



DEVELOPMENT

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Head of Development

Development

Major player in Germany



STRONG TRACK RECORD OF VALUE CREATION

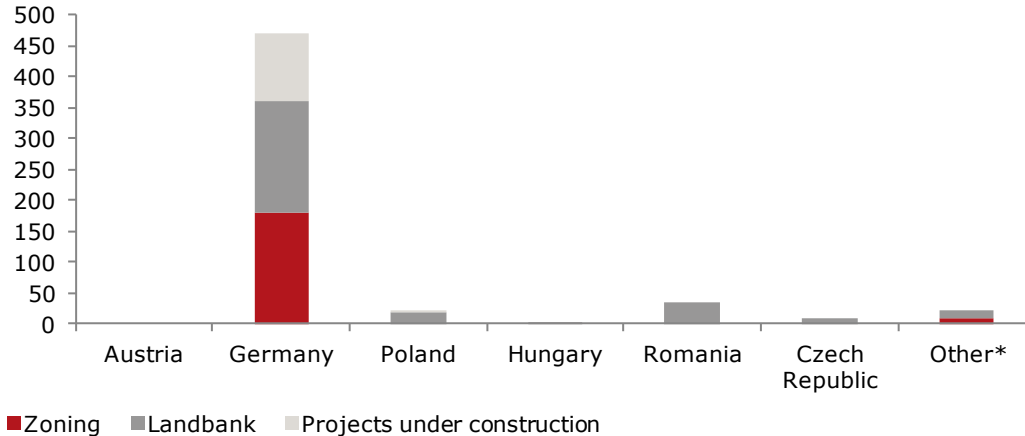
- Successful delivery of large-scale projects with high complexity over many years has positioned CA Immo as a **top-tier developer in Germany**
- Capturing value across their entire development process
- Effective capital deployment
- Sound financial position to further institutionalise development as **key driver for growth**



Development

Total development assets

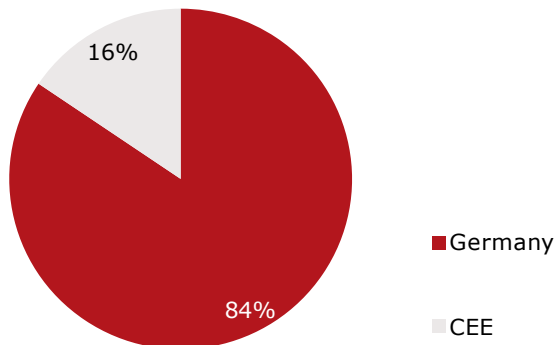
Total development assets (fair value, EUR mn)



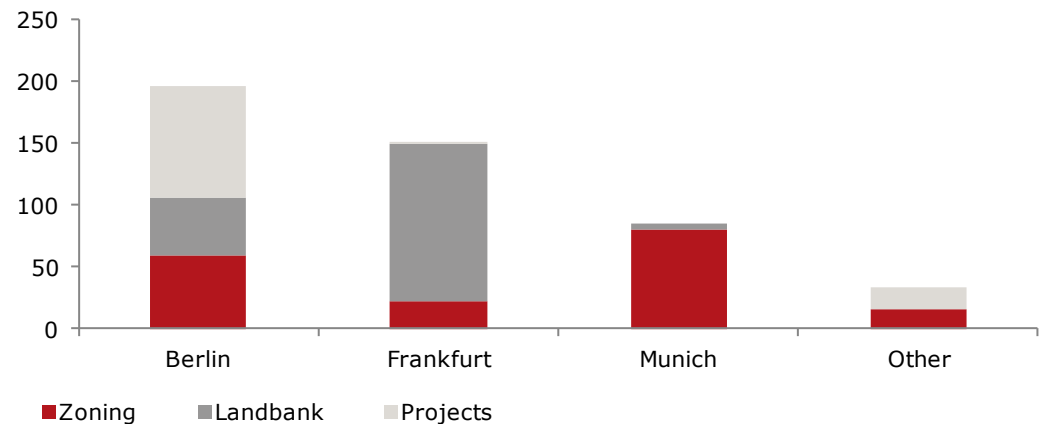
KEY FACTS

- **Development exposure** largely concentrated on German cities **Frankfurt, Munich and Berlin**
- **Development focus on German market** given favourable market conditions and strong market position of CA Immo

Total development assets (FV)



Total development assets Germany (fair value, EUR mn)



* Hungary, Slovakia, Serbia, Ukraine, Switzerland

Development

Europaviertel Frankfurt



KEY FACTS

- Mixed use urban district development
- Plot size 18 hectares
- Total gross floor area around 690,000 sqm
- Tower 185: two-thirds of largest development project successfully sold
- Skyline Plaza: opened in August 2013

- 1 Tower 185
- 2 Skyline Plaza (developed and sold)
- 3 Nord 1 (sold)
- 4 Landplot (sold)
- 5 Meininger Hotel
- 6 Residential projects (sold)

Development

Europacity, Berlin



- 1 John F. Kennedy – Haus (under construction)
- 2 InterCity Hotel (completed)
- 3 Steigenberger Hotel (plot sold)
- 4 Office project (plot sold)
- 5 Meininger Hotel (completed)
- 6 Cube (in planning stage)

Development

John F. Kennedy – Haus, Berlin

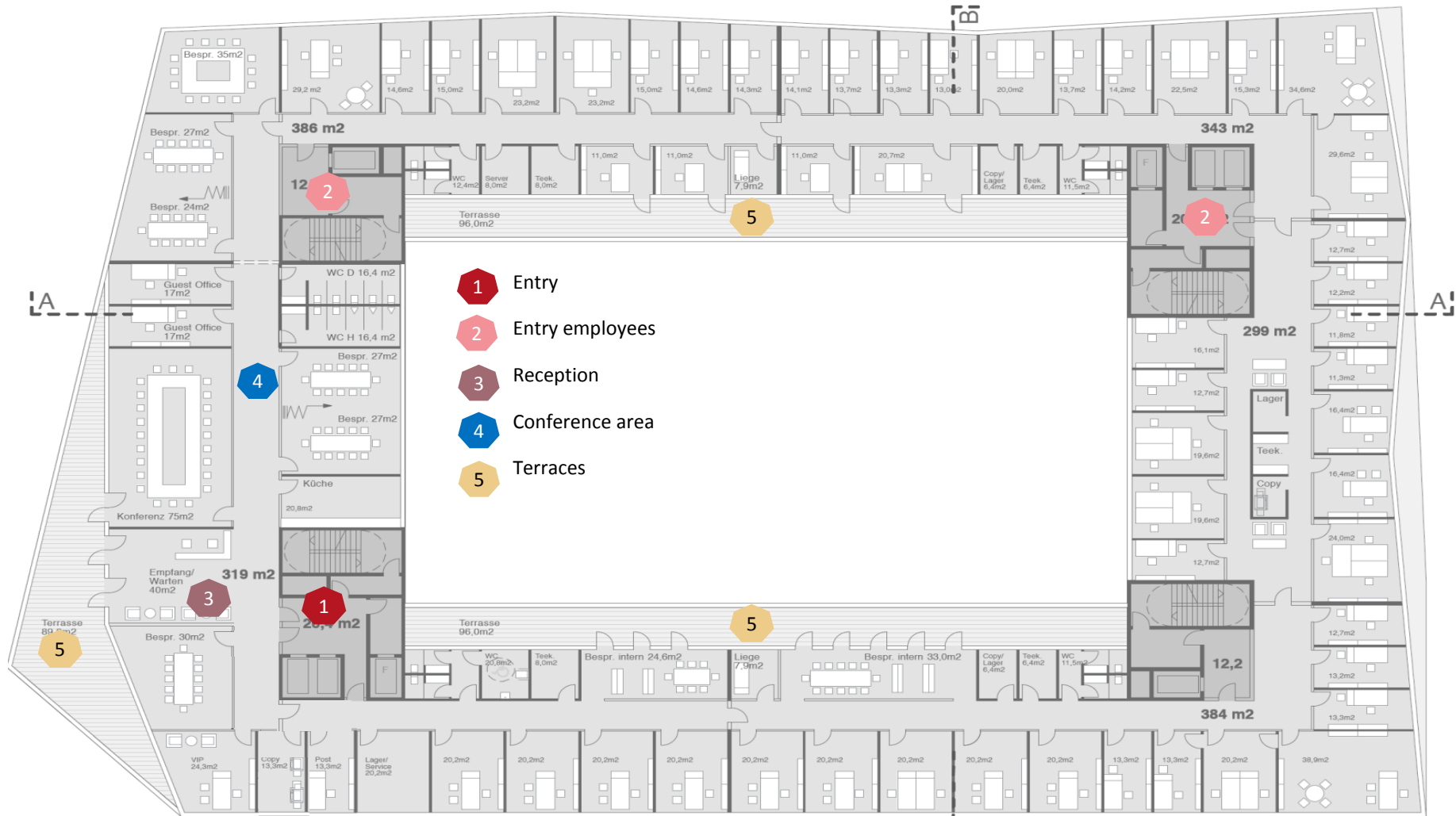


KEY FACTS

- Usage type office
- Lettable area ca. 22,000 sqm
- 8 floors
- Investment volume approx. EUR 70 mn
- Green building
- Planned completion in 1H 2015
- Pre-letting ratio approx. 42%

Development

John F. Kennedy – Haus, Berlin



Development

Monnet 4, Berlin



KEY FACTS

- Anchor tenant signed in November 2013 (approx. 47% of lettable space)
- Start of construction in 1Q 2014
- Planned completion in 1H 2015
- Total investment volume approx. EUR 29 mn



Development

Belmundo + Lavista, Düsseldorf



KEY FACTS BELMUNDO

- Usage type office
- Lettable area approx. 10,000 sqm
- Investment volume approx. EUR 32 mn
- Pre-letting ratio > 70%
- Planned completion 1H 2014

KEY FACTS LAVISTA

- Usage type office
- Lettable area 4,100 sqm
- Investment volume approx. EUR 16 mn
- Planned completion 1H 2014

Development

Kontorhaus, Munich



KEY FACTS

- Usage type office
- 50:50 JV with Ellwanger Geiger
- Surface area of ca. 25,000 sqm
- Investment volume approx. EUR 90 mn (for 100%)
- Green building
- Planned completion mid 2015
- Pre-letting ratio around 56%



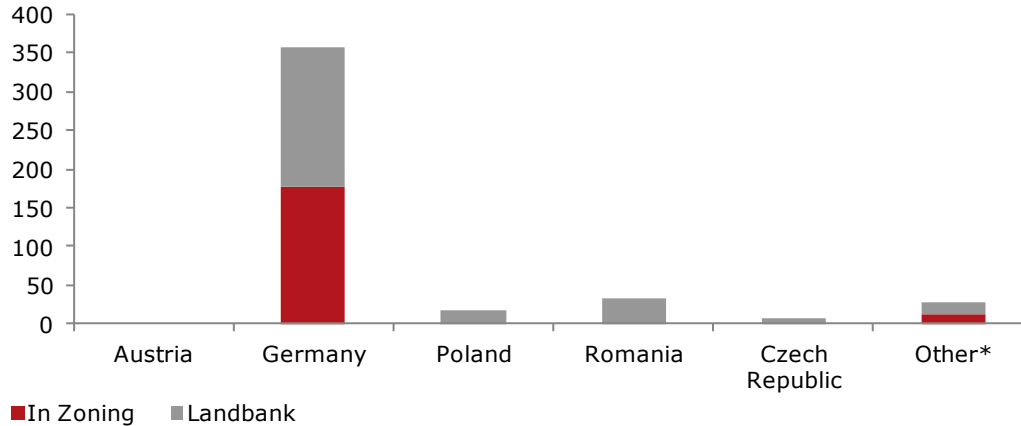


URBAN
BENCHMARKS.

LAND RESERVES

Development Landbank

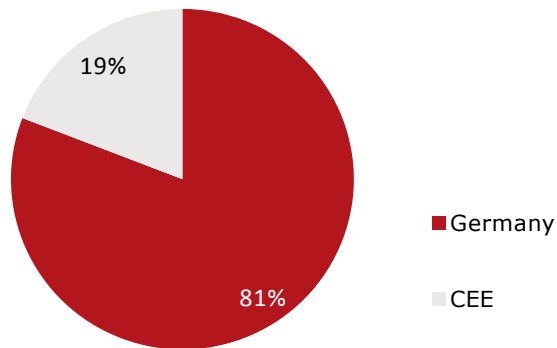
Total landbank (fair value, EUR mn)



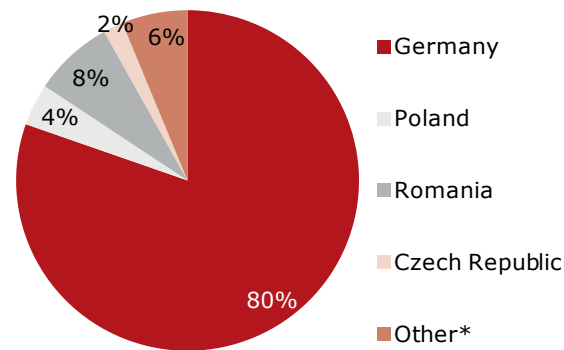
KEY FACTS

- Majority of land reserves located in Germany
- Competitive advantage in current market environment
- Substantial progress on further zoning until end of 2014

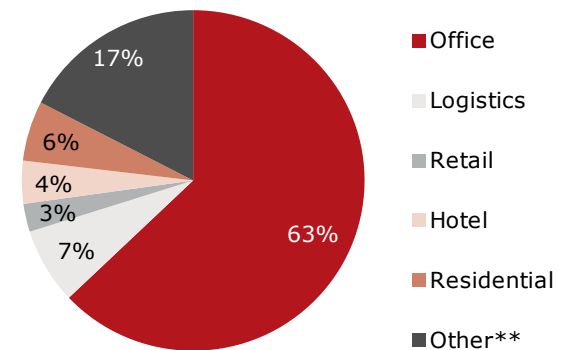
Total landbank (FV)



Total landbank (FV)



Total landbank - type of use (FV)



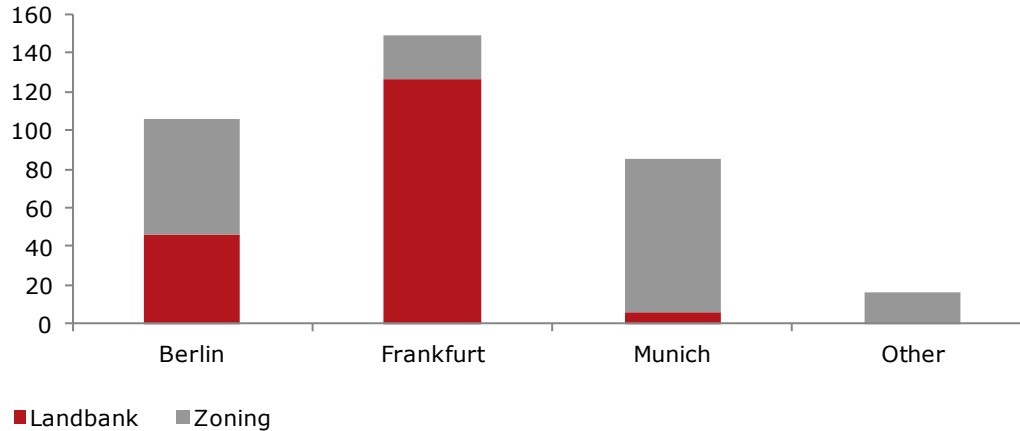
* Hungary, Slovakia, Serbia, Switzerland

** not defined yet

Development

Landbank Germany

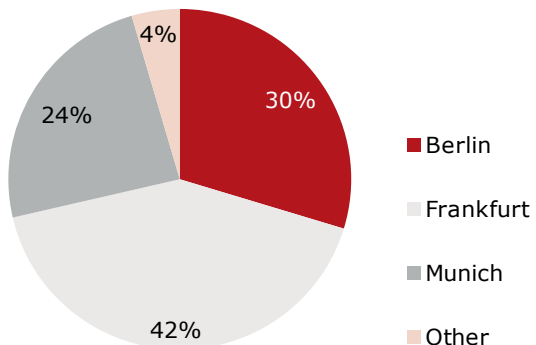
Landbank Germany (fair value, EUR mn)



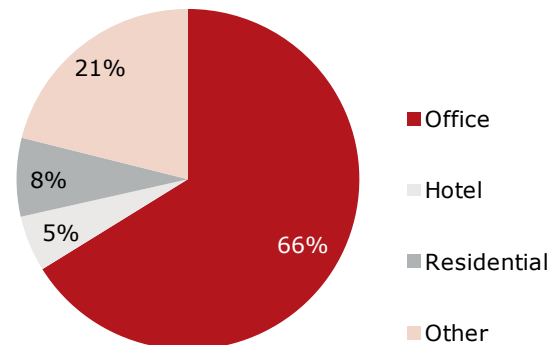
GERMANY LAND RESERVES

- High-rise office property plots in Frankfurt
- Berlin and Munich land bank highly sought-after
- Zoning processes in Berlin and Munich are progressing
- Other land reserves comprise the Zollhafen Mainz project and the Marina City Regensburg

Landbank Germany (FV)



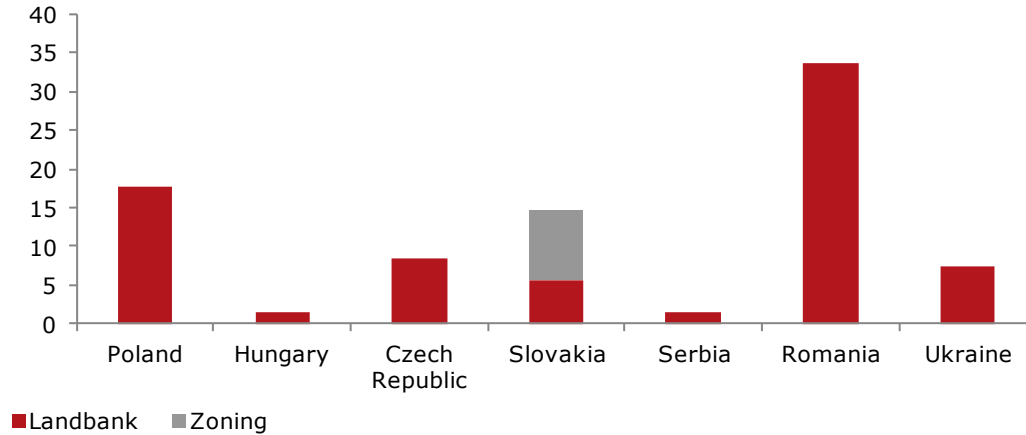
Landbank Germany - type of use



Development

Landbank CEE

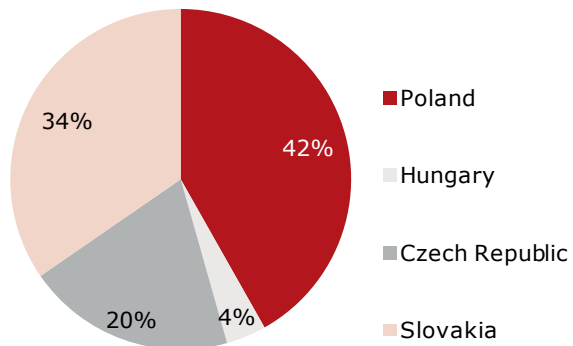
Landbank CEE (fair value, EUR mn)



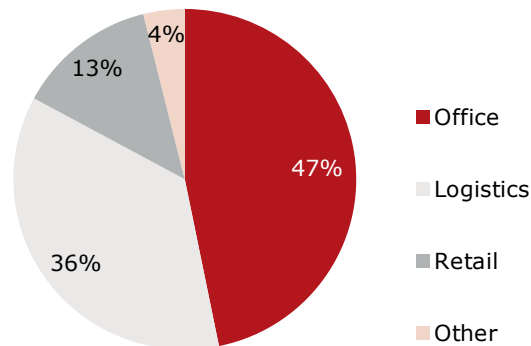
CEE LAND RESERVES

- CEE land reserves with a fair value of approx. EUR 85 mn account for ca. 19% of total landbank
- Selective developments as soon as CEE markets show broader recovery

Landbank CEE (FV)



Landbank CEE - type of use (FV)



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