



**WE
FOCUS.**

**WE
GROW.**



LEG Immobilien AG

H1-2016

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- I. Highlights H1-2016**
- II. Portfolio and Operating Performance**
- III. Financial Performance**
- IV. Business Update and Outlook**
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Highlights H1-2016

Overall company development

- Acquisitions: approx. 2,000 units signed or close to signing YTD
- Higher FFO I-2016 forecast on back of faster execution of efficiency program
 - New guidance: €261m-€265m (previously €257m-262m); 2017 unchanged
 - EBITDA margin forecast for 2016 raised to 70% (up from >69%)
- Disposal of non-core assets: Significant premiums to book values expected (avg. ~10%)
 - Negotiations with potential buyers in advanced stages (high demand for customised products)
 - Data points in Higher Yielding markets provide tailwind for year end valuation

Strong letting performance on basis of high capital efficiency

- In-place rent, I-f-I €5.29/sqm (+2.4% total portfolio, +3.4% for free-financed units)
Slight growth acceleration in H2 on the cards
- EPRA-Vacancy 2.8% I-f-I (-40 bps YOY)
- Maintenance/Capex €7.2/sqm (FY-2016 target of approx. €18/sqm)

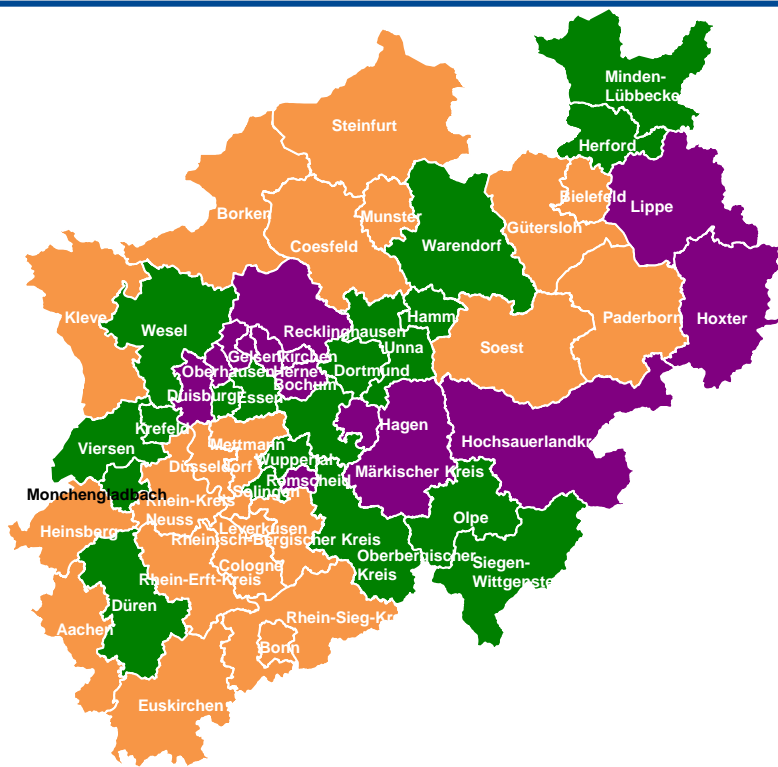
Financials: Margin expansion supports dynamic earnings growth

- Rental income €249.4m (+16.1% YOY from €214.8m)
- Adjusted EBITDA €180.5m (+22.5% YOY from €147.4m)
Strong margin expansion excl. maintenance (c.+470 bps YOY)
- FFO I (excl. minorities) €137.6m (+35.7% YOY from €101.4m), €2.19 per share (+23.0% YOY from €1.78)
- AFFO €108.6m (+27.2% YOY from €85.4m)
- EPRA-NAV (excl. goodwill) €58.15 per share

II. Portfolio and Operating Performance

Portfolio Overview

Strong operational performance across all submarkets



Strong results on the basis of tailor made management strategies

High-Growth Markets

	30.06.2016	Δ (YOY)
# of units	38,702	+15.3%
In-place rent (sqm), I-f-I	€5.85	+2.5%
EPRA-Vacancy, I-f-I	1.4%	-20 bps

Stable Markets with Attractive Yields

	30.06.2016	Δ (YOY)
# of units	47,551	+11.5%
In-place rent (sqm), I-f-I	€4.98	+2.3%
EPRA-Vacancy, I-f-I	3.0%	-60 bps

Higher-Yielding Markets

	30.06.2016	Δ (YOY)
# of units	41,478	+39.8%
In-place rent (sqm), I-f-I	€4.89	+2.1%
EPRA-Vacancy, I-f-I	5.0%	-40 bps

Total Portfolio

	30.06.2016	Δ (YOY)
# of units	129,626	+20.8%
In-place rent (sqm), I-f-I	€5.29	+2.4%
EPRA-Vacancy, I-f-I	2.8%	-40 bps

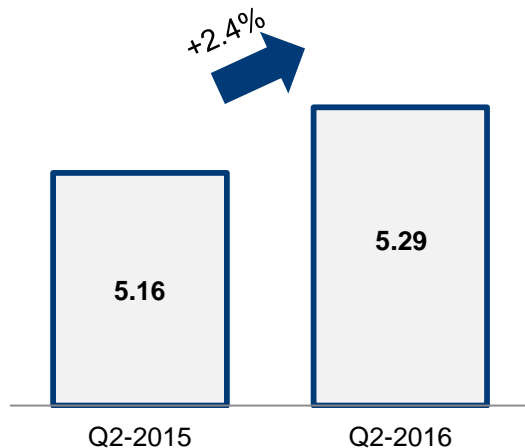
Rent Development

Attractive portfolio + operational excellence = strong rent growth

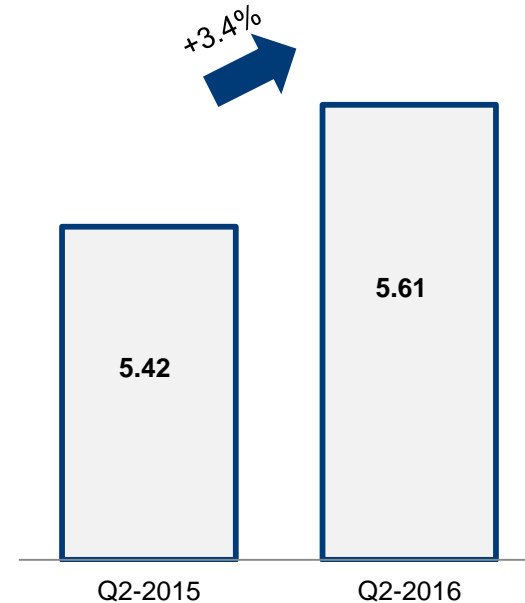
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L-f-I Residential Rent (€/sqm/month)



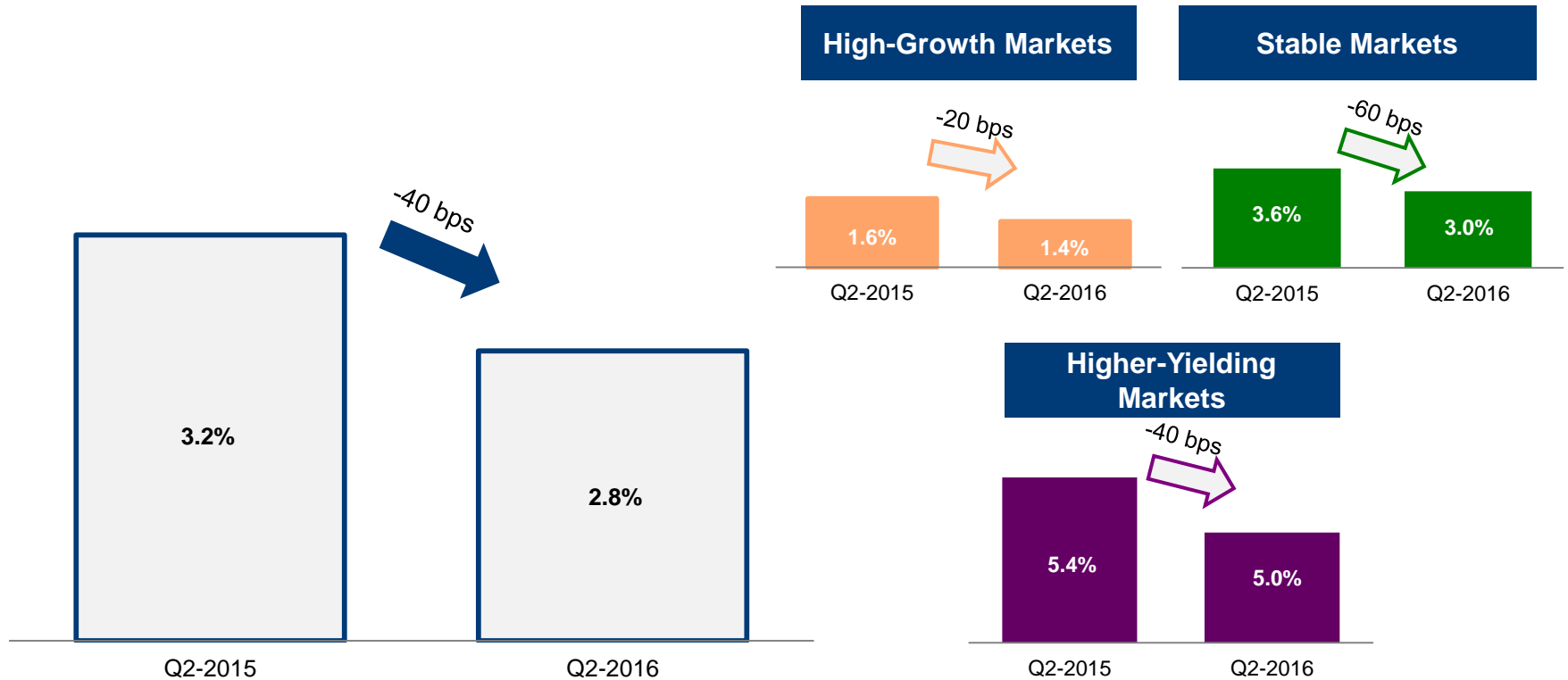
L-f-I Free-financed Rent (€/sqm/month)



- Development of free financed units remains best proxy for underlying performance
- High capital efficiency maintained (growth relative to capital expenditure)
- Regional focus as competitive edge

EPRA-Vacancy Development (like-for-like)

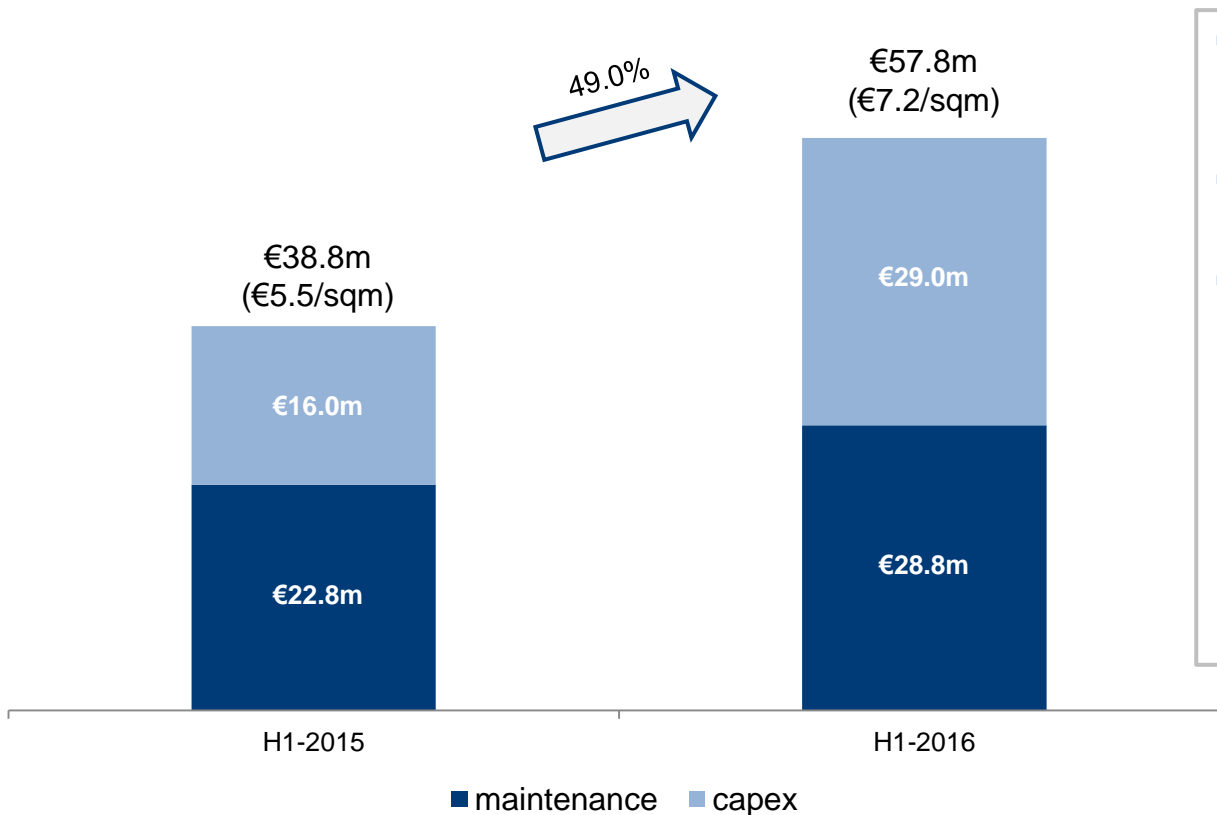
Attractive portfolio + operational excellence = low vacancies



- Rising occupancy across all market segments underpins strong letting performance
 - Rising occupancy in coming quarters ahead
 - Net immigration into Germany fuels demand for affordable housing
- Especially strong momentum in the commuter belts of Düsseldorf/Cologne
 - (Mönchengladbach, District of Mettmann)

Capex & Maintenance

High quality standards and capital discipline maintained



- H1-2016 spending of €7.2/sqm with higher share of value enhancing capex (capex ratio 50.2%)
- Stronger seasonality in coming quarters
- Outlook FY-2016: slightly raised to c.€18/sqm (up from c.€17/sqm)
 - Higher initial investments in acquired portfolios (upgrade to LEG standards)
 - Rising potential for value enhancing measures in existing portfolio (expected capex ratio >50%)

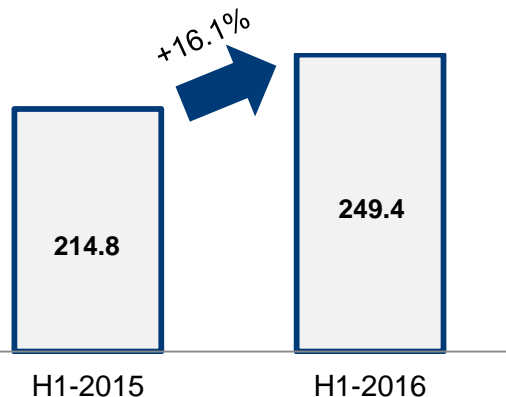
III. Financial Performance

Financial Highlights H1-2016

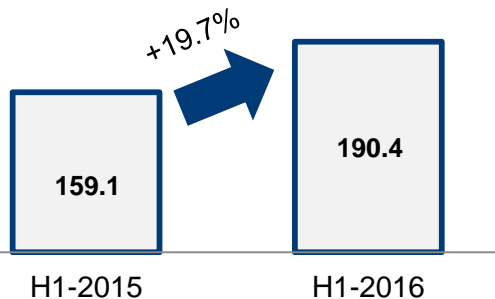
Margin expansion on back of attractive scale effects + cost discipline *gewohnt gut.*



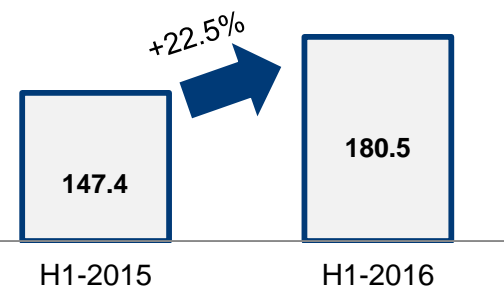
Rental Income (€m)



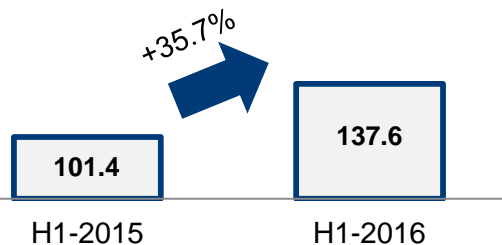
Net Rental and Lease Income (€m)



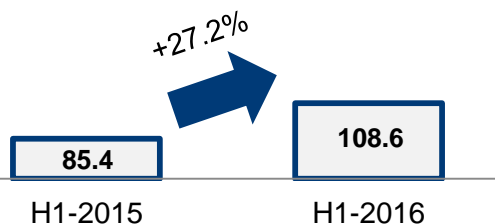
Adj. EBITDA (€m)



FFO I (€m)



Capex-Adj. FFO I / AFFO (€m)



Margin (%)

	H1-2015	H1-2016	Comment
NRI	74.1	76.3	Scale effects + efficiency gains offset higher maintenance
Adj. EBITDA	68.6	72.4	See above + lower admin. costs ratio + higher "others"
FFO I	47.2	55.2	See above + lower interest ratio
AFFO	39.8	43.5	See above + higher capex

Income Statement

H1-2016



€ million	H1-2016	H1-2015	
Net rental and lease income	190.4	159.1	<ul style="list-style-type: none"> Higher rental income (+€34.6m/+16.1%) NRI-margin increased from 74.1% to 76.3% YOY despite some higher maintenance
Net income from the disposal of investment property	0.1	1.2	
Net income from the valuation of investment property	1.0	-	
Net income from the disposal of real estate inventory	-1.3	0.0	<ul style="list-style-type: none"> Higher one-time costs (+€35.9m to €37.9m) due to non-capitalised transaction costs (€34.3m; mainly real estate transfer tax) Recurring admin. costs slightly decreasing to €15.5m (-€1.2m YOY) despite significant volume growth
Net income from other services	1.2	0.1	
Administrative and other expenses	-54.6	-19.8	
Other income	0.2	0.4	
Operating earnings	137.0	141.0	<ul style="list-style-type: none"> Lower financing costs (-€59.8 YOY) mainly due to refinancing costs in FY-2015 Lower cash interests (€41.3m; -€4.6m YOY) despite portfolio expansion
Net finance costs	-86.4	-146.2	
Earnings before income taxes	50.6	-5.2	
Income tax expenses	-27.1	-5.1	<ul style="list-style-type: none"> Cash taxes (-€1.8m), thereof (-€0.5m) from IAS40 sales
Consolidated net profit	23.5	-10.3	

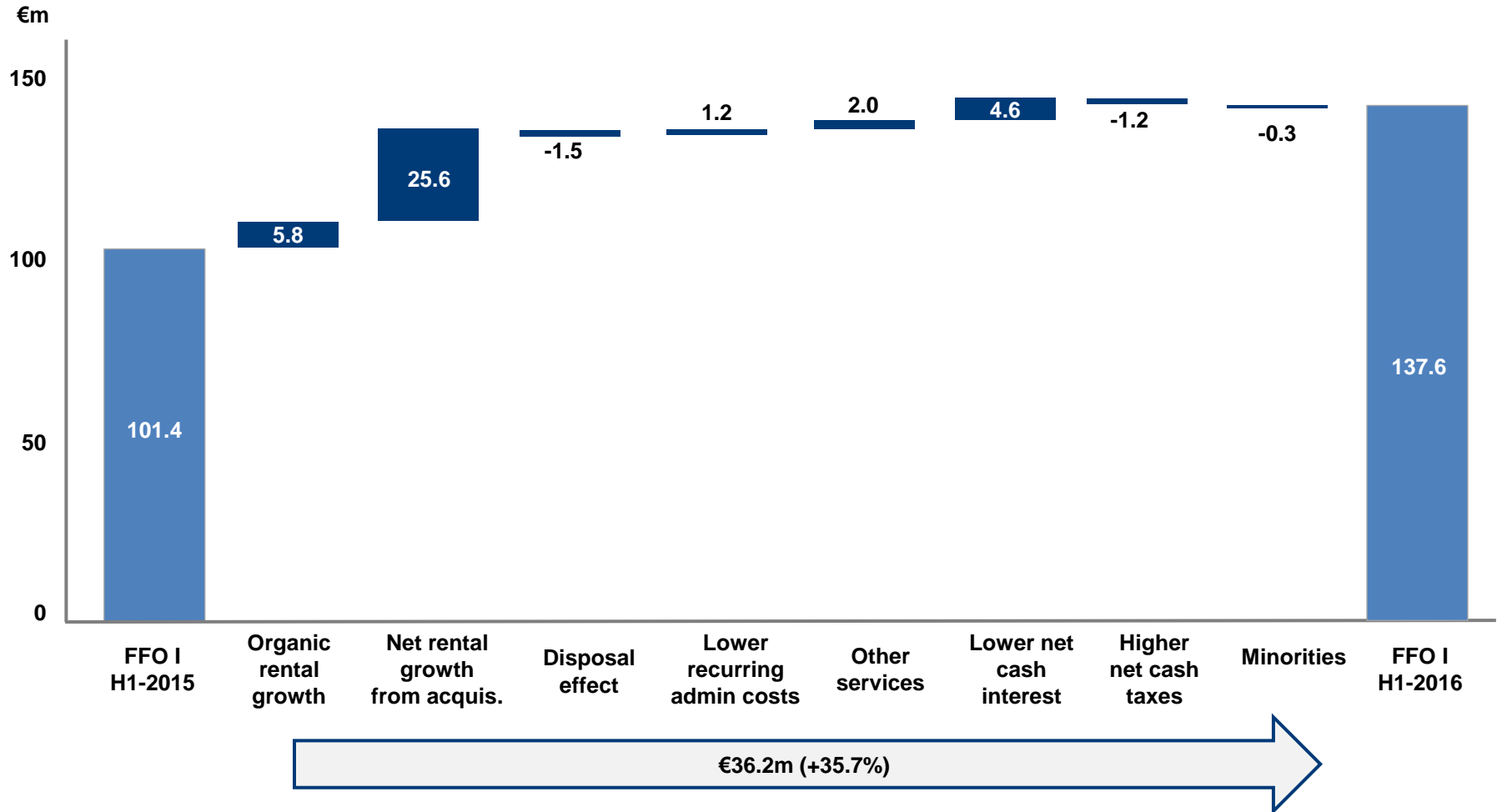
FFO Calculation

H1-2016

€ million	H1-2016	H1-2015	
Rental income	249.4	214.8	▪ +€34.6m (+16.1% YOY)
Profit from operating expenses	-1.5	-1.8	
Maintenance	-28.8	-22.8	<ul style="list-style-type: none"> ▪ +€31.0m (+19.0% YOY) ▪ Rising adj. NRI margin despite higher maintenance expenses ▪ Lower staff costs ratio (7.9% vs. 8.8% in H1-2015) reflects efficiency gains
Staff costs	-19.6	-18.8	
Allowances on rent receivables	-3.2	-3.4	
Other	-3.4	-6.7	
Non-recurring project costs (rental and lease)	0.6	1.2	
Current net rental and lease income	193.5	162.5	
Current net income from other services	2.3	1.2	
Staff costs	-10.7	-11.2	<ul style="list-style-type: none"> ▪ One-time costs (€34.3m non-capitalised transaction costs including RETT)
Non-staff operating costs	-42.7	-7.6	
LTIP (long-term incentive program)	0.0	0.1	
Non-recurring project costs (admin.)	37.9	1.6	<ul style="list-style-type: none"> ▪ Decreasing admin. cost base in 2016 & 2017 expected despite volume growth
Extraordinary and prior-period expenses	0.0	0.4	
Current administrative expenses	-15.5	-16.7	
Other income and expenses	0.2	0.4	
Adjusted EBITDA	180.5	147.4	<ul style="list-style-type: none"> ▪ +€33.1m (+22.5% YOY) ▪ EBITDA margin 72.4% vs. 68.6% in H1-15 (excl. maintenance +470bps)
Cash interest expenses and income	-41.3	-45.9	
Cash income taxes	-1.3	-0.1	<ul style="list-style-type: none"> ▪ Lower interest charges (end Q2-16 avg. cost 2.09% vs. 2.34% in Q2-15)
FFO I (including non-controlling interests)	137.9	101.4	
Non-controlling interests	-0.3	0.0	
FFO I (excluding non-controlling interests)	137.6	101.4	
FFO II (including disposal of investment property)	138.2	102.6	
Capex-adjusted FFO I (AFFO)	108.6	85.4	

FFO Bridge

H1-2016



Cash Effective Interest Expense

H1-2016

€ million	H1-2016	H1-2015	
Reported interest expense	61.1	113.2	
Interest expense related to loan amortisation	-11.8	-20.7	<ul style="list-style-type: none"> One-off refinancing effect of €6.0m in H1-2015
Prepayment penalties / breakage costs	-4.5	-43.4	<ul style="list-style-type: none"> Release of swaps (refinancing) ~€37m in H1-2015
Interest charges relating to valuation of assets/liabilities	-1.1	-0.5	
Leasing related interest expense	-0.7	-0.8	
Interest expenses related to changes in pension provisions	-1.6	-1.4	
Interest income	0.0	-0.5	
Cash effective interest expense	41.3	45.9	<ul style="list-style-type: none"> Interest coverage improved further (4.4x up from 3.2x YOY)

EPRA-Net Asset Value

30 June 2016



Attractive rental yield basis for future capital growth

€ million	30.06.2016	31.12.2015
Equity (excl. minority interests)	2,865.9	2,967.8
Effect of exercising options, convertibles and other rights	484.4	427.2
NAV	3,350.3	3,395.0
Fair value measurement of derivative financial instruments	203.7	165.5
Deferred taxes ¹⁾	467.3	466.6
EPRA-NAV	4,021.3	4,027.1
Number of shares fully-diluted incl. convertible (m) ²⁾	68.466	67.904
EPRA-NAV per share in €	58.73	59.31
Goodwill, resulting from synergies	39.9	26.4
Adjusted EPRA-NAV (excl. goodwill)	3,981.4	4,000.7
Adjusted EPRA-NAV per share in €	58.15	58.92

- Dividend -€141.9m
- Capital increase €32.4m
- €23.5m net profit
- -€13.5m other comprehensive income (derivatives)

- Attractive rental yield of 7.1% leaves headroom for yield compression
- Value of services business not included in NAV
 - Scenario: Additional value approx. €2.60 per share at discount rate of 6%³⁾

¹⁾ And goodwill resulting from deferred taxes on EPRA-adjustments

²⁾ Actual number of shares outstanding 63.19m

³⁾ Assumption: growth rate of 0%

Balance Sheet

30 June 2016

Strong balance sheet; further positive impact from year end valuation expected

€ million	30.06.2016	31.12.2015	
Investment property	7,430.7	6,398.5	<ul style="list-style-type: none"> ▪ Additions €1,021.2m ▪ Capex €29.0m ▪ Reclassification -€18.0m
Prepayment for investment property	13.6	203.1	
Other non-current assets	197.7	296.8	
Non-current assets	7,642.0	6,898.4	
Receivables and other assets	85.3	37.2	
Cash and cash equivalents	165.3	252.8	<ul style="list-style-type: none"> ▪ Cash flow from operating activities €89.0m ▪ Dividend -€141.9m
Current assets	250.6	290.0	
Assets held for disposal	4.9	6.7	
Total Assets	7,897.5	7,195.1	
Equity	2,900.0	2,985.0	<ul style="list-style-type: none"> ▪ Equity ratio of 36.7%
Non-current financial liabilities	3,377.7	2,745.6	
Other non-current liabilities	747.0	673.7	
Non-current liabilities	4,124.7	3,419.3	
Current financial liabilities	383.5	496.0	
Other current liabilities	489.3	294.8	
Current liabilities	872.8	790.8	
Total Equity and Liabilities	7,897.5	7,195.1	

Strong credit profile and efficient capital structure maintained

€ million	30.06.2016	31.12.2015
Financing debt	3,761.2	3,241.6
Deferred purchase price liabilities	119.3	0.0
Cash & cash equivalents	165.3	252.8
Net Debt	3,715.2	2,988.8
Investment properties	7,430.7	6,398.5
Properties held for sale	4.9	6.7
Prepayments for investment properties	13.6	203.1
Prepayments for acquisitions	-	146.1
Property values	7,449.2	6,754.4
Loan to Value (LTV) in %	49.9	44.2
Pro-forma LTV post conversion in %	44.7	40.4

- LTV in line with target capital structure after consolidation of acquisitions and dividend payment
- Lower LTV at year end due to portfolio revaluation expected

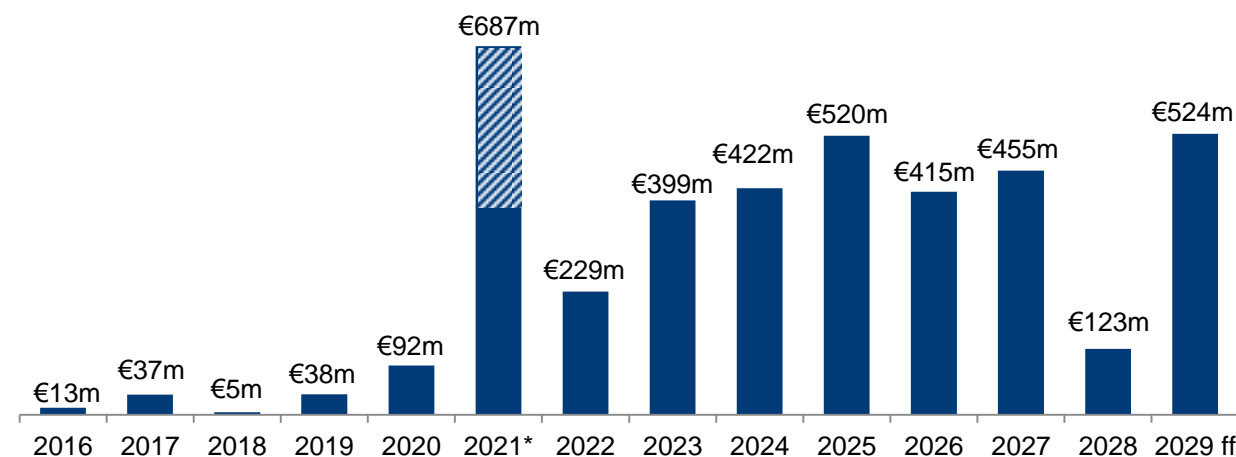
- Significant positive impact on LTV from future conversion of convertible expected (currently -360bps)

Financing Structure - 30 June 2016

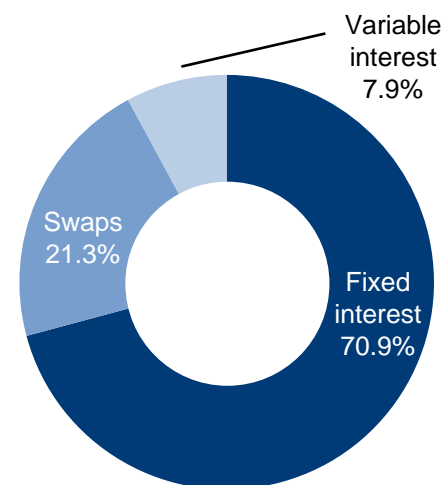
Long term secured low cost of debt



1-2 years	3-5 years	6-8 years	≥ 9 years
1.3%	3.4%	33.2%	62.1%



* Maturity 2021 with investor put option 2019 (€300 m convertible bond)



Average debt maturity: 10.9 years

Interest costs: Ø 2.09%

Hedging ratio: 92.1%

Rating: Baa1 (Moody's)

IV. Business Update and Outlook

Acquisition of c.2,000 units (in Q2 and Q3) in a more challenging environment

- Grainger deal (approx. 1,100 units) signed in April and another two portfolios with 900 units signed or close to signing in Q3
- Pricing environment is getting tougher; early termination of some negotiations due to wide bid/ask spread
- LEG stays committed to high capital discipline; the three deals still show very attractive yields (6.8%-8.5%)
- Rising supply in H2 expected; acquisition target of 5,000 units appears still realistic (value priority over volume)

Disposal of non core assets provides tailwind for year end valuation

- Disposal of non core portfolios at significant premiums to book values expected (avg. ~10%)
 - Customised products; no sale below IFRS value
- Successful capital recycling provides evidence for yield compression also in Higher-Yielding markets
- Disposal volume FY-2016 raised to approx. 4,000 units (up from 2,000-3,000 units) on back of positive market feedback

Reinforcing internal growth initiatives

- Capex program: Comprehensive bottom-up analysis as response to further improving market fundamentals
- Early repayment of subsidized loans: NAV upside (at least FFO neutrality; medium term upside)
- Analysis expected to be completed by end of Q3

Successful execution of accelerated cost savings program

- LEG's efficiency program progressing well, ahead of schedule
- Upward revision of FY-2016 earnings outlook due to faster execution of cost saving measures
- FFO I-2016: €261m-€265m (up from €257m-€262m)
- EBITDA margin target for 2016 raised to 70% (up from >69%); 72% in 2017 reiterated
- Margin boost underpins the strength of LEG's business model and value potential from acquisitions in core markets
- Objective: Leading EBITDA yield in the German residential industry (on basis of a balanced portfolio composition)

Acquisitions: Leading Management Skills Paying Off

Strong acquisition track record since IPO – Creating tangible value



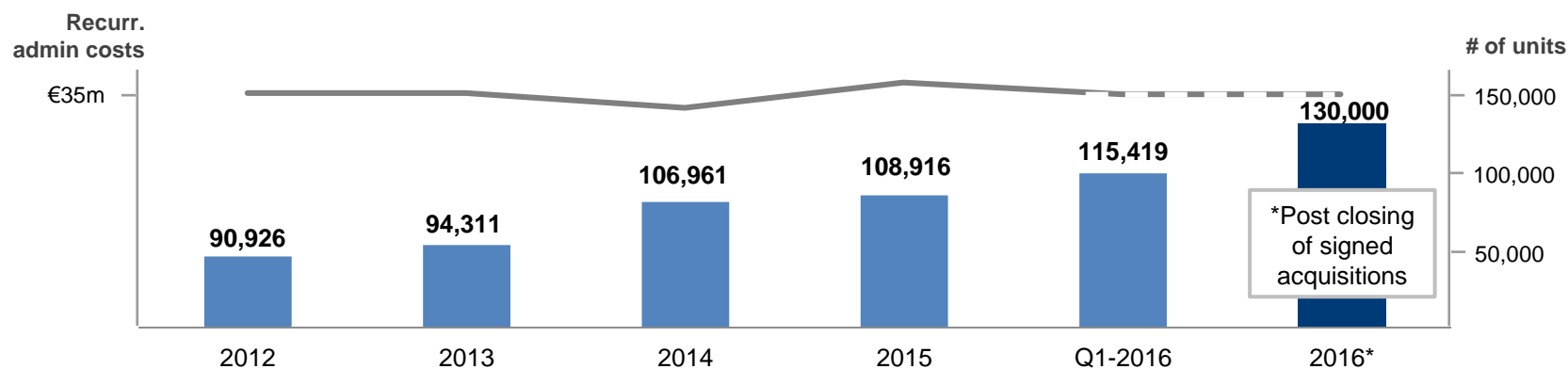
	Closing			30.06.2016		Change	
	Units	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy
Portfolio incl. Vitus transaction	27,013 ¹⁾	4.96	95.2%	5.22	95.7%	0.26 (+5.4%)	~ +50 bp
Vitus portfolio	9,545	4.76	96.1%	5.05	96.4%	0.29 (+6.0%)	~ +30 bp

Operating performance confirms reversionary potential and LEG's management skills

- Average in-place rents +5.4% (within avg. 20.2 months), rent CAGR of 3.1%
- Vitus NRW portfolio (rent/sqm +6.0%, vacancy -30 bps; within 20 months), rent CAGR of 3.5%

1) Acquisitions since year end 2012; excl. Charlie acquisition (13,570 units)

Portfolio development: Strong volume growth at stable overhead cost



Overview Acquisitions FY-2015 / FY-2016

Deal #	Units acquired	Geographic focus	Market	Annual net cold rent	In place rent/sqm	Vacancy rate	Signing	Purchase price	Closing
1	713	Cologne, Leverkusen, Sankt Augustin	High Growth/ Stable	EUR 3.5m	EUR 5.33	2.9%	April 2015	not disclosed	June 2015
2	3,539	Top 2 locations ~60% (Bielefeld, Detmold)	Stable	EUR 14.2m	EUR 5.19	3.6%	November 2015	EUR 225m	January 2016
3	2,037	Duisburg, Essen	Stable/ Higher Yielding	EUR 7.7m	EUR 5.04	6.7%	August 2015	not disclosed	January 2016
4	13,570	NRW (esp. Ruhr area)	Higher Yielding/ Stable	EUR 48m	EUR 4.86	5.3%	December 2015	c.EUR 600m	April 2016
5	1,291	Siegen	Stable	EUR 4.6m	EUR 5.16	17.3%	December 2015	c.EUR 60m	January / July 2016
6	~1,100	Recklinghausen, Herne	Stable/ Higher Yielding	~EUR 4.0m	EUR 4.46	5.4%	April 2016	c.EUR 53m	May 2016
	c.22,000								

Outlook for 2016 & 2017



2016

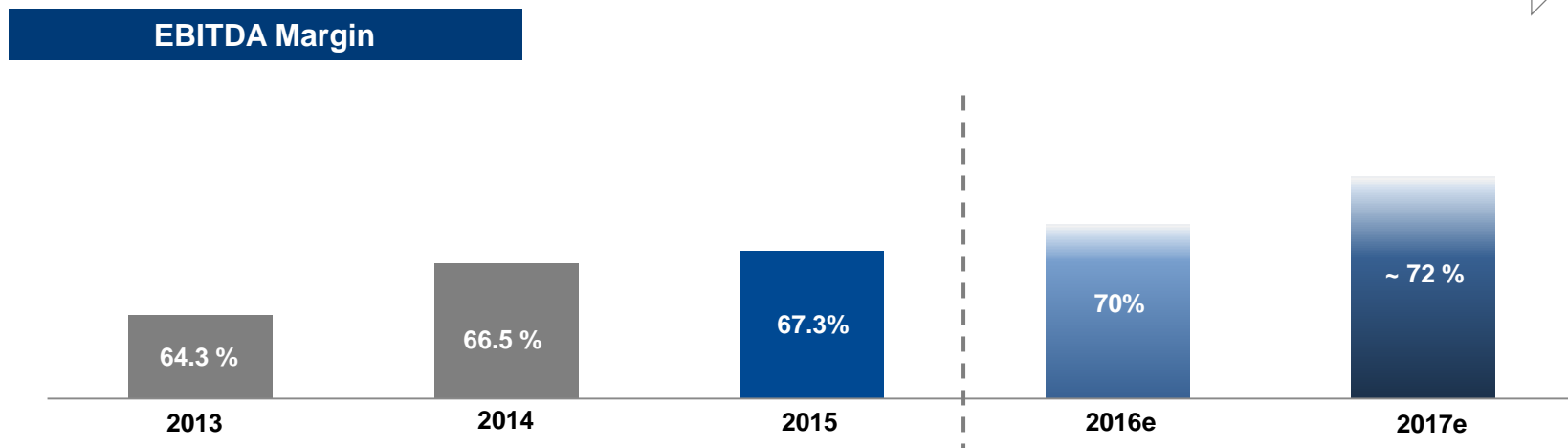
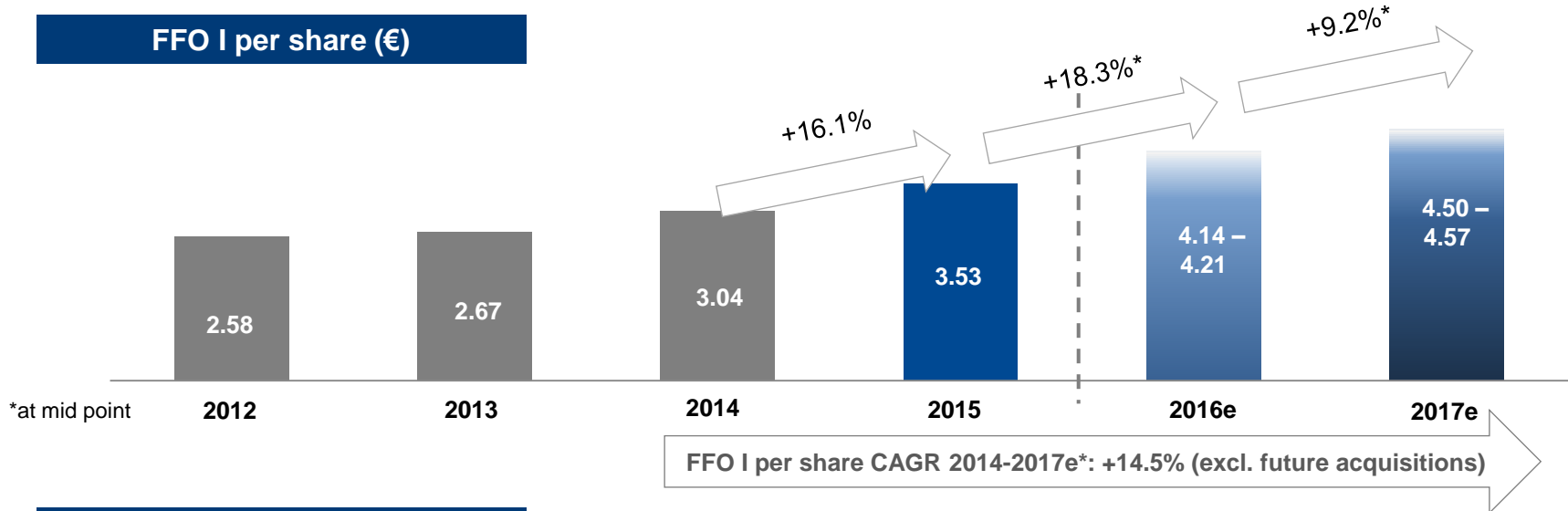
Guidance

FFO I:	€261m - €265m / €4.14 - €4.21 per share (up from €4.09 - €4.17)
L-F-L rent growth:	2.4 - 2.6%
L-F-L vacancy:	Stable (FY-15 comparable: c.2.5%)
Dividend:	65% of FFO I

2017

FFO I:	€284m - €289m / €4.50 - €4.57 per share
L-F-L rent growth:	3.0 – 3.3%

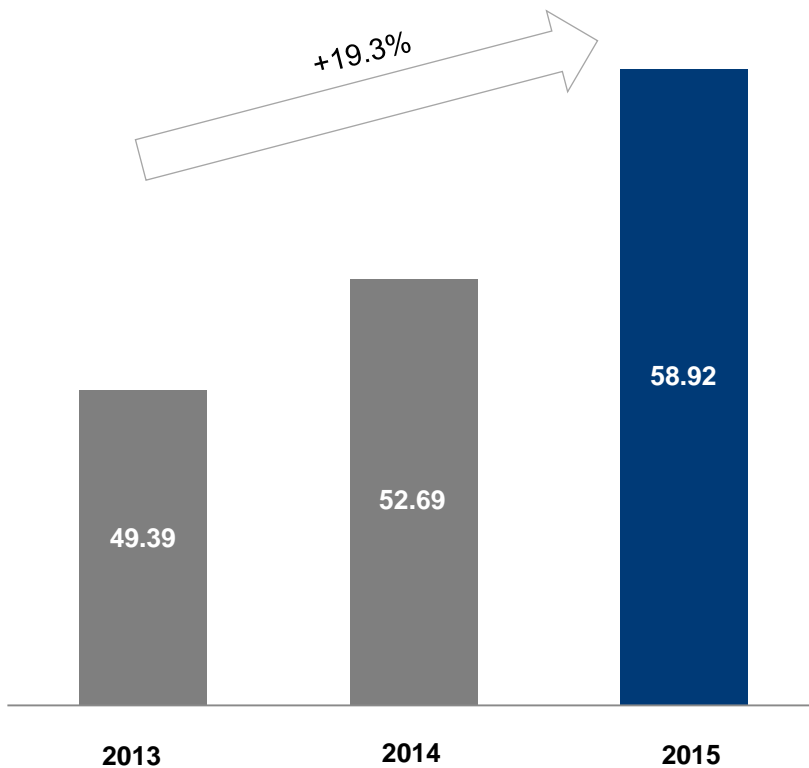
Steady Expansion of Leading Profitability



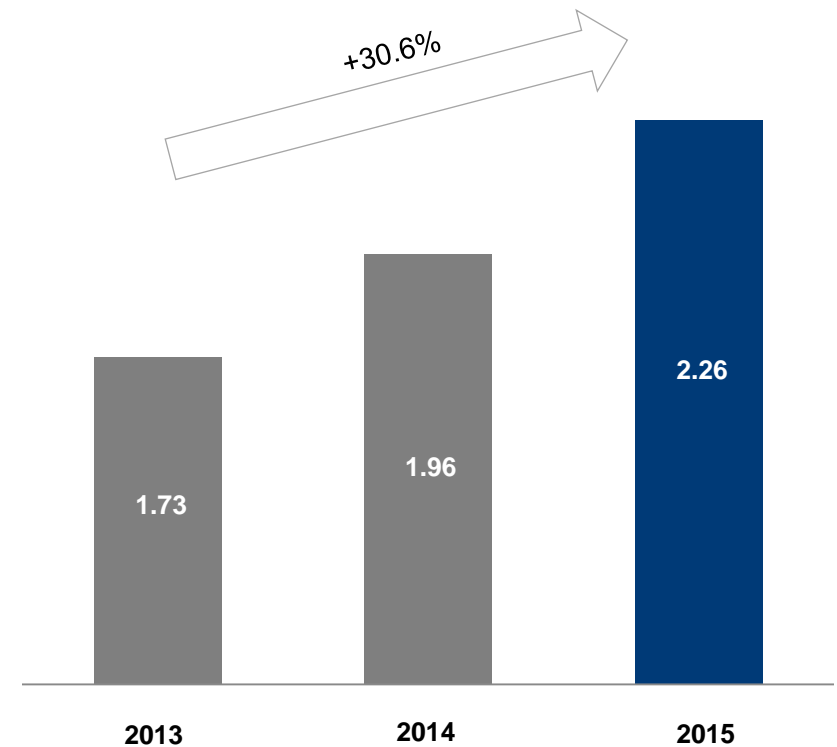
V. Appendix

Generating Appealing Shareholder Returns

NAV per share (€), excl. goodwill



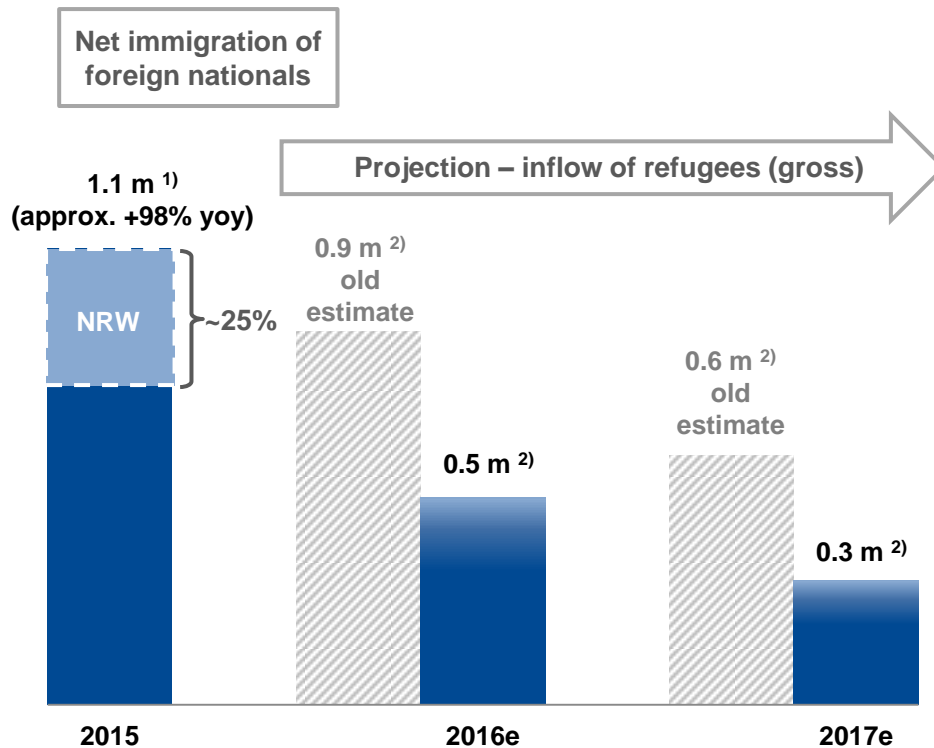
Dividend per share (€)



Net Immigration Expected to Remain at a High Level

About 25% of all refugees coming to Germany migrate to NRW

Immigration to Germany



Sources:

1) Federal Statistical Office (press release 21.03.2016)

2) Deutsche Bundesbank

3) it.NRW (press release 21.03.2016)

Key Facts

- In 2015, net immigration of foreign nationals to Germany amounted to about 1.1m, of which around 278,000³⁾ came to NRW
- Deutsche Bundesbank forecasts 0.8 million additional refugees by 2017
- Additional pressure on affordable housing segment
- Outperformance of German economy attracts qualified new immigration
- Immigration is driving overall population growth, triggering additional growth in net new households
- Liquid labour market and affordable living as pull-factors

LEG's impact

- At the end of June 2016, LEG let about 1,670 units or ~1.3% of its residential portfolio to refugees, either direct (45%) or via municipalities (55%)
- LEG almost fully let with a vacancy rate of 3.4% - scope to let further apartments to refugees is limited
- Upward pressure on rents, limited upside on occupancy

EPRA Net Initial Yield Q2-2016

€ million	30.06.2016	31.12.2015
Investment properties	7,093.1	6,101.6
Assets held for sale	4.9	6.7
Market value of residential property portfolio (net)	7,098.0	6,108.3
Estimated incidental costs	699.5	601.5
Market value of residential property portfolio (gross)	7,797.5	6,709.8
Annualised cash flow from rental income (gross)	508.4	428.1
Non recoverable operating costs	-73.3	-61.4
Annualised cash flow from rental income (net)	435.1	366.7
EPRA Net Initial Yield in %	5.6	5.5

Portfolio

Sound property fundamentals basis for value growth



As of 30.06.2016

Market	Residential Units	GAV Residential Assets (€m)	% of Total Residential GAV	GAV/sqm (€)	In-Place Rent Multiple	Multiples, Estimated Rental Values (31.12.2015)	GAV Commercial/ Other Assets (€m)	Total GAV
High-Growth Markets	38,702	2,586	36%	1,201	17.0x	14.9x	159	2,745
Stable Markets with Attractive Yields	47,551	2,572	36%	773	13.1x	12.1x	98	2,670
Higher-Yielding Markets	41,478	1,818	26%	689	12.4x	11.5x	63	1,881
Subtotal NRW	127,731	6,976	98%	859	14.1x	13.1x	320	7,296
Portfolio outside NRW	1,895	123	2%	959	14.4x	13.3x	1	124
Total Portfolio	129,626	7,098	100%	861	14.1x	13.2x	322	7,420
Other Assets								55
Total (incl. Landbank and DevCo)								7,476

LEG – Adj. EBITDA Margin

Leading profitability despite short term distortion from restricted units

LEG

gewohnt gut.

Adj. EBITDA margin	2015		2014	
	€m	margin %	€m	margin %
As reported	293.7	67.3	259.3	66.5
Gap restricted vs. unrestricted rents ¹⁾	22.5	68.9	21.2	68.2

¹⁾ €/sqm: €4.67 vs. €5.48 in 2015, €4.61 vs. €5.33 in 2014

- 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. 160 bps higher**

Mietspiegel Overview

Expected new Mietspiegel in 2016



Release date (expected)	High-Growth Markets ¹	Stable Markets ¹	Higher-Yielding Markets ¹	Total Portfolio ¹
2016 (Q1)	5,461 units (mainly Bielefeld)	4,135 units (mainly Essen, Detmold)	6,670 units (Hochsauerlandkreis, Hagen)	16,266 units
2016 (Q2)	2,286 units (Bonn)	667 units	1,477 units (Bochum)	4,430 units ²
2016 (Q3)	4,361 units (mainly Bocholt, Gütersloh)	3,658 units (mainly Wuppertal, Unna)	1,250 units (mainly Herten)	9,293 units
2016 (Q4)	660 units	36 units		696 units
Total ¹	12,768 units	8,496 units	9,397 units	30,685 units²

Thereof:	High-Growth Markets ¹	Stable Markets ¹	Higher-Yielding Markets ¹
- Bielefeld	4,040 units		
- Bocholt	1,412 units		
- Bochum			1,477 units
- Bonn	2,286 units		
- Detmold		1,724 units	
- Essen		2,147 units	
- Gütersloh	1,392 units		
- Hagen			1,191 units
- Hochsauerlandkr.			5,479 units
- Unna		1,210 units	
- Wuppertal		2,030 units	

¹ Sub-portfolios also include restricted units

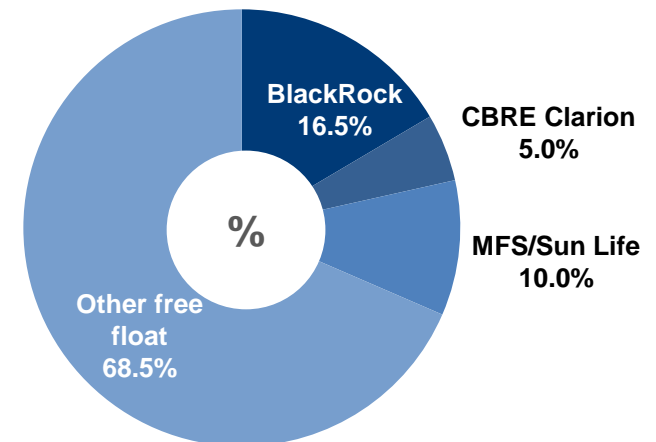
² Total Portfolio also includes 24 units non-NRW

LEG Share Information

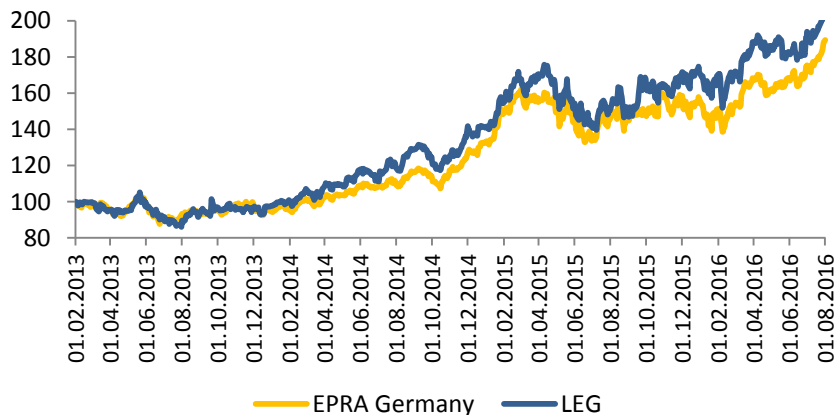
Basic data

- 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 (30.06.2016): MDAX 3.42%; EPRA 2.70%

Well-balanced shareholder structure



Share price (01.08.2016, indexed; 31.01.2013 = 100)



Convertible bond data

- Maturity date: 1 July 2021
- Aggregate principal amount: EUR 300 million
- Initial conversion price: EUR 62.39
- Adjusted conversion price (20 May 2016): EUR 56.8403
- Coupon: 0.50% per annum
- ISIN: DE000LEG1CB5

Source: LEG; shareholdings according to latest voting rights notifications

Financial Calendar

Date	Report/Event
10.08.2016	Quarterly Report Q2 as of 30 June 2016
07./08.09.2016	EPRA Annual Conference, Paris
13./14.09.2016	Global Real Estate Conference, Bank of America Merrill Lynch, New York
20.09.2016	Berenberg & Goldman Sachs German Corporate Conference, Munich
21.09.2016	Baader Investment Conference, Munich
29.09.2016	Société Générale Pan European Real Estate Conference, London
09.11.2016	Quarterly Report Q3 as of 30 September 2016

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Thank you for your interest.