# CA IMMO

#### **INVESTOR PRESENTATION** KEMPEN & CO'S EUROPEAN PROPERTY SEMINAR NEW YORK

Wolfhard Fromwald, CFO Claudia Hainz, Investor Relations

New York, 17 & 18 March 2011

CA Immo Group at a Glance

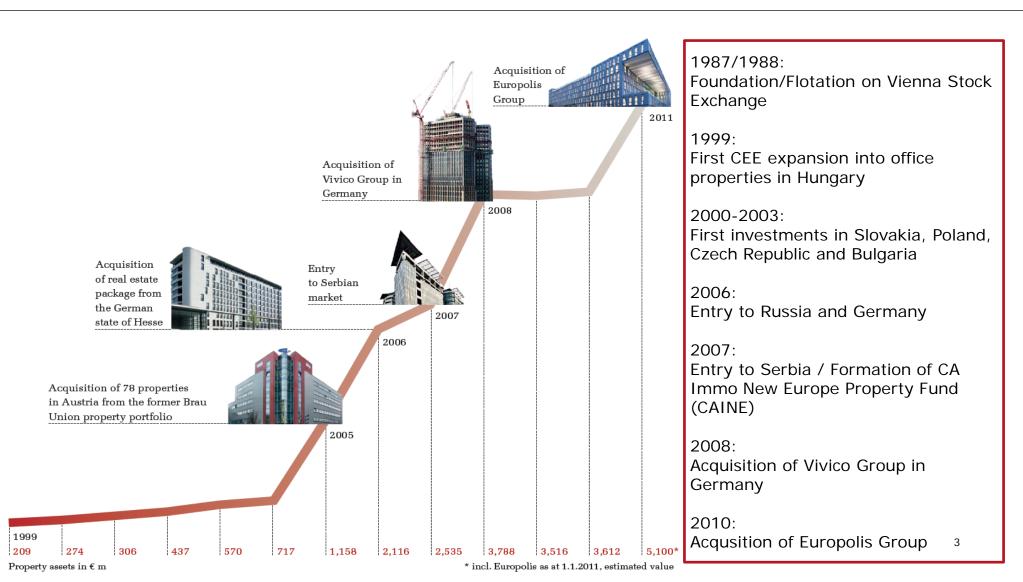




A leading Central European real estate company with a strong income producing portfolio and unique organic growth opportunities from developments

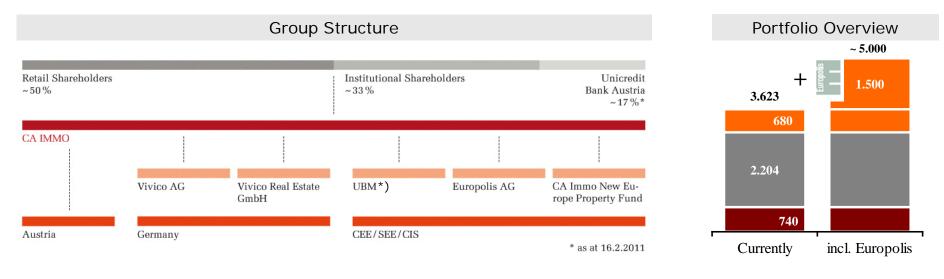
## More than 20 years of relevant experience





### **Clear Oranisational Structure**





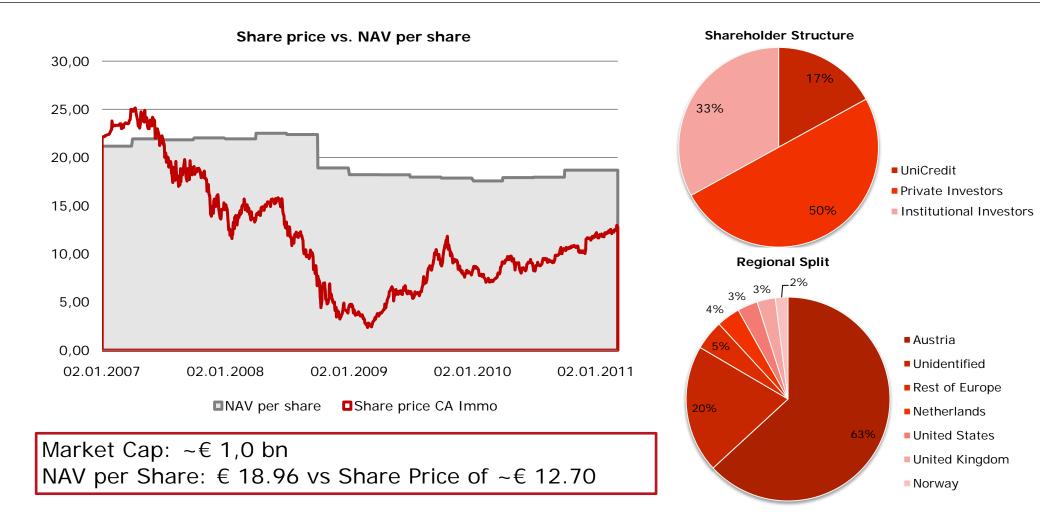
\*) Stake of 25% plus 4 shares

Clear focus on commercial properties, mainly offices

Substantial development assets in Germany (Vivico)

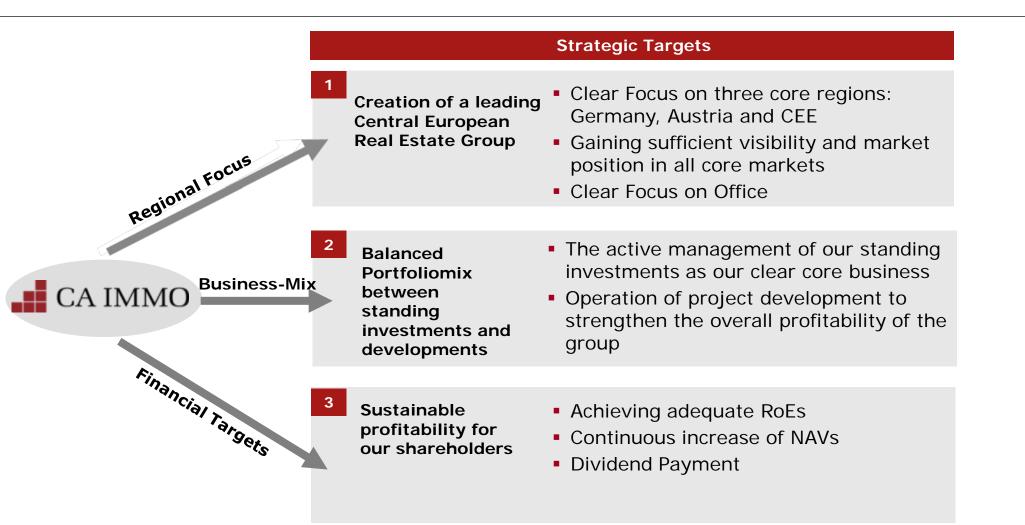
## Listed on Vienna Stock Exchange since 1988



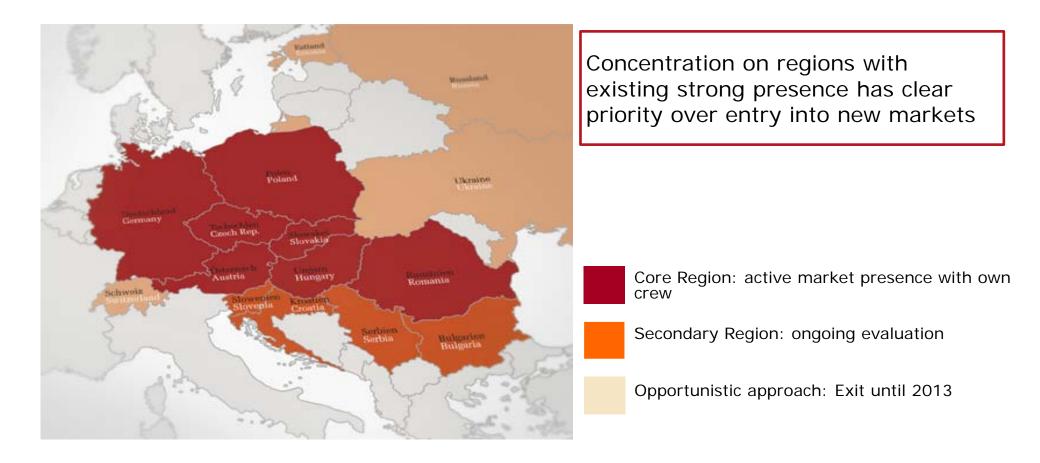


### Strategic Positioning



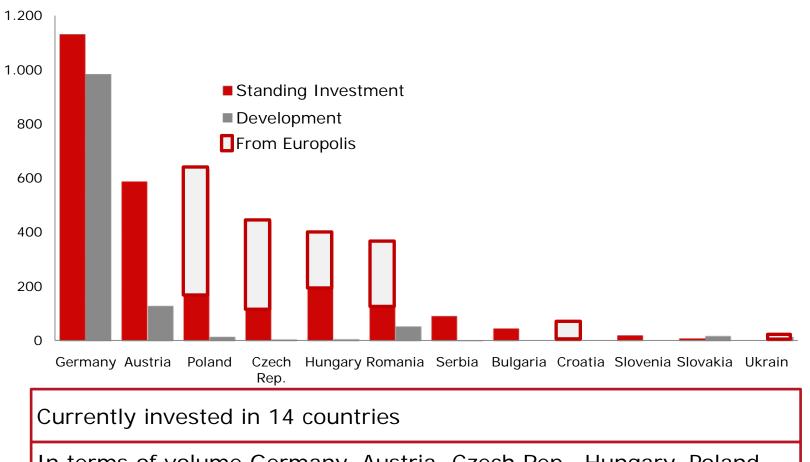


### Optimising and focusing the portfolio **CA IMMO**



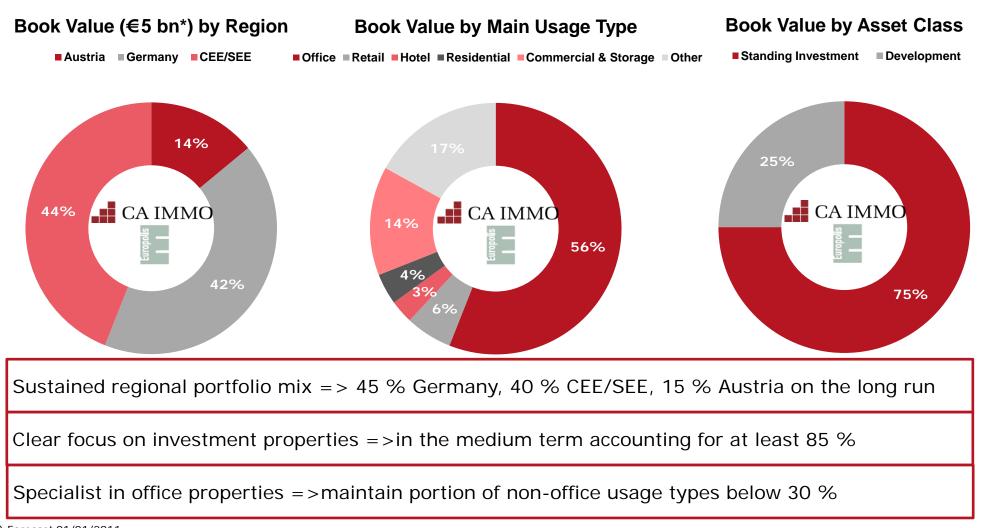
### Distribution of Book Value CA Immo Group by Region





In terms of volume Germany, Austria, Czech Rep., Hungary, Poland and Romania of relevance

### Establishing a balanced business mix CA IMMO



## CA IMMO

#### 2010 HIGHLIGHTS

# 2010: Operative and Financial Targets Met CA IMMO



Successful Merger between CA Immo International and CA Immobilien Anlagen AG



Significant progress in project development (ongoing construction, planning permissions)

More than 120,000 sqm new leases for standing investments obtained (incl. Post AG, Vienna)

Operational Performance on Track

Significantly Strengthened



Sales Volume > € 300m, significant profit

Highest EBIT ever, clearly positive Net Result

Financial Targets Met

#### 2010: Back to Black

in € m	2010	2009	Chg. %
Rental Income	164.3	177.0	-7.1%
Income from sale of trading properties	115.7	78.0	48.2%
Operating costs passed on to tenants	30.2	29.1	3.7%
Gross Revenues	313.0	288.7	8.4%
Expenses directly related to properties	-35.5	-35.0	1.5%
Book value of trading properties	-85.6	-68.2	25.6%
Net operating Income	164.9	164.0	0.6%
Result from sale of I.t. properties	3.4	9.2	-62.9%
Indirect Expenses net of capitalized services	-35.5	-39.6	-10.3%
Other op. Income	6.5	8.3	-20.8%
EBITDA	139.4	141.9	-1.8%
Revaluation/Impairments/Depr.	46.7	-129.1	n.m.
EBIT	183.3	3.0	>100%
Financing Cost	-117.4	-108.4	8.3%
other Financial Result	9.9	-29.1	n.m.
EBT	75.8	-134.5	n.m.
Taxes on income	-31.9	-0.2	n.m.
Minorities	-1.6	-57.8	-97.2%
Net Income (after minorities)	45.4	-76.9	n.m.

#### 2010 Highlights

- Reduction in rental income due to sales during 2009 in line with guidance
- Positive impact of property sales both in sales result as well as in revaluation result
- Highest EBIT ever
- High tax rate as sale and revaluation profits mainly taxable, while many negative charges are not

### Revaluation Result based on Tangible Facts



Revaluation	n result 2010: € + 46.7 m	
Austria: € 18.4 m	<ul> <li>Due to sales closed during 2010: € 6.9 m</li> <li>Due to sales agreed, but not yet closed: € 0.6 m</li> <li>Other reasons (yields, rents): € 10.9 m</li> </ul>	Revaluation
Germany: € 40.7 m	<ul> <li>Due to sales closed during 2010: € 7.8 m</li> <li>Due to sales agreed, but not yet closed: € 12.0 m</li> <li>Due to partial completion of Tower 185: € 17.0 m</li> <li>Other reasons (yields, rents): € 3.9 m</li> </ul>	profits are based on tangible facts
CEE/SEE: € -12.4 m	<ul> <li>Poland: € +17.7 m</li> <li>Hotels: € - 22.6 m</li> <li>Other reasons (yields, rents): € -7.5 m</li> </ul>	

#### Details on Standing Assets CEE/SEE



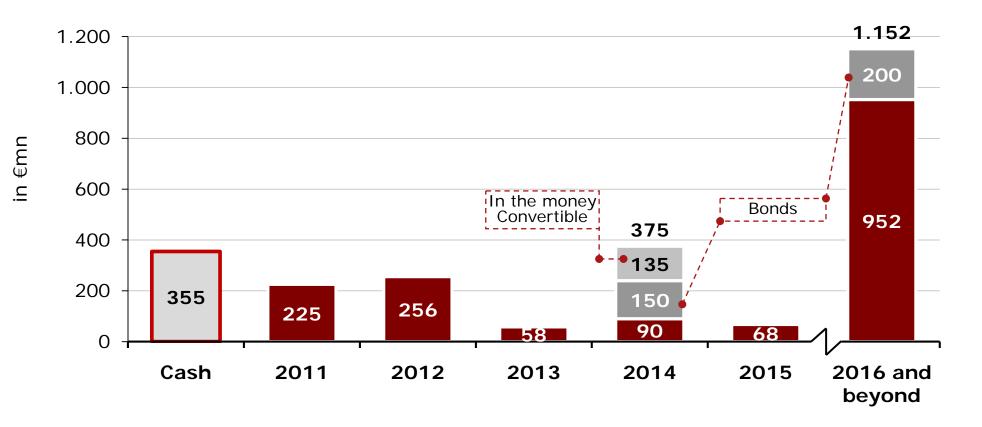
Hotels

Region	Acquisition costs (€ m)	Bookvalue		Revaluation 2010		ial Yield	Equivale	nt Yield
	31.12.2010 in € m	31.12.2010 in € m	in 6 m	in %	2009 in %	2010 in %		2010 in %
			<u> </u>		i!		I	
Poland	92.9¦	115.5	13.1					7.0%
Slovakia	20.0	9.5	0.3	3.3%	8.6%	9.4%	10.0%	9.6%
Hungary	217.1	192.1	1.3			6.7%	8.0%	8.1%
Czech Republic	87.4¦	57.9¦	(- 18.2	<b>)</b> – 23.9%	9.3%	11.8%	8.6%	8.8%¦
CEE	417.4 <sup>¦</sup>	375.0 <sup>¦</sup>	- 3.5	- 0.9%	7.0%	7.6%	8.1%	7.9%
	1		i					
Romania	91.5¦	90.3¦	0.5	0.6%	9.9%	9.8%	9.3%	9.1%
Bulgaria	25.8	19.7 <sup>¦</sup>	- 2.5	- 11.4%	10.7%	12.1%	9.3%	9.2%
Serbia	113.5	92.6!	2.7			6.1%		9.1%
Slovenia	46.1¦	19.9¦		<b>)</b> - 17.3%				9.3%
SEE	276.9	222.5	- 3.5	/		8.3%		9.1%
Portfolio - Like for Like <sup>1)</sup>	694.3	597.5	- 7.0	- 1.2%	7.4%	7.8%	8.5%	8.4%
	1							
Bulgaria	26.1¦	26.0¦	– 8.4	- 24.3%		1.3%		L
Poland	40.8	45.5	4.6			5.0%		7.7%
Romania	13.6		– 1.2			8.2%		10.0%
New Properties	80.5	80.1	- 5.0			4.2%		10.070
					1 1			i
Total	774.7	677.6¦	– 12.0	- 1.7%	7.4%	7.4%		1

#### **Debt Expiry Profile**



Financial debt: € 2.1 bn Breakdown by maturities:



15

#### Financial Guidance 2011



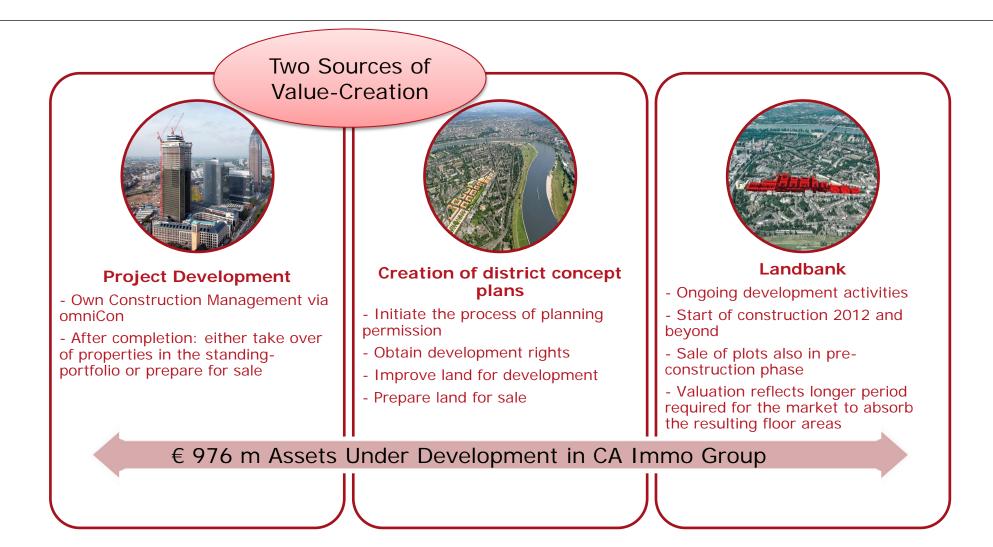


## CA IMMO

#### DEVELOPMENT PROJECTS

#### **Development Activities**





#### Reduction in Development Exposure due to Sales and Completions



Progress in development segment in 2010:	€ 791m Assets under Development
1 Gainful sales underpin value embedded in development assets and land bank	Under € 233 Construction
2 Development assets <sup>1)</sup> down to 23% of portfolio compared to 30% at the end of 2009	Advanced Preparations € 62
3 Nord 1 and completion of pedestal of Tower185 prove that CA Immo keeps time schedules and budgets	bank € 231
4 Continuous visible project pipeline as additional projects with significant pre leases will be started in 2011	Land in Zoning <b>€ 264</b> Process
	31.12.2010

1) Incl. assets held in the trading portfolio

#### Update Development Pipeline



#### Under Construction Germany

Town	Project Name	Туре	Share in %		Project Volume¹) €m	Bookvalue 31/12/10	Remaining invest- ments	Letable Area in m <sup>2</sup>	% pre- let	Start of con- struction	Intended completion
Frankfurt	Tower 185	Office	100%	Pre lease with PWC	€ 460	€ 315 (thereof € 115 developments, € 200 standing assets)	€ 121	100,500 sqm	63%	started H2 2008	H2 2010 / H1 2012
Munich	Skygarden	Office	50%	JV with OFB Pre lease with PWC	€ 61 (for 50%)	€ 52	€ 14	33,100 sqm	57%	Q1′2009	H2 2011
Munich	Ambigon	Office / Medical	100 %	Medical office, supermarket	€ 52	€ 27	€ 28	15,600 sqm	47%	Q1′2010	End of 2011
Berlin	Europaplatz	Office	100%	Total	€ 72	€ 25	€ 51	14,200 sqm (+parking for next stage of development)	100%	Q2 2010	End of 2012
Currently under Construction				€ 645	€ 419	€ 214	=> Expected Rent	al Val	ue: ~€ 41 m		

#### **Under Construction CEE**

Warsaw	Poleczki Business Park, Phase 2	Office	50	JV with UBM	20-25 (for 50%)	€ 10 (including remaining phases)	€ 20 (for Phase 2)	20.800 m²	Q4 2010	H1 2012
Bratislava	BBC 1 Plus	Office	100		27-30	€ 1	€ 25	15.900 m <sup>2</sup>	Q4 2010	Q3 2012
					~€ 50		~€ 45			

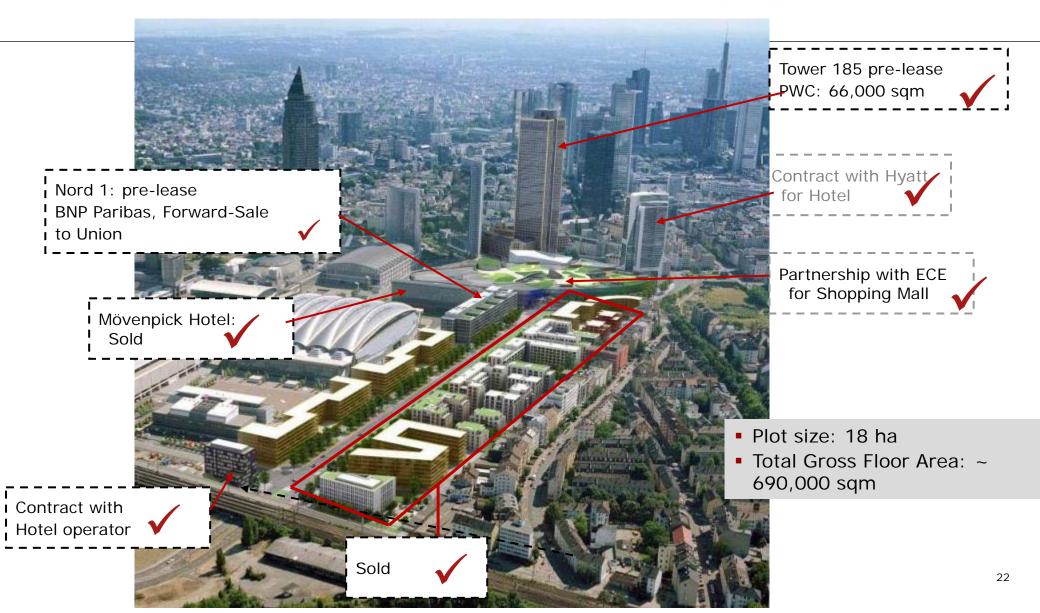
#### Update Development Pipeline



	Project Name	Туре	Share in %	-	Project Volume <sup>1)</sup> €m	Bookvalue 31/12/10	Remaining invest- ments	Letable Area in m <sup>2</sup>	% pre- let	Start of con- struction	Intended completion
-rankiiiri :	Skyline Plaza	Retail, Congress Center	50%	JV with ECE	€ 167 (for 50%)	€ 29 (for 50%)	€ 138	51,000 sqm	7%	H1 2011	H1/H2 2013
	Intercity Hotel	Hotel	100%	Steigenberger	€ 49	€ 11	€ 49	22,550 sqm	100%	H1 2011	H1 2013
Berlin M	MB HQ	Office	100%	Mercedes Benz	€ 70	€ 0	€ 70	33,300 sqm	100%	H2 2011	H1 2013
	Erlenmatt- Galerie	Shop. Centre	50% (Intention to reduce to 30%)	JV with Multidevelopment	€ 68 (for 50 %)	€ 15	€ 53	35,900 sqm	20%	H2 2011 (t.b.c.)	H1 2013

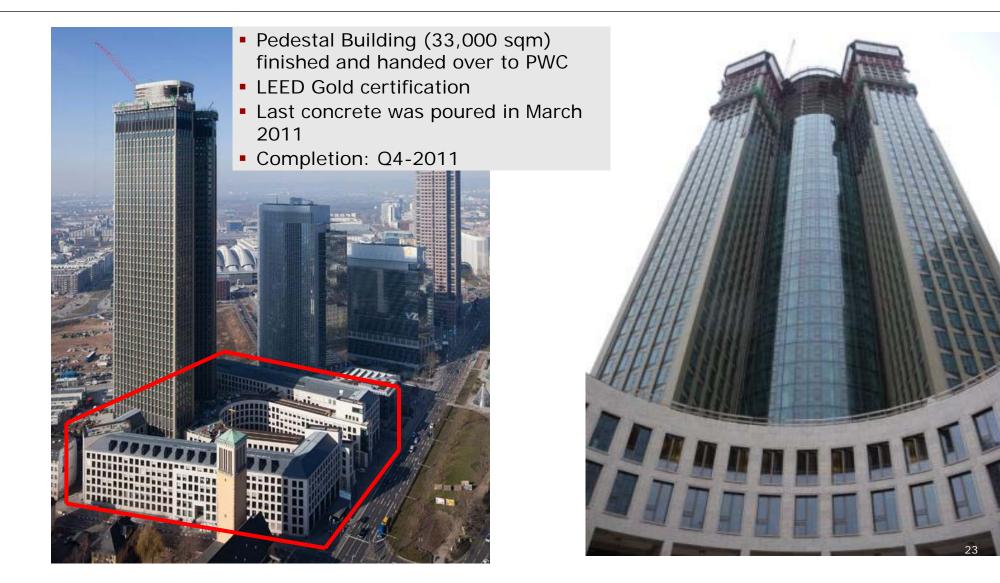
#### Frankfurt Europaviertel





#### Frankfurt: Development Progress Tower 185





#### Frankfurt Skyline Plaza: Building Permit Obtained, Start of Construction 2011 - CA IMMO



### Berlin, Intercity Hotel at Lehrter Bahnhof (Europacity)







- Largest Intercity Hotel in Germany
- 20 year contract with Steigenberger
- 8 stories, 410 rooms, 22,550 sqm lettable area
- Start of construction in 2011

## Under construction: Tour TOTAL at the Lehrter Bahnhof in Berlin





- Office building with 17 stories, 14,200 sqm letable area
- 100 % prelet to TOTAL, 15 year contract
- Green Building, DGNB Certification planned
- Planned completion: Q3 2012

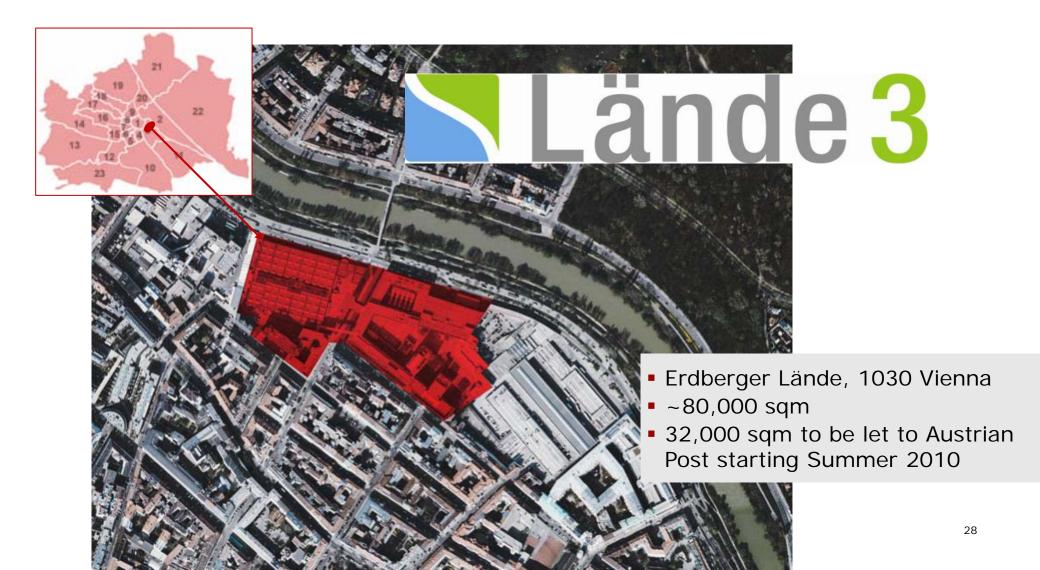
#### Start of construction 2011: Mercedes Benz Distribution Headquarter, Berlin



- Green Building , DGNB Silber angestrebt
- IO year rental contract starting 2013
- 26,000 m<sup>2</sup> surface areas
- € 70 m Investment-Volume
- Start of construction planned for fall 2011

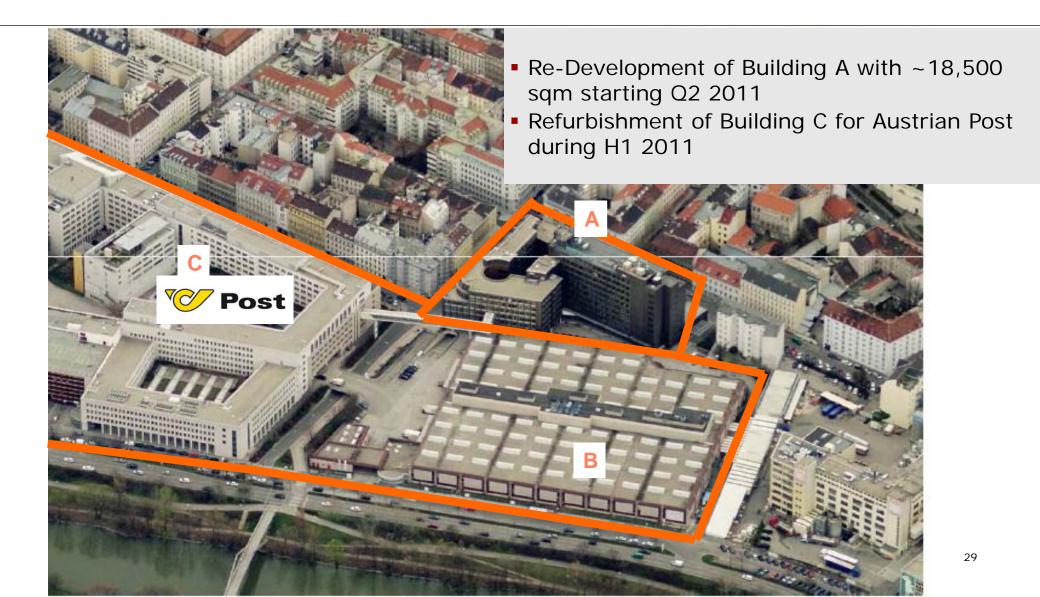
#### Vienna: Redevelopment Lände 3





#### Lände 3: Planned steps for 2011





## In total ~175,000 sqm of space rented in 2010



	Letting Success 2010		Germany	Austria	CEE/SEE	Total
sqm 100.000 90.000		Lettable area 31/12/2009 (sqm)	716,570	377,600	288,170	1,382,340
80.000	Reduction     due to re-     lease to Post	Vacancy End of 2009	3%	9%	19%	8%
70.000 - 60.000 -	I lease to Post ↓ AG	Lettable area 31/12/2010 (sqm)	708,740	360,760	319,570	1,389,070
50.000 - 40.000 -		Lettings in 2010 standing inv. <sup>1)</sup> (sqm)	32,440	30,080	66,470	128,990
30.000 - 20.000 -		Additional lettings effective in 2011 (sqm)	-	31,930	-	31,930
10.000	Germany Austria CEE/SEE	Pre-lettings of development projects (sqm)	~41,000	~5,000	-	~46,000
■ Va	acancy 31/12/2009 Vacancy 31/12/2010	Vacancy End of 2010	3%	16% <sup>2)</sup>	14%	11%

2010 leases for ~129,000 sqm of space were finalized for standing investments

Additionally pre-lettings of ~46,000 sqm for development projects signed

## CA IMMO

#### MARKET OUTLOOK

### Market Outlook 2011: GDP increase in CA Immo's core markets predicted CA IMMO

#### Eastern Europe

- Recovery is proceeding at different paces
- Fundamental growth potential exists
- Investment market remains at a low level
- Poland will remain as the most sustainable market in 2011/2012
- Czech Republic and Hungary close to 3 % GDP growth 2011/2012
- Romania will recover in 2012

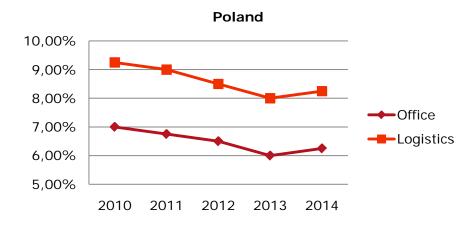
#### Germany & Austria

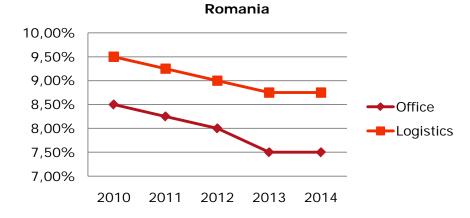
- Continuing strong economy, recovery will slow in 2011
- Germany will not stay on the very high GDP growth level of 2010, but will be still Europe's locomotive
- · Bottom seems also crossed in the real estate market
- Germany will be in the focus of real estate investors in 2011/2012

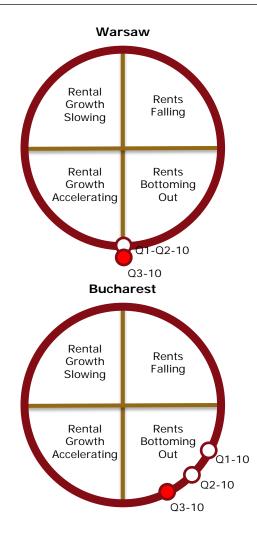
#### **Rental Market**

- Rental market remains challenging (especially larger areas)
- High quality properties have significant competitive advantages

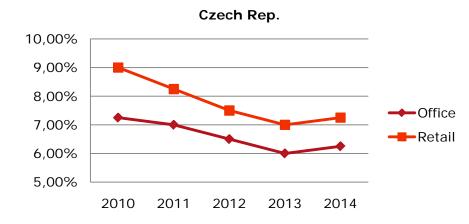
#### Yield Forecasts 2010-2014 Real Estate Office Watch – Q3-2010

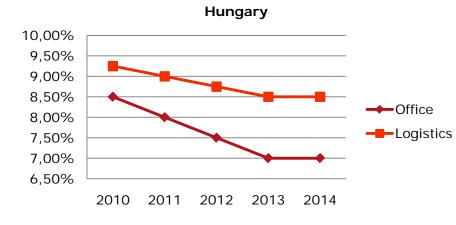


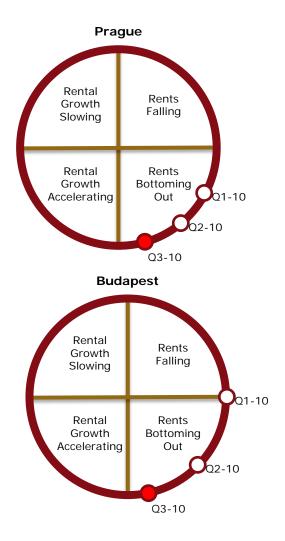




### Yield Forecasts 2010-2014 Real Estate Office Watch – Q3-2010 CA IMMO







## CA IMMO

#### BACKUP ACQUISITION OF EUROPOLIS

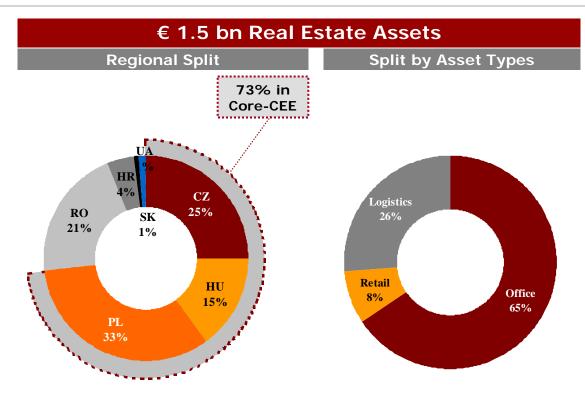
### Europolis Acquisition will Significantly CA IMMO Enhance the Profitability of CA Immo Group

#### Transaction based on Compelling Rationales >90 % of Europolis assets are income producing Portfolio rebalanced Ratio of income producing assets will increase from towards income 70 % close to 80 % producing assets CA Immo's cash balance is put to work Europolis standing assets offer attractive gross Significant Earnings and Cash initial yield of >7 % with significant upside Flow Accretion Low cost of debt of Europolis (~ 2.75 %) Payment of 50 % of the purchase price deferred for 5 Attractive Deal years at 3M Euribor + 1.0 % Structure enhances • € 75 mn subordinated debt granted by the seller stays **Return on Invested** in the company for 5 years at 3M Euribor + 0.9 % Equity Long-term fundamentals in CEE remain attractive **Right point in the** On a risk/return perspective currently better value than cycle to invest in CEE Austria or Germany Europolis is also headquartered in Vienna, which **Fast integration** significantly facilitates integration and visible cost Synergies from merging local platforms and back office reductions functions Currently Europolis is a bank and supervised as such by **Excellent Reputation** the relevant Austrian authorities and Corporate Governance Long lasting partnerships with EBRD, AXA and Union

Europolis is an excellent fit with CA Immo and a key step to improve profitability

## Portfolio Focused on "Core CEE" Countries





Key Portfolio Metrics (as of Dec 31 2009)						
Total Property Value:	€ 1,504 mn					
Thereof assets under development:	€ 114 mn					
Vacancy Rate:	~ 18 %					
Annualized Rental Income:	~ € 100 mn					
Gross Initial Yield:	~ 7.2 %					
	1,054,000					

Note: Russian Assets will remain with the seller

## Europolis Standing Assets offer attractive yields with significant upside



#### City Gate



#### **River Place**

#### Lipowy Office Park



#### Budapest Aerozone



#### Zagrebtower





# Strong Partnerships with EBRD, AXA and Union

		uropean Reconstruction and		Union Investment	An Real Estate	
Portfolio	E1	E2	E3	C1	P1	I1
Region	CSEE	CSEE, Ukraine	Romania, Serbia	Czech Republic, Hungary	Poland	CSEE
T	Europolis 65%	Europolis 65-75%	Europolis 65%	Europolis 51%	Europolis 51%	Europolis 100%
Investor	EBRD 35%	EBRD 25-35%	EBRD 35%	Union Inv. 49%	AXA IM 49%	_
Year of Opening	2001	2004	2005	2003	2006	1997
Standing Investment (€m)	449	242	17	276	275	132
Develop- ments ( <del>C</del> m)	63	65	1	0	0	0
Sum (€m)*	512	307	18	276	275	132

#### EBRD (E1, E2, E3)

- Partner since 2001
- Initially focus on developments
   Union (C1)
- Acquired stake in C1 portfolio in 2005 (transferred from E1 portfolio)
- Long term hold strategy
   AXA (P1)
- Acquired stake in September 2006

#### **Management Agreements**

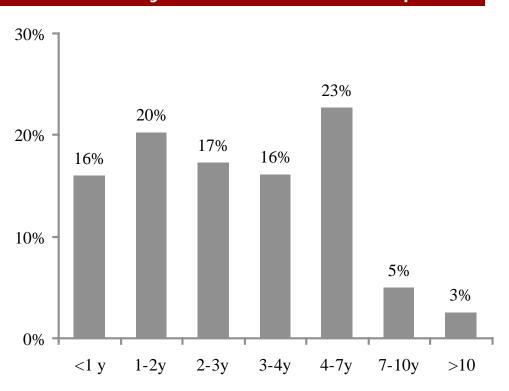
- Partnerships are based on Investment- and Management Agreements
- Europolis receives an annual management fee for its services

## Well Diversified Blue Chip Tenant Base

#### Top Tenants – Group

Grou	Renta Income		Rent Are	Parking Lots		
Tenant Name	Sector	in €k	%	sqm	%	#
Pekao S.A	Financial Services	6,931	7%	39,110	4%	480
Ahold CZ	Food Retail	4,154	_4%_	33,179	3%	0
NSN	Technology	3,434	_3%_	24,028	_2%	372
Deloitte	Financial Services	2,332	_2%_	11,332	1%_	126
Carrefour	Food Retail	2,183	2%	44,890	4%	20
IBM	Technology	2,144	2%	12,509	1%	186
Csemege A	Logistics	2,127	2%	30,260	3%	84
Orange	Telecommunication	1,872	2%	7,517	1%	56
Delamode	Logistics	1,245	1%	22,615	2%	28
British American Shared Services Europe S.R.L.	Financial Services	1,110	1%	5,449	1%	85
Wüstenrot	Financial Services	1,090	1%	5,989	1%	51
OTZ	Logistics	1,088	1%	19,469	2%	40
Total of Top 12 Tenants		29,710	29%	256,347	24%	1,528

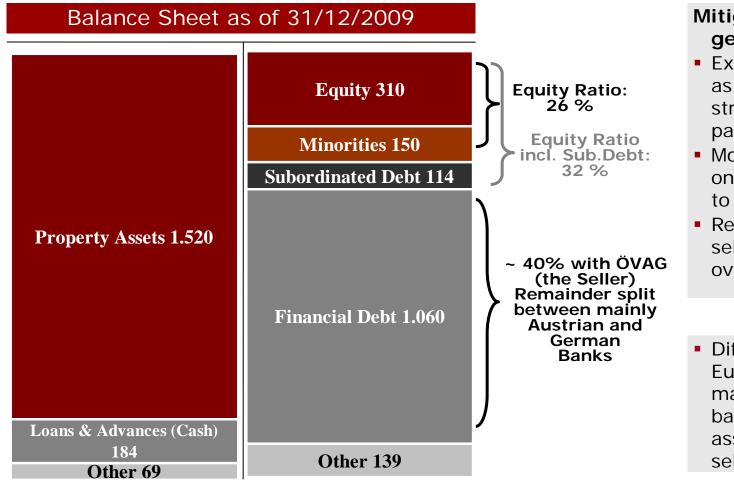
#### Maturity of Lease Terms – Group





## Balance Sheet Structure Europolis





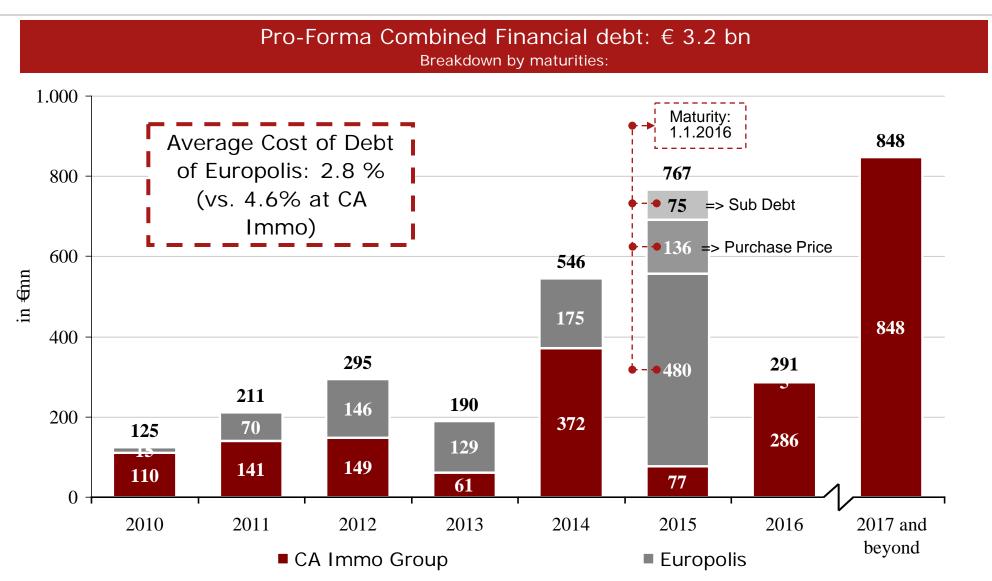
## Mitigants regarding high gearing of Europolis:

- Extension of debt maturities as part of the transaction structure (see following pages)
- Most of the debt is ringfenced on asset levels, no recourse to parent company
- Reduction of B/S size by selective disposals of assets over the next 18 months
- Differences to reported Europolis B/S as of 31/12/09 mainly due to carve out of bank segment and Russian assets, which are kept by the seller

### Total Assets: € 1,771 mn

**Combined Debt Expiry Profile** 





42

## Transaction Structure Optimizes Return on Equity for CA Immo



Purchase Price:	<ul> <li>€ 272 mn for 100 % of the Equity of Europolis AG</li> </ul>
Payment Terms:	<ul> <li>50 % at closing</li> <li>50 % deferred for 5 years at 3M Euribor + 1.0 %</li> </ul>
Expected Closing Date:	<ul> <li>January 1st, 2011 =&gt; Q1 2011 will be the first quarter including Europolis</li> <li>NPV benefit of these</li> </ul>
Further Elements:	<ul> <li>€ 75 mn subordinated debt granted by the seller will stay in the company for 5 years at 3M Euribor + 0.9 %</li> <li>CA Immo will immediately make a pre-payment of the cash-purchase price, which will earn interest of 6.13 % until closing</li> <li>Seller agreed to extend the maturities of all loans granted by him to five years</li> </ul>
Transaction Multiple incl. NPV Benefits: ~ 0,75x NAV	12 %     25 %       40     Discount       272     232       310       Headline     NPV Benefits       Economic     Equity       Purchase Price     Purchase Price





## 2010 P& L by Segment

	Standing Investments			Trading	Development					
in €mill.	Austria	Germ- any	CEE/ SEE	Total	Germany	Austria	Germ- any	CEE/ SEE	Total	Group Total
Rental Income	39.0	62.5	45.5	147.1	7.8	0.0	9.4	0.0	9.5	164.3
Direct property expenses + Net operating costs	-6.2	-7.8	-8.9	-23.0	-1.9	-0.2	-6.2	-0.3	-6.6	-31.5
Net operating Income (excl. property sales)	32.8	54.7	36.6	124.1	5.8	-0.1	5.4	-0.3	5.0	134.9
NOI in % of rental income	84.1%	87.5%	80.4%	84.4%	75.1%	n.m.	n.m.	n.m.	n.m.	82.1%
Result f. sale of properties	1.0	0.1	0.0	1.1	30.0	0.0	2.3	0.0	2.3	33.4
Costs <sup>(1)</sup>	-7.1	-2.2	-9.3	-18.6	-0.7	-0.4	-13.7	-2.0	-16.1	-35.5
Other op. income	0.4	0.4	2.3	3.2	0.6	0.0	2.8	0.0	2.8	6.5
EBITDA Change y.o.y.	27.1 -27.2%	53.1 -9.2%	29.6 2.7%	<b>109.7</b> -11.8%	<b>35.7</b> 87.1%	-0.5	<b>-3.3</b> <i>n.m.</i>	<b>-2.2</b> <i>n.m.</i>	-6.0 n.m.	<b>139.4</b> -1.8%
Revaluation/ Impairments/Depr.	19.4	-2.4	-17.3	-0.3	-1.2	-1.8	42.5	4.8	45.4	43.9
EBIT	46.5	50.7	12.3	109.5	34.5	-2.4	39.2	2.6	39.4	183.3
Financial Result	-16.2	-37.4	-27.2	-80.8	0.0	-0.1	-24.1	-2.6	-26.7	-107.6
ЕВТ	30.3	13.3	-14.9	28.7	34.4	-2.5	15.1	0.0	12.7	75.8
Real Estate Assets 1) Indirect costs net of capitalized services	714.4	1,338.1	677.6	2,730.1	45.3	21.6	782.4	32.7	836.8	3,612.2

(1) Indirect costs net of capitalized services

## Rental Income Bridge

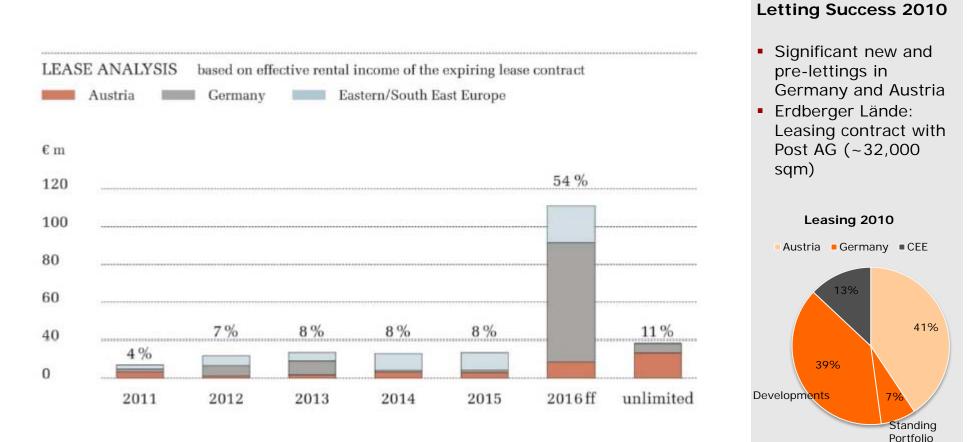


€m	Austria	Germany	CEE/SEE	Total	
Rental Income 2009	46.2	90.5	40.3	177.0	
		(			Thereof Siemens / Lände 3: € -4.5 mn
Change					
Indexation	0.8	0.5	1.2	2.4	
Change in vacancy and rents	(-5.7	-3.2	-1.0	-9.9	-€ 1.3m rent free
Like-for-like change	-4.9	-2.7	0.2	-7.5	period Königliche Direktion / Berlin € 1.4m due to new
		·			vacancy in office
Whole-year rental for the first time	0.0	0.0	4.6	4.6	building in Stuttgart
Completed projects	0.0	1.3	0.5	1.7	
New acquisitions	0.0	0.1	0.0	0.1	
Sale of properties	-2.2	-9.4	0.0	-11.5	
Total Change	-7.1	-10.8	5.3	-12.6	
Rental Income 2010	39.0	79.8	45.5	164.3	

## Long Term Rent Expiry Profile Provides Stable Cash Flow Basis



#### Rent Expiry Profile (Group-level) as of December 31, 2010



## Sales ahead of target, focus on nonincome producing assets

Sales closed in 2010 Shown as profit from sales in P&L Revaluation Sales in 2010 Economic Margin over Book-In € mn Sales value **Profit** of assets sold Result Bookvalue **Trading Portfolio** (84.8)30.9 30.9 36.4% 115.7 Long term Properties 206.7 (203.3)3.4 14.718.1 8.3% 49.0 322.4 (288.1)34.3 14.7 16.2% Thereof: Non Income Producing 231.1 (207.9)23.2 7.8 31.0 14.3% Income Producing 91.3 (80.2)6.9 18.0 20.7% 11.1 16.2% 322.4 (288.1)34.3 14.749.0 Thereof: 37.5 (36.5)18.2% Austria 1.0 6.9 7.9 284.9 (251.6)33.3 7.8 41.1 15.8% Germany 16.2% 322.4 (288.1)34.3 14.7 49.0 48

CA IMMO

## **Details on Financial Result**

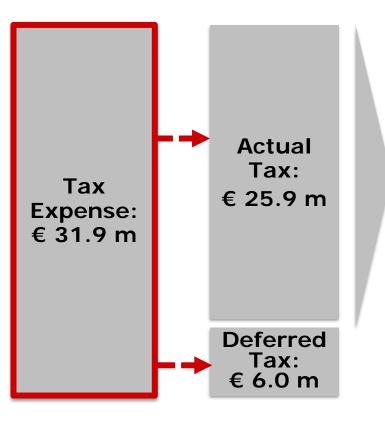


€m	2010	2009	Change	h lagrage meinly due to bonde
Financing costs Foreign currency gain/loss	(-117.4 0.7	•-108.4 2.6	8.3% -70.9%	<ul> <li>Increase mainly due to bonds issued in Q4'09</li> <li>Includes € 12 m interest expense for Fair Vale Swaps where there is no direct loan attached</li> </ul>
Result from interest derivative transaction	ns <b>( -4.4</b>	· -30.1	-85.2%	<ul> <li>Non cash valuation result</li> </ul>
Result from financial investments	(14.4)	8.8	63.4%	·
Impairment of financial investments	-0.8	-3.1	-75.5%	Includes interest earned on deposit for Europolis acquisition
Income from associated companies	-0.3	-7.3	-95.5%	<ul> <li>Higher income from s.t. securities as values rebounded</li> </ul>
Non-controlling interests held by limited partners	0.2	0.1	n.m.	L
Financial result	-107.6	-137.5	-21.8%	

- Average cost of debt: 4.71% (YE2009: 4.74%)
- This includes directly attributable interest rate hedges, but not the cost of Swaps classified as Fair Value Hedges
- Capitalized interest cost for assets under developement: € 6.9 m

# High tax rate mainly due to profitable sales in Germany





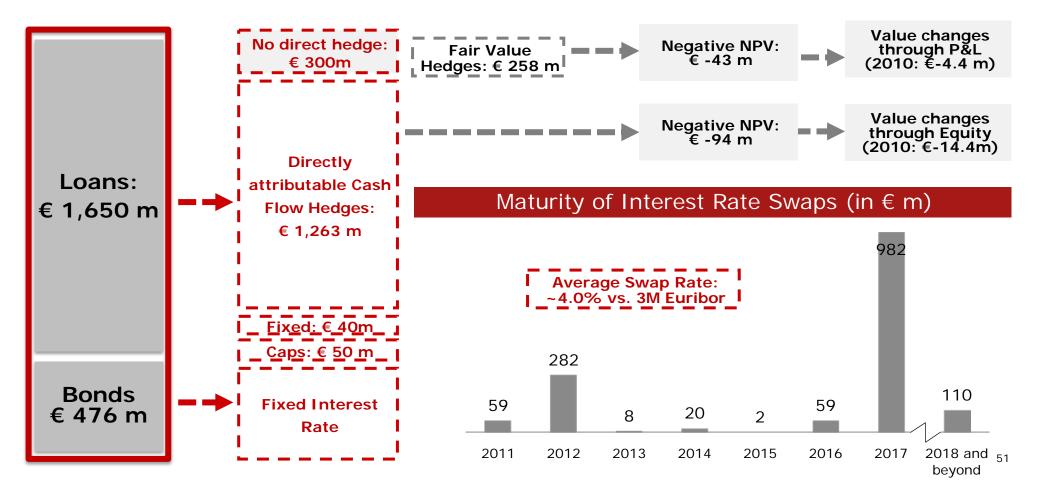
<u>€ m</u>	Austria (	Total		
Taxable income	26.0	88.8	10.4	125.1
Tax losses	(86.2)	(25.3)	(17.5)	(129.0)
Tax result	(60.2)	63.4	(7.1)	(3.8)
Actual tax	(0.2)	(23.6)	(2.1)	(25.9)

- Tax expense mainly due to profit from sales in Germany, as local tax bookvalues of assets sold are considerably lower than IFRS fair values
- This also applies to cash tax expense
- Going forward, difference between Fair Values and (historic) tax bookvalues should decrease as own developments make up larger share of property sales
- With Europolis, higher relative contribution from lower tax CEE/SEE segment will further decrease overall effective tax rate

# Details on Interest Rate Hedging Situation



 The net-nominal value of all hedge instruments and fixed rate liabilities is equal to ~98% of the financial liabilities



## NAV/Share Growth of +4.6% helped by CA II Transaction

<u>in</u> € m	31.12.10	31.12. 09	Change
Investment properties	2,716.2	2,409.6	13%
Properties under development	790.6	962.5	(18%)
Own used properties	13.6	14.2	(5%)
Down Payment Europolis	136.2	0.2	n.m.
Other I.t. assets	125.4	141.8	(12%)
Properties intended for trading	45.3	122.9	(63%)
Properties held for sale	46.5	6.0	673%
Cash + s.t. securities	358.6	504.1	(29%)
Other s.t. assets	147.0	149.3	(2%)
Total Assets	4,379.5	4,310.7	2%
Share Capital / Reserves / Ret. Earnings	1,641.8	1,559.0	5%
Minority interests	18.2	170.2	(89%)
Shareholders' equity	1,659.9	1,729.2	(4%)
Equity in % of b/s total	37.9%	40.1%	(6%)
I.t. financial liabilities / bonds	1,888.3	1,852.2	2%
Other I.t. liabilities	352.8	347.4	2%
s.t. financial liabilities	236.9	124.3	91%
Other s.t. liabilities	241.5	257.6	(6%)
Liabilities + Equity	4,379.5	4,310.7	2%

#### **NAV Bridge** 131 -14 45 52 Strike Price: **1.772** € 11.58 1.642 1.559 Equity CA II Net Profit Hedging Equity Excercise of Diluted Equity 31.12.09 Consolidation Result 31.12.10 Convertible 31.12.10 Shares: Shares: Shares: 87.258.600 87.856.060 99.513.889 **Diluted** NAV / Share: NAV / Share: NAV / Share: +4.6% 17.87 18.69 17.80 52



## Funds from Operations (FFO)

€m	2010	2009	
Net income before taxes before minorities	75.8	-134.5	
Depreciation and amortisation	3.7	10.4	
Revaluation result	-46.7	129.1	
thereof result from revaluation of sold properties	( 14.7	, 8.5	<ul> <li>Economically part of</li> <li>sales profit, therefore</li> <li>added back</li> </ul>
Foreign currency gain/loss	-0.7	-2.6	
Corr. At-Equity income	1.2	8.3	
Valuation of financial instruments	3.1	28.5	
Funds from Operations before taxes	51.0	47.7	
Taxes paid	(-44.6	-12.2	<ul> <li>Due to sales in</li> <li>Germany (see separate slide)</li> </ul>
Funds from Operations	6.4	35.5	

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