

# Deutsche Annington Immobilien SE

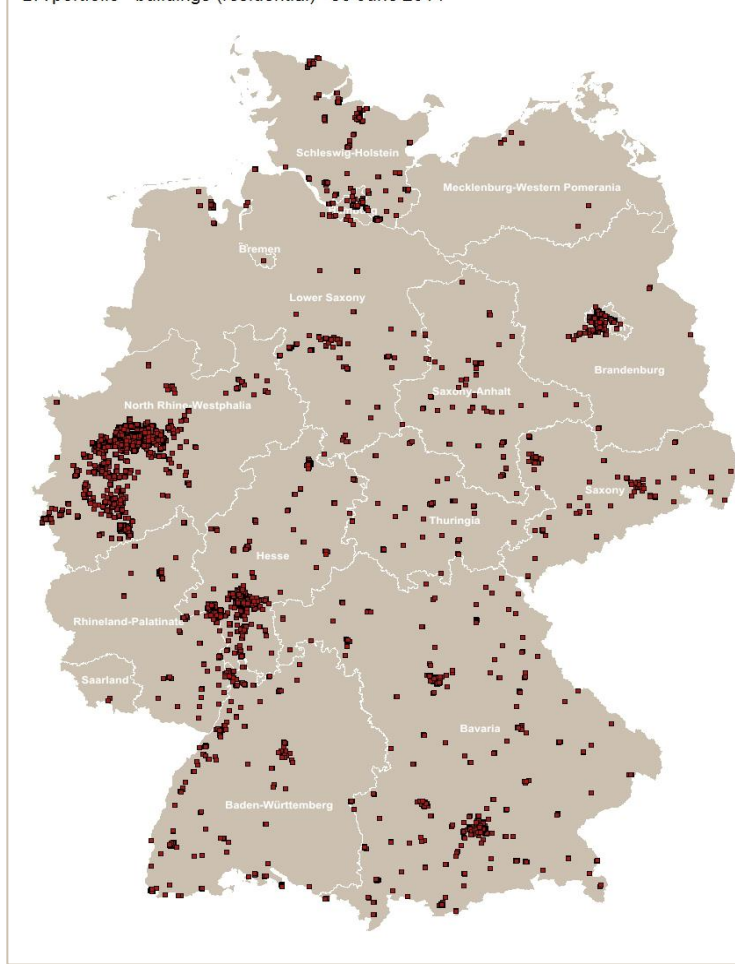
EPRA Annual Conference  
London, 25<sup>th</sup> September 2014

Rolf Buch, CEO

## Deutsche Annington at a glance (data as per 30.06.2014)

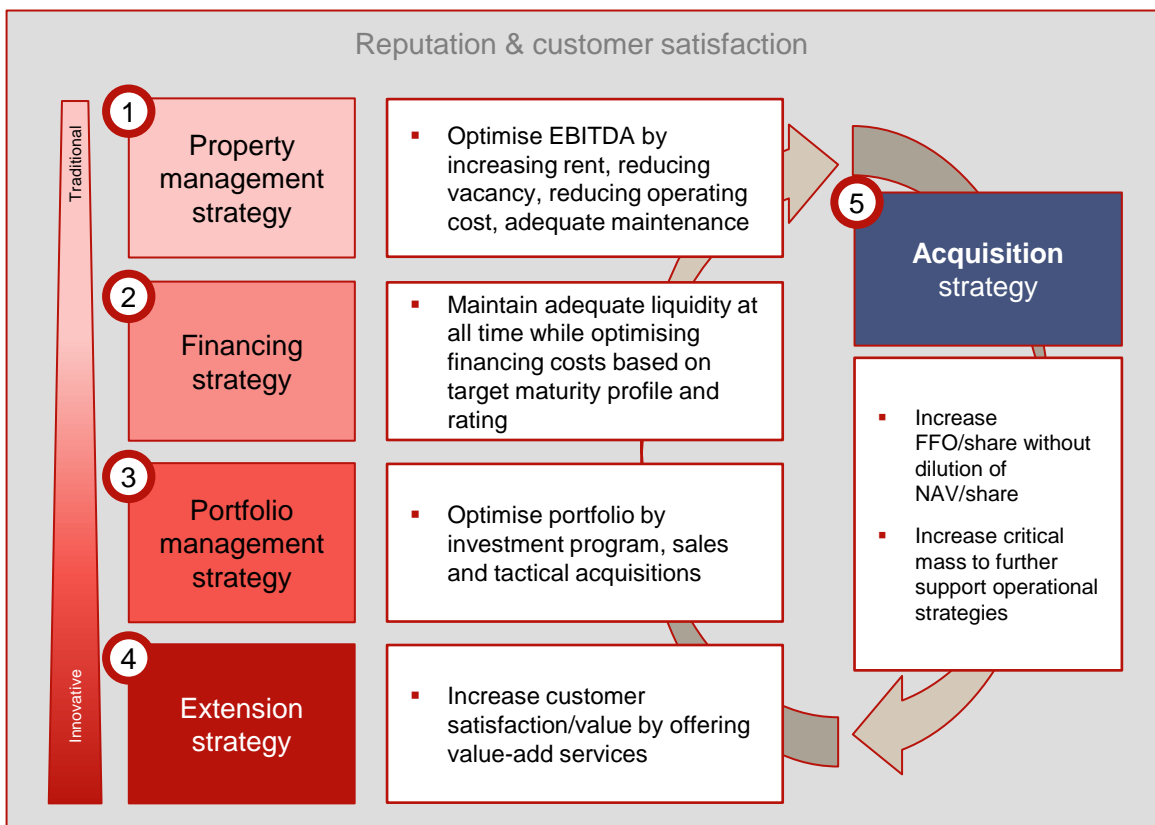
- Top 5 European real estate company<sup>1</sup> and the largest German residential firm<sup>2</sup>
- 185k residential units well spread across Germany
- 97% of portfolio by fair value located in Western Germany and Berlin
- More than 3.200 employees incl. own craftsmen organization with 1600 FTE
- Standardized processes and industrialized platform
- Best-in-class financing structure in the German real estate sector
- Dedicated portfolio strategy and investment program focused on value creation

DA portfolio - buildings (residential) - 30 June 2014



<sup>1</sup> By market cap; <sup>2</sup> In listed German residential sector

# Our strategy: The engine and the turbo



## Engineering next generation German residential real estate

- Elements 1 & 2 ensure a decreasing cost basis and keep the organisation lean.
- Elements 3 & 4 create sustainable growth and power portfolio value generation. We are changing the product.
- Acquisitions do feed all elements, but are not necessary for growth generation.

- We have a strategy that works without acquisitions, but acquisitions can be a turbo