

Financial Year 2016: Hahn Group posts new record figures in its fund business

- EUR 249 million equity raised
- EUR 350 transaction volume
- Four new investment funds with a volume of EUR 570 million launched
- Assets under management increase to EUR 2.75 billion

Bergisch Gladbach, February 14, 2017 - In 2016 the Hahn Group raised around EUR 249 million for its public and special funds and did set a new record for the company. The previous record value of 2014 (EUR 160 million) was exceeded by more than 55 percent. Real estate purchases amounted to around EUR 300 million - also a new record for Hahn Group's 35-year history.

Michael Hahn, Chairman of the Management Board: "With the launch of four real estate funds we have been able to present our investors in 2016 many attractive investment opportunities. The placement result, which is characterized by strong demand, confirms us in our strategy to address a broad investor base: Institutional investors as well as high-net-worth individuals are equally important target groups for us."

In the financial year 2016, Hahn's capital management company DeWert Deutsche Wertinvestment GmbH launched three new public AIFs. The "Pluswertfonds" invested a total of around EUR 69 million in large-scale retail real estate. The subscribed equity amounted to a total of EUR 38.5 million. Furthermore, an open special AIF, the HAHN German Retail Fund II, with the target investment volume of EUR 500 million was launched by DeWert. The real estate fund has already received capital subscriptions of EUR 40 million. EUR 170 million was attributable to the two special funds HAHN VZWL Retail Fund and HAHN PRIMUS Retail Fund, initiated in the previous years and now almost fully invested.

The Hahn Group and its fund investors benefited from the established HAHN acquisition network and the reputation of the Hahn Group as an efficient settlement

partner for property transactions. Thus, several off-market transactions were performed, that is, without a bidding process in the currently highly demanded commercial real estate investment market. In total, properties with a volume of around EUR 300 million were tied up from third parties. In addition, retail real estate from existing funds was sold to third parties for around EUR 50 million. The transaction volume with third parties amounted to a total of EUR 350 million (previous year: EUR 242 million). At the end of January 2017, the assets under management rose to EUR 2.75 billion (end of December 2015: EUR 2.45 billion).

For the current financial year 2017, HAHN will continue with growing the business. Thomas Kuhlmann, Member of the Management Board: "We intend to launch at least three new funds for private clients. In addition, the successfully launched special fund HAHN German Retail Fund II will be open for more institutional investors. We expect high net inflows of funds in 2017 and are on the buyer's side in the real estate transaction market. Again we will partly engage in off-market deals."

The Hahn Group

For more than three decades already the Hahn Group has specialised as asset and investment manager on large-scale retail properties. In its company history, the Hahn Group has successfully issued more than 170 property funds. The current assets under management total of about EUR 2.8 billion. Given its comprehensive expertise in real estate and asset management, the Hahn Group offers its private, semi-professional and professional investors a true USP in its market segment. The Group manages and controls the entire value-creation chain of the retail properties under its management at more than 150 different sites. This is creating value with retail space.

More information on the Hahn Group is available online at www.hahnag.de.

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