

# CAPTURE CHANCES DRIVE INNOVATION







**LEG Immobilien AG** 8 March 2018

FY-2017 Results

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# Agenda



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



# Highlights FY-2017

#### Overall company development in Q4

- Internal growth: Focus on continuous process optimisations
- Transaction markets: Low supply; single data points suggest a continuing yield compression
- Portfolio revaluation: Valuation gain of €557m (+6.3%) in H2-2017

#### Strong operating performance on basis of high capital efficiency

• In-place rent, I-f-I
€5.46/sqm (+3.3% total portfolio, +4.1% for free-financed units)

EPRA-Vacancy, I-f-I
 2.8% (-20 bps YOY)

Maintenance/Capex
 €22.4/sqm (+23.1% YOY)

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

Net cold rent €534.7m (+4.5% YOY from €511.7m)

Adjusted EBITDA €385.7m (+8.4% YOY from €355.7m)

• FFO I (excl. minorities) €295.3m (+10.1% YOY from €268.3m), €4.67 per share (+9.6% YOY from €4.26)

EPRA-NAV (excl. goodwill)
 €83.81 per share (+24.8% YOY)

■ DPS €3.04 (+10.1% YOY, payout ratio 65%)



#### II. PORTFOLIO AND OPERATING PERFORMANCE

#### Portfolio Overview

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#### Positive rent development across all submarkets



#### **Total Portfolio**

	31.12.2017	Δ (YOY)
# of units	130,085	+1.2%
In-place rent (sqm), I-f-I	€5.46	+3.3%
EPRA-Vacancy, I-f-I	2.8%	-20 bps

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

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

	31.12.2017	Δ (YOY)
# of units	41,000	+4.6%
In-place rent (sqm), I-f-I	€6.04	+2.7%
EPRA-Vacancy, I-f-I	1.1%	-10 bps

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

	31.12.2017	Δ (ΥΟΥ)
# of units	47,650	+1.4%
In-place rent (sqm), I-f-I	€5.19	+3.5%
EPRA-Vacancy, I-f-I	2.9%	-10 bps

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

	31.12.2017	Δ (YOY)
# of units	39,559	-2.1%
In-place rent (sqm), I-f-I	€5.11	+3.3%
EPRA-Vacancy, I-f-I	5.2%	-30 bps

# Rent Development

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#### Accelerating rent growth underscores strong fundamentals

# L-f-I Residential Rent (€/sqm/month) +3.3% 5.46 5.29 FY-2016 FY-2017 L-f-I Free Financed Rent (€/sgm/month) +4.1% 5.77



Rent restricted units: +1.2% year-on-year (like-for-like)

5.54

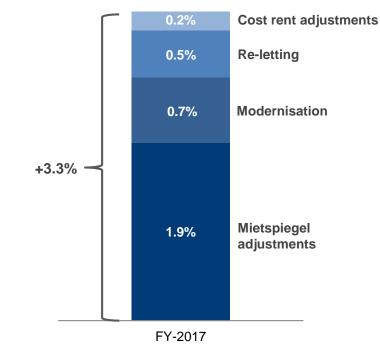
FY-2016

High capital efficiency maintained (growth relative to capex)

FY-2017

High exposure to structural growth markets and respective commuter belts supports outperformance



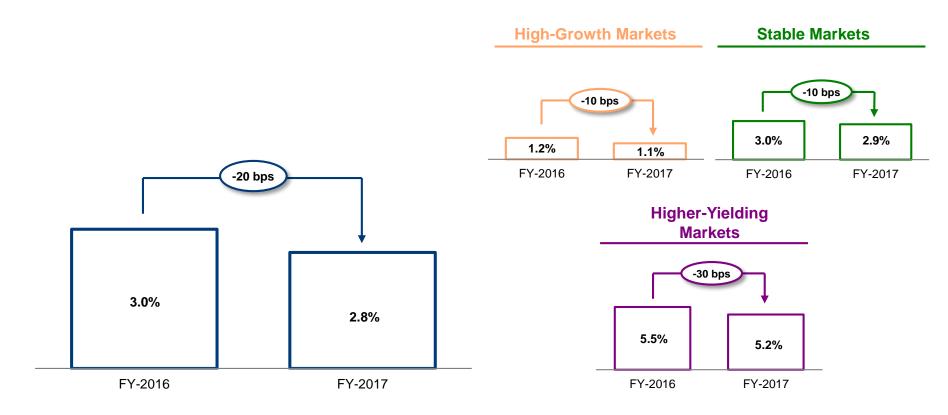


- Well diversified mix of growth drivers (low execution risk)
- Growth not boosted by overspending (capex)

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

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#### **Decreasing vacancies across all submarkets**

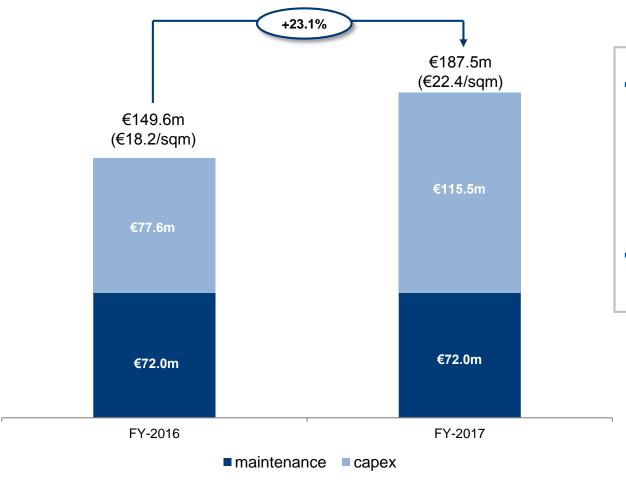


- Very strong Q4-2017 letting result (-100 bps QOQ)
- Decreasing vacancies despite reorganization of operations during the year

# Capex & Maintenance

#### Rising value enhancing investments ahead





- Rising investment of €22.4/sqm in FY-2017 with rising share of value enhancing measures
  - Enhanced capex programme started in Q3-2017
  - FY-2017 capex ratio of 61.6% (51.9% in FY-2016)
- Outlook FY-2018 of c.€29/sqm maintained

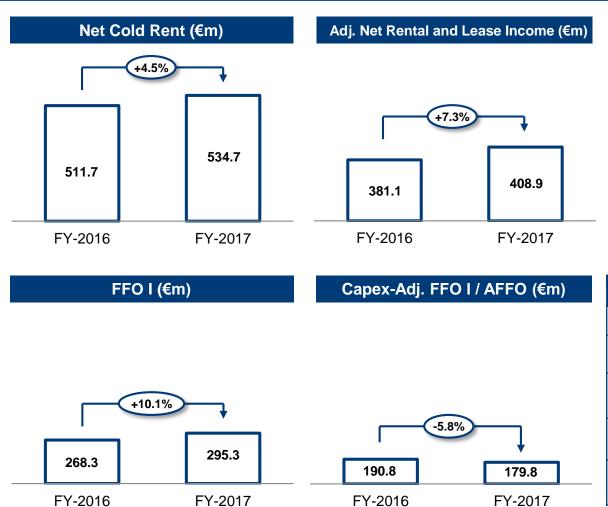


#### III. **FINANCIAL PERFORMANCE**

# Financial Highlights FY-2017

# Margin expansion story is set to continue





	+8.4%	<b></b>	
355.7		385.7	
FY-2016		FY-2017	

Adj. EBITDA (€m)

Margin (%)					
	FY-2016 FY-2017 C		Comment		
Adj. NRI	74.5	76.5	Scale effects + efficiency gains		
Adj. EBITDA	69.5	72.1	See above + lower admin. costs ratio + higher "others"		
FFO I	52.4	55.2	See above + lower interests		
AFFO	37.3	33.6	See above + higher growth capex		

# **Income Statement**



€ million	FY-2017	FY-2016	Higher rental income
Net rental and lease income	399.4	373.1	(+€23.0m/+4.5%) ■ Adj. NRI-margin rose from 74.5% to 76.5% YOY (scale
Net income from the disposal of investment property	-1.4	7.6	effects, insourcing of craftsmen services, process
Net income from the valuation of investment property	1,036.8	616.6	optimisations)
Net income from the disposal of real estate inventory	-2.3	-2.4	• FY-2017 portfolio valuation (+13.0% I-f-I YOY)
Net income from other services	6.3	3.7	<ul> <li>Acquisition related one-time costs of €34.4m in FY-2016</li> </ul>
Administrative and other expenses	-41.3	-78.2	<ul> <li>Recurring admin. costs slightly increased to €33.3m</li> </ul>
Other income	1.4	16.4	(-€1.2m YOY) mainly due to an extraordinary item in 2016
Operating earnings	1,398.9	936.8	<ul> <li>One-time refinancing costs (€50.4m)</li> <li>Net income from fair value</li> </ul>
Net finance costs	-278.6	-157.2	measurement of derivatives (-€138.2m; thereof €138.8m
Earnings before income taxes	1,120.3	779.6	from convertibles) ■ Slightly lower cash interests (€80.9m; -€2.3m YOY) despite
Income tax expenses	-275.5	-200.4	rising debt volume
Consolidated net profit	844.8	579.2	Cash taxes (-€8.2m)

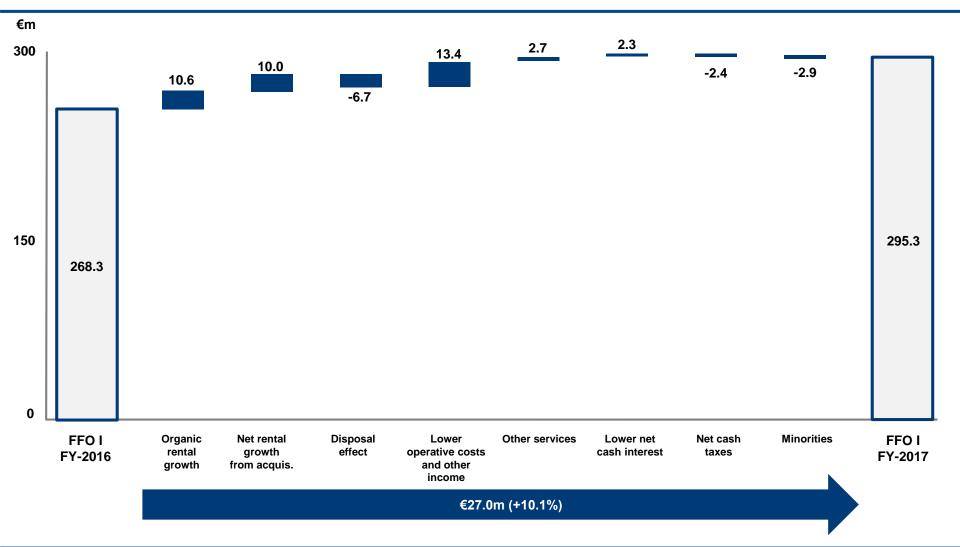
# **FFO Calculation**



€ million	FY-2017	FY-2016	
Net cold rent	534.7	511.7	• (+€23.0m/+4.5%)
Profit from operating expenses	-2.8	-1.6	
Maintenance (externally-procured services)	-51.2	-72.0	Disproportional growth in staff
Staff costs	-55.8	-42.2	costs mainly due to new crafts business (offset by lower
Allowances on rent receivables	-7.2	-7.2	procured services); adjusted fo
Other	-12.2	-10.3	this effect increase of +2.0%
Non-recurring project costs (rental and lease)	3.4	2.7	_
Recurring net rental and lease income	408.9	381.1	• +€27.8m (+7.3% YOY)
Recurring net income from other services	8.7	6.0	<ul> <li>NRI-margin increased from 74.5% to 76.5% YOY</li> </ul>
Staff costs	-22.2	-21.6	
Non-staff operating costs	-18.5	-53.7	Acquisition related one-time
Non-recurring project costs (admin.)	7.4	43.2	costs in FY-2016
Extraordinary and prior-period expenses	0.0	0.0	Slight increase due to release
Recurring administrative expenses	-33.3	-32.1	of a provision in 2016
Other income and expenses	1.4	0.7	(number of FTE's decreased)
Adjusted EBITDA	385.7	355.7	
Cash interest expenses and income	-80.9	-83.2	• +€30.0m (+8.4% YOY)
Cash income taxes from rental and lease	-6.4	-3.9	<ul> <li>EBITDA margin 72.1% vs.</li> <li>69.5% in FY-16</li> </ul>
FFO I (including non-controlling interests)	298.4	268.6	03.370 III 1 1-10
Non-controlling interests	-3.1	-0.3	Lower average interest costs
FFO I (excluding non-controlling interests)	295.3	268.3	(FY-17 avg. cost c.1.82% vs. c.2.08% in FY-16)
FFO II (including disposal of investment property)	294.1	292.3	C.2.00 % III F 1-10)
Capex-adjusted FFO I (AFFO)	179.8	190.8	

# FFO Bridge





# Cash Effective Interest Expense



€ million	FY-2017	FY-2016	
Reported interest expense	152.3	177.2	• One-off refinancing effect of €41m in FY-2017 from
Interest expense related to loan amortisation	-57.8	-81.3	refinancing of subsidised loans (loan amortisation)
Prepayment penalties / breakage costs	-9.5	-6.0	Release of swaps and fixed
Interest costs related to valuation of assets/liabilities	-0.4	-1.8	interest loans (refinancing); total refinancing costs €50.4m
Leasing related interest expense	-0.9	-1.6	
Interest expenses related to changes in pension provisions	-2.4	-3.2	
Other interest expenses	0.0	0.1	
Cash effective interest expense (gross)	81.3	83.4	
Cash effective interest income	0.4	0.2	Interest coverage improved
Cash effective interest expense (net)	80.9	83.2	further (4.8x up from 4.3x YOY)

#### **EPRA-Net Asset Value**



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

€ million	31.12.2017	31.12.2016
Equity (excl. minority interests)	4,087.4	3,414.5
Effect of exercising options, convertibles and other rights	559.2	435.6
NAV	4,646.6	3,850.1
Fair value measurement of derivative financial instruments	259.8	146.7
Deferred taxes <sup>1)</sup>	899.3	644.2
EPRA-NAV	5,805.7	4,641.0
Number of shares fully-diluted incl. convertible (m) <sup>2)</sup>	68.644	68.466
EPRA-NAV per share in €	84.58	67.79
Goodwill resulting from synergies	52.7	43.8
Adjusted EPRA-NAV (excl. goodwill)	5,753.0	4,597.2
Adjusted EPRA-NAV per share in €	83.81	67.15

- €844.8m net profit
- -€174.4m dividend
- €17.1m 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 5.9% leaves upside for capital growth (thereof free financed portfolio: 6.1%)

<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 Revaluation



#### **H2-2017 – Broadbased valuation uplifts gaining traction**

#### **Breakdown Revaluation Gains**

/alue drive	Prs		
•	Rent & vacancy development	€171 m	
•	Discount rate	€383 m	
•	Repayment of subsidized loans	€101 m	
•	Others (e.g. cost adjustments)	€ -13 m	€642 m
Illocation	capital growth		
•	Revaluation gains	€557 m	and the second s
	thereof repayment of subsidized loans	€101 m	and the second s
•	Capex	€85 m	

#### **Valuation Uplift by Markets**

	Valuation uplift H2-17	Gross yield
High-growth markets	7.1% (15.5% in FY-17, I-f-I)	4.7%
Stable markets	6.5% (12.5% in FY-17, I-f-I)	6.5%
Higher-yielding markets	4.5% (8.8% in FY-17, I-f-I)	7.3%
Total portfolio	6.3% (13.0% in FY-17, I-f-I)	5.9%

- Increasingly positive momentum in the B-cities
- Reported IFRS values show still significant gap to recently observed market transactions/ asking prices

### Portfolio



### Sound property fundamentals basis for value growth

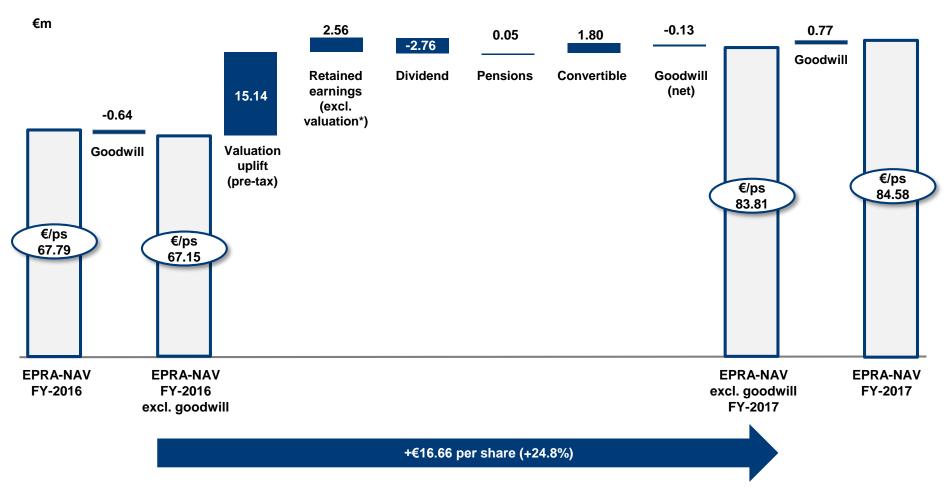
As of 31.12.2017

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	41,000	4,174	46%	1,540	21.2x	18.4x	214	4,388
Stable Markets	47,650	2,838	31%	926	15.3x	14.3x	108	2,946
Higher- Yielding Markets	39,559	1,923	21%	793	13.7x	13.1x	61	1,985
Subtotal NRW	128,209	8,935	98%	1,090	17.1x	15.6x	384	9,319
Portfolio outside NRW	1,876	146	2%	1,152	16.5x	15.5x	2	147
Total Portfolio	130,085	9,081	100%	1,091	17.0x	15.5x	385	9,466
Other Assets								
Total								9,518

#### **EPRA-Net Asset Value**

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#### **31 December 2017**



<sup>\*</sup> valuation effects derivatives + deferred taxes are added back

### **Balance Sheet**

#### **Strong balance sheet**



€ million	31.12.2017	31.12.2016	
Investment property	9,460.7	7,954.9	Revaluation gains
Prepayment for investment property	-	27.3	<ul><li>€1,036.8m</li><li>Additions €396.8m</li></ul>
Other non-current assets	172.3	182.3	- Capex €115.5m
Non-current assets	9,633.0	8,164.5	Reclassification -€41.0m
Receivables and other assets	63.7	47.7	_
Cash and cash equivalents	285.4	166.7	Cash flow from operating
Current assets	349.1	214.4	activities €269.6m
Assets held for sale	30.9	57.0	■ Dividend -€174.4m
Total Assets	10,013.0	8,435.9	
Equity	4,112.4	3,436.7	
Non-current financing liabilities	3,821.4	3,222.3	_
Other non-current liabilities	1,158.8	870.3	
Non-current liabilities	4,980.2	4,092.6	<ul><li>Bond issue +€495m</li><li>Convertible bond +€395m</li></ul>
Current financing liabilities	478.2	552.0	<ul> <li>Repayment of subsidised</li> </ul>
Other current liabilities	442.2	354.6	loans -€288.5m and other
Current liabilities	920.4	906.6	<ul><li>bank loans -€193.8m</li><li>Commercial paper +€100m</li></ul>
Total Equity and Liabilities	10,013.0	8,435.9	

#### LTV



#### Strong credit profile leaves headroom for growth investments

€ million	31.12.2017	31.12.2016
Financial liabilities	4,299.6	3,774.3
Cash & cash equivalents	285.4	166.7
Net Debt	4,014.2	3,607.6
Investment properties	9,460.7	7,954.9
Properties held for sale	30.9	57.0
Prepayments for investment properties	-	27.3
Prepayments for acquisitions	2.0	-
Property values	9,493.6	8,039.2
Loan to Value (LTV) in %	42.3	44.9
Pro-forma LTV post conversion in %	39.4	41.5

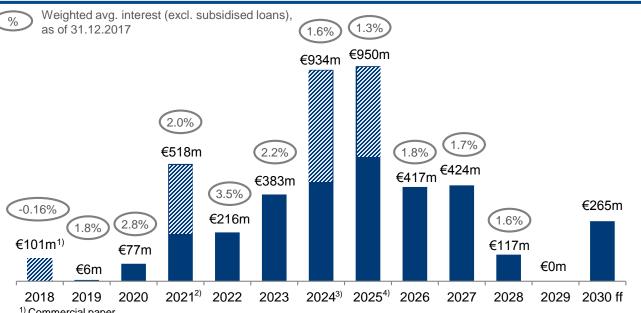
- Low gearing below current target LTV (approx. 45%) leaves headroom for growth investments
- Yield compression is likely to trigger a further LTV decline in FY-2018

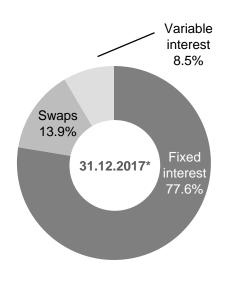
 Significant positive impact on LTV from future conversion of 1<sup>st</sup> convertible (€300m nominal) expected (currently -290bps)

# Financing Structure – 31 December 2017

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### LT financing secures future earnings growth





\*Including commercial paper

Key Facts			
Average debt maturity	8.3 years (8.1 years*)		
Interest costs	Ø 1.78% (1.74%*)		
Hedging ratio	93.6% (91.5%*)		
Rating	Baa1 (Moody's)		

	Maturities	
1-2 years	0.2%	(2.4%*)
3-5 years	18.8%	(18.4%*)
6-8 years	52.6%	(51.4%*)
≥ 9 years	28.4%	(27.7%*)

<sup>1)</sup> Commercial paper

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

<sup>3)</sup> Corporate bond (€500 m)

<sup>4) €400</sup> m convertible bond



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

# **Business Update**

#### **Best-in-class management platform**



#### **Leading letting performance**

- Strong "bread-and-butter growth" excluding capex (FY-2017: approx. 2.5%)
- Strong integration track record
  - Rent-CAGR 3.5% in average c.32 months, lower vacancies
  - Acquired portfolios with high exposure to Green and Purple markets

#### Leading operating profitability

- EBITDA margin target of 74% for 2019
- Estimated short term drag from rent restricted units c.150 bps (i.e. adjusted target margin >75%)
- Process innovations/digitisation remain key margin driver
- Launch of new tenant related services also contributing positively to margin targets
  - New product: Pilot phase for leasing concept of kitchen equipment (in cooperation with strategic partners)

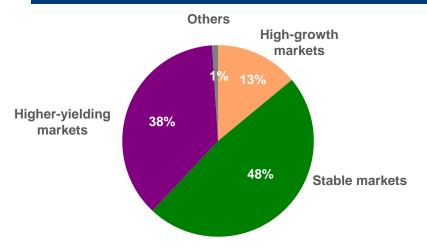
#### Further capital growth on the cards

- Portfolio well positioned in the cycle with high exposure to B-locations in the catchment areas of A-cities
  - 93% of properties located in structural growth markets or in their respective commuter belts
- Recently observed transcation prices some 10% above year-end valuation...
  - ...but low liquidity in the market (delta up to c.25%)

# Market Leading Platform with External Growth Potential Strong acquisition track record since IPO – Creating tangible value Closing

		Closing I		31.12.2017		Change	
	Units	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy
Total Portfolio <sup>1)</sup>	39,649	4.90	94.6%	5.38	95.1%	0.48 (+9.8%)	~ +50 bp
Vitus portfolio	9,299	4.76	96.1%	5.37	96.2%	0.61 (+12.8%)	~ +10 bp
Charlie portfolio <sup>2)</sup>	11,525	4.81	93.6%	5.21	92.3%	0.40 (+8.3%)	~ -130 bp

#### Portfolio<sup>1)</sup> Split by Markets



- 1) Acquisitions since year end 2012; excl. acquisitions in 2017
- 2) Charlie portfolio excl. disposal of ~2.000 units in Sep 2016

# Attractive initial yields + operational improvements + low risk = Creation of tangible value

- Portfolio<sup>1</sup>): average in-place rents +9.8% (average 32.4 months, CAGR of 3.5%); vacancies down (-50 bps)
- Vitus portfolio: rent/sqm +12.8% (38.5 months, CAGR of 3.8%);
   vacancies -10 bps
- Charlie portfolio: rent/sqm +8.3% (21.3 months, CAGR of 4.6%)
  - Lifting attractive value potential also in Stable and Higher Yielding markets

### 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 decreasing

Investments ~€29/sqm

Dividend ≥ 65% of FFO I

2019

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

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

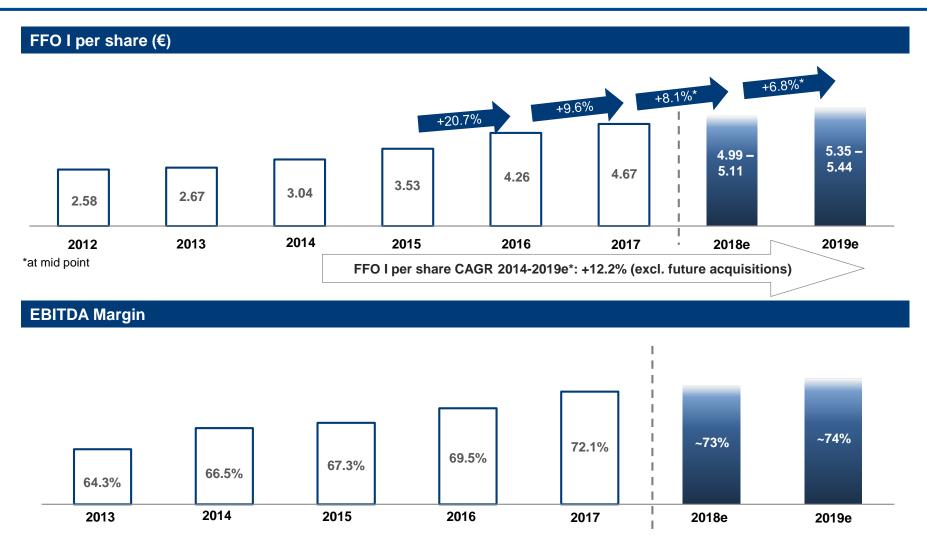
Investments ~€29-30/sqm

**Mid-term** 

• L-F-L rent growth 3.0 - 3.5%

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# Steady Expansion of Leading Profitability

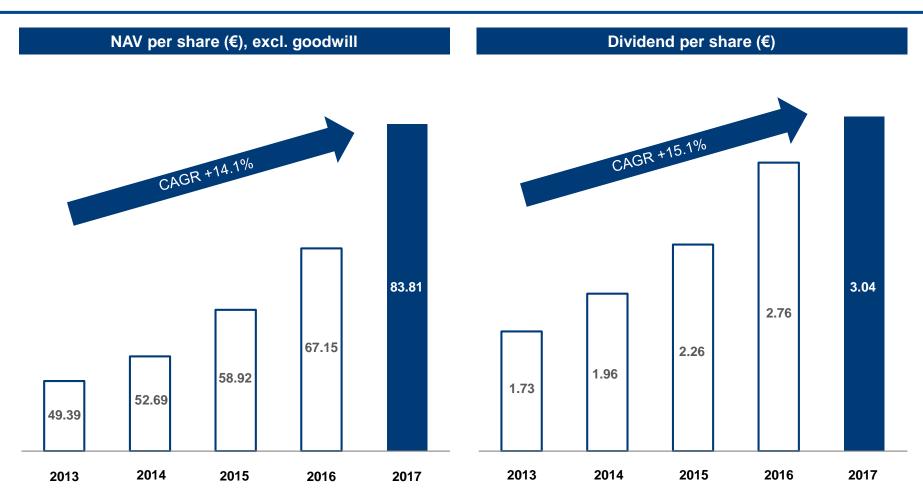




#### V. **APPENDIX**

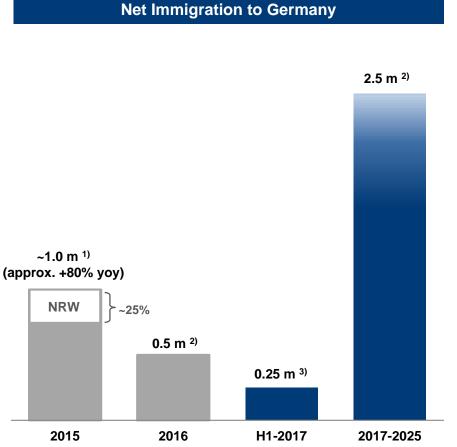
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# Generating Appealing Shareholder Returns



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



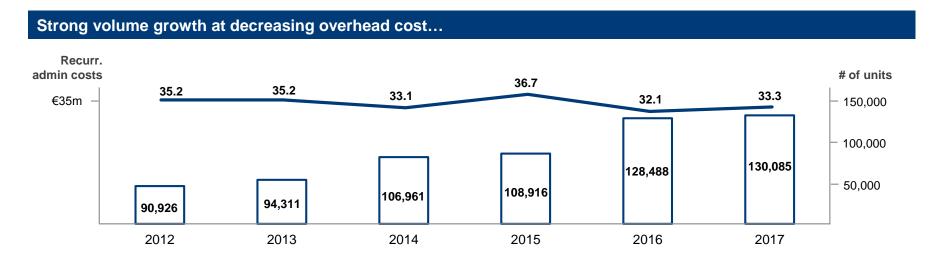


- Interview with director of Federal Agency of Migration and Refugees (Aug 2016)
- Deutsche Bundesbank
- BAMF Federal Agency of Migration and Refugees, migration monitoring report
- Federal Statistical Office, press release 2 Nov 2017

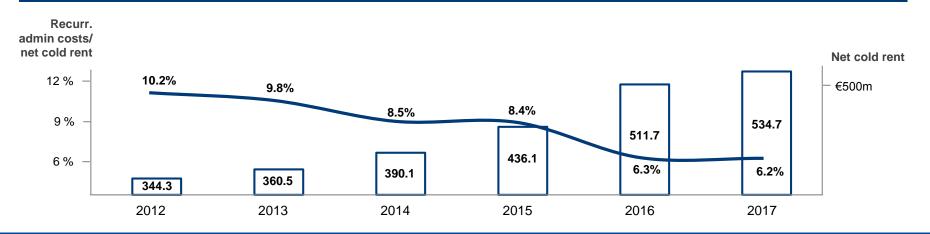
#### **Key Facts**

- In 2016, net immigration to Germany amounted to about 0.5 million<sup>2)</sup>
- 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 2017-2025
- 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%)<sup>4)</sup>
- 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

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



#### ...leads to a significant drop of the admin. costs ratio





# EPRA Net Initial Yield FY-2017

€ million	31.12.2017	31.12.2016
Investment properties	9,448.0	7,950.9
Assets held for sale	30.9	57.0
Market value of residential property portfolio (net)	9,478.9	8,007.9
Estimated incidental costs	934.3	789.2
Market value of residential property portfolio (gross)	10,413.2	8,797.1
Annualised cash flow from rental income (gross)	531.8	500.3
Non recoverable operating costs	-60.4	-79.1
Annualised cash flow from rental income (net)	471.4	421.2
EPRA Net Initial Yield in %	4.5	4.8



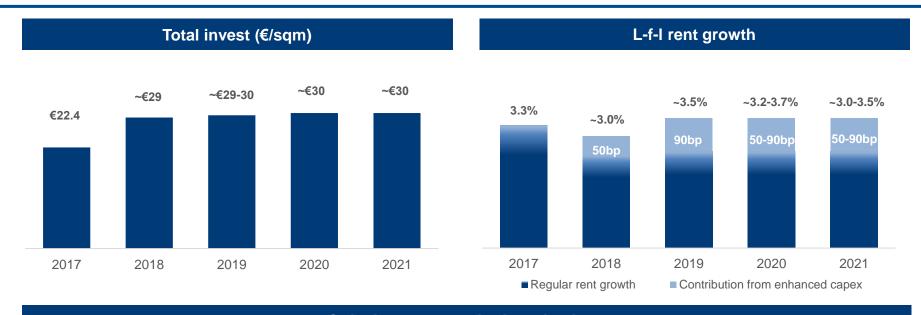
LEG – Adj. EBITDA Margin Leading profitability despite short term	n distortion fr	om restricted	d units <i>9</i> ೮	LEG wohnt gut.
Adj. EBITDA margin	FY-2			2016
	€m	margin %	€m	margin %
As reported	385.7	72.1	355.7	69.5
Gap restricted vs. unrestricted rents <sup>1)</sup>	30.1	73.6	26.3	71.0

<sup>1) €/</sup>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 conditions 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)



# Overview Acquisitions FY-2017

#### Selective external growth contributes positively to FFO PS growth in tough markets

Deal #	Units acquired	Geographic focus	Market	Annual net cold rent	In place rent/sqm	Vacancy rate	Closing
1	1,145	Dortmund, Essen, Wuppertal and others	Stable	~EUR 3.5m	EUR 5.50	32.5%	Oct 2017
2	250	Düsseldorf	High Growth	~EUR 2.1m	EUR 8.60	0.1%	Oct 2017
3	1,792	Düsseldorf, Neuss	High Growth	~EUR 9.6m	EUR 8.07	20.6%	July 2017
4	304	Düsseldorf, Neuss	High Growth	~EUR 1.7m	EUR 6.70	1.4%	Jan 2018
	c.3,500						

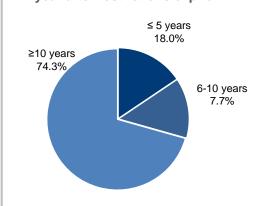
# Rent revisionary potential

#### 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 vear after restrictions expire



#### **Number of Units Coming Off Restriction and Rent Upside** # Units 25,950 2,730 1,737 1,494 882 797 827 189 138 124 46

2023

2024

2025

2026

2027

2028ff



	≤ 5 years²)	6 – 10 years <sup>2)</sup>	≥ 10 years²)
In-place rent	€4.73	€4.35	€4.85
Market rent <sup>1)</sup>	€6.44	€5.61	€6.15
Upside potential <sup>3)</sup>	36%	29%	27%
Upside potential p.a.3)	€9.1m	€2.7m	€27.5m

Source: LEG as of FY-2017

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.

2018

2019

2020

2021

2022

- ≤5 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 FY-2017 and market rent (defined in footnote 1) as of FY-2017.

# Mietspiegel Overview

# **New Mietspiegel in 2018**

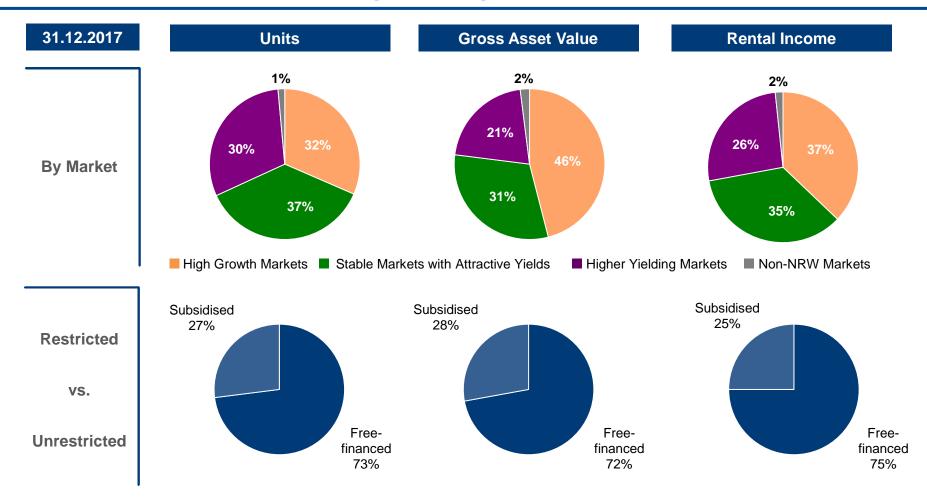


Release date	High-Growth Markets	Stable Markets	Higher-Yielding Markets	Total Portfolio
2018 (Q1)	6,063 units (mainly Bielefeld, Bocholt)	6,470 units (mainly Essen, Solingen)	3,702 units (mainly Herten, Hagen, Dorsten)	16,235 units
2018 (Q2)		667 units	-	667 units
2018 (Q3)	259 units	-	2,288 units (mainly Remscheid)	2,547 units
2018 (Q4)	5,717 units (mainly Düsseldorf)	-	-	5,717 units
Total <sup>1</sup>	16,946 units	7,137 units	5,990 units	25,166 units
Thereof: - Bielefeld - Bocholt - Dorsten - Düsseldorf - Essen - Hagen - Herten	3,254 units 1,429 units 5,260 units	3,116 units	1,216 units 1,212 units 1,274 units	
- Lünen - Remscheid		792 units	2,212 units	
- Solingen		1,492 units	2,2 T2 UIIIIS	Sub-portfolios also include restricted units

#### Portfolio Overview



#### Well-balanced portfolio with significant growth potential



#### **LEG Share Information**



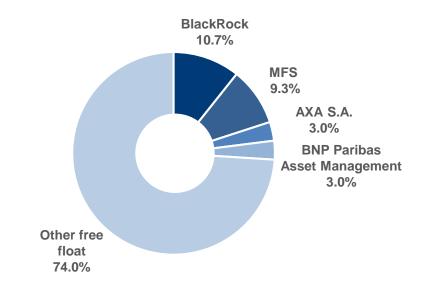
#### **Basic data**

- 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 (31.12.2017): MDAX 2.93%; EPRA 2.70%
- Rating: Baa1 (stable) by Moody's

#### **Share price** (01.03.2018, indexed; 31.01.2013 = 100)



#### Well-balanced shareholder structure



Source: LEG; shareholdings according to latest voting rights notifications



# Financial Calendar

Date	Report/Event
08.03.2018	Annual Report 2017
2022.03.2018	Roadshow USA, Deutsche Bank
27.03.2018	Commerzbank German Real Estate Conference, London
28.03.2018	Bank of America Merrill Lynch European Real Estate Conference, London
12.04.2018	HSBC European Real Estate Conference, Frankfurt
08.05.2018	Quarterly Report Q1 as of 31 March 2018

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Thank you for your interest.