

ADVANCE TERRAFUND REIT

MONTHLY NEWSLETTER – December 2018

Investment activity

As at the end of December 2018 Advance Terrafund REIT owns 22 822* ha of farmland and 13.3 ha of urban land. During the month were bought 128 ha of farmland at average price 1045 BGN/dca (5 317 €/ha) and were sold 0.4 ha. Over the whole 2018 were bought 984.7 ha farmlands in total at average price 5 102 EUR/ha.

Date	Land in ha	Average monthly price €/ha	Average portfolio price €/ha
Dec-18	22 822	5343	2582
Nov-18	22 744	5317	2582
Oct-18	22 556	5164	2582
Sep-18	22 462	5215	2582
Aug-18	22 392	5011	2551
Jul-18	22 302	4832	2551
Jun-18	22 238	5036	2551
May-18	22 128	5036	2529
Apr-18	22 080	5011	2529
Mar-18	22 017	4689	2529
Feb-18	21 935	-	2516
Jan-18	21 935	4499	2516

*Sold lands with deferred payment contracts are included until they belong to the company

Sale of agricultural land

In December were sold 0.4 ha of farmland at price 1 500 BGN/da (7 669 €/ha). During the month were also sold 48.9 ha of farmland under a contract for deferred payment sale from 2017 and the total amount of land with final sale under contracts from previous years is 57.3 ha.

Total sales in 2018	Land in ha	Average price in €/ha	Sales revenue in €
Direct sale	19	6455	122 461
Final sale under contracts from previous years	57.3	5990	343 494
Deferred payment sale	44.7	8681	388 684

Altogether 2 151.8 ha farmland remain sold under financial lease and deferred payment contracts during the period from 2015 until the end of 2018, which have deadlines for finalizing from 2020 to 2023.

Leased agricultural land

The expected rental revenues for the agricultural 2018-2019 are EUR 3 288 855, out of which in advance have already been collected 41.5%. For 2017-2018 were collected 81.0% from the due receivables and for 2016-2017 were collected 99.6%.

Agricultural year	Land, which could be leased*	Leased land in ha	Leased land as a %	Average rent in €/ha	Rent revenues in €	Collected rents in %
2018-2019	19 963	16 155	80.9%	203.58	3 288 855	41.5%
2017-2018	19 873	15 964	80.3%	199.40	3 183 078	81.0%
2016-2017	20 761	16 918	81.5%	197.31	3 338 238	99.6%

*From the total land is taken only the land, which is available as of June 30 for the respective year, in relation with Art.37b of ALOUA, and all sold land after that period is subtracted. Land purchased after that period could be leased during the following agricultural year.

More information about the farmland portfolio is published on the website of the Company - <http://www.advanceterrafund.bg/en/land-banking/>.

Market statistics for December 2018

	Price in BGN	Date
Start price	1.970	03.12.2018
Last price	1.990	28.12.2018
Highest (max) price	2.000	28.12.2018
Lowest (min) price	1.935	04.12.2018
Average for the month	1.956	
Value change	0.020	
Change in %	1.02%	

Number of trade sessions	18
Monthly volume in €	1 909 373
Average daily volume in €	106 076
Market capitalization as of month-end in €	86 597 036

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