

Deutsche Wohnen SE

Q1 2020 results

Conference Call 13 May 2020

Agenda

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Highlights Q1-2020

Operating business remains strong

- L-f-I rental growth at 2.4% for letting portfolio (Berlin at 2.3%) as Berlin rent freeze starts to kick-in
- Excluding the effects of Berlin rent freeze the total I-f-I like rental growth would have been c. 100bps higher
- Adj. EBITDA margin (excluding disposals) stable at 80%
- FFO I per share at previous years level at EUR 0.40
- Adjusted NAV per share at EUR 47.84

Covid-19 update

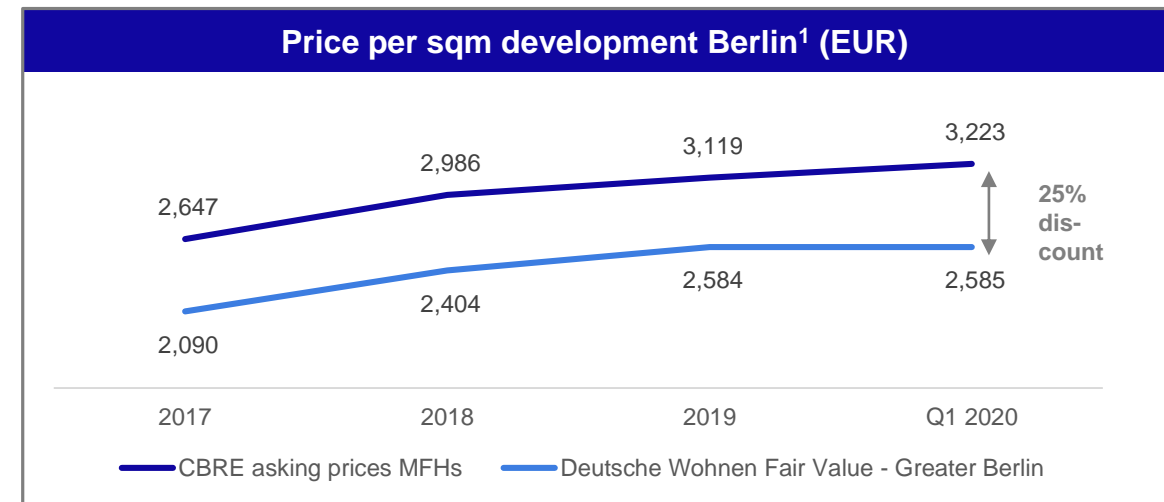
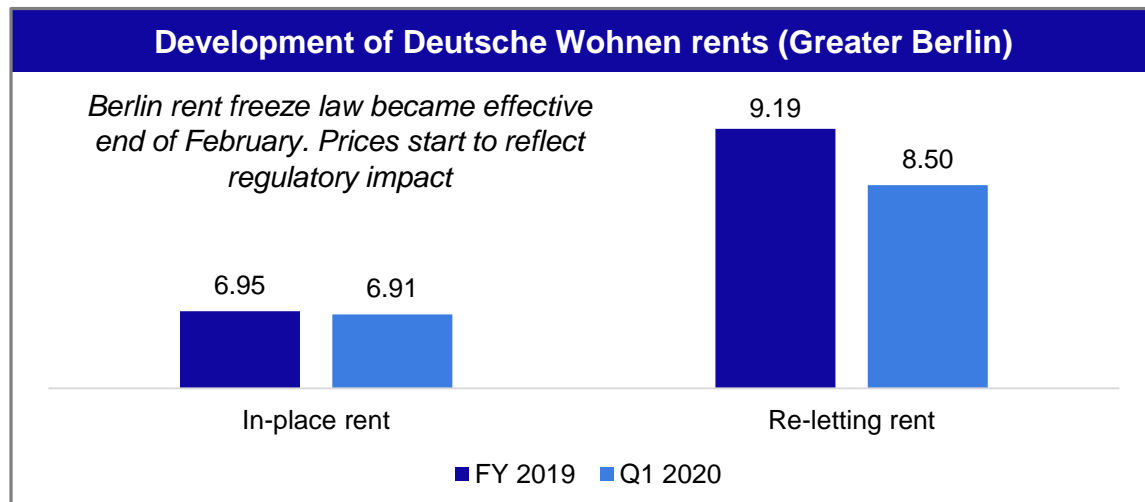
- Operational business proves resilient
- EUR 30 m Corona relief fund to assist tenants and clients not entitled to schemes
- Due to Covid-19 AGM will be held virtually on 5 June 2020; dividend proposal of EUR 0.90 per share corresponding to a payout ratio of 60%

Capital structure

- Continuation of share buyback programme
- Successful issuance of EUR 1.2 bn bonds with 1.0% coupon for 5 year tenure and 1.5% coupon for 10 year tenure
 - 12 times oversubscription
 - Maturity profile addressed until 2023
 - Issuance volume increased by EUR 190 m post closing given strong demand for bonds
- 2020 guidance confirmed

Portfolio overview

Strategic cluster 31/03/2020	Residential units (#)	% of total (measured by fair value)	In-place rent (EUR/sqm/month)	Fair value (EUR/sqm)	Multiple in-place rent (x)	Multiple re-letting rent (x)	Vacancy (in %)
Core+	148,114	94.9%	7.01	2,492	29.6	22.8	1.8%
Core	13,208	5.0%	6.02	1,400	19.4	15.8	3.1%
Non-core	144	<0.1%	5.13	638	11.2	9.8	8.4%
Total	161,466	100%	6.92	2,396	28.9	22.3	1.9%
<i>Thereof Greater Berlin</i>	<i>115,698</i>	<i>75.7%</i>	<i>6.91</i>	<i>2,585</i>	<i>31.1</i>	<i>23.5</i>	<i>1.5%</i>



¹ Based on CBRE asking prices for multi-family homes vs Deutsche Wohnen Fair Values for Greater Berlin

Total like-for-like development at 2.3% y-o-y

Like-for-like 31/03/2020	Residential units (#)	In-place rent 31/03/2020 (EUR/sqm/month)	In-place rent 31/03/2019 (EUR/sqm/month)	Change (y-o-y)	Vacancy 31/03/2020 (in %)	Vacancy 31/03/2019 (in %)	Change (y-o-y)
Letting portfolio ¹	151,162	6.88	6.72	2.4%	1.6%	2.0%	-0.4 pp
Core ⁺	138,611	6.96	6.80	2.3%	1.5%	1.9%	-0.4 pp
Core	12,551	6.03	5.89	2.4%	3.1%	2.8%	0.3 pp
Total	156,829	6.86	6.71	2.3%	1.8%	2.1%	-0.3 pp
Thereof Greater Berlin	110,700	6.93	6.77	2.3%	1.3%	1.8%	-0.5 pp

- Tenant churn per end of March at 7.3% in Germany and 6.4% in Berlin

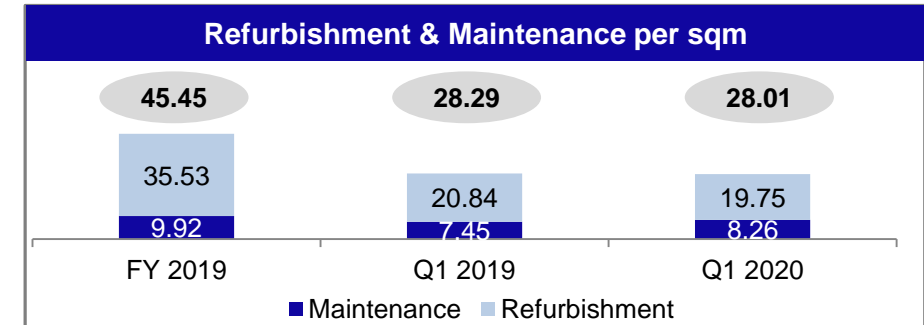
- Like-for-like rental growth based on P&L has been 2.7%

- Like-for-like guidance of ~1% for 2020 on cash flow basis remains unchanged

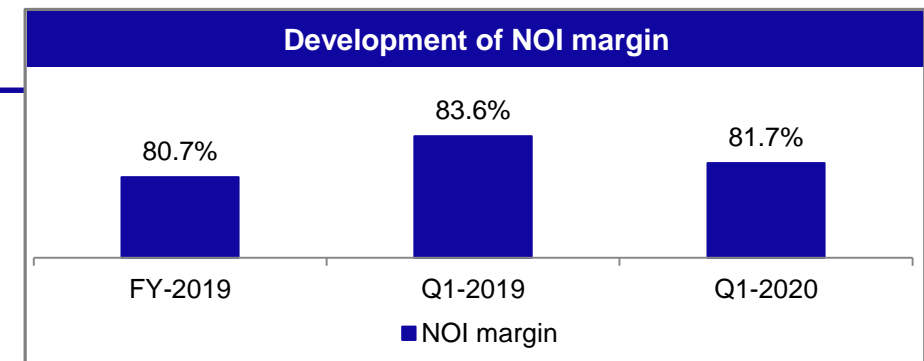
¹ Excluding non-core and disposal stock

Stable letting business

in EUR m	Q1-2020	Q1-2019
Income from rents (rental income)	210.6	204.7
Income relating to utility/ancillary costs	107.3	104.6
Income from rental business	317.9	309.3
Expenses relating to utility/ancillary costs	(105.5)	(103.1)
Rental loss	(2.6)	(2.2)
Maintenance	(21.0)	(19.2)
Others	(2.4)	(1.1)
Earnings from Residential Property Management	186.4	183.7
Personnel, general and administrative expenses	(14.3)	(12.6)
Net Operating Income (NOI)	172.1	171.1
NOI margin in %	81.7	83.6
NOI in EUR / sqm / month	5.64	5.53



Maintenance expenses as a percentage of rental income at 10% (Q1 2019: 9.4%)



- Earnings from residential property management increased by 1.5% while NOI margin slightly declined due to higher maintenance, personnel, general and administrative expenses

- Out of EUR 50.2m refurbishment costs, EUR 26.7m are based on re-lettings and EUR 23.5m relate to complex refurbishments

Disposal business delivering double digit gross margins

Disposals	Privatization		Institutional sales		Total	
	Q1-2020	Q1-2019	Q1-2020	Q1-2019	Q1-2020	Q1-2019
with closing in						
No. of units	104	108	319	38	423	146
Proceeds (EUR m)	22.7	47.3	32.0	3.3	54.7	50.6
Book value (EUR m)¹	17.4	24.6	26.7	2.8	44.1	27.4
Price in EUR per sqm	2,870	4,056	1,468	1,177	1,842	3,505
Earnings (EUR m)¹	3.3	19.7	1.5	0.2	4.8	19.9
Gross margin	31%	92%	20%	18%	24%	85%
Cash flow impact (EUR m)	20.3	43.4	27.0	1.9	47.3	45.3

- Average privatization price in Berlin at c. EUR 3,050 per sqm

- Disposal of 2,143 residential units for average price of EUR 2,280 per sqm to municipal housing company in Berlin will have transfer of titles in Q4 2020/ Q1 2021

Note: Table only considers disposals that already had transfer of titles

¹ Adjustment of calculation method, since Q1 2020 Earnings from Disposals are reported before disposal induced valuation gains.

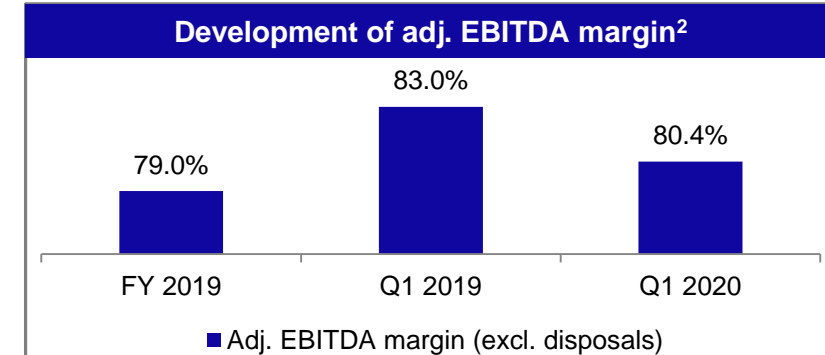
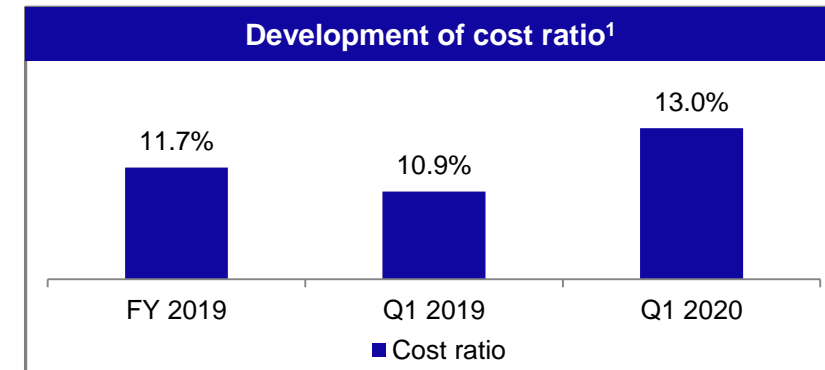
Stable EBITDA contribution from Nursing business

Operations (in EUR m)	Q1-2020	Q1-2019		in EUR m	Q1-2020	Q1-2019
Total income	56.3	55.7	in EUR m	Nursing & Assisted Living	51.6	51.2
Total expenses	-52.9	-51.2		Other	4.7	4.5
EBITDA operations	3.4	4.5	in EUR m	Staff	(35.5)	(34.3)
EBITDA margin	6.0%	8.1%		Rent/lease (inter-company)	(6.7)	(6.5)
Lease expenses	6.7	6.5	Other	(10.7)	(10.4)	
EBITDAR	10.1	11.0	Margin decline mainly due to capex related vacancy in Hamburg facilities			
EBITDAR margin	17.9%	19.7%				
Assets (in EUR m)	Q1-2020	Q1-2019				
Lease income	18.0	17.5				
Total expenses	-0.8	-0.7				
EBITDA assets	17.2	16.8				
Operations & Assets (in EUR m)	Q1-2020	Q1-2019				
Total EBITDA	20.6	21.3				

- Fair value of nursing facilities at EUR 1.3 bn, pro-forma disposals of 13 facilities at EUR 1.2 bn
- Nursing is expected to contribute EUR 75 m to group EBITDA in 2020 translating into RoCE of ~6%

Adjusted EBITDA margin at 80.4%

in EUR m	Q1-2020	Q1-2019
Earnings from Residential Property Management	186.4	183.7
Earnings from Disposals	(4.1)	19.9
Earnings from Nursing and Assisted Living	20.6	21.3
Segment contribution	202.9	224.9
Corporate expenses	(28.2)	(23.2)
Other operating expenses/income	(18.8)	(0.2)
EBITDA	155.9	201.5
One-offs	23.0	2.1
Adj. EBITDA (incl. Disposals)	178.9	203.6
Earnings from Disposals	4.1	(19.9)
Corporate expenses for Disposals	0.8	0.8
Adj. EBITDA (excl. Disposals)	183.8	184.5



- EUR 19.9m of one-offs relate to real estate transfer tax related to ISARIA acquisition

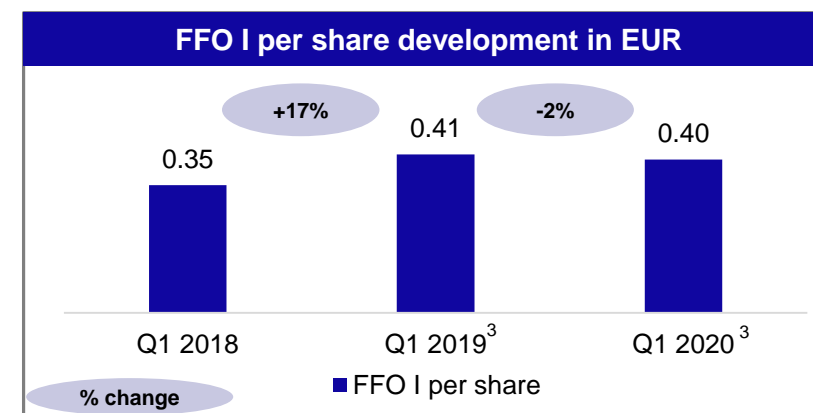
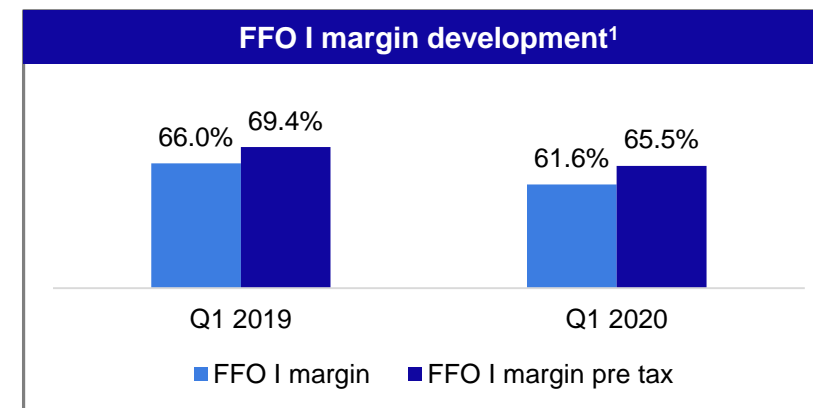
- Increase in personnel expenses predominately driven by provisioning for long-term-incentive (LTI) due to relative outperformance of DWSE shares

¹ Cost ratio defined as corporate expenses divided by gross rental income, whereas corporate expenses are excluding corporate expenses for disposals

² Defined as adj. EBITDA excluding disposals divided by rental and lease income

FFO I per share at EUR 0.40

in EUR m	Q1-2020	Q1-2019
EBITDA (adjusted)	178.9	203.6
Earnings from Disposals	4.1	(19.9)
Corporate Expenses for Disposals	0.8	0.8
Finance lease broadband cable network	0.8	0.7
At equity valuation	0.5	1.7
Interest expense/income (recurring)	(32.9)	(31.0)
Income taxes	(8.9)	(7.7) ²
Minorities	(2.4)	(1.6)
FFO I	140.9	146.6²
Earnings from Disposals	(4.1)	19.9
Corporate expenses for Disposals	(0.8)	(0.8)
Income taxes related to Disposals	(2.8)	(2.4) ²
Sales related to valuation of properties	8.9	0.0
FFO II	142.1	163.3
Weighted avg. number of shares outstanding ² in m	354.5	357.0
FFO I per share in EUR	0.40	0.41²
FFO II per share in EUR	0.40	0.46



FFO I per share at previous year's level

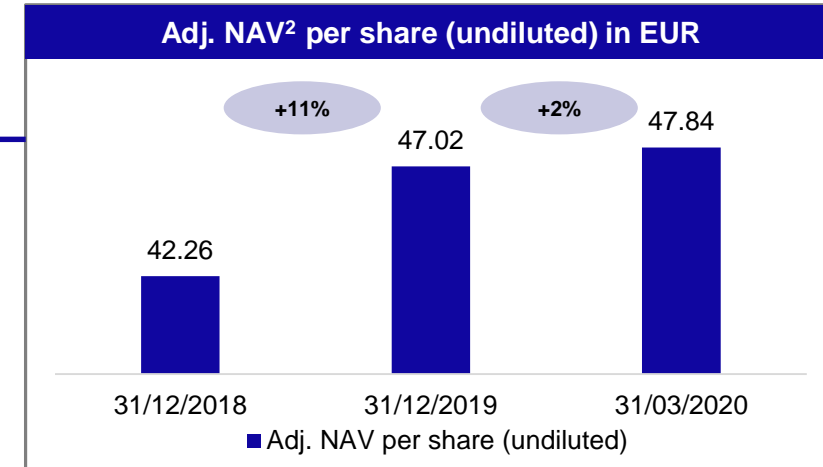
¹ FFO I margin defined as FFO I divided by rental and lease income

² Excluding own shares

³ Change in calculation: Income taxes related to Disposals, are no longer included in FFO I. Prior year figures were changed, accordingly

Adjusted NAV per share at EUR 47.84

in EUR m	31/03/2020	31/12/2019
Equity (before non-controlling interests)	12,689.9	12,700.4
Fair values of derivative financial instruments	56.9	50.8
Deferred taxes (net)	4,046.6	4,040.1
Adj. NAV² (undiluted)	16,793.4	16,791.3
Shares outstanding in m (excluding own shares)	351.0	357.1
Adj. NAV² per share in EUR (undiluted)	47.84	47.02
Effects of exercise of convertibles	0.0 ¹	0.0 ¹
Adj. NAV² (diluted)	16,793.4	16,791.3



- Adjusted NAV per share increased by c. 2% ytd to EUR 47.84

- Due to the current market environment and limited transactions on the institutional transaction market, no revaluation with H1 2020 numbers envisaged

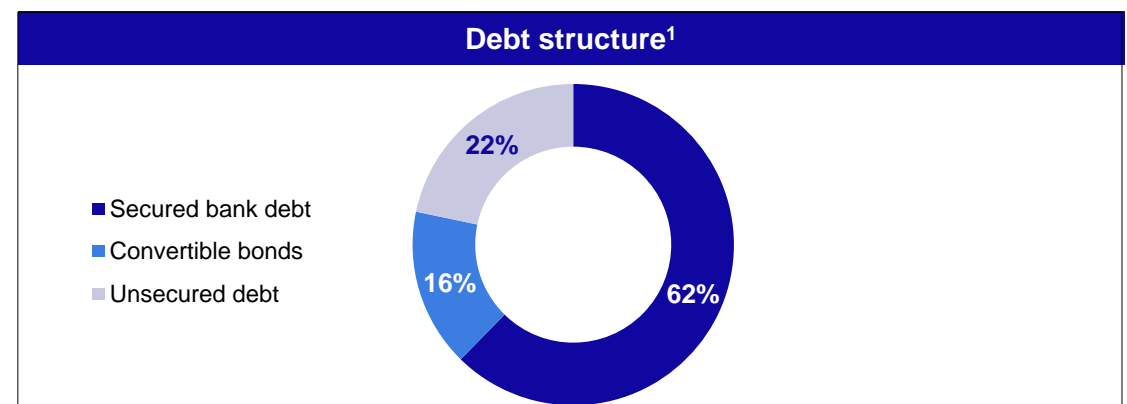
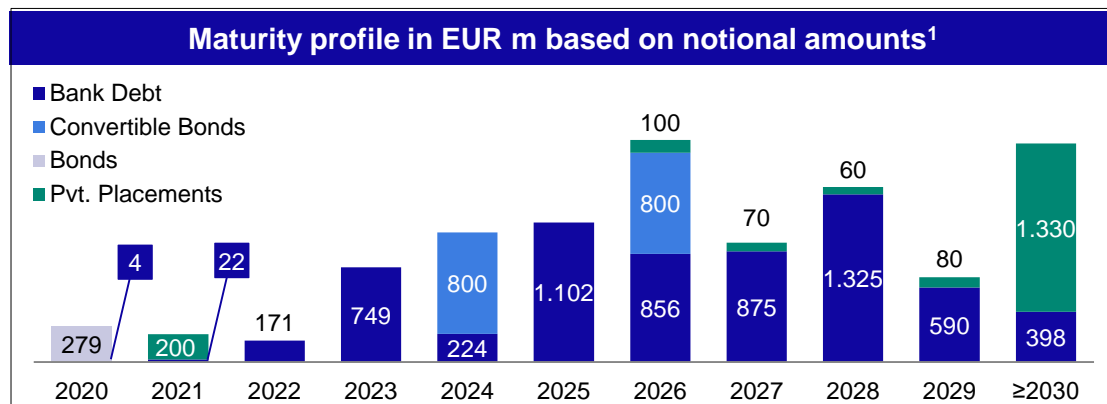
¹ Effects of convertible bonds are only considered if the respective instruments are in the money/ dilutive

² Adjusted NAV corresponds to formerly known EPRA NAV

Conservative long-term capital structure

Rating	A- (negative outlook) / A3 (negative outlook)
Ø maturity	~ 7.3 years
% secured bank debt	62%
% unsecured debt	38%
Ø interest cost	~ 1.3% (~ 89% hedged)
LTV target range	35-40%

- New issue of approximately EUR 1.2 bn corporate bonds with an average maturity of 7.5 years and 1.25% interest rate
- Strong access to liquidity even in adverse market environment
- Next material maturity only in 2023
- LTV at 36.1%
- ICR (adjusted EBITDA excl. disposals / net cash interest) ~5.6x
- Short-term access to c. EUR 1 bn liquidity through CP program and RCFs



¹ As of 31 March 2020; the new issue of EUR 1.2 bn corporate bonds is not included

Outlook 2020

	FY-2019 reported	FY 2020 Guidance / comments
FFO I¹ (EUR m)	538.1 FY 2019	<ul style="list-style-type: none"> FFO I flat
LTV	35.4% FY 2019	<ul style="list-style-type: none"> 35-40% target range
Like-for-like rental growth	3.40% FY 2019	<ul style="list-style-type: none"> C. 1% I-f-I rental growth on a cash flow basis
Disposals	Gross margin 35% FY 2019	<ul style="list-style-type: none"> Focus on opportunistic disposals predominately in Core regions
Dividend	<ul style="list-style-type: none"> For 2019 we will propose a dividend per share of EUR 0.90 at the AGM², resulting in a pay-out of c. 60% of FFO I Reduction of payout ratio from originally 65% to 60% to finance EUR 30 m relief fund for tenants affected by the Corona crisis 	<ul style="list-style-type: none"> 65% pay-out ratio of FFO I for dividend payable in 2021

¹ FFO I guidance does not include recent acquisitions (ISARIA)

² To be decided by AGM 2020

Appendix

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Robust business model throughout COVID-19

Business continues to operate without big constraints

- **Residential business:**
 - Employees work with increased safety measures, technical possibilities allow majority of employees to work from home
 - Customer service is running smoothly and continues to serve tenants' needs
- **Investments into the existing portfolio and new developments:**
 - Continued execution on urgent maintenance and repair works
 - New development projects and complex modernisations might see temporarily delays
- **Nursing & Assisted Living:**
 - Operations are part of national pandemic plan. Facilities implemented additional hygiene and safety measures early in the process
 - Required infrastructure for childcare has been put in place to ensure that impact in workforce is limited

Defensive business model combined with Germany's strong social welfare system secure stable income streams

- Financial risk for residential tenants limited as an assumed >50% of tenants receive income from state or insurance coverage (pensioners, civil servants, unemployed)
- Government support schemes are in place for people in need (allowance for short time work, unemployment benefits, housing allowance etc.)
- Immediate financial help for small companies and self-employed people implemented by Government in response to Corona pandemic

Deutsche Wohnen initiation of EUR 30 m Corona relief fund

- By cutting the payout ratio from 65% to 60%¹, funding of a EUR 30 m Corona relief fund to step in where the government does not provide sufficient support
- From today's perspective, fund more than sufficiently sized to cover financial hardships

¹ Subject to AGM 2020 approval

Like-for-like development by regions

Like-for-like 31/03/2020	Residential units (#)	In-place rent ² 31/03/2020 (EUR/sqm)	In-place rent ² 31/03/2019 (EUR/sqm)	Change (y-o-y)	Vacancy 31/03/2020 (in %)	Vacancy 31/03/2019 (in %)	Change (y-o-y)
Letting portfolio¹	151,162	6.88	6.72	2.4%	1.6%	2.0%	-0.4pp
Core⁺	138,611	6.96	6.80	2.3%	1.5%	1.9%	-0.4pp
Greater Berlin	110,700	6.93	6.77	2.3%	1.3%	1.8%	-0.5pp
Rhine-Main	9,309	8.30	8.14	1.9%	1.7%	1.2%	+0.5pp
Dresden/Leipzig	8,237	6.17	5.96	3.5%	4.1%	5.0%	-0.9pp
Rhineland	4,866	6.41	6.25	2.5%	1.0%	1.1%	-0.1pp
Mannheim/Ludwigshafen	4,556	6.25	6.12	2.1%	1.5%	2.0%	-0.5pp
Other Core ⁺	943	10.67	10.53	1.3%	0.5%	0.7%	-0.2pp
Core	12,551	6.03	5.89	2.4%	3.1%	2.8%	+0.3pp
Hanover/Brunswick	8,922	6.17	6.01	2.8%	2.7%	2.6%	+0.1pp
Other Core	3,629	5.66	5.58	1.4%	4.3%	3.3%	+1.0pp
Total³	156,829	6.86	6.71	2.3%	1.8%	2.1%	-0.3pp

1 Excluding non-core and disposal stock like Kiel / Lübeck

2 Contractually owed rent from rented apartments divided by rented area

3 Total I-f-I stock incl. non-Core

Fair Values across regions

Regions	Residential units (#)	FV 31/03/2020 (EUR m)	FV 31/03/2020 (EUR/sqm)	Multiple in-place rent 31/03/2020	Multiple re-letting rent 31/03/2020	Multiple spread
Core⁺	148,114	23,095	2,492	29.6	22.8	6.8x
Greater Berlin	115,698	18,425	2,585	31.1	23.5	7.5x
Rhine-Main	10,787	1,836	2,705	26.3	21.1	5.2x
Dresden/Leipzig	9,501	1,437	2,107	28.7	22.9	5.9x
Rhineland	6,528	852	2,015	23.4	19.6	3.8x
Mannheim/Ludwigshafen	4,657	369	1,223	16.4	13.8	2.5x
Other Core ⁺	943	176	3,184	24.6	20.4	4.1x
Core	13,208	1,227	1,400	19.4	15.8	3.6x
Hanover/Brunswick	8,978	850	1,403	18.8	15.6	3.3x
Other Core	4,230	377	1,393	20.9	16.4	4.5x
Non-Core	144	6	638	11.2	9.8	1.5x
Total	161,466	24,328	2,396	28.9	22.3	6.5x

Deutsche Wohnen's residential portfolio is best-in-class

Siemensstadt, Berlin



Hellersdorf, Berlin



Carl-Legien-Siedlung, Berlin



Südwestkorso, Berlin



Oranienkiez, Berlin



Hufeisensiedlung, Berlin



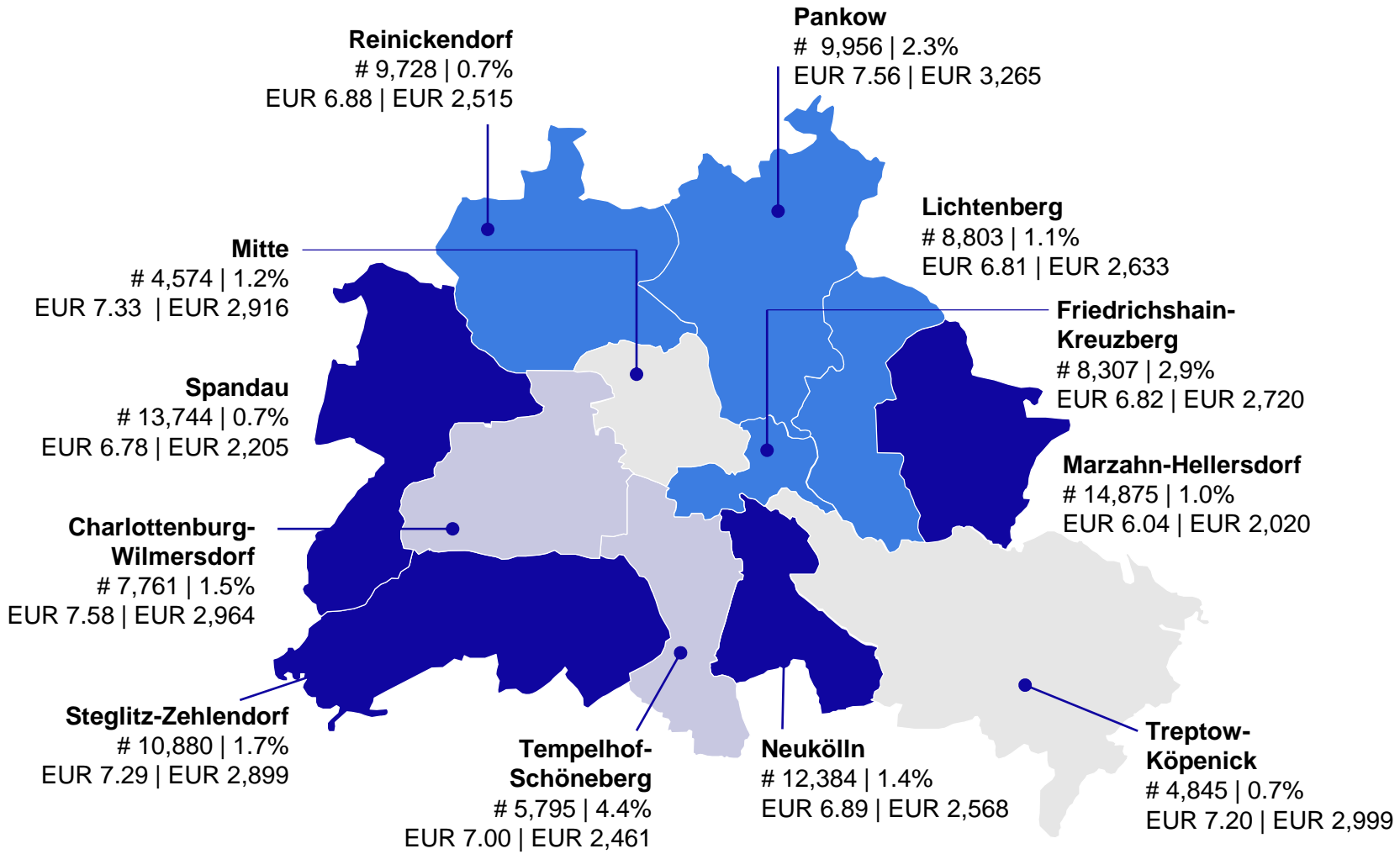
Dresden



Otto-Suhr-Siedlung, Berlin



The Berlin portfolio at a glance



Berlin
 # 111,652 | 1.6%
 EUR 6.93 | EUR 2,605

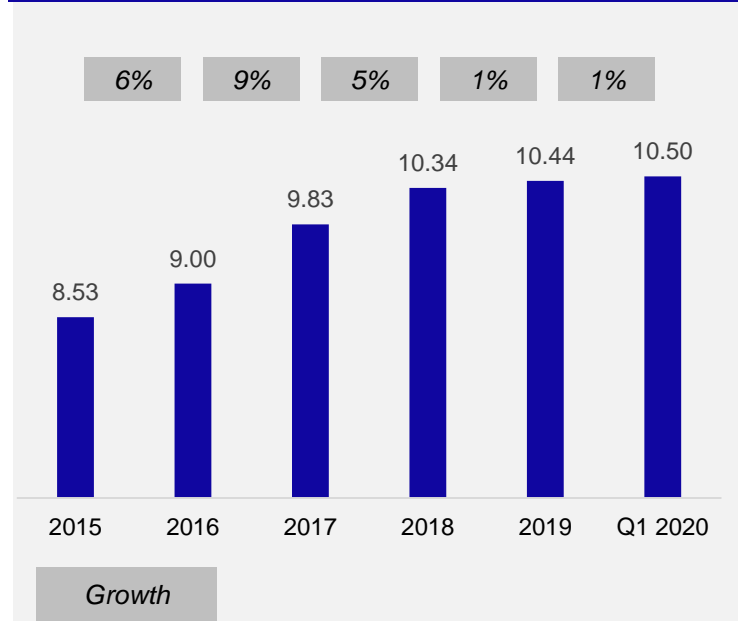
Greater Berlin
 # 115,698 | 1.5%
 EUR 6.91 | EUR 2,585

Units | Vacancy (%)
 In-place rent (EUR/sqm) | Fair value (EUR/sqm)

> 3,000 > 5,000 > 8,000 > 10,000

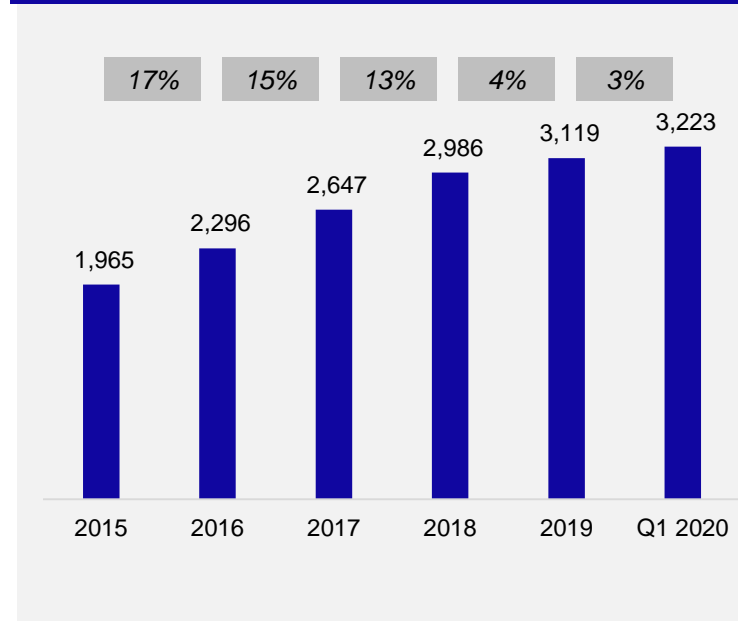
Update on Berlin residential market

Development of asking rents (EUR / sqm)



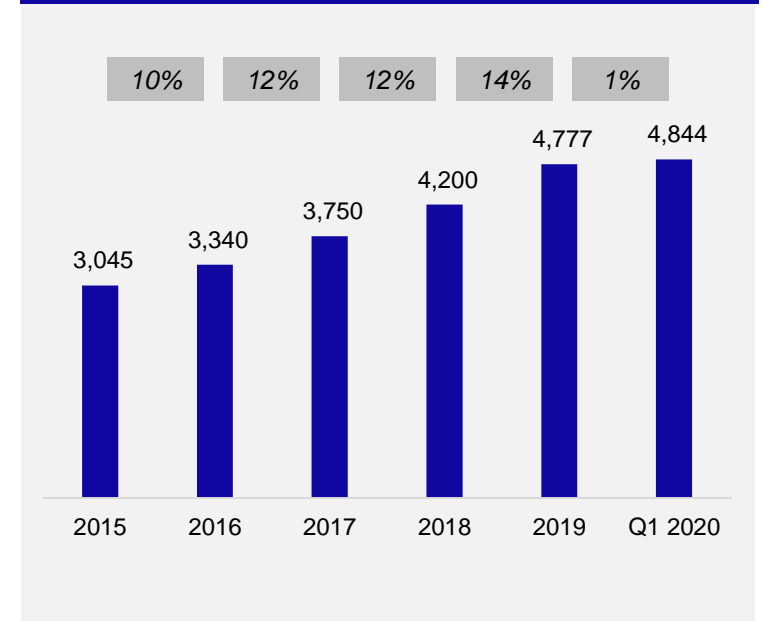
Market rent growth is slowing recently...

Development of asking prices for multi-family-homes (EUR / sqm)



... also price growth for multi family homes is loosing pace...

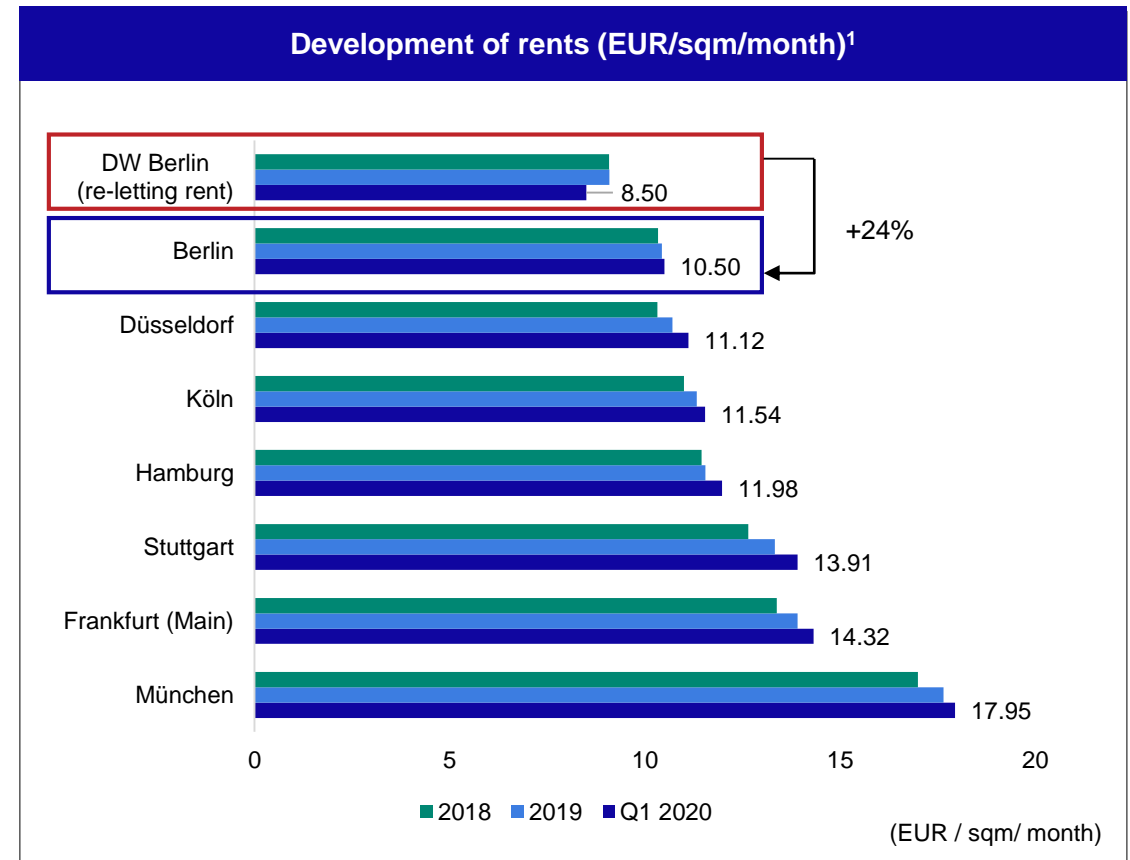
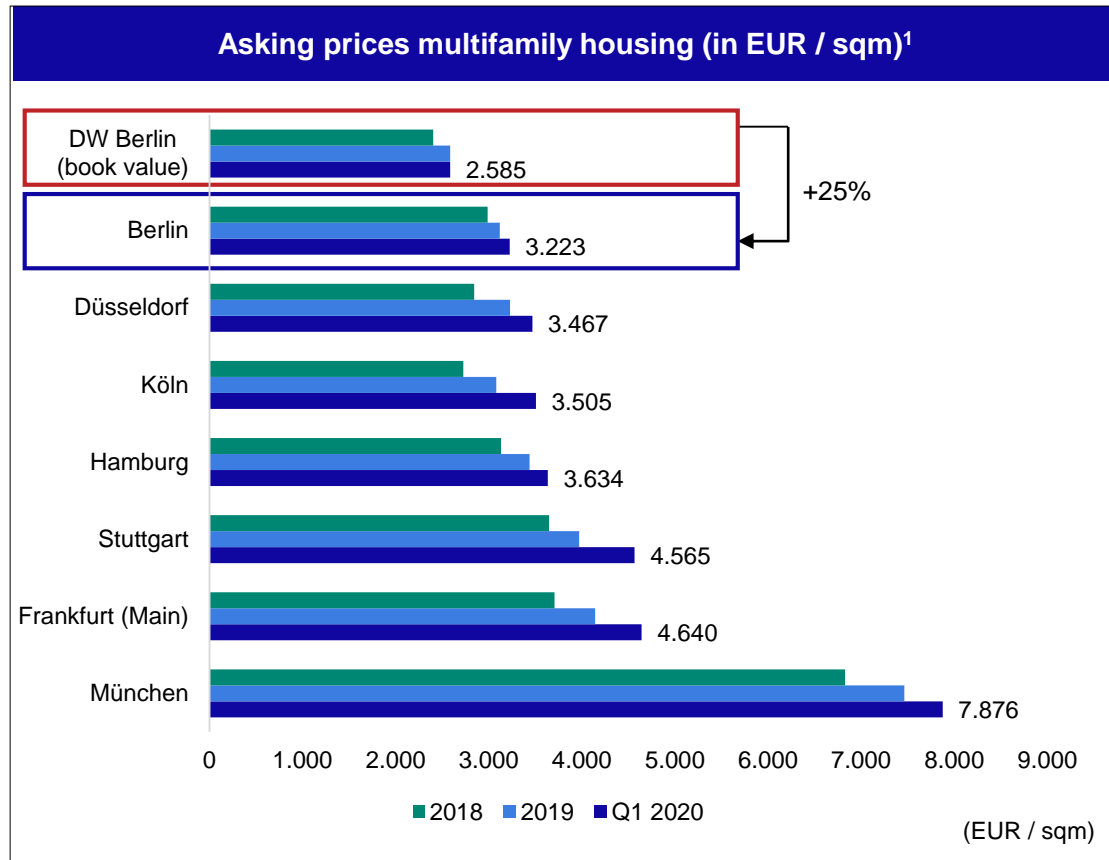
Development of asking prices for condominiums (EUR / sqm)



... while condominium prices are stabilising in Q1-2020 in an undersupplied market where tenants can get their desired apartment through acquisitions

Source: CBRE

Current level of rents and prices in TOP German cities



▪ Relative to other German cities Berlin continues to screen relatively cheap

¹ Source: CBRE

Bridge from adjusted EBITDA to profit

in EUR m	Q1-2020	Q1-2019
EBITDA (adjusted)	178.9	203.6
Depreciation	(9.4)	(12.4)
At equity valuation	0.5	1.7
Financial result (net)	(52.6)	(33.6)
EBT (adjusted)	117.4	159.3
Valuation properties	0.9	0.0
One-offs	(23.0)	(2.9)
Valuation SWAP and convertible bonds	29.6	(22.1)
EBT	124.9	134.3
Current taxes	(11.7)	(10.1)
Deferred taxes	12.2	(13.2)
Profit	125.4	111.0
<i>Profit attributable to the shareholders of the parent company</i>	122.8	107.4
Earnings per share ¹	0.35	0.30

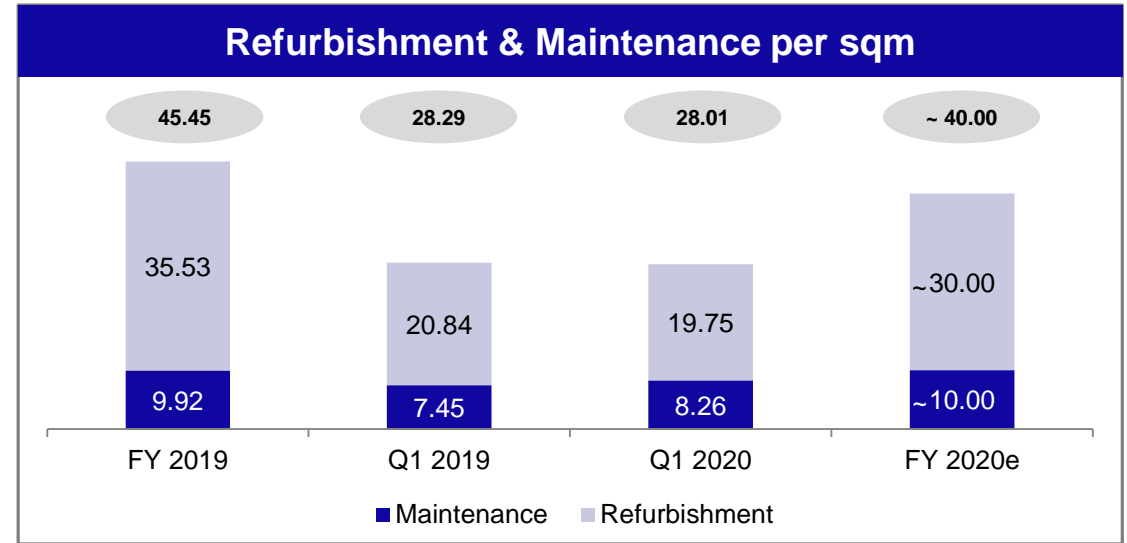
in EUR m	Q1-2020	Q1-2019
Interest expenses	(33.1)	(30.9)
<i>In % of gross rents</i>	~16%	~15%
Non-cash interest expenses	(20.4)	(3.3)
Interest income	0.9	0.6
Financial result (net)	(52.6)	(33.6)

One-offs mainly driven by project- and transaction related expenses. In Q1 2020 EUR 19.9 m of one-offs are resulting from real estate transfer tax triggered by the acquisition of ISARIA Wohnbau AG.

¹ Based on weighted average shares outstanding excluding own shares (Q1 2020: 354.5 m and Q1 2019: 357.0 m shares)

Ongoing investments into the portfolio

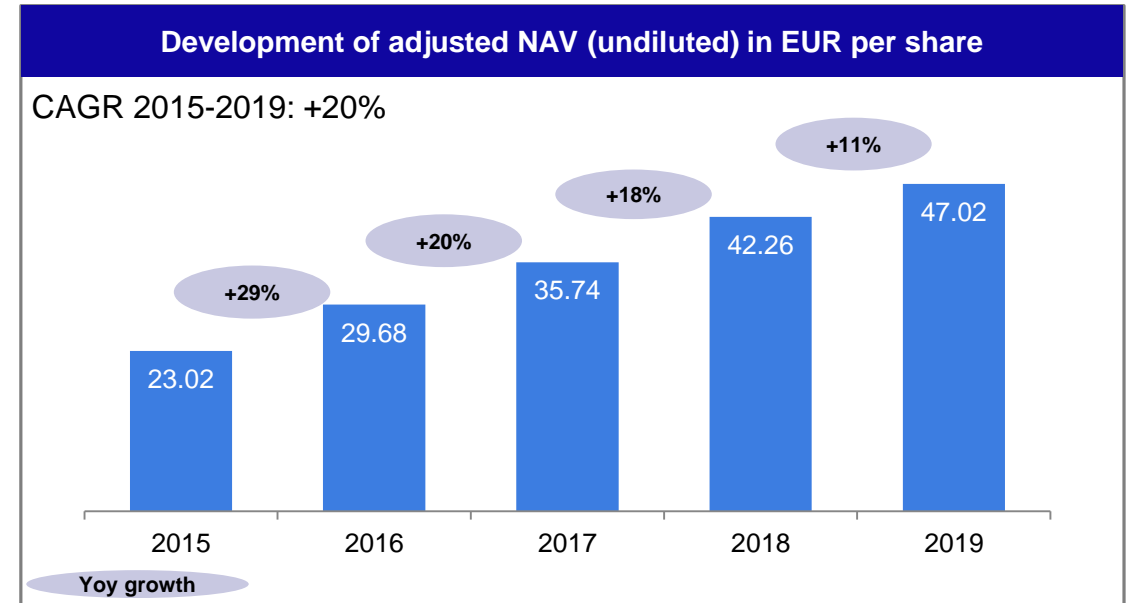
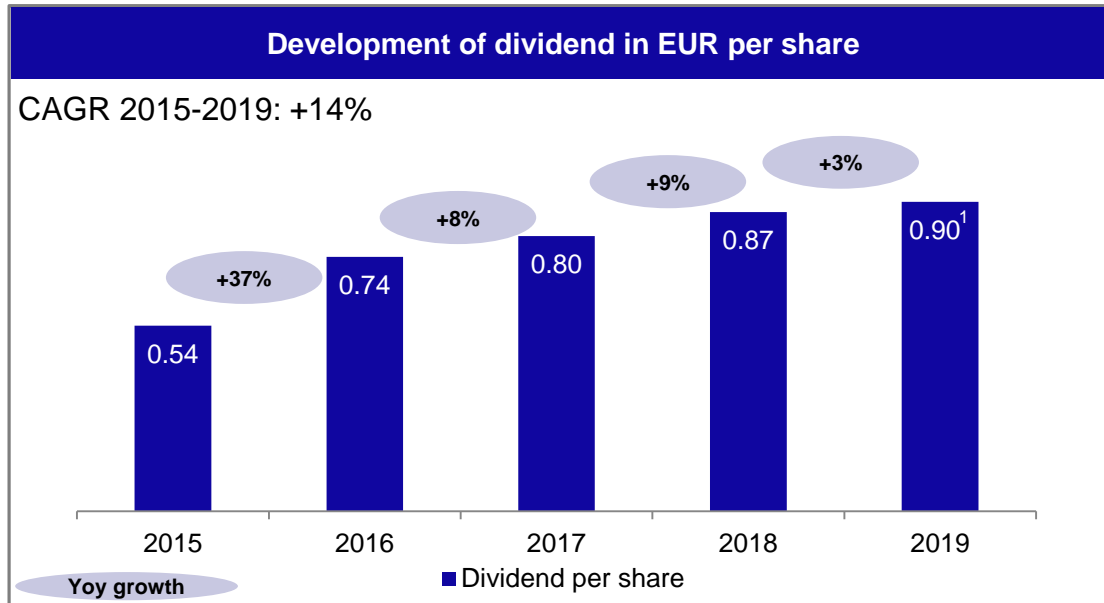
	Q1-2020		Q1-2019	
	EUR m	EUR / sqm ¹	EUR m	EUR / sqm ¹
Maintenance (expensed through p&l)	21.0	8.26	19.2	7.45
Refurbishment (capitalized on balance sheet)	50.2	19.75	53.7	20.84
Total	71.2	28.01	72.9	28.29



▪ Maintenance at EUR 8.26 per sqm due to seasonality, FY 2020 level expected to be stable at around EUR 10 per sqm

¹ Annualized figure, based on quarterly average area

Strong generation of total shareholder return



- DW consistently generated high shareholder return based on capital growth and dividend payments while reducing its risk profile
- Considering suggested dividend of EUR 0.90 per share, DW expected to deliver a shareholder return for 2019 of EUR 5.66 or c. 13% of 2018 adjusted NAV (undiluted)

¹ To be decided by AGM 2020

Summary balance sheet

Assets

in EUR m	31/03/2020	31/12/2019
Investment properties	25,725.6	25,433.3
Other non-current assets	434.2	442.2
Derivatives	2.2	1.1
Deferred tax assets	0.0	0.1
Non current assets	26,162.0	25,876.7
Land and buildings held for sale	465.5	468.9
Trade receivables	43.5	25.0
Other current assets	766.1	795.5
Cash and cash equivalents	297.2	685.6
Current assets	1,572.3	1,975.0
Total assets	27,734.3	27,851.7

Equity and Liabilities

in EUR m	31/03/2020	31/12/2019
Total equity	13,097.4	13,107.3
Financial liabilities	6,291.1	6,327.7
Convertibles	1,517.9	1,682.8
Bonds	2,114.1	2,014.1
Tax liabilities	36.6	26.2
Deferred tax liabilities	3,738.5	3,713.8
Derivatives	59.4	52.1
Other liabilities	879.3	927.7
Total liabilities	14,636.9	14,744.4
Total equity and liabilities	27,734.3	27,851.7

- Investment properties represent ~93% of total assets
- Strong balance sheet structure offering comfort throughout market cycles

Disclaimer



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