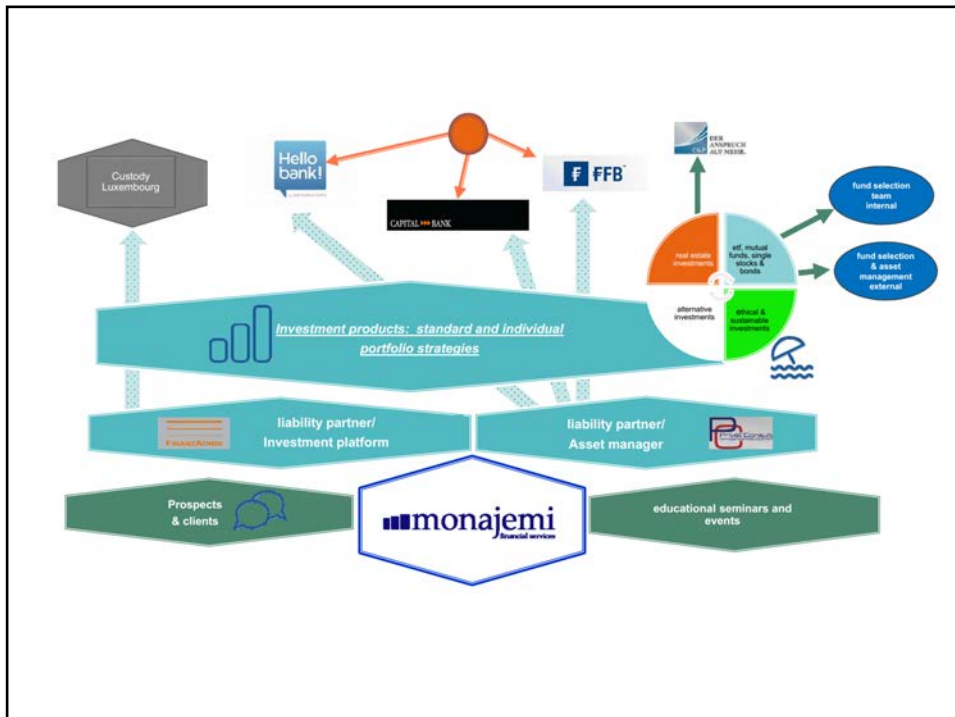




RESIDENTIAL INVESTMENTS

Development – Sales – Rent-out – Management





DER
ANSPRUCH
AUF MEHR.

3


CONTENT

- Introduction MFS
- C&P company presentation
- Residential markets Vienna and Graz
- Reference projects Vienna, Graz
- Investment example - Marchfeldstrasse



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THE C&P STORY

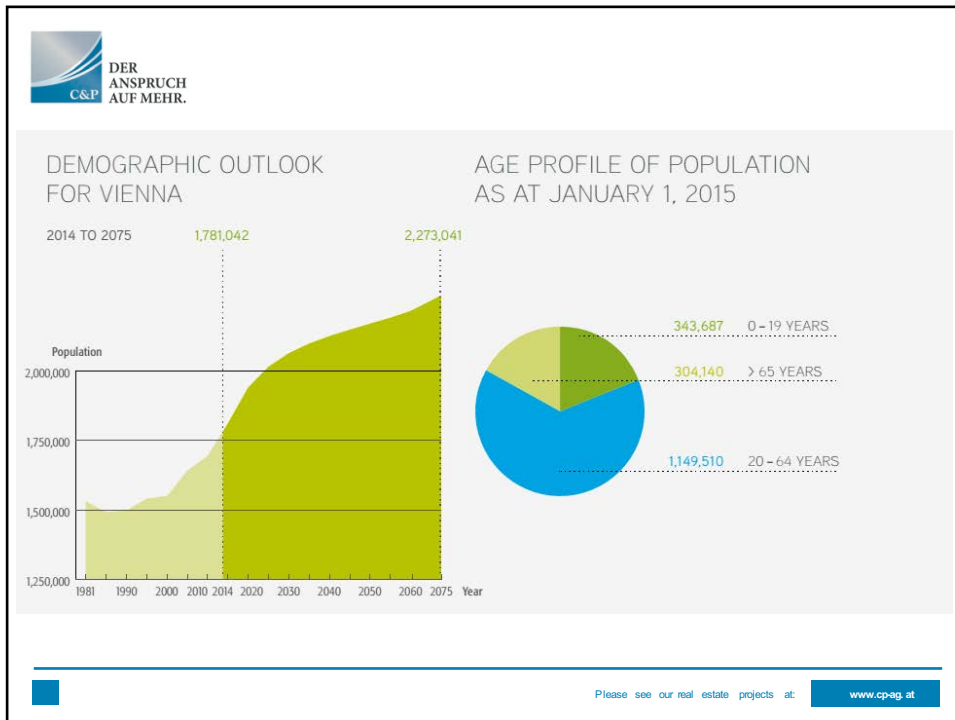
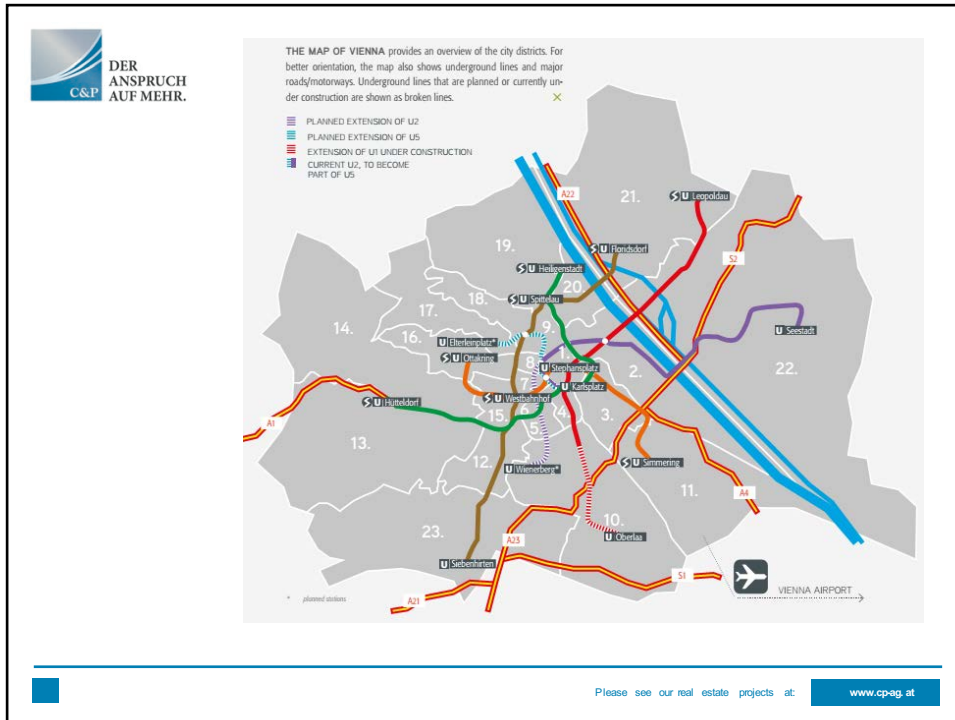
- C&P Immobilien AG is a residential developer, headquartered in Unterpremstätten near Graz;
- With 3 offices in Austria and another one in Berlin;
- Founded in 2006;
- Systematically expanded to a mid-sized company;
- The company develops, administers and sells apartments to occupants and investors, who want to achieve rental income with the so-called "investment apartments";
- Since 2011 C&P is the market leader in the private customer segment;
- Each property is developed in-house or with selected partners, sold by the own distribution team and distribution partners, administered and rented by the property management team of the C&P.


Numbers and Facts

With 10 years of market experience, the C&P Immobilien AG has completed more than 50 major projects with a total investment volume of approx. 350 million €. Currently 3000 apartments are in construction in Austria and Germany. With 70 employees and 250 partners the C&P AG is represented comprehensively on the market.

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DISTRICTS	RESIDENTS	INCOME*	SALE PRICES ON CONCLUSION		RENTS ON CONCLUSION	
			FIRST OCCUPANCY	OTHER	FIRST OCCUPANCY	OTHER
1010 VIENNA - INNERE STADT	16,339	€ 32,493	€ 17,500	€ 10,300	€/a**	€/a**
1020 VIENNA - LEOPOLDSTADT	101,702	€ 19,887	€ 4,800	€ 3,300	€ 11.50	€ 9.50
1030 VIENNA - LANDSTRASSE	88,125	€ 23,026	€ 4,850	€ 3,500	€ 11.80	€ 10.20
1040 VIENNA - WIEDEN	31,691	€ 24,199	€ 4,950	€ 3,550	€ 12.50	€ 10.50
1050 VIENNA - MARGARETEN	54,246	€ 18,952	€ 4,300	€ 3,300	€ 11.20	€ 10.40
1060 VIENNA - MARIAHILF	31,000	€ 22,505	€/a**	€ 3,200	€ 12.50	€ 11.00
1070 VIENNA - NEUBAU	31,291	€ 23,505	€ 5,600	€ 4,200	€ 12.70	€ 10.80
1080 VIENNA - JOSEFSTADT	24,518	€ 23,590	€ 5,650	€ 4,200	€ 12.80	€ 10.90
1090 VIENNA - ALSERGRUND	40,882	€ 22,703	€ 5,400	€ 3,900	€ 12.80	€ 10.90
1100 VIENNA - FAVORITEN	189,713	€ 18,340	€ 3,250	€ 2,150	€ 10.00	€ 8.50
1110 VIENNA - SIMMERING	95,198	€ 19,489	€ 2,850	€ 1,900	€ 9.50	€ 8.40
1120 VIENNA - MEIDLING	92,229	€ 18,983	€ 3,800	€ 2,800	€ 10.90	€ 9.20
1130 VIENNA - HIETZING	52,115	€ 27,604	€ 5,050	€ 3,800	€ 12.50	€ 10.70
1140 VIENNA - PENZING	89,303	€ 22,388	€ 3,800	€ 2,800	€ 10.70	€ 9.80
1150 VIENNA - RUDOLFSHEIM	76,320	€ 16,799	€ 3,350	€ 2,400	€ 10.60	€ 9.50
1160 VIENNA - OTTAKRING	100,738	€ 18,733	€ 3,600	€ 2,400	€ 10.30	€ 9.00
1170 VIENNA - HERNALS	55,628	€ 19,642	€ 3,900	€ 2,700	€ 10.30	€ 9.50
1180 VIENNA - WÄHRING	49,178	€ 24,164	€ 5,100	€ 3,300	€ 12.30	€ 10.50
1190 VIENNA - DÖBLING	69,999	€ 25,803	€ 5,950	€ 3,950	€ 12.70	€ 10.80
1200 VIENNA - BRIGITTENAU	85,525	€ 17,861	€ 3,500	€ 2,150	€ 10.20	€ 9.20
1210 VIENNA - FLORIDSORF	151,844	€ 21,104	€ 3,350	€ 2,150	€ 10.20	€ 9.60
1220 VIENNA - DONAUSTADT	172,978	€ 22,830	€ 3,550	€ 2,550	€ 10.20	€ 9.30
1230 VIENNA - LIESING	96,775	€ 24,061	€ 3,650	€ 2,700	€ 10.30	€ 9.70

Please see our real estate projects at: www.cp-ag.at



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DEMOGRAPHIC FACTS

FOREIGN NATIONALS

VIENNA 25.6%
DONAUSTADT 15.8%
-9.8%

AVERAGE INCOME*

€ 22,830
€ 21,143 VIENNA

AGE PROFILE OF POPULATION

11,133 0-5 YEARS
17,336 6-14 YEARS
21,072 15-24 YEARS
96,570 25-64 YEARS
26,867 >65 YEARS
AGE 39.6 YEARS

* Source: Statistik Austria, 2014 income tax statistics, average annual net income in euros, 2010

1220
DONAUSTADT

HOUSING FACTS

172,978 RESIDENTS 2015
78,086 MAIN RESIDENCES
2.23 PERSONS/HOUSEHOLD 2015
MOVED IN + 5,090
MOVED OUT - 4,272
MIGRATION BALANCE + 818

USAGE

26.8% BUILT-UP
9.3% TRAFFIC
54.4% GREEN
9.4% WATER


HOUSING COSTS (PRICE/m²)

OWNER-OCCUPIED
FIRST OCCUPANCY € 3,550 /m²
OTHER € 2,550 /m²

RENTED
FIRST OCCUPANCY € 10.20 /m²
OTHER € 9.30 /m²
INVESTMENT PROPERTY € 650 to € 1,200 /m²

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Why invest with C&P?

Because of our premium customer service and advantages

- Directly owned condominiums in Vienna, Berlin or Graz
- Monthly stable rent income
- Guaranteed rent income („first rent guarantee“ and possible „longterm rent guarantees“)
- „Full service management package“
- New, trendy, well located and high-quality condominiums






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FACTS TO CONSIDER

C&P's condominiums offer you even more key advantages:

- Security of your investment through registration of your ownership in the land register
- Inflation indexed rent contracts
- Stable and long-term rent income supervised by C&P Management
- Possibility of using credit leverage to improve your income
- Participation in the price increases of land and properties in the cities
- Investment in stable countries and secure political environments
- Investment in newly built condominiums instead of old buildings, which need frequent refurbishments
- Investment in condominiums with easy to rent sizes inquired by young couples and singles in growing city districts
- Condominiums easy to sell, because of size and affordable investment amounts
- "C&P Full-Service Package" including day-to-day management of your investment, repair services, collection of rents, claim management, free-of-charge "first rent guarantee"

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RESIDENTIAL MARKETS

C&P Immobilien AG is a leading market participant in the residential development business in:

AUSTRIA: Vienna, Graz, Klagenfurt

GERMANY: Berlin

C&P Immobilien AG has started in 2015 with asset management and portfolio management for residential portfolios in Germany.

C&P Immobilien AG has also started the new department for Institutional Sales to service professional real estate investors, headquartered in Vienna this year.



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VIENNA, GRAZ and BERLIN

The cities, where we develop our projects, have several key arguments to consider residential real estate investments:

- Growing population (Vienna 25.000, Berlin 35.000 p.a.) because of immigration
- Lack of newly built apartments
- Secure and stable political and economic environment (Germany and Austria AAA-rated by Moody's Rating Agency)
- Constant prices and rent increases over the past 10 years to be extended in the upcoming years



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Referenceprojects

Schütttaustraße 56



Wagramer Straße 50

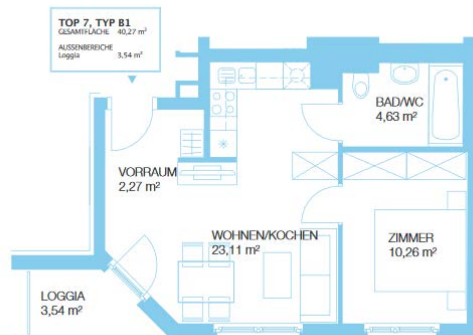


Investment Property Concept



Zimmer = Room
 Wohnen/Kochen = Living Room/Kitchen
 Vorraum = Entrance
 Bad/WC = Bathroom/Toilet

- 1200 Vienna,
- Marchfeldstraße 10
- e.g. Top 7 TYP B1
- total area 40,27
- Loggia 3,54 m²



Loan Calculation TOP 7

Necessary funds		€ 93.570,38
1,2% lien on	€ 117.600,00	€ 1.411,20
Additional Costs (expenses, land register, valuation fee...)	0,50%	€ 490,00
Bank processing fee	2,00%	€ 1.960,00
Rounding		€ 568,42
Rounded Total Amount of Loan		€ 98.000,00

Installment: fixed rate 2,5% 20 years, amortization 25 years; interest rate remaining term: 4% € 439,64

with the chosen financing parameters and according to current interest rates (3 month EUIBOR) the installment is €391,94

Monthly rental Income	Maintenance Costs	Area	Amount
Rental Income in the first Year (net)	0,25/m ²	40,27m ²	€ 500,16
Maintenance Costs			-€ 11,00
Facility Management Fee			-€ 20,00
Cleared Monthly Rental Income			€ 469,16 EUR
Rental yield			3,31%

**Performance over 25 years****Performance of Property**

Purchase Price of Property	€ 170.060,00
Additional Value of Property at 1,5 % p.a. price increase	€ 76.687,77
Value of Property after Term	€ 246.747,77

Equity Capital Investment

Equity Capital in case of Apartment Purchase	€ 90.000,00
corresponds to average monthly	9,13
Equity Capital Payment during Term payment of	€ -2.739,76
Invested Capital after Term	€ 87.260,24

Rent Income Development

Rental Income in the first year (net)	€ 469,16
Rent Adjustment at p.a. Indexation	1,50%
Possible Rent after Term	€ 680,73

Return on Equity Capital 4,03%

According to the current legal situation in case of property sale the return increases 3,43% due to property tax

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THE C&P SERVICE

FULL SERVICE FOR OUR CLIENTS –Donaufelderstraße Apartment



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Graphs used in this presentation first appeared in the "First Vienna Residential Market Report 2016"

Source of real estate study: Buwog, EHL Immobilien (free download available on internet)

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