

## Capital Markets Day 2017

Management Opening Presentation

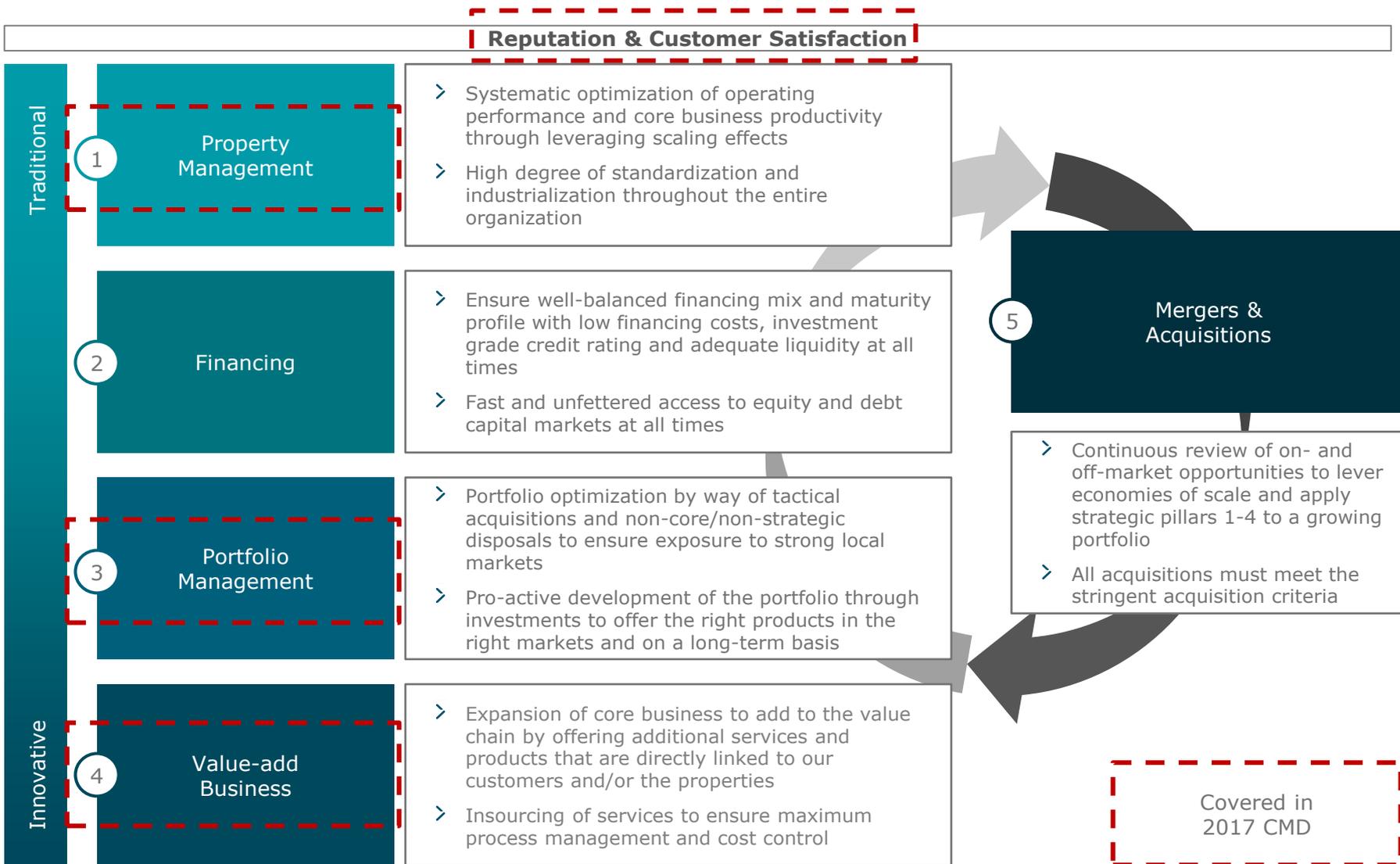


- Population of more than 360k, which is similar to Coventry, Nice, or New Orleans.
- More than 40k students enrolled at the Ruhr-Universität.
- Bochum is part of Vonovia's Southern Ruhr Area with a total of 45k residential units
- In 2016, Bochum's football stadium was renamed „Vonovia Ruhrstadion,“ as a sign of our commitment to Bochum. The stadium is home to the VfL Bochum football team, a club with a long-standing history and tradition.
- Both the VfL Bochum and Raab Karcher, the seed company of what used to be Deutsche Annington and is now Vonovia, were founded in 1848.



ruhrpix.de

- Vonovia's 4th Capital Markets Day after
  - 2014 Düsseldorf
  - 2015 Berlin
  - 2016 Essen
- As in prior years, the objective is to enable participants to "take a look into the machine room" and gain a better understanding of Vonovia's
  - innovative strength
  - unique approach to the business
  - operating platform
- Opportunity to meet with various department heads throughout the event



## Operating Platform & Customer Service

Karsten Rech,  
Norbert Rieger

- Fully integrated SAP platform to ensure high degree of standardization and efficiency throughout the entire organization
- Track record of previous integrations (of varying size and complexity) safeguards tried and tested integration processes
- Squaring the circle of better customer service and higher cost efficiency
- How to build and run a state-of-the art, IT based customer service

## Modular Construction

Konstantina  
Kanellopoulos

- Identification of space creation potential in the portfolio
- Enabling diverse constructions with highly standardized modules
- Space creation pipeline
- Learning curve
- Superiority of modular approach in terms of costs, quality and time

## Value-add Business

Torsten Akelbein

- Value-add Business as a dynamic growth driver - Vonovia adds value beyond brick-and-mortar NAV
- Different business models within value-add businesses – top-line growth and bottom-line savings
- Where do you find the different elements in our disclosure?
- How to consider the Value-add Business in the valuation

## Morning

- 08:30 – 09:00 Registration
- 09:00 – 09:30 Management Opening Presentation
- 09:40 – 10:25 Breakout Sessions (Slot 1)
- 10:30 – 11:25 Breakout Sessions (Slot 2)
- 11:25 – 11:40 Coffee Break
- 11:40 – 12:25 Breakout Sessions (Slot 3)
- 12:25 Lunch



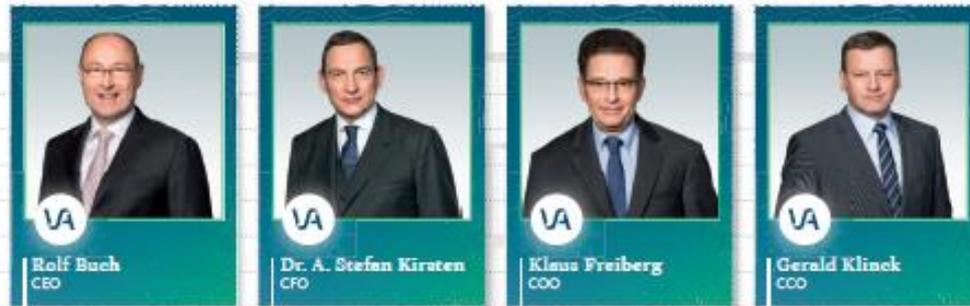
9:40 - 10:25	Operating Platform & Customer Service	Modular Construction	Value-add Business
10:30 - 11:25	Modular Construction	Value-add Business	Operating Platform & Customer Service
11:40 - 12:25	Value-add Business	Operating Platform & Customer Service	Modular Construction

## Afternoon

- 13:15 – 14:00 Transfer → Dortmund, Imigstr. 
- 14:00 – 14:30 Site Visit Modular Construction
- 14:30 – 15:30 Transfer → Duisburg, Silberpalais
- 15:30 – 16:00 Site Visit Customer Service Center
- End of CMD  
Duisburg Main Train Station is directly across from the Silberpalais  
Vonovia will provide bus transfer to Dusseldorf International Airport (ca. 30 min. bus ride)

- 14:00 – 14:45 Transfer → Dortmund, Imigstr. 
- 14:45 – 15:15 Site Visit Modular Construction
- 15:15 – 16:15 Transfer → Duisburg, Silberpalais
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## C-Level Management



## Senior Management



Presenting in  
Breakout  
Sessions

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