

# **Investor Day**

Frankfurt am Main, 27th July 2006

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# Introduction

Rob Kauffman Bruce Snider

## **Eurocastle Overview**

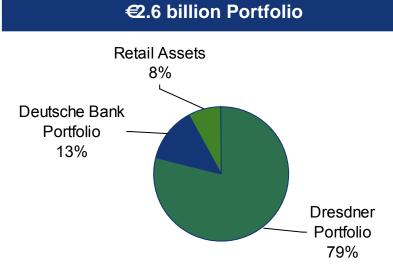
Who are we	<ul> <li>One of the largest listed owners of German commercial property</li> <li>"REIT"-like property investment company</li> <li>Dividend yield of 5.4%<sup>(1)</sup> with strong dividend growth potential</li> </ul>
Our Property Portfolio	<ul> <li>High quality office assets let long-term to strong credit lease tenants         <ul> <li>Owned at a discount to replacement costs</li> </ul> </li> <li>High quality retail assets let long-term to prominent retailers</li> </ul>
Our Target Acquisitions	<ul> <li>Focus on German commercial real estate</li> <li>Underpinned by stable, long-term cash flows</li> <li>Upside potential through active asset management</li> </ul>
Our Management	<ul> <li>Management strongly aligned with shareholder interest</li> <li>Fortress owns or controls approx. €300 million of shares in ECT<sup>(2)</sup></li> <li>Dedicated asset management and acquisitions team in Frankfurt</li> </ul>

(1)As of July 25, 2006; based on dividend per share of € 1.6 pro-forma for full inclusion of earnings from Dresdner acquisition in Q1 06 and share price of € 29.5 (see page 7)

(2) Fortress private equity funds, the Manager, Principals, Officers and Employees (as of July 25, 2006)



## **German Real Estate Portfolio**



- Number of Properties: 474
- Leaseable Space: 14 million ft<sup>2</sup> (1.3 million m<sup>2</sup>)
- W.A. Lease Term: 7.3 years
- W.A. NOI Yield: 5.4%
- Tenants: Approx. 80% of income from credit tenants
- Occupancy by Space: 82%

Note: As of 31 March 2006



#### Nationwide Portfolio



# **Eurocastle Objectives**

High Dividend Payout	<ul> <li>Pay out substantially all FFO</li> <li>No taxation at corporate entity level (Guernsey)</li> <li>No withholding on Eurocastle dividends</li> </ul>		
Focus on Germany	<ul> <li>Focus on German commercial real estate</li> <li>Underpinned by stable, long-term cash flows</li> <li>Upside potential through active asset management</li> </ul>		
	Organic Growth	Accretive Growth	
Generate 15% annual Growth	<ul> <li>Aggressively manage assets         <ul> <li>Lease-up vacancies</li> <li>Control costs</li> </ul> </li> </ul>	<ul> <li>Utilise significant market presence to         <ul> <li>Target single assets or small portfolios</li> <li>Pursue large portfolios through privatisations and/or restructurings</li> </ul> </li> </ul>	



### **Eurocastle's Growth Strategy**

• Our Objective: Generate 15% growth p.a. through organic and accretive growth

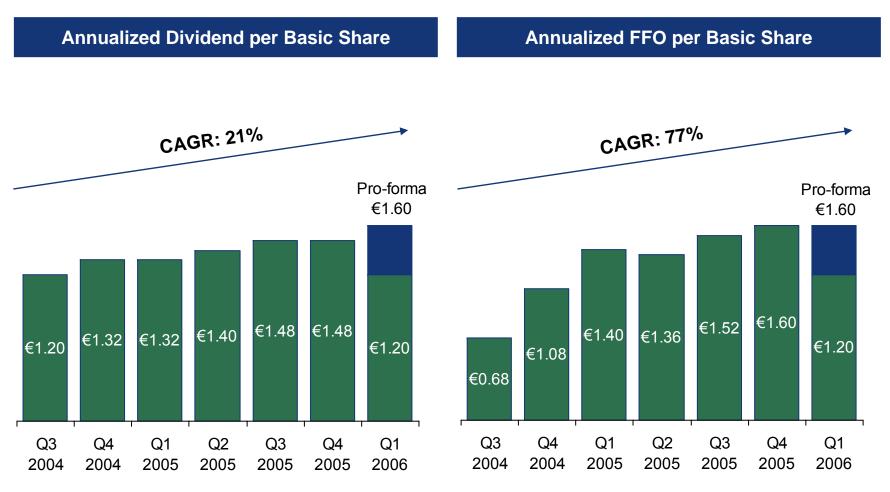
Organic Growth	Accretive Growth <sup>(1)</sup>	Accretive Growth <sup>(1)</sup>		
Dresdner Target	Acquisition Target	€1,000m		
<ul> <li>Increase lease-up from 80% – 90%</li> </ul>	Equity	€ 250m		
— Includes	Financing	€ 750m		
New lease income	Assumptions			
<ul> <li>Reduction in operating expenses</li> </ul>	<ul> <li>Asset net yield</li> </ul>	6.25%		
	<ul> <li>Debt financing costs</li> </ul>	5%		
Deutsche Target	Share price	€ 30		
<ul> <li>Increase lease-up from 75% – 80%</li> </ul>	<ul> <li>New shares issued</li> </ul>	8.3m		
	Total number of shares outstanding	53.9m		
Organic Growth in FFO	Accretive Growth in FFO			

(1) Example and numbers are for illustrative purposes only



### **Financial Performance since IPO**

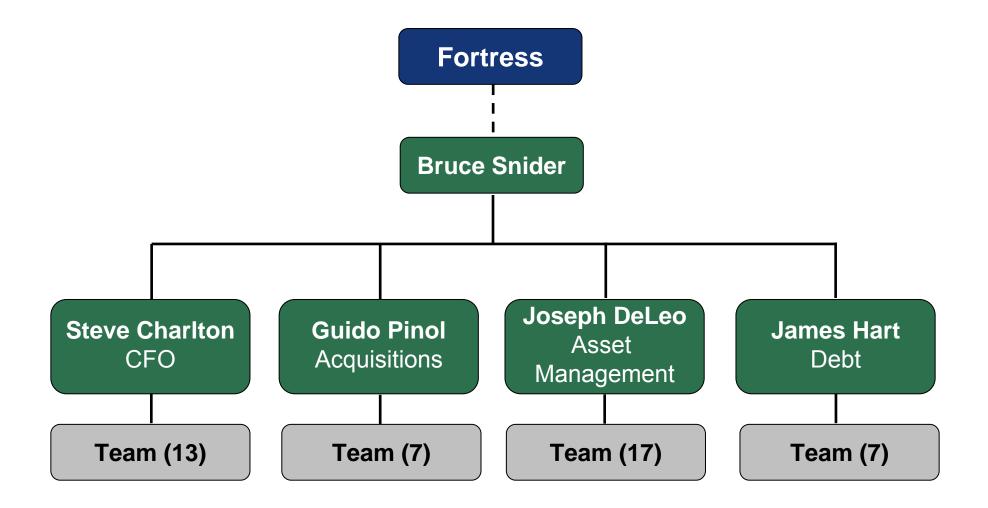
Growth of quarterly dividend and FFO reflects success of business model





Note: Q1 2006 FFO per share pro-forma for full inclusion of earnings from Dresdner acquisition in Q1 06; FFO per share in Q2 2005 is based on number of shares eligible for dividends in Q2 2005, i.e. number of shares used to calculate this FFO per share excludes those shares issued in the capital increase that occurred in June 2005





Note: Team members include six specialists to be hired





# **Acquisitions**

Head of Acquisitions Guido Pinol

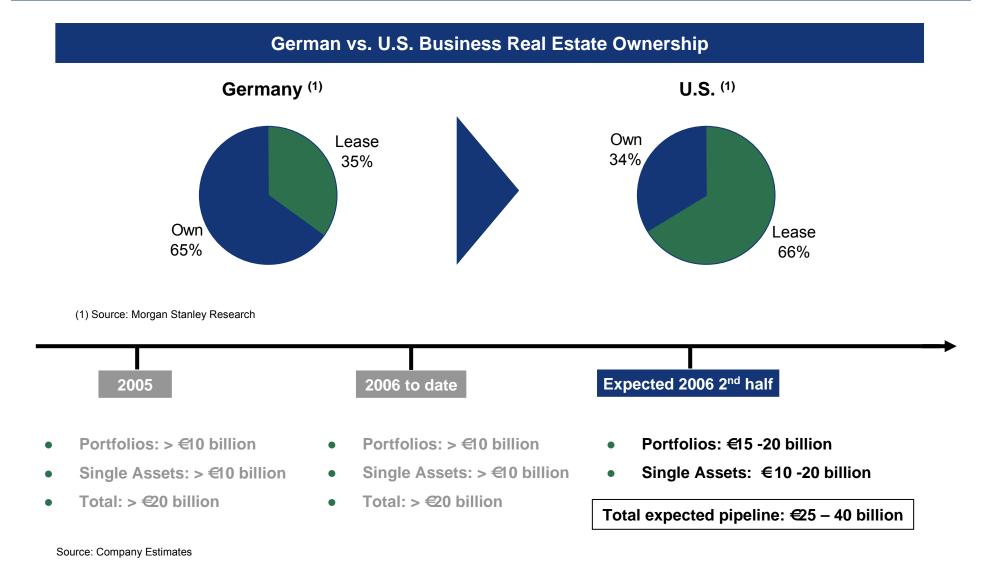
## **Acquisition Targets**

- We are well under way to meet our acquisition target of €1 billion this year
  - Off-market/ direct acquisitions
  - Auctions

	Investment Profile	Upside Potential
Office	<ul> <li>High quality office</li> <li>Good location quality</li> <li>Let medium to long-term</li> <li>Strong credit lease tenants</li> </ul>	<ul> <li>Professional asset management</li> <li>Locations which benefit from economic recovery</li> </ul>
Retail	<ul> <li>Let long-term</li> <li>Prominent retailers</li> <li>Primarily single tenant retail</li> <li>Good location quality</li> </ul>	<ul><li>Long-term asset management</li><li>Rents linked to CPI</li></ul>



### **Potential Pipeline 2006**





### Acquisitions Environment – H1 2006

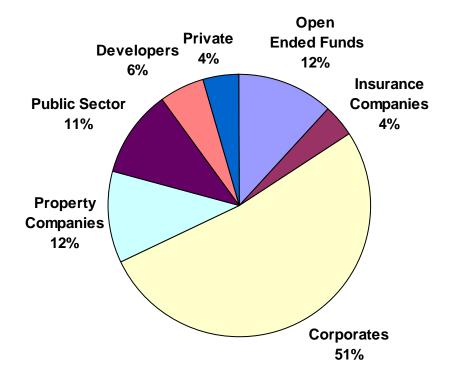
໌€7.625 m

448

#### Portfolio Transactions H1 2006 (>€100m)

	Туре	Vendor Type	# of Assets	Purchase Price (EUR m)
1	Retail	Corporate	174	3.700
2	Office	Public Sector	38	815
3	Office	Open Ended Fund	4	500
4	Retail	Property Company	34	387
5	Office	Private	6	333
6	Office	Property Company	29	315
7	Office	Corporate	13	300
8	Retail	Open Ended Fund	11	297
9	Office	Insurance Company	78	200
10	Office	Developer	5	190
11	Office	Developer	10	135
12	Office	Developer	15	123
13	Retail	Property Company	13	115
14	Logistics	Open Ended Fund	11	115
15	Retail	Insurance Company	7	100

#### Breakdown by Vendor (Value)



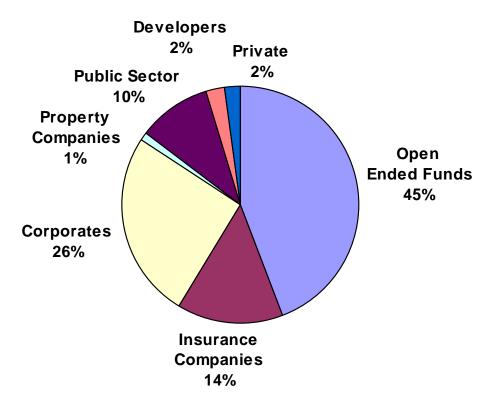
Source: Company Estimates



#### Expected Transactions H2 2006 (>€100m)

	Туре	Vendor	# of Assets	Expected Purchase Price (EUR m)
1	Office	Open Ended Fund	47	1.000
2	Office	Open Ended Fund	14	830
3	Office	Public Sector	36	800
4	Office	Open Ended Fund	2	800
5	Retail	Corporate	60	752
6	Office	Corporate	1	700
7	Office	Insurance Company	95	600
8	Office	Open Ended Fund	6	480
9	Office	Open Ended Fund	29	460
10	Office	Open Ended Fund	25	430
11	Retail	Corporate	110	400
12	Office	Open Ended Fund	20	400
13	Mixed	Insurance Company	42	390
14	Office	Insurance Company	25	350
15	Office	Public Sector	58	300
16	Office	Open Ended Fund	54	300
17	Retail	Corporate	97	270
18	Retail	Corporate	100	250
19	Office	Developer	10	250
20	Mixed	Corporate	70	250
21	Mixed	Private	8	250
22	Office	Insurance Company	66	225
23	Office	Corporate	53	150
24	Office	Property Company	8	100
		Ć	1.036	) €10.737 m

Breakdown by Vendor (Value)

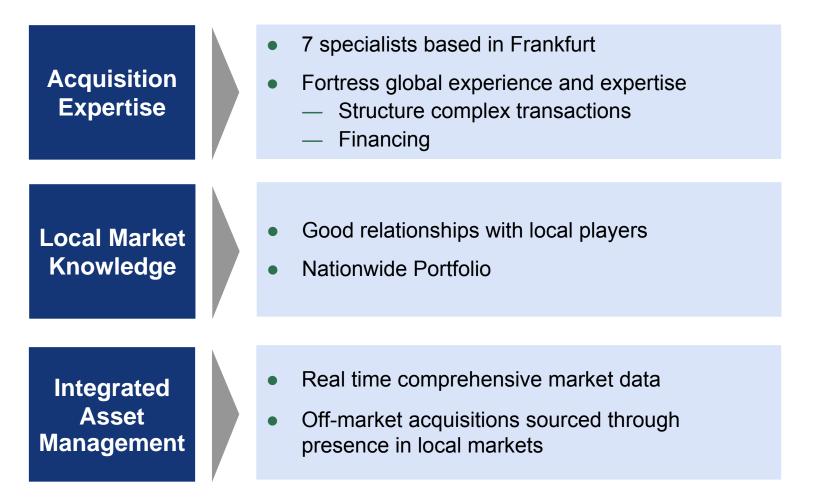


Source: Company Estimates



## **Competitive Advantage**

• We are among the largest integrated commercial property owners and managers in Germany





### **Progress Year to Date**

- €350 million acquisition volume
  - Closed or under Letter of Intent
- 3 transactions
  - 2 Office portfolios
  - 1 Retail portfolio
- 68 assets
  - 10 Office assets
  - 58 Retail assets



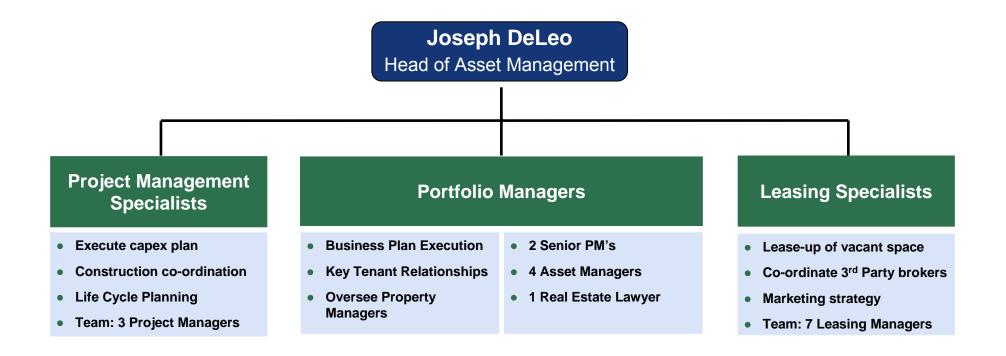


# **Asset Management**

Head of Asset Management Joseph DeLeo

## **Asset Management Platform**

• Value add asset management kept in-house with 17 specialists on the ground in Germany

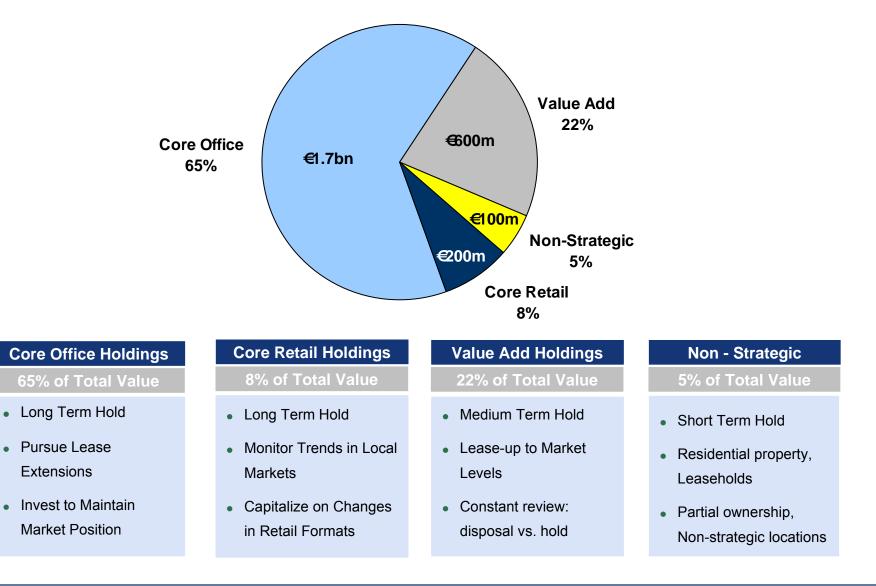


Third Party Property Managers				
Allianz	Atisreal	Patrizia	IC	Other

Note: Team members include four specialists to be hired



### **Asset Management Strategy**





Objectives	Plan	Results to Date
<ul> <li>Grow Revenues</li> </ul>	<ul> <li>Increase occupancy</li> </ul>	<ul> <li>YTD 38 new leases for 14,600 sqm</li> <li>Annualized Rents €1.4 million</li> <li>Average rents of €7.20 sqm</li> <li>Weighted Average Term 6.3 yrs</li> </ul>
<ul> <li>Maintain Occupancy</li> </ul>	<ul> <li>Active Tenant Management</li> </ul>	<ul> <li>Renewed 18,000 sqm</li> <li>Achieved 80% renewal rate</li> <li>Assumed 65% probability rate</li> <li>Preserved €1.8 million of rent</li> </ul>
<ul> <li>Increase Cash-Flow</li> </ul>	<ul> <li>Control Costs/ Manage Capex</li> </ul>	<ul> <li>Re-tendered FM contracts</li> <li>Reduced FM costs by 20%</li> <li>Re-focused Capital Expenditures</li> <li>Reduced 2006 spend by 50%</li> </ul>



## **Eurocastle's Growth Strategy**

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Organic Growth in FFO	Accretive Growth in FFO			

	Growth Case
Current FFO + Organic Growth	+ Accretive Growth – Mgmt. Fees = New FFO

(1) Example and numbers are for illustrative purposes only



