



**Q1 2019**

**RESULTS PRESENTATION**

# Q1 2019 – HIGHLIGHTS

## STRENGTHENED OPERATING PERFORMANCE

Occupancy rate

**94.9%**

+0.7 PP

Rental income

**MEUR 65.2**

+10,5% (+4,1% excl. IFRS 16)

Rental income Ifl

**MEUR 52.9**

+0.2%

## KPIs SIGNIFICANTLY IMPROVED

Results of asset  
management**MEUR 50.4**

+11.8%

Operating profit

**MEUR 43.9**

+38.5%

FFO 1 (pre tax)\*

**MEUR 28.1**

+35.0%

## CONSERVATIVE CREDIT PROFILE

Net LTV

**38.3%**

12/2018: 37.3%

Financing costs  
(incl. hedging)**1.94%**

2018: 2.14%

Cash and cash  
equivalents**MEUR 672.5**

2018: 631.8



**S&P ASSIGNED INVESTMENT GRADE RATING OF  
BBB- WITH STABLE OUTLOOK IN JANUARY 2019**

Comparative figures refer to Q1 2018, except for Net LTV, financing costs and cash (FY 2018)

\*FFO 1 pre tax (excl. S IMMO) adjusted for accrued interest for the corporate bond 2023 equals MEUR 25.8

# P&L: NET PROFIT IMPROVED SIGNIFICANTLY

AMOUNTS IN MEUR AS OF 31 MARCH 2019		Q1 2019	Q1 2018	CHANGE ABSOLUTE	CHANGE IN %
Rental income	1	65.2	59.0	6.2	10.5%
Operating costs charged to tenants		21.3	22.5	-1.2	-5.5%
Other revenues		0.2	1.1	-0.9	-82.4%
<b>Revenues</b>		<b>86.7</b>	<b>82.6</b>	<b>4.1</b>	<b>4.9%</b>
Expenses from investment property	2	-11.3	-13.7	2.3	17.3%
Operating expenses		-25.0	-23.9	-1.1	-4.6%
<b>Results of asset management</b>	<b>3</b>	<b>50.4</b>	<b>45.0</b>	<b>5.3</b>	<b>11.8%</b>
<b>Results of property sales</b>		<b>1.0</b>	<b>3.5</b>	<b>-2.5</b>	<b>-71.0%</b>
<b>Results of property development</b>	<b>4</b>	<b>-4.6</b>	<b>1.8</b>	<b>-6.4</b>	<b>n/a</b>
Other operating income		0.7	2.2	-1.4	-65.0%
Other operating expenses	5	-10.7	-17.0	6.3	37.2%
<b>Results of operations</b>		<b>36.8</b>	<b>35.5</b>	<b>1.3</b>	<b>3.7%</b>
Revaluation result from standing investments and goodwill	6	7.1	-3.8	10.9	n/a
<b>Operating profit (EBIT)</b>		<b>43.9</b>	<b>31.7</b>	<b>12.2</b>	<b>38.5%</b>
Net financing costs		-14.2	-15.0	0.8	5.5%
FX changes and other financial results	7	-9.0	1.6	-10.7	n/a
Gains/losses from equity-accounted investments	8	4.9	8.9	-4.0	-45.3%
<b>Financial results</b>		<b>-18.4</b>	<b>-4.5</b>	<b>-13.9</b>	<b>≤ -100.0%</b>
<b>Earnings before tax (EBT)</b>		<b>25.6</b>	<b>27.2</b>	<b>-1.7</b>	<b>-6.2%</b>
Taxes	9	0.0	-22.9	22.9	n/a
<b>Net profit for the period from continuing operations</b>		<b>25.6</b>	<b>4.3</b>	<b>21.2</b>	<b>≥ +100.0%</b>
Net profit for the period from discontinued operations	10	4.9	-3.4	8.2	n/a
<b>Net profit for the period</b>		<b>30.4</b>	<b>1.0</b>	<b>29.5</b>	<b>≥ +100.0%</b>

## COMMENTS

- After the adjustment of effects totalling EUR 3.8 million from the initial application of IFRS 16, the increase equalled EUR 2.4 million or 4.1% / IFRS 16 does not effect results of asset management
- Property expenses declined by 17.3%: This reduction was supported primarily by a decline in fit-out costs (EUR -0.9 million versus EUR -2.2 million)
- Results of asset management increased by 11.8% - corresponds to a margin (Results of AM/rental income) of 77.3%
- As previously reported, sale of the hotel in Cologne and other units in the Gerling Quarter closed during Q1 2019
- After an adjustment for the payment of a one-time special bonus of MEUR -4.0 to the Executive Board in Q1 2018, the cost savings equalled MEUR 2.3 or 17.8%
- Mainly driven by revaluation of Na Prikope property in Prague. IMMOFINANZ acquired the second 50% in Q1 2019 from the former JV partner
- MEUR -6.9 refer to mark-to-market valuation of derivatives
- MEUR 4.5 from S IMMO; in Q1 2018 larger positive effect from CA Immo (MEUR 7.8)
- Current income tax of MEUR -3.8 is outweighed by positive deferred taxes; in Q1 2018 higher taxes were mainly due to planned sale of CA Immo stake
- Tax reimbursements from Russia (part of sales agreement with Fort Group)

## FFO 1 UP BY 35 PER CENT

AMOUNTS IN TEUR	P&L Q1 2019	ADJUSTMENTS	FFO Q1 2019
Results of asset management	50,355	297	50,652
Results of property sales	1,028	-1,028	
Results of property development	-4,617	4,617	
Other operating income	771	-197	574
Other operating expenses	-10,694	-45	-10,739
<b>Results of operations</b>	<b>36,843</b>	<b>3,644</b>	<b>40,487</b>
Other revaluation results	7,104	-7,104	
<b>Operating profit (EBIT)</b>	<b>43,947</b>	<b>-3,460</b>	<b>40,487</b>
Financing costs	-14,301		
Financing income	100		
Foreign exchange differences	-1,106		
Other financial result	-7,943		
Net profit or loss from equity-accounted investments	4,853		
<b>Financial results</b>	<b>-18,397</b>	<b>5,960</b>	<b>-12,437</b>
<b>Earnings before tax (EBT) / FFO 1 before tax (excl. CA Immo/S IMMO)</b>	<b>25,550</b>	<b>2,500</b>	<b>28,050</b>
Net profit or loss from discontinued operations	4,864	-4,864	
<b>FFO 1 before tax (excl. S IMMO/CA Immo)</b>			<b>28,050</b>
Accrued interest corporate bond 2023		-2,229	-2,229
<b>FFO 1 before tax (excl. S IMMO/CA Immo) adjusted</b>			<b>25,821</b>
Number of shares (according to EPS calculation)			109,362,447
FFO 1 per share before tax			0,26
FFO 1 per share adjusted for accrued interest			0,24

FFO 1 (before tax)

**MEUR 28.1** +35.0%

(Q1 2018: MEUR 20.8)

FFO 1 (before tax)/share

**EUR 0.26** +36.8%

(Q1 2018: EUR 0.19)

GUIDANCE FFO 1 2019

**> MEUR 100** 

excl. dividends/economic interest in S IMMO

ADJUSTMENTS

After the inclusion of future interest payments for the corporate bond 2023 which was issued in January 2019 (coupon: 2.625%, first coupon payment in January 2020), adjusted FFO 1 equals MEUR 25.8 or FFO 1 per share of EUR 0.24

# FINANCING – SOLIDLY POSITIONED WITH IG RATING

## HIGHLIGHTS:

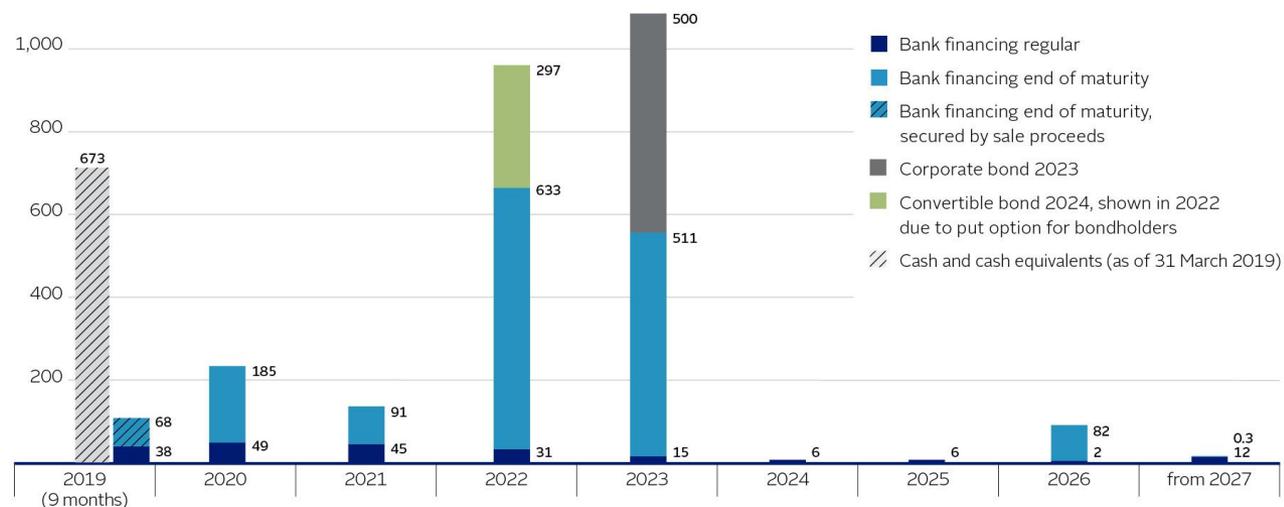
Increase in cash and cash equivalents to approx. MEUR 672.5 (12/2018: MEUR 631.8)

Net LTV of 38.3% (12/2018: 37.3%)

Successful issuance of MEUR 500.0 benchmark bond in January 2019 with a 2.625% coupon and four-year maturity

The proceeds from the bond were used in Q1 2019 to repay secured liabilities, resulting in total unencumbered assets of EUR 1.86 billion at the end of March 2019 (including EUR 434.3 million stake in S IMMO)

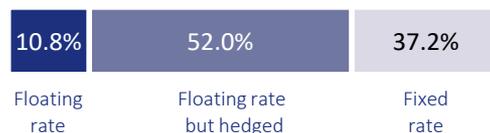
## MATURITY PROFILE BY YEAR AS OF 31 MARCH 2019



1 Maturing financing exclusively for properties already sold, which will be repaid from sales proceeds by the end of 2019

2 Margin loan on S IMMO shares, repaid in Q1 2019

## HEDGING QUOTA INCREASED TO 89.2% (12/2018: 73.8%):



1 Calculation basis: remaining debt (nominal amount)

2 Coupon reduction of 50 basis points from 24 January 2019 due to receipt of investment grade rating

	OUTSTANDING LIABILITY IN TEUR AS OF 31 MARCH 2019	WEIGHTED AVERAGE INTEREST RATE INCL. DERIVATIVES <sup>1</sup>	THEREOF INTEREST RATE ON FLOATING DEBT
Convertible bonds in EUR	280,052.0	1.50% <sup>2</sup>	n/a
Bond in EUR	494,881.5	2.63%	n/a
Bank liabilities in EUR	1,766,135.7	1.88%	1.43%
<b>IMMOFINANZ</b>	<b>2,541,069.2</b>	<b>1.94%</b>	<b>1.43%</b>

# OUTLOOK

## PORTFOLIO

- > STOP SHOP: Further acquisitions and development projects to consolidate market leadership
- > Office: Evaluation of acquisitions e.g. in Warsaw, Prague and Budapest
- > myhive: Further locations in Vienna, Bucharest (refurbishments) and Düsseldorf

## INVESTMENTS

- > The closing for the purchase of approx. 19.5 million shares (29.14%) in S IMMO for approx. EUR 390.0 million in total took place in September 2018 – reciprocal investment provides good starting position for a possible combination of the two companies

## FFO1/ DISTRIBUTION POLICY

- > FFO 1 (before tax) target of more than EUR 100.0 million in FY 2019 confirmed
- > Current share buyback programme 2018/2019 for up to 9.7 million shares, or 8.66%
- > Shareholder meeting approved increase in dividend for 2018 to EUR 0.85 per share (after EUR 0.7) – equates to dividend yield of 4.1% (based on 28.12.2018 closing price) or 3.8% (29.3.2019 closing price)

# APPENDIX

## RENTAL INCOME LIKE-FOR-LIKE

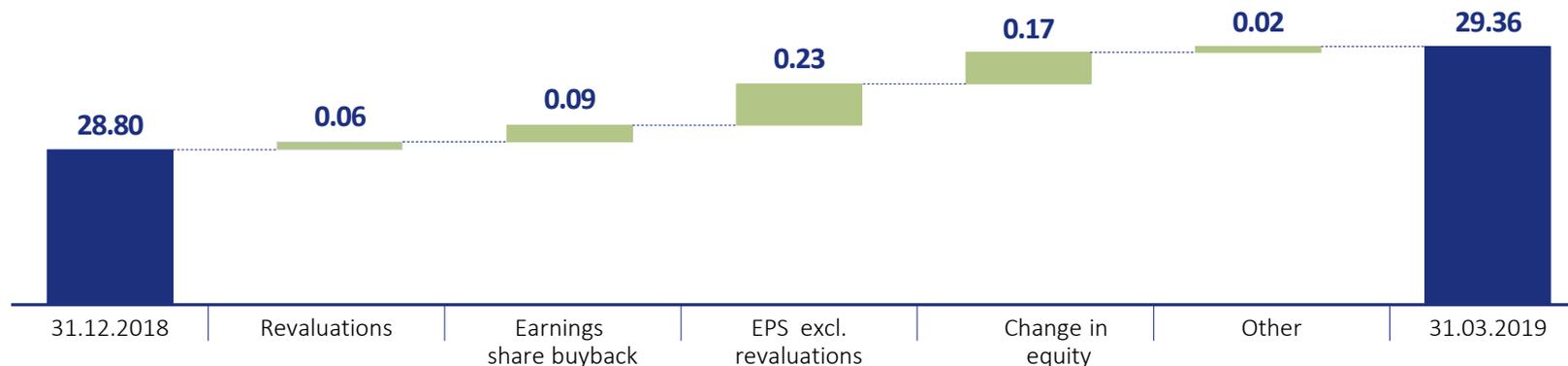
Rental income on a like-for-like basis remained stable at MEUR 52.9 in the first quarter of 2019. The increase in the retail sector equaled 1.2%, while the rental income from office properties declined by 0.7% primarily due to temporary vacancies.

STANDING INVESTMENTS <sup>1</sup> , AMOUNTS IN MEUR AS OF 31 MARCH 2019	NUMBER OF PROPERTIES	CARRYING AMOUNT IN MEUR	CARRYING AMOUNT IN PERCENT	RENTAL INCOME Q1 2019	RENTAL INCOME Q1 2018	Q1 2019 VS. Q1 2018
Austria	25	681.7	20.1%	9.0	9.2	-0.2
Germany	2	116.9	3.4%	1.7	1.5	0.2
Poland	26	716.7	21.1%	10.5	10.9	-0.4
Czech Republic	16	323.4	9.5%	4.9	4.9	0.0
Hungary	24	495.6	14.6%	7.7	7.4	0.3
Romania	17	634.9	18.7%	11.3	11.5	-0.2
Slovakia	20	303.8	8.9%	5.3	5.1	0.2
Non-core countries	11	121.7	3.6%	2.4	2.3	0.1
<b>IMMOFINANZ</b>	<b>141</b>	<b>3,394.6</b>	<b>100.0%</b>	<b>52.9</b>	<b>52.8</b>	<b>0.1</b>
Rental income from properties sold/acquired and development projects				12.4		
<b>IMMOFINANZ</b>				<b>65.2</b>		
Office	56	2,028.3	59.8%	27.5	27.7	-0.2
Retail	82	1,365.5	40.2%	25.4	25.1	0.3
Other	3	0.8	0.0%	0.0	0.0	0.0
<b>IMMOFINANZ</b>	<b>141</b>	<b>3,394.6</b>	<b>100.0%</b>	<b>52.9</b>	<b>52.8</b>	<b>0.1</b>

1 Calculation only includes those properties which were fully owned by IMMOFINANZ in both periods, i.e. it excludes acquisitions, completions and sales.

# DEVELOPMENT OF EPRA NAV AND BOOK VALUE PER SHARE

## DEVELOPMENT OF EPRA NAV PER SHARE



## DEVELOPMENT OF BOOK VALUE PER SHARE



# KEY FIGURES

<b>ASSET DATA</b>		<b>31 MAR 2019</b>
Balance sheet total	in MEUR	5,987.8
Equity as % of balance sheet total	in %	46.5%
Net financial liabilities	in MEUR	1,868.5
Cash and cash equivalents	in MEUR	672.5
Loan to value ratio (net)	in %	38.3%
Gearing	in %	69.6%
Average interest rate on financial liabilities, incl. hedging	in %	1.9%
Average term of financial liabilities	in years	3.8

<b>EPRA INDICATORS</b>		<b>31 MAR 2019</b>
EPRA net asset value	in MEUR	3,074.8
EPRA net asset value per share	in EUR	29.36
EPRA triple net asset value	in MEUR	3,020.7
EPRA triple net asset value per share	in EUR	28.85
		<b>Q1 2019</b>
EPRA earnings	in MEUR	15.8
EPRA earnings per share	in EUR	0.14
EPRA earnings after company-specific adjustments	in MEUR	13.0
EPRA earnings per share after company-specific adjustments	in EUR	0.12
EPRA net initial yield	in %	6.1%

<b>STOCK EXCHANGE DATA</b>		<b>31 MAR 2019</b>
Book value per share	in EUR	26.74
Share price at end of period	in EUR	22.14
Discount of share price to EPRA NAV per share	in %	24.6%
Total number of shares		112,085,269
Thereof number of treasury shares		7,372,526
Market capitalisation at end of period	in MEUR	2,481.6
		<b>Q1 2019</b>
Earnings per share (undiluted)	in EUR	0.28
Earnings per share (diluted)	in EUR	0.25

<b>EARNINGS DATA</b>		<b>Q1 2019</b>
Rental income	in MEUR	65.2
Results of asset management	in MEUR	50.4
Results of property sales	in MEUR	1.0
Results of property development	in MEUR	-4.6
Results of operations	in MEUR	36.8
Revaluations	in MEUR	6.3
EBIT	in MEUR	43.9
Financial results	in MEUR	-18.4
EBT	in MEUR	25.6
Net profit for the period	in MEUR	30.4
FFO 1 before tax	in MEUR	28.1
FFO 1 before tax per share	in EUR	0.26

# CONTACT AND FINANCIAL CALENDAR

## INVESTOR RELATIONS

Bettina Schragl  
 +43 (0)1 88 090 2290  
 E-Mail: [investor@immofinanz.com](mailto:investor@immofinanz.com)  
[www.immofinanz.com](http://www.immofinanz.com)

Simone Korbelius  
 +43 (0)1 88 090 2291  
 E-Mail: [investor@immofinanz.com](mailto:investor@immofinanz.com)  
[www.immofinanz.com](http://www.immofinanz.com)

## FINANCIAL CALENDER

<b>H1 2019 results<sup>1</sup></b>	28 August 2019
<b>H1 2019 report</b>	29 August 2019
<b>Q1-3 2019 results<sup>1</sup></b>	27 November 2019
<b>Q1-3 2019 report</b>	28 November 2019

## TICKER SYMBOLS

Vienna Stock Exchange	IIA
Warsaw Stock Exchange	IIA
ISIN	AT0000A21KS2
Reuters	IMFI.VI
Bloomberg	IIA AV

<sup>1</sup> Publication is scheduled after the close of trading on the Vienna Stock Exchange