



Analyst Presentation Q1 2008 Results - 14th May 2008

vivacon

Agenda

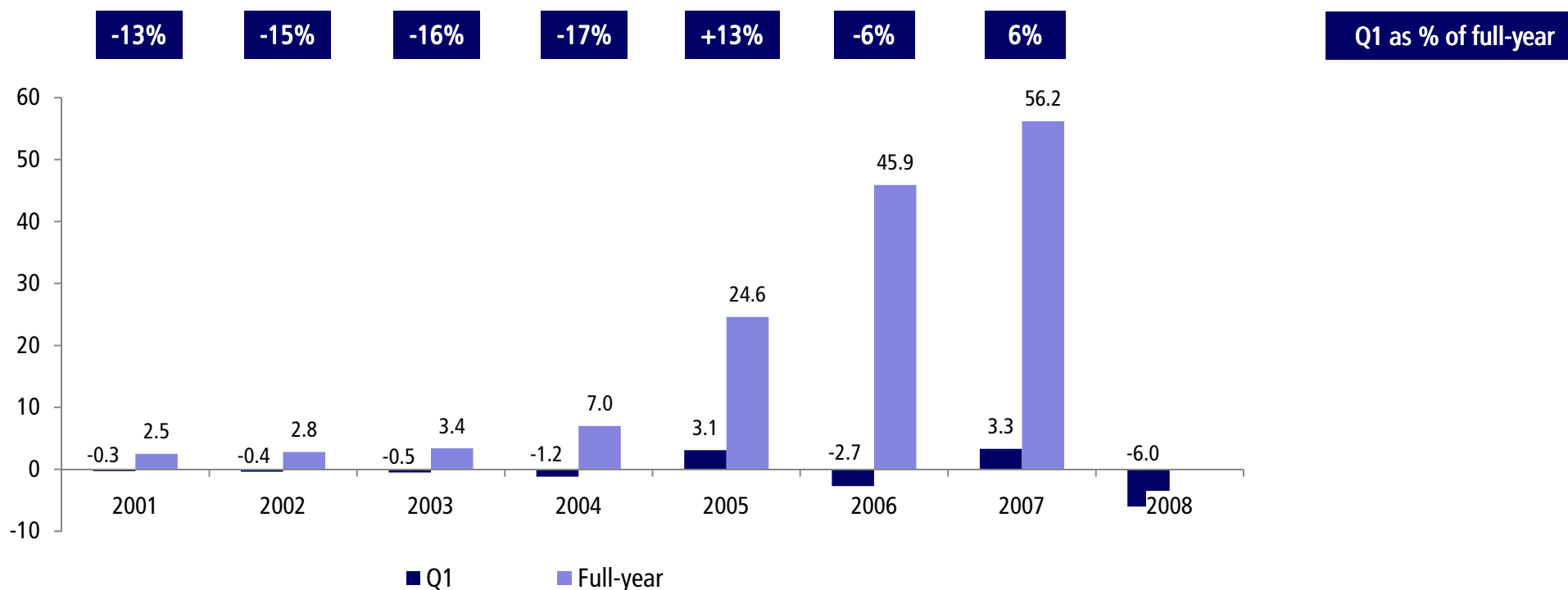
vivacon AG

- Key figures
- Development of business segments
- Outlook

Key figures – Historical quarterly net income development

Seasonally weak Q1

vivacon AG



- Q1 is seasonally the weakest quarter and has usually been loss making – except in 2005 and 2007. Q1 2008 includes EUR -5.8m non cash expenses from hedging
- On average (years 2001-2007), Q2-Q4 net income account for 107% of full-year group net income

Key figures – Q1 2008 results

Seasonally weak 1st quarter

vivacon AG

EUR m	Q1 07	Q1 08	yoy%
Transaction volume	65.8	37.3	-43%
Revenues	24.5	39.0	59%
EBIT	6.2	2.7	-56%
Net income	3.3	-5.9	n.m.
Undiluted EPS (Euro)	0.17	-0.30	n.m.
Order backlog	112.8	73.6	-35%
Traded apartments	1,106	559	-49%
Employees (average)	77	113	47%

- Transaction volume (notarized selling prices) declined yoy as in Q1 2007 the disposal of the future Vivacon Headquarter of Cologne, Rheinauhafen (c. EUR 26m) was included in the notarized volume
- Revenues increased by 59% yoy mainly because of:
 - First time recognition of Curanis revenues (EUR 7.3m)
 - Rental revenues of EUR 10.6m (+203% yoy)
 - Ground lease revenues of EUR 3.4m (+53% yoy)
- Positive EBIT in seasonally weak Q1. Negative, non cash impact by market valuation of the inflation swap (EUR -2.3m), whereas in Q1 2007 the impact was neutral
- Share of recurring revenues (ground lease income, rental income and property management income) accounts for 55 % of group revenues (Q1 2007: 23%)
- The financial result also includes a negative non cash impact by market valuation of the interest swap (EUR -3.5m), whereas in Q1 2007 the impact was positive (EUR +2.8m)
- A EUR 73.6m order backlog and in particular a EUR 339m pipeline volume at the end of March 2007 gives confidence for future sales and earnings growth
- Vivacon management obtained from recognizing the counter bellowing positive effects of the lower interest rate and higher inflation figures, though higher revaluation of it's ground lease assets

Sales split

Increasing proportion of recurring revenues

vivacon AG

EUR m	Q1 07	Q1 08	yoy%
Sales to Private Investors	15.9	17.6	11%
Sales to Institutional Investors	2.9	0.1	-97%
Rental income	3.5	10.6	203%
Ground lease income	2.2	3.4	53%
Property Management	0.0	7.3	n.m.
Total	24.5	39.0	59%

- Solid Private Investor business, which was mainly supported by the designer segment (yoo Hamburg and yoo Munich) as well as revenue recognition of the office development "Rheinauhafen"
- Disposal of portfolio to WIAG (Joint Venture company with Forum Partners) is not reflected in revenues and EBIT and will be accounted in Q2 results
- Strong growth of recurring ground lease income (+53% yoy)

in %	Q1 07	Q1 08
Sales to Private Investors	65%	45%
Sales to Institutional Investors	12%	0%
Rental income	14%	27%
Ground lease income	9%	9%
Property Management	0%	19%
Total	100%	100%

Key figures – Segment split

Last year's quarter inflated by office building disposal

vivacon AG

EUR m	Q1 07	Q1 08	yoy%
Transaction volume			
Institutional Investors	24.1	26.0	8%
Private Investors	41.7	11.3	-73%
<i>thereof residential units</i>	<i>15.3</i>	<i>11.3</i>	<i>-26%</i>
<i>thereof office building "Rheinauhafen"</i>	<i>26.4</i>	<i>0.0</i>	<i>-100%</i>
Total transaction volume	65.8	37.3	-43%
 Revenue			
Private Investors	16.6	18.3	11%
Institutional Investors	7.9	20.5	159%
others	0.0	0.1	n.m.
Total revenue	24.5	39.0	59%

- Transaction volume declined yoy as the disposal of the office building "Rheinauhafen" was included in the transaction volume of the private investor business in Q1 2007
- Excluding the office building, transaction volume was almost on previous year level (-5% yoy)

Business segments – Investment Management

Further disposal to Joint Venture WIAG

vivacon AG

- Two separate transactions encompassing several thousand units each are currently in marketing process

- One portfolio disposal to WIAG Immobilien AG (Joint Venture with Forum Partners for opportunistic portfolios)
 - Disposal of 489 unit portfolio in North Rhine-Westphalia and Saarland for approximately EUR 26m

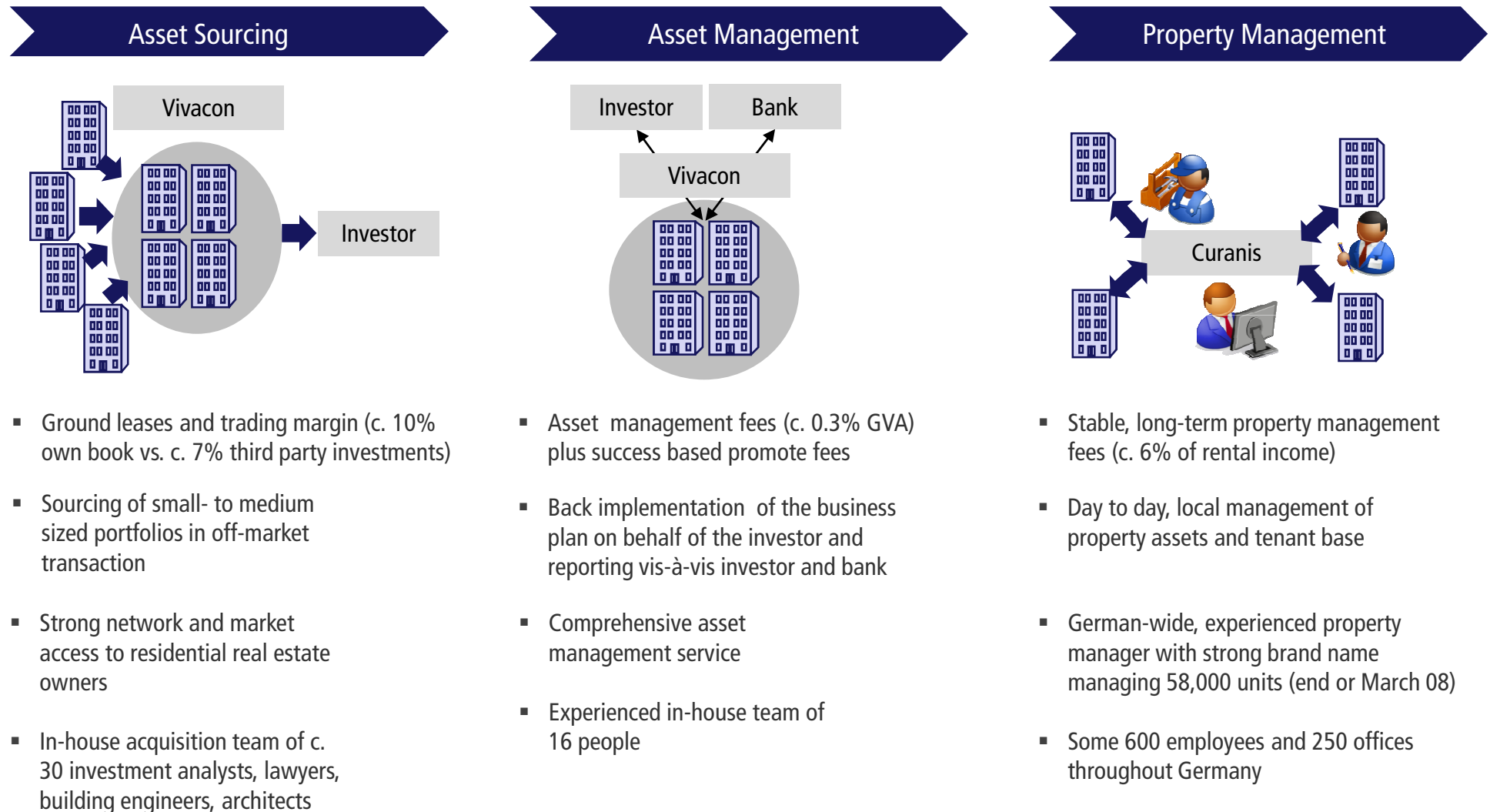
- Earnings recognition of the portfolio disposal will be recognised in Q2 2008

- Units owned end of March 2008 amounted to some 7,300 units, which are optimised by the Asset Management team.

An open Platform for Institutional Investors in Germany

Vivacon is now in a position to offer a unique 'one-stop-shopping' service along the entire investment cycle

vivacon AG



Business segments – Asset Management

Curanis increased units under management to 58,000 end of March 2008

vivacon AG

- Vivacon is currently in negotiations for the acquisition of pure ground lease cash flows and expects up to EUR 10m successful acquisitions in 2008. A significant earnings contribution from this activity is expected already in 2008
- Currently the management is in negotiations with institutional investors about a long-term co-operation along the complete value chain – from asset sourcing and structuring of the investment vehicles to asset and property management
- Curanis increased the units under management from 53,000 to 58,000 by the end of March 2008 (+9.4%)

Business segments – Development

Announcement of four new projects reflects strong performance of this business segment

vivacon AG

Mainz



Dalberger Hof

51 units, volume EUR 21m

Sale start: March 2008

Cologne



Am Clarenbach

32 units, volume EUR 19m

Sale start: March 2008

Hennef



Geistinger Park

52 units, volume EUR 16m

Sale start: March 2008

Bonn



MyStudio

60 units, volume EUR 4m

Sale start: January 2008

- Already 4 new projects launched in Q1 2008
- Strong interest following the marketing start indicates a point to a quick disposal of the units
- Order backlog end of March amounted to EUR 73.6m

Issuance of EUR 24m convertible bond

Rationale and parameters of the transaction

vivacon AG

- On 29th April, Vivacon issued a convertible bond which was fully subscribed for by Credit Suisse acting as a principal investor

Terms of the Convertible Bond

Issuing Value	EUR 24m
Issuing price	EUR 50,000 per convertible bond
Initial conversion premium	EUR 12.54 (equals 13% above reference share price of EUR 11.09)
Coupon	4.875%
Repayment at maturity	104.3% of the denomination
Maturity	5 years
Conversion	1.9m shares
Listing	Open Market (Freiverkehr)
ISIN	DE000A0SFX67
WKN	A0SFX6

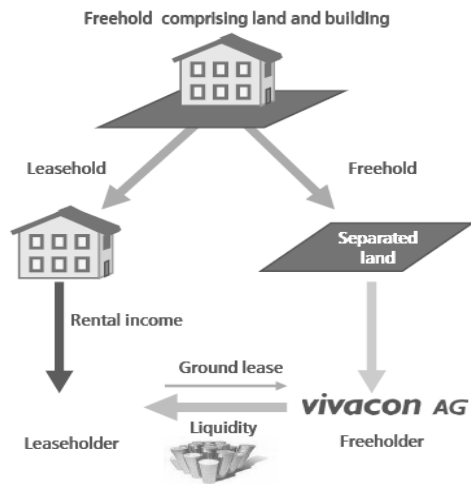
- Vivacon intends to use the proceeds for current business opportunities, especially for acquisition of pure ground lease cash flows
- In conjunction with the next refinance of ground lease cash flow, Vivacon is well prepared to profit from further business opportunities

Direct Ground-Lease Acquisitions

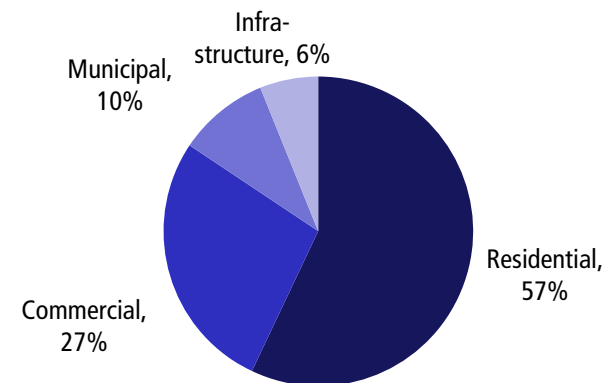
A significant earnings contributor in the future

- Ground lease acquisitions will become an important topic for Vivacon with Oliver Priggemeyer representing these activities at board level
- Out of the current ground lease portfolio (EUR 14.2m), EUR 4.1m already result from direct 3rd party acquisitions (29% of total)
- A dedicated ground lease team consisting of 4 employees has being put in place since October 2007. The team is supported by other Vivacon departments (e.g. securitisation, legal etc.)
- Currently a double-digit project pipeline is evaluated. The pipeline of annual ground lease cash flow amounts to a double-digit million Euro number
- Financing terms for senior loan, mezzanine funding and long-term refinancing are being negotiated at the moment

Structure chart of direct ground lease acquisitions



Current pipeline of ground lease cash flow >EUR 10m p.a.



▶ Vivacon expects a significant earnings contribution from the acquisition of pure ground-lease cash flows from 2008 onwards

Outlook

Vivacon will concentrate in 2008 on structuring investments for third parties and direct ground-lease acquisitions

vivacon AG

Investment Management

- 2 Transactions of several thousands units each are currently in the disposal process
- Management sees the capacity to structure investments comprising approx. 16,000 units in 2008 for institutional investors but will focus on purchases on the basis of pre-agreed investor acquisition contracts

Asset Management

- High visibility due to c. EUR 14m ground-leases as per March 08 and c. EUR 23m rental income from current portfolios
- Completion of value chain by the Curanis acquisition provides growth potential in the property management area
- Acquisitions of up to EUR 10m ground-lease cash flows should contribute significantly to full-year earnings

Development

- Order backlog of EUR 73.6m and some EUR 339m project volume at the end of December gives visibility and confidence
- Beside the 11 projects started in 2007, further 4 projects with a total volume of EUR 61m already started in 2008



Management continues to expect a net income of EUR 60m in 2008

Sven Annutsch

Head Investor Relations /
Corporate Finance

Tel. +49 - 221- 130 56 21 - 630

Fax +49 - 221- 130 56 21 - 953

Sven.Annutsch@vivacon.de

Disclaimer

These materials are not an offer for sale of any securities. This document contains certain forward-looking statements relating to the business, financial performance and results of Vivacon and/or its subsidiaries and/or the industry in which Vivacon and its subsidiaries operate. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. Such statements reflect Vivacon's current views with respect to future events and are subject to risks and uncertainties.

These forward-looking statements are based on Vivacon's current plans, estimates, projections and expectations. These statements are based on certain assumptions that, although reasonable at this time, may prove to be erroneous. Prospective investors should not place undue reliance on these forward-looking statements. If certain risks and uncertainties materialize, or if certain underlying assumptions prove incorrect, events described in this document as anticipated, believed, estimated or expected may not materialize, and Vivacon may not be able to achieve its financial targets and strategic objectives. Vivacon does not intend, and does not assume any obligations, to update any industry information or forward-looking statements set forth in this document.