

FOCUS ON CONVENIENCE

DISPOSAL OF ITIS



WERELDHAVE

DISPOSAL OF SHOPPING CENTRE ITIS

- Share deal¹⁾
- Price for the asset
 - Gross price € 516m, a 8.5% discount to book value 30 June (€ 564m)
 - EPRA NIY 5.1%
 - Net price from disposal € 450m³⁾, cash return of 4.9%
 - Buyer: A fund advised by Morgan Stanley Real Estate Investment (MSREI)
- Proceeds used to structurally improve financial profile
- Expected closing December 2018

Expected impact on NAV per share²⁾

- IFRS NAV: est. € -1.19
- EPRA NNNNAV: est. € -1.86
- EPRA NAV: est. € -2.86

1) Conditional on approval of the Competition Authorities and the completion of Finnino

2) Per 30 June 2018; Impact excludes capex obligations, transaction-related costs and working capital settlement

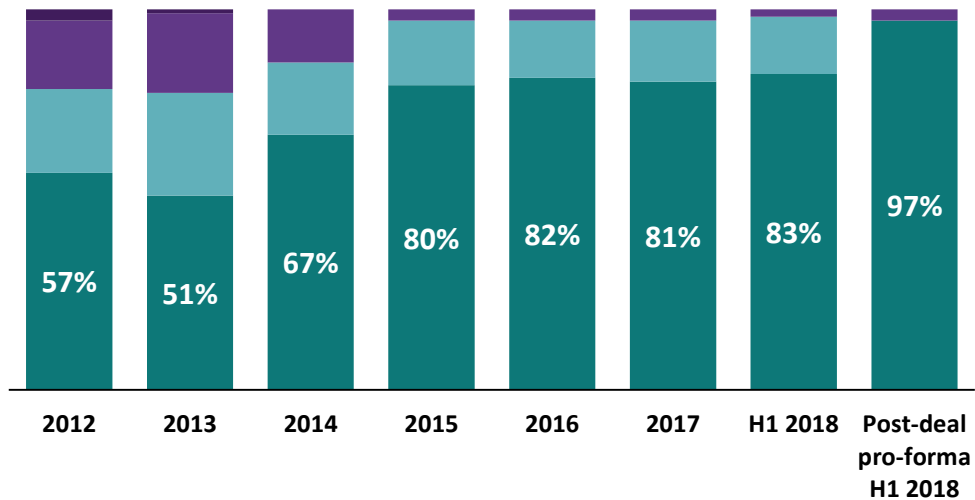
3) Excluding capex obligations, transaction-related costs and working capital settlement

STRATEGIC RATIONALE

- 1 Exclusively focusing on everyday convenience centres in three countries
- 2 Eliminating large single-asset exposure
- 3 Improving the financial profile significantly with 6% lower LTV
- 4 Macro economic momentum Finland and capitalizing on optimized cash flows Itis

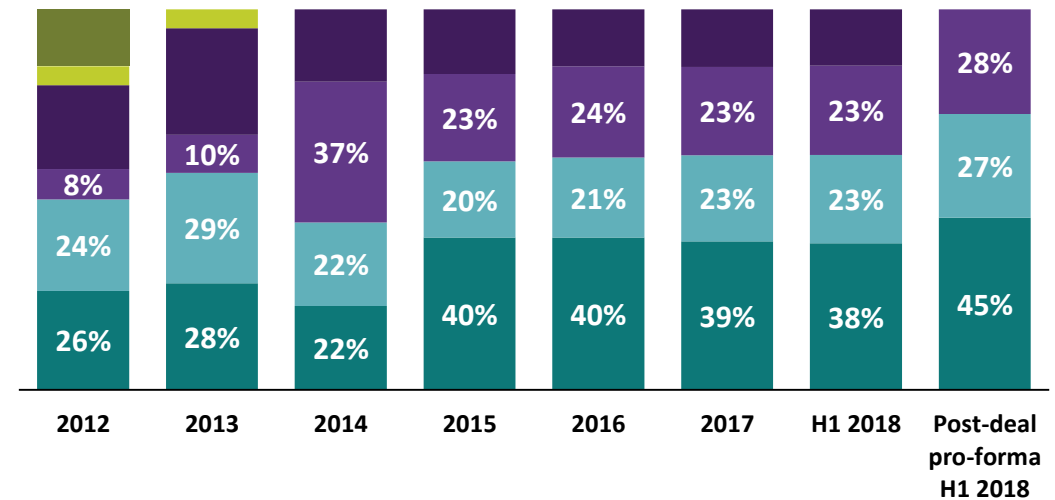
TRANSFORMATION INTO A SPECIALIST IN THREE COUNTRIES

SHARE OF CONVENIENCE RETAIL BY VALUE



■ Convenience retail ■ Other retail ■ Offices ■ Other

GEOGRAPHICAL PORTFOLIO BREAKDOWN BY VALUE



■ Netherlands ■ Belgium ■ France ■ Finland ■ Spain ■ UK

DIVIDEND MAINTAINED DESPITE LOWER EPRA EPS

IMPLICATIONS FOR OUTLOOK

Impact on EPRA EPS

- 2018 outlook adjusted to € 3.30-3.35 (previously € 3.33-3.38)
- Annualised disposal impact¹⁾ € -0.45

Impact on capex

- Itis had an elevated level of maintenance capex of ca. € 6m to 7m per year

No impact for current level of € 2.52 dividend per share

€2.52 DIVIDEND MAINTAINED FOR 2018 AND 2019

AT 6% LOWER LOAN-TO-VALUE

REVISED BUDGET RETAINED EPRA EARNINGS (€ M)

	OLD		CHANGE	NEW
	LOW	HIGH		
Maintenance capex	12	14	-6 to -8	6
Tenant incentives / Customer Journey improvement	12	14	-6	8
Asset rotation impact	9	5	-9 to -5	0
Retained direct result/EPRA Earnings	33	33		14

PER SHARE (€)

0.35

BREAKDOWN OF RECURRING EARNINGS (€ PER SHARE)

Original outlook FY 2018 EPRA EPS (mid-range)	3.36
Full-year disposal impact on EPRA EPS ¹⁾	-0.45
Revised budget non-yielding capex, TI's & CJ ²⁾	-0.35
Adjusted EPRA EPS (pro-forma last 12 months, excluding Itis)	2.56

1) Based on last 12 months, assuming debt repayment based on average cost of debt

2) Based on current portfolio, excluding Itis

CONCLUSION

CONVENIENCE

FOCUSED

LTV DROPS 6%
SINGLE-ASSET
EXPOSURE
FROM 15% TO 7%

DE-RISKED

€ 2.52 PER SHARE

DIVIDEND



Q&A

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