

First half of 2016

AUGUST 9, 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.



Heidenkampsweg, Hamburg

› Operating business

- Revenues: EUR 102.1 million
- FFO: EUR 57.4 million (after minorities)
- FFO per share: EUR 0.37

› Leasing

- New leases: 38,000 m²
- Extended leases: 42,800 m²
- EPRA vacancy rate: 9.8 %

› Financing

- Net LTV at 49.4 % (44.9 % excl. assets held for sale)
- Placement of EUR 500 million corporate bond
- Placement of EUR 150 million Schuldschein
- Extension of EUR 123 million of bank debt

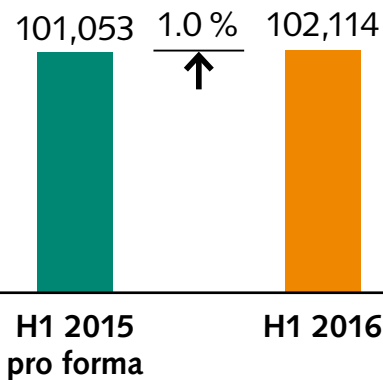
› Corporate structure

- Establishment of local offices in Frankfurt and Stuttgart

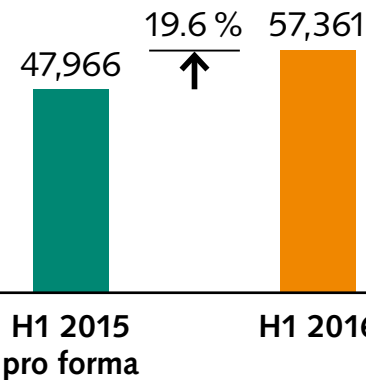
Financials: Selected profit & loss positions



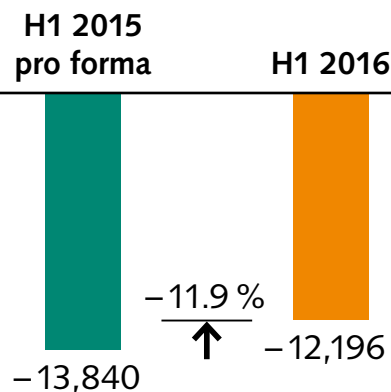
GROSS RENTAL INCOME in EUR k



FUNDS FROM OPERATIONS (FFO) in EUR k



SG&A in EUR k

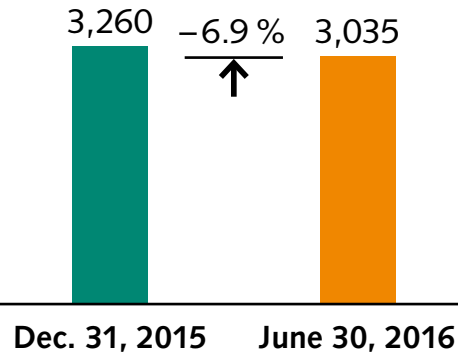


RATIOS

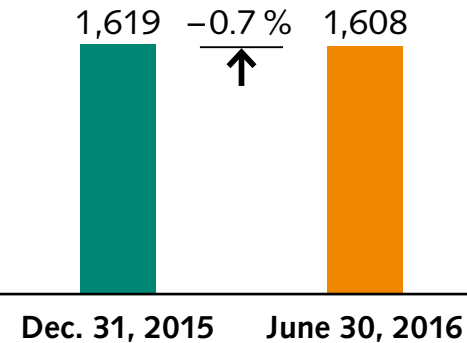
- › FFO per share: EUR 0.37
- › FFO margin: 56.2 %
- › EPRA cost ratio: 18.1 %

Financials: Selected balance sheet positions alstria

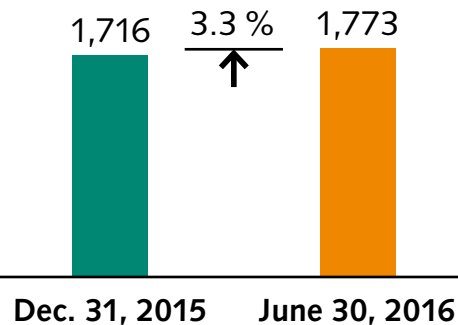
INVESTMENT PROPERTY in EUR million



EQUITY in EUR million



LONG-TERM-FINANCIAL DEBT in EUR million

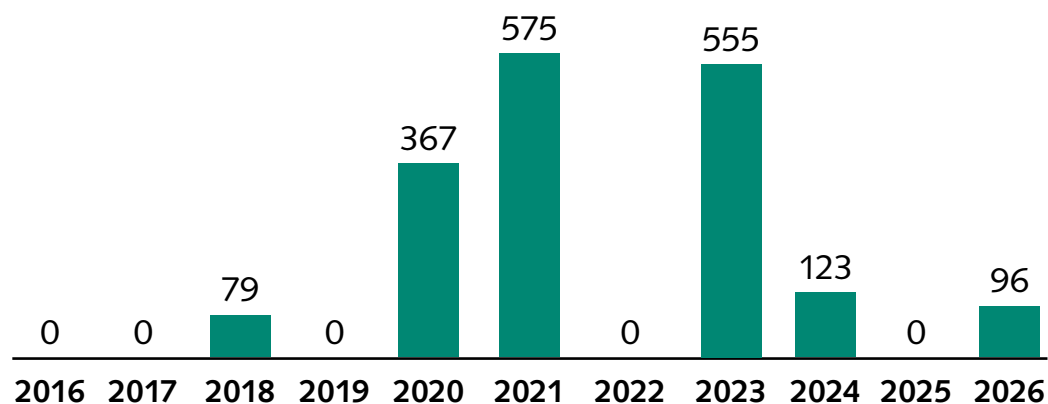


RATIOS

- › G-REIT equity ratio: 50.4 %
- › Net LTV: 49.4 %
- › EPRA NAV per share: EUR 10.80

Financials: Diversified debt structure

MATURITY PROFILE AS PER JUNE 30, 2016 in EUR million



STRUCTURE OF TOTAL DEBT

| | Nominal volume (EUR million) | Coupon / Margin (%) |
|------------------|------------------------------------|------------------------|
| Bonds | 1,000.0 | 2.19 |
| Schuldschein | 150.0 | 2.10 |
| Convertible bond | 79.2 | 2.75 |
| Bank loans | 565.9 | 1.40 |
| Total | 1,795.1 | 1.96 |

- **Issuance of second corporate bond**
 - Nominal amount EUR 500 million
 - 7 year maturity
 - Coupon: 2.125 %
- **Issuance of first Schuldschein**
 - Nominal amount EUR 150 million
 - 7.1 years average maturity
 - Coupon: 2.1 %
- **Extension of bank debt**
 - Volume: EUR 123 million
 - Maturity extended from 3 to 9 years
 - Avg. margin reduced from 1.29 bps to 0.84 bps
- **Average cash cost of debt: ~2.0 %**
- **Average debt maturity: 5.6 years**

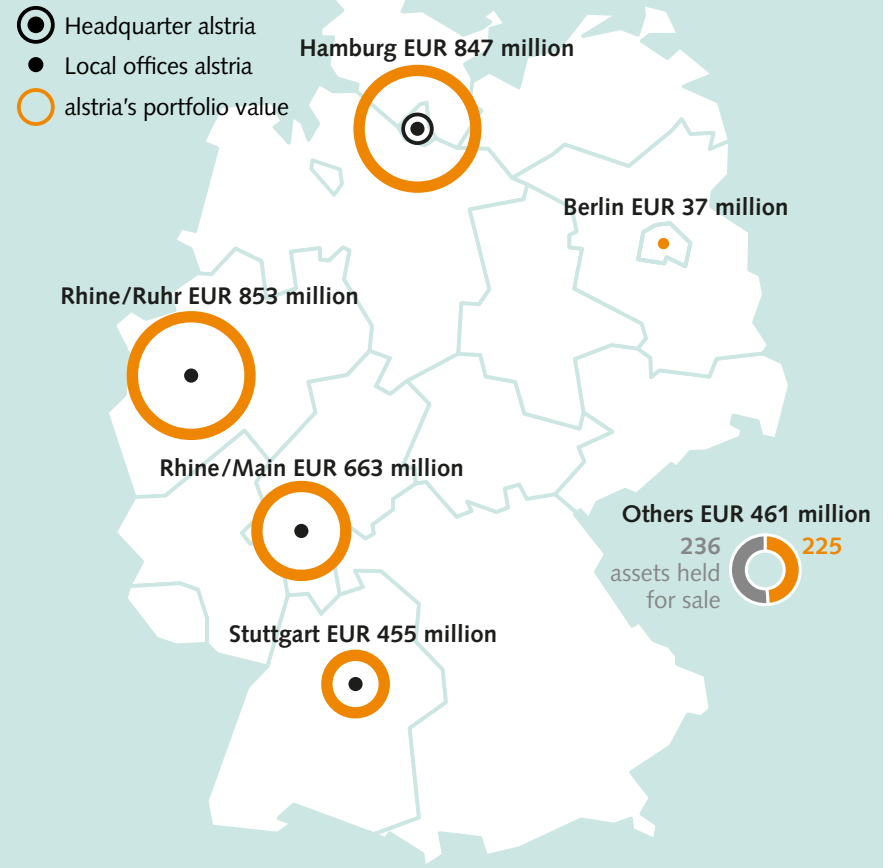
Operations: Portfolio update

PORTFOLIO DATA (June 30, 2016)

- › **Investment property:** EUR 3.0 billion
- › **EPRA vacancy rate:** 9.8 %
- › **WAULT:** 4.8 years
- › **Contractual rent:** EUR 210.7 million
- › **Valuation yield:** 6.5 %

CLEAR FOCUS ON GERMAN OFFICE INVESTMENTS*

as per June 30, 2016



* Including joint venture.

Operations: Update on transactions



An den Treptowers 3, Berlin



Taunusstrasse 34–36, Munich



Wandsbeker Chaussee 220, Hamburg

TRANSACTION UPDATE H1 2016

- Transfer of benefits and burden of assets-held-for-sale as per Dec. 31, 2015 in the course of H1 2016
- Disposal volume of EUR 261 million in H1 2016
- Average gain to book value of 9.3%
- Average disposal yield of 6.0%

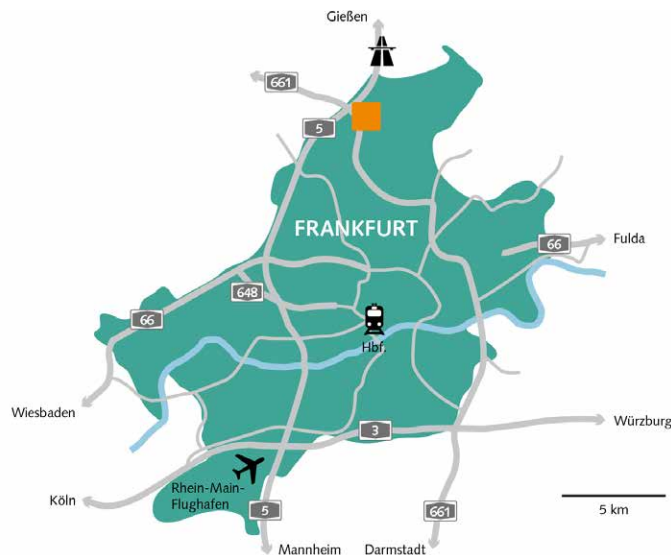
| Asset | Appraised value as per Dec. 31, 2015 (EUR k) | Lettable area (m ²) | Contractual rent (EUR k) | Disposal price* (EUR k) | Gain to book value (EUR k) |
|-------------------------------------|---|---------------------------------------|--------------------------------|-------------------------------|----------------------------------|
| An den Treptowers 3, Berlin | 209.300 | 85.400 | 13.921 | 228.431 | 19.131 |
| Taunusstr. 34–36, Munich | 26.400 | 11.200 | 1.774 | 26.830 | 430 |
| Wandsbeker Chaussee 220, Hamburg | 3.300 | 3.200 | 78 | 5.920 | 2.620 |
| Total | 239.000 | 99.800 | 15.773 | 261.181 | 22.181 |

* Excluding transaction costs.



An den Treptowers, Berlin

- › **Rationale: De-risking of alstria's portfolio**
 - Disposal price: EUR 230 million
 - Gain to recent appraised value: 9.1 %
 - Disposal yield: 6.1 %
- › **Our view on the Berlin market**
 - Market is dynamic, but demand is driven by public / public-related tenants and small start-ups, who are not leasing up at prime-rent levels
- › **Use of proceeds**
 - Approx. EUR 100 million repayment of debt
 - Approx. EUR 128 million reinvestment mainly in the Berlin market, but in smaller assets with lower rents
 - EUR 2 million transaction costs



Berner Strasse 119, Frankfurt

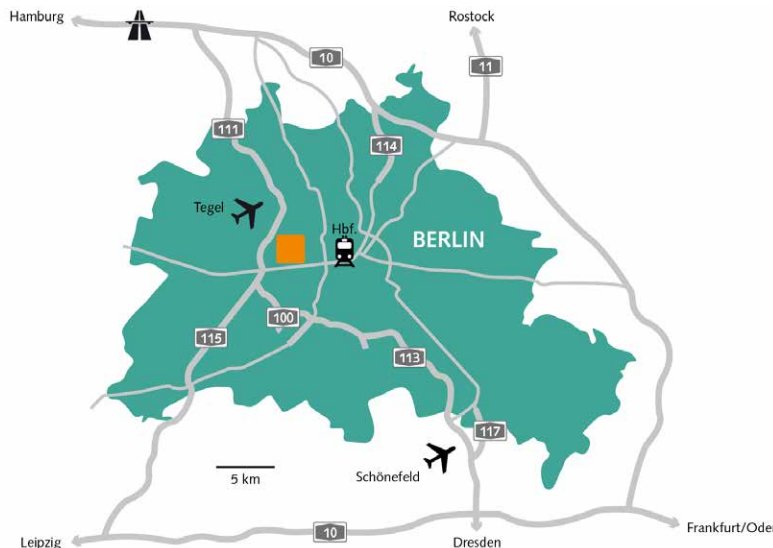
MAIN NEW LEASES IN H1 2016:

- › Platz der Einheit 1, Frankfurt: 9,100 m²
- › Maarweg 165, Cologne: 2,500 m²
- › Washingtonstrasse 16, Dresden: 2,000 m²
- › Berliner Strasse 91, Ratingen: 1,700 m²
- › Kaistrasse 16, Düsseldorf: 1,600 m²
- › Harburger Ring 17, Hamburg: 1,500 m²

CASE STUDY BERNER STRASSE 119, FRANKFURT

- › Building located at the fringe of Frankfurt in a secondary office area
- › No leases signed between 2013 and end of 2015
- › Leasing expectation redefined after the takeover of DO by alstria
- › New leases of 1,600 m² in H1 2016
- › Average office rent: EUR 7.10 per m² / month
- › Average WAULT: 7.4 years

Operations: Major leasing success in Berlin



Darwinstrasse 14–18, Berlin

› Character of the building

- Construction year: 1992 / 93
- Lettable area: 22,200 m²
- Location: Berlin Charlottenburg

› Leasing history

- Building was leased up to Deutsche Rentenversicherung until mid-2014
- Office rent of EUR 11.90 per m² / month
- Re-letting of 4,800 m² to a media company in January 2015

› New leasing contract

- Tenant: City of Berlin
- Lease-term: 10 years, starting in February 2017
- Capex requirement of EUR 8–9 million
- Office rent of EUR 13.50 per m² / month
- Like-for-like increase in rental income due to capex and improved quality of the building

› Valuation

- Book value as per Dec. 31, 2015: EUR 30.6 million
- New contractual rent: EUR 3.4 million

› Next steps on corporate structure

- Conversion of Deutsche Office into KG expect by year-end (approval by Deutsche Office AGM on July 12, 2016)
- Subsequent delisting

› Shareholder structure

- Oaktree reduced its stake in alstria from 25.4 % to below 5.0 %
- Largest shareholder GIC holds 12.7 % in alstria
- Free-float increased to 95 %

› Guidance confirmed

- Revenues EUR 200 million
- FFO EUR 115 million (after minorities)

MINORITY STAKE IN DEUTSCHE OFFICE

| Date | Event | alstria's share in DO (%) | Minorities (%) |
|-----------|--|---------------------------------|-------------------|
| Dec. 2015 | alstria's share in DO | 94.6 | 5.4 |
| May 2016 | Sale of 5.1 % to a third party investor | 89.5 | 10.5 |
| May 2016 | Acquisition of additional 1.4 % from Oaktree | 90.9 | 9.1 |
| H2 2016 | Conversion of DO into KG – alstria will acquire up to 1.5 % DO shares from minority shareholders | up to 92.4 | up to 7.6 |



Platz der Einheit, Frankfurt

| EUR million | Anticipated costs in June 2015 | Realised costs by Dec 31, 2015 | Realised costs by June 30, 2016 | Expected costs |
|---------------------------|--------------------------------|--------------------------------|---------------------------------|----------------|
| Real estate transfer tax | 20 | 0 | 0 | – |
| Transaction costs | 15 | 10.8 | 10.8 | – |
| o/w Cost bridge loan | | 3.8 | 3.8 | – |
| o/w Advisory fees | | 7 | 7 | – |
| Restructuring costs | 15 | 14.2 | 21.2 | – |
| o/w Prepayment fees loans | | 9.2 | 13.4 | – |
| o/w Reorganisation DO | | 5 | 7.8 | 2.0 |
| Swap breakage costs | 50 | 35.7 | 36.8 | – |
| Total costs | 100 | 60.7 | 68.8 | 70.8 |

Appendix: Pro-forma Profit & Loss



Deutsche Telekom Allee, Darmstadt

| TEUR | H1 2016 | H1 2015 | % |
|--|----------------|----------------|-------------|
| Revenues | 102,114 | 101,053 | 1.0 |
| Income less expenses from passed on operating expenses | -346 | -195 | 77.4 |
| Real estate operating expenses | -11,898 | -10,169 | 17.0 |
| Net rental income | 89,870 | 90,689 | -0.9 |
| Administrative expenses | -5,571 | -4,771 | 16.8 |
| Personnel expenses | -6,625 | -9,069 | -26.9 |
| Other operating income | 2,321 | 2,049 | 13.3 |
| Other operating expenses | -7,129 | -4,262 | 67.3 |
| Net gain / loss from fair value adjustments on investment property | 0 | 1,683 | n/a |
| Gain / loss on disposal of investment properties | 22,973 | 1,105 | n/a |
| Net operating result | 95,839 | 77,424 | 23.8 |
| Net financial result | -27,549 | -34,609 | -20.4 |
| Share of the result of joint venture | 978 | -45 | n/a |
| Net loss from fair value adjustments on financial derivatives | -12,793 | 2,041 | n/a |
| Pretax income | 56,475 | 44,811 | 26.0 |
| Income tax | -21 | -2,601 | n/a |
| Consolidated profit for the period | 56,454 | 42,210 | 33.7 |
| Minority interest | -3,630 | 0 | n/a |
| Consolidated profit for the period (after minorities) | 52,824 | 42,210 | 25.1 |

Appendix: Reconciliation from IFRS to FFO



IFRS P&L AND FFO in EUR m

| | IFRS | Adjustments | FFO |
|--|----------------|----------------|----------------|
| Revenues | 102,114 | 0 | 102,114 |
| Income less expenses from passed on operating expenses | -346 | 0 | -346 |
| Real estate operating expenses | -11,898 | 602 | -11,296 |
| Net rental income | 89,870 | 602 | 90,472 |
| Administrative expenses | -5,571 | 335 | -5,236 |
| Personnel expenses | -6,625 | 1,092 | -5,533 |
| Other operating income | 2,321 | 0 | 2,321 |
| Other operating expenses | -7,129 | 5,446 | -1,683 |
| Net gain/loss from fair value adjustments on investment property | 0 | 0 | 0 |
| Gain/loss on disposal of investment properties | 22,973 | -22,973 | 0 |
| Net operating result | 95,839 | -15,498 | 80,341 |
| Net financial result | -27,549 | 6,394 | -21,155 |
| Share of the result of joint venture | 978 | 0 | 978 |
| Net loss from fair value adjustments on financial derivatives | -12,793 | 12,793 | 0 |
| Pretax income / FFO | 56,475 | 3,689 | 60,164 |
| Income tax | -21 | 21 | 0 |
| Consolidated profit for the period | 56,454 | 3,710 | 60,164 |
| Minority interest | -3,630 | 827 | -2,803 |
| Consolidated profit for the period (after minorities) | 52,824 | 4,537 | 57,361 |

ADJUSTMENTS

- EUR 22,973 k disposal gains (non-recurring)
- EUR 12,793 k valuation result derivatives (non-cash movements)
- EUR 6,394 k financing costs (double payment of interest and effective interest on convertible bond), thereof EUR 3,685 k related to DO
- EUR 5,446 k other operating expenses (mainly non-recurring costs related to DO transaction), thereof EUR 5,169 related to DO
- EUR 1,092 k personnel expenses (non-cash portion of virtual shares and non-cash profit participation rights)

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, GPR 250 Index Series, GPR 250 REIT Index Series |
| Number of shares | 153.2 million |
| Free float | 95 % |

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