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00:00:33 Dr. Kai Gregor Klinger

Hello, everyone. A warm welcome to our earnings call today for the presentation of the results for the first nine months of 2019. As usual, I'd like to direct your attention to the forward-looking statement and disclaimer wording on page two of our presentation. This Safe Harbor language applies to the presentation and all comments we will be making today. I would also like to mention that everything is being recorded. Also, the call, a replay will be available on our website. Our CEO Lars Schnidrig and I will guide you through the presentation followed by the usual Q&A session. The timeframe for today's call is about 30 minutes. Now it is my pleasure to turn the call over Lars. Lars, the floor is yours.

00:01:15 Lars Schnidrig

Many thanks, Kai. And also from my side, a very warm welcome to all of you. To make it brief and clear, we had a very solid first nine months of 2019. The markets remained in good shape for our business, and this is reflected in our figures and operations. Our core business, real estate assets under management, went up by more than 7 percent since the end of 2018, reaching 22.1 billion EUR, a new record high. We will give you some more details on our AUM on the next slide. This tailwind from the markets and from our AUM growth is also reflected in our figures. We are fully in line with our budget guidance and expectations. You will see this later on, in our bridge to the full-year figures. As I have said already several times, we want to internationalize our assets and our client base. So far, the vast majority of all our product investors are from Germany, which gives us a very solid and reliable home base for further growth, but we also want to use our institutionalized platform to acquire large accounts from outside. And we have done the first important steps on this way. For instance, one of our new clients is a large, multi-asset management firm from the US, another one is a global top 10 asset manager based in Europe. And we also welcome one of the leading German life insurance groups to our client list.

Speaking about our products, we have, for example, broadened our footprint in Spain, in the Scandis, in Poland, in Italy and in Benelux. The latter in addition with a new office in Amsterdam. And believe me, this list is far from all encompassing. As you know, we have signed the contract to acquire the French asset management firm STAM Europe at the beginning of July, and we expect the final approval from Paris-based authorities in the upcoming weeks, most likely this year, closing will then follow soon. This will give us not only an excellent access to new clients and assets in France, but also to logistics as a new asset class in our product range. One crucial task for us was to deliver on our promise to reduce the balance sheet usage in Q3 as planned, and I can report execution. We have placed several assets that previously have been on our books, to our clients and thus our leverage ratio, at the end of September, was again on the upper end of our target range between two and three times. We expect this figure to go further down until the end of the year. This was exactly, as of yesterday, acknowledged by Standard and Poor's. The rating agency publishes research, improving our outlook from stable to positive, keeping our corporate rating unchanged at BB+.

Now please turn to Page 4.
You know, the chart from our previous calls. It shows the development of our assets under management and it's a very appropriate sum up of all our product offerings, the market’s appetite and our future growth path. As I said before, our core business, real estate assets under management have once again reached a new record high with an organic increase of 7.2% since the end of 2018. Simultaneously, our non-real estate portfolio went down in the first nine months as scheduled by roughly 400 million EUR. With the anticipated integration of STAM EUR, we are slowly but surely approaching 30 billion EUR assets under management. When you look at the percentage distribution of our assets, you will realize that our main organic AUM growth comes from our asset classes micro living, residential and office. Despite the close to fully let status in appealing locations and very attractive returns, our retail assets are lagging behind in the backdrop of the current market sentiment towards offline retailers. In general, we see an incredible demand for our micro living product range in Germany, but also abroad, driven by several factors, amongst others, the Bologna protocol. A current survey shows that we have around 14 million students in mainland Europe on the continent, but less than one 1.4 million student homes. So just one out of 10 students find a specially designed accommodation. And we have the right product, the right people and the longstanding track record. We will continue riding this very commercial way and bring several new assets to the market by the year's end, in Cologne or Berlin, for example. But this will not be the end. For the upcoming years, we will enter local markets and start operations in Valencia, Gdansk, Salamanca, Dusseldorf, Hamburg and Zurich, for instance. And we are also currently structuring new projects in Benelux, Ireland and the Nordics. Our steady sourcing pipeline went up to around 6.2 billion EUR, with roughly one quarter in advance contractual status and around 13% in the final stage of exclusivity, with ongoing due diligence procedures and SPA negotiations. This is one of many reasons why we are very confident about a successful rest of 2019 and beyond.

Now please turn to page five.

Let me once again speak a bit about our mezzanine business at HFS. In brief, very stable margins and stable fund volume. For us, the professional and discrete dealing with our clients and their data is crucial for our very good reputation in the market. So, we have to ask your understanding that we cannot give you all internal details you might be interested in. At the end of September 2019, the committed funds volume was around 1.25 billion EUR. This money goes predominantly to German residential developments with an overwhelming majority in the top seven cities. The percentage of these booming metropolises has even been increased slightly since end of June. So, this product is really seeing massive demand due to the housing scarcity in the big German cities. And this lack of affordable accommodations does not seem to be solved in the upcoming quarters and years. The average mezzanine tranche is more than 20 million EUR and we charge an actual interest rate of more than 19% across all our 61 projects with around 30 different developers at the end of September. Diversification is key in terms of project number, location and developer backed with our comprehensive risk assessment and controlling approach through Genost. So this is our mantra today, and it was in the past. As you can see on the next chart.

Please turn to page six.
We want to give you some more insights in our HFS funds, their history, mechanics and performance. As you can see, historic aggregated fund volumes have been on the rise, very prudent and sustainable and are still going up. When we acquired HFS in the middle of 2017, the funds showed a volume of around 1 billion EUR. It went up since then impressively to more than 1.1 billion EUR by the end of the fund year 2017, just a few months after HFS became part of Corestate. By the end of the fund year 2018, bear in mind, the fund year ends in October, our funds volume was at around 1.15 billion EUR and by September 2019 it stood at around 1.25 billion EUR. Since the beginning of the funds, investors' money was deployed in a very efficient way with commitment ratios to projects of around 99% and always backed with strong over-demand and a visible pipeline for the upcoming quarters. This is one main reason why the underlying average performance since inception of the funds is around 12%, showing just a brief amplitude of between 11.1% and 13.2%, so very stable returns on a high level. These high returns, proven over several years, was accompanied by a rising number of faithful institutional clients. You can see on the right side of this chart a basic breakdown of our investors. We currently have around 70 institutional clients and this number is kept stable since several quarters. The overwhelming majority are pension schemes and pension funds, with together nearly two thirds of invested demands followed by insurers and to a lower extent, investment funds. What can you expect from HFS in the future? We have a very visible investment pipeline and a very clear view on our investment funds' volumes, especially with the start of the new fund year in November. We expect here again a slight upward trend in volumes and as already indicated, a stable trend in margins of around 19% for the upcoming quarters.

Please turn now to page 7 and I will hand over to Kai.

00:11:39 Dr. Kai Gregor Klinger

Many thanks, Lars. Let me please show you on this slide or revenue stream by the end of September and the bridge to our full-year guidance. Once again, we are fully in line with our guidance, budgets and expectations for 2019. Our acquisition related fees stood, after nine months, at 24 million EUR. It includes always a seasonal impact and will go to above 45 million EUR until end of the year based on an organic AUM growth, of more than 2 billion EUR. Our transaction team is working literally 24/7, so we expect more than 20 relevant client transactions finalized till the end of the year. The asset and property management fee of 65 million EUR in the first nine months, are in line with the underlying budgets to achieve more than 90 million EUR until the end of the year, where we will see slight increases from new funds and catch up effects after closed books and records in some of our more value-add driven fund structures. Our estimated coupon participation fee of total 50 to 55 million EUR for the entire year, includes also variations of investments and repayments and some very marginal valuation effects through the year. This led to a slight performance shift between H1 and H2 on a pro rata temperis view. But as you can see, with 39 million EUR now, after 9 months, we are very well on track here, too. Our expected promote fee of 2019 will be between 30 to 35 million EUR, stemming mainly from two portfolio deals and some other smaller ones. Due to confidentially agreements and ongoing transactions, we cannot give you much details here, but just as an inside, the deals are on the finishing straight with several potential investors which are also quite keen on closing in 2019. So we are very sure to deliver on this line item by the end of December. With 20 million EUR, the bigger part of the alignment capital has already been harvested. In Q4 we expect further proceeds from before mentioned asset placements, so our estimation of around 25 to 30 million EUR is once again reiterated. Our expected warehousing income of 2019 is between 30 to 35 million EUR, and this is already reached with our current 38 million number. We have seen here increasing rental income and service charges of, in total, 14 million EUR in the first nine months, as well as around 9 million EUR from first successful asset placements into clients funds. As we highlighted several times, on the flip side, our income from other warehousing activities, of in total 15 million EUR, will be on a much lower level in Q4 as the majority of these assets were placed between July and September. All in all, we are very confident to reach again our aggregated revenue goals till year end. Same of course for our earnings.

Please flip to the next page to give you some more colour here.
On this chart, you see some key P&L figures. Please let me focus a bit on the cost side. In brief, our expenses from real estate investment management stood at nearly 62 million EUR. Alignment capital expenses amounted to nearly 6 million EUR and warehousing expenses came out at 16.8 million EUR. Our ratio of operational expenses ended up at around 45.6%, so temporarily higher than our year-end picture will be. This was mainly due to accrued expenses for a number of transactions we have already signed or are expected in the next couple of weeks. After a peak in Q2, mainly driven by M&A related costs and other extraordinary items, we are in Q3 again with our G&A expenses back on our regular level. In total for the first nine months of our G&A were at 17.1 million EUR. Including other income, our EBITDA after nine months, stood at roughly 100 million EUR, translating into an EBITDA margin of around 54%. The new IFRS16 adoption, especially the requirement to treat rents as depreciation had and will have only a minor effect on our EBITDA and D&A. Depreciation amortization amounted to 25.3 million EUR, resulting in an EBIT of 74.8 million EUR. We spoke during our Q2 reporting about our balance sheet usage for client growth, leading to an increase in our financial result. And we told you, that this will be reduced in H2 with corresponding impact on the financial result. We have delivered on this promise, so our financial result stood at a normalized level of around minus 15 million EUR for the first nine months of 2019. Our tax rate was unusually low at around 6% in H1 but returned to our typical range of around 12 to 14% for the first nine months. This means reported net profit of 51.3 million EUR. Lastly, as always, our net profit adjustments below EBITDA line, the amortization of the capitalized asset management contracts amounted to 18.8 million EUR in the reporting period. DTA and non-controlling interest stood at minus 2.5 million EUR, which leads to an adjusted net profit of 67.6 million EUR.

Please turn now to page 9.
Let me give you some key balance sheet figures at the end of September 2019. Starting with our two major and long-term financing instruments, the senior unsecured bond with currently 294 million EUR and the convertible bond with 190 million EUR adding bank and other debt of 140 million EUR, including 56 million EUR short-term warehousing debt, we had a gross financial debt figure of 598 million EUR at end of Q3. So, we once again delivered on our promise we gave you a quarter ago to reduce the short balance sheet utilization significantly. For example, the line item structured asset held for sale is now at zero in our balance sheet. This also shows positive impact on our financial debt compared to the end of June. Our cash amounted to 116 million EUR, which leads to a net debt figure of 482 million EUR, thus at the end of September 2019 our leverage ratios stood at 2.8 times. And as we expect several more assets from our balance sheet to be placed to clients for in the upcoming weeks our financial leverage will go down to the lower half of our target range of 2 to 3 times by the end of 2019. As already stated at our Capital Markets Day two months ago with an update on all financial policy, our future corporate leverage will remain clearly below three times and we have limited our total warehousing exposure to 200 million EUR max. So in a nutshell, and this is also reflected in yesterday's published S&P assessment, our long-term balance sheet ratios are healthy and in excellent shape. Our equity ratio went up to around 42%. Our debt is long term secured. The goodwill position from M&A are tested periodically with a lot of headroom and flexibility according to consistently prudent PPA procedures and underlying subsidiaries were thriving and growing operations.

So please turn to page 10 and I'd like to hand you over again to Lars.

00:20:05 Lars Schnidrig

Thank you, Kai. So, all in all, you see a company with all its operations in very good shape. That is why we once again confirm our full-year targets. We will reach aggregated revenues of 285 million to 295 million EUR, EBITDA of between 165 million and 175 million EUR and adjusted net profit of between 130 million and 140 million EUR. Lastly, what can you expect from us in 2020? As always, we will give our guidance for 2020, together with our preliminary 2019 figures on 25th February. But just to give you a sneak preview, we will continue our journey with winning new clients, especially large international institutional investors who are convinced by our impressive pipeline of new products and innovative initiatives. The market remains in good shape and we will offer what clients are looking for, especially in some very commercial niche markets, such as micro living or co-living. Our basic distribution policy remains in place. We will distribute around half of our earnings per share back to our shareholders. I am convinced that this is a very attractive distribution, especially given we are a growth story. As I said during the Capital Markets Day, given the markets tailwind, given our product range and keeping the impressive client feedback in mind, we will grow our company organically by 5 to 10% on AUM level, and inorganically by between 3 to 5 billion EUR per annum. So in a nutshell, it is not out of range that in half a decade, and based on our internal and external growth ambitions, to double the company's size of today and cross the 50 billion EUR AUM. Now we can open the floor to our Q&A session. With that, I hand over to the operator to start the Q&A's.

00:22:15 Operator
Thank you, ladies and gentlemen.
OK, our first question comes from the line of Thomas Neuhold of Capital Chevreaux. Please go ahead. Your line is open.

00:23:03 Thomas Neuhold
Good afternoon, gentlemen. I have several questions and I think it's best if it goes through them one by one. Firstly, on your guidance, obviously this implies quite a strong Q4. I was wondering if you can provide more details on the big swing factors, acquisition fees, promote fees, which portion of the fees you need to reach for the Q4 targets? Did you realize already now at the start of Q4 and which is still open? And I was wondering if you can also provide more details on these too big deals you are talking about. Which segment? Which country this is?

00:23:48 Lars Schnidrig
Hi, Thomas, it's Lars. Yes. I mean, I said this in the press release, we are currently in execution of more than 20 deals. They range between X and Z. So what does it mean? Of course, we are in daily execution and also signing, closing of some of these transactions. I can't give you now and I think it's not sensible to give you now, to go now through all these 20 transactions and obviously you haven't asked us, but just to let you know, we are in our budget there. This was planned from the 1st of January, that we would have a larger amount of transactions to be closed within the fourth quarter. This is typical seasonality in our business. Going forward to 2020 and 2021, Of course, I expect this a bit to change that we don't have always in the fourth quarter, as we had in the last year, the largest amount of transactions to be close. And the question is why? Because, simply the fee streams we are generating have changed. We have attracted very large institutional clients who are simply providing us, call it discretionary funds. And obviously they will not wait until the fourth quarter. So, we have some very stable P&L figures throughout the year, like our property and asset management, including our HFS business. And that's in terms of, how we say, taking out seasonality this new client base will help.

00:25:29 Dr. Kai Gregor Klinger
And to make one point clear here, Tomas, Kai is here. The 35 million promote fee we feel very comfortable with. And I have also indicated this, its also the investor who wants to have to close this transaction till the end of the year. So, and again, to underpin this. And of course, you will understand that we can't disclose any details of transactions which are still ongoing and maybe very close to the signing process.

00:26:03 Thomas Neuhold
Understood. Then I have two questions on the HFS business. Firstly, I was wondering if you can give us an update on the new debt business. You mentioned that the Capital Markets Day and then I was wondering if I look at your products, HFS on the one hand, you have that product, on the other hand, the so to speak high-end product where you achieve interest rates that are clearly at the upper end of the market, what about the, so to speak, plain vanilla, mezzanine products, where you make between 10 to 15% return, is this something where you think there are also business opportunity for you? Or do you refrain from entering that segment?

00:26:48 Lars Schnidrig
Well, coming to the first question, time frame has not changed, as communicated throughout the year and on the Capital Markets Day, so we expect our senior loan slash whole loan structure to be live in the first quarter 2020. What I can say is and I repeat this, why will this product be a success? Very simply speaking, because the clients have demand for that. That means in the German fragmented developer market, rather deals with one party then with two. One means solely HFS, two means a senior lending bank and HFS. So we have, as a third bullet on this, to answer your question, we have strong demand, as well from the client side as well as on the investor side who provide then the required investment funds, obviously, because we can offer them, and this is one of our main topics, offer them additional product. So you have client demand, you have investors demand, and therefore, I expect this to develop as a successful new product in our chain. Secondly, what you asked about this product, it is not on our table, otherwise, I would have communicated it.

00:28:11 Thomas Neuhold
May I ask you why you leave out the segment in the middle, so to speak? Why is it not interesting for you?

00:28:20 Dr. Kai Gregor Klinger

This is always the question. We have a very efficient fund structure, which is very attractive - we have shown this in the presentation - in terms of the returns and of course we would implicitly do it with our whole loan structure. So also anticipating this lower risk mezzanine tranche included in the whole loan too, so to say, subsidize the entire yield for the fund. But to make another, so to say, a third product line with an intermediate mezzanine product between whole loan and this risk adequate initial mezzanine tranche in a development project, we are currently not looking for.

00:29:22 Thomas Neuhold

Understood. The next question is on the debt and debt structure. If you look at the market, the implied yields of your bonds, they seem to be quite high. Have you ever considered taking out bank loans and try to buy back the convertible bonds or the senior bonds?

00:29:47 Lars Schnidrig

Currently, this is not an option for us. Do we consider everything around that topic? Yes, but I think it is very wise now to keep your powder also dry for further developing and growing our business. And I think it is very visible how much cash we produce per year and we take now in particular in 2020, 2021, very important step to establish a pan-European micro-living player. And as you know, as an asset manager, you need also capital as alignment capital and therefore I am more currently a fan of that.

00:30:38 Thomas Neuhold

And my last question is on your growth acquisition strategy. Today you announced a target of 3 to 5 billion of inorganic growth opportunities, at the Capital Markets Day you are still talking about 2 to 4 billion. I was just wondering if there was any structural change for the update in this target or what was the reason for this update of these targets here?

00:31:08 Lars Schnidrig

3 to 5 billion is possible. Currently, we have no M&As on the table. I am very pleased that we have executed our financial discipline, our financial strategy, which is also reflected in the positive outlook of S&P. This is a very strong statement, that relates on the one hand, obviously, to the leverage to the balance sheet strength, which has improved, but also a big compliment, I think, to all of our colleagues here at Corestate to the successful integration we have performed and the strategy we are rolling out in the next 12 to 24 months. As said, it is possible, but we want to be very disciplined now we are in the process of two things. First of all, we are in the process of closing the STAM Europe acquisition, which will be depending on the French authority, year-end, latest beginning of 2020. And obviously, we are in the process of also budgeting guidance 2020 and then we will decide how much we put into M&A, but to be very clear currently there is nothing on the table and I feel very comfortable when I look at the organic growth we can produce with this portfolio, with this team, and always keep in mind we don't grow the AUMs just to grow the AUMs, in all fairness. We grow the AUMs to establish a European market player to get the right partners on board.

00:32:47 Thomas Neuhold

If I remember correctly, your target acquisition multiple ranges from five to seven times EBITDA. Is this correct?

00:32:55 Dr. Kai Gregor Klinger

We don't have fixed target, but it depends always on what is the underlying profile of the asset manager. And of course, if you have a much more established one with a long lasting and recurring fee pattern, then it is different to having maybe one with a little bit more opportunistic range. But of course, we are quite rational and disciplined in terms of pricing and not to overpay anything.

00:33:19 Lars Schnidrig

But what I can also add and ensure you, Thomas, I have multiple talks to smaller asset managers who are approaching me, because obviously, as we all know, it takes quite a bit of time to establish such a European platform. And as I'm always saying, we are in a very comfortable position there to take on partners who have the right product and who have the right clients, as we did with STAM Europe, as we did with CRM, that helps us to roll out our European micro-living strategy, as we did this with ATOS managing one of our most successful funds, the Opportunity Fund, and of course, as we did with HFS and Hannover Leasing and we will continue so to make this company a success.

00:34:12 Thomas Neuhold
Okay. Thank you very much.

00:34:17 Operator
Thank you. Our next question comes from the line of Kai Klose, of Berenberg Please go ahead. Your line is open.

00:34:24 Kai Klose
Yes, good afternoon gentlemen. I also have a couple of questions. The first one is on page 15 of the nine-month report. Could you indicate what was the underlying acquisition volume, which was leading to 24 million of acquisition-related fees in the nine months this year and 31.7 million as of nine months last year.

00:34:48 Dr. Kai Gregor Klinger
Hi, Kai here. I can give you roughly the number for the first nine months of this year and I will come back with the other number, of 2018 in the aftermath as I have to dive a little bit deeper. Roughly between 1.3 and 1.4 billion AUM gross transaction volume is the underlying volumes for 2019, which roughly goes to around 13, 14 million of transaction fees in our real estate equity product, plus, we have roughly 10 million and a little bit more from HFS underwriting fees in there.

00:35:51 Kai Klose
Okay. Second question on this page. What was the split of the property and of the asset management fee?

00:36:02 Dr. Kai Gregor Klinger
Just give me a second. I have to double check. We had, in nine months, 20 million of property management fee, and the residual amount is predominantly management fee.

00:36:21 Kai Klose
Thank you. And we had as of 9 months 5.7 million gains from fair value measurement of financial instruments related to real estate could you indicate what was behind there and is it non-cash which we have then deducted from or adjusted from your full-year guidance?

00:36:50 Dr. Kai Gregor Klinger
So we will have there roughly 20 percent dividends with an cash underlying and the remaining 80 percent are linked to derivatives, which have, of course, an uplift on the valuation side. And of course, this gets realized if we will close this transaction.

00:37:12 Kai Klose
So the 80% of these 5.7 million are kind of a one off and non-cash. What are you going to close that position by the end?

00:37:23 Dr. Kai Gregor Klinger
Of course, not until the year end. But if you have an underlying business plan, which is linked with this alignment capital structures and of course, there is an exit, and then we will also realize on the cash side these valuation effects.

00:37:44 Kai
Okay. The next question would be on page 14 of the report. I guess or could you confirm that the main increase in the short-term financial ability to banks referring to the warehousing debts? Which I suppose.

00:38:02 Dr. Kai Gregor Klinger
Yes, that is the case. Right.

00:38:06 Kai Klose
And the increase in the other account liability is coming from where?

00:38:29 Dr. Kai Gregor Klinger

These are short term, very short-term structures from warehousing, where we have, for client purposes, warehousing assets on our balance sheet with underlying liability structure. And this is already down because we have placed these assets with clients. So it won't be any more until year end.

00:39:00 Kai Klose

So the asset side on page 13, it is shown where, these short-term assets, the corresponding assets?

00:39:55 Dr. Kai Gregor Klinger

They were in the other short-term assets, but these assets were already placed and deconsolidated, only the corresponding liability structures were still on our balance sheet for a couple of days until they were released.

00:40:25 Kai Klose

OK. OK. I have come back to this later. And last question would be regarding the HFS business and going back to the presentation here on page 5. We have now 61 financed projects, I see compared to 57 or 56 as of June. You mentioned that the average interest you are charging is above 19%. Could you indicate for the latest product what interest you are charging for the new projects compared to previous projects.

00:41:00 Lars Schnidrig

It levels between 19 and 23 percent, depending on the project, depending on the stage where we are entering. So therefore this is an average number above 19 percent.

00:41:52 Dr. Kai Klinger

So, you are facing or challenging this a little bit: Do we see any decreasing scenarios for the interest rates? There is clear no. So, we are on the same level. And of course, it depends on the underlying risk situation. What's the project, what is the equity tranche? What is our Mezz-tranche? What is the setup? But there we see still the same risk adequate pricing for these transactions and not an upcoming more competitive-driven price pressure.

00:42:42 Thomas Neuhold

Thanks again. I have a follow up question, it was related to the balance sheet development; other financial instruments went up from 94 one 148 million, at the end of Q3, I was just wondering what was triggering this increase? And can you also state your exposure to Stratos funds? I think it was 34 million at the half year. Did that change?

00:42:12 Dr. Kai Gregor Klinger

The main reason is, that we had before our warehousing assets on the balance sheet and thereafter we've deconsolidated the warehousings, and are still in some placement processes. So it's not a digital number, on and off, as you're crossing down the 50 percent a minor part is still consolidated under this line item. And this will also go down until end of the year, until the placement process is completed. So you have underlying assets, which are yielding, of course a little bit. Predominantly this is the aftermath or the accomplishment of our warehousing placement processes.

00:42:52 Neuhold

Okay. And your exposure from the Stratus Fund?

00:42:56 Dr. Kai Gregor Klinger

Our own exposure to the Stratus Fund?

00:43:00 Neuhold

Yep.

00:43:02 Dr. Kai Gregor Klinger
What we are doing if we have – and you can find this under our warehousing proceeds - we have a reservoir of projects which we then placed finally in the funds. There sometimes we have also some bridge finances to the fund which are related to these projects. So what we are talking there on a very, very low double digit million amount.

00:43:34 Neuhold
In H1 that was 34 million, I was just wondering if that changed in the third quarter and if that was one of the reasons for the sharp increase in the other financial instrument or funds?

00:43:53 Dr. Kai Gregor Klinger
Definitely not. Definitely. OK. We are talking about equity.

00:44:02 Operator
Thank you once again, as there are no further questions at this time I'll hand back to all speakers for the closing comments.

00:44:21 Dr. Kai Gregor Klinger
So thank you very much, we appreciate your interest, your attention and your questions today. Lastly, I want to draw your attention to all 2020 financial calendar published today. We will release our preliminary figures for 2019 as Lars mentioned already on the 25th of February and our annual report on the 24th of March. You will find all these data on the last page of the presentation and all of best slides.

00:44:46
We wish you a nice remaining day and look forward to seeing you in person, maybe on one of the low road shows or on the conferences which we are participating. So thank you very much.

00:44:57 Dr. Kai Gregor Klinger
Thank you. Bye bye now.

00:44:59 Operator
This concludes the conference. Thank you all very much for attending. You may not disconnect your lines.