

LEG Immobilien AG
2019 Results

9 March 2020

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- I. HIGHLIGHTS 2019 & YTD 2020**
 - II. PORTFOLIO AND OPERATING PERFORMANCE
 - III. FINANCIAL PERFORMANCE
 - IV. OUTLOOK
 - V. APPENDIX

Growing along our defensive profile

Guidance 2020 confirmed



Strong Financials



- FFO I **+7.1%**
- EBITDA-Margin **72.8%**
- LTV **37.7%/** @ **1.43%**, **8.1y**
- GAV **€1,353/ sqm**, **5.1%** gross yield
- **€3.60** DPS, **+11%** pay-out

Performing Operations



- Net cold rent **+4.6%**
- L-f-I rental growth **+2.9%**
- L-f-I vacancy **3.0%**
- FFO Services **€23m**
- Acquisition of **5,700** units

ESG Achievements



- CO2 emission **–5,400t** from our 2019 modernisation efforts
- New foundation „**Your home helps**“, **€16m** funding
- Susanne Schröter-Crossan as **new CFO** from 1 July

Good start into 2020



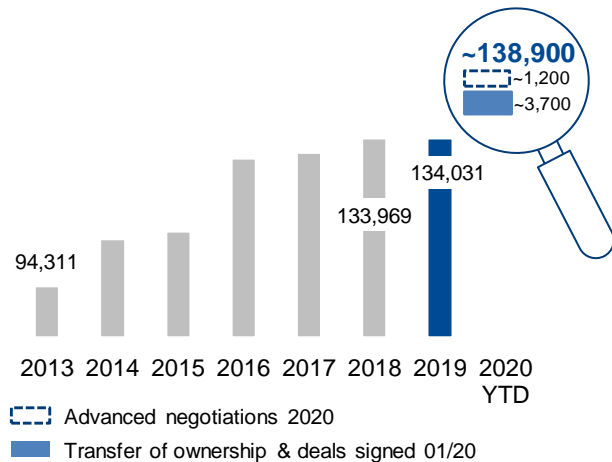
- 1,500 units signed, 1,200 units in advanced negotiations
- Guidance 2020 confirmed with FFO I of **€370m – €380m**
- Operating performance according to plan

Highlights 2019 – Further growing our platform

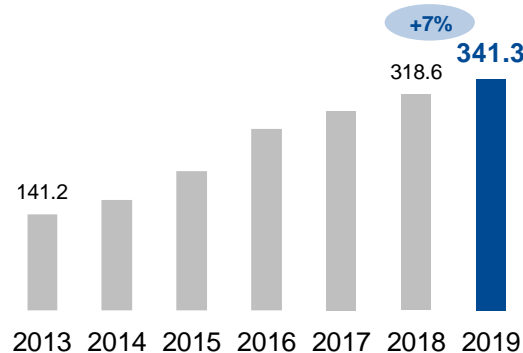
Delivering attractive pay-outs



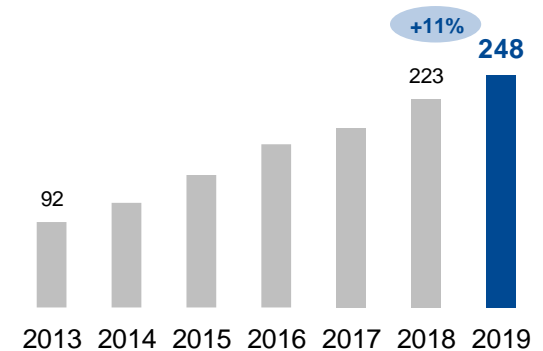
No. of units



FFO I €m



Dividend €m



- Improved portfolio quality through disposal of 3,400 units, 2,700 via a single portfolio deal
- Acquisition of c. 7,200 units
 - 5,700 units already disclosed (o/w 2,200 units transferred at 1/1/20)
 - 1,500 units in NRW and Rhineland-Palatinate signed in January
- 1,200 units in advanced negotiations/ outside NRW

- FFO I growth driven by:
 - 2.9% l-f-l rental growth
 - Vacancy reduction
 - 2018 acquisition
- FFO I per share €5.27, +4.6%
- Acquisitions of 7,200 units to add c. €7m to FFO I in 2020
- Refinancing actions from Q4 19 to add c. €7m in 2020

- DPS19 €3.60 (vs. €3.53 in 2018)
- Dividend paid €248m, +11%
- Pay-out from FFO I of 73%

Remaining focussed on NRW/Germany and affordable living

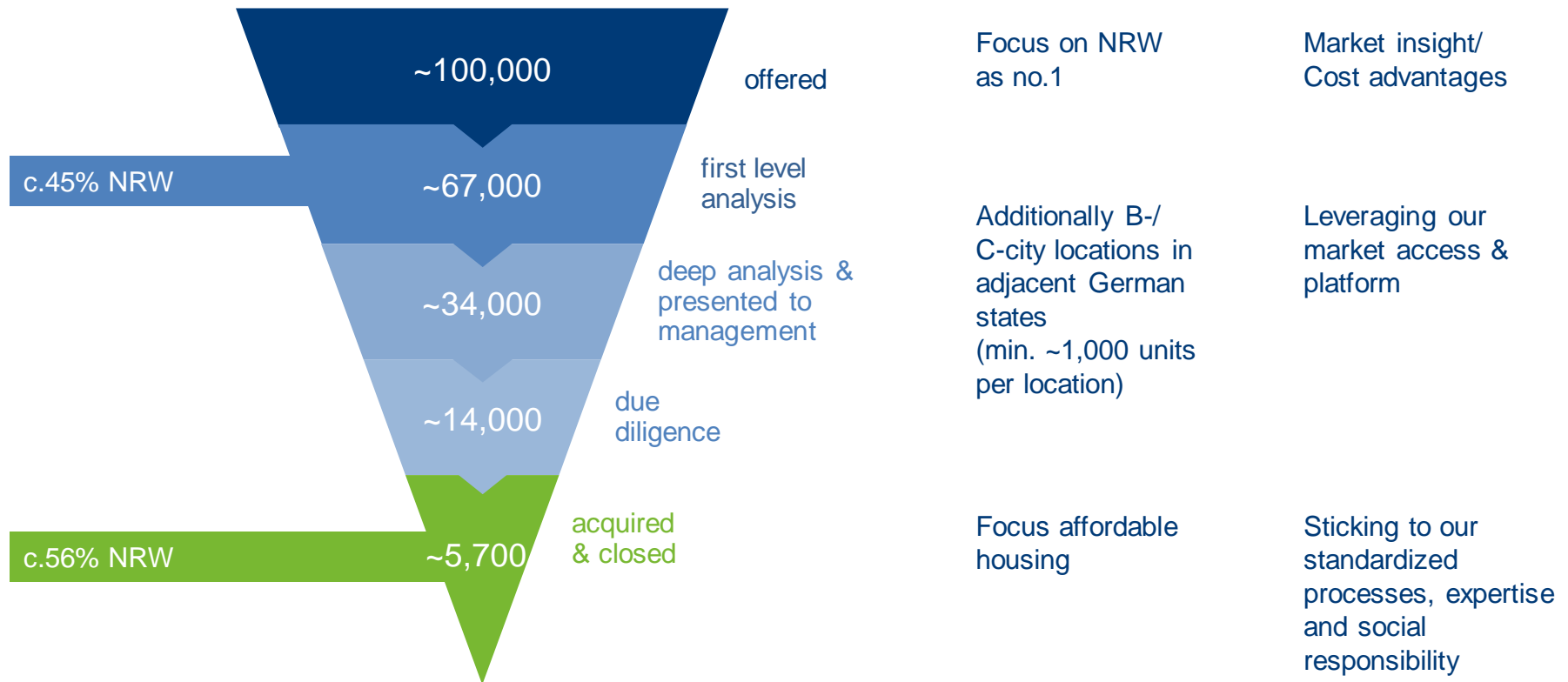


Regional split Share NRW

Deal funnel 2019 (units)

Target markets

Rationale



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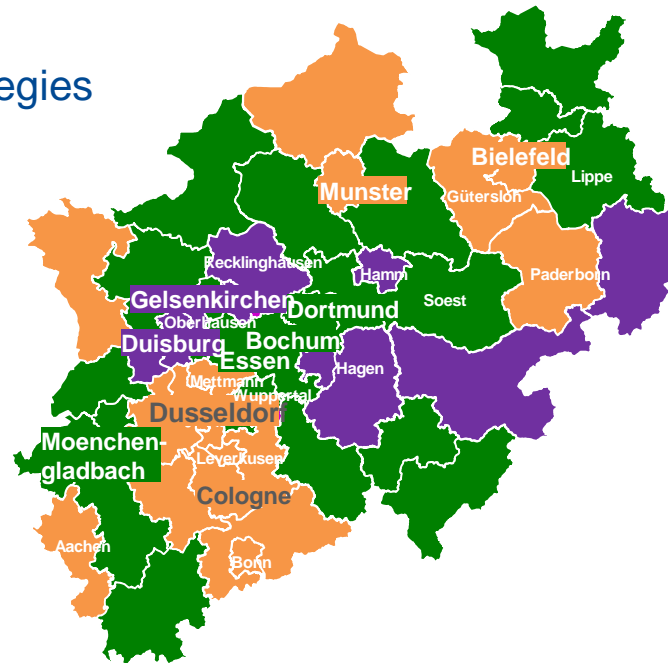
IV. OUTLOOK

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Positive rent development across all submarkets



Strong results on the basis of
tailor-made management strategies



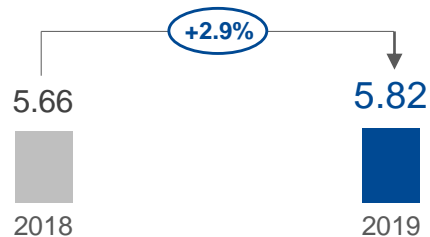
North Rhine-Westphalia
(~129,600 units / ~97%)

Bremen
Lower Saxony
Rhineland-Palatinate

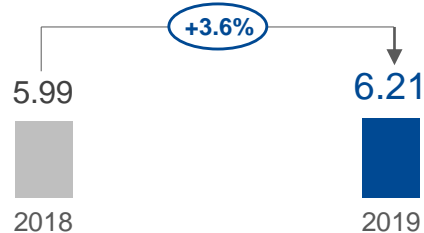
(~4,400 units / ~3%)

Markets	Total Portfolio		High-Growth		Stable		High-Yielding	
	2019	Δ (YOY)	2019	Δ (YOY)	2019	Δ (YOY)	2019	Δ (YOY)
# of units	134,031	0.0%	40,843	+3.0%	52,034	+1.9%	41,154	-4.9%
In-place rent (sqm), I-f-I	€5.82	+2.9%	€6.63	+3.3%	€5.50	+3.1%	€5.37	+2.1%
EPRA-Vacancy, I-f-I	3.0%	-10 bps	1.6%	-30 bps	2.8%	-10 bps	5.2%	+30 bps

L-f-I residential rent
(€/sqm/month)

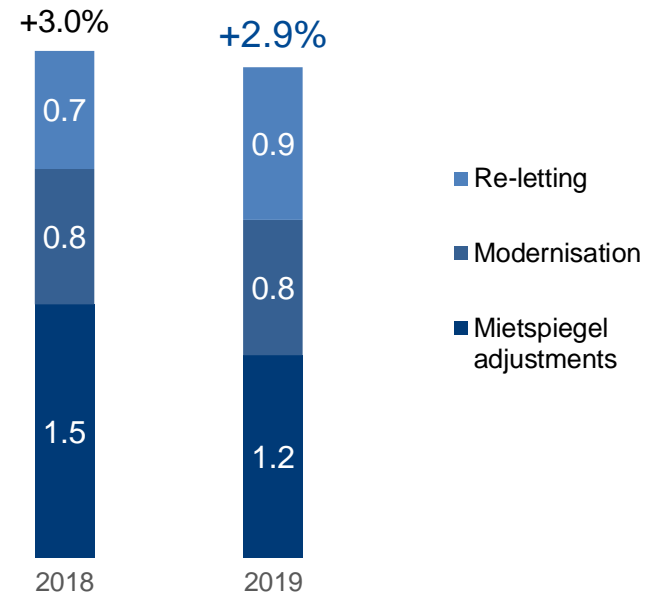


L-f-I free financed rent
(€/sqm/month)



- Performance of free financed units demonstrates strong underlying fundamentals
- Rent restricted units: +0.5% year-on-year (like-for-like)
- High exposure to structural growth markets and respective commuter belts supports strong performance

Rent growth drivers
%

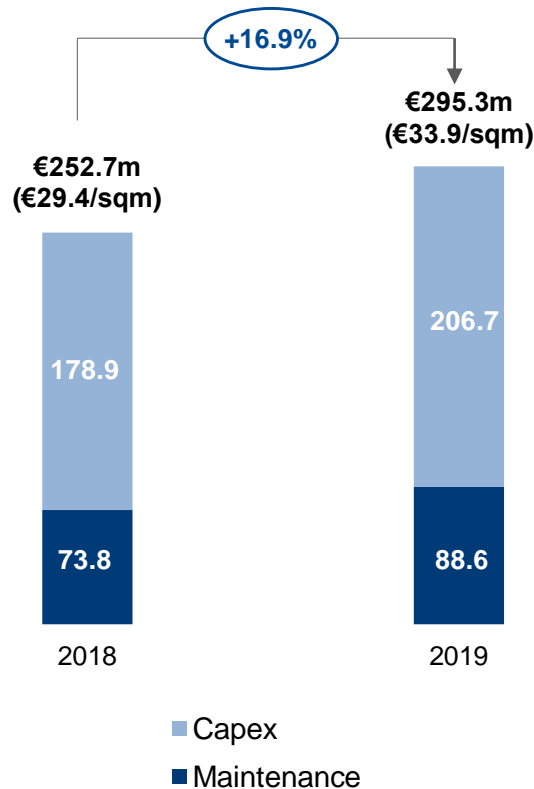


- Well diversified mix of growth drivers
- Growth supported by modernisation program with focus on energy efficiency

Lifting potential for growth and energy efficiency

Lifting potential for growth and energy efficiency while maintaining high capital efficiency

€m



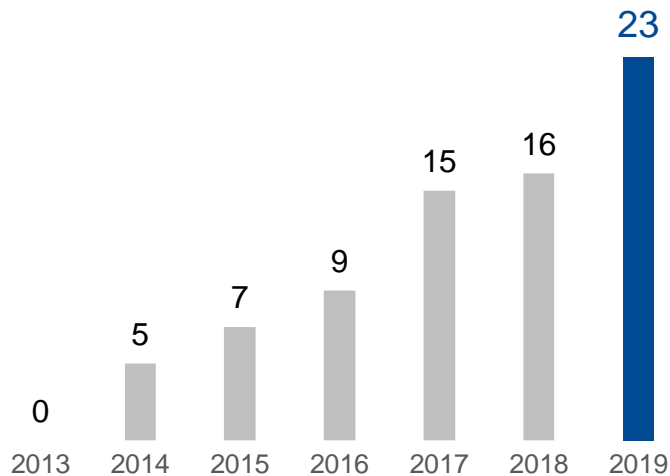
- Investments **increased c.17%** year-over-year in line with increased value enhancing capex
- **Capex program ongoing** with major investments in Dortmund, Monheim, Münster, Mönchengladbach
- **~5,400 tons of CO₂ savings** assumed due to energetic refurbishment measures in FY 2019
- **Capex ratio of 70.0%**
- **Outlook of ~31-33 €/sqm** for FY 2020

Leveraging LEG's strong customer base with additional services



Strong FFO contribution – Services

€m




NAV per share from services of


€ 5.3 – 8.0¹

Not reflected in Group NAV

¹ Based on 4% - 6% discount rate




LEG
WohnService
Partner






Cooperation
Multimedia: TV,
internet and telephone
Launch January 2014

Further roll-out of our
media service offering
in 2019 contributed
>€1m
to the FFO growth



LEG
EnergieService
Partner

Cooperation
Electricity, heating,
gas, metering
Launch March 2015

Acquisition of
outstanding
49% share in 2019

Successful
cooperation with
energy supplier to
market electricity and
gas



LEG
TechnikService
Partner



Joint venture (51%)
Small repair work,
craftsmen services
Launch January 2017

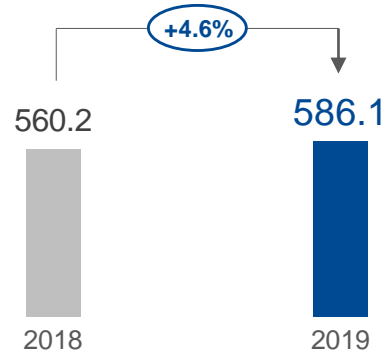
Increased our FTE's
by 31 (+10%) in order
to better and faster
serve our tenants

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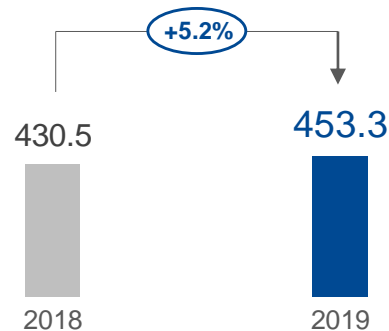
Margin expansion story is set to continue



Net Cold Rent €m



Adj. Net Rental and Lease Income €m

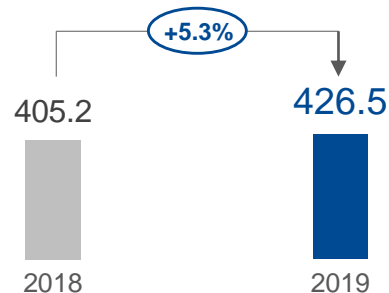


Margin

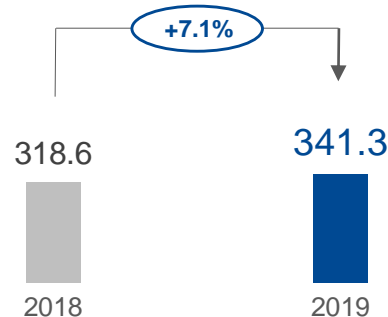
Adj. Net Rental and Lease Income %



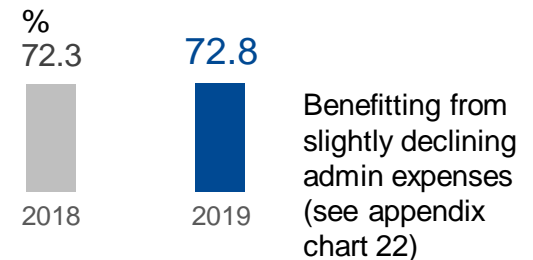
Adj. EBITDA €m



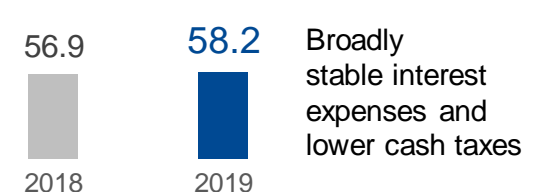
FFO I €m



Adj. EBITDA



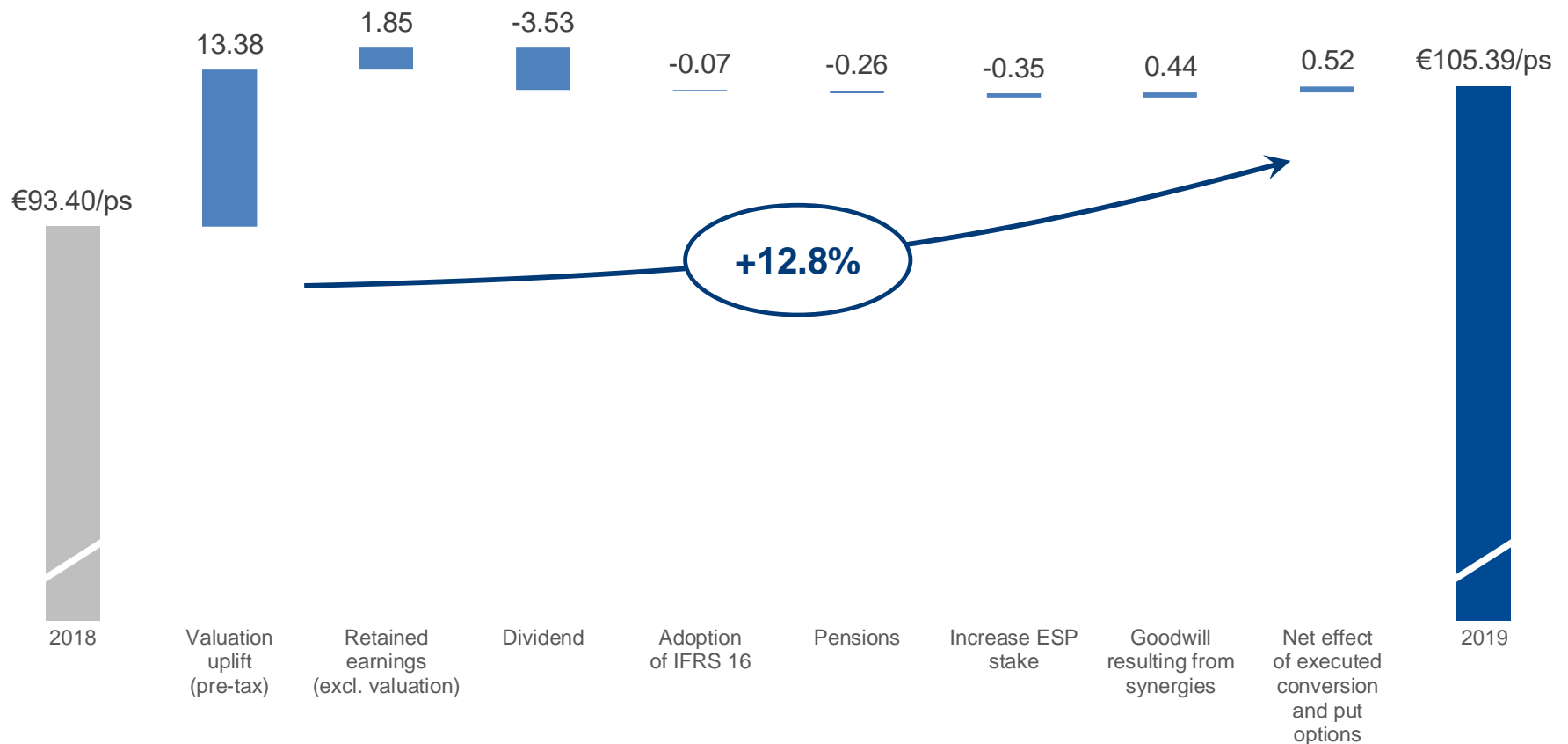
FFO I



EPRA Net Asset Value

Increase of +€11.99 per share

€/ps



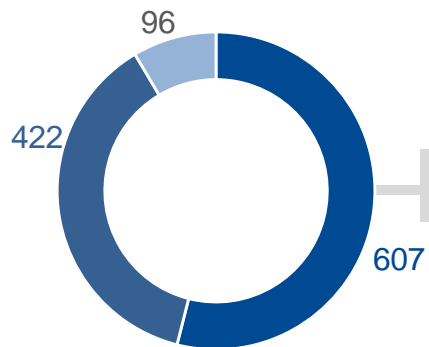
Valuation uplift driven by letting performance and yield compression



Breakdown revaluation gains

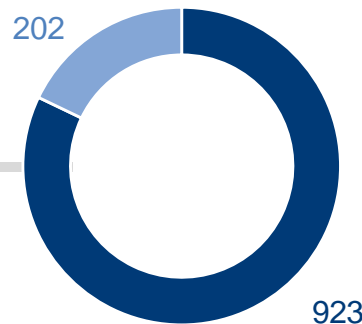
€m

Value drivers



- Discount rate
- Rent performance & building
- Others (e.g. cost adjustments)

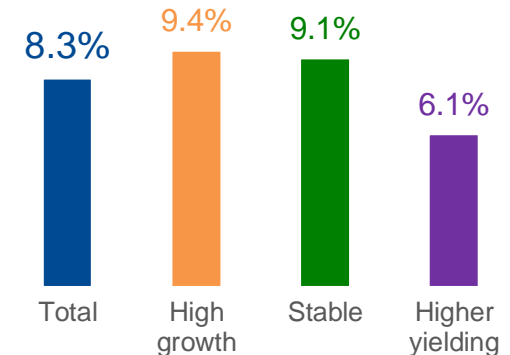
Allocation capital growth



- Revaluation gains
- Capex

€1,125m¹

Valuation uplift by markets



- Yield compression (especially in Orange and Green markets) and broad-based strong letting performance drive portfolio values
- Visible catch-up effects with respect to multiple B-cities and commuter towns
- Adjustment of discount rate from 5.2% in 2018 to 4.8% (cap rate from 6.1% to 6.05%)

¹ Change in Gross Asset Value, I-f-I.

Portfolio valuation: With €1,353/sqm @5.1% gross yield still at attractive levels in absolute and relative terms



Market segment	Residential Units	GAV Residential Assets (€m)	GAV/sqm (€)	Gross yield	In-Place Rent Multiple	Market Multiples ¹	GAV Commercial/ Other (€m)	Total GAV (€m)
High-Growth Markets	40,843	5,170	1,913	4.1%	24.2x	20.6x	246	5,416
Stable Markets	52,034	3,939	1,187	5.5%	18.3x	16.4x	134	4,074
Higher-Yielding Markets	41,154	2,425	968	6.4%	15.7x	14.4x	78	2,502
Total Portfolio	134,031	11,535	1,353	5.1%	19.8x	17.5x	458	11,992

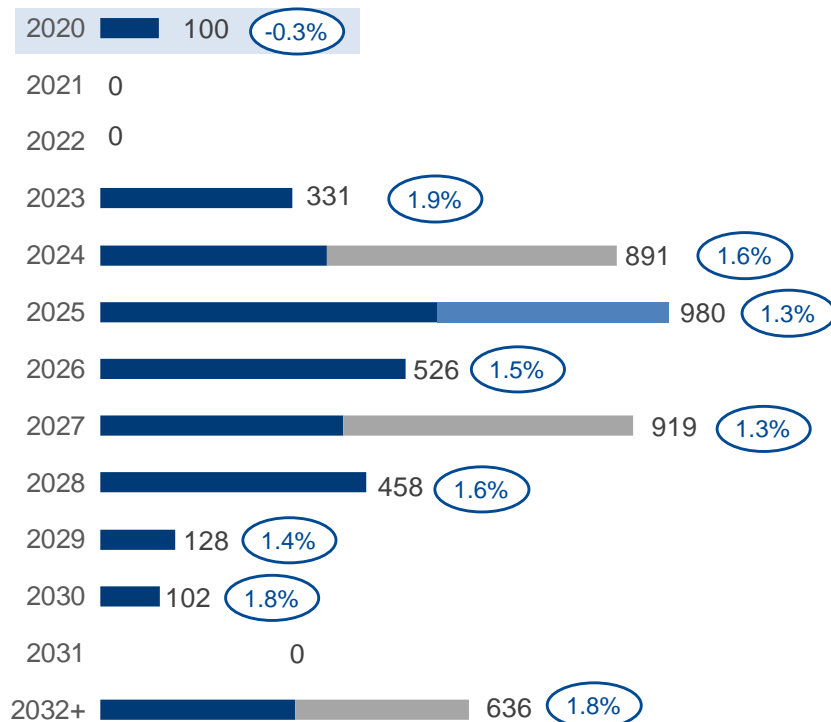
¹ Estimated rental values as of December 31, 2019.

Further improved financing structure: Lower for longer



Maturity profile

€m



■ Debt ■ Bonds ■ Convertible % Weighted avg. interest (excl. subsidised loans)

(repaid in Feb. 2020)

Average debt maturity (years)



Average interest costs



Loan-to-value



Net debt/ Adj. EBITDA



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Strong Financials

- FFO I €370m – 380m
- EBITDA-Margin ~74%
- LTV 43% max
- Dividend 70% of FFO I

Performing Operations

- L-f-I rental growth c.2.8%
(incl. 20bps from refinancing)
- L-f-I vacancy slightly decreasing
- Investments ~31-33€/sqm
- Acquisition of ~7,000 units

ESG Topics

- Energy efficient modernization of c.3% of the portfolio p.a.
- New foundation “Your home helps” fully staffed with 8 FTE’s
- New compensation structure for board members reflecting also ESG criteria in STI-plan and LTI-plan*

* Proposal to AGM for new payment structure beginning 2021

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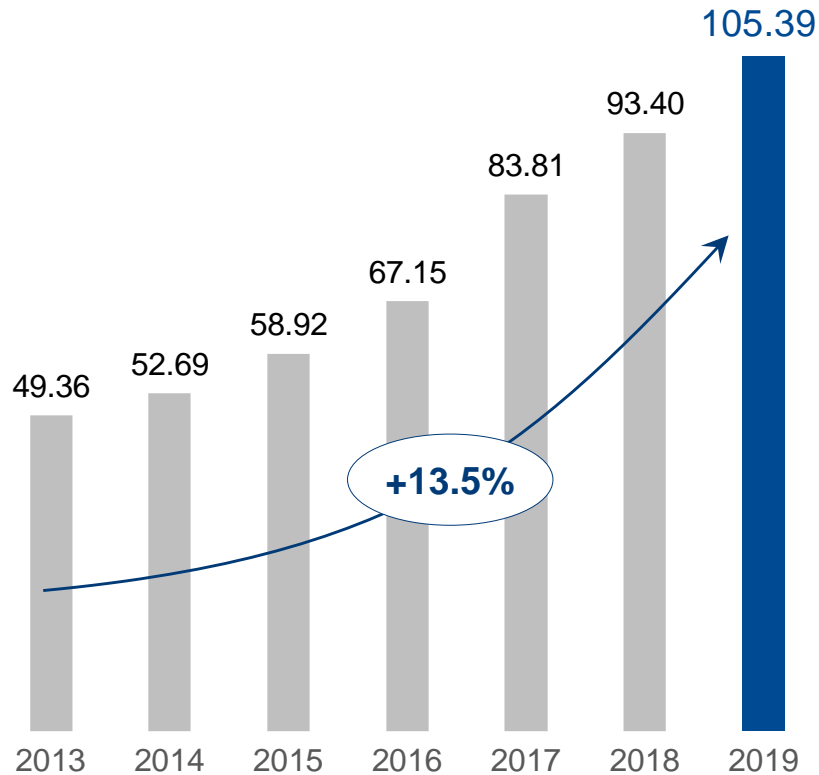
Appendix – Generating Attractive Shareholder Returns

NAV and dividend development



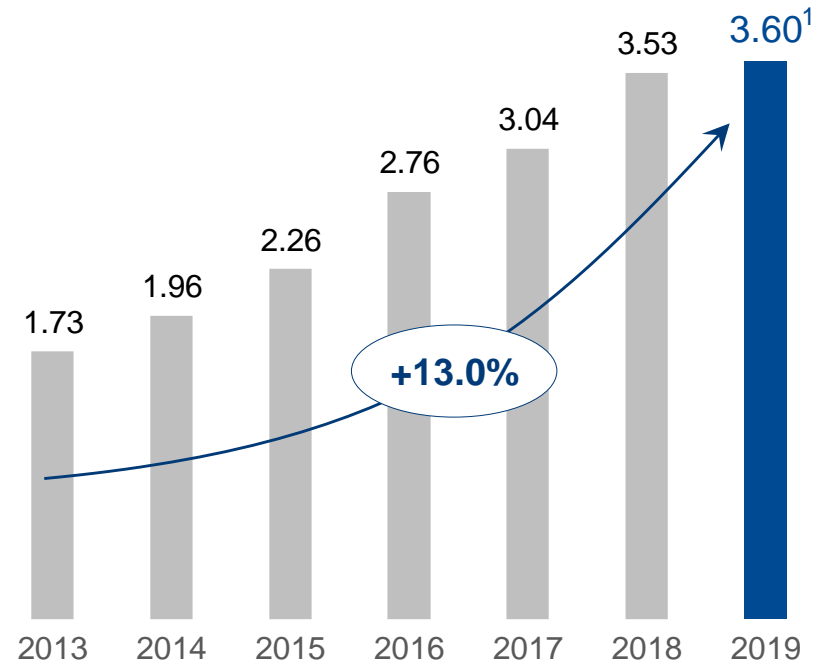
NAV per share

€, excl. goodwill



Dividend per share

€



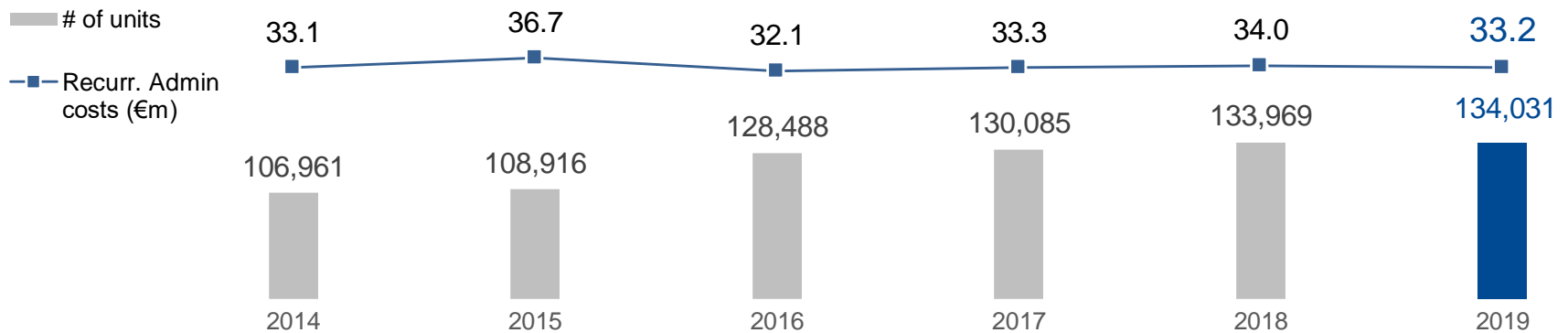
¹ Proposal to Annual General Meeting.

CAGR

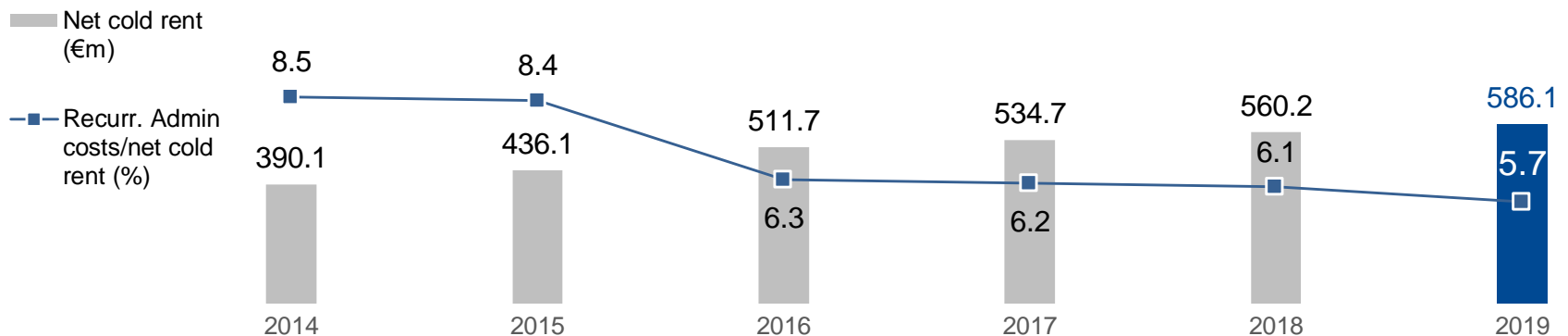
Acquisitions: Leading Management Skills Paying Off



Strong volume growth at decreasing overhead cost...



...leads to a significant drop of the administrative costs ratio



EPRA-Net Asset Value and Pro-forma-NAV



€m	2019	2018
Equity (excl. minority interests)	5,909.9	4,757.6
Effect of exercising options, convertibles and other rights	26.1	553.9
NAV	5,936.0	5,311.5
Fair value measurement of derivative financial instruments	84.0	222.2
Deferred taxes ¹	1,336.4	1,132.7
EPRA-NAV	7,356.4	6,666.4
Number of shares fully-diluted incl. convertible (m)	69.010	68.824
EPRA-NAV per share in €	106.60	96.86
Goodwill resulting from synergies	83.4	52.7
Adjusted EPRA-NAV (excl. goodwill)	7,273.0	6,613.7
Adjusted EPRA-NAV per share in €	105.39	96.10
Effects from a simulated executed conversion	n/a	-185.7
Pro-forma NAV (excl. goodwill) post-conversion	7,273.0	6,428.0
Pro-forma-NAV post conversion per share in €	105.39	93.40

- €923.4m Portfolio revaluation
- -€223.1m Dividends
- €596.8m Equity increase
- -€144.8m Others

Comment on Pro-forma-NAV post conversion

- This figure incorporates a simulated, executed conversion of the 2014/2021 convertible
- In 2019 there is no difference between adj. EPRA-NAV and Pro-Forma-NAV due to the conversion of the convertible in 2019

- Gross yield of 5.1% (thereof free financed portfolio: 5.3%) and value per sqm (€1,353) still reflect decent gap to recent portfolio transactions
- Value of services business not included in NAV
 - Scenario: additional value approx. €5.30-€8.00 per share (discount rate of 4.0%-6.0%)

¹ And goodwill resulting from deferred taxes on EPRA-adjustments.

FFO Calculation

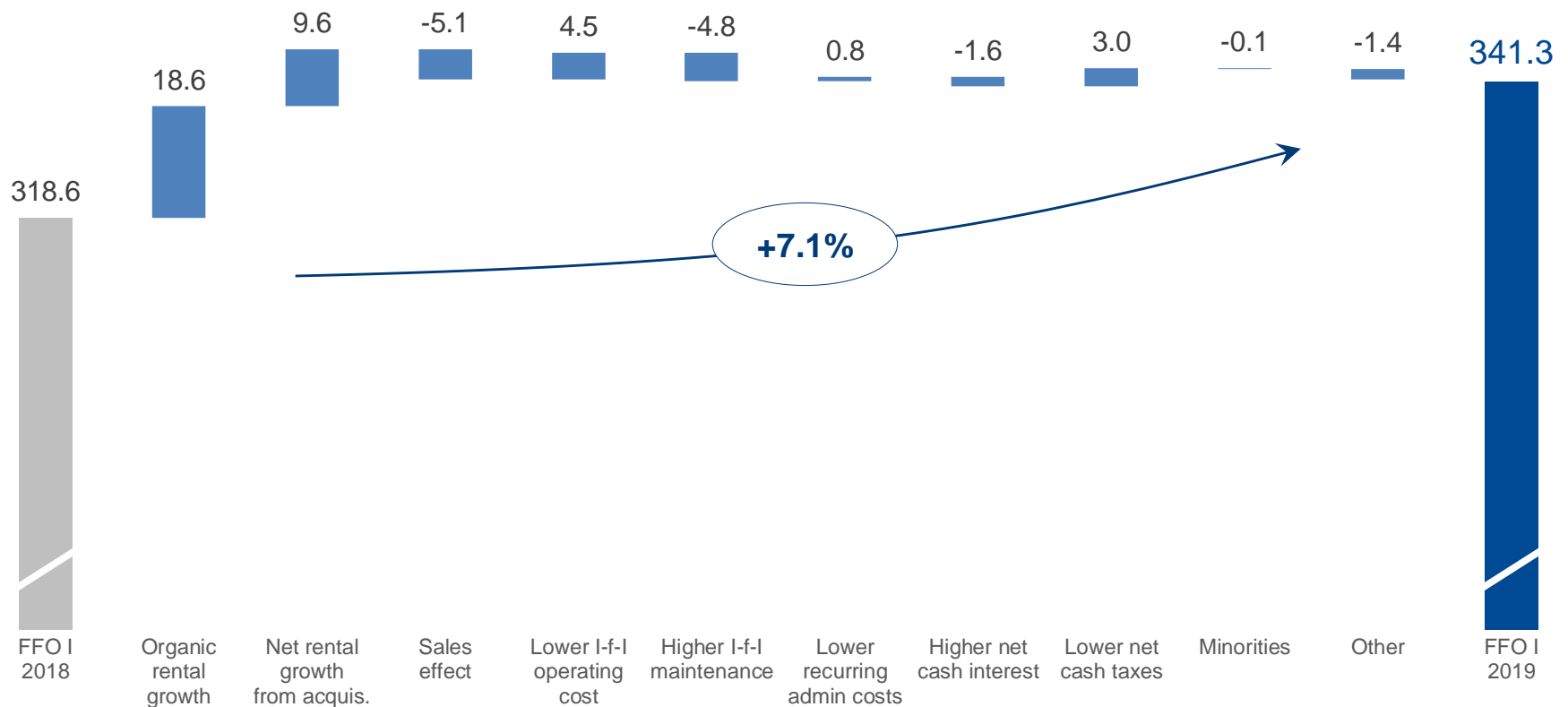


€m	2019	2018	
Net cold rent	586.1	560.2	▪ +€25.9m/+4.6%
Profit from operating expenses	-2.8	-4.5	
Maintenance (externally-procured services)	-61.0	-51.8	
Staff costs	-68.2	-60.3	▪ Growth in staff costs mainly due to additional FTE's (operations and for crafts services)
Allowances on rent receivables	-7.9	-8.4	
Other	-1.3	-10.4	
Non-recurring project costs (rental and lease)	8.3	5.8	
Recurring net rental and lease income	453.2	430.6	▪ Adj. NRI increased by +€22.6m YOY (+5.3%); rising cost inflation more than offset by efficiency gains
Recurring net income from other services	6.0	7.8	
Staff costs	-30.1	-24.8	
Non-staff operating costs	-32.6	-18.4	
Non-recurring project costs (admin.)	29.5	9.2	▪ Recurring admin. costs ratio further reduced to 5.7% (previous year: 6.1%)
Recurring administrative expenses	-33.2	-34.0	
Other income and expenses	0.5	0.8	
Adjusted EBITDA	426.5	405.2	▪ EBITDA increased by +€21.3m YOY (+5.3%)
Cash interest expenses and income	-78.7	-77.2	
Cash income taxes from rental and lease	-2.8	-5.8	
FFO I (including non-controlling interests)	345.0	322.2	▪ Almost stable interest costs (average costs in FY-2019: 1.43% vs. 1.58% in FY-2018) despite higher debt volume
Non-controlling interests	-3.7	-3.6	
FFO I (excluding non-controlling interests)	341.3	318.6	
FFO II (including disposal of investment property)	327.9	318.8	
Capex-adjusted FFO I (AFFO)	134.6	139.7	

FFO Bridge 2019

Increase of +€22.7m (+7.1%)

€m



Strong balance sheet



€m	2019	2018
Investment property	12,031.1	10,709.0
Other non-current assets	322.7	175.9
Non-current assets	12,353.8	10,884.9
Receivables and other assets	89.6	55.4
Cash and cash equivalents	451.2	233.6
Current assets	540.8	289.0
Assets held for sale	25.2	20.3
Total Assets	12,919.8	11,194.2
Equity	5,933.9	4,783.9
Non-current financing liabilities	4,856.8	4,113.3
Other non-current liabilities	1,654.2	1,382.3
Non-current liabilities	6,511.0	5,495.6
Current financing liabilities	197.1	484.8
Other current liabilities	277.8	429.9
Current liabilities	474.9	914.7
Total Equity and Liabilities	12,919.8	11,194.2

- Revaluation €923.4 m
- Acquisitions €360.7m
- Capex €201.5m

- Cash flow from operating activities €318.2m
- Investing activities -€489.1m
- Financing activities €388.5m
 - Issue of corporate bonds €800m
 - Net repayment of loans -€153m
 - Dividend -€223.1m

Strong credit profile in more volatile financing environment



€m	2019	2018
Financial liabilities	5,053.9	4,598.1
Excluding lease liabilities (IFRS 16)	31.8	-
Cash & cash equivalents	451.2	233.6
Net Debt	4,570.9	4,364.5
Investment properties	12,031.1	10,709.0
Properties held for sale	25.2	20.3
Prepayments for investment properties	53.5	-
Business combinations	-	-
Property values	12,109.8	10,729.3
Loan to Value (LTV) in %	37.7	40.7

- Strong balance sheet with LTV of 37.7% significantly below maximum target (43%) leaves headroom for growth investments

Income Statement



€m	2019	2018	
Net rental and lease income	435.0	418.6	<ul style="list-style-type: none"> Higher rental income (+€25.9m YOY/+4.6%) Higher personnel expenses (€7.9m) and one-time costs (+€2.5m)
Net income from the disposal of investment property	-1.3	-0.9	
Net income from the valuation of investment property	923.4	800.9	
Net income from the disposal of real estate inventory	-0.8	-1.6	<ul style="list-style-type: none"> Portfolio revaluation resulted in 8.3% appraisal gain (FY-2019)
Net income from other services	3.3	5.3	
Administrative and other expenses	-66.1	-44.8	<ul style="list-style-type: none"> Admin costs including €16m for new foundation ("Your home helps") Recurring admin. costs slightly down (€33.2m/-€0.8m YOY), despite wage inflation
Other income	0.5	0.8	
Operating earnings	1,294.0	1,178.3	
Net finance costs	-242.7	-81.9	<ul style="list-style-type: none"> Net income from fair value measurement of derivatives -€96.1m; thereof -€94.8m from convertibles (FY-2018: +€25.4) Cash interests nearly stable (€78.7m; +€1.5m YOY) despite rising debt volume
Earnings before income taxes	1,051.3	1,096.4	
Income tax expenses	-230.2	-249.3	<ul style="list-style-type: none"> Cash taxes FFO I -€2.8m, cash taxes from disposals -€12.3m
Consolidated net profit	821.1	847.1	

Cash Effective Interest Expense



€m	2019	2018	
Reported interest expense	-153.1	-109.3	<ul style="list-style-type: none"> ▪ Refinancing effect from early conversion of convertible bond (€17.7m)
Interest expense related to loan amortisation	34.9	14.0	
Prepayment penalties / breakage costs	27.6	-3.5	<ul style="list-style-type: none"> ▪ Prepayment penalties of €27.6m due to early refinancing
Interest costs related to valuation of assets/liabilities	6.2	0.0	
Leasing related interest expense	2.2	0.8	<ul style="list-style-type: none"> ▪ Release of swaps and fixed interest loans (refinancing)
Interest expenses related to changes in pension provisions	2.5	2.4	
Other interest expenses	0.5	0.5	
Cash effective interest expense (gross)	-79.2	-78.1	
Cash effective interest income	0.5	0.8	
Cash effective interest expense (net)	-78.7	-77.2	<ul style="list-style-type: none"> ▪ Interest coverage improved further (5.4x up from 5.3x YOY)

Broadbased valuation uplifts continue across market segments



Valuation uplift by markets (I-f-I), including commercial and other assets

	Valuation uplift FY-19	Valuation uplift H2-19	Gross yield FY-19
High-Growth Markets	9.4% (7.5% in FY-18, I-f-I)	3.5%	4.1% (4.5% in FY-18)
Münster (6,103 units)	8.5%	2.8%	3.7% (4.0%)
Düsseldorf (5,209 units)	9.7%	2.8%	4.0% (4.3%)
Monheim (3,350 units)	16.4%	11.0%	4.4% (5.1%)
Stable markets	9.1% (10.7% in FY-18, I-f-I)	3.5%	5.5% (6.0% in FY-18)
Dortmund (13,318 units)	11.3%	3.4%	4.7% (5.3%)
Essen (3,373 units)	7.3%	3.1%	5.4% (5.9%)
Mönchengladbach (6,436 units)	9.5%	5.1%	5.9% (6.2%)
Higher-yielding markets	6.1% (6.9% in FY-18, I-f-I)	2.4%	6.4% (6.9% in FY-18)
Duisburg (6,117 units)	4.9%	1.3%	6.1% (6.5%)
Hamm (1,626 units)	4.9%	0.1%	6.1% (6.6%)
Recklinghausen district	9.2%	4.7%	6.7% (6.9%)
Total portfolio	8.3% (8.2% in FY-18, I-f-I)	3.4%	5.1% (5.5% in FY-18)

EPRA Net Initial Yield



€m	2019	2018
Investment properties	12,031.9	10,702.2
Assets held for sale	25.2	20.3
Market value of residential property portfolio (net)	12,057.1	10,722.5
Estimated incidental costs	1,184.7	1,056.9
Market value of residential property portfolio (gross)	13,241.7	11,779.4
Annualised cash flow from rental income (gross)	574.5	564.9
Non recoverable operating costs	-69.5	-61.8
Annualised cash flow from rental income (net)	509.3	508.0
EPRA Net Initial Yield in %	3.8	4.3

Accelerating external growth



Acquisitions signed in 2019	Residential units 5,700	Purchase price approx. €500m	Rent multiple 21.7x	Price / sqm €1,433	FFO p.a. c. €13m (FY 2020)
Top 5 locations			Units	Federal state	Market segment
Bremen			1,160	Bremen	■ stable
Greater Aachen region ¹			1,094	NRW	■ high growth
Oldenburg			912	Lower Saxony	■ high growth
Dortmund			269	NRW	■ stable
Duisburg			193	NRW	■ higher yielding
Development Projects ² 2019	Residential units 210 ³	Purchase price approx. €38m	Rent multiple 26.5x	Price / sqm €2,576	FFO p.a. c. €0.9m
Transfer/ Acquisitions in 2020		Residential units 1,500 1,100	Locations NRW (Hamm, Lünen), Rhineland-Palatinate (Kaiserslautern) ⁴ in advanced negotiations, outside NRW		

¹ Baesweiler, Alsdorf, Übach-Palenberg. ² Dortmund, Bielefeld, Lüdenscheid. ³ Including 99 subsidised units. ⁴ Purchase price not disclosed

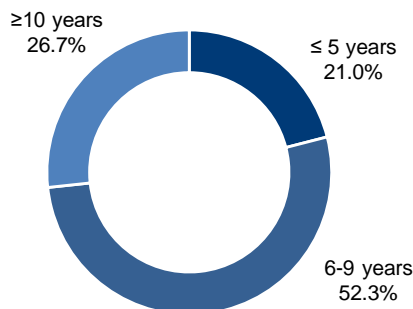
Refinancing of subsidised loans lifting value



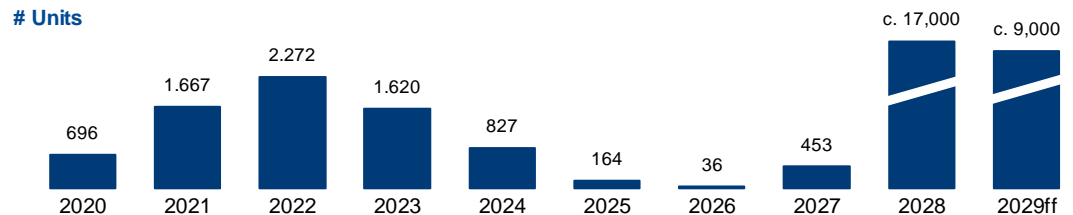
Rent Potential Subsidised Units

- Until 2028, c. **24,000 units will come off rent restriction**
- Units show **significant upside to market rents**
- The **economic upside can theoretically be realised the year after restrictions expire**, subject to general legal and other restrictions⁴

Over 70% of units to come off restriction until 2028

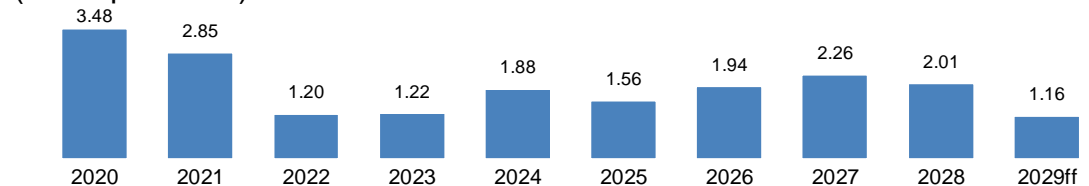


Number of Units Coming Off Restriction and Rent Upside



Spread to Market Rent

(in €/sqm/month)



	≤ 5 years ²	6 – 10 years ²	≥ 10 years ²
In-place rent	€4.61	€4.91	€4.92
Market rent ¹	€6.54	€6.82	€6.09
Upside potential ³	42%	39%	24%
Upside potential p.a. ³	€11.3m	€23.6m	€10.7m

Source: LEG as of FY-2019

¹ Employed by CBRE as indicator of an average rent value that could theoretically be achieved, not implying that an adjustment of the in-place rent to the market rent is feasible, as stringent legal and contractual restrictions regarding rent increases exist.

² ≤ 5 years = 2020-2024; 6-10 years = 2025-2029; ≥ 10 years = 2029ff.

³ Rent upside is defined as the difference between LEG in-place rent as of FY-2019 and market rent (defined in footnote 1) as of FY-2019.

⁴ For example rent increase cap of 15% or 20% for three years.

Unsecured financing covenants

Covenant	Threshold	31.12.2019
Consolidated Adjusted EBITDA / Net Cash Interest	>1.8x	5.4x
Unencumbered Assets / Unsecured Financial Indebtedness	>125%	180%
Net Financial Indebtedness / Total Assets	<60%	36%
Secured Financial Indebtedness / Total Assets	<45%	22%

Ratings (Moody's)

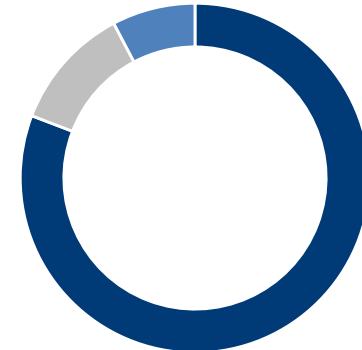
Type	Rating	Outlook
Long Term Rating	Baa1	Stable
Short Term Rating	P-2	Stable

Financing mix

Variable interest
7.7%

Fixed interest
80.8%

Swaps
11.5%

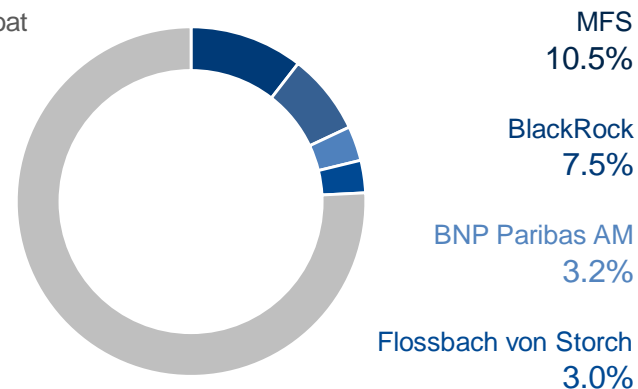


Basic data

- Prime Standard, Frankfurt Stock Exchange
- Total no. of shares: 69,009,836
- Ticker symbol: LEG
- ISIN: DE000LEG1110
- Indices: MDAX, FTSE EPRA/NAREIT, GPR 250, Stoxx Europe 600, DAX ESG
- Weighting (31.1.2019): MDAX 2.94%; EPRA 2.81%
- Rating: Baa1 (stable) by Moody's

Well-balanced shareholder structure¹

Other free float
75.8%



Share price (2.3.2020, indexed; 31.1.2013 = 100)



¹ Source: LEG; shareholdings according to voting rights notifications.

March 2020

9th

Report/Event

Annual Report 2019

May 2020

11th

Quarterly Statement Q1 as of 31 March 2020

20th

Annual General Meeting, Düsseldorf

August 2020

7th

Quarterly Report Q2 as of 30 June 2020

November 2020

12th

Quarterly Statement Q3 as of 30 September 2020

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