

Company presentation

September 2022



Agenda

- 1. HAMBORNER at a glance**
- 2. Portfolio Overview**
- 3. Asset Management**
- 4. Financials**
- 5. Sustainability / ESG**
- 6. Appendix**

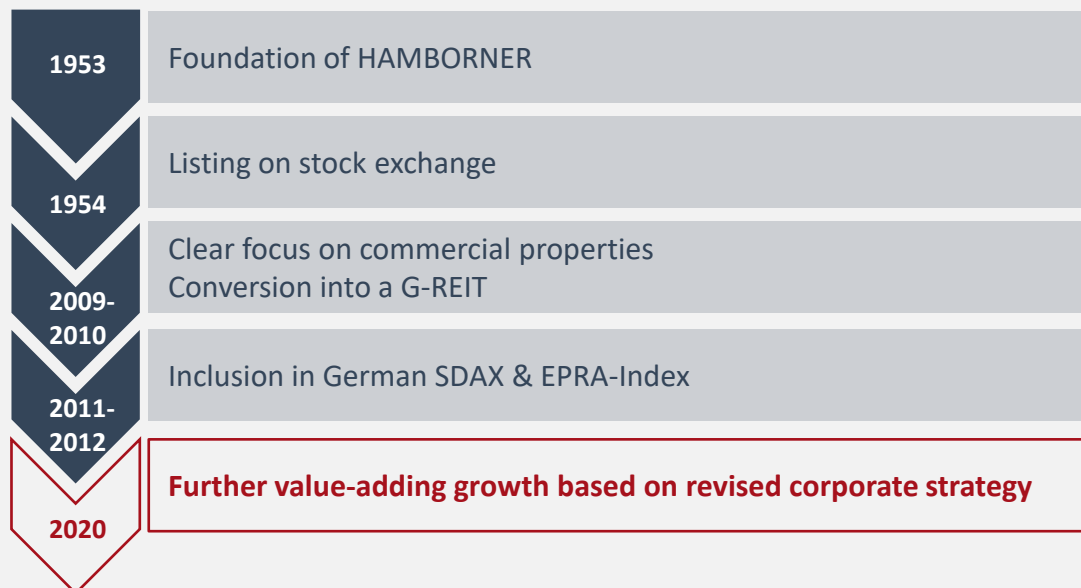
1. HAMBORNER at a glance





Company profile

History



Portfolio Data (as of 30 June 2022)

Portfolio volume	€1,640m
Number of assets	67
WALT	6.6 years
Occupancy rate (EPRA)	97.6%

Company profile

- Public commercial property company
- Profitable and diversified German-wide property portfolio
- Two-pillar portfolio structure with focus on food-anchored retail and office properties
- Stable and predictable cash flows
- Lean and efficient corporate structure
- Strong internal asset and property management
- Sustainable and attractive dividend policy

Key Financials (as of 30 June 2022)

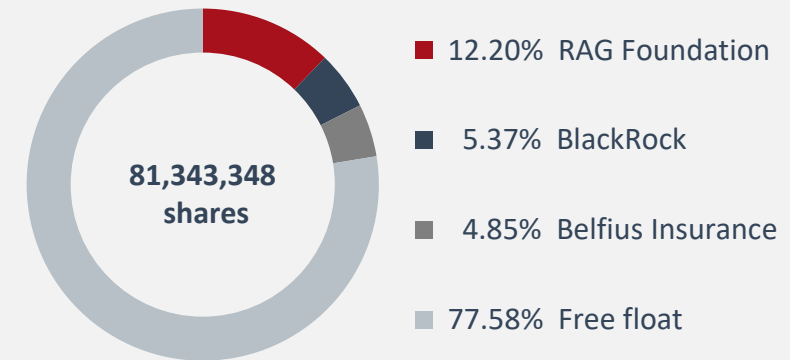
FFO yield 2022e ⁽¹⁾	7,2%
NAV per share	€11.91
REIT equity ratio	58.7%
LTV	41.8%

(1) Based on mid-point of current FFO guidance range for full-year 2022 (€0.59) and xetra share price as of 31 August 2022 (€8.16)

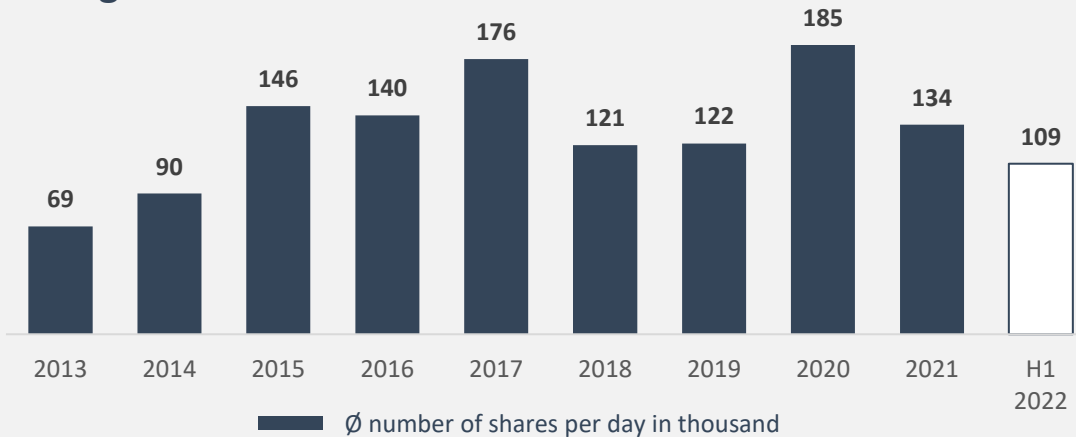
The HAMBORNER Share

Current share price	€8.16 (as of 31 August 2022)
Market capitalisation	€663,8m (as of 31 August 2022)
WKN/ISIN	A3H2333 / DE000A3H2333
Ticker symbol	HABA
Class of shares	Registered Share
Exchange segment	Prime Standard
Indices	SDAX, EPRA, RX REIT

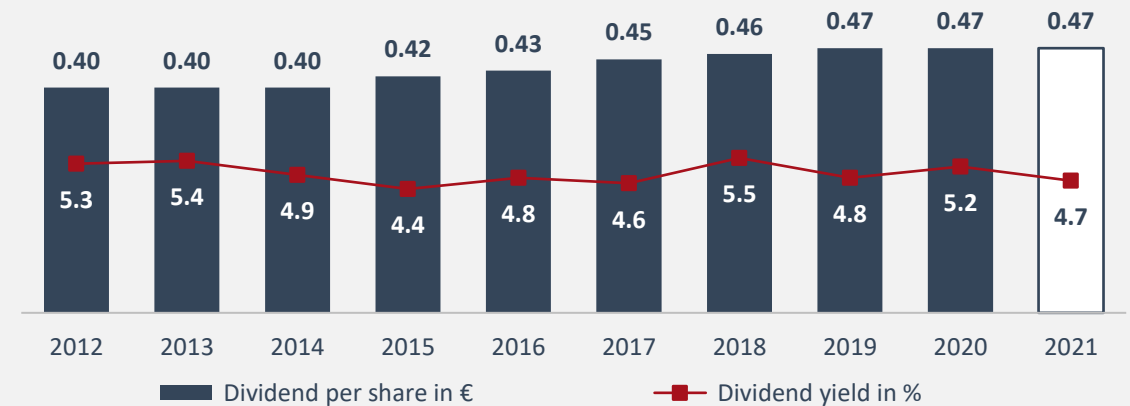
Shareholder structure



Trading Volume



Dividend per Share and Dividend Yield



2. Portfolio Overview

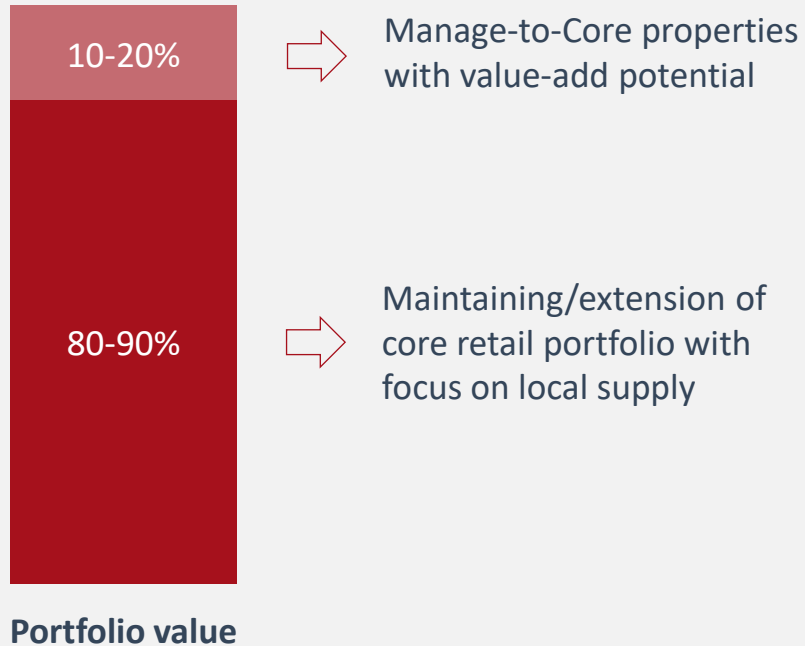


Office property Münster

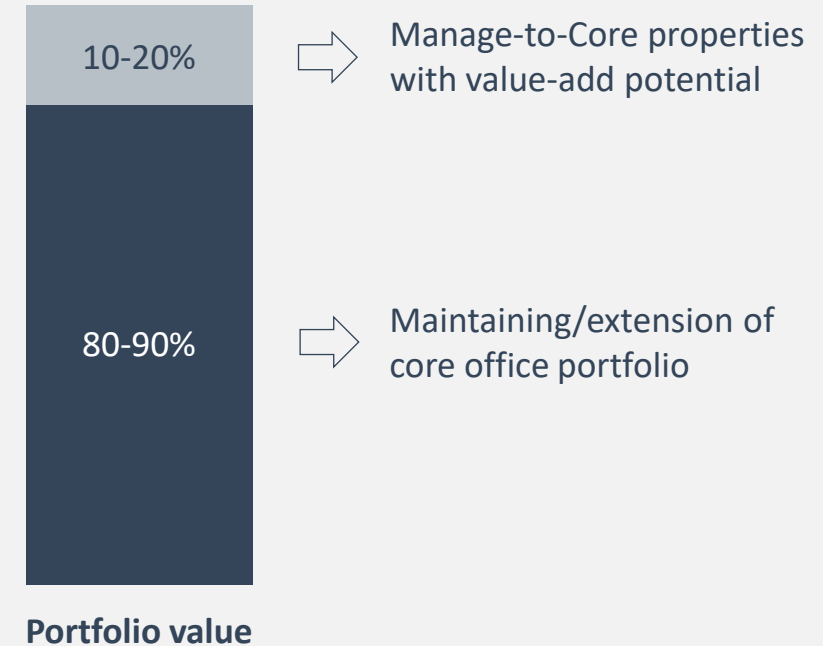


Portfolio Strategy – Target Structure

Retail Portfolio



Office Portfolio



- ➡ Two-pillar portfolio structure with focus on food-anchored retail and office assets with Core characteristics
- ➡ Gradual addition of selected Manage-to-Core properties with value-add potential
- ➡ Continuous asset rotation as part of active portfolio management approach



Portfolio Management Approach

Asset classes	<ul style="list-style-type: none">▪ Retail▪ Office
Risk profile	<ul style="list-style-type: none">▪ Core▪ Manage-to-Core
Lot size	<ul style="list-style-type: none">▪ > €10m (retail)▪ > €20m (office)
	<ul style="list-style-type: none">▪ Focus on core investments▪ Addition of selected Manage-to-Core properties with larger asset management need (refurbishment, reletting, repositioning etc.)▪ Realization of value potential within existing portfolio (incl. selective development activity)▪ If applicable, participation in investment partnerships (co-investments, joint ventures)
Portfolio management approach	<ul style="list-style-type: none">▪ Active portfolio management approach ('buy-hold-sell')▪ Constant portfolio streamlining in line with strategic parameters▪ Interlocking of performance indicators from capital market and property perspective▪ Investments following defined sustainability strategy



Portfolio key metrics as of 30 June 2022

	Asset class		Total Portfolio	Investment approach			
	Retail	Office	◀ Split ▶	Core	%	Manage-to-Core ⁽¹⁾	%
Number of properties	39	28	67	64	95.5%	3	4.5%
Fair Value	€891.3m	€749.0m	€1,640.4m	€1,567.5m	95.6%	€72.9m	4.4%
Leased area	382,512 m ²	229,594 m ²	612,106 m ²	584,960 m ²	95.6%	27,146 m ²	4.4%
Annualized rent	€47.7m	€36.9m	€84.6m	€80.2m	94.8%	€4.4m	5.2%
Annualized rental yield	5.4%	4.9%	5.2%	5.1%		6.1%	
EPRA vacancy rate	2.0%	2.9%	2.4%	1.4%		17.0%	
WALT	7.9 years	5.0 years	6.6 years	6.8 years		3.2 years	

(1) Office properties in Mainz and Stuttgart as well as retail property in Lübeck



Portfolio development – year-on-year / like for like⁽¹⁾

	Asset class		Total Portfolio	Investment approach	
	Retail	Office	◀ Split ▶	Core	Manage-to-Core ⁽²⁾
Rents	-1.4%-pts	+4.4%-pts	+1.1%-pts	+1.0%-pts	+3.9%-pts
Indexation effects	+3.5%-pts	+3.8%-pts	+3.6%-pts	+3.6%-pts	+3.4%-pts
(Re-)Lettings	-3.4%-pts	+1.2%-pts	-1.4%-pts	-1.5%-pts	+1.8%-pts
Vacancy increase	-1.4%-pts	-0.7%-pts	-1.1%-pts	-1.1%-pts	-1.8%-pts
Step up rents	0.0%-pts	+0.1%-pts	0.0%-pts	0.0%-pts	+0.5%-pts
EPRA vacancy rate	+0.6%-pts	-0.1%-pts	+0.3%-pts	+0.3%-pts	-0.9%-pts
WALT	+0.5 years	-0.2 years	+0.2 years	+0.2 years	-0.8 years

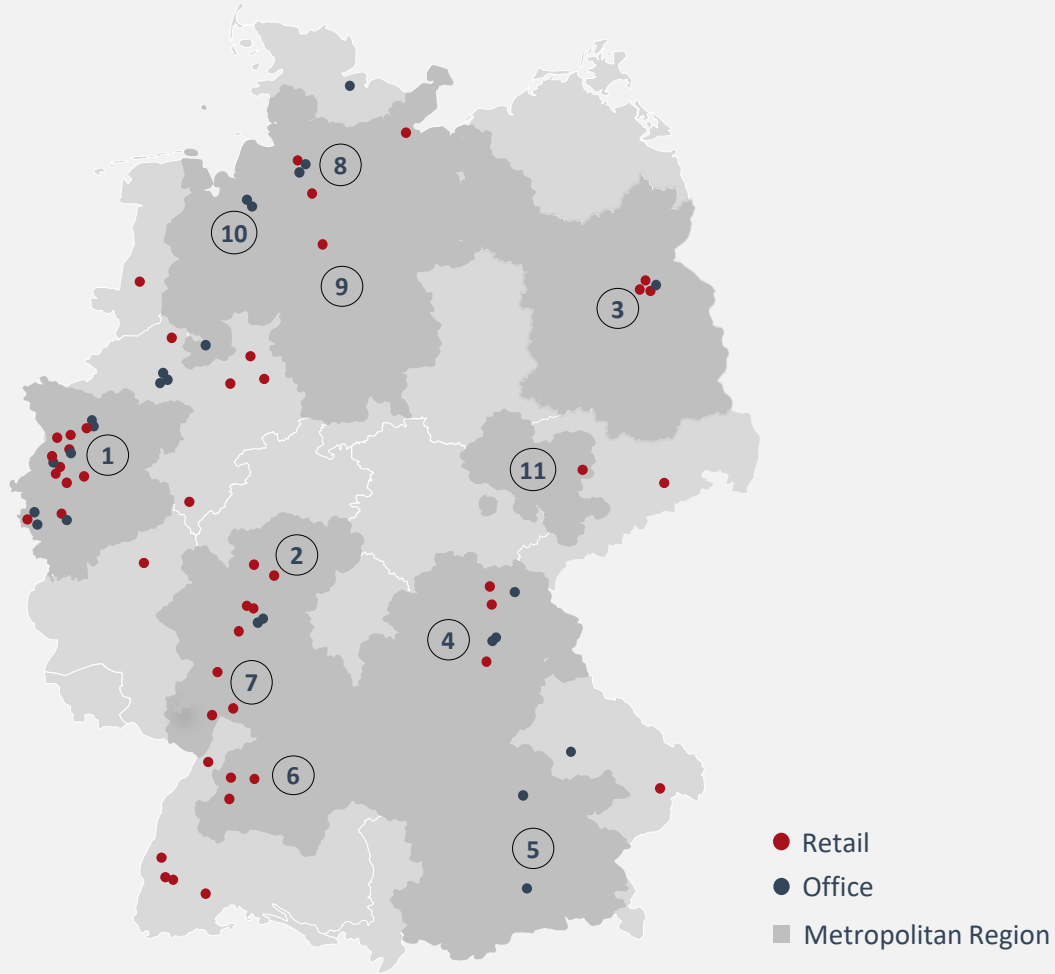
(1) 30 June 2022 to 30 June 2021; excluding acquisitions and disposals in H2 2021 and H1 2022; rounding differences may occur

(2) Office properties in Mainz and Stuttgart as well as retail property in Lübeck

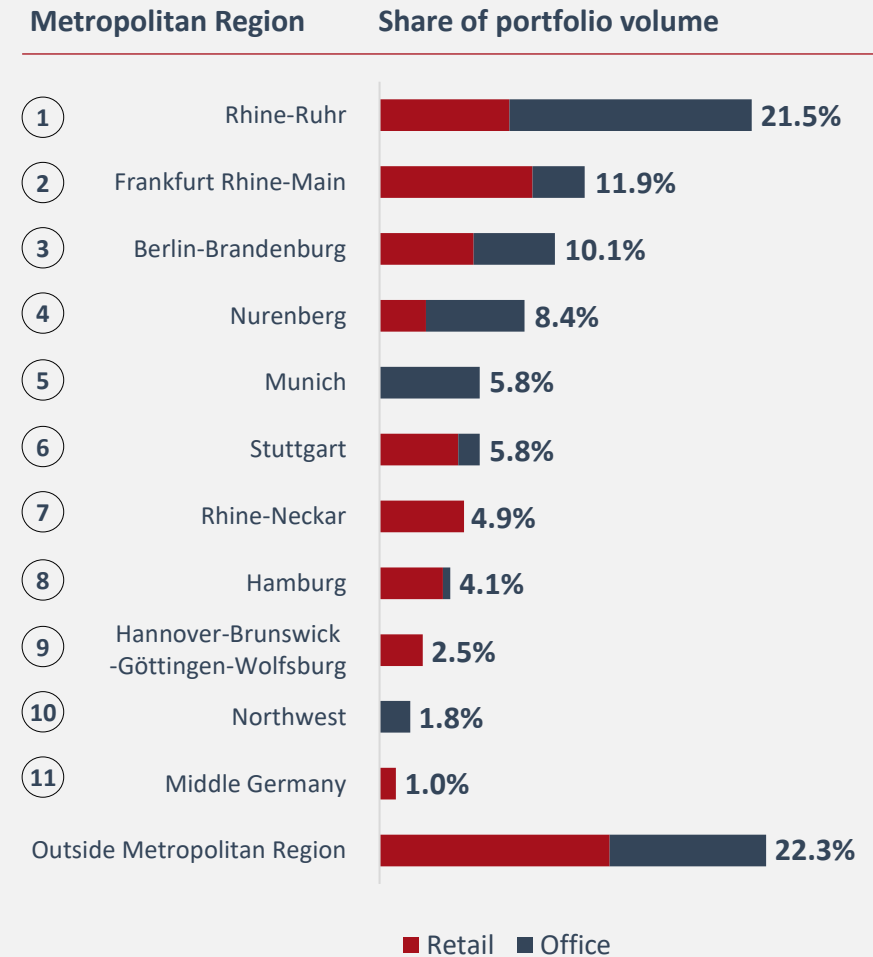


Geographical Portfolio Structure

Geographical Focus (Metropolitan Regions in Germany)

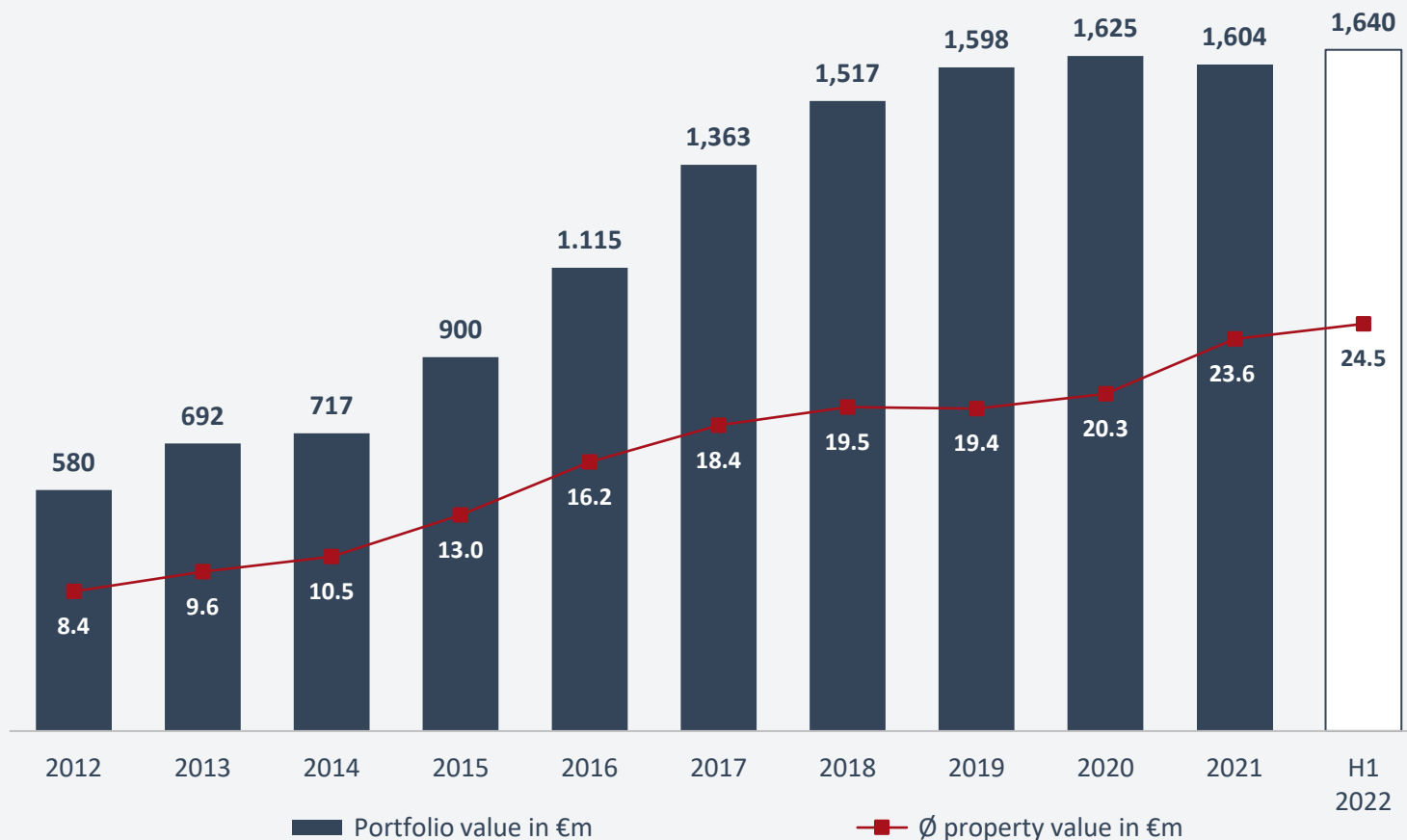


Portfolio by Metropolitan Regions





Portfolio value and average property value



Comments

- **Continuous value-adding portfolio growth** since conversion into a G-REIT in 2010
- Average annual **growth rate of 12.3%** over the last ten years
- **Average property value of €24.5m** allows cost-effective portfolio and asset management
- **Operating cost ratio at 9.9%** in H1 2022
- Combination of two-pillar portfolio strategy and investment focus on metropolitan regions forms the basis for future value-adding growth



Transactions H1 2022

Acquisitions

Freiburg



Kempten



Asset type	Retail	Retail
Investment approach	Core	Core
Year of construction	2018	2011
Leased area	10,659 m ²	17,400 m ²
WALT	10.8 years ⁽¹⁾	10.5 years ⁽¹⁾
Occupancy rate	100%	100%
Annual rental income	€1.3m	€1.5m
Purchase price	€18.8m	€29.8m
Gross initial yield	6.8% ⁽²⁾	5.1% ⁽²⁾⁽³⁾
Transfer of possession	15 March 2022	22 April 2022

(1) As of 30 June 2022

(2) As of date of signing

(3) Calculation includes annual ground rent

Disposals

Gütersloh



Asset type	High-Street Retail
Selling price	€2.1m
Latest fair value	€2.0m
WALT	3.3 years ⁽²⁾
Transfer of possession	31 July 2022

Herford



Asset type	High-Street Retail
Selling price	€2.5m
Latest fair value	€2.5m
WALT	3.5 years ⁽²⁾
Transfer of possession	30 June 2022



Portfolio Rotation

Transactions since strategy update in July 2020⁽¹⁾

Portfolio as of 30 June 2020		Portfolio as of 30 June 2022	
Assets	83	Assets	67
Portfolio Volume	€1,631m	Portfolio Volume	€1,640.4m
Ø value per asset	€19.9m	Ø value per asset	€24.5m (+23%)
Ø age of asset	26.6 years	Ø age of asset	18.1 years (-32%)
23 Disposals		6 Acquisitions	
+3.4% Ø premium to fair value		5.6% gross initial yield	
€199.1m Total sales volume		€123.0m Total acquisition volume	

(1) Calculation based on signed and closed transactions / including revaluation effects

Implementation of adjusted strategy

- ✓ 23 disposals since strategy update in 2020
- ✓ Total sales volume of €200m with 3.4% premium to latest fair values
- ✓ Successful divestment of all non-strategic high-street assets held for short-term disposal
- ✓ Reduction of Ø age of assets (-32%) and corresponding future maintenance / capex risks
- ✓ Increase in Ø value per asset (+23%) enhancing internal capacities
- ✓ Acquisition of 6 high-quality assets with a total volume of €123m and 5.6% GIY

➡ Short-term strategic disposal activities successfully completed

3. Asset Management



Retail property „Rondo Steinheim“ Hanau



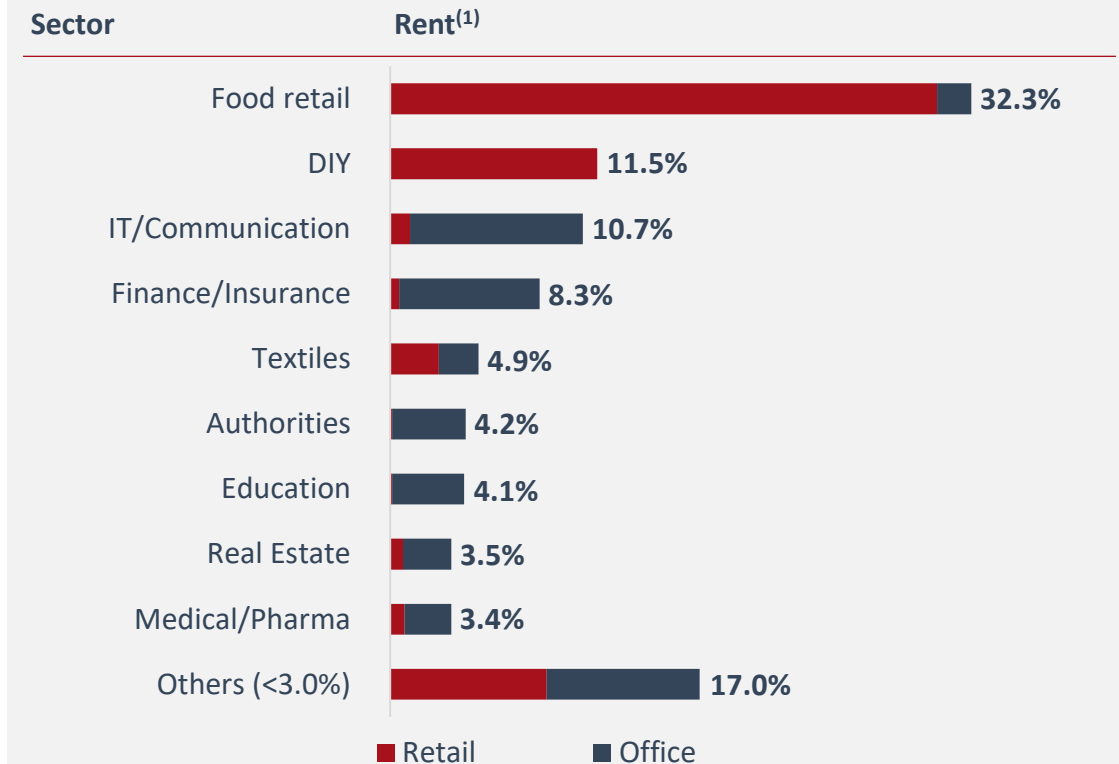
Tenant base

Top-10 tenants (as of 30 June 2022)

Tenant	Sector	Rent ⁽¹⁾
EDEKA	Food retail	11.9%
Kaufland	Food retail	7.4%
REWE	Food retail	6.9%
OBI	DIY	6.8%
Globus	DIY / Food retail	4.4%
Agency of unemployment	Authorities	3.3%
Barmer	Finance / Insurance	2.6%
Netcologne	IT / Communication	2.2%
ALDI	Food retail	1.7%
Verwaltungs-Berufsgenossenschaft	Finance / Insurance	1.6%
Total		48.8%

(1) % of annualized rents (including rent guarantees)

Sector distribution (as of 30 June 2022)

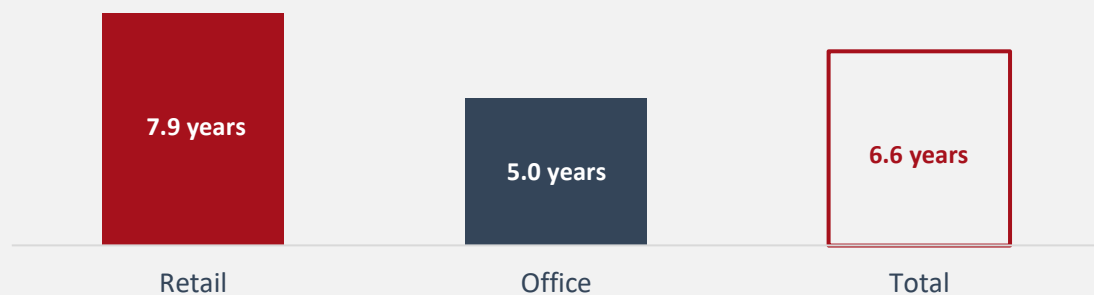


- ➔ Doubling of share of tenant GLOBUS to 4.4% as a result of transfer of former REAL market in Mannheim property
- ➔ Increase of DIY exposure due transfer of ownership of large-scale retail properties in Freiburg and Kempten (+250 bps YTD)

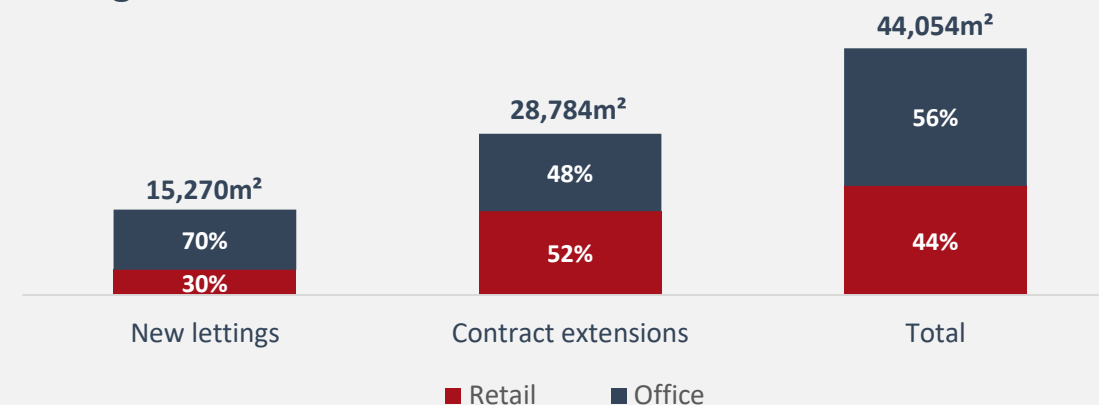


Lease contracts

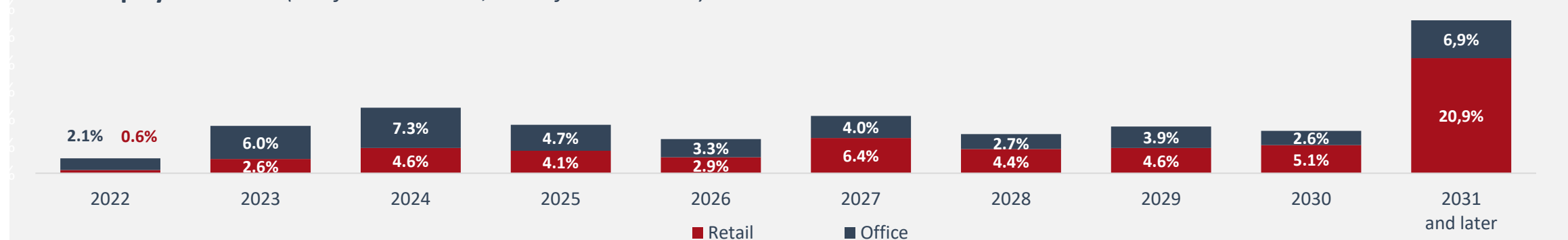
Weighted average lease expiry (as of 30 June 2022)



Letting result H1 2022



Lease expiry schedule (as of 30 June 2022; in % of annual rents)



- ➔ Total WALT increased to 6.6 years due to further letting successes in food retail properties
- ➔ Limited amount of expiring leases in 2022 – next larger letting volumes from 2023 onwards

4. Financials





Key figures H1 2022

Key figures	30 June 2022	30 June 2021	Change
Profit and loss statement			
Income from rents and leases	€41.9m	€42.9m	-2.4%
Operating result	€12.4m	€19.7m	-37.1%
Profit for the period	€5.9m	€45.1m	-86.9%
Key KPIs			
Funds from Operations (FFO)	€24.2m	€28.4m	-14.9%
Funds from Operations (FFO) per share	€0.30	€0.35	-14.9%
Key figures	30 June 2022	31 December 2021	Change
Financial KPIs			
REIT equity ratio	58.7%	61.0%	-2.3%-points
Loan to Value (LTV)	41.8%	41.3%	+0.5%-points
EPRA metrics			
EPRA Net Asset Value (NAV) per share	€11.91	€12.11	-1.7%
EPRA Net Tangible Assets (NTA) per share	€11.90	€12.10	-1.7%



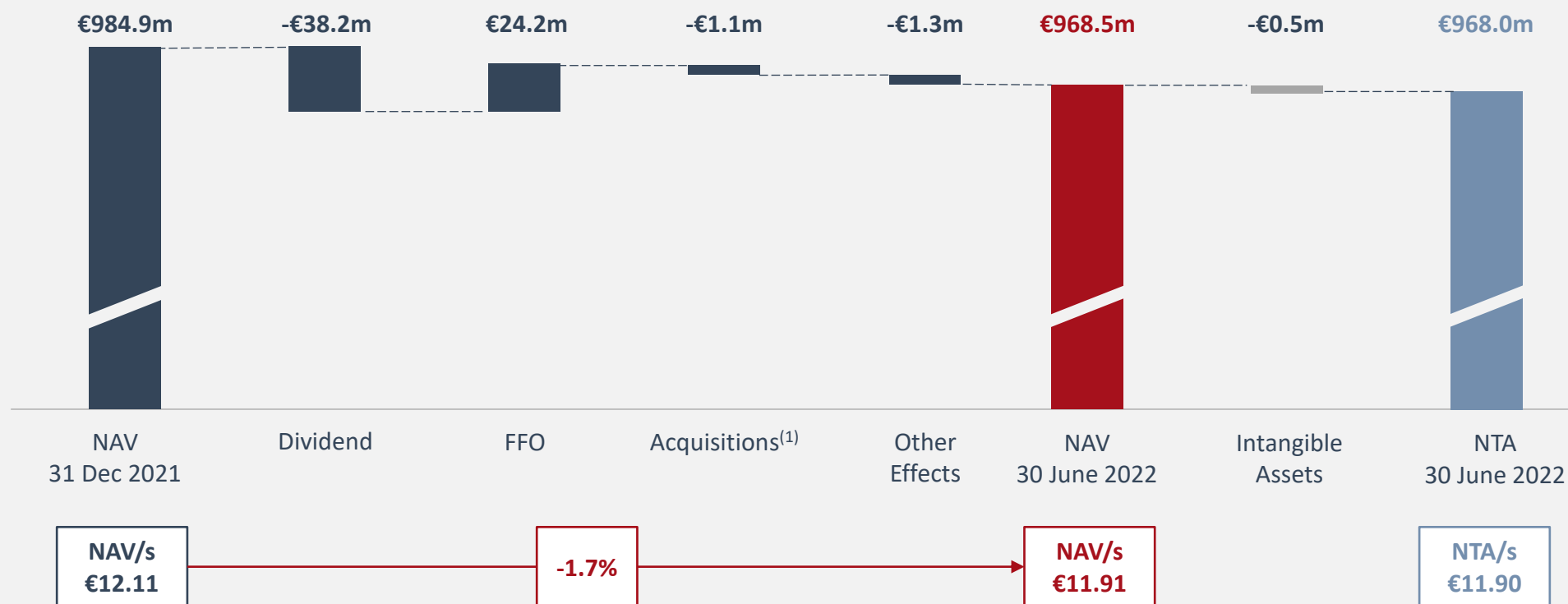
Funds from operations (FFO)

	in k€	H1 2022	H1 2021	Change
1	Income from rents and leases	41,878	42,928	-2.4%
	Income from passed on costs	7,005	7,183	-2.5%
	Operating expenses	-9,766	-9,867	-1.0%
2	Maintenance expenses	-3,288	-2,208	+48.9%
	Net rental income	35,829	38,036	-5.8%
3	Administrative expenses	-1,174	-930	+26.2%
	Personnel expenses	-2,987	-2,653	+12.6%
4	Other operating income	409	2,844	-85.6%
5	Other operating expenses	-1,411	-1,785	-20.9%
6	Interest expenses	-6,509	-7,139	-8.8%
	FFO	24,157	28,373	-14.9%
	- Capex	-246	-1,073	-77.1%
	AFFO	23,911	27,300	-12.4%
	FFO per share in €	0.30	0.35	-14.9%
	AFFO per share in €	0.29	0.34	-12.4%

	Comments
1	Decline in rental income mainly due to property disposals (€-3.8m). Rent decrease partly offset by portfolio additions (€+1.8m).
2	Higher expenses relate to minor ongoing maintenance and various planned measures
3	Increase mainly results from higher expenses for cash deposits (€+0.1m)
4	Decrease due to substantial one-off effects in previous year (payments from tenant REAL and impairment reversal)
5	Decrease mainly due to lower write-downs and amortization on trade receivables
6	Decline resulted from scheduled repayments, loan expirations and positive refinancing effects



NAV Development H1 2022



(1) Resulting from incidental acquisition costs

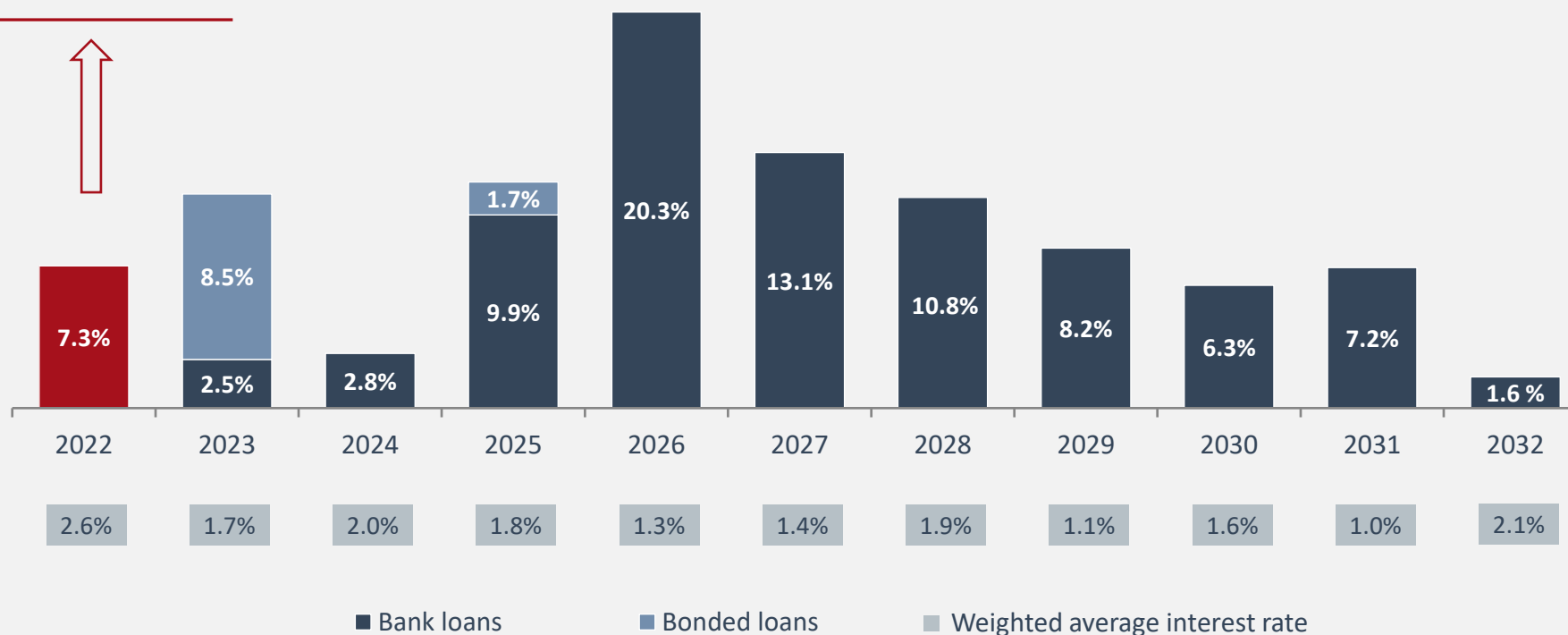
- ➔ NAV development mainly affected by dividend payment
- ➔ Increase of 8.1% yoy



Expiration of financial liabilities (as of 30 June 2022)

**Refinancing 2022
completed**

Ø interest rate: **1.7%**
Ø maturity: **6.3 years**



58.7%

REIT Equity ratio

41.8%

LTV

9.9x

Net debt/EBITDA⁽¹⁾

4.7x

EBITDA/Interest coverage

€737.0m

Financial liabilities⁽²⁾

1,6%

Ø Cost of debt⁽²⁾

4.8 years

Ø maturity of debt⁽²⁾

(1) Net financial debt (average last five quarters) in relation to EBITDA adjusted by result from sales (last twelve month)

(2) As of 30 June 2022 (includes loans concluded but not yet utilized)

Guidance update 2022

€84.0 – 85.0m

Rental income

€47.0m – €49.0m

FFO

~Previous year's level

NAV per share

Major influencing factors

- Positive effects from regular indexations
- Delayed transaction activity due to current market environment
- Trailing impact from reletting of REAL markets with negative effects on Ifl-rents and one-off maintenance costs
- Delayed maintenance due to postponement of measures originally planned for 2021

5. Sustainability / ESG



Nachhaltiges Gebäude
DGNB Zertifikat in Platin



Office property Neu-Isenburg



Strategic development and guidelines

- Integration of sustainability/ESG criteria into overall strategy
- Implementation of strategic sustainability programme
- Planning and controlling of sustainability activities by internal sustainability committee
- Intensification of dialogue with relevant stakeholders about key sustainability/ESG topics and integration of lessons learned in the further development of the (sustainability/ESG) strategy
- Definition of short, mid and long-term targets based on ESG KPIs, taking into account feasibility and (cost) efficiency
- Continuous performance measurement for sustainability/ESG management activities and permanent reporting

Key Action Areas



➔ Focus on business-relevant topics and selected effective measures to optimize ESG performance

HAMBORNER supports the United Nations Sustainable Development Goals. Mid-term targets by 2030 are set to:



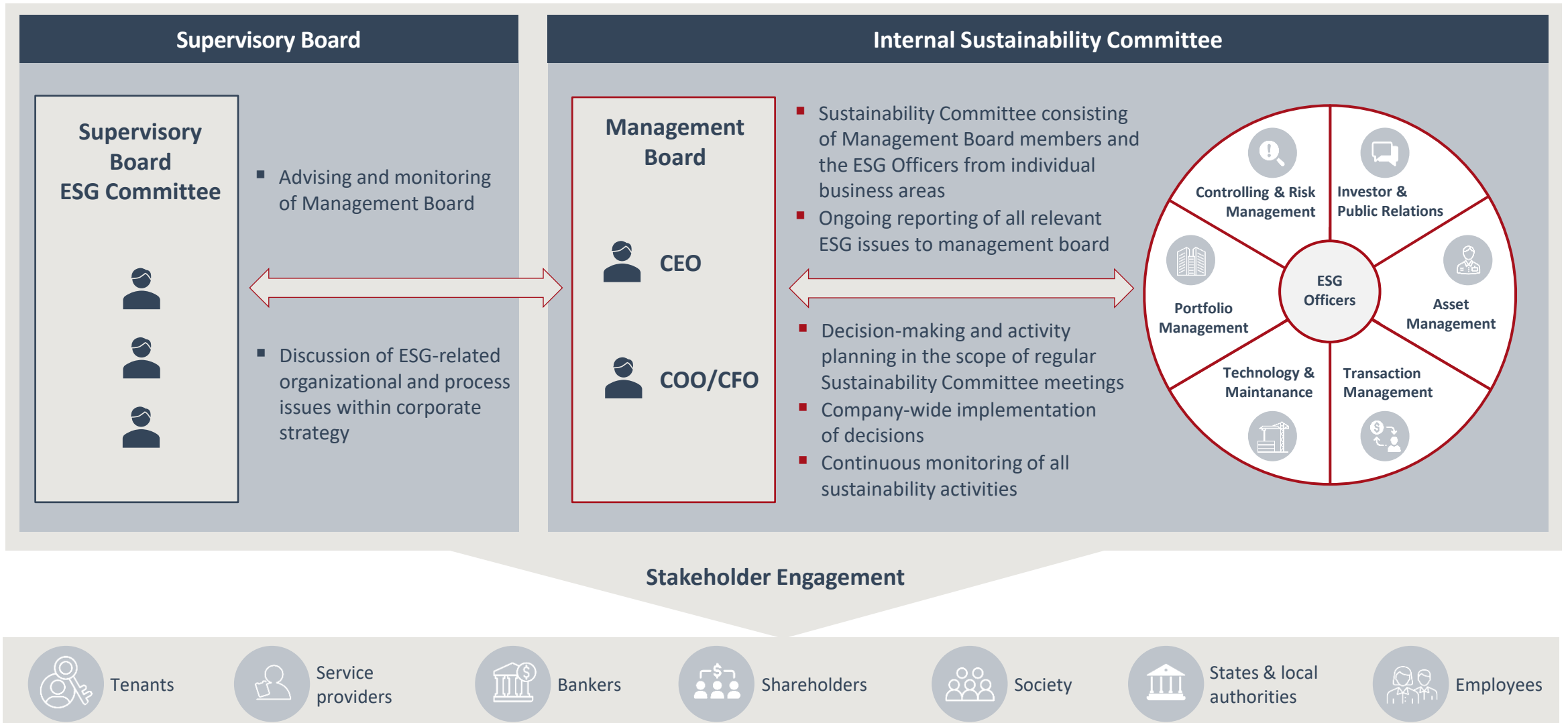
- Increase substantially the share of renewable energy
- Double the global rate of improvement in energy efficiency



- Integrate climate change measures into national policies, strategies and planning











- Encourage and promote effective public, public-private and civil society partnerships

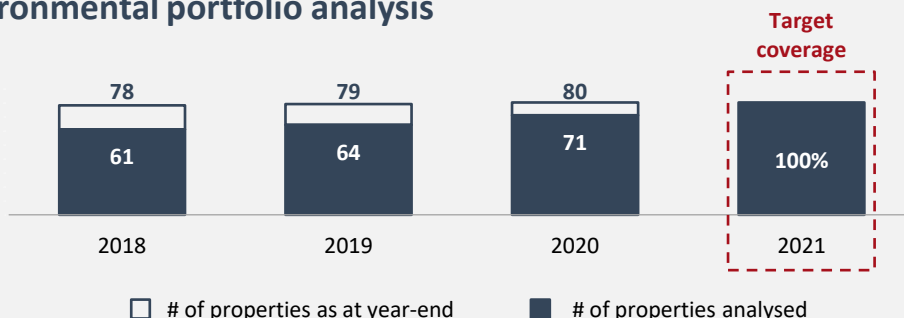




Environmental Sustainability


Key Action Area	Progress 2020/2021	Status ⁽¹⁾	Next steps / short- to medium-term targets
 Environmental Management & Climate Protection	<ul style="list-style-type: none"> Data management optimisation and database expansion 		<ul style="list-style-type: none"> Ongoing systematization of recording and analysis of ESG data
	<ul style="list-style-type: none"> Creation of detailed report on carbon footprint for headquarters and carbon emissions in connection with operating activities there Compensating for emissions caused by investing in a certified climate protection project and achieving climate neutrality 		<ul style="list-style-type: none"> Implementation of identified measures for further reducing carbon emissions at headquarters
	<ul style="list-style-type: none"> Preparations for setting up full carbon footprint reporting throughout the property portfolio 		<ul style="list-style-type: none"> Full recording of consumption data (energy, water, waste) and calculation of resulting carbon emissions (using digital measurement infrastructure in the medium term)
	<ul style="list-style-type: none"> Improved ecological portfolio performance figures 		<ul style="list-style-type: none"> Definition of additional environmental KPIs and deriving specific decarbonization targets
 Portfolio Quality & Optimisation	<ul style="list-style-type: none"> Systematic review of ESG criteria within the framework of property acquisitions and project developments 		<ul style="list-style-type: none"> Application and ongoing enhancement of drawn up catalogue of criteria from December 2021 onwards
	<ul style="list-style-type: none"> Modernisation and energy efficiency measures 		<ul style="list-style-type: none"> Implementation of necessary measures to raise environmental and efficiency standards of buildings


Environmental portfolio analysis



➔ Ongoing expansion of data monitoring with full portfolio coverage and intended carbon footprint reporting for 2021 reporting year

Development of key environmental portfolio figures 2020


Heating energy consumption
-4.8%
like-for-like




Electricity consumption
-6.9%
like-for-like


Water consumption
-15.0%
like-for-like

➔ Continuous reduction of energy and water consumption by selected portfolio modernization and further energy efficiency improvements



Employee development & Governance

Key action area	Progress 2020/2021	Status ⁽¹⁾	Next steps / short- to medium-term targets
 Employee development	<ul style="list-style-type: none"> Enhanced flexibility of working model 	100%	<ul style="list-style-type: none"> Review and implementation of further measures to enhance employer attractiveness
	<ul style="list-style-type: none"> Implementation of employee development programme and increase in average training hours per employee to 17 (+55% YoY) 	57%	<ul style="list-style-type: none"> Active training measures and increase in average hours of training per employee to at least 30 by 2025
	<ul style="list-style-type: none"> Employee satisfaction rate of 82 % 	96%	<ul style="list-style-type: none"> Increase in satisfaction rate to at least 85% by 2023
	<ul style="list-style-type: none"> Implementation of occupational health and safety concept 	100%	<ul style="list-style-type: none"> Maintaining high standards through regular review and preventive measures
 Corporate governance & dialogue	<ul style="list-style-type: none"> Ongoing development of corporate governance standards in line with ESG criteria 	Ongoing	<ul style="list-style-type: none"> Implementation of ESG criteria in risk management system Revision and active marketing of green leases
	<ul style="list-style-type: none"> Implementation and publication of codes of conduct for employees and business partners 	100%	<ul style="list-style-type: none"> Possibly formulation of other or more detailed codes, basic declarations and guidelines depending on stakeholder requirements
	<ul style="list-style-type: none"> Intensification of dialogue with ESG rating agencies 	Ongoing	<ul style="list-style-type: none"> Continuous improvement of rating results
	<ul style="list-style-type: none"> Increased transparency and reporting standards 	Ongoing	<ul style="list-style-type: none"> Closer adherence to EPRA Sustainability Best Practices (sBPR) (possibly separate sBPR report)

Key social KPIs 2020

Employee satisfaction rate

82%

CPD hours per employee

+55%

Employee fluctuation rate⁽²⁾

8%

Average years of service

9.2 years

Employee injury rate⁽²⁾

0%

Employee sickness rate⁽²⁾

3%

➔ Continuation of employee development programme to further enhance employee satisfaction and employer attractiveness

➔ Ongoing optimization of governance standards in line with ESG strategy as well as regulatory and market requirements

6. Appendix










Top-10 properties (1/2)

	Munich	Mannheim	Berlin	Cologne	Karlsruhe
					
Asset type	Office	Retail	Office	Office	Retail
Year of acquisition	2013	2016	2013	2017	2012
Purchase price	€40.2m	€80.0m	€33.0m	€49.0m	€37.0m
Fair value⁽¹⁾	€80.1m	€79.1m	€77.1	€76.9m	€56.0
Annual rents	€2.7m	€3.9	€2.7m	€3.0m	€2.8
WALT⁽¹⁾	5.2 years	12.7 years	2.8 years	8.7 years	12.7 years
Main tenants	Estée Lauder, Giorgio Armani	Globus	Schneider Electric, BLS Energieplan	Netcologne, Instone Real Estate	Edeka, BrandMaker

(1) As of 30 June 2022



Top-10 properties (2/2)

	Hanau	Hallstadt	Aachen	Celle	Erlangen
					
Asset type	Retail	Retail	Office	Retail	Office
Year of acquisition	2017	2017	2020	2015	2011
Purchase price	€37.5m	€40.4m	€37.4m	€35.2m	€27.9m
Fair value ⁽¹⁾	€46.7m	€43.9m	€41.6m	€40.9m	€38.0m
Annual rents	€2.1m	€2.5m	€2.1m	€2.0m	€2.1m
WALT ⁽¹⁾	10.2 years	4.8 years	9.3 years	9.3 years	2.7 years
Main tenants	Rewe, Aldi	tegut, Müller	AOK, Barmer	Kaufland, Tedi	Nutricia

(1) As of 30 June 2022

Quarterly financial statement Q3 2022	10 November 2022
Preliminary figures for the 2022 financial year	9 February 2023
Annual Report 2022	16 March 2023
Quarterly financial statement Q1 2023	25 April 2023
Annual General Meeting 2023	27 April 2023



Contact

Niclas Karoff

CEO

Mail: n.karoff@hamborner.de



Hans Richard Schmitz

COO/CFO

Mail: h.schmitz@hamborner.de



Christoph Heitmann

Head of Investor Relations &
Public Relations

Mail: c.heitmann@hamborner.de

Phone: +49 (0)203/54405-32



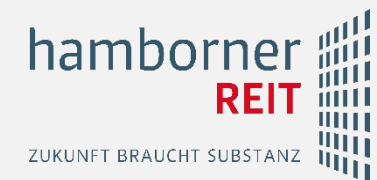
HAMBORNER REIT AG

Web: www.hamborner.de/en



Mail: info@ir.hamborner.de

Phone: +49 (0)203/54405-32





This presentation has been prepared and/or issued by HAMBORNER REIT AG (hereinafter "HAMBORNER") solely for information purposes. This presentation may contain statements, assumptions, opinions and predictions about the anticipated future development of HAMBORNER ("forward-looking statements") that reproduce various assumptions regarding, e.g., results derived from HAMBORNER's current business or from publicly available sources that have not been subject to an independent audit or in-depth evaluation by HAMBORNER and that may turn out to be incorrect at a later stage. All forward-looking statements express current expectations based on the current business plan and various other assumptions and therefore come with risks and uncertainties that are not insignificant. All forward-looking statements should therefore not be taken as a guarantee for future performance or results and, furthermore, do not necessarily constitute exact indicators that the forecast results will be achieved. All forward-looking statements relate solely to the day on which this presentation was issued to its recipients. It is the responsibility of the recipients of this presentation to conduct a more detailed analysis of the validity of forward-looking statements and the underlying assumptions. HAMBORNER accepts no responsibility for any direct or indirect damages or losses or subsequent damages or losses, as well as penalties that the recipients may incur by using the presentation, its contents and, in particular, all forward-looking statements or in any other way, as far as this is legally permissible. HAMBORNER does not provide any guarantees or assurances (either explicitly or implicitly) in respect of the information contained in this presentation. HAMBORNER is not obliged to update or correct the information, forward-looking statements or conclusions drawn in this presentation or to include subsequent events or circumstances or to report inaccuracies that become known after the date of this presentation.