

FIRST 3 MONTHS OF 2019

MAY 7, 2019



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.

No duty to update

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

WHERE ARE WE TODAY?

YOU ARE HERE

BUILDING OPPORTUNITIES

ECB STIMULUS CONTINUES

- › **Opportunity:** 1.6 million m² of office space
- › **Portfolio value:** ↗
- › **Yield:** ↘
- › **Cash-flow growth:** Refurbishment projects
- › **Equity:** Follow capital market signals
- › **Debt:** keep leverage low

RENTAL GROWTH DECORRELATES FROM GDP

- › **Opportunity:** 1.6 million m² of office space
- › **Portfolio value:** ↗
- › **Yield:** ↘
- › **Cash-flow growth:** Rent reversion
- › **Equity:** Follow capital market signals
- › **Debt:** keep leverage low

CAPITAL VALUES REVERT TO FUNDAMENTALS

- › **Opportunity:** Strong balance sheet
- › **Portfolio value:** ↘
- › **Yield:** ↗
- › **Cash-flow growth:** accretive acquisitions
- › **Equity:** Follow capital market signals
- › **Debt:** Increase leverage to buy more

GDP GROWTH ACCELERATE

- › **Opportunity:** 1.6 million m² of office space
- › **Portfolio value:** ↗
- › **Yield:** ↘
- › **Cash-flow growth:** Rent reversion, accretive acquisitions
- › **Equity:** Follow capital market signals
- › **Debt:** Increase leverage to buy more

alstria office REIT-AG

Financial Results 2018

9

- › **Equity:** Discount to NAV → Net Seller
- › **Debt:** Deleveraging process successfully completed
- › **Cash flow improvement:** Vacancy reduction and refurbishments

HIGHLIGHTS Q1 2019



Opernplatz 2, Essen

› Operating business

- Revenues: EUR 46.8 million
- FFO: EUR 28.6 million
- FFO per share: EUR 0.16

› Leasing

- New leases: 36,500 m²
- Extended leases: 52,300 m²
- EPRA vacancy rate: 9.2 %

› Transactions

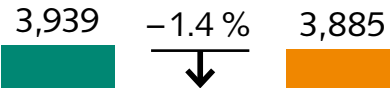
- Acquisition of 2 assets for EUR 22.3 million
- Disposal of 3 assets for a total consideration of EUR 107.4 million (book gain: 16.9 %)

› FY 2019 guidance confirmed

- Revenues: EUR 190 million
- FFO: EUR 112 million

SELECTED BALANCE SHEET POSITIONS

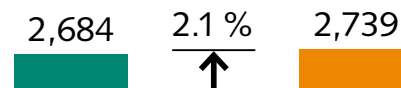
INVESTMENT PROPERTY in EUR million



Dec. 31, 2018

Mar. 31, 2019

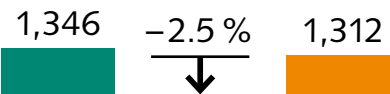
EQUITY in EUR million



Dec. 31, 2018

Mar. 31, 2019

FINANCIAL DEBT in EUR million



Dec. 31, 2018

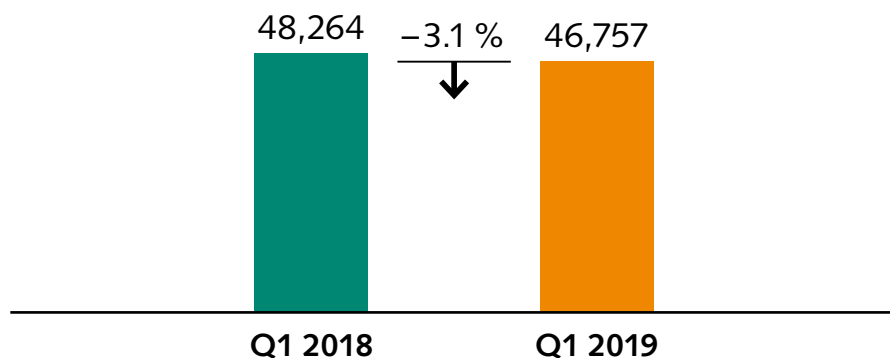
Mar. 31, 2019

RATIOS

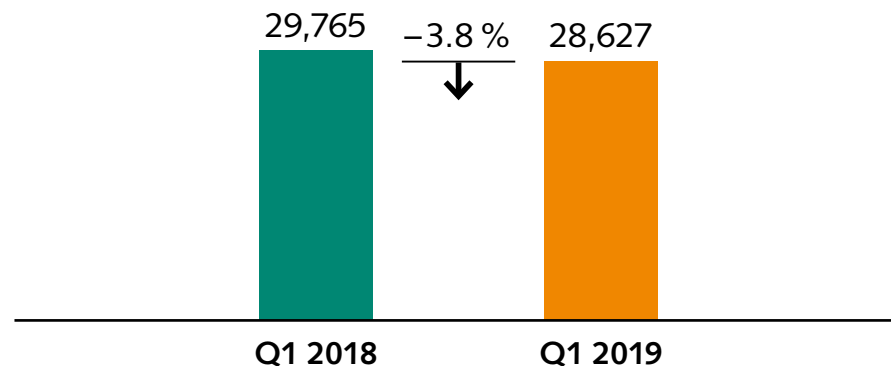
- › G-REIT equity ratio: 69.7 %
- › Net LTV: 28.5 %
- › EPRA NAV per share: EUR 15.44

FINANCIALS: SELECTED PROFIT & LOSS POSITIONS

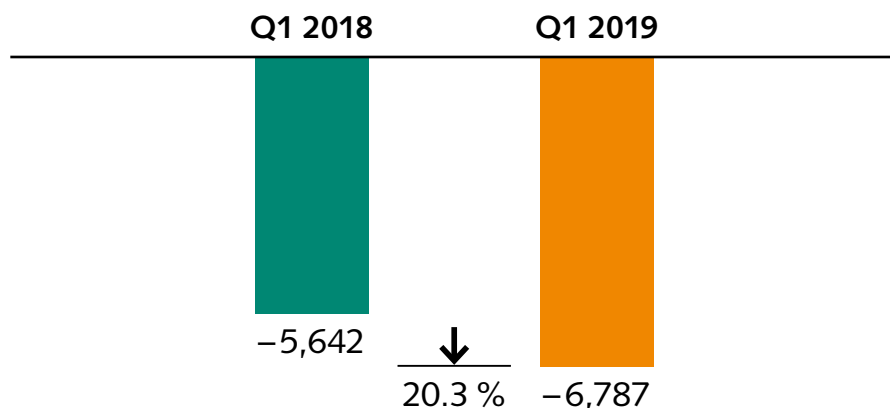
GROSS RENTAL INCOME in EUR k



FUNDS FROM OPERATIONS (FFO) in EUR k



SG&A in EUR k

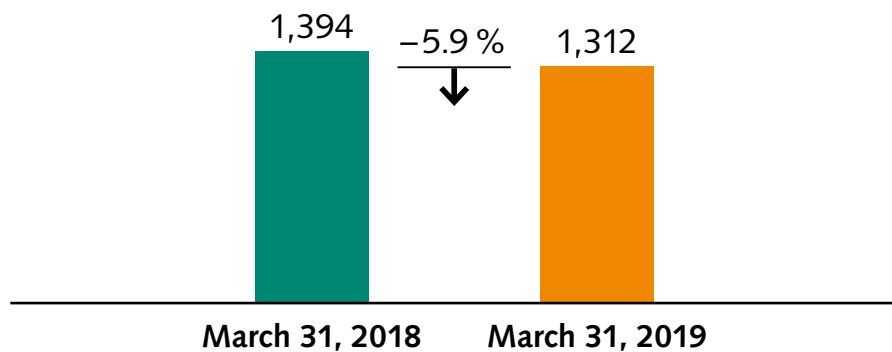


RATIOS

- › FFO per share: EUR 0.16
- › FFO margin: 61.2 %
- › EPRA cost ratio: 22.7 %

DE-LEVERING COMPLETED

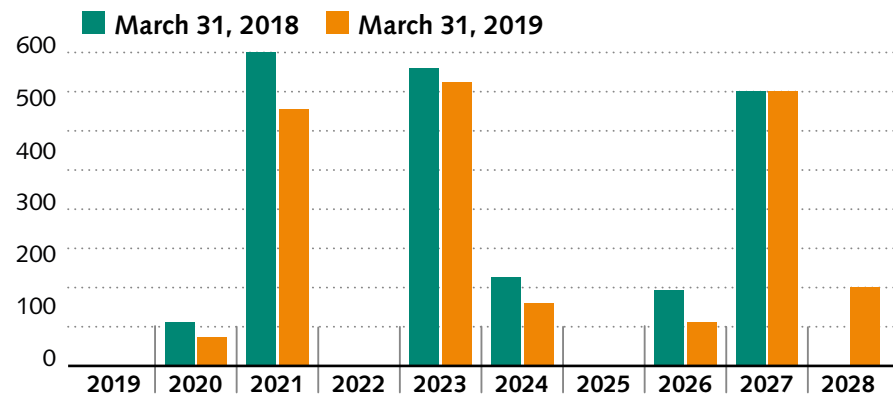
FINANCIAL DEBT in EUR million



COMPOSITION OF DEBT in EUR million

	March 31, 2019	March 31, 2018
Bonds	1,002	1,002
Schuldschein	114	150
Bank debt	196	242
Total	1,312	1,394

MATURITY PROFILE in EUR million



RATIO

- › Cost of debt as per March 31, 2019: 1.8 %
- › Net LTV: 28.5 %
- › Net debt/EBITDA: 7.8 x

OPERATIONS: PORTFOLIO UPDATE

PORTFOLIO DATA (March 31, 2019)

- › **Investment property:** EUR 3.9 billion
- › **EPRA vacancy rate:** 9.2 %
- › **WAULT:** 4.9 years
- › **Contractual rent:** EUR 194.1 million
- › **Valuation yield:** 5.0 %
- › **Value per m²:** EUR 2,551

ALSTRIA'S INVESTMENT MARKETS

as per March 31, 2019

Total portfolio

- Investment volume: EUR 3.9 billion
- 🏠 Number of assets: 115
- ☒ Lettable area: 1.5 million m²
- 📍 Headquarters
- Local offices

Hamburg

- EUR 1,223 million
- 🏠 37 assets
- ☒ 389,807 m²

Rhine-Ruhr

- EUR 1,093 million
- 🏠 34 assets
- ☒ 476,121 m²

Rhine-Main

- EUR 747 million
- 🏠 20 assets
- ☒ 297,489 m²

Stuttgart

- EUR 484 million
- 🏠 10 assets
- ☒ 214,062 m²

Berlin

- EUR 247 million
- 🏠 9 assets
- ☒ 79,109 m²

Others

- EUR 107 million
- 🏠 5 assets
- ☒ 76,269 m²

OPERATIONS: LEASING UPDATE Q1 2019

NEW LEASES 2018: 36,500 m²

- 32 new leases
- Avg. lettable area: 1,141 m²
- Avg. rent: EUR 13.20 m²/month
- WAULT: 6.8 years*
- Future cashflow: EUR 40.5 million*

* Incl. parkings.

NEW LEASES > 1,500 m²

Address	City	Tenant	Lettable area (m ²)	Net rent p.a. (EUR k)	Lease length (years)	Rent free ¹⁾ (in % of lease length)	Net rent/m ² (EUR)
Platz der Einheit 1	Frankfurt am Main	Solactive AG	2,900	850	10.0	5.8	24.00
Heerdter Lohweg 35	Düsseldorf	Barmer GEK	13,500	1,894	12.0	7.6	11.70
Amsinckstrasse 34	Hamburg	GULP GmbH	2,200	424	5.0	1.7	14.75
Pempelfurtstrasse 1	Ratingen	Intocast AG	1,700	179	10.0	0.0	7.50

¹⁾ Disregarding parking, storage and other supplementary spaces.

RENEWALS 2018: 52,300 m²

- 9 lease extensions
- Avg. lettable area: 5,808 m²
- Avg. rent: EUR 10.69 m²/month
- WAULT: 4.9 years
- Future cashflow: EUR 33.8 million

RENEWALS > 4,500 m²

Address	City	Tenant	Lettable area (m ²)	Net rent p.a. (EUR k)	Lease length (years)	Rent free ¹⁾ (in % of lease length)	Net rent/m ² (EUR)
Ivo-Beucker-Str. 43	Düsseldorf	SMS Group GmbH	8,000	1,208	5.0	0.0	11.50
Alfredstrasse 236	Essen	Hochtief AG	30,300	4,150	4.0	0.0	11.41
Willstätterstr. 11-15	Düsseldorf	Hach Lange GmbH	7,700	757	9.6	3.5	9.25

¹⁾ Disregarding parking, storage and other supplementary spaces.

EUR 17.0 M RENT REVERSION / EUR 1 PER SHARE NAV POTENTIAL

DEVELOPMENTS

Adress	City	Lettable area (m ²)	OMV at start of development (EUR k)	Total capex (EUR k)	Current rent (EUR k)	ERV on completion (EUR k)	Rent reversion (EUR k)	All-in-cost yield (%)	Expected OMV ¹⁾ (EUR k)	Expected development gain (EUR k)	Expected development gain per share (EUR)
Amsinckstr. 28	Hamburg	8,600	13,300	8,700	0	1,532	1,532	7.0	38,300	16,300	0.09
Amsinckstr. 34	Hamburg	6,600	9,700	7,000	220	1,207	987	7.2	30,175	13,475	0.08
Besenbinderhof 41	Hamburg	5,000	6,500	8,400	0	903	903	6.1	22,575	7,675	0.04
Carl-Reiß-Platz 1–5, TG	Mannheim	17,500	17,000	36,100	44	3,100	3,056	5.8	68,820	15,720	0.09
Gustav-Nachtigal-Str. 3–5	Wiesbaden	26,800	28,800	47,000	776	5,604	4,828	7.4	140,100	64,300	0.36
Kanzlerstr. 8	Düsseldorf	9,100	14,500	4,100	601	1,171	570	6.3	25,996	7,396	0.04
Solmsstr. 27–37	Frankfurt /M.	29,800	68,000	12,000	140	5,287	5,147	6.6	132,175	52,175	0.29
Total		103,400	157,800	123,300	1,781	18,804	17,023	6.7	458,141	177,041	1.00

¹⁾ Expected OMV at current market yield (4.0 % for assets in Hamburg, Wiesbaden and Frankfurt, 4.5 % for assets in Mannheim and Düsseldorf).

- 6.6 % of the portfolio under development
- Planned capex of EUR 123.3 m
- EUR 17.0 m rent reversion potential
- Expected all-in-cost yield of 6.7 %
- Current market yield of 4.0–4.5%
- Expected development gain of EUR 177 m (EUR 1.00 per share)

SELLING THE PERIPHERY

BERNER STR. 119, FRANKFURT (NIEDER –ESCHBACH)



INGERSHEIMER STR. 20, STUTTGART (WEILIMDORF)



OPERNPLATZ 2, ESSEN



KEY DATA

Disposal proceeds: EUR 107.4 million

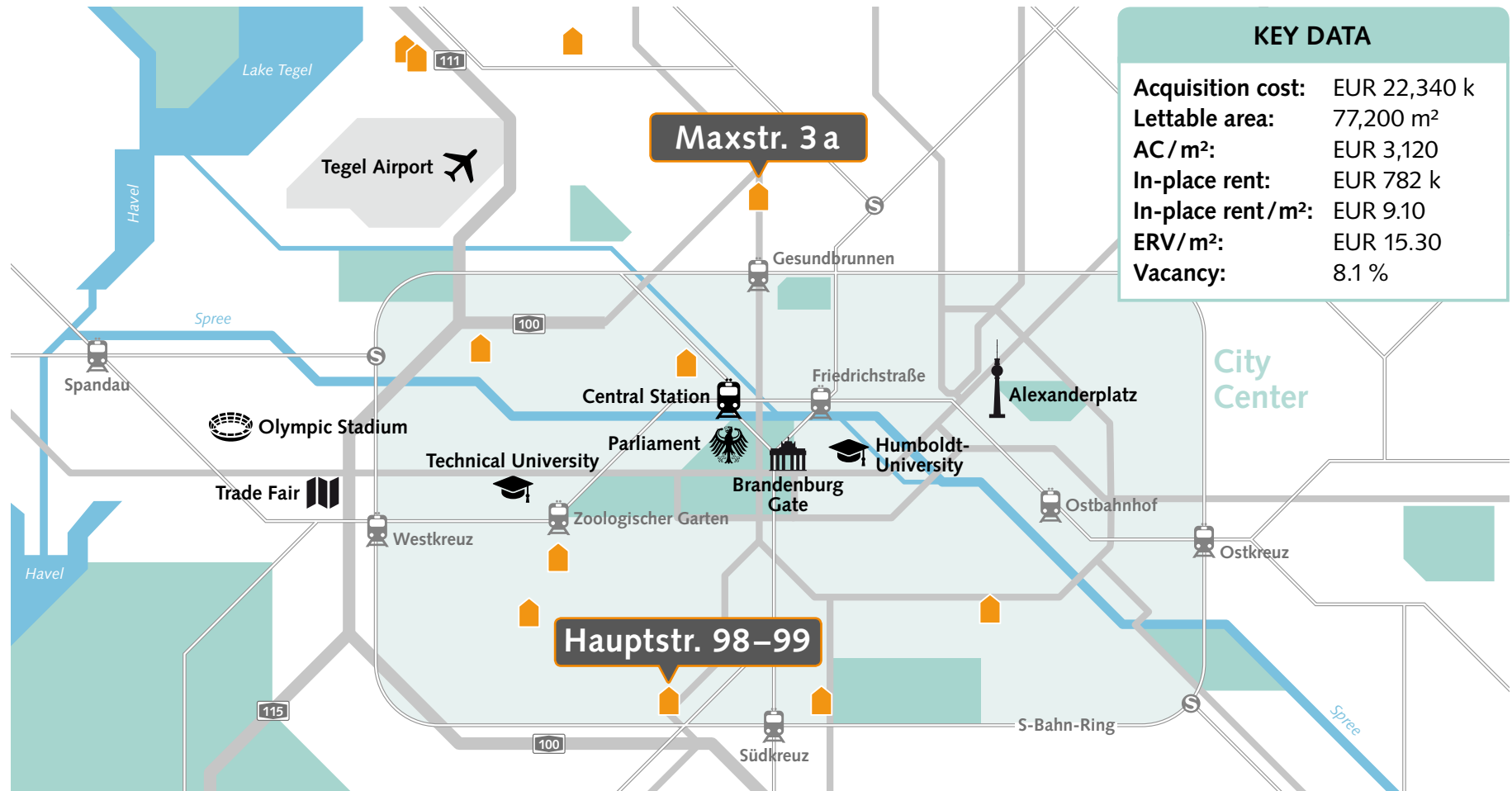
**Gain to 31/12/18
appraised value:** EUR 18,100

Lettable area: 52,100 m²

In-place rent: EUR 5,957 k

Vacancy: 7.3 %

TWO NEW ACQUISITIONS IN BERLIN



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
Number of shares	177.4 million
Free float	100 %

CONTACT

Investor Relations / Public Relations
RALF DIBBERN

E rdibbern@alstria.de
T +49 (0) 40 226 341-329
F +49 (0) 40 226 341-229

alstria office REIT-AG
Steinstrasse 7
20095 Hamburg, Germany
www.alstria.com
info@alstria.de

Corporate
Responsibility

Prime

rated by

oekom research



www.twitter.com/alstria_REIT



[https://www.xing.com/
companies/alstriaofficereit-ag](https://www.xing.com/companies/alstriaofficereit-ag)



[www.linkedin.com/
company/alstria-office-reit-ag](https://www.linkedin.com/company/alstria-office-reit-ag)

APPENDIX: RECONCILIATION FROM IFRS TO FFO

IFRS P&L AND FFO

EUR k	IFRS P&L	Adjustments	FFO Q1 2019	FFO Q1 2018
Revenues	46,757	0	46,757	48,264
Revenues from service charge income	14,435	0	14,435	15,162
Real estate operating expenses	-21,425	1,129	-20,297	-21,046
Net rental income	39,766	1,129	40,895	42,380
Administrative expenses	-2,046	254	-1,792	-1,958
Personnel expenses	-4,741	1,110	-3,631	-3,460
Other operating income	13,024	-12,149	875	1,501
Other operating expenses	-3,011	2,523	-488	-555
Net loss from fair value adjustments on investment property	-60	60	0	0
Gain on disposal of investment properties	18,112	-18,112	0	0
Net operating result	61,044	-25,185	35,859	37,908
Net financial result	-6,466	0	-6,466	-7,362
Share of the result of joint venture	-37	0	-37	62
Net result from fair value adjustments on financial derivatives	0	0	0	0
Pretax income / FFO	54,541	-25,185	29,356	30,608
Income tax	95	-95	0	0
Minorities	-	-729	-729	-843
Net profit / FFO after minorities	54,636	-26,009	28,627	29,765

ADJUSTMENTS

- EUR 18,112 k gain from disposal of properties
- EUR 12,149 k other operating income, mainly reversal of accruals for land transfer tax
- EUR 2,523 k other operating expenses for the valuation of minority share of alstria office prime portfolio GmbH & Co. KG
- EUR 1,129 k Real estate operating expenses, ground tax according to IFRIC 21
- EUR 1,110 k Personnel expenses, non-cash accruals for share based compensation