



# Company presentation H1 2023

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TAG overview

# TAG markets



Two separate country operations with distinct strategic angles



### **ROBYG**



# Strategy

### Immobilien AG

### TAG Germany

- Acquisition of residential properties with value creation
  - A cities with B locations or B cities with A locations
  - Acquisition of higher rental yield properties / portfolios due to above average vacancy and refurbishment requirements
- Value creation via active asset management, which allows to grow rents, reduce vacancy and increase property values
- Value crystallisation via selective asset disposals from portfolio

### **TAG Poland**

- Building a portfolio of residential properties via own project developments in A cities only
- Focus on new constructed apartments to address the demand of the Polish population for higher quality buildings
- Value creation starts already in project development phase
- Project developments which are not suited for letting post completion, will be sold

# FF0 I Key FFO II metrics NTA

I-f-I rental growth

perspective

- Vacancy reduction
- Selective asset disposals yield disposal profits
- Value creation from active asset management

### Build-to-hold

 Rental income starting to contribute substantially from 2023/2024 onwards

n/a (no disposals planned)

 Value uplift post completion of project development

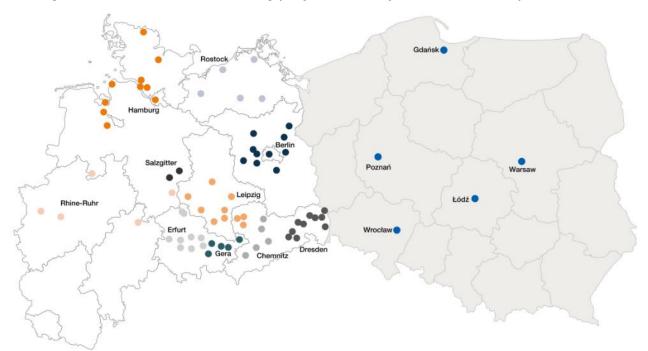
### Build-to-sell

n/a

- Realization of sales profits
- Net cash proceeds to be reinvested into "build-to-hold"
- NTA growth by realizing sales profits

# TAG overview and strategy

Leading German affordable housing player and major Polish development business



GAV/ real estate assets Germany H1 2023	EUR 5,824.0m
GAV/ Teal estate assets Germany TTT 2025	LUIX 3,024.0111
GAV/ real estate assets Poland H1 2023	EUR 1,285.3m
GAV/ real estate assets in TOTAL H1 2023	EUR 7,109.3m
FFO I H1 2023	EUR 89.1m
FFO II H1 2023	EUR 111.6m
Market cap 30 Jun -2023	EUR 1,520m
EPRA NTA per share 30 Jun-2023	EUR 18.93
LTV 30 Jun-2023	47.5%

### Strategy for German portfolio

- 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 metrics 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

### Strategy for Poland portfolio

- The Polish build to hold and build to sell platform bundles the Vantage and ROBYG business within one structure
- The current focus is on progressing the build to sell projects in order to maximise short term cash generation, which allowed the Poland portfolio to attaint a self-funding stage
- For the build to hold activities, the long term goal is to build c. 20,000 letting units in the residential-for-rent market in major Polish cities (A-cities only)
  - The focus is on new constructed apartments to address the demand of the Polish population for higher quality buildings
  - The value creation starts already in the project development phase, with a highly attractive c. 7% GRI yield on cost

# TAG highlights H1 2023: disposals, re-financings and operational performance

1

Successful asset disposals in Germany

2

Material repayments of unsecured debt; broad access to bank loans

3

Further reduction of ROBYG bridge financing

- Operational business in Germany and Poland performs well
- Devaluation of German real estate portfolio as a result of elevated interest rate environment

- 1,051 units (including one commercial building) sold in H1 2023 with total gross sales proceeds of EUR 161.8m and expected net cash proceeds of EUR 143.1; units sold at average gross yield of 4.4% with current vacancy at 2.0%; closing in H1 2023/end of Q3 2023; book loss of EUR 3.9m
- Within the last year (since 1 July 2022), 1,937 units were sold for total gross sales proceeds of EUR 234.2m and net cash proceeds of EUR 206.9m
- Repayments of corporate bonds and promissory notes of EUR 304m in H1 2023; total repayments of unsecured debt (including bridge loan) since 1 July 2022 amount to EUR 890m
- Bank loans with a total amount of EUR 490m signed since 1 July 2022; new liquidity of EUR 378m created; average interest cost of 4.38% and average maturity of 6.1 years for bank loans signed in 2023 (average margin 1%)
- Bridge loan from acquisition of ROBYG further reduced from EUR 250m at the end of Q1 2023 to EUR 175m at 30 Jun-2023 and EUR 75m as of 14 Aug-2023
- Full repayment expected towards the end of Q3 2023; final maturity in Jan-2024
- Despite growing financing costs, the results from the operational business still keep the profitability within last year's range (7% FFO I reduction and 11% FFO II growth Y-o-Y); EBITDA growing in both businesses
- Rising sales numbers in Poland in H1 2023 (1,817 units compared to 595 units in H1 2022); nearly 2,300 rental apartments in Poland completed and in operation; Occupancy already at 89.3% and I-f-I rental growth of 14.4%
- Devaluation of the German portfolio by 7.4%, following an already incurred devaluation of 5.5% in the second half of 2022 (H1 2022: valuation gain of 4.0%); valuation of EUR 1,100 per sqm and a gross initial yield of 5.9%
- LTV of 47.5% nearly unchanged compared to year end 2022 (46.7%); ICR and net financial debt/EBITDA adjusted remain at strong 6.4x and 10.1x (5.0x and 13.2x excluding the Polish sales business)

Nearly 2,000 units sold and EUR 207m net cash proceeds generated since July 2022

EUR 890m of unsecured debt repaid since July 2022; new liquidity from bank loans during this time of EUR 378m

Bridge loan reduced to EUR 75m and final repayment expected towards end of Q3 2023

Growing EBITDA in the rental and sales business

Devaluation by 7.4%, despite this, LTV of 47.5% shows little change

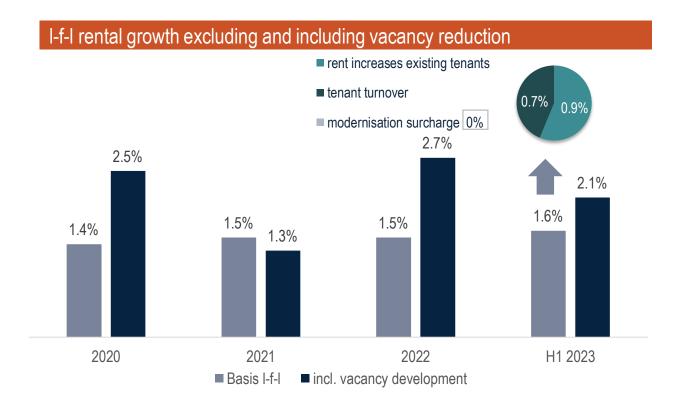


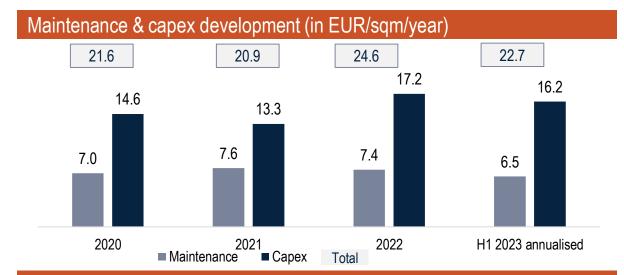
# TAG German portfolio rental growth and capex allocation

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

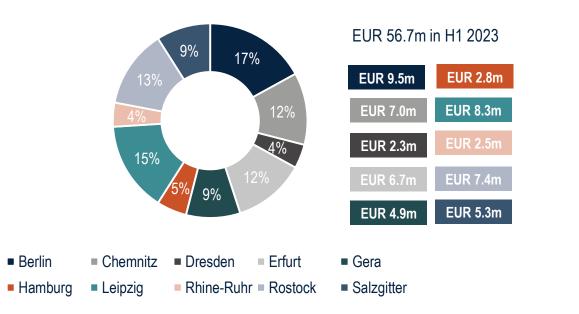
### Rental growth achieved with moderate investments

- TAG creates attractive rental growth from
  - Regular rent increases and tenant turnover ("basis I-f-I rental growth")
  - Vacancy reduction (leading to "total I-f-I rental growth")
- Investment of capex at selective locations targeted to reduce vacancy: Investments in vacancy reduction result in highly attractive returns: c.7%-12% equity return on capex in large modernisation measures and c.40%-45% equity return in the modernization of vacant flats





### Maintenance & capex split by region



# TAG German portfolio vacancy reduction residential units

Strong track record of recurring vacancy reduction after acquisitions leads to significant value creation



<sup>\*</sup> including acquisitions from the previous year, part of vacancy in residential units from Q1 onwards

# TAG portfolio valuation overview Germany

### Portfolio valuation result

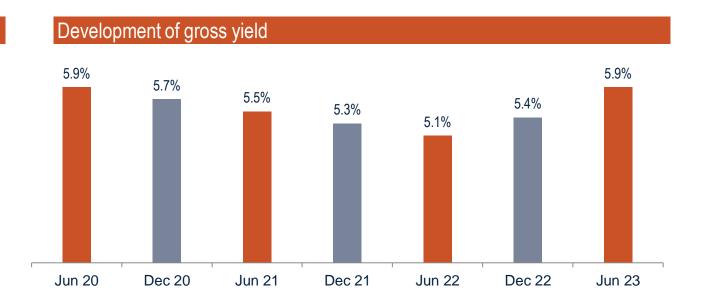
H1 2023 vs. H1 2022	H1 2023	H1 2022
in EUR m	-471.2	256.5**
semi-annual valuation result (w/o capex)	-7.4%	+4.0%
thereof from yield compression/ expansion	-8.3%	+3.4%
thereof from operational performance	+0.9%	+0.6%

<sup>\*</sup> total valuation loss of EUR -455.5m in H1 2023: thereof EUR -471.2m relates to properties in Germany, EUR 15.6m valuation gain from properties in Poland

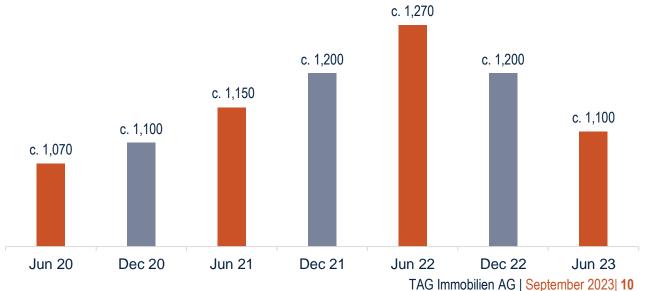
<sup>\*\*</sup> total valuation gain of EUR 273.3m in H1 2022: thereof EUR 256.5m relates to properties in Germany, EUR 16.7m to properties in Poland

FY 2022 vs. FY 2021	FY 2022	FY 2021
in EUR m	-97.3	525.0**
annual valuation uplift/ loss (w/o capex)	-1.5%	+9.0%
<ul> <li>thereof from yield compression/ expansion</li> </ul>	-2.4%	+7.2%
thereof from operational performance	+0.9%	+1.8%

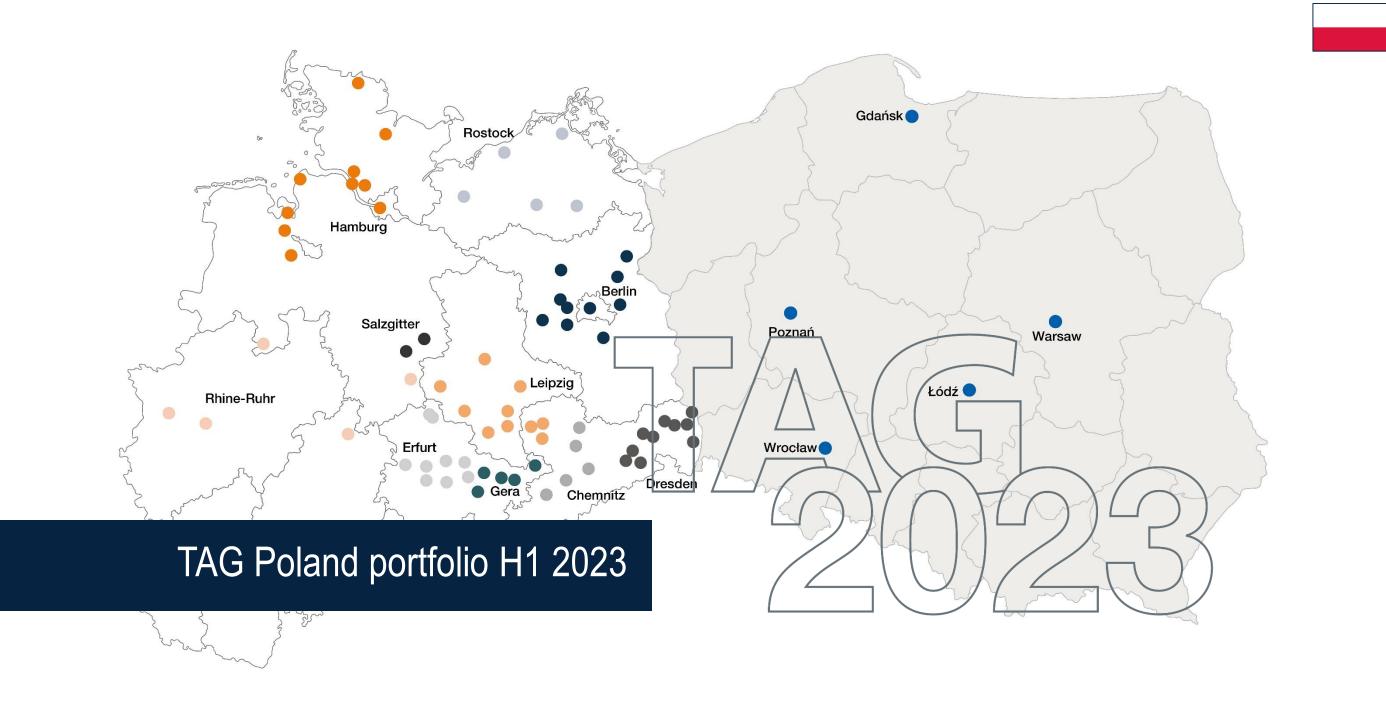
<sup>\*</sup> total valuation loss of EUR -64.2m in FY 2022; thereof EUR -97.3m relates to properties in Germany, EUR 33.1m valuation gain from properties in Poland







<sup>\*\*</sup> total valuation gain of EUR 540.0m in FY 2021: thereof EUR 525.0m relates to properties in Germany, EUR 15.0m to properties in Poland



# TAG Poland portfolio overview

Establish Polish build-to-sell and build-to-hold platform, based on the fully integrated Vantage and ROBYG businesses

### Portfolio strategy and geographic breakdown

- Building a portfolio of residential properties via own project developments in A cities only
- Focus on new constructed apartments to address the local demand for high quality apartments
- The value creation starts already in the project development phase, highly attractive c. 7% GRI yield on cost



### Key portfolio metrics 30 Jun-2023

BUILD-TO-HOLD	Total
Total sqm	c. 523,100
Total investment costs/sqm* in EUR	c. 2,200
Average gross rental yield	c.7%
Average rent per sqm/month* in EUR	c. EUR 12-14
Average apartment size	c. 45 sqm
Units completed	2,281
Units under construction	1,062
Landbank (possible units)	7,547
Estimated EBITDA margin	>75%
BUILD-TO-SELL	
Total sqm	c. 1,012,000
Total investment costs/sqm* in EUR	c. 1,800
Average sales price per sqm* in EUR	c. 2,500
Average apartment size	c. 50 sqm
Units under construction**	5,823
Landbank (possible units)	13,563
Estimated EBITDA margin on sales	>20%

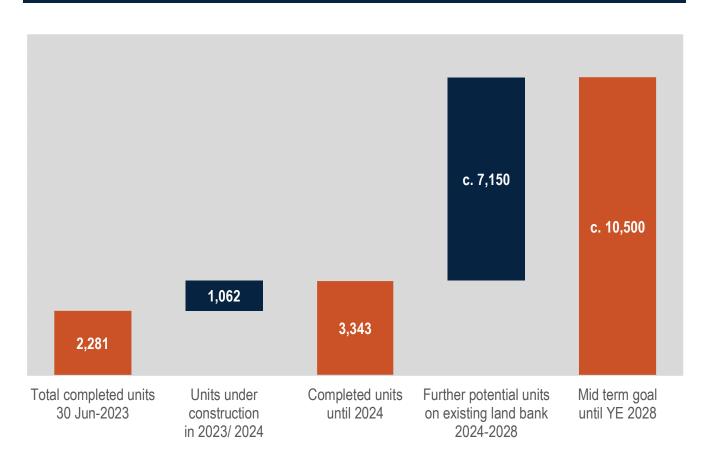
<sup>\*</sup>based on PLN/EUR exchange rate of 0.2253 as of 30 Jun-2023

<sup>\*\*</sup>thereof c. 200 units finished and unsold

# TAG Poland build-to-hold portfolio mid-term development

Overview of the planned development for the build-to-hold pipeline

### Overview of the Polish build-to-hold portfolio



### Potential scenarios for the build-to-hold portfolio

	Scenario 1: Growth only by using surplus cash from sales business	Scenario 2: Additional growth via external/ TAG financing of c. EUR 100m p.a.	
# units already finished/currently under construction	c. 3,350	c. 3,350	
# (new) units under construction 2024-2028	c. 3,250	c. 7,150	
# units on the market in c. 5 years (YE 2028)	c. 6,600	c. 10,500	
Net actual rent in 2029	c. EUR 55m	c. EUR 85m	
EBITDA margin in 2029	c. 75%	c. 80%	

Sales business expected to deliver c. EUR 50-60m annual surplus (including new land bank acquisitions in the future) based on an annual sales volume of c. 3,500-4,000 units in the coming years

# TAG Rental portfolio Poland

Continious strong rental results and a growing portfolio

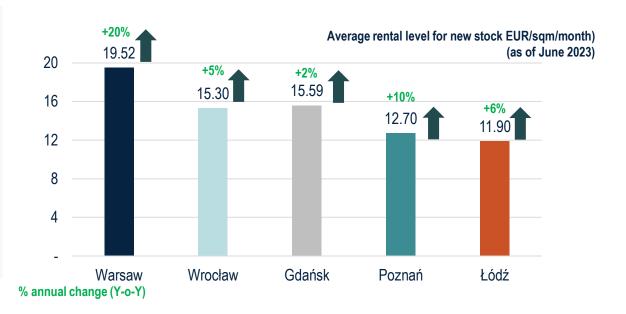
Region	Units #	Rentable area sqm	Fair value (IFRS) EURm Jun-2023	In-place yield	Vacancy Jun-2023	Vacancy Dec-2022	Net actual rent EUR/ sqm/month*	I-f-I rental growth y-o-y
Residential units in operations > 1 year	510	22,126	55.6	5.5%	3.7%	3.9%	11.90	14.4%
Wroclaw	361	14,536	38.9	5.4%	4.7%	3.9%	12.72	16.9%
Poznan	149	7,590	16.7	5.5%	1.9%		10.36	9.0%
Residential units in operations < 1 year	1,720	74,087	189.2		12.7%	50.2%	12.86	
Wroclaw	788	33,489	92.4		2.5%	54.6%	14.67	
Poznan	677	29,868	72.3		16.0%	29.5%	10.88	
Lodz	255	10,731	24.5		35.7%	91.8%	11.52	
Total residential units	2,230	96,214	244.8		10.7%	35.4%	12.62	
Commercial units	51	5,814	15.5		46.1%	57.9%	15.91	
Total portfolio	2,281	102,027	260.3		12.7%	35.8%	12.73	

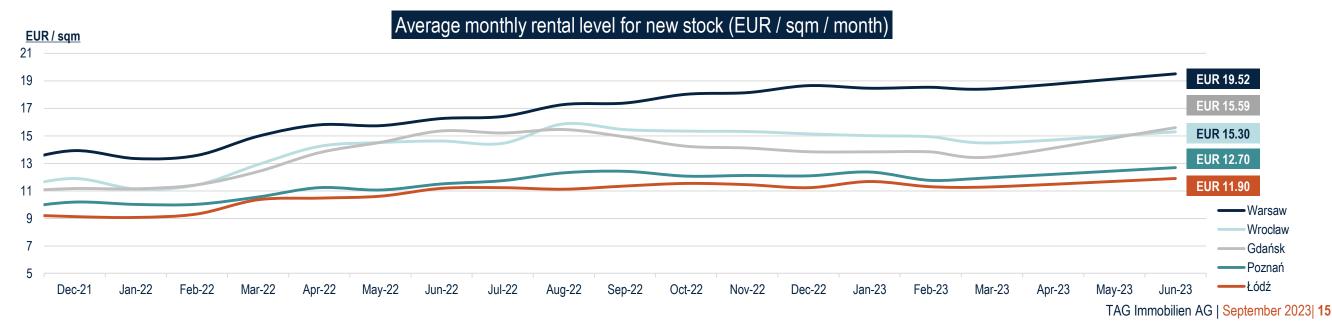
<sup>\*</sup>net actual rent based on PLN/EUR exchange rate of 0.2253 as of 30 Jun-2023

# Overview of Polish residential rental market

### Strong increase in rent prices throughout major Polish cities

- Throughout 2022, there was a high demand for apartments for rent throughout Poland. A sharp increase in rents, which was observed during Q2 2022, was mainly due to refugees and companies relocating workers from Ukraine, aggravating the supply demand imbalance
- The rental growth trend continued until the end of 2022. Since the beginning of Q1 2023 the rent levels have slightly increased
- Overall demand for apartments remains high, mainly due to the low availability of flats





# TAG Poland portfolio historical performance trajectory

Strategic focus on develop to sell projects drives uptick in disposal volumes, which allows to capitalize on rising sales prices



# TAG Poland – New joint venture with institutional investor

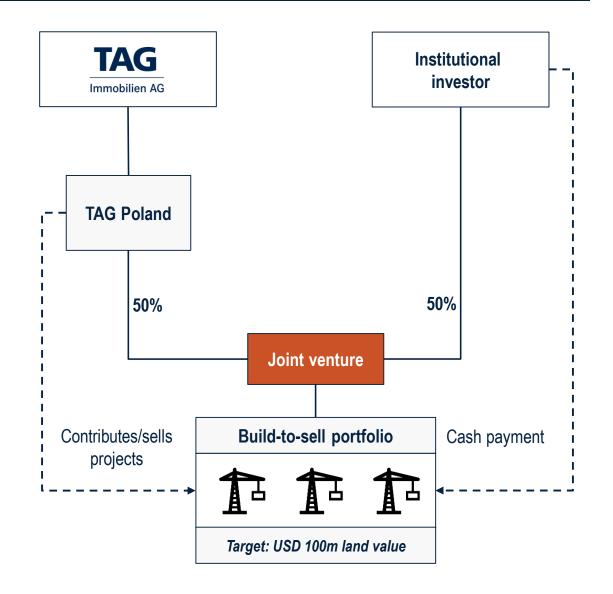
### Description

- On 28 April 2023 TAG signed a joint venture agreement with an international institutional investor in order to develop a build-to-sell portfolio in Poland
- The joint venture ("**JV**") targets investments for land acquisition of USD 100m
- Initial contribution of projects in Warsaw and in Tri-City from TAG's current build-to-sell portfolio into JV structure
- additional projects might be acquired from third parties
- JV structure will accelerate pace of TAG's growth in Poland
- Cash generation for TAG from contribution of assets in JV and for services within the JV

### Key terms of joint venture

Stake TAG	50%
Stake institutional investor	50%
Targeted investment volume for land acquisition	USD 100m

### Joint venture structure (simplified)





TAG financing structure H1 2023

# TAG financing structure



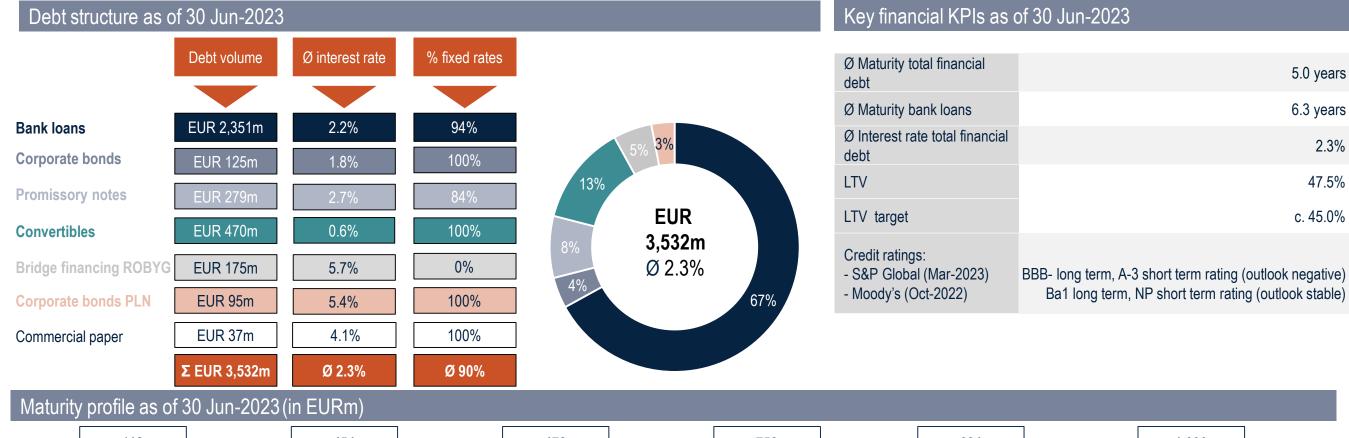
5.0 years

6.3 years

2.3%

47.5%

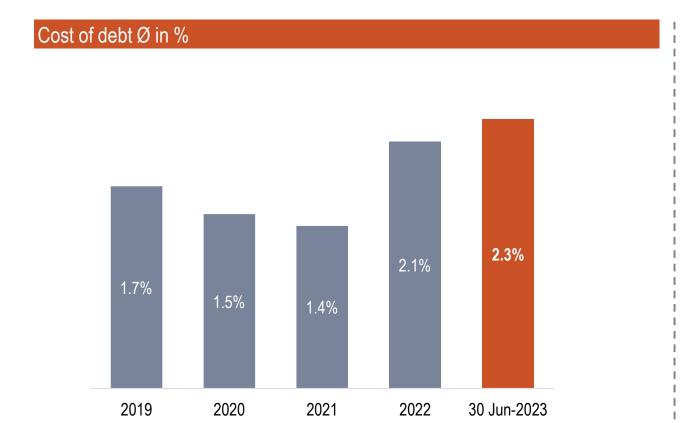
c. 45.0%





<sup>\*</sup> nearly completely RCFs used for Polish sales business \*\*repaid in July 2023 \*\*\*reduced to EUR 75m in July and August 2023







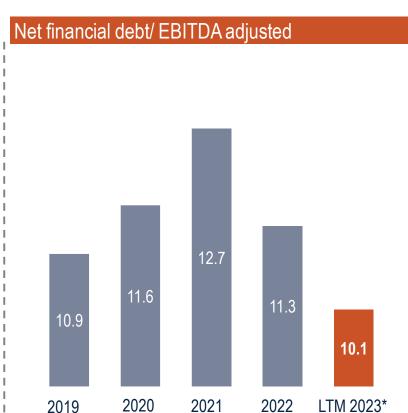
# TAG other financing metrics

ICR

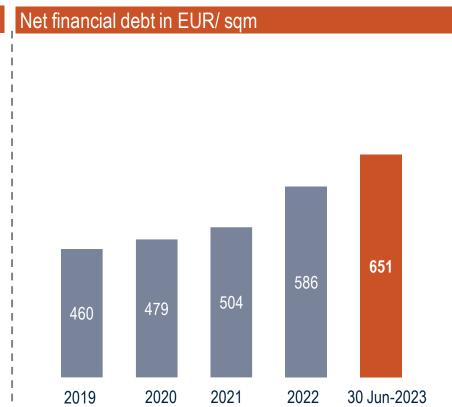


6.4x reflects the total adjusted EBITDA of the group (rental and sales business) in relation to the group net financial result. This figure for the rental business only amounts to 5.0x.

\*LTM: last twelve month



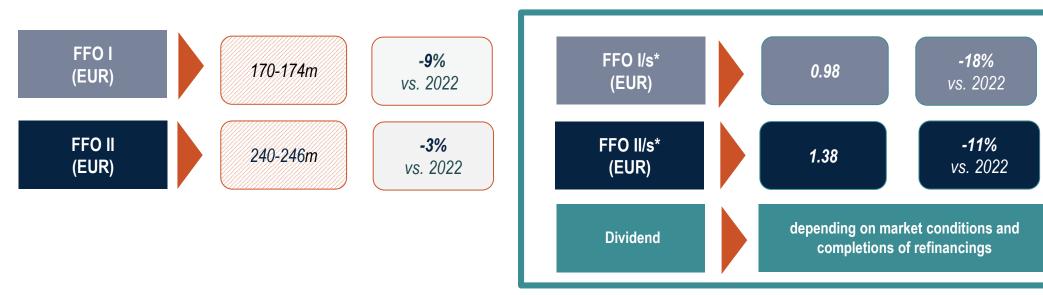
10.1x reflects the total adjusted EBITDA of the group (rental and sales business) in relation to the group net financial debt. This figure for the rental business only amounts to 13.2x.



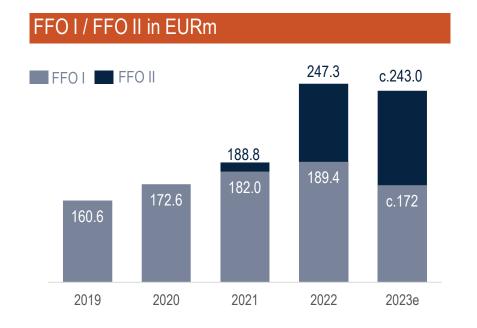
Net financial debt in EUR/sqm refers to the rental business only (i.e. net financial debt allocated to the rental business in relation to total sqm under operation in the rental business)

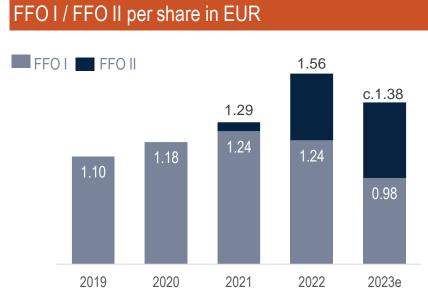


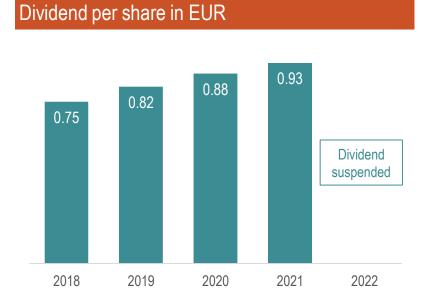
# TAG FFO and dividend guidance FY 2023 (unchanged)



<sup>\*</sup> based on 175,441,591 average NOSH (oustanding without treasury shares)







TAG Immobilien AG | September 2023 | 23

APPENDIX S

Financial performance

	Q2 2023	Q1 2023	H1 2023	H1 2022	FY 2022
• FFO I (EURm)	46.5	42.6	89.1	96.2	189.4
• FFO I (EUR/share)	0.27	0.24	0.51	0.66	1.19
• FFO II (EURm)	60.5	51.1	111.6	100.6	247.3
• FFO II (EUR/share)	0.35	0.29	0.64	0.69	1.56
		31 Mar-2023	30 Jun-2023	30-Jun 2022	31 Dec-2022
EPRA NTA (EUR/share), fully diluted		20.96	18.93	25.17	20.74
• LTV		46.4%	47.5%	47.0%	46.7%

Operational performance German portfolio

	(/////////////////////////////////////	Valadalalalalalalalalalalalalalalalalala				
	Q2 2023	Q1 2023	H1 2023	H1 2022	FY 2022	
<ul><li>Units Germany</li></ul>	85,748	86,565	85,748	87,314	86,914	
<ul> <li>Annualised net actual rent EURm p.a. (total portfolio)</li> </ul>	338.5	340.4	338.5	337.5	340.6	
Net actual rent EUR/sqm/month (residential units)	5.68	5.66	5.68	5.59	5.64	
Net actual rent EUR/sqm/month (total portfolio)	5.78	5.76	5.78	5.70	5.73	
<ul><li>I-f-I rental growth Y-o-Y</li></ul>	1.6%	1.6%	1.6%	1.5%	1.5%	
<ul> <li>I-f-I rental growth Y-o-Y (incl. vacancy reduction)</li> </ul>	2.1%	2.8%	2.1%	2.0%	2.7%	
<ul> <li>Vacancy (residential units)</li> </ul>	4.7%	4.7%	4.7%	5.3%	4.5*/4.4%	
<ul> <li>Vacancy (total portfolio)</li> </ul>	5.0%	4.9%	5.0%	5.5%	4.8%	

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

# TAG highlights H1 2023: Poland

Operational performance
Poland

	Q2 2023*	Q1 2023	H1 2023*	H1 2022	FY 2022
Revenues from sale of properties (EURm)	32.2	58.1	90.3	65.8	337.6
Rental revenues (EURm)	2.7	1.5	4.2	1.2	2.7
FFO I Poland** (EURm)	-0.1	-0.3	-0.4		
Adjusted net income from sales Poland (EURm)	14.4	8.8	23.2	5.1	59.3
Units handed over ***	280	583	863	599	3,510
Units sold***	845	972	1,817	595	1,751
GAV Polish portfolio (EURm)*	1,285	1,191	1,285	1,147	1,153

<sup>\*</sup> based on PLN/EUR exchange rate of 0.2253 as of 30 Jun-2023









<sup>\*\*</sup> Polish rental operations disclosed separately for the first-time in 2023; until 2022 rental business was included in results operations Poland due to materiality reasons

<sup>\*\*\*</sup>first time consolidation of ROBYG at 31 Mar-2022; under pro-forma consolidation in FY 2022: 2,389 sold units and 3,788 units handed over

### TAG income statement\*

(in EURm)	Q2 2023	Q1 2023	H1 2023	H1 2022	FY 2022
Net actual rent**	87.4	86.6	174.1	169.1	339.9
Expenses from property management**	-13.2	-15.8	-29.1	-31.3	-62.0
Net rental income 2	74.2	70.8	145.0	137.8	277.9
Net income from services 3	8.0	7.9	15.9	14.4	28.6
Net income from sales 4	4.1	9.2	13.3	2.8	35.4
Other operating income	5.8	4.8	10.6	7.7	20.2
Valuation result 5	-451.0	-4.5	-455.5	273.3	-64.2
Personnel expenses 6	-21.4	-20.7	-42.1	-35.4	-77.7
Depreciation	-2.9	-2.7	-5.7	-5.2	-10.6
Other operating expenses	-7.8	-6.8	-14.6	-18.1	-32.7
EBIT	-391.1	57.9	-333.2	377.3	176.8
Net financial result 7	-22.4	-17.4	39.8	-9.9	-32.6
EBT	-413.5	40.5	-372.9	367.3	144.2
Income tax 8	75.6	-7.4	68.2	-65.5	-26.9
Consolidated net profit	-337.8	33.1	-304.7	301.8	117.3

Slight increase in net actual rent Q-o-Q by EUR 0.8 despite portfolio sales in Germany as a result of ongoing rental growth in Germany and Poland.

- Improved net rental income by EUR 3.4m Q-o-Q driven by higher net rent (EUR 0.8m), lower maintenance (EUR 1.4m) and lower other property management costs (EUR 1.2m) in Germany.
- Net income from services remains on last quarter's level as general cost increase counter-affects income growth from rendering more services.
- The net income from sales decreases Q-o-Q mainly due to seasonally lower handovers of apartments in Q2; adjusted net income from sales in Poland is growing Y-o-Y.
- Valuation result in Q2 2023 contains full portfolio valuation; total valuation decrease in Germany of 7.4% at 30 Jun-2023 (valuation loss of EUR 471.2m); positive result from revaluation of Polish rental apartments (EUR 15.6m).
- Personnel expenses almost stable Q-o-Q; increase Y-o-Y because of first-time consolidation of ROBYG at 31 Mar-2022.
- Net financial result reduced by EUR 5.0m Q-o-Q mainly driven by non-cash valuation results from derivative financial instruments (e.g. interest rate swaps).
- Income tax in Q2 2022 contains to the largest part deferred taxes of EUR 78.0m (deferred tax income mainly due to valuation loss in Germany) and cash taxes of EUR 9.8m (mainly attributable to Poland).

<sup>\*</sup>for further income statement details (breakdown by Germany and Poland) see Appendix

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



(in EURm)	Germany Q2 2023	Poland Q2 2023	Poland - Rental Q2 2023	Poland – Sales Q2 2023	Total Q2 2023	Germany H1 2023	Poland H1 2023	Poland - Rental H1 2023	Poland – Sales H1 2023	Total H1 2023
Net actual rent*	84.8	2.7	2.7	0.0	87.4	169.9	4.2	4.2	0.0	174.1
Expenses from property management*	-12.9	-0.4	0,4	0.0	-13.2	-28.6	-0.5	-0.5	0.0	-29.1
Net rental income	71.9	2.3	2.3	0.0	74.2	141.2	3.8	3.8	0.0	145.0
Net income from services	7.4	0.6	0.4	0.2	8.0	15.1	0.8	0.5	0.4	15.9
Net income from sales	-0.4	4.5	0.0	4.5	4.1	-0.7	14.0	0.0	14.0	13.3
Other operating income	1.7	4.1	1.0	3.1	5.8	2.1	8.5	1.6	6.9	10.6
Valuation result	-466.7	15.6	0.0	15.6	-451.0	-471.2	15.6	0.0	15.6	-455.5
Personnel expenses	-14.6	-6.8	-0.9	-5.9	-21.4	-29.1	-13.0	-1.9	-11.1	-42.1
Depreciation	-2.4	-0.6	-0.1	-0.5	-2.9	-4.8	-0.9	-0.1	-0.8	-5.7
Other operating expenses	-5.7	-2.1	-0.6	-1.5	-7.8	-10.5	-4.2	-0.9	-3.2	-14.6
EBIT	-408.8	17.7	2.1	15.6	-391.1	-357.8	24.6	2.8	21.8	-333.2
Net financial result	-21.6	-6.3	-1.3	-5.0	-22.4 **	-36.4	-9.0	-3.6	-5.4	-39.8 **
EBT	-430.4	11.4	0.8	10.6	-413.5	-394.1	15.7	-0.7	16.4	-372.9
Income tax	78.9	-3.3	-0.2	-3.1	75.6	72.8	-4.6	0.1	-4.7	68.2
Net income	-351.5	8.1	0.7	7.5	-337.8	-321.3	11.1	-0.6	11.7	-304.7

<sup>\*</sup>w/o IFRS 15 and IFRS 16 effects; for further details see Annual Report

<sup>\*\*</sup> includes consolidation effects of EUR -5.5m

# TAG EBITDA, FFO and AFFO calculation

(in EURm)	Q2 2023*	Q1 2023	H1 2023*	H1 2022	FY 2022*
EBIT Germany	-408.8	51.0	-357.8	361.3	118.1
EBIT Poland rental**	2.1	0.7	2.8	0.0	0.0
Total EBIT Germany and Poland rental	-406.7	51.7	-355.0	361.3	118.1
+ Adjustments					
Valuation result	466.7	4.5	471.2	-265.5	97.3
Depreciation	2.4	2.5	4.9	4.7	9.4
One-offs (acquisition ROBYG)	0.0	0.0	0.0	7.4	7.3
Net income from sales Germany	0.4	0.3	0.7	0.7	1.4
EBITDA (adjusted) rental business	62.8	59.0	121.8	117.6	233.5
EBITDA (adjusted) margin	71.9%	68.1%	71.7%	70.0%	69.2%
- Net financial result (cash, after one-offs)	-14.4	-15.3	-29.7	-20.1	-41.9
- Cash taxes	-1.7	-0.8	-2.5	-0.7	-1.0
- Cash dividend payments to minorities	-0.2	-0.3	-0.5	-0.6	-1.2
FFO I	46.5	42.6	89.1	96.2	189.4
thereof FFO I German business	46.6	42.9	89.5	96.2	189.4
thereof FFO I Polish business	-0.1	-0.3	-0.4	0.0	
- Capitalised maintenance	-3.3	-1.2	-4.5	-2.8	-17.2
AFFO before modernisation capex	43.2	41.4	84.6	93.4	172.3
- Modernisation capex	-16.5	-19.4	-35.9	-31.4	-69.4
AFFO 3	26.7	22.0	48.7	62.0	102.8
Net income from sales Germany	-0.4	-0.3	-0.7	-0.7	-1.4
Adjusted net income from sales Poland 4	14.4	8.8	23.2	5.1	59.3
FFO II	60.5	51.1	111.6	100.6	247.3
(FFO I + net income from sales Germany and Poland)	00.5	31.1	111.0	100.0	241.3
Weighted average number of shares outstanding (in '000)	175.442	175,442	175,442	146,391	158,900
FFO I per share (EUR)	0.27	0.24	0.51	0.66	1.19
FFO II per share (EUR)	0.35	0.29	0.64	0.69	1.56
Weighted average number of shares, fully diluted (in '000)	175.442	175,442	175,442	148,391	158,900
FFO I per share (EUR), fully diluted	0.27	0.24	0.51	0.65	1.19
FFO II per share (EUR), fully diluted	0.35	0.29	0.64	0.68	1.56

- EBITDA (adjusted) rental business increases Q-o-Q (EUR 3.8m) mainly as a result of higher net rental income (EUR 3.4m).
- FFO I increased by EUR 3.9m Q-o-Q, mostly following the operative EBITDA development.
- 3 AFFO increases Q-o-Q by EUR 4.7m following good FFO I development and net decrease in capitalised maintenance/modernisation capex (EUR 0.8m).

FFO II contribution Poland (in EURm)	Q2 2023	H1 2023	H1 2022**
EBIT sales Poland	15.6	21.8	15.9
Effects from purchase price allocation	20.5	26.0	14.4
Valuation result	-15.6	-15.6	-16.7
Depreciation	0.5	0.8	0.5
EBITDA (adjusted) sales Poland	21.0	32.9	14.1
Net financial result (cash, after one-offs)	-0.7	-0.9	-1.4
Cash taxes	-5.9	-8.1	-5.8
Minority interests	0.0	-0.8	-1.8
Adjusted net income from sales Poland	14.4	23.2	5.1

<sup>\*</sup> For further income statement details (breakdown by Germany and Poland) see Appendix.

<sup>\*\*</sup>Polish rental operations disclosed separately for the first-time in 2023; until 2022 rental business was included in "result operations Poland" due to materiality reasons.

# TAG balance sheet

(in EURm)	30 Jun-2023	31 Dec-2022
Non-current assets	6,532.3	6,936.1
Investment property	6,128.6	6,569.9
Deferred tax assets	16.8	22.2
Other non-current assets	386.9	344.0
Current assets	1,035.5	1,091.1
Real estate inventory	782.1	714.2
Cash and cash equivalents	101.3	240.5
Other current assets	152.0	136.4
Non-current assets held-for-sale	188.7	187.4
TOTAL ASSETS	7,756.4	8,214.6
Equity	3,057.8	3,307.7
Equity (without minorities)	2,957.6	3,198.5
Minority interest	100.2	109.3
Non-current liabilities	3,768.0	3,800.4
Financial debt	3,070.1	3,032.2
Deferred tax liabilities	636.8	716.2
Other non-current liabilities	61.1	52.0
Current liabilities	930.6	1,106.5
Financial debt	444.4	749.1
Other current liabilities	5 486.2	357.4
Non current liabilities held for sale	0.0	0.0
TOTAL EQUITY AND LIABILITIES	7,756.4	8,214.6

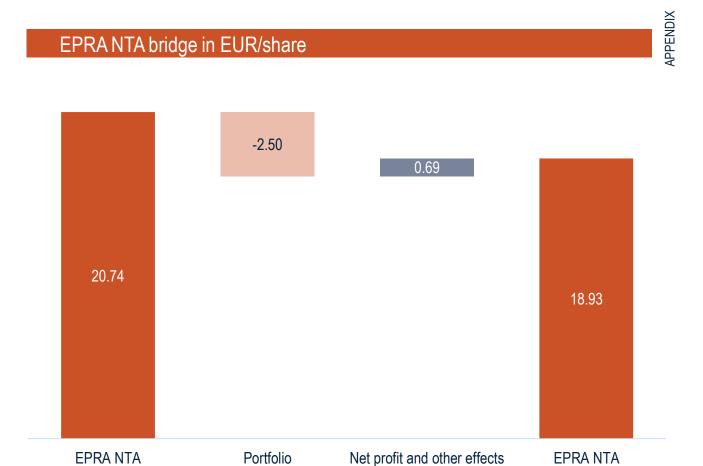
- The change in investment properties mainly results from property revaluation (EUR -455.5m), capex in H1 2023 (EUR 40.5m) and investments in Poland (EUR 36.8m). Furthermore, properties with a carrying amount of EUR 67.8m were reclassified to non-current assets held for sale.
- The change in real estate held as inventories resulted primarily from transactions in Poland. In addition to investments (EUR 136.5m), properties amounting to EUR 120.8m were sold and EUR 11.5m were reclassified from investment properties. Furthermore, currency differences in the amount of EUR 37.2m had an increasing impact.
- The change essentially corresponds to the consolidated net profit.
- The reduction in current financial liabilities mainly results from the repayment of a promissory note in Germany of EUR 100.0m, a German corporate bond of EUR 125.0m and a corporate bond in Poland of EUR 50.8m. Furthermore, the bridge financing from the ROBYG acquisition was reduced by EUR 75.0 during H1 2023. This was offset, among other things, by the reclassification of long-term financial debt to the short-term liabilities (EUR 59m).
- The change is mainly due to the increase in advance payments received from sales within the business in Poland of EUR 61m.

# TAG EPRA NTA calculation



### EPRA Net Tangible Assets

(in EURm)	30 Jun-2023	31 Dec-2022
Equity (without minorities)	2,957.6	3,198.5
+ Deferred taxes on investment properties and financial derivatives	554.7	638.6
+ Fair value of financial derivatives	-3.0	-6.1
+ Difference between fair value and book value for properties valued at cost	91.8	74.1
- Goodwill	-275.6	-261.3
- Other intangible assets	-4.5	-4.9
EPRA NTA, fully diluted	3,321.0	3,638.9
Number of shares, fully diluted (in '000)	175,442	175,442
EPRA NTA per share (EUR), fully diluted	18.93	20.74



valuation

31 Dec-2022

30 Jun-2023



	EPRA NRV	EPRA NTA	EPRA NDV
	Net reinstatement value	Net tangible assets	Net disposal value
(in EURm)	30 Jun-2023	30 Jun-2023	30 Jun-2023
Equity (before minorities)	2,957.6	2,957.6	2,957.6
Difference between fair value and book value for properties valued at cost	91.8	91.8	0.0
Deferred taxes on investment properties and derivative financial instruments	617.9	554.7	0.0
Fair value of derivative financial instruments	-3.0	-3.0	0.0
Goodwill	0.0	-275.6	-275.6
Intangible assets (book value)	0.0	-4.5	0.0
Difference between fair value and book value of financial liabilities	0.0	0.0	98.7
Transaction costs (e.g. real estate transfer tax)	507.0	0.0	0.0
EPRA NAV metrics, fully diluted	4,171.3	3,321.0	2,872.5
Number of shares, fully diluted (in '000)	175,442	175,442	175,442
EPRA NAV metrics per share (EUR), fully diluted	23.78	18.93	16.37

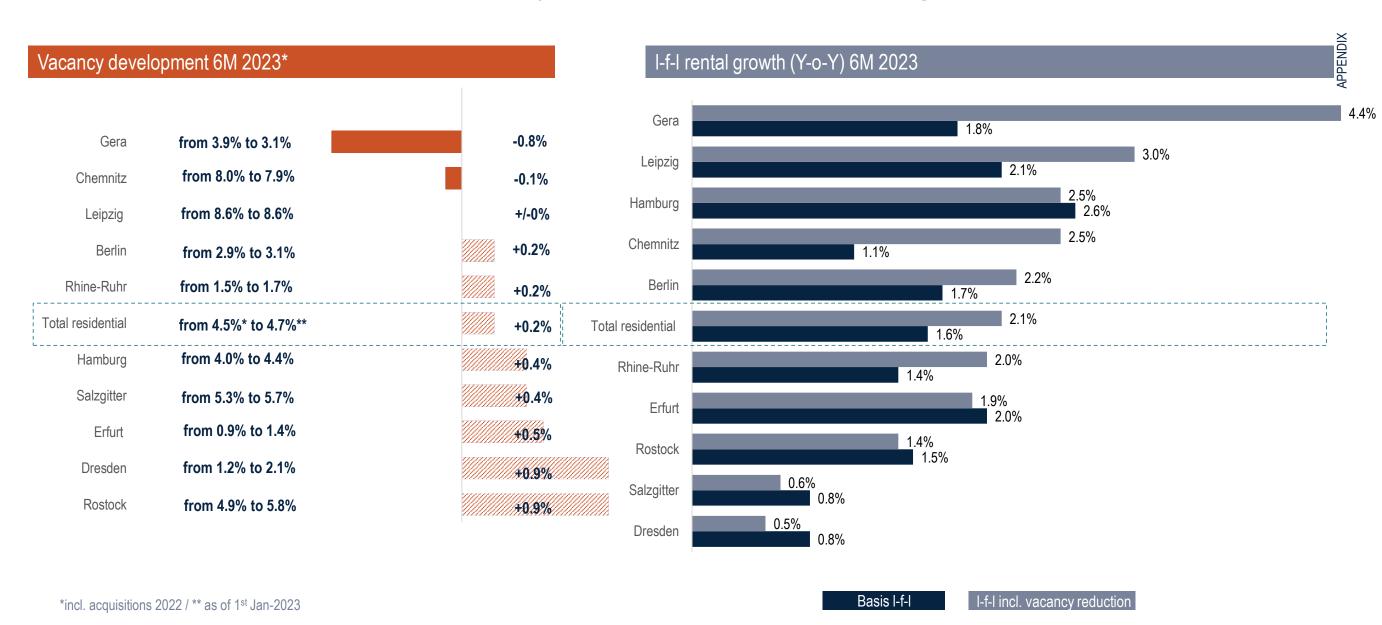
# TAG German portfolio details by region

Region	Units #	Rentable area sqm	IFRS BV EURm Jun- 2023	Gross yield	Vacancy Jun- 2023	Vacancy Dec- 2022*	Net actual rent EUR/ sqm/month	Re-letting rent EUR/ sqm/month	I-f-I rental growth Y-o-Y	I-f-I rental growth Y-o-Y incl. vacancy reduction	Mainte- nance EUR/sqm	Capex EUR/sqm
Berlin	10,347	601,790	903.7	4.8%	3.1%	2.9%	6.18	7.08	1.7%	2.2%	3.47	12.39
Chemnitz	7,969	469,641	376.1	7.0%	7.9%	8.1%	5.10	5.26	1.1%	2.5%	2.78	12.14
Dresden	5,926	382,180	555.7	5.0%	2.1%	1.2%	6.15	6.43	0.8%	0.5%	2.15	3.99
Erfurt	10,191	574,965	710.1	5.3%	1.4%	0.8%	5.52	5.81	2.0%	1.9%	2.82	8.83
Gera	9,172	531,723	414.4	7.8%	3.1%	3.9%	5.26	5.51	1.8%	4.4%	2.87	6.46
Hamburg	6,663	405,472	594.2	4.9%	4.4%	4.0%	6.25	6.93	2.6%	2.5%	3.22	3.81
Leipzig	13,380	776,362	768.9	6.1%	8.6%	7.7%	5.48	5.71	2.1%	3.0%	2.62	8.06
Rhine-Ruhr	3,835	241,142	332.0	5.0%	1.7%	1.4%	5.82	6.24	1.4%	2.0%	7.01	3.40
Rostock	7,903	442,817	522.2	5.5%	5.8%	6.1%	5.76	6.18	1.5%	1.4%	3.84	12.51
Salzgitter	9,179	563,049	537.4	6.6%	5.7%	5.3%	5.53	5.71	0.8%	0.6%	3.80	5.53
Total residential units	84.565	4,989,141	5,714.7	5.7%	4.7%	4.4%	5.68	5.99	1.6%	2.1%	3.25	8.11
Acquisitions**						45.1%						
Commercial units within resi. portfolio	1,054	133,708			14.1	13.9%	8.31					
Total residential portfolio	85,619	5,122,849	5,714.7	5.9%	5.0%	4.8%	5.74					
Other	129	17,580	109.3	6.6%	0.6%	0.2%	15.70					
Grand total	85,748	5,140,429	5,824.0	5.9%	5.0%	4.8%	5.78					

<sup>\*</sup> excl. acquisitions in 2022

<sup>\*\*</sup> acquisitions closed during the period

# TAG German portfolio vacancy reduction and rental growth



# TAG German portfolio valuation details

Region (in EURm)	Jun-2023 Fair value (IFRS)	Jun-2023 Fair value (EUR/sqm)	Jun-2023 Implied multiple	YTD 2023 Valuation result	Share of operational performance/ other market developments	Share of yield compression	Dec-2022 Fair value (IFRS)	Dec-2022 Fair value (EUR/sqm)	Dec-2022 Implied multiple
Berlin	903.7	1,442.9	20.1x	-63.6	7.7	-71.3	959.9	1,535.0	21.5x
Chemnitz	376.1	781.2	13.9x	-35.2	4.7	-39.9	407.3	843.9	15.1x
Dresden	555.7	1,415.1	19.5x	-56.1	-2.7	-53.4	628.8	1,546.6	21.3x
Erfurt	710.1	1,187.9	17.9x	-62.8	11.0	-73.8	767.8	1,284.5	19.6x
Gera	414.4	744.6	12.3x	-39.0	11.3	-50.3	450.0	8.808	13.6x
Hamburg	594.2	1,433.1	19.7x	-44.1	7.6	-51.7	636.7	1,535.3	21.1x
Leipzig	768.9	978.0	16.1x	-57.1	12.5	-69.7	812.0	1,050.5	17.2x
Rhine-Ruhr	332.0	1,323.3	19.0x	-28.5	1.5	-30.0	388.5	1,425.9	20.4x
Rostock	522.2	1,155.9	17.6x	-37.5	1.3	-38.7	578.3	1,216.7	18.6x
Salzgitter	537.4	951.8	15.0x	-40.3	-0.1	-40.3	574.6	1,017.7	16.0x
Total residential units	5,714.7	1,115.5	17.0x	-464.1	54.9	-519.0	6,203.8	1,200.3	18.4x
Acquisitions*	0.0	0.0	0.0x	0.0	0.0	0.0	14.2	807.8	24.0x
Total residential portfolio	5,714.7	1,115.5	17.0x	-464.1	54.9	-519.0	6,218.0	1,198.9	18.4x
Other	109.3**	2,832.7***	15.1x***	-7.1	-0.3	-6.8	110.9**	3,258.4***	17.2x***
Grand total	5,824.0	1,121.4	17.0x	-471.2	54.6	-525.8	6,328.8	1,205.9	18.4x

<sup>\*</sup> acquisitons closed during the period

<sup>\*\*</sup> incl. EUR 59.5m book value of project developments; real estate inventory and properties within PPE valued at cost

<sup>\*\*\*</sup> excl. project developments

# TAG LTV calculation

(in EURm)	30 Jun-2023	31 Dec-2022	31 Dec-2021
Non-current and current liabilities to banks	2,515.1	2,522.0	2,066.5
Non-current and current liabilities from corporate bonds and other loans	537.3	798.6	546.3
Non-current and current liabilities from convertible bonds	462.0	460.6	457.8
Cash and cash equivalents	-101.3	-240.5	-96,5
Net financial debt	3,413.1	3,540.8	2,974.1
Book value of investment properties	6,128.6	6,569.9	6,540.4
Book value of property reported under property, plant and equipment (valued at cost)	9.9	9.9	9.1
Book value of property held as inventory (valued at cost)	782.1	714.2	113.8
Book value of property reported under non-current assets held-for-sale	188.7	187.4	72.0
GAV (real estate assets)	7,109.3	7,481.4	6,735.3
Prepayments on sold/acquired properties and on business combinations	-62.6	0.0	67.9
Difference between fair value and book value for properties valued at cost	132.7	108.4	81.7
Relevant GAV for LTV calculation	7,179.4	7,589.8	6,884.9
LTV	47.5%	46.7%	43.2%

# TAG net financial result calculation

(in EURm)	Q2 2023	Q1 2023	H1 2023	H1 2022	FY 2022
+ Interest income	0.5	1.0	1.5	13.0	3.0
- Interest expenses	-18.1	-18.4	-36.5	-23.2	-54.0
+ Other financial result	-4.7	-0.1	-4.8	0.3	18.4
= Net financial result	-22.4	-17.4	-39.8	-9.9	-32.6
+ Financial result from convertible/corporate bonds	0.8	0.8	1.7	1.7	3.4
+ Breakage fees bank loans	0.0	0.0	0.0	0.2	1.2
+ Other non-cash financial result (e.g. from derivatives)	6.3	1.2	7.5	-12.3	-13.9
= Net financial result (cash, after one-offs)	-15.3	-15.3	-30.6	-20.4	-41.9









Covenants leave extensive flexibility for further refinancings

Instrument Volume Bank loans EUR 2,351m Convertible bonds EUR 470m Corporate bonds **EUR 125m** EUR EUR 279m Bridge financing **EUR 175m** ROBYG Corporate bonds EUR 95m PLN

### Comments

- Mostly ICR/ DSCR or LTV covenants with material headroom
- "Soft covenants", i.e. breach does not lead to a termination but puts a healing mechanism in place
- Typically based on portfolio level
- No financial covenants

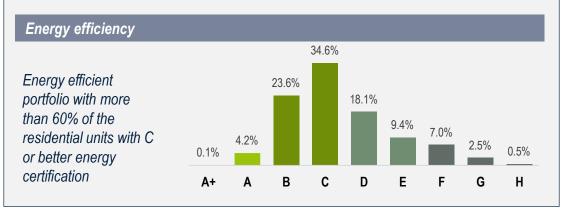
- LTV covenant: net financial debt to total assets (not only to GAV) of max. 60% (currently 44.0%)
- ICR covenant: min. 1.8x (currently c.5.0x)
- Net debt ratio covenant: net financial debt to equity of max. 1.1 (currently 0.3)

# TAG decarbonisation strategy German portfolio



Status quo

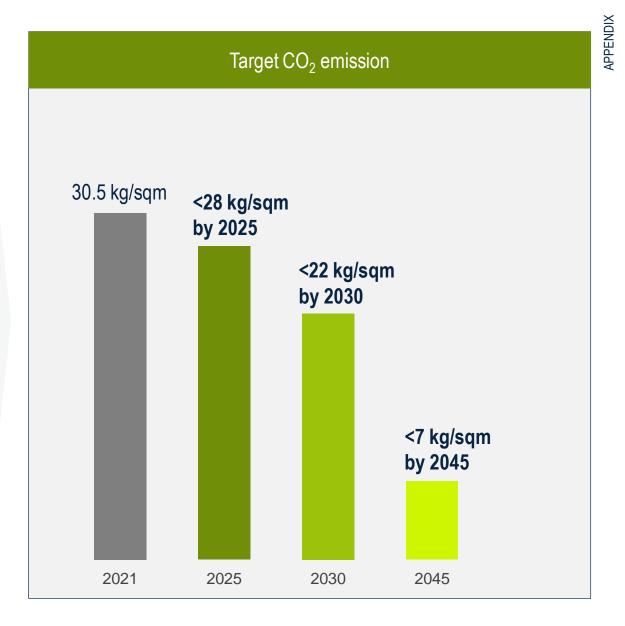
- Full commitment to reach CO<sub>2</sub> emission level in line with 1.5°C climate goal
- Conducted study to define measures required to achieve goal
- Current emission of 30.5kg/sqm (based on last available data for 2021)





Measures

- Changes in energy-mix
- Improvements in heating technology
- Isolation of buildings
- Total investment programme of approx. EUR 690m until 2045 committed



# **APPENDIX**

# Projected development of TAG's decarbonisation strategy

Together with EWUS Energy consultants, TAG has developed a scenario for TAG's decarbonisation

### TAG scenario



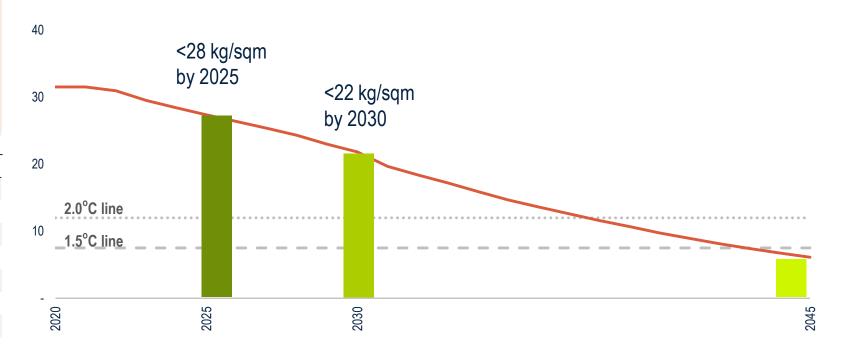
### Investment volume

c. EUR 690m

- Green district heating, green electricity
- Exterior wall insulation, basement ceiling insulation, hydraulic balancing of lines and windows
- Photovoltaics, hydraulic balancing of radiators, energy generation systems and smart thermostatic valves

(in €m)	Total	In %
Insulation/windows	304.7	44.2%
Power generation facilities	129.2	18.8%
Photovoltaic	69.8	10.1%
Smart building technology	42.0	6.1%
Hydraulic balancing system	40.0	5.8%
Reformation into centralized systems	38.8	5.6%
Combined heat and power unit	22.2	3.2%
Planning cost	42.0	6.1%
Total	688.8	100%

### CO<sub>2</sub> emission development (kg/sqm p.a.)



# TAG ESG ratings

TAG ranks among the top ratings in the real estate sector

### ESG rating and award improvements



### \*Data retrieved on 01/31/2023; \*\*Not responsive level: rating only based on publicly available information, no participation of TAG in an active rating process

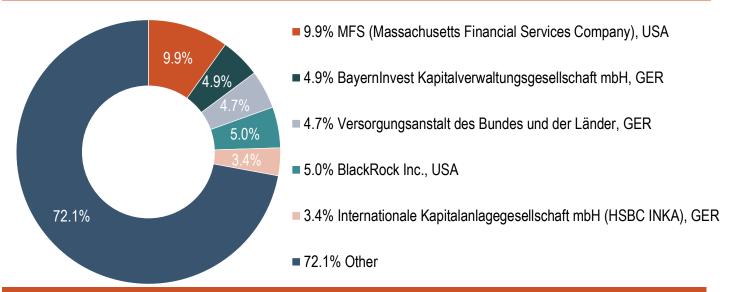
### TAG's ESG disclosure improvement

- Since 2020 we have placed particular emphasis on improving our ESG performance and reporting in order to better meet the expectations of Sustainalytics, MSCI and Moody's/ Vigeo Eiris
- Now Sustainalytics ranks TAG's ESG performance among the TOP 2% of all real estate companies in Jan-2023 and MSCI score to A in Jun-2023 as well as a clear Moody's improvement (Top 20% real estate)
- As a commitment to improving ESG disclosure, we engaged actively in further rating processes in 2022 with Moody's, ISS, S&P and for the first time with CDP in order to better reflect TAG's ESG performance on a broader scale and improved our rating with CDP, S&P and ISS accordingly

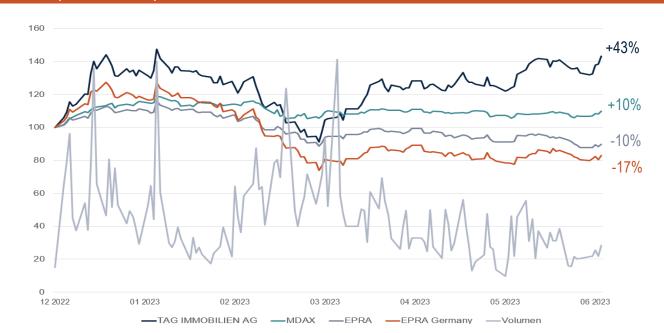
Standard

# TAG share data

### Shareholder structure as of 31 Aug-2023



### Share price development vs. MDAX, EPRA EU/GER Index H1 2023



lare information as of 31 Aug-2023	
Market cap	EUR 1,839m
NOSH issued	175.5m
NOSH outstanding	175.4m
Treasury shares	0.1m
Free float (Deutsche Börse definition)	99.9%
SIN	DE0008303504
icker symbol	TEG
ndex	MDAX/ EPRA
Main listing/ market cogmont	Frankfurt Stock Exchange/ Prime

Main listing/ market segment

H1 2023 share price performance: +43%
H1 2023 Ø volume XETRA/day (shares): c. 989,257

# TAG management board



### Claudia Hoyer, COO

- Key responsibilities: Real Estate Management, Acquisitions and Disposals, Strategic Property Management/Marketing, Shared Service Center, Customer Relationship Management, Human Resources, Facility Management services, Change Management, Business Apartments, Energy services, Multimedia, Business Development, ESG and Digitalisation
- \*1972
- Joined TAG as COO in July 2012
- Business degree, member of the board of DKB Immobilien AG from 2010 to 2012, more than 15 years of experience in residential real estate and property management



Martin Thiel, CFO

 Key responsibilities: Accounting, Financing and Treasury, Taxes, Controlling, Legal, IT, Compliance, Internal Audit and Residential Real Estate Management, Investor and Public Relations and ERP/Data Management.

- \*1972
- Joined TAG as CFO in April 2014
- Business degree, CPA over 15 years of experience as Auditor and Tax consultant with real estate clients

# TAG management board compensation

### FIXED

EUR 420,000 p.a.

**STIP** (Short Term Incentive Plan)

- Compensation in Cash
- Based on changes in financial performance (improvement in comparision to previous year)
  - FFO/s
  - EPRA NAV/s improvements (adjusted for dividend payments)
- ESG perfomance based on classification in external ESG rating (max. EUR 25,000 per board member)
- Individual bonus/ deduction (up to 10% of total STIP) for each management board member based on targets defined annually by the supervisory board
- Target bonus: EUR 150,000 p.a.
- Cap: EUR 200,000 p.a.

LTIP (Long Term Incentive Plan)

- Compensation in TAG shares (treasury shares)
- Based on **total shareholder return (80%)**, i.e. share price development plus dividend payments, **and ESG targets (20%)** over a **four year period**
- Target TSR: 40% within four year period
  - actual TSR >/< Target TSR of 40%: linear calculation</li>
  - actual TSR negative: no bonus
- Consideration of relative TSR performance in comparison to peer group (listed German residential companies):
  - actual TSR > 2% TSR peer group: +25%
  - actual TSR < 2% TSR peer group: -25%</li>
- ESG targets:
  - CO<sub>2</sub> emission reduction within the German portfolio by c. 10%
  - Tenant satisfaction > 70%
  - Social projects within TAG foundation of at least TEUR 150 p.a.
- Target bonus: EUR 250,000 p.a.
- Cap: EUR 500,000 p.a.
- Vesting period of four years from date of award of shares
- Claw back clause: in the event of grossly negligent and serious violations of laws or internal compliance requirements, as well as errors in the consolidated financial statements that have subsequently become known and which affect STIP key figures
- Obligation for each management board member to own TAG shares with a total value of at least one annual base salary during her/ his tenure

### TAG contacts

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