

# Deutsche Wohnen SE

9M 2021 results

Conference Call 12 November 2021

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# **Agenda**

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Review and Highlights

02

Portfolio

03

Financials and Outlook

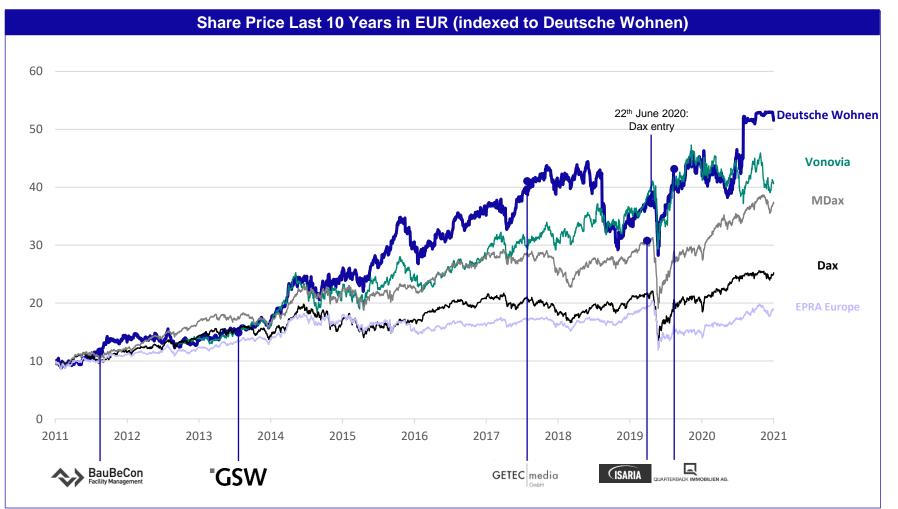
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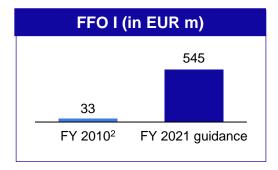
Appendix

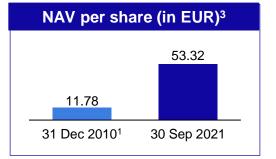


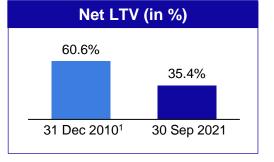


### Over the past decade we have developed strongly









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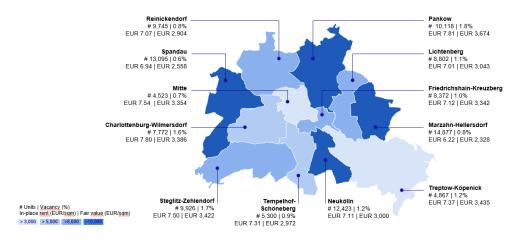
### We have built a valuable portfolio...

#### German-wide presence



- Deutsche Wohnen's investment portfolio in "top 8" cities
- Deutsche Wohnen dedicated development portfolio
- Existing branch locations

#### Berlin as key market



### Continuous improvement of portfolio quality

- 33% of residential units are reasonably energy efficient (below 100 kWh/sqm)
- 1,000 roof-based photovoltaic systems are planed for our portfolio (investment of approx. EUR 50m)
- Annual investments in maintenance and refurbishment increased from EUR 45.6m to EUR 365.4m

#### 2010



47,688 owned residential units



2,907 thousand sqm of area



**EUR 2.7bn** fair value

Active portfolio recycling (Around 50k units sold in the last 10 years<sup>1</sup>)

#### 9M 2021



to 155,408 owned residential units



to 9,343 thousand sqm of area



to EUR 26.1bn fair value

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<sup>1</sup> Pro forma signed but not yet closed disposals



#### ...and created added value for all our stakeholders



Putting our tenants first

**Approx. 90%** of our tenants are very satisfied or satisfied with their flats

Rent development in line with local rent levels



Providing socially integrative solutions

**EUR 30m** hardship fund

Voluntary **hardship scheme** for modernization and rent rises



Ensuring Employment

From around **340** employees<sup>1)</sup> in 2010 to **1,500** in 2020

Employee satisfaction remains very high at 84%



Focusing on sustainability

Clearly defined path to become climate neutral by 2040

**EUR 1bn** Green Bond issued for investments in sustainable buildings and energy efficiency



Accelerating sustainable construction

Pipeline with ca. 18,000 apartments

**EUR 585m** annual procurement expenses for quality of portfolio (thereof 62% in Berlin)



Offering an attractive return for shareholders

From **EUR 0.20** Dividend per Share (2010) to **EUR 1.03** (2020)



### **Highlights**

#### **Transaction**



- Successful business combination with Vonovia: Closing took place on 2 November
- Vonovia is now the majority shareholder of Deutsche Wohnen with 87.7% shares
- Combined forces to invest in modern housing solutions and climate-friendly construction

#### New construction



- QUARTERBACK bundles all construction activities in a single platform
- Extended construction pipeline and quick realisation of projects
- Total investment volume of EUR 5.8bn for c. 12,500 units in Deutsche Wohnen pipeline

#### **Capital structure**



- LTV at ~35%, pro forma for signed disposals and remaining conversion of bonds into equity below 30%
- ICR above 6x

#### **Portfolio**



- Streamlining of portfolio almost completed
- Revaluation of EUR 1.5bn ytd as transaction market continues to develop strongly
- Sale of ~11,000 units to State of Berlin to be closed in near future
- Nursing properties further focused on metropolitan areas, seven units to be developed in Hamburg

#### Outlook



- FFO I guidance for 2021 confirmed
- Lars Urbansky continues to be Member of the Executive Board for five years





### Portfolio focused on Germany's top 8 cities

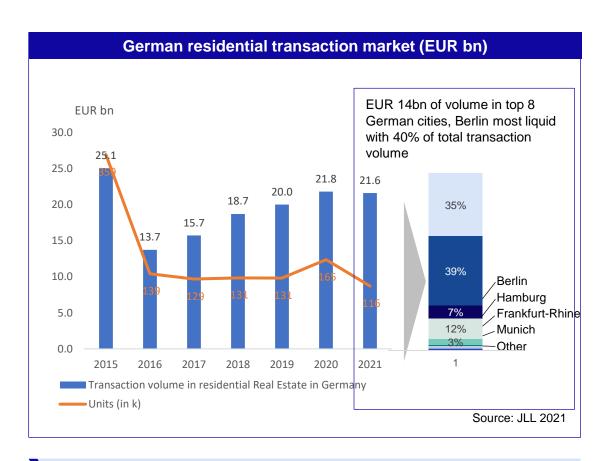
Strategic cluster	Residential units (#)	% of total (measured by	In-place rent (EUR/sqm/month)	Fair value (EUR/sqm)	Multiple in-place rent	Multiple re-letting rent	Vacancy (in %)
30/09/2021	(**)	fair value)	(======================================	(======================================	(x)	(x)	( /2/
Core+	144,141	96%	7.24	2,930	33.6	29.1	1.6%
Core	10,399	4%	6.25	1,727	23.1	21.7	1.8%
Non-core	177	0.1%	6.12	1,225	16.9	18.9	3.4%
Total	154,717	100%	7.17	2,843	32.9	28.7	1.6%
Thereof Greater Berlin	113,615	76%	7.13	3,016	34.9	30.1	1.1%



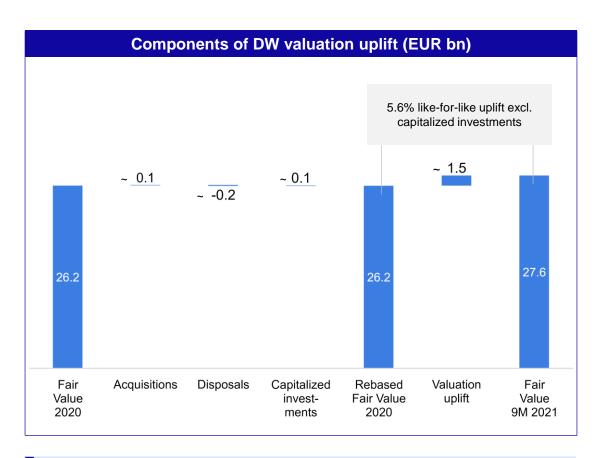
Reversionary potential at 26% for Berlin



#### Total value uplift of EUR 1.5bn ytd







 5.6% capital growth on a I-f-I basis, including capitalized investments 5.9%



# **Total like-for-like development 1.2%**

Like-for-like 30/09/2021	Residential units (#)	In-place rent 30/09/2021 (EUR/sqm/month)	In-place rent 30/09/2020 (EUR/sqm/month)	Change (y-o-y)	Vacancy 30/09/2021 (in%)	Vacancy 30/09/2020 (in%)	Change (y-o-y)
Core <sup>+</sup>	143,332	7.23	7.15	1.2%	1.6%	1.5%	0.1 pp
Core	10,360	6.25	6.18	1.2%	1.8%	2.1%	(0.3) pp
Total	153,869	7.16	7.08	1.2%	1.6%	1.6%	0.0 pp
Thereof Greater Berlin	113,228	7.13	7.05	1.1%	1.1%	1.1%	(0.0) pp

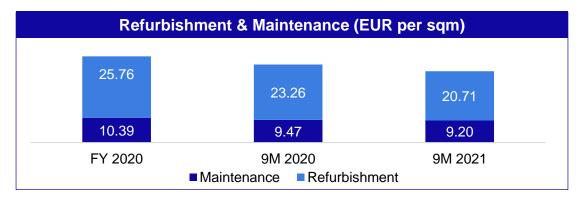
- Like-for-like rental growth at 1.2% for total portfolio
- Rental growth only from re-lettings
- Tenant churn stable at c. 7% in total portfolio and c. 6.5% in Berlin



#### Ongoing investments into the portfolio and new construction

9M 2021	9M 2020
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	EUR m	EUR/ sqm¹	EUR m	EUR/ sqm¹
Maintenance (expensed through p&I)	67.1	9.20	72.6	9.47
Refurbishment (capitalized on balance sheet)	151.0	20.71	178.2	23.26
Subtotal	218.1	29.91	250.8	32.73
New construction	259.1 <sup>2</sup>		50.9 <sup>3</sup>	
Total	480.1		301.7	





<sup>1</sup> Annualized figure, based on quarterly average area; 2 Including proportionate purchase prices for landplots (excluding share deals) 3 Excluding ISARIA acquisition

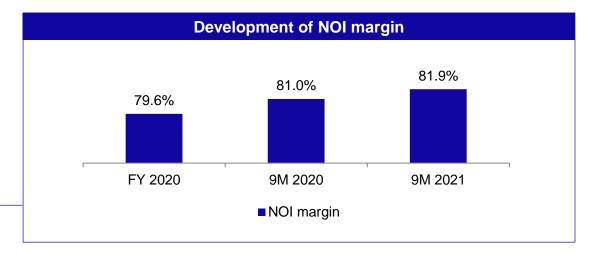




### **Stable letting business**

in EUR m	9M 2021	9M 2020
Income from rents (rental income)	634.2	634.5
Income relating to utility/ancillary costs	268.7	295.0
Income from rental business	902.9	929.5
Expenses relating to utility/ancillary costs	(263.2)	(288.0)
Rental loss	(7.9)	(8.5)
Maintenance	(67.1)	(72.6)
Others	(3.9)	(6.5)
<b>Earnings from Residential Property Management</b>	560.8	553.9
Personnel, general and administrative expenses	(41.4)	(40.2)
Net Operating Income (NOI)	519.4	513.7
NOI margin in%	81.9	81.0
NOI in EUR/sqm/month	5.93	5.59

Including rental claims of EUR 29.5m due to the invalidity of the Berlin rent freeze. Rental loss increase mainly due to rise in impairment losses relating to payment claims in conjunction with the invalidity of the Berlin rent freeze



NOI margin remains stable despite c. 5% lower asset base as a result of disposals in 2020



#### Disposal business continues to perform well

Disposals	Priv	atization	Institu	tional sales		Total
with closing in	9M 2021	9M 2020	9M 2021	9M 2020	9M 2021	9M 2020
No. of units	174	182	1,086	1,403	1,260	1,585
Proceeds (EUR m)	44.5	38.1	152.8	348.2	197.3	386.3
Book value (EUR m) <sup>1</sup>	33.6	29.2	129.3	303.3	162.9	332.5
Price in EUR per sqm (residential)	3,683	2,893	2,047	1,818	n/a	n/a
Earnings (EUR m)¹	8.5	5.0	22.0	40.3	30.5	45.3
Gross margin	32%	31%	18%	15%	21%	16%
Cash flow impact (EUR m)	41.1	33.2	134.4	326.0	175.5	359.2

- Average privatization price in Berlin continues to increase, in 9M average reached c. EUR 4,200 per sqm
- Disposals of 10,700 units to municipal housing companies and 3,145 units disposal in Rhineland-Palatinate not included, yet



### Major portfolio disposals signed in 2021

	Resid	Nursing	
Region	Rhineland-Palatinate	Berlin	Across Germany (5 locations)
No. of units	3,142	10,900	5 nursing facilities / 730 units <sup>1</sup>
Signing	Q2/Q3 2021	Q3 2021	Q3 2021
Disposal price	EUR 437m	EUR 1.65 bn	EUR 70m
Disposal price per unit	c. EUR 2,109 per sqm	c. EUR 2,185 per sqm	c. EUR 100k per unit
Gross margin	48%	At book values	At book values
Rental impact p.a.	c. EUR (16)m	c. EUR (60)m	c. EUR (4)m
Transfer of titles	Q4 2021	Q4 2021 / Q1 2022	Q4 2021

Opportunistic portfolio streamlining continued in 2021



### **Nursing business proves resilient**

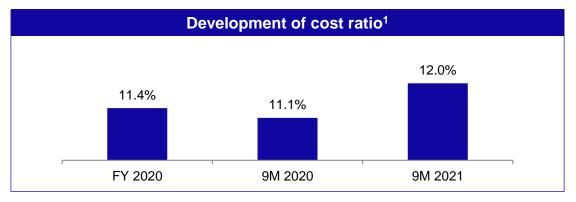
Operations (in EUR m)	9M 2021	9M 2020
otal income	188.0	177.0
Total expenses	(171.4)	(162.6)
EBITDA operations	16.6	14.4
EBITDA margin	8.8%	8.1%
Lease expenses	21.8	19.7
EBITDAR	38.4	34.1
EBITDAR margin	20.4%	19.3%
Assets (in EUR m)	9M 2021	9M 2020
Lease income	47.7	49.8
Total expenses	(2.6)	(2.2)
EBITDA assets	45.1	47.6
Operations & Assets (in EUR m)	9M 2021	9M 2020
Total EBITDA	61.7	62.0

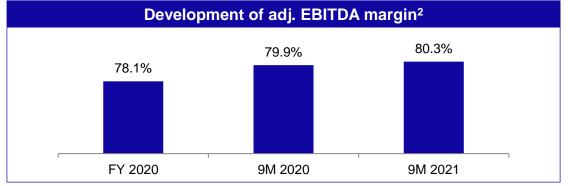
■ Nursing & Assisted living is expected to contribute around EUR 70m to group EBITDA in 2021 translating into RoCE of ~6%



### Adjusted EBITDA excl. disposals stable yoy

in EUR m	9M 2021	9M 2020
Earnings from Residential Property Management	560.8	553.9
Earnings from Disposals	0.8	(1.6)
Earnings from Nursing and Assisted Living	61.7	62.0
Corporate expenses	(84.4)	(78.4)
Other operating expenses/income	(53.7)	(27.9)
EBITDA	485.2	508.0
One-offs	60.4	34.9
Valuation gains due to disposals	29.7	46.9
Adj. EBITDA (incl. Disposals)	575.3	589.8
Earnings from Disposals	(0.8)	1.6
Valuation gains due to Disposals	(29.7)	(46.9)
Corporate expenses for Disposals	2.6	2.4
Adj. EBITDA (excl. Disposals)	547.4	546.9







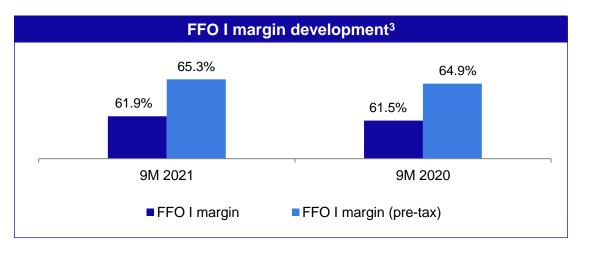
#### One-offs increased mainly due to expenses related to the Vonovia takeover

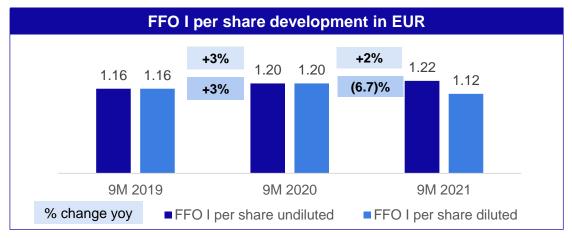
1 Cost ratio defined as corporate expenses divided by gross rental income and lease revenues, whereas corporate expenses are excluding corporate expenses for disposals; 2 Defined as EBITDA (adjusted) excluding disposals divided by rental and lease income



#### FFO I at previous year's level despite disposals

in EUR m	9M 2021	9M 2020
EBITDA (adjusted)	575.3	589.8
Earnings from Disposals (incl. valuation gains)	(8.0)	1.6
Valuation gains due to disposals	(29.7)	(46.9)
Corporate Expenses for Disposals	2.6	2.4
Long-term remuneration compensation (share based)	(0.2)	(0.2)
Finance lease broadband cable network	2.3	2.3
At equity valuation	1.0	2.1
Interest expense/income (recurring) <sup>1</sup>	(98.3)	(100.1) <sup>1</sup>
Income taxes	(23.0)	(23.1)
Minorities	(7.0)	(7.2)
FFO I	422.2	420.7
Earnings from Disposals (incl. valuation gains)	0.8	(1.6)
Corporate expenses for Disposals	(2.6)	(2.4)
At equity valuation	(12.2)	0.0
Income taxes related to Disposals	(9.6)	(14.4)
Valuation gains due to Disposals	29.7	46.9
FFO II	428.3	449.2
FFO I per share in EUR (diluted)	1.12 <sup>2</sup>	1.20 <sup>1,2</sup>
FFO II per share in EUR (diluted)	1.13 <sup>2</sup>	1.29 <sup>1,2</sup>





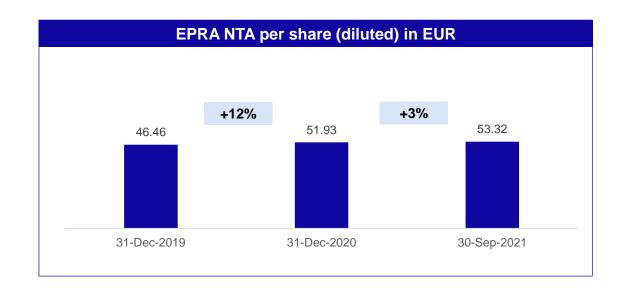
<sup>1</sup> Change in calcuation, interest income derived from loans granted to QUARTERBACK are no longer included in FFO 2 Weighted avg. Number of shares outstanding, excluding own shares per 9m 2021 at 346.71m undiluted, 377.55m; per 9M 2020 349.22m shares diluted = undiluted; 3 FFO I margin defined as FFO I divided by rental and lease income

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### **EPRA NTA at EUR 53.32 per share**

in EUR m	30-Sep-2021 EPRA NTA	31-Dec-2020 EPRA NTA
Equity (before non-controlling interests)	15,025.0	13,400.2 <sup>1</sup>
Dilution from Convertible Bonds	1,587.2	0.0
Diluted NAV	16,612.2	13,400.21)
Revaluation of trading properties	62.2	43.9
Diluted NAV at Fair Value	16,674.4	13,444.1 <sup>1</sup>
Deferred taxes (net)	4,820.7	4,711.8
Fair values of derivative financial instruments	29.0	54.7
Goodwill as per the IFRS balance sheet	(319.6)	(319.7)
Intangibles as per the IFRS balance sheet	(34.6)	(38.0)
NAV	21,169.9	17,852.9 <sup>1</sup>
Fully diluted number of shares	397.00	343.77
NAV per share in EUR (diluted)	53.32	51.93 <sup>1</sup>



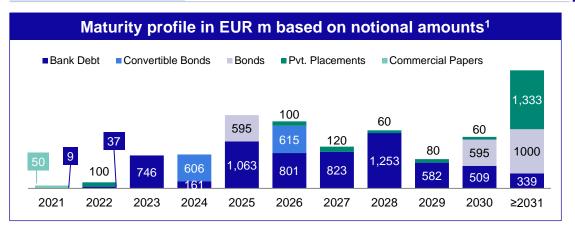


1 Prior year figures changed

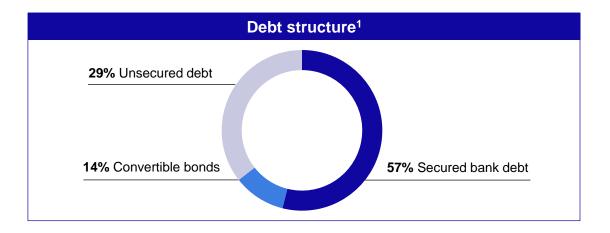


#### Diversified and robust capital structure

Rating	<ul><li>S&amp;P: BBB+ (stable outlook) / SACP a-</li><li>Moody's: A3 (negative outlook)</li></ul>	
Ø maturity	<ul> <li>~ 7.0 years¹</li> </ul>	
% secured bank debt	■ 54%	
% unsecured debt	<b>46</b> %	
Ø interest cost	<ul><li>~ 1.25% (~ 91% hedged)</li></ul>	
LTV target range	<b>35–40%</b>	



- LTV at 35.4%
- Pro-forma LTV post disposals and conversion of the convertible bonds is expected to be well below 30%
- As of today more than 99% of the convertible bonds 2017/2024 and 2017/2026 are converted into equity; a clean-up call was initiated with an early redemption date in December 2021
- ICR (adjusted EBITDA excl. disposals/net cash interest) ~6.2x

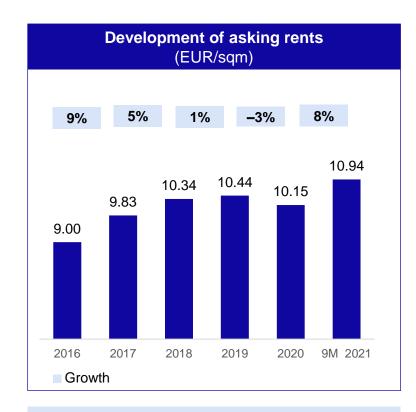


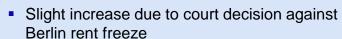






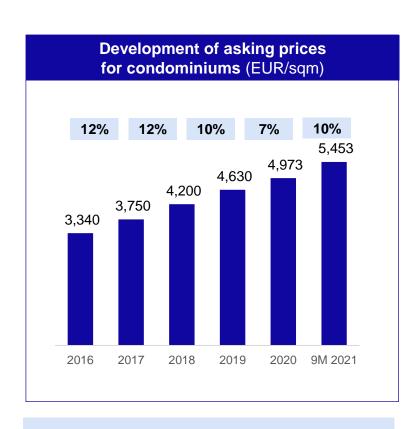
#### **Update on Berlin residential market**







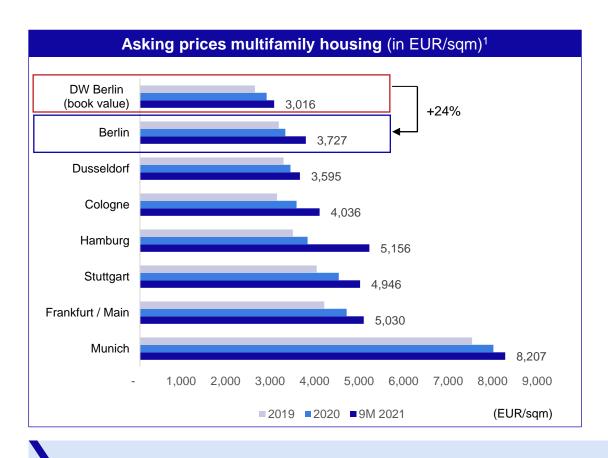
Price growth for multi family continues

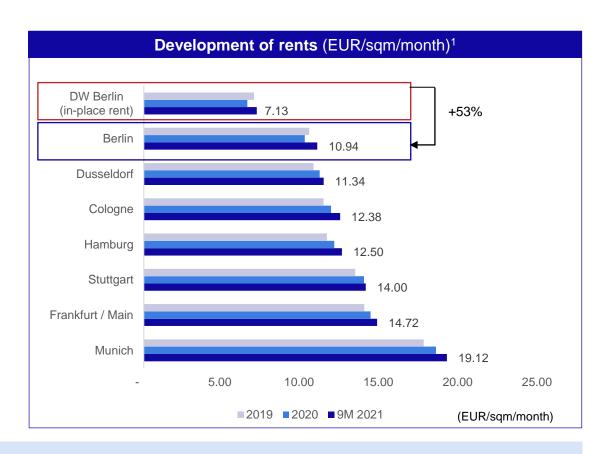


Strong price growth for condominiums



#### **Current level of rents and prices in top German cities**





Relative to other German cities Berlin continues to screen attractive



## Like-for-like development by regions

Like-for-like 30/09/2021	Residential units (#)	In-place rent <sup>1</sup> 30/09/2021 (EUR/sqm)	In-place rent <sup>1</sup> 30/09/2020 (EUR/sqm)	Change (y-o-y)	Vacancy 30/09/2021 (in %)	Vacancy 30/09/2020 (in %)	Change (y-o-y)
Core+	143,332	7.23	7.15	1.2%	1.6%	1.5%	0.1pp
Greater Berlin	113,228	7.13	7.05	1.1%	1.1%	1.1%	0.0pp
Dresden/Leipzig	10,477	6.46	6.30	2.5%	3.2%	3.5%	(0.3)pp
Frankfurt	9,412	9.03	8.91	1.4%	3.4%	2.6%	0.8pp
Hanover/Brunswick	5,909	6.53	6.44	1.3%	3.0%	2.5%	0.5pp
Cologne/Dusseldorf	2,696	9.29	9.20	1.0%	3.4%	4.2%	(0.8)pp
Other Core <sup>+</sup>	1,610	9.21	9.14	0.8%	0.6%	1.5%	(0.9)pp
Core	10,360	6.25	6.18	1.2%	1.8%	2.1%	(0.3)pp
Non-Core	177	6.12	6.03	1.5%	3.4%	2.2%	1.2pp
Total	153,869	7.16	7.08	1.2%	1.6%	1.6%	0.0pp

<sup>1</sup> Contractually owed rent from rented apartments divided by rented area



## Fair Values across regions

Regions	Residential units (#)	<b>FV</b> <b>30/09/2021</b> (EUR m)	<b>FV</b> <b>30/09/2021</b> (EUR/sqm)	Multiple in-place rent 30/09/2021	Multiple re-letting rent 30/09/2021	Multiple spread
Core+	144,141	26,413	2,930	33.6	29.1	4.5
Greater Berlin	113,615	21,049	3,016	34.9	30.1	4.8
Dresden/Leipzig	10,804	1,900	2,429	31.2	28.1	3.0
Frankfurt	9,415	1,883	3,192	30.0	25.9	4.1
Hanover/Brunswick	5,909	716	1,802	22.6	20.2	2.4
Cologne/Dusseldorf	2,787	593	3,584	32.8	27.4	5.3
Other Core <sup>+</sup>	1,611	274	2,735	24.8	23.4	1.4
Core	10,399	1,183	1,727	23.1	21.7	1.4
Non-Core	177	14	1,225	16.9	18.9	(2.0)
Total	154,717	27,610	2,843	32.9	28.7	4.2



#### Deutsche Wohnen's residential portfolio is best-in-class



















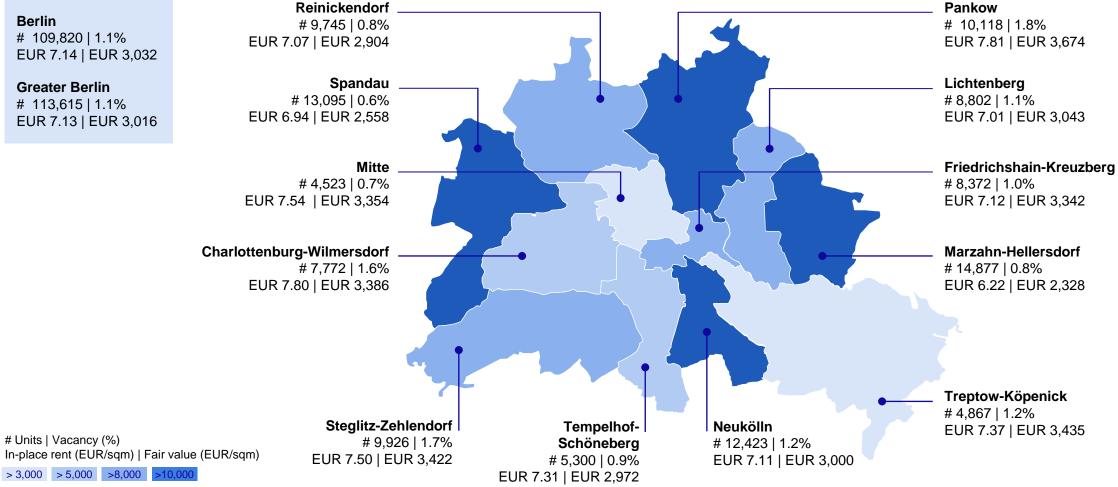
#### The Berlin portfolio at a glance

**Berlin** 

# 109,820 | 1.1% EUR 7.14 | EUR 3,032

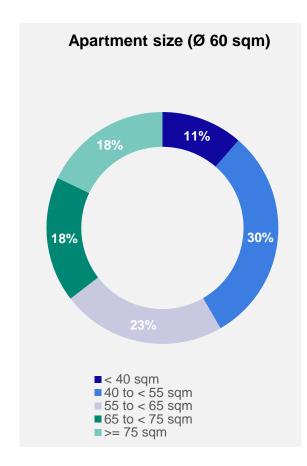
**Greater Berlin** 

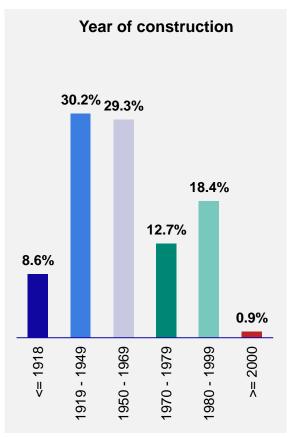
# 113,615 | 1.1% EUR 7.13 | EUR 3,016

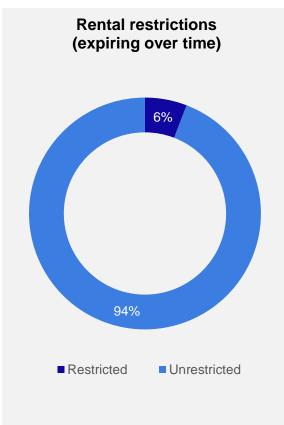


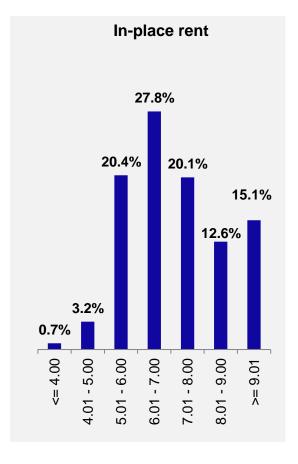


#### Portfolio structure – characteristics meeting strong demand













### **Bridge from adjusted EBITDA to profit**

in EUR m	9M 2021	9M 2020
EBITDA (adjusted)	575.3	589.8
Depreciation	(29.1)	(29.2)
At equity valuation	(16.5)	32.1 <sup>2</sup>
Financial result (net)	(113.4)	(126.0) <sup>3</sup>
EBT (adjusted)	416.3	<b>466.7</b> <sup>2,3</sup>
Valuation properties	1,484.2	171.7
Valuation gains due to Disposals	(29.7)	(46.9)
One-offs	(52.4)	(33.5)
Valuation SWAP and convertible bonds	(347.2)	(102.1)
ЕВТ	1,471.2	<b>455.9</b> <sup>2</sup>
Current taxes	(44.8)	(37.5)
Deferred taxes	(585.8)	(80.5)
Profit	840.6	<b>337.9</b> <sup>2</sup>
Profit attributable to the shareholders of the parent company	802.3	330.2 <sup>2</sup>
Earnings per share <sup>1</sup>	2.31	$0.95^{2}$

in EUR m	9M 2021	9M 2020
Interest expenses	(110.2)	(106.9)
In % of gross rents	17.4	16.8
Interest expenses capitalized	11.0	6.0
Non-cash interest expenses	(16.8)	(27.9)
Interest income	2.6	2.83
Financial result (net) <sup>2</sup>	(113.4)	(126.0) <sup>3</sup>

Valuation result stems from disposals (signed and closed) above recent book values

One-offs in 9M 2021 impacted by transaction cost in context of Vonovia takeover offer

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<sup>1</sup> Based on weighted average shares outstanding excluding own shares (2021: 346.71m; 2020: 349.22m); 2 Change in QUATERBACK purchase price allocation 3 Change in calculation: interest income derived from loans granted to QUARTERBACK are no longer included in ordinary financial result



## **Summary balance sheet**

#### **Assets**

in EUR m	30/09/2021	31/12/2020
Investment properties	27,861.5	28,069.5
Other non-current assets	970,4	988.2
Derivatives	1.6	2.3
Deferred tax assets	0.0	0.0
Non current assets	28,833.5	29,060.0
Land and buildings held for sale	462.9	472.2
Trade receivables	63.6	35.9
Other current assets	3,396.5	654.5
Cash and cash equivalents	748.0	583.3
Current assets	4,671.0	1,745.9
Total assets	33,504.5	30,805.9

#### **Equity and Liabilities**

in EUR m	30/09/2021	31/12/2020
Total equity	15,498.0	13,841.3
Financial liabilities	6,308.8	6,525.1
Convertibles	1,619.1	1,768.7
Bonds	4,055.8	3,129.6
Tax liabilities	62.1	60.5
Deferred tax liabilities	4,998.3	4,412.0
Derivatives	30.7	57.3
Other liabilities	931.7	1,011.4
Total liabilities	18,006.5	16,964.6
Total equity and liabilities	33,504.5	30,805.9



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