3 m prepayment fees)
- Other financial result includes mark-to-market valuation of Immofinanz shares (€ -3.5 m vs. € -14.9 m in 1Q 2016)

<sup>\*</sup> Result from trading and construction works + Result from the sale of investment properties

# Funds from Operations (FFO)

# FFO I per Share at € 0.25 (+16% yoy)



FFO	1Q 2017	1Q 2016	+/-
Net rental income	38.2	35.3	8.5%
Result from services	2.7	3.1	-11.8%
Other development expenses	-1.0	-1.0	2.2%
Other operating income	0.2	0.3	-37.9%
Other operating income/expenses	1.9	2.4	-20.4%
Indirect expenses	-10.5	-9.5	10.4%
Result from joint ventures	1.5	2.3	-34.7%
Financing costs	-10.2	-11.2	-8.6%
Result from financial investments	0.5	0.9	-36.6%
Non-recurring adjustments	2.1	0.8	176.7%
FFO I	23.6	20.9	13.1%
FFO I per share	0.25	0.22	16.4%
Property sales result	1.4	-0.3	n.m.
Current income tax	-2.6	-3.8	-32.6%
Non-recurring readjustments	-2.2	-0.9	144.0%
FFO II	20.2	14.9	35.9%
FFO II per share	0.22	0.15	39.9%

- Net rental income increase by 9% driven by portfolio expansion in CEE
- Financing costs further reduced by 9% (positive impact of bond issue 2017-2014 in February 2017 and corresponding use of proceeds not yet reflected in result)
- Adjustments of non-recurring items include development expenses (€ 0.7 m) and fees related to early loan repayments (€ 1.3 m)

# Funds from Operations (FFO I)





FFO I

**23.6** (1Q 2016: 20.9)

FFO I per share

**0.25** (1Q 2016: 0.22)

FFO I guidance FY 2017

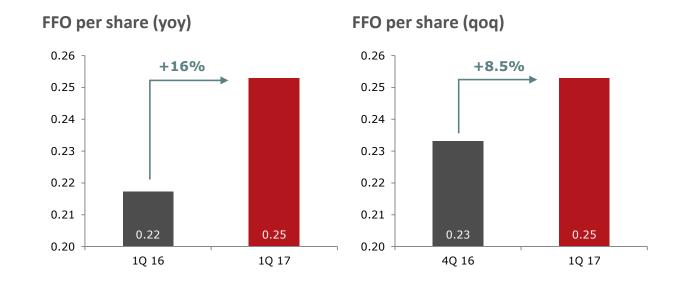
**> 100** (2016: > 89)

FFO I guidance per share FY 2017

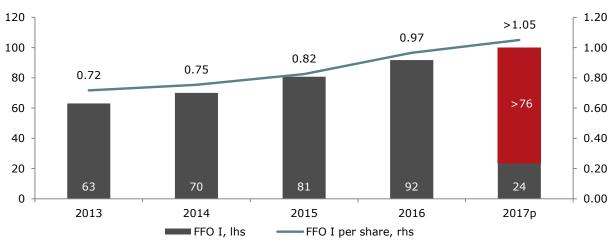
**> 1.05** (2016: > 0.90)

Dividend guidance (FFO I payout)\*

70% (2016: 60%)



### FFO guidance FY 2017



# Balance Sheet as at March 31, 2017

# Strong Equity Base Secures Growth



Balance Sheet	31.03.2017	31.12.2016	+/-
Investment properties	3,016.4	2,923.7	3.2%
Properties under development	470.4	433.0	8.6%
Own-used properties	6.6	6.6	-1.3%
Other long-term assets	13.2	13.8	-4.2%
Investments in joint ventures	158.4	191.4	-17.2%
Financial assets	88.1	89.7	-1.8%
Short-term properties	47.6	60.9	-21.8%
Deferred tax assets	1.8	1.6	14.9%
Cash and cash equivalents	433.7	395.1	9.8%
Other short-term assets	201.0	193.3	3.9%
Total assets	4,437.0	4,309.1	3.0%
Shareholders' equity	2,228.4	2,204.5	1.1%
Long-term financial liabilities	1,502.9	1,412.6	6.4%
Other long-term liabilities	96.1	100.4	-4.3%
Deferred tax liabilities	245.7	240.0	2.4%
Short-term financial liabilities	160.1	153.0	4.7%
Other short-term liabilities	203.8	198.6	2.7%
Liabilities + Equity	4,437.0	4,309.1	3.0%

 Rock solid balance sheet metrics comfortably within strategic target range despite balance sheet extension over last quarters

- Decline in investments in joint ventures following buyout of JV partner Union Investment and corresponding full consolidation of property assets Danube House (Prague) and Infopark (Budapest)
- Cash and cash equivalents reflect issuance of corporate bond 2017-2024 (€ 175 m) in February 2017
- Other short-term assets include shares held in **Immofinanz**

# Balance Sheet as at March 31, 2017



### **Rock Solid Financial Profile**

**Equity ratio** 

**50.2%** (4Q 2016: 51.2%)

Loan-to-value (net)

34.6% (4Q 2016: 34.2%)

Gearing (net)

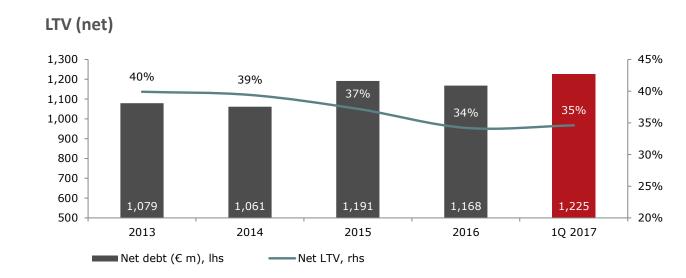
**55.0%** (4Q 2016: 53.0%)

Recurring interest coverage\*

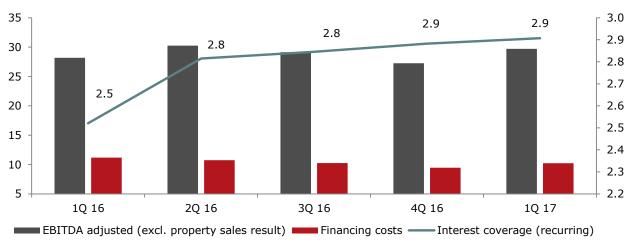
**2.9** (1Q 2016: 2.5)

Recurring net interest coverage\*

**3.1** (1Q 2016: 2.7)



### Interest coverage (recurring EBITDA)



# Net Asset Value (NAV)

# EPRA NAV per Share € 26.74



		i	
Net Asset Value	31.03.2017	31.12.2016	+/-
NAV (IFRS equity)	2,228.3	2,204.4	
Exercise of options	0.0	0.0	
NAV after exercise of options	2,228.3	2,204.5	1.1%
NAV per share	23.87	23.60	1.1%
Value adjustment for*			
Own use properties	6.1	6.0	
Properties held as current assets	35.2	39.9	
Financial instruments	2.5	3.2	
Deferred taxes**	246.1	243.9	
EPRA NAV	2,518.2	2,497.5	0.8%
EPRA NAV per share	26.97	26.74	0.9%
Value adjustment for*			
Financial instruments	-2.5	-3.2	
Liabilities	-24.5	-24.2	
Deferred taxes***	-176.3	-175.7	
EPRA NNNAV	2,314.9	2,294.4	0.9%
EPRA NNNAV per share	24.79	24.56	0.9%
P/NAV	-16.9%	-28.9%	
Number of shares outstanding (excl. treasury shares)	93,370,290	93,405,017	0.0%

# **Financing**



# February Bond Issuance to Further Drive Down Financing Costs

Average weighted cost of debt

**2.2%** (1Q 2016: 2.9%)

Interest rate hedging ratio

**83%** (1Q 2016: 65%)

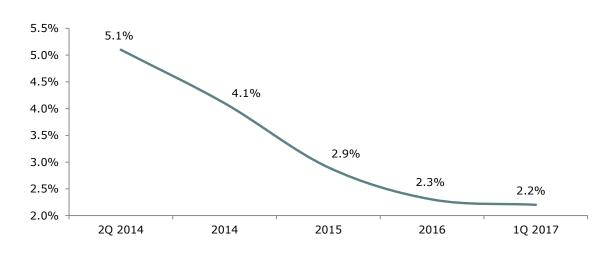
Average debt maturity (years)

**4.5** (1Q 2016: 4.1)

Unencumbered properties (€ bn)

1.2 (4Q 2016: 1.0)

### Cost of debt



Bond issuance 2017-2024

€ 175 m



Coupon: 1.875%

Tenor: 7 years

Issue rating: Baa2 (Moody's)

Use of proceeds: repayment of project loans in Romania and Hungary with an average interest rate of  $\sim 3.5\%$  (floating)

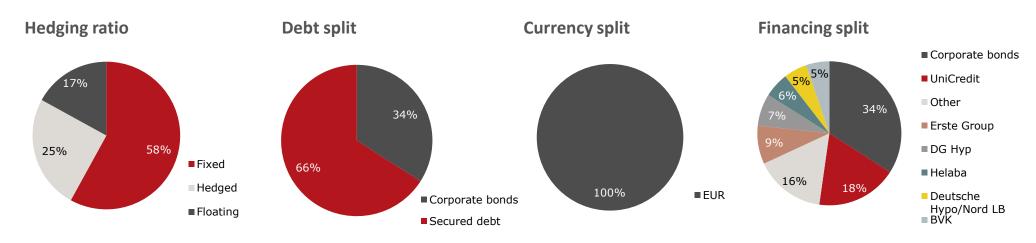


Financing cost savings ~ € 2 m (annual run rate)

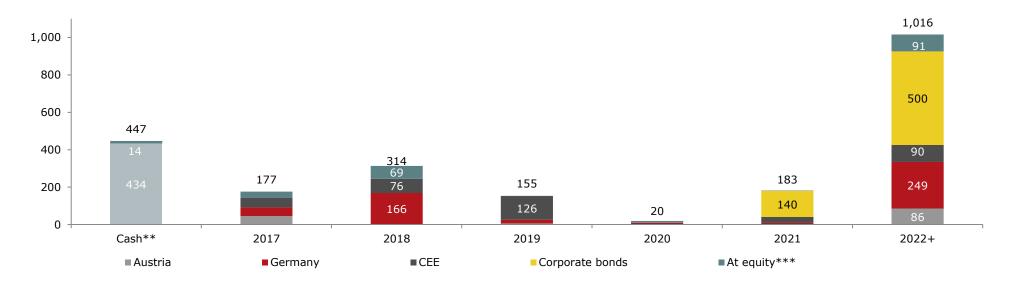
# Financing\*



Hedging Ratio Up at 83% (1Q 2016: 65%)



### **Debt maturity profile** (€ m)



<sup>\*</sup> Incl. proportionate CA Immo share of joint ventures \*\* € 14 m cash and cash related to joint ventures \*\*\* Proportional debt related to joint ventures

# **Financing**



# Weighted Average Cost of Debt and Maturities\*

Ø CoD/Maturities	Outstanding debt (nominal value)	Swaps (nominal value)	Ø Cost of debt excl. derivatives	$\varnothing$ Cost of debt incl. derivatives	Ø Debt maturity (years)	Ø Swap maturity (years)
Austria	146	47	2.2%	2.8%	5.3	7.0
Germany	571	119	1.4%	1.9%	4.7	2.2
Czechia	103	80	1.8%	1.8%	2.7	2.7
Hungary	95	87	2.4%	2.6%	7.2	6.8
Poland	142	68	1.9%	1.8%	2.2	2.2
Romania	48	33	3.7%	4.0%	0.0	0.0
Other	36	0	3.5%	3.5%	0.8	0.0
Investment portfolio	1,140	433	1.8%	2.2%	4.2	3.6
Development projects	40	0	1.3%	1.3%	1.5	0.0
Short-term properties**	44	0	1.7%	1.7%	0.5	0.0
Group financing	640	0	2.3%	2.3%	5.5	0.0
Total group	1,864	433	2.0%	2.2%	4.5	3.6



# **PORTFOLIO**

# Property Portfolio (€ 3.9 bn)\*

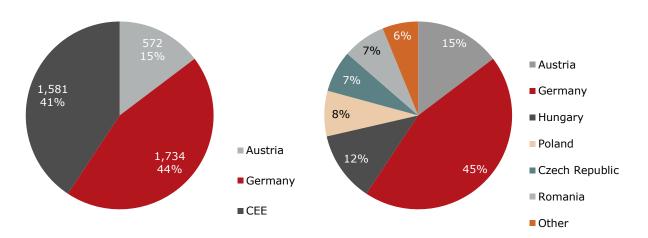


# Germany Accounts for ~ 45% of Portfolio Value

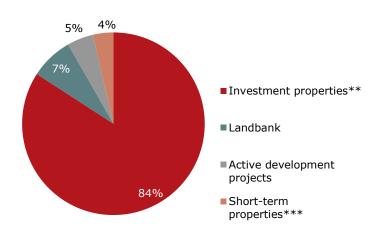
### Portfolio structure

- Total property asset base of € 3.9 bn
- Germany largest single core market
- Income- producing investment portfolio of € 3.3 bn
- Development assets
  - Landbank and projects under construction account for ~ 12% of total properties
  - ~ 90% of landbank value located in Germany

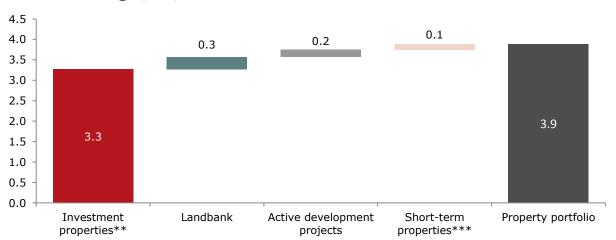
### Portfolio split by region and country (€ m)



### Portfolio by property type (€ m)



### Portfolio bridge (€ bn)





# Portfolio Performance Remains Strong

Occupancy rate

91.1% (1Q 2016: 92.2%)

Gross initial yield

**6.0%** (1Q 2016: 6.4%)

Like-for like rental income (€ m)\*

**181.4** (1Q 2016: 178.7) +1.5%

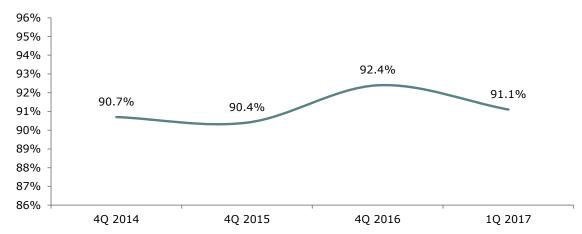
Weighted average lease term (years)

**4.3** (1Q 2016: 4.4)

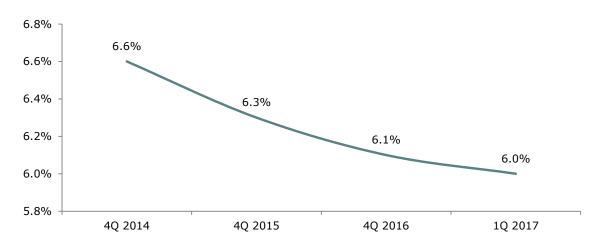
Investment portfolio size (€ bn)

**3.3** (1Q 2016: 3.0)





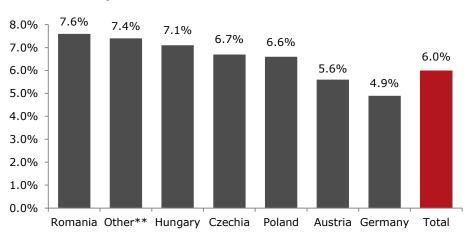
### Portfolio yield



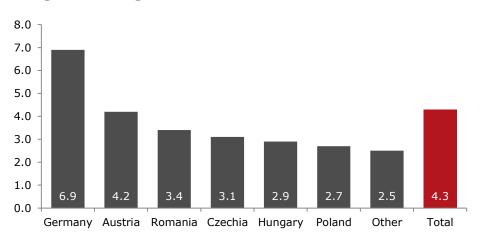
### Portfolio Metrics\*



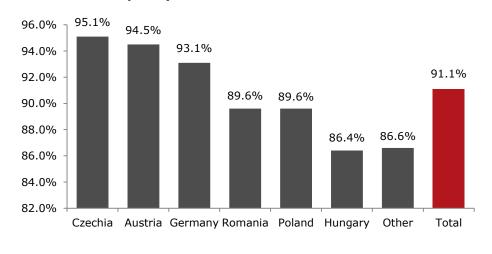
### **Gross initial yields**



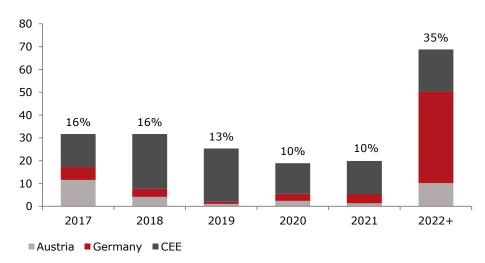
### Weighted average lease term (years)



### **Economic occupancy**

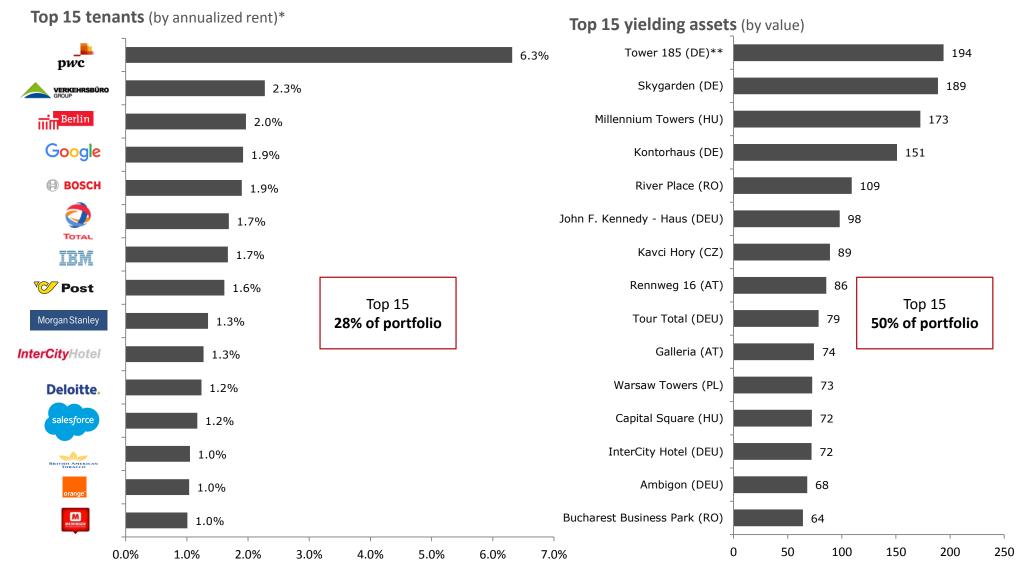


### **Lease expiry profile** (€ m)



# Top Tenants and Properties





All figures (€) as at 31 March 2017, unless otherwise stated \* Incl. proportionate CA Immo share of joint ventures \*\* Asset held at equity (CA Immo proportionate share)



# Prague/Budapest – Buy-out of JV Partner Union Investment

### CEE portfolio expansion

- Buy-out of 49% JV-partner Union Investment\*
  - Danube House, Prague (21,400 sqm)
  - Infopark, Budapest (13,700 sqm)
- Acquisition of 100% led to full consolidation of assets
  - Property asset addition ~ € 80 m
  - Rental income addition ~ € 6 m (annualized)
- Occupancy at 96.3% / Gross initial yield 7.4%
- FFO contribution ~ € 3 m in 2017













**DEVELOPMENT** 



# Significant Organic Growth Potential Decoupled from Investment Market

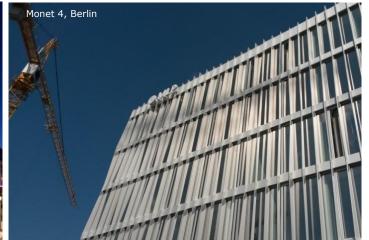




### Strong value creation track record

- Among leading office developers in Germany
- Strong track record of blue chip tenant projects
- Highly valuable land reserves in inner-city locations provide development potential of more than € 4 bn
- Average rental returns of own developments surpass market yields
- Construction management subsidiary omniCon ensures high quality standards (also performs third-party business)







# **Development Strategy**

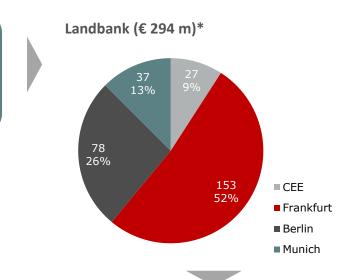


# Development Major Competitive Advantage and Growth Driver

### Prime-quality landbank with high optionality as key competitive advantage

- Major organic growth driver
- Focus on prime locations German cities Munich, Frankfurt and Berlin
- Expansion of additional core hubs (e.g. Vienna, Bucharest, Prague)
- Committed development pipeline fully financed

# Internalized business Ownership of construction management subsidiary omniCon omniCon's deep expertise ensures high quality standards Execution excellence On time delivery / No cost over-runs Quality control Successful development track record of close to € 2.0 bn Tenant-driven approach Long established relationships Blue chip tenant base High pre-letting levels before construction completion Leverage of asset management platform Close ties to relevant market participants Close ties to tenants





Profitable NAV and FFO I growth (yield on cost above market level)

Quality portfolio with low average building age and state of the art space

Significant property sales and development profits FFO II and NAV growth

JONES LANG



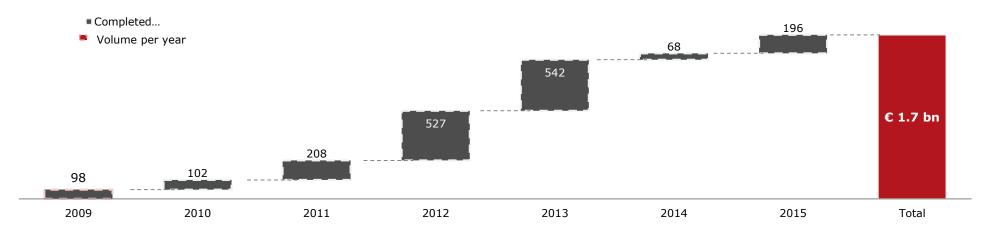
# Excellent Market Position to Fully Capture Strong Cycle in Germany

**InterCityHotel** 

### **Development anchor tenants Bristol-Myers Squibb BOSCH** WHITE & CASE pwc **BNP PARIBAS** salesforce Google TOTAL **⊗** MISYS **MLP**

Development track record (completed volume of ~ € 1.7 bn over last seven years)

Mercedes-Benz



# Value Crystallisation of Development Pipeline



### Construction Starts in 2016

### Baumkirchen WA3, Munich

Residential; € 66 m; 110 apartments

### ViE, Vienna

Office; € 38 m; 14,700 sqm

### Laendyard Living, Vienna

Residential; € 57 m; 500 apartments

### Wohnbau Süd, Vienna

Residential; € 34 m; 220 apartments

### Steigenberger, Frankfurt

Hotel; € 56 m; 400 rooms

### Rheinallee III, Mainz

Residential/retail; € 59 m; 19,700 sqm

### Rieck I, Berlin

Office; € 36 m; 8,000 sqm

### Cube, Berlin

Office; € 98 m; 17,000 sqm











# Projects under Construction for Own Balance Sheet

Investment portfolio projects	Investment volume*	Outstanding investment	Planned rentable area	Gross yield on cost	Main usage	Share	Pre-letting ratio	Construction phase
ViE (Vienna)	38	30	14.700	6.3	Office	100%	6%	3Q 16 - 3Q 18
MY.O (Munich)	96	77	26.100	6.0	Office	100%	0%	2Q 17 - 4Q 19
NEO (Munich)	61	46	12.700	5.4	Office	100%	26%	1Q 17 - 3Q 19
KPMG (Berlin)	56	24	12.700	5.7	Office	100%	100%	4Q 15 - 2Q 18
Rieck I / BT2 (Berlin)	10	9	2.800	6.4	Office	100%	0%	4Q 16 - 2Q 19
ZigZag (Mainz)	16	13	4.400	5.7	Office	100%	0%	3Q 17 - 1Q 19
Steigenberger (Frankfurt)	58	40	17.300	6.3	Hotel	100%	94%	3Q 16 - 3Q 18
Orhideea Towers (Bucharest)	74	55	36.900	8.3	Office	100%	22%	4Q 15 - 1Q 18
Total	409	294	127.600	6.2				

# CA IMMO

# Projects under Construction for Sale

Trading portfolio projects	Investment volume*	Outstanding investment	Planned rentable area	Main usage	Share**	Utilisation rate	Construction phase
Cube (Berlin)	99	72	17,000	Office	100%	100%	4Q 16 - 4Q 19
Rieck I/ABDA (Berlin)	26	21	5,200	Office	100%	100%	4Q 16 - 3Q 19
Rheinallee III (Mainz)	59	42	19,700	Residential	50%	95%	3Q 16 - 3Q 18
Baumkirchen WA2 (Munich)	66	15	11,200	Residential	50%	99%	2Q 15 - 3Q 17
Baumkirchen WA2 (Munich)	66	40	13,600	Residential	50%	82%	3Q 16 - 4Q 18
Baumkirchen Residential (Munich)	26	20	5,400	Residential	100%	0%	1Q 17 - 3Q 19
Laendyard Living (Vienna)	58	32	18,800	Residential	50%	100%	3Q 16 - 3Q 18
Wohnbau Süd (Vienna)	33	13	14,000	Residential	100%	100%	2Q 16 - 2Q 18
Total	433	255	105,000				

# Development Pipeline Potential\*



Munich

# Total Development Volume by Market (2017 – 2025)

### Volume increase vs. 2016

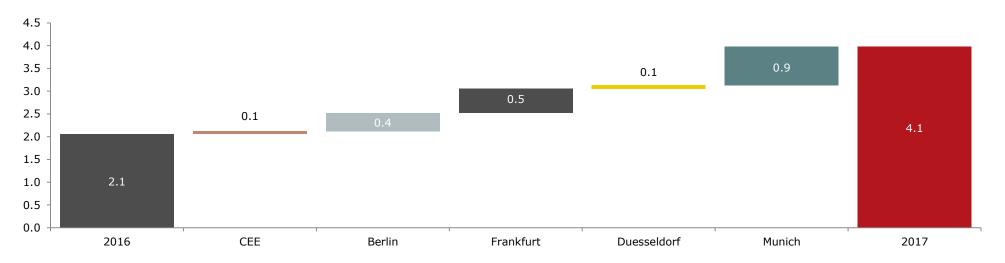
- Inclusion and realisation of land plots previously earmarked for sale
- Full realisation of all land plots in core cities (incl. residential)
- No joint ventures (100% realisations)
- Extension of time horizon (2017 2025)
- Inclusion of development potentials within investment portfolio
- Inclusion of CEE

# **€ 4.1 bn** (2016: € 2.1 bn) 4.5 4.0 3.5 3.0 2.5 2.0 1.5 1.0 0.5 0.0 2016 2017

■ Frankfurt

Duesseldorf

### **Total development volume bridge** (€ bn)



■ CEE

Berlin

# Development Pipeline Potential\*



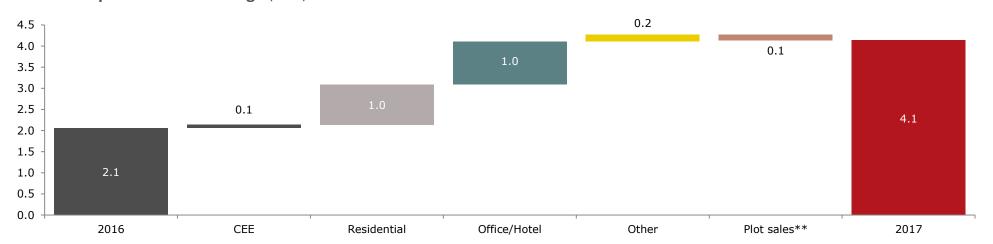
Total Development Volume by Segment (2017 – 2025)

### Volume increase vs. 2016

- Inclusion and realisation of land plots previously earmarked for sale
- Full realisation of all land plots in core cities (incl. residential)
- No joint ventures (100% realisations)
- Extension of time horizon (2017 2025)
- Inclusion of development potentials within investment portfolio
- Inclusion of CEE

### **€ 4.1 bn** (2016: € 2.1 bn) 4.5 4.0 3.5 3.0 2.5 2.0 1.5 1.0 0.5 0.0 2017 2016 ■ CEE Residential ■ Hotel/Office Other

### **Total development volume bridge** (€ bn)

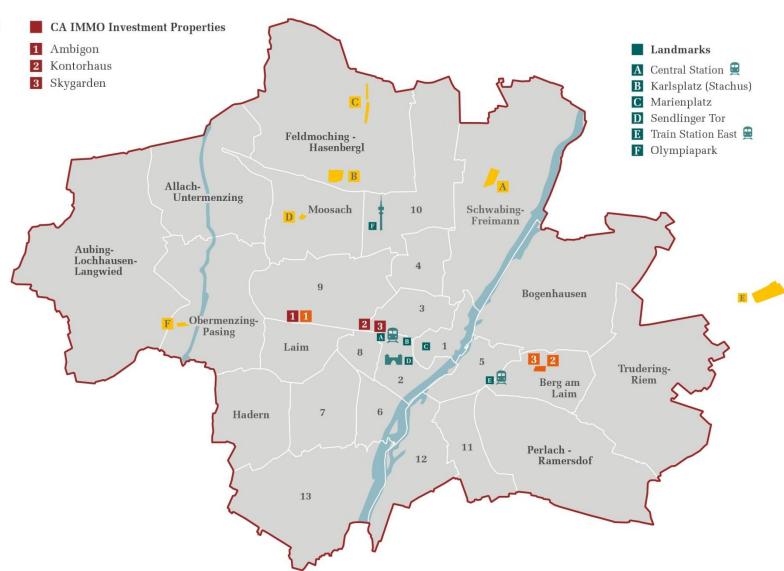


# **Development Pipeline Potential**



# Munich – Significant Embedded Value in Residential Plots

- CA IMMO-Projects under construction / in preparation
- 1 MY.O
- 2 NEO
- 3 Urban quarter Baumkirchen Mitte
- CA IMMO Land Reserve
- A AW Freimann
- B Eggartensiedlung
- C Ratoldstraße
- D Moosach
- E Feldkirchen
- F Gleisdreieck Pasing
- Districts
- 1 Altstadt Lehel
- 2 Ludwigsvorstadt Isarvorstadt
- 3 Maxvorstadt
- 4 Schwabing West
- 5 Au Haidhausen
- 6 Sendling
- 7 Sendling Westpark
- 8 Schwanthalerhöhe
- 9 Neuhausen Nymphenburg
- 10 Milbertshofen Am Hart
- 11 Obergiesing
- 12 Untergiesing Harlaching
- 13 Thalkirchen Obersendling Forstenried - Fürstenried - Solln





# NEO, Munich - Buy-out of JV Partner Patrizia

### Project under construction

- Buy-out of 50% JV-partner Patrizia
- Mixed use
  - Office (8,5000 sqm)
  - Hotel with 143 rooms
  - 55 apartments (for sale)
- Investment volume ~ € 61 m (incl. plot)
- Expected yield on cost ~ 5.4%
- Construction start in 1Q 2017









All figures (€) as at 31 March 2017, unless otherwise stated

# MY.O, Munich



### Project under construction

- Expansion of investment portfolio in Munich by a fourth highquality office building (lettable area 26,100 sqm)
- Located in the western part of Munich (Schlossviertel Nymphenburg neighbourhood) with good public transport connections (along S-Bahn main line)
- Investment volume approx. € 96 m (incl. plot)
- Expected yield on cost ~ 6.0%
- Construction phase 2Q 2017 4Q 2019







# Baumkirchen, Munich



## Project under construction

- Residential project
  - Development and sale of freehold flats
  - 50/50 joint venture with Patrizia
  - 525 apartments, > 90% sold
  - Total investment volume ~ € 200 m (CA Immo share)
  - Phase 1 completed
  - Phase 2/3 under construction









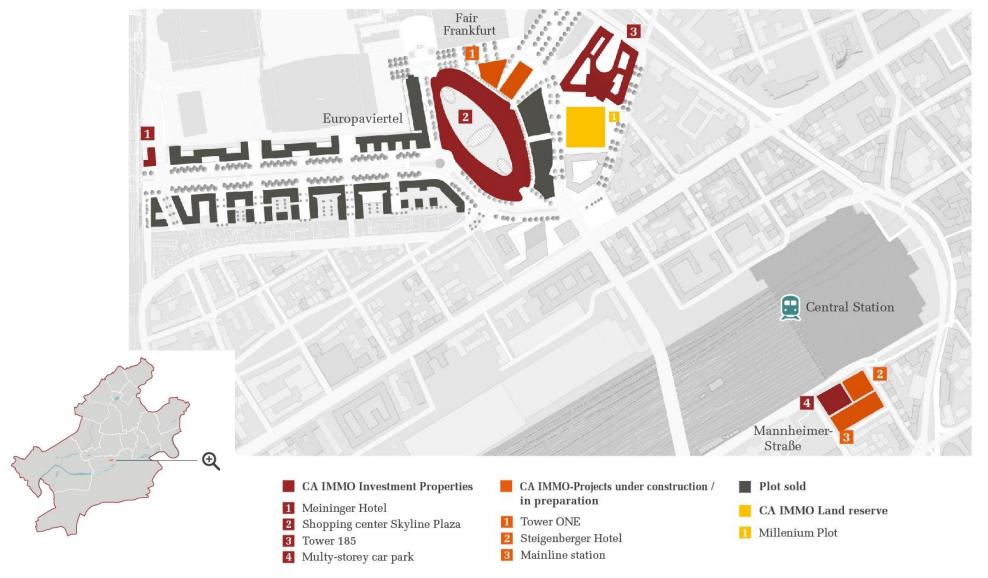


All figures (€) as at 31 March 2017, unless otherwise stated

# **Development Pipeline Potential**



Frankfurt - Significant Embedded Value in High-rise Plots



# Tower 1, Frankfurt



#### Project in preparation stage

- Mixed use hotel/office high-rise
- Height ~ 180 m
- ~ 80.000 sqm gross floor area
- Plot neighboring Tower 185 (Europaviertel)
- All internal approvals for construction start obtained





### Steigenberger, Frankfurt



- Main usage hotel
- Total investment volume (incl. plot) € 58 m
- Outstanding construction costs ~ € 40 m
- Planned lettable area 17,300 sqm
- Yield on cost ~ 6.3%
- Pre-letting-ratio 94%
- Construction phase 3Q 2016 3Q 2018







# Zollhafen, Mainz







- Mixed/use development site of around 30 ha (realisation of approx. 355,000 sqm GFA in several phases
- Rheinallee III (under construction)
  - Forward sale to Aberdeen Asset Management (€ 66 m)
  - Rentable space 19,700 sqm
  - Mixed use property; completion expected in 3Q 2018
- Hafenspitze
  - Zig Zag (4,400 sqm) under construction





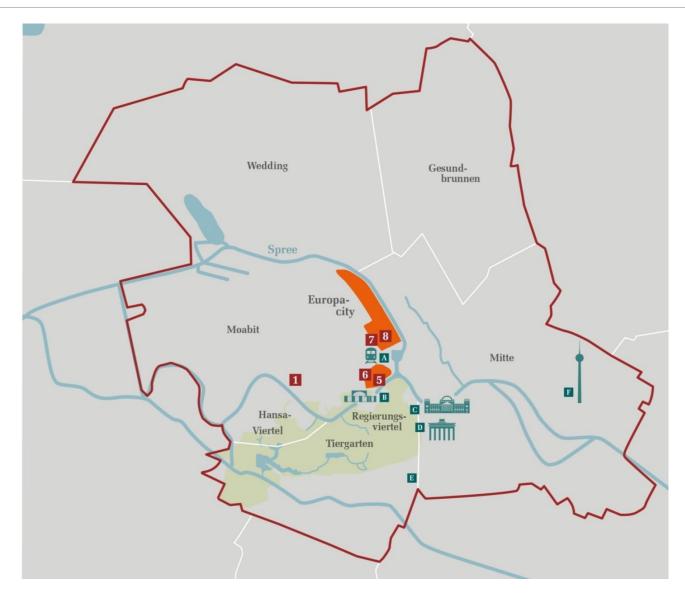
## Berlin - Europacity





- Landmarks
- A Central Station
- B Kanzleramt
- C Reichstag
- D Brandenburger Tor
- brandenburger for IIII
- E Potsdamer Platz
- F Alexanderplatz \_\_\_
- CA IMMO Investment Properties
- 1 Kirchstraße 7
- 5 John F. Kennedy Haus
- 6 InterCity Hotel
- 7 Monnet 4
- 8 Tour Total





# **Development Pipeline Potential**

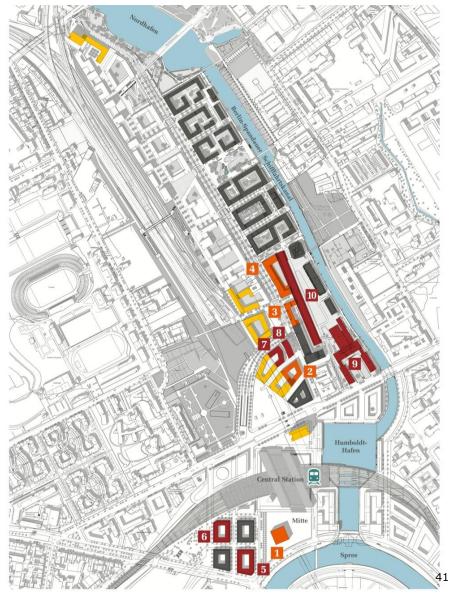


## Europacity Berlin – CA Immo is Shaping a Prime Office Location



- CA IMMO Investment Properties
- 5 John F. Kennedy Haus
- 6 InterCity Hotel
- 7 Monnet 4
- 8 Tour Total
- 9 Hamburger Bahnhof
- 10 Rieck Halle
- Plot sold

- CA IMMO-Projects under construction / in preparation
- 1 Cube
- 2 KPMG
- 3 Rieck 1 (ABDA)
- 4 Rieck 2
- CA IMMO land reserve



### KPMG, Berlin



- Phase 1 (100% pre-let to KPMG)
  - Planned lettable area 12,700 sqm
  - Total investment volume (incl. plot) € 56 m
  - Outstanding construction costs ~ € 24 m
  - Expected yield on cost ~ 5.7%
  - Construction phase 4Q 2015 2Q 2018
- Phase 2 (high-rise office building to start in 2018)
  - Increase of lettable area up to 40,000 sqm





## RIECK I / II, Berlin



#### RIECK I, Berlin

- Main usage office
- Total investment volume (incl. plot) ~ € 36 m
- Planned lettable area 8,000 sqm
- Partial forward sale (5,200 sqm) to German Association of Pharmacists (ABDA)
- Construction phase 4Q 2016 3Q 2019

#### RIECK II (My.B), Berlin

- Main usage office
- Total investment volume (incl. plot) ~ € 65 m
- Planned lettable area ~ 16,500 sqm
- Planned construction start in 2017
- DGNB Gold certificate envisaged





All figures (€) as at 31 March 2017, unless otherwise stated

# Value Crystallisation of Development Pipeline



## Sale of Cube Office Project in Berlin

#### Deal parameters

Throphy asset transaction generates significant profit

- Highly profitable forward sale of office property development to institutional investor Henderson
- Trophy asset deal terms reflect booming market conditions in Berlin
- Development and initial letting by CA Immo on behalf of buyer
- ~ 17,000 sqm gross floor area
- Total investment volume of approx. € 99 m (incl. plot)
- Construction start in 4Q 2016





All figures (€) as at 31 March 2017, unless otherwise stated

### ViE, Vienna







- Office investment portfolio expansion in core market Vienna
- Investment volume ~ € 38 m
- Rentable area 14,700 sqm
- Construction phase 3Q 2016 3Q 2018
- Expected yield on cost ~ 6.3%
- Excellent location between Vienna airport and city centre





All figures (€) as at 31 March 2017, unless otherwise stated

### Residential projects Lände 3, Vienna









- Laendyard Living (~ 18,400 sqm)
  - Joint venture with Austrian residential expert JP Immobilien
  - Investment volume ~ € 58 m; 270 apartments
  - Construction phase 3Q 2016 3Q 2018
- Wohnbau Süd (~ 14,100 sqm)
  - Forward sale to Austrian investor concluded
  - Investment volume ~ € 33 m; 220 apartments
  - Consruction phase 2Q 2016 2Q 2018

### Orhideea Towers, Bucharest



- Expansion of office investment portfolio in Bucharest
- Monetization of a prime plot with excellent public transport connections in the western part of the city
- Lettable area 36,900 sqm
- Investment volume approx. ~ € 74 m (incl. plot)
- Outstanding investment ~ € 55 m
- Expected yield on cost ~ 8.3%
- Construction phase 4Q 2015 1Q 2018









#### **APPENDIX**

#### Vienna



22

Landmarks

B Wien Mitte

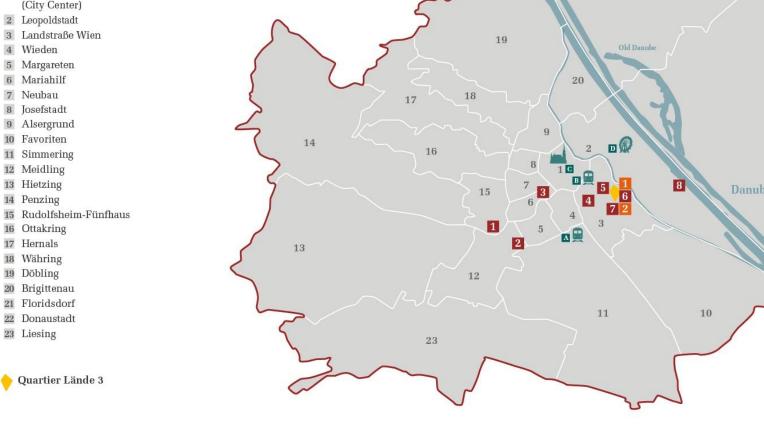
D Prater

E Airport

A Central Station

C Stephansdom

- CA IMMO-Projects under construction / in preparation
- 1 VIE
- 2 Laendyard
- Districts
- 1 Innere Stadt Wien (City Center)



CA IMMO Investment Properties

1 Linke Wienzeile

3 Mariahilfer Straße

6 Erdberger Lände 7 Silbermöwe

8 Donau Business Center

4 Rennweg 16 / Mechelgasse 1

2 Wolfganggasse

5 Galleria

21

#### Berlin



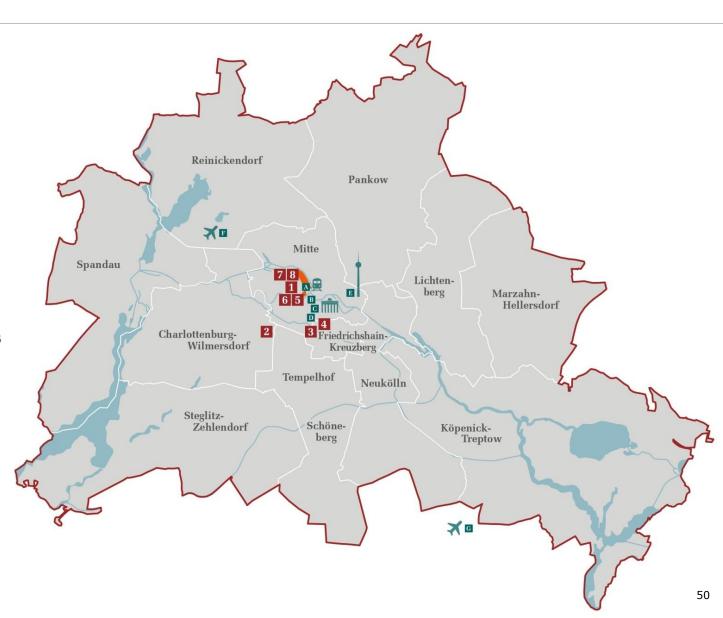


- A Central Station 🚊
- B Reichstag, Kanzleramt
- C Brandenburger Tor
- D Potsdamer Platz
- E Alexanderplatz \_\_\_\_
- F Airport Tegel 🛪
- G Airport Schönefeld 🛪

#### ■ CA IMMO Investment Properties

- 1 Kirchstraße 7
- 2 Joachimsthaler Straße 20
- 3 Königliche Direktion Schöneberger Straße 15
- 4 Hallesches Ufer 74-76
- 5 John F. Kennedy Haus
- 6 InterCity Hotel
- 7 Monnet 4
- 8 Tour Total

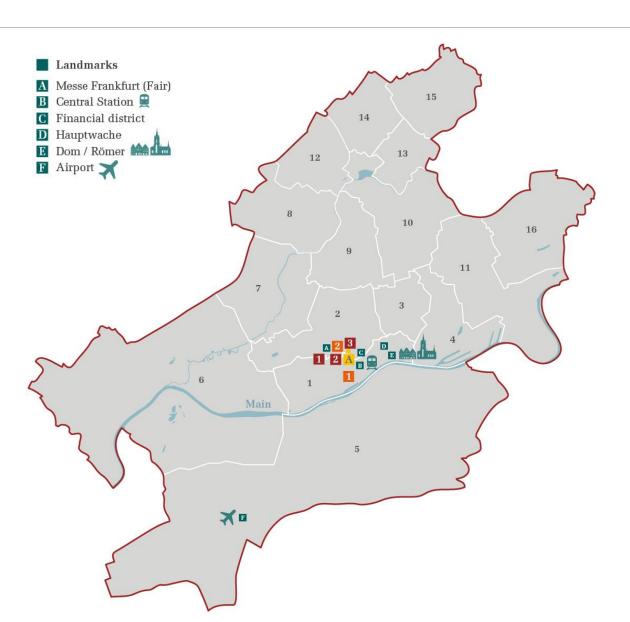




#### Frankfurt



- CA IMMO Investment Properties
- 1 Meininger Hotel
- 2 Skyline Plaza
- 3 Tower 185
- CA IMMO-Projects under construction / in preparation
- 1 Mannheimer Straße
- 2 Tower ONE
- CA IMMO Land reserve
- A Millenium Plot
- Districts
- 1 Innenstadt I
- 2 Innenstadt II
- 3 Innenstadt III
- 4 Innenstadt IV
- 5 Süd
- 6 West
- 7 Mitte-West
- / IVIIIIO VVOS
- 8 Nord-West
- 9 Mitte-Nord
- 10 Nord-Ost
- 11 Ost
- 12 Kalbach
- 13 Harheim
- 14 Nieder-Eschbach
- 15 Nieder-Erlenbach
- 16 Bergen-Enkheim



## Budapest



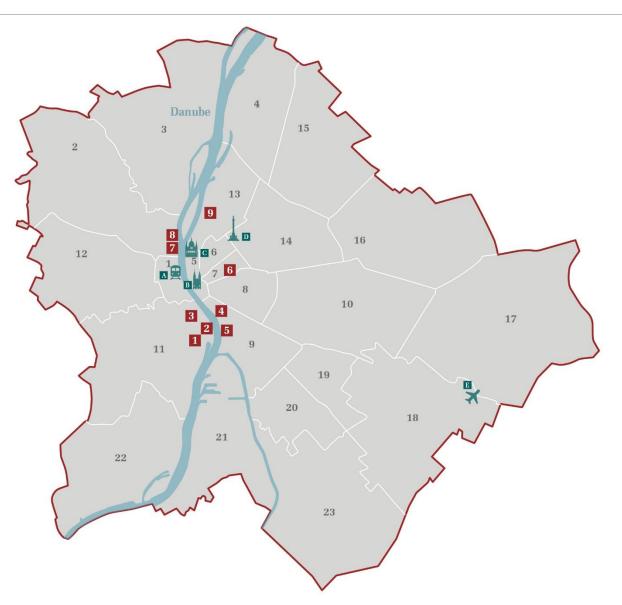


- A Central Station
- B St.-Stephans-Basilika
- C Parliament building
- D Hero Square
- E Airport

#### CA IMMO Investment Properties

- 1 IP West
- 2 Infopark A
- 3 Bartok Haz
- 4 City Gate
- 5 Millennium Towers
- 6 R 70 Office Complex
- 7 Vizivaros Office Center
- 8 Canada Square
- 9 Capital Square

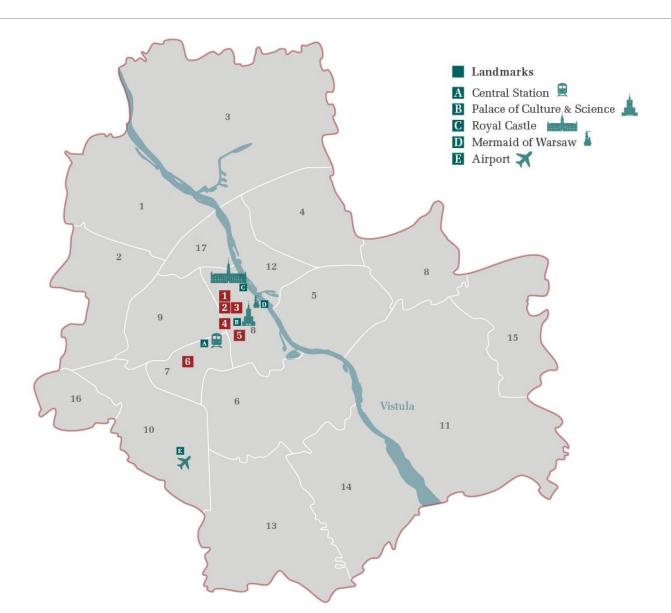
Districts (1. – 23. District)



#### Warsaw



- CA IMMO Investment Properties
- Saski Point
- 2 Saski Crescent
- 3 Sienna Center
- 4 Warsaw Towers
- 5 Wspolna
- 6 Bitwy Warzawskiej
- Districts
- 1 Bielany
- 2 Bemowo
- 3 Białołęka
- 4 Targówek
- 5 Praga Połudine
- 6 Mokotów
- 7 Ocha
- 8 Śródmieście
- 9 Wola
- 10 Włochy
- 11 Wawer
- 12 Prager Północ
- 13 Ursynów
- 14 Wilanów
- 15 Wesola
- 16 Ursus
- 17 Źoliborz

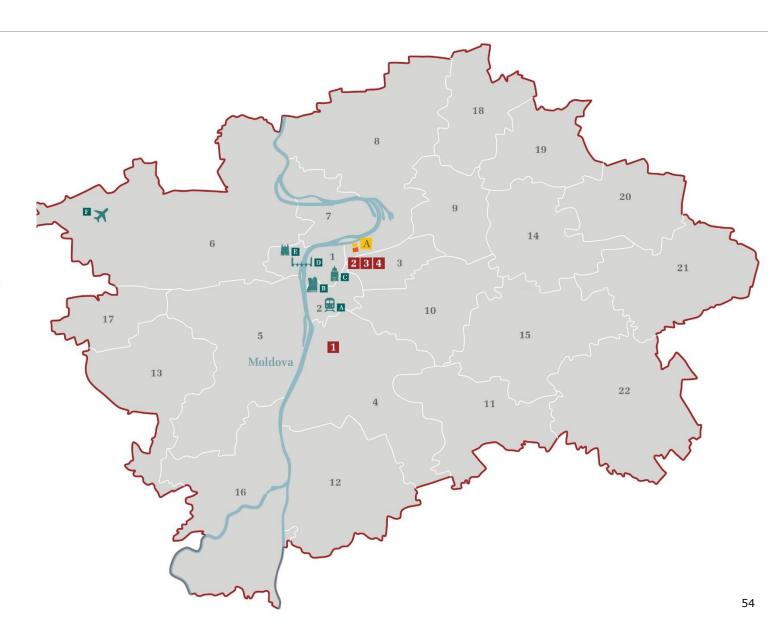


### Prague





- Central Station
- B Dancing House
- C National Museum
- D Charles Bridge
- E Prague Castle
- F Airport
- CA IMMO Investment Properties
- 1 Kavci Hory Office Park
- 2 Danube House
- 3 Nile House
- 4 Amazon Court
- **CA IMMO Land reserve**
- A Plot River City
- Districts (1. 22. District)
- River City

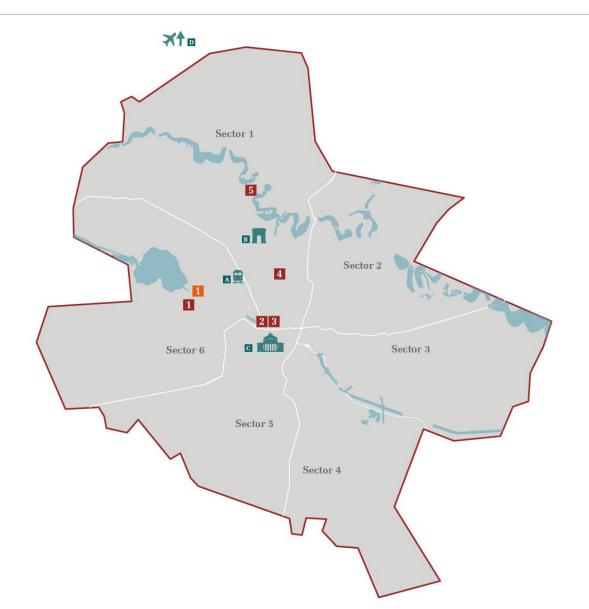


#### **Bucharest**





- A Central Station 🚆
- B Triumphal Arch
- Palace of the Parliament
- D Airport X
- CA IMMO Investment Properties
- 1 River Place
- 2 Opera Center 1
- 3 Opera Center 2
- 4 Europehouse
- 5 Bucharest Business Park
- CA IMMO-Projects under construction / in preparation
- Orhideea
- Sectors (1. 6. Sector)



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