



# Dutch Property Tour

April 15, 2014



WERELDHAVE

# Dutch property tour

Eggert  
Purmerend



# Eggert shopping centre

## Facts & figures



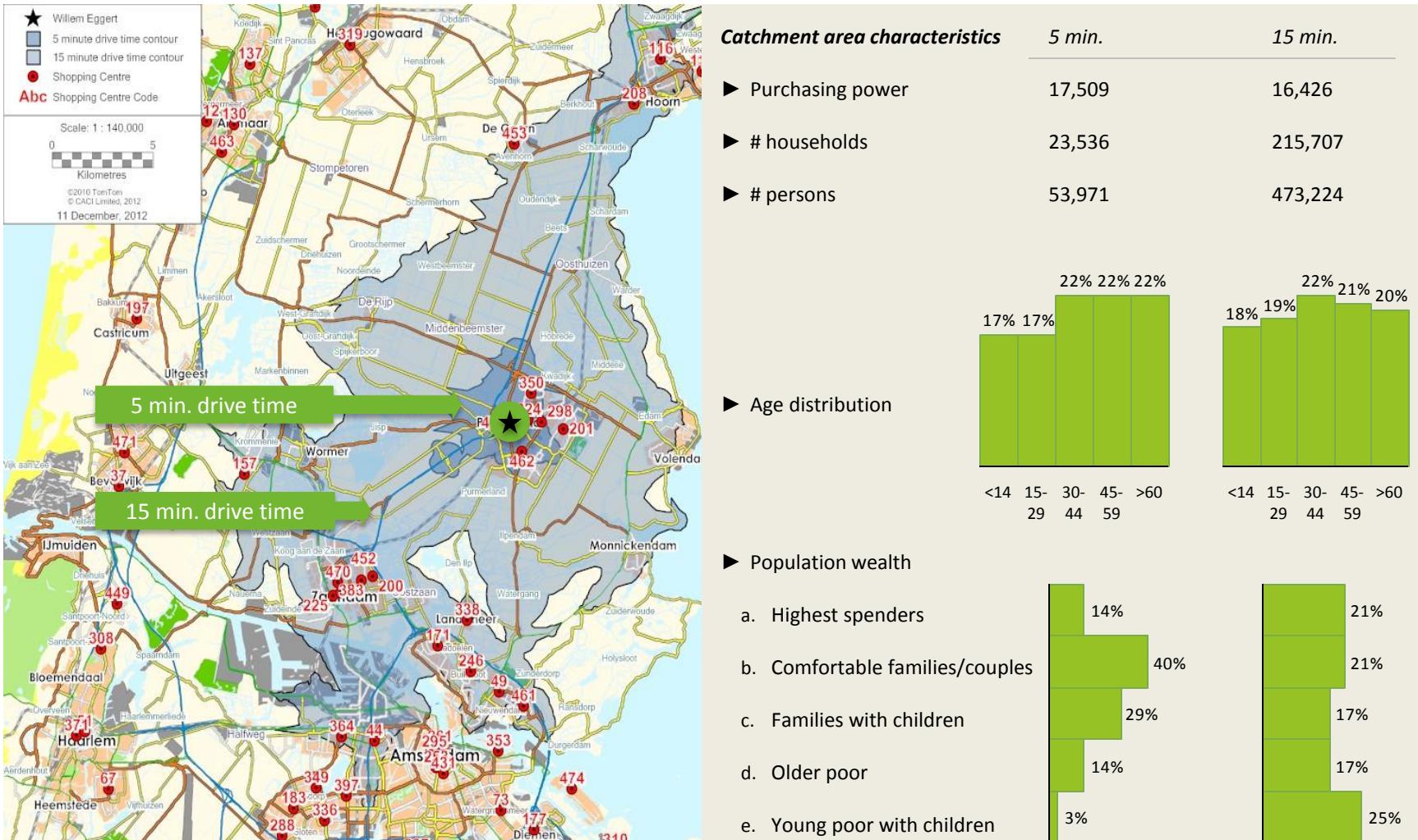
|                           |                          |
|---------------------------|--------------------------|
| <b>Location</b>           | Purmerend<br>city centre |
| <b>Opening</b>            | 1979                     |
| <b>Catchment area (#)</b> | 84,213                   |
| <b>Visitors (#/yr)</b>    | 4,000,000                |
| <b>Shops</b>              | 75                       |
| <b>Catering</b>           | 5                        |
| <b>Parking spaces</b>     | 375                      |
| <b>NLA (sqm)</b>          | 19,381                   |
| <b>Gross rent (€)</b>     | 4,800,000                |
| <b>Management team</b>    | In-house                 |
| <b>Social media</b>       | Fully integrated         |

# Purmerend

Purmerend is a municipality located 20km north of Amsterdam. The city is surrounded by polders, such as the Purmer, Beemster and the Wormer. Purmerend was created out of a small fishing village and was founded in 1410 by a wealthy banker from Amsterdam, Willem Eggert, after whom the centre is named. After 1960 the population of Purmerend started to grow from around 10,000 to around 80,000 by the 2010s. From the 1960s onwards Purmerend has seen major expansions and will continue to do so. These expansions have turned Purmerend into a commuter town; many inhabitants of Purmerend work, go to school or spend their leisure time in Amsterdam.

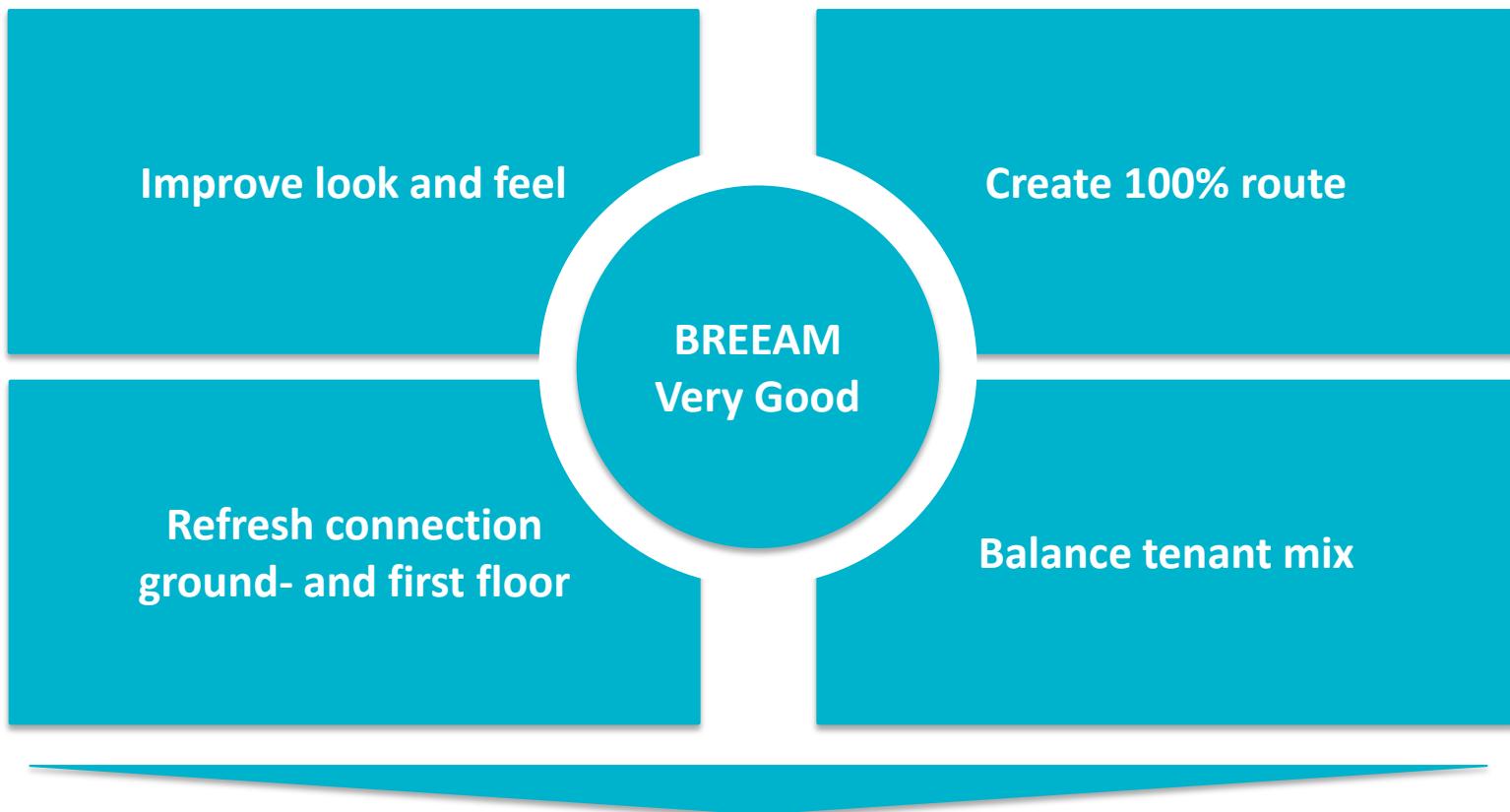


# Eggert



Source: Cushman & Wakefield

# Redevelopment plan – key elements



Total investment €16m | Start construction Q4 2013 | Completion Q1 2016 |

# Improve look and feel

CURRENT

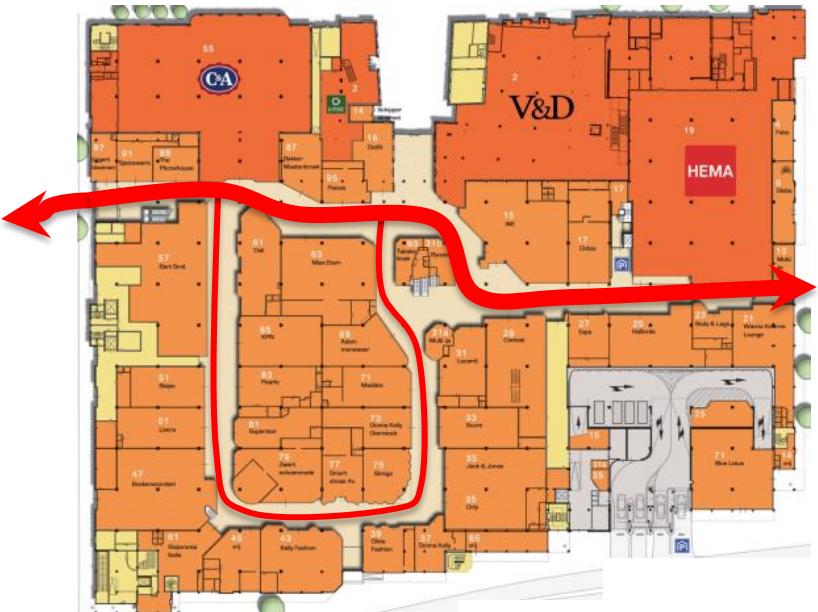


NEW



# Create 100% route

CURRENT



Ground floor

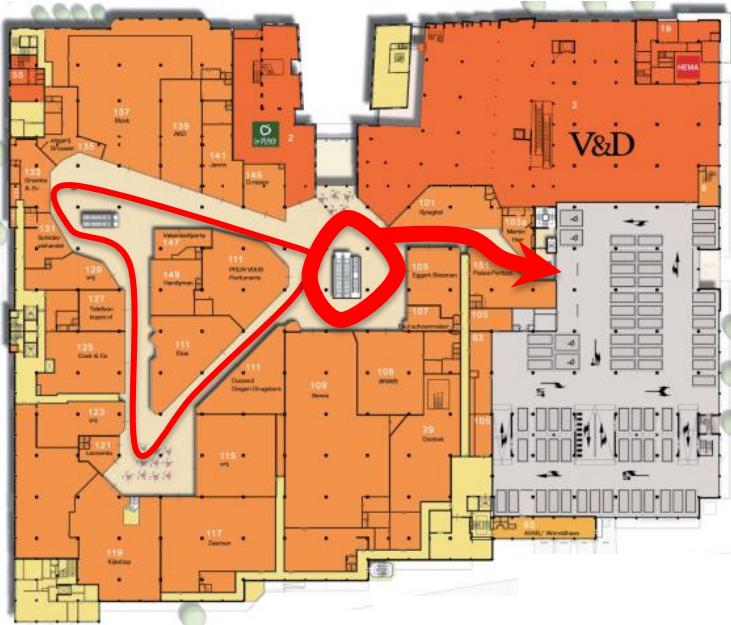
NEW



Ground floor

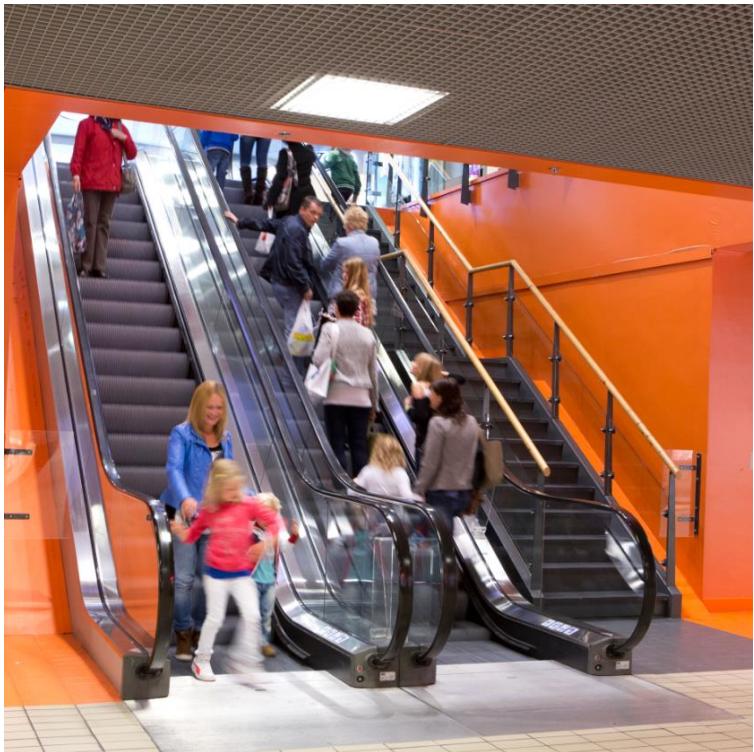
# Create 100% route

CURRENT



# Refresh connection ground- and first floor

CURRENT

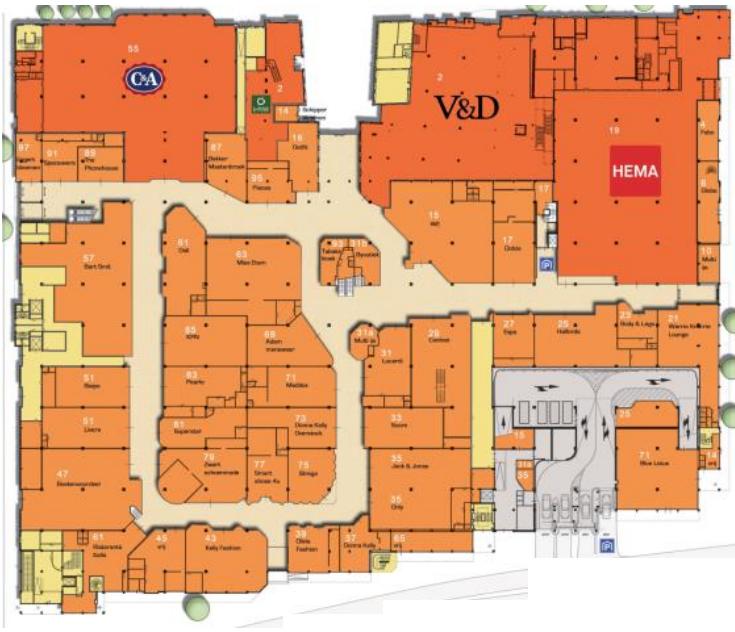


NEW



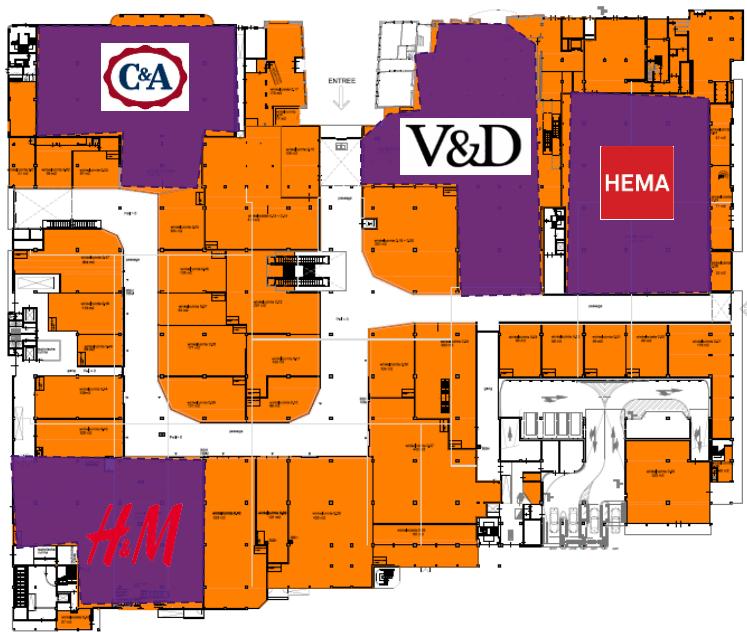
# Balance anchor tenant mix

CURRENT



Ground floor

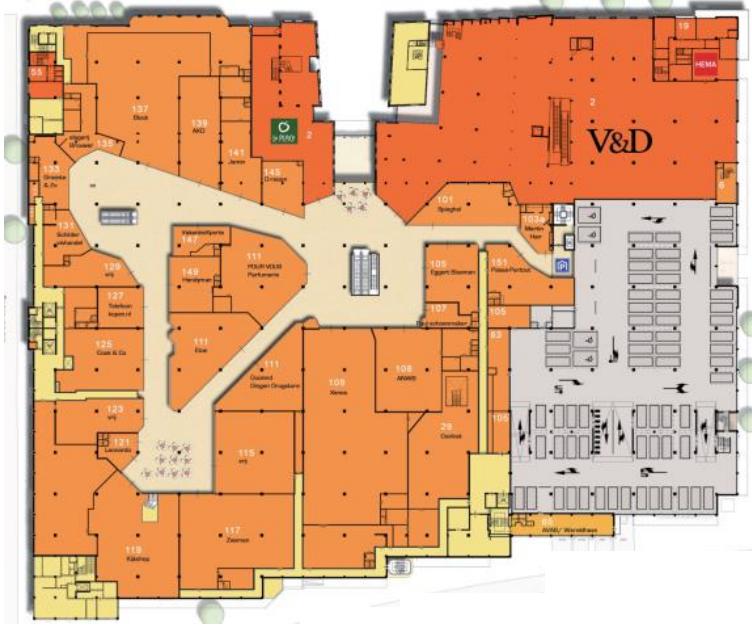
NEW



Ground floor

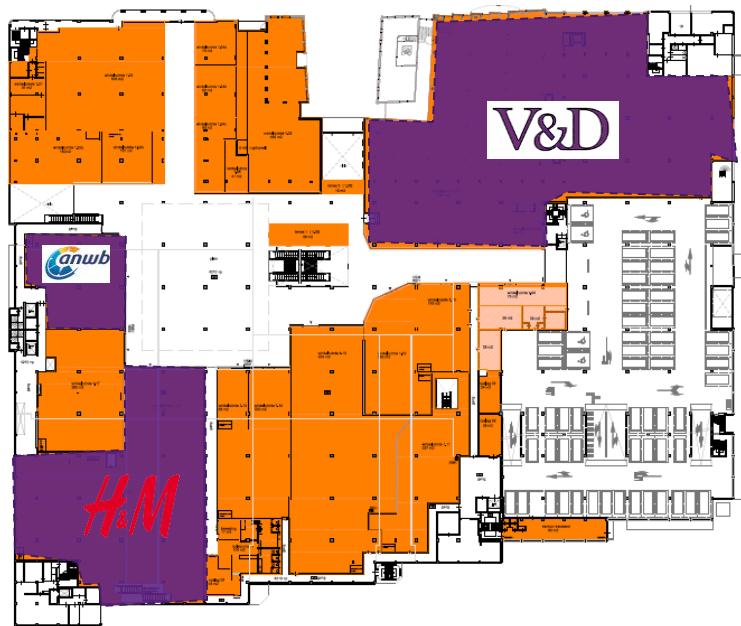
# Balance anchor tenant mix

# CURRENT



## First floor

NEW



## First floor

# Dutch property tour

De Koperwiek  
Capelle a/d IJssel



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13



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# De Koperwiek shopping centre

## Facts & figures



|                    |                        |
|--------------------|------------------------|
| Location           | Capelle a/d IJssel     |
|                    | City centre - dominant |
| Catchment area (#) | 66,000+                |
| Visitors (#/yr)    | 4,000,000              |
| Shops              | 100                    |
| Residences         | 86                     |
| Parking spaces     | 900                    |
| NLA (sqm)          | 25,000                 |
| Gross rent (€)     | 5,800,000              |
| Anchors (a.o.)     |                        |

 **JUMBO**  
 **Douglas**  **H&M**

# De Koperwiek shopping centre

## Acquisition



|                   |                      |
|-------------------|----------------------|
| All-in price (€m) | 60.1                 |
| Developments (€m) | 20.0                 |
| Net initial yield | 6.1%                 |
| Track record      | High occupancy       |
|                   | Increasing cash flow |

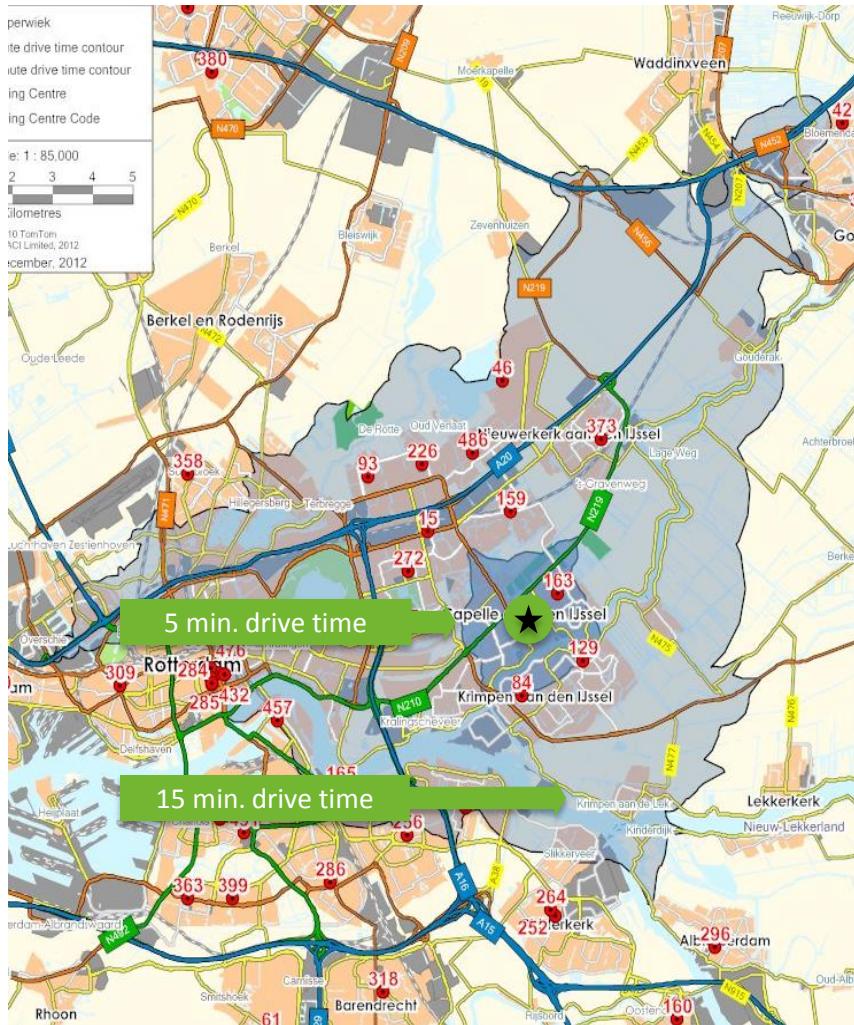
Acquisition of part of shopping centre not previously owned, increasing ownership to 100%

# Capelle aan den IJssel

Capelle aan den IJssel is a town 5 km east of Rotterdam. The municipality had a population of 66,177 in 2014. It is situated on the eastern edge of Rotterdam, on the Hollandse IJssel river. The diversity of architectural styles, boulevards, waterways and lots of greenery are characteristic of this city. Shopping Centre 'De Koperwiek' is named after a bird in the thrush family, in English called 'The Redwing'.



# De Koperwiek



## Catchment area characteristics

|                                 | 5 min. | 15 min. |
|---------------------------------|--------|---------|
| ► Purchasing power              | 17,400 | 17,839  |
| ► # households                  | 18,806 | 222,810 |
| ► # persons                     | 40,051 | 460,204 |
| ► Age distribution              |        |         |
| <14                             | 16%    | 16%     |
| 15-29                           | 17%    | 20%     |
| 30-44                           | 19%    | 22%     |
| 45-59                           | 22%    | 20%     |
| >60                             | 26%    | 21%     |
| ► Population wealth             |        |         |
| a. Highest spenders             | 23%    | 37%     |
| b. Comfortable families/couples | 15%    | 14%     |
| c. Families with children       | 4%     | 10%     |
| d. Older poor                   | 42%    | 21%     |
| e. Young poor with children     | 16%    | 18%     |

Source: Cushman & Wakefield

# Redevelopment plan – key elements



Total investment €20m | Start construction Q4 2013 | Completion Q2 2016 |

# Spur operational excellence

OLD



NEW



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# Accommodate tenant demand

1. Extend Albert Heijn
2. Extend F&B and retail
3. Extend unit for C&A
4. Add supermarket 2000 m<sup>2</sup>
5. Extend Jumbo with 500m<sup>2</sup>
6. Extend Big Bazar and Ekoplaza



# Upgrade and uniform total shopping centre

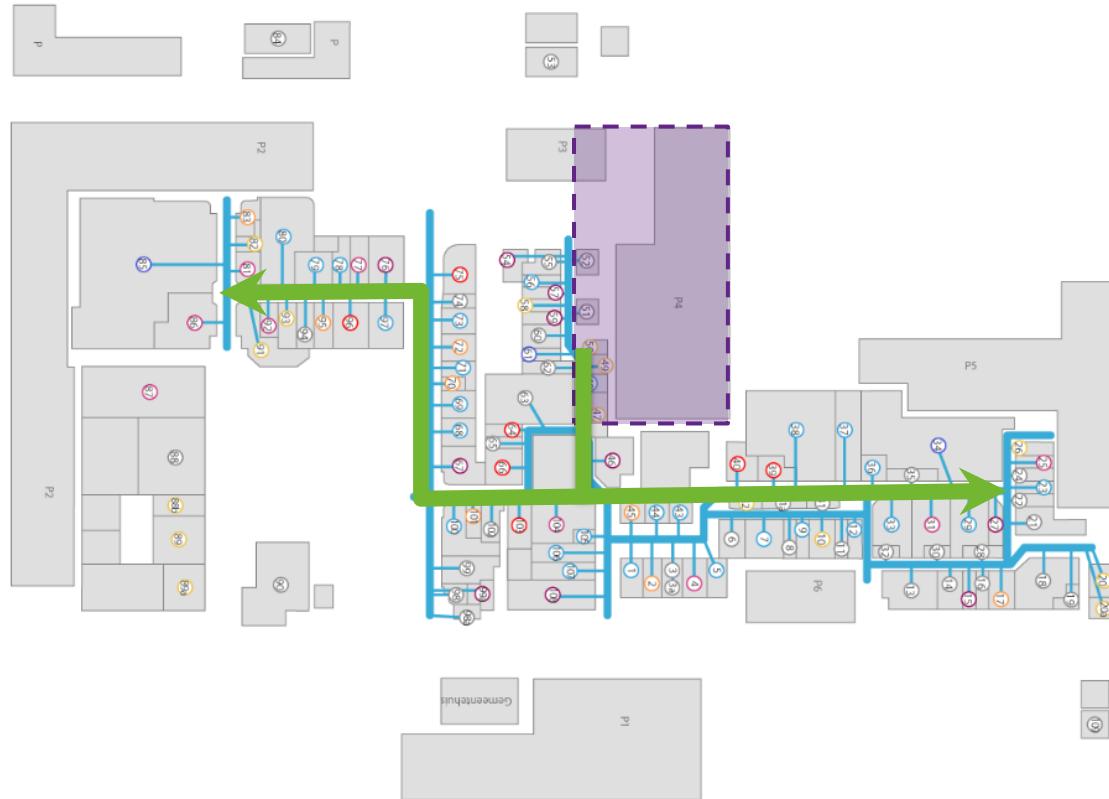
CURRENT



NEW



# Improve routing



# Dutch property tour

## Vier Meren Hoofddorp



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23



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# Vier Meren shopping centre

## Facts & figures



|                          |                        |
|--------------------------|------------------------|
| <b>Location</b>          | Hoofddorp              |
|                          | City centre - dominant |
| <b>Catchment area</b>    | 250,000+               |
| <b>Visitors (#/yr)</b>   | 6,000,000              |
| <b>Tenants</b>           | 60                     |
| <b>Parking spaces</b>    | 1000+                  |
| <b>NLA retail (sqm)</b>  | 33,000                 |
| <b>NLA offices (sqm)</b> | 3,700                  |
| <b>Gross rent</b>        | €9,600,000m            |

# Vier Meren shopping centre

## Acquisition



All in price (€m) 147.5

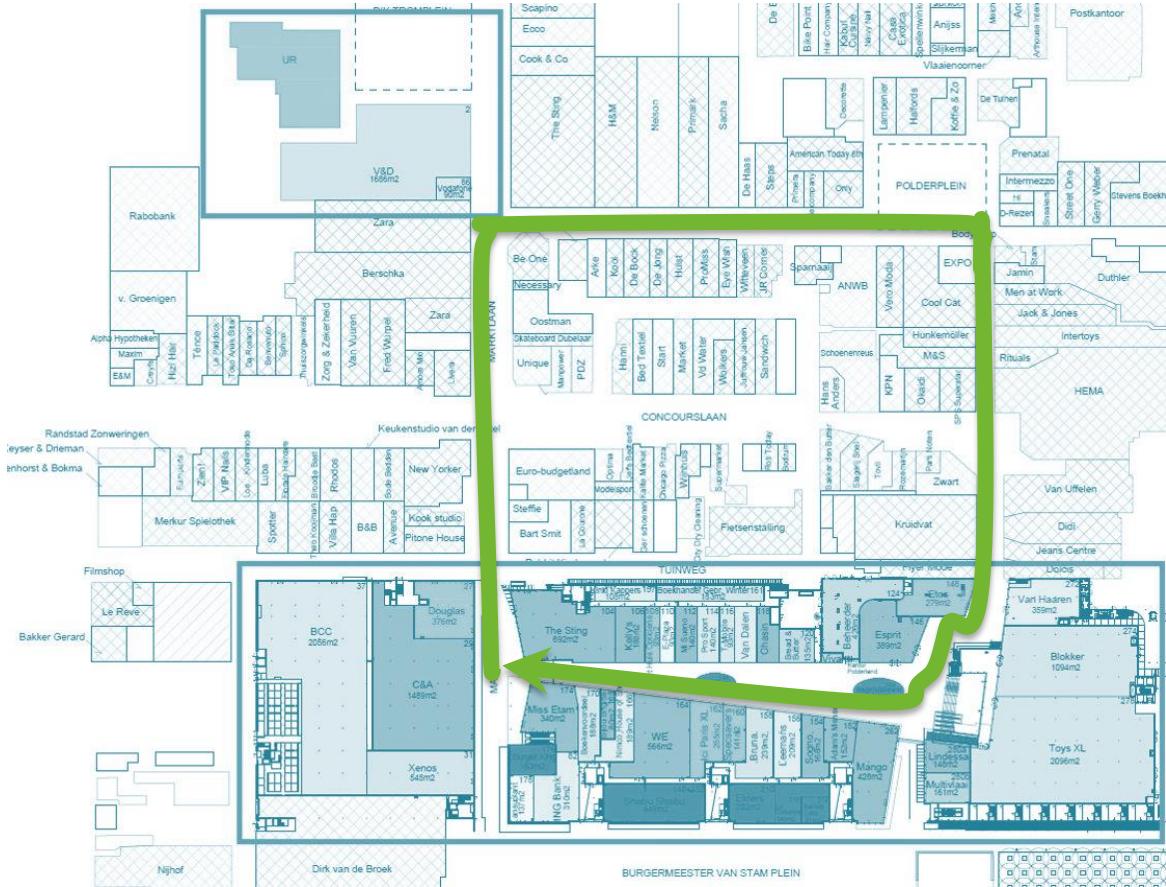
Completion date End of January 2014

Net initial yield 5.8%

Track record Stable cash flow

Funded largely with proceeds of disposal Joinville office in Paris

# Vier Meren shopping centre



- Strong destination, part of a larger 74,000 m<sup>2</sup> inner city retail offer
- Growing catchment, above average income profile
- Potential 2,500 m<sup>2</sup> expansion
- Optimise asset management adjacent owner

# Hoofddorp

Hoofddorp is the main town of the Haarlemmermeer, 20 km south-west of Amsterdam. Haarlemmermeer is a polder (consisting land reclaimed from water), the name Haarlemmermeer means Haarlem's Lake. The town Hoofddorp was founded in 1853, immediately after the Haarlemmermeer had been drained.



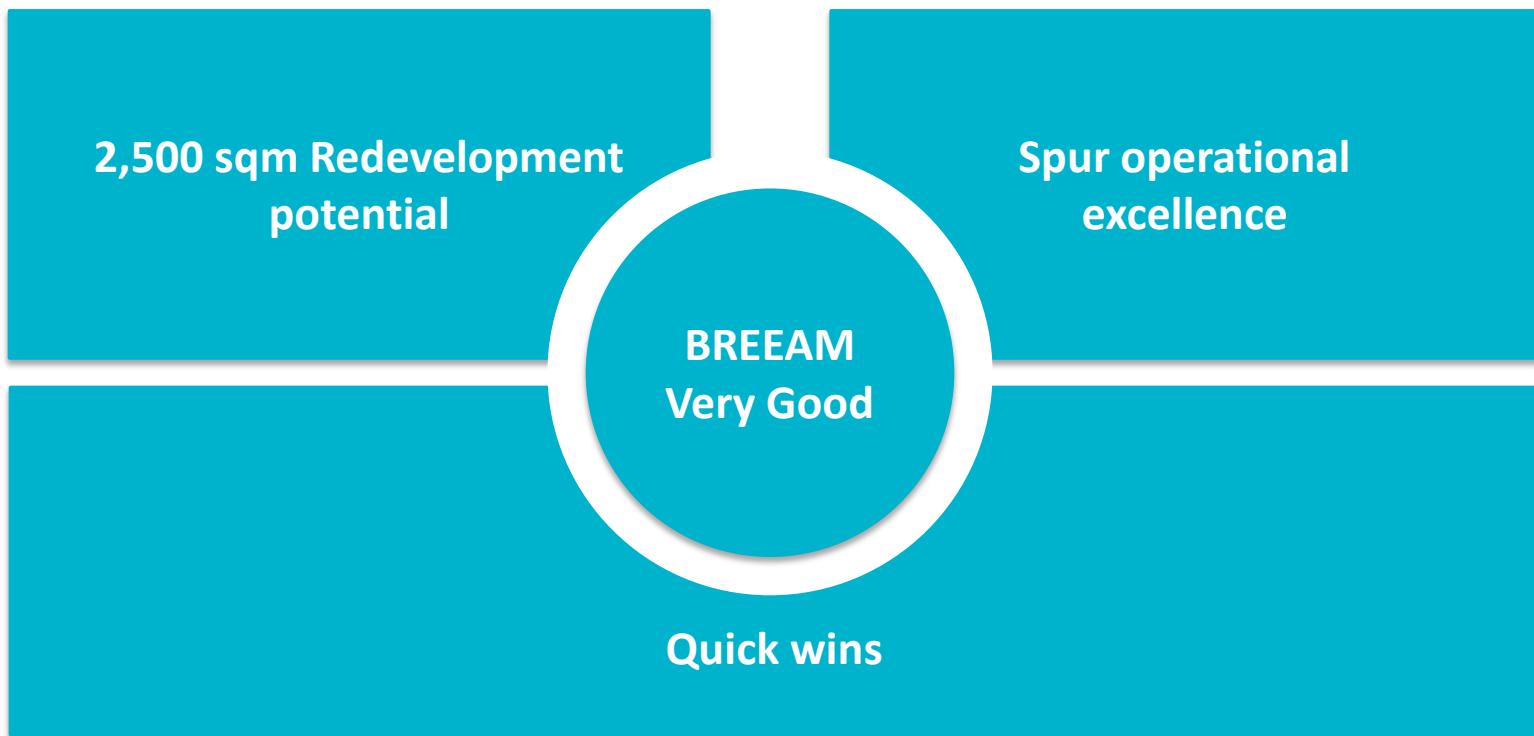
# Vier Meren



## Catchment area characteristics

|                     | 5 min.                                   | 15 min.                                  |
|---------------------|--|--|
| ► Purchasing power  | 19,094                                   | 19,162                                   |
| ► # households      | 16,794                                   | 220,535                                  |
| ► # persons         | 38,554                                   | 477,844                                  |
| ► Age distribution  | 17% 18% 20% 25% 22%                      | 18% 18% 22% 21% 22%                      |
| ► Population wealth | <14 29 15-44 44 30-59 59 45-59 59 >60 59 | <14 29 15-44 44 30-59 59 45-59 59 >60 59 |
| a. Low              | 16%                                      | 20%                                      |
| b. Below average    | 15%                                      | 18%                                      |
| c. Average          | 18%                                      | 18%                                      |
| d. Above average    | 22%                                      | 19%                                      |
| e. High             | 29%                                      | 25%                                      |

# Redevelopment plan – key elements



# 2,500 sqm redevelopment potential

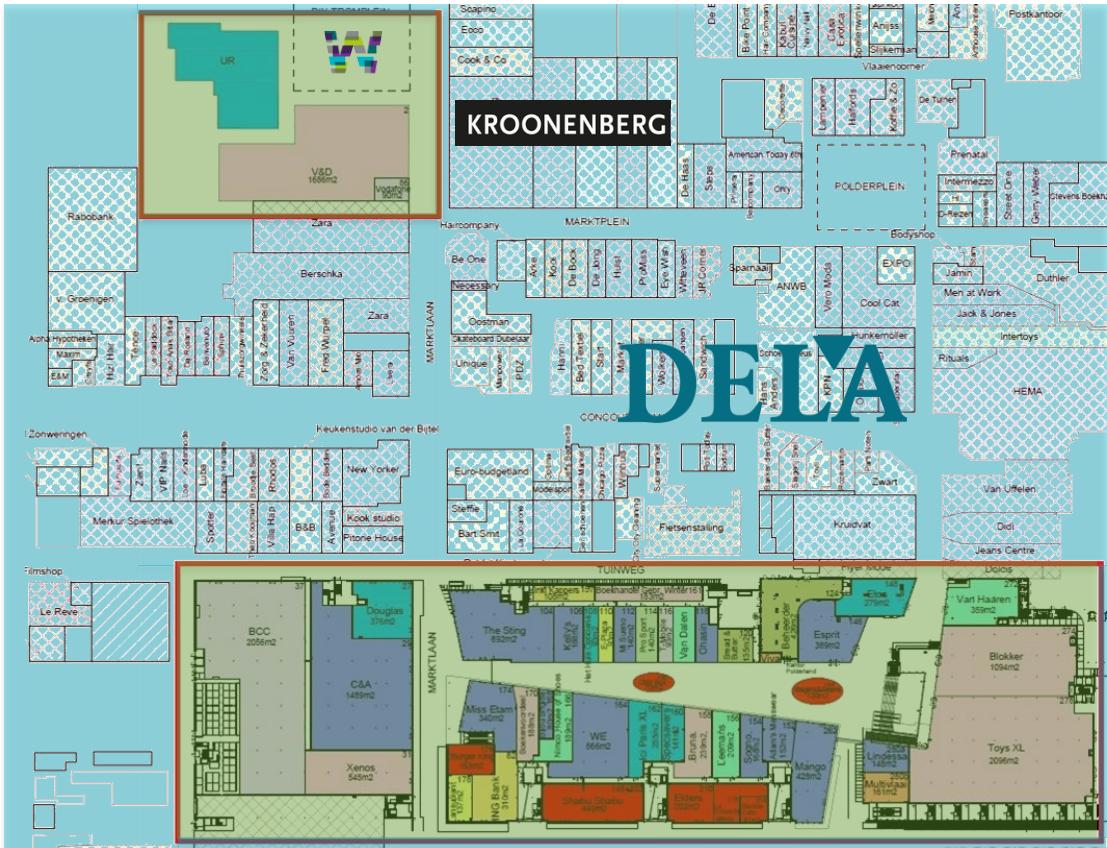
CURRENT



NEW



# Spur operational excellence



# Discussion with the adjacent owners for Shopping Centre Management at a high level

## Short-term rent roll improvement (parking)

# Quick wins

## CURRENT



## NEW

