



At a Glance Q2 2019

FOOTFALL REPORT HANNOVER

Current Key facts



535,061 Inhabitants



324,727 Employees



6.6 % Unemployment rate



101.4 Purchasing power index



128.4 Turnover index



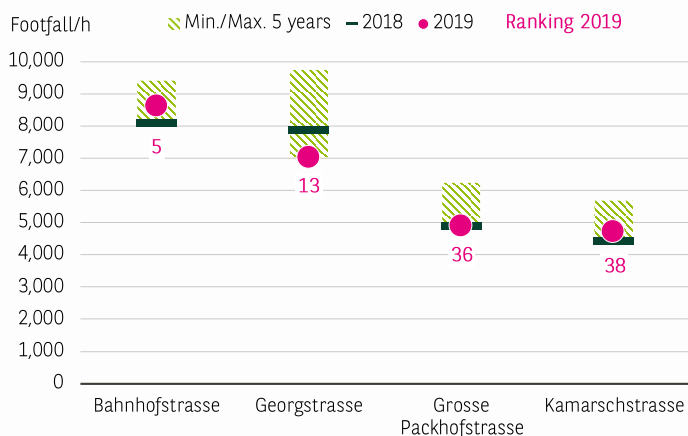
1.27 Centrality

Lower Saxony's state capital continues to be the shopping destination, not only for the Hannover region, but also for large expanses beyond that, as far as southern Lower Saxony. A shop in one of Hannover's well-trodden locations is a clear objective for a large number of retailers. What's lacking is supply, as retail spaces seldom appear on the market. This is testament to the

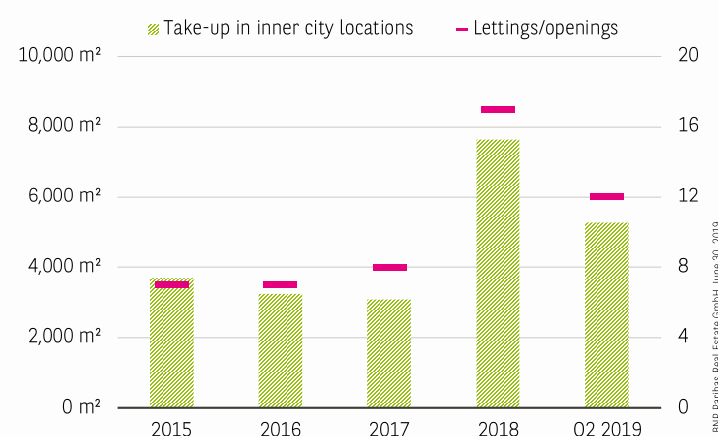
apparently high level of satisfaction with the location and there are only isolated cases of developments releasing new capacity. The most exciting project at the moment is unquestionably the conversion and extension of the premises in Bahnhofstrasse formerly used by New Yorker.



Footfall per hour in selected A-locations



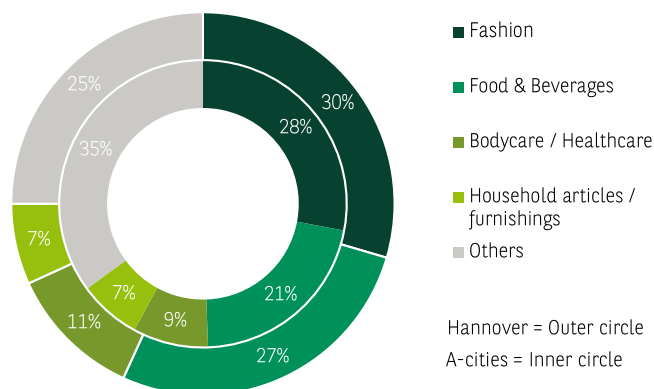
Übinner city locations: take-up and lettings/openings



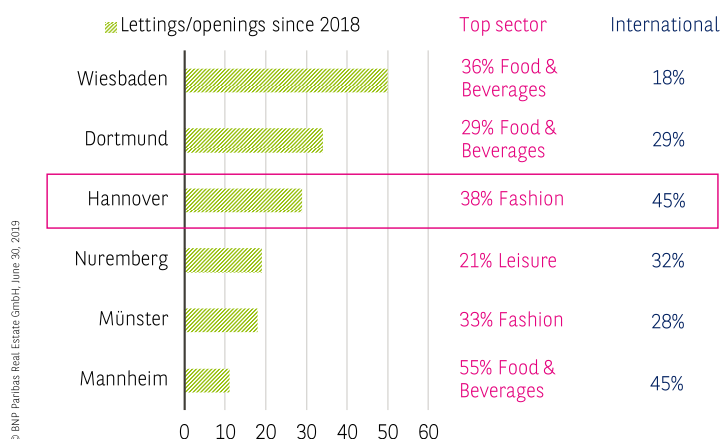
Day of count: 15.06.2019 | Positioning within the nationwide ranking - 95 counting locations respectively 118 top rents in 27 cities

Source: BBE Handelsberatung GmbH | Key facts: Residents and community register, Federal Employment Agency, GfK Geomarketing GmbH

Lettings/openings by sector since 2016



City ranking of lettings/openings since 2018

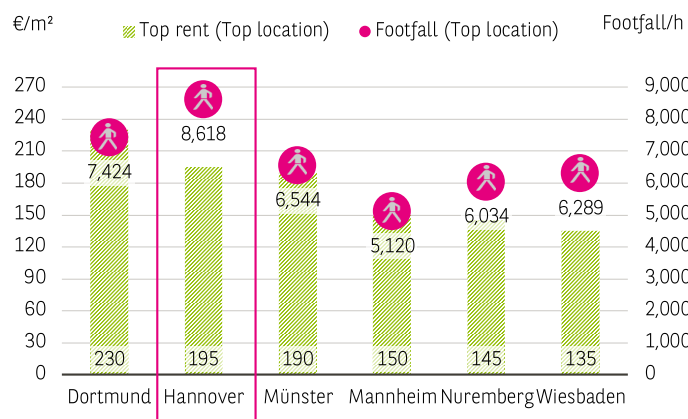


► **BAHNHOFSTRASSE AMONG THE TOP 5 IN GERMANY; PRIME RENT STEADY IN THE FIRST HALF OF THE YEAR**

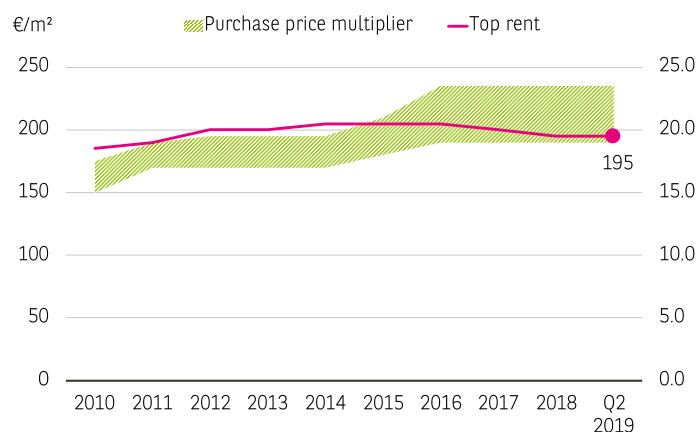
In the most recent footfall survey, Bahnhofstrasse remains the most frequented shopping street in Hannover thanks to its direct connection between the main railway station and Kröpcke: With more than 8,600 people per hour it has even climbed one place and for the first time since 2014, is again among the top 5 in Germany. High pedestrian traffic has also attracted the US burger chain Five Guys, which will open its first North German branch on the former Mango Man site this year. However, most of the new arrivals can be found in Georgstraße. In addition to Manufactum (approx. 740 m²) at the corner of Ständehausstraße, and JD Sports (approx. 1,600 m²) on the premises formerly used by Benetton at number 24, oversize specialist Hirmer is also expected to open approx. 800 m² in the new building Georgstraße 8b (formerly Baby Walz) in spring 2020. Even though Georgstrasse, at place 13, is not among the top 10 in a nationwide comparison, more than 7,000 pedestrians per hour is a strong argument that speaks for itself. Große Packhofstraße (approx. 4,900) and Karmarschstraße (a good 4,700) also rank in the upper midfield with places 36 and

38. After falling by almost 3% to 195 €/m² at the end of 2018, the rental ceiling remained steady in the first half of 2019. The most frequented location is Bahnhofstrasse. However, at 190 €/m², the difference to Georgstrasse is not a large one. On a positive note, top rents in this location have been extraordinarily stable for many years, contrary to the trend of declining retail rents. The highest rent in Karmarschstrasse also bucked the trend, albeit with a modestly positive outlook, increasing by as much as 3% to 165 €/m². This part of the city has become considerably more attractive as a result of the modernization of the Kröpcke Center and the almost full letting of new space. In contrast, the upmarket location Luisenstraße is still waiting for a boost in development. The sale of Galerie Luise to project developer Momeni, which was announced at the beginning of the year, gives rise to hopes that the shopping arcade, which is struggling with vacancies, will be given a new lease of life and that the entire micro location will be upgraded. The performance of maximum rent, however, reflects the status quo and at 80 €/m² it is 16% below the previous year's figure.

Top rent and footfall in selected B-cities



Development of top rent and purchase price multiplier



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