# OUR PROPERTY ON THE EUREF CAMPUS Q1 2013 INTERIM REPORT FOR THE FIRST QUARTER OF 2013 hamborner REIT ZUKUNFT BRAUCHT SUBSTANZ

# KEY FIGURES AT A GLANCE (IFRS)

€THOUSAND				
From the income statement	31 MARCH 2013	31 MARCH 2012		
Income from rents and leases	10,873	8,971		
Net rental income	10,093	8,275		
Operating result	6,131	4,427		
Financial result	-2,756	-2,531		
EBITDA	10,255	7,400		
EBDA	7,499	4,869		
EBIT	6,482	4,444		
Funds from operations (FFO)	7,148	4,852		
Net profit for the period	3,726	1,913		
From the statement of financial position	31 MARCH 2013	31 DECEMBER 2012		
Total assets	581,239	541,437		
Non-current assets	576,703	511,352		
Equity	281,729	276,752		
Equity ratio in %	48.5	51.1		
REIT equity ratio in %	55.1	60.3		
Loan-to-value (LTV) in %	40.0	34.2		
On HAMBORNER shares	31 MARCH 2013	31 MARCH 2012		
Earnings per share in €	0.08	0.06		
Funds from operations (FFO) per share in €	0.16	0.14		
Stock price per share in € (XETRA)	7.20	7.60		
Market capitalisation	327,552	259,312		
Other data	31 MARCH 2013	31 DECEMBER 2012		
Fair value of investment property portfolio	654,640	579,510		
Net asset value (NAV)	377,313	371,823		
Net asset value per share in €	8.29	8.17		
Number of employees including Managing Board	26	26		

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The financial reporting of HAMBORNER REIT AG is in accordance with IFRS (International Financial Reporting Standards) as applicable in the European Union.

This interim report was published on 6 May 2013.





It is not so long ago, only the end of March, since we presented you with an extremely positive review of 2012 with our annual report. Today we are delighted to report on the first quarter of 2013, which was unfalteringly positive.

The NuOffice property in Munich was already handed over to us on 1 January 2013. In March this was followed by the Berlin office property on EUREF Campus. Both properties boast a winning combination of good locations, an attractive tenant mix and, in particular, design and construction, which satisfy the demand for energy efficiency and sustainability especially. The two properties are both LEED pre-certified to platinum status and contribute €4.6 million to our annual rental income – and so we are delighted that they were transferred at the beginning of the year.

HAMBORNER has therefore increased the value of its portfolio to around €655 million as at the end of the first quarter of 2013. There is also still the OBI store in Hamburg that is currently under construction and expected to be transferred to our portfolio in the fourth quarter of 2013 for around €17 million. Furthermore, in the middle of April 2013 we signed a purchase agreement for a mixed use property in Bayreuth. It is expected to be handed over before the end of the first half of 2013. The investment volume is around €19 million.

Overall, therefore, we are very much on schedule at an operating level after the first three months and are extremely confident for the rest of the year. Thanks to our investments from 2012, which will contribute to rents and FFO for the whole of this year, and the property additions in Munich, Berlin, Bayreuth and Hamburg, we are anticipating further growth in rents and FFO of roughly 20% for the current financial year of 2013.

With this in mind, we wish you and ourselves every continuing success for the rest of the year. We also thank you for your confidence in us and look forward to ongoing communication between us.

H. A. Glik

Duisburg, May 2013

Dr Rüdiger Mrotzek

Hans Richard Schmitz

#### **General Economic Conditions**

The leading German economic research institutes believe that Germany is on track for recovery. After a muted final quarter in 2012, institutes are forecasting economic growth of 0.8% for this year in their spring reports. In 2014 gross domestic product could then increase significantly by 1.9%. The foundation for this is companies well positioned on the market, low interest rates, secure jobs, rising wages and people disposed to spend. According to the spring reports, the situation on the financial markets has eased and uncertainty over the future of the euro zone has receded. The biggest risk to the German economy is still a further resurgence of the euro debt crisis.

Institutes are forecasting an inflation rate of 1.7% this year. A slight increase to 2% is anticipated for 2014. The situation on the labour market is expected to continue to relax. Unemployment is projected at an average of 2.9 million in 2013. Institutes are forecasting 2.7 million people out of work for the coming year. The unemployment rate would therefore drop from 6.7% to 6.4%.

#### Report on Result of Operations, Net Asset Situation and Financial Position

Against the backdrop of the general economic conditions, the result of operations, net asset situation and financial position of HAMBORNER REIT AG are as good as expected.

#### **Result of Operations**

By the end of March 2013, we generated income from the management of our properties of €10,873 thousand. The increase as against the same period of the previous year amounts to €1,902 thousand or 21.2%, €2,028 thousand (22.6%) of which relates to income from property additions in 2012 and the additions in Munich and Berlin in the first quarter of 2013. As a result of property disposals in the first quarter of the previous year, income declined by a total of €76 thousand (0.9%). The rental income from properties that were in our portfolio in both the first three months of 2012 and the reporting quarter (like-for-like) decreased by €50 thousand (0.6%). The income from charging incidental costs to tenants amounted to €1,102 thousand, up €315 thousand (40.0%) on the same period of the previous year.

The economic vacancy rate including agreed rent guarantees was 2.5% in the first three months of the reporting year (previous year: 1.7%). Not including rent guarantees the vacancy rate was 3.8%, whereby the increase as against the previous year (1.8%) is due in particular to the properties acquired in Munich and Berlin in the first quarter, which were not fully let when transferred. However, we have agreed multi-year rent guarantees with the respective sellers for these vacant areas. Furthermore, the main tenant of an office property in Bremen has not renewed its lease.

Expenses of €1,611 thousand were incurred for the management of our properties in the first three months of the reporting year (previous year: €1,219 thousand). This marks an increase of 32.2% and is mainly due to the larger property portfolio.

The expenses for the maintenance of our land and property portfolio amounted to €271 thousand as at 31 March 2013 and therefore almost exactly matched the previous year's level (€264 thousand). Maintenance expenses in the first three months of a financial year are naturally lower than in the later months as more extensive work does not begin until the spring or summer. Major projects planned include the conversion and modernisation or retail space in Freiburg and Duisburg.

At  $\leq 10,093$  thousand, the net rental income derived from the above items is  $\leq 1,818$  thousand or 22.0% higher than the value for the same period of the previous year ( $\leq 8,275$  thousand).

Administrative and personnel costs totalled  $\leq$ 1,021 thousand, up  $\leq$ 110 thousand on the previous year's level ( $\leq$ 911 thousand). Here, administrative expenses rose by  $\leq$ 69 thousand and personnel costs by  $\leq$ 41 thousand). The operating cost ratio, i.e. administrative and personnel costs to management income, was therefore 9.4% (previous year: 10.2%).

As a result of the larger assessment base due to the additions to the property portfolio, depreciation and amortisation expense climbed by  $\leq 817$  thousand in the reporting period to  $\leq 3,773$  thousand after  $\leq 2,956$  thousand in the same period of the previous year.

Other operating income rose by  $\leq 856$  thousand in the first quarter of the reporting year to  $\leq 1,057$  thousand (previous year:  $\leq 201$  thousand). At  $\leq 1,000$  thousand, this essentially relates to compensation paid by a tenant for the early termination of its lease.

The other operating expenses increased by €43 thousand to €225 thousand. This item includes costs of public relations work of €62 thousand (previous year: €66 thousand), contributions of €62 thousand (previous year: €49 thousand) and legal and consulting costs of €56 thousand (previous year: €28 thousand).

The operating result of the company developed positively as at the end of March 2013 and was  $\le$ 6,131 thousand after  $\le$ 4,427 thousand in the same period of the previous year. This marks an increase of  $\le$ 1,704 thousand or 38.5%, which was influenced by the compensation payment mentioned above in addition to the higher contribution from the expansion of the property portfolio.

The result from the sale of investment property was €351 thousand (previous year: €17 thousand) in the first quarter of the reporting year. The contribution to earnings results from the disposal of a smaller space from our undeveloped land holdings.

The financial result declined by €225 thousand, amounting to €-2,756 thousand in the reporting period. The reduction is primarily due to the further increase in the funds borrowed to finance the company's growth and the associated interest expenses (€2,779 thousand in the first quarter of 2013 after €2,608 thousand in the same period of the previous year). On the assets side, interest income dropped by €54 thousand as a result of the reduced liquidity and lower interest rates and amounted to €23 thousand in the reporting period.

The first quarter of 2013 closed with comprehensive income for the period of €3,726 thousand after €1,913 thousand in the same period of the previous year. With 11,373,333 more shares outstanding year-on-year, this resulted in earnings per share of €0.08 after €0.06 € in the first three months of the previous year.

FFO (funds from operations), i.e. the operating result before depreciation and amortisation expense and not including proceeds from disposals, amounted to €7,148 thousand in the first quarter of 2013 (previous year: €4,852 thousand), a surge of 47.3%. FFO is an indicator of the sustainable performance of the company and a key control parameter at HAMBORNER.

# **Net Asset Situation and Financial Position**

Two new properties were transferred to us in the first quarter of 2013 – NuOffice in Munich and the office building on EUREF Campus in Berlin. The purchase prices for the additions totalled €73.1 million, on which advance payments of €4.0 million had already been paid as at 31 December 2012.

In January 2013, an area of 5,300 m² was transferred to a buyer from our undeveloped land holdings. It was sold for a price of €354 thousand. The carrying amount of this space was reported under "Non-current assets held for sale" as at 31 December 2012.

The market value of the developed property portfolio was €654.6 million thousand as at the end of the quarter (31 December 2012: €579.5 million).

On 31 March 2013 the company had cash and cash equivalents of €3.4 million. The drop in liquidity of €25.9 million as against 31 December 2012 (€29.3 million) resulted in particular from the purchase price payments for the property acquisitions in the first quarter of 2013. The company also had total funds not yet utilised of €59.4 million at its disposal from concluded loan agreements. These funds can be accessed immediately on fulfilment of the payout requirements.

In terms of equity and liabilities, equity amounted to €281.7 million as at 31 March 2013 after €276.8 million as at 31 December 2012. The reported equity ratio as at the end of the period was 48.5% after 51.1% as at 31 December 2012. The REIT equity ratio declined from 60.3% as at 31 December 2012 to 55.1% as at the end of the reporting period.

Current and non-current financial liabilities rose by a net total of €35.0 million as a result in particular of the utilisation of loans to finance property acquisitions (€37.0 million) less scheduled repayments, amounting to €265.7 million as at the end of the quarter.

The fair value of derivative financial instruments rose slightly as against 31 December 2012 (€-15.2 million) to €-14.0 million as at 31 March 2013.

We generated a cash flow from operating activities of  $\leq 10.3$  million in the first quarter of the reporting year after  $\leq 6.8$  million in the same period of the previous year. In addition to the payment ( $\leq 1.0$  million  $\leq$ ) of a former tenant for the early termination of its lease, the rise in operating cash flow is mainly due to the growth in the property portfolio.

# **Risk Report**

As a property company with a portfolio covering the whole of Germany, HAMBORNER REIT AG is exposed to a number of risks that could affect its result of operations, financial position and net assets situation. We are not currently anticipating any significant changes in the assessment of risks to the business development of the company as against 31 December 2012. The comments made in the risk report of the 2012 management report therefore still apply.

The European Parliament has adopted the AIFM Directive, short for the Alternative Investment Fund Manager Directive. This directive is expected to be endorsed in German law in the middle of the year. As a result of the AIFM Directive, the European investment industry will be more closely regulated moving forward. More stringent supervisory and regulatory requirements will mean higher expenses. In our opinion, it is neither necessary nor appropriate to include listed property stock corporations or REITs in its scope, though this cannot be ruled out at present.

No risks to the continuation of the company as a going concern are currently discernible.

#### **Forecast**

As an asset manager for commercial properties, HAMBORNER REIT AG held a portfolio of 71 properties as at 31 March 2013. In future, the company's strategy will be geared towards value-adding growth in the fields of large-scale retail, high street commercial properties and office properties.

The Managing Board is standing by its basic estimates for future business prospects as published in the 2012 annual report. For 2013 as a whole, the Managing Board is striving for a further significant rise in rental income of around 20% as against the 2012 financial year. In addition, the company is anticipating a stable performance in operating business and intends to increase FFO by around 20% year-on-year as well in the current financial year.

# **Supplementary Report**

On 12 April 2013, we signed the purchase agreement for an office and retail property in Bayreuth. The agreed purchase price is €18.5 million.

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# INTERIM FINANCIAL STATEMENTS OF HAMBORNER REIT AG AS AT 31 MARCH 2013

# **Income Statement**

€THOUSAND	1 JANUARY – 31 MARCH 2013	1 JANUARY – 31 MARCH 2012
Income from rents and leases	10,873	8,971
Income from passed-on incidental costs to tenants	1,102	787
Real estate operating expenses	-1,611	-1,219
Property and building maintenance	-271	-264
Net rental income	10,093	8,275
Administrative expenses	-265	-196
Personnel costs	-756	-715
Amortisation of intangible assets, depreciation of property, plant and equipment and investment property	-3,773	-2,956
Other operating income	1,057	201
Other operating expenses	-225	-182
	-3,962	-3,848
Operating result	6,131	4,427
Result from the sale of investment property	351	17
Earnings before interest and taxes (EBIT)	6,482	4,444
Interest income	23	77
Interest expenses	-2,779	-2,608
Financial result	-2,756	-2,531
Net profit for the period	3,726	1,913
Earnings per share (€)	0.08	0.06

# **Statement of Comprehensive Income**

€ THOUSAND	1 JANUARY – 31 MARCH 2013	1 JANUARY – 31 MARCH 2012
Net profit for the period as per the income statement	3,726	1,913
Items reclassified to profit or loss in the future if certain conditions are met:		
Unrealised gains/losses (-) on the revaluation of derivative financial instruments	1,251	-490
Other comprehensive income for the period	1,251	-490
Total comprehensive income for the period	4,977	1,423

Other comprehensive income relates to changes in the fair value of interest rate swaps used to manage the risk of interest fluctuations. Corresponding changes in fair value are recognised in the revaluation surplus if risks are hedged with sufficient efficiency and this is documented.

# **Statement of Financial Position – Assets**

€THOUSAND	31 MARCH 2013	31 DECEMBER 2012
Non-current assets		
Intangible assets	10	14
Property, plant and equipment	150	159
Investment property	576,215	510,834
Financial assets	15	24
Other assets	313	321
	576,703	511,352
Current assets		
Trade receivables and other assets	1,099	769
Income tax receivables	7	7
Bank deposits and cash balances	3,430	29,306
Non-current assets held for sale	0	3
	4,536	30,085
	581,239	541,437

# Statement of Financial Position – Equity and Liabilities

€THOUSAND	31 MARCH 2013	31 DECEMBER 2012
Equity		
Issued capital	45,493	45,493
Capital reserves	124,279	124,279
Retained earnings		
Other retained earnings	91,348	91,348
Revaluation surplus	-17,644	-18,895
	73,704	72,453
Net retained profits		
Profit carryforward	34,527	12,496
Net profit for the period	3,726	7,741
Withdrawal from other retained earnings	0	14,290
	38,253	34,527
	281,729	276,752
Non-current liabilities and provisions		
Financial liabilities	257,520	222,990
Derivative financial instruments	13,689	14,838
Trade payables and other liabilities	3,026	2,013
Pension provisions	8,067	8,160
Other provisions	1,576	1,566
	283,878	249,567
Current liabilities and provisions		
Financial liabilities	8,163	7,707
Derivative financial instruments	264	367
Income tax liabilities	18	18
Trade payables and other liabilities	5,209	4,314
Other provisions	1,978	2,712
	15,632	15,118
	581,239	541,437
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# **Statement of Cash Flows**

€THOUSAND	1 January – 31 March 2013	1 January – 31 March 2012
Cash flow from operating activities		
Earnings before taxes (EBT)	3,726	1,913
Financial result	2,756	2,531
Depreciation, amortisation and impairment (+)/write-ups (-)	3,773	2,956
Change in provisions	-888	-784
Gains (-)/losses (+) (net) on the disposal of property, plant and equipment and investment property	-351	-66
Other non-cash expenses (+)/income (-)	0	-19
Change in receivables and other assets not attributable to investing or financing activities	-181	-291
Change in liabilities not attributable to investing or financing activities	1,403	505
Interest received	101	85
	10,339	6,830
Cash flow from investing activities		
Investments in intangible assets, property, plant and equipment and investment property	-68,930	-3,351
Proceeds from disposals of property, plant and equipment and investment property	354	7,732
Proceeds from disposals of financial assets	9	1
Proceeds relating to the short-term financial management of cash investments	15,000	0
	-53,567	4,382
Cash flow from financing activities		
Proceeds from borrowings of financial liabilities	37,000	4,400
Repayments of borrowings	-1,772	-1,531
Interest payments	-2,876	-2,559
	32,352	310
Changes in cash and cash equivalents	-10,876	11,522
Cash and cash equivalents on 1 January	14,306	18,685
Bank deposits and cash balances (with a remaining term of up to three months)	14,306	18,685
Fixed-term deposits (with a remaining term of more than three months)	15,000	0
Bank deposits and cash balances	29,306	18,685
Cash and cash equivalents on 31 March	3,430	30,207
Bank deposits and cash balances (with a remaining term of up to three months)	3,430	30,207
Bank deposits and cash balances	3,430	30,207

# Statement of Changes in Equity

€ THOUSAND	ISSUED CAPITAL	CAPITAL RESERVES	RETAINED	EARNINGS	NET	RETAINED PRO	FITS	TOTAL EQUITY
			OTHER RETAINED EARNINGS	REVALUA- TION SURPLUS	PROFIT- CARRYFOR- WARD	NET PROFIT FOR THE PERIOD	WITH- DRAWAL FROM OTHER RETAINED EARNINGS	
As at 1 January 2012	34,120	64,285	105,638	-15,056	17,064	7,865	1,215	215,131
Carryforward to new account					9,080	-7,865	-1,215	0
Other comprehensive income for the period 1 January – 31 March 2012				-490				-490
Net profit for the period 1 January – 31 March 2012						1,913		1,913
Total comprehensive income for the period 1 January – 31 March 2012				-490		1,913		1,423
As at 31 March 2012	34,120	64,285	105,638	-15,546	26,144	1,913	0	216,554
Distribution of profit for 2011					-13,648			-13,648
Capital increase	11,373	62,553						73,926
Costs of capital increase		-2,559						-2,559
Other comprehensive income for the period 1 April – 31 December 2012				-3,349				-3,349
Withdrawal from other retained earnings			-14,290				14,290	0
Net profit for the period 1 April – 31 December 2012						5,828		5,828
Total comprehensive income for the period  1 April – 31 December 2012				-3,349		5,828		2,479
As at 31 December 2012	45,493	124,279	91,348	-18,895	12,496	7,741	14,290	276,752
Carryforward to new account					22,031	-7,741	-14,290	0
Other comprehensive income for the period 1 January – 31 March 2013				1,251				1,251
Net profit for the period 1 April – 31 March 2013						3,726		3,726
Total comprehensive income for the period 1 January – 31 March 2013				1,251		3,726		4,977
As at 31 March 2013	45,493	124,279	91,348	-17,644	34,527	3,726	0	281,729

#### **Notes on the Interim Financial Statements**

#### Information on HAMBORNER

HAMBORNER REIT AG is a listed corporation (SCN 601300) headquartered in Duisburg, Germany. This interim report of HAMBORNER REIT AG for the first quarter of 2013 was published on 6 May 2013. The interim financial statements have been prepared in euro ( $\in$ ), whereby all amounts – unless stated otherwise – are reported in thousands of euro ( $\in$  thousand). Minor rounding differences may occur in totals and percentages.

#### **Principles of reporting**

This interim report of HAMBORNER REIT AG as at 31 March 2013 is in accordance with IFRS (International Financial Reporting Standards) as applicable in the European Union. In particular, it was prepared in line with the regulations of International Accounting Standard 34 on interim reporting and the requirements of the German Accounting Standard No. 16 of DRSC (German Accounting Standards Committee) on interim reporting and in accordance with the requirements of section 37w and 37x of Wertpapierhandelsgesetz (WpHG – German Securities Trading Act)). The scope of its reporting has been condensed compared to the separate financial statements.

The interim financial statements as at 31 March 2013 are based on the same accounting policies as the separate IFRS financial statements as at 31 December 2012.

In the process of preparing these interim financial statements, we reviewed the fair values of our properties as calculated by expert opinion as at 31 December 2012. The review did not identify any factors affecting their value that would have led to a significantly different valuation. It therefore currently appears justified to retain the values as calculated by expert opinion as at 31 December 2012 in these interim financial statements. Property additions after 31 December 2012 were also valued by an expert and included in reporting accordingly.

In the opinion of the Managing Board, the interim report contains all the significant information needed to understand the changes in the result of operations, financial position and net assets of HAMBORNER REIT AG since the end of the last reporting period. The significant changes and transactions in the reporting period are presented in the interim management report of this document.

This interim report was neither audited nor reviewed by a person capable of performing an audit.

#### Significant related party transactions

There were no reportable transactions with related parties in the first quarter of 2013.



To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the company, and the interim management report of the company includes a fair review of the development and performance of the business and the position of the company, together with a description of the principal opportunities and risks associated with the expected development of the company for the remaining months of the financial year.

Duisburg, 6 May 2013

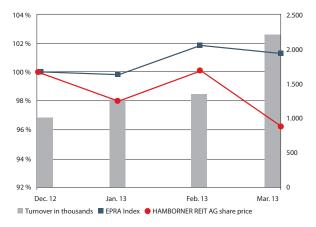
The Managing Board

R. Maly M. A. Alnik

Dr Rüdiger Mrotzek

Hans Richard Schmitz





## **HAMBORNER REIT AG Shares**

After 2012 ended very positively for the capital market and the situation on the European financial markets settled for the time being, the DAX initially continued its rising trend after the start of the new year. However, the escalating debt crisis in Cyprus put an end to this positive development in March 2013. The German benchmark index ended the first quarter of 2013 at 7,795 points, only 2.4% higher than at the end of 2012. The SDAX climbed by 8.5% in the first quarter.

HAMBORNER's shares performed very well at the beginning of the year, but came under pressure in the weeks that followed and lost a total of 3.7% in the first quarter despite a positive operating performance and the publication of excellent figures (closing price on 28 March 2013: €7.20). Market capitalisation at the end of March was therefore around €327 million.

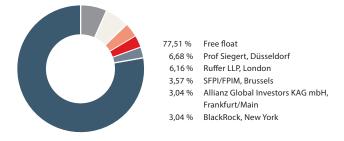
Name/code	HAMBORNER REIT AG/HAB
SCN/ISIN 601300/DE0006013006	
Number of shares 45,493,333	
Share capital	€45,493,333
Transparency standard	SDAX/EPRA Index
Designated sponsors	HSBC
Free float	79.00%
Market capitalisation	€327.6 million

We do not find this development in our share price to be satisfactory – especially given our good operating business and the positive forecasts for 2013 as a whole. We have also been unable to identify a specific explanation for our share performance in talks with investors and banks. However, share turnover remained at a good level with an average of 72,000 shares traded per day.

In light of the weak development in our share price in particular, we will actively continue our investor relations work in 2013 as well. Following the publication of the preliminary figures in February, management met with a number of investors from Germany and abroad at roadshows and conferences. In addition, the annual analysts and accounts press conference was held in Frankfurt at the end of March on the occasion of the publication of the annual report for the 2012 financial year. The IR calendar is also packed with roadshows and capital market conferences for the coming months.

The Annual General Meeting will be held in Mülheim an der Ruhr at 10.00 a.m. on 7 May 2013. We look forward to welcoming you there.

## Shareholder structure as at 31/03/2013



# Financial Calendar 2013/2014

6 May 2013	Interim report for Q1 2013
7 May 2013	Annual General Meeting 2013
8 May 2013	Payment of dividend for the 2013 financial year
8 August 2013	Interim report for 1st half 2013
12 November 2013	Interim report for Q3 2013
26 March 2014	Annual report 2013
5 May 2014	Interim report for Q1 2014
6 May 2014	Annual General Meeting 2014

# **Forward-looking Statements**

This report contains forward-looking statements, e.g. on general economic developments in Germany, the future situation of the property industry and the company's own probable business performance. These statements are based on current assumptions and estimates by the Managing Board, which were made diligently on the basis of all information available at the respective time. If the assumptions on which statements and forecasts are based are not accurate, the actual results may differ from those currently anticipated.

# **Imprint**

## Publisher

The Managing Board of HAMBORNER REIT AG, Duisburg

# As at:

May 2013

