

VONOVIA



Unlocking
potential.

Capital Markets Day Neighborhood Development.

Vonovia
Neighborhood Development Break-Out
June 5, 2018

Neighborhood development

Berlin Tegel Ziekowkiez

Excursus: cooperation with Johanniter



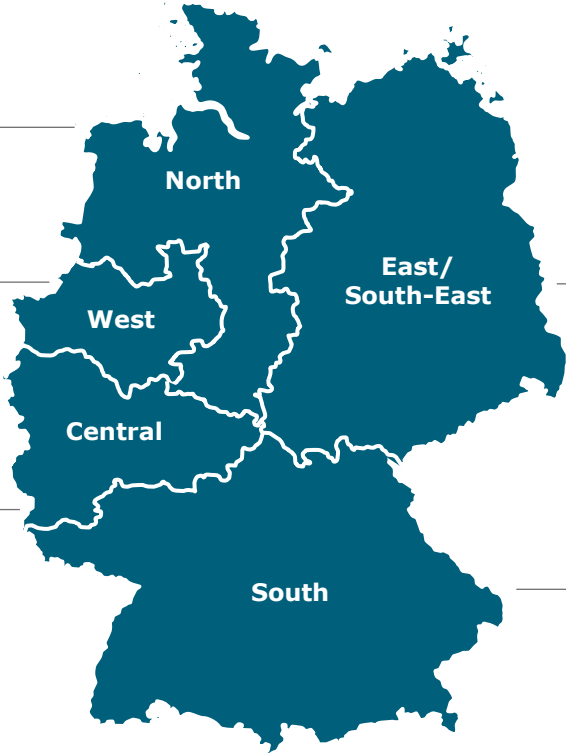
Ullrich Schiller
Executive Board
Region North



Arnd Fittkau
Chairman of the Regional
Management Board
Executive Board
Region West



Mario Stamerra
Executive Board
Region Central



Sebastian Jung
Executive Board
Region East / South-East



Frederic Neumann
Executive Board
Region South



Approach for Vonovia Neighborhood Development further developed



Screening and profound analysis of underdeveloped **urban districts** with value upside potential of portfolio and significant market share



Developing a specific „**master plan**“ for the district combining tailored mix of investments (modernization, space creation, optimize apartments e.g.) and timeline



Neighborhood Development as multiyear strategy and investment project is a **full-scale approach** developing entire districts taking into account economic, infrastructural and social criteria



Changing image of whole district and tailored investment measures in combination create additional value potential



Communication concept for partners, stakeholders and **participation** of customers is vital

Vonovia as a strong and reliable partner for customers, municipalities, social and political stakeholders

Neighborhood development pipeline

Total investment approx. € 450 million (6,560 units)



Bielefeld (2017) Sennestadt	
No. of apartments	302
Duration (planned)	3 years
Invest	€ 14 million



Dortmund (2017) Westerfide North+South	
No. of apartments	639
Duration (planned)	3 years
Invest	€ 23 million



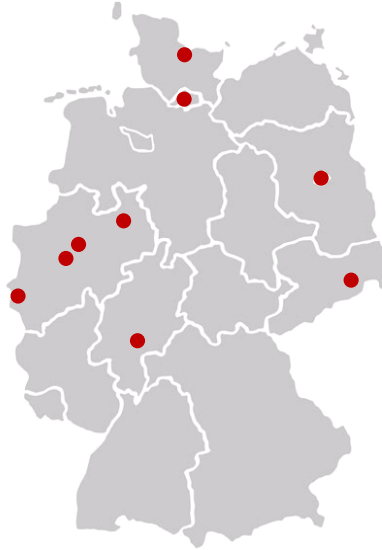
Essen (2016) Eltingviertel district	
No. of apartments	420
Duration (planned)	5 years
Invest	€ 27 million



Aachen (2016) Preuswald district	
No. of apartments	397
Duration (planned)	3 years
Invest	€ 10 million



Hamburg (2018) Wilhelmsburg district	
No. of apartments	1,451
Duration (planned)	4 years
Invest	€ 85 million



Kiel (2018) Gaarden (Förde)	
No. of apartments	682
Duration (planned)	6 years
Invest	€ 32 million



Berlin (2017) Lettekiez neighborhood	
No. of apartments	919
Duration (planned)	3 years
Invest	€ 36 million



Berlin (2017) Tegel district, Ziekowkiez	
No. of apartments	1,100
Duration	6 years
Invest	€ 156 million



Berlin (2016) African Quarter	
No. of apartments	422
Duration (planned)	5 years
Invest	€ 41 million



Frankfurt (2017) Knorr district	
No. of apartments	150
Duration (planned)	2 years
Invest	€ 14 million



Frankfurt (2018) Fuchstanzstrasse	
No. of apartments	78
Duration (planned)	2 years
Invest	€ 6 million



Opportunities being prepared for 2018 and beyond

Bonn Tannenbusch district	Nuremberg Gartenstadt district	Dresden Altgruna district
Dresden Neustädter Markt district	Munich Volmstrasse	Kiel Mettenhof district
Dresden Johannstadt district	Dresden Altreick	Ulm Dichterviertel district
Kiel Mettenhof district	Hamburg Steilshoop district	Kornwestheim Südkorn district
Munich Bauernfeind district	Hamburg Eidelstedt district	

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Residential area currently in hibernation

Berlin Ziekowkiez (2018)



- Contiguous residential area
- Great infrastructure & high recreational value
- Various challenges
 - Investment potential
 - Tenant structure
 - Specific charm
 - Political & social pressure
- High new construction potential

Neighborhood impressions

Integrated neighborhood development to realize the maximum investment potential

VONOVIA

Neighborhood development Berlin Ziekowkiez

Serial new construction & building extensions

Socially responsible building modernization

Profitable modernization of vacant flats

Smart residential environment design

Tailored service offers & cooperation

Comprehensive participation & communication

Current master plan

Modernization of multistory apartment houses as departure point

Multistory apartment houses (May 2018)



2 buildings
145 apartments

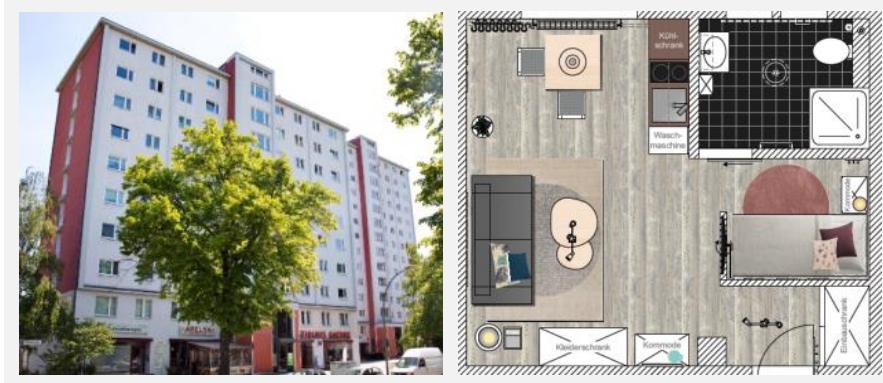
- “Socially responsible” modernization
- Age appropriate living & cooperation
 - Johanniter - lighthouse character
 - Tenant fluctuation
 - Attractive business case
- Creating of a neighborhood center

Neighborhood development

Berlin Tegel Ziekowkiez

Excursus: cooperation with Johanniter

Cooperation with Johanniter – assisted living for elderly tenants in apartment buildings



- Renovation and provision of building and meeting places
- Customization of floor plans and facilities
- Marketing

- Social assistance for tenants
- Organization of events
- Offer of optional services

Primarily the cooperation is a marketing tool for us

Benefits for Vonovia:

1

Social Component
MARKETING

2

Additional
FLUCTUATION

3

Lucrative
BUSINESS

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