

Company Presentation

November 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





Company profile

History



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

Portfolio Data *(as of 30 September 2023)*

Portfolio volume	€1,542m
Number of assets	67
WALT	6.5 years
Occupancy rate (EPRA)	97.3%

Key Financials *(as of 30 September 2023)*

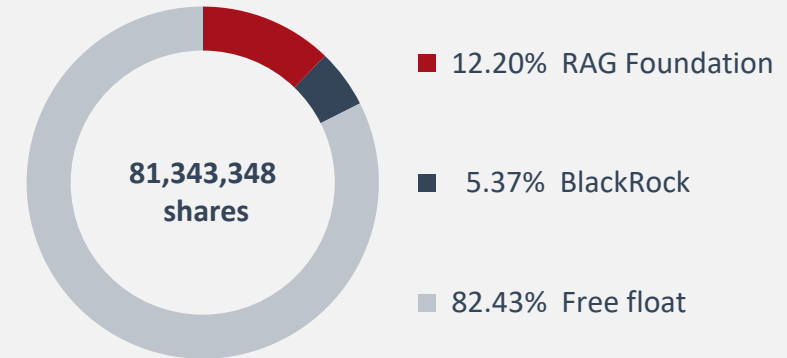
FFO yield 2023e ¹	9.6%
NAV per share	€10.76
REIT equity ratio	56.5%
LTV	42.4%

¹ Based on mid-point of current FFO/ps guidance range for full-year 2023 (€0.66) and share price as of 14 November 2023 (€6.85)

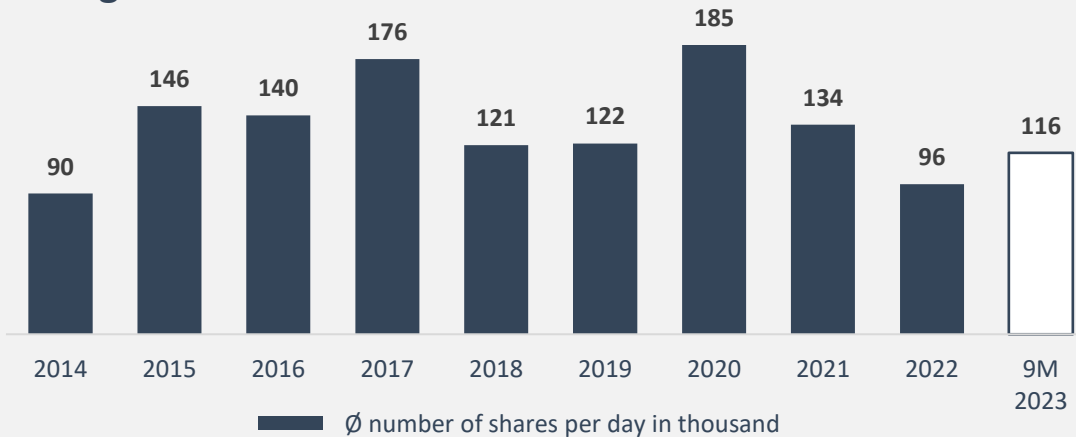
The HAMBORNER Share

Current share price	€6.85 (as of 14 November 2023)
Market capitalisation	€557.2m (as of 14 November 2023)
WKN/ISIN	A3H233 / DE000A3H2333
Ticker symbol	HABA
Class of shares	Registered Share
Exchange segment	Prime Standard
Indices	SDAX, EPRA, RX REIT

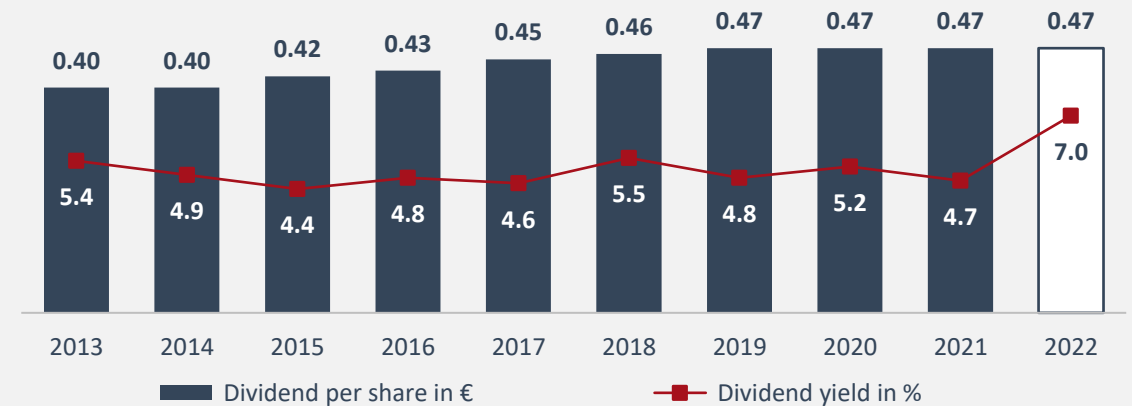
Shareholder structure



Trading Volume



Dividend per Share and Dividend Yield

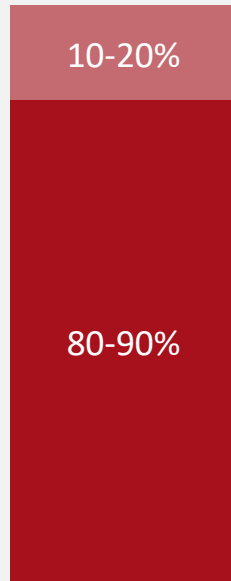


2. Portfolio Overview





Retail Portfolio



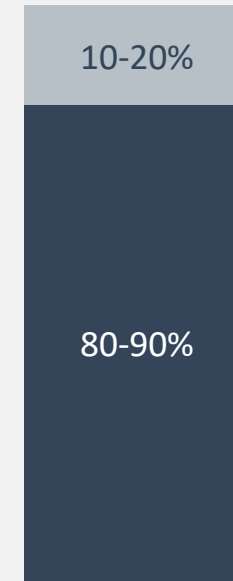
Manage-to-core properties with value-add potential



Maintaining/extension of core retail portfolio with focus on local supply

Portfolio value

Office Portfolio



Manage-to-core properties with value-add potential



Maintaining/extension of core office portfolio

Portfolio value

- ➔ 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

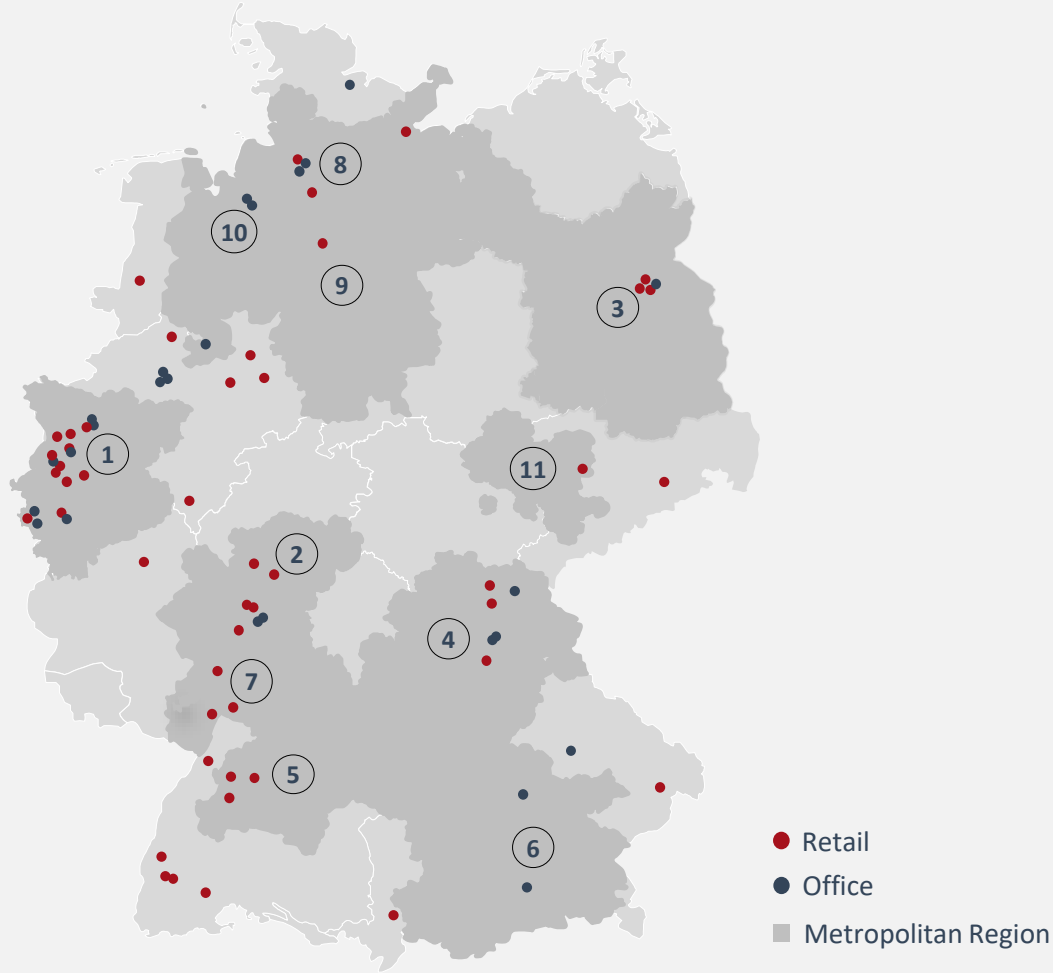


Portfolio Management Approach

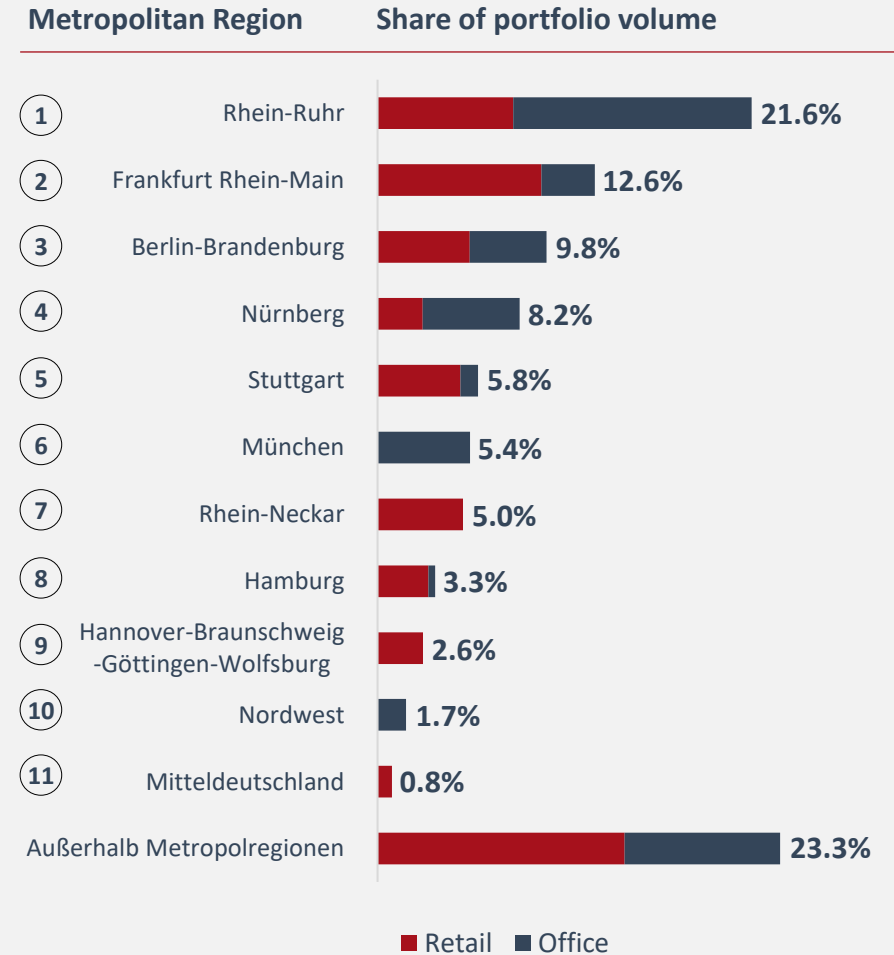
Asset classes	<ul style="list-style-type: none">▪ Retail▪ Office
Risk profile	<ul style="list-style-type: none">▪ Core▪ Manage-to-core
Lot size	<ul style="list-style-type: none">▪ > €10m (retail)▪ > €20m (office)
	<ul style="list-style-type: none">▪ Focus on core investments▪ Addition of selected manage-to-core 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▪ Consideration/Linking of performance indicators from capital market and property perspective▪ Investments following defined sustainability strategy



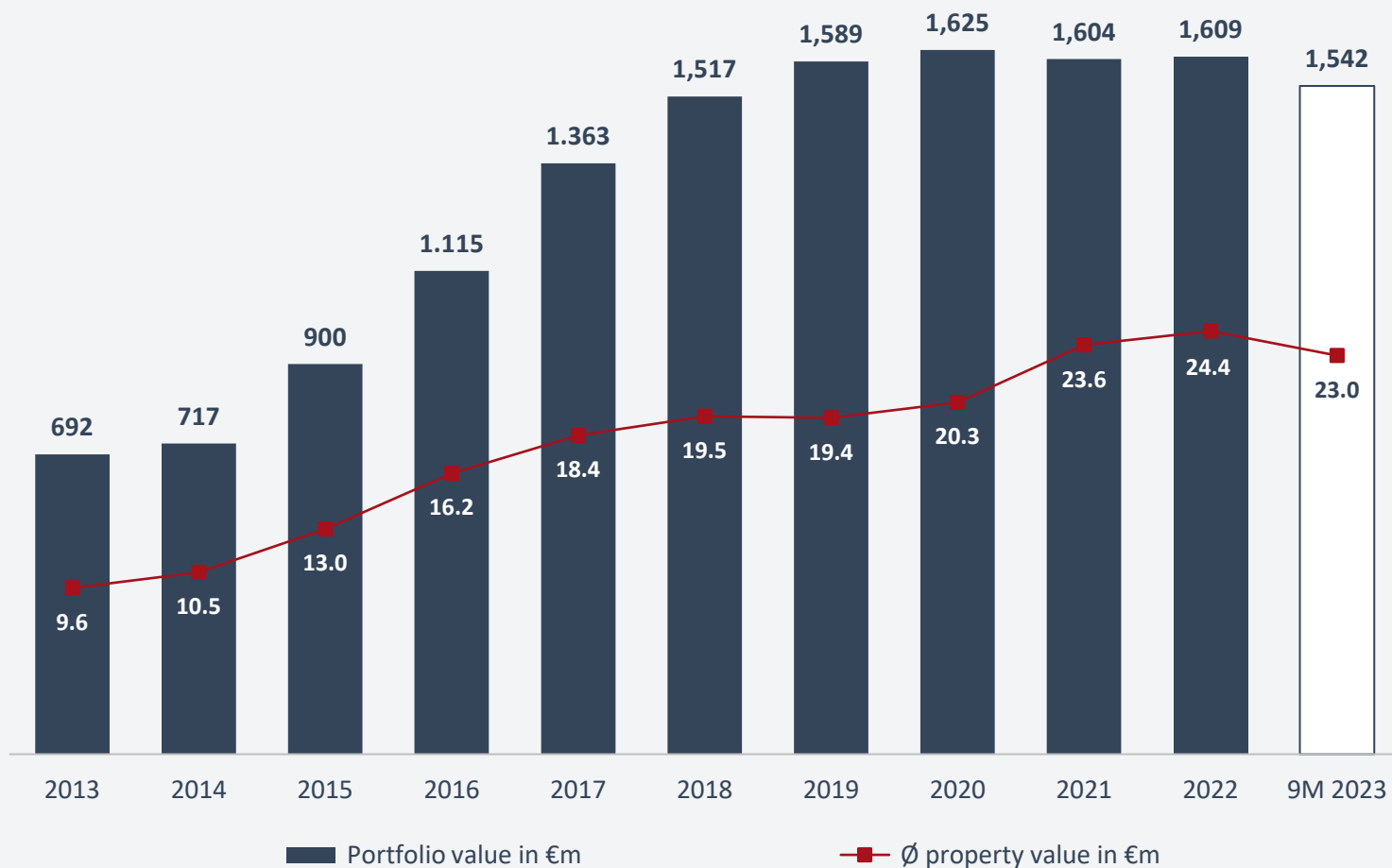
Geographical Focus (Metropolitan Regions in Germany)



Portfolio by Metropolitan Regions



Portfolio value and average property value



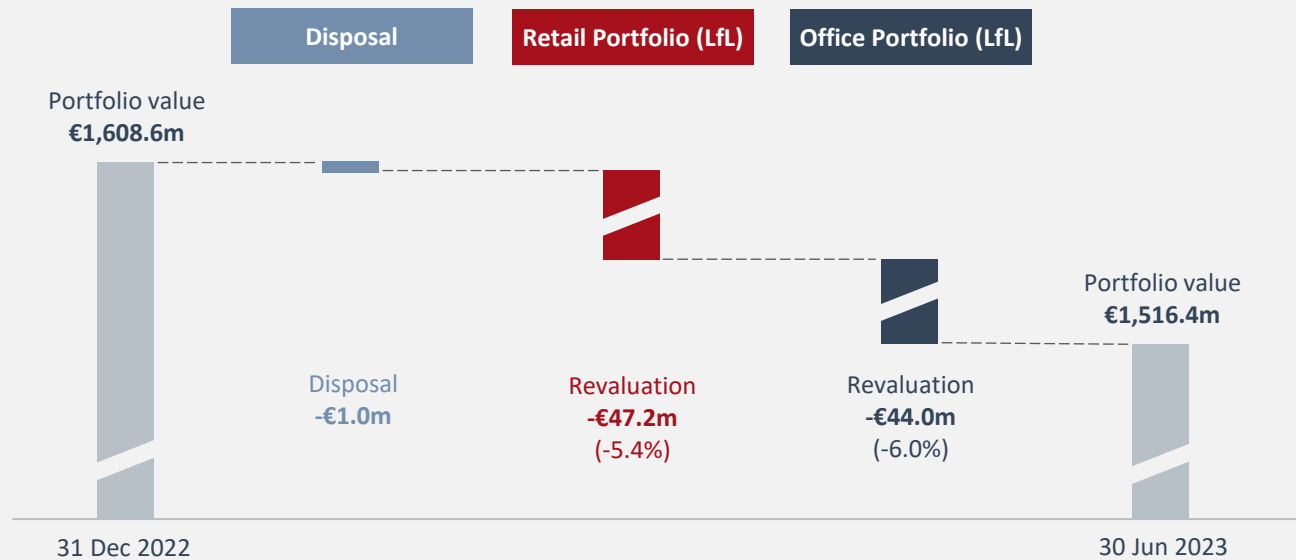
Comments

- **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 €23.0m** still allows cost-effective portfolio and asset management
- **Operating cost ratio at 9.0%** in Q3 2023
- Combination of two-pillar portfolio strategy and investment focus on metropolitan regions forms the basis for future value-adding growth



Portfolio revaluation as of 30 June 2023

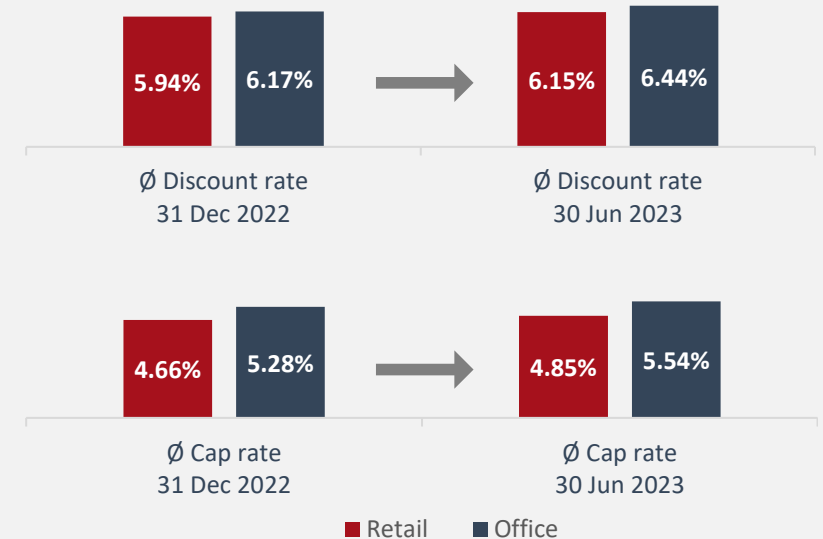
Portfolio development H1 2023



Comments

- Total value reduction resulting from property disposal (-€1.0m) and -5.7% decrease of like-for-like portfolio value (-€91.2m)
- Decline in total value due to negative development of office (-6.0%) and retail portfolio (-5.4%)

Discount/Cap rate development



Main influencing valuation factors

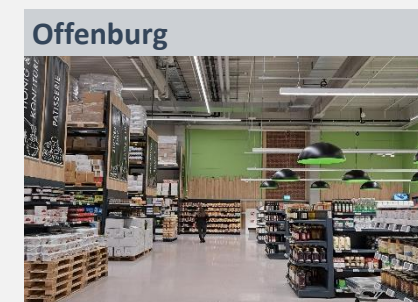
- | | |
|----------------------------------|---|
| + High portfolio / asset quality | - Development of interest rate level |
| + Solid tenant structure | - Increasing discount rates / cap rates |
| + Consistently stable cash flows | - Yield expansion |



Acquisitions 2023



Asset type	Retail	Retail
Investment approach	Core	Core
Year of construction	1997 (refurbished 2017)	2017
Leased area	4,100 m ²	13,900 m ²
WALT ¹	12.5 years	7.8 years
Occupancy rate ¹	100%	100%
Annual rental income ¹	~€0.4m	~€1.2m
Purchase price	€5.3m	€18.2m
Gross initial yield ¹	7.6%	6.4%
Transfer of possession	20 July 2023	20 July 2023



¹ As of date of signing

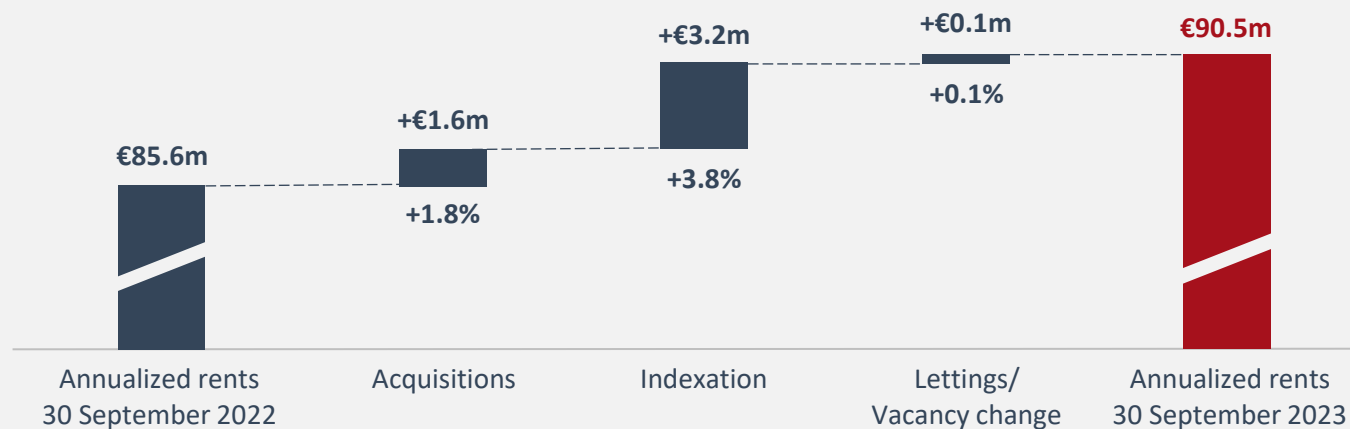


Portfolio key metrics as of 30 September 2023

	Asset class		Total portfolio	Investment approach			
	Retail	Office	◀ Split ▶	Core	%	Manage-to-Core	%
Number of properties	39	28	67	64	95.5%	3	4.5%
Fair Value	€858.8m	€683.4m	€1,542.2m	€1,483.0m	96.2%	€59.2m	3.8%
Leased area	393,161 m ²	229,703 m ²	622,863 m²	595,664 m ²	95.6%	27,199 m ²	4.4%
Annualized rent	€51.2m	€39.3m	€90.5m	€85.6m	94.6%	€4.9m	5.4%
Annualized rental yield	6.0%	5.7%	5.9%	5.8%		8.3%	
EPRA vacancy rate	2.3%	3.2%	2.7%	1.8%		16.4%	
WALT	7.8 years	4.8 years	6.5 years	6.7 years		3.4 years	
Like for like development 30 September 2023 to 30 September 2022							
Rents	+3.6%-pts	+4.2%-pts	+3.9%-pts	+3.6%-pts		+9.3%-pts	
EPRA vacancy rate	+0.6%-pts	+0.7%-pts	+0.7%-pts	+0.6%-pts		+0.5%-pts	
WALT	0.0 years	-0.4 years	-0.2 years	-0.3 years		-0.5 years	

- ➔ Stable development of portfolio KPIs throughout 2023
- ➔ Increase in WALT (6.5 years) and reduction of EPRA vacancy rate (2.7%) as a result of several letting successes

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
Total rents	+3.6%-pts	+4.2%-pts	+3.9%-pts	+3.6%-pts	+9.3%-pts
Indexation effects	+3.8%-pts	+3.7%-pts	+3.8%-pts	+3.8%-pts	+3.1%-pts
Follow-up Leases / Step rents	-0.1%-pts	+0.9%-pts	+0.3%-pts	-0.2%-pts	+10.3%-pts
Vacancy changes	-0.1%-pts	-0.3%-pts	-0.2%-pts	0.0%-pts	-4.1%-pts

¹ 30 September 2023 to 30 September 2022; acquisitions and disposals excluded; rounding differences possible

3. Asset Management



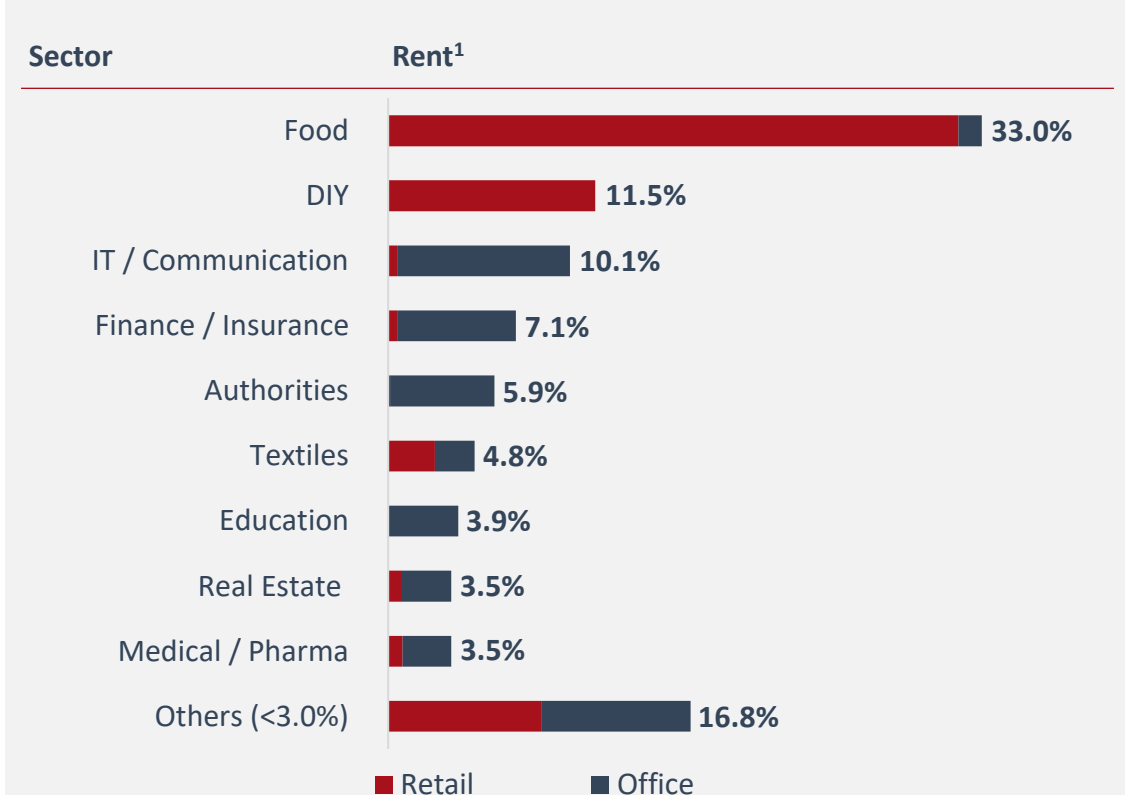
Retail property 'Rondo Steinheim' Hanau

Top-10 tenants (as of 30 September 2023)

Tenant	Sector	Rent ¹
EDEKA	Food retail	13.3%
Kaufland	Food retail	7.2%
REWE	Food retail	6.9%
OBI	DIY	6.8%
Globus	Food retail / DIY	4.3%
Agency of unemployment	Authorities	3.2%
Barmer	Finance / Insurance	2.6%
Netcologne	IT / Communication	2.0%
ALDI	Food retail	2.0%
City of Mainz	Authorities	1.8%
Total		50.1%

¹ % of annualized rents (including rent guarantees)

Sector distribution (as of 30 September 2023)



- ➔ City of Mainz replaced insurance company AOK in list of top-10 tenants
- ➔ Further increase in share of food retail sector (33%) as a result of transfer of ownership of two acquired EDEKA stores in July 2023



Recent letting success

Lease renewals OBI DIY stores

Aachen

Lease area	~11,400m ²
Extension	+10 years
Duration	2037

Leipzig

Lease area	~11,100m ²
Extension	+10 years
Duration	2034

Hilden

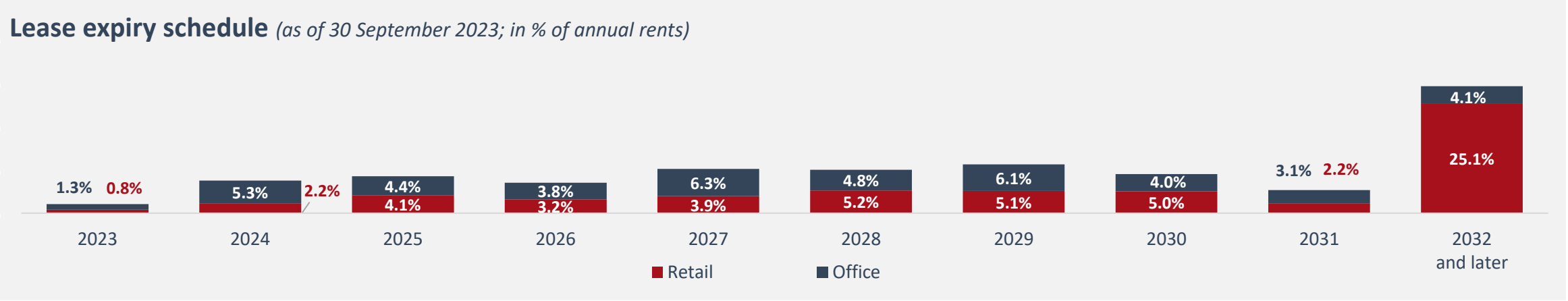
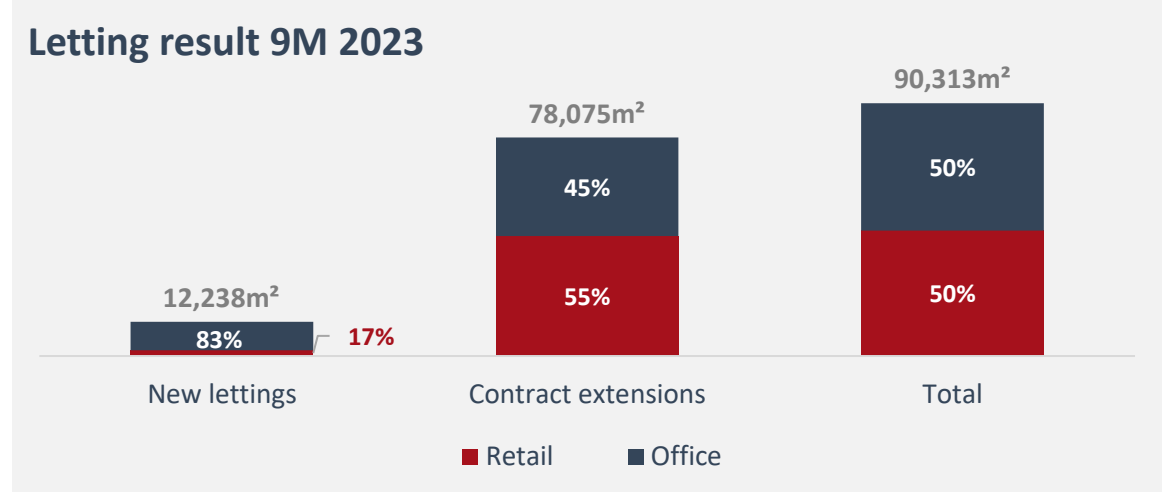
Lease area	~10,800m ²
Extension	+5 years
Duration	2034



- ➔ Early renewal of leases with long-term tenant DIY retailer OBI – total lease area of approx. 33,000m²
- ➔ Renewed contracts include agreements on joint measures for energy efficiency improvements at all three locations



Leasing situation



- ➔ Continued good letting success with a total volume of over 90,000m² – WALT remains at consistently high level of 6.5 years
- ➔ Enhanced balance in lease expiry schedule due to letting successes in 2023

4. Financials





Key figures 9M 2023

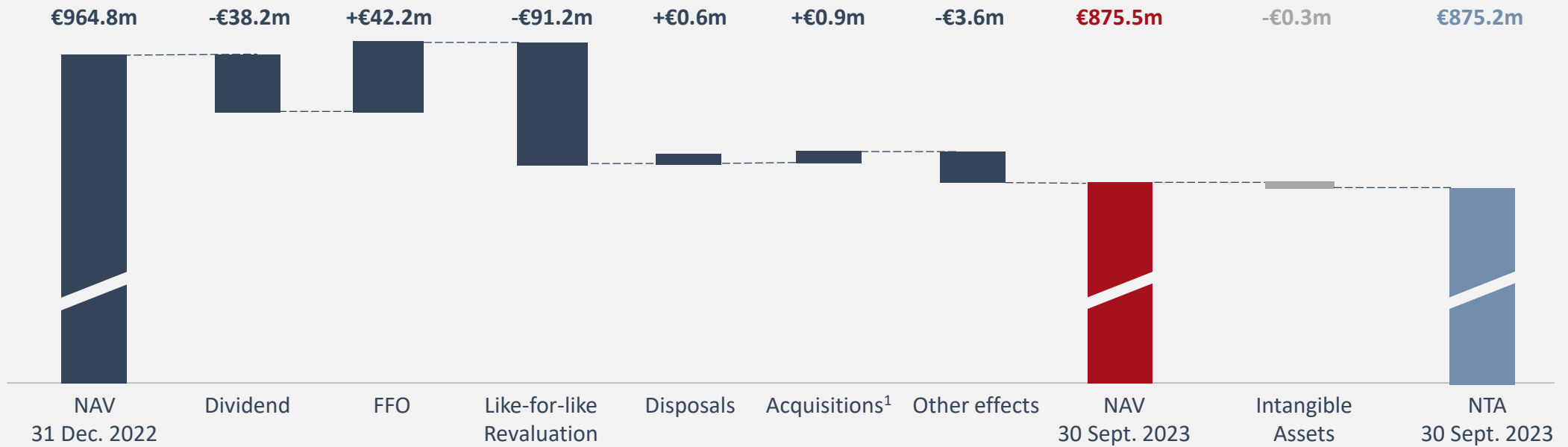
Key figures	30 September 2023	30 September 2022	Change
Profit and loss statement			
Income from rents and leases	€66.2m	€63.2m	+4.8%
Operating result	€12.0m	€19.6m	-39.0%
Profit for the period	€2.7m	€10.1m	n/a
Key KPIs			
Funds from Operations (FFO)	€42.2m	€37.3m	+13.3%
Funds from Operations (FFO) per share	€0.52	€0.46	+13.3%
Key figures	30 September 2023	31 December 2022	Change
Financial KPIs			
REIT equity ratio	56.5%	59.6%	-3.1%-Pts.
Loan to Value (LTV)	42.4%	39.1%	+3.3%-Pts.
EPRA metrics			
EPRA Net Asset Value (NAV) per share	€10.76	€11.86	-9.3%
EPRA Net Tangible Assets (NTA) per share	€10.76	€11.86	-9.3%

Funds from operations (FFO)

	in k€	9M 2023	9M 2022	Change	Comments
1	Income from rents and leases	66,233	63,196	+4.8%	1 Increase in income from rents and leases mainly due to property additions and indexation effects
	Income from passed on costs	11,989	10,569	+13.4%	
	Operating expenses	-15,394	-13,811	+11.5%	2 Expenses primarily relate to ongoing maintenance and various planned maintenance measures
2	Maintenance expenses	-5,371	-5,634	-4.7%	
	Net rental income	57,457	54,320	+5.8%	3 Influenced by tenant compensation payment for early lease termination at the Mainz property (+€0.8 million)
	Administrative expenses	-1,563	-1,575	-0.8%	
	Personnel expenses	-4,414	-4,408	+0.1%	
3	Other operating income	1,701	816	n/a	adjustment of FFO for a write-up for the reversal of impairment losses in connection with the sale of the Mosbach property (+€0.5 million)
	Other operating expenses	-1,687	-2,126	-20.7%	
4	Interest expenses	-10,610	-9,757	+8.7%	4 Increase due to additional interest expenses for loans refinanced in 2022
5	Interest income	1,325	0	n/a	5 Interest income mainly results from the investment of liquid funds in overnight and fixed-term deposit accounts
	FFO	42,209	37,270	+13.3%	
	- Capex	-2,368	-494	n/a	
	AFFO	39,841	36,776	+8.3%	
	<i>FFO per share in €</i>	<i>0.52</i>	<i>0.46</i>	<i>+13.3%</i>	
	<i>AFFO per share in €</i>	<i>0.49</i>	<i>0.45</i>	<i>+8.3%</i>	



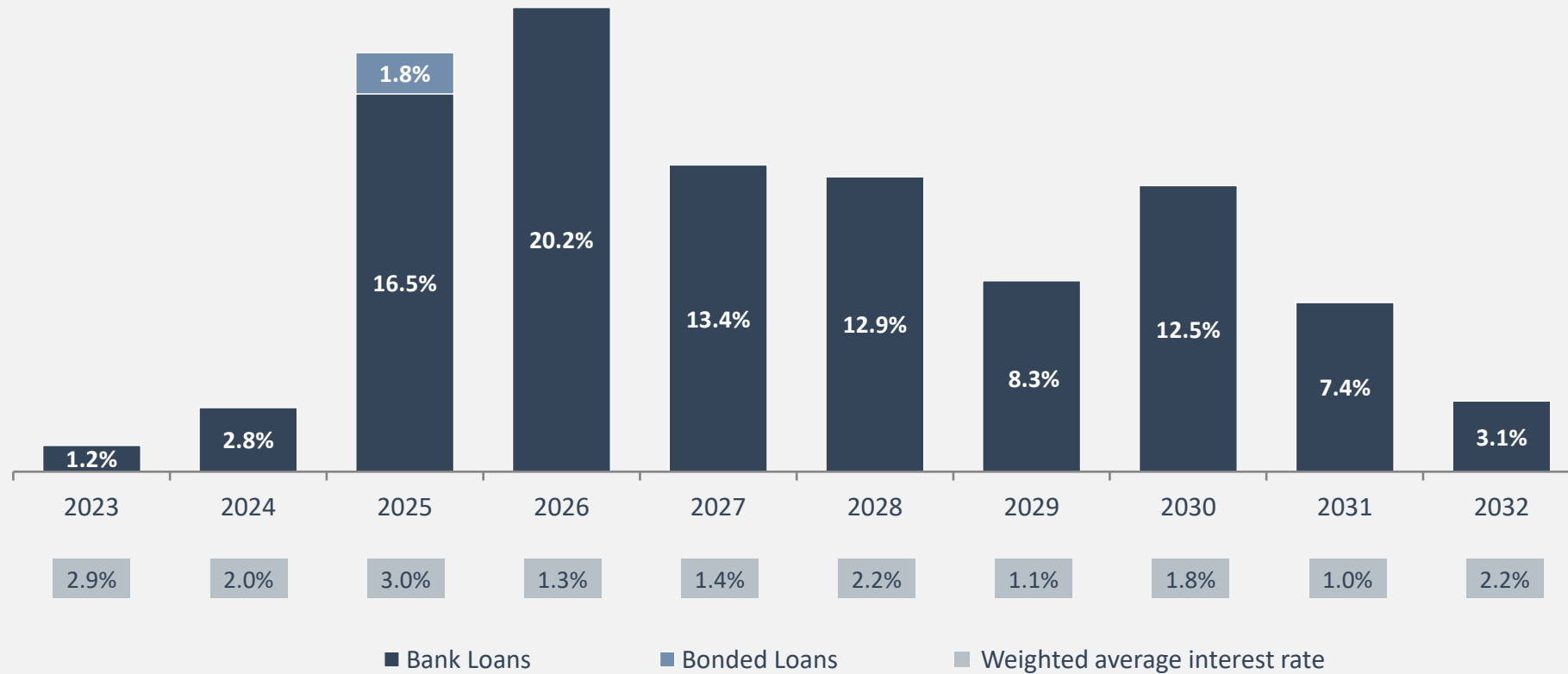
NAV development 2023



¹ Incidental acquisition costs (positive effect results from the purchase valuation, which is higher than the acquisition and production costs)



Expiration of financial liabilities (as of 30 September 2023)



56.5%
REIT equity ratio

42.4%
LTV

9.5x
Net debt/EBITDA¹

5.7x
EBITDA/Interest coverage

€696.5m
Financial liabilities

1.9%
Ø Cost of debt

4.3 years
Ø Maturity of debt

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



Guidance update full-year 2023

€88.0m – €89.0m

Rental income

€53.0m – €54.0m

(previously €51.0 - €53.0m)

FFO

7.0% – 12.0%

below previous year's level

NAV per share



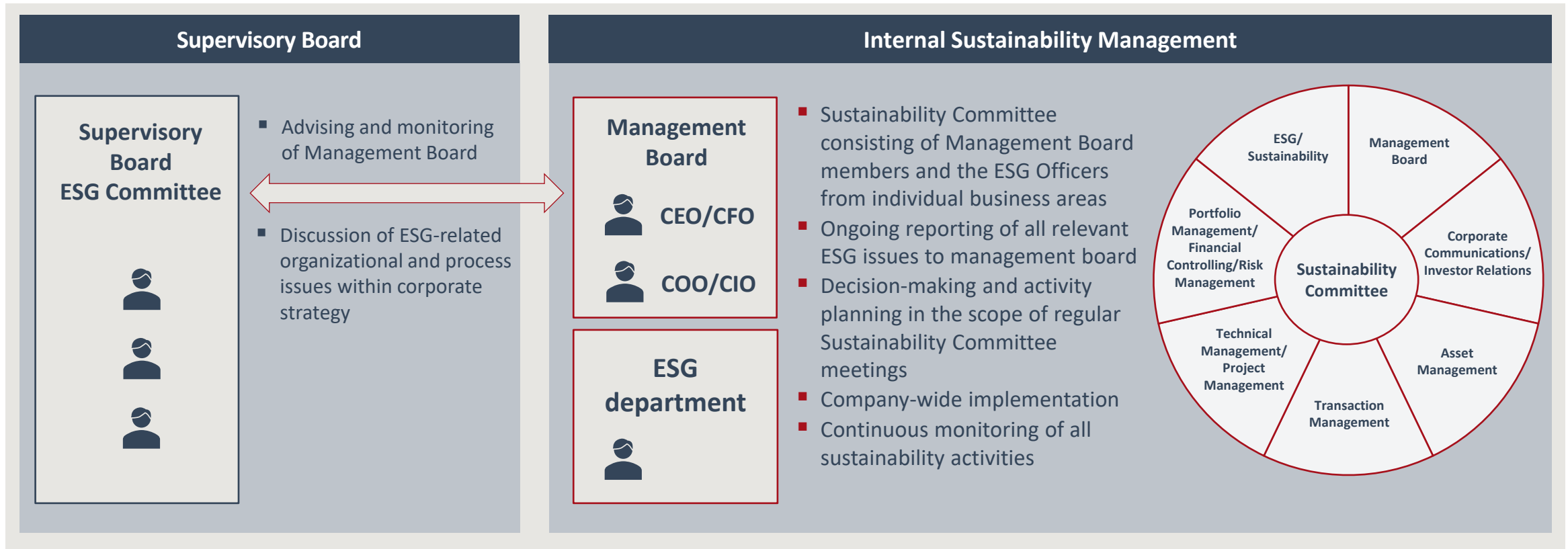


Nachhaltiges Gebäude
DGNB Zertifikat in Platin

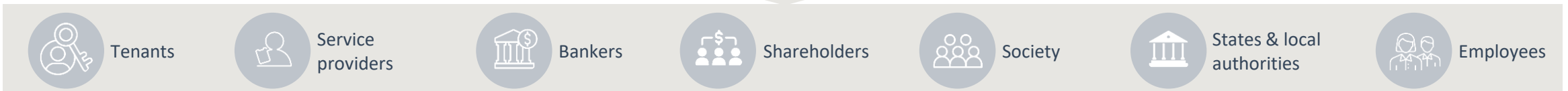
5. Sustainability / ESG



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 | Selected activities in key action areas

Key Action Area	Selected activities 2023
 <p>Environmental Management & Climate Protection</p>	<ul style="list-style-type: none"> ▪ Ongoing data management optimisation and database expansion ▪ Extension of carbon footprinting on company and portfolio level ▪ Development of decarbonisation strategy including mid-/long-term decarbonisation 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
 <p>Corporate Governance & Dialogue</p>	<ul style="list-style-type: none"> ▪ Stakeholder Management (Stakeholder Survey & Supply Chain Assessment) ▪ Continuous extension of ESG risk management ▪ Further enhancement of transparency standards



Key environmental KPIs 2022 (like for like)



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

167.9 kWh/m²

-2.4%
like-for-like

Energy consumption
data availability
48.0%



**Water
intensity**

360.4 l/m²

+23.6%
like-for-like

Water consumption
data availability
79.0%



**Waste
intensity**

27.6 kg/m²

+0.8%
like-for-like

Waste generation
data availability
19.6%



Emission data 2022 (Scope 1-3, like for like)



**Emission intensity
Total portfolio**

51.0 kg CO₂e/m²

-10,3%
like-for-like

Office portfolio

26.9 kg CO₂e/m²

-20.5%
like-for-like



Retail portfolio

64.3 kg CO₂e/m²

-7.5%
like-for-like

Key social KPIs 2022

**Employee
satisfaction rate**

76.9%

**CPD hours
per employee**

55.3

**Employee
fluctuation rate⁽¹⁾**

3.8%

**Average length
of service**

7.8 years

**Employee
injury rate⁽¹⁾**

0%

**Employee
sickness rate⁽¹⁾**

3.3%

(1) KPIs significantly below statistical averages in Germany

6. Appendix





Portfolio Rotation

Transactions since strategy update in July 2020¹

Portfolio as of 30 June 2020		Portfolio as of 30 September 2023	
Assets	83	Assets	67
Portfolio Volume	€1,631m	Portfolio Volume	€1,542m
Ø value per asset	€19.9m	Ø value per asset	€23.0m (+16%)
Ø age of asset	26.6 years	Ø age of asset	19.4 years (-27%)
<p>24 Disposals</p> <p>+3.7% Ø premium to fair value</p> <p>€200.6m Total sales volume</p>		<p>8 Acquisitions</p> <p>5.7% gross initial yield</p> <p>€146.7m Total acquisition volume</p>	

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

Implementation of adjusted strategy

- ✓ 24 disposals since strategy update in 2020
- ✓ Total sales volume of €200.6 with 3.7% 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 (-27%) and corresponding future maintenance / capex risks
- ✓ Increase in Ø value per asset (+16%) enhancing internal capacities
- ✓ Acquisition of 8 high-quality assets with a total volume of €146.7m and 5.7% GIY

➔ Short-term strategic disposal activities successfully completed



Top-10 properties (1/2)

Mannheim



Munich



Cologne



Berlin



Karlsruhe








	Mannheim	Munich	Cologne	Berlin	Karlsruhe
Asset type	Retail	Office	Office	Office	Retail
Year of acquisition	2016	2013	2017	2013	2012
Purchase price	€80.0m	€40.2m	€49.0m	€33.0m	€37.0m
Fair value¹	€76.1m	€69.7m	€68.4m	€68.4m	€53.2m
Annual rents	€4.1m	€2.8m	€3.1m	€2.8m	€2.6m
WALT⁽¹⁾	11.7 years	4.1 years	7.2 years	4.1 years	12.8 years
Main tenants	Globus	Estée Lauder, Giorgio Armani	Netcologne, Instone Real Estate	Schneider Electric, BLS Energieplan	Edeka

¹ As of 30 September 2023



Top-10 properties (2/2)

	Hanau	Aachen	Celle	Hallstadt	Tübingen
					
Asset type	Retail	Office	Retail	Retail	Retail
Year of acquisition	2017	2020	2015	2017	2012
Purchase price	€37.5m	€37.4m	€35.2m	€40.4m	€22.2m
Fair value¹	€45.9m	€40.7m	€40.6m	€40.4m	€35.6m
Annual rents	€2.2m	€2.3m	€2.0m	€2.6m	€1.8m
WALT⁽¹⁾	9.0 years	8.1 years	8.4 years	3.8 years	6.3 years
Main tenants	Rewe, Aldi	AOK, Barmer	Kaufland, Tedox	tegut, Müller	Edeka

¹ As of 30 September 2023

Provisional figures for 2023

8 February 2024

Quarterly financial statement Q1 2024

23 April 2024

Annual Report 2023

14 March 2024

Annual General Meeting

25 April 2024





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