

Conference Call 9M 2022

Niclas Karoff

Hans Richard Schmitz

Sarah Verheyen

10 November 2022



Key figures 9M 2022

€63.2m

Rental income

€12.08

NAV per share

6.7 years

WALT

41.1%

LTV

€37.3m

FFO

2.1%

EPRA vacancy rate

59.6%

REIT equity ratio

10.9x

Net debt/EBITDA⁽¹⁾



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



Portfolio key metrics as of 30 September 2022

	Asset class		Total portfolio	Investment approach			
	Retail	Office	◀ Split ▶	Core	%	Manage-to-Core	%
Number of properties	38	28	66	63	95.5%	3	4.5%
Fair Value	€889.2m	€749.0m	€1,638.3m	€1,565.4m	95.6%	€72.9m	4.4%
Leased area	381,581 m ²	229,631 m ²	611,212 m²	584,013 m ²	95.6%	27,199 m ²	4.4%
Annualized rent	€48.0m	€37.6m	€85.6m	€81.1m	94.7%	€4.5m	5.3%
Annualized rental yield	5.4%	5.0%	5.2%	5.2%		6.1%	
EPRA vacancy rate	1.7 %	2.5 %	2.1 %	1.2 %		15.9 %	
WALT	7.8 years	5.2 years	6.7 years	6.9 years		3.0 years	

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

	Asset class		Total portfolio	Investment approach	
	Retail	Office	◀ Split ▶	Core	Manage-to-Core
Rents	+0.0%-pts	+4.4%-pts	+1.9%-pts	+2.1%-pts	-2.2%-pts
<i>Indexation effects</i>	+3.9%-pts	+4.5%-pts	+4.2%-pts	+4.2%-pts	+3.3%-pts
<i>(Re-)Lettings/ Vacancy reduction</i>	-2.6%-pts	+1.3%-pts	-0.9%-pts	-1.1%-pts	+2.3%-pts
<i>Vacancy increase</i>	-1.3%-pts	-1.5%-pts	-1.4%-pts	-1.0%-pts	-8.3%-pts
<i>Step up rents</i>	0.0%-pts	+0.1%-pts	0.0%-pts	0.0%-pts	+0.4%-pts
EPRA vacancy rate	+0.3%-pts	+0.5%-pts	+0.4%-pts	+0.2%-pts	+3.9%-pts
WALT	+0.4 years	+0.3 years	+0.3 years	+0.4 years	-0.7 years

(1) 30 September 2022 to 30 September 2021; acquisitions and disposals excluded; rounding differences possible



Acquisitions

Freiburg



Asset type	Retail	Retail
Investment approach	Core	Core
Year of construction	2018	2011
Leased area	10,659 m ²	17,400 m ²
WALT	12.0 years ⁽¹⁾	11.4 years ⁽¹⁾
Occupancy rate	100%	100%
Annual rental income	€1.3m	€1.5m
Purchase price	€18.8m	€29.8m
Gross initial yield	6.8% ⁽¹⁾	5.1% ⁽¹⁾⁽²⁾
Transfer of possession	15 March 2022	22 April 2022

Kempton



Disposals

Lemgo

Asset type	High-Street Retail
Selling price	€3.0m
Latest fair value	€3.0m
WALT	2.4 years ⁽¹⁾
Transfer of possession	31 March 2022



Gütersloh

Asset type	High-Street Retail
Selling price	€2.1m
Latest fair value	€2.0m
WALT	3.3 years ⁽¹⁾
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 ⁽¹⁾
Transfer of possession	30 June 2022



(1) As of date of signing

(2) Calculation includes annual ground rent

Implementation of adjusted strategy

- ✓ **23 disposals** since strategy update in 2020
- ✓ Total sales volume of **€200m** with **3.4% premium** to latest fair values
- ✓ Strategic disposal of **high-street** assets up for short-term sale **successfully completed**
- ✓ 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**

➔ Improved portfolio quality forms the basis for future reliable cash flows, efficient portfolio management and further value-adding growth

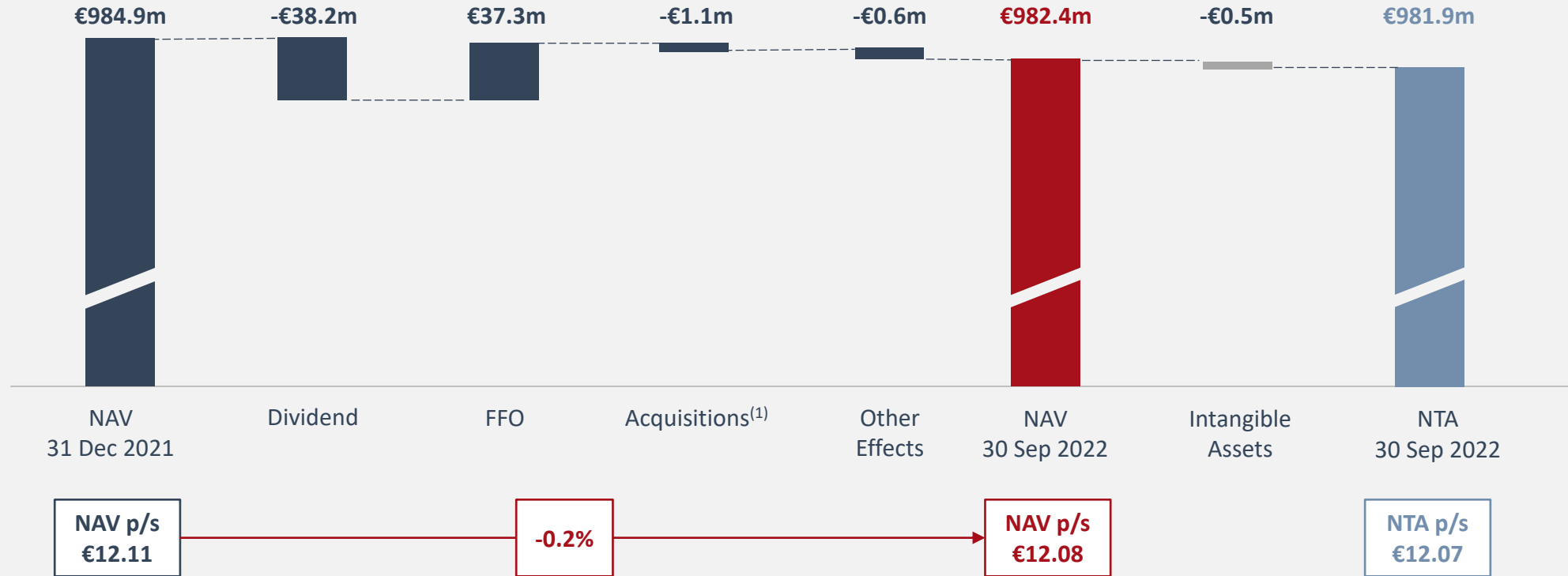
Funds from operations (FFO)

	in k€	Q3 2022	Q3 2021	Change
1	Income from rents and leases	63,196	63,912	-1.1%
	Income from passed on costs	10,569	10,732	-1.5%
	Operating expenses	-13,811	-13,738	+0.5%
2	Maintenance expenses	-5,634	-3,476	+62.1%
	Net rental income	54,320	57,430	-5.4%
	Administrative expenses	-1,575	-1,502	+4.9%
	Personnel expenses	-4,408	-4,139	+6.5%
3	Other operating income	816	3,043	-73.2%
	Other operating expenses	-2,126	-1,909	+11.4%
4	Interest expenses	-9,757	-10,613	-8.1%
	FFO	37,270	42,310	-11.9%
	- Capex	-494	-1,057	-53.4%
	AFFO	36,776	41,253	-10.9%
	<i>FFO per share in €</i>	<i>0.46</i>	<i>0.52</i>	<i>-11.9%</i>
	<i>AFFO per share in €</i>	<i>0.45</i>	<i>0.51</i>	<i>-10.9%</i>

	Comments
1	Decline in rental income mainly due to property disposals (€-4.8m). Rent decrease mainly offset by portfolio additions (€+2.8m), indexation effects and positive effect from reduction of (pandemic-related) rent deferrals.
2	Higher expenses relate to minor ongoing maintenance and various planned measures (partially postponed from previous years)
3	Decrease due to substantial one-off effect in previous year (payment from former tenant REAL)
4	Decline resulted from scheduled repayments, loan expirations and positive refinancing effects



NAV Development Q3 2022



(1) Resulting from incidental acquisition costs

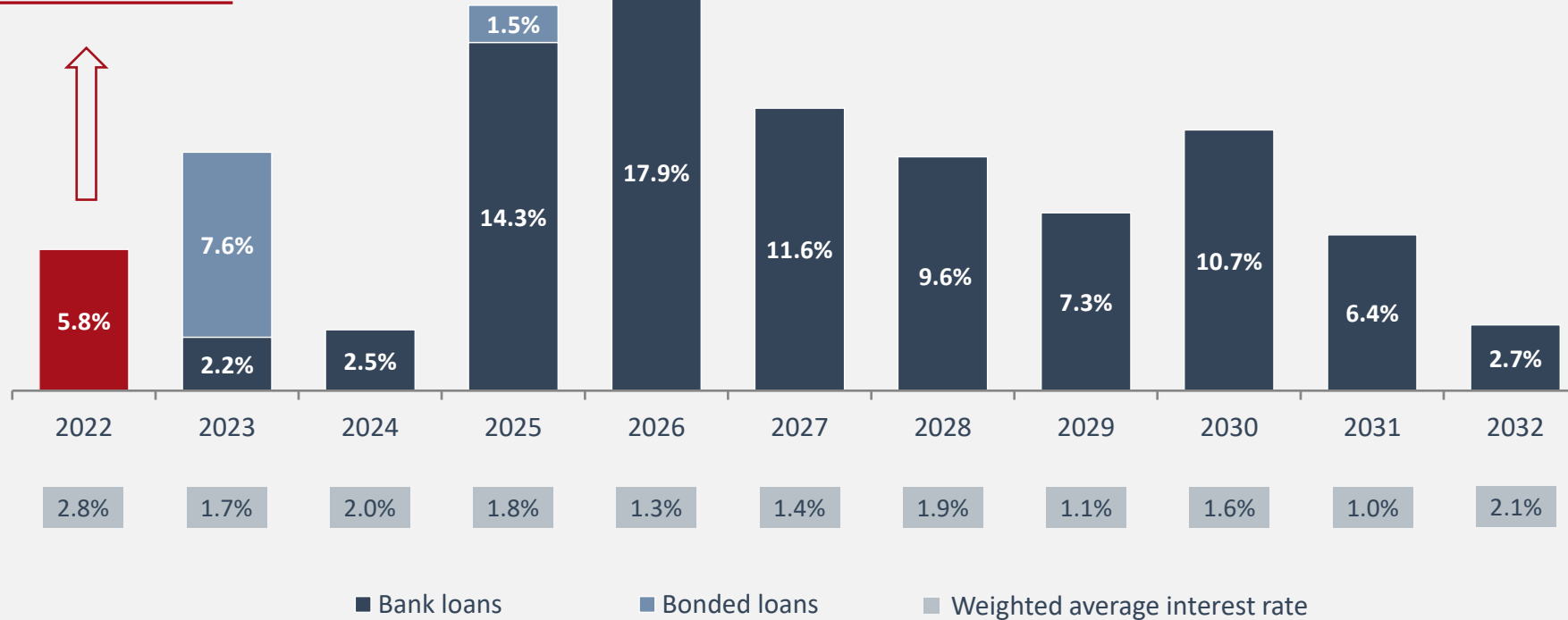
- ➔ NAV development mainly affected by dividend payment and stable earnings situation
- ➔ Increase of +7.8% yoy



Expiration of financial liabilities (as of 30 September 2022)

**Refinancing 2022
completed⁽¹⁾**

∅ interest rate: **1.6%**
∅ maturity: **6.3 years**



59.6%

REIT Equity ratio

41.1%

LTV

10.9x

Net debt/EBITDA⁽²⁾

4.8x

EBITDA/Interest coverage

€823.5m

Financial liabilities⁽³⁾

1.7%

∅ Cost of debt⁽³⁾

4.6 years

∅ Maturity of debt⁽³⁾

(1) As of date of signing

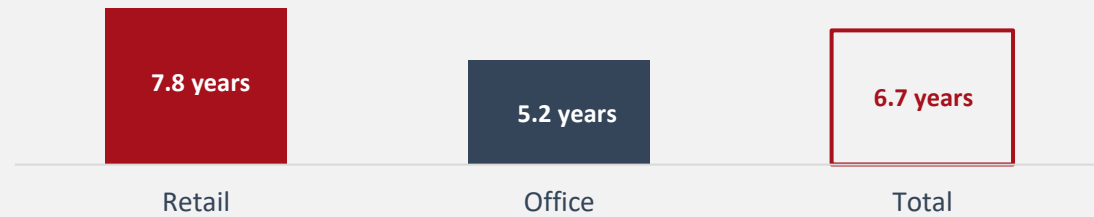
(2) Net financial debt (average last five quarters) in relation to EBITDA adjusted by result from sales (last twelve months)

(3) As of 30 September 2022 (incl. loans concluded but not yet utilized)

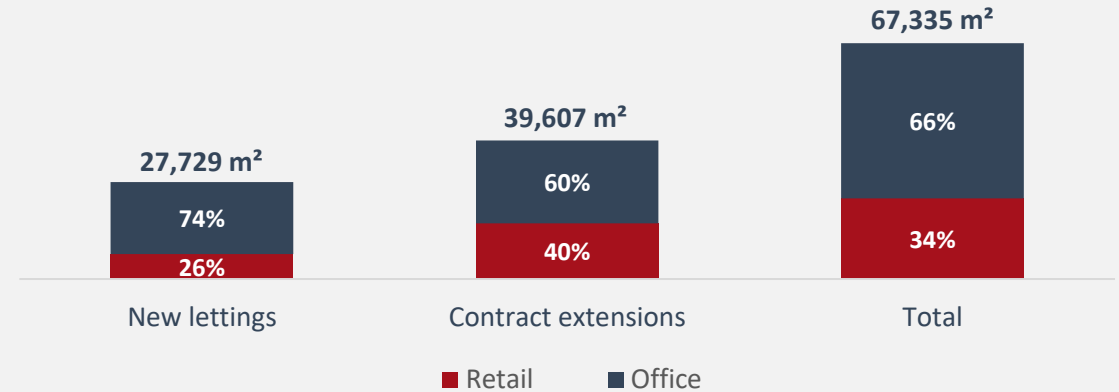


Lease contracts

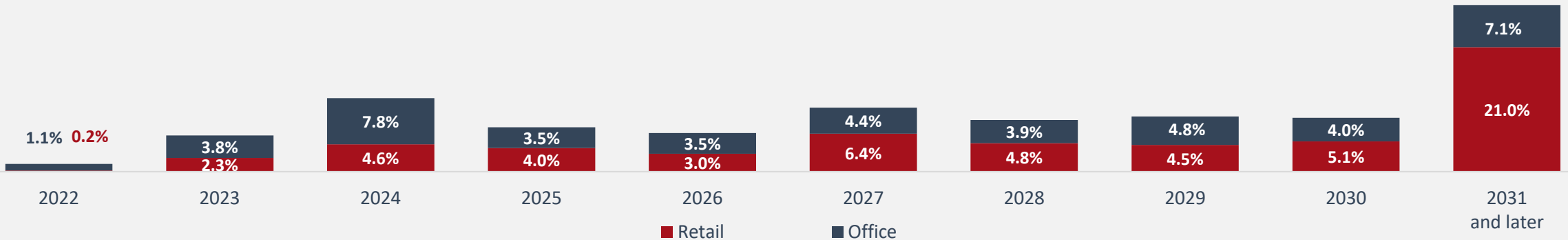
Weighted average lease expiry (as of 30 September 2022)



Letting result 9M 2022



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



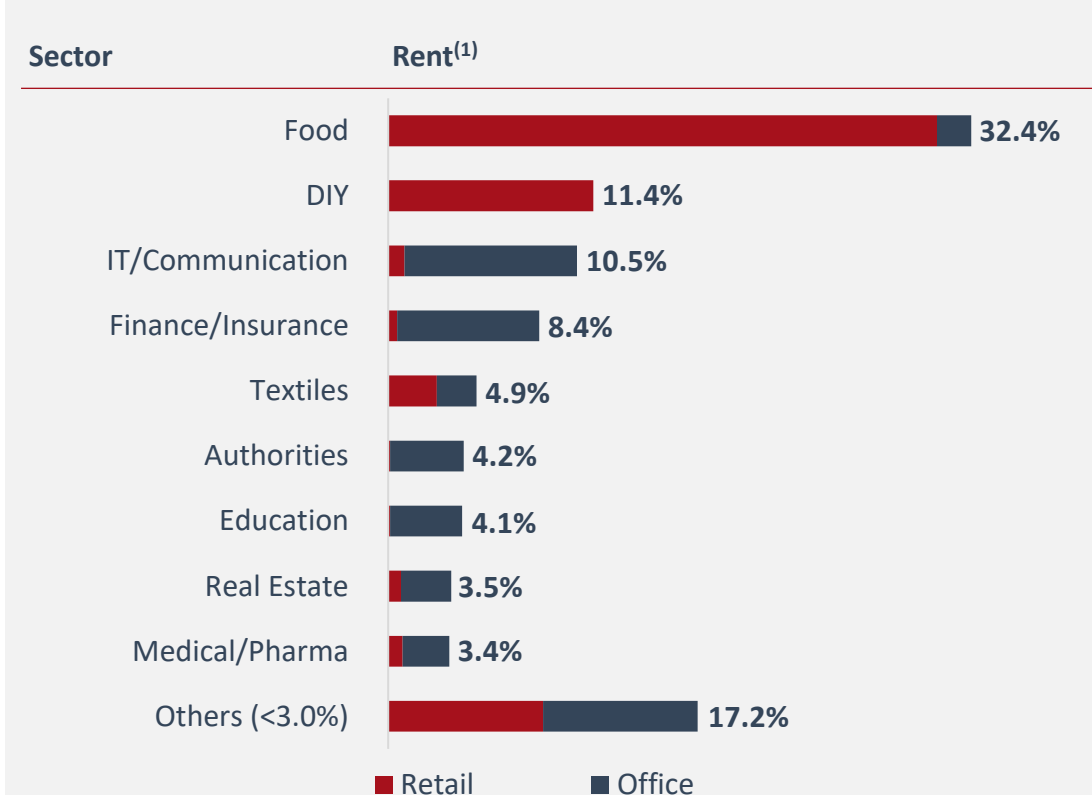
- ➔ Total WALT increased to 6.7 years due to further letting successes in food retail and office properties
- ➔ Limited amount of expiring leases in 2022 – next larger letting volume in 2024

Top-10 tenants (as of 30 September 2022)

Tenant	Sector	Rent ⁽¹⁾
EDEKA	Food retail	11.7%
Kaufland	Food retail	7.5%
REWE	Food retail	7.1%
OBI	DIY	6.7%
Globus	DIY / Food retail	4.4%
Agency of unemployment	Authorities	3.3%
Barmer	Finance / Insurance	2.6%
Netcologne	IT / Communication	2.1%
ALDI	Food retail	1.7%
Verwaltungs-Berufsgenossenschaft	Finance / Insurance	1.5%
Total		48.6%

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

Sector distribution (as of 30 September 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)



ESG management | Progress in key action areas

Key Action Area	Progress 2022
 Environmental Management & Climate Protection	<ul style="list-style-type: none">▪ Ongoing data management optimisation and database expansion▪ Set up of full carbon footprint for entire property portfolio
 Portfolio Quality & Optimisation	<ul style="list-style-type: none">▪ Implementation of ESG audits on asset level based on carbon footprint analysis▪ Modernisation and energy efficiency measures▪ Continued roll-out of smart metering
 Employee Development	<ul style="list-style-type: none">▪ Successful positioning as a sustainable employer▪ Focus on diversity and health management aspects▪ Continuation of employee development program▪ Positive development of social KPIs
 Corporate Governance & Dialogue	<ul style="list-style-type: none">▪ Establishment of Supervisory Board ESG Committee and internal ESG office▪ ESG risk management (climate risk analysis)▪ Further enhancement of transparency standards and separate EPRA reporting



Guidance update 2022

€84.0 – 85.0m

Rental income

€48.0m – €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 lfl-rents and one-off maintenance costs
- Delayed maintenance due to postponement of measures originally planned for 2021

Preliminary figures 2022

9 February 2023

Quarterly financial statement Q1 2023

25 April 2023

Annual report 2022

16 March 2023

Annual General Meeting 2023

27 April 2023





Contact

Niclas Karoff

CEO

E-Mail: n.karoff@hamborner.de



Sarah Verheyen

COO/CIO

E-Mail: s.verheyen@hamborner.de



Hans Richard Schmitz

COO/CFO

E-Mail: h.schmitz@hamborner.de



Christoph Heitmann

Head of IR & PR

E-Mail: c.heitmann@hamborner.de





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