

THE REAL POTENTIAL

OF REAL ESTATE

PRELIOS

Q1 2012 Results

MILAN, 8th May, 2012

PRELIOS 

Key Messages

- Results still affected by uncertain economic scenario
- Strategic guidelines confirmed

Results and Targets

(€/mln)

	March 2012	March 2011	2012 year end market Target
EBIT Mgmt Platform	+4.6	+6.1	-
EBIT Mgmt Platform (Domestic)	+2.0	+4.7	14/18
Net Financial Position	494.8	459.5	< 390
Net Equity	304.0	611.2	-

Consolidated Profit and Loss

(€/mln)

	MARCH 2012	MARCH 2011
Revenues	32.9	46.4
<i>of which service activities</i>	30.9	41.9
<i>of which other revenues</i>	2.0	4.5
EBIT services	4.0	5.6
Income from equity participations services	0.6	0.5
Management platform/G&A	4.6	6.1
EBIT consolidated investment activities	(2.1)	(4.5)
Income from equity participations	(3.2)	11.1
Interest income from participations	3.4	6.8
Investments	(1.9)	13.4
EBIT incl. income from equity part. & interest income from part.	2.7	19.5
Financial charges	(12.7)	(6.2)
Profit before restr. costs, writedown/ reval. & taxes	(10.0)	13.3
Restructuring costs	(0.4)	(0.4)
Property writedowns/revaluations	(8.4)	0.0
Profit before taxes	(18.8)	12.9
Income taxes	(4.3)	(3.2)
Net income	(23.1)	9.7
Minority interests	0.6	(0.3)
Net income after minority interests	(23.7)	10.0

Management Platform

(€/mIn)

		MARCH 2012	MARCH 2011
<u>ITALY</u>	Fund & Asset management		
	Revenues	5.9	8.0
	Ebit	2.4	4.8
	Property		
	Revenues	4.2	6.7
	Ebit	3.8	2.9
	Agency		
	Revenues	2.6	8.9
	Ebit	(1.1)	1.5
	NPL - Credit Servicing		
	Revenues	3.5	2.7
	Ebit	(0.3)	(1.4)
	G&A (Holding)		
	Revenues	0.6	0.5
	Ebit	(2.8)	(3.1)
	Management Platform ITALY		
	Revenues	16.8	26.8
	Ebit	2.0	4.7
<u>GERMANY</u>	Management Platform GERMANY		
	Revenues	13.8	14.7
	Ebit	2.5	2.2
<u>POLAND</u>	Management Platform POLAND		
	Revenues	0.4	0.3
	Ebit	0.1	(0.7)
<u>TOTAL</u>	Revenues	30.9	41.9
	TOTAL MANAGEMENT PLATFORM	4.6	6.1

Investment

(€/mln)

MARCH 2012

MARCH 2011

ITALY Real Estate

Investments

Revenues 1.2 3.7

Ebit (3.3) 7.6

ITALY NPL

Investments

Revenues 0.4 0.8

Ebit 0.2 2.0

GERMANY Real Estate

Investments

Revenues 0.0 0.0

Ebit 0.9 4.6

POLAND Real Estate

Investments

Revenues 0.4 (0.0)

Ebit 0.3 (0.8)

TOTAL

Investments

Revenues 2.0 4.5

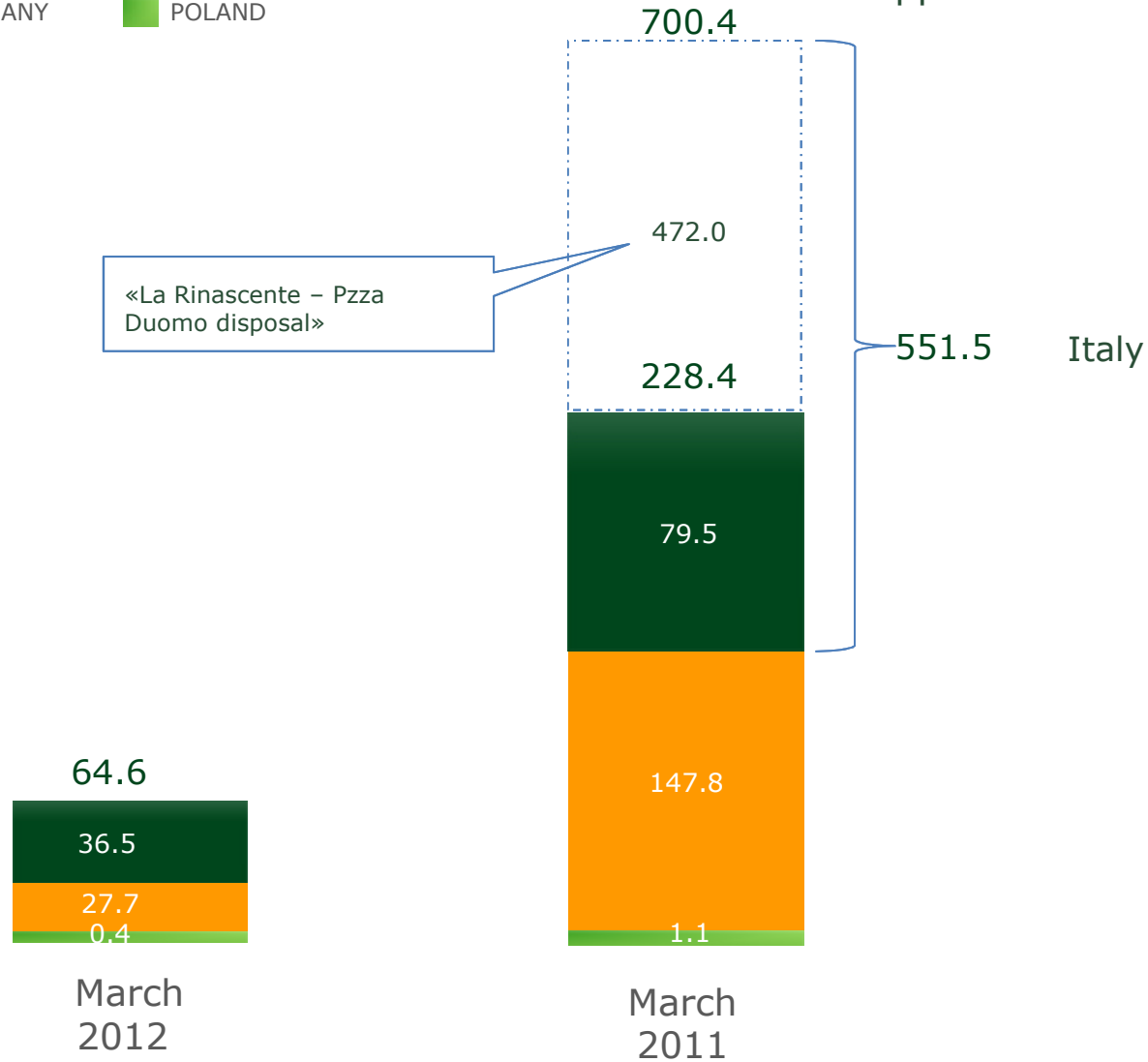
Ebit (1.9) 13.4

Sales trend

(€/mIn)

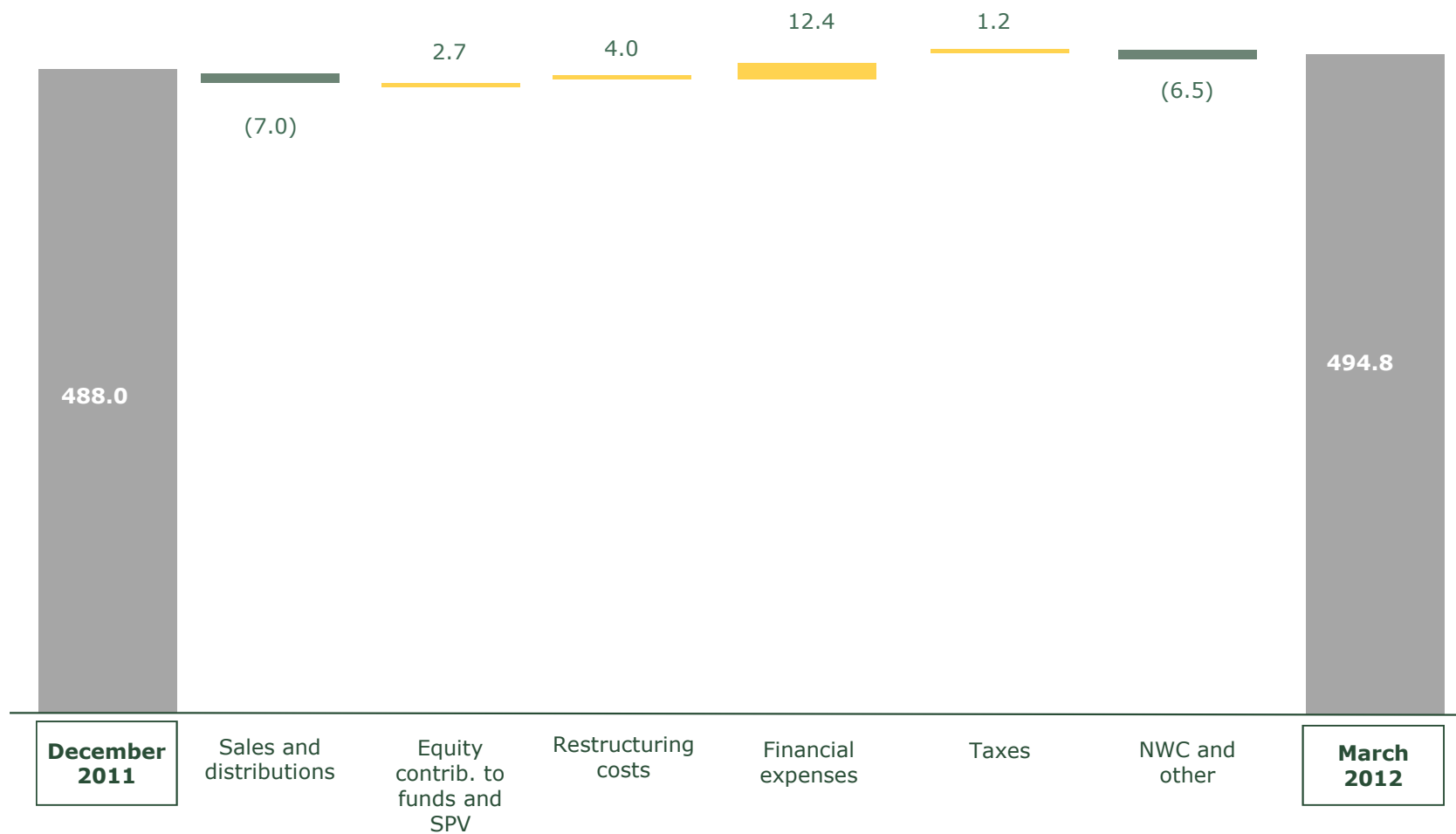
▪ Gross margin on book value on sales is approx. +5.5% as of March 2012

■ ITALY ■ GERMANY ■ POLAND



Net Financial Position Dec 2011-Mar 2012

(€/mIn)



Financial situation of co-investments (aggregate debt)

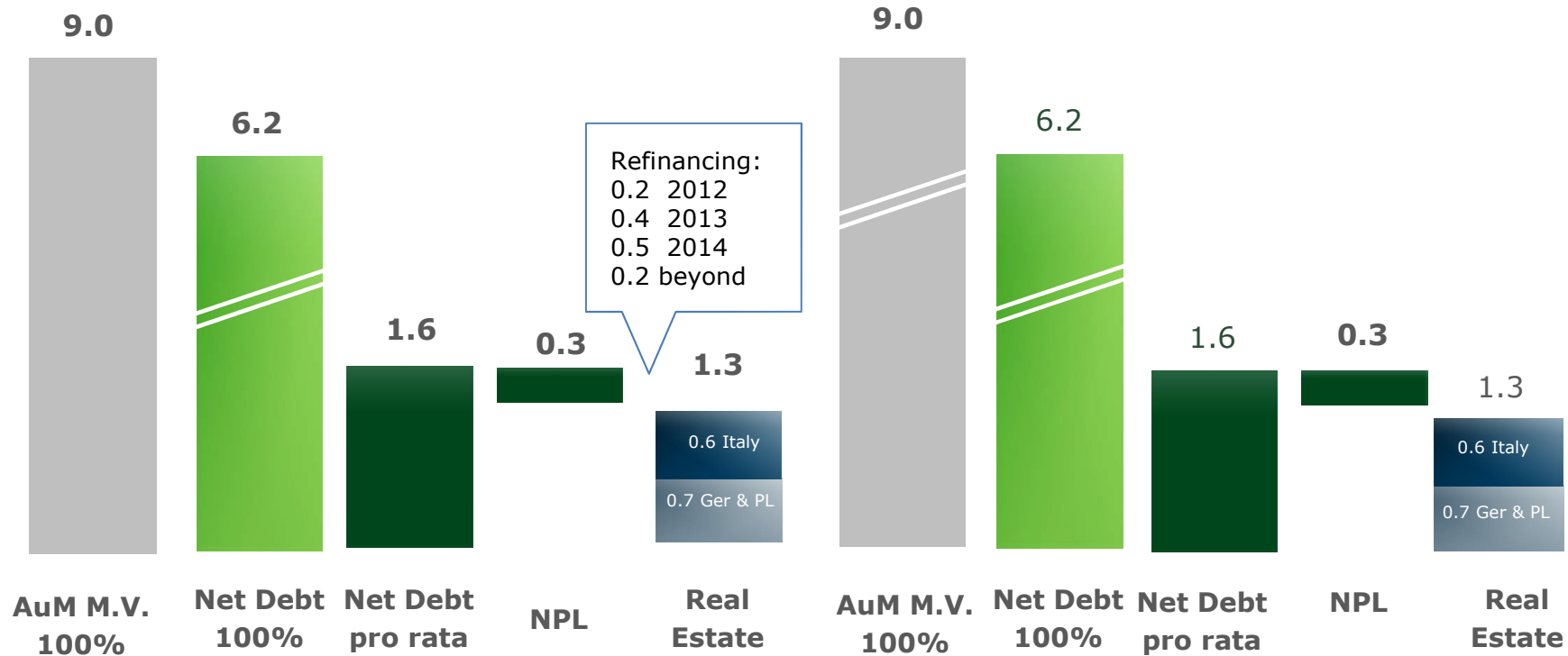
(€/mln)

Net debt as of March 2012

Net debt as of December 2011

LTV pro-rata Prelios 66%: - Real Estate 62%
- NPL 89%

LTV pro-rata Prelios 65%: - Real Estate 61%
- NPL 86%



Financial situation of co-investments

Bank Loan characteristics ¹⁾

- ❑ LTV Real Estate 62% : Italy 54%, Germany 73% (pro-rata Prelios)
- ❑ Average Duration 1.9: Italy 1.4, Germany 2.3 (pro-rata Prelios)
- ❑ Average Spread : 211 bps (pro-rata Prelios)
- ❑ 69% interest rate risk hedged (pro-rata Prelios)
- ❑ Recourse guarantees for approx. 46.6€ mln (pro-rata Prelios)

¹⁾ Excluded NPL and subsidized loans

Consolidated Balance Sheet as of March 2012

	MARCH 2012	DECEMBER 2011
Fixed assets	803.9	820.4
<i>of which participations and shareholders' loan</i>	639.2	651.6
<i>of which goodwill</i>	148.1	148.1
Net working capital	71.4	70.4
Net invested capital	875.3	890.8
Net equity	304.0	326.2
<i>of which group net equity</i>	295.4	318.8
Funds	76.5	76.6
Net financial position	494.8	488.0
Total sources	875.3	890.8
Gearing	1.63	1.50

▶ Annexes

Prelios Assets Breakdown as of March 2012

(€/mln)

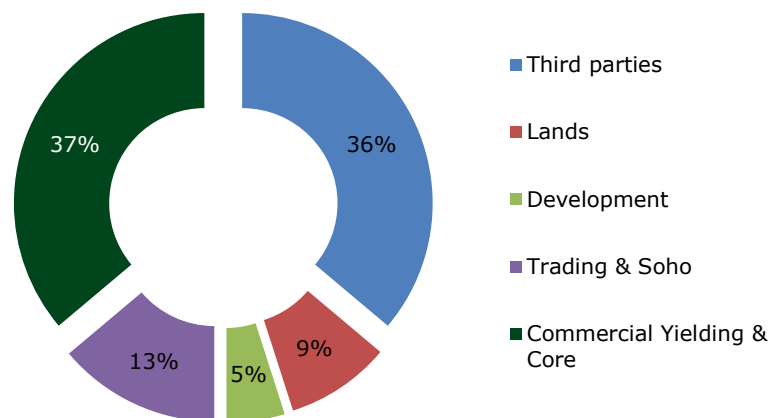
	Mkt. Value 100% 31.03.12	Book value 100% 31.03.12	Net debt 100% 31.03.12	Mkt. Value pro rata Prelios 31.03.12	Book Value pro rata Prelios	Net Debt pro rata Prelios	LTV pro rata	NAV pro rata Prelios	NIC pro rata Prelios	EBIT+IEP+IIP
ITALY	3.417	3.145	1.844	1.095	1.021	597	54%	499	387	-3,4
GERMANY	4.186	4.172	3.308	907	910	658	73%	249	206	0,9
POLAND	94	46	-2	32	16	-1	-2%	33	9	0,3
TOTAL REAL ESTATE CO-INVESTED	7.697	7.364	5.150	2.035	1.947	1.254	62%	780	602	-2,2
THIRD PARTIES ITALY	1.948	1.810	426	28	24	15	53%	13	9	0,1
THIRD PARTIES GERMANY ¹⁾	1.414	1.414								0,0
TOTAL REAL ESTATE	11.058	10.588	5.576	2.063	1.971	1.269	62%	793	611	-2,1
NPL (investment)									102	0,2
MANAGEMENT PLATFORM									162	4,6
TOTAL PRELIOS									875	2,7

¹⁾ The company considers Baubecon investment out of the calculation of net asset value starting from 30.09.2011

Italy: Real Estate Assets Breakdown as of March 2012

(€/mIn)

	Mkt. Value 100% 31.03.12	Book value 100% 31.03.12	Net debt 100% 31.03.12	Mkt. Value pro rata Prelios 31.03.12	Book Value pro rata Prelios	Net Debt pro rata Prelios	LTV	NAV pro rata Prelios	NIC pro rata Prelios	EBIT+IEP+IIP
COMMERCIAL YIELDING & CORE	1,960	1,818	1,010	545	524	294	54%	250	205	0.8
TRADING & SOHO	706	623	466	252	220	156	62%	97	51	-2.2
DEVELOPMENT	275	268	97	105	102	43	41%	62	50	-0.2
LANDS	476	436	270	194	175	104	54%	90	81	-1.7
TOTAL ITALY CO- INVESTED	3,417	3,145	1,844	1,095	1,021	597	54%	499	387	-3.4
THIRD PARTIES	1,948	1,810	426	28	24	15	53%	13	9	0.1
TOTAL ITALY	5,364	4,955	2,270	1,123	1,045	612	54%	512	396	-3.3



Germany & Poland: Real Estate Assets Breakdown as of March 2012

(€/mln)

	Mkt. Value 100% 31.03.12	Book value 100% 31.03.12	Net debt 100% 31.03.12	Mkt. Value pro rata Prelios 31.03.12	Book Value pro rata Prelios	Net Debt pro rata Prelios	LTV	NAV pro rata Prelios	NIC pro rata Prelios	EBIT+IEP+IIP
DGAG (Residential)	920	917	654	368	375	261	71%	107	81	1.3
HIGHSTREET (Commercial)	2,833	2,833	2,405	343	343	291	85%	52	46	0.0
Residential Small deals	290	282	205	128	125	91	71%	37	35	-2.2
Commercial & other	144	141	45	69	67	15	23%	53	45	1.8
TOTAL GERMANY CO- INVESTED	4,186	4,172	3,308	907	910	658	73%	249	206	0.9
THIRD PARTIES GERMANY (BAUBECON)	1,414	1,414								0.0
TOTAL GERMANY	5,600	5,586	3,308	907	910	658	73%	249	206	0.9
TOTAL POLAND LANDS	94	46	-2	32	16	-1	-2%	33	9	0.3

Riccardo Taranto, Prelios' Financial Reporting Officer, declares, pursuant to article 154-bis of the Uniform Financial Act 871998 (Decree 58/1998) that the accounting information contained in this presentation, corresponds to the underlying documentary records, books of accounts and accounting entries.

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