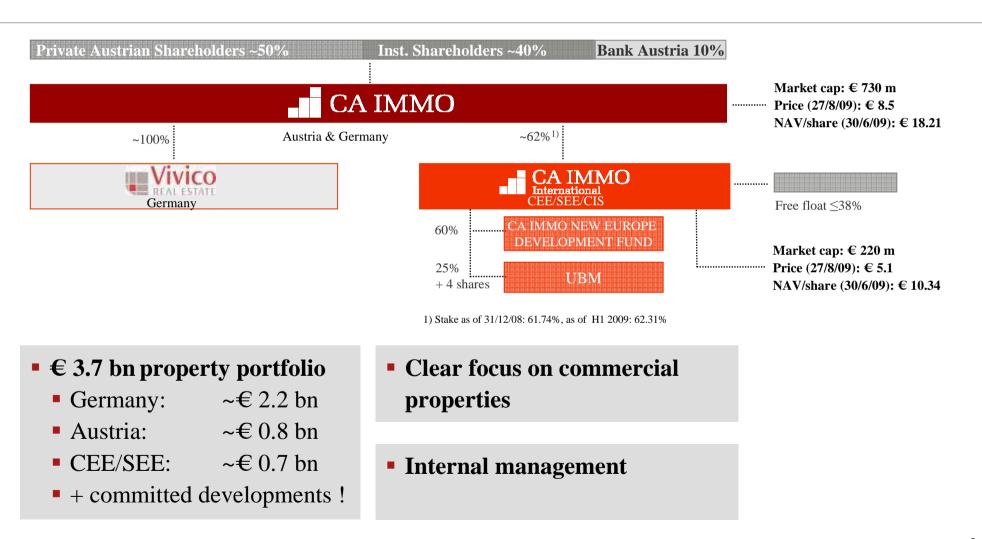


## Company Presentation

September 2009





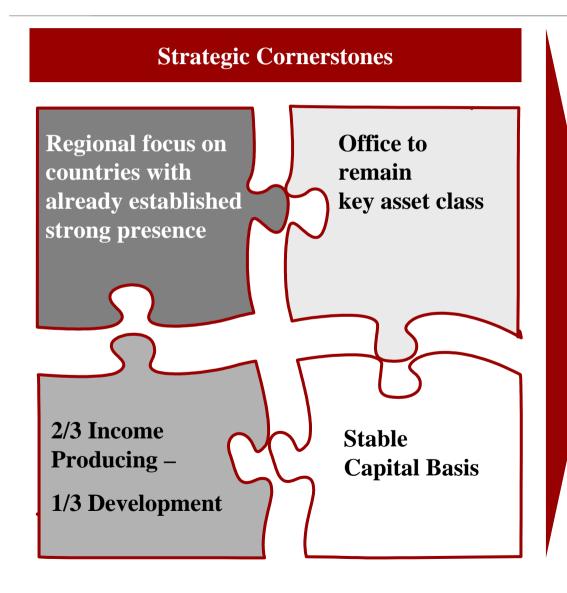




Strategy

# Cornerstones of CA Immo's Strategic Positioning

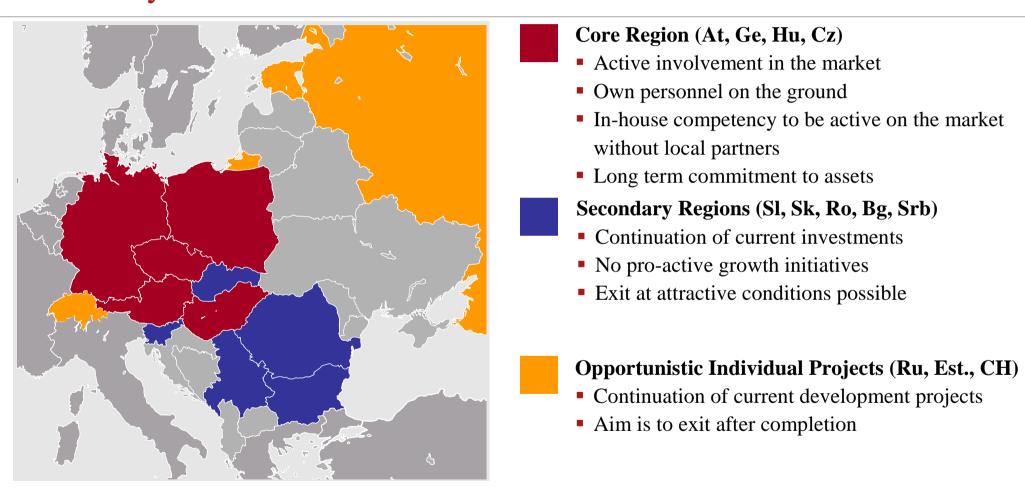




Focus on established strengths and regions

## Focus on Regions where CA Immo is already active

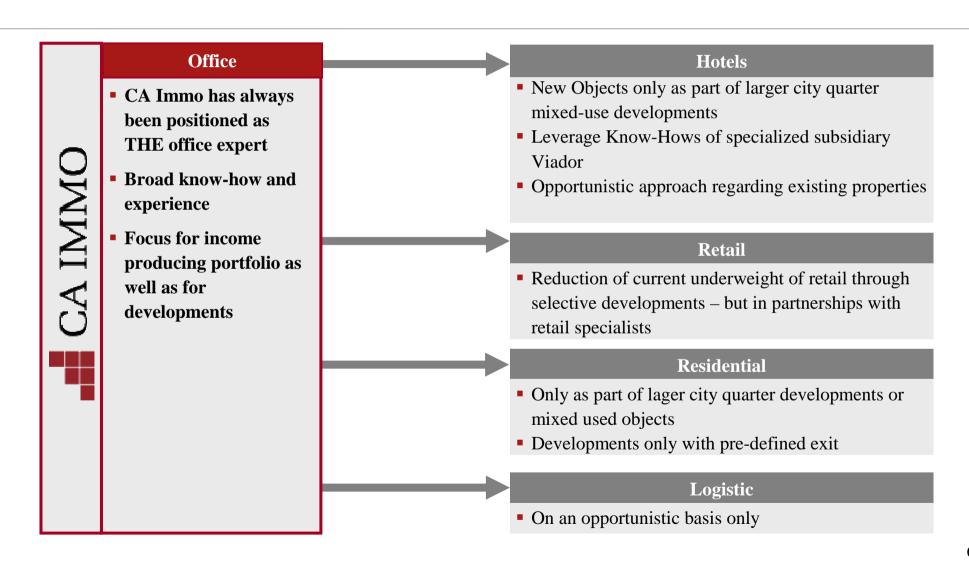




Strengthening the position in countries with established strong presence has clear priority over entering new markets

## Asset Classes: Offices clear core competency of the CA Immo Group





### Developments to Complement **Stable Core Business**

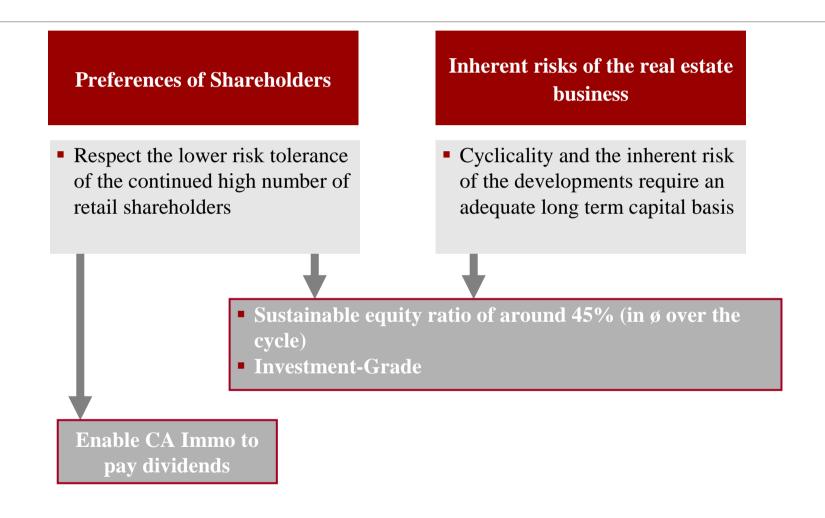


#### 1/3 Developments 2/3 Income Producing (on the basis of total investment cost) Stable cash flow Generate higher returns from • More conservative risk/return profile developments Make full usage of combination of CarefulRisk/Return Management: High degree of pre-lettings developing and holding activities: • Full optionality regarding sale or • In-house Know-How (Omnicon) hold following the completion of Collaboration with project partners a development Leverage the strategically highly Access to new, high quality valuable land bank of Vivico assets With a business-mix of 2:1 the cash flow from the income producing portfolio can

stabilize the volatility of the development business

## Maintain a stable capital basis to provide a sufficient buffer for the cyclicality of the business





### Strategic Preview



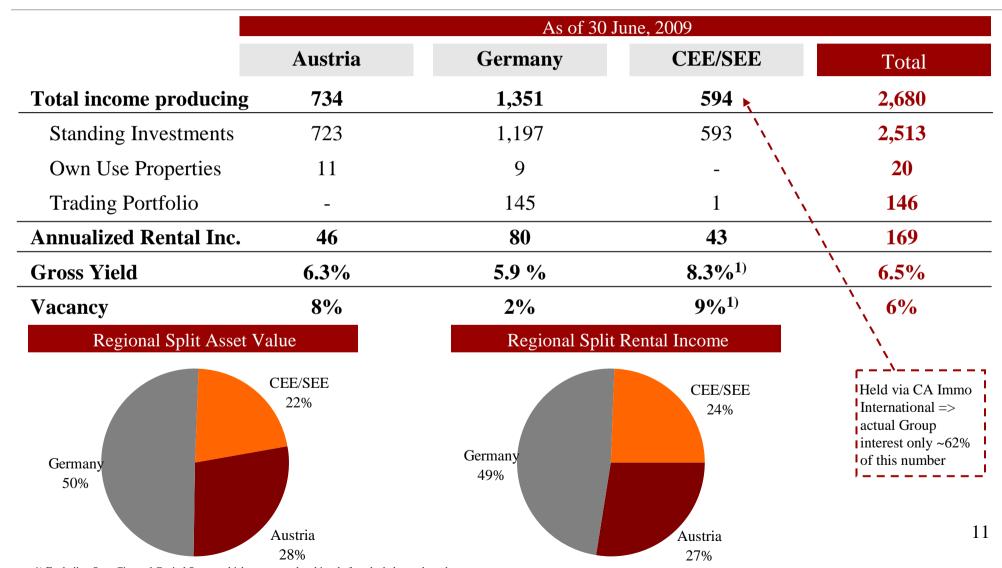
2011 2012 2013 2014 2009 2010 **Offensive** Consolidation **Sustainable Growth Challenging environment requires** Make use of the opportunities of CA Immo established as a major player the stabilizing market focus on operative measures on the Central European market • Following the completion of further Secure liquidity (also trough) Completion and disposal of selective sales) important developments allows to: developments CA Immo will be well established as one of the largest players Optimization of platform Increase earnings power Integration Vivico Distribute dividends on the German real estate market. Cost savings Create financial flexibility Stabilized development business – Establish third party service Functioning investment market Completions and new developments business allows to fine tune the portfolio balances • Create a basis for the implementation Increased growth in Austria and corestructure of those developments that have a Growth in Germany through CEE countries high strategic importance implementation of additional Regained strength allows to again consider M&A transactions and developments • Re-start to engage in selective portfolio deals acquisitions in other regions 9



Portfolio

# € 2.7 bn Income Producing Portfolio Backbone of CA Immo Group





<sup>1)</sup> Excluding Sava City and Capital Square which were completed just before the balance sheet date

## Speed of Implementation of Development Pipeline Contingent on Financing



situation requires strict prioritization of projects

No speculative

**Current financing** 

- Given the current reluctance of banks to provide funding, initially planned pipeline needed to be reconsidered
- Projects are prioritized by the following criteria
  - Status of pre-letting
  - Strategic value of plot
  - Achievable return

No speculative developments

- Significant pre-letting prerequisite
- Focus on quality of tenants and quality of rental contracts

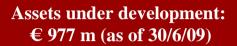
No external pressures on timing

 Full discretion on timing of projects – e.g. no obligation to built until a certain time (apart from pre-leases)

CEE / SEE

Focus on those projects that have already started

- Those projects that are already under construction will be continued
- All other projects are carefully evaluated before additional capital is committed





CEE/SEE development done mainly via CAINE Fund => actual Group interest only ~38% (62% stake in CA Immo Int. which holds 60% of the fund)

## Update Projects under Construction Vivico



Town	Project Name	Туре	:	Key Tenant or Partner	Project Volume <sup>1)</sup> €m	Book- value 30.6.09	Remaining investments	Net Letable Area in m²	% pre-let	Start of con- struction	Intended com- pletion	Status Financing
Frankfurt	T-185	Office	100%	Pre lease with PWC	€ 450	€ 128	€ ~320 m	100.000m²	61%	started H2 2008	H2 2010 / H1 2012	•
Munich	Skygarden	Office	50%	JV with OFB Pre lease with PWC	€ 65 (for 50%)	€ 26	€ ~40 m	33.000m² Gross	56%	Q1'2009	H2 2011	•
Frankfurt	Nord-1	Office	100%	BNP Paribas/ Forward sale to Union	€ 90	€ 32	€ ~55 m	22.250m²	55%	started H2 2008	H2 2010	•
Frankfurt	•	Resi- dential	50%	JV w. Realgrund	€ 19 (for 50%)	€ 10 (for 50%)	€~9 m	14.000m²	n.a.	Started H1 2008	H2 2010	•
Frankfurt	Nord 4	Hotel	100%	Meininger	€ 12	€ 5	€ ~ 7 m	3.900m²	100%	Started H2 2008	H1 2010	•
Under Construction				~€ 650 m		€ ~ 430 m						

<sup>1)</sup> Project Volume: Estimated total investment (land, construction cost, financing cost during construction, etc.) for 100%

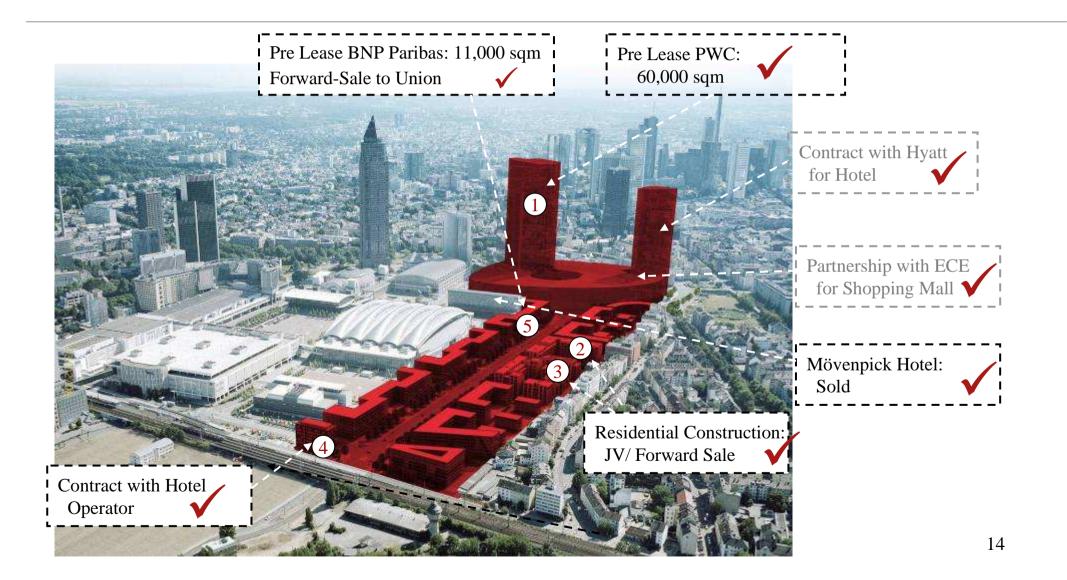
<sup>2) •</sup> Financing secured • Positive initial feedback from banks received

## Frankfurt Europa-Viertel

Plot size: 18 ha

Total Gross Floor Area: ~ 690.000 m<sup>2</sup>





## T-185: Debt Financing Secured





Key Data	
Plot Size	c. 14.450 m <sup>2</sup>
Gross Area	134.000 m²
Net Letable Area	100.000 m <sup>2</sup>
Floors	50 story tower 6 story pedestal 550 parking spaces
Usage	Office
Total Project Volume	~€ 450m
Preletting	60.000 m² to PWC
Projectstart	2008
Expected Completion	2010 (pedestal) 2012 (tower)
Financing	€ 254 Mio. development loan from Eurohypo/DG HYP/ DEUTSCHE HYPO and RZB

## Munich Arnulfpark SKYGARDEN





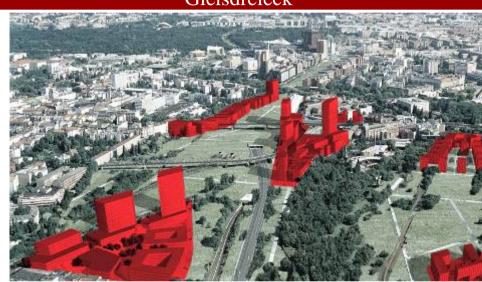
Key Data	
Plot Size	9.000m²
Gross Letable Area	33.000m²
Usage	Office
Total Project Volume	c. €125m (for 100%)
Preleting	58% (PWC)
Estimated total rent	c. € 8m p.a.
Projectstart	Q1 2009
Expected Completion	Q4 2011
50% JV Partner	OFB (subsidiary of Helaba)
Financing	€ 85 Mio. development loan from Helaba

### Berlin:

## Significant Long Term Potential

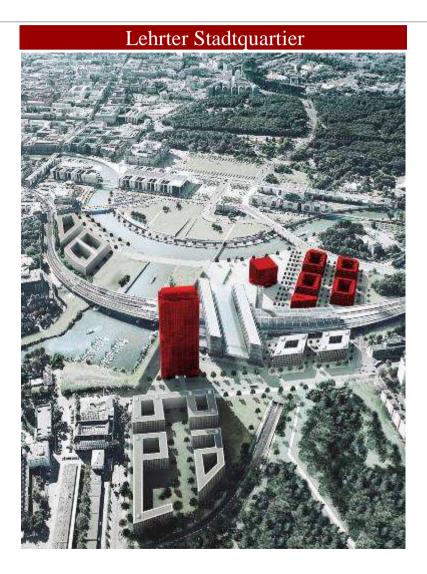


Gleisdreieck



Europacity





## ATMOS (Munich): Successful Sale Right After Completion





Key Data	
Plot Size	5.600m²
Letable Area	27.000 m <sup>2</sup>
Usage	Office
Preleting	>50% to Bristol Myers
Projectstart	H1 2007
Completion	Jan 2009

#### Successful Sale in March 2009

- Sold to Union Investment
- Sales price: >€ 100m
- Expected P&L impact: +/- neutral (closing expected in Q2)
- + upside depending on rental success

## Status Additional Development Pipeline Vivico: Full Optionality Regarding Timing



Town	Project Name	Туре	Share in %	Key Tenant or Partner	Project Volume¹) €m	thereof on B/S 31.12.08	Net Letable Area in m²	% pre-let
Frankfurt	Sykline Plaza	Shopping / Convention	50%	ECE	~€ 350 (for 100%)	€ 45		
Frankfurt	Hyatt	Hotel	100%	Hyatt	~ <b>€</b> 200	€ 10	405 rooms + 7.500m <sup>2</sup> resi.	~80%
Cologne	Rhein Forum	2 Hotels		Operators at hand	€ 90	€4	~33.000m² (460 rooms)	LoI under discussion
Basle	Erlenmatt	Retail	50%	Multi- development	~€ 150 (for 100%)	€ 39	$\sim$ 30.000m <sup>2</sup> retail $\sim$ 10.000m <sup>2</sup> hotel	First anchor tenant secured
Berlin	Gleisdreieck	Office	100%		t.b.c.	€ 35	t.b.c.	
Berlin	Lehrter Stadt- quartier	3 Hotels+ convention		Under discussion	~ <b>€</b> 300	€ 54	~1.000 rooms +2.000 seats convention c.	LoI under discussion
Munich	Lokhalle	Retail	50%	gdp	€ 120 (for 100%)	€ 28	51.500m²	
Adv	i vanced Prepara	tions			€ 1.200 +	€ 215		

<sup>1)</sup> Project Volume: Estimated total investment (land, construction cost, financing cost during construction, etc.) for 100% Note: Numbers are estimates - Changes to previous presentations due to projects in progress and changed market circumstances



## CA IMMO INTERNATIONAL

## Details Portfolio CEE and SEE: Market development fully reflected in yields

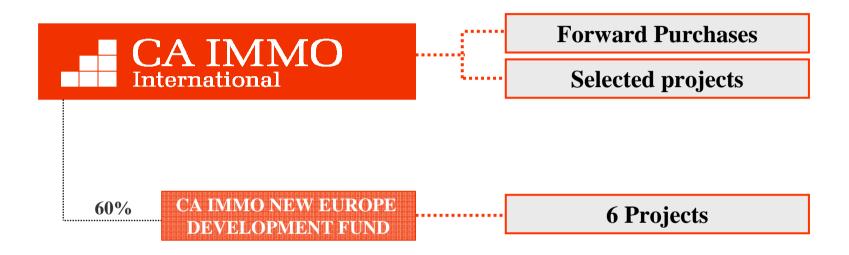


Country	City	Name	IFRS Value 31.12.2008	IFRS Value 30.06.2009	Acquisition cost 30.06.2009	Yield in % 2008	Yield in % 2009
CZ	Prague	Europort	51.660	43.630	43.720	6,8%	8,5%
CZ	Prague	English Intern. School Prague	11.580	9.520	13.372	6,4%	7,9%
HU	Budapest	Víziváros Office Center	33.770	29.500	25.912	7,2%	8,2%
HU	Budapest	R70 Office Complex	33.780	28.790	29.270	7,6%	7,7%
HU	Budapest	Buda Business Center	9.870	8.900	12.126	8,3%	8,4%
HU	Budapest	Canada Square	13.700	11.470	12.187	7,6%	9,7%
HU	Budapest	Bártok Ház	47.690	39.920	44.027	7,4%	7,9%
PL	Warsaw	Wspolna	22.520	20.750	20.570	6,5%	7,7%
PL	Warsaw	Warschau Financial Center	96.260	85.930	71.386	5,7%	6,2%
CZ	Pilsen	Diplomat Center Pilsen	27.980	24.100	30.362	8,7%	10,3%
BG	Sofia	IBC	9.085	8.909	9.331	14,1%	10,1%
BG	Sofia	Europark Office Building	16.120	14.590	16.400	9,3%	10,4%
RO	Bukarest	Opera Center 1	37.678	26.648	23.382	7,0%	10,7%
RO	Bukarest	Opera Center 2	10.344	7.331	6.410	6,7%	10,9%
RO	Bukarest	Bukarest Business Park	67.630	59.790	61.694	7,9%	9,6%
SRB	Belgrade	Belgrade Office Park	26.000	46.290	56.147	7,7%	6,8%
SK	Bratislava	Bratislava Business Center	12.870	10.680	19.707	9,9%	9,9%
SI	Ljubljana	Hotel Ljubljana	33.110	26.538	45.985	6,5%	8,3%
	Total stabilized portfolio <sup>1)</sup>			503.286	541.985	7,3%	8,3%

<sup>1)</sup> Excluding Sava City and Capital Square which were completed just before the balance sheet date

# Developments in the East: Risksharing through the CAINE Development Fund





2008 all planned developments underwent a critical evaluation

Focus on secured financing and rental situation

2009 c. € 100 m investments in ongoing developments

## Status Development Pipeline CA Immo Int.



Town	Project Name	Usage Type	Share in %	JV Partner	NLA in '000 m²	Project Volume €m (100%)	Bookvalue 30.6.09	Remaining investment	Expected Completion	Current Status
Directly in	CA Immo Internati	onal								
Bratislava	BBC Plus	Office	100 CAII		14	30-35	-	-	2. HY 2010	ON HOLD
Moscow	Maslov Tower	Office	50 CAII	Katrinco	31	140-150	19	t.b.c.	t.b.c.	Pre-construction
Budapest	Capital Square Phase II	Office	100 CAII		34	~80	14	~12	2. HY 2009	Under Construction (forward purchase)
In CAINE	Fund									
Warsaw	Poleczki B. Park	Mixed	50 CAINE	UBM	44	120-125	27	~30	1. HY 2010	Under Construction
Sibiu	Retail Centre Sibiu	Retail	60 CAINE	Oasis Group	81	95-105 (for full project)	21	~10 (for current construction)	1. HY 2010	Obi market under construction, for remainder ongoing discussions with tenants
St. Petersburg	Pulkovo Business Park (Phase I)	Hotel/ Office	25 CAINE	Warimpex/ Airport/ UBM	53	260-270	At equity participation	Under evaluation	2. HY 2009	Under Construction
Moscow	Matryoshka	Retail	50 CAINE	Katrinco	24	110-120	-	-	2. HY 2011+	DISPOSED (July 09)
Arad	Retail Centre Arad	Retail	70 CAINE	Baubüro	17	13-15	2	-	1 HY 2011	ON HOLD
Györ	Duna Centre	Retail	50 CAINE	n.a.	17	18-20	7	~5	2 HY 2009	Under Construction

## **Recent Completions**



#### Sava City Belgrade



<b>Key Data</b>	
Letable Area	18.500 m <sup>2</sup>
Usage	Office
Total Project Costs	€ 57 m
Current Bookvalue	€ 46 m
Current Occupancy	~50%
Ownership	100% CAINE Fund

#### **Capital Square Budapest**



<b>Key Data</b>	
Letable Area	Phase I: 22.000 m <sup>2</sup> (out of 32.000 m <sup>2</sup> in total)
Usage	Office
<b>Total Project Costs</b>	€ ~ 80 m (both Phases)
Current Bookvalue	€ 44 m (Phase 1) € 14 m (Phase 2 – Developments – outstanding costs c. € 12 m)
Current Occupancy	~30% (including Phase II)
Ownership	100% CA Immo International



FINANCIALS H1 2009

## Q2 Highlights Positive Impact from Property Sales



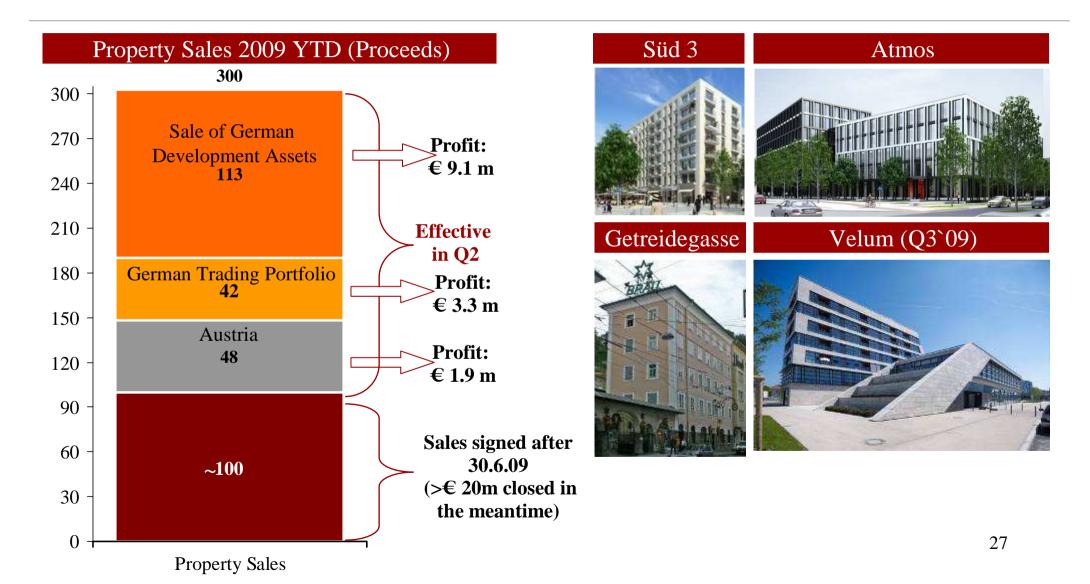
in € mill.	Q1 2009	Q2 2009	H1 2009	H1 2008	Chg. %
Rental Income	45,2	44,9	90,1	85,5	5,3%
Result from Sale of Trading portfolio	2,4	1,0	3,3	1,8	81,9%
Other expenses related to properties	-5,2	-4,0	-9,2	-16,3	(44,6%)
Net operating Income	40,2	40,0	80,2	69,9	14,7%
Result f. sale of inv. properties	2,3	8,7	11,0	7,4	49,9%
Indirect Expenses	-10,8	-10,6	-21,4	-26,2	(18,4%)
Other op. Income / Cap. Services	4,7	4,8	9,5	11,1	(14,7%)
EBITDA	36,4	42,9	79,3	62,1	27,6%
Revaluation/Impairments/Depr.	-53,2	-47,1	-100,3	-3,0	n.m.
EBIT	-16,9	-4,2	-21,1	59,1	n.m.
Financing Cost	-26,5	-25,8	-52,3	-50,8	3,0%
other Financial Result	-8,4	-5,7	-14,1	8,9	n.m.
EBT	-51,8	-35,6	-87,4	17,3	n.m.
Taxes on income	-2,8	-1,7	-4,5	-7,9	n.m.
Minorities	-21,0	-14,8	-35,7	2,7	n.m.
Net Income (after minorities)	-33,6	-22,6	-56,2	6,6	n.m.

#### Q2 2009 Highlights

- Stable operative development
- € 9.7 m profit from property sales
- Reduction in indirect expenses
- € 47.1 m revaluation loss (due to CEE) leads to negative EBIT
- Stable financing costs, financial result impacted by Swap valuation and impairment of associates

## € 203 m Property Sales in H1 2009, Further € 100 m signed so far in Q3





#### Robust Balance Sheet



in € mill.	30.06.2009	31.12.2008	Chg. %
Property assets let	2.513,4	2.520,7	(0%)
Property assets under development	977,2	1.079,8	(10%)
Property own used	20,4	19,4	5%
Other l.t. assets	181,6	210,9	(14%)
Property intended for trading	146,6	168,4	(13%)
Cash	288,6	321,4	(10%)
Other s.t. assets	132,3	74,2	78%
Total Assets	4.260,0	4.394,8	(3%)
Share Capital / Reserves / Ret. Earnings	1.561,8	1.623,0	(4%)
Minority interests	198,8	231,7	(14%)
Shareholders' equity	1.760,6	1.854,7	(5%)
Equity in % of b/s total	41,3%	42,2%	
l.t. financial liabilities (incl. bonds)	1.697,4	1.834,9	(7%)
Other l.t. liabilities	356,6	329,1	8%
s.t. financial liabilities	158,3	88,9	78%
Other s.t. liabilities	287,0	287,3	0%
Liabilities + shareholder's equity	4.260,0	4.394,8	(3%)

#### Healthy Equity Ratio

• Equity Ratio: 41%

 Net Debt per 30.6.: € 1.6 bn vs. portfolio of € 3.7 bn

• Cash of € 289 m

NAV: € 18.21 / Share

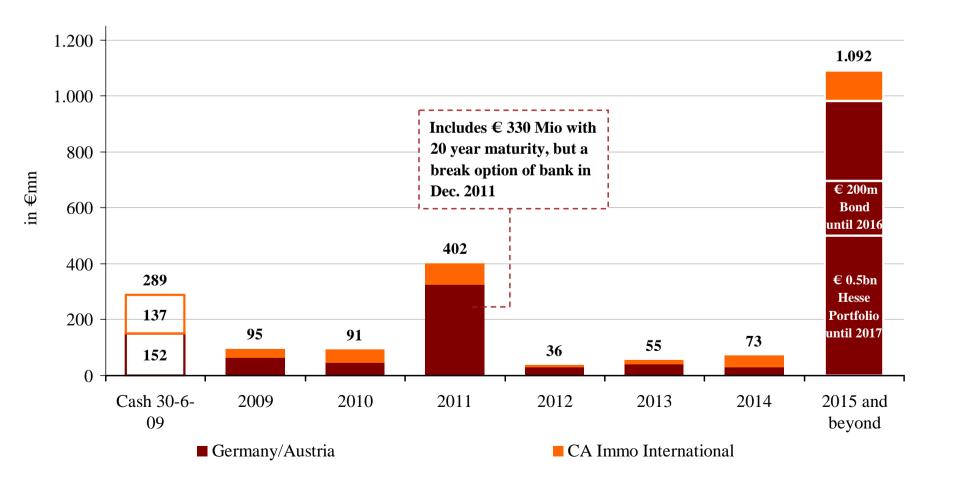
NNNAV: € 19.06 / Share

As expansion of last years was mainly equity funded. balance sheet provides sufficient cushion for challenging times

## Debt Expiry Profile



## Financial debt as of 30 June 09: € 1.855 m Breakdown by maturities:



### Agenda 2009:

### A Strategy Suited To Challenging Times



#### **Strategic Target**

Strengthen and secure operative Cash Flow

#### **Operative Initiatives**

- Optimize rental income by pro-active prevention of vacancies
- Resize platform to reduce costs

Tap the potential of the development projects

- Selective implementation of projects with strategic importance in Germany
- CEE: Careful implementation of projects already under construction
- Minimize implementation risks

Maintain robust capital structure

- Continue selective sales to free up capital
- Secure financing of development projects by seeking partnerships

**Financial Targets 2009** 

- Stabilize rental income on 2008 level
- Reduce indirect costs by 10-15%
- ~€ 200m investments in Germany
- ~€ 100m investments in CEE/SEE
- Sale of ~€ 300m of properties
- Maintain 40% equity ratio

## **APPENDIX**

### Management





#### Dr. Bruno Ettenauer

- Speaker of the Board
- Member and speaker of the Board of CA Immo since 2006
- Responsible for CA Immo's property portfolio in Germany and Eastern Europe
- More than 15 years of experience in the real estate sector
- Certified and charted surveyor for real estate valuation



#### Wolfhard Fromwald

- Member of the Board, CFO
- Member of the Board of CA Immo since 1990
- Responsible for accounting, controlling, organisation, investor relations and corporate communication
- More than 15 years of experience in the real estate sector



#### **Bernhard Hansen**

Head of Vivico

- CEO of Vivico since 2006
- Responsible for developments across the Group
- More than 20 years of experience in the real estate sector

Note: Identical board structures for CA Immo and CA Immo International

## Shareprice Development







## H1 P&L by Segment

	Standing Investments				Trading		Develo	pment		
in € mill.	Austria	Germ- any	CEE/ SEE	Total	Germany	Austria	Germ- any	CEE/ SEE	Total	Group Total
Rental Income	23,5	35,7	19,9	79,1	6,8	0,1	4,1	0,0	4,1	90,1
Direct property expenses + Net operating costs	(4,6)	(3,3)	(2,4)	(10,4)	(1,0)	(0,3)	(1,4)	(0,0)	(1,8)	(13,2)
Net operating Income (excl. property sales)	18,9	32,4	17,4	68,8	5,7	(0,3)	2,7	(0,0)	2,4	76,9
NOI in % of rental income	80,3%	90,7%	87,8%	86,9%	84,7%	n.m.	65,2%	n.m.	57,3%	85,4%
Result f. sale of properties	1,9	(0,0)	0,0	1,9	3,3	0,0	9,1	0,0	9,1	14,3
Costs <sup>(1)</sup>	(2,5)	(1,6)	(3,2)	(7,3)	(1,0)	(0,2)	(8,4)	(1,8)	(10,3)	(18,6)
Other op. income	1,0	0,6	1,0	2,6	1,6	0,0	2,3	0,1	2,3	6,6
EBITDA	19,4	31,4	15,2	66,1	9,7	(0,4)	5,6	(1,7)	3,5	79,3
Revaluation/ Impairments/Depr.	(5,5)	1,7	(95,8)	(99,6)	(1,4)	(0,2)	8,1	(7,2)	0,7	(100,3)
EBIT	13,8	33,2	(80,5)	(33,5)	8,3	(0,6)	13,7	(8,9)	4,2	(21,1)
Real Estate Assets	734,7	1.205,8	593,3	2.533,8	146,6	36,1	835,1	106,0	977,2	3.657,5

(1) Indirect costs net of capitalized services

## Break Down of H1'09 Revaluations

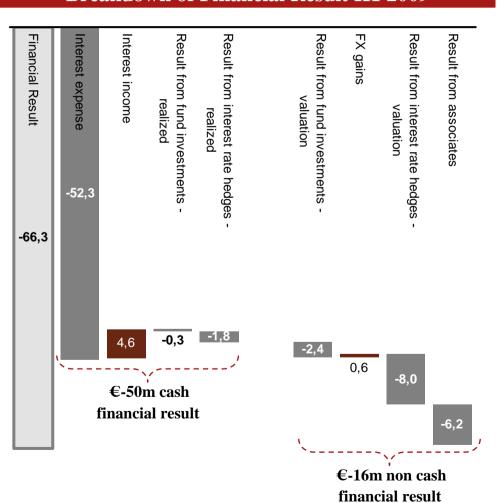


	Revaluation H1 2009			
	Austria	Germany	CEE / SEE	Group
Property assets let	€ -5.1 Mio	€ +1.8 Mio	€ - 95.7 Mio	€ - 99.0 Mio
<b>Trading Porfolio</b>	-	€ -1.4 Mio	-	€ - 1.4 Mio
Developments	€ -0.2 Mio	€ +8.4 Mio	€ -7.2 Mio	€ +1.0 Mio
<b>Revaluation Result</b>	€ -5.3 Mio	€ +8.8 Mio	€ -102.9 Mio	€ -99.5 Mio
	Internal Valuation		External Valuation	
	First time application of IAS 40 for development projects			

#### Details on Financial Result H1 2009



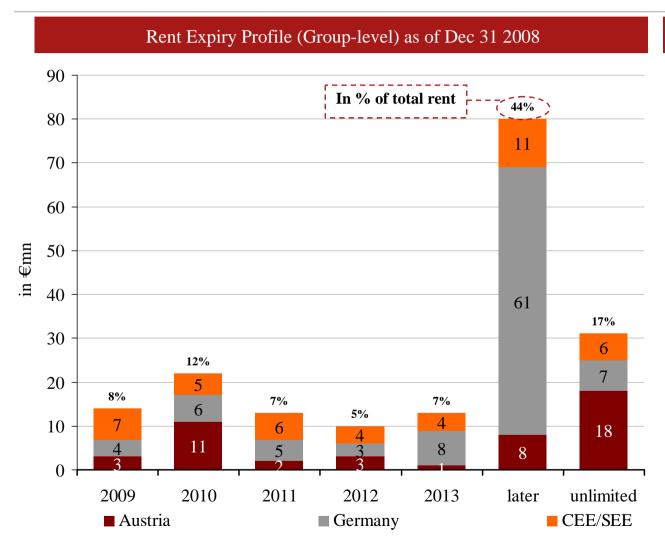
#### Breakdown of Financial Result H1 2009



- Interest expense
  - Current average interest cost:
    - ~4,7% Germany/Austria
    - ~5,8% CAII
    - => ~4,9% overall
- Additional financing will be mainly for developments, interest will therefore be capitalized and will not show in P&L
- Mark-to-market losses on fair value interest rate Swaps following the decline of the Euribor
- Result from associates: € -7.6 mn impairment relatingto
   Project at St. Petersburg Airport, positive contribution from UBM

## Long Term Rent Expiry Profile





#### Stable tenant base

- 44% of the rental contracts in our portfolio have a duration of over 5 years
- High quality tenant base currently no issues with non payments of rents

Largest tenants:

Tenant	Country	Share
State of Hesse	G	23,2%
Siemens AG Österreich	A	5,1%
H & M	G	3,9%
City of Berlin	G	3,4%
Deutsche Bahn AG	G	2,6%
Verkehrsbüro	A	1,7%
Bristol-Myers Sqibb.	G	1,5%
ECM Hotel (Marriott)	CZ	1,4%
ECM Hotel (Marriott)	CZ	1,0%
EDS Magyarország Kft.	HU	1,0%



#### **Contact details**

Florian Nowotny Head of Capital Markets

Tel.: (+431) 532 59 07 - 518

E-Mail: nowotny@caimmoag.com

Claudia Hainz Investor Relations

Tel.: (+431) 532 59 07 - 502 E-Mail: hainz@caimmoag.com

www.caimmoag.com/investor\_relations/

#### DISCLAIMER

This presentation handout contains forward-looking statements and information. Such statements are based on our current expectations and certain presumptions and are therefore subject to certain risks and uncertainties.

A variety of factors, many of which are beyond CA Immo's or CA Immo International's control, affect its operations, performance, business strategy and results and could cause the actual results, performance or achievements of CA Immo International AG to be materially different.

Should one or more of these risks or uncertainties materialise or should underlying assumptions prove incorrect, actual results may vary materially, either positively or negatively, from those described in the relevant forward-looking statement as expected, anticipated, intended planned, believed, projected or estimated. CA Immo and CA Immo

This presentation does not constitute an offer to sell, nor a request to purchase or apply for securities. Any decision to invest in securities publicly offered by an issuer should be made solely on the basis of the securities prospectus of CA Immobilien Anlagen Aktiengesellschal or CA Immo International AG and its supplements.

This information is not intended for distribution in or within the United States of America (USA) and must not be distributed or passed to "U.S. persons" as defined under Regulation S of the U.S. Securities Act of 1933 in its present form ("Securities Act") or to publications with a general circulation in the USA. This publication does not constitute an offer to sell securities in the United States of America according to the provisions of the U.S. Securities Act of 1933 in its present form and may only be sold or offered for sale where registered or excepted from the obligation to register. No public offer of shares will be made in the USA.

This document is intended only for persons (i) who are outside of the United Kingdom or (ii) possess sectoral experience of investments under the terms of Article 19 (5) of the U.K. Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (in its present for (the "Order") or (iii) who are covered by Article 49 (2) (a) to (d) of the Order ("high net worth companies, unincorporated associations" etc.); all such persons are referred to in the following as "relevant persons". Those who are not relevant persons may not act on the basis of this document or its content or place their trust therein. All investments or investment activities referred to by this document are available only to relevant persons and are entered into only by relevant persons.

"This information is not intended for publication in the United States of America, Canada, Australia or Japan."