



# INTERIM STATEMENT ON THE 1ST QUARTER 2024

GROWING CASHFLOWS

**TAG**

Immobilien AG

## GROUP FINANCIALS

in EUR m

<b>Income statement key figures</b>	<b>01/01/-03/31/2024</b>	<b>01/01/-03/31/2023</b>
Rental income (net actual rent)	88.8	86.6
EBITDA (adjusted) total rental business	61.4	59.0
EBITDA (adjusted) from sales Poland	22.8	11.9
Adjusted net income from sales Poland	19.8	8.8
Consolidated net profit	52.9	33.1
FFO I per share in EUR	0.25	0.24
FFO I	44.6	42.6
FFO II per share in EUR	0.37	0.29
FFO II	64.3	51.1

<b>Balance sheet key figures</b>	<b>03/31/2024</b>	<b>12/31/2023</b>
Total assets	7,303.8	7,299.8
Equity	3,025.2	2,964.5
EPRA NTA per share in EUR	18.63	18.31
LTV in %	45.6	47.0

<b>Portfolio data</b>	<b>03/31/2024</b>	<b>12/31/2023</b>
Units Germany	84,525	84,682
Units Poland (completed rental apartments)	2,559	2,417
Sold units Poland	636	3,586
Handovers in Poland	821	3,812
GAV total (real estate assets) in EUR m	6,555.6	6,574.4
GAV Germany (real estate assets) in EUR m	5,451.8	5,442.9
GAV Poland (real estate assets) in EUR m	1,103.8	1,131.5
Vacancy in % Germany (total portfolio)	4.4	4.3
Vacancy in % Germany (residential units)	4.2	4.0
Vacancy in % Poland (total portfolio)	9.8	7.2
I-f-I rental growth in % Germany	1.8	1.8
I-f-I rental growth in % Germany (incl. vacancy reduction)	2.4	2.3
I-f-I rental growth in % Poland	10.1	10.8

<b>Employees</b>	<b>03/31/2024</b>	<b>03/31/2023</b>
Number of employees	1,848	1,849

<b>Capital market data</b>	
Market cap at 03/31/2024 in EUR m	2,224.3
Share capital at 03/31/2024 in EUR	175.489.025
WKN/ISIN	830350/DE0008303504
Number of shares at 03/31/2024 (issued)	175.489.025
Number of shares at 03/31/2024 (outstanding, without treasury shares)	175.482.891
Free float in % (without treasury shares)	100
Index	MDAX/EPRA

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# BUSINESS DEVELOPMENT

## BUSINESS DEVELOPMENT IN THE FIRST THREE MONTHS OF THE 2024 FINANCIAL YEAR

### Foundations of the Group

TAG Immobilien AG (hereinafter also referred to as 'TAG' or the 'Group') is a real estate company based in Hamburg that focuses on the residential property sector. The properties of TAG and its subsidiaries are spread across various regions in Northern and Eastern Germany and North Rhine-Westphalia, and, since the 2020 financial year, also in Poland, where the business model includes sales activities in addition to the development and management of a residential property portfolio. As of 31 March 2024, TAG managed a total of around 84,500 (31 December 2023: around 84,700) units in Germany and around 2,600 (31 December 2023: c. 2,400) rental flats in Poland.

TAG's business model in Germany consists of the long-term rental business of residential units. All key property management functions are performed by the Group's own employees. In addition, caretaker services and craftsmen's activities are provided for the Company's own portfolio. The rental business offers affordable housing that appeals to broad sections of the population. The Group's own multimedia company supports the provision of multimedia services to tenants and expands the range of property management services. Energy management is bundled in a subsidiary

and includes the commercial supply of heat in the Group's own portfolios with the aim of optimising energy management. In the medium term, these services are to be further expanded and supplemented by new services for tenants.

TAG's investments are primarily made in medium-sized cities and in the vicinity of large metropolises, as it sees not only growth potential there, but also better return opportunities compared to investments in large cities. The newly acquired portfolios regularly have higher vacancy rates, which are then reduced after acquisition through targeted investments and proven asset management concepts. Within Germany, investments are made almost exclusively in regions already managed by TAG in order to utilise existing management structures. In addition, local market knowledge is essential when acquiring new portfolios.

The expansion of business activities to Poland began in 2020 with the acquisition of Vantage Development S.A. ('Vantage'), a property developer based and operating mainly in Wrocław. The acquisition of Warsaw-based ROBYG S.A. ('ROBYG') expanded TAG's platform for developing residential units for its own portfolio in the existing regions of Wrocław, Poznań and especially Tricity, and also enabled a comprehensive market entry in Warsaw. At the same time, TAG expanded its business model to include the development of residential units for sale, thus benefiting from expected cash returns (in terms of FFO return on equity) to finance growth in the Polish rental housing market.

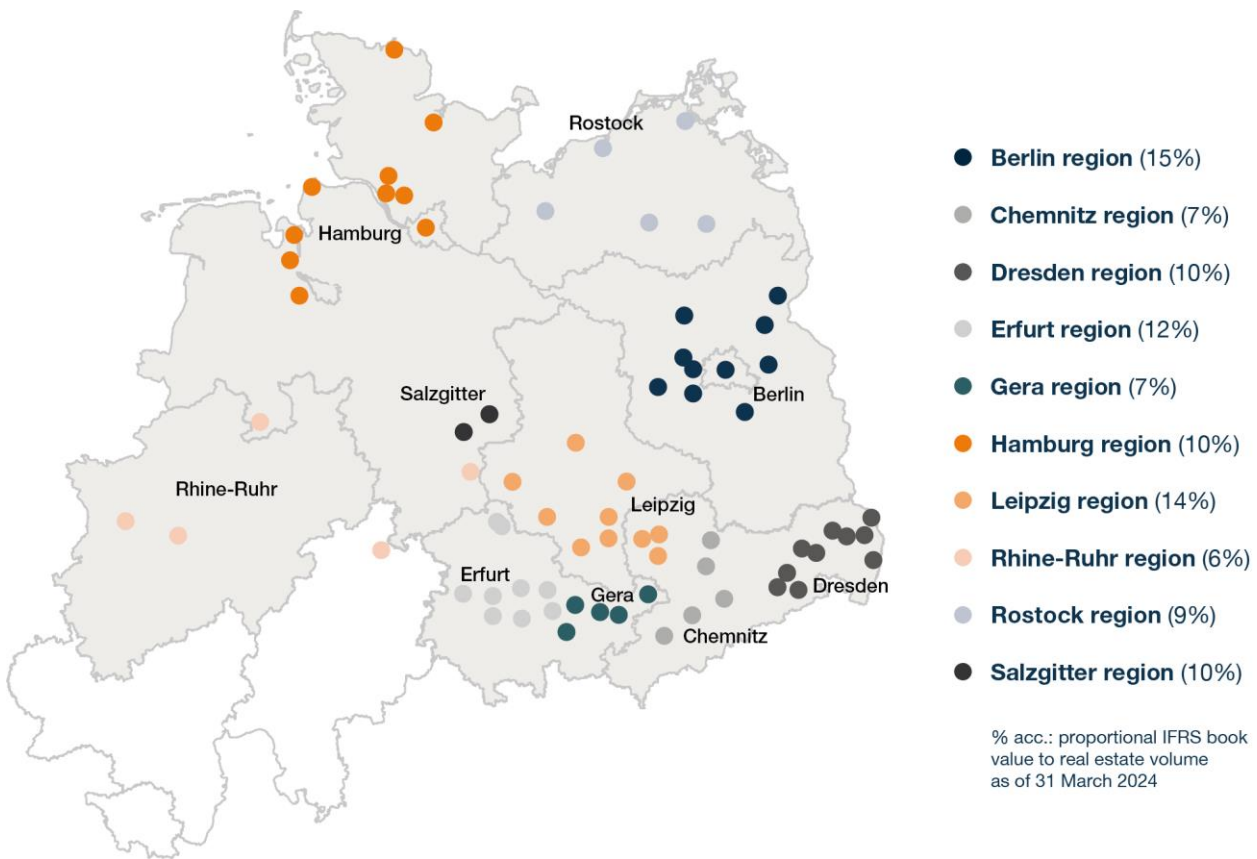
In Poland, TAG's residential units rental business had c. 2,600 (31 December 2023: c. 2,400) completed rental units as of the reporting date. A further c. 1,200 (31 December 2023: c. 1,400) rental flats were under construction as of the reporting date. There is also a land reserve for the future construction of c. 5,900 (31 December 2023: c. 5,700) further residential units. In the sales business, which also includes joint ventures, c. 3,800 (31 December 2023: 4,300) residential units were under construction as at the reporting date (including c. 261 (31 December 2023: 502) completed and not yet sold residential units). The land reserve in this business area comprises a further c. 15,100 (31 December 2023: c. 15,600) future residential units. In the first three months of the 2024 financial year, a total of 636 (2023 financial year: 3,586) residential units were sold in Poland and 821 (2023 financial year: 3,780) residential units were handed over to buyers.

TAG's long-term growth target is to build up a portfolio of c. 20,000 rental residential units in Poland. In the medium term, i.e. by the end of 2028, the rental portfolio is to grow to c. 10,000 residential units. In addition, the existing sales activities in Poland are to be continued in order to support the further growth of the rental portfolio from the surplus liquidity generated there. Here, the investment focus is on new-build flats in large cities with favourable population growth, proximity to universities and a well-developed infrastructure.

## Development of TAG's property portfolio in Germany

### Overview

At the end of the first quarter of 2024, TAG's property portfolio in Germany comprised around 84,500 units. The focus is on the management of attractive and yet affordable housing, while comprehensively taking social responsibility for the tenants. The regional focus is primarily on the north and east of the country and is distributed as follows:



Portfolio Data	03/31/2024	12/31/2023
Units	84,525	84,682
Floor space in sqm	5,062,014	5,070,247
Real estate volume in EUR m <sup>1)</sup>	5,451.8	5,442.9
Annualised net actual rent in EUR m p.a. (total)	337.1	336.7
Net actual rent in EUR per sqm (total)	5.81	5.78
Net actual rent in EUR per sqm (residential units)	5.73	5.71
Vacancy in % (total)	4.4	4.3
Vacancy rate in % (residential units)	4.2	4.0
I-f-I rental growth in %	1.8	1.8
I-f-I rental growth in % (incl. vacancy reduction)	2.4	2.3

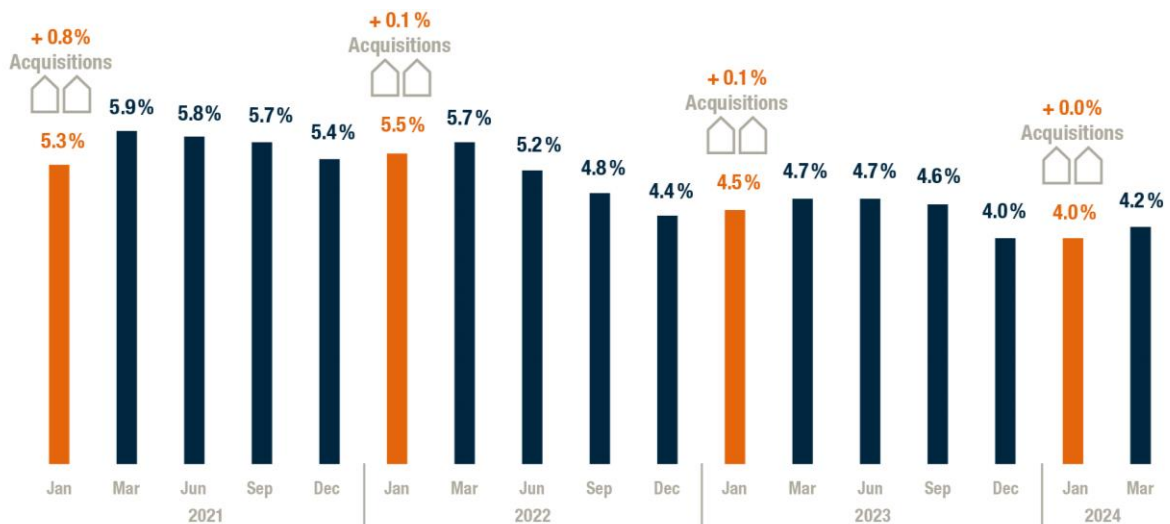
1) Total property volume: EUR 6,555.6 m or EUR 6,574.4 m in the previous year (of which EUR 1,103.8 m or EUR 1,131.5 m is accounted for by properties in Poland)

### Purchases and sales in the first three months of the 2024 financial year in Germany

From January to March 2024, several contracts for the sale of a total of 157 residential units were signed. The cumulative sales price totalled EUR 11.0m, which corresponds to an average of 16.8 times the annual net actual rent or a gross initial yield of 6.0%. The expected net cash proceeds amount to around EUR 6.9m. The vacancy rate for these residential units sold, which comprise various locations in Northern and Eastern Germany, averaged c. 3.0%. The sales were made with a total book loss of EUR -0.5m. The closing of these sales is expected in the second quarter of 2024.

### Vacancy

The following chart illustrates the development of the vacancy rate in the Group's residential units in the financial years since 2021 and in the first three months of the 2024 financial year:



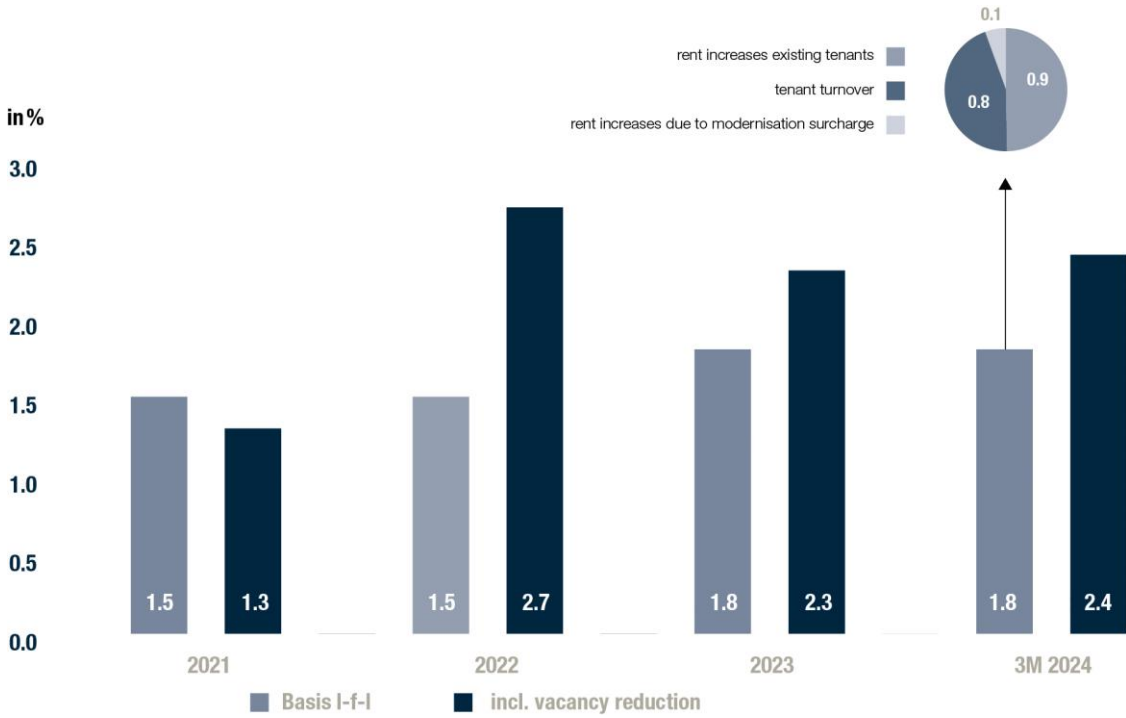
At the beginning of the 2024 financial year, the vacancy rate in the Group's residential units rose slightly by 0.2 percentage points to 4.2% in March 2024. This increase can certainly be explained by seasonal factors, as a look back at the first quarters of previous years shows, given the fact that an above-average number of tenants regularly move out of their residential units during this period and the rental business tends to be reduced towards the end of a financial year.

In the overall portfolio, which also includes some commercial units within the residential portfolio, the vacancy rate as at 31 March 2024 was 4.4%, compared to 4.3% at the end of the previous year.

### Growth in rents

The basic rental growth in the Group's residential units on a like-for-like basis (i.e. excluding the acquisitions and sales of the last twelve months) amounted to 1.8% p.a. at the end of the first quarter after 1.8% p.a. at the end of 2023. This rental growth of 1.8% was made up of ongoing rent increases for existing tenants (0.9% after 0.8% at the end of the previous year) and rent increases as part of a change of tenant (0.8% after 0.9% at the end of the previous year). Rent increases due to modernisation levies were of minor importance in the reporting period (0.1% after 0.1% at the end of the previous year). Including the effects of changes in vacancy rates, total rental growth in the reporting period amounted to 2.4% p.a. on a like-for-like basis (2.3% p.a. in the 2023 financial year).

The following chart shows the development of rental growth in the Group's residential units in Germany in the financial years since 2021 and at the end of the first quarter of 2024:



The average rent in the portfolio's residential units rose to EUR 5.73 per sqm as at 31 March 2024 after EUR 5.71 per sqm at the end of the 2023 financial year. New lettings were concluded during the first quarter of the 2024 financial year at EUR 6.16 per sqm, compared to EUR 6.02 per sqm at the end of the 2023 financial year.



## The portfolio in detail

The following overview shows further details of TAG's property portfolio in Germany, broken down by region:

Region	Units	Rentable area sqm	IFRS BV EUR m 03/31/2024	In-place yield	Vacancy 03/31/2024	Vacancy Dec. 2023	Current net rent EUR / sqm	Reletting rent EUR / sqm	l-f-l rental growth (y-o-y)	Total l-f-l rental growth <sup>1)</sup> (y-o-y)	Maintenance EUR / sqm	Capex EUR / sqm
Berlin	9,587	555,276	780.1	5.2%	2.9%	2.8%	6.22	7.32	2.5%	3.0%	2.42	3.23
Chemnitz	7,967	469,641	369.3	7.2%	8.3%	7.4%	5.17	5.36	1.5%	1.2%	1.39	1.83
Dresden	5,874	378,393	531.2	5.3%	1.2%	1.2%	6.27	6.60	2.3%	2.9%	1.45	1.41
Erfurt	10,167	574,549	671.4	5.7%	1.1%	0.8%	5.56	5.93	1.3%	1.7%	2.06	2.73
Gera	9,169	531,723	403.3	8.2%	2.1%	2.0%	5.32	5.64	1.5%	2.9%	1.19	1.69
Hamburg	6,505	397,907	523.8	5.5%	3.3%	3.5%	6.25	6.84	2.5%	3.6%	2.43	4.08
Leipzig	13,296	771,900	743.9	6.4%	7.7%	7.7%	5.55	5.93	1.6%	2.5%	1.60	5.40
Rhine-Ruhr	3,816	240,115	314.0	5.4%	1.7%	1.3%	5.95	6.56	2.9%	2.8%	4.13	2.10
Rostock	7,859	440,798	509.8	5.7%	5.5%	4.8%	5.81	6.48	1.6%	2.0%	1.69	5.22
Salzgitter	9,179	563,062	514.6	6.9%	5.3%	5.3%	5.57	5.84	1.0%	1.5%	2.24	4.14
<b>Total residential units</b>	<b>83,419</b>	<b>4,923,364</b>	<b>5,361.4</b>	<b>6.0%</b>	<b>4.2%</b>	<b>4.0%</b>	<b>5.73</b>	<b>6.16</b>	<b>1.8%</b>	<b>2.4%</b>	<b>1.94</b>	<b>3.37</b>
Commercial units (within resi. portfolio)	999	128,221	-	-	13.1%	14.1%	8.18	-	-	-	-	-
Other <sup>2)</sup>	107	10,429	90.4	9.2%	1.0%	0.9%	15.43	-	-	-	-	-
<b>Grand total</b>	<b>84,525</b>	<b>5,062,014</b>	<b>5,451.8</b>	<b>6.3%</b>	<b>4.4%</b>	<b>4.3%</b>	<b>5.81</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

1) incl. effects from changes in vacancy rates

2) Mainly includes serviced flats and a commercial project development with an IFRS book value of EUR 69.5 m.

## Development of the business activities in Poland

### Sales portfolio

Based on an average exchange rate of the Polish zloty (PLN) to the euro of 4.33:1 in the first three months of 2024 (previous year: 4.67:1), revenue from property sales in Poland totalled EUR 114.6m after EUR 58.1m in the same period of the previous year. With production costs totalling EUR 91.5m (prior year period: EUR 48.6m), including effects from the purchase price allocation of EUR 3.7m (prior year period: EUR 5.5m), the result from sales was EUR 23.1m (prior year period: EUR 9.5m).

In total, sales of 636 residential units were signed in the first three months of the 2024 financial year (same period of the previous year: 972) and 821 residential units were handed over to buyers (same period of the previous year: 583).

An overview of the sales portfolio in Poland as at 31 March 2024 is as follows:

Region	Units planned	Units completed	Units under construction	Landbank (possible units)	Area in sqm	03/31/2024 Fair value EUR m <sup>1)</sup>
Wrocław	4,138	0	704	3,434	263,189	71.0 <sup>2)</sup>
Poznań	2,388	0	305	2,083	131,631	71.0
Warsaw	7,759	0	1,652	6,107	399,065	248.0
Tricity	4,638	0	1,160	3,478	242,684	190.0
<b>Units build to sell</b>	<b>18,923</b>	<b>0</b>	<b>3,821<sup>3)</sup></b>	<b>15,102</b>	<b>1,036,569</b>	<b>580.0</b>

1) Book values excluding projects in joint ventures, all other figures including projects in joint ventures

2) Book value includes EUR 1.4m of owner-occupied office properties

3) of which 261 completed and not yet sold units

### Rental portfolio

In the rental business, rental income (net actual rents) of EUR 4.1m was generated in Poland in the three-month period ended 31 March 2024, compared to EUR 1.5m in the same period of the previous year. With rental business expenses of EUR 0.1m (same period of the previous year: EUR 0.1m), net rental income totalled EUR 4.0m (same period of the previous year: EUR 1.4m). As at the reporting date, there were 2,559 (31 December 2023: 2,417) units in the rental business. The vacancy rate in the rental portfolio in Poland was 9.8% as at 31 March 2024 (31 December 2023: 7.2%). Like-for-like rental growth for residential units that have been let for at least one year was 10.1% p.a. as at 31 March 2024 after 10.8% p.a. in the 2023 financial year.

An overview of the rental portfolio in Poland as at 31 March 2024 is as follows:

Region	Units planned	Units completed	Units under construction	Landbank (possible units)	Area in sqm	03/31/2024 Fair value EUR m <sup>1)</sup>
Wrocław	2,957	1,190	675	1,092	132,657	218.0
Poznań	3,005	834	371	1,800	154,360	172.0
Warsaw	974	0	0	974	48,768	12.0
Tricity	1,001	0	185	816	45,781	38.0
Łódź	1,406	535	0	871	61,797	65.0
Other	334	0	0	334	43,614	18.0
<b>Units build to hold</b>	<b>9,677</b>	<b>2,559</b>	<b>1,231</b>	<b>5,887</b>	<b>486,977</b>	<b>523.0</b>

1) Book values excluding projects in joint ventures, all other figures including projects in joint ventures

The details of the letting portfolio in Poland are as follows:

Region	Units	Rentable area in sqm	IFRS Fair value EUR m 03/31/2024	In-place yield in %	Vacancy 03/31/2024 in %	Vacancy Dec. 2023 in %	Net actual rent EUR/sqm/month <sup>1)</sup>	I-f-I rental growth y-o-y in % <sup>3)</sup>
Wrocław	1,149	48,025	135.3	6.1	3.6	3.2	14.9	11.5
Poznań	826	37,463	91.1	5.5	3.0	0.9	11.4	6.7
Łódź	527	22,020	53.7	4.0 <sup>2)</sup>	30.9 <sup>2)</sup>	29.4	11.7	-
<b>Total residential units</b>	<b>2,502</b>	<b>107,508</b>	<b>280.2</b>	<b>5.5</b>	<b>9.0</b>	<b>6.7</b>	<b>13.1</b>	<b>10.1</b>
Commercial units	57	6,507	17.7	4.7	23.6	17.0	15.0	-
<b>Total portfolio</b>	<b>2,559</b>	<b>114,015</b>	<b>297.8</b>	<b>5.4</b>	<b>9.8</b>	<b>7.2</b>	<b>13.2</b>	<b>-</b>

1) Net actual rent based on the PLN / EUR exchange rate of 0.2319 on 31 March 2024

2) Including completion of new object in Lodz in March 2024

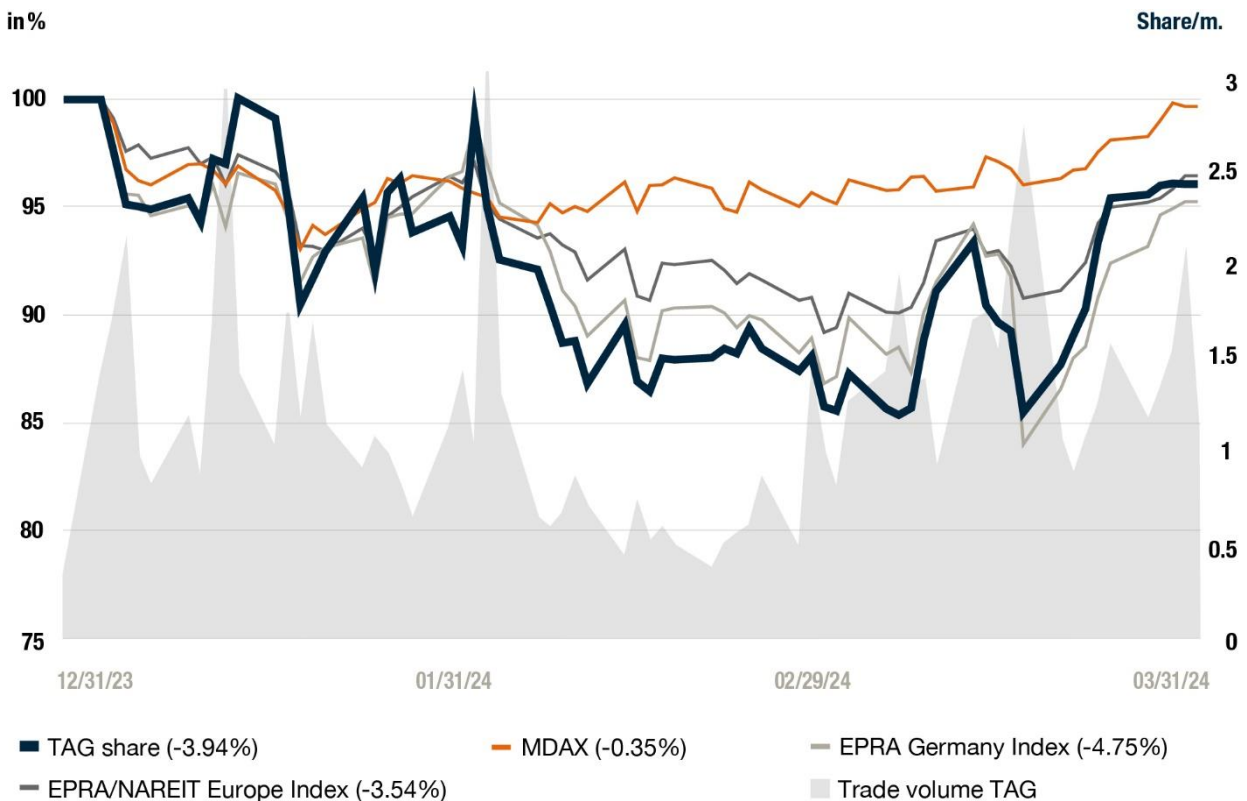
3) Metrics for properties in Wrocław and Poznań that have had a stable rent for over a year

## The TAG share and the capital market

### Share performance

TAG's share price performance in the first quarter of 2024 was no longer as volatile as in the same quarter of the previous year. Starting from a closing price of EUR 13.20 at the end of 2023, the MDAX-listed share was quoted at EUR 12.68 (-4%) in the closing auction on 31 March 2024. The high was EUR 13.20 on 12 January 2024 and the low was EUR 11.27 on 5 March 2024.

By way of comparison, the EPRA index, which is made up of various European property companies listed on international stock exchanges, also fell by 4% in the first quarter of 2024. At national level, the MDAX index fell by just under 1%, while the EPRA Germany index, which comprises the main German property stocks, recorded a decline of 5%, as shown in the chart below:

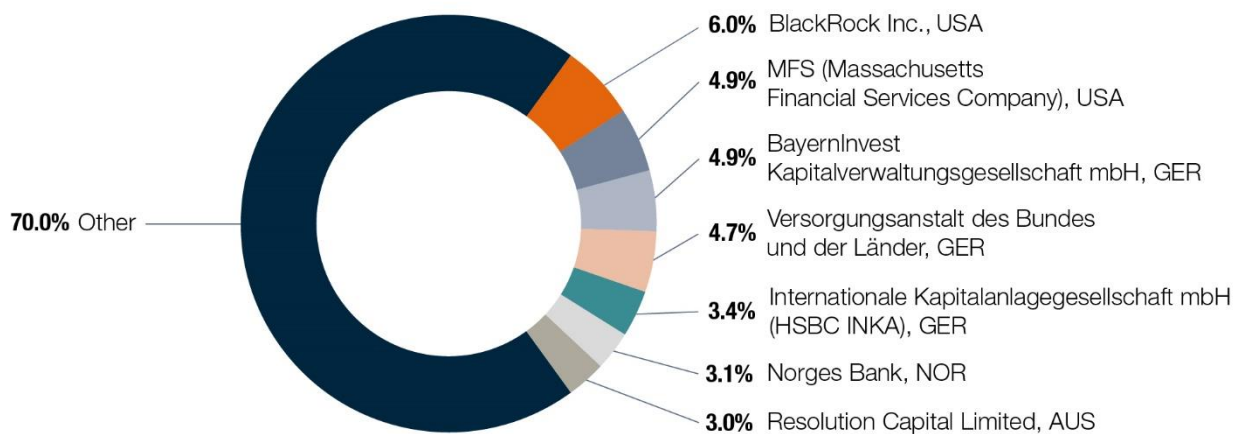


### Share capital and shareholder structure

At EUR 2.2 billion as of 31 March 2024, TAG's market capitalisation was slightly lower than at 31 December 2023 (EUR 2.3 billion). The share capital and the number of shares as at 31 March 2024 remained unchanged from the end of the previous year at EUR 175,489,025.00 and 175,489,025 shares respectively.

As of the reporting date, the free float was just under 100% of the share capital, 6,134 shares of the share capital (after 6,484 shares as of 31 December 2023) are held by TAG as treasury shares for Management Board and employee remuneration purposes.

National and international investors with a predominantly long-term investment strategy continue to be TAG's main shareholders, as the following overview (as at 31 March 2024) shows. This is based on the last number of voting rights reported to TAG, meaning that the shareholding could have changed within the respective thresholds without triggering a reporting obligation.



### Dividend

In a departure from the distribution policy of previous years, the Annual General Meeting on 16 May 2023 resolved not to distribute a dividend for the 2022 financial year. In line with this approach, TAG's Management Board and Supervisory Board plan to propose to the next Annual General Meeting, which will be held in Hamburg on 28 May 2024, that no dividend be paid for the 2023 financial year either. The liquidity remaining in the company as a result is to be used to further strengthen the capital base and to finance new projects with high returns in Poland. As soon as the capital and transaction markets have normalised again, TAG intends to resume dividend payments. A decision on a dividend payment for 2024 will be made at the earliest at the end of the year with the guidance for 2025.

### Rating

As of the date of this report, TAG has credit ratings from the rating agencies Moody's (non-investment grade, Ba1, stable outlook) and S&P Global (BBB-, stable outlook). In March 2024, S&P Global confirmed the existing investment grade rating of BBB-, but changed the outlook from negative to stable.

## Results of operations, financial position and net asset position

### Results of operations

The breakdown of rental revenues for the first three months of 2024 is as follows:

Rental income in EUR m	01/01/-03/31/2024	01/01/-03/31/2023
Net rent	88.8	86.6
Pro rata remuneration of property tax and building insurance	6.5	7.2
<b>Rental income according to IFRS 16</b>	<b>95.3</b>	<b>93.8</b>
External operational and ancillary costs re-charged to tenants	23.6	24.2
Pro rata remuneration of property tax and building insurance	1.7	2.0
<b>Costs re-charged to tenants according to IFRS 15</b>	<b>25.3</b>	<b>26.3</b>
<b>Total</b>	<b>120.6</b>	<b>120.1</b>

The Group's net actual rent ('cold rent') increased by 2.5% to EUR 88.8 m in the reporting period compared to the same period of the previous year, partly due to rental growth from completed residential units in Poland. Including the other income recognised in rental revenues, total revenues from rentals increased from EUR 120.1 m to EUR 120.6 m.

The vacancy rate in the Group's residential units in Germany was 4.2% as at 31 March 2024, compared to 4.0% at the start of the year.

The individual items of expenses from rental business are as follows:

Rental expenses incl. Impairment losses in EUR m	01/01/-03/31/2024	01/01/-03/31/2024
Maintenance expenses	9.5	9.0
Non-recoverable charges	3.2	3.5
Ancillary costs of vacant real estate	2.4	2.3
<b>Non-recharged expenses</b>	<b>15.1</b>	<b>14.8</b>
Rechargeable costs, taxes and insurance	31.8	33.4
<b>Rental expenses</b>	<b>46.9</b>	<b>48.2</b>
Impairment losses on rent receivables	0.9	1.1
<b>Total</b>	<b>47.7</b>	<b>49.3</b>

Overall, net rental income, as the balance of rental revenues and expenses and impairment losses on rent receivables, improved by 2.9% to EUR 72.9m in the reporting period compared to EUR 70.8m in the same period of the previous year.

The proceeds from the sale of properties and the corresponding sales results in Germany and Poland are shown below:

Income from sales in EUR m	01/01/-03/31/2024	01/01/-03/31/2023
<b>Germany</b>		
Revenues from the sale of investment properties	10.7	8.2
Expenses on the sale of investment properties	-10.6	-8.2
<b>Net income from the sale of investment properties</b>	<b>0.1</b>	<b>0.0</b>
Revenues from the sale of properties held as inventory	0.0	0.0
Expenses from the sale of inventories	-0.1	-0.3
<b>Net income from the sale of inventories</b>	<b>-0.1</b>	<b>-0.3</b>
<b>Net income from the sale of real estate Germany</b>	<b>0.0</b>	<b>-0.3</b>
<b>Poland</b>		
Revenues from the sale of investment properties	13.0	0.5
Expenses on the sale of investment properties	-8.5	-0.3
<b>Net income from the sale of investment properties</b>	<b>4.5</b>	<b>0.2</b>
Revenues from the sale of properties held as inventory	101.7	57.6
Expenses from the sale of inventories	-83.0	-48.3
<b>Net income from the sale of inventories</b>	<b>18.6</b>	<b>9.3</b>
<b>Net income from the sale of real estate Poland</b>	<b>23.1</b>	<b>9.5</b>
<b>Total</b>	<b>23.1</b>	<b>9.3</b>

The result from the sale of inventories in Poland was reduced by purchase price allocation effects of EUR 3.7m (previous year: EUR 5.5m).

The breakdown of service revenues by the TAG Group's services and the proportionate share of property tax and building insurance is as follows:

Income from property services in EUR m	01/01/-03/31/2024	01/01/-03/31/2023
Energy services	8.4	11.7
Facility management	5.0	4.6
Multimedia services	2.5	2.4
Craftsmen services	1.7	1.8
Other	2.3	1.5
Rechargeable land taxes and building insurance	1.8	1.2
<b>Total</b>	<b>21.7</b>	<b>23.3</b>
Impairment losses	-0.1	-0.2
Expenditure of property services	-12.3	-15.1
<b>Net income from property services</b>	<b>9.3</b>	<b>7.9</b>

The following overview summarises the main components of other operating income:

<b>Other operating income in EUR m</b>	<b>01/01-03/31/2024</b>	<b>01/01-03/31/2023</b>
Capitalised personnel expenses	3.3	3.0
Rental income from interim letting of properties not yet developed	0.4	0.6
Derecognition of liabilities	0.2	0.1
Government grants	0.2	0.0
Other prior-period income	0.0	0.1
Income from asset disposals	0.0	0.1
Other	0.0	0.7
<b>Total</b>	<b>4.1</b>	<b>4.8</b>

The capitalised personnel expenses include directly attributable costs from project development activities in Poland.

The changes in the fair value of investment properties and the valuation of inventory properties of EUR -1.0m (same period of the previous year: EUR -4.5m) mainly relate to the valuation of investment properties held for sale.

Personnel expenses increased slightly to EUR 21.7m after EUR 20.7m in the same period of the previous year. As of 31 March 2024, TAG employed 1,234 people in Germany (after 1,225 employees as of 31 March 2023) and 614 people in Poland (after 642 employees as of 31 March 2023), including all caretakers and craftsmen.

Depreciation and amortisation of intangible assets and property, plant and equipment of EUR 2.9m (same period of the previous year: EUR 2.7m) mainly includes scheduled depreciation of operating and office equipment and rights of use within the meaning of IFRS 16 as well as IT software.

Other operating expenses break down as follows:

<b>Other operational expenditures in EUR m</b>	<b>01/01-03/31/2024</b>	<b>01/01-03/31/2023</b>
Legal, consulting and auditing costs (incl. IT consulting)	2.0	1.7
IT costs	0.9	0.8
Costs of premises	0.8	0.5
Telephone costs, postage, office supplies	0.5	0.6
Travel expenses (incl. vehicle costs)	0.5	0.5
Advertising costs	0.4	0.5
Ancillary personnel costs	0.4	0.3
Insurance	0.3	0.2
Incidental costs of monetary transactions	0.2	0.3
Guaranteed dividends	0.2	0.2
Operating costs of properties in interim use	0.2	0.5
Contributions and donations	0.2	0.2
Other	1.0	0.5
<b>Total</b>	<b>7.6</b>	<b>6.8</b>



Other operating expenses increased slightly by EUR 0.8m to EUR 7.6m in the first three months of the 2024 financial year (same period of the previous year: EUR 6.8m).

The financial result in the consolidated income statement, as the balance of financial income and financial expenses, decreased from EUR -17.4m to EUR -12.0m compared to the same period of the previous year, which is mainly due to lower interest expenses as a result of the repayment of the bridge financing from the ROBYG acquisition in October 2023 and higher interest on bank balances. The cash-effective net financial result adjusted for one-off effects, which is relevant for determining FFO I, decreased from EUR -15.3m to EUR -11.8m compared to the same period of the previous year and is calculated as follows:

<b>Financial result in EUR m</b>	<b>01/01/-03/31/2024</b>	<b>01/01/-03/31/2023</b>
Effect from currency changes through profit and loss	0.2	0.1
Investment income	1.4	-0.1
Interest income	2.7	1.0
Interest expense	-16.4	-18.4
<b>Finance income/expense</b>	<b>-12.0</b>	<b>-17.4</b>
Non-cash financial result from bonds	0.8	0.8
Premature termination compensation fees and one-offs	0.0	0.0
Other non-cash items (e.g. derivatives)	-0.6	1.2
<b>Net finance income/expense (cash, without one-time invoice)</b>	<b>-11.8</b>	<b>-15.3</b>

Income taxes are composed as follows:

<b>Income taxes in EUR m</b>	<b>01/01/-03/31/2024</b>	<b>01/01/-03/31/2023</b>
Current income tax expense	7.5	6.4
Deferred income taxes	3.8	1.0
<b>Total</b>	<b>11.3</b>	<b>7.4</b>

Overall, TAG generated consolidated net profit of EUR 52.9m in the first three months of the 2024 financial year, compared with EUR 33.1m in the same period of the previous year.

The following overview shows the calculation of adjusted EBITDA, FFO I, AFFO (Adjusted Funds From Operations, after deduction of modernisation expenses, except for project developments) and FFO II (FFO I plus sales results in Germany and Poland) in the present year to date compared to the same period of the previous year:

in EUR m	01/01- 03/31/2024	01/01- 03/31/2023
EBIT Germany	54.7	51.0
EBIT Poland (rental)	3.1	0.7
<b>EBIT Germany and Poland rental</b>	<b>57.8</b>	<b>51.7</b>
Adjustments		
Valuation result	1.0	4.5
Depreciation	2.6	2.5
Sales result	0.0	0.3
<b>EBITDA (adjusted) total rental business</b>	<b>61.4</b>	<b>59.0</b>
Rental income (net actual rent)	88.8	86.6
<b>EBITDA margin (adjusted)</b>	<b>69.2%</b>	<b>68.1%</b>
Net finance income (cash, after one-offs)	-13.6	-15.3
Income taxes (cash)	-3.0	-0.8
Guarantee dividend minorities	-0.3	-0.3
<b>FFO I</b>	<b>44.6</b>	<b>42.6</b>
thereof FFO I German business	44.4	42.9
thereof FFO I Polish business	0.2	-0.3
Capitalised maintenance	-1.3	-1.2
<b>AFFO (before modernisation capex)</b>	<b>43.3</b>	<b>41.4</b>
Modernisation capex	-15.3	-19.4
<b>AFFO</b>	<b>28.0</b>	<b>22.0</b>
Net income from sales Germany	0.0	-0.3
Adjusted net income from sales Poland	19.8	8.8
<b>FFO II (FFO I + net income from sales)</b>	<b>64.3</b>	<b>51.1</b>
Weighted average number of shares outstanding (in 000)	175,483	175,442
<b>FFO I per share (in EUR)</b>	<b>0.25</b>	<b>0.24</b>
<b>FFO II per share (in EUR)</b>	<b>0.37</b>	<b>0.29</b>
Weighted average number of shares (fully diluted, in 000)	175,483	175,442
<b>FFO I per share (in EUR)</b>	<b>0.25</b>	<b>0.24</b>
<b>FFO II per share (in EUR)</b>	<b>0.37</b>	<b>0.29</b>

In the reporting year, FFO I, which has been calculated taking into account Polish letting activity for the first time since the 2023 financial year due to the increase in business activity there, increased from EUR 42.6m to EUR 44.6m. This was mainly due to an improved EBITDA of EUR 61.4m compared to EUR 59. m in the same period of the previous year. Business activities in Germany accounted for FFO I of EUR 44.4m in the reporting period (prior year period: EUR 42.9m), while Poland accounted for FFO I of EUR 0.2m (prior year period: EUR -0.3m).

AFFO increased by 27.0% year-on-year from EUR 22.0m to EUR 28.0m. This was due in particular to the EUR 4.1m decrease in modernisation capex compared to the same period of the previous year.

The adjusted sales result for Poland is calculated as follows:

in EUR m	01/01- 03/31/2024	01/01- 03/31/2023
<b>EBIT Poland - Sales</b>	<b>18.3</b>	<b>6.2</b>
Result of effects from purchase price allocation	3.7	5.5
Depreciation	0.4	0.2
Results from joint ventures	0.5	-
<b>EBITDA (adjusted) from sales Poland</b>	<b>22.8</b>	<b>11.9</b>
Net financial result (cash)	1.4	- 0.2
Cash taxes	- 4.4	- 2.1
Minority interests	-	- 0.8
<b>Adjusted net income from sales Poland</b>	<b>19.8</b>	<b>8.8</b>

### Net assets and investments

Total assets changed only slightly to EUR 7,303.8m as at 31 March 2024 after EUR 7,299.8m as at 31 December 2023. As at 31 March 2024, the book value of the total property volume was EUR 6,555.6m (31 December 2023: EUR 6,574.4m), of which EUR 5,451.8m (31 December 2023: EUR 5,442.9m) was attributable to German properties and EUR 1,103.8m (31 December 2023: EUR 1,131.5m) to properties in Poland.

The majority of property assets continue to consist of investment properties held on a long-term basis, which developed as follows in the reporting period:

Investment properties in EUR m	2024	2023
<b>Amount on 1 January</b>	<b>5,935.3</b>	<b>6,569.9</b>
Additions from the purchase of properties	0.0	0.2
Investment in existing properties	16.6	85.9
Investments in project developments	14.0	63.7
Transfers from inventory	0.0	1.4
Transfers to inventory	0.0	-41.9
Transfers to assets held for sale	-7.5	-8.3
Transfers from assets held for sale	0.0	133.4
Disposals	-11.6	-204.7
Change in market value	-1.0	-704.8
Currency translation	3.7	40.4
<b>Amount on 31 March/ 31 December</b>	<b>5,949.5</b>	<b>5,935.3</b>

In the period under review, TAG spent a total of EUR 26.2m (previous year: EUR 29.5m) on ongoing maintenance and modernisation in its like-for-like portfolio in Germany, i.e. excluding the acquisitions of the financial year and excluding project developments. Here, EUR 9.6m (prior year period: EUR 8.8m) was spent on maintenance recognised in profit or loss and EUR 16.6m (prior year period: EUR 20.7m) on modernisations eligible for capitalisation, which break down as follows for the German portfolio:

in EUR m	01/01- 03/31/2024	01/01- 03/31/2023
Large-scale measures (e.g. modernisation of entire residential complexes)	6.6	11.5
Modernisation of apartments		
Previously vacant apartments	8.6	8.0
Change of tenants	1.3	1.2
<b>Total modernisation costs like-for-like portfolio</b>	<b>16.6</b>	<b>20.7</b>

Broken down by acquisitions, project developments and the residential portfolio, including acquisitions made during the financial year, investments in investment properties are as follows:

in EUR m	01/01- 03/31/2024	01/01- 03/31/2023
Acquisitions during the financial year	0.0	0.2
Project developments	14.0	22.6
<i>thereof capitalised interest</i>	0.3	0.5
like-for-like Portfolio Germany <sup>1)</sup>	16.6	20.7
thereof investments in existing areas	16.6	20.7
Other <sup>2)</sup>	0.0	0.0
<b>Total investments in investment properties</b>	<b>30.6</b>	<b>43.5</b>

1) Investments in investment properties EUR 16.6 m (previous year: EUR 20.6 m), investments in properties held for sale EUR 0.0 m (previous year: EUR 0.1 m)

2) Rental incentives, e.g. rent-free periods for tenants as a result of modernisation work carried out by tenants themselves, continue to be of minor importance; information on modernisation expenses in connection with joint ventures is not included here.

The project developments relate to investments in new residential construction in Poland. Including a commercial project development recognised in inventories, EUR 4.0 m (previous year: EUR 1.8 m) was invested in Germany and EUR 43.9 m (previous year: EUR 82.8 m) in Poland. The modernisation expenses for the like-for-like portfolio only relate to investments in existing space; investments in additional space are of minor importance.

A detailed breakdown of ongoing maintenance expenses and refurbishment and modernisation measures per sqm by region can also be found in the portfolio overview table in the section 'Development of TAG's property portfolio in Germany – The portfolio in detail' above.

### Financial position and equity

The cash and cash equivalents available on the reporting date and the cash and cash equivalents shown in the cash flow statement are as follows:

in EUR m	03/31/2024	12/31/2023
Cash and cash equivalents according to consolidated balance sheet	185.1	128.6
Cash and cash equivalents not available at balance sheet date	-0.2	-1.2
<b>Cash and cash equivalents as per consolidated cash flow statement</b>	<b>185.0</b>	<b>127.4</b>

In the first three months of the 2024 financial year, equity increased by EUR 60.7m to EUR 3,025.2m (31 December 2023: EUR 2,964.5m) due to the positive consolidated result as at the reporting date. The equity ratio was 41.4% as at the reporting date (31 December 2023: 40.6%).

The EPRA NTA was calculated as follows as at the reporting date:

in EUR m	03/31/2024 NTA	12/31/2023 NTA
Equity (before minorities)	2,944.6	2,885.2
Deferred taxes on investment properties and derivative financial instruments	552.3	550.8
Fair value of derivative financial instruments	8.8	10.1
Difference between fair value and book value for properties valued at cost	51.9	51.9
Goodwill	-283.7	-281.8
Intangible assets	-3.9	-4.1
<b>EPRA NTA (fully diluted)</b>	<b>3,270.0</b>	<b>3,212.1</b>
Number of shares (fully diluted, in 000)	175,483	175,444
<b>EPRA NTA per share in EUR (fully diluted)</b>	<b>18.63</b>	<b>18.31</b>

The current conversion price of the 2020/2026 convertible bond issued in August 2020 (outstanding nominal volume of EUR 470.0m as at the reporting date) is higher than the share price, meaning that no dilution effects had to be taken into account.

The calculation of the debt ratio loan-to-value (LTV) as of the reporting day is as follows:

in EUR m	03/31/2024	12/31/2023
Liabilities to banks	2,268.3	2,290.3
Liabilities from corporate bonds and other loans	502.3	523.9
Liabilities from convertible bonds	463.4	463.5
Cash and cash equivalents	-185.1	-128.6
<b>Net financial debt</b>	<b>3,048.9</b>	<b>3,149.0</b>
Investment properties	5,949.5	5,935.3
Property reported under tangible assets	2.0	2.0
Property held as inventory	596.6	629.6
Property reported under non-current assets held for sale	7.5	7.5
<b>Real estate volume (book value)</b>	<b>6,555.6</b>	<b>6,574.4</b>
Book value of property for which purchase prices have already been paid or received in advance	-0.1	-3.8
Share in joint-ventures including loans	58.1	58.9
Difference between fair value and book value for properties valued at cost	75.7	75.7
<b>Relevant real estate volume for LTV calculation</b>	<b>6,689.2</b>	<b>6,705.2</b>
<b>LTV</b>	<b>45.6%</b>	<b>47.0%</b>

The maturities of the total financial liabilities as at 31 March 2024 are shown in the following overview:

in EUR m



The average volume-weighted remaining term of all financial liabilities was 4.6 years as at the reporting date (31 December 2023: 4.8 years). The average interest rate for all financial liabilities was 2.2% (31 December 2023: 2.2%). 95.1% (31 December 2023: 95.1%) of the total financial liabilities have fixed interest rates.

The Management Board assumes that all loans maturing in the 2024 financial year will be refinanced or repaid from existing cash and credit lines.

## Forecast, opportunities and risk report

TAG's business activities expose it to various operational and economic opportunities and risks. Please refer to the detailed guidance in the 'Forecast, opportunities and risk report' section of the summarised Group management report for the 2023 financial year for further details. Beyond this, no significant developments have occurred or become apparent that would lead to a different assessment of the opportunities and risks.

Forward-looking statements continue to be subject to risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Many of these risks and uncertainties are related to factors that TAG cannot control, influence or estimate precisely. These include, for example, future market and economic conditions, the behaviour of other market participants, the ability to successfully integrate acquired companies and realise expected synergy effects, as well as government tax legislation.

The guidance for the 2024 financial year, which was already published with the Group management report for the 2023 financial year, remains unchanged and is as follows:

- **FFO I: EUR 170–174m** (2023: EUR 170–174m, approx. +/-0% compared to the previous year) or EUR 0.98 per share (2023: EUR 0.98, approx. +/-0% compared to the previous year)
- **FFO II** (FFO I plus sales results): **EUR 217–223m** (2023: EUR 240–246m, -9% compared to the previous year) or EUR 1.25 per share (2023: EUR 1.38, -9% compared to the previous year)

The number of shares used for the guidance of FFO I and FFO II per share amounts to the current number of shares outstanding (excluding treasury shares) of 175.5m. The FFO I guidance was also issued on the basis of the existing property portfolio as at 31 December 2023 and therefore does not take into account any further acquisitions or sales.

FFO I is expected to remain constant in 2024 compared to 2023. A slight reduction in operating income from the German rental business, which is mainly due to the disposals carried out in the financial year and the previous year, can be offset by increasing operating income from the growing rental portfolio in Poland. While a reduction in interest expenses is expected as a result of the repayment of the bridge financing from the acquisition of ROBYG, this will be offset by slightly higher expected income taxes (mainly due to further utilisation of unused tax losses in Germany).

For **overall rental growth**, i.e. including the effects of vacancy reduction, a value of **c. 2.2% to 2.7% p.a.** (2023: 2.3% p.a.) is assumed for the German portfolio on a like-for-like basis. The **vacancy rate** in the Group's residential units is expected **to fall by c. 0.2 to 0.4 percentage points** (2023: decrease of 0.5 percentage points).

The expected decline in FFO II results from a forecast lower sales result in Poland. Results from disposals are recognised at the time of transfer. As the majority of sales are made before the start of construction or during the construction phase, which lasts a good 18 months, this result essentially reflects the weaker sales figures for 2022. The forecast **number of flat handovers in Poland** in 2024 is therefore reduced to **at least 3,000** (2023: 3,500 flat handovers). In terms of sales, it is also assumed that **at least 3,000 residential units will be sold in Poland in 2024** (2023: 2,700 residential units sold). In the years from 2025 onwards, more flat handovers and thus higher sales results are expected again due to the rising sales figures. The adjusted sales result for Poland is calculated from EBITDA (adjusted) from sales in Poland after interest and taxes and is recognised directly in FFO II.

## SUPPLEMENTARY REPORT

There were no reportable events after the reporting date.

Hamburg, 14 May 2024

**Claudia Hoyer**  
**(COO, Co-CEO)**

**Martin Thiel**  
**(CFO, Co-CEO)**



## CONSOLIDATED BALANCE SHEET

<b>Assets TEUR</b>	<b>03/31/2024</b>	<b>12/31/2023</b>
<b>Non-current assets</b>		
Investment properties	5,949,509	5,935,259
Intangible assets	287,461	285,932
Property, plant and equipment	37,445	36,825
Right of use assets	18,207	18,819
Other financial assets	67,320	66,896
Derivative financial instruments	1,588	340
Deferred taxes	26,161	24,773
	<b>6,387,689</b>	<b>6,368,844</b>
<b>Current assets</b>		
Property held as inventory	596,639	629,635
Other inventories	1,251	78
Trade receivables	29,324	41,195
Income tax receivables	8,285	9,490
Derivative financial instruments	1,092	1,315
Other current assets	86,894	113,105
Cash and cash equivalents	185,146	128,604
	<b>908,632</b>	<b>923,422</b>
<b>Non-current assets held for sale</b>	<b>7,484</b>	<b>7,524</b>
	<b>7,303,806</b>	<b>7,299,790</b>

<b>Equity and liabilities TEUR</b>	<b>03/31/2024</b>	<b>12/31/2023</b>
<b>Equity</b>		
Subscribed capital	175,483	175,483
Share premium	683,178	683,175
Other reserves	66,895	59,057
Retained earnings	2,019,071	1,967,454
Attributable to the equity holders of the parent company	2,944,627	2,885,168
Attributable to non-controlling interests	80,562	79,325
	<b>3,025,190</b>	<b>2,964,493</b>
<b>Non-current liabilities</b>		
Liabilities to banks	2,004,906	2,025,653
Liabilities from corporate bonds and other loans	411,444	410,950
Liabilities from convertible bonds	463,149	462,441
Derivative financial instruments	11,341	11,354
Retirement benefit provisions	3,981	4,066
Other non-current liabilities	57,273	58,234
Deferred taxes	614,342	608,399
	<b>3,566,437</b>	<b>3,581,097</b>
<b>Current liabilities</b>		
Liabilities to banks	263,386	264,619
Liabilities from corporate bonds and other loans	90,888	112,914
Liabilities from convertible bonds	288	1,022
Derivative financial instruments	150	385
Income tax liabilities	11,026	12,442
Other provisions	71,009	67,003
Trade payables	62,282	70,804
Other current liabilities	213,151	225,011
	<b>712,180</b>	<b>754,200</b>
	<b>7,303,806</b>	<b>7,299,790</b>

## CONSOLIDATED INCOME STATEMENT

in TEUR	01/01/ 03/31/2024	01/01/ 03/31/2023
Rental income	120,595	120,082
Impairment losses	-852	-1,062
Rental expense	-46,890	-48,220
<b>Net rental income</b>	<b>72,854</b>	<b>70,800</b>
Revenues from the sale of real estate	125,302	66,300
Expenses on the sale of real estate	-102,209	-57,050
<b>Sales result</b>	<b>23,093</b>	<b>9,250</b>
Revenue from services	21,743	23,252
Impairment losses	-107	-247
Expenses from services	-12,329	-15,090
<b>Services result</b>	<b>9,307</b>	<b>7,915</b>
Other operating income	4,124	4,763
Fair value changes in investment properties and valuation of properties held as inventory	-1,007	-4,511
Personnel expense	-21,688	-20,736
Depreciation/amortisation	-2,941	-2,722
Other operating expense	-7,622	-6,833
<b>EBIT</b>	<b>76,120</b>	<b>57,926</b>
Net income from investments	1,629	-58
Interest income	2,742	1,027
Interest expense	-16,362	-18,353
<b>EBT</b>	<b>64,128</b>	<b>40,541</b>
Income taxes	-11,271	-7,419
<b>Consolidated net income</b>	<b>52,857</b>	<b>33,122</b>
attributable to non-controlling interests	1,241	1,705
attributable to equity holders of the parent company	51,616	31,417
<b>Earnings per share (in EUR)</b>		
Basic earnings per share	0.30	0.18
Diluted earnings per share	0.28	0.17

## CONSOLIDATED CASH FLOW STATEMENT

in TEUR	01/01- 03/31/2024	01/01- 03/31/2023
Consolidated net income	52,857	33,122
Net interest income / expenses through profit and loss	13,620	17,326
Current income taxes through profit and loss	7,503	6,414
Depreciation	2,941	2,722
Other financial Income	-1,629	58
Fair value changes in investment properties and valuation of properties held as inventory	1,007	4,511
Gains / losses from the disposal of investment properties	-4,586	-199
Gains from the disposal of tangible and intangible assets	48	-120
Impairments accounts receivables	959	1,309
Changes to deferred taxes	3,768	1,005
Changes in provisions	3,921	5,130
Interest received	2,636	934
Interest paid	-8,384	-19,456
Income tax payments and refunds	-7,726	-4,402
Changes in receivables and other assets	76,195	-2,989
Changes in payables and other liabilities	-26,409	3,071
<b>Cash flow from operating activities</b>	<b>116,721</b>	<b>48,437</b>
Payments received from the disposal of investment properties (less selling costs)	22,747	4,118
Payments made for investments in investment properties	-26,751	-43,243
Payments received from other financial assets	68	68
Payments received from the disposal of intangible assets and property, plant and equipment	53	297
Payments made for investments in intangible assets and property, plant and equipment	-2,278	-1,997
<b>Cash flow from investing activities</b>	<b>-6,161</b>	<b>-40,757</b>
Proceeds from the issuance of treasury shares	3	0
Payments made for the repayment of corporate bonds and other loans	-74,711	-175,291
Proceeds from the issuance of corporate bonds and other loans	49,808	24,946
Distribution to minority investors	0	-3,344
Proceeds from new bank loans	0	81,685
Repayment of bank loans	-27,310	-92,851
Repayment of lease liabilities	-1,659	-2,678
<b>Cash flow from financing activities</b>	<b>-53,869</b>	<b>-167,533</b>
Net change in cash and cash equivalents	56,691	-159,853
Cash and cash equivalents at the beginning of the period	127,398	238,689
Foreign currency exchange effects	903	278
<b>Cash and cash equivalents at the end of the period</b>	<b>184,992</b>	<b>79,114</b>

## TAG FINANCIAL CALENDAR 2024

### PUBLICATIONS / EVENTS

12 March 2024	Publication of Annual Report 2023
25 April 2024	Publication of Sustainability Report 2023
14 May 2024	Publication of Interim Statement Q1 2024
28 May 2024	Annual General Meeting, Hamburg
13 August 2024	Publication of Half Year Report 2024
13 November 2024	Publication of Interim Statement Q3 2024

### CONFERENCES

15 January 2024	ODDO BHF Forum – Virtual days
16 January 2024	Kepler Cheuvreux 23rd German Corporate Conference (GCC), Frankfurt
07–08 February 2024	Hamburg Investors' Days
14 March 2024	J.P. Morgan 4th Annual Pan-European Small/Mid-Cap CEO Conference, London
21 March 2024	BofA EMEA – Real Estate CEO Conference, London
23 May 2024	Kempen's 22nd European Property Seminar, Amsterdam
19 September 2024	EPRA Conference, Berlin
23 September 2024	Berenberg and Goldman Sachs German Corporate Conference 2024, Munich
24 September 2024	13th Baader Investment Conference, Munich
14 November 2024	Kepler Cheuvreux Pan-European Real Estate Conference, London
20 November 2024	Berenberg Property Seminar, Paris
25–27 November 2024	German Equity Forum, Frankfurt
03–04 December 2024	UBS Global Real Estate CEO/CFO Conference, London



**TAG Headquarter Hamburg (Germany)**

## CONTACT

### **TAG Immobilien AG**

#### **Dominique Mann**

Head of Investor & Public Relations

Phone + 49 40 380 32 - 300

[ir@tag-ag.com](mailto:ir@tag-ag.com)

Steckelhörn 5

20457 Hamburg

[www.tag-ag.com](http://www.tag-ag.com)

The English version of the Interim Statement on the 1st Quarter 2024 is a translation of the German version.

The German version is legally binding.

Layout: Gunda Schütt Design & Beratung, Hamburg/TAG Immobilien AG

Cover picture: Gera, photographer Thomas Müller