

Company presentation

May 2023



Agenda

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

1. HAMBORNER at a glance





History



Portfolio Data (as of 31 March 2023)

Portfolio volume	€1,609m
Number of assets	66
WALT	6.5 years
Occupancy rate (EPRA)	96.7%

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
- Strong focus on ESG and future topics
- Lean and efficient corporate structure
- Strong internal asset and property management
- Sustainable and attractive dividend policy

Key Financials (as of 31 March 2023)

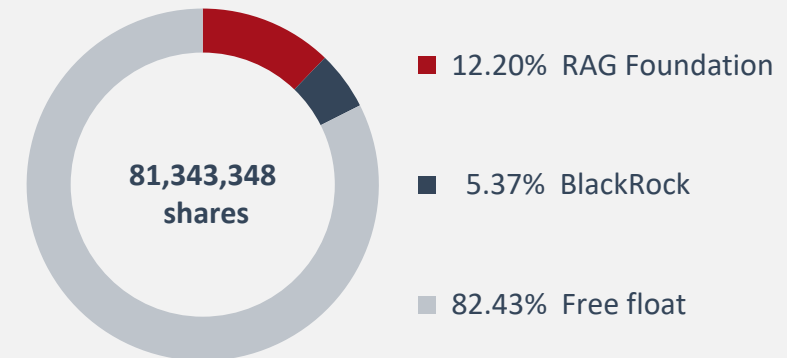
FFO yield 2023e ⁽¹⁾	8.8%
NAV per share	€12.03
REIT equity ratio	60.4%
LTV	38.2%

(1) Based on mid-point of current FFO guidance range for full-year 2023 and share price as of 30 April 2023

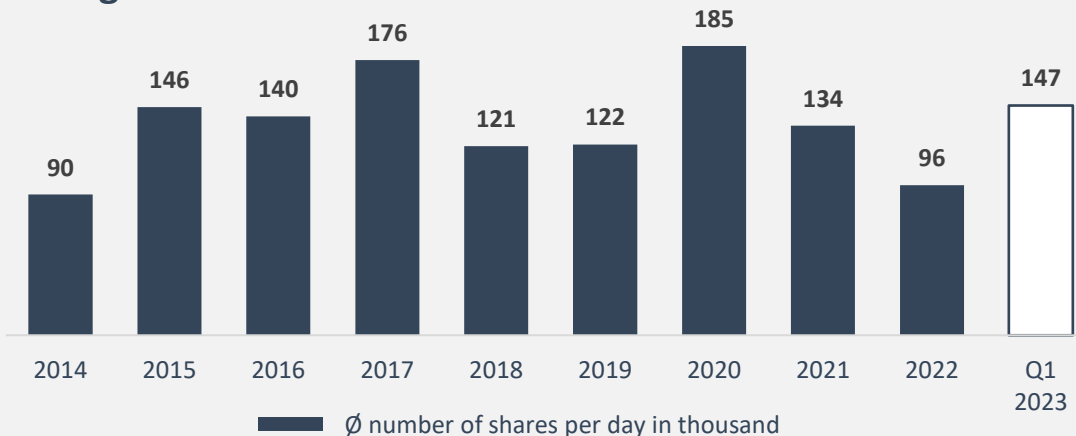
The HAMBORNER Share

Current share price	€7.15 (as of 30 April 2023)
Market capitalisation	€581.6m (as of 30 April 2023)
WKN/ISIN	A3H233 / DE000A3H2333
Ticker symbol	HABA
Class of shares	Registered Share
Exchange segment	Prime Standard
Indices	SDAX, EPRA, RX REIT

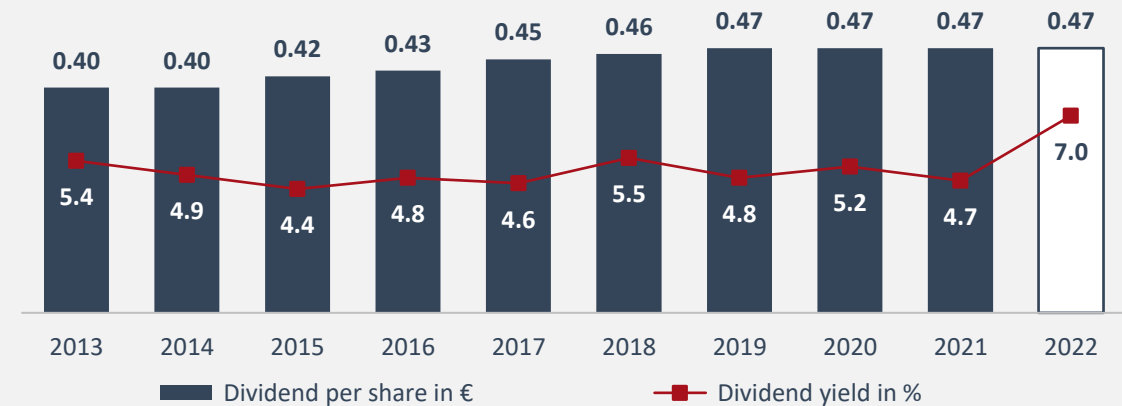
Shareholder structure



Trading Volume



Dividend per Share and Dividend Yield

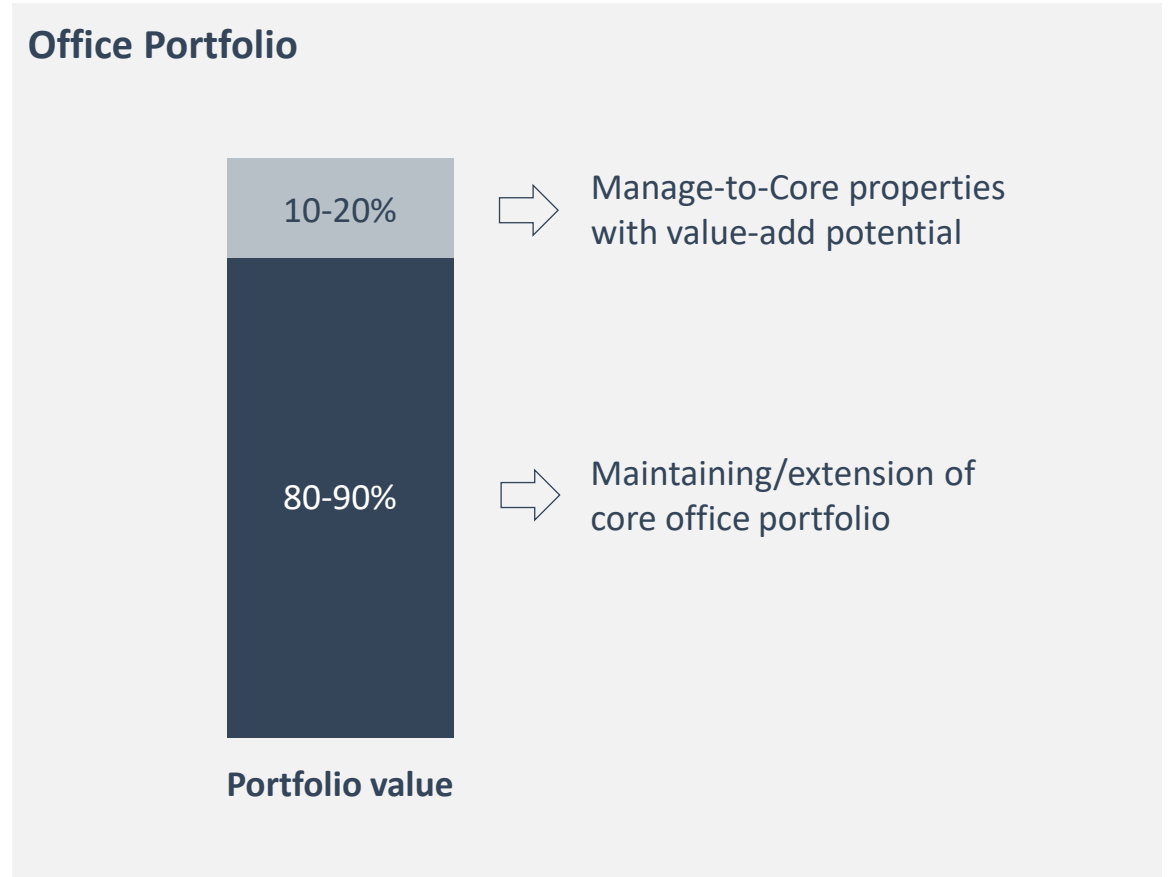
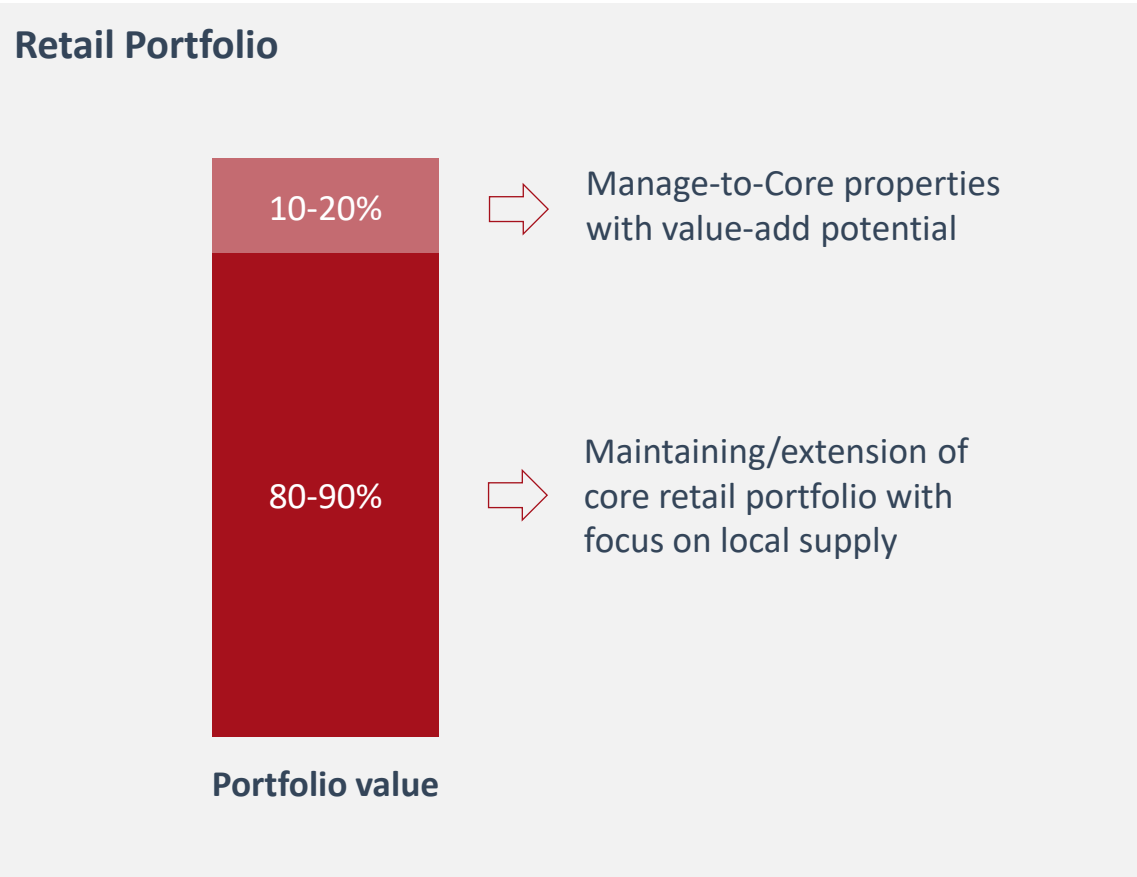


2. Portfolio Overview





Portfolio Strategy – Target Structure



- ➔ 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

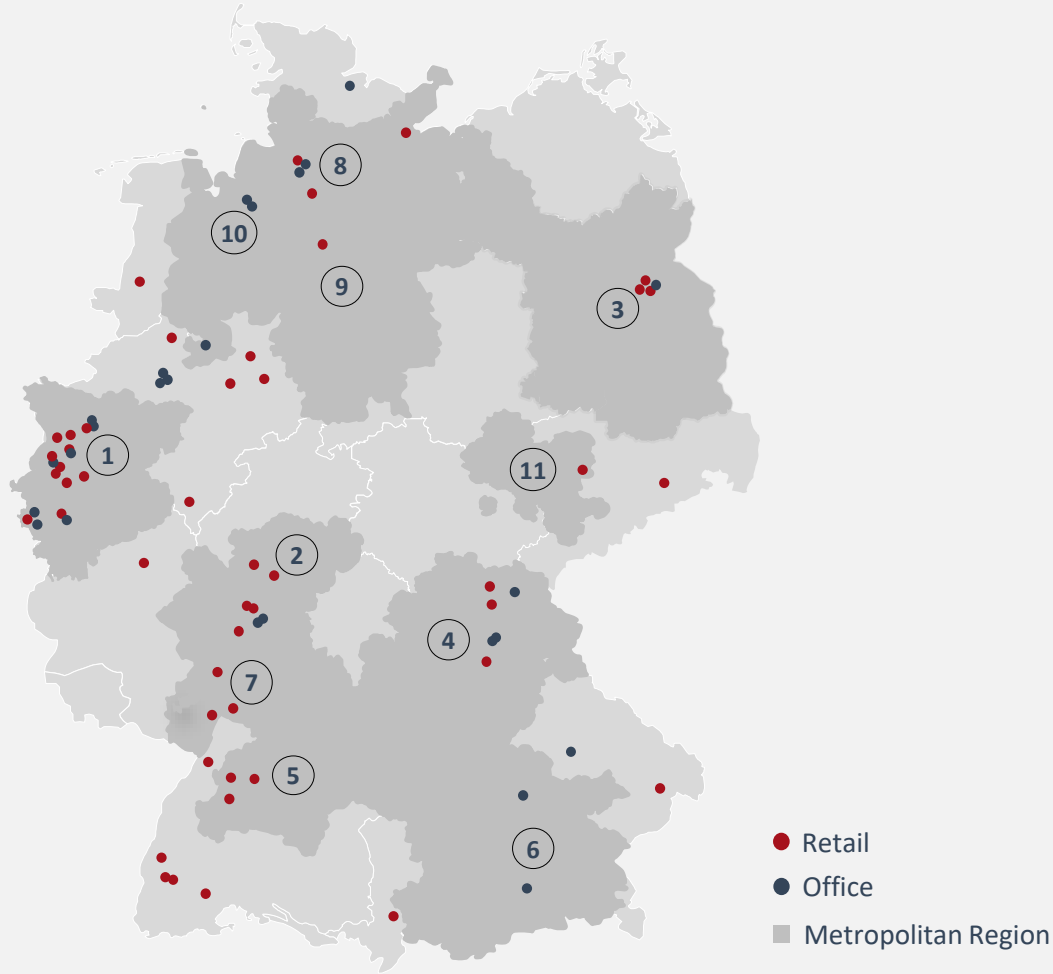


Portfolio Management Approach

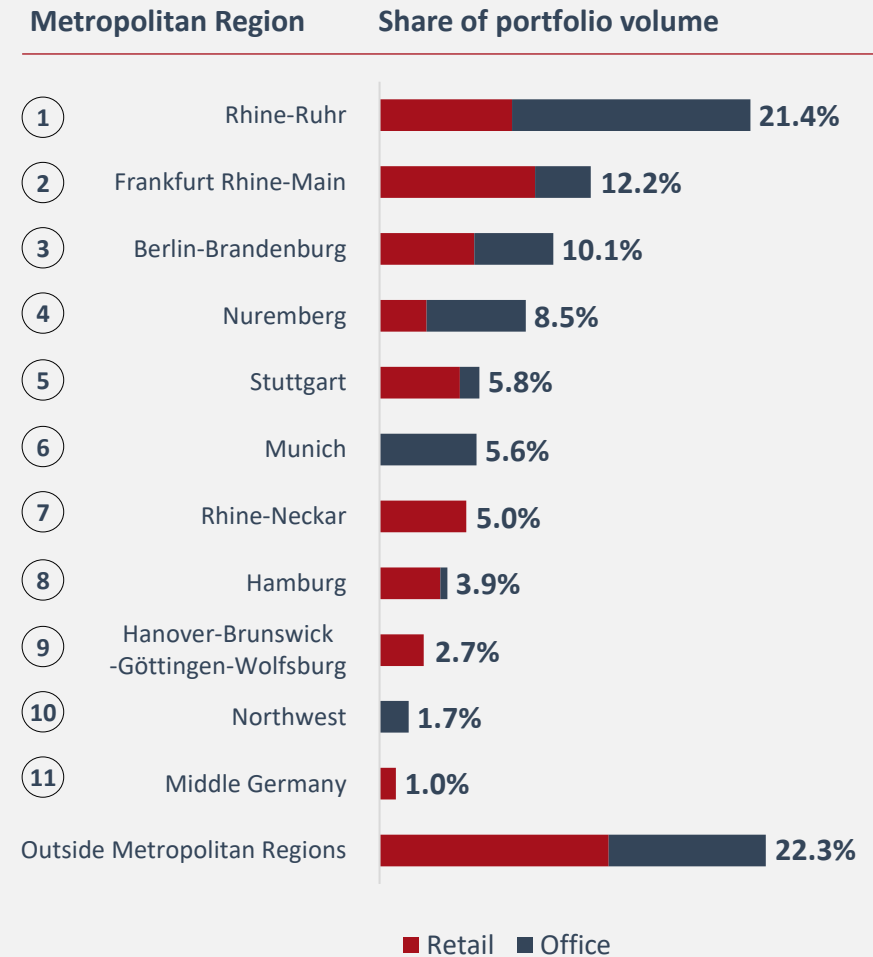
Asset classes	<ul style="list-style-type: none">▪ Retail▪ Office
Risk profile	<ul style="list-style-type: none">▪ Core▪ Manage-to-Core
Lot size	<ul style="list-style-type: none">▪ > €10m (retail)▪ > €20m (office)
	<ul style="list-style-type: none">▪ Focus on core investments▪ Addition of selected Manage-to-Core 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



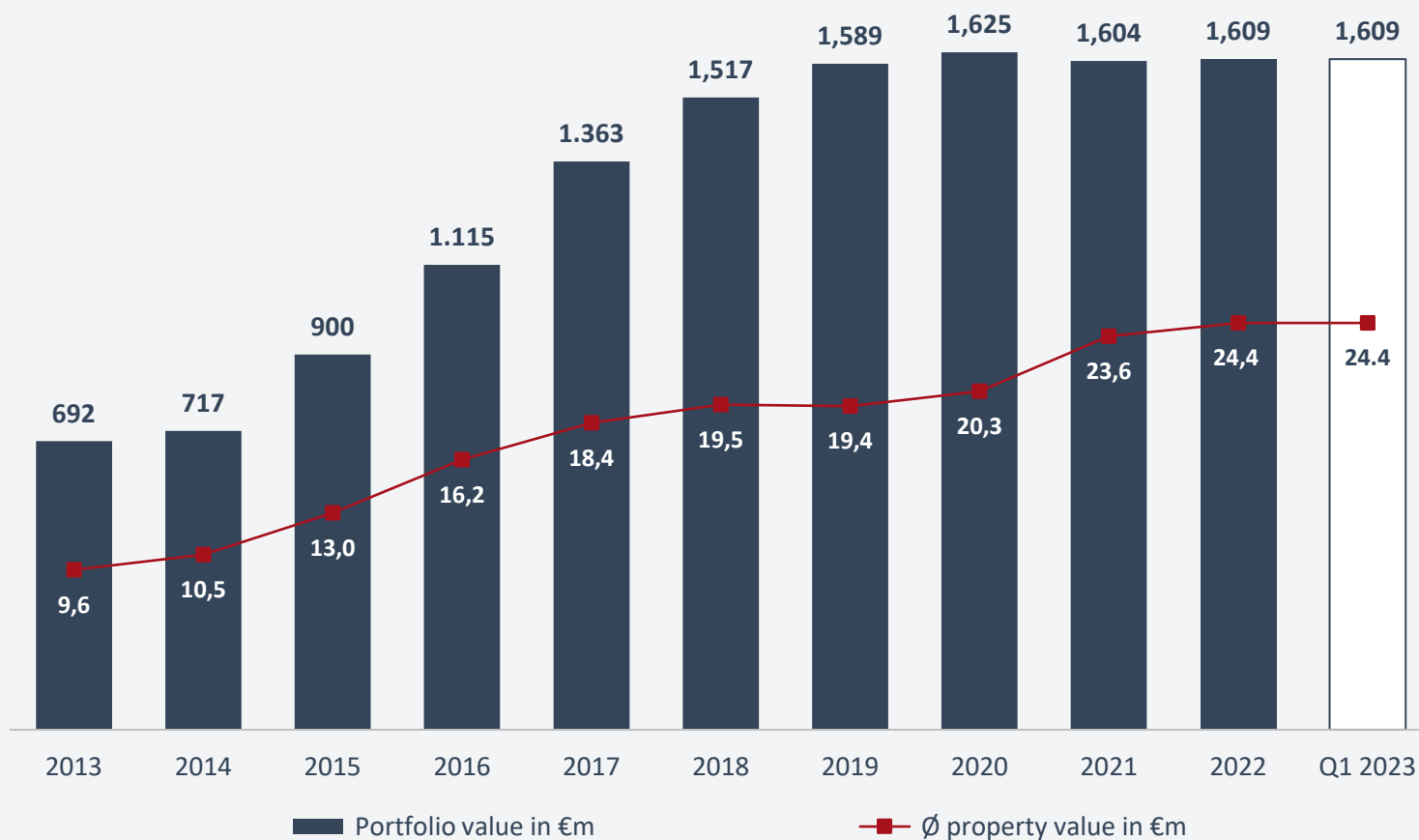
Geographical Focus (Metropolitan Regions in Germany)



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 10.7%** over the last 10 years
- **Average property value of €24.4m** allows cost-effective portfolio and asset management
- **Operating cost ratio at 9.7%** in Q1 2023
- Combination of two-pillar portfolio strategy and investment focus on metropolitan regions forms the basis for future value-adding growth



Acquisitions

Freiburg



Kempton



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	€1.4m	€1.6m
Purchase price	€18.8m	€29.8m
Gross initial yield	5.6% ⁽¹⁾⁽²⁾	5.1% ⁽¹⁾
Transfer of possession	15 March 2022	22 April 2022

Disposals

Lemgo

Asset type	High-Street EH
Selling price	€3.0m
Latest fair value	€3.0m
WALT	2.4 years ⁽¹⁾



Gütersloh

Asset type	High-Street EH
Selling price	€2.1m
Latest fair value	€2.0m
WALT	3.3 years ⁽¹⁾



Herford

Asset type	High-Street EH
Selling price	€2.5m
Latest fair value	€2.5m
WALT	3.5 years ⁽¹⁾



Siegen

Asset type	High-Street EH
Selling price	€10.6m
Latest fair value	€10.5m
WALT	6.5 years ⁽¹⁾

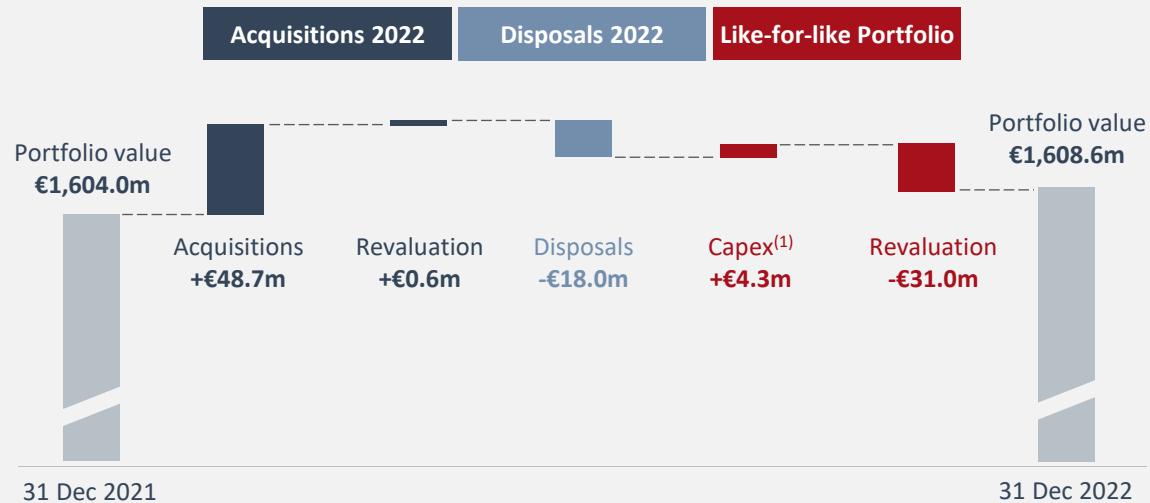


(1) As of date of signing

(2) Calculation includes annual ground rent



Portfolio development 2022



1) incl. building cost subsidies

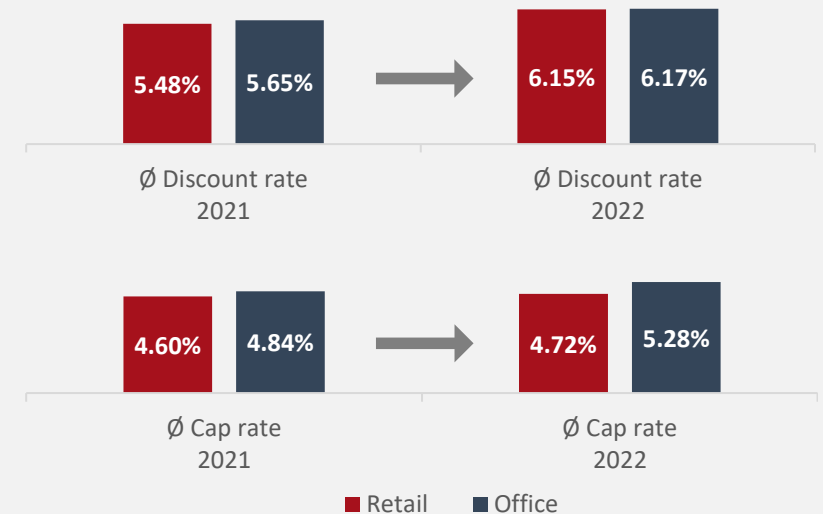
Main influencing valuation factors

- + High portfolio/asset quality
- + Solid tenant structure
- + Consistently stable cash flows
- + Indexation effects
- Development of interest environment
- Increasing discount rates/cap rates
- Yield expansion

Comments

- Increase in portfolio value (+€49.3) due to acquisition of two DIY properties in Freiburg and Kempten (incl. year-end revaluation gain of €0.6m)
- Negative effects resulting from four property disposals (-€18.0m) and -2.0% decrease of like-for-like portfolio value (-€31.0m)

Discount/Cap rate development





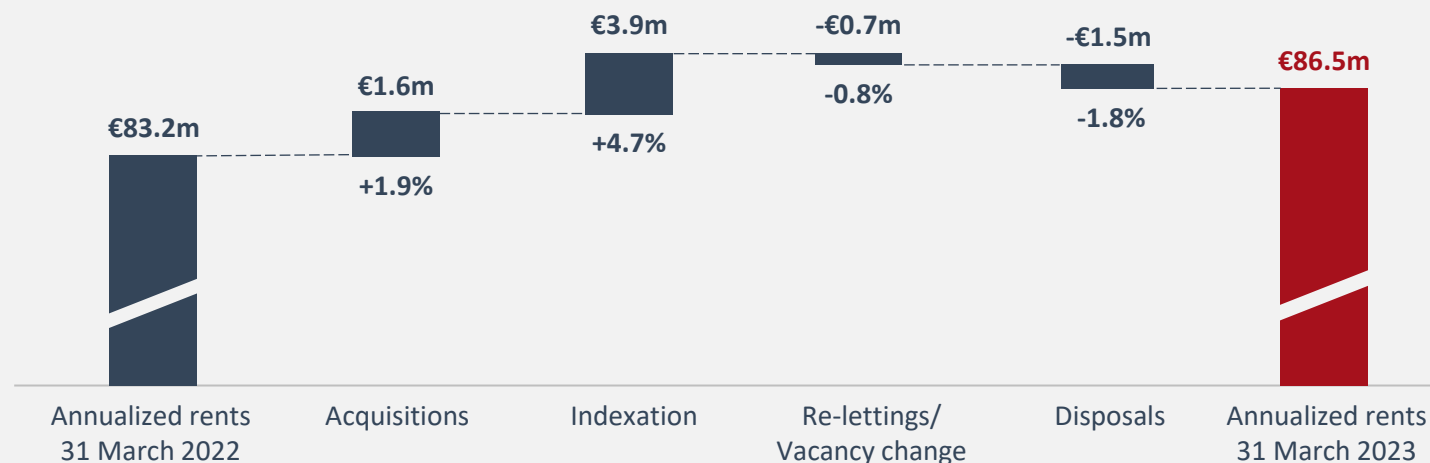
Portfolio key metrics as of 31 March 2023

	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	€881.7m	€727.5m	€1,609.2m	€1,537.6m	95.5%	€71.6m	4.5%
Leased area	381,729 m ²	229,609 m ²	611,339 m²	584,139 m ²	95.5%	27,199 m ²	4.5%
Annualized rent	€49.2m	€37.3m	€86.5m	€83.3m	96.3%	€3.2m	3.7%
Annualized rental yield	5.6%	5.1%	5.4%	5.4%		4.4%	
EPRA vacancy rate	1.3%	5.7%	3.3%	0.9%		40.9%	
WALT	7.5 years	5.2 years	6.5 years	6.6 years		3.2 years	
Like for like development 31 March 2023 to 31 March 2022							
Rents	+4.4%-pt.	+3.3%-pt.	+3.9%-pt.	+6.0%-pt.		-31.4%-pt.	
EPRA vacancy rate	-0.7%-pt.	+3.0%-pt.	+1.0%-pt.	-0.7%-pt.		+27.9%-pt.	
WALT	+0.5 years	0.0 years	+0.3 years	+0.2 years		-0.1 years	

- ➔ Core portfolio: +6.0% like-for-like rent increase and vacancy rate of 0.9%
- ➔ Significant change of like-for-like ratios in the Manage-to-core portfolio caused by temporary vacancy in Mainz

Rent development year on year

Development of annualized rents year on year



Rent development like-for-like/year-on-year⁽¹⁾

	Asset class		Total portfolio	Investment approach	
	Retail	Office	Split	Core	Manage-to-Core ⁽²⁾
Total rents	+4.4%-pt.	+3.3%-pt.	+3.9%-pt.	+6.0%-pt.	-31.4%-pt.
Indexation effects	+4.4%-pt.	+5.2%-pt.	+4.7%-pt.	+4.8%-pt.	+3.3%-pt.
(Re-)Lettings / Vacancy reduction	+0.3%-pt.	+3.3%-pt.	+1.7%-pt.	+1.6%-pt.	+2.9%-pt.
Vacancy increase	-0.3%-pt.	-5.3%-pt.	-2.5%-pt.	-0.4%-pt.	-37.6%-pt.

(1) 31 March 2023 to 31 March 2022; acquisitions and disposals excluded; rounding differences possible

(2) Changes mainly due to temporary vacancy in Mainz property

3. Asset Management



Retail property 'Rondo Steinheim' Hanau



Manage-to-Core property Mainz



	Purchase 2021	New lease 2023
Leased area	7,748 m ²	
Asset type	Office	Accommodation for refugees
WALT	approx. 3.0 years	approx. 4.8 years
Tenant	Professional association	City of Mainz
Fair value	+21.5% ⁽¹⁾	

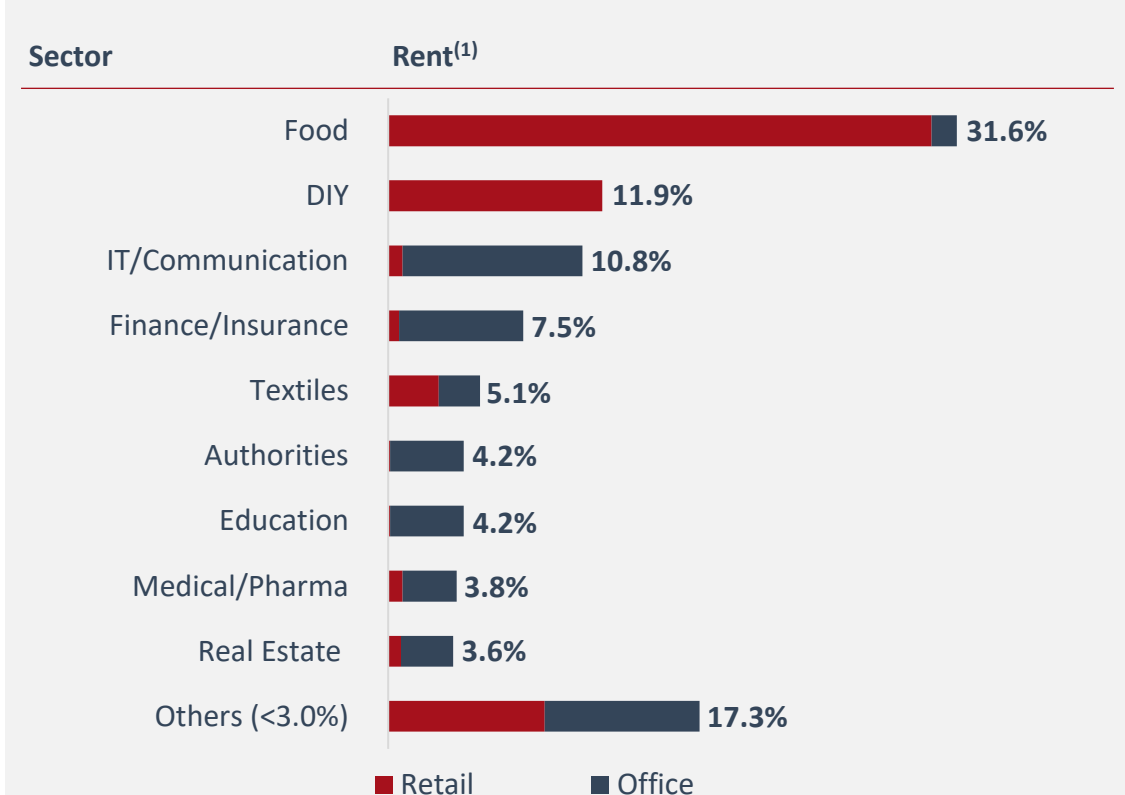
(1) Compared to original purchase price; based on year-end revaluation 2022

Top-10 tenants (as of 31 March 2023)

Tenant	Sector	Rent ⁽¹⁾
EDEKA	Food retail	11.6%
Kaufland	Food retail	7.5%
REWE	Food retail / DIY	7.1%
OBI	DIY	6.9%
Globus	Food retail / DIY	4.5%
Agency of unemployment	Authorities	3.3%
Barmer	Finance / Insurance	2.6%
Netcologne	IT / Communication	2.1%
ALDI	Food retail	1.7%
Immobilien Freistaat Bayern	Authorities	1.5%
Total		48.8%

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

Sector distribution (as of 31 March 2023)

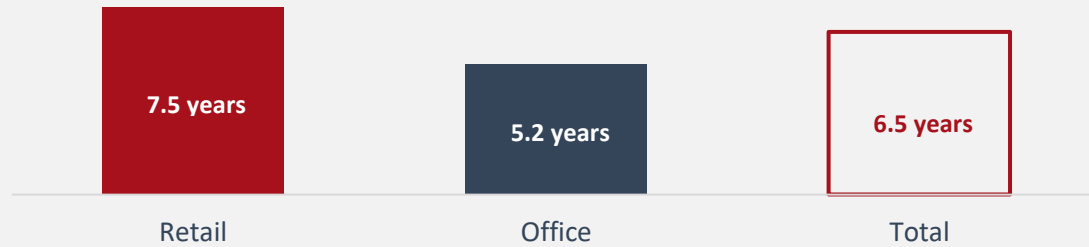


- ➔ Changes in the top-10 tenants caused by early lease termination with tenant in Mainz
- ➔ No significant changes in the sector distribution

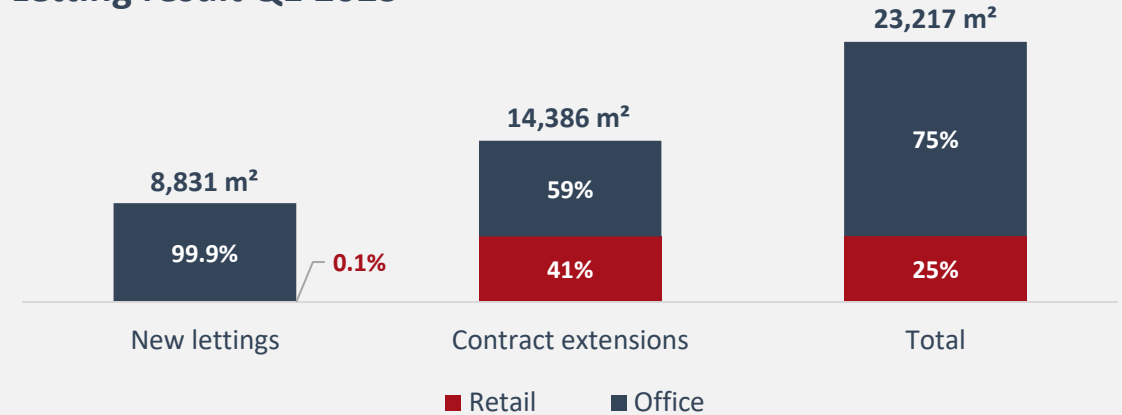


Leasing situation

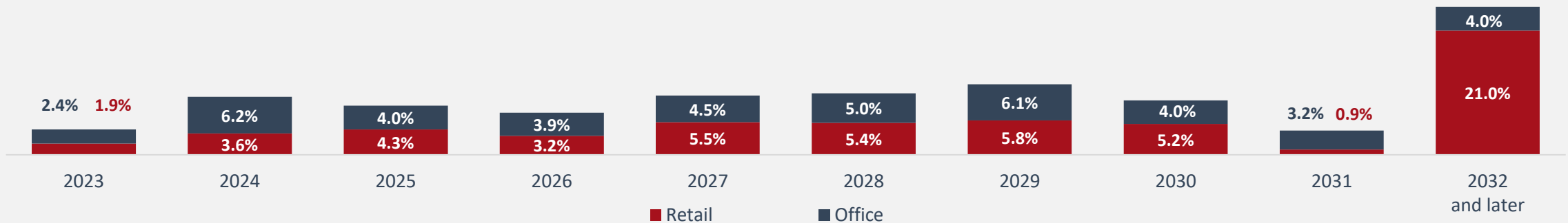
Weighted average lease expiry (as of 31 March 2023)



Letting result Q1 2023



Lease expiry schedule (as of 31 March 2023; in % of annual rents)



- ➔ Strong letting result with a total volume of ~23,200m² and a WALT at consistently high level of 6.5 years
- ➔ Lease expiries remain well balanced throughout the next years

4. Financials





Key figures Q1 2023

Key figures	31 March 2023	31 March 2022	Change
Profit and loss statement			
Income from rents and leases	€22.2m	€20.8m	+6.7%
Operating result	€8.2m	€5.3m	+54.7%
Profit for the period	€5.0m	€2.1m	n/a
Key KPIs			
Funds from Operations (FFO)	€13.6m	€11.0m	+23.6%
Funds from Operations (FFO) per share	€0.17	€0.14	+21.4%
Financial KPIs			
REIT equity ratio	60.4%	59.6%	+0.8%-pt.
Loan to Value (LTV)	38.2%	39.1%	-0.9%-pt.
EPRA metrics			
EPRA Net Asset Value (NAV) per share	€12.03	€11.86	+1.4%
EPRA Net Tangible Assets (NTA) per share	€12.03	€11.86	+1.4%

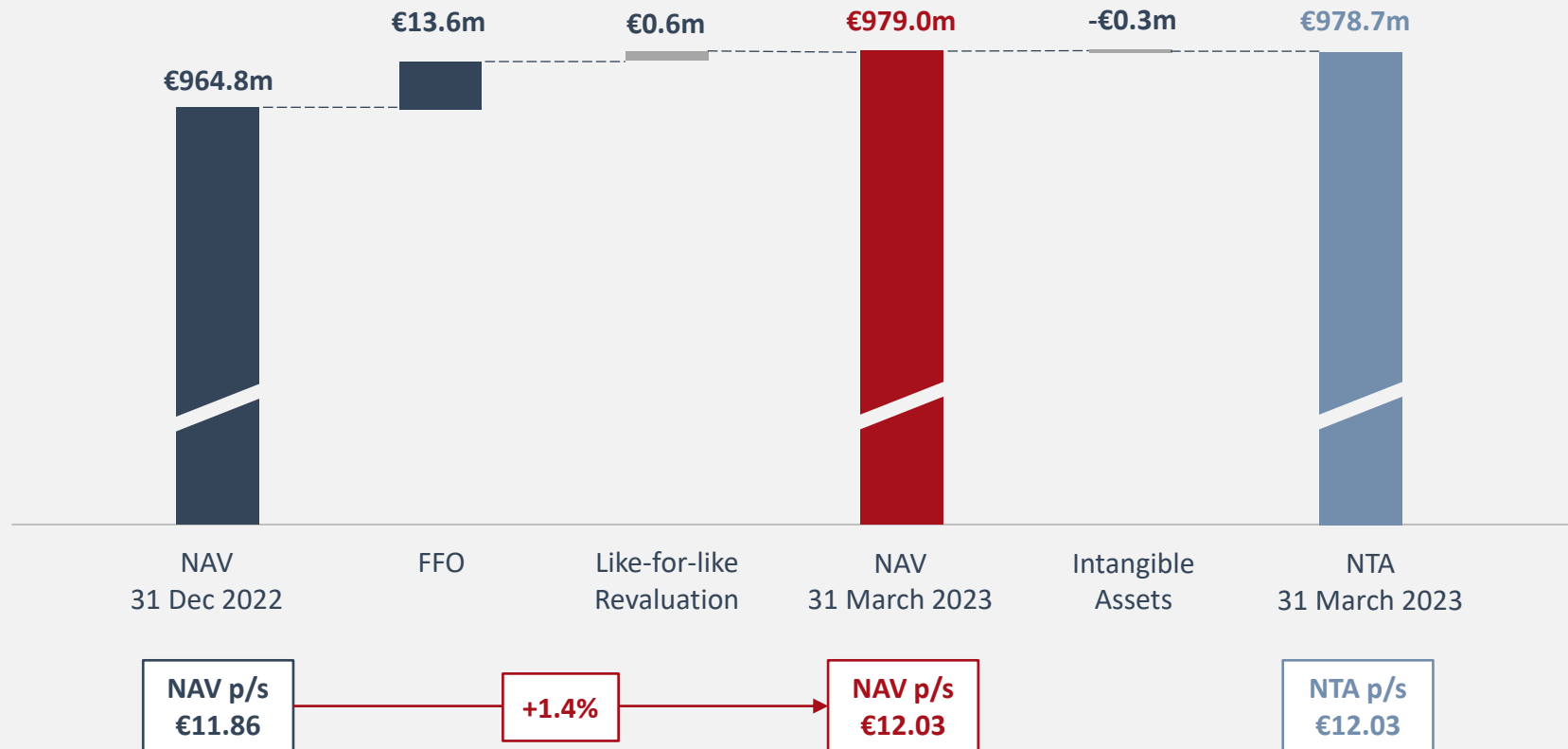
Funds from operations (FFO)

	in k€	Q1 2023	Q1 2022	Change
1	Income from rents and leases	22,160	20,849	+6.3%
	Income from passed on costs	3,694	3,421	+8.0%
	Operating expenses	-5,926	-5,628	+5.3%
2	Maintenance expenses	-1,555	-1,853	-16.1%
	Net rental income	18,373	16,789	+9.4%
	Administrative expenses	-611	-551	+10.9%
3	Personnel expenses	-1,545	-1,392	+11.0%
4	Other operating income	1,133	191	n/a
	Other operating expenses	-529	-826	-36.0%
5	Interest income	+639	0	n/a
6	Interest expenses	-3,826	-3,166	+20.9%
	FFO	13,634	11,045	+23.4%
	- Capex	-671	-202	n/a
	AFFO	12,963	10,843	+19.5%
	<i>FFO per share in €</i>	<i>0.17</i>	<i>0.14</i>	<i>+23.4%</i>
	<i>AFFO per share in €</i>	<i>0.16</i>	<i>0.13</i>	<i>+19.6%</i>

	Comments
1	Income from rents and leases positively affected by rent increases from property additions as well as by indexation effects
2	Maintenance expenses relate to ongoing minor maintenance and various smaller planned measures
3	Increase primarily due to new hires
4	Mainly includes income from compensation for the early termination of lease by a tenant in the Mainz property (+€0.8m)
5	Interest income stems mainly from overnight and fixed-term cash deposits
6	Increase due to higher expenses for loans refinanced in the 2022 financial year (+€0.4m) as well as risen interest rates for floating-rate bonded loans (+€0.3m)



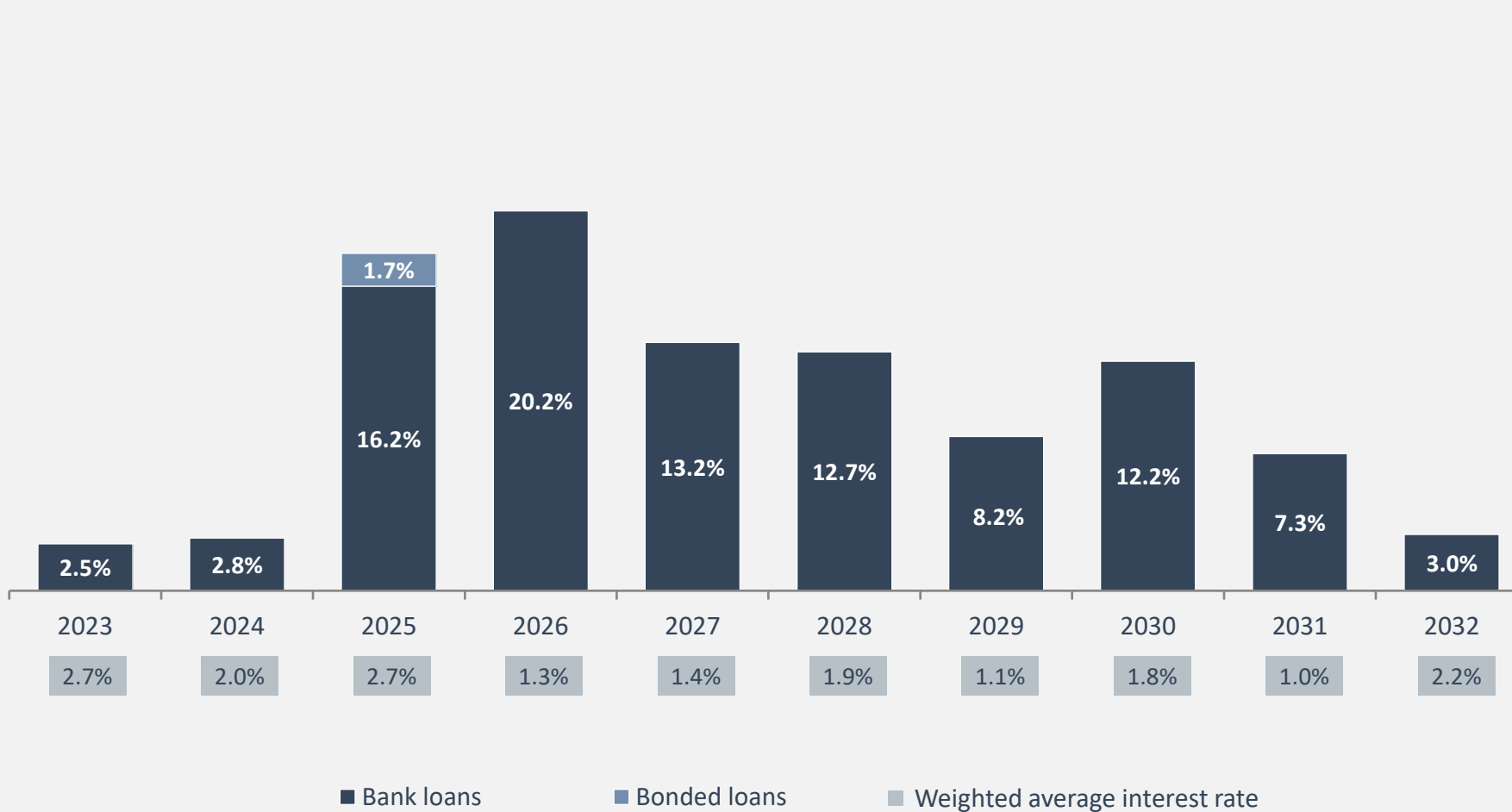
NAV development 2023



➔ Positive NAV development mainly driven by stable earnings situation



Expiration of financial liabilities (as of 31 March 2023)



60.4%

REIT equity ratio

38.2%

LTV

9.7x

Net debt/EBITDA⁽¹⁾

4.4x

EBITDA/Interest coverage

€715.8m

Financial liabilities⁽²⁾

1.8%

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 months)

(2) As of 31 March 2023 (incl. loans concluded but not yet utilized)

€88.0 – 89.5m

Rental income

€50.0m – €52.0m

FFO

Slightly below previous year's level

NAV per share



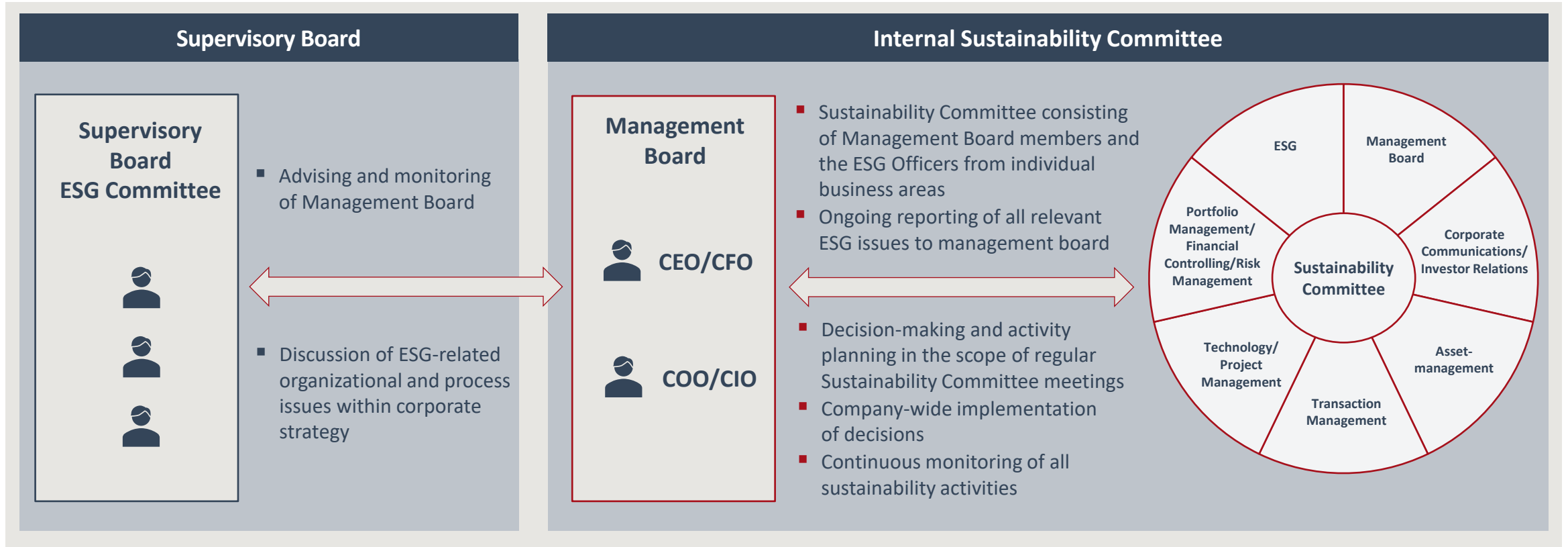


Nachhaltiges Gebäude
DGNB Zertifikat in Platin

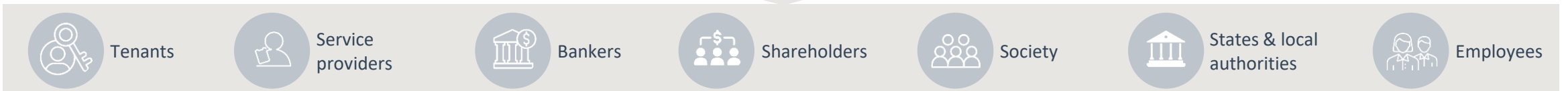
5. Sustainability / ESG



Office property Neu-Isenburg



Stakeholder Engagement





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 further development of 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

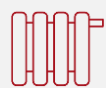


ESG management | Progress in key action areas

Key Action Area	Progress 2022
 <p>Environmental Management & Climate Protection</p>	<ul style="list-style-type: none"> ▪ Ongoing data management optimisation and database expansion ▪ Set up of full carbon footprint for entire property portfolio as a basis for long-term decarbonisation strategy/targets
 <p>Portfolio Quality & Optimisation</p>	<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
 <p>Employee Development</p>	<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
 <p>Corporate Governance & Dialogue</p>	<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



Key environmental KPIs 2021⁽¹⁾



**Total energy intensity
(Heating & Electricity)**

174.9 kWh/m²

+8.5%
like-for-like

Energy consumption
data availability

78.7%



**Water
intensity**

295.4 l/m²

+5.9%
like-for-like

Water consumption
data availability

82.5%



**Waste
intensity**

28.0 kg/m²

+0.5%
like-for-like

Waste generation
data availability

17.7%



Emission data 2021 (Scope 1-3)⁽¹⁾



**Emission intensity
Total portfolio**

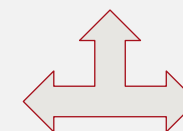
57.0 kg CO₂e/m²

+14.5%
like-for-like

Office portfolio

34.2 kg CO₂e/m²

+9.1%
like-for-like



Retail portfolio

68.1 kg CO₂e/m²

+15.9%
like-for-like

Key social KPIs 2021

**Employee
satisfaction rate**

90.9%

**CPD hours
per employee**

+30.5%

**Employee
fluctuation rate⁽²⁾**

7.3%

**Average length
of service**

8.2 years

**Employee
injury rate⁽²⁾**

0%

**Employee
sickness rate⁽²⁾**

2.7%

(1) Mainly affected by higher occupancy of properties following the significantly reduced use in 2020 caused by the COVID-19 pandemic

(2) KPIs significantly below statistical averages in Germany

6. Appendix





Portfolio Rotation

Transactions since strategy update in July 2020⁽¹⁾

Portfolio as of 30 June 2020		Portfolio as of 31 March 2023	
Assets	83	Assets	66
Portfolio Volume	€1,631m	Portfolio Volume	€1,608.6m
Ø value per asset	€19.9m	Ø value per asset	€24.4m (+23%)
Ø age of asset	26.6 years	Ø age of asset	18.8 years (-29%)
<p>23 Disposals</p> <p>+3.4% Ø premium to fair value</p> <p>€199.1m Total sales volume</p>		<p>6 Acquisitions</p> <p>5.6% gross initial yield</p> <p>€123.0m Total acquisition volume</p>	

(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 €199.1 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 (-29%) 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








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⁾	€76.4m	€79.6m	€73.4m	€73.1m	€55.6m
Annual rents	€2.8m	€4.2m	€2.8m	€3.1m	€2.8m
WALT⁽¹⁾	4.6 years	11.7 years	4.0 years	7.8 years	12.1 years
Main tenants	Estée Lauder, Giorgio Armani	Globus	Schneider Electric, BLS Energieplan	Netcologne, Instone Real Estate	Edeka

(1) As of 31 March 2023



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⁾	€46.3m	€43.7m	€41.8m	€41.2m	€36.3m
Annual rents	€2.1m	€2.6m	€2.1m	€2.0m	€2.3m
WALT⁽¹⁾	9.3 years	4.2 years	8.6 years	8.9 years	4.6 years
Main tenants	Rewe, Aldi	tegut, Müller	AOK, Barmer	Kaufland, Tedox	PS-Pension Solutions, Siemens

(1) As of 31 March 2023

Half-yearly financial report 2023

10 August 2023

Provisional figures for 2023

8 February 2024

Quarterly financial statement Q3 2023

9 November 2023

Annual Report 2023

14 March 2024





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