

Portfolio Netherlands

Portfolio development

The current situation requires active asset management of the portfolio. Pro-actively anticipating tenants' needs is essential. Züblin was able to conclude a number of new lease contracts, including a 1 300 m² turn key lease in Zekeringstraat 41, Amsterdam. In addition the company managed the whole fit-out of the property to the tenant's full satisfaction and also extended four major lease contracts in the Amsterdam region, with a total floorspace of 10 000 m². The building in De Bilt was extensively refurbished, which led the main tenant to extend their existing contract.

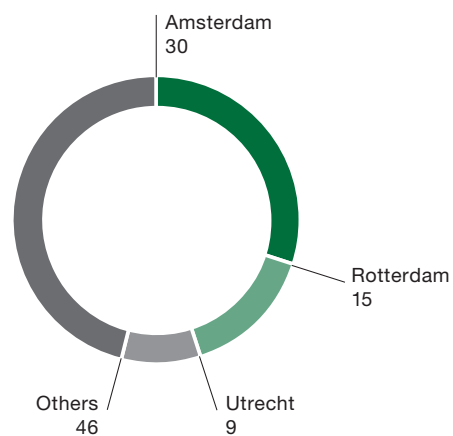
Despite the difficult market conditions the properties in The Hague, Nieuwegein and Amsterdam (totalling approx. 14 500 m²) and one logistics property in Moerdijk (approx. 120 298 m²) have been sold. Together these sales led to a fall in the vacancy rate to 13.0%. Nevertheless the bad market situation led to a further 10% decline in the value of the Dutch portfolio.

Market development

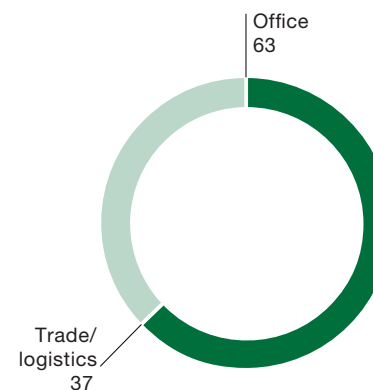
The recovery in the Dutch office market lagged well behind expectations in 2011. Although the number of transactions increased the net take up in m² was down slightly on 2010. Vacant space is still well over 7 million m² which represents a vacancy rate of 14%. Current trends in the rental market are towards more flexibility, greater environmental sustainability and an overall decrease in usable square meterage. The still high vacancy rates have led to a further decline in rents and the company believes that this trend still has further to run. While tenants expect shorter lease periods and transparent lease contracts, ever greater incentives are also being offered over the entire length of lease contracts. Moreover, conversion of offices into residential use is becoming more and more popular.

The investment market suffered an unexpectedly sharp fall of 25% in 2011 compared with 2010 due to the poor economic environment in the Netherlands, the euro crisis and the lack of adequate finance. A recovery is not expected in 2012. Investors have moved away from offices to retail and residential, which are seen as safer asset classes in these turbulent times.

Portfolio by regions in %



Portfolio by investment category in %



Portfolio overview

CHF/EUR in million	31.3.2012	31.3.2011
Market value in CHF	122.2	178.9
Market value in EUR	101.5	137.6
Annual rental income in CHF	11.2	15.8
Annual rental income in EUR	9.3	12.1
Vacancy rate	13.0%	13.7%

Major tenants

Tenant	Sector	Portfolio Netherlands	% share of annual rental income Total
Groningen Railport Exploitatie Maatschappij B.V., Veendam	Logistics	19.8%	3.5%
Vos Logistics Nederland B.V., Oss	Logistics	10.2%	1.8%
VSL Holding B.V., Oss	Llogistics	10.1%	1.8%
Manpower Nederland B.V., Amsterdam	Temporary labor	6.0%	1.1%
Facilicom Bedrijfsdiensten B.V., Amsterdam	Services	4.2%	0.7%
Total		50.3%	8.9%

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EUR in million



Prop. No.	City, address	Date of acquisition	Year of construction/renovation	Annual rental income CHF 1000	Vacancy (CHF) %	Ownership	Discount rate %	Plot size m ²	Office m ²	Retail m ²	Trade/logistics m ²	Other space m ²	Total usable space m ²	Vacancy m ²	Vacancy (m ²) %	No. of parking spaces
Office																
45	Amsterdam, Zekeringstraat 1–23	1.1.2000	1995	1 410	8.8	△	8.8	13 068	8 369	–	3 872	–	12 241	1 326	10.8	233
46	Amsterdam, Zekeringstraat 45–47	1.1.2000	1992 2003	654	0.0	△	9.2	5 370	3 052	–	1 477	–	4 529	–	0.0	118
47	Amsterdam, Zekeringstraat 39–43	1.1.2000	1992 2003	629	25.6	△	8.7	9 030	4 553	–	2 297	–	6 850	2 399	35.0	129
48	Diemen, Diemerhof 10–12	1.1.2000	1990	145	40.9	□	8.6	2 668	2 193	–	–	–	2 193	978	44.6	57
49	Diemen, Diemerhof 16–18	1.1.2000	1990 2009	675	0.0	□	8.3	3 943	3 672	–	–	–	3 672	–	0.0	117
Total region of Amsterdam				3 512	11.4			34 079	21 839	–	7 646	–	29 485	4 703	16.0	654
50	Dordrecht, Stationsweg 4	1.7.1998	1962	548	18.2	□	8.7	3 001	3 817	–	–	–	3 817	1 011	26.5	70
51	Gouda, Tielweg 6	1.7.1998	1990	213	23.9	□	8.7	1 800	2 097	–	–	–	2 097	619	29.5	56
52	Rotterdam, Schiekade 34	1.7.1998	1961 2000	675	36.4	□	8.4	2 298	7 029	1 594	–	–	8 623	4 010	46.5	46
Total region of Rotterdam				1 436	28.6			7 099	12 943	1 594	–	–	14 537	5 640	38.8	172

- Ownership of 100%
○ Condominium ownership
△ Leasehold

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53	De Bilt, Utrechtseweg 370	1.7.1998	1982	317	0.0	<input type="checkbox"/>	8.6	1 998	2 067	–	–	–	2 067	–	0.0	37
54	Nieuwegein, Meentwal 1	1.7.1998	1991	–	100.0	<input type="checkbox"/>	8.7	1 160	1 876	–	–	–	1 876	1 876	100.0	0
55	Utrecht, Kaap Hoorndreef 10–14	1.7.1998	1972 2001	232	40.1	<input type="checkbox"/>	8.6	606	3 344	–	–	–	3 344	1 432	42.8	0
56	Utrecht, Kaap Hoorndreef 66–78	1.7.1998	1975	354	21.0	<input type="checkbox"/>	8.9	606	3 150	–	–	–	3 150	866	27.5	0
Total region of Utrecht				903	29.9			4 370	10 437	–	–	–	10 437	4 174	40.0	37
57	Huizen, Huizermaatweg 9–37	1.7.1998	1986	509	0.0	<input type="checkbox"/>	9.0	950	3 068	–	–	–	3 068	–	0.0	0
58	Zeist, Huis ter Heideweg 30–40	1.7.1998	1980+2001	363	42.1	<input type="checkbox"/>	8.3	6 940	4 637	–	–	–	4 637	2 302	49.6	92
Total other regions				871	23.2			7 890	7 705	–	–	–	7 705	2 302	29.9	92
Total office				6 722	20.0			53 438	52 924	1 594	7 646	–	62 164	16 819	27.1	955

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Logistics																
59	Oss, Waalkade	17.2.2003	1974–1990	2278	0.0	□	9.2	127 683	1 193	–	48 165	32 892	82 442	–	0.0	0
60	Veendam, Spoorhavenweg	17.2.2003	1994–99 2010	2216	0.0	△	9.1	122 621	399	–	90 205	–	90 604	–	0.0	0
Total logistics				4 494	0.0			250 304	1 592	–	138 370	32 892	173 046	–	0.0	0
Total portfolio Netherlands				11 216	13.0			303 742	54 516	1 594	146 016	32 892	235 210	16 819	7.2	955

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- △ Leasehold