

# First 3 months of 2016

MAY 10, 2016



## Cautionary Note Regarding Forward-Looking Statements

The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those in such statements due to, without limitation, general economic conditions, including in particular economic conditions in the alstria's core business and core markets, general competitive factors, the impact of acquisitions, including related integration issues, and reorganization measures. Furthermore, the development of financial markets, interest rate levels, currency exchange rates, as well as national and international changes in laws and regulations, in particular regarding tax matters, can have a corresponding impact. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

## No duty to update

The company assumes no obligation to update any information contained herein.



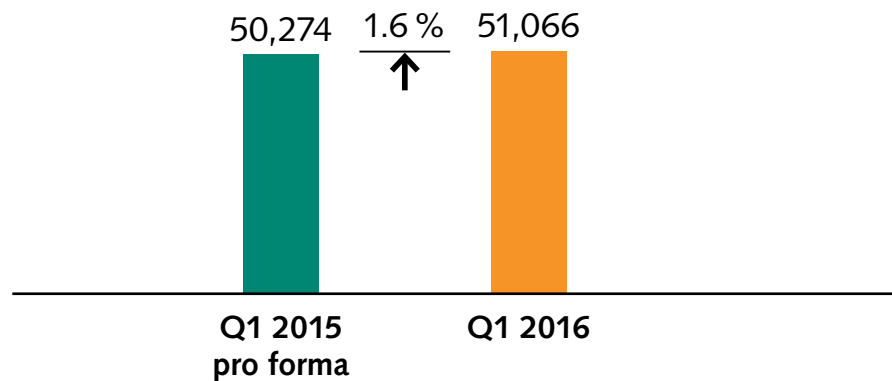


**An den Treptowers, Berlin**

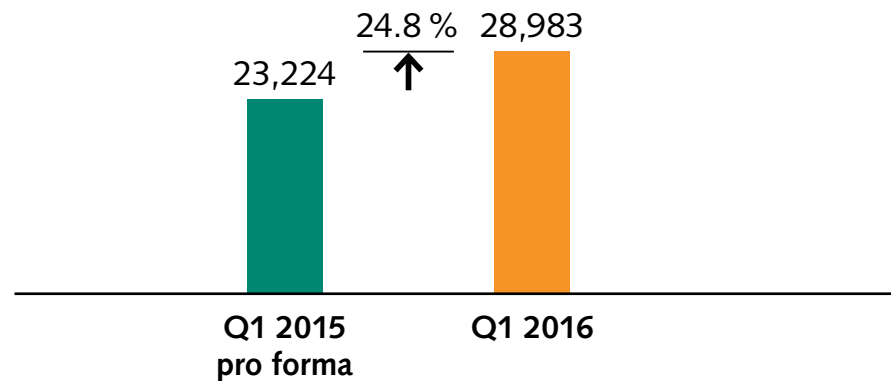
- › **Operating business – on plan**
  - Revenues: EUR 51.1 m
  - FFO: EUR 29.0 m (after minorities)
  - FFO per share: EUR 0.19
  
- › **Leasing – vacancy further down**
  - New leases: 14,900 m<sup>2</sup>
  - Extended leases: 19,600 m<sup>2</sup>
  - Total vacancy rate: 11.6 %
  - EPRA vacancy rate: 10.9 %
  
- › **Financing – from secured to unsecured debt**
  - Placement of EUR 500 m corporate bond
  - Placement of EUR 150 m Schuldschein
  
- › **Corporate structure – close to assets and tenants**
  - Establishment of local offices in Frankfurt and Stuttgart

# Selected profit & loss positions

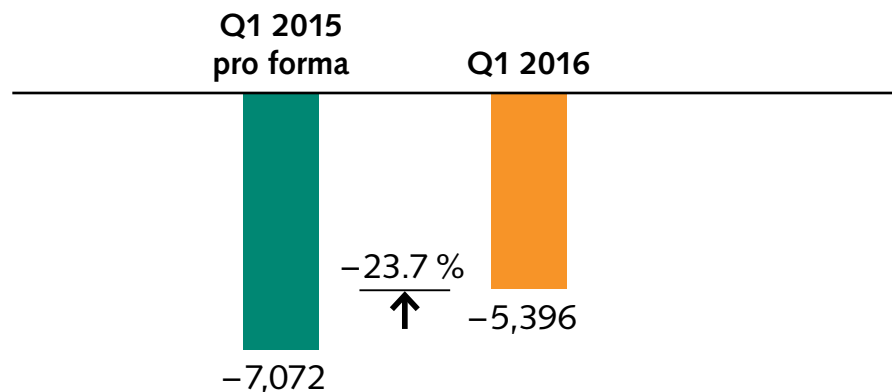
## GROSS RENTAL INCOME in EUR k



## FUNDS FROM OPERATIONS (FFO) in EUR k



## SG&A in EUR k

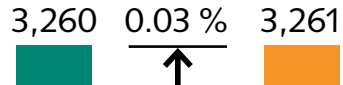


## RATIOS

- › FFO per share: EUR 0.19
- › FFO margin: 56.8 %
- › EPRA cost ratio: 15.4 %

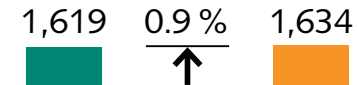
# Selected balance sheet positions

## INVESTMENT PROPERTY in EUR m



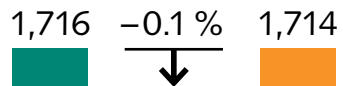
Dec. 31, 2015    Mar. 31, 2016

## EQUITY in EUR m



Dec. 31, 2015    Mar. 31, 2016

## LONG-TERM-FINANCIAL DEBT in EUR m



Dec. 31, 2015    Mar. 31, 2016

## RATIOS

- › G-REIT equity ratio: 49.7 %
- › Net LTV: 49.0 %
- › EPRA NAV per share: EUR 11.10

## PORTFOLIO DATA (March 31, 2016)

- › Total portfolio value: EUR 3.3 bn
- › EPRA vacancy rate: 10.9 %
- › WAULT: 5.1 years
- › Contractual rent: EUR 211.3 m
- › Valuation yield: 6.3 %

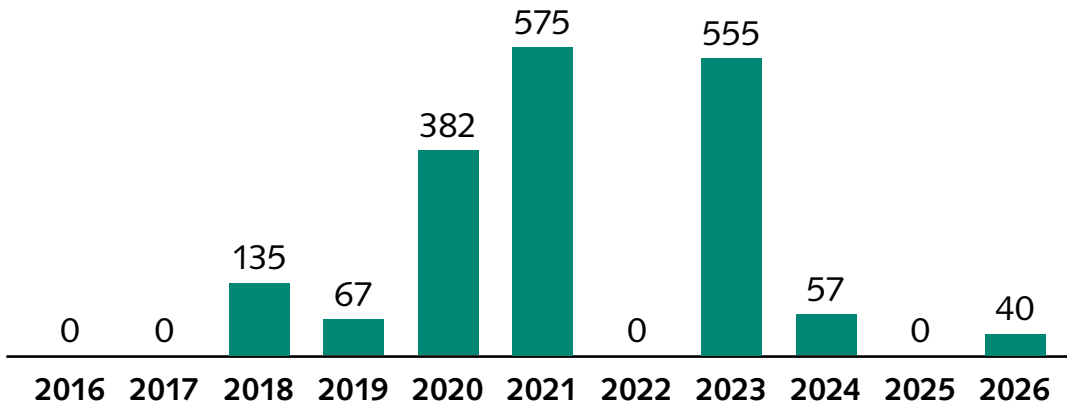
## CLEAR FOCUS ON GERMAN OFFICE INVESTMENTS



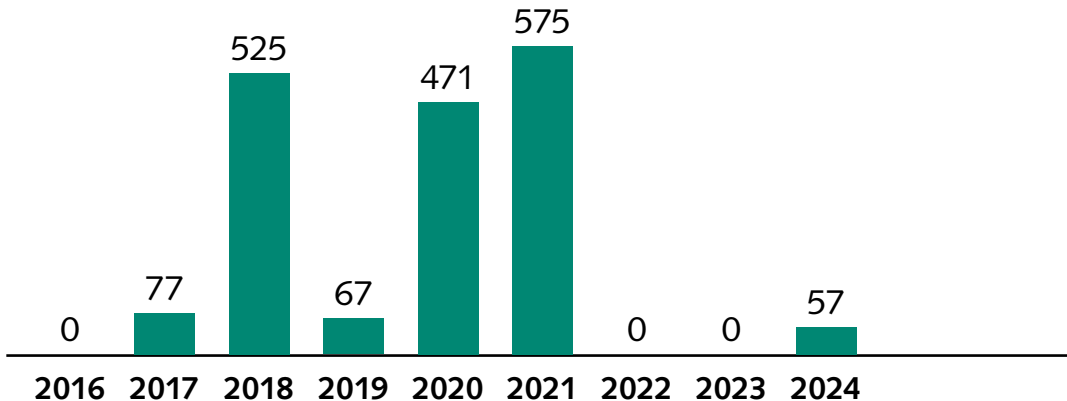
# Financial debt – from secured to unsecured



MATURITY PROFILE AFTER RECENT REFINANCINGS in EUR m



MATURITY PROFILE AS PER DEC. 31, 2015\* in EUR m



\* A loan amount of EUR 331.9 million was repaid on Feb. 22, 2016.

- > Issuance of alstria's second corporate bond
  - Nominal amount EUR 500 m
  - 7 year maturity
  - Coupon: 2.125 %
  
- > Issuance of alstria's first Schuldschein
  - Nominal amount EUR 150 m
  - 7.1 year average maturity
  - Average coupon: 2.1 %
  
- > Average cost of debt: 2.1 %
  
- > 55 % of unencumbered assets



**Harburger Ring, Hamburg**

## KEY POINTS

- **2007:** Acquisition of the 3,200 m<sup>2</sup> building for EUR 3.4 m (mixed use office, residential and retail), rental income EUR 250 k p. a.
- **2007–2014:** Rent collected until start of refurbishment of EUR 2.0 m
- **2014:** Vacation of the building and start of refurbishment
- **2014–2016:** Capex of EUR 4.2 m for substantial modernisation of office, retail and residential space
- Expected rental income of EUR 500 k after delivery of the building by mid-2016
- Return: Yield on cost of 6 %, unlevered IRR over the holding period of >8 %
- Asset will be transferred from development pipeline to investment properties in 2016





**Platz der Einheit, Frankfurt**

- › **Next steps on corporate structure**
  - Delisting of Deutsche Office and conversion into KG
  - Closing of Cologne office
  
- › **Guidance confirmed**
  - Revenues EUR 200 m
  - FFO (after minorities) EUR 115 m

# Appendix: Pro-forma Profit & Loss



**Deutsche Telekom Allee, Darmstadt**

	Q1 2016	Q1 2015	%
<b>Revenues</b>	<b>51,066</b>	<b>50,274</b>	<b>1.6</b>
Income less expenses from passed on operating expenses	-342	-120	> 100
Real estate operating expenses	-5,539	-4,997	10.8
<b>Net rental income</b>	<b>45,185</b>	<b>45,157</b>	<b>0.1</b>
Administrative expenses	-2,011	-1,908	5.4
Personnel expenses	-3,386	-5,164	-34.4
Other operating income	1,770	1,227	44.3
Other operating expenses	-1,852	-416	> 100
Gain/loss on disposal of investment properties	-11	-100	-89.0
<b>Net operating result</b>	<b>39,695</b>	<b>38,796</b>	<b>2.3</b>
Net financial result	-12,639	-17,634	-28.3
Share of the result of joint venture	393	-210	n/a
Net loss from fair value adjustments on financial derivatives	-12,888	-19,168	-32.8
<b>Pretax income</b>	<b>14,561</b>	<b>1,784</b>	<b>&gt; 100</b>
Income tax	42	-649	n/a
<b>Consolidated profit for the period</b>	<b>14,603</b>	<b>1,135</b>	<b>&gt; 100</b>
Minority interest	-583	0	n/a
<b>Consolidated profit for the period (after Minorities)</b>	<b>14,020</b>	<b>1,135</b>	<b>&gt; 100</b>

# Appendix: Reconciliation from IFRS to FFO



## IFRS P&L AND FFO in EUR m

	IFRS	Adjustments	FFO
<b>Revenues</b>	<b>51,066</b>	<b>0</b>	<b>51,066</b>
Income less expenses from passed on operating expenses	-342	0	-342
Real estate operating costs	-5,539	0	-5,539
<b>Net rental income</b>	<b>45,185</b>	<b>0</b>	<b>45,185</b>
Administrative expenses	-2,011	168	-1,843
Personel expenses	-3,386	396	-2,990
Other operating income	1,770	0	1,770
Other operating expenses	-1,852	226	-1,626
Goodwill impairment	0	0	0
Financial result	-12,639	1,576	-11,062
Valuation result properties	0	0	0
Gain on disposal of investment property	-11	11	0
Result from JV's	393	0	393
Valuation result derivatives	-12,888	12,888	0
<b>EBT / FFO</b>	<b>14,561</b>	<b>15,266</b>	<b>29,827</b>
Taxes	42	-42	0
<b>Net profit</b>	<b>14,603</b>	<b>15,224</b>	<b>29,827</b>
Minority interest	-583	-261	-844
<b>Net profit (after minorities)</b>	<b>14,020</b>	<b>14,963</b>	<b>28,983</b>
Number of shares	152,164		152,164
<b>Net profit per share</b>	<b>0.09</b>		<b>0.19</b>

## ADJUSTMENTS

- EUR 12,888 k valuation result derivatives (non-cash movements)
- EUR 1,577 k financial expenses (double payments of interest and effective interest on convertible bond)
- EUR 396 k personell expenses (non-cash portion of virtual shares and non-cash profit participation rights)
- EUR 226 k other operating expenses (transaction costs Deutsche Office)
- EUR 168 k administrative expenses (depreciation PPE)

## SHARE

ISIN	DE000A0LD2U1
Symbol	AOX
Market segment	Financial Services
Industry group	Real Estate
Indizes	FTSE EPRA / NAREIT Global Real Estate Index Series, FTSE EPRA / NAREIT Europe Real Estate Index Series, MDAX, German REIT Index
Number of shares	153.1 million
Free float	86.4 %

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