

Portfolio Germany

Portfolio development

The renovation of the “Stadtfenster” office building in Dortmund is now complete. The rentable space is 3 845 m². As of 31. March 2012 1 147 m² was still available. After balance sheet date the remaining space was successfully fully let. The vacancy rate has reduced by a further 2.0% through new lettings and extensions of rental agreements. During the financial year the company sold the office property in Berlin, the residential part of the property in Monheim and the retail property in Deggendorf. Shortly after the year-end the company also sold the logistics property in Frechen.

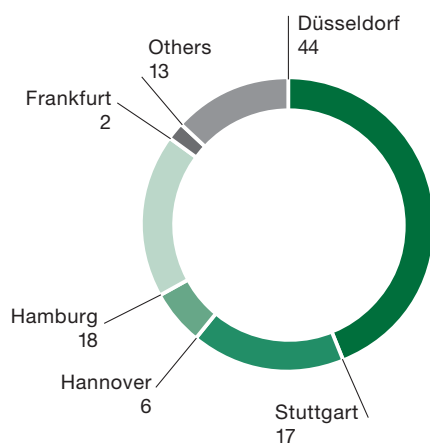
The local asset management team was successfully able to extend the lease contract with the main tenant at Nagelsweg 37–39, Hamburg, with rentable space of 5 100 m², to the end of 2016. At the same time it was invested in upgrading the property's energy sustainability footprint. These two measures boosted the value of the property by 3.7% to EUR 19.7 million.

Market development

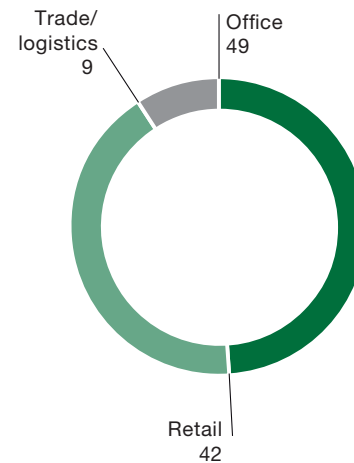
The German real estate market performed well in 2011. Investment volumes of around EUR 23 billion were up around 20% on 2010, putting them on a par with volumes in 2005. Only in the two boom years of 2006 and 2007 investment volumes were significantly higher. Core properties in particular remain very popular. Around half of all transactions were registered in the top six property centres (Berlin, Düsseldorf, Frankfurt, Hamburg, Cologne and Munich); ZIAG Immobilien AG's strategy is to focus on the core markets of North Rhine Westphalia and Hamburg. The transaction market was very much dominated by sales of individual properties against portfolio deals.

As a safe asset class, real estate is currently highly attractive for investors in comparison with potential alternative investments. Yields reached their high for this market cycle in the second half of 2009 and then fell steadily over the following quarters. This trend continued until mid-2011, with yields stabilizing since then. The outlook for the German real estate market is good. The conditions for the German economy to continue growing are in place. These include strong business sentiment and full order books, the continued decline in unemployment in 2012 and a further rise in disposable income by around 2.5%.

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	330.8	360.5
Market value in EUR	274.7	277.2
Annual rental income in CHF	23.5	25.5
Annual rental income in EUR	19.5	19.6
Vacancy rate	13.5%	15.5%

Major tenants

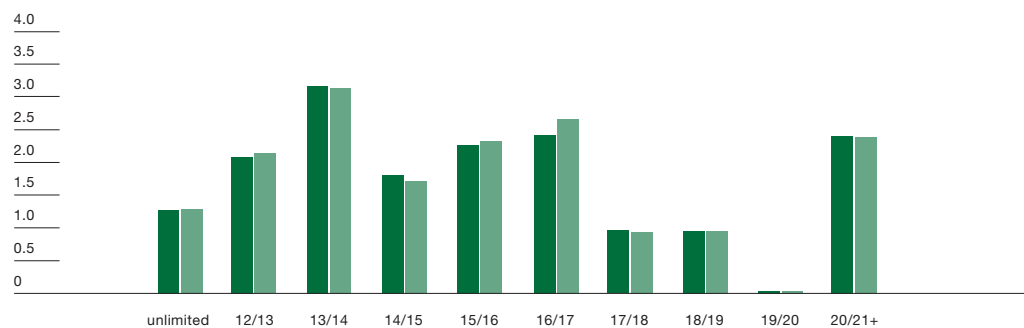
Tenant	Sector	Portfolio Germany	% share of annual rental income Total
Antalis GmbH, Frechen	Distribution/paper	10.0%	3.7%
Praktiker Vierte Baumärkte GmbH, Jettingen/Neumünster	DIY/supermarket	6.8%	2.5%
Spar Leasing- und Vermietungsgesellschaft GmbH, Halle	Supermarket	4.4%	1.6%
Robert Bosch GmbH, Stuttgart	Technology	3.4%	1.3%
Panalpina Welttransport (G) GmbH, Hamburg	Forwarding	3.4%	1.2%
Total		28.0%	10.3%

Züblin Group
Annual Report 11_12

The Year in Review
Letter to Shareholders
Newtime

Portfolio
Energy efficiency
Corporate Governance
Financial Report

Lease contract analysis
EUR in million



■ Actual rent: based on effective rental income from expiring leases.
■ Market rent: based on the assumption that expiring leases will be extended or renewed at current market rents.

Prop. No.	City, address	Property certificates	Züblin EMS	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																		
18	Hamburg, A.-Einstein-Ring 17–21		Ⓜ	1.1.1999	1992	1 825	7.6	□	6.00	7 538	13 590	–	–	340	13 930	629	4.5	246
19	Hamburg, Nagelsweg 37, 39		Ⓜ	1.1.1999	1986	1 374	6.8	□	5.50	4 616	8 873	–	–	490	9 363	245	2.6	191
20	Hamburg, Wandsbeker Zollstr. 11–19		Ⓜ	1.1.1999	1970 2002	1 105	2.9	□	5.60	2 901	6 531	–	–	782	7 313	235	3.2	100
Total region of Hamburg						4 304	6.2			15 055	28 994	–	–	1 612	30 606	1 109	3.6	537
21	Düsseldorf, Rosstrasse 96		Ⓜ	1.11.2001	1984 2009	1 213	1.6	□	5.10	1 315	6 393	–	–	46	6 439	–	0.0	75
22	Dortmund, Hansastrasse 30	DGNB	Ⓜ	1.7.2004	1986 2011	460	27.5	□	5.10	627	3 015	544	–	286	3 845	1 147	29.8	0
23	Witten, Marktstrasse 2		Ⓜ	1.7.2004	2002	478	12.0	□	6.20	687	1 780	1 110	–	620	3 510	779	22.2	0
Total region of Düsseldorf						2 150	10.7			2 629	11 188	1 654	–	952	13 794	1 926	14.0	75
24	Stuttgart, Vor dem Lauch 14			1.1.2000	1982	816	32.9	□	6.50	6 998	7 788	–	547	333	8 668	3 108	35.9	180
25	Stuttgart, Mittlerer Pfad 2–4			1.12.2000	1991	1 752	35.8	□	7.00	8 521	19 090	–	–	2 625	21 715	8 108	37.3	299
26	Stuttgart, Mittlerer Pfad 9			1.6.2000	1991	1 022	4.9	□	6.40	3 620	7 348	–	375	123	7 845	375	4.8	121
Total region of Stuttgart						3 590	28.5			19 139	34 226	–	922	3 081	38 228	11 591	30.3	600
27	Wiesbaden, Kreuzberger Ring 24			1.8.2001	2001	285	43.6	□	5.70	2 372	3 631	–	–	77	3 708	1 327	35.8	98
28	München-Germering, Streifacher Strasse 7			1.3.2002	1999	390	21.0	□	6.10	2 512	3 303	–	–	225	3 528	777	22.0	70
Total others						675	32.4			4 884	6 934	–	–	302	7 236	2 104	29.1	168
Total office						10 719	17.6			41 707	81 342	1 654	922	5 947	89 864	16 730	18.6	1 380

□ Ownership of 100%
○ Condominium ownership
△ Leasehold

M Minergie
DGNB Deutsche Gesellschaft für Nachhaltiges Bauen
HQE Haute qualité environnementale
BREEAM BRE environmental assessment method

Ⓜ Energie-Monitoring-Systems (EMS) existing
Ⓜ Energie-Monitoring-Systems (EMS) in planning

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Logistics																			
Region of Düsseldorf																			
29	Frechen, Europaallee 19			29.12.2006	2006	2 351	0.0	□	7.10	50 625	3 000	-	19 740	-	22 740	-	0.0	178	
Retail																			
30	Neumünster, Haart 190			1.7.2004	1998	967	0.0	□	6.20	20 459	368	6 337	-	1 080	7 785	-	0.0	207	
31	Hannover, Badenstedter Strasse 128			1.7.2004	1998	-	100.0	□	8.00	26 443	-	10 535	-	-	10 535	10 535	100.0	262	
Total region of Hannover						967	31.0			46 902	368	16 872	-	1 080	18 320	10 535	57.5	469	
32	Arnsberg, Zum Schützenhof 1			1.7.2004	1979	1 021	7.0	□	6.00	6 872	375	7 984	-	687	9 046	503	5.6	276	
33	Dortmund-Aplerbeck, Eggensteinstrasse 7			1.7.2004	1980	491	0.0	□	6.40	11 865	-	4 450	-	-	4 450	-	0.0	97	
34	Marl, Marler Stern 1-80			1.7.2004	1974	464	20.4	○	6.70	2 222	-	2 563	-	-	2 563	535	20.9	0	
35	Neuwied-Niederbieber, Neuer Weg 53			1.7.2004	1981	173	0.0	□	6.30	4 933	-	1 600	-	-	1 600	-	0.0	59	
36	Korschenbroich, An der alten Post 1-9			1.7.2004	1990	429	22.2	□	6.10	4 035	925	1 843	-	3 267	6 035	1 300	21.5	96	
37	Langenfeld, Marktplatz 2-6			1.7.2004	1991	532	12.7	□	6.10	2 347	1 025	1 702	-	1 710	4 437	774	17.4	64	
38	Mönchengladbach, Hindenburgstrasse 75			1.7.2004	1983	2 343	17.0	□	6.00	7 578	2 423	6 239	-	1 287	9 949	2 490	25.0	406	
39	Monheim, Rathausplatz 2A, 6-12			1.7.2004	1992	603	5.7	○	6.20	3 575	1 055	2 537	-	767	4 359	946	21.7	66	
Total region of Düsseldorf						6 057	13.1			43 427	5 803	28 918	-	7 718	42 439	6 548	15.4	1 064	

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Region of Frankfurt																			
40	Wiesbaden, Hagenauer Str. 23, 23 a-c			1.7.2004	1998	478	0.0	☐	6.30	6909	-	2393	-	205	2598	-	0.0	98	
Region of Stuttgart																			
41	Jettingen, Heilbergstrasse 5			1.7.2004	1971	633	0.0	☐	6.20	18875	-	5815	-	-	5815	-	0.0	201	
42	Wilhelmshaven, Mühlenweg 146			1.7.2004	2001	638	3.8	☐	6.20	10004	739	4161	-	-	4900	297	6.1	161	
43	Lübeck, Schwartauer Allee 92			1.7.2004	2001	650	3.3	☐	6.10	5602	3168	1548	-	69	4785	177	3.7	86	
44	Halle, Am Treff 5			1.7.2004	1970	1035	0.0	☐	6.50	12899	-	6850	-	776	7626	-	0.0	42	
Total others						2323	2.0			28505	3907	12559	-	845	17311	474	2.7	289	
Total retail						10459	11.7			144618	10078	66557	-	9848	86483	17557	20.3	2121	
Total German portfolio						23529	13.5			236950	94420	68211	20662	15794	199087	34287	17.2	3679	

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