



FY-2022

LEG Immobilien SE

FY-2022 Results

9 March 2023

LEG



FY-2022 Results – Agenda

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Highlights **FY-2022**

Financial Summary

FY-2022



Operating results				Balance sheet					
		FY-2022	FY-2021	+/- %/bps		31.12.2022	31.12.2021 ⁴	+/- %/bps	
Net cold rent	€m	799.1	683.9	+16.8%	Investment properties	€m	20,204.4	19,178.4	+5.3%
NOI (recurring)	€m	621.0	540.0	+15.0%	Cash and cash equivalents ²	€m	362.2	675.6	-46.4%
EBITDA (adjusted)	€m	598.7	512.2	+16.9%	Equity	€m	9,083.9	8,952.9	+1.5%
FFO I	€m	482.0	423.1	+13.9%	Total financing liabilities	€m	9,460.8	8,884.3	+6.5%
FFO I per share	€	6.56	5.84	+12.3%	Current financing liabilities	€m	252.4	1,518.1	-83.4%
AFFO	€m	108.8	92.2	+18.0%	Net debt ³	€m	9,036.6	8,112.1	+11.4%
EBITDA margin (adjusted)	%	74.9	74.9	±0bps	LTV	%	43.9	41.9	+200bps
FFO I margin	%	60.3	61.9	-160bps	Average debt maturity	years	6.5	7.5	-1.0
Dividend per share	€	0.00⁶	4.07	-	Average debt interest cost	%	1.26	1.16 ⁵	+10bps
					Equity ratio	%	42.5	43.5	-100bps
Portfolio				Employees					
		31.12.2022	31.12.2021	+/- %/bps		31.12.2022	31.12.2021	+/- %/bps	
Residential units	number	167,040	166,189	+0.5%	Employees (FTE)	number	1,774	1,515	+17.1%
In-place rent (I-f-I)	€/m ²	6.32	6.13	+3.1%					
Capex (adj.) ¹	€/m ²	30.56	31.21	-2.1%					
Maintenance (adj.) ¹	€/m ²	10.05	11.29	-11.0%					
EPRA vacancy rate (I-f-I)	%	2.4	2.6	-20bps					

¹ Excl. new construction activities on own land, own work capitalised and margin of LWSPlus; pls see Appendix. ² Excluding short term deposits. ³ Excl. lease liabilities according to IFRS 16 and incl. short term deposits.

⁴ Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47). ⁵ Adjusted for bridge acquisition financing in January 2022. ⁶ Proposal to AGM 2023

FY results confirm successful strategy in a difficult environment



Retaining cash to increase resilience

Financials



- FFO I +**13.9%** to **€482.0m**
- FFO I p.s. +**12.3%** to **€6.56**
- AFFO +**18.0%** to **€108.8m**
- Adj. EBITDA-Margin **74.9%**
- LTV **43.9%**
 - Debt @ **6.5y** for **1.26%**
- NTA p.s. **€153.52**





Operations



- Net cold rent +**16.8%**
- I-f-I rental growth +**3.1%**
- I-f-I vacancy **2.4%** (-20bps)

ESG



- **Best-in class ratings** via upgrades from **MSCI** , **SUSTAINALYTICS**  and **ISS ESG** . Strong initial rating from **CDP** 
- Significant reduction in CO₂ footprint by **-12%** to **28.3kg CO₂e/sqm**
- **Next level ESG**: After successful ramp up of **RENOVATE**, next two major initiatives launched to faster and cheaper decarbonize the sector

FY-2022

Strengthening our balance sheet due to focus on cash

Suspension of dividend for FY22¹ – **€337m** cash to be retained²

Transaction markets remain calm

H2/22 valuation decline -4%, FY22 +2%

Majority of 2023 maturities already addressed

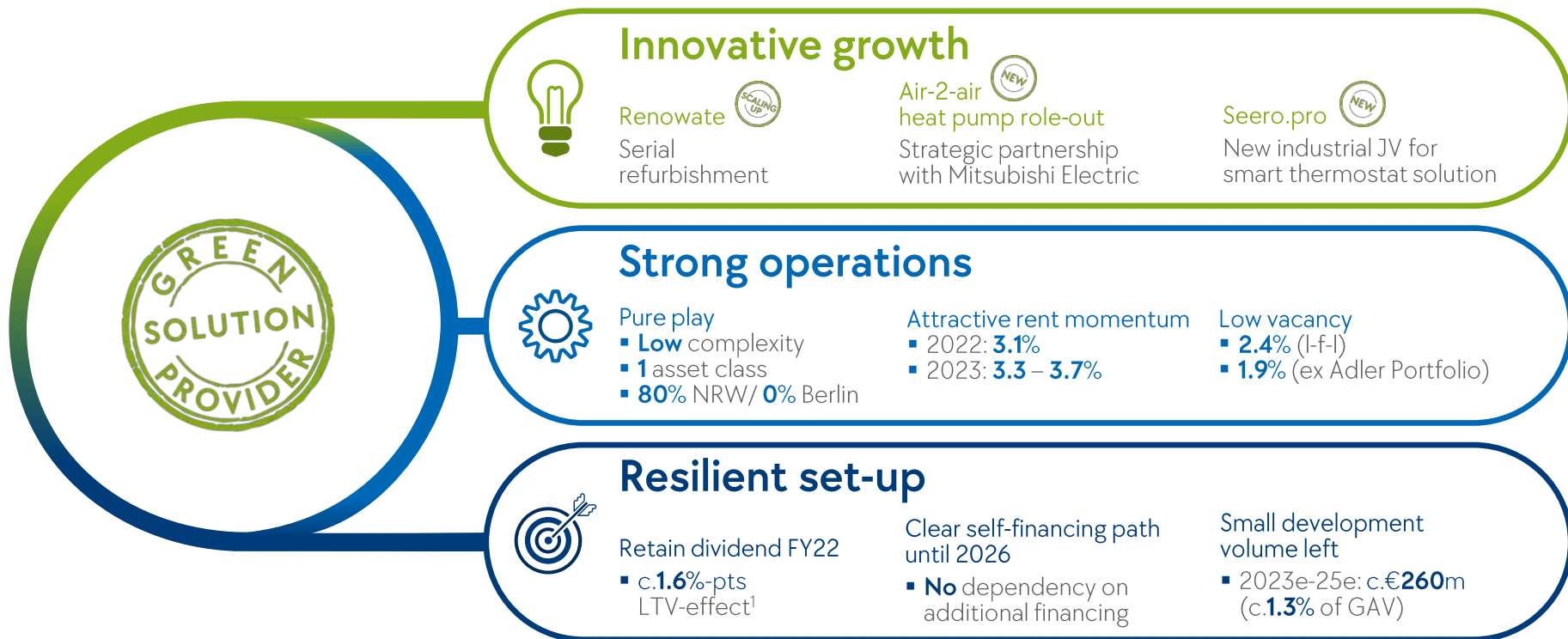
Clear path until 2026 – low dependency from bond market

Strong cash generation despite significant investments

AFFO guidance raised to €125m – €140m for 2023

¹ Proposal to AGM. ² In comparison to 70% payout ratio of FFO I, no scrip dividend assumed.

Positioning as **green** solution provider on the back of a resilient set-up and strong operations



¹ 70% payout of 2022 FFO I, assuming 100% cash dividend, based on YE22 LTV.

LEG positions itself as first mover solutions provider

Digitisation and smart technology to push change

Serial refurbishment

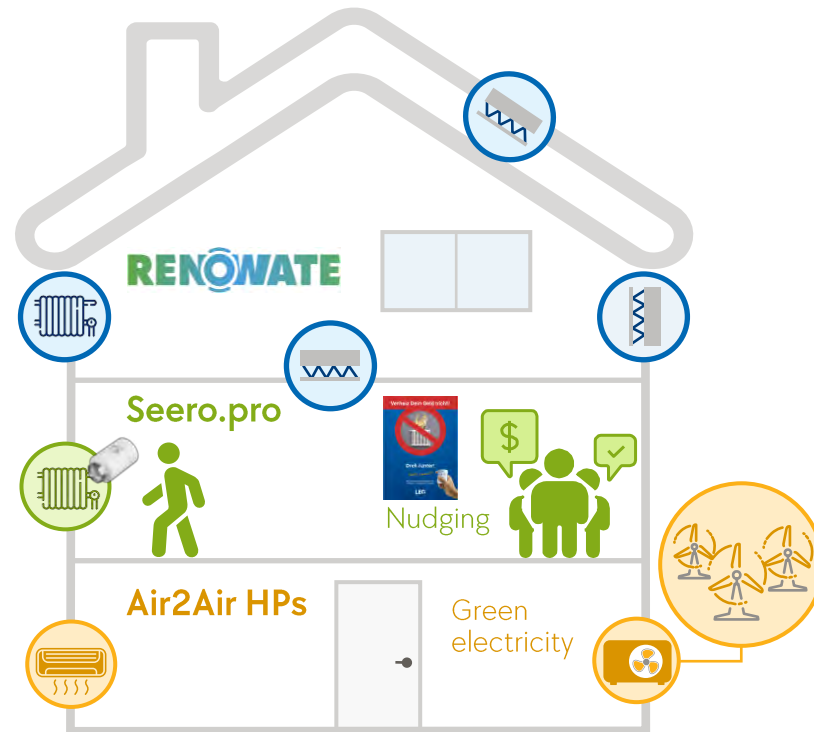
- Insulation of the building shell, incl. windows and doors
- At least **30%** efficiency improvement
- Additional **15%** subsidies from BEG

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**
- Saving up to **€500m** for carbon reduction until 2030¹



¹ Against original ESG 2024 agenda with assumed investments of c. €1.5bn until 2030. See slide 35.



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Portfolio & Operating **Performance**

RENOWATE | Expanding the value chain and positioning as solution provider

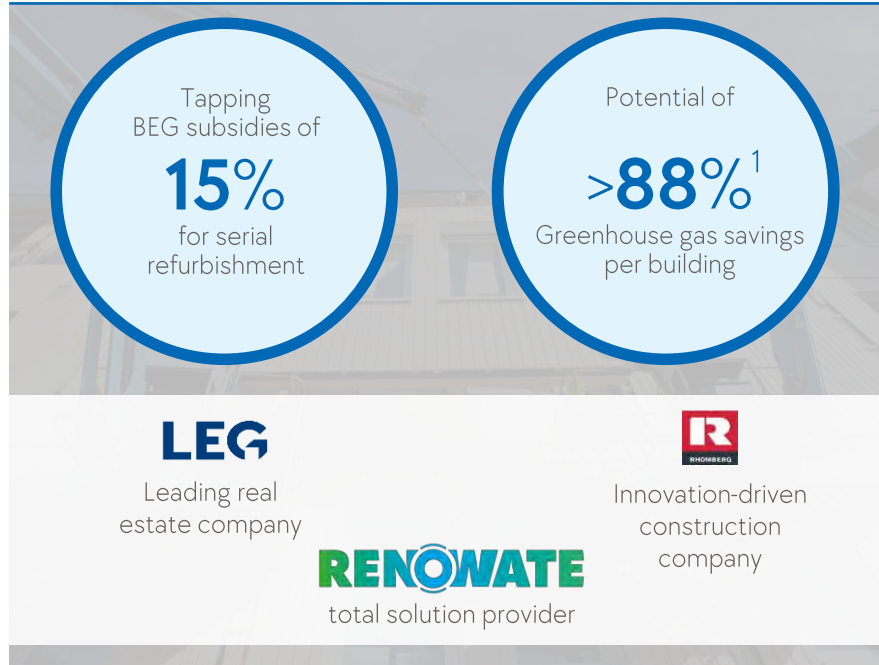


Background

- Renowate to provide comprehensive, serial, energetic refurbishment solutions
- 'One stop shop': measuring, planning, production and installation provided internally
- Refurbishment of 47 units (KfW 55) in Mönchengladbach mainly completed in 2022



Significance for LEG portfolio



Outlook

- Refurbishment of >200 units in 2023
- Product development with the aim of reducing renovation costs per sqm and increasing construction speed
- Implementation of Renowate IT portal solution as a basis for core product "one piece of CO₂ reduction"

¹ Results of the first two properties in Mönchengladbach.

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

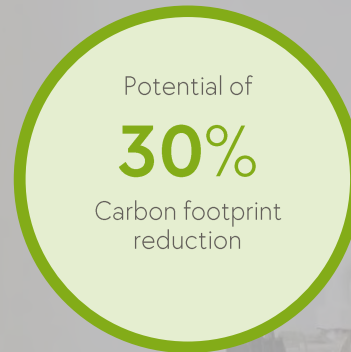


Background

- 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



LEG
Leading real estate company



Digital Company Builder



Globally leading heating control technology manufacturer

Outlook

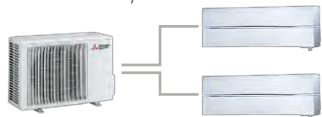
- Finalisation of product development for smart thermostat that meets hydraulic balancing requirements
- Timely product launch to capture high expected demand due to mandatory hydraulic balancing requirement starting fall 2023
- Rapid scale-up and commercialisation due to joint venture set-up and partner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

Air2Air HPs | Accelerating LEG's energy transformation via large-scale roll-out of highly efficient air-to-air heat pumps

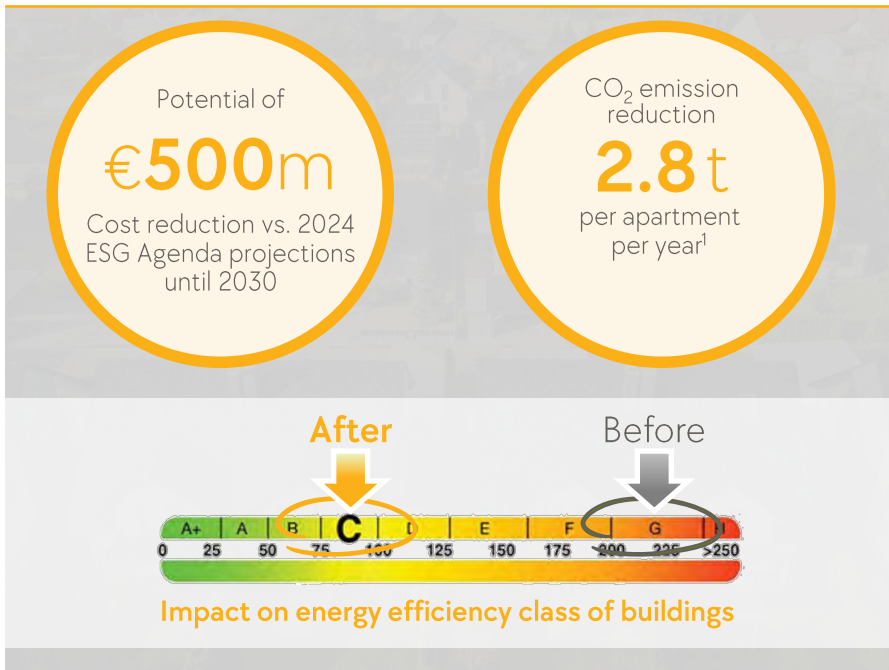


Background

- Strategic partnership with Mitsubishi Electric to ensure best in class device availability 
- Decarbonisation of heating technology critical for regulatory compliance
- Air-to-air heat pump is promising technology for decarbonising buildings
- Technology especially well-suited for decentral infrastructure and buildings with low efficiency



Significance for LEG portfolio



Outlook

- Large-scale roll-out of economical air-to-air heat pumps within LEG portfolio starting H2 2023
- Optimisation and standardisation of roll-out process for further Capex reduction potential
- Ramp-up of own installation capacity to secure value generation within LEG
- Evaluation of partnering options to scale up craftsmen resources and build new value-add business

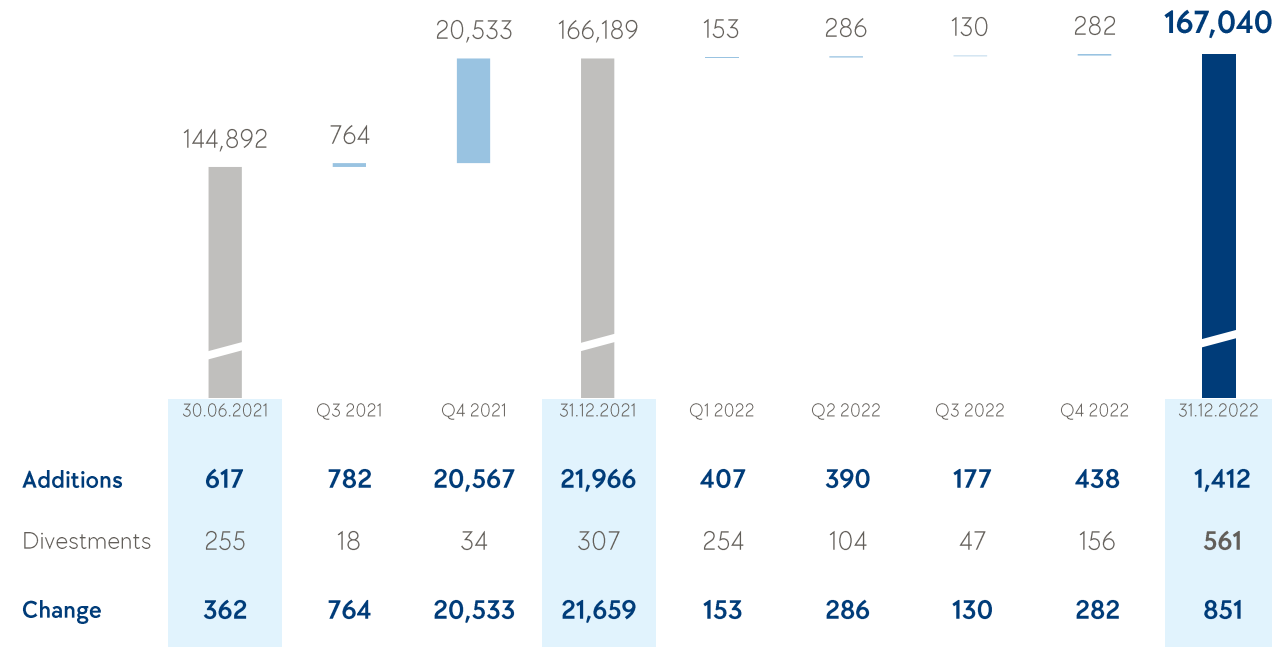
¹ CO₂ Reduction based on fully decarbonized electricity mix; calculation based on average apartment with 62 sqm and energy efficiency class G.

Portfolio transactions

Broadly stable as a quiet transaction market only allows for small ticket disposals



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



Additions

- In FY-2022, c. 870 units acquired (13 deals) and c. 540 new built flats
- In Q4 transfer of ownership of units in Bremen, Wolfsburg (still from Adler portfolio) and NRW
- Q4 includes finalization of c. **300** new built flats (mainly Bremen and Düsseldorf)

Disposals

- At book value
- Small ticket sizes: Average ticket size 50–60 units in 2022
- 112 units via privatization

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.

Strong organic growth while rents remain affordable

Rent tables continue to fuel rent increases

I-f-I rent development

€/m²/month

FY-2022 **6.32**

FY-2021 6.13

FY-2022 **6.68**

FY-2021 6.44

Residential rent

+3.1%

Rent table +1.8%
Modernisation/
Re-letting +1.3%

Free financed rent

+3.7%

I-f-I free financed rent development

€/m²/month

FY-2022 **7.63**

FY-2021 7.37

FY-2022 **6.42**

FY-2021 6.19

FY-2022 **6.06**

FY-2021 5.84

High-growth

+3.6%

Stable

+3.8%

Higher-yielding

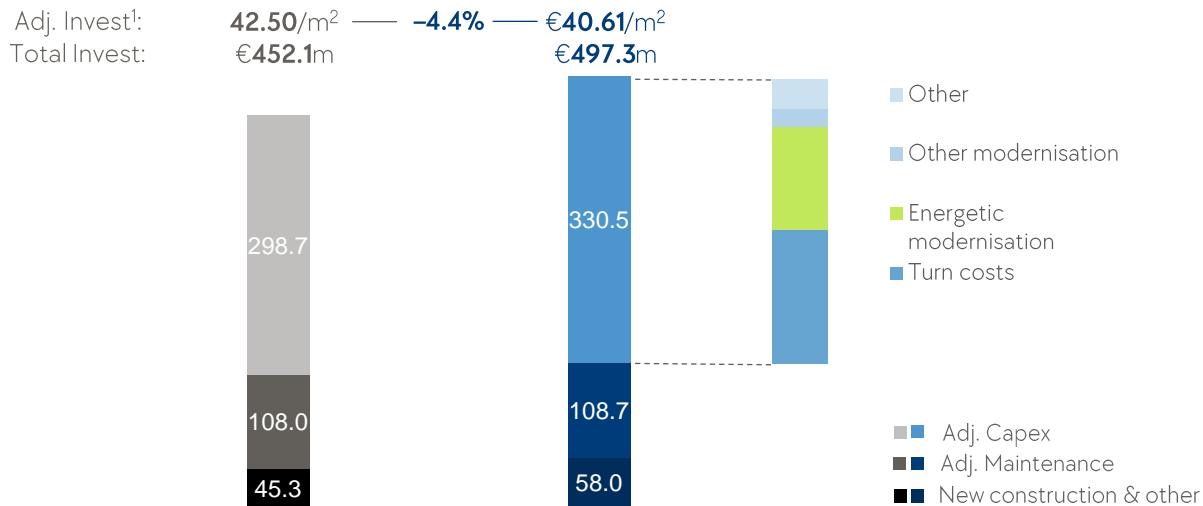
+3.8%

- Free financed rent increase of **3.7%**
- C. 2,900 units got off restriction in 2022 – offering growth potential ahead
- Cost rent adjustment for the subsidised units contribute **0.9%-pts** to the 2023 rent growth¹

¹ See slide 37 in Appendix.

Capex and Maintenance

Slow down of spending in a rising cost and interest rate environment



per m ²	FY-2021	FY-2022	%
Adj. Capex	€31.21	€30.56	-2.1%
Adj. Maintenance	€11.29	€10.05	-11.0%
Total	€42.50	€40.61	-4.4%

- **Investments per sqm declined by c.4.4%** vs. FY-2021 to **€40.61/sqm**. C.14% below original guidance of €46-48/sqm, c.3% below adjusted guidance of €42/sqm.
- Quick adjustment of entire organisation to lower spending budgets due to
 - Reduction of projects
 - Swift renegotiation of prices with suppliers
- Still target of **4,000** tons CO₂ reduction reached
- Ongoing high investment into energetic modernisation of c. **€120m**
- Increase of total **investments** by **9.4%** y-o-y driven by portfolio growth. C.21.000 units transferred as of 31st December 2021
- Increase in **new construction and others** (not part of LEG's investment/sqm guidance) driven by milestone payments of new construction activities – small in group context and limited exposure going forward

¹ Excl. new construction activities on own land, backlog measures, own work capitalised and LWS Plus margin. For further details see appendix.

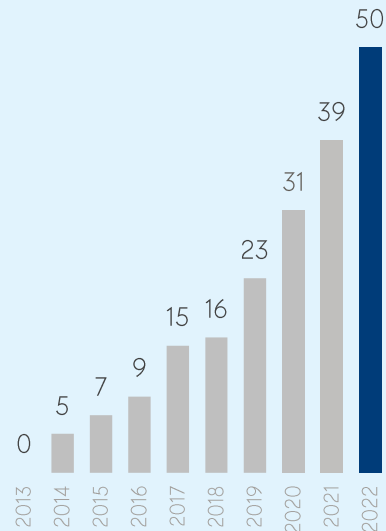
Value-added services

Continuation of growth story



Strong FFO contribution – Services

€m



Main service entities



WohnService
Partner



100%
entity
Multimedia: TV,
internet and
telephone

Launch
January 2014



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

Key driver 2022

- Benefitting from the roll-out of services to a growing portfolio (FFO I: +28%)
- Strong contribution from **TSP** and **ESP**

Roll-out of new services

- Successful proof of concept of recently established proptech **youtilly** (management of gardening and cleaning services) in LEG's portfolio

- New  with focus on gardening and cleaning services



3

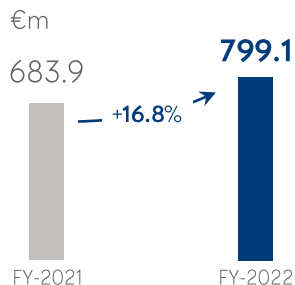
Financial Performance

Financial highlights FY-2022

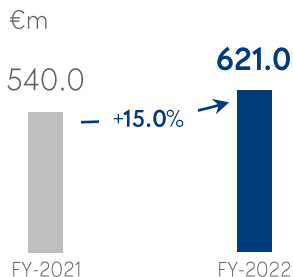
Targets achieved



Net cold rent

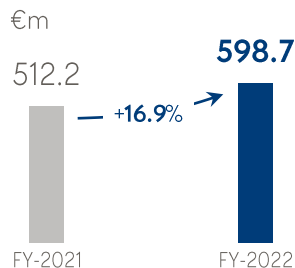


Net operating income (recurring)



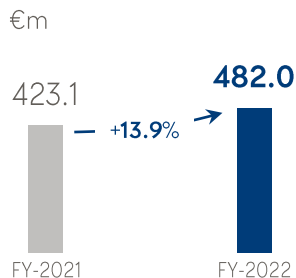
Margin
77.7%
(79.0%)

EBITDA (adjusted)



Margin
74.9%
(74.9%)

FFO I



Margin
60.3%
(61.9%)

Margin target reached

- Strong increase in net cold rent (+€115.2m) through acquisitions (+€95.1m) but also organic growth (+€20.1m)
- Negative effect from a mix of higher rent receivables, operating costs and staff costs on NOI-margin
- Strong contributions from services
- Target for FY-2022 EBITDA (adjusted) of **75%** reached

FFO I p.s.

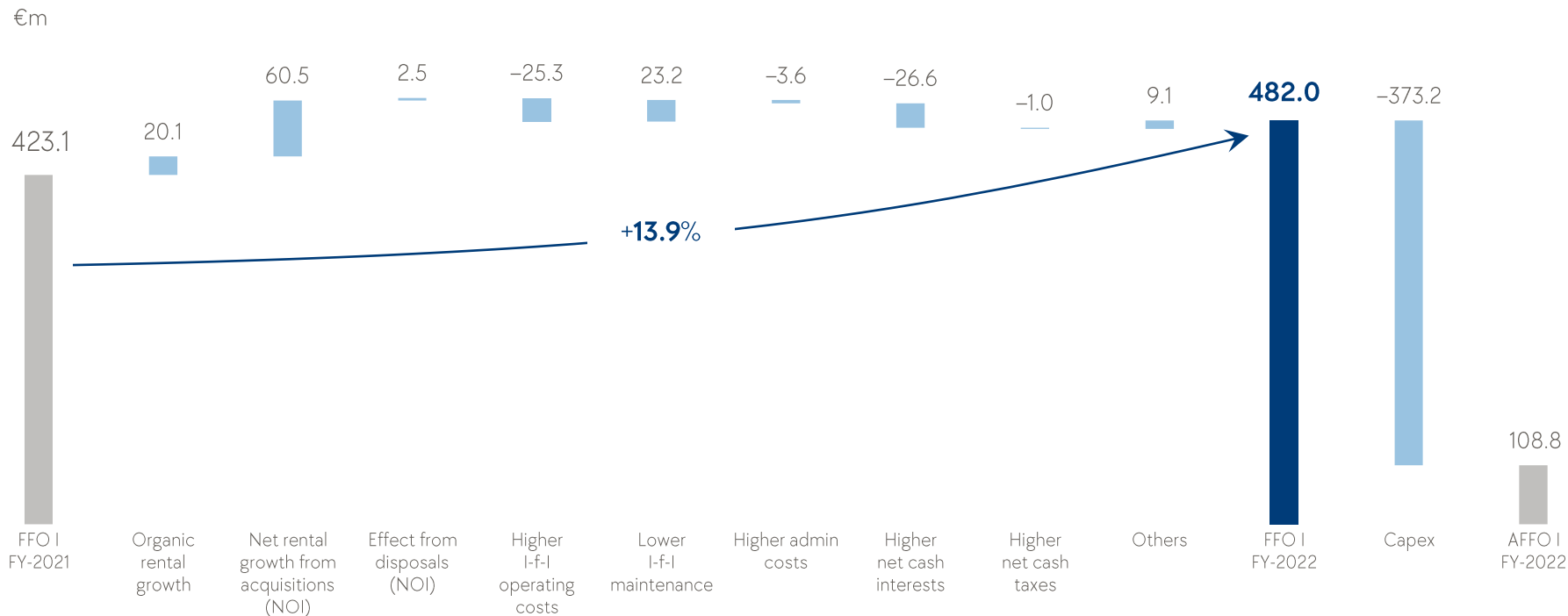
- FY-2022: **€6.56 (+12.3%)**

AFFO p.s.

- FY-2022: **€1.48 (+16.5%)**

FFO I Bridge FY-2022

Strong contribution from acquisitions and rent growth

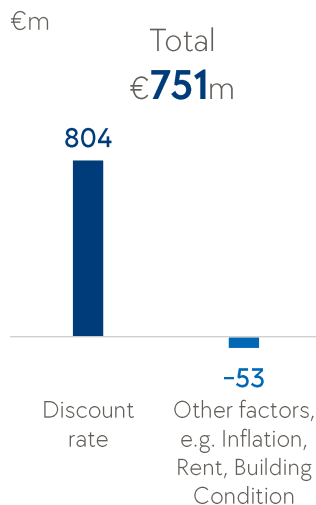


Portfolio valuation FY-2022 – Breakdown of revaluation gains

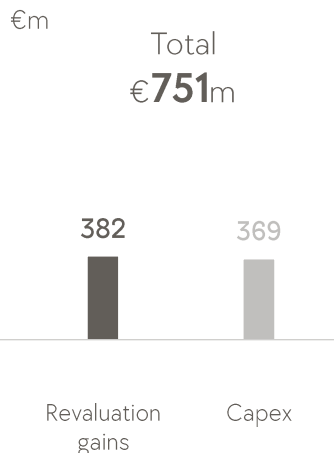


4% valuation decline in H2 22, still up y-o-y by 2%

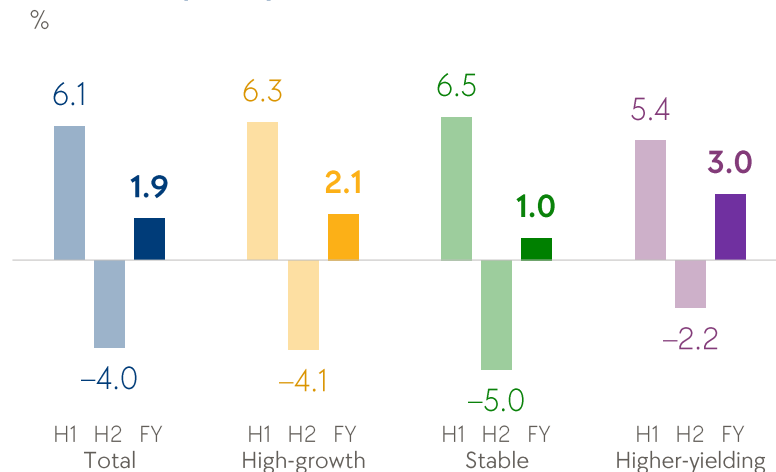
Value drivers



Allocation of capital growth



Valuation uplift by markets I-f-I¹



- Valuation adjustment of -4.0% in H2, on FY basis still positive with +1.9%, including capex +3.8%
- Average object-specific discount rate at YE22 flat over H1 22 with 3.7% based on low transaction evidence – negative effects from inflation based cost loading assumptions
- Potential valuation effects will only come through gradually over time based on methodology – high uncertainty due to very low transaction activity

¹ Property valuation with cut-off date as of 30 September 2022 and revaluation date as of 31 December 2022.

Portfolio valuation FY-2022



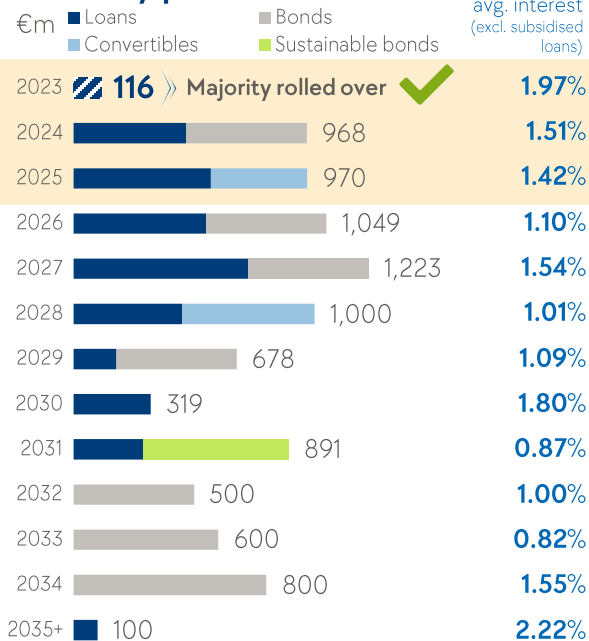
Market segment	Residential Units	GAV Residential Assets (€m)	GAV/ m ² (€)	Gross yield	In-Place Rent Multiple	GAV Commercial/ Other (€m)	Total GAV (€m)
High-Growth Markets	49,733	8,203	2,508	3.4%	29.6x	337	8,540
Stable Markets	66,840	7,000	1,639	4.4%	22.6x	219	7,218
Higher-Yielding Markets	50,467	3,740	1,227	5.5%	18.1x	97	3,837
Total Portfolio	167,040	18,943	1,789	4.2%	23.9x	653	19,595¹

¹ GAV of IAS 40 portfolio (including leasehold, land value and assets under construction) was €20,204m.

Well balanced financial profile

No significant maturities in 2023

Maturity profile



Average debt maturity



Average interest costs



Loan-to-value^{1,2}



Highlights

- Increased RCF to €600m in mid October (previously: €400m)/ CP-programme of €600m
- Average debt maturity of 6.5 years
- Majority of 2023 maturities already rolled over
- Average interest costs increase by 10 bps vs. FY-2021 (restated for M&A bridge financing in January 2022)
- Interest hedging rate of 93.7%
- Clear refinancing path until 2026
- LTV slightly above medium-term target level of 43%, no immediate effect on ability to refinance
- Net debt/EBITDA of 14.9 as at end of December

¹ Since Q1-2022 calculation adapted to market standard: inclusion of short-term deposits and participation in other residential companies. FY-2021 restated accordingly. (adj.) = after refinancing of bridge loan from end of 2021 via 1.5bn bond issue in January 2022.

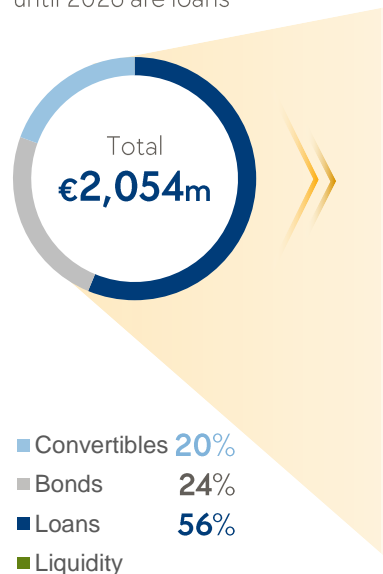
² Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47).

A clear financing path until 2026 – even without disposals

Only €500m of maturing straight bond volume until 2026 – to be partially repaid and replaced

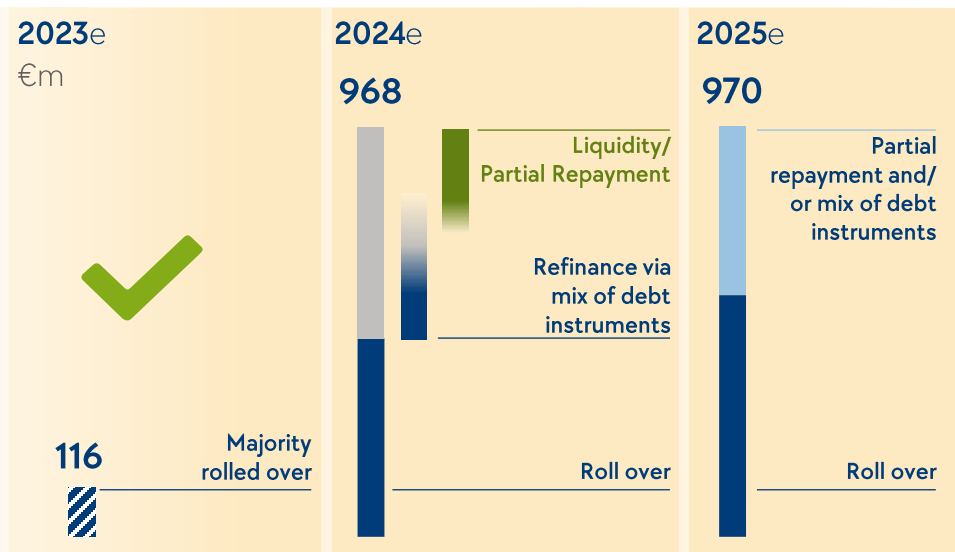
Total refinancing volume until 2025

56% of financing volumes until 2026 are loans



Upcoming maturities by instrument and refinancing strategy

22% of total debt to mature until 2026



- LEG's diversified financing structure pays off and offers optionality going forward
- Maturing loans to be rolled forward
- No reliance on disposal proceeds – further potential to delever
- **2023** majority rolled over already **2024** maturing bond (€500m) to be addressed via a mix of liquidity and secured debt/ other debt instruments
- **2025** convertible bond to be potentially partly repaid and partly refinanced with mix of alternative instruments






4

Outlook

Overall strong performance in 2022



		Guidance 2022		Actual 2022	
FFO I		€475m – 485m		€482m	✓
I-f-I rent growth		c. 3.0%		3.1%	✓
EBITDA margin		c. 75%		74.9%	✓
Investments		c 42€/sqm		41€/sqm	✓
LTV		Medium-term target level max. 43%		43.9%	—
Dividend		70% of FFO I – subject to further market development		Suspension of dividend for FY22	—
Acquisitions		Stopped as of October 1, 2022		Stopped as of October 1, 2022	—
Disposals		Not reflected in guidance: up to 5,000 units		561 units FY22/156 units Q4 22	—
Environment	2022–2025 2022	Reduction of CO ₂ emissions by 10% based on CO ₂ e kg/sqm 4,000 tons CO ₂ reduction from modernisation projects	2022	4,028 tons CO ₂	✓
Social	2022–2025 2022	Improve Customer Satisfaction Index (CSI) to 70% Maintain high employee satisfaction level (66% Trust Index)	2022	73% Trust Index	✓
Governance	2022	Maintain Sustainability rating within the negligible risk range (<10)	2022	   6.7	✓

Guidance 2023: Focus on AFFO



	Old guidance 2023 ¹	NEW guidance 2023 ¹
AFFO ²	€110m – 125m	€125m – 140m
Adj. EBITDA margin ³	c.78%	c.78%
I-f-I rent growth	3.3% – 3.7%	3.3% – 3.7%
Investments	c. 35€/sqm	c. 35€/sqm
LTV	Medium-term target level max. 43%	Medium-term target level max. 43%
Dividend	100% AFFO as well as a part of the net proceeds from disposals – subject to further market development	100% AFFO as well as a part of the net proceeds from disposals
Disposals	Not reflected ¹	Not reflected ¹
Environment	2023–2026 2023	Reduction of persistent relative CO ₂ emission saving costs in €/ton by 10% achieved by permanent structural adjustments to LEG residential buildings 4,000 tons CO ₂ reduction from modernisation projects and customer behavior change
Social	2023–2026 2023	Improve high employee satisfaction level to 70% Trust Index Timely resolution of tenant inquiries regarding outstanding receivables
Governance	2023	85% of Nord FM, TSP, biomass plant, 99% of all other staff holding LEG group companies have completed digital compliance training

¹ Guidance based on 167 k units. ² Adjusted for capex financed in full by subsidised, long-term loans accounted for at fair value or at cost; currently no such projects are planned; if those projects are contracted, these will be reported separately.

³ Adjusted for maintenance (externally-procured services), internally procured and capitalized services and non-recurring special effects.



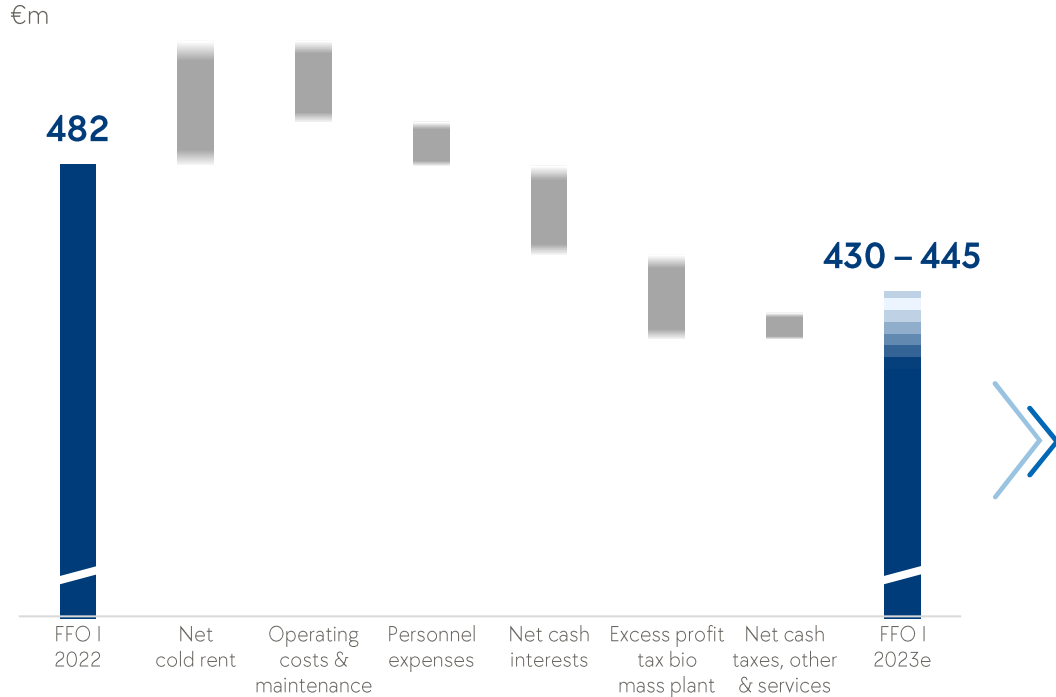
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Appendix

Bridge FFOI 2022 to AFFO 2023e



FFOI 2022 to FFOI 2023e

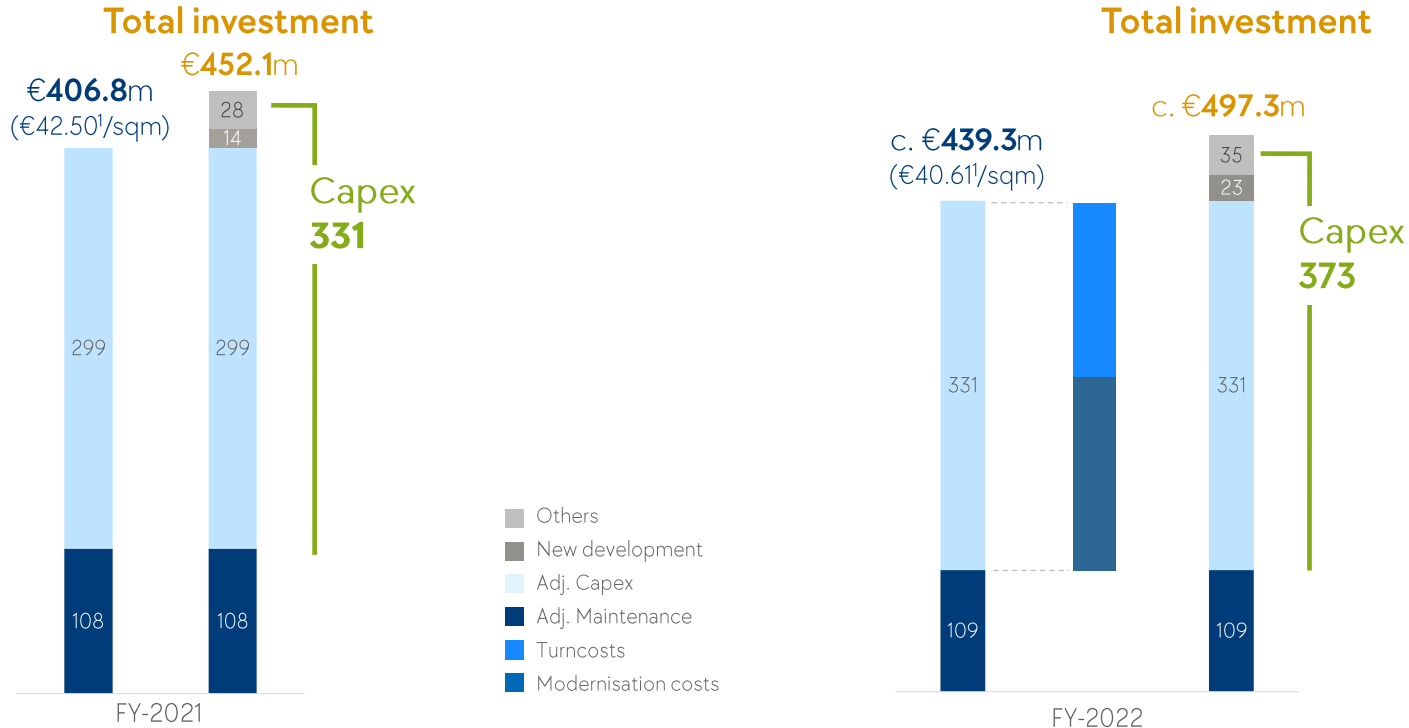


FFOI 2023e to AFFO 2023e



Investment and capex breakdown

New steering methodology requires view on total investment

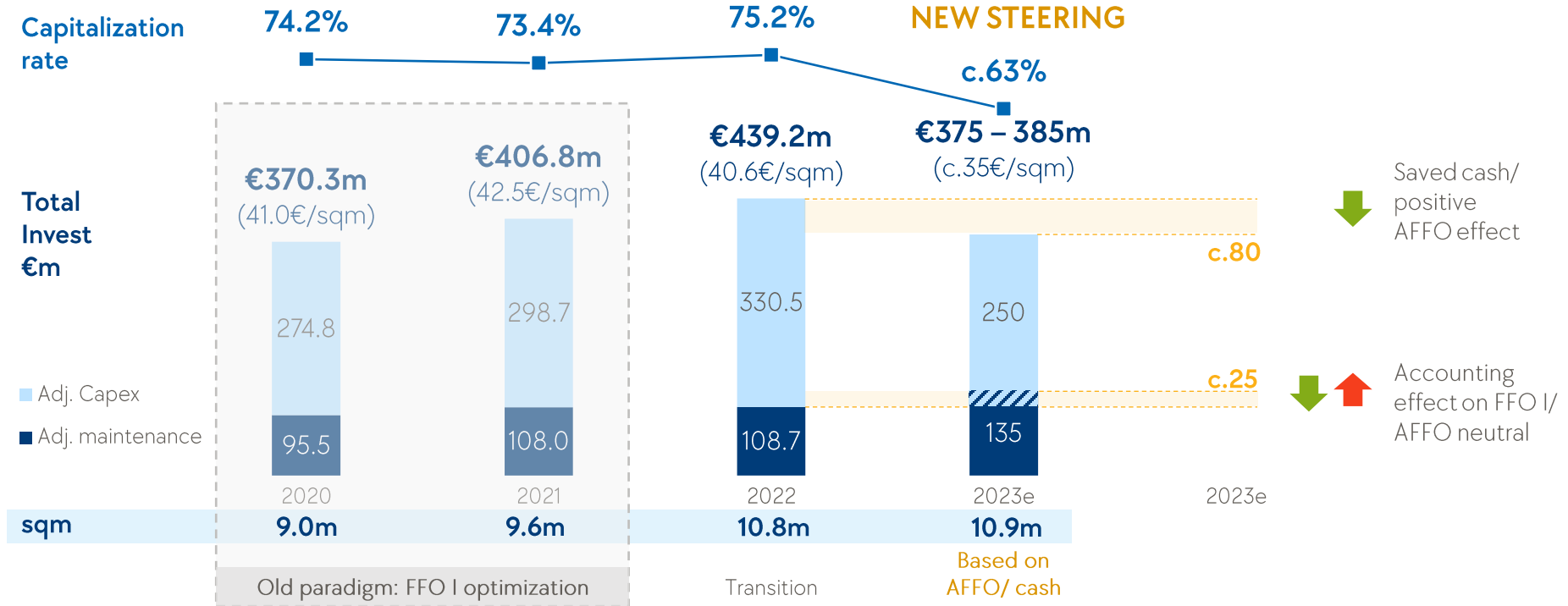


¹ Excl. new construction activities on own land, backlog measures, own work capitalised and LWS Plus margin. Others includes work capitalised (capex relevant) as well as the LWS Plus margin (not capex relevant). Rounded numbers.

Effects of lowered investment levels on capitalization rate/p&l



Focus on cash instead of accounting effects



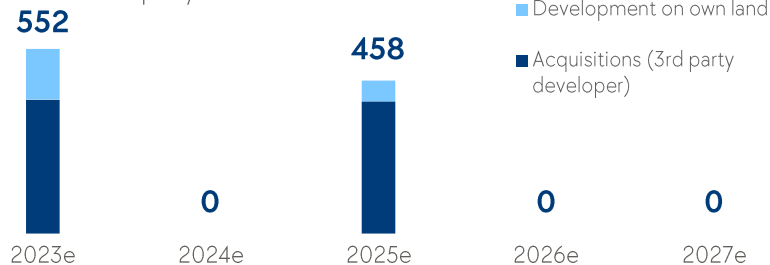
New construction pipeline further reduced to a total of c.€260m



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

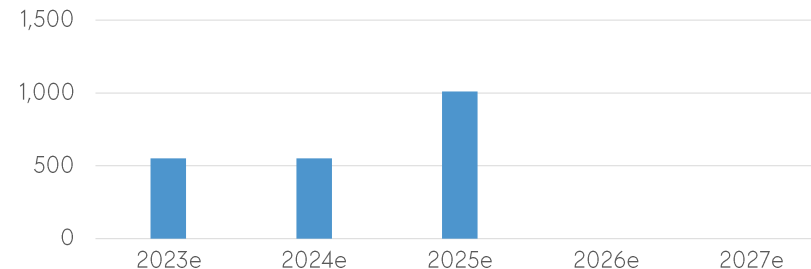
Completions

number of units per year



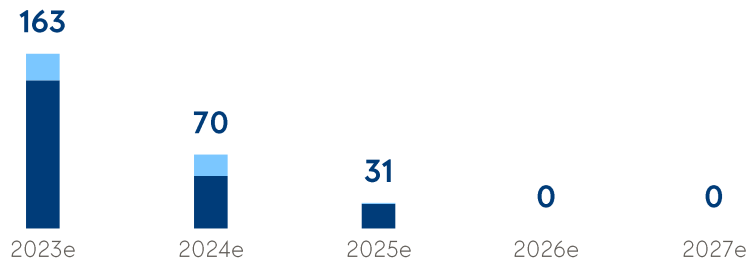
Aggregated

units



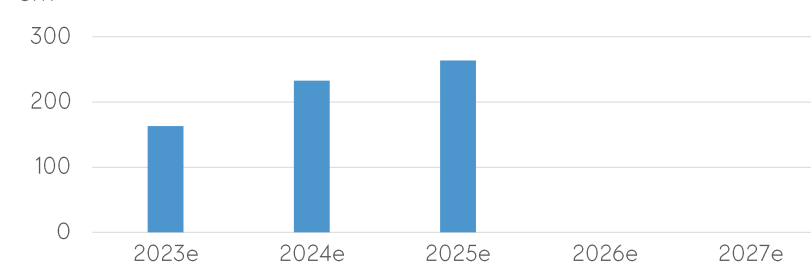
Investment volume per year

€m



Aggregated investment volume

€m



Among the best in class

Upgrade to AAA rating by MSCI

ESG	2018	2019	2020	2021	2022	
MSCI ESG Rating						Upgrade to top rating in 12/2022
SUSTAINALYTICS ESG Rating		20.1	10.4	7.8	6.7	No. 1 out of 159 in real estate management No. 7 out of 1,057 in global real estate No. 29 out of 15,226 in global total coverage
CDP CDP Score						Initial score above sector score (C)
SCIENCE BASED TARGETS SBTi target					Targets submitted	Verification expected by mid 2023
ISS ESG ISS ESG	D+	D+	C-	C-		Upgrade to Prime Status
EPRA sBPR Award						Gold rating confirmed
DAX ESG Index			DAX [®] 50 ESG	DAX [®] 50 ESG	DAX [®] 50 ESG	No.18 in listed Germany ¹
MSCI ESG Indices					MSCI EAFE Choice ESG Screened Index MSCI World Custom ESG Climate Series MSCI OFI Revenue Weighted Global ESG Index	

¹ As at 12/2022.

Carbon Balance Sheet 2022

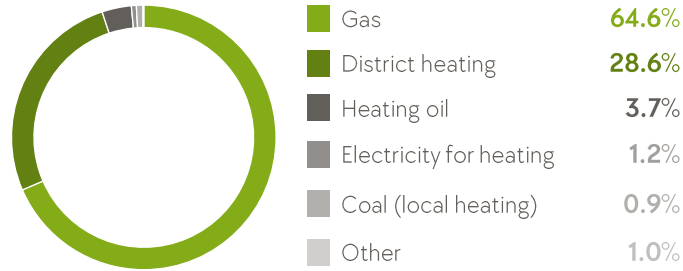
28.3 kg CO₂e/m² on a market based and climate adjusted basis



Carbon balance sheet

- Bottom-up approach
- BAFA-factors in line with GHG-protocol
- Scope 1 and scope 2
- **28.3 kg CO₂e/m²** based on heating energy
- **301k t CO₂** in total (2021: **283k t**)

Heat energy by source (100% of portfolio)



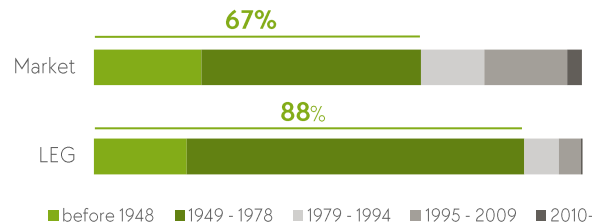
- Based on actual consumption 2021 (84% actuals, 14% energy performance certificates (EPC), 2% estimates)
- Extrapolated for 2022
- Limited assurance by Deloitte

Reflecting our roots

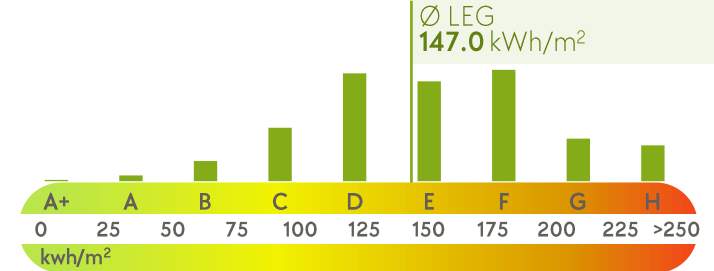
Energy efficiency of our portfolio of **147 kWh/m²** (2021: **144.5 kWh/m²**) is a function of corporate DNA & history:

- Providing affordable housing in post-war Germany

LEG portfolio by construction years vs. LEG market



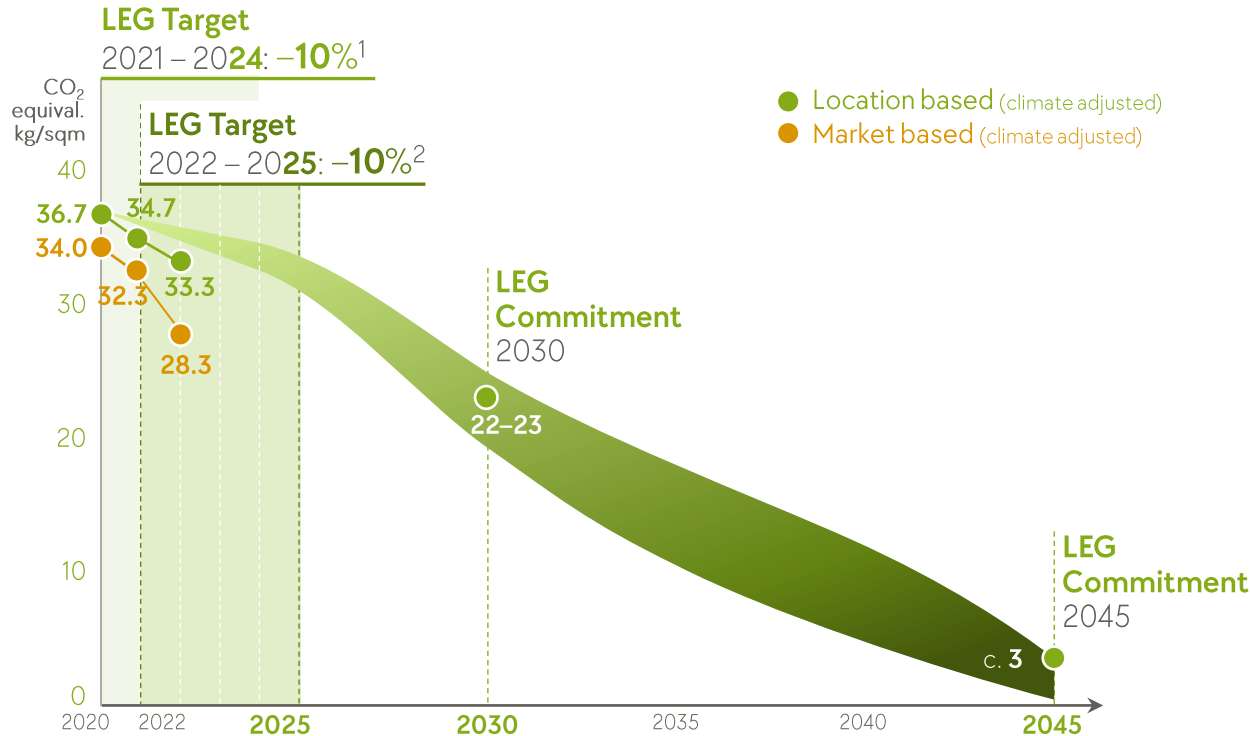
Distribution by energy efficiency classes LEG



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

Strong CO₂ reduction of 15% in 2022

Well on track for our target towards climate neutrality

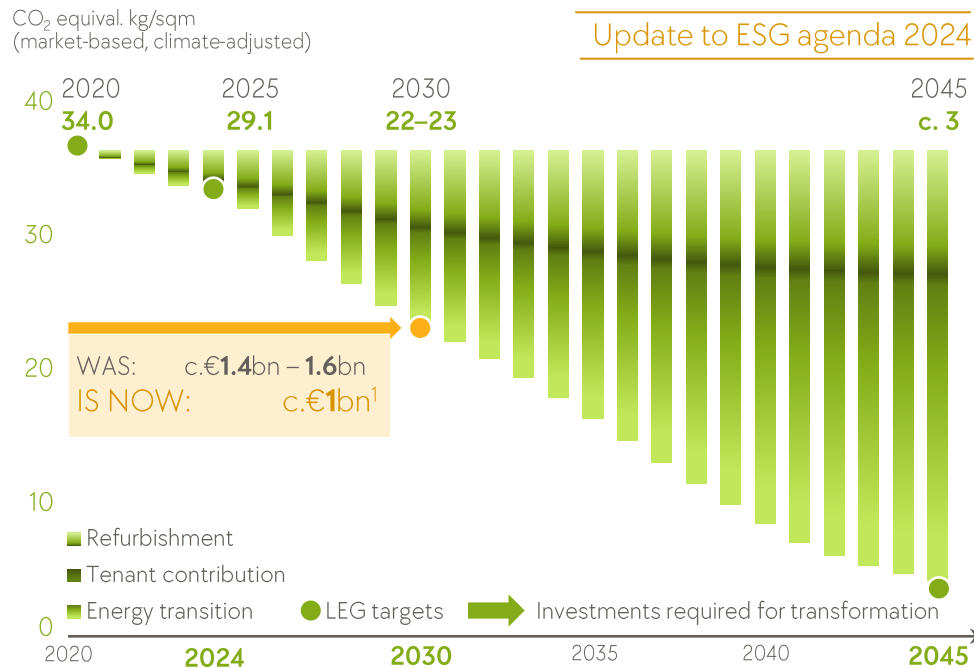


- LEG fully committed to new German Climate Change Act to achieve climate neutrality by 2045
- Aligned with strategy via LTI-component of compensation scheme
- 2023-26 LTI component envisages a **10%** efficiency improvement for investments undertaken
- Strong reduction in 2022 by **4%** to **33.3kg** (location based) and by **12%** to **28.3kg** (market based)
- Key driver:
 - **4,028t** CO₂ savings from energetic refurbishments
 - better footprint of our district heating grid based on actual certificates of our utility provider vs. original assumption of market average

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%**

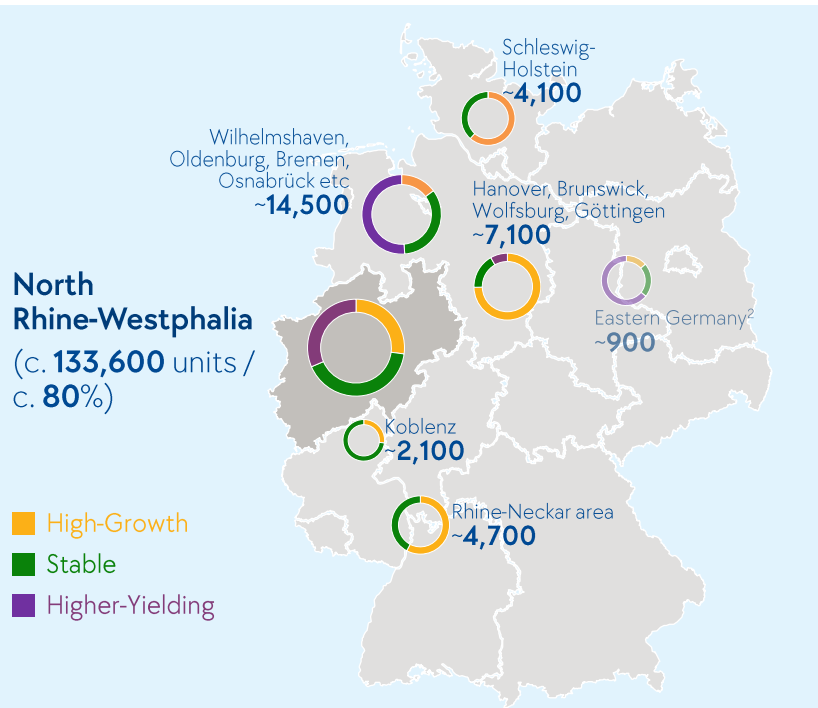
Energy transition

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

¹ Estimate based on current price levels for materials and services and taking no innovation and efficiency improvements into account. Based on wide role-out of air-2-air heat pumps and introduction of smart thermostats.

LEG's portfolio comprised c. 167,000 units end of Q4

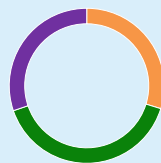
Well balanced portfolio with significant exposure also in target markets outside NRW



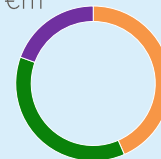
¹ Residential units. ² 1,300 non-core units mainly located in Eastern Germany.

Total portfolio¹ (c. 167,000 units)

by units

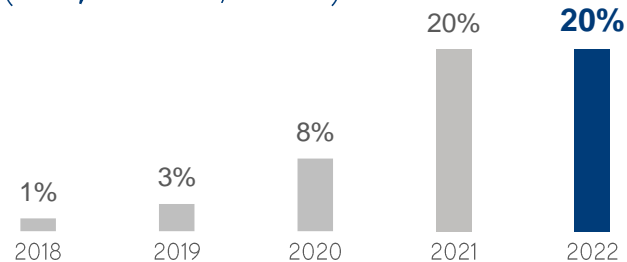


by GAV
€m



Outside North Rhine-Westphalia

(c. 33,400 units / c. 20%)



Growth along our investment criteria

- Asset class **affordable living** ✓
- Entry in new markets outside NRW via **orange** and **green** markets ✓
- >1,000 units per location ✓

➤ Critical size in locations outside NRW reached, allowing for growth into **higher-yielding** markets

Subsidised units – Inflation-dependent components of the cost rent (i.e. admin and maintenance) was adjusted in January 2023 based on 3-year CPI development¹

Cost rent components²

Management costs

- Depreciation
- Operating costs
- Loss of rental income risk

Capital costs

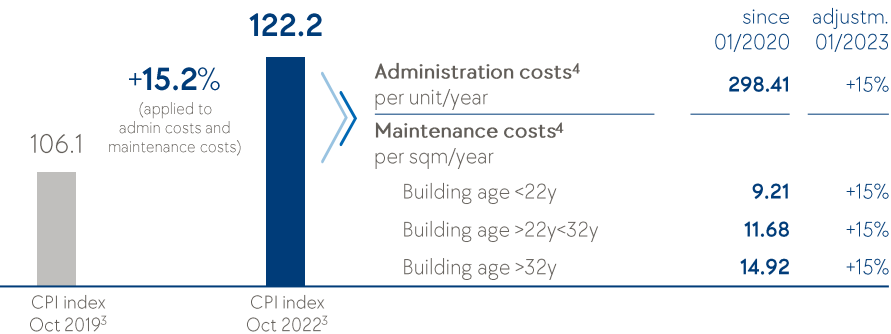
- Financing costs

- **Administration costs**
- **Maintenance costs**

CPI - linked

Calculation for LEG's subsidised portfolio

+4.6% cost rent adjustment in January 2023



¹ CPI development from October 2019 (index = 106.1) to October 2022 (index = 122, provisional figure acc. to Federal Statistical Office). ² Legal basis for calculation: II. Berechnungsverordnung. ³ Basis 2015 = 100. ⁴ Administration and maintenance costs are lump sums.

Historic view

Impact on cost rent adjustment at LEG

	2014	2017	2020	2023
3 year period CPI development	+5.7%	+1.9%	+4.8%	+15.2%
Total rent increase for LEG's subsidised portfolio (I-f-I)	+2.4%	+1.2%	+2.0%	+4.6%

LEG portfolio

Subsidised units (Q4-2022)

Location	Number of subsidised units	Average net cold rent month/sqm (€)
High growth markets	11,459	5.42
Stable markets	14,609	4.97
Higher-yielding markets	7,221	4.60
Total subsidised portfolio	33,289	5.05

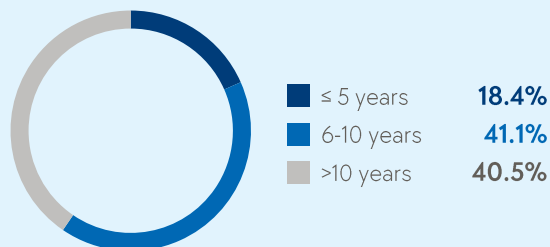
Around 20% of portfolio comprises subsidised units

Reversionary potential amounts to at least 40%

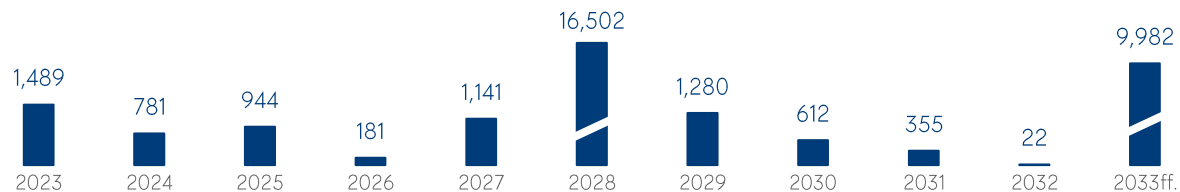
Rent potential subsidised units

- Until 2028, around **21,000 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 65% of units to come off restriction until 2028

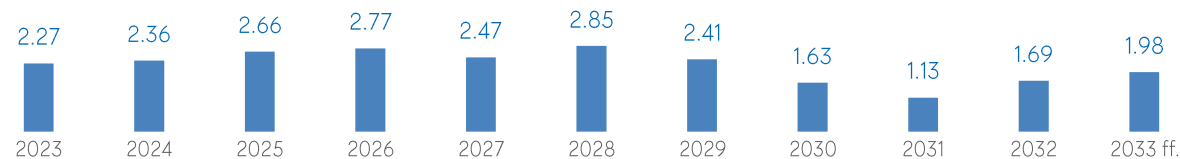


Number of units coming off restriction and rent upside



Spread to market rent

€/m²/month



	≤ 5 years ²	6 – 10 years ²	> 10 years ²
In-place rent	€4.90	€5.17	€4.91
Market rent ¹	€7.34	€7.91	€6.90
Upside potential ⁵	50%	53%	40%
Upside potential p.a. ³	€9.1m	€41.5m	€16.0m

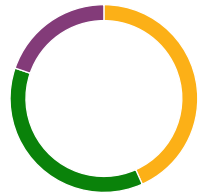
¹ Employed by CBRE as indicator of an average rent value that could theoretically be achieved, not implying that an adjustment of the in-place rent to the market rent is feasible, as stringent legal and contractual restrictions regarding rent increases exist.
² ≤5 years = 2023-2027; 6-10 years = 2028-2032; >10 years = 2033ff. ³ Rent upside is defined as the difference between LEG in-place rent and market. ⁴ For example rent increase cap of 11% (tense markets) or 20% for three years.

Ongoing positive trends across all KPIs and market clusters

Further vacancy reduction confirms LEG's strong positioning in a demand-driven market

Market split (GAV)

%



High-growth	43.3
Stable	37.0
Higher-yielding	19.7

In-place rent, l-f-l

€/m²

High-growth	7.09
Stable	6.08
Higher-yielding	5.82

Vacancy, l-f-l

%

High-growth	1.7
Stable	2.2
Higher-yielding	3.9

Markets

	Total portfolio		High-growth		Stable		Higher-yielding	
	FY-2022	▲ (YOY)	FY-2022	▲ (YOY)	FY-2022	▲ (YOY)	FY-2022	▲ (YOY)
# of units	167,040	+0.5%	49,733	+1.0%	66,840	+0.6%	50,467	-0.1%
GAV residential assets (€m)	18,943	+5.4%	8,203	+4.8%	7,000	+5.8%	3,740	+5.8%
In-place rent (m ²), l-f-l	€6.32	+3.1%	€7.09	+3.0%	€6.08	+3.1%	€5.82	+3.3%
EPRA vacancy, l-f-l ¹	2.4%	-20bps	1.7%	-20bps	2.2%	-20bps	3.9%	+10bps

¹ Excluding the Adler-Portfolio the l-f-l EPRA vacancy rate declined from 2.3% to 1.9%.

FFO calculation



€m	FY-2022	FY-2021
Net cold rent	799.1	683.9
Profit from operating expenses	-12.4	-2.4
Maintenance (externally-procured services)	-57.0	-65.7
Personnel expenses (rental and lease)	-107.5	-87.9
Allowances on rent receivables	-25.2	-10.3
Other income (rental and lease)	13.5	16.0
Non-recurring special effects (rental and lease)	10.6	6.4
Net operating income (recurring)	621.0	540.0
Net income from other services (recurring)	17.3	8.3
Personnel expenses (admin.)	-28.4	-26.7
Non-personnel operating costs	-37.6	-105.6
Non-recurring special effects (admin.)	26.4	96.2
Administrative expenses (recurring)	-39.6	-36.1
Other income (admin.)	0.0	0.0
EBITDA (adjusted)	598.7	512.2
Net cash interest expenses and income FFO I	-113.3	-86.7
Net cash income taxes FFO I	-1.7	-0.6
FFO I (including non-controlling interests)	483.8	424.9
Non-controlling interests	-1.8	-1.8
FFO I (excluding non-controlling interests)	482.0	423.1
FFO II (including disposal of investment property)	483.7	419.9
Capex	-373.2	-330.9
AFFO (capex-adjusted FFO I)	108.8	92.2

Net cold rent

- +€115.2m or +16.8% driven by portfolio growth (+€95.1m) and organic growth (+€20.1m)

Maintenance

- Decline mainly relates to release of provisions and simultaneously lower additions to provisions

Personnel expenses

- Driven by additional 263 FTE in operations, esp. from Adler portfolio. Minor impact from increase in wages

Allowances on rent receivables

- Increase mainly driven by higher provisions for not yet invoiced operating costs

Recurring administrative expenses

- Admin cost ratio (recurring) improves by 0.2%-pts to 5.0%

Cash interest expenses

- Increase mainly from higher debt related to the acquisition financing

FFO calculation – current & new definition

€m	Current definition		New definition	
	FY-2022	FY-2021	FY-2022	FY-2021
Net cold rent	799.1	683.9	799.1	683.9
Profit from operating expenses	-12.4	-2.4	-12.4	-2.4
Maintenance (externally-procured services)	-57.0	-65.7	-	-
Personnel expenses (rental and lease)	-107.5	-87.9	-107.5	-87.9
Allowances on rent receivables	-25.2	-10.3	-25.2	-10.3
Other income (rental and lease)	13.5	16.0	-4.2	-0.2
Non-recurring special effects (rental and lease)	10.6	6.4	10.6	6.4
Net operating income (recurring)	621.0	540.0	660.4	589.5
Net income from other services (recurring)	17.3	8.3	17.3	8.3
Personnel expenses (admin.)	-28.4	-26.7	-28.4	-26.7
Non-personnel operating costs	-37.6	-105.6	-37.6	-105.6
Non-recurring special effects (admin.)	26.4	96.2	26.4	96.2
Administrative expenses (recurring)	-39.6	-36.1	-39.6	-36.1
Other income (admin.)	0.0	0.0	0.0	0.0
EBITDA (adjusted)	598.7	512.2	638.1	561.7
Net cash interest expenses and income FFO I	-113.3	-86.7	-113.3	-86.7
Net cash income taxes FFO I	-1.7	-0.6	-1.7	-0.6
Maintenance (externally-procured services)	-	-	-57.0	-65.7
Own work capitalised	-	-	17.7	16.2
FFO I (including non-controlling interests)	483.8	424.9	483.8	424.9
Non-controlling interests	-1.8	-1.8	-1.8	-1.8
FFO I (excluding non-controlling interests)	482.0	423.1	482.0	423.1
FFO II (including disposal of investment property)	483.7	419.9	483.7	419.9
Capex	-373.2	-330.9	-373.2	-330.9
Capex (non-recurring)	-	-	-	-
AFFO (Capex-adjusted FFO I)	108.8	92.2	108.8	92.2

New reporting set-up from business year 2023 onwards based on new cash focussed steering

Shift to below EBITDA-line:

- Maintenance (externally-procured services)
- Own work capitalised specifically broken out - so far recognized in Other income (rental and lease)

No effect on FFO I

No effect on historical FFO I and AFFO disclosure

EPRA NRV – NTA – NDV

€m

	31.12.2022			31.12.2021 ²		
	EPRA NRV – diluted	EPRA NTA ¹ – diluted	EPRA NDV – diluted	EPRA NRV – diluted	EPRA NTA – diluted	EPRA NDV – diluted
IFRS equity attributable to shareholders (before minorities)	9,058.6	9,058.6	9,058.6	8,927.9	8,927.9	8,927.9
Hybrid instruments	31.0	31.0	31.0	455.7	455.7	455.7
Diluted NAV (at Fair Value)	9,089.6	9,089.6	9,089.6	9,383.6	9,383.6	9,383.6
Deferred tax in relation to fair value gains of IP and deferred tax on subsidised loans and financial derivatives	2,371.9	2,371.9	–	2,091.9	2,080.2	–
Fair value of financial instruments	–78.5	–78.5	–	95.2	95.2	–
Goodwill as a result of deferred tax	–	–	–	–250.0	–250.0	–250.0
Goodwill as per the IFRS balance sheet	–	–	–	–	–43.7	–43.7
Intangibles as per the IFRS balance sheet	–	–5.8	–	–	–3.8	–
Fair value of fixed interest rate debt	–	–	1,208.3	–	–	–307.4
Deferred taxes of fixed interest rate debt	–	–	–643.6	–	–	59.5
Revaluation of intangibles to fair value	–	–	–	–	–	–
Estimated ancillary acquisition costs (real estate transfer tax)	1,955.3	–	–	1,843.9	–	–
NAV	13,338.3	11,377.2	9,654.3	13,164.6	11,261.5	8,842.0
Fully diluted number of shares	74,109,276	74,109,276	74,109,276	76,310,308	76,310,308	76,310,308
NAV per share (€)	179.98	153.52	130.27	172.51	147.58	115.87

¹ Including RETT (Real Estate Transfer Tax) would result into an NTA of €13,332.4m or €179.90 per share (previous year: €13,105.4m or 171.74 per share). ² Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47).

Balance sheet

€m	31.12.2022	31.12.2021 ¹
Investment property	20,204.4	19,178.4
Other non-current assets	579.0	538.3
Non-current assets	20,783.4	19,716.7
Receivables and other assets	179.5	167.1
Cash and cash equivalents	362.2	675.6
Current assets	541.7	842.7
Assets held for sale	35.6	37.0
Total Assets	21,360.7	20,596.4
Equity	9,083.9	8,952.9
Non-current financing liabilities	9,208.4	7,366.2
Other non-current liabilities	2,491.1	2,370.4
Non-current liabilities	11,699.5	9,736.6
Current financing liabilities	252.4	1,518.1
Other current liabilities	324.9	388.8
Current liabilities	577.3	1,906.9
Total Equity and Liabilities	21,360.7	20,596.4

Equity ratio

- 42.5% (2021 43.5%)

Investment property (among others)

- Valuation: +€382.5m
- Acquisitions: +€436.5m
- Capex: +€365.0m

Other non-current assets

- Complete goodwill amortisation due to higher interest rates/ inflation (€293.8m)
- BCP stake (35.7%) included with market value of €268.0m

Receivables and other assets

- Increase in rent receivable (+€10.3m) and accrual of operating costs paid in advance (+€16.1m)

Cash and cash equivalents

- Operating activities: +€389.0m
- Investing activities: –€1,058.8m
- Financing activities: +€356.4m (+€1,482.4m bond issuance; +€511.1m loans; –€1,438.6m mainly related to repayment of bridge loan acquisition; –€183.3m cash dividend)

¹ Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47).

Loan to Value

€m	31.12.2022	31.12.2021 ¹
Financial liabilities	9,460.8	8,884.3
Excluding lease liabilities (IFRS 16)	22.0	26.6
Cash & cash equivalents ²	402.2	745.6
Net Debt	9,036.6	8,112.1
Investment properties	20,204.4	19,178.4
Properties held for sale	35.6	37.0
Prepayments for investment properties and acquisitions	60.8	23.4
Participation in other residential companies ²	306.7	119.2
Prepayments for business combinations	–	1.8
Property values	20,607.5	19,359.8
Loan to Value (LTV) in %	43.9	41.9

Loan to Value

- Increase from **42.3%** as at September 2022 to **43.9%** as at December 2022
- Increase vs. September due to decline in investment properties

Participation in other residential companies

- Increase vs. year end 2021 due to higher stake in BCP with **35.7%** (8.0% at YE21). BCP is included with a value of **€268.0m** based on a share price of **€97.19** at Tel Aviv Stock Exchange as at December 31

¹ Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47). ² Since Q1-2022 calculation adapted to the current standard practices, i.e. inclusion of short-term deposits and inclusion of participation in other residential companies into property values. The figures as at 31.12.2021 have been adjusted accordingly.

Income statement



€m	FY-2022	FY-2021
Net rental and lease income	413.5	522.1
Net income from the disposal of investment property	-1.5	-1.0
Net income from the valuation of investment property	382.4	1,863.7
Net income from the disposal of real estate inventory	-0.2	0.5
Net income from other services	16.4	5.7
Administrative and other expenses	-182.6	-136.4
Other income	0.1	0.1
Operating earnings	628.1	2,254.7
Net finance costs	-120.1	-116.0
Earnings before income taxes	508.0	2,138.7
Income tax expenses	-270.6	-414.0
Consolidated net profit	237.4	1,724.7

Net rental and lease income

- Decline driven by goodwill amortisation (€181.4m). Adjusted NRI (€621.0m) +15.0%

Net income from valuation

- FY valuation effect +1.9%

Administrative and other expenses

- Impact from goodwill amortisation (€112.4m). FY-2021 negatively impacted mainly by RETT for acquisition of Adler portfolio

Net finance costs

- €21.3m increase in interest expenses mainly due to issue of corporate bonds
- €110.8m impact from valuation of BCP at fair value
- €123.0m impact from measurement of derivatives linked to the convertible bonds (previous year +€3.5m)

Income tax expenses

- Tax rate increased from 19.4% to 53.3% due the non-tax relevant goodwill amortisation

Cash effective interest expense



€m	FY-2022	FY-2021
Reported interest expense	143.0	121.7
Interest expense related to loan amortisation	-22.2	-20.4
Interest costs related to valuation of assets/liabilities	-2.7	-3.0
Interest expenses related to changes in pension provisions	-1.2	-0.6
Other interest expenses	-3.0	-11.0
Cash effective interest expense (gross)	113.9	86.7
Cash effective interest income	0.7	0.0
Cash effective interest expense (net)	113.2	86.7

Reported interest expense

- Increase driven by growth in financing liabilities in connection with the portfolio growth

Interest expenses from loan amortisation

- Expenses in connection with the issue of bonds in 2021

Other interest expenses

- One-time-effects in the previous year, e.g. prepayment costs

Cash effective interest expense

- Interest coverage of 5.29x (FY-2021: 5.91x)

Adjustment to previous year figures based on finalisation of purchase price allocation for the Adler portfolio acquisition

Final purchase price allocation	31.12.2022 Final	31.12.2021 Preliminary	Change
Total assets	1,423.2	1,315.7	107.5
Total liabilities	308.0	265.1	42.9
Net asset value	1,115.2	1,050.4	64.8
Minorities	0.0	0.1	-0.1
Net asset value excl. minorities	1,115.2	1,050.5	64.7
Purchase price	1,309.3	1,321.6	-12.3
Goodwill	194.1	271.1	-77.0

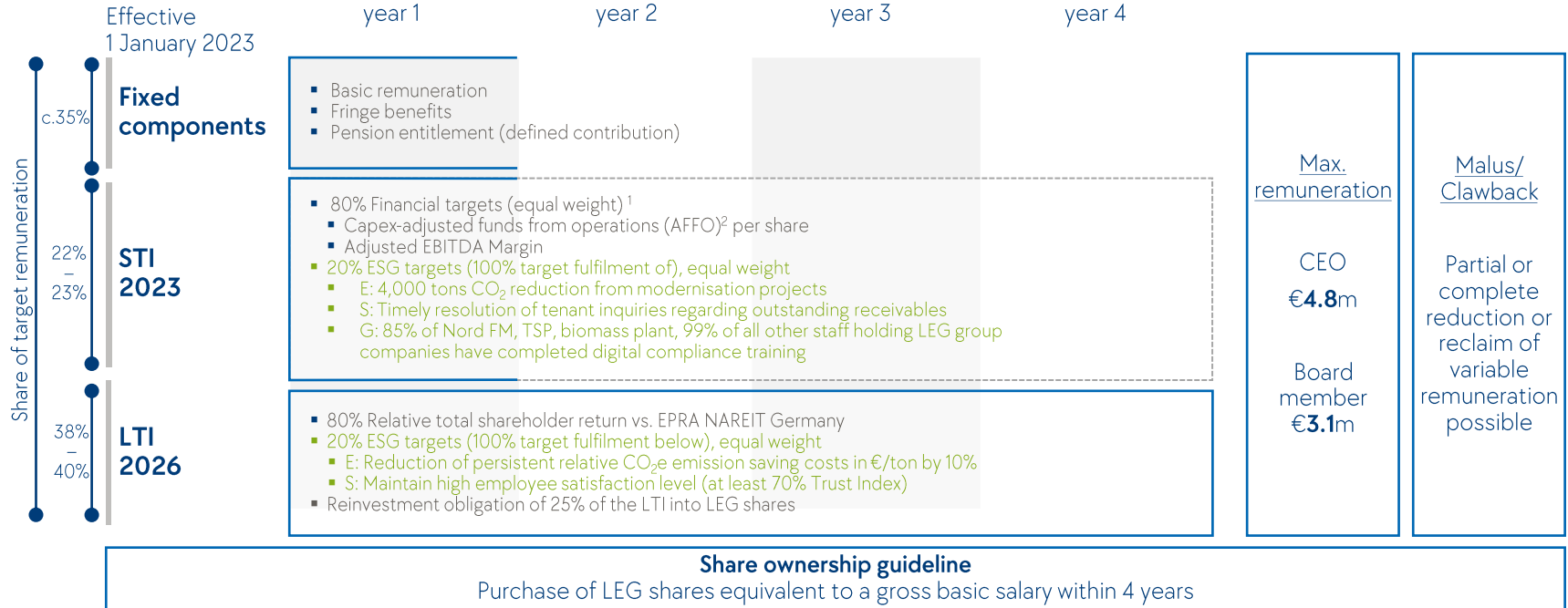
- Acquisition of the Adler portfolio in 2021 was structured as a share deal, acquiring 13 Adler group companies
- The deal has been treated as business combination under IFRS3
- Preliminary purchase price allocation conducted on 31 December 2021 and reflected accordingly within the annual accounts
- Within the scope of finalising the purchase price allocation, new information, which has not been considered by the time of acquisition has now been taken into account
- The adjustment of asset values and liabilities has been conducted retrospectively per 31 December 2021 (IFRS 3.45)
- Overall adjustments lead to a lower goodwill than originally assumed
- Accordingly balance sheet items and ratios may vary from the ones originally presented within the FY21 reports

Remuneration system 2022/25



Remuneration system 2023/26

Proposed adjustment of financial STI targets in-line with new steering methodology³



¹ For details of new KPI definitions see appendix and more details under. ² Adjusted for subsidised investments. ³ Proposal to AGM 2023. https://irpages2.equitystory.com/download/companies/legimmobilien/Presentations/LEG_Pres_Q3_2022_KPI_Definitions_v2.pdf

LEG additional creditor information

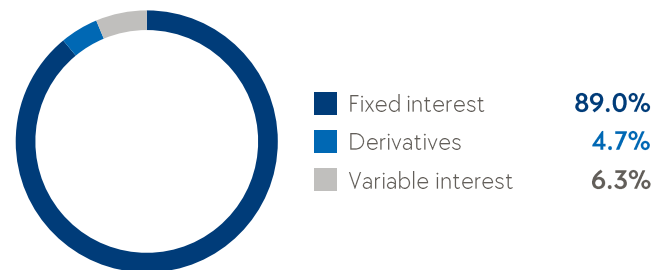
Unsecured financing covenants

Covenant	Threshold	FY-2022
Consolidated Adjusted EBITDA / Net Cash Interest	≥1.8x	5.3x
Unencumbered Assets / Unsecured Financial Indebtedness	≥125%	165%
Net Financial Indebtedness / Total Assets	≤60%	42.6%
Secured Financial Indebtedness / Total Assets	≤45%	16.1%

Ratings (Moody's)

Type	Rating	Outlook
Long Term Rating	Baa1	Negative
Short Term Rating	P-2	Stable

Financing mix



Key financial ratios

	FY-2022	FY-2021
Net debt / EBITDA ¹	14.9x	12.6x
LTV	43.9% ²	41.9% ³
Secured Debt / Total Debt	37.7%	36.8%
Unencumbered Assets / Total Assets	39.3%	43.0%

¹ Average net debt last four quarters / EBITDA LTM. ² Since Q1-2022 calculation adapted to the current standard practices, i.e. reduction of net debt by short-term deposits and inclusion of participation in other residential companies into property values. ³ Previous year figures adjusted after finalisation of purchase price allocation (for details see slide 47).

Capital market financing

Corporate bonds



Maturity	Issue Size	Maturity Date	Coupon	Issue Price	ISIN	WKN
2017/2024	€500m	23 Jan 2024 (7 yrs)	1.250% p.a.	99.409%	XS1554456613	A2E4W8
2019/2027	€500m	28 Nov 2027 (8 yrs)	0.875% p.a.	99.356%	DE000A254P51	A254P5
2019/2034	€300m	28 Nov 2034 (15 yrs)	1.625% p.a.	98.649%	DE000A254P69	A254P6
2021/2033	€600m	30 Mar 2033 (12 yrs)	0.875% p.a.	99.232%	DE000A3H3JU7	A3H3JU
2021/2031	€600m	30 Jun 2031 (10 yrs)	0.750% p.a.	99.502%	DE000A3E5VK1	A3E5VK
2021/2032	€500m	19 Nov 2032 (11 yrs)	1.000% p.a.	98.642%	DE000A3MQMD2	A3MQMD
2022/2026	€500m	17 Jan 2026 (4 yrs)	0.375% p.a.	99.435%	DE000A3MQNN9	A3MQNN
2022/2029	€500m	17 Jan 2029 (7 yrs)	0.875% p.a.	99.045%	DE000A3MQNP4	A3MQNP
2022/2034	€500m	17 Jan 2034 (12 yrs)	1.500% p.a.	99.175%	DE000A3MQNQ2	A3MQNQ

Financial Covenants

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

Capital market financing

Convertible bonds



	2017/2025	2020/2028
Issue Size	€400m	€550m
Term / Maturity Date	8 years/ 1 September 2025	8 years/ 30 June 2028
Coupon	0.875% p.a. (semi-annual payment: 1 March, 1 September)	0.4% p.a. (semi-annual payment: 15 January, 15 July)
# of shares	3,470,683	3,556,142
Initial Conversion Price	€118.4692	€155.2500
Adjusted Conversion Price ¹	€113.2516 (as of 2 June 2022)	€153.6154 (as of 7 June 2022)
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
ISIN	DE000A2GSDH2	DE000A289T23
WKN	A2GSDH	A289T2

¹ Dividend-protection: The conversion price will not be adjusted until the dividend exceeds €2.76 (2017/2025 convertible) and €3.60 (2020/2028 convertible).

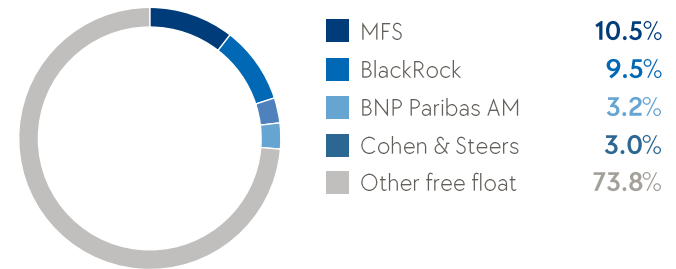
LEG share information



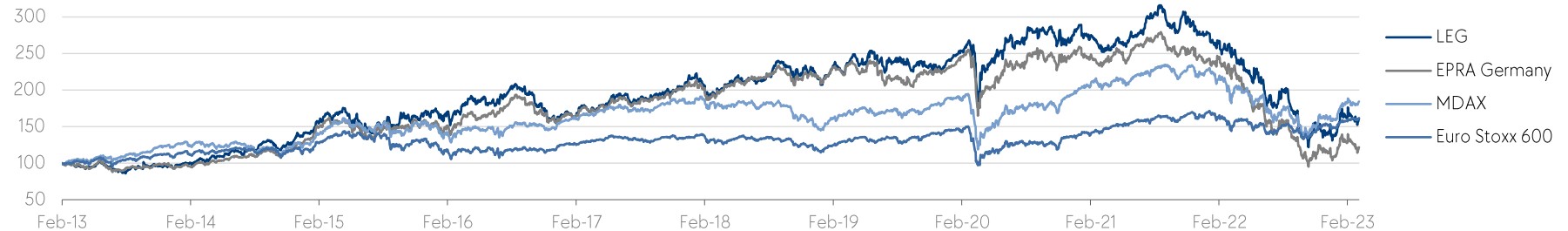
Basic data

Market segment	Prime Standard
Stock Exchange	Frankfurt
Total no. of shares	74,109,276
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
Weighting	MDAX 3.1% (31.12.2022) EPRA Developed Europe 2.6% (31.12.2022)

Shareholder structure¹



Share (06.03.2023; indexed; in %; 1.2.2013 = 100)



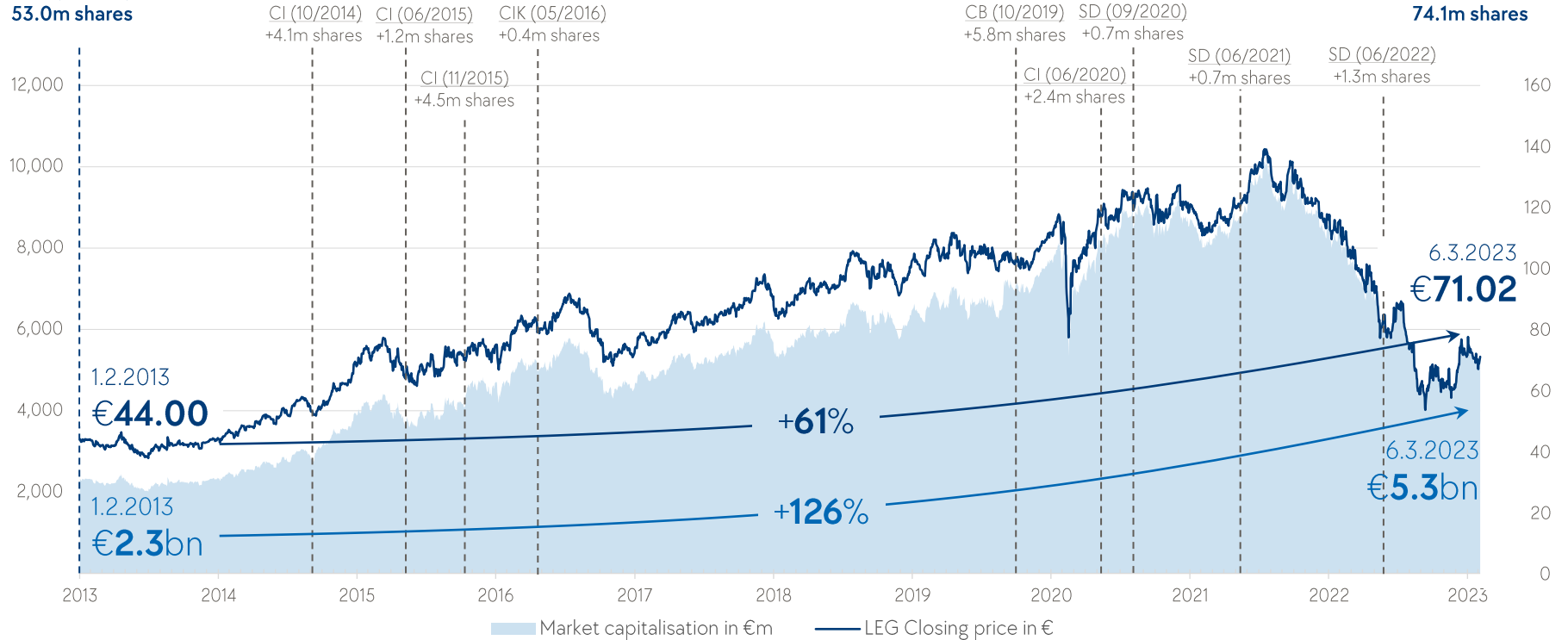
¹ Shareholdings according to latest voting rights notifications.

Share price and market capitalisation since IPO



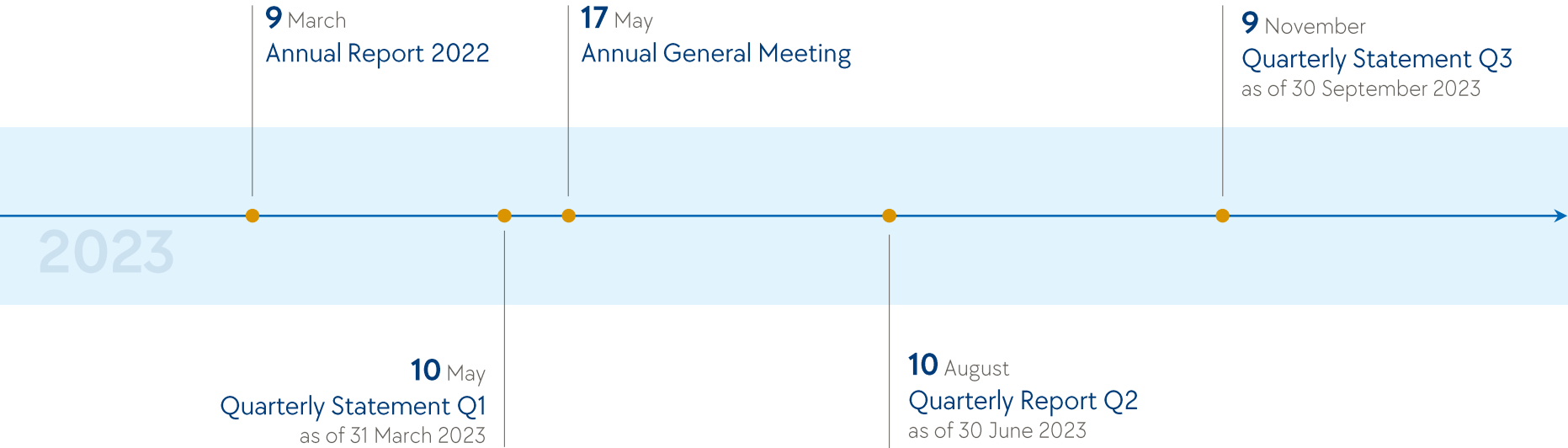
IPO (2/2013)
53.0m shares

3/2023
74.1m shares



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>

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