19TH ORDINARY SHAREHOLDERS' MEETING 5 October 2012





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1. Financial Year 2011/12 - Retrospect

- 2. First Quarter 2012/13 Present
- 3. Strategy, Projects, Outlook and Employees -Future



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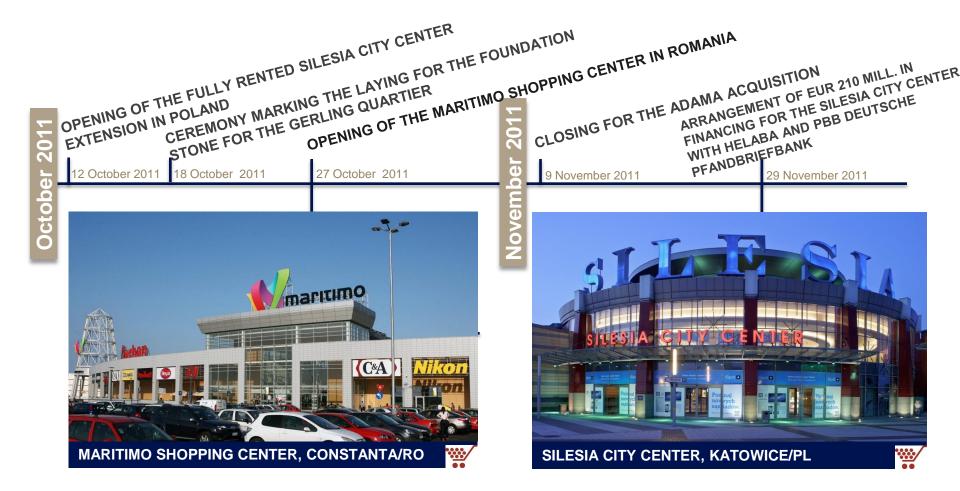
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IMMOFINANZ

GROUP





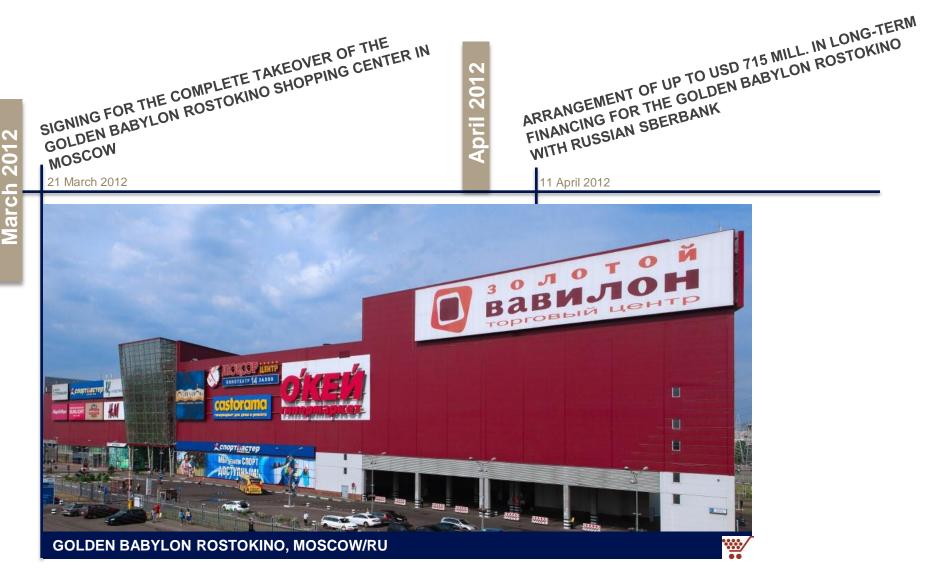




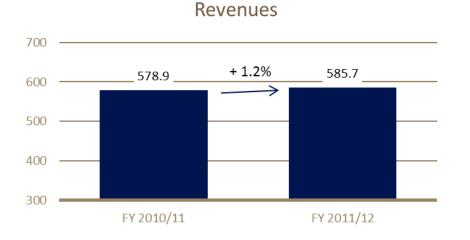
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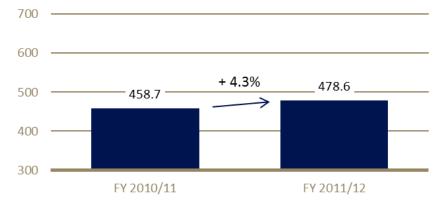
IMMOFINANZ g r o u p



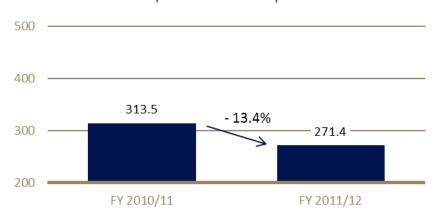
OVERVIEW – RESULTS OF FY 2011/12 (in mill. EUR)

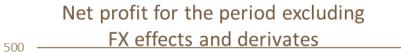


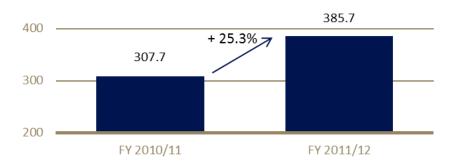
Results of operations



Net profit for the period

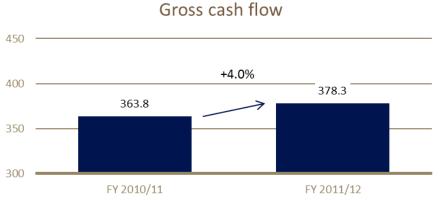




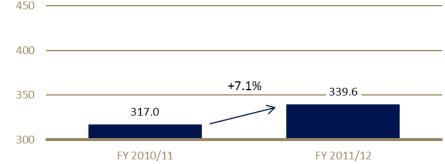


OVERVIEW – RESULTS OF FY 2011/12

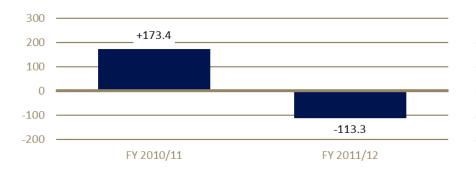
(in mill. EUR)



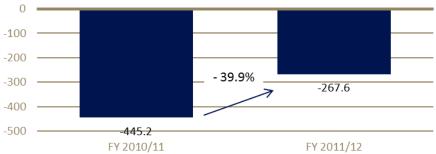




Cash flow from investing activities



Cash flow from financing activities





ANALYSIS OF THE FULL YEAR RESULTS 2011/12

Income from asset management

| All amounts in MEUR | 1 May 2011 - 30 April 2012 | 1 May 2010 - 30 April 2011 | Variance | Variance in % |
|------------------------------------|-------------------------------|-------------------------------|----------|------------------|
| Office | 142.8 | 154.6 | -11.9 | -7.7% |
| Logistics | 73.8 | 75.5 | -1.7 | -2.2% |
| Retail | 210.9 | 198.3 | 12.7 | 6.4% |
| Residential | 129.8 | 125.1 | 4.6 | 3.7% |
| Other rental income | 28.4 | 25.3 | 3.1 | 12.4% |
| Rental income | 585.7 | 578.9 | 6.8 | 1.2% |
| Operating costs charged to tenants | 170.8 | 161.6 | 9.2 | 5.7% |
| Other revenues | 25.0 | 22.9 | 2.0 | 8.8% |
| Revenues | 781.4 | 763.4 | 18.1 | 2.4% |
| Real estate expenses | -149.6 | -164.4 | 14.8 | -9.0% |
| Operating expenses | -163.2 | -158.2 | -5.0 | 3.2% |
| Income from asset management | 468.6 | 440.8 | 27.8 | 6.3% |



Income from property sales

| All amounts in MEUR | 1 May 2011 - 30 April 2012 | 1 May 2010 - 30 April 2011 | Variance | Variance in % |
|--|-------------------------------|-------------------------------|----------|------------------|
| Sale of properties after transaction costs | 219.5 | 168.0 | 51.5 | 30.6% |
| Carrying amount of sold properties | -220.2 | -168.5 | -51.7 | 30.7% |
| Gains/losses from deconsolidation | 15.7 | 1.1 | 14.6 | >100% |
| Revaluation of properties sold and held for sale adjusted for foreign exchange effects | 42.6 | 53.5 | -10.9 | -20.4% |
| Revaluation of properties sold and held for sale resulting from foreign exchange effects | 0.0 | -0.8 | 0.8 | n/a |
| Income from property sales | 57.6 | 53.3 | 4.3 | 8.0% |

| Sales programme 2010-2015 | in MEUR |
|--|---------|
| Five-year target | 2,500.0 |
| Target for 2 years (May 2010 - April 2012) | 1,000.0 |
| Properties sold in FY 2010/11 (asset and share deal) | 266.8 |
| Financial assets sold in FY 2010/11 | 95.1 |
| Total assets sold in FY 2010/11 | 361.9 |
| Properties sold in FY 2011/12 (asset and share deal) | 498.9 |
| Financial assets sold in FY 2011/12 | 131.1 |
| Total assets sold in FY 2011/12 | 630.0 |
| Total assets sold until 30 April 2012 | 991.9 |
| Variance to announced programme | -8.1 |

| Remaining sales programme until 2014/15 | Carrying value in MEUR | Carrying value in % |
|--|------------------------------|---------------------------|
| Non-property assets | 193.5 | 12.8% |
| Portfolio optimisation | 748.1 | 49.6% |
| Cycle-optimised sales | 566.5 | 37.6% |
| IMMOFINANZ Group | 1,508.1 | 100.0% |
| MEUR 991.9 sold until 30 April 2012 | | |

Income from property development

| All amounts in MEUR | 1 May 2011 - 30 April 2012 | 1 May 2010 - 30 April 2011 | Variance | Variance in % |
|---|-------------------------------|-------------------------------|----------|------------------|
| Sale of real estate inventories after transaction | | | | |
| costs | 70.1 | 66.1 | 4.1 | 6.2% |
| Cost of goods sold | -56.4 | -52.5 | -3.9 | 7.4% |
| Revaluation of properties under construction | | | | |
| adjusted for foreign exchange effects | 34.5 | 28.6 | 5.9 | 20.7% |
| Revaluation of properties under construction | | | | |
| resulting from foreign exchange effects | -4.9 | 1.7 | -6.6 | n/a |
| Income from property development | 43.3 | 43.8 | -0.5 | -1.2% |

INCOME STATEMENT FY 2011/12

| All amounts in MEUR | FY 2011/12 | FY 2010/11 | Variance | Main contribution to variance |
|---|------------|------------|----------|---|
| Rental income | 585,7 | 578,9 | 6,8 | Increased rental income mainly in Russia |
| Operating costs charged to tenants | 170,8 | 161,6 | 9,2 | Counterpart to operating expenses |
| Other revenues | 25,0 | 22,9 | 2,0 | |
| Revenues | 781,4 | 763,4 | 18,0 | |
| Real estate expenses | -149,6 | -164,4 | 14,8 | Reduced maintenance expenses |
| Operating expenses | -163,2 | -158,2 | -5,0 | Counterpart to operating costs charged to tenants |
| Income from asset management | 468,6 | 440,8 | 27,8 | |
| Income from property sales | 57,6 | 53,3 | 4,3 | |
| Income from property development | 43,3 | 43,8 | -0,5 | |
| | | | | The previous year's result includs an extraordinary income (EUR +17.0 |
| Other operating income | 48,9 | 69,2 | -20,3 | million) from the partial waiver of a financial liability |
| Income from operations | 618,4 | 607,2 | 11,2 | |
| | | | | Reduced overhead expenses (Legal, auditing and consulting fees, |
| | | | | commissions, taxes, advertising and also expenses for property |
| Overhead expenses (incl. personnel expenses) | -139,8 | -148,4 | 8,6 | appraisals) |
| Results of operations ("EBITDA") | 478,6 | 458,7 | 19,9 | |
| | | | | |
| Revaluation excluding FX effects | 198,3 | 54,2 | | Higher revaluation of investment properties inter alia in Poland and Russia |
| FX effects | 87,4 | -20,1 | 107,5 | |
| | | | | Lower valuation of Gerling Quartier in Germany led to an write-off of |
| Other revaluation results | -73,3 | -68,7 | · · | receivables |
| Operating profit (EBIT) | 691,0 | 424,1 | 266,9 | |
| | | | | Reduction of interest income due to reduction of receivables due from |
| | | | | joint venture companies as well as increased financing costs inter alia for |
| Net financing costs | -173,8 | -138,5 | | refinancing the convertible bonds 2014 resp. 2017 |
| Foreign exchange differences | -118,1 | 0,8 | -118,9 | Restructuring of SPV's will revert part of the negative differences |
| | | | | Negative, non-cash valuation from derivates in FY 2011/12 compared to |
| Other financial results | -68,4 | 54,7 | | positive valuation from derivates in FY 2010/11 |
| Shares of profit/loss from associated companies | -11,9 | 1,3 | | Negative earnings contributions from TriGranit |
| Earnings before tax (EBT) | 318,8 | 342,3 | -23,5 | |
| | | | | Increase in deferred tax liabilities due to increase of the revaluation of |
| Taxes | -47,4 | -28,8 | | investment properties |
| Net profit for the period | 271,4 | 313,5 | -42,1 | |
| Net profit for the period excl. FX effects | 385,7 | 307,7 | 78,0 | |

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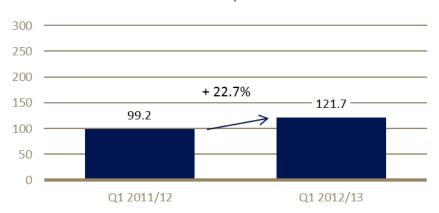


OVERVIEW – RESULTS Q1 2012/13

(in mill. EUR)



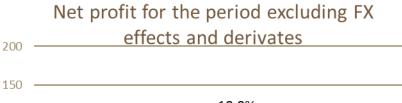
Revenues

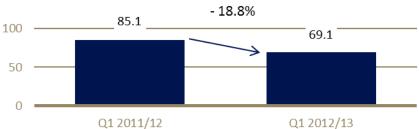


Results of operations

Net profit for the period

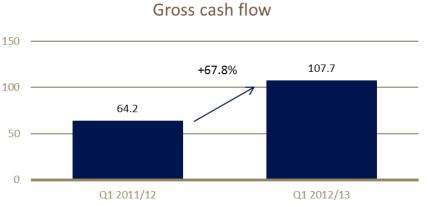








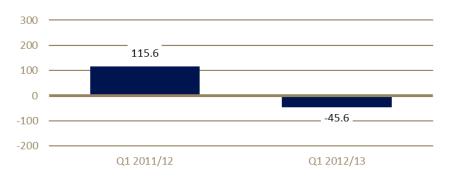
OVERVIEW – RESULTS Q1 2012/13 (in mill. EUR)



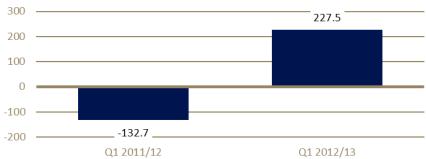


Cash flow from operating activities

Cash flow from investing activities



Cash flow from financing activities





INCOME STATEMENT Q1 2012/13

| | Q1 results | Q4 results | | |
|--|--------------|------------|----------|--|
| All amounts in MEUR | 2012/13 | 2011/12 | Variance | Main contribution to variance |
| | | | | Increased rental income (EUR +13.9 mill.) mainly due to the takeover of the |
| Rental income | 162,3 | 148,4 | 13,9 | remaining 50% in the shopping center Golden Babylon Rostokino in Russia |
| Operating costs charged to tenants | 43,5 | 51,6 | | Counterpart to operating expenses |
| Other revenues | 7,2 | 4,4 | 2,8 | |
| Revenues | 213,0 | 204,4 | 8,6 | |
| | | | | Compared to Q4 2011/12 inter alia reduced maintenance expenses (EUR -4.9 |
| Real estate expenses | -29,5 | -40,1 | 10,6 | mill.) and reduced operating costs charged to building owners (EUR -2.0 mill.) |
| Operating expenses | -41,5 | -48,3 | 6,8 | Counterpart to operating costs charged to tenants |
| Income from asset management | 142,0 | 116,0 | 26,0 | |
| Income from property sales | 6,0 | 18,2 | -12,2 | Gain on property sales in Q4 2011/12 was extraordinary high due to the sale of Mariahilferstraße 53, located in the 6th Vienna district. |
| Income from property development | 3.3 | -9.6 | 12 0 | Q4 2011/12: Negative revaluation of properties under construction (EUR -6.2 mill.) mainly due to delay in the completion of the geriatric centre in Heller Park (BUWOG) and negative revaluation of properties resulting from FX effects (EUR - 8.8 mill.) |
| | 5,5 | -9,0 | 12,9 | Q4 2011/12: Reversal of provisions (EUR +6.3 mill.) as well as a cancellation of a |
| Other operating income | 4,9 | 20,9 | -16.0 | financial liability (EUR +6.8 mill.) due to a disposal |
| Income from operations | 4,3 156,2 | 145,4 | 10,0 | |
| | 100,2 | 140,4 | 10,0 | Compared to Q4 2011/12 reduced personnel expenses (EUR -2.6 mill.) and |
| Overhead expenses (incl. personnel expenses) | -34,5 | -38,8 | 43 | overhead expenses (EUR -1.7 mill.) |
| Results of operations ("EBITDA") | 121,7 | 106,7 | 15,0 | |
| | | | 10,0 | |
| Revaluation excluding FX effects | 11,4 | 37,4 | -26.0 | Reduced revaluation of properties compared to Q4 inter alia in Poland and Russia |
| FX effects | 56,6 | -104,7 | 161,3 | |
| | | 101,1 | 101,0 | |
| Other revaluation results | -1,2 | -39,3 | 38,1 | Q4 2011/12: Lower valuation of Gerling Quartier led to an write-off of receivables; additional write-off of receivables resulting from a disposal in 2008 |
| Operating profit (EBIT) | 188,5 | 0,1 | 188,4 | |
| | | | | Increased net financing costs due to lack of financing income from receivables |
| Net financing costs | -48,6 | -36,7 | -11.9 | against Rostokino SPV and slightly increased financing costs |
| Foreign exchange differences | -94,0 | 48,0 | | Restructuring of SPV's will revert part of negative difference |
| Other financial results | -35,1 | -2,3 | | Revaluation losses on derivatives in Q1 2012/13 |
| Shares of profit/loss from associated companie | | | | No negative earnings contribution (EUR +3.6 mill.) compared to Q4 2011/12 |
| Earnings before tax (EBT) | 10,9 | 5,6 | 5,3 | |
| Taxes | -1,7 | -3,7 | 2,0 | |
| Net profit for the period | 9,2 | 2,0 | 7,2 | |

IMMOFINANZ g r o u p



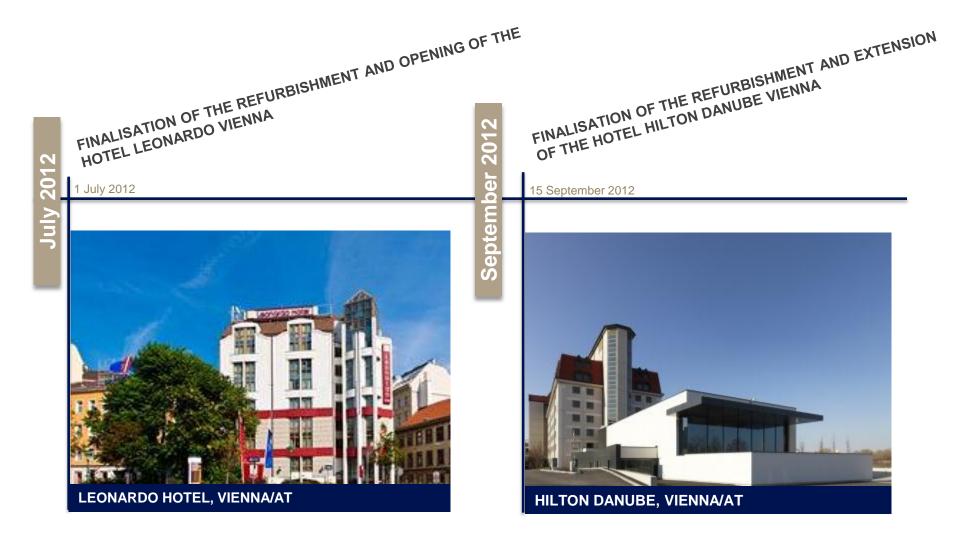
IMMOFINANZ GROUP UP TO DATE – LOGISTICS

IMMOFINANZ g r o u p



IMMOFINANZ GROUP UP TO DATE – TRANSACTIONS

IMMOFINANZ GROUP UP TO DATE – HOTELS



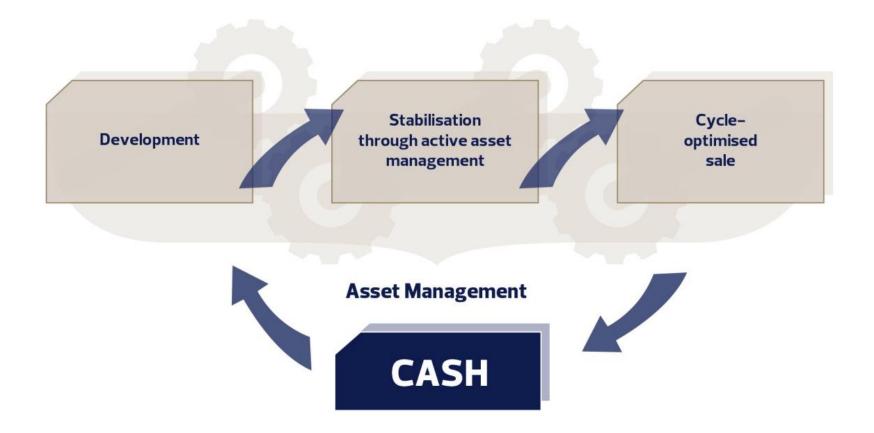
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THE REAL ESTATE MACHINE



- Consistent further development of IMMOFINANZ Group strategy
- Target: Optimised profitability along the entire value chain through an increased turnover rate



OUTLOOK

Rental cash flows as prime source of operational results



Asset Management Trade Development

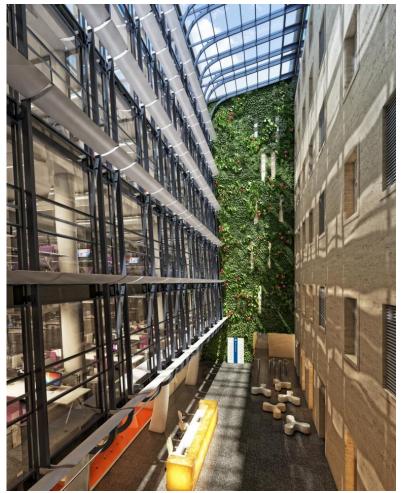


1) Income from development negative due to foreign currency exchange rate effects

2) Actual results of operations: Proportionate allocation of other operating income, overhead expenses and personnel expenses assumed

Jindrisska 16, Prague (Czech Republic)

CONSTRUCTION IN PROGRESS, ALREADY 1 PROSPECTIVE CUSTOMER







Jungmannova 15, Prague (Czech Republic)



MAY 2012 START OF DEMOLITION WORKS





Tarasy Zamkowe, Lublin (Poland) BUILDING PERMISSION GRANTED



| | Building | 2 floors 2 underground parking | | |
|----------------|-------------------------------------|------------------------------------|--|--|
| Opening | | 2014 | | |
| | Rentable space (incl. extension) | 37,000 sqm 1,000 parking spaces | | |
| Occupancy rate | | Letting in progress | | |





Distance to castle approx. 300 m



Distance to city center < 1 km

NIMBUS Office Building, Warsaw (Poland)

BUILDING PERMISSION GRANTED



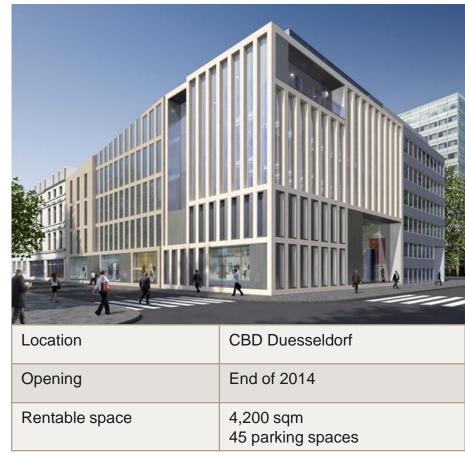
| Building | 13 floors 3 underground parking |
|----------------|------------------------------------|
| Opening | 1 April 2014 |
| Rentable space | 19,500 sqm 230 parking spaces |
| Occupancy rate | In preparation |







Project Equal, Duesseldorf (Germany) SEPTEMBER 2012 ACQUISITION OF SITE WITH OLD STOCK





Gerling Quartier, Köln (Germany) SEPTEMBER 2012 FULL TAKE OVER (100%)







STOP.SHOP. Rebranding

OCTOBER 2012 BEGINNING OF THE ROLLOUT OF THE SUCCESSFUL RETAIL PARK CHAIN STOP.SHOP. IN AUSTRIA







Project Casa Stupenda, Duesseldorf (Germany)

IMMOFINANZ TICKER ... NEW PROJECT ... IMMOFINANZ TICKER ... NEW PROJECT ... IMMOFINANZ TICKER ...

- Architecture by Renzo Piano (Pritzker Prize Winner)
- 32,000 sqm of rentable space in Duesseldorf's media harbour
- State-of-the-art technical design
 - Plus-energy house with
 - Zero carbon footprint due to
 - 4 biogas power generation heating plants
 - Geothermal utilisation (Rhine water)
 - High-efficiency heat recovery (70% for ventilation system)
 - Energy-saving LED lighting
 - Utilisation of rainwater
- 80/20 joint venture with Capricorn / Dr. Robertino Wild







Requirements for both alternatives:

- "German Residential"
 - Germany enjoys international attention and is associated with high expectations ("DM wager")
 - Germen residential properties offer high base return due to lower regulation
- Acquisition of a large German portfolio, if possible listed for public trading

- Increase sales
- Smaller investments in D, e.g. through BUWOG-Meermann (former Chamartín) in Berlin
- Reduce costs

- Unlikely by foreign investor due to Austrian regulations ("public housing")
- No appropriate well funded domestic investor in sight



OVERVIEW OF THE BUWOG GROUP

BUWOG gruppe



DEVELOPMENT

BUWOG

BUWOG glücklich wohnen

 One of the TOP 3 residential property developers in Vienna / start PE in Berlin

- Pipeline:
- Total inv. EUR 930 mill.
- 4,300 units



- Increase development projects in heavily populated areas of Vienna and Berlin
- Goal: market leadership

IMMOFINANZ

GROUP

| SIANDING | |
|------------|--|
| NVESTMENTS | |



- Largest private residential investor in Austria
- Portfolio:
- FV: EUR 2.3 bill.
- 32,335 units



- Acquisitions in Germany
- Further portfolio optimisation

 Established as one of the largest apartment sellers in Austria

TRADF

ESG

glücklich wohner

Volume:

BUWOG

glücklich wohnen

- Revenues: EUR 100 mill.
- 935 units

 Increase in highly profitable sale of individual apartments (35% margin)

 Expansion of property sales

SERVICES



- Recognised as the largest private facility manager in Austria
- Under management:
 - 3.8 mill. sqm
 - 15% third party

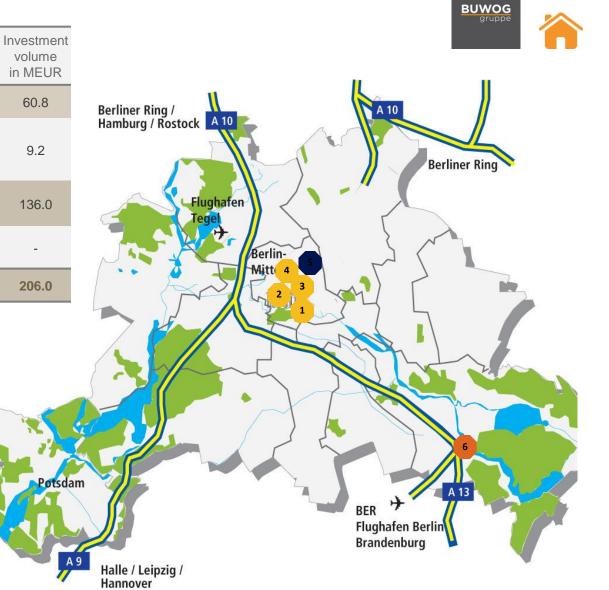


- Continued growth, above all through third-party customers
- Exclusively in Austria

35

DEVELOPMENT RESIDENTIAL BERLIN

| As of 31 Aug. 12 | Projects | Units | Usable space in sqm | Investment volume in MEUR |
|---|----------|-------|---------------------------|---------------------------------|
| Under construction | 4 | 175 | 17,605 | 60.8 |
| Before realisation (1 May 12 – 30 Apr. 13) | 1 | 48 | 3,691 | 9.2 |
| Being planned (as of 1 May 13) | 1 | 650 | 62,300 | 136.0 |
| Inventories | - | - | - | - |
| Total | 6 | 873 | 83,596 | 206.0 |



Currently under construction

Before realisation

IMMOFINANZ

G R O U P

Being planned

DEVELOPMENT RESIDENTIAL BERLIN



Humboldt Palais, Hegelplatz, Berlin-Mitte

29 units Non-subsidised condominiums Top location in midtown Berlin 2,700 sqm usable space Completion planned February 2013





Scharnhorststraße 26/27, Berlin-Mitte

43 units Non-subsidised condominiums Revitalisation near the new BND 4,170 sqm usable space Completion planned April 2013

DEVELOPMENT RESIDENTIAL BERLIN



Chausseestraße 88, Berlin-Mitte

80 units Non-subsidised rent Sold to an investor 7,011 sqm usable space Completion planned March 2013



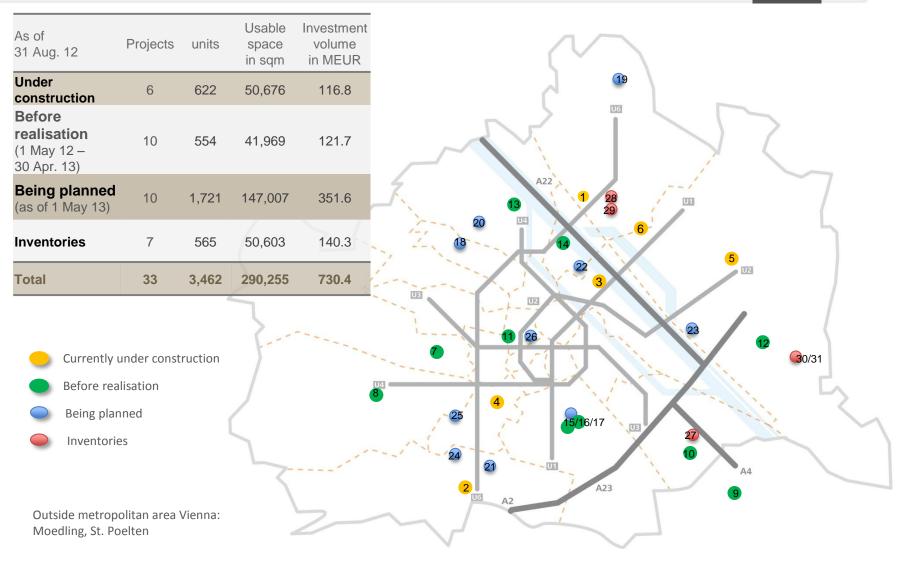


Regattastraße 11-35, Berlin-Köpenick

650 units
Non-subsidised condominiums & non-subsidised rent
62,300 sqm usable space
Start of construction planned summer 2013

BUWOG gruppe

DEVELOPMENT RESIDENTIAL VIENNA





BUWOG gruppe

DEVELOPMENT RESIDENTIAL VIENNA

DANUBIO – Jedleseer Straße 5, 1210 Vienna

108 units Non-subsidised condominiums 8,135 sqm usable space Living near "Donauinsel" (Danube island) Completion planned June 2013





7CENTRAL – Lindengasse 60, 1070 Vienna

65 units + 1 supermarket Non-subsidised condominiums, investment apartments 5,412 sqm usable space Central location Start of construction planned November 2012

DEVELOPMENT RESIDENTIAL VIENNA



41 units Investment apartments 2,527 sqm usable space Near metro U4/last stop Start of construction planned January 2013



BUWOG gruppe



UNIVERS LIVING – Universumstr. 31a, 1200 Vienna

50 units Non-subsidised condominiums, investment apartments 3,267 sqm usable space Start of construction planned January 2013



DEVELOPMENT RESIDENTIAL VIENNA

Central station, 1100 Vienna

3 projects with 240 units Non-subsidised condominiums, investment apartments 15,315 sqm usable space Start of construction planned spring 2013





GROUP

Breitenfurter Straße 223, 1230 Vienna

560 units + supermarket + DIY market Non-subsidised condominiums & non-subsidised and subsidised rent 57,543 sqm usable space Project within the housing initiative of Vienna city Start of construction planned October 2013



DEVELOPMENT RESIDENTIAL ADAMA



EVOCASA OPTIMA TITAN, Bucharest (RO)

83 units (phase II) 4,505 sqm usable space

Start of construction phase II planned October 2012



EDENIA TITAN, Bucharest (RO)

126 units (phase II)6,792 sqm usable spaceStart of construction phase II planned October 2012

DEVELOPMENT RESIDENTIAL EAST



DEBOWE TARASY, Katowice (PL)

Phase III: 317 units 7,930 sqm usable space Central location with good public transport connections, close to the Silesia City Center Completion phase III planned December 2013





SUSTAINABILITY - WE ACT RESPONSIBLY

Bureau am Belvedere, 1040 Vienna

Refurbishment of an office building 15,838 sqm rentable space LEED Gold Award EU Green Building Award









Mühlgrund 3, 1220 Vienna

54 units subsidised rent 5,098 sqm usable space "klima:aktiv" passive energy house Winner project BT competition 2008 Completion 01/2012

SUSTAINABILITY - WE ACT RESPONSIBLY



Heller Residential Park, 1100 Vienna

239 units + 6 shops Non-subsidised and subsidised condominiums, subsidised rent 21,179 sqm usable space 1 passive energy house, 4 low-energy house Completion September 2011



Jindrisska 16, Prague (CZ)

6,800 sqm rentable office and retail space Refurbishment and extension of a historic building (19th century) in midtown Prague Modern prime offices LEED Gold precertification Completion planned August 2013



SUSTAINABILITY - WE ACT RESPONSIBLY

Maritimo Shopping Center, Constanta (RO)

With over 50,000 sqm space and more than 130 shops it offers an attractive mix of food, fashion, sport, electronics, leisure and gastronomy CIJ Award "Best New Shopping Center Development" Opening October 2011





Silesia City Center, Katowice (PL)

With over 86,000 sqm space and more than 310 shops it offers a balanced mix of national and international retail chains Awards at the ranking of Polish shopping centers (Polish Association of Retail Tenants and GfK Polonia Institut): 1st place "categories tenant-mix attractiveness and marketing activities" 2nd place "overall ranking" Opening after extension October 2011

OUR EMPLOYEES PROVIDE THE BASIS OF OUR SUCCESS!

