

# Growing Assets



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### TAG Highlights 9M-2013

- **Rental income of EUR 188m** (+34% previous year)
- Rental profit of EUR 149.5m (+39%)
- FFO I of EUR 48.6m
- FFO II including sales EUR 100.7
- FFO I per share of EUR 0.37
- Vacancy as of September 2013
  - residential portfolio 9.0%
  - Salzgitter region 19.2%
- EPRA NAV of EUR 9.59 per share
- LTV of 60.8% (64.0% including convertibles)
- Dividend per share of EUR 0.25

- Achievements
  - Acquistion Chemnitz: 219 Residential Units / EUR 7.7m
  - Disposal of commercial units in Hamburg, Hanover, Nuremberg, Ahrensburg, Munich
  - Repurchase of convertibles in the amount of EUR 102.6m
  - Cancellation and Repayment of CB 2010/2015 EUR 30m
  - Issuing a Bond of EUR 200m, coupon 5.125%, 5 year term
  - Integration of all central and operational functions of last years merger of TAG Wohnen (TLG Wohnen)
  - Refinancing of Quokka CMBS, Colonia Berlin Portfolio and TAG Wohnen (TLG Wohnen)

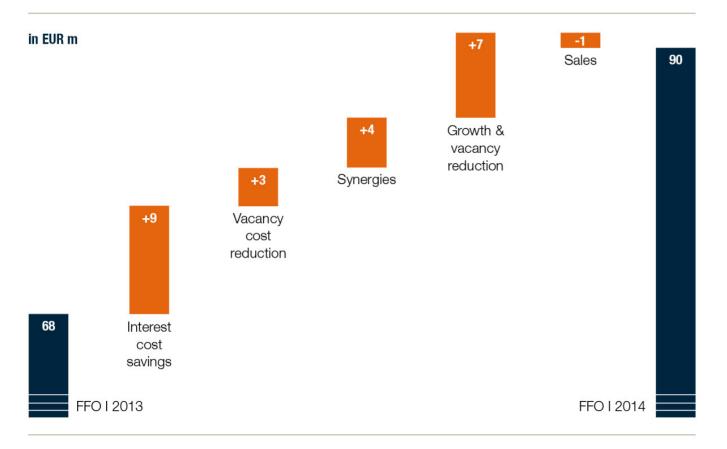


### TAG FFO FY 2012/9M-2013

in EUR m	2012	Q1 2013	Q2 2013	Q3 2013	Q1-Q3 2013
EBT	202.6	13.3	11.7	13.5	38.6
Adjustment for non-cash items					
valuation result	-29.4	0.1	0.3	-4.2	-3.8
gains from first-time consolidation of DKBI in 2012	-99.1	-	-	-	-
deconsolidation Polares in 2012	-5.4	_	_	_	_
first time consolidation TLG in 2012	-49.0	-	-	-	-
depreciation	1.7	0.5	0.6	0.6	1.6
impairment losses on receivables and inventories	13.6	1.2	1.9	5.3	8.4
non-cash financial expenses/income	4.6	0.4	1.1	2.1	3.6
sales result	0.1	-0.5	0.9	-0.2	0.2
FFO I	39.6	15.1	16.4	17.1	48.6
plus liquidity from sales	29.9	44.9	2.7	4.5	52.1
FFO II	69.5	60.1	19.0	21.6	100.7
FFO per share in EUR	0.42	0.12	0.13	0.13	0.37
FFO II per share in EUR	0.73	0.46	0.15	0.17	0.77

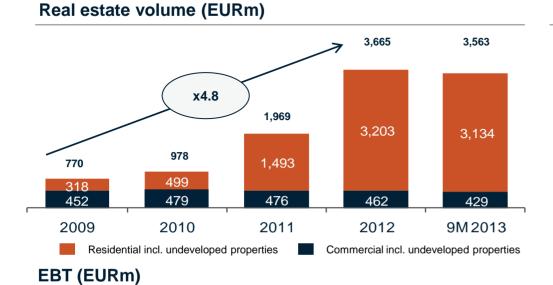
FFO

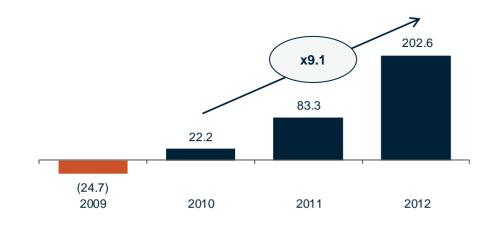
### TAG FFO Guidance 2014

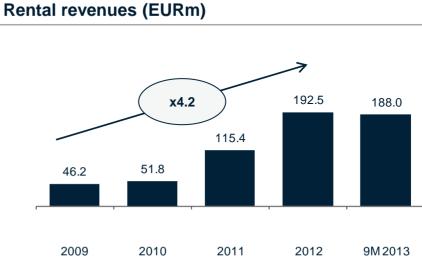


- The interest cost savings stem from refinancing that have already been effected in 2013.
- The synergies are basically the management contract fees for TAG Wohnen which TAG had to pay in 2013, this contract has been cancelled with effect of year-end 2013. Furthermore we expect savings of EUR 1m through centralized purchasing.
- Vacancy cost reductions result from various service charge reductions that TAG has achieved in general for its tenants. However, for the vacant space, TAG itself benefits from these measures.
- The rental growth and vacancy reduction levels assumed for this forecast are less than the current run rate for both.

### TAG's track record of growth 2009/2013





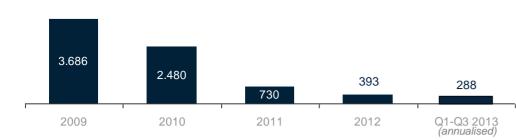


- TAG has followed an accelerated growth path over the past four years
  - Successful fourfold increase in company size
- TAG is now positioned among the leading players in the German listed residential sector
- Over the same period, TAG significantly improved its operating profitability

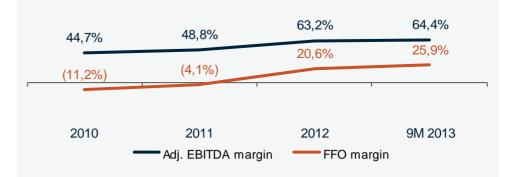
### TAG's profitable growth strategy

- Growth has been a strategic imperative for TAG in order to
  - achieve economies of scale
  - benefit from effects of step-fixed costs relating to administration and overhead expenses
  - become a best in class landlord
  - reduce variable costs
- In parallel TAG has successfully restructured the business over the last 4 years
- These effects do not yet account for synergies and efficiency gains from the DKBI and TLG Wohnen acquisition planned to fully kick in from 2013 & 2014 onwards

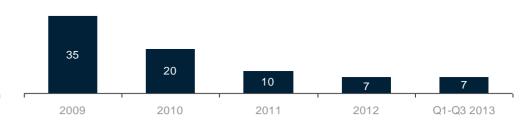
#### SG&A in EUR per unit (p.a.)



#### Adj. EBITDA<sup>(1)</sup> and FFO margin<sup>(2)</sup>



#### Employees per 1,000 units

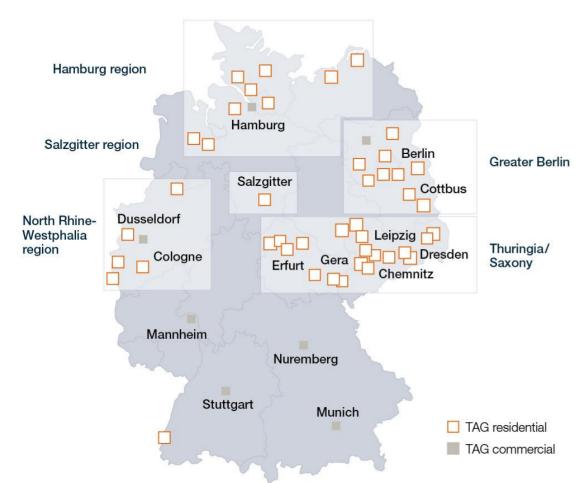


#### TAG has arrived at a sustainable profitability level but still has plenty of potential to improve further

(1) Consolidated profit before net gains from remeasurement of investment properties, first time consolidation gains, deconsolidation and net revenue from sale of properties. As % of net rental revenues.

GROWTH

### TAG Portfolio 9M-2013



- TAG has its focus on 5 regions in Germany
- Most of the portfolio is in good urban locations and growth regions, promising continued stable rental income and value creation
- TAG offers attractive housing at affordable prices
- The commercial portfolio (represents approx. **10%** of the groups real estate volume) will be reduced by selected disposals

Portfolio as of 09/30/2013	Total
Units	68,123
Floor area sqm	4,442,691
Real estate volume in TEUR	3,562,700
Net actual rent EUR/sqm	5.21

### TAG Portfolio 9M-2013 – Residential by region

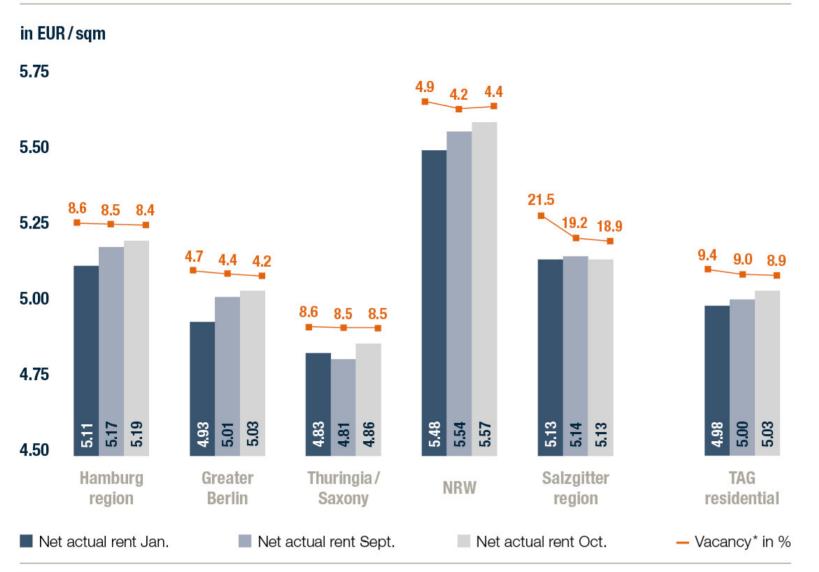
Region	Units	Floor area sqm	Vacan- cy <sup>**</sup> %	Net actual rent TEUR p. a.	Net actual rent EUR/sqm	Target rent TEUR p. a.	Book value TEUR	Region in %
Residential portfolio*	67,343	4,117,538	8,97	223,435	5.00	243,448	3,107,367	
Hamburg region	11,231	680,381	8,52	38,652	5.17	41,732	542,508	17
Greater Berlin	13,162	803,739	4,37	46,104	5.01	48,005	669,434	22
Thuringia/Saxony	29,928	1,812,867	8,52	94,238	4.81	102,537	1,300,433	42
NRW region	3,822	255,971	4,21	16,286	5.54	17,121	239,040	8
Salzgitter region	9,200	564,581	19,16	28,155	5.14	34,052	355,953	11

\* As of 30 September 2013 according to balance sheet value

\*\* Excluding properties for sale



### TAG Portfolio 2013 - Operating achievements



\* Excluding properties for sale

### TAG Portfolio 9M-2013 – Capex - Maintenance



#### **Overall investments:**

#### Regional Split

	Q1			Q2			Q3			Q1-Q3 2013		
EUR per sqm	Орех	Сарех	Total	Opex	Сарех	Total	Орех	Сарех	Total	Opex	Сарех	Total
Greater Berlin	2.06	0.49	2.55	1.03	1.82	2.85	2.47	0.57	3.03	5.56	2.85	8.42
Hamburg region	1.25	0.18	1.44	1.87	0.51	2.38	1.79	0.32	2.11	4.91	1.01	5.92
NRW	2.42	0.00	2.42	2.06	0.75	2.81	1.40	1.10	2.50	5.88	1.85	7.72
Salzgitter	2.70	0.00	2.70	1.21	3.82	5.03	1.96	2.30	4.26	5.86	6.12	11.99
Thuringia/ Saxony	1.25	0.56	1.81	1.57	1.01	2.57	0.85	0.90	1.74	3.67	2.46	6.13
Total	1.68	0.37	2.06	1.49	1.45	2.95	1.50	0.94	2.45	4.68	2.76	7.45

PORTFOLIO

### TAG Portfolio residential – Top 20 cities

City	Region	Units	IFRS Book Value TEUR	Book Value EUR/sqm	— Recent lettings in €/sqm	Net actual rent in €/sqm
Salzgitter	Salzgitter	8,739	309,146,468	579	4.39 6.26	4.78
Gera	Thuringia/ Saxony	7,208	272,148,647	628	2.99 6.24	4.44
Erfurt	Thuringia/ Saxony	5,541	261,745,434	811	4.83 7.16	5.00
Berlin (City)	Greater Berlin	5,476	328,884,527	973	4.37 - 9.00	5.19
Dresden	Thuringia/ Saxony	2,944	209,097,020	1,066	4.79 - 7.70	5.70
Döbeln	Thuringia/ Saxony	2,260	62,249,230	491	3.88 💻 5.66	4.29
Vauen	Greater Berlin	1,753	82,278,114	770	4.01 -6.15	4.88
Verseburg	Thuringia/ Saxony	1,438	55,269,240	680	4.10 -7.50	4.89
Rostock	Hamburg region	1,235	62,541,740	817	4.40 - 8.61	5.32
_eipzig	Thür/Sachs	1,215	90,714,725	1,050	3.86 - 7.19	6.16
Strausberg	Greater Berlin	1,193	54,997,784	783	4.60 - 6.90	5.06
Bestensee	Greater Berlin	1,152	50,812,266	714	4.83 6.30	4.82
Elmshorn	Hamburg region	1,094	64,590,560	946	4.94 - 8,60	5.65
Eberswalde	Greater Berlin	1,068	38,323,200	639	4.38 - 6.93	4.20
Chemnitz	Hamburg region	1,001	50,880,580	764	4.10 -5.90	4.99
Stralsund	Hamburg region	933	44,925,318	800	4.50 - 6.96	5.11
Delmenhorst	Hamburg region	904	32,686,496	676	4.26 - 6.09	4.82
Schwerin	Hamburg region	793	33,900,064	684	3,90 - 8,03	4.64
Hamburg	Hamburg region	723	64,911,721	1,495	5.91 1	1.49 7.56
Dessau	Thuringia/ Saxony	711	27,046,942	680	3.99 - 9.74	4.70

PORTFOLIO

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### TAG Sales 2012/2013

- Residential Units in Berlin
- 1,384

87

40

Commercial Units

- Price in EUR/m
- Pre tax earnings EUR/m 12
- Equity inflow in EUR/m
- Buyer: Union Investment Institutional Property GmbH

- Hamburg, Nuremberg, Ahrensburg, Hannover, Munich
- Buyer: diverse

- Value optimizing strategy
  - Improve operating profitability
  - Improve the FFO
  - Reinvestments in portfolio with higher initial returns
  - Allocation of capital under careful consideration of risk and opportunity

#### TAG disposal targets

- Commercial units by opportunity at best price
- Portfolio in non focused regions
- Opportunistic sales at high prices mainly responding to unsolicited bids



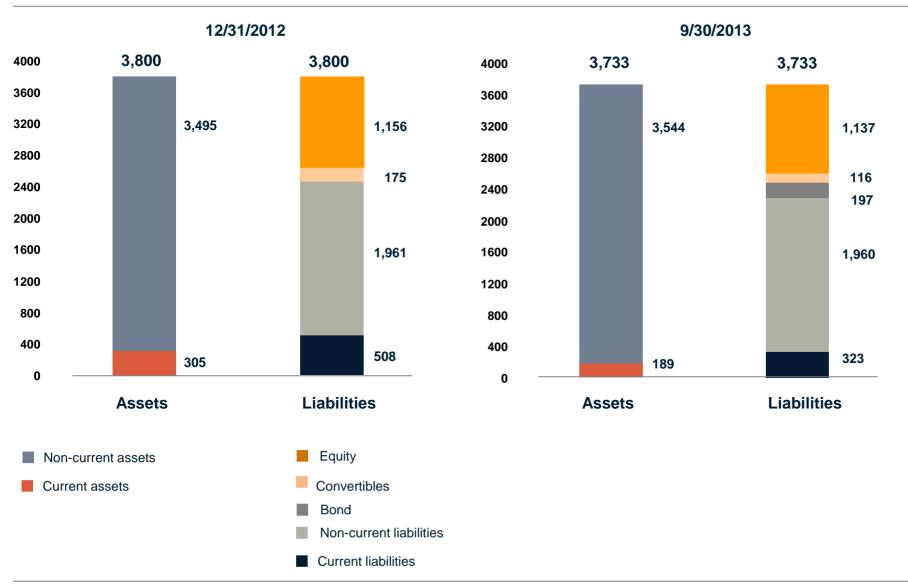




SALES

### TAG Group financials (IFRS)

#### Consolidated balance sheet (in EURm)



### TAG Group financials (IFRS)

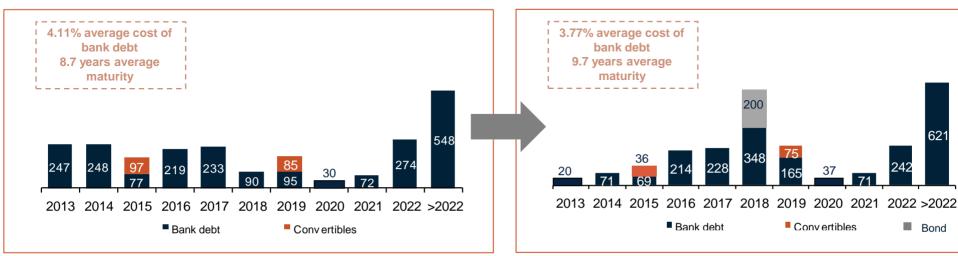
#### Profit & loss (in EUR m)

	Q1 2013	Q2 2013	Q3 2013	change Q2-Q3	In Q3 stable R&M expenses: Improved margin is a result of decrease in
Rental Revenues	63.2	62.4	62.5	0.1	vacancy costs and in non-recoverable expenses
Rental Expenses	-13.9	-13.1	-11.5	1.6	
Rental Income	49.2	49.3	51.0	1.6	In Q3 Sale of Commercial Assets in Hamburg und
Rental Margin	77.9%	79.1%	81.6%	2.5%	Nuremberg for 8m
Net Revenue from Sales	0.5	-0.9	0.2	1.1	Major items in Q3: 0.4m reimbursement insurance et al
Net income from property Management	0.6	0.9	0.3	-0.6	
Other operating income	2.2	2.2	2.1	-0.1	0.3m release VAT-accrual
Revaluation of investment properties	-0.1	-0.3	4.2	4.5	0.3m write off service charge liabilities
Gross Profit	52.4	51.3	57.8	6.5	Q3 includes +0.5 revaluation acquistion Chemnitz; +3.6m revaluation investment properties
Personnel expenses	-7.2	-7.6	-7.6	-0.1	+5.0m revaluation investment properties
Depreciation/Amortisation	-0.5	-0.6	-0.6	0.0	Q3 includes revaluation loss of -3.6m for Real
Impairment losses receivables/ inventories	-1.2	-1.9	-5.3	-3.4	
Other operating expenses	-4.4	-4.5	-5.3	-0.9	
EBIT	39.0	36.8	39.0	2.2	Major items in Q3: 1.4m Audit, Legal & Consulting fees 0.9m IT+ERP costs
Financial Result	-25.7	-25.1	-25.5	-0.3	0.7m Refinancing + Repurchase convertibles
EBT	13.3	11.7	13.6	1.9	
					Q3 includes 1.1m non-cash IFRS interest expense
FFOI	15.1 16.4 17		17.1	0.7	from repurchase convertibles

### TAG Financial structure – Debt financing

TAG has a solid financing structure and its growing scale decrease financing costs even further

#### Debt maturity profile as of 6/30/2013



#### **Optimization potential**

- Diversified pool of approx. 50 lending banks including several smaller banks and insurance companies securing TAG's long-term credit profile
- Successful refinancing of more than EUR 600m in 2013 resulting within one quarter in a decrease of 44bps to 3.77% interest rate for bank debt and further improved maturity profile by 1 year to nearly 10 years average maturity
- At TAG Wohnen we have refinanced EUR 290m and further rolled over debt of EUR 51m leading to an overall debt value of EUR 341m at average 2.45%.

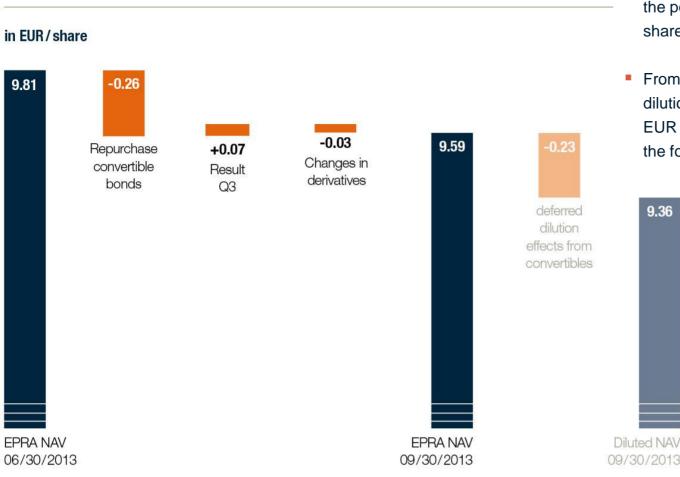
#### **Major Refinancings**

Debt maturity profile as of 9/30/2013

Refinance	cing volume 2013	612	658	4.29%	2.97%	8.5	8.4
		47	-0	4.5170	5.00 /0	0.7	
	TAG Wohnen	47	46	4 5 1%	3 00%	0.7	7
closing Nov./Dec.	Colonia - Nauen	65	54	5.28%	3.99%	1.3	10
	Colonia - Grasmus	31	31	5.92%	3.50%	0.7	25
	Colonia - Marzahn	63	70		2.98%	1.0	5
	Bau-Verein -Norderstedt	7	11		3.90%	-0.2	10
	Bau-Verein - Berlin	12	19		3.45%	0.0	7
	Quokka-CMBS (Salzgitter, Domus)	214	171		2.89%	4	10
	TAG NRW	11	13	3.75%	3.15%	0.0	10
	TAG Wohnen	162	244	4.34%	2.64%	0.6	6
closed in 2013							
		old	new	old	new	saving p.a	i. years
Dalik der	ot in EUR m	amount amount		Ø	Ø	Interest	Maturi

### TAG Financial structure – NAV

#### EPRA NAV - Diluted NAV



#### **Dilution effects:**

- The repurchase of convertible bonds decreased the potenital dilution by approx. EUR 11m TAG shares
- From the second to the third quarter 2013 the dilution effect has been reduced from EUR 0.47 to EUR 0.23 and the positive trend will continue in the fourth quarter 2013

### TAG Financial structure – Asset Valuation

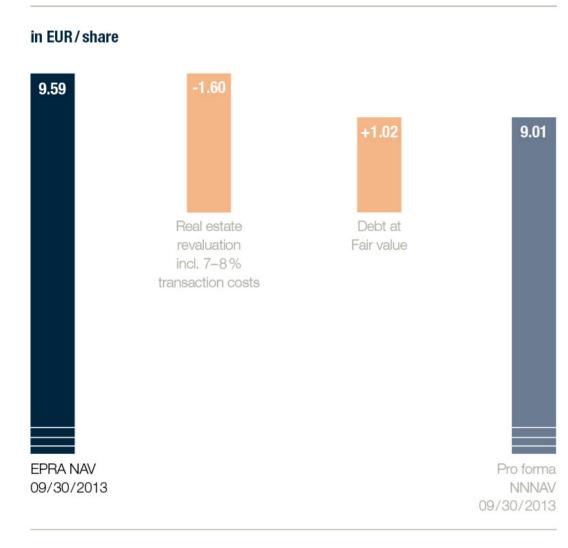
#### **Portfolio residential**

	2012	2013
Fair Value per sqm	€760	€758
Multiple (current rent)	14.2x	14.0x

Assumptions/drivers	2012	2013
Cap rate (%)	5.48	5.49
Discount rate (%)	6.18	6.14
Administrative costs (€/unit)	201	204
Current maintenance (€/sqm)	7.9	7.9
Reletting costs (€/sqm)	38	38
Structural vacancy (%)	4.61	4.64

- The complete residential portfolio is appraised by CBRE in 2012 and 2013 using the DCF-method (Discounted Cash Flow Method).
- Re-valuation for IFRS-purposes is performed annually at September 30<sup>th</sup>.
- The Fair Value (according to the Net-Valuation principle) is determined after deducting transaction costs of a hypothetical buyer from CBRE's Gross Capital Value.
  - For the complete commercial portfolio and the residential assets, which are held for sale or as inventories, 7-8% transaction costs are deducted.
  - For the remaining residential portfolio, for which TAG has a long-lasting hold-strategy, 0.2% transaction costs are deducted.

### TAG Financial structure – Pro forma NNNAV & LTV



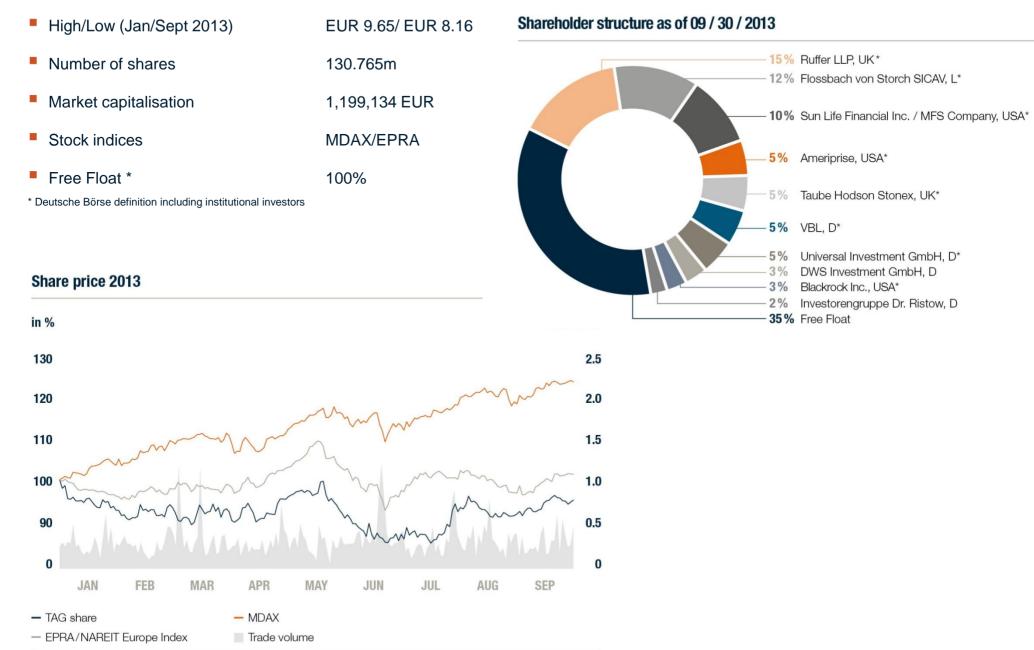
#### Pro forma assumptions:

- Real estate valuation completely at net valuation after 7-8% transaction costs will lead to a revaluation of EUR -210m of real estate
- All financial debt is revalued at Fair value; this will lead to a revaluation of debt of EUR -134m. TAG has more than EUR 200m of subsidized debt and more than EUR 550m of loans with a maturity > 10 years with a positive Fair value impact.

#### Pro forma LTV:

- Including the Pro forma adjustments of real estate and debt, the LTV level remains unchanged:
  - Pro forma LTV I amounts to 60.6%
  - Pro forma LTV II amounts to 64.1%

### TAG Stock market data 9M-2013



### TAG - The way forward: Value enhancing asset management

#### Focus on residential property segment

- Dispose of commercial properties in value maximizing manner over time
- Focused and disciplined acquisition strategy of residential portfolios leveraging the key strengths of TAG

#### Continuously work the existing portfolio

- Increase rents If rental growth 3.2% in 2013
  - Reversionary rent potential vs. in-place rent/sqm
- Decrease vacancy
  - Normalisation process in areas of high vacancy, i.e. Salzgitter region
  - From 21.5% in January to 18.9% in October 2013



#### Address demand of underserviced tenants

- Young families
  - Merge smaller units to create larger ones
- Elderly living
  - Comprehensive concept offering benefits and additional comfort to senior people

#### Capitalize on market arbitrage

- Capture market windows to sell mature properties at premium prices, e.g. Central Berlin
- Redeploy capital to acquire portfolios with significantly stronger cash flow profile
  - Berlin yielding 5.5% vs. e.g. Erfurt yielding 9.0%
  - Generate more distributable cash

### Growing Assets



### **TAG Management Board**

#### **Rolf Elgeti, CEO**

- TAG Immobilien AG, Management Board (since July 2009), Supervisory Board from 2008 onwards
- Setting up and management of various German real estate investment funds (since 2003)
- UBS Warburg, Commerzbank, ABN Amro: (chief) equity strategist, London (1999 – 2007)

#### Georg Griesemann, CFO from June 2012 onwards

- TAG Immobilien AG responsible for finance (since June 2011)
- 10 years successive positions at KPMG

#### Claudia Hoyer, COO from July 2012 onwards

- DKBI Management Board (since July 2010)
- 10 years in successive positions at Deutsche Kreditbank AG

#### Dr. Harboe Vaagt, CLO

- Management Board since April 2011 in TAG Immobilien AG
- Head of Legal Department of TAG for over 12 years

#### **Supervisory Board**

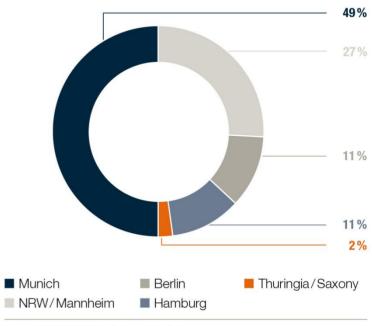
- Dr. Lutz R. Ristow, Chairman of the Supervisory Board TAG (since 2007), Colonia (since 2011)
- Prof. Dr. Ronald Frohne (since 2001),
- Lothar Lanz (since 2013),
- Dr. Philipp Wagner (since 2013)

- Employee representative:
  - Wencke Röckendorf (since 2010),
  - Andrea Mäckler (since 2010)

### TAG Portfolio commercial Q1-Q3-2013

Portfolio	12/31/2009	12/31/2010	12/31/2011	12/31/2012	06/30/2013	09/30/2013
sqm total	342,911	335,686	348,403	348,560	343,060	317,086
sqm rental	324,971	323,063	319,940	295,820	287,663	283,188
current rental income p.a. net of charged costs in EUR m	26.6	26.0	28.8	26.9	26.6	25.8
current rent net of charged costs in EUR/sqm	6.81	6.70	7.51	7.58	7.70	7.60
vacancy in %	5.2	3.8	8.2	15.1	16.1	10.7



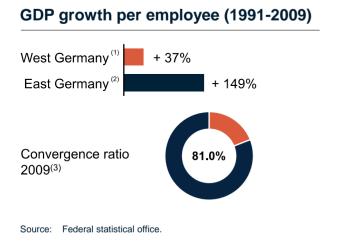


\* as of 09/30/2013 by balance sheet value

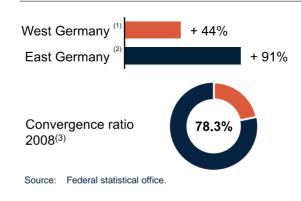
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## East Germany is catching up...

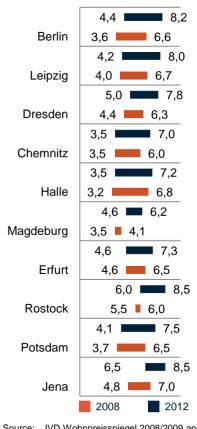
...making it an attractive investment region for TAG



#### Disposable income growth per household (1991-2008)



#### Residential market rents (€ per sqm per month)



Source: IVD Wohnpreisspiegel 2008/2009 and 2012/2013. TLG Immobilienmarkt Ostdeutschland 2012 and 2010.

#### Momentum of Top 10 cities in East Germany <sup>(4)</sup>

Rank	City	Population (2011)	Change (2011 vs. 2009)	Unemployment rate 2011	Relative change (2011 vs. 2008)	TAG exposure in units <sup>(5)</sup>	Units in % of total <sup>(5)</sup>
1	Berlin	3.501.872	+ 2,0% 🏼	13,3%	- 5,2% 🛯	6.913	12,1%
2	Leipzig	531.809	+ 3,2% 🏼	13,0%	- 18,5% 🔸	1.227	2,1%
3	Dresden	529.781	+ 4,0% 🏼	10,0%	- 13,0% 🔸	2.939	5,1%
4	Chemnitz	243.173	+ 1,1% →	11,5%	- 14,8% 🔸	533	0,9%
5	Halle	233.705	+ 0,9% >	12,1%	- 23,1% 🔸	309	0,5%
6	Magdeburg	232.364	+ 1,2% →	11,6%	- 16,4% 🔸	443	0,8%
7	Erfurt	206.384	+ 1,7% →	10,2%	- 18,6% 🔸	5.105	8,9%
8	Rostock	204.260	+ 2,4% 🏼	13,1%	- 4,6% 🛯	1.216	2,1%
9	Potsdam	158.902	+ 3,7% 🗖	7,9%	- 6,3% 🛯	194	0,3%
10	Jena	105.463	+ 2,0% 7	7,1%	- 21,1% 🔸	-	-

Source: Federal statistical office; TLG Immobilienmarkt Ostdeutschland 2012 and 2010.

(1) Excl. Berlin.

(2) Incl. Berlin.

(3) Convergence ratio calculated as East Germany indicator level divided by West Germany indicator level; expressed in %.

(4) By size of population.

(5) Incl. TLG Wohnen; residential units only.

APPENDIX

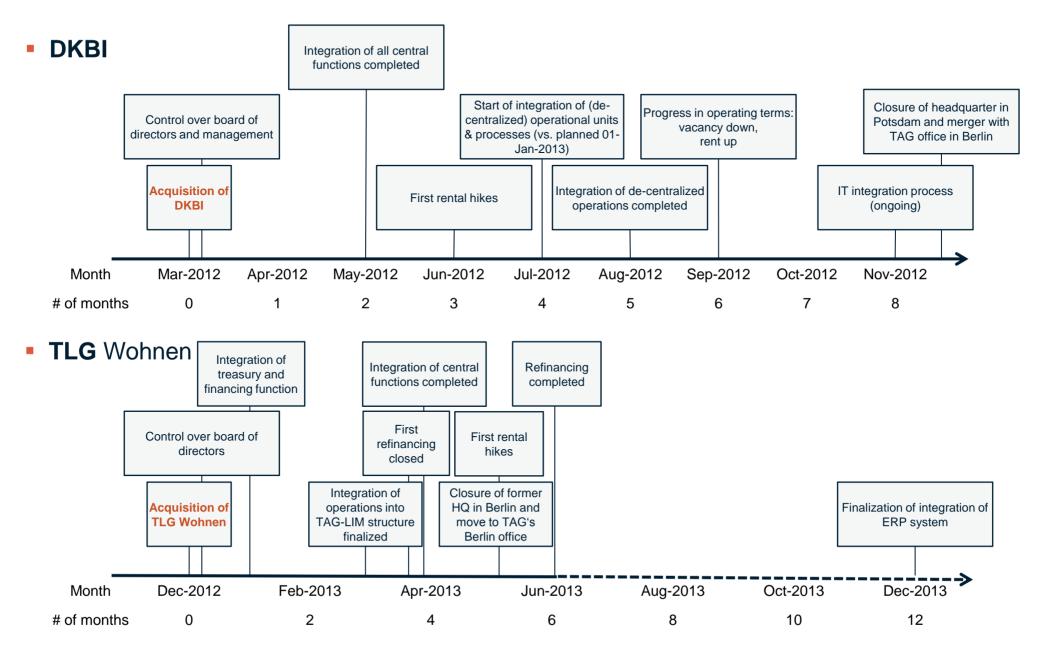
### TAG Acquisition 2011/2013

Portfolio	Acquisition date	Number of Units	Purchase price incl. ancillary costs in EUR m	sqm	Price per sqm	Annualised net actual rent in EUR m	lnitial yield (gross on pp incl. ac)	Multiple	Appraised value in EUR m	Budgeted rental income per 1,000 EUR of appraised value	
Colonia	15-Feb-2011	18,888	716.7	1,162,749	616	57.0	8.0%	12.6	789.4	50	81
Marzahn	1-Jun-2011	612	25.2	43,591	579	2.3	9.1%	11.0	29.0	59	5
Hellersdorf	30-Sep-2011	461	18.7	26,921	693	1.7	9.3%	10.7	22.7	56	6
Dresden	30-Sep-2011	156	7.7	11,427	674	0.6	7.9%	12.6	8.8	54	2
Norther Germany, Saxony	1-Nov-2011	3,343	151.1	208,287	725	13.7	9.1%	11.0	163.0	61	17
Eberswalde	1-Jan-2012	1,068	30.3	59,911	506	2.9	9.5%	10.6	38.1	60	8
Chemnitz	31-Jan-2012	429	23.8	32,217	737	1.8	7.6%	13.2	24.8	66	2
TAG Potsdam	31-Mar-2012	25,023	960.0	1,484,000	647	72.9	7.6%	13.2	1,054.0	56	97
Erfurt	31-Dec-2012	360	29.0	35,986	806	2.8	9.5%	10.5	32.8	72	3
TAG Wohnen	31-Dec-2012	11,350	471.1	711,561	662	42.6	9.1%	11.0	570.9	60	76
Chemnitz-Helbersdorf	31-Aug-2013	224	8.1	13,274	613	0.7	8.8%	11.4	8.6	66	0.4
Total		61,914	2,442	3,789,924	644	199.0	8.2%	12.3	2,742.0	56	297



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### TAG Integration track record 2012



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