



Office property Ingolstadt

Company Presentation

March 2024

Agenda

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

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 31 December 2023)*

Portfolio volume	€1,471m
Number of assets	67
WALT	6.4 years
Occupancy rate (EPRA)	97.2%

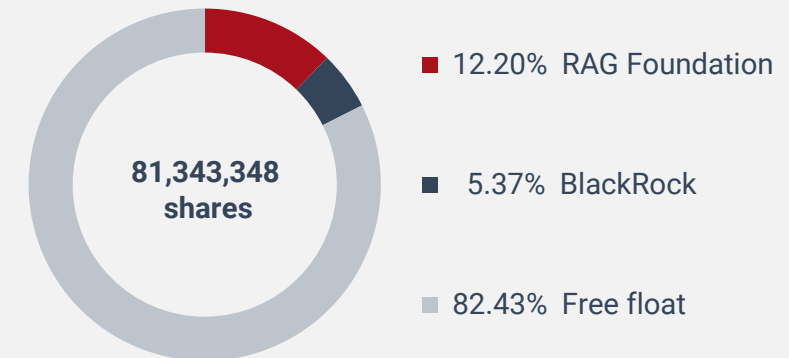
Key Financials *(as of 31 December 2023)*

FFO yield 2023	9.8%
NAV per share	€10.02
REIT equity ratio	55.1%
LTV	43.5%

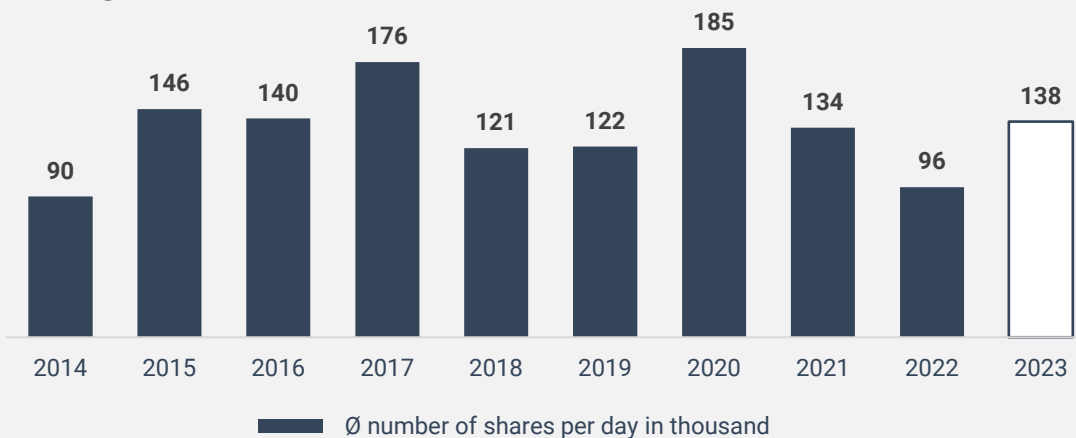
The HAMBORNER Share

Current share price	€6.81 (as of 31 December 2023)
Market capitalisation	€553.9m (as of 31 December 2023)
WKN/ISIN	A3H233 / DE000A3H2333
Ticker symbol	HABA
Class of shares	Registered Share
Exchange segment	Prime Standard
Indices	SDAX, EPRA, RX REIT

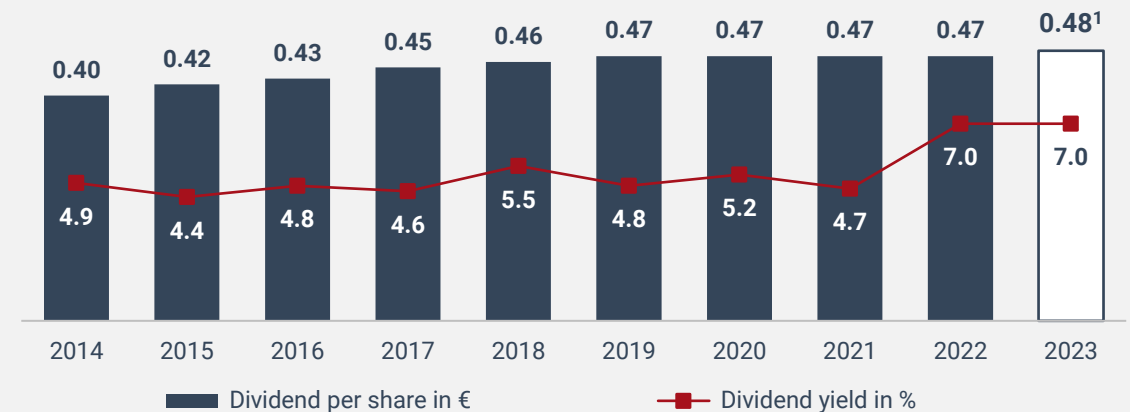
Shareholder structure



Trading Volume



Dividend per Share and Dividend Yield



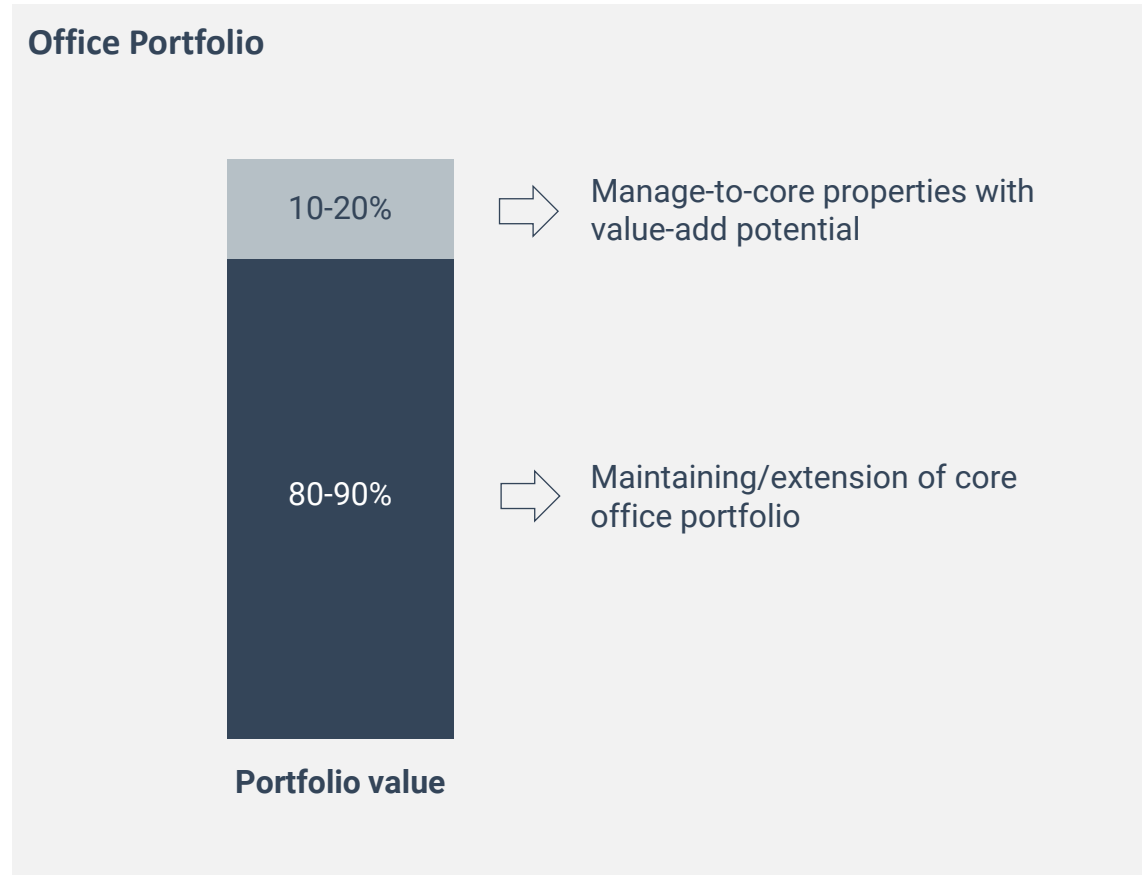
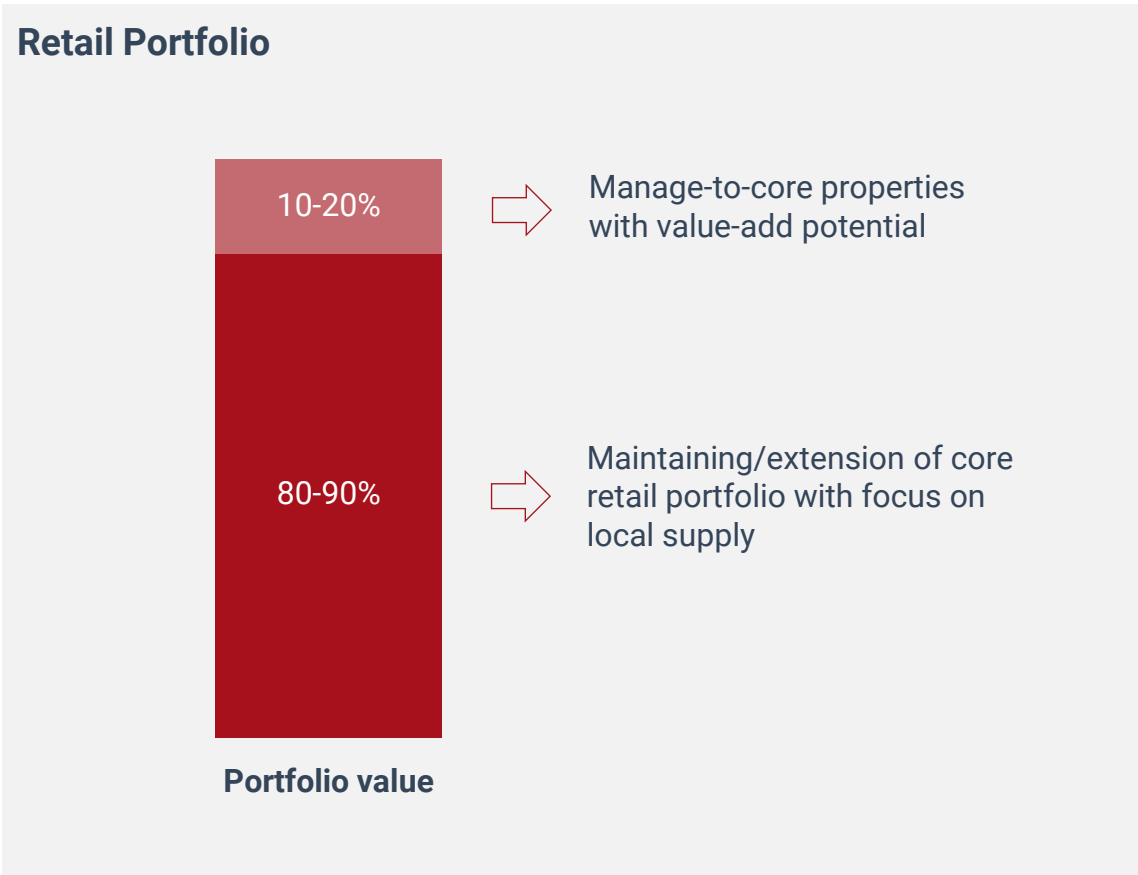
¹ Proposal to AGM 2024

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



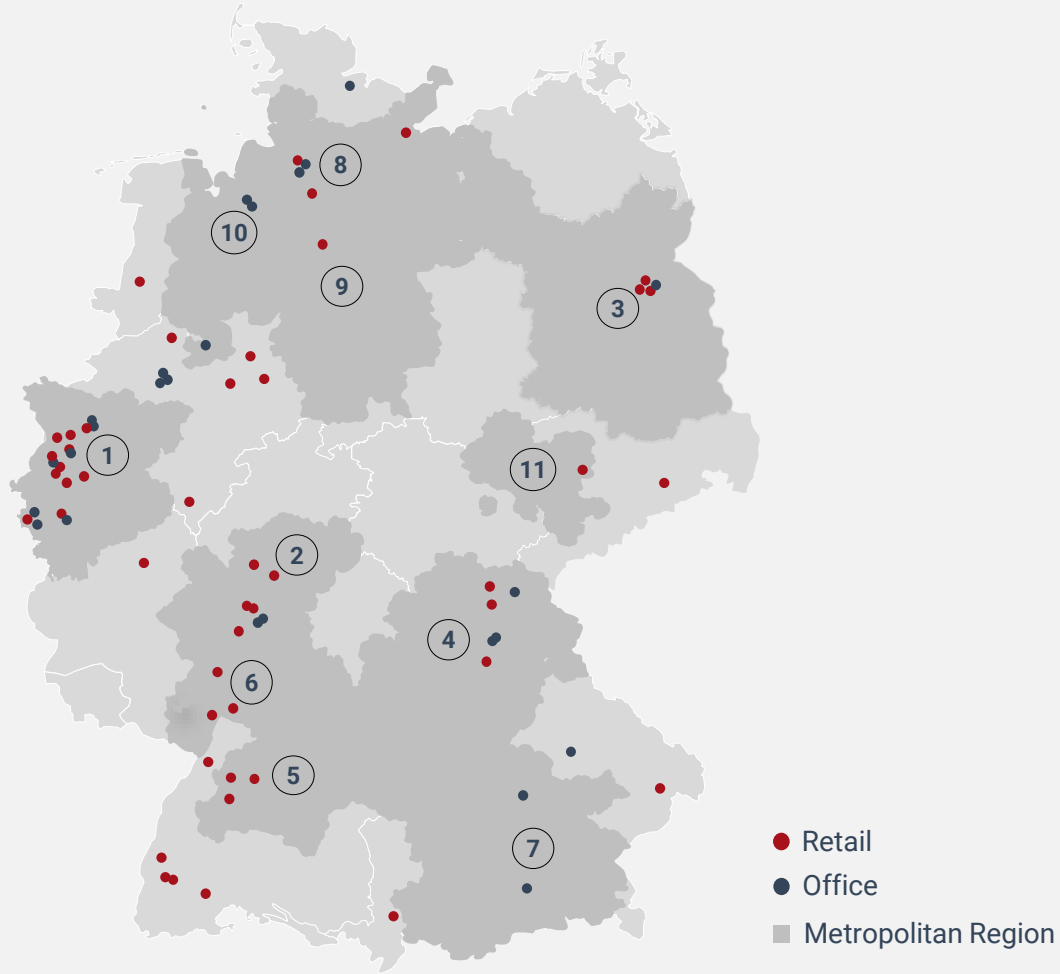
Portfolio Management Approach

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▪ Consideration/Linking of performance indicators from capital market and property perspective▪ Investments following defined sustainability strategy

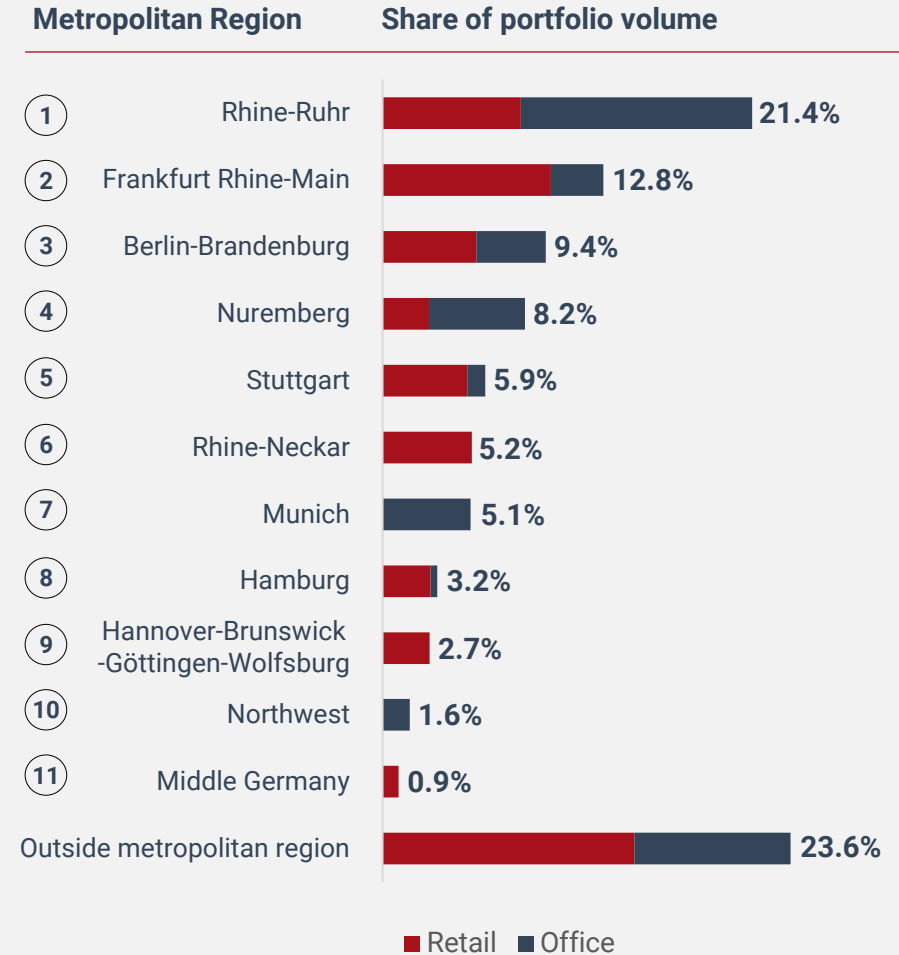


Geographical Portfolio Structure

Geographical Focus (Metropolitan Regions in Germany)

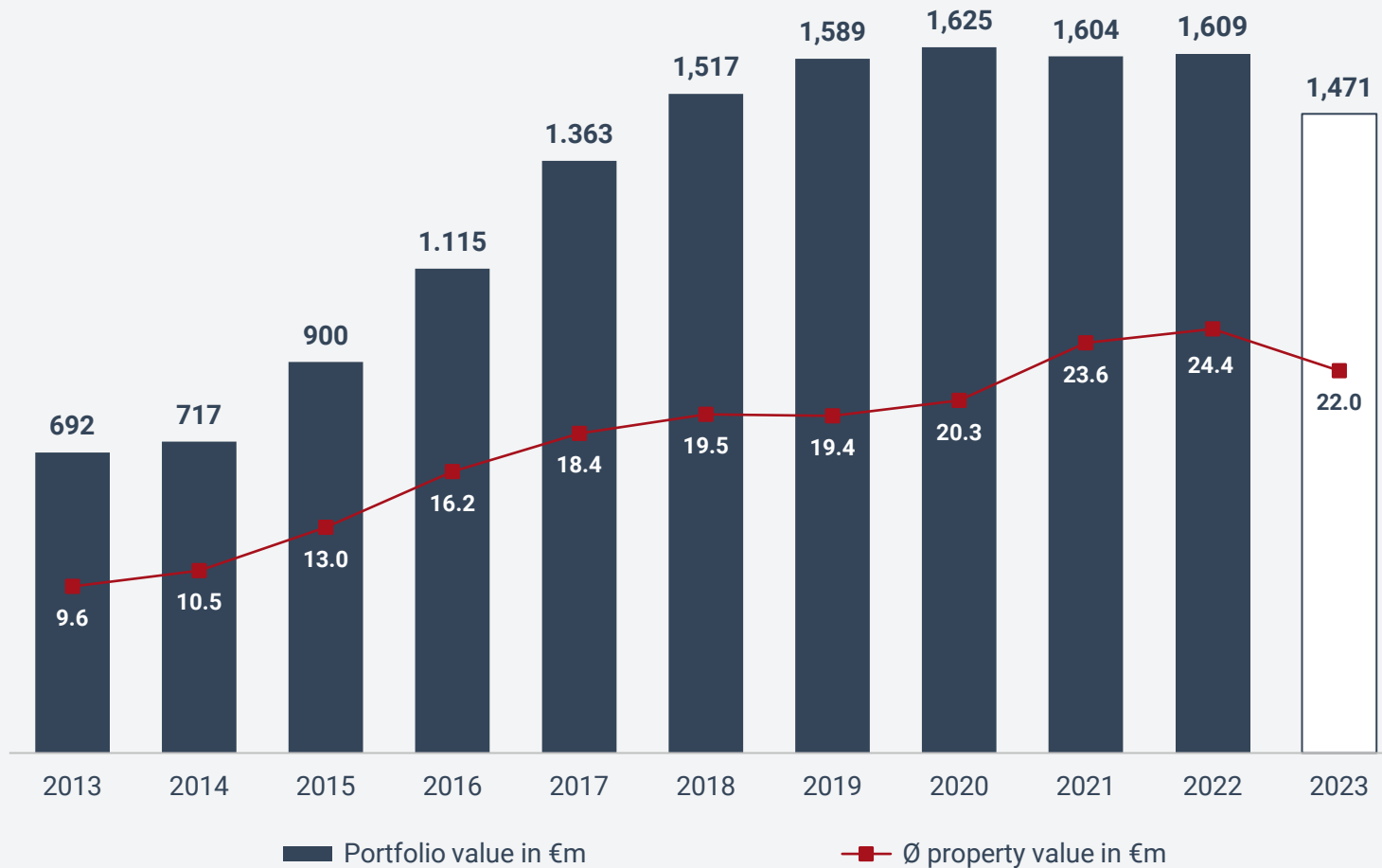


Portfolio by Metropolitan Regions





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 **10.7%** over the last 10 years
- **Average property value** of **€22.0m** allows cost-effective portfolio and asset management
- **Operating cost ratio** at **8.9%** in 2023
- Combination of two-pillar portfolio strategy and investment focus on metropolitan regions forms the basis for future value-adding growth



Hanau



Offenburg



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

Hanau



Offenburg



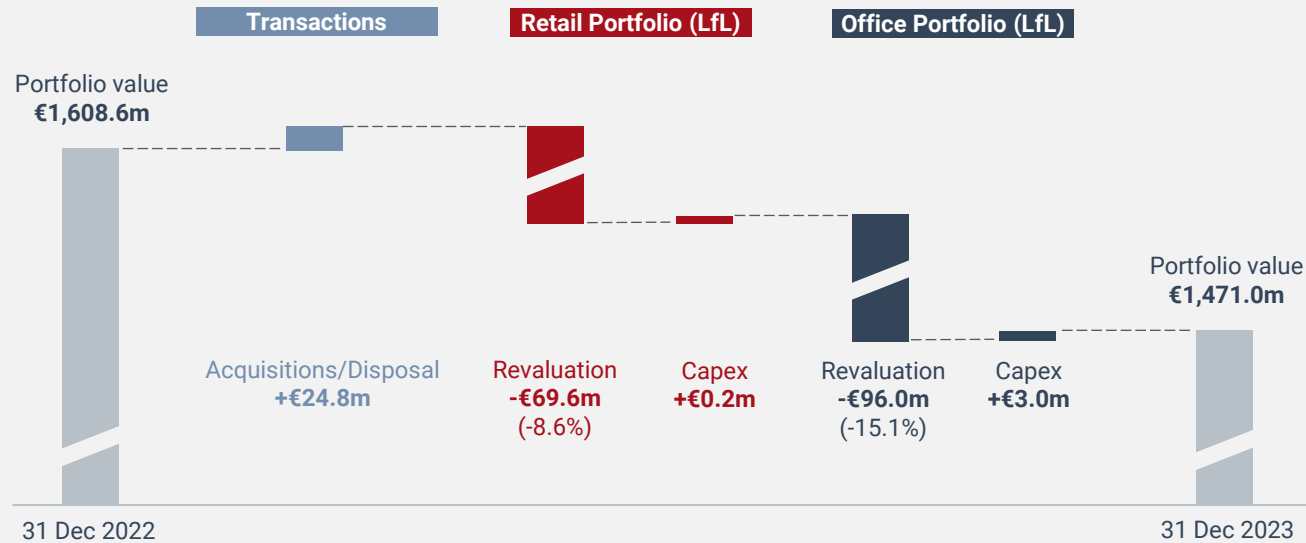
Offenburg



¹ As of date of signing



Portfolio development full-year 2023



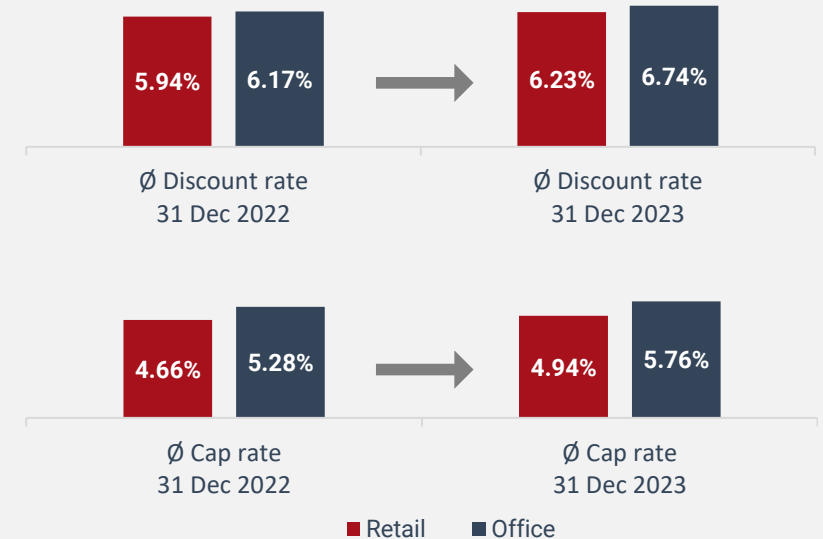
Main influencing valuation factors

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

Comments

- Value development influenced by property transactions (+€24.8m) and -10.5% decrease of like-for-like portfolio value (-€169.6m)
- Decline in total value due to negative development of the retail (-8,6%) and office portfolio (-15,1%)

Discount / Cap rate development





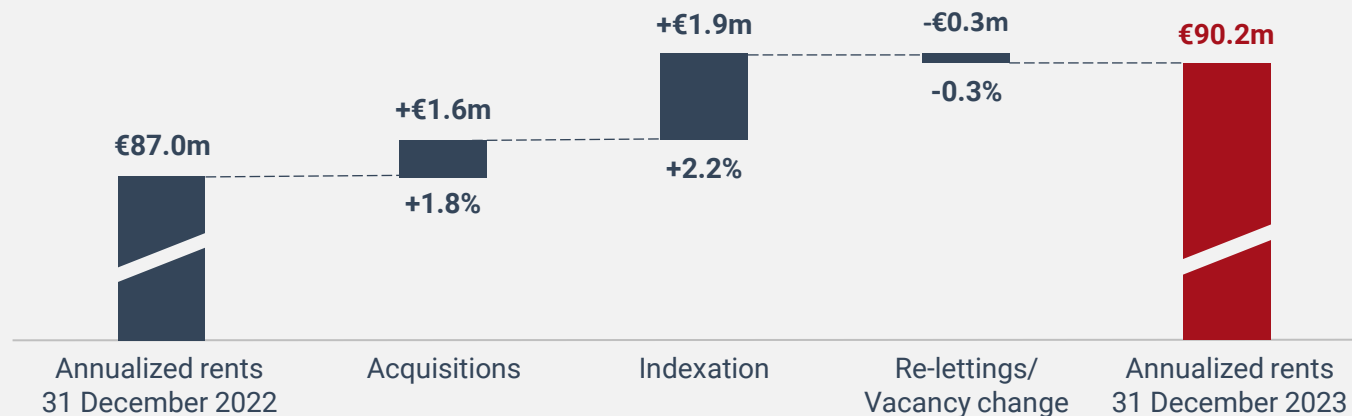
Portfolio key metrics as of 31 December 2023

	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	€836.5m	€634.5m	€1,471.0m	€1,425.8m	96.9%	€45.2m	3.1%
Leased area	393,234 m ²	229,698 m ²	622,932 m²	596,326 m ²	95.7%	26,606 m ²	4.3%
Annualized rent	€51.5m	€38.7m	€90.2m	€86.8m	96.2%	€3.4m	3.8%
Annualized rental yield	6.2%	6.1%	6.1%	6.1%		7.5%	
EPRA vacancy rate	1.6%	4.2%	2.7%	1.3%		28.3%	
WALT	7.6 years	4.8 years	6.4 years	6.5 years		3.5 years	
Like for like development 31 December 2023 to 31 December 2022							
Rents	+2.4%-pts.	+1.2%-pts.	+1.9%-pts.	+2.6%-pts.		-14.5%-pts.	
EPRA vacancy rate	+0.1%-pts.	+2.0%-pts.	+0.9%-pts.	+0.3%-pts.		+13.1%-pts.	
WALT	+0.0 years	-0.2 years	-0.1 years	-0.2 years		+0.3 years	

- ➔ Stable development of portfolio KPIs, incl. WALT (6.4 years) and EPRA vacancy rate (2.7%)
- ➔ Slight increase in rental yields as a result of portfolio revaluations

¹ Manage-to-Core portfolio includes office properties in Stuttgart and Bremen (Herrmann-Köhl-Strasse) as well as retail property in Lübeck

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	+2.4%-pts.	+1.2%-pts.	+1.9%-pts.	+2.6%-pts.	-14.5%-pts.
Indexation effects	+2.1%-pts.	+2.2%-pts.	+2.2%-pts.	+2.1%-pts.	+3.3%-pts.
Follow-up Leases / Step rents	-0.3%-pts.	0.0%-pts.	-0.2%-pts.	-0.2%-pts.	-0.3%-pts.
Vacancy changes	+0.6%-pts.	-0.9%-pts.	-0.1%-pts.	+0.8%-pts.	-17.5%-pts.

¹ 31 December 2023 to 31 December 2022; acquisitions and disposals excluded; rounding differences possible

Asset/Property Management



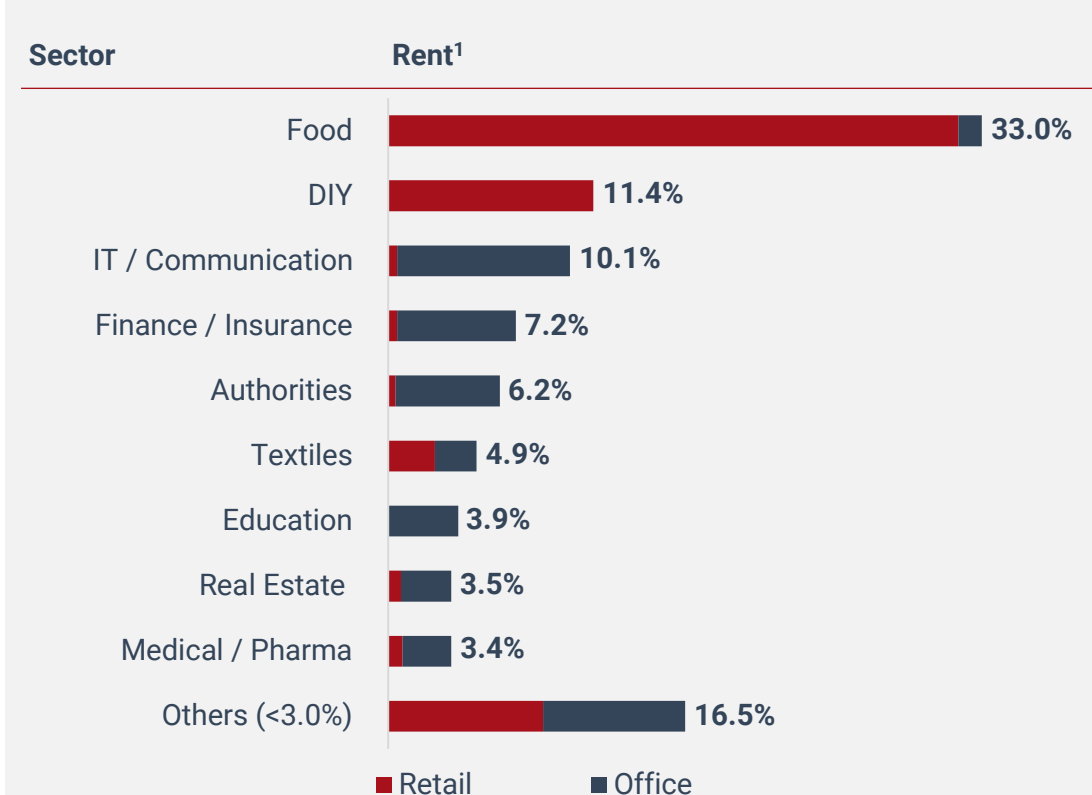
Retail property 'Rondo Steinheim' Hanau

Top-10 tenants (as of 31 December 2023)

Tenant	Sector	Rent ¹
EDEKA Group	Food retail	13.3%
Kaufland Group	Food retail	7.1%
REWE Group	Food retail / DIY	6.9%
OBI	DIY	6.6%
Globus	Food retail / DIY	4.3%
Agency of unemployment	Authorities	3.1%
Barmer	Finance / Insurance	2.6%
Netcologne	IT / Communication	2.0%
ALDI	Food retail	1.9%
City of Mainz	Authorities	1.8%
Total		49.7%

¹ % of annualized rents (including rent guarantees)

Sector distribution (as of 31 December 2023)

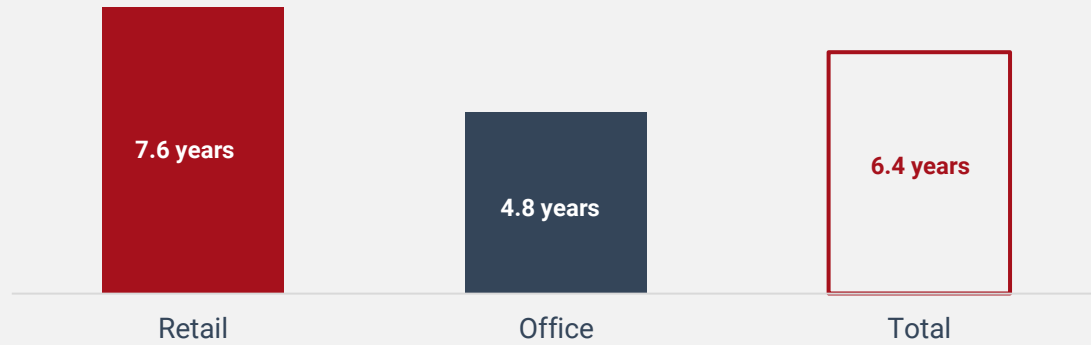


- ➔ City of Mainz took place in list of top-10 tenants following the transfer of lease areas in manage-to-core property in Mainz
- ➔ Further increase in share of food retail sector as a result of transfer of ownership of two acquired retail properties in July 2023

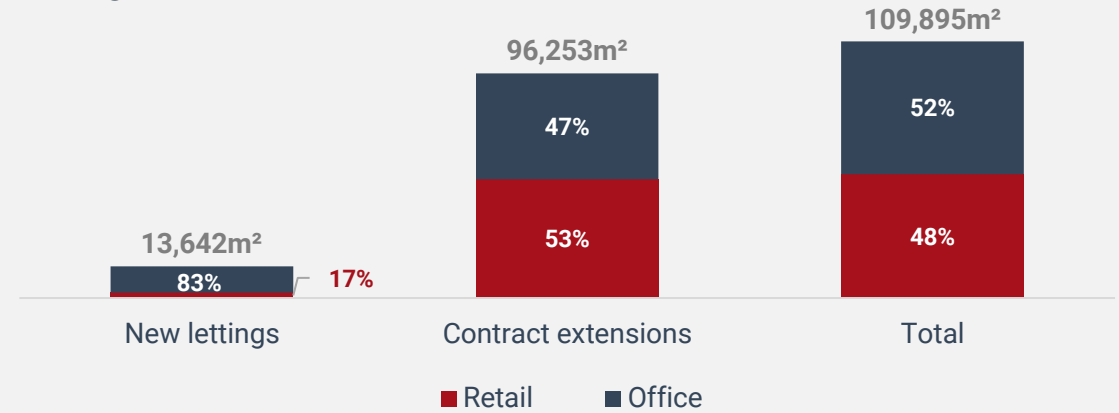


Leasing situation

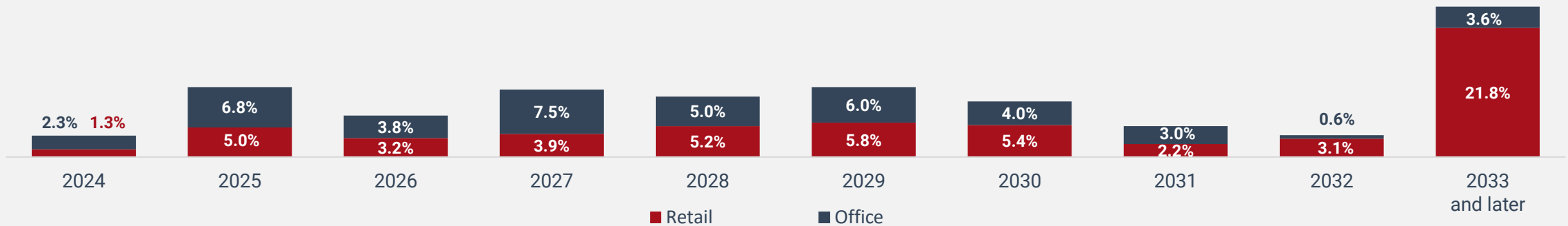
Weighted average lease expiry (as of 31 December 2023)



Letting result 2023



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



- ➔ Continued good letting success with a total volume of around 110,000m² – WALT remains at consistently high level of 6.4 years
- ➔ Enhanced balance in lease expiry schedule due to letting successes in 2023 – only 3.6% of rental income up for renewal in 2024



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

Financials



Office property/Medical center Regensburg

Key figures	2023	2022	Change
Profit and loss statement			
Income from rents and leases	€91.1m	€87.1m	+4.6%
Operating result	€11.1m	€25.5m	-56.4%
Profit for the period	-€0.7m	€13.3m	n/a
Key operational KPIs			
Funds from Operations (FFO)	€54.7m	€51.0m	+7.2%
Funds from Operations (FFO) per share	€0.67	€0.63	+7.2%
Financial KPIs			
REIT equity ratio	55.1%	59.6%	-4.5%-pts.
Loan to Value (LTV)	43.5%	39.1%	+4.4%-pts.
EPRA metrics			
EPRA Net Asset Value (NAV) per share	€10.02	€11.86	-15.5%
EPRA Net Tangible Assets (NTA) per share	€10.01	€11.86	-15.5%

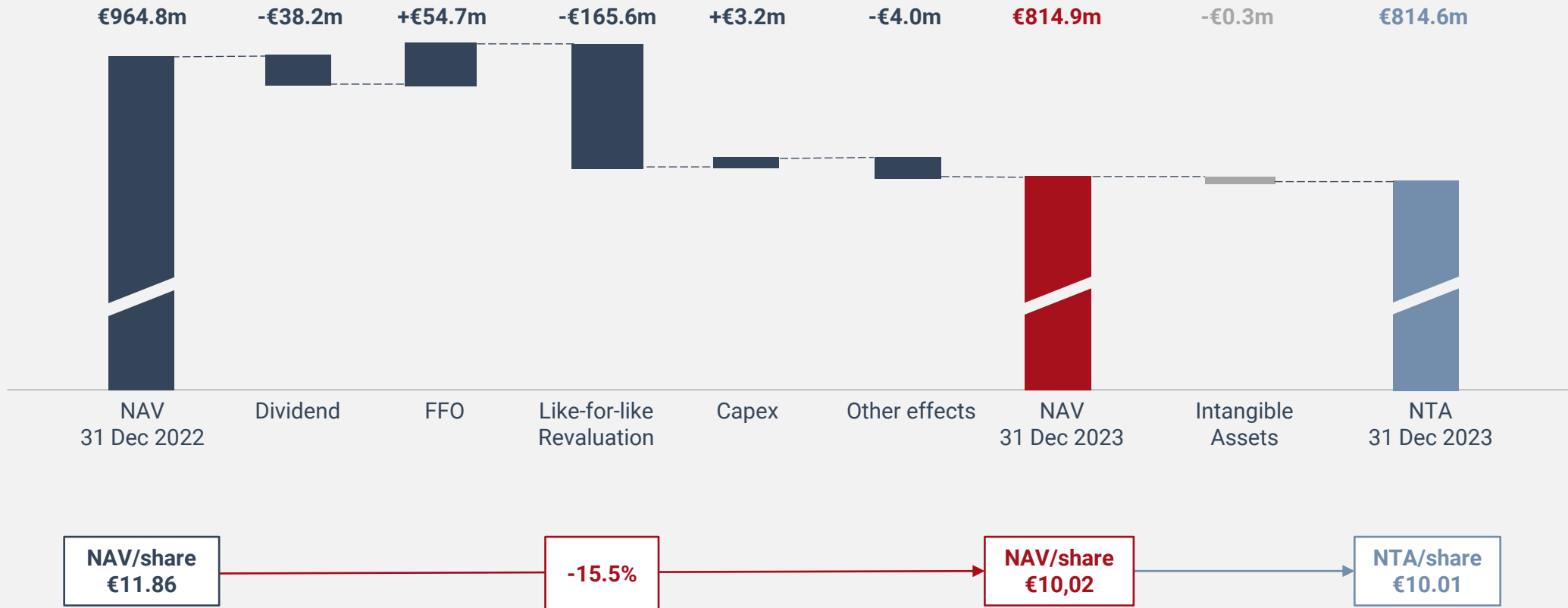
Funds from operations (FFO)

	in k€	2023	2022	Change	Comments
1	Income from rents and leases ¹	91,121	87,077	+4.6%	1 Increase in income from rents and leases mainly due to property additions and indexation effects Pro rata Inclusion of tenant prepayments for ground taxes and property insurance previously recognized under income from passed on costs (+€2.2m in 2023 / +€2.1m in 2022)
	Income from passed on costs ¹	13,440	12,157	+10.6%	
	Operating expenses	-20,224	-18,185	+11.2%	
2	Maintenance expenses	-8,360	-9,038	-7.5%	2 Lower than expected maintenance expenses due to postponement of measures to 2024
	Net rental income	75,977	72,011	+5.5%	
	Administrative expenses ¹	-1,616	-1,722	-6.2%	3 Inclusion of supervisory board remuneration previously recognized under administrative expenses (2022 and 2023)
3	Personnel expenses ¹	-6,444	-6,176	+4.3%	
	Other operating income	1,759	1,895	-7.2%	4 Increase due to additional interest expenses for loans refinanced in 2022 and 2023
	Other operating expenses	-2,709	-2,653	+2.1%	
4	Interest expenses	-14,098	-13,017	+8.3%	5 Interest income mainly results from investment of liquid funds in overnight and fixed-term deposit accounts
5	Interest income	1,792	641	n/a	
	FFO	54,661	50,979	+7.2%	6 Increase mainly results from measures implemented in connection with the reletting of Mainz property
6	Capex	-3,188	-1,104	n/a	
	AFFO	51,473	49,875	+3.2%	
	<i>FFO per share in €</i>	<i>0.67</i>	<i>0.63</i>	<i>+7.2%</i>	
	<i>AFFO per share in €</i>	<i>0.63</i>	<i>0.61</i>	<i>+3.2%</i>	

¹ Affected by P&L reclassifications as part of preparation of 2023 financial statement

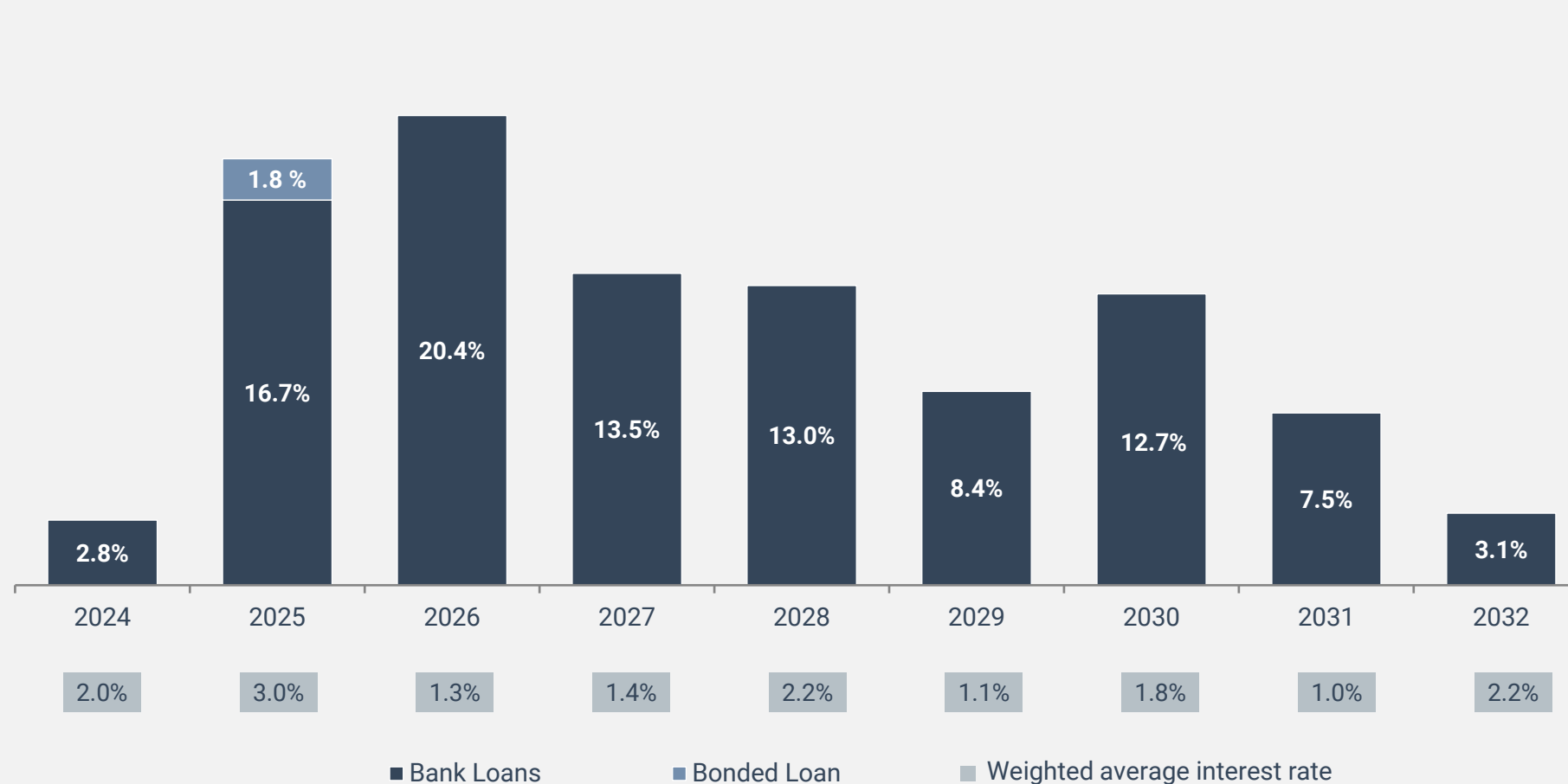


NAV development 2023





Expiration of financial liabilities (as of 31 December 2023)



55.1%
REIT equity ratio

43.5%
LTV

10.1x
Net debt/EBITDA¹

5.5x
EBITDA/Interest coverage

€702.1m
Financial liabilities²

1.8%
Ø Cost of debt

4.1 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)

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

Dividend**€0.48 per share**

Dividend proposal

~72%

FFO payout ratio

Guidance 2024**€91.0m – €92.5m**

Rental income

€49.0m – €50.5m

FFO

Main influencing factors

- + Stable and reliable **cashflows**
- + **Property additions** 2023
- + Further **indexation effects**
- **Uncertainties** on letting markets
- **Maintenance expenses** (incl. cost shifting from 2023)
- **Operating expenses** (incl. implementation of **strategic projects**)
- **Personnel costs**

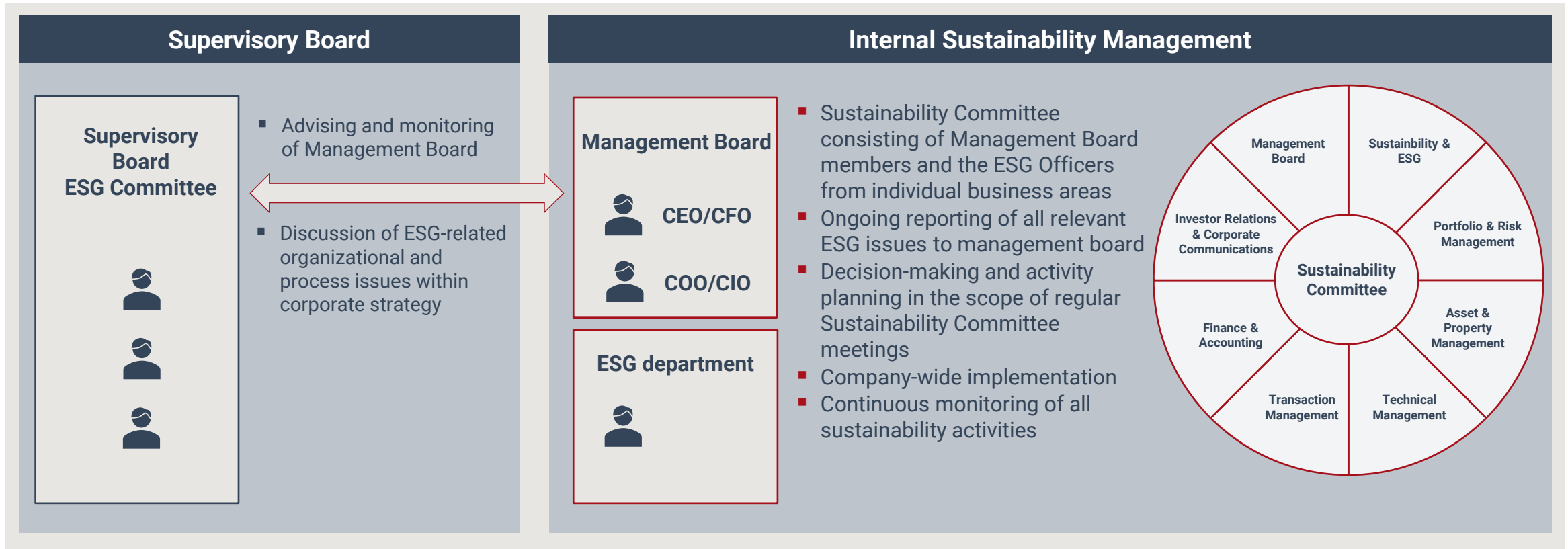
Sustainability / ESG



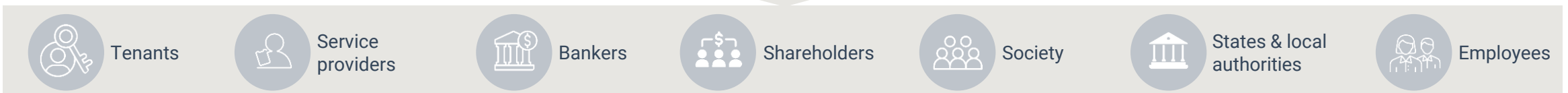
Nachhaltiges Gebäude
DGNB Zertifikat in Platin



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



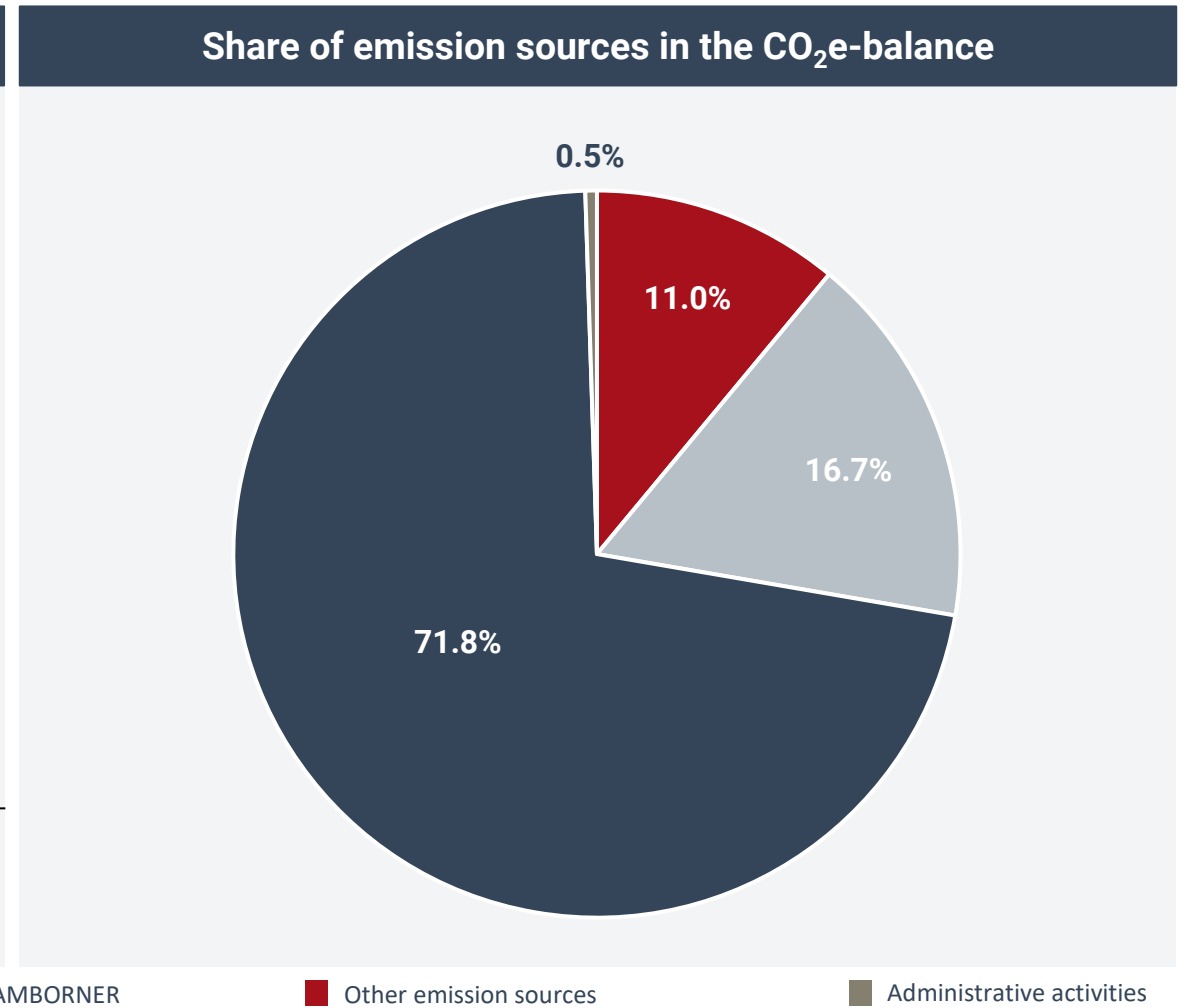
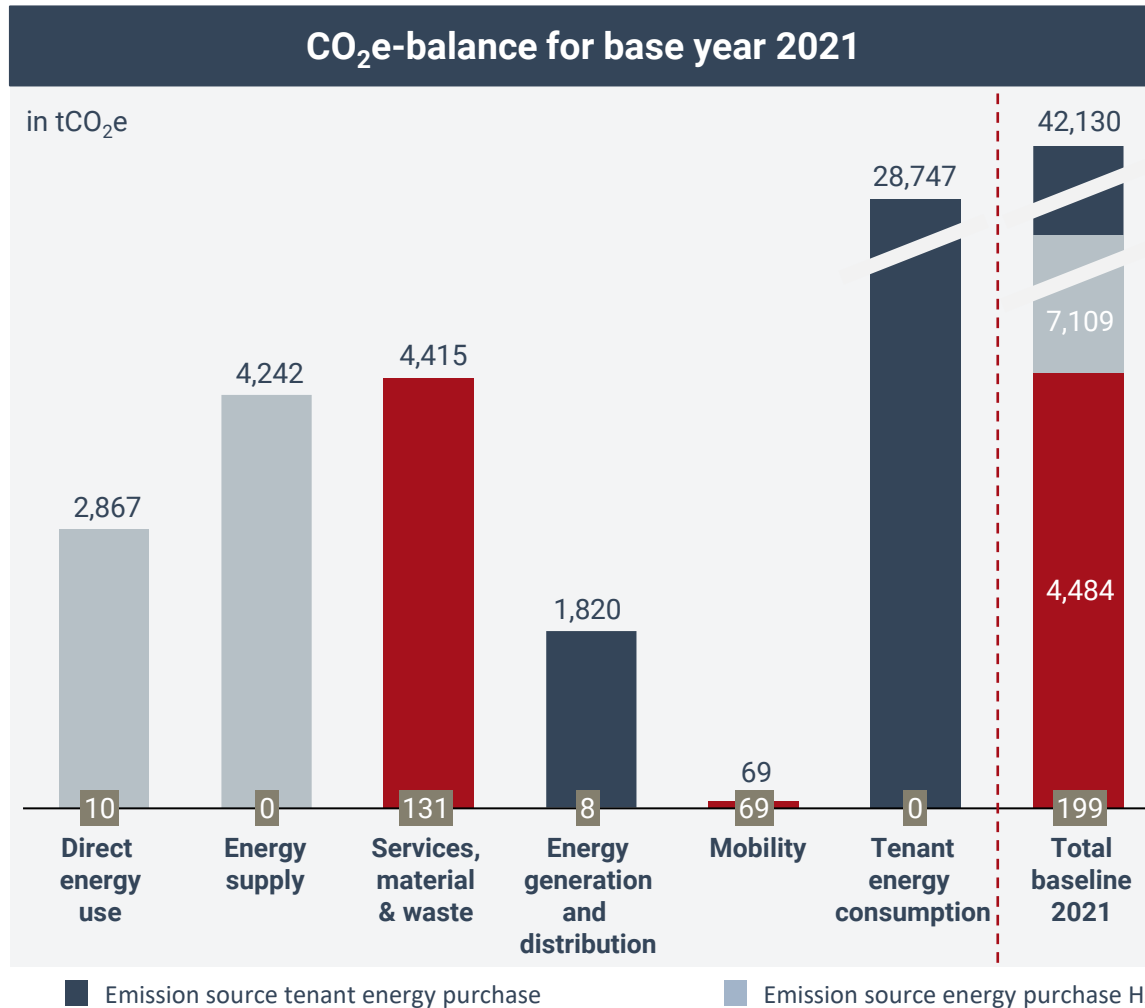
- Encourage and promote effective public, public-private and civil society partnerships



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 (incl. stakeholder survey) ▪ Continuous extension of ESG risk management ▪ Further enhancement of transparency standards









➔ Focus on energy-related emissions, which account for 88.5% of company-wide emissions



Decarbonisation strategy | Decarbonisation target and milestones

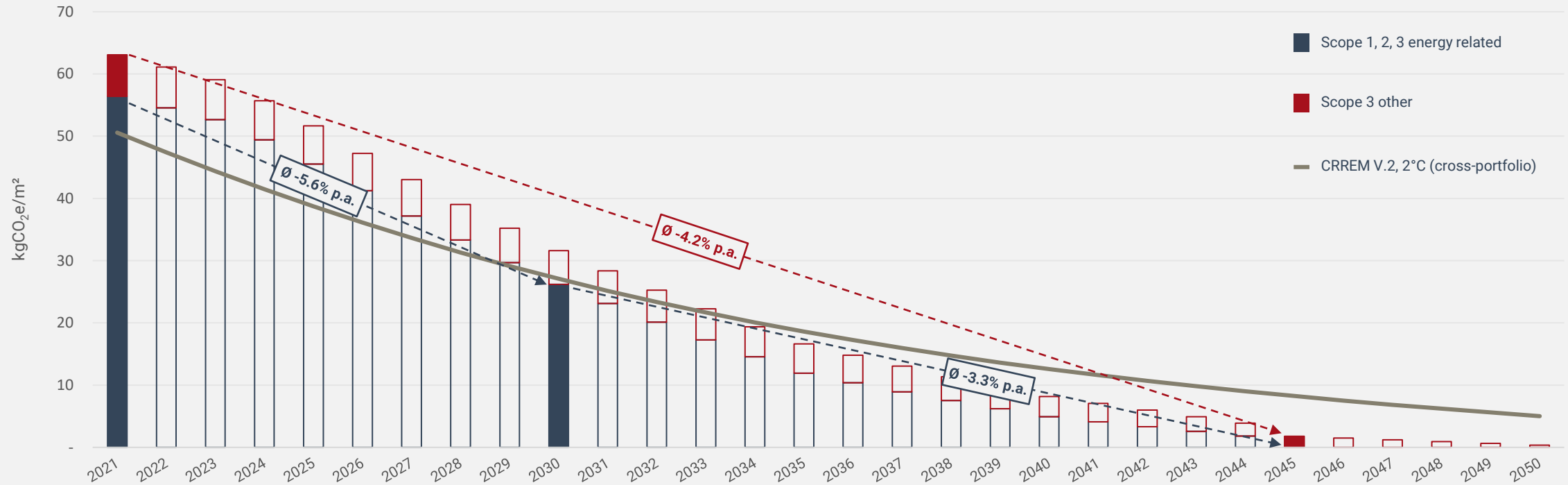
Level	Scope	Target 2030	Target 2045
 Portfolio	 Energy related ¹	-50.0% to 28.2 kgCO₂e/m² Reduction of energy related emissions	Net Zero Greenhouse gas emissions
 Corporate	 Total balance		

- ➔ The Net Zero targets are associated with a small amount of unavoidable residual emissions, which are to be compensated via carbon offsets
- ➔ The achievement of targets is subject to premises, regarding e.g. emission reduction in energy sector, increase of data quality and cooperation of business partners

¹ Energy related emissions include Scope 1, Scope 2, Scope 3.3 and Scope 3.13 emissions



Milestones along CRREM decarbonisation pathway¹



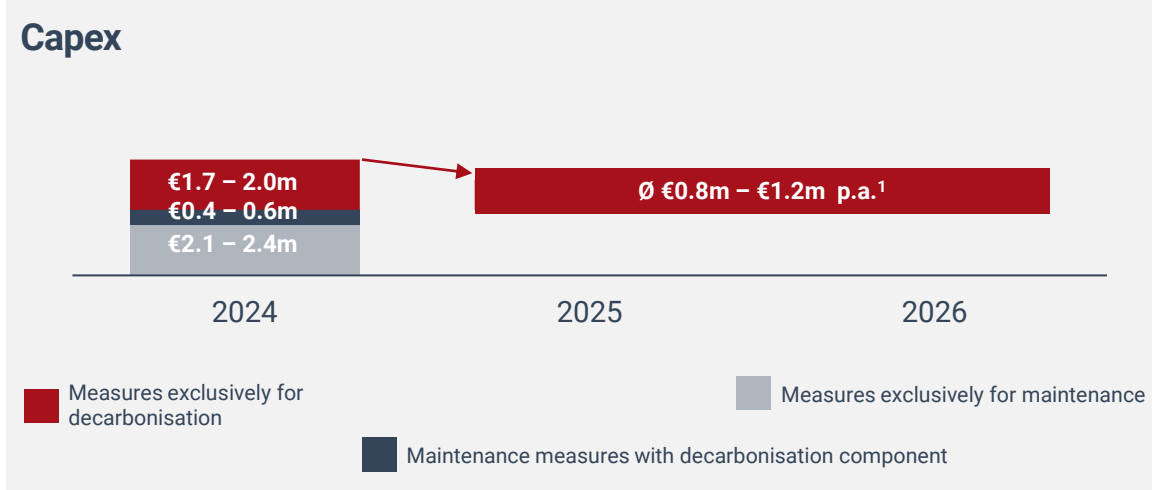
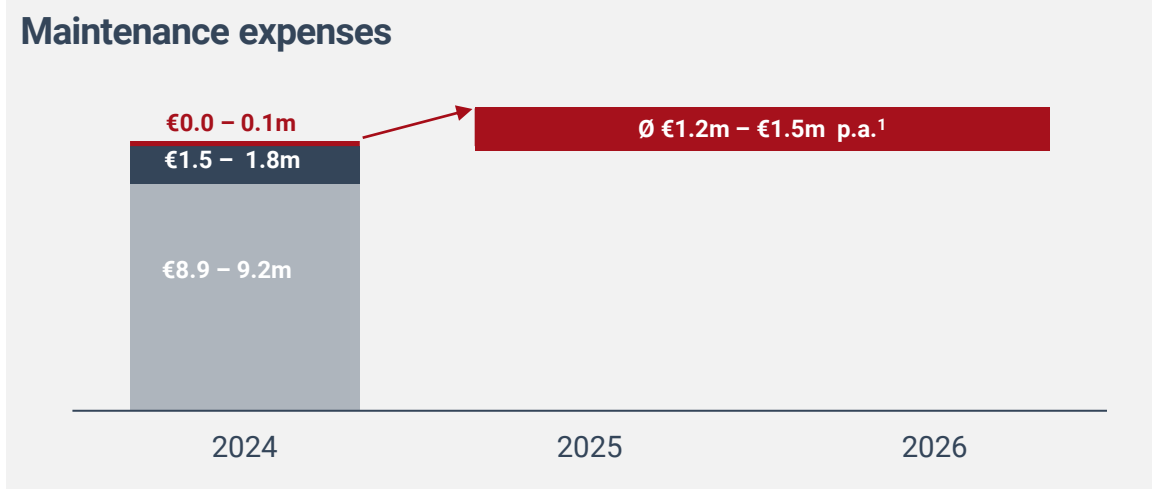
¹ CRREM (Carbon Risk Real Estate Monitor) decarbonisation pathway is based on most recent version of CRREM (V.2) and in line with the 2 °C target

² Net zero emissions are achieved by compensation of residual emissions








Decarbonisation strategy | Areas of action and cost indication

Cost indication for property and building maintenance











Areas of action to reduce emissions

-  Modernisation of technical building systems
-  Expansion of onsite renewable energy production
-  Decarbonisation of energy supply
-  Optimisation of technical building systems operation
-  Consideration of ESG criteria in transaction strategy
-  Further improvement of data quality
-  Intensified tenant dialogue

¹ Cost indications for 2025 and 2026 excluding tenant improvements



ESG Ratings

Company	Rating	2021	2022	2023
 EPRA EUROPEAN PUBLIC REAL ESTATE ASSOCIATION	Sustainability Best Practice Recommendation	No Award	No Award	 
 DVFA VERANTWORTUNG IM KAPITALMARKT	DVFA Scorecard for Corporate Governance		58,43 % (sufficient)	75,73 % (good)
 G R E S B	Public Disclosure	B	B	A (93%)
 ISS ESG	Corporate Rating QualityScore (E/S/G) ¹	28,23 (D+) 5/5/2	39,45 (C-) 5/6/1	39,44 (C-) 6/6/1
 S&P Global	Corporate Sustainability Assessment ²	25	31	36
 SUSTAINALYTICS	ESG Risk Rating	17,8 (Low Risk)	17,4 (Low Risk)	15,2 (Low Risk)
 MSCI	ESG Rating	BB	BBB	BBB

¹ Rating from 1-10, the lower the better

² Rating from 1-100, the higher the better

Appendix





Top-10 properties (1/2)

	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	€76.0m	€63.0m	€59.3m	€59.1m	€52.8m
Annual rents	€4.1m	€2.9m	€3.1m	€2.8m	€2.9m
WALT⁽¹⁾	10.5 years	2.2 years	6.7 years	2.9 years	13.3 years
Main tenants	Globus	Estée Lauder, Giorgio Armani	Netcologne, Instone Real Estate	Schneider Electric, BLS Energieplan	Edeka

¹ As of 31 December 2023



Top-10 properties (2/2)

Hanau



Celle



Hallstadt



Aachen



Tübingen



	Hanau	Celle	Hallstadt	Aachen	Tübingen
Asset type	Retail	Retail	Retail	Office	Retail
Year of acquisition	2017	2015	2017	2020	2012
Purchase price	€37.5m	€35.2m	€40.4m	€37.4m	€22.2m
Fair value¹	€44.6m	€40.1m	€39.4m	€39.3m	€33.6m
Annual rents	€2.3m	€2.1m	€2.6m	€2.3m	€1.8m
WALT⁽¹⁾	12.3 years	5.1 years	10.8 years	4.9 years	7.1 years
Main tenants	Rewe, Aldi	Kaufland, Tedox	tegut, Müller	AOK, Barmer	NK Großflächen

¹ As of 31 December 2023



Transactions since strategy update in July 2020¹

Portfolio as of 30 June 2020		Portfolio as of 31 December 2023	
Assets	83	Assets	67
Portfolio Volume	€1,631m	Portfolio Volume	€1,471m
Ø value per asset	€19.9m	Ø value per asset	€22.0m (+11%)
Ø age of asset	26.6 years	Ø age of asset	18.8 years (-29%)
<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 (-29%) and corresponding future maintenance/capex risks
- ✓ Increase in Ø value per asset (+11%) 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



Main requirements for G-REITs

stock exchange listing

> 15 % free float

< 10 % directly held shares per shareholder

< 75 % of assets invested in properties

< 75 % of earnings from property management

> 45 % Equity ratio

> 90 % payout of profit (German GAAP)

➔ Exemption from corporation and trade tax at company level

Quarterly financial statement Q1 2024

23 April 2024

Half-year financial report 2024

8 August 2024

Annual General Meeting

25 April 2024

Quarterly financial statement Q3 2024

7 November 2024





Contact

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