

# 1. Opening

### 2. Verslag van de directie en jaarrekening

- Results: FY 2020 & Q1 trading update
- 2 LifeCentral strategy

### **Highlights FY 2020**

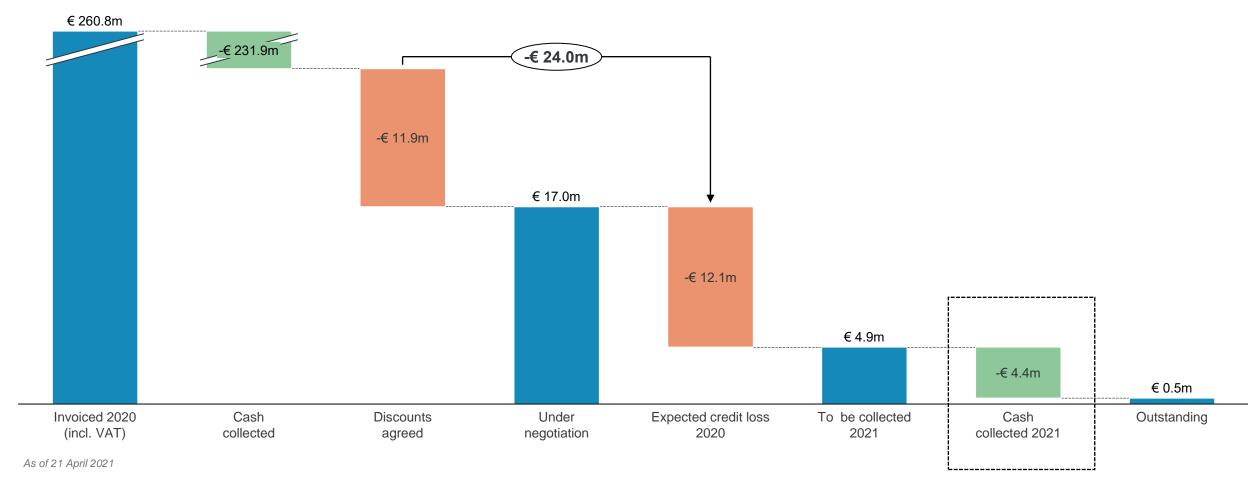
|   | FY 2019 | FY 2020 | Change |
|---|---------|---------|--------|
| Direct result per share                 | 2.81    | 2.01    | (0.80) |
| Indirect result per share               | (10.98) | (6.66)  | 4.32   |
| EPRA NTA per share                      | 32.97   | 27.74   | (5.23) |
| Dividend per share, full year           | 1.89    | 0.50    | (1.39) |
| Total result per share                  | (8.17)  | (4.65)  | 3.52   |
| Net LTV                                 | 44.8%   | 46.7%   | +1.9pp |
| NPS (Benelux)                           | 0       | +4      | +4     |
| Proportion of mixed-use Benelux (in m²) | 9.4%    | 10.0%   | +0.6pp |

### **Operations FY 2020**

### High contract volume and improved occupancy versus 2019 despite pandemic

| Country          | # of Contracts | Leasing<br>Volume | MGR<br>Uplift | vs ERV | Occupancy<br>Rate | LFL Rent<br>Growth |
|------------------|----------------|-------------------|---------------|--------|-------------------|--------------------|
| Belgium          | 92             | 14.1%             | 0.5%          | 7.0%   | 94.4%             | (19.1%)            |
| France           | 52             | 14.5%             | (6.5%)        | (2.5%) | 92.8%             | (39.7%)            |
| Netherlands      | 242            | 22.0%             | (4.7%)        | 6.4%   | 96.6%             | (12.0%)            |
| Shopping centers | 386            | 17.7%             | (3.8%)        | 4.5%   | 95.0%             | (21.0%)            |

### Rent collection & assessment of Covid-19



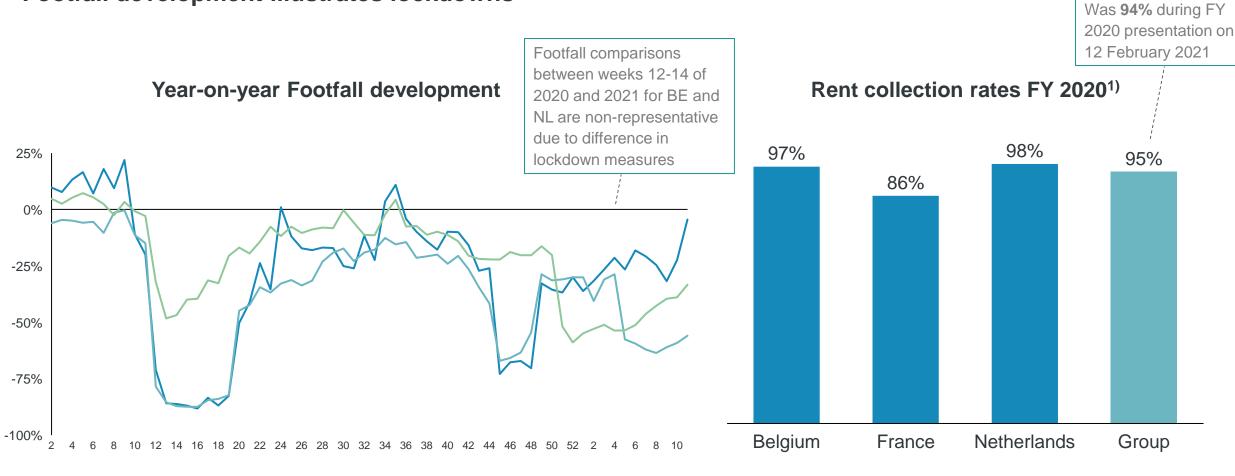
### Fair support policy led to a strong rent collection of 95%



Belgium

— France

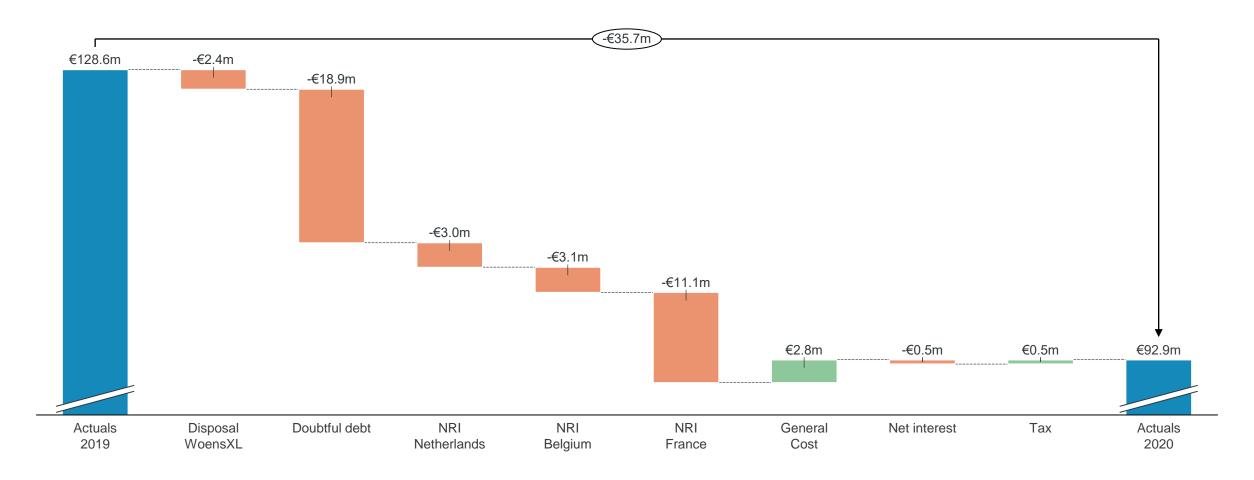
— Netherlands



1) As of 21 April 2021, adjusted for tenant arrangements

### Direct result: negative impact from Covid-19

Higher doubtful debts, and in Belgium & France lower sales-based-rent and lower parking income





### **Cost efficiency**

- Reduced direct general expenses in 2020 by 20% to € 11.4m
  - € 1.6m one-off benefits included
  - 2021: roughly in-line with 2020 by continued cost savings program

Future cost reduction should come from

- Phase-out France (2020: € 2.6m)
- Changing headquarters (€ 400k)
- LifeCentral phase 2 (growth phase) should result in lower cost ratio by realising operational synergies

### Revaluations

### Negative revaluations in all countries as a result of yield shifts and reduced ERVs

|                  | Value (€ m) |       | Revaluation 2020 FY |         | EPRA NIY (%) |      |
|------------------|-------------|-------|---------------------|---------|--------------|------|
|                  | 2019        | 2020  | €m                  | %       | 2019         | 2020 |
| Belgium          | 869         | 830   | (55.4)              | (6.3%)  | 5.6%         | 5.6% |
| France           | 806         | 691   | (122.0)             | (15.0%) | 4.6%         | 4.9% |
| Netherlands      | 1,139       | 966   | (112.9)             | (10.5%) | 6.8%         | 7.0% |
| Shopping centers | 2,815       | 2,487 | (290.4)             | (10.5%) | 5.8%         | 5.9% |
| Offices          | 92          | 91    | (3.4)               | (3.6%)  | 8.3%         | 6.8% |
| Total portfolio  | 2,907       | 2,578 | (293.9)             | (10.2%) | 5.8%         | 6.0% |

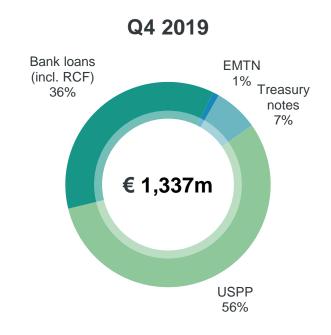
### **Debt Profile**

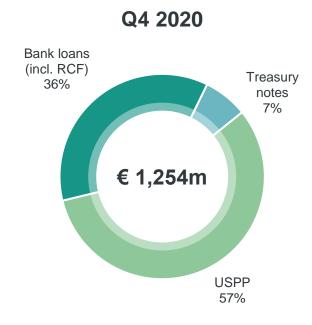
|                             | 2019      | 2020      | Covenants | Policy         |
|-----------------------------|-----------|-----------|-----------|----------------|
| Interest bearing debt¹) (€) | 1,337m    | 1,254m    |           |                |
| Average cost of debt        | 1.9%      | 1.9%      |           |                |
| Undrawn committed (€)       | 220m      | 306m      |           |                |
| Cash position (€)           | 21m       | 67m       |           |                |
| Fixed vs floating debt      | 77% / 23% | 69% / 31% |           | min. 50% fixed |
| Gross LTV <sup>2)</sup>     | 45.5%     | 50.9%     | ≤ 60%     |                |
| Net LTV                     | 44.8%     | 46.7%     |           | 30% - 40%      |
| ICR                         | 6.6x      | 5.3x      | >2.0x     | >2.0x          |
| Solvency                    | 51.0%     | 48.7%     | >40%      |                |
| Debt maturity (years)       | 4.0       | 3.4       |           |                |

Nominal value of interest bearing debt
 Assuming full utilization of secured lending

### **Debt Mix**

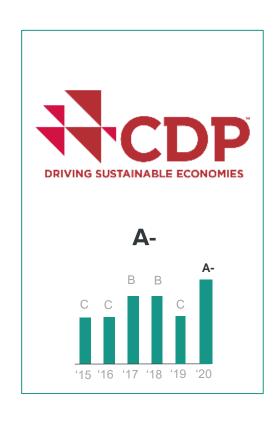
- New financing arranged 2020: € 270m
- New financing arranged Q1 2021: € 112m
- Debt maturities covered until Q3 2023
- Our outstanding European Medium Term Note of € 10m was acquired at a deep discount
- Moody's outlook upgrade to "Stable"
- Moody's rating terminated per 11 February 2021, as public debt is no longer part of funding strategy





### Continued leadership position on ESG improved







Dow Jones
Sustainability Indices
Powered by the S&P Global CSA

DJSI Europe index
Top 20% of the

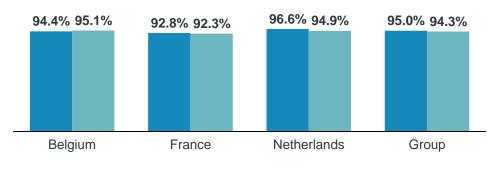
largest 600
European companies

Wereldhave is a top-5 ESG performer in the European listed real estate sector (GRESB)

### **Q1 Trading Update**

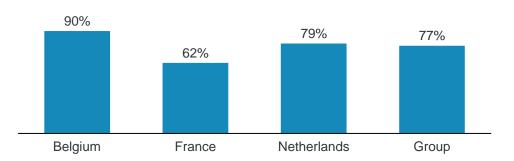
- Benelux disposal program almost completed
- Shopping center occupancy relatively stable at 94%
- Successful delivery of FSC concepts in 2020 pushes NPS score to +9 from +4
- Outlook for 2021 direct result per share will come out at the lower end of the previous guidance of € 1.80 – 2.00

### **Occupancy Shopping Centers**



Q4 2020 Q1 2021

### Rent collection rates Q1 2021<sup>1)</sup>



### Outlook 2021

Outlook for 2021 direct result per share will come out at the lower end of the previous guidance of € 1.80 – 2.00

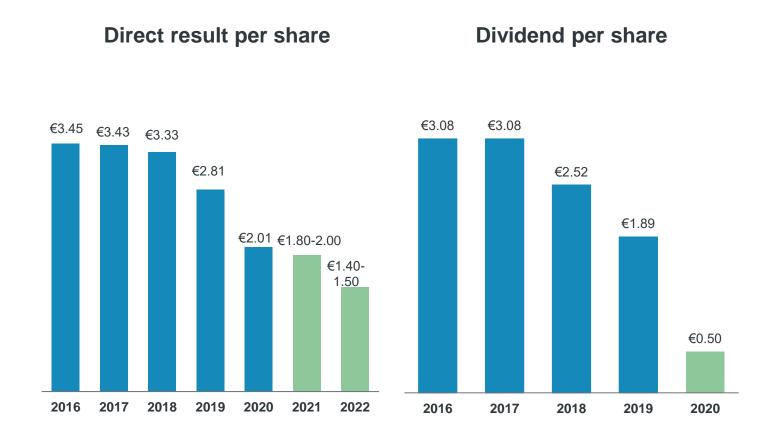
Assumed phased easement of Covid measures during Q2 and full re-openings second half Q2, which is still uncertain

Trough DRPS 2022: € 1.40-1.50

### Dividend 2020

€ 0.50 per share

Annual dividend payment for 2021



### 2. Bestuursverslag

- Results: FY 2020 & Q1 trading update
- 2 LifeCentral strategy

# Feb 2020: Presentation LifeCentral strategy

**Actively transform our assets** to Full Service Centers

**Strengthen the balance sheet** 

**Build on strong team and presence in Benelux** 



Wereldhave

### Covid-19 confirms the need for transformation







### **Rationale LifeCentral Strategy**

#### Decrease in retail floor space

#### Convenience retail resilient

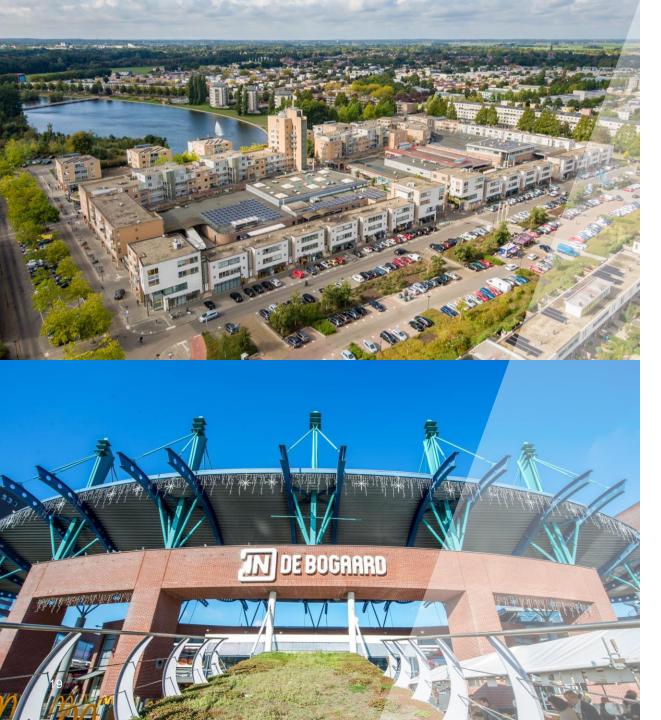
 Consumers want to fulfill daily needs in one location

### **Impact Covid-19**

- Trend accelerated, not magnified
- Convenience performing strongly
- Increased focus on local retailers and products

### **LifeCentral Actions**

- Increase mixed use share
- Transformation to residential
- Convenience retail important part of our Blueprints (almost half)
- Focus on primary catchment area



### **Executed deals (1)**

#### **Shopping center WoensXL**

• 10,400 m<sup>2</sup>

Transaction date: 1 March 2020

Buyer: Urban Interest

### **Shopping center Emiclaer in Amersfoort**

• 19,700 m<sup>2</sup>

Transaction date: 30 December 2020

Buyer: Urban Interest

### Les Passages de Mériadeck in Bordeaux

7,350 m² (separate retail area next to center)

Transaction date: 29 December 2020

Buyer: Vinci

### Shopping center In de Bogaard in Rijswijk

• 19,800 m<sup>2</sup>

Transaction date: 11 February 2021

Buyer: SB Real Estate B.V. (controlled by HAL Investments B.V.)



### **Executed deals (2)**

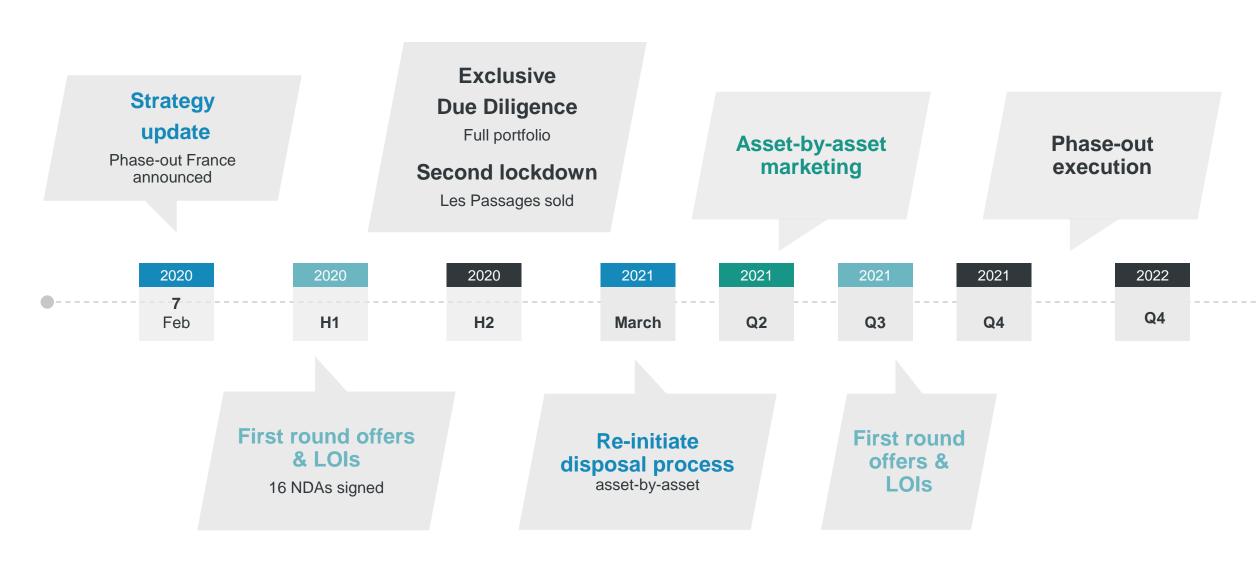
### **Shopping center Etten-Leur in Etten-Leur**

- 23,300 m<sup>2</sup>
- Sold below book value, due to:
  - Difficult local retail environment due to over-supply and paid parking only
  - Limited transformation potential due to local zoning and shared ownership
  - Fashion focused tenant mix without convenience offer
  - Over 25% of rent coming from contracts ending within 2 years
  - IRR based on sales price still below 5%
- Transaction date: 31 March 2021
- Buyer: Unifore

### **Combined gross proceeds € 127m**

Expect to finalize disposal of Shopping Center Koningshoek in Maassluis in Q2 2021

### **Timeline | Phase-out France until YE 2022**



### We will deliver on our ambitions

| Focus on                            | Target 2020-2022   |       | <b>Progress</b> |  |
|-------------------------------------|--|-------|-----------------|--|
|                                     |  | 02/20 | 04/21           |  |
| Phase out France <sup>1</sup>       | Phase out France   |       |                 |  |
| Divestment program NL / BE          | Dispose assets with book value of € 225m - € 275m  |       | •               |  |
| Restructuring balance sheet         | Lower LTV to 30-40%  |       |                 |  |
| Create FSC concepts                 | FSC concepts, for e.g. entertainment, F&B and fashion, completed and implemented in converted assets |       |                 |  |
| Successful FSC conversions          | Converted 4 assets to FSC according to our KPIs and started 6 additional asset transformations       |       |                 |  |
| Deliver digital tools               | Launch at least 5 digital tools  |       |                 |  |
| Right skill organization for future | Get Customer Experience and Digital Transformation teams fully running                               |       | •               |  |
| Corporate social responsibility     | Maintain GRESB 5 star rating and complete a 2 degrees roadmap for each transformation                |       | •               |  |

<sup>1.</sup> Phase out France is a project, no decision to divest has yet been made, the French staff representative body will be duly informed and consulted beforehand in compliance with French legal requirements

# 2a. Uitvoering remuneratiebeleid 2020

# 2b. Toelichting op de accountantsverklaring



# Agenda

Introduction and scope of KPMG engagement

Independent auditor's report

Our audit approach

Key audit matters





# Introduction and scope of KPMG engagement

#### Financial statements 2020

Consolidated financial statements and Company financial statements

- Prepared by Management Board and endorsed by Supervisory Board
- Audited by KPMG

#### Annual report 2020

Annual Report and other information included therein

- Prepared by Management Board and endorsed by Supervisory Board
- Assessed by KPMG as (a) consistent with the financial statements and not containing material misstatements, and (b) containing the information as required by Part 9 Book 2 Civil Code



### Independent auditor's report

#### What have we audited/assessed?

- Consolidated financial statements
- Company financial statements
- Whether the report of the Management Board is consistent with the financial statements and does not contain material errors
- Whether certain required information has been included in the annual report

#### Our opinions – unqualified

- Consolidated financial statements give a true and fair view
- Company financial statements give a true and fair view
- Annual Report consistent with financial statements; does not contain material errors



### Our audit approach - materiality

#### MATERIALITY

- Affects nature, timing and extent of audit procedures
- And the evaluation of the effect of misstatements
- Qualitative criteria also considered

- Materiality at group level
   EUR 8.0 million
- Lower materiality (EUR 4.0 million) for certain items in the profit and loss account.
- 0.6% of Equity
- Within generally accepted bandwidth

- Lower materiality allocated to each of the group companies
- Reporting threshold unadjusted misstatements: EUR 400k result impact and EUR 200k for certain items in de profit and loss account



### Our audit approach

#### NATURE OF AUDIT PROCEDURES AND SPECIALISTS

### Nature of audit procedures

- Process understanding and controls testing
- Substantive testing
- Compliance with laws and regulations

### Specialists involved

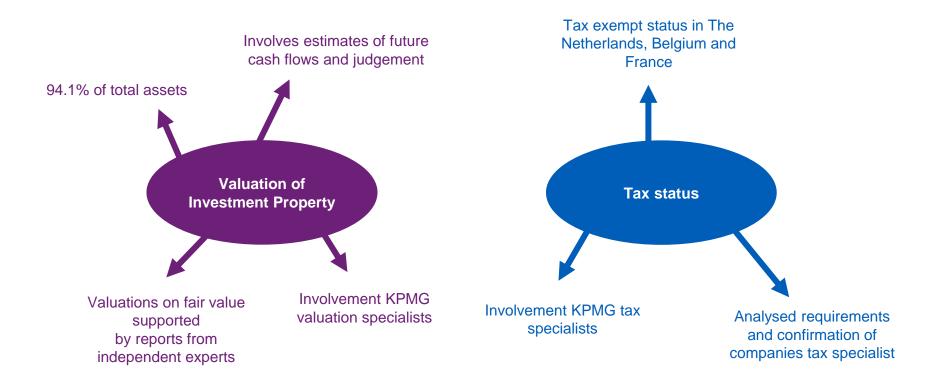
- Property valuators
- Tax
- Financial instruments
- IT

### **Group Audit**

- Full scope audit for all significant group companies
- Coverage 100% of investment property and gross rental income

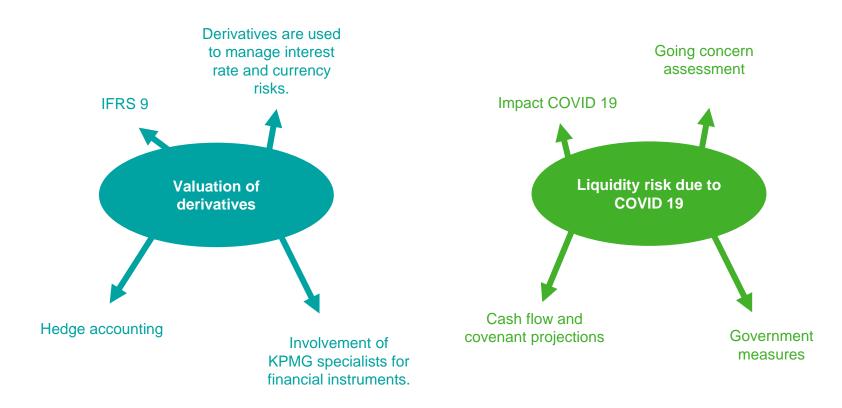


## Key audit matters (1/2)





## Key audit matters (2/2)





# 2c. Voorstel tot vaststelling van de jaarrekening 2020

# 2d. Dividend- en reserveringsbeleid

# 2e. Voorstel tot het verlenen van kwijting aan de Directie

# 2f. Voorstel tot het verlenen van kwijting aan de Raad van Commissarissen

# Voorstel tot herbenoeming van de heer H. Brand als Commissaris

### 4.

# Voorstel tot herbenoeming van de heer A. Nühn als Commissaris

# Voorstel tot herbenoeming van KPMG Accountants N.V.

### 6a.

Voorstel tot vernieuwing van de bevoegdheid van de directie tot het uitgeven van aandelen en/of het verlenen van rechten tot het nemen van die aandelen

### 6b.

Voorstel tot het verlenen van de bevoegdheid van de directie tot het beperken of uitsluiten van voorkeursrechten

# Voorstel tot machtiging van de Directie om eigen aandelen in te kopen

# 8. Rondvraag

# 9. Sluiting