Deutsche Annington Immobilien SE
Roadshow Frankfurt

05 March 2014

Rolf Buch, CEO

Dr. A. Stefan Kirsten, CFO

Highlights

- **Delivered on all promises**
  - FFO1/share increased by 17.3%, NAV/share improved by 23.7%
  - All other KPIs improved in line with or exceeded guidance
  - Proposed dividend of € 0.70 / share (3.9% yield on 2013 closing pricing of € 18.00)
- **Follow our strategy**
  - Implementation of best-in-class financing structure completed
  - Investment program 2014 (€ 150m, ~7% unlevered yield) fully on track
  - More than € 20m SG&A cost savings to further improve productivity in 2014
  - Positive outlook for 2014, expecting strong operational and financial performance

Utilisation of scale effects and nationwide presence: Acquisition of DeWAG and integration of Vitus

- Two transactions with more than 41k units for a total purchase price of € 2.4bn at an 14.1x NCR multiple and combined GAV of € 2.5bn, at an FFO 1 yield of more than 10% after 3 years

	Vitus	DeWAG
Units	30,119	11,412
Consideration	€ 1,420m	€ 944m
NCR Multiple	13.0x	15.1x

Data per 31.12.2013

- The acquisition of DeWAG and the integration of Vitus fulfill all our criteria:
  - **Perfect strategic fit** (increase of Deutsche Annington's asset density, regional diversification with expansion into growth regions, scale benefits, upside from modernisation)
  - **FFO/share accretion** as result of attractive yields, favourable refinancing structure and synergy realisation
  - Moderate **NAV/share accretion** from day one
  - Financing structure designed to **maintain our BBB rating**
- Integration fully mapped out

(DeWAG refers to a portfolio managed by DeWAG; Effective take-over date 30.6.14: Gross purchase price for DeWAG of € 970m)

Successful year 2013 - all KPIs meet or exceed guidance

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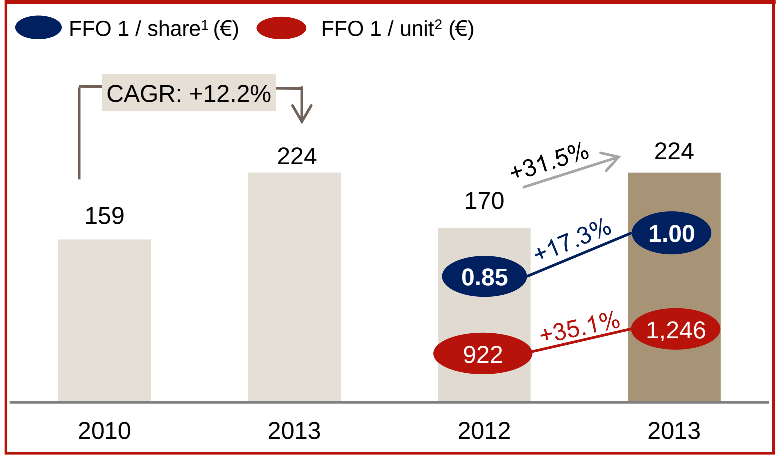
FY 2013 results versus guidance

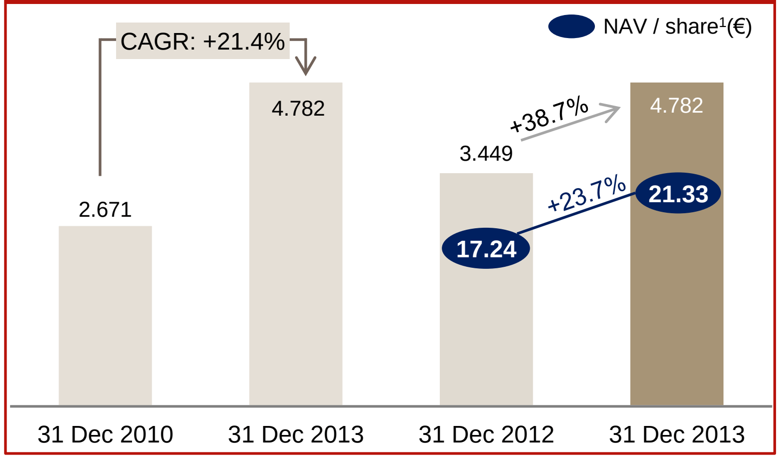
KPI	Guidance	Actual	
Rental growth	1.8 – 2.0%	1.9%	✓
Modernisation volume (on 2012 level)	€ 66m	€ 71m	✓
Planned disposals (privatisation)	>2,000 units	2,576 units	✓
FFO 1	€ 210 – 220m	€ 224m	✓
Dividend policy	~70% of FFO 1	~70% of FFO 1	✓
Implied dividend / share	€ 0.68 – 0.69	€ 0.70	

Improvement of all KPIs in 2013
FFO 1/share + 17.3%, NAV/share +23.7%

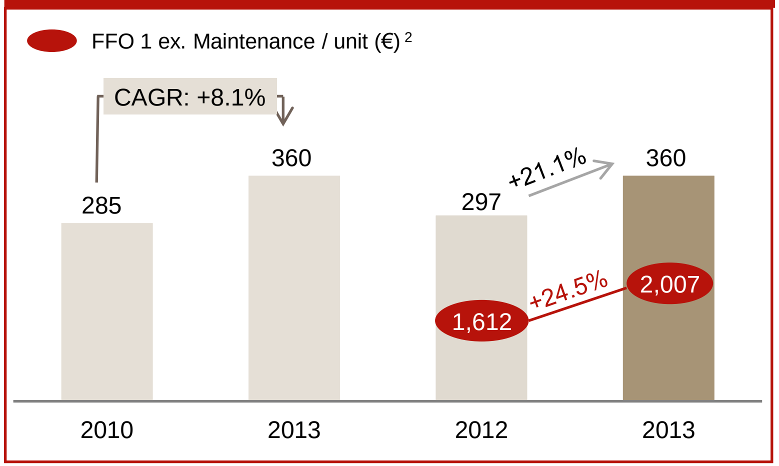
FFO 1 (€m)



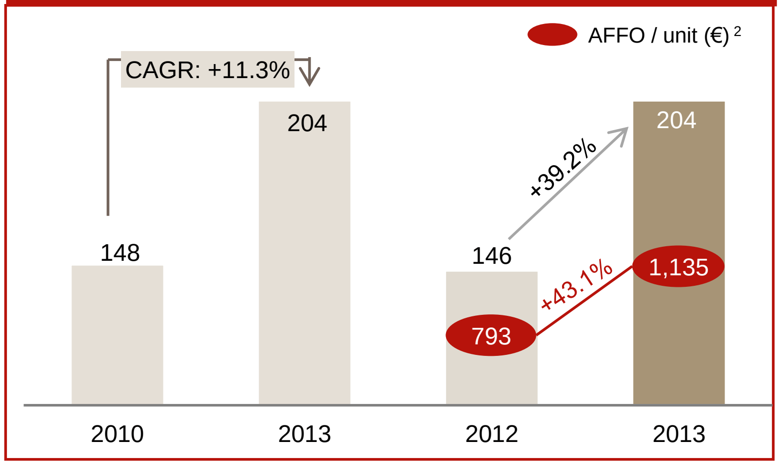
NAV (€m)



FFO 1 ex. maintenance (€m)



AFFO (€m)



1) Based on number of shares as of 31 Dec 2012 (200,0 m) and 31 Dec 2013 (224,2 m)
2) Based on average number of units over the period

Improvement of all KPIs in 2013
Rental increase of +2.3%, vacancy reduced to 3.5%

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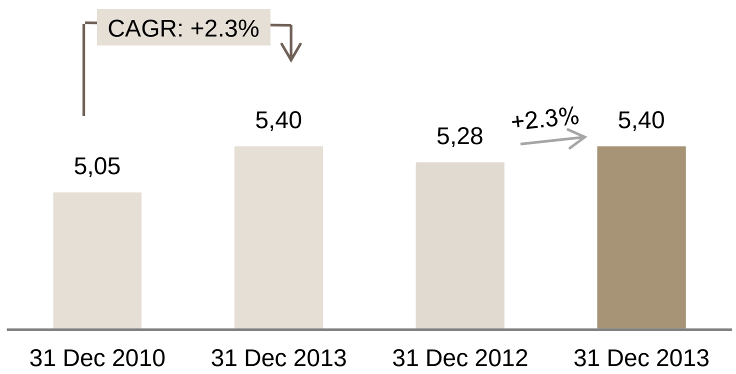
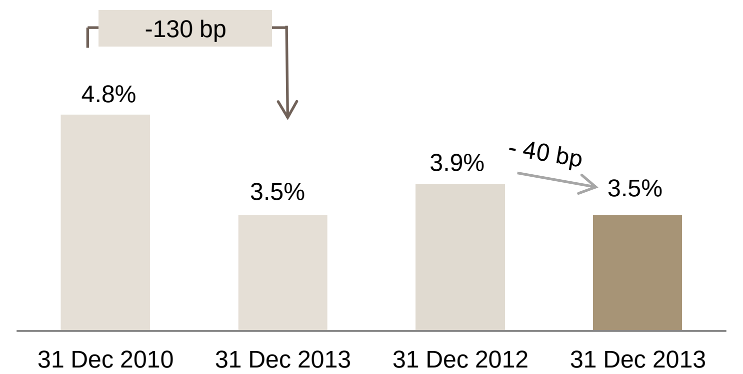
Residential in-place rent (as reported in €/sqm)

Total Portfolio

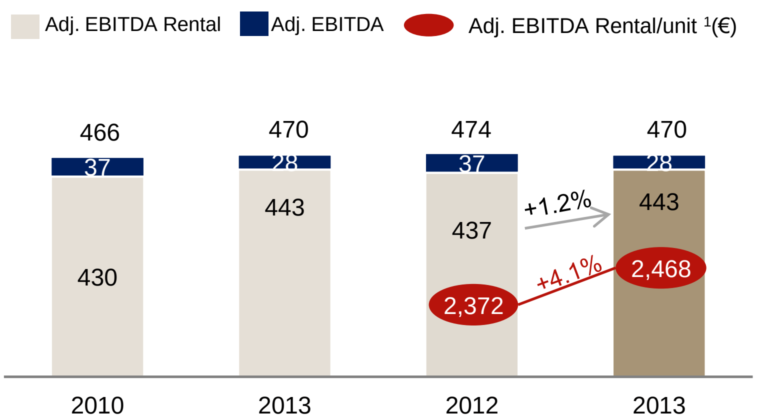


Vacancy rate

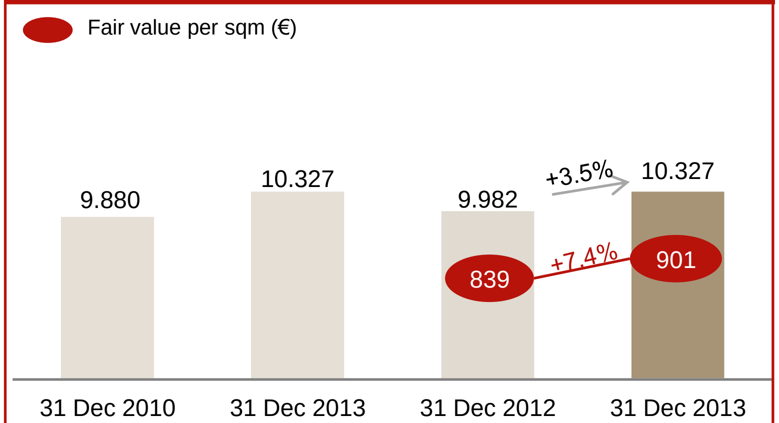
Total Portfolio



Adjusted EBITDA (€m)



Fair value (€m)



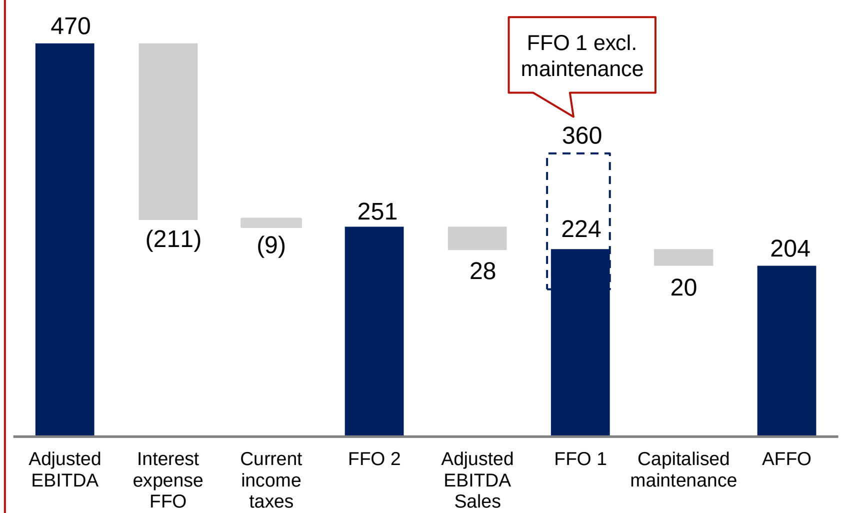
1) Based on average number of units over the period

FFO by all definitions significantly exceeding previous year

FFO evolution (€m)

	2013	2012
Adjusted EBITDA	**470.4**	**474.0**
(-) Interest expense FFO	-210.7	-265.3
(-) Current income taxes	-8.5	-2.1
(=) FFO 2	**251.2**	**206.6**
(-) Adjusted EBITDA Sales	-27.7	-36.7
(=) FFO 1	**223.5**	**169.9**
(-) Capitalised maintenance	-20.0	-23.7
(=) AFFO	**203.5**	**146.2**
(+) Capitalised maintenance	20.0	23.7
(+) Expenses for maintenance	**136.5**	**127.3**
(=) FFO 1 (excl. maintenance)	**360.0**	**297.2**

FFO breakdown (€m)

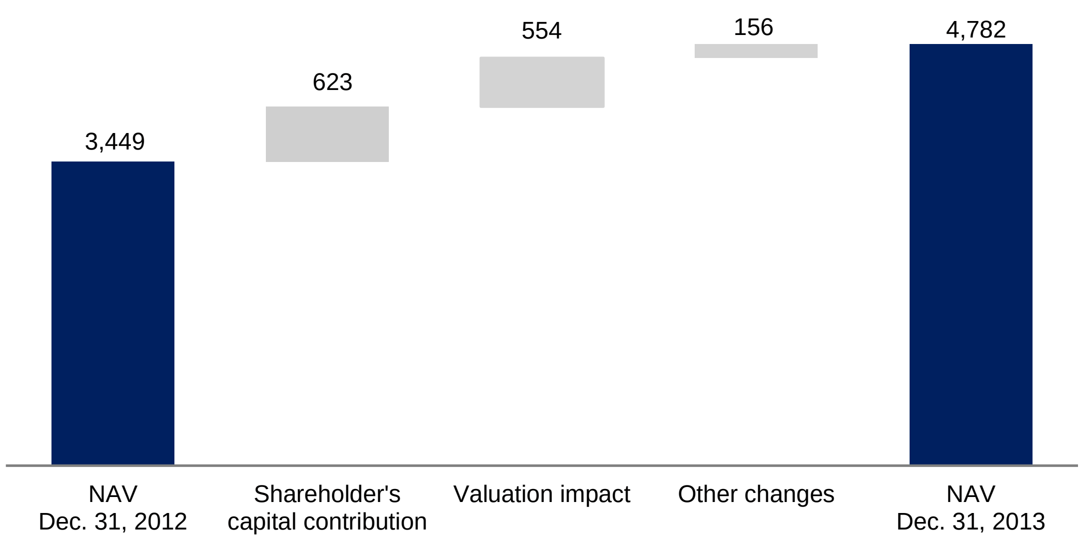


Comments

- All FFOs with significant positive development
- Main driver is a significantly lower interest expense from restructuring of debt in the course of GRAND refinancing
- Additionally, positive impact from growth in Adjusted EBITDA rental

NAV rising due to external valuation and shareholder contribution

NAV-bridge to December 31, 2013 (€m)



- Main impacts from valuation of investment properties and increase in capital by old and new shareholders
- Valuation impact only on investment properties, excluding deferred tax impact of external valuation
- Other changes mainly cover the operational result.

Note: Rounding errors may occur

Positive outlook for 2014, expecting strong operational and financial performance

KPI	Guidance 2014 (excl. any acquisitions)
Rental growth	2.3 – 2.6%
Modernisation program 2014	€ 150m
Planned disposals (privatisation)	~1,800 units
FFO 1	€ 250 – 265m
Dividend policy	~70% of FFO 1

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To drive growth in both FFO and NAV, we follow four operational strategies for the existing portfolio

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Reputation & customer satisfaction

Traditional

1 **Property management strategy**
- Optimise EBITDA by increasing rent, reducing vacancy, reducing operating cost, adequate maintenance

2 **Financing strategy**
- Maintain adequate liquidity at any time while optimising financing costs based on target maturity profile and rating

3 **Portfolio management strategy**
- Optimise portfolio by investment program, sales and tactical acquisitions

4 **Extension strategy**
- Increase customer satisfaction/value by offering value-add services

Innovative

5 **Acquisition strategy**
- Increase FFO/share without dilution of NAV/share
- Increase critical mass to further support operational strategies

Portfolio review provides higher modernisation potential and less Non Core assets

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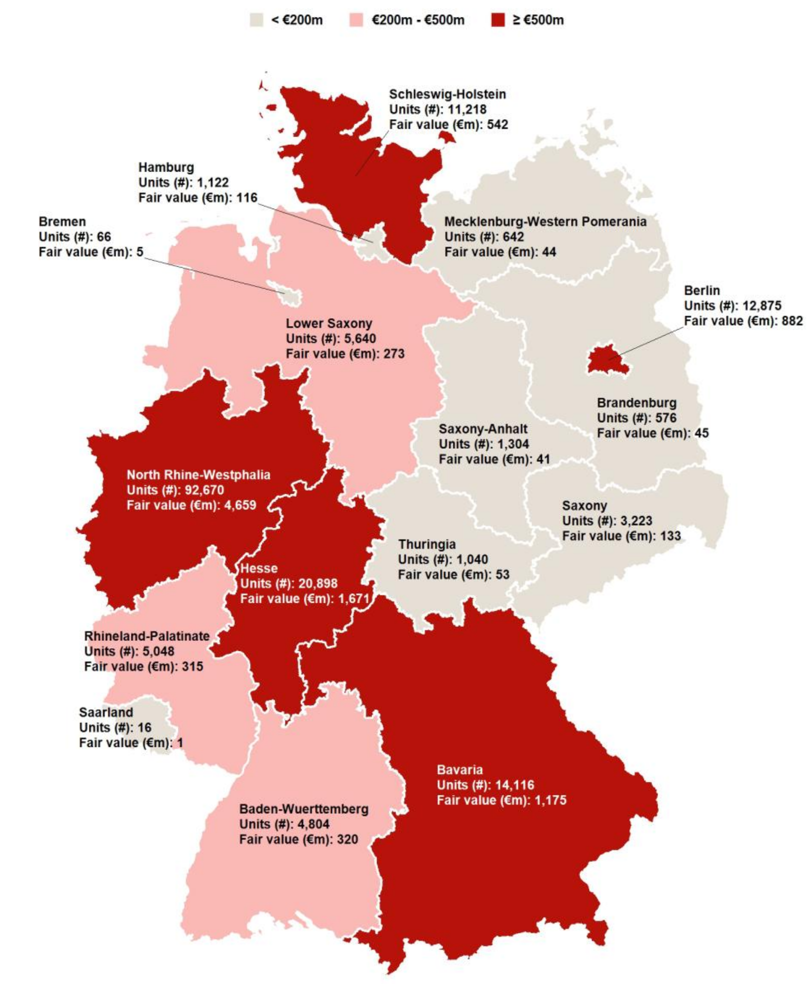
Portfolio segmentation[1)]

	Rental Only (83%)		
Core 97%	**Operational value generation through** ▪ Rental growth ▪ Vacancy reduction ▪ Effective and sustainable maintenance spend ▪ Cost efficiency through scale	**I. Operate** • No need for larger action in the next few years	YE 12: 44% YE 13: 39%
	Additional value creation through investments ▪ € 800m capex opportunities ▪ Returns above cost of capital ▪ Cost of capital lower than for acquisitive growth ▪ Track record of c. € 160m of investments since 2010 at 7% unlevered yield on average	**II. Upgrade Buildings** • Energy efficiency upgrades • € 500m of opportunities identified	YE 12: 23% YE 13: 25%
		III. Optimise Apartments • Invest in apartments for senior living and high standard flats in strong markets • € 300m of opportunities identified	YE 12: 14% YE 13: 20%
	Additional value creation through retail sales ▪ Total of 21k apartments prepared ▪ Track record of selling >20% above fair value	**IV. Privatise** • Sell opportunistically if sufficient value premium is offered	YE 12: 14% YE 13: 13%
Non-core 3%	▪ Insufficient medium- to long-term growth prospects	**V. Non-core** • Sell around fair value	YE 12: 5% YE 13: 3%

Portfolio distribution



1) Note: Percentage figures denote share of total fair value, as of 31 March 2013 and 31 December 2013

Continued high levels of maintenance guarantee the sustainability of our portfolio's rental growth capacity

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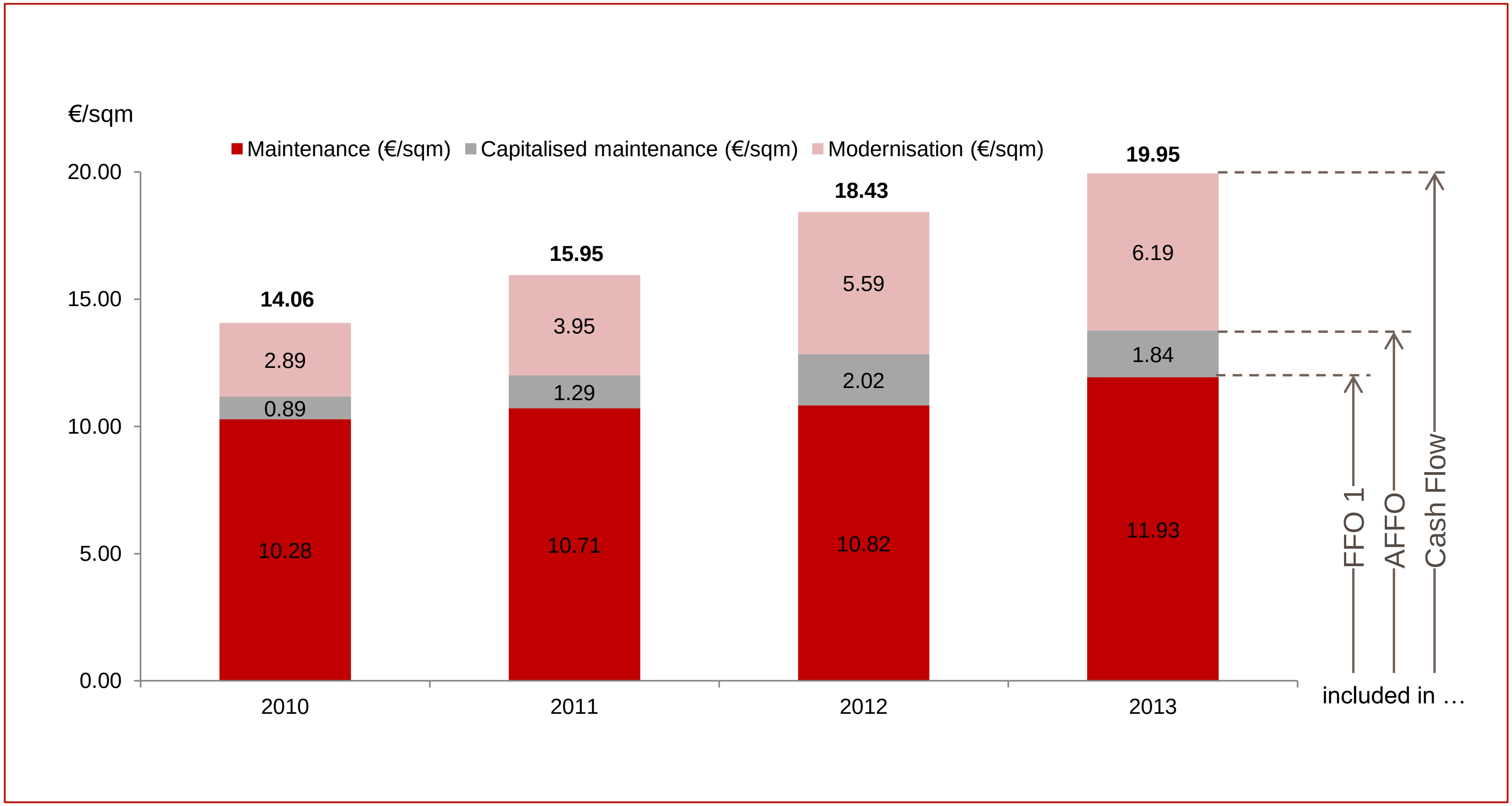

SG&A savings of more than € 20m lead to significant cost/unit improvement

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Organisational improvements in 2013 …

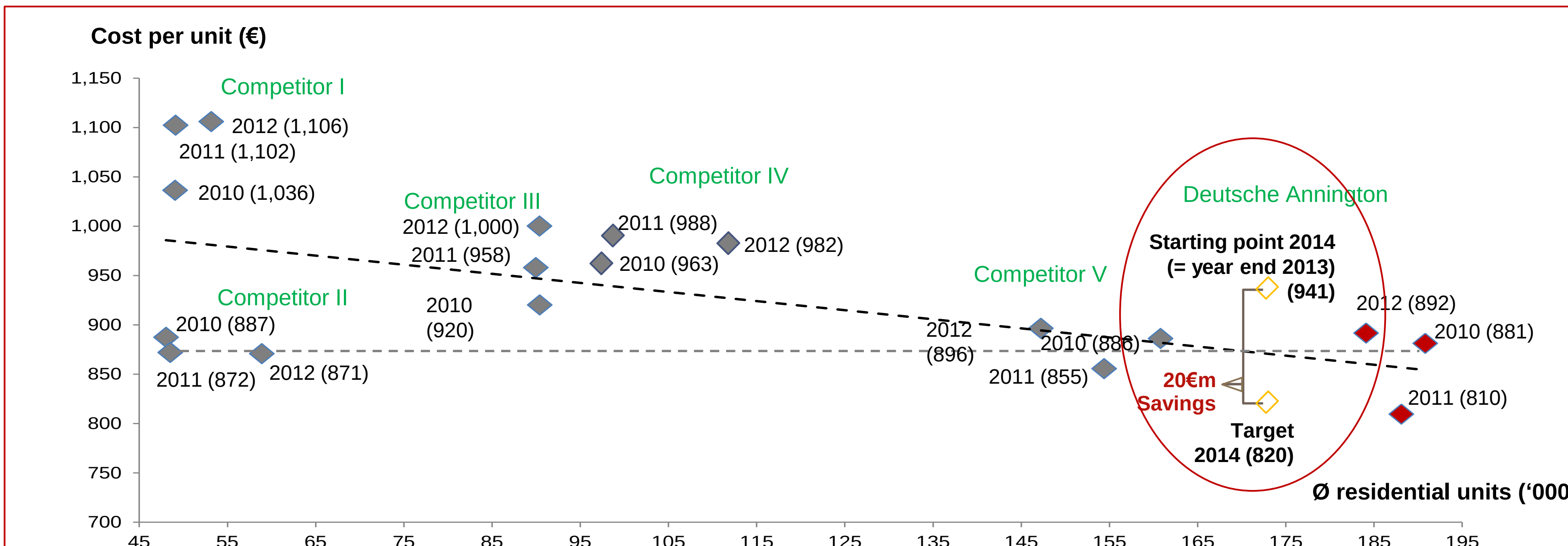
- Integration of Asset and Property Mgmt.
- Reduction of number of legal entities
- IT standardisation

… lead to sustainable efficiency gains

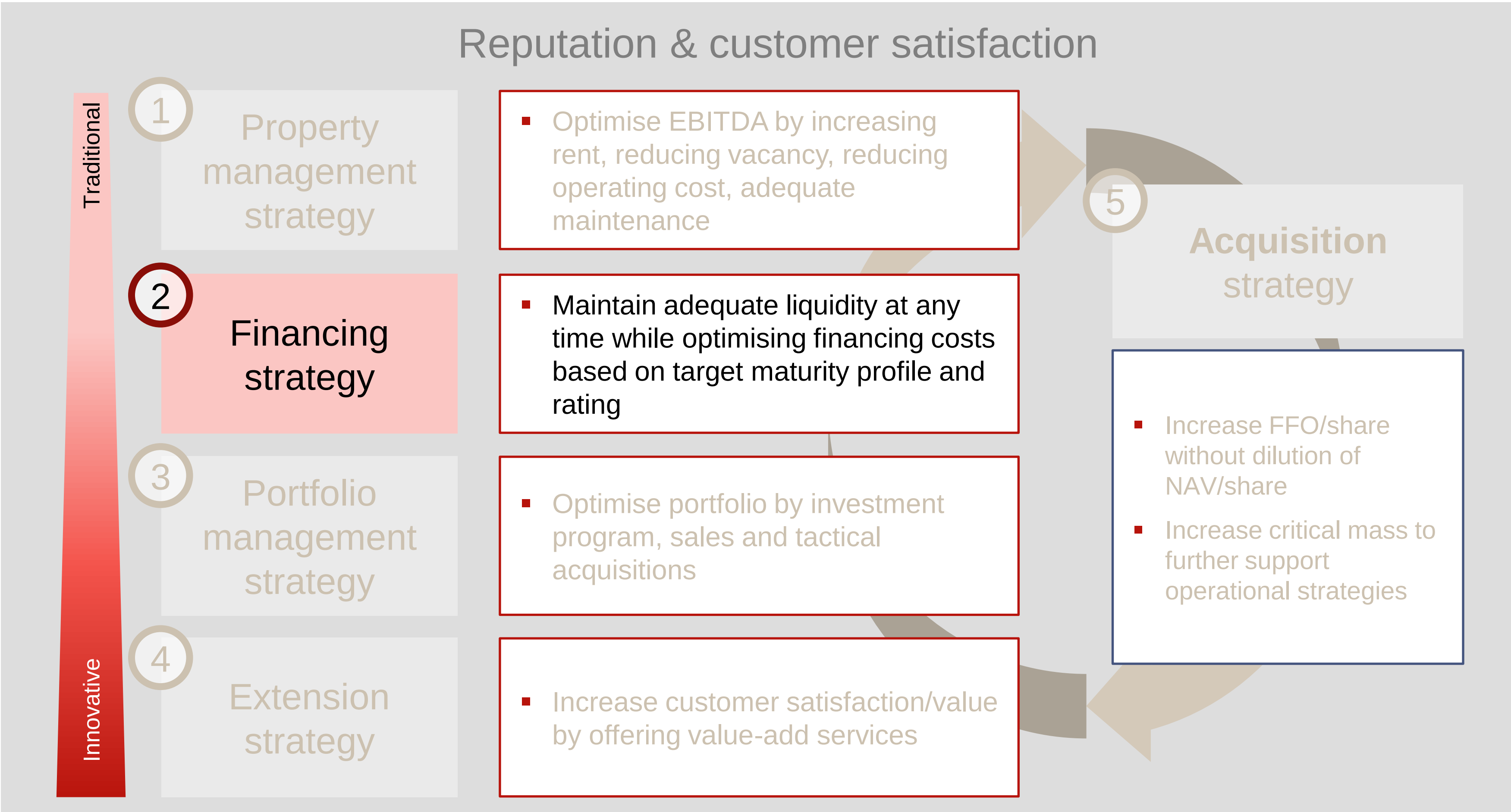
- HR cost savings
  (pay roll reduction: 79 headcounts,
  elderly part time program: 133 headcounts)
- IT cost savings
- TGS

More than € 20m savings targeted for 2014…

… lead to savings of € 120/unit in 2014

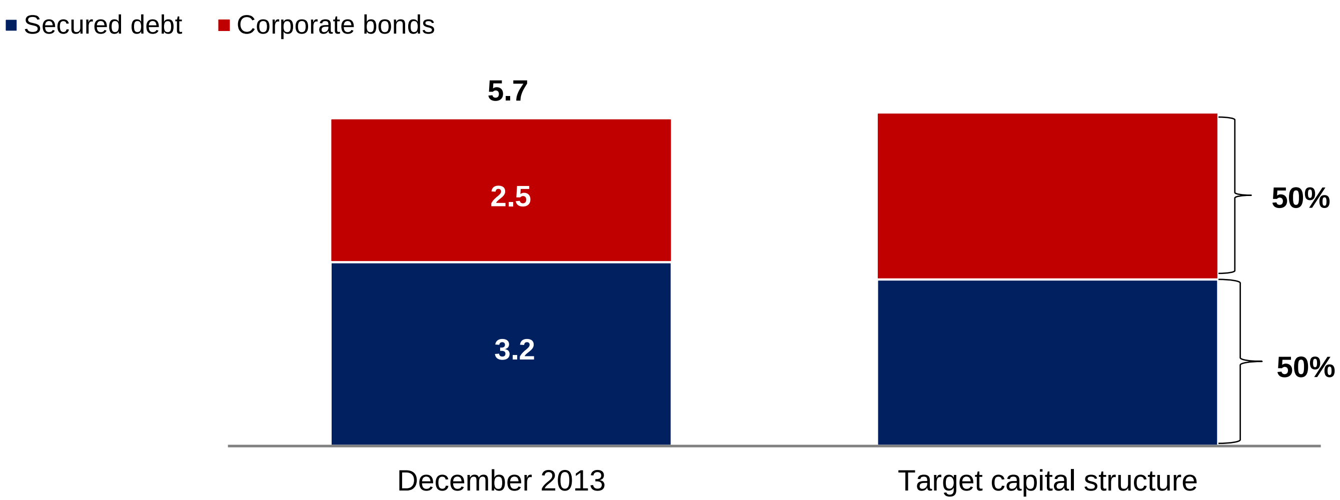


Financing Strategy



Implementation of best-in-class financing structure in the German real estate sector completed

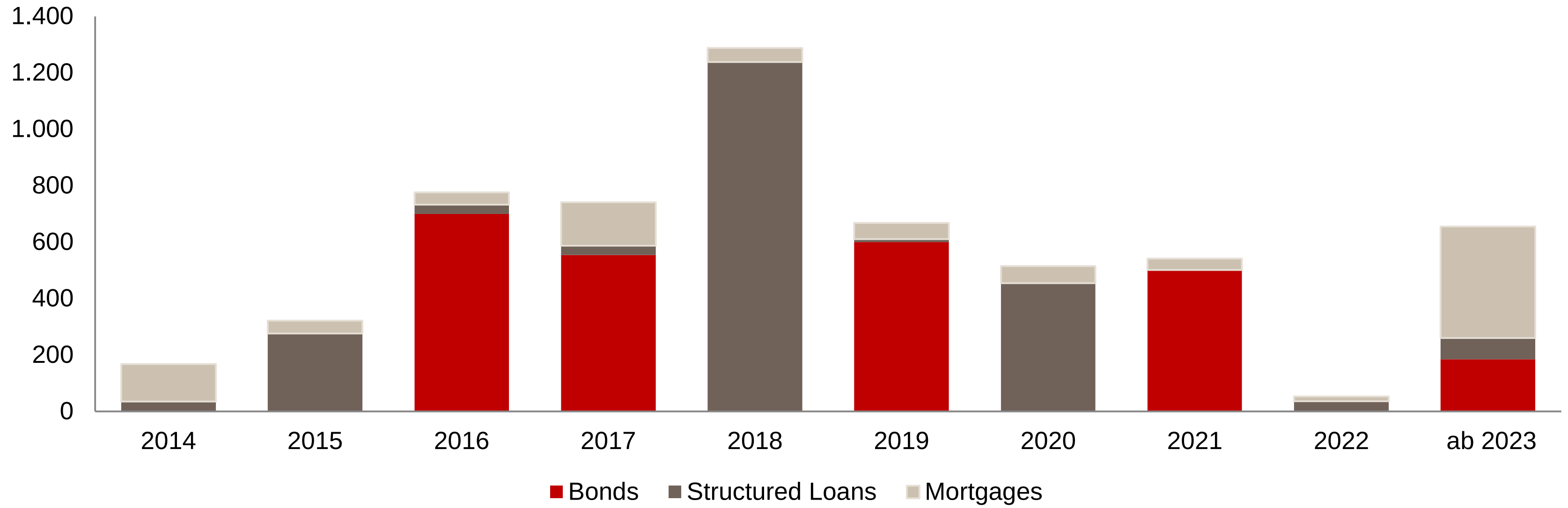
Illustrative targeted evolution of Deutsche Annington financial liability structure (€bn, nominal)



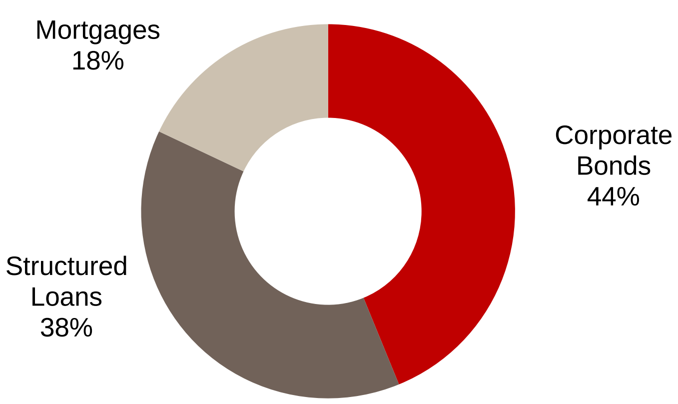
	December 2013	Target capital structure
LTV (nominal)	**50.2%**	**c. 50%**
Unencumbered assets in %	**c. 35%**	**≥ 50%**
Global ICR	**2.2 x**	**Ongoing optimisation with most economical funding**
Financing cost	**3.3%**	

Long-term and well balanced maturity profile

Debt maturity profile as of Dec. 31, 2013 (€ m)



Debt structure as of Dec. 31, 2013



- Maturity profile further extended and smoothed (8.4 years)
- No major refinancing before 2015

Portfolio Management Strategy

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Investment program capitalising on mega-trends supported by German regulation

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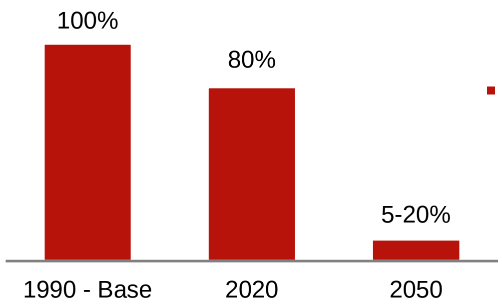
Upgrade Buildings
Targeting energy efficiency

dena study published

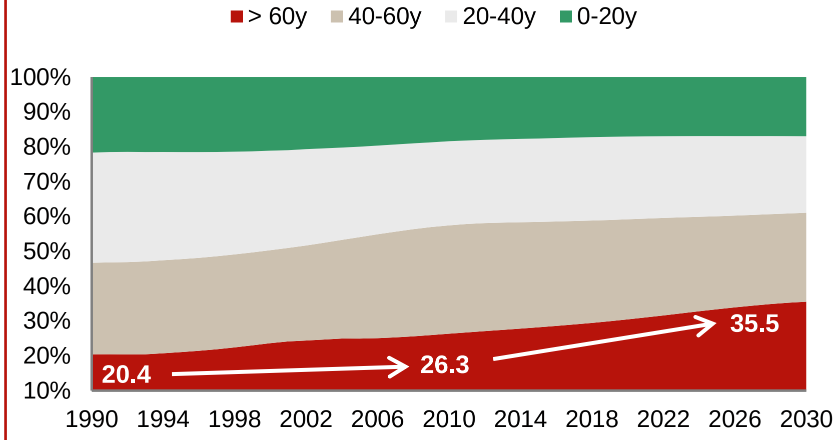
European CO_2 emission targets (vs. 1990 levels)



- Further targets by 2020:
  - 20% increase in energy efficiency
  - 20% share of renewable energy

- Strong regulatory push at the EU level towards energy efficiency
- Supportive German regulatory framework allowing for rent increases following modernisation (up to 11% of energy modernisation cost)
- Public subsidised funding available to support energy efficiency investments

Optimise Apartments
Capitalising e.g. on development of senior population



- Significant increase in share of elderly population expected
- Public subsidised funding available to support investments into apartments for elderly people

€ 500m investment opportunities identified

€ 300m investment opportunities identified[1]

Attractive growth potential at ~7% unlevered yield, proven by our track-record

Source: European Commission, BBSR-Bevölkerungsprognose 2030
1) Including investments for senior living as well as investments in high demand markets

Proven investment track record, program for 2014 fully on track

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Investment track record				
Vintage year[1)]	**Invest (€m)**	**# Units**	**Unlevered Asset yield**	**Leverage factor**
Ø 2009-2011	33.7	2,281	7.0%	0%
2012	56.6	2,982	6.8%	11.2%
2013	65.3	5,320	7.1%*	64.0%
2014 (FC)	150.1	11,750	~7.0%	~60%

*yield forecasted depending on new rents after modernisation

- Rent increases and vacancy reduction for 2012 program generating unlevered 6.8% asset yield end of 2013
- € 65.3m invested in vintage year 2013, of which
  - € 48.6m invested in energy efficiency measures
  - € 16.6m invested in 1,126 apartments with a yield of 10.5% for those already let
- Investment program 2014 fully on track
  - Hand picked house by house. Individual projects range from ~ € 5k to ~€ 1.5m.
  - Craftsmen capacities and KfW funds secured

1) Vintage year: All projects with start of construction in the respective calendar year. Projects will be completed in the vintage year or the following year.
Note: Only with a steady volume y-o-y , the investments in the vintage year will correspond with the booked investment Capex of the calender year

Privatisations stable, Non-Core disposals ramped up successfully

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Privatisation

	FY 2012	FY 2013
# units sold	2,784	2,576
Gross proceeds (€m)	233.5	223.4
Fair value disposals (€m)	-191.0	-178.8
Gross profit (€m)	42.5	44.6
Fair value step-up	**22.2%**	**24.9%**
		Target > 20%

- Privatisation volume on similar level as previous year
- Fair value step-up increased due to good market environment

Non-Core Disposals

	FY 2012	FY 2013
# units sold	2,035	4,144
Gross proceeds (€m)	71.4	130.1
Fair value disposals (€m)	-59.7	-131.7
Gross profit (€m)	11.7	-1.6
Fair value step-up	**19.5%**	**-1.2%**
		Target = 0%

- Non-core disposals stepped up significantly, driven by sale of a package of 2,100 units in Q4
- Disposals around fair value as planned
- Higher step-up in 2012 mainly due to sale of large commercial units with a one-off character

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Extension Strategy

Reputation & customer satisfaction

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Extension strategy offers significant advantages to our clients and improves our cost base

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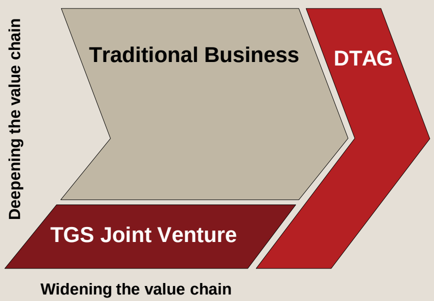

Key objectives of DA extension strategy:

- Increase in customer satisfaction resulting in higher customer loyalty
- Additional contribution and growth from extensions of the value chain
- Improvement of efficiency and quality of process chains which are relevant to DA core business

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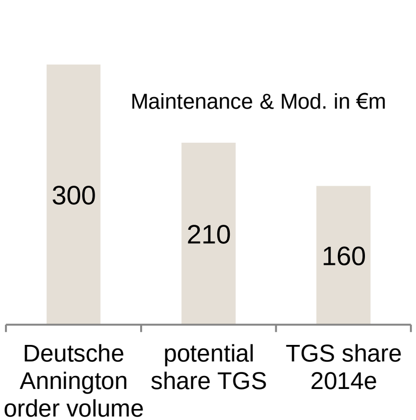
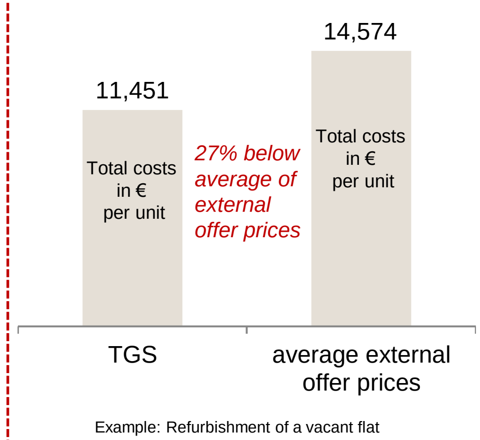
Service – für Sie vor Ort

Strategic advantages of the TGS joint venture:

- Higher quality (build-up of know how, efficient & closely coordinated processes)
- High reliability (direct access to craftsmen capacities)
- Cost reduction (managing total costs of process)
- Nationwide scalable operating platform

TGS serves the basis of our investments and offers a significant cost advantage





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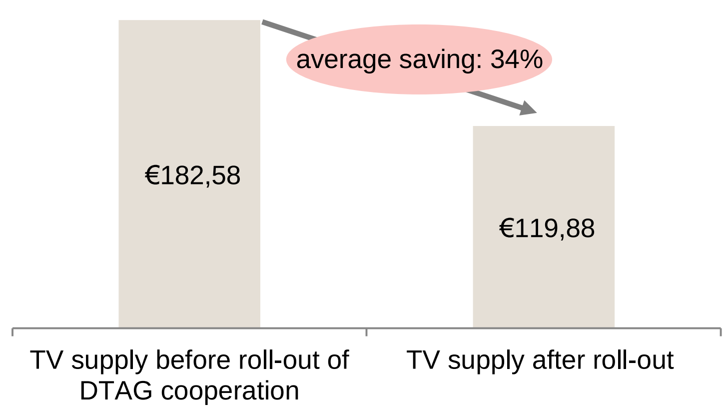
Development of the multimedia partnership with Deutsche Telekom (DTAG):

- DTAG will equip 145,000 of Deutsche Annington residential units with modern fibre-optic technology.
- > 58,000 units will be connected end Q1 2014
- Partnership opens the ground for further cross-selling opportunities

Partnership offers huge cost savings for our clients

TV supply: development of annual average costs per household



Acquisition Strategy

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Higher flexibility for acquisitions and integration of portfolios, continuing strong deal flow

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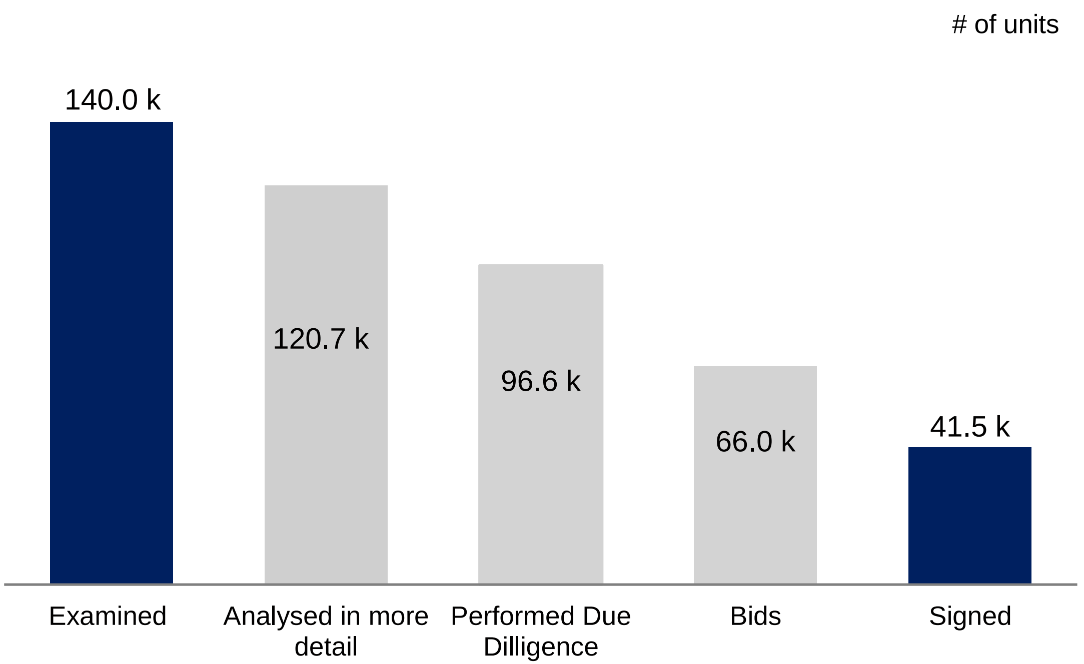
Continuing flow of attractive portfolios have been analysed in 2013



- There is a continuing flow of attractive portfolios
- As the largest residential real estate company in Germany operating throughout the country and due to increased financial flexibility, we have strengthened our market position significantly and are able to bid for every attractive portfolio
- However we continue to have a **disciplined approach**. The **preconditions** for any purchase are**:**
  - **Fit to portfolio**
  - **FFO/share accretion**
  - **NAV/share at least neutral**
  - **Maintaining our BBB rating**

Vitus and DeWAG: Two highly attractive portfolios

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- Two highly attractive portfolios , which are both accretive to Deutsche Annington's strategy, allowing for significant increase in asset density and regional diversification

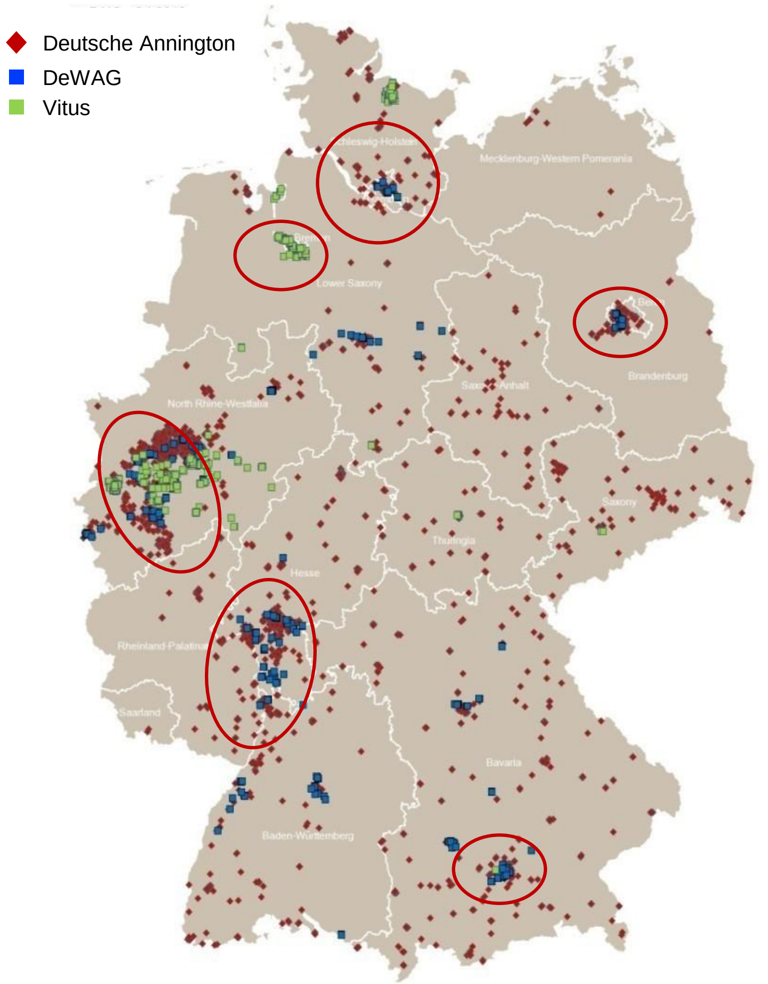
	Vitus	DeWAG	Combined
Transaction rationale	▪ Sizeable portfolio (over 30,000 units), increasing Deutsche Annington's scale in certain locations (Bremen, Kiel, NRW) ▪ Strong geographic overlap with significant synergy potential	▪ High quality portfolio in strong growth regions with favourable demographics ▪ High synergy potential from integration into Deutsche Annington's management platform ▪ Boost privatisation business	▪ Balanced impact on Deutsche Annington's portfolio mix that optimally fits the Company's strategy
Considerations[1]	€ 1,420m	€ 944m	€ 2,364m
NCR Multiple[1]	13.0x	15.1x	14.1x

1) As of 31.12.2013

- Fulfilling all our criteria
  - Strategic fit
  - FFO1/share accretion
  - NAV/share at least neutral (Vitus and DeWAG transactions: moderate NAV/share accretive from day one)
  - Financing structure designed to maintain our BBB rating

Vitus and DeWAG perfectly fit to our portfolio

Comparison of Portfolio Locations



Portfolio Comparison[1]

	Vitus	DeWAG	DAIG	Combined
Number of units	30,119	11,412	175,258	216,789
Vacancy	3.6%	4.3%	3.5%	3.6%
Rent/sqm	4.87	6.62	5.40	5.40
Multiple[2]	13.0x	15.1x	14.2x	14.1x

Portfolio Split

Top 3 cities

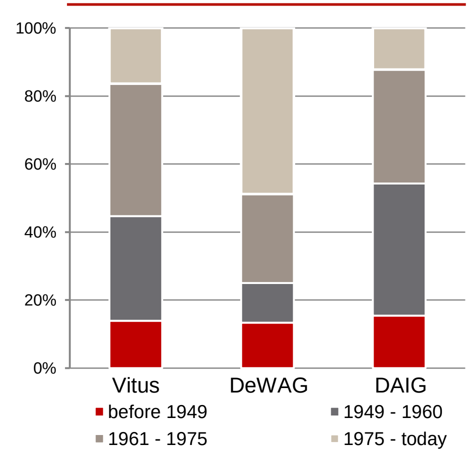
Vitus

1. Bremen
2. Kiel
3. Mönchengladbach

DeWAG

1. Augsburg
2. Berlin
3. Frankfurt

By Age



1) Based on Q4/2013 figures

2) DeWAG and Vitus: transaction multiple ; DAIG: valuation multiple

New assets offering compelling upside potential: Modernisation +13,396 units, privatization +4,390 units

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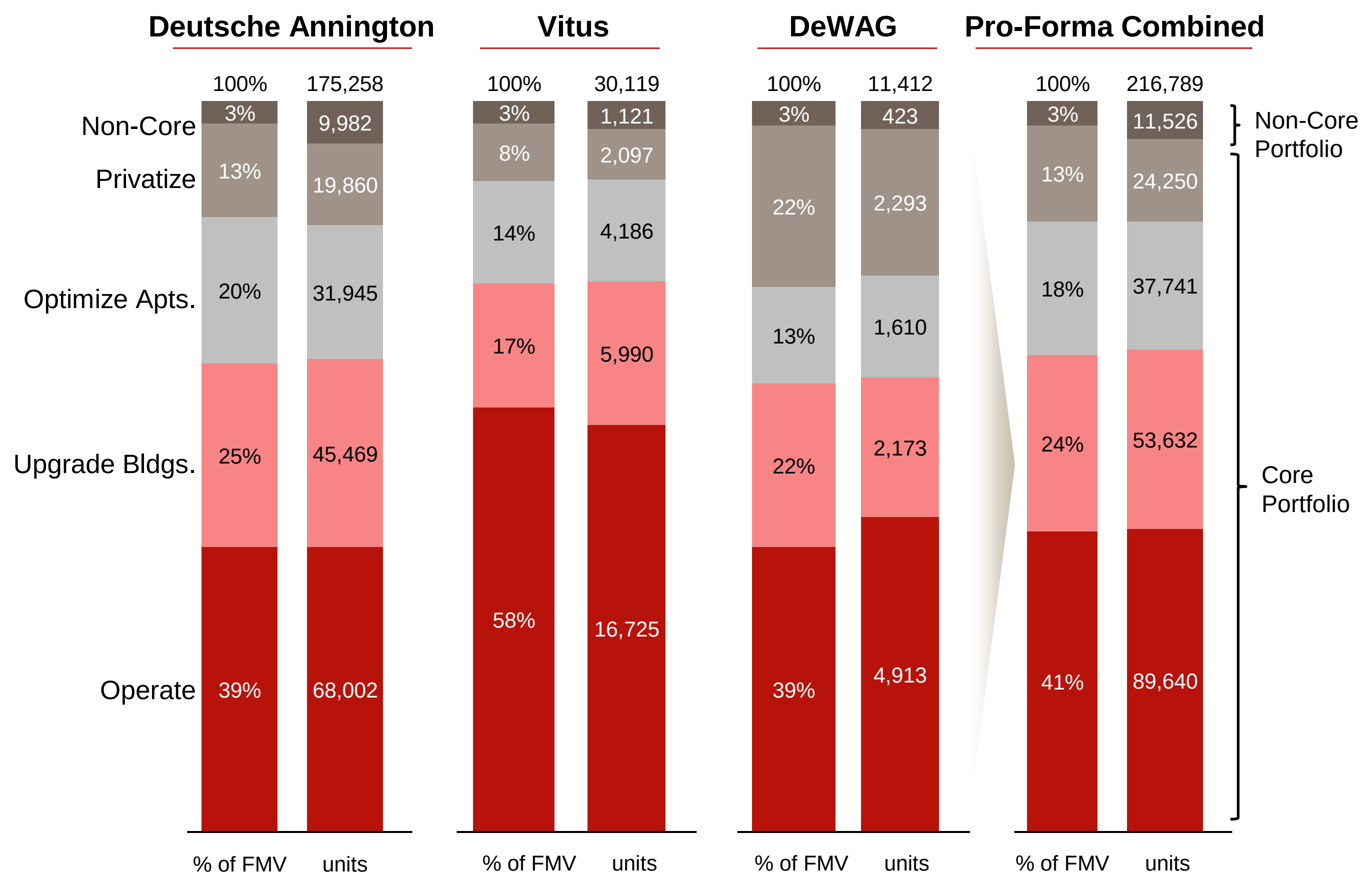
Approach

- All 41,531 residential units have been analyzed on-site
- More than 70 parameters per property were collected (eg repair & maintenance need, new-letting rents, vacancy, fluctuation)

Additionally we assessed 8 individual initiatives per property

- Modernisation (energetic, add. Balconies, attic extensions)
- Apartments optimisation and senior living
- Privatisation, block sales, ground sales



Significant synergy potential with Deutsche Annington management and ownership

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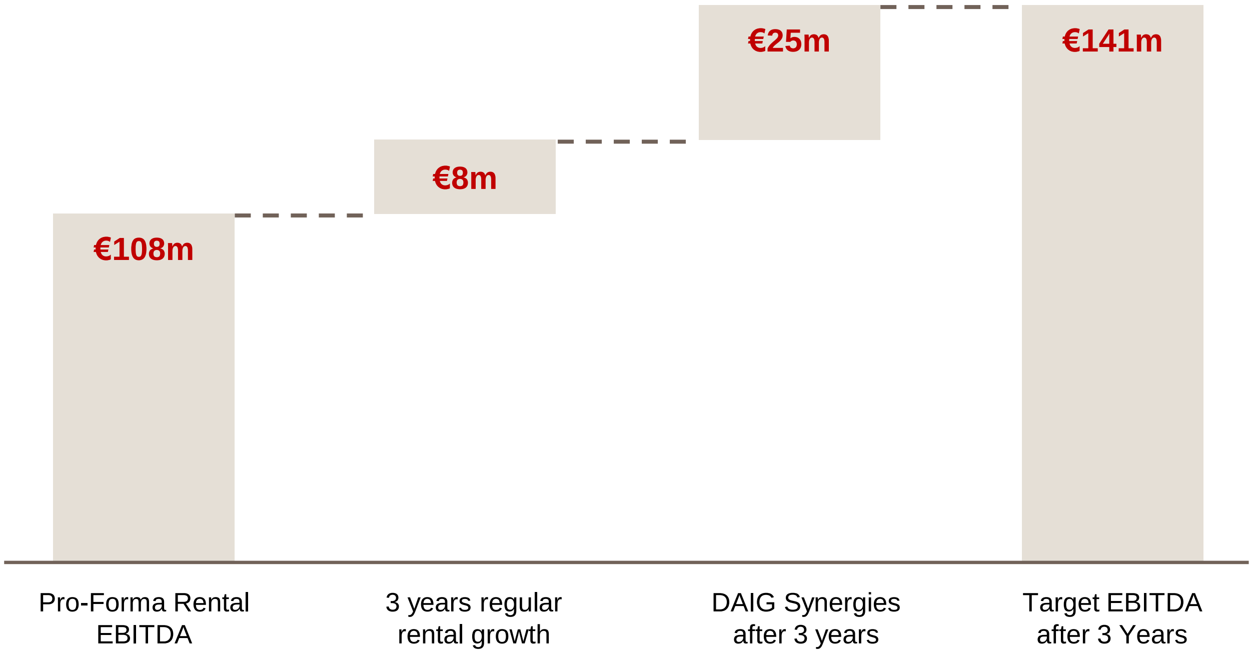
			Vitus		DeWAG		Combined
Property Related Improvements	**Rents**	▪ Catch-up to market rent and increase rental growth by improved letting effort (both) ▪ Planed vacancy reduction of 0.5pp in vacancy rate – target reached after two years (DeWAG)	**Year 1** €1m	+	**Year 1** €6m	=	**Year 1** €7m
	Costs	▪ Reduce Bad Debt to DAIG's target of 1% of NCR over the first two years (Vitus) ▪ Reduce Non-Recoverable Vacancy Costs to DAIG's levels (DeWAG)	**Year 2** €10m	+	**Year 2** €9m	=	**Year 2** €19m
	Moderni-sation	▪ Higher average rental growth and slightly lower Maintenance costs due to investment activities (both) ▪ Identified investment opportunities of c. €65m through due diligence phase (both)	**Year 3** €15m	+	**Year 3** €10m	=	**Year 3** €25m
Administration Improvements	**Property Management Costs**	▪ DAIG's scalable management platform allows significant headcount and administration cost synergies (both) ▪ Units managed at DAIG's low marginal costs (both) ▪ No takeover of DeWAG personal					
Financing Improvements	**Lower Interest (assumption driven)**	▪ Potential synergies due to DAIG's significant lower refinancing costs. (both) ▪ BBB rating and unsecured financing allows refinancing at c. 1.0pp better than existing (both)	Up to € 8m				

Synergies will substantially improve EBITDA of Vitus and DeWAG

Pro Forma EBITDA Bridge

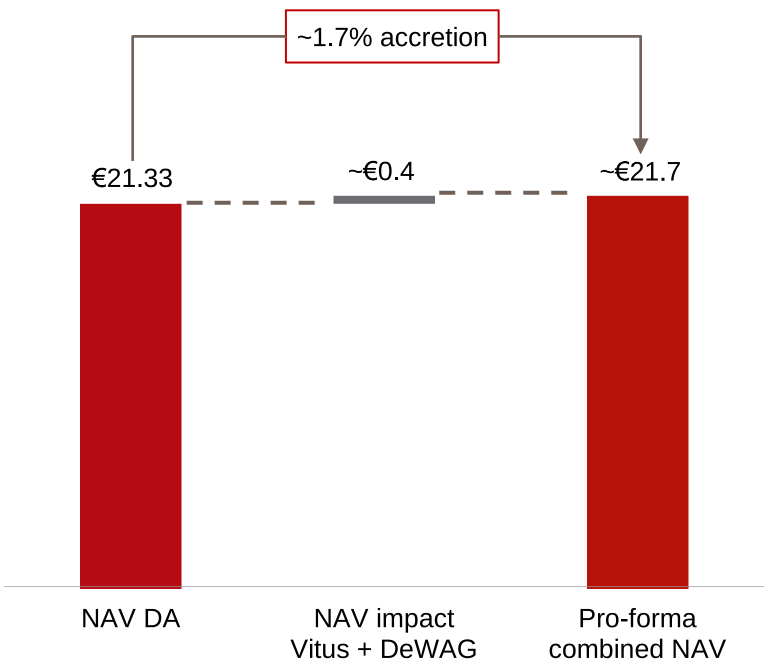


Resulting FFO I Yield of more than 10% after 3 years

Note: excluding any sales activities

Transactions with positive impact on NAV & FFO / share

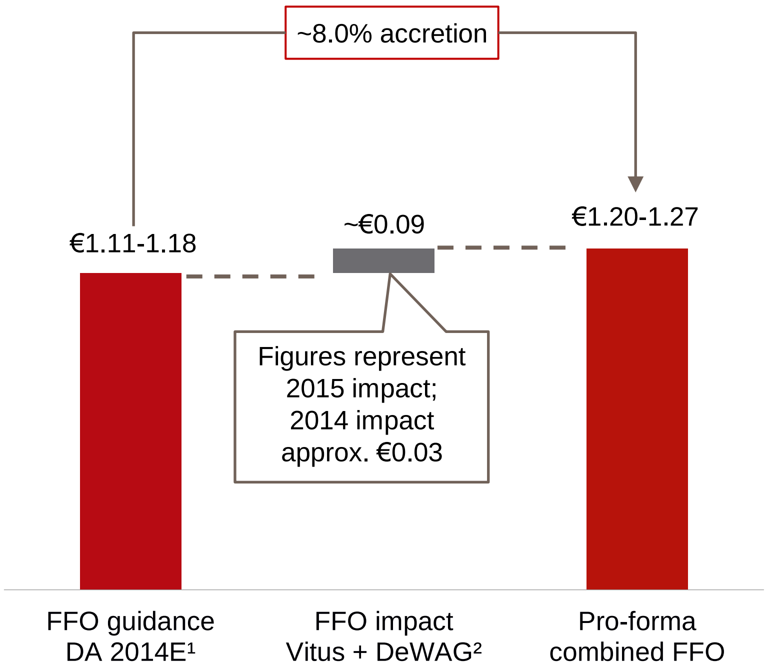
NAV per share (pro-forma, as per 1/01/14)



Moderate NAV/share accretion from day one

Note: NAV per Share Calculation excludes impact of transaction costs

FFO 1 per share 2014 (pro-forma)



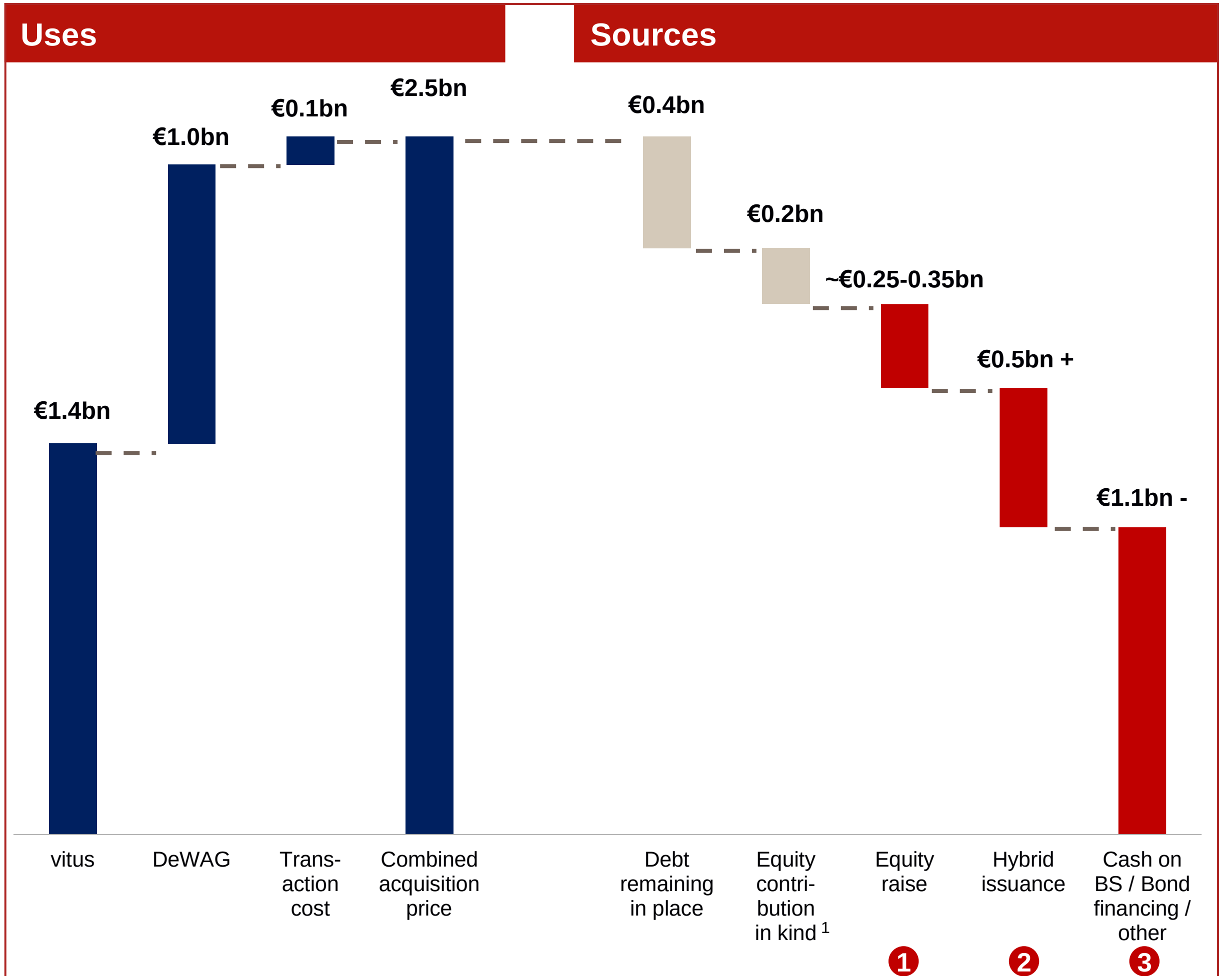
FFO 1 accretion from year one

[1] Based on €250-265mm FFO1 guidance for 2014 of DA standalone

[2] Full FFO run-rate of transactions as expected in 2015 (incl. synergies)

Overview of envisaged financing structure

Envisaged financing structure for Vitus and DeWAG



[1] 11.8mm shares in kind issued to Vitus shareholders

Comments on financing

- Financing structure tailored to meet ongoing liquidity needs and with a view to preserve S&P rating through a combination of instruments
- Equity underwrite of € 700mm provided upfront to be taken out with a combination of equity and hybrid

1. Use access to equity markets to raise primary capital under Deutsche Annington's authorised share capital
2. Issuance of hybrid bond, allowing for 50% equity credit, thereby strengthening the combined capital ratios
3. Cash / bond financing: Current cash on balance sheet of over €500mm (as per 31 December 2013) with additional €130mm of working capital line from 1 March 2014. Residual amount to be raised via bond market in line with Deutsche Annington's strategy of evenly spreading its maturity profile and/or asset disposals

Summary

- **2013 was a very successful year for Deutsche Annington**
  - Excellent operational performance
  - Innovative finance structure implemented
  - We delivered on our promises

- **We follow our strategy**
  - Value enhancing portfolio management strategy
  - Sustainable efficiency improvement
  - Recent transactions fulfilling our strict criteria and offering operational scale effects

- **We are confident that 2014 will be another prosperous year for all of us**

Appendix

FY 2013 key figures confirm the positive development of DA

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Key Figures

in €m	FY 2013	FY 2012	Change in %
Residential Units k	175.3	182.0	-3.7%
Rental income	728.0	729.0	-0.1%
Vacancy rate %	3.5%	3.9%	-0.4pp
Monthly in-place rent €/sqm	5.40	5.30	1.9%
Adjusted EBITDA Rental	442.7	437.3	1.2%
Adj. EBITDA Rental / unit in €	2,468	2,372	4.1%
Income from disposal of properties	353.5	304.9	15.9%
Adjusted EBITDA Sales	27.7	36.7	-24.5%
Adjusted EBITDA	470.4	474.0	-0.8%
FFO 1	223.5	169.9	31.5%
FFO 2	251.2	206.6	21.6%
FFO 1 before maintenance	360.0	297.2	21.1%
AFFO	203.5	146.2	39.2%
Fair value market properties	10,327	9,982	3.5%
NAV	4,782	3,449	38.7%
LTV, in %	50.2%	58.6%	-8.4pp
FFO 1 / share in €[1]	1.00	0.85	17.3%
NAV / share in €[1]	21.33	17.24	23.7%

1) Based on the shares qualifying for a dividend on the reporting date Dec 31, 2013: 224,242,425 and Dec. 31, 2012: 200,000,000

Positive rent development continues in 2013

Rent increase type	growth rate 2012 - 2013
Sitting tenants (non-subsidised)	+0.9%
Sitting tenants (subsidised)	+0.0%
New rentals	+0.7%
Subtotal excl. modernisation	**+1.6%**
Mix/sales effect	+0.4%
Total incl. mix	**+1.9%**
Modernisation	+0.4%
Total incl. mod and mix	**+2.3%**

Rounded figures

FY 2013 – Increased Adjusted EBITDA Rental and Adjusted EBITDA Sales slightly down

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Bridge to Adjusted EBITDA

(€m)	FY 2013	FY 2012
Profit for the period	**484.2**	**172.2**
Interest expenses / income	288.3	433.9
Income taxes	205.4	43.6
Depreciation	6.8	6.1
Net income from fair value adjustments of investment properties	-553.7	-205.6
EBITDA IFRS	**431.0**	**450.2**
Non-recurring items	48.4	21.2
Period adjustments	-9.0	2.6
Adjusted EBITDA	**470.4**	**474.0**
Adjusted EBITDA Rental	**442.7**	**437.3**
Adjusted EBITDA Sales	**27.7**	**36.7**

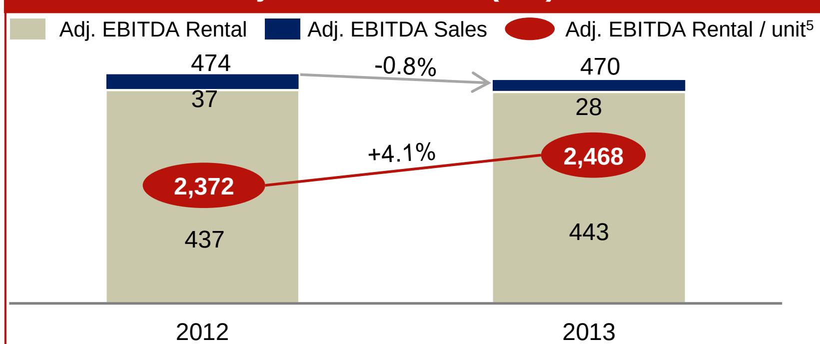
Rental segment

(€m)	FY 2013	FY 2012
number of units at end of period (k)	*175.3*	*182.0*
Rental Income	**728.0**	**729.0**
Maintenance	-136.5	-127.3
Operating costs	-148.8	-164.4
Adjusted EBITDA Rental	**442.7**	**437.3**

Sales segment

(€m)	FY 2013	FY 2012
Number of units sold	*6.720*	*4.819*
Income from disposal of properties	**353.5**	**304.9**
Carrying amount of properties sold	-325.8	-270.4
Revaluation of assets held for sale	24.3	17.1
Profit on disposal of properties (IFRS)	**52.0**	**51.6**
Operating costs	-15.3	-17.5
Period adjustments	-9.0	2.6
Adjusted EBITDA Sales	**27.7**	**36.7**

Evolution of Adjusted EBITDA (€m)



- Adjusted EBITDA Rental growing despite reduced portfolio
- Adjusted EBITDA Rental per unit increased by 4.1% to €2,468 per unit
- Adjusted EBITDA Sales below last year's level mainly due to large non-core sale while step-ups improved
- As a result, Adjusted EBITDA decreased slightly by -0.8%

FY 2013 – P&L development

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P&L

(€m)	FY 2013	FY 2012	Change (€m)	Change %
Revenues from property letting	**1048.3**	**1046.5**	**1.8**	**0.2**
Rental income	**728.0**	**729.0**	**-1.0**	**-0.1**
Ancillary costs	**320.3**	**317.5**	**2.8**	**0.9**
Other income from property management	19.3	18.4	0.9	4.9
Income from property management	**1,067.6**	**1,064.9**	**2.7**	**0.3**
Income from sale of properties	**353.5**	**304.9**	**48.6**	**15.9**
Carrying amount of properties sold	-325.8	-270.4	-55.4	20.5
Revaluation of assets held for sale	24.3	17.1	7.2	42.1
Profit on disposal of properties	**52.0**	**51.6**	**0.4**	**0.8**
Net income from fair value adjustments of investment properties	553.7	205.6	348.1	169.3
Capitalised internal modernisation expenses	42.0	9.9	32.1	324.2
Expenses for ancillary costs	**-324.9**	**-337.8**	**12.9**	**-3.8**
Expenses for maintenance	**-119.7**	**-119.0**	**-0.7**	**0.6**
Other costs of purchased goods and services	-58.2	-66.5	8.3	-12.5
Personnel expenses	-172.1	-116.2	-55.9	33.7
Depreciation and amortisation	-6.8	-6.1	-0.7	11.5
Other operating income	45.8	43.5	2.3	5.3
Other operating expenses	-104.2	-83.2	-21	25.2
Financial income	14.0	12.3	1.7	13.8
Financial expenses	-299.6	-443.2	143.6	-32.4
Profit before tax	**689.6**	**215.8**	**473.8**	**219.6**
Income tax	-205.4	-43.6	-161.8	371.1
Current income tax	**-8.5**	**2.1**	**-10.6**	**-**
Others (incl. deferred tax)	**-196.8**	**-45.7**	**-151.1**	**330.6**
Profit for the period	**484.2**	**172.2**	**312.0**	**181.2**

Comments

- Stable rental income despite sales-related reduction of portfolio size from 182k to 175k
- Offset by higher average residential in-place rent per square metre and month (€ 5.40 vs. € 5.30) and lower vacancy rate (3.5% vs. 3.9%)

- Improved vacancy rate overcompensates reduced portfolio size and leads to higher revenues from ancillary costs

- Slight increase due to higher sales volumes & improved step-ups (excl. large non-core portfolio) despite adverse impact of large non-core sale

- Increase driven by latest valuation of investment properties

- Reduction reflects smaller portfolio size and insourcing effect of our own caretaker organisation

FY 2013 – P&L development (cont'd)

P&L

(€m)	FY 2013	FY 2012	Change (€m)	Change %
Revenues from property letting	**1048.3**	**1046.5**	**1.8**	**0.2**
Rental income	**728.0**	**729.0**	**-1.0**	**-0.1**
Ancillary costs	**320.3**	**317.5**	**2.8**	**0.9**
Other income from property management	19.3	18.4	0.9	4.9
Income from property management	**1,067.6**	**1,064.9**	**2.7**	**0.3**
Income from sale of properties	**353.5**	**304.9**	**48.6**	**15.9**
Carrying amount of properties sold	-325.8	-270.4	-55.4	20.5
Revaluation of assets held for sale	24.3	17.1	7.2	42.1
Profit on disposal of properties	**52.0**	**51.6**	**0.4**	**0.8**
Net income from fair value adjustments of investment properties	553.7	205.6	348.1	169.3
Capitalised internal modernisation expenses	42.0	9.9	32.1	324.2
Expenses for ancillary costs	**-324.9**	**-337.8**	**12.9**	**-3.8**
Expenses for maintenance	**-119.7**	**-119.0**	**-0.7**	**0.6**
Other costs of purchased goods and services	-58.2	-66.5	8.3	-12.5
Personnel expenses	-172.1	-116.2	-55.9	33.7
Depreciation and amortisation	-6.8	-6.1	-0.7	11.5
Other operating income	45.8	43.5	2.3	5.3
Other operating expenses	-104.2	-83.2	-21	25.2
Financial income	14.0	12.3	1.7	13.8
Financial expenses	-299.6	-443.2	143.6	-32.4
Profit before tax	**689.6**	**215.8**	**473.8**	**219.6**
Income tax	-205.4	-43.6	-161.8	371.1
Current income tax	**-8.5**	**2.1**	**-10.6**	**-**
Others (incl. deferred tax)	**-196.8**	**-45.7**	**-151.1**	**330.6**
Profit for the period	**484.2**	**172.2**	**312.0**	**181.2**

Comments

- Reduction primarily results from caretaker insourcing initiative
- Ramp-up of personnel from 2,407 to 2,935 employees leads to increased personnel expenses which primarily result from the insourcing initiative of caretakers and craftsmen; further effects from new elderly part-time program, provisions for severance payments and contributions to long-term incentive plans (LTIP)
- Increase mainly driven by insourcing, higher provisions and miscellaneous from refinancing and re-organisation
- Substantial decrease due to lower interest rates and reduced transaction cost as a result of the restructuring of our debt positions
- Higher taxable income in 2013, 2012 affected by GRAND restructuring cost
- Driven by increase in investment properties

Overview of DA’s modernisation and maintenance split

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Maintenance and modernisation (€m)

	FY 2013	FY 2012
Maintenance expenses	136.5	127.3
Capitalised maintenance	21.1	23.7
Modernisation work	70.8	65.7
Total cost of modernisation and maintenance work		
Thereof sales of own craftmen‘s organisation	123.8	54.3
Thereof bought-in services	104.6	162.4
Modernisation and maintenance / sqm [€]	20.0	18.4

Comments

- Modernisation programme mainly addressing investments in buildings or apartments regarding energy efficiency, senior living and high-standard refurbishments
- Compared to 2012, revenues of inhouse craftsmen organisation increased significantly due to successful TGS implementation
- Bought-in services decreased, accordingly
- On a per sqm basis, more than 1.5€ higher modernisation and maintenance spend

FY 2013 – Balance sheet evolution

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Overview

(€m)	FY 2013	FY 2012
Investment properties	10,266.4	9,843.6
Other non-current assets	86.2	103.2
Total non-current assets	**10,352.6**	**9,946.8**
Cash and cash equivalents	547.8	470.1
Other current assets	192.4	191.4
Total current assets	**740.2**	**661.5**
Total assets	**11,092.8**	**10,608.3**
Total equity attributable to DA shareholders	3,805.5	2,666.4
Non-controlling interests	12.5	11.0
Total equity	**3,818.0**	**2,677.4**
Other financial liabilities	5,553.0	5,766.7
Deferred tax liabilities	925.0	724.2
Provisions for pensions and similar obligations	291.0	319.0
Other non-current liabilities	61.7	130.6
Total non-current liabilities	**6,830.7**	**6,940.5**
Other financial liabilities	212.1	683.8
Other current liabilities	232.0	306.6
Total current liabilities	**444.1**	**990.4**
Total liabilities	**7,274.8**	**7,930.9**
Total equity and liabilities	**11,092.8**	**10,608.3**

Comments

- Increase driven by valuation (based on DCF method) while number of units decreased from 182k to 175k
- Contribution of the "S"Notes of 239 m€; net capital increase of 386 m€ as part of the IPO; contribution from the profit for the period of 480.2 m€
- Net repayment of financial liabilities amounting to 351.3 m€
- Increase driven by valuation (based on DCF method) while number of units decreased from 182k to 175k
- the remaining tax liability EK02 was paid in 2013 ahead of schedule
- Current provisions (part of other non-current liabilities) decreased as a consequence of the completed GRAND restructuring

Rent increase and vacancy reduction in the portfolio on track

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DA Residential Portfolio Dec. 31, 2013								
	Units		Area	Vacancy	In-Place Rent		Rent l-f-l	Vacancy
Portfolio Segment	*#*	*%*	*(´000 sqm)*	*%*	*€m*	*€/sqm*	*Y-o-Y in %*	*Y-o-Y in %*
Operate	78,764	45	4,999	3.0	316	5.43	1.7	-0.1
Upgrade	43,476	25	2,743	2.8	170	5.33	1.8	0.0
Optimise	21,363	12	1,335	2.1	96	6.10	3.5	0.1
RENTAL ONLY	**143,603**	**82**	**9,077**	**2.8**	**582**	**5.50**	**2.0**	**0.0**
Privatise	20,536	12	1,406	4.9	85	5.31	1.9	-0.9
Non-Core	11,119	6	699	9.7	32	4.24	0.6	-1.4
TOTAL	**175,258**	**100**	**11,182**	**3.5**	**699**	**5.40**	**1.9**	**-0.4**

Investment program for 2014 fully locked in

Location	Upgrade Build (k€)	Optimize Apartm. (k€)	Invest total (k€)	Max. #units
Dortmund	19,457	4,708	24,165	1454
Frankfurt am Main	14,617	4,222	18,839	1209
Berlin	7,849	3,725	11,575	1000
Bonn	6,713	651	7,364	512
Kassel	5,027	1,661	6,688	464
Aachen	4,512	520	5,033	249
Essen	4,011	724	4,735	520
Cologne	2,783	1,324	4,107	359
Bochum	1,740	1,629	3,369	447
Gelsenkirchen	1,905	643	2,548	177
Herne	1,534	594	2,128	117
Duesseldorf	1,674	443	2,117	283
Munich	1,681	396	2,077	154
Wiesbaden	1,572	468	2,040	147
Nuremberg	1,785	208	1,993	117
subtotal	**76,862**	**21,916**	**98,778**	**7,209**
others	36,439	13,365	51,304	4,521
Total	114,801	35,281	150,082	11,730

Geographic Distribution – Top 25 cities

Investment Process

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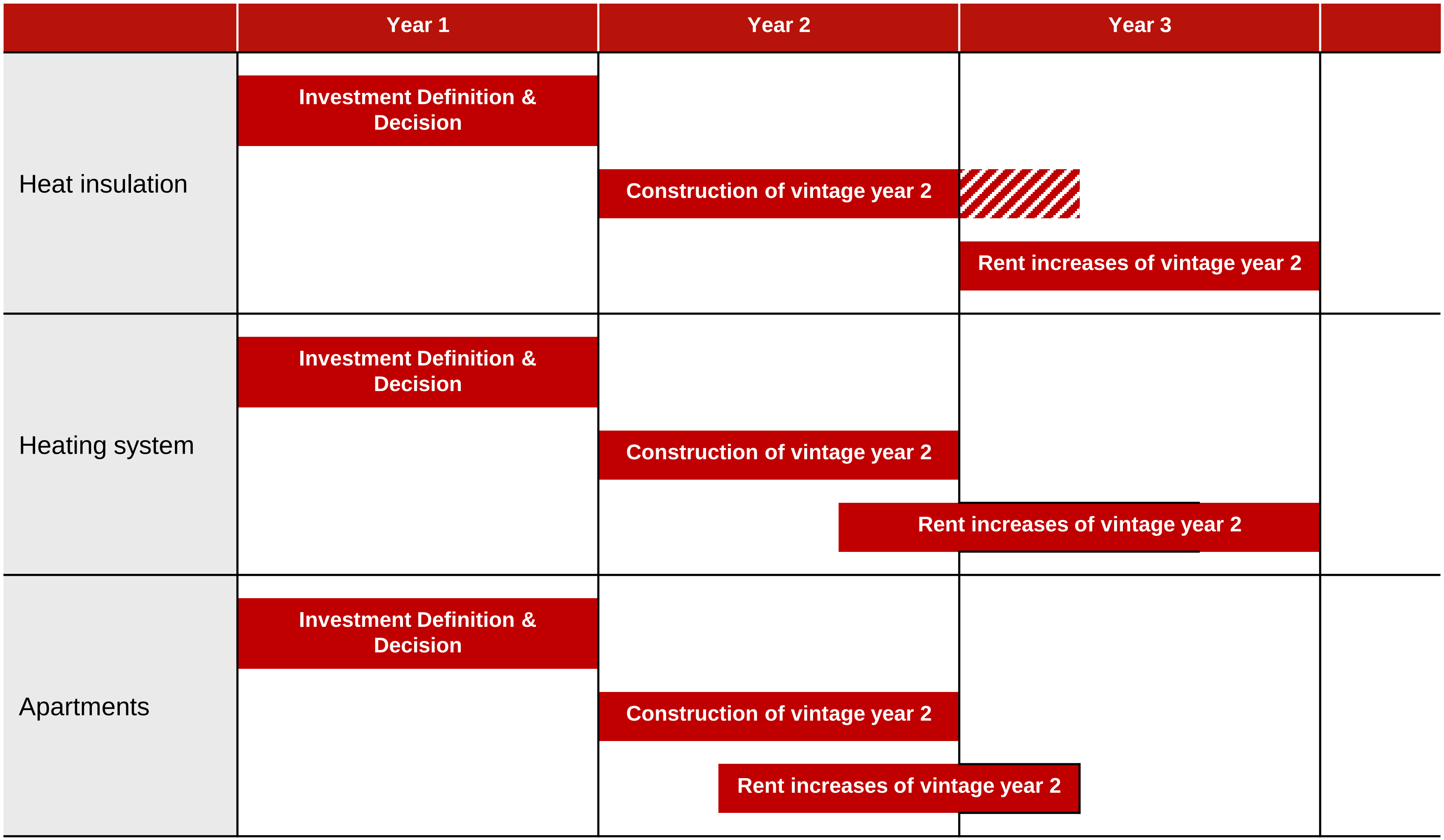

Our proven methodology ensures successful integration of the new businesses

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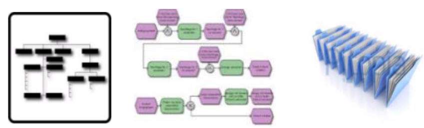
Acquired Company → Integration → DAISE

Generic approach:

- given documentation of daise organization, processes, infrastructure and data
- standardized approach of understanding and transferring acquired company into daise business



Plan

People & Structures
Processes
Data & Infrastructure

Analyse
Define Mapping

Build

Employee Integration, Training
Interfaces & Transformation
Location Adaptations

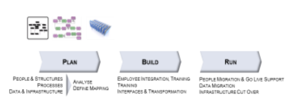
Run

People Migration & Go Live Support
Data Migration
Infrastructure Cut Over

Recursively applying Generic Approach to each Business Function:

- Starting Point external reporting
- Establishing ability to track accounts payable and accounts receivable
- Finalizing by setting up full-scale maintenance functions

Accounting



Rental Administration

Maintenance

time

Hybrid bond considerations

- Hybrid bonds are generally non-dilutive, tax efficient debt instruments providing financial flexibility to corporates
- Subordinated to senior debt, unsecured and without covenants
- Provides diversification into another source of unsecured funding
- Used by an increasing number of corporates with an investment grade corporate rating as an equity substitute to enhance deleveraging
- Most of the recent corporate hybrids have achieved 50% equity credit by the ratings agencies
- IFRS accounting treatment flexibility as debt or equity
- Given the low interest rate environment and the robust hybrid debt market, hybrid bonds currently represent an attractive financing tool relative to a combination of straight equity and senior debt financing

Major financing achievements of 2013

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- **First European residential real estate company to issue a US-Dollar bond**
  USD 1.0 bn in Sep./Oct. 2013
- **First German real estate company to issue an unsecured corporate bond**
  EUR 1.3 bn in July 2013
- **EUR 4.0 bn EMTN-Program set in place with the issuance of first notes of EUR 500 m**
  EUR 3.5 bn firepower on hand remain within the EMTN-Program
- **Refinancing of eight portfolios amounting to more than EUR 1.7 bn - mortgaged backed**
  Financing partners include main German Pfandbriefbanks, international insurance companies & pension funds
- **Hence, full and premature repayment of GRAND-CMBS**
  EUR 4.3 bn in July 2013 gaining full operational flexibility
- **Capital increase by issuing new shares within the IPO**
  EUR 575 m in July 2013

Best-in-class financing structure to ensure full flexibility, best pricing and access to all sources in shortest time.

Rating: investment grade rating from S&P

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- **Corporate investment grade rating**

Rating agency	Rating	Outlook	Last Update
Standard & Poor's	BBB	Stable	23 July 2013

- **Bond ratings**

	Amount	Issue Price	Coupon	Maturity Date	Rating
3 years 2.125% Euro Bond	€ 700m	99.793%	2.125%	25 July 2016	BBB
6 years 3.125% Euro Bond	€ 600m	99.935%	3.125%	25 July 2019	BBB
4 years 3.200% Yankee Bond	USD 750m	100.000%	3.200% (2.970%)*	2 Oct 2017	BBB
10 years 5.000% Yankee Bond	USD 250m	98.993%	5.000% (4.680%)*	2 Oct 2023	BBB
8 years 3.625% EMTN	€500m	99.843%	3.625%	8 Oct 2021	BBB

*EUR-Equivalent re-offer yield

Key bond terms

	3 years 2.125% Euro Bond	6 years 3.125% Euro Bond
Issuer:	Deutsche Annington Finance B.V.*	Deutsche Annington Finance B.V.*
Trade Date:	17 July 2013	17 July 2013
ISIN:	DE000A1HNTJ5	DE000A1HNW52
WKN:	A1HNTJ	A1HNW5
Listing:	Unregulated open-market segment (Freiverkehr) of the Frankfurt Stock Exchange	Unregulated open-market segment (Freiverkehr) of the Frankfurt Stock Exchange
Notional Amount:	EUR 700,000,000	EUR 600,000,000
Denominations:	EUR 100,000 per Note	EUR 100,000 per Note
Issue Price:	99.793%	99.935%
Coupon:	2.125% (payable annually)	3.125% (payable annually)
First Coupon payment:	25 July 2014	25 July 2014
Maturity Date:	25 July 2016	25 July 2019
Covenants:	Total Debt / Total Assets <= 60%; Secured Debt / Total Assets <= 45%; Interest Coverage Ratio (LTM Adjusted EBITDA to LTM Interest Expense)>=1.4x until 30-Sep-13 and 1.8x thereafter; Total Unencumbered Assets / Unsecured Debt >= 125%	Total Debt / Total Assets <= 60%; Secured Debt / Total Assets <= 45%; Interest Coverage Ratio (LTM Adjusted EBITDA to LTM Interest Expense)>=1.4x until 30-Sep-13 and 1.8x thereafter; Total Unencumbered Assets / Unsecured Debt >= 125%
Rating:	BBB	BBB

*The bonds are guaranteed by Deutsche Annington Immobilien SE.

Key bond terms (cont'd)

	2013/17 3.20% USD-Bond	2013/23 5.00% USD-Bond	2013/21 3.625% EUR-MTN
Issuer:	Deutsche Annington Finance B.V.*	Deutsche Annington Finance B.V.*	Deutsche Annington Finance B.V.*
Trade Date:	02 October 2013	02 October 2013	08 October 2013
ISIN:	144A: US25155FAA49 Reg S: USN8172PAC88	144A: US25155FAB22 Reg S: USN8172PAD61	DE000A1HRVD5
WKN/ CUSIP:	144A: 25155FAA4 Reg S: N8172PAC8	144A: 25155FAB2 Reg S: N8172PAD6	A1HRVD
Listing:	no Listing	no Listing	Regulated market of the Luxembourg Stock Exchange
Notional Amount:	USD 750,000,000	USD 250,000,000	EUR 500,000,000
Denominations:	USD 50,000 per note	USD 50,000 per note	EUR 1,000 per note
Issue Price:	100.000%	98.993%	99.843%
Coupon:	3.20% (half-annually payment)	5.00% (half-annually payment)	3.625% (annually payment)
EUR-Equivalent re-offer yield	2.97% (half-annually payment)	4.68% (half-annually payment)	-
First Coupon payment:	2 April 2014	2 April 2014	8 October 2014
Maturity Date:	2 October 2017	2 October 2023	8 October 2021
Covenants:	Total Debt / Total Assets <= 60%; Secured Debt / Total Assets <= 45%; Interest Coverage Ratio (LTM Adjusted EBITDA to LTM Interest Expense)>=1.4x until 30-Sep-13 and 1.8x thereafter; Total Unencumbered Assets / Unsecured Debt >= 125%	Total Debt / Total Assets <= 60%; Secured Debt / Total Assets <= 45%; Interest Coverage Ratio (LTM Adjusted EBITDA to LTM Interest Expense)>=1.4x until 30-Sep-13 and 1.8x thereafter; Total Unencumbered Assets / Unsecured Debt >= 125%	Total Debt / Total Assets <= 60%; Secured Debt / Total Assets <= 45%; Interest Coverage Ratio (LTM Adjusted EBITDA to LTM Interest Expense)>=1.4x until 30-Sep-13 and 1.8x thereafter; Total Unencumbered Assets / Unsecured Debt >= 125%
Rating:	BBB	BBB	BBB

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