

hamborner
REIT

ZUKUNFT BRAUCHT SUBSTANZ



Conference Call 3rd quarter 2015

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10 November 2015

First nine month 2015 successful

Positive operational business development

- 9.3 % increase of income from rents and leases
- Vacancy rate 2.3 % (2.2 % incl. rent guarantees)

Portfolio Changes (Jan-Sept 2015)



Capital Increases February + July 2015

- approx. 16.5 million new shares
- Proceeds approx. 143 million €

Sound financial structure

- REIT equity ratio 61.4 %

Positive outlook for full year 2015

- Income from rents and leases around + 11%
- FFO absolute around +16%
 - FFO per share = 0.46 €
- Room for dividend increase (42 cent strived)

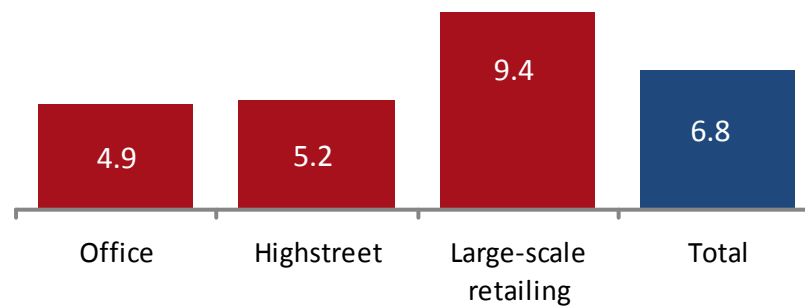
Significant key figures for the first three quarters 2015

Key figures	Q3 2015	Q3 2014	Change
Rental revenues	€ 38.2 million	€ 34.9 million	+ 9.3 %
Operating result	€ 18.1 million	€ 15.8 million	+ 14.4 %
Profit for the period	€ 8.6 million	€ 16.2 million	- 46.8 %
Funds from operations	€ 21.9 million	€ 18.7 million	+ 17.3 %
Funds from operations (FFO) per share	€ 0.35	€ 0.41	
Net asset value (NAV) per share	€ 8.53	€ 8.22	
Number of shares	62,002,613	45,493,333	
	30.09.2015	31.12.2014	
REIT equity ratio	61.4 %	53.1 %	+ 8.3 %-points
Loan to value (LTV)	35.2 %	43.3 %	- 8.1 %-points

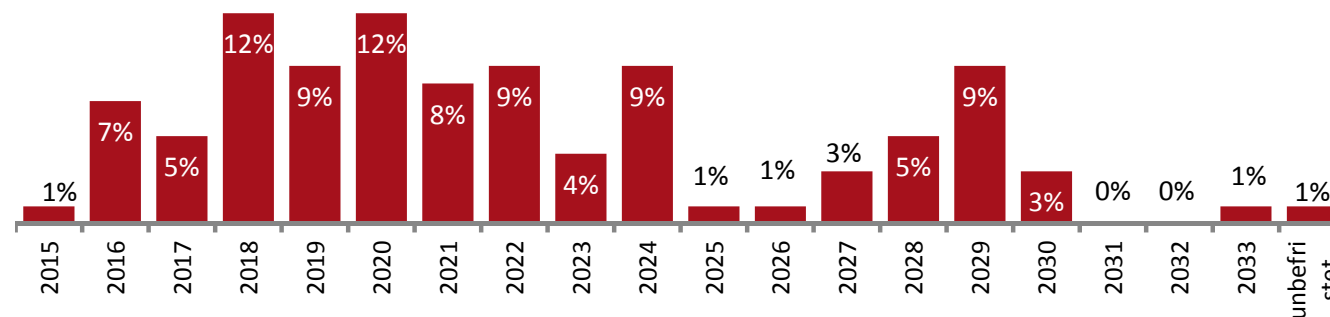
Long-term leases

Leasing contracts expire well distributed

Weighted average lease expiry by type (30/09/2015, in years)













Split of lease contracts expiring by year (30/09/2015)



TOP 10 tenants

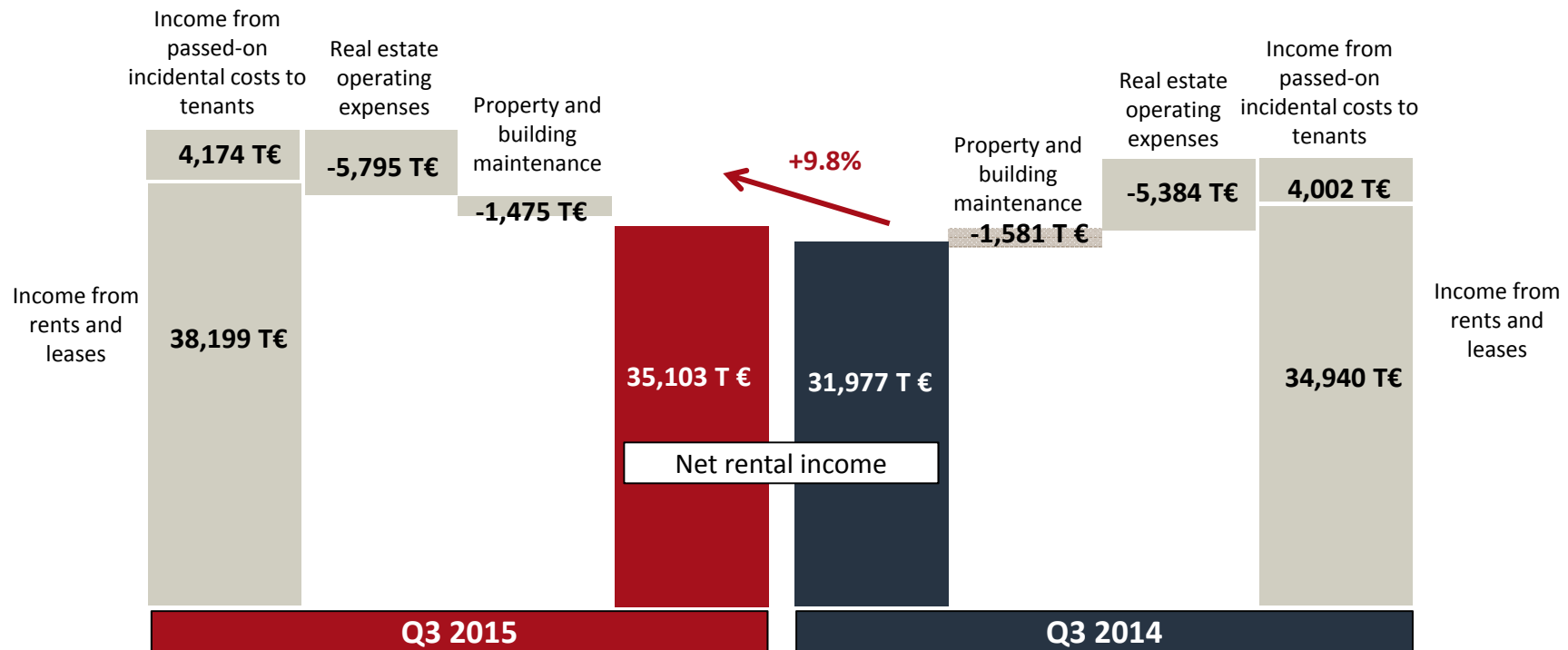
Solid tenants

Top 10 tenants (30/09/2015, % of annual rent *)

	<u>Tenant</u>	<u>Sector</u>	
	EDEKA	Discount food retail	13.9%
	Kaufland Gruppe	Discount food retail	9.2%
	OBI	Retail (DIY)	7.3%
	real,-	Discount food retail	5.5%
	Jobcenter	Agency of Unemployment	4.7%
	C&A	Textile retail	2.1%
	H&M	Textile retail	1.9%
	AREVA	Power & Utilities	1.7%
	SFC Energy	Industrials/Energy	1.7%
	Estée Lauder	Luxury consumer goods	1.6%
	Total		49.6%

* incl. rent guarantees

Development of net rental income

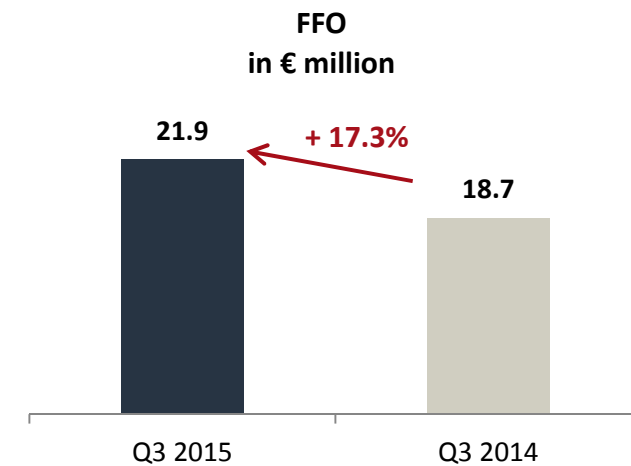


Profit and loss account according to IFRS

in thousand €	Q3 2015	Q3 2014
Net rental income	35,103	31,977
Administrative expenses	-873	-753
Personnel expenses	-2,648	-2,477
Depreciations	-13,773	-12,872
Other operating income	813	439
Other operating expenses	-553	-571
Operating results	18,069	15,788
Result from the sale of investment properties	458	10,323
Earnings before interest and taxes (EBIT)	18,527	26,111
Financial result	-9,895	-9,897
Net profit for the period	8,632	16,214

Funds from Operations

in € thousand	30/09/2015	30/09/2014
Income from rents and leases	38,199	34,940
Income from passed-on incidental costs to tenants	4,174	4,002
Real estate operating expenses	-5,795	-5,384
Property and building maintenance	-1,475	-1,581
Net rental income	35,103	31,977
- Administrative expenses	-873	-753
- Personnel expenses	-2,648	-2,477
+ Other operating income	813	439
- Other operating expenses	-553	-571
+ Interest Income	12	64
- Interest Expenses	-9,907	-9,961
FFO	21,947	18,718
Number of shares	62,002,613	45,493,333
FFO per share in Euro	0.35	0.41



Investments 2015



**Aachen,
Krefelder Straße 216**

**Celle,
An der Hasenbahn 3**

Built	2014	1975, modernized 2014
Main tenant	Jobcenter Aachen	real,-, Fressnapf, Aldi
Leased area	approx. 10,000 m ²	approx. 24,500 m ²
Annual rental income	€ 1.7 million	approx. € 2.32 million
Remaining term	14.5 years	12.0 years
Gross initial yield	6.4 %	6.6 %
Purchase price	€ 26.8 million	€ 35.2 million
Transfer of possession	March 2015	May 2015

Investments 2015



**Fürth, (Hornschuch-Center)
Gabelsberger-Str. 1**

**Gießen, (Westoria Gießen)
Gottlieb Daimler Str. 27**

Built	Build 1990 / modernized 2014/15	Build 1983 / modernized 2008
Main tenant	EDEKA, Schuh Mücke, Rossmann...	Real,-, Saturn, McDonalds
Leased area	approx. 11,500 m ²	approx. 18,000 m ²
Annual rental income	€ 1.8 million	approx. € 2.3 million
Remaining term	12.5 years	6.9 years
Gross initial yield	6.1 %	7.3 %
Purchase price	approx.€ 30 million	approx. € 31 million
Transfer of possession	09/2015	08/2015

Investments 2015

Contract signed, transfer of possession expected end of 2015 and Q1/2016



**Berlin,
Tempelhofer Damm**

**Neu Isenburg,
Schleussnerstraße 100-102**


**Ditzingen,
Dieselstraße**

Built	2014/15	2015 (<i>under construction</i>)	(<i>under construction</i>), opening 03/2016
Main tenant	Kaisers, Aldi, Rossmann	REWE, dm	hagebaumarkt
Leased area	approx. 6,200 m ²	approx. 4,300 sqm	approx. 9,400 sqm
Annual rental income	€ 1.27 million	approx. € 0.8 million	approx. € 0.8 - € 0.9 million (steprent)
Remaining term	approx. 12 years	approx. 15.3 years	20 years
Gross initial yield	6.3 %	6.3 %	7.0 %
Purchase price	€ 20.2 million expected	approx. € 12.8 million	approx. € 12.7 million
Transfer of possession	Q4 2015e	Q4 2015e	Q2 2016e

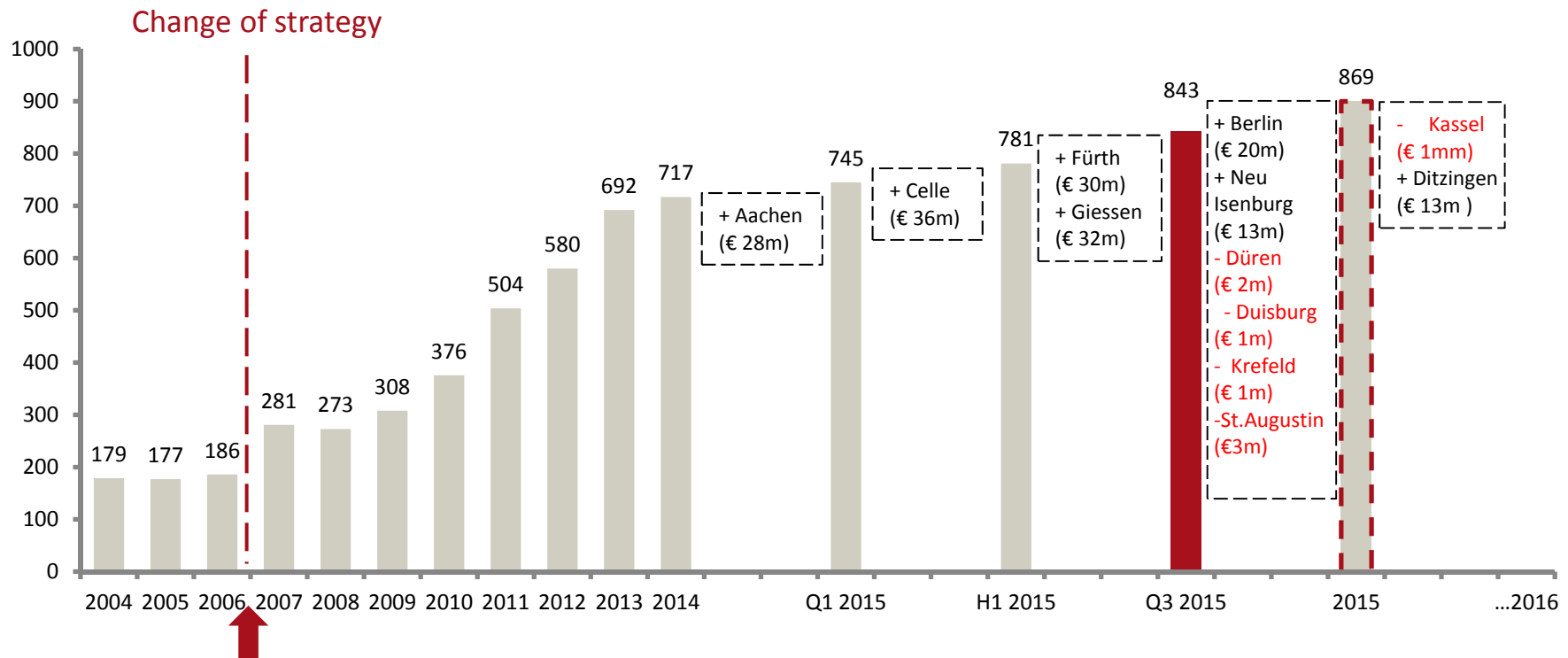
Disposals still to be transferred

<p>December 2015</p>  <p>Düren Price € 1.8m</p>	<p>January 2016</p>  <p>Kassel Price € 0.7m</p>	<p>December 2015</p>  <p>Duisburg Price € 1.25m</p> <p>= Total Price € 5.8m</p>	 <p>Krefeld Price € 1.35m</p>  <p>St. Augustin Price € 3.15m</p>
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<p>Rental income per year for the sold objects:</p> <p>Rental contracts</p> <p>Selling price</p> <p>Total # of properties</p>	<p>approx. € 0.7 million</p> <p>7 residential contracts</p> <p>6 commercial contracts</p> <p>approx. € 8.3 million</p> <p>5 properties</p>
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<p>Undeveloped land sold</p> <p>Selling price</p>	<p>approx. 263,000 sqm undeveloped land (forest- and agricultural plots);</p> <p>approx. € 749,000 (book value € 120,000).</p>	
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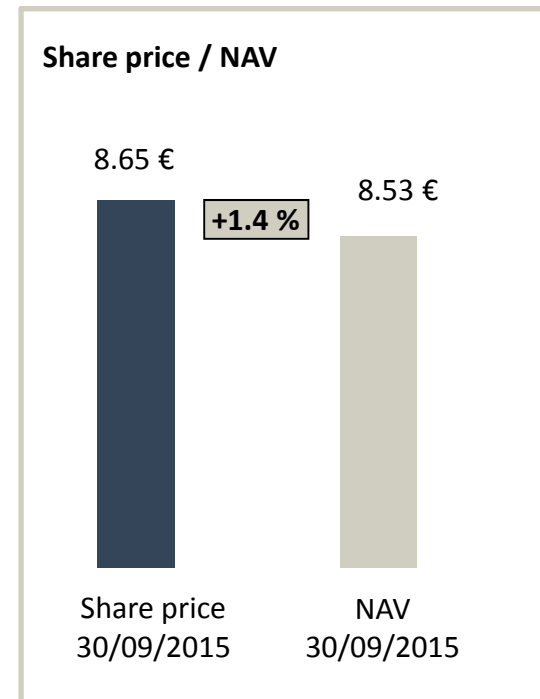
Development of HAMBORNERs portfolio value



Net Asset Value (NAV) in accordance with EPRA

Share price 1.4 % over NAV (30/09/2015)

NAV according to EPRA	30/09/2015 in € million	31/12/2014 in € million
Balance sheet long-term assets	724	608
+ Balance sheet short-term assets	57	13
- Non-current liabilities and provisions	-349	-324
- Current liabilities and provisions	-23	-16
Balance sheet NAV	409	281
+ hidden reserves "Investment property"	120	114
NAV	529	395
NAV per share in €	8.53	8.67



Balance Sheet

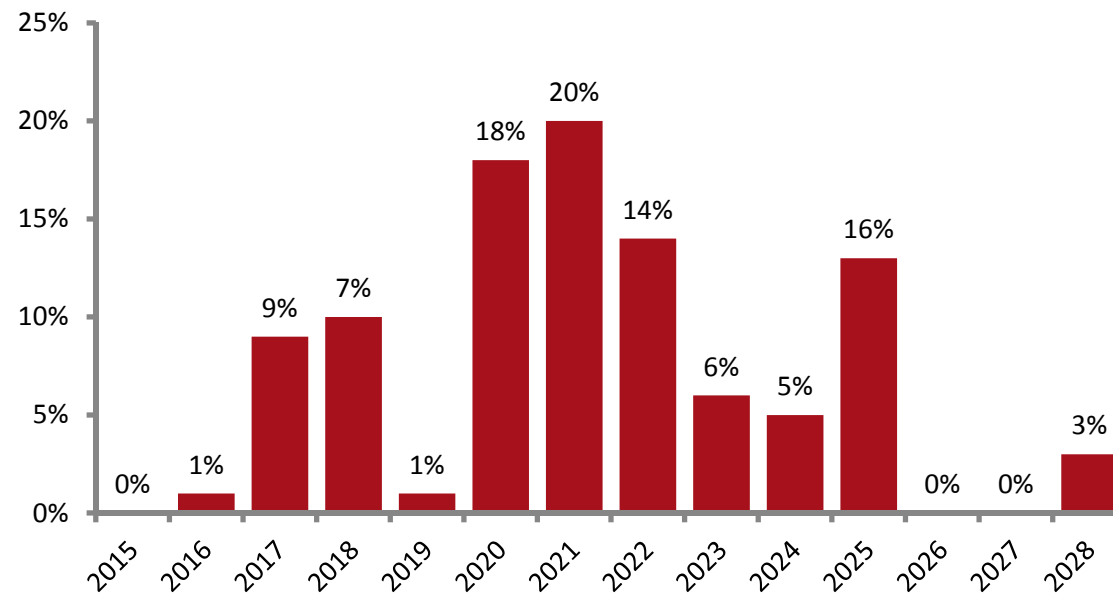
IFRS

in € million	30/09/2015	31/12/2014
ASSETS		
Non-current assets	724.3	607.8
Investment Properties	722.1	606.8
Other	2.2	1.0
Current assets	56.7	13.5
Trade receivables and other assets	1.7	1.3
Cash and cash equivalents	49.6	10.4
Non-current assets held for sale	5.4	1.8
Total assets	781.0	621.3
EQUITY AND LIABILITIES		
Equity	400.5	270.2
Financial liabilities and derivative financial instruments	356.5	333.2
Other liabilities and provisions	24.0	17.9
Total equity and liabilities	781.0	621.3

Equity ratio
51.3 %

Stable and predictable cost of debt

Expiration of fixed interest rates (30/09/2015)



- Financial debt: € 347.6 million
- Liquid funds: € 49.6 million
- LTV: 35.2 %
- REIT equity ratio: 61.4 %

- Average maturity of fixed interest rates: 6.3 years
- Average cost of debt: 3.5%

- Banks
 - Institutional banks
 - Cooperative banks
 - Saving banks
 - Insurance companies

Conclusion and outlook

1. Conclusion

- Successful first three quarters 2015
- Positive development of operational business
- Capital Increase in February : 4,549,332 new shares, net proceeds of approx. € 40.9 million – RAG Stiftung new shareholder
- Capital Increase in July 2015: 11,959,948 new shares / net proceeds amount to approximately EUR 98.6 million
- Transfer of ownership of Jobcenter Aachen and of the properties in Celle, Gießen and Fürth
- Further purchase contracts signed for assets in Ditzingen and Neu-Isenburg
- Three smaller, non strategic objects in Duisburg, Krefeld and St. Augustin sold

2. Outlook

- Growth of income from rents and leases: around + 11%
- Growth of FFO absolute: around +16%
- Growth of FFO per share: approx. 0.46 €
- Dividend increase strived (42 Cent per share)

Financial Calendar

HAMBORNER REIT AG	
Interim Report for 3rd quarter 2015	10 November 2015
Annual report 2015	22 March 2016
Annual General Meeting 2016	28 April 2016

Many thanks for your attention!

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