



9M-2024

LEG Immobilien SE 9M-2024 Results

8 November 2024

LEG



9M-2024 Results – Agenda

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Highlights 9M-2024

Financial Summary

9M-2024



Operating results

		9M-2024	9M-2023	+/- %
Net cold rent	€m	643.8	623.5	+3.3%
NOI (recurring)	€m	530.3	516.9	+2.6%
EBITDA (adjusted)	€m	491.7	507.3	-3.1%
FFO I ¹	€m	329.3	352.6	-6.6%
AFFO	€m	152.0	176.9	-14.1%
AFFO per share	€	2.05	2.39	-14.2%
Operating cashflow	€	286.6	306.7	-6.6%
NOI margin (recurring)	%	82.4	82.9	-50bps
EBITDA margin (adjusted)	%	76.4	81.4	-500bps
FFO I margin	%	51.1	56.6	-550bps
AFFO margin	%	23.6	28.4	-480bps

Portfolio

		30.09.2024	30.09.2023	+/- %
Residential units	number	165,299	166,827	-0.9%
In-place rent (I-f-I)	€/sqm	6.78	6.57	+3.2%
Investments (adj.) ²	€/sqm	24.63	22.32	+10.3%
EPRA vacancy rate (I-f-I)	%	2.4	2.5	-10bps

Balance sheet

		30.09.2024	31.12.2023	+/- %
Investment properties	€m	17,761.9	18,101.8	-1.9%
Cash and cash equivalents ³	€m	867.3	405.5	+113.9%
Equity	€m	7,338.9	7,488.2	-2.0%
Total financing liabilities	€m	9,800.0	9,375.8	+4.5%
Net debt ⁴	€m	8,919.6	8,954.4	-0.4%
LTV	%	48.5	48.4	+10bps
Average debt maturity	years	5.8	6.2	-0.4y
Average debt interest cost	%	1.61	1.58	+3bps
Equity ratio	%	37.2	38.8	-160%
EPRA NTA, diluted	€m	9,264.6	9,379.9	-1.2%
EPRA NTA per share, diluted	€	124.41	126.57	-1.7%

1 No steering KPI – for information purpose only. 2 Excl. new construction activities on own land, own work capitalised, consolidation effects and after subsidies.

3 Including short-term deposits of €404.4m as of 9M-2024 (FY-2023: €128.0m). 4 Excl. lease liabilities according to IFRS 16 and incl. short-term deposits.

On track for 2024 – further AFFO growth ahead for 2025

On the back of stabilizing valuations

Financials

- AFFO – **14.1%** to **€152.0m**
- Operating cashflow – **6.6%** to **€286.6m**
- FFO I – **6.6%** to **€329.3m**
- Adj. EBITDA-Margin **76.4%**
- LTV **48.5%**
 - Debt @ **1.61%** for \emptyset **5.8y**
- NTA p.s. **€124.41**

Operations

- Net cold rent **+3.3%**
- I-f-I rental growth **+3.2%**, thereof free-financed **+3.8%**
- I-f-I vacancy **2.4%** (–10bps)

ESG

- Score of **Sustainalytics** ESG Risk Rating further improved to **6.3**, and ranked no. **12** out of **1,007** real estate companies globally
- Top result with latest **Great place to work survey** (74% Trust Index and high participation rate of 76%)
- Field test of 1,000 **termios** thermostats within the LEG portfolio

9M-2024

Guidance 2024 confirmed at €190 – 210m AFFO

Strong operational momentum – financing costs remain low

Stabilization of valuations

H2-24 valuation expected to be 0% to +0.5%

Guidance 2025 offers further AFFO growth of +7.5%¹

Higher rental growth (3.4 – 3.6%) and higher adj. invest. (>€35/sqm)

In total proceeds of c. €330m

Disposals of 3,400 units signed

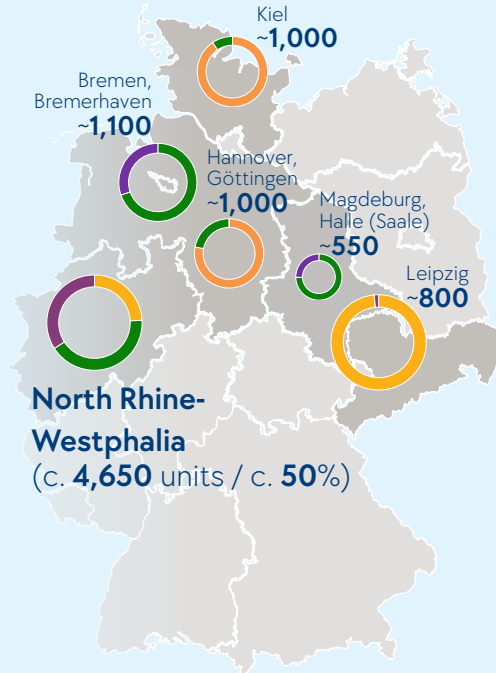
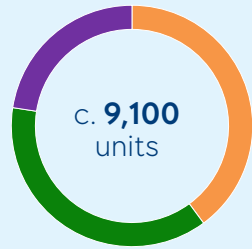
¹ Based on midpoint of 2025 guidance range vs. midpoint of 2024 guidance range.

BCP – a perfect match, adding >5% to LEG’s portfolio

>90% regional overlap strengthens existing locations while Leipzig will become a new hub

Total BCP residential portfolio¹

by units



- High-Growth
- Stable
- Higher-Yielding

¹ Company data per H1-2024 as reported.

BCP profile¹

GAV

%



Residential

82%

- c. 9,100 units, 567k sqm
- avg. rent €7.29 per sqm
- Gross yield 5.4%
- Occupancy 96.4%

Development

17%

- Two projects, total of c. 1,600 units
- Gerresheim with c. 1,500 units biggest building plot in Dusseldorf (c.193k sqm); currently no building permission

Commercial

1%

Transaction overview

- LEG holding pre transaction 35.52%
- Acquisition of 62.78% from Adler Group in two steps
 - Acquisition of 52.68% by 2 January 2025
 - Commitment by Adler to tender another 10.1% in case of public offer
- Acquisition price of €45 per share, totaling €219m for 62.78%
- Corresponds to 48% discount on reported H1-2024 NTA
- Paid via existing cash at hand

BCP – Shifting BCP towards the LEG profitability level in the midterm

Margins as reported H1 24¹ – reflect profitability upside

Adj. / EBITDA



FFO/ FFO I

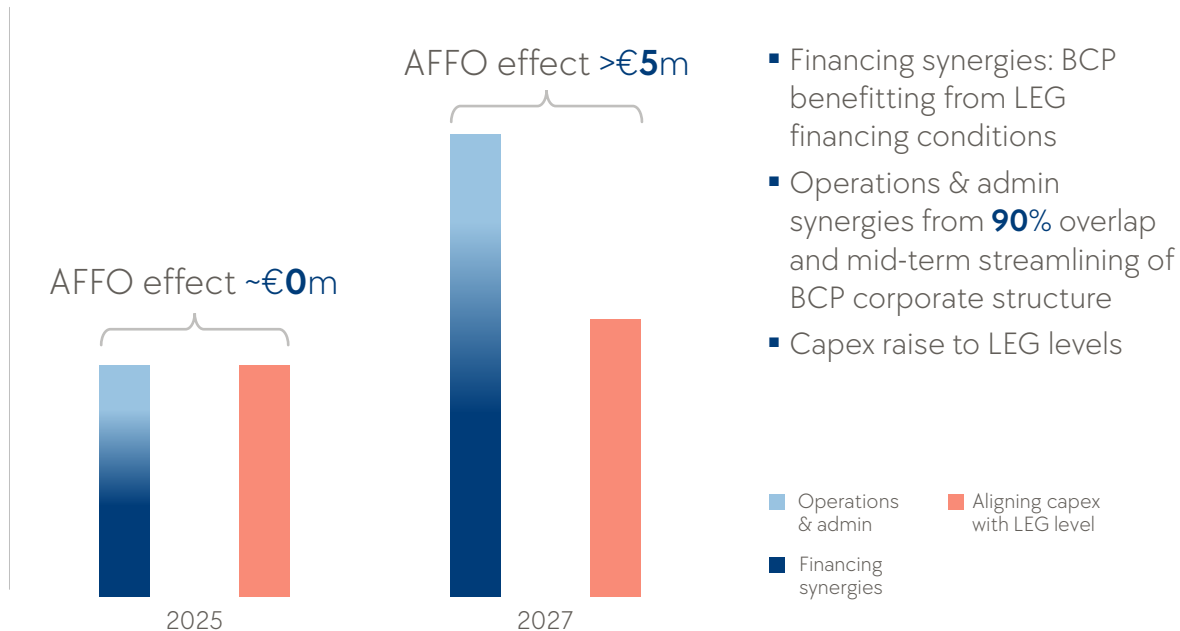


AFFO



Synergies ramp up over time

- Illustrative -



- Financing synergies: BCP benefitting from LEG financing conditions
- Operations & admin synergies from **90%** overlap and mid-term streamlining of BCP corporate structure
- Capex raise to LEG levels

¹ BCP based on reported H1 24 figures and €24.4m net cold rent . AFFO not reported by BCP, capex taken from cashflow



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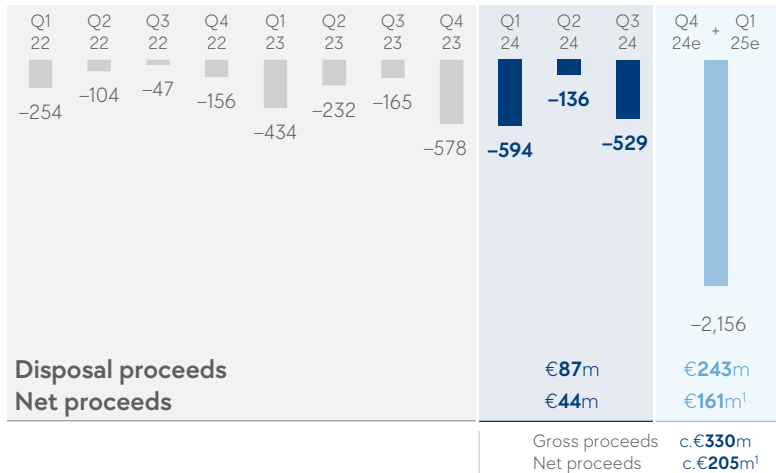
Portfolio & Operating **Performance**

Roughly €330m and almost 3,400 units of disposals YTD

Majority to be transferred in Q4

Portfolio development – Divestments

Number of units



- From the start of our disposal programme in Q1-2022 until 9M-2024 c. **3,200** units transferred for c. **€220m**
- Additionally, so far c. **2,200** units expected to be transferred until year end / Q1-2025 with corresponding proceeds of c. **€243m**
- More disposals in the pipeline

Signed disposals YTD (not yet transferred)

	Price €m	Units
Existing portfolio		
Hanover area (Lower Saxony)	61	766
Essen (NRW) <i>UPDATE</i>	5	84
Recklinghausen (NRW)	22	409
Other incl. commercial <i>UPDATE</i>	19	164
Radevormwald (NRW) <i>NEW</i>	19	324
New built		
Essen/ Duesseldorf (NRW) <i>UPDATE</i>	80	270
Bremen (Bremen)	37	139
Total	c.243	2,156

- Signings reflect recovery of transaction markets
- Disposals at low end as well as high end of quality spectrum
- Rigorous price discipline continued – in total, disposals transacted above book values
- Buyers range from HNWIs, pension funds to smaller domestic and international institutionals

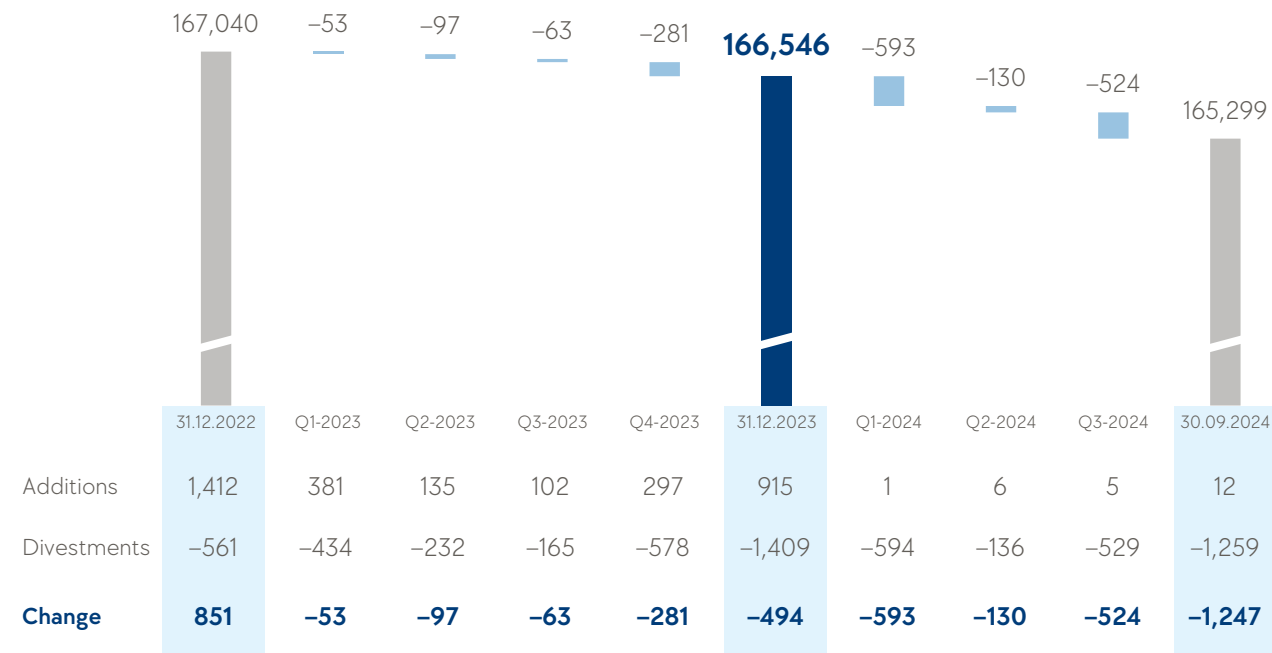
¹ Assuming all signings will ultimately be transferred until year end. Net proceeds = Disposal price less redemption of underlying secured financing, transaction fees and calculatory taxes.

Portfolio transactions

No dramatic changes overall from our portfolio management actions



Number of units based on date of transfer of ownership^{1,2}



Disposals

- YTD disposals incl. transfer of ownership for **1,259** units above book value at **€87m** – translating into proceeds of **€44m**
- Transfer of three larger portfolios with around **450** units in total
- Additionally, c. **2,200** units are expected to be transferred until year end/ Q1-2025 with corresponding proceeds of c. **€243m**
- The additions to the portfolio ytd solely relate to conversions

¹ Residential units. ² Note: The date of the transaction announcement and the transfer of ownership are usually several months apart. The number of units may therefore differ from other disclosures, depending on the data basis.

Rental growth guidance confirmed

Free financed rent growth for FY-2024 expected to be 3.8 – 4.0% (excl. new construction)

I-f-I rent development

€/sqm/month

Residential rent

9M-2024 **6.78**

9M-2023 6.57

+3.2%

Rent table **+1.6%**
Modernisation/Re-letting **+1.6%**

Free financed rent

9M-2024 **7.13**

9M-2023 6.87

+3.8%

I-f-I free financed rent development

€/sqm/month

9M-2024 **8.19**

9M-2023 7.90

High-growth
 +3.6%

9M-2024 **6.85**

9M-2023 6.57

Stable
 +4.2%

9M-2024 **6.42**

9M-2023 6.21

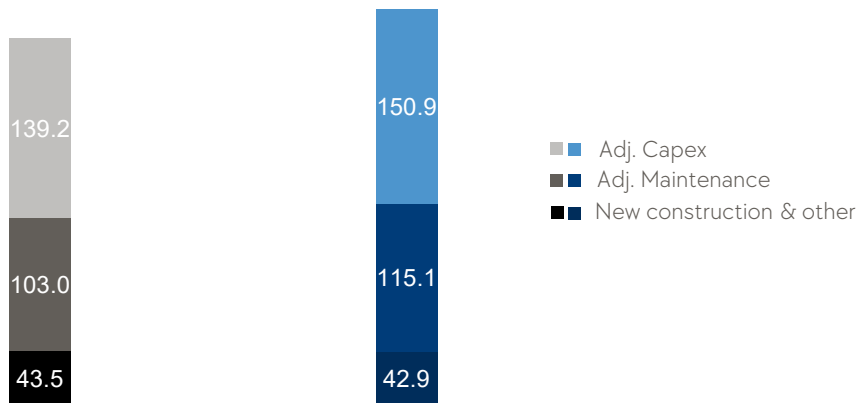
Higher-yielding
 +3.3%

- Free-financed part increased by **3.8%** – guidance unchanged (**3.8%** – **4.0%** I-f-I at year-end 2024)
- No cost rent adjustment in 2024; next increase will be in 2026
- Tenant fluctuation stays at low level of **9.4%** yoy

Capex and Maintenance

Moderate increase – Guidance of €34 per sqm reaffirmed

Adj. Invest per sqm¹ €22.33/sqm — **+10.3%** — €24.63/sqm
 Adj. Invest €m¹: €242.2m €266.0m
 Total Invest €m €285.7m €308.9m



	per sqm	9M-2023	9M-2024	%
Adj. Capex		€12.83	€13.97	+8.9%
Adj. Maintenance		€9.49	€10.66	+12.3%
Adj. Investment¹		€22.32	€24.63	+10.3%

- Adjusted investments per sqm rose by **10.3%** yoy to **€24.63**
- FY 2024 guidance of **€34/sqm** reaffirmed
- On a quarterly basis a more even distribution of investments. However, level to slightly increase in Q4 with higher expected share of finished work
- Capitalisation rate² of **56.7%** (**-80bps** yoy) continues to reflect cash-focused steering
- Investments into construction on own land of **€9.6m**

¹ Excl. new construction activities on own land, own work capitalised and consolidation effects. ² Relates to adjusted investments.



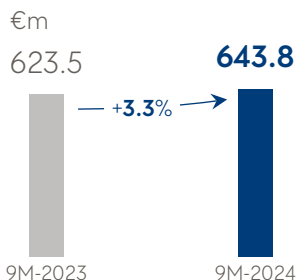
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Financial Performance

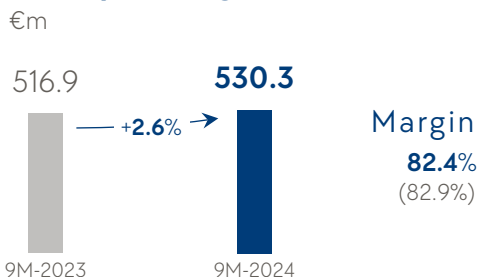
Financial highlights 9M-2024

On track for a steadier AFFO distribution throughout the year

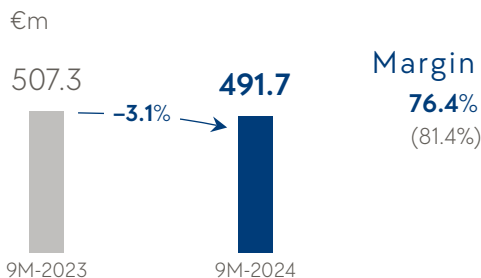
Net cold rent



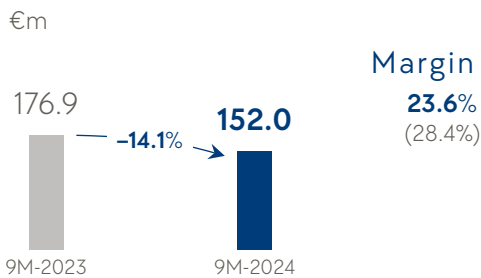
Net operating income (recurring)



EBITDA (adjusted)



AFFO



Net cold rent

- Growth mainly driven by **3.2%** I-f-I rent growth

Net operating income (recurring)

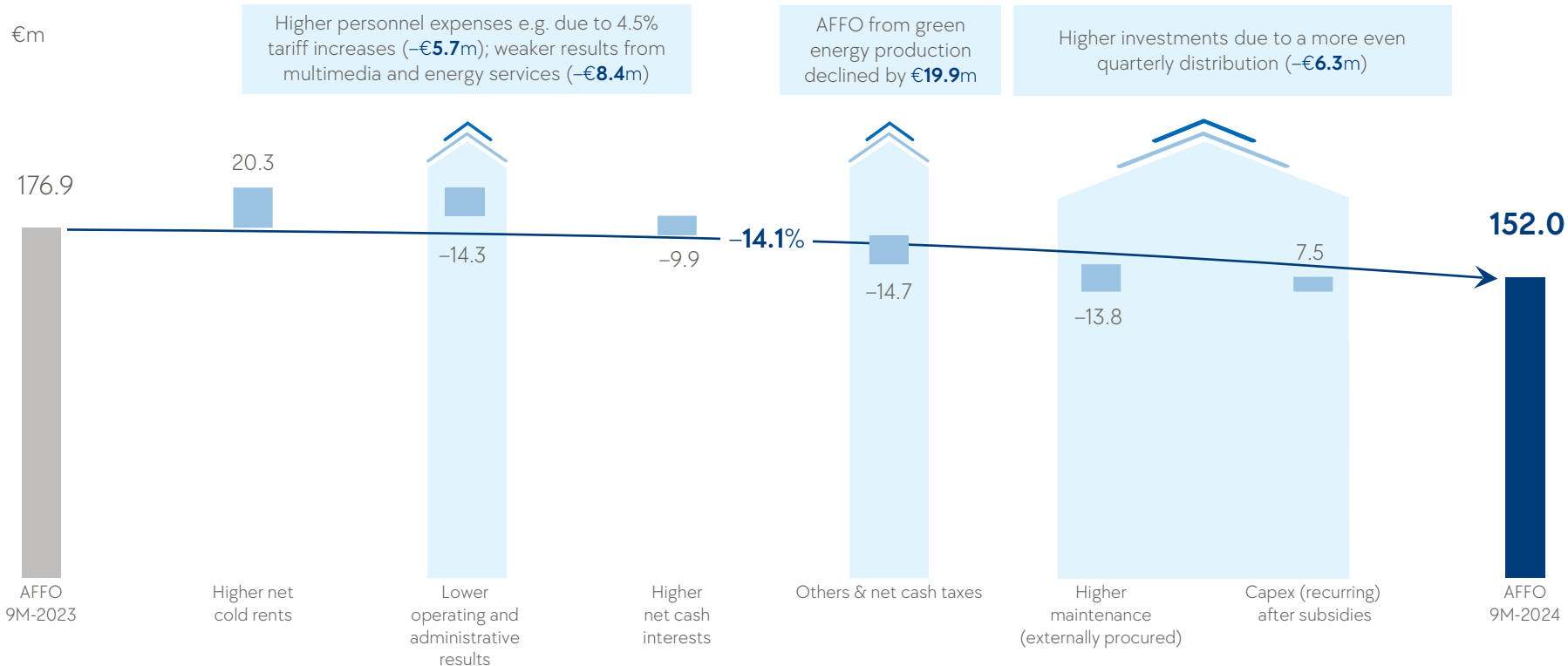
- Increase by **2.6%** mainly driven by higher net cold rent

EBITDA (adjusted) and AFFO

- Decline in AFFO by 14.1% to €152m in particular due to
 - Missing contribution from the green electricity production (–€19.9m) – forward sale business at peak prices in 2022 for 2023
 - Higher investments (–€15.4m)
 - Higher interest payments (–€9.9m)
 - Partly off by effects from subsidies (+€9.1m)

AFFO Bridge 9M-2024

Overall on track for guidance

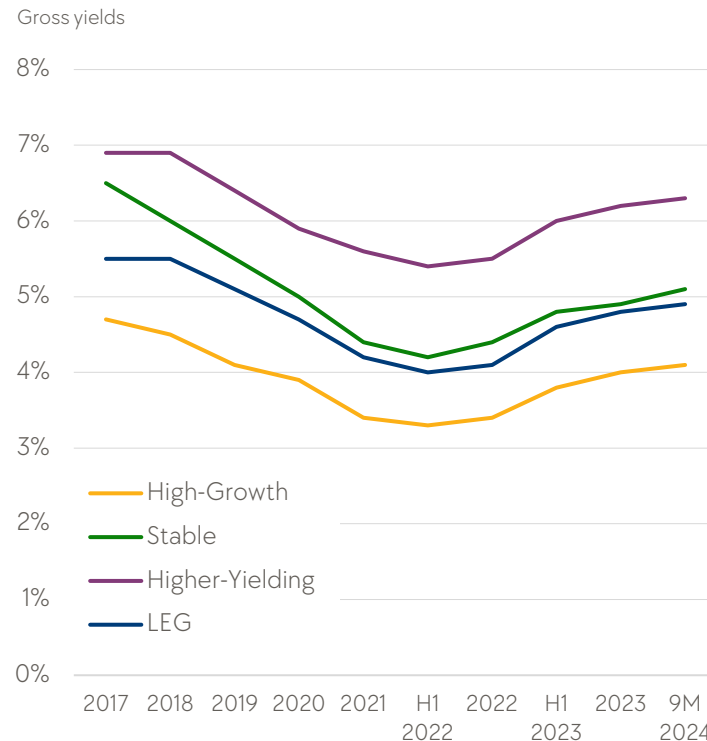


Portfolio values 9M-2024

Valuations troughing with 0% to +0.5% expected for H2 2024



Market segment	Residential Units	GAV Residential Assets (€m)	GAV/sqm (€)	Gross yield	In-Place Rent Multiple	GAV Commercial/Other (€m)	Total GAV (€m)
High-Growth Markets	49,780	7,121	2,209	4.1%	24.5x	295	7,398
Stable Markets	66,524	6,350	1,503	5.1%	19.5x	246	6,592
Higher-Yielding Markets	48,995	3,318	1,131	6.3%	15.8x	90	3,413
Total Portfolio	165,299	16,789	1,617	4.9%	20.3x	631	17,403¹



¹ GAV of IAS 40 portfolio (including leasehold, land value and assets under construction) was €17,762m.

Financial profile

Very low average interest costs of 1.6% support margins going forward



Pro forma maturity profile¹



Average debt maturity



Average interest cost



Loan-to-value



Highlights

- All 2024 maturities refinanced
- Liquidity of > €860m² plus sales proceeds cover BCP acquisition as well as all maturities into late 2025
- Liquidity supported by issuance of convertible bond in September with a volume of €500m and maturity until 2030
- Opportunistic refinancing now also for the 2026 maturities on the agenda
- Undrawn RCFs in the amount of €750m as well as an unused CP program of €600m
- Average debt maturity of 5.8 years with average interest cost of 1.61%
- Average interest hedging rate c.95%
- LTV at 48.5% as of 30 September 2024
- Interest Coverage Ratio (ICR) at 4.1x

¹ The maturity profile is based on the contractually agreed maturities of the financial liabilities. ² Cash and short-term deposits.



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Outlook

Guidance 2024: AFFO of €190m – €210m confirmed

Midpoint of guidance points to AFFO per share growth of c. +10%



	Guidance 2024 ¹
AFFO	€190m – 210m
Adj. EBITDA margin	c.77%
I-f-I rent growth	3.2% – 3.4%
Investments	c.34€/sqm
LTV	Medium-term target level max. 45%
Dividend	100% AFFO as well as a part of the net proceeds from disposals
Disposals	Not reflected ¹

Environment	2024–2027	Installation and commissioning of 2,000 air-to-air heat pumps in 2027 in LEG's portfolio and in third-party portfolios
	2024	4,000 tonnes CO ₂ reduction from modernisation projects and customer behaviour change
Social	2024–2027	Acceleration of the processing time of total LEG tenant complaints by 10% by 31 December 2027 based on the averaged processing time of resolved complaint tickets from March 2024 and September 2024
	2024	Use of 100 LEG staff hours to design, organise or implement intercultural projects until 31 December 2024
Governance	2024	85% of TSP employees, 99% of employees in staff holding LEG group companies have completed the "IT Security" training until 31 December 2024

¹ Guidance based on 166k units.

Guidance 2025: Further AFFO increase towards €205 – 225m



Stronger rent growth and smart spending allows for higher cash generation

	Guidance 2025¹
AFFO	€205m – 225m
Adj. EBITDA margin	c. 76%
I-f-I rent growth	3.4% – 3.6%
Investments	> 35€/sqm
LTV	Medium-term target level max. 45%
Dividend	100% AFFO as well as a part of the net proceeds from disposals
Disposals	Not reflected ¹
Acquisitions	BCP reflected ¹

¹ Based on 172k units (LEG+BCP).

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9M-2024 Results

Appendix

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Financials

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Market

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Portfolio

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ESG

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Financing

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Share Information



FFO I/ AFFO calculation



€m	9M-2024	9M-2023
Net cold rent	643.8	623.5
Profit from operating expenses	-16.5	-16.8
Personnel expenses (rental and lease)	-86.2	-79.4
Allowances on rent receivables	-13.5	-14.0
Other income (rental and lease)	-2.2	0.8
Non-recurring special effects (rental and lease)	4.9	2.8
Net operating income (recurring)	530.3	516.9
Net income from other services (recurring)	1.6	23.1
Personnel expenses (admin.)	-28.7	-23.0
Non-personnel operating costs	-16.1	-19.1
Non-recurring special effects (admin.)	4.5	9.4
Administrative expenses (recurring)	-40.3	-32.7
Other income (admin.)	0.1	0.0
EBITDA (adjusted)	491.7	507.3
Net cash interest expenses and income FFO I	-104.9	-94.9
Net cash income taxes FFO I	-0.2	-4.6
Maintenance (externally-procured services)	-77.5	-63.7
Subsidies recognised in profit or loss	9.1	-
Own work capitalised	14.0	11.4
FFO I (including non-controlling interests)	332.2	355.5
Non-controlling interests	-2.9	-2.9
FFO I (excluding non-controlling interests)	329.3	352.6
FFO II (including disposal of investment property)	324.7	349.4
Capex (recurring)	-177.3	-175.7
AFFO (capex-adjusted FFO I)	152.0	176.9

Net cold rent

- +€20.3m or +3.3% driven by rent increases

Personnel expenses (rental and lease; admin)

- Increase mainly driven by higher wages and one-time inflation compensation payment in Q1 (€3.9m treated as non-recurring special effect)

Net income from other services (rec.)

- Lower income due to absence of positive effects from forward sale of green electricity (€19.9m yoy AFFO impact)

Net cash interest expenses and income

- Increase (-€9.9m) due to refinancings partly offset by higher cash interest income

Investments (maintenance and capex)

- Lower level in previous year, steering adjusted to equally spread expenses over the four quarters of 2024

EPRA NRV – NTA – NDV



€m

	30.09.2024			31.12.2023		
	EPRA NRV – diluted	EPRA NTA – diluted	EPRA NDV – diluted	EPRA NRV – diluted	EPRA NTA – diluted	EPRA NDV – diluted
IFRS equity attributable to shareholders (before minorities)	7,313.9	7,313.9	7,313.9	7,463.2	7,463.2	7,463.2
Hybrid instruments	28.5	28.5	28.5	28.5	28.5	28.5
Diluted NAV (at Fair Value)	7,342.4	7,342.4	7,342.4	7,491.7	7,491.7	7,491.7
Deferred tax in relation to fair value gains of IP and deferred tax on subsidised loans and financial derivatives	1,942.2	1,935.4	–	1,943.4	1,935.2	–
Fair value of financial instruments	–9.2	–9.2	–	–42.0	–42.0	–
Intangibles as per the IFRS balance sheet	–	–4.0	–	–	–5.0	–
Fair value of fixed interest rate debt	–	–	405.1	–	–	744.0
Deferred taxes of fixed interest rate debt	–	–	–88.5	–	–	–156.7
Estimated ancillary acquisition costs (real estate transfer tax)	1,744.1	–	–	1,759.4	–	–
NAV	11,019.5	9,264.6	7,659.0	11,152.5	9,379.9	8,079.0
Fully diluted number of shares	74,469,665	74,469,665	74,469,665	74,109,276	74,109,276	74,109,276
NAV per share (€)	147.97	124.41	102.85	150.49	126.57	109.01

Balance sheet



€m	30.09.2024	31.12.2023
Investment property	17,761.9	18,101.8
Other non-current assets	590.0	559.0
Non-current assets	18,351.9	18,660.8
Receivables and other assets	646.5	287.4
Cash and cash equivalents	462.9	277.5
Current assets	1,109.4	564.9
Assets held for sale	253.5	77.9
Total Assets	19,714.8	19,303.6
Equity	7,338.9	7,488.2
Non-current financing liabilities	7,969.0	8,004.4 ¹
Other non-current liabilities	2,092.9	2,102.3 ¹
Non-current liabilities	10,061.9	10,106.7 ¹
Current financing liabilities	1,831.0	1,371.4 ¹
Other current liabilities	483.0	337.3 ¹
Current liabilities	2,314.0	1,708.7 ¹
Total Equity and Liabilities	19,714.8	19,303.6

Equity ratio: 37.2% (FY-2023: 38.8%)

Investment property

- Capex: +€169.5m
- New construction/completions: +€40.1m
- Revaluation: –€292.6m
- Reclassification for assets held for sale (IFRS 5): –€260.2m

Receivables and other assets

- Increase in short term deposits (+€276.4m)

Cash and cash equivalents

- Operating activities: +€286.6m
- Investing activities: –€373.8m
- Financing activities: +€272.6m (including dividend of –€153.2m)

Financing liabilities

- IAS 1 amendments led to a shift in maturities of financial liabilities and the embedded derivatives of convertibles from medium to short-term (€991.7m) – FY-2023 figures adjusted
- Increase due to issuance of convertible bond with a nominal volume of €500.0m

¹ Previous year's figure adjusted.

Loan to Value



€m	30.09.2024	31.12.2023
Financial liabilities	9,800.0	9,375.8
Excluding lease liabilities (IFRS 16)	13.1	15.9
Cash & cash equivalents ¹	867.3	405.5
Net Debt	8,919.6	8,954.4
Investment properties	17,761.9	18,101.8
Properties held for sale	253.5	77.9
Participation in other residential companies	368.1	340.1
Property values	18,383.5	18,519.8
Loan to Value (LTV) in %	48.5	48.4

¹ Including short-term deposits.

Loan to Value

- Slight increase by **10bps** to **48.5%** ytd, devaluation of portfolio offset by lower net debt
- Strong increase of cash and cash equivalents by **€461.8m** reflects issuance of convertible bond

Participation in other residential companies

- BCP stake (**35.7%**) included with market value of **€196.3m** (+**€28.0m** ytd) based on a share price of **€71.22** at Tel Aviv Stock Exchange as at 30 Sept. 2024 (**€61.04** as at 31 Dec 2023)

Income statement



€m	9M-2024	9M-2023
Net operating income	461.6	450.3
Net income from the disposal of investment property	-2.4	-1.2
Net income from the valuation of investment property	-292.6	-1,495.0
Net income from the disposal of real estate inventory	-0.3	-0.2
Net income from other services	1.2	22.7
Administrative and other expenses	-47.4	-44.5
Other income	0.1	0.1
Operating earnings	120.2	-1,067.8
Net finance costs	-111.4	-152.7
Earnings before income taxes	8.8	-1,220.5
Income tax expenses	1.6	250.6
Consolidated net profit	10.4	-969.9

Net operating income

- Increase of +€11.3m mainly driven by higher net cold rent

Net income from valuation

- Significantly lower devaluation (-1.6% for residential portfolio) compared to H1-2023 (-7.4%)

Net income from other services

- Decline due to absence of positive effects from forward sale of green electricity (€19.9m yoy AFFO impact)

Net finance cost

- Positive valuation effect from the stake in BCP
- Negative impact from the remeasurement of derivatives in connection with the convertible bonds (-€25m)

Latest IAS 1 amendments lead to reclassification of liabilities

No effect on economic maturities, no effect on covenants, no effect on LTV – mere change in disclosure

- CHANGE IN IAS 1**
 - Shift in the maturities of financial liabilities from the medium-term to the short-term range
 - According to the amendment of IAS 1.69 in conjunction with IAS 1.76 A/B, the liabilities from convertible bonds were reclassified as short-term debt, as a conversion of the instruments is technically possible at any time – regardless the economic rationale
- IMPACT ON BALANCE SHEET**
 - Changes reflect exclusively the two convertible bonds
 - The **IAS 1 amendment** leads to a shift of **€991.7m** (previous year: **€925.7m**) from medium-term to short-term financial liabilities, i.e. including to notional and the embedded option
- NO IMPACT ON MATURITIES**
 - The reclassification according to IAS 1 has **no impact** on the **contractually agreed residual maturities**
 - Therefore, the **maturity dates** of the **2017/2025 €400m** as well as the **2020/2028 €550m convertible bonds** remain **unchanged**. The contractual maturities are reflected in the maturity profile on page 18 of this presentation.

COM-PARISON

Contractually agreed maturities of financing liabilities from real estate financing according to IAS 1 before amendments

€ million	Remaining term < 1 year	Remaining term > 1 to 5 years	Remaining term > 5 years	Total
30.09.2024	832.9	4,481.9	4,378.4	9,693.2
31.12.2023	438.5	4,450.7	4,375.7	9,264.9

IAS 1 maturities of financing liabilities from real estate financing

€ million	Remaining term < 1 year	Remaining term > 1 to 5 years	Remaining term > 5 years	Total
30.09.2024	1,824.6	3,929.6	3,939.0	9,693.2
31.12.2023	1,364.2 ¹	3,525.0 ¹	4,375.7	9,264.9

¹ Previous year adapted

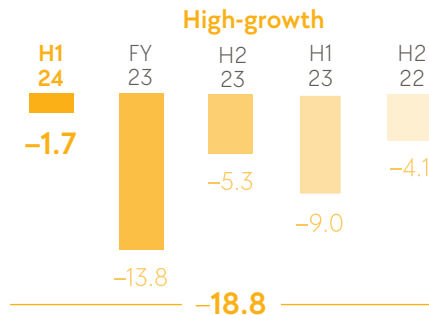
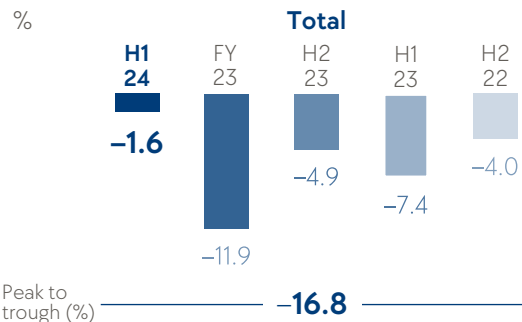
Portfolio valuation H1-2024

Valuation bottoming out – trough in sight

As shown with H1 2024 reporting

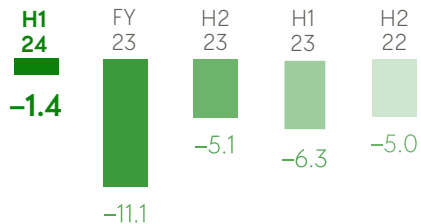


Valuation decline by markets¹



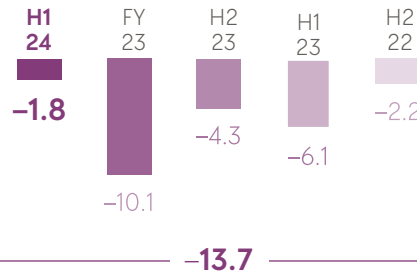
Peak to trough (%)

Stable



Peak to trough (%)

Higher-yielding



Highlights

- Devaluation of **-1.6%** in **H1-2024**, pressure easing off; similar trend in all markets
- Residential transaction market with slight recovery in Q2-2024² (€3.3bn in H1-2024, **+25%** yoy)
- Since peak in H1-2022 combined devaluation effect of c. **16.8%**
- Average object-specific discount rate increased to **5.0%** (FY-2023 **4.7%**), cap rate increased to **5.8%** (FY-2023 **5.7%**)

¹ Property valuation with cut-off date as of 31 March 2024 and revaluation date as of 30 June 2024.

² Source: BNP Real Estate for transactions >30 units.

German residential market

A highly fragmented market – dominated by private owners



Professional owners **34%**

66% Private owners

Public owner **11%**

43% Private Individuals

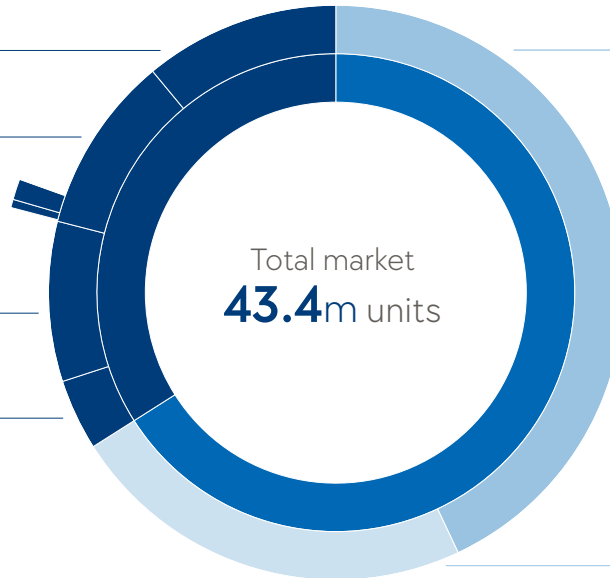
Private companies **10%**

of which

- No. 1 **1.1%**
- **LEG** (No. 2) **0.4%**

Mutuals **9%**

Other private companies
(insurers, funds etc.) **4%**



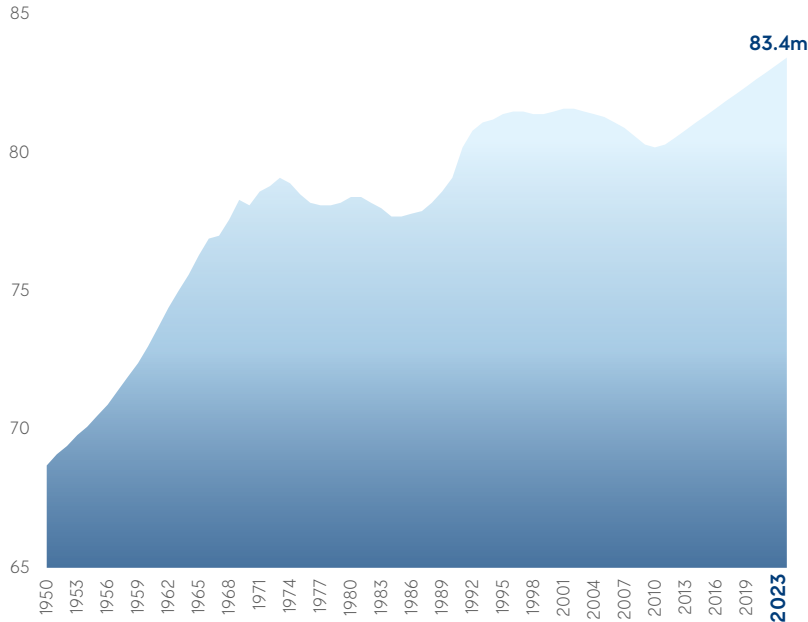
Demand – supply imbalance will persist

New supply continues to erode while population will remain at high level



German population at highest level ever in 2023

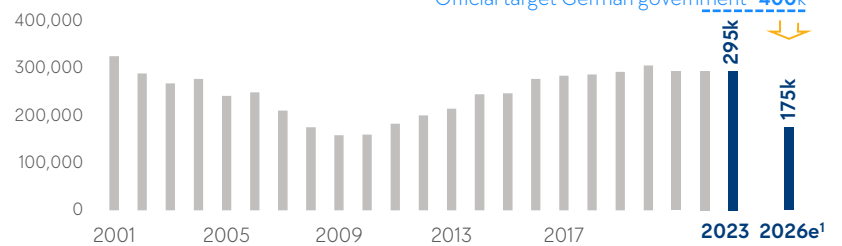
in million



Source: Destatis. 1 ifo Institut.

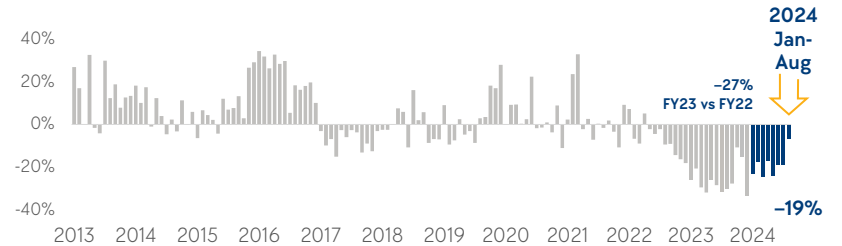
New apartments completed

no. of units



No. of building permissions for apartments continues to drop

in % vs previous year month

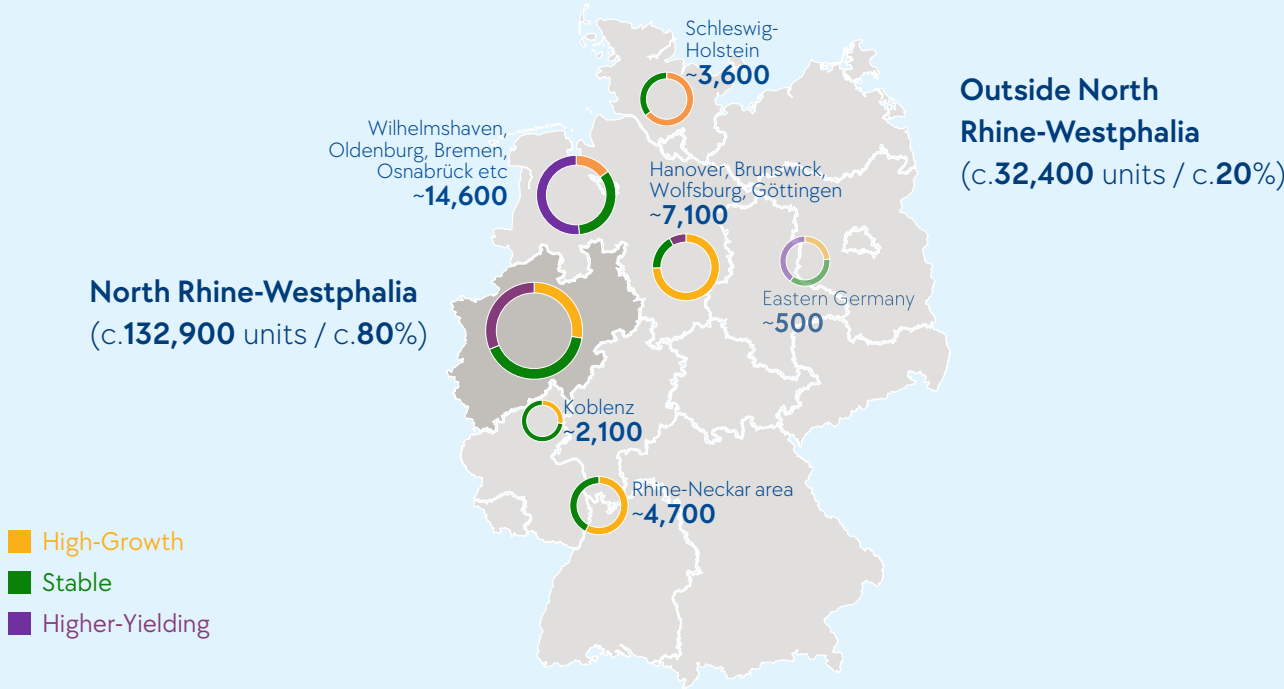


LEG's portfolio comprises of c. 165,300 units

Well balanced portfolio with significant exposure also in target markets outside NRW



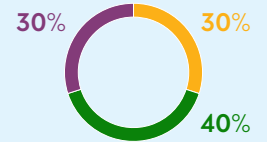
As at 30 September 2024



Total portfolio¹

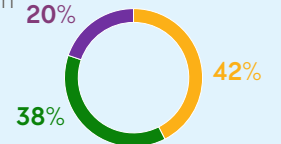
(c. 165,300 units)

by units



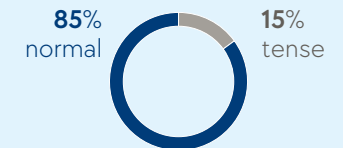
by GAV

€m



by rent regulation

Normal vs. tense markets²



¹ Residential units. ² Tense markets only allow for 15% rent increase on sitting tenants within three year while normal markets allow for 20% and rental break regulations for re-lettings applies.

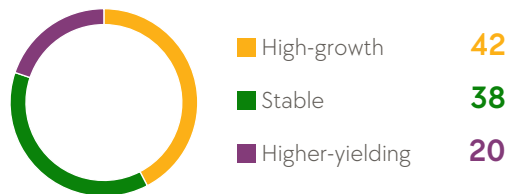
Portfolio KPIs

Rent increases alongside vacancy reduction



Market split (GAV)

%



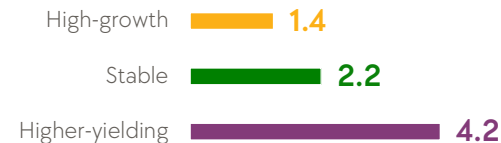
In-place rent, l-f-l

€/m²



Vacancy, l-f-l

%



Markets

	Total portfolio		High-growth		Stable		Higher-yielding	
	9M-2024	▲ (YOY)	9M-2024	▲ (YOY)	9M-2024	▲ (YOY)	9M-2024	▲ (YOY)
# of units	165,299	-0.9%	49,780	-0.3%	66,524	-0.4%	48,995	-2.3%
GAV residential assets (€m)	16,789	-5.4%	7,121	-6.0%	6,350	-4.3%	3,318	-6.0%
In-place rent (m ²), l-f-l	€6.78	+3.2%	€7.60	+3.0%	€6.53	+3.5%	€6.19	+2.9%
EPRA vacancy, l-f-l	2.4%	-10bps	1.4%	-20bps	2.2%	0bps	4.2%	+10bps

Rent regulation in Germany

Only 15% of units located in tense markets



Free-financed units

81% of LEG's units (~135,000 units)

Non-tense markets
~110,000 units

Tense markets²
~25,000 units

Existing
Contracts

Rent increase

- Max. **20%** within **3** years
- Max. increase to local reference rent¹

Rent increase

- Max. **15%** within **3** years (*Kappungsgrenze*)
- Max. increase to local reference rent¹



Modernisation levy

- Annual rent can be increased by **8%** of modernisation costs
- Limit: **€3** per sqm (rent/sqm/month > **€7**) or **€2** per sqm (rent/sqm/month < **€7**) over **6** years

New
contracts

No regulations

Rental brake (*Mietpreisbremse*)

- Increase of max. 10% on local reference rent¹

Rent restricted units

19% of LEG's units (~31,000 units)

Cost rent adjustment

- Every third year (i.e. last was in 2023, next will be in 2026)
- After full repayment of the underlying subsidised loan, the residential unit gets out of rent restriction and regular code applies
- In the case of early repayment, rent restriction continues for another 10 years (tenant protection); then regular code for free-financed units applies

¹ Based on rent table (Mietspiegel). ² In NRW, 18 cities were identified as tense markets, especially Düsseldorf, Cologne and Greater Cologne area, Bonn, Münster. Outside NRW and relevant for LEG are cities such as Brunswick, Hanover, Oldenburg, Osnabrück and Mannheim.

Top locations upcoming rent tables (MSP – Mietspiegel)

Offering the basis for further growth

Location	# Residents	LEG market segment	# LEG free financed units	% of total free financed portfolio	Current MSP type	Current MSP valid since	New MSP expected type	New MSP expected time of update
Detmold	> 50,000	Stable	1,117	0.8	Qualified	12/2021	Qualified	07/2024 ¹
Bonn	>100,000	High-growth	1,527	1.1	Qualified	06/2022	Qualified	12/2024
Remscheid	>100,000	Higher-yielding	1,521	1.1	Qualified	12/2022	Qualified	12/2024
Wuppertal	>100,000	Stable	1,350	1.0	Qualified	12/2022	Qualified	12/2024
Dortmund	>100,000	Stable	9,620	7.2	Qualified	01/2023	Qualified	01/2025
Herne	>100,000	Higher-yielding	2,925	2.2	Simple	01/2023	Qualified	01/2025
Herten	> 50,000	Higher-yielding	1,204	0.9	Simple	01/2023	Qualified	01/2025
Neuss	>100,000	High-growth	668	0.5	Simple	01/2023	Qualified	01/2025
Siegen	>100,000	Stable	1,360	1.0	Simple	01/2023	Simple	01/2025
Braunschweig	>100,000	High-growth	1,987	1.5	Qualified	09/2022	Qualified	03/2025
Bochum	>100,000	Stable	1,224	0.9	Qualified	04/2023	Qualified	04/2025

¹ Publication delayed.

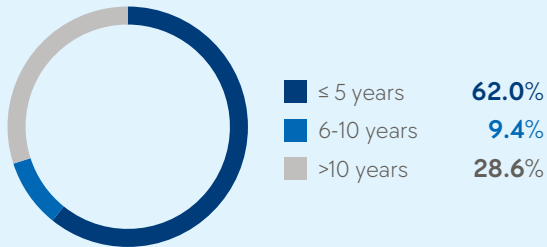
Subsidised units account for around 19% of the portfolio

Reversionary potential amounts to 55% on average

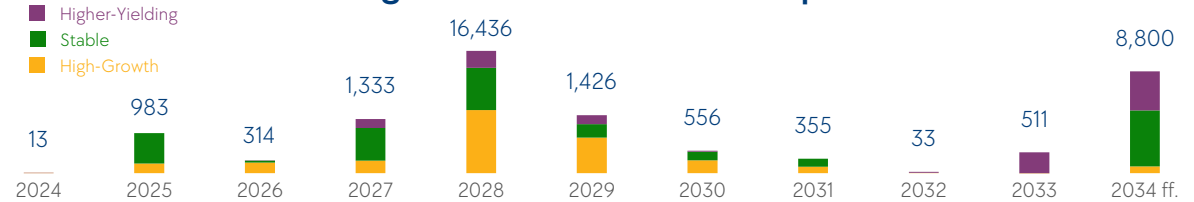
Rent potential subsidised units

- Until 2028, around **19,000 units** will come off rent restriction
- Units show **significant upside to market rents**
- The **economic upside can theoretically be realised the year after restrictions expire** subject to general legal and other restrictions⁴

Around 60% of units to come off restriction until 2028

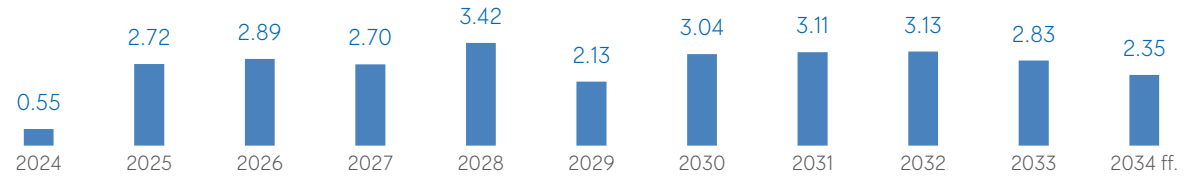


Number of units coming off restriction and rent upside



Spread to market rent

€/sqm/month



	≤ 5 years ²	6 – 10 years ²	> 10 years ²
In-place rent	€5.38	€5.58	€5.36
Market rent ¹	€8.70	€8.13	€7.71
Upside potential ³	62%	46%	44%
Upside potential p.a. ³	€51.0m	€5.9m	€16.8m

¹ 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 = 2024–2028; 6-10 years = 2029–2033; >10 years = 2034ff. ³ Rent upside is defined as the difference between LEG in-place rent and market. ⁴ For example rent increase cap of 15% (tense markets) or 20% for three years.

New construction – finishing the last projects – small in volume

Small size of projects and investment volume, cash potential from built to sell

Completions

number of units per year

- Development on own land
- Acquisitions (3rd party developer)



Remaining completions until 2025

396 units

Investment volume per year

€m



Remaining investment volume until 2025

€43m

Carbon Balance Sheet 2023

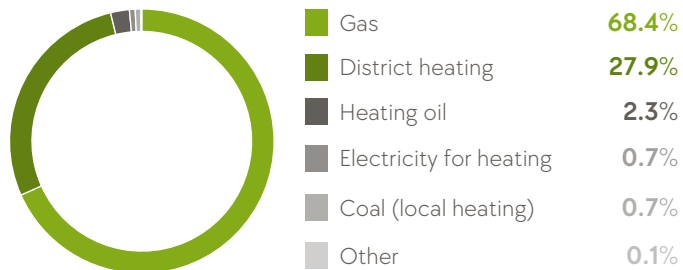
27.3 CO₂ekg/sqm on a market based and climate adjusted basis



Carbon balance sheet

- Bottom-up approach
- BAFA-factors in line with GHG-protocol
- Scope 1 and scope 2
- **27.3 CO₂ekg/sqm** based on heating energy

Heat energy by source (100% of portfolio)



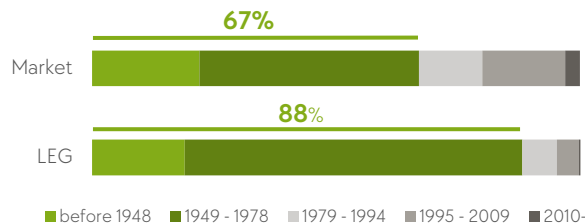
- Based on actual consumption 2022 (61% actuals, 37% energy performance certificates (EPC), 2% estimates)
- Extrapolated for 2023
- Limited assurance by Deloitte

Reflecting our roots

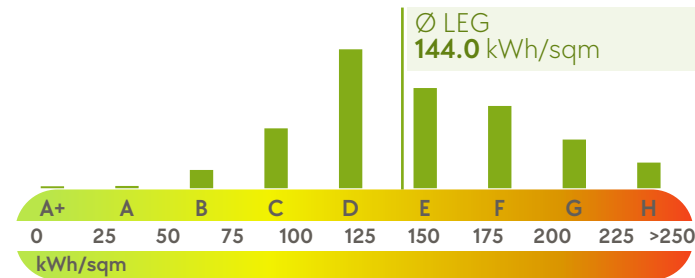
Energy efficiency of our portfolio of **144 kWh/sqm** is a function of corporate DNA & history:

- Providing affordable housing in post-war Germany

LEG portfolio by construction years vs. LEG market



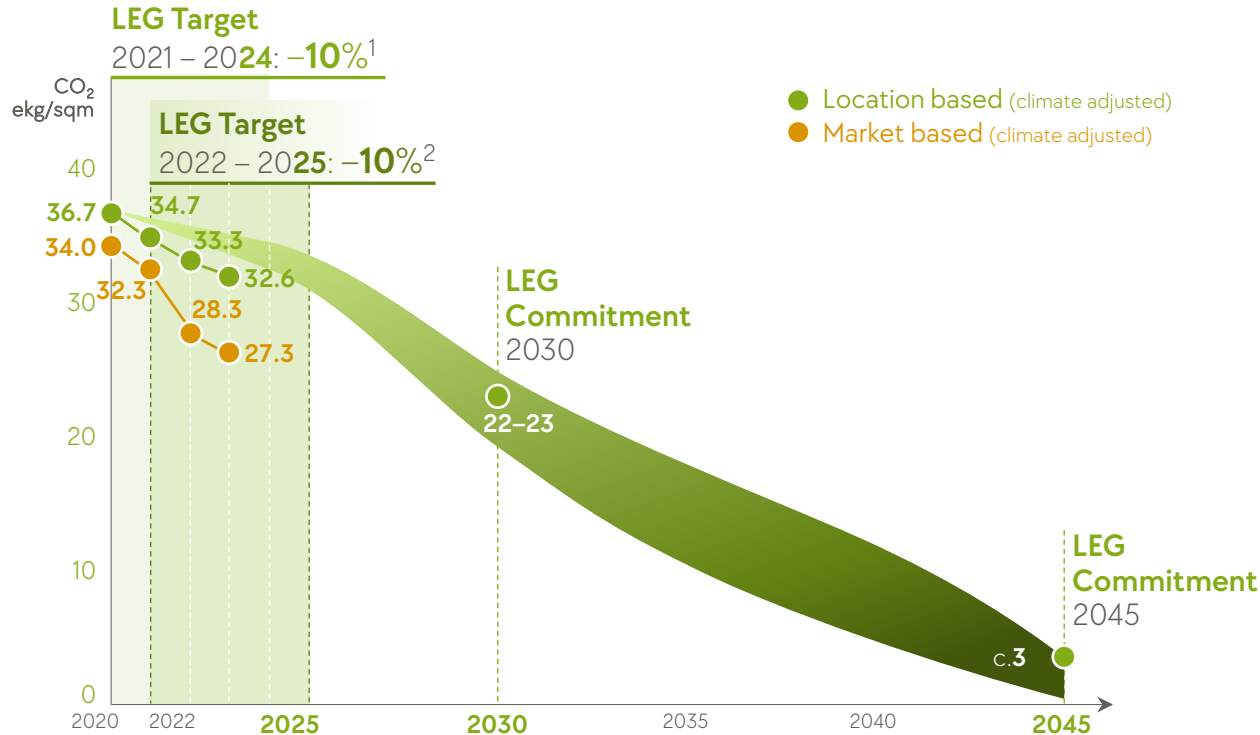
Distribution by energy efficiency classes LEG



Source: Destatis, LEG. Market based on federal states in which LEG is active in.

On track for our target towards climate neutrality

Nudging initiative pays-off and leads to strong and cost-effective contribution



- LEG fully committed to German Climate Change Act to achieve climate neutrality by 2045
- Aligned with strategy via STI/ LTI-component of compensation scheme
- CO₂ reduction in 2023 by **2%** to **32.6kg** (location based) and by **4%** to **27.3kg** (market based)
- Key driver:
 - **8,728t** CO₂ savings of which
 - **6,011t** from nudging-effects
 - **2,717t** from energetic refurbishments
- 2023 and 2024 STI component: **4,000** tons CO₂ reduction from modernisation projects and customer behavior change
- 2023–26 LTI component envisages a **10%** efficiency improvement for investments undertaken

1 Based on FY20 CO₂ level. 2 Based on FY21 CO₂ level. 3 Based on German buildings energy act (GEG).

Among the best in class

Reflecting LEG's strong sustainability commitment

ESG		2019	2020	2021	2022	2023
MSCI	ESG Rating					
SUSTAINALYTICS <small>a Morningstar company</small>	ESG Rating	20.1	10.4	7.8	6.7	6.7
CDP <small>DISCLOSURE INSIGHT ACTION</small>	CDP Score					
SCIENCE BASED TARGETS	SBTi target				SBTs submitted	SBTs approved
ISS ESG	ISS ESG	D+	C-	C-		
EPRA <small>EUROPEAN PUBLIC REAL ESTATE ASSOCIATION</small>	sBPR Award					
DAX	ESG Index		DAX [®] 50 ESG	DAX [®] 50 ESG	DAX [®] 50 ESG	DAX [®] 50 ESG
MSCI	ESG Indices					

Top rating since 2022

No. 6 out of 1,030 in global real estate¹
No. 16 out of 16,009 in global total coverage¹

Since 2022 B-rated, score above sector (B-)

Approved 10/2023, amongst first German residential companies

Prime Status since 2022

Gold rating confirmed since 2020

Member since the beginning of the index

MSCI EAFE Choice ESG Screened Index
MSCI World Custom ESG Climate Series
MSCI OFI Revenue Weighted Global ESG Index

LEG additional creditor information

Sufficient bond covenants headroom



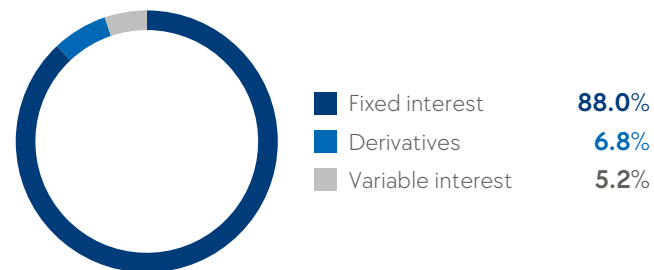
Unsecured financing covenants

Covenant	Threshold	9M-2024
Consolidated Adjusted EBITDA / Net Cash Interest	≥1.8x	4.1x ¹
Unencumbered Assets / Unsecured Financial Indebtedness	≥125%	177.1%
Net Financial Indebtedness / Total Assets	≤60%	47.4%
Secured Financial Indebtedness / Total Assets	≤45%	18.1%

Ratings (Moody's)

Type	Rating	Outlook
Long Term Rating	Baa2	Stable
Short Term Rating	P-2	Stable

Financing mix



Key financial ratios

	9M-2024	9M-2023
Net debt / adj. EBITDA ²	13.9	13.9x
LTV	48.5	46.8%
Secured Debt / Total Debt	38.1	35.8%
Unencumbered Assets / Total Assets	43.0	42.2%
Equity ratio	37.2	40.4%

¹ Based on the adjusted EBITDA definition effective until business year 2022. Based on the adjusted EBITDA definition effective since business year 2023, i.e. excluding maintenance (externally-procured services) and own work capitalized, KPI is 4.7x.

² Average net debt last four quarters / adjusted EBITDA LTM.

Capital market financing

Corporate bonds



Maturity	Issue Size	Maturity Date	Coupon	Issue Price	ISIN	WKN
2019/2027	€500m	28 Nov 2027	0.875% p.a.	99.356%	DE000A254P51	A254P5
2019/2034	€300m	28 Nov 2034	1.625% p.a.	98.649%	DE000A254P69	A254P6
2021/2033	€600m	30 Mar 2033	0.875% p.a.	99.232%	DE000A3H3JU7	A3H3JU
2021/2031	€700m ¹	30 Jun 2031	0.750% p.a.	99.502%	DE000A3E5VK1	A3E5VK
2021/2032	€500m	19 Nov 2032	1.000% p.a.	98.642%	DE000A3MQMD2	A3MQMD
2022/2026	€500m	17 Jan 2026	0.375% p.a.	99.435%	DE000A3MQNN9	A3MQNN
2022/2029	€600m ²	17 Jan 2029	0.875% p.a.	99.045%	DE000A3MQNP4	A3MQNP
2022/2034	€500m	17 Jan 2034	1.500% p.a.	99.175%	DE000A3MQNQ2	A3MQNQ

Financial Covenants

Adj. EBITDA/ net cash interest $\geq 1.8x$
 Unencumbered assets/ unsecured financial debt $\geq 125\%$
 Net financial debt/ total assets $\leq 60\%$
 Secured financial debt/ total assets $\leq 45\%$

¹ Includes €100m bond tap as of 10 July 2023. ² Includes €100m bond tap as of 22 November 2023.

Capital market financing

Convertible bonds

	2017/2025	2020/2028	2024/2030
Issue Size	€400m	€550m	€500m
Term / Maturity Date	8 years/ 1 September 2025	8 years/ 30 June 2028	6 years/ 4 September 2030
Coupon	0.875% p.a. (semi-annual payment: 1 March, 1 September)	0.400% p.a. (semi-annual payment: 15 January, 15 July)	1.000% p.a. (semi-annual payment: 4 March, 4 September)
# of shares	3,531,959	3,580,370	4,256,231
Redemption Price	100.00%	100.00%	106.34%
Initial Conversion Price	€118.4692	€155.2500	€117.4748 (effective: €124.9227)
Adjusted Conversion Price ¹	€113.2516 (since 2 June 2022)	€153.6154 (since 7 June 2022)	No adjustment so far
Issuer Call	From 22 September 2022, if LEG share price >130% of the then applicable conversion price	From 5 August 2025, if LEG share price >130% of the then applicable conversion price	From 25 September 2028, if LEG share price >130% of the then applicable conversion price
ISIN	DE000A2GSDH2	DE000A289T23	DE000A3L21D1
WKN	A2GSDH	A289T2	A3L21D

¹ Dividend-protection: The conversion price will not be adjusted until the dividend exceeds €2.63 (2017/2025 convertible) and €3.562 (2020/2028 convertible). Full dividend protection of the 2024/2030 convertible.

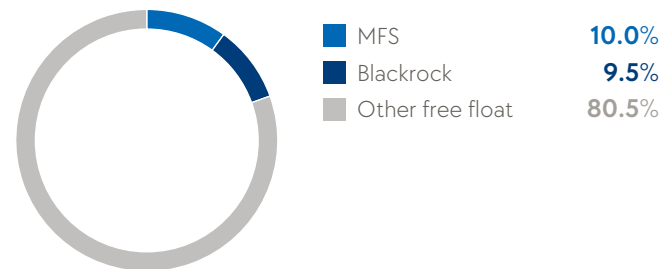
LEG share information



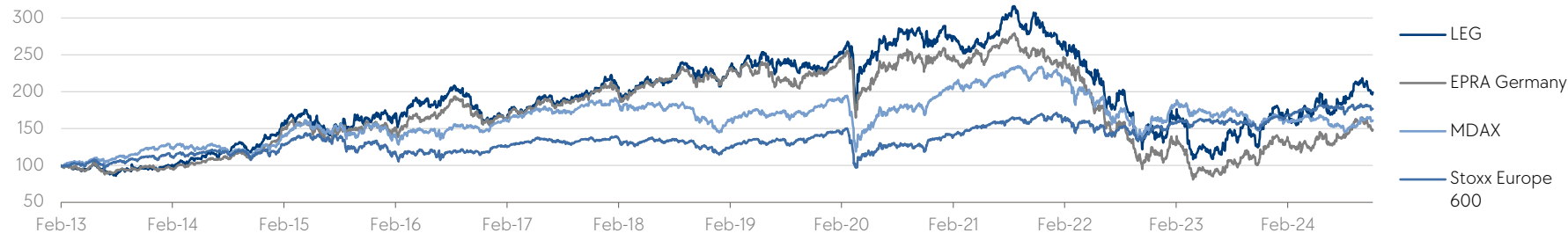
Basic data

Market segment	Prime Standard
Stock Exchange	Frankfurt
Total no. of shares	74,469,665
Ticker symbol	LEG
ISIN	DE000LEG1110
Indices	MDAX, FTSE EPRA/NAREIT, GPR 250, Stoxx Europe 600, DAX 50 ESG, i.a. MSCI Europe ex UK, MSCI World ex USA, MSCI World Custom ESG Climate Series

Shareholder structure¹

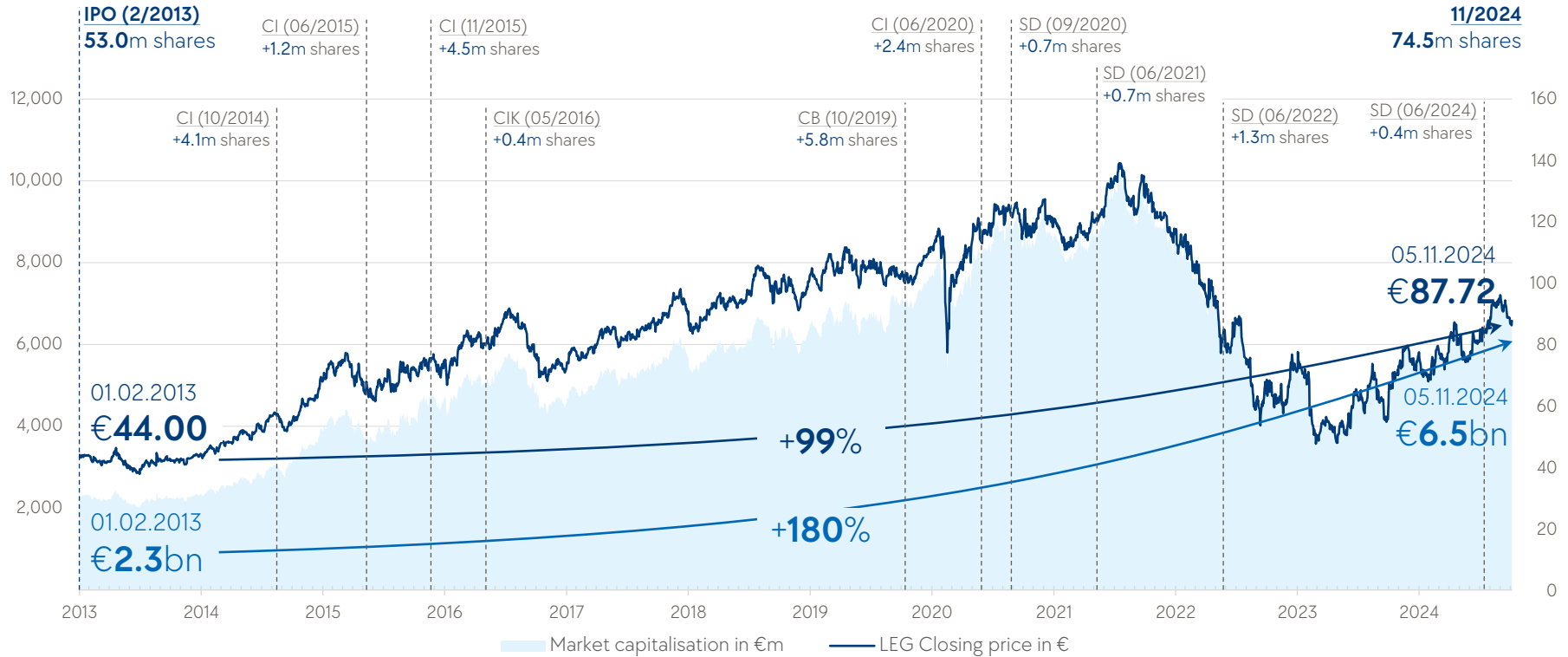


Share (05.11.2024; indexed; in %; 01.02.2013 = 100)



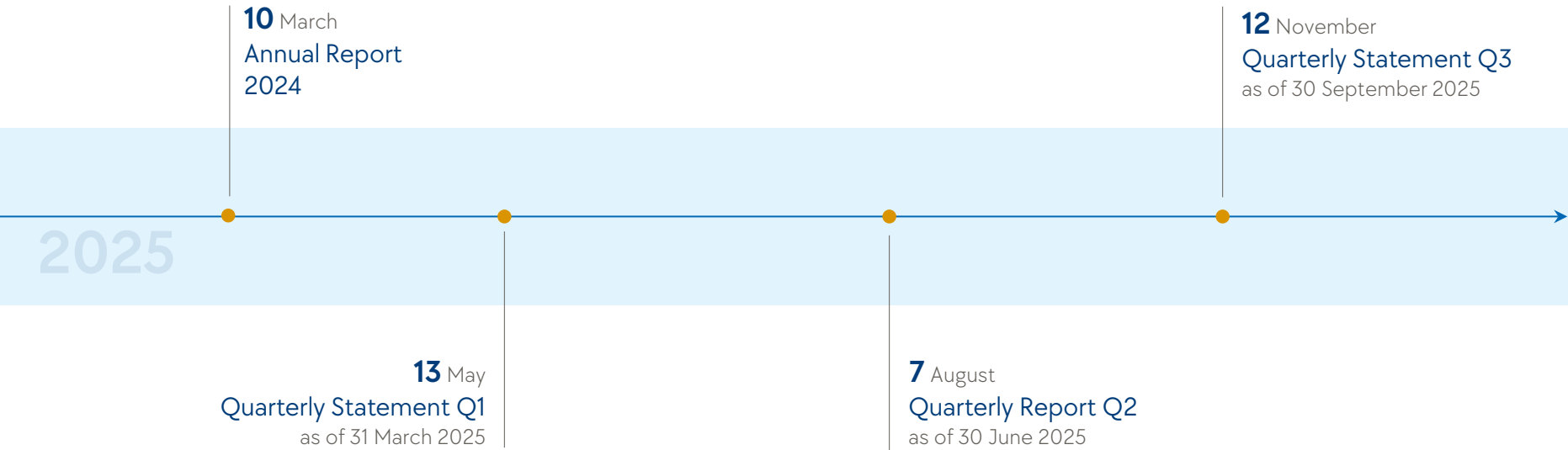
¹ Shareholdings according to latest voting rights notifications.

Share price and market capitalisation since IPO



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

Financial calendar



For our detailed financial calendar, please visit <https://ir.leg-se.com/en/investor-relations/financial-calendar>

IR Contact



Investor Relations Team

Frank Kopfinger, CFA

Head of Investor Relations & Strategy

Tel: +49 (0) 211 4568 – 550

E-Mail: frank.kopfinger@leg-se.com

Karin Widenmann

Senior Manager Investor Relations

Tel: +49 (0) 211 4568 – 458

E-Mail: karin.widenmann@leg-se.com

For questions please use
ir@leg-se.com

Elke Franzmeier

Corporate Access & Events

Tel: +49 (0) 211 4568 – 159

E-Mail: elke.franzmeier@leg-se.com

Gordon Schönell, CIIA

Senior Manager Investor Relations

Tel: +49 (0) 211 4568 – 286

E-Mail: gordon.schoenell@leg-se.com

LEG Immobilien SE | Flughafenstraße 99 | 40474 Düsseldorf, Germany

E-Mail: ir@leg-se.com | Internet: www.leg-se.com