

These slides contain an estimated net book value of the real estate interests of Hemisphere International Properties BV as at 30 September 2017. In light of recent events and as part of finalising the audit of the 2017 consolidated financial statements for the Steinhoff Group, Steinhoff is conducting a further valuation of the Hemisphere portfolio and no reliance should be placed by investors or other interested parties on the values set out in this update.

## HEMISPHERE – REAL ESTATE UPDATE

February 2018



# Disclaimer

This document (the "Document") and the information contained herein (the "Information") has been prepared by Steinhoff International Holdings N.V. (the "Company"). This Document is being made available for information purposes only.

The Information contained in this Document was prepared by the Company solely for its own internal purposes, has been provided by the Company and has not been independently verified. It is being made available by the Company in good faith and solely for information purposes. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the Information or any opinions contained herein, nor as to the reasonableness of any assumption contained therein, and any liability therefor (including in respect of direct, indirect, consequential loss or damage) is expressly disclaimed. Nothing contained in this Document is, or shall be relied upon as, a promise or representation, whether as to the past or the future and no reliance, in whole or in part, should be placed on the fairness, accuracy, completeness and correctness of the Information. Further, nothing in this Document should be construed as constituting legal, business, tax or financial advice. This Document does not purport to contain information that may be necessary or desirable to accurately evaluate the Company's property portfolio.

This Document contains financial and other Information regarding certain of the businesses and assets of the Company and its consolidated subsidiaries. Such Information may not have been audited, reviewed or verified by any independent accounting firm. It is not the intention to provide, and you may not rely on these materials as providing, a complete or comprehensive analysis of the Company's financial position, trading position or prospects. The Information and any opinions in this document are provided as of the date of this Document and are subject to change without notice. Neither the Company, nor its affiliates, nor their respective officers or directors, financial or other advisors or representatives, shall incur any liability whatsoever (in negligence or otherwise, including but not limited to any and all claims in tort, equity and common law as well as the laws of contract) for any loss howsoever arising from any use of these materials or its contents or otherwise arising in connection with this Document.

In all cases, recipients should conduct their own investigation and analysis of the Company and the Information contained in this Document. No responsibility or liability is accepted by any person with respect to the accuracy or completeness of the Information or any oral or written communication in connection with the Information. Rounding adjustments have been made in calculating some of the numerical figures included in this Document and thus the totals of the data in this Document may vary from the actual arithmetic totals of such information.

Neither the Company nor its advisors undertake any obligation to provide any additional information or to update, correct or revise this Document, whether as a result of new Information, future events or otherwise or to correct any inaccuracies which may become apparent. The Information speaks only as of the date of this Document. This Document and any related information does not constitute an offer or invitation to subscribe for, purchase or otherwise acquire any securities and is not for publication or distribution, directly or indirectly, in any jurisdiction where such distribution is unlawful, and nothing contained herein or its presentation shall form the basis of any contract or commitment whatsoever. Any securities referred to in this Document and herein have not been, and will not be, registered under the US Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold in the United States absent registration under the Securities Act except to qualified institutional buyers as defined in Rule 144A under the Securities Act or another exemption from, or in transactions not subject to, the registration requirements of the Securities Act.

The Information contained herein does not constitute investment, legal, accounting, regulatory, taxation or other advice. Each of the Company's advisors is acting for the Company and will not be responsible to anyone other than the Company in respect of this Document. Access to this Document in certain jurisdictions is restricted by law. Therefore, it must not be copied, printed, downloaded, recorded or re-transmitted (in whole or in part) or disclosed by its recipients to any other person for any purpose, other than with the consent of the Company. All trademarks remain the property of their respective owners. By electronically accessing the Document, you agree to be bound by the above limitations and conditions and, in particular, you represent, warrant and undertake to the Company that: (i) you will not forward the Document to any other person or reproduce or publish this Document, in whole or in part, for any purpose; and (ii) you have read and agree to comply with the contents of this notice.

You are responsible for protecting against viruses and other destructive items. Your use of this website is at your own risk and it is your responsibility to take precautions to ensure that it is free from viruses or other items of a destructive nature.

The Company sets out the following information in relation to the real estate interests of Hemisphere International Properties B.V. (“Hemisphere”) and its subsidiaries (together with Hemisphere, the “Hemisphere Group”), which constitute a portion of the real estate interests held by Steinhoff International Holdings N.V. and its subsidiaries (the “Group”).

Reference to “net book value” in the bullets below means the estimated consolidated book value as at 30 September 2017. Given the Company’s announcements regarding the postponement of the publication of the Group’s consolidated financial statements for 2017 and restatement of the financial statements for certain prior years, these values have not been audited or been the subject of any independent review. In conjunction with the finalisation of the 2017 audit and prior restatements, Steinhoff is conducting a further valuation of these real estate interests and no reliance should be placed by investors or other interested parties on these values.

- As at 16 January 2018, the consolidated net book value of the real estate interests owned by Hemisphere Group was €2.24 billion<sup>1</sup>, following the sale of a property in Vienna in December 2017.
- As at 30 September 2017, the aggregate financial indebtedness secured against the real estate interests of Hemisphere Group was €100.2 million<sup>2</sup>. It should though be noted that the Group’s financing documents, inter alia, impose limitations on the value of any additional security that can be granted in relation to these real estate assets.

**Notes:**

1. Consisting of owned properties with a net book value of €2.14 billion and properties under finance lease worth €0.1 billion
2. Consisting of €97.9 million of Hemisphere Group debt, and €7.7 million of debt outside of the Hemisphere Group. Foreign exchange translation rates used as at 30 September 2017 were €1:£0.8818 and €1:CHF1.1457

# Information relating to Hemisphere real estate (cont'd)

- As at 30 September 2017, the KIKA-LEINER Immobilien subgroup (forming part of the Hemisphere Group)<sup>1</sup> owned 83 properties across Austria and Eastern Europe, the majority of which were stores leased to KIKA-LEINER operating group companies.

Overview of the KIKA-LEINER Immobilien subgroup property portfolio:

	Own Stores <sup>2,5</sup>	Total Properties <sup>3,5</sup>	Total Area <sup>4,5</sup> ('000m <sup>2</sup> )
KIKA / Leiner / Lipo Austria	47	64	1,237
KIKA Czech Republic	3	5	71
KIKA Slovakia	2	3	41
KIKA Hungary	6	7	227
KIKA Romania	1	4	123
<b>TOTAL</b>	<b>59</b>	<b>83</b>	<b>1,699</b>

**Notes:**

- The KIKA-LEINER Immobilien subgroup, which forms part of the Hemisphere Group, is separate from the KIKA-LEINER operating group of companies which do not form part of the Hemisphere Group
- Own Stores represent stores that are owned by the Hemisphere Group and leased to the KIKA-LEINER operating companies. Note that certain store properties are subdivided and shared across brands. This has been counted as a single store unit
- Total properties includes all stores (own stores and stores leased to 3<sup>rd</sup> parties), non-store properties (e.g. warehouses, mall property, and apartments), and vacant plots. The value excludes 8 properties in the portfolio that are held under finance lease (i.e. not owned by KIKA-LEINER Immobilien subgroup)
- Total Area represents the area of the land on which Total Properties under the KIKA-LEINER Immobilien subgroup are situated
- Store numbers and area are adjusted to exclude the sale of a property in Vienna in December 2017

# Information relating to Hemisphere real estate (cont'd)

- As at 30 September 2017, the Hemisphere Group's portfolio also consisted of properties in Germany, Eastern Europe, Switzerland, the Netherlands, Austria and in the UK:

- Germany:** Warehouses, production sites and offices
- Poland:** Miscellaneous production sites, offices and warehouses
- Switzerland:** Warehouse
- Croatia:** 5 stores operated by Conforama under the Emmezeta brand
- Other properties:** Relyon (Netherlands), Kanizsa Trend and Danubia Mohács<sup>2</sup> (Hungary)
- UK:** Several offices and warehouses

	Total Area <sup>1</sup> ('000m <sup>2</sup> )
Germany	723
Poland	1,246
Switzerland	80
Croatia (Emmezeta)	118
United Kingdom	167
Others	187
<b>TOTAL</b>	<b>2,521</b>

## Notes:

- Total Area represents the area of the land on which the properties are situated (stores, warehouses, production sites) and vacant plots for the countries represented
- Danubia Mohács is in process of the building being demolished, land subdivided and sold off. As a result, surface area of the property may be subject to change