

# TAG 2015

Interim Report on the 3rd quarter

**TAG**

Immobilien AG

# GROUP FINANCIALS IFRS

in TEUR	01 / 01 – 09 / 30 / 2015	01 / 01 – 09 / 30 / 2014
<b>A. Income statement key figures</b>		
Rental income in total	193,363	192,899
a) Rental income from continuing operations	193,363	184,401
b) Rental income from discontinued operations	0	8,498
EBITDA in total (adjusted)	119,574	120,551
EBIT	218,209	159,359
EBT	143,839	85,406
Consolidated net profit	115,241	63,459
FFO I per share in EUR <sup>*</sup>	0.45	0.43
FFO I in EURm	55.6	56.2
FFO II in EURm	67.7	55.6
AFFO in EURm	30.3	34.5
<b>B. Balance sheet key figures</b>	<b>09 / 30 / 2015</b>	<b>12 / 31 / 2014</b>
Total assets	3,741,394	3,734,246
Equity	1,095,515	1,005,053
Equity ratio in %	29.3	26.9
Real estate volume	3,582,186	3,371,269
LTV in %	61.9	62.2
LTV in % incl. outstanding convertible bonds	63.9	65.3
NAV per share in EUR	10.38	10.10
Diluted NAV per share in EUR	10.20	9.85
<b>C. Employees</b>	<b>09 / 30 / 2015</b>	<b>12 / 31 / 2014</b>
Number of employees	581	521
<b>D. Other key figures</b>		
Market cap at 09/30/2015 in TEUR		1,447,921
Share capital in EUR		136,596,330.00
WKN/ISIN		830350 / DE0008303504
Number of shares (issued) at 09/30/2015		136,596,330
Number of shares (outstanding after share buyback) at 09/30/2015		125,469,212
Free Float in % (remainder treasury shares)		92
Index		MDAX/EPRA

\* based on the weighted average number of shares outstanding

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# FOREWORD

## **Dear Shareholders, Ladies and Gentlemen,**

This quarterly report comes with good tidings. A few days ago, we signed the acquisition of nearly 3,100 residential units in the city of Brandenburg and in North Rhine-Westphalia/Lower Saxony in two transactions, which are scheduled to be transferred to our portfolio at 31 December 2015. The total purchase price for both portfolios amounts to approx. EUR 78.3m. Given the current rent of EUR 8.1m, this represents a gross initial yield of over 10%. The portfolio's current average vacancy of 15.2% promises further growth potential, which we will use with our dedicated staff and proven asset management concepts.

On the disposal side, at the end of October 2015, we were able to sign a contract for the sale of a commercial property in Stuttgart. The sales price of EUR 87.5m results in a total gain – based on the revaluation carried out on 30 September 2015 and the net revenue from the sale, scheduled for realization on 31 December 2015 – of close to EUR 18.0m. The selling multiple exceeds 21 times the annual net cold rent of EUR 4.1m.

Our existing portfolio also performed well. At the end of the third quarter 2015, FFO (FFO I without sales) amounted to EUR 19.0m after EUR 18.6 and EUR 18.1m, respectively, in the previous two quarters. The group-wide vacancy rate in the residential units of the portfolio was significantly improved from 9.0% at the beginning of the year to 8.4% in September 2015. In October 2015, vacancy had been further reduced to 8.1%. Once again, vacancy reduction was steepest in Salzgitter, where vacancy has been brought down by more than two percentage points since the beginning of the year, from 15.5% to 13.4% in September and 13.1% in October 2015. Like-for-like rental growth over the past twelve months in our residential units was 1.5%; taking into account the effects from vacancy reduction, total rental growth on a like-for-like basis was 2.6% per year. Both values are above the previous quarters of this year.

At 61.9% (63.9% including convertible bonds), the LTV ratio was significantly below the 63.2% (65.7%) at 30 June, 2015. We have reduced our indebtedness as a result of our strong third-quarter net income and the early conversion of a convertible bond during the third quarter, and by paying down high-interest bank loans. NAV per share is now EUR 10.38 compared to EUR 9.78 at 30 June 2015.

As a result of the acquisitions and sales of financial year 2015, that lead to a shift of approx. EUR 3m in profits to the following year due to delayed closing dates of the transactions, as well as around EUR 1m higher cash taxes due to higher than expected net revenues from Single Unit Sales and an effect of approx. EUR 1.5m from a temporarily reduced net rental income margin, which we expect to be compensated by the current strong vacancy reduction in the following year, TAG expects FFO (FFO I without sales) of around EUR 74m to EUR 75m for the 2015 financial year compared to previously around EUR 79.5m to EUR 81.8m. Based on the weighted number of shares outstanding, this corresponds to an increase in FFO per share from EUR 0.58 in the previous year to currently around EUR 0.60. As a result, a significant increase in FFO to approx. EUR 84m to EUR 85m is expected for financial year 2016. Based on the current number of shares at 30 September 2015, this corresponds to a further increase in FFO per share to approx. EUR 0.67 at that time.

Against the backdrop of this positive outlook, we intend to keep TAG attractive as a dividend-bearing stock. Following a dividend payment of EUR 0.50 per share for 2014, it is planned to increase the dividend to EUR 0.55 for financial year 2015, with a further increase to EUR 0.57 per share planned for 2016.

We thank you, valued shareholders, for your trust. We will systematically continue to pursue the course we have set out on, of making price-disciplined investments in residential properties with development potential in the TAG core regions, and selectively taking advantage of selling opportunities in high-priced markets.

Yours sincerely,



**Claudia Hoyer**  
COO



**Martin Thiel**  
CFO



**Dr Harboe Vaagt**  
CLO



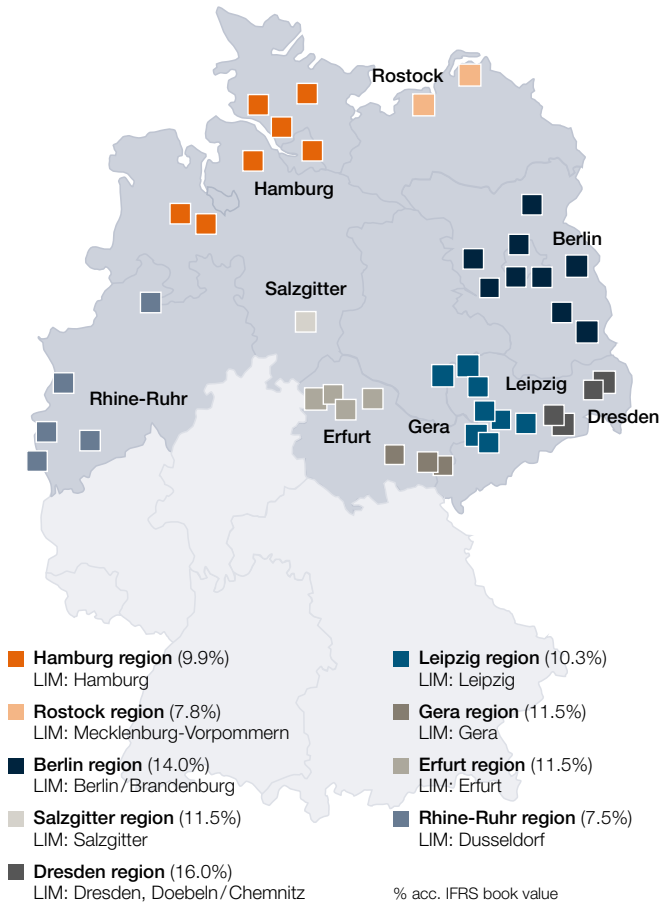
Friedensstrasse, Jaenschwalde-Ost

## TAG REAL ESTATE PORTFOLIO

At the end of the third quarter of 2015, TAG Group's real estate portfolio comprised approx. 75,300 units, mostly located in good urban locations in German growth regions. It is focused on selected locations with development potential, stable cash flows and attractive returns, and where TAG already has investments and offices. The regional focus is mainly in northern and eastern Germany.

<b>Portfolio</b>	<b>as of 09/30/2015</b>	<b>as of 12/31/2014</b>
Units	75,297	72,530
Rentable area in sqm	4,621,856	4,436,670
Real estate volume in TEUR	3,582,186	3,371,269
Actual net cold rent in EUR/sqm/month (total)	5.19	5.16
Actual net cold rent in EUR/sqm/month (residential units)	5.02	5.00
Annualised actual net cold rent in TEUR (total)	262,537	252,287
Vacancy in % (total)	8.8	9.0
Vacancy rate in % (residential units)	8.4	8.1





## **Acquisitions in 2015**

From January to early November 2015, TAG signed acquisitions totalling 4,300 units. The purchase of around 1,200 units was already effective as of 31 August 2015, and an additional 3,100 units will be acquired by 31 December 2015.

### **Purchase of three residential portfolios with a total of 1,200 units in the first three quarters of 2015**

Acquisition of 860 residential units in Saxony and Saxony-Anhalt

In May 2015, TAG acquired a residential portfolio with 860 units at a purchase price of EUR 18.6m, which corresponds to 7.9 times the current annual net cold rent. The properties are spread across various locations, mainly in Saxony and Saxony-Anhalt. They are concentrated around the university city of Leipzig and the greater Leipzig area with 400 units, and the Dresden region with almost 200 units. Another 130 units are located in Magdeburg. The sale and transfer of the portfolio took place on 31 August 2015.

The rentable area of the portfolio is around 49,900sqm, and the current rent is EUR 2.4m p.a. With a vacancy rate of 14.8% the portfolio has development potential that TAG can efficiently manage thanks to its good local infrastructure.

### Acquisition of 134 residential units in the city of Brandenburg

Additionally, 134 residential units were acquired in the city of Brandenburg in June 2015. The purchase price amounted to EUR 8.8m, equivalent to 11.1 times the current annual net cold rent of EUR 0.74m. The sale and transfer of the portfolio took place on 31 August 2015. The rentable area of the portfolio amounts to approx. 11,400sqm. The vacancy rate is 1.3%. As the stock was built in the mid-1990s, it is in very good condition.

### Expansion of the portfolio by 180 units on Rügen, Mecklenburg-Vorpommern

The acquisition of a portfolio of 180 residential units with an area of approx. 11,500sqm in Bergen on the island of Rügen took place in mid-July 2015 at 11.9 times the current annual net cold rent for a purchase price of EUR 8.2m. The current rent totals EUR 0.69m. The prefabricated large-panel construction buildings were constructed in the 1980s in a district that has since been renovated to above-average standards, and were purchased with a vacancy rate of 6.2%. The sale and transfer of the portfolio took place on 31 August 2015.

### **Acquisition of approx. 3,100 units after the reporting date in early November 2015**

Purchase of an additional residential portfolio in Brandenburg with around 1,800 units



**Veilchenweg,  
Brandenburg an der Havel**

At the beginning of November 2015, TAG acquired 1,776 units in Brandenburg an der Havel for a purchase price of approx. EUR 41.5m, which corresponds to approx. 10 times the current annual net cold rent of around EUR 4.1m. Acquired by way of an asset deal, the portfolio, whose rentable area is approx. 97,200sqm, has a vacancy rate of around 18.6%. The existing value-add potential is to be increased in the years ahead with systematic investments and asset management concepts. Thanks to the good existing local infrastructure, TAG is in a position to efficiently manage and develop the portfolio, which was acquired from a difficult ownership and administrative structure. The sale and transfer of the portfolio is scheduled for 31 December 2015.

Purchase of approx. 1,300 units in North Rhine-Westphalia and Lower Saxony



**Gutenbergstrasse, Eschweiler**

Also in early November 2015, a portfolio in North Rhine-Westphalia and Lower Saxony was acquired, with 1,304 mostly renovated units and a rentable area of around 84,600sqm. The purchase price was approx. EUR 36.75m, reflecting a factor of 9.2 times the current annual net cold rent of EUR 4.0m. The portfolio is mainly concentrated in the cities of Bochum, Eschweiler and Goslar. The vacancy rate is approx. 11.3%. The sale and transfer of the portfolio is scheduled for 31 December 2015.

## Property sales in 2015

In the first three quarters, TAG signed the sale of a total of around 1,530 units, of which approx. 1,000 were part of a portfolio sale in Berlin. Another approx. 530 units were sold individually and as part of ongoing privatisation activities. After the reporting date, at the end of October 2015, the Südtor commercial complex in Stuttgart was sold as part of a share deal for a purchase price, based on the property value, of EUR 87.5m.

## Portfolio sales of around 1,000 units in Berlin in April 2015

This year again, we took advantage of sales opportunities in the currently very popular Berlin market, and signed contracts at purchase prices well above the book value of the properties. In April 2015, a total of 972 prefabricated large-panel construction residential units in the Hellersdorf and Marzahn districts of Berlin, totalling around 56,400sqm with 1.7% vacancy, were disposed of at a sales price of EUR 59.75m. The purchase price factor achieved, approx. 17 times the annual net cold rent of EUR 3.5m, shows the appreciation potential that was realised with successful asset management within just a few years after the purchase of the portfolio. The net cash inflow from the sale was EUR 34.6m, a book profit EUR 10.7m. The sale and transfer of the portfolio took place on 30 June 2015.



**Tangermuender Strasse,  
Berlin Hellersdorf**

### **Individual sales and privatisation business in the first three quarters of 2015**

During the reporting period, TAG signed purchase price proceeds amounting to EUR 54.6m for about 530 residential units in regions including Berlin, Dresden, Erfurt and Frankfurt am Main, as part of individual sales and privatisations. Besides the systematic realisation of past value creation, these sales provided a net cash inflow of around EUR 54.6m and a book profit of EUR 2.4m, and serve to consolidate or optimise the portfolio, e. g. the portfolios were not in TAG core regions. The portfolio was at an above average price or underexploited, and therefore had higher-than-average vacancy.

## **TAG sells Südtor commercial complex in Stuttgart after the end of the reporting period in October 2015**

Following a structured bidding process, the sale of the mixed-use Südtor commercial complex in Stuttgart was signed with an institutional investor from Germany in late October 2015. The sale involved a share deal. The purchase price, based on the property value, was EUR 87.5m, which corresponds to 21.3 times the current annual net cold rent of around EUR 4.1m.

The transfer of ownership rights, benefits and obligations is scheduled for 31 December 2015. Even after factoring in a EUR 10.3m profit from the annual property valuation recorded on 30 September 2015, TAG expects another book profit from the sale, net of transaction costs and before taxes, of approx. EUR 7.5m. After deducting bank liabilities transferred with the sale, the net cash inflow, also net of transaction costs and before taxes, is approx. EUR 40.0m.

The sold property consists of a hotel with about 180 rooms, retail, office and restaurant space and nearly 80 apartments, including underground parking spaces with a total area of approx. 25,000sqm. The complex was developed by TAG in 2010, has stable cash flows and is nearly fully let. By selling this property in Stuttgart, TAG is systematically pursuing its focus on the management of residential property in the TAG core regions.



**Stuttgart Suedtor**

### **Capital recycling strategy**

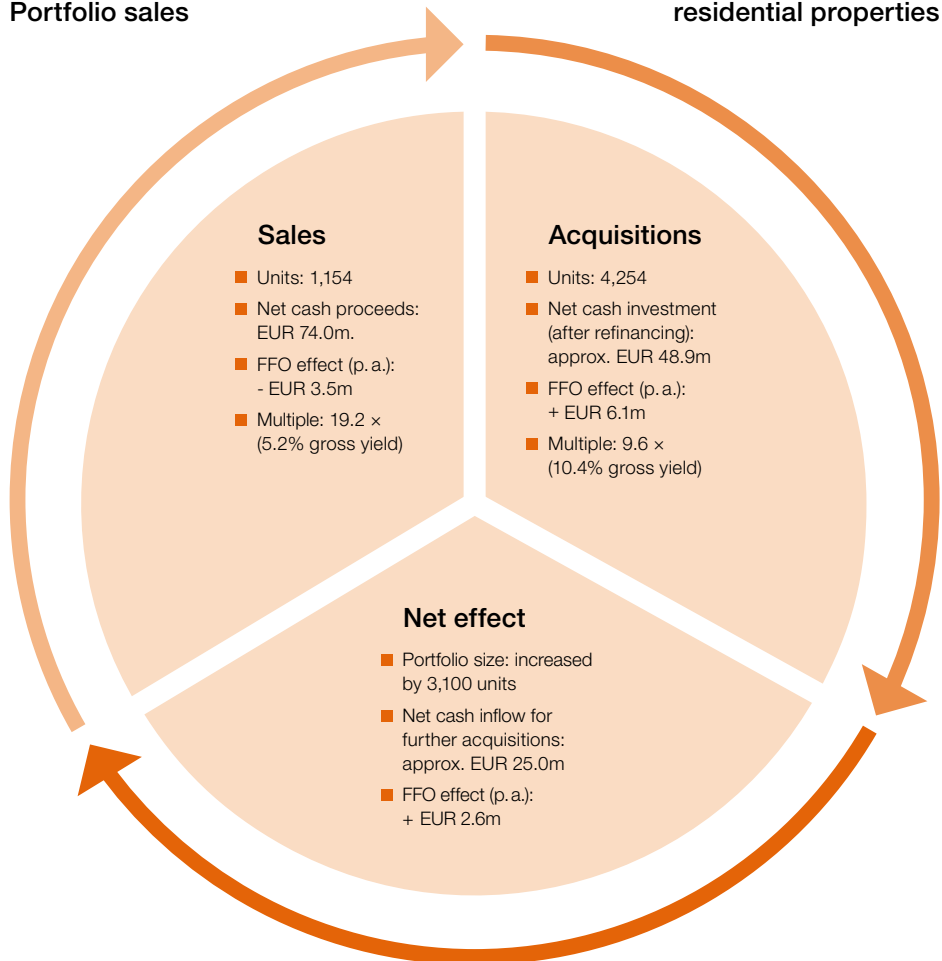
By systematically selling selected residential portfolios and the commercial portfolio in Stuttgart this year, TAG underlines its strategy of recycling capital, that is, of selling at the right time on attractive terms to provide liquidity for high-yield acquisitions. With sales at factors of between the 17 and 21 times the current annual net cold rent, TAG achieves significant book profits while also generating significant cash inflows.

The following table shows the effects of the purchases and sales in 2015 on TAG's portfolio and FFO, and illustrates the net cash inflow from capital recycling.



2015

Portfolio sales

Re-investments in  
residential properties

**Net cash for future investments in  
higher yielding properties**

## Portfolio – regions and locations as of 30 September 2015

In accordance with the organisational structure of our property management, TAG's portfolios are defined regionally, and in each case are assigned to a Head of Property Management (Leiter Immobilienmanagement "LIM") who is largely responsible for their own regional budgets and cost control, as well as for planning, leasing, customer

Region	Units	Floor area sqm	IFRS book value 09/30/2015 TEUR	In- place yield %
Berlin	8,584	502,036	450,480	6.5
Dresden	11,173	677,792	515,099	7.2
Erfurt	7,805	436,041	372,978	6.6
Gera	9,644	562,553	371,735	7.5
Hamburg	6,256	378,319	318,095	7.0
Leipzig	7,888	465,607	333,409	7.6
Rhine-Ruhr	3,744	241,787	241,458	6.1
Rostock	5,298	314,093	250,224	7.3
Salzgitter	9,172	562,917	373,372	7.6
<b>Total residential units</b>	<b>69,564</b>	<b>4,141,144</b>	<b>3,226,850</b>	<b>7.1</b>
Acquisitions (transfer 2015)	4,006	251,462	187,098	7.5
Commercial units (within residential portfolio)	1,289	167,476	–	–
<b>Total residential portfolio</b>	<b>74,859</b>	<b>4,560,083</b>	<b>3,413,948</b>	<b>7.5</b>
Others*	438	61,773	168,238	4.6
<b>Grand total</b>	<b>75,297</b>	<b>4,621,856</b>	<b>3,582,186</b>	<b>7.3</b>

\* includes six commercial properties and three serviced apartments

service and the implementation of activities to develop the portfolio. This decentralised management and distribution of tasks enables the use of local expertise as well as quick decisions that are appropriate for the respective region.

Vacancy 09/30/2015 %	Vacancy 12/31/2014 %	Net actual rent EUR/sqm	Reletting rent EUR/sqm	L-f-I rental-growth EUR/sqm (y-o-y) %	L-f-I rental-growth total** (y-o-y) %	Mainte- nance EUR/sqm	Capex EUR/sqm
5.5	4.4	5.15	5.19	2.2	2.8	3.79	5.17
10.4	9.2	5.10	5.34	2.1	2.3	3.30	7.04
5.6	8.0	5.00	5.34	2.4	5.0	2.68	11.78
11.8	10.7	4.66	5.13	2.0	3.3	3.75	7.68
6.1	7.2	5.25	5.24	0.6	1.7	5.40	4.03
6.2	6.7	4.86	5.00	0.9	1.4	3.24	3.13
6.6	2.6	5.43	6.14	-0.1	-4.2	7.04	3.31
5.7	7.3	5.14	5.57	2.3	4.9	4.64	11.84
13.4	15.5	4.86	5.28	1.0	4.8	7.28	10.01
<b>8.4</b>	<b>8.1</b>	<b>5.02</b>	<b>5.31</b>	<b>1.5</b>	<b>2.6</b>	<b>4.40</b>	<b>7.24</b>
7.6	12.4	5.05	-	-	-	2.47	1.08
18.9	17.3	7.66	-	-	-	-	-
<b>8.8</b>	<b>8.9</b>	<b>5.10</b>	-	-	-	<b>4.13</b>	<b>6.63</b>
10.9	17.2	11.70	-	-	-	6.51	3.48
<b>8.8</b>	<b>9.0</b>	<b>5.19</b>	-	-	-	<b>4.16</b>	<b>6.59</b>

\*\* incl. effects from vacancy reduction

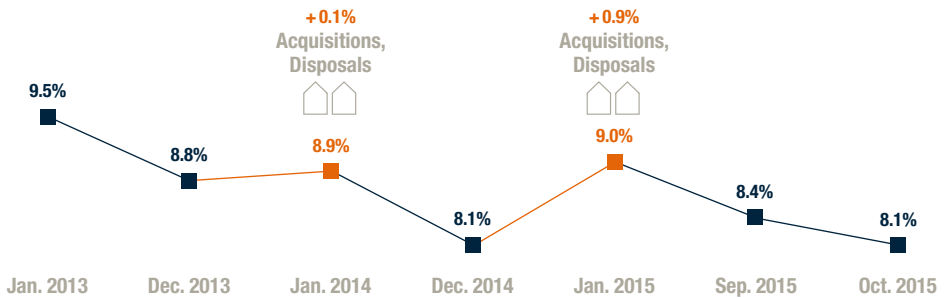
## **Vacancy**

Our portfolio's development shows a very positive trend at almost all locations. Although statistically, vacancy in our residential units has increased from 8.1% at year-end 2014 to 8.4% at 30 September 2015, this is exclusively due to the fact that the portfolios acquired in 2014 had an average vacancy rate of 12.4%. At the same time, portfolios were sold with very low vacancy rates, e.g. in Berlin with vacancies significantly below 2%, which contributed to the increase in vacancy.

On a like-for-like basis, i.e. if one includes last year's acquisitions and sales in the vacancy rate at 31 December 2014, vacancy in the residential units would show a reduction by 60 basis points from 9.0% to 8.4%. After the reporting date, in October 2015, the vacancy rate in the residential units was further reduced by another 30 basis points, to currently 8.1%.

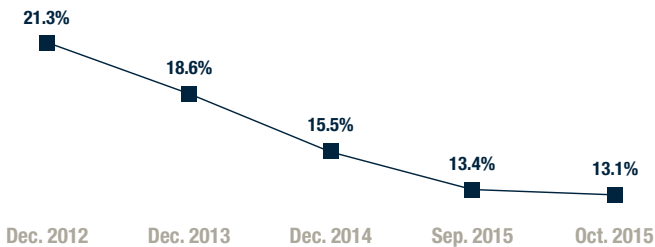
## **Vacancy in TAG residential units 2013 to 2015**

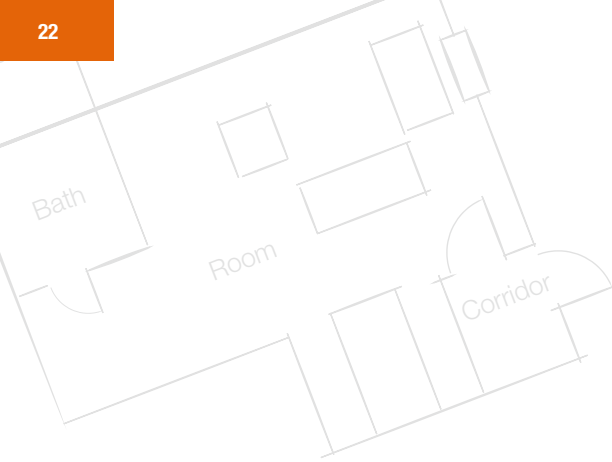
Over the past few years, TAG has continually reduced the vacancy rate in the residential units it manages. Although ongoing acquisitions have regularly pushed overall vacancy up again, the following table illustrates the year-by-year success in vacancy reduction in the existing portfolio.



## Vacancy development in Salzburg since 2012

The positive trend is especially clearly visible in the Salzburg region. Here, vacancy was reduced significantly in the first three quarters of 2015, from 15.5% at year-end 2014 to 14.6% at 30 June 2015, and 13.1% at the end of October 2015. This development validates the soundness of our rental policies and actions in Salzburg. As a result the vacancy rate has developed as follows over the years:





## Rent development

The average net cold rent in our residential units increased to EUR 5.02 per sqm, despite the fact that acquisitions now recorded from financial year 2014 only had a rental rate of EUR 4.79 per sqm and the sold portfolios tended to have higher rental rates. On a like-for-like basis, rents in the TAG portfolio's residential units increased by 1.5% over the last 12 months. If the effects of the vacancy reduction are included, overall rental growth as of 30 September 2015 was 2.6% p. a.

## Investment in the portfolio

Maintenance costs and investments in the total portfolio totalled EUR 10.75 per sqm in in the first nine months (annualised, this equals EUR 14.33 per sqm), and were therefore at about the previous year's value of EUR 12.21 per sqm at 31 December 2014. Special capex measures were implemented, i. e. in Erfurt, Rostock and Salzgitter during the financial year, in the form of senior-friendly and tenant-friendly housing concepts, and showed immediate success in reducing vacancy.

## **Challenges and opportunities from the wave of refugees in Germany**

The heavy influx of refugees into Germany obviously entails great social challenges. But even without this additional immigration, there is a housing shortage in many regions today. The Pestel Institute of Hannover in Germany forecasts that more than 400,000 residential units p. a. would have to be built in the next five years to accommodate the growing numbers of immigrants. Until now, the Federal Institute for Building, Urban Affairs and Spatial Development (BBSR) had projected the need at an annual 242,000 residential units. This market development is helpful for all commercial and state-owned housing providers. For TAG as an owner of housing stock, it is clearly positive.

TAG has long been in discussions with local authorities to explore joint options for accommodating refugees in its housing stocks. The TAG portfolio is not only located in the major metropolitan areas, but mainly in cities in the north and east of the country where housing is still available at reasonable prices. Here, the starting situation is very good because of the growing demand for housing – there is still a lot of potential. So the currently increasing number of refugees immigrating will have a positive impact on rental figures and therefore on rental income. In Salzgitter, Chemnitz and Bielefeld, for example, we have already signed leases with local authorities, especially for refugee families. However, solutions must focus on integrating people into existing structures – only in this way can sustainable coexistence between existing and new tenants be achieved.

## TAG SHARES AND BONDS

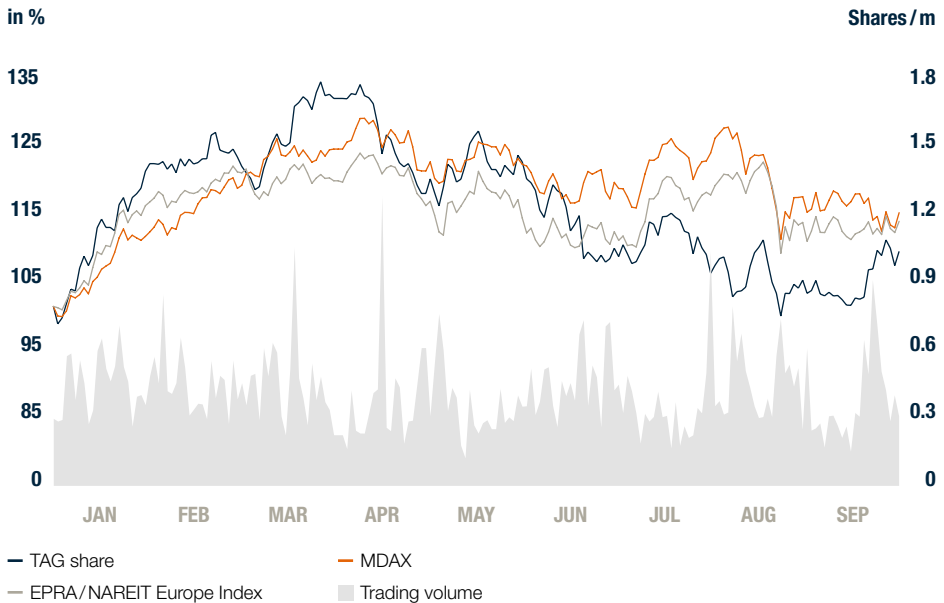
In the first nine months of 2015, the price of MDAX-listed TAG shares rose 8%, almost in line with the respective benchmark indices. The MDAX has gained 14 percentage points since the beginning of the year, while the EPRA/NAREIT Europe Index, comprised of various real estate companies listed on international stock exchanges, also developed positively at +13%. The TAG shares started the year at EUR 9.81 and were trading at EUR 10.60 on 30 September 2015, after payment of a dividend of EUR 0.50. The TAG share price was listed at EUR 11.78 on 30 October 2015.

At a closing price of EUR 10.60 on 30 September 2015, TAG's market capitalisation on this effective date amounted to EUR 1,448m. As before, national and international investors with a predominantly long-term investment strategy make up the majority of TAG shareholders. At the company's Annual General Meeting in June 2015, the shareholders, of whom around 75% were present, voted in favour of all agenda items by a large majority and thereby expressed their agreement with the company's strategy and business policy.

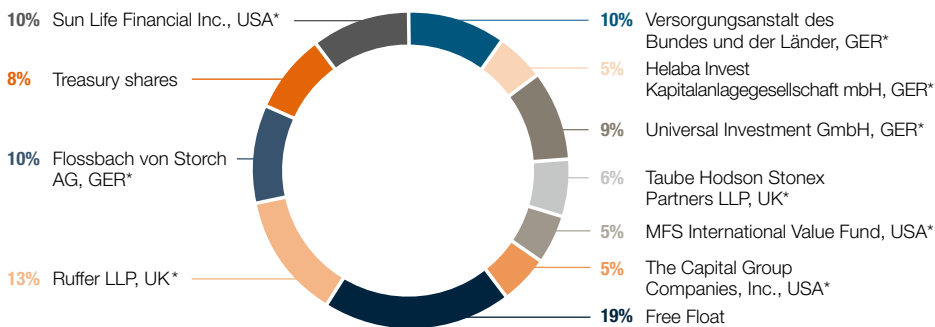


The share capital and number of shares have increased to 136,596,330 since year-end 2014 due to the exercise of conversion rights amounting to EUR 4,883,471 and the same number of shares. Free float is 92% of the share capital, with the remaining approx. 8% of the share capital (11,127,118 shares) being own shares held by TAG, which were repurchased in the October 2014 share buyback at EUR 9.30 per share. After deducting of treasury shares, 125,469,212 shares were outstanding at the reporting date.

## Share price January – September 2015



## Shareholder structure as of 30 September 2015



\* According to the German stock exchange definition that classifies it as free float

## Analyst recommendations

Institution	Analyst	Recommendation	Target price EUR	Date
Oddo Seydler	Manuel Martin	Buy	13.20	3 November 2015
Bankhaus Lampe	Dr Georg Kanders	Buy	13.50	30 October 2015
VictoriaPartners	Bernd Janssen	n/a	10.50–12.00	25 September 2015
Baader Bank	André Remke	Hold	10.00	18 September 2015
Barclays	David Prescott	Hold	11.30	17 September 2015
Morgan Stanley	Bianca Riemer	Underweight	7.70	27 August 2015
S&P Capital IQ	William Howlett	Buy	11.60	14 August 2015
HSBC	Thomas Martin	Buy	13.00	11 August 2015
Kempen & Co.	Bernd Stahli	Underweight	9.00	10 August 2015
Nord/LB	Michael Seufert	Hold	10.00	6 August 2015
Berenberg	Kai Klose	Buy	13.00	6 August 2015
Kepler Cheuvreux	Thomas Neuhold	Buy	13.50	6 August 2015
Commerzbank	Thomas Rothäusler	Hold	11.00	6 August 2015
Citigroup	Aaron Guy	Neutral	12.20	21 July 2015
Merrill Lynch	Mike Bessell	Underperform	11.00	12 June 2015
<b>Median</b>			<b>11.30</b>	

## Dividend

TAG lets its shareholders participate in the company's success by continually paying a dividend, and pays out a significant share of its profits as dividends. The Annual General Meeting in June 2015 approved a dividend payment of EUR 0.50 per share for the 2014 financial year. To keep establishing TAG shares as an attractive dividend stock, an increase in the dividend to EUR 0.55 per share is planned for the 2015 financial year, with a further increase to EUR 0.57 per share planned for 2016.

## Overview of TAG corporate bonds

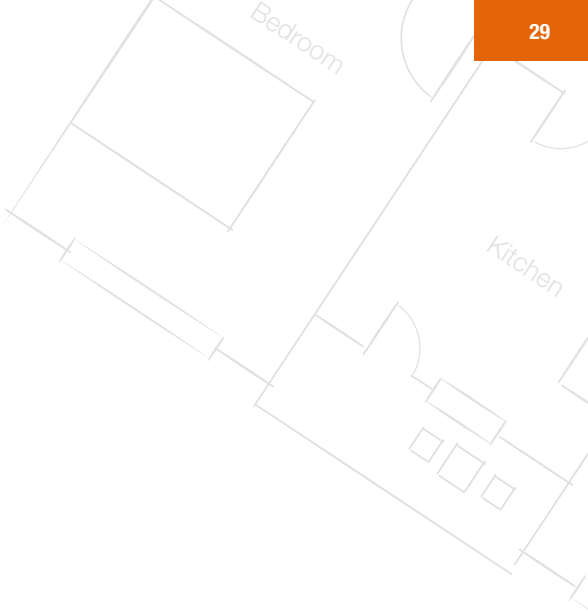
<b>WKN A1TNFU</b>	<b>WKN A12T10</b>
Volume: EUR 310m	Volume: EUR 125m
Division into shares: EUR 1,000.00 per share	Division into shares: EUR 1,000.00 per share
Nominal value per bond: EUR 1,000.00	Nominal value per bond: EUR 1,000.00
Maturity: 5 years until 08/07/2018	Maturity: 6 years until 06/25/2020
Interest rate (effective): 5.125% (200m)/4.3% (110m)	Interest rate: 3.75%
Issue price: at par (200m)/to 103% (110m)	Issue price: at par

### **TAG convertible bonds**

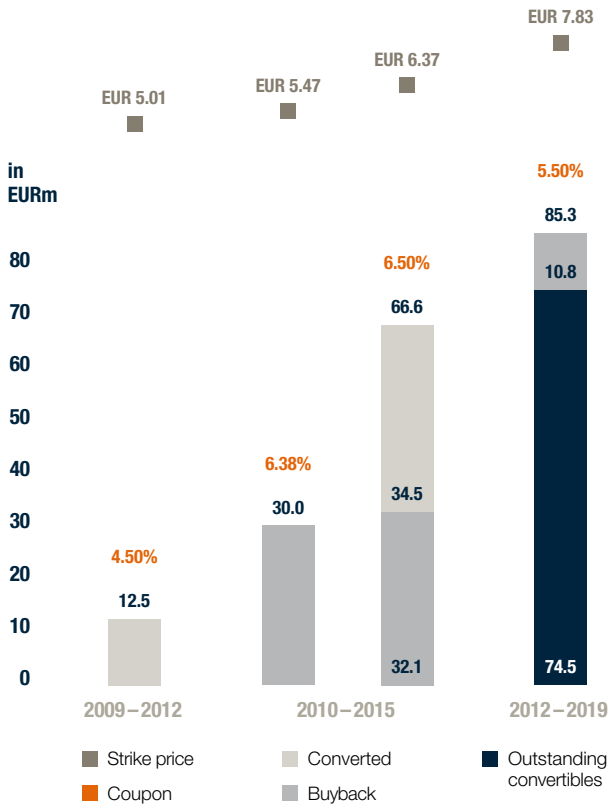
In July 2015, TAG announced the early termination of a convertible bond due in December 2015 with an original aggregate principal amount of EUR 66.6m. After TAG had bought back parts of this convertible bond in financial year 2013, a number of conversions of the bond into shares took place in the 2015 financial year, so that the total outstanding nominal value was less than 20% of the original total nominal value. Bondholders had a final opportunity to exercise their conversion rights under the bond terms up until 10 August 2015 at a current conversion price of EUR 6.3717. Many bondholders exercised this right. Unconverted bonds were paid back prematurely on 24 August 2015 at the nominal value of EUR 7.40 per bond including accrued interest to 21 August 2015.

One convertible bond is therefore still outstanding with the following terms:

<b>WKN A1PGZM3</b>
Issued volume: EUR 85.3m
Outstanding volume: EUR 74.5m
Number of shares: 853
Nominal value per bond: EUR 100,000.00
Maturity: 7 years until 06/28/2019
Interest rate: 5.5%
Conversion price: EUR 7.83



TAG share price EUR 10.61 as of 09/30/2015



# GROUP MANAGEMENT REPORT FOR THE FIRST NINE MONTHS OF THE 2015 FINANCIAL YEAR

## I. The Economy

### a) State of the overall economy

Economic problems in a number of emerging markets are currently weakening global growth forecasts. By contrast, economists see the German economy in a stable condition and continue to forecast solid economic growth. According to a joint analysis by the Ifo Institute, the German Institute for Economic Research (DIW) and other partner institutions, GDP is forecast to increase by 1.5% this year and 1.7% next year. The International Monetary Fund (IMF) confirms these expectations and also expects German economic output to grow by 1.5% this year and 1.6% next year. These economists' forecasts match those of the German federal government.

The expected increase is largely due to the rise in private consumption in Germany. The introduction of the minimum wage and relatively strong wage increases on the one hand, and the low price of oil on the other, have caused an upturn in the economy. Experts believe consumer prices in Germany could rise by 1.1% next year, after probably rising by a mere 0.3% this year.

The unemployment rate at the end of September 2015 was 6.2% after 6.5% in the same period in 2014. The forecast for the full year of 2015, however, is for unemployment to increase again, back to 6.5%. This is partly due to the large influx of asylum seekers, who can only be integrated into the labour market gradually. Assuming 900,000 refugees in 2015 and another 600,000 asylum seekers next year, there is an expected addition to the labour force of around 89,000 persons this year and 300,000 the following year. Initial calculations peg the government's additional costs for coping with the influx of refugees at approx. EUR 4 billion for the current year and around EUR 11 billion for next year.

## **b) State of the German real estate market**

In the first three quarters of 2015, nearly EUR 18.4 billion was invested in German residential portfolios, a year-on-year increase in transaction volume of close to 81%. The number of traded units rose by more than 41% to 263,000, while the number of transactions increased slightly by 212 (previous year: 194). Of particular note is the fact that the number of large portfolios traded – with at least 1,000 units – decreased significantly from 26 in the previous year to 16 portfolios this year.

At the moment, events in the marketplace are dominated by the mergers of large residential real-estate corporations. For instance, the acquisition of GAGFAH SA by Vonovia SE and the takeover of Westgrund AG by Adler Real Estate AG alone accounted for almost 9 billion euros, or 49% of the total transaction volume.

The price development has also increased significantly year-on-year. In the first three quarters of 2015, the average price paid per unit was approx. EUR 69,700, 29% more than in the same period last year (approx. EUR 54,300).

Given the continued high demand and possible additional acquisitions, a record high transaction volume of nearly EUR 30 billion is expected for the full year of 2015.

The heavy influx of refugees into Germany obviously entails great social challenges. But even without this additional immigration, there is a housing shortage in many regions today. The Pestel Institute of Hannover in Germany forecasts that more than 400,000 residential units p. a. will have to be built in the next five years due to growing numbers of immigrants. Until now, the Federal Institute for Building, Urban Affairs and Spatial Development (BBSR) had projected the need at an annual 242,000 residential units. This market development is helpful for all commercial and state-owned housing providers. For TAG as an owner of housing stock, it is clearly positive.

## c) Business performance

### Real estate purchases in Q3 2015

For the residential property portfolio of around 860 units acquired in May 2015 at a purchase price of EUR 18.6m – equivalent to 7.9 times the current annual net rent – the transfer of benefits and obligations took place on 31 August 2015. The properties are spread over various locations mostly in Saxony and Saxony-Anhalt, with a regional concentration around the city of Leipzig and the greater Leipzig area with 400 units, and the Dresden region with close to 200 units. Approx. 130 more units are concentrated in Magdeburg. The rentable area of the portfolio is around 49,900sqm, and current rent is around EUR 2.35m p. a. Given its 14.8% vacancy rate, the acquisition has development potential that TAG can exploit due to its good infrastructure.

For the 134 residential units acquired in the city of Brandenburg at a purchase price of EUR 8.8m in June 2015, the transfer of benefits and obligations also took place on 31 August 2015. The rentable area of the portfolio totals around 11,400sqm, and current rent is around EUR 0.74m p. a. The portfolio has a vacancy rate of only 1.3% and is in excellent condition due to having been built in the mid-1990s.

The acquisition of the portfolio of 180 residential units in Bergen on the island of Rügen for a purchase price of EUR 8.2m was signed in July 2015. The transfer of benefits and obligations took place on 31 August 2015. The portfolio has a rentable area of approx. 11,500sqm and was acquired for 11.9 times the net annual rent (around EUR 0.69m p. a.). The neighbourhood's prefabricated large-panel construction buildings were erected in the 1980s and have since been renovated to above-average standards. The portfolio currently has a vacancy rate of 6.2%.

### Early termination of a convertible bond in Q3 2015

In Q3 2015, conversion rights for convertible bonds with a total nominal value of about EUR 17.0m were exercised for a convertible bond originally scheduled to mature on 10 December 2015, whose early termination was announced on 21 July 2015. The conversion price was EUR 6.3717.



## Repayment of loans

On 16 July 2015, an agreement was reached with a bank regarding the early repayment of loans with a total volume of around EUR 46.5m. The agreement took effect in Q3 2015. The interest rates on these loans generally ranged from 4% to 5.4% p. a. Even with breakage fees in the amount of approx. EUR 1.8m, the premature loan repayment leads to annual interest savings of approx. EUR 2.1m.

## **d) Results of operations, financial position and net asset position**

### Results of operations

Following the deconsolidation of TAG Gewerbeimmobilien GmbH on 30 May 2014, the provisions of IFRS 5 for “discontinued operations” were applied, as they had been for the financial statements in 2014. Accordingly, in the consolidated income statement for the previous year’s figures, all income and expenses attributable to the discontinued business division were included under “Earnings after tax of the discontinued operations”. In the current interim reporting period, no transactions took place that would have been allocated to the discontinued business.

In Q3 2015, the Group increased its rental income from continued operations by 4.9% year-on-year, from EUR 184.4m to EUR 193.4m. The main reasons for the increase in rental income were the newly acquired portfolios during the 2014 financial year and in the first quarter of 2015, as well as the ongoing rental growth from operations.

The rental profit, i. e. rental income net of expenses for property management, came to EUR 156.5m (previous year: EUR 151.3m) for the first nine months of 2015, and EUR 52.3m for the third quarter (previous year: EUR 50.8m). This corresponds to a margin of 81% for the first nine months of financial year 2015, compared to 82% for the corresponding prior-year period.

During the reporting period, the Group generated revenues of EUR 81.1m (previous year: EUR 14.5m) from property sales in its continuing operations segment. EUR 59.8m of these revenues relate to the portfolio in the Hellersdorf and Marzahn districts of Berlin. TAG also generated revenues of EUR 21.3m from the sale of residential properties in Berlin and Dresden.

The valuation result for the first three quarters of 2015 was EUR 94.1m (previous year: EUR 51.5m), of which EUR 31.8m was attributable to investment properties in northern and eastern Germany that were newly acquired as part of a share deal on 31 January 2015. The annual reappraisal of the portfolio by an external expert accounted for EUR 62.3m.

Personnel expenses increased slightly during the reporting period to EUR 26.1m (previous year: EUR 24.5m). This was mainly due to the increase in headcount due to the company's growth, and in particular, the expansion of the in-house caretaker and maintenance services.

The decrease in impairment losses on inventories and receivables to EUR 3.9m (previous year: EUR 10.7m) relates primarily to an impairment of receivables from the sale of shares totalling EUR 5.7m to Polares Real Estate Asset Management GmbH in the first quarter of 2014.

Miscellaneous operating expenses remained virtually unchanged at EUR 15.6 after EUR 15.4m in the same period of the previous year. As in the same period of the previous year, additional expenditures were incurred for the implementation of our new ERP system. Since 1 January 2015, all companies of the Group use this software so that all IT systems are now unified.

Interest income, i. e. the net result of interest income minus interest expenses, decreased slightly from EUR -74.2m in the first nine months of financial year 2014 to EUR -74.6m for the first nine months of financial year 2015. Breakage fees based on early repayments of bank loans, as well as breakage fees in connection with real estate sales, led to higher expenses during the third quarter. In return, there were positive effects from reduced financing costs for our financial liabilities.

The average interest rate on our bank loans was 3.2% at 30 September 2015 vs. 3.6% on 30 September 2014, and their average maturity is now 10.5 years (30 September 2014: 9.8 years). Our total borrowing costs, i.e. taking into account the interest rates on corporate and convertible bonds, amounted to 3.49% at 30 September 2015 after 3.88% at 30 September 2014.

Overall, TAG generated EBT from continuing operations of EUR 143.8m in the first three quarters of financial year 2015 (previous year: EUR 85.4m), and total net income of EUR 115.2m (previous year: EUR 66.8m).

FFO I for the first nine months of financial year 2015 amounted to EUR 55.6m compared to EUR 56.2m, i.e. EUR 0.45 (previous year: EUR 0.43), based on the weighted average number of shares outstanding in the same period of the previous year. In Q3 2015, FFO I came to EUR 19.0m, compared to FFO I of EUR 18.6m for Q2 2015 and EUR 18.1m for Q1 2015.

## Assets and financial position

The balance sheet total as of 30 September 2015 was EUR 3,741.4m, following EUR 3,724.2m at 31 December 2014. At 30 September 2015, the book value of the entire real estate portfolio was EUR 3,582.2m (previous year: EUR 3,371.3m), of which EUR 3,441.7m (previous year: EUR 3,331.6m) consists of investment properties.

The equity ratio at the closing date was 29.3% after 26.9% at 31 December 2014. The main reasons for the increased equity-to-assets ratio were effects from the exercise of convertible bonds, and the significantly improved Group result year-on-year.

The following table shows the calculation of NAV in accordance with EPRA recommendations:

	<b>09/30/2015</b> <b>TEUR</b>	<b>12/31/2014</b> <b>TEUR</b> <small>(adjusted)</small>	<b>12/31/2014</b> <b>TEUR</b> <small>(historical)</small>
Equity (before non-controlling shareholders' equity)	1,054,862	953,651	979,509
Deferred taxes on investment properties	240,120	211,293	211,293
Fair values of derivative financial instruments	7,140	7,377	7,377
<b>Net Asset Value</b>	<b>1,302,122</b>	<b>1,172,321</b>	<b>1,198,179</b>
Number of outstanding shares (for current year without treasury shares)	125,469	118,586	118,586
NAV per share in EUR	10.38	9.89	10.10

Taking into account the potential dilutive effects of convertible bonds, this yields a diluted NAV per share of EUR 10.20 after EUR 9.85 on 31 December 2014.

The loan-to-value (LTV) ratio, not including the liabilities from convertible bonds, was 61.9% at 30 September 2015 (31 December 2014: 62.2%) and 63.9% including convertible bonds (31 December 2014: 65.3%). The LTV ratio is arrived at by dividing the net liquidity position (financial debt less cash and cash equivalents, including the purchase prices already deposited into notary accounts) by real estate assets.

### e) HR report (employees) and personnel changes on the Supervisory Board

At 30 September 2015, TAG Group had 581 employees. At 31 December 2014, it employed 521 people. In addition, the Group employs 183 caretakers (31 December 2014: 134).

### f) Other financial and non-financial performance indicators

In addition to the above-described financial indicators Funds From Operations (FFO), Net Asset Value (NAV) and Loan-To-Value (LTV) ratio, TAG especially and continually monitors the vacancy rate and the rental income generated.

Vacancy in the residential units of our residential portfolio, i. e. without the real estate acquired in the last few months and without commercial units, totalled 8.4% at 30 September 2015 following 9.0% at the beginning of the year. Vacancy across the entire portfolio was 8.8% at the reporting date, compared to 9.0% at 1 January 2015.

Average net rent per sqm across all residential units was EUR 5.02 at the reporting date (31 December 2014: EUR 5.00). New lettings as of 30 September 2015 averaged EUR 5.31 per sqm (31 December 2014: EUR 5.23 per sqm). In the overall portfolio, average net rent per sqm at the end of Q3 2015 was EUR 5.19, compared with EUR 5.16 per sqm as of 31 December 2014.

## **II. Material events after the reporting date**

### **Acquisition of a residential portfolio in Brandenburg with around 1,800 units**

At the beginning of November 2015, TAG acquired 1,776 units in Brandenburg/Havel at a purchase price of approx. EUR 41.5m. This corresponds to approx. 10 times the current annual net rent of approx. EUR 4.1m. The portfolio, with rentable area of approx. 97,200sqm and a vacancy rate of around 18.6%, was acquired by means of an asset deal. The value-add potential is to be exploited in the years ahead through targeted investments and asset management concepts. Due to the existing good local infrastructure, TAG is able to efficiently manage and develop the portfolio, which was taken over from difficult ownership and administrative structures. The transfer of ownership rights, benefits and obligations is scheduled for 31 December 2015.

### **Purchase of approx. 1,300 units in North Rhine-Westphalia and Lower Saxony**

Also in early November 2015, a portfolio in North Rhine-Westphalia and Lower Saxony with 1,304 mostly renovated units and a rentable area of around 84,600sqm was acquired at a purchase price of approx. EUR 36.75m, i.e. 9.2 times the current annual net rent of EUR 4.0m. The inventory is mainly concentrated around the cities of Bochum, Eschweiler and Goslar. The vacancy rate is 11.3%. The transfer of ownership rights, benefits and obligations is also scheduled for 31 December 2015.

### **TAG sells Stuttgart Südtor commercial complex in October 2015 after the end of the reporting period**

Following a structured bidding process, the sale of the mixed-use Südtor commercial complex in Stuttgart was signed with an institutional investor from Germany in late October 2015. The sale involved a share deal. The purchase price, based on the property value, was EUR 87.5m, which corresponds to 21.3 times the current annual net rent of around EUR 4.1m.

The transfer of ownership rights, benefits and obligations is scheduled for 31 December 2015. Even after factoring in a EUR 10.3m profit from the annual property valuation recorded on 30 September 2015, TAG expects another book profit from the sale, net of transaction costs and before taxes, of approx. EUR 7.5m. After deducting bank liabilities transferred with the sale, the net cash inflow, also net of transaction costs and before taxes, was approx. EUR 40.0m.

### III. Outlook, opportunities and risks

Through its activities, TAG is exposed to various operational and economic opportunities and risks. Please refer to the detailed disclosure in the “Opportunities and Risk Report” section of the Group Management Report for the 2014 financial year. Since 1 January 2015, no significant developments have occurred or become apparent that would lead to a different assessment.

As a result of the acquisitions and sales of financial year 2015, that lead to a shift of approx. EUR 3m in profits to the following year due to delayed closing dates of the transactions, as well as around EUR 1m higher cash taxes due to higher than expected net revenues from Single Unit Sales and an effect of approx. EUR 1.5m from a temporarily reduced net rental income margin, which we expect to be compensated by the current strong vacancy reduction in the following year, TAG expects FFO (FFO I without sales) of around EUR 74m to EUR 75m for the 2015 financial year compared to previously around EUR 79.5m to EUR 81.8m. Based on the weighted number of shares outstanding, this corresponds to an increase in FFO per share from EUR 0.58 in the previous year to currently around EUR 0.60. As a result, a significant increase in FFO to approx. EUR 84m to EUR 85m is expected for financial year 2016. Based on the current number of shares at 30 September 2015, this corresponds to a further increase in FFO per share to approx. EUR 0.67 at that time.

Following a dividend payment of EUR 0.50 per share for 2014, it is planned to increase the dividend to EUR 0.55 for financial year 2015, with a further increase to EUR 0.57 per share planned for 2016.

Hamburg, 5 November 2015



**Claudia Hoyer**  
COO



**Martin Thiel**  
CFO



**Dr Harboe Vaagt**  
CLO

# CONSOLIDATED BALANCE SHEET

<b>Assets in TEUR</b>	<b>09/30/2015</b>	<b>12/31/2014</b> (adjusted*)	<b>01/01/2014</b> (adjusted*)
<b>Non-current assets</b>			
Investment properties	3,441,698	3,331,600	3,544,075
Intangible assets	3,028	3,831	5,142
Property, plant and equipment	14,485	14,422	13,028
Investments in associates	118	146	119
Other financial assets	11,680	12,659	18,178
Deferred taxes	56,522	58,981	50,341
	<b>3,527,531</b>	<b>3,421,639</b>	<b>3,630,883</b>
<b>Current assets</b>			
Land with unfinished and finished buildings	14,443	19,308	46,874
Other inventories	179	677	618
Trade receivables	16,876	70,693	16,221
Income tax receivables	1,983	1,953	3,293
Derivative financial instruments	53	3,551	8,884
Other current assets	15,156	10,269	14,984
Cash and cash equivalents	49,450	196,646	85,326
	<b>98,140</b>	<b>303,097</b>	<b>176,200</b>
<b>Non-current assets held for sale</b>	<b>115,723</b>	<b>9,510</b>	<b>5,969</b>
	<b>3,741,394</b>	<b>3,734,246</b>	<b>3,813,052</b>

\* For the adjustments see page 49



<b>Equity and liabilities in TEUR</b>	<b>09/30/2015</b>	<b>12/31/2014</b> (adjusted*)	<b>01/01/2014</b> (adjusted*)
<b>Equity</b>			
Subscribed capital	125,469	118,586	131,298
Share premium	626,177	582,002	680,040
Other reserves	-3,458	-5,665	-10,930
Retained earnings	306,674	258,728	281,040
Attributable to the equity holders of the parent company	1,054,862	953,651	1,081,448
Attributable to non-controlling interests	40,653	51,402	45,918
	<b>1,095,515</b>	<b>1,005,053</b>	<b>1,127,366</b>
<b>Non-current liabilities</b>			
Bank borrowings	1,766,252	1,797,751	1,947,049
Liabilities from corporate bonds	434,968	434,972	197,006
Liabilities from convertible bonds	70,687	69,925	106,125
Derivative financial instruments	3,127	5,447	13,519
Retirement benefit provisions	6,053	6,317	5,618
Other non-current liabilities	3,515	3,445	293
Deferred taxes	237,365	211,120	170,438
	<b>2,521,967</b>	<b>2,528,977</b>	<b>2,440,048</b>
<b>Current liabilities</b>			
Other provisions	14,420	16,429	24,214
Income tax liabilities	6,317	6,925	9,423
Liabilities to banks	67,932	105,959	179,534
Trade payables	17,059	9,147	11,385
Derivative financial instruments	4,066	5,481	9,166
Liabilities from corporate bonds	3,620	8,764	4,100
Liabilities from convertible bonds	1,181	35,539	190
Other current liabilities	9,317	11,972	7,626
	<b>123,912</b>	<b>200,216</b>	<b>245,638</b>
	<b>3,741,394</b>	<b>3,734,246</b>	<b>3,813,052</b>

\* For the adjustments see page 49

# CONSOLIDATED INCOME STATEMENT

in TEUR	01/01– 09/30/2015	01/01– 09/30/2014	07/01– 09/30/2015	07/01– 09/30/2014
<b>Total revenues</b>	<b>275,740</b>	<b>200,436</b>	<b>72,416</b>	<b>68,813</b>
Rental revenues	193,363	184,401	64,445	62,413
Rental expenses	-36,864	-33,150	-12,158	-11,609
Net rental income	156,499	151,251	52,287	50,804
Revenues from the sale of inventory real estate	6,341	7,786	1,448	3,427
Expenses on the sale of inventory real estate	-5,325	-7,015	-1,134	-2,820
Net revenues from sale of inventory real estate	1,016	771	314	607
Revenues from the sale of investment properties	74,713	6,711	6,061	3,162
Expenses on the sale of investment properties	-63,652	-7,460	-5,635	-3,505
Net revenues from the sale of investment properties	11,061	-749	426	-343
Revenues from property management	1,323	1,538	462	-189
Expenses for the provision of property management	-815	-360	-320	159
Net income from property management	508	1,178	142	-30
Other operating income	2,955	8,000	1,044	3,721
Fair-value revaluation of investment properties	62,325	27,935	62,720	27,935
Valuation gains/losses on newly acquired investment properties	31,798	23,530	10,571	16,655
Total valuation gains/losses on investment properties	94,123	51,465	73,291	44,590
<b>Gross profit</b>	<b>266,162</b>	<b>211,916</b>	<b>127,504</b>	<b>99,349</b>
Personnel expenses	-26,054	-24,504	-8,767	-8,017
Depreciation / amortisation	-2,381	-1,941	-724	-681
Impairment losses on receivables and inventories	-3,949	-10,716	-1,377	-1,833
Other operating expenses	-15,569	-15,396	-5,282	-4,483
<b>EBIT</b>	<b>218,209</b>	<b>159,359</b>	<b>111,354</b>	<b>84,335</b>
Net profit from investments	258	203	68	68
Share of profit or loss of associates	-28	30	0	14
Interest income	2,915	2,864	1,158	1,107
Interest expenses	-77,515	-77,050	-27,109	-26,142
<b>EBT</b>	<b>143,839</b>	<b>85,406</b>	<b>85,471</b>	<b>59,382</b>
Income taxes	-28,571	-18,479	-18,504	-10,088
Other taxes	-27	-167	0	-12
<b>Consolidated net profit from continuing operations</b>	<b>115,241</b>	<b>66,760</b>	<b>66,967</b>	<b>49,282</b>

in TEUR	01/01– 09/30/2015	01/01– 09/30/2014	07/01– 09/30/2015	07/01– 09/30/2014
Post-tax result of discontinued operations	0	-3,301	0	0
<b>Consolidated net profit</b>	<b>115,241</b>	<b>63,459</b>	<b>66,967</b>	<b>49,282</b>
of which attributable to non-controlling interests	7,002	-530	3,466	-609
of which attributable to equity holders of the parent company	108,239	63,989	63,501	49,891
<b>Earnings per share (in EUR)</b>				
Earnings per share	0.88	0.49	0.51	0.38
Diluted earnings per share	0.84	0.48	0.49	0.37

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

in TEUR	01/01– 09/30/2015	01/01– 09/30/2014	07/01– 09/30/2015	07/01– 09/30/2014
<b>Net profit as shown in the income statement</b>	<b>115,241</b>	<b>63,459</b>	<b>66,967</b>	<b>49,282</b>
Unrealised gains and losses from hedge accounting	2,864	8,542	527	346
Deferred taxes on unrealised gains and losses	-641	-2,933	-93	-83
Other comprehensive income after taxes	2,223	5,609	434	263
<b>Total comprehensive income</b>	<b>117,464</b>	<b>69,068</b>	<b>67,401</b>	<b>49,545</b>
of which attributable to non-controlling interests	7,002	50	3,466	-608
of which attributable to equity holders of the parent company	110,462	69,018	63,935	50,153

# CONSOLIDATED CASHFLOW STATEMENT

in TEUR	01/01 – 09/30/2015	01/01 – 09/30/2014
Consolidated net profit	115,241	63,459
Net interest income/expense through profit and loss	74,600	83,268
Current income taxes through profit and loss	111	-966
Depreciation/amortisation on intangible assets and property, plant and equipment	2,381	1,941
Share of profit or loss of associates	-230	-30
Total valuation profit/losses of investment properties	-94,123	-51,465
Gains/losses from the disposal of investment properties	-11,061	749
Gains/losses from the disposal of discontinued operations	0	-1,003
Impairments on inventories and receivables	3,949	11,096
Changes in deferred income taxes	28,704	20,245
Changes in provisions	-2,273	-7,984
Interest received	1,297	1,375
Interest paid	-65,361	-72,003
Income tax paid	-749	-40
Changes in receivables and other assets	8,617	14,889
Changes in payables and other liabilities	-4,559	-2,220
<b>Cashflow from operating activities</b>	<b>56,544</b>	<b>61,311</b>
Payments made for the acquisition of real estate asset companies	-103,000	0
Payments received from the disposal of investment properties (less selling costs)	122,372	4,625
Payments made for investments in investment properties	-83,254	-184,033
Payments received from the disposal of discontinued operations (less cash and cash equivalents)	0	70,282
Payments made for investments in intangible assets and property, plant and equipment	-1,635	-2,395
Payments received from other financial assets	1,209	741
Payments received from the disposal of non-current assets held for sale	0	3,791
<b>Cashflow from investing activities</b>	<b>-64,308</b>	<b>-106,989</b>
Payments received from the issuance of corporate bonds	0	238,300
Costs associated with the issuance of corporate bonds	0	-326
Payments made for repaying convertible bonds	-4,324	0
Dividends paid	-60,293	-45,954
Sales to minority interests	-550	0
Payments received from bank borrowings	75,764	11,485
Payments made for repaying bank borrowings	-126,940	-134,420
Payments made for business combinations without a change of status	0	-577
<b>Cashflow from financing activities</b>	<b>-116,343</b>	<b>68,508</b>
Net change in cash and cash equivalents	-124,107	22,830
Cash and cash equivalents at the beginning of the period	171,433	79,008
Currency translation	-16	0
<b>Cash and cash equivalents at the end of the period</b>	<b>47,310</b>	<b>101,838</b>

# STATEMENT OF CHANGES IN CONSOLIDATED EQUITY

in TEUR	Attributable to the parent's shareholders							Non-controlling interests	Total equity
	Subscribed capital	Share premium	Other reserves			Re-tained earnings	Total		
			Re-tained earnings	Hedge accounting reserve	Currency translation				
<b>Amount on 01/01/2015</b> (historical*)	<b>118,586</b>	<b>607,860</b>	<b>46</b>	<b>-5,727</b>	<b>16</b>	<b>258,728</b>	<b>979,509</b>	<b>25,544</b>	<b>1,005,053</b>
Adjustment of comparable figures from previous year	0	-25,858	0	0	0	0	0	25,858	0
<b>Amount on 01/01/2015</b> (adjusted*)	<b>118,586</b>	<b>582,002</b>	<b>46</b>	<b>-5,727</b>	<b>16</b>	<b>258,728</b>	<b>953,651</b>	<b>51,402</b>	<b>1,005,053</b>
Consolidated net profit	0	0	0	0	0	108,239	108,239	7,002	115,241
Other comprehensive income	0	0	0	2,223	0	0	2,223	0	2,223
Total comprehensive income	0	0	0	2,223	0	108,239	110,462	7,002	117,464
Issue of treasury shares	2,000	17,294	0	0	0	0	19,294	-19,294	0
Sale of subsidiaries	0	0	0	0	0	0	0	-161	-161
First-time consolidation of real estate asset companies	0	29	0	0	0	0	29	2,242	2,271
Conversion of bonds	4,883	26,852	0	0	0	0	31,735	12	31,747
Payments to minority shareholders	0	0	0	0	0	0	0	-550	-550
Dividends paid	0	0	0	0	0	-60,293	-60,293	0	-60,293
Currency translation	0	0	0	0	-16	0	-16	0	-16
<b>Amount on 09/30/2015</b>	<b>125,469</b>	<b>626,177</b>	<b>46</b>	<b>-3,504</b>	<b>0</b>	<b>306,674</b>	<b>1,054,862</b>	<b>40,653</b>	<b>1,095,515</b>
<b>Amount on 01/01/2014</b> (historical*)	<b>131,298</b>	<b>705,898</b>	<b>527</b>	<b>-11,546</b>	<b>89</b>	<b>281,040</b>	<b>1,107,306</b>	<b>20,060</b>	<b>1,127,366</b>
Adjustment of comparable figures from previous year	0	-25,858	0	0	0	0	-25,858	25,858	0
<b>Amount on 01/01/2014</b> (adjusted*)	<b>131,298</b>	<b>680,040</b>	<b>527</b>	<b>-11,546</b>	<b>89</b>	<b>281,040</b>	<b>1,081,448</b>	<b>45,918</b>	<b>1,127,366</b>
Consolidated net profit	0	0	0	0	0	63,989	63,989	-530	63,459
Other comprehensive income	0	0	0	5,029	0	0	5,029	580	5,609
Total comprehensive income	0	0	0	5,029	0	63,989	69,018	50	69,068
Issue of treasury shares	-13,127	-108,956	0	0	0	0	-122,083	0	-122,083
Business combinations without a change of status	0	-577	0	0	0	0	-577	5	-572
Conversion of bonds	14	82	0	0	0	0	96	0	96
Dividends paid	0	0	0	0	0	-45,956	-45,956	0	-45,956
Currency translation	0	0	0	0	-2	0	-2	0	-2
<b>Amount on 09/30/2014</b>	<b>118,185</b>	<b>570,589</b>	<b>527</b>	<b>-6,517</b>	<b>87</b>	<b>299,073</b>	<b>981,944</b>	<b>45,973</b>	<b>1,027,917</b>

\* For the adjustments see page 49

# CONSOLIDATED SEGMENT REPORT

For the time period from 1 January to 30 September 2015

in TEUR		Segment by LIM Region						
		LIM Berlin	LIM Dresden	LIM Rhine-Ruhr	LIM Erfurt	LIM Gera	LIM Hamburg	LIM Leipzig
Segment revenues	Q3 2015	26,112	29,984	14,057	20,865	21,581	20,629	20,738
	Q3 2014	36,001	25,388	12,563	17,535	17,558	17,929	18,528
Rental revenues	Q3 2015	26,112	29,984	14,057	20,865	21,581	20,629	20,738
	Q3 2014	36,001	25,388	12,563	17,535	17,558	17,929	18,528
Segment expenses	Q3 2015	-4,971	-5,661	-3,597	-4,322	-5,050	-5,349	-3,822
	Q3 2014	-5,705	-3,274	-4,053	-3,831	-4,745	-3,955	-4,024
Rental expenses	Q3 2015	-2,388	-2,600	-1,305	-2,397	-2,627	-2,012	-2,181
	Q3 2014	-2,236	-1,450	-1,356	-1,614	-2,232	-1,491	-2,008
Maintenance	Q3 2015	-2,065	-2,778	-1,790	-1,364	-2,228	-2,384	-1,556
	Q3 2014	-3,102	-1,591	-2,091	-1,445	-2,257	-1,942	-1,586
Impairment losses on receivables	Q3 2015	-560	-342	-547	-587	-239	-985	-147
	Q3 2014	-419	-270	-616	-803	-284	-539	-463
Miscellaneous income/ expenses	Q3 2015	42	59	45	26	44	32	62
	Q3 2014	52	37	10	31	28	17	33
Segment results	Q3 2015	21,141	24,323	10,460	16,543	16,531	15,280	16,916
	Q3 2014	30,296	22,114	8,510	13,704	12,813	13,974	14,504
Segment assets	09/30/2015	477,766	540,957	262,186	396,805	372,083	397,296	365,641
	12/31/2014	488,495	515,383	233,363	359,514	371,362	332,401	339,759

This Group segment report is an integral part of the selected notes to the financial statements. The figures for Q3 2014 also contain revenues and expenses for discontinued operations.

LIM Rostock	LIM Salzgitter	Other activities	Consoli- dation	Total
<b>13,819</b>	<b>21,430</b>	<b>4,786</b>	<b>-638</b>	<b>193,363</b>
12,715	22,282	12,959	-559	192,899
13,819	21,430	4,786	-638	193,363
12,715	22,282	12,959	-559	192,899
<b>-2,979</b>	<b>-7,357</b>	<b>-1,030</b>	<b>3,959</b>	<b>-40,179</b>
-2,309	-8,299	-3,052	3,743	-39,504
-1,318	-3,165	-663	3,163	-17,493
-569	-3,217	-1,604	1,901	-15,876
-1,486	-4,096	-296	796	-19,247
-1,329	-4,252	-1,133	1,842	-18,886
-189	-94	-74	0	-3,764
-423	-842	-322	0	-4,981
14	-2	3	0	325
12	12	7	0	239
<b>10,840</b>	<b>14,073</b>	<b>3,756</b>	<b>3,321</b>	<b>153,184</b>
10,406	13,983	9,907	3,184	153,395
<b>259,525</b>	<b>373,372</b>	<b>136,555</b>	<b>0</b>	<b>3,582,186</b>
241,503	360,916	128,573	0	3,371,269

# SELECTED EXPLANATORY NOTES ON THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS FOR THE PERIOD ENDING 30 SEPTEMBER 2015

## General information

These abridged interim consolidated financial statements from TAG Immobilien AG (hereinafter referred to as the “Company” or “TAG”) have been prepared in accordance with the provisions contained in Section 37x (3) of the German Securities Trading Act pertaining to interim financial reporting. The period under review comprises the first nine months of 2015. The comparison figures refer to 31 December 2014 with respect to the consolidated balance sheet and otherwise to the first nine months of 2014. In addition, the consolidated income statement and the consolidated statement of comprehensive income contain figures pertaining to the third quarter of 2015 together with the corresponding comparison figures for the same period of the previous year.

The interim report on the third quarter has been prepared on a consolidated basis in accordance with the International Financial Reporting Standards (IFRS) in the version endorsed by the EU concerning interim reporting (IAS 34 – Interim Reporting) subject to mandatory application as of the reporting date. The figures reported in the interim financial statements are mostly denominated in T€ (thousands of euros). This may result in rounding differences between the individual parts of the financial statements.

IFRIC 21, which contains new guidance on the recognition of government levies, was applied for the first time during the period under review and affected the consolidated interim financial statements, as provisions must now be recognised in full for land taxes as of 1 January of each year. As the rechargeable portions of the land taxes are simultaneously capitalised, consolidated net profit is not materially affected by this new guidance.

The amendments to IAS 19 Employee Benefits and to other standards in connection with the IFRS 2010–2012 and 2011–2013 annual improvement cycles did not have any material effect on the consolidated interim financial statements.



The recognition and valuation principles, as well as the notes and explanations on the interim consolidated financial statements, are fundamentally based on the recognition and valuation principles applied to the consolidated financial statements for the year ending 31 December 2014. For more details concerning the recognition and valuation principles applied, please refer to the consolidated financial statements for the year ending 31 December 2014, prepared in accordance with IFRS, which pursuant to IAS 34 form the material basis for these interim financial statements.

## **Consolidated companies**

The consolidation group as of 30 September 2015 includes the parent company TAG and all companies it controls. Under IFRS 10, the Group is deemed to control an investee if it has power over it, exposure or rights to variable returns from its involvement with the investee, and the ability to use its power over the investee to affect the amount of the Group's returns.

The investee's assets and liabilities are consolidated for the duration of such control.

Material changes to the consolidation group arose following the first-time consolidation from 31 January 2015 of four real estate asset companies organized as Luxembourg S.a.r.l. entities, which are owners of a portfolio of around 2,300 real estate units in Northern and Eastern Germany.

## **Adjustments to comparison figures for the previous year within consolidated equity**

In February 2015, TAG acquired a further 3.6m shares in its subsidiary Colonia Real Estate AG in a swap for 2m of its own shares. Accordingly, its share in this company increased from 79% as of 31 December 2014 to 87%. As a result of this transaction, TAG's treasury stock dropped from 13,127,178 to 11,127,178 shares.

In this connection, the treatment of acquisitions of shares which had been executed in earlier years following the acquisition of a majority interest in Colonia Real Estate AG in 2011 was reviewed. As a result, the comparison figures for the previous year, i.e. those contained in the consolidated balance sheet as of 31 December 2014 and 1 January 2014, were adjusted. Whereas in earlier years the fair value of the non-controlling interests had been deducted from the carrying amount of the shares, the reduction in the carrying amount is now calculated on a proportionate basis according to the ratio of the shares acquired to the total shares held by third parties.

This correction resulted in an increase in non-controlling interests of TEUR 25,858 as of 1 January 2014 and 31 December 2014. In addition, there was a reduction of the same amount in the share premium and, hence, the equity attributable to the equity holders of the parent company. There were no changes in total equity, i.e. including non-controlling interests. Likewise, this adjustment did not have any effect on the consolidated income statement or the consolidated cash flow statement.

## **Material transactions during the period under review**

### **Purchase of real estate portfolios**

A portfolio of around 2,300 residential units had already been acquired for a price of EUR 103.0m in November 2014 under a share deal. The real estate is spread over various locations in the Northern and Eastern Germany. A total of 626 residential units (around 27% of the portfolio acquired) is located in the German state of Thuringia, particularly Nordhausen and Stadtilm, a town near Erfurt, while a further 1,064 units (around 47% of the portfolio) are located in Northern Germany, including Kiel and Itzehoe. Ownership rights and obligations under this portfolio were transferred effective 31 January 2015. This acquisition caused the carrying amount of the investment properties to increase by EUR 123.3m. Net measurement gains of EUR 20.7m were recorded through profit and loss.

In addition, a portfolio of around 550 residential units in Görlitz was acquired for a price of EUR 12.9m in November 2014 and similarly transferred effective 31 January 2015. This acquisition caused the carrying amount of the investment properties to increase by EUR 14.1m. Net measurement gains of EUR 0.8m were recorded through profit and loss.

In May 2015, TAG acquired a portfolio of around 860 residential units for a price of EUR 18.6m. The real estate is spread over various locations in Saxony, Saxony-Anhalt and Brandenburg. Ownership rights and obligations under this portfolio were transferred effective 31 August 2015. This acquisition caused the carrying amount of the investment properties to increase by EUR 29.5m. Net measurement gains of EUR 9.9m were recorded through profit and loss.

A group of 134 residential units was acquired in the town of Brandenburg for a price of EUR 8.8m in June 2015. Ownership rights and obligations under this portfolio were also transferred effective 31 August 2015. This acquisition caused the carrying amount of the investment properties to increase by EUR 10.3m. Net measurement gains of EUR 1.0m were recorded through profit and loss.

In July 2015, the acquisition by TAG of a portfolio of around 180 residential units in Rügen for a price of EUR 8.2m was signed. Ownership rights and obligations under this portfolio were transferred effective 31 August 2015. This acquisition caused the carrying amount of the investment properties to increase by EUR 9.3m. Net measurement gains of EUR 0.6m were recorded through profit and loss.

### Sale of a real estate portfolio

The sale of residential real estate in the Berlin suburbs of Marzahn and Hellersdorf was signed in April 2015. A total of 972 units were sold at a price of EUR 59.8m, equivalent to a multiple of around 17 of the current net rent excluding utility costs. This sale generated a book profit (before early termination fees) of around EUR 10.7m, and a net cash inflow of EUR 34.6m after repayment of the corresponding bank loans and settlement of the early termination fees. The ownership rights and obligations of this portfolio were transferred effective 30 June 2015.

### Buyback of convertible bonds in the third quarter of 2015

In the third quarter of 2015, conversion rights for convertible bonds with a total nominal value of just under EUR 17.0m were exercised for the convertible bond which was to originally expire on 10 December 2015, but had been prematurely called on 21 July 2015. The conversion price was EUR 6.3717.

## Repayment of loans

An agreement was signed with a bank on 16 July 2015 providing for the early repayment of loans of a total of around EUR 46.5m to take effect in the third quarter of 2015. The interest on these loans was generally between 4% and 5.4% p. a. Although premature termination compensation of around EUR 1.8m was payable as a result, early termination will result in annual savings of around EUR 2.1m in interest expense.

## **Disclosures on individual items of the consolidated balance sheet and income statement**

### Investment properties

The fair value of all of the Group's real estate assets is measured effective 30 September of each year by CBRE GmbH as an independent expert. The remeasurement of investment properties resulted in fair value gains of EUR 62.3m (previous year: EUR 27.9m) in 2015. In addition, positive effects of EUR 31.8m (previous year: EUR 23.5m) arose from the first-time valuation of the aforementioned newly acquired investment properties.

The fair value of the real estate is calculated using the discounted cash flow method in line with the International Valuation Standards. For this purpose, the expected future cash flow surpluses for each period are discounted using a market-oriented discount rate for the property in question as of the valuation date. Whereas the cash inflows are normally comprised of net rentals, the cash outflows chiefly include the management costs borne by the owner. The assumptions underlying the valuation of the fair value of the real estate were made by the independent valuer on the basis of his professional experience and are therefore subject to uncertainty. The gross present value calculated on this basis is converted to a net present value by deducting the costs incurred by a potential buyer in an orderly transaction.

The amount of a potential buyer's deductible transaction costs depends on the market of relevance for the asset in question. In the case of real estate portfolios, it is necessary to draw a distinction between asset sales involving the direct sale of investment properties and share deals, which entail the sale of shares in companies holding real estate portfolios. Whereas asset deals are regularly subject to real estate transfer tax as well as broker and notary fees, share deals can be structured in such a way as to avoid real estate transfer tax.

The relevant market was deemed to be constituted by the submarkets of the German states. On the basis of information provided by the relevant valuer committees on asset deals on the one hand, and freely available information on share deals on the other, it was not possible to unambiguously identify any main market for the eastern German states with the exception of Berlin or for Lower Saxony. Accordingly, the market for share deals was assumed to be the most appropriate one for measuring the fair value of real estate holdings in these German states. The deductible market-specific transaction costs of a potential buyer under a share deal were assumed to equal 0.2%. No other discounts or premiums were taken into account in determining the fair value for share deals. With respect to real estate holdings in the other German states, i. e. Berlin and the western German states with the exception of Lower Saxony, the market for asset deals was assumed to be the main market in the absence of any evidence to the contrary. The average deductible transaction costs for these stand at 8.1% (previous year: 7.2%).

The definition of the relevant sub-markets is unchanged over the previous year. If the market for asset deals were deemed to be the main market for all German states, the fair value of the residential real estate would be roughly EUR 203m (31 December 2014 roughly EUR 185m) lower. If no main market were identifiable for all the German states, meaning that the market for share deals would be deemed to be the most appropriate market for measuring fair value, the fair value of the residential real estate would be around EUR 57m (31 December 2014 around EUR 75m) higher.

## Cash and cash equivalents

The Group had cash and cash equivalents of EUR 49.5m as of 30 September 2015 (31 December 2014: EUR 196.6m).

The cash and cash equivalents shown in the cash flow statement break down as follows:

<b>Cash flow statement</b>	<b>09 / 30 / 2015 TEUR</b>	<b>12 / 31 / 2014 TEUR</b>
Cash and cash equivalents per the balance sheet	49,450	196,646
Bank balances subject to drawing restrictions	-2,140	-25,213
<b>Cash funds per the cash flow statement</b>	<b>47,310</b>	<b>171,433</b>

## Deferred income tax assets and liabilities

Deferred income tax assets break down as follows:

<b>Deferred tax assets</b>	<b>09 / 30 / 2015 TEUR</b>	<b>12 / 31 / 2014 TEUR</b>
Tax losses carried forward	53,466	52,670
Derivative financial instruments	4,069	4,102
Other (including offsetting)	-1,013	2,209
	<b>56,522</b>	<b>58,981</b>

The following table breaks down the deferred income tax liabilities:

<b>Deferred tax liabilities</b>	<b>09 / 30 / 2015 TEUR</b>	<b>12 / 31 / 2014 TEUR</b>
Valuation of investment properties	244,189	215,594
Other (including offsetting)	-6,824	-4,474
	<b>237,365</b>	<b>211,120</b>

## Rental expenses

Rental expenses break down as follows:

<b>Rental expenses</b>	<b>01/01–09/30/2015 TEUR</b>	<b>01/01–09/30/2014 TEUR</b>
Maintenance expenses	19,247	17,862
Non-recoverable ancillary expenses	7,910	7,563
Operating costs for vacant real estate	9,707	7,725
	<b>36,864</b>	<b>33,150</b>

## Other operating income

The main elements of other operating income break down as follows:

<b>Other operating income</b>	<b>01/01–09/30/2015 TEUR</b>	<b>01/01–09/30/2014 TEUR</b>
Income from the reversal of provisions	509	3,236
Other off-period income (e. g. reimbursements)	1,496	1,679
Other (e. g. gains from the sale of securities)	950	3,085
<b>Total</b>	<b>2,955</b>	<b>8,000</b>

## Impairments on inventories and receivables

This item can be broken down as follows:

<b>Impairments</b>	<b>01/01–09/30/2015 TEUR</b>	<b>01/01–09/30/2014 TEUR</b>
Impairments on rental receivables	3,764	5,239
Impairments on other receivables	0	5,831
Impairments on inventory real estate	185	26
<b>Total</b>	<b>3,949</b>	<b>11,096</b>
of which for discontinued operations	0	-380
<b>Continuing activities</b>	<b>3,949</b>	<b>10,716</b>

## Net interest income / expense

The following table breaks down net interest income/expense:

<b>Interest result</b>	<b>01/01 – 09/30/2015 TEUR</b>	<b>01/01 – 09/30/2014 TEUR</b>
Interest income (cash)	1,297	1,765
Interest expense (cash)	-65,361	-71,772
Gains/losses from fair value revaluation of derivative financial instruments	-2,705	-9,819
Miscellaneous non-cash revenues and expenses	-3,108	-3,180
Funding costs and other non-recurring items	-4,723	-262
<b>Total</b>	<b>-74,600</b>	<b>-83,268</b>
of which for discontinued operations	0	9,082
<b>Continuing activities</b>	<b>-74,600</b>	<b>-74,186</b>

## Income taxes

The table below analyses income taxes:

<b>Income taxes</b>	<b>01/01 – 09/30/2015 TEUR</b>	<b>01/01 – 09/30/2014 TEUR</b>
Actual income taxes for current year	82	480
Actual income taxes for previous years	29	-1,446
Deferred income taxes	28,460	20,203
<b>Total</b>	<b>28,571</b>	<b>19,237</b>
of which for discontinued operations	0	758
<b>Continuing activities</b>	<b>28,571</b>	<b>18,479</b>



## Notes on segment reporting

The income and expenses shown in the segment report can be reconciled with the net rental income shown in the income statement as follows:

	01/01–09/30/2015 TEUR	01/01–09/30/2014 TEUR
Segment results	153,184	153,395
Depreciation on rent receivables	3,764	4,981
Remaining expenses and revenues	-449	-270
Net rental income from discontinued operations	0	-6,855
<b>Rent results per the Group profit and loss report</b>	<b>156,499</b>	<b>151,251</b>

## Disclosures on fair values and financial instruments

The fair values of the assets and liabilities recorded in the consolidated balance sheet break down as follows:

Fair value	Fair value hierarchy	09/30/2015 TEUR	12/31/2014 TEUR
<b>Assets</b>			
Investment properties	Level 3	3,441,698	3,331,600
Derivatives with no hedging relationship	Level 2	53	3,551
<b>Equity and liabilities</b>			
Derivatives with no hedging relationship	Level 2	625	856
Derivatives with a hedging relationship	Level 2	6,568	10,072

In addition, the following financial instruments are measured at amortised cost in the consolidated financial statements:

<b>30 September 2015</b>	<b>Carrying amount TEUR</b>	<b>IAS 39 Category*</b>	<b>Fair value TEUR</b>	<b>Fair value hierarchy</b>
<b>Assets</b>				
Other financial assets				
Investments	5,621	AfS	n/a	n/a
Other financial assets	6,059	LaR	6,059	Level 2
Trade receivables	16,876	LaR	16,876	Level 2
Other current assets	15,156	LaR	15,156	Level 2
Cash and cash equivalents	49,450	LaR	49,450	Level 2
<b>Equity and liabilities</b>				
Liabilities to banks	1,834,184	AmC	1,886,171	Level 2
Liabilities from convertible bonds	71,868	AmC	80,151	Level 2
Liabilities from corporate bonds	438,588	AmC	458,600	Level 2
Other non-current liabilities	3,515	AmC	3,515	Level 2
Trade payables	17,059	AmC	17,059	Level 2
Other current liabilities	9,317	AmC	9,317	Level 2
<b>31 December 2014</b>				
<b>Assets</b>				
Other financial assets				
Investments	5,646	AfS	n/a	n/a
Other financial assets	7,013	LaR	7,013	Level 2
Trade receivables	70,693	LaR	70,693	Level 2
Other current assets	10,269	LaR	10,269	Level 2
Cash and cash equivalents	196,646	LaR	196,646	Level 2
<b>Equity and liabilities</b>				
Liabilities to banks	1,903,710	AmC	1,983,490	Level 2
Liabilities from convertible bonds	105,464	AmC	112,277	Level 2
Liabilities from corporate bonds	443,736	AmC	466,515	Level 2
Other non-current liabilities	3,445	AmC	3,445	Level 2
Trade payables	9,147	AmC	9,147	Level 2
Other current liabilities	11,972	AmC	11,972	Level 2

\* LaR: Loans and Receivables; AmC: Amortised Cost; AfS: Financial Assets Available for Sale

The fair value of assets and liabilities is determined by using inputs which are as market-oriented as possible. The valuation hierarchy divides the input factors into three levels depending on the availability of data:

- Level 1: Prices quoted in active markets for identical assets or liabilities (such as share prices).
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i. e. as prices) or indirectly (i. e. derived from prices).
- Level 3: Valuation techniques for which any significant input is not based on observable market data

If input factors for different hierarchical levels are applied, the fair value is calculated on the basis of the lower hierarchical level. There were no transfers between the individual hierarchical levels in the period under review.

Derivative financial instruments are measured using established methods (e. g. discounted cash flow method), the inputs for which are derived from active markets. The fair values of investment properties are remeasured by external valuers as of 30 September of each year.

The investments are recognised at historical cost less any impairments, as it is not possible to reliably determine their fair values. These are non-listed investments for which there is no active market. These investments are predominantly subsidiaries engaged in the real estate sector with only minor business activities. At the moment, there is no specific intention for these investments to be sold.

The fair value of the other financial assets corresponds to the present value of the expected cash flows in the light of their duration and risk-adjusted market interest rates. Non-current bank borrowings and other non-current liabilities are measured accordingly. Trade receivables, other current assets and cash and cash equivalents have short settlement periods. Accordingly, their carrying amount as of the balance sheet date comes close to their fair value. This also applies to current bank borrowings, trade payables, other current liabilities and liabilities in connection with non-current available-for-sale assets (if falling within the scope of IFRS 7). The fair value of non-current bank borrowings and other non-current liabilities is calculated using the discounted cash flow method. The discount rate is based on an appropriate market interest rate.

There were no material changes in the Group's financial risks (interest, default, liquidity and finance risk) in the period under review compared with 31 December 2014.

### **Material events after the end of the period covered by this interim report**

At the beginning of November 2015, TAG acquired 1,776 units in Brandenburg an der Havel at a price of around EUR 41.5m. The ownership rights and obligations are to be transferred effective 31 December 2015.

In addition, a portfolio of 1,304 mostly refurbished units in North Rhine-Westphalia and Lower Saxony changed hands for a price of EUR 36.8m at the beginning of November 2015. The ownership rights and obligations are also to be transferred effective 31 December 2015.

Under a structured bidding procedure, the sale of the mixed-use building complex in Stuttgart to an institutional investor was signed at the end of October 2015. The sale took the form of a share deal. The purchase price, which is based on the value of the real estate, was at EUR 87.5m. The ownership rights and obligations are to be transferred effective 31 December 2015.

## Basis of reporting

The preparation of the abridged consolidated interim financial statements pursuant to IFRS requires the management boards and management staff of the consolidated companies to make assumptions and estimates influencing the assets and liabilities carried on the balance sheet, the disclosure of contingent liabilities on the balance-sheet date and the expenses and income reported during the periods under review. Actual amounts arising in future periods may differ from these estimates. Moreover, the abridged consolidated interim financial report includes statements which do not entail reported financial data or any other type of historical information. These forward-looking statements are subject to risk and uncertainty and as a result, the actual results may deviate substantially from these forward-looking statements. Many of these risks and uncertainties are related to factors which the Company can neither control, influence nor precisely estimate. This concerns, for example, future market and economic conditions, other market participants' behaviour, the ability to successfully integrate companies after acquisition and tap expected synergistic benefits, as well as changes to tax legislation. Readers are reminded not to place any undue confidence in these forward-looking statements, which apply only on the date on which they are given.

Hamburg, 5 November 2015



**Claudia Hoyer**  
COO



**Martin Thiel**  
CFO



**Dr Harboe Vaagt**  
CLO

## TAG FINANCIAL CALENDAR

5 November 2015	Publication of Interim Report Q3 2015
25 February 2016	Publication of Preliminary Results 2015
24 March 2016	Publication of Annual Report 2015
10 May 2016	Publication of Interim Report Q1 2016
17 June 2016	Annual General Meeting – Hamburg
28 June 2016	Capital Markets Day – Hamburg
11 August 2016	Publication of Interim Report Q2 2016
10 November 2016	Publication of Interim Report Q3 2016

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The Interim Report on the third quarter is also available in German.  
 The German version is legally binding.



Kastanienstrasse, Riesa

# **TAG**

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