



# Interim Report for the 1st half year 2013

Conference Call

Duisburg, 08.08.2013

hamborner  
**REIT**

ZUKUNFT BRAUCHT SUBSTANZ



## First half year 2013 successfull

### Growth continued



- Transfer of possession: Munich, Berlin and Bayreuth
- Contracts signed: Hamburg (in 2012)
- Portfolio volume 30.06.2013: € 674 million

AGM 07 May 2013:

- Creation of new Authorised Capital
- Authorisation to issue option and convertible bonds

### Positive operational business development

- 22 % increase in rents
- Vacancy rate 3.7 % (2.4 % including rent guarantees)

### Sound financial structure

- REIT equity ratio 51.9 %
- No refinancing needs

### Positive outlook for full year 2013

- Rents + 20 %
- FFO + 20 % – 25 %

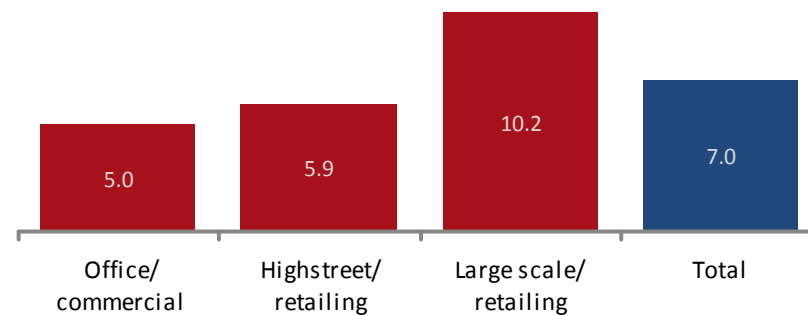
## Significant key figures for the first half year of 2013

Key figures	H1 2013	H1 2012	Change
Rental revenues	€ 22.2 million	€ 18.2 million	+ 22 %
Operating result	€ 11.0 million	€ 8.9 million	+ 24 %
Profit for the period	€ 5.6 million	€ 3.8 million	+ 49 %
Funds from Operations	€ 12.4 million	€ 9.8 million	+ 27 %
Funds from Operations (FFO) per share *	€ 0.27	€ 0.29	
	<b>30.06.2013</b>	<b>31.12.2012</b>	
REIT equity ratio	51.9 %	60.3 %	- 8.4 %-points
Loan to value (LTV)	43.8 %	34.2 %	+ 9.6 %-points
Net asset value (NAV) per share *	€ 8.01	€ 8.17	

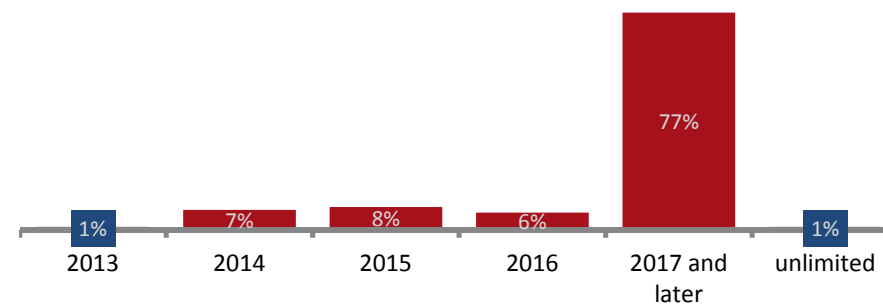
\* 2013: 45.493.333 million shares  
2012: 34.120.000 million shares

## Long-term leases with strong tenants

**Weighted average lease expiry by type (30 June 2013, in years)**












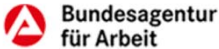
**Split of lease contract expiry by year (30 June 2013)**



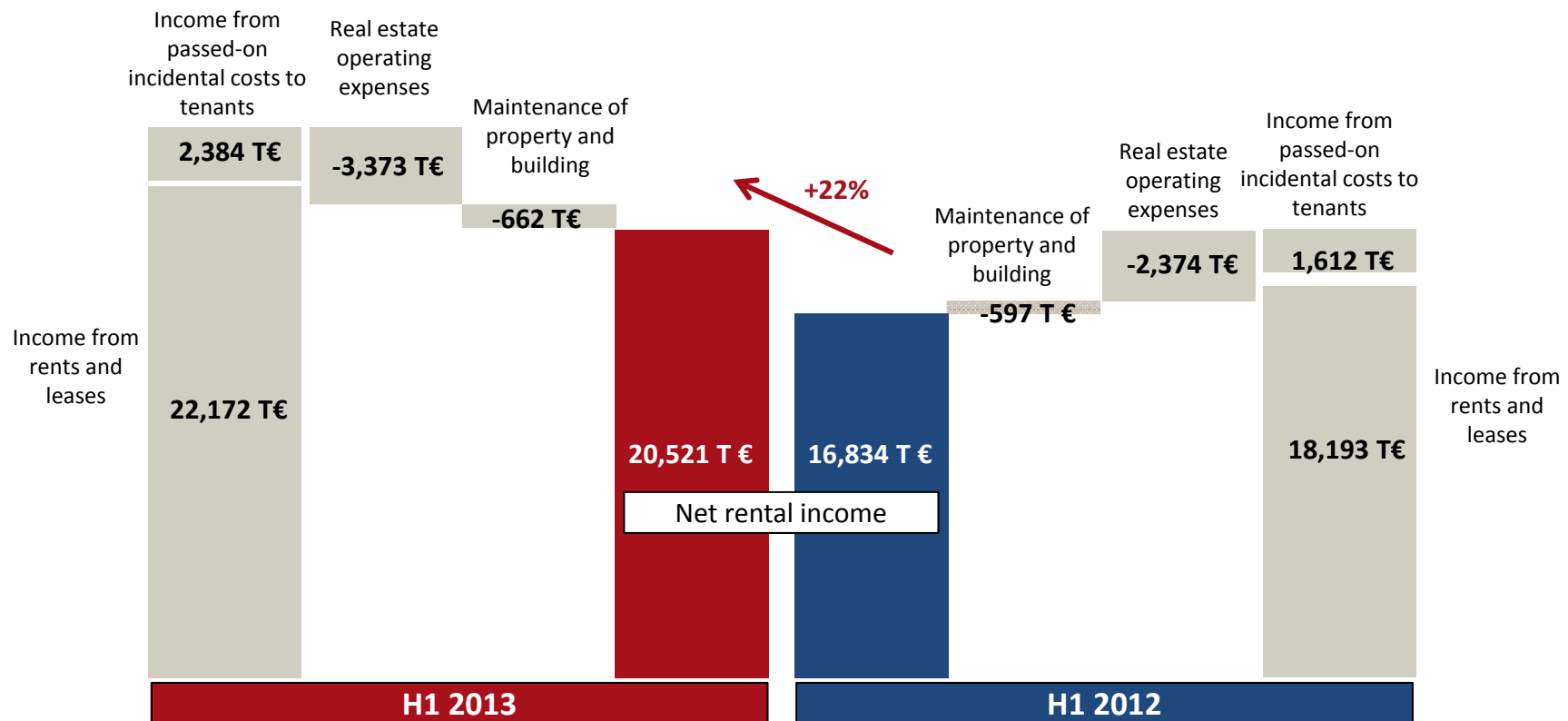
## TOP 10 Tenants

### Creditworthy tenants

#### Top 10 tenants (30 June 2013, % of annual rent\*)

	<u>Tenant</u>	<u>Sector</u>	
	EDEKA	Discount food retail	15.2%
	Kaufland Group	Discount food retail	10.2%
	OBI	Retail (DIY)	6.1%
	AREVA	Power & Utilities	2.1%
	SFC Energy	Industrials/Energy	2.1%
	Estée Lauder	Luxury consumer goods	1.9%
	Schneider Electric	Energy Management	1.9%
	Telefonica O2	Telecommunication	1.8%
	REWE	Food retail	1.7%
	BfA	Government	1.7%
	<b>Total</b>		<b>44.7%</b>

## Development of net rental income

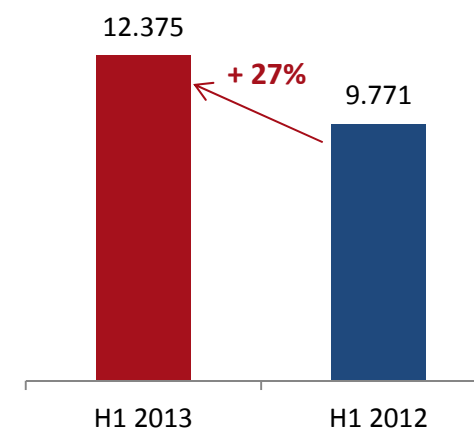


## Profit and loss account according to IFRS

in T €	H1 2013	H1 2012
<b>Net rental income</b>	<b>20,521</b>	<b>16,834</b>
Administrative expenses	-593	-501
Personnel costs	-1,547	-1,389
Depreciations	-8,115	-6,008
Other operating income	1,102	254
Other operating expenses	-341	-300
<b>Operating result</b>	<b>11,027</b>	<b>8,890</b>
Result from the sale of investment properties	351	17
<b>Earnings before interest and taxes (EBIT)</b>	<b>11,387</b>	<b>8,907</b>
Financial result	-5,767	-5,127
Taxes	0	-7
<b>Net profit for the period</b>	<b>5,611</b>	<b>3,773</b>

## FFO

in € thousand	30.06.2013	30.06.2012
<b>Income from rents and leases</b>	<b>22,172</b>	<b>18,193</b>
Income from passed-on incidental costs to tenants	2,384	1,612
Real estate operating expenses	-3,373	-2,374
Property and building maintenance	-662	-597
<b>Net rental income</b>	<b>20,521</b>	<b>16,834</b>
- Administrative expenses	-593	-501
- Personnel costs	-1,547	-1,389
+ Other operating income*	102	254
- Other operating expenses	-341	-300
+ Interest income	26	117
- Interest expenses	-5,793	-5,244
<b>FFO before taxes</b>	<b>12,375</b>	<b>9,771</b>
<b>FFO per share**</b>	<b>0.27</b>	<b>0.29</b>



\* adjusted for one-time effect (payment tenant Konsum)

\*\* H1/2013: 45.493.333 shares

H1/2012: 34.120.000 shares



## Investments/Divestments – transfer of possession first half year 2013



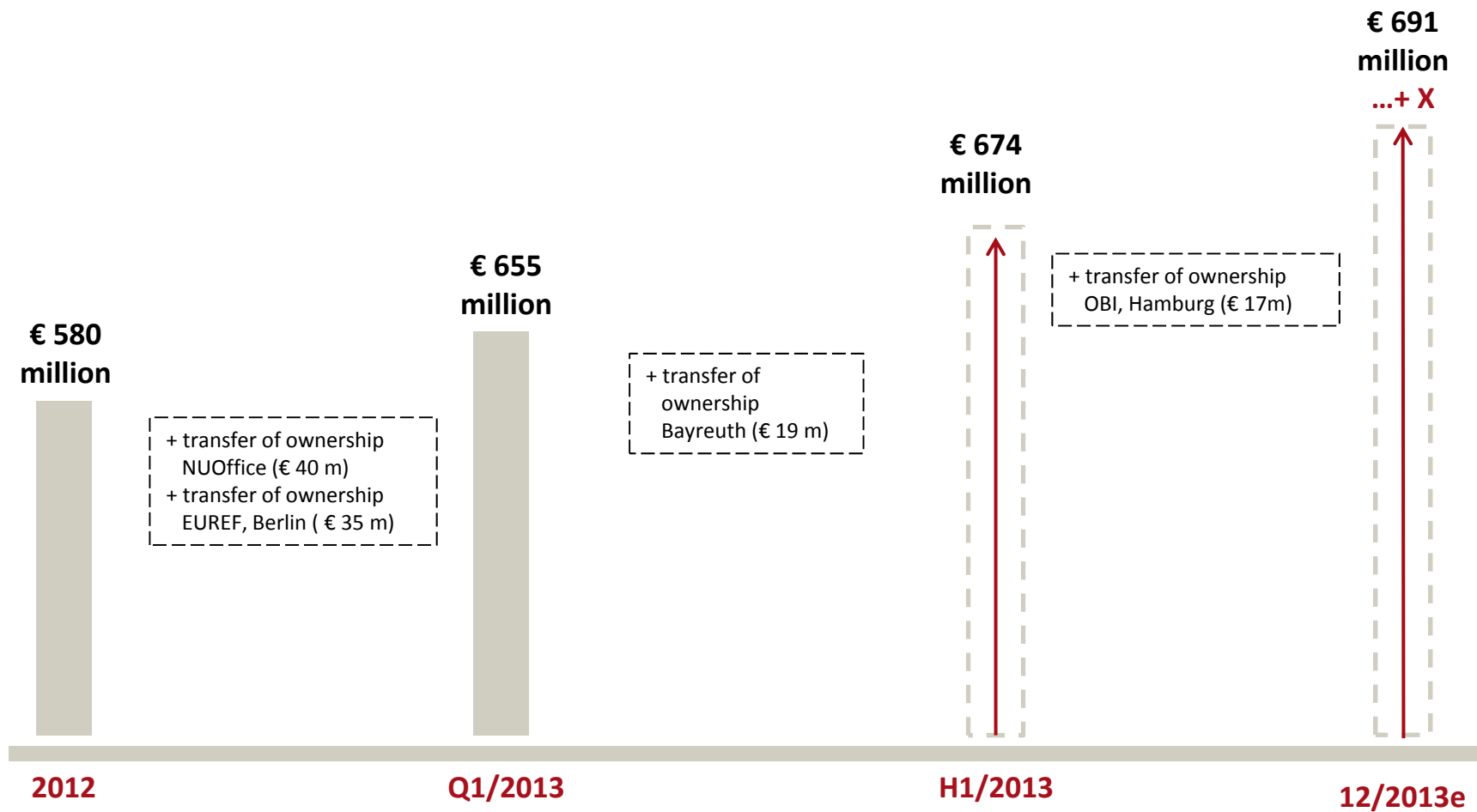
	Munich, NuOffice	Berlin, EUREF – Torgauer Straße	Divestment non strategic / undeveloped land in Dinslaken
<b>Built</b>	2012	2012/2013	<b>Sqm: 5,300</b>
<b>Main Tenant</b>	Estée Lauder, McLaren, Armani, Milon...	Schneider Electric GmbH, Arcadis,...	<b>Book profit: 350,795 €</b>
<b>Leased Area</b>	approx. 12,000 sqm	approx. 12,700 sqm	
<b>Annual Rental income</b>	approx. € 2.4 million	approx. € 2.2 million	
<b>Remaining term</b>	8.0 years	7,2 years	
<b>Gross initial yield</b>	5.9 %	6.7 %	
<b>Purchase price</b>	€ 39 million	€ 32.99 million	
<b>Transfer of possession</b>	January 2013	March 2013	

## Investments – transfer of possession after first half year 2013



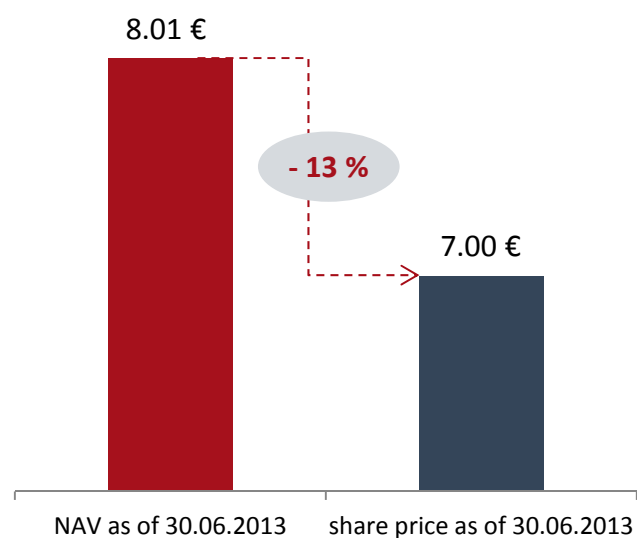
	Bayreuth, Spinnereistraße	Hamburg, OBI Sander Damm (under construction)
<b>Built</b>	2009	2013
<b>Main Tenant</b>	Jobcenter Bayreuth, Synlab Weiden, Schuhcenter Siemes, Deutsche Apotheker- und Ärztebank	OBI
<b>Leased Area</b>	approx. 8,500 sqm	approx. 10,200 sqm
<b>Annual Rental income</b>	approx. € 1.4 million	€ 1.25 million
<b>Remaining term</b>	6.5 years	15 years
<b>Gross initial yield</b>	7.3 %	7.3 %
<b>Purchase price</b>	approx. € 18.5 million	approx. € 17.2 million
<b>Transfer of possession</b>	June 2013	Q4 2013e

## Development of HAMBORNERs portfolio value



## Net asset value (NAV) in accordance with EPRA

Discount of the XETRA-closing price to the NAV = 13 % (30.06.2013)



NAV calculation (in accordance with EPRA)	30.06.2013 in € million	31.12.2012 in € million
Balance sheet long-term assets	592	511
+ Balance sheet short-term assets	6	30
- Non-current liabilities and provisions	-305	-235
- Current liabilities and provisions	-14	-14
<b>Balance sheet NAV</b>	<b>279</b>	<b>292</b>
+ Hidden reserves long-term assets	85	80
<b>NAV</b>	<b>364</b>	<b>372</b>
<b>NAV per share in €</b>	<b>8.01</b>	<b>8.17</b>

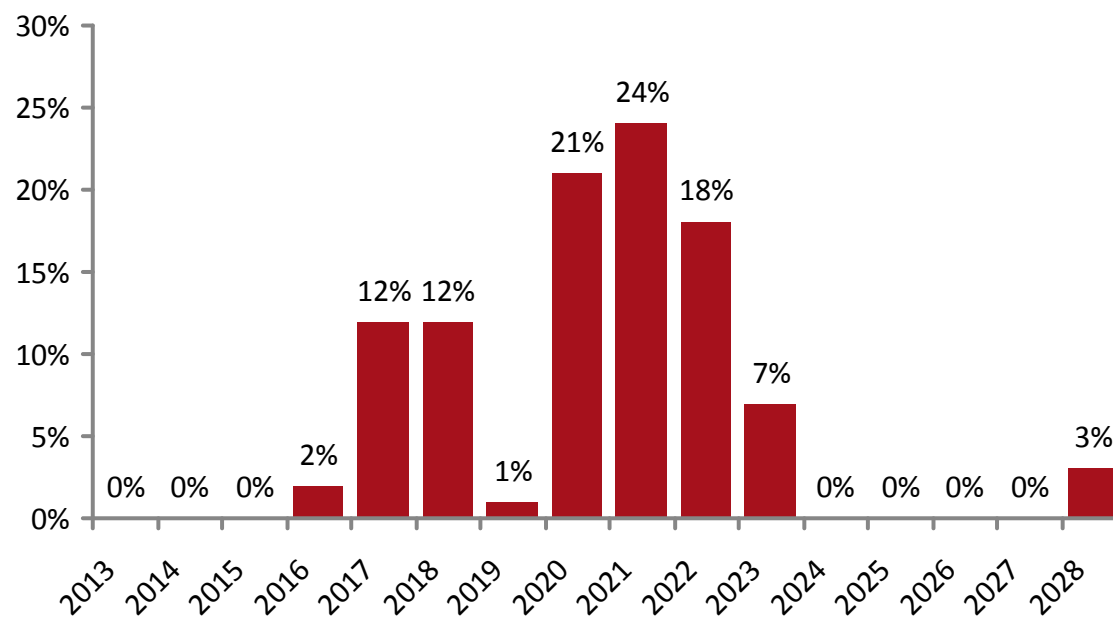
## Balance sheet in accordance with IFRS

in € million	30.06.2013	31.12.2012
<b>ASSETS</b>		
<b>Non-current assets</b>	<b>592.5</b>	<b>511.3</b>
Investment Properties	592.0	510.8
Other	0.5	0.5
<b>Current assets</b>	<b>6.2</b>	<b>30.1</b>
Trade receivables and other assets	0.9	0.8
Bank deposits and cash balances	5.3	29.3
<b>Total assets</b>	<b>598.7</b>	<b>541.4</b>
<b>EQUITY AND LIABILITIES</b>		
Equity	267.3	276.8
Financial liabilities and derivative financial instruments	313.1	245.9
Other liabilities and provisions	18.3	18.7
<b>Total equity and liabilities</b>	<b>598.7</b>	<b>541.4</b>

Equity ratio 44.7%

## Stable and predictable cost of debt

### Expiration of fixed interest rates (per 30 June 2013)



- Financial debt: € 313.1 million
- Liquid funds: € 5.2 million
- LTV: 43.8 %
- REIT equity ratio: 51.9%
  
- Average maturity of fixed interest rates: 7.5 years
- Average cost of debt: 3.9%
- Banks
  - Institutional banks
  - Cooperative banks
  - Saving banks
  - Insurance companies

## Summary & Outlook

- H1 2013:
  - Positive operational business development
  - Rents and FFO increased
  - Transfer of possession of objects in Munich, Berlin and Bayreuth
  - Creation of new Authorised Capital
  - Authorisation to issue option and convertible bonds
  
- Business year 2013:
  - Further increase of rental income in 2013 expected (+ 20 %)
  - Further clearly increase of FFO in 2013 strived (+ 20 % - 25 %)

## Financial Calendar 2013/2014

<b>HAMBORNER REIT AG</b>	
Annual general meeting 2013	7 May 2013
Interim report for 1st half 2013	8 August 2013
Interim report for 3rd quarter 2013	12 November 2013
Annual report 2013	26 March 2014
Interim report for 1st quarter 2014	5 May 2014
Annual general meeting 2014	6 May 2014

Many thanks for your attention!



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