



hamborner  
**REIT**



ZUKUNFT BRAUCHT SUBSTANZ

## Conference Call 1st quarter 2016

Dr. Rüdiger Mrotzek

Hans Richard Schmitz

27 April 2016

## Highlights

### Positive operational business development

- 23.2 % increase in rents
- Vacancy rate 1.2 % (1.6 % excl. rent guarantees)

### Solid financial structure

- REIT equity ratio 59.6 %
- LTV 37.6 %



Haerder-Centre Lübeck

Transfer of possession 29/02/2016

### Positive outlook for full year 2016

- Rents: + 13-15 %
- FFO: + 13-15 %

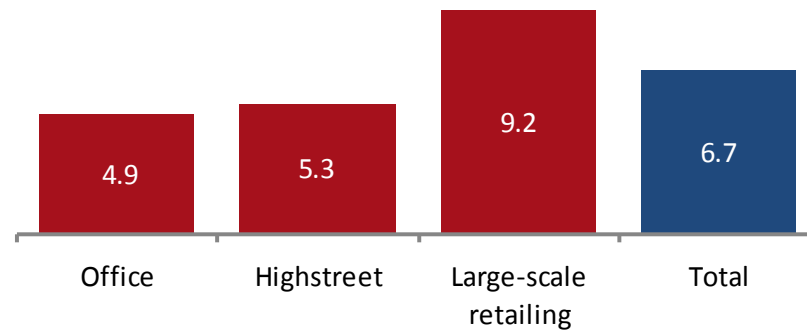
# Significant key figures for the first quarter 2016

Key figures	Q1 2016	Q1 2015	Change
Rental revenues	€ 14.7 million	€ 11.9 million	+ 23.2 %
Operating result	€ 7.0 million	€ 5.6 million	+ 25.8 %
Profit for the period	€ 6.1 million	€ 2.4 million	n/a
Funds from operations	€ 9.0 million	€ 6.6 million	+ 35.8 %
Funds from operations (FFO) per share	€ 0.15	€ 0.13	
Number of shares	62,002,613	50,042,665	
	<b>31.03.2016</b>	<b>31.12.2015</b>	
REIT equity ratio	59.6 %	61.5 %	- 1.9 %-points
Loan to value (LTV)	37.6 %	35.0 %	+ 2.6 %-points
Net asset value (NAV) per share	€ 9.22	€ 9.11	+ 1.2 %

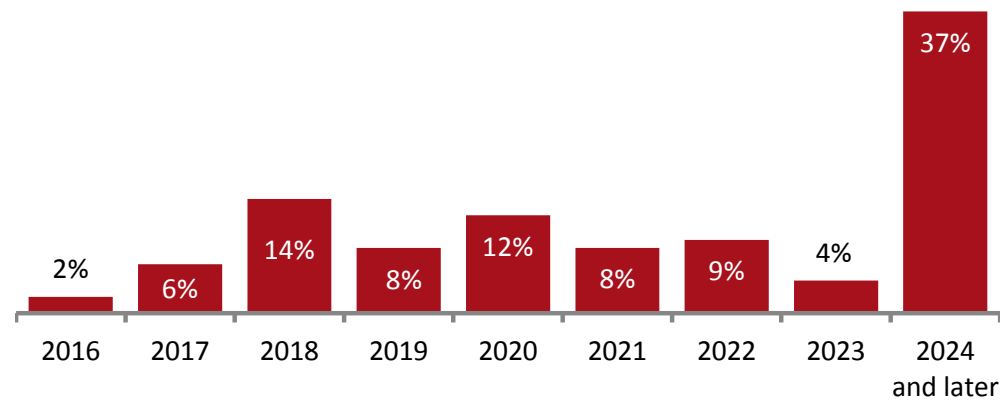
# Long-term leases

## Leasing contracts expire well distributed

### Weighted average lease expiry by type (31/03/2016, in years)












### Split of lease contracts expiring by year (31/03/2016)



# TOP 10 tenants

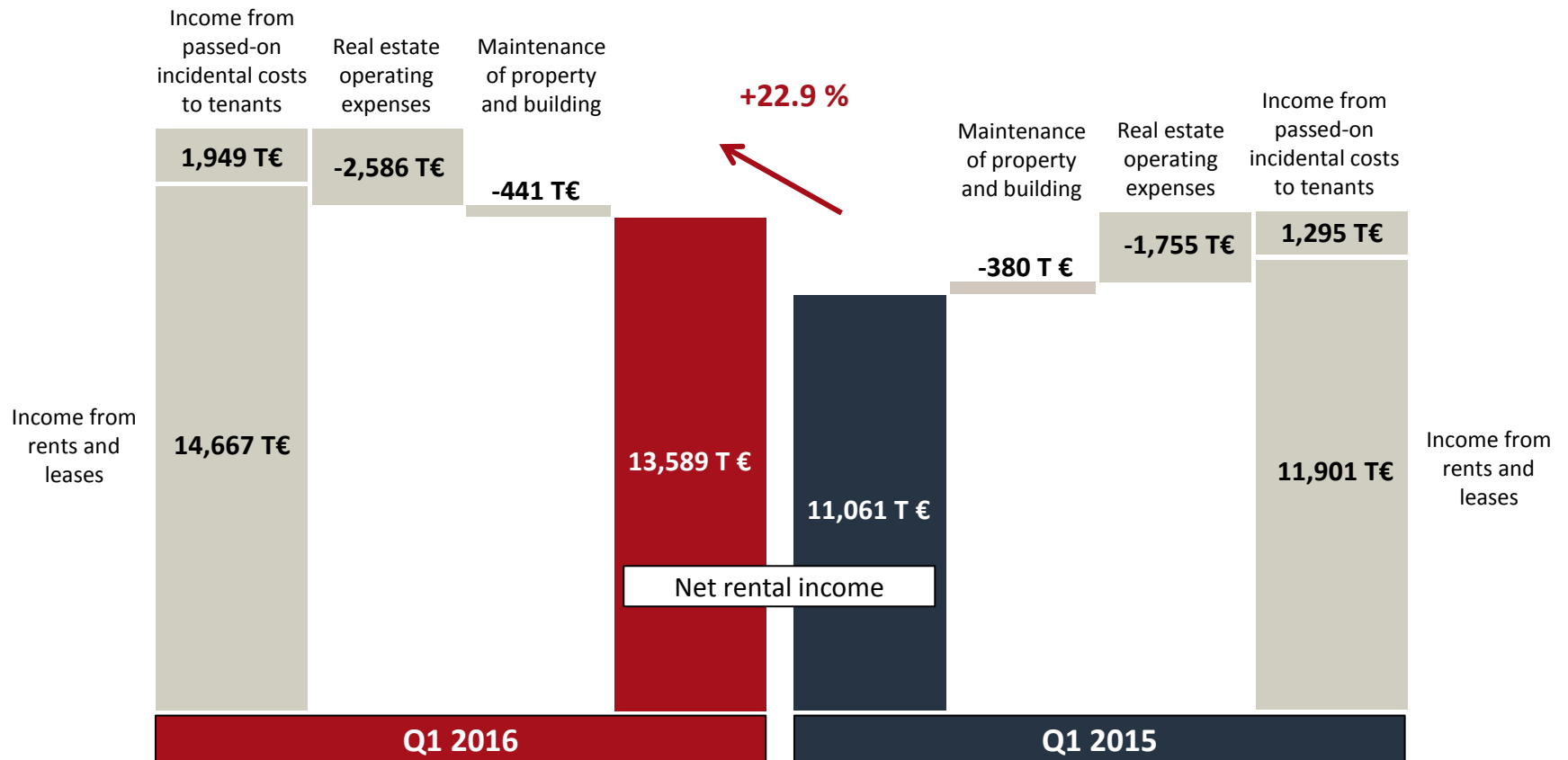
## Solid tenants

Top 10 tenants (31/03/2016, % of annual rent \*)

	<u>Mieter</u>	<u>Sector</u>	
	EDEKA-Group	Discount food retail	13.3%
	Kaufland Group	Discount food retail	8.6%
	OBI	Retail (DIY)	6.8%
	real,-	Discount food retail	5.1%
	Jobcenter	Agency of Unemployment	4.4%
	H&M	Textile retail	2.8%
	REWE-Group	Discount food retail	2.6%
	C&A	Textile retail	1.9%
	SFC Energy	Energy technology	1.6%
ESTÉE LAUDER	Estée Lauder	Cosmetics	1.5%
	<b>Total</b>		<b>48.6%</b>

\* incl. rent guarantees

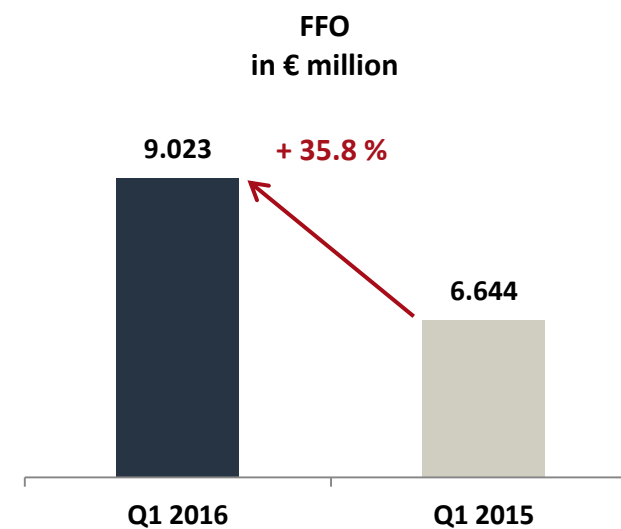
# Development of net rental income



# Profit and loss account according to IFRS

in T €	Q1 2016	Q1 2015
<b>Net rental income</b>	<b>13,589</b>	<b>11,061</b>
Administrative expenses	-312	-294
Personnel expenses	-901	-1,023
Depreciations	-5,357	-4,247
Other operating income	379	421
Other operating expenses	-352	-315
<b>Operating result</b>	<b>7,046</b>	<b>5,603</b>
Result from the sale of investment properties	2,465	0
<b>Earnings before interest and taxes (EBIT)</b>	<b>9,511</b>	<b>5,603</b>
Financial result	-3,380	-3,206
<b>Net profit for the period</b>	<b>6,131</b>	<b>2,397</b>

in € thousand	31/03/2016	31/03/2015
<b>Net rental income</b>	<b>13,589</b>	<b>11,061</b>
- Administrative expenses	-312	-294
- Personnel costs	-901	-1,023
+ Other operating income	379	421
- Other operating expenses	-352	-315
+ Interest Income	1	5
- Interest Expenses	-3,381	-3,211
<b>FFO</b>	<b>9,023</b>	<b>6,644</b>
- Capex	-4	-73
<b>AFFO</b>	<b>9,019</b>	<b>6,571</b>
<b>FFO per share in €</b>	<b>0.15</b>	<b>0.13</b>
<b>AFFO per share in €</b>	<b>0.15</b>	<b>0.13</b>





# Investments / Divestments Q1/2016

Investments Q1/2016



Haerder-Centre Lübeck  
Price € 49.1 million (GIY 6.5%)  
Transfer of possession 29/02/2016



Münster  
Price € 6.1 million (GIY 6.8%)  
Transfer of possession Q2/2016e



Ditzingen  
Price € 12.7 million (GIY 7.0%)  
Transfer of possession Q2/2016e

Divestments Q1/2016



Duisburg  
Selling price: € 2.64 million  
Transfer of possession 29/01/2016

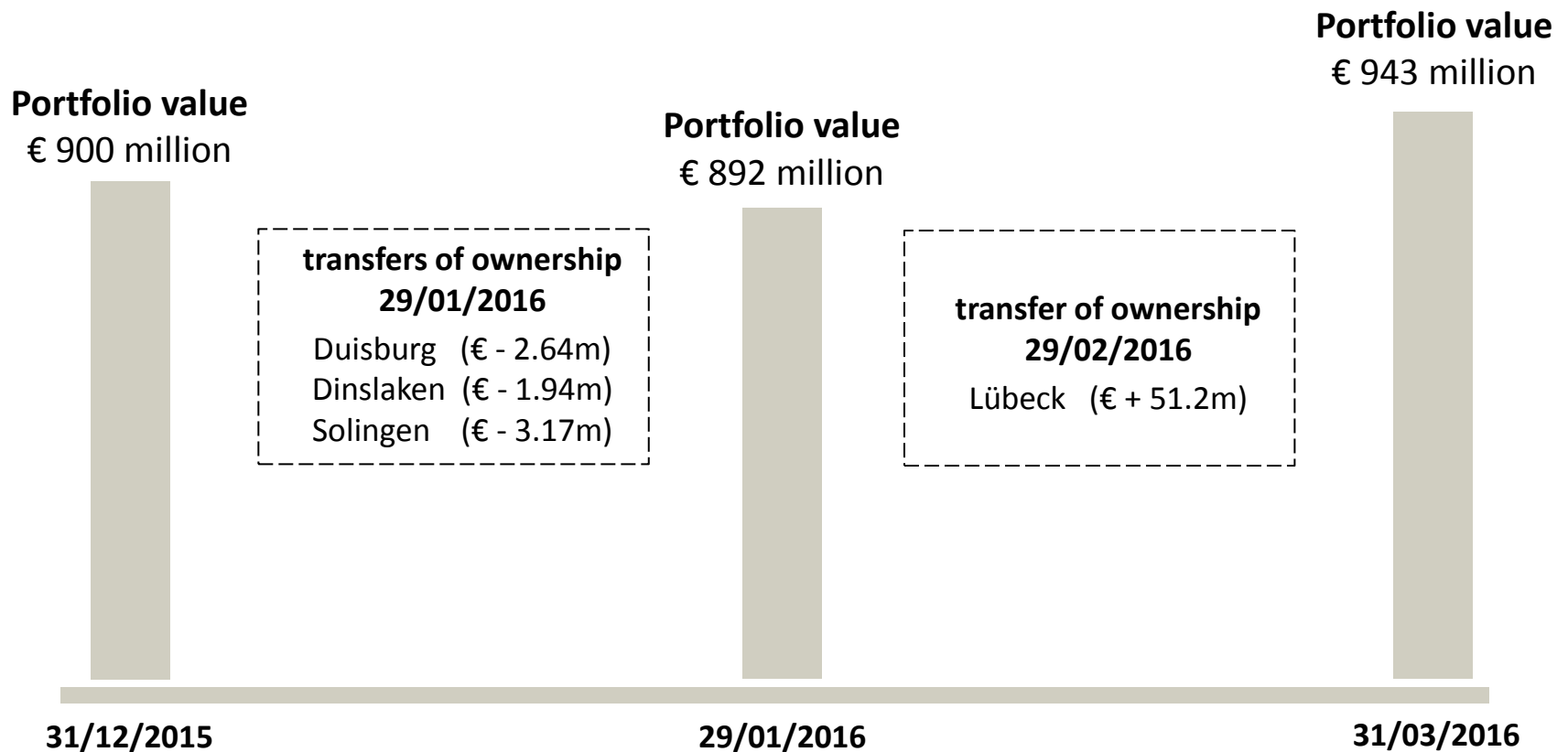


Dinslaken  
Selling price: € 1.94 million  
Transfer of possession 29/01/2016



Solingen  
Selling price: € 3.17 million  
Transfer of possession 29/01/2016

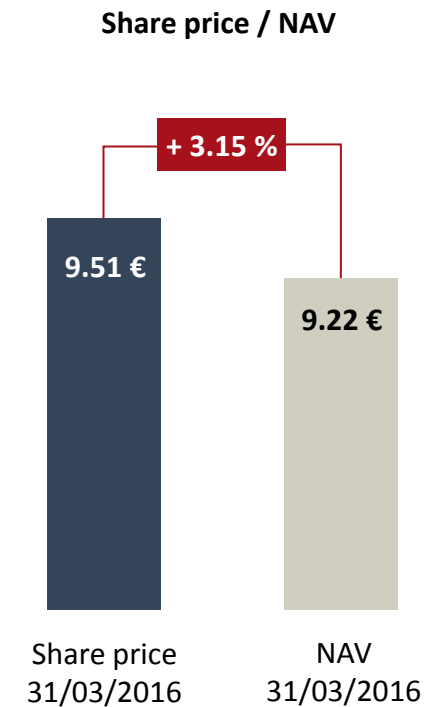
# Development of HAMBORNERs portfolio value



# Net Asset Value (NAV) in accordance with EPRA

Share price 3 % above NAV (31/03/2016)

NAV according to EPRA	31/03/2016 in € million	31/12/2015 in € million
Balance sheet long-term assets	797.4	752.0
+ Balance sheet short-term assets	30.6	34.6
- Non-current liabilities and provisions	-379.5	-343.0
- Current liabilities and provisions	-28.1	-29.3
<b>Balance sheet NAV</b>	<b>420.4</b>	<b>414.3</b>
+ hidden reserves "Investment property"	151.3	147.9
+ hidden reserves "Non-current assets held for sale"	0	2.5
<b>NAV</b>	<b>571.7</b>	<b>564.7</b>
<b>NAV per share in €</b>	<b>9.22</b>	<b>9.11</b>



# Balance Sheet

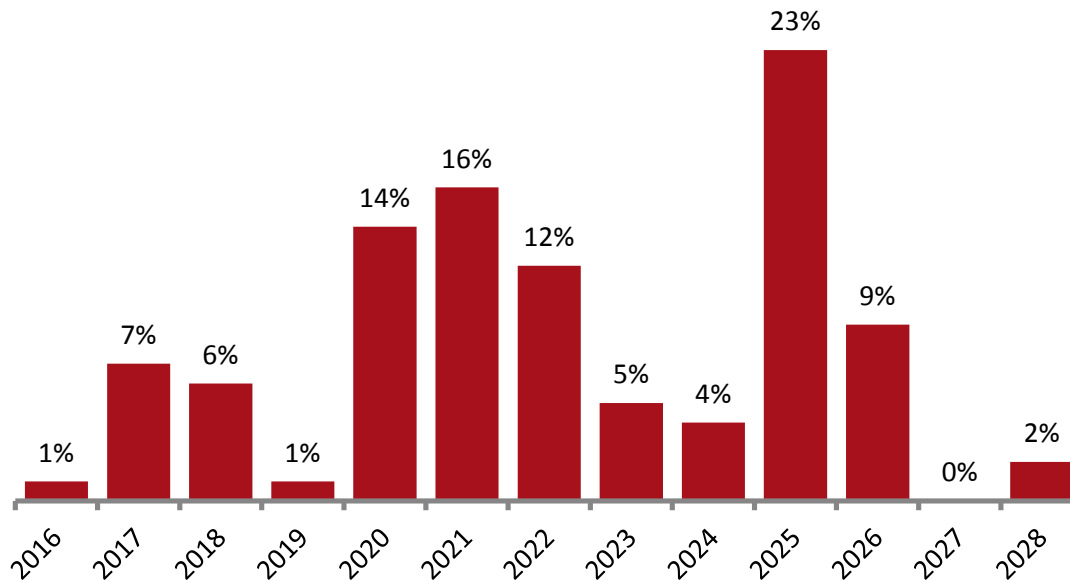
## IFRS

in € million	31/03/2016	31/12/2015
<b>ASSETS</b>		
<b>Non-current assets</b>	<b>797.4</b>	<b>752.0</b>
Investment Properties	793.8	748.8
Other	3.6	3.2
<b>Current assets</b>	<b>30.6</b>	<b>34.6</b>
Trade receivables and other assets	1.6	1.5
Cash and cash equivalents	28.3	27.1
Non-current assets held for sale	0.7	6.0
<b>Total assets</b>	<b>828.0</b>	<b>786.6</b>
<b>EQUITY AND LIABILITIES</b>		
Equity	412.3	406.1
Financial liabilities and derivative financial instruments	392.4	352.6
Other liabilities and provisions	23.3	27.9
<b>Total equity and liabilities</b>	<b>828.0</b>	<b>786.6</b>

Equity ratio  
49.8 %

# Stable and predictable cost of debt

## Expiration of fixed interest rates (31/03/2016)



- Financial debt: € 384.2 million
- Liquid funds: € 28.3 million
- LTV: 37.6 %
- REIT equity ratio: 59.6 %
  
- Average maturity of fixed interest rates: 6.5 years
- Average cost of debt: 3.2 %
  
- Banks
  - Institutional banks
  - Cooperative banks
  - Saving banks
  - Insurance companies

## 1. Conclusion/Summary

- Successful first quarter 2016
- Positive development of operational business
- Transfer of possession of Haerder-Centre in Lübeck on 29/02/2016
- Purchase contract signed for office property in Münster
- Disposal of three smaller properties in Dinslaken, Solingen and Duisburg

## 2. Forecast 2016

- Growth in rental income and FFO between 13% and 15 % expected
- FFO per share round about € 0.54 (62m shares)
- This forecast does not take into account other acquisitions or disposals not yet specified further
- Remaining fire power € 100 - 120 million

<b>HAMBORNER REIT AG</b>	
Interim Report for 1st quarter 2015	27 April 2016
AGM 2016	28 April 2016
Dividend payment	29 April 2016
Interim Report for 1st half 2016	10 August 2016
Interim Report for 3rd quarter 2016	8 November 2016
Annual report 2016	28 March 2017
Interim Report for 1st quarter 2017	09 May 2017
AGM 2017	10 May 2017

**Many thanks for your attention!**

This presentation was exclusively prepared for the addresses specified on the title page and/or the participants at the mentioned event. The information in this presentation is based on both public information and documents as well as information which was made available to HAMBORNER REIT AG by the respectively mentioned companies and third parties.

All statements, opinions and assessments contained in this presentation correspond to the current estimates and/or opinions of HAMBORNER REIT AG and may therefore not be construed as constant, immutable statements. HAMBORNER gives no guarantee with regard to the correctness or completeness of the information contained herein. HAMBORNER and its organs, boards, employees or other parties acting on behalf of HAMBORNER accept no liability whatsoever for the statements made in this presentation.