



Investor Presentation

October 2008

HAHN-Immobilien-Beteiligungs AG



Good ideas for large sales areas.

Executive Summary

- ≡ Real estate manager with full range of services
 - ≡ Asset and property management
 - ≡ Fund management for private and institutional investors
 - ≡ Co-investments and sole investments
- ≡ Market leader in German large-scale retail properties
- ≡ More than 25 years of experience on the market
- ≡ 1.5 million m² sales area under management; approx. Euro 2.4 bn
- ≡ Annual rental income of approx. Euro 155 million
- ≡ Four important exit-channels
 - ≡ Private investors (“Pluswertfonds”)
 - ≡ Institutional JV-portfolios
 - ≡ HAHN FCP (first closing with Euro 125 million equity)
 - ≡ Sole investments
- ≡ IPO in October 2006

Agenda

I. Company Profile

II. Business Model

III. Business Update / Financials

IV. Outlook



I. Company Profile



Hahn Group

(2007: Sales Euro 130 million / Net profit Euro 7.1 million)

Trading

Marketing of real estate funds

Sale of real estate property and of shares in investment properties

(2007: Sales Euro 116 million / EBIT Euro 16.4 million)

Management

Asset Management

Property Management

Fund Management

(2007: Sales Euro 13 million / EBIT Euro 5.9 million)

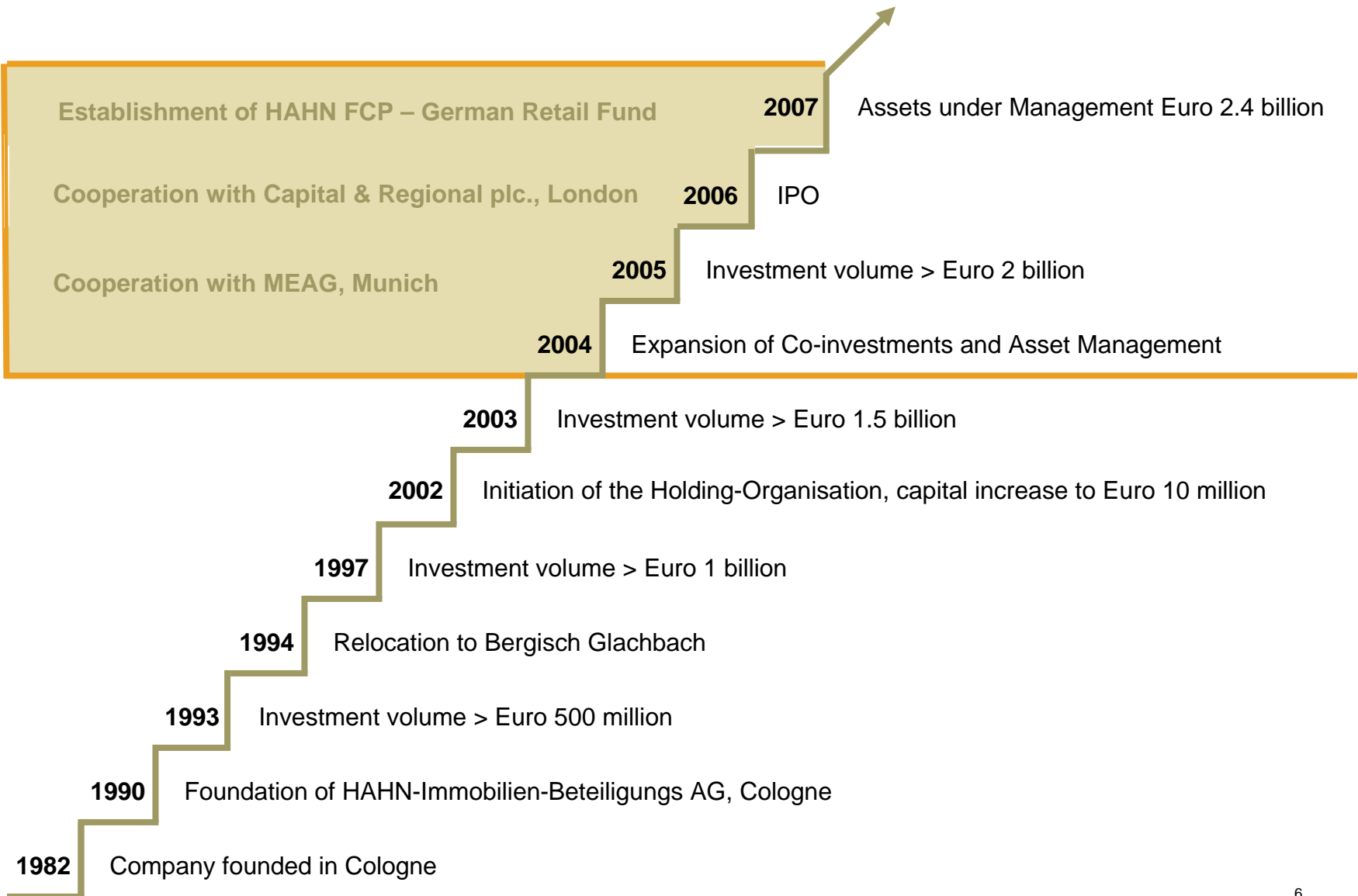
Investment

Co-Investments

Sole Investments

(2007: Sales Euro 2.5 million / EBIT Euro 2.1 million)

Milestones



Supervisory Board

- ≡ **Michael Hahn** (Chairman), 79 per cent stake in Hahn AG
- ≡ **Dr. Eckart John von Freyend** (Deputy Chairman)
- ≡ **Dr. Reinhard Freiherr von Dalwigk**
- ≡ **Robert Löer**

Bernhard Schoofs (CEO)

Responsible for strategy and finance, fund management, institutional and private clients as well as other central function

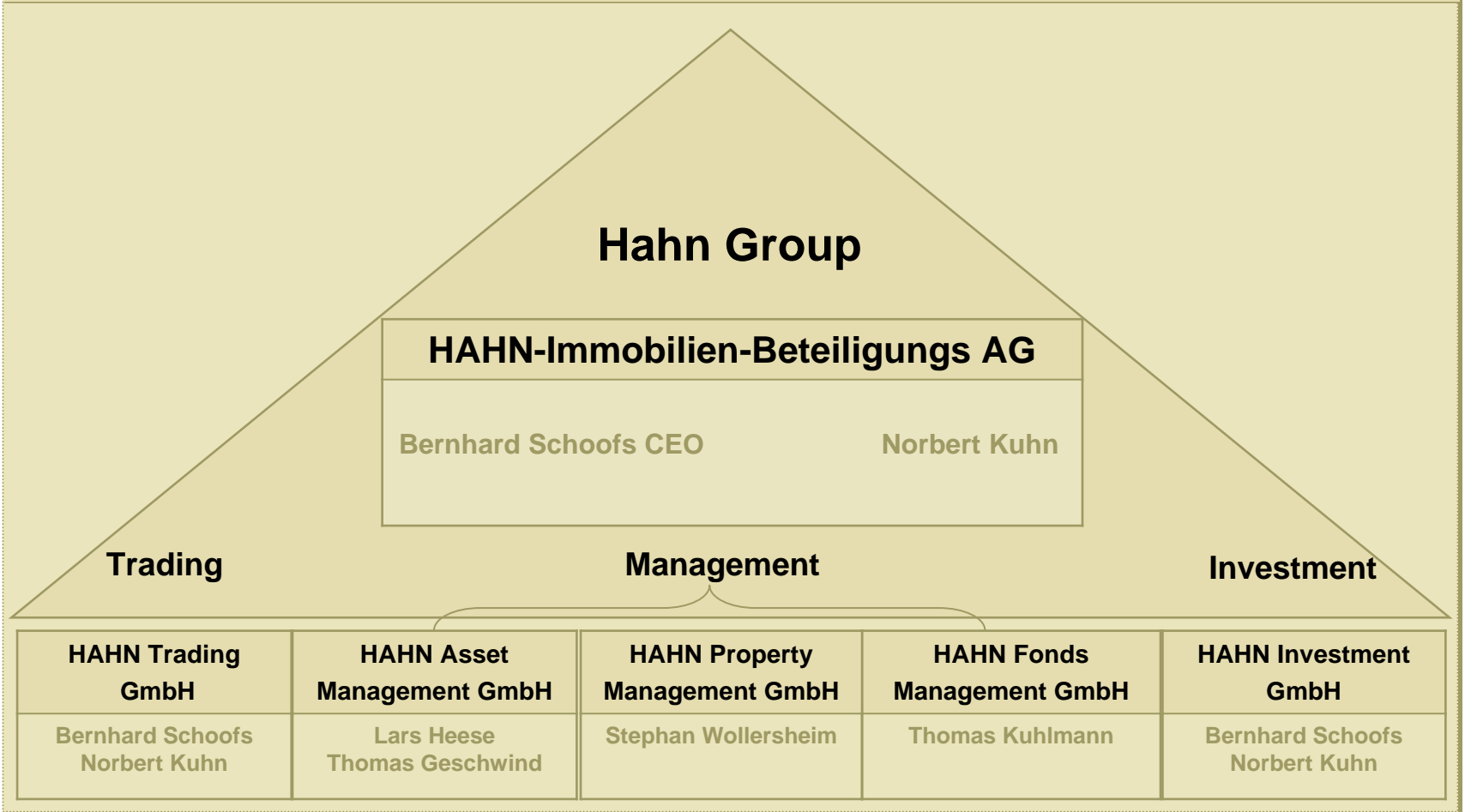
- ≡ Member of the Board of Management since 2002
- ≡ Over 15 years of experience in the real estate sector
- ≡ Professional experience in the auditing sector
- ≡ Business Administration graduate

Norbert Kuhn (Management Board)

Responsible for portfolio-, asset- and property management as well as procurement.

- ≡ Member of the Board of Management since 2006
- ≡ Former Managing Director of Metro Group Real Estate Management GmbH (1997-2005)
- ≡ Over 15 years of experience in the real estate sector
- ≡ Professional experience as fully qualified lawyer
- ≡ Law studies graduate

Company Structure



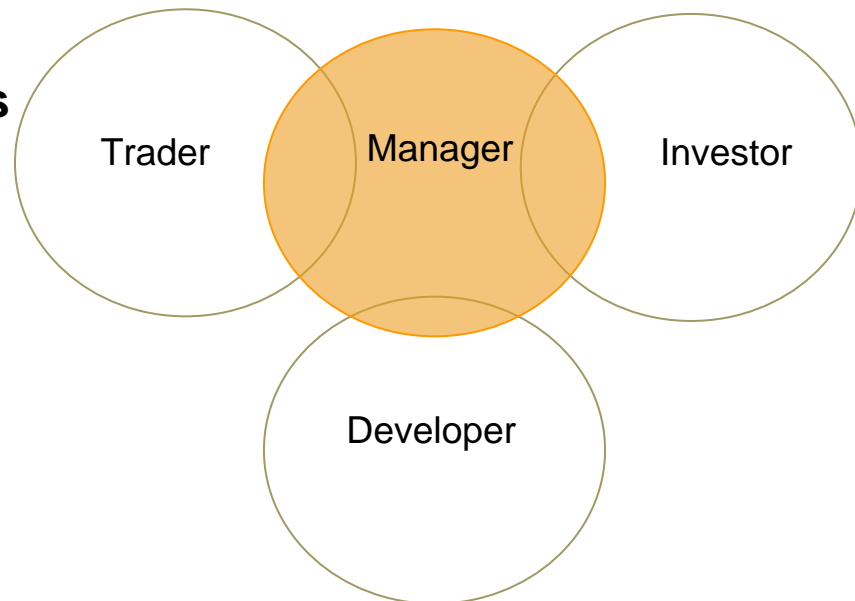


II. Business Model

Hahn's Approach to Real Estate Business

- ≡ Manager and Co-Investor in large-scale retail real estate
- ≡ Management plays dominant role (**asset**, **property** and **fund** management)
- ≡ Covering the complete life cycle of the property
- ≡ Co-investments allow Hahn to further partake in good investment performance
- ≡ Growth driver: Recurring fee revenues (operative earnings)

**Unique merger of
four different business models**

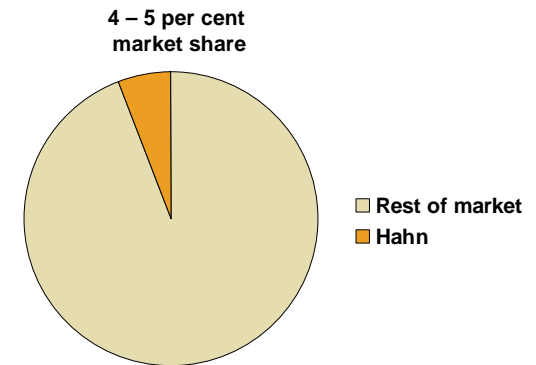


Large Scale Retail Real Estate Market (1)

Market size Germany:

- ≡ 13 million m² Superstores and Hypermarkets*
- ≡ 16 million m² DIY stores*
- ≡ > 5 million m² complementary stores**

= > 34 million m² large-scale retail space



Large-Scale retail properties	Retail space in m ²	Sales focus	Location
Superstores	1,500 - 5,000		
Hypermarkets	> 5,000		
DIY stores	> 8,000		
Retail warehouse centers / retail parks / shopping malls	> 10,000		

Accessible by car
 Inner City
 Food
 Non-Food

* EHI Retail Institute 2007; ** Hahn estimate

Large Scale Real Estate Market (2)

Market protection

- ≡ Retail space is protected by German zoning regulations
- ≡ Property with > 1,200 m² retail space needs to be approved
- ≡ Average duration of new leases > 10 years

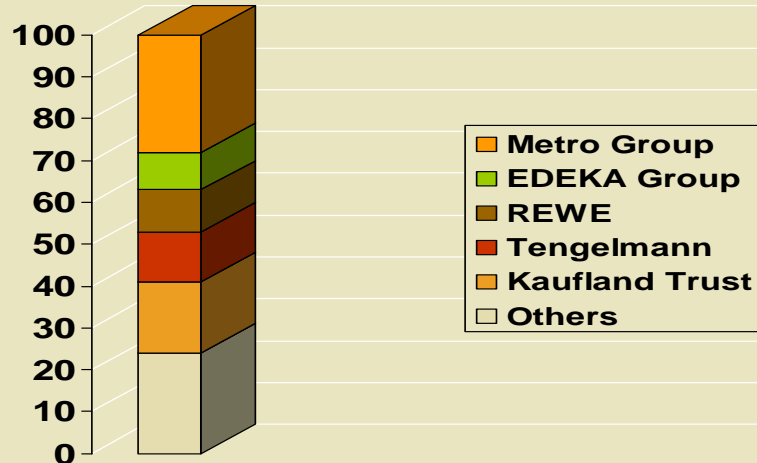
≡ Strong growth in core operating formats (market share)



Hahn Assets under Management – Tenant Mix

- ≡ Multi-national retailers; high credit-worthiness
- ≡ 1,543,000 m² rental space under managements
- ≡ 690 lease contracts; ø remaining terms 6 years

≡ Share in Hahn portfolio



≡ Approx. 170 locations



Capital Market Partners

Private Investors

- ≡ Number of investors: > 2.000
- ≡ Funds issued: 150
- ≡ Investment volume: Euro 1.7 billion since 1982



Institutional Investors

≡ Capital & Regional plc. (until end of 2008)

- ≡ Assets under management: Euro 9.4 billion
- ≡ Joint investment volume: > Euro 450 million
- ≡ Hahn share 10.15%

JV terminated by end of Q3/2008
Geared return of > 15 percent in 2007

**Capital &
Regional**

≡ MEAG, Assetmanager of Munich Re

- ≡ Assets under management: Euro 180 billion
- ≡ Joint investment volume: Euro 235 million
- ≡ Hahn share 3.3%

German Superstores Fund:
Annual total return of 9.3 percent since start in 2004

MEAG

≡ HAHN FCP – German Retail Fund

- ≡ Target Investment volume: Euro 750 million
- ≡ Equity volume: Euro 300 million
- ≡ Hahn share: 10 – 20 %
- ≡ Asset class: Core plus

≡ Administration:

LRI Invest
Luxembourg
Member of the LBBW Group

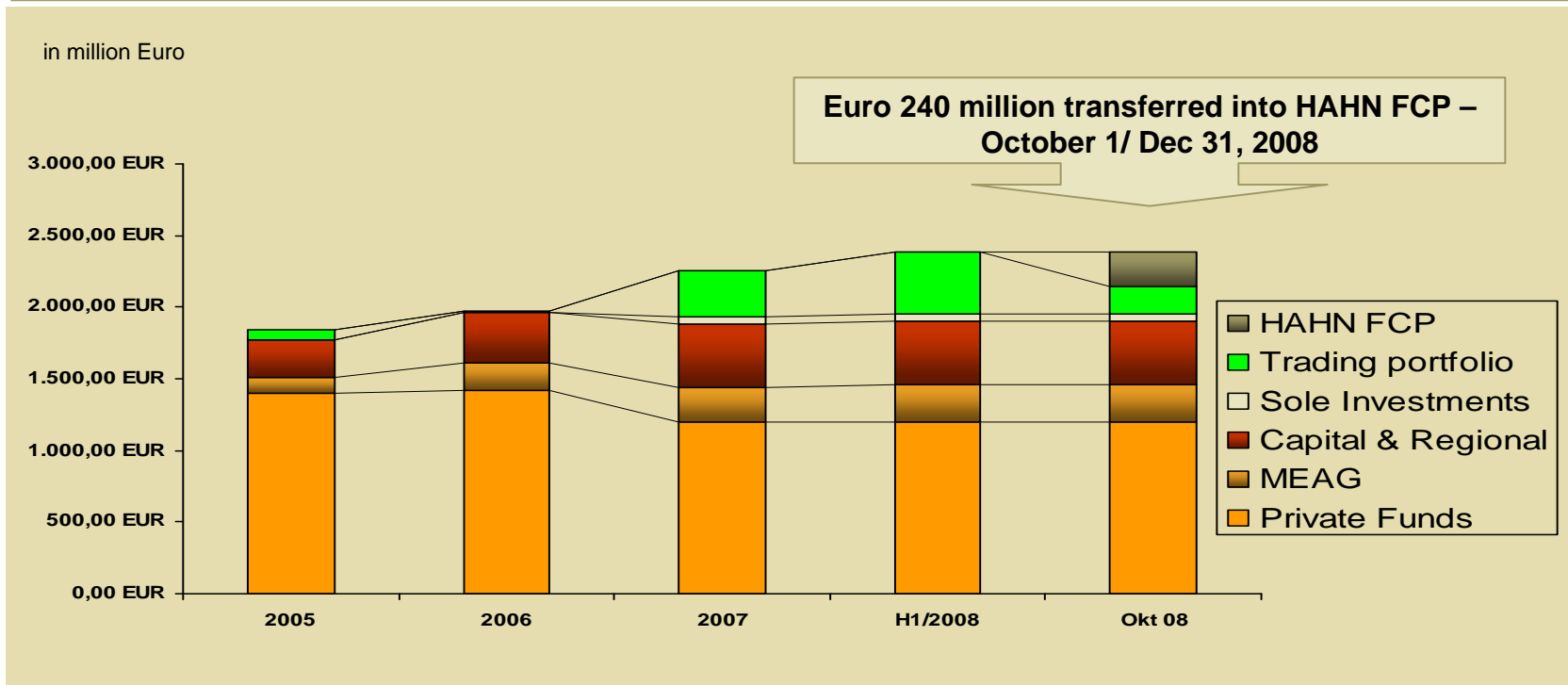
≡ Institutional Sales:

SAL. OPPENHEIM
Privatbankiers seit 1789

Hahn Assets under Management – Portfolios

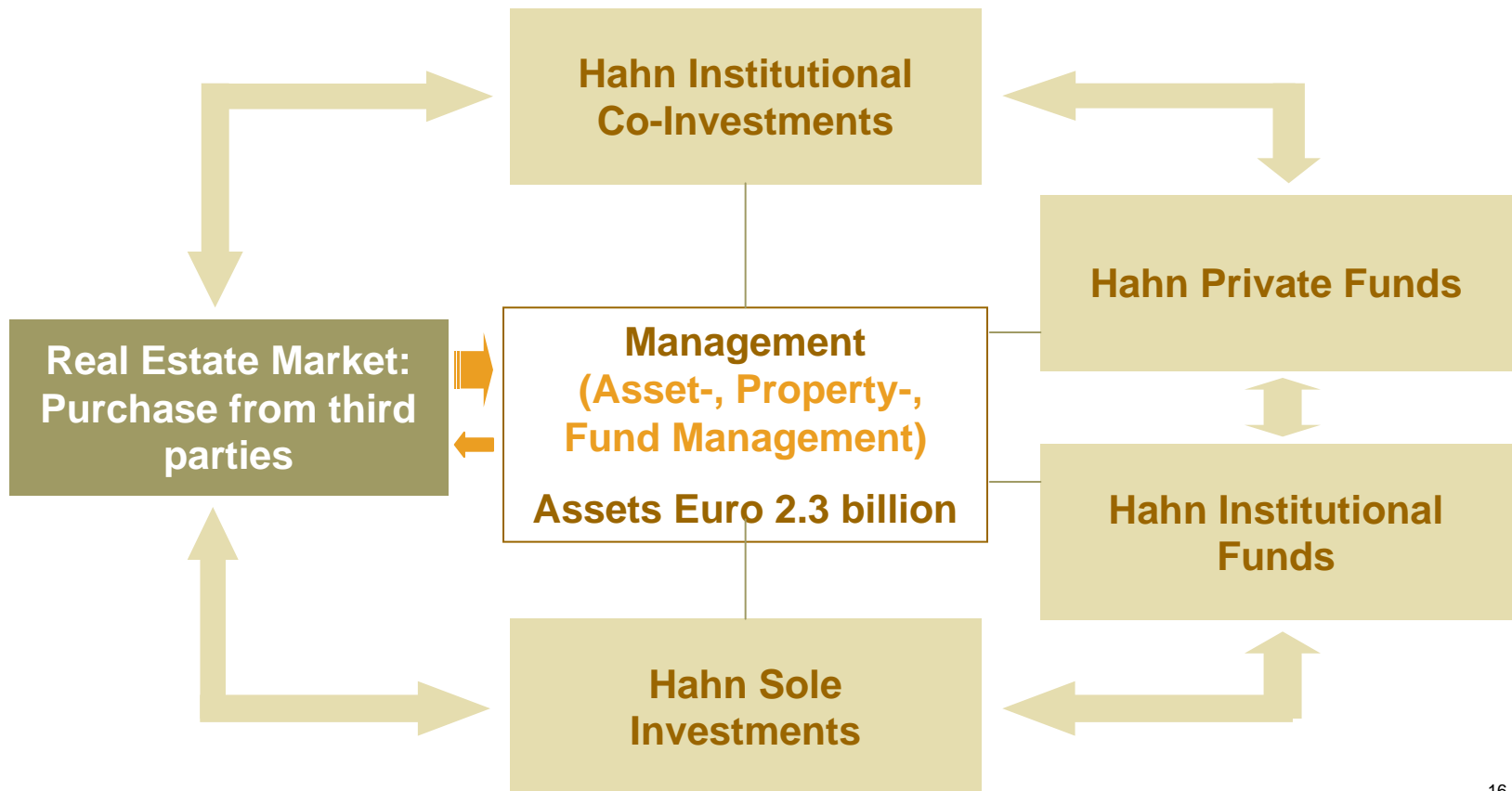
- ≡ More than Euro 2.35 billion under Management (+11.9 %)
- ≡ Letting rate 96.9 per cent (H1/2007: 96.8 per cent)
- ≡ Institutional Co-investments at Euro 706 million (+19.7 %)
- ≡ Euro 432 million secured for exit in 2008 (institutional, private funds, co-investments)

≡ Structure of total portfolio under management



Hahn Value Creation Chain

- ≡ Creating value within the Hahn real estate portfolio
- ≡ System partner with Management and Co-Investment
- ≡ Increase of assets drives earnings in Management, Trading and Investment



Growth Drivers and USPs

Macro drivers:

- ≡ Reallocation of capital from direct to indirect property investments
- ≡ Increase of real estate ratio with insurance companies and pension funds
- ≡ German investment market offers attractive valuation in Europe
- ≡ Recovery of German economy drives consumer demand
- ≡ Price oriented formats like retail warehouses face highest demand
- ≡ Tenants and investors constantly need to adapt to market changes

Hahn advantages:

- ≡ 25 years of market experience with focus on retail segment
- ≡ Experienced acquisition team with established networks
- ≡ Professional Asset Manager that secures and enhances the value of the property
- ≡ Full service provider (Asset-, property- and fund management)
- ≡ Independent market leadership provides strong negotiation position with retailers
- ≡ Co-investment function offers alignment of interest with institutional investors

Conclusion: Excellent growth potential



III. Business Update / Financials

Highlights H1/2008

- ≡ Assets under Management increase by 11.9 % to Euro 2.35 billion
- ≡ Five retail properties for Euro 140 million acquired in H1/2008
 - ≡ Euro 31 million invested (private funds / MEAG co-investments)
- ≡ Management revenues on target
 - ≡ Asset Management: New rentals and renewals up by 12.1 % to 30,600 m²
 - ≡ Fund Management: HAHN FCP perceived positively by professional investors
- ≡ Decline of placement fees in private fund business in addition to startup costs for institutional fund burden half year results
- ≡ Outlook FY 2008 adjusted:
 - ≡ Net profit expected in positive territory, but appreciably lower than last year
- ≡ Strong foundation for sustainable growth beyond 2008:
 - ≡ Institutional fund business and management platform drive future revenues

Key Figures for H1/2008

- ≡ Significant increase in sales to Euro 29.72 million (+57.4 %)
- ≡ Operating profit (EBIT) more than trebled due to higher rental income
- ≡ Net profit (Euro – 2.18 million) reflects one-off costs and lower commission income

in million Euro	H1/2008	H1/2007	Change
Sales	29.723	18.884	+ 57.4 %
EBIT	9.685	3.022	+ 220.5 %
Net profit	- 2.18	1.76	
Earnings per share	Euro – 0.18	Euro 0.15	
Investment volume	Euro 31 million	Euro 113 million	- 72.6 %
Assets under Management	Euro 2.35 bn	Euro 2.1 bn	+ 11.9 %

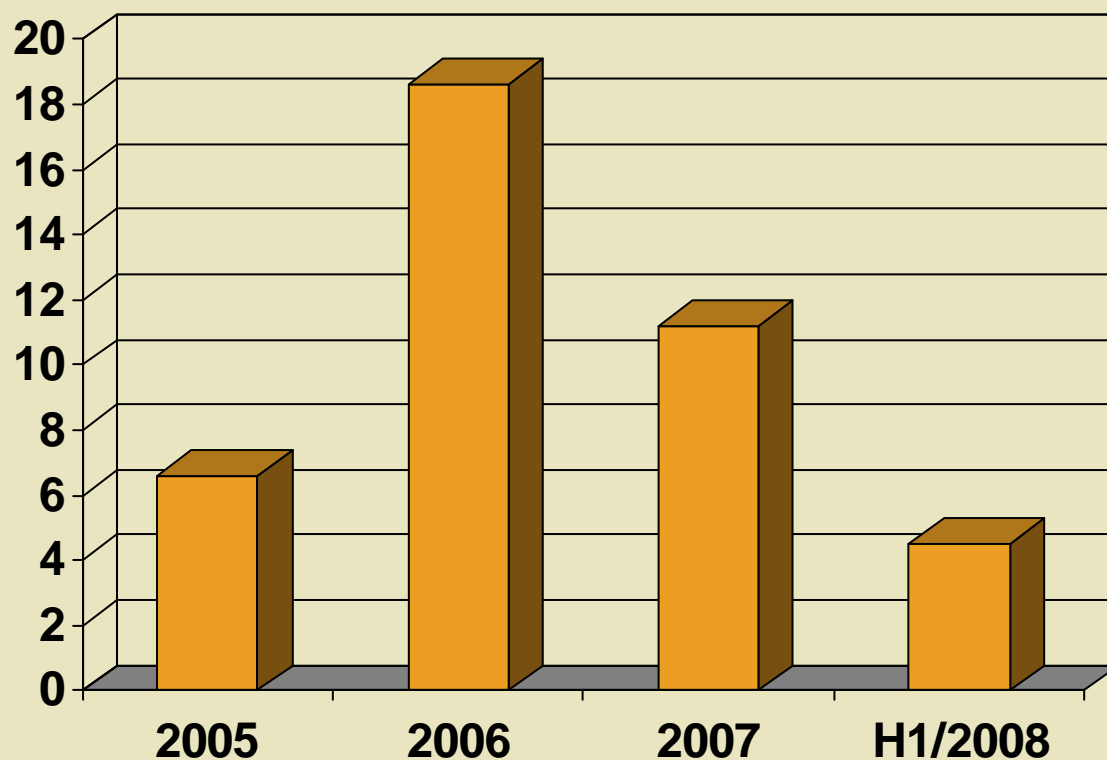
German Economy and Retail Sector in 2008

- ≡ German GDP up by 1.8 percent (real) in the first quarter
- ≡ Overall retail turnover nominally 1.5 percent above last year
- ≡ Divergent market continues: Price-orientated large-scale formats and premium formats develop positively and gain market share
- ≡ Outlook for 2008 - Germany:
 - ≡ Real GDP growth of more than 2 % expected fo full year
 - ≡ However: Growth will slow down by the end of 2008
 - ≡ Private consumption will benefit from positive employment trend and higher wage settlements

German Retail Property Market - Transactions

- Transaction volume of Euro 4.5 billion in H1/2008
- Retail properties were strongest sector with 38 % (big portion: Arcandor deal)
- Insurance companies and pension funds increase real estate share in portfolios

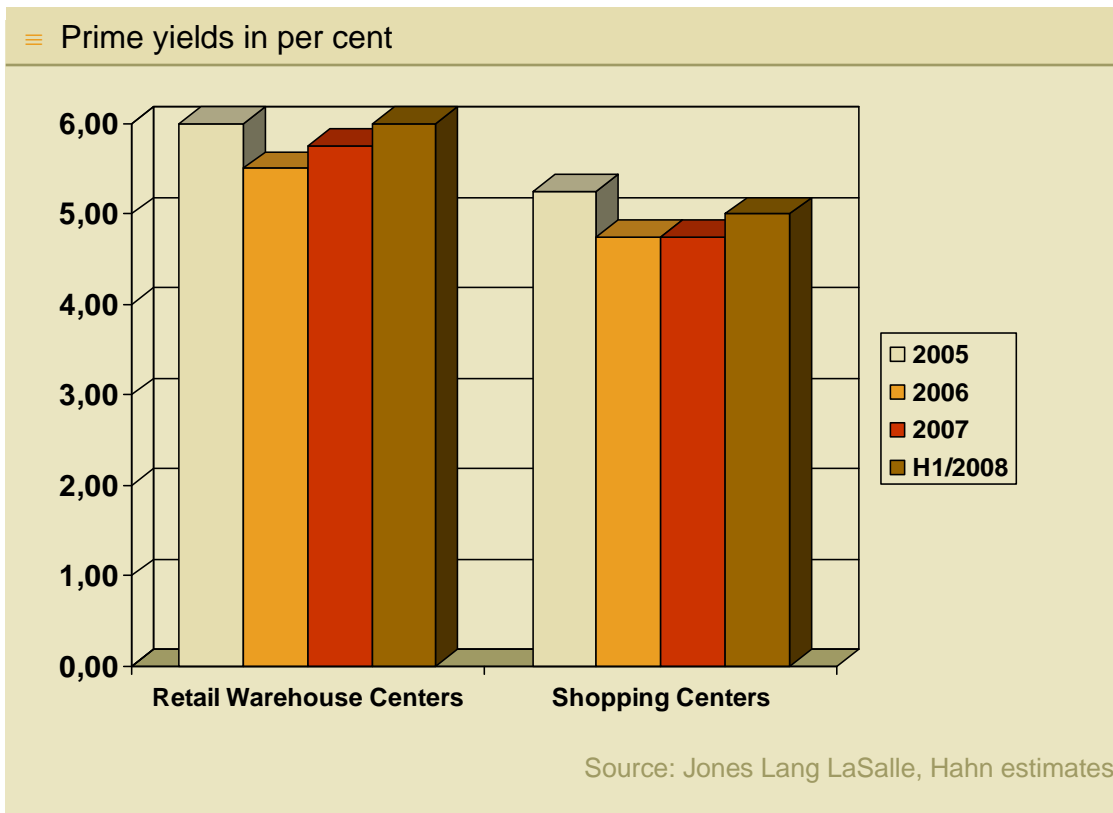
Retail Transaction Volume Germany in Euro billion



Source: Jones Lang LaSalle

German Retail Property Market - Yields

- ≡ Yields for retail properties further increased in the beginning of 2008
- ≡ Quality is stable: Core properties of prime quality show lateral movement, lately



Hahn Transaction Volume H1/2008

- ≡ Total purchasing volume of Euro 140 million
- ≡ Euro 31 million invested with private funds and MEAG
- ≡ Euro 432 million properties held for sale, secured property pipeline for:
 - ≡ HAHN FCP (Target volume in 2008: up to 300 million)
 - ≡ 2-3 private funds (Target volume in 2008: Euro 70 million)
 - ≡ Institutional Co-Investments (Target volume in 2008: Euro 50 million)

≡ Transactions 1. Half Year	Data in million Euro	1. Half year 2008
Acquisitions		140
Buy backs of private funds		-
Total		140
Placements of private funds		10
Co-investments with institutional clients		21
Sole investments		-
Total real estate investments		31
Additions to properties held for sale		109
Properties held for sale at Dec. 31, 2007		323
Properties held for sale at June 30, 2008		432

Trading Segment H1/2008

- ≡ Euro 10 million investment volume placed with private funds
- ≡ Lower commission revenue of Euro 0.35 million vs. Euro 2.29 million in H1/2007
- ≡ Increase in EBIT to Euro 8.77 million - driven by higher rental income

	H1/2008	H1/2007
Sales	Euro 24.61 million	Euro 14.45 million
Thereof commissions	Euro 0.35 million	Euro 2.29 million
Thereof rental income	Euro 14.21 million	Euro 2.41 million
EBIT	Euro 8.77 million	Euro 1.43 million

Management Segment H1/2008

- ≡ Management revenues stable at Euro 3.89 million (H1/2007: Euro 4.26 million)
- ≡ Asset Management with strong rental performance: 30,600 m² new rentals and renewals vs. 27,300 m² in the previous year.
- ≡ Rental volume climbs to Euro 165.6 million annual rent (+ 13.4 %)
- ≡ Property Management revenues lower due to temporarily higher share of own assets

	H1/2008	H1/2007
Sales	Euro 3.89 million	Euro 4.26 million
Thereof Asset Management	Euro 1.09 million	Euro 0.83 million
Thereof Property Management	Euro 1.83 million	Euro 2.37 million
Thereof Fund Management	Euro 0.95 million	Euro 1.05 million
EBIT	Euro 1.80 million	Euro 2.37 million

Investment Segment H1/2008

- ≡ Euro 21 million new co-investments with MEAG
- ≡ Income from rent and equity investments increased to Euro 1.72 million (H1/2007: Euro 0.83 million)
- ≡ EBIT more than doubled from Euro 1.52 million to Euro 0.69 million

Portfolios in Euro million	Volume of investments	Share of Hahn
Capital & Regional plc	450	10.54 %
MEAG	256	3.3 %
Sole Investments	49	100 %
Total	705	-

Consolidated Income Statement H1/2008

- ≡ Higher rental income drives sales revenues
- ≡ Increase in personnel expenses reflects strengthening of management team
- ≡ Startup costs for HAHN FCP burden results
- ≡ Rental income of Euro 14.2 million overcompensates interest payments

in Euro million	H1/2008	H1/2007
Revenues	29.723	18.884
Other operating income	-38	-140
Cost of sales	-10.496	-9.407
Personnel expenses	-3.216	-2.637
Other operating expenses	-6.207	-3.821
EBITD	9.842	3.159
Depreciation and amortization	-156	-137
Net financial profit or loss	-13.047	-67
EBT	-3.361	2.955
Income taxes	1.182	-1.193
Net profit/loss	-2.179	1.762

Consolidated Balance Sheet H1/2008

- ≡ Secured property pipeline temporarily increases financing volume
- ≡ Financing of assets matched with anticipated holding period
- ≡ Equity ratio already returned to higher levels after first closing of FCP

	06/30/2008		12/31/2007		Target Range
	in Euro million	in%	in Euro million	in%	
Assets					
Non-current assets and financial investments	78.154	14.1	70.622	16.1	
Current assets	441.329	79.6	326.695	74.5	Approx. Euro 100 million
Other receivables and assets	10.336	1.9	18.549	4.3	
Liquid funds	24.503	4.4	22.506	5.1	
Liabilities and Shareholders' Equity					
Shareholders' Equity	35.421	6.4	39.760	9.1	> 20 per cent equity ratio
Long-term liabilities to banks	44.301	8.0	44.055	10.1	
Short-term liabilities to banks	436.218	78.7	326.445	74.4	Approx. Euro 100 million
Other liabilities	38.382	6.9	28.112	6.4	
	554.322	100	438.372	100	



IV. Outlook

HAHN FCP – German Retail Fund

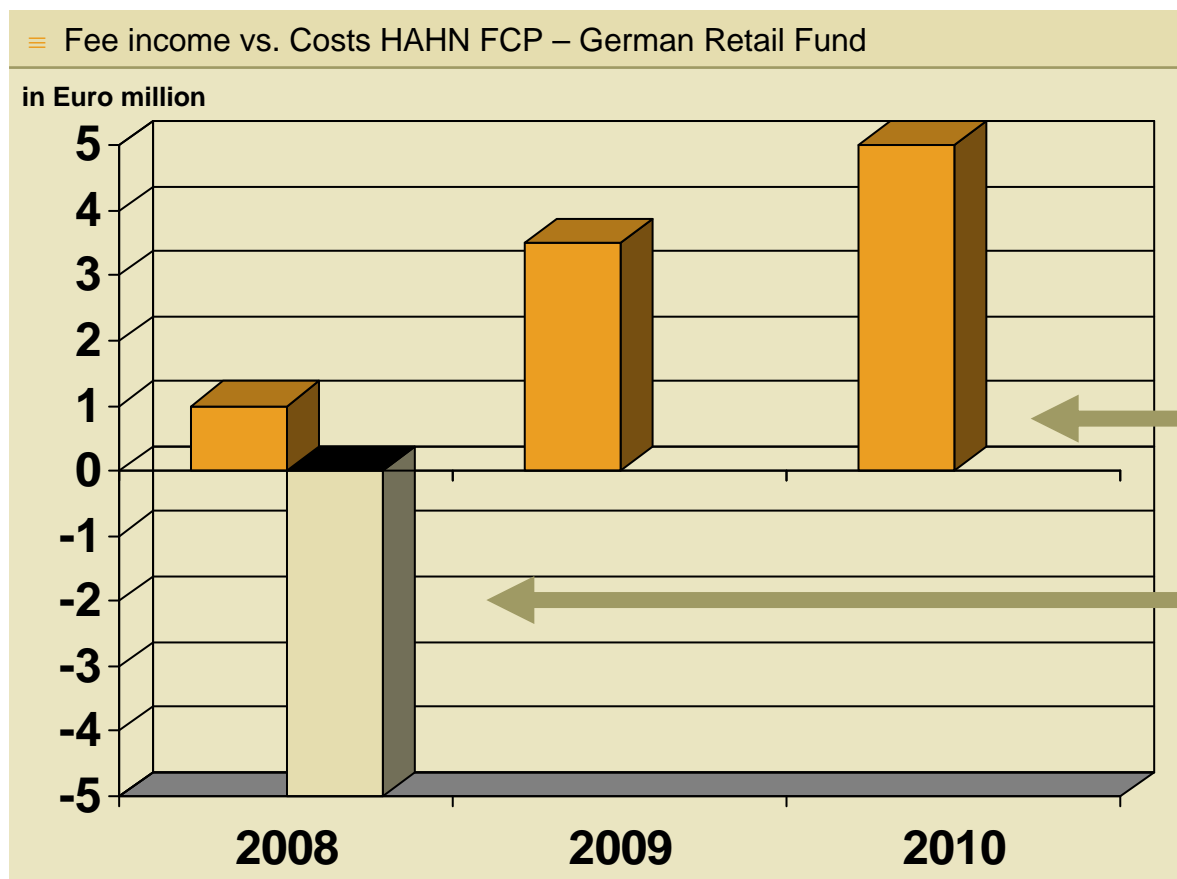
Fund Key Data

≡ Fund type	Institutional retail real estate fund, Luxembourg FCP
≡ Sector	Large-scale retail real estate in Germany
≡ Risk / Reward	Core plus
≡ Fund volume	Euro 750 million
≡ Leverage	up to 60 per cent
≡ Investment period	12 years
≡ Administration/ Depositary bank	LRI Invest S.A./ LRI Landesbank Rheinland-Pfalz International S.A.
≡ Management	Hahn Group (fund, asset and property manager)
≡ Sales partner	Sal. Oppenheim jr. & Cie. KGaA
≡ Approval/Establ.	2/19/2008 / 3/11/2008

**First Closing September 3, 2008
Euro 125 million equity raised**

HAHN FCP – Impact on Earnings 2008 - 2010

- ≡ One-off costs in 2008 affect bottom-line
- ≡ Positive and sustainable earnings contribution – starting in 2009



Recurring fund management and property management fees

One-off costs for conception and marketing

Burdening factors for FY 2008 results

- ≡ Start-up costs for HAHN FCP
- ≡ Lower margins in private fund business
- ≡ Temporarily reduced revenue stream from cooperative activities
- ≡ Two budgeted development activities not to be realized in 2008
 - ≡ One partner development postponed to 2009
 - ≡ Second project cancelled

- ≡ Second closing of HAHN FCP by end of 2008
- ≡ Extension of management services to third parties
- ≡ Possible addition of new institutional partner
- ≡ 2008: Net profit appreciably lower than last year due to one-off factors
- ≡ 2009: Good prospects for significant & sustainable profit growth
 - ≡ HAHN FCP will drive management revenues in 2009
 - ≡ Real estate knowledge is in the center of attention, Hahn is well prepared

Financial Calendar 2008

Date	Schedule
2008	
2/27	HSBC Trinkaus Real Estate Conference, Frankfurt
3/31	Release of Annual Results
04/07	Frankfurt Roadshow, Sal. Oppenheim
04/29	London Roadshow, Commerzbank
05/06	Amsterdam Roadshow, Sal. Oppenheim
5/14	Interim notification
5/16	Commerzbank & Eurohypo Real Estate Conference, Frankfurt
6/9	Annual General Meeting
6/20	Sal. Oppenheim Real Estate Forum, Vienna
8/14	Half Year Report
10/6-8	Expo Real, Munich
10/20-21	Real Estate Share Initiative, Frankfurt
10/22	Roadshow London
11/13	Interim notification



Contact

HAHN-Immobilien-Beteiligungs AG
Buddestraße 14
51429 Bergisch Gladbach
Germany

Investor Relations / PR
Marc Weisener
+49 2204 9490 118
mweisener@hahnag.de

