



hamborner  
**REIT**



ZUKUNFT BRAUCHT SUBSTANZ

**Conference Call**  
**Preliminary Figures 2017**

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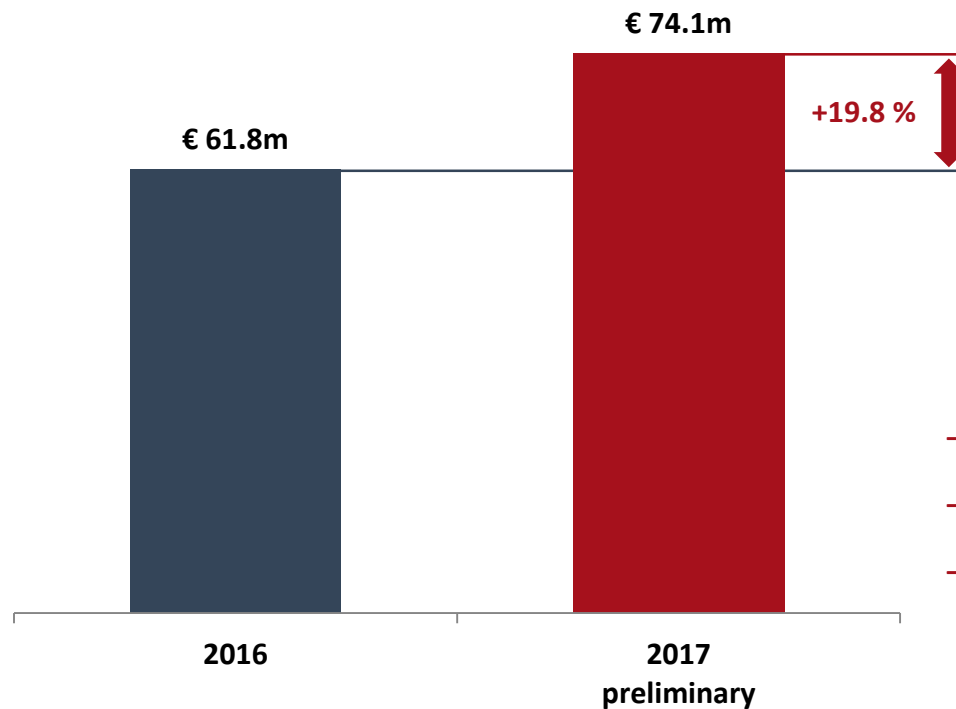
8 February 2018

## Highlights

- **Increase in income from rents and leases: + 19.8%**
- **FFO increase: + 24.0%**
- **FFO per share: € 0.56**
- **Acquisition of seven assets for a total volume of € 214.5 million**
- **Divestment of two non-strategic assets (Selling price € 14.0 million)**
- **Total portfolio volume: € 1,363 million (after revaluation)**
- **NAV per share: € 10.15 (+ 5.3%)**

# Increase in rents and low vacancy rate

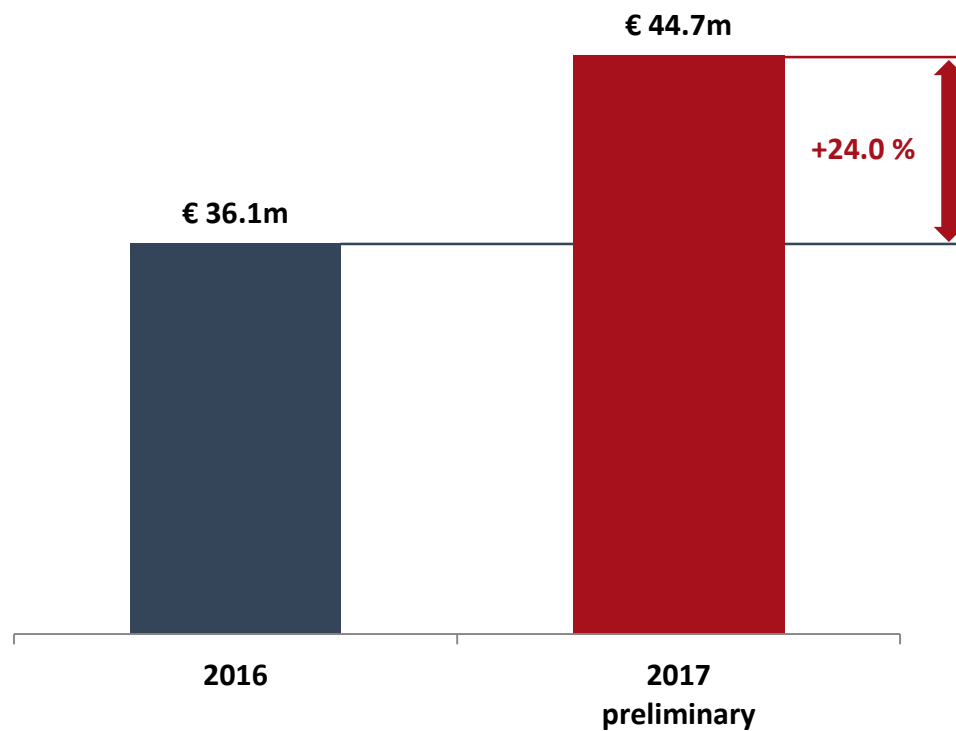
## Income from rents and leases



- **Total rents:** + 19.8 %
- **Rents (IfI):** unchanged
- **Vacancy Rate:** 1.4 % (incl. rent guarantees)  
2016: 1.3 % (incl. rent guarantees)

# Funds from Operations

## Funds from Operations (FFO)



→ FFO: + 24.0 %

→ FFO per share: € 0.56



## Cologne „O<sup>3</sup>“

Purchase price: € 48.9 million

Gross initial yield: 5.7%

Transfer of possession: 2 Jan 2017



## Hallstadt „market Oberfranken“

Purchase price<sup>(1)</sup>: € 40.4 million

Gross initial yield: 5.6%

Transfer of possession: 23 Mar 2017



## Berlin-Marzahn „Kaufland“

Purchase price: € 16.2 million

Gross initial yield: 5.6%

Transfer of possession: 31 Mar 2017



## Ratingen

Purchase price: € 34.4 million

Gross initial yield: 5.6%

Transfer of possession: 11 Jul 2017



## Hanau „Rondo Steinheim“

Purchase price: **€ 37.5 million**

Gross initial yield: **5.4%**

Transfer of possession: **17 Aug 2017**



## Kiel

Purchase price: **€ 22.2 million**

Gross initial yield: **5.4%**

Transfer of possession: **2 Nov 2017**



## Passau „Neustiftcenter“

Purchase price: **€ 14.9 million**

Gross initial yield: **5.9%**

Transfer of possession: **22 Dec 2017**



## Duisburg „Kasslerfelder Kreisel“

Selling price:	€ 9.5 million
Fair value as of 31 Dec 2015:	€ 9.2 million
Book value as of 31 Dec 2016:	€ 7.2 million
Transfer of possession:	1 April 2017



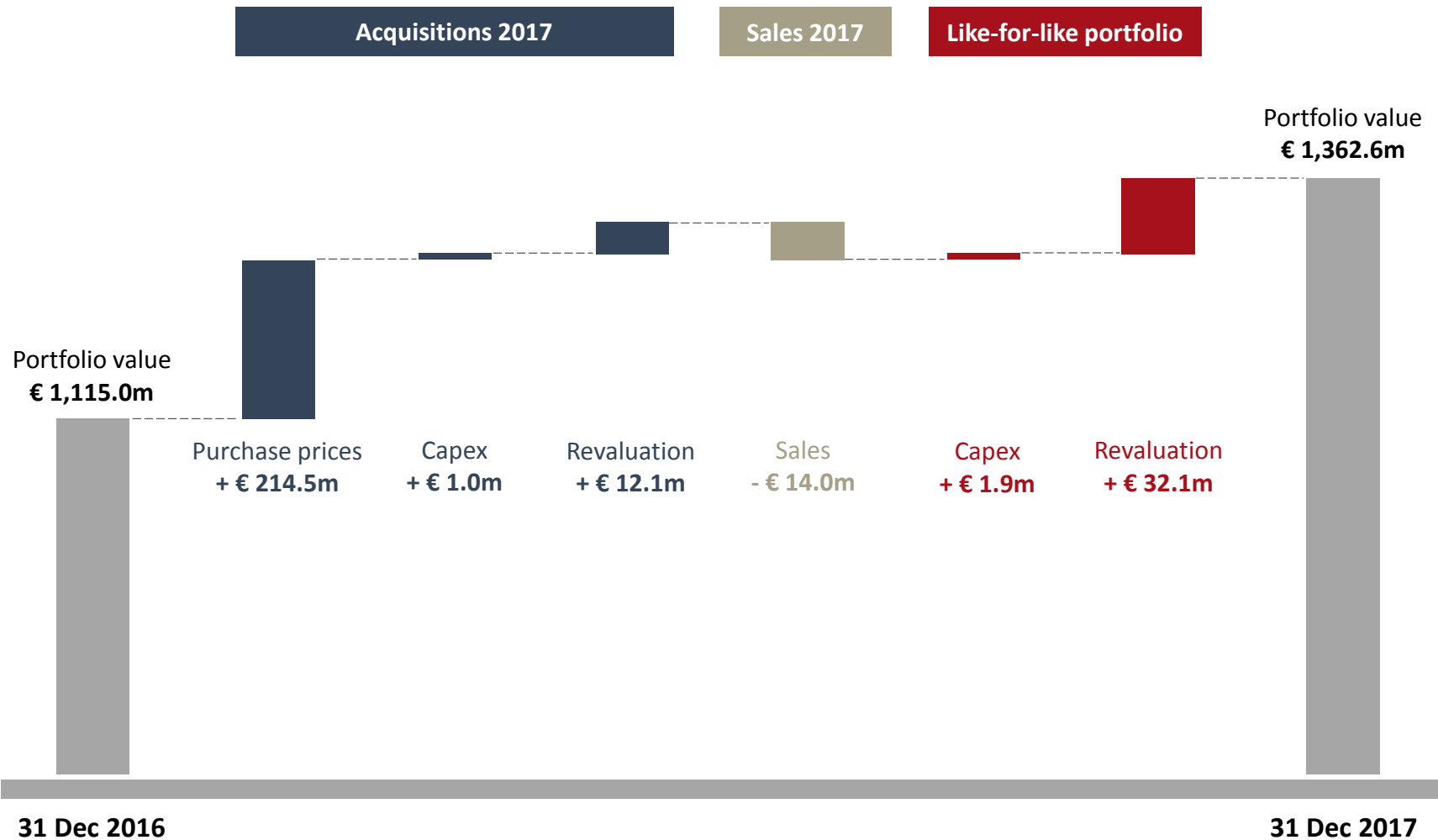
## Minden

Selling price:	€ 4.5 million
Fair value as of 31 Dec 2016:	€ 4.5 million
Book value as of 31 Dec 2016:	€ 3.9 million
Transfer of possession:	1 September 2017

## Undeveloped Land

Plot size:	98,000 m <sup>2</sup>
Selling price:	€ 0.347 million
Book value as of 31 Dec 2016:	€ 0.016 million
Transfer of possession:	3 January 2017

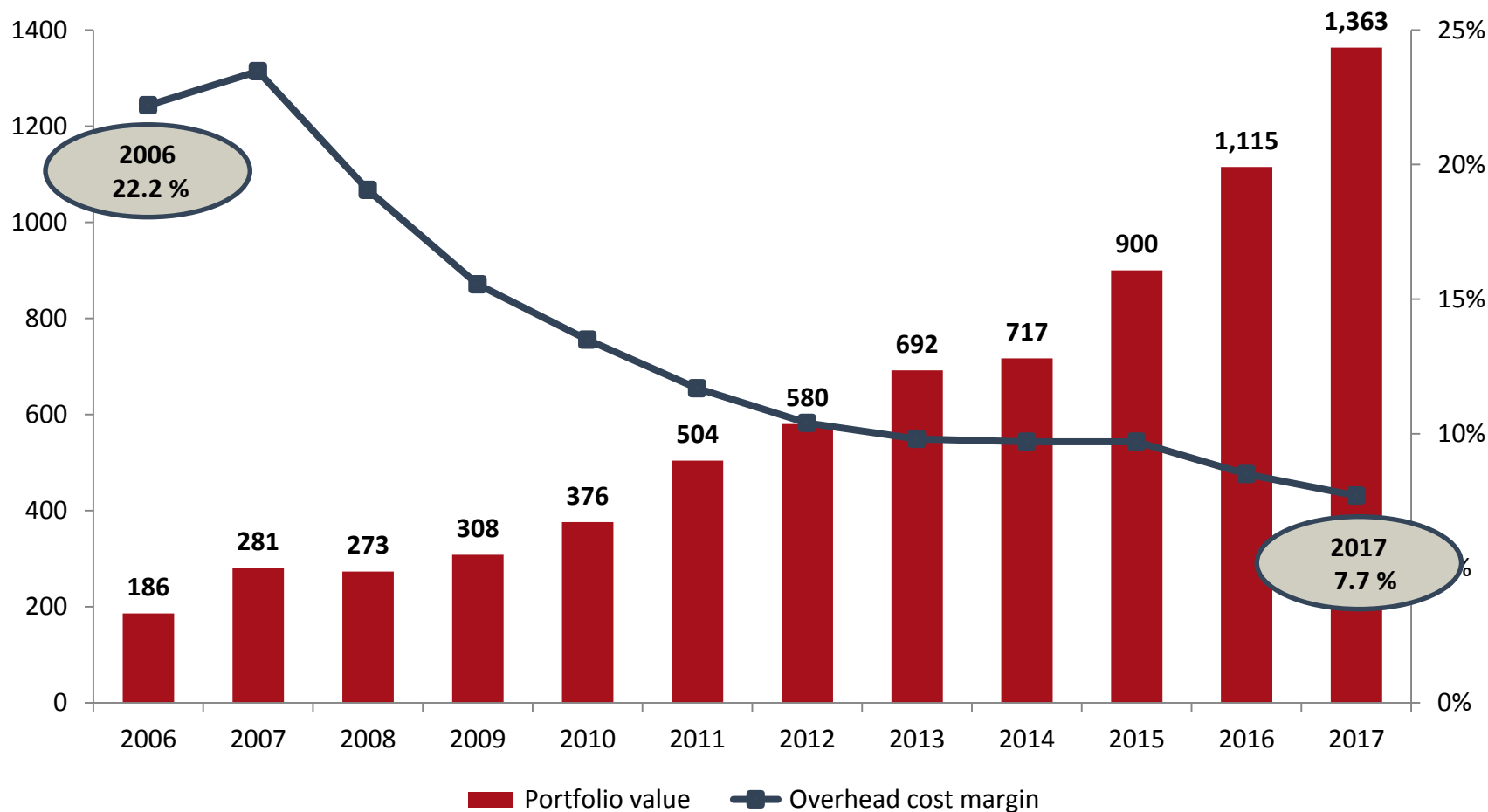
# Portfolio development 2017



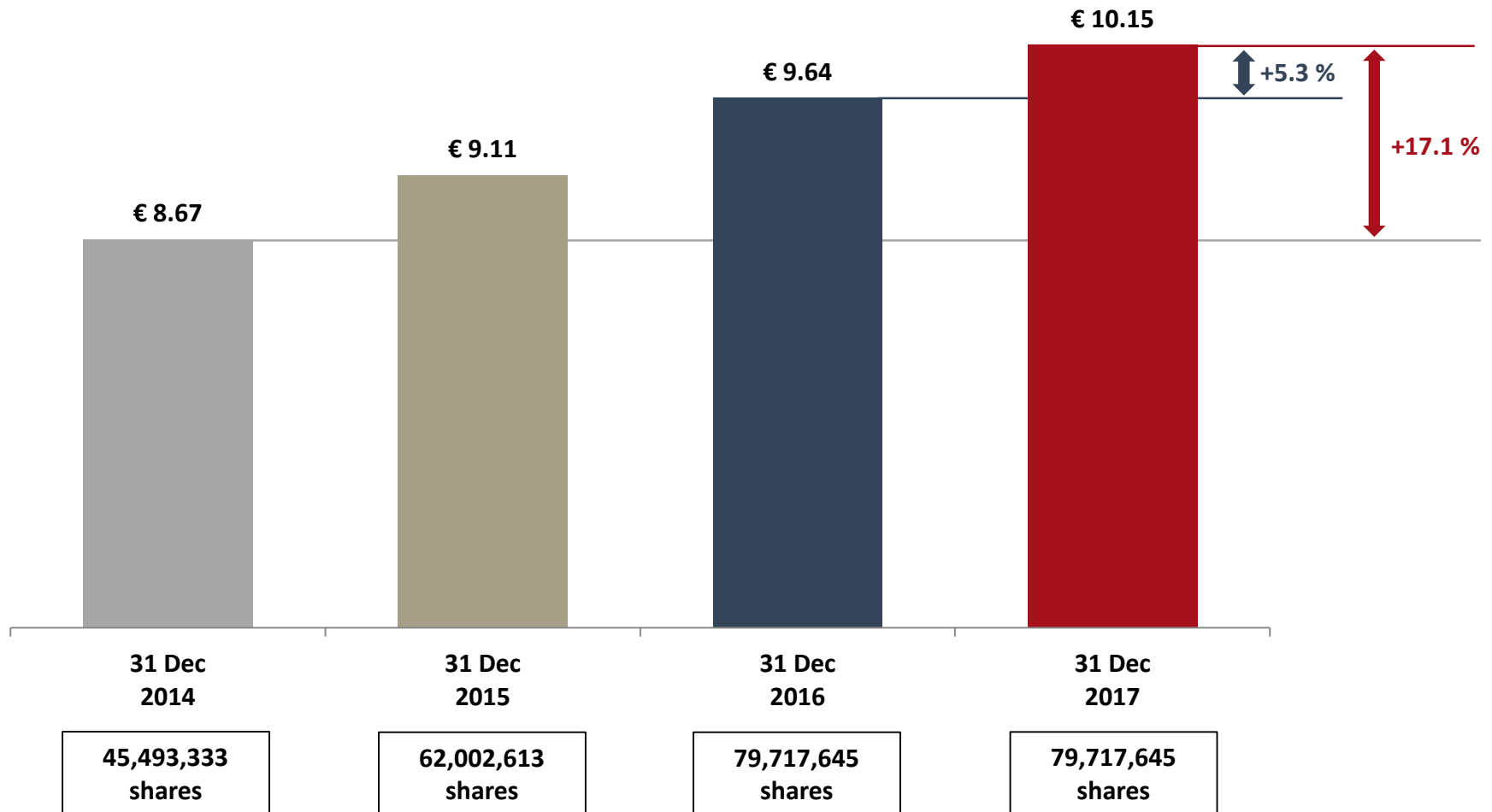


# Benefitting from economies of scale

## Portfolio value (€ million) and overhead cost margin\*



# NAV per share



**Portfolio growth, FFO growth and revaluation were NAV-accretive on per share basis**

# Preliminary key figures 2017

<b>Other selected key figures</b>	<b>31 Dec 2017</b>	<b>31 Dec 2016</b>
EBIT	€ 32.5 million	€ 31.7 million
Profit for the period	€ 17.7 million	€ 17.4 million
REIT equity ratio	59.0 %	67.8 %
Loan to value (LTV)	39.6 %	30.1 %

<b>Dividend</b>	
Dividend proposal	€ 0.45
Annual general meeting	26 April 2018

- **Successful business development continued in 2017**
- **Positive changes in all key figures**
- **Rents with a plus of 20% and FFO with €44.7m in range of our last forecast**
- **FFO per share on its highest ever level at €0.56**
- **Dividend increase of 2 cents to 45 cents**
- **Dividend yield of 4.5% based on 2017 year-end share price**



**Düsseldorf**



**Cologne**



**Bonn**

	Düsseldorf	Cologne	Bonn
<b>Built</b>	1980 (Modernized 2011)	2009	2008
<b>Main tenants</b>	EDEKA	EDEKA, ALDI, dm, Sparkasse	EDEKA
<b>Leased area</b>	5,343 m <sup>2</sup>	6,533 m <sup>2</sup>	4,934 m <sup>2</sup>
<b>Annual rental income</b>	0.6 million	€ 1.0 million	€ 0.8 million
<b>Remaining lease term</b>	10.0 years <sup>(1)</sup>	8.1 years <sup>(1)</sup>	10.0 years <sup>(1)</sup>
<b>Gross initial yield</b>	5.7 %	5.1 %	5.5 %
<b>Purchase price</b>	€ 9.7 million	€ 20.2 million	€ 13.8 million
<b>Transfer of possession</b>	2 January, 2018	2 January, 2018	2 January, 2018

(1) As of 31 December 2017

## Positive outlook for 2018

- Rents and FFO will further increase
- Remaining fire power round about €160m
- Final figures for 2017 and a more concrete forecast for the current year will be published on 21 March 2018

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