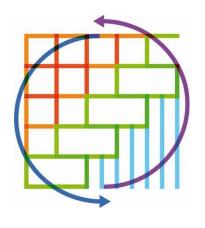
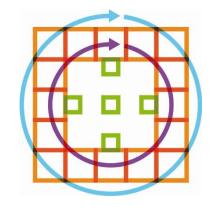
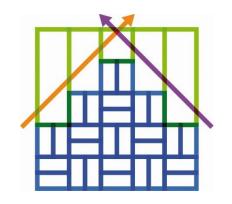


# Keep growing.









**LEG Immobilien AG** 

10 November 2017

**9M-2017 Results** 

## Disclaimer



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# Agenda



- I. HIGHLIGHTS 9M-2017
- II. PORTFOLIO AND OPERATING PERFORMANCE
- III. FINANCIAL PERFORMANCE
- IV. BUSINESS UPDATE AND OUTLOOK
- V. APPENDIX



# Highlights 9M-2017

#### Overall company development

- Acquisition of c.1,400 units (announced end of August), total acquisition volume approx. 3,500 units YTD
- Issue of €400m convertible bond at attractive terms: 8 year maturity, coupon 0.875%, conversion premium 45%
- Portfolio revaluation: estimated gross valuation uplift in the range of c.€450m to €550m in Q4-2017 (net NAV effect €400m to €500m)

#### Accelerating rent growth on basis of high capital efficiency

• In-place rent, I-f-I
€5.43/sqm (+3.3% total portfolio, +4.0% for free-financed units)

■ EPRA-Vacancy, I-f-I 3.8% (up c.50 bps YOY)

Temporary increase due to change of tenant turnover process; FY-outlook: 0 to -20 bps (YOY)

Maintenance/Capex
 €13.3/sqm (FY-2017 target of €24/sqm)

#### Financials: Margin expansion story fully on track

Net cold rent €398.4m (+4.5% YOY from €381.3m)

Adjusted EBITDA €291.5m (+5.5% YOY from €276.2m)

FFO I (excl. minorities)
 €226.3m (+7.5% YOY from €210.6m), €3.58 per share (+6.9% YOY from €3.35)

■ AFFO €163.6m (-0.1% YOY from €163.8m)

EPRA-NAV (excl. goodwill) €74.59 per share (+11.1% YTD, +15.2% incl. DPS of €2.76)



### II. PORTFOLIO AND OPERATING PERFORMANCE

## Portfolio Overview

# LEG gewohnt gut.

## Positive rent development across all submarkets



#### **Total Portfolio**

	30.09.2017	Δ (YOY)
# of units	128,743	+0.6%
In-place rent (sqm), I-f-I	€5.43	+3.3%
EPRA-Vacancy, I-f-I	3.8%	+50 bps

# Strong results on the basis of tailor-made management strategies

#### **High-Growth Markets**

	30.09.2017	Δ (YOY)
# of units	40,716	+4.3%
In-place rent (sqm), I-f-I	€6.01	+2.9%
EPRA-Vacancy, I-f-I	1.9%	+40 bps

#### **Stable Markets with Attractive Yields**

	30.09.2017	Δ (ΥΟΥ)
# of units	47,001	+0.6%
In-place rent (sqm), I-f-I	€5.17	+3.4%
EPRA-Vacancy, I-f-I	3.7%	+40 bps

#### **Higher-Yielding Markets**

	30.09.2017	Δ (YOY)
# of units	39,132	-2.9%
In-place rent (sqm), I-f-I	€5.08	+3.1%
EPRA-Vacancy, I-f-I	6.5%	+90 bps

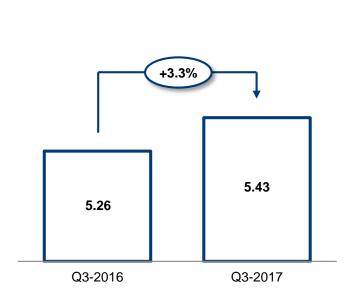
## Rent Development

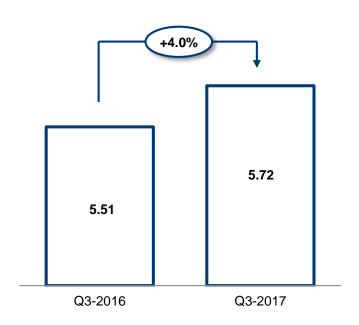


## **Accelerating rent growth underscores strong fundamentals**

#### L-f-I Residential Rent (€/sqm/month)

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



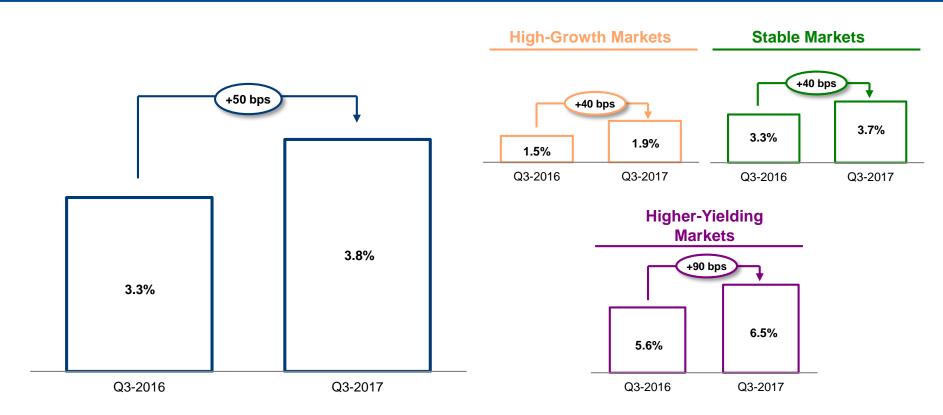


- Strong performance of free financed units best proxy for underlying rent dynamics
- Rent restricted units: +1.5% year-on-year (like-for-like)
- High capital efficiency maintained (growth relative to capital expenditure)
- High exposure to structural growth markets and respective commuter belts (93% of portfolio) supports outperformance

# EPRA-Vacancy Development (like-for-like)



#### Temporary increase due to process changes – Positive outlook for Q4

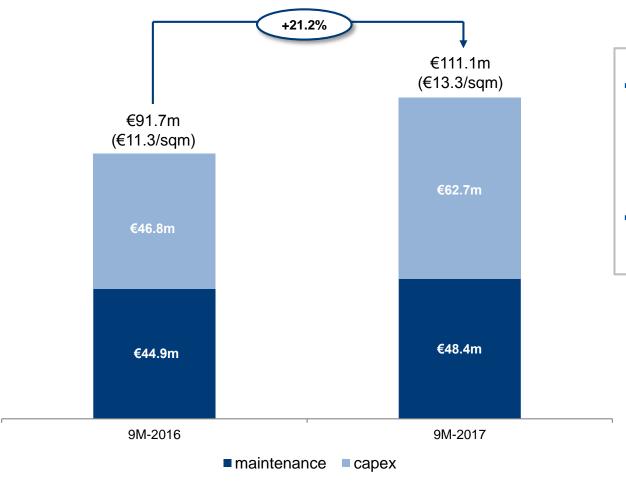


- Still minor impact from comprehensive reorganisation of operations
  - Change of tenant turnover process; integration of new general contractors into the process
- Outlook Q4-2017: L-F-L vacancy ratio 0 to -20 bps YOY
  - Positive momentum in Oct/Nov with catch-up effects kicking in

# Capex & Maintenance

## Rising value enhancing investments ahead





- Rising investment of €13.3/sqm in 9M-2017 (capex ratio 56.4%)
  - Enhanced capex programme started in Q3-2017
  - Strong Q4 seasonality expected
- Outlook FY-2017 of c.€24/sqm maintained

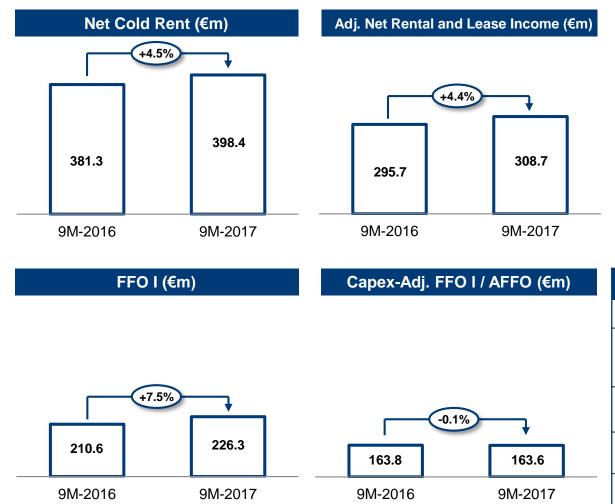


#### **FINANCIAL PERFORMANCE** III.

# Financial Highlights 9M-2017

## Margin expansion story continues





	+5.5%	<b>—</b>	1
276.2		291.5	
9M-2016		9M-2017	

Adj. EBITDA (€m)

Margin (%)						
	9M-2016	9M-2017	Comment			
Adj. NRI	77.6	77.5	Scale effects + efficiency gains offset by higher maintenance			
Adj. EBITDA	72.4	73.2	See above + lower admin. costs ratio + higher "others"			
FFO I	55.2	56.8	See above + lower interests and taxes			
AFFO	43.0	41.1	See above + higher capex ratio			

## **Income Statement**



€ million	9M-2017	9M-2016	Higher rental income
Net rental and lease income	302.9	290.8	(+€17.1m/+4.5%) ■ Rise in staff costs resulting from crafts business offset by
Net income from the disposal of investment property	-1.0	8.3	decrease in externally- procured services <ul><li>Adj. NRI-margin stable at</li></ul>
Net income from the valuation of investment property	481.1	9.3	77.5% YOY despite some higher maintenance
Net income from the disposal of real estate inventory	-2.2	-1.5	<ul> <li>Mid-year portfolio valuation (+6.0%)</li> </ul>
Net income from other services	5.0	2.3	<ul> <li>Acquisition related one-time costs of €40.4m in 9M-2016</li> </ul>
Administrative and other expenses	-28.5	-66.0	<ul> <li>Recurring admin. costs slightly increased to €24.3m</li> </ul>
Other income	0.6	6.6	(-€0.6m YOY) mainly due to an extraordinary item
Operating earnings	757.9	249.8	<ul> <li>One-time refinancing costs (€12.3m)</li> </ul>
Net finance costs	-148.5	-118.8	<ul> <li>Net income from fair value measurement of derivatives (€63.2m; thereof €63.6m from</li> </ul>
Earnings before income taxes	609.4	131.0	convertibles) ■ Slightly lower cash interests (€60.5m; -€1.8m YOY) despite
Income tax expenses	-151.4	-45.0	increase in financial debt
Consolidated net profit	458.0	86.0	Cash taxes (-€5.1m)

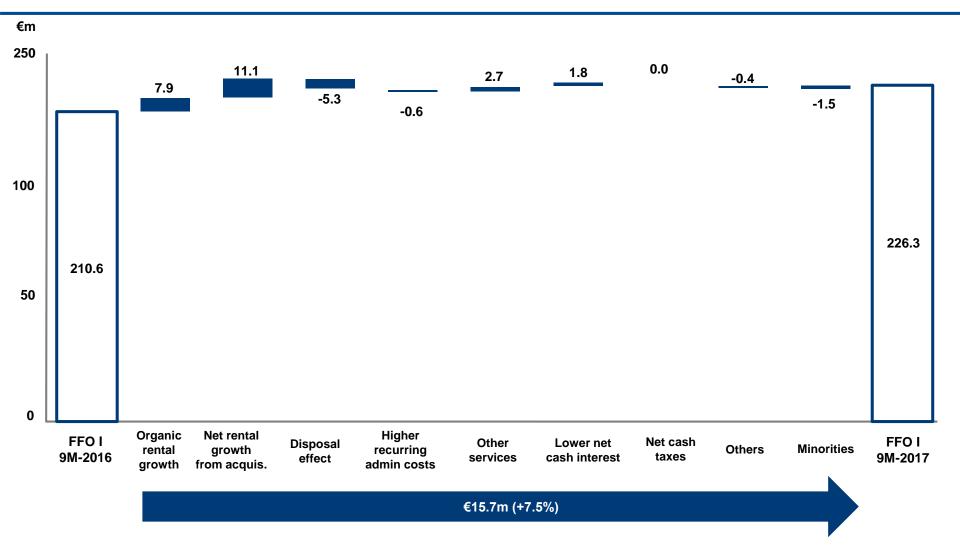
## **FFO Calculation**



€ million	9M-2017	9M-2016	
Net cold rent	398.4	381.3	• (+€17.1m/+4.5%)
Profit from operating expenses	-3.1	-0.9	
Maintenance (externally-procured services)	-35.0	-44.9	Disproportional growth in staff
Staff costs	-40.0	-30.2	costs mainly due to new crafts business (offset by lower
Allowances on rent receivables	-5.4	-5.5	procured services); adjusted fo
Other	-7.5	-5.0	this effect increase of +3.4%
Non-recurring project costs (rental and lease)	1.3	0.9	- LC12 0m (L1 40/ VOV)
Recurring net rental and lease income	308.7	295.7	<ul><li>+€13.0m (+4.4% YOY)</li><li>NRI-margin stable despite</li></ul>
Recurring net income from other services	6.7	4.0	higher maintenance
Staff costs	-16.2	-16.0	
Non-staff operating costs	-11.9	-48.1	Acquisition related one-time
Non-recurring project costs (admin.)	3.8	40.4	costs in 9M-2016
Extraordinary and prior-period expenses	0.0	0.0	Slight increase due to release
Recurring administrative expenses	-24.3	-23.7	of a provision in 2016
Other income and expenses	0.4	0.2	(number of FTE's decreased)
Adjusted EBITDA	291.5	276.2	
Cash interest expenses and income	-60.5	-62.3	• +€15.3m (+5.5% YOY)
Cash income taxes from rental and lease	-3.0	-3.1	<ul> <li>EBITDA margin 73.2% vs.</li> <li>72.4% in 9M-16</li> </ul>
FFO I (including non-controlling interests)	228.0	210.8	72.176 111 6 111 10
Non-controlling interests	-1.7	-0.2	Lower average interest costs
FFO I (excluding non-controlling interests)	226.3	210.6	(9M-17 avg. cost c.1.85% vs. c.2.10% in 9M-16)
FFO II (including disposal of investment property)	225.2	218.3	3.2.10 /0 III 3W 10)
Capex-adjusted FFO I (AFFO)	163.6	163.8	

# FFO Bridge





# Cash Effective Interest Expense



€ million	9M-2017	9M-2016	
Reported interest expense	88.8	89.6	• One-off refinancing effect of €5.5m in 9M-2017 from
Interest expense related to loan amortisation	-17.4	-16.6	refinancing of subsidised loans (loan amortisation)
Prepayment penalties / breakage costs	-7.5	-4.5	Release of swaps and fixed
Interest costs related to valuation of assets/liabilities	-0.7	-2.1	interest loans (refinancing); total refinancing costs €12.3m
Leasing related interest expense	-0.8	-1.4	
Interest expenses related to changes in pension provisions	-1.8	-2.4	
Other interest expenses	0.4	-0.1	
Cash effective interest expense (gross)	61.0	62.4	
Cash effective interest income	0.5	0.1	Interest coverage improved
Cash effective interest expense (net)	60.5	62.3	further (4.8x up from 4.4x YOY)

EPRA-Net Asset Value  Potential for further yield compression; se  € million	ervices hidde	n gem with r	LEG ising value
€ million	30.09.2017	31.12.2016	
Equity (excl. minority interests)	3,698.2	3,414.5	■ €458.0m net profit
Effect of exercising options, convertibles and other rights	513.6	435.6	<ul><li>-€174.4m dividend</li><li>€14.0m other comprehensive</li></ul>
NAV	4,211.8	3,850.1	income (derivatives)
Fair value measurement of derivative financial instruments	189.9	146.7	
Deferred taxes <sup>1)</sup>	771.2	644.2	
EPRA-NAV	5,172.9	4,641.0	
Number of shares fully-diluted incl. convertible (m) <sup>2)</sup>	68.644	68.466	
EPRA-NAV per share in €	75.36	67.79	
Goodwill resulting from synergies	52.7	43.8	
Adjusted EPRA-NAV (excl. goodwill)	5,120.2	4,597.2	
Adjusted EPRA-NAV per share in €	74.59	67.15	

- €458.0m net profit
- -€174.4m dividend
- €14.0m other comprehensive income (derivatives)

- 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%)<sup>3)</sup>

Attractive rental yield of 6.2% leaves potential for yield compression

<sup>1)</sup> And goodwill resulting from deferred taxes on EPRA-adjustments

<sup>2)</sup> Actual number of shares outstanding 63.19m

<sup>3)</sup> Assumption: expected 2019 FFO, growth rate of 0%

## Portfolio



## Sound property fundamentals basis for value growth

As of 30.09.2017

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	40,716	3,814	45%	1,417	19.7x	17.1x	198	4,012
Stable Markets	47,001	2,611	31%	864	14.4x	13.5x	104	2,716
Higher- Yielding Markets	39,132	1,826	22%	762	13.3x	12.6x	60	1,886
Subtotal NRW	126,849	8,251	98%	1,017	16.1x	14.7x	363	8,614
Portfolio outside NRW	1,894	144	2%	1,129	16.4x	15.2x	2	146
Total Portfolio	128,743	8,395	100%	1,019	16.1x	14.7x	364	8,759
Other Assets								
Total								8,870

## **Balance Sheet**

## **Strong balance sheet**



€ million	30.09.2017	31.12.2016
Investment property	8,753.9	7,954.9
Prepayment for investment property	62.1	27.3
Other non-current assets	180.0	182.3
Non-current assets	8,996.0	8,164.5
Receivables and other assets	273.0	47.7
Cash and cash equivalents	307.6	166.7
Current assets	580.6	214.4
Assets held for sale	27.5	57.0
Total Assets	9,604.1	8,435.9
Equity	3,721.7	3,436.7
Non-current financing liabilities	3,921.7	3,222.3
Other non-current liabilities	1,027.9	870.3
Non-current liabilities	4,949.6	4,092.6
Current financing liabilities	538.3	552.0
Other current liabilities	394.5	354.6
Current liabilities	932.8	906.6
Total Equity and Liabilities	9,604.1	8,435.9

- Revaluation gains €480.8m
- Additions €290.3m
- Capex €62.7m
- Reclassification -€34.3m
- Cash flow from operating activities €194.3m
- Acquisitions -€329.1m and capex -€53.4m
- Dividend -€174.4m

- Bond issue +€495m
- Convertible bond +€400m
- Repayment of subsidised loans -€190m and other bank loans -€191.9m
- Commercial paper +€150m

## LTV



## Strong credit profile leaves headroom for growth investments

€ million	30.09.2017	31.12.2016
Financial liabilities	4,460.0	3,774.3
Cash & cash equivalents	487.6	166.7
Net Debt	3,972.4	3,607.6
Investment properties	8,753.9	7,954.9
Properties held for sale	27.5	57.0
Prepayments for investment properties	65.9	27.3
Property values	8.847.3	8,039.2
Loan to Value (LTV) in %	44.9	44.9
Pro-forma LTV post conversion in %	41.8	41.5

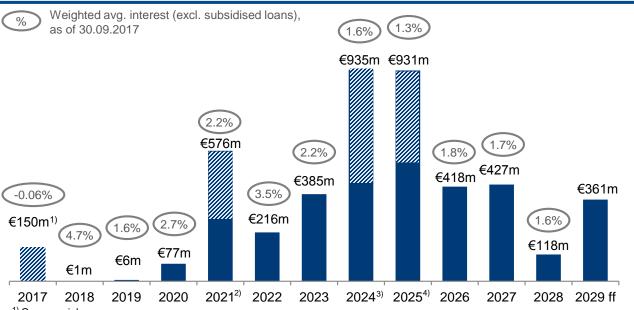
- LTV in line with target capital structure (approx. 45%) after consolidation of acquisitions and dividend payment
- Yield compression is likely to trigger a further decline in Q4

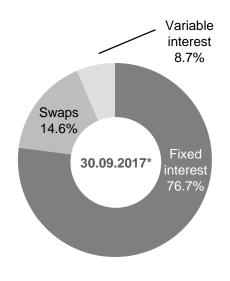
 Significant positive impact on LTV from future conversion of 1<sup>st</sup> convertible expected (€300m, currently -310bps)

# Financing Structure – 30 September 2017

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## LT financing secures future earnings growth





\*Including commercial paper

Key Facts			
Average debt maturity	9.05 years (8.8 years*)		
Interest costs	Ø 1.81% (1.75%*)		
Hedging ratio	94.4% (91.3%*)		
Rating	Baa1 (Moody's)		

	Maturities	
1-2 years	0.0%	(3.3%*)
3-5 years	14.8%	(14.3%*)
6-8 years	34.5%	(33.4%*)
≥ 9 years	50.7%	(49.0%*)

<sup>1)</sup> Commercial paper

<sup>&</sup>lt;sup>2)</sup> €300 m convertible bond with investor put option 2019

<sup>&</sup>lt;sup>3)</sup> Corporate bond (€500 m)

<sup>&</sup>lt;sup>4)</sup> €400 m convertible bond



#### **BUSINESS UPDATE AND OUTLOOK** IV.

# Business Update



## Strong organic performance + selective external growth

#### Year-end valuation: Positive impact from yield compression expected

- Gross valuation uplift of approx. €450m to €550m in Q4 expected (net NAV effect €400m to €500m)
- Major valuation driver is a broadbased increase of transaction multiples in NRW
  - Post reflection of improving rental forecasts in Q2 valuation
  - Yield compression of some 35-40 bps in Q4 expected (rental yield)
- Orange and Stable markets with most upside
- Effect from early repayment of subsidised loans (net NAV effect: c.€60m) included

#### **Acquisitions: Staying selective in tough markets**

- Successful acquisition of c.3,500 units YTD with attractive value potential
  - Dusseldorf deal (closing July 2017; c.1,800 units and thereof c.1,400 units in Dusseldorf)
    - Vacancy reduced from 20% to 15% within four months
    - Rent growth exceeding expectations
- Investment markets: decreasing supply over the last couple of months, yield compression continues
- Pipeline: a few smaller deals; complex mid-sized deal currently put on hold

## Outlook for 2017 - 2019



2017

FFO I €290m - €295m / €4.59 - €4.67 per share

 EBITDA margin ~72 % L-F-L rent growth 3.0 - 3.3% L-F-L vacancy ~0 to -20 bps

Investments ~€24/sqm

 Dividend 65% of FFO I

2018

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

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

Investments ~€29/sqm

2019

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

L-F-L rent growth ~3.5%

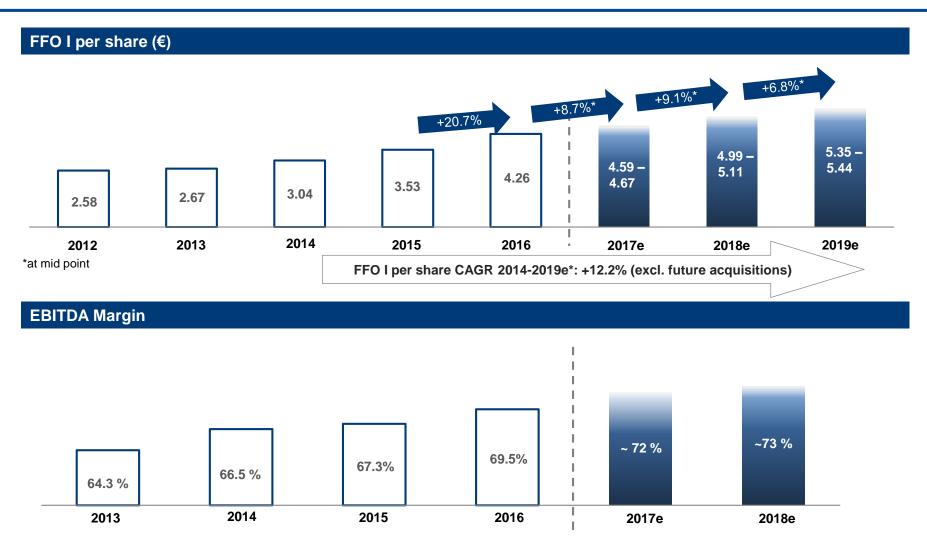
Investments ~€29-30/sqm

**Mid-term** 

L-F-L rent growth 3.0 - 3.5%

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# Steady Expansion of Leading Profitability

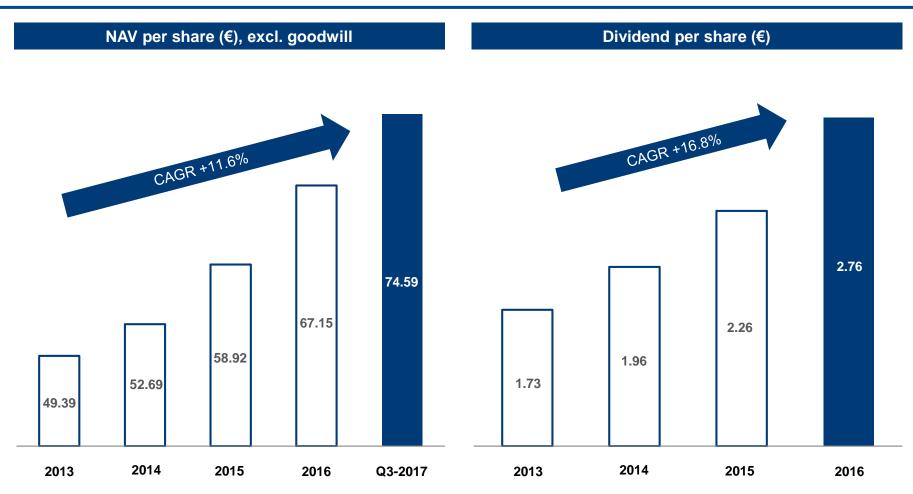




#### V. **APPENDIX**



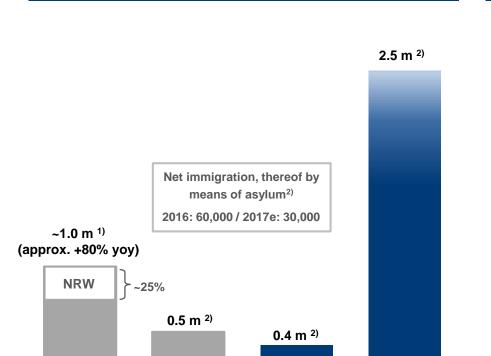
# Generating Appealing Shareholder Returns



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

2017-2025





**Net Immigration to Germany** 

#### **Key Facts**

- In 2016, net immigration to Germany amounted to about 0.5 million<sup>2)</sup>
- Deutsche Bundesbank forecasts 0.4 million additional **immigrants (net)** in **2017** and **2.5 million for 2017-2025**
- 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%) 3)
- Stabilising net immigration expected for the years to come with decreasing share of refugees
- 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

#### Sources:

Interview with director of Federal Agency of Migration and Refugees (Aug 2016)

2017e

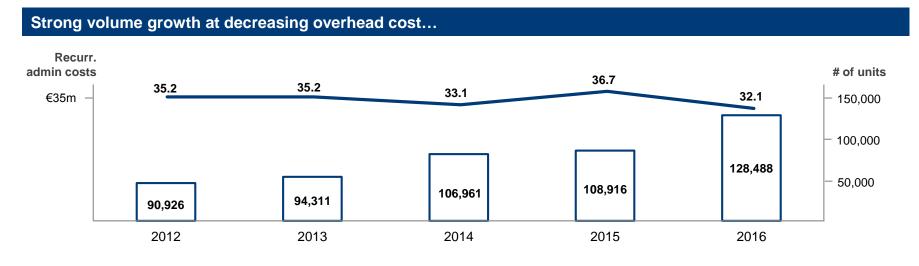
Deutsche Bundesbank

2015

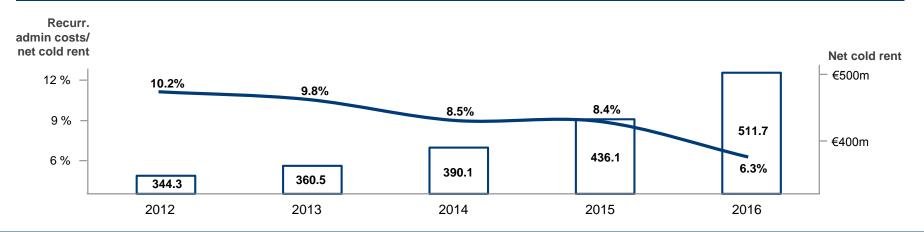
Federal Statistical Office, press release 2 Nov 2017

2016

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









# EPRA Net Initial Yield Q3-2017

€ million	30.09.2017	31.12.2016
Investment properties	8,744.0	7,950.9
Assets held for sale	27.3	57.0
Market value of residential property portfolio (net)	8,771.4	8,007.9
Estimated incidental costs	864.4	789.2
Market value of residential property portfolio (gross)	9,635.8	8,797.0
Annualised cash flow from rental income (gross)	512.3	500.3
Non recoverable operating costs	-70.3	-79.1
Annualised cash flow from rental income (net)	442.0	421.2
EPRA Net Initial Yield in %	4.6	4.8



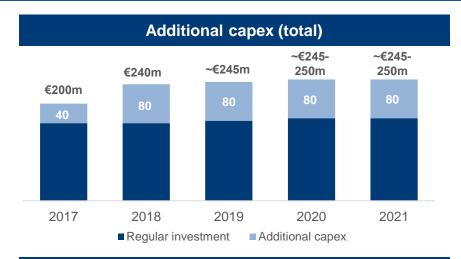
LEG – Adj. EBITDA Margin Leading profitability despite short term	distortion fr	om restricted	d units $\mathscr{I}^\ell$	LEG wohnt gut.	
Adj. EBITDA margin	FY-2016			FY-2015	
	€m	margin %	€m	margin %	
As reported	355.7	69.5	293.7	67.3	
Gap restricted vs. unrestricted rents <sup>1)</sup>	26.3	71.0	22.5	68.9	

<sup>1) €/</sup>sqm: €4.67 vs. €5.56 in 2016, €4.67 vs. €5.48 in 2015

- 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









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

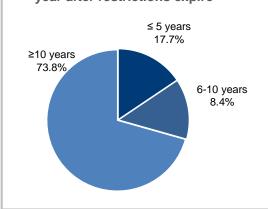
## Rent revisionary potential

## Refinancing of subsidised loans lifting value

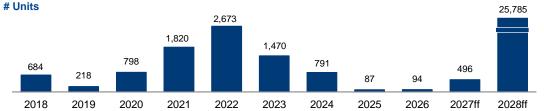


#### **Rent Potential Subsidised Units**

- In the following 10 years around 9,000 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** 25,785 2.673



#### Spread to Market Rent € /sqm /month 1.69 1.69 1.51 1 17 1.17 0.90 0.90 0.62 0.09 2018 2026 2019 2020 2021 2022 2023 2024 2025 2027 2028ff

	≤ 5 years²)	6 – 10 years <sup>2)</sup>	≥ 10 years²)
In-place rent	€4.74	€4.37	€4.86
Market rent <sup>1)</sup>	€6.30	€5.33	€6.04
Upside potential <sup>3)</sup>	33%	22%	24%
Upside potential p.a.3)	€8.1m	€2.3m	€24.6m

Source: LEG as of Q3-2017

<sup>1)</sup> 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.

<sup>≤5</sup> years = 2018-2022; 6-10 years = 2023-2027; ≥10 years = 2028ff.

Rent upside is defined as the difference between LEG in-place rent as of Q3-2017 and market rent (defined in footnote 1) as of Q3-2017.

# Mietspiegel Overview

## **New Mietspiegel in 2017**



Release date	High-Growth Markets	Stable Markets	Higher-Yielding Markets	Total Portfolio
2017 (Q1)	4,108 units (mainly Cologne)	17,330 units (mainly Dortmund, Wuppertal)	8,945 units (mainly Herne, Recklinghausen)	30,383 units
2017 (Q2)	6,155 units (mainly Münster)	801 units	8,321 units (mainly Gelsenkirchen)	15,277 units
2017 (Q3)			263 units	263 units
2017 (Q4) expected	2,956 units (mainly Bocholt)	3,425 units (mainly Solingen)	9,392 units (mainly Duisburg, Dorsten, Herten)	15,773 units
Total <sup>1</sup>	13,219 units	21,556 units	26,921 units	61,696 units
Thereof: - Castrop-Rauxel - Cologne - Dortmund - Duisburg - Gelsenkirchen - Herne - Munster	3,902 units 6,126 units	13,408 units	2,458 units 6,577 units 6,822 units 3,175 units	
<ul><li>Recklinghausen</li><li>Solingen</li><li>Wuppertal</li></ul>		1,493 units 2,127 units	2,705 units	Sub-portfolios also include restricted units

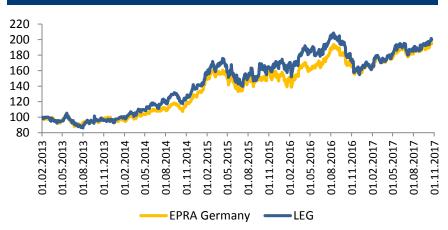
## **LEG Share Information**



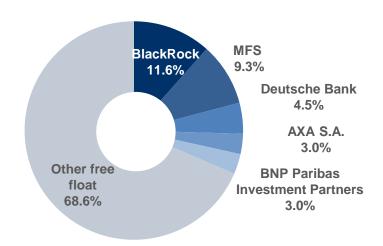
#### Basic data

- 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 (30.09.2017): MDAX 2.66%; EPRA 2.56%
- Rating: Baa1 (stable) by Moody's

#### **Share price** (01.11.2017, indexed; 31.01.2013 = 100)



#### Well-balanced shareholder structure



Source: LEG; shareholdings according to latest voting rights notifications

# Capital Market Financing **Diversification of LEG's funding sources**



Corporate Bond		Convertible Bonds		
			2014/2021	2017/2025
Issue Size	EUR 500m	Issue Size	EUR 300m	EUR 400m
Term /	7 years /	Term /	7.2 years /	8 years /
<b>Maturity Date</b>	23 January 2024	Maturity Date	1 July 2021	1 September 2025
Coupon	1.250 % p.a.	Coupon	0.500 % p.a.	0.875 % p.a.
Issue	99.409 %	Initial Conversion	EUR 62.39	EUR 118.4692
Price		Price		
Initial Re-offer	1.339 %	Adjusted	EUR 54.9914	
Yield		Conversion Price	(as of 18 May 2017)	
Financial	Incurrence-based:	Investor Put	1 July 2019	
Covenants	<ul> <li>Net financial debt / total assets ≤ 60%</li> <li>Secured financial debt / total assets ≤ 45%¹¹)</li> <li>Unencumbered assets / unsecured financial debt ≥ 125%¹¹)</li> <li>Maintenance-based:</li> <li>Adj. EBITDA / net cash interest ≥ 1.8x</li> </ul>	Issuer Call	From 22 July 2019, if the LEG share price exceeds 130 % of the then applicable conversion price	From 22 September 2022, if the LEG share price exceeds 130 % of the then applicable conversion price
ISIN	XS1554456613	ISIN	DE000LEG1CB5	DE000A2GSDH2
WKN	A2E4W8	WKN	LEG1CB	A2GSDH

<sup>1)</sup> After 31 July 2017



## Financial Calendar

Date	Report/Event
10.11.2017	Quarterly Report Q3 as of 30 September 2017
13.11.2017	Roadshow Amsterdam, Kempen
15./16.11.2017	Roadshow London, Deutsche Bank
24.11.2017	Roadshow Paris, Société Générale
28.11.2017	Exane Mid Cap Forum, London
11./12.12.2017	HSBC Global Real Estate Conference, Cape Town
11.01.2018	Oddo Conference, Lyon
15.01.2018	UniCredit / Kepler Cheuvreux German Corporate Conference, Frankfurt
08.03.2018	Annual Report 2017

## Contact

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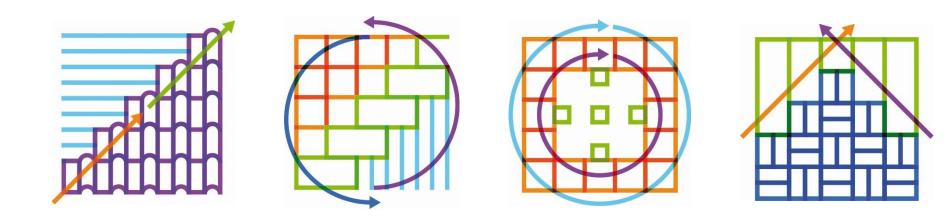
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Thank you for your interest.