

hamborner
REIT

ZUKUNFT BRAUCHT SUBSTANZ



Conference Call 1st quarter 2014

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First quarter 2014 successfull

Portfolio Changes (Jan-March 2014)



Sound financial structure

- REIT equity ratio 53.4 %
- No refinancing needs

Positive operational business development

- 7.6 % increase in rents
- Vacancy rate 2.7 % (2.5 % incl. rent guarantees)

Positive outlook for full year 2014

- Rents + 4-5 %
- FFO + 4-5 %

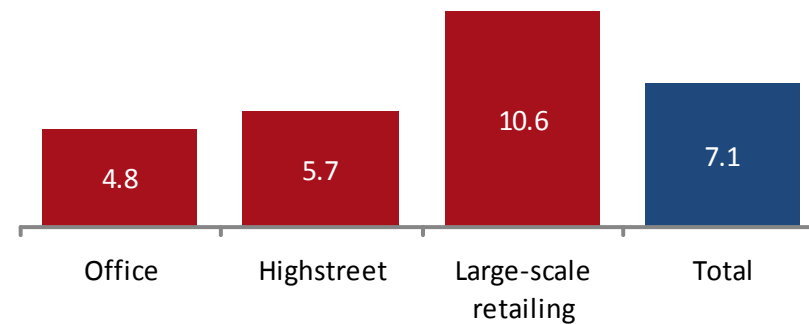
Significant key figures for the first quarter 2014

Key figures	Q1 2014	Q1 2013	Change
Rental revenues	€ 11.7 million	€ 10.9 million	+ 7.6 %
Operating result	€ 5.2 million	€ 6.1 million	- 14.9 %
Profit for the period	€ 6.3 million	€ 3.7 million	+ 69.9 %
Funds from operations	€ 6.4 million	€ 6.1 million	+ 3.7 %
Funds from operations (FFO) per share	€ 0.14	€ 0.14	+/- 0 %
	31.03.2014	31.12.2013	
REIT equity ratio	53.4 %	52.5 %	+ 0.9 %-points
Loan to value (LTV)	42.9 %	43.7 %	- 0.8 %-points
Net asset value (NAV) per share	€ 8.37	€ 8.25	

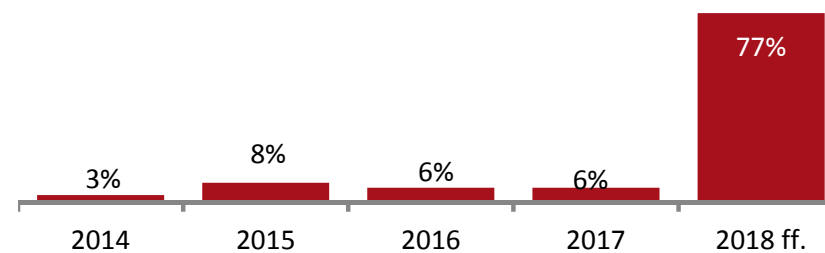
Long-term leases

77 % of the leasing contracts expires not before 2018.

Weighted average lease expiry by type (31/03/2014, in years)













Split of lease contracts expiring by year (31/03/2014)



TOP 10 tenants

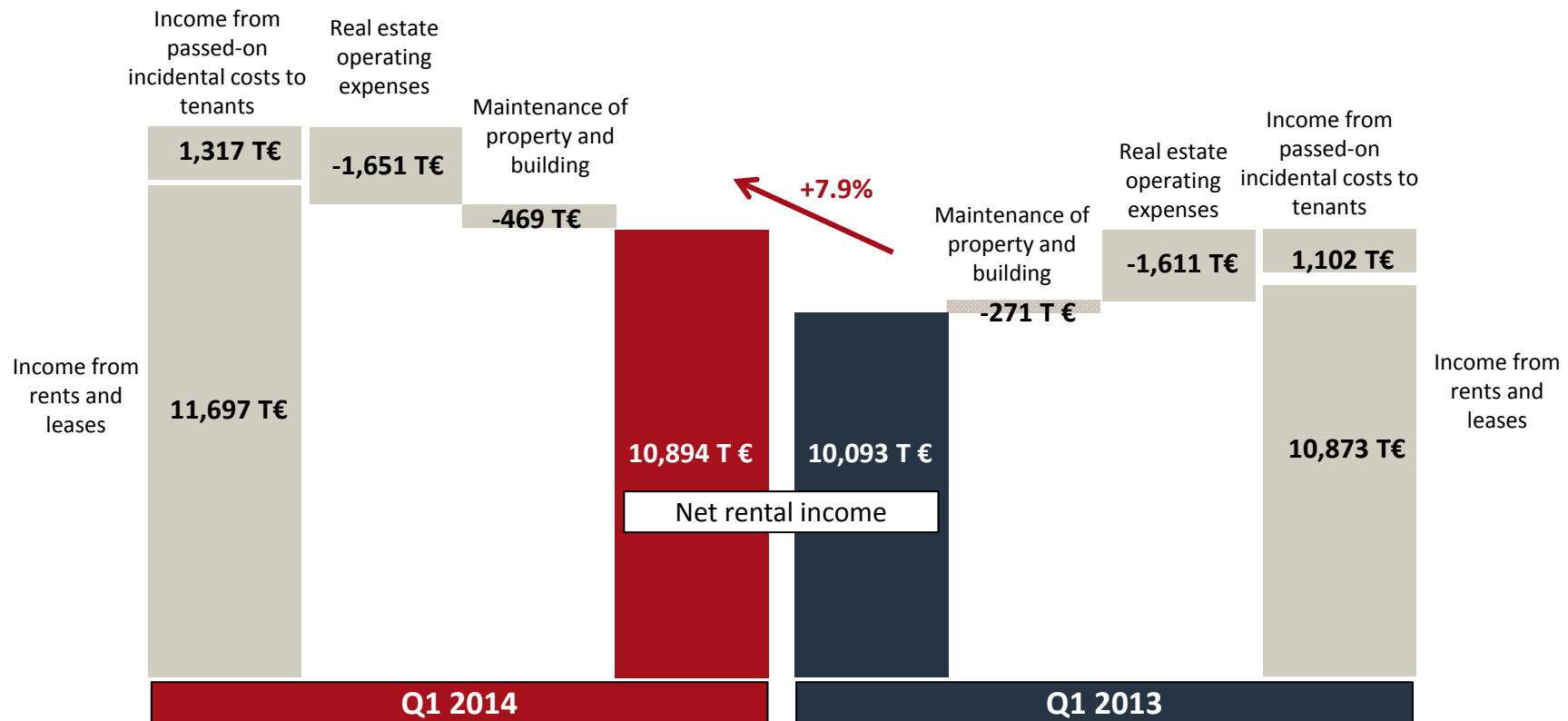
Solid tenants

Top 10 tenants (31/03/2014, % of annual rent *)

	<u>Tenant</u>	<u>Sector</u>	
	EDEKA	Discount food retail	14.6%
	Kaufland Gruppe	Discount food retail	10.4%
	OBI	Retail (DIY)	8.4%
	AREVA	Power & Utilities	2.0%
	SFC Energy	Industrials/Energy	2.0%
	Estée Lauder	Luxury consumer goods	1.9%
	Schneider Electric	Energy Management	1.8%
	Telefonica O2	Telecommunication	1.7%
	REWE	Food retail	1.6%
	Kaspersky	Software	1.5%
	Total		45.7%

* incl. rent guarantees

Development of net rental income

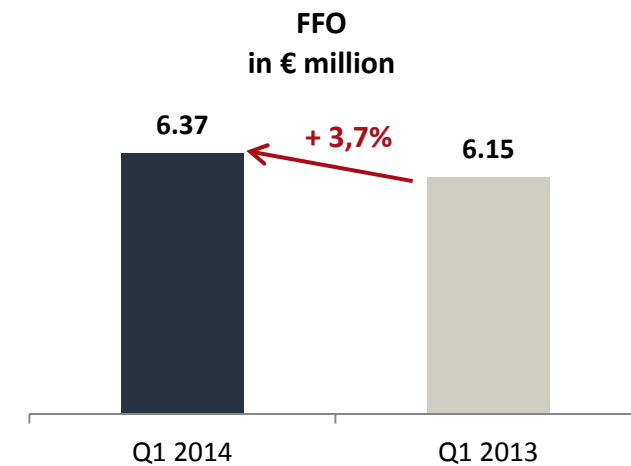


Profit and loss account according to IFRS

in T €	Q1 2014	Q1 2013
Net rental income	10,894	10,093
Administrative expenses	-283	-265
Personnel costs	-816	-756
Depreciations	-4,450	-3,773
Other operating income	187	1,057
Other operating expenses	-312	-225
Operating results	5,220	6,131
Result from the sale of investment properties	4,409	351
Earnings before interest and taxes (EBIT)	9,629	6,482
Financial result	-3,297	-2,756
Net profit for the period	6,332	3,726

Funds from Operations

in € thousand	31/03/2014	31/03/2013
Income from rents and leases	11,697	10,873
Income from passed-on incidental costs to tenants	1,317	1,102
Real estate operating expenses	-1,651	-1,611
Property and building maintenance	-469	-271
Net rental income	10,894	10,093
- Administrative expenses	-283	-265
- Personnel costs	-816	-756
+ Other operating income	187	57
- Other operating expenses	-312	-225
+ Interest Income	28	23
- Interest Expenses	-3,325	-2,779
FFO before taxes	6,373	6,148
FFO per share in Cent	14.0	13.5



Investments / Divestments 2014

Investments 2014



Bad Homburg

+ € 8 million (NIY 5,43%)
Transf. of poss. 01/2014 ✓



Berlin

+ € 19 million (NIY 6,29%)
Transf. of poss. 2015e

Divestments 2014



Moers

Selling-price: € 2.4 million
Transf. of poss. 01/2014 ✓



Wuppertal

Selling-price: € 2.8 million
Transf. of poss. 01/2014 ✓



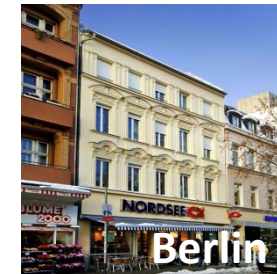
Hannover

Selling-price: € 5.7 million
Transf. of poss. 02/2014 ✓



Frankfurt

Selling-price: € 5.3 million
Transf. of poss. 04/2014 ✓



Berlin

Selling-price: € 5.3 million
Transf. of poss. H2/2014e

Investment Berlin, T-Damm Center in Schöneberg

More details...

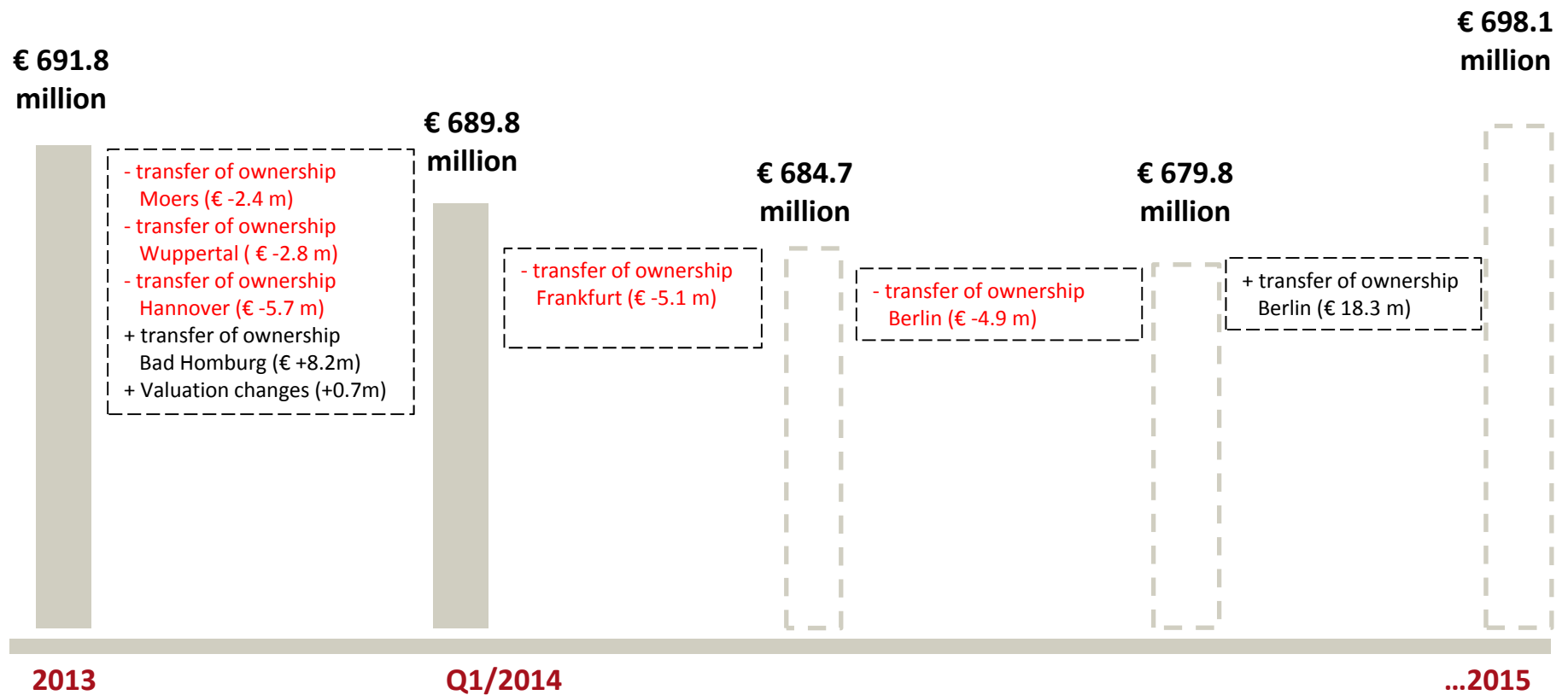


Berlin, T-Damm Center

Built	2014/2015
Main Tenant	Kaisers, Aldi, Rossmann,...
Leased Area	approx. 5,900 sqm (930 sqm retail, 980 sqm office)
Pre-lease rate	approx. 80 %
Annual Rental income	€ 1.15 million
Remaining term	12 years
Gross initial yield	6.3 %
Purchase price	approx. € 18.3 million
Transfer of possession	2015e

Development of HAMBORNERs portfolio value

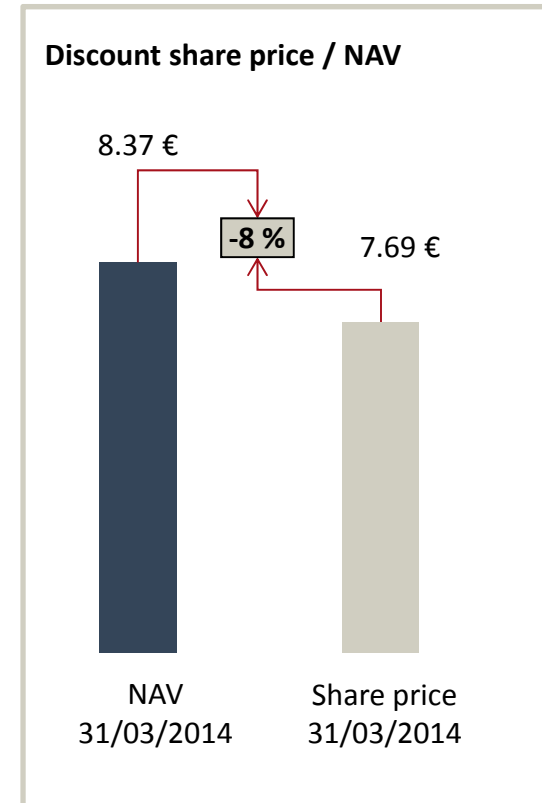
2014: Good environment for sale of non strategic objects



Net Asset Value (NAV) in accordance with EPRA

Discount of XETRA-closing price to NAV = 8 % (31/03/2014)

NAV according to EPRA	31/03/2014 in € million	31/12/2013 in € million
Balance sheet long-term assets	597	596
+ Balance sheet short-term assets	38	36
- Non-current liabilities and provisions	-331	-336
- Current liabilities and provisions	-15	-13
Balance sheet NAV	289	283
+ hidden reserves "Investment property"	86	88
+ hidden reserves "Non-current assets held for sale"	6	4
NAV	381	375
NAV per share in €	8.37	8.25



Balance Sheet

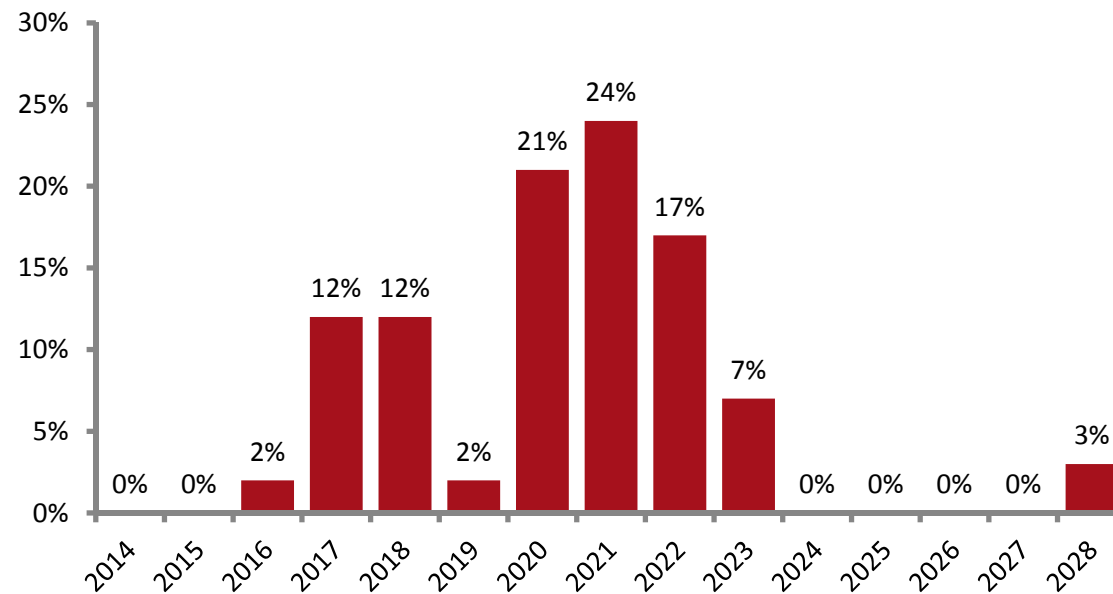
IFRS

in € million	31/03/2014	31/12/2013
ASSETS		
Non-current assets	597.1	596.3
Investment Properties	596.2	595.4
Other	0.9	0.9
Current assets	37.8	35.4
Trade receivables and other assets	1.2	0.8
Cash and cash equivalents	32.3	28.2
Non-current assets held for sale	4.3	6.4
Total assets	634.9	631.7
EQUITY AND LIABILITIES		
Equity	277.7	271.7
Financial liabilities and derivative financial instruments	340.2	342.4
Other liabilities and provisions	17.0	17.6
Total equity and liabilities	634.9	631.7

Equity ratio
43.7 %

Stable and predictable cost of debt

Expiration of fixed interest rates (31/03/2014)



- Financial debt: € 331.5 million
- Liquid funds: € 32.3 million
- LTV: 42.9 %
- REIT equity ratio: 53.4 %

- Average maturity of fixed interest rates: 7.2 years
- Average cost of debt: 3.9%

- Banks
 - Institutional banks
 - Cooperative banks
 - Saving banks
 - Insurance companies

Conclusion and outlook

1. Conclusion

- Successful first quarter 2014
- Positive development of operational business
- Progress with the sale of smaller properties with high administrative requirements
- Purchase contract signed for T-Damm Center in Berlin

2. Outlook

- € 4.4 million result from sale of properties in Q1 2014; another € 5.7 million from further sales in following month
- Further increase of rental income in 2014 expected (+ approx. 4-5 %)
- Similar increase of FFO in 2014 strived

Financial Calendar

HAMBORNER REIT AG	
Annual report 2013	26 March 2014
Interim report for 1st quarter 2014	5 May 2014
Annual general meeting 2014	6 May 2014
Interim report for 1st half year 2014	12 August 2014
Interim report for 3rd quarter year 2014	11 November 2014

Many thanks for your attention!

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