



Company Presentation

HAMBORNER REIT AG

September 2013



HAMBORNER REIT AG - key investment highlights

Creating sustainable shareholder value

hamborner
REIT

ZUKUNFT BRAUCHT SUBSTANZ

→ Strong asset- and portfolio management

→ Increasing portfolio quality

→ Robust financial position

→ Enhancing efficiency, increasing cash flow
and dividend per share

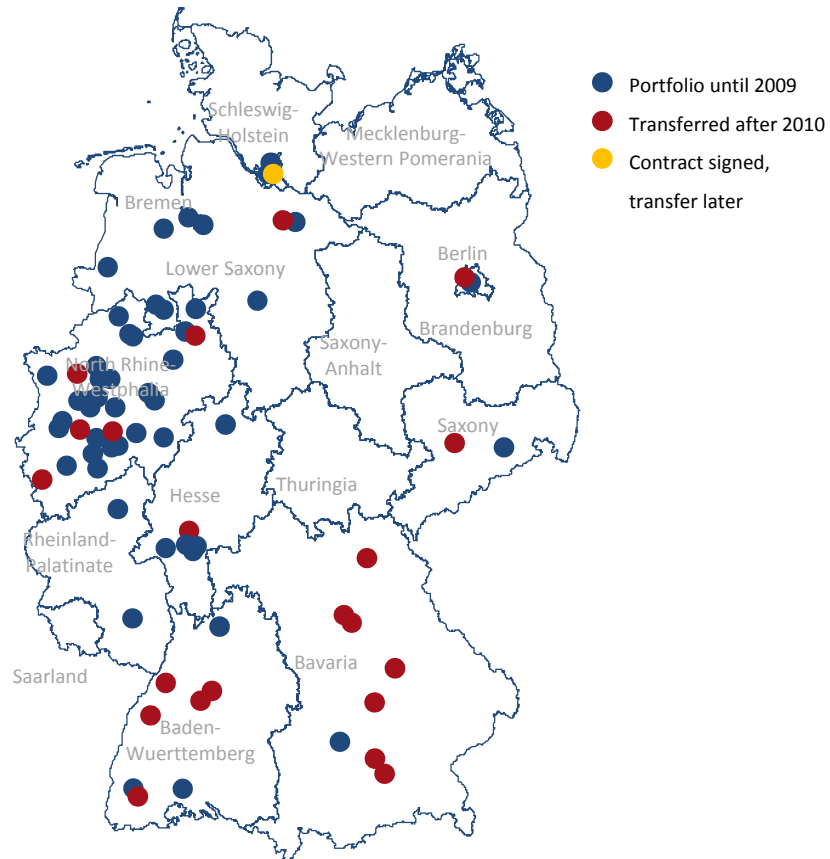
→ Capital markets track record

Agenda

- 1** Increasing portfolio quality
- 2** Strong asset and portfolio management
- 3** Robust financial position
- 4** Enhancing efficiency, increasing cash flow and dividend per share
- 5** Capital markets track record
- 6** Successful first half year 2013
- 7** Appendix

Balanced portfolio with 100% German focus

Geographical portfolio spread



* Based on rent roll June 2013

** Predominantly retail properties, small proportion of office space and residential units

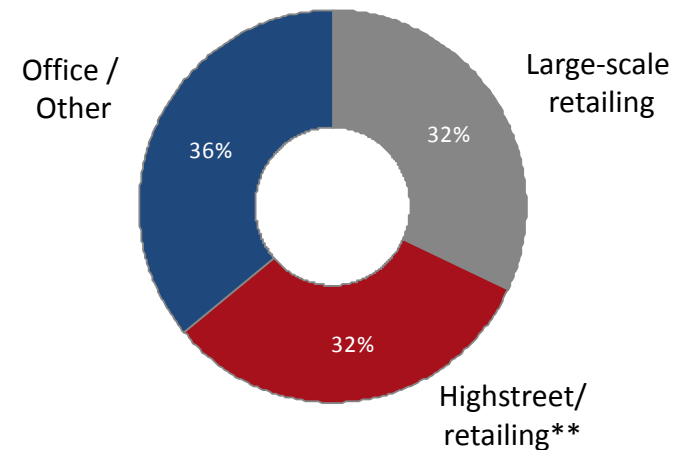
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Diversification of asset types (per 30. June 2013)

→ 72 properties in 55 cities in Germany, focus on West and South

→ Total portfolio value of € 674 million

Annualised rental income (100% = € 45.9 million)*



Well defined acquisition strategy

Acquisition strategy

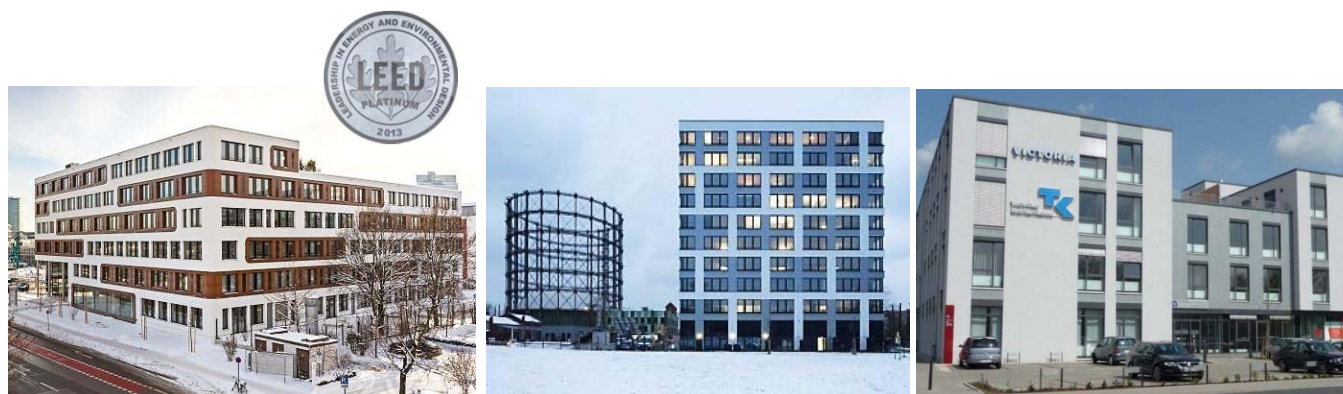
- Regional diversification in high growth regions in Southern and South-West Germany
- Focus on towns and cities outside the main metropolises
- Focus on acquisitions of € 10 million – € 60 million
- Improving cost/yield structures through acquisition of larger properties and disposal of smaller properties
- Off market deals

Asset focus

- Focus on quality properties, location and property strategy determined by asset type:
 - Commercial buildings (€10m-60m) used for retail trade (highstreet retail) in A1 sites (pedestrian zones), nationally at locations with > 60,000 inhabitants
 - Self-service markets and self-service department stores (€10m-60m) in town centre sites or highly frequented edge-of-town sites, nationally at locations with > 60,000 inhabitants
 - Modern office buildings (€10m-60m) built or redeveloped from the year 2000 onwards in town centre sites of cities with > 100,000 inhabitants

- **Diversified commercial real estate portfolio structure with clear yield-orientation**
- **Creating value through continuous expansion of portfolio**
- **Acquisition strategy and asset focus result in limited competition from other potential buyers**

Investments – transfer of possession 2013



	Munich, NuOffice	Berlin, EUREF – Torgauer Straße	Bayreuth, Spinnereistraße
Built	2012	2012/2013	2009
Main Tenant	Estée Lauder, McLaren, Armani, Milon...	Schneider Electric GmbH, Arcadis,...	Jobcenter Bayreuth, Synlab Weiden, Schuhcenter Siemes, Deutsche Apotheker- und Ärztebank
Leased Area	approx. 12,000 sqm	approx. 12,700 sqm	approx. 8,500 sqm
Annual Rental income	approx. € 2.4 million	€ 2.22 million	approx. € 1.4 million
Remaining term	7.0 years	7.0 years	6.3 years
Gross initial yield	5.9 %	6.7 %	7.3 %
Purchase price	€ 39.0 million	€ 32.99 million	€ 18.5 million
Transfer of possession	January 2013	March 2013	June 2013

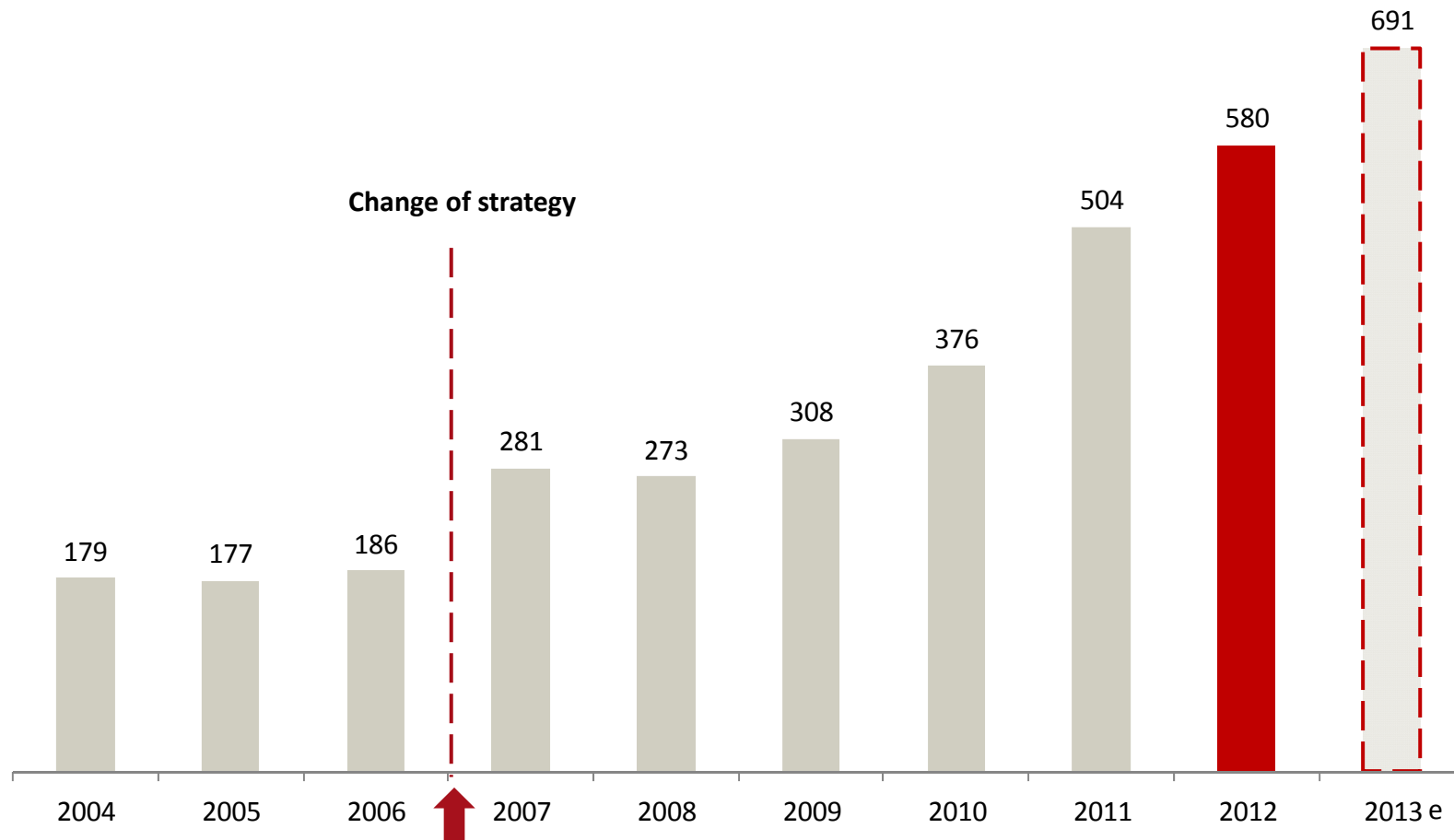
Investments – transfer of possession 2013



Hamburg, OBI
Sander Damm (under construction)

Built	2013
Main Tenant	OBI
Leased Area	approx. 10,200 sqm
Annual Rental income	€ 1.25 million
Remaining term	15 years
Gross initial yield	7.3 %
Purchase price	approx. € 17.2 million
Transfer of possession	Q4 2013e

Development of the HAMBORNER portfolio value in million €

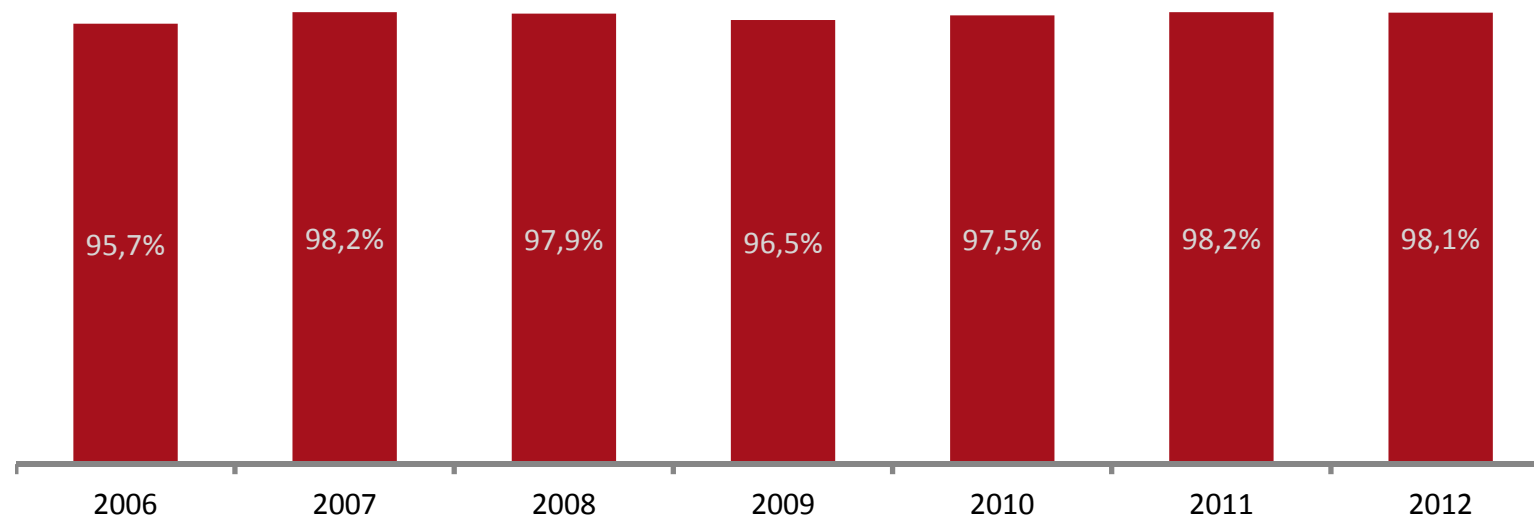


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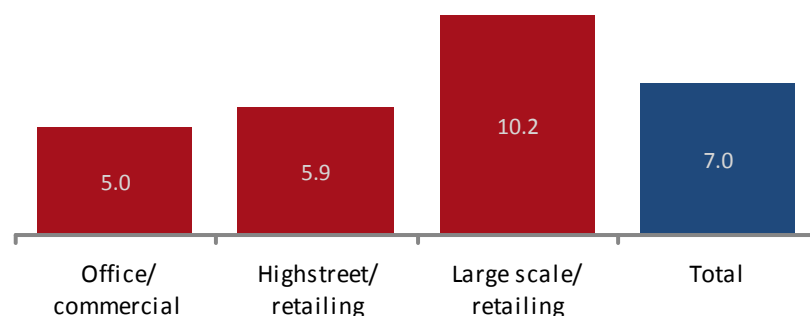
High and stable occupancy

Occupancy rates

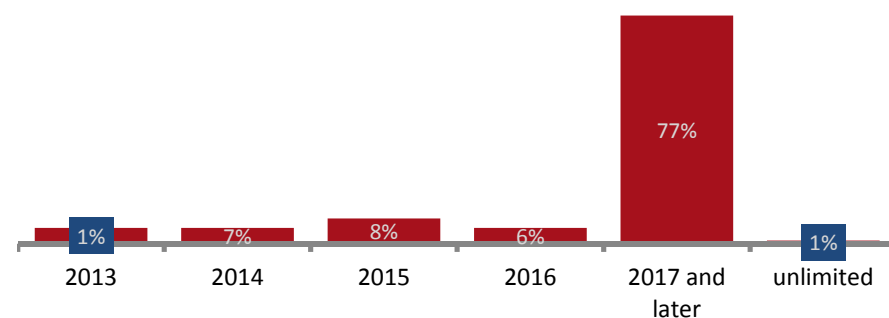


Long-term leases with strong tenants

Weighted average lease expiry by type
(30 June 2013, in years)



Split of lease contract expiry by year (30 June 2013)



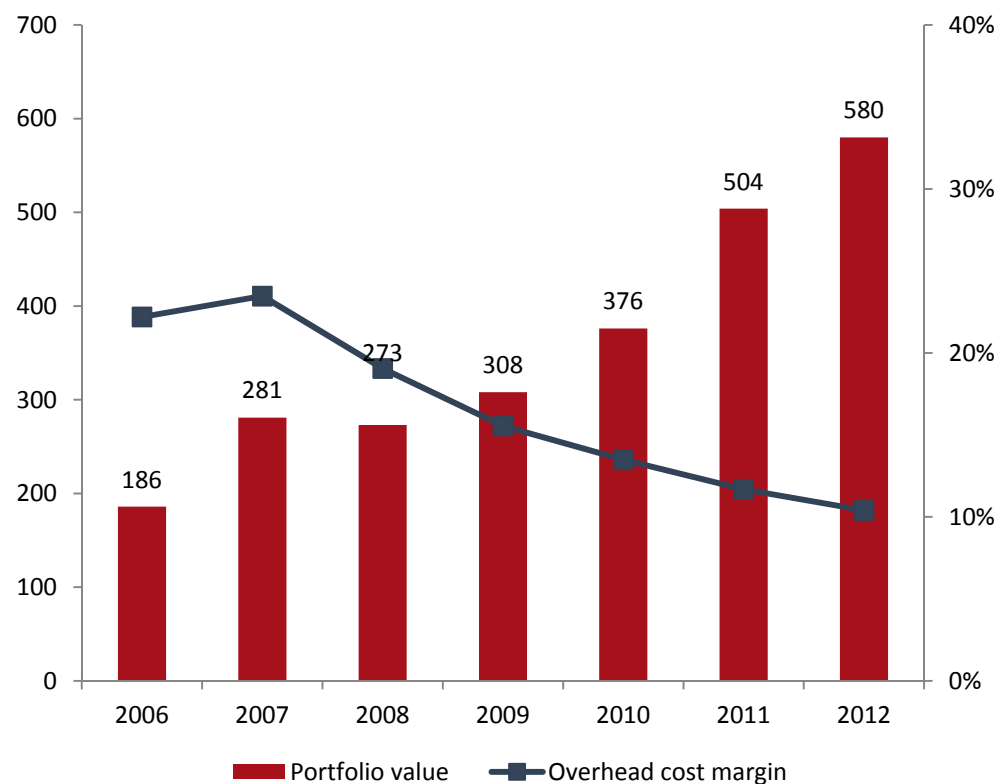
Top 10 tenants (30 June 2013, % of annual rent*)

Tenant	Sector	% of annual rent*
EDEKA	Discount food retail	15.2%
Kaufland Group	Discount food retail	10.2%
OBI	Retail (DIY)	6.1%
AREVA	Power & Utilities	2.1%
SFC Energy	Industrials/Energy	2.1%
Estée Lauder	Luxury consumer goods	1.9%
Schneider Electric	Energy Management	1.9%
Telefonica O2	Telecommunication	1.8%
REWE	Food retail	1.7%
Bundesagentur für Arbeit BfA	Government	1.7%
Total		44.7%

* Including rent guarantees

Benefitting from economies of scale

Portfolio value (€ million) and overhead cost margin*



* Personnel and administrative costs divided by income from rents and leases. Personnel costs are adjusted downward for one-off costs

** Per 30 June 2013

Room for growth

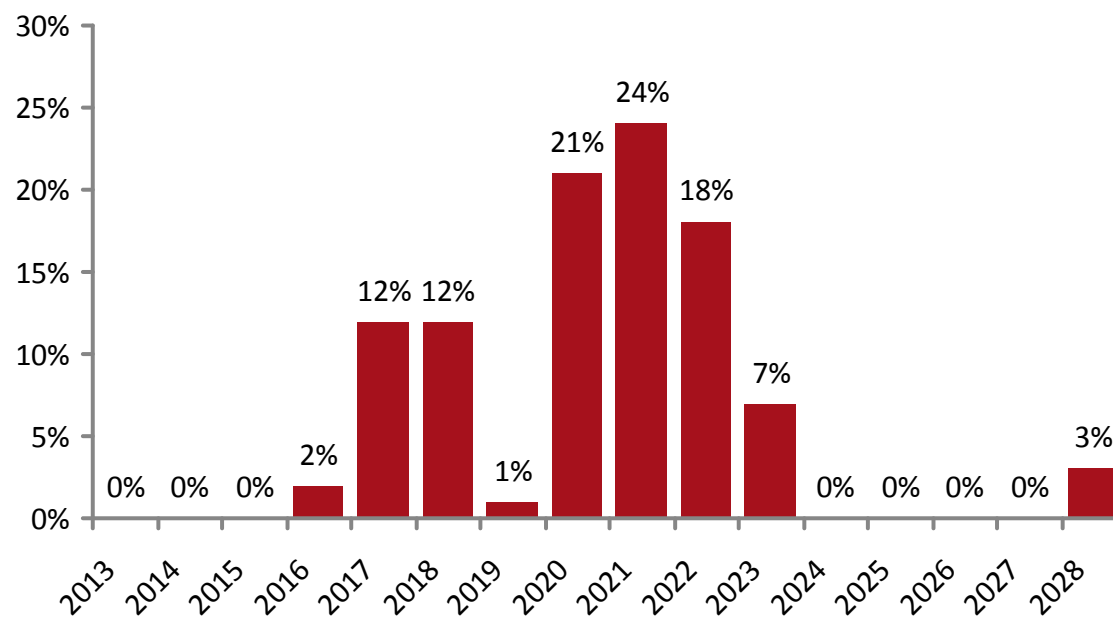
- Internal management
- Efficient organisation
 - Internal management
 - 2 board members
 - 26 employees**
 - Outsourcing of infrastructural building services only
- Room to substantially grow the portfolio with limited marginal costs

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Stable and predictable cost of debt

Expiration of fixed interest rates (per 30 June 2013)

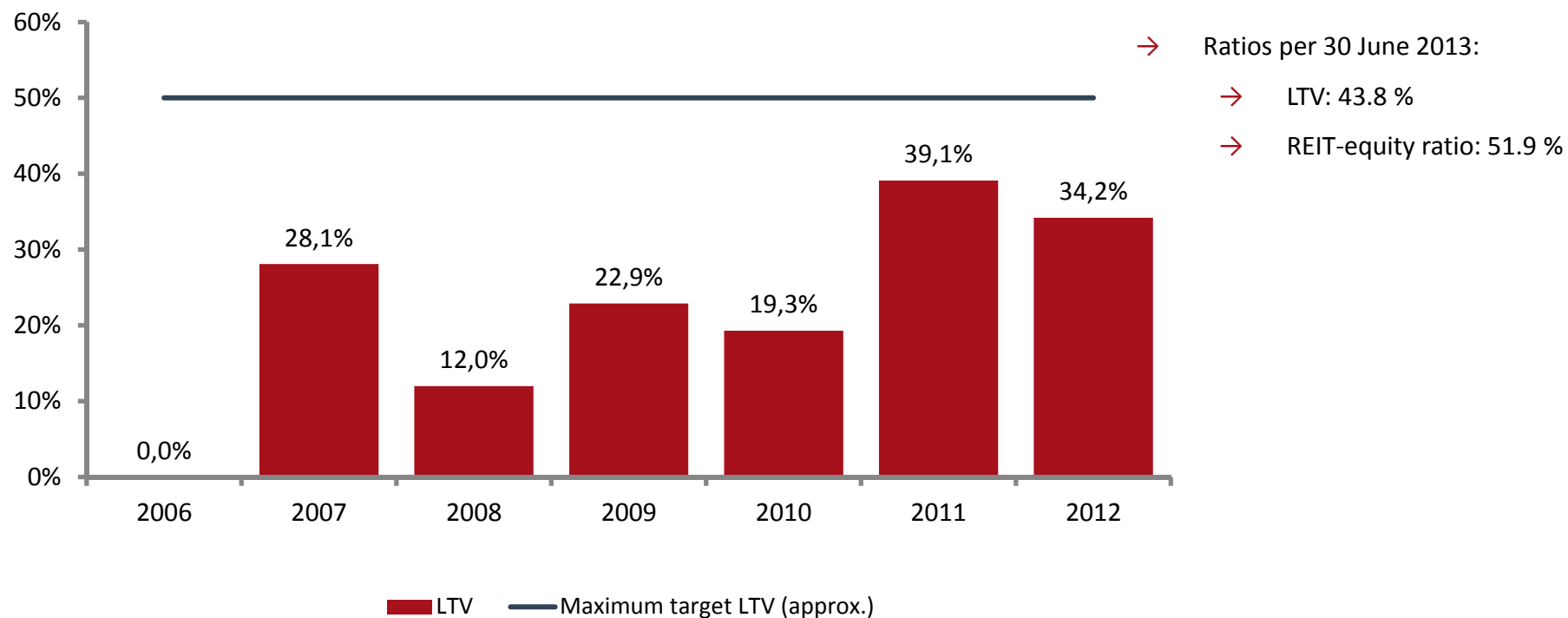


- Financial debt: € 313.1 million
- Liquid funds: € 5.2 million
- LTV: 43.8 %
- REIT equity ratio: 51.9%

- Average maturity of fixed interest rates: 7.5 years
- Average cost of debt: 3.9%
- Banks
 - Institutional banks
 - Cooperative banks
 - Saving banks
 - Insurance companies

Low LTV, equity ratio well within REIT criteria

Loan-to-value (%)*



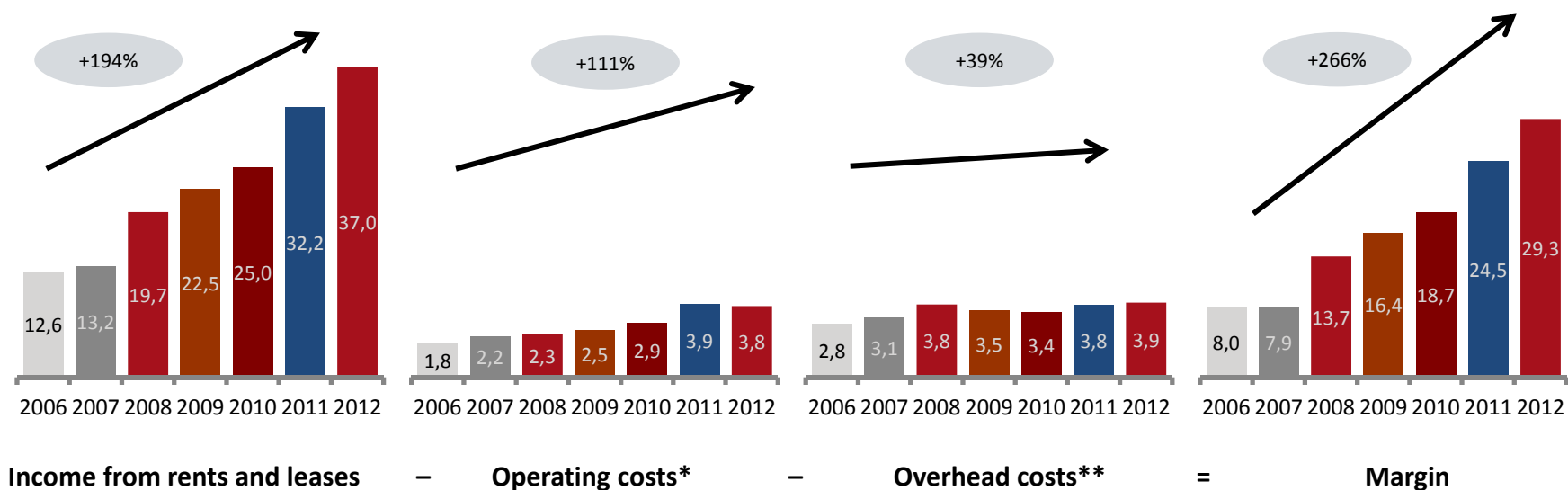
* Cash exceeds debt in 2006

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Increasing efficiency resulting in higher margins

Development of rental income, overhead costs, and margin (€ million)



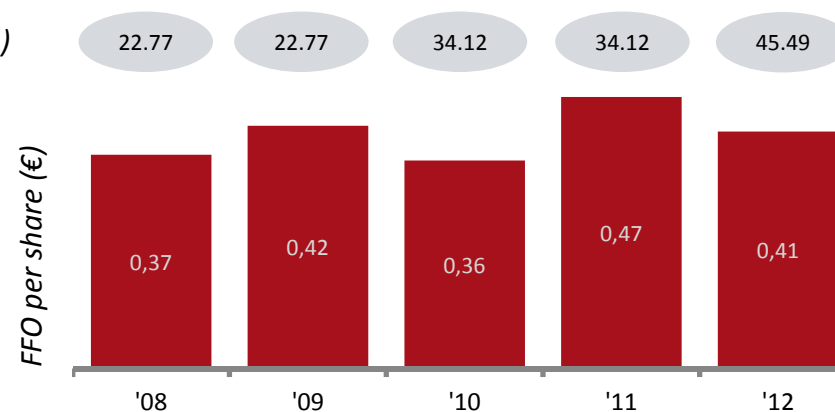
* Operating costs include income from passing on incidental costs to tenants, current operating expenses and land and building maintenance

** Overhead costs include personnel and administrative costs . Personnel costs are adjusted downward for one-off costs

Increasing Funds From Operations and dividend per share

Funds From Operations (FFO) per share (€)

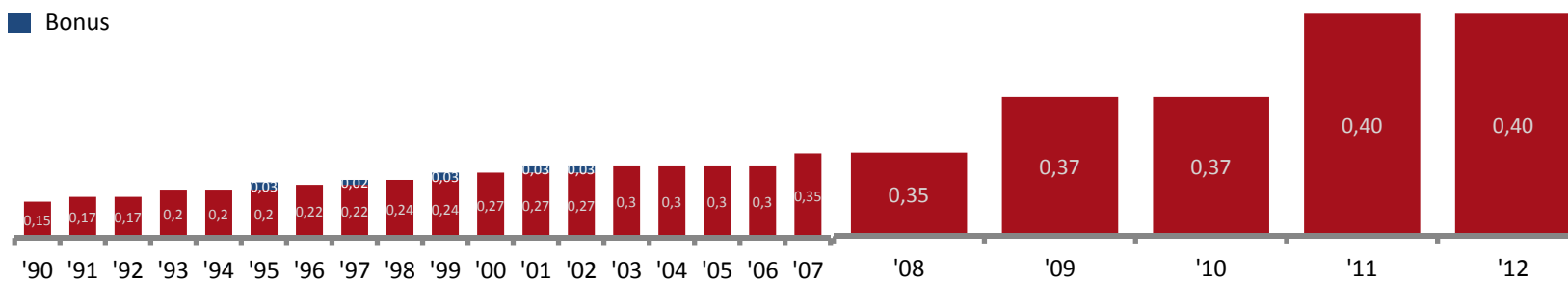
Number of shares (million)



Dividend per share (€)

→ HAMBORNERS dividend € 0.40 for FY 2012

- Dividend
- Bonus



Agenda

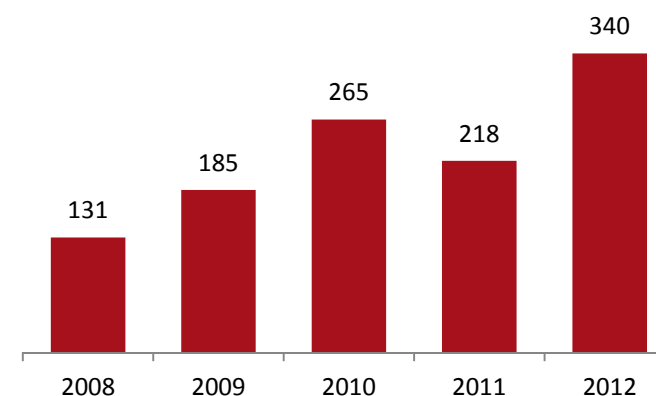
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Growing market capitalization and increasing free float...

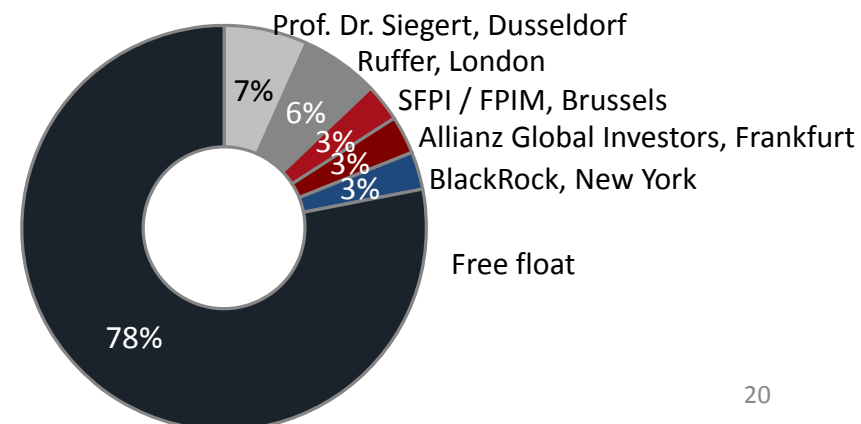
Overview events

- **2007:** Start of new strategy
- **2010:** Achievement of G-REIT status and change of company name to HAMBORNER REIT AG
- **October 2010:** Successful Capital Increase – net proceeds of approx. € 76 million
- **February 2011:** Secondary placement of approx. € 89 million HSH stake
- **March 2011:** SDAX index inclusion
- **March 2012:** EPRA index inclusion
- **July 2012:** Successful Capital Increase – 11,373,333 new shares, share price € 6.50, full dividend rights, net proceeds of approx. € 71.4 million
- **May 2013:** Creation of new Authorised Capital and Authorisation to issue option and convertible bonds

Historic market cap (€ million)

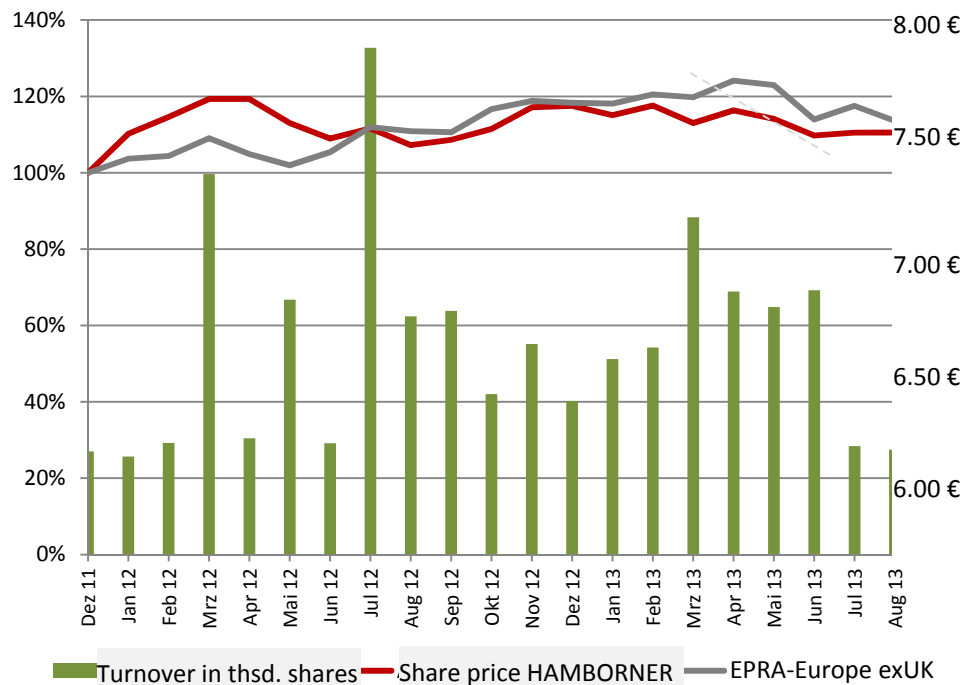


Shareholder structure

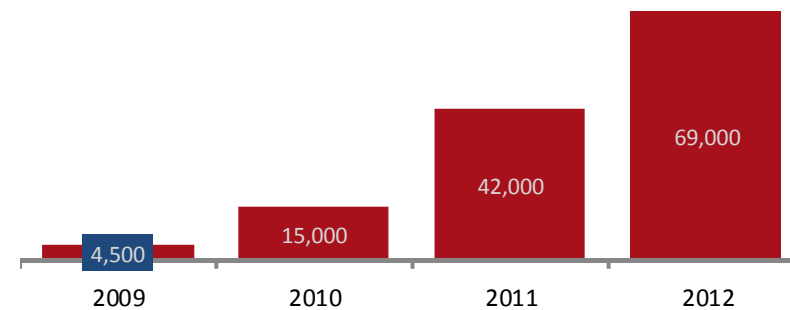


... resulting in increased liquidity

Share price development



Average turnover per day since 2009 (# shares)



Remarks

- Share price performance 2012:
 - ➔ HAMBORNER: 17%
 - ➔ FTSE EPRA Germany: 18%
 - ➔ SDAX: 20%

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First half year 2013 successfull

Growth continued



- Transfer of possession: Munich, Berlin and Bayreuth
- Contracts signed: Hamburg (in 2012)
- Portfolio volume 30.06.2013: € 674 million

AGM 07 May 2013:

- Creation of new Authorised Capital
- Authorisation to issue option and convertible bonds

Positive operational business development

- 22 % increase in rents
- Vacancy rate 3.7 % (2.4 % including rent guarantees)

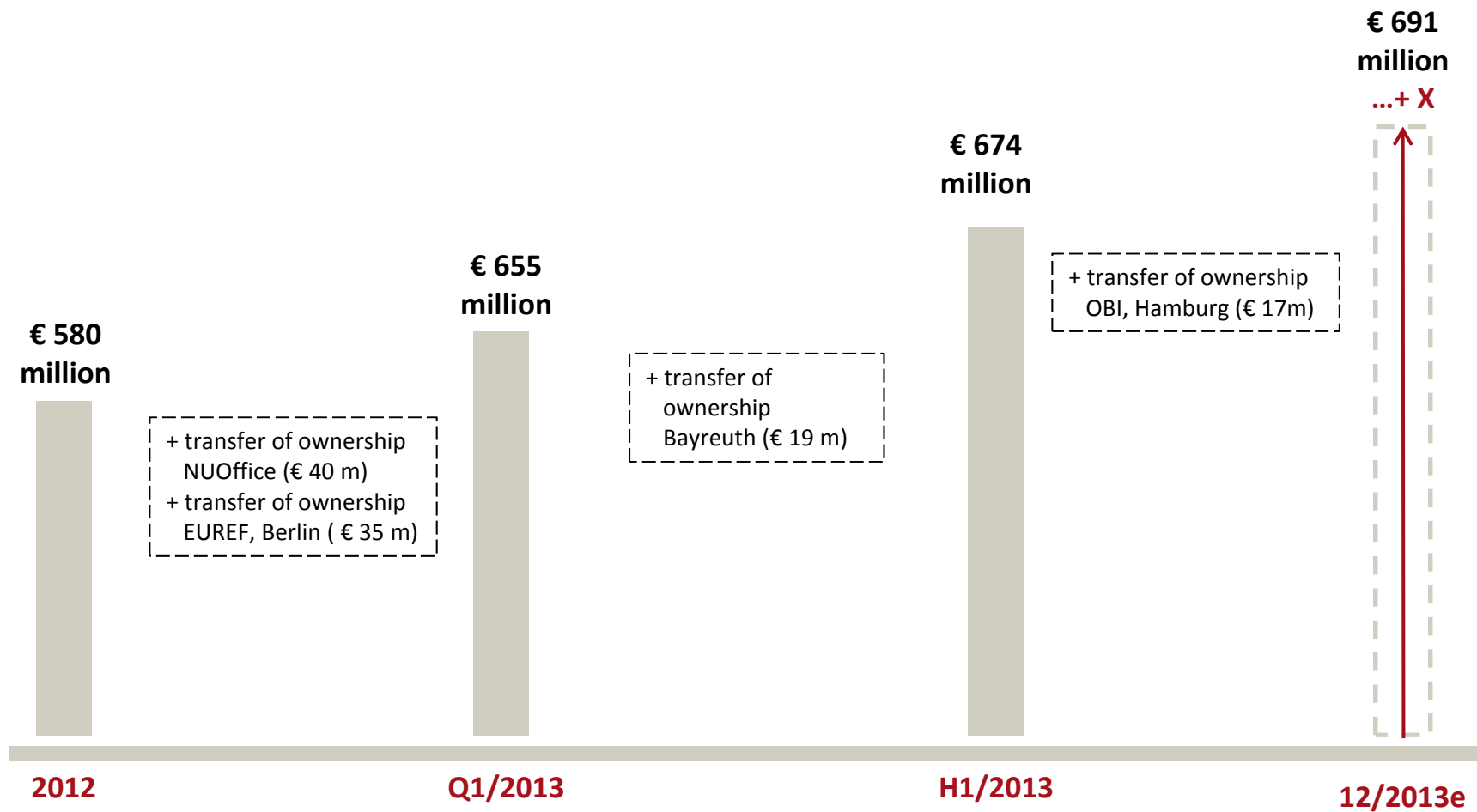
Sound financial structure

- REIT equity ratio 51.9 %
- No refinancing needs

Positive outlook for full year 2013

- Rents + 20 %
- FFO + 20 % – 25 %

Development of HAMBORNERs portfolio value



Significant key figures for the first half year of 2013

Key figures	H1 2013	H1 2012	Change
Rental revenues	€ 22.2 million	€ 18.2 million	+ 22 %
Operating result	€ 11.0 million	€ 8.9 million	+ 24 %
Profit for the period	€ 5.6 million	€ 3.8 million	+ 49 %
Funds from Operations	€ 12.4 million	€ 9.8 million	+ 27 %
Funds from Operations (FFO) per share *	€ 0.27	€ 0.29	
	30.06.2013	31.12.2012	
REIT equity ratio	51.9 %	60.3 %	- 8.4 %-points
Loan to value (LTV)	43.8 %	34.2 %	+ 9.6 %-points
Net asset value (NAV) per share *	€ 8.01	€ 8.17	

* 2013: 45.493.333 shares
2012: 34.120.000 shares

Summary & Outlook

- H1 2013:
 - Positive operational business development
 - Rents and FFO increased
 - Transfer of possession of objects in Munich, Berlin and Bayreuth
 - Creation of new Authorised Capital
 - Authorisation to issue option and convertible bonds

- Business year 2013:
 - Further increase of rental income in 2013 expected (+ 20 %)
 - Further clearly increase of FFO in 2013 strived (+ 20 % - 25 %)

Financial Calendar 2013/2014

HAMBORNER REIT AG	
Interim report for 1st half 2013	8 August 2013
Interim report for 3rd quarter 2013	12 November 2013
Annual report 2013	26 March 2014
Interim report for 1st quarter 2014	5 May 2014
Annual general meeting 2014	6 May 2014

Many thanks for your attention!

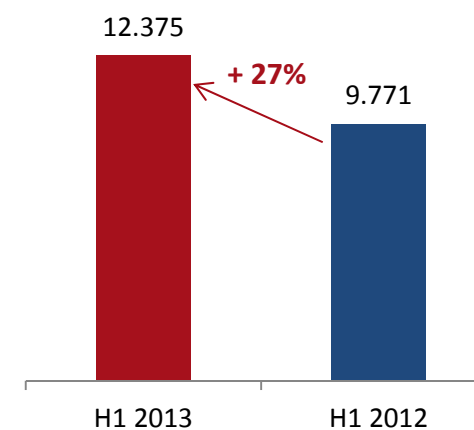
Appendix

Profit and loss account according to IFRS

in T €	H1 2013	H1 2012
Net rental income	20,521	16,834
Administrative expenses	-593	-501
Personnel costs	-1,547	-1,389
Depreciations	-8,115	-6,008
Other operating income	1,102	254
Other operating expenses	-341	-300
Operating result	11,027	8,890
Result from the sale of investment properties	351	17
Earnings before interest and taxes (EBIT)	11,387	8,907
Financial result	-5,767	-5,127
Taxes	0	-7
Net profit for the period	5,611	3,773

FFO

in € thousand	30.06.2013	30.06.2012
Income from rents and leases	22,172	18,193
Income from passed-on incidental costs to tenants	2,384	1,612
Real estate operating expenses	-3,373	-2,374
Property and building maintenance	-662	-597
Net rental income	20,521	16,834
- Administrative expenses	-593	-501
- Personnel costs	-1,547	-1,389
+ Other operating income*	102	254
- Other operating expenses	-341	-300
+ Interest income	26	117
- Interest expenses	-5,793	-5,244
FFO before taxes	12,375	9,771
FFO per share**	0.27	0.29

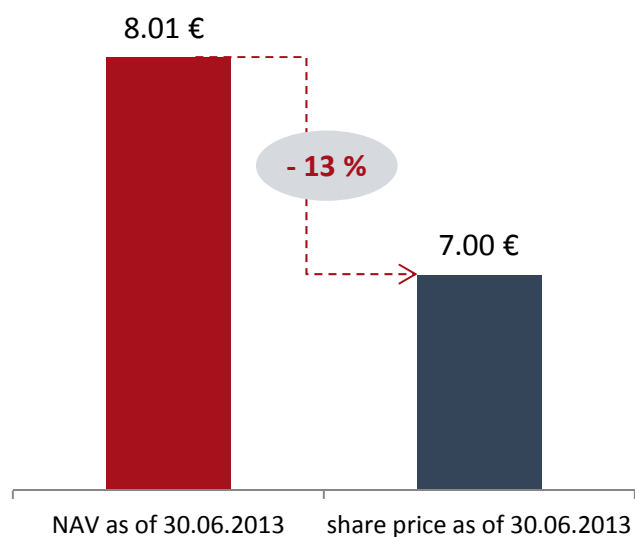


* adjusted for one-time effect (payment tenant Konsum)

** H1/2013: 45,493,333 shares
H1/2012: 34,120,000 shares

Net asset value (NAV) in accordance with EPRA

Discount of the XETRA-closing price to the NAV = 13 % (30.06.2013)



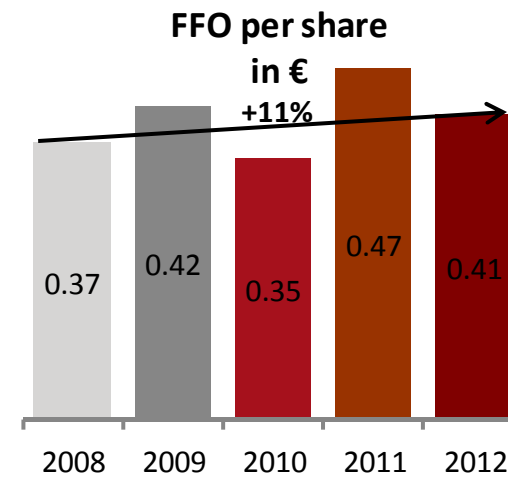
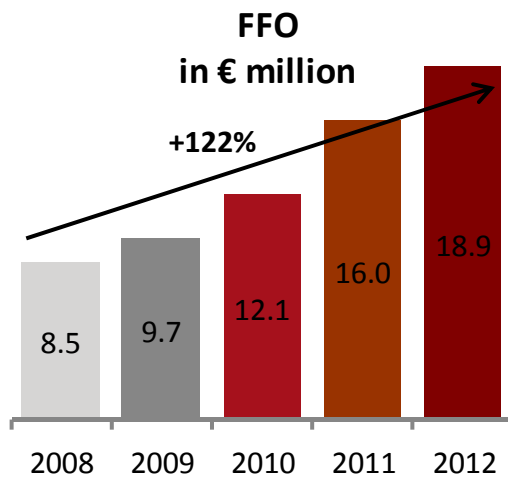
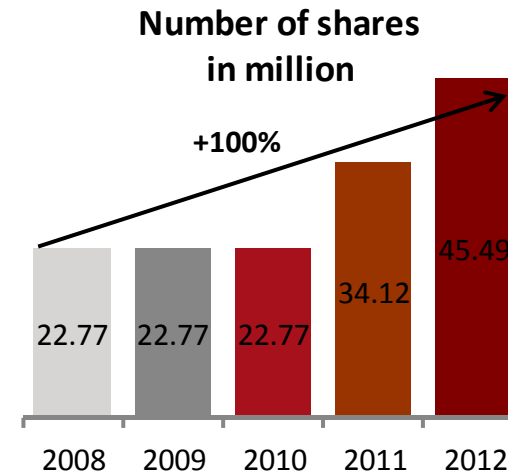
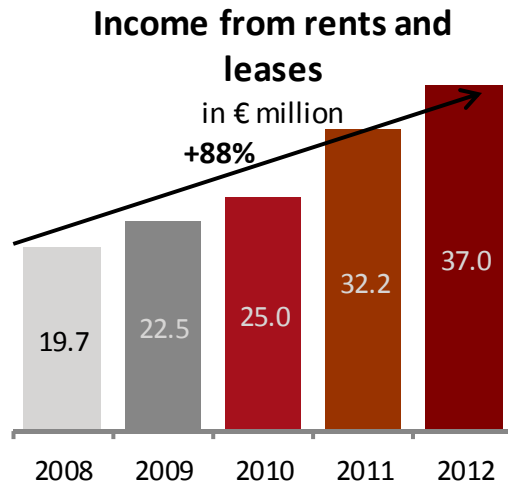
NAV calculation (in accordance with EPRA)	30.06.2013 in € million	31.12.2012 in € million
Balance sheet long-term assets	592	511
+ Balance sheet short-term assets	6	30
- Non-current liabilities and provisions	-305	-235
- Current liabilities and provisions	-14	-14
Balance sheet NAV	279	292
+ Hidden reserves long-term assets	85	80
NAV	364	372
NAV per share in €	8.01	8.17

Balance sheet in accordance with IFRS

in € million	30.06.2013	31.12.2012
ASSETS		
Non-current assets	592.5	511.3
Investment Properties	592.0	510.8
Other	0.5	0.5
Current assets	6.2	30.1
Trade receivables and other assets	0.9	0.8
Bank deposits and cash balances	5.3	29.3
Total assets	598.7	541.4
EQUITY AND LIABILITIES		
Equity	267.3	276.8
Financial liabilities and derivative financial instruments	313.1	245.9
Other liabilities and provisions	18.3	18.7
Total equity and liabilities	598.7	541.4

Equity ratio 44.7%

FFO per share as key component for controlling



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