

CA IMMO FY 2011 RESULTS

Dial In Details Thursday, March 15, 2012, 11 a.m. (CET)

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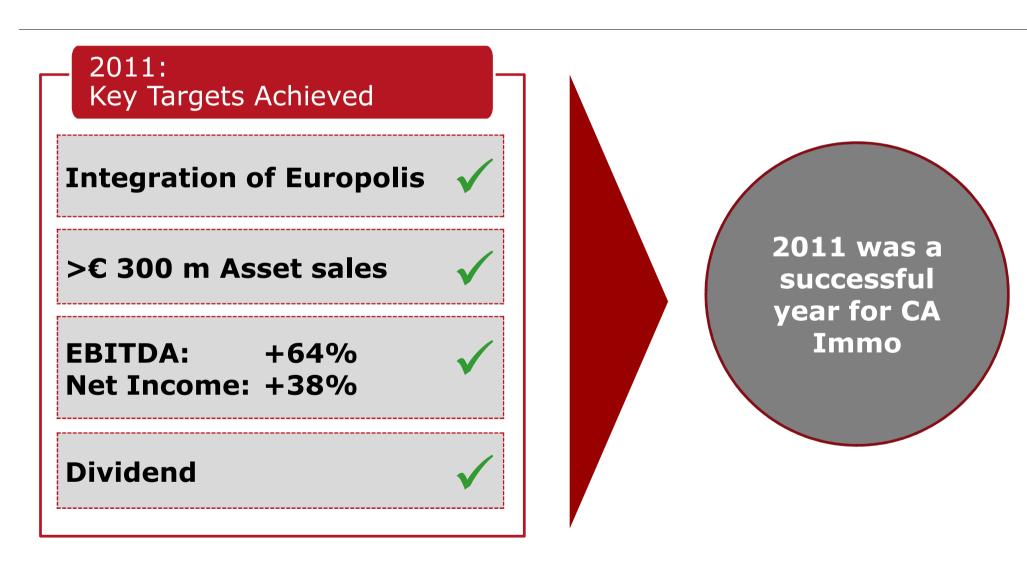
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Best regards, your IR-Team

Overview







THE PORTFOLIO

EUR 5.2 bn Property Assets as of 31.12.2011



in € m	Investment properties ¹	Assets under development	Properties held as current assets ²	Property assets	Property assets in %
Germany	1,502	771	92	2,365	45%
Austria	692	33	0	725	14%
Poland	660	32	0	692	13%
Hungary	409	12	0	422	8%
Romania	369	41	0	411	8%
Czech Republic	337	8	0	345	7%
Others	227	37	0	263	5%
CA IMMO	4,196	934	92	5,222	100.0%
Share in portfolio	80%	18%	2%	100%	

¹ Incl. own use properties

² Incl. properties intended for trading or sale

Portfolio Development 2010 to 2011



	 	Austria	Germany	Eastern Europe	Total
Property assets 31.12.2010	€ m	736.0	2,165.9	710.3	3,612.2
Acquisition of new properties	€ m	0.0	61.4	1,496.3	1,557.7
Investments in current projects	€ m	13.6	173.5	16.6	203.7
Investments in standing assets Change from revaluation/	€ m	14.1	8.3	15.4	37.9
impairment/depreciation	€m	- 4.1	67.8	- 16.7	47.0
Capitalised rent incentive	€ m	0.5	- 0.3	12.5	12.6
Disposals	€m	- 35.3	- 111.7	- 101.9	- 248.9
Property assets 31.12.2011	€m	724.8	2,364.9	2,132.4	5,222.2
Annual rental income ¹	€ m¦	37.1	90.1	138.3	265.5
Annualised rental income	€m	38.4	84.6	148.9	271.9
Economic vacancy rate Gross Initial Yield	%	9.3	8.4	15.4	12.6
(investment properties)	% [!]	5.6	5.2	7.4	6.3

⁶

Boost in Rental Income due to Europolis and Completed Projects



Rent Bridge 2	010 to 201	.1		
€ m	Austria	Germany	CEE / SEE	Total
2010	39.0	79.8	45.6	164.4
Changes from				i
ndexation	0.7	1.0	1.7	3.4
Change in vacancy rate or reduced rentals	- 1.0	0.7	- 0.9	- 1.1
ew acquisitions	0.0	0.0	89.3	89.3
ull-year rental for the first time	0.0	0.4	2.6	3.0
ompleted projects	0.2	11.7	0.0	11.9
bsequent rent payment	0.0	(5.8)	0.0	5.8
edevelopment	0.0	- 2.1	0.0	- 2.1
ale of properties	- 1.8	- 7.1	0.0	- 8.9
otal change in rental income	- 1.9	10.4	92.8	101.2
2011	37.1	90.2	138.3	265.6

Rent Outlook:

- Slight increase in rents (~2%) as additional rents from completions offset rents lost due to expected sales in CEE
- Tower 185: ~€ 8.8 m, Skygarden: ~€ 4.1 m
- Indexation Hesse Portfolio (+7.5% starting 1.1.2012)

Like For Like Development: Improvement in Occupancy Rate

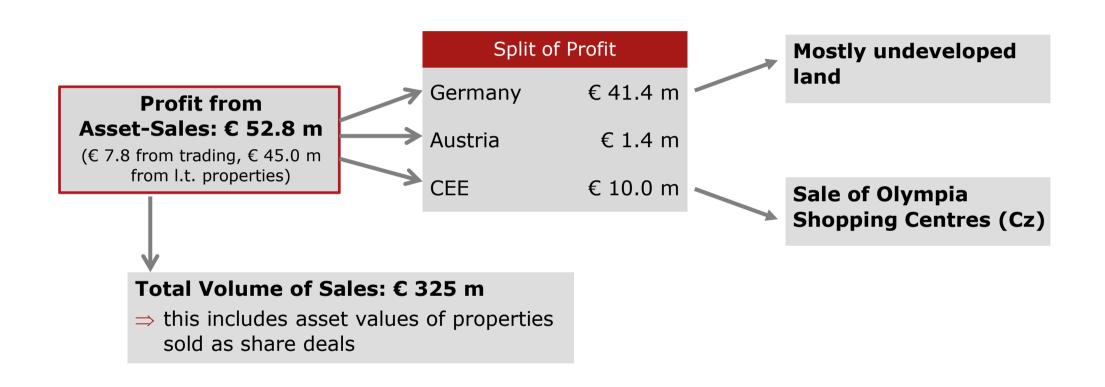


	Book \	/alues	Annualised Rental Income		Gross I		Occupancy rate	
€ m	2011	2010	2011	2010	2011	2010	2011	2010
Austria	680.6	702.1	38.3	36.0	5.6%	5.1%	91%	82%
Germany	1,315.0	1,334.9	72.5	70.8	5.5%	5.3%	99%	98%
Eastern Europe	687.8	677.6	54.1	50.2	7.9%	7.4%	88%	81%
Total	2,683.4	2,714.7	164.8	157.0	6.1%	5.8%	93%	88%

Note: Like-for-like comparison of those standing assets that were already part of the portfolio as of 31.12.2010

Over € 300 m of Assets sold in 2011





Target for 2012: € 300-350 m of property sales, split between Germany and CEE

Overview Revaluations



Split of Revaluation Result

Germany +€ 69.2 m Austria -€ 3.4 m CEE - € 16.7 m Total + € 49.1 m

Key Valuation Drivers Germany:

- Completions of developments (Skygarden, Tower 185)
- Hesse Portfolio

Break-Down Revaluations Eastern Europe

	Off	fice	Logis	tics	Hotel	Shopping	/ Other			
	Standing Assets	Develop ments	Standing Assets		_	Standing Assets	Develo	LOTAL	Standing Assets	Develo pments
Czech Republic	4.0	incires	ASSCIS	¦	-4.9	-0.7	0.3	-1.3	-1.6	0.3
Hungary	4.5		-3.5	i 0.3		-2.9		-1.7	-2.0	0.3
Poland	3.4	-0.4	-2.9	-0.5			!	-0.4	0.5	-0.9
Romania	6.4	-8.3	-5.2	-1.9		2.0	-1.5	-8.5	3.2	-11.7
Serbia	-3.7		!	-0.6		[i	-4.4	-3.7	-0.6
Slovakia	3.9	-0.3	 	i		i i	i i	3.6	3.9	¦ -0.3
Ukraine		T		-0.6			,	-0.6		-0.6
Bulgaria	-0.6	г				İ		-0.6	-0.6	
Croatia	-0.5							-0.5	-0.5	
Slovenia			I		-2.3	<u> </u>		-2.3	-2.3	<u>.</u>
	17.3	-9.0	-11.6	¦ -3.3	-7.1	-1.6	-1.3	-16.7	-3.1	-13.6



OVERVIEW DEVELOPMENTS

Breakdown of Assets under Development



Incl. Tower 185

	In Z	oning	Landbank Projects under (=zoned land) construction			To	tal	
in € m	Book value	in %	Book value	in %	Book / value	in %	Book value	in %
Austria	-	-	14.4	4.1%	18.4	4.8%	32.8	3.5%
Frankfurt	0.0	0.0%	141.6	39.9%	(273.5)	70.7%	415.1	44.4%
Berlin	68.7	35.7%	81.7	23.0%	72.1	18.6%	222.5	23.8%
Munich	104.1	54.1%	6.1	1.7%	-	-	110.1	11.8%
Rest of Germany	13.8	7.2%	9.3	2.6%	- 1	_	23.1	2.5%
Germany	186.6	97.0%	238.7	67.2%	345.6	89.3%	770.9	82.5%
Czech Republic	-	- {	8.1	2.3%	-	-	8.1	0.9%
Hungary	-	- !	12.4	3.5%	-	-	12.4	1.3%
Poland	- :	-]	17.7	5.0%	14.4	3.7%	32.1	3.4%
Romania	-	- 1	41.3	11.6%	-	-	41.3	4.4%
Serbia	-	-]	1.4	0.4%	-		1.4	0.1%
Ukraine	- :	-]	12.3	3.5%	-	<u>-</u>	12.3	1.3%
Slovakia	5.7	3.0%	8.9	2.5%	8.6	2.2%	23.2	2.5%
Eastern Europe	5.7	3.0%	102.1	28.7%	23.0	5.9%	130.8	14.0%
СА ІММО	192.3	100.0%	355.2	100.0%	387.0	100.0%	934.4	100,0%

Overview Projects under Construction



in € m	Book value	1	rentable	Expected value ¹		City	Main usage	Share	pre- let	planned comp- letion
Silbermöwe	18.4	22.3	18,860	47.6	5.7%	Vienna	Office	100%	0%	12/2012
Austria	18.4	22.3	18,860	47.6	5.7%		 	 	 	
Poleczki Business Park ² BBC 1 Plus	14.4 8.6	1				Warsaw Bratislava	Office Office	50% 100%		
Eastern Europe	23.0	29.2					 	 		
Mercedes Benz VD	12.4	57.7	26,380	76.9	5.3%	Berlin	Office	100%	100%	4/2013
TOUR TOTAL	42.3	45.2	24,737	91.9	5.3%	Berlin	Office	100%	100%	7/2012
InterCity Hotel	17.4	34.8	20,445	59.0	5.8%	Berlin	Hotel	100%	100%	9/2013
Skyline Plaza ^{2, 3,} Germany ⁴	47.6 119.7		36,154 107,716			Frankfurt	Retail, div.	50%	46%	8/2013
CA IMMO	161.1		152,841							

¹ Upon completion

² All statements refer to the 50 % share

³ Incl. Congress Center

⁴ Excl. Tower 185 (project), which was handed over to the tenant in January 2012 but still shown as Development on the 31/12/11 balance sheet



OVERVIEW FINANCIALS

2011: Significantly improved profitability

				1
in C mill	04 2011	2011	2010	Ch = 0/
in € mill.	Q4 2011	2011	2010	Chg. %
Rental Income	73.0	265.6	164.4	62%
Net Rental Income	63.5	227.1	138.6	64%
Result from sale of trading properties	2.9	7.8	30.5	-74%
Result from development services	0.1	0.6	0.6	2%
Other development expenses	-3.1	-7.3	-5.7	28%
Net operating Income	63.4	228.1	163.9	39%
Result from sale of l.t. properties	28.4	45.0	13.9	n.m
Indirect Expenditures	-13.0	-44.0	-33.9	30%
other operating income	7.1	17.4	6.5	n.m
EBITDA	85.8	246.4	150.4	64%
Depreciation / Impairments	-7.6	-10.5	-6.0	76%
Revaluations	2.8	49.1	32.1	53%
EBIT	80.9	285.0	176.5	62%
Financing Cost	-40.1	-161.0	-117.2	37%
Result from derivatives	-5.0	-22.5	-4.4	n.m
other Financial Result	1.3	5.5	14.0	-61%
EBT	37.0	107.1	68.8	56%
Taxes on income	-11.7	-39.4	-25.0	58%
Net Income	25.3	67.7	43.8	54%
thereof minorities	-3.1	5.0	-1.6	n.m
thereof parent shareholders	28.4	62.6	45.4	38%

2011 Highlights

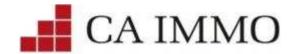
- Increase in Rental Income mainly due to Europolis
- Excellent result from property sales in Q4
- Revaluations: positives in Germany, negatives in CEE
- Significant negative effects from swap valuations
- Net Income up 38%
- Dividend of 38 Cents to be proposed

Balance Sheet



in € m	31.12.2011	31.12.2010	Change	Key Ratios
Investment properties	4,183	2,716	54%	Rey Ratios
Properties under development	934	791	18%	• NAV / Share: € 19.2 (+2.6 %)
Own used properties	13	14	-6%	NNNAV / Share: € 19.8 (+4.6 %)
Down Payment Europolis	0	136	-100%	higher increase due to deferred taxes
Other I.t. assets	173	125	38%	from Europolis
Properties intended for trading	34	45	-25%	 Net Debt: EUR 2,854.1 m
Properties held for sale	58	47	24%	 LTV (=Net Debt / Real Estate Assets)
Cash + s.t. securities	354	355	0%	= 54.7%
Other s.t. assets	168	151	11%	
Total Assets	5,917	4,379	35%	
Share Capital / Reserves / Ret. Earnings	1,685	1,642_	3%	
Minority interests	(125		>100%	• Europolis holds most of its assets in JVs with
Shareholders' equity	1,809	1,660	9%	minority partners, hence the increase in Minority Interests
Equity in % of b/s total	31%	38%	-7pp	··L
l.t. financial liabilities / bonds	2,487	1,888	32%	,
Other l.t. liabilities	574	353	63%	Includes € 136 m deferred purchase price for Europolis
s.t. financial liabilities	777	238	>100%	Lui opolis
Other s.t. liabilities	269	240	12%	
Liabilities + Equity	5,917	4,379	35%	

Financing Overview



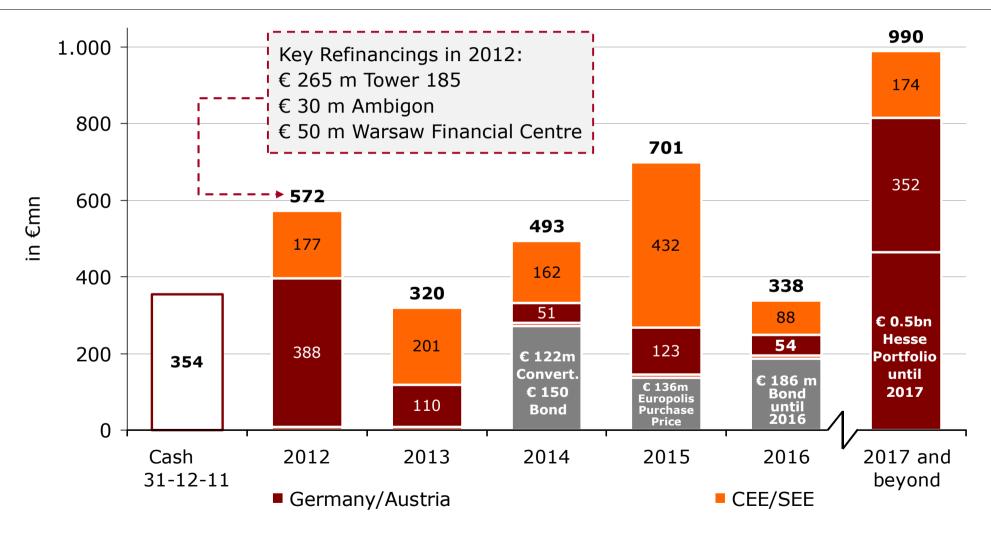
in € m	Book value Assets	Annuali- sed rents	Gross -yield in %	Outstanding financial liabilities	Financing costs ⁽¹⁾ in %	
Standing Assets		·				
Austria	691.9	37.7	5.5%	305.2	4.7%	44%
Germany	1,502.4	81.3	5.4%	788.1	4.3%	52%
Czech Republic	336.8	28.0	8.3%	244.0	4.0%	72%
Hungary	409.2	30.6	7.5%	168.8	3.9%	41%
Poland	659.9	44.4	6.7%	424.9	3.2%	64%
Romania	369.3	32.4	8.8%	225.0	4.4%	61%
Others	226.5	17.5	7.7%	117.9	6.5%	52%
Total	4,196.0	271.9	6.5%	2,273.9	4.2%	54%
	! !					
Development Assets	934.4	6.0		410.7	4.2%	44%
Properties held as current assets	91.7	0.8		0.6	5.4%	1%¦
Financing on parent company level	0.0	0.0		578.9	4.6%	n.a.¦
CA IMMO	5,222.2	278.6		3,264.0	4.3%	

- Financing Costs including direct hedges: 4.3%
- Financing Costs including Swaps without direct connection to a loan (=,,P&L Swaps"): 4.7%

¹ including costs of directly hedge instruments directly attributable to a loan

Debt Expiry Profile: € 3.4 bn Financial Debt*)



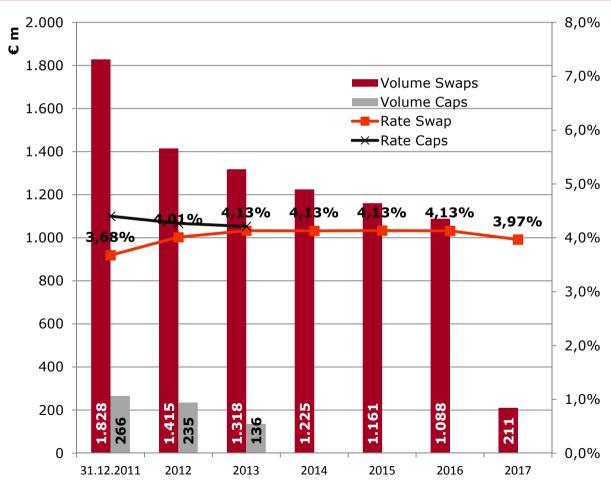


^{*)} including € 136 mn deferred purchase price for Europolis which is included under "other liabilities" in the balance sheet

Overview Interest Rate Hedges

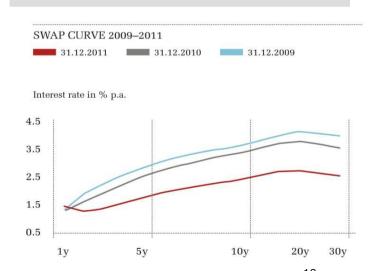


Outstanding Volumes Interest Rate Hedges



Note: figures show the expected outstanding amounts as of each year end based on the maturities of the instruments

- Swaps: € 1,828 m notional amount @ 3,7% fixed rate
- In total, 79% of the financial debt is hedged against interest rate risk (by derivatives or fixed rates)
- Average maturity of hedges: 4.4 years
- Negative Value of Swaps:
 €-184 m (= € 2.1 per share !)



Funds From Operations (FFO)



€ m	2011	2010
Net income before taxes before minorities	107.1	68.8
Depreciation and amortisation	10.6	6.0
Revaluation results	-49.1	-32.1
Foreign currency gain/loss	-0.3	-0.7
Correction At-Equity result	2.6	1.2
Valuation of financial instruments	22.6	3.1
Funds from Operations before taxes	93.4	46.4
Corporate income tax (actual tax)	-27.3	-25.9
Funds from Operations	66.2	20.5

- Profits from sales included as they form an integral part of the CA Immo business model
- Taxes: that part of the P&L tax expense of the period that is expected to become cash taxes ("actual tax")
- Minorities: tricky issue as the P&L line includes cash and non cash items – estimate: ~€ 11 m of the FFO can be attributed to minorities

Outlook



Rental Income

- Slight increase in rents (~2%) as additional rents from completions offset rents lost due to expected sales in CEE
- Focus on further reduction of vacancy in Eastern Europe

€ 300-350 m Asset Disposals

- Continuous reduction of land bank in Germany + Opportunistic sales in Poland
- Sales process for Tower 185 to start towards the end of 2012

Financing Market Key Challenge for 2012

- While no critical maturities are coming up, significantly tighter lending market expected for 2012
- Proceeds from sales to be used to reduce leverage



APPENDIX

Overview Standing Investments

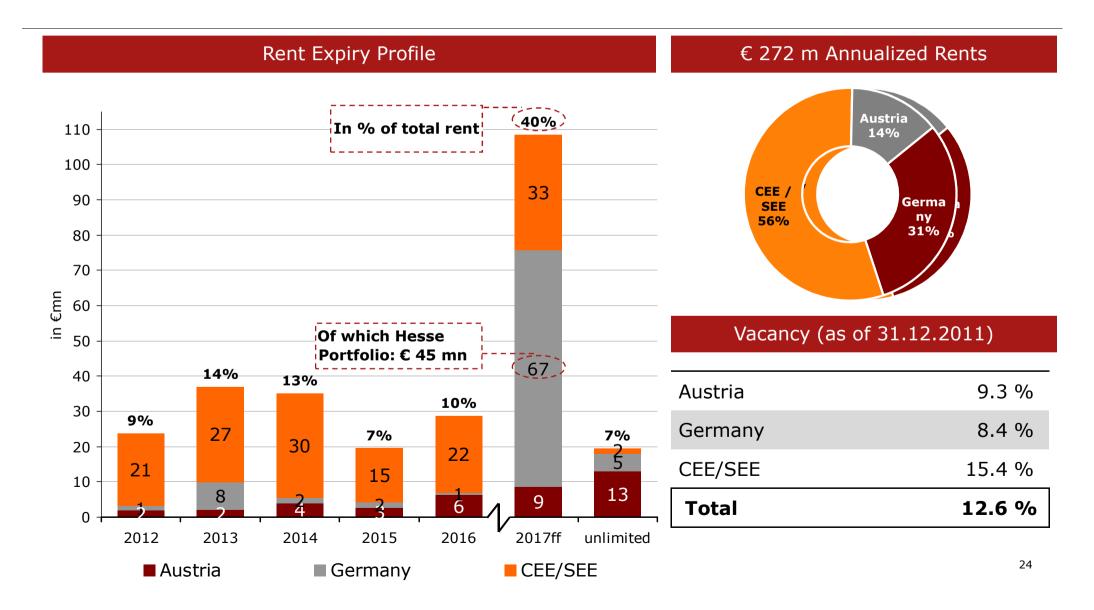


	Book val	ue	Occupancy Rate	Rental Income	Gross Initial Yield
	in € m	in %	in %	in € m	in %
Austria	682.2	16.3%	90.7%	35.9	5.6%
Germany	1,499.4	35.8%	91.6%	82.9	5.2%
Poland	659.9	15.8%	82.9%	25.0	8.0%
Hungary	409.2	9.8%	79.6%	27.2	7.3%
Romania	369.3	8.8%	84.4%	37.8	6.5%
Czech Republic	336.8	8.1%	91.5%	28.5	8.6%
Others	226.5	5.4%	85.2%	15.5	7.6%
Total	4,183.2	100.0%	87.4%	252.8	6.3%

¹ Excl. own use properties

CEE/SEE Segment Biggest Contributor to Rental Income





Overview largest tenants



	Sector	Region	Share ¹
Hesse (state of Germany)	Public administration	Germany	16%
Pekao S.A	banks	CEE	3%
PWC	Auditor	Germany	3%
Hennes & Mauritz GmbH	Fashion retail	Germany	3%
BIM Berliner Immobilienmanagement GmbH	Public administration	Germany	2%
Verkehrsbüro Hotellerie GmbH	Hotel sector	Austria	1%
IBM	IT	CEE	1%
Österreichische Post AG	Postal services	Austria	1%
ECM Hotel Operations Europort s.r.o. (final			
user Marriott)	Hotel sector	CEE	1%
Carrefour Romania SA	Retail	CEE	1%

¹ by annualised rental income

Key Figures Standing Investments Eastern Europe



in € m	Book Value	Annualised Rents	Occupancy Rate	Gross Initial Yield	Equivalent Yield
Poland	659.9	43.2	84%	6.5%	7.7%
Hungary	409.2	29.8	80%	7.3%	9.0%
Romania	369.3	31.7	92%	8.6%	9.4%
Czech Republic	336.8	27.0	83%	8.0%	8.0%
Serbia	89.0	6.9	93%	7.7%	9.0%
Croatia	62.4	5.0	91%	8.0%	9.0%
Bulgaria	45.3	2.8	63%	6.3%	9.5%
Slovenia	17.6	1.5	89%	8.7%	9.3%
Slovakia	12.2	0.9	89%	7.7%	8.0%
Total	2,001.7	148.9	85%	7.4%	8.5%
	ļ				
Office	1,573.9	111.9	86%	7.1%	i I
Logistics	301.5	23.3	76% į	7.7%	
Hotel	60.1	5.3	100%	12.7%	J
Retail	56.2 ¦	7.6 ¦	84%	9.4%	
Others	10.0 <u> </u>	0.9 ¦	100%	8.5%	, ,

Overview Landbank in Eastern Europe



in € m	Office	Logistics	Others	Total
Czech Republic	0.0	0.0	8.1	8.1
Hungary	0.0	12.4	0.0	12.4
Poland	2.2	15.5	0.0	17.7
Romania	20.7	8.3	12.3	41.3
Ukraine	0.0	12.3	0.0	12.3
Slovakia	8.9	0.0	0.0	8.9
Others	0.0	1.4	0.0	1.4
Total	31.9	49.8	20.4	102.1

Indirect Expenses

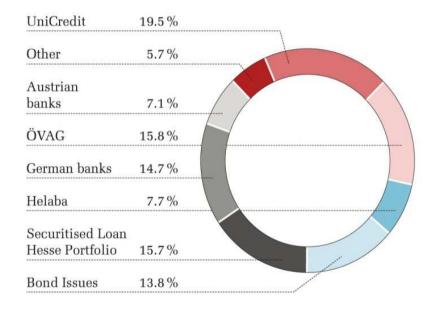


€ 1,000	2011	2010
Staff expenses	-32,220	-23,728
Office rent	-2,430	-2,232
Travel expenses and transportation costs	-1,347	-956
Others	-4,602	-4,012
Legal, auditing and consultancy fees	-11,343	-8,530
Other indirect expenses	-4,907	-6,322
subtotal	-56,849	-45,780
Capitalised services	12,108	10,773
Changes to properties intended for trading	696	1,084
Indirect expenditures	-44,045	-33,923

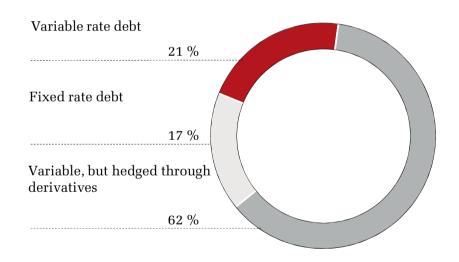
Financing



Break Down of Financial Debt by Sources



Fixed vs. Floating



Segmental Reporting 2011



	Austria		Germany		CEE / SEE						
	Standing	Develop		Standing	Develop		Standing	Develop		Holdi	
in € mill.	Assets	ments	Total	Assets	ments	Total	Assets	ments	Total		Group
Rental Income	36.9	0.2	37.1	71.2	18.9	90.2	132.3	6.0	138.3	0.0	265.6
Net Rental Income	32.5	0.2	32.7	66.4	15.3	81.7	110.6	3.0	113.6	0.0	227.1
Result from sale of											
trading properties	0.0	0.0	0.0	0.0	7.8	7.8	0.0	0.0	0.0	0.0	7.8
Result from development											
services	0.0	0.0	0.0	0.0	0.6	0.6	0.0	0.0	0.0	0.0	0.6
Other devel. expenses	0.0	-0.5	-0.5	0.0	-6.0	-6.0	0.0	-0.8	-0.8	0.0	-7.3
Net operating Income	32.5	-0.3	32.2	66.4	17.7	84.1	110.6	2.2	112.7	0.0	228.1
Result from sale of l.t.											
properties	3.6	-2.2	1.4	-0.8	34.4	33.6	9.0	0.9	10.0	0.0	45.0
Indirect Expenditures	-0.9	-0.7	-1.6	-3.9	-12.0	-15.9	-16.8	-4.5	-21.3	-11.7	-44.0
other operating income	0.4	0.0	0.4	4.9	2.9	7.8	7.7	2.1	9.8	4.9	17.4
EBITDA	35.6	-3.2	32.4	66.6	43.0	109.6	110.6	0.7	111.2	-6.8	246.4
Change y.o.y.	-6.7%	297.7%	-13.3%	30.6%	3.2%	18.3%	260.5%	-119.7%		-2.3%	63.8%
Depreciation	-3.9	-0.1	-3.9	-0.1	-5.2	-5.3	-0.7	-0.3	-1.0	-0.3	-10.5
Revaluations	-6.7	3.3	-3.4	13.6	55.6	69.2	-0.3	-16.3		0.0	•
EBIT	25.0	0.0	25.0		93.4	173.5		-16.0		-7.0	285.0
Financing Cost	-18.4	-1.2	-19.6		-29.7	-66.8		-8.6			-161.0
other Financial Result	-0.7	0.0	-0.7	-0.7	-9.6	-10.4	6.3	-5.5	0.9		-16.9
EBT	6.0	-1.2	4.8	42.3	54.1	96.4	42.0	-30.1	11.9	-5.9	107.1
Real Estate Assets	681	44	725	1,152	1,213	2,365	1,900	232	2,132	0	5,222



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