



hamborner
REIT



ZUKUNFT BRAUCHT SUBSTANZ

Conference Call 3rd quarter 2017

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9 November 2017

First nine month 2017

Highlights

Positive operational business development

- **20.5 % increase of income from rents and leases**
- **27.6 % growth in FFO**
- **Vacancy rate 1.5 % (1.7 % excl. rent guarantees)**

Solid financial structure

- **REIT equity ratio 58.7 %**
- **LTV 40.0 %**

Forecast 2017

- **Rents: + 18 - 20 %**
- **FFO: € 44 - 45 million**
- **FFO per share: € 0.55 - 0.56**

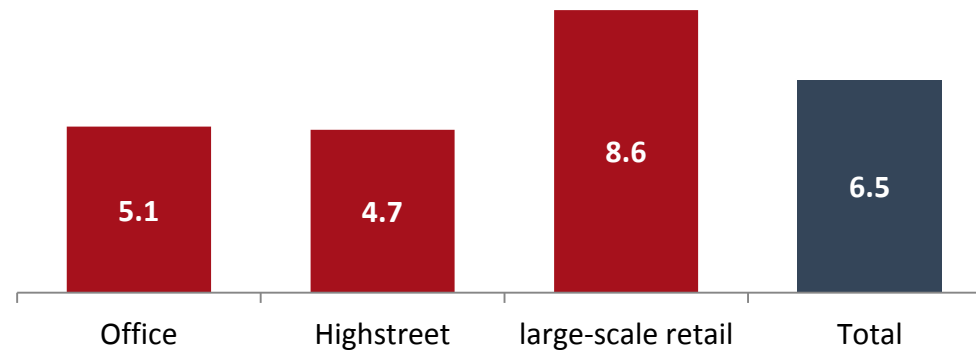
Significant key figures

Key figures	Q1-Q3 2017	Q1-Q3 2016	Change
Rental revenues	€ 54.6 million	€ 45.3 million	+20.5%
Operating result	€ 23.6 million	€ 20.6 million	+14.4%
Profit for the period	€ 15.7 million	€ 14.1 million	+11.6%
Funds from operations (FFO)	€ 33.9 million	€ 26.5 million	+27.6%
Funds from operations (FFO) per share	€ 0.42	€ 0.33	
	30 September 2017	30 September 2016	
REIT equity ratio	58.7 %	68.3 %	-9.6%-points
Loan to value (LTV)	40.0 %	28.5 %	+11.5%-points
Net asset value (NAV) per share	€ 9.51	€ 9.03	+5.3%

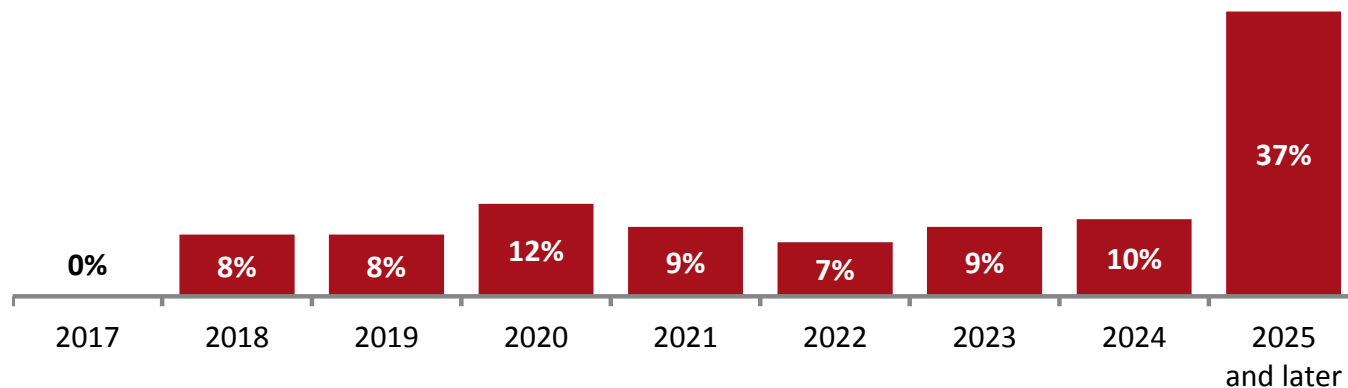
Long-term leases

Leasing contracts expire well distributed

Weighted average lease expiry by type (as of 30 September 2017, in years)



Split of lease contracts expiring by year (as of 30 September 2017)



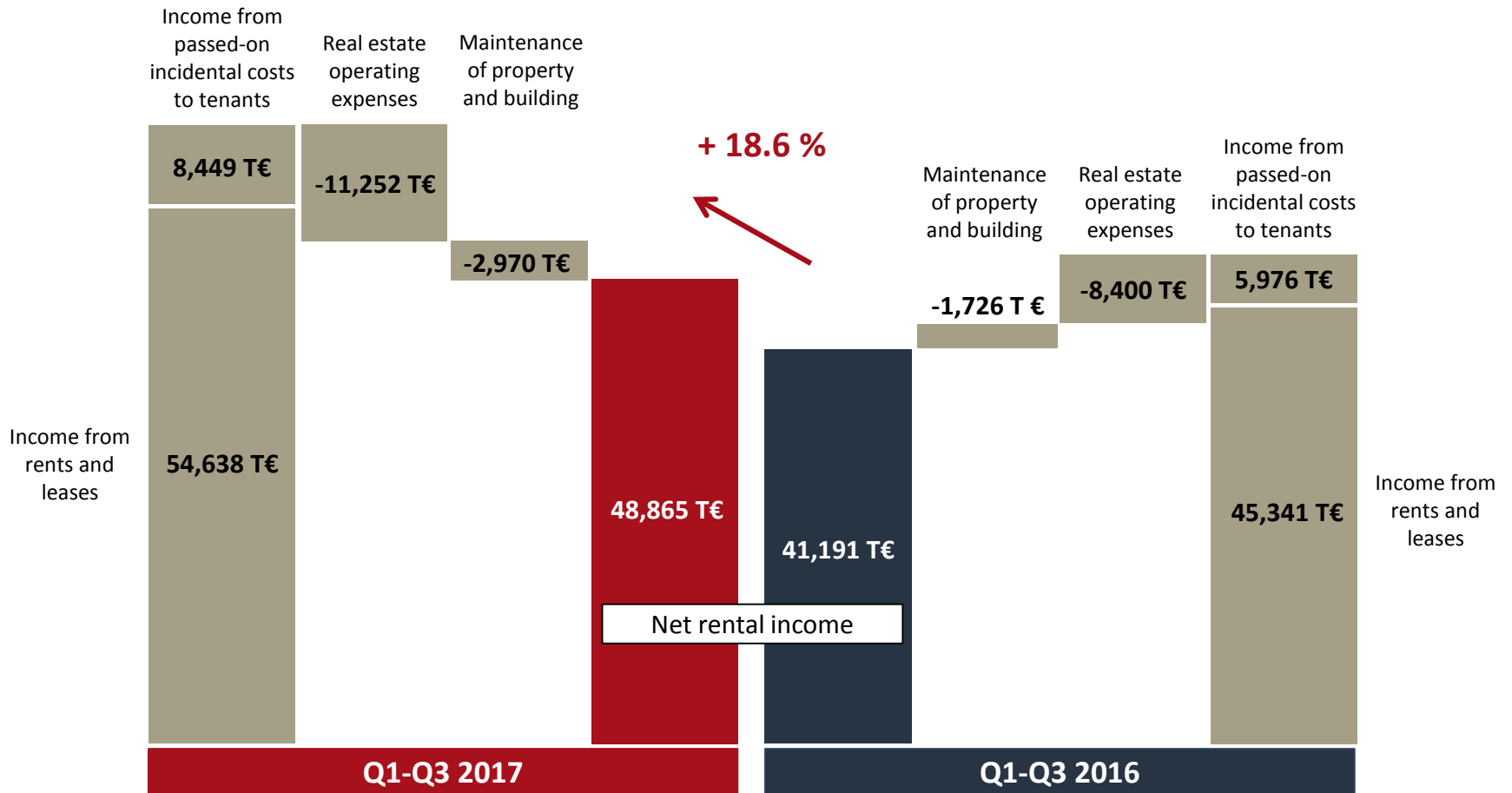
Tenant structure

Top 10 tenants

Top 10 tenants (as of 30 September 2017, % of annual rent)

	<u>Tenant</u>	<u>Sector</u>	<u>% of annual rent*</u>
	EDEKA-Group	Discount food retail	10.2%
	Kaufland Group	Discount food retail	7.4%
	real,-	Discount food retail	5.9%
	OBI	Retail (DIY)	5.6%
	Jobcenter	Government Agency	3.6%
	REWE	Discount food retail	3.2%
	H&M	Textile retail	2.3%
	NetCologne	Telecommunication	2.3%
	C&A	Textile retail	1.8%
	SPIE	Technical Services	1.4%
	Total		43.7%

Development of net rental income

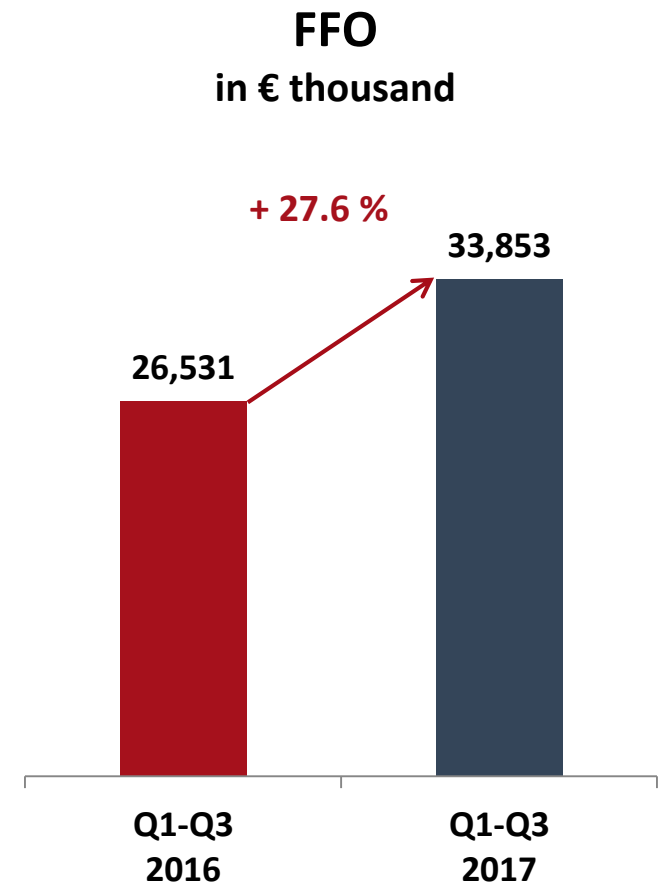


Profit and loss account according to IFRS

<i>in thousand €</i>	Q1-Q3 2017	Q1-Q3 2016
Net rental income	48,865	41,191
Administrative expenses	-947	-909
Personnel expenses	-3,122	-2,870
Depreciations	-21,327	-16,543
Other operating income	957	554
Other operating expenses	-811	-778
Operating results	23,615	20,645
Result from the sale of investment properties	3,179	4,089
Earnings before interest and taxes (EBIT)	26,794	24,734
Financial result	-11,089	-10,657
Net profit for the period	15,705	14,077

Funds from Operations

<i>in € thousand</i>	Q1-Q3 2017	Q1-Q3 2016
Net rental income	48,865	41,191
- Administrative expenses	-947	-909
- Personnel expenses	-3,122	-2,870
+ Other operating income	957	554
- Other operating expenses	-811	-778
+ Interest Income	80	2
- Interest Expenses	-11,169	-10,659
FFO	33,853	26,531
-Capex	-1,832	-873
AFFO	32,021	25,658
FFO per share in €	0.42	0.33
AFFO per share in €	0.40	0.32





Cologne „O³“

Purchase price: **€ 48.9 million**
Gross initial yield: **5.7%**
Transfer of possession: **2 January 2017**



Hallstadt „market Oberfranken“

Purchase price⁽¹⁾: **€ 43.7 million**
Gross initial yield: **5.7%**
Transfer of possession: **23 March 2017**



Berlin-Marzahn „Kaufland“

Purchase price: **€ 16.2 million**
Gross initial yield: **5.3%**
Transfer of possession: **31 March 2017**



Ratingen

Purchase price: **€ 34.4 million**
Gross initial yield: **5.6%**
Transfer of possession: **11 July 2017**



Hanau „Rondo Steinheim“

Purchase price: **€ 37.5 million**
Gross initial yield: **5.4%**
Transfer of possession: **17 August 2017**



Kiel

Purchase price: **€ 22.2 million**
Gross initial yield: **5.5%**
Transfer of possession: **2 Nov 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



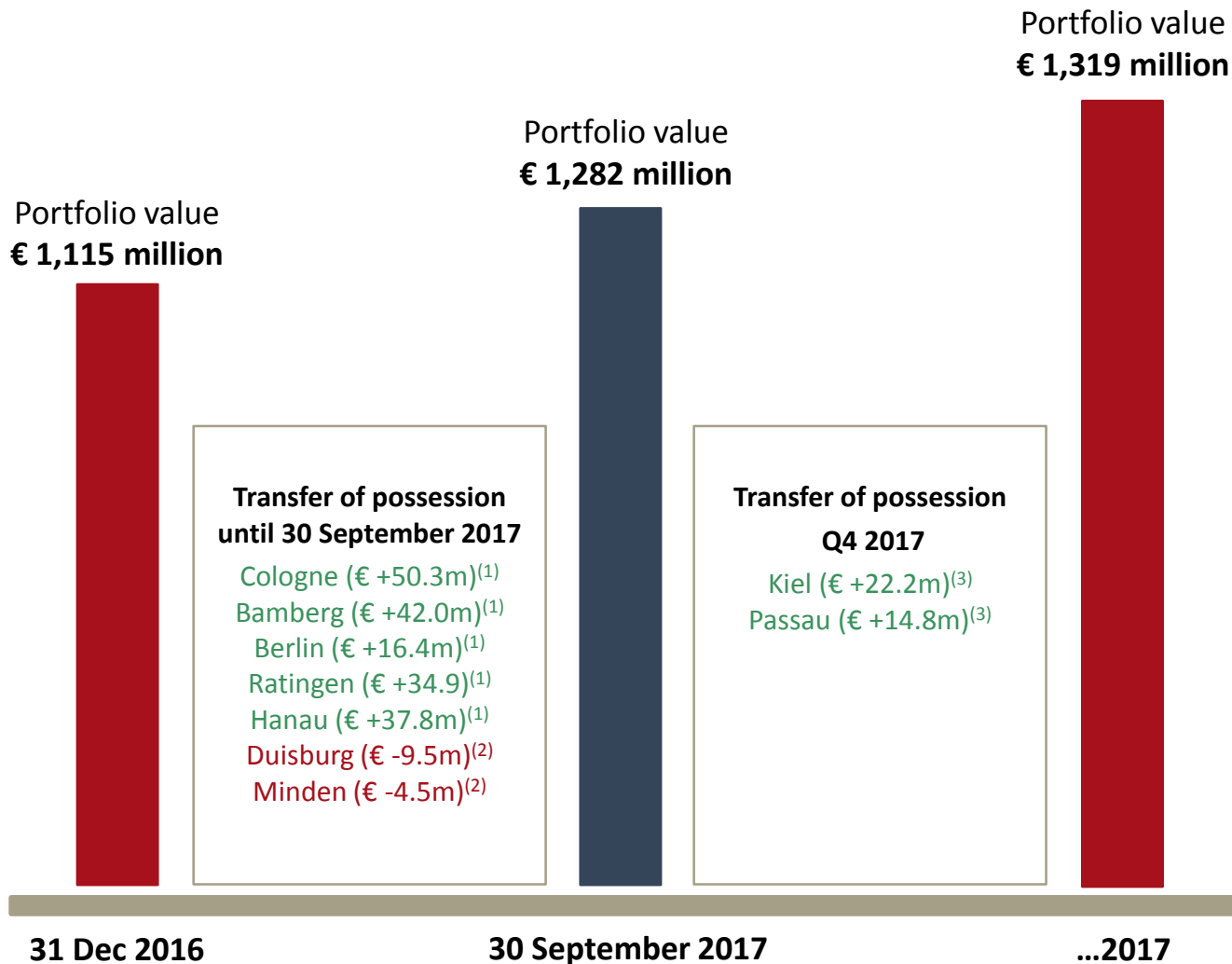
Minden

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 ²
Selling price:	€ 0.347 million
Book value as of 31 Dec 2016:	€ 0.016 million
Transfer of possession:	3 January 2017

Portfolio development 2017

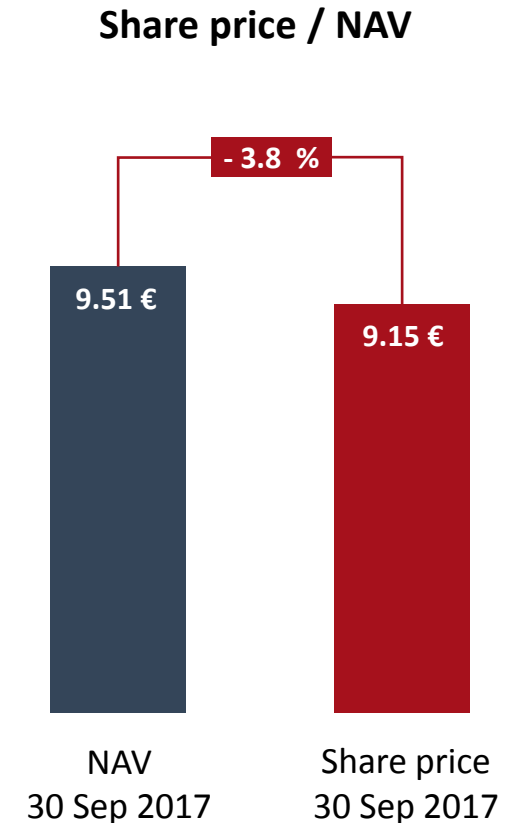


(1) Fair value as of 30 September 2017 (2) Fair value as of 31 December 2016 (3) Contractually agreed purchase price

Net Asset Value (NAV) in accordance with EPRA

Share price 3.8 % above NAV (30 September 2017)

NAV according to EPRA in € million	30 September 2017	30 September 2016
Balance sheet long-term assets	1,081.1	890.6
+ Balance sheet short-term assets	44.1	121.8
- Non-current liabilities and provisions	-525.8	-413.4
- Current liabilities and provisions	-51.0	-35.9
Balance sheet NAV	548.4	563.1
+ hidden reserves "Investment property"	210.0	156.7
NAV	758.4	719.8
NAV per share in €	9.51	9.03



Balance Sheet

IFRS

ASSETS in € million	30 Sep 2017	31 Dec 2016
Non-current assets	1,081.1	922.8
<i>Investment Properties</i>	1,076.2	916.2
<i>Other</i>	4.9	6.6
Current assets	44.2	84.0
<i>Trade receivables and other assets</i>	2.7	1.4
<i>Cash and cash equivalents</i>	41.5	75.4
<i>Non-current assets held for sale</i>	0	7.2
Total assets	1,125.3	1,006.8

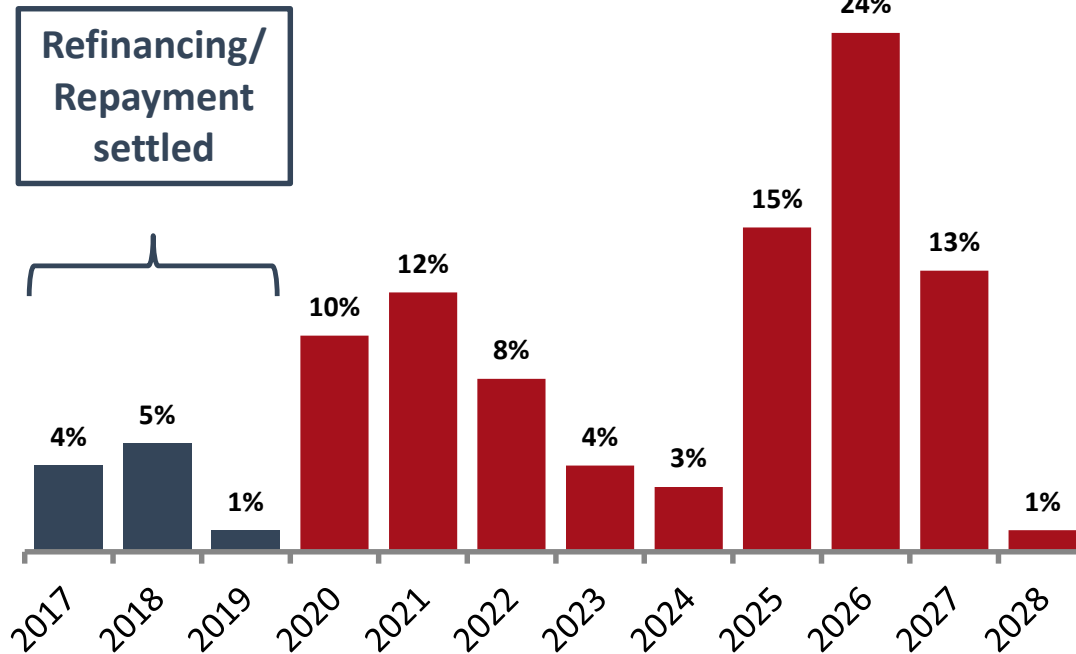
Equity and Liabilities in € million	30 Sep 2017	31 Dec 2016
Equity	545.3	561.3
Financial liabilities and derivative financial instruments	555.5	420.0
Other liabilities and provisions	24,5	25.5
Total equity and liabilities	1,125.3	1,006.8

Equity ratio
48.5 %

Stable and predictable cost of debt

Expiration of fixed interest rates

(30 September 2017; % of total financial debt)



- Financial debt: **€ 552.4 million**
- Liquid funds: **€ 41.5 million**
- REIT equity ratio: **58.7 %**
- LTV: **40.0 %**
- Average maturity of fixed interest rates: **6.4 years**
- Average cost of debt: **2.6 %**
- Financing banks
 - Institutional banks
 - Cooperative banks
 - Saving banks
 - Insurance companies

Conclusion and outlook

Conclusion/Summary

- Successful first nine month 2017 with positive development of operational business
- Vacancy rate: 1.5%
- Transfer of possession of five assets in Cologne, Hallstadt, Berlin, Ratingen and Hanau
- Transfer of possession of office building in Kiel on 2 November 2017
- Portfolio value: € 1.3 billion

Forecast 2017

- Rental income: **+ 18 - 20%**
- FFO: **€ 44 – 45 million**
- FFO per share: **€ 0.55 - € 0.56**
- Remaining fire power: **€ 120 - 150 million**

HAMBORNER REIT AG - Financial Calendar	
Interim Report for 3rd quarter 2017	9 November 2017
Preliminary figures 2017	8 February 2018
Annual Report 2017	21 March 2018
Interim Report for 1st quarter 2018	25 April 2018
AGM 2018	26 April 2018
Dividend payment	2 May 2018
Interim report for first half 2018	9 August 2018

Many thanks for your attention!

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