



hamborner
REIT



ZUKUNFT BRAUCHT SUBSTANZ

Conference Call 1st half year 2018

Dr. Rüdiger Mrotzek

Hans Richard Schmitz

9 August 2018

Highlights

Positive operational business development

- **15.4 % increase in rents**
- **Vacancy rate: 1.0 % (1.5 % excl. rent guarantees)**

Solid financial structure

- **REIT equity ratio: 54.5 %**
- **LTV: 44.5 %**

Forecast increase for full year 2018

- **Rents: + 10 - 12 %**
- **FFO increase in a similar range**



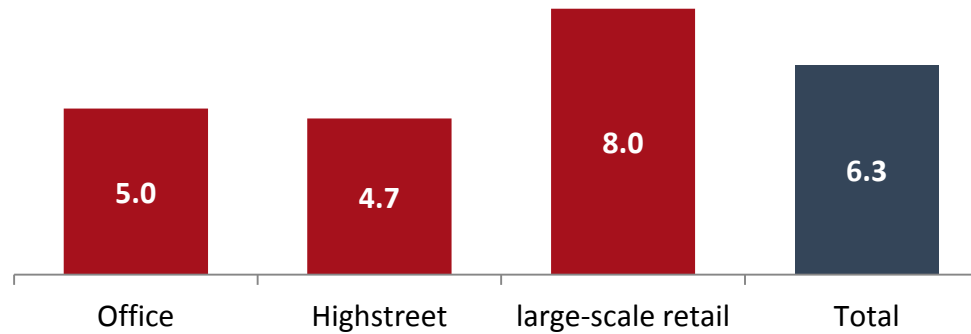
Significant key figures for the first half year 2018

Key figures	30 June 2018	30 June 2017	Change
Income from rents and leases	€ 41.3 million	€ 35.8 million	+ 15.4 %
Operating result	€ 17.1 million	€ 15.5 million	+ 4.5 %
Profit for the period	€ 9.5 million	€ 10.9 million	- 12.6 %
<i>thereof as a result from sales</i>	€ 0	€ 2.6 million	
Funds from operations (FFO)	€ 26.1 million	€ 22.1 million	+ 17.9 %
Funds from operations (FFO) per share	€ 0.33	€ 0.28	+ 17.9 %
REIT equity ratio	54.5 %	61.1 %	- 6.6 %-points
Loan to value (LTV)	44.5 %	37.7 %	+ 6.8 %-points
Net asset value (NAV) per share	€ 10.00	€ 9.42	+ 6.2 %

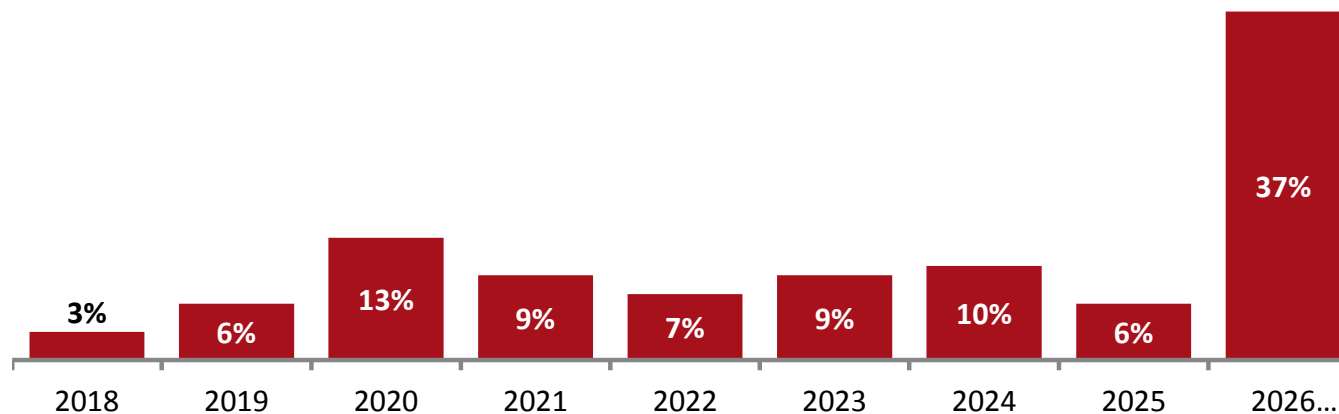
Long-term leases

Leasing contracts expire well distributed

Weighted average lease expiry by type (30 June 2018, in years)













Split of lease contracts expiring by year (30 June 2018)

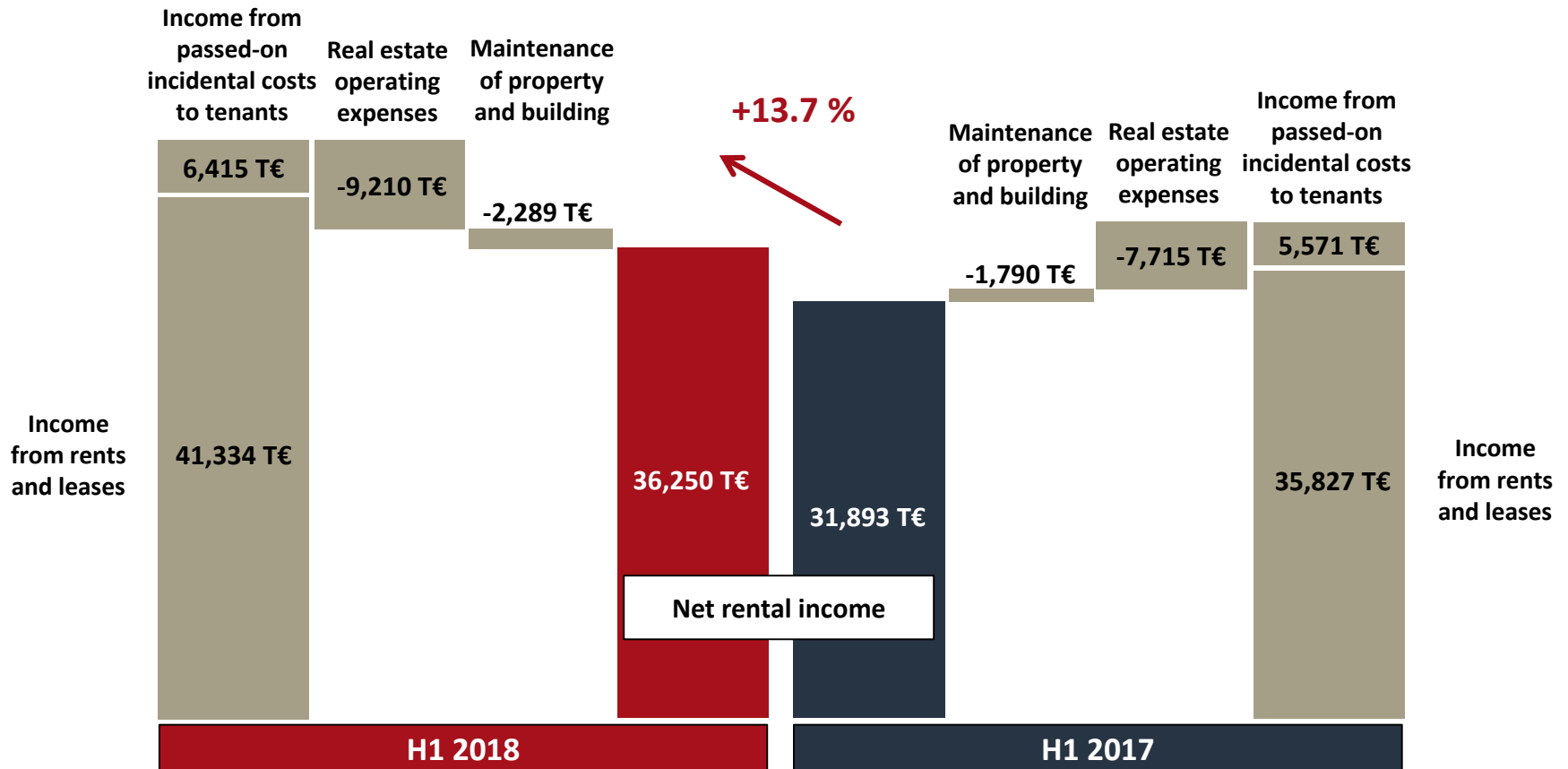


Tenant structure

Top 10 tenants (as of 30 June 2018, % of annual rent)

	Tenant	Sector	% annual rents*
	EDEKA Group	Food retail	11.6%
	Kaufland Group	Food retail	6.8%
	REWE Group	Food retail	5.6%
	real,-	Food retail	5.5%
	OBI	DIY retail	5.1%
	Jobcenter	Agency of unemployment	3.3%
	H&M	Textile retail	2.1%
	NetCologne	Telecommunication	2.1%
	Telefonica O ₂	Telecommunication	1.7%
	C&A	Textile retail	1.6%
		Total	45.4%

Development of net rental income

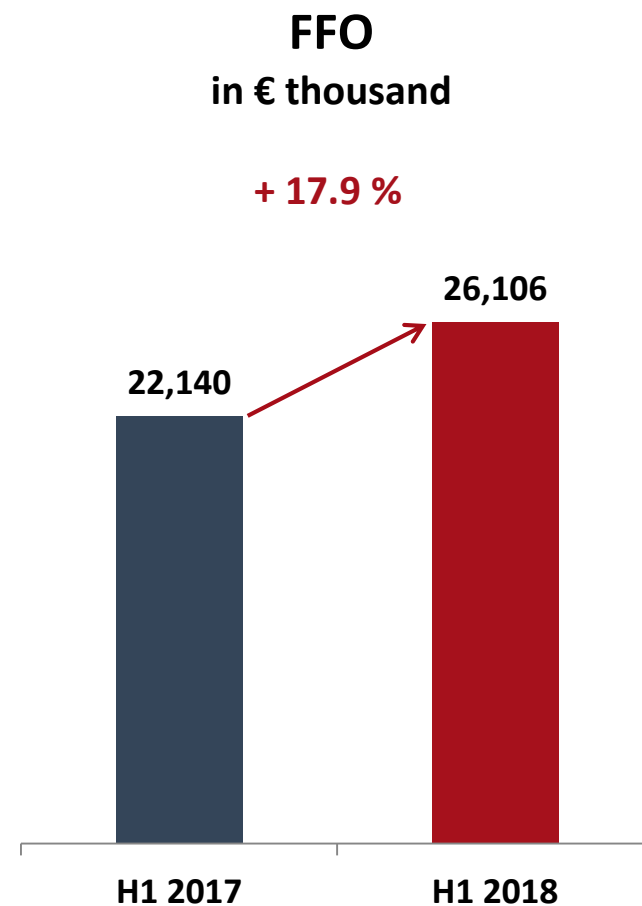


Profit and loss account according to IFRS

in € thousand	H1 2018	H1 2017
Net rental income	36,250	31,893
Administrative expenses	-723	-707
Personnel expenses	-2,093	-2,062
Depreciations	-16,594	-13,862
Other operating income	846	862
Other operating expenses	-582	-578
Operating result	17,104	15,546
Result from the sale of investment properties	0	2,604
Earnings before interest and taxes (EBIT)	17,104	18,150
Financial result	-7,592	-7,268
Net profit for the period	9,512	10,882

Funds from Operations

in € thousand	H1 2018	H1 2017
Net rental income	36,250	31,893
- Administrative expenses	-723	-707
- Personnel expenses	-2,093	-2,062
+ Other operating income	846	862
- Other operating expenses	-582	-578
+ Interest income	0	54
- Interest expenses	-7,592	-7,322
FFO	26,106	22,140
-Capex	-1,043	-882
AFFO	25,063	21,258
FFO per share in €	0.33	0.28
AFFO per share in €	0.31	0.27





Cologne

Purchase price: € 20.2 million

Gross initial yield: 5.1%

Transfer of possession: 2 January 2018



Düsseldorf

Purchase price: € 9.7 million

Gross initial yield: 5.7%

Transfer of possession: 2 January 2018



Bonn

Purchase price: € 13.8 million

Gross initial yield: 5.5%

Transfer of possession: 2 January 2018



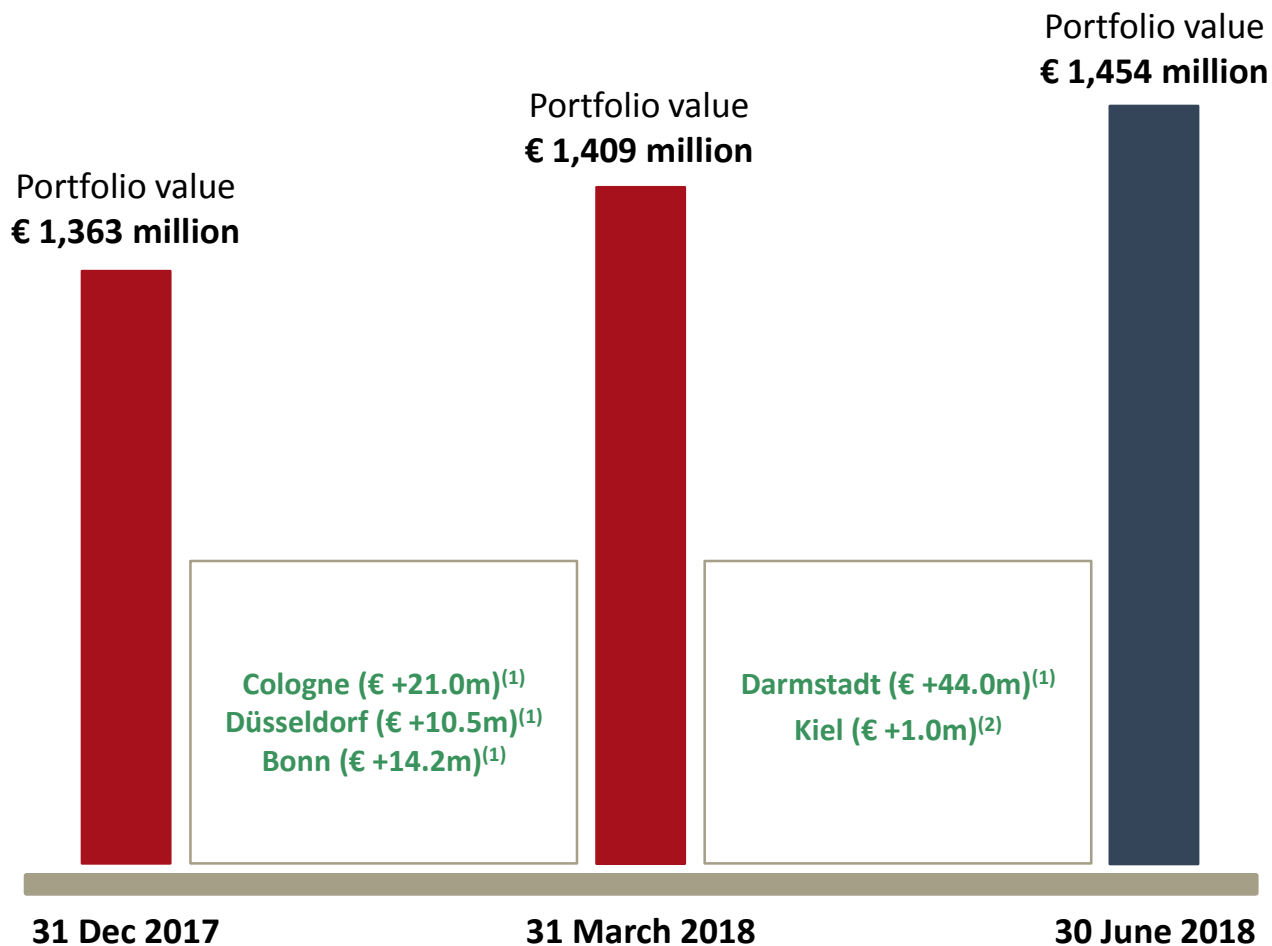
Darmstadt

Purchase price⁽¹⁾: € 44.4 million

Gross initial yield: 5.6%

Transfer of possession: 20 April 2018

Portfolio Development 2018



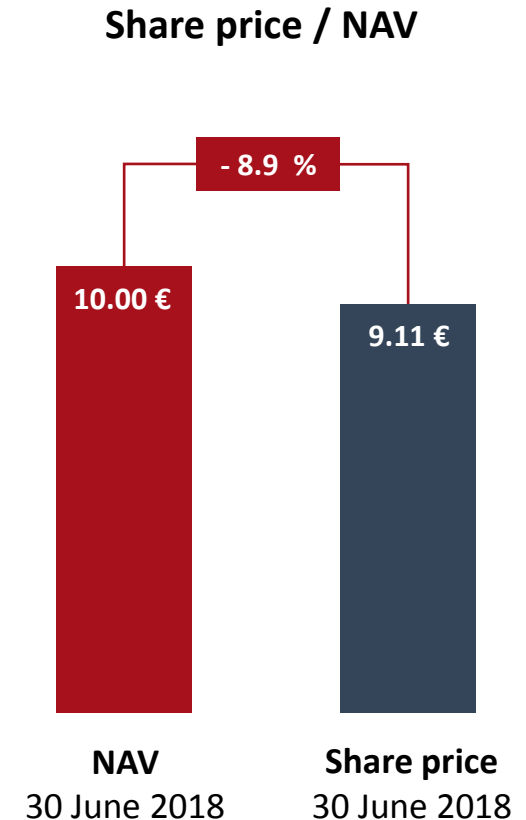
(1) Fair value as of 30 June 2018

(2) Revaluation as of 30 June 2018

Net Asset Value (NAV) in accordance with EPRA

Share price 8.9 % below NAV (as of 30 June 2018)

NAV according to EPRA in € million	30 June 2018	30 June 2017
Balance sheet long-term assets	1,189.4	1,024.9
+ Balance sheet short-term assets	13.6	31.6
- Non-current liabilities and provisions	-641.7	-456.4
- Current liabilities and provisions	-35.0	-56.5
Balance sheet NAV	526.3	543.6
+ hidden reserves "Investment property"	270.9	207.7
+ hidden reserves "Non-current assets held for sale"	0.0	0.0
NAV	797.2	751.3
NAV per share in €	10.00	9.42



Balance Sheet

IFRS

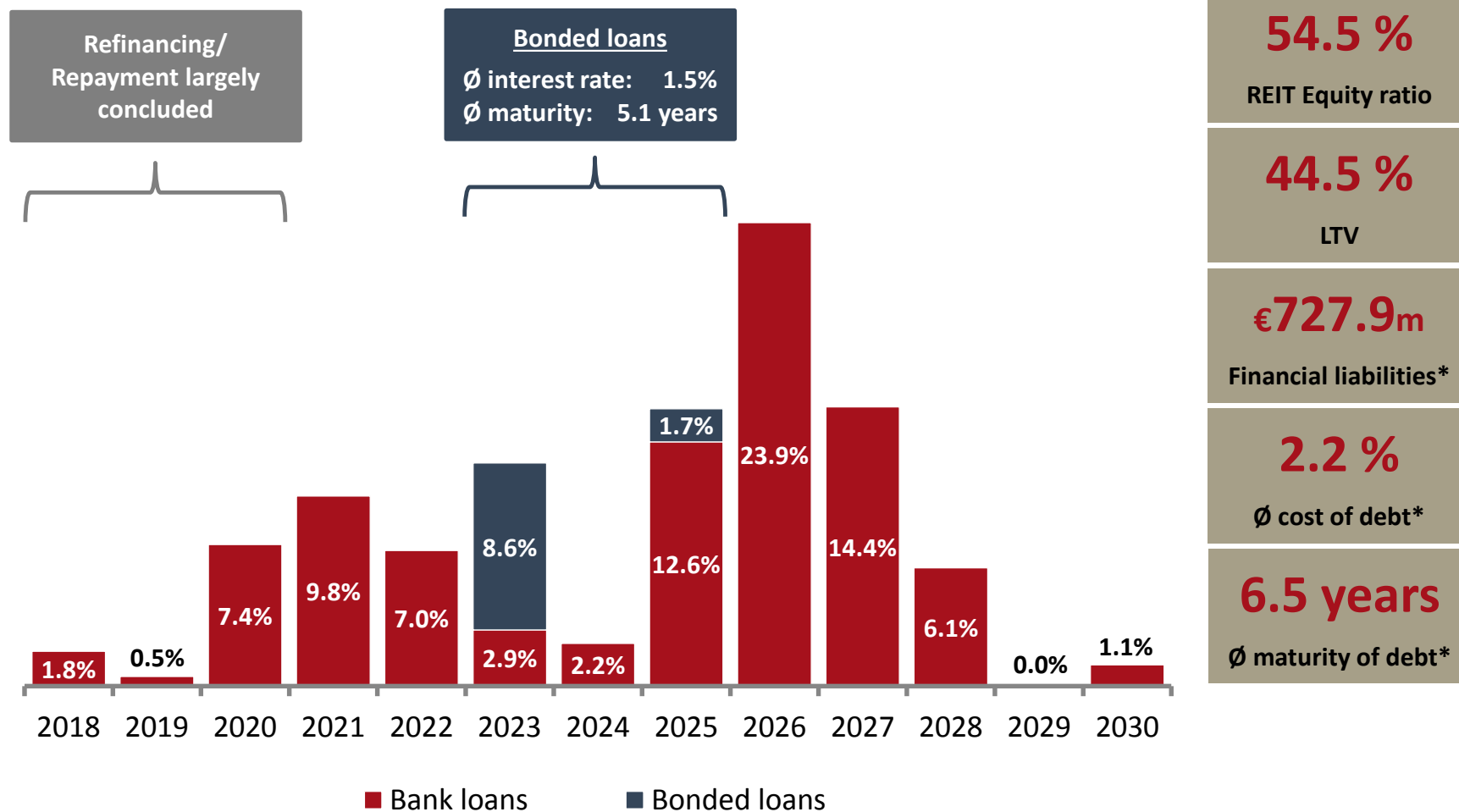
ASSETS in € million	30 June 2018	31 Dec 2017
Non-current assets	1,189.4	1,114.0
<i>Investment Properties</i>	<i>1,184.4</i>	<i>1,109.2</i>
<i>Other</i>	<i>5.0</i>	<i>4.8</i>
Current assets	13.7	59.5
<i>Trade receivables and other assets</i>	<i>3.2</i>	<i>1.4</i>
<i>Cash and cash equivalents</i>	<i>10.5</i>	<i>58.1</i>
<i>Non-current assets held for sale</i>	<i>0.0</i>	<i>0.0</i>
Total assets	1,203.1	1,173.5

Equity and Liabilities in € million	30 June 2018	31 Dec 2017
Equity	522.5	548.1
Financial liabilities and derivative financial instruments	656.5	598.2
Other liabilities and provisions	24.1	27.2
Total equity and liabilities	1,203.1	1,173.5

Equity ratio
43.5 %

Stable and predictable cost of debt

Expiration of financial liabilities (as of 30 June 2018)



Conclusion/Summary

- Strong first half 2018 with positive development of operational business
- Vacancy rate: **1.0%**
- Transfer of possession of four assets in Cologne, Düsseldorf, Bonn and Darmstadt
- Portfolio value: **€ 1.45 billion**

Forecast 2018

- Rental income: **+ 10 - 12 %**
- FFO: **+ 10 - 12 %**
- FFO per share: **€ 0.61 - € 0.63**
- Remaining fire power: **€ 120 million**

HAMBORNER REIT AG - Financial Calendar	
Interim report for 1st half 2018	9 August 2018
Interim Report for 3rd quarter 2018	8 November 2018
Preliminary figures 2018	7 February 2019
Annual report 2018	27 March 2019
Interim Report for 1st quarter 2019	2 May 2019
AGM 2019	7 May 2019

Many thanks for your attention!

Dr. Rüdiger Mrotzek – Member of the Board

T +49 (0)203 / 54405-55

M r.mrotzek@hamborner.de

Hans Richard Schmitz – Member of the Board

T +49 (0)203 / 54405-21

M h.schmitz@hamborner.de

Christoph Heitmann – Investor Relations

T +49 (0)203 / 54405-32

M c.heitmann@hamborner.de



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.