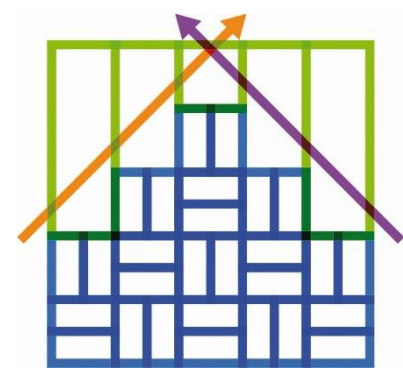
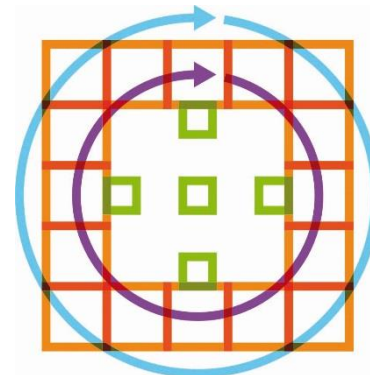
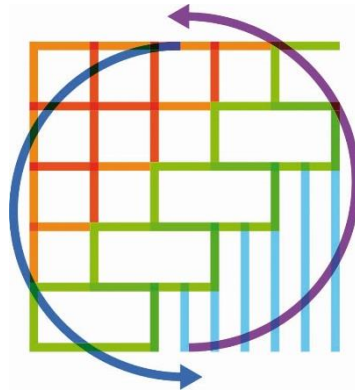


*Keep growing.*



**LEG Immobilien AG**

10 August 2017

**H1-2017 Results**

# Disclaimer



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- I. HIGHLIGHTS H1-2017**
- II. PORTFOLIO AND OPERATING PERFORMANCE**
- III. FINANCIAL PERFORMANCE**
- IV. BUSINESS UPDATE AND OUTLOOK**
- V. APPENDIX**

# Highlights H1-2017

## Overall company development

- Acquisition of 2,100 residential units in High-Growth Markets prompts upward revision of earnings guidance
  - Further pipeline for acquisitions in core markets
- Property valuation: €480.1m total valuation uplift in Q2 (+6.0%) due to improving rental markets
  - Additional positive impact from yield compression in Q4-2017 expected (+repayment subsidized loans)
- Issue of commercial papers with a volume of €200m at attractive terms (-0.07%) underpins LEG's strong credit profile

## Accelerating rent growth on basis of high capital efficiency

- In-place rent, I-f-I €5.40/sqm (+3.0% total portfolio, +3.7% for free-financed units)
- EPRA-Vacancy, I-f-I 3.4% (up c.30 bps YOY, rising I-f-I occupancy in H2 expected )
- Maintenance/Capex €7.2/sqm (FY-2017 target of €24/sqm)

## Financials: Margin expansion story fully on track; Further upside for capital values

- Net cold rent €263.7m (+5.7% YOY from €249.4m)
- Adjusted EBITDA €193.8m (+7.4% YOY from €180.5m)
- FFO I (excl. minorities) €148.8m (+8.1% YOY from €137.6m), €2.36 per share (+7.8% YOY from €2.19)
- AFFO €118.6m (+9.2% YOY from €108.6m)
- EPRA-NAV (excl. goodwill) €73.43 per share (+9.4% YTD, +13.5% incl. DPS of €2.76)

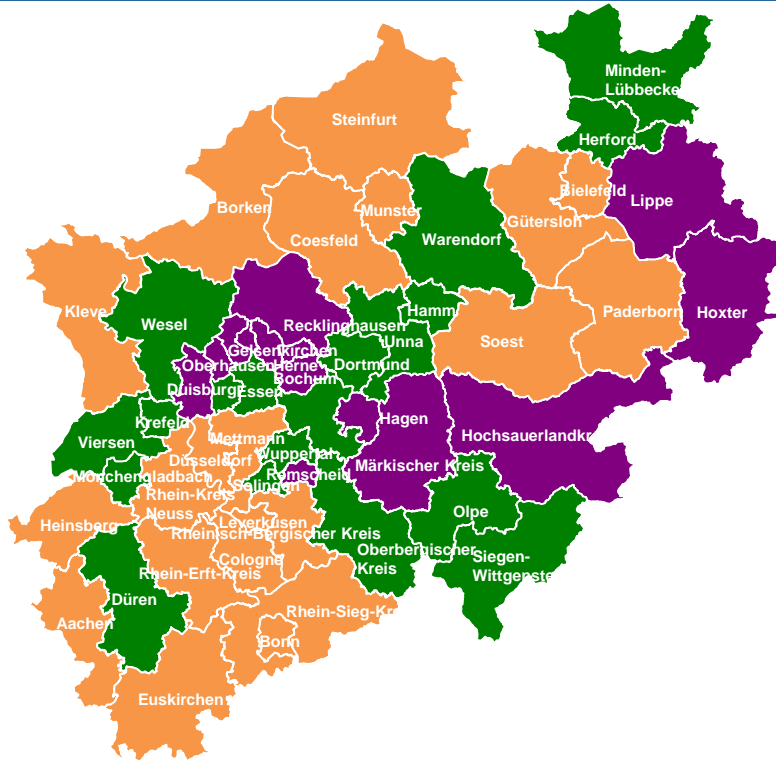
## **II. PORTFOLIO AND OPERATING PERFORMANCE**

# Portfolio Overview

## Positive rent development across all submarkets



Strong results on the basis of tailor-made management strategies



### High-Growth Markets

	30.06.2017	Δ (YOY)
# of units	38,940	+0.6%
In-place rent (sqm), I-f-I	€5.98	+2.7%
EPRA-Vacancy, I-f-I	1.7%	+40 bps

### Stable Markets with Attractive Yields

	30.06.2017	Δ (YOY)
# of units	47,013	-1.1%
In-place rent (sqm), I-f-I	€5.14	+3.2%
EPRA-Vacancy, I-f-I	3.3%	+10 bps

### Higher-Yielding Markets

	30.06.2017	Δ (YOY)
# of units	39,215	-5.5%
In-place rent (sqm), I-f-I	€5.04	+2.9%
EPRA-Vacancy, I-f-I	5.9%	+60 bps

### Total Portfolio

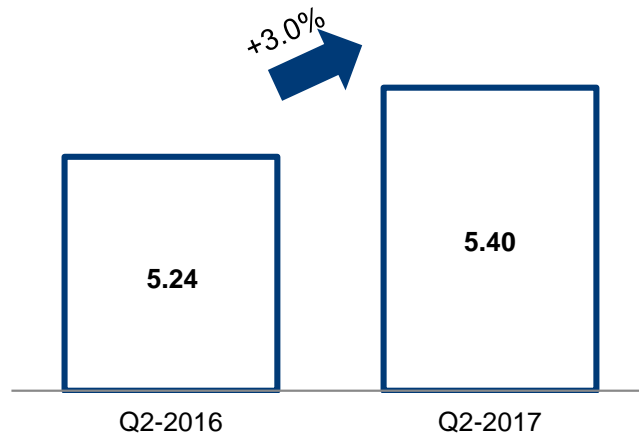
	30.06.2017	Δ (YOY)
# of units	127,063	-2.0%
In-place rent (sqm), I-f-I	€5.40	+3.0%
EPRA-Vacancy, I-f-I	3.4%	+30 bps

# Rent Development

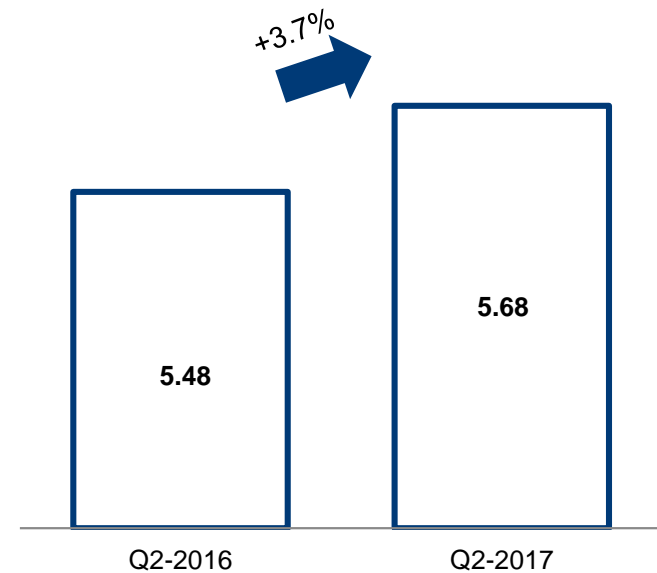
Attractive portfolio + operational excellence = sound rent growth *gewohnt gut.*

**LEG**

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



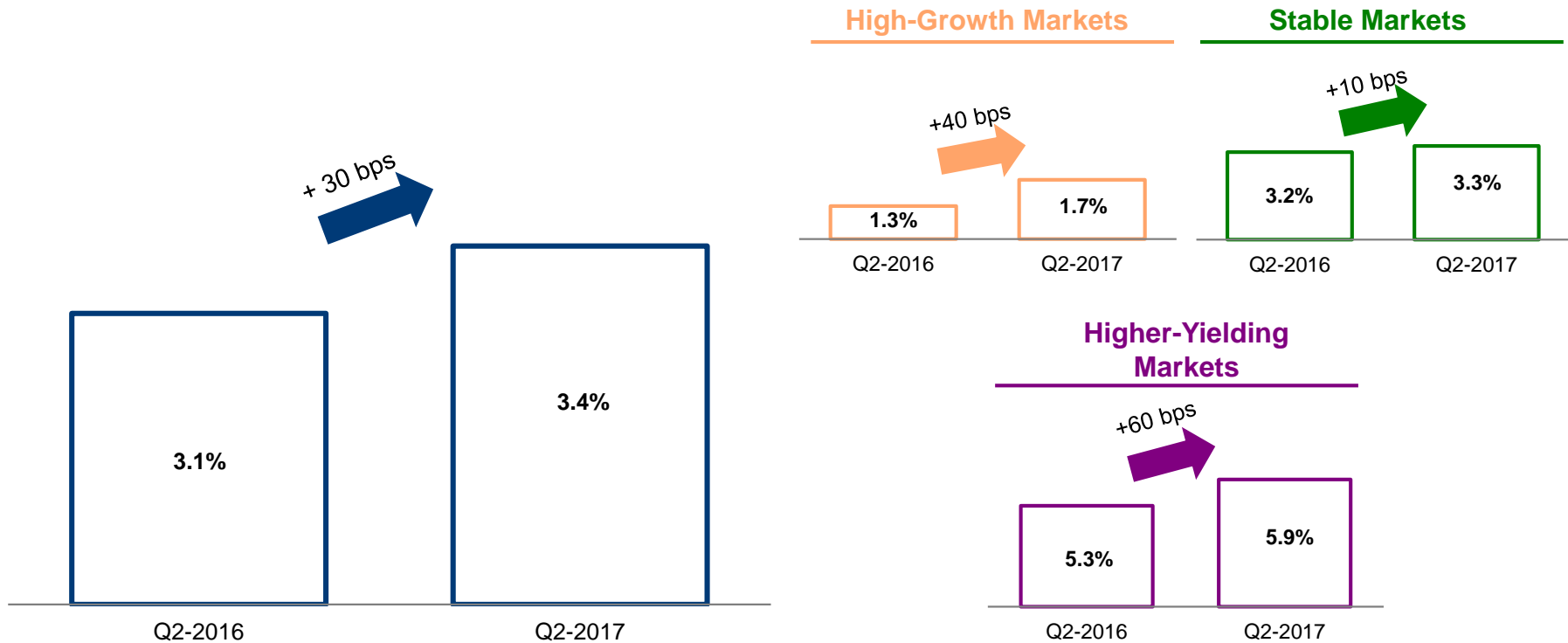
## L-f-I Free Financed Rent (€/sqm/month)



- Performance of free financed units best proxy for underlying rent dynamics
- Rent restricted units: +1.2% 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)

Minor impact from comprehensive reorganisation – Further upside in H2

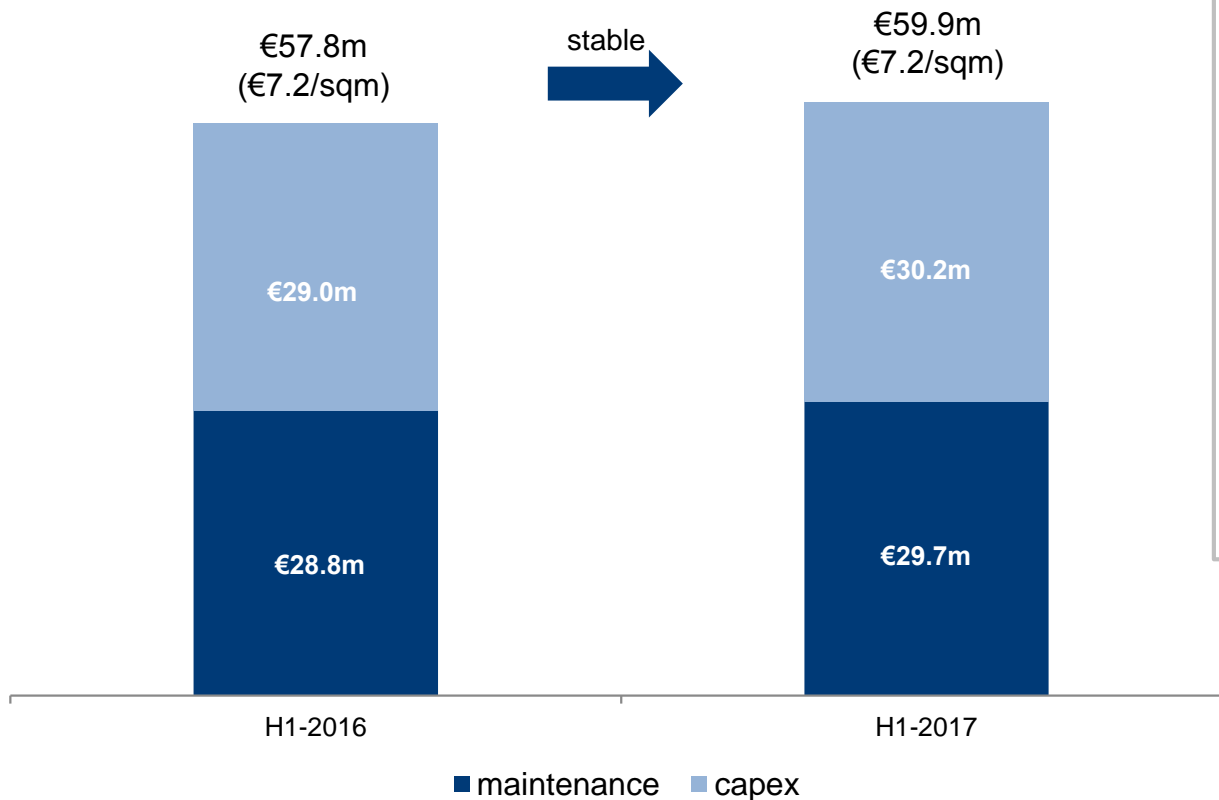


- Still minor impact from comprehensive reorganisation and adjustment of processes
- Outlook H2-2017: Rising I-f-I occupancy expected



# Capex & Maintenance

## Rising value enhancing investments ahead



- Stable investments of €7.2/sqm in H1 (capex ratio 50.4%)
- Stronger seasonality in coming quarters
  - Enhanced capex programme starting in H2-2017
- Outlook FY-2017: c.€24/sqm due to enhanced capex programme (€40m additional capex in 2017)

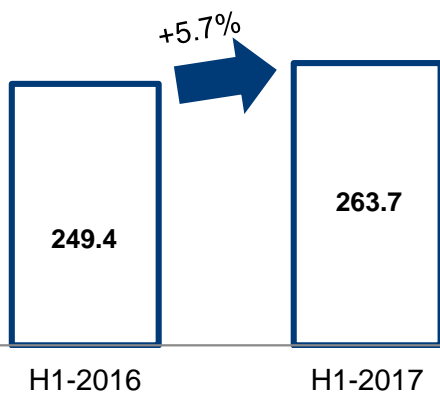
### **III. FINANCIAL PERFORMANCE**

# Financial Highlights H1-2017

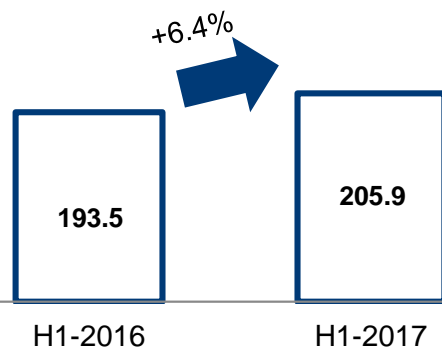
## Margin expansion on all relevant P+L lines



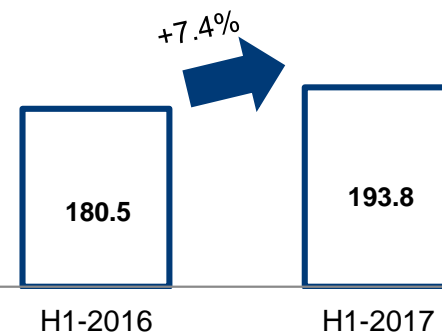
**Net Cold Rent (€m)**



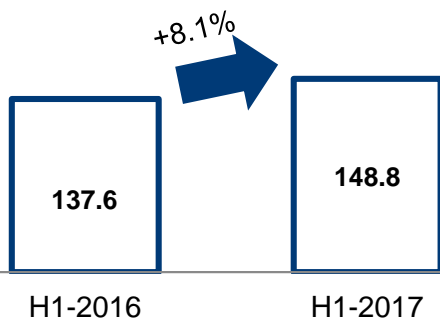
**Adj. Net Rental and Lease Income (€m)**



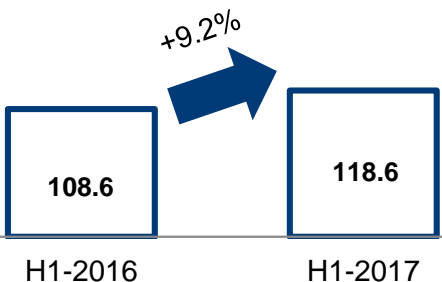
**Adj. EBITDA (€m)**



**FFO I (€m)**



**Capex-Adj. FFO I / AFFO (€m)**



**Margin (%)**

	H1-2016	H1-2017	Comment
Adj. NRI	77.6	78.1	Scale effects + efficiency gains
Adj. EBITDA	72.4	73.5	See above + lower admin. costs ratio + higher "others"
FFO I	55.2	56.4	See above + lower interest ratio offsetting higher tax rate
AFFO	43.5	45.0	See above + temporary lower capex ratio

# Income Statement

## H1-2017



€ million	H1-2017	H1-2016	
Net rental and lease income	202.7	190.4	<ul style="list-style-type: none"> <li>Higher rental income (+€14.3m/+5.7%)</li> <li>Rise in staff costs resulting from crafts business offset by decrease in externally-procured services</li> <li>Adj. NRI-margin rose slightly from 77.6% to 78.1% YOY</li> </ul>
Net income from the disposal of investment property	-0.7	0.1	
Net income from the valuation of investment property	480.1	1.0	
Net income from the disposal of real estate inventory	-1.6	-1.3	<ul style="list-style-type: none"> <li>First-time mid-year portfolio valuation (+6.0%)</li> </ul>
Net income from other services	2.7	1.2	<ul style="list-style-type: none"> <li>Acquisition related one-time costs of €34.7m in H1-2016</li> <li>Recurring admin. costs slightly increased to €16.2m (-€0.7m YOY) mainly due to an extraordinary item</li> </ul>
Administrative and other expenses	-19.3	-54.6	
Other income	0.2	0.2	
<b>Operating earnings</b>	<b>664.1</b>	<b>137.0</b>	<ul style="list-style-type: none"> <li>One-time refinancing costs (€12.0m)</li> <li>Net income from fair value measurement of derivatives (-€42.0m; thereof -€42.3m from convertible)</li> <li>Slightly lower cash interests (€40.5m; -€0.8m YOY)</li> </ul>
<b>Net finance costs</b>	<b>-103.6</b>	<b>-86.4</b>	
<b>Earnings before income taxes</b>	<b>560.5</b>	<b>50.6</b>	
<b>Income tax expenses</b>	<b>-137.2</b>	<b>-27.1</b>	<ul style="list-style-type: none"> <li>Cash taxes (-€3.3m)</li> </ul>
<b>Consolidated net profit</b>	<b>423.3</b>	<b>23.5</b>	

# FFO Calculation

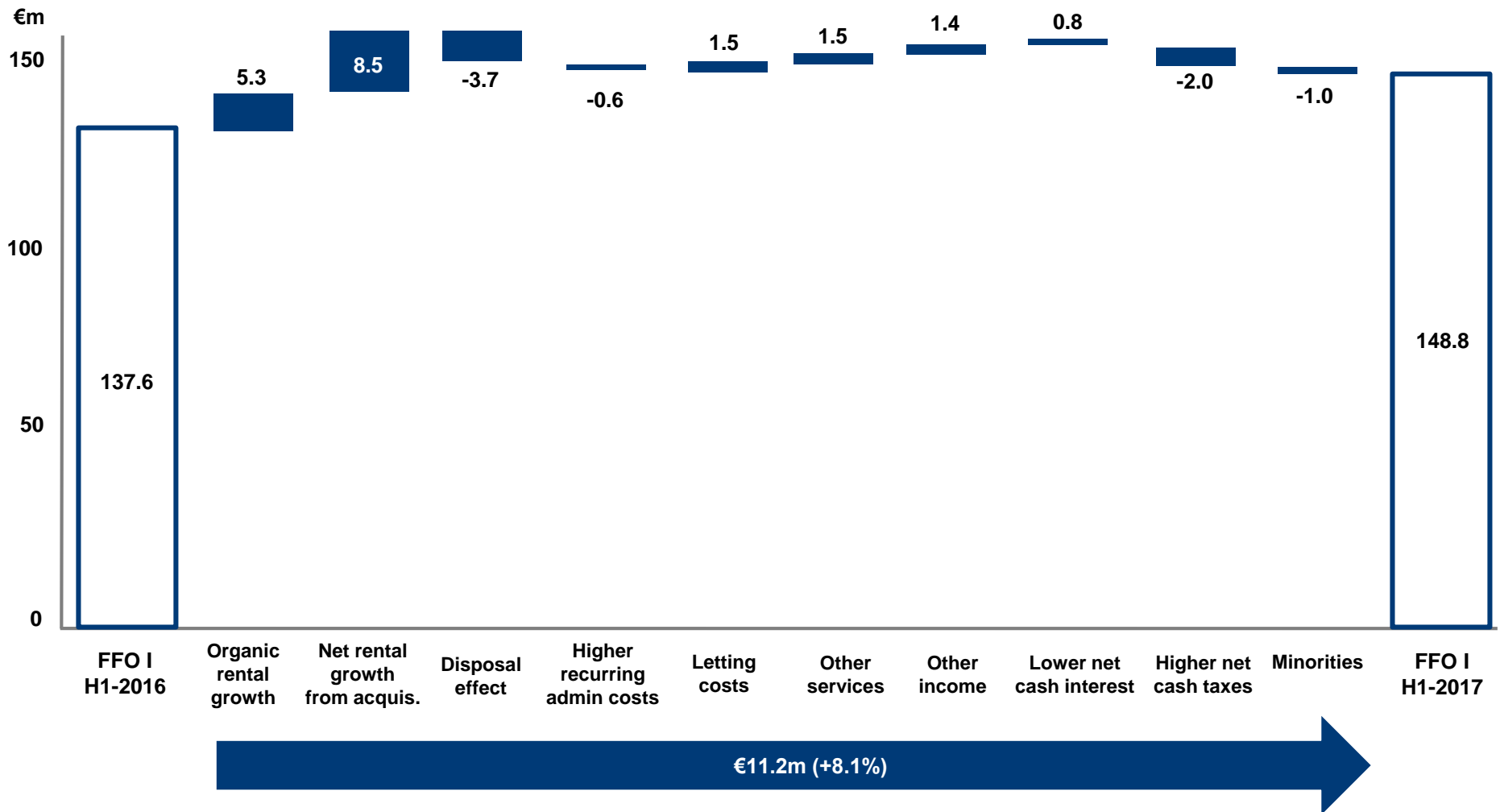
## H1-2017



€ million	H1-2017	H1-2016	
Net cold rent	263.7	249.4	▪ +€14.3m (+5.7% YOY)
Profit from operating expenses	-3.5	-1.5	
Maintenance (externally-procured services)	-20.9	-28.8	
Staff costs	-26.6	-19.6	▪ Disproportional growth in staff costs mainly due to new crafts business (offset by lower procured services); adjusted for this effect increase of +4.7%
Allowances on rent receivables	-3.7	-3.2	
Other	-3.5	-3.4	
Non-recurring project costs (rental and lease)	0.4	0.6	
<b>Recurring net rental and lease income</b>	<b>205.9</b>	<b>193.5</b>	▪ +€12.4m (+6.4% YOY) ▪ NRI-margin increased slightly due to disproportionate growth in staff costs and others
<b>Recurring net income from other services</b>	<b>3.8</b>	<b>2.3</b>	
Staff costs	-10.8	-10.7	
Non-staff operating costs	-8.2	-42.7	
Non-recurring project costs (admin.)	2.8	37.9	▪ Acquisition related one-time costs in H1-2016
Extraordinary and prior-period expenses	0.0	0.0	
<b>Recurring administrative expenses</b>	<b>-16.2</b>	<b>-15.5</b>	▪ Slight increase due to release of a provision in 2016, (number of FTE's decreased)
<b>Other income and expenses</b>	<b>0.3</b>	<b>0.2</b>	
<b>Adjusted EBITDA</b>	<b>193.8</b>	<b>180.5</b>	
Cash interest expenses and income	-40.5	-41.3	▪ +€13.3m (+7.4% YOY) ▪ EBITDA margin 73.5% vs. 72.4% in H1-16
Cash income taxes	-3.2	-1.3	
<b>FFO I (including non-controlling interests)</b>	<b>150.1</b>	<b>137.9</b>	
Non-controlling interests	-1.3	-0.3	▪ Lower average interest costs (Q2-17 avg. cost 1.85% vs. 2.09% in Q2-16)
<b>FFO I (excluding non-controlling interests)</b>	<b>148.8</b>	<b>137.6</b>	
<b>FFO II (including disposal of investment property)</b>	<b>148.1</b>	<b>138.2</b>	
<b>Capex-adjusted FFO I (AFFO)</b>	<b>118.6</b>	<b>108.6</b>	

# FFO Bridge

## H1-2017



# Cash Effective Interest Expense

## H1-2017



€ million	H1-2017	H1-2016	
Reported interest expense	64.5	61.1	
Interest expense related to loan amortisation	-14.6	-11.8	<ul style="list-style-type: none"> <li>One-off refinancing effect of €4.9m in H1-2017 from refinancing of subsidised loans (loan amortisation)</li> </ul>
Prepayment penalties / breakage costs	-6.7	-4.5	<ul style="list-style-type: none"> <li>Release of swaps and fixed interest loans (refinancing); total refinancing costs €12.0m</li> </ul>
Interest charges relating to valuation of assets/liabilities	-0.7	-1.1	
Leasing related interest expense	-0.5	-0.7	
Interest expenses related to changes in pension provisions	-1.2	-1.6	
<b>Cash effective interest expense (gross)</b>	<b>40.8</b>	<b>41.4</b>	
Cash effective interest income	0.3	0.1	
<b>Cash effective interest expense (net)</b>	<b>40.5</b>	<b>41.3</b>	<ul style="list-style-type: none"> <li>Interest coverage improved further (4.8x up from 4.4x YOY)</li> </ul>

# EPRA-Net Asset Value

## Q2 revaluation lifting NAV; services hidden gem with rising value *gewohnt gut.*

€ million	30.06.2017	31.12.2016
<b>Equity (excl. minority interests)</b>	<b>3,665.5</b>	<b>3,414.5</b>
Effect of exercising options, convertibles and other rights	495.5	435.6
<b>NAV</b>	<b>4,161.0</b>	<b>3,850.1</b>
Fair value measurement of derivative financial instruments	168.8	146.7
Deferred taxes <sup>1)</sup>	763.5	644.2
<b>EPRA-NAV</b>	<b>5,093.3</b>	<b>4,641.0</b>
Number of shares fully-diluted incl. convertible (m) <sup>2)</sup>	68.644	68.466
<b>EPRA-NAV per share in €</b>	<b>74.20</b>	<b>67.79</b>
Goodwill resulting from synergies	52.7	43.8
<b>Adjusted EPRA-NAV (excl. goodwill)</b>	<b>5,040.6</b>	<b>4,597.2</b>
<b>Adjusted EPRA-NAV per share in €</b>	<b>73.43</b>	<b>67.15</b>

- €423.3m net profit
- -€174.4m dividend
- €14.0m other comprehensive income (derivatives)

- Attractive rental yield of 6.3% leaves future upside
- Value of services business not included in NAV
  - Scenario (incl. crafts business): additional value approx. €3.90-€5.90 per share (discount rate of 4.0%-6.0%)<sup>3)</sup>

<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 2018 FFO, growth rate of 0%



# Portfolio Revaluation

30 June 2017

## Breakdown Revaluation Gains



## Valuation Uplift by Markets

	Valuation uplift	Gross yield
High-growth markets	+6.8 %	5.2 %
Stable markets	+5.7 %	7.0 %
Higher-yielding markets	+4.9 %	7.5 %
Total portfolio	+6.0 %	6.3 %

- Reported values still show decent gap to recent market transactions/asking prices
- Additional valuation uplift in Q4 expected:
  - tightening discount rates
  - positive impact from repayment of subsidized loans (expected gross effect c.€100m, net c.50m)

# Portfolio

## Sound property fundamentals basis for value growth



As of 30.06.2017

Market	Residential Units	GAV Residential Assets (€m)	% of Total Residential GAV	GAV/sqm (€)	In-Place Rent Multiple	Multiples, Estimated Rental Values (30.06.2017)	GAV Commercial/Other Assets (€m)	Total GAV
<b>High-Growth Markets</b>	38,940	3,547	44%	1,381	19.4x	16.9x	194	3,741
<b>Stable Markets</b>	47,013	2,600	32%	860	14.2x	13.3x	104	2,704
<b>Higher-Yielding Markets</b>	39,215	1,824	22%	759	13.3x	12.6x	60	1,884
<b>Subtotal NRW</b>	<b>125,168</b>	<b>7,971</b>	<b>98%</b>	<b>997</b>	<b>15.8x</b>	<b>14.4x</b>	<b>358</b>	<b>8,329</b>
Portfolio outside NRW	1,895	144	2%	1,126	16.7x	15.5x	2	145
<b>Total Portfolio</b>	<b>127,063</b>	<b>8,115</b>	<b>100%</b>	<b>999</b>	<b>15.9x</b>	<b>14.5x</b>	<b>360</b>	<b>8,475</b>
Other Assets								303
<b>Total</b>								<b>8,778</b>

# Balance Sheet

## Strong balance sheet



€ million	30.06.2017	31.12.2016
Investment property	8,463.8	7,954.9
Prepayment for investment property	258.4	27.3
Other non-current assets	173.9	182.3
<b>Non-current assets</b>	<b>8,896.1</b>	<b>8,164.5</b>
Receivables and other assets	102.1	47.7
Cash and cash equivalents	161.5	166.7
<b>Current assets</b>	<b>263.6</b>	<b>214.4</b>
Assets held for sale	30.3	57.0
<b>Total Assets</b>	<b>9,190.0</b>	<b>8,435.9</b>
<b>Equity</b>	<b>3,688.9</b>	<b>3,436.7</b>
Non-current financial liabilities	3,550.0	3,222.3
Other non-current liabilities	989.5	870.3
<b>Non-current liabilities</b>	<b>4,539.5</b>	<b>4,092.6</b>
Current financial liabilities	574.1	552.0
Other current liabilities	387.5	354.6
<b>Current liabilities</b>	<b>961.6</b>	<b>906.6</b>
<b>Total Equity and Liabilities</b>	<b>9,190.0</b>	<b>8,435.9</b>

- Revaluation gains €480.1m
- Capex €30.2m
- Additions €28.9m
- Reclassification -€30.9m

- Cash flow from operating activities €107.9m
- Acquisitions and capex -€280.8m
- Dividend -€174.4m

- Bond issue +€495m
- Repayment of subsidised loans -€182.2m and other bank loans -€165.7m
- Commercial paper +€200m

€ million	30.06.2017	31.12.2016
Financial liabilities	4,124.1	3,774.3
Cash & cash equivalents	161.5	166.7
<b>Net Debt</b>	<b>3,962.6</b>	<b>3,607.6</b>
Investment properties	8,463.8	7,954.9
Properties held for sale	30.3	57.0
Prepayments for investment properties	258.4	27.3
<b>Property values</b>	<b>8,752.5</b>	<b>8,039.2</b>
<b>Loan to Value (LTV) in %</b>	<b>45.3</b>	<b>44.9</b>
<b>Pro-forma LTV post conversion in %</b>	<b>42.2</b>	<b>41.5</b>

- LTV in line with target capital structure (range of 45-50%) after consolidation of acquisitions and dividend payment
- Yield compression is likely to trigger a further decline during the cycle

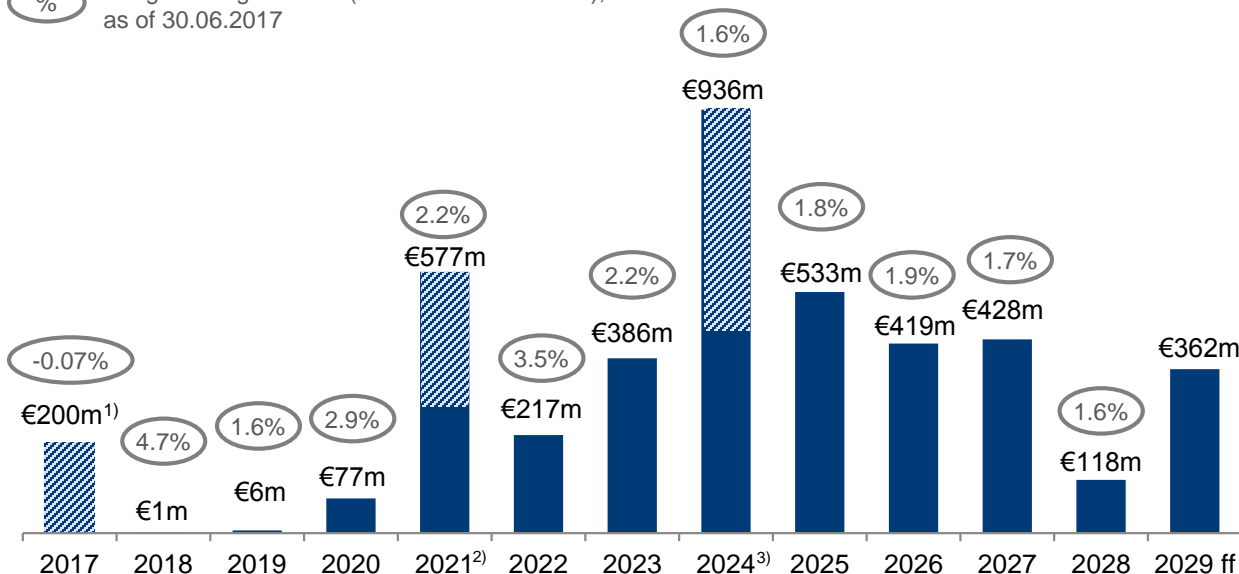
- Significant positive impact on LTV from future conversion of convertible expected (currently -310bps)

# Financing Structure – 30 June 2017

## LT financing secures future earnings growth



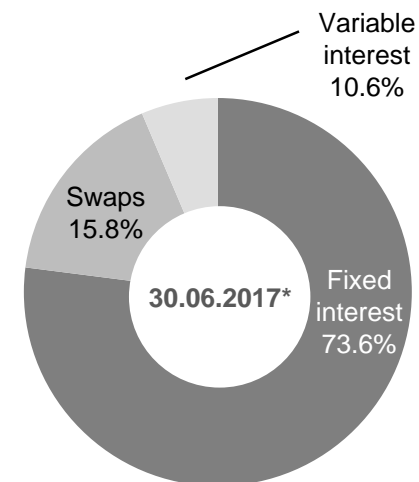
(%) Weighted avg. interest (excl. subsidised loans), as of 30.06.2017



<sup>1)</sup> Commercial paper

<sup>2)</sup> Maturity 2021 with investor put option 2019 (€300 m convertible bond)

<sup>3)</sup> Payback of corporate bond (€500 m)



\*Including commercial paper

### Key Facts

Average debt maturity	9.4 years (9.0 years*)
Interest costs	Ø 1.95% (1.85%*)
Hedging ratio	93.8% (89.4%*)
Rating	Baa1 (Moody's)

### Maturities

1-2 years	0.0% (4.7%*)
3-5 years	16.3% (15.4%*)
6-8 years	37.9% (36.2%*)
≥ 9 years	45.8% (43.6%*)

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

# Business Update

## Organic and external growth support sound earnings development



### External growth: Acquisition of 2,100 units in High-Growth markets

- Locations: mainly Dusseldorf (c.1,500 units) and Neuss (c.460 units, border of Dusseldorf)
- Purchase price approx. €280m
- Portfolio with value upside post vacancy reduction (c.20% due to modernisation)
- Initial yield 4.0% due to temporary high vacancies; attractive reversionary yield of approx. 5.6%
- Current in-place yield LEG Dusseldorf portfolio 4.7% signals attractive relative value
- Initial expected FFO contribution 2018: €5m-€7m (+€0.08 to €0.11 per share, +1.6% to 2.2%), closing July 2017 and January 2018
- Financing: no issue of new shares planned for these transactions

### Portfolio growth set to continue

- Acquisition pipeline:
  - Smaller and also mid-sized deals in negotiation process (in LEG core markets)
- New construction:
  - Potential political tailwind; close monitoring of potential changes of political framework
  - Current status: selective opportunities (on existing land) but no large scale business due to prohibitively high costs
  - Pipeline: two larger projects in planning phase (in Cologne and Essen)
  - Münster (“Weissenburgsiedlung”) in construction phase (c.50 units)
  - Total volume: approx. 800 units, yield on cost >4.5%

# Outlook for 2017 - 2018



## 2017

## Guidance

FFO I	€290m - €295m / €4.59 - €4.67 per share (up from €288m - €293m / €4.56 - €4.64 per share)
EBITDA margin	~72%
L-F-L rent growth	3.0 - 3.3%
L-F-L vacancy	~ -20 bps
Investments	~€24/sqm
Dividend	65% of FFO I

## 2018

FFO I	€315m - €323m / €4.99 - €5.11 per share (up from €310m - €316m / €4.91 - €5.00 per share)
EBITDA margin	~73%
L-F-L rent growth	~3.0%
Investments	~€29/sqm

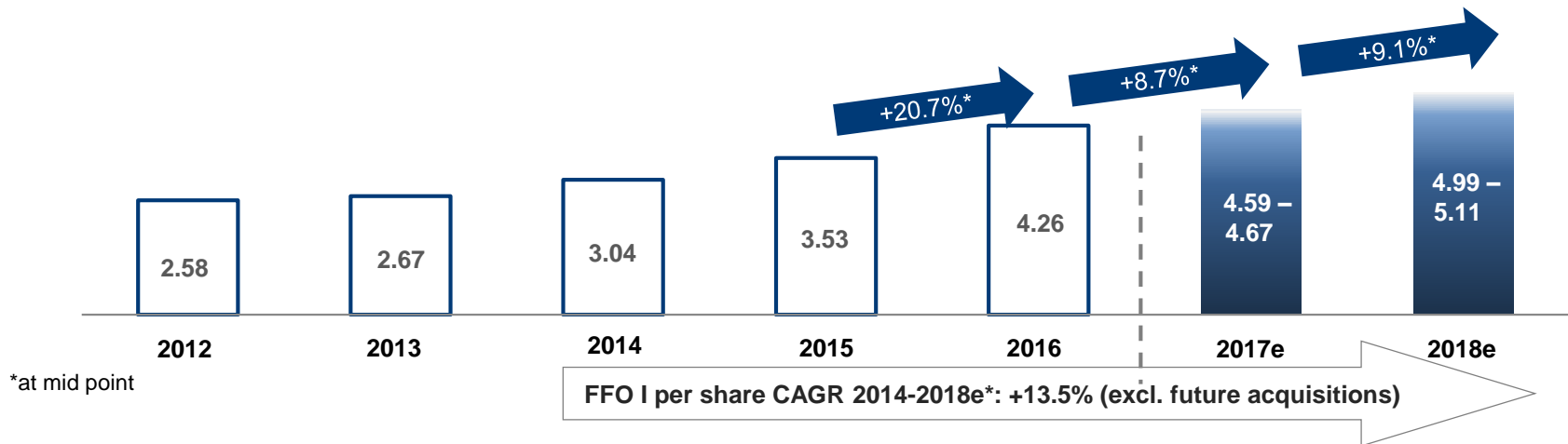
## Mid-term

L-F-L rent growth	3.0 - 3.5%
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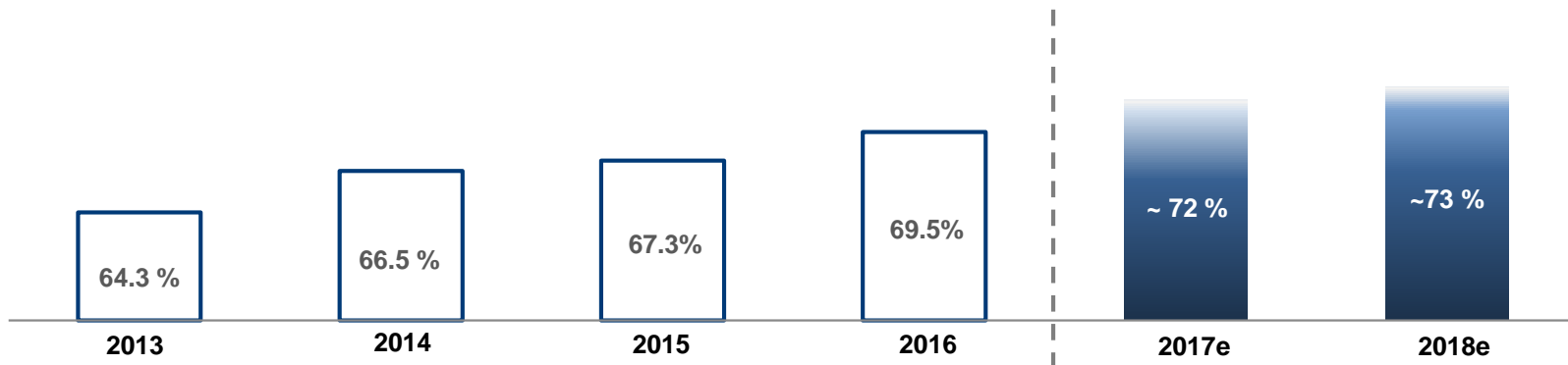


# Steady Expansion of Leading Profitability

## FFO I per share (€)



## EBITDA Margin

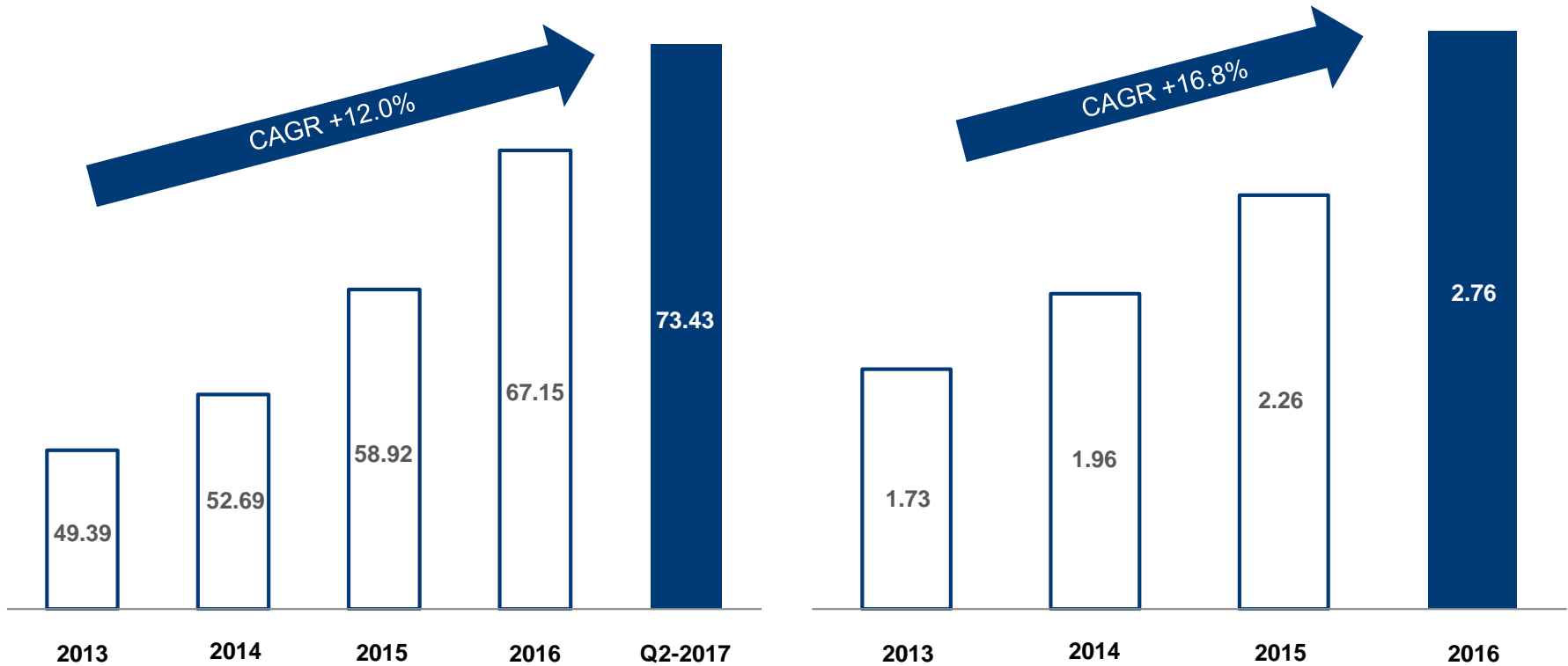


## V. APPENDIX

# Generating Appealing Shareholder Returns

NAV per share (€), excl. goodwill

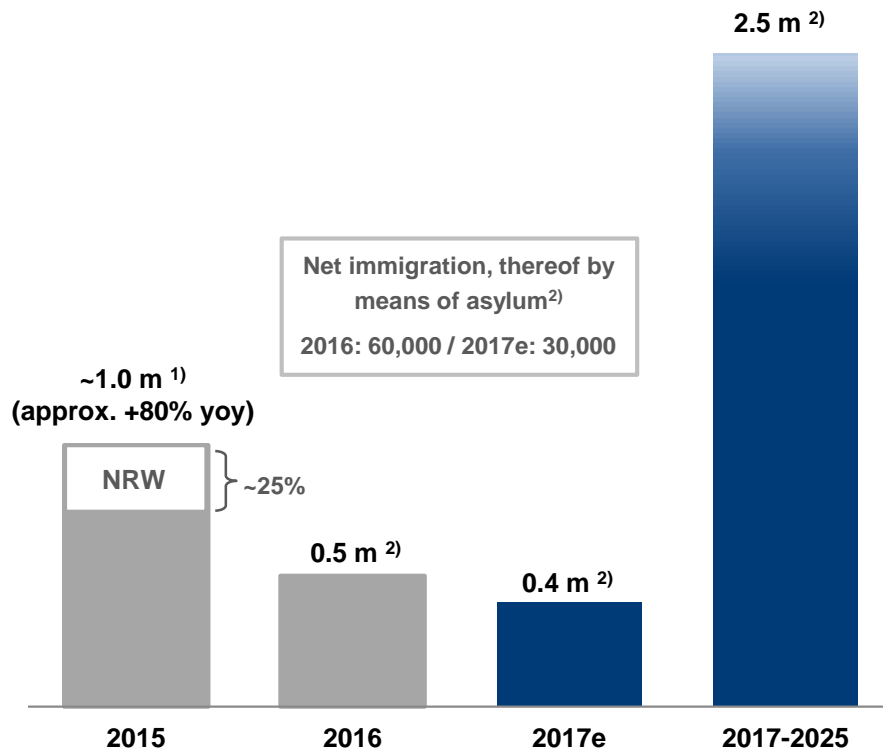
Dividend per share (€)



# Net Immigration Expected to Remain at a High Level

## Stabilising net immigration with decreasing share of refugees

### 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
- In 2016, c.71,000 asylum seekers<sup>3)</sup> (gross) were registered in NRW (>25% of all asylum seekers<sup>2)</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

Sources:

- 1) Interview with director of Federal Agency of Migration and Refugees (Aug 2016)
- 2) Deutsche Bundesbank
- 3) Regional government of North Rhine-Westphalia

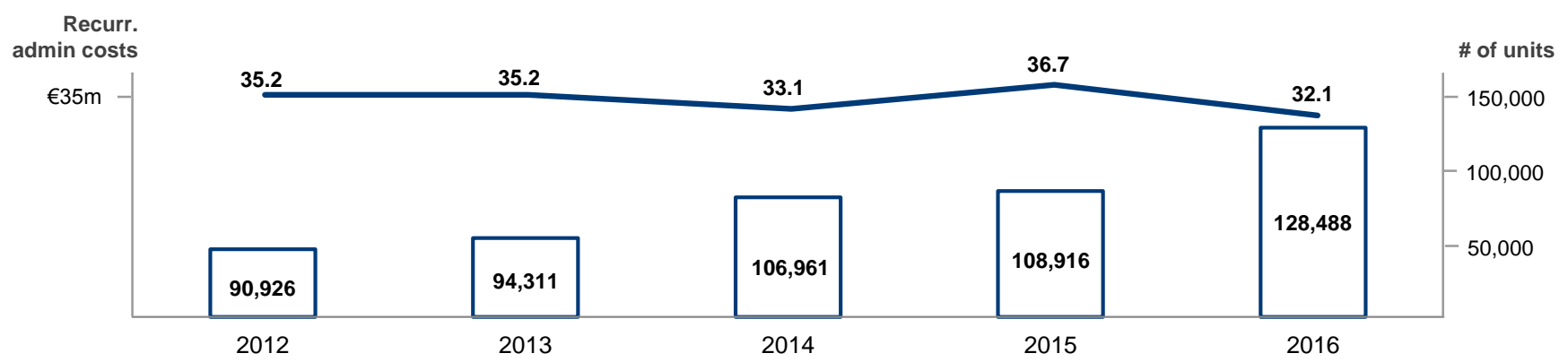
# Acquisitions: Leading Management Skills Paying Off

## Scalability of platform + cost discipline support value accretive growth

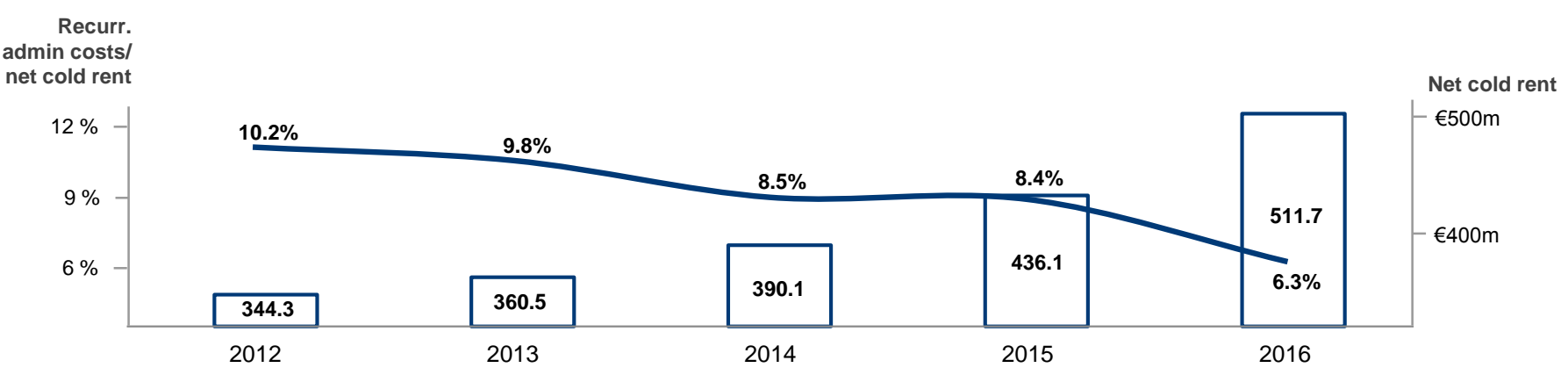


*gewohnt gut.*

### Strong volume growth at decreasing overhead cost...



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



# EPRA Net Initial Yield Q2-2017

€ million	30.06.2017	31.12.2016
<b>Investment properties</b>	<b>8,456.1</b>	<b>7,950.9</b>
Assets held for sale	30.3	57.0
<b>Market value of residential property portfolio (net)</b>	<b>8,486.4</b>	<b>8,007.9</b>
Estimated incidental costs	836.3	789.2
<b>Market value of residential property portfolio (gross)</b>	<b>9,322.7</b>	<b>8,797.0</b>
<b>Annualised cash flow from rental income (gross)</b>	<b>500.2</b>	<b>500.3</b>
Non recoverable operating costs	-69.9	-79.1
<b>Annualised cash flow from rental income (net)</b>	<b>430.3</b>	<b>421.2</b>
<b>EPRA Net Initial Yield in %</b>	<b>4.6</b>	<b>4.8</b>

# LEG – Adj. EBITDA Margin

Leading profitability despite short term distortion from restricted units *gewohnt gut.*

**LEG**

*gewohnt gut.*

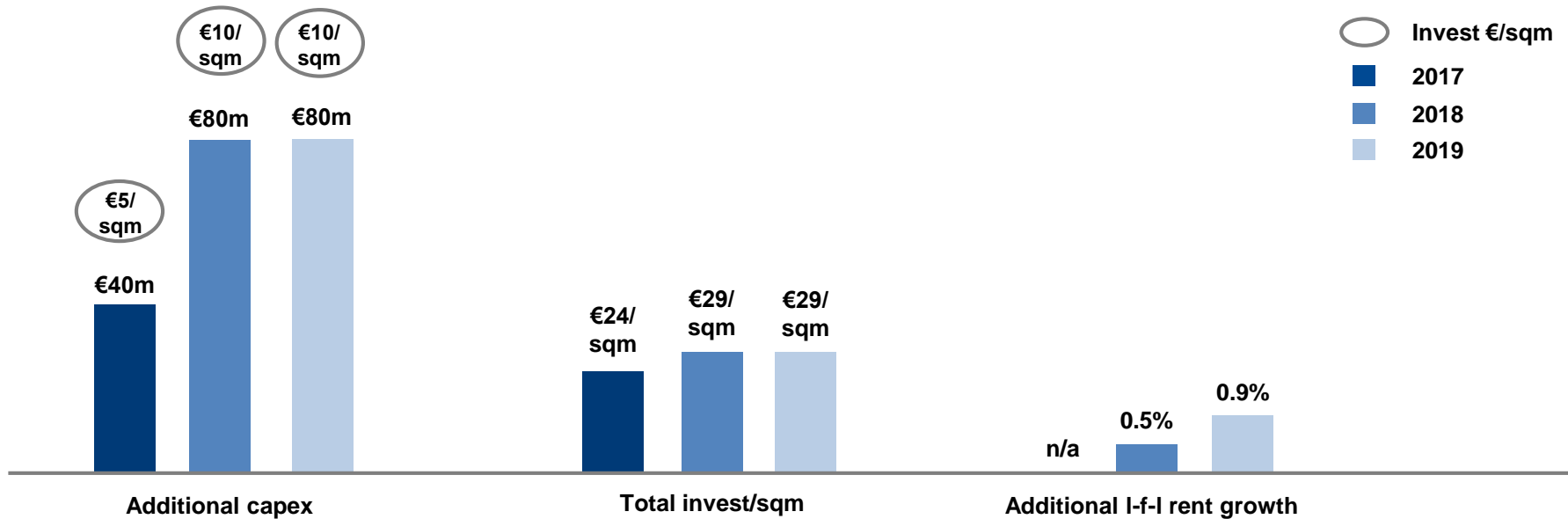
Adj. EBITDA margin	FY-2016		FY-2015	
	€m	margin %	€m	margin %
As reported	355.7	69.5	293.7	67.3
Gap restricted vs. unrestricted rents <sup>1)</sup>	26.3	71.0	22.5	68.9

<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



### Additional upside for value enhancing capex measures due to steadily improving market fundamentals

- Additional investment programme of €200m with significant contribution to I-f-I rent and FFO growth
- Emphasis on attractive locations in high-growth markets (c.65% of total investment) with significant rent potential (e.g. Münster, Bonn, Monheim in catchment area of Düsseldorf)
- Strict capital discipline maintained – IRR hurdle of 6%
- Construction work will start in H2-2017 with first effects on rent development in FY-2018

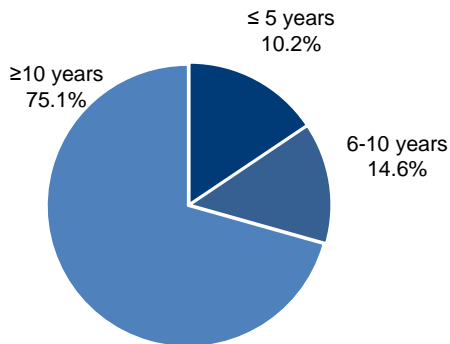


# Rent revisionary potential

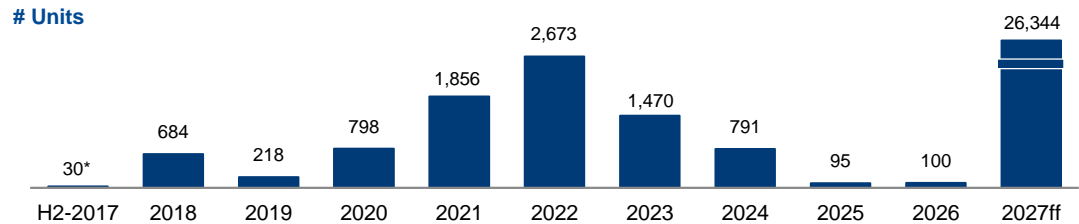
## Refinancing of subsidised loans lifting value

### 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**

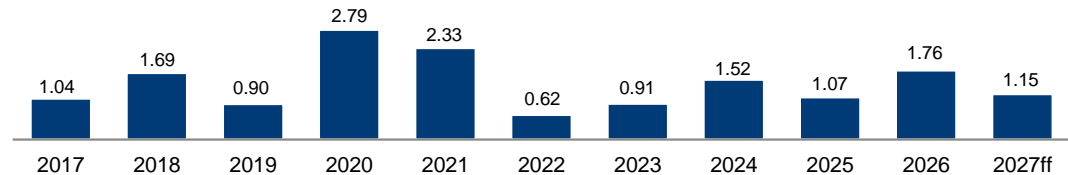


### Number of Units Coming Off Restriction and Rent Upside



\* 2,095 units in Q1-2017

### Spread to Market Rent € /sqm /month



	≤ 5 years <sup>2)</sup>	6 – 10 years <sup>2)</sup>	≥ 10 years <sup>2)</sup>
<b>In-place rent</b>	€4.56	€4.67	€4.85
<b>Market rent<sup>1)</sup></b>	€6.79	€5.54	€6.01
<b>Upside potential<sup>3)</sup></b>	49%	19%	24%
<b>Upside potential p.a.<sup>3)</sup></b>	€6.8m	€3.6m	€24.7m

Source: LEG as of Q2-2017

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.

2) ≤5 years = 2017-2021; 6-10 years = 2022-2026; ≥10 years = 2027ff.

3) Rent upside is defined as the difference between LEG in-place rent as of Q2-2017 and market rent (defined in footnote 1) as of Q2-2017.

# Mietspiegel Overview

## Expected new Mietspiegel in 2017



Release date (expected)	High-Growth Markets	Stable Markets	Higher-Yielding Markets	Total Portfolio
2017 (Q1)	4,108 units (mainly Cologne)	16,379 units (mainly Dortmund, Wuppertal)	13,794 units (mainly Herne, Recklinghausen)	34,281 units
2017 (Q2)	6,104 units (mainly Münster)	-	7,617 units (mainly Gelsenkirchen)	13,721 units
2017 (Q3)	4,108 units (mainly Bocholt, Aachen)	5,438 units (mainly Solingen, Hattingen)	13,495 units (mainly Duisburg, Dorsten, Herten)	23,041 units
2017 (Q4)	607 units	72 units	-	679 units
<b>Total <sup>1</sup></b>	<b>14,927 units</b>	<b>21,889 units</b>	<b>34,906 units</b>	<b>71,722 units</b>
Thereof:				
- Bocholt	1,896 units			
- Castrop-Rauxel			2,462 units	
- Cologne	3,902 units			
- Dortmund		13,165 units		
- Duisburg			8,571 units	
- Gelsenkirchen			6,735 units	
- Herne			3,150 units	
- Münster	6,075 units			
- Recklinghausen			2,692 units	
- Wuppertal		1,983 units		

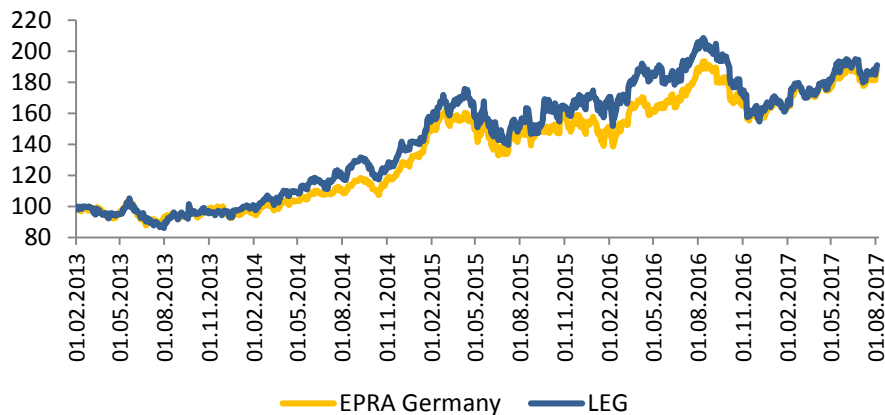
Sub-portfolios also include restricted units

# LEG Share Information

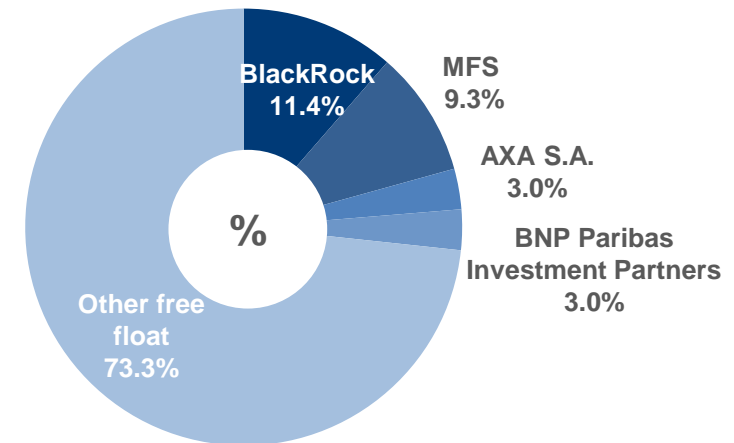
## Basic data

- 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 (30.06.2017): MDAX 2.67%; EPRA 2.49%
- Rating: Baa1 (stable) by Moody's

## Share price (04.08.2017, 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	
<b>Issue Size</b>	EUR 500m
<b>Term / Maturity Date</b>	7 years / 23 January 2024
<b>Coupon</b>	1.250 % p.a.
<b>Issue Price</b>	99.409 %
<b>Initial Re-offer Yield</b>	1.339 %
<b>Financial Covenants</b>	<p>Incurrence-based:</p> <ul style="list-style-type: none"> <li>• Net financial debt / total assets <math>\leq</math> 60%</li> <li>• Secured financial debt / total assets <math>\leq</math> 45%<sup>1)</sup></li> <li>• Unencumbered assets / unsecured financial debt <math>\geq</math> 125%<sup>1)</sup></li> </ul> <p>Maintenance-based:</p> <ul style="list-style-type: none"> <li>• Adj. EBITDA / net cash interest <math>\geq</math> 1.8x</li> </ul>
<b>ISIN</b>	XS1554456613
<b>WKN</b>	A2E4W8

Convertible Bond	
<b>Issue Size</b>	EUR 300m
<b>Term / Maturity Date</b>	7.2 years / 1 July 2021
<b>Coupon</b>	0.500 % p.a.
<b>Initial Conversion Price</b>	EUR 62.39
<b>Adjusted Conversion Price</b>	EUR 56.8403 (as of 20 May 2016)
<b>Investor Put</b>	1 July 2019
<b>Issuer Call</b>	From 22 July 2019, if the LEG share price exceeds 130 % of the then applicable conversion price
<b>ISIN</b>	DE000LEG1CB5
<b>WKN</b>	LEG1CB

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

# Financial Calendar

Date	Report/Event
10.08.2017	Quarterly Report Q2 as of 30 June 2017
05./06.09.2017	Roadshow London, Bank of America Merrill Lynch
07.09.2017	Roadshow Frankfurt, Jefferies
12.09.2017	Global Real Estate Conference Bank of America Merrill Lynch, New York
18.09.2017	Berenberg & Goldman Sachs German Corporate Conference, Munich
19.09.2017	Baader Investment Conference, Munich
25./26.09.2017	Capital Markets Day 2017, Düsseldorf
29.09.2017	Société Générale Pan European Real Estate Conference, London
10.11.2017	Quarterly Report Q3 as of 30 September 2017

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### **Katharina Wicher**

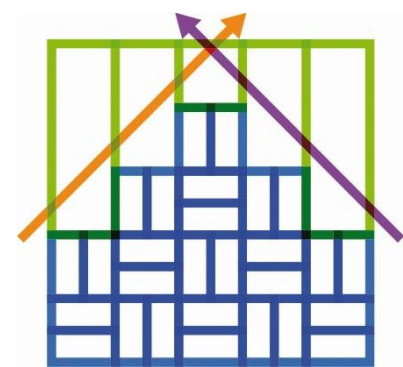
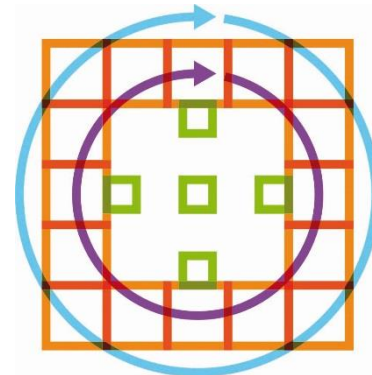
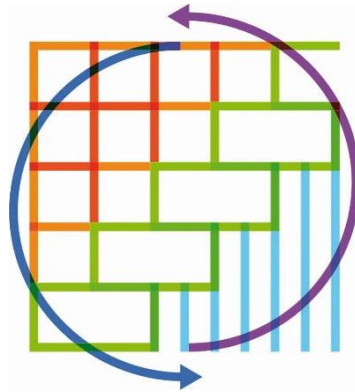
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Thank you for your interest.