

Q1 2012 Results

Berlin, 21-May-2012



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GSW share

- Secondary placement in January/ overhang removed
- Positive share price development YTD
- Significant increase of index weightings

2

Successful rights issue in April/ May

- Issuance of 9,473,684 new shares (50,526,314 total number of shares)
- Over 90% of existing shareholders executed subscription rights
- Impact (pro forma) ⁽¹⁾: NAV €28.11ps; LTV 50.9%; Cash €260.8m

3

Operational performance on track

- Residential in-place rents at 5.12 €/sqm (4.92 €/sqm Q1 2011)
- Residential vacancy down to 3.3% (3.7% Q1 2011)
- Integration of recently acquired portfolio successfully completed

4

Key financials well developed as expected

- Net rental income: €39.7m
- FFO I: €15.0m
- AFFO: €11.4m
- LTV: 57.4%

(1) Based on figures as of 31-Mar-2012, assumed net proceeds of €190.3m and 50,526,314 shares

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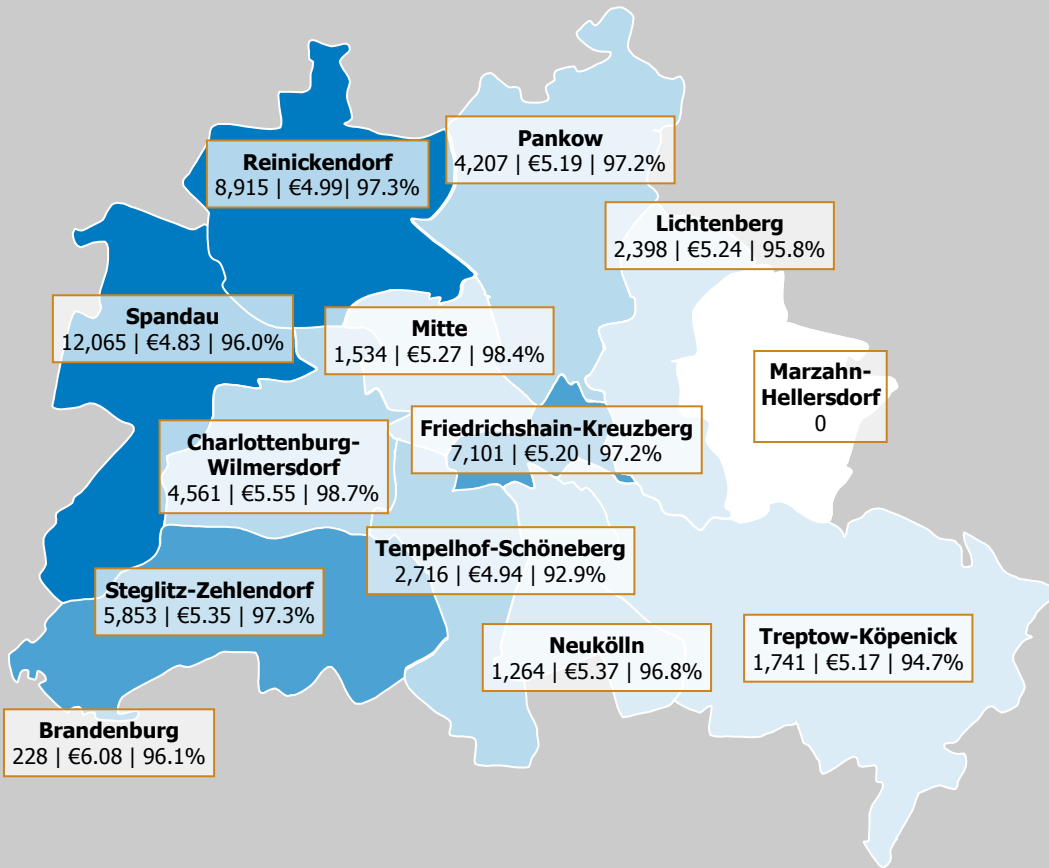
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GSW portfolio overview as of 31-Mar-2012



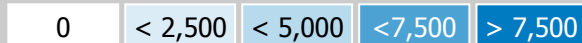
Overall Portfolio

Residential units	52,583
In-place rent	€5.12/sqm
Occupancy	96.7%
Average size	61.4 sqm

Valuation (31-Dec-2011)

Total Fair Value	€2,946.6 m
Fair Value	€873/sqm
IPR Multiple	14.5x
IPR Yield	6.9%

GSW Residential units



District

Residential Units | Monthly IPR €/sqm | Occupancy in %

Development of the recently acquired portfolio

Operational performance

	31-Mar-2012	31-Dec-2011	Change
Occupancy ⁽¹⁾	96.6%	96.5%	0.1%
In-place rent ⁽¹⁾	5.69 €/sqm	5.66 €/sqm	0.03 €/sqm

- Implementation of assets into existing platform successfully completed in Q1 2012
- 0.08 €/sqm increase since Nov 2011

Key figures

- Income from rents: €4.9m
- Adj. EBITDA yield: 4.8%
- FFO I: €1.9m
- FFO I yield: 6.4%



Note: figures as of 31-Mar-2012
 (1) residential

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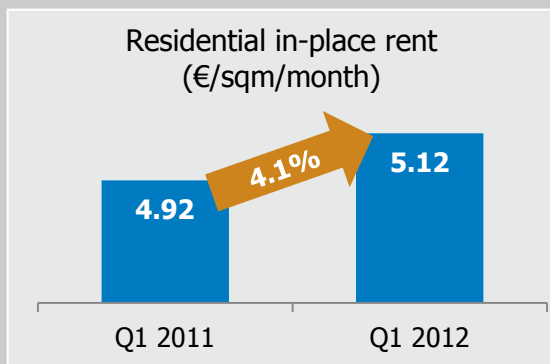
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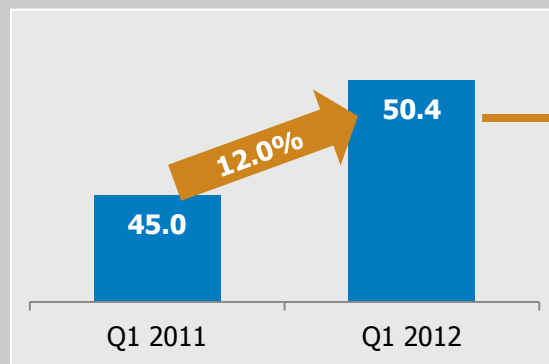
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Overview – Operational and financial highlights

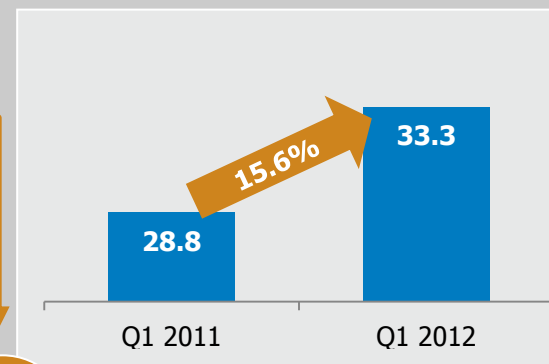
Rent increases



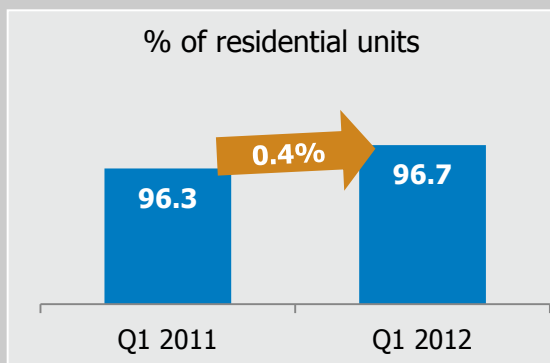
Income from rents (€m)



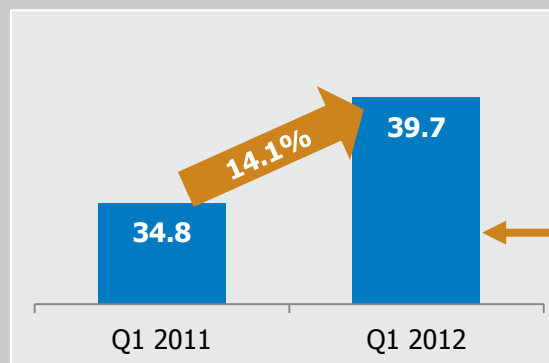
Adj EBITDA (€m)



Occupancy increase

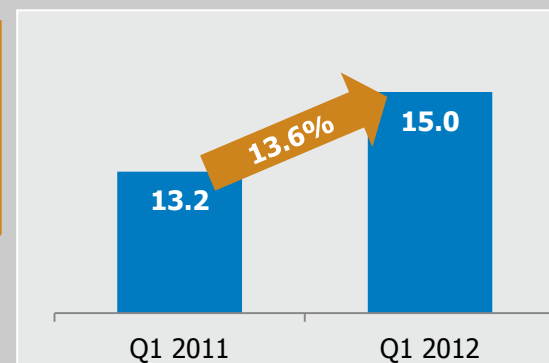


Net rental income (€m)



NRI Margin 79%

FFO I (€m)



Note: FFO I = FFO excl. sales result

Net Rental Income

Q1-2012

(€m)	Q1 2012	Q1 2011	Comments
Income from rents	50.4	45.0	Higher average rent per sqm, increased occupancy, acquisition effect Like-for-like residential in-place rent per sqm from €4.92 (Q1-2011) to €5.06 (Q1-2012)
Income from management activities and other income	2.7	2.6	
Gross rental income	53.1	47.7	
Income from direct government grants	2.1	2.7	
Total rental income	55.2	50.4	
Costs of materials	(9.3)	(8.9)	Increased maintenance due to larger portfolio
Personnel expenses	(4.6)	(4.0)	
Other property operating expenses/income	(1.6)	(2.6)	Less expenses for IT and projects
Net rental income	39.7	34.8	

Income statement

Q1-2012

(€m)	Q1 2012	Q1 2011
Net rental income	39.7	34.8
Result on disposal of investment property	2.1	1.3
Net valuation gains on investment property	0.0	0.0
Administrative expenses	(10.1)	(13.2)
Other income, net	0.0	25.4
Net operating profit (EBIT)	31.7	48.3
Net results of investments	0.1	0.1
Interest result	(21.8)	(16.7)
Profit before income taxes (EBT)	10.0	31.7
Income taxes	(1.3)	1.5
Consolidated net income for the period	8.7	33.2

Comments		
Admin expenses adjusted (€m)		
Admin expenses (total)	Q1 2012	Q1 2011
	(10.1)	(13.2)
Thereof IPO + project expenses	1.4	3.3
Thereof LTIP (paid by former shareholders)	0.9	2.9
Thereof acquisition costs	1.1	0.0
Admin expenses adjusted	(6.7)	(7.1)
Sale of broadband cable business (one-off) in Q1 2011		
Interest result (€m)		
Interest income	Q1 2012	Q1 2011
	7.3	8.1
Interest expense	(29.1)	(24.8)
Interest result	(21.8)	(16.7)
Less valuation effects from loans	3.2	5.9
Less valuation effects from derivatives	0.7	(3.5)
Less discounting	0.3	0.6
Less accrued interest for loans & derivatives	(0.7)	(2.0)
Cashflow net interest	(18.4)	(15.6)

Adjusted EBITDA reconciliation

Q1-2012

(€m)	Q1 2012	Q1 2011	Comments
EBIT	31.7	48.3	
Depreciation	0.2	0.3	
Fair value adjustment of investment property	0.0	0.0	
EBITDA	31.9	48.6	
Costs of IPO/ capital increase	1.2	2.5	
LTIP (by selling shareholders)	0.9	2.9	No impact on equity value; offset on balance sheet level
Restructuring expenses	0.1	0.1	
Project costs	0.2	1.4	
Acquisition costs	1.1	0.0	
Gains on disposal of shares in companies, associates, joint ventures, intangible assets and property, plant and equipment	0.0	(25.4)	
Result on disposal of investment property	(2.1)	(1.3)	
Adjusted EBITDA	33.3	28.8	

Result on disposals (€m)	Q1 2012	Q1 2011
Investment property disposal proceeds	16.0	9.8
Carrying value	(11.8)	(6.6)
Sales expenses	(2.1)	(1.9)
Result on disposals	2.1	1.3

Derivation of FFO

Q1-2012

(€m)	Q1 2012	Q1 2011	Comments
Adjusted EBITDA	33.3	28.8	
Cashflow net interest (normalised)	(18.4)	(15.6)	Mainly driven by higher debt balance due to acquisition financing
Results of associates, joint ventures and other investments	0.1	0.1	
Cashflow net taxes	(0.0)	(0.1)	
FFO I (excl. sales result)	15.0	13.2	FFO I per share: €0.37 (based on 41.05m shares)
AFFO (FFO I less capitalised expenses for maintenance and modernisation)	11.4	11.6	Higher value enhancing capex €3.6m (Q1-2012) ; €1.6m (Q1-2011)
FFO II (incl. sales result)	17.1	14.5	

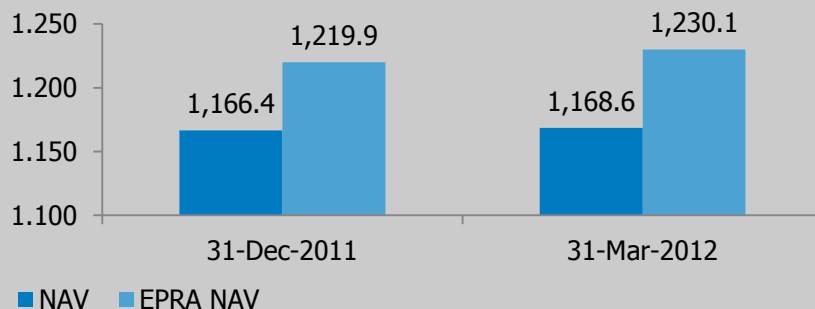
Balance sheet

31-Mar-2012

Selected items (€m)	31-Mar-2012	31-Dec-2011
Non-current assets	2,935.8	2,947.6
Investment property	2,918.7	2,930.2
Other non-current assets	17.1	17.3
Current assets	102.4	92.1
Assets held for sale	19.7	17.1
Cash and cash equivalents	70.5	62.6
Receivables and other current assets	12.2	12.4
Total assets	3,038.3	3,039.7

Selected items (€m)	31-Mar-2012	31-Dec-2011
Shareholders' equity	1,168.6	1,166.4
Financial liabilities	1,756.4	1,770.9
Other liabilities	113.4	102.4
Total equities and liabilities	3,038.3	3,039.7

NAV Development (€m)



NAV (€m)	31-Mar-2012	31-Dec-2011
Diluted NAV	1,168.6	1,166.4
Fair value of financial instruments (net)	61.6	53.6
Deferred tax ⁽¹⁾	(0.0)	(0.0)

Diluted EPRA NAV (€m)	1,230.1	1,219.9
EPRA NAV per share: €29.96		

(1) Not including deferred taxes on changes in valuation of derivatives (through OCI)

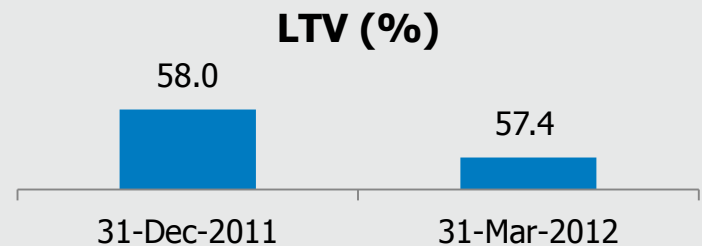
Net debt and LTV reconciliation

31-Mar-2012

(€m)	31-Mar-2012	31-Dec-2011
Financial liabilities	1,756.4	1,770.9
Cash and Cash equivalents	(70.5)	(62.6)
Net Debt	1,685.8	1,708.3
Investment properties	2,918.7	2,930.2
Assets held for sale	19.7	17.1
Loan-to-value ratio	57.4%	58.0%

Comments
Based on nominal debt of €1,859.1m the LTV is 60.9%

LTV development



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Outlook & Guidance

FFO I

€59-63m for 2012 ⁽¹⁾

Maintenance and capex

€13-15/sqm expected for 2012, plus investments for modernisation

Dividend

Intended dividend payout ratio for FY2012:
65% of FFO I

(1) Not including impacts from capital increase / potential acquisitions

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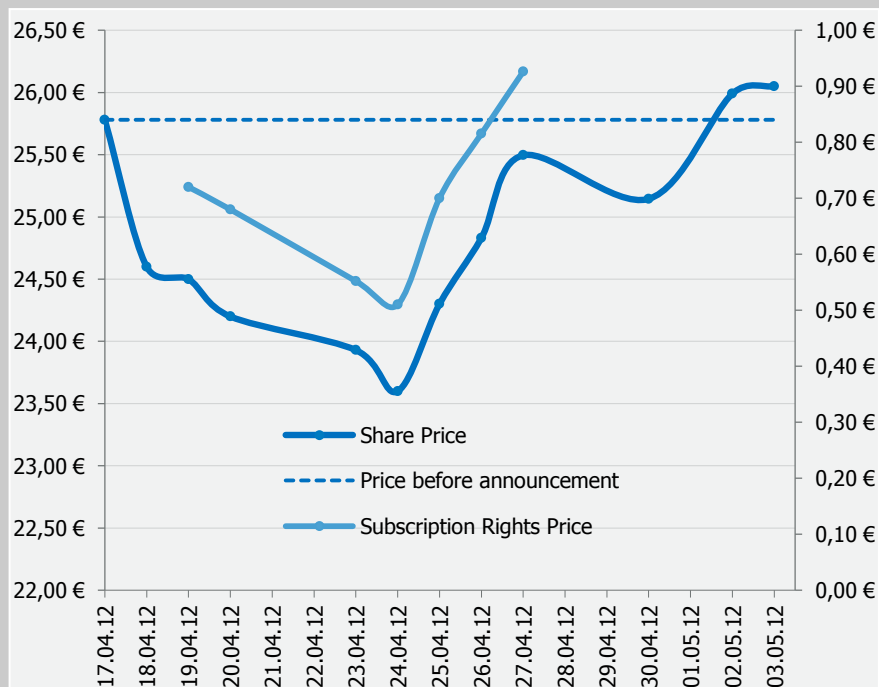
Dividend & Outlook

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Successful Capital Increase

Price development during offering

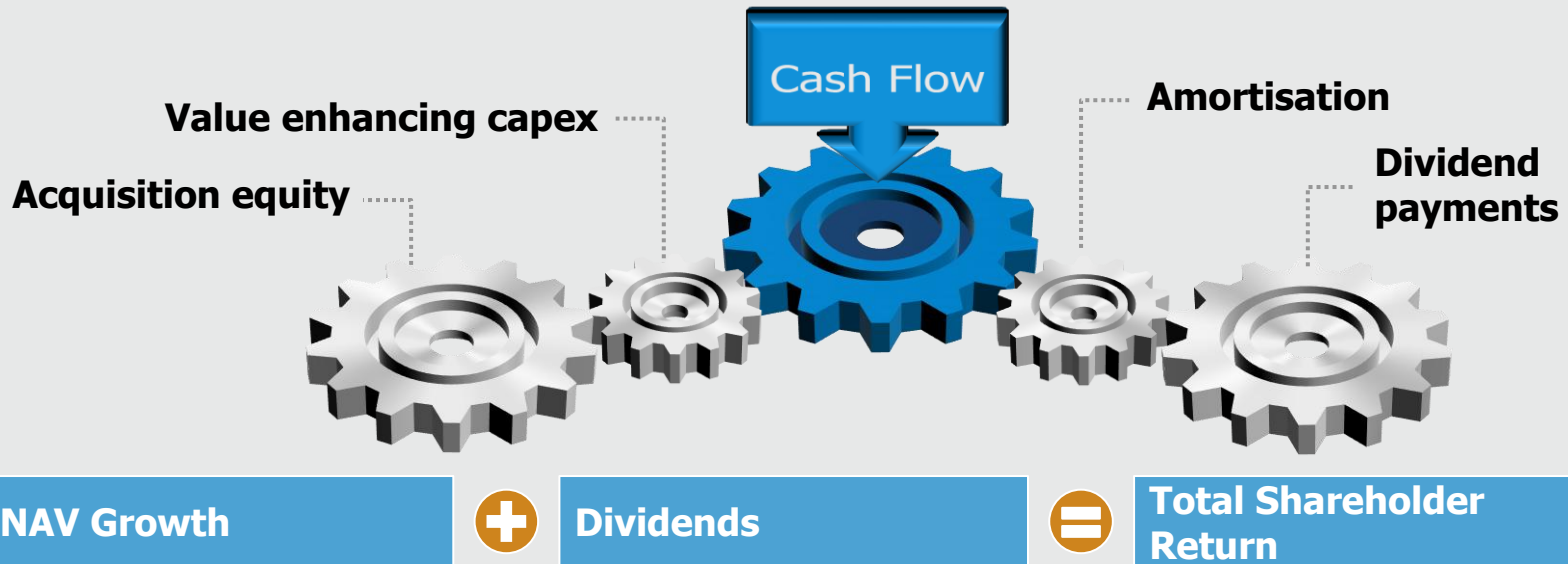


Key facts

- No. of new shares: 9,473,684
- New total no. of shares: 50,526,314
- Subscription price: €21.30ps
- Net proceeds: €190.3m
- Subscription rights trading: approx. 9%
- Exercised subscription rights: 99.7%

GSW as Capital Markets Product

Committed to NAV growth and significant dividend payouts



Premises

- Balancing the risk-reward ratio
- Constantly monitoring the banking and equity market requirements for the leverage & regearing possibilities

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