

HANSTEEN

PRELIMINARY RESULTS
1 January 2008 – 31 December 2008

HANSTEEN HOLDINGS PLC

April 2009

STRUCTURE AND RATIONALE

- On shore internally managed property company (flexible structure)
- Substantial personal investments
- High yielding property in Continental Europe
- Strong track record

HIGHLIGHTS 2008

- Net asset Value fall of 7% 128p ('07: 138p)
- Normalised profit increase 20% £11.8m ('07: £9.8m)
- Net debt to value 51%
- Maintain dividend 3.2%
- Portfolio yield 8.4%

PROFIT & LOSS ACCOUNT

for period ending 31 December 2008

	2007	2008
£m		
Turnover	18.4	34.9
Cost	<u>(1.8)</u>	<u>(8.2)</u>
	16.6	26.7
Admin	(4.1)	(3.9)
Interest	<u>(2.7)</u>	<u>(11.0)</u>
Normal Profit	9.8	11.8
Revaluation	19.6	(41.6)
Currency etc	<u>(9.1)</u>	<u>(31.1)</u>
Pre-tax Profit/ Loss	20.3	(60.9)

BALANCE SHEET

as at 31 December 2008

	2007 £m	2008 £m
Goodwill	2	2
Properties	411	495
DRS / CRS	(23)	27
Net debt	(150)	(253)
Derivative Instruments	(9)	(59)
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IFRS NAV	231	212
Adjustments	1	-
CGT + Goodwill + derivatives	15	15
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Diluted EPRA NAV	247	227
IFRS NAV per share	129p	119p
Diluted EPRA NAV per share	138p	128p
Potential LTIP effect per share	1p	nil

PORTFOLIO BREAKDOWN

as at 31 December 2008

	No properties	Area sqm	Rent		Valuation		Yield
			Euros €m	Sterling £m	Euros €m	Sterling £m	
Germany	50	431,186	19.5	18.9	230.8	223.2	8.4%
Holland	34	373,257	16.8	16.2	200.1	193.5	8.4%
Belgium	13	49,973	3.8	3.7	47.6	46.1	8.0%
France	4	79,042	2.3	2.2	24.2	23.4	9.5%
Other Assets	5	8,909	0.5	0.5	9.3	9.0	5.4%
Total	106	942,367	42.9	41.5	512	495.1	8.4%

FINANCIAL INSTRUMENTS

Debt

1.HBOS loan 31 Dec	€141m, committed line	€200m to July 2011
2.FGH loan 31 Dec	€130m, committed line	€130m to June 2013
3.Various loans 31 Dec	€ <u>19m</u> , committed line €290m	€ <u>19m</u> to various €349m

Interest Rate Hedging

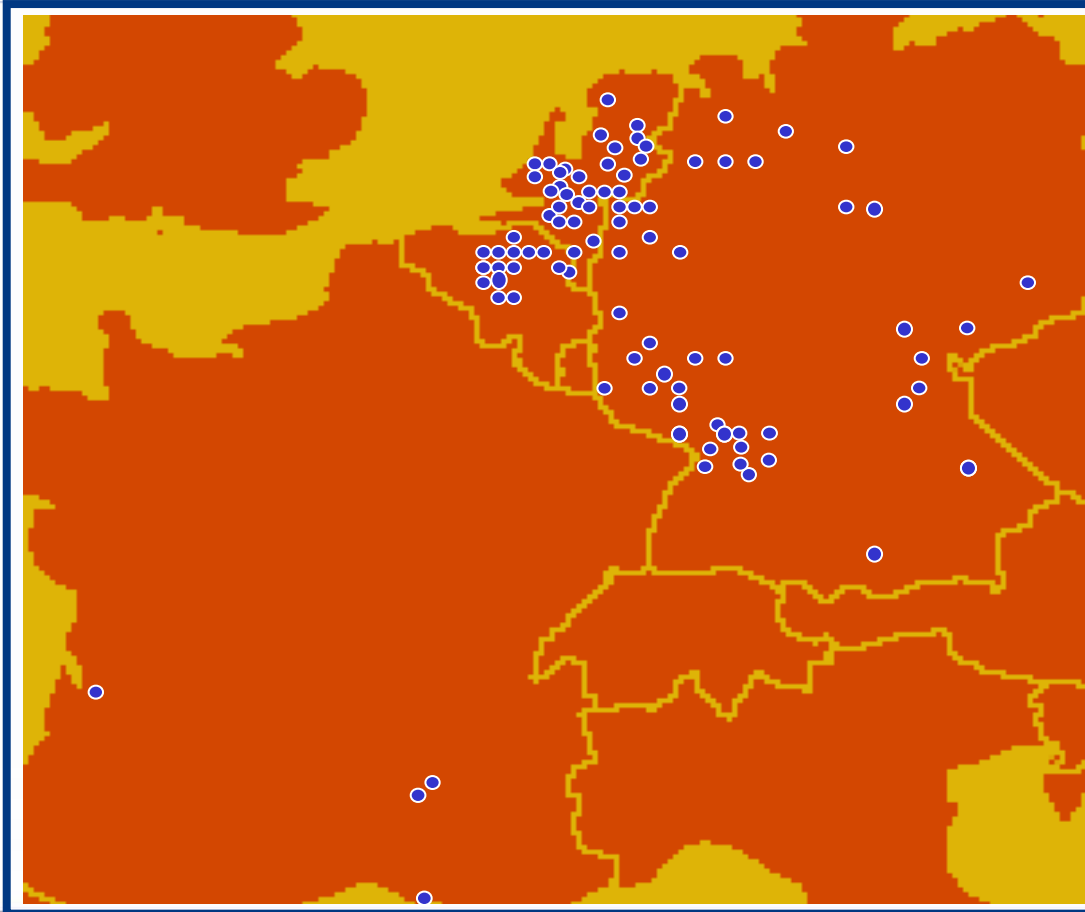
Caps	€25m	4%	Oct 09
	€25m	5%	Feb 11
	€50m	4.5%	Apr 11
	€50m	4.95%	June 13
Swaps	€25m	4.16%	Apr 10
	€25m	4.29%	Feb 11
	€50m	4.46%	June 13

Currency

Hedging closed; currently unhedged

PROPERTY LOCATIONS

December 2008



PROPERTIES GERMANY



Babenhäusen



Weiterstadt

- High yielding portfolio
- Value added projects

PROPERTIES THE NETHERLANDS



Roosendaal



Raamsdonkveer

- High yielding portfolio
- Occupancy improvement

PROPERTIES BELGIUM & FRANCE

- High yielding portfolio
- No additions in year



Naninne



Marseille



Kontich

KEY MARKET FACTORS

- Secondary Industrial Fundamentals in Continental Europe still sound
 - high yields materially above interest rates
 - Yield 8.4% borrowing cost 4.7%
 - low Capital values well below replacement cost
 - Portfolio value €512million, insurance rebuilding value around €850million
 - low Rents well below those required for new build
 - Average let rent per sqm per month €4.4
 - occupational market surprisingly resilient
 - Net occupancy increase throughout 2008

STRATEGY

- Vigorous management of existing portfolio
 - Incremental sales and purchases
 - focus on maintaining occupancy/ rent roll
- Constant management of debt and cash position
- Explore opportunities arising out of distress particularly in UK
- Access additional capital to exploit UK opportunities in J.V. or other non dilutive structures

OUTLOOK

- Experienced management
- Defensive diversified high yielding portfolio
- Prudent secure financing
- Extra-ordinary opportunities particularly in the UK