

A young woman with blonde hair and round glasses is smiling and holding a white plate with two pastries. She is in a cafe or bakery setting. The image is overlaid with a semi-transparent white triangle that contains the text.

# Results

FY 2022

9 February 2023

Wereldhave

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# Key Messages

- Total result increased to +€ 76m vs. a loss of € 213m in 2021
- Direct result 2022 at € 1.63 per share, well within guidance range of € 1.60-1.65
- Proposed dividend for 2022 at € 1.16 per share (+5.5%)
- Tenant sales above pre-Covid levels; leasing spreads positive for first time in six years
- Occupancy rate commercial centers at 96.8%, highest level since 2014
- Stable valuations, with higher yields offset by an increase in rents
- Three Full Service Centers delivered in 2022, on time, within budget and 98% leased
- Outlook 2023 Direct result per share € 1.65-1.75

# Highlights FY 2022

Strategy gaining traction: significant mixed use increase

Excluding disposals  
13% increase DRPS

	FY 2021	FY 2022	Change
Direct result per share (€)	1.88	1.63	(0.25)
Indirect result per share (€)	(7.52)	(0.20)	7.32
Total result per share (€)	(5.64)	1.43	7.07

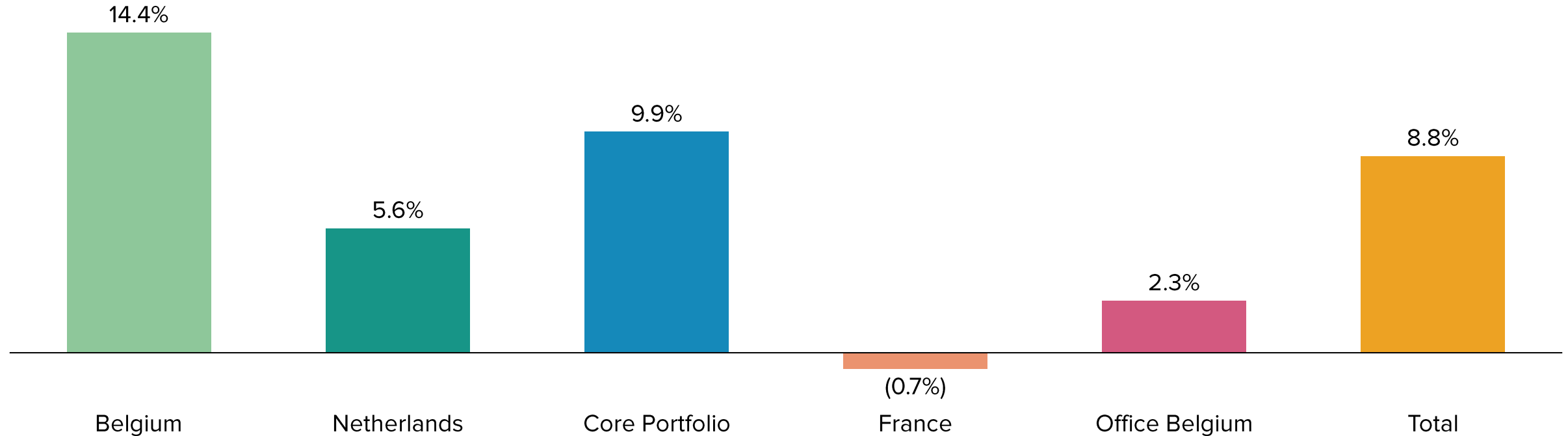
	FY 2021	FY 2022	Change
EPRA NTA per share (€)	21.54	21.73	0.19
Net LTV	41.0%	42.4%	+1.4pp
NPS (Benelux)	+25	+24	(1)
Proportion of mixed-use Benelux (in m <sup>2</sup> )	10.8%	13.2%	+2.4pp

# Highlights FY 2022

LFL NRI growth driven by higher indexation and lower doubtful debt costs

## Like-for-Like Net Rental Income Growth

FY 2022 vs. FY 2021; %



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# Operations FY 2022

Positive overall leasing spread and occupancy highest since 2014

Country	# of Contracts <sup>1)</sup>	Leasing Volume <sup>2)</sup>	MGR Uplift <sup>3)</sup>	vs ERV	Occupancy Rate
Belgium	73	11.6%	5.9%	15.4%	97.7%
Netherlands	177	21.3%	0.0%	4.4%	96.1%
<b>Core Portfolio</b>	<b>250</b>	<b>17.1%</b>	<b>2.1%</b>	<b>7.3%</b>	<b>96.8%</b>
France	15	10.3%	(0.7%)	2.9%	97.1%
<b>Total</b>	<b>265</b>	<b>16.6%</b>	<b>2.1%</b>	<b>7.1%</b>	<b>96.8%</b>

# Continued strong FSC performance

Three assets only very recently completed as FSC

KPI	Full Service Center	In Transformation	Shopping Center
# Assets	5	6	6
Mixed Use Percentage	16%	16%	9%
MGR Uplift <sup>1)</sup>	+1.2%	(4.3%)	+1.6%
MGR vs. ERV	+2.7%	+11.6%	+8.1%
Tenant Sales vs. 2019	+7.4%	+6.2%	+9.0%
NPS	+18	+23	+19
Direct Result	5.6%	5.9%	6.3%
Valuation Result	0.8%	(0.3%)	(1.4%)
Total Property Return <sup>2)</sup>	6.4%	5.6%	4.9%

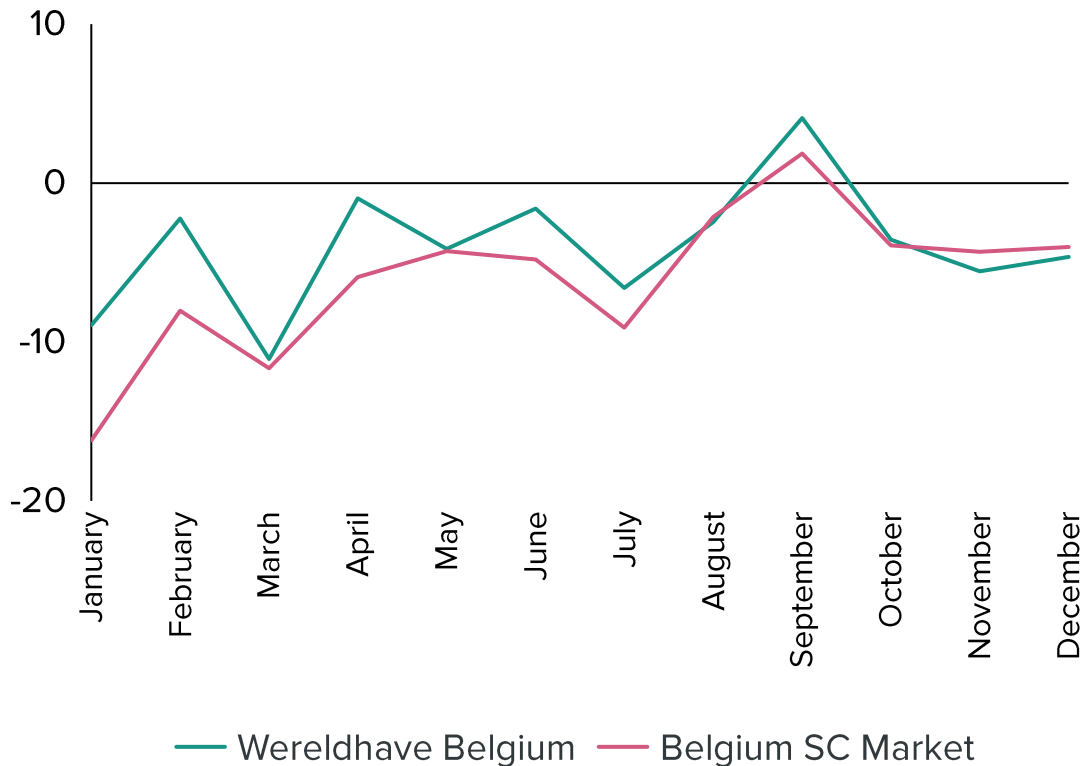
8 <sup>1)</sup> On top of indexation  
<sup>2)</sup> According to MSCI definition



# Footfall outperforming in our core markets

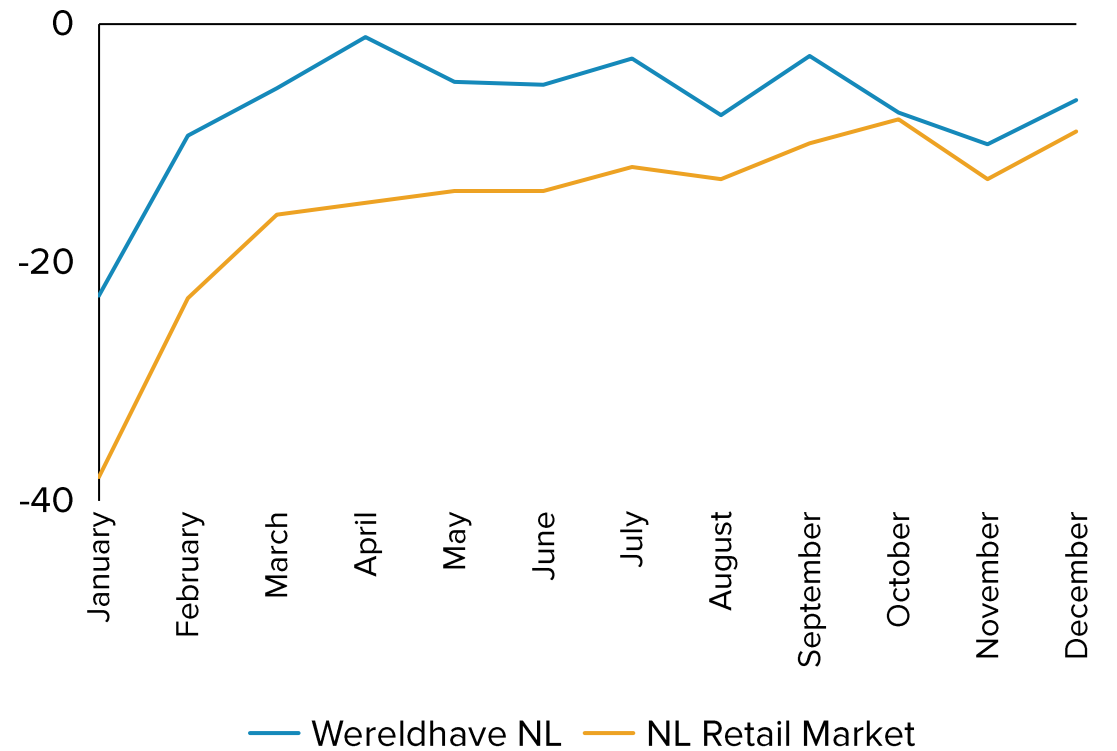
Footfall growth vs. same period 2019: Belgium

FY 2022; %



Footfall growth vs. same period 2019: Netherlands

FY 2022; %

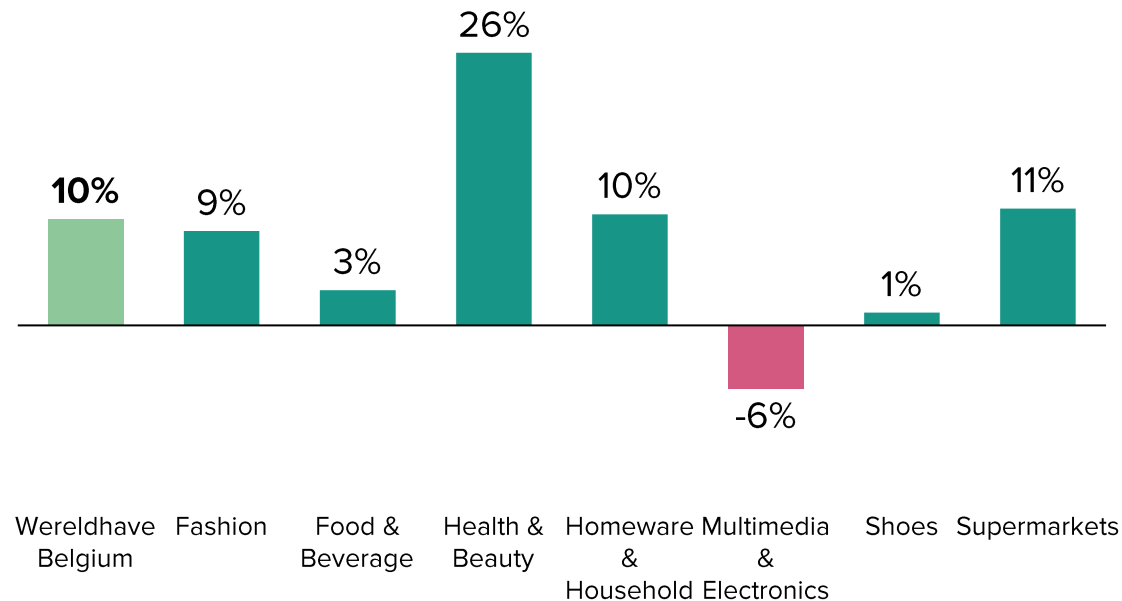


# Tenant Sales

6% increase in tenant sales versus 2019<sup>1)</sup>

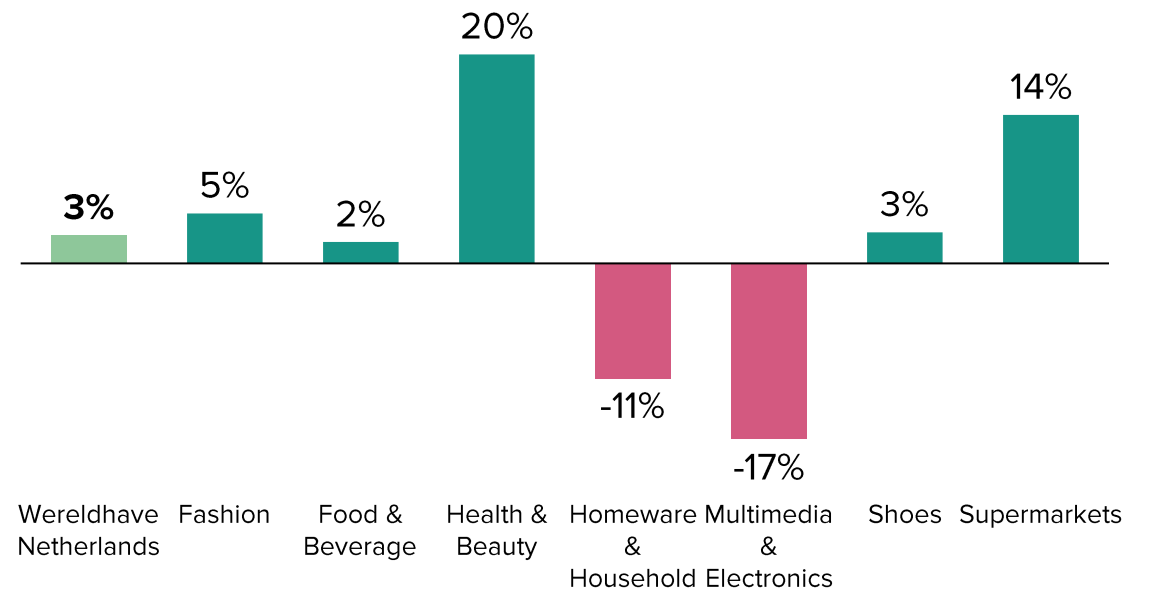
## Tenant sales 2022 vs. 2019: Belgium<sup>2)</sup>

FY 2019 & FY 2022; %



## Tenant sales 2022 vs. 2019: Netherlands<sup>3)</sup>

FY 2019 & FY 2022; %



1) Rent based weighted average Wereldhave Belgium and Wereldhave Netherlands

2) Belgium tenant sales numbers based on 69% of rental value (sales data received at time of publication)

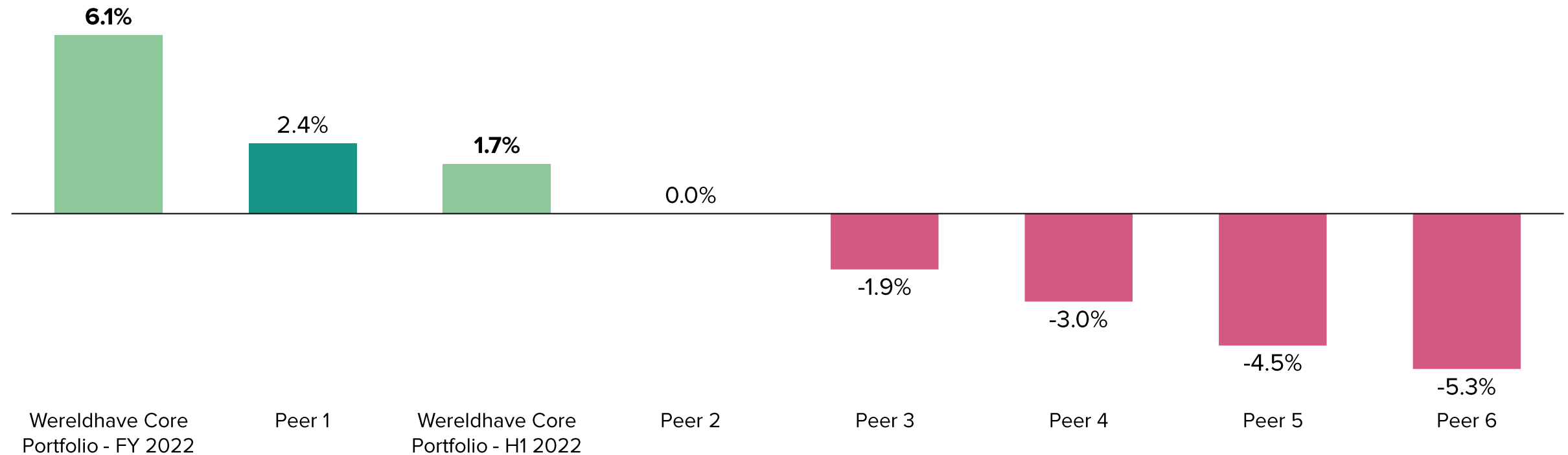
3) Netherlands tenant sales numbers based on 55% of rental value (sales data received at time of publication)

Source: Tenant sales data; Wereldhave

# Wereldhave tenant sales vs. 2019 on upper hand of peer range

## Tenant sales 2022 vs. 2019

FY 2019 & FY 2022<sup>1)</sup>; %

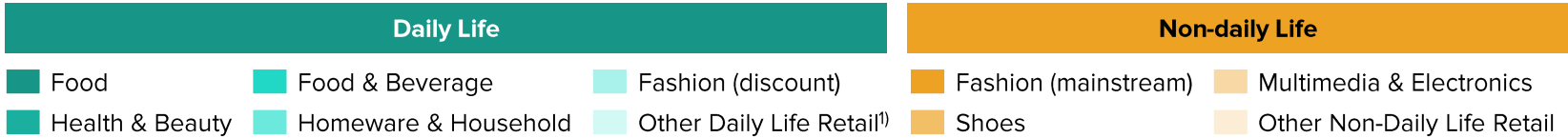
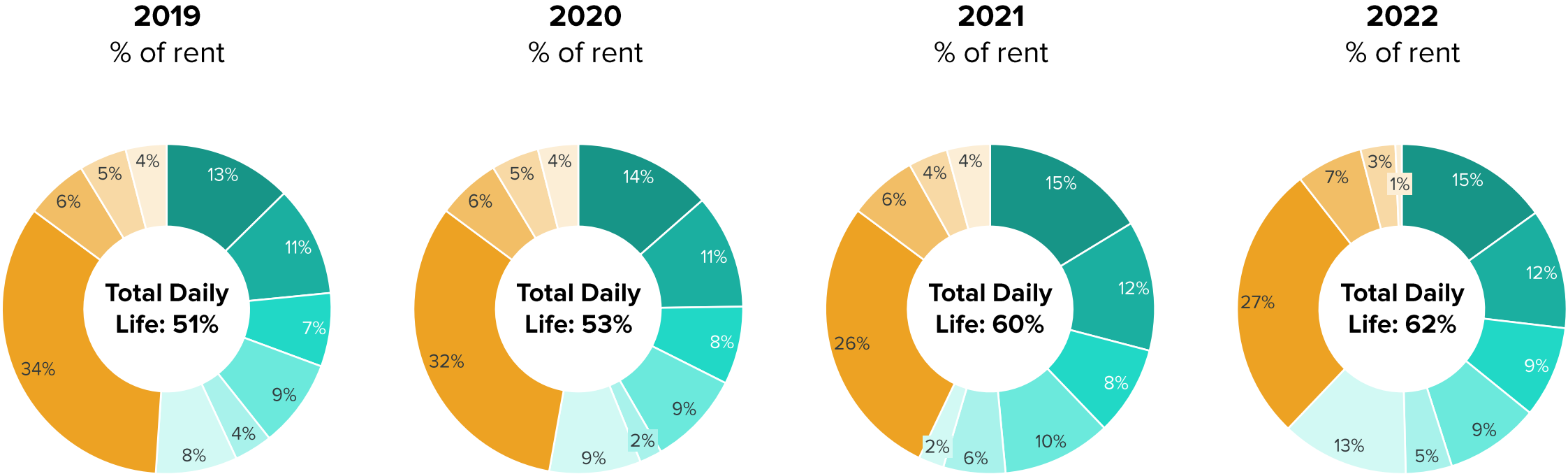


<sup>1)</sup> Peers are H1 2022 data

Peers: Carmilla, Citycon, ECP, Klepierre, Mercialis, URW

Source: Company presentations

# LifeCentral Strategy makes WH more resilient in an uncertain macro environment



12 <sup>1)</sup> Includes amongst others Sport, Fitness, Personal Care, Services, Healthcare, Leisure, Serving the community



# Benelux update

## Belgium

- 73 retail deals signed, 15.4% above ERV and 5.9% above previous rent on average. For example:
  - Les Bastions: Kiabi and Hawaiian Poké Bowl
  - Nivelles: Delhaize, Zeeman, TAO Kids and ICI Paris XL
  - Genk Shopping 1: C&A, Jack & Jones, Paradisier, Chick & Cheez and Kruidvat
- 16 deals in Offices (5.9% above ERV and 3.8% below previous rent) with a.o. Escher Cloud, Ikanbi and Robert Half
- Footfall increased 13% vs. 2021
- EPRA Occupancy shopping centers increased from 97.2% end of 2021 to 97.7% end of 2022



## Netherlands

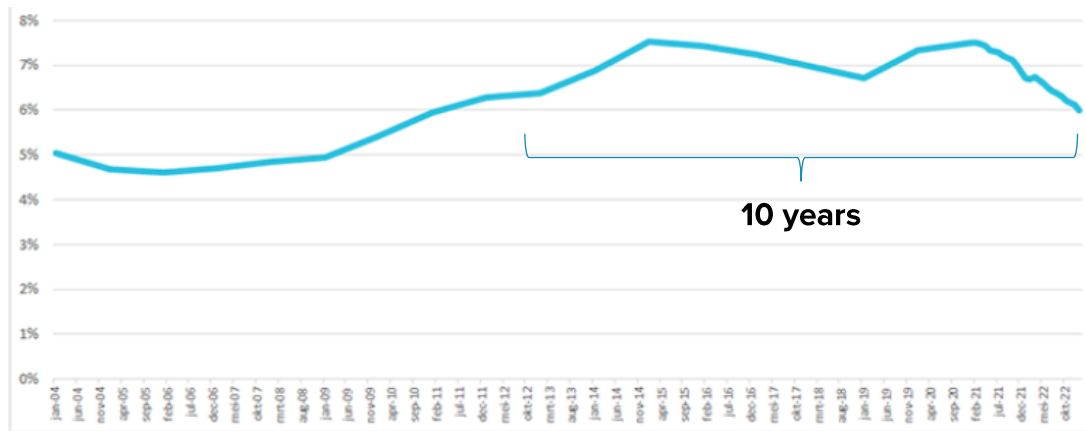
- 177 leasing deals signed, 4.4% above ERV and at previous rent on average. For example:
  - Large package deal with Only (Cityplaza, Eggert, Emmapassage, Koperwiek, Kronenburg, Middenwaard and Vier Meren)
  - Emmapassage: New Yorker, Sketchers, Guts & Gusto and America today, lifting pre-let to 100%.
  - Vier Meren: Coffeecompany, Van Haren and SNIPES
- Footfall increased 18% vs. 2021
- EPRA Occupancy increased from 95.7% end of 2021 to 96.1% end of 2022



# Physical retail market performs well, but pressure on online

## Physical Retail market turned more positive

- Retail vacancy in The Netherlands at lowest point in ten years<sup>1)</sup>:



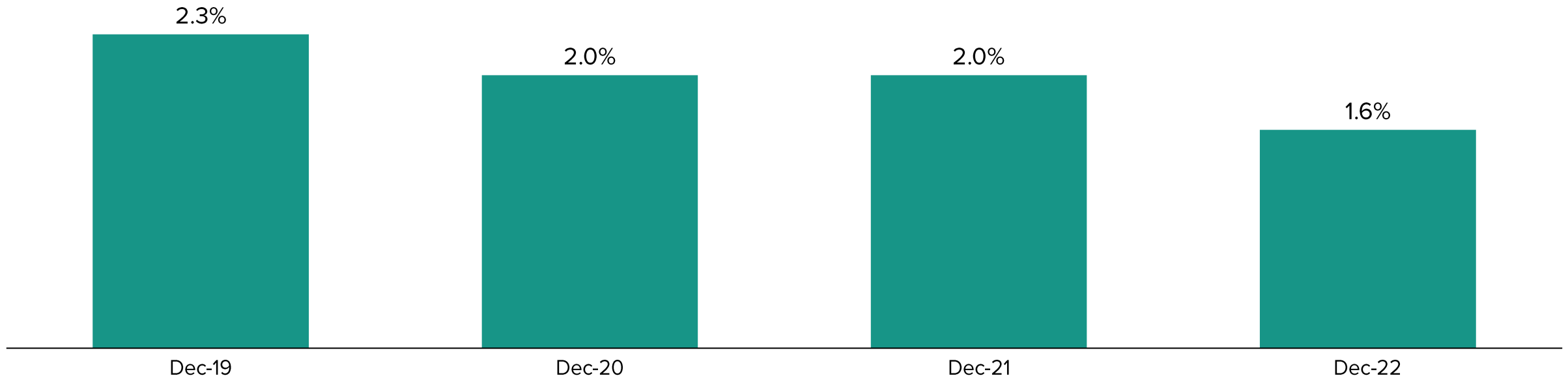
## Online Retail market is facing challenges

- 2022 Online sales Dutch retail down by 7.6% vs. 2021
- Starting to charge for delivery of parcels and returns, e.g. Zara with only free returns if returned in store
- Introducing minimum order sizes, e.g. Zalando
- Cutting costs by reducing marketing expenses and cutting jobs, e.g. Bol.com

# Short-term lease exposure decreased due to LifeCentral

## Short Term Leases at Wereldhave

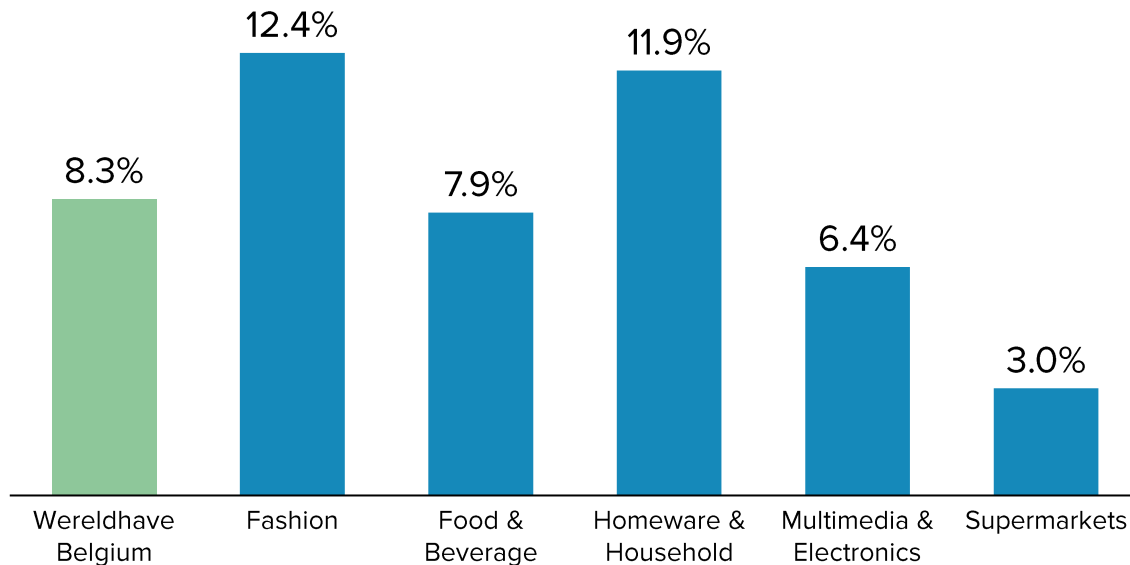
2019-2022; as a %-point of EPRA Occupancy; Shopping Centers only



# LifeCentral improved tenant business by resetting rent levels and increasing tenant sales

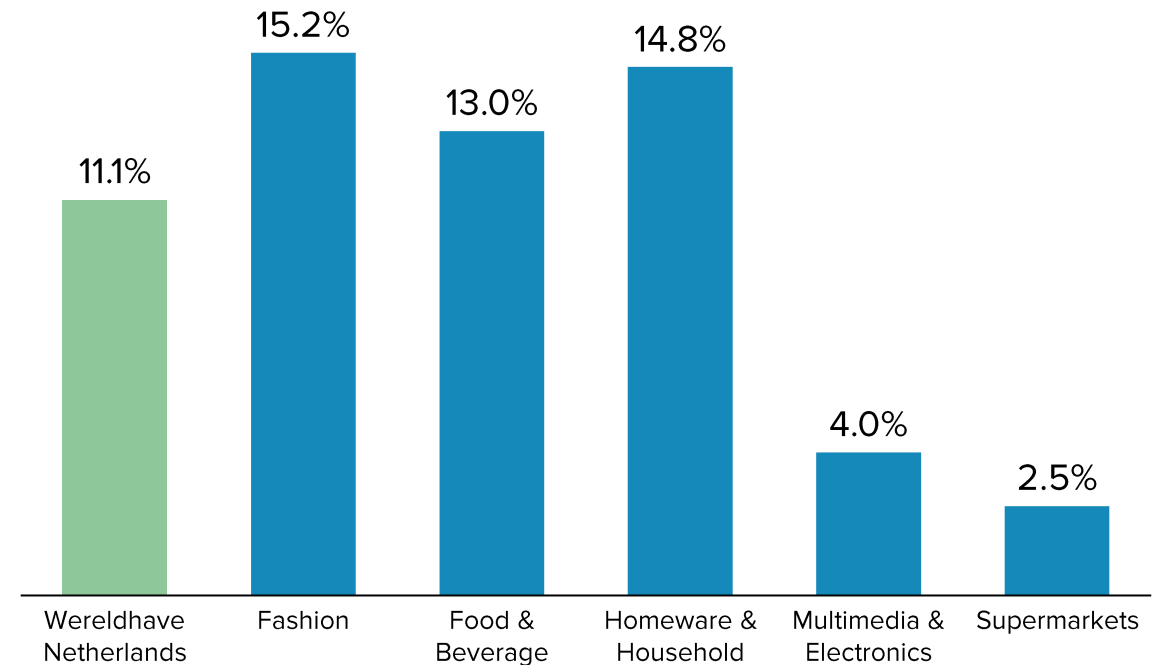
## OCR Wereldhave Belgium<sup>1)</sup>

FY 2022; %



## OCR Wereldhave NL<sup>2)</sup>

FY 2022; %



1) Belgium OCRs calculated with tenant sales numbers based on 69% of rental value (sales data received at time of publication)

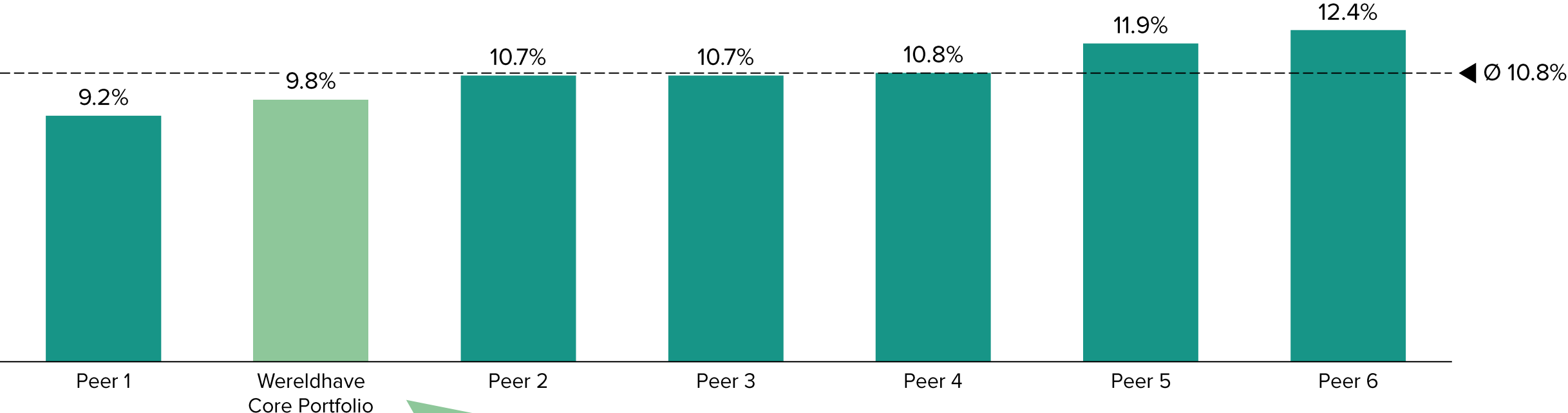
2) Netherlands OCRs calculated with tenant sales numbers based on 55% of rental value (sales data received at time of publication)

Source: Tenant turnover data, Wereldhave



# Due to LifeCentral Wereldhave second OCR amongst peers

OCR  
FY 2022<sup>1)</sup>; %

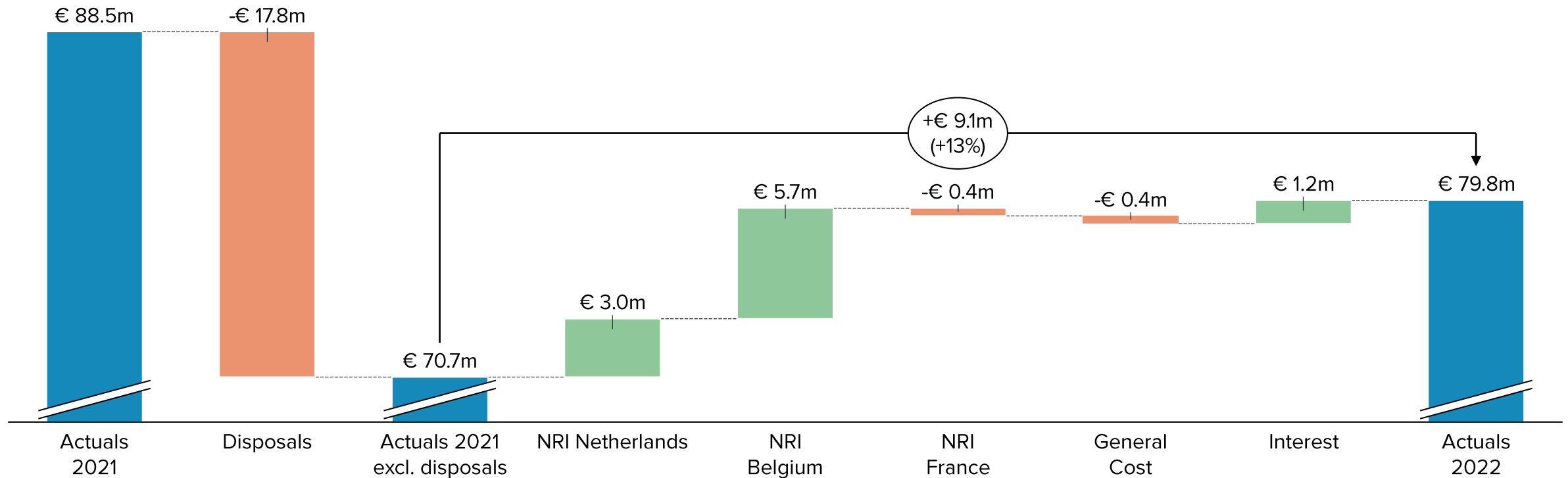


Post FSC transformations we expect WH OCR to be c9%

1) Peers are H1 2022 data  
Peers: Carmilla, Citycon, ECP, Klepierre, Mercialis, URW  
Source: Company presentations, Wereldhave

# Direct result

## 13% increase in Direct Result excluding disposals

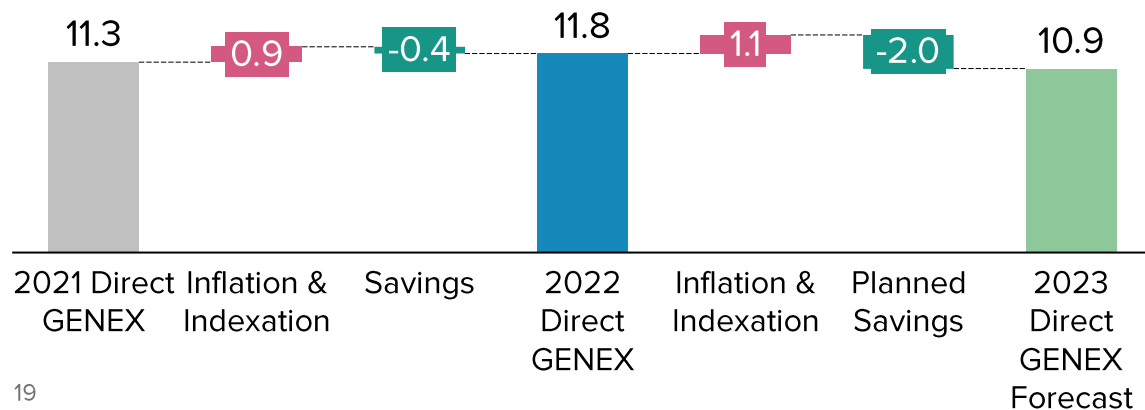




## Next cost savings plan leads to decrease in Direct GENEX as of 2023

### Direct GENEX

€ m



### Cost Reduction Efforts

### Status

Changing Headquarters

Starting Q3 2023

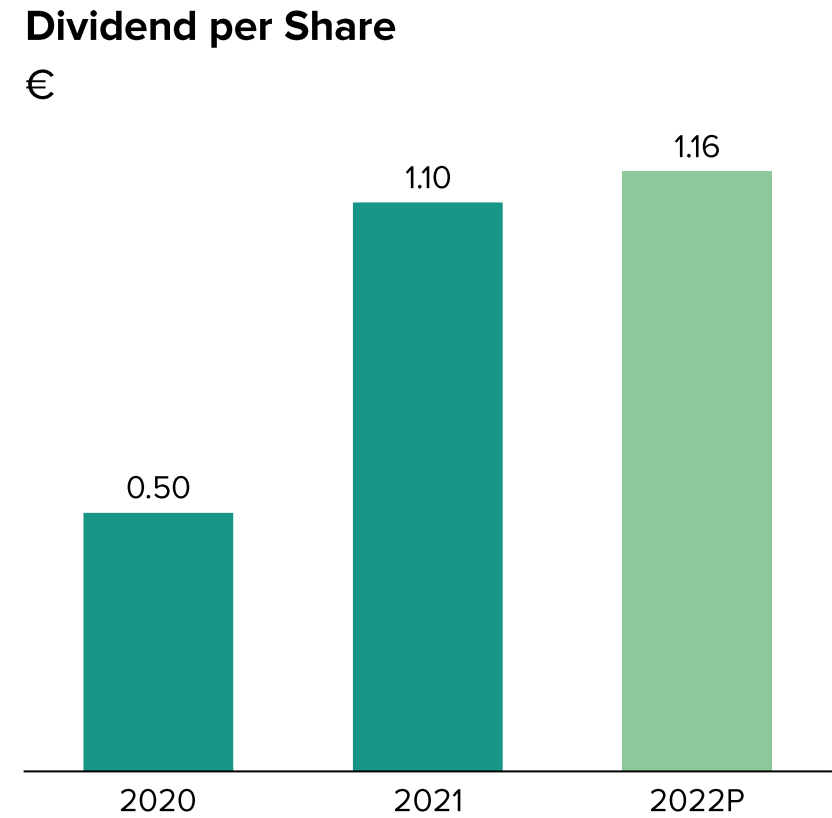
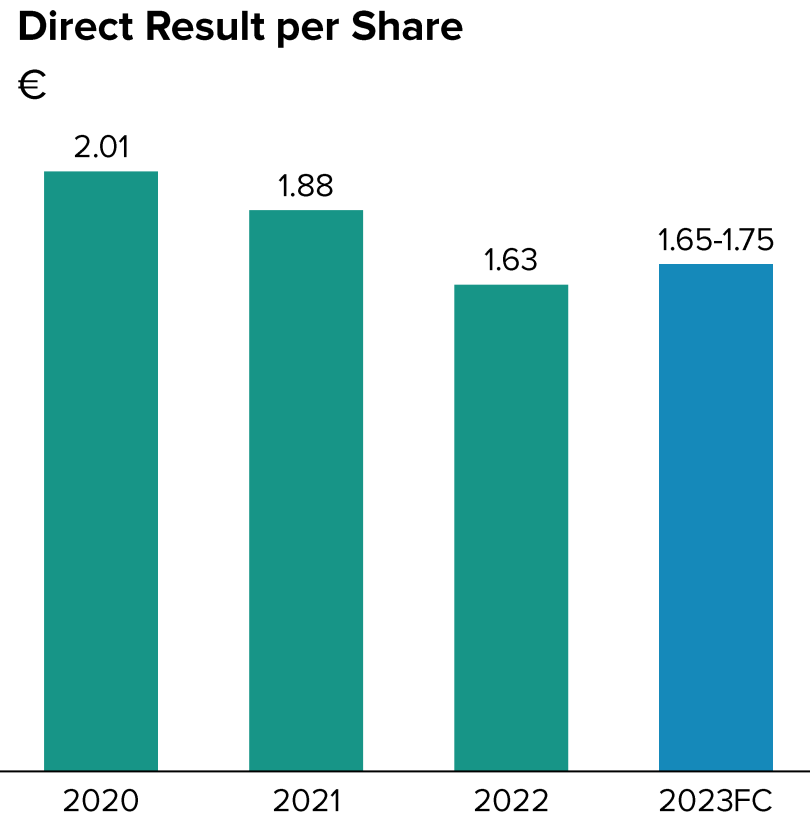
Aligning staff with smaller asset base

Continuing to strive for optimal efficiency

LifeCentral phase 2 (growth phase) should result in lower cost ratio by realizing operational synergies

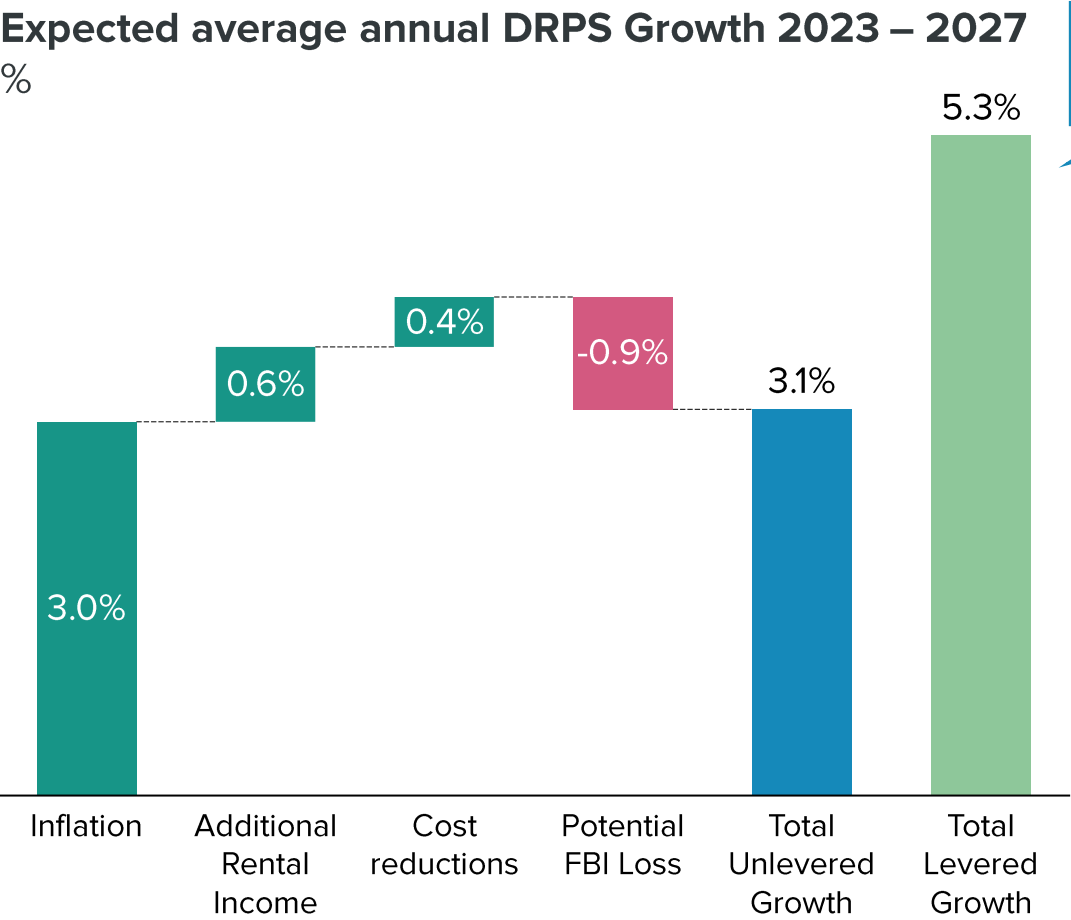
Exploring phase 2 of LifeCentral

# 2022 DRPS € 1.63 and outlook 2023 DRPS at € 1.65 – 1.75



# DRPS Growth 2023 – 2027 Explained

Expected average annual DRPS Growth 2023 – 2027 %



2023-2027  
CAGR = 4.0%

- The 2023 – 2027 growth comes from multiple drivers
  - Leasing contracts indexed annually with inflation, we use 3.0% in our forecasts
  - Additional rental income mainly driven by the expectation that completed Full Service Centers are expected to generate higher rental growth than traditional shopping centers
  - Cost reduction program will continue in 2023 and 2024
- The potential loss of the FBI status will have a potential negative impact on the 2025 DRPS
- Potential income from new business models, which were not allowed under FBI status, not included (e.g. managing for third parties)
- Potential additional growth drivers like acquisitions, potential extensions and residential developments are not yet included

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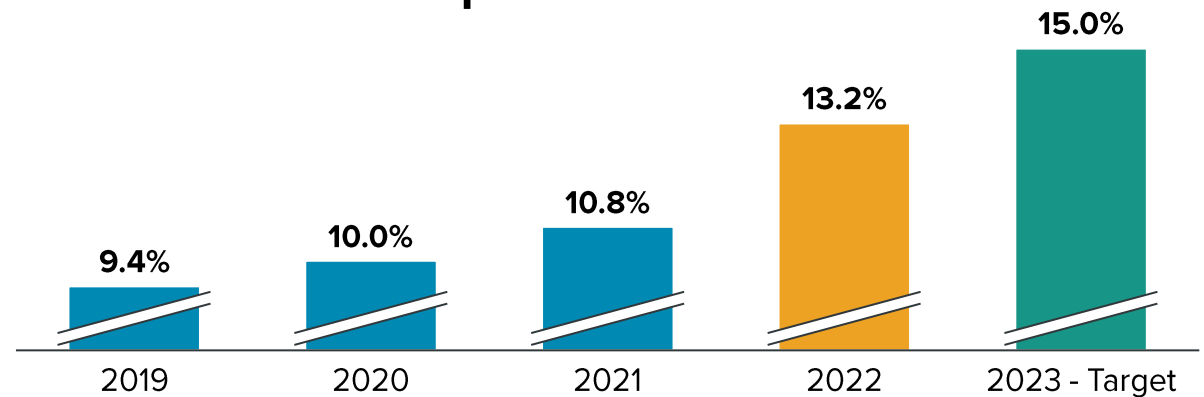




# LifeCentral progress 2022

- Delivered three additional FSCs: In The Netherlands Sterrenburg in Dordrecht and City-Center Tilburg and in Belgium Ring Kortrijk in Courtrai
- All three FSCs delivered, of which Kortrijk and Tilburg 100% let and Sterrenburg 96%
- Six ongoing transformations, of which four will be delivered in 2023
- Mixed use share in continuing portfolio increasing steadily
- LifeCentral CAPEX program aligned with current market circumstances

## Mixed Use Development 2019-2023



# FSC Transformation Ring Kortrijk

*Full refurbishment of exterior, creation of an exterior F&B and events area and opening of the center towards the outside*

- Development works started Q2 2021 and have been completed Q4 2022
- Main items:
  - Full refurbishment of exterior facades
  - Creation of exterior F&B and events area, incl. multiple terraces
  - Creation of new KFC unit, incl. drive-in
  - Creation of new openings in the facades
- Next steps:
  - Interior renovation
  - Roof renovation, incl. installation of solar panels





# FSC Transformation Sterrenburg, Dordrecht

*A convenience-focused Full Service Center that perfectly fits the characteristics of the catchment area*

- Construction works finished Q4 2022
- Key items:
  - Extension traditional Jumbo supermarket (2,200 m<sup>2</sup>) to a Jumbo Foodmarket (4,500 m<sup>2</sup>) - opened February 2022, performing above expectation
  - New units for e.g. Lidl, Kruidvat, Shoeby, Nelson
  - New mixed use tenants e.g. F&B and Basic Fit
  - 200 additional Parking places
  - Fresh food cluster (7 tenants) according to every.deli concept
  - CO2 reduction -30% (target 2030) by roof insulation, connection central district heating system and solar panels
  - Exterior and interior refurbishment
- Results so far:
  - Final transformation costs € 1.3m lower than budgeted
  - Footfall: +20.8% vs. 2021 and +2.2% vs. 2019
  - NPS: Increased from +8 in 2018 to +13 in 2022 (further improvement expected in 2023)
  - Mixed use percentage increased with 8%-points



# FSC Transformation City-Center Tilburg

*Becoming 'The shopping destination' of the complete area with an optimal combination of retail, a broad variety of F&B, leisure and multiple services*

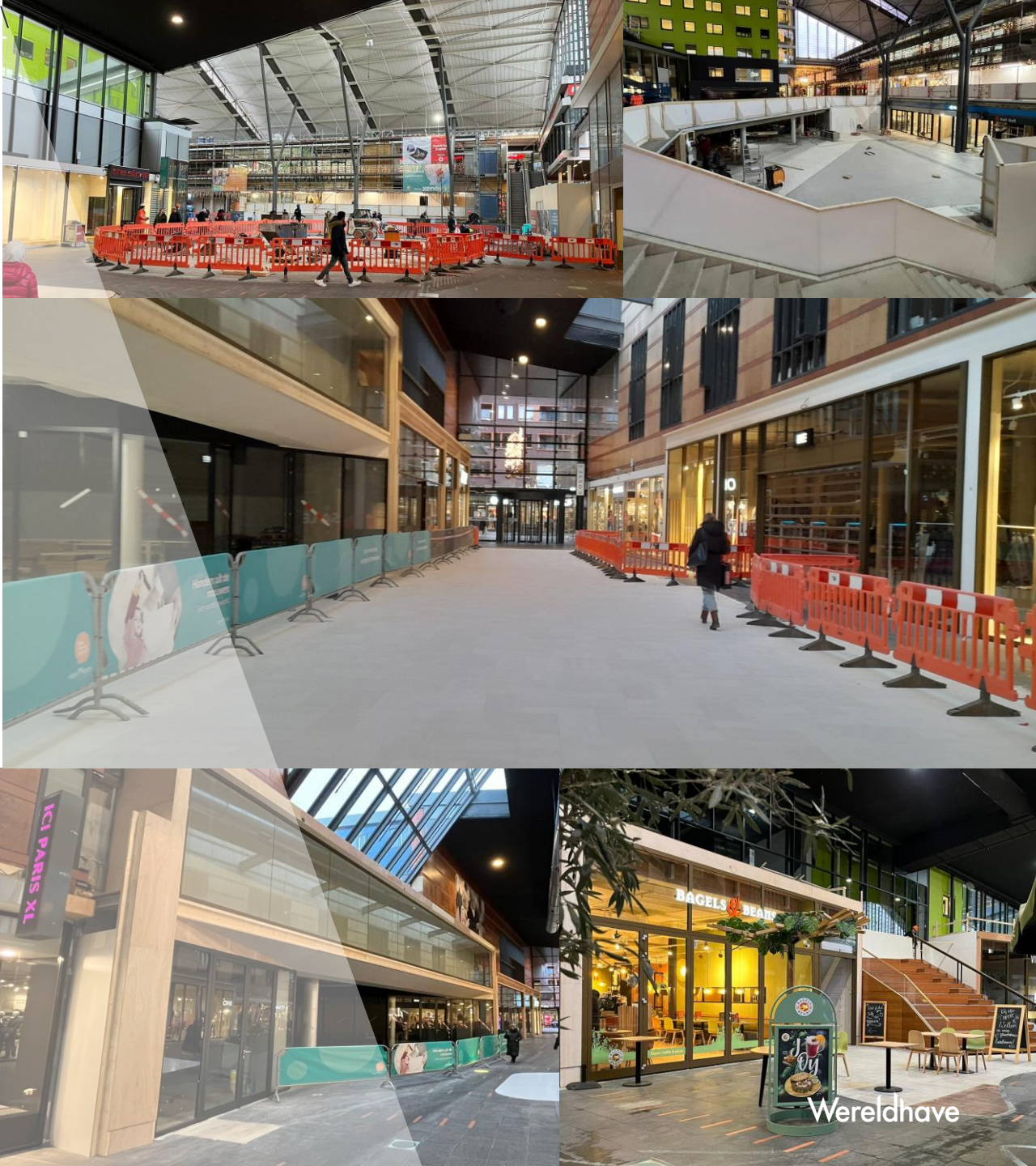
- FSC opened on 24 November 2022 with 100% occupancy
- Key items:
  - Full re-build of the Emmapassage
  - Construction of new shopping street "Fredrikstraat"
  - Residential towers of approx. 170 units
  - Redevelopment and divestment of the parking
- Recent leasing deals signed:
  - Albron (Anne & Max, Coffeecompany, Frites Affairs, Strada)
  - Søstrene Grene
  - Nelson
  - New Yorker
  - BAM! (local F&B)
- Results so far:
  - Footfall: Boost after opening, >325k visits since the opening
  - NPS: Increased from -30 in 2017 to +4 in 2022



# FSC Transformation Vier Meren, Hoofddorp

*A Full Service Center with the right retail balance and extensive mixed use offering, focused on F&B and Leisure*

- Construction works started in January 2022 and expected to finish Q2 2023. Opening scheduled for September 2023.
- Main items:
  - Addition of every.deli fresh food cluster
  - Increase and upgrade of F&B offering in our eat&meet F&B cluster
  - Addition of Leisure & Entertainment
  - Improvement of climate and upgrade look & feel
  - Moving of entrance to optimize visitor routes, increase tenant sales and dwell time
- Progress so far:
  - First refurbished units delivered to e.g. Bagels & Beans and WE
  - New entrance nearly ready
  - Painting of ceilings finalized
  - Movement of existing tenants completed and attraction of new tenants ongoing



# FSC Transformation De Koperwiek, Capelle a/d IJssel

*A Full Service Center with a broad convenience offering, combined with extensive F&B offering and a gym*

Key items already realized:

- Implementation of our fresh cluster concept every.deli, including the extension of Jumbo | 2021
- Interior refurbishment | 2019 - 2020

Services & Facilities added

- The Point
- Public seating
- Max Mobiel
- Free toilets
- Play & Relax

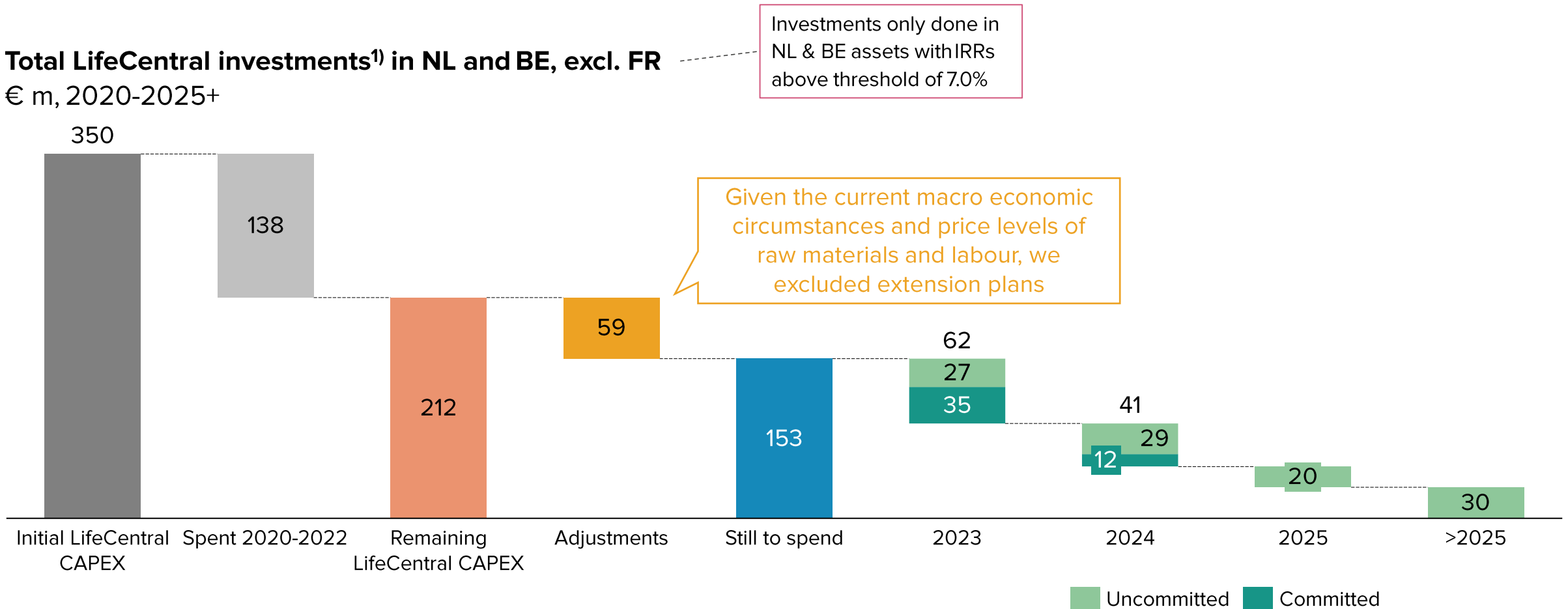
Work-in-progress:

- Implementation of our F&B cluster concept eat&meet (all construction costs fixed, 58% pre-let and delivery Q4 2023)
- Feasibility study on adding residential ongoing



# LifeCentral CAPEX decreased while FSC transformations will still be fully completed

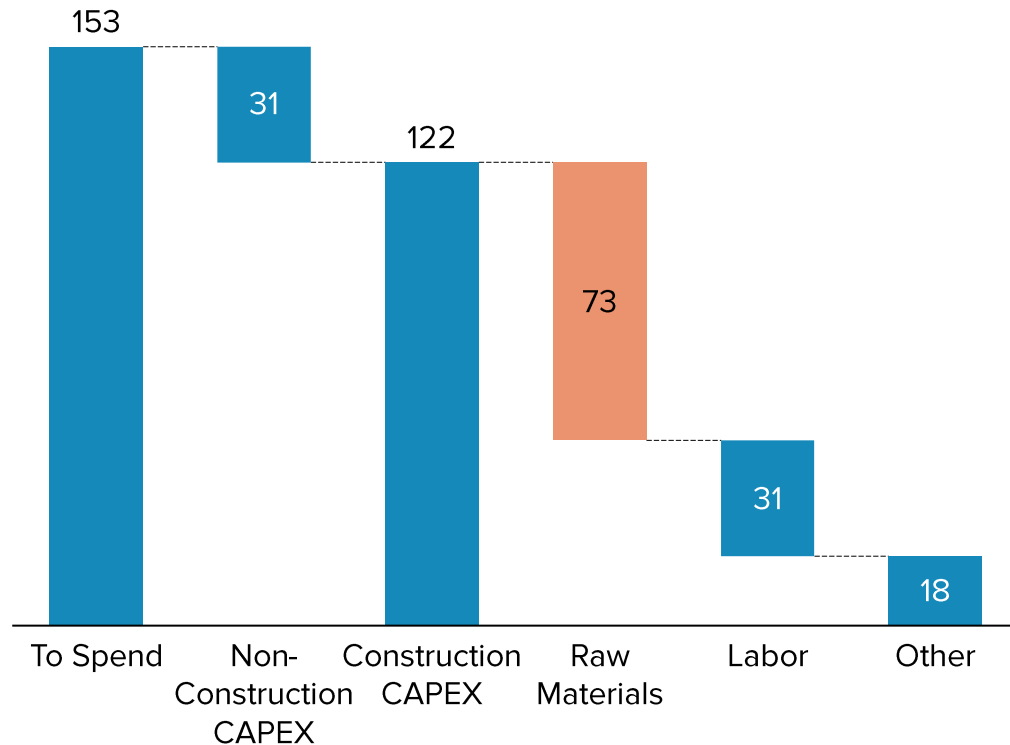
**Total LifeCentral investments<sup>1)</sup> in NL and BE, excl. FR**  
 € m, 2020-2025+



# We face limited price risk on ongoing transformations

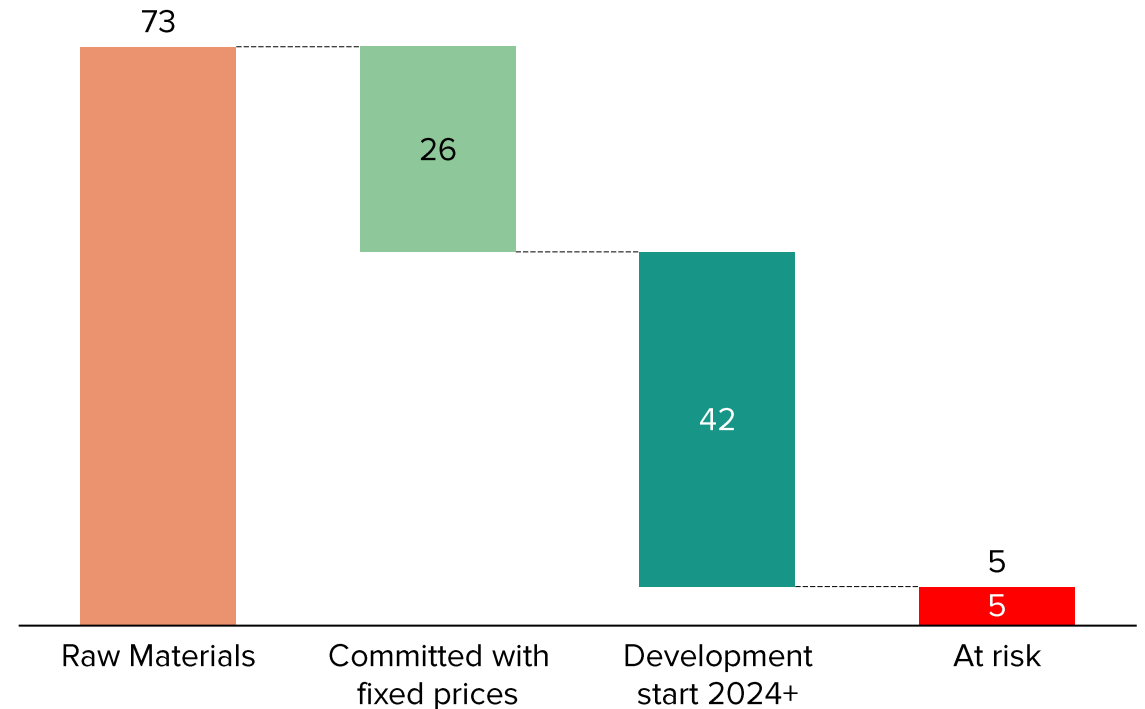
LifeCentral CAPEX breakdown

€ m



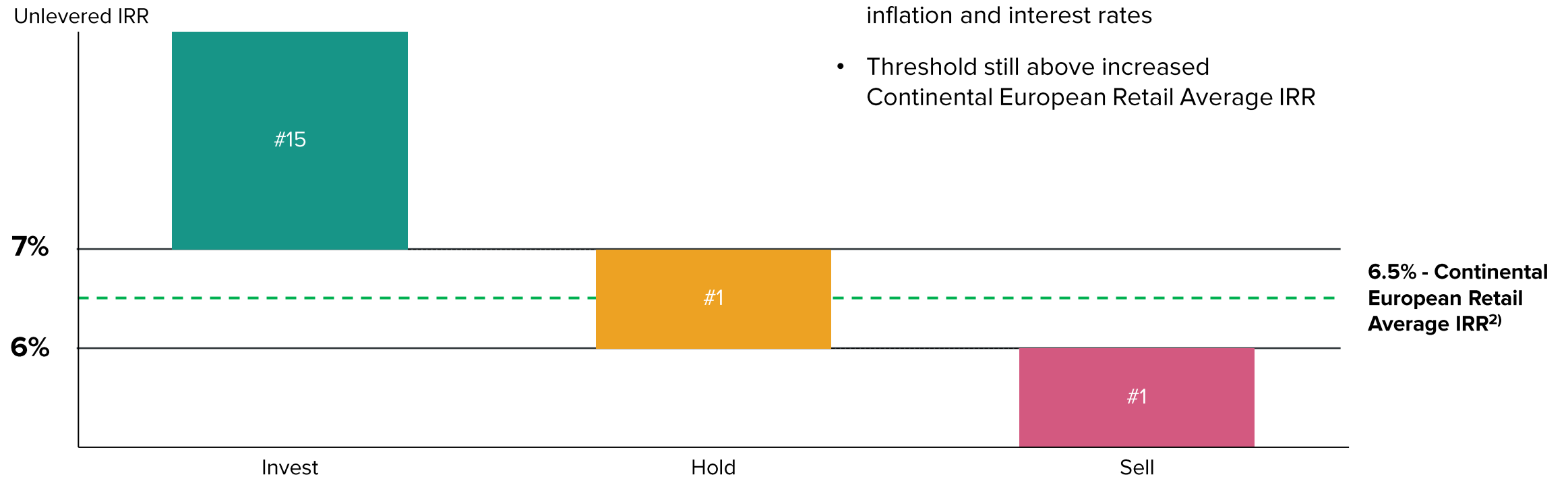
Raw Materials Deepdive

€ m



# Investment threshold IRR raised from 6% to 7%

## Capital allocations decisions NL & BE assets<sup>1)</sup>



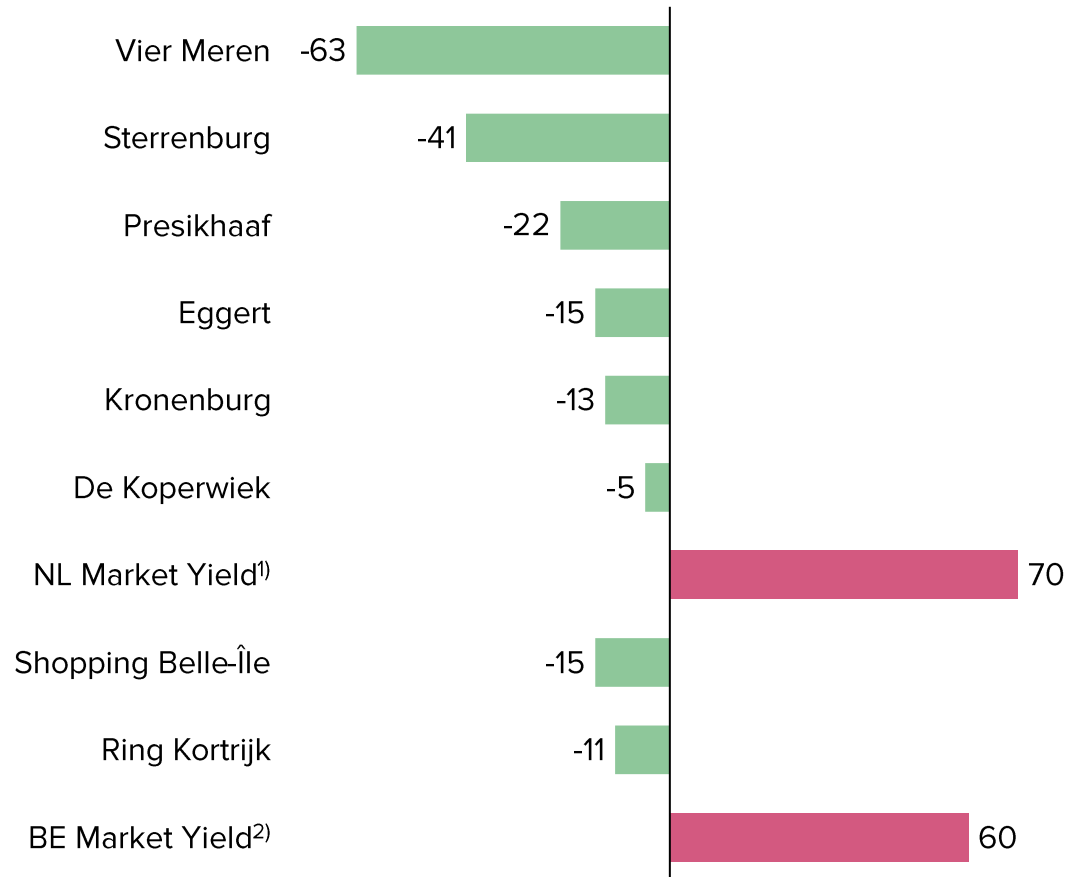
- Threshold increase driven by higher inflation and interest rates
- Threshold still above increased Continental European Retail Average IRR

1) Excluding BE retail parks

2) Returns shown are weighted averages based on Green Street's analysis of European retail companies under coverage, calculated as: Economic Cap Rate + Long term LFL NOI growth (source: Green Street Advisors (Global Property Allocator, 17 October 2022))

# Continued evidence for FSC yield compression

Yield compression since start of FSC Transformation  
bps

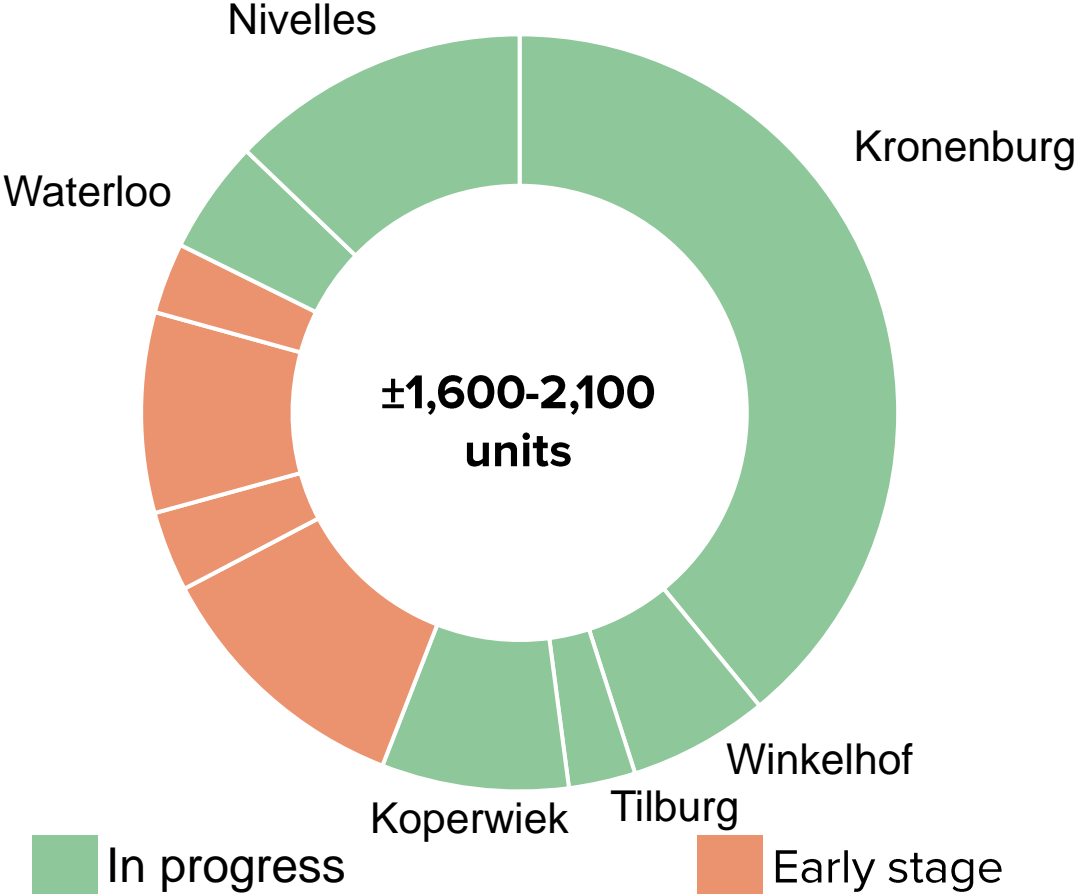


1) NL Market Yield: Prime net initial yield Shopping Centers Q4 2022 vs. Q4 2020; source: JLL

2) BE Market Yield: Prime yield Shopping Centers Q3 2022 vs. Q3 2020; source: Cushman & Wakefield



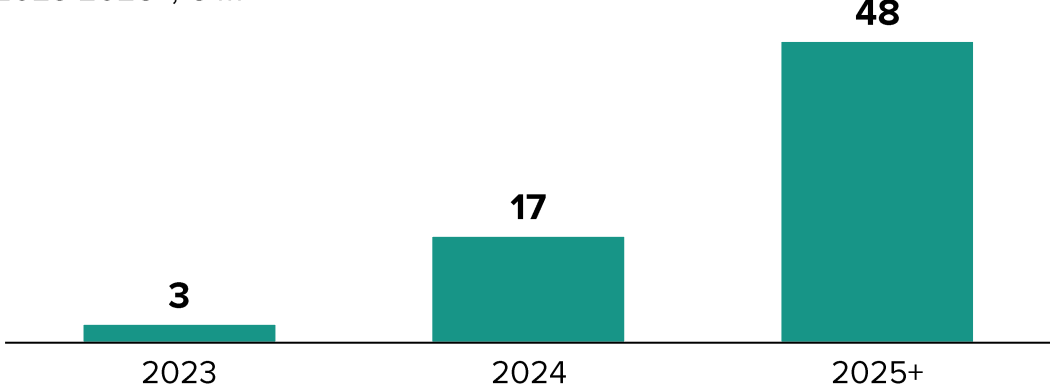
# Residential opportunity in our Benelux portfolio



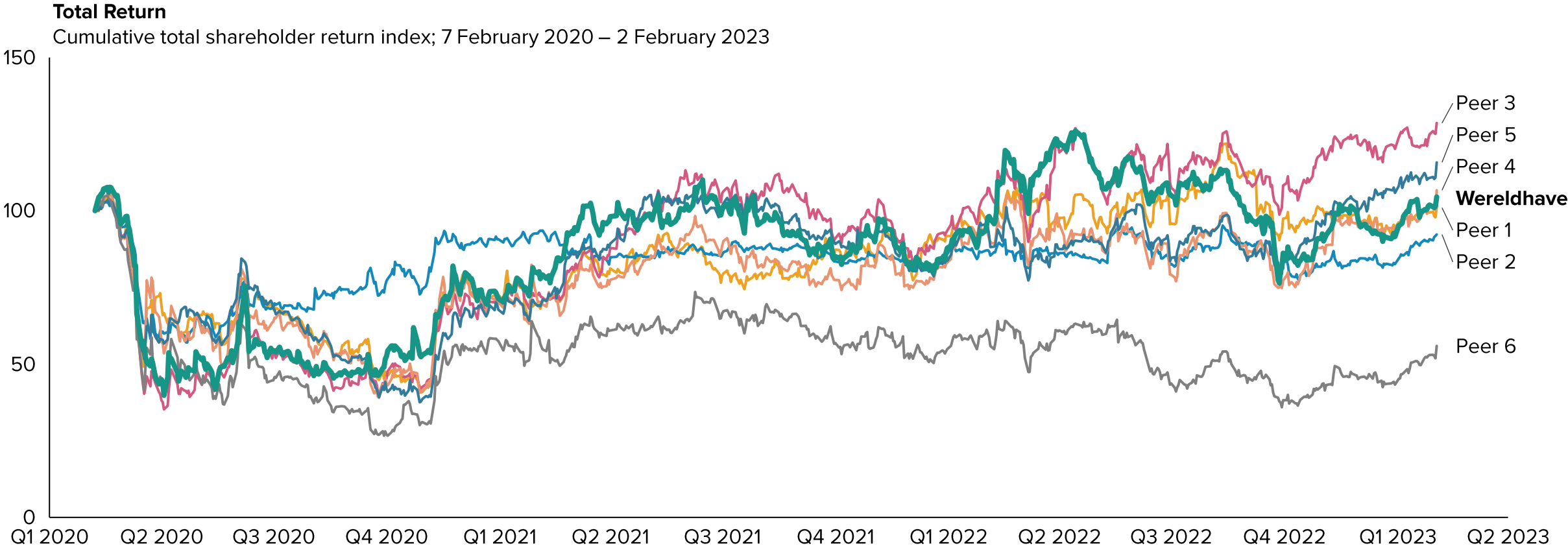
## Residential profit € 1.60-1.85/sh

Our portfolio in the Benelux contains the opportunity to develop between 1,600 and 2,100 units on 10 locations. We expect +0.3% to +1.0% unlevered IRR impact on project level. We are active on this on several stages of the development.

## Expected Gains 2023-2025+; € m



# Relative performance since LifeCentral launch



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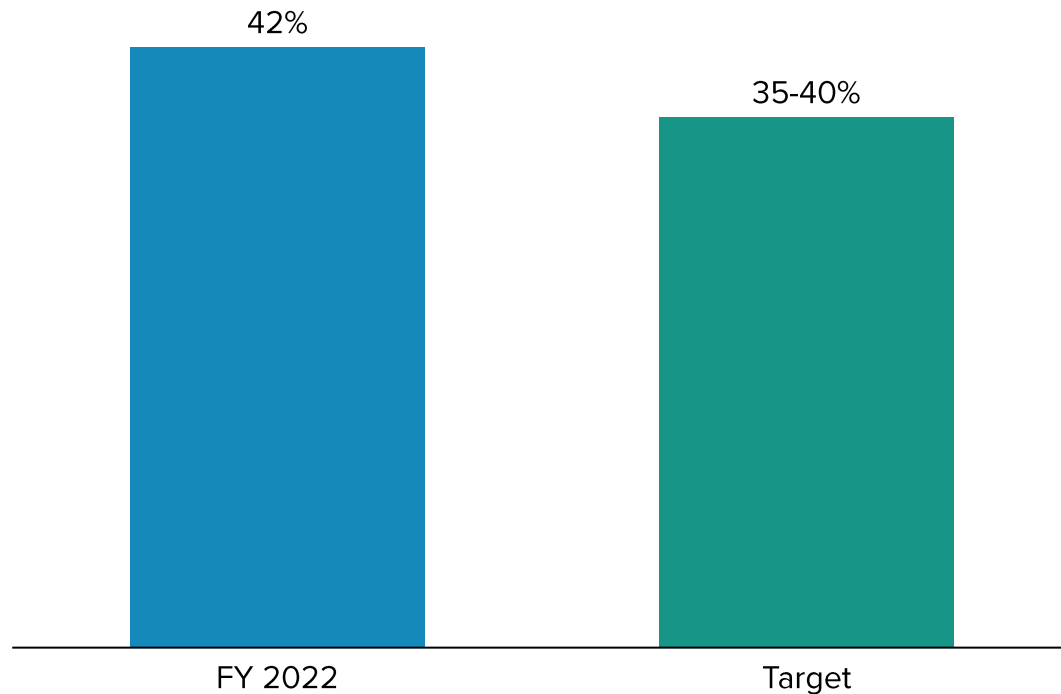


# Stable valuations, with higher yields offset by increase in market rents

Country	Value (€ m)		Revaluation FY 2022		EPRA NIY (%)	
	FY 2021	FY 2022	€ m	%	FY 2021	FY 2022
Belgium	832	849	(3.3)	(0.4%)	5.7%	6.2%
Netherlands	843	876	(2.9)	(0.3%)	6.5%	6.9%
<b>Core Portfolio</b>	<b>1,675</b>	<b>1,725</b>	<b>(6.2)</b>	<b>(0.4%)</b>	<b>6.1%</b>	<b>6.6%<sup>1)</sup></b>
France	170	175	0.5	0.3%	4.6%	4.7%
Offices Belgium	94	100	1.6	1.6%	6.4%	6.9%
<b>Total</b>	<b>1,939</b>	<b>2,000</b>	<b>(4.1)</b>	<b>(0.2%)</b>	<b>6.0%</b>	<b>6.4%<sup>1)</sup></b>

# Net LTV Target

## Net LTV



## Actions taken:

- LifeCentral CAPEX reduced from € 350m to € 291m
- Dividend at 71% of DRPS vs. 75-85% target
- One additional disposal identified, see slide 31

## Next steps to reach the LTV target of 35-40%

- Last two French disposals
- Retained earnings
- Residential gains
- Equity backed acquisitions

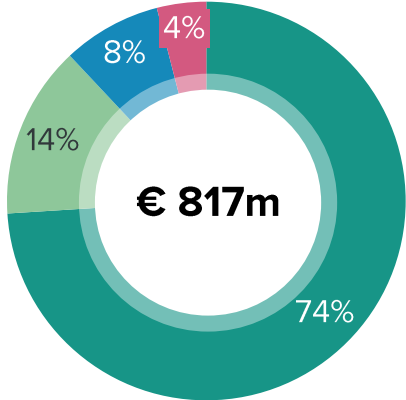
# Debt profile

	Q4 2021	Q4 2022	Covenants	Comments
Interest bearing debt <sup>1)</sup> (€)	817m	859m		Debt increased following FSC capital expenditure and dividend payments
Average cost of debt	2.3%	2.5%		Cost of debt increased following refinancings at higher spreads, and risen benchmark rates
Undrawn committed (€)	525m	266m		Refinanced facilities reduced in size, in line with company scale
Cash position (€)	27m	14m		
Fixed vs floating debt	88% / 12%	82% / 18%		Including macro-hedges
Gross LTV	45.7%	43.1%	≤ 60%	Covenant LTV improved following release of asset encumbrances. Portfolio fully unencumbered now
Net LTV	41.0%	42.4%		Net LTV increased following FSC capital expenditure and dividend payments
ICR	5.8x	5.9x	> 2.0x	
Solvency	53.8%	53.5%	> 40%	
Debt maturity (years)	3.8	3.5		Including undrawn facilities the maturity is 3.7 years

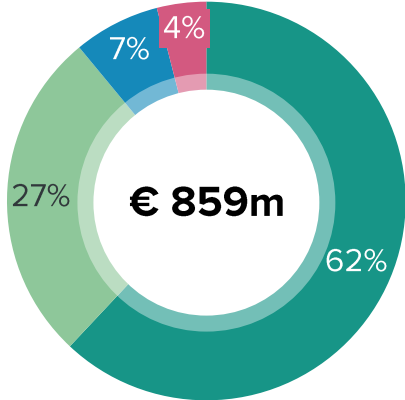
# Debt mix & expiry profile

- Syndicated Revolving Credit Facility ('RCF') refinanced with a new five year € 225m sustainability-linked RCF, pushing out the maturity to Q4 2027
- Green RCF ABN AMRO, originally maturing Q3 2024, refinanced with a new unsecured € 50m RCF maturing in Q4 2027
- Wereldhave's assets are fully unencumbered post large refinancing in Q4 2022

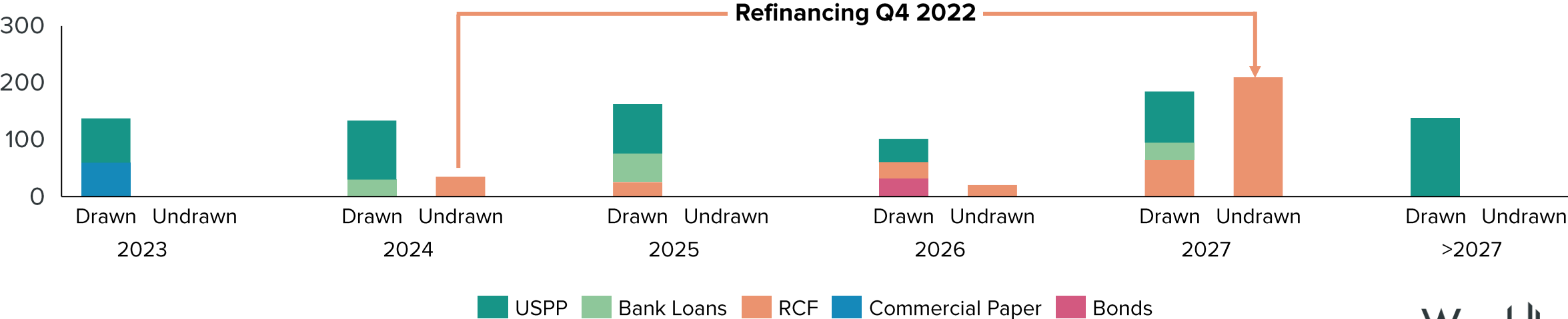
Q4 2021



Q4 2022



€ m



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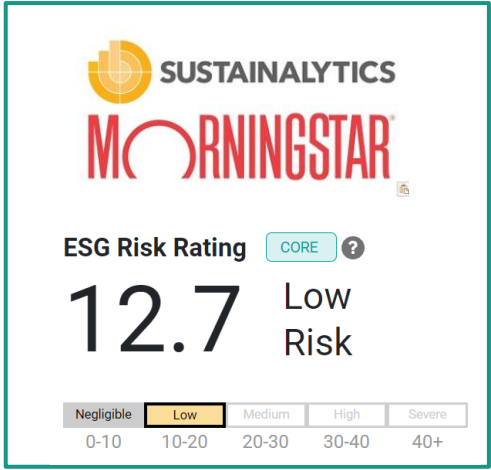
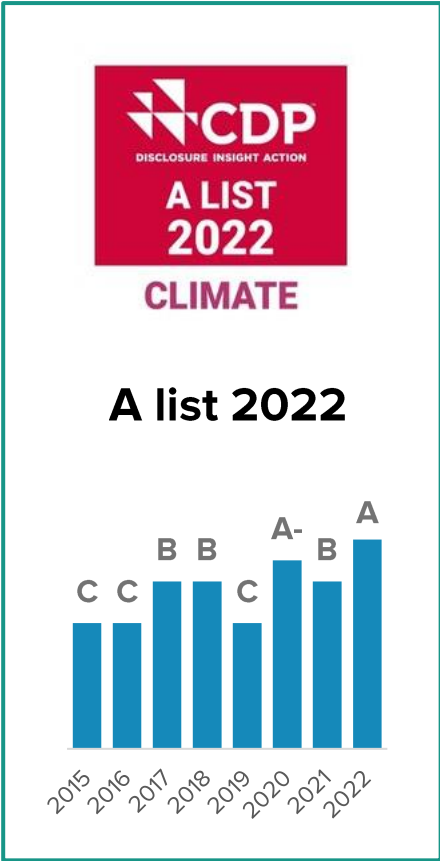
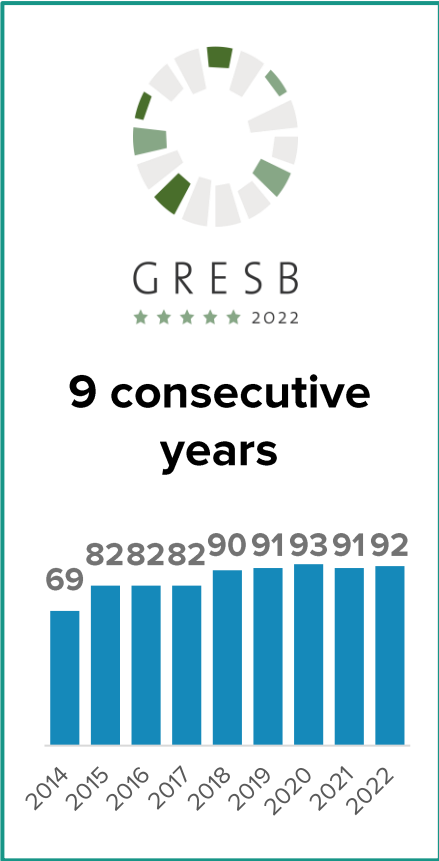
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# Maintaining our strong ESG position

ESG performance on sector-specific, climate and investor benchmarks and ratings



# Clear and ambitious ESG strategy

## Our main commitments

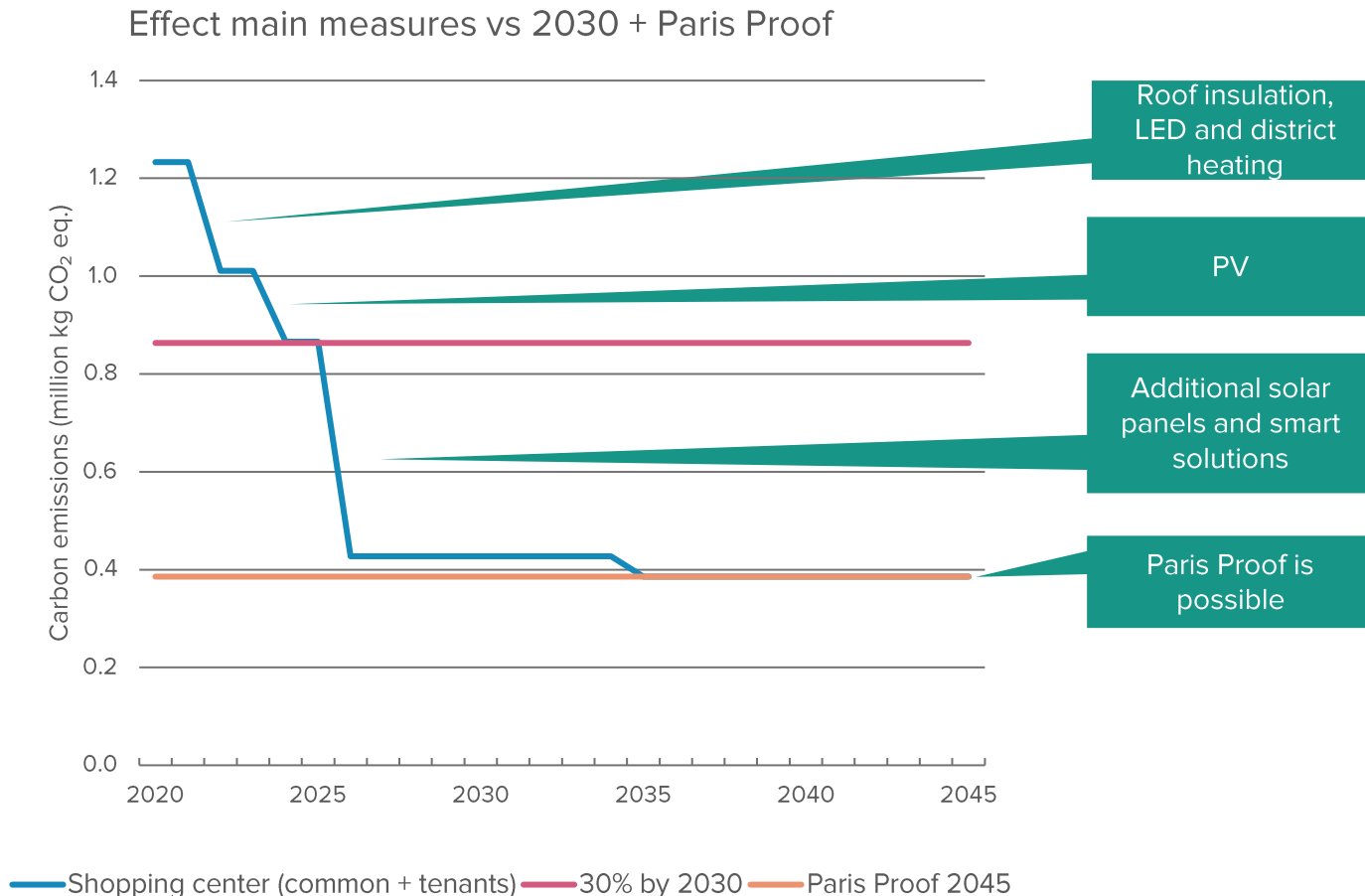
1. Maintain GRESB 5-star rating
2. Reduce carbon emissions with 30% by 2030, and become Paris Proof by 2045
3. Mitigate physical climate risks by improving adaptation to heat stress and extreme rain showers
4. Increase our local impact with communities (1% NRI-eq)

Our commitments are aligned with the UN SDG's and approved by institutions of the highest standard such as the Science Based Target Initiative (SBTi).



# Finalize Paris Proof Roadmaps per asset in 2023

30% CO<sub>2</sub> reduction in 2030 and Paris Proof in 2045 on a portfolio level



In 2023, Paris Proof Roadmaps for all our assets will be finalized and integrated into our multi-year development and Full Service Center transformation planning.

## Most important measures

- Lower energy demand
- Improve efficiency through smart solutions
- Renewable energy production
- Electrify assets
- District heating

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# Management Agenda

Focus on	Target 2022-2024	Current Status
Focus on earnings & dividend growth	4-6% CAGR as of 2023	4-6% average growth as of 2023
Focus on Total Return	Exceed 8% annualized Total Return (Levered)	FY 2022: 9.0% levered total return
Successful FSC transformation	Transformed 9 assets to FSC and started 4 additional transformations	Five transformations completed, six ongoing
ESG	Maintain GRESB 5 star rating	Rating confirmed in 2022, industry leader
NPS	Increase NPS to 31	FY 2022 NPS 24
Phase out France	Dispose last two French assets	On track (2023, 2024)
Last phase of balance sheet de-risking	Reduce LTV to 35-40%	LifeCentral CAPEX reduced from € 350m to € 291m and one additional disposal

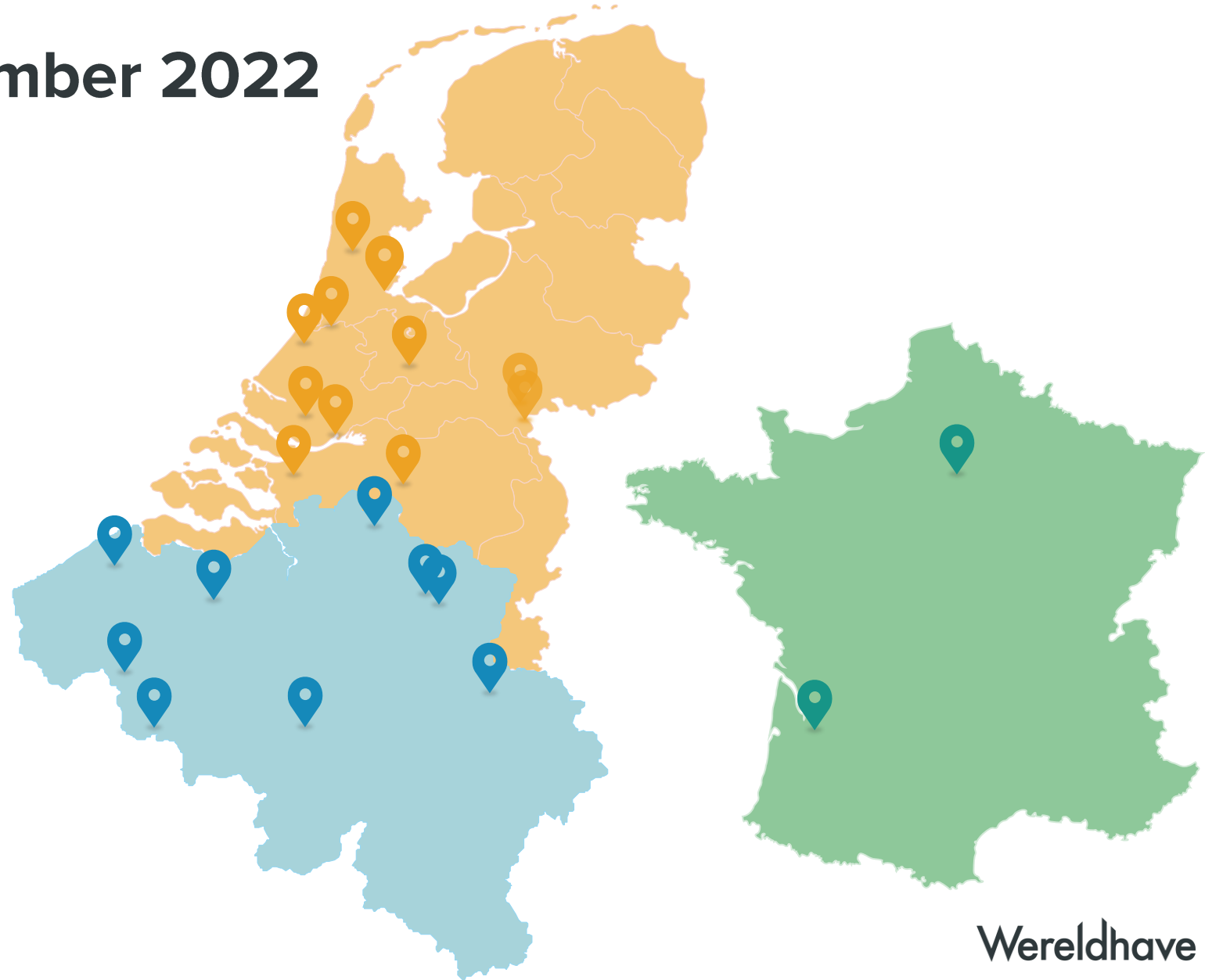
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# Company Profile December 2022

Key Facts	
Number of retail assets	22
Average size	27,800 m <sup>2</sup>
Number of shopping center visitors (FY 2022)	83.9 m
Net loan-to-value ratio	42.4 %
Occupancy shopping centers	96.8 %
EPRA NIY shopping centers	6.4 %
WALT <sup>1)</sup>	5.2 years
Development pipeline <sup>2)</sup>	€ 47 m

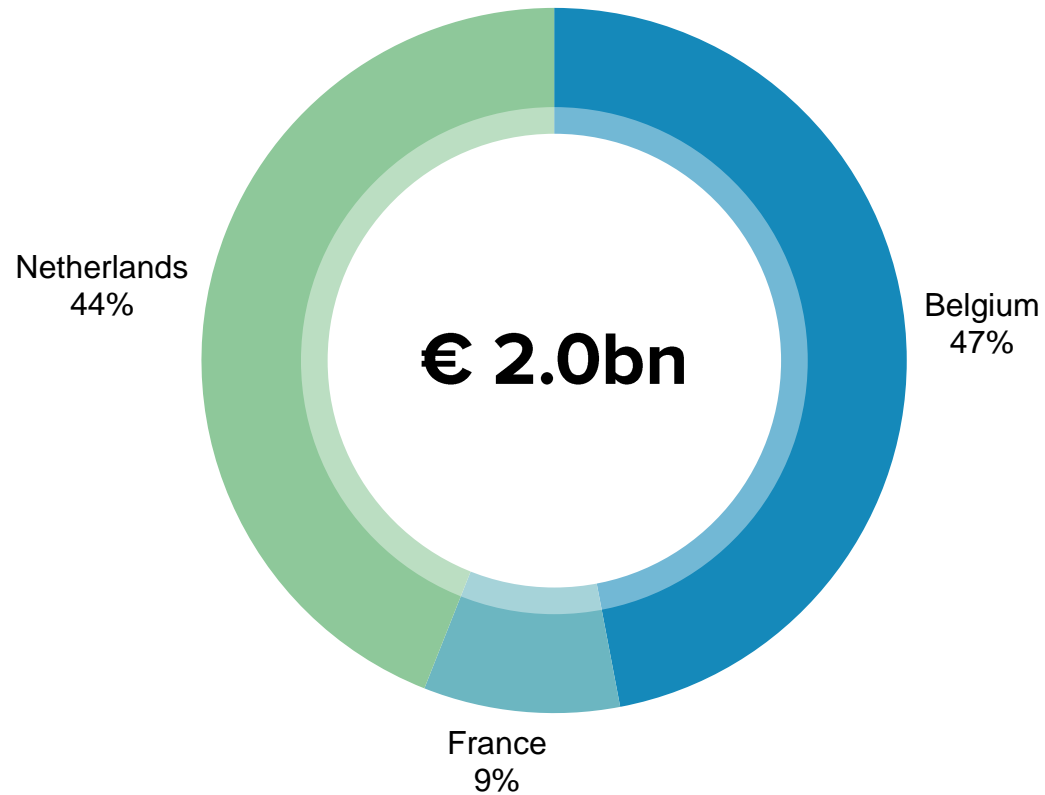


1) Lease end date of shopping centers. Indefinite contracts counted as 1 year lease term

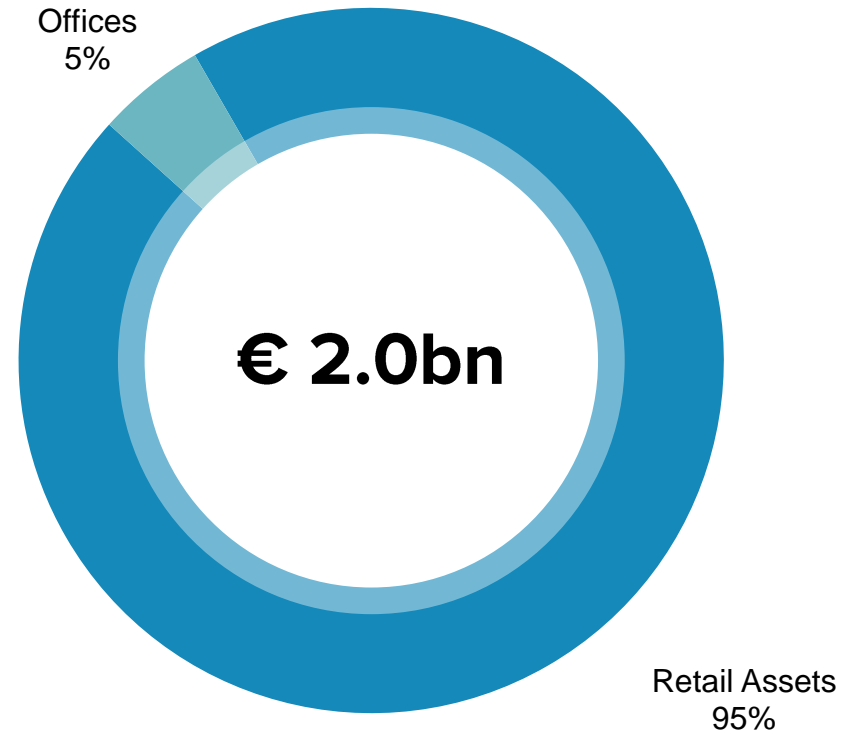
47 2) Future capex of total committed projects (excl. France)

# Company Profile December 2022

Portfolio Breakdown by value



Portfolio Breakdown by value





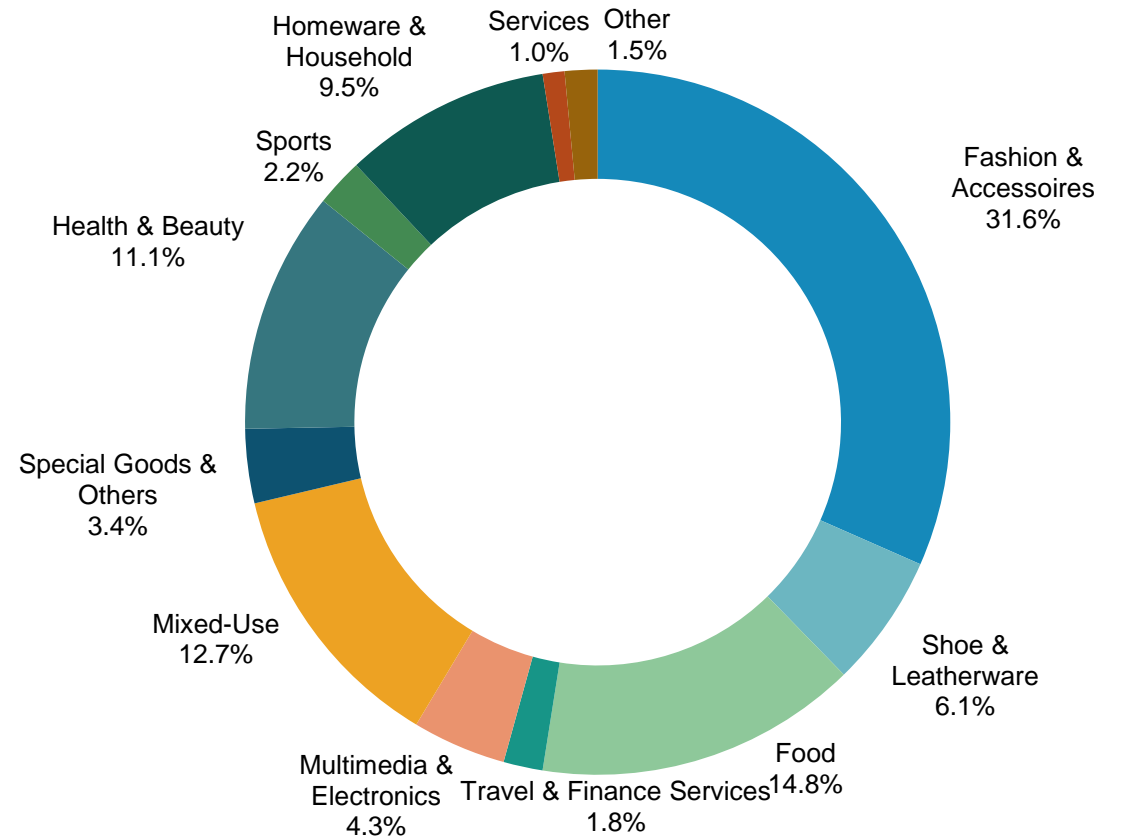
# Ongoing LifeCentral Transformation Projects

(In € m)	Total Investment	Actual Costs to date	Estimated capex 2023	> 2023 Estimate to Complete	Unlevered IRR	Pre-let Rate	Planned Delivery
Vier Meren	31	13	15	-	9%	76%	2023
De Koperwiek	16	5	11	-	7%	43%	2023
Kronenburg	15	1	4	10	7%	85%	2024
Other FSC transformations	13	6	5	2	>7%	N.A.	2023 & 2024
<b>Total committed<sup>1)</sup></b>	<b>75</b>	<b>25</b>	<b>35</b>	<b>12</b>			

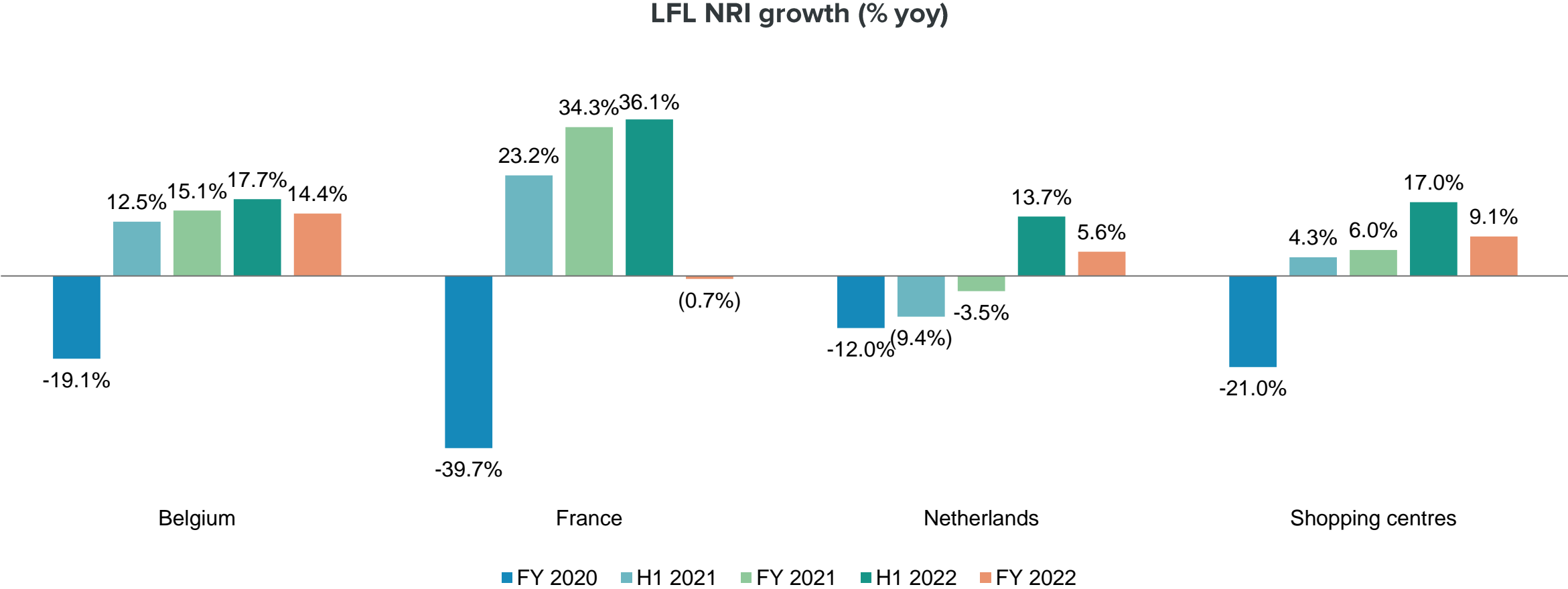
# Tenant mix core portfolio

Top 10 Tenants	% of annualized rent
Ahold Delhaize	5.9 %
Jumbo Group	4.1 %
C&A	3.2 %
A.S. Watson Group	3.0 %
Carrefour	2.3 %
Mirage Retail Group (Blokker)	2.0 %
Bestseller	1.8 %
The Sting	1.6 %
H&M	1.5 %
A.F. Mulliez (Decathlon, Kiabi)	1.4 %
<b>Total top 10</b>	<b>26.8 %</b>

Annualized contract rent by category

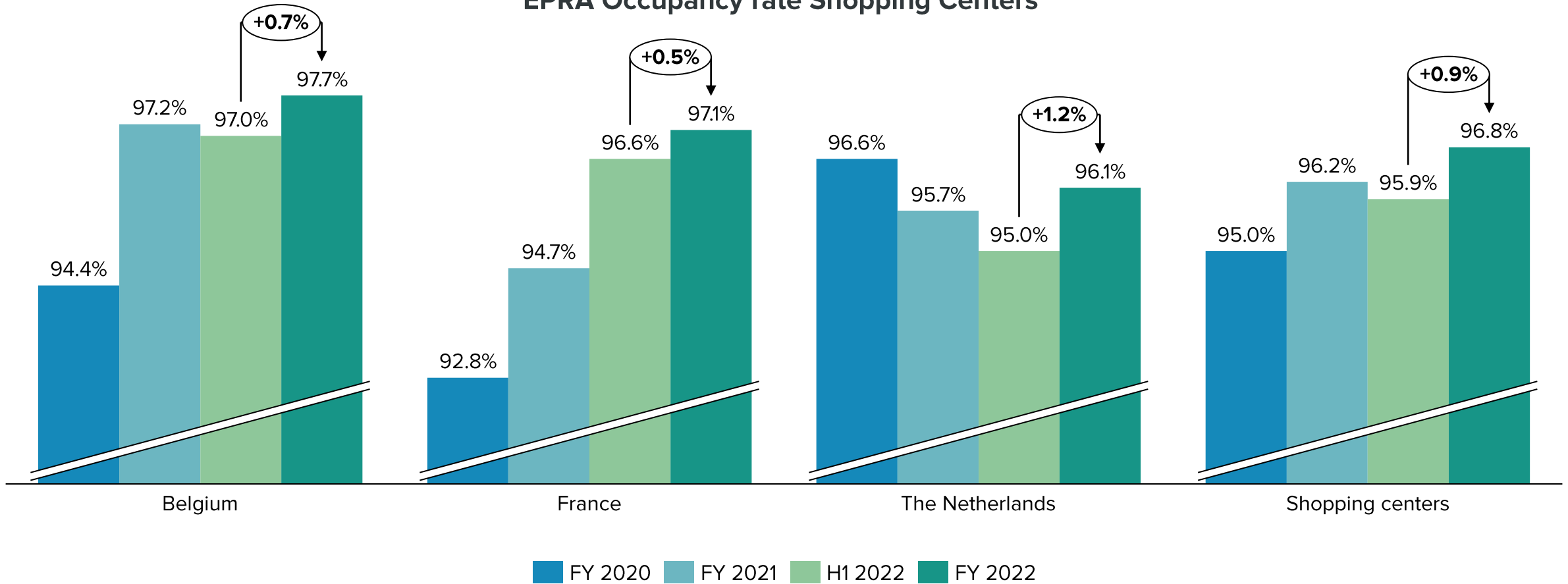


# Like-for-like NRI growth



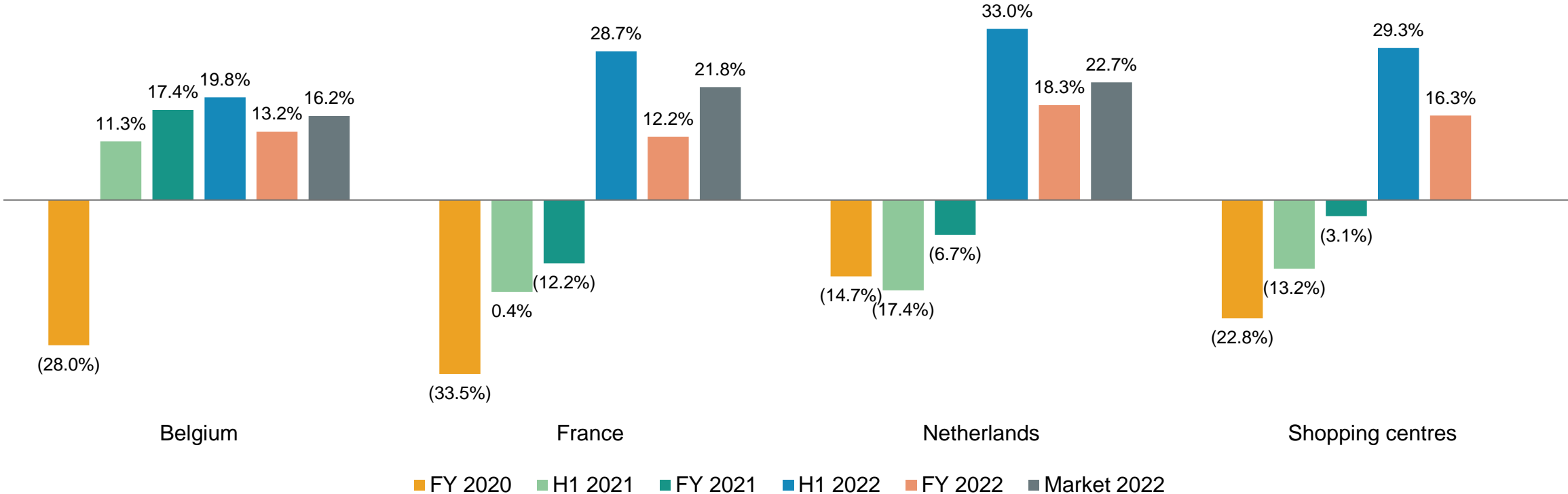
# Occupancy rates

## EPRA Occupancy rate Shopping Centers



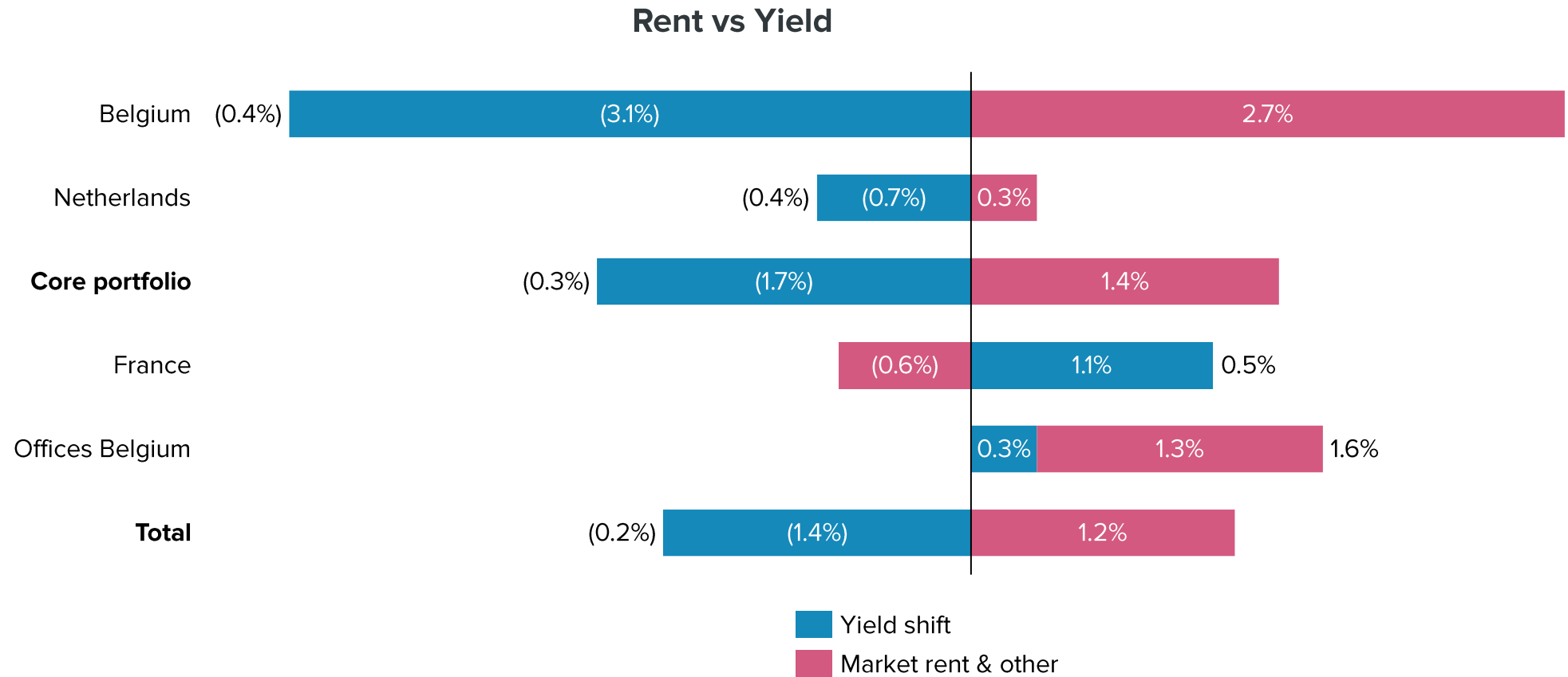
# Footfall

Change in visitors versus the same period previous year (%)



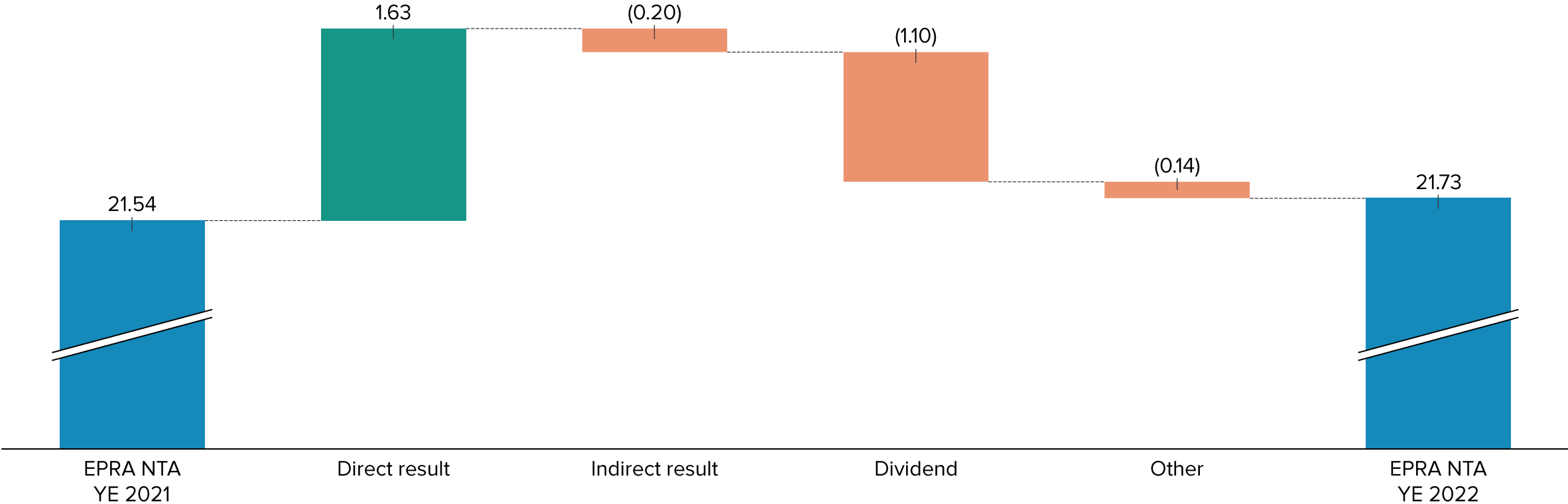
\*Note: For 2020: June data for Belgium and France due to lockdowns; Q2 data for the Netherlands, both Wereldhave data as well as benchmark data

# Breakdown of valuation results H2 2022



# EPRA NTA

EPRA NTA Bridge: YE 2021 to YE 2022 (€ per share)



# Reconciliation of EPRA value metrics YE 2022

