

LEG Immobilien SE

Company Presentation

September 2024

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Company Presentation

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Highlights H1-2024



EPRA vacancy rate (I-f-I)

Financial Summary H1-2024

LEG

Operating results		H1-2024	H1-2023	+/- %
Net cold rent	€m	427.9	414.3	+3.3%
NOI (recurring)	€m	350.2	339.4	+3.2%
EBITDA (adjusted)	€m	323.9	335.2	-3.4%
FFO I ¹	€m	217.9	226.0	-3.6%
AFFO	€m	109.7	118.6	-7.5%
AFFO per share	€	1.48	1.60	-7.5%
Operating cashflow	€	278.0	264.2	+5.2%
NOI margin (recurring)	%	81.8	81.9	-10bps
EBITDA margin (adjusted)	%	75.7	80.9	-520bps
FFO I margin	%	50.9	54.5	-360bps
AFFO margin	%	25.6	28.6	-300bps
Portfolio		30.06.2024	30.06.2023	+/- %
Residential units	number	165,823	166,890	-0.6%
In-place rent (I-f-I)	€/sqm	6.72	6.53	+2.9%
Investments (adj.) ²	€/sqm	15.41	14.08	+9.4%

. / 0/
+/- %
-2.0%
-12.2%
-3.0%
-0.5%
+0.1%
+60bps
-0.2y
+8bps
-70bps
-2.7%
-3.1%

2.5

2.6

-10bps

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 €130.3m as of H1-2024 (FY-2023: €128.0m). 4 Excl. lease liabilities according to IFRS 16 and incl. short-term deposits.

Guidance raise to €190 - 210m AFFO

Continued strong operations point to AFFO per share growth of c.+10%¹



Financials



- AFFO -7.5% to €109.7m
- Operating cashflow +5.2% to €278.0m
- FFO I -3.6% to €217.9m
- Adj. EBITDA-Margin **75.7**%
- LTV **49.0**%/ **48.3**% pro-forma²
 - Debt @ **1.66**% for Ø **6.0**y
- NTA p.s. **€122.59**



- Net cold rent +3.3%
- I-f-I rental growth +2.9%, thereof freefinanced +3.4%
- I-f-I vacancy **2.5**% (-10bps)



- Score of Sustainalytics ESG Risk Rating further improved to **5.1** and ranked no. **6** out of **1,030** real estate companies globally
- LEG was awarded a special prize for targeted learning and employee development (DW Future Prize of the Real Estate Industry)
- LEG ranked no.1 in DAX 50 ESG for ESG achievements, no.3 in STOXX Global ESG **Social Leaders**

H1-2024

Guidance increase to €190 – 210m (€180 – 200m)

Strong fundamentals allow also to lift investments to €34/sqm (€32/sqm)

Valuations bottoming out at around 5% gross yield for LEG

Minor devaluation of 1.6% for H1-2024 – trough in sight

Roughly €285m of disposals YTD

Recovery of the residential transaction market continues

Free financed segment with 3.4% (I-f-I) rent growth

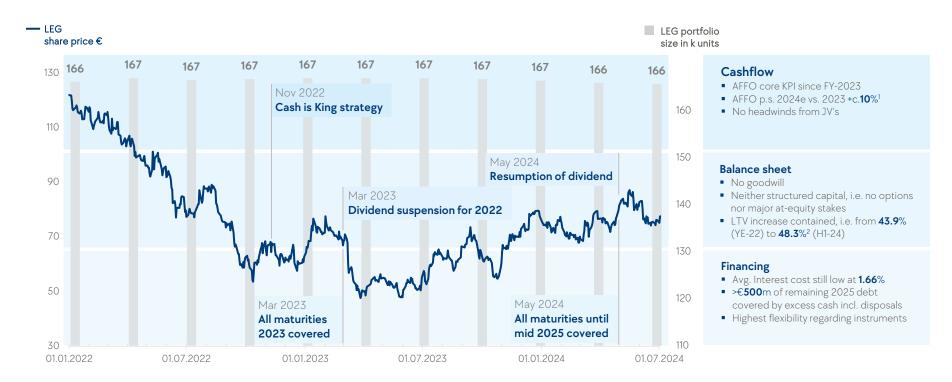
Free financed rents to grow by 3.8 – 4.0% for FY24e

1 Based on midpoint of new guidance range. 2 Based on reported H1 LTV and taking YTD disposals into account.

Early and decisive but neither drastic nor dilutive measures taken



A broadly stable portfolio preserves current and future earnings base



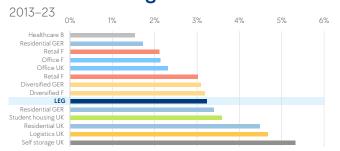
¹ Based on midpoint of new guidance range. 2 Pro-forma as of today. Based on reported H1 LTV and taking YTD disposals into account.

Attractive risk return profile of German residential

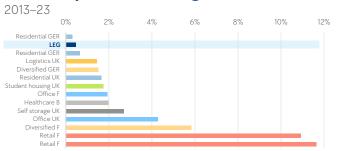


Above average organic growth at low volatility of LEG

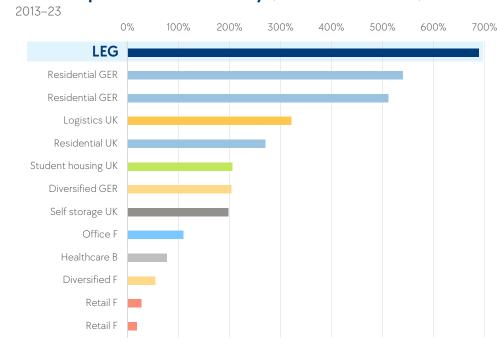
CAGR I-f-I rent growth¹



Volatility of I-f-I rent growth (standard dev.)¹



Growth per unit of volatility (CAGR / standard dev.)



1L-f-l growth based on company reporting since 2013 where available or since IPO/ first time reporting respectively.

Peers include Aedifica, Aroundtown, Covivio, Gecina, Grainger, Klepierre, LandSec, Segro, Shurgard, TAG, Unite, URW, Vonovia. Representative selection of European real estate companies.



Portfolio & Operating Performance

Roughly €285m and almost 2,900 units of disposals YTD



Majority to be transferred in the second half of the year

Portfolio development - Divestments



Gross proceeds c.€285m Net proceeds c.€193m¹

- From the start of our disposal programme in Q1-2022 until H1 2024 c.**2,700** units transferred for c.**€182**m
- So far 2,145 units expected to be transferred in the course of the year with corresponding proceeds of c.€234m
- More disposals in the pipeline

Signed disposals YTD (not yet transferred)

	Price€m	Units
Existing portfolio		
Krefeld (NRW)	16	236
Warburg (NRW)	5	86
Hanover area (Lower Saxony)	61	766
Dortmund/ Essen (NRW) NEW	10	170
Recklinghausen (NRW) NEW	22	409
Other incl. commercial UPDATE	20	128
New built		
Essen/ Duesseldorf (NRW)	63	211
Bremen (Bremen) NEW	37	139
Total	c. 234	2,145

- 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
- One disposal with a volume of c.€35m regarding a commercial complex (announced in Q4-23) did not close
- Buyers range from HNWIs, pension funds to smaller domestic and international institutionals

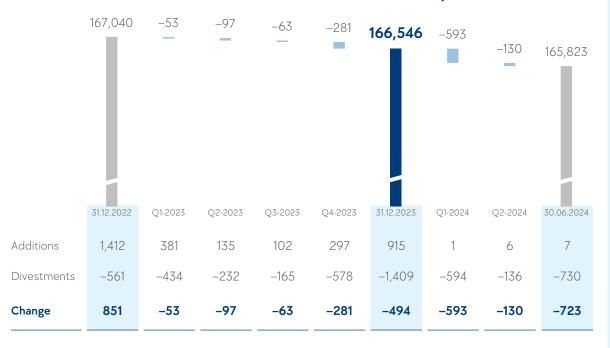
1 Assuming all signings will ultimately be transferred until year end. Net proceeds = Disposal price less redemption of underlying secured financing, transaction fees and calculatory taxes.

Portfolio transactions H1: 730 units transferred in H1



More transfers to come for H2 based on YTD signings

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



Disposals

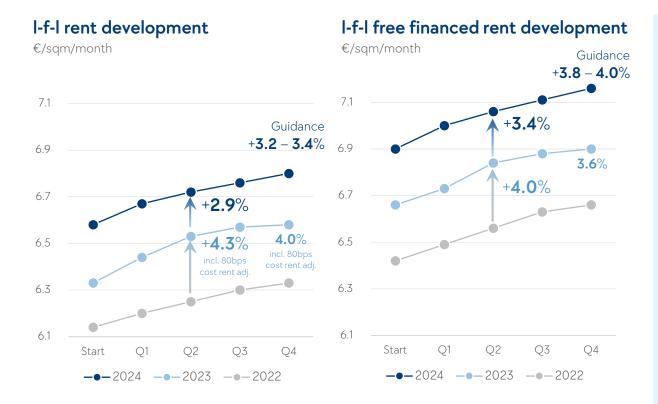
- Disposal incl. transfer of ownership for 730 units above book value at €51m –translating into net proceeds of €26m
- Signed disposals in H1 include two bigger block sales with around 400 units. Remainder consists of smaller tickets to maximise price and safeguard shareholder value
- Signed disposals make up for 2,145 / c.€234m to be transferred in the course of the year
- 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.

Rent growth guidance confirmed



Scale-up in H2-2024, previous year's reporting date marked by early implementation of rent increases

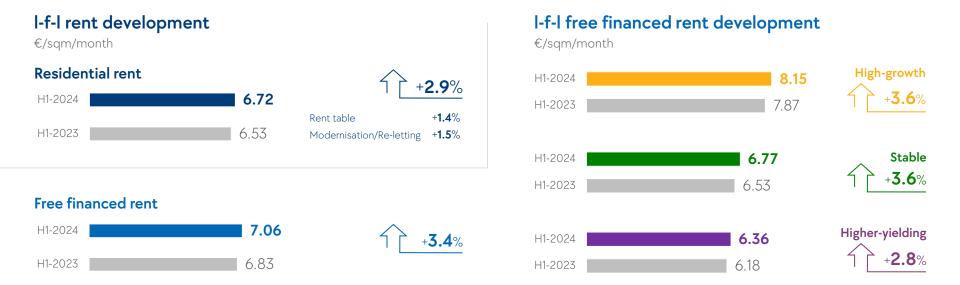


- Fully on track for **3.2**% **3.4**% l-f-l rent growth guidance
- Based on strong **3.8**% **4.0**% l-f-l rent growth for the free financed units
- 2.9% rent growth in H1-24 affected by last year's peak in rent increases in Q2 with a strong rent growth of
 4.3% due to earlier publication of rent tables
- Despite lower rent growth yoy as of H1-24, rent growth at year-end will be at least on the level of FY-23 excl. the cost-rent effect of 80 bps back then

Rental growth guidance confirmed

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



- Free-financed part increased by **3.4**% slowdown vs. Q1 as Q2-2023 was marked by high rent increases guidance unchanged
- New rent table example: Gütersloh (Westphalia) +13% for typical LEG apartment
- No cost rent adjustment in 2024; next increase will be in 2026
- Tenant fluctuation stays at low level of 9.3% yoy

Capex and Maintenance



Moderate increase in first half – FY-2024 guidance raised to c.€34 per sqm



- Adjusted investments per sqm increased by 9.4% yoy to €15.41
- Investment guidance raised to ~€34 per sqm
 - Increased investments in refurbishments to support ongoing vacancy rate reduction and optimisation of rent increases
- Substantial investment to retrofit a hotel asset due to reversal of original sales contract (announced Q3-23)
- Capitalisation ratio of 55.0%² (-270bps yoy) continues to reflect cash-focused steering
- Investments for construction on own land of €6.8m in H1-2024

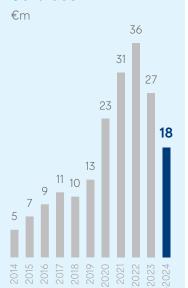
1 Excl. new construction activities on own land, own work capitalised, consolidation effects and after subsidies. 2 Relates to adjusted investments.

Value-added services with solid AFFO contribution

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Higher investment into energy business will affect AFFO generation in H2

AFFO contribution – Services



Main service entities

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WohnService

Partner



100% entity

Multimedia: TV, internet and telephone

Launch
January 2014

LEG

EnergieService

Partner

~100

partners from energy and technical service providers

100% entity

Electricity, heating, gas, metering

Launch March 2015



TechnikService

Partner



Joint venture (51%)

Small repair work, craftsmen services

Launch
January 2017



LWS Plus

Partner

~130

partners from craft companies and technical service providers

> 100% entity

General contractor services

Acquisition October 2020

Further service entities of LEG

RENOWATE

Joint Venture: provides serial energetic refurbishment of properties

termios

Joint Venture: developed the first smart thermostat for hydraulic balancing

dekarbo°

Joint Venture: offers comprehensive service around air-to-air heat pump installation

youtilly

Fully digital platform: facilitates services like green keeping and cleaning between property owners and providers



LEITWerk

Dedicated electricians company set-up and hirings started



Financial Performance

335.2

H1-2023

H1-2024

Financial highlights H1-2024

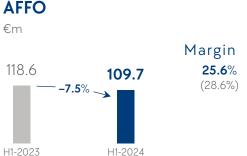
Net cold rent growth offsets higher energy costs



Margin

75.7%

(80.9%)



Margin

81.8%

(81.9%)

Net cold rent

• Growth mainly driven by 2.9% l-f-l rent growth

Net operating income (recurring)

- Increase by **3.2**% mainly driven by higher net cold rent
- Margin of 81.8% virtually unchanged as costs, e.g. personnel expenses, increased in-line

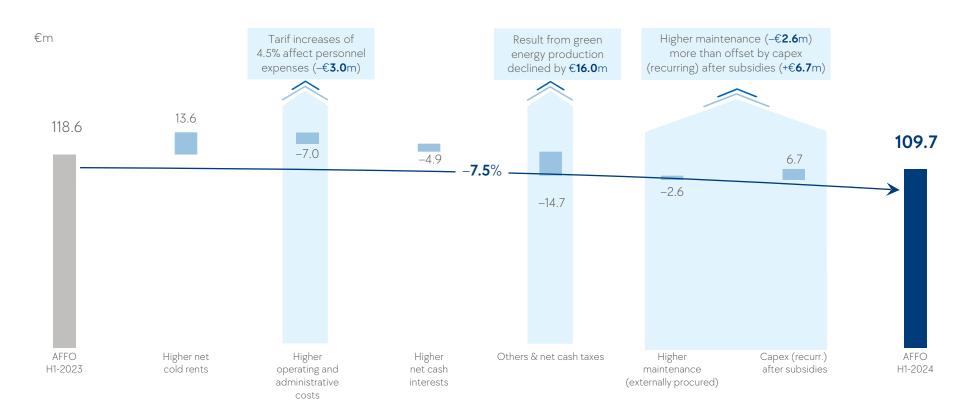
EBITDA (adjusted) and AFFO

- Lower contribution from the green electricity production (-€16.0m). Forward sale business at peak prices in 2022 for 2023
- Decline in AFFO by **7.5**% to **€109.7**m further driven by higher cash interest expenses (**-€4.9**m)

AFFO Bridge H1-2024

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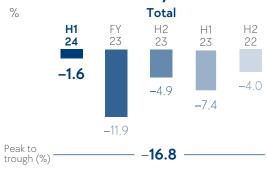
Lower contribution from green energy production results in AFFO decline



Portfolio valuation H1-2024

Valuation bottoming out – trough in sight

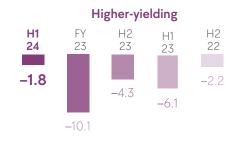
Valuation decline by markets¹











-13.7 -

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.

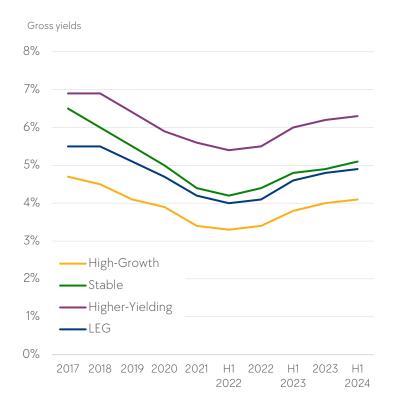
² Source: BNP Real Estate for transactions >30 units.

Portfolio values H1-2024

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Back at attractive levels of c.5% gross yield, 4% net yield

Market segment	Residential Units	GAV Residential Assets (€m)	GAV/ sqm (€)	Gross yield		GAV ommercial/ Other (€m)	Total GAV (€m)
High- Growth Markets	49,789	7,103	2,202	4.1%	24.6x	295	7,398
Stable Markets	66,672	6,346	1,491	5.1%	19.6x	246	6,592
Higher- Yielding Markets	49,362	3,323	1,122	6.3%	15.9x	90	3,413
Total Portfolio	165,823	16,772	1,606	4.9%	20.4x	631	17,403 ¹



Financial profile



2024 maturities completely refinanced – 60% of 2025 maturities covered by pro-forma excess cash





Highlights

- All 2024 maturities refinanced opportunistic refinancing of the 2025 maturities now in focus
- Upcoming secured maturities in 2025 reduced to c.€458m after early redemption of c.€100m
- Convertible bond in the amount of €400m due in September 2025
- Undrawn RCFs in the amount of €750m as well as an unused CP program of €600m
- Robust liquidity position of > €350m²
- 60% of the 2025 maturities already covered with cash and cash from sales proceeds (>€500m), i.e. next maturities in September 2025
- Average debt maturity of 6.0 years with average interest cost of 1.66%
- Average interest hedging rate c.94%
- LTV at 49.0% as of 30 June 2024 (pro-forma 48.3%)³
- Interest Coverage Ratio (ICR) at 4.3x

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

3 Based on reported H1-2024 LTV and taking YTD disposals into account. 4 Covered by existing excess cash and incoming net proceeds from disposals.



Guidance 2024: AFFO improvement to €190m – €210m



Investments increase to 34€/sqm to optimise operational results

				Guidance 2024 ¹	
AFFO			UPDATE	€190m - 210m (before: €180m - 200m)	
Adj. EBITDA margin				c. 77 %	
l-f-l rent growth				3.2% – 3.4%	
Investments			UPDATE	c. 34 €/sqm (before: c. 32 €/sqm)	
LTV				Medium-term target level max. 45%	
Dividend			100% AFFO as we	ell 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 portfolios and in third-party portfolios			
	2024	4,000 tonnes CO ₂ reduction from modernisation projects and customer behaviour chang			
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 t	o design, organise or implemen	t 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			



Who we are and what we stand for

Affordable housing in Germany

Made in NRW – Rolled out to Germany



Aachen



Bremen



Dusseldorf



Duisburg



Flensburg



Hamm



Hanover



Kaiserslautern



Mannheim



Münster



Remscheid



Solingen



Affordable housing in Germany Made in NRW

LEG



German residential pure play

Pure Play:

Residential + Germany

Focus on affordable living segment

Focus NRW (c. **80%** of assets), **no. 1** in NRW

Market cap c. €6.5bn¹, 100% tradeable shares



Lean balance sheet

One asset class

No goodwill

NTA: **€122.59**

Equity ratio: 38.1%

GAV/m² € 1,606

No hidden financing structures

Ø financing cost 1.66%, Ø maturity 6.0 years

Investment grade rating



Social responsibility

500,000 tenants/ **166,000** apartments

Average rent per unit c. €420 per month/€6.73 per sqm

c. **19%** social housing (rent-restricted)



Consolidation of platform

Avoiding complexity

Acquisitions stopped - Shifting to net seller - but flexible to "switch back on"

Run-off new construction

Cash neutrality focus



Focus on cash while exploiting growth opportunities

LEG

A resilient business model



- Large demand/supply gap with 750k units missing already today
- Further widening supply/demand imbalance as new developments will tumble to <100k units by 2025e
- LEG strongly positioned as no.1 in NRW and no.2 in Germany fully rented out



- AFFO as internal and external KPI
- AFFO as basis for dividend policy in a higher interest rate environment
- Full flexibility remains to increase share of debt-financed investments if market conditions ease

Resilient business model to provide stable operating cash flows

- Crisis proven business model during GFC and Corona crisis
- Pure Play at a lean balance sheet
- Higher refinancing costs to be broadly compensated by rent increases

Structural growth drivers to support top line growth

- Market rent growth supported by demand situation to support structural mid-term growth
- Growth from subsidised units in 2026 and transition of >16k units into free-financed units in 2028
- Ongoing modernisation and decarbonisation investments allow for additional rent adjustments

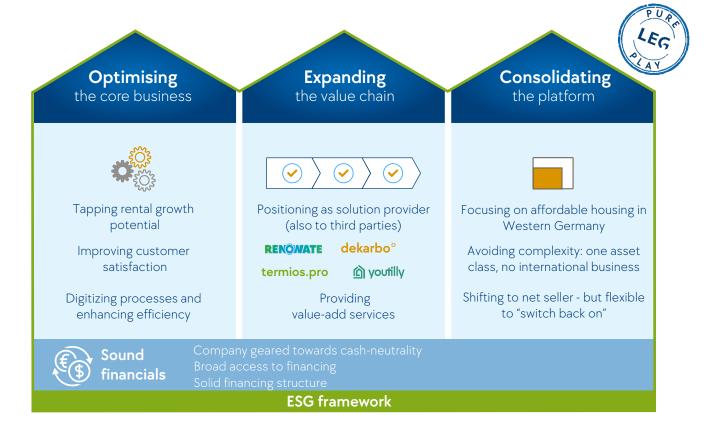
Leading in sustainability and provider of decarbonisation solutions

- Top ratings by MSCI, Sustainalytics decarbonisation path approved by SBTi
- On track for climate neutrality by 2045
- Solution provider via own JV's (Renowate serial refurbishment, termios smart thermostats, dekarbo air-to-air heat pumps)



LEG's strategy is based on strong building blocks

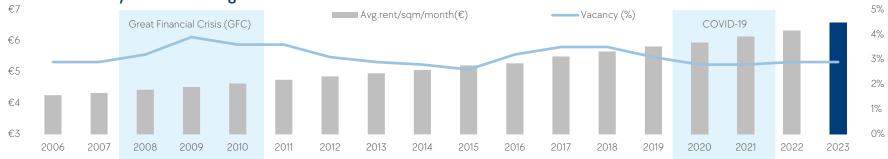




Resilient business model



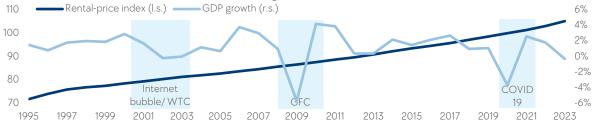
LEG not materially affected during the GFC and COVID-19



LEG well positioned

- Non-cyclical business model
- LEG's attractive rent level of €6.73/sqm is key to provide affordable living to our tenants
- C. 19% of units subsidised
- German social system provides several strong layers of social security

Resilience of German residential during the last economic crises



Subsidised units account for around 19% of the portfolio

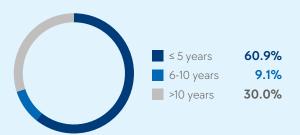


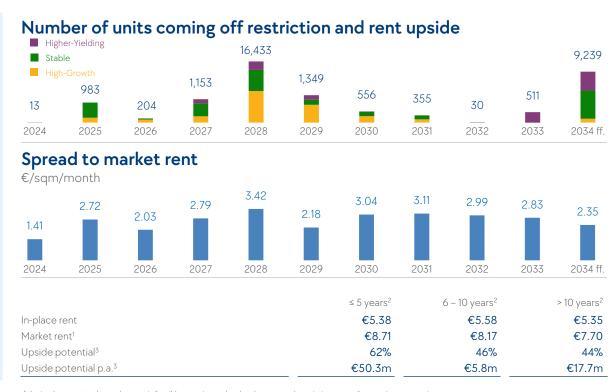
Reversionary potential amounts to 55% on average

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





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.

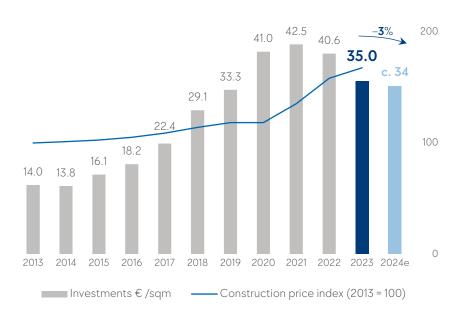
LEG's investment track record in nominal and real terms



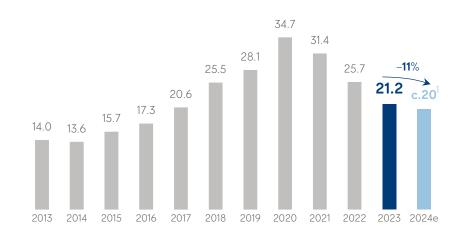
Investments into the standing portfolio

Nominal (adjusted) investments

€/sqm



Inflation adjusted (2013 based) investments €/sqm



Source: company data / Destatis for construction price index. 1 Based on index as at May 2024.

New construction – finishing the last projects – small in volume

LEG

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

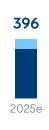


number of units per year

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

0

2024e



0 2026e Remaining completions until 2025

396 units

Investment volume per year

€m

Remaining investment volume until 2025

€53m



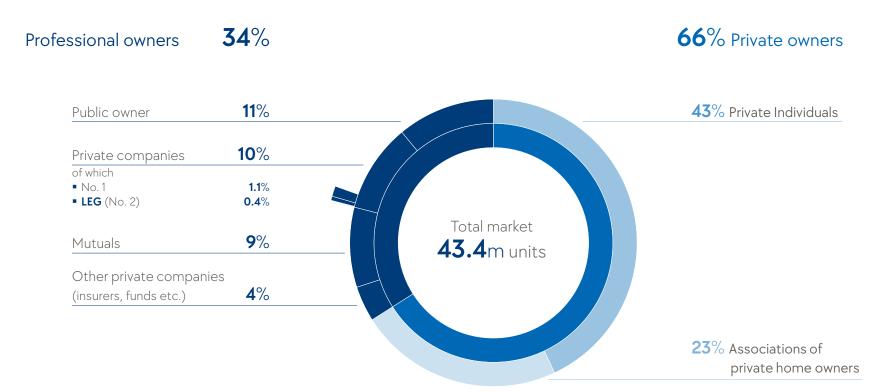




German residential market

LEG

A highly fragmented market – dominated by private owners

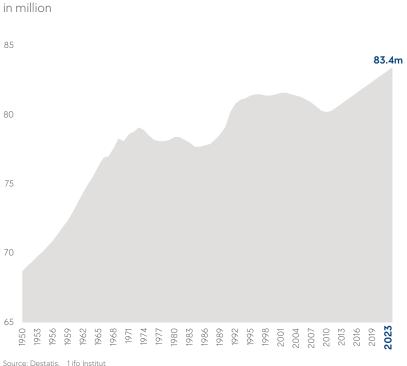


Demand – supply imbalance will persist

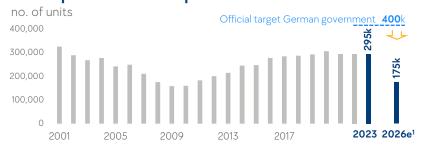


New supply continues to erode while population will remain at high level

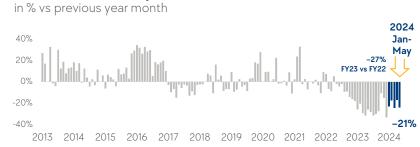
German population at highest level ever in 2023



New apartments completed



No. of building permissions for apartments continues to drop



German new development: Studies point to significant reduction



Direction seems to be clear – momentum not yet, but risks that supply drastically breaks down





"The crisis is deeper than building permission figures and completion figures show so far. Residential construction activities still benefits from projects which have been started before the interest rate reversal. Based on building permissions which have been dropped by roughly a quarter and considering completion times, the number of new built homes will decline to **150.000** units per year [by 2025]"²

Residential completions³ by European countries 2022 to 2026

Total	1,850.7	1,763.1	1,548.4	1,511.5	1,530.6	-17.3
Eastern Europe (EC-4)	318.8	306.6	252.9	269.4	284.6	-10.7
Hungary	20.5	19.0	17.0	14.5	15.5	-24.5
Czech Republic	39.4	37.7	31.2	30.6	33.0	-16.2
Slovakia	20.2	19.4	19.7	21.3	22.1	9.3
Poland	238.6	230.5	185.0	203.0	214.0	-10.3
Western Europe (EC-15)	1,531.9	1,456.5	1,295.5	1,242.1	1,246.0	-18.7
Spain	89.1	90.0	95.0	100.0	100.0	12.2
Switzerland	43.3	42.1	42.4	43.0	43.7	1.1
Sweden	72.1	69.0	35.6	33.1	36.5	-49.5
Portugal	20.2	20.8	21.4	22.0	22.7	12.6
Austria	62.3	55.8	49.3	46.6	46.4	-25.4
Norway	28.0	28.9	23.7	26.0	30.2	7.6
Netherlands	74.4	75.0	72.0	71.0	72.0	-3.2
taly	96.0	101.0	99.8	95.4	90.5	-5.7 ■
reland	29.8	31.0	33.5	35.0	36.1	21.3
Great Britain	207.5	173.5	176.9	185.4	194.8	-6.2 ■
rance	375.7	381.3	328.8	296.3	296.6	-21.1
Finland	41.4	33.5	19.2	22.0	28.3	-31.6
Germany	295.3	270.0	225.0	195.0	175.0	-40.7
Denmark	39.9	32.9	25.5	24.6	26.6	-33.3
Belgium	57.0	51.8	47.4	46.7	46.7	-18.1
	2022	2023	2024	2025	2026	Change in % 2022/26

1 Source Bulwiengesa New Development Monitor. 2 Source: ZIA – https://zia-deutschland.de/fruehjahrsgutachten/ 3 Completed residential units in new buildings as wells in existing residential and non-residential buildings. Source: ifo/EUROCONSTRUCT https://www.ifo.de/publikationen/2024/aufsatz-zeitschrift/europaeische-baukonjunktur-verliert-2024-weiter-dynamik

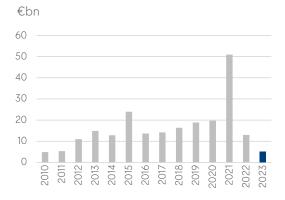
2023

German residential: Lowest transaction volume since 2010



Family offices and US capital already back in the market with above long-term participation rate

Investment volume German residential



- Transaction volume €5.2bn
- Lowest volume since 2010
- -72% vs. long-term average

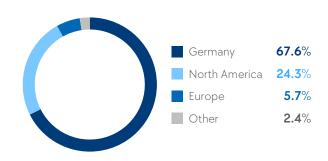
Investors by group



- High interest from family offices with 19% (vs. 4% for 10-year average)
- Investment funds and property companies constraint by higher financing costs

Investors by geography

%



- High share of local capital with 68%
- Return of US investors with 24% (vs. 6% for 10-year average)



Session Sessio

ESG Agenda – A joint journey

LEG

Key indicators



- We are committed to climate targets
 - 10% CO₂ reduction from 2022 until 2025 and 4,000 tons CO₂ reduction from modernisation projects in 2023 and 2024
 - Committed to Climate Act 2030 and to climate neutrality by 2045
- We intend to invest up to €500m into energetic modernisation from 2020 until 2024
- **Key drivers** for our energetic transition **until 2045** are:
 - Tenants engagement needed to contribute up to 5% to the overall improvement
 - Energy transition to shift towards green district heating and green electricity, driving 65% 70% of the overall improvement
 - **Refurbishments** to achieve >30% of energy reduction, contributing 25% 30% to the overall improvement



- Affordable living segment and responsibility for our client base remains core to our DNA
- Improvement of customer satisfaction index (CSI) from 56% to 70% in the period 2022 2025 (was 60% in August 2023)
- Further building on the strong partnership with local communities, leading to a preferred partner status
- LEG is a highly valued employer underlined again by a strong **Trust Index** of **73**% in **2022** (was **66%** in **2020**)



- Sustainalytics rating of 6.7 (negligible risk range)
- One-third of our fully independent supervisory board is represented by women since the AGM 2022
- Management remuneration since 2023 linked to the target that virtually all employees participated in compliance/IT-security training
- Compliance management system certified by the Institute for Corporate Governance in the German Real Estate Industry

Our ESG mission statement























Among the best in class

Reflecting LEG's strong sustainability commitment



ESG		2019	2020	2021	2022	2023	
MSCI 🌐	ESG Rating	AA	AA	AA	AAA	AAA	Top rating since 2022
SUSTAINALYTICS a Muningstar company	ESG Rating	20.1	10.4	7.8	6.7	6.7/5.1 ¹	No. 6 out of 1,030 in global real estate ¹ No. 16 out of 16,009 in global total coverage ¹
DISCLOSURE INSIGHT ACTION	CDP Score				B	B	Since 2022 B-rated, score above sector (B-)
SCIENCE BASED TARGETS	SBTi target				SBTs submitted	SBTs approved	Approved 10/2023, amongst first German residential companies
ISS ESG ⊳	ISS ESG	D+	C-	C-	Corporate ESG Performance SSESG Prime Prime	Corporate ESG Performance ISS ESG ▶ Prime	Prime Status since 2022
EPRA EUROPEAN PUBLIC REAL ESTATE ASSOCIATION	sBPR Award	SBPR SILVER	SBPR GOLD	SBPR GOLD	EPRA SBPR GOLD	SBPR GOLD	Gold rating confirmed since 2020
DAX	ESG Index		DAX® 50 ESG	DAX® 50 ESG	DAX® 50 ESG	DAX* 50 ESG	Member since the beginning of the index
MSCI 🌐	ESG Indices						MSCI EAFE Choice ESG Screened Index MSCI World Custom ESG Climate Series MSCI OFI Revenue Weighted Global ESG Index

Strong commitment to high ethical standards

Codes and policies binding for employees and other stakeholders





Code of conduct 🚾 🏠



Business partner code (www. 🏠





Declaration of fundamental values www.





Human rights policy (www. 🏠





Employee and diversity policy





Anti-corruption policy www.









Environmental policy (www. 🏠





Water guideline (www. 🏠





Sustainable procurement policy (www. 🏠





Political and social involvement policy



WE SUPPORT



Commitment to respect human rights as defined by the UN Guiding Principles on Business and Human Rights and signing of the UN Global Compact in 2021. The principles of this compact and internationally recognised agreements such as the UN Universal Declaration of Human Rights and the eight fundamental Conventions of the International Labour Organization (ILO) are the cornerstones of LEG's corporate culture.

Carbon Balance Sheet 2023

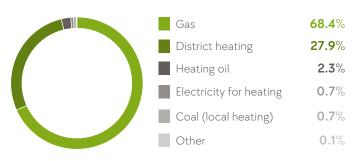
27.3 CO₂ekg/sqm on a market based and climate adjusted basis



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)



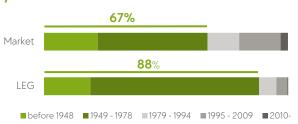
- Based on actual consumption 2022 (61% actuals, 37% energy performance certificates (EPC), 2% estimates)
- Extrapolated for 2023
- Limited assurance by Deloitte

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



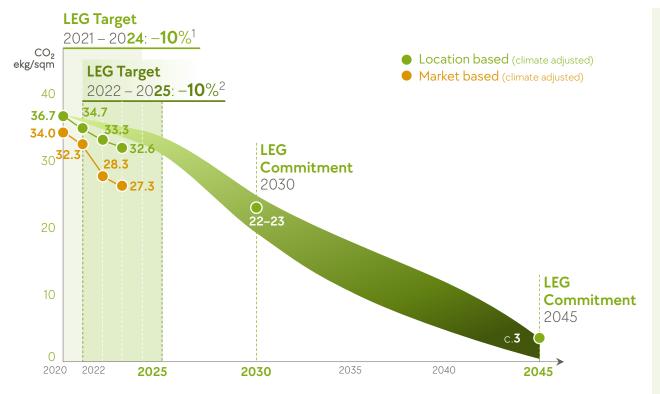
Distribution by energy efficiency classes LEG



On track for our target towards climate neutrality

LEG

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



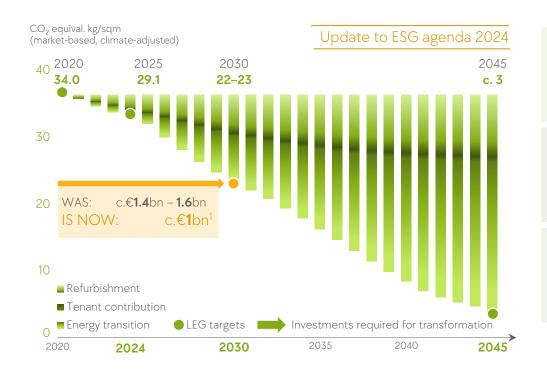
- LEG fully committed to German Climate Change Act to achieve climate neutrality by 2045
- Aligned with strategy via STI/LTIcomponent of compensation scheme
- CO₂ reduction in 2023 by 2% to 32.6kg (location based) and by 4% to 27.3kg (market based)
- Key driver:
 - 8,728t CO₂ savings of which
 - 6,011t 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).

Transition roadmap towards climate neutrality



Energy transition and energetic refurbishment are the main drivers to reach the targets



Refurbishment

- At least 30% efficiency improvement
- Insulation of the building shell, incl. windows and doors
- Contribution of 25% 30%

Smart meter/Tenant engagement

- Digitisation of heating system via smart metering
- Education and incentivisation of tenants
- Contribution of up to 5%

Energy transition

- Shift from fossil energy mix to green district heating
- Shift towards green electricity along Germany's path
- Contribution of 65% 70%

LEG positions itself as first mover solutions provider

LEG

Digitisation and smart technology to push change

Serial refurbishment

- Insulation of the building shell, incl. windows and doors
- At least **30**% efficiency improvement
- Additional 15% subsidies from BEG

Smart technology/ Tenant engagement

- Hydraulic optimisation by digitising radiators
- 30% reduction in carbon emissions expected
- Avoidance of €30m regulatory compliance costs

Energy transition

- Widespread adoption of Air2Air heat pumps
- Increasing energy efficiency standard, e.g., from G to C



termios.pro | Accelerating LEG's energy transformation by installation of smart heating thermostats







Background

- Regulatory requirement for hydraulic balancing
- Optimisation of thermostats substantial lever for energy and CO₂ savings
- Conventional (manual) hydraulic balancing slow and with factual infeasibility
- Solution for smart thermostat specifically designed to meet professional residential operators' needs

Significance for LEG portfolio



Outlook

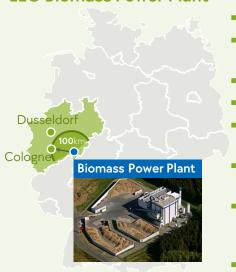
- Finalisation of product development for smart thermostat that meets hydraulic balancing requirements
- Timely product launch to capture high expected demand due to mandatory hydraulic balancing requirement starting fall 2023
- Rapid scale-up and commercialisation due to joint venture set-up and partner capabilities

LEG's biomass plant



Providing us with a competitive advantage – not reflected due to current framework

LEG Biomass Power Plant



- Started 2005
- Own carbon neutral power plant, c. 100km from LFG hubs
- Green energy from waste wood
- Recognised as carbon neutral energy
- Production of district heat and electricity for local commercial area
- Due to distance to LEG buildings, energy not provided to own buildings
- Annual production of 105,000 MWh of electricity (represents annual production of onshore wind farm with 20 large wind turbines)
- Not reflected in our CO₂ footprint

Potential offset from biomass plant



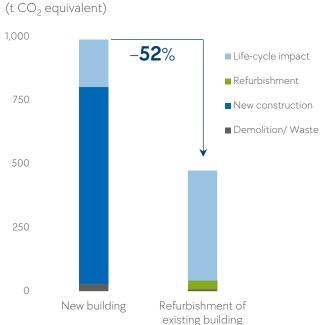
Potential **18**% off-set from own biomass plant

This represents savings of 57.5kt CO_2 and potentially carbon neutral electricity for 45,000 LEG units, i.e. around 1/3 of our portfolio

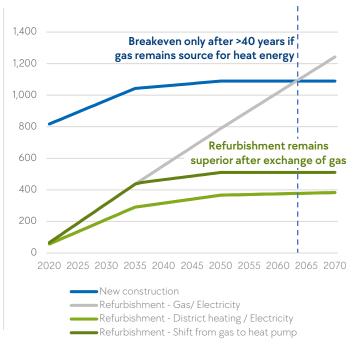
LEG Study: Energetic refurbishment superior over new construction approach under CO₂ lifecycle perspective



CO₂ lifecycle footprint¹



Total energy consumption in Giga Joule



Joint study between renown Wuppertal Institute and LEG Key findings:

- Lifecycle perspective favors refurbishment over new construction
- Total CO₂ footprint for a refurbished building >50% smaller than for a new building
- Break-even in total energy consumption perspective only after >40 years, if heat energy will remain on gas forever
- After shift to heat pump or district heating, refurbishment will remain the superior strategy
- Exit from gas likely to be accelerated (independence from Russia)

¹ Based on buildings with construction year 1959 – 1968 and 3 floors. On average 14 units per building with a total of 852sqm., assuming change towards heat pump by 2035

Affordable living and focus on customer satisfaction

LEG

Attractive rents overall - especially for tenants in our rent-restricted units

Providing an affordable home

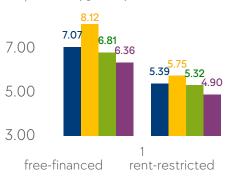
- Social responsibility for our 500,000 customers
- Providing a home at affordable prices
- 166,000 units at
 €6.73/sqm/month on
 average (c.€420 per
 month per unit)
- Rent increases for rentrestricted units only every 3 years by inflation factor

19% of units rent-restricted



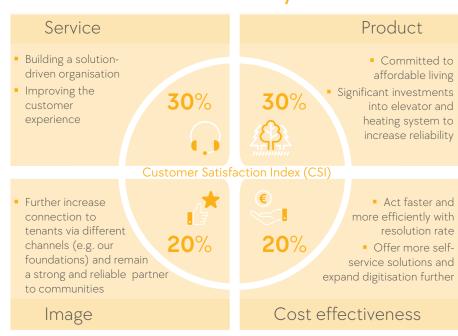
Attractive rent levels

€/sqm/month (Q1-2024)



High-growth Stable Higher-yielding markets

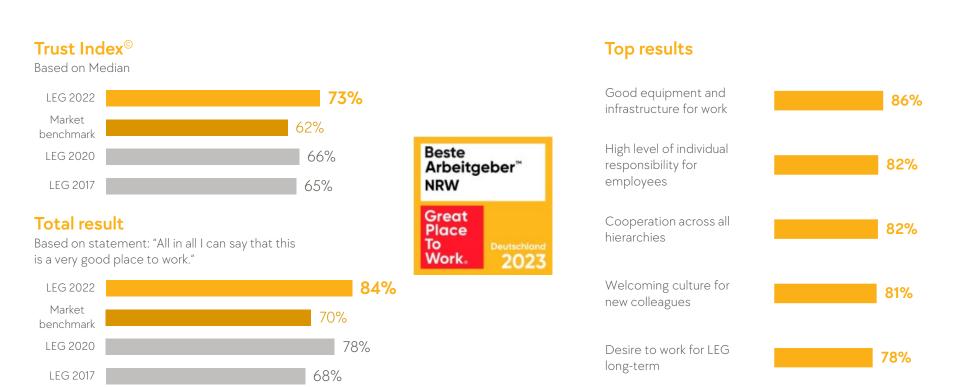
Increase CSI to 70% by 2025



Trust Index 73% - Among the best employers in NRW

LEG

Target is to keep our strong employee recognition



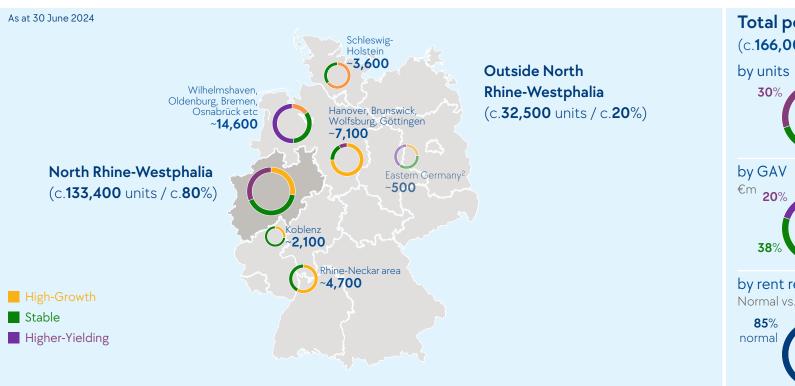


Portfolio **Overview**

LEG's portfolio comprises of c.166,000 units



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





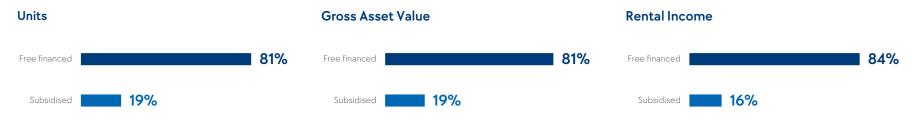
Well-balanced portfolio H1-2024



By Market



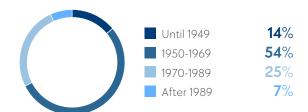
Restricted vs. unrestricted



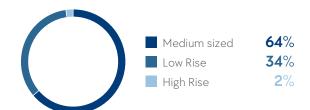
Portfolio structure H1-2024

LEG

Construction Years



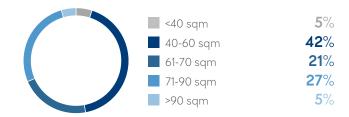
Building Types¹



Free Financed / Rent Restricted Units



Apartment Size



Market clustering based on LEG's methodology



Key indicator



Rental level¹



Vacancy level²



Socio demographic ranking³



Future attractiveness⁴

Scoring based on local districts⁵

Relative comparison of rental levels

Relative comparison of vacancy levels

c. 30 indicators like demographics, labour market, wealth etc.

>20 indicators from demographics, economy, education, family friendliness

LEG Scoring

High-growth markets



Stable markets

Higher-yielding markets



Source: Company information
Notes: 1 Empirica. 2 CBRE. 3 Prognos Institut. 4 Berlin Institut. 5 Based on c.400 local districts in Germany.

North-Rhine Westphalia (NRW)

LEG

Demographics and social aspects

- Key metropolitan area in Germany, and one of the largest areas in Europe (17.9m inhabitants in 2020, which corresponds to 22% of Germany's population¹)
- Highest population density^{2/3} key advantage for efficient property management
- Low home ownership of approx. 44%⁴ in NRW in 2018 (47%⁴ in Germany) provides for consistent demand. Germany has the second lowest home ownership ratio of all OECD-member countries
- High demand for affordable living product Approx. 40% of households with income of less than €2,000⁴ per month in 2019



Economics

- Germany's economic powerhouse generating approx. 21% of German GDP
- NRW's GDP is larger than the GDP of Sweden, Poland or Belgium
- About one third of the largest companies in Germany are based in NRW
- Most start-up foundations in Germany
- Centrally located in Europe, excellent infrastructure and a key transport hub (with multiple airports, dense railway system, motorway network and waterways)
- Robust labour market with decreasing rate of unemployment (-40% since 2006)



5 Management

Management Team





Lars von Lackum

14,000 shares in LEG1

- Investor Relations & Strategy
- Legal / Internal Audit, HR & Committees
- Corporate Communications & Public Affairs
- Acquisition
- Project development
- IT
- Sustainability ESG



Dr. Kathrin Köhling CFO

4,111 in LEG1

- Risk management and Internal Control System
- Corporate finance & treasury
- Portfolio management
- Accounting and taxes

With LEG since 2019

Organisation, processes & data management



Dr. Volker Wiegel

6,500 shares in LEG1

- Asset and property management; incl.
 - Commercial property management
 - District and neighbourhood management
 - Real estate management
 - Inventory modernisation
 - Central purchasing
 - Claims management
 - Rental management
 - Operating cost management
 - Central customer service
 - Construction project management
- Service companies

With LEG since 2013

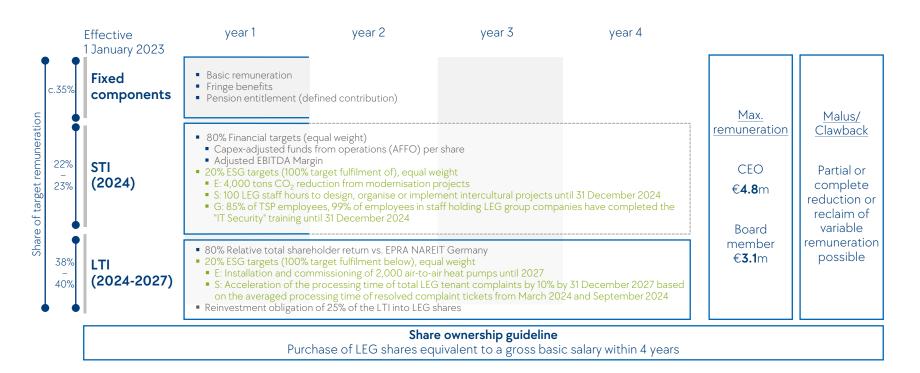
With LEG since 2019

1 As at August 2024 based on directors' dealings notification

Remuneration system effective since 2023

LEG

General setup and current STI and LTI targets



Supervisory board – 100% independent members

1/3 of female members since AGM 2022





Michael Zimmer

Chairman since 2013

4,100 shares in LEG1

Entrepreneurial career in the real estate sector (e.g. founder of Corpus Sireo Immobilien, later sold to Swiss Life) since 1990



Christoph Beumer

Member since 2024

Professional background as managing partner at KPMG and auditor with special focus on the real estate sector



Dr. Sylvia Eichelberg

Member since 2021

- - -

CEO of Gothaer Health Insurance and previously in different roles with AXA and ERGO insurance



Dr. Claus Nolting

Member since 2016

- - -

Professional background as a lawyer. Different positions in the banking and private equity sector (e.g. CEO of Hypovereinsbank, Cerberus, Lone Star)



Dr. Katrin Suder

Member since 2022

500 shares in LFG1

Independent consultant with focus on diversity. Previously State Secretary in the German Ministry of Defence and various roles at McKinsey (Partner, Head of the Berlin office and Director & Head of "Public sector").



Martin Wiesmann

Member since 2020

1,400 shares in LEG1

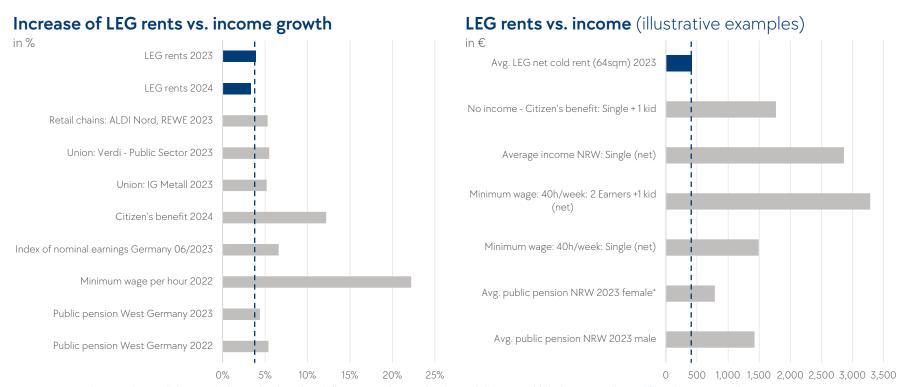
Professional background in investment banking with Deutsche Bank and J.P. Morgan, amongst various roles Vice-Chairman IB Europe with JPM



6 Regulation & Social Security in Germany

Affordability of living





Source: LEG, ALDI Nord, Rewe; Verdi, IG Metall, destatis, Federal Ministry for Labor and Social Affairs, DGB regarding citizen benefit example (https://www.dgb.de/themen/++co++ef171378-cbfb-11ea-af64-001a4a160123), eligible for citizen's benefit

Heat Planning Act (WPG) as basis for the individual building plan (GEG)



Heat Planning Act

(Wärmeplanungsgesetz WPG)

- Municipalities and cities have to provide their individual plans on how to transition their heat infrastructure into a climate neutral grid
- Major cities need to provide their plans until June 2026, smaller communities until June 2028
- Local utility companies, grid operator and manufacturing companies to provide data in respect to energy source and consumption
- Basis for individual heat energy transition planning on private owner level, landlord level and public buildings

Energy Act for Buildings

(Gebäudeenergiegesetz GEG)

- Renewable energy obligation (REO): New heating systems must cover at least 65% of heat energy demand of the building with renewable energies
- Target is to achieve a national climate neutral heat supply by 2045
- New buildings: REO as of 1 January 2024, transition periods for new buildings outside new construction areas
- Existing buildings: transition periods for defect heating systems: 3 years (general), 10 years (connecting to a heating grid), 13 years (centralisation of decentralised heating systems)
- Permitted technologies: Connection to the heating network, electric heat pumps, direct electricity heating such as air-to-air heat pumps, hybrid heating, heating based on solar thermal energy, "H2-Ready" gas heating or when using green gases, biomass heating (mandatory from 2029)
- Duty for external consultation on heating system replacement from 2024



Subsidies eligible for LEG



Final drafting of the BEG (Bundesförderung für effiziente Gebäude), i.e. state subsidies for efficient buildings

| Single measures |

Heating systems¹

30% general subsidies

5% efficiency bonus

Subsidies for multifamily houses are staggered and capped

€30,000 for the first unit

€15,000 each for the 2nd to 6th unit

€8,000 each for the 7th residential unit and above

Other energetic measures¹

15% general subsidies

5% individual refurbishment plan

Capped at €30,000 per unit and calendar year

Systemic measures

Holistic refurbishment approach to reach a building efficiency standard , e.g. EH 70, EH 55

Tick the box exercise to get to subsidies, e.g.

1. Combination of heating measures and other energetic measures possible/ 2. EH: Energy House 55 (max 55% of energy consumption cs a reference house); EE: Energy Efficiency Standard/ WPB = Worst Performing Buildings (25% of least energy efficient buildings in Germany)

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

~25,000 units

~110,000 units

Rent increase

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

Rent increase

Max. 15% within 3 years (Kappungsgrenze)

Tense markets²

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

Existing 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)

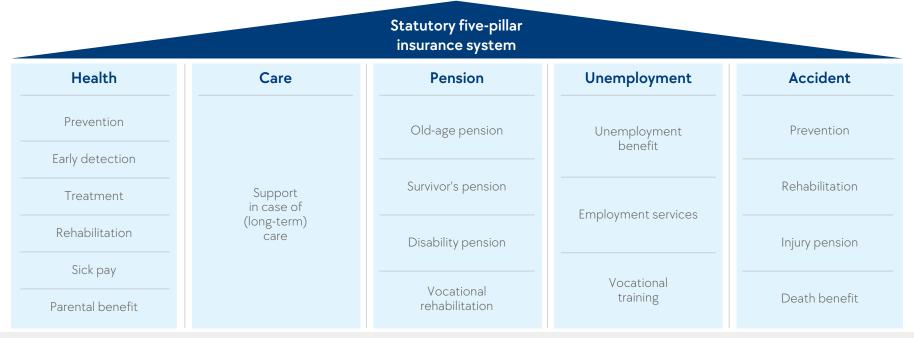
Cost rent adjustment

- 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.

A well-developed social security system ensures a fair standard of living in Germany





Principles of solidarity



7 Investor & Credit Relations

LEG additional creditor information

Sufficient bond covenants headroom



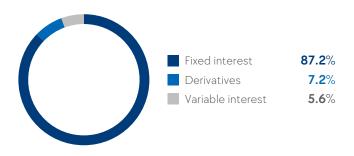
Unsecured financing covenants

Covenant	Threshold	H1-2024
Consolidated Adjusted EBITDA / Net Cash Interest	≥1.8x	4.3x ¹
Unencumbered Assets / Unsecured Financial Indebtedness	≥125%	164.0%
Net Financial Indebtedness / Total Assets	≤60%	47.7%
Secured Financial Indebtedness / Total Assets	≤45%	18.8%

Ratings (Moody's)

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

Financing mix



Key financial ratios

	H1-2024	H1-2023
Net debt / adj. EBITDA ²	13.7x	14.0x
LTV	49.0%	46.6%
Secured Debt / Total Debt	39.5%	37.2%
Unencumbered Assets / Total Assets	41.2%	39.8%
Equity ratio	38.1%	40.2%

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 4.9x. 2 Average net debt last four quarters / adjusted EBITDA LTM.

Capital market financing





Maturity	Issue Size	Maturity Date	Coupon	Issue Price	ISIN	WKN
2019/2027	€500 m	28 Nov 2027	0.875% p.a.	99.356%	DE000A254P51	A254P5
2019/2034	€300 m	28 Nov 2034	1.625% p.a.	98.649%	DE000A254P69	A254P6
2021/2033	€600 m	30 Mar 2033	0.875% p.a.	99.232%	DE000A3H3JU7	A3H3JU
2021/2031	€700 m¹	30 Jun 2031	0.750% p.a.	99.502%	DE000A3E5VK1	A3E5VK
2021/2032	€500 m	19 Nov 2032	1.000% p.a.	98.642%	DE000A3MQMD2	A3MQMD
2022/2026	€500 m	17 Jan 2026	0.375% p.a.	99.435%	DE000A3MQNN9	A3MQNN
2022/2029	€600 m²	17 Jan 2029	0.875% p.a.	99.045%	DE000A3MQNP4	A3MQNP
2022/2034	€500 m	17 Jan 2034	1.500% p.a.	99.175%	DE000A3MQNQ2	A3MQNQ

Financial Covenants

Adj. EBITDA/ net cash interest ≥ **1.8x**

Unencumbered assets/ unsecured financial debt ≥ 125%

Net financial debt/ total assets ≤ 60%

Secured financial debt/ total assets ≤ 45%

Capital market financing Convertible bonds

LEG

	2017/2025	2020/2028	2024/2030
Issue Size	€400 m	€550 m	€500 m
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 Stock Exchange Total no. of shares Ticker symbol

LEG DE000LEG1110

Prime Standard

Frankfurt

74,469,665

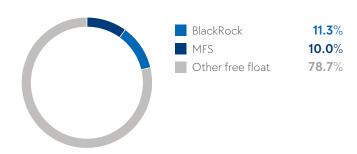
ISIN Indices

MDAX, FTSE EPRA/NAREIT, GPR 250, Stoxx Europe 600, DAX 50

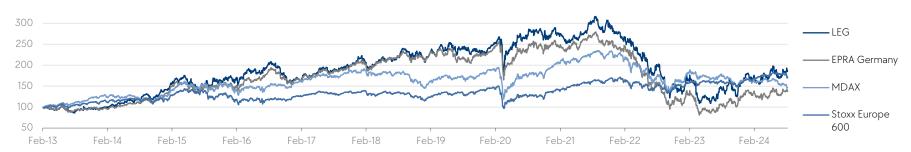
ESG, i.a. MSCI Europe ex UK, MSCI World ex USA, MSCI World

Custom ESG Climate Series

Shareholder structure¹



Share (07.08.2024; indexed; in %; 01.02.2013 = 100)



1 Shareholdings according to latest voting rights notifications.

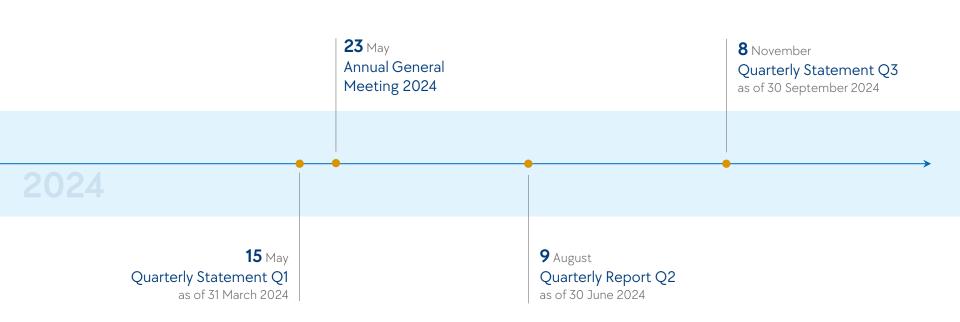
Share price and market capitalisation since IPO





Financial calendar





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

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