

# **Conference call presentation** Q1 2019



### Content

I.	TAG	highlights Q1 2019	3
II.	TAG	financials Q1 2019	5
III.	TAG	portfolio Q1 2019	13
IV.	TAG	guidance FY 2019	17
V.	Appe	endix	19
	•	Portfolio details by region	
	•	Vacancy reduction and rental growth by region	
	•	Portfolio valuation	
	•	EPRA earnings	
	•	LTV calculation	
	•	Maintenance and capex	
		Share data	



# TAG highlights Q1 2019

Operational performance

	Q1 2019	Q4 2018	FY 2018
<ul><li>Vacancy (residential units)</li></ul>	5.2%	4.7%/5.0%*	4.7%/5.0%*
<ul> <li>Vacancy (total portfolio)</li> </ul>	5.6%	5.3%	5.3%
- L-f-L rental growth y-o-y	2.3%	2.3%	2.3%
- L-f-L rental growth Y-o-Y (incl. vacancy reduction)	2.8%	2.6%	2.6%
• FFO I (EUR m)	39.5	37.8	146.5
• FFOI (EUR/share)	0.27	0.26	1.00

EPRA NAV and LTV

	31 Mar-2019	31 Dec-2018	31 Dec-2017
EPRA NAV (EUR/share)	17.54	17.32	13.80
- LTV	46.8%	47.3%	52.3%

<sup>\*</sup> including acquisitions in 2018, part of vacancy in residential units from Q1 2019 onwards



#### **TAG** income statement

(in EURm)	Q1 2019	Q4 2018	FY 2018
Net rent*	78.6	76.1	302.2
Expenses from property management*	-15.0	-14.5	-56.0
Net rental income	2 63.5	61.6	246.1
Net income from services	4.9	4.9	17.7
Net income from sales	0.0	-0.4	-0.1
Other operating income	3 0.6	6.6	9.6
Valuation result	4 0.0	200.2	430.0
Personnel expenses	-11.9	-11.2	-43.7
Depreciation	-1.5	-1.2	-4.3
Other operating expenses	-4.0	-4.6	-17.1
EBIT	51.5	256.0	638.2
Net financial result	7 -12.3	-20.7	-96.0
EBT	39.2	235.2	542.2
Income tax	-5.9	4.4	-54.0
Net income	33.3	239.6	488.2

<sup>\*</sup>w/o IFRS 15 effects; for further details see annual report FY 2018

- 1 Increase in net rent of EUR 2.5m q-o-q driven by net effect from portfolio transactions (c. EUR 2.0m) and I-f-I rental growth (c. EUR 0.5m).
- 2 Net rental income increased by EUR 1.9m q-o-q as a result of higher net rent (EUR +2.5m) and slightly higher expenses from property management (mainly vacancy costs and impairment losses) as an opposing effect (EUR -0.6m).
- 3 Other operating income decreased q-o-q by EUR 6.0m due to an one-off effect in Q4 2018 (released provision for real estate transfer tax risks of EUR 6.2m).
- 4 No valuation result in Q1 2019; EUR 200.2m valuation gain in Q4 2018 due to portfolio valuation. Next full portfolio valuation at 30 Jun-2019.
- 5 Personnel expenses increased by EUR 0.7m q-o-q due to the ongoing growth of TAG's internal caretakers and craftsmen services.
- Other operating expenses decreased by EUR 0.6m q-o-q. First time application of IFRS 16 "leases" as main factor (EUR 0.3m; additionally expenses from services decreased by EUR 0.1m).
- 7 Net financial result improved by EUR 8.4m q-o-q, mainly driven by valuation losses from financial derivatives in Q4 2018; net financial result (cash, after one-offs) improved by EUR 0.6m q-o-q.
- 8 Income tax mainly contains deferred taxes; cash tax expenses in Q1 2019 at EUR 1.3m (EUR 0.5m in Q4 2018).

#### TAG EBITDA, FFO and AFFO calculation

(in EURm)	Q1 2019	Q4 2018	FY 2018
Net income	33.3	239.6	488.2
+ Income tax	5.9	-4.4	54.0
+ Net financial result	12.3	20.7	96.0
EBIT	51.5	256.0	638.2
+ Adjustments			
Net income from sales	0.0	0.4	0.1
Valuation result	0.0	-200.2	-430.0
Depreciation	1.5	1.2	4.3
One-offs (reversal of provision for real estate transfer tax risks)	0.0	-6.2	-6.2
Reversal of effects from first time application of IFRS 16 "leases"	-0.4	0.0	0.0
EBITDA (adjusted)	2 52.7	51.1	206.4
EBITDA (adjusted) margin	67.0%	67.2%	68.3%
- Net financial result (cash, after one-offs)	-11.5	-12.1	-54.6
- Cash taxes	-1.3	-0.5	-4.0
- Cash dividend payments to minorities	-0.3	-0.7	- <del>1</del> .0
	3 39.5		146.5
FFO I	-1.7	<b>37.8</b> -5.8	-15.7
- Capitalised maintenance  AFFO before modernisation capex	37.8	-5.0 <b>32.0</b>	-15. <i>t</i>
- Modernisation capex	-13.5	-10.0	-42.5
AFFO	4 24.3	22.0	88.4
Net income from sales	0.0	-0.4	-0.1
FFO II			146.4
(FFO I + net income from sales)	39.5	37.4	140.4
Weighted average number of shares outstanding (in '000)	146,322	146,322	146,341
FFO I per share (EUR)	0.27	0.26	1.00
AFFO per share (EUR)	0.17	0.15	0.60
Weighted average number of shares, fully diluted (in '000)	161,023*	160,998*	161,016*
FFO I per share (EUR), fully diluted	0.25	0.24	0.92
AFFO per share (EUR), fully diluted	0.15	0.14	0.56

- For reasons of continuity and comparability to prior periods effects form first time application of IFRS 16 "leases" (shift from expenses from services and other operating expenses to depreciation and interest expenses) are eliminated in FFO calculation. For further details please see Interim Report Q1 2019.
- EBITDA increase in Q1 2019 of EUR 1.6m q-o-q mainly as a result of higher net rental income (EUR +1.9m); EBITDA margin stable at c. 67% q-o-q.
- Higher FFO I (EUR +1.7m) q-o-q as a result of higher EBITDA (EUR +1.6m), reduced net financial result (EUR +0.6m) and lower cash dividend payments to minorities (EUR +0.4m) offset by higher cash taxes (EUR -0.8m).
- 4 AFFO increased by EUR 2.3m q-o-q due to higher FFO I of EUR 1.7m and lower capex of EUR 0.6m

TAG Immobilien AG | April 2019 | 7

#### TAG balance sheet

(in EURm)	31 Mar-2019	31 Dec-2018
Non-current assets	4,787.2	4,772.1
Investment property	4,690.2	4,666.7
Deferred tax assets	50.3	70.0
Other non-current assets	46.6	35.5
Current assets	181.2	174.2
Real estate inventory	53.6	52.3
Cash and cash equivalents	88.1	91.7
Other current assets	39.5	30.2
Non-current assets held-for-sale	74.7	87.0
TOTAL ASSETS	5,043.1	5,033.3
Equity	2,081.5	2,048.3
Equity (without minorities)	2,038.7	2,006.5
Minority interest	42.8	41.8
Non-current liabilities	2,711.3	2,727.8
Financial debt	2,224.5	2,236.0
Deferred tax liabilities	418.4	433.5
Other non-current liabilities	68.5	58.4
Current liabilities	250.3	257.2
Financial debt	151.5	162.8
Other current liabilities	98.8	94.4
TOTAL EQUITY AND LIABILITIES	5,043.1	5,033.3
LTV*	3 46.8%	47.3%

- 2 Increase in equity (+EUR 32.2m w/o minorities) corresponds to net income development.
- 3 Change in LTV (-50 bps) mainly driven by ongoing results/ amortisation of bank loans.

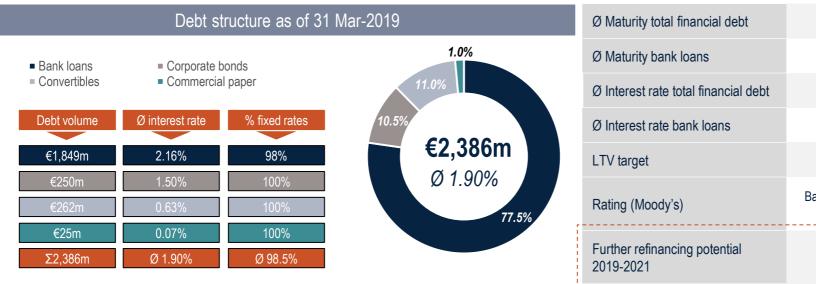
Book value of investment property increased by EUR 23.5m q-o-q mainly due to capex (EUR 15.2m) and reallocation from non-current assets held for sale to investment properties (EUR 8.0m).

<sup>\*</sup>For further details on LTV calculation see Appendix

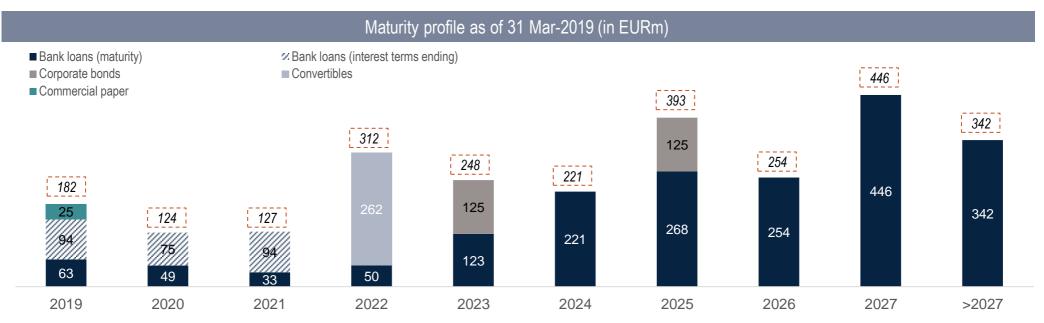
#### **TAG** EPRA NAV calculation

(in EURm)	31 Mar-2019	31 Dec-2018
Equity (without minorities)	2,038.7	2,006.5
+ Deferred taxes on investment properties and financial derivatives	427.8	425.2
+ Fair value of financial derivatives	42.0	42.0
+ Difference between fair value and book value for properties valued at cost	57.8	60.0
= EPRA NAV	2,566.3	2,533.6
Number of shares outstanding (in '000)	146,322	146,322
EPRA NAV per share (EUR)	17.54	17.32
Number of shares, fully diluted (in '000)	161,023*	161,023*
EPRA NAV per share (EUR), fully diluted	17.54	17.33

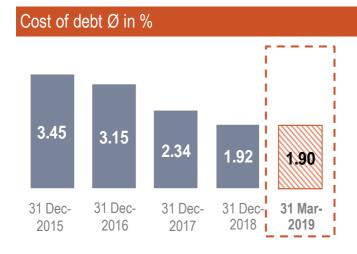
## **TAG** financing structure







#### TAG cost of debt and LTV



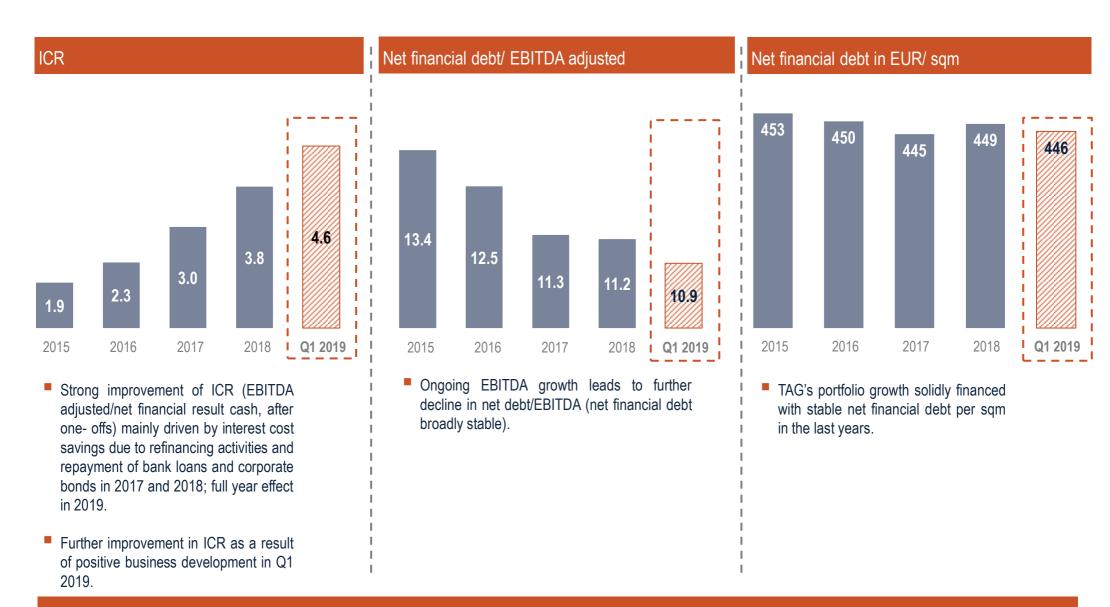
- Continuous reduction of average cost of debt by more than 150 bps. within a three year period.
- Further upside potential from maturing bank loans of EUR 408m in 2019-2021 (average coupons of 2.6% -3.7% p.a.).



- Strong LTV reduction by nearly 16 percentage points within a three year period.
- LTV target of c. 50% already achieved.
- Current LTV target ensures efficient use of capital as well as stable and conservative financing structure given TAG's moderate portfolio valuation level.

\*For further details on LTV calculation see Appendix

### TAG strong development of financing metrics

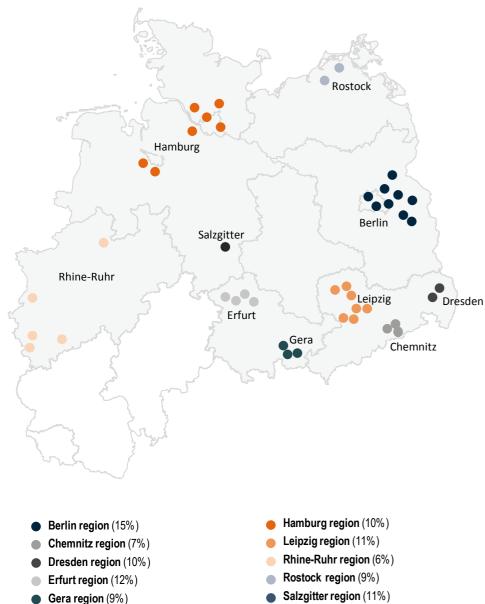


Continuous improvement of financing metrics since 2015 with further improvement expected in 2019



### TAG portfolio as of 31-Mar 2019

Regionally focused and efficiently managed residential portfolio in Northern and Eastern Germany



- TAG is a leader in affordable housing in Northern and Eastern Germany.
- The portfolio is **structured in ten defined regions** in and around large and mid-sized cities.
- The management of these regions is conducted in a decentralized fashion.
- TAG's local presence ensures high operational efficiency and strengthens local sourcing and asset management capabilities.

Portfolio as of	31-Mar 2019	31-Dec 2018
Number of units	84,295	84,426
Lettable area in sqm	5,127,501	5,132,860
GAV (EURm)	4,828.0	4,815.5
Annualised net rent (EURm)	315.0	314.1
Net rent residential units in EUR/sqm/month	5.31	5.29
Net rent total portfolio in EUR/sqm/month	5.43	5.39
Vacancy rate (residential units)	5.2%	4.7%*
Vacancy rate (total portfolio)	5.6%	5.3%
L-f-l rental growth (y-o-y)	2.3%	2.3%
L-f-l rental growth (including vacancy reduction, y-o-y)	2.8%	2.6%

\*excl. acquisitions 2018

## TAG rental growth and capex allocation

Rental growth achieved with moderate capex investments due to strong underlying fundamentals

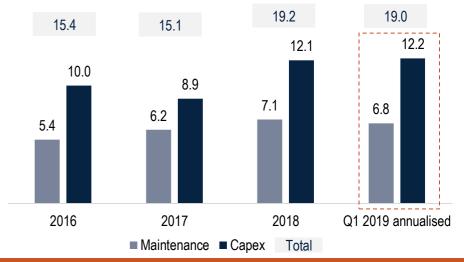
#### Rental growth achieved with moderate investments

- TAG creates attractive rental growth from
  - regular rent increases and tenant turnover ("basis I-f-I rental growth")
  - vacancy reduction (leading to "total I-f-I rental growth").
- Investment of capex at selective locations targeted to reduce vacancy: investments in vacancy reduction result in highly attractive equity-returns: c. 10%-15% return on capex in large modernization measures and c. 40%-45% in the modernization of vacant flats.
- Tailor made capex allocation strategy for each local market, no cross-locational spread capexprogram
- Basis I-f-I rental growth is achieved without extensive modernization programs for existing tenants or in the re-letting process. This clearly shows strong underlying fundamentals in TAG's markets.

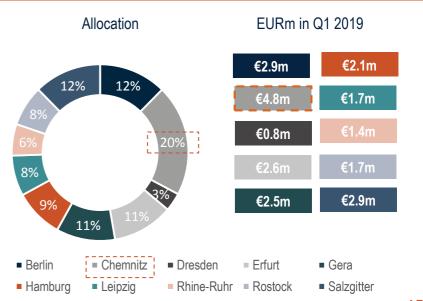
#### Like-for-like rental growth excluding and including vacancy reduction



#### Maintenance & capex development (in EUR/sqm/year)

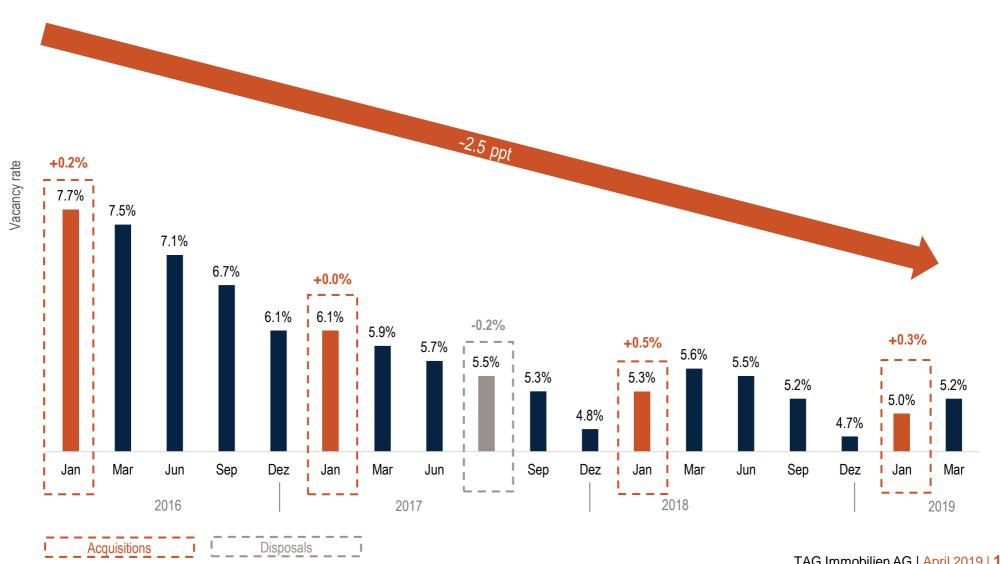


#### Maintenance & capex split by region



### TAG vacancy reduction in residential units

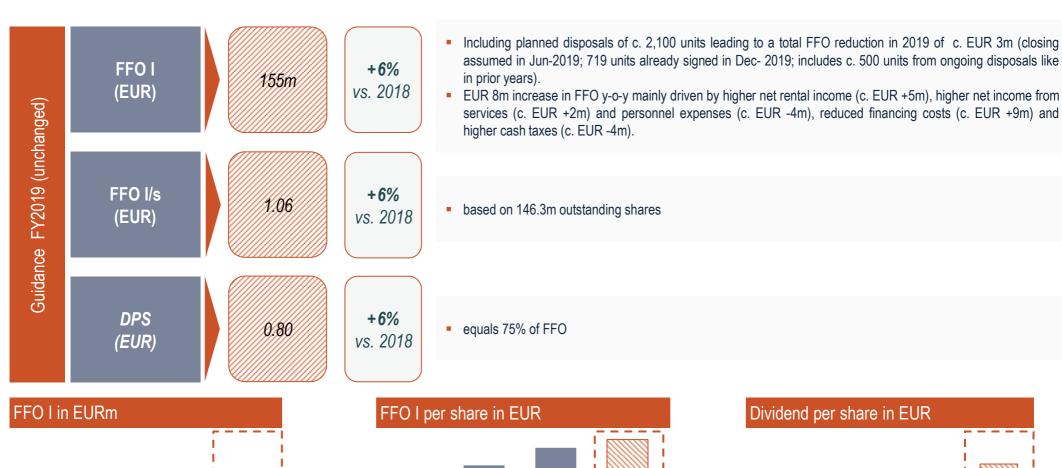
Strong track record of vacancy reduction due to TAG's active asset management approach

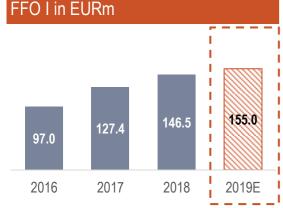


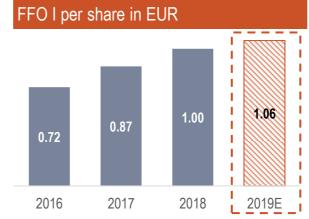


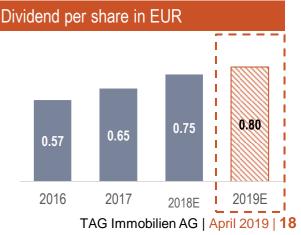
### TAG guidance FY 2019

Increase in FFO and dividend / share expected









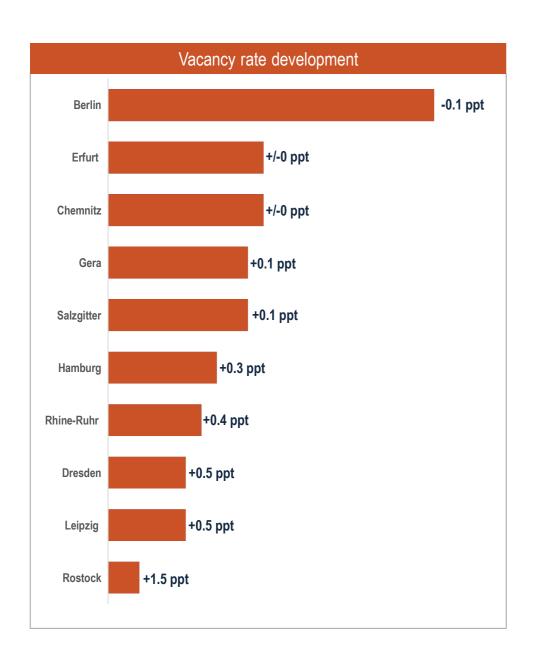


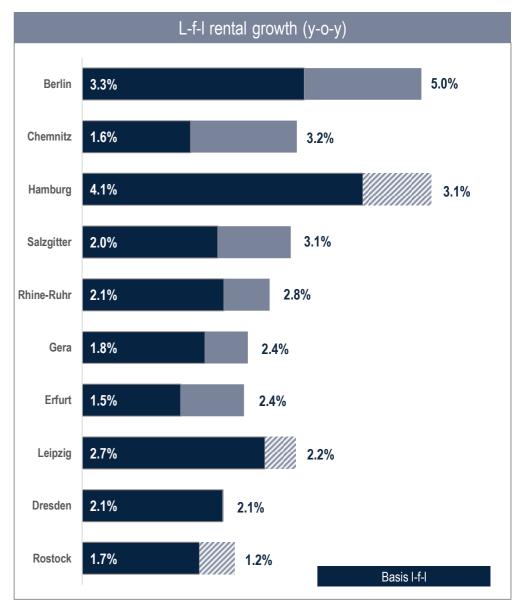
# TAG portfolio details by region

Region	Units #	Rentable area sqm	IFRS BV EURm Mar- 2019	In-place yield	Vacancy Mar- 2019	Vacancy Dec- 2018*	Net rent EUR/ sqm	Re-letting rent EUR/ sqm	L-f-l rental growth y-o-y	L-f-l rental growth y-o-y incl. vacancy reduction	Mainte- nance EUR/sqm	Capex EUR/sqm
Berlin	10,495	602,903	695.9	5.6%	4.5%	4.4%	5.64	6.28	3.3%	5.0%	1.88	2.95
Chemnitz	7,678	447,021	332.4	7.1%	9.6%	9.6%	4.88	5.08	1.6%	3.2%	1.54	9.21
Dresden	6,336	411,418	479.8	5.6%	3.0%	2.5%	5.65	6.13	2.1%	2.1%	0.62	1.30
Erfurt	10,595	596,160	593.2	6.0%	3.0%	2.9%	5.14	5.50	1.5%	2.4%	1.25	3.14
Gera	9,734	566,483	413.9	7.5%	8.2%	8.1%	4.97	5.16	1.8%	2.4%	1.33	3.15
Hamburg	7,072	434,860	487.1	5.8%	4.5%	4.2%	5.69	6.01	4.1%	3.1%	2.62	2.23
Leipzig	10,490	624,235	532.4	6.8%	6.3%	4.1%	5.16	5.52	2.7%	2.2%	1.78	1.02
Rhine-Ruhr	4,187	266,405	290.9	5.8%	2.3%	1.9%	5.43	5.78	2.1%	2.8%	2.83	2.27
Rostock	7,150	426,534	403.9	6.5%	5.0%	3.0%	5.37	5.80	1.7%	1.2%	1.70	2.41
Salzgitter	9,180	563,124	499.9	6.8%	4.6%	4.5%	5.26	5.40	2.0%	3.1%	1.85	.3.30
Total residential units	82,917	4,939,142	4,729.4	6.3%	5.2%	4.7%	5.31	5.62	2.3%	2.8%	1.69	3.07
Acquisitions						12.9%						
Commercial units within resi. portfolio	1,209	155,012			17.2%	16.8%	7.86					
Total residential portfolio	84,126	5,094,154	4,729.4	6.6%	5.6%	5.3%	5.37					
Other	169	33,347	98.6	5.1%	5.1%	5.1%	13.13					
Grand total	84,295	5,127,501	4,828.0	6.5%	5.6%	5.3%	5.43					

<sup>\*</sup> excl. acquisitions 2018

### TAG vacancy reduction and rental growth by region



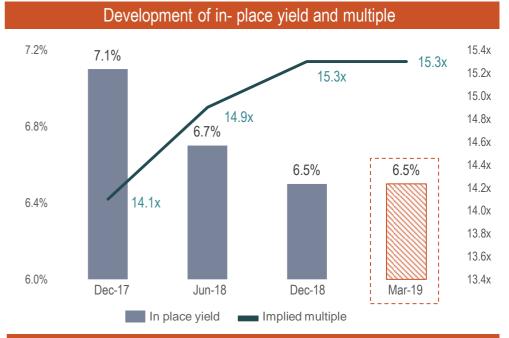


# TAG portfolio valuation overview

Valuation remains at conservative levels with EUR 940/sqm and 6.5% gross rental yield

#### Valuation result

- Portfolio valuation result in 2018 of EUR 430.0m (10.1% annual uplift)
  - EUR 312.4m gain from yield compression (73%)
  - EUR 117.6m gain from strong rental growth and vacancy reduction (27%)
- Half year interval between valuations covers the price dynamics in German residential markets and offers transparency
- Next portfolio valuation at 30 Jun-2019





Jun-18

Dec-17

Development of portfolio value (EUR/sqm)

TAG Immobilien AG | April 2019 | 22

Mar-19

Dec-18

# **TAG** portfolio valuation details

Region (in EURm)	Mar-2019 Fair value (IFRS)	Mar-2019 Fair value (EUR/sqm)	Mar-2019 Implied multiple	Mar-2019 Valuation result	Share of operational performance/ other market developments	Share of yield compression	Dec-2018 Fair value (IFRS)	Dec-2018 Fair value (EUR/sqm)	Dec-2018 Implied multiple
Berlin	695.9	1,096.8	16.9x	-0.1	-0.1	0.0	668.7	1,120.2	17.3x
Chemnitz	332.4	718.2	13.6x	0.0	0.0	0.0	318.9	696.2	13.2x
Dresden	479.8	1,132.2	17.2x	0.0	0.0	0.0	479.4	1,130.6	17.1x
Erfurt	593.2	957.8	15.7x	0.0	0.0	0.0	589.8	958.5	15.8x
Gera	413.9	696.4	12.8x	0.0	0.0	0.0	412.1	693.5	12.9x
Hamburg	487.1	1,096.1	16.5x	-0.1	-0.1	0.0	486.2	1,094.0	16.5x
Leipzig	532.4	835.6	14.3x	-0.1	-0.1	0.0	534.0	861.6	14.4x
Rhine-Ruhr	290.9	1,047.3	16.1x	0.0	0.0	0.0	290.3	1,046.5	16.3x
Rostock	403.9	927.5	14.9x	0.0	0.0	0.0	325.6	955.5	15.0x
Salzgitter	499.9	885.3	14.5x	0.0	0.0	0.0	498.0	882.0	14.4x
Total residential units	4,729.4	928.4	15.3x	-0.3	-0.3	0.0	4,603.1	932.6	15.3x
Acquisitions							115.4	704.0	13.3x
Total residential portfolio	4,729.4	928.4	15.3x	-0.3	-0.3	0.0	4,718.5	925.3	15.2x
Other	98.6	2,956.8	19.8x	0.0	0.0	0.0	97.0	2,915.6	21.0x
Grand total*	4,828.0	941.6	15.3x	0.0	0.0	0.0	4,815.5	938.2	15.3x

<sup>\*</sup> Real estate inventory and real estate within property, plant and equipment valued at historical/amortized cost under IFRS.

# **TAG** EPRA Earnings

(in EURm)	Q1 2019	Q4 2018	FY 2018
Net income	33.3	239.6	488.2
Valuation result	0.0	-200.2	-430.0
Deferred income taxes on valuation result	4.6	16.7	72.7
Net income from sales	0.0	0.4	0.1
Fair value valuation of derivative financial instruments	0.0	9.4	31.0
Deferred income taxes on valuation of derivative financial instruments	0.0	-3.0	-9.8
Breakage fees bank loans and early repayment of bonds	0.1	0.0	9.8
Cash dividend payments to minorities	-0.3	-0.7	-1.3
EPRA Earnings	37.9	62.3	160.8
Deferred income taxes (other than on valuation result)	-0.2	-18.6	-12.9
Other non cash financial result	0.8	-0.8	0.6
One offs (provision for real estate transfer tax risks)	0.0	-6.2	-6.2
Reversal of effects from first time application of IFRS 16 "leases"	-0.4	0.0	0.0
Depreciation	1.5	1.2	4.3
Adjusted EPRA Earnings (FFO I)	39.5	37.8	146.5
Weighted average number of shares outstanding (in '000)	146,322	146,322	146,341
EPRA Earnings per share (in EUR)	0.26	0.43	1.10
Adjusted EPRA Earnings (FFO I) per share (in EUR)	0.27	0.26	1.00
Weighted average number of shares, fully diluted (in '000)	161,023	160,998*	161,016*
EPRA Earnings per share (in EUR), fully diluted	0.24	0.39	1.00
Adjusted EPRA Earnings (FFO I) per share (in EUR), fully diluted	0.25	0.24	0.92

<sup>\*</sup>incl. potential shares from convertible bond 2017/2022 (trading "in the money" at reporting date) and management compensation

#### **TAG** LTV calculation

(in EURm)	31 Mar-2019	31 Dec-2018
Non-current and current liabilities to banks	1,841.8	1,855.5
Non-current and current liabilities from corporate bonds	276.8	285.8
Non-current and current liabilities from convertible bonds	257.4	257.5
Cash and cash equivalents	-88.1	-91.7
Net financial debt	2,287.9	2,307.1
Book value of investment properties	4,690.2	4,666.7
Book value of property reported under property, plant and equipment (valued at cost)	9.5	9.5
Book value of property held as inventory (valued at cost)	53.6	52.3
Book value of property reported under non-current assets held-for-sale	74.7	87.0
Real estate volume	4,828.0	4,815.5
Book value of property for which purchase prices have already been paid (or received) in advance	-0.2	-0.2
Difference between fair value and book value for properties valued at cost	57.8	60.0
Relevant real estate volume for LTV calculation	4,885.5	4,875.3
LTV	46.8%	47.3%

# **TAG** maintenance and capex

in EUR millions	2018					
Total portfolio	Q1	Q2	Q3	Q4	Total FY	Q1
Maintenance	8.6	7.7	8.5	9.5	34.3	8.4
Capex	13.0	14.6	14.8	15.7	58.1*	15.2*
Total	21.6	22.3	23.3	25.3	92.4	23.6

in EUR/sqm	2018					
Residential units	Q1	Q2	Q3	Q4	Total FY	Q1
Maintenance	1.77	1.59	1.76	1.99	7.11	1.69
Capex	2.67	3.05	3.12	3.29	12.13	3.07
Total	4.44	4.64	4.88	5.28	19.24	4.76





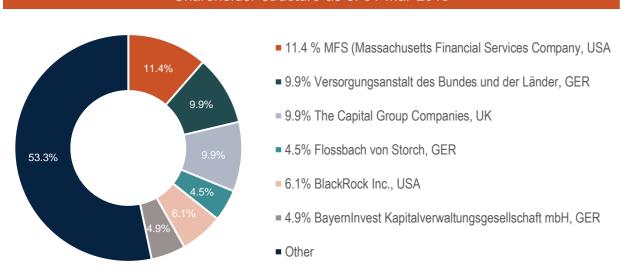
Chemnitz



#### TAG share data

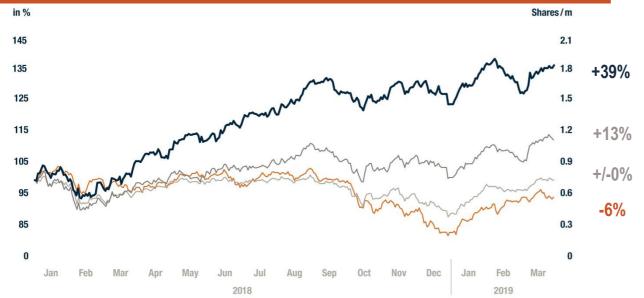
Highly liquid share with institutional shareholder structure and significant outperformance vs. major stock indices

#### Shareholder structure as of 31 Mar-2019



Share information as of 31 Mar-2019					
Market cap	EUR 3.2bn				
NOSH issued	146.5m				
NOSH oustanding	146.3m				
Treasury shares	0.2m				
Free float (Deutsche Börse definition)	99.9%				
ISIN	DE0008303504				
Ticker symbol	TEG				
Index	MDAX/ EPRA				
Main listing/ market segment	Frankfurt Stock Exchange/ Prime Standard				

#### Share price development vs. MDAX and EPRA Europe Index (last 15 months)



Q1 2019 share performance: +10%
Q1 2019 Ø volume XETRA/day: c. 473,000 shares

#### **TAG** contacts

Martin Thiel CFO

Phone: +49 40 380 32-0

Fax: +49 40 380 32-388

ir@tag-ag.com

Dominique Mann Head of Investor & Public Relations

Phone: +49 40 380 32-305 Fax: +49 40 380 32-388

ir@tag-ag.com

TAG Immobilien AG

Steckelhörn 5 20457 Hamburg

Phone: +49 40 380 32-0

Fax: +49 40 380 32-388

www.tag-ag.com

