# LEG Immobilien SE H1-2021 Results

# 10 August 2021





# H1-2021 Results

Agenda

- 1 Highlights H1-2021
- 2 Portfolio & Operating Performance
- **3** Financial Performance
- 4 Outlook
- 5 Appendix



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# 1 Highlights H1-2021

# H1 2021 – Financial Summary

Operating results		H1-2021	H1-2020	+/- %/bps
Net cold rent	€m	338.5	308.0	+9.9%
Net rental income	€m	266.4	239.5	+11.2%
EBITDA adjusted	€m	261.3	235.2	+11.1%
FFO I	€m	218.2	194.6	+12.1%
FFO I per share	€	3.03	2.82	+7.4%
FFO II	€m	216.2	193.4	+11.8%
EBITDA margin (adj.)	%	77.2	76.4	+80bps
FFO I margin	%	64.5	63.2	+130bps

				+/-
Portfolio		30.06.2021	30.06.2020	%/bps
Residential units	number	144,892	137,525	+5.4%
In-place rent (I-f-I)	€/m²	6.09	5.88	+3.5%
Сарех	€m	147.0	122.4	+20.1%
Maintenance	€m	51.2	37.1	+38.0%
EPRA vacancy rate (I-f-I)	%	2.5	3.3	-80bps

			+/-
	30.06.2021	31.12.2020	%/bps
€m	15,963.2	14,582.7	+9.5%
€m	886.4	335.4	+164.3%
€m	8,285.7	7,389.9	+12.1%
€m	6,747.6	5,869.0	+15.0%
€m	111.5	491.3	-77.3%
€m	5,834.2	5,502.8	+6.0%
%	36.4	37.6	–120bps
%	48.0	48.4	–40bps
€m	10,366.9	9,247.6	+12.1%
€	135.85	122.43	+11.0%
	€m €m €m €m % %	<ul> <li>€m</li> <li>15,963.2</li> <li>€m</li> <li>886.4</li> <li>€m</li> <li>6,747.6</li> <li>€m</li> <li>111.5</li> <li>€m</li> <li>5,834.2</li> <li>36.4</li> <li>48.0</li> <li>€m</li> <li>10,366.9</li> </ul>	€m15,963.214,582.7€m886.4335.4€m8,285.77,389.9€m6,747.65,869.0€m111.5491.3€m5,834.25,502.8%36.437.6%48.048.4€m10,366.99,247.6

# A very strong H1 2021

FFO I pointing towards upper end of €410m – 420m range



- FFO I +12.1% to €218.2m
- Adj. EBITDA-Margin 77.2% (+80bps)
- LTV 36.4%
  - Debt @ 7.7y for 1.24%
- NTA ps € 135.85 (+11.0%)



- Net cold rent +9.9%
- I-f-l rental growth +3.5%
- I-f-I vacancy **2.5%** (-80bps)



• Immediate support for flood affected tenants and employees

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- Comprehensive ESG strategy published
- On track for our **3%** energetic refurbishment target



### Keeping the momentum

### **Operational excellence**

Further efficiency gains from scale and scope effects

Still at attractive levels **Valuation uplift of 7.5%** (incl. capex 8.5%)

### ~4,000 units added YTD

Major step towards our target of ~7,000 units

# Growing platform at improving margins **FFO I specified towards upper end of range**

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# Aftermath flood event 13th – 18th July

Extensive support for tenants and employees offered

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### Situation post event

- ~200 units directly affected
- 35 units inhabitable due to flood
- No structural damage to buildings
- Clearing activities ongoing first repairs started
- Main affected location Bad Neuenahr - Ahrweiler (RLP)
- Comprehensive insurance coverage leaves direct impact on LEG neglectable



### Support for tenants

- Short-term accommodations / hotels and exchange home offerings
- €500 €2,000 immediate emergency aid for inhabitable units
- €1m special budget to support clearing out activities
- €250,000 flood relief from LEG foundations



- Local food trucks for tenants and local helpers
- Online vouchers for helping tenants

### Support for employees

- Up to 2 weeks off for clearing up own home
- €200 one-time payment for flooded cellar, €1,000 for affected rooms and €2,000 in case of inhabitable apartment

– Highlights

# ~4,000 units transferred in 2021

A major step towards our 7,000 units ambition - in line with our criteria



### Financial summary of acquisitions

- As of today ~4,000 units to be transferred in 2021
- Purchase price **below €600m**
- Net cold rent multiple of ~27x based on in-place rent and in-line with own valuation
- Annualised contribution to EBITDA of ~€17m and to FFO I of ~€13m
- Majority to be transferred in Q3 and Q4 2021

### Background & Rationale

- 2 bigger portfolio deals represent 2/3 of the acquisitions
- Focus on affordable housing
- Focus on Rhine-Neckar area with metropolitan areas like Mannheim and in NRW with Duesseldorf/ Cologne
- Up-side potential from modernisations
- Leveraging of platform along established hubs

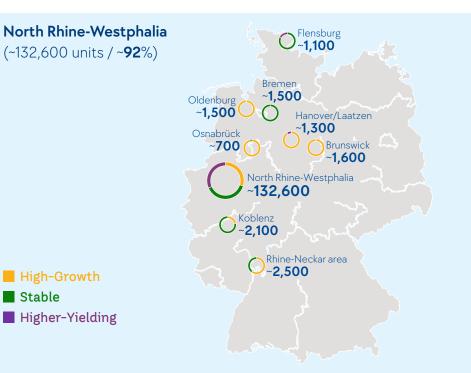
1 Based on signings as of early August 2021; 4,000 units including deals signed in 2020, which have been transferred in 2021 (details p.11)

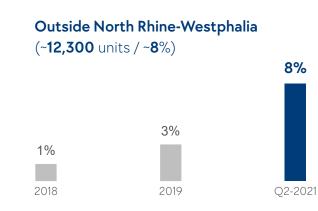
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# 2 Portfolio & Operating **Performance**

### **Portfolio overview** 144,892 units as of 06/2021





### Growth along our investment criteria

- Asset class affordable living
- Entry via orange and green markets
- >1,000 units per location

Portfolio & Operating Performance

# Portfolio transactions

Heading towards the 150,000 units mark



1 Residential units. 2 Note: The date of the transaction announcement and the transfer of ownership are usually several months apart. The number of units may therefore differ from other disclosures, depending on the data basis. 3 BW = Baden-Wurttemberg, HB = Bremen, LS = Lower Saxony, NRW = North Rhine-Westphalia, RP = Rhineland Palatinate, SH = Schleswig-Holstein.

**Acquisitions** (Locations/State<sup>3</sup>)

### Q3 2020

NRW – Flensburg (SH)

### Q4 2020

 NRW – Brunswick (LS) – Hanover (LS) – Koblenz (RP) – Rhine-Neckar (RP/BW)

### Q1 2021

NRW – Oldenburg (LS)

### Q2 2021

 NRW – Oldenburg (LS) – Hanover (LS) – Brunswick (LS) – Kaiserslautern, Koblenz (RP)

### Q3 2021

NRW – Hanover (LS) – Brunswick (LS)

### Q4 2021

NRW – Rhine-Neckar (RP/BW)

----- Portfolio & Operating Performance

# On track for 3.0% l-f-l rental growth target

Temporary catch-up effects from rent increase waiver due to Covid-19 in Q2-2020



I-f-I rent development I-f-I free financed rent development €/m²/month Residential rent €/m<sup>2</sup>/month +3.5% H1-2021 7.54 H1-2021 6.09 H1-2020 7.22 +2.0% Rent table Modernisation/ +1.5% 5.88 H1-2020 **Re-letting** Stable H1-2021 6.16 +4.4% H1-2020 5.90 Free financed rent H1-2021 6.50 Higher-yielding 5.87 H1-2021 +4.2% 6.24 H1-2020 H1-2020 5.65

- Ongoing strong momentum in all of our three market segments; +4.2% for free financed portfolio
- Comparatively low baseline in previous year due to temporary suspension of rent increases; full year guidance of ~3.0% confirmed
- New rent tables in H1 include our largest location Dortmund (+4.4%)
- Rent restricted units: no cost rent adjustments in 2021

----- Portfolio & Operating Performance

# Positive across all market clusters





# %

Market split (GAV)



# **In-place rent, l-f-l** €/m²



### Vacancy, I-f-I

%



### Markets

	Total p	ortfolio	High-g	rowth	Sta	ble	Higher	-yielding
	H1-2021	▲ (YOY)	H1-2021	▲ (YOY)	H1-2021	▲ (YOY)	H1-2021	▲ (YOY)
# of units	144,892	+5.4%	46,170	+10.1%	56,500	+6.0%	42,222	0.0%
GAV residential assets (€m)	15,183	+21.3%	6,909	+23.8%	5,275	+23.8%	3,000	+12.7%
In-place rent (m²), I-f-I	€6.09	+3.5%	€6.88	+3.6%	€5.80	+3.6%	€5.59	+3.3%
EPRA vacancy, I-f-I	2.5%	-80 bps	1.5%	-30 bps	2.5%	-80 bps	3.8%	–140 bps

----- Portfolio & Operating Performance

# Value-added services

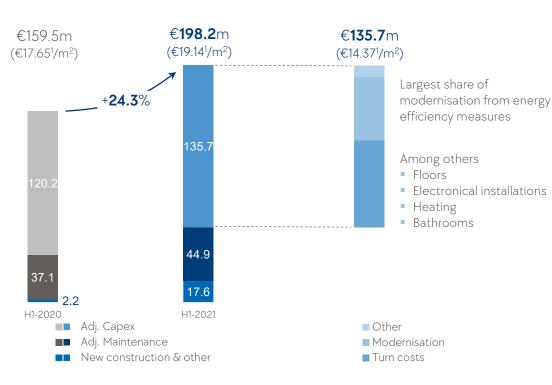
Leveraging LEG's portfolio and customer base to services business



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# Capex und Maintenance

Ongoing focus on growth and energy efficiency



- Increase of investments with ~24% y-o-y within plan
- ~12% increase in capex driven by significant growth in value-enhancing turn-cost spending and growth in modernisations

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- Energetic measures are the biggest driver for modernisation spending – on track with our ESG strategy
- Increase in Maintenance costs by ~21% driven among others by portfolio growth, price increases and special refurbishment projects to also increase customer satisfaction

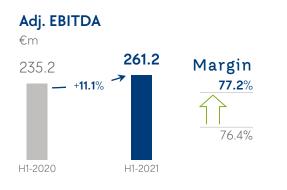


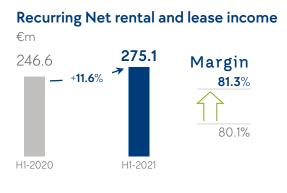
# 3 Financial **Performance**

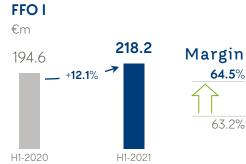
# Margins continue to grow in H1

Benefiting from scale and scope effects as well as value-added services









### Recurring net rental and lease income

- Ongoing scale and scope effects through acquisitions and rent increases
- Strong performance of value-added services

### Adj. EBITDA

- Confirmation of margin guidance (~75%)
- Rebalancing of margin in H2 due to cost effects (similar to 2020)

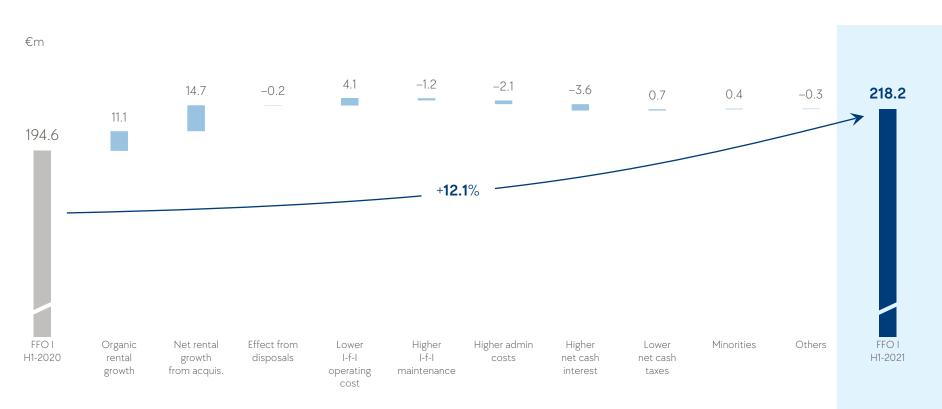
### FFO I ps

•	H1-2020	€2.82
•	H1-2021	€3.03

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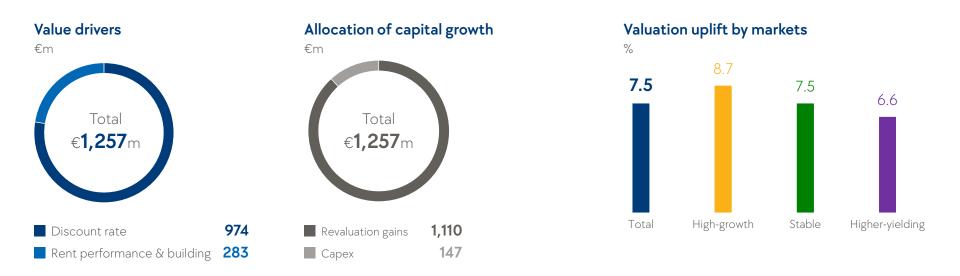
----- Financial Performance

### **FFO Bridge H1-2021** Increase of +€23.6 m (+12.1%)



# Portfolio valuation H1-2021 – Breakdown revaluation gains

Valuation uplift driven by letting performance and yield compression



- Portfolio valuation +7.5%, including capex +8.5%
- Significant valuation uplift in all of our markets further potential for H2 expected
- Adjustment of discount rate from 4.5% end of FY-2020 to 4.2% (cap rate from 5.7% to 5.5%)

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# Portfolio valuation H1-2021

Market segment	Residential Units	GAV Residential Assets (€m)	GAV/ m² (€)	Gross yield	In-Place Rent Multiple	GAV Commercial/ Other (€m)	Total GAV (€m)
High-Growth Markets	46,170	6,909	2,253	3.6%	27.6x	284	7,192
Stable Markets	56,500	5,275	1,461	4.7%	21.2x	159	5,435
Higher-Yielding Markets	42,222	3,000	1,164	5.6%	17.8x	87	3,087
Total Portfolio	144,892	15,183	1,641	4.4%	22.8x	531	15,714

# Strong financial profile

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### Average debt maturity

years

Weighted avg. interest

1.9%

15%

1.3%

1.5%

1.2%

1.0%

1.2%

1.5%

0.8%

1.2%

(excl. subsidised loans)

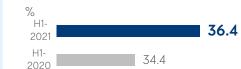


### Average interest costs



### Loan-to-value

2020



### Highlights H1-2021

- Placement of €500m bond with coupon of 0.875% and 12 years maturity in Q1
- Placement of €600m sustainability bond with coupon of 0.75% and 10 years maturity in Q2
- Average interest costs down by 11 bps vs. H1-2020 and down by 9 bps vs. Q4-2020
- No maturities until 2023; 2023 recently reduced by early redemption
- LTV with 36.4% as well as Net debt/EBITDA (LTM: 11.8x) on low levels
- Pro-forma LTV of ~39% (i.e. including upcoming units being transferred in Q3 and Q4; see slide 11)
- Interest coverage improved further y-o-y to 6.2 (6.1)



# 4 Outlook

----- Outlook

# **2021 guidance** FFO I guidance lifted towards upper end of range

Governance	2021	6	Maintain Sustainalytics rating at score of <b>10.4</b>
Social	2021 – 2024 2021 2021 – 2025	4	Maintain high employee satisfaction level ( <b>66</b> % Trust Index) Reduction of iteration calls from tenants by <b>15</b> % Best in class in customer recognition by 2025 with a Customer Satisfaction Index of > <b>70</b> %
Environment	2021 – 2024 2021	02	Reduction of CO2 emissions by <b>10</b> % in 4 years <sup>1</sup> Energetic refurbishment of <b>3</b> % of units <sup>1</sup>
Acquisition ambition			~7,000 units
Dividend			70% of FFO I
LTV			max. 43%
Investments			~40 – 42€/m²
adj. EBITDA margin			~75%
l-f-l rent growth			~3.0%
FFO I			Upper end of €410m – 420m
			2021



# 5 Appendix

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# New EPRA NRV – NTA – NDV

€m		30.06.2021			31.12.2020	
	EPRA NRV – diluted	EPRA NTA – diluted	EPRA NDV – diluted	EPRA NRV – diluted	EPRA NTA – diluted	EPRA NDV – diluted
IFRS Equity attributable to shareholders (before minorities)	8,261.1	8,261.1	8,261.1	7,365.6	7,365.6	7,365.6
Hybrid instruments	449.0	449.0	449.0	464.3	464.3	464.3
Diluted NAV (at Fair Value)	8,710.1	8,710.1	8,710.1	7,829.9	7,829.9	7,829.9
Deferred tax in relation to fair value gains of IP and deferred tax on subsidised loans and financial derivatives	1,682.9	1,669.4	_	1,431.3	1,417.4	_
Fair value of financial instruments	90.3	90.3	-	102.7	102.7	-
Goodwill as a result of deferred tax	-55.9	-55.9	-55.9	-55.9	-55.9	-55.9
Goodwill as per the IFRS balance sheet	-	-43.7	-43.7	-	-43.7	-43.7
Intangibles as per the IFRS balance sheet	-	-3.3	-	-	-2.8	-
Fair value of fixed interest rate debt	_	-	-350.6	-	-	-443.0
Deferred taxes of fixed interest rate debt	_	-	67.2	-	-	87.2
Revaluation of intangibles to fair value	_	_	_	_	_	_
Estimated ancillary acquisition costs (real estate transfer tax)	1,474.6	_	_	1,421.7	_	_
NAV	11,902.0	10,366.9	8,327.1	10,729.7	9,247.6	7,374.5
Fully diluted number of shares	76,310,308	76,310,308	76,310,308	75,534,292	75,534,292	75,534,292
NAV per share	155.97	135.85 <sup>1</sup>	109.12	142.05	122.43	97.63

# **FFO calculation**

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Profit from operating expenses       -0.6       -1.6         Maintenance (externally-procured services)       -29.0       -24.0         Staff costs       -41.4       -36.3         Allowances on rent receivables       -3.8       -4.3         Other       8.1       2.7         Non-recurring project costs (rental and lease)       3.3       2.1         Recurring net rental and lease income       275.1       246.6         Recurring net income from other services       4.2       4.5         Staff costs       -13.5       -11.1         Non-staff operating costs       -8.7       -11.2         Non-recurring project costs (admin.)       4.2       6.4         Recurring administrative expenses       -18.0       -15.9         Other income and expenses       0.0       -         Adjusted EBITDA       261.3       235.2         Cash income taxes from rental and lease       -0.5       -15.4         FFO I (including non-controlling interests)       218.6       195.4         KPFO I (including non-controlling interests)       218.2       194.6         FFO I (including on-controlling interests)       218.2       194.6         FFO I (including disposal of investment property)       216.2       193.4 </th <th>€m</th> <th>H1-2021</th> <th>H1-2020</th>	€m	H1-2021	H1-2020
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Recurring net income from other services         4.2         4.5           Staff costs         -13.5         -11.1           Non-staff operating costs         -8.7         -11.2           Non-recurring project costs (admin.)         4.2         6.4           Recurring administrative expenses         -18.0         -15.9           Other income and expenses         0.0         -           Adjusted EBITDA         261.3         235.2           Cash interest expenses and income         -42.2         -38.6           Cash interest expenses and income         -0.5         -1.2           FFO I (including non-controlling interests)         218.6         195.4           Non-controlling disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Non-recurring project costs (rental and lease)	3.3	2.1
Staff costs       -13.5       -11.1         Non-staff operating costs       -8.7       -11.2         Non-recurring project costs (admin.)       4.2       6.4         Recurring administrative expenses       -18.0       -15.9         Other income and expenses       0.0       -         Adjusted EBITDA       261.3       235.2         Cash interest expenses and income       -42.2       -38.6         Cash income taxes from rental and lease       -0.5       -1.2         FFO I (including non-controlling interests)       218.6       195.4         FFO I (excluding non-controlling interests)       218.2       194.6         FFO II (including disposal of investment property)       216.2       193.4         Capex       -147.0       -122.4	Recurring net rental and lease income	275.1	246.6
Non-staff operating costs         -8.7         -11.2           Non-recurring project costs (admin.)         4.2         6.4           Recurring administrative expenses         -18.0         -15.9           Other income and expenses         0.0         -           Adjusted EBITDA         261.3         235.2           Cash interest expenses and income         -42.2         -38.6           Cash income taxes from rental and lease         -0.5         -1.2           FFO I (including non-controlling interests)         218.6         195.4           Non-controlling interests)         -0.4         -0.8           FFO I (excluding non-controlling interests)         218.2         194.6           FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Recurring net income from other services	4.2	4.5
Non-recurring project costs (admin.)4.26.4Recurring administrative expenses-18.0-15.9Other income and expenses0.0-Adjusted EBITDA261.3235.2Cash interest expenses and income-42.2-38.6Cash income taxes from rental and lease-0.5-1.2FFO I (including non-controlling interests)218.6195.4Non-controlling interests-0.4-0.8FFO I (excluding non-controlling interests)218.2194.6FFO II (including disposal of investment property)216.2193.4Capex-147.0-122.4	Staff costs	-13.5	-11.1
Recurring administrative expenses-18.0Other income and expenses0.0Adjusted EBITDA261.3Cash interest expenses and income-42.2Cash income taxes from rental and lease-0.5Cash income taxes from rental and lease-0.5FFO I (including non-controlling interests)218.6FFO I (excluding non-controlling interests)218.2FFO II (including disposal of investment property)216.2Capex-147.0Capex-122.4	Non-staff operating costs	-8.7	-11.2
Other income and expenses         0.0         -           Adjusted EBITDA         261.3         235.2           Cash interest expenses and income         -42.2         -38.6           Cash income taxes from rental and lease         -0.5         -1.2           FFO I (including non-controlling interests)         218.6         195.4           Non-controlling interests         -0.4         -0.8           FFO I (excluding non-controlling interests)         218.2         194.6           FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Non-recurring project costs (admin.)	4.2	6.4
Adjusted EBITDA       261.3       235.2         Cash interest expenses and income       -42.2       -38.6         Cash income taxes from rental and lease       -0.5       -1.2         FFO I (including non-controlling interests)       218.6       195.4         Non-controlling interests       -0.4       -0.8         FFO I (excluding non-controlling interests)       218.2       194.6         FFO II (including disposal of investment property)       216.2       193.4         Capex       -147.0       -122.4	Recurring administrative expenses	-18.0	-15.9
Cash interest expenses and income         -42.2         -38.6           Cash income taxes from rental and lease         -0.5         -1.2           FFO I (including non-controlling interests)         218.6         195.4           Non-controlling interests         -0.4         -0.8           FFO I (excluding non-controlling interests)         218.2         194.6           FFO I (including non-controlling interests)         216.2         193.4           Capex         -147.0         -122.4	Other income and expenses	0.0	_
Cash income taxes from rental and lease-0.5-1.2FFO I (including non-controlling interests)218.6195.4Non-controlling interests-0.4-0.8FFO I (excluding non-controlling interests)218.2194.6FFO II (including disposal of investment property)216.2193.4Capex-147.0-122.4	Adjusted EBITDA	261.3	235.2
FFO I (including non-controlling interests)         218.6         195.4           Non-controlling interests         -0.4         -0.8           FFO I (excluding non-controlling interests)         218.2         194.6           FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Cash interest expenses and income	-42.2	-38.6
Non-controlling interests         -0.4         -0.8           FFO I (excluding non-controlling interests)         218.2         194.6           FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Cash income taxes from rental and lease	-0.5	-1.2
FFO I (excluding non-controlling interests)         218.2         194.6           FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	FFO I (including non-controlling interests)	218.6	195.4
FFO II (including disposal of investment property)         216.2         193.4           Capex         -147.0         -122.4	Non-controlling interests	-0.4	-0.8
Capex -147.0 -122.4	FFO I (excluding non-controlling interests)	218.2	194.6
	FFO II (including disposal of investment property)	216.2	193.4
Capex-adjusted FFO I (AFFO)         71.2         72.2	Сарех	-147.0	-122.4
	Capex-adjusted FFO I (AFFO)	71.2	72.2

#### Net cold rent

 +€30.5m or +9.9% driven by portfolio growth and rent increases

### Staff costs

 Growth in staff costs mainly due to increased tariff and additional FTE's, e.g. in newly acquired LWS Plus

### Other

Increase driven by income from value-added services

#### Recurring net rental and lease income

• +€28.5m or +11.6%

### Recurring administrative expenses

 Partially driven by higher headcount for IT and internal reallocation of resources

### Adjusted EBITDA

• +€26.1m or +11.1%

### Cash interest expenses

• Decline in average interest costs from 1.35% to 1.24% partially offsets higher debt volume

## Balance sheet

# LEG

€m	30.06.2021	31.12.2020
Investment property	15,963.2	14,582.7
Other non-current assets	294.8	264.9
Non-current assets	16,258.0	14,847.6
Receivables and other assets	126.1	77.7
Cash and cash equivalents	886.4	335.4
Current assets	1,012.5	413.1
Assets held for sale	1.7	21.6
Total Assets	17,272.2	15,282.3
Equity	8,285.7	7,389.9
Non-current financing liabilities	6,636.1	5,377.7
Other non-current liabilities	1,951.0	1,650.5
Non-current liabilities	8,587.1	7,028.2
Current financing liabilities	111.5	491.3
Other current liabilities	287.9	372.9
Current liabilities	399.4	864.2
Total Equity and Liabilities	17,272.2	15,282.3

### Investment property

- Revaluation: +€1,110m
- Capex: +€147m
- Acquisitions: +€128m
- Others: –€6m

### Cash and cash equivalents

- Cash flow from operating activities €190.6m
- Investing activities –€316.1m
- Financing activities €676.5m
  - Bond issuance €1,088.6m
  - Repayment of loans –€218.7m
  - Cash Dividend payment
     –€185.7m (scrip dividend offered)

— Appendix

# Loan to Value

# LEG

Čm	30.06.2021	31.12.2020
Financial liabilities	6,747.6	5,869.0
Excluding lease liabilities (IFRS 16)	27.0	30.8
Cash & cash equivalents	886.4	335.4
let Debt	5,834.2	5,502.8
Investment properties	15,963.2	14,582.7
Properties held for sale	1.7	21.6
Prepayments for investment properties	75.8	43.3
Property values	16,040.7	14.647,6
oan to Value (LTV) in %	36.4	37.6

- LTV down 120 bps vs. FY-2020
- Higher net debt overcompensated by increase in property values
- Low LTV enables further portfolio expansion
- Pro-forma LTV ~39% (including upcoming units being transferred in Q3 and Q4; see slide 11)

Appendix

### Income statement

# LEG

€m	H1-2021	H1-2020
Net rental and lease income	266.4	239.5
Net income from the disposal of investment property	-0.4	-0.6
Net income from the valuation of investment property	1,110.3	592.7
Net income from the disposal of real estate inventory	0.0	-1.8
Net income from other services	2.7	3.0
Administrative and other expenses	-24.1	-24.4
Other income	0.0	0.0
Operating earnings	1,354.9	808.4
Net finance costs	-39.4	-53.8
Earnings before income taxes	1,315.5	754.6
Income tax expenses	-252.2	-141.2
Consolidated net profit	1,063.3	613.4

### Recurring net rental and lease income

 NRI increased by €26.9m or +11.2% YOY

#### Administrative and other expenses

 Higher staff costs offset by lower other expenses (e.g. consulting fees)

#### Net finance costs

- Strong positive effects driven by LEG's share price performance from the fair value measurement of derivatives linked to the convertible bonds in the amount of €14.1m (H1-2020: –€9.9m)
- €11.4m increase in interest expenses mainly due to early redemption charges and measurement effects of financial instruments

#### Income tax expenses

 Effective tax rate of 19.2% (H1-2020: 18.7%), mainly deferred taxes due to revaluation gains

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# Cash effective interest expense

# Cash effective interest expense

 Interest coverage improved further y-o-y to 6.2 (6.1)

€m	H1-2021	H1-2020
Reported interest expense	57.1	45.7
Interest expense related to loan amortisation	-8.0	-6.2
Interest costs related to valuation of assets/liabilities	-0.1	-0.1
Interest expenses related to changes in pension provisions	-0.3	-0.6
Other interest expenses	-6.6	-0.2
Cash effective interest expense (gross)	42.2	38.6
Cash effective interest income	0.0	0.0
Cash effective interest expense (net)	42.2	38.6

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## Investments

### Reconciliation from investments to adjusted investments

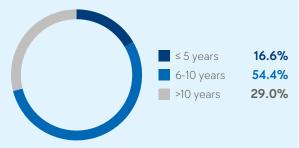
€m	H1-2021	H1-2020	FY-2020
Maintenance	51.2	37.1	98.3
Thereof LWS Plus effect	5.4	-	2.6
Thereof public safety measures in connection with acquisitions	0.9	-	0.2
Adjusted maintenance	44.9	37.1	95.5
Capex	147.0	122.4	290.4
Thereof new construction	3.2	2.2	4.8
Thereof capitalisation of own services	8.2	-	10.8
Adjusted Capex	135.7	120.2	274.8
Total investments	198.2	159.5	388.7
Adjusted total investments	180.6	157.3	370.3
Area of investment properties (million sqm)	9.43	8.91	9.03
Adjusted investment per sqm (€)	19.13	17.65	41.00

# Refinancing of subsidised loans lifting value

### Rent potential subsidised units

- Until 2028, around 23,000 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 restrictions<sup>5</sup>

# Around 65% of units to come off restriction until 2028



16,181 10,190 2,509 1,372 1,242 1.148 768 719 488 381 179 2021 2022 2023 2024 2025 2026 2027 2028 2029 2031ff.

Number of units coming off restriction and rent upside

### Spread to market rent

€/m²/month



1 In H1 already 982 units released. 2 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. 3 <5 years = 2021-2025; 6-10 years = 2026-2030; >10 years = 2031ff. 4 Rent upside is defined as the difference between LEG in-place rent and market. 5 For example rent increases cap of 15% or 20% for three years.

# LEG additional creditor information

### Unsecured financing covenants

Covenant	Threshold	H1-2021
Consolidated Adjusted EBITDA / Net Cash Interest	≥1.8x	<b>5.9</b> x
Unencumbered Assets / Unsecured Financial Indebtedness	≥125%	188%
Net Financial Indebtedness / Total Assets	≤60%	34%
Secured Financial Indebtedness / Total Assets	≤45%	17%

# Financing mix Fixed interest Derivatives 6.6% Variable interest 6.4%

### Ratings (Moody's)

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

### Key financial ratios

	H1-2021	H1-2020
Net debt / EBITDA	11.8x	10.2x
LTV	36.4%	34.4%

----- Appendix

# Capital market financing Corporate bonds

Issue Size	2017/2024 €500m	2019/2027 €500m	2019/2034 €300m	2021/2033 €500m	2021/2031 (sustainable bond) €600m
Term / Maturity Date	7 years / 23 January 2024	8 years / 28 November 2027	15 years / 28 November 2034	12 years / 30 March 2033	10 years / 30 June 2031
Coupon	1.250% p.a. (annual payment)	0.875% p.a. (annual payment)	1.625% p.a. (annual payment)	0.875% p.a. (annual payment)	0.750 % p.a. (annual payment)
Issue Price	99.409%	99.356%	98.649%	99.232%	99.502%
Financial Covenants	<ul> <li>Net financial debt/ total assets ≤ 60%</li> <li>Secured financial debt/ total assets ≤ 45%</li> <li>Unencumbered assets/ unsecured financial debt ≥ 125%</li> <li>Adj. EBITDA/ net cash interest ≥ 1.8 x</li> </ul>				
ISIN	X\$1554456613	DE000A254P51	DE000A254P69	DE000A3H3JU7	DE000A3E5VK1
WKN	A2E4W8	A254P5	A254P6	A3H3JU	A3E5VK

# **Our Sustainable Financing Framework**

Part of our sustainable business strategy

• LEG has established its Sustainable Financing Framework to finance or refinance social and green assets that contribute to its ESG agenda The Framework is developed to be in line with the ICMA, LMA and APLMA principles for sustainable financing and contributes Af towards the United Nations Sustainable Development Goals Co Sustainable asset pool: around €3.3bn Gr Re • C The Green Bond New Ide Social Bond Principles Property The Sustainability Bond us Ur **Green Loan Principles** nable Financing lin work Social Loan SUSTAINABLE 1111 O **GOALS Principles** June 2021 13 IMI • LEG Artin 🔆 LEG SUSTAINABLE FINANCING FRAMEWORK 1 MARCH 202

Sustainable Financing Framework			
Use of Proceeds	Process for Asset Evaluation and Selection		
fordable and Social Housing ommunity Engagement een Buildings & Energy Efficiency enewable Energy ean Transportation	<ul> <li>Dedicated Sustainable Financing Committee responsible for evaluation and selection of eligible assets</li> </ul>		
oceeds managed ing a portfolio approach nallocated proceeds may be used in e with company's investment strategy	<ul> <li>Allocation and impact reporting provided annually until full allocation of net outstanding Sustainable Bond proceeds</li> </ul>		
Management of Proceeds	Reporting		
Framework reviewed by Second-Party Opinion ("SPO") provider Sustainalytics stating that it is credible and impactful			

### Capital market financing Convertible bonds

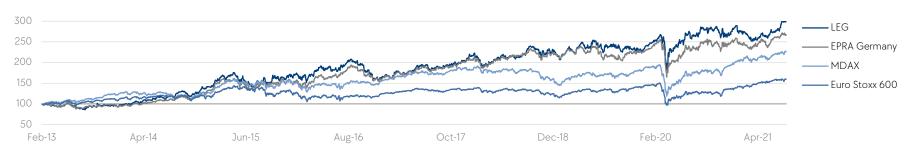
	WKN	A2GSDH	A289T2
Issue Size€400m€550mTerm / Maturity Date8 years/ 1 September 20258 years/ 30 June 2028Coupon0.875% p.a. (semi-annual payment: 1 March, 1 September)0.4% p.a. (semi-annual payment: 15 January, 15 July)# of shares3,470,6833,556,142Initial Conversion Price1€118.4692€155.2500Adjusted Conversion Price1€115.2511 (as of 10 June 2021)€154.6620 (as of 14 June 2021)Issuer CallFrom 22 September 2022, if LEG share price >130% of the then applicable	ISIN	DE000A2GSDH2	DE000A289T23
Issue Size€400m€550mTerm / Maturity Date8 years/ 1 September 20258 years/ 30 June 2028Coupon0.875% p.a. (semi-annual payment: 1 March, 1 September)0.4% p.a. (semi-annual payment: 1 S January, 15 July)# of shares3,470,6833,556,142Initial Conversion Price€118.4692€152.500Adiusted Conversion Price <sup>1</sup> €115.2511€154.6620	Issuer Call	share price >130% of the then	From 5 August 2025, if LEG share price >130% of the then applicable conversion price
Issue Size€400m€550mTerm / Maturity Date8 years/ 1 September 20258 years/ 30 June 2028Coupon0.875% p.a. (semi-annual payment: 1 March, 1 September)0.4% p.a. (semi-annual payment: 	Adjusted Conversion Price <sup>1</sup>		
Issue Size€400m€550mTerm / Maturity Date8 years/ 1 September 20258 years/ 30 June 2028Coupon0.875% p.a. (semi-annual payment: 1 March, 1 September)0.4% p.a. (semi-annual payment: 1 S January, 15 July)	Initial Conversion Price	€118.4692	€155.2500
Issue Size€400m€550mTerm / Maturity Date8 years/ 1 September 20258 years/ 30 June 2028Coupon0.875% p.a. (semi-annual payment:0.4% p.a. (semi-annual payment:	# of shares	3,470,683	3,556,142
Issue Size €400m €550m Term / 8 years/ 8 years/	Coupon	, (semi-annual payment:	(semi-annual payment:
		,	
	Issue Size		

1 Dividend-protection: The conversion price will not be adjusted until the dividend exceeds €2.76 (2017/2025 convertible) and €3.60 (2020/2028 convertible).

# LEG share information



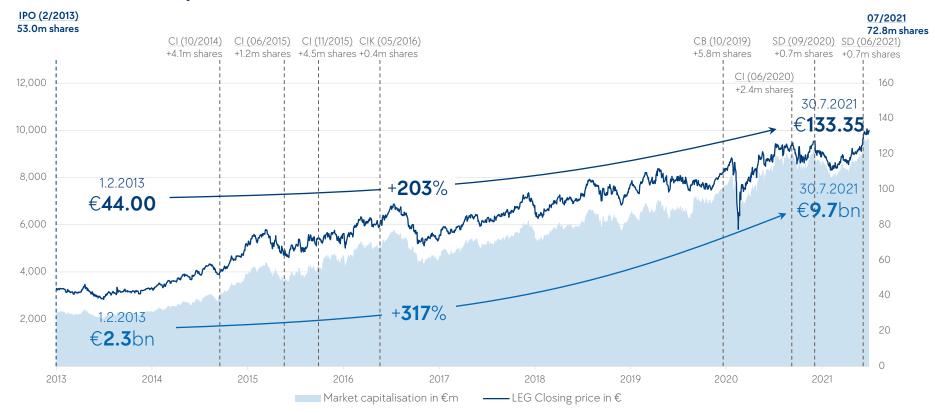




#### Appendix

# Sustainable increase in share price and market capitalisation since IPO





IPO = Initial Public Offering; CI = capital increase; CIK = capital increase in kind; CB = convertible bond; SD = stock dividend

# **Financial calendar**



For our detailed financial calendar, please visit our IR web page

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