

**NINE MONTH OF 2020**

**NOVEMBER 5, 2020**

# DISCLAIMER

## 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.

The current COVID-19 outbreak is creating substantial uncertainty in the marketplace. Although alstria has diligently reviewed the information contained in this release it is based on its own analysis and estimate, as well as available public sources and not on active discussion with tenants. As such the current liquidity risk of the tenants can materially differ from alstria's own estimate, and the actual impact of the COVID-19 outbreak may differ substantially from the current provisions.

### No duty to update

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

# 9M 2020 BUSINESS IN LINE WITH PLAN



Vaihinger Str. 131, Stuttgart

## › Operating business in line with plan

- Revenues: EUR 131.5 million
- FFO: EUR 83.4 million
- FFO per share: EUR 0.47
- Rent collection rate in Q3 2020 back to 100 %

## › Guidance unchanged

- Revenues: EUR 179 million
- FFO: EUR 108 million

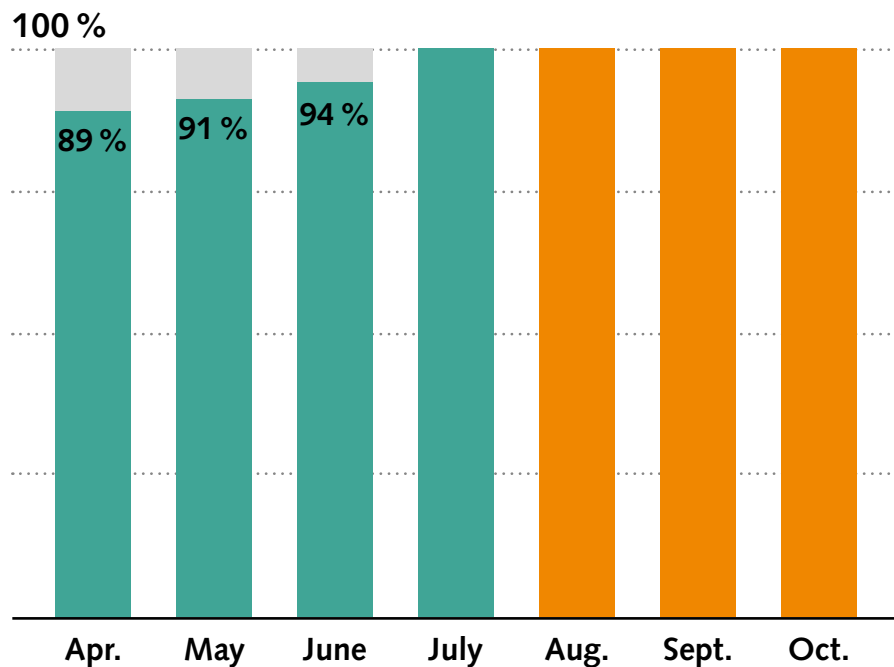
## › Solid balance sheet

- EPRA NTA: 17.91 per share  
(EUR 17.38 ex dividend)
- Net LTV: 26.1 %  
(28.2 % post dividend payment)
- Available cash: EUR 451 million (post dividend and repayment of 2021 bond)

## › New sustainability report 2019/2020 published today

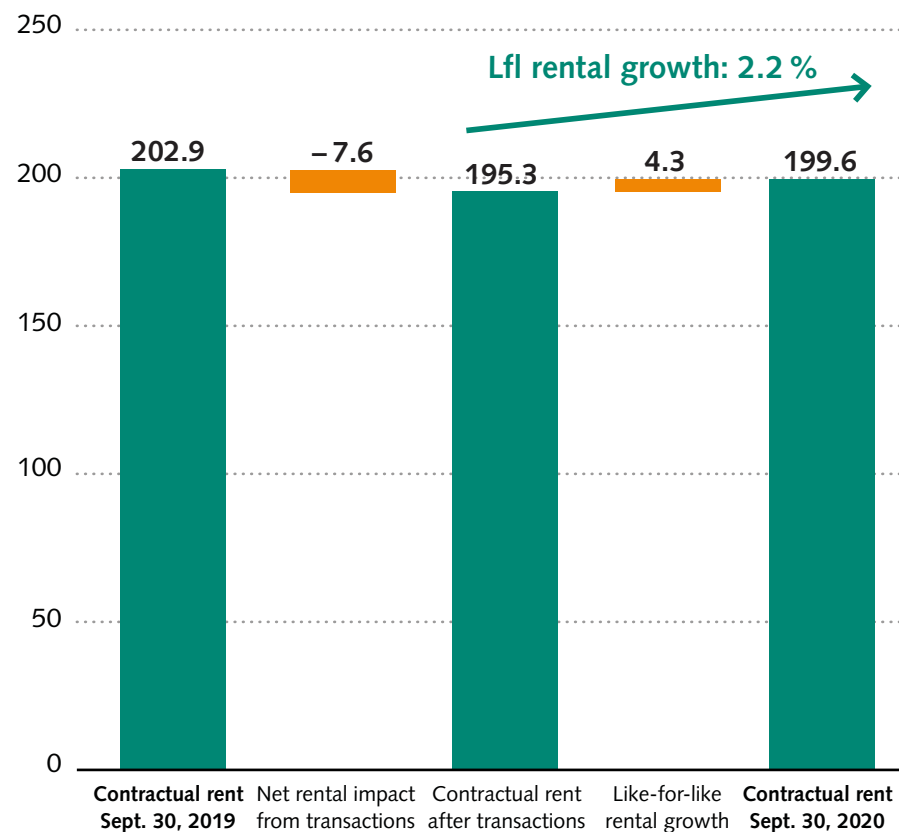
# DEVELOPMENT OF RENTAL INCOME

## RENT COLLECTION RATE 2020



## CONTRACTUAL RENT

in EUR million



# LETTING OVERVIEW

LETTING VOLUME 9M 2020: 92,400 m<sup>2</sup>

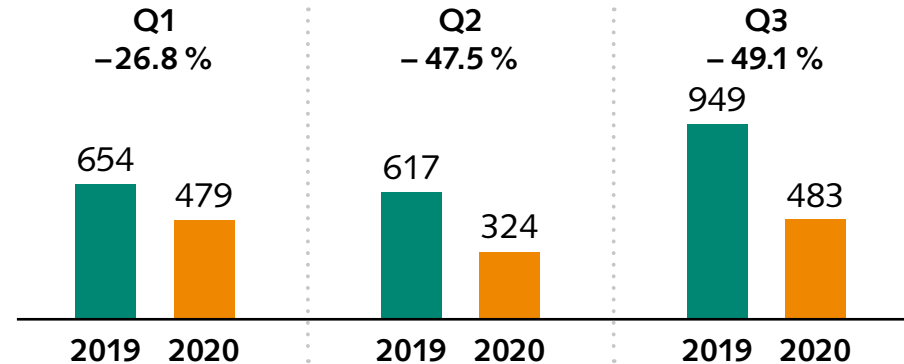
New leases



Lease extensions



Rental market down 42.1 % YOY<sup>1)</sup> in m<sup>2</sup>

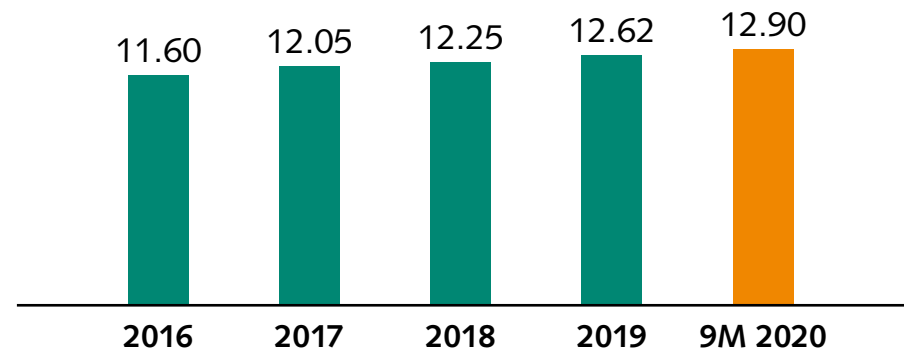


<sup>1)</sup>Source Jones Lang Lasalle, Office Market Overview (Q1, Q2, Q3 2020).

FUTURE INCOME

- › New lease signed represent total future income of EUR 52.5 million
- › Lease extension represent total future income of EUR 24.1 million

AVERAGE RENT per m<sup>2</sup> in EUR



# SELLING THE PERIPHERY

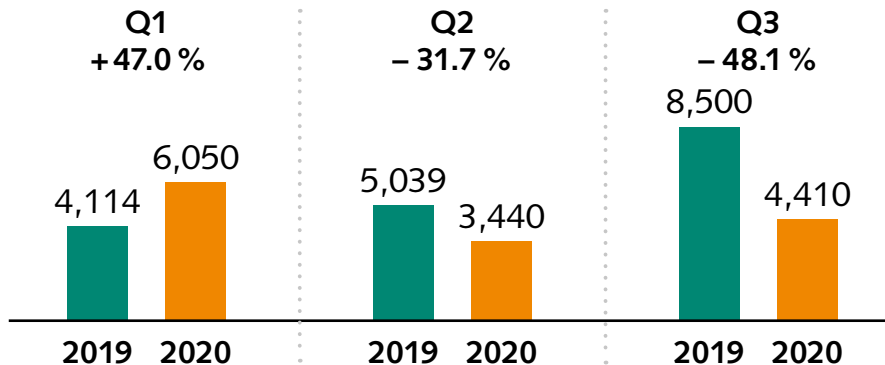
KURZE STR. 40, FILDERSTADT



ESSENER STR. 97, HAMBURG



Investment volume down 21% YOY<sup>1)</sup> in EUR m



<sup>1)</sup>Source Jones Lang Lasalle, Office Market Overview (Q1, Q2, Q3 2020).

## KEY DATA

- **8 assets sold located in:** Bremen, Laatzen, Meerbusch, Ratingen, Filderstadt, Recklinghausen, Hanover and in the outskirts of Hamburg
- **Total disposal value:** EUR 126.5 m
- **Average gain to latest appraised value:** 7.2 %
- **In place rent of sold assets:** EUR 7.6 million

# WHAT'S NEW THIS YEAR?

WE'VE HAD OUR  
SCIENCE-BASED TARGET APPROVED



TCFD | TASK FORCE ON CLIMATE-RELATED  
FINANCIAL DISCLOSURES

Low-carbon design  
principles of alstria



92%

der Deutschen halten den Klima-  
wandel für ein ernstes oder sehr  
ernstes Problem.\*

Wer übernimmt  
Verantwortung?

95%

der Aktionäre der alstria office  
REIT-AG haben sich dagegen aus-  
gesprochen, dass pro Aktie 1 Cent  
einbehalten wird, um damit in  
Umweltprojekte zu investieren.\*\*

Source: Immobilienzeitung Oct. 10, 2020.

# NEW BUILDINGS ARE PART OF THE PROBLEM

## CURRENT REFURBISHMENT PIPELINE

### > Operational saving vs. existing asset:

- New building operational emission savings: 1,220 tCO<sub>2</sub>e/year
- Refurbished building operational savings: 732 tCO<sub>2</sub>e/year

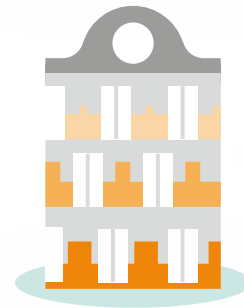
### > LCA avoided emissions:

- 22,760 tCO<sub>2</sub>e (30 years)
- 13,000 tCO<sub>2</sub>e (50 years)

On a 2050 timeline, **a new building** is always **the wrong answer** regardless of its relative over performance in operation.

**1,030 kgCO<sub>2</sub>e/m<sup>2</sup>**

Demolish and rebuild



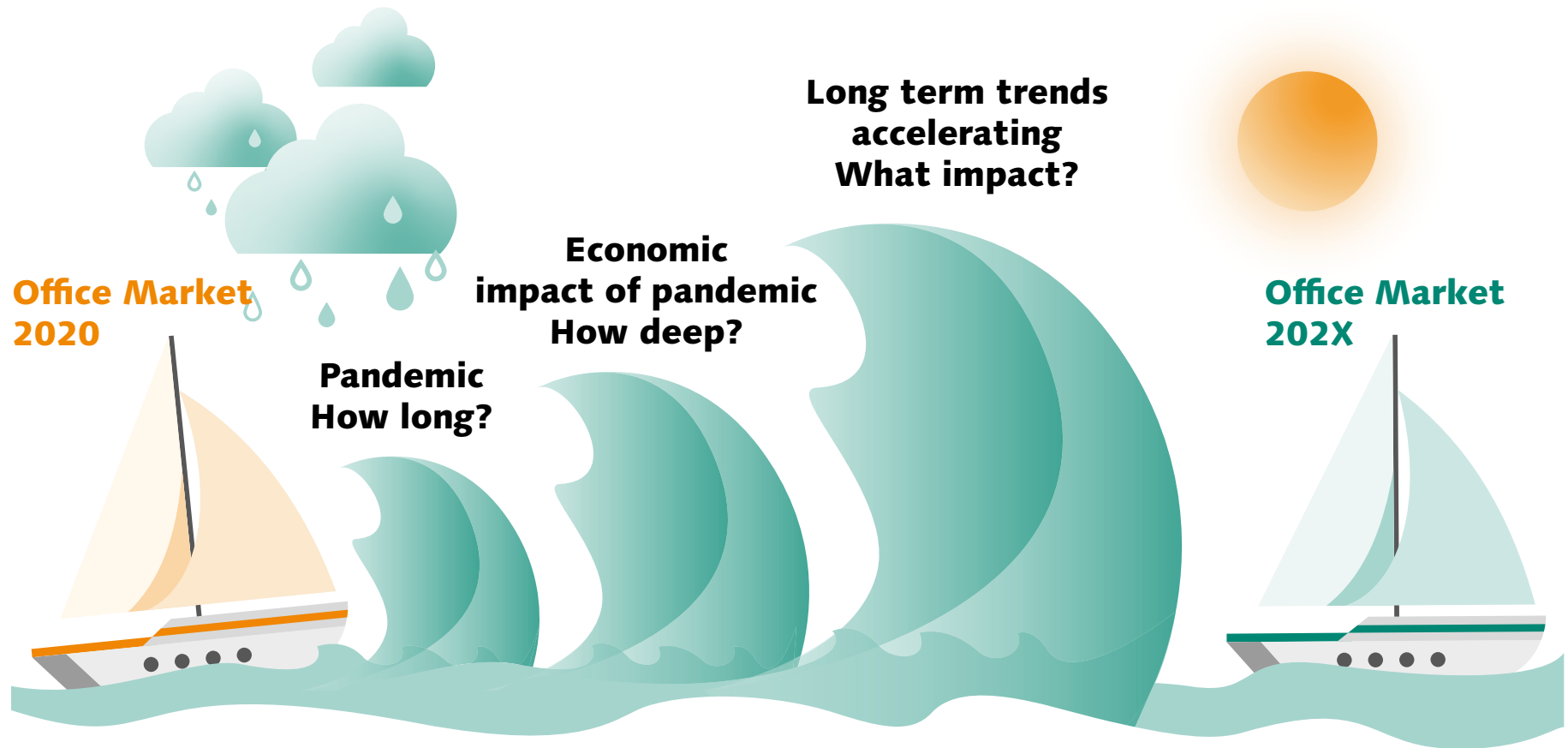
**300 kgCO<sub>2</sub>e/m<sup>2</sup>**

Refurbish and reuse

Difference

**730 kgCO<sub>2</sub>e/m<sup>2</sup>**

# ADRESSING THE BIG PICTURE



We were not prepared, but we adapted.  
Volatility will be high as long as it is not over.  
It is not over yet.

**Downside risk protection:**  
26.1 % LTV, pipeline fully funded and  
70 % pre-let, EPRA vacancy at 8.0 %

**Opportunities:**  
EUR 350 m of war chest

They have been clarified but are not new.  
Reemphasize the need to be a focused operator.  
Intensification of the dialogue with our stake-  
holders on a common vision on the Company's  
future.

# ALSTRIA'S SHARE

## 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, RX REIT Index, GPR 250 Index Series, GPR 250 REIT Index Series, EURO STOXX 600
Number of shares	177.6 million
Free float	100 %

## CONTACT

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# APPENDIX



# PORTFOLIO UPDATE

## PORTFOLIO DATA (Sept. 30, 2020)

- › Number of properties: 110
- › Market value: EUR 4.4 billion
- › Value per m<sup>2</sup>: EUR 3,044
- › Annual Contractual rent: EUR 199.6 million
- › Valuation yield: 4.6 %
- › Lettable area: 1.4 million m<sup>2</sup>
- › EPRA vacancy rate: 8.0 %
- › WAULT: 6.3 years
- › Average rent per m<sup>2</sup>: EUR 12.90 per month

## ALSTRIA'S INVESTMENT MARKETS

as of Sept. 30, 2020

### Total portfolio

- Investment volume: EUR 4.4 billion
- 🏠 Number of assets: 110
- ☒ Lettable area: 1.4 million m<sup>2</sup>
- 📍 Headquarters
- Local offices

### Hamburg

- EUR 1,429 million
- 🏠 36 assets
- ☒ 386,500 m<sup>2</sup>

### Düsseldorf

- EUR 1,176 million
- 🏠 32 assets
- ☒ 445,000 m<sup>2</sup>

### Frankfurt

- EUR 822 million
- 🏠 18 assets
- ☒ 260,800 m<sup>2</sup>

### Stuttgart

- EUR 507 million
- 🏠 9 assets
- ☒ 208,100 m<sup>2</sup>

### Berlin

- EUR 330 million
- 🏠 11 assets
- ☒ 86,800 m<sup>2</sup>

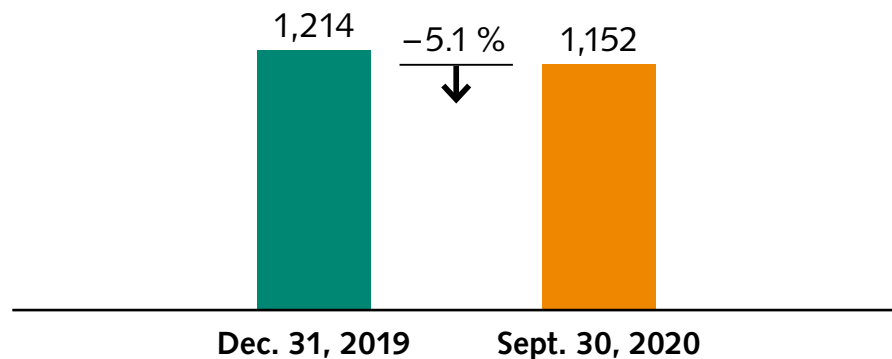
### Others

- EUR 108 million
- 🏠 4 assets
- ☒ 49,700 m<sup>2</sup>

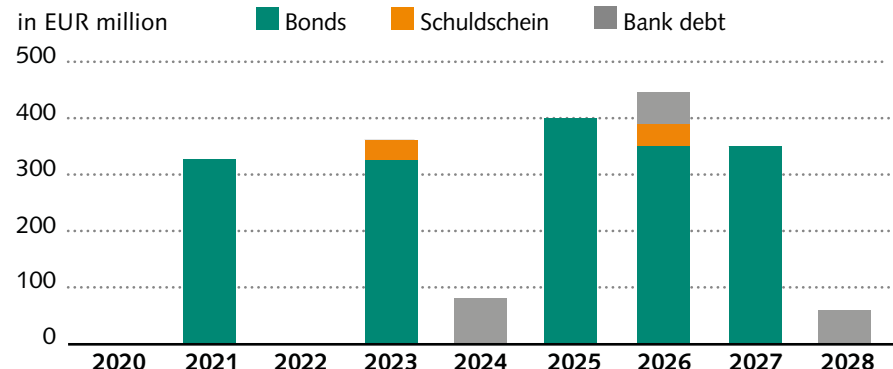


# FINANCIAL DEBT

## FINANCIAL DEBT in EUR million



## MATURITY PROFILE (as of Sept. 30, 2020)



## COMPOSITION OF DEBT in EUR million

	Nominal amount (Euro m)	Cost of debt (%)	Avg. Maturity (years)
Bonds	1,752	1.5	4.3
Bank debt	196	1.0	5.6
Schuldschein	77	2.5	4.2
<b>Total</b>	<b>2,025</b>	<b>1.4</b>	<b>4.4</b>
Cash	873		
<b>Net debt</b>	<b>1,152</b>		

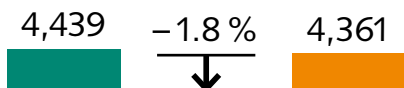
## RATIOS

- › **Cost of debt:** 1.4 % (1.3 %\*)
- › **Net LTV:** 26.1 % (27.1 %\*)
- › **Net debt / EBITDA:** 8.1 x (8.5 x\*)
- › **Avg. debt maturity:** 4.4 years (4.8 years\*)

\* as per Dec. 31, 2019.

# SELECTED BALANCE SHEET POSITIONS

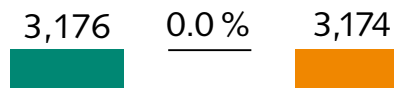
## INVESTMENT PROPERTY in EUR million



Dec. 31, 2019

Sept. 30, 2020

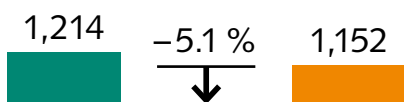
## EQUITY in EUR million



Dec. 31, 2019

Sept. 30, 2020

## NET FINANCIAL DEBT in EUR million



Dec. 31, 2019

Sept. 30, 2020

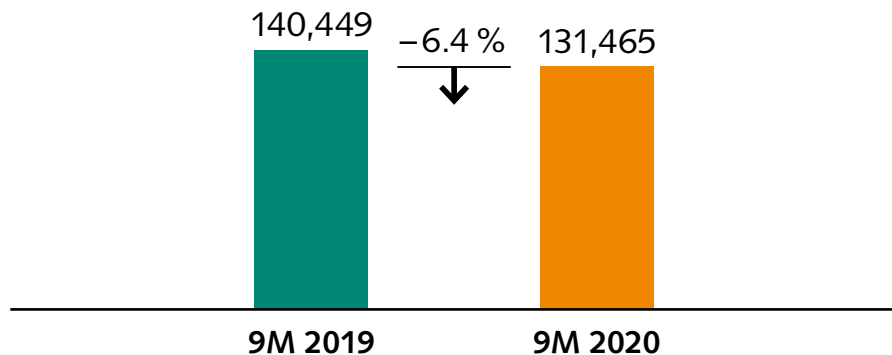
## RATIOS

- G-REIT equity ratio: 71.9 % (70.9 %\*)
- Net LTV: 26.1 % (27.1 %\*)
- EPRA NRV per share: EUR 19.66 (EUR 19.67\*)
- EPRA NTA per share: EUR 17.91 (EUR 17.91\*)
- EPRA NDV per share: EUR 17.71 (EUR 17.61\*)

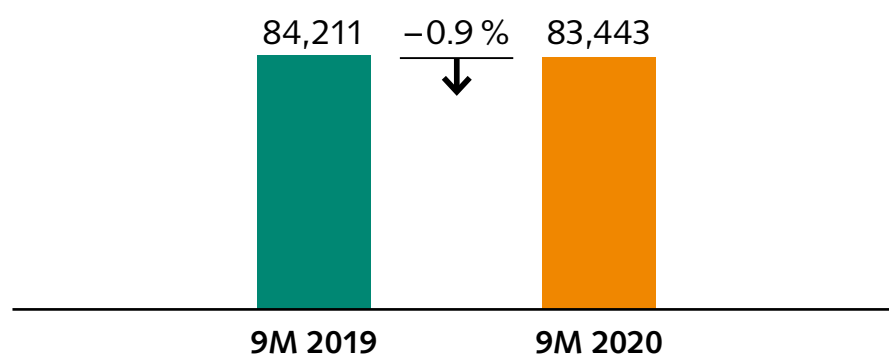
\* as per Dec. 31, 2019.

# SELECTED PROFIT & LOSS POSITIONS

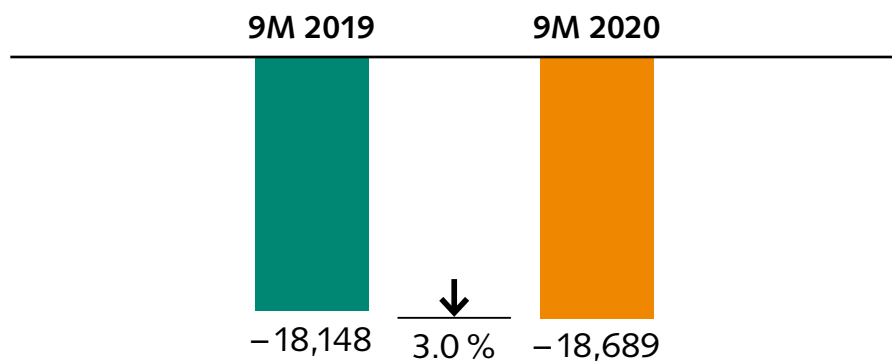
## GROSS RENTAL INCOME in EUR million



## FUNDS FROM OPERATIONS (FFO) in EUR million



## SG&A in EUR k



## RATIOS

- › FFO per share: EUR 0.47 (EUR 0.47\*)
- › FFO margin: 63.5 % (60.0 %\*)
- › EPRA cost ratio: 20.8 % (21.0 %\*)

\* as per Sept. 30, 2019.

# RECONCILIATION FROM IFRS TO FFO

## IFRS P&L AND FFO

EUR k	IFRS P&L	Adjust-ments	FFO 9M 2020	FFO 9M 2019
Revenues	131,465	0	131,465	140,449
Revenues from service charge income	30,037	0	30,037	29,615
Real estate operating expenses	-44,906	397	-44,509	-46,911
<b>Net rental income</b>	<b>116,596</b>	<b>397</b>	<b>116,993</b>	<b>123,153</b>
Administrative expenses	-6,086	872	-5,214	-6,251
Personnel expenses	-13,849	374	-13,475	-11,896
Other operating income	4,964	-2,168	2,796	2,260
Other operating expenses	-1,920	336	-1,584	-1,385
Net gain/loss from fair value adjustments of investment property	-88,481	88,481	0	0
Gain/loss on disposal of investment properties	8,755	-8,755	0	0
<b>Net operating result</b>	<b>19,979</b>	<b>79,537</b>	<b>99,516</b>	<b>105,880</b>
Net financial result	-23,179	8,490	-14,689	-19,301
Share of the result of joint venture	-10	0	-10	-97
Net result from fair value adjustments on financial derivatives	0	0	0	0
<b>Pretax income / FFO</b>	<b>-3,210</b>	<b>88,027</b>	<b>84,817</b>	<b>86,481</b>
Income tax	224	-224	0	0
Consolidated profit	-2,986	87,803	84,817	86,481
Minority interest	0	-1,374	-1,374	-2,270
<b>Consolidated profit / FFO (after minorities)</b>	<b>-2,986</b>	<b>86,429</b>	<b>83,443</b>	<b>84,211</b>
Number of outstanding shares (k)			177,593	177,593
FFO per share (EUR)			0.47	0.47

## MAIN ADJUSTMENTS

- › EUR 88.5 m revaluation loss
- › EUR 8.8 m non-recurring disposal gains
- › Financial expenses:
  - EUR 8.5 m mainly non-recurring interest bond
- › Other operating income:
  - EUR 2.2 m mainly devaluation of minority shares