WE
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LEG Immobilien AG

Q1-2016

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Agenda

I. **Highlights Q1-2016**

II. **Portfolio and Operating Performance**

III. **Financial Performance**

IV. **Business Update and Outlook**

V. **Appendix**

Highlights Q1-2016

Overall company development

- Approx. €300m early refinancing at 1.45% CoD (11 year maturities) prompts upward revision of FFO I guidance
  - Updated FFO I guidance
    2016: €257m - €262m (previously €254m - €259m), 2017: €284m - €289m (previously €279m - €284m)
- Successful continuation of bolt-on acquisition strategy
  - Acquisition of 1,100 units from Grainger plc at attractive initial yield (rental yield 7.5%)
  - Option to pay the purchase price in LEG shares ideally complements tailor-made financing strategy
  - Pipeline for further bolt-on acquisitions

Strong letting performance combined with high capital efficiency

In-place rent, l-f-l	€5.25/sqm (+2.4% total portfolio, +3.3% for free-financed units) Slight growth acceleration in course of FY-2016 on the cards
EPRA-Vacancy	2.8% l-f-l (-40 bps YOY)
Maintenance/Capex	€3.4/sqm (FY-2016 target of €17/sqm reiterated)

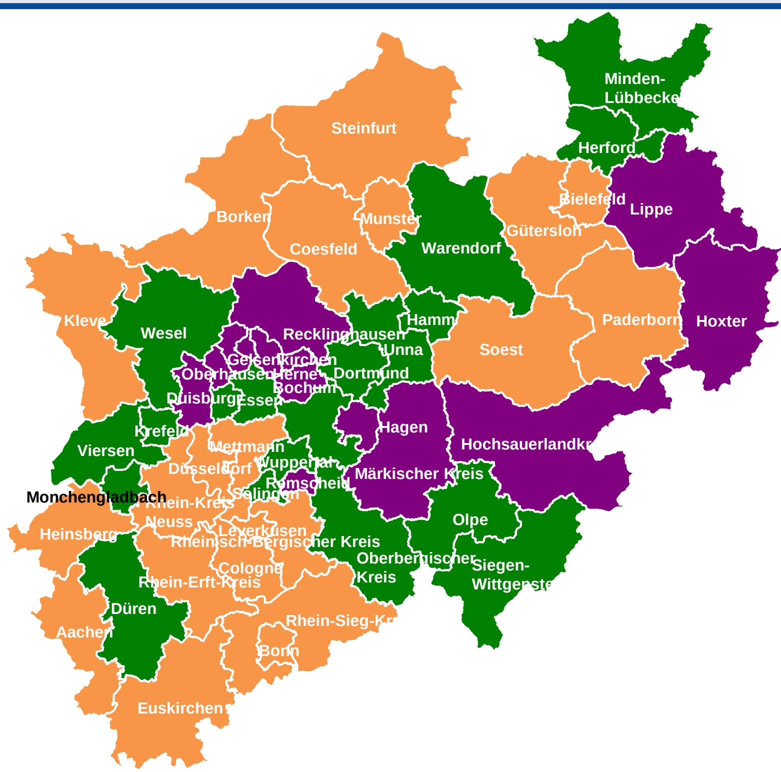
Financials: Dynamic earnings and capital growth at low risk

Rental income	€118.6m (+10.5% YOY from €107.3m)
Adjusted EBITDA	€84.1m (+12.3% YOY from €74.9m) Margin expansion excl. maintenance c.+270 bps YOY
FFO I (excl. minorities)	€62.6m (+21.8% YOY from €51.4m), €1.00 per share (+11.1% YOY from €0.90)
AFFO	€49.9m (+9.4% YOY from €45.6m)
EPRA-NAV (excl. goodwill)	€59.42 per share

II. Portfolio and Operating Performance

Portfolio Overview

Strong operational performance across all submarkets



Strong results on the basis of tailor made management strategies

High-Growth Markets		
	31.03.2016	**Δ (YOY)**
# of units	38,232	+3.4%
In-place rent (sqm), l-f-l	€5.82	+2.5%
EPRA-Vacancy, l-f-l	1.4%	-10 bps

Stable Markets with Attractive Yields		
	31.03.2016	**Δ (YOY)**
# of units	44,065	+13.2%
In-place rent (sqm), l-f-l	€4.95	+2.3%
EPRA-Vacancy, l-f-l	3.0%	-80 bps

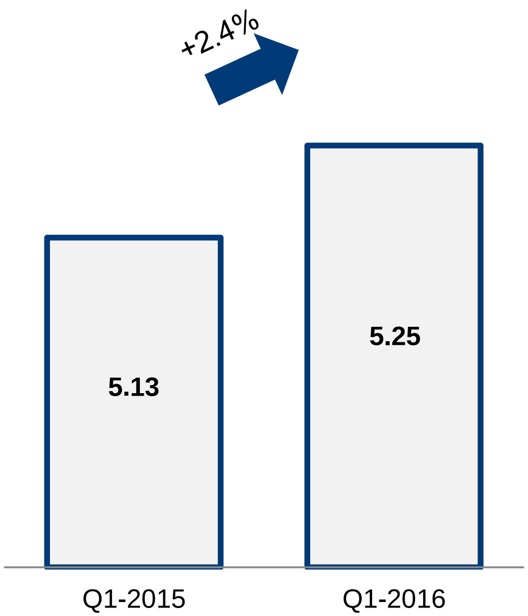
Total Portfolio		
	31.03.2016	**Δ (YOY)**
# of units	115,419	+8.1%
In-place rent (sqm), l-f-l	€5.25	+2.4%
EPRA-Vacancy, l-f-l	2.8%	-40 bps

Higher-Yielding Markets		
	31.03.2016	**Δ (YOY)**
# of units	31,665	+7.7%
In-place rent (sqm), l-f-l	€4.85	+1.9%
EPRA-Vacancy, l-f-l	5.0%	-20 bps

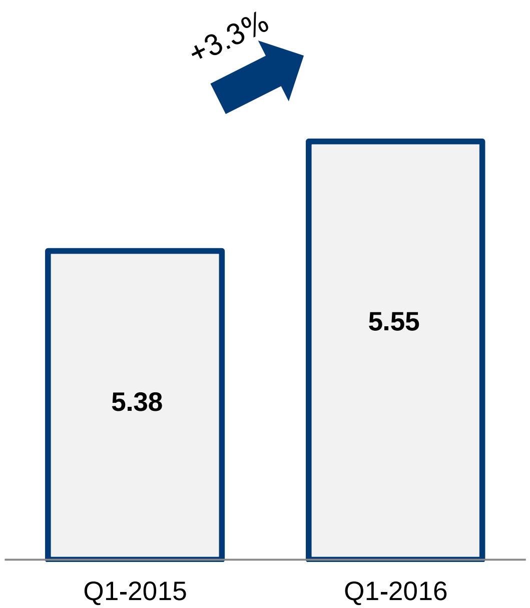
Rent Development

Attractive portfolio + operational excellence = strong rent growth

L-f-l Residential Rent (€/sqm/month)



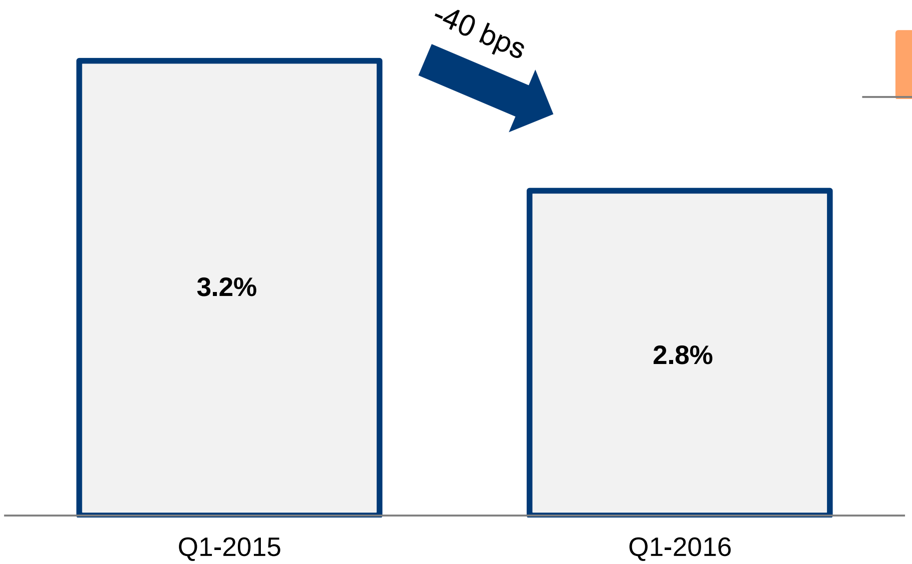
L-f-l Free-financed Rent (€/sqm/month)

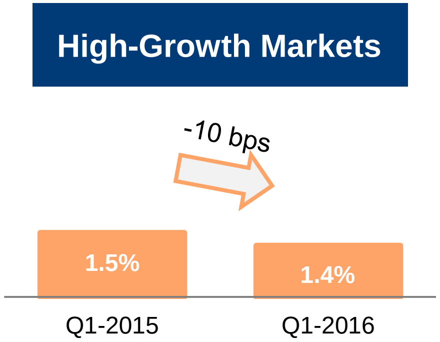


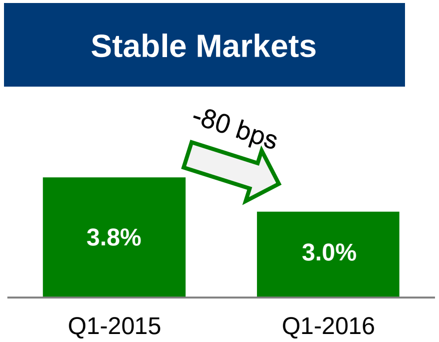
- Performance of free financed units remains best proxy for underlying fundamentals
- Further slight growth acceleration on the cards
- Strict capital discipline maintained
- Regional focus as competitive edge

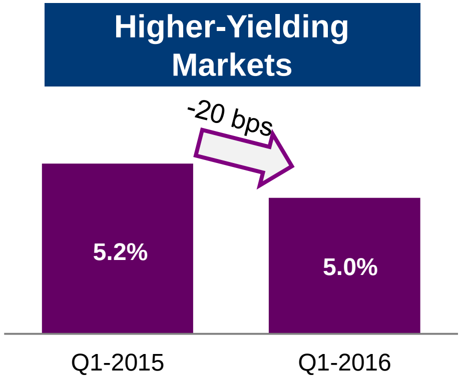
EPRA-Vacancy Development (like-for-like)

Attractive portfolio + operational excellence = low vacancies





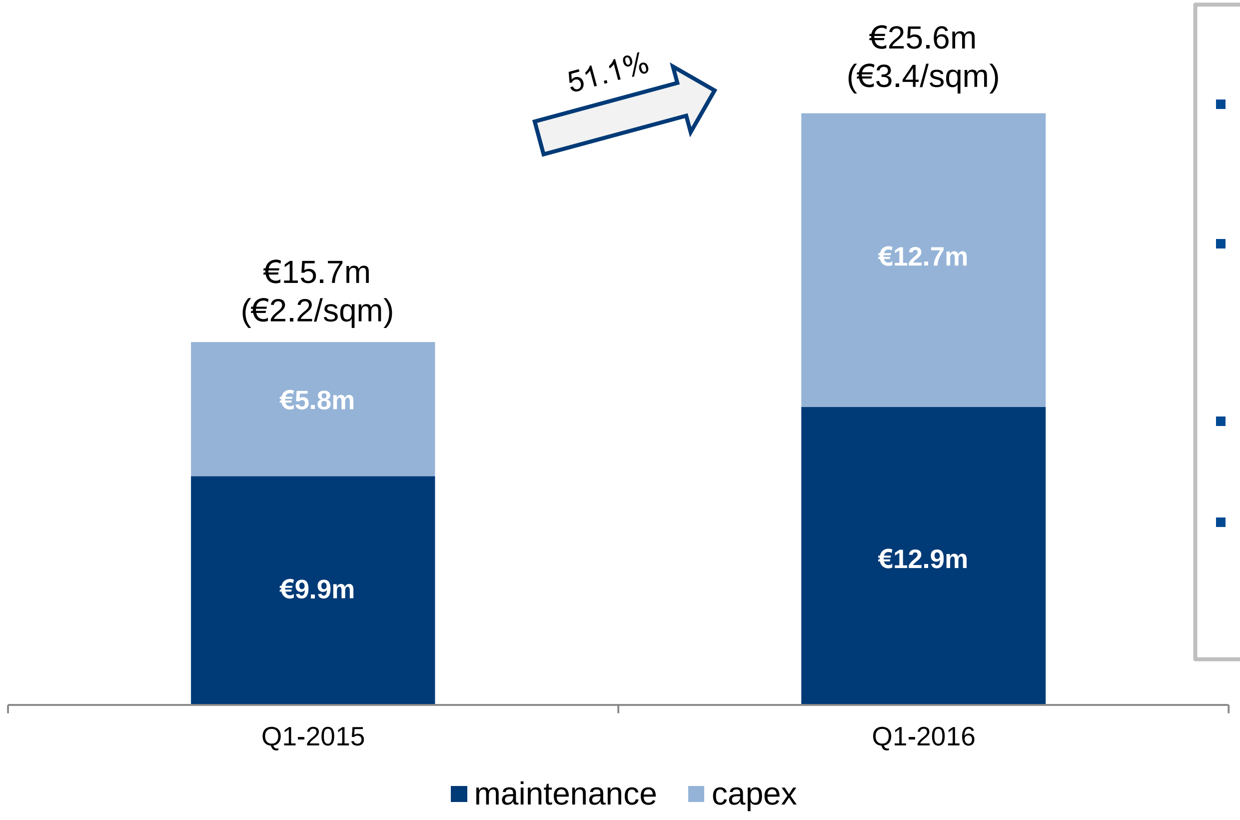




- Rising occupancy across all market segments (vacancy -40bps YOY)
  - Net immigration into Germany fuels demand for affordable housing
  - Traditionally weaker Q1 seasonality; rising occupancy in coming quarters ahead
- Especially strong momentum in the commuter belts of economic centres
  - (e.g. Dortmund, Mönchengladbach, Monheim)

Capex & Maintenance

High quality standards and capital efficiency maintained



- Q1-2016 spending of €3.4/sqm with higher share of value enhancing capex (capex ratio 49.6%)
- Higher initial investments in acquired portfolios (upgrade to LEG standards) promise attractive returns
- Outlook FY-2016: approx. €17/sqm reiterated
- Stronger seasonality in coming quarters

III. Financial Performance

Financial Highlights Q1-2016

Margin expansion on back of attractive scale effects + cost discipline

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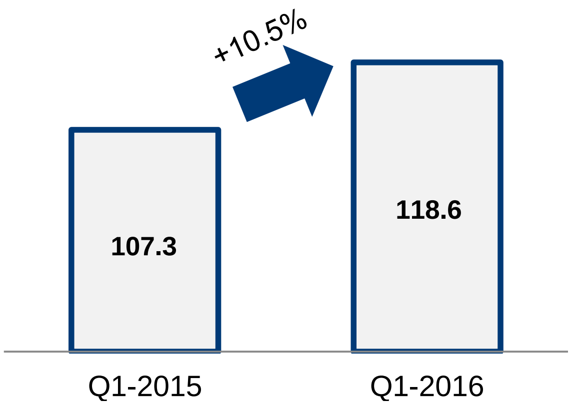
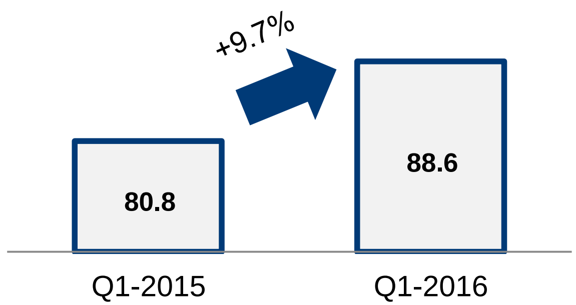
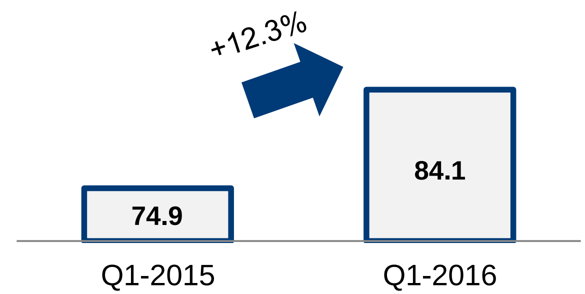
Rental Income (€m)



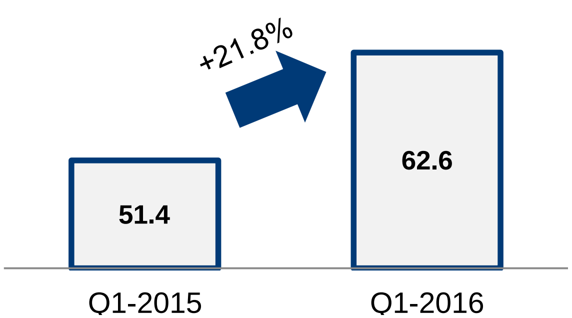
Net Rental and Lease Income (€m)



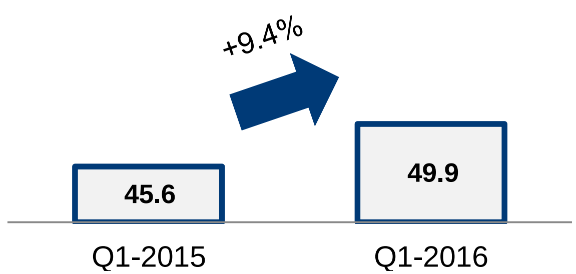
Adj. EBITDA (€m)



FFO I (€m)



Capex-Adj. FFO I / AFFO (€m)



Margin (%)

	Q1-2015	Q1-2016	Comment
NRI	75.3	74.7	Scale effects offset by higher maintenance (low level in Q1-15)
Adj. EBITDA	69.8	70.9	See above + lower admin. costs ratio + higher “others”
FFO I	47.9	52.8	See above + lower interest ratio
AFFO	42.5	42.0	See above + higher capex

Income Statement

Q1-2016

€ million	Q1-2016	Q1-2015
Net rental and lease income	88.6	80.8
Net income from the disposal of investment property	-0.1	1.3
Net income from the valuation of investment property	1.0	-
Net income from the disposal of real estate inventory	-0.6	-0.7
Net income from other services	1.3	-0.1
Administrative and other expenses	-43.0	-8.9
Other income	0.1	0.2
Operating earnings	**47.3**	**72.6**
Net finance costs	**-47.1**	**-94.0**
Earnings before income taxes	**0.2**	**-21.4**
Income tax expense	**-12.3**	**-9.0**
Consolidated net profit	**-12.1**	**-30.4**

- Higher rental income (+€11.3m/+10.5%)
- NRI-margin nearly stable despite higher maintenance (+30% YOY; low level Q1-15)

- Higher one-time costs (+€34.1m to €34.5m) due to non-capitalised transaction costs (€33.7m; mainly real estate transfer tax)
- Recurring admin. costs stable at €7.9m reflecting rising efficiency (decreasing cost base inr FY-16 and FY-17 expected)

- Lower financing costs (-€46.9 YOY) due refinancing costs (€13.0m in Q1-15) and lower burdens from fair value measurement of derivatives (-€33.8m YOY to €18.9m)
- Lower cash interests (€20.2m vs. €23.3m in Q1-15)

- Cash taxes (-€1.1m)

FFO Calculation

Q1-2016

€ million	Q1-2016	Q1-2015
Rental income	118.6	107.3
Profit from operating expenses	-1.4	-1.5
Maintenance	-12.9	-9.9
Staff costs	-10.2	-9.4
Allowances on rent receivables	-1.7	-1.8
Other	-2.4	-2.7
Non-recurring project costs (rental and lease)	0.2	0.2
Current net rental and lease income	**90.2**	**82.2**
Current net income from other services	**1.7**	**0.4**
Staff costs	-5.5	-5.3
Non-staff operating costs	-36.9	-3.1
LTIP (long-term incentive programme)	0.0	0.1
Non-recurring project costs (admin.)	34.5	0.4
Extraordinary and prior-period expenses	0.0	0.0
Current administrative expenses	**-7.9**	**-7.9**
Other income and expenses	**0.1**	**0.2**
Adjusted EBITDA	**84.1**	**74.9**
Cash interest expenses and income	-20.2	-23.3
Cash income taxes	-1.1	-0.2
FFO I (including non-controlling interests)	**62.8**	**51.4**
Non-controlling interests	-0.2	0.0
FFO I (excluding non-controlling interests)	**62.6**	**51.4**
FFO II (including disposal of investment property)	**62.5**	**52.7**
Capex-adjusted FFO I (AFFO)	**49.9**	**45.6**

- +€11.3m (+10.5% YOY)

- +€8.0m (+9.7% YOY)
- Slightly lower adj. NOI margin due to higher maintenance expenses
- Further cost savings from efficiency program expected

- One-time costs (€33.7m non-capitalised transaction costs including RETT)

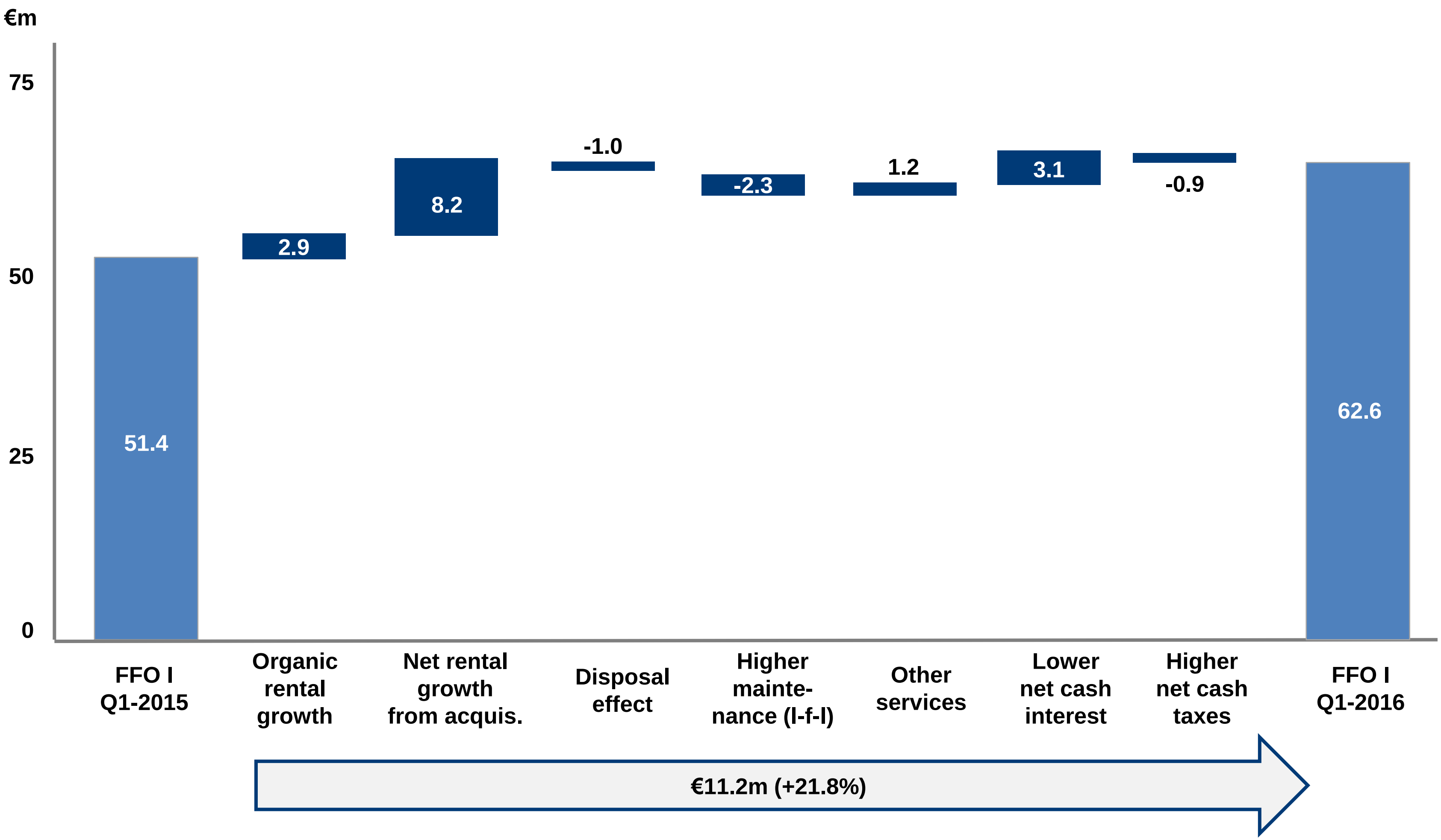
- Decreasing admin. cost base in 2016 & 2017 expected despite volume growth

- +€9.2m (+12.3% YOY)
- EBITDA margin 70.9% vs. 69.8% in Q1-15

- Lower interest charges (end Q1-16 avg. cost 2.15% vs. 2.8% in Q1-15)

FFO Bridge

Q1-2016



Cash Effective Interest Expense

Q1-2016

€ million	Q1-2016	Q1-2015
Reported interest expense	30.1	44.2
Interest expense related to loan amortisation	-6.0	-11.6
Prepayment penalties / breakage costs	-2.2	-7.5
Interest charges relating to valuation of assets/liabilities	-0.4	-0.2
Leasing related interest expense	-0.4	-0.4
Interest expenses related to changes in pension provisions	-0.8	-0.7
Bank charges	0.0	0.0
Interest income	0.0	-0.4
Cash effective interest expense	**20.2**	**23.3**

- One-off refinancing effect of €5.5m in Q1-2015

- Interest coverage improved further (4.2x up from 3.2x YOY)

EPRA-Net Asset Value

Q1-2016

Attractive rental yield basis for future capital growth

€ million	31.03.2016	31.12.2015
Equity (excl. minority interests)	**2,945.2**	**2,967.8**
Effect of exercising options, convertibles and other rights	465.0	427.2
NAV	**3,410.2**	**3,395.0**
Fair value measurement of derivative financial instruments	198.0	165.5
Deferred taxes[1)]	473.8	466.6
EPRA-NAV	**4,082.0**	**4,027.1**
Number of shares fully-diluted incl. convertible (m)[2)]	67.904	67.904
EPRA-NAV per share in €	**60.11**	**59.31**
Goodwill, resulting from synergies	46.9	26.4
Adjusted EPRA-NAV (excl. goodwill)	**4,035.1**	**4,000.7**
Adjusted EPRA-NAV per share in €	**59.42**	**58.92**

- -€12.1m net profit
- -€10.3m other comprehensive income (derivatives)

- Attractive rental yield of 7.1% leaves headroom for future capital growth
- Value of services business not included in NAV
  - Scenario: Additional value approx. €2.60 per share at discount rate of 6%[3)]

1) And goodwill resulting from deferred taxes on investment properties 2) Actual number of shares outstanding 62.77m 3) Assumption: growth rate of 0%

Balance Sheet

Q1-2016

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Strong balance sheet secures defensive profile

€ million	31.03.2016	31.12.2015
Investment property	6,755.4	6,398.5
Prepayment for investment property	446.9	203.1
Other non-current assets	214.5	296.8
Non-current assets	**7,416.8**	**6,898.4**
Receivables and other assets	66.1	37.2
Cash and cash equivalents	310.1	252.8
Current assets	**376.2**	**290.0**
Assets held for disposal	**16.1**	**6.7**
Total Assets	**7,809.1**	**7,195.1**
Equity	**2,973.2**	**2,985.0**
Non-current financial liabilities	3,363.3	2,745.6
Other non-current liabilities	725.0	673.7
Non-current liabilities	**4,088.3**	**3,419.3**
Current financial liabilities	381.0	496.0
Other current liabilities	366.6	294.8
Current liabilities	**747.6**	**790.8**
Total Equity and Liabilities	**7,809.1**	**7,195.1**

- Additions €357.3m
- Capex €12.7m
- Reclassification -€14.2m

- Cash flow from operating activities €63.5m

- Equity ratio of 38.2%

Strong credit profile and efficient capital structure maintained

€ million	31.03.2016	31.12.2015
Financial debt	3,744.3	3,241.6
Cash & cash equivalents	310.1	252.8
Net Debt	**3,434.2**	**2,988.8**
Investment properties	6,755.4	6,398.5
Properties held for sale	16.1	6.7
Prepayments for investment properties	-	203.1
Prepayments for acquisitions	467,3	146,1
Property values	**7,238.8**	**6,754.4**
Loan to Value (LTV) in %	**47.4**	**44.2**
Pro-forma LTV post conversion in %	**43.8**	**40.4**

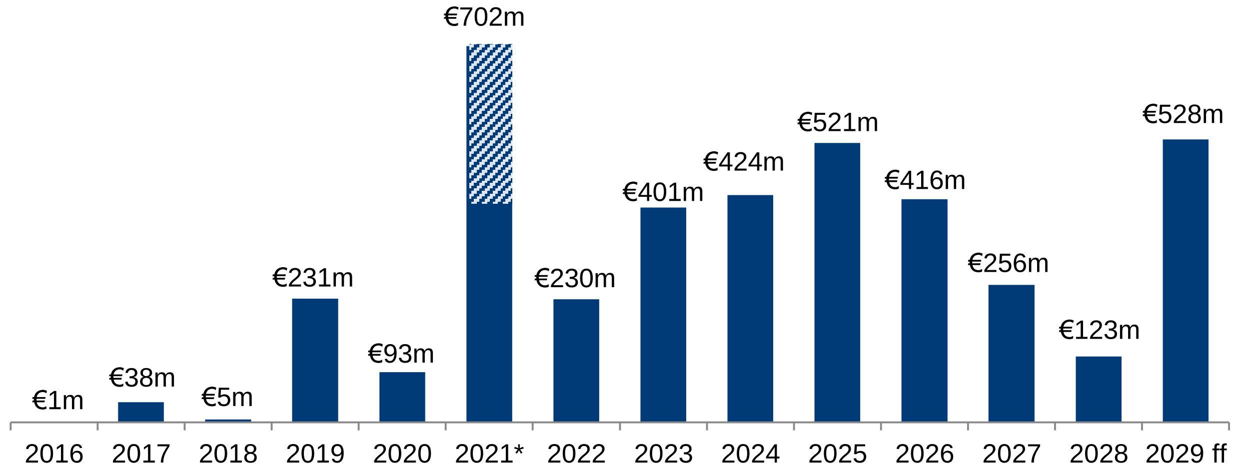
- Also after full consolidation of the signed acquisitions pro-forma LTV stays below 50%

- Significant positive impact on LTV from future conversion of convertible expected (currently -360bps)

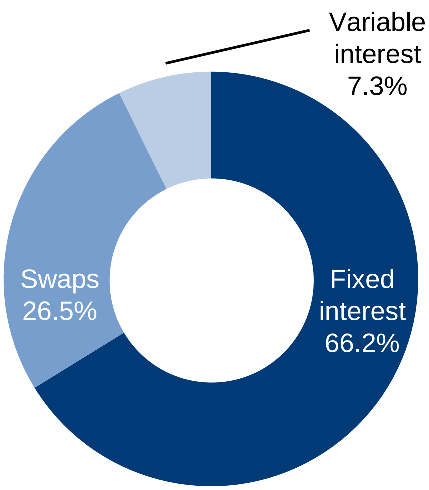
Financing Structure - 31 March 2016

LEG benefits from further tightening of credit spreads

1-2 years	3-5 years	6-8 years	≥ 9 years
1.0%	8.3%	33.6%	57.2%



* Maturity 2021 with investor put option 2019 (€300 m convertible bond)



Average debt maturity:	10.8 years
Interest costs:	Ø 2.15% (as end of April: Ø 2.05%)
Hedging ratio:	92.7%
Current financings:	€300m at 1.45% (11 years fixed), €100m at 1.25% (10 years fixed)
Rating:	Baa1 (Moody‘s)

IV. Business Update and Outlook

Business Update

Start of FY-2016 a strong confirmation of LEG's business case

Acquisition of 1,100 units in April; value accretive external growth continues

- Acquisition of approx. 1,100 units (€53m) in core markets at attractive rental yield of 7.5% (below sellers appraiser value)
- Transaction underscores LEG's strong competitive position
- Option for settlement in LEG shares perfectly complements LEG's tailor-made financing strategy
- Pipeline for further bolt-on deals promises generation of further scale effects

Rising transactional evidence for yield compression (also in Higher Yielding markets)

- Successful signing of disposal non-core portfolio at premium to book value (439 units, premium 9.4%)
- Assets located in northern parts of Duisburg suffering from weak socio-demographic forecasts
- Capital recycling progressing well; very promising start of marketing process for further non-core portfolios

Refinancing €300m at very attractive terms; improved FFO outlook

- €300m loans refinanced in March/April at very attractive terms
    - Interest costs 1.45%, maturity 11 years, implied credit margin c.70-75 bps
- Interest savings prompt upward revision of FFO guidance for FY-2016 (+€3m) and for FY-2017 (+€5m)
- One-time refinancing costs of c.€12m with payback period of 2.3 years

Acquisitions: Leading Management Skills Paying Off

Strong acquisition track record since IPO – Creating tangible value

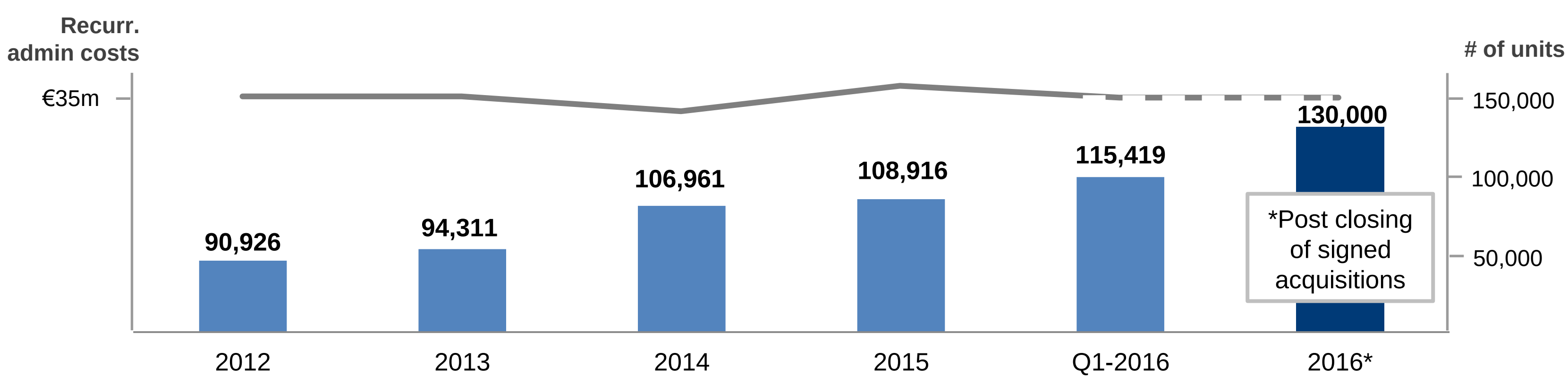
		Closing		30.04.2016		Change	
	Units	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy	In-place rent € / sqm	Occupancy
Portfolio incl. Vitus transaction	20,880[1)]	4.87	95.5%	5.19	96.1%	0.32 (+6.5%)	~ +60 bp
Vitus portfolio	9,546	4.76	96.1%	5.03	96.4%	0.27 (+5.7%)	~ +30 bp

1) Acquisitions since year end 2012

Operating performance confirms reversionary potential and LEG's management skills

- Average in-place rents +6.5% (within avg. 23.2 months), rent CAGR of 3.3%
- Vitus NRW portfolio (rent/sqm +5.7%, vacancy -30 bps; within 18 months), rent CAGR of 3.7%

Portfolio development: Strong volume growth at stable overhead cost



Overview Acquisitions FY-2015 / FY-2016

Deal #	Units acquired	Geographic focus	Market	Annual net cold rent	In place rent/sqm	Vacancy rate	Signing	Purchase price	Closing
1	713	Cologne, Leverkusen, Sankt Augustin	High Growth/ Stable	EUR 3.5m	EUR 5.33	2.9%	April 2015	not disclosed	June 2015
2	3,539	Top 2 locations ~60% (Bielefeld, Detmold)	Stable	EUR 14.2m	EUR 5.19	3.6%	November 2015	EUR 225m	January 2016
3	2,037	Duisburg, Essen	Stable/ Higher Yielding	EUR 7.7m	EUR 5.04	6.7%	August 2015	not disclosed	January 2016
4	13,570	NRW (esp. Ruhr area)	Higher Yielding/ Stable	EUR 48m	EUR 4.86	5.3%	December 2015	c.EUR 600m	April 2016
5	1,291	Siegen	Stable	EUR 4.6m	EUR 5.16	17.3%	December 2015	c.EUR 60m	January / July 2016
6	~1,100	Recklinghausen, Herne	Stable/ Higher Yielding	~EUR 4.0m	EUR 4.46	5.4%	April 2016	c.EUR 53m	Q2-2016
	c.22,000								

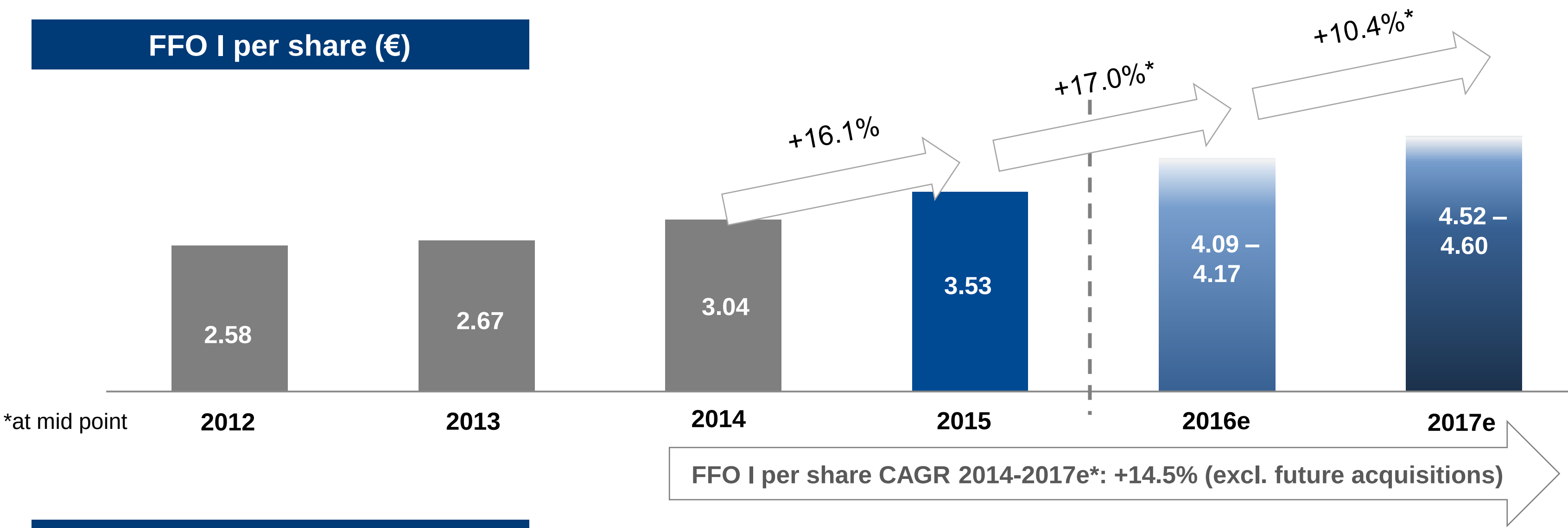
Outlook for 2016 & 2017

2016	Guidance
FFO I:	€257m - €262m / €4.09 - €4.17 per share
L-F-L rent growth:	2.4 - 2.6%
L-F-L vacancy:	Stable (FY-15 comparable: 2.5%)
Dividend:	65% of FFO I

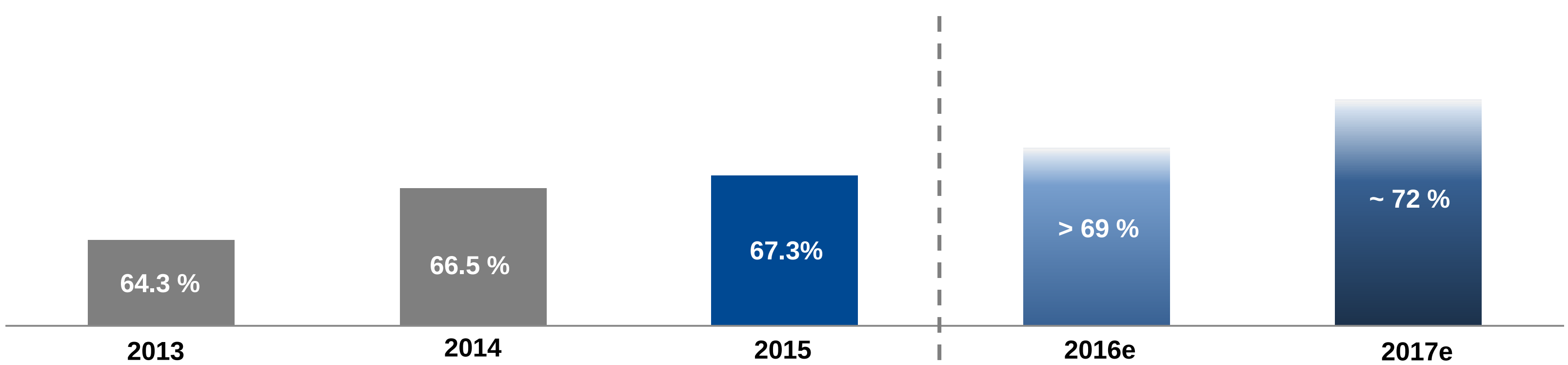
2017	
FFO I:	€284m - €289m / €4.52 - €4.60 per share
L-F-L rent growth:	3.0 – 3.3%

Steady Expansion of Leading Profitability

FFO I per share (€)



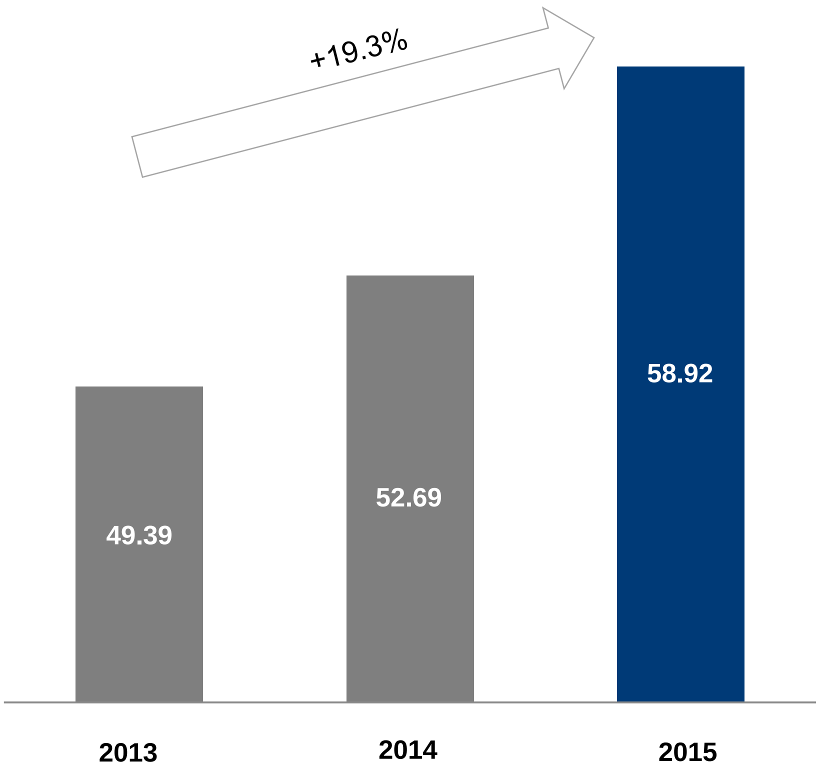
EBITDA Margin



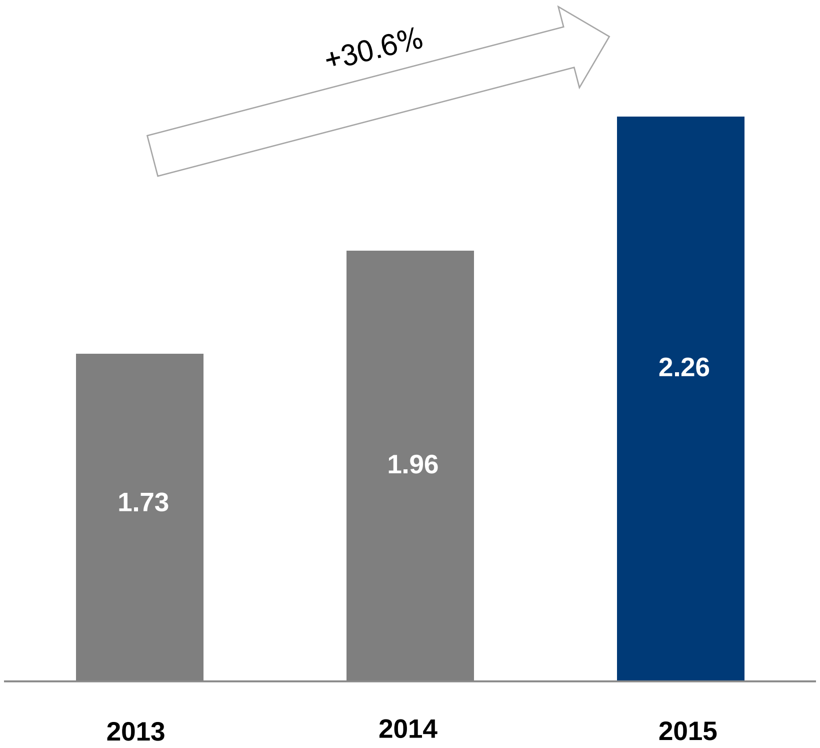
V. Appendix

Generating Appealing Shareholder Returns

NAV per share (€), excl. goodwill



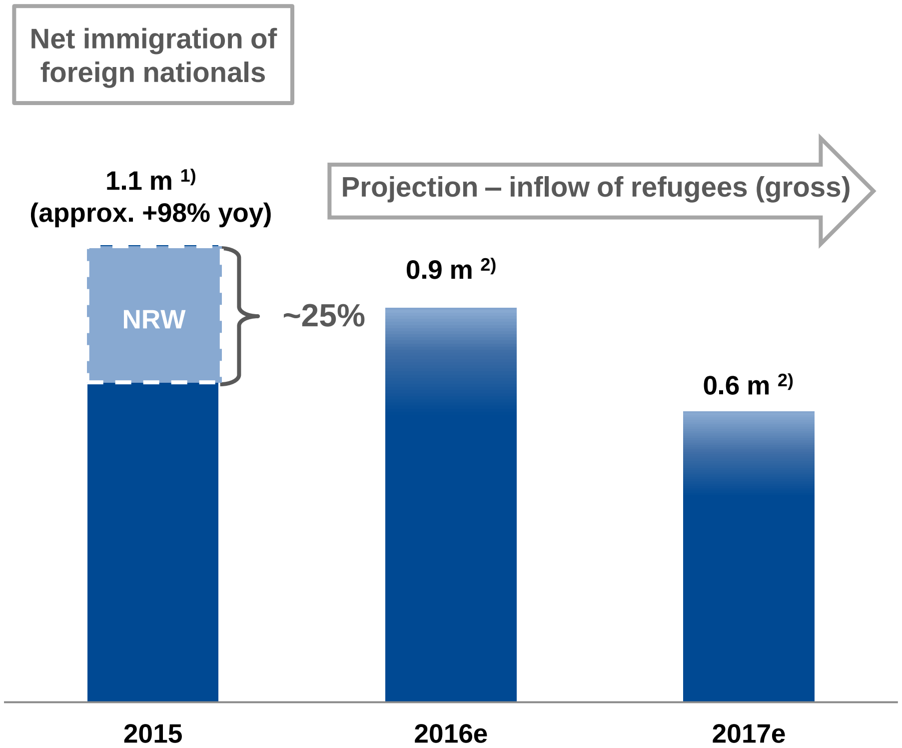
Dividend per share (€)



Net Immigration Expected to Remain at a High Level

About 25% of all refugees coming to Germany migrate to NRW

Immigration to Germany



Sources:
1) Federal Statistical Office (press release 21.03.2016)
2) Deutsche Bundesbank
3) it.NRW (press release 21.03.2016)

Key Facts

- In **2015, net immigration of foreign nationals to Germany amounted to about 1.1m**, of which around **278,000**[3)] came to **NRW**
- Deutsche Bundesbank forecasts **1.5 million additional refugees** by **2017**
- **Additional pressure** on **affordable housing** segment
- **Outperformance** of German economy **attracts qualified new immigration**
- Immigration is **driving** overall **population growth**, **triggering additional growth in net new households**
- **Liquid labour market** and affordable living as **pull-factors**

LEG‘s impact

- At the **end of April 2016, LEG let about 1,400 units** or ~1% of its residential portfolio **to refugees, either direct** (40%) **or via municipalities** (60%)
- **LEG almost fully let** with a vacancy rate of 3.0% - **scope** to let further apartments to refugees **is limited**
- Upward **pressure on rents, limited upside on occupancy**

EPRA Net Initial Yield Q1-2016

€ million	31.03.2016	31.12.2015
Investment properties	**6,454.0**	**6,101.6**
Assets held for sale	16.1	6.7
Market value of residential property portfolio (net)	**6,470.1**	**6,108.3**
Estimated incidental costs	636.3	601.5
Market value of residential property portfolio (gross)	**7,106.4**	**6,709.8**
Annualised cash flow from rental income (gross)	**463.2**	**428.1**
Non recoverable operating costs	-66.7	-61.4
Annualised cash flow from rental income (net)	**396.5**	**366.7**
EPRA Net initial yield in %	**5.6**	**5.5**

Portfolio

Sound property fundamentals basis for value growth

As of 31.03.2016

Market	Residential Units	GAV Residential Assets (€m)	% of Total Residential GAV	GAV/ sqm (€)	In-Place Rent Multiple	Multiples, Estimated Rental Values (31.12.2015)	GAV Commercial/ Other Assets (€m)	Total GAV
High-Growth Markets	38,232	2,858	44%	1,159	16.7x	14.9x	171	3,029
Stable Markets with Attractive Yields	44,065	2,213	34%	759	12.9x	12.1x	94	2,307
Higher-Yielding Markets	31,665	1,292	20%	669	12.0x	11.5x	40	1,331
Subtotal NRW	**113,962**	**6,362**	**99%**	**870**	**14.1x**	**13.1x**	**304**	**6,666**
Portfolio outside NRW	1,457	91	1%	946	14.4x	13.3x	1	92
Total Portfolio	**115,419**	**6,454**	**100%**	**871**	**14.1x**	**13.2x**	**305**	**6,759**
Other Assets								485
Total *(incl. Landbank and DevCo)*								**7,244**

LEG – Adj. EBITDA Margin

Leading profitability despite short term distortion from restricted units

Adj. EBITDA margin	2015		2014	
	€m	margin %	€m	margin %
As reported	293.7	67.3	259.3	66.5
Gap restricted vs. unrestricted rents[1)]	22.5	68.9	21.2	68.2

[1)] €/sqm: €4.67 vs. €5.48 in 2015, €4.61 vs. €5.33 in 2014

- EBITDA as reported distorted by restricted units (compensation for lower rents included in interest result below the EBITDA line)
- Scenario analysis: closing gap between restricted vs. unrestricted rents; **Adjusted EBITDA margin approx. 160 bps higher**

Mietspiegel Overview

Expected new Mietspiegel in 2016

Release date (expected)	**High-Growth Markets**[1]	**Stable Markets**[1]	**Higher-Yielding Markets**[1]	**Total Portfolio**[1]
2016 (Q1)	4,249 units (mainly Bielefeld)	1,683 units (mainly Detmold)	6,669 units (Hochsauerlandkreis)	12,601 units
2016 (Q2)	3,832 units (mainly Bonn)	667 units	1,477 units (Bochum)	6,000 units[2]
2016 (Q3)	2,262 units (mainly Bocholt)	8,229 units (mainly Essen, Wuppertal, Witten)	1,250 units (mainly Herten)	11,741 units
2016 (Q4)	2,421 units (mainly Gütersloh)	36 units		2,457 units
Total [1]	**12,764 units**	**10,615 units**	**9,396 units**	**32,799 units**[2]

Thereof:	High-Growth Markets	Stable Markets	Higher-Yielding Markets
- Bielefeld	3,657 units		
- Bocholt	1,412 units		
- Bochum			1,477 units
- Bonn	2,286 units		
- Detmold		1,449 units	
- Essen		2,991 units	
- Gütersloh	1,965 units		
- Hochsauerlandkr.			5,479 units
- Unna		1,210 units	1,210 units
- Witten		1,518 units	
- Wuppertal		2,031 units	

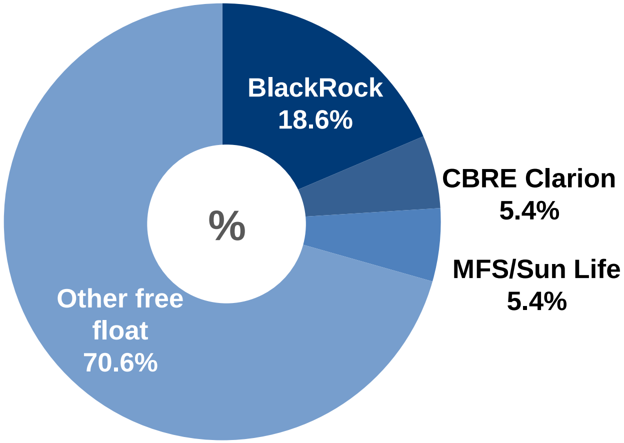
[1] Sub-portfolios also include restricted units
[2] Total Portfolio also includes 24 units non-NRW

LEG Share Information

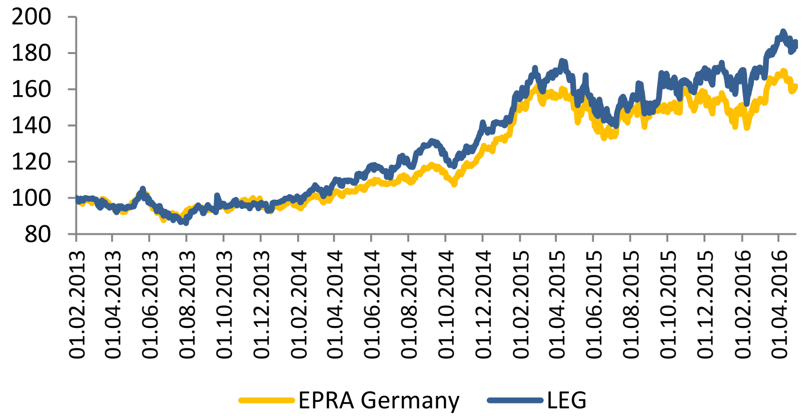
Basic data

- Prime Standard, Frankfurt Stock Exchange
- Total no. of shares: 62,769,788
- Ticker symbol: LEG
- ISIN: DE000LEG1110
- Indices: MDAX, FTSE EPRA/NAREIT, GPR 250,
  Stoxx Europe 600
- Weighting (31.03.2016): MDAX 3.27%; EPRA 2.58%

Well-balanced shareholder structure



Share price (29.04.2016, indexed; 31.01.2013 = 100)



Convertible bond data

- Maturity date: 1 July 2021
- Aggregate principal amount: EUR 300 million
- Initial conversion price: EUR 62.39
- Adjusted conversion price (25 June 2015): EUR 58.4317
- Coupon: 0.50% per annum
- ISIN: DE000LEG1CB5

Source: LEG; shareholdings according to latest voting rights notifications

Financial Calendar

Date	Report/Event
11.05.2016	**Quarterly Report Q1 as of 31 March 2016**
12.05.2016	Roadshow London, Deutsche Bank
19.05.2016	**Annual General Meeting 2016, Dusseldorf**
25.05.2016	Kempen & Co's 14th European Property Seminar, Amsterdam
01.06.2016	2nd German Property Day - Kepler Cheuvreux / UniCredit, Paris
09.06.2016	dbAccess German, Swiss & Austrian Conference, Berlin
20.06.2016	Roadshow Milan/Lugano, Berenberg Bank
22.06.2016	Roadshow Edinburgh, Berenberg Bank
23.06.2016	Morgan Stanley Europe & EEMEA Property Conference, London
29.06.2016	Roadshow Munich, Baader Bank
10.08.2016	**Quarterly Report Q2 as of 30 June 2016**

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Thank you for your interest.