



Wereldhave

Results H1 2020

July 21, 2020

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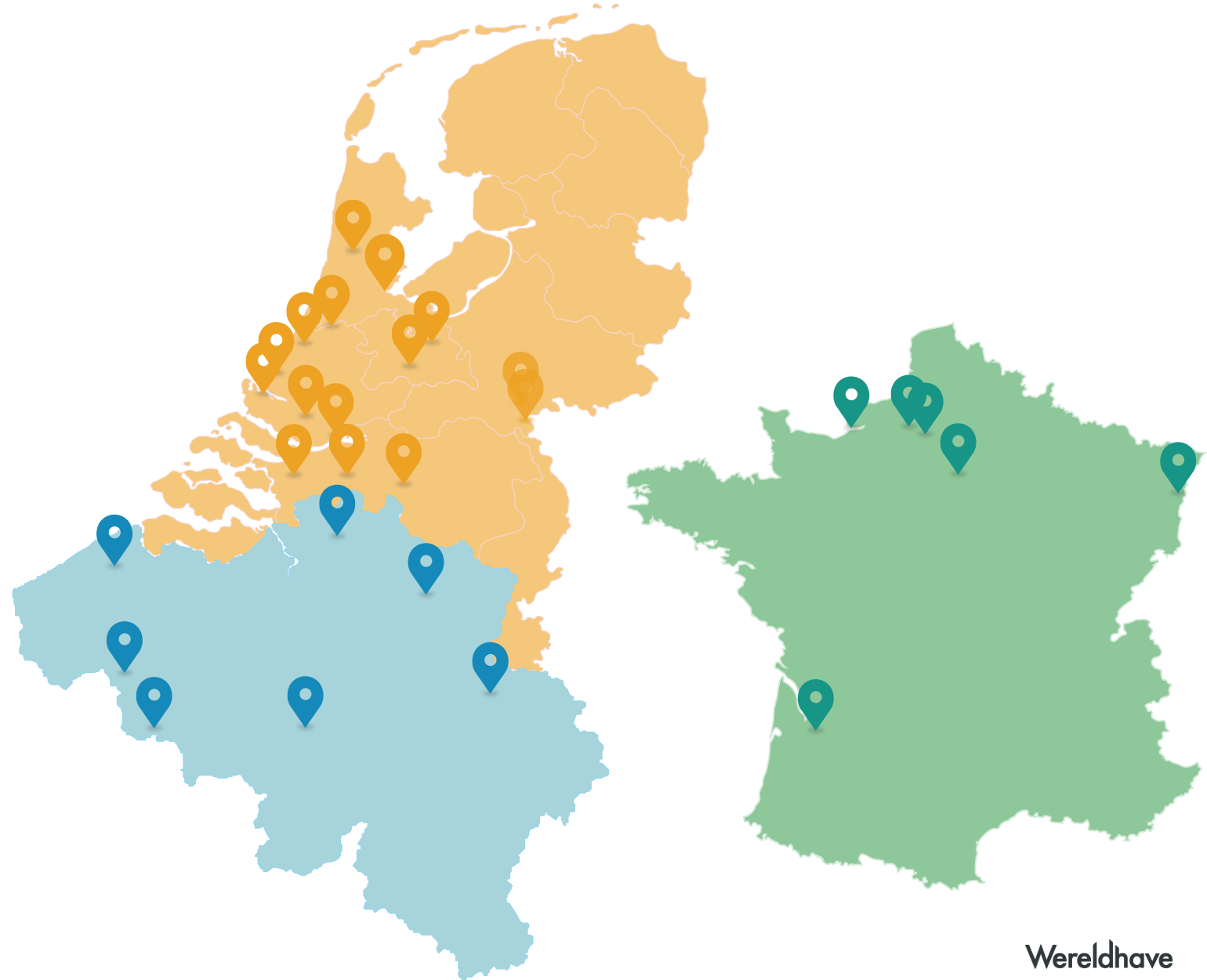
Company Profile

Key Facts

Number of shopping centres	30
Average size	27,500 M ²
Number of shopping centre visitors (H1 2020)	49.5 M
Net loan to value ratio	46.7 %
Occupancy shopping centres	94.8 %
EPRA NIY shopping centres	5.9 %
WALT ¹	4.2 years
Development pipeline ²	€ 24 M

¹ Lease end date of shopping centres. Indefinite contracts counted as 1 year lease term

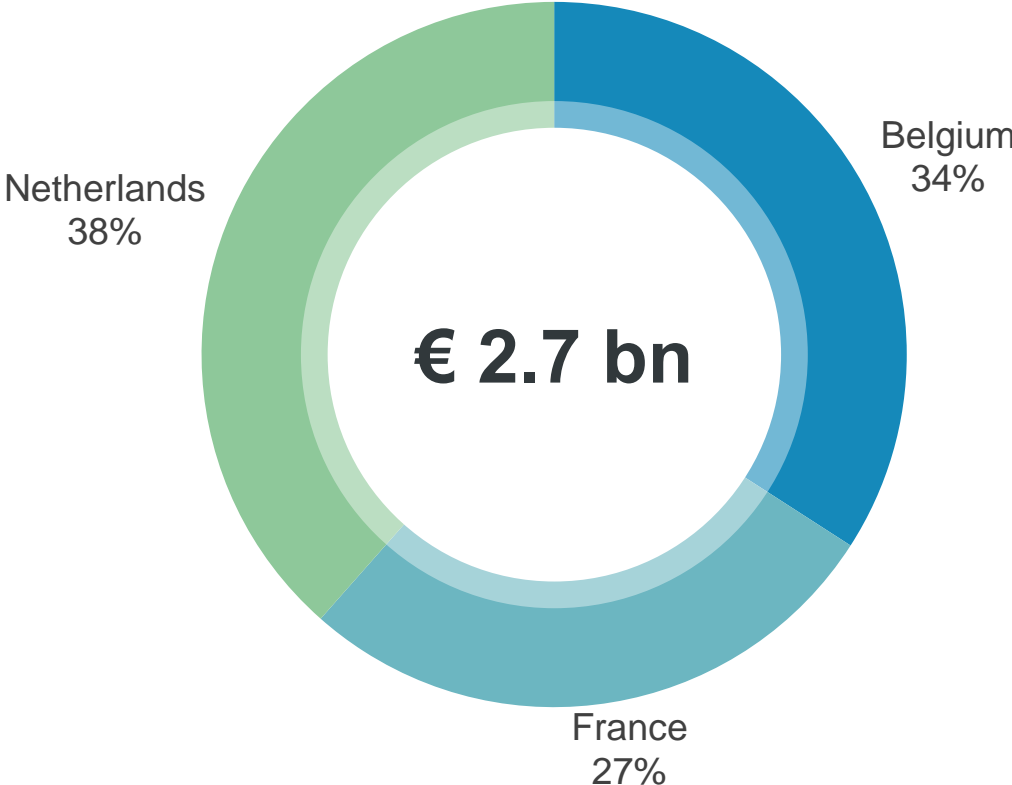
² Total committed projects minus net spent



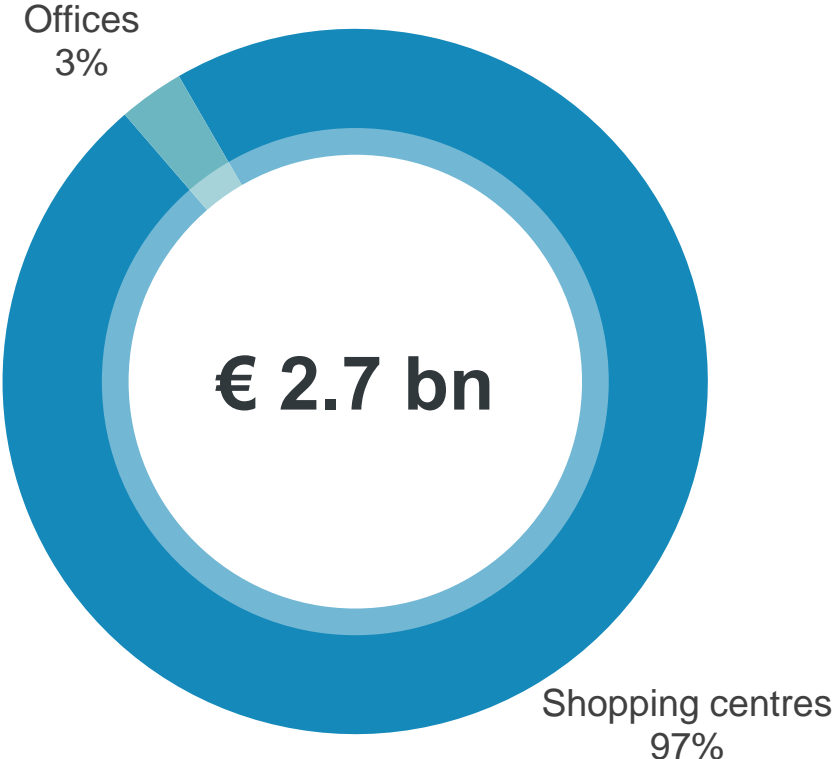
Introduction

Company Profile

Portfolio Breakdown



Portfolio Breakdown



Highlights H1 2020

	H1 2019	H1 2020	Change
Direct result per share	1.44	0.97	(0.47)
Indirect result per share	(3.10)	(3.73)	(0.63)
EPRA NRV per share	36.07 ¹⁾	32.49	(3.58)
Dividend per share, full year	1.89	tbd	n/a
Total result per share	(1.66)	(2.76)	(1.10)
Net LTV	44.8% ¹⁾	46.7%	+1.9pp
NPS	n/a	-17	n/a
Proportion of mixed-use (in m2)	9.4% ¹⁾	10.1%	+0.7pp

¹⁾ Year-end 2019

Highlights H1 2020

Net Rental Income (€ m)	H1 2019	H1 2020	Growth	LFL Growth
Belgium	24.0	17.7	(26%)	(23.8%)
France	20.2	10.1	(50%)	(50.7%)
Netherlands	39.9	32.5	(19%)	(19.4%)
Shopping centres	84.1	60.3	(28%)	(28.7%)
Offices Belgium	3.2	3.2	(0.6%)	(0.2%)
Total	87.4	63.6	(27%)	(27.5%)

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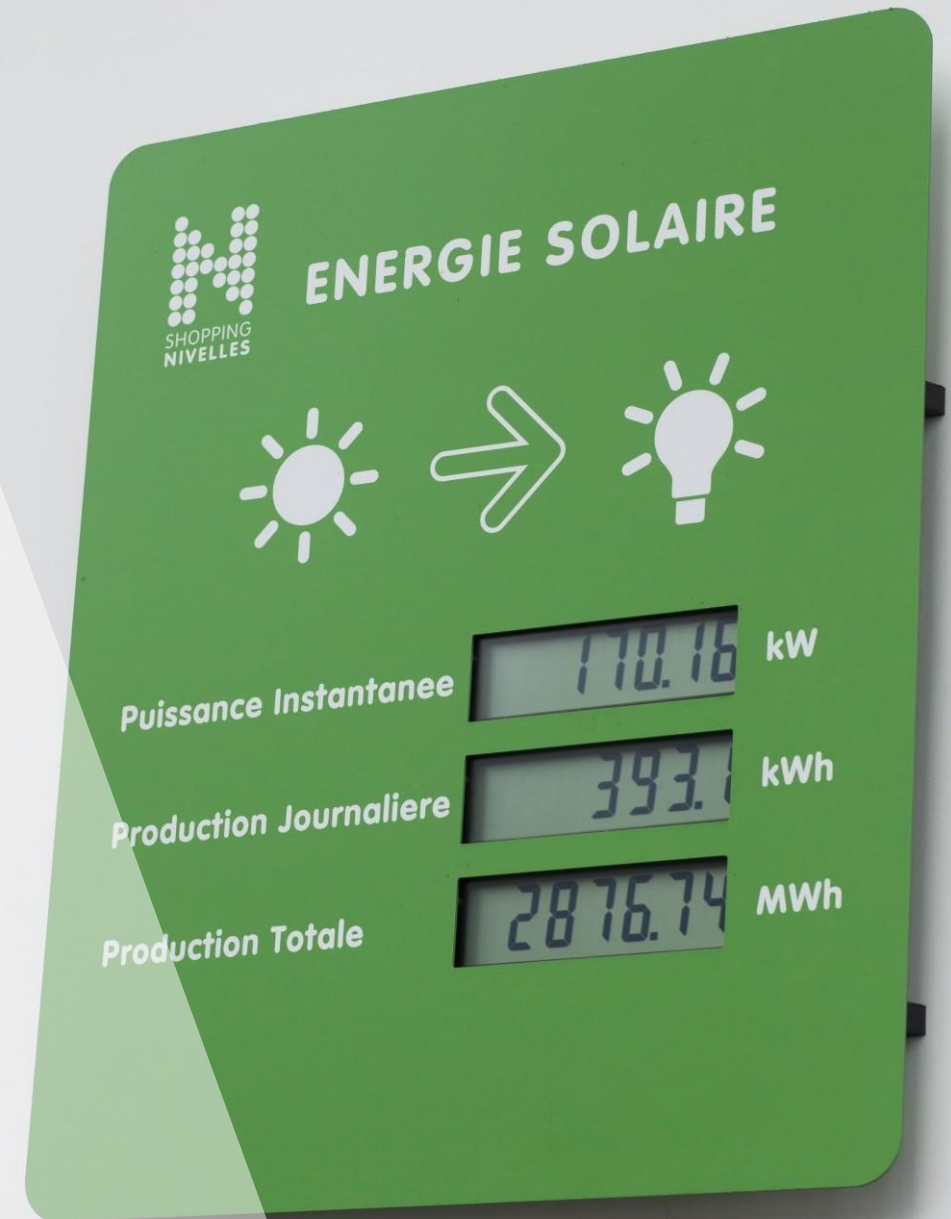
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Operations H1 2020

Leasing performance summary

Country	# of Contracts	Leasing Volume	MGR Uplift	vs ERV	Occupancy Rate	LFL Rent Growth
Belgium	40	5.7%	8.6%	15.8%	96.0%	(23.8%)
France	16	3.6%	(13.8%)	12.2%	90.6%	(50.7%)
Netherlands	70	4.9%	(9.0%)	5.6%	96.4%	(19.4%)
Shopping centres	126	4.8%	(3.6%)	10.3%	94.8%	(28.7%)

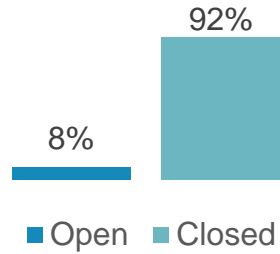
Covid-19

France

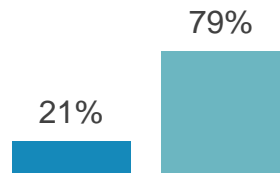
Belgium

Netherlands

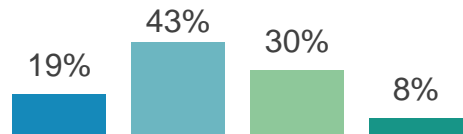
March 31st 1)



■ Open ■ Closed



■ Open ■ Closed



■ Opened essential ■ Opened other
■ Unforced closed ■ Forced closed

June 30

100%

99%

99%

Tenant bankruptcies¹⁾

2.4%

0.0%

0.9%

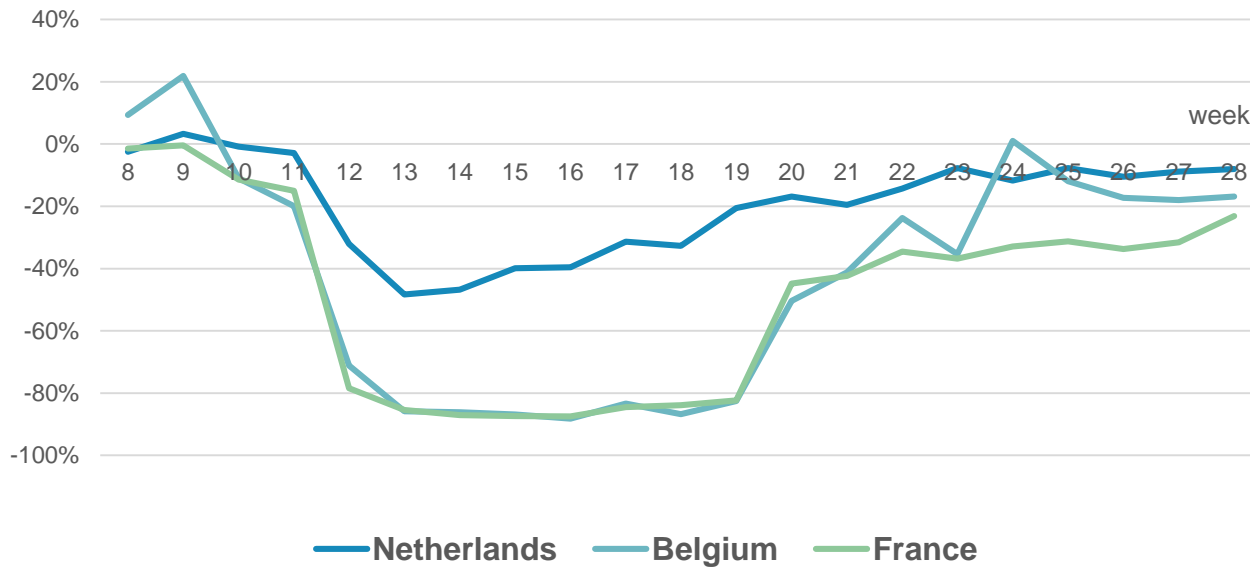
Camaieu (3 locations), André (2),
Naf Naf, Moa, La Halle,
Plein Ciel (1)

Didi (5 locations), Sandwich (3),
Tumble 'n Dry, Smit Mode, Sams,
Oh My Tea (1)

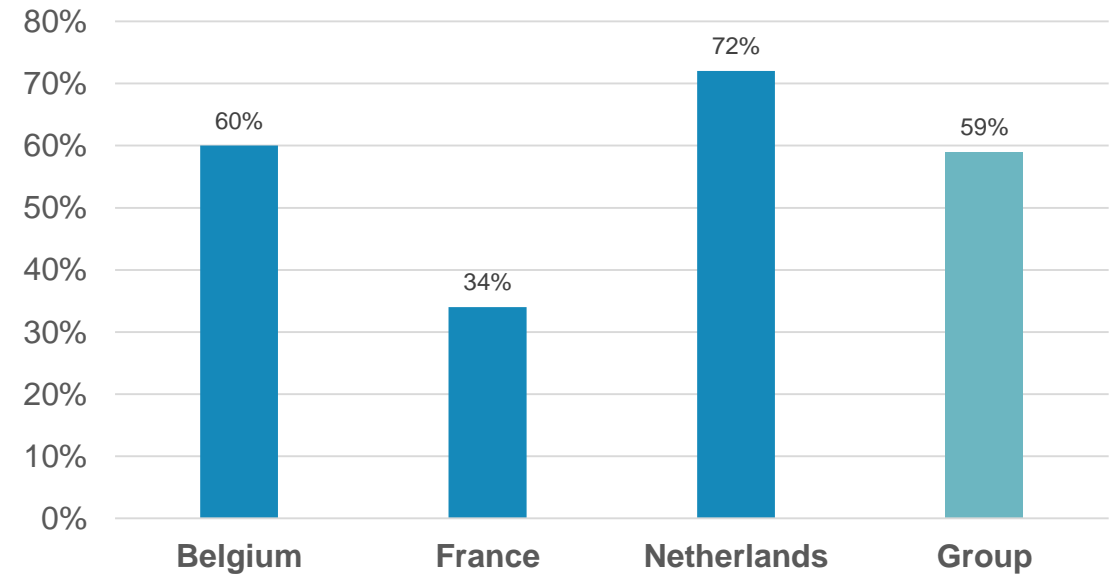
1) As % of annualised rent; as of 30 June

Covid-19

Footfall development



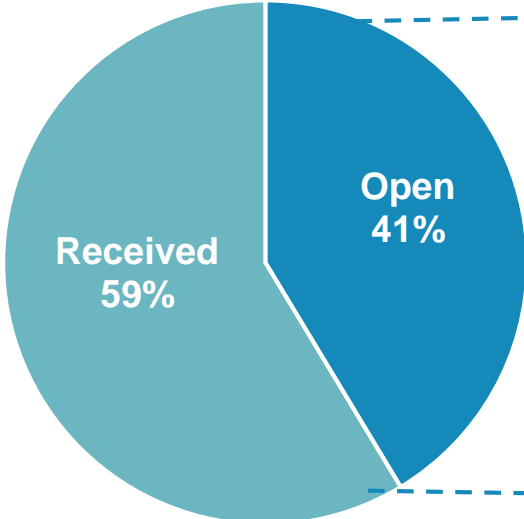
Q2 rent collection rates¹⁾



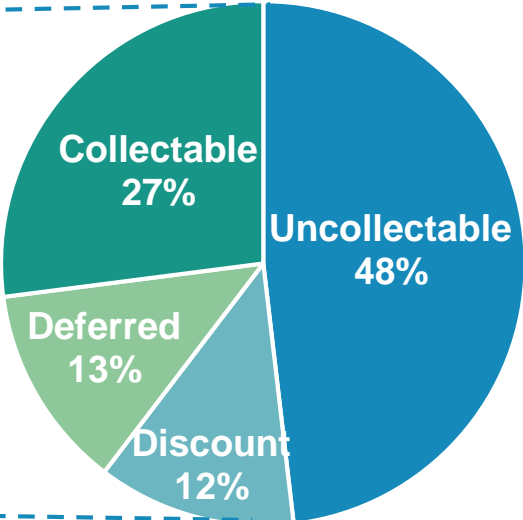
1) Per July 17, 2020, adjusted for tenant arrangements

Rent collection for Q2 rents

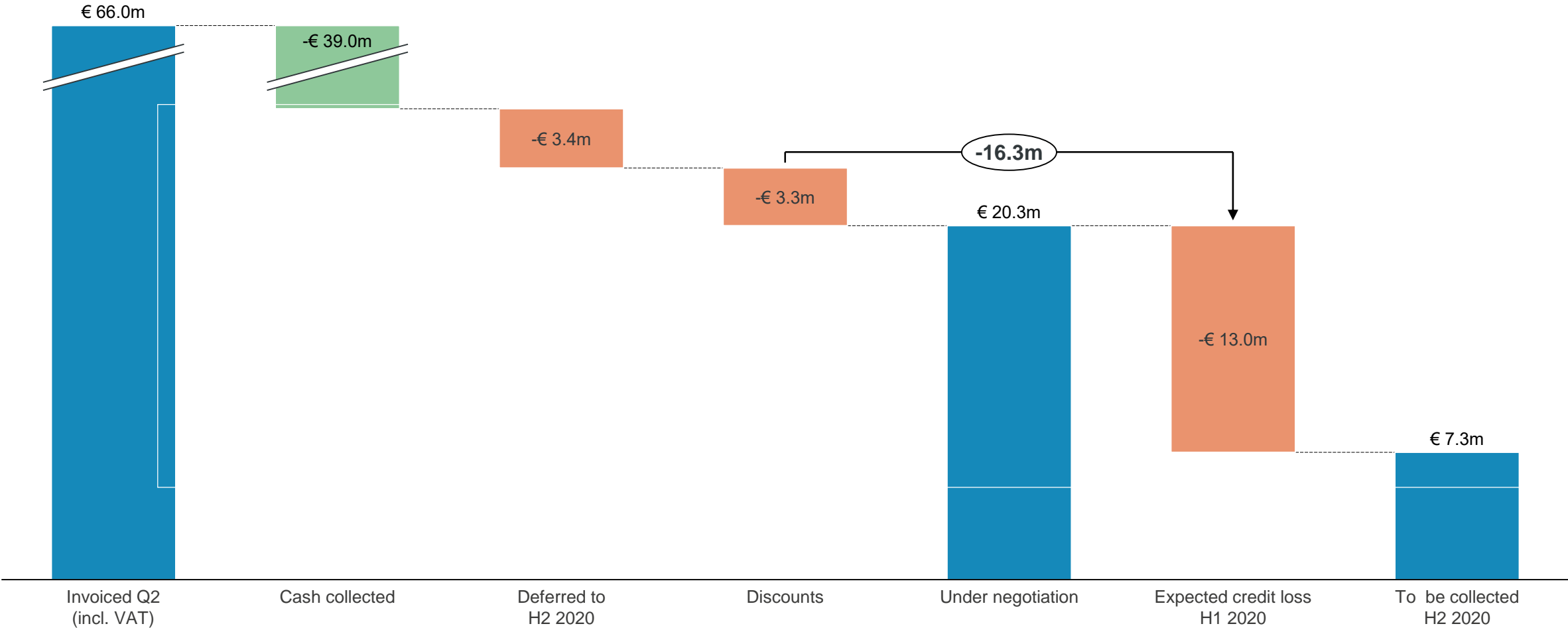
Invoiced rent for 2020 Q2



Breakdown open payments



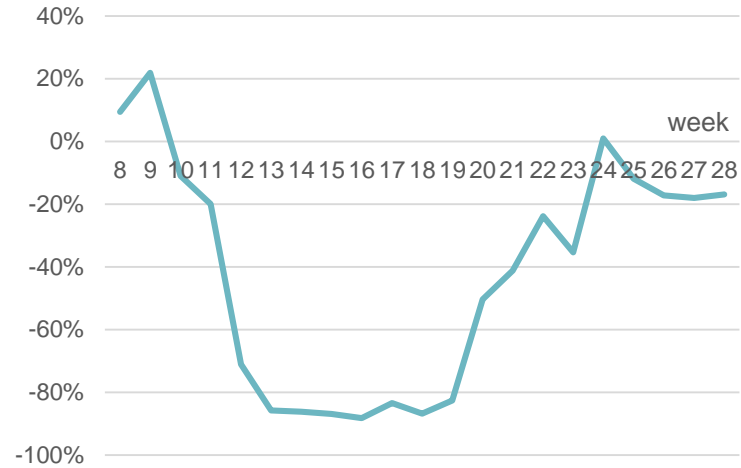
Rent collection & assessment of Covid-19



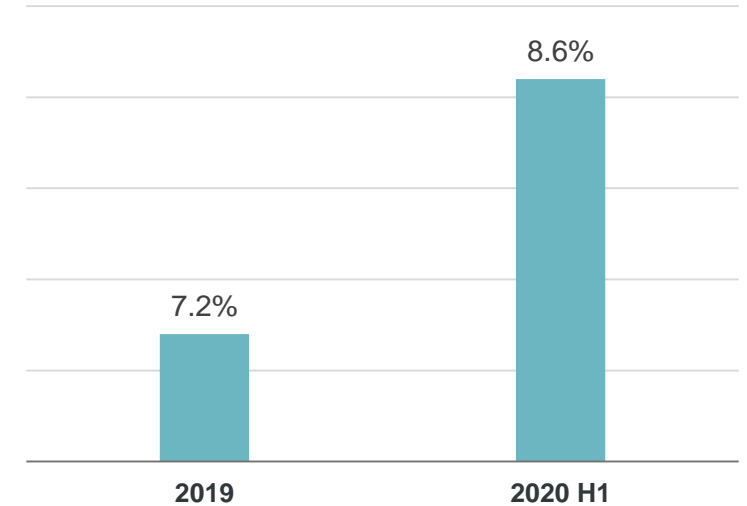
Belgium

- 40 leasing deals signed +15.8% above ERV on average for H1
- Leasing examples:
 - Belle-Île: Courir, Transit, Cassis
 - Nivelles: Cassis-Paprika, Leonidas
 - Ring Shopping: Tims, Telenet, Tamaris

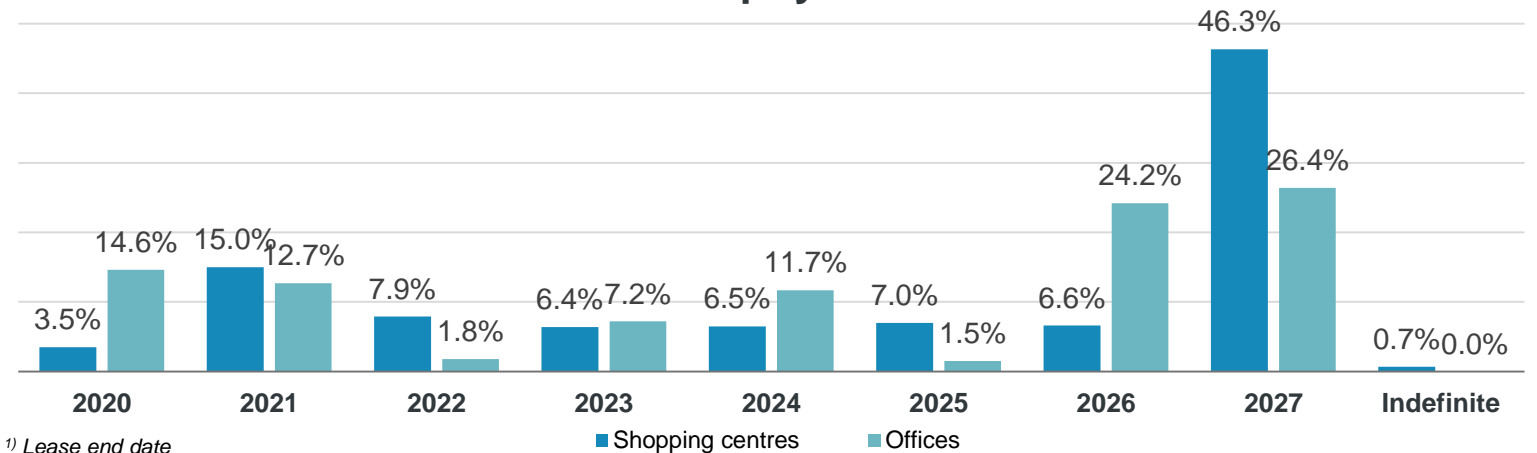
Footfall (yoy)



Change in MGR Rotations & Renewals



Lease Expiry Profile¹⁾



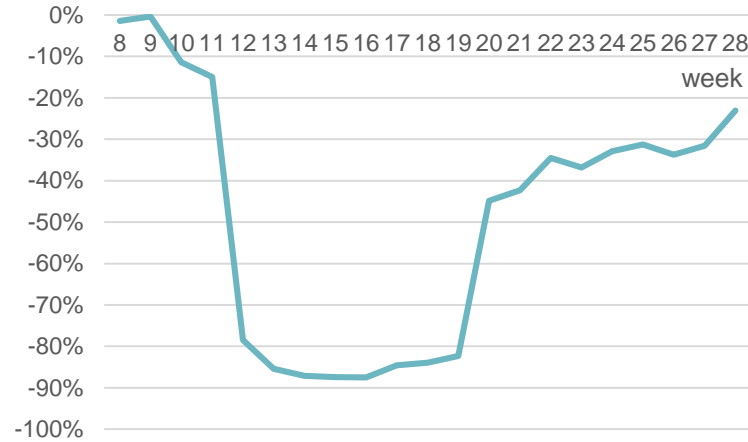
France

- 16 leasing deals signed 12.2% above ERV on average for H1

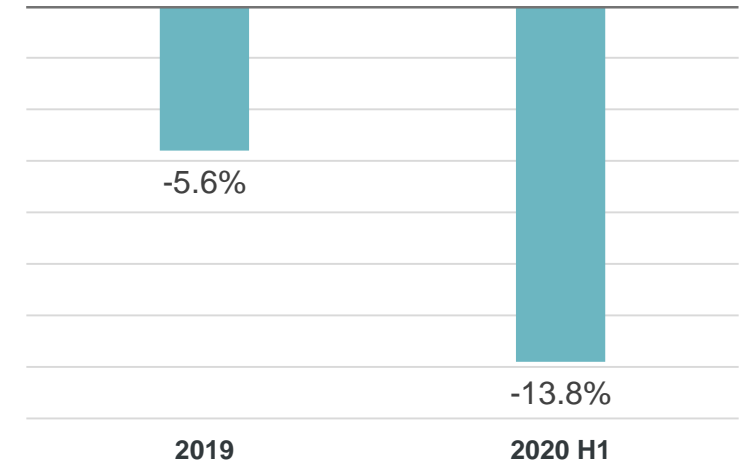
Leasing examples:

- Primark at Saint Sever
- Chaussea in Côté Seine and Docks 76
- Bricorama in Côté Seine
- Normal in Côté Seine
- Carrefour City in Docks 76

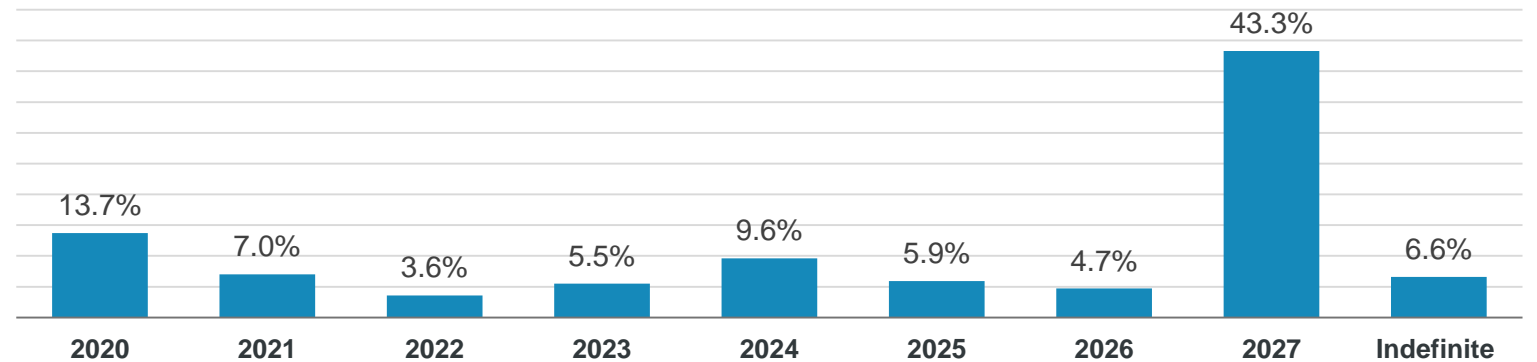
Footfall (yoy)



Change in MGR Rotations & Renewals



Lease Expiry Profile¹

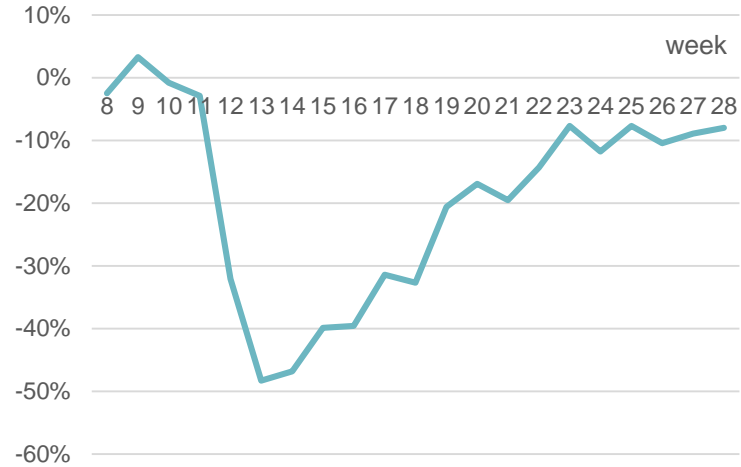


¹ Lease end date

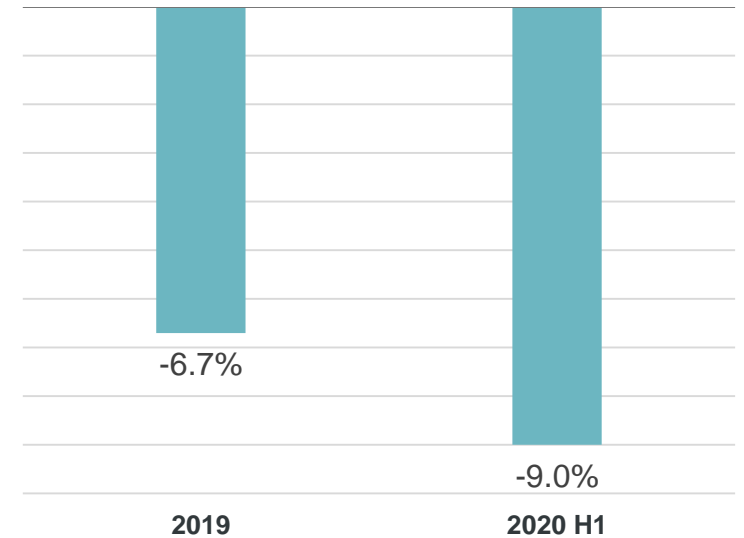
Netherlands

- 70 leasing deals signed 5.6% above ERV during H1
- Temporary contract for former Hudson's Bay, leased to De KOOPman
- Demolition & reconstruction of Emmapassage
 - C&A signed as anchor
 - Opening of Gianotten Mutsaers
- **New mixed-use contracts signed:**
 - Atalmedial: medical diagnostics center (Winkelhof)
 - Basic Fit (Eggert)

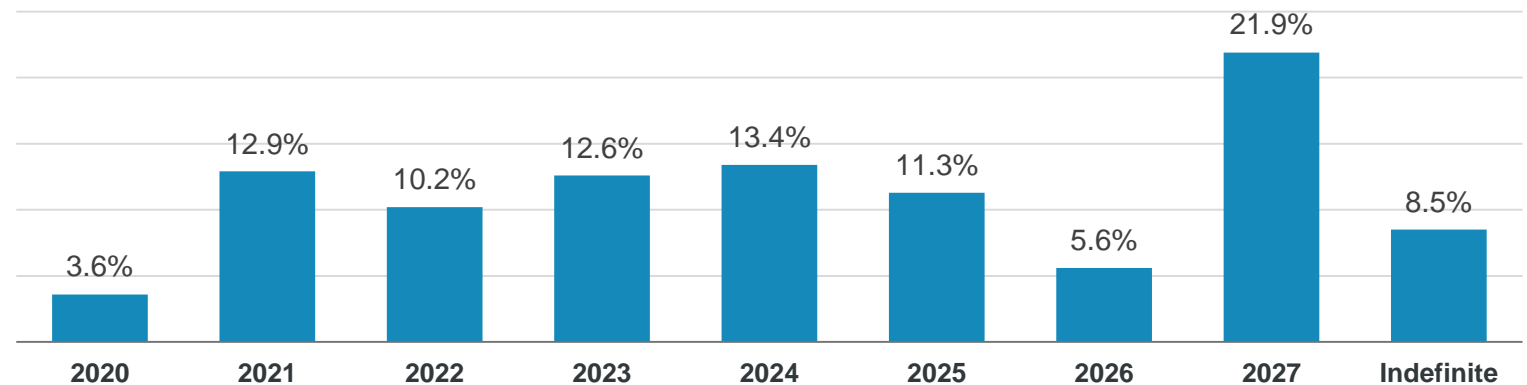
Footfall (yoy)



Change in MGR Rotations & Renewals



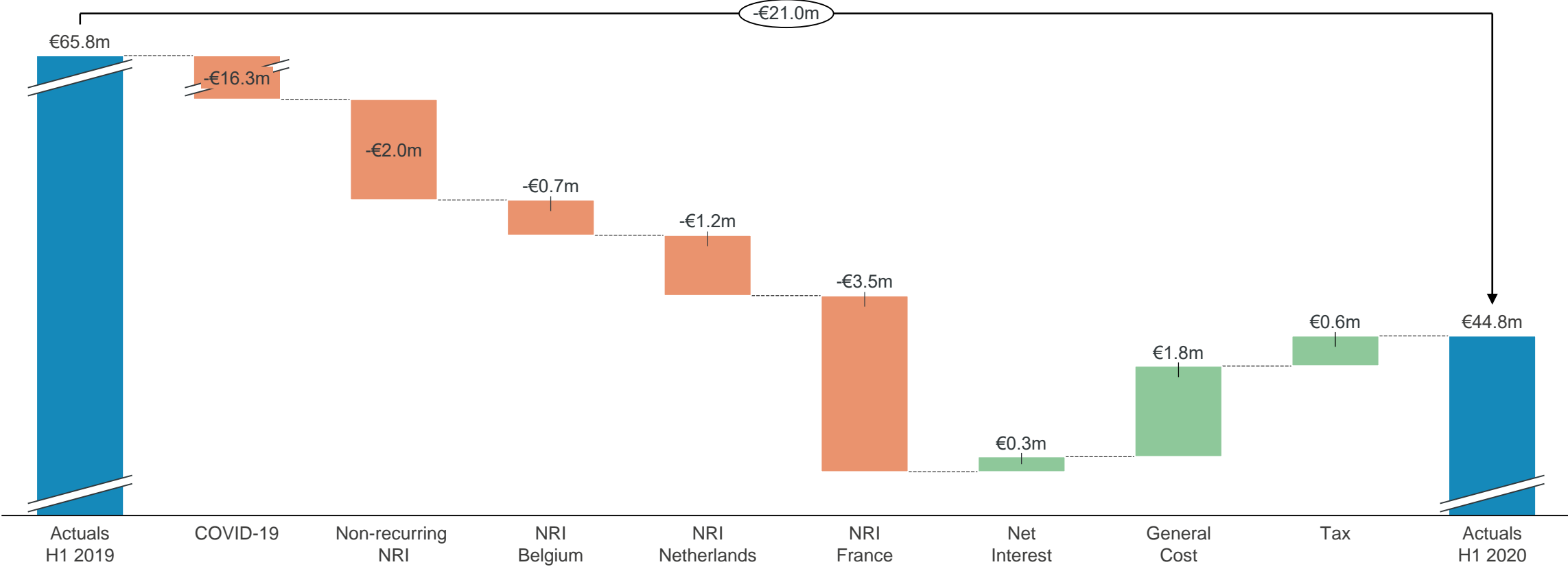
Lease Expiry Profile¹



¹ Lease end date

EPRA Earnings (direct result)

Net Rental Income decline due to the impact of Covid-19 and the departure of several tenants at YE 2019 in France and The Netherlands, the effect of which is partly mitigated by lower general cost



Non- recurring NRI includes the impact of indemnities received in Belgium in 2019 (-€1.2m) and the disposal of WoensXL in The Netherlands (-€0.8m)

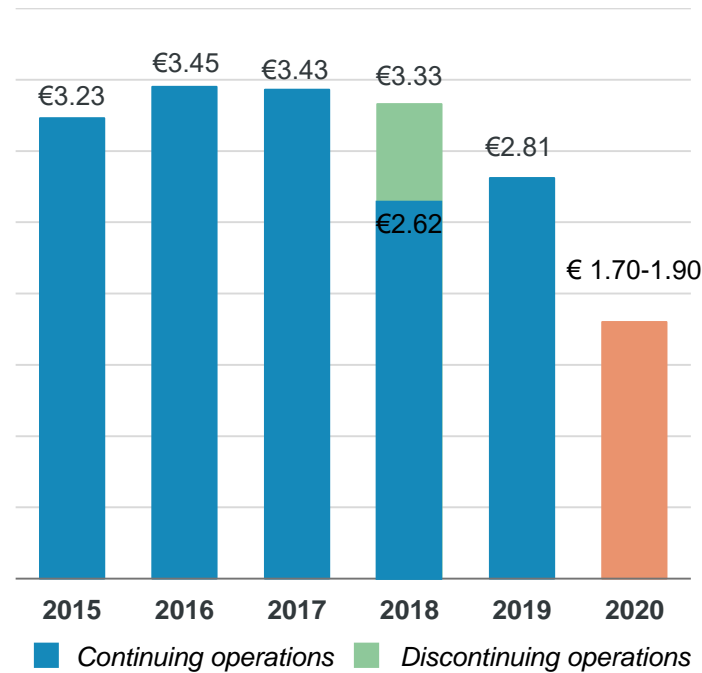
Outlook

EPRA EPS 2020: € 1.70-1.90 per share

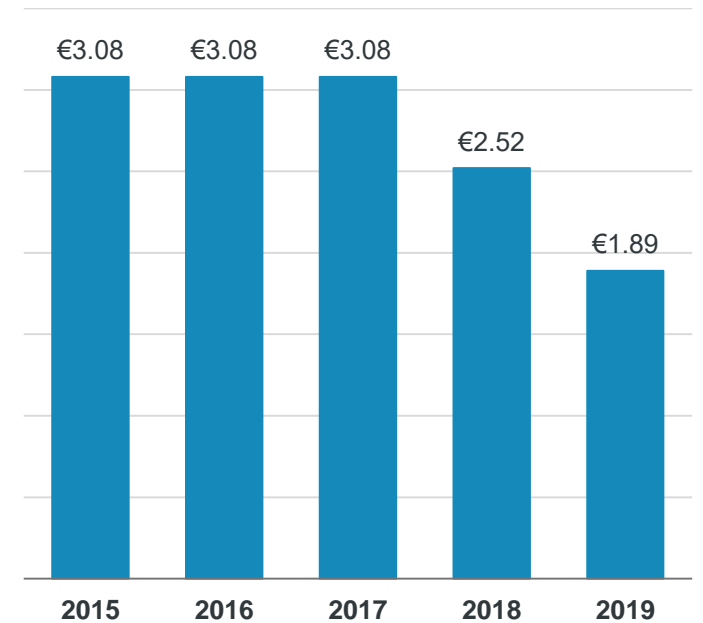
No quarterly dividend in 2020

- Dividend per share will be determined with the 2020 earnings release

EPRA EPS per share



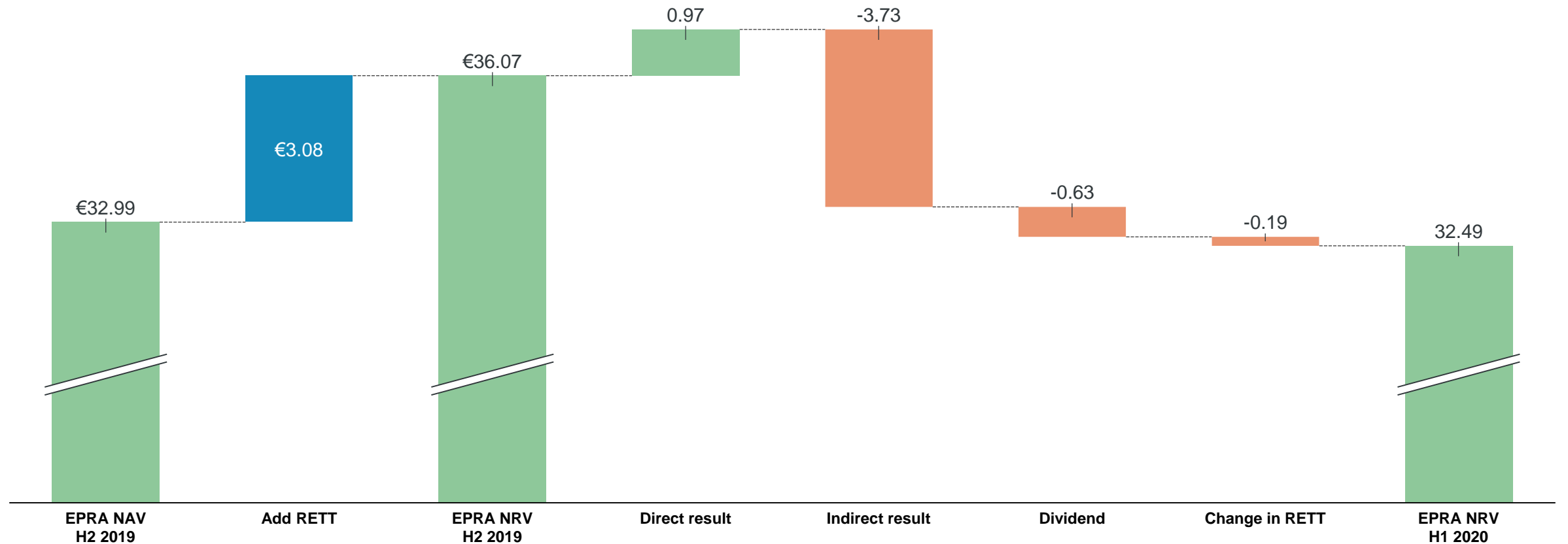
Dividend per share



EPRA NRV

NRV declined mainly due to negative revaluations

EPRA NRV Bridge: H2 2019 to H1 2020 (€ per Share)



Revaluations

Negative revaluations in all countries, largely because of yield shifts

	Value (€ m)		Revaluation 2020 H1		EPRA NIY (%)	
	2019	2020 H1	€ m	%	2019	2020 H1
Belgium	869	845	(34)	(3.9%)	5.6%	5.7%
France	806	753	(64)	(7.8%)	4.6%	4.7%
Netherlands	1,139	1,053	(63)	(5.6%)	6.8%	6.8%
Shopping centres	2,815	2,651	(160.1)	(5.7%)	5.8%	5.9%
Offices	92	92	(1.4)	(1.5%)	8.3%	7.9%
Total portfolio	2,907	2,742	(161.5)	(5.6%)	5.8%	6.0%

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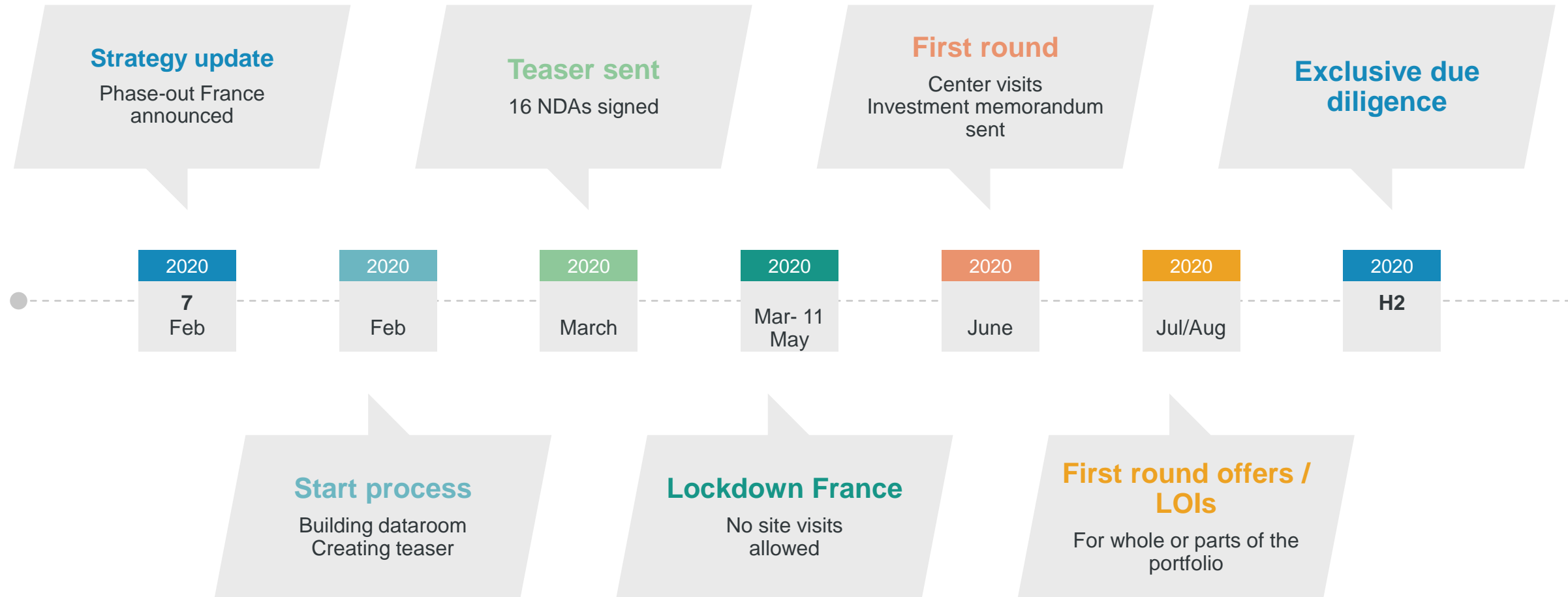
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Timeline | Phase-out France



Timeline | Netherlands

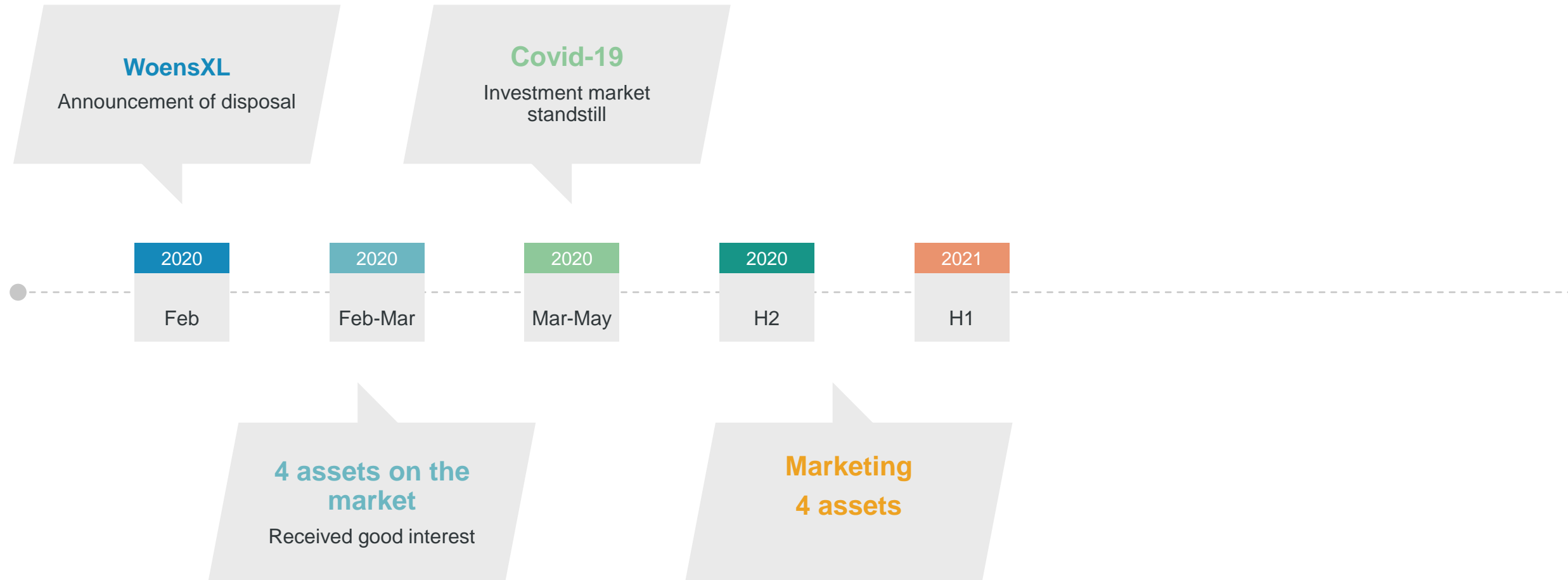


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Financing

- Liquidity preservation
 - Final dividend 2019 cancelled
 - No interim dividend in 2020
- Reduced 2020-2021 committed capex
- Green Financing Framework
 - € 100m Green Finance Facility
- Cost saving measures
 - Direct genex H1 2020 lowered by 27% (€ 1.8m) to € 5.1m
 - Several cost savings in progress, amongst which to move company headquarters; € 0.4m annual cost saving (2021 or later)

Key development projects

(In € m)	Total Investment	Capex spent total	Capex Spent 2020	Yield on Cost	Pre-let Rate	Planned Delivery
Koperwiek	37	31	2	4.75 % - 5.25 %	92 %	2020
Presikhaaf	23	21	2	5.5 % - 6.0 %	95 %	2020
Tilburg	10	3	1	5.0 % - 5.5 %	19 %	2022
Defensive capex	30	21	9			
Committed	100	76	14			
Uncommitted	139	12	2			
Total	239	88	16			

Debt Profile

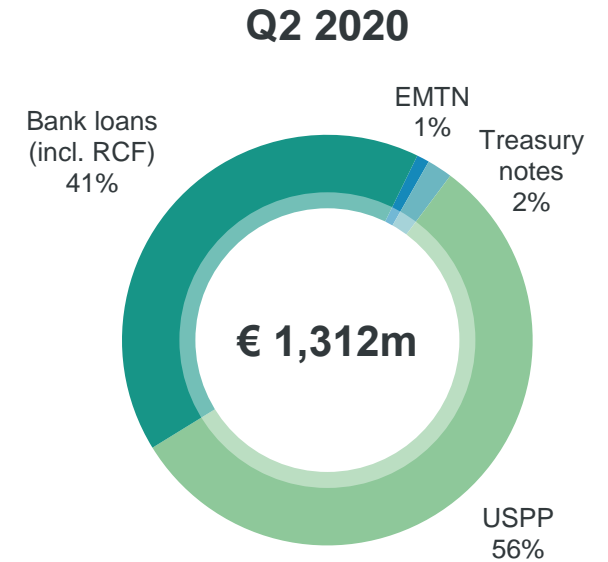
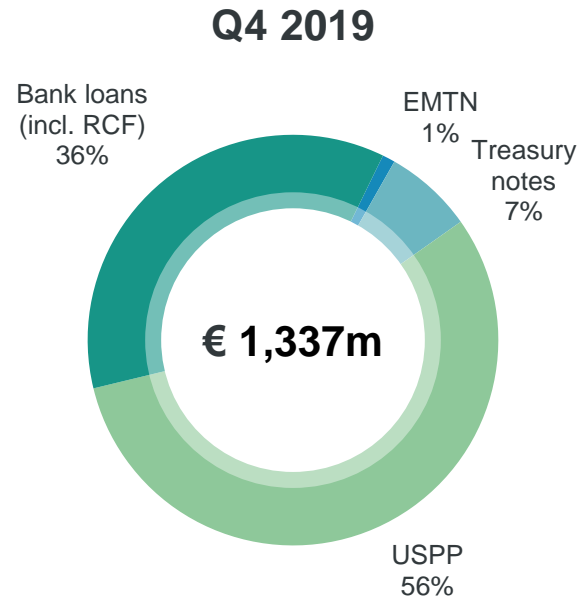
	2019	2020 H1	Covenants	Policy
Interest bearing debt ¹⁾ (€)	1,337m	1,312m		
Average cost of debt	1.9%	1.9%		
Undrawn committed (€)	220m	295m		
Cash position (€)	21m	29m		
Fixed vs floating debt	77% / 23%	78% / 22%		min. 50% fixed
Gross LTV ²⁾	45.5%	48.9%	≤ 60%	
Net LTV	44.8%	46.7%		30% - 40%
ICR	6.6x	5.9x	>2.0x	>2.0x
Solvency	51%	49%	>40%	
Debt maturity (years)	4.0	3.6		

1) Nominal value of interest bearing debt

2) Assuming full utilization of secured lending

Debt Mix

- Debt maturities covered until March 2021
- Constructive discussions with our banks in order to secure coverage for the period 2021-2023
- Credit rating by Moody's: Ba2 with negative outlook



Debt expiry profile

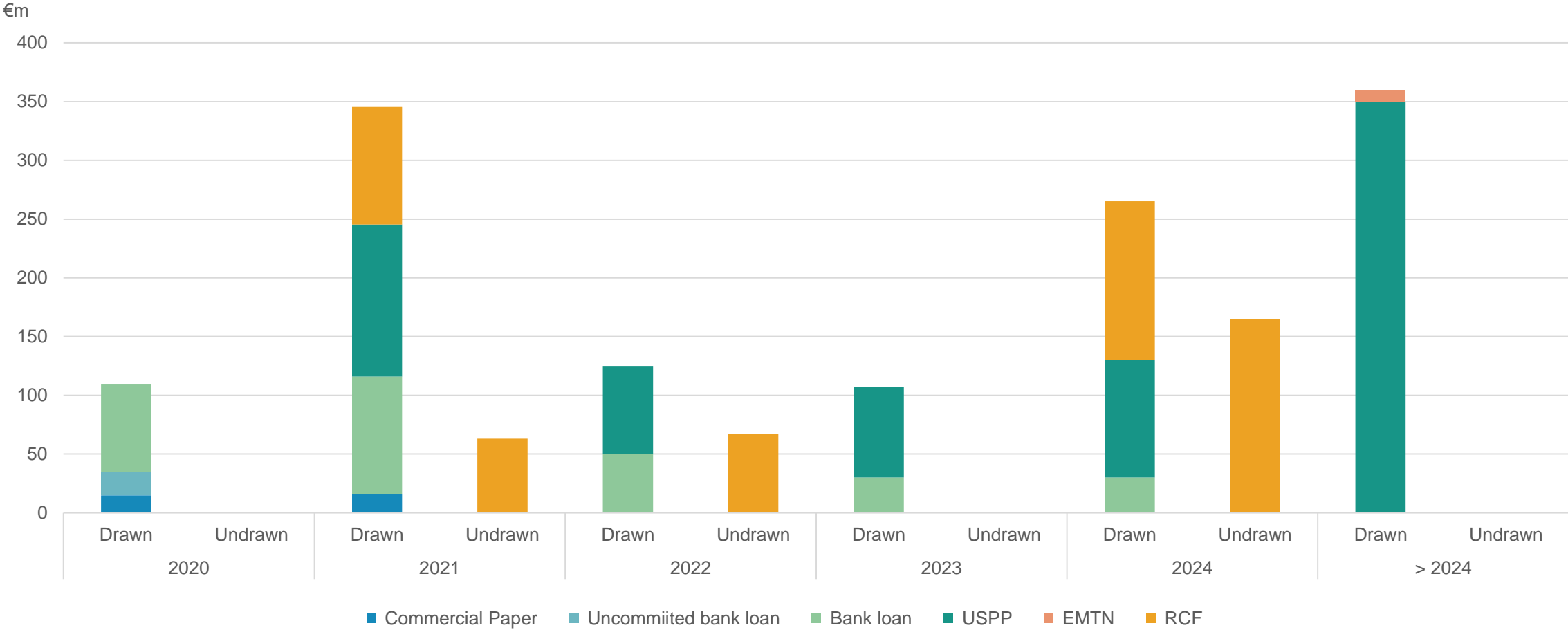


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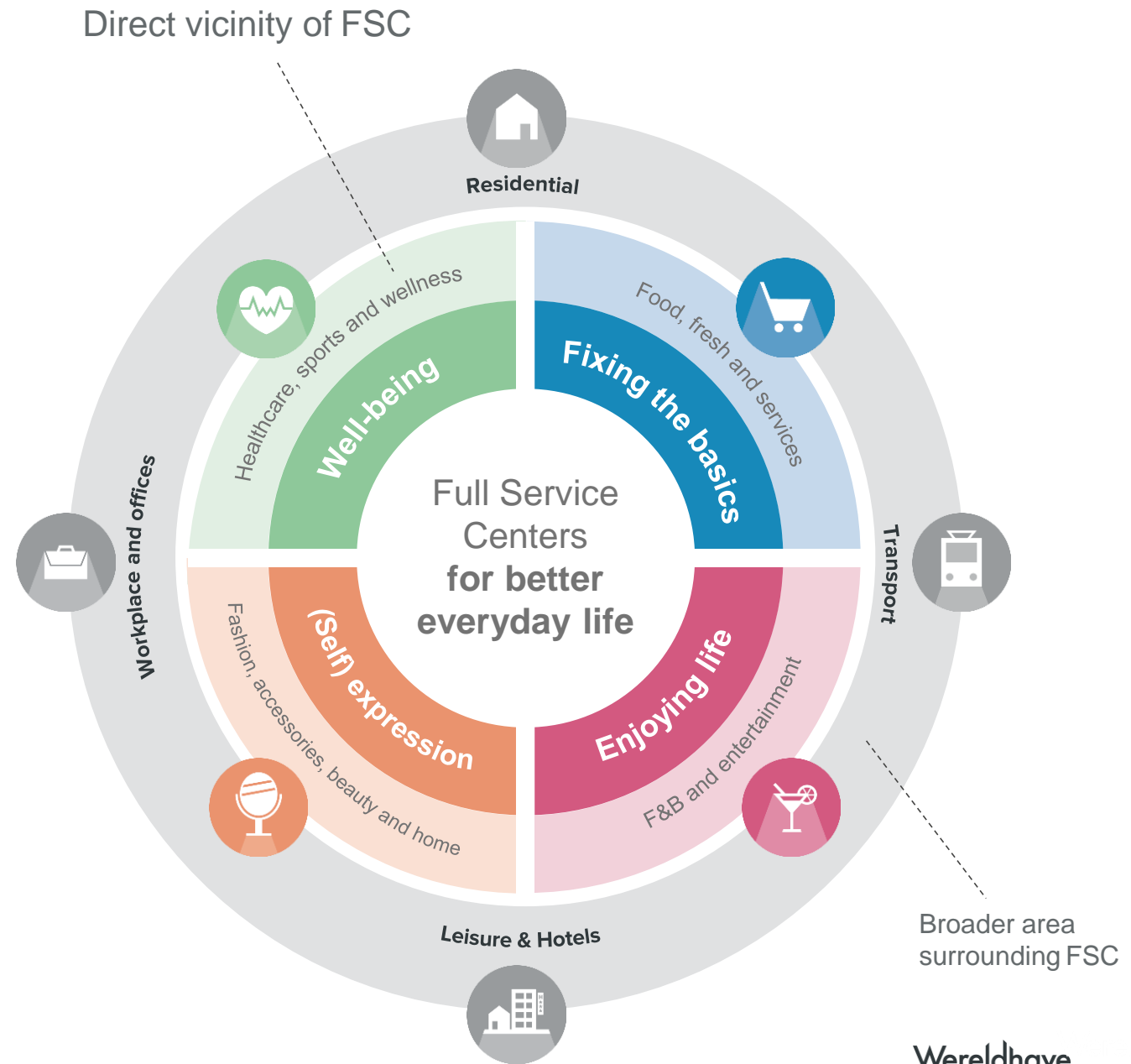
3. Update on disposals

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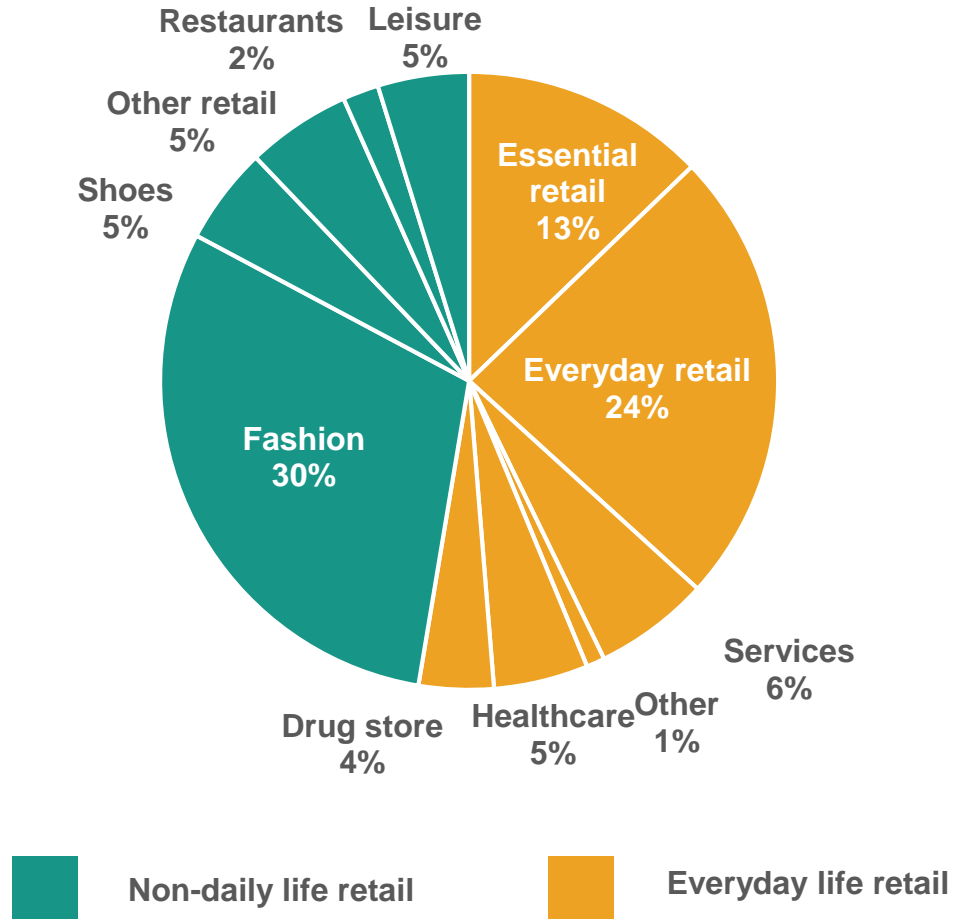
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Breakdown of annualised rent Netherlands



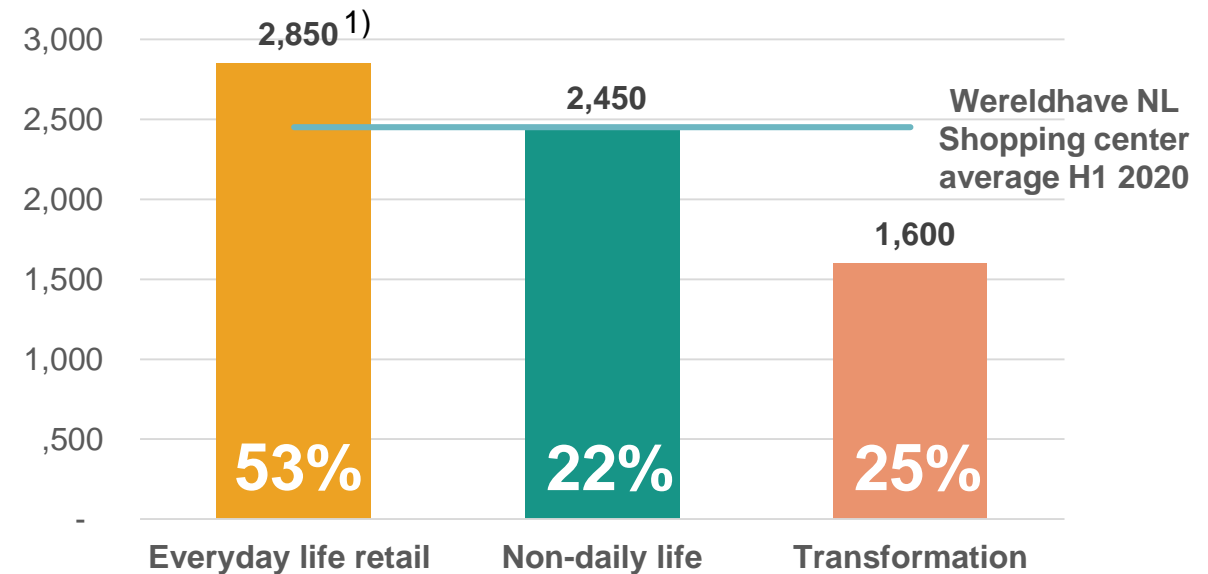
Essential retail: (organic) supermarkets, pharmacy tobacco

Everyday retail: Book shops, bicycle shops, culture products, florists, fresh food, furniture & home decoration, homeware, household electronics, pet shop, perfumery

Other retail: Accessories and jewellery, lingerie, luggage, leather goods and bags, ready-to-wear, shoes, sporting goods, pop-up concepts, toys & gifts, travel agency

Current value allows for transformation of fashion space

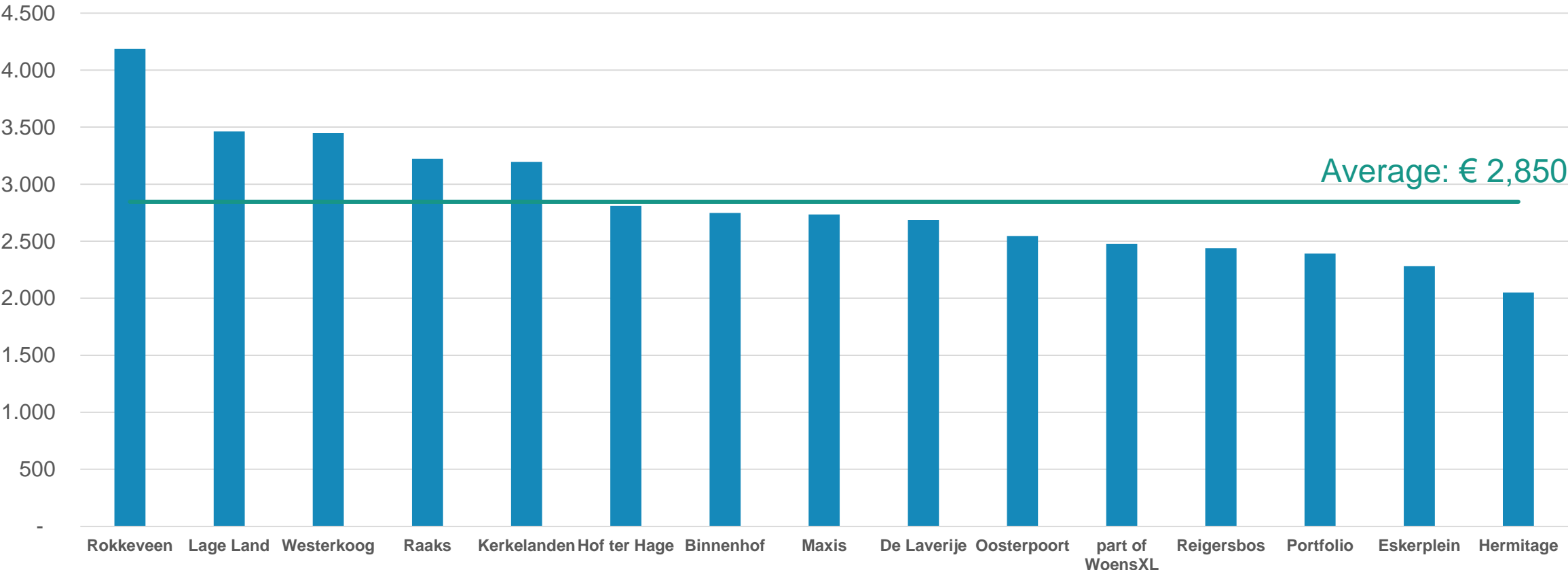
Value in € per m²



1) Supported by transactional evidence over the past year (see Appendix)

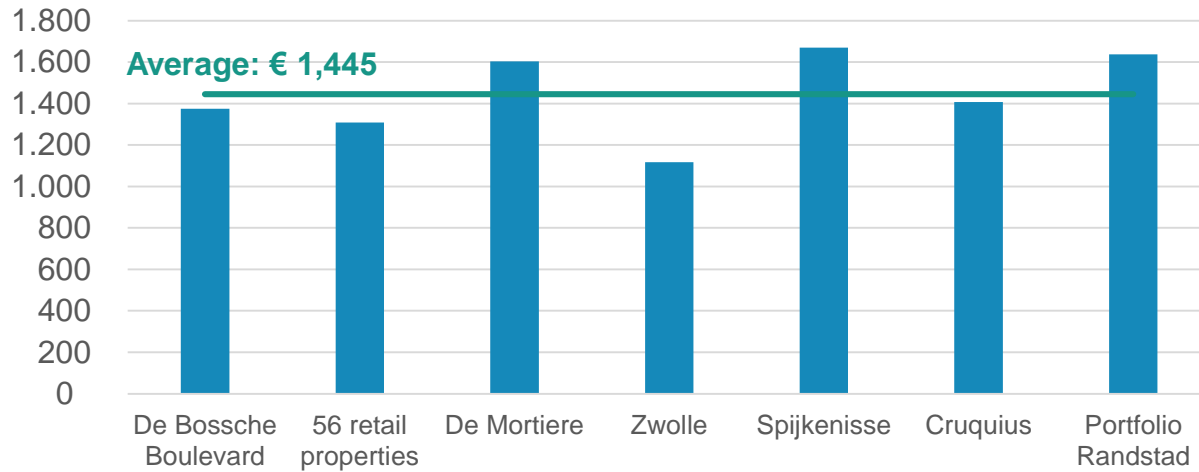
Selection of convenience center transactions past 1.5 years

Transaction price in € per m²



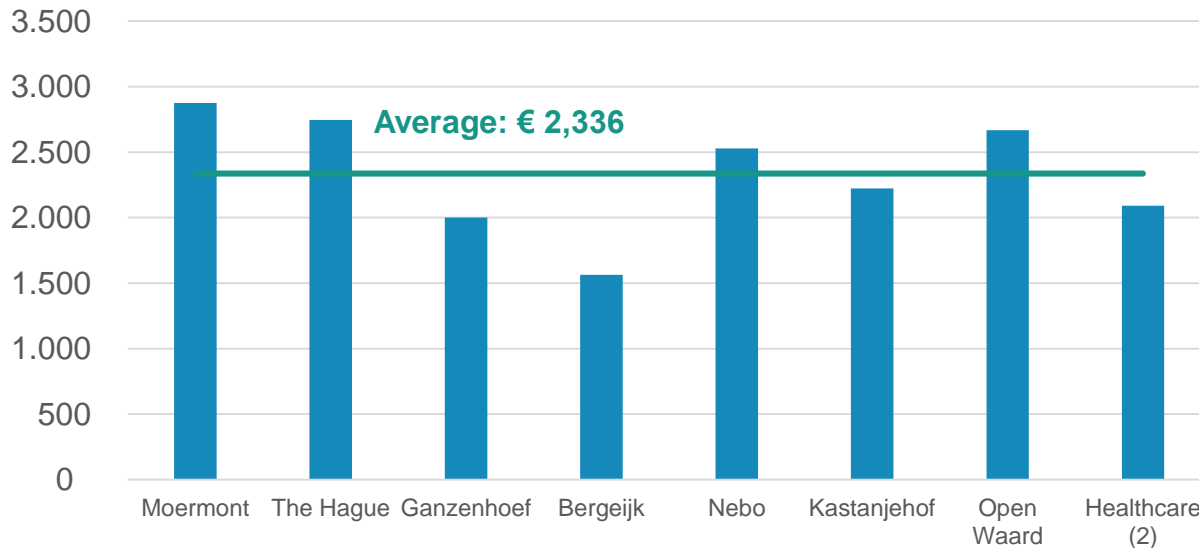
Source: Vastgoedmarkt, PropertyNL, Vastgoedjournaal, Wereldhave transactional database

Retail park transactions NL 2018-2020 (€/m²)



Source: Retail Estates

Healthcare RE transactions 2018-2020 (€/m²)



Source: Cofinimmo

Examples alternative use pricing & valuations

Alternative 1: Big-box retail tenants

- Transactions range € 1,100-1,700/m²

Alternative 2: Healthcare

- Transactions range € 1,600-2,900/m²

Alternative 3: Food & beverage

- F&B: € 3,000 - € 4,000 /m²

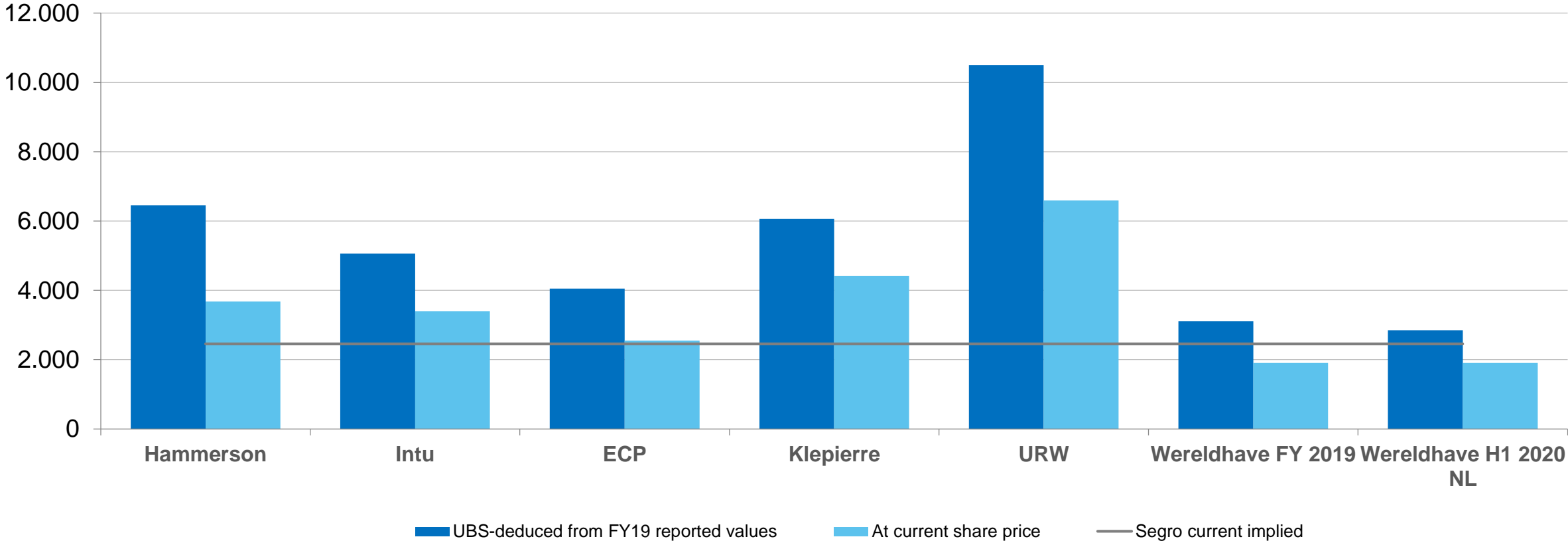
Alternative 4: Leisure & entertainment

- Value range € 850/m² to € 1,100/m²

Alternative 5: Residential - see slides 34-40

Our values allow for transformation

Implied portfolio values per sqm (€) – Pan-European mall REITs

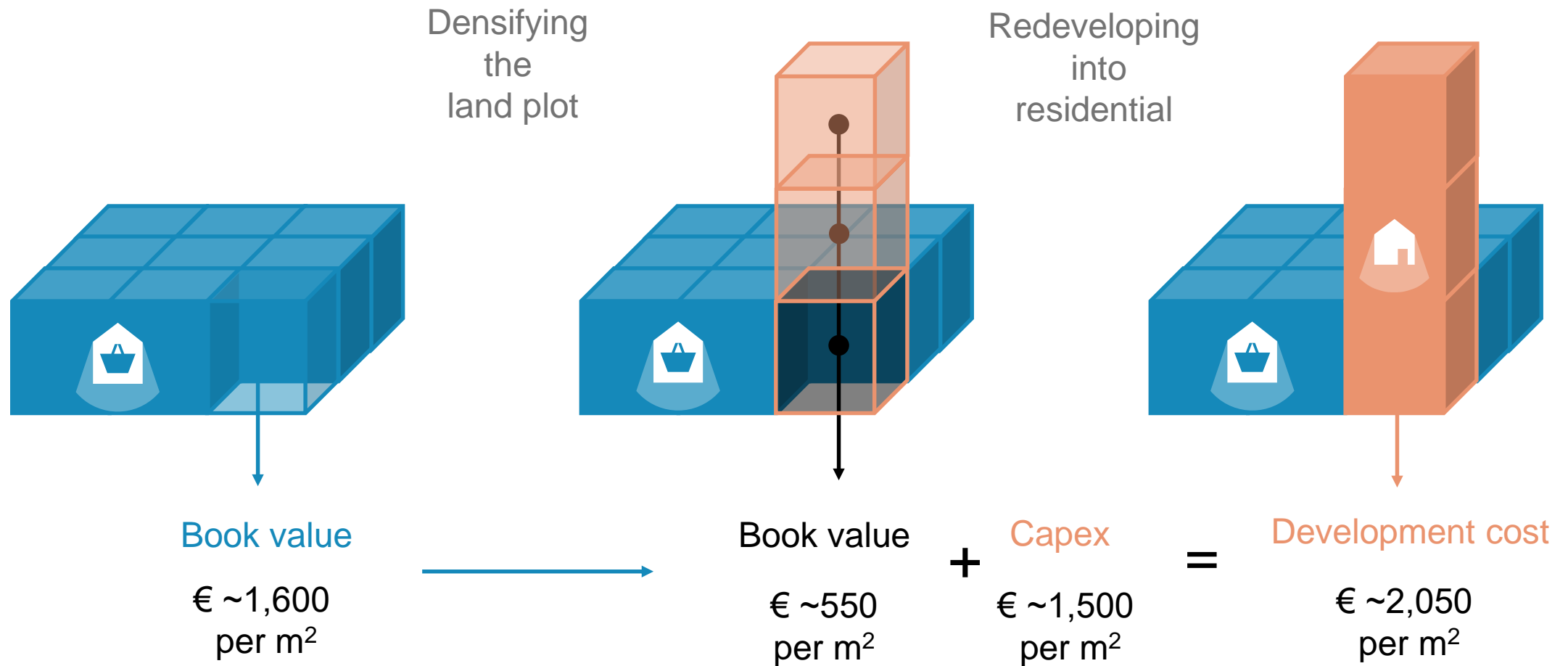


Source: UBS Estimates (European Real Estate report d.d. 11 June 2020), Wereldhave (H1 2020)

Residential



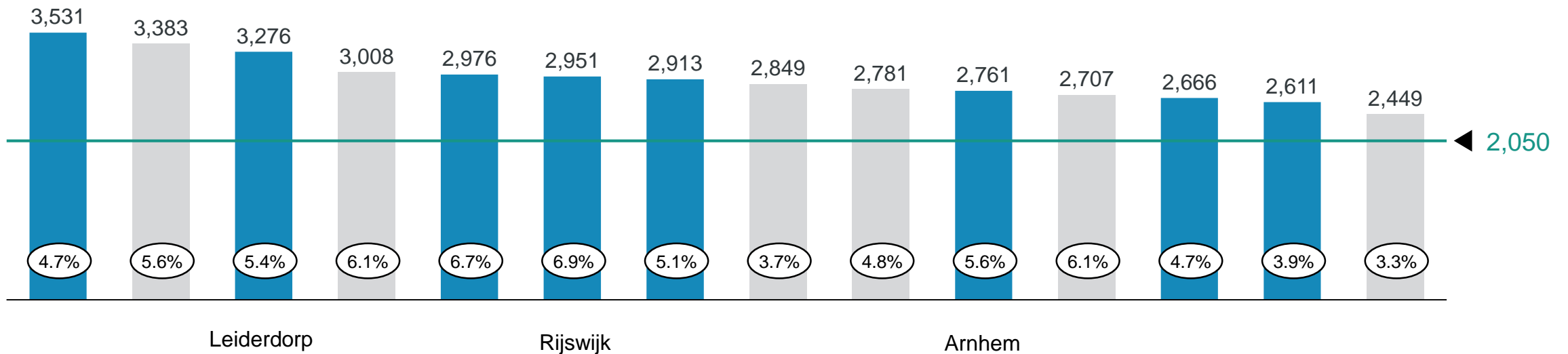
Transformation from retail to residential



Residential strategy

Unlocking residential potential by capturing the opportunity of the Dutch housing market

Average residential asking price per m² (€)

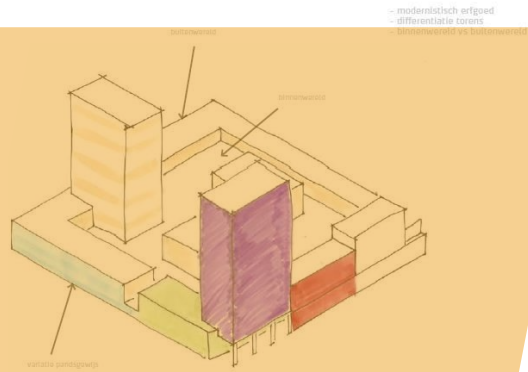


Selected for potential residential development

'15-'20 CAGR

Source: Huizenzoeker.nl May 2020

Residential strategy



**Improve location
quality**

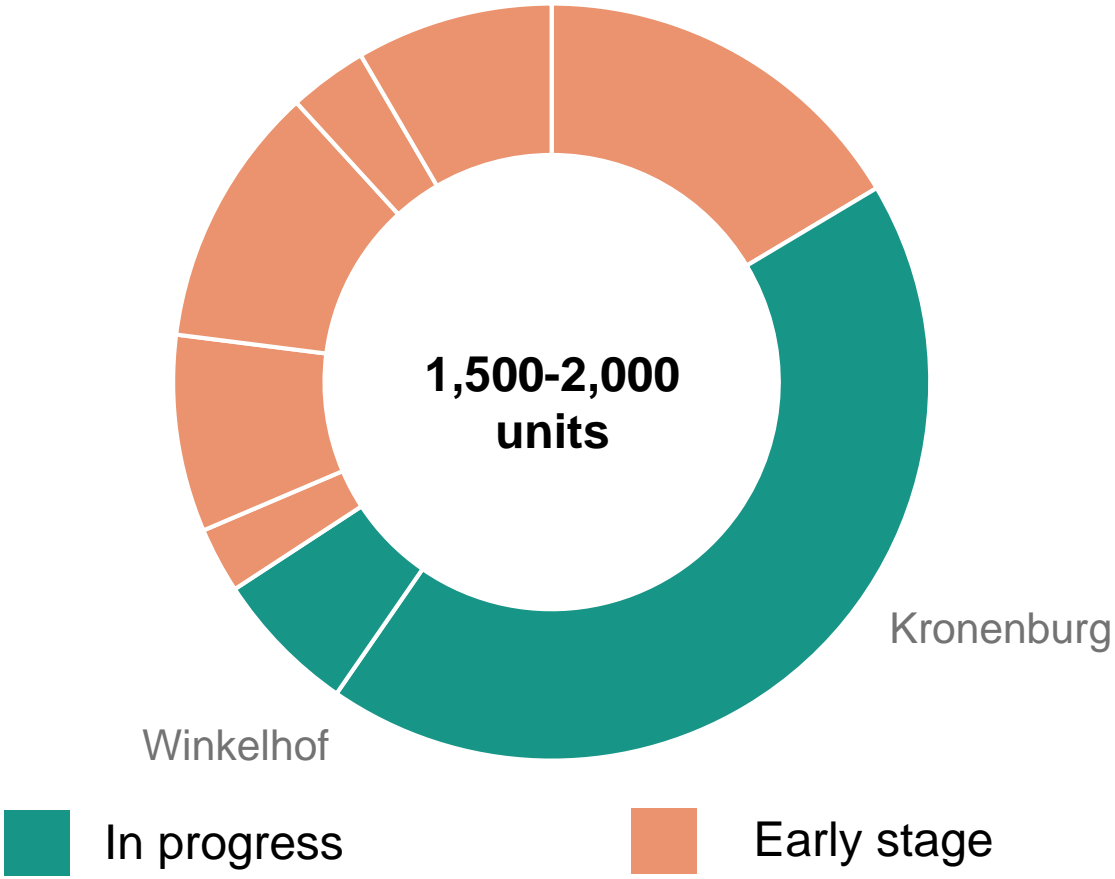


**Restore the balance
in retail**



**Unlock residential
profits**

Residential opportunity in our Dutch portfolio



Residential profit € 1.5-1.75/sh

Our portfolio in the Netherlands contains the opportunity to develop between 1,500 and 2,000 units on 8 locations. We expect +0.3% to +3.0% unlevered IRR impact on project level. We are active on this on several stages of obtaining zoning permits.

Kronenburg, Arnhem

~770 units in partnership with Amvest

Winkelhof, Leiderdorp

~100 units in partnership with developer

Kronenburg, Arnhem

First conceptual urban development plan

Deal structure

- Feasibility study successfully completed on adding approximately 500-700 residential units
- LOI between Amvest and Wereldhave for the sale of the development rights to Amvest

Financials

- Impact on unlevered IRR +1.0% to +6%
- Investment case turns into 'Buy/Invest', from 'Hold'

Indicative planning

- 2022-2024: phase 1
- 2022-2024: phase 2
- 2024-2026: phase 3
- 2024-2028: phase 4



This page serves for illustrative purposes. The plan is still subject to obtaining zoning and urban planning permissions, etc.; Picture: Theo Peeters Fotografie

Winkelhof, Leiderdorp

Residential development

Deal structure

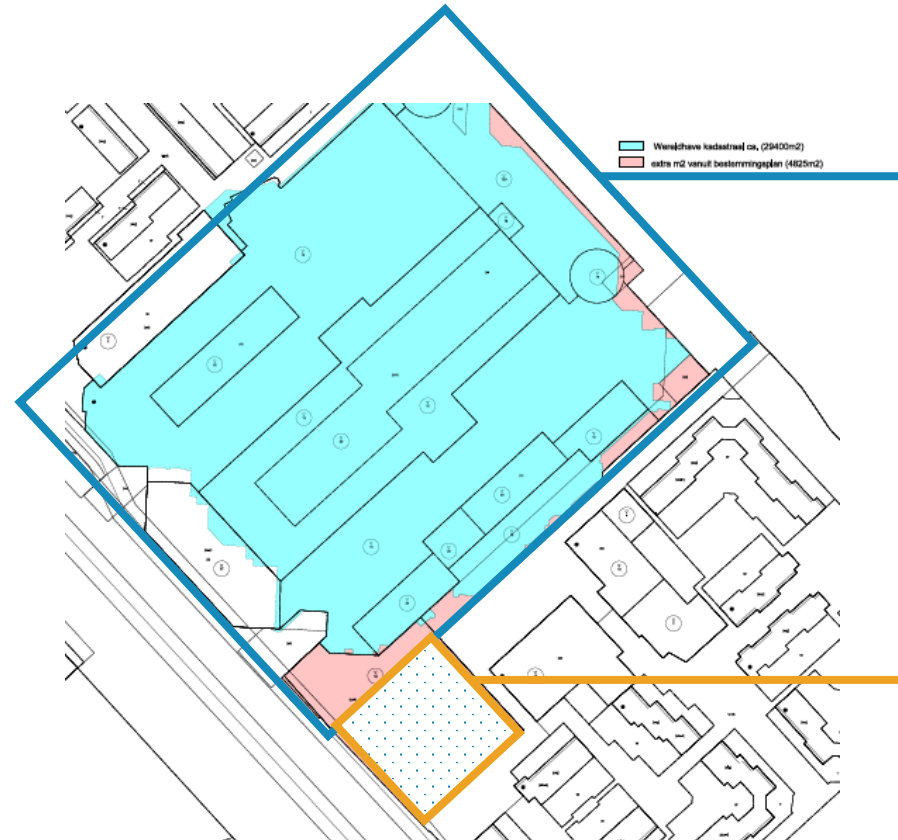
- LOI signed for the sale of a 3,358 m² plot of land and development rights for 5,000+ m² (70-110 units) to a private investor
- Additional earn-out possible

Financials

- Impact on unlevered IRR +0.5% to 6%
- Investment case turns into 'Buy/Invest' from 'Hold'

Initial planning

- 2020-2021: obtain planning permission
- 2021: start construction
- 2022: completion



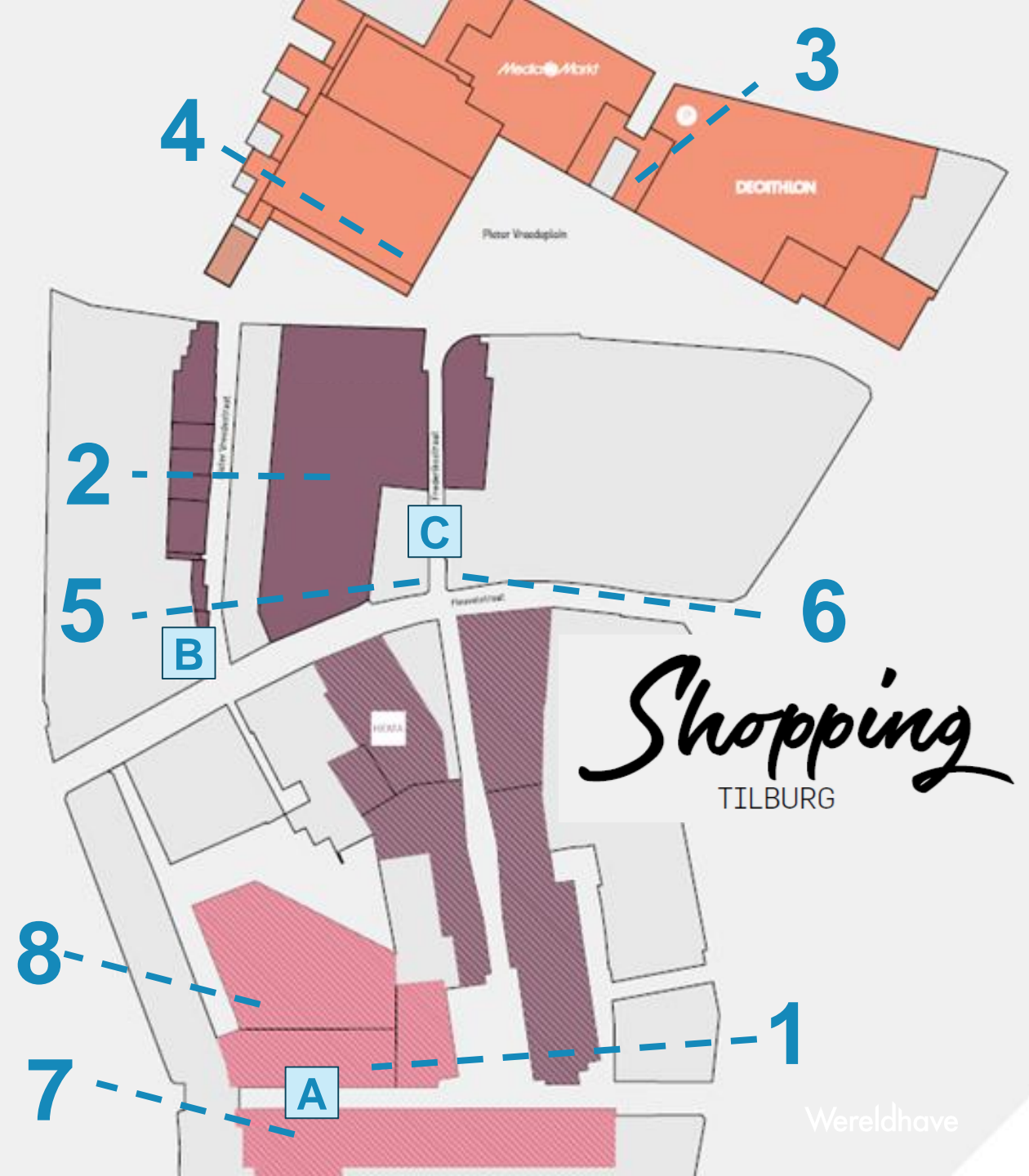
This page serves for illustrative purposes. The plan is still subject to obtaining zoning and urban planning permissions, etc.

Transforming the inner-city of Tilburg

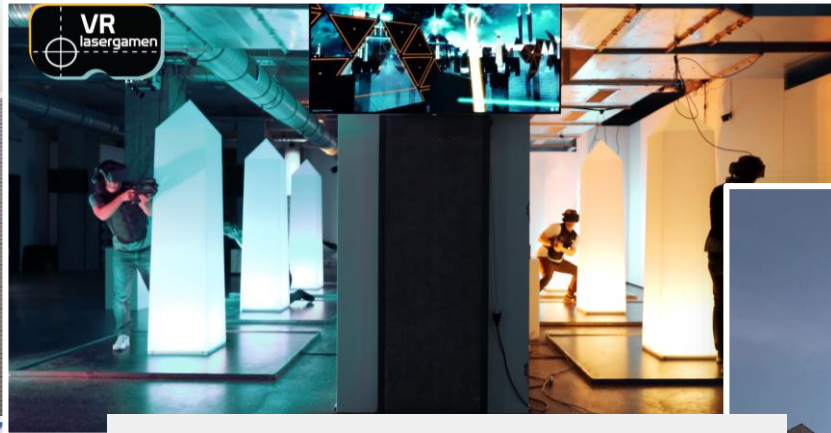
Shopping Tilburg is a major redevelopment in the heart of the city, linking key retail areas Pieter Vreedeplein and Emmapassage, while creating the new Frederikstraat. Shopping Tilburg is a joint effort between Wereldhave and the Municipality of Tilburg to creating an attractive, accessible and competitive city center.

1. Gianotten relocation (1,200 m²) - opened February 28, 2020
2. De KOOpmán (13,000 m²) - opened June 25, 2020 (former Hudson's Bay)
3. VR Room (pop-up) - opened June 1 2020
4. Prison Island (leisure & F&B) - opening August 1 2020
5. Dutch Home Made Macarons (food & F&B) - opening Autumn 2020
6. @Lulu's (food & F&B) – opening Autumn 2020
7. ANWB relocation (399 m²) - opening December 2020
8. C&A relocation (1,735 m²) - opening March 2021
9. BlowUp Media (interactive digital screens) – installation Q4 2020, 3 locations in Tilburg;

- A. Emmapassage
- B. Corner Heuvelstraat - Pieter Vreedestraat
- C. Frederikstraat



Transforming the inner-city of Tilburg

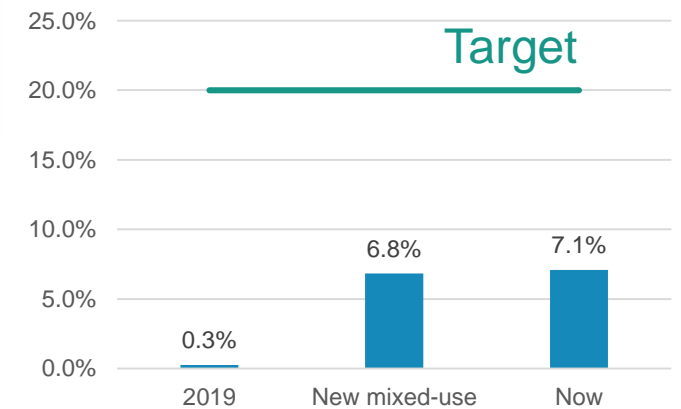


Shopping
TILBURG



+6.8%

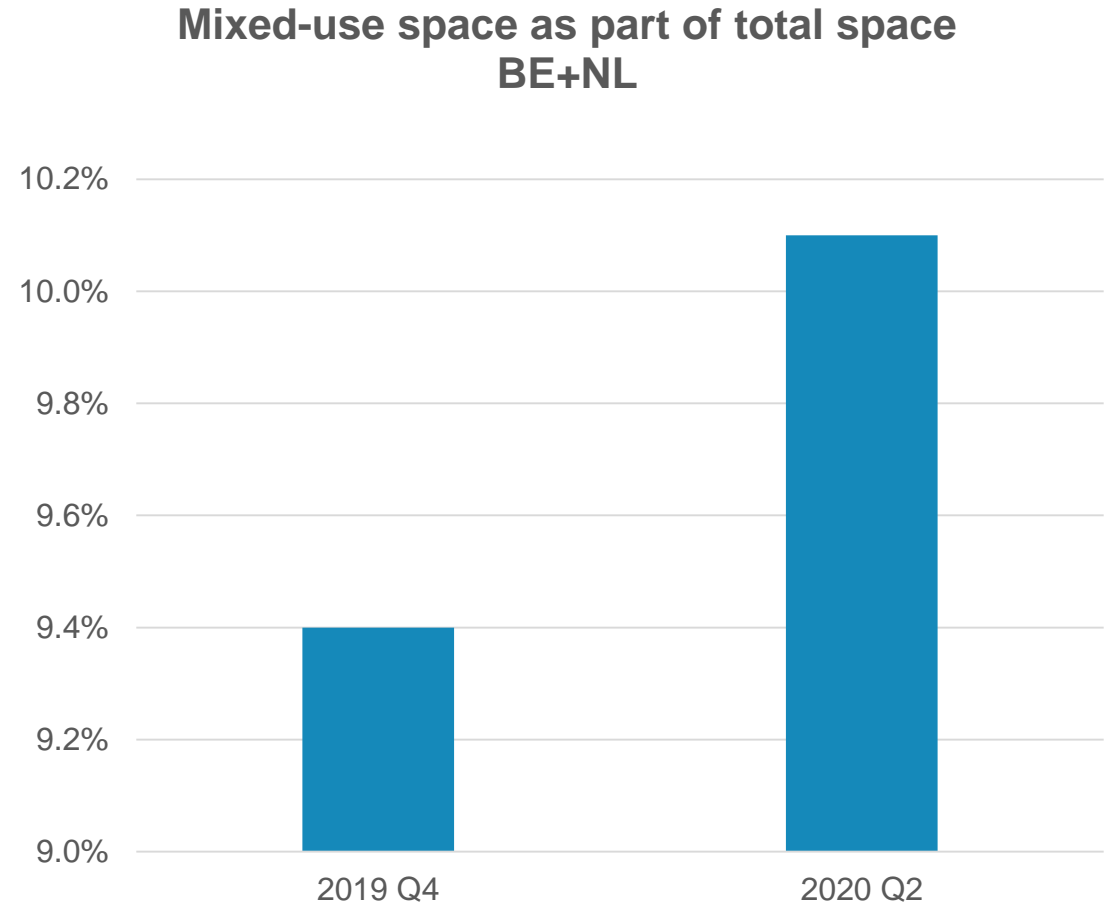
retail space transformed
into mixed-use¹⁾



¹⁾ At Pieter Vreedeplein, Tilburg

Retail transformations

- The 70bps increase in H1 in mixed-use comes fully from signing mixed-use tenants for former traditional retail space
- Kronenburg: transforming part of traditional retail into mixed-use and adding residential
 - Not yet reflected in mixed use percentage
- Larger Full Service Center transformation projects (redevelopments). Belle-Île (Liège) and Vier Meren (Hoofddorp) announced on 7 February, are now on hold due to liquidity preservation program





DÉCOUVREZ
VOTRE
NOUVEAU

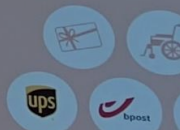
the point

The Point

Increasing service level, footfall and revenues

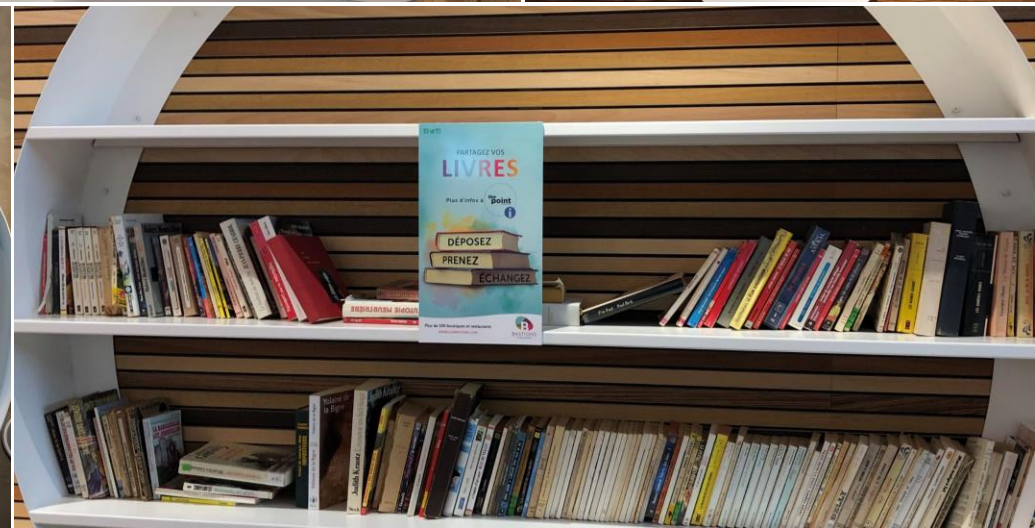
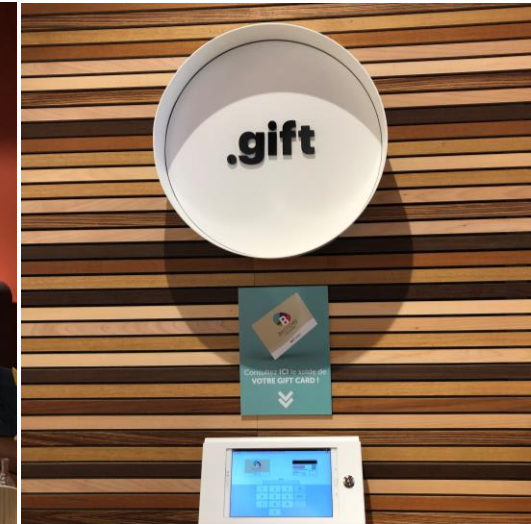
DÉCOUVREZ
VOTRE
NOUVEAU

the point



The Point: a physical service area

Next level at Belle-Île, first pilot in the Netherlands at Cityplaza during H2 2020



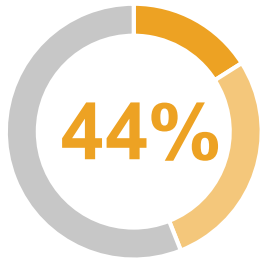


UpNext

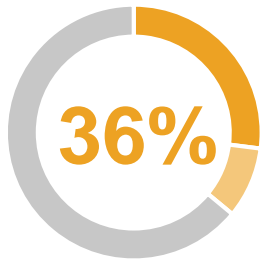
Full service PopUp retail

UpNext

Test case results



Possibly interested in adding a temporary store

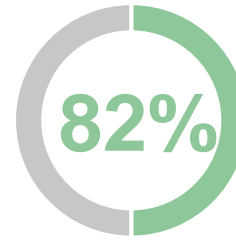


Possibly interested in temporary stores in other Wereldhave centers

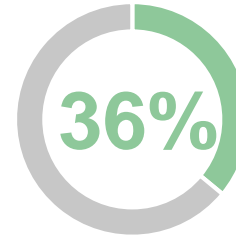


Willingness to share a store with other retailers (shop-in-shop)

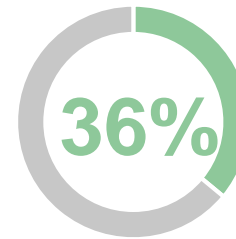
Desired services



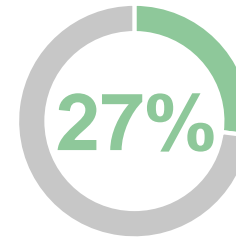
Fit-out



Changing rooms



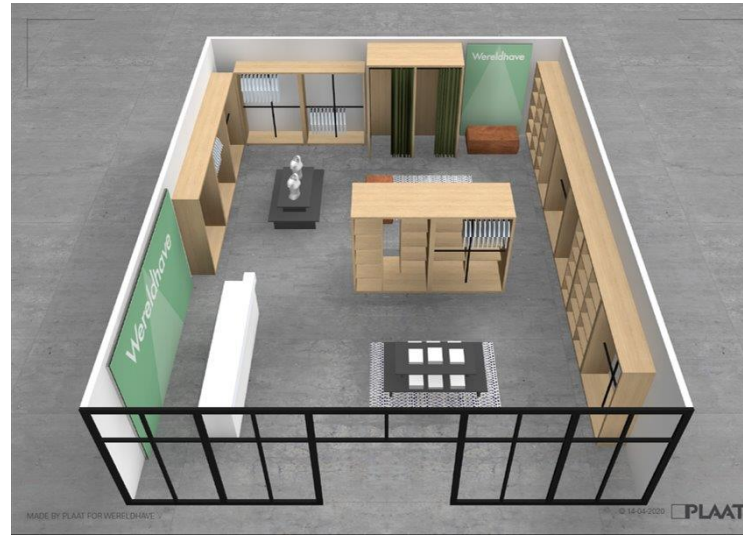
Staff



Marketing

UpNext

UpNext is a full service PopUp concept that enables retailers and brands to open up a temporary store in one of our centers, available in two service levels.



UpNext works with partners to provide services that includes everything necessary to run a temporary store easily:

- Store design
- Payment services
- Staff hiring
- Marketing campaigns

UpNext Shop

A temporary unit fitted out by the tenant

UpNext Premium

Fully fitted out, serviced and staffed

Connect

A digital village square and delivery service for a local fresh products

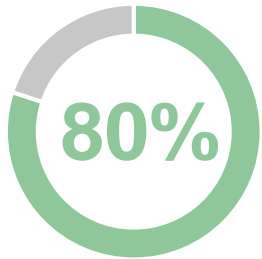
We provide a platform where local retailers can join forces for efficient and sustainable last-mile delivery and online pick-up points.

Customers are offered convenience for their everyday life by enabling them to organize it from their couch, workplace or on the road, 24/7



Connect: Test case results

Dorpsplein *Presikhaaf*



Of the consumers chose for products to be delivered at home

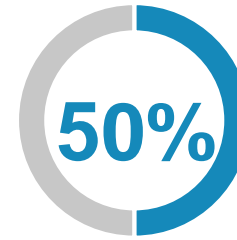


Ordered products per day

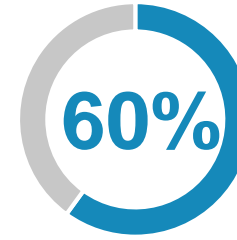


Average spent per order

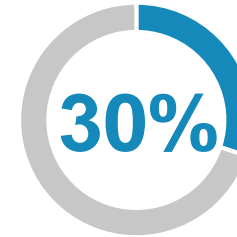
Survey amongst all retailers Wereldhave Netherlands



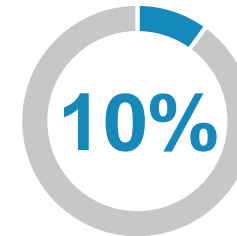
Of local entrepreneurs looking for such a service



Are fresh food retailers



Sells other products or services



Fashion




Two pilots to start in H2 2020



Presikhaaf
connect



Koningshoek
connect

A woman in a purple tank top is splashing water on her face outdoors. She has her eyes closed and a joyful expression. The background is a bright, sunny outdoor setting with trees and foliage. A large blue triangle is overlaid on the right side of the image.

Where we fulfil our everyday life needs should be a healthy place.

A place that is good for a better everyday life for our customers and the environment.

A better tomorrow

Corporate Social Responsibility programme

LifeCentral & Corporate Social Responsibility

Meeting the CSR needs of customers and investors



The rise of ethical consumers who shift towards sustainable products and services

Wereldhave actions:



- Optimal tenant mix with sustainable products and services
- Add green spaces and social events



Retailers adopting more sustainable business practices – cutting waste, phasing out single-use plastics, and switching to sustainable products



- 100% of new leases are green leases aiming for less carbon and waste



Investors accelerate the inclusion of ESG factors in investment decisions, engagement and voting



Three focus areas



BETTER FOOTPRINT



BETTER NATURE



BETTER LIVING

Better footprint

We want our centers to produce less waste and pollution – this forms the basis of healthy communities.



Ambition:

All surface within direct control of our organization to operate at net zero carbon by 2030, and a net zero value-chain by 2050

Example:

- 5,000+ new solar panels planned (15,500 installed): leading to net zero carbon and lower energy costs
- 10 centers under BREEAM (re)certification in 2020: proof of quality of buildings



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

Better nature

We can adapt to the climate crisis with solutions that also protect the local environment and biodiversity.



Ambition:

Increase the surface of green spaces to

- improve customer experience
- amplify ecological value and
- enhance climate resilience to extreme heat and flash flooding.

Example:

- Cityplaza: Upgraded 150 m² of green space together with municipality of Nieuwegein; next to 25,000 m² of existing green roofs in the portfolio
- Three sites surveyed by ecologist to create actions plans

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Delivering on our ambitions

Focus on	Target 2020-2022	Progress	Actions year-to-date
Phase out France ¹	Phase out France		Process initiated
Divestment program NL / BE	Dispose assets with book value of € 225 - € 275 Mn		WoensXL disposal finalized in March
Restructuring balance sheet	Lower LTV to 30-40% (vs. currently 47%)		Liquidity preservation programme initiated, Green Financing Framework
Create FSC concepts	FSC concepts, for e.g. entertainment, F&B and fashion, completed and implemented in converted assets		Up Next , VR Room pop-up lease Tilburg, The Point, Connect
Successful FSC conversions	Converted 4 assets to FSC according to our KPIs and started 6 additional asset transformations		Vier Meren and Belle-Ile projects on hold
Deliver digital tools	Launch at least 5 digital tools		Roll-out of Flow by Wereldhave, CRM & ERP systems
Right skill organization for future	Get Customer Experience and Digital Transformation teams fully running		Transformation team launched
Corporate social responsibility	Maintain GRESB 5 star rating and complete a net zero degrees roadmap for each transformation		Science Based Targets initiative, increased management alignment

1. 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

Final remarks

- **Outlook 2020 EPRA EPS** re-set at €1.70 to € 1.90
- **Liquidity preservation:** Secured until April 2021; 2021-2023 is progressing well
- **Targeted divestments:** Phasing-out France and disposals in the Netherlands (1 out of 5 assets sold)
- **Reflecting resilience** in Covid-19 environment
- **Transformation** of Dutch retail started
- **Two residential projects announced** - Unlocking potential of €1.50 to € 1.75 in NAV per share through the launch of a new residential strategy





Q&A

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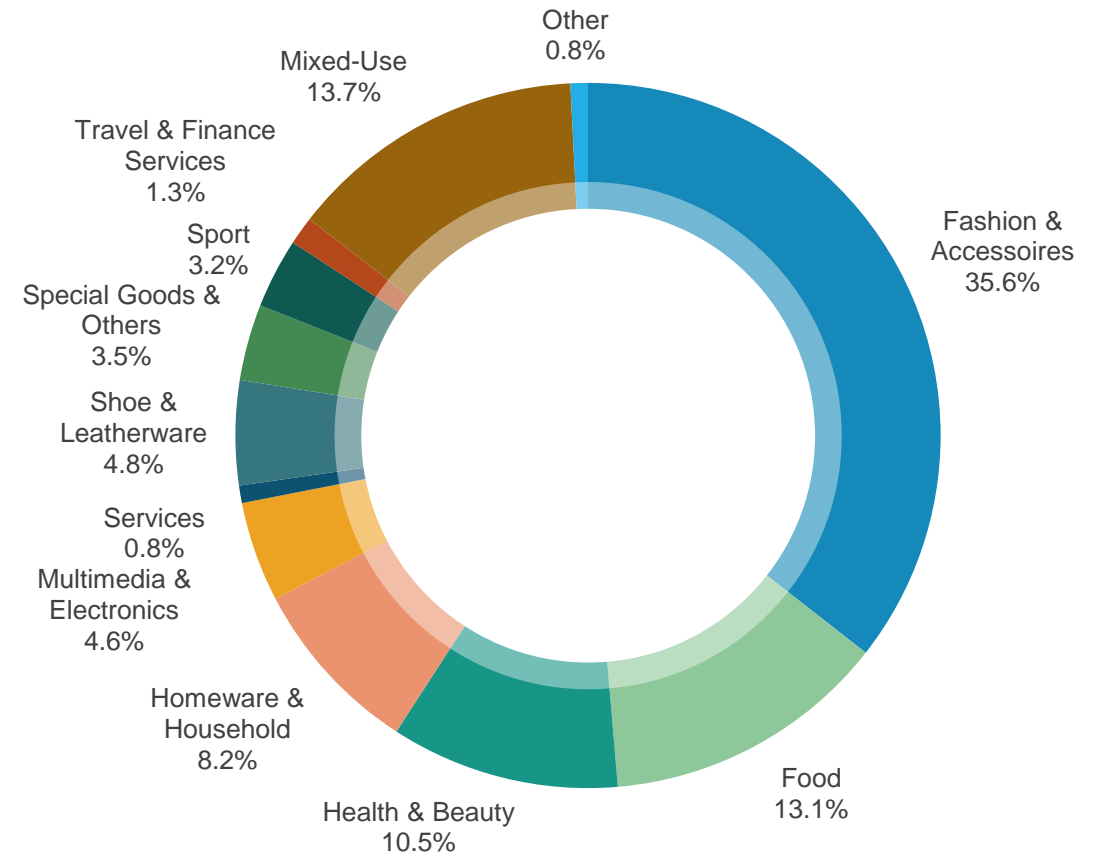


Tenant mix retail

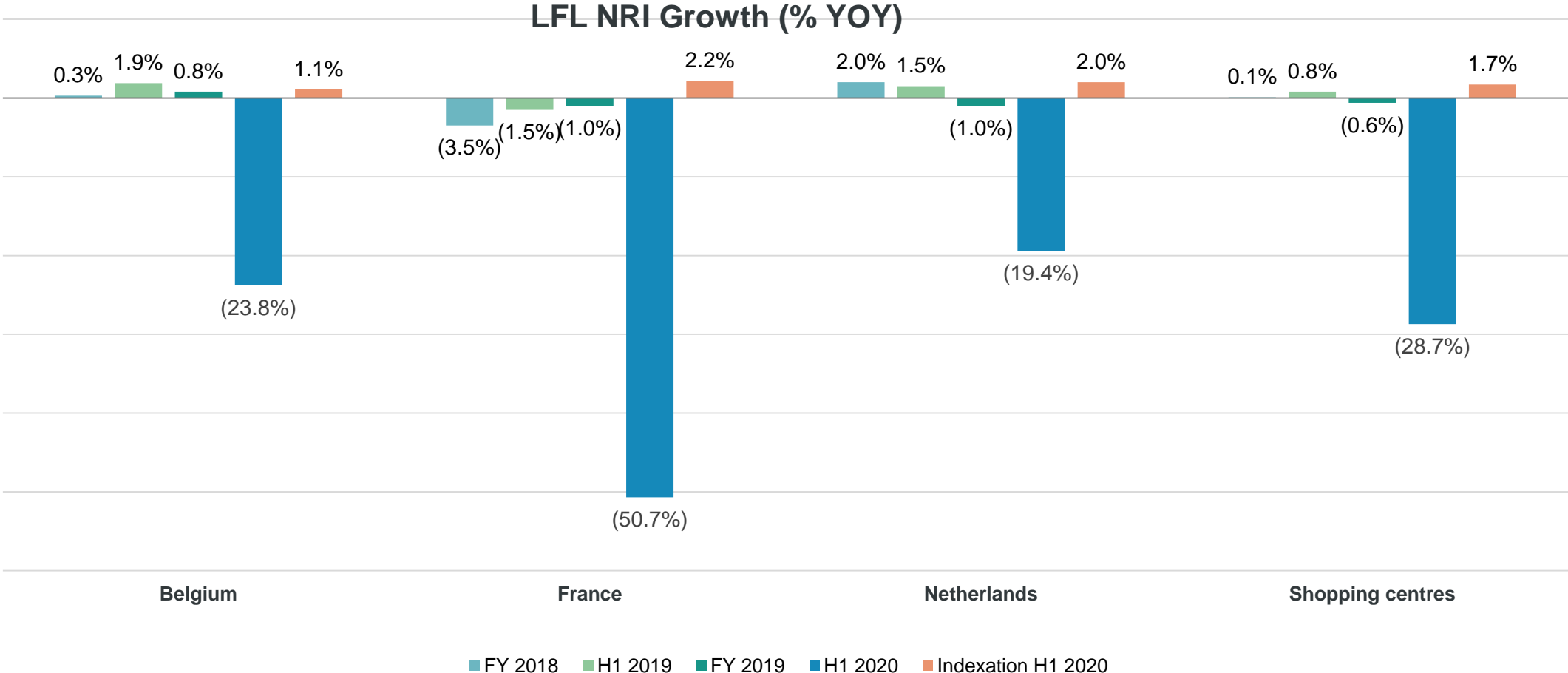
Top-10 tenants

Tenant	% of annualised rent
Ahold Delhaize	4.4 %
C&A	2.7 %
H&M Group	2.5 %
A.S. Watson Group	2.3 %
Mirage Retail Group (Blokker)	1.7 %
HEMA	1.6 %
Carrefour	1.5 %
Inditex	1.4 %
Ceconomy	1.4 %
Bestseller	1.2 %

Contract rent by category



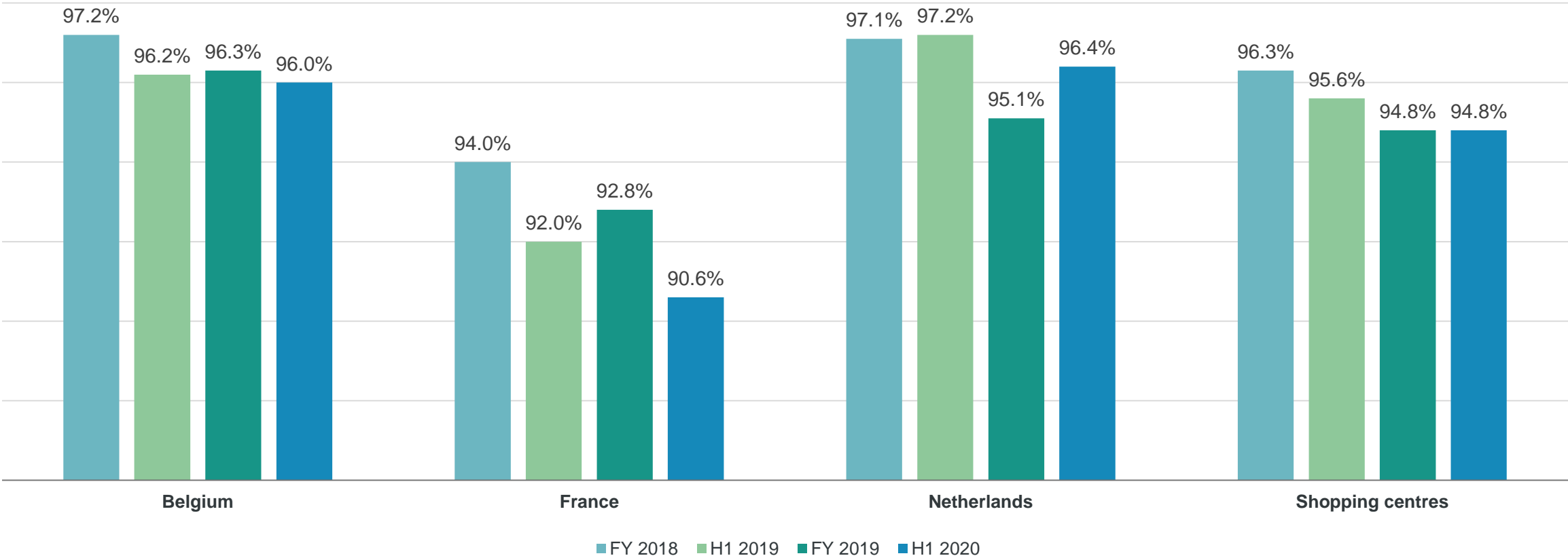
LFL NRI Growth



Stable across the board

Occupancy

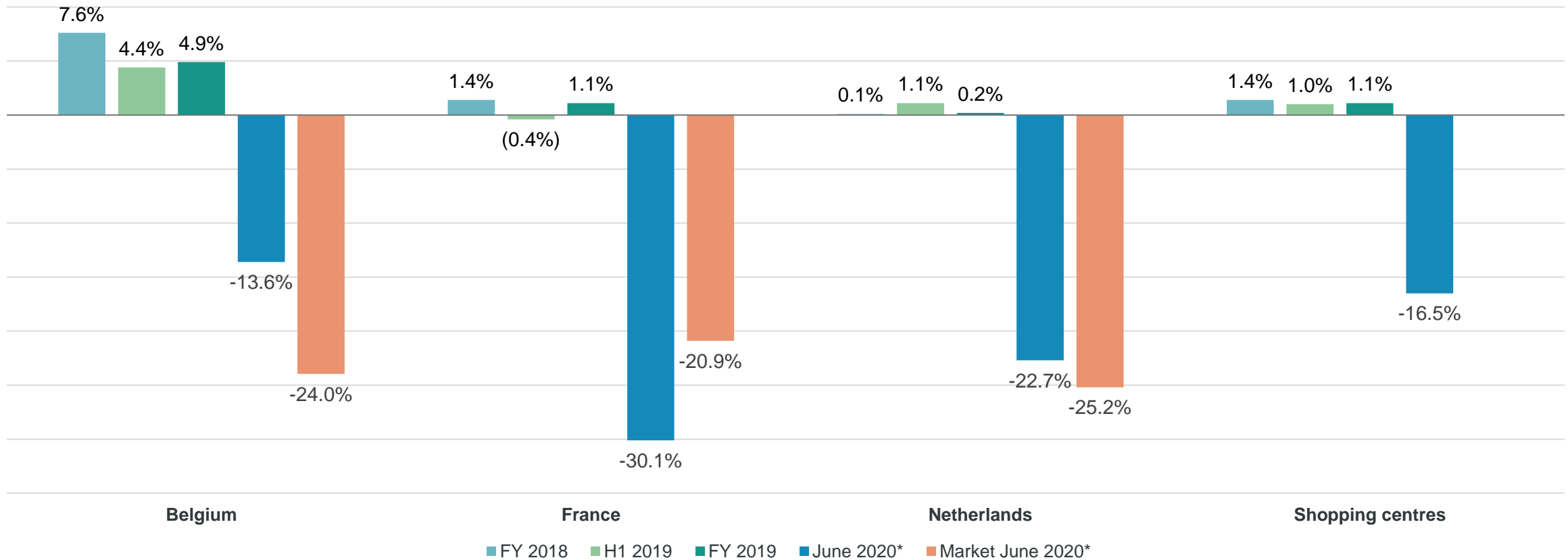
EPRA Occupancy Rate Shopping Centres



Footfall

Despite the negative impact of COVID-19, the Belgian and Dutch centres still outperformed their benchmark

12M Change in Visitors (%) ¹⁾

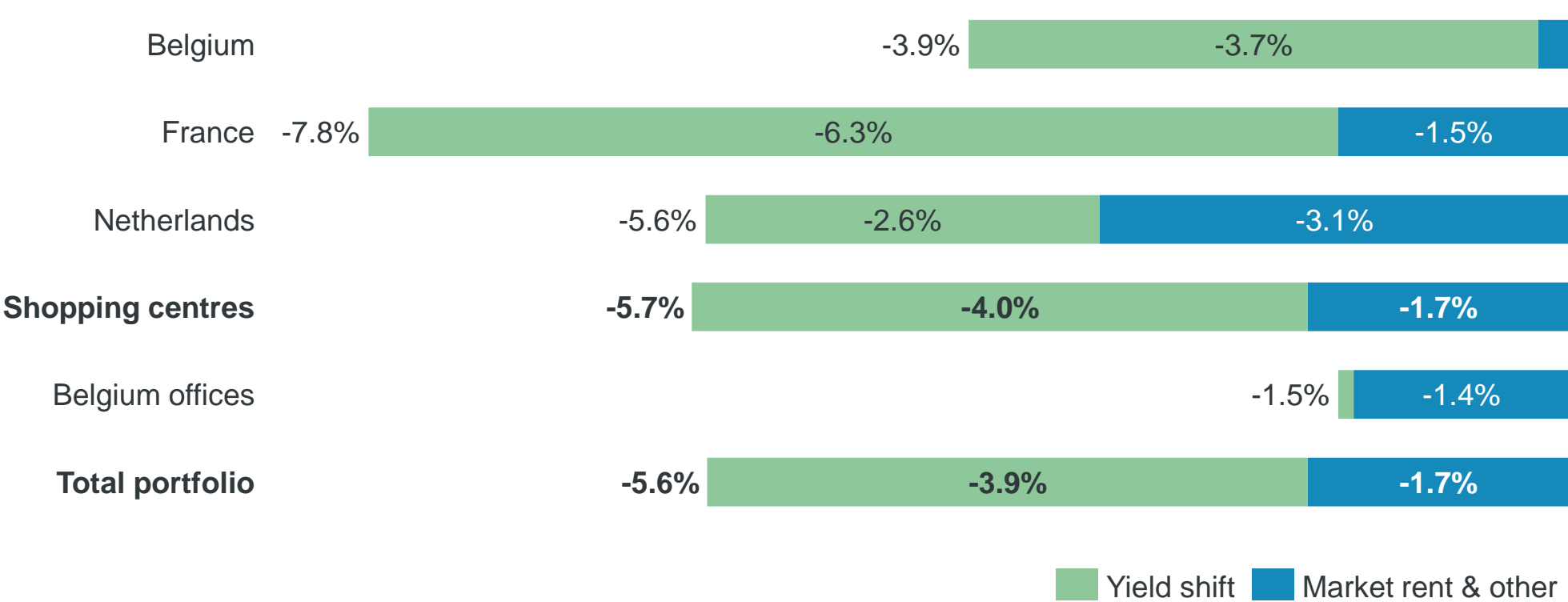


1) For 2020: June data for Belgium and France, Q2 data for the Netherlands, both Wereldhave data as well as benchmark data

Revaluation

Rents & Yield Shift

Breakdown of Valuation Result



Reconciliation of EPRA NRV H1 2020

