



# Content

<b>I.</b>	<b>TAG highlights FY 2021</b>	<b>3</b>
<b>II.</b>	<b>TAG financials FY 2021</b>	<b>7</b>
<b>III.</b>	<b>TAG strategy</b>	<b>11</b>
<b>IV.</b>	<b>TAG German portfolio FY 2021</b>	<b>15</b>
<b>V.</b>	<b>TAG Poland business update</b>	<b>19</b>
<b>VI.</b>	<b>TAG decarbonization strategy</b>	<b>24</b>
<b>VII.</b>	<b>TAG guidance FY 2022</b>	<b>29</b>
<b>VIII.</b>	<b>Appendix</b>	<b>31</b>
	<ul style="list-style-type: none"><li>▪ Income Statement, balance sheet, EPRA earnings and NAV calculations</li><li>▪ Portfolio overview and German portfolio and valuation details by region, acquisitions/ disposals Germany</li><li>▪ German service business details, German portfolio return on capex</li><li>▪ Polish portfolio build-to-hold and build-to-sell pipeline details</li><li>▪ Cost of debt, LTV, net financial debt/EBITDA and per sqm, ICR developments and calculations</li><li>▪ ESG ratings</li><li>▪ Share data</li><li>▪ Management Board</li></ul>	

# TAG highlights FY 2021

# TAG 2022

# TAG highlights FY 2021 Germany

## Operational performance German portfolio

	FY 2021	FY 2020	Q4 2021	Q3 2021
▪ <b>Vacancy</b> (residential units)	5.4%	5.3%*/4.5%	5.4%	5.7%
▪ <b>Vacancy</b> (total portfolio)	5.7%	5.6%	5.7%	6.0%
▪ <b>L-f-I rental growth y-o-y</b>	1.5%	1.4%	1.5%	1.8%
▪ <b>L-f-I rental growth y-o-y</b> (incl. vacancy reduction)	1.3%	1.5%	1.3%	1.7%
▪ <b>FFO I</b> (EURm)	182.0	172.6	44.5	46.0
▪ <b>FFO I</b> (EUR/share)	1.24	1.18	0.30	0.31

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

## EPRA NTA and LTV

	31 Dec-2021	30 Sep-2021	31 Dec-2020	30 Sep-20
▪ <b>EPRA NTA</b> (EUR/share), fully diluted	25.54	23.88	21.95	20.76
▪ <b>LTV</b>	43.2%	44.3%	45.1%	45.7%

## Acquisitions/ disposals Germany

- No portfolio acquisitions in 12M 2021 (12M 2020: 4,578 units)
- 684 units disposed in 12M 2021 (12M 2020: 1,009 units). Mainly non-core assets (average vacancy rate of c. 19%). Total selling price of EUR 64.3m (12M 2020: EUR 55.3m). Book profit of EUR 12.0m (12M 2020: EUR 4.0m). Selling multiple on average at 23.7x (12M 2020: 17.3x) or gross yield of 4.2% (12M 2020: 5.8%). Closing in the course of FY 2021/ 2022

## Portfolio valuation by CBRE

- Total valuation gain for the German portfolio of EUR 525.0m in FY 2021 (**10.0% value growth, 9.0% annual valuation uplift**)
- Valuation remains at conservative levels with c. **EUR 1,200/sqm** (c. EUR 1,100/sqm in Dec-2020) and **5.3% gross yield** (5.7% in Dec-2020)

# TAG highlights FY 2021 Poland

## Operational performance Poland



	FY 2021	FY 2020
Revenues from sale of properties (in EURm)	62.4	73.4
Results operations Poland (FFO II impact, in EURm)	6.7	9.1
Units handed over	575	719
Units sold	412	509
Build-to-hold units (contractually secured pipeline)	c. 9,200	c. 5,700
Build-to-sell units (contractually secured pipeline)	c. 3,400	c. 3,000
Total units	c. 12,600	c. 8,700
GAV Polish portfolio (in EURm)	347.9	150.1

\* based on PLN/EUR exchange rate of 0.2175 as of 31-Dec 2021

## Acquisitions/ disposals



- Acquisitions: **c. 3,200 units** (landbank and projects) **acquired in FY 2021** (c. 4,900 in FY 2020) in Wroclaw, Poznan, Lodz, Gdansk and Krakow
- Disposals: **412 units signed in FY 2021** (509 in FY 2020), **575 units handed over** (Guidance FY 2021: c. 550 units) (719 in FY 2020)

## Strategic acquisition

# ROBYG

- Antitrust clearance received
- Final purchase price of c. EUR 540m
- **Closing expected at 31 March 2022**



# TAG highlights YTD 2022

FFO I and dividend  
guidance unchanged

new FFO II guidance

	FY 2022e	FY 2021	
▪ FFO I (EURm)	188 – 192	182.0	+5%
▪ FFO I (EUR/share)	c. 1.30	1.24	+5%
▪ Dividend (EUR/share)	0.98	0.93	+5%
▪ FFO II (EURm)	247 – 253	188.8	+32%
▪ FFO II (EUR/share)	c. 1.71	1.29	+32%

Second  
investment grade rating  
obtained

- Long term issuer rating: BBB- (stable outlook)
- Short term rating: A-3
- as of March 2022

**S&P Global**  
Ratings

- Long term issuer rating: Baa3 (negative outlook)
- Short term rating: P-3
- as of January 2022

**MOODY'S**



TAG financials FY 2021

TAG  
2022

# TAG EBITDA, FFO and AFFO calculation

(in EURm)	FY 2021	FY 2020	Q4 2021	Q3 2021
<b>Consolidated net profit</b>	<b>585.6</b>	<b>402.6</b>	<b>223.2</b>	<b>38.3</b>
- Net income Poland	-17.9	-3.6	-8.0	-2.3
<b>Net income Germany</b>	<b>567.7</b>	<b>399.0</b>	<b>215.2</b>	<b>36.0</b>
+ Income tax	127.4	72.5	47.5	8.6
+ Net financial result	41.6	107.2	2.2	10.5
<b>EBIT (German business)</b>	<b>736.7</b>	<b>578.8</b>	<b>264.9</b>	<b>55.1</b>
+ Adjustments				
Net income from sales	-0.1	-40.2	0.5	0.3
Valuation result	-525.0	-327.0	-219.2	-0.2
Depreciation	8.7	7.0	2.4	2.3
One-offs	5.8	3.6	5.8	0.0
<b>EBITDA (adjusted, German business)</b> <span style="float: right;">1</span>	<b>226.1</b>	<b>222.3</b>	<b>54.4</b>	<b>57.4</b>
<i>EBITDA (adjusted) margin</i>	68.0%	68.9%	65.3%	69.1%
- Net financial result (cash, after one-offs)	-42.1	-45.1	-9.8	-10.9
- Cash taxes	-0.7	-3.3	0.2	-0.2
- Cash dividend payments to minorities	-1.3	-1.3	-0.3	-0.3
<b>FFO I (German business)</b> <span style="float: right;">2</span>	<b>182.0</b>	<b>172.6</b>	<b>44.5</b>	<b>46.0</b>
- Capitalised maintenance	-16.5	-17.2	-6.9	-5.8
AFFO before modernisation capex	165.5	155.4	37.6	40.2
- Modernisation capex	-51.6	-54.5	-13.1	-12.7
<b>AFFO (German business)</b> <span style="float: right;">3</span>	<b>113.9</b>	<b>100.9</b>	<b>24.5</b>	<b>27.5</b>
Net income from sales Germany	0.1	40.2	-0.5	-0.3
Result operations Poland	6.7	9.1	0.6	1.5
<b>FFO II (includes operations Poland)</b> (FFO I + net income from sales Germany and result operations Poland)	<b>188.8</b>	<b>221.9</b>	<b>44.7</b>	<b>47.2</b>
Weighted average number of shares outstanding (in '000)	146,358	146,288	146,380	146,380
<b>FFO I per share (EUR)</b>	<b>1.24</b>	<b>1.18</b>	<b>0.30</b>	<b>0.31</b>
<b>AFFO per share (EUR)</b>	<b>0.78</b>	<b>0.69</b>	<b>0.17</b>	<b>0.19</b>
Weighted average number of shares, fully diluted (in '000)	147,101	157,681	147,380	147,348
FFO I per share (EUR), fully diluted	1.24	1.09	0.30	0.31
AFFO per share (EUR), fully diluted	0.77	0.64	0.17	0.19

**1** Improved EBITDA adjusted (Germany) y-o-y by EUR 3.8m mainly as a net effect of higher net rental income (EUR 6.6m), compensated by higher personnel expenses (EUR 3.5m). Quarter-on-quarter decrease in adjusted EBITDA of EUR 3.0m, mainly due to lower net rental income (EUR 1.5m) and higher personnel expenses (EUR 1.9m).

**2** FFO I (German business) increased by EUR 9.4m y-o-y, mainly due to EUR 3.8m higher EBITDA, lower net financial result (EUR 3.0m) and EUR 2.6m lower cash taxes.

**3** Improved AFFO (German business) y-o-y by EUR 13.0m due to increased FFO I (EUR 9.4m) and lower total capex (EUR 3.6m). AFFO q-o-q decreases by EUR 3.0m due to lower FFO I (EUR -1.5m) and higher total investments (EUR +1.5m).

4 FFO II contribution Poland 12M 2021	(in EURm)
Net income from Poland	17.9
Valuation result	-15.0
Deferred taxes	3.8
Result of effects from purchase price allocation	3.3
Minority interests	-3.3
<b>Result operations Poland</b>	<b>6.7</b>

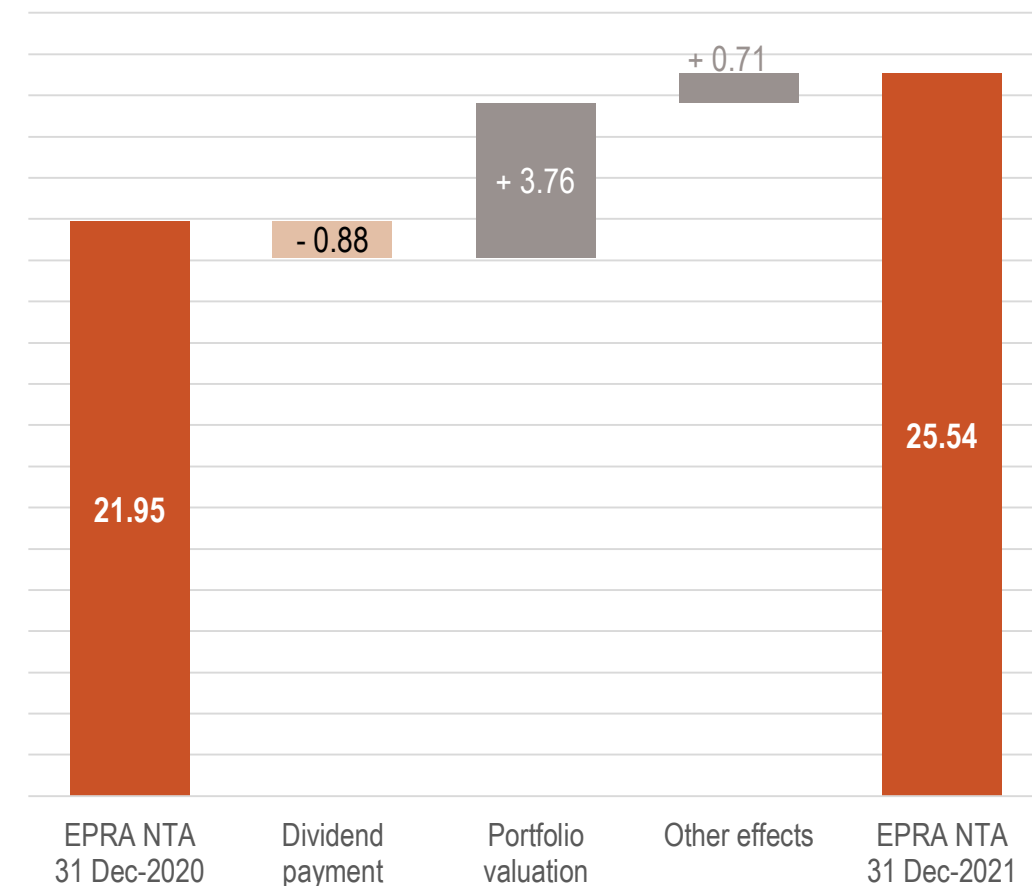


# TAG EPRA NTA calculation

## EPRA Net Tangible Assets

(in EURm)	31 Dec-2021	31 Dec-2020
<b>Equity (without minorities)</b>	<b>3,039.7</b>	<b>2,602.6</b>
+ Effect from conversion of convertible bonds 2017/2022	0.0	25.9
+ Deferred taxes on investment properties and financial derivatives	653.8	567.4
+ Fair value of financial derivatives	16.6	20.1
+ Difference between fair value and book value for properties valued at cost	51.2	40.9
- Goodwill	-18.3	-18.4
- Other intangible assets	-4.9	-4.3
<b>EPRA NTA*, fully diluted</b>	<b>3,738.2</b>	<b>3,234.2</b>
Number of shares, fully diluted (in '000)	146,380	147,333**
<b>EPRA NTA per share (EUR), fully diluted</b>	<b>25.54</b>	<b>21.95</b>

## EPRA NTA bridge in EUR/share



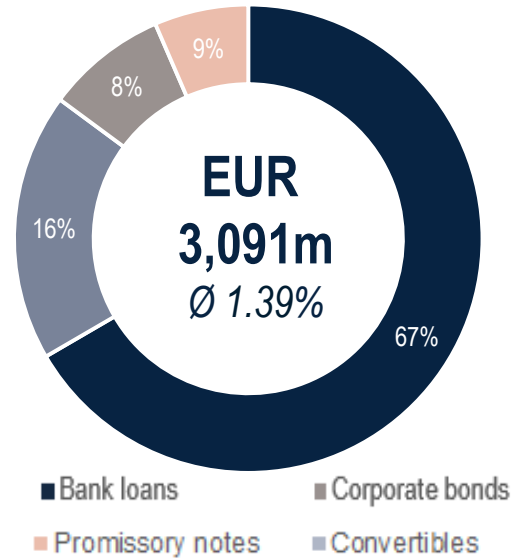
\*potential transaction costs (e.g. RETT) fully deducted in EPRA NTA calculation as TAG considers RETT free share deals in the future as an exemption, given the new regulations in German RETT law; adding back transaction costs would increase EPRA NTA on a fully diluted basis by c. EUR 541.8m or c. EUR 3.70/s to c. EUR 29.24/s

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

# TAG financing structure

Debt structure as of 31 Dec-2021

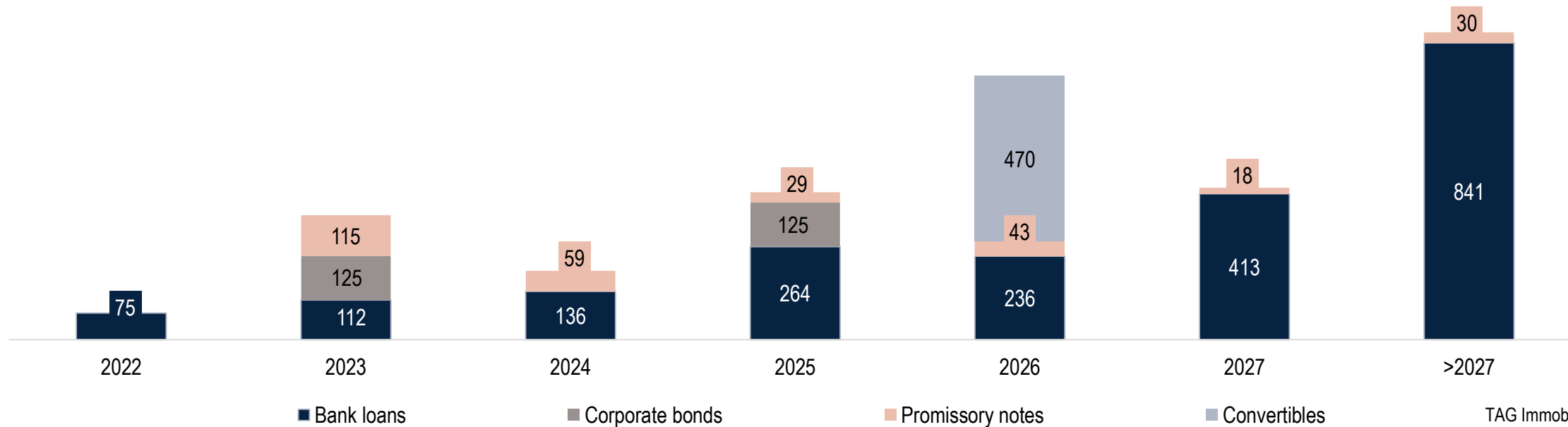
Debt volume	Ø interest rate	% fixed rates
EUR 2,078m	1.60%	99%
EUR 470m	0.63%	100%
EUR 250m	1.50%	100%
EUR 294m	1.07%	100%
<b>Σ EUR 3,091m</b>	<b>Ø 1.39%</b>	<b>Ø 98.5%</b>



Key financial KPIs as of 31 Dec-2021

Ø Maturity total financial debt	6.3 years
Ø Maturity bank loans	7.6 years
Ø Interest rate total financial debt	1.39%
Ø Interest rate bank loans	1.60%
LTV	43.2%
LTV target	c. 45.0%
Investment Grade Rating:	Baa3 long term rating (outlook negative), P-3 short term rating
- Moody's	BBB- long term rating (outlook stable), A-3 short term rating
- S&P Global	
Further refinancing potential 2022-2024	<b>EUR 375m</b> of bank loans maturing or with interest terms ending in <b>2022-2024</b> with average coupon of <b>2.1% p.a.</b>

Maturity profile as of 31 Dec-2021 (in EURm)



# TAG strategy

# TAG 2022

# TAG portfolio strategy

Two separate country operations with distinct strategic angles



**ROBYG**



## TAG Germany

## TAG Poland

### Market environment

- Increasing regulation in residential property sector leading to flattening curve of rental growth
- High level of property valuations resulting in few attractive acquisition opportunities, but potential for selective asset disposals

- Strongly rising demand for rental apartments as well as condominiums in major cities
- Rental and property valuation growth in an undersupplied market environment

### Strategy details

- Acquisition of residential properties with value creation perspective
  - 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 crystallization via selective asset disposals from portfolio

- 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

### Build-to-hold

### Build-to-sell

### Key metrics

FFO I

- I-f-I rental growth
- Vacancy reduction

- Rental income starting to contribute substantially from 2023/2024 onwards

n/a

FFO II

- Selective asset disposals yield disposal profits
- Net cash proceeds to be re-invested

n/a (no disposals planned)

- Realization of sales profits
- Net cash proceeds to be re-invested into "build-to-hold"

NTA

- Value creation from active asset management

- Value uplift post completion of project development

- NTA growth by realizing sales profits

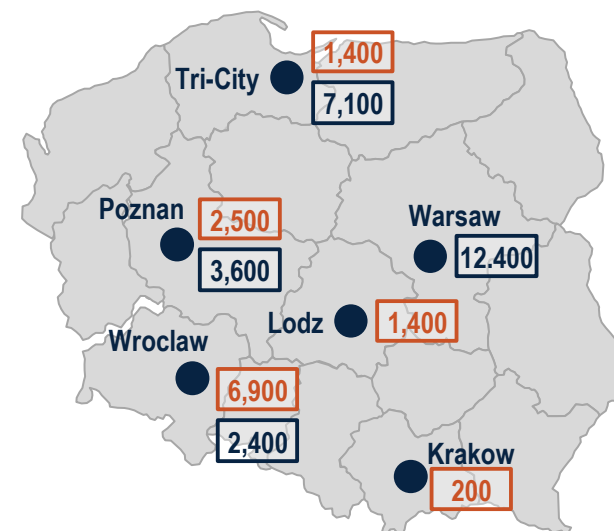
# TAG Poland investment rationale

Creation of largest residential letting portfolio in Poland with c. 20k units and established presence in all major Polish cities

Key strategic benefits of Poland operations

- Creating **Poland's leading landlord** with visibility of **over 20k residential "build-to-hold" units**
- Ground-up development of **residential portfolio across all major Polish cities** at highly attractive c. **7% GRI yield on cost**
- Acquisition of leading Polish residential developer **ROBYG scales up existing development pipeline, adding Warsaw**
- Strong presence in major Polish cities allows for **further growth by leveraging off in-depth local market expertise**

## Footprint in major Polish cities



□ Vantage (# units)

□ ROBYG (# units)

## Significant pipeline with over 20k letting units

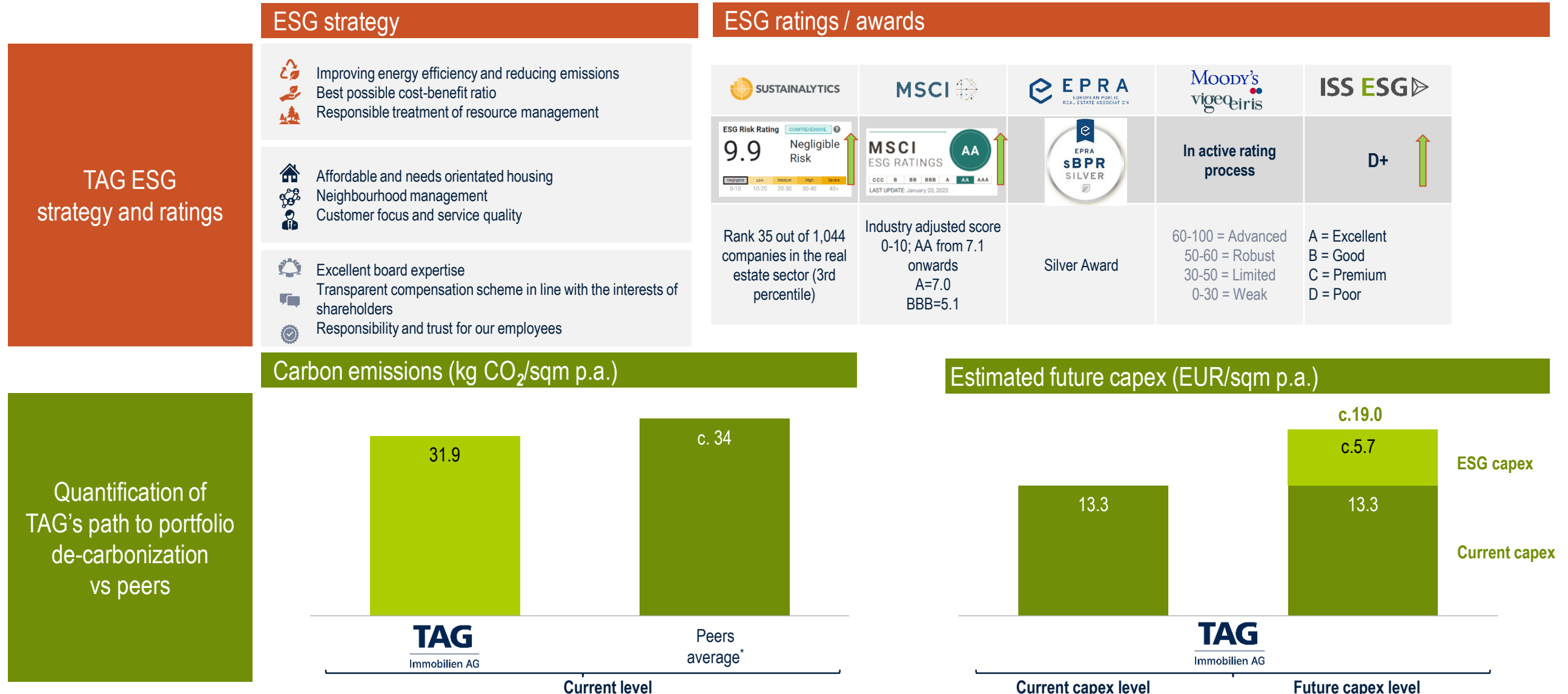
Total units of c. 38,100, of which  
21,200 units build-to-hold  
16,900 units build-to-sell



Overview of TAG's Poland operations

# TAG ESG strategy essentials

Turning strategy into action: TAG has quantified path to decarbonization, “in-place” quality of its portfolio resulting in lower level of capex



\* Peer averages are calculated across Vonovia, LEG, GCP, Adler Group and Deutsche Wohnen for current carbon emissions. For 2030 target carbon emissions peer averages were calculated across Vonovia and LEG.

\*\* For TAG the ESG capex depicts the annual capex from the decarbonization investment plan until 2045. Data shown as per latest disclosed publications and available data points.



TAG German portfolio FY 2021

TAG  
2022

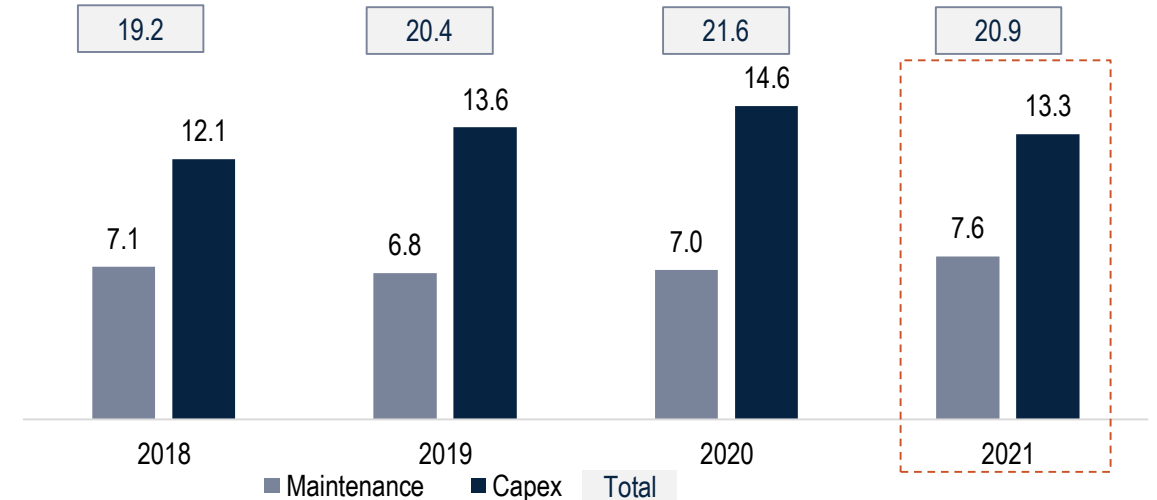
# TAG German portfolio rental growth and capex allocation

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

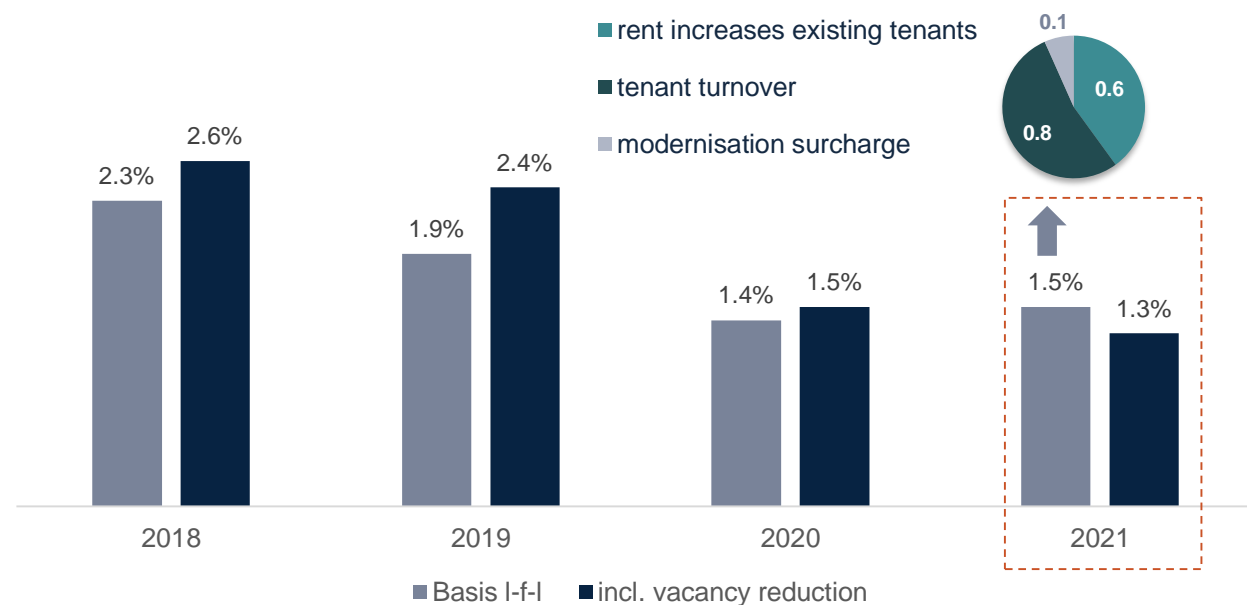
## Rental growth achieved with moderate investments

- 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 equity-returns: **c.10%-15% return on capex** in large modernisation measures and **c.42%-47% in the modernization of vacant flats**

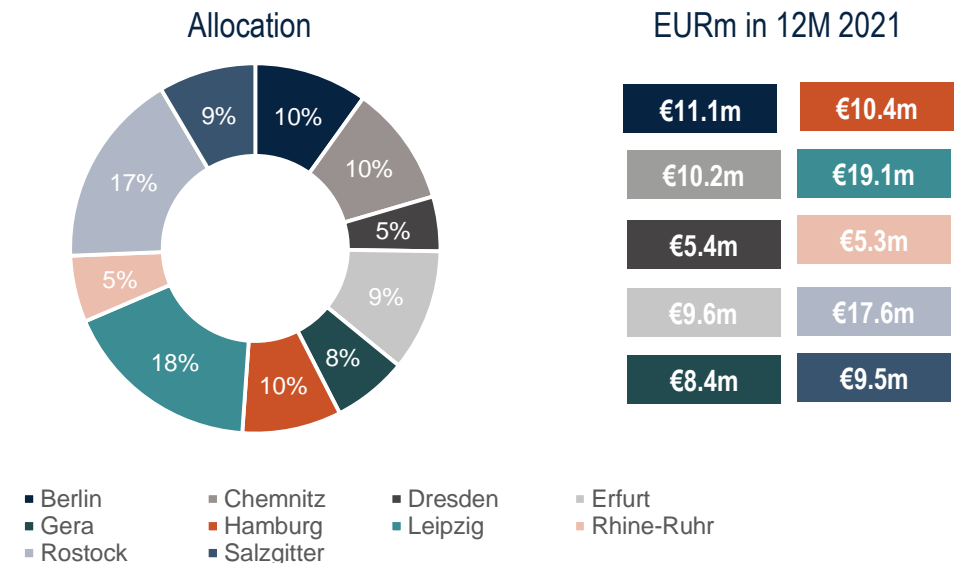
## Maintenance & capex development (in EUR/sqm/year)



## I-f-I rental growth excluding and including vacancy reduction

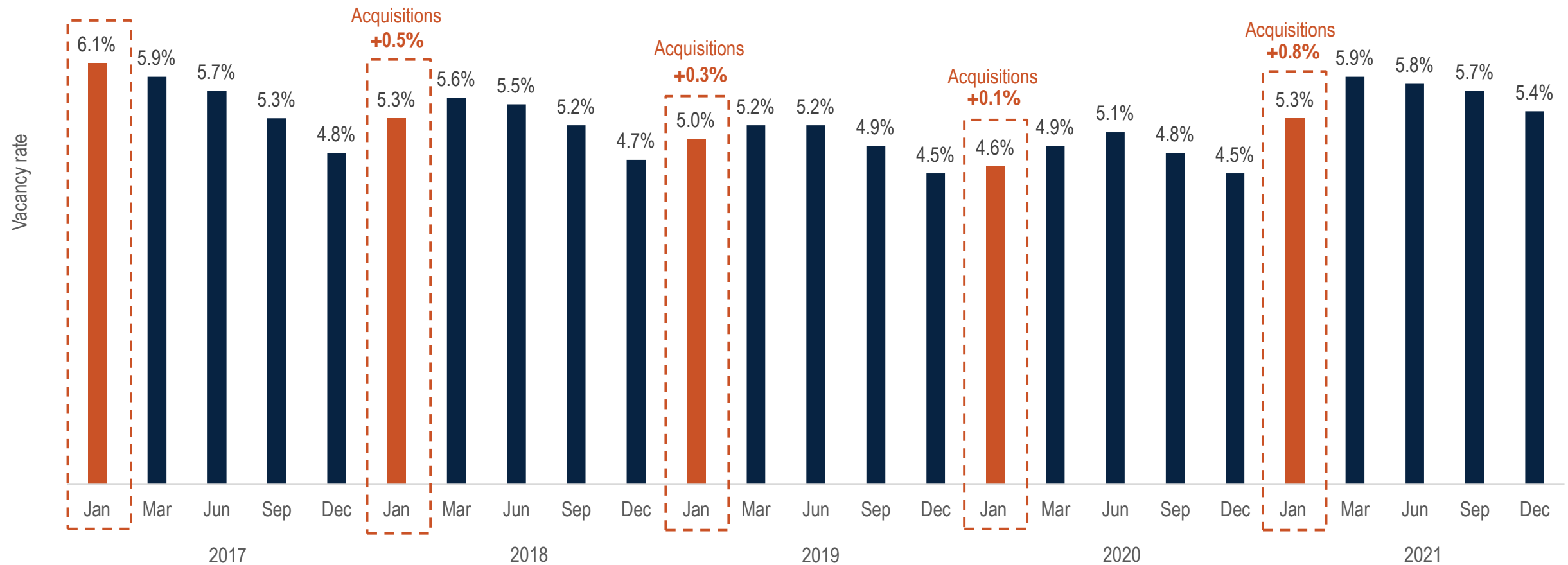


## Maintenance & capex split by region



# TAG German portfolio vacancy reduction residential units

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



# TAG portfolio valuation overview Germany

## Portfolio valuation result

FY 2021 vs. FY 2020	FY 2021	FY 2020
in EUR m	525.0*	327.0**
annual valuation uplift (w/o capex)	9.0%	6.2%
– thereof from yield compression	80%	85%
– thereof from operational performance	20%	15%

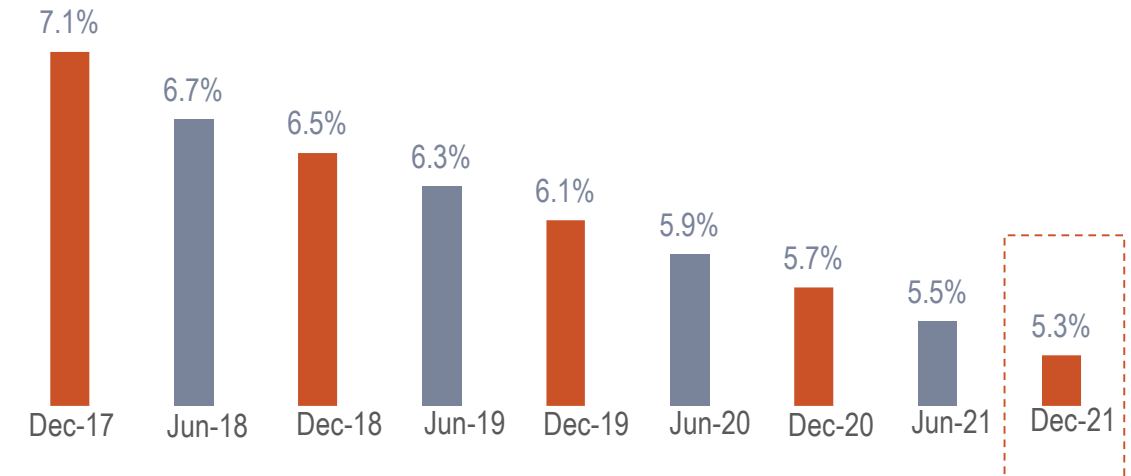
- total valuation gain of EUR 540.0m in FY 2021: thereof EUR 525.0m relates to properties in Germany, EUR 15.0m to properties in Poland
- \*\*EUR 328.4m in FY 2020: thereof 327.0m Germany, EUR 1.4m Poland

H2 2021 vs. H1 2021	H2 2021	H1 2021
in EUR m	219.4*	305.6**
semi-annual valuation uplift (w/o capex)	3.8%	5.2%
– thereof from yield compression	68%	89%
– thereof from operational performance	32%	11%

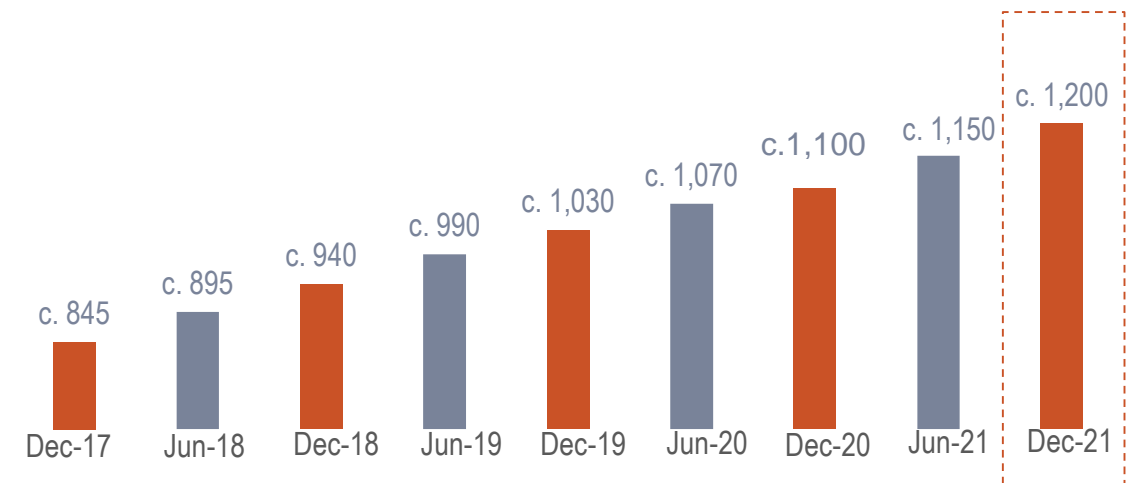
- \* total valuation gain of EUR 230.2m in H2 2021: thereof EUR 219.4m relates to properties in Germany, EUR 10.2m to properties in Poland

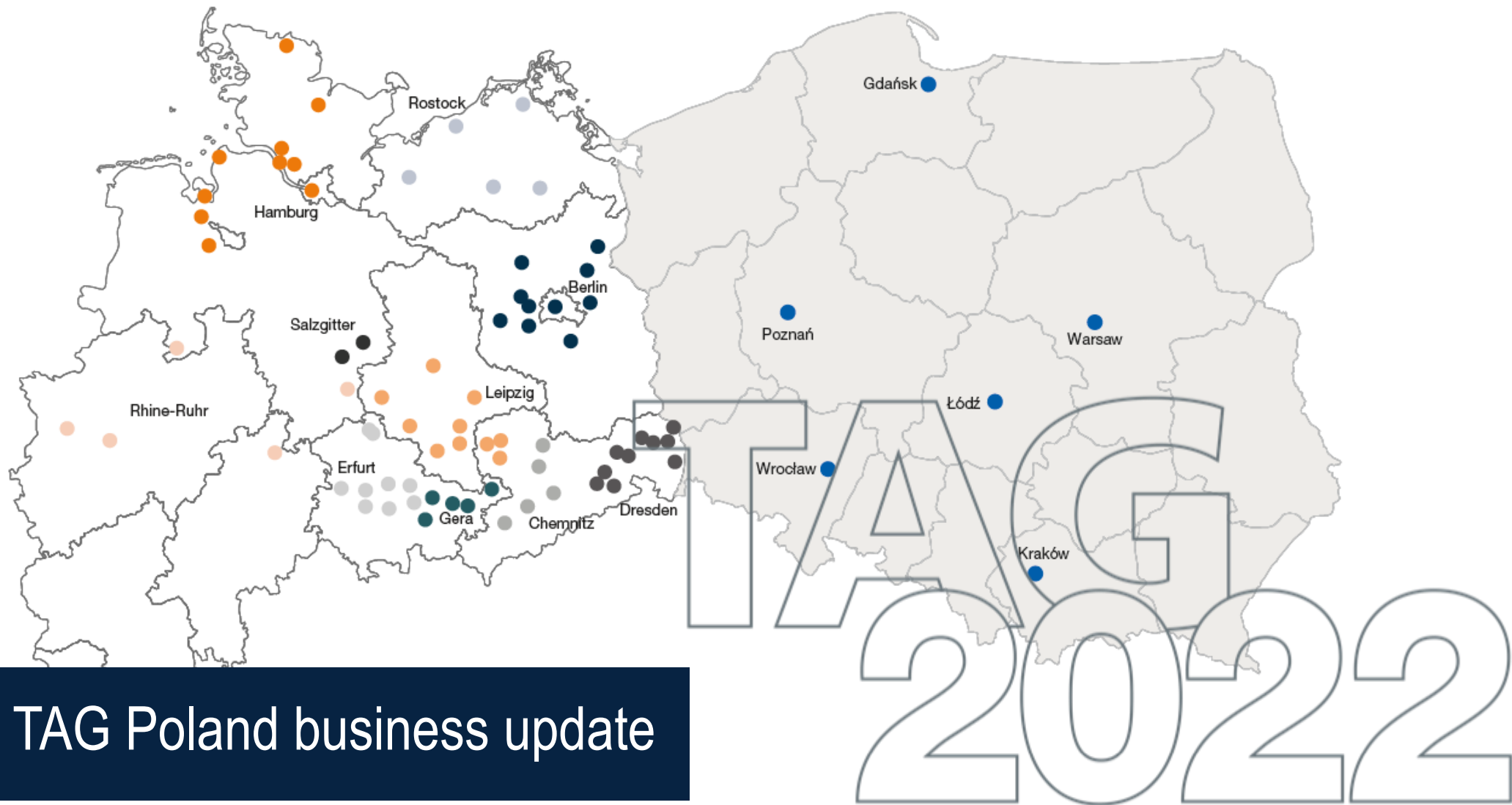
- \*\* total valuation gain of EUR 310.4m in H1 2021: thereof EUR 305.6m relates to properties in Germany, EUR 4.8m to properties in Poland

## Development of gross yield



## Development of portfolio value (EUR/sqm)





TAG Poland business update

# Poland portfolio overview as of 31 Dec-2021

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

## Strategic rationale

- Against the backdrop of its **strong macroeconomic and demographic growth**, Poland is experiencing a **structural gap between demand and supply in the residential-for-rent segment** for historic reasons
- TAG's mid-term growth target** (until 2028/2029) are **c. 20,000 letting units** in Poland, corresponding to c. 20% of TAG's total current residential units. **Focus on project developments**, in light of fragmented and outdated rental stock
- Investment focus on major Polish cities** with large universities, favourable macroeconomics and strong demographics. Capitalizing on **superior sourcing capabilities of the Vantage platform**, pipeline locations expanded to include fundamentally strong markets of **Wroclaw, Poznan, Lodz, Gdansk and Krakow** as of 31 Dec-2021
- While first build-to-hold completions start yielding from FY 2021 onwards, **realization of build-to-sell pipeline** (unit sales) should provide strong support to **free cash flow generation** (reflected on FFO II basis)

## Current locations/ projects



Build-to-hold projects/ units	
Completed	368
Under construction	3,642
Landbank and secured projects	5,179
<b>Total build-to-hold units</b>	<b>9,189</b>
Total sqm	420,068
Estimated total investment costs*	c. EUR 800m
Average total investment costs per sqm*	c. EUR 1,900
Average rent price per sqm/month*	c. EUR 11.50
Average gross rental yield	c.7-8%
Estimated EBITDA margin on letting	>75%
<b>Estimated EBITDA contribution p.a.</b>	<b>&gt;EUR 45m</b>

Build-to-sell projects/ units	
Completed	111
Under construction	351
Landbank and secured projects	2,906
<b>Total build-to-sell units</b>	<b>3,368</b>
Total sqm	176,371
Estimated total investment costs*	c. EUR 280m
Average total investment costs per sqm*	c. 1,600
Average sales price per sqm*	c. 2,100
Average gross sales margin	c. 20-25%
Estimated EBITDA margin on sales	>15%
<b>Estimated EBITDA contribution</b>	<b>&gt;EUR 42m</b>

Total projects/ units	
Completed	479
Under construction	3,993
Landbank and secured projects	8,085
<b>Total number of units</b>	<b>12,557</b>
Total sqm	596,439
Estimated total investment costs*	c. EUR 1,080m

\*Euro amounts based on PLN/EUR exchange rate of 0.2175 as of 31-Dec 2021



# Poland rental units on offer

First build-to-hold projects in Poland finished in Wroclaw in 2021 and Poznan in January 2022 ([www.vantagerent.pl](http://www.vantagerent.pl))

Build-to-hold projects on offer	Dorzecze Legnickiej IV (Wroclaw)	Buforowa 89 III (Wroclaw)	Legnicka 33 (Wroclaw)	Hawelanska 2 (Poznan)	Total
<b>Total number of available units as of 31 Jan-2022</b>	<b>57</b>	<b>159</b>	<b>152</b>	<b>30</b>	<b>398</b>
- Number of units contractually rented out	56	155	152	21	384
- Vacancy rate	1.8%	2.5%	0%	30.0%	3.5%
Average apartment size for residential units	c.40 sqm	c.50 sqm	c.30 sqm	c.50 sqm	<b>c. 43 sqm</b>
Average rent per sqm/month for residential units*	c. EUR 10.50	c. EUR 9.00	c. EUR 14.00	c. EUR 9.00	<b>c. EUR 10.50</b>
Renting start/ end	May-Aug- 2021	Jul- 2021- Jan- 2022	Jun- 2021 – Jan- 2022	Jan- 2022	



\*Euro amounts based on PLN/EUR exchange rate of 0,2175 as of 31-Dec 2021

# ROBYG acquisition delivers strong value to Polish portfolio

Addition of ROBYG – the leading player in Polish residential market - enhances TAG's presence in Poland and adds the Warsaw market with an established local portfolio



Mój Ursus (Ursus, Warsaw)



■ Vantage (# units)  
■ ROBYG (# units)

## TAG Poland key KPIs pre and post ROBYG acquisition (as per 31-Dec 2021)

	Vantage	ROBYG	Pro-forma TAG Combined
<b># Units</b>	12,600	25,500	38,100
<i>Thereof build-to-hold</i>	9,200	12,000	21,200
<i>Thereof build-to-sell</i>	3,400	13,500	16,900
<b># Units completed</b>	500	400	900
<b># Units under construction</b>	4,000	5,300	9,300
<b># Landbank and secured pipeline units</b>	8,100	19,800	27,900

- By acquiring ROBYG, TAG strengthens its presence in Poland and gains direct access to the local Warsaw market
- The significant ROBYG pipeline of c. 25,500 units, of which c. 12,000 units are earmarked for build-to-hold, allows to expand TAG's rental business in Poland while delivering cash proceeds from the disposal of build-to-sell units
- The transaction makes TAG the leading player in the Polish residential market with a combined portfolio / landbank of c. 38,100 units, having a presence in all major Polish cities

# ROBYG business overview

Build-to-hold and build-to-sell pipeline currently focused on Warsaw, Tri-City, Wrocław and Poznań

## Business description

- Founded in 2000 and headquartered in Warsaw, ROBYG develops, manages, and sells residential properties in Poland
- The company employs c. 450 employees who internally cover the functions technical, sales & marketing as well as various back office and administrative areas
- With c. 25,500 units (excluding presold units) in the landbank the company is the largest pure residential developer in Poland
- ROBYG focuses on locations that can generate steady and sizeable cash flows and currently actively invests in four agglomerations: Warsaw, Tri-City, Wrocław and Poznań

## Build-to-hold pipeline<sup>(1)</sup>

Project Overview

Pipeline location	Total
Total number of projects/ units	<b>12,000</b>
Average total investment cost (in EUR/sqm) <sup>(3)</sup>	c. 2,300
Average gross rental yield	c. 7.0%
Average rent per sqm/month	c. EUR 12-14
Average apartment size	c. 50 sqm

Source: Company information (units shown rounded to nearest 100); Note:

(1) Unit classifications, costs and yields as per TAG assumption;

(2) Including presold units;

(3) Based on purchase price plus future capex (as per TAG assumptions)

## Key financials

(in EUR m)	2021	2020	2019
Revenues*	284.7	238.1	240.2
Gross profit of sales*	81.1 (28%)	65.6 (28%)	59.2 (25%)
Net profit incl. revaluation*	87.0	46.0	43.5
Total assets**	756.7	554.4	517.6
Net debt / Equity	12%	23%	25%



Apartamenty Królewskie (Wilanów, Warsaw)

## Build-to-sell pipeline<sup>(2)</sup>

Project Overview

Pipeline location	Total
Total number of projects/ units	<b>13,500</b>
Average total investment cost (in EUR/sqm) <sup>(3)</sup>	c.1,900
Average gross rental yield	n.a.
Average rent per sqm	n.a.
Average apartment size	c. 50 sqm

\*EUR amounts based on PLN/EUR average exchange rate 1/1-12/31: 4.5652

\*\*EUR amounts based on PLN/EUR exchange rate of 0.2175 as of 31-Dec 2021





# TAG decarbonization strategy

# TAG 2022




# TAG ESG strategy and core axes

*Sustainability is an essential part of TAG's corporate vision*


## Environment

 Improving energy efficiency and reducing emissions


 Best possible cost-benefit ratio

 Responsible treatment of resource management


## Social


 Affordable and needs orientated housing


 Neighbourhood management

 Customer focus and service quality

## Governance

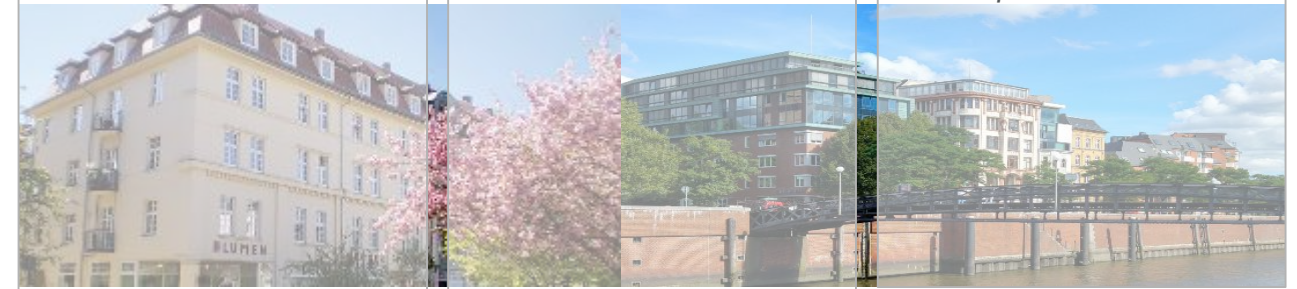
 Excellent board expertise

 Transparent compensation scheme in line with the interests of shareholders

 Responsibility and trust for our employees

## Sustainability principles and guidelines at TAG

**Business principles**  
*Sustainable action as basis of company strategy*



**Anti-discrimination**  
*Promoting diversity and preventing discrimination*

**Anti-corruption**  
*Avoidance and prevention of corruption*

**Environment protection**  
*Measures to protect our environment and climate*

**Socially responsible procurement**  
*Sustainable purchasing*

**Social engagement**  
*Further development of liveable communities*





# Target of TAG's ESG strategy

Meaning and target of decarbonization strategy

1 Maintenance and modernization as needed

- Introduction of green tech for a future-proof portfolio
- Active portfolio investment strategy towards long-term competitiveness

2 Supply chain and materials

- Support for local service and material suppliers
- Standardized and transparent selection process
- Use of sustainable materials

3 Climate and environment

- **Decarbonization and emission control**
- Environmental compliance for all external contracts
- Contribution to resource conservation and biodiversity

*CO<sub>2</sub> emission – 1.5°C climate goal*





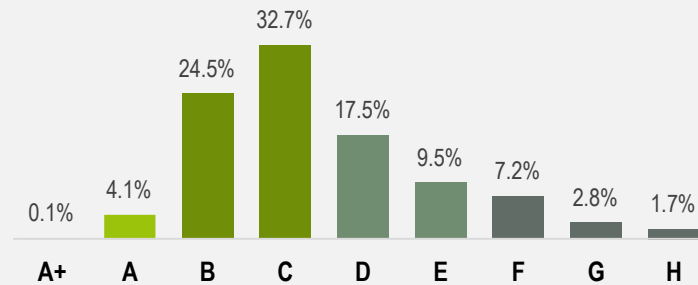
# TAG Decarbonization strategy German portfolio

## 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 31.9kg/sqm (based on last available data for 2019)

### Energy efficiency

Energy efficient portfolio with almost 60% of the residential units with C or better energy certification



## Measures

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

## Target CO<sub>2</sub> emission

31.9 kg/sqm  
in 2019

<28 kg/sqm  
by 2025

<22 kg/sqm  
by 2030

<7 kg/sqm  
by 2045

2019

2025

2030

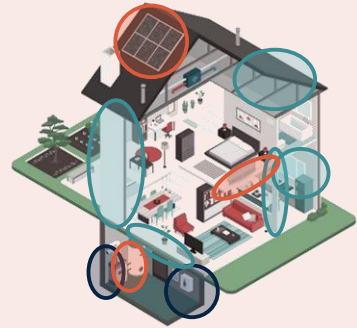
2045



# Projected development of TAG's decarbonization strategy

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

## TAG scenario

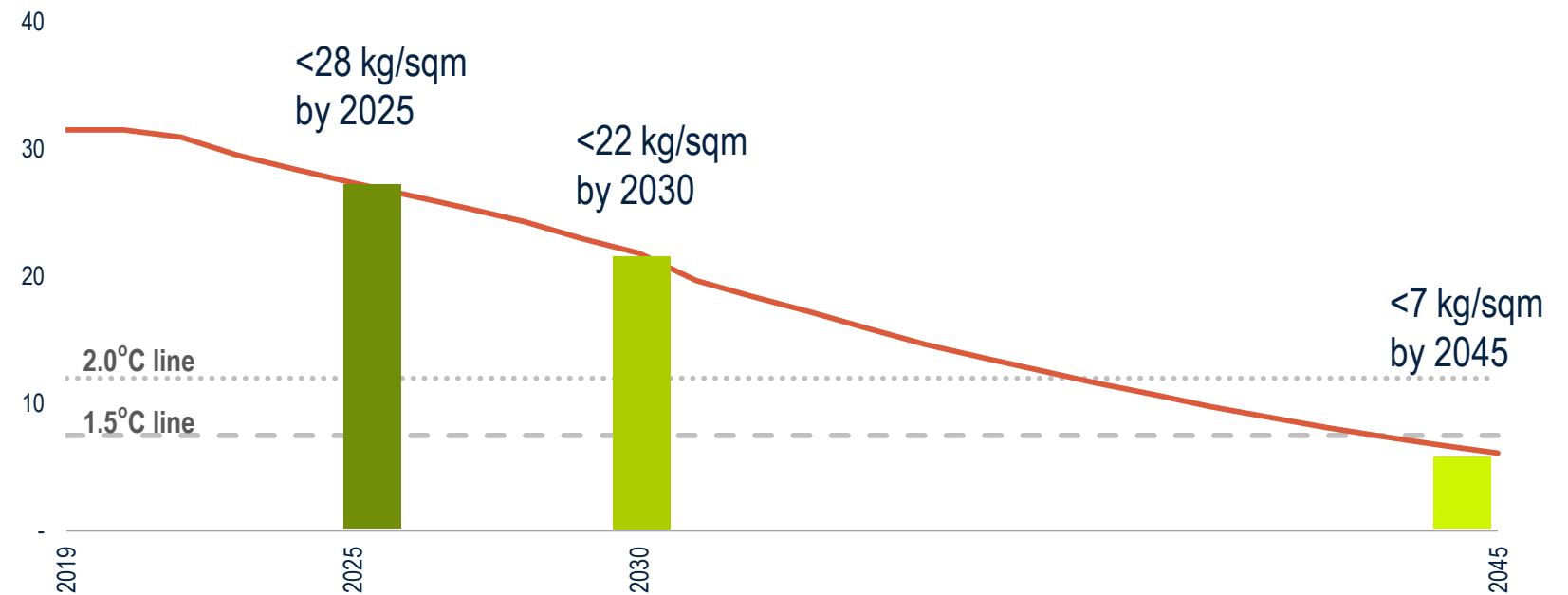


### Investment volume

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

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

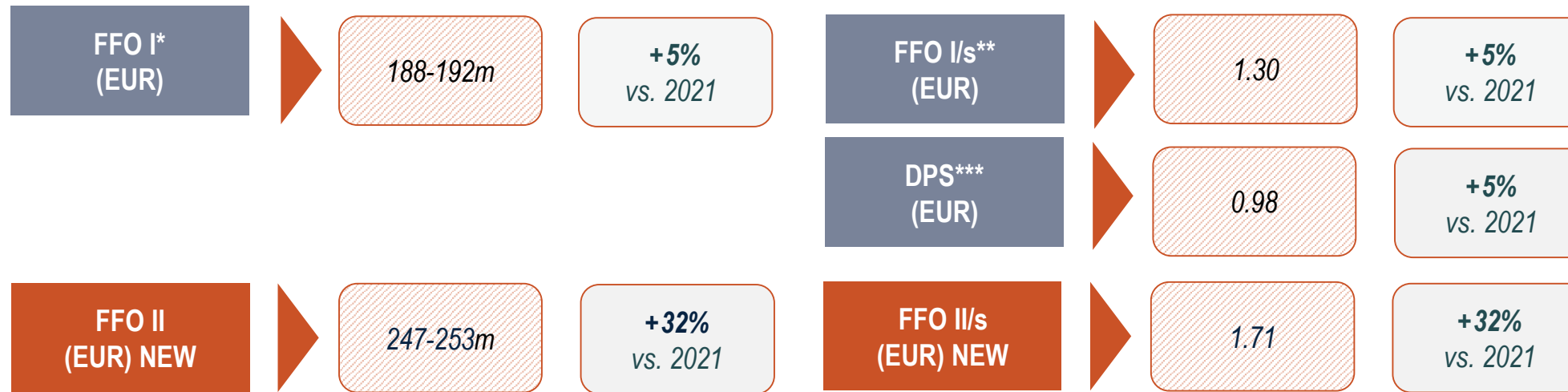


(in €m)	Total	In %
Insulation/windows	304.7	44.2%
Power generation facilities	129.2	18.8%
Photovoltaic	69.8	10.1%
Smart building technology	42.0	6.1%
Hydraulic balancing system	40.0	5.8%
Reformation into centralized systems	38.8	5.6%
Combined heat and power unit	22.2	3.2%
Planning cost	42.0	6.1%
<b>Total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

# TAG guidance FY 2022

# TAG 2022

# TAG FFO and dividend guidance FY 2022

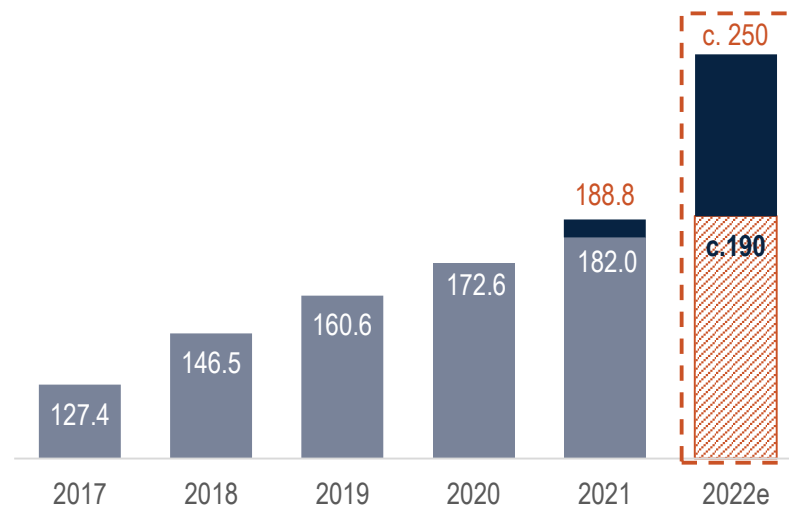


\*For purpose of the guidance no further acquisitions/disposals in 2022 assumed, FFO I guidance 2022 purely refers to the German rental business as rental activities in Poland just started in Jun-2021 (material FFO I impact from renting business in Poland expected from 2023 onwards);

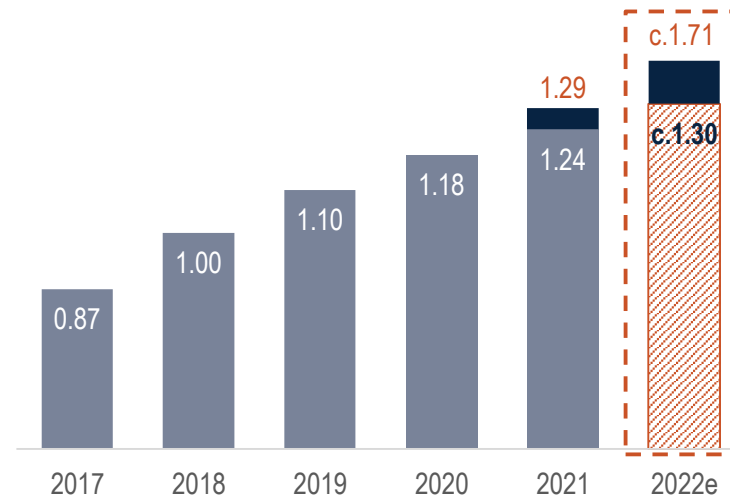
\*\*based on 146.4m outstanding shares;

\*\*\*equals 75% of FFO I

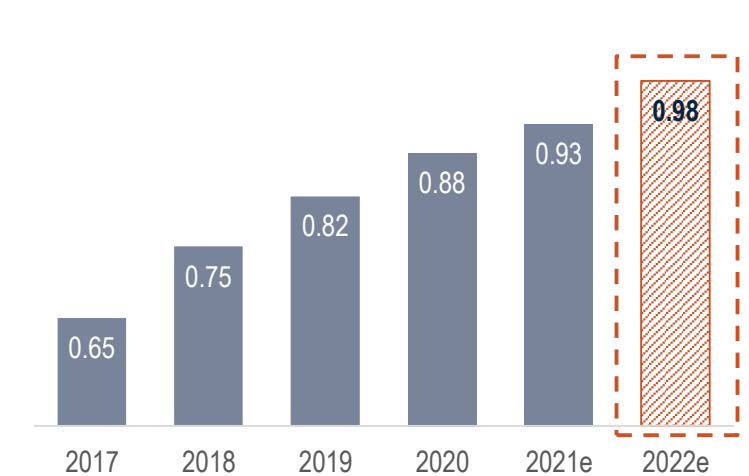
## FFO I / FFO II in EURm



## FFO I / FFO II per share in EUR



## Dividend per share in EUR



# TAG 2022

## APPENDIX

# TAG income statement\*

(in EURm)		FY 2021	FY 2020	Q4 2021	Q3 2021
<b>Net actual rent**</b>	<b>1</b>	<b>333.1</b>	<b>322.5</b>	<b>83.8</b>	<b>83.2</b>
Expenses from property management**		-61.8	-58.4	-16.8	-15.0
<b>Net rental income</b>	<b>2</b>	<b>271.3</b>	<b>264.1</b>	<b>67.0</b>	<b>68.2</b>
Net income from services	<b>3</b>	26.3	26.1	6.7	6.4
Net income from sales	<b>4</b>	12.5	46.5	1.5	3.5
Other operating income	<b>5</b>	7.6	6.2	2.0	1.9
Valuation result	<b>6</b>	540.0	328.4	229.4	0.3
Personnel expenses	<b>7</b>	-63.0	-58.6	-17.0	-14.9
Depreciation	<b>8</b>	-8.8	-7.2	-2.4	-2.3
Other operating expenses	<b>9</b>	-24.5	-22.2	-10.2	-5.1
<b>EBIT</b>		<b>761.4</b>	<b>583.2</b>	<b>277.0</b>	<b>58.0</b>
Net financial result	<b>10</b>	-43.3	-107.0	-2.9	-11.3
<b>EBT</b>		<b>718.1</b>	<b>476.2</b>	<b>274.2</b>	<b>46.7</b>
Income tax	<b>11</b>	-132.5	-73.6	-51.0	-8.4
<b>Consolidated net profit</b>		<b>585.6</b>	<b>402.6</b>	<b>223.2</b>	<b>38.3</b>

**1** Increase in net actual rent y-o-y by EUR 10.5m as a result of I-f-I rental growth of 1.3% p.a. and portfolio acquisitions in 2020 (mainly Q4).

**2** Improved net rental income by EUR 7.1m y-o-y mainly driven by higher net rent (EUR 10.5m) and higher maintenance cost (EUR 3.9m). Reduction in net rental income q-o-q by EUR 1.2m results mainly from higher maintenance cost (EUR 1.0m).

**3** Slight increase in net income from services by EUR 0.3m y-o-y and by EUR 0.4m q-o-q.

**4** The net income from sales mainly coming from business in Poland (EUR 12,4m); even after effects from purchase price allocation of EUR -3.3m. In the previous year, EUR 40.2m was reported from sales in Germany, to the largest part from the completion of the first phase of the commercial project/joint venture in Munich (EUR 36.2m).

**5** Increase in other operating income y-o-y EUR 1.4m mainly due to the increase in own work capitalised (e.g. personnel costs) in Poland (+EUR 0.7m).

**6** Valuation result of EUR 540.0m in FY 2021 from full portfolio valuation by CBRE (EUR 525.0m German portfolio and EUR 15.0m portfolio Poland).

**7** Personnel expenses increase by EUR 4.4m y-o-y, thereof higher personnel expenses in Germany (EUR 3.5 million) and Poland (EUR 0.9 million). The increase in Germany is partly driven by ongoing growth of TAG's internal caretaker and craftsman services platform. Additional EUR 1.1m effect from settlement of LTIP 2018-2020, i.e. delivery of TAG shares to management board members.

**8** Higher depreciation of EUR 1.6m y-o-y mainly due to capitalisation of intangible assets, which have been fully depreciated for the first time in 2021 (EUR 0.9m).

**9** Increased other operating expenses of EUR 2.3m y-o-y, including EUR 5.8m in consulting costs in connection with the acquisition of ROBYG S.A. (one-off effect). On the other hand, payments of EUR 3.6m (one-off effect) were made in the previous year to establish a new TAG foundation ("TAG Miteinander Stiftung") for social projects in TAG's regions.

**10** Net financial result increased by EUR 63.7m y-o-y and by EUR 8.4m q-o-q, mainly driven by valuation of equity option of convertible bonds; net financial result (cash, after one-offs) improved by EUR 3.0m resp. EUR 1.1m during this time.

**11** Income tax in FY 2021 contains to the largest part deferred taxes of EUR 128.2m (FY 2020: EUR 66.7m); cash taxes in FY 2021 at EUR 4.2m (FY 2020: EUR 6.9m).

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

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



# TAG income statement details Germany and Poland

(in EURm)	Germany Q4 2021	Poland Q4 2021	Total Q4 2021	Germany FY 2021	Poland FY 2021	Total FY 2021	Germany FY 2020	Poland FY 2020	Total FY 2020
<b>Net actual rent*</b>	83.4	0.4	83.8	332.5	0.5	333.1	322.5	0.0	322.5
Expenses from property management*	-16.8	0.0	-16.8	-61.7	-0.0	-61.8	-58.4	0.0	-58.4
<b>Net rental income</b>	<b>66.6</b>	<b>0.4</b>	<b>67.0</b>	<b>270.8</b>	<b>0.5</b>	<b>271.3</b>	<b>264.2</b>	<b>0.0</b>	<b>264.1</b>
Net income from services	6.6	0.1	6.7	26.2	0.1	26.3	26.1	0.0	26.1
Net income from sales	-0.5	2.0	1.5	0.1	12.4	12.5	40.2	6.3	46.5
Other operating income	0.8	1.2	2.0	3.4	4.2	7.6	3.0	3.1	6.2
Valuation result	219.2	10.2	229.4	525.0	15.0	540.0	327.0	1.4	328.4
Personnel expenses	-15.4	-1.6	-17.0	-57.1	-5.9	-63.0	-53.6	-5.0	-58.6
Depreciation	-2.4	0.0	-2.4	-8.7	-0.1	-8.8	-7.0	-0.2	-7.2
Other operating expenses	-10.1	-0.1	-10.2	-23.0	-1.5	-24.5	-21.0	-1.2	-22.2
<b>EBIT</b>	<b>264.9</b>	<b>12.1</b>	<b>277.0</b>	<b>736.7</b>	<b>24.7</b>	<b>761.4</b>	<b>578.8</b>	<b>4.4</b>	<b>583.2</b>
Net financial result	-2.2	-0.7	-2.9	-41.6	-1.7	-43.3	-107.2	0.2	-107.0
<b>EBT</b>	<b>262.7</b>	<b>11.5</b>	<b>274.2</b>	<b>695.1</b>	<b>23.0</b>	<b>718.1</b>	<b>471.6</b>	<b>4.6</b>	<b>476.2</b>
Income tax	-47.5	-3.5	-51.0	-127.4	-5.1	-132.5	-72.5	-1.0	-73.6
<b>Net income</b>	<b>215.2</b>	<b>8.0</b>	<b>223.2</b>	<b>567.7</b>	<b>17.9</b>	<b>585.6</b>	<b>399.1</b>	<b>3.6</b>	<b>402.6</b>

APPENDIX

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

# TAG balance sheet

(in EURm)	31 Dec-2021	31 Dec-2020
<b>Non-current assets</b>	<b>6,659.8</b>	<b>5,949.2</b>
Investment property	1 6,540.4	5,819.2
Deferred tax assets	34.4	50.6
Other non-current assets	84.9	79.4
<b>Current assets</b>	<b>356.8</b>	<b>474.9</b>
Real estate inventory	113.8	102.0
Cash and cash equivalents	96.5	324.3
Prepayments on business combination	2 67.9	0.0
Other current assets	78.7	48.5
<b>Non-current assets held-for-sale</b>	<b>72.0</b>	<b>53.9</b>
<b>TOTAL ASSETS</b>	<b>7,088.6</b>	<b>6,478.0</b>
<b>Equity</b>	<b>3,129.5</b>	<b>2,681.5</b>
Equity (without minorities)	3,039.7	2,602.6
Minority interest	89.8	78.9
<b>Non-current liabilities</b>	<b>3,657.0</b>	<b>3,428.7</b>
Financial debt	4 2,927.4	2,802.6
Deferred tax liabilities	682.0	570.7
Other non-current liabilities	47.6	55.4
<b>Current liabilities</b>	<b>301.0</b>	<b>367.0</b>
Financial debt	5 143.2	236.6
Other current liabilities	157.8	130.4
<b>Non current liabilities held for sale</b>	<b>1.1</b>	<b>0.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>7,088.6</b>	<b>6,478.0</b>

1 Increase in book value of investment properties by EUR 721.2m mainly result of portfolio valuation gain (EUR 540.0), capex in Germany (EUR 68.1m) and investments in build-to-hold projects in Poland. Furthermore, properties with a book value of EUR 29.0m were reclassified as non-current assets held for sale.

2 Prepaid transaction price of EUR 67.9m for ROBYG S.A. acquisition reported as a separate line.

3 Increase in equity w/o minorities of EUR 437.1m mainly a result of net income (EUR 585.6m) and dividend payment (EUR -128.8m).

4 Increase in non-current financial debt by EUR 124.8m is mainly due to taking out a promissory note loan of EUR 100m with a 2y. term and an interest rate of 0.1%.

5 Decrease in current financial liabilities by EUR 93.4m results from the reduction of liabilities from convertible bonds (EUR 93.0m), mainly due to the complete repurchase of the convertible bond EUR 2017/2022.

# TAG EPRA Earnings

(in EURm)	FY 2021	FY 2020	Q4 2021	Q3 2021
<b>Net income Germany</b>	<b>567.7</b>	<b>399.1</b>	<b>215.3</b>	<b>36.0</b>
Valuation result	-525.0	-327.0	-219.3	-0.3
Deferred income taxes on valuation result	105.9	64.3	40.2	3.6
Net income from sales	-0.1	-40.2	0.5	0.3
Cash taxes on net income from sales	0.0	0.3	0.0	0.0
Fair value valuation of derivative financial instruments	-2.7	54.7	-8.5	0.0
Deferred income taxes on valuation of derivative financial instruments	3.6	-0.4	5.5	0.0
Breakage fees bank loans and early repayment of bonds	0.0	1.8	0.0	0.0
Cash dividend payments to minorities	-1.3	-1.3	-0.2	-0.3
<b>EPRA Earnings</b>	<b>148.1</b>	<b>151.3</b>	<b>33.5</b>	<b>39.3</b>
Deferred income taxes (other than on valuation result)	17.1	5.3	2.0	4.7
Other non cash financial result	2.2	5.7	-0.8	-0.4
One offs*	5.8	3.6	5.8	0.0
Depreciation	8.7	7.0	2.4	2.3
Cash taxes on net income from sales	0.0	-0.3	0.0	0.0
<b>Adjusted EPRA Earnings (FFO I)</b>	<b>182.0</b>	<b>172.6</b>	<b>44.5</b>	<b>46.0</b>
Weighted average number of shares outstanding (in '000)	146,358	146,288	146,380	146,380
<b>EPRA Earnings per share (in EUR)</b>	<b>1.01</b>	<b>1.03</b>	<b>0.23</b>	<b>0.27</b>
<b>Adjusted EPRA Earnings (FFO I) per share (in EUR)</b>	<b>1.24</b>	<b>1.18</b>	<b>0.30</b>	<b>0.31</b>
<i>Weighted average number of shares, fully diluted (in '000)</i>	<i>147,101</i>	<i>157,681</i>	<i>146,380</i>	<i>147,348</i>
<i>EPRA Earnings per share (in EUR), fully diluted</i>	<i>1.01</i>	<i>0.96</i>	<i>0,23</i>	<i>0,27</i>
<i>Adjusted EPRA Earnings (FFO I) per share (in EUR), fully diluted</i>	<i>1.24</i>	<i>1.09</i>	<i>0.30</i>	<i>0.31</i>

APPENDIX

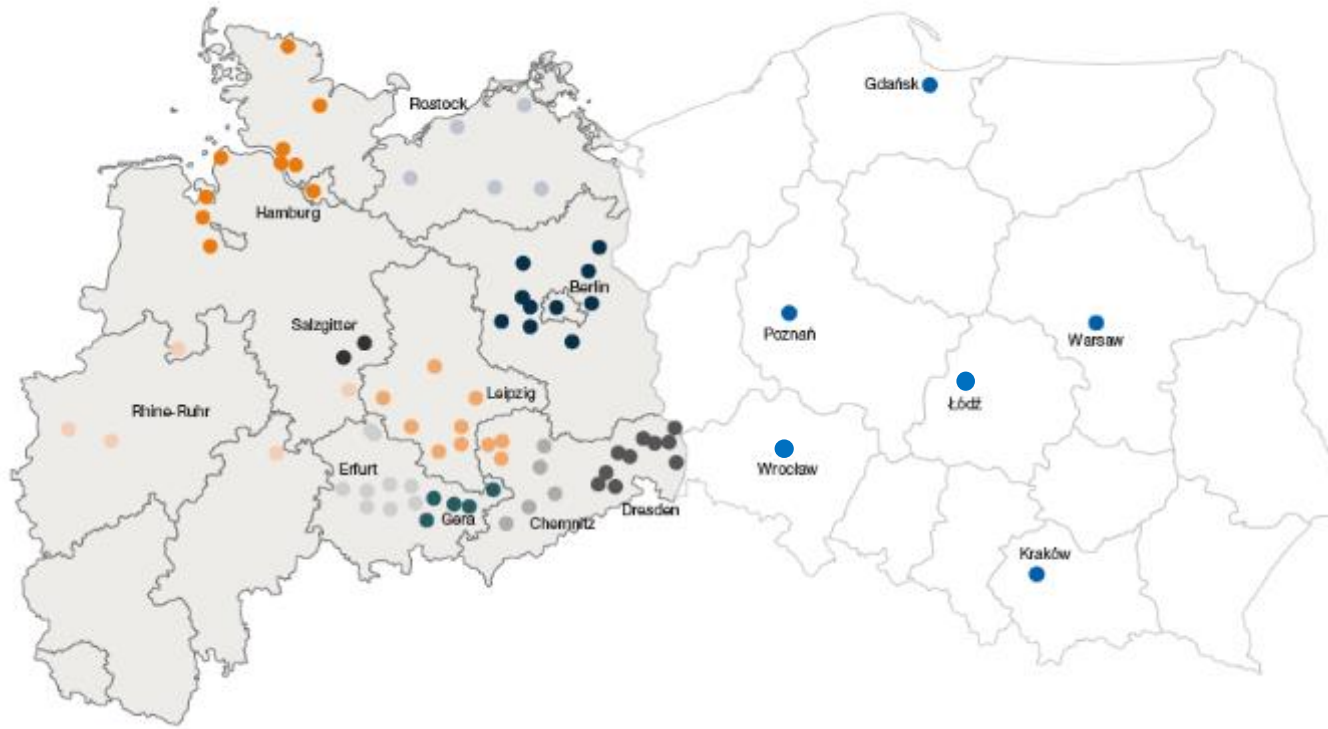
\*2021 EUR 5.8m consulting costs related to ROBYG transaction, 2020 establishment of non-profit foundation "TAG Miteinander Stiftung" EUR 3.6m

# TAG EPRA NAV calculations

	EPRA NRV	EPRA NTA	EPRA NDV
	Net reinstatement value	Net tangible assets	Net disposal value
(in EURm)	31 Dec-2021	31 Dec-2021	31 Dec-2021
<b>Equity (before minorities)</b>	<b>3,039.7</b>	<b>3,039.7</b>	<b>3,039.7</b>
Effect from conversion of convertible bonds 2017/2022	0.0	0.0	0.0
Difference between fair value and book value for properties valued at cost	51.2	51.2	51.2
Deferred taxes on investment properties and derivative financial instruments	682.4	653.8	0.0
Fair value of derivative financial instruments	16.6	16.6	0.0
Goodwill	0.0	-18.3	-18.3
Intangible assets (book value)	0.0	-4.9	0.0
Difference between fair value and book value of financial liabilities	0.0	0.0	-22.2
Transaction costs (e.g. real estate transfer tax)	541.8	0.0	0.0
<b>EPRA NAV metrics, fully diluted</b>	<b>4,331.7</b>	<b>3,738.2</b>	<b>3,050.5</b>
<i>Number of shares, fully diluted (in '000)</i>	146,380	146,380	146,380
<b>EPRA NAV metrics per share (EUR), fully diluted</b>	<b>29.59</b>	<b>25.54</b>	<b>20.84</b>

# TAG portfolio at a glance

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



GAV (real estate assets Germany and Poland)*	EUR 6,735.1m
FFO I 2021	EUR 182.0m
Market cap 31 Dec-2021	EUR 3.6bn
Share price 31 Dec.2021	EUR 24.61
EPRA NTA per share	EUR 25.54
LTV	43.2%

\*thereof EUR 6,387.4m German portfolio and EUR 347.7m Polish portfolio

## Strategy

- TAG is a **specialist for affordable housing** in Eastern and Northern Germany and **among the largest owners of residential properties in Eastern Germany**
- **Fully integrated platform via lean and decentralized organization**: Local presence as a key element of TAG's asset management approach to ensure deep local market knowledge and efficient operation of assets
- **Internal growth as one main driver: Active asset management approach** to lift and realize value potential via vacancy reduction and selective investment of capex
- **Disciplined and conservative approach regarding use of capital and new acquisitions**
- **Clear focus on per share 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**
- External growth via investment in development platforms of **residential-for-rent market in major Polish cities**, mid-term target (until 2028/2029.) of c. 20,000 letting units

Key portfolio metrics	31 Dec-2021	31 Dec-2020
Units Germany	87,576	88,313
Units Poland (secured pipeline)	12,557	8,742
Annualised net actual rent EURm p.a. (total portfolio)	335.8	334.2
Net actual rent EUR/sqm/month (residential units)	5.55	5.48
Net actual rent EUR/sqm/month (total portfolio)	5.64	5.57
Vacancy rate (residential units)	5.4%	5.3%*/4.5%
Vacancy rate (total portfolio)	5.7%	5.6%
L-f-I rental growth (y-o-y)	1.5%	1.4%
L-f-I rental growth (incl. vacancy reduction, y-o-y)	1.3%	1.5%

\* including acquisitions in 2020

# TAG German portfolio details by region

Region	Units #	Rentable area sqm	IFRS BV EURm Dec-2021	Gross yield	Vacancy Dec-2021	Vacancy Dec-2020*	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	Maintenance EUR/sqm	Capex EUR/sqm
Berlin	10,406	603,029	959,324	4.4%	3.7%	3.9%	5.99	6.47	2.6%	2.9%	6.07	12.42
Chemnitz	7,897	462,487	403,287	6.3%	8.7%	6.9%	5.03	5.12	1.0%	0.0%	7.98	14.13
Dresden	6,095	394,376	630,637	4.4%	1.8%	1.9%	6.03	6.31	2.2%	2.4%	5.42	8.31
Erfurt	10,560	595,156	784,520	4.8%	1.3%	2.5%	5.38	5.71	0.9%	1.4%	6.35	9.79
Gera	9,452	548,894	470,309	6.7%	6.8%	6.5%	5.13	5.39	0.8%	0.3%	5.90	9.35
Hamburg	6,952	427,987	670,343	4.4%	4.3%	3.7%	6.01	6.48	2.2%	1.7%	9.65	14.57
Leipzig	13,140	765,903	813,255	5.5%	9.3%	6.0%	5.35	5.63	1.3%	1.9%	7.75	17.15
Rhine-Ruhr	4,168	265,108	391,776	4.5%	1.9%	1.6%	5.67	5.92	1.5%	1.2%	13.31	6.49
Rostock	8,314	466,059	569,643	5.2%	6.5%	4.4%	5.66	6.02	1.6%	0.5%	9.42	28.31
Salzgitter	9,179	563,065	592,852	5.8%	6.4%	5.6%	5.47	5.66	0.6%	-0.2%	7.18	9.64
<b>Total residential units</b>	<b>86,163</b>	<b>5,092,064</b>	<b>6,285,946</b>	<b>5.1%</b>	<b>5.4%</b>	<b>4.5%</b>	<b>5.55</b>	<b>5.82</b>	<b>1.5%</b>	<b>1.3%</b>	<b>7.57</b>	<b>13.35</b>
Acquisitions**	162	9,689	4,860	7.8%	22.6%	21.6%	4.19	---	---	---	---	---
Commercial units within resi. portfolio	1,105	142,787		0.0%	14.5%	16.1%	8.18	---	---	---	---	---
<b>Total residential portfolio</b>	<b>87,430</b>	<b>5,244,540</b>	<b>6,290,806</b>	<b>5.3%</b>	<b>5.7%</b>	<b>5.6%</b>	<b>5.61</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>
Other	146	19,343	96,598***	4.6%****	3.7%	6.3%	12.95	---	---	---	---	---
<b>Grand total</b>	<b>87,576</b>	<b>5,263,883</b>	<b>6,387,405</b>	<b>5.3%</b>	<b>5.7%</b>	<b>5.6%</b>	<b>5.64</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>	<b>---</b>

\* excl. acquisitions in 2020

\*\* acquisitions closed during the period

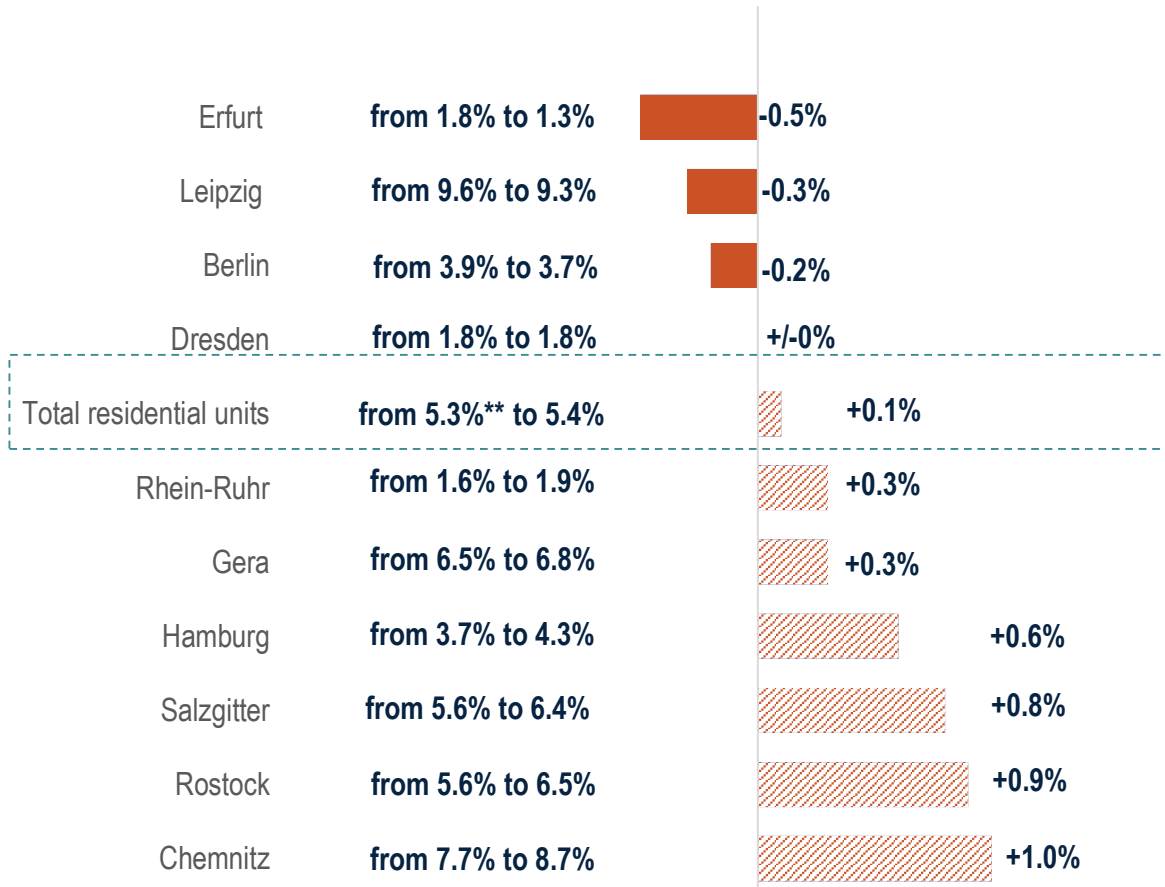
\*\*\* incl. EUR 33.6m book value of project developments

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

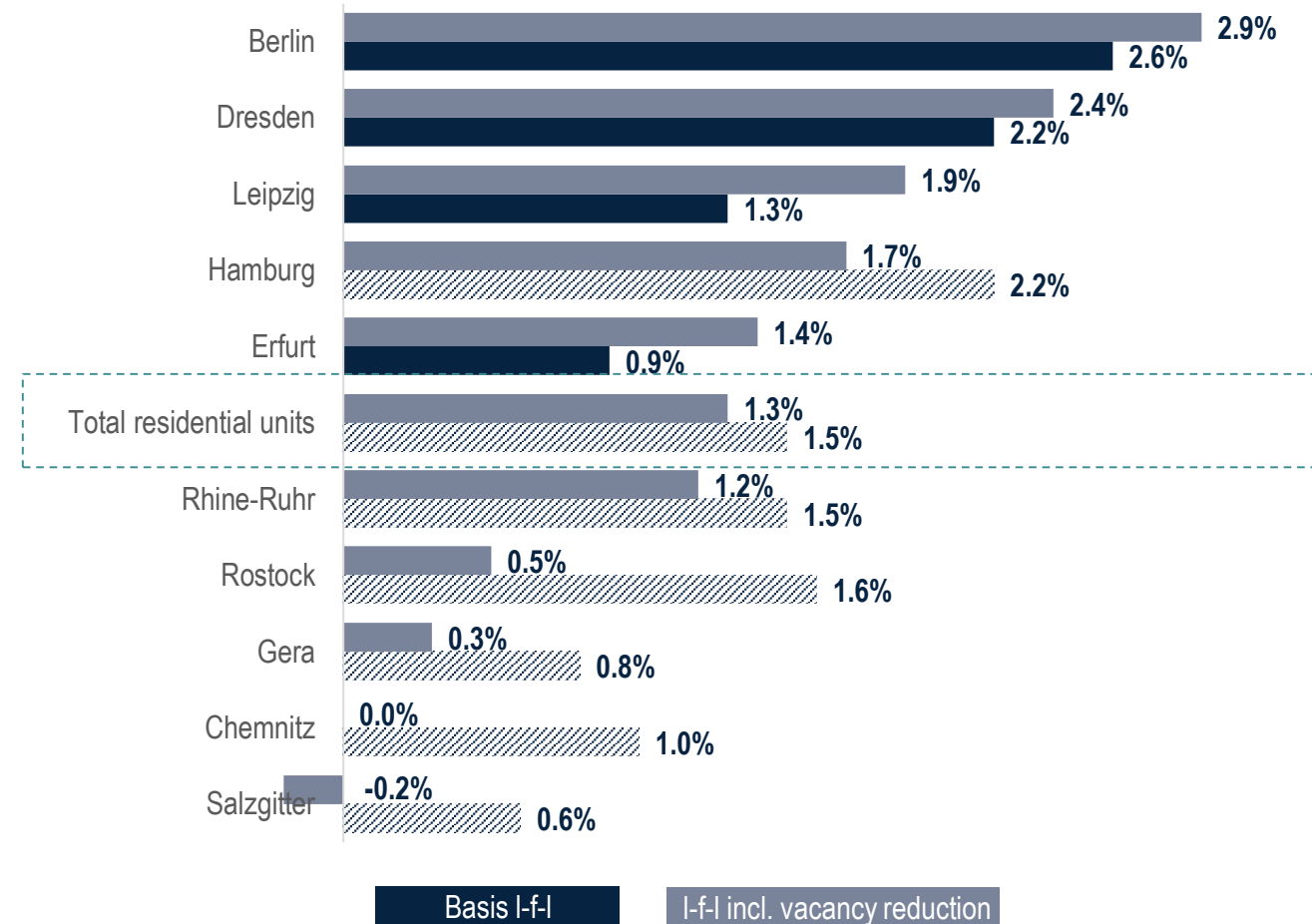


# TAG German portfolio vacancy reduction and rental growth

## Vacancy development 12M 2021\*



## I-f-I rental growth (y-o-y) 12M 2021



\*incl. acquisitions 2020 / \*\* as of 1 Jan-2021

# TAG German portfolio valuation details

Region (in EURm)	Dec-2021 Fair value (IFRS)	Dec-2021 Fair value (EUR/sqm)	Dec-2021 Implied multiple	FY 2021 Valuation result	Share of operational performance/ other market developments	Share of yield compression	Dec-2020 Fair value (IFRS)	Dec-2020 Fair value (EUR/sqm)	Dec-2020 Implied multiple
Berlin	959.3	1,518.8	21.9x	101.8	22.1	79.7	851.3	1,355.6	20.1x
Chemnitz	403.3	849.4	15.5x	15.7	2.1	13.6	367.2	814.6	14.6x
Dresden	630.6	1,551.1	21.8x	50.8	18.1	32.6	575.2	1,416.7	20.3x
Erfurt	784.5	1,269.4	19.5x	73.6	9.2	64.4	706.4	1,121.7	17.6x
Gera	470.3	818.5	14.4x	21.2	1.9	19.4	444.7	772.5	13.6x
Hamburg	670.3	1,532.0	21.8x	81.8	8.3	73.5	588.5	1,331.3	19.2x
Leipzig	813.3	1,048.2	17.8x	66.9	29.3	37.5	611.0	1,018.5	16.6x
Rhine-Ruhr	391.8	1,419.5	20.9x	44.1	10.5	33.6	346.5	1,249.3	18.7x
Rostock	569.6	1,198.7	18.7x	44.6	0.1	44.5	504.9	1,102.8	17.1x
Salzgitter	592.9	1,050.0	16.9x	24.5	2.7	21.9	563.1	997.3	16.0x
<b>Total residential units</b>	<b>6,285.9</b>	<b>1,200.8</b>	<b>18.9x</b>	<b>524.9</b>	<b>104.3</b>	<b>420.6</b>	<b>5,558.8</b>	<b>1,104.7</b>	<b>17.4x</b>
Acquisitions*	4.9	501.6	12.6x	0.0	0.0	0.0	188.2	751.7	15.9x
<b>Total residential portfolio</b>	<b>6,290.8</b>	<b>1,199.5</b>	<b>18.9x</b>	<b>524.9</b>	<b>104.3</b>	<b>420.6</b>	<b>5,747.0</b>	<b>1,088.0</b>	<b>17.4x</b>
Other	96.6**	3,257.7***	21.8x***	0.1	0.3	-0.2	87.3**	3,094.6***	21.0x***
<b>Grand total</b>	<b>6,387.4</b>	<b>1,207.1</b>	<b>18.9x</b>	<b>525.0</b>	<b>104.6</b>	<b>420.4</b>	<b>5,834.3</b>	<b>1,095.6</b>	<b>17.4x</b>

# TAG acquisitions Germany FY 2021 / FY 2020

Signing	2021	2020
Units	no portfolio purchases	4,578
Net actual rent in EUR/sqm/month	---	4.93
Vacancy	---	21.1%
Purchase price in EURm	---	174.7
Net actual rent in EURm p.a.	---	11.9
Location	---	Merseburg, Plauen, Gotha, Magdeburg, Dessau et.al.
Closing	---	2020 (4,410 units) Q2 2021 (168 units)
Multiples (in-place rent)	---	14.7



Bernburg



Dessau



Plauen

No portfolio purchases for the German portfolio in FY 2021

# TAG disposals Germany FY 2021/ FY 2020

Signing	2021	2020 Total
Units	684	1,009
Net actual rent in EUR/sqm/month	5.39	5.38
Vacancy	19%	18%
Selling price in EURm	64.3	55.3
Net actual rent in EURm p.a.	2.72	3.21
Net cash proceeds in EURm	50.8	54.3
Book profit in EURm	12.0	4.0
Location	various locations	---
Closing	2021/2022	2020/2021
Multiples (in place rent)	23.7	17.3



Bad Frankenhausen



Kiel



Suhl

c.684 non-core units sold at an average disposal multiple of 23.7x (4.2% gross yield)

# TAG services business – FFO contribution 2021

c. 6% (EUR 10.7m) of FFO generated from services business in 2021

		Quality improvement		FFO generation					
(in EURm)	FFO rental	Facility management	Craftsmen services	Energy services <sup>1)</sup>	Multimedia services <sup>1)</sup>	Condominium management	Others <sup>2)</sup>	FFO services business	Total
Revenues	332.5	15.0	4.4	23.5	9.4	2.2	0.6	55.1	387.6
Rental expenses and cost of materials	-61.8	-2.6	-1.9	-18.8	-4.9	0.0	-0.5	-28.8	-90.6
<b>Net income</b>	<b>270.7</b>	<b>12.4</b>	<b>2.5</b>	<b>4.6</b>	<b>4.5</b>	<b>2.2</b>	<b>0.1</b>	<b>26.3</b>	<b>297.0</b>
Personnel expenses	-38.1	-13.5	-3.4	-0.5	-0.1	-1.4	0.0	-19.0	-57.1
Other income / expenses	-17.1	2.1	0.7	0.6	0.0	-0.1	0.0	3.4	-13.8
<b>EBITDA adjusted</b>	<b>215.4</b>	<b>1.1</b>	<b>-0.2</b>	<b>4.7</b>	<b>4.4</b>	<b>0.7</b>	<b>0.1</b>	<b>10.7</b>	<b>226.1</b>
Net financial result	-42.0	0.0	0.0	0.0	-0.1	0.0	0.0	-0.1	-42.1
Cash taxes <sup>3)</sup>	-0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.7
Cash dividend payments to minorities	-1.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-1.3
<b>FFO I 2021</b>	<b>171.4</b>	<b>1.1</b>	<b>-0.2</b>	<b>4.7</b>	<b>4.3</b>	<b>0.7</b>	<b>0.1</b>	<b>10.6</b>	<b>182.0</b>
FFO I 2020	162.0	1.0	0.0	5.5	3.9	0.5	-0.3	10.6	172.6

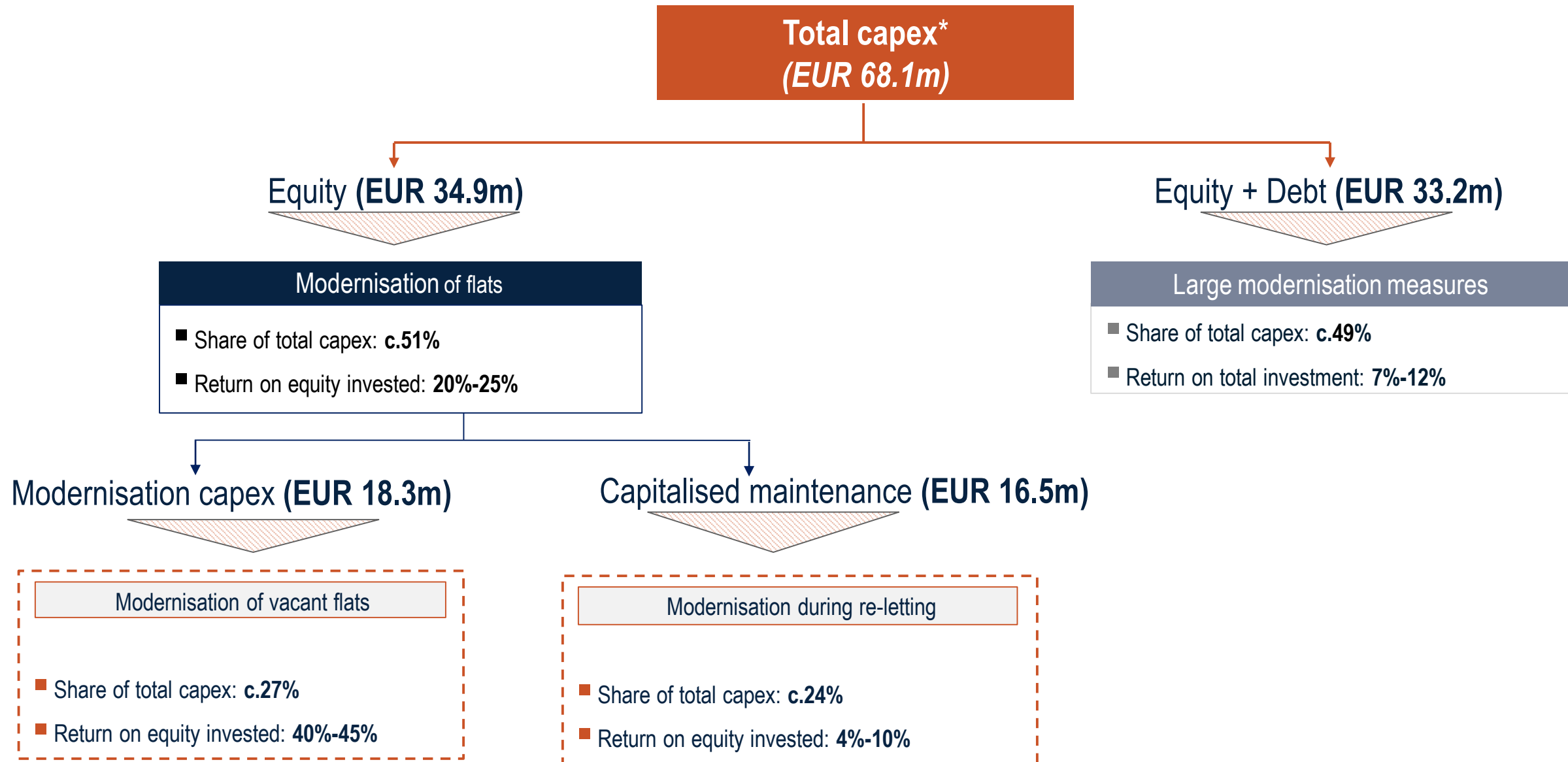
Total FFO contribution of the service business stable over the years with 5.8% in 2021 (5.9% in 2020)

1) incl. provisions, in annual report FY 2021 included in expenses from property management

2) w/o IFRS 15 effects; for further details see annual report FY 2020

3) assumption that all cash taxes are attributable to the rental business

# TAG return on capex calculation 2021



\*excl. capex for project developments of EUR 8.7m



# Poland build-to-hold pipeline as of 31 Dec-2021

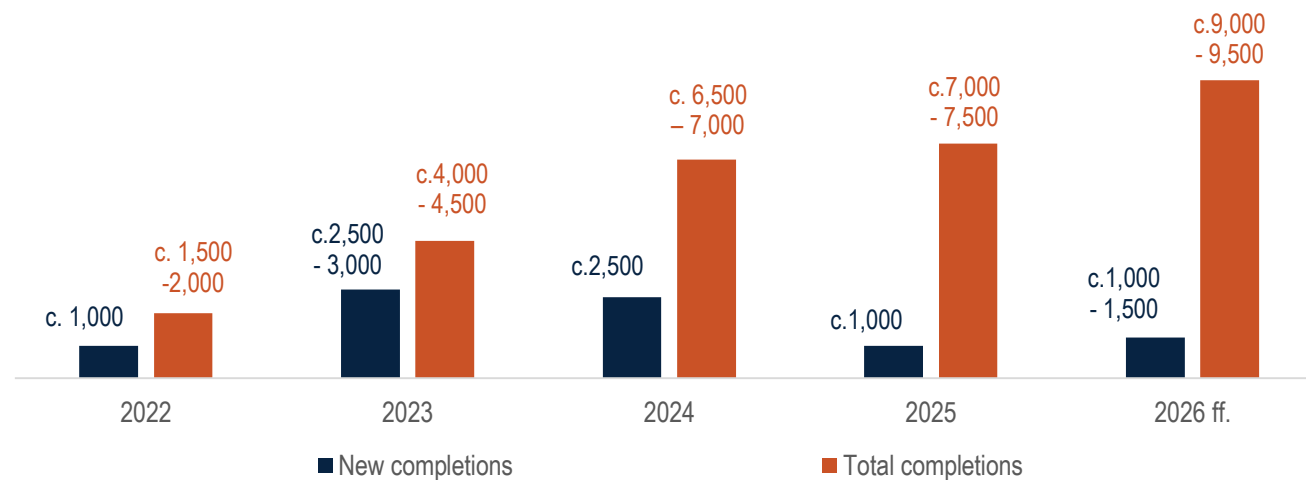
Polish build-to-hold projects currently concentrated in growth regions in Poland's largest regional hubs

## Build-to-hold projects overview

Pipeline locations	Wroclaw	Poznan	Lodz	Gdansk	Krakow	Total
Total number of projects	11	12	5	1	1	30
Total number of project stages	18	12	5	4	1	40
<b>Number of units</b>	<b>4,204</b>	<b>2,498</b>	<b>1,436</b>	<b>808</b>	<b>243</b>	<b>9,189</b>
Estimated total investment costs*						c. EUR 800m
Average total investment costs per sqm*						c. EUR 1,900
Average gross rental yield						c. 7-8%
Average rent per sqm/month*						c. EUR 11.50/month
Average apartment size						c. 40 sqm
Estimated EBITDA margin						>75%

\*Euro amounts based on PLN/EUR exchange rate of 0,2175 as of 31-Dec 2021

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



## Build-to-hold projects locations



## Accounting treatment of build-to-hold units

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

# Poland build-to-sell pipeline as of 31 Dec-2021

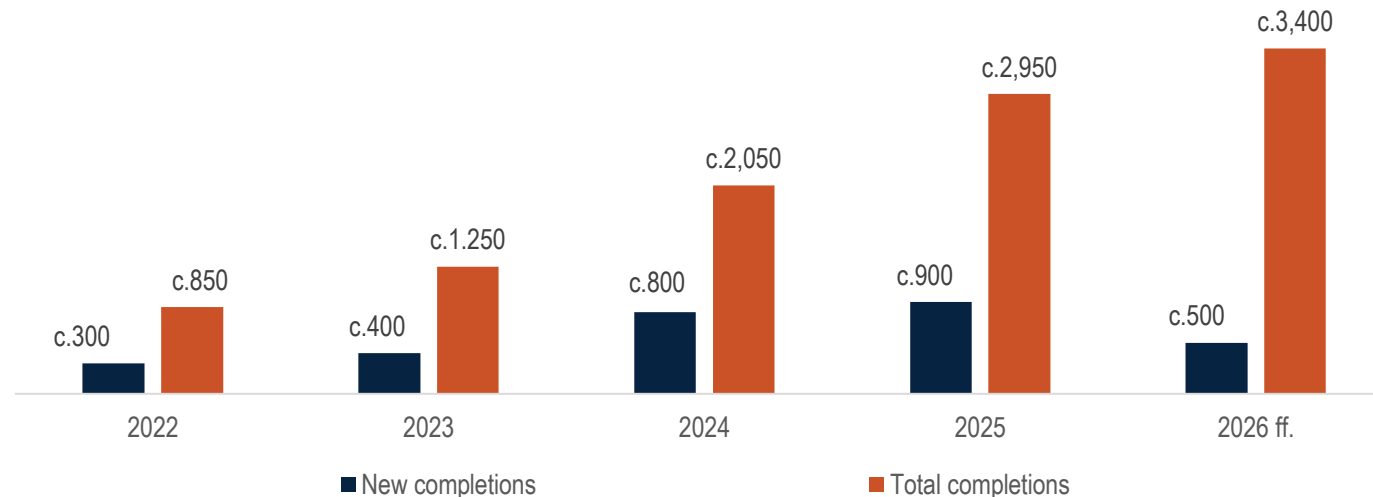
Attractive build-to-sell projects offer strong cashflows and significant support to FFO II

## Build-to-sell projects overview

Pipeline location	Wroclaw	Gdansk	Total
Total number of projects	5	1	6
Total number of project stages	15	4	19
<b>Number of units</b>	<b>2,740</b>	<b>628</b>	<b>3,368</b>
Estimated total investment costs*	c. EUR 280m		
Average total investment costs per sqm*	c. EUR 1,600		
Average gross sales margin	c. 20-25%		
Average sales price per sqm (w/o fit out)*	c. EUR 2,100		
Average apartment size	c. 50 sqm		
Estimated EBITDA margin on sales	>15%		

\*Euro amounts based on PLN/EUR exchange rate of 0,2175 as of 31-Dec 2021

## Build-to-sell: Timeline of sales (by handovers)



## Build-to-sell projects locations

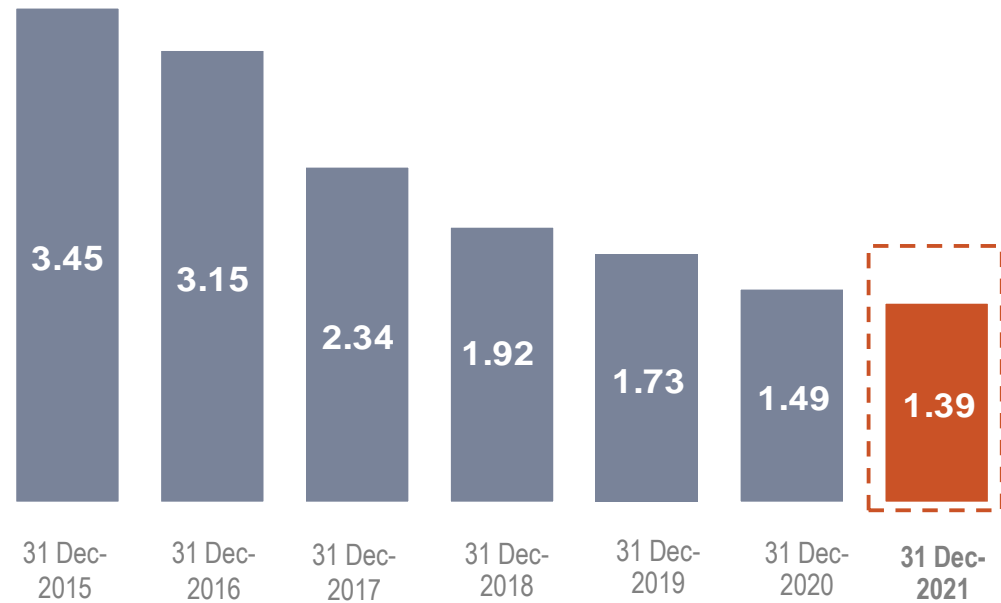


## Accounting treatment of build-to-sell units

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

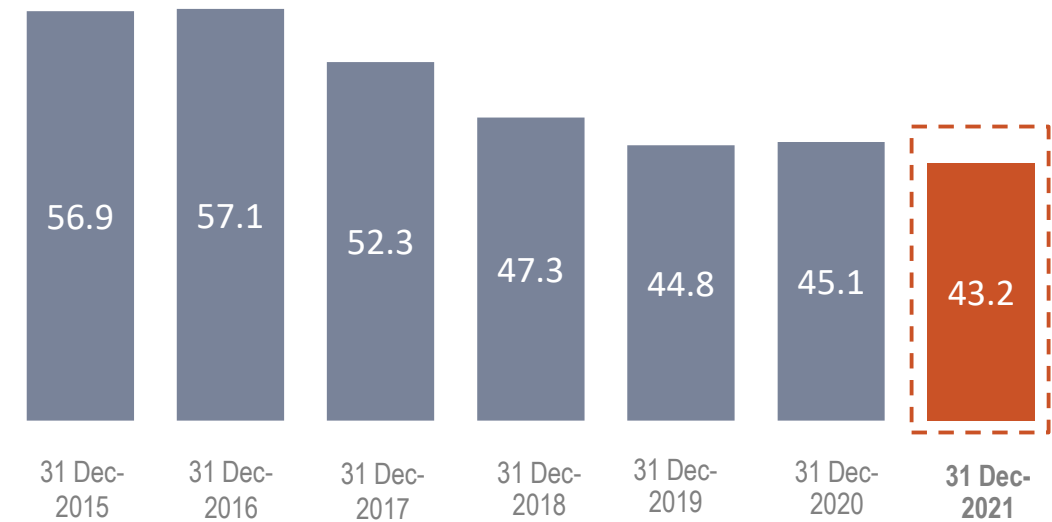
# TAG cost of debt and LTV

## Cost of debt Ø in %



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

## LTV in %

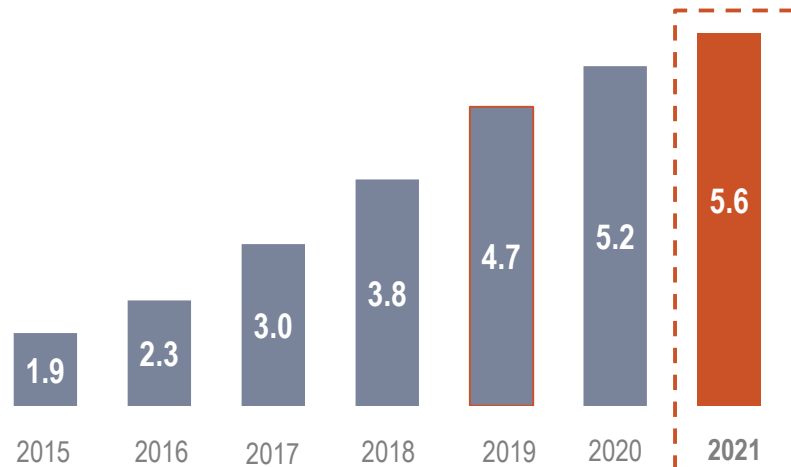


- Strong LTV reduction over the last years, investments in Poland did not and will not lead to material increases in LTV
- LTV target of c. 45% ensures a conservative financial policy also in the future

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

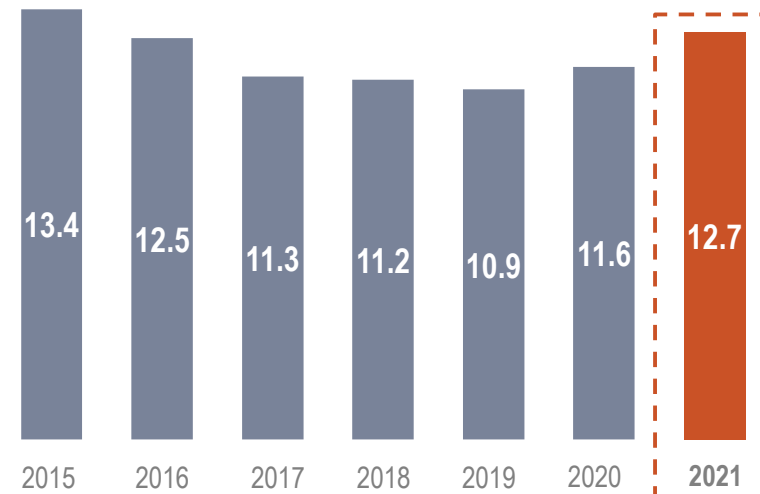
# TAG strong development of financing metrics

## ICR



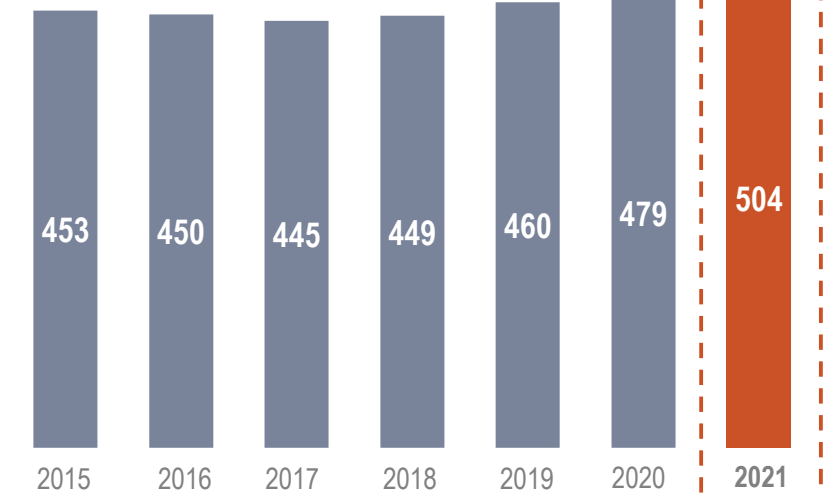
- Strong improvement of ICR (EBITDA adjusted/net financial result cash, after one-offs) driven by operational improvements as well as interest cost savings due to refinancing activities in the past years

## Net financial debt/ EBITDA adjusted



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

## Net financial debt in EUR/ sqm



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

APPENDIX

Continuous improvement of financing metrics with further improvement expected

# TAG LTV calculation

(in EURm)	31 Dec-2021	31 Dec-2020
Non-current and current liabilities to banks	2,066.5	1,977.9
Non-current and current liabilities from corporate bonds and other loans	546.3	495.9
Non-current and current liabilities from convertible bonds	457.8	565.4
Cash and cash equivalents	-96,5	-324.3
<b>Net financial debt</b>	<b>2,974.1</b>	<b>2,714.9</b>
Book value of investment properties	6,540.4	5,819.2
Book value of property reported under property, plant and equipment (valued at cost)	9.1	9.4
Book value of property held as inventory (valued at cost)	113.8	102.0
Book value of property reported under non-current assets held-for-sale	72.0	53.9
<b>GAV (real estate assets)</b>	<b>6,735.3</b>	<b>5,984.4</b>
Prepayments on sold/acquired properties and on business combinations	67.9	-8.0
Difference between fair value and book value for properties valued at cost	81.7	40.9
<b>Relevant GAV for LTV calculation</b>	<b>6,884.9</b>	<b>6,017.4</b>
<b>LTV</b>	<b>43.2%</b>	<b>45.1%</b>

# TAG interest coverage ratio (ICR) calculation

(in EURm)	FY 2021	FY 2020	Q4 2021	Q3 2021
+ Interest income	4.3	10.2	3.7	0.1
- Interest expenses	-50.7	-116.6	-8.0	-12.3
+ Other financial result	3.1	-0.7	1.4	0.9
<b>= Net financial result</b>	<b>-43.3</b>	<b>-107.0</b>	<b>-2.9</b>	<b>-11.3</b>
+ Financial result from convertible/corporate bonds	3.4	3.6	0.8	0.9
+ Breakage fees bank loans	0.1	0.6	0.1	0.0
+ Other non-cash financial result (e.g. from derivatives)	-2.3	57.8	-7.9	-0.3
<b>= Net financial result (cash, after one-offs)</b>	<b>-42.1</b>	<b>-44.9</b>	<b>-9.8</b>	<b>-10.8</b>
<b>ICR (EBITDA adjusted/net financial result cash, after one-offs)</b>	<b>5.6x</b>	<b>5.2x</b>	<b>5.4x</b>	<b>5.5x</b>



# TAG ESG ratings

TAG ranks among the top ratings in the real estate sector

## ESG rating and award improvements

	SUSTAINALYTICS	MSCI	SAM Now a Part of S&P Global	EPRA EUROPEAN PUBLIC REAL ESTATE ASSOCIATION	Moody's INVESTORS SERVICE vigeo eiris	ISS ESG
2019	22.9 /100 Medium 	TAG CCC B BB BBB A AA AAA LAGGARD AVERAGE LEADER	8.9 /100	No Award	N/A	D**
2020	ESG Risk Rating 12.6 Low Risk 	TAG CCC B BB BBB A AA AAA LAGGARD AVERAGE LEADER	29.5/100		35**/100	D**
2021	ESG Risk Rating 9.9 Negligible Risk 	MSCI ESG RATINGS AA LAST UPDATE: January 20, 2022	24/100		in active rating process	D+
	Rank 35 out of 1,044 companies in the real estate sector (3 <sup>rd</sup> percentile*)	Industry adjusted score 0-10 AA= from 7.1 onwards A = 7.0 BBB = 5.1	No active participation of TAG in rating process 2021	Silver Award	60-100 = Advanced 50-60 = Robust 30-50 = Limited 0-30 = Weak	A=excellent B=good C=premium D=poor

## ESG indices

### DAX® 50 ESG

The New Standard in German ESG Investing

\* Data retrieved on 10/07/2021;

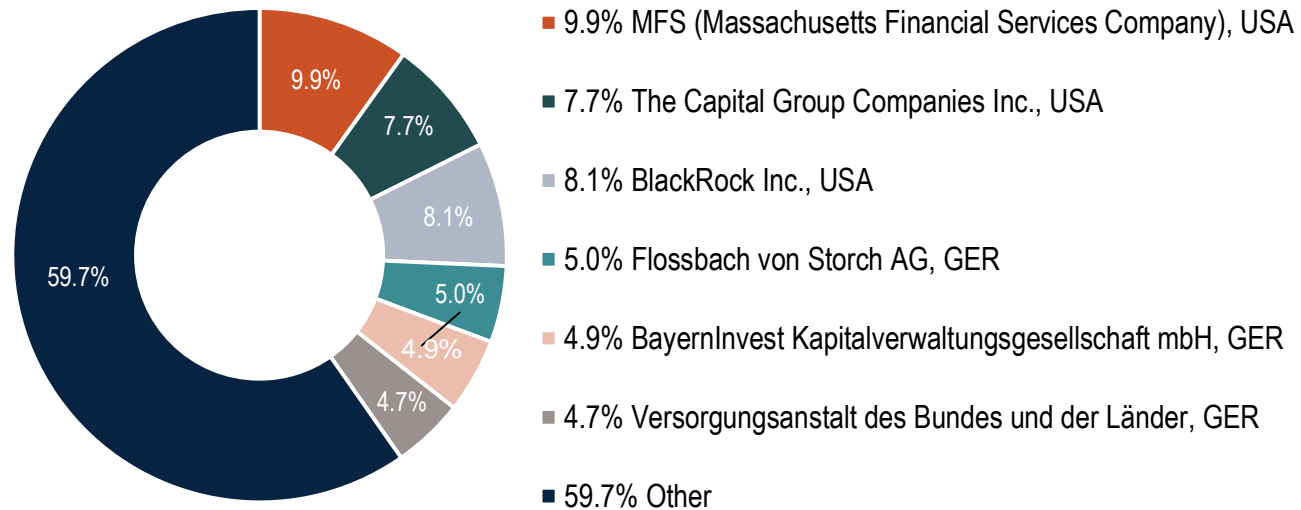
\*\* Not responsive level: rating only based on publicly available information, no participation of TAG in an active rating process

## TAG's ESG disclosure improvement

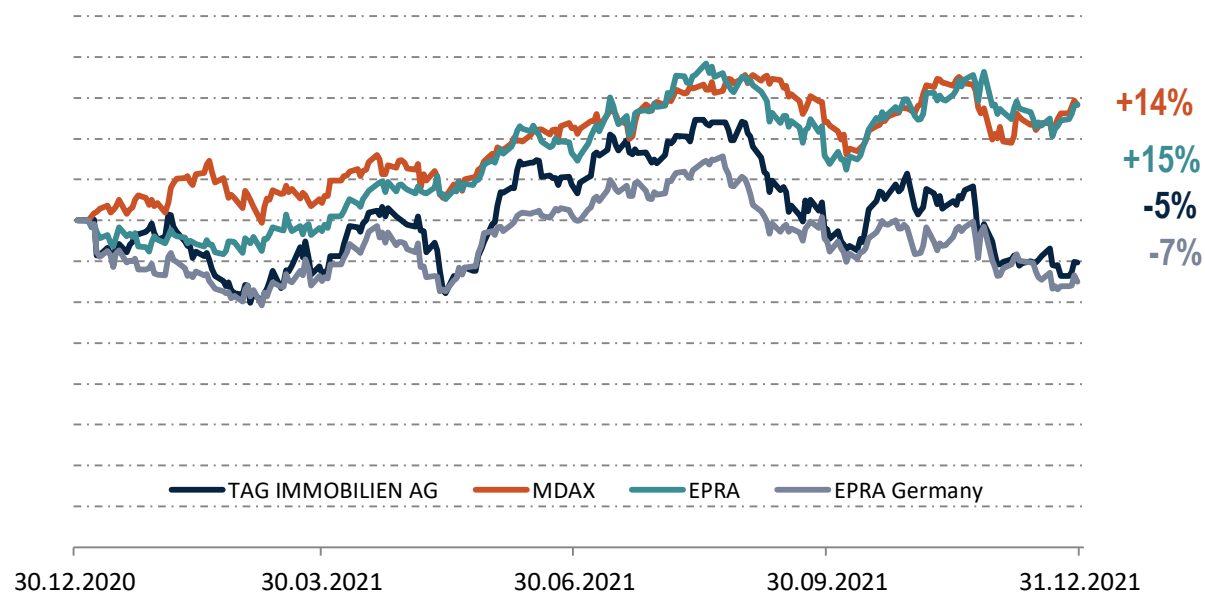
- In 2020 and 2021, we have placed particular **emphasis on improving our ESG performance and reporting** in order to better meet the expectations of Sustainalytics and MSCI
- Now Sustainalytics ranks TAG's ESG performance **among the TOP 3% of all real estate companies in Oct-2021 and MSCI score improved to AA in January 2022**
- As a commitment to improving ESG disclosure, we **engaged actively in further rating processes** in 2022 with Vigeo Eiris, ISS and for the first time with CDP in order to better reflect TAG's ESG performance on a broader scale

# TAG share data

## Shareholder structure as of 31 Dec-2021



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



## Share information as of 31 Dec-2021

Market cap	EUR 3.6bn
NOSH issued	146.5m
NOSH outstanding	146.4m
Treasury shares	0.1m
Free float (Deutsche Börse definition)	99.9%
ISIN	DE0008303504
Ticker symbol	TEG
Index	MDAX/ EPRA
Main listing/ market segment	Frankfurt Stock Exchange/ Prime Standard

12M 2021 share price performance: -5%

12M 2021 Ø volume XETRA/day (shares): c. 380,145

# 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
- 
- Age 49
  - 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.
- 
- Age 49
  - 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 contacts

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**CFO**

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TAG  
2022