

# BPT HANSA LUX SICAV-SIF

## QUARTERLY FUND REPORT Q2 2015

### SUMMARY

- Occupancy stable at 95%
- Direct property yield (DPY) increased to 5.2%
- NAV increased to EUR 103.23 per share

### COMMENTARY

BPT Hansa SICAV-SIF is a direct real estate fund investing in commercial properties in Northern Germany, mainly Berlin. The fund is designed for institutional investors, German and international, and should be seen as a long-term investment product.

The fund maintained a positive performance with increasing direct property yield and increasing NAV in Q2 2015.

### ACTIVITIES OVER THE QUARTER

In Q2 2015 the average direct property yield slightly increased to 5.2%. In H1 2015 there was some strategic re-letting process in Bessemerstraße. New lease agreements effective as of Q3 2015 are circulating for signing. There are still strong activities to lease out the remaining vacant retail space in the hotel, however with restrained interest.

Occupancy remains sufficiently high at 95% with increasing trend outlook to Q3 2015. The gross value of the total investment properties remained stable at EUR 57.6m.

The Hamburg-Wärtsilä property showed again a very satisfying and stable direct property yield of 7.3%, which is slightly above budget. The property value is stable at EUR 9.2 million. In Q2 2015 the city of Hamburg has reclaimed approx. 500 sq. m. of the land plot, currently used for parking by the tenant due to ongoing privatisation of public estate. This has been reserved as "open and possible event" in the acquisition agreement and does not reduce the rental income or value of the property.

The Dahlem direct property yield slightly increased to 4.1%. In Q2 2015 the Fund Management maintained with strategies to

### Fund performance

NAV per share (IFRS)	EUR 103.23
Latest dividend per unit (2013 Q4)	EUR 2.0
Total return since inception	5.18%
Return since inception annualised	0.68%

### Portfolio

Number of properties	4
Average gross property value	EUR 14.4m
Occupancy ratio (quarter average)	94.8%

### Fund facts

Fund inception (as of the first NAV)	January 2008
Expected exit	2023
Status	Closed-end
Target share capital	EUR 100.0m
Total share capital	EUR 24.3m
Net asset value	EUR 25.1m
Investment capacity	EUR 300.0m
Gross property value	EUR 57.6m
Gross asset value (GAV)	EUR 60.2m
Total cash and cash equivalents	EUR 0.2m
Loans	EUR 33.6m
Loan to value	58.3%
Interest coverage	137.1%

### Top 5 holdings

Hechtgraben Campus Hotel	Other/Hotel	Berlin
Bessemerstrasse	Office	Berlin
Wärtsilä	Office/Industrial	Hamburg
Walsroder Strasse	Office	Hanover
Weight of total gross value		100%

Top 5 holdings based on gross property value.

### Fees

Management fee	0.75% p.a. of GAV of the portfolio
Acquisition fee	0.3% of the total acquisition sum
Incentive fee	20% above a hurdle rate of 7% RoE
Subscription fee	max. 1.95% (depending on size)

improve the turnover and performance of the hotel operator and to close the remaining vacant space of 3.9%. Unfortunately, the post shop operator is in default with its lease payments and moved out defaulting from the property. The fund filed a law suit. However, from a re-letting perspective the fund is now in the positive position to terminate this lease agreement without notice and able to offer a retail space of +600 sq. m., which is the critical benchmark for nameable retail usage.

The occupancy of the Bessemerstraße property remained unchanged at a level of 90.1%. This is slightly below budget but in general in line with the strategic re-letting process of this building. Thus, the direct property yield increased from 6.1% to 6.6% and is in line the budget.

The Hanover property in Walsroder Strasse continues to have 100.0% occupancy (office space). The performance remains strong with a direct property yield over the quarter of 6.1%.

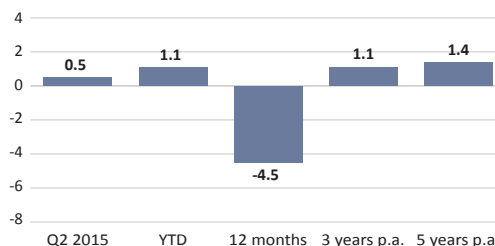
## MARKET OUTLOOK

Activity on the German commercial investment market remains active. H1 2015 closed out with a transaction volume of EUR 24.2 billion, reflecting a 40% increase year over year. Both German and foreign institutional investors continue to focus on high-volume transactions in Germany. The depreciation of the euro as well as ongoing low borrowing costs continue to make investments in the German commercial real estate an attractive option. Despite yield compression, the risk-return ratio continues to be attractive compared to many other top European locations, and the German market still allows sufficient diversification benefits in terms of location and asset class.

The DIW (German Institute for Economic Research) is projecting a GDP growth of 2.2% in Germany for 2015 and forecasts 1.6% growth for 2016. The continuous improvement of the labour market is providing a significant support for private income and an increase in private consumption. Germany has experienced a strong rise in employment during the last years. The current unemployment rate of 6.2% is the lowest rate noted since the German reunification.

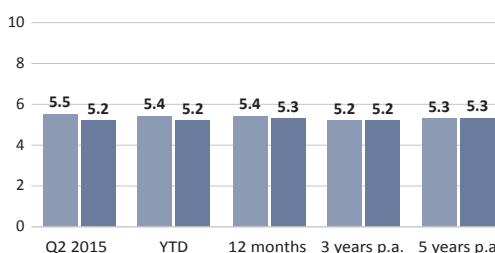
Consumer prices in Germany rose by 0.3% in June 2015 compared to June 2014. The inflation rate as measured by the consumer price index decreased after four months of uninterrupted increase. The Central Bank expects inflation to be 0.5% in 2015 and sees it increasing to 1.8% in 2016.

## Total Fund Return



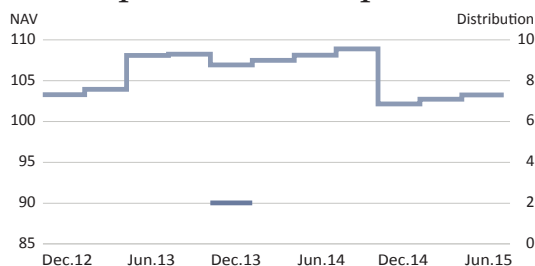
Total fund return is calculated as NAV-to-NAV taking into account distributed dividend and net capital invested for the year

## Net initial yield (NIY) p.a. and direct property yield (DPY) p.a.



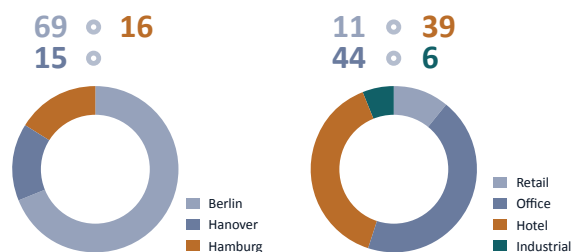
NIY (light blue) is calculated as the net operating income divided by gross property value annualized. DPY (dark blue) is calculated as the net operating income divided by the acquisition costs annualized.

## Development in NAV per share



Development in NAV (light blue) is excluding reinvested dividends. Historical dividends (dark blue) will be shown at the time they are deducted from the NAV per share.

## Allocation in percent



Allocation is calculated based on gross property value.

## FUND MANAGER



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