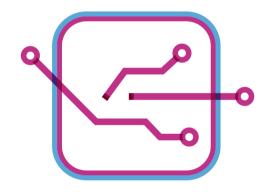


CAPTURE CHANCES DRIVE INNOVATION







LEG Immobilien AG 8 May 2018

Q1-2018 Results

Disclaimer



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Agenda



- **HIGHLIGHTS Q1-2018**
- PORTFOLIO AND OPERATING PERFORMANCE П.
- III. **FINANCIAL PERFORMANCE**
- IV. **BUSINESS UPDATE AND OUTLOOK**
- V. **APPENDIX**



Highlights Q1-2018

Overall company development in Q1

- Portfolio revaluation: positive outlook for H1-2018 appraisal (approx. +4.0% or €370m to €390m)
- Dividends: Target payout ratio increased to 70% of FFO I (up from 65% previously)

Accelerating rent momentum ahead

In-place rent, I-f-I €5.49/sgm (+2.3%); FY-2018 guidance of c.3.0% maintained

 EPRA-Vacancy, I-f-I 3.3% (+/- 0 bps YOY)

Maintenance/Capex €4.9/sgm (+81.5% YOY)

Financials: Higher Q1-2018 maintenance expenses; On track for FY growth targets

€138.5m (+5.0% YOY from €131.9m) Net cold rent

 Adjusted EBITDA €94.8m (-3.1% YOY from €97.8m)

Adjusted for higher maintenance (+3.9% YOY)

FFO I €74.2m (-1.3% YOY from €75.2m), €1.17 per share (-1.3% YOY from €1.19)

Adjusted for higher maintenance (+7.7% YOY)

EPRA-NAV (excl. goodwill) €84.34 per share (up from €83.81 at 31st December)



II. PORTFOLIO AND OPERATING PERFORMANCE

Portfolio Overview



Positive rent development across all submarkets



Total Portfolio

31.03.2018	Δ (YOY)
130,208	+2.5%
€5.49	+2.3%
3.3%	+/- 0 bps
	130,208 €5.49

Strong results on the basis of tailor-made management strategies

High-Growth Markets

	31.03.2018	Δ (YOY)
# of units	41,298	+6.1%
In-place rent (sqm), I-f-I	€6.07	+2.1%
EPRA-Vacancy, I-f-I	1.6%	+10 bps

Stable Markets with Attractive Yields

	31.03.2018	Δ (YOY)
# of units	47,569	+1.2%
In-place rent (sqm), I-f-I	€5.22	+2.3%
EPRA-Vacancy, I-f-I	3.2%	-10 bps

Higher-Yielding Markets

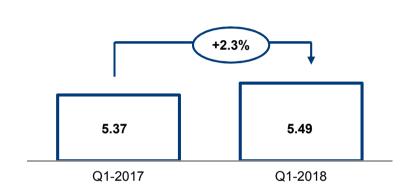
	31.03.2018	Δ (ΥΟΥ)
# of units	39,491	0.7%
In-place rent (sqm), I-f-I	€5.14	+2.2%
EPRA-Vacancy, I-f-I	5.8%	+/-0 bps

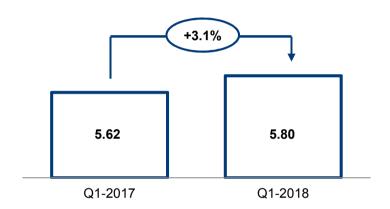
Rent Development Accelerating rent growth ahead



L-f-I Residential Rent (€/sqm/month)

L-f-I Free Financed Rent (€/sqm/month)



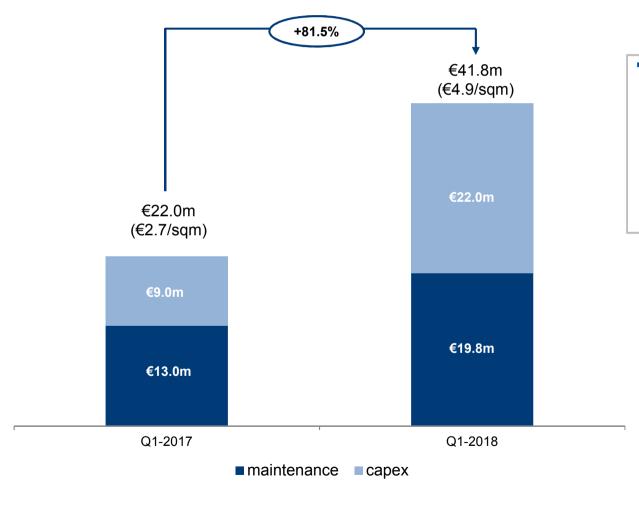


- Expected low volume of rent adjustments in Q1
 - Strong catch-up effects in coming quarters ahead; especially in H2
- First major rent increases from enhanced capex program expected in Q3
- Rent restricted units: +0.2% year-on-year (like-for-like)
- FY-2018 rent guidance of ~3.0% maintained

Capex & Maintenance

Rising value enhancing investments ahead





- Outlook FY-2018 of c.€29-30/sqm maintained
 - Q1-2018 capex ratio of 52.6% (41.0% in Q1-2017)
 - Rising share of value enhancing capex measures in the coming quarters ahead (capex ratio of approx. 70% in 2017 expected)

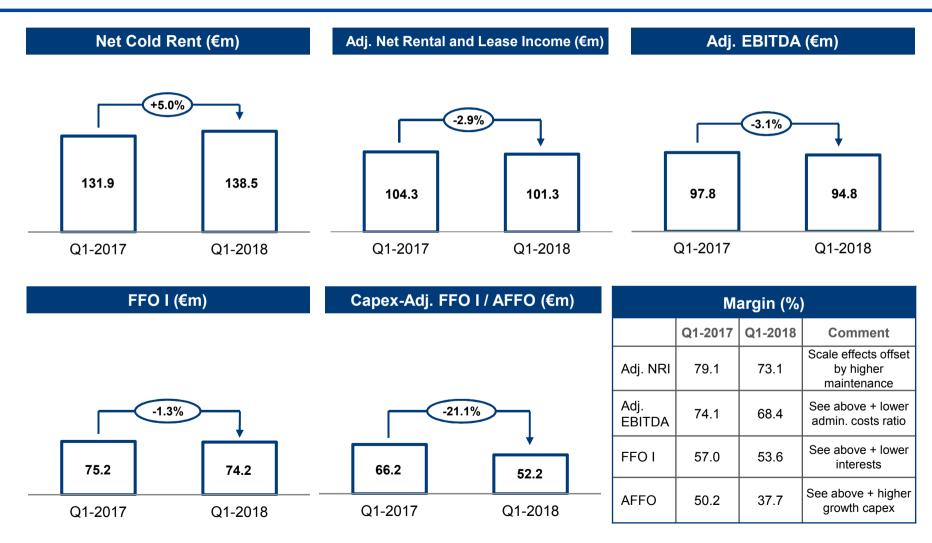


III. FINANCIAL PERFORMANCE

Financial Highlights Q1-2018

Margin expansion story is set to continue





Income Statement Q1-2018



€ million	Q1-2018	Q1-2017
Net rental and lease income	98.4	102.6
Net income from the disposal of investment property	-0.3	0.1
Net income from the valuation of investment property	0.0	0.0
Net income from the disposal of real estate inventory	-0.7	-1.0
Net income from other services	1.5	1.4
Administrative and other expenses	-9.4	-9.8
Other income	0.2	0.2
Operating earnings	89,7	93.5
Net finance costs	4.7	-46.4
Earnings before income taxes	94.4	47.1
Income tax expenses	-16.2	-14.3
Consolidated net profit	78.2	32.8

FFO Calculation

Q1-2018

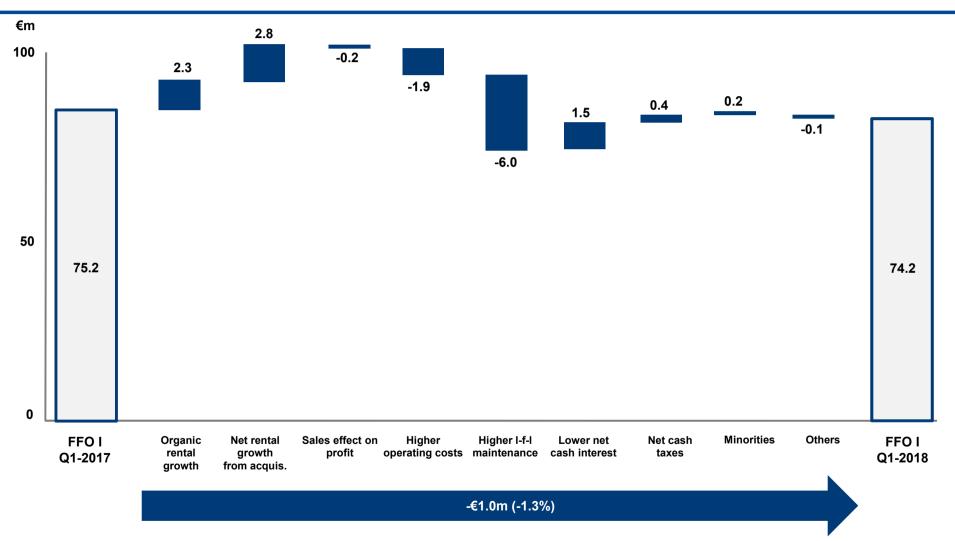


€ million	Q1-2018	Q1-2017	
Net cold rent	138.5	131.9	■ +€6.6m/+5.0%
Profit from operating expenses	-2.8	-1.1	
Maintenance (externally-procured services)	-15.5	-9.8	 Higher share of maintenance measures in comparison to low
Staff costs	-15.0	-13.4	Q1-2017 level. Also some
Allowances on rent receivables	-2.4	-1.9	higher cost inflation
Other	-2.8	-1.6	 Growth in staff costs mainly due to additional FTE's e.g. for
Non-recurring project costs (rental and lease)	1.3	0.2	crafts services and enhanced
Recurring net rental and lease income	101.3	104.3	capex program
Recurring net income from other services	2.0	1.9	Adjusted for higher
Staff costs	-5.7	-5.7	maintenance recurring NRI
Non-staff operating costs	-3.4	-4.0	increased by +€3.8 m YOY
Non-recurring project costs (admin.)	0.4	1.2	
Extraordinary and prior-period expenses	0.0	0.0	Admin. costs nearly flat
Recurring administrative expenses	-8.7	-8.5	(YOY) with stable personnel
Other income and expenses	0.2	0.1	expenses despite wage inflation
Adjusted EBITDA	94.8	97.8	IIIIation
Cash interest expenses and income	-19.4	-20.9	Adjusted for higher
Cash income taxes from rental and lease	-1.0	-1.3	maintenance costs +€3.8m YOY
FFO I (including non-controlling interests)	74.4	75.6	
Non-controlling interests	-0.2	-0.4	 Lower interest costs (end Q1-
FFO I (excluding non-controlling interests)	74.2	75.2	2018:1.76% vs. 1.95% in Q1- 2017)
FFO II (including disposal of investment property)	73.5	75.3	2017)
Capex-adjusted FFO I (AFFO)	52.2	66.2	

FFO Bridge

Q1-2018





Cash Effective Interest Expense Q1-2018



€ million	Q1-2018	Q1-2017	
Reported interest expense	24.2	38.9	One-off refinancing effect of €4.9m in FY-2017 from
Interest expense related to loan amortisation	-3.6	-9.9	refinancing of subsidised loans (loan amortisation)
Prepayment penalties / breakage costs	-0.0	-6.8	Release of swaps and fixed
Interest costs related to valuation of assets/liabilities	-0.2	-0.4	interest loans (refinancing); total refinancing costs €11.7m in FY-2017
Leasing related interest expense	-0.2	-0.3	
Interest expenses related to changes in pension provisions	-0.6	-0.6	
Other interest expenses	-0.2	0.0	
Cash effective interest expense (gross)	19.4	20.9	
Cash effective interest income	0.1	0.0	■ Interest coverage improved
Cash effective interest expense (net)	19.4	20.9	further (4.9x up from 4.7x YOY)

EPRA-Net Asset Value



LEG's portfolio well positioned in the cycle; services as hidden gem

€ million	31.03.2018	31.12.2017
Equity (excl. minority interests)	4,165.8	4,087.4
Effect of exercising options, convertibles and other rights	537.8	559.2
NAV	4,703.6	4,646.6
Fair value measurement of derivative financial instruments	230.4	259.8
Deferred taxes ¹⁾	908.3	899.3
EPRA-NAV	5,842.3	5,805.7
Number of shares fully-diluted incl. convertible (m) ²⁾	68.644	68.644
EPRA-NAV per share in €	85.11	84.58
Goodwill resulting from synergies	52.7	52.7
Adjusted EPRA-NAV (excl. goodwill)	5,789.6	5,753.0
Adjusted EPRA-NAV per share in €	84.34	83.81

- €77.4m net profit
- €2.4m other comprehensive income (derivatives)
- -€1.4m others

- Value of services business not included in NAV
 - Scenario: additional value approx. €3.90-€5.90 per share (discount rate of 4.0%-6.0%)³⁾

Attractive rental yield of 5.9% leaves upside for capital growth (thereof free financed portfolio: 6.1%)

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

²⁾ Actual number of shares outstanding 63.19m

³⁾ Assumption: expected 2019 FFO, growth rate of 0%

Portfolio



Sound property fundamentals basis for value growth

As of 31.03.2018

Market	Residential Units	GAV Residential Assets (€m)	% of Total Residential GAV	GAV/ sqm (€)	In-Place Rent Multiple	Multiples, Estimated Rental Values	GAV Commercial/ Other Assets (€m)	Total GAV
High- Growth Markets	41,298	4,216	46%	1,544	20.9x	18.1x	206	4,422
Stable Markets	47,569	2,842	31%	929	15.1x	14.1x	99	2,941
Higher- Yielding Markets	39,491	1,926	21%	795	13.6x	13.0x	57	1,983
Subtotal NRW	128,358	8,983	98%	1,094	16.9x	15.4x	362	9,346
Portfolio outside NRW	1,850	145	2%	1,163	16.5x	15.5x	2	146
Total Portfolio	130,208	9,128	100%	1,095	16.9x	15.4x	364	9,492
Other Assets								
Total								9,564

Balance Sheet

Strong balance sheet



€ million	31.03.2018	31.12.2017	
Investment property	9,514,1	9,460.7	■ Additions €56.7m
Prepayment for investment property	-	-	 Reclassification -€3.7m
Other non-current assets	169.3	172.3	Property tax effect: €17m
Non-current assets	9,683.4	9,633.0	Increase in receivables due
Receivables and other assets	96.6	63.7	to ancillary leasing costs
Cash and cash equivalents	283.0	285.4	(€15.8m)
Current assets	379.6	349.1	Cash flow from operating Attraction
Assets held for sale	24.3	30.9	- activities €78.1m - Investing activities -€64.6m
Total Assets	10,087.3	10,013.0	 Financing activities -€15.9m
Equity	4,192.0	4,112.4	
Non-current financing liabilities	3,902.7	3,821.4	Loan proceeds €100.1m
Other non-current liabilities	1,165.9	1,158.8	Repayment of loans -€13.8mRepayment of commercial
Non-current liabilities	5,068.6	4,980.2	paper -€100m
Current financing liabilities	383.2	478.2	
Other current liabilities	443.5	442.2	_
Current liabilities	826.7	920.4	
Total Equity and Liabilities	10,087.3	10,013.0	

LTV



Strong credit profile leaves headroom for growth investments

€ million	31.03.2018	31.12.2017
Financial liabilities	4,285.9	4,299.6
Cash & cash equivalents	283.0	285.4
Net Debt	4,002.9	4,014.2
Investment properties	9,514.1	9,460.7
Properties held for sale	24.3	30.9
Prepayments for investment properties	-	-
Property values	9,538.4	9,491.6
Loan to Value (LTV) in %	42.0	42.3
Pro-forma LTV post conversion in %	39.1	39.4

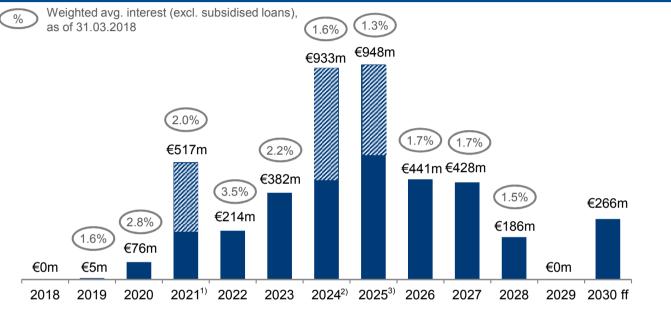
- Low gearing below current target LTV (up to 45%) leaves headroom for growth investments
- Yield compression is likely to trigger a further LTV decline in Q2-2018

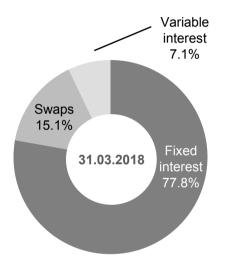
 Significant positive impact on LTV from future conversion of 1st convertible (€300m nominal) expected (currently -290bps)

Financing Structure – 31 December 2017

LEG gewohnt gut.

LT financing secures future earnings growth





^{3) €400} m convertible bond

Key Facts			
Average debt maturity	8.1 years		
Interest costs	Ø 1.76%		
Hedging ratio	92.9%		
Rating	Baa1 (Moody's)		

	Maturities
1-2 years	0.1%
3-5 years	18.4%
6-8 years	51.5%
≥ 9 years	30.0%

^{1) €300} m convertible bond with investor put option 2019

²⁾ Corporate bond (€500 m)



IV. BUSINESS UPDATE AND OUTLOOK

Business Update Further capital growth on the cards



Valuation uplift of some 4.0% in H1-2018 expected

- Transaction prices reflect continued yield compression
- IFRS revaluation gains of around 4.0% or €370m to €390m in H1 expected
- Positive outlook for additional revaluation gains in Q4-2018
- Widespread upswing in the markets: lower growth in Higher Yielding markets suggests future upside potential

Further increasing financial strength paves way for higher target payout ratio of 70%

- Target payout ratio increased from 65% to 70% of FFO I (starting DPS for FY-2018)
- Higher payout reflects the improving financial headroom
 - Lower regular debt amortisation (higher share of unsecured financing and lower volume of subsidised loans)
 - Lower LTV (allows e.g. for partial debt financing of capex investments)

Outlook for 2018 - 2019



2018

• FFO I €315m - €323m / €4.99 - €5.11 per share

EBITDA margin ~73%L-F-L rent growth ~3.0%

L-F-L vacancy slightly decreasingInvestments ~€29-30/sqm

Dividend
 70% of FFO I

2019

• FFO I €338m - €344m / €5.35 - €5.44 per share

EBITDA margin ~74%L-F-L rent growth ~3.5%

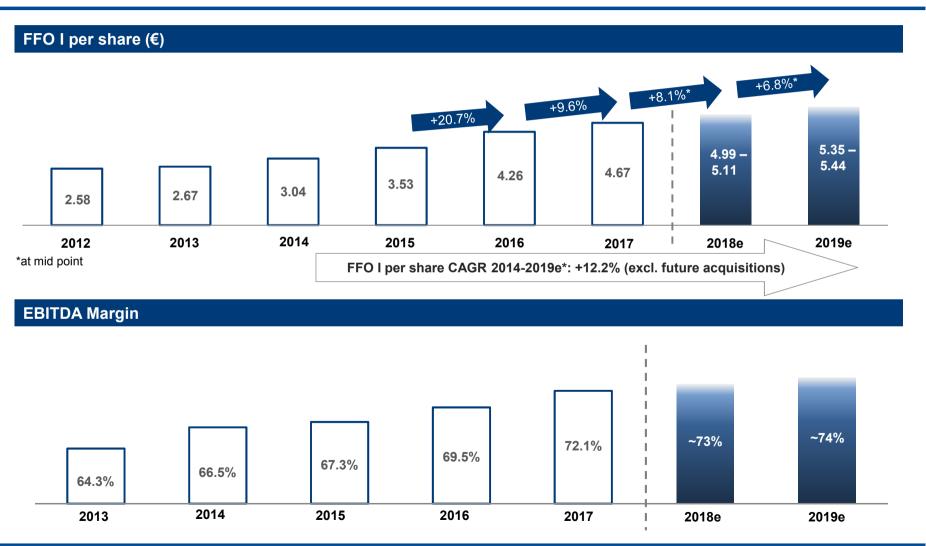
• Investments ~€29-30/sqm

Mid-term

• L-F-L rent growth 3.0 - 3.5%



Steady Expansion of Leading Profitability

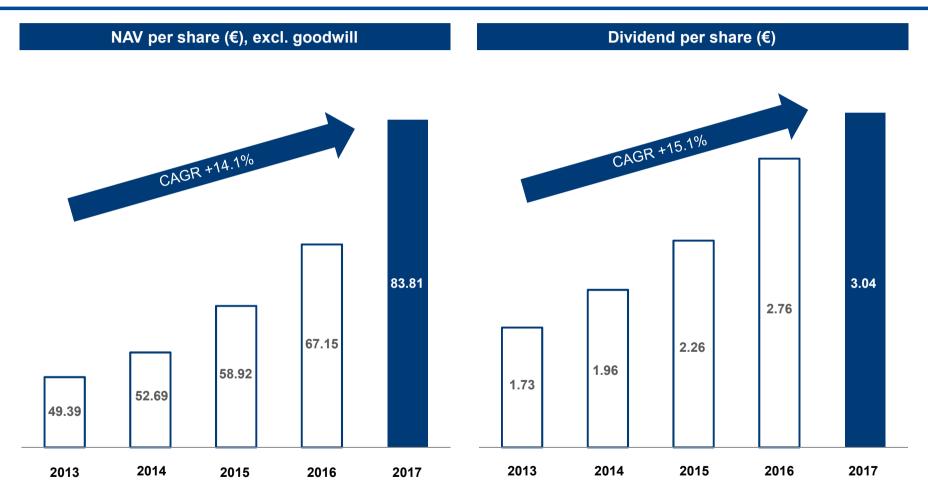




V. APPENDIX



Generating Appealing Shareholder Returns

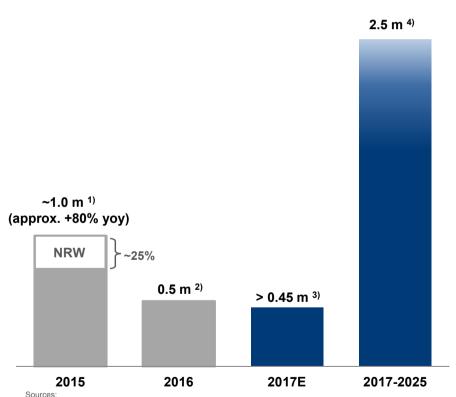


Net Immigration Expected to Remain at a High Level Stabilising net immigration with decreasing share of refugees Jewohnt gut.





Net Immigration to Germany

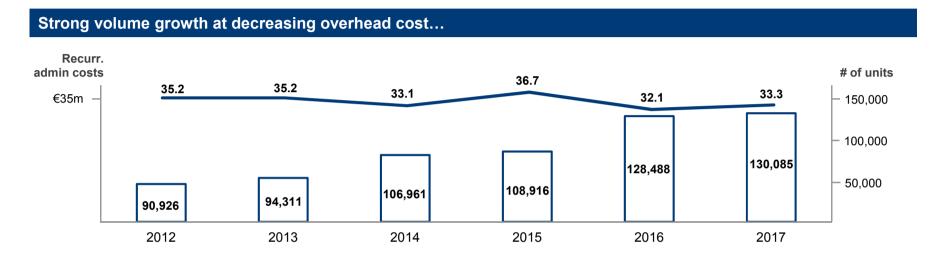


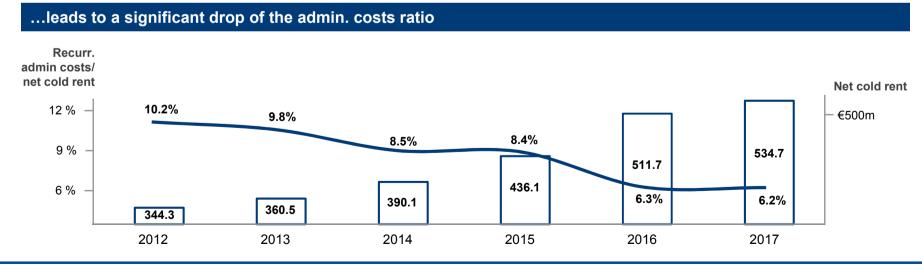
- Interview with director of Federal Agency of Migration and Refugees (Aug 2016)
- Federal Statistical Office, press release 13 Mar 2018
- Federal Statistical Office, press release 16 Jan 2018
- Deutsche Bundesbank
- Federal Statistical Office, press release 2 Nov 2017
- Bundesamt für Migration und Flüchtlinge, March 2018 and Federal Statistical Office, April 2018

Kev Facts

- Federal Agency of Migration and Refugees collected data that net immigration of foreigners to Germany amounted to about 0.25 million in H1-2017, thereof 0.12 million non-EU nationals 3)
- Deutsche Bundesbank forecasts 2.5 million additional immigrants (net) for 2017-2025⁴⁾
- End of 2016, 1.6 million people seeking protection (incl. asylum seekers) were registered in Germany (+113% vs 2014), the majority living in NRW (27%) 5)
- Stabilising net immigration expected for the years to come with decreasing share of refugees (c. -70% asylum seekers 2017 YOY; c. 0.1 million of refugees (net) in 2017 estimated)⁶⁾
- Immigration is **driving** overall **population growth**, triggering additional growth in net new households
- Additional pressure on affordable housing segment
- Outperformance of German economy attracts qualified new immigration
- Liquid labour market and affordable living as pull-factors for NRW

Acquisitions: Leading Management Skills Paying Off Scalability of platform + cost discipline support value accretive growth gut.







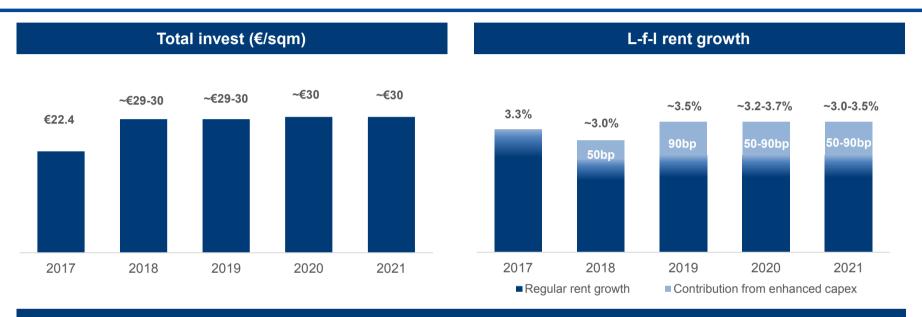
LEG – Adj. EBITDA Margin Leading profitability despite short term distortion from restricted units gewohnt gut.					
Adj. EBITDA margin		FY-2017		FY-2016	
	€m	margin %	€m	margin %	
As reported	385.7	72.1	355.7	69.5	
Gap restricted vs. unrestricted rents ¹⁾	30.1	73.6	26.3	71.0	

¹⁾ €/sqm: €4.74 vs. €5.81 in 2017, €4.67 vs. €5.56 in 2016

- EBITDA as reported distorted by restricted units (compensation for lower rents included in interest result below the EBITDA line)
- Scenario analysis: closing gap between restricted vs. unrestricted rents; Adjusted EBITDA margin approx. 150 bps higher

Capex Programme Lifting internal growth potential





Strict investment criteria maintained

- IRR hurdle of 6%
 - Sole focus on Yield on Costs can trigger substantial misallocation of capital (NAV dilution)
- Construction work for enhanced capex programme started in Q3-2017
- Improving market fundamentals allow for larger investment volumes
- Instrument to capture reversionary potential in one step (especially in locations where rental laws prohibit higher one-time rent increases)

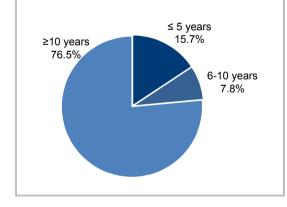
Rent revisionary potential

Refinancing of subsidised loans lifting value



Rent Potential Subsidised Units

- In the following 10 years more than 25,000 units will come off rent restriction
- Units show significant upside to market rents
- Subject to general legal and other restrictions, the economic upside can theoretically be realised the year after restrictions expire



Number of Units Coming Off Restriction and Rent Upside # Units c. 8,100 2.730 1,737 1,494 827 745 175 146 124 8 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 2029ff



	≤ 5 years²)	6 – 10 years ²⁾	≥ 10 years²)
In-place rent	€4.73	€4.35	€4.86
Market rent ¹⁾	€6.41	€5.61	€6.15
Upside potential ³⁾	36%	29%	27%
Upside potential p.a. ³⁾	€7.6m	€2.7m	€27.5m

Source: LEG as of Q1-2018

- 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 = 2018-2022; 6-10 years = 2023-2027; ≥10 years = 2028ff.
- 3) Rent upside is defined as the difference between LEG in-place rent as of FY-2017 and market rent (defined in footnote 1) as of FY-2017.

Mietspiegel Overview



New Mietspiegel in 2018

Release date	High-Growth Markets	Stable Markets	Higher-Yielding Markets	Total Portfolio
2018 (Q1)	3,516 units (mainly Bielefeld)	3,990 units (mainly Essen)	1,449 units (Detmold)	8,955 units
2018 (Q2)	1,142 units	3,148 units (mainly Solingen)	2,466 units (mainly Herten, Dorsten)	6,756 units
2018 (Q3)	2,542 units (mainly Bonn)	-	2,288 units (mainly Remscheid)	4,830 units
2018 (Q4)	5,715 units (mainly Düsseldorf)	-	-	5,715 units
Total ¹	12,915 units	7,138 units	6,203 units	26,256 units
Thereof: - Bielefeld - Bonn - Dorsten - Düsseldorf - Essen - Hagen - Herten - Lünen - Remscheid - Solingen	3,254 units 2,283 units 5,258 units	3,117 units 792 units 1,492 units	1,192 units 1,212 units 1,274 units 2,212 units	Sub-portfolios also include restricted units

LEG Share Information



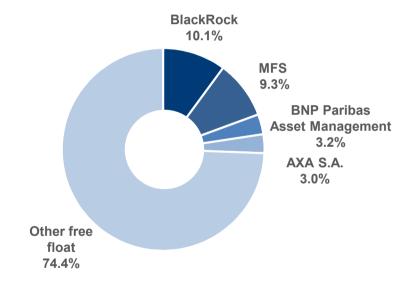
Basic data

- Prime Standard, Frankfurt Stock Exchange
- Total no. of shares: 63,188,185
- Ticker symbol: LEG
- ISIN: DE000LEG1110
- Indices: MDAX, FTSE EPRA/NAREIT, GPR 250,
 - Stoxx Europe 600
- Weighting (31.03.2018): MDAX 2.76%; EPRA 2.67%
- · Rating: Baa1 (stable) by Moody's

Share price (02.05.2018, indexed; 31.01.2013 = 100)



Well-balanced shareholder structure



Source: LEG; shareholdings according to voting rights notifications



Financial Calendar

Date	Report/Event
08.05.2018	Quarterly Report Q1 as of 31 March 2018
1415.05.2018	Roadshow London, Deutsche Bank
17.05.2018	Annual General Meeting, Düsseldorf
29.05.2018	Kepler Cheuvreux German Property Day, Paris
30.05.2018	Kempen European Property Seminar, Amsterdam
08.06.2018	Deutsche Bank dbAccess Conference, Berlin
21.06.2018	Morgan Stanley Europe & EMEA Property Conference, London
10.08.2018	Quarterly Report Q2 as of 30 June 2018
09.11.2018	Quarterly Statement Q3 as of 30 September 2018

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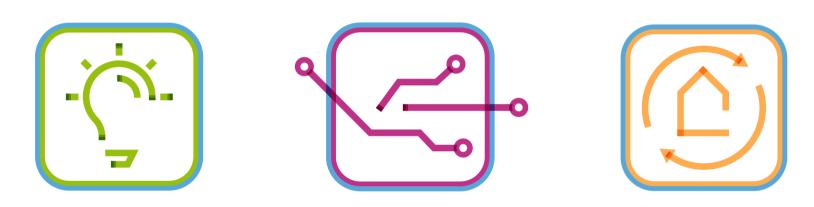
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Thank you for your interest.