



CONVENIENCE SHOPPING CENTRES IN NORTH-WEST EUROPE

**COMPANY PROFILE** 

#### **KEY FACTS**

•	Numbers of shopping centres	31
•	Average size	27,300m <sup>2</sup>
•	Numbers of shopping centre visitors (2018) <sup>1</sup>	135m
•	Loan to value ratio <sup>2</sup>	37.5%
•	Occupancy shopping centres	96.3%
•	EPRA NIY shopping centres	5.3%
•	WALT <sup>3</sup>	5.3 years
•	Development pipeline	2% of asset value

<sup>&</sup>lt;sup>1</sup> Excluding Finland, Brugge and Turnhout

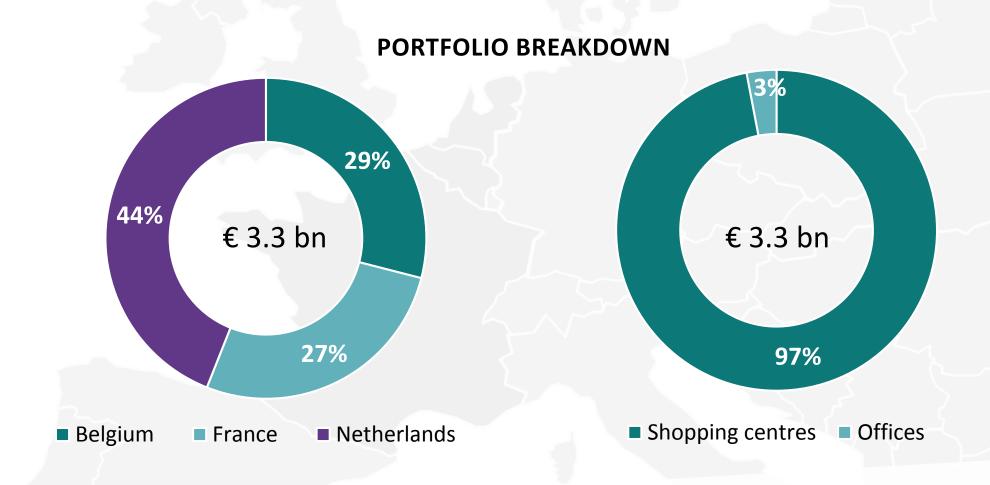


<sup>&</sup>lt;sup>2</sup> Long term policy between 35-40%

<sup>&</sup>lt;sup>3</sup> Lease end date

# CONVENIENCE SHOPPING CENTRES IN NORTH-WEST EUROPE

**COMPANY PROFILE** 









## HIGHLIGHTS FY 2018

	2017	2018	CHANGE
Direct result per share	3.43	3.33	(2.9%)
Indirect result per share	(1.75)	(5.02)	
EPRA NAV per share	50.00	43.82	(12.4%)
Dividend per share	3.08	2.52	(18.2%)
LTV	40.7%	37.5%	-320bps

- Disposal of Finland led to strong balance sheet
- Direct Result continued operations € 2.62 per share
  - Outlook FY 2019 € 2.75-2.85 per share (+5% to +9%)
- Dividend 2018 and 2019: **€ 2.52** per share (**€ 0.63** per quarter)



# HIGHLIGHTS FY 2018

NET RENTAL INCOME (€M)	2017	2018	GROWTH	LFL GROWTH	
Belgium	37.6	40.5	8%	+0.3%	Growth driven by Les Bastions extension; LFL below index impacted by void period large unit Nivelles that has now been filled and free parking Genk
France	40.8	39.2	(4%)	(3.5%)	Improving LFL numbers versus 2017. Soft fashion turnovers resulted in slightly weaker than expected NRI in H2.
Netherlands	80.1	79.4	(1%)	+2.0%	Stable market resulting in LFL outperforming indexation, particularly in centres that have been redeveloped.
Shopping centres	158.5	159.1	(0%)	0.1%	
Offices Belgium	8.8	7.3	(18%)	18.2%	Lower income due to sale Madou
Total continuing portfolio	167.3	166.4	(1%)	0.8%	
Finland	27.9	27.0	(3%)	n.a.	Disposed by 14 December 2018
Total portfolio	195.2	193.3	(1%)	n.a.	







# LEASING PERFORMANCE: RETURNING TO POSITIVE LFL RENT GROWTH

COUNTRY	# OF CONTRACTS	LEASING VOLUME	MGR UPLIFT	OCCUPANCY RATE	LFL RENT GROWTH	REMARKS
Belgium	59	11.4%	4.9%	97.2%	+0.3%	Positive with some friction vacancy
France	49	10.0%	0.9%	94.0%	(3.5%)	Lagging effect secured contracts H2 2017. This yea strengthened centres by more anchor positions.
Netherlands	239	17.8%	-0.2%	97.1%	+2.0%	Improving strong leasing performance. Package deals account for 50% of total MGR signed.
Shopping centres	347	14.3%	0.9%	96.3%	+0.1%	Returning to a positive LFL rent growth



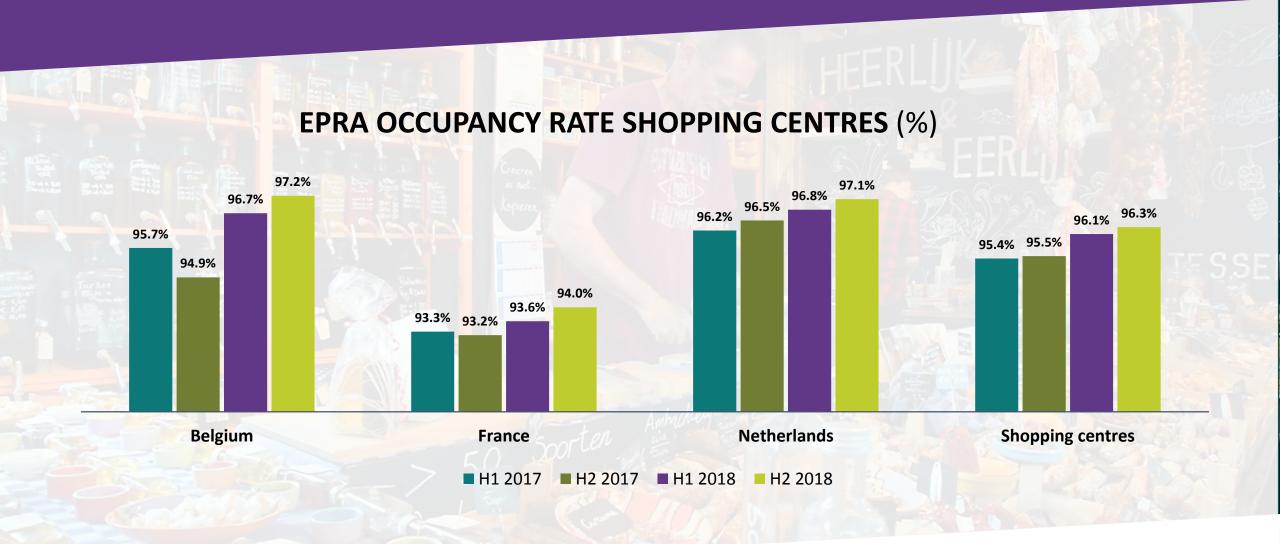
# POSITIVE IN THE NETHERLANDS & BELGIUM, NEGATIVE BUT IMPROVING IN FRANCE

LFL NRI GROWTH LFL NRI GROWTH (% YOY) 2.3% 2.0% 1.8% 1.8% 0.8% 0.8% 1.0% 0.3% 0.1% 0.0% -0.7% -1.0% -1.1% -1.3% -3.9% -3.5% -3.4% -5.1% -7.0% Belgium **Netherlands Shopping centres France** H1 2017 FY 2017 ■ H1 2018 FY 2018 Index FY 2018



## **GROWTH IN ALL COUNTRIES**

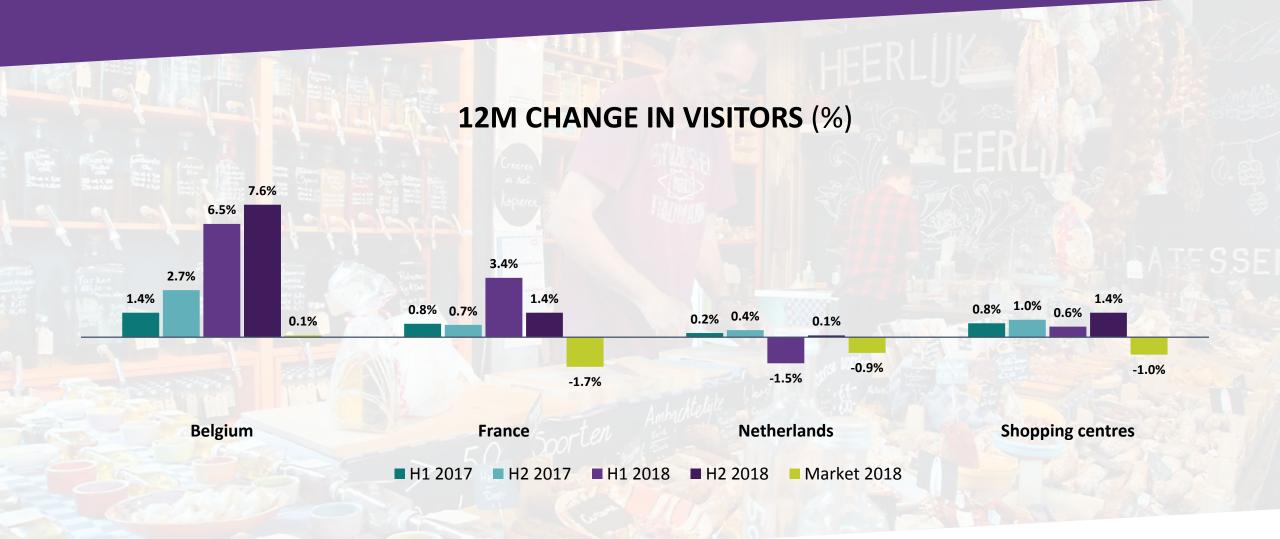
**OCCUPANCY** 





### **OUTPERFORMING THE MARKET**

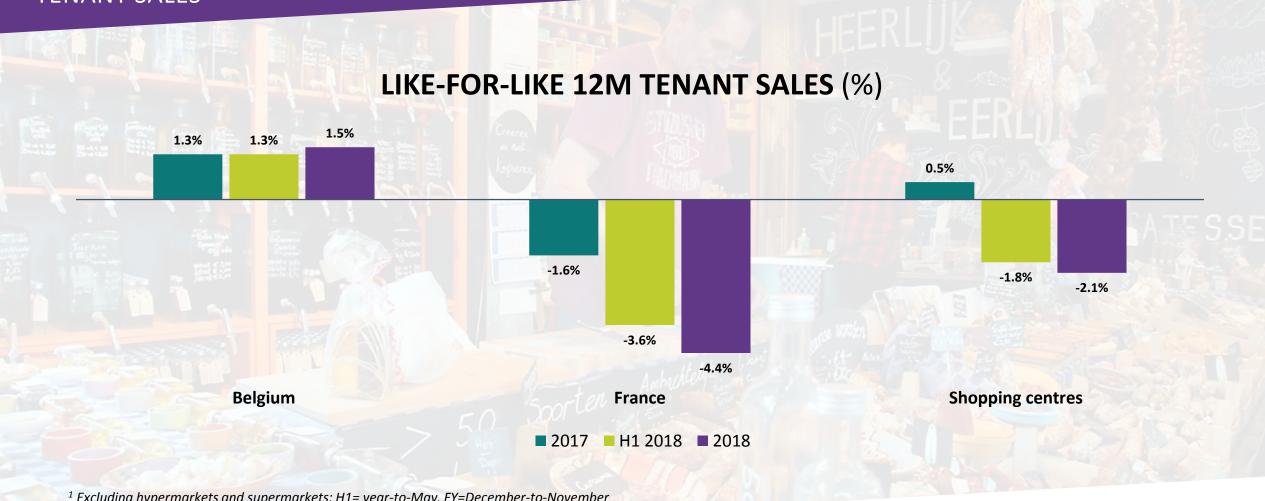
**FOOTFALL** 

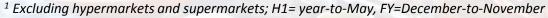




## FRANCE IMPACTED BY WARM WEATHER & **DEMONSTRATIONS**

TENANT SALES<sup>1</sup>



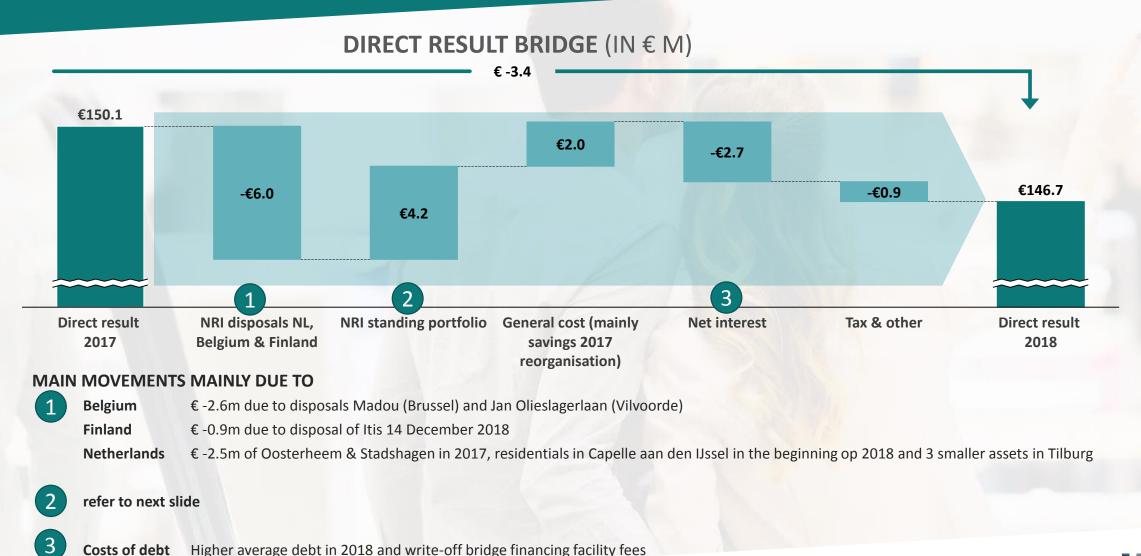








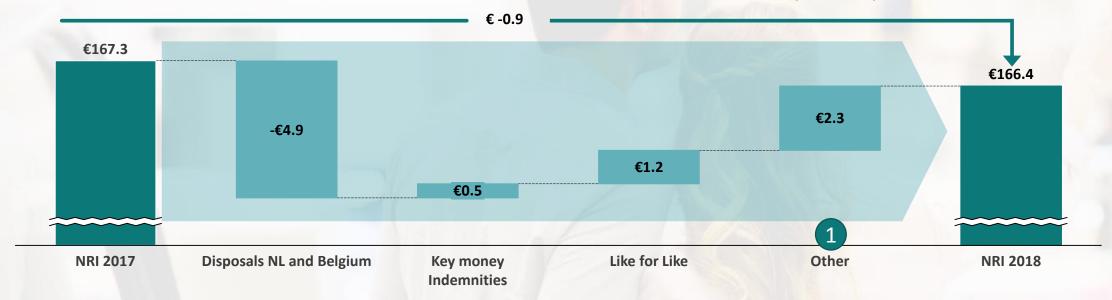
### DIRECT RESULT MODESTLY DECLINES ON DISPOSALS





# NET RENTAL INCOME ALMOST STABLE DESPITE DISPOSALS

#### **NET RENTAL INCOME BRIDGE CONTINUED OPERATIONS (IN € M)**



#### MAIN OTHER MOVEMENTS DUE TO



Adjustments of impact of development projects in Belgium (Tournai extension, opening April 2018), France (Verrerie) and the Netherlands (Koningshoek, Koperwiek and Presikhaaf)



### LOWER INDIRECT RESULT FROM REVALUATIONS

#### INDIRECT RESULT BRIDGE (IN € M)



Result on disposal: Mainly costs related to other disposals

Customer Journey: Development & implementation of first Family Play & Relax areas, Parking, Wayfinding and Toilet concept

Taxes on indirect result: Contains € -0.2m Indirect Result from Discontinued Operations



# BREAKDOWN DISCONTINUED OPERATIONS FINLAND

EUR m	DIRECT	INDIRECT	TOTAL
NRI & General costs	29		29
Valuation result H1		(18)	(18)
Book loss	1	(48)	(48)
Capex Finnkino & other		(22)	(22)
Other (transaction costs, working capital, deferred tax asset)		(13)	(13)
Total discontinued	29	(101)	(72)



### **INVESTMENT MARKETS & VALUES**

#### **France**

- Investment market showed limited transactional activity
- Several centres for sale, some taken off the market
- Slight adjustment in EPRA NIY (+10bps)

#### Belgium

- High investment activity for shopping centres (e.g. Docks Bruxsel, Rive Gauche, Woluwe)
- Pricing levels provided sufficient support for stable values and slightly lower valuation yields

#### **Netherlands**

- Investment market activity in 2018 mainly focused on value-add to opportunistic segment
- No directly comparable transactions in 2018
- Some comparable properties have been for sale but were withdrawn from the market
- Key reason for appraiser for a correction of our portfolio (+30bps EPRA NIY)



# **REVALUATIONS**

	VALU	JE (€ M)¹	<b>REVALUA</b>	TION 2018	EPRA I	VIY (%)
	2017	2018	€M	%	2017	2018
Belgium	750	862	5.4	0.6%	5.3%	5.5%
France	877	879	(33.8)	-3.7%	4.6%	4.7%
Netherlands	1,471	1,445	(59.3)	-3.9%	5.3%	5.6%
Shopping centres	3,098	3,186	(87.7)	-2.7%	5.1%	5.3%
Offices	104	95	(6.8)	-6.7%	6.8%	8.1%
Total continued portfolio	3,202	3,280	(94.5)	-2.8%	5.1%	5.4%
Finland	572	n.a.	(18.3)	n.a.	4.7%	n.a.
Total portfolio incl Finland	3.774	n.a.	(112.8)	n.a.	5.1%	n.a.

<sup>&</sup>lt;sup>1</sup> Excluding properties held for sale



## **REVALUATIONS: RENTS & YIELD SHIFT**

#### **BREAKDOWN OF VALUATION RESULT**

Belgium

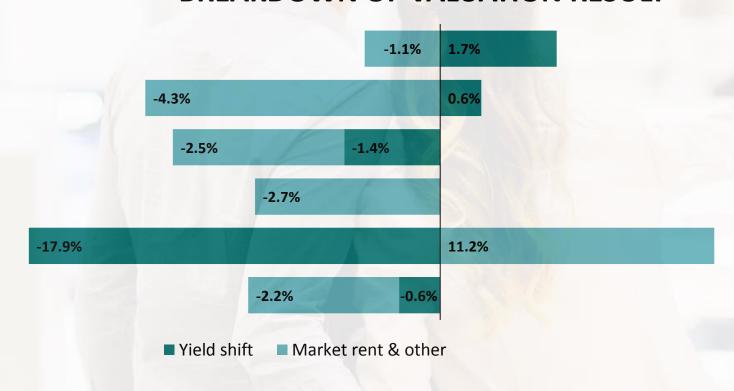
**France** 

**Netherlands** 

**Shopping centres** 

**Belgium offices** 

**Total portfolio** 









# **DEBT PROFILE**

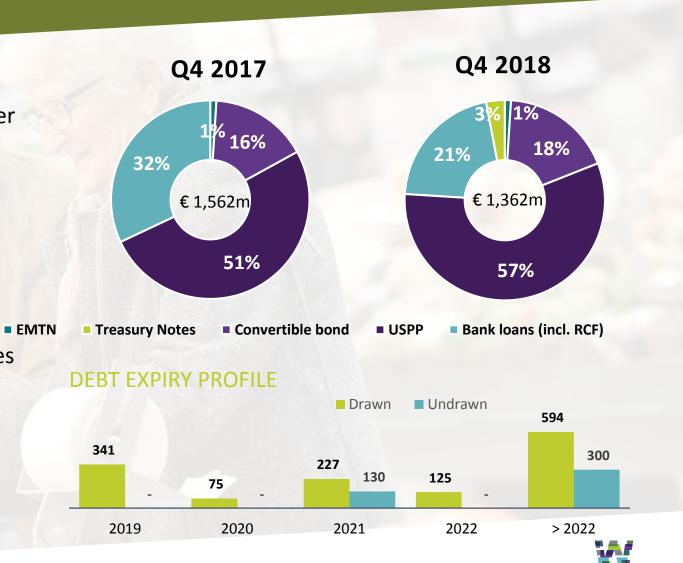
	2017	2018	COVENANTS	POLICY
Interest bearing debt <sup>1</sup>	€ 1,562m	€ 1,362m		
Average cost of debt	1.96%	2.08%		
Undrawn committed	€ 240m	€ 430m		
Cash position	€ 14m	€ 126m		T
Fixed vs floating debt	82%/18%	97%/3%		75%/25%
LTV	40.7%	37.5%	≤60%	≤ 40%
ICR	6.6X	6.2X	≥2.0X	≥2.0X



<sup>&</sup>lt;sup>1</sup> Nominal value of interest bearing debt

### **DEBT MIX**

- Proceeds of Finland used to repay drawings under revolving credit facilities
- Stand-by facility standby over the course of the summer; cancelled following Finland disposal
- Baa2 with a stable outlook credit rating by Moody's
- Wereldhave Belgium established a Treasury Notes programme under which it can issue short term notes, € 35m outstanding YE 2018
- Debt & interest maturity 4.2 years



WERELDHAVE

## LONG-TERM SUSTAINABLE VALUE CREATION

#### SUSTAINABILITY ACHIEVEMENTS

NABLER

**BREEAM** 

BRE GLOBAL

**BREEAM VERY GOOD** 

**OR HIGHER** 

74% of retail GAV



GRESB FIVE STARS

5<sup>th</sup> year in a row

3<sup>th</sup> retail listed

worldwide



**Carbon Disclosure Project** 2012 - 2018



DJSI inclusion Europe 4th year in a row



**EPRA sBPR GOLD** 3<sup>th</sup> year in a row



ISS-OEKOM
Prime Status
ESG industry leader



# LEADING ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) PRACTICES



#### **ENVIRONMENTAL**

At Wereldhave we care about our impact on the planet, climate change and natural resources.

- 74% of retail GAV BREEAM certified
- 2,160 MWh solar energy produced on site
- Energy efficiency on target

#### **SOCIAL**

We create places that cater the needs of local communities we are part of. Wereldhave aims to be a good employer for people who invest in themselves, their work and our company.

- € 1.6 mln community investments
- 230 social inclusion initiatives
- 7.6 employee engagement score

Wereldhave is recognized for its best-in-class corporate governance practices:

- GRESB Governance score 94/100
- Achieved ISS governance score of 2
- Sustainalytics: Governance outperformer
- Sustainable tax policy on corporate website



# ENVIRONMENTAL, SOCIAL & GOVERNANCE IMPLEMENTATION



Kick-off gasless heating saves 400 tonnes carbon a year. 85% less carbon emissions through district heating

Opening shop & bistro offering work for persons with a distance to the labor market

+4,500 solar panels Luik, Doornik & Maassluis 2019 - 2020:

Aim to install 8,000 panels in Amersfoort, Arnhem, Nieuwegein, Heerhugowaard, Kortrijk & Genk





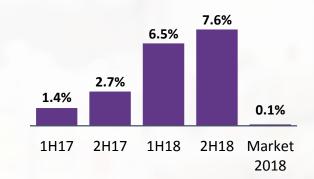
## IN A RETAIL MARKET THAT RECEIVED MORE NEGATIVE ATTENTION...

BELGIUM

#### **MARKET SITUATION**

- **Steady growth** of the economy (+1.5%/+1.4% for 2019 and 2020<sup>1</sup>)
- Retail sales somewhat declining (-0.65%)<sup>2</sup> on consumer confidence cooling
- Indexation is forecasted at 1.9% for 2019 with inflation coming down slightly at 2.1%
- Despite retail sentiment having turned more negative in 2018, there is still good appetite from retailers for our larger centres

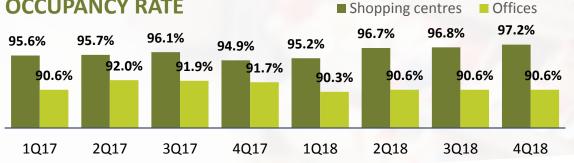




#### **TENANT SALES GROWTH**









Offices

<sup>&</sup>lt;sup>1</sup> Source: European Commission (Autumn 2018)

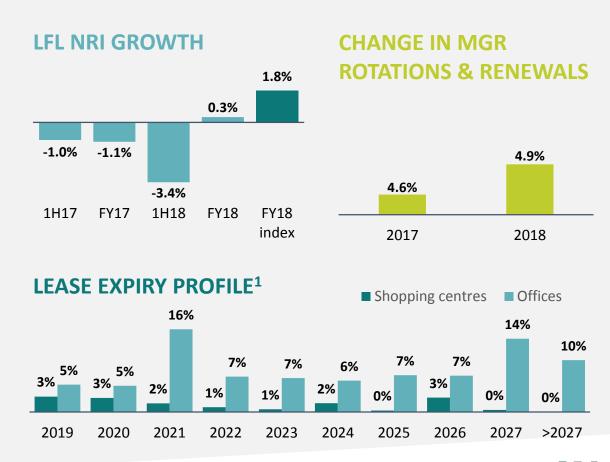
<sup>&</sup>lt;sup>2</sup> Source: Eurostat

# ...OUR PERFORMANCE DEMONSTRATES THE STRENGTH OF THE PORTFOLIO

**BELGIUM** 

#### **PERFORMANCE**

- LFL NRI growth +0.3% (index +1.8%), due to free parking in Genk and temporary void period of large unit in Nivelles
- Healthy growth in MGR uplift
- Occupancy shopping centres +2.3% yoy to 97.2% due to strong leasing activity and integration of Brugge & Turnhout acquisitions (0.3%)
- Footfall +7.6% versus market +0.1%, strong in Les Bastions (opening extension), Kortrijk, and weaker in Belle-Ile due to strikes at Carrefour
- Tenant sales +1.5% LFL outperform general retail





### **RECENT SHOP OPENINGS**

BELGIUM

# SHOPPING NIVELLES NIVELLES

- Decathlon
- 1,615 m<sup>2</sup>
- September 2018



# **SHOPPING 1**GENK

- JD Sports
- 312 m<sup>2</sup>
- July 2018



#### RING SHOPPING KORTRIJK

- het idee
- Store run by intellectually challenged persons
- 119 m<sup>2</sup>
- August 2018



# **LES BASTIONS**TOURNAI

- New Yorker
- 1,200 m<sup>2</sup>
- October 2018



# ACQUISITIONS OF RETAIL PARKS: TURNHOUT AND BRUGGE

**BELGIUM** 

### **Turnhout, Parklaan 80**

- 12 units representing 20,557 m<sup>2</sup> GLA
- € 33.1m investment
- Financed through the issuance of 372,708 new shares Wereldhave Belgium at € 88.92 per share (NAV Q3 2018: € 89.07 per share)

### Brugge, Maalsesteenweg 334

- 13 units representing 22,727 m<sup>2</sup> GLA
- € 40m investment
- Financed through existing credit facilities



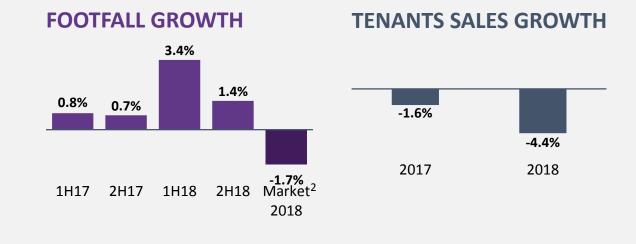


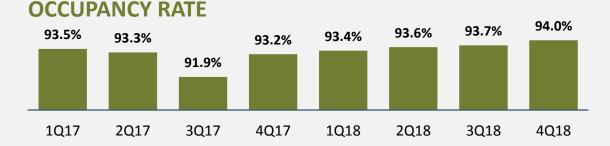
# 2018: CHALLENGING CONDITIONS FOR FASHION, DEMAND FOR MIXED USE INCREASES

**FRANCE** 

#### **MARKET SITUATION**

- Stable economic growth<sup>1</sup> projected for 2019-20 at +1.6% GDP, unemployment set to decline to 8.4% in 2020 (2017: 9.4%). Private consumption show a stable picture at +1.6%<sup>1</sup>
- Indexation is expected to rise to 2.0% for 2019
- Tenant sales -4.4% versus market -2.8%<sup>2</sup>: weather related. Fashion, shoes and toys segment struggle; increasing demand from healthcare and gardening segment
- Yellow Vest demonstrations impacted footfall (less than market average), marketing & security







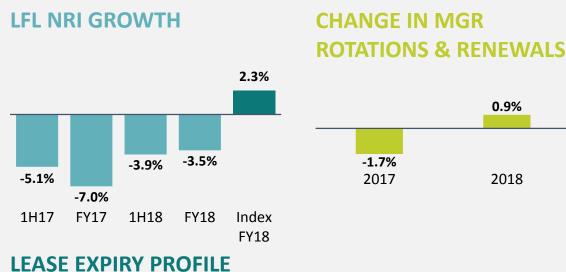
<sup>&</sup>lt;sup>1</sup> Source: European Commission (Autumn 2018)

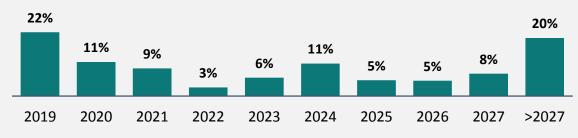
## IMPROVING LFL AND OCCUPANCY PROPOSITION STRONGER BY NEW ANCHORS

FRANCE

#### **PERFORMANCE**

- **Improvement of LFL NRI growth** to -3.5% (index +2.3%) versus -7.0% in 2017, albeit still negative. Increasing bad debts effect was -0.3% on LFL.
- **Occupancy continued to improve** for 5 quarters in a row to 94.0%, despite departure of Toys 'R Us in Docks 76 (0.9%). Footfall +1.4% versus market -1.7%
- Stronger propositions by attracting new anchors:
  - **Docks Vauban:** Primark opening
  - **Mériadeck:** Truffaut signed for 2<sup>nd</sup> floor
  - Saint Sever: F&B area upgrade
  - Cote Seine: Action opening







## **RECENT SHOP OPENINGS**

FRANCE

# **DOCKS VAUBAN**LE HAVRE

- Primark
- 6,159 m<sup>2</sup>
- February 2018



#### **MERIADECK** BORDEAUX

- Mango
- 898 m<sup>2</sup>
- December 2018



# **DOCKS 76** ROUEN

- Jungle Coffee
- 203 m<sup>2</sup>
- November 2018



#### **DOCKS VAUBAN**

#### LE HAVRE

- Superdry
- 188 m<sup>2</sup>
- June 2018



MANGO

## **DEVELOPMENT PROJECTS**

FRANCE

**Primark** successfully opened in Docks Vauban (Le Havre) on 21 February 2018: Footfall +18% yoy

**Le Verrerie** area (Saint Sever, Rouen): pre-leasing at 95%

Lease signed with Truffaut in Mériadeck for second floor







## A CAUTIOUS RECOVERY OF PHYSICAL RETAIL MARKET

THE NETHERLANDS

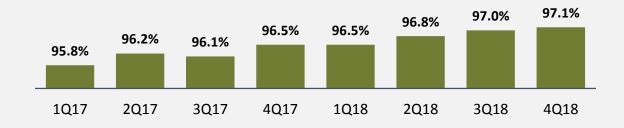
#### **MARKET SITUATION**

- 2019/2020 forecasts<sup>1</sup> GDP growth 2.4%/1.8%; unemployment 3.6%; Private consumption 2.2%/1.9%. Inflation expected at 2.5% for 2019. Indexation for 2019: 1.6%.
- Vacancy in Dutch retail -0.5% to 6.7%<sup>2</sup>
- Pick-up in demand from service & healthcare segment; Demand from new retail concepts modest
- Leasing activity high due to retailers relocating within the catchment area to our centers

#### **FOOTFALL GROWTH**



#### **OCCUPANCY RATE**





<sup>&</sup>lt;sup>1</sup> source: European Commission

<sup>&</sup>lt;sup>2</sup> Source: Locatus

# GROWTH IN OCCUPANCY, FOOTFALL AND LIKE-FOR-LIKE

THE NETHERLANDS

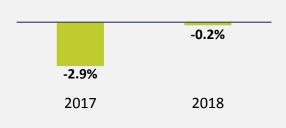
## **PERFORMANCE**

- LFL NRI growth +2.0% (index +1.5%);
   bankruptcies limited to 1% of GRI
- Occupancy +0.6% yoy in to 97.1%
- MGR relatively stable
- Footfall +0.1% versus market -0.9%
- New C&A's in Middenwaard & Vier Meren, to be opened in De Koperwiek

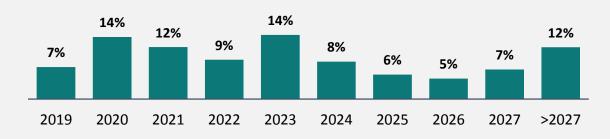
## **LFL NRI GROWTH**



# CHANGE IN MGR ROTATIONS & RENEWALS



#### LEASE EXPIRY PROFILE<sup>1</sup>





<sup>&</sup>lt;sup>1</sup> Excluding indefinite contracts (6.0% of total)

# **RECENT SHOP OPENINGS**

THE NETHERLANDS

## MIDDENWAARD HEERHUGOWAARD

- La Place
- Redevelopment
- 150 m<sup>2</sup>

• December 2018



- Levi's
- 161 m<sup>2</sup>
- July 2018



## KRONENBURG

## **ARNHEM**

- Scapino
- ca. 975 m<sup>2</sup>
- September 2018
- Newly created space

# **CITYPLAZA**NIEUWEGEIN

- s. Oliver + Comma,
- 476 m<sup>2</sup>
- August 2018



# **ASSET ROTATION: DISPOSALS**

THE NETHERLANDS

- Q1 2018: 89 residential units on top of Koperwiek (Capelle aan den IJssel) for € 12.9m, above book value
- Q4 2018: HEMA, Manfield and parking garage for € 20.6m at book value



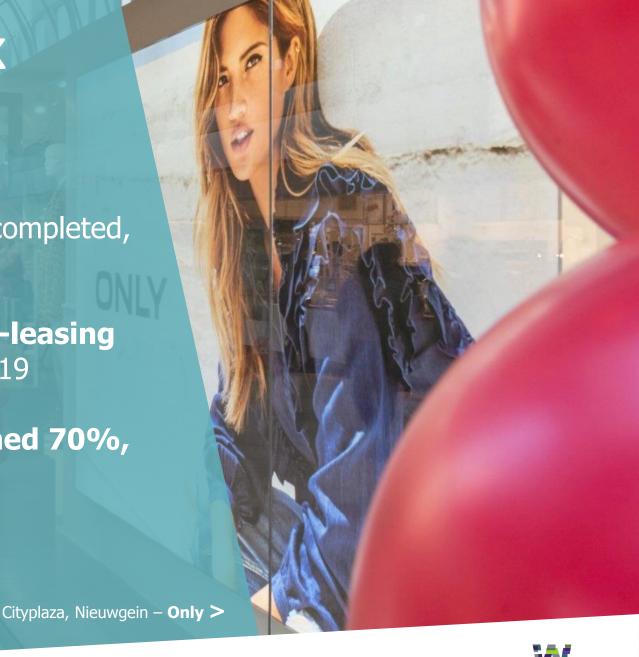
# REDEVELOPMENTS ON TRACK FOR COMPLETION IN 2019

**NETHERLANDS** 

 Koningshoek (Maassluis): Development completed, only 3 units vacant per Q4 2018

 In de Koperwiek (Capelle a/d IJssel) pre-leasing reached 80%, completion expected 2019

 Presikhaaf (Arnhem) pre-leasing reached 70%, completion expected in 2019







# SIGNIFICANT STEPS HAVE BEEN MADE

**MANAGEMENT AGENDA 2017-2019** 

TARGETS 2017-2019				ACHIEVEMENT 2017 2018			PLANS 2019		
	RESPOND TO CONSUMER TRENDS	DRIVE FOOTFALL ABOVE MARKET	NL BE FR	<b>*</b>	<b>*</b>			INVEST IN CUSTOMER JOURNEY	
	DRIVE EPS	>85% RESILIENT TENANTS 97% OCCUPANCY <2% AT LONGER MATURITIES		82% 95.5% 1.96%	83% 96.3% 2.08%	ON TRACK ON TRACK		MIXED-USE REVIEW FUNDING TARGET	
	OPTIMISE PORTFOLIO	€ 200M DISPOSALS COMPLETE DEVELOPMENT PIPELINE FRONT POSITION SUSTAINABILITY SELECTIVE IN ACQUISTIONS		€ 78M 66% NONE	€ 606M 90% €73M	ON TRACK		ASSET ROTATION	
	TAILOR ORGANISATION	€ 15-16M OVERHEAD PER ANNUM		€ 15.9M	€ 13.8M¹			KEEP COST CONTROL	

<sup>&</sup>lt;sup>1</sup> Continued operations



## **CUSTOMER JOURNEY: THE EXAMPLE OF PLAY & RELAX**

## FACT-BASED & DATA DRIVEN APPROACH

#### **Customer Insights:**

- 72% of caretakers usually find the playground experience unpleasant
- 65% of caretakers indicated that the playground is not catering for their needs and one of the biggest frustrations is that it is not clean
- 79% of caretakers experience (some) stress when a playground is not closed off (such that their kids could run away)
- 92% of caretakers indicates clear sight lines are essential in a good playground lay-out
- 80% of children select the slide as their favorite play element, an interactive screen also belongs to the favorite play elements
- 53% considers F&B a valuable addition in close proximity to the playground

#### The functional requirements:

- Surrounding barrier
- Easy-to-clean materials
- Design for multiple locations
- Sight lines and visibility of shops
- Multiple ages

#### The design requirements:

- Caretaker comfort
- Fun place for children between 1-12 years
- Noise control
- Natural look & feel (with materials and colour)
- Off the shelf solutions



# FOUR PROJECTS IN EXECUTION TO IMPROVE THE CUSTOMER JOURNEY

#### **PLAY & RELAX**

PILOT: DE KOPERWIEK

Surrounding barrier

Easy to clean, durable materials

Design for multiple locations

· Natural look & feel

• Sight lines for shops



PILOT: LES BASTIONS, KOPERWIEK

 Crystal-clear wayfinding

 Comfort (special parkings), safety, oneway traffic

## **WAYFINDING**

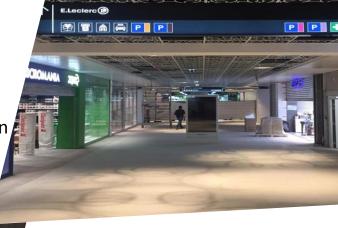
**PILOT: SAINT SEVER** 

Services, key tenants,
 Transport & landmarks

Floor plans & identification signs

Color-coded entrances

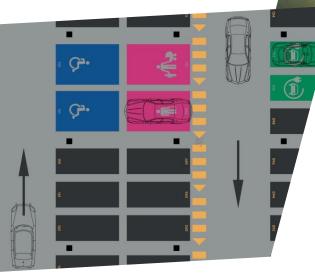
LED illuminated



## **QUALITY RESTROOMS**

PILOT: BELLE-ILE

- Clean
- Comfortable
- Accessible
- Free





# **PLANNING**

## PROJECT EXECUTION CUSTOMER JOURNEY

## **NUMBER OF CENTRES IMPACTED**

	2018	2019	2020	2018	2019	2020	2018	2019	2020	
QUALITY & HASSLE FREE PARKING	-	3	3	-	3	2	-	-	2	13
WAYFINDING INSIDE & OUT	1	7	4	1	2	1	1	2	3	22
QUALITY RESTROOMS	-	5	2	1	1	-	-	-	1	10
FAMILY PLAY & RELAX AREA	1	5	3	1	3	1	1	4	-	19



## **DIRECT RESULT 2019: € 2.75 TO € 2.85 PER SHARE**

## OUTLOOK

2014

2015

#### **DIRECT RESULT (€ PER SHARE) DIVIDEND** (€ PER SHARE) € 3.08 € 3.08 € 3.45 € 3.01 € 3.43 € 3.33 € 2.87 € 3.23 € 2.97 € 2.52 € 2.52 € 2.75-2.85 € 2.62 Continuing operations

2014

2015

2016

2017

2018

2019

• 2018 direct result from continuing operations € 2.62 per share

2018

2019

2017

Outlook FY 2019 direct result € 2.75-2.85 per share

2016

• Dividend 2018-2019: **€ 2.52** per share (**€ 0.63** per quarter)



## CONCLUSION

- A FOCUSED BUSINESS MODEL ON CONVENIENCE RETAIL
- RELATED TO THE DAILY NEEDS OF THE CONSUMER
- CUSTOMER-CENTRIC
- UPWARD TREND IN OPERATIONAL KPI'S
- ONE OF THE STRONGEST CAPITALISED BALANCE SHEETS IN THE INDUSTRY

- DEFENSIVE BUSINESS MODEL WITH LIMITED DEVELOPMENT EXPOSURE
- LOW SINGLE ASSET EXPOSURE
- LOW SINGLE TENANT EXPOSURE
- DIVERSIFIED FUNDING SOURCES AND LOW COST OF DEBT
- STRICT COST-CONTROL









# **TOP 10 PROPERTIES**

VALUE PER DECEMBER 2018





# **TOP 10 TENANTS**

VALUE PER DECEMBER 2018, IN % OF RENT ROLL

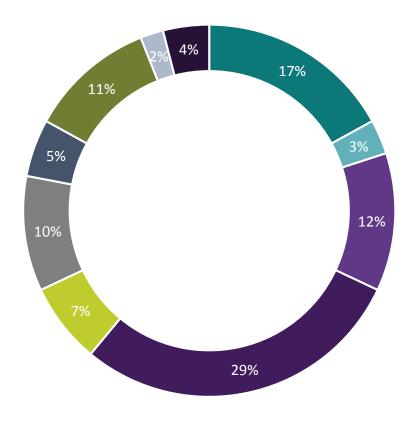




# **TENANT MIX**

## **BREAK-DOWN BY CATEGORY**

## **CONTRACT RENT BY CATEGORY**



- Food
- Services
- F&B / Leisure
- Fashion & accessoires
- Health & Beauty
- Homeware & household
- Sport
- Multimedia & Electronics
- Department & Variety
- Shoe & Leatherware



# LIKE-FOR-LIKE TENANT SALES BY BRANCHE (% YOY)

## EXCLUDING HYPER/SUPERMARKETS

	BELGIUM	FRANCE	TOTAL
Fashion & accessoires	(3.9)	(8.7%)	(7.0%)
Food	2.3%	(0.2%)	1.2%
Health & beauty	(1.2%)	(1.3%)	(1.2%)
Homeware & household	0.0%	(11.0%)	(6.7%)
Leisure	n.a.	(3.1%)	(3.1%)
Multimedia, electronics & special goods	4.1%	(2.3%)	0.7%
Restaurant & cafe	(1.1%)	0.6%	0.0%
Services	22.0%	3.3%	17.4%
Shoe & leatherware	(4.4%)	(7.0%)	(4.8%)
Sport	(2.0%)	3.2%	3.2%
Total	1.5%	(4.4%)	(2.1%)



# **DEVELOPMENT PIPELINE**

(IN €M)	TOTAL INVESTMENT	CAPEX SPENT (NET)	CAPEX SPENT 2018	YIELD ON COST	PRE-LET RATE	PLANNED DELIVERY
Saint Sever - Verrerie & refurb	26	20	15	9.0%	95%	Q3 2019
Koperwiek	32	25	12	5.4%	80%	2019
Presikhaaf	20	18	7	6.8%	70%	2019
Total	78	63	34			



# NAV DECLINED DUE TO REVALUATIONS, DISPOSAL AND DEFERRED TAX





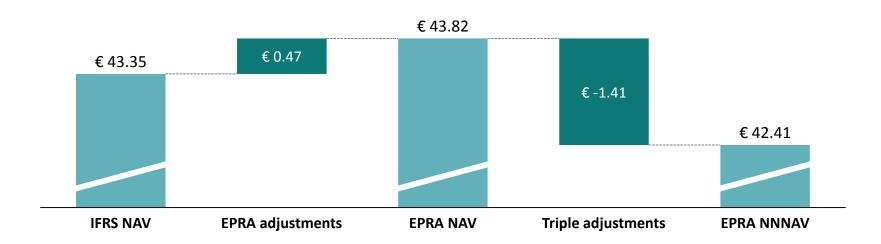
#### MAIN OTHER MOVEMENTS DUE TO

Valuations: refer to slide 'revaluations'

Result from disposal: € -83m Finland due to € -48m loss on book value on the transaction (or 8.5% of the book value), € 22m of remaining capex and € 13m relating to transaction costs, the release of deferred tax assets and working capital settlement



## **RECONCILIATION OF EPRA NAV**



#### EPRA adjustments <u>add back</u> the liabilities related to:

- Fair value of interest rate derivatives
- Deferred tax

#### Triple adjustments <u>subtract</u> the liabilities related to:

- Fair value of interest rate derivatives
- 60% of the deferred tax
- Fair value of the companies' debt portfolio (e.g. if current interest rates are significant lower than a companies debt portfolio this represents a negative value as the company is paying more interest than current market prices)





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