



## Content

I.	TAG hi	ghlights Q3 2021	3
II.	TAG fir	nancials Q3 2021	6
III.	TAG G	erman portfolio Q3 2021	12
IV.	TAG Po	oland business update	16
۷.	TAG gu	uidance FY 2021 – 2022	20
VI.	Appen	dix	24
	$\sim 10^{-1}$	German portfolio details by region	
	1 de 1	German portfolio vacancy reduction and rental growth	
	1 de 1	German portfolio valuation overview and details	
	÷	Income statement details Germany and Poland, EPRA NAV calculations, EPRA earnings	
	÷	LTV and ICR calculation, Cost of debt, LTV and financing metrics development	
	1 de 1	ESG: rating, strategy, commitments and areas of activities	
	÷.,	Share data	



## TAG highlights Q3 2021

		Q3 2021	Q2 2021	FY 2020	Q3 2020
	Vacancy (residential units)	5.7%	5.8%	5.3%*/4.5%	4.8%
Operational	<ul> <li>Vacancy (total portfolio)</li> </ul>	6.0%	6.1%	5.6%	5.3%
performance German	<ul> <li>L-f-l rental growth y-o-y</li> </ul>	1.8%	1.6%	1.4%	1.4%
portfolio	• L-f-l rental growth y-o-y (incl. vacancy reduction)	1.7%	1.6%	1.5%	1.5%
	• FFOI(EURm)	46.0	45.9	172.6	44.6
	• FFOI (EUR/share)	0.31	0.31	1.18	0.30

\* including acquisitions in 2020, part of vacancy in residential units from Q1 2021 onwards

EPRA NTA		30 Sep-2021	30 Jun-2021	31 Dec-2020	30 Sep-20
and	EPRA NTA (EUR/share), fully diluted	23.88	23.69	21.95	20.76
LTV	- LTV	44.3%	44.1%	45.1%	45.7%



#### • No acquisitions in 9M 2021 (9M 2020: 4,338 units).

343 units disposed in 9M 2021 (9M 2020: 320 units). Mainly non-core assets (average vacancy rate of c. 31%). Total selling price of EUR 19.9m (9M 2020: EUR 21.7m). Book profit of EUR 0.4m (9M 2020: EUR 1.4m). Selling multiple on average at 20.4x (9M 2020: 17.8x) or gross yield of 4.9% (9M 2020: 5.6%). Closing in the course of FY 2021.

## TAG highlights Q3 2021

Operational performance Poland

	9M 2021	9M 2020	FY 2020
Revenues from sale of properties (in EURm)	55.8	40.9	73.4
Results operations Poland (FFO II impact, in EURm)	6.1	2.5	9.1
Units handed over	521	389	719
Units sold	320	390	509
Build-to-hold units (contractually secured pipeline)	c. 8,500	c. 4,100	c. 5,700
Build-to-sell units (contractually secured pipeline)	c. 3,600	c. 3,500	c. 3,000
Total units	c. 12,100	c. 7,600	c. 8,700
GAV Polish portfolio (in EURm)	282.5	158.2	150.1

\* based on PLN/EUR exchange rate of 0,2165 as of 30-Sep 2021

Unchanged guidance 2021	<ul> <li>FFO: EUR 178 - 182m</li> <li>FFO/s: EUR 1.23</li> <li>Dividend/s: EUR 0.92</li> </ul>	(2020: EUR 170 - 173m; 4% increase y-o-y) (2020: EUR 1.18; 4% increase y-o-y) (2020: EUR 0.88; 4% increase y-o-y)	
New guidance 2022	<ul> <li>FFO: EUR 188 - 192m</li> <li>FFO/s: EUR 1.30</li> <li>Dividend/s: EUR 0.98</li> </ul>	(2021e: EUR 178 - 182m; 6% increase y-o-y) (2021: EUR 1.23; 6% increase y-o-y) (2021e: EUR 0.92; 6% increase y-o-y)	



## TAG income statement\*

(in EURm)	Q3 2021	Q2 2021	9M 2021	9M 2020	FY 2020
Net actual rent** 1	83.2	82.9	249.3	239.8	322.5
Expenses from property management**	-15.0	-14.4	-45.0	-42.0	-58.4
Net rental income 2	68.2	68.5	204.3	197.8	264.1
Net income from services 3	6.4	6.4	19.6	19.0	26.1
Net income from sales 4	3.5	4.5	11.0	1.3	46.5
Other operating income	1.9	2.0	5.6	4.2	6.2
Valuation result 5	0.3	311.1	310.6	172.6	328.4
Personnel expenses 6	-14.9	-15.9	-46.0	-42.5	-58.6
Depreciation	-2.3	-2.1	-6.4	-5.3	-7.2
Other operating expenses	-5.1	-4.7	-14.3	-17.4	-22.2
EBIT	58.0	369.8	484.3	329.7	583.2
Net financial result 7	-11.3	-15.8	-40.4	-91.5	-107.0
EBT	46.7	354.0	443.9	238.2	476.2
Income tax 8	-8.4	-64.4	-81.5	-49.1	-73.6
Consolidated net profit	38.3	289.6	362.4	189.1	402.6

\*for further income statement details (breakdown by Germany and Poland) see Appendix \*\*w/o IFRS 15 effects; for further details see interim report Increase in net actual rent by EUR 0.3m q-o-q and by EUR 9.5m y-o-y (4.0% increase out of which 1.7% from total I-f-I rental growth).

2 Slightly reduced net rental income by EUR 0.3m in Q3 2021 in comparison to previous quarter mainly caused by higher maintenance costs of EUR 0.4m.

3 Net income from services q-o-q unchanged; increase by EUR 0.6m in 9M 2021 in comparison to 9M 2020.

Positive development in net income from sales mainly coming from business in Poland; in 9M 2021 net income from sales in Poland at EUR 10.5m (Germany EUR 0.5m) even after effects from purchase price allocation of EUR -3.1m.

Valuation result in 9M 2021 contains portfolio valuation carried out by CBRE at 30 Jun-2021 (valuation uplift of 5.2%); next portfolio valuation at 31 Dec-2021.

Personnel expenses reduces by EUR 1.0m q-o-q (EUR 1.1m effect from settlement of LTIP 2018-2020 in Apr-2021, i.e. delivery of TAG shares to management board members); cost increase of EUR 3.5m caused by higher personnel expenses in Germany (EUR 2.9m) and in Poland (EUR 0.6m).

7 Net financial result reduced in 9M 2021 in comparison to 9M 2020 by EUR 51.1m, mainly driven by valuation of equity option of convertible bonds; net financial result (cash, after one-offs) improved by EUR 1.2m during this time.

Income tax in 9M 2021 contains to the largest part deferred taxes of EUR 77.1m (9M 2020: EUR 44.0m); cash taxes in 9M 2021 at EUR 4.4m (9M 2020: EUR 5.1m).

## TAG EBITDA, FFO and AFFO calculation

(in EURm)	Q3 2021	Q2 2021 🖉	9M 2021	9M 2020	FY 2020
Consolidated net profit	38.3	289.6	362.4	189.1	402.6
- Net income Poland	-2.3	-6.9	-10.0	1.7	-3.6
Net income Germany	36.0	282.7	352.4	190.9	399.1
+ Income tax	8.6	62.8	79.9	49.4	72.5
+ Net financial result	10.5	15.7 💋	39.4	91.6	107.2
EBIT (German business)	55.1	361.2	471.7	331.9	578.8
+ Adjustments					
Net income from sales	0.3	0.3	-0.5	1.0	-40.2
Valuation result (German portfolio)	-0.3	-306.3	-305.8	-174.2	-327.0
Depreciation	2.3	2.1	6.3	5.1	7.0
One-offs	0.0	0.0	0.0	3.6	3.6
EBITDA (adjusted, German business)	1 57.4	57.2	171.7	167.4	222.3
EBITDA (adjusted) margin	69.1%	69.0%	68.9%	69.8%	68.9%
- Net financial result (cash, after one-offs)	-10.9	-10.7	-32.3	-33.5	-45.1
- Cash taxes	-0.2	-0.3	-0.9	-1.8	-3.3
- Cash dividend payments to minorities	-0.3	-0.3	-1.0	-1.0	-1.3
FFO I (German business)	2 46.0	45.9	137.5	131.1	172.6
- Capitalised maintenance	-5.8	-2.7 🖉	-9.6	-10.1	-17.2
AFFO before modernisation capex	40.2	43.1	127.9	121.0	155.4
- Modernisation capex	-12.7	-12.5 💋	-38.5	-44.6	-54.5
AFFO (German business)	3 27.5	30.6	89.4	76.4	100.9
Net income from sales Germany	-0.3	-0.3	0.5	-1.0	40.2
Result operations Poland	4 1.5	2.6 💋	6.1	2.5 🖉	9.1
FFO II (includes operations Poland)	47.0	40.0		400.0	004.0
(FFO I + net income from sales Germany and result	47.2	48.2	144.1	132.6	221.9
operations Poland)					
Weighted average number of shares outstanding (in '000)	146,380	147,993	146.350	146,287	146,288
FFO I per share (EUR)	0.31	0.31	0.94	0.90	1.18
AFFO per share (EUR)	0.19	0.21	0.61	0.52	0.69
Weighted average number of shares, fully diluted (in '000)*	147,348	149,003	147,355	159,551	157,681
FFO I per share (EUR), fully diluted	0.31	0.31	0.93	0.82	1.09
AFFO per share (EUR), fully diluted	0.19	0.21	0.61	0.48	0.64

EBITDA q-o-q nearly unchanged; increase by EUR 4.3m (3%) in 9M 2021 in comparison to 9M 2020 mainly as a result of higher net rental income (increase of EUR 6.5m).

FFO I slightly increased by EUR 0.1m q-o-q; increase by EUR 6.4m (5%) from 9M 2020 to 9M 2021 stemming from higher EBITDA (EUR 4.3m) lower net financial result (EUR 1.2m) and lower cash taxes (EUR 0.9).

As a result of higher capex (mainly capitalized maintenance) in Q3 2021, AFFO was reduced by EUR 3.1m q-o-q; in comparison with 9M 2020, AFFO improved by EUR 13.0m due to higher FFO I (EUR 6.4m) and lower total capex (EUR 6.6m).

4 FFO II contribution Poland 9M 2021	(in EURm)
Net income from Poland	10.0
Non-recurring set-up costs rental business	0.1
Valuation result	-4.8
Deferred taxes	-2.6
Result of effects from purchase price allocation	3.1
Minority interests	0.3
Result operations Poland	6.1

\*incl. potential shares from convertible bonds 2017/2022 (clean-up call exercised in Sep-2021)

## TAG balance sheet

(in EURm)	30 Sep-2021	31 Dec-2020	
Non-current assets	6,405.4	5,949.2	
Investment property	1 6,274.5	5,819.2	
Deferred tax assets	48.4	50.6	
Other non-current assets	82.5	79.4	
Current assets	389.6	474.9	
Real estate inventory	111.9	102.0	
Cash and cash equivalents	2 218.3	324.3	
Other current assets	59.3	48.5	
Non-current assets held-for-sale	32.6	53.9	
TOTAL ASSETS	6,827.6	6,478.0	
Equity	3 2,910.1	2,681.5	
Equity (without minorities)	2,816.5	2,602.6	
Minority interest	93.6	78.9	
Non-current liabilities	3,614.6	3,428.7	
Financial debt	2,901.5	2,802.6	
Deferred tax liabilities	645.6	570.7	
Other non-current liabilities	67.4	55.4	
Current liabilities	301.8	367.0	
Financial debt	184.8	236.6	
Other current liabilities	117.1	130.4	
Non current liabilities held for sale	1.1	0.8	
TOTAL EQUITY AND LIABILITIES	6,827.6	6,478.0	

1 Increase in book value of investment properties by EUR 455.3m mainly result of portfolio valuation gain (EUR 310.6m), capex in 9M 2021 in Germany (EUR 48.1m) and investments in build-to-hold projects in Poland.

2 Strong cash position at 30 Sep-2021 even after dividend payment post AGM in May-2021 (EUR 128.8m).

3 Equity increased by EUR 228.6m in 9M 2021 mainly driven by consolidated net profit of EUR 362.4m less dividend payment of EUR 128.8m.

## **TAG EPRA NTA calculation**

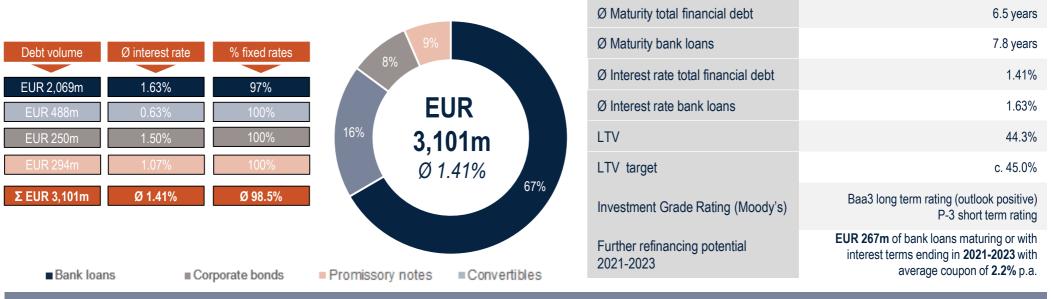
EPRA Net Tangible Assets				
(in EURm)	30 Sep-2021	31 Dec-2020		
Equity (without minorities)	2,816.5	2,602.6		
+ Effect from conversion of convertible bonds 2017/2022	0.0	25.9		
+ Deferred taxes on investment properties and financial derivatives	636.7	567.4		
+ Fair value of financial derivatives	24.6	20.1		
+ Difference between fair value and book value for properties valued at cost	40.9	40.9		
- Goodwill	-18.2	-18.4		
- Other intangible assets	-4.3	-4.3		
EPRA NTA*, fully diluted	3,496.2	3,234.2		
Number of shares, fully diluted (in '000)**	146,380	147,333		
EPRA NTA per share (EUR), fully diluted	23.88	21.95		

\*potential transaction costs (e.g. RETT) fully deducted in EPRA NTA calculation as TAG considers RETT free share deals in the future as an exemption, given the new regulations in German RETT law; adding back transaction costs would increase EPRA NTA on a fully diluted basis by c. EUR 507.0m or c. EUR 3.44/s to c. EUR 27.13/s

\*\*incl. potential shares from convertible bonds 2017/2022 (clean-up call exercised in Sep-2021)

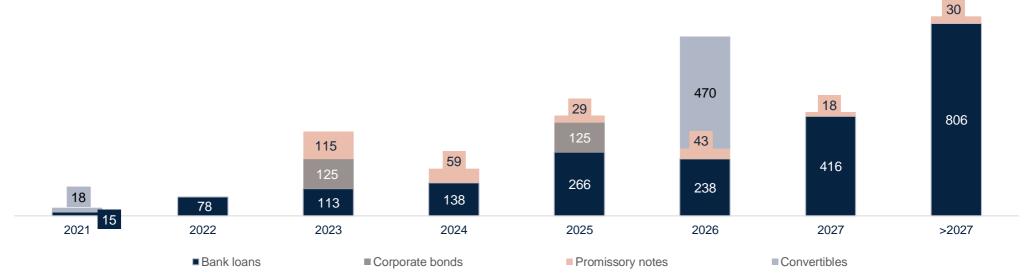
## TAG financing structure

#### Debt structure as of 30 Sep-2021



Key financial KPIs as of 30 Sep-2021

#### Maturity profile as of 30 Sep-2021 (in EURm)

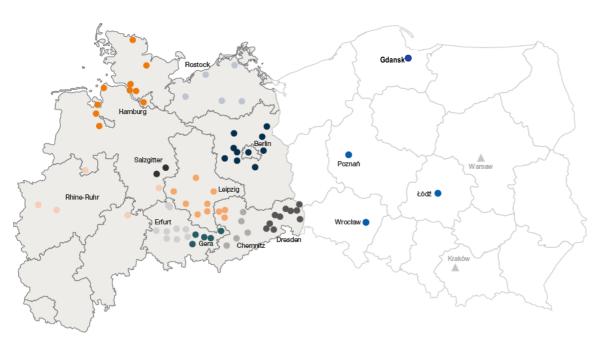


TAG Immobilien AG | November 2021 | 11



## TAG at a glance

Leading company in the affordable housing sector in Northern and Eastern Germany



GAV (real estate assets Germany and Poland)*	EUR 6,428.2m
FFO I 2021	EUR 137.5m
Market cap	EUR 3.7bn
Share price	EUR 25.32
EPRA NTA per share	EUR 23.88
LTV	44.3%

Kov financiale (20 Son 2021

\*thereof EUR 6,145.7m German portfolio and EUR 282.5m Polish portfolio

#### Strategy

- TAG is a specialist for affordable housing in Eastern and Northern Germany and among the largest owners of residential properties in Eastern Germany
- Fully integrated platform via lean and decentralized organization: Local presence as a key element of TAG's asset management approach to ensure deep local market knowledge and efficient operation of assets
- Internal growth as one main driver: Active asset management approach to lift and realize value potential via vacancy reduction and selective investment of capex
- Disciplined and conservative approach regarding use of capital and new acquisitions
- Clear focus on per share growth rather than absolute growth
- Stable and long term financing structure to support profitable growth strategy
- TAG is among **leading** real estate companies in the field of sustainability based on available **ESG ratings**

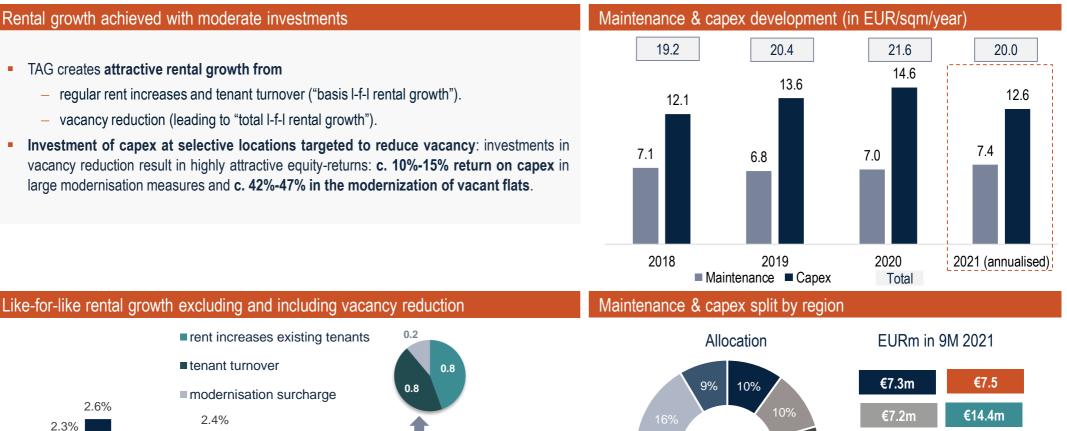
Key portfolio metrics	30 Sep-2021	31 Dec-2020
Units Germany	87,647	88,313
Units Poland (secured pipeline)	12,085	8,742
Annualised net actual rent EURm p.a. (total portfolio)	334.0	334.2
Net actual rent EUR/sqm/month (residential units)	5.53	5.48
Net actual rent EUR/sqm/month (total portfolio)	5.63	5.57
Vacancy rate (residential units)	5.7%	5.3%*/4.5%
Vacancy rate (total portfolio)	6.0%	5.6%
L-f-l rental growth (y-o-y)	1.8%	1.4%
L-f-I rental growth (incl. vacancy reduction, y-o-y)	1.7%	1.5%

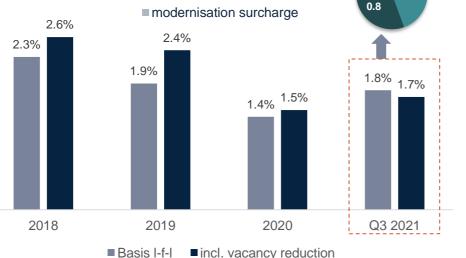
\* including acquisitions in 2020

TAG Immobilien AG | November 2021 | 13

## TAG German portfolio rental growth and capex allocation

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







= Erfurt

€4.0m

€7.6m

€5.3m

5%

Dresden

19%

Berlin

Gera

Rostock

10%

Chemnitz

Hamburg

Salzgitter

TAG Immobilien AG | November 2021 | 14

€12.2m

€6.8m

## TAG German portfolio vacancy reduction residential units

Strong track record of vacancy reduction; temporary increases in H1 2020 and H1 2021 as a result of the Covid-19-pandemic





## Poland portfolio overview

Unlocking superior returns by addressing the growing demand of the Polish residential-for-rent market

#### Strategic rationale

- Against the backdrop of its strong macroeconomic and demographic growth, Poland is experiencing a structural gap between demand and supply in the residential-for-rent segment for historic reasons
- TAG's mid-term growth target (until 2025) are 8,000-10,000 letting units in Poland, corresponding to c. 10% of TAG's total current residential units. Focus on project developments, in light of fragmented and outdated rental stock
- Investment focus on major Polish cities with large universities, favourable macroeconomics and strong demographics. Capitalizing on superior sourcing capabilities of the Vantage platform, pipeline locations expanded to include fundamentally strong markets of currently Wroclaw, Poznan, Lodz and Gdansk
- While first build-to-hold completions should only start yielding from FY 2021 onwards, realization of build-tosell pipeline (unit sales) should provide strong support to free cash flow generation (reflected on FFO II basis)

Poland Portfolio as of 30 Sep-202	21					
Build-to-hold projects/ unit	S	Build-to-sell projects/ units				
Completed	329	Completed	165			
Under construction	3,155	Under construction	351			
Landbank and secured projects	5,040	Landbank and secured projects	3,045			
Total build-to-hold units	8,524	Total build-to-sell units	3,561			
Total sqm	384,333	Total sqm	189,335			
Estimated total investment costs	c. EUR 730m	Estimated total investment costs	c. EUR 300m			
Average total investment costs per sqm	c. EUR 1,900	Average total investment costs per sqm	c. 1,600			
Average rent price per sqm	c. EUR 11.50	Average sales price per sqm	c. 2,100			
Average gross rental yield	c.7-8%	Average gross sales margin	c. 20-25%			
Estimated EBITDA margin on letting	>75%	Estimated EBITDA margin on sales	>15%			
Estimated EBITDA contribution p.a.	>EUR 40m	Estimated EBITDA contribution	>EUR 47m			

#### Current locations/ projects



Total projects/ units							
Completed	494						
Under construction	3,506						
Landbank and secured projects	8,085						
Total number of units	12,085						
Total sqm	573,668						
Estimated total investment costs	c. EUR 1,030m						

Note: Euro amounts based on PLN/EUR exchange rate of 0,2165 as of 30-Sep 2021

## Poland build-to-hold pipeline

Polish build-to-hold projects currently concentrated in growth regions in Poland's largest regional hubs

#### Build-to-hold projects overview

Pipeline locations	Wroclaw	Poznan	Lodz	Gdansk	Total
Total number of projects	10	11	5	1	27
Total number of project stages	16	11	5	4	36
Number of units	3,991	2,272	1,453	808	8,524

Estimated total investment costs*	c. EUR 730m
Average total investment costs per sqm*	c. EUR 1,900
Average gross rental yield	c. 7-8%
Average rent per sqm*	c. EUR 11.50/month
Average apartment size	c. 40 sqm
Estimated EBITDA margin	>75%
* based on DLN/EUD exchange rate of 0.2165 or of 20. Sen 2021	

based on PLN/EUR exchange rate of 0,2165 as of 30-Sep 2021

#### Build-to-hold: Timeline of planned completions (by rent start)



#### Build-to-hold projects locations



#### Accounting treatment of build-to-hold units

- Build-to-hold projects are treated as investment properties under IAS 40, i.e. construction and other eligible costs are capitalised and projects/properties are part of the fair value valuation on a semi-annual basis.
- Rental results from Build-to-hold projects will be reflected in TAG's FFO I in the future; as rental activities in Poland in 2021 are not yet material, FFO I currently solely comprises the German rental business.

## Poland build-to-sell pipeline

Attractive build-to-sell projects offering strong cashflows and significant support to FFO II

#### Build-to-sell projects overview

Pipeline location	Wroclaw	Gdansk	Total
Total number of projects	10	1	11
Total number of project stages	17	4	21
Number of units	2,933	628	3,561
Estimated total investment costs*	c. EU	R 300m	
Average total investment costs per sqm*	c. EU	R 1,600	
Average gross sales margin	c. 20	0-25%	
Average sales price per sqm (w/o fit out)*	c. EU	R 2,100	
Average apartment size	c. 5	0 sqm	
Estimated EBITDA margin on sales based on PLN/EUR exchange rate of 0,2165		<b>15%</b> 021	
Build-to-sell: Timeline of sales (b	y hand overs	6)	



#### Build-to-sell projects locations

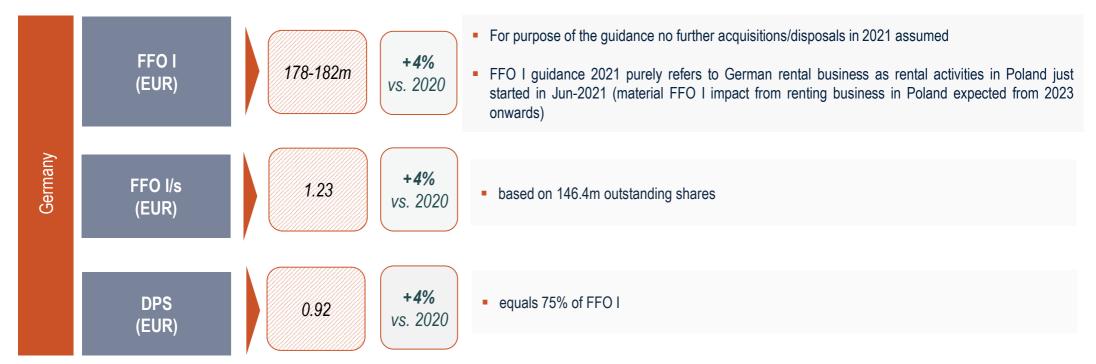


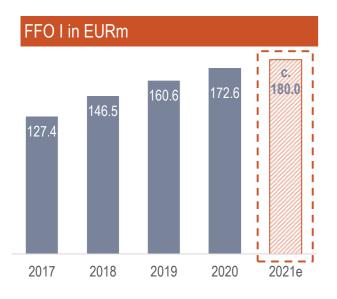
Accounting treatment of build-to-sell units

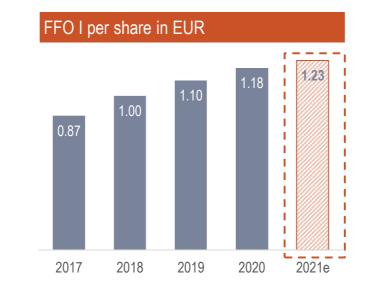
- Build-to-sell projects are treated as inventories under IAS 2; construction and other eligible costs are capitalised during the project cycle with revenue recognition only at handover
- Sales results are reflected in TAG's FFO II

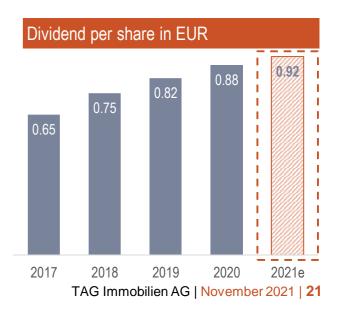
# TAG guidance FY 2021–2022

## TAG FFO and dividend guidance FY 2021 (unchanged)

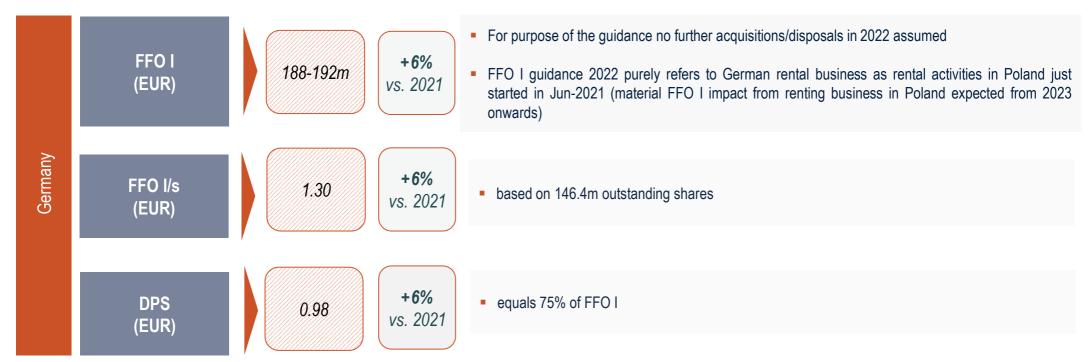


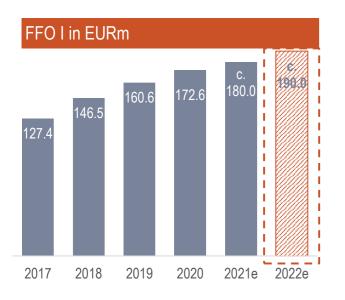


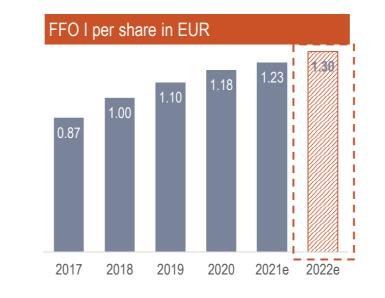


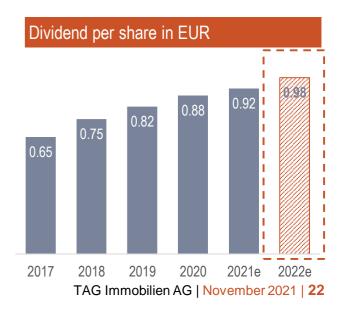


## TAG FFO and dividend guidance FY 2022 (new)

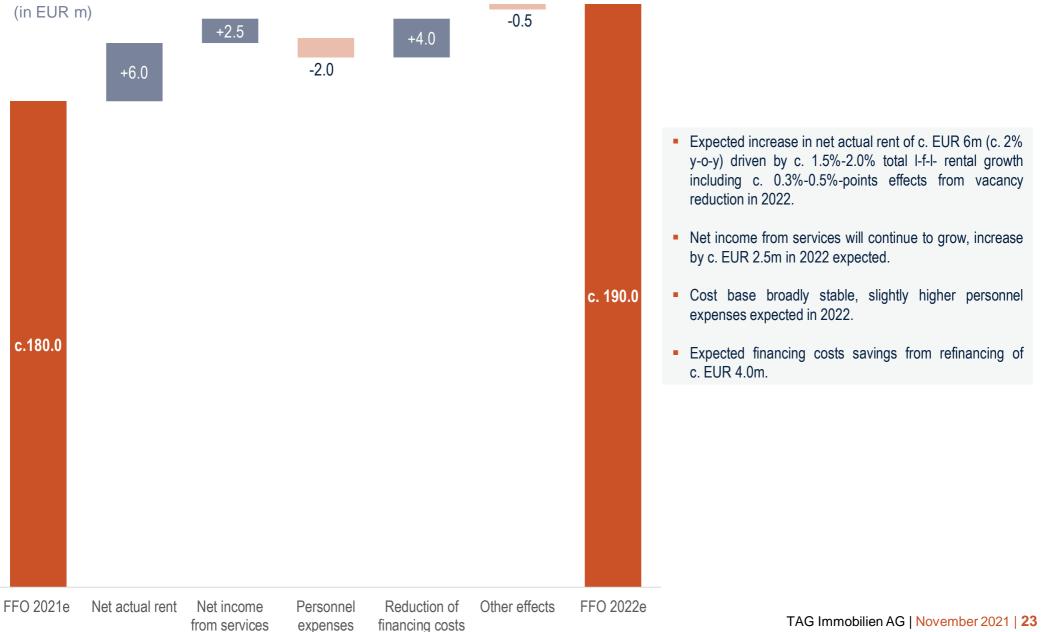








## TAG FFO bridge 2021 – 2022



TAG Immobilien AG | November 2021 | 23



## APPENDIX

## TAG German portfolio details by region

Region	Units #	Rentable area sqm	IFRS BV EURm Sep- 2021	Gross yield	Vacancy Sep- 2021	Vacancy Dec- 2020*	Net actual rent EUR/ sqm	Re-letting rent EUR/ sqm	l-f-l rental growth y-o-y	I-f-I rental growth y-o-y incl. vacancy reduction	Mainte- nance EUR/sqm	Capex EUR/sqm
Berlin	10,418	603,726	920.3	4.5%	3.9%	3.9%	5.98	6.43	3.0%	3.5%	4.86	7.26
Chemnitz	7,873	461,165	393.5	6.5%	8.6%	6.9%	5.02	5.11	1.5%	0.9%	5.66	10.02
Dresden	6,129	396,421	607.7	4.6%	2.1%	1.9%	6.00	6.23	2.3%	2.6%	3.16	6.97
Erfurt	10,559	595,157	742.0	5.1%	1.7%	2.5%	5.37	5.73	1.5%	1.9%	4.79	7.92
Gera	9,458	548,894	456.8	6.9%	7.1%	6.5%	5.12	5.42	1.0%	0.6%	3.52	6.15
Hamburg	6,956	428,154	632.7	4.6%	4.3%	3.7%	5.97	6.45	2.5%	2.8%	7.28	10.20
Leipzig	13,149	765,989	788.9	5.6%	9.7%	6.0%	5.33	5.61	1.5%	2.3%	6.04	12.75
Rhine-Ruhr	4,182	265,981	373.5	4.7%	2.2%	1.6%	5.63	5.93	1.6%	1.4%	9.59	5.13
Rostock	8,315	465,997	553.6	5.3%	7.2%	4.4%	5.62	6.03	1.5%	0.5%	7.55	18.65
Salzgitter	9,179	563,065	580.8	5.9%	6.6%	5.6%	5.46	5.66	0.9%	-0.5%	5.15	7.01
Total residential units	86,218	5,094,5479	6,049.8	5.3%	5.7%	4.5%	5.53	5.81	1.8%	1.7%	5.55	9.42
Acquisitions**	162	9,796	4.6	8.2%	23.2%	21.6%	4.12					
Commercial units within resi. portfolio	1,115	143,193			15.8%	16.1%	8.39					
Total residential portfolio	87,495	5,247,538	6,054.3	5.5%	6.0%	5.6%	5.60					
Other	152	19,850	91.4***	4.5%****	6.1%	6.3%	12.45					
Grand total	87,647	5,267,388	6,145.7	5.5%	6.0%	5.6%	5.63					

\* excl. acquisitions in 2020

\*\* acquisitions closed during the period

\*\*\* incl. EUR 28.9m book value of project developments

TAG Immobilien AG | November 2021 | 25

\*\*\*\* excl. project developments

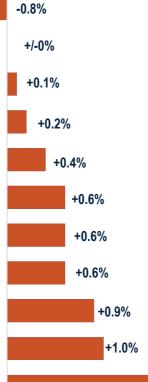
# TAG German portfolio vacancy reduction and rental growth

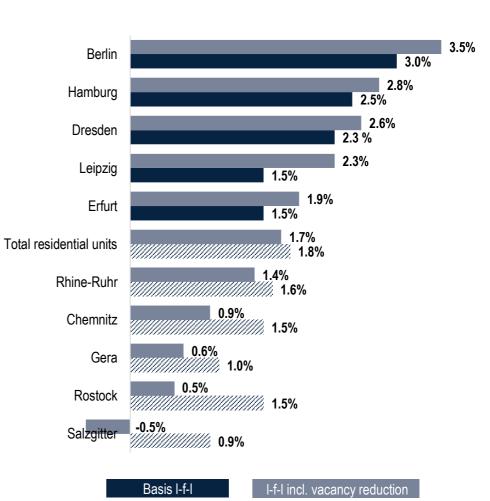
+1.6%

I-f-I rental growth (y-o-y) 9M 2021

#### Vacancy development 9M 2021\*

Erfurt	from 2.5% to 1.7%	-0
Berlin	from 3.9% to 3.9%	
Leipzig	from 9.6% to 9.7%	
Dresden	from 1.9% to 2.1%	
Total residential units	from 5.3% to 5.7%	
Gera	from 6.5% to 7.1%	
Rhein-Ruhr	from 1.6% to 2.2%	
Hamburg	from 3.7% to 4.3%	
Chemnitz	from 7.7% to 8.6%	
Salzgitter	from 5.6% to 6.6%	
Rostock	from 5.6% to 7.2%	





\* incl. acquisitions 2020

## TAG portfolio valuation overview

#### Portfolio valuation result

H1 2021 vs. H1 2020	H1 2021	H1 2020
in EUR m	305.6*	174.0
semi-annual valuation uplift (w/o capex)	5.2%	3.3%
<ul> <li>thereof from yield compression</li> </ul>	89%	83%
<ul> <li>thereof from operational performance</li> </ul>	11%	17%

\* total valuation gain of EUR 310.4m in H1 2021: thereof EUR 305.6m relates to properties in Germany, EUR 4.8m to properties in Poland

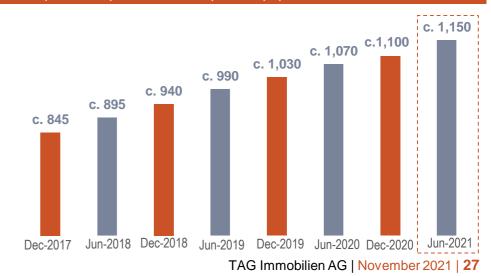
FY 2020 vs. FY 2019	FY 2020	FY 2019
in EUR m	328.4*	414.1
annual valuation uplift (w/o capex)	6.2%	8.6%
<ul> <li>thereof from yield compression</li> </ul>	85%	73%
<ul> <li>thereof from operational performance</li> </ul>	15%	27%

\* total valuation gain of EUR 328.4m in FY 2020: thereof EUR 327.0m relates to properties in Germany, EUR 1.4m to properties in Poland

#### 

#### Development of portfolio value (EUR/sqm)

Development of gross yield



## TAG German portfolio valuation details

Region (in EURm)	Sep-2021 Fair value (IFRS)	Sep-2021 Fair value (EUR/sqm)	Sep-2021 Implied multiple	YTD-2021 Valuation result	Share of operational performance/ other market developments	Share of yield compression	Dec-2020 Fair value (IFRS)	Dec-2020 Fair value (EUR/sqm)	Dec-2020 Implied multiple
Berlin	920.3	1,455.4	21.1x	65.2	20.2	45.0	851.3	1,355.6	20.1x
Chemnitz	393.5	831.7	15.2x	7.8	1.0	6.8	367.2	814.6	14.6x
Dresden	607.7	1,485.6	21.0x	27.9	4.6	23.3	575.2	1,416.7	20.3x
Erfurt	742.0	1,200.4	18.5x	32.3	3.9	28.5	706.4	1,121.7	17.6x
Gera	456.8	795.0	14.0x	9.4	0.5	8.9	444.7	772.5	13.6x
Hamburg	632.7	1,445.3	20.7x	45.8	5.7	40.1	588.5	1,331.3	19.2x
Leipzig	788.9	1,016.4	17.4x	45.4	0.7	44.7	611.0	1,018.5	16.6x
Rhine-Ruhr	373.5	1,349.0	20.0x	25.9	1.2	24.7	346.5	1,249.3	18.7x
Rostock	553.6	1,164.9	18.4x	33.0	1.2	31.8	504.9	1,102.8	17.1x
Salzgitter	580.8	1,028.6	16.6x	13.7	-4.5	18.2	563.1	997.3	16.0x
Total residential units	6,049.8	1,155.0	18.3x	306.4	34.4	272.0	5,558.8	1,104.7	17.4x
Acquisitions*	4.6*	470.9	11.9x	-0.3	0.0	-0.3	188.2	751.7	15.9x
Total residential portfolio	6,054.3	1,153.7	18.3x	306.1	34.4	271.7	5,747.0	1,088.0	17.4x
Other	91.4**	3,144.6***	22.4x***	-0.3	-0.8	0.5	87.3**	3,094.6***	21.0x***
Grand total	6,145.7	1,161.2	18.3x	305.8	33.6	272.2	5,834.3	1,095.6	17.4x

\*acquisitons closed during the period

\*\* incl. EUR 28.9m book value of project developments; real estate inventory and properties within PPE valued at cost

\*\*\* excl. project developments

TAG Immobilien AG | November 2021 | 28

## TAG income statement details Germany and Poland

(in EURm)	Germany Q3 2021	Poland Q3 2021	Total Q3 2021	Germany 9M 2021	Poland 9M 2021	Total 9M 2021	Germany FY 2020	Poland FY 2020	Total FY 2020
Net actual rent*	83.1	0.1	83.2	249.2	0.1	249.3	322.5	0.0	322.5
Expenses from property management*	-15.0	0.0	-15.0	-45.0	0.0	-45.0	-58.4	0.0	-58.4
Net rental income	68.1	0.1	68.2	204.2	0.1	204.3	264.2	0.0	264.1
Net income from services	6.5	-0.1	6.4	19.5	0.1	19.6	26.1	0.0	26.1
Net income from sales	-0.3	3.8	3.5	0.5	10.4	11.0	40.2	6.3	46.5
Other operating income	0.9	1.0	1.9	2.6	3.0	5.6	3.0	3.1	6.2
Valuation result	0.3	0.0	0.3	305.8	4.8	310.6	327.0	1.4	328.4
Personnel expenses	-13.5	-1.4	-14.9	-41.7	-4.3	-46.0	-53.6	-5.0	-58.6
Depreciation	-2.3	0.0	-2.3	-6.3	-0.1	-6.4	-7.0	-0.2	-7.2
Other operating expenses	-4.6	-0.5	-5.1	-12.9	-1.4	-14.3	-21.0	-1.2	-22.2
EBIT	55.1	2.9	58.0	471.7	12.6	484.3	578.8	4.4	583.2
Net financial result	-10.5	-0.8	-11.3	-39.4	-1.0	-40.4	-107.2	0.2	-107.0
EBT	44.6	2.1	46.7	432.3	11.6	443.9	471.6	4.6	476.2
Income tax	-8.6	0.2	-8.4	-79.9	-1.6	-81.5	-72.5	-1.0	-73.6
Net income	36.0	2.3	38.3	352.4	10.0	362.4	399.1	3.6	402.6

\*w/o IFRS 15 and IFRS 16 effects; for further details see interim report

## TAG EPRA NAV calculations

	EPRA NRV	EPRA NTA	EPRA NDV
	Net reinstatement value	Net tangible assets	Net disposal value
(in EURm)	30 Sep-2021	30 Sep-2021	30 Sep-2021
Equity (before minorities)	2,816.5	2,816.5	2,816.5
Effect from conversion of convertible bonds 2017/2022	0.0	0.0	0.0
Difference between fair value and book value for properties valued at cost	40.9	40.9	40.9
Deferred taxes on investment properties and derivative financial instruments	636.4	636.7	0.0
Fair value of derivative financial instruments	24.6	24.6	0.0
Goodwill	0.0	-18.2	-18.2
Intangible assets (book value)	0.0	-4.3	0.0
Difference between fair value and book value of financial liabilities	0.0	0.0	-75.9
Transaction costs (e.g. real estate transfer tax)	507.0	0.0	0.0
EPRA NAV metrics, fully diluted	4,026,5	4,396.2	2,763.3
Number of shares, fully diluted (in '000)*	147,380	147,380	147,380
EPRA NAV metrics per share (EUR), fully diluted	27.50	23.88	18.88

\*incl. potential shares from convertible bonds 2017/2022 (clean-up call exercised in Sep-2021)

## **TAG EPRA Earnings**

(in EURm)	Q3 2021	Q2 2021	9M 2021	9M 2020	FY 2020
Net income Germany	36.0	282.7	352.4	190.9	399.1
Valuation result	-0.3	-306.3	-305.8	-174.2	-327.0
Deferred income taxes on valuation result	3.6	58.9	65.7	43.3	64.3
Net income from sales	0.3	0.3	-0.5	1.0	-40.2
Cash taxes on net income from sales	0.0	0.0	0.0	0.0	0.3
Fair value valuation of derivative financial instruments	0.0	5.7	5.7	53.2	54.7
Deferred income taxes on valuation of derivative financial instruments	0.0	-1.9	-1.9	3.0	-0.4
Breakage fees bank loans and early repayment of bonds	0.0	0.0	0.0	0.7	1.8
Cash dividend payments to minorities	-0.3	-0.3	-1.0	-1.0	-1.3
EPRA Earnings	39.3	39.1	114.6	116.9	151.3
Deferred income taxes (other than on valuation result)	4.7	5.5	15.2	1.3	5.3
Other non cash financial result	-0.4	-0.7	1.4	4.2	5.7
One offs*	0.0	0.0	0.0	3.6	3.6
Depreciation	2.3	2.1	6.3	5.1	7.0
Cash taxes on net income from sales	0.0	0.0	0.0	0.0	-0.3
Adjusted EPRA Earnings (FFO I)	46.0	45.9	137.5	131.1	172.6
Weighted average number of shares outstanding (in '000)	146.380	147.296	146.350	146.286	146,288
EPRA Earnings per share (in EUR)	0.27	0.26	0.78	0.80	1.03
Adjusted EPRA Earnings (FFO I) per share (in EUR)	0.31	0.31	0.94	0.90	1.18
Weighted average number of shares, fully diluted (in '000)	147.348	149.003	147.355	159,551	157,681
EPRA Earnings per share (in EUR), fully diluted	0,27	0,26	0.78	0.73	0.96
Adjusted EPRA Earnings (FFO I) per share (in EUR), fully diluted	0.31	0.31	0.93	0.82	1.09

\* Establishment of non-profit foundation "TAG Miteinander Stiftung" in 2020 (EUR 3.6m)

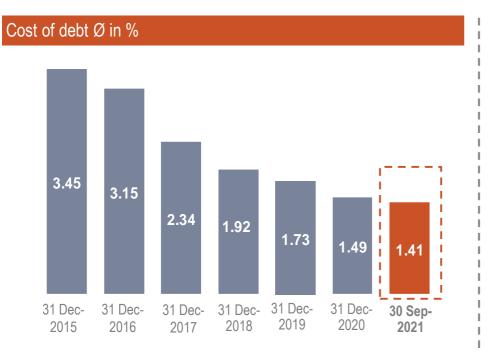
## **TAG LTV calculation**

(in EURm)	30 Sep-2021	31 Dec-2020
Non-current and current liabilities to banks	2,058.4	1,977.9
Non-current and current liabilities from corporate bonds and other loans	544.4	495.9
Non-current and current liabilities from convertible bonds	483.5	565.4
Cash and cash equivalents	-218.3	-324.3
Net financial debt	2,868.0	2,714.9
Book value of investment properties	6,274.5	5,819.2
Book value of property reported under property, plant and equipment (valued at cost)	9.2	9.4
Book value of property held as inventory (valued at cost)	111.9	102.0
Book value of property reported under non-current assets held-for-sale	32.6	53.9
GAV (real estate assets)	6,428.2	5,984.4
Prepayments on sold/acquired properties and on business combinations	0.0	-8.0
Difference between fair value and book value for properties valued at cost	40.9	40.9
Relevant GAV for LTV calculation	6,469.1	6,017.4
LTV	44.3%	45.1%

## TAG interest coverage ratio (ICR) calculation

(in EURm)	Q3 2021	Q2 2021	9M 2021	9M 2020	FY 2020
+ Interest income	0.1	0.5	0.7	10.5	10.2
- Interest expenses	-12.3	-18.3	-42.7	-100.7	-116.6
+ Other financial result	0.9	2.0	1.7	-1.4	-0.7
= Net financial result	-11.3	-15.8	-40.4	-91.5	-107.0
+ Financial result from convertible/corporate bonds	0.9	0.8	2.5	2.1	3.6
+ Breakage fees bank loans	0.0	0.0	0.0	0.6	0.6
+ Other non-cash financial result (e.g. from derivatives)	-0.3	4.1	5.6	55.4	57.8
= Net financial result (cash, after one-offs)	-10.8	-10.9	-32.3	-33.4	-44.9
ICR (EBITDA adjusted/net financial result cash, after one-offs)	5.5x	5.7x	5.7x	5.2x	5.2x

## TAG cost of debt and LTV



- Continuous reduction of average cost of debt in the last years.
- Further upside potential from maturing bank loans with interest rates still above average cost of debt and current financing cost strongly below current coupons.

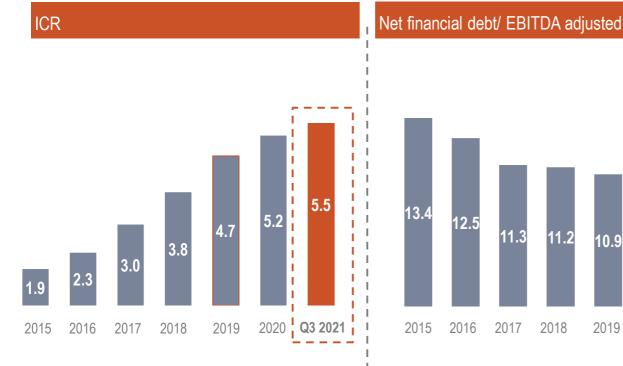
#### LTV in %



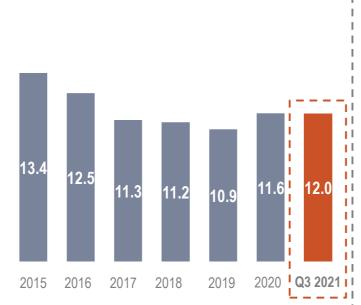
- Strong LTV reduction over the last years, investments in Poland did not and will not lead to material increases in LTV.
- LTV target of c. 45% ensures a conservative financial policy also in the future.

#### Continuous reduction of cost of debt and LTV in the past, LTV target at c. 45%

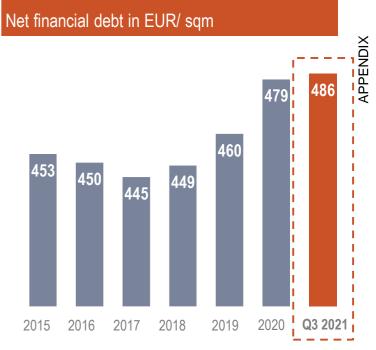
## TAG strong development of financing metrics



Strong improvement of ICR (EBITDA adjusted/net financial result cash, after one-offs) driven by operational improvements as well as interest cost savings due to refinancing activities in the past years.



- Increase in FY 2020 and 2021 results from investments in Poland (EBITDA contribution will significantly increase once the build-tohold projects are finished)
- Ongoing EBITDA growth led to an increase in net financial debt/EBITDA.



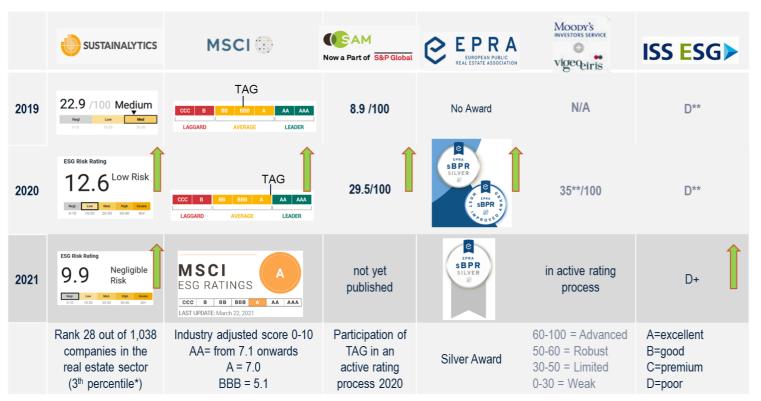
- TAG's portfolio growth is solidly financed with stable net financial debt/sqm in the last years.
- Increase in FY 2020 and 2021 mainly results from investments in Poland.

Continuous improvement of financing metrics with further improvement expected

## TAG ESG ratings

TAG ranks among the top ratings in the real estate sector

#### ESG Rating and Award improvements



• Data retrieved on 10/07/2021;

\*\* Not responsive level: rating only based on publicly available information, no participation of TAG in an active rating process

#### ESG indices

#### DAX<sup>®</sup> 50 ESG

The New Standard in German ESG Investing



APPENDIX

#### TAG's ESG disclosure improvement

- In 2020, we have placed particular emphasis on improving our ESG performance and reporting in order to better meet the expectations of Sustainalytics and MSCI
- Now Sustainalytics ranks TAG's ESG performance among the TOP 3% of all real estate companies in Oct-2021
- As a commitment to improving ESG disclosure, we engaged actively in further rating processes in 2021 with Vigeo Eiris, ISS and for the first time with CDP in order to better reflect TAG's ESG performance on a broader scale

## TAG ESG strategy and core axes

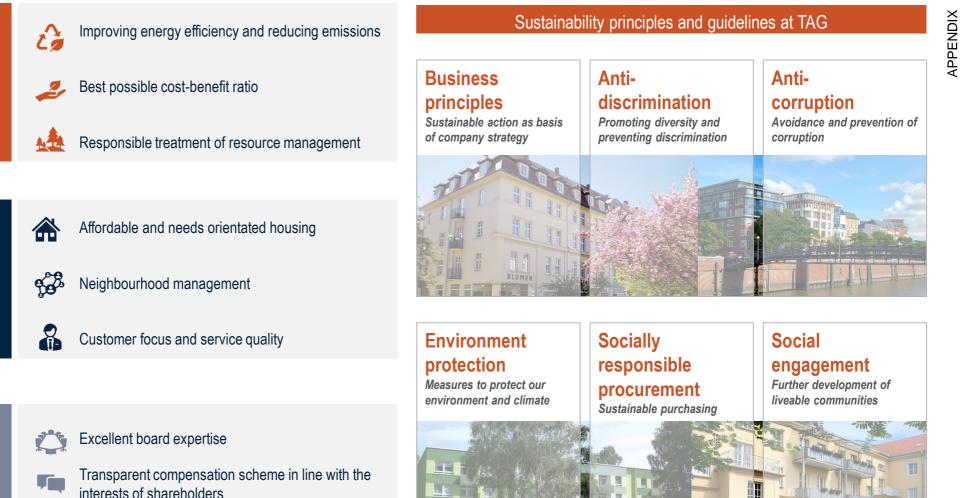
Sustainability is an essential part of TAG's corporate vision

Environment

Social

Governance





- - Responsibility and trust for our employees

## TAG ESG commitments

TAG continues to implement sustainable development goals



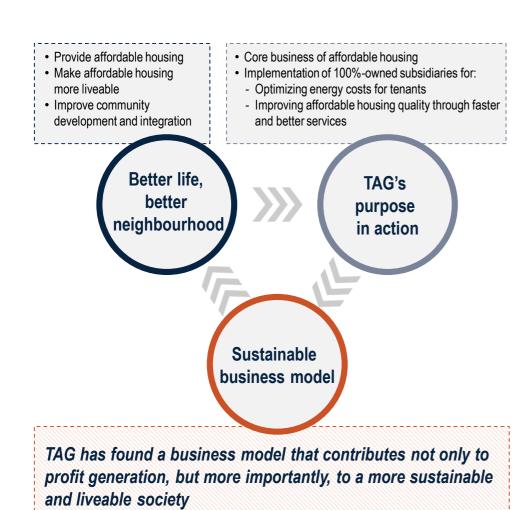
#### TAG's sustainability goals TAG's commitment to the implementation of UNSDG APPENDIX 3 GOOD HEALTH Our economic goal -4/÷ đ 0 **....** 0 At TAG, we make it part of Secure future viability by maintaining and expanding the value of our the corporate responsibility 8 DECENT WORK AND ECONOMIC GROWTH 10 REDUCED INEQUALITIES 14 BELOW WATER 13 ACTION properties **₹** to make persistent \*\*\* 11 $\mathcal{C}\mathcal{O}$ Eng ) contribution to the 17 PARTNERSHIPS FOR THE GOALS SUSTAINABLE 15 UFE ON LAND implementation of UNSDGs DEVELOPMENT Our social goal **4**~~ **&** Further increase the satisfaction of our tenants and employees by TAG's key focus of action strengthening the loyalty of both groups GENDER Equality AFFORDABLE AND Clean Energy 5 Work-life balance Optimising energy efficiency **Our ecological goal** · Family-friendliness and emissions Diversity Reduce consumption and optimise the use of resources, increase energy efficiency and reduce CO<sub>2</sub> emissions **10** REDUCED INEQUALITIES SUSTAINABLE CITIES AND COMMUNITIES Marketable portfolio • Liveable neighbourhoods development for broad Homes for today Customer focus sections of the population and tomorrow Service quality Reasonable rent Detailed breakdown of goals and sub-goals 13 CLIMATE ACTION **17** PARTNERSHIPS FOR THE GOALS • Liveable neighbourhoods Optimising energy efficiency including timeline and status of implementation in · Dialogue with tenants, Sustainable resource published as part of Sustainability Report 2020 municipalities and other management stakeholders TAG

## TAG affordable and liveable housing

A social purpose as a base of TAG's business model



APPENDIX



A business answering social needs

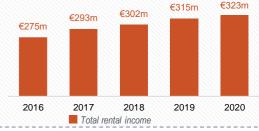
#### Core business of affordable housing

As a specialist in affordable housing, TAG has established a portfolio with nearly 90,000 residential units in Germany
TAG aims to expand housing supply with affordable net rents that do not exceed €6 per sqm

EUR 5.48/sqm Net actual rent 2020

EUR 5.39/sqm Net actual rent 2019

TAG's business is tackling social issues for affordable, liveable housing



#### Optimizing energy costs for tenants

#### **ENERGIE** (100%-owned subsidiary)

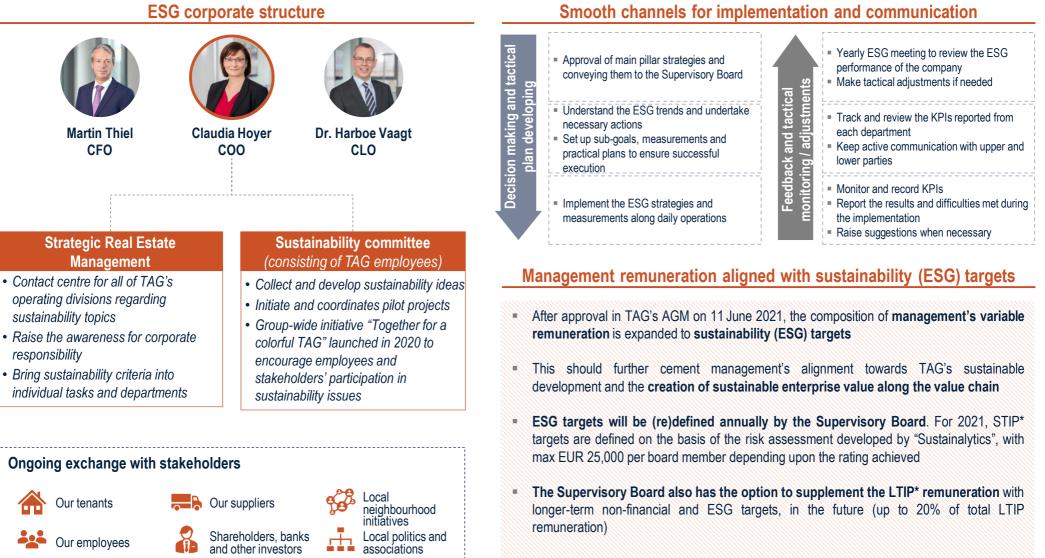
hnen Service GmbH

Energie Wohnen Service GmbH is TAG's heating service branch to tenants. By the end of 2021, Energie Wohnen Service aims to equip c.250 heating centers with remote monitoring technology to optimize operational control



# TAG corporate ESG management structure

Integration of ESG issues in corporate decision-making processes



\* STIP=Short Term Incentive Plan, LTIP=Long Term Incentive Plan

APPENDIX

# TAG developing our portfolio responsibly



TAG is committed to decarbonizing its existing portfolio; investments of more than EUR 1 bn in highly energy efficient buildings in Poland



#### Case study: Buforowa 89 – development project in Wroclaw



project in Wroclaw		×
		Z
Project	Buforowa 89	APPENDIX
Location	Wroclaw, Poland	АP
Usage	Residential	
Size	400 flats	_

>> In designing the details of the buildings, we consider ecological criteria that contribute to environmental and climate protection <<



Gear Buforowa 89 to the needs of different groups of residents – younger and older, family and singles

Playgrounds and recreational areas as well as commercial spaces to serve needs of the residents

Ecological design with either green roofs or roofs with photovoltaic panels to foster energy efficiency and lower CO<sub>2</sub> emissions



Common areas equipped with motion-sensing LED lightening; Rental units with waste separation containers as well as water purification filters

## TAG our responsibility to society

Key areas of tenant support

2

TAG contributes to a more sustainable society through affordable and liveable housing



#### Case study: digitalisation in the city of Gera

#### **Tenant satisfaction**

- · On-site services to satisfy tenant needs
- · Focus on the core business of providing tenants with affordable housing
- Support to tenants in the event of rent arrears
- · Open communication and information channels

#### Liveable and progressive neighbourhoods

- · Ensuring a friendly environment as a basis of sustaining diverse spirit of community
- Promotion of social projects that strengthen solidarity
- Holistic neighbourhood development through various events and activities

### **BeHo**∩e

#### **BeHome platform**

New project "BeHome" launched in Sept-2020 that connects assistance and emergency call systems with a variety of local services and also provides communication options to tenants



#### Community initiatives



TAG offers Activity Lounges at 21 locations to let people come together

#### VANTAGE

The Polish developer acquired by TAG has made social contributions by supporting local hospitals and donating money and medical equipment

Neighbours



Kids and youngsters





#### EMMA – the electric shuttle bus

EMMA is a self-driving pilot project that we started in 2019 with local Fischer Academy. The EMMA project is funded by Thuringian Ministry for the Environment, Energy and Nature Conservation





Ministerium für Umwelt, Energie und Naturschutz

## TAG our employees shape our future

TAG is committed to offering a fair, supportive, empowering working environment to its employees



#### TAG commitment to its employees

Inaugural TAG Award in 2020

The inaugural TAG Award presented to honour the commitment of our employees

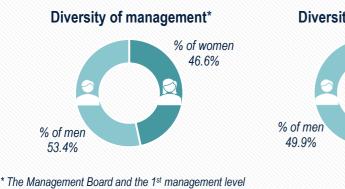
## **TAG Everyday Heroes**

The Project was launched in 2020 to promote social and ecological volunteering by our employees



#### Diversity of employees

Gender diversity and equal women representation at the heart of TAG's business principles and operations







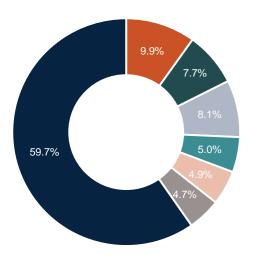
>> We like the idea that we have an impact within the Company as well as those that create added value for society <<

#### **TAG Ambassadors** (TAG Botschafter)

TAG employees are the interface of the company and are actively involved as company's ambassadors in recruiting and attracting new talent as well as engaging with tenants

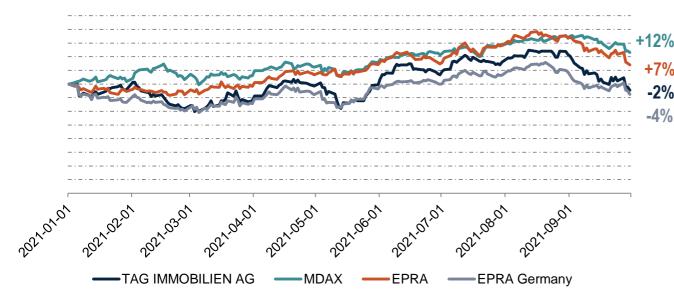
## TAG share data

#### Shareholder structure as of 30 Sep-2021



- 9.9% MFS (Massachusetts Financial Services Company), USA
- 7.7% The Capital Group Companies Inc., USA
- 8.1% BlackRock Inc., USA
- 5.0% Flossbach von Storch AG, GER
- = 4.9% BayernInvest Kapitalverwaltungsgesellschaft mbH, GER
- = 4.7% Versorgungsanstalt des Bundes und der Länder, GER
- 59.7% Other

#### Share price development vs. MDAX, EPRA Europe and EPRA Germany Index



#### Share information as of 30 Sep-2021

Market cap	EUR 3.7bn
NOSH issued	146.5m
NOSH outstanding	146.4m
Treasury shares	0.1m
Free float (Deutsche Börse definition)	99.9%
ISIN	DE0008303504
Ticker symbol	TEG
Index	MDAX/ EPRA
Main listing/ market segment	Frankfurt Stock Exchange/ Prime Standard

6	9M 2021 share price performance:	-2%	7
6	9M 2021 Ø volume XETRA/day (shares):	c. 377,750	

## **TAG contacts**

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