

# IVG Immobilien AG

## Presentation – FY09 results

March 25, 2010



# Agenda

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## IVG – Top management and today's speakers



- CEO
- Gerhard Niesslein (56)
- IVG since 2008

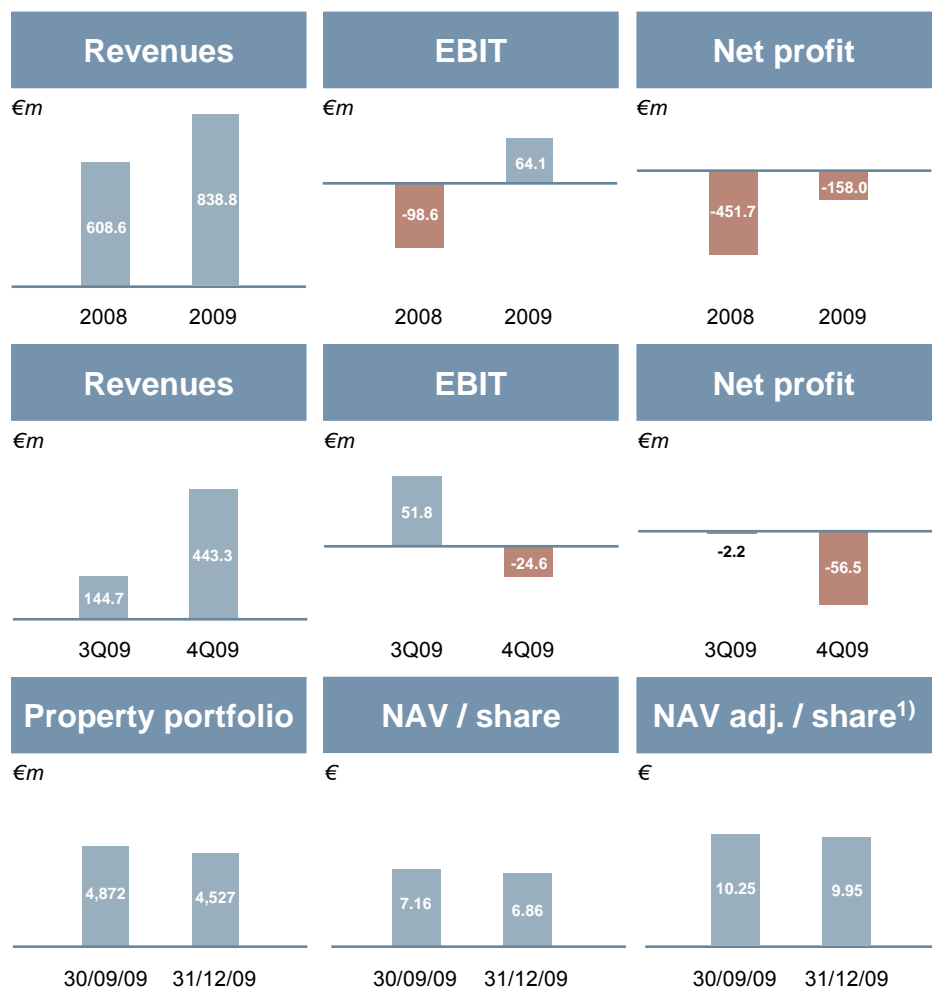
- R: Asset Management, Corporate Development, HR, Audit, Communication/Marketing/Research
- P: CEO DeTeImmobilien, Member of the Board Landesbank Hessen-Thüringen, MD Commerz Immobilien
- A: Studies of Law at the University of Vienna, PhD (Dr jur.)



- CFO
- Wolfgang Schäfers (45)
- IVG since 2009

- R: Controlling, Finance, Investor Relations, IT/Process Management, Accounting/Tax, Legal
- P: MD Sal. Oppenheim, Partner Arthur Andersen
- A: Studies of Business Administration at the University of Mannheim, PhD (Dr rer. pol.) European Business School, Professor International Real Estate Business School / University of Regensburg

# IVG Group – Highlights 4Q09 / FY09 Overview



## Comment

- Highlights in 2009: Successful restructuring initiated**
  - Debt restructured and no major prolongations short-term
  - Liquidity ensured by asset sale program, cash of >€250m
  - Cost cutting program initiated, 2009 guidance achieved
- Net loss reduced to €158.0m in 2009 – 4 major one-offs:**
  - €194.2m unrealised changes in market value of IP\*
  - €166.9m unrealised changes in value of developments (Airrail)
  - +€197.0m unrealised changes in value of caverns at fair value
  - +€43.1m turnover from fair value of promote structure (caverns)
- Pressure on rents but yields stable, positive FFO**
  - Occupancy down to **90.4%** (2008: 92.5%)
  - Like-for-like rents down 4.3% yoy, adjusted for re-lettings 2.9%
  - NRI yield stable at **5.5%** and NOI yield stable at **5.1%**
  - Recurring FFO at **€36.6m** in 2009
- NAV adjusted and LTV stable in 4Q09 despite net loss**
  - NAV adj. at **€9.95** per share stable (adjusted for increased number of shares) due to successful pre-letting of six future caverns during 4Q09
  - LTV (Banks definition) stable at **68%**

\* IP = Investment property

1) Including DCF value of cavern business

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# IVG Group

## Profit and loss account FY09 (1)

in €m	2008			2009		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Revenues	608.6		608.6	① 838.8		838.8
Changes in inventories and other own work capitalized	452.7		452.7	② 97.9		97.9
Unrealised changes in market value of investment property		-583.3	-583.3		2.8	③ 2.8
Realised changes in market value of investment property	171.1		171.1	-64.1		④ -64.1
Other operating income	290.3		290.3	63.6	16.9	80.5
Material expenses	-475.6	-217.0	-692.6	-421.5	⑤ -166.9	-588.4
Personnel expenses	-68.8		-68.8	-73.7		-73.7
Depreciation and amortisation of intangible assets, property, plant and equipment	-5.4	-12.5	-17.9	-6.2	-5.6	-11.8
Expenses from investment property	-81.7		-81.7	-69.7		-69.7
Other operating expenses	-170.8	-7.8	-178.6	-137.4		⑥ -137.4
Gains/loss from associated companies accounted for using the equity method	2.0		2.0	-12.2		-12.2
Income from equity investments	-0.4		-0.4	1.3		1.3
<b>EBIT</b>	<b>722.0</b>	<b>-820.6</b>	<b>-98.6</b>	<b>216.9</b>	<b>-152.8</b>	<b>64.1</b>
Financial income	42.8	159.8	202.6	25.2	95.9	121.1
Financial expenses	-317.5	-283.6	-601.1	-255.9	-118.6	-374.5
<b>Financial result</b>	<b>-274.7</b>	<b>-123.8</b>	<b>-398.5</b>	<b>-230.7</b>	<b>-22.7</b>	<b>-253.4</b>
<b>Net profit before income taxes</b>	<b>447.3</b>	<b>-944.4</b>	<b>-497.1</b>	<b>-13.8</b>	<b>-175.4</b>	<b>-189.3</b>
Income taxes			45.4			31.3
<b>Consolidated net profit</b>			<b>-451.7</b>			<b>-158.0</b>

## IVG Group Profit and loss account FY09 (2)

- 1 ■ **Revenues increased from €608.6m in 2008 by €230.2m or 37.8% to €838.8m in 2009**
  - Increase mainly driven by **asset sales** in segment Investment (**Real Estate**) with gross proceeds of €297.5m and by proceeds of €43.1m via **promote structure** in segment Investment (**Caverns**)
  - **Net rents decreased from €399.5m in 2008 to €310.3m in 2009**, mainly due to **sale of caverns** in 2008 (-€49.8m net rents in segment Investment (Caverns)), **asset sales** and lower **like-for-like** net rents in segment Investment (**Real Estate**) and Funds (**Private Funds**) (-€39.4m; includes like-for-like net rents adjusted for already contracted re-lettings down 2.9% yoy, unadjusted down 4.3%); **occupancy rate** stands at **90.4%** (2008: 92.5%)
- 2 ■ **Changes in inventories significantly down yoy from €452.7m in 2008 to €97.9m in 2009**
  - Driven by **asset sales** in segment Investment (**Real Estate**) in 4Q09
- 3 ■ **Unrealised changes in market values of IP\* increase significantly from -€583.3m in 2008 to €2.8m in 2009**
  - **Devaluation** of real estate IP\* with -€194.2m in 2009 (-€671.2m in 2008) equivalent to **3.7%** of the total IP\* portfolio
  - **Unrealised changes in market values of caverns IP\*** of €197.0m due to **fair value accounting of 13 caverns**
- 4 ■ **Negative realised changes in market values of IP\*** due to **asset sales (€932.7m volume)** in segment Investment (**Real Estate**) below fair market value to generate liquidity; **total number of -€64.1m** for 2009 associated with the sales program reflects **6.7%** of negative changes in market value in spite of challenging market conditions throughout 2009
- 5 ■ **Unrealised changes in value of material expenses of -€166.9m**, mainly due to project **Airrail** (-€149.0m)
- 6 ■ **Other operating expenses down** from €178.6m to €137.4m yoy due to first results from cost-saving initiatives (€41.2m cost-savings)

\* IP = Investment Property

# IVG Group

## Profit and loss account FY09 (3)

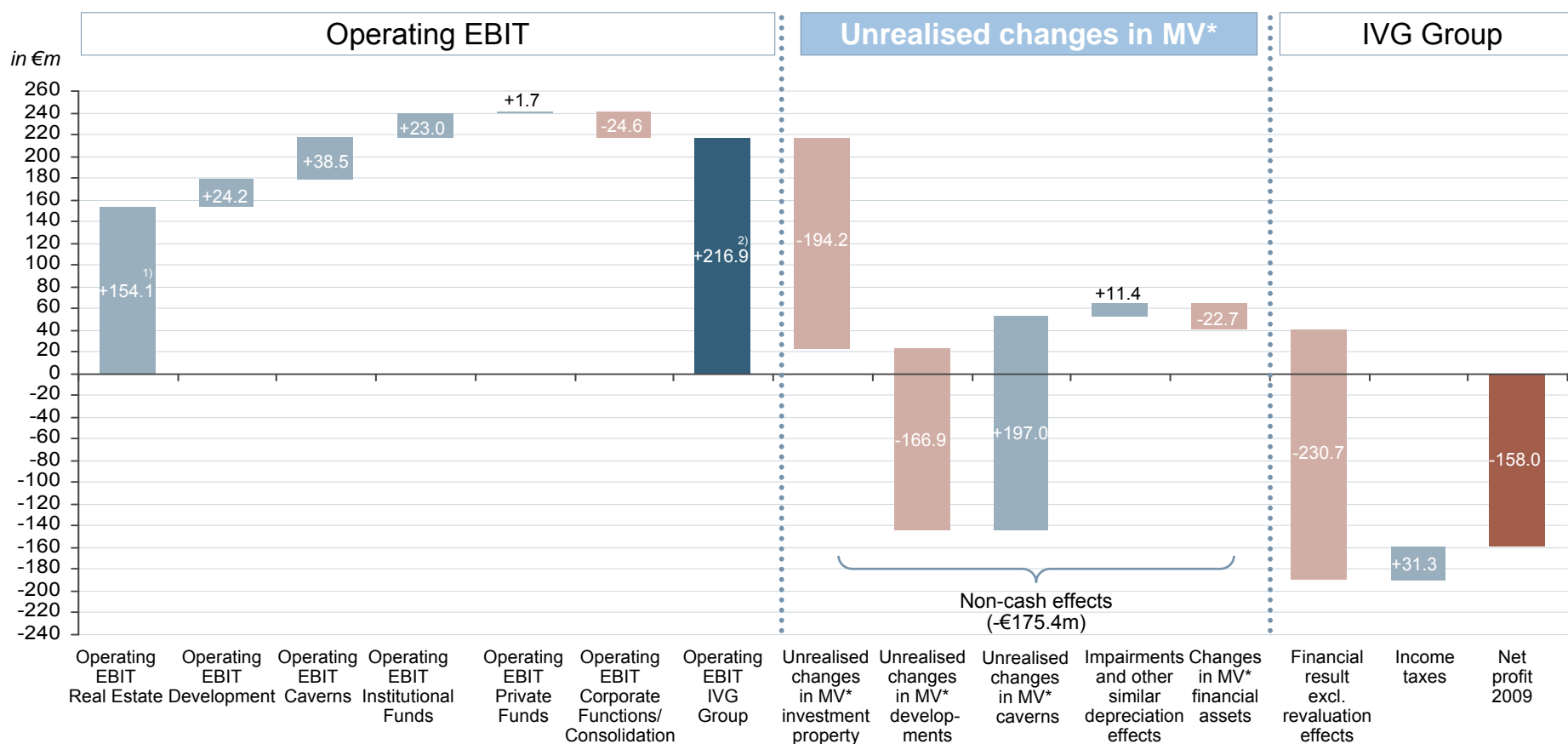
### Financial result

in €m	2008			2009		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Result from currency effects	0.0	-33.1	-33.1	0.0	-1.8	-1.8
Net interest result	-280.5	0.0	-280.5	-207.6	0.0	① -207.6
Hedging result	0.0	-7.9	-7.9	0.0	-12.7	② -12.7
Changes in market value of financial assets	0.0	-82.8	-82.8	0.0	-8.1	③ -8.1
Result from valuation of minorities	16.0	0.0	16.0	1.6	0.0	1.6
Other net financial expenses	-10.2	0.0	-10.2	-24.7	0.0	④ -24.7
<b>Financial result</b>	<b>-274.7</b>	<b>-123.8</b>	<b>-398.5</b>	<b>-230.7</b>	<b>-22.7</b>	<b>-253.4</b>

- ① **Net interest result** improved from **-€280.5m in 2008 to -€207.6m in 2009** driven by lower interest results; **average cost of debt 4.04 %** (30.9% floating rate debt as per 31.12.2009)
- ② **Slightly decreased market values of non-hedge-accounting swaps** due to decreased swap rates
- ③ **Negative unrealised changes in market values of financial assets** increased by **+€74.7m from -€82.8m in 2008 to -€8.1m in 2009**
- ④ **Other net financial expenses** mainly due to accruals from Syn. Loan II fee, breakage cost and financial expenses

# IVG Group Profit and loss account FY09 (4)

## From operating EBIT to Net profit 2009



\* MV = Market value/Value

1) Operating EBIT Real Estate adjusted for realised changes in market values of -€63.6m: +€217.7m

2) Operating EBIT IVG Group adjusted for realised changes in market values of -€64.1m: +€281.0m

# IVG Group

## Balance sheet as of 31/12/2009 (1)

in €m	31/12/2008	31/12/2009
<b>ASSETS</b>		
<b>Non-current assets</b>		
Intangible assets	249.7	250.1
Investment property	5,172.2	1 4,767.7
Property, plant and equipment	368.1	119.2
Financial assets	283.4	247.9
Deferred tax assets	367.0	281.2
Other non-current assets	30.9	39.1
<b>Total non-current assets</b>	<b>6,471.3</b>	<b>5,705.1</b>
<b>Current assets</b>		
Inventories	1,002.2	2 939.6
Other current assets	248.7	235.1
Cash and cash equivalents	44.2	266.9
	<b>1,295.1</b>	<b>1,441.6</b>
Non-current assets held for sale	109.1	3 246.8
<b>Total current assets</b>	<b>1,404.2</b>	<b>1,688.3</b>
<b>Total assets</b>	<b>7,875.5</b>	<b>7,393.4</b>

- 1 IP\* decreased by €404.5m** due to:
- +€253.9m **Net transfer** of assets under construction from property, plant and equipment to IP\* due to amendment IAS 40 (Revised 2008)
  - +€119.2m **Capex IP\* (including IPuC\*\*)**
  - €194.2m **Unrealised changes in market values** in the Real Estate segment
  - +€197.0m **Unrealised changes in market values** in the Caverns segment
  - €668.6m **Net transfers** of property to non-current **assets held for sale**
  - €148.1m **Property disposals** mainly in Paris, London and Helsinki
  - +€36.3m Other effects (mainly currency translation)
- 
- 2 Decrease in inventories by €62.6m**
- +€432.9m Progress in **development** projects
  - €157.2m **Net changes in value of development projects** (mainly project **Airrail** with **-€149.4m**)
  - €338.3m Project and asset disposals
- 
- 3 Non-current assets held for sale increased by €137.7m** due to:
- +€668.6m **Net transfers** from IP\*
  - €531.8m **Property disposals (incl. Protect fund)**
  - +€0.9m Other effects

\* IP = Investment property

\*\* IPuC = Investment property under construction

# IVG Group

## Balance sheet as of 31/12/2009 (2)

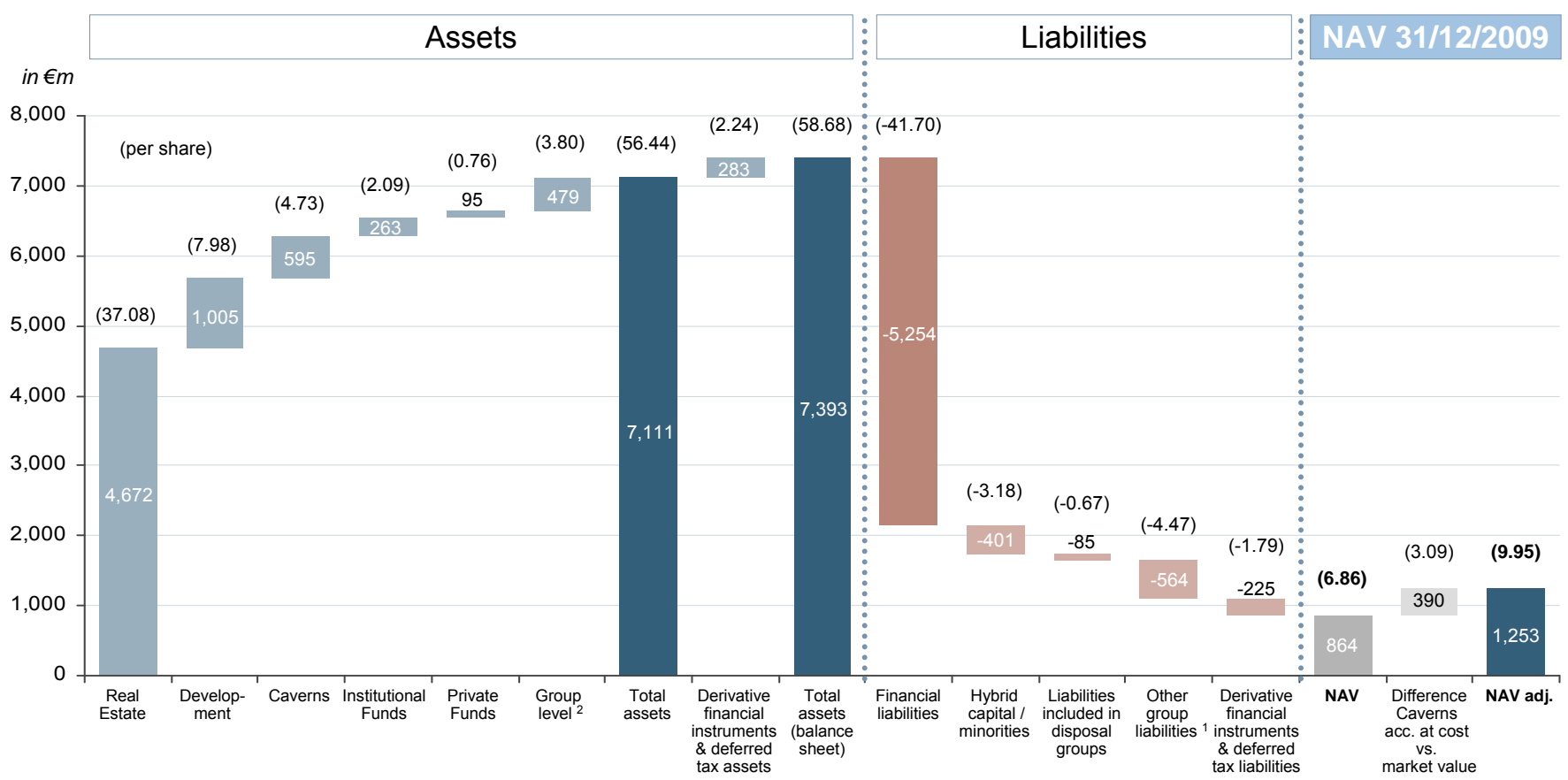
in €m	31/12/2008	31/12/2009
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity attributable to Group shareholders	987.0	863.8
Hybrid capital	400.9	400.9
Minority interests	3.0	0.4
<b>Total equity</b>	<b>17.7% 1,390.9</b>	<b>1 17.1% 1,265.1</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Financial liabilities	4,250.4	4,452.5
Other non-current liabilities	382.6	241.8
<b>Total non-current liabilities</b>	<b>58.8% 4,633.0</b>	<b>63.5% 4,694.3</b>
<b>Current liabilities</b>		
Financial liabilities	1,349.1	802.0
Other current liabilities	502.5	547.1
Liabilities associated with non-current assets held for sale	0.0	84.9
<b>Total current liabilities</b>	<b>23.5% 1,851.6</b>	<b>19.4% 1,434.0</b>
<b>Total equity and liabilities</b>	<b>100.0% 7,875.5</b>	<b>100.0% 7,393.4</b>

- Decrease in equity by €125.8m**  
 -€158.0m **Negative consolidated result**  
 -€2.1m **Non P&L effects** (mainly from hedge accounting, currency translation and valuation of afs\*)  
 -€32.0m **Provisions** for the hybrid interests  
 +€70.6m **Net Cash effect from capital increase**  
 -€4.3m Other effects
- Decrease of current financial liabilities by €547.1m** mainly driven by **debt reduction program** and **shift from current to non-current** financial liabilities mainly due to completion of new syndicated loan (Syn. Loan II)
- Liabilities associated with non-current assets held for sale increased by €86.4m** due to expected sale of the associated assets (mainly North Gate)

\* afs = available for sale

# IVG Group NAV bridge FY09

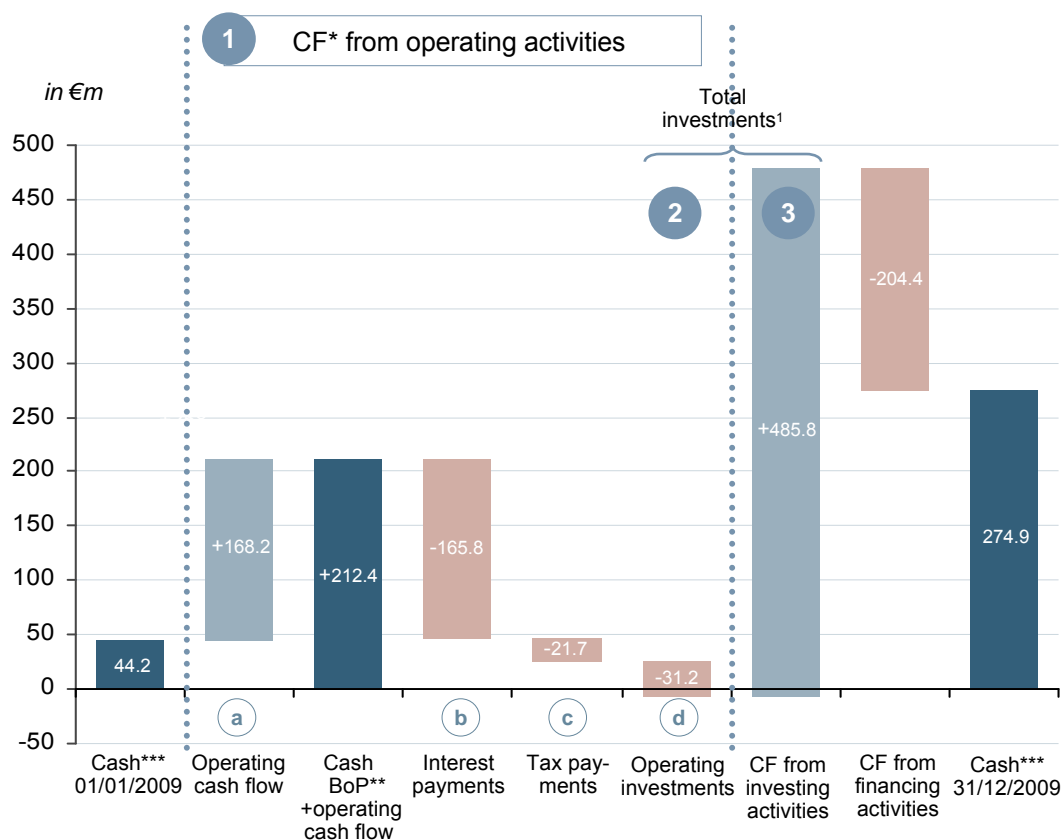
## NAV bridge – Based on shareholders equity (as per end of 2009)



1) Pension provisions; Other long term and Other short term provisions; Other long term and Other short term liabilities including accrued interest, payables and other obligations; Tax liabilities  
 2) thereof among others cash and cash equivalents €267m, financial assets €212m

# IVG Group Cash flow bridge FY09

## Cash flow bridge



### 1 Elements of cash flow from **operating activities**:

- (a) **Operating cash flow (+€168.2m)**
  - Investments: Net rent, property related cost not passed on and operating cost (internal/external personnel cost)
  - Funds: Cash inflow from recurring fees regarding fund and property management fee and non-recurring placement fees
  - Development: Operating cost
  - Caverns: Mainly cash inflow from service fees
- (b) **Net interest payments (-€165.8m)**
- (c) **Net income tax payments (-€21.7m)**
- (d) **Capex of business segments (+€31.2m)**
  - Progress in completion of developments
  - Effect from disposal of projects from Real Estate/Development segment

### 2 Cash flow from **investing activities** (+€485.8m):

- Sale of investment property
- Progress in completion of caverns and IP under construction

### 3 Cash flow from **financing activities** (-€204.4m):

- Funding of **developments**
- **Draw down** of bilateral **credit lines**
- **Redemption of property financing** due to **disposals**

\* CF = Cash flow    \*\* BoP = Begin of period    \*\*\* including cash related to non current assets held for sale

1) Investments in properties (e.g. capex/refurbishments) and investments segment Development related to inventories and therefore reported as "Cash flow from operating activities"

# IVG Group

## Funds from operations FY09

in €m	2009
<b>EBIT Group</b>	<b>64.1</b>
+/- Unrealised changes in value	+152.8
<b>EBIT Group (before unrealised changes in value)</b>	<b>216.9</b>
<i>A) Elimination of non-recurring EBIT from development activities</i>	
+/- EBIT Development (before changes in value) *	-14.8
<i>B) Elimination of non-recurring result from trading activities (excl. trading activities Development)</i>	
+/- Realised changes in market value of investment property (excl. Development)	+63.7 (= 64.1 - 0.4)
<i>C) Elimination of non-cash effects included in EBIT (excl. development activities)</i>	
+ Depreciation and amortisation of intangible assets and property, plant and equipment (excl. Development)	+5.6 (= 6.2 - 0.6)
+/- Gains/loss from associated companies accounted for using the equity method (excl. Development)	+10.4 (= 12.2 - 1.9)
+/- Other non-cash effects included in EBIT (excl. Development) and one-off items **	-22.8 (= 0.0 - 0.0)
<i>D) Less regular payouts other stakeholders</i>	
+/- Net interest result (cash effective part financial result without development financing)	-168.7
+/- Current income tax expenses (cash tax, according to cash flow statement)	-21.7
- Accrued payouts hybrid holder (to be payed out later)	-32.0
<b>FFO I - recurring (excl. activities from development and trading)</b>	<b>36.6</b>
+/- Add back eliminated result from trading activities	-63.7
+/- Add back eliminated result from development activities	+14.8
+/- Elimination of non-cash effects included in EBIT from development activities	-1.5
+ Depreciation and amortisation of intangible assets and property, plant and equipment	+0.6
+/- Gains/loss from associated companies accounted for using the equity method	+1.9
+/- Other non-cash effects included in EBIT and one-off items adjusted earlier ***	-4.0
+/- Add back eliminated cash effective from development financing	-29.7
<b>FFO II - total (incl. activities from development and trading)</b>	<b>-43.5</b>

\* Includes adjustment for an asset sale of €9.4m not booked in segment Investment (Development) in 4Q09 \*\* One-offs in detail: -€38.3m promote structure revaluation (Caverns), €9.1m aperiodic tax payments, €4.0m from taxes related to asset disposal, €2.4m reimbursement of management fees (Institutional Funds)

\*\*\*) -€4.0m from taxes related to asset disposal deducted again (treated as trading effect)

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# IVG Group

## Profit and loss account 4Q09 (1)

in €m	3Q09			4Q09			2009		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Revenues	144.7		144.7	443.3		① 443.3	838.8		838.8
Changes in inventories and other own work capitalized	80.1		80.1	-244.1		② -244.1	97.9		97.9
Unrealised changes in market value of investment property		-5.3	-5.3		③ -56.1	-56.1		2.8	2.8
Realised changes in market value of investment property	-11.8		-11.8	0.1		0.1	-64.1		-64.1
Other operating income	6.1	3.0	9.1	27.3	-0.1	④ 27.2	63.6	16.9	80.5
Material expenses	-107.1	-0.1	-107.2	-55.0	⑤ -48.3	-103.3	-421.5	-166.9	-588.4
Personnel expenses	-17.1		-17.1	-23.0		-23.0	-73.7		-73.7
Depreciation and amortisation of intangible assets, property, plant and equipment	-1.4	-0.1	-1.5	-1.7	-1.7	-3.4	-6.2	-5.6	-11.8
Expenses from investment property	-14.8		-14.8	-14.9		-14.9	-69.7		-69.7
Other operating expenses	-24.8		-24.8	-45.4		⑥ -45.4	-137.4		-137.4
Gains/loss from associated companies accounted for using the equity method	0.3		0.3	-6.3		-6.3	-12.2		-12.2
Income from equity investments	0.1		0.1	1.4		1.4	1.3		1.3
<b>EBIT</b>	<b>54.3</b>	<b>-2.5</b>	<b>51.8</b>	<b>81.6</b>	<b>-106.2</b>	<b>-24.6</b>	<b>216.9</b>	<b>-152.8</b>	<b>64.1</b>
Financial income	6.3	14.0	20.3	10.0	21.0	31.0	25.2	95.9	121.1
Financial expenses	-65.1	-19.2	-84.3	-60.9	-24.9	-85.8	-255.9	-118.6	-374.5
<b>Financial result</b>	<b>-58.8</b>	<b>-5.2</b>	<b>-64.0</b>	<b>-50.9</b>	<b>-3.9</b>	<b>-54.8</b>	<b>-230.7</b>	<b>-22.7</b>	<b>-253.4</b>
<b>Net profit before income taxes</b>	<b>-4.5</b>	<b>-7.7</b>	<b>-12.2</b>	<b>30.6</b>	<b>-110.1</b>	<b>-79.4</b>	<b>-13.8</b>	<b>-175.4</b>	<b>-189.3</b>
Income taxes			10.0			⑦ 22.9			31.3
<b>Consolidated net profit</b>			<b>-2.2</b>			<b>-56.5</b>			<b>-158.0</b>

# IVG Group

## Profit and loss account 4Q09 (2)

- 1 **Revenues significantly up by €298.6 qoq from €144.7m in 3Q09 to €443.3m in 4Q09**
  - **Increase** mainly driven by segment Investment (Real Estate) by an asset sale and **by proceeds** of €43.1m via **promote structure** in segment Investment (**Caverns**), Like-for-like net rents adjusted for already contracted re-lettings virtually stable with -0.1%, unadjusted down 1.6% qoq
- 2 **Changes in inventories significantly down qoq: -€244.1m in 4Q09 after €80.1m in 3Q09 due to an asset sale in segment Investment (Real Estate)**
- 3 **Unrealised changes in market values of IP\* further increased from -€5.3m in 3Q09 vs -€56.1m in 4Q09**
  - **Devaluation** of IP\* in segment Investment (Real Estate) with **-€79.4m** in 4Q09 (or **1.9%** of IP\* in segment Investment (Real Estate) during 4Q09 due to like-for-like rental declines and change in valuation treatment of transaction costs
  - **Positive unrealised changes in market values of IP\* in segment Investment (Caverns) of +€23.6m** due to fair value accounting of 2 caverns under construction
- 4 **Other operating income up from €9.1m in 3Q09 by €18.1m to €27.2m in 4Q09**
  - Driven by **increase** in the segment Investment (Real Estate) due to an **asset sale (€4.3m)**, **promote structures (€5.5m)** from a former property sale and **release of provisions**
  - **Deconsolidation of EuroSelect 17 fund** of **€4.5m** in the segment Funds (Private Funds)
- 5 **Unrealised changes in value in material expenses of -€48.3** due to further construction cost overruns, especially **Airrail** project
- 6 **Other operating expenses up from -€24.8m in 3Q09 to -€45.4m in 4Q09**
  - Mainly due to rental guarantees (€4.0m) in segment Investment (Real Estate and Development)
  - Rents and leasing expenses (€4.6m)
  - Additional costs for completion of sold caverns (€3.6m)
  - Audit, legal and consultancy fees (€8.4m)
- 7 **Income taxes up qoq from €10.0m to €22.9m in 4Q09 due to aperiodic charging of tax expenses for earlier years (€9.1m) and sale of one property to EuroSelect 20 fund (€4.0m)**

\* IP = Investment Property

# IVG Group

## Profit and loss account 4Q09 (3)

### Financial result

in €m	3Q09			4Q09			2009		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Result from currency effects	0.0	4.3	4.3	0.0	4.7	4.7	0.0	-1.8	-1.8
Net interest result	-55.6	0.0	-55.6	-49.2	0.0	-49.2	-207.6 <sup>1</sup>	0.0	-207.6
Hedging result	0.0	-5.1	-5.1	0.0	-7.0	-7.0	0.0	-12.7	-12.7
Changes in market value of financial assets	0.0	-4.4	-4.4	0.0	-1.6	-1.6	0.0	-8.1	-8.1
Result from valuation of minorities	3.7	0.0	3.7	-0.1	0.0	-0.1	1.6	0.0	1.6
Other net financial expenses	-6.9	0.0	-6.9	-1.7	0.0	-1.7	-24.7	0.0	-24.7
<b>Financial result</b>	<b>-58.8</b>	<b>-5.2</b>	<b>-64.0</b>	<b>-50.9</b>	<b>-3.9</b>	<b>-54.8</b>	<b>-230.7</b>	<b>-22.7</b>	<b>-253.4</b>

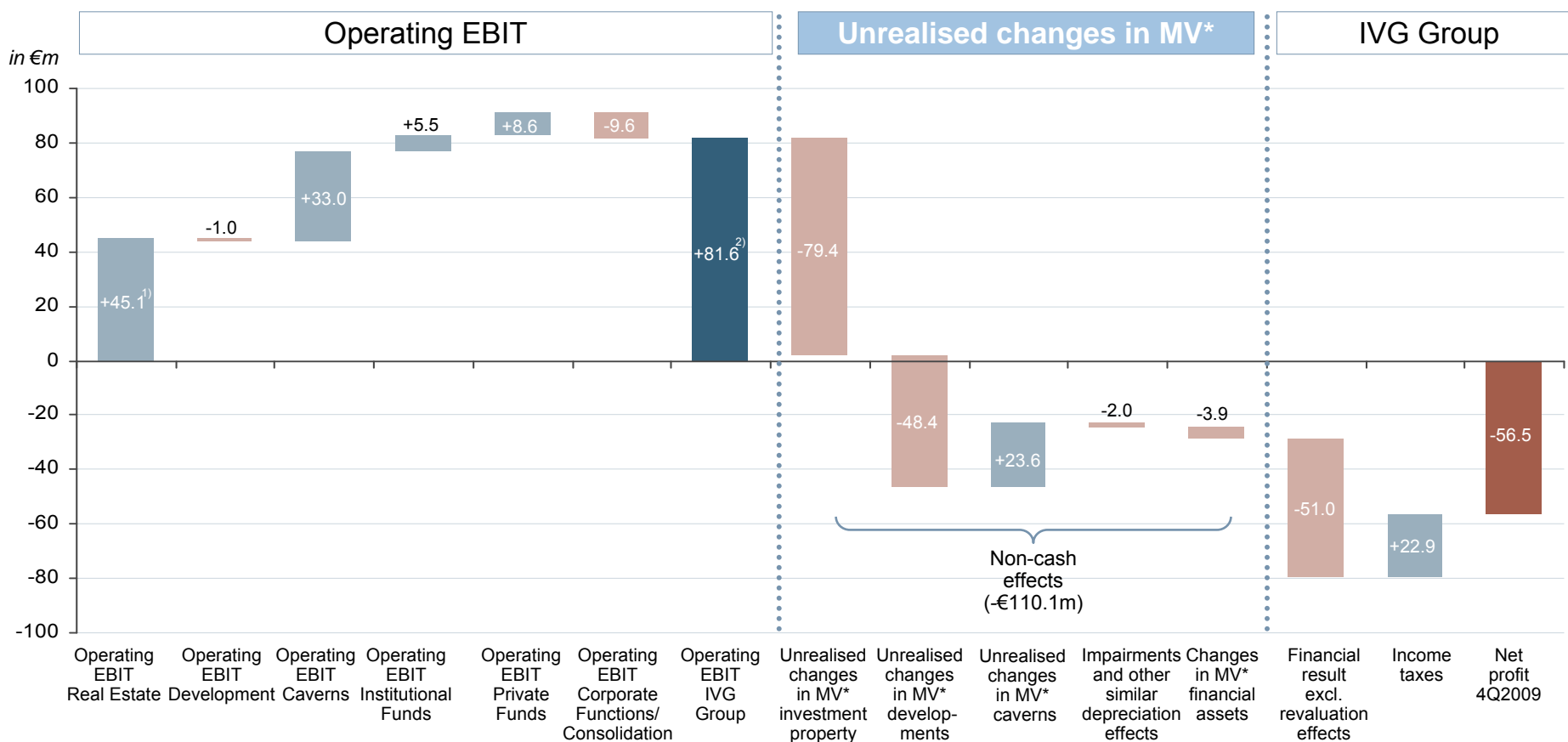
1) Slightly better **net interest result** from -€55.6m in 3Q09 to -€49.2m in 4Q09 driven by **lower interest rates**

2) **Decreased market values** of **non-hedge-accounting** swaps due to decreased swap rates

1) Includes -€9.2m compounding of convertible (-€2.3m non-cash impact per quarter)

# IVG Group Profit and loss account 4Q09 (4)

## From operating EBIT to Net profit 4Q09



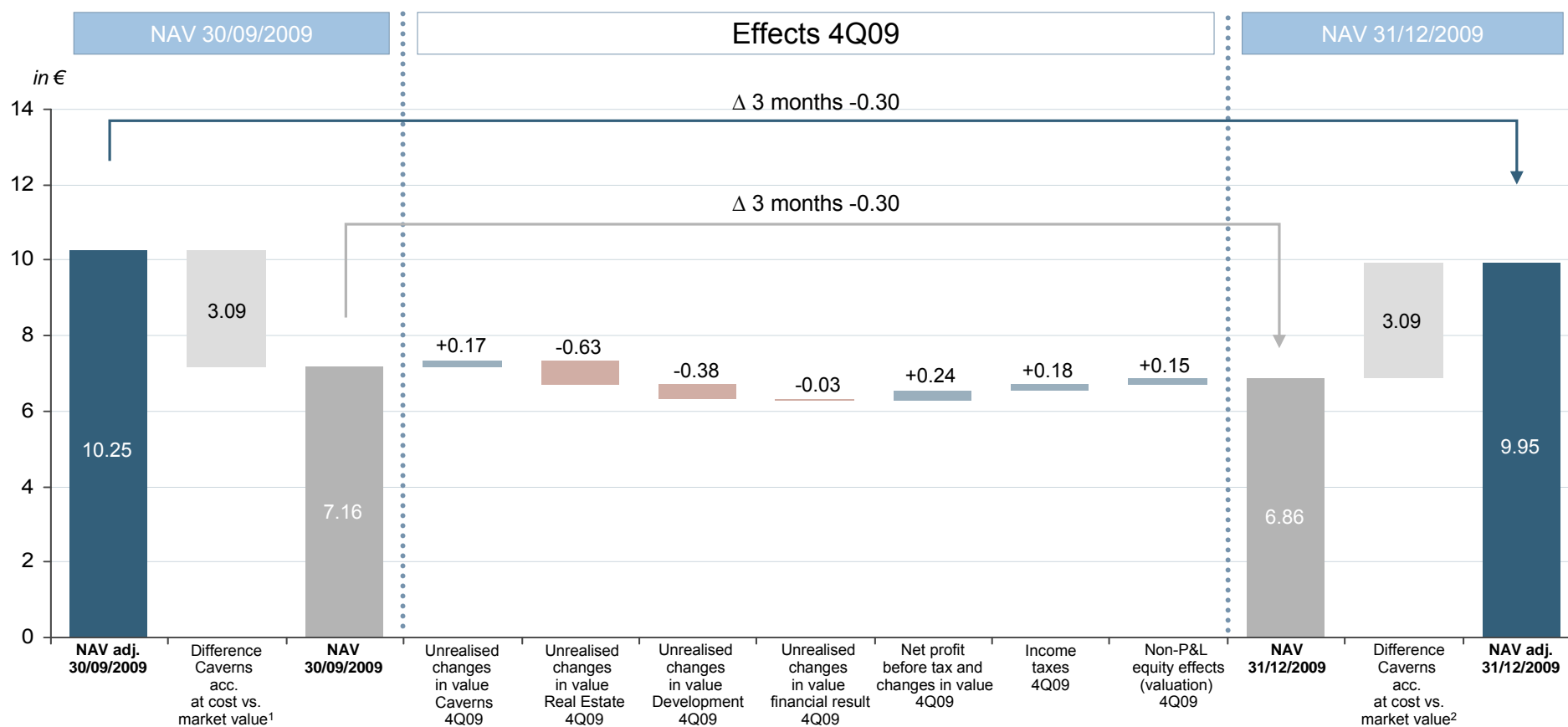
\* MV = Market value/Value

1) Operating EBIT Real Estate adjusted for realised changes in market values of -€0.3m: +€45.4m

2) Operating EBIT IVG Group adjusted for realised changes in market values of +€0.1m: +€81.5m

# IVG Group NAV bridge 4Q09

## NAV bridge 4Q09 (per share)\*



\*) higher share base due to capital increase during 4Q09: 116m shares as per 30/09/2009 and 126m shares as per 31/12/2009

- 1) Valuation (DCF) of cavern assets as of September 30, 2009
- 2) Valuation (DCF) of cavern assets as of December 31, 2009

# IVG Group

## Funds from operations 4Q09

in €m	3Q09	4Q09	2009
<b>EBIT Group</b>	<b>51.8</b>	<b>-24.6</b>	<b>64.1</b>
+/- Unrealised changes in value	+2.5	+106.2	+152.8
<b>EBIT Group (before unrealised changes in value)</b>	<b>54.3</b>	<b>81.6</b>	<b>216.9</b>
<i>A) Elimination of non-recurring EBIT from development activities</i>			
+/- EBIT Development (before changes in value) *	-16.5	+10.4	-14.8
<i>B) Elimination of non-recurring result from trading activities (excl. trading activities Development)</i>			
+/- Realised changes in market value of investment property (excl. Development)	+11.8 (= 11.8 - 0.0)	-0.1 (= -0.1 - 0.0)	+63.7 (= 64.1 - 0.4)
<i>C) Elimination of non-cash effects included in EBIT (excl. development activities)</i>			
+ Depreciation and amortisation of intangible assets and property, plant and equipment (excl. Development)	+1.4 (= 1.5 - 0.1)	+1.6 (= 1.7 - 0.1)	+5.6 (= 6.2 - 0.6)
+/- Gains/loss from associated companies accounted for using the equity method (excl. Development)	-0.3 (= 0.3 - 0.0)	+5.6 (= -6.3 + 0.7)	+10.4 (= 12.2 - 1.9)
+/- Other non-cash effects included in EBIT (excl. Development) and one-off items **	+6.7 (= 0.0 - 0.0)	-29.5 (= 0.0 - 0.0)	-22.8 (= 0.0 - 0.0)
<i>D) Less regular payouts other stakeholders</i>			
+/- Net interest result (cash effective part financial result without development financing)	-45.3	-38.9	-168.7
+/- Current income tax expenses (cash tax, according to cash flow statement)	-1.1	-18.4	-21.7
- Accrued payouts hybrid holder (to be payed out later)	-8.0	-8.0	-32.0
<b>FFO I - recurring (excl. activities from development and trading)</b>	<b>3.0</b>	<b>4.3</b>	<b>36.6</b>
+/- Add back eliminated result from trading activities	-11.8	+0.1	-63.7
+/- Add back eliminated result from development activities	+16.5	-10.4	+14.8
+/- Elimination of non-cash effects included in EBIT from development activities	+0.1	-3.2	-1.5
+ Depreciation and amortisation of intangible assets and property, plant and equipment	+0.1	+0.1	+0.6
+/- Gains/loss from associated companies accounted for using the equity method	0.0	+0.7	+1.9
+/- Other non-cash effects included in EBIT and one-off items adjusted earlier ***	0.0	-4.0	-4.0
+/- Add back eliminated cash effective from development financing	-8.0	-8.0	-29.7
<b>FFO II - total (incl. activities from development and trading)</b>	<b>-0.2</b>	<b>-17.2</b>	<b>-43.5</b>

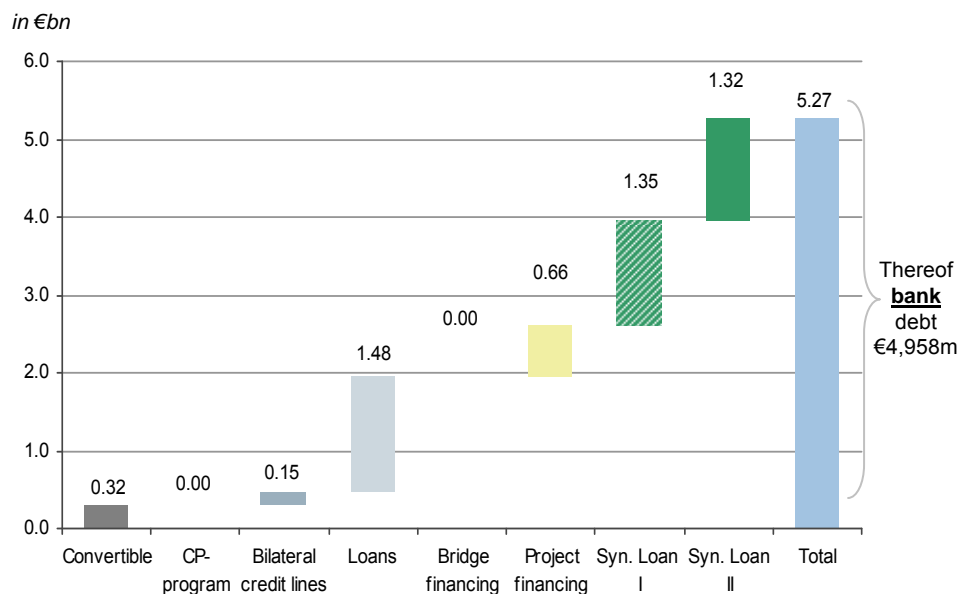
\* ) Includes adjustment for an asset sale of €9.4m not booked in segment Investment (Development) in 4Q09 \*\* ) One-offs in 4Q09 in detail: -€38.3m promote structure revaluation (Caverns), - €4.3m aperiodic placement fees adjusted in 3Q09, €9.1m aperiodic tax payments, €4.0m from taxes related to asset disposal, \*\*\* ) -€4.0m from taxes related to asset disposal deducted again (treated as trading effect)

# Agenda

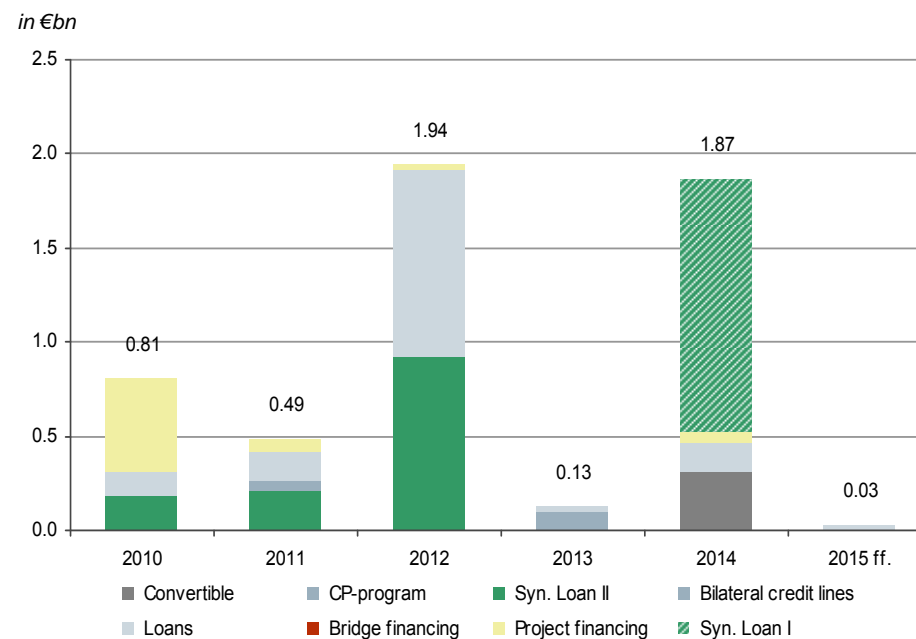
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# IVG Group Financing (1): Debt composition & maturity profile

### Total debt<sup>1)</sup> composition as of Dec. 31, 2009



### Maturity profile as of Dec. 31, 2009



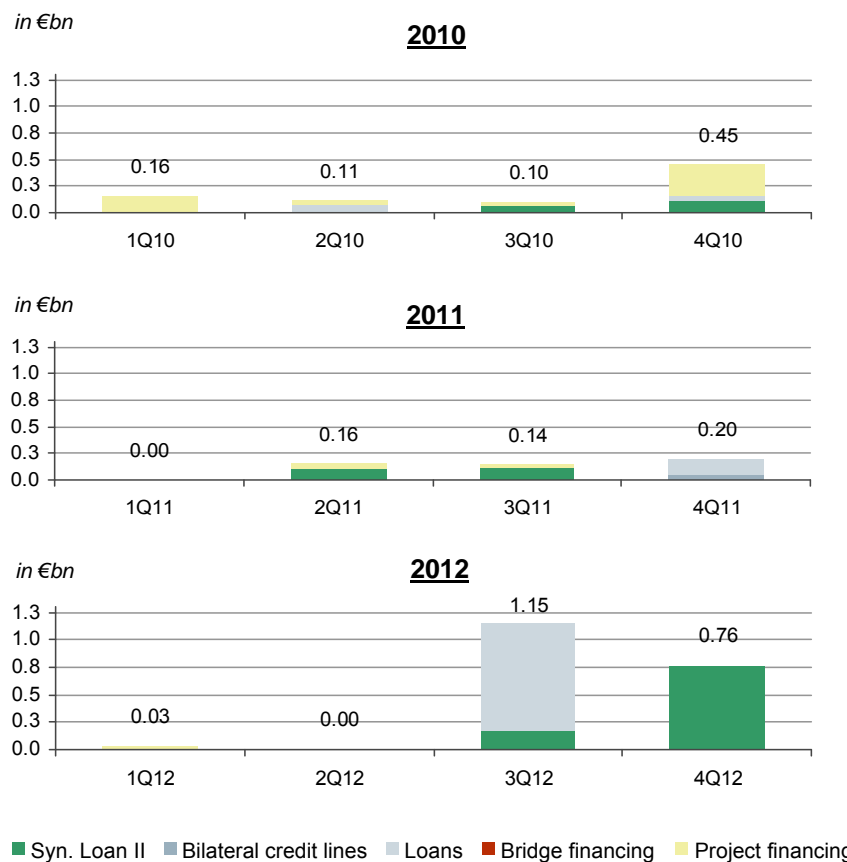
- **Indebtedness** as of Dec. 31, 2009 of **€5,273m<sup>1)</sup>**, thereof **€4,958m bank debt** (LTV 71%)<sup>2)</sup>
- **Average interest rate 4.04%**
- **No major maturities** in the next years until **2012 with exception** of planned maturities of **project financing**

1) Financial liabilities (€5,255m) + bank liabilities associated with non-current assets held for sale (€80m) - Other financial liabilities (€102m) + accruals and netting (€40m)

2) LTV = Total debt (€5,273m) divided by Total equity and liabilities (€7,393m); based on balance sheet figures – not in-line with banks' definition according to Syn. Loan covenant

# IVG Group Financing (2): Maturity profile

## Quarterly maturity profile as of Dec. 31, 2009



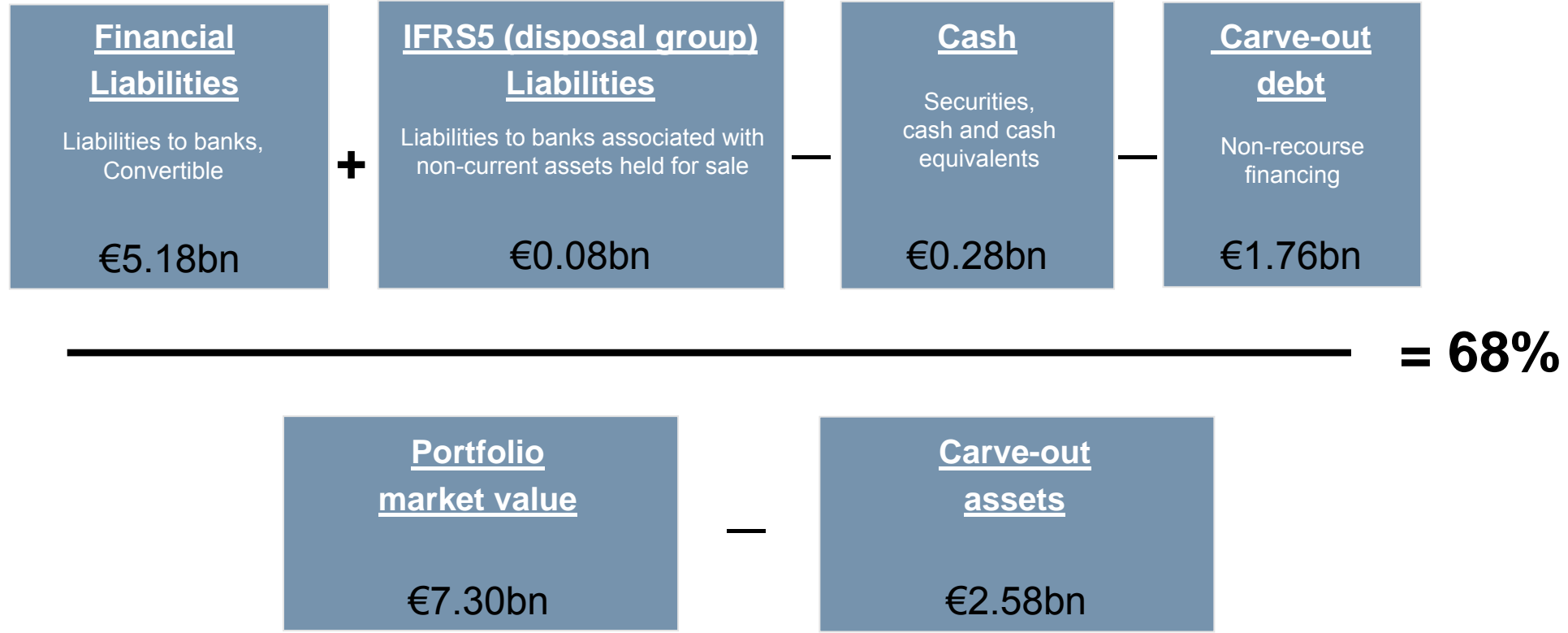
## Debt maturity and prolongation schedule 2010ff.

<i>in €m</i>	Total nominal	thereof reduction by project sale	thereof reduction by property sale	thereof reduction by repayment	thereof planned prolongations
2010	811	501	22	188	100
2011	490	75	0	222	193
2012	1,942	30	0	172	1,740
2013	125	0	0	5	120
2014	1,556	52	69	5	1,430
2015 and thereafter	34	0	10	6	18
<b>Total</b>	<b>4,958</b>	<b>658</b>	<b>101</b>	<b>598</b>	<b>3,601</b>

# IVG Group

## Financing (3): Loan to Value (LTV) covenant by Syn. Loan definition

### Calculation of Syn. Loan LTV<sup>1)</sup> – Banks' definition (max. 75%)



1) As of Dec. 31, 2009

## IVG Group Financing (4): Liquidity

As of September 30, 2009 <sup>1)</sup>		As of December 31, 2009 <sup>1)</sup>	
<i>in €m</i>	30/09/2009	<i>in €m</i>	31/12/2009
Unused non-project-related credit lines	3	Unused non-project-related credit lines	3
Surplus capacity on current accounts	1	Surplus capacity on current accounts	0
Cash reserves	175	Cash reserves	253
Sight deposits and current securities	2	Sight deposits and current securities	2
Derivatives with positive market values	7	Derivatives with positive market values	1
<b>Total</b>	<b>188</b>	<b>Total</b>	<b>259</b>

- As of **Sept 30, 2009** undrawn credit lines of **c €0.45bn**, mainly **project related** lines only
- Available liquidity** without project related lines of **€188m** as of Sept 30, 2009

- As of **Dec 31, 2009** undrawn credit lines of **c €0.44bn**, mainly **project related** lines only
- Available liquidity** without project related lines of **€259m<sup>2)</sup>** as of **Dec. 31, 2009**

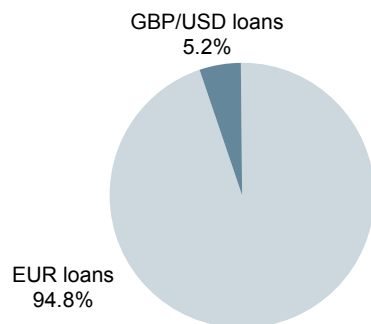
1) Without project-related cash and without collateralised cash

2) Difference to the balance sheet cash due to the consolidation effects (cash from EuroSelect 17 and 20) and projekt related cash (i.e. Maciachini)

# IVG Group Financing (5): Debt structure

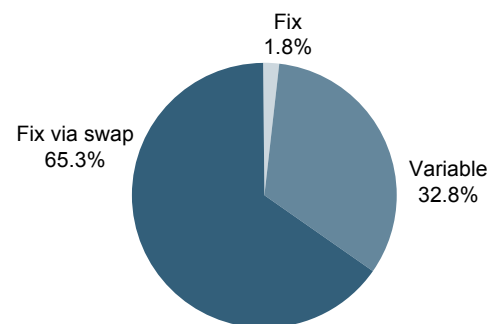
## Debt structure

Currency profile<sup>1,2</sup>



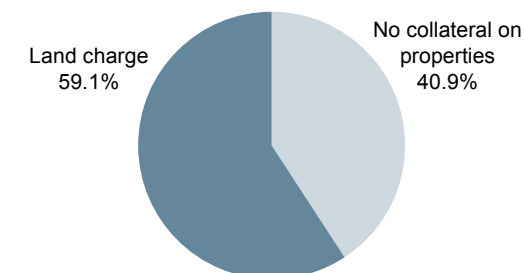
**Bank debt**  
**€4,958m**

Interest rate profile<sup>1,3</sup>



**Bank debt**  
**€4,958m**

Collateralisation profile<sup>1</sup>



**Bank debt**  
**€4,958m**

- **EURO** as dominating currency with **94.8%** share of IVG's liabilities to banks<sup>2</sup>
- **Average interest rate**<sup>1</sup>: 3.98% (incl. convertible **4.04%**)
- **Variable** interest rate **position**<sup>1</sup>: 32.8% (incl. convertible **30.9%**)
- Bank debt collateralised by land charge ("**Grundschulden**") on properties of **€2.9bn**<sup>1</sup> (59.1%)

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## IVG Group Achievements 2009

### Financial restructuring completed

- Successful **restructuring of financial liabilities** in 1H09 ✓
- **Liquidity secured** by sales program (1Q09 to 3Q09) ✓
- **Reduction of debt position** initiated (repayment of bank liabilities of c€200m) ✓
- **Reduction of interest rate risks** (reduction of variable portion of bank liabilities from 41% to 33%) ✓

### Operational restructuring initiated

- Thorough cost analysis and **decisive cost cutting** (other operating expenses **-€41m**) ✓
- Schedule for **further cost cutting** published (-36% from 2008 to 2012) ✓
- Start of a **transparency offensive** (FFO, EPRA Best Practice Recommendations) ✓
- **Reduction of risks** associated with oversized **development pipeline** initiated ✓
- **Optimization of business processes** initiated (implementation of planning and management tools) ✓

# IVG Group Outlook 2010 (1)

## Real Estate

- **Focus on asset management** activities to intensify letting efforts
- **Execution of selected property sales** (e.g. North Gate)
- **Sharpen portfolio** profile through **selective selling** of non-strategic properties

## Development

- Further **decrease of development pipeline** with **sales of c€700m**
  - Either **exit** of finished developments via **fund vehicle** (e.g. Premium Green) or
  - **Exit** via **direct market sales** (e.g. Horizon Plaza - signed 1Q10, Glasgow - closed 1Q10)
- Hand over of **AIRRAIL** to KPMG and Hilton **“on-time”**

## Caverns

- **At least 4 caverns** will be sold to the cavern fund with cash proceeds of **c€120m in 4Q09**
- **Fair value** accounting of **at least 3 caverns** due to construction progress
- Conclusion of **further rental contracts** with positive P&L effects due to **“Besserungsschein”** (promote structure)

# IVG Group Outlook 2010 (2)

## Institutional Funds

- Launch and placement of **new innovative funds** with **IVG participation** (alignment of interests), e.g. „IVG PREMIUM GREEN FUND“ to be delivered **in Q2 2010**
- **Further increase of assets under management** and expand **customer base**

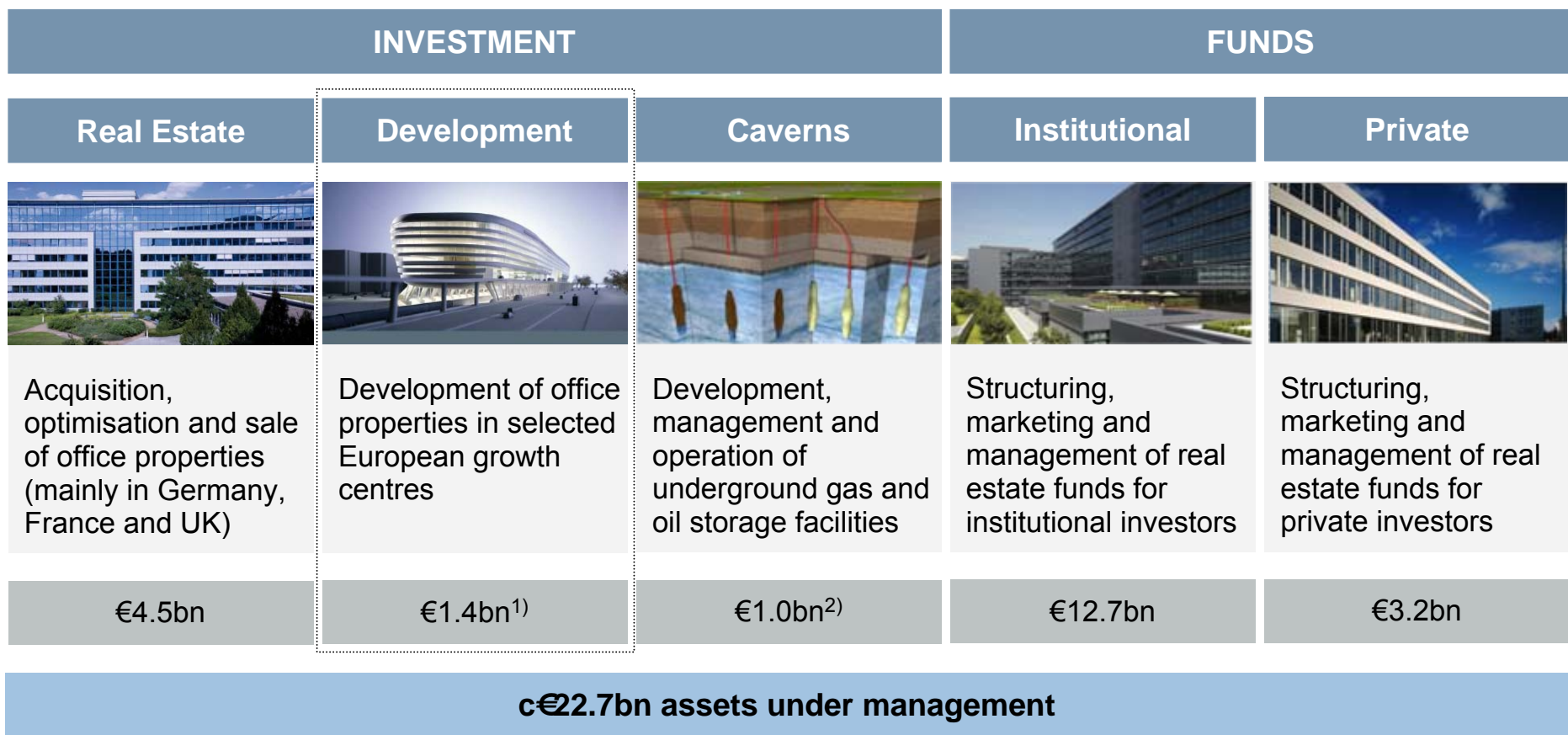
## Private Funds

- **Placement** of more than **€200m** in equity with retail investor base
- Realisation of the product pipeline with up to **three new investment opportunities**
  - **EuroSelect 20**: €124m equity – Marketing / Placement started 4Q09 with final closing in 1Q10
  - **EuroSelect 21**: €55m equity – Preparation already started in 1Q10
  - **EuroSelect 22**: €170m equity – Preparation already started in 1Q10

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# IVG Group Overview



1) Invested capital

2) Caverns under development (min. 90 - thereof 29 caverns for an institutional fund)

# IVG Group

## Detailed overview segment financials FY09

2009  in €m	Investment									Funds					IVG Corporate Functions	Consolidation			Group			
	Real Estate			Development			Caverns			Institutional Funds			Private Funds			Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	
	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value								Total
External revenues	630.0		630.0	65.2		65.2	61.4		61.4	59.4		59.4	14.3		14.3	8.5	0.0	0.0	838.8	0.0	838.8	
Internal revenues	2.7		2.7	2.6		2.6	0.0		0.0	7.0		7.0	0.3		0.3	37.8	-50.4	-50.4	0.0	0.0	0.0	
<b>Total revenues</b>	<b>632.8</b>	<b>0.0</b>	<b>632.8</b>	<b>67.8</b>	<b>0.0</b>	<b>67.8</b>	<b>61.4</b>	<b>0.0</b>	<b>61.4</b>	<b>66.4</b>	<b>0.0</b>	<b>66.4</b>	<b>14.5</b>	<b>0.0</b>	<b>14.5</b>	<b>46.2</b>	<b>-50.4</b>	<b>0.0</b>	<b>-50.4</b>	<b>838.8</b>	<b>0.0</b>	<b>838.8</b>
Net rents from Investment Property	290.4		290.4	0.1		0.1	0.0		0.0	0.0		0.0	0.0		0.0	0.1	-0.9	-0.9	289.7	0.0	289.7	
Other net rents	13.0		13.0	9.0		9.0	0.1		0.1	0.0		0.0	0.0		0.0	0.5	-2.0	-2.0	20.6	0.0	20.6	
Income from service charges	38.4		38.4	1.7		1.7	0.0		0.0	0.0		0.0	0.0		0.0	0.2	-0.3	-0.3	40.2	0.0	40.2	
Income from project disposals	287.5		287.5	49.4		49.4	1.6		1.6	0.0		0.0	0.0		0.0	0.0	-2.5	-2.5	336.1	0.0	336.1	
Income from construction contracts	0.0		0.0	6.6		6.6	0.0		0.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	6.6	0.0	6.6	
Income from transactions, concepts and sales	0.0		0.0	0.0		0.0	43.1		43.1	5.2		5.2	11.1		11.1	1.3	-1.5	-1.5	59.2	0.0	59.2	
Income from fund and property management	0.3		0.3	0.1		0.1	11.3		11.3	59.6		59.6	3.1		3.1	15.0	-13.4	-13.4	76.0	0.0	76.0	
Other revenues	3.2		3.2	0.9		0.9	5.3		5.3	1.6		1.6	0.3		0.3	29.1	-29.8	-29.8	10.4	0.0	10.4	
Changes in inventories and other own work capitalised	-276.0		-276.0	367.3		367.3	6.6		6.6	0.0		0.0	0.0		0.0	0.0	0.0	0.0	97.9	0.0	97.9	
Unrealised changes in market value of investment property	0.0	-194.2	-194.2	0.0		0.0	0.0	197.0	197.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	2.8	2.8
Realised changes in market value of investment property	-63.6		-63.6	-0.4		-0.4	-0.4		-0.4	0.0		0.0	0.0		0.0	0.0	0.4	0.4	-64.1	0.0	-64.1	
Other operating income	32.0		32.0	12.3	16.9	29.2	5.8		5.8	1.8		1.8	8.3		8.3	21.6	-18.1	-18.1	63.6	16.9	80.5	
Material expenses	-26.1		-26.1	-378.0	-166.9	-544.9	-13.2		-13.2	0.0		0.0	-6.3		-6.3	-6.7	8.8	8.8	-421.5	-166.9	-588.4	
Personnel expenses	-0.3		-0.3	-8.0		-8.0	-6.2		-6.2	-11.8		-11.8	-5.0		-5.0	-42.5	0.0	0.0	-73.7	0.0	-73.7	
Depreciation and amortisation of intangible assets and property, plant and equipment	-0.4	-3.9	-4.3	-0.6		-0.6	-3.8	-1.7	-5.5	-0.3		-0.3	-0.1		-0.1	-1.0	0.0	0.0	-6.2	-5.6	-11.8	
Expenses from investment property	-69.9		-69.9	0.0		0.0	0.0		0.0	0.0		0.0	0.0		0.0	-0.1	0.3	0.3	-69.7	0.0	-69.7	
Other operating expenses	-66.5		-66.5	-32.0		-32.0	-11.3		-11.3	-33.3		-33.3	-11.1		-11.1	-41.4	58.3	58.3	-137.4	0.0	-137.4	
Gains/loss from associated companies accounted for using the equity method	-10.7		-10.7	-1.9		-1.9	-0.5		-0.5	0.0		0.0	0.9		0.9	0.0	0.0	0.0	-12.2	0.0	-12.2	
Income from share investments	2.9		2.9	-2.2		-2.2	0.0		0.0	0.2		0.2	0.4		0.4	0.0	0.0	0.0	1.3	0.0	1.3	
<b>Segment result (EBIT)</b>	<b>154.1</b>	<b>-198.1</b>	<b>-44.0</b>	<b>24.2</b>	<b>-150.0</b>	<b>-125.8</b>	<b>38.5</b>	<b>195.3</b>	<b>233.8</b>	<b>23.0</b>	<b>0.0</b>	<b>23.0</b>	<b>1.7</b>	<b>0.0</b>	<b>1.7</b>	<b>-23.9</b>	<b>-0.7</b>	<b>0.0</b>	<b>-0.7</b>	<b>216.9</b>	<b>-152.8</b>	<b>64.1</b>
Financial result																				-230.7	-22.7	-253.4
<b>Net profit before tax</b>																				-13.8	-175.4	-189.3
Income taxes																						31.3
<b>Consolidated net profit</b>																						-158.0

# IVG Group

## Detailed overview segment financials FY08

2008  in €m	Investment									Funds						IVG Corporate Functions	Consolidation			Group		
	Real Estate			Development			Caverns			Institutional Funds			Private Funds				Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total
	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total							
External revenues	361.8		361.8	69.0		69.0	57.2		57.2	59.2		59.2	52.2		52.2	9.2	0.0	0.0	608.6	0.0	608.6	
Internal revenues	2.3		2.3	0.4		0.4	0.0		0.0	7.8		7.8	0.1		0.1	41.1	-51.7	-51.7	0.0	0.0	0.0	
<b>Total revenues</b>	<b>364.1</b>	<b>0.0</b>	<b>364.1</b>	<b>69.4</b>	<b>0.0</b>	<b>69.4</b>	<b>57.2</b>	<b>0.0</b>	<b>57.2</b>	<b>67.0</b>	<b>0.0</b>	<b>67.0</b>	<b>52.3</b>	<b>0.0</b>	<b>52.3</b>	<b>50.3</b>	<b>-51.7</b>	<b>0.0</b>	<b>-51.7</b>	<b>608.6</b>	<b>0.0</b>	<b>608.6</b>
Net rents from Investment Property	310.5		310.5	1.4		1.4	49.8		49.8	0.0		0.0	0.0		0.0	0.1	-0.6	-0.6	361.2	0.0	361.2	
Other net rents	10.5		10.5	5.0		5.0	0.2		0.2	0.0		0.0	24.2		24.2	0.4	-2.0	-2.0	38.3	0.0	38.3	
Income from service charges	40.9		40.9	1.2		1.2	0.0		0.0	0.0		0.0	0.1		0.1	0.2	-0.2	-0.2	42.2	0.0	42.2	
Income from project disposals	0.0		0.0	53.0		53.0	0.0		0.0	0.0		0.0	0.0		0.0	0.0	-0.4	-0.4	52.6	0.0	52.6	
Income from construction contracts	0.0		0.0	7.2		7.2	0.0		0.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	7.2	0.0	7.2	
Income from transactions, concepts and sales	0.0		0.0	0.0		0.0	0.0		0.0	7.4		7.4	25.6		25.6	1.9	-1.3	-1.3	33.6	0.0	33.6	
Income from fund and property management	0.0		0.0	0.1		0.1	0.0		0.0	58.7		58.7	2.5		2.5	19.0	-18.2	-18.2	62.1	0.0	62.1	
Other revenues	2.2		2.2	1.5		1.5	7.2		7.2	0.8		0.8	0.0		0.0	28.7	-29.0	-29.0	11.4	0.0	11.4	
Changes in inventories and other own work capitalised	-0.9		-0.9	386.2		386.2	16.7		16.7	0.1		0.1	50.6		50.6	0.0	0.0	0.0	452.7	0.0	452.7	
Unrealised changes in market value of investment property	0.0	-671.2	-671.2	0.0	38.0	38.0	0.0	48.5	48.5	0.0		0.0	0.0		0.0	0.0	1.4	1.4	0.0	-583.3	-583.3	
Realised changes in market value of investment property	15.8		15.8	-20.4		-20.4	175.7		175.7	0.0		0.0	0.0		0.0	0.0	0.0	0.0	171.1	0.0	171.1	
Other operating income	41.8		41.8	36.7		36.7	181.8		181.8	3.7		3.7	14.3		14.3	35.5	-23.5	-23.5	290.3	0.0	290.3	
Material expenses	-0.3	-1.9	-2.2	-396.6	-215.1	-611.7	-3.4		-3.4	0.0		0.0	-75.2		-75.2	-8.4	8.3	8.3	-475.6	-217.0	-692.6	
Personnel expenses	-0.8		-0.8	-10.6		-10.6	-7.3		-7.3	-9.1		-9.1	-4.8		-4.8	-36.2	0.0	0.0	-68.8	0.0	-68.8	
Depreciation and amortisation of intangible assets and property, plant and equipment	-0.4	-12.5	-12.9	-0.8		-0.8	-2.6		-2.6	-0.5		-0.5	-0.1		-0.1	-1.0	0.0	0.0	-5.4	-12.5	-17.9	
Expenses from investment property	-75.1		-75.1	-3.8		-3.8	-2.8		-2.8	0.0		0.0	0.0		0.0	0.0	0.0	0.0	-81.7	0.0	-81.7	
Other operating expenses	-69.9		-69.9	-24.1		-24.1	-22.8		-22.8	-37.1		-37.1	-24.2	-7.8	-32.0	-58.4	65.7	65.7	-170.8	-7.8	-178.6	
Gains/loss from associated companies accounted for using the equity method	-16.5		-16.5	3.9		3.9	0.0		0.0	0.0		0.0	14.6		14.6	0.0	0.0	0.0	2.0	0.0	2.0	
Income from share investments	0.1		0.1	0.0		0.0	1.6		1.6	-0.8		-0.8	0.0		0.0	-1.3	0.0	0.0	-0.4	0.0	-0.4	
<b>Segment result (EBIT)</b>	<b>257.9</b>	<b>-685.6</b>	<b>-427.7</b>	<b>39.9</b>	<b>-177.1</b>	<b>-137.2</b>	<b>394.1</b>	<b>48.5</b>	<b>442.6</b>	<b>23.3</b>	<b>0.0</b>	<b>23.3</b>	<b>27.5</b>	<b>-7.8</b>	<b>19.7</b>	<b>-19.5</b>	<b>-1.2</b>	<b>1.4</b>	<b>0.2</b>	<b>722.0</b>	<b>-820.6</b>	<b>-98.6</b>
Financial result																						
<b>Net profit before tax</b>																						
Income taxes																						
<b>Consolidated net profit</b>																						

# IVG Group

## Detailed overview segment financials 4Q09

4Q09	Investment									Funds						IVG Corporate Functions	Consolidation			Group			
	Real Estate			Development			Caverns			Institutional Funds			Private Funds				Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	
	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total								
in €m																							
External revenues	363.8		363.8	5.9		5.9	47.8		47.8	12.0		12.0	6.7		6.7	7.1	0.0	0.0	443.3	0.0	443.3		
Internal revenues	0.8		0.8	0.3		0.3	0.0		0.0	6.3		6.3	0.2		0.2	11.2	-18.8	-18.8	0.0	0.0	0.0		
<b>Total revenues</b>	<b>364.6</b>	<b>0.0</b>	<b>364.6</b>	<b>6.2</b>	<b>0.0</b>	<b>6.2</b>	<b>47.8</b>	<b>0.0</b>	<b>47.8</b>	<b>18.3</b>	<b>0.0</b>	<b>18.3</b>	<b>6.9</b>	<b>0.0</b>	<b>6.9</b>	<b>18.3</b>	<b>-18.8</b>	<b>0.0</b>	<b>-18.8</b>	<b>443.3</b>	<b>0.0</b>	<b>443.3</b>	
Net rents from Investment Property	68.4		68.4	0.0		0.0	0.0		0.0	0.0		0.0	-0.3		-0.3	0.0	-0.3	-0.3	67.9	0.0	67.9		
Other net rents	1.1		1.1	4.0		4.0	0.0		0.0	0.0		0.0	0.0		0.0	0.1	-0.5	-0.5	4.7	0.0	4.7		
Income from service charges	7.2		7.2	0.5		0.5	0.0		0.0	0.0		0.0	-0.1		-0.1	0.1	-0.1	-0.1	7.7	0.0	7.7		
Income from project disposals	287.5		287.5	0.3		0.3	1.1		1.1	0.0		0.0	0.0		0.0	0.0	-0.2	-0.2	288.7	0.0	288.7		
Income from construction contracts	0.0		0.0	2.0		2.0	0.0		0.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	2.0	0.0	2.0		
Income from transactions, concepts and sales	0.0		0.0	0.0		0.0	43.1		43.1	2.6		2.6	6.4		6.4	1.1	-1.2	-1.2	51.9	0.0	51.9		
Income from fund and property management	0.3		0.3	0.0		0.0	2.8		2.8	15.5		15.5	0.5		0.5	-0.6	0.1	0.1	18.6	0.0	18.6		
Other revenues	0.1		0.1	-0.6		-0.6	0.9		0.9	0.2		0.2	0.3		0.3	17.6	-16.7	-16.7	1.9	0.0	1.9		
Changes in inventories and other own work capitalised	-296.9		-296.9	51.8		51.8	1.0		1.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	-244.1	0.0	-244.1		
Unrealised changes in market value of investment property	0.0	-79.4	-79.4	0.0	0.0	0.0	0.0	23.6	23.6	0.0		0.0	0.0	-0.3	-0.3	0.0	0.0	0.0	0.0	-56.1	-56.1		
Realised changes in market value of investment property	-0.3		-0.3	0.0		0.0	0.0		0.0	0.0		0.0	0.0		0.0	0.0	0.4	0.4	0.1	0.0	0.1		
Other operating income	19.4		19.4	2.0	-0.1	1.9	-1.5		-1.5	0.8		0.8	6.0		6.0	3.8	-3.3	-3.3	27.3	-0.1	27.2		
Material expenses	-3.4		-3.4	-45.3	-48.3	-93.6	-6.5		-6.5	0.0		0.0	0.1		0.1	-6.3	6.4	6.4	-55.0	-48.3	-103.3		
Personnel expenses	-0.3		-0.3	-1.5		-1.5	-1.6		-1.6	-2.8		-2.8	-1.1		-1.1	-15.6	0.0	0.0	-23.0	0.0	-23.0		
Depreciation and amortisation of intangible assets and property, plant and equipment	-0.1	0.0	-0.1	-0.1		-0.1	-1.2	-1.7	-2.9	-0.1		-0.1	0.0		0.0	-0.3	0.0	0.0	-1.7	-1.7	-3.4		
Expenses from investment property	-15.1		-15.1	0.0		0.0	0.0		0.0	0.0		0.0	0.1		0.1	0.0	0.1	0.1	-14.9	0.0	-14.9		
Other operating expenses	-18.1		-18.1	-13.5		-13.5	-4.8		-4.8	-10.7		-10.7	-4.1		-4.1	-9.5	15.2	15.2	-45.4	0.0	-45.4		
Gains/loss from associated companies accounted for using the equity method	-5.8		-5.8	-0.7		-0.7	-0.2		-0.2	0.0		0.0	0.3		0.3	0.0	0.0	0.0	-6.3	0.0	-6.3		
Income from share investments	1.1		1.1	0.0		0.0	0.0		0.0	0.0		0.0	0.4		0.4	0.0	0.0	0.0	1.4	0.0	1.4		
<b>Segment result (EBIT)</b>	<b>45.1</b>	<b>-79.4</b>	<b>-34.2</b>	<b>-1.0</b>	<b>-48.4</b>	<b>-49.4</b>	<b>33.0</b>	<b>21.9</b>	<b>54.9</b>	<b>5.5</b>	<b>0.0</b>	<b>5.5</b>	<b>8.6</b>	<b>-0.3</b>	<b>8.2</b>	<b>-9.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>81.6</b>	<b>-106.2</b>	<b>-24.6</b>	
Financial result																					-50.9	-3.9	-54.8
<b>Net profit before tax</b>																					30.6	-110.1	-79.4
Income taxes																							22.9
<b>Consolidated net profit</b>																							-56.5

# IVG Group

## Detailed overview segment financials 4Q08

4Q08	Investment									Funds					IVG Corporate Functions	Consolidation			Group			
	Real Estate			Development			Caverns			Institutional Funds			Private Funds			Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	
	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value	Total	Before changes in value	Un- realised changes in value								Total
External revenues	89.6		89.6	12.4		12.4	17.7		17.7	9.2		9.2	22.6		22.6	7.0	0.0	0.0	158.6	0.0	158.6	
Internal revenues	0.8		0.8	0.2		0.2	0.0		0.0	7.3		7.3	0.0		0.0	15.7	-23.9	-23.9	0.0	0.0	0.0	
<b>Total revenues</b>	<b>90.4</b>	<b>0.0</b>	<b>90.4</b>	<b>12.6</b>	<b>0.0</b>	<b>12.6</b>	<b>17.7</b>	<b>0.0</b>	<b>17.7</b>	<b>16.5</b>	<b>0.0</b>	<b>16.5</b>	<b>22.6</b>	<b>0.0</b>	<b>22.6</b>	<b>22.7</b>	<b>-23.9</b>	<b>0.0</b>	<b>-23.9</b>	<b>158.6</b>	<b>0.0</b>	<b>158.6</b>
Net rents from Investment Property	76.9		76.9	0.2		0.2	13.7		13.7	0.0		0.0	0.0		0.0	0.1	-0.4	-0.4	90.5	0.0	90.5	
Other net rents	2.7		2.7	1.0		1.0	0.0		0.0	0.0		0.0	1.9		1.9	0.1	-0.5	-0.5	5.2	0.0	5.2	
Income from service charges	10.3		10.3	-0.1		-0.1	0.0		0.0	0.0		0.0	0.0		0.0	0.1	-0.1	-0.1	10.2	0.0	10.2	
Income from project disposals	0.0		0.0	10.8		10.8	0.0		0.0	0.0		0.0	0.0		0.0	0.0	-0.2	-0.2	10.6	0.0	10.6	
Income from construction contracts	0.0		0.0	1.3		1.3	0.0		0.0	0.0		0.0	0.0		0.0	0.0	0.0	0.0	1.3	0.0	1.3	
Income from transactions, concepts and sales	0.0		0.0	0.0		0.0	0.0		0.0	1.4		1.4	21.1		21.1	1.3	-1.3	-1.3	22.5	0.0	22.5	
Income from fund and property management	0.0		0.0	0.0		0.0	0.0		0.0	14.8		14.8	-0.7		-0.7	13.1	-12.7	-12.7	14.5	0.0	14.5	
Other revenues	0.5		0.5	-0.7		-0.7	4.0		4.0	0.1		0.1	0.5		0.5	7.9	-8.7	-8.7	3.6	0.0	3.6	
Changes in inventories and other own work capitalised	0.0		0.0	156.1		156.1	6.3		6.3	0.0		0.0	0.5		0.5	0.0	0.0	0.0	162.8	0.0	162.8	
Unrealised changes in market value of investment property	0.0	-352.1	-352.1	0.0	5.7	5.7	0.0	-175.7	-175.7	0.0		0.0	0.0		0.0	0.0	1.4	1.4	0.0	-520.7	-520.7	
Realised changes in market value of investment property	0.7		0.7	-22.7		-22.7	175.7		175.7	0.0		0.0	0.0		0.0	0.0	0.0	0.0	153.7	0.0	153.7	
Other operating income	13.0		13.0	7.6		7.6	175.9		175.9	1.9		1.9	3.1		3.1	11.6	-1.4	-1.4	211.5	0.0	211.5	
Material expenses	2.5	-1.9	0.6	-146.9	-215.1	-362.0	3.2		3.2	0.0		0.0	-20.4		-20.4	-7.3	7.6	7.6	-161.5	-217.0	-378.5	
Personnel expenses	-0.1		-0.1	-2.5		-2.5	-1.7		-1.7	-3.3		-3.3	-1.1		-1.1	-7.0	0.1	0.1	-15.7	0.0	-15.7	
Depreciation and amortisation of intangible assets and property, plant and equipment	-0.1	-12.5	-12.6	-0.1		-0.1	-0.8	0.0	-0.8	0.0		0.0	0.0		0.0	-0.2	0.0	0.0	-1.5	-12.5	-14.0	
Expenses from investment property	-25.6		-25.6	-0.3		-0.3	-1.7		-1.7	0.0		0.0	0.0		0.0	0.3	0.1	0.1	-27.2	0.0	-27.2	
Other operating expenses	-31.5		-31.5	-10.1		-10.1	-9.5		-9.5	-11.9		-11.9	-4.8	-7.8	-12.6	-14.4	16.5	16.5	-65.3	-7.8	-73.1	
Gains/loss from associated companies accounted for using the equity method	-7.6		-7.6	2.5		2.5	0.0		0.0	0.0		0.0	4.9		4.9	0.0	0.0	0.0	-0.2	0.0	-0.2	
Income from share investments	0.0		0.0	0.0		0.0	1.6		1.6	-1.5		-1.5	0.0		0.0	-8.4	0.0	0.0	-8.3	0.0	-8.3	
<b>Segment result (EBIT)</b>	<b>41.7</b>	<b>-366.5</b>	<b>-324.8</b>	<b>-3.8</b>	<b>-209.4</b>	<b>-213.2</b>	<b>366.7</b>	<b>-175.7</b>	<b>191.0</b>	<b>1.7</b>	<b>0.0</b>	<b>1.7</b>	<b>4.8</b>	<b>-7.8</b>	<b>-3.0</b>	<b>-2.7</b>	<b>-1.0</b>	<b>1.4</b>	<b>0.4</b>	<b>406.9</b>	<b>-758.0</b>	<b>-351.1</b>
Financial result																						
<b>Net profit before tax</b>																						
Income taxes																						69.4
<b>Consolidated net profit</b>																						<b>-485.7</b>

# IVG Group

## Detailed overview other operating expenses FY09

<i>in €m</i>	2008	2009
Auditing, legal and consultancy fees	-35.9	-28.3
Legal costs	-10.1	-8.0
Auditing costs	-4.8	-3.7
Tax advisory	-2.1	-2.7
Consultancy fees	-18.9	-13.9
Purchased external services	-18.5	-18.7
Rental guarantee	-1.0	-13.7
Data processing	-15.8	-11.0
Rents/leasing expense	-7.6	-9.2
Communications and marketing	-7.3	-7.2
Capital loss from disposal of finance lease	0.0	-4.2
Impairment losses on receivables	-5.8	-4.0
Service/maintenance	-7.1	-2.8
Travell expenses and ancillary personell costs	-5.9	-3.8
Levies/fees/charitable donations	-7.7	-2.6
Office, postal and telephone expenses	-1.9	-1.8
Other taxes	-2.1	-1.2
Insurance Premiums	-2.1	-1.2
Losses on disposal of non current assets	-11.4	0.0
Other expenses	-48.5	-27.7
	<b>-178.6</b>	<b>-137.4</b>

# IVG Group

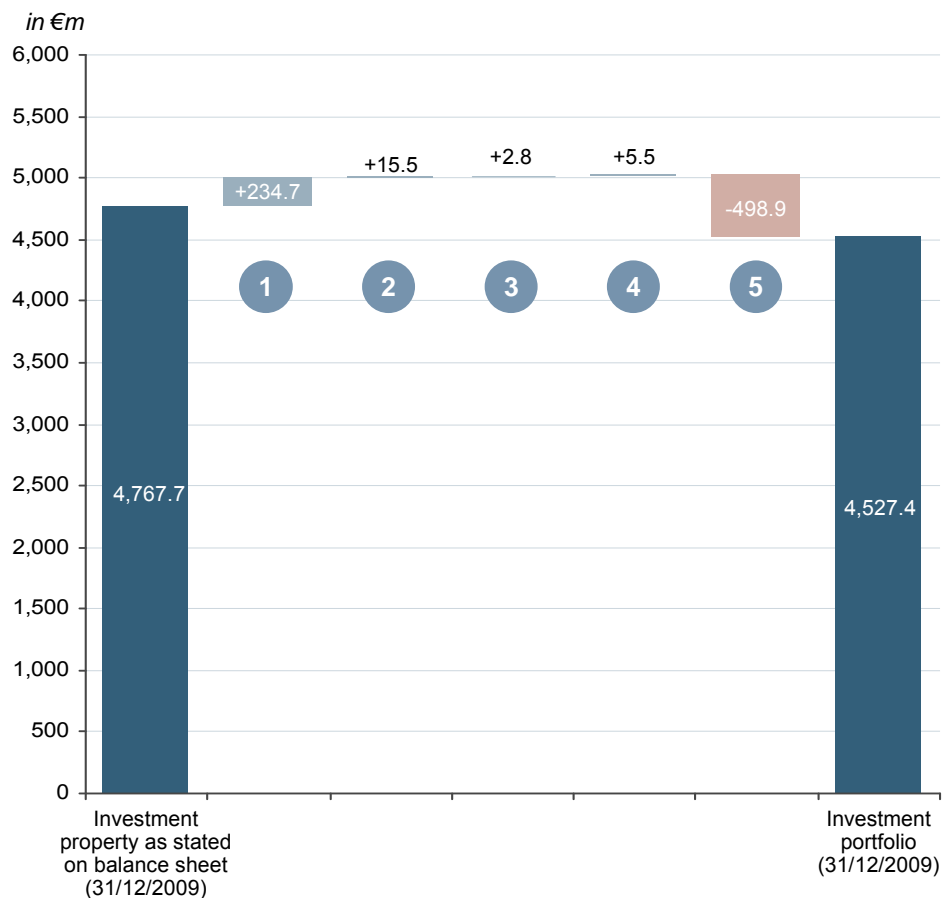
## Detailed overview other operating income FY09

<i>in €m</i>	<b>2008</b>	<b>2009</b>
Other operating income from reversal of unrealised changes in value in the segment Development	0.0	16.9
Other operating income from reversal of provisions	27.9	19.0
Reversal of previous impairment losses of current assets	1.6	2.8
Earnings from disposal of consolidated companies and other assets	206.3	5.8
Earnings from realisation of promote structure	0.0	5.5
Other operating income	54.5	30.5
	<b>290.3</b>	<b>80.5</b>

# IVG Group

## Bridge from investment property to Real Estate portfolio FY09

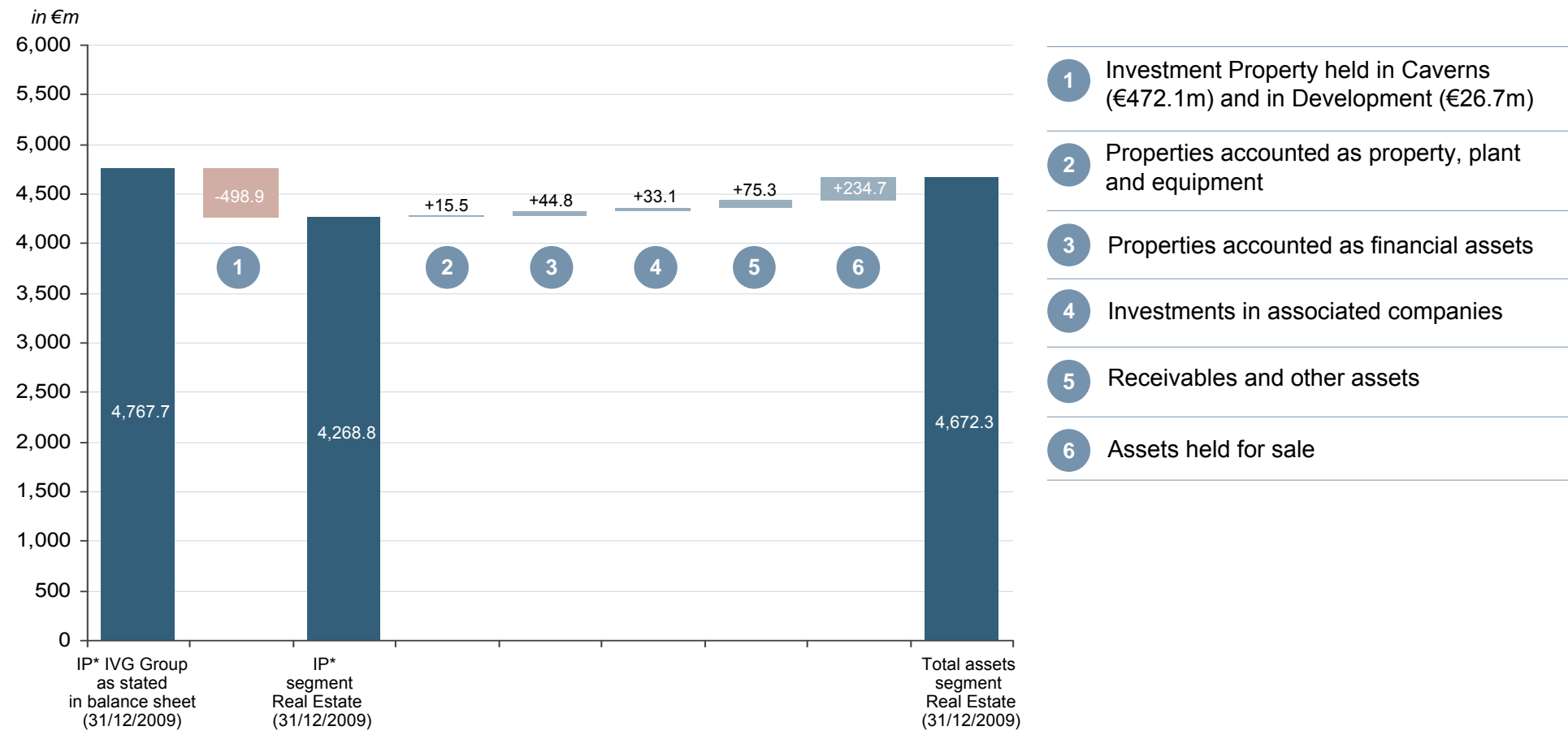
### From Investment property as stated in the balance sheet to IVG's Real Estate portfolio



- 1 Assets held for sale Real Estate (Group €246.7m)
- 2 Properties accounted at cost in balance sheet items property, plant and equipment
- 3 Difference to fair value for properties accounted at cost in balance sheet items property, plant and equipment
- 4 Properties accounted as inventories, current and financial assets
- 5 Investment Property held in Caverns (€472.1m) and in Development (€26.7m)

# IVG Group Bridge from Investment property to total assets Real Estate FY09

From Investment property as stated in the balance sheet to Total assets segment Real Estate



\* IP = Investment property

# Agenda

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## IVG Segments FY09 Segment Investment - Real Estate (1)

### Highlights 2009

- **Rental income** decreased by €17.6m from €321.0m to **€303.4m**
- Annualised **like-for-like rents** decreased **2.9%** (2008: +3.4%)
- **Retention** of high economic **letting rate** of **90.4%** (2008: 92.5%)
- **Further value adjustments** of **-€194.2m** (2008: -€671.2m) due to i.a. investment market collapse in connection with financial and banking crisis
- **Total property disposals** of **€32.7m<sup>1</sup>** closed in 2009 (excluding sale of “North Gate” via EuroSelect 20)



1) Gross sales price

## IVG Segments FY09 Segment Investment - Real Estate (2)

in €m	2008			2009			4Q09		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Total revenues	364.1	0.0	364.1	632.8	0.0	① 632.8	364.6	0.0	364.6
Thereof net rents	310.5	0.0	310.5	303.4	0.0	① 303.4	69.5	0.0	69.5
Thereof project sales	0.0	0.0	0.0	287.5	0.0	① 287.5	287.5	0.0	287.5
Changes in inventories	-0.9	0.0	-0.9	-276.0	0.0	② -276.0	-296.9	0.0	-296.9
Unrealised changes in market value of investment property	0.0	-671.2	-671.2	0.0	③ -194.2	-194.2	0.0	-79.4	-79.4
Realised changes in market value of investment property	15.8	0.0	15.8	-63.6	0.0	④ -63.6	-0.3	0.0	-0.3
Other operating income	41.8	0.0	41.8	32.0	0.0	32.0	19.4	0.0	19.4
Material expenses	-0.3	-1.9	-2.2	-26.1	0.0	-26.1	-3.4	0.0	-3.4
<b>EBIT</b>	<b>257.9</b>	<b>-685.6</b>	<b>-427.7</b>	<b>154.1</b>	<b>-198.1</b>	<b>-44.0</b>	<b>45.1</b>	<b>-79.4</b>	<b>-34.2</b>

- ① **Increase** mainly driven by **asset sales in segment Investment (Real Estate) with gross proceeds of €297.5m**
- **Net rents decreased** from €321.0m in 2008 to **€303.4m in 2009**, mainly due to **asset sales** and lower **like-for-like** net rents in segment Investment (**Real Estate**) (-€17.6m; includes like-for-like net rents adjusted for already contracted re-lettings down 2.9% yoy, unadjusted down 4.3%); **occupancy rate** stands at **90.4%** (2008: 92.5%)
- ② **Changes in inventories from €0.9m in 2008 to -€276.0m** driven by **asset sale** in segment Investment (**Real Estate**)
- ③ **Unrealised changes in market value of IP\*** significantly down from **-€671.2m in 2008 to -€194.2m in 2009** (-3.7% devaluation of the total portfolio), but still negative due to the continuing negative development of rental markets
- ④ **Realised changes in market value of IP\*** turned negative from **€15.8m in 2008 to -€63.6m in 2009** mainly due to asset sales especially during 1H09 to safeguard liquidity; -€63.6m associated with €932.7m asset sales reflects only 6.8% of negative changes in market value in spite of challenging markets

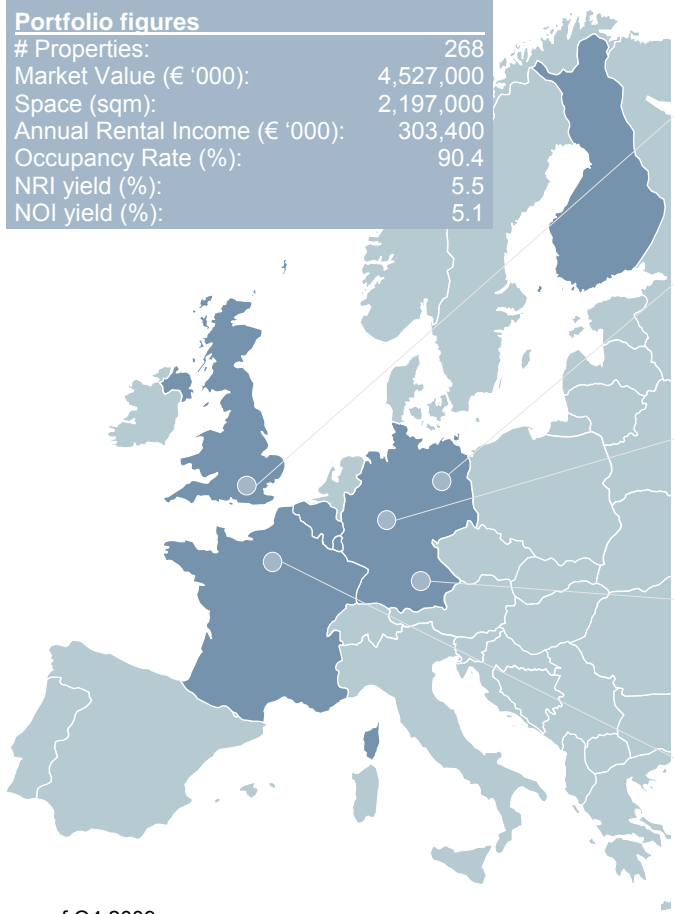
\* IP = Investment property

# IVG Segments FY09

## Segment Investment - Real Estate (3)

### European Investment Portfolio

Portfolio figures	
# Properties:	268
Market Value (€ '000):	4,527,000
Space (sqm):	2,197,000
Annual Rental Income (€ '000):	303,400
Occupancy Rate (%):	90.4
NRI yield (%):	5.5
NOI yield (%):	5.1



**London, St. James' Street**  
 Value (T€): 42,472  
 Space (sqm): 51,212



**Berlin, Spreespeicher**  
 Value (T€): 35,870  
 Space (sqm): 17,578



**Frankfurt, Theodor-Stern-Kai**  
 Value (T€): 246,400  
 Space (sqm): 65,324



**Munich, Dieselstr. 6**  
 Value (T€): 210,000  
 Space (sqm): 65,502

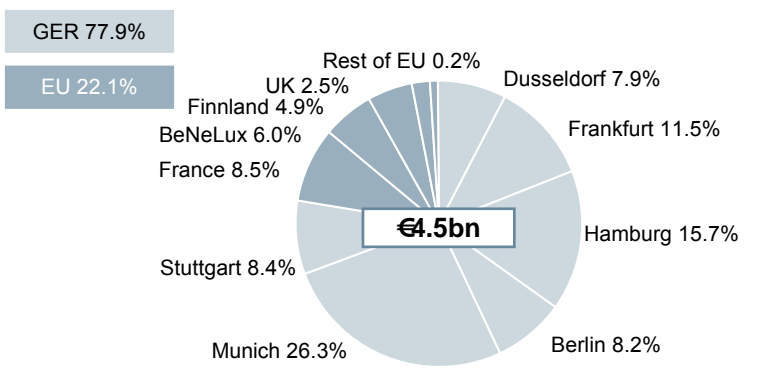


**Paris, Place Vendôme**  
 Value (T€): 168,037  
 Space (sqm): 11,670



- Focus on value enhancing investments
- Generation of sustainable / long-term cash flow
- Concentration on office properties
- Value optimization by active asset management
- Branch network to secure local market expertise
- Strategy set-up:
  - “from value add to core”
  - “riding the cycle”

### Value - split by region



as of Q4 2009

# IVG Segments FY09

## Segment Investment - Real Estate (4)

### Investment portfolio structure

Investment profile	Germany	International	Core/Core+	Value add	Workout (income producing)	Workout (non income producing)	Total
Net rent €m	219	85	251	36	14	2	303
Property related costs <sup>1)</sup> €m	17	12	16	8	3	1	29
NRI €m	202	73	235	27	11	1	275
NRI yield %	5.5	5.3	5.8	4.5	4.9	0.7	5.5
NOI €m	189	69	224	24	9	0	258
NOI yield %	5.2	5.1	5.6	4.0	3.9	0.2	5.1
Gross rent (annualised) <sup>2)</sup> €m	235	73	237	50	19	2	308
Contracted rent (annualised) <sup>2)</sup> €m	211	68	228	36	13	2	279
Leased space <sup>2)</sup> '000sqm	1,608	316	1,417	317	24	166	1,923
Total space <sup>2)</sup> '000sqm	1,836	360	1,502	430	240	24	2,195
Occupancy rate (eco.) <sup>2)</sup> %	89.7	92.5	95.9	72.1	69.7	-	90.4
Market value <sup>2)</sup> €m	3,526	1,001	3,547	604	232	144	4,527
GRI yield <sup>2)</sup> %	6.7	7.3	6.7	8.2	8.3	1.2	6.8

as of Q4 2009

Net Rental Income (NRI) = Net rent less property related costs

Net Operating Income (NOI) = Net rent less property related costs, maintenance, marketing, leasing related refurbishment costs (except capitalised maintenance capex)

Gross Rental Income (GRI) Yield = Gross rent divided by market value (assumes full occupancy)

1) Includes vacancy costs, ongoing maintenance, other property related costs not passed on to tenants

## IVG Segments FY09 Segment Investment - Real Estate (5)

### Portfolio structure according to region

	# Prop.	sqm	Occ	Market value	Gross rent	GRI yield	Contracted rent (annualised)	Net rent	NRI	NRI yield	NOI	NOI yield
		<i>in '000</i>		<i>in €'000</i>	<i>in €'000</i>		<i>in €'000</i>	<i>in €'000</i>	<i>in €'000</i>		<i>in €'000</i>	
Berlin	34	263	84.5%	369,367	27,357	7.4%	23,127	24,465	21,794	5.6%	14,178	5.1%
Dusseldorf	34	255	83.4%	357,910	27,294	7.6%	22,759	24,414	22,106	5.6%	19,891	5.0%
Frankfurt	29	228	79.9%	520,990	34,278	6.6%	27,402	29,092	26,189	5.0%	24,308	4.7%
Stuttgart	3	162	94.4%	379,200	24,264	6.4%	22,910	23,500	22,029	5.8%	20,015	5.3%
Hamburg	43	375	92.5%	709,020	48,477	6.8%	44,850	46,260	43,463	6.0%	41,627	5.7%
Munich	54	554	95.3%	1,189,576	73,056	6.1%	69,607	70,909	66,448	5.4%	62,840	5.1%
<b>Total Germany</b>	<b>196</b>	<b>1,836</b>	<b>89.7%</b>	<b>3,526,063</b>	<b>234,725</b>	<b>6.7%</b>	<b>210,654</b>	<b>218,640</b>	<b>202,028</b>	<b>5.5%</b>	<b>188,725</b>	<b>5.2%</b>
Brussels	14	104	92.9%	273,472	17,278	6.3%	16,058	19,097	18,084	5.4%	16,234	4.9%
Helsinki	31	160	84.3%	219,767	23,621	10.7%	19,908	20,515	14,124	6.2%	12,923	5.7%
London	3	17	100.0%	115,225	8,593	7.5%	8,593	9,029	7,975	6.4%	7,975	6.4%
Paris	4	70	98.8%	382,602	23,076	6.0%	22,798	25,195	24,679	5.6%	24,591	5.6%
Milan/Madrid	2	8	68.3%	10,276	0,834	8.1%	0,570	10,875	7,715	3.2%	7,640	3.2%
<b>International</b>	<b>54</b>	<b>360</b>	<b>92.5%</b>	<b>1,001,333</b>	<b>73,402</b>	<b>7.3%</b>	<b>67,926</b>	<b>84,711</b>	<b>72,577</b>	<b>5.3%</b>	<b>69,363</b>	<b>5.1%</b>
<b>Total</b>	<b>250</b>	<b>2,195</b>	<b>90.4%</b>	<b>4,527,396</b>	<b>308,126</b>	<b>6.8%</b>	<b>278,579</b>	<b>303,352</b>	<b>274,605</b>	<b>5.5%</b>	<b>258,088</b>	<b>5.1%</b>

as of Q4 2009

Net Rental Income (NRI) Yield = Net rent less property related costs divided by market value

Net Operating Income (NOI) = Net rent less property related costs, maintenance, marketing, leasing related refurbishment costs (except capitalised maintenance capex)

# IVG Segments FY09

## Segment Investment - Real Estate (6)

### Lease status

#### Contracted rent according to sector

Sector	Contract rent Germany €m	Contract rent International €m	Contract rent Total €m	Share %
Financial Services	69.7	13.7	83.5	30%
Other Services	40.9	4.0	44.9	16%
Retail	14.1	8.3	22.4	8%
Metal and Wood	15.1	3.8	18.8	7%
Public Sector	6.3	12.4	18.7	7%
Tax- and Legal Consultancy	16.0	2.5	18.5	7%
IT	10.2	1.9	12.1	4%
Telecommunications	9.0	2.8	11.8	4%
Logistic, Light Industrial	4.6	6.9	11.4	4%
Media	6.7	0.3	7.0	3%
Other	18.1	11.4	29.4	11%
<b>Total</b>	<b>210.7</b>	<b>67.9</b>	<b>278.6</b>	<b>100%</b>

#### Top 10 tenants according to contracted rent

Company	Contract rent €m	Share %
Allianz (Hamburg, Frankfurt, Munich, Stuttgart)	64.0	23.0%
Régie des Bâtiments service extérieur (Brussels)	10.5	3.8%
Siemens (Hamburg, Dusseldorf, Munich)	9.6	3.4%
THALES (Paris)	6.6	2.4%
HSBC (Paris)	5.2	1.9%
Verlagsgruppe Milchstrasse (Hamburg)	4.3	1.5%
Daimler AG (Stuttgart, Ottobrunn)	3.9	1.4%
AXA (London, Munich)	3.6	1.3%
Bosch Sicherheitssysteme (Munich, Frankfurt)	3.3	1.2%
Epcos (Munich)	3.2	1.2%
<b>Total Top 10</b>	<b>114.2</b>	<b>41.0%</b>
<b>Contracted rent</b>	<b>278.6</b>	<b>100.0%</b>

as of Q4 2009

# IVG Segments FY09

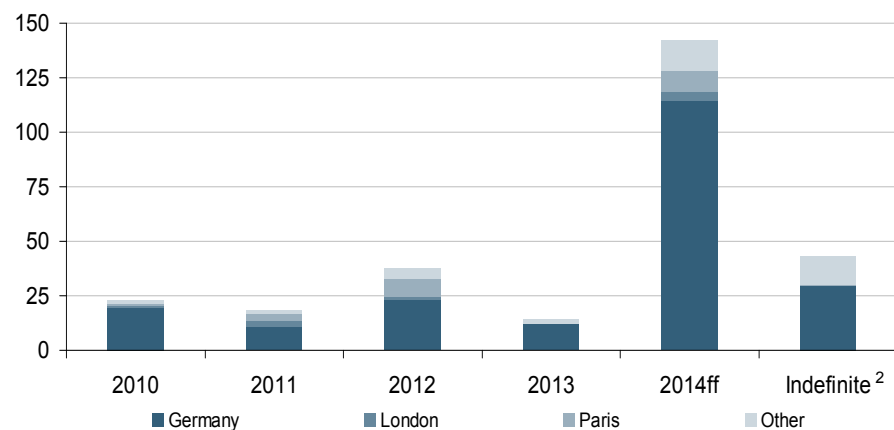
## Segment Investment - Real Estate (7)

### Lease status

#### Lease expiry schedule according to region<sup>1</sup>

in €m	2010	2011	2012	2013	2014ff	Indefinite
Germany	19.2	11.0	23.2	12.1	114.6	30.5
London	0.8	2.4	1.2	0.0	4.1	0.0
Paris	1.2	3.1	8.6	0.4	9.5	0.0
Others	1.5	2.1	4.6	2.1	13.8	12.4
<b>Total (€m)</b>	<b>22.8</b>	<b>18.5</b>	<b>37.6</b>	<b>14.6</b>	<b>142.0</b>	<b>43.0</b>
(in %)	7.9	6.4	13.0	8.8	49.1	14.9

in €m



as of Q4 2009

- On **average below 10% lease expiry per annum** over the next years
- 2009 from a letting perspective was a challenging year. Letting success secures **high occupancy rate of 90.4%** in 2009 (2008: 92.5%) and underpins IVG's long term track-record in tenant- and lease contract management
- **Local asset management ensures** direct contact to key tenants and allows for customised tenant management to achieve high tenant satisfaction resulting in **high "stay rates"**
- Relatively low decrease of **like-for-like annualised rent of 2.9% (adjusted)** from 2008 to 2009 underlines IVG's asset quality and asset management performance

1) Further possible break options of Allianz concerning flex-lease-contract not included  
 2) Lease agreements with an indefinite lease term (may be terminated at any time)

# IVG Segments FY09

## Segment Investment – Development (1)

### Highlights 2009

- **Sale of 3 developments** with a total volume of **€131.3m**
  - Thereof 2 IVG developments (€43.0m)
  - Thereof 1 joint venture developments (€88.3m)
  - Achieved **trading profit** of **26%**
- **Major lettings** led to a significant increase of **pre-letting rate of 64.7%<sup>1</sup>**

▪ Germany, Munich	22,945sqm	FTI Touristik & Cephalon
▪ Poland, Warsaw	12,046sqm	Various
▪ UK, Glasgow	11,672sqm	Tesco Personal Finance
▪ Germany, Bonn	9,229sqm	Deutsche Telekom
▪ Germany, Frankfurt	7,013sqm	Universal Investment
- **Project pipeline of €2.1bn** (short-term and long-term pipeline), **€1.4bn** already invested

as of Q4 2009

1) incl. 2 Developments which are already pre-sold



## IVG Segments FY09 Segment Investment – Development (2)

in €m	2008			2009			4Q09		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Total revenues	69.4	0.0	69.4	67.8	0.0	67.8	6.2	0.0	6.2
Thereof project sales	53.0	0.0	53.0	49.4	0.0	① 49.4	0.3	0.0	0.3
Changes in inventories	386.2	0.0	386.2	367.3	0.0	367.3	51.8	0.0	51.8
Changes in market value of investment property	-20.4	38.0	17.6	-0.4	0.0	② -0.4	0.0	0.0	0.0
Other operating income	36.7	0.0	36.7	12.3	16.9	29.2	2.0	-0.1	1.9
Material expenses	-396.6	-215.1	-611.7	-378.0	-166.9	③ -544.9	-45.3	-48.3	-93.6
<b>EBIT</b>	<b>39.9</b>	<b>-177.1</b>	<b>-137.2</b>	<b>24.2</b>	<b>-150.0</b>	<b>-125.8</b>	<b>-1.0</b>	<b>-48.4</b>	<b>-49.4</b>

- ① **Total revenues** mainly driven by **project sales in 3Q09** (especially project Riverpark/Budapest (€32.6m))
- ② **Changes in market value of IP\*** decreased from **€17.6m in 2008 to -€0.4m in 2009** due to the **finalisation and sale of a project included in the accounts 2008 (+€15.3m)**
- ③ **Material expenses decreased by €66.8m from -€611.7m in 2008 to -€544.9m in 2009**
  - Due to lower negative unrealised changes of a total of -€166.9m in 2009, this primarily due to construction cost overruns, especially in project **Airrail (-€149.4m)**

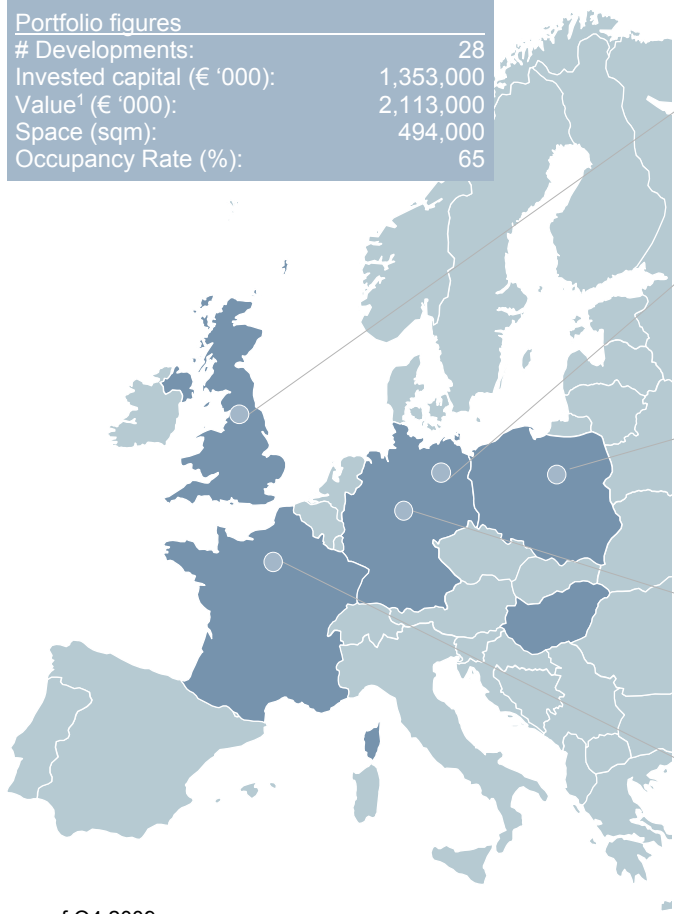
\* IP = Investment property

# IVG Segments FY09

## Segment Investment – Development (3)

### Development Portfolio

Portfolio figures	
# Developments:	28
Invested capital (€ '000):	1,353,000
Value <sup>1</sup> (€ '000):	2,113,000
Space (sqm):	494,000
Occupancy Rate (%):	65



#### Glasgow, Broadway 1



Value<sup>1</sup> (T€): 53,000  
Space (sqm): 11,700

#### Berlin, Hackesches Quartier



Value<sup>1</sup> (T€): 175,000  
Space (sqm): 31,100

#### Warschau, Horizon Plaza



Value<sup>1</sup> (T€): 96,000  
Space (sqm): 37,700

#### Frankfurt, Airrail



Value<sup>1</sup> (T€): 1,000,000  
Space (sqm): 141,500

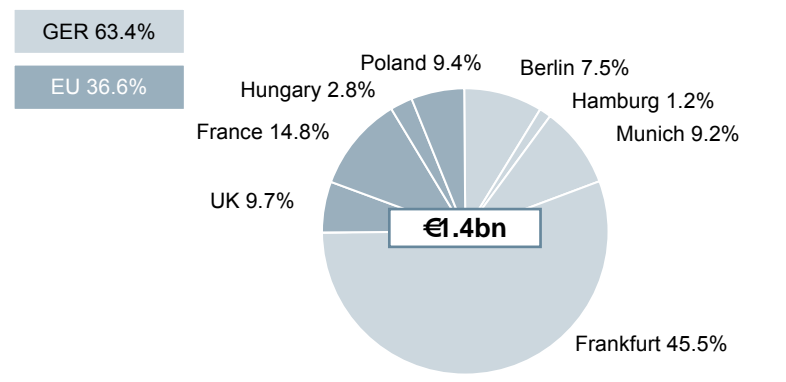
#### Paris, Rue la Boétie



Value<sup>1</sup> (T€): 49,000  
Space (sqm): 3,300

- Focus on office properties within western Europe and other selected locations with growth potential
- Increasing focus on “green building” developments
- Market leading development expertise in Germany / Europe
- Ongoing integration within the platform / supplier for fund products (e.g. Premium Green Fund)

### Invested capital - split by region



as of Q4 2009

1) Total Investment Cost until Completion

# IVG Segments FY09

## Segment Investment – Development (4)

### Overview of disposed development projects

	# projects	Gross sales price in €'000	Invested capital in €'000	Trading profit in €'000	Trading profit
<b>IVG projects</b>	2	43,000	37,200	5,800	16%
<b>Joint venture investments</b>	1	88,300	66,600	21,700	32%
<b>Total</b>	<b>3</b>	<b>131,300</b>	<b>103,800</b>	<b>27,500</b>	<b>26%</b>

as of Q4 2009

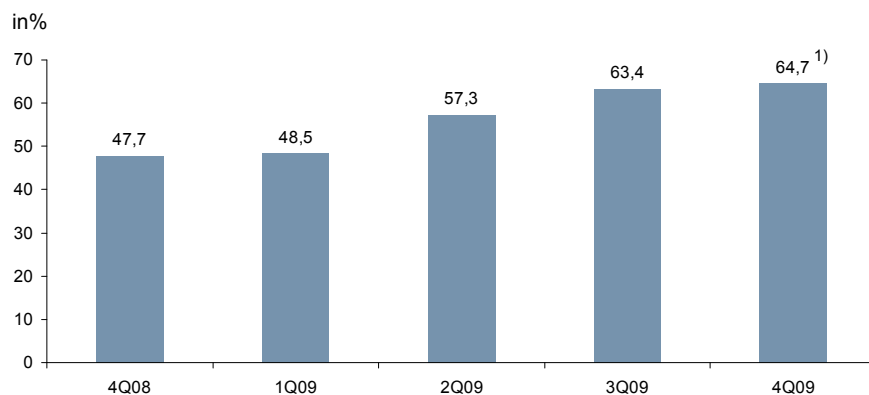
	Country	City	Project	Timing
	Frankfurt	Frankfurt	Savignystraße	Q2 2009
	Budapest	Budapest	Riverpark	Q3 2009
	Paris	Paris	FDV II	Q4 2009
	UK	Glasgow	Broadway 1	Q1 2010
	Poland	Warsaw	Horizon Plaza	Q2 2010

as of March 20th 2010

# IVG Segments FY09

## Segment Investment – Development (5)

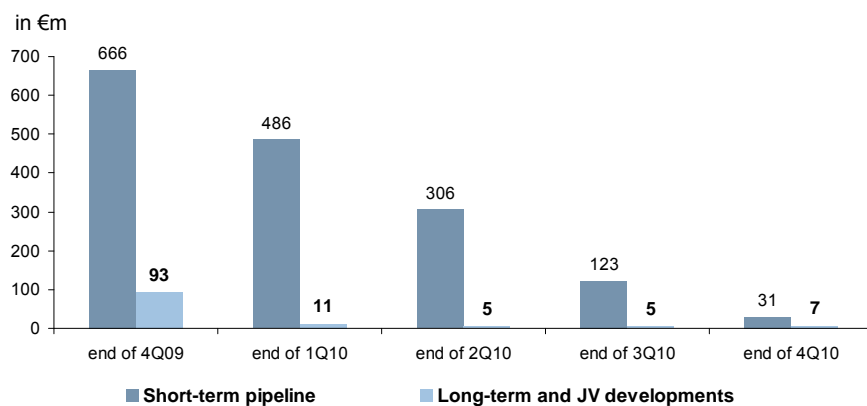
### Pre-letting rate of pipeline



### Closing of major recent letting contracts

Name of project	Location	Name of tenant	Lettable area in sqm	Lease period	Occupancy rate
An den Brücken	Munich (D)	FTI Touristik Cephalon	22,945	10-12 years	81.6%
Artquadrat	Bonn (D)	Deutsche Telekom	9,229	c11 years	100.0%
Hackesches Quartier	Berlin (D)	Diverse	1,926	c10 years	75.5%
Frankfurt-Central	Frankfurt/M. (D)	Universal Investment	7,013	c10 years	68.5%
Broadway One	Glasgow (UK)	Tesco Personal Finance	11,672	20 years	100.0%
Horizon Plaza	Warsaw (PL)	Diverse	12,046	3-10 years	89.0%
Rue de la Boetie	Paris (F)	Capstan	3,340	12 years	100.0%
Infopark E	Budapest (HU)	Diverse	5,585	5-20 years	64.4%

### Outstanding capex

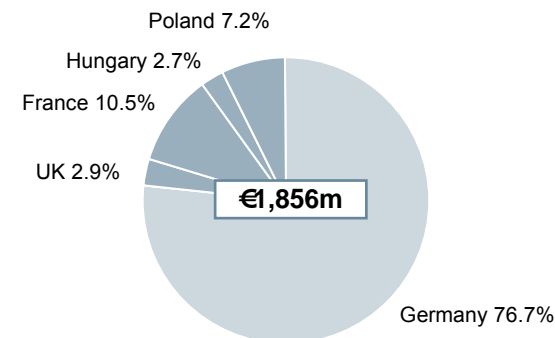


as of Q4 2009

### Total Investment Cost until completion<sup>2</sup> (short-term pipeline)

GER €1,423m

EU €433m



1) Incl. 2 Developments which are already pre-sold  
2) Short-term development pipeline (completion until 2013)

# IVG Segments FY09

## Segment Investment – Caverns (1)

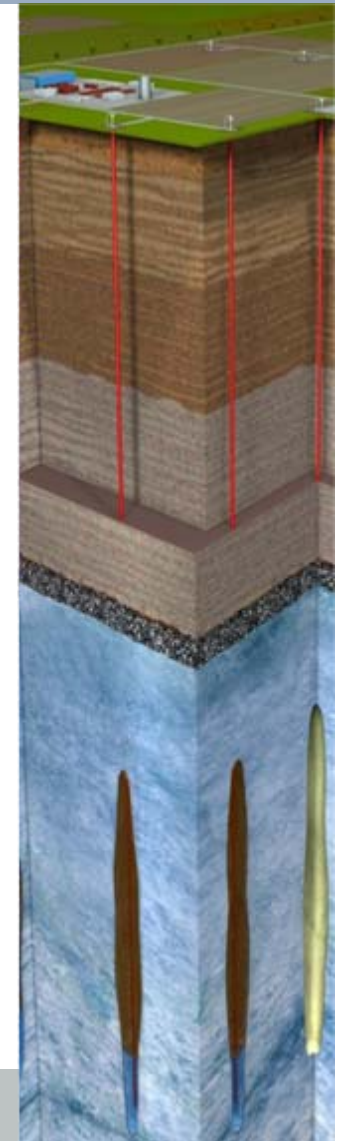
### Highlights 2009

- Long term **rental contracts** for oil and gas caverns **signed**
  - **6 options of gas caverns** (not sold to Cavern Fund<sup>1</sup>) has been **exercised** - handover of caverns 2014-2016 (lease term: **30 years**)
  - **1 existing oil caverns** let to an international oil storage associations<sup>2</sup> (lease term: 10 years)
  - **Prolongation** of letting contract (7 caverns) with an oil storage associations<sup>2</sup> (lease term: 3 years)
  - **Prolongation** of a short term letting contract with an international oil trading company
- **Hand over** of 1 cavern to Cavern Fund<sup>1</sup> with **gross sales proceeds** of **€37.3m**
- **Cash Proceeds** from letting services (promote structure) for the Caverns Fund of **€4.8m**
- **Unrealised changes in market value of caverns as IP\*** increased to **€197.0m** due to first-time fair value accounting

as of Q4 2009

\* IP = Investment property

- 1) Owned by 13 institutional investors
- 2) Oil storage associations working on legal provisions



## IVG Segments FY09 Segment Investment – Caverns (2)

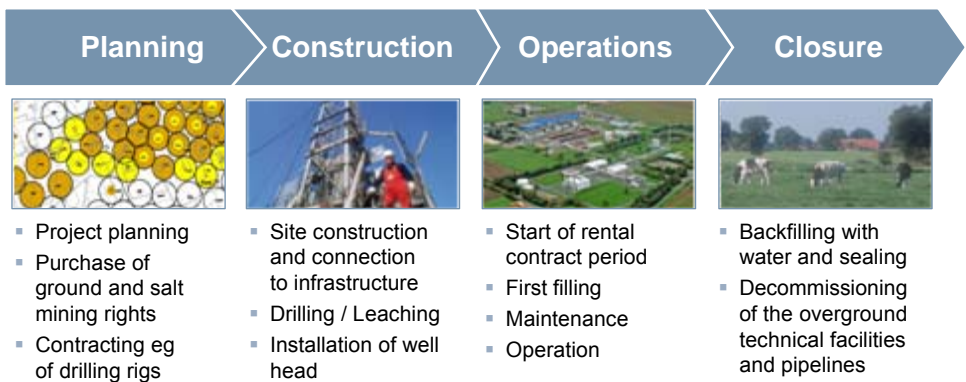
in €m	2008			2009			4Q09		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Total revenues	57.2	0.0	57.2	61.4	0.0	61.4	47.8	0.0	47.8
Thereof management fees	0.0	0.0	0.0	11.3	0.0	11.3	2.8	0.0	2.8
Thereof net rents	50.0	0.0	50.0	0.1	0.0	0.1	0.0	0.0	0.0
Thereof letting fees	0.0	0.0	0.0	43.1	0.0	43.1	43.1	0.0	43.1
thereof other revenues	7.2	0.0	7.2	5.3	0.0	5.3	0.9	0.0	0.9
Unrealised changes in market value of investment property	0.0	48.5	48.5	0.0	197.0	197.0	0.0	23.6	23.6
Realised changes in market value of investment property	175.7	0.0	175.7	-0.4	0.0	-0.4	0.0	0.0	0.0
Other operating income	181.8	0.0	181.8	5.8	0.0	5.8	-1.5	0.0	-1.5
<b>EBIT</b>	<b>394.1</b>	<b>48.5</b>	<b>442.6</b>	<b>38.5</b>	<b>195.3</b>	<b>233.8</b>	<b>33.0</b>	<b>21.9</b>	<b>54.9</b>

- 1
  - Only **partial compensation** for the **loss of net rents** (€50.0m; due to the sales of caverns in 2008) by revenues from **management fees** (€11.3m) in 2009
  - **Proceeds from letting services for the Caverns Fund**, amounting to a total of **€43.1m (promote structure)**
- 2
  - **Unrealised changes in market values of IP\*** increased from **€48.5m in 2008** by €148.5m to **€197.0m in 2009** due to **first-time fair value accounting of 13 caverns**

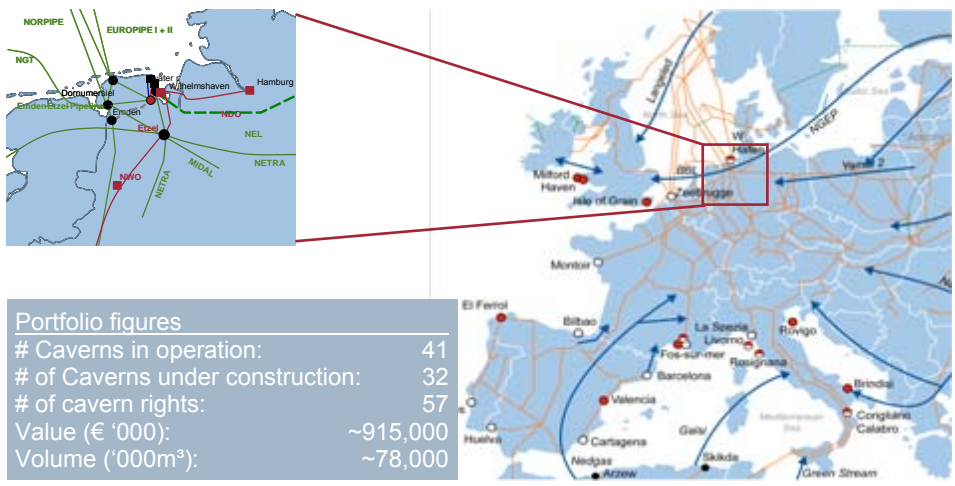
# IVG Segments FY09

## Segment Investment – Caverns (3)

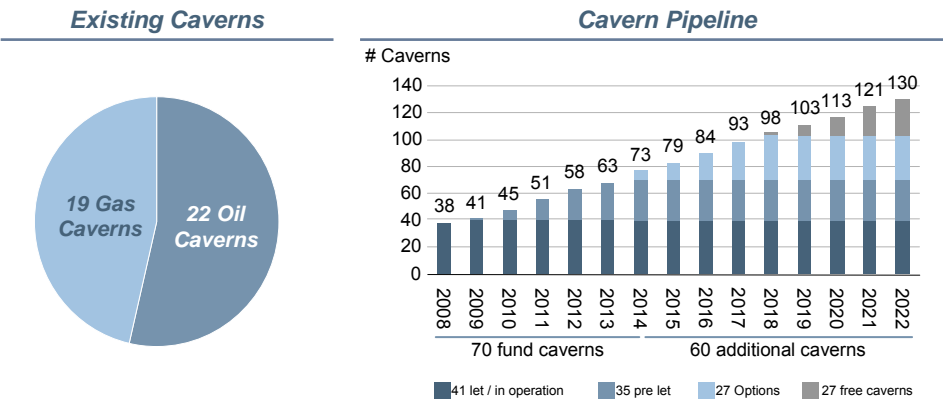
### Cavern Expertise in Germany



- Salt dome in Etzel enables development and operation of min. 130 caverns
- Sale of 70 caverns until 2014 to cavern fund - 41 caverns in operation
- Managed rental income of €70m p.a.
- Approx. 70 Full-Time Employees - Established market reputation / Extensive contact network; established team in Etzel for almost 40 years



### Cavern Portfolio

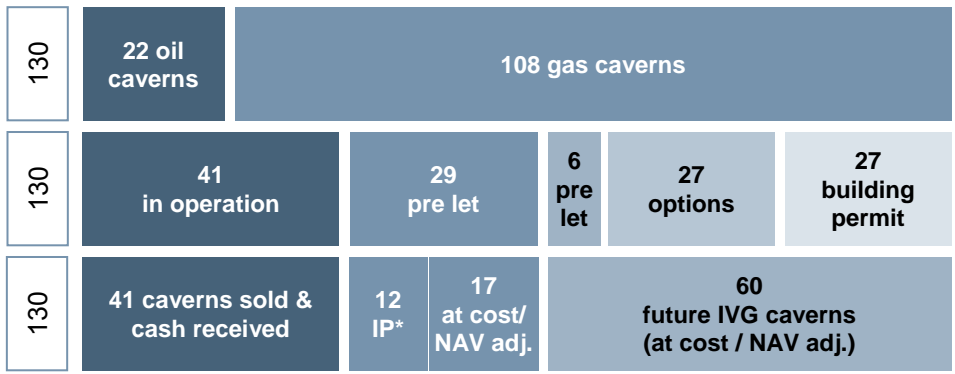


as of Q4 2009

# IVG Segments FY09

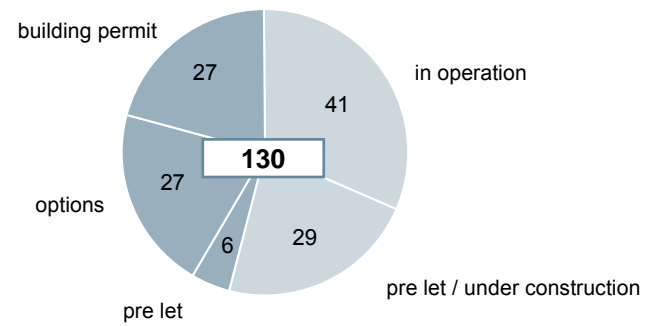
## Segment Investment – Caverns (4)

### Overview cavern pipeline

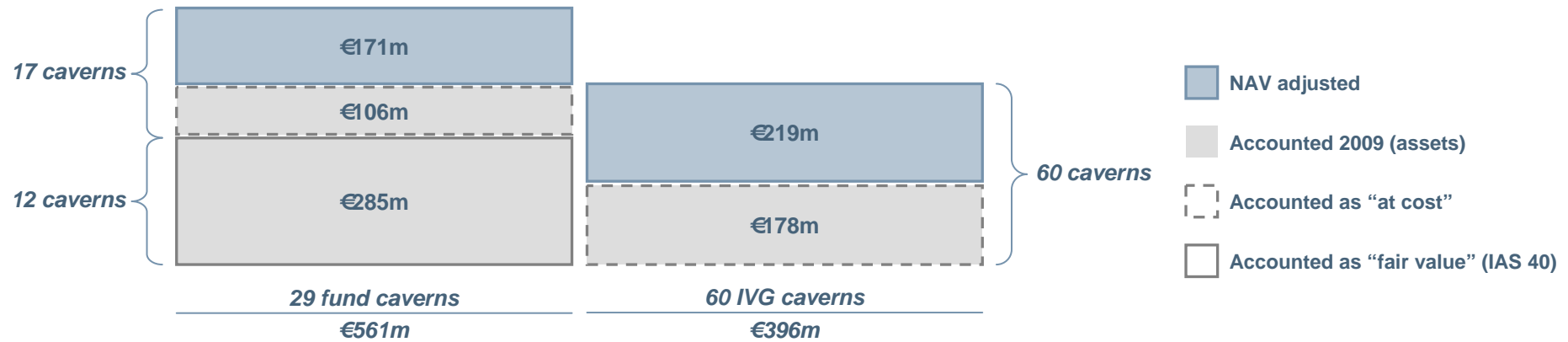


### Overview cavern portfolio

70 fund caverns  
60 IVG caverns



### Accounting of cavern portfolio



as of Q4 2009

\* IP\* = accounted at fair value as Investment Property

# IVG Segments FY09

## Segment Funds

### Highlights 2009

#### Institutional Funds

- **Assets under management** up by 5.9% from €12.0bn to €12.7bn
- **Market share in Germany** with 27%<sup>1</sup> stable
- Structuring and successful placement of the **protect fund** in a challenging market environment with a **gross asset value of €300m** and
- Further **acquisitions** in 2009 of approx. **€600m** (without protect fund)

#### Private Funds

- Structuring and successful placement of **EuroSelect 17 „Office Center Amstelveen“** with total equity of €100m and **EuroSelect 20 “The Noth Gate”** with placed equity until Q4 2009 of €66m
- **3rd place** in closed-end real estate funds in **Germany**<sup>2</sup> with **total equity** placement volume 2009 of **€175m**
- Nearly **60,000 investors** in IVG-managed closed-end funds



1) Source: "Bundesverband Investment und Asset Management e.V."  
 2) Source: "VGF Branchenzahlen 2009"

## IVG Segments FY09 Segment Funds – Institutional Funds (1)

in €m	2008			2009			4Q09		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Total revenues	67.0	0.0	67.0	66.4	0.0	66.4	18.3	0.0	18.3
Thereof management fees	58.7	0.0	58.7	59.6	0.0	59.6	15.5	0.0	15.5
Thereof transaction fees	7.4	0.0	7.4	5.2	0.0	5.2	2.6	0.0	2.6
Personnel expenses	-9.1	0.0	-9.1	-11.8	0.0	-11.8	-2.8	0.0	-2.8
Other operating expenses	-37.1	0.0	-37.1	-33.3	0.0	-33.3	-10.7	0.0	-10.7
<b>EBIT</b>	<b>23.3</b>	<b>0.0</b>	<b>23.3</b>	<b>23.0</b>	<b>0.0</b>	<b>23.0</b>	<b>5.5</b>	<b>0.0</b>	<b>5.5</b>

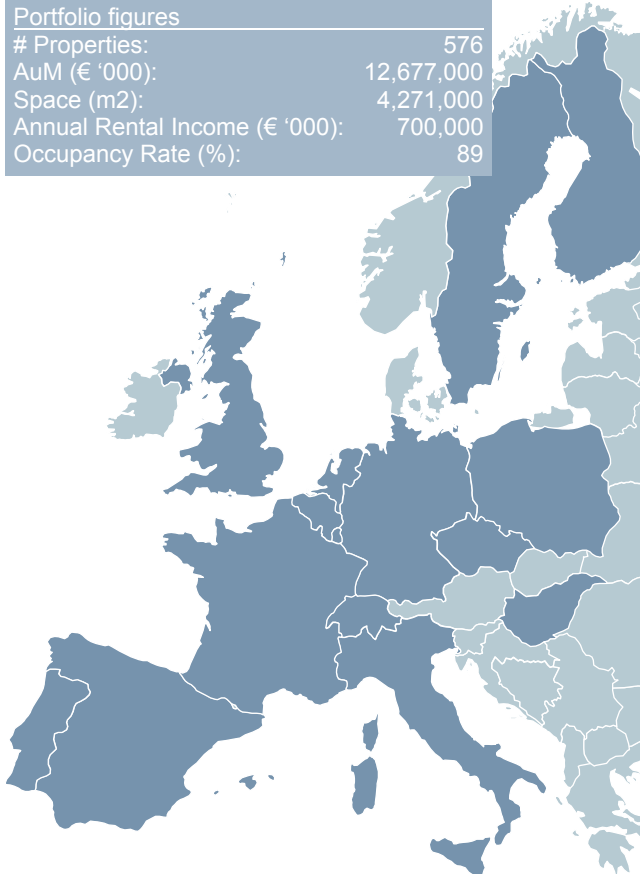
- 1 Management fees increased slightly by 1.6% to €59.6m due to the increase in AuM despite a one-time reimbursement of management fees
- 2 Increase of personnel expenses from €9.1m in 2008 to €11.8m in 2009 driven by internal employees transfers

# IVG Segments FY09

## Segment Funds – Institutional Funds (2)

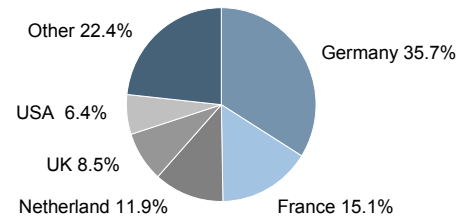
### Institutional Funds Snapshot

Portfolio figures	
# Properties:	576
AuM (€ '000):	12,677,000
Space (m2):	4,271,000
Annual Rental Income (€ '000):	700,000
Occupancy Rate (%):	89

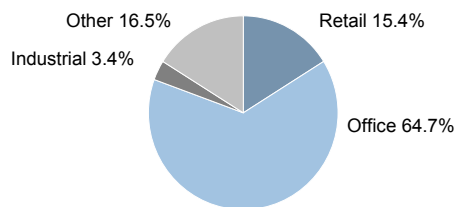


as of Q4 2009

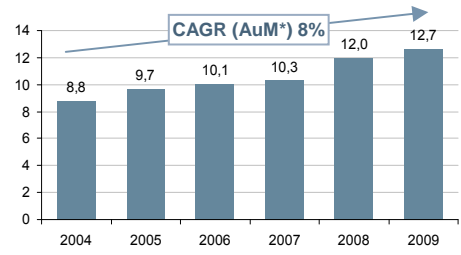
#### Split by Region (in%)



#### Split by Type of Use (in%)



#### AuM (in €bn)



- IVG Institutional Funds is the leading provider and manager of Immobilien-Spezialfonds
- Largest share of managed and administered volume for institutional investors in Germany with a market share of 27%
- IVG Institutional Funds manages nearly 40 vehicles with more than 100 investors

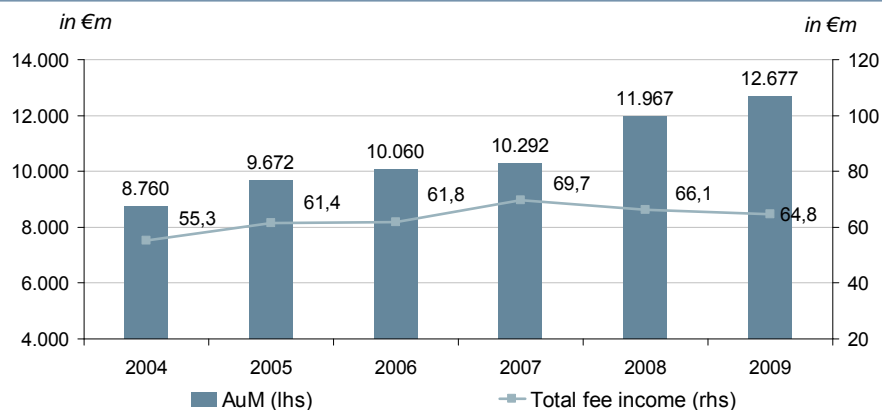
### Recently placed and current fund initiatives

1	Cavern Fund	Q4 2008
2	Protect Fund	Q2 2009
3	Premium Green Fund	Q2 2010
4	London Office Fund	Q3 2010
5	Paris Office Fund	Q4 2010

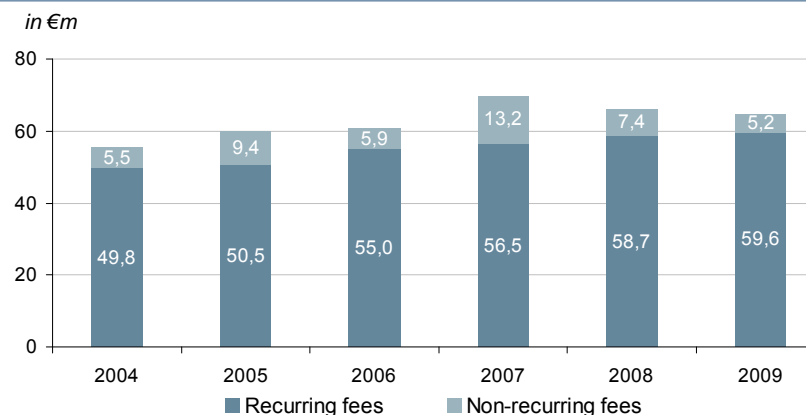
# IVG Segments FY09

## Segment Funds – Institutional Funds (3)

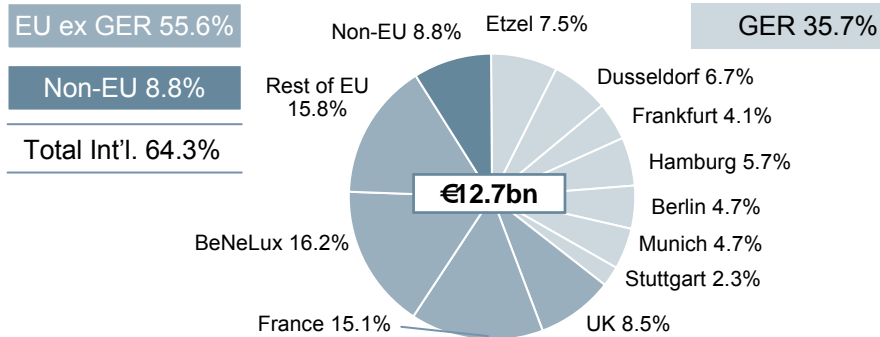
### AuM\* and total fee income



### Fee income – Split by type



### AuM\* – Split by region



as of Q4 2009

### Investor basis

Fund investor	Number of investors	Number of foreign investors
Insurances	76	3
Pension funds	40	8
Trusts & foundations	3	0
Banks	5	0
Other	11	4
<b>Total</b>	<b>135</b>	<b>15</b>

\* AuM = Assets under management

## IVG Segments FY09 Segment Funds – Private Funds (1)

in €m	2008			2009			4Q09		
	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total	Before changes in value	Unrealised changes in value	Total
Total revenues	52.3	0.0	52.3	14.5	0.0	14.5	6.9	0.0	6.9
Thereof structuring fees	25.6	0.0	25.6	11.1	0.0	11.1	6.4	0.0	6.4
Thereof management fees	2.5	0.0	2.5	3.1	0.0	3.1	0.5	0.0	0.5
Thereof net rents from properties to be placed	24.2	0.0	24.2	0.0	0.0	0.0	-0.3	0.0	-0.3
Other operating income	14.3	0.0	14.3	8.3	0.0	8.3	6.0	0.0	6.0
Profit from associated companies	14.6	0.0	14.6	0.9	0.0	0.9	0.3	0.0	0.3
<b>EBIT</b>	<b>27.5</b>	<b>-7.8</b>	<b>19.7</b>	<b>1.7</b>	<b>0.0</b>	<b>1.7</b>	<b>8.6</b>	<b>-0.3</b>	<b>8.2</b>

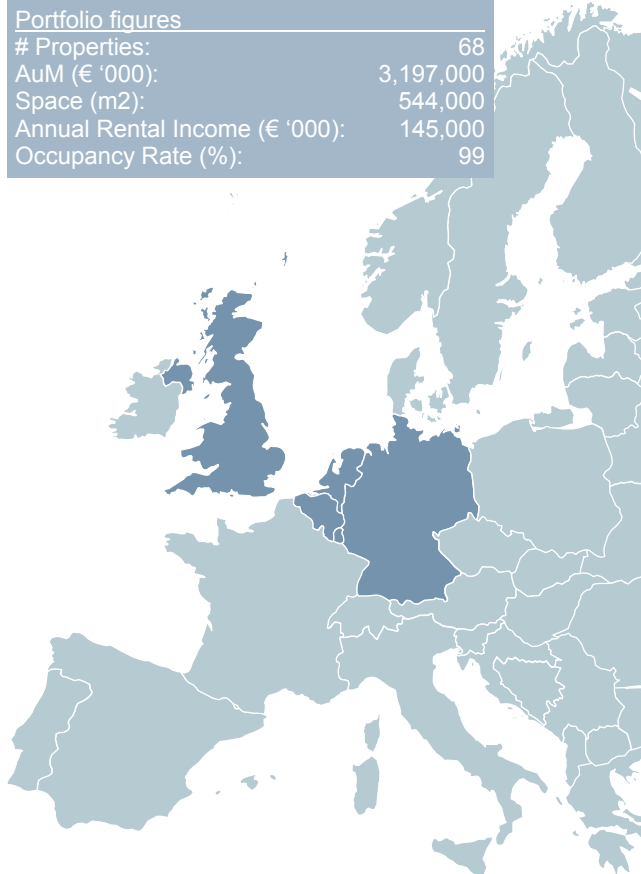
- 1 ■ **Total revenues decreased by €37.8m from €52.3m in 2008 to €14.5m in 2009** due to decreased structuring fees driven by a lower placement volume and no net rents from properties to be placed

# IVG Segments FY09

## Segment Funds – Private Funds (2)

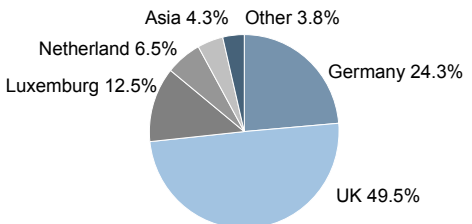
### Private Funds Snapshot

Portfolio figures	
# Properties:	68
AuM (€ '000):	3,197,000
Space (m2):	544,000
Annual Rental Income (€ '000):	145,000
Occupancy Rate (%):	99

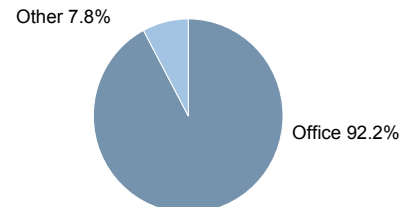


as of Q4 2009

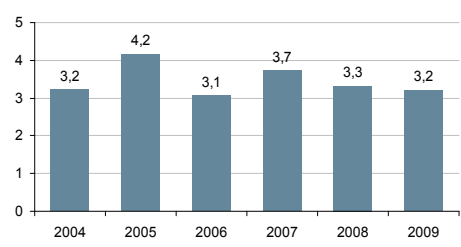
#### Split by Region (in%)



#### Split by Type of Use (in%)



#### AuM (in €bn)



- IVG Private Funds is the 3<sup>rd</sup> largest closed ended retail fund initiator in Germany
- Established team in Bonn and Berlin for almost 15 years with approx. 60 Full-Time Employees
- IVG Private Funds manages 12 funds and about 60,000 private investors
- Bank-independent fund provider for private investors

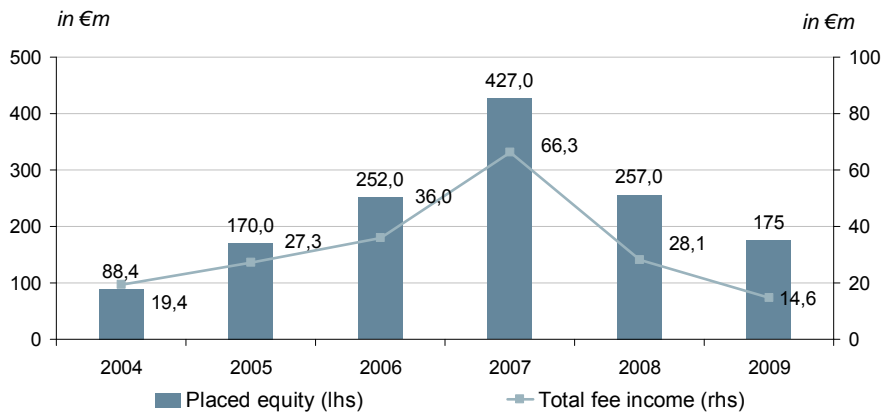
### Recently placed and current fund initiatives

1	EuroSelect 16 - The Square	Q1 2009
2	EuroSelect 17 - KPMG	Q3 2009
3	EuroSelect 20 - North Gate	Q4 2009
4	EuroSelect 21	Q3 2010
5	EuroSelect 22	Q4 2010

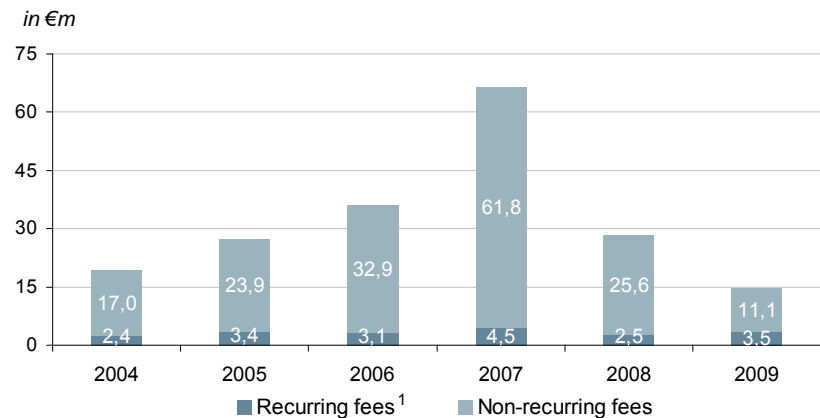
# IVG Segments FY09

## Segment Funds – Private Funds (3)

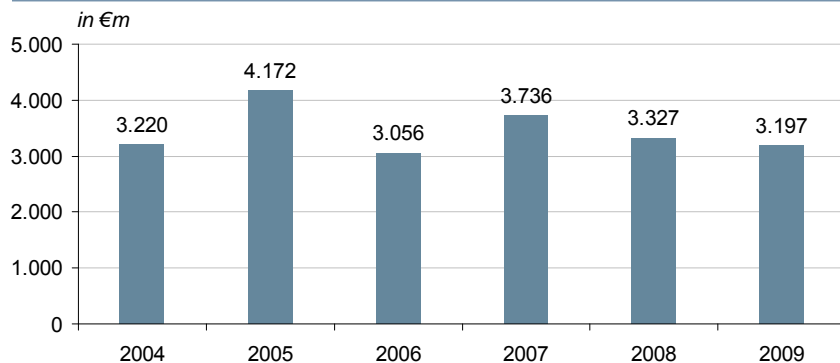
### Equity placements and total fee income



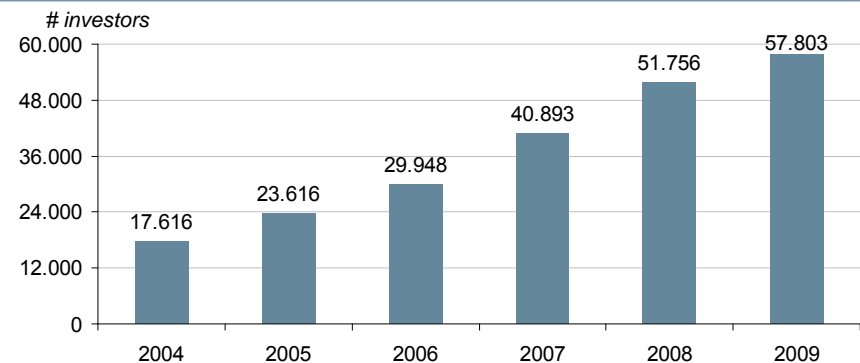
### Fee income – Split by type



### Assets under management<sup>1</sup>



### Investor basis



as of Q4 2009

\* AuM = Assets under management

1) Reduction of assets under management and recurring fee income in 2006 and 2008 due to hand over of fund management to third parties and termination of funds

# Agenda

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# IVG Group Contacts and Financial Calendar

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## Financial Calendar

25 March 2010

Press conference

12 May 2010

Publication of the interim report – 1st quarter 2010

20 May 2010

AGM for FY 2009

13 August 2010

Publication of the interim report – 2nd quarter 2010

12 November 2010

Publication of the interim report – 3rd quarter 2010

18 May 2011

AGM for FY 2010

## Disclaimer

This handout contains forward-looking statements and information. Such statements are based on our current expectations and assumptions and are therefore subject to certain risks and uncertainties. A variety of factors, many of which are beyond IVG's control, affect its operations, performance, business strategy and results and could cause the actual results, performance or achievements of IVG Immobilien 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. IVG does not intend, or assume any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated.

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