Accounts Press Conference of HAMBORNER REIT AG

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Check against delivery –

Ladies and gentlemen,

Allow me to also welcome you to this year's accounts and analysts' press conference. My colleague Dr. Mrotzek has provided you with details of the all-round highly gratifying figures. As in previous years, I would like to concentrate on some strategic aspects, the development of our portfolio and our positioning on the capital market.

Chart 14 Since 2007, the motto for HAMBORNER REIT's strategy has been "value-adding growth through the ongoing expansion of the portfolio". Here, we are continuing to pursue two primary strategic objectives. Firstly, there is the expansion of our current commercial property portfolio with a view to increasing returns by buying larger properties and selling smaller ones. As the management of larger properties incurs proportionately lower costs relative to rental income, this will allow us to improve our cost-income structures significantly and thereby generate notable economies of scale.

Secondly, we are targeting regional diversification in the high-growth areas of Germany, which are mainly in the south and southwest. Here, we are primarily focusing on towns outside major cities

where we are still finding the attractive levels of return needed for a high dividend distribution.

Chart 15 We have seen significant improvements in both of our leading objectives. Over five years ago, at the end of 2006, our portfolio was highly compartmentalised. 59% of the portfolio's value related to properties with a fair value of €5 million or less. Individual properties with a value of more than €10 million accounted for just 14% of the portfolio's volume. By the end of 2011 this had all changed significantly. Just 18% of the €504 million portfolio is properties with a value of €5 million or less, while 55% of the portfolio relates to properties worth €10 million or more. In light of the assets still being added to our portfolio and those currently being considered, this value is undoubtedly set to rise.

The regional structure of our portfolio has also changed considerably. At the end of 2006, more than 53% of the portfolio's volume was located in NRW and only 3.9% in Bavaria/Baden-Württemberg. Despite substantial new acquisitions in NRW, this state today accounts for only just over 36% of the portfolio. Bavaria/Baden-Württemberg have caught up significantly and today represent almost 31% of the portfolio's volume.

Chart 16 Overall, at the end of 2011, our portfolio consisted of 69 properties at 51 locations in Germany, which contributed roughly equally to rental income based on our three asset classes. This is a mix that we are very happy with in terms of risk diversification.

Chart 17 The fundamental change in HAMBORNER's strategy took place over five years ago now. Having started with a portfolio value of €186 million, we have almost tripled this figure while the number of staff has remained virtually constant. The funds for this staunch growth course stem from the liquidation of the special securities fund in 2007 and the capital increase at the end of 2010.

Chart 18 In the past financial year, as my colleague has already said, eight properties with a total value of €122 million were transferred to our portfolio. These generate a rental volume of around €8.5 million per year. An OBI DIY store will be added to the portfolio in the next few days and the office building in Munich will be added after its completion in early 2013. Thus, we have now invested most of the proceeds we generated from the capital increase. Without threatening the REIT equity ratio criterion of at least 45%, which we want to bring to around 50%, we still have around €50 million to invest. We are currently looking at two large-area retail properties and an of-

fice building. Thus, we are optimistic that we can invest this remaining amount by signing agreements by the end of the year.

Chart 19 And now a few remarks on the new properties themselves. I had already presented the properties added to the portfolio at the start of 2011 in Brunnthal and Bad Homburg at last year's press conference.

Chart 20 This is also true of our OBI store in Leipzig and the medical centre in Regensburg.

Chart 21 At the start of July 2011, we took over the "sass.am.markt" property in Langenfeld for around €16.3 million. Here, a former Hertie department store has been revitalised into a high-quality retail property with tenants such as H&M, Tom Tailor, Intersport, dm and Das Depot.

In the third quarter of 2011, our largest property to date with a purchase price of around €28 million was added to our books following its completion. Campus Rötelheimpark is the centre of a new district in Erlangen built on a former barracks area. The main tenants for the office and retail space are Konsum, dm, Pfrimmer and Siemens. The leases

have an average term of ten years with a gross initial yield of 6.9%.

Chart 22 In Offenburg we acquired a retail property with the well-known chain store operator “Müller Drogeriemarkt” for around €7.9 million. The property is situated in the best part of the pedestrianised zone and its lease runs until 2018.

A further retail centre in Freiburg also joined our portfolio in November 2011. A new building has been built here to replace an out-of-date Edeka store. As in Stuttgart, the 18-year lease began on the handover of the property. The gross initial yield is 7.5%.

Chart 23 In a few days a newly built and just opened OBI DIY store in Aachen worth around €16 million will be added to our portfolio. OBI has been represented at this location for years but has significantly improved its situation with this approximately 11,000 m² new building.

Chart 24 In early 2013, the NuOffice in Munich-Schwabing measuring around 12,000 m² with an investment volume of approximately €39 million will be transferred to Hamborner. It is planned that the NuOffice will receive LEED platinum certification and will

therefore be one of the first properties in Germany in this top category. The NuOffice was developed in cooperation with the Fraunhofer Institute. Its prominent tenants include Esteé Lauder, Armani and MacLaren.

Chart 25 As before, we do not allow ourselves to be pressured when it comes to our planned disposals. We are not willing to accept offers that are significantly below the ascertained fair value, especially if the properties are fully let. Nonetheless, we made good progress in this respect in 2011 as well. In addition to a property in Krefeld, we have also bid farewell to Erfurt. The properties there were too small for us in terms of their individual value. We generated income of around €5.6 million from the sale of the three properties there. The purchase price was paid recently.

Chart 26 We have also again enjoyed considerable successes in the sale of our undeveloped land holdings from our time as a mining operation. After selling roughly 1 million m² in 2011, we still have 1.4 million m² in our portfolio that we hope to leverage.

Chart 27 Our shareholder structure has changed only marginally since last year's press conference. We still do not have a controlling shareholder. More

than 75% of our shares are in free float. Our largest single shareholder is Professor Siegert, who has held these shares for some time. We gained international investors such as Ruffer and Asset Value Investors in London as a result of transactions at the end of 2010 and the start of 2011. LRI Invest in Luxembourg and Sumitomo Trust & Banking in Tokyo fell below the 3% threshold over the course of the year. However, Allianz Global Investors increased its holding and thus exceeded the first reporting threshold of 3%.

Chart 28 Having closed at €6.40, we are dissatisfied with our share price performance in 2011. The trend over the year as a whole was constantly moving downwards. In light of the debt crisis, investors were apparently unwilling to undertake massive investments in real estate shares. Despite our comparatively better equity situation, we have been lumped together in this same group. The situation has brightened significantly since the start of this year. One factor aiding in this was our inclusion in the internationally highly regarded EPRA index on 19 March 2012 as a large number of investors are permitted to invest in real estate securities under their own guidelines only if they are listed in the EPRA index. Thus, we have successfully initiated the second phase of our ongoing journey towards

improved attention on the capital market after being included in the SDAX in 2011.

We will therefore also be maintaining our intensive investor relations work in the current year. We have already had our first roadshows and the next ones are already planned in.

Thank you all for listening!