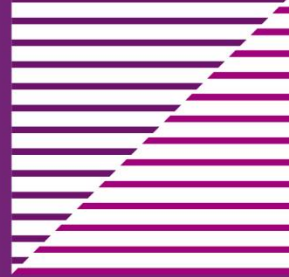


Frank Schaich
Fair Value REIT-AG
22 November 2016



fair value
REIT

Company presentation

Equity Forum 2016

Frankfurt

Agenda

- A** Equity Story and Asset Overview
- B** Financials
- C** Capital Markets

Summary equity story cornerstones

1 Focus on German retail and office properties in secondary locations providing a healthy mix of stability and upside

2 Diversified portfolio in strong micro locations with resilient tenancy profile


3 Generating additional upside via active asset management

4 Combination of direct and indirect investments

5 Compelling risk-return-profile anchored by moderate REIT LTV-levels

Fair Value REIT-AG

The retail and office specialist in German secondary locations

FVR business model	FVR key financials		
 <p>Specialist for retail and office properties in secondary locations</p> <p>Total portfolio € 291m NAV € 118m Minorities € 63m</p>	Q1 – Q3	2016	2015
<p>Direct investments 100% - ownership €62m</p> <p>Indirect investments Fair Value's participations 48–78%* €229m</p> <p><small>*de facto control through AGM majorities in all participations</small></p>		9/2016	12/2015
<p>Retail 58% €169m</p>	Net Debt (€m)	120.5	128.1
<p>Office 34% €100m</p>	Portfolio Value IFRS (€m)	291.3	299.5
<p>Other 8% €22m</p>	Net LTV (%)	41.4	42.8
<p>Targeting significant minority buy out</p>	NAV (€m)	118.2	117.3
	Minorities (€m)	62.8	61.2
	NAV incl. minorities (€m)	181.0	178.5
	GRI yield (%)	7.7	7.7
	EPRA Vacancy rate (%)	11.1	10.8
Market cap (€m)	94.0	99.6	
NAV disc. (%)	20.5	16.1	

Top 10 assets (67% of total portfolio)

Portfolio break down (Q3 2016)

No	Location	Asset class	Market Value (€m)	Contractual rent (€m)	Contractual rental yield (%)	Total lettable area (sqm)	EPRA Vacancy rate (%)	WALT (years)	Built / fully refurbished
1	Rostock	Retail	65.0	4.4	6.7	19,307	1.9	5.2	1995
2	Eisenhüttenstadt	Retail	21.8	1.6	7.2	30,543	1 47.5	3.5	1993
3	Wittenberg	Retail	21.7	1.7	7.8	14,710	2.5	6.3	1994
4	Zittau	Retail	17.2	1.3	7.7	19,002	7.9	2 2.5	2005
5	Neumuenster	Office	15.2	1.0	6.8	11,808	0.0	8.9	1997
6	Langen	Office	13.8	0.8	5.6	13,650	3 44.0	2.3	1994
7	Quickborn	Office	13.5	1.1	8.5	10,570	3.3	5.4	1997
8	Dresden	Other	9.7	0.8	7.8	11,554	0.0	12.8	2007
9	Teltow	Office	9.1	0.8	8.3	9,913	0.7	2.6	1995
10	Bad Segeberg	Office	8.8	0.6	7.3	9,184	4.0	7.1	1982
Total Top 10 out of 37			195.8	14.1	7.2	150,241	14.0	5.4	
Total portfolio			291,3	22.3	7.7	263,186	4 11.1	4.7	

Comments

- 1 New leases with EDEKA, Penny, Woolworth, Rossmann and others will reduce vacancy by 50% per Q1 2017
- 2 New 15 year lease with REWE and further leases signed will increase property WALT to c. 12.5 years per 12/2016
- 3 New lease with DEMIRE will reduce vacancy to about 30% per 12/2016
- 4 Inclusion of all signed leases for vacant space to reduce total EPRA-vacancy to 8.2% on a pro-forma-basis as per 9/2016

Diversified portfolio with resilient tenancy profile

Top 10 tenants (Q3 2016)					Comments	Top 10 tenants by asset class
	Type of Use	Annual Rent (€m)	In % of total contractual rent	Rent maturity (years)		
1. Sparkasse Südholstein	Office	1.79	9.0%	8.5	1 REWE WALT will increase to 12.2 years, once the Zittau refurbishment is completed (12/2016)	
2. Commerzbank Group	Office	1.46	7.0%	4.8		
3. HPI Germany	Other	1.38	6.8%	4.3		
4. REWE Group	Retail	1.36	6.1%	1 2.6		
5. Kaufland/Lidl Group	Retail	1.30	5.8%	6.3		
6. Edeka Group	Retail	0.93	4.1%	2.1		
7. Metro Group	Retail	0.88	4.1%	6.4		
8. RIMC Dresden	Other	0.75	3.8%	12.9		
9. Public Tenants	Office	0.74	2.6%	0.8		
10. WISAG	Other	0.62	2.6%	2.9		
Total Top 10		11.25	50%	5.3		Well spread maturity schedule Total WALT profile (% of contractual rent)
Total Portfolio		22.33	100%	4.7		



Financials

Balance sheet

REIT-equity ratio up to 62.1% from 59.6%

Assets

in € million	9/2016	FY2015
Investment property (IAS 40)	283.8	287.8
Other receivables 9.0 + Intangible assets, PPE	9.1	9.1
Total non-current assets	292.9	296.9
Receivables	7.0	5.7
Cash and cash equivalents	12.4	16.0
Total current assets	19.4	21.7
Non-current assets held for sale	7.3	11.8
Total assets	319.8	330.4

Liabilities

in € million	9/2016	FY2015
Total equity	118.2	117.3
Minority interests in subsidiaries	62.8	61.2
Other non-current liabilities	123.8	127.0
Total non-current liabilities	186.6	188.2
Current liabilities	15.0	24.9
Total liabilities	319.8	330.4

Comments

- 1 Total REIT-equity €181.0m, i.e. 62.1% of immovable assets (up from 59.6%)
- 2 Financial liabilities down from €144.1m to €132.9 (-8%)

Income statement

On track

in € million	1/1-30/9/2016	1/1-30/9/2015
Gross rental income	17.1	17.4
Net real estate expenses (non recoverables)	(5.5)	(4.6)
NOI	11.6	12.8
<i>NOI Margin</i>	68%	74%
Admin / Overhead	(1.7)	(2.9)
Other operating income and expenses	(0.1)	3.1
Measurement and disposal result	0.8	0.5
EBITDA	10.6	13.5
Net interest expense	(2.9)	(3.4)
Profit/Loss before non-controlling interests	7.6	10.1
Non-controlling interests	(3.1)	(2.3)
Group net profit	4.5	7.8

Comments

- 1 Higher vacancy and reletting costs
- 2 Less consulting fees and personnel costs have compensated decline of NOI
- 3 Mainly non cash effects following purchase and sale of property and participations in subsidiaries

EPRA-NAV and FFO

NAV/EPRA-NAV

in € million	30/9/2016	31/12/2015
Market value of properties (incl. non-current assets held for sale)	291.3	299.5
Miscellaneous assets minus miscellaneous liabilities	26.5	27.4
Minority interests	(62.8)	(61.1)
Financial liabilities	(132.9)	(144.1)
Other liabilities	(3.8)	(4.4)
NAV	118.2	117.3
NAV per share	8.43	8.36

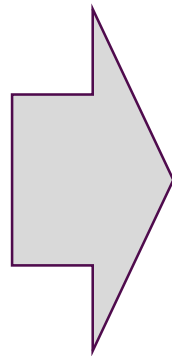
FFO

in € million	1/1-30/9/2016	1/1-30/9/2015
Rental income	17.1	17.4
Non recoverable property related expenses	(5.5)	(4.6)
Net rental income	11.6	12.8
General administrative expenses/other	(1.6)	(2.6)
Operating result	10.0	10.1
Net interest expenses	(2.7)	(3.3)
Profit before non-controlling interests	7.3	6.8
Profit share of non-controlling interests	(2.9)	(2.3)
EPRA-Earnings / FFO	4.4	4.5
EPRA-Earnings / FFO per share (diluted)	0.31	0.36 *

* Number of shares diluted: 14.029.013 (2016)/12.691.428 (2015)

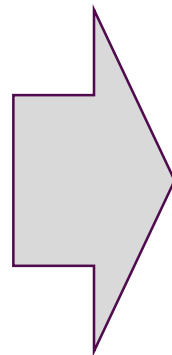
FFO and Dividend Guidance 2016 / FFO Upside Potential 2017 ff.

FFO / Dividend Guidance 2016



- FFO before minority interests €10.5m - €10.8m
- FFO after minority interests € 6.2m – € 6.5m
- FFO per FVR share € 0.44 - € 0,46
- Dividend target €0.25 per share

FFO Upside Potential 2017 ff.



- Further decrease of minority interests in the result
- Liquidation of subsidiaries
- Savings in fund costs
- Vacancy reduction



Capital Markets

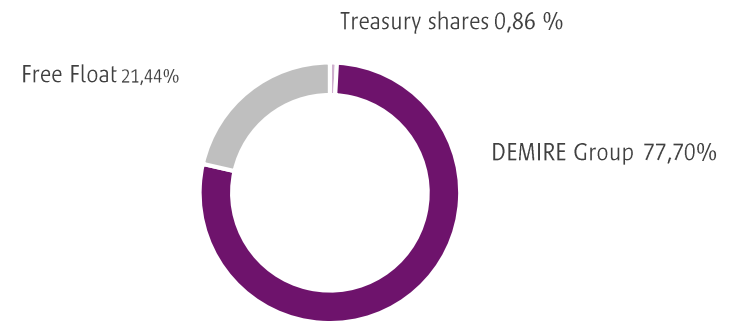
Share information

27% discount to EPRA-NAV

Basic share data (16 Nov 2016)

Symbol	FVI
Share price (Xetra) (€)	6.12
ISIN	DE000A0MW975
YTD (%)	23.74
Market capitalization (€m)	86.36
Shares Outstanding	14,029,013

Shareholder structure



Share performance 1 year versus DAX subsector real estate

