



hamborner
REIT



ZUKUNFT BRAUCHT SUBSTANZ

Conference Call 3rd quarter 2016

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10 November 2016

First nine month 2016

Highlights

Positive operational business development

- 18.7 % increase of income from rents and leases
- 20.9 % growth in FFO
- Vacancy rate 1.7 % (1.4 % incl. rent guarantees)

Capital increase September 2016

- approx. 17.7 million new shares
- Subscription ratio 7:2
- Subscription price 9.40 €
- Proceeds approx. 166.5 million €

Acquisitions Jan-Sep 2016 (Transfer of possession)



Lübeck (Haerder-Centre)

Price: approx. € 50 million
Transfer of poss. Feb. 2016



Ditzingen (DIY store)

Price: € 13.7 million
Transfer of poss. June 2016

Strong financial structure

- REIT equity ratio 68.3 %
- LTV 28.5 %

Positive outlook for full year 2016

- Rents approx. + 18 %
- FFO approx. + 20 %
- FFO per share roundabout 0.44 €

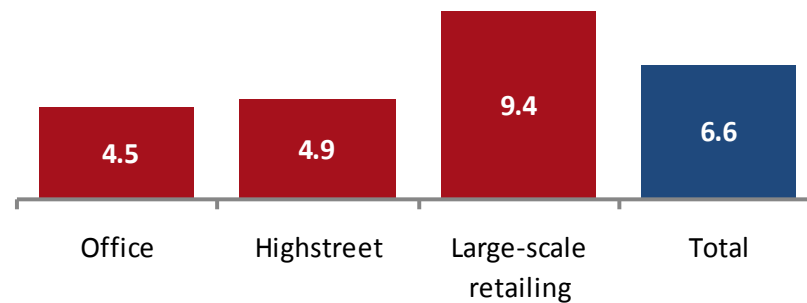
Significant key figures for the first three quarters 2016

Key figures	Q1-Q3 2016	Q1-Q3 2015	Change
Rental revenues	€ 45.3 million	€ 38.2 million	+ 18.7 %
Operating result	€ 20.6 million	€ 18.1 million	+ 14.3 %
Profit for the period	€ 14.1 million	€ 8.6 million	+ 63.1 %
Funds from operations (FFO)	€ 26.5 million	€ 21.9 million	+ 20.9 %
Funds from operations (FFO) per share	€ 0.33	€ 0.35	
	30/09/2016	30/09/2015	
REIT equity ratio	68.3 %	61.4 %	+ 6.9 %-points
Loan to value (LTV)	28.5 %	35.2 %	- 6.7 %-points
Net asset value (NAV) per share	€ 9.03	€ 8.53	
Number of shares	79,717,645	62,002,613	

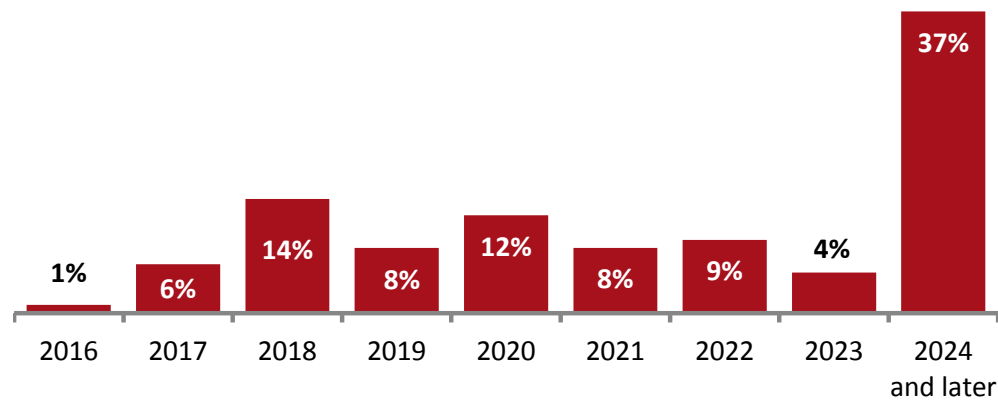
Long-term leases

Leasing contracts expire well distributed

Weighted average lease expiry by type (30/09/2016, in years)













Split of lease contracts expiring by year (30/09/2016)



Solid tenants

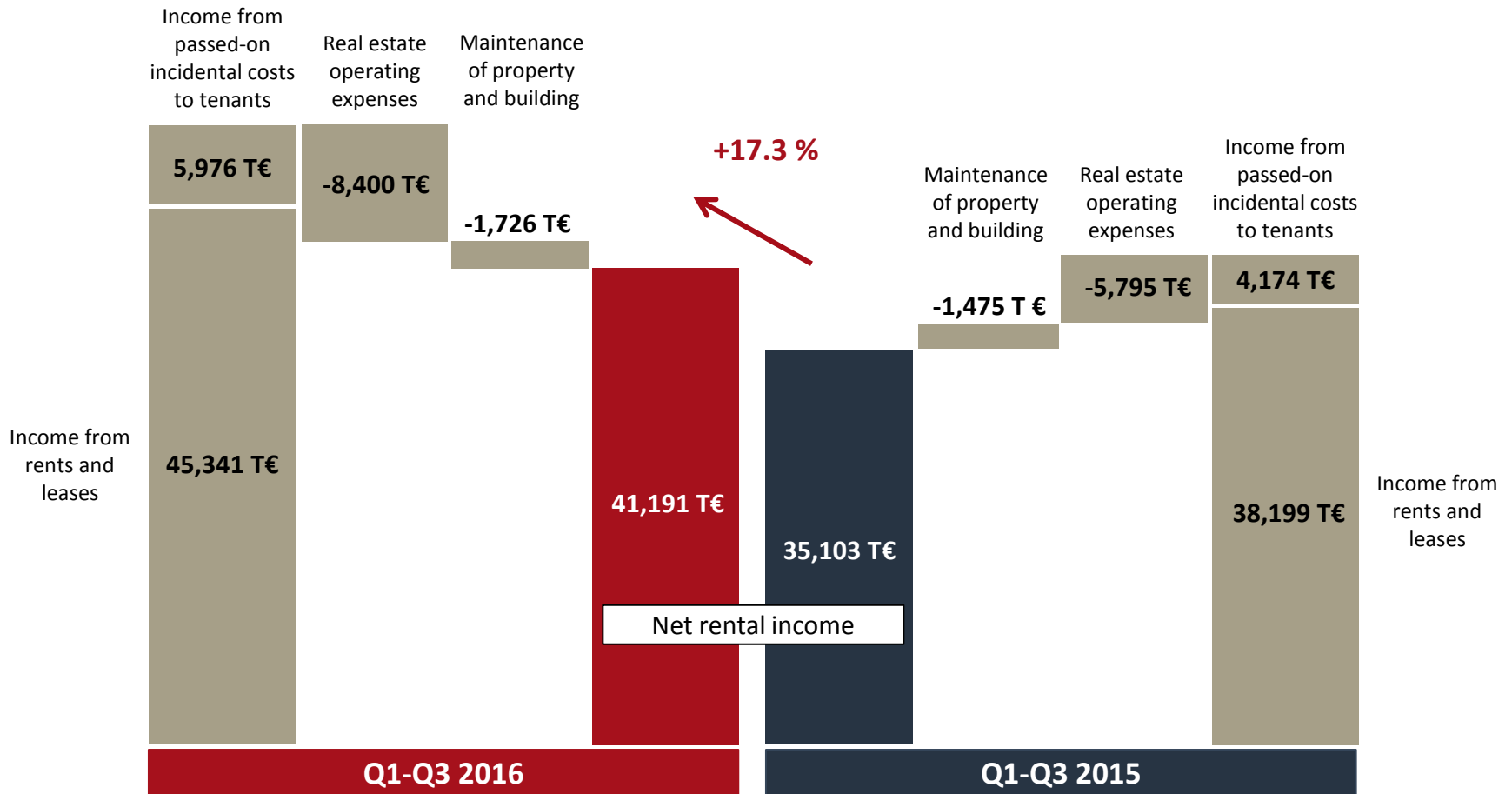
Top 10 tenants

Top 10 tenants (30/09/2016, % of annual rent *)

	<u>Tenant</u>	<u>Sector</u>	<u>% of annual rent</u>
	EDEKA-Group	Discount food retail	12.5%
	Kaufland Group	Discount food retail	7.9%
	OBI	Retail (DIY)	7.0%
	real,-	Discount food retail	5.1%
	Jobcenter	Government Agency	4.4%
	H&M	Textile retail	2.7%
	REWE-Group	Discount food retail	2.5%
	C&A	Textile retail	1.9%
	SFC Energy	Energy technology	1.6%
	hagebaumarkt	Retail (DIY)	1.6%
	Total		47.2%

* incl. rent guarantees

Development of net rental income

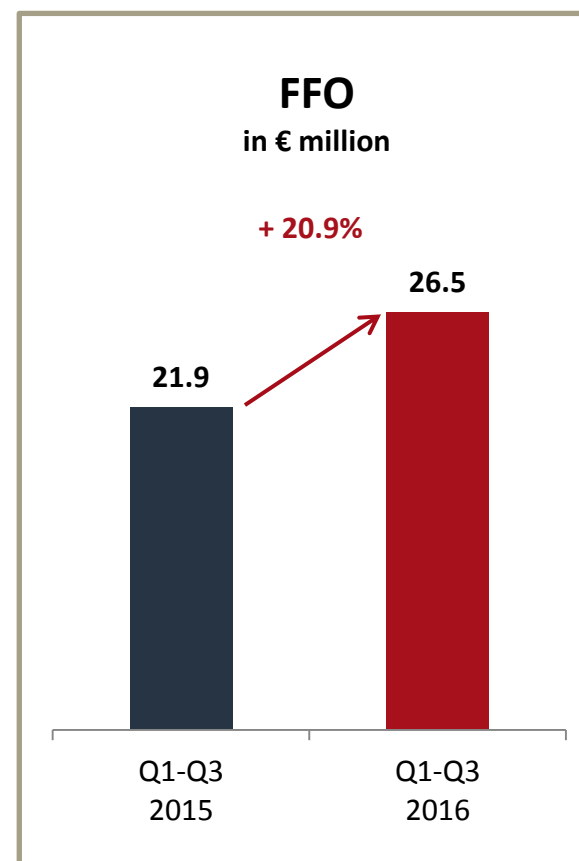


Profit and loss account according to IFRS

<i>in thousand €</i>	Q1-Q3 2016	Q1-Q3 2015
Net rental income	41,191	35,103
Administrative expenses	-909	-873
Personnel expenses	-2,870	-2,648
Depreciations	-16,543	-13,773
Other operating income	554	813
Other operating expenses	-778	-553
Operating results	20,645	18,069
Result from the sale of investment properties	4,089	458
Earnings before interest and taxes (EBIT)	24,734	18,527
Financial result	-10,657	-9,895
Net profit for the period	14,077	8,632

Funds from Operations

<i>in € thousand</i>	Q1-Q3 2016	Q1-Q3 2015
Income from rents and leases	45,341	38,199
Income from passed-on incidental costs to tenants	5,976	4,174
Real estate operating expenses	-8,400	-5,795
Property and building maintenance	-1,726	-1,475
Net rental income	41,191	35,103
- Administrative expenses	-909	-873
- Personnel expenses	-2,870	-2,648
+ Other operating income	554	813
- Other operating expenses	-778	-553
+ Interest Income	2	12
- Interest Expenses	-10,659	-9,907
FFO	26,531	21,947
FFO per share in Euro	0.33	0.35
Number of shares	79,717,645	62,002,613



Portfolio management

Purchase contracts signed in 2015

Transfer of possession until September 2016



Lübeck (Haerder-Center)
Sandstr. 1



Ditzingen
Dieselstr. 18

Built	2008	2016
Main tenant	H&M, New Yorker, REWE, mytoys	hagebaumarkt
Leased area	approx. 13,300 m ²	approx. 10,000 m ²
Annual rental income	€ 3.3 million	€ 0.9 million
Remaining term⁽¹⁾	3.3 years ⁽¹⁾	19.5 years ⁽¹⁾
Gross initial yield	6.5 %	7.0 %
Purchase price	€ 49.1 million	€ 13.7 million
Transfer of possession	February 2016	June 2016

Note (1): As of 30 September 2016

Purchase contracts signed in 2016



Kiel
Kaistraße



Münster (Deilmann-Park)
Martin-Luther-King-Weg 30/30a

Built	under construction	2016
Main tenant	Barmer GEK	FOM University
Leased area	approx. 6,550 m ²	approx. 3,300 m ²
Annual rental income	€ 1.2 million	€ 0.4 million
Remaining term	9.2 years ⁽¹⁾	7.5 years ⁽¹⁾
Gross initial yield	5.5 %	6.8 %
Purchase price	€ 20.9 million	€ 6.1 million
Transfer of possession	Q3 2017e	Q4/2016e

Note (1): As of date of signing

Portfolio management

Purchase contracts signed in 2016



Mannheim (Kurpfalz Center)
Spreewaldallee



Hanau (Rondo Steinheim)
Otto-Hahn-Str.

Built	1972 (modernized and expanded in 2012/2013)	under construction
Main tenant	Real, Toys'R'Us, ALDI, dm, Adler Mode, Golf House	REWE, ALDI, dm, Deichmann
Leased area	approx. 28,000 m ²	approx. 12,800 m ²
Annual rental income	€ 4.1 million	€ 2.0 million
Remaining term	8.0 years ⁽¹⁾	approx. 15.0 years ⁽²⁾
Gross initial yield	5.1 %	5.4 %
Purchase price	€ 80.0 million	€ 37.5 million
Transfer of possession	October 2016	Q3 2017e

Note (1): As of 30 September 2016

Note (2): As of date of signing

Purchase contracts signed in 2016



**Dortmund (“DOMI”)
Ostenhellweg**

Built	1948 (modernized and expanded in 2003)
Main tenant	TK Maxx, Das Depot, O ₂ , dialysis centre
Leased area	approx. 9,200 m ²
Annual rental income	€ 1.6 million
Remaining term	approx. 7.0 years ⁽¹⁾
Gross initial yield	5.1 %
Purchase price	€ 30.9 million
Transfer of possession	Q4 2016e

Note (1): As of date of signing

Divestments 2016



Duisburg

Price: € 2.64 million
Transfer of poss. 28/01/2016



Dinslaken

Price: € 1.94 million
Transfer of poss. 28/01/2016



Solingen

Price: € 3.17 million
Transfer of poss. 28/01/2016



Essen

Selling price: € 3.26 million
Transfer of poss. 02/08/2016



Kassel

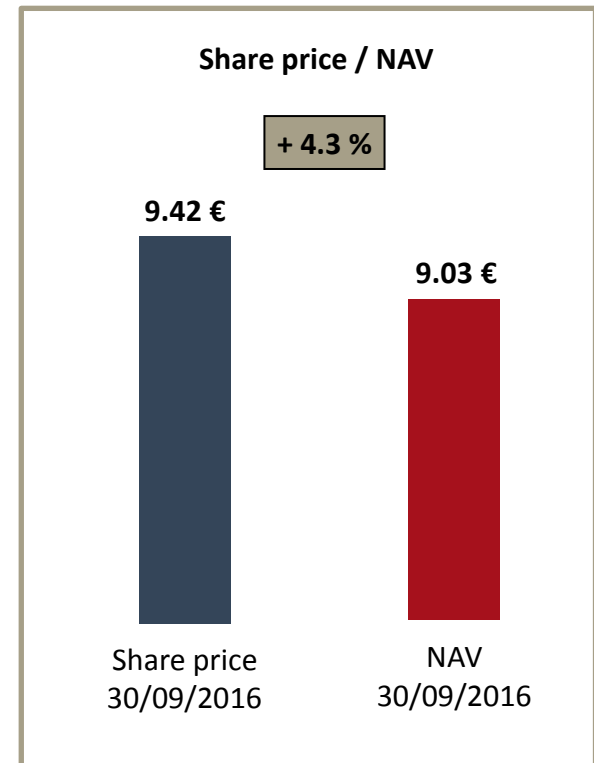
Selling price: € 0.70 million
Transfer of poss. pending

Total # of properties	5
Total selling price	approx. € 12m
Total rental income	approx. € 1.1m
Rental contracts	36 residential contracts 26 commercial contracts

Net Asset Value (NAV) in accordance with EPRA

Share price 4.3 % above NAV (30/09/2016)

NAV according to EPRA	30/09/2016 in € million	30/09/2015 in € million
Balance sheet long-term assets	890.6	724.3
+ Balance sheet short-term assets	121.8	56.7
- Non-current liabilities and provisions	-413.4	-349.2
- Current liabilities and provisions	-35.9	-22.5
Balance sheet NAV	563.1	409.3
+ hidden reserves "Investment property"	156.7	116.8
+ hidden reserves in "Non-current assets held for sale"	0	2.9
NAV	719.8	529.0
NAV per share in €	9.03	8.53
Number of shares	79,717,645	62,002,613



Balance Sheet

IFRS

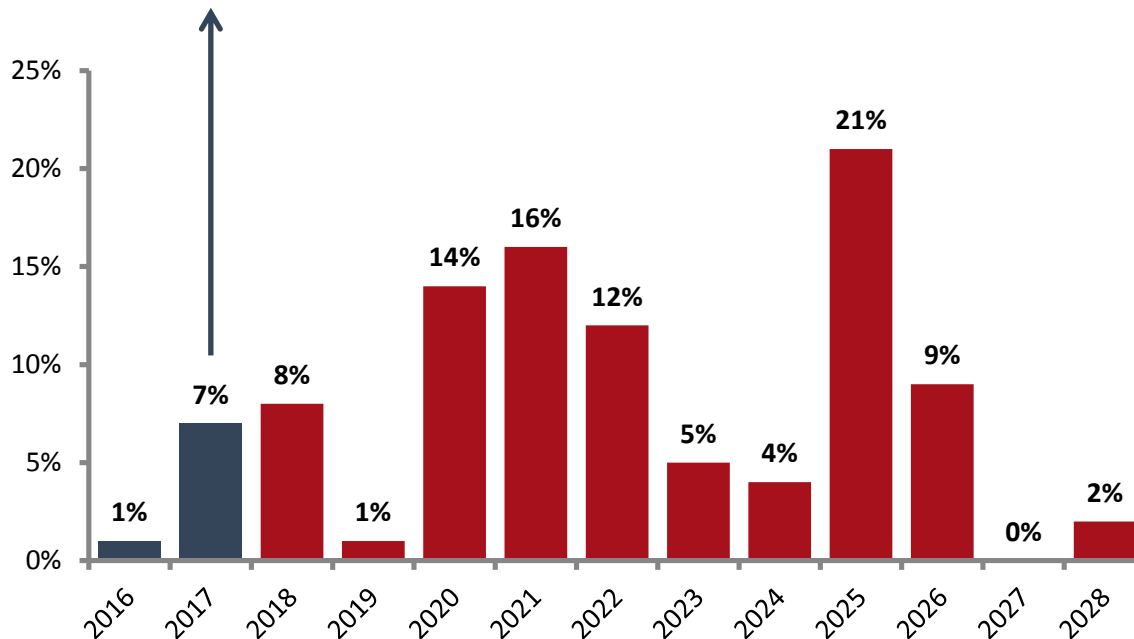
in € million	30/09/2016	31/12/2015
ASSETS		
Non-current assets	890.6	752.0
Investment properties	806.3	748.8
Advance payments on investment properties	80.0	0
Other	4.3	3.2
Current assets	121.8	34.6
Trade receivables and other assets	2.2	1.5
Cash and cash equivalents	118.9	27.1
Non-current assets held for sale	0.7	6.0
Total assets	1,012.4	786.6
EQUITY AND LIABILITIES		
Equity	556.6	406.1
Financial liabilities and derivative financial instruments	423.0	352.6
Other liabilities and provisions	32.8	27.9
Total equity and liabilities	1,012.4	786.6

Equity ratio
55.0 %

Stable and predictable cost of debt

Expiration of fixed interest rates (30/09/2016; % of total financial debt)

Follow-up financing
2016/2017 completed



30/09/2016



- Financial debt: € 416.5 million
- Liquid funds: € 118.9 million
- LTV: 28.5 %
- REIT equity ratio: 68.3 %
- Average maturity of fixed interest rates: 6.2 years
- Average cost of debt: 3.2%
- Refinancing of loans expiring in 2016 and 2017 completed

Conclusion for the first three quarters 2016 and outlook

1. Conclusion

- Positive development of operational business
- Vacancy rate 1.4 % incl. rent guarantees
- Transfer of possession of Haerder-Centre in Lübeck and DIY store in Ditzingen
- Transfer of possession of Kurpfalz-Centre in Mannheim on 1st October 2016
- Disposal of assets in Duisburg, Dinslaken, Solingen and Essen
- Purchase contracts signed for properties in Münster, Kiel, Hanau and Dortmund
- Successful capital increase with gross proceeds of 166.5 million €

2. Outlook

- Forecast increase:
 - Rents: + 13-15 %  approx. + **18 %**
 - FFO: + 13-15 %  approx. + **20 %**
- After capital increase additional fire power of approx. 320 million €

HAMBORNER REIT AG	
Interim report for 3rd quarter 2016	10 November 2016
Annual report 2016	28 March 2017
Interim report for 1st quarter 2017	9 May 2017
AGM 2017	10 May 2017
Interim report for 1st half 2017	8 August 2017
Interim report for 3rd quarter 2017	9 November 2017

Many thanks for your attention!

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