



CA IMMO Q3 2012 RESULTS

Dial In Details

Wednesday, November 21, 2012, 2 p.m. (CET)

Dial In Numbers

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Best regards, your IR-Team

Q3 2012: Operative development remained positive

in € m	Q1-012	Q2 -12	Q3 -12	Q1-Q3 2012	Q1-Q3 2011	Chg. %
Rental Income	72.4	68.3	71.4	212.2	193.7	9.5%
Net Rental Income	63.1	58.6	65.4	187.1	164.2	13.9%
Result from hotel operations	0.0	0.0	0.3	0.3	0.0	n.a.
Result from sale of trading properties	3.3	0.2	0.5	4.0	4.7	-15.7%
Result from development services	0.4	0.2	0.7	1.3	0.4	206.5%
Other development expenses	-1.2	-0.9	-0.8	-2.8	-3.7	-22.8%
Net Operating Income	65.6	58.1	66.1	189.8	165.7	14.5%
Result from sale of I.t. properties	1.9	1.5	2.5	5.9	16.2	-72.0%
Indirect Expenditures	-9.2	-10.2	-9.7	-29.2	-31.0	-5.9%
Other operating income	2.1	3.0	3.1	8.2	9.2	-11.1%
EBITDA	60.3	52.4	62.0	174.7	160.1	9.1%
Depreciation / Impairments	-0.8	-2.2	-0.5	-3.6	-5.9	-38.9%
Revaluations	-19.6	25.0	0.4	5.8	46.4	-87.5%
EBIT	39.9	75.2	61.8	176.8	200.6	-11.8%
Financing Cost	-44.4	-42.1	-42.0	-128.4	-120.9	6.3%
Result from derivatives	-1.6	-4.5	-4.1	-10.1	-17.4	-42.0%
other Financial Result	24.4	-3.7	0.2	21.0	4.3	n.a.
EBT	18.3	25.0	16.0	59.2	66.5	-11.0%
Taxes on income	-4.6	-16.7	-0.2	-21.5	-27.7	-22.4%
Net Income	13.7	8.3	15.8	37.8	38.9	-2.8%
thereof minorities	-3.6	-0.8	3.1	-1.2	8.2	-115.3%
thereof parent shareholders	17.3	9.1	12.6	39.0	30.7	27.2%

Q3 Highlights

- NOI in Q3 returned to Q1 level (in Q2 write offs regarding revenues from hotels in CZ)
- Result from hotel operations includes Prague and Pilsen
- Revaluations flat in Q3
- Swap revaluations still negative (€ -4.1m)

Funds From Operations (FFO)



€ m	9M 2012	9M 2011
Net income before taxes before minorities	59.2	66.5
Depreciation and amortisation	3.6	5.9
Revaluation results	-5.8	-46.4
Foreign currency gain/loss	1.2	1.7
Correction At-Equity result	-1.0	1.2
Valuation of financial instruments	16.7	19.3
Funds from Operations before taxes	74.0	48.3
Corporate income tax (actual tax)	3.1	-7.0
Funds from Operations	77.1	41.2
One-off effect in financial result	-20.8	-
Funds from Operations (adjusted)	56.3	41.2

- Positive effect in actual taxes as actual tax payments were deferred (and hence moved to deferred taxes)

- Transaction lowered actual financial liabilities, but is a one-off

Balance Sheet



in € m	30.9.12	31.12.11	Change
Investment properties	4,369	4,183	5%
Properties under development	737	934	-21%
Hotel and own used properties	40	13	>100%
Other I.t. assets	193	173	12%
Properties intended for trading	36	34	5%
Properties held for sale	173	58	>100%
Cash + s.t. securities	250	354	-29%
Other s.t. assets	322	260	-24%
Total Assets	5,911	5,917	0%
Share Capital / Reserves / Ret. Earnings	1,672	1,685	-1%
Minority interests	129	125	-3%
Shareholders' equity	1,801	1,809	-1%
<i>Equity in % of b/s total</i>	<i>30.46%</i>	<i>30.58%</i>	<i>0pp</i>
I.t. financial liabilities / bonds	2,986	2,623	14%
Other I.t. liabilities	488	438	11%
s.t. financial liabilities	436	778	-44%
Other s.t. liabilities	200	268	-25%
Liabilities + Equity	5,911	5,917	0%

Key Ratios

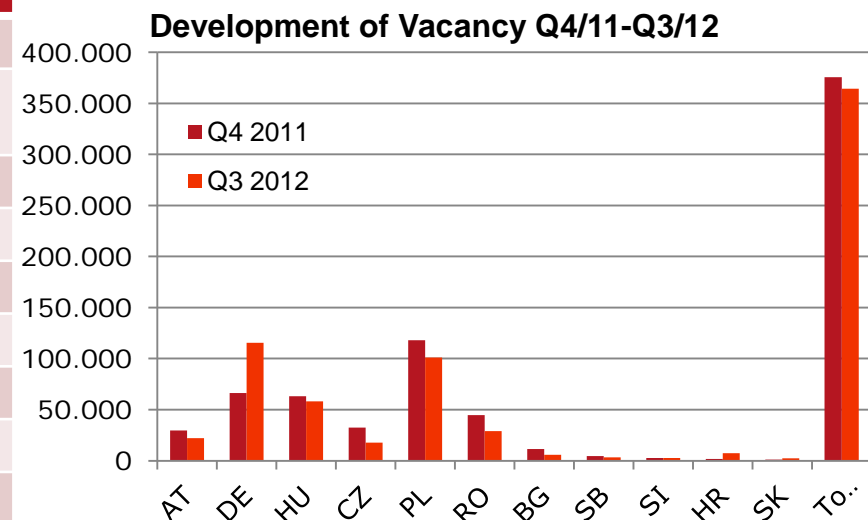
- Total property assets: € 5.4 bn (+2.5 %)
- NAV / Share: € 19.03
- NNNNAV / Share: € 19.68
- Reduction also reflects dividend payment and negative effect from the valuation of interest-rate hedges
- Net Debt: EUR 3,172.5 m
- Properties held for sale still include WFC (Closing in Nov. 2012)
- Increase in I.t. financial liabilities as € 135 m acquisition debt was reclassified from other liabilities

Leasing Success Overview



Country	Logistics sqm	Office sqm	Retail sqm	Total sqm leased	Rent Range (Office) in €
AT	-	14,660	3,180	17,840	6.30-11.00
GER	18,173 (storage)	20,429	3,257	41,859	22.00-27.00
BG	-	16,240	-	16,240	8.00-11.00
CRO	-	2,451	-	2,451	14.50-16.00
CZ	-	9,176	1,874	11,050	11.50-15.50
HU	66,942	17,524	1,294	85,760	10.00-13.00
PL	74,722	31,441	-	106,163	16.50-25.00
RO	25,705	31,514	-	57,218	15.50-20.50
SK	-	7,658	-	7,658	8.50-12.00
SRB	-	10,407	-	10,407	14.00-16.00
Q1-Q3 TOTAL	185,542	161,500	9,605	356,647	

- Eastern Europe: additionally ~30,000 sqm signed in Q4 (thereof: ~19,700 sqm new leases)
- By far the largest new lease contract at the Viennese office market signed with BOSCH for whole area of Silbermöwe (21,500 sqm, minimum term of 10 ys, ~ € 3.0 m per year contribution to rental income as of March 2013)
- Letting of Tower185 in good progress: 82% pre-lease; concrete negotiations for further 5,000 sqm ongoing

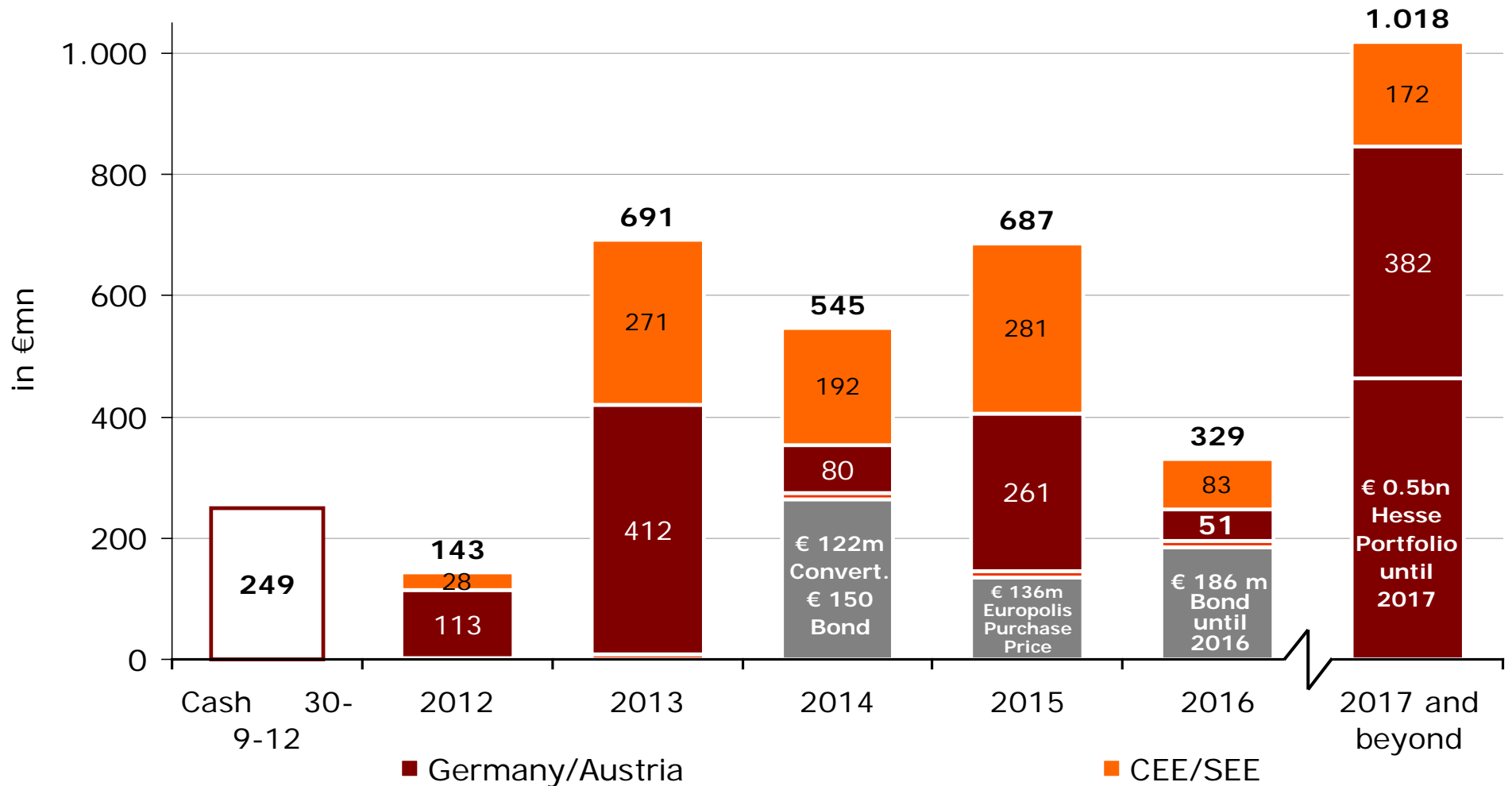


Vacancy (as of 30.9.2012)

Austria	7 %
Germany*	13 %
CEE/SEE	15 %
Total	13 %

* incl. recently completed developments as Tower185, etc.

Debt Expiry Profile: € 3.4 bn Financial Debt





Q + A

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