

# 15/16

PRESENTATION OF RESULTS  
FY 2015/16

# CONTENT

**01 2015/16 Financial Year: Highlights**

02 2015/16 Financial Year: Full Year Results

03 2016 Financial Year: Outlook

# FY 2015/16 – STRATEGIC HIGHLIGHTS

**FY  
2015/16  
TARGETS**



## DISPOSAL OF LOGISTICS PORTFOLIO

Sale to Blackstone, cash inflows totalling MEUR 305



## FOCUS ON TWO ASSET CLASSES



Office



Retail



**BUWOG**  
group

## SALE OF BUWOG SHARES

20 million shares placed on the stock exchange  
18.5 million shares sold to the investor SAPINDA



## GROWTH THROUGH ACQUISITIONS AND DEVELOPMENTS

Completions in retail (VIVO! Stalowa Wola and STOP SHOPS)  
New development projects in Germany  
Acquisition of a 26% stake in CA Immo



## SUSTAINABLE DIVIDEND POLICY

Dividend of 6 cents per share planned for 2015/16 and 2016



# PORTFOLIO GROWTH OFFICE

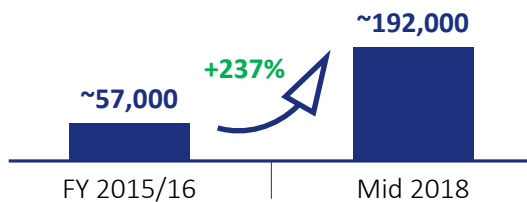
## HIGH PRELETTING RATES IN GERMANY

- > IMMOFINANZ's future portfolio in Germany will include premium properties in Düsseldorf, Cologne and Aachen
- > Construction of corporate headquarters for trivago and Uniper in the Düsseldorfer Medienhafen
- > Construction of the largest technology cluster within the RWTH Aachen expansion
- > Planned development of the German office portfolio:



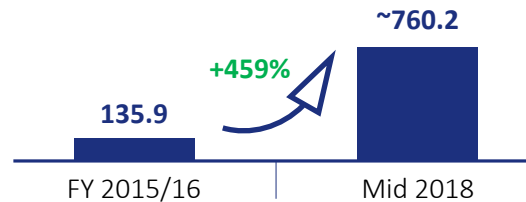
### RENTABLE SPACE

in sqm



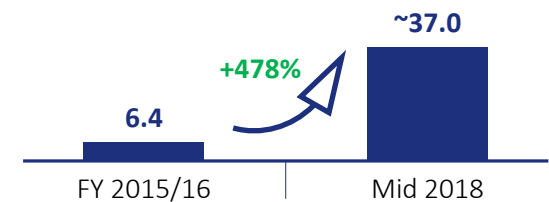
### CARRYING AMOUNT

in MEUR



### RENTAL INCOME

in MEUR, p.a.



### LARGEST PROJECTS IN GERMANY

	MAIN USE	PLANNED RENTABLE SPACE IN SQM (ROUNDED)	PRELETTING RATE IN %	SCHEDULED COMPLETION (CALENDAR QUARTER)
Gerling Quartier	Office/Hotel	30,000	73%	Q4 2016 to Q1 2018
FLOAT	Office	30,000	95%	Q3 2018
RWTH Aachen	Office	28,000	90%	Q2 2017
trivago <sup>1)</sup>	Office	26,000	100%	Q3 2018

1) Phase I



# PORTFOLIO GROWTH RETAIL

## OPENINGS

> **VIVO! Stalowa Wola (PL):** Opening in November 2015

22,500 sqm of rentable space / occupancy rate: 85%

Tenants: Intermarché, H&M, Deichmann, Media Expert, LPP Group, Pepco and many more

10,000 sqm expansion in progress



Opening VIVO!, Stalowa Wola



VIVO!, Stalowa Wola

> **STOP SHOP Nis (SRB):** Opening in April 2016

13,000 sqm of rentable space / fully let

Tenants: IDEA, C&A, LC Waikiki, Deichmann, Takko, dm drogerie markt, McDonald's

> **STOP SHOP Swinoujscie (PL):** Opening in May 2016

3,600 sqm of rentable space / fully let

Tenants: Pepco, KIK, Martes Sport, JYSK, RTV EURO AGD

> **STOP SHOP Szczytno (PL):** Opening in June 2016

3,600 sqm of rentable space / fully let

Tenants: Media Expert, Deichmann, CCC, KIK, Martes Sport, Rossmann

> **42,700 sqm of newly developed rentable space - occupancy rate: 92.1%**



STOP SHOP, Nis

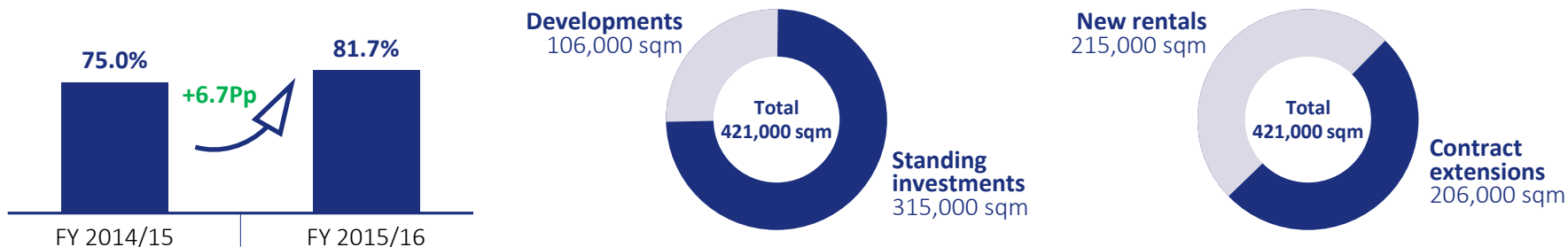


Opening STOP SHOP, Nis



# FY 2015/16 – OPERATIONAL HIGHLIGHTS

## OFFICE RENTALS



COUNTRY	RENTABLE SPACE	RENTED SPACE	OCCUPANCY FY 2015/16	OCCUPANCY FY 2014/15
Austria	354,652	292,500	82.5%	78.5%
Germany	56,956	47,683	83.7%	58.0%
Czech Republic	146,652	104,258	71.1%	74.2%
Hungary	165,785	131,222	79.2%	72.3%
Poland	162,063	143,271	88.4%	75.9%
Romania	188,748	166,693	88.3%	79.1%
Non-core countries	25,638	13,949	54.4%	50.7%
<b>IMMOFINANZ</b>	<b>1,100,494</b>	<b>899,575</b>	<b>81.7%</b>	<b>75.0%</b>

## LARGEST NEW RENTALS:

RANKING	COUNTRY	BUILDING	TENANT	SQM
1	Germany	FLOAT	Uniper	28,000
2	Germany	trivago	trivago	26,000
3	Austria	Geiselbergstrasse 17-19	ibis acam Bildungs GmbH	11,200
4	Romania	IRIDE	Local TV provider	9,100
5	Germany	Panta Rhei	GEA Real Estate	3,600

# CONTENT

01 2015/16 Financial Year: Highlights

**02 2015/16 Financial Year: Full Year Results**

03 2016 Financial Year: Outlook

# P&L FY 2015/16 VS. FY 2014/15

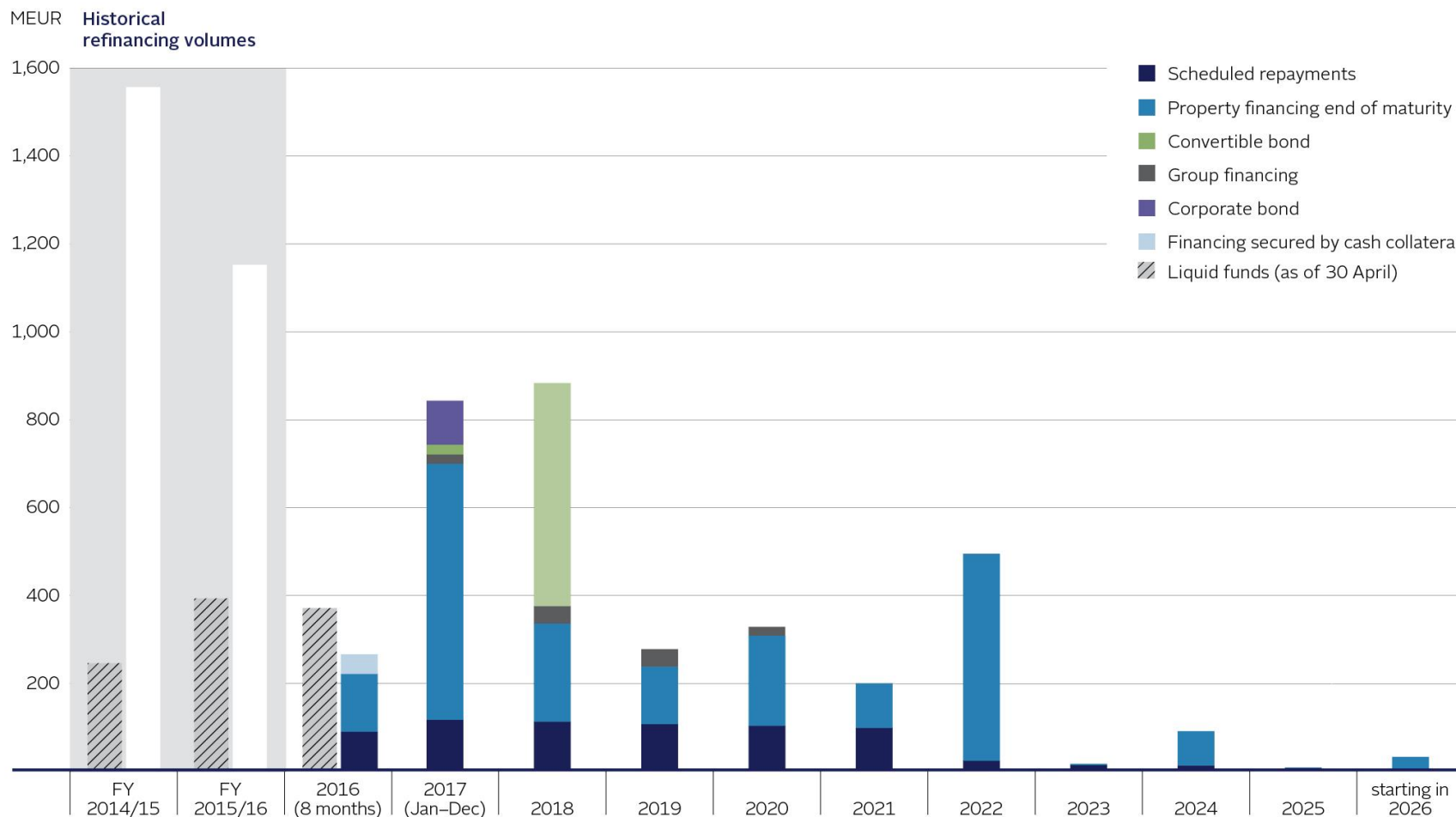
AMOUNTS IN MEUR AS OF 30 APRIL 2016	FY 2015/16	FY 2014/15 <sup>1</sup>	CHANGE ABSOLUTE	CHANGE IN %	COMMENT
<b>Rental income</b>	<b>1</b> 314.5	385.6	-71.1	-18.4%	1. Decline of MEUR -54.1 in RU; remaining decline related to planned sales (e.g. City Box, residential portfolio in AT)
Operating costs charged to tenants	97.4	102.6	-5.2	-5.0%	
Other revenues	9.0	9.0	0.0	0.5%	2. Higher maintenance costs due to refurbishments (MEUR 8.8) and increase in property-based taxes (MEUR 6.9) in Russia as well as change in accounting rules for property taxes (IFRIC 21)
<b>Revenues</b>	<b>420.9</b>	<b>497.1</b>	<b>-76.2</b>	<b>-15.3%</b>	
Expenses from investment property	<b>2</b> -139.1	-114.9	-24.2	21.0%	3. Impairment losses to properties held for sale (esp. EMPARK in Poland at MEUR 15.5) offset by profitable sales
Operating expenses	-93.3	-100.8	7.5	-7.4%	4. Non-recurring effect through cost overruns on the Gerling Quartier development in Q3 (MEUR -48.0)
<b>Results of asset management</b>	<b>188.5</b>	<b>281.4</b>	<b>-92.9</b>	<b>-33.0%</b>	5. Positive non-recurring effect through elimination of tax liability in RO (MEUR 6.4); compensation for damages from claims against former members of corporate bodies (MEUR 5.8)
<b>Results of property sales</b>	<b>3</b> 0.8	44.4	-43.6	-98.3%	6. Non-recurring effect from settlement of investor claims (MEUR -29.4)
<b>Results of property development</b>	<b>4</b> -15.0	11.4	-26.5	n.a.	7. Foreign exchange-adjusted decline in RU (MEUR -469.8), positive effects in AT and HU (MEUR 57.4)
Other operating income	<b>5</b> 30.3	21.6	8.8	40.6%	8. Proportional share of BUWOG earnings (MEUR 89.5)
Other operating expenses	<b>6</b> -86.4	-69.7	-16.7	24.0%	
<b>Results of operations</b>	<b>118.2</b>	<b>289.1</b>	<b>-170.9</b>	<b>-59.1%</b>	
Revaluation of investment properties adjusted for foreign exchange effects	<b>7</b> -545.0	-317.3	-227.8	71.8%	
Revaluation of investment properties resulting from foreign exchange effects	411.3	224.4	186.9	83.3%	
Goodwill impairment and other revaluation results	-36.0	-16.9	-19.1	>100%	
<b>Operating profit (EBIT)</b>	<b>-51.6</b>	<b>179.3</b>	<b>-230.9</b>	<b>n.a.</b>	
Net financing costs	-158.8	-164.2	5.4	-3.3%	
Foreign exchange differences	-222.3	-268.6	46.3	-17.2%	
Other financial results	-17.7	-84.3	66.5	-79.0%	
Gains/losses from equity-accounted investments	<b>8</b> 79.8	-37.6	117.4	n.a.	
Taxes	-10.0	-21.0	11.0	-52.4%	
<b>Net profit for the period from continuing operations</b>	<b>-380.7</b>	<b>-396.4</b>	<b>15.7</b>	<b>-4.0%</b>	
Net profit for the period from discontinued operations	-9.7	19.8	-29.5	n.a.	
<b>Net profit for the period</b>	<b>-390.4</b>	<b>-376.6</b>	<b>-13.8</b>	<b>3.7%</b>	

1) The comparable prior year data were adjusted accordingly



# FINANCING – MATURITY SCHEDULES

TERM STRUCTURE OF FINANCIAL LIABILITIES BY FINANCIAL YEAR AS OF 30 APRIL 2016 IN MEUR



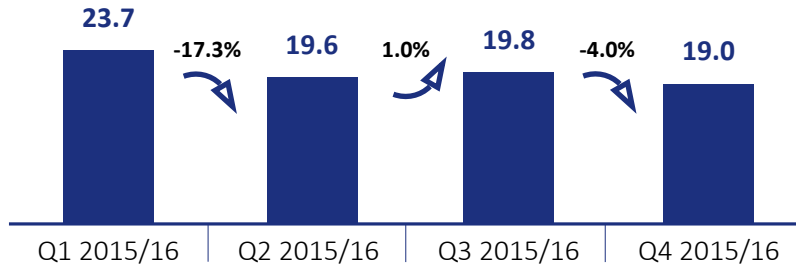
Weighted average interest rate excl. costs for derivatives: 3.54%; Average weighted remaining term: 3.75 years; Net LTV: 49.4%<sup>1</sup>

1) Net LTV: Total liability less liquid funds in relation to the property value plus the market value of the BUWOG shares

# BUSINESS UPDATE: RUSSIA AS OF 30 APRIL 2016

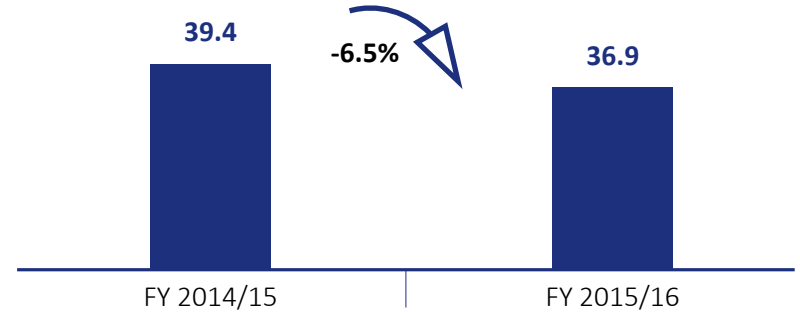
## RENTAL INCOME (LIKE-FOR-LIKE)

Values in MEUR

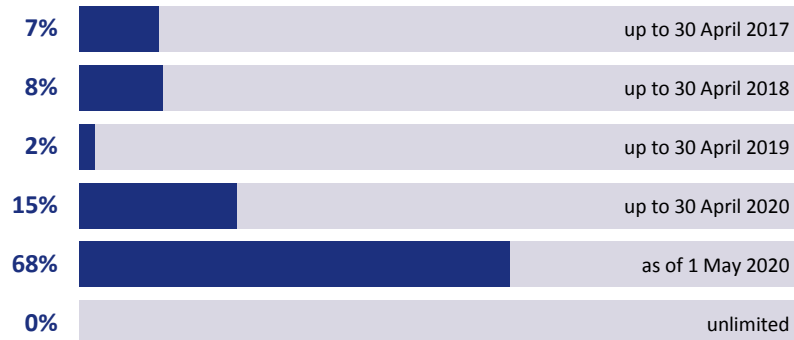


## FOOTFALL

Values in million

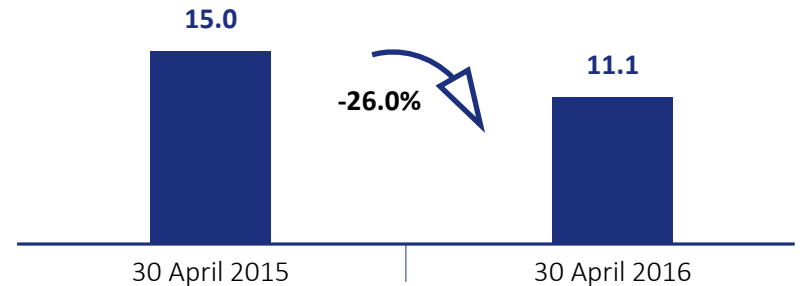


## CONTRACT EXPIRATION PROFILE RUSSIA



## RENT RECEIVABLES RUSSIA

Values in MEUR



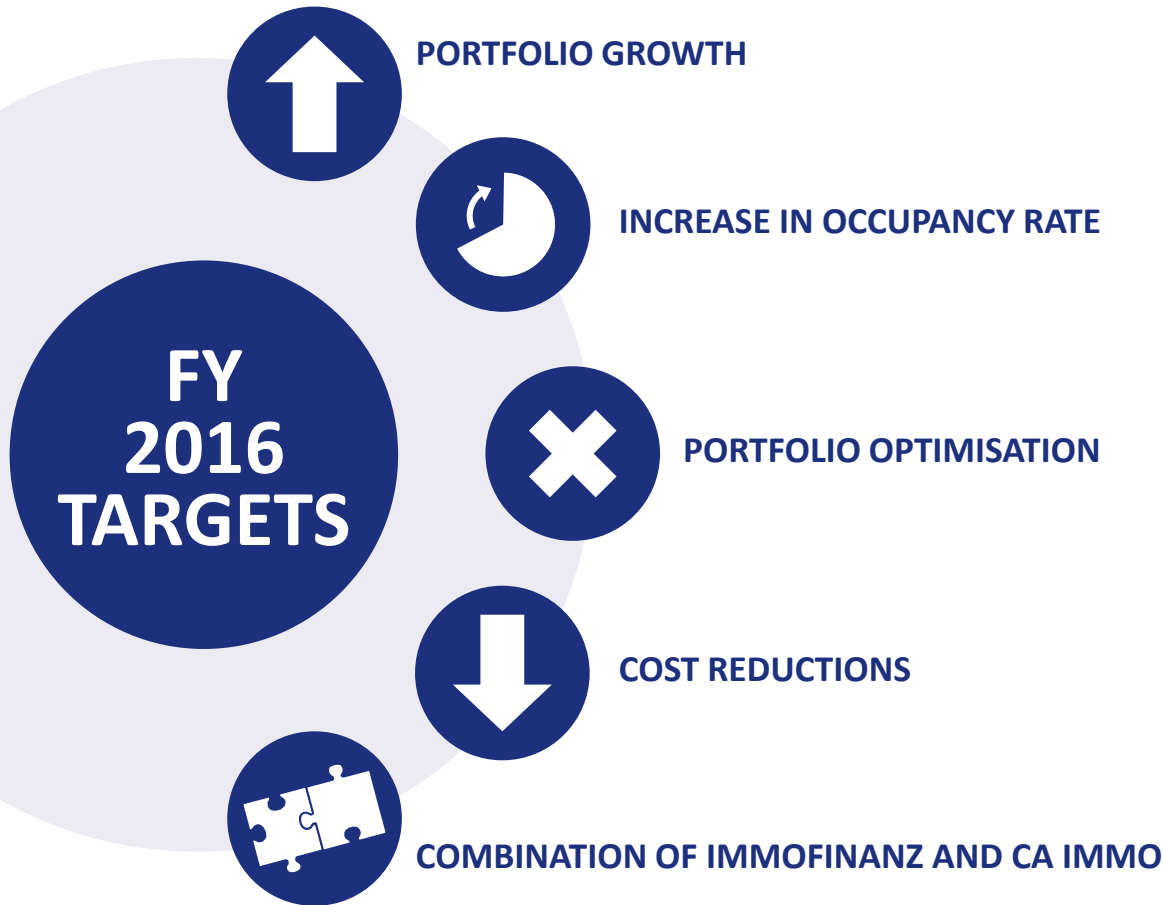
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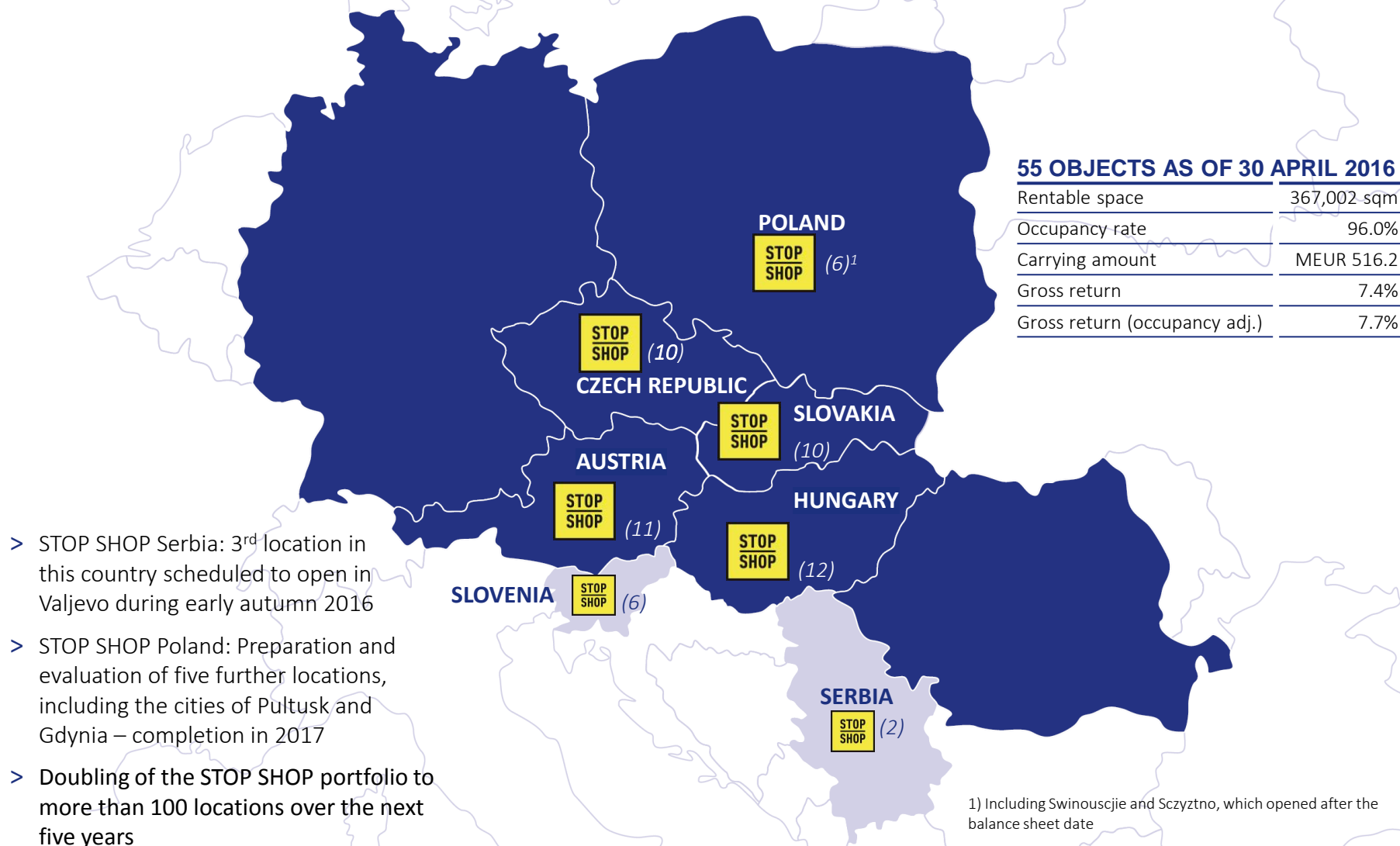
**03 2016 Financial Year: Outlook**

# 2016 FINANCIAL YEAR – OUTLOOK



# PORTFOLIO GROWTH: STOP SHOP

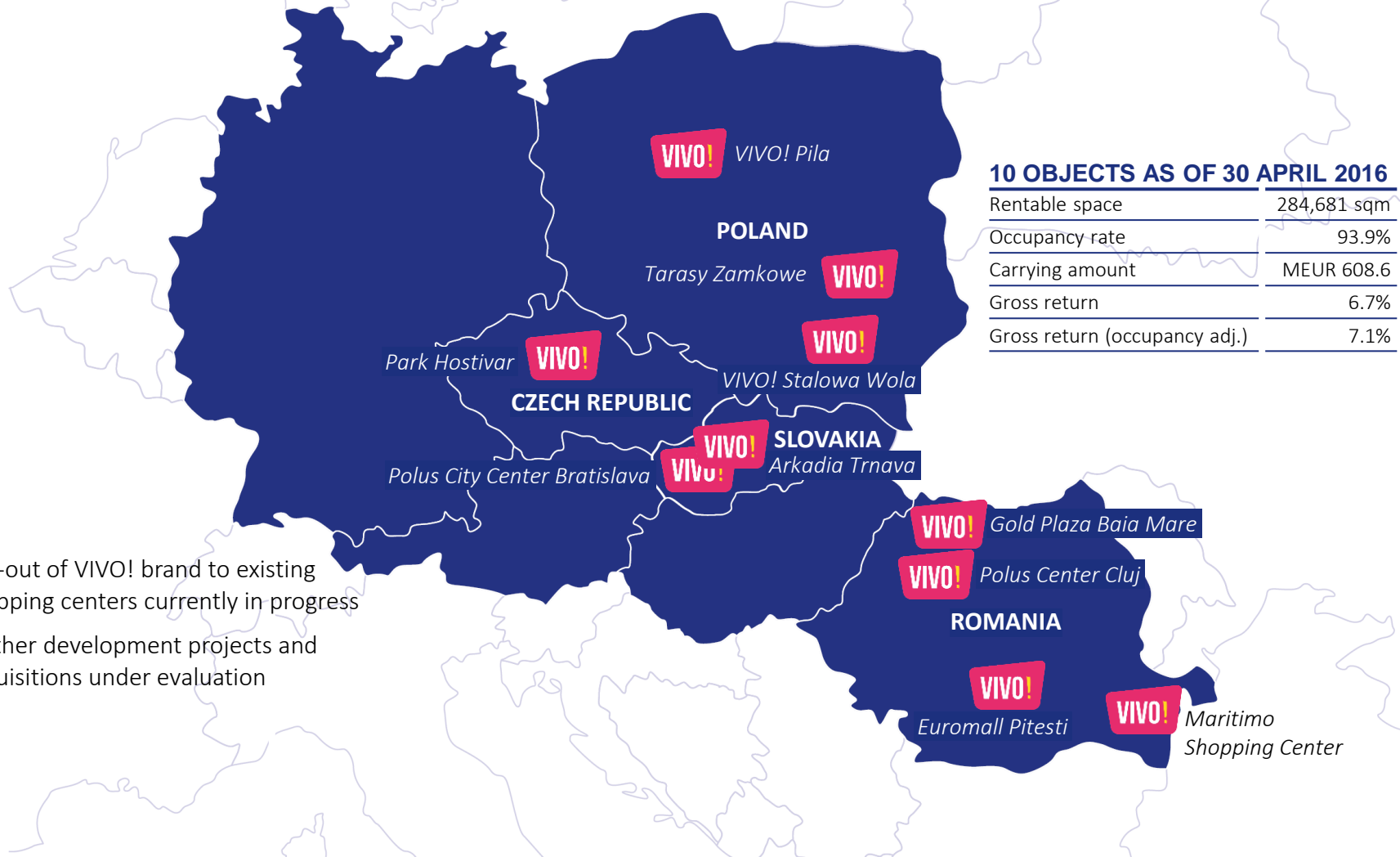
## 57<sup>1</sup> LOCATIONS IN SEVEN COUNTRIES





# PORTFOLIO GROWTH: VIVO!

## BRAND ROLL-OUT TO FURTHER LOCATIONS

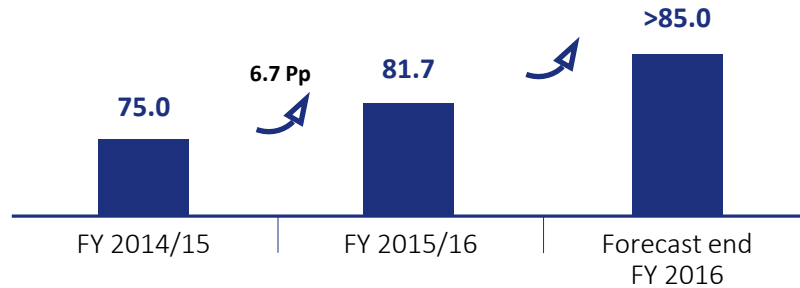


- > Roll-out of VIVO! brand to existing shopping centers currently in progress
- > Further development projects and acquisitions under evaluation

# INCREASE IN OCCUPANCY RATE

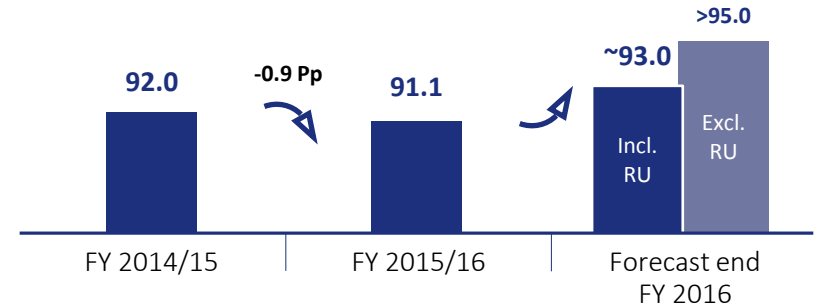
## OCCUPANCY RATE OFFICE

Values in %



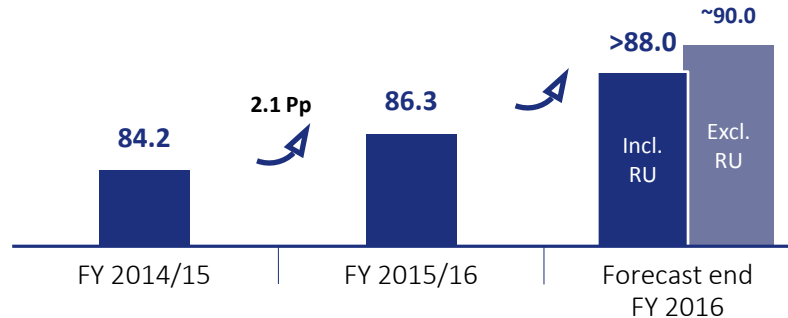
## OCCUPANCY RATE RETAIL

Values in %



## OCCUPANCY RATE TOTAL

Values in %



Assumption: no change in occupancy rate for "Other" asset class

# MEDIUM-TERM PORTFOLIO OPTIMISATION

## PLANNED SALES BY ASSET CLASS

In MEUR as of 30 April 2016



**Total  
MEUR  
~1,000.0**

## PLANNED SALES BY PROPERTY TYPE

In MEUR as of 30 April 2016

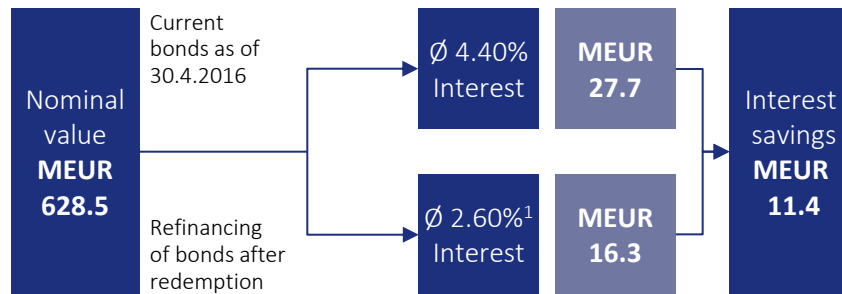


> Proceeds will finance development activities & portfolio growth

# COST REDUCTIONS

## REFINANCING

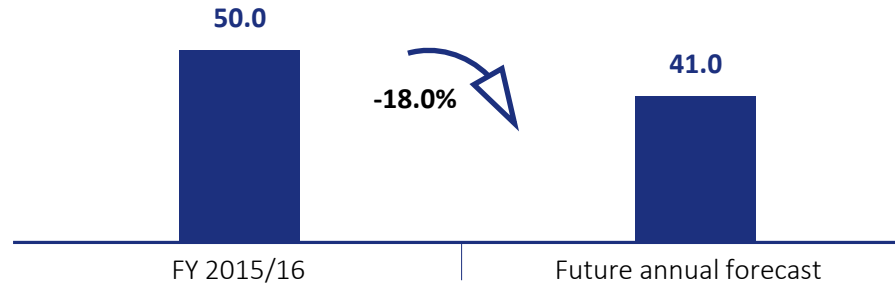
In MEUR



Savings  
**MEUR ~11.0**

## PERSONNEL COSTS

In MEUR



Savings  
**MEUR ~9.0**

1) Provision of Ø 2.60% coupon based on Ø 5y SWAP as of July 2016 (-0.15) plus a spread of 2.75 (bank indication)

# COMBINATION OF IMMOFINANZ AND CA IMMO

## Step 1

- > Acquisition of a 26% stake in CA Immo
    - > Merger control clearance received
    - > Recording of registered shares and closing of acquisition expected in August
- 

## Step 2

- > Disposal/spin-off of our Russian portfolio
    - > Spin-off to existing IMMOFINANZ shareholders or disposal to a third party
    - > Preparations in progress
- 

## Step 3

- > Merger of IMMOFINANZ and CA Immo
  - > Start of detailed negotiations over merger after closing of the acquisition of the 26% stake
  - > Approximately 12 to 18 months to shareholder meetings that have to approve the merger



# CONTACT DETAILS AND FINANCIAL CALENDAR

## INVESTOR RELATIONS

+43 (0)1 88 090  
 E-Mail: [investor@immofinanz.com](mailto:investor@immofinanz.com)  
[www.immofinanz.com](http://www.immofinanz.com)

## FINANCIAL CALENDAR

<b>FY 2015/16 results</b>	27 July 2016 <sup>1</sup>
<b>FY 2015/16 report</b>	11 August 2016
<b>Q1 2016 results</b>	20 September 2016 <sup>1</sup>
<b>Q1 2016 report</b>	21 September 2016
<b>23<sup>rd</sup> annual general meeting</b>	29 September 2016

## TICKER SYMBOLS

Vienna Stock Exchange	IIA
Warsaw Stock Exchange	IIA
ISIN	AT0000809058
Reuters	IMFI.VI
Bloomberg	IIA AV

## ADR PROGRAMME

Ticker symbol: IMNZY      CUSIP: 45253U201      ISIN: US45253U2015      ADR-Ratio: 1 ADR: 4 Ordinary Shares  
 Depository bank: Deutsche Bank Trust Company Americas

ADR broker helpline:      E-Mail: [adr@db.com](mailto:adr@db.com)  
 New York: +1 212 250 9100      ADR Website: [www.adr.db.com](http://www.adr.db.com)  
 London: +44 207 547 6500      Depository bank's local custodian: Deutsche Bank, Frankfurt

1) Publication is scheduled after the close of trading on the Vienna Stock Exchange

# LIKE-FOR-LIKE – RENTAL INCOME

The like-for-like analysis shows a decline of MEUR 59.9 in rental income to MEUR 278.5 in 2015/16. It is attributable, above all, to the current situation in Russia, where IMMOFINANZ has granted temporary rental reductions to tenants. The adjusted rental income from Russia fell by MEUR 54.1 to MEUR 82.2 in year-on-year comparison. The development of adjusted rental income in Austria and the Czech Republic is related primarily to property-specific factors, such as a temporary increase in vacancies prior to the scheduled modernisation of properties. In Warsaw, the production of new space and the competitive situation led to pressure on effective rents.

STANDING INVESTMENTS <sup>1)</sup> , AMOUNTS IN MEUR AS OF 30 APRIL 2016	NUMBER OF PROPERTIES	CARRYING AMOUNT 30 APRIL 2016	CARRYING AMOUNT 30 APRIL 2015	RENTAL INCOME FY 2015/16	RENTAL INCOME FY 2014/15	FY 2015/16 VS. FY 2014/15	GROSS RETURN FY 2015/16	GROSS RETURN FY 2014/15
Austria	137	1,100.2	1,046.6	62.3	64.3	-2.0	5.7% (6.5%)	6.1% (7.3%)
Germany	3	65.6	55.7	2.7	2.5	0.2	4.1% (5.1%)	4.4% (8.2%)
Czech Republic	20	377.7	385.3	24.3	26.6	-2.3	6.4% (7.7%)	6.9% (8.2%)
Hungary	25	441.0	421.7	25.5	24.7	0.8	5.8% (6.8%)	5.9% (7.2%)
Poland	12	333.3	343.8	18.9	21.3	-2.4	5.7% (6.4%)	6.2% (7.9%)
Romania	13	627.4	626.7	44.0	43.6	0.4	7.0% (7.7%)	6.9% (8.1%)
Russia	5	1,114.6	1,536.5	82.2	136.2	-54.1	7.4% (9.0%)	8.9% (10.3%)
Slovakia	12	166.3	186.8	13.4	14.0	-0.6	8.0% (8.2%)	7.5% (7.7%)
Non-core countries	8	73.0	83.9	5.3	5.3	-0.1	7.2% (9.3%)	6.3% (8.2%)
<b>IMMOFINANZ</b>	<b>235</b>	<b>4,299.1</b>	<b>4,686.9</b>	<b>278.5</b>	<b>338.4</b>	<b>-59.9</b>	<b>6.5% (7.5%)</b>	<b>7.2% (8.6%)</b>
Rental income FY 2015/16 from properties sold/ acquired and developments				36.0				
<b>IMMOFINANZ</b>				<b>314.5</b>				
Office	74	2,131.3	2,108.6	115.5	121.6	-6.2	5.4% (6.6%)	5.8% (7.6%)
Retail	156	2,158.3	2,565.5	162.6	216.4	-53.7	7.5% (8.3%)	8.4% (9.2%)
Others	5	9.5	12.8	0.4	0.5	-0.1	4.1% (6.6%)	3.5% (5.0%)
<b>IMMOFINANZ</b>	<b>235</b>	<b>4,299.1</b>	<b>4,686.9</b>	<b>278.5</b>	<b>338.4</b>	<b>-59.9</b>	<b>6.5% (7.5%)</b>	<b>7.2% (8.6%)</b>

Values in brackets = adjusted for occupancy

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1) This calculation only includes the properties owned by IMMOFINANZ during both financial years, i.e. an adjustment was made for new acquisitions, completions and sales  
Rounding differences may result from the use of automatic data processing equipment for the addition of rounded amounts and percentage rates

# LIKE-FOR-LIKE – PROPERTY VALUATION

The like-for-like analysis shows a foreign exchange-adjusted decline of 9.6%, or MEUR 453.8, in the value of the property portfolio. It is attributable, above all, to the Russian properties, where key valuation inputs involved temporary rental reductions, an increase in the scope of fixed exchange rates granted to tenants and more cautious estimates by the appraisers for the future development of market rents. In contrast, Austria and Hungary benefited from a positive market environment.

STANDING INVESTMENTS <sup>1)</sup> , AMOUNTS IN MEUR AS OF 30 APRIL 2016	NUMBER OF PROPERTIES	CARRYING AMOUNT 30 APRIL 2016	VALUATION RESULT FY 2015/16	COMMENT
Austria	137	1,100.2	40.7	Positive market environment
Germany	3	65.6	6.9	
Czech Republic	20	377.7	-8.1	
Hungary	25	441.0	17.3	Positive market environment
Poland	12	333.3	-13.9	
Romania	13	627.4	1.8	
Russia	5	1,114.6	-466.6	Temporary rental reductions, increase in number of FX-fixed rents, more conservative estimation of future market rents
Slovakia	12	166.3	-20.9	Temporary decline in tenant revenues due to a change in the operator of the food anchor at the Polus City Center
Non-core countries	8	73.0	-11.1	
<b>IMMOFINANZ</b>	<b>235</b>	<b>4,299.1</b>	<b>-453.8</b>	
Office	74	2,131.3	11.5	
Retail	156	2,158.3	-464.6	Write-down of the Russian portfolio
Others	5	9.5	-0.7	
<b>IMMOFINANZ</b>	<b>235</b>	<b>4,299.1</b>	<b>-453.8</b>	

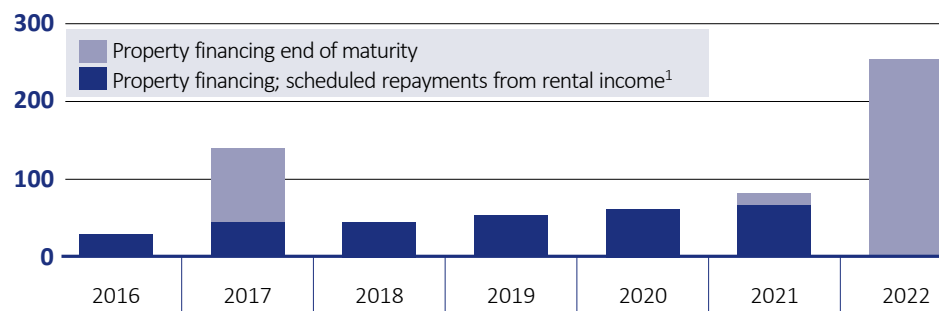
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Rounding differences may result from the use of automatic data processing equipment for the addition of rounded amounts and percentage rates

# BUSINESS UPDATE:

## RUSSIA AS OF 30 APRIL 2016

### TERM STRUCTURE OF FINANCIAL LIABILITIES

Values in MEUR



1) A reduction or suspension of principal repayments up to March 2018 was arranged for individual financial liabilities

### PROPERTY APPRAISAL

Standing Investments

	30 APRIL 2013 <sup>1</sup>	30 APRIL 2014	30 APRIL 2015	EXTRAORDINARY APPRAISAL 31 JANUARY 2016	30 APRIL 2016
Appraiser	JLL	JLL	JLL	CBRE	CBRE
Prime yield <sup>2</sup>	9.0-9.5%	9.3-9.5%	10.8%	10.0%	10.0%
Discount rate	11.75-12.00%	11.50-12.50%	12.50-13.75%	12.50-13.75%	12.50-13.75%
Exit yield	10.75-11.00%	10.50-11.50%	11.50-12.25%	11.00-12.25%	11.00-12.25%
Occupancy rate	99.1%	93.3%	86.2%	84.5%	81.9%
Fair value (MEUR)	1,575.4	1,710.2	1,536.5	1,234.7	1,114.6
LTV	42.2%	37.7%	48.0%	59.2%	60.1%
Gross yield	11.0%	9.7%	8.9%	6.4%	6.8%
Gross return (occupancy-adj.)	11.1%	10.4%	10.3%	7.6%	8.3%

1) Excl. GOODZONE

2) Source: JLL (30 April 2013 to 30 April 2015) respectively Colliers (up to 31 January 2016)