



SHOPPING CENTRES



OFFICES



PROPERTY DEVELOPMENT



Wereldhave Property Tour Belgium

May 22nd, 2012



Wereldhave. Value for tomorrow.



Agenda

- **Introduction**
- Strategy
- Organisation
- Mall management
- Leasing
- Development



Introduction

Luc Plasman (58)

- Managing Director Wereldhave Belgium (01/2011)
- Managing Director ING RE Development (12/1997-12/2010)
- General Manager Wilma Project Development (1994-1997)

Eddy De Landtsheer (55)

- CFO Wereldhave Belgium (1991)
- Notary Associate (1986-1990)
- Marketing Department Rank Organisation (1984-1985)

Frank Adriaensen (49)

- Director Development Wereldhave Belgium (01/2011)
- Development Manager ING RED (10/2007 -12/2010)
- Wilma Project Development:
 - General Manager (2004 - 2007)
 - Developer (1993 - 2004)

Evelyne Duchi (39)

- Director Leasing Wereldhave Belgium (01/2011)
- Leasing Manager ING RED (10/2006-12/2010)
- Project Developer ING RED (10/2001-10/2006)
- Expansion Manager LIDL (09/1999-09/2001)



Profile Wereldhave Belgium

- Established in 1981
- Belgian REIT status and stock exchange listing since 1998
- Property portfolio: ± € 457 m (526 m per 11/04/2012);
Development pipeline ± € 222 m (non- committed)
- LTV: 18.8% (16.6% as per 11/04/2012)
- 100% in Belgium
- Market cap.: ± € 357 m
- Free float: : ± 30%
- Dividend yield (± 6%)
- Pay-out ratio: ± 92.2%
- BEL Midcap, EPRA



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Strategy

- Focus on shopping centres:
 - Renovations and extensions & pro active management
 - Investing in appeal, quality and sustainability

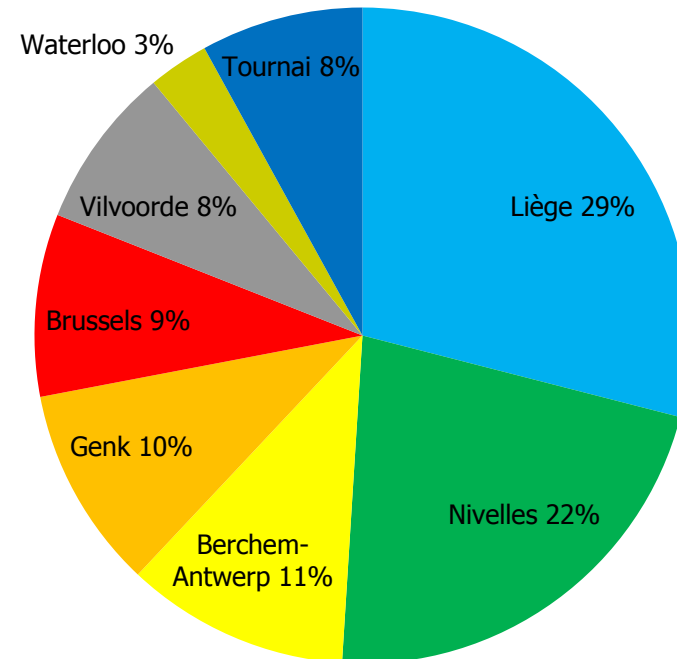
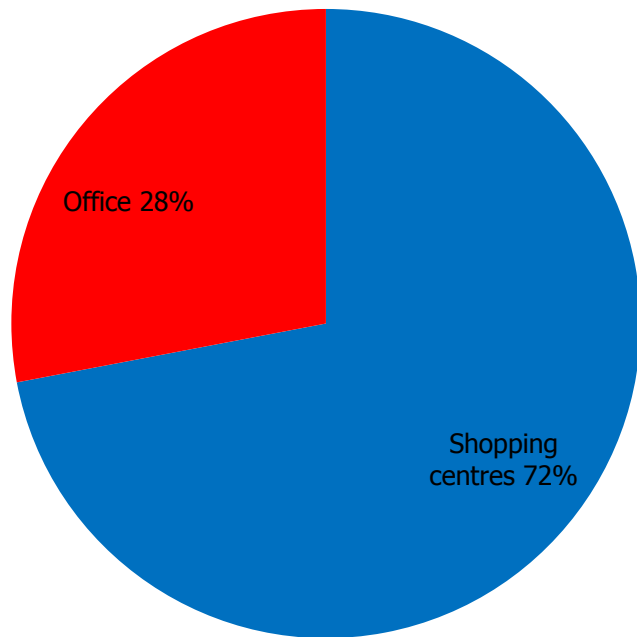


Increasing visitor numbers, retail sales and rental income

- Office portfolio:
 - focus on increasing occupation ratio
 - gradual sale & reinvestment in shopping centres
- In-house development: value creation; control of cost, quality and timing; Sustainability : BREEAM certification



Strategy: focus on shopping centers




- Portfolio Mar 2012 € 457m (€ 526m per 11 April)
- Medium sized centres (ca. 15.000 – 40.000 m2)
- Dominant in their catchment area
- Upside potential from active management and extension possibilities




Offices

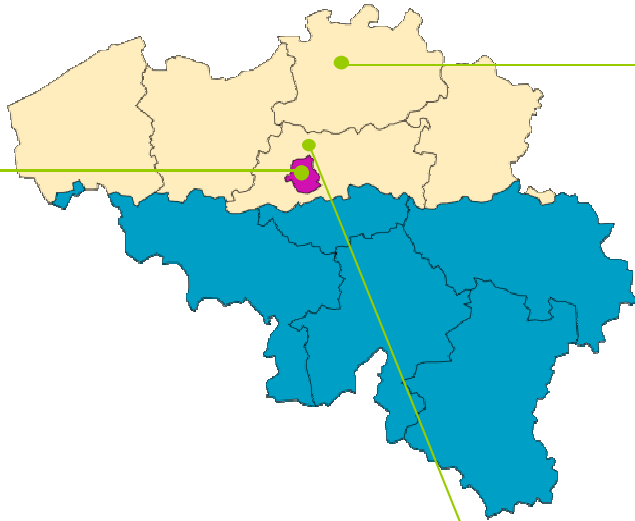
BRUSSELS Center




Orion Centre




Madou Centre




Antwerp Pheriphery



Veldekens I



Veldekens II



Veldekens III

BRUSSELS Periphery



Medialaan 28



Medialaan 30-32



Jan Olieslagerslaan

Retail

NIVELLES



GLA Total 28.617 m²
Gross Rent: € 7,27 mln

GENK- Shopping I



GLA Total 15.601 m²
WHB 11.407 m²
Gross Rent: € 1,51 mln

GENK- Stadsplein



GLA Total 15.039 m²
Gross Rent: € 3,39 mln

TOURNAI



GLA Total 18.049 m²
WHB 15.060 m²
Gross Rent: € 2,83 mln

WATERLOO

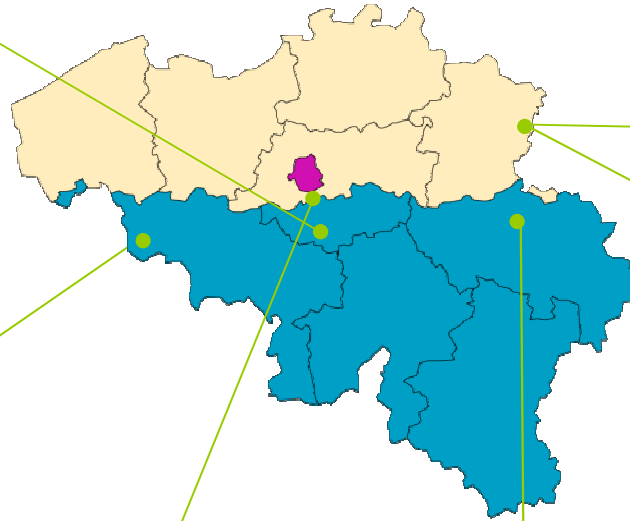


GLA Total 3.350 m²
Gross Rent: € 0,8 mln

LIÈGE



GLA Total 30.449 m²
Gross Rent: € 9,98 mln





Belgian market retail trends

- Challenging economic environment
- Retail sales better than in neighbouring countries, due to automatic indexation of salaries
- Increasing online sales
- Real estate investment market: strong preference for retail as “safe haven” compared to office and/or logistics investments
- Within retail investment market increasing distinction in interest and pricing/yield between prime and secondary investments
- Retailers: increasing focus on good, proven retail locations; cautious about new greenfield developments



KPI's Belgian shopping centre portfolio

- Gross Rent € 16.5m
- Net Rental Income € 16.1m
- Vacancy Dec 2011 0%
- ≠ Visitors 2011 10.3 mln/year
- Number of lease agreements 231

- LfL NRI growth Q1 2012 3,3 %



Agenda

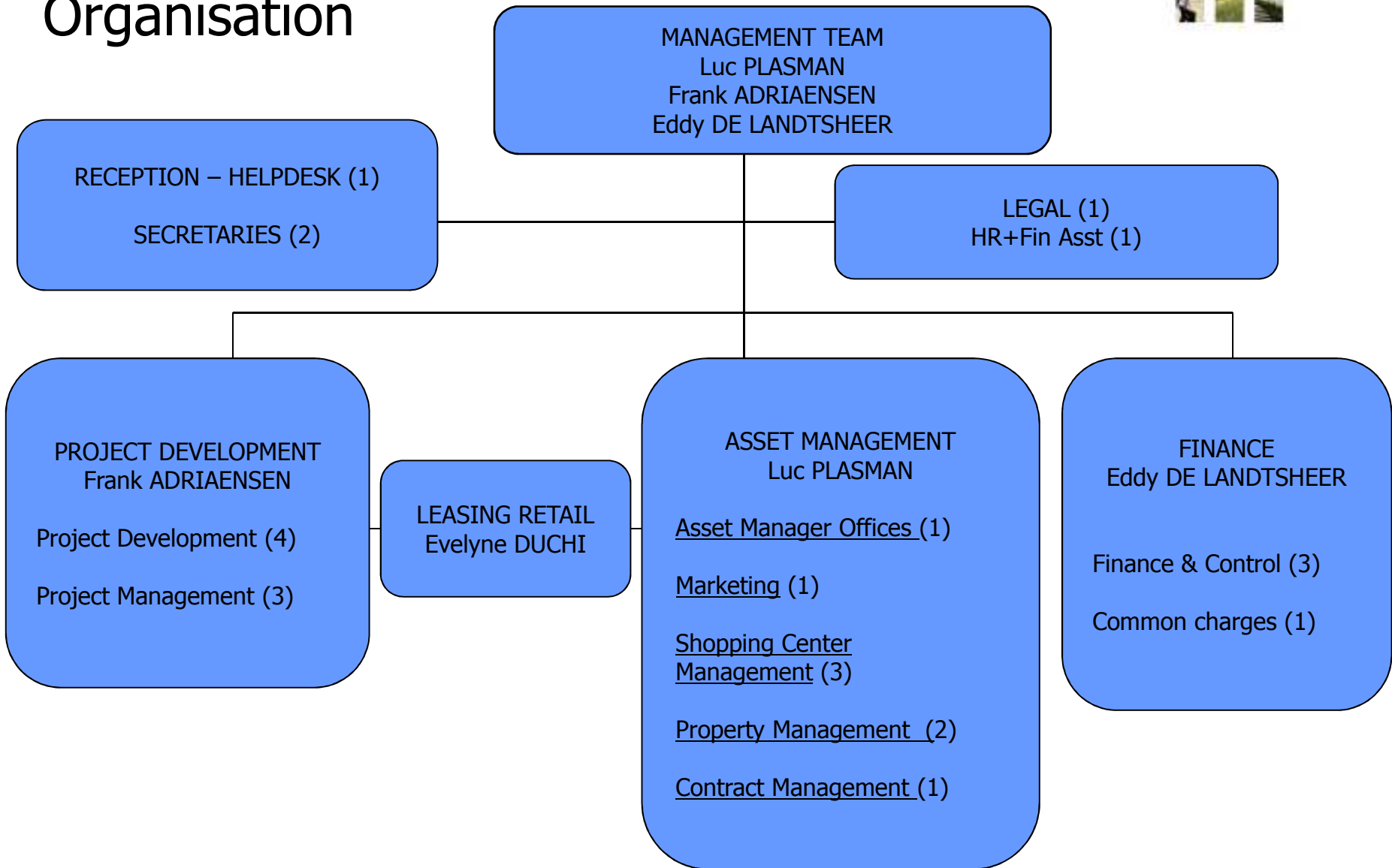
- Introduction
- Strategy
- **Organisation**
- Mall management
- Leasing
- Development



Strengthened management organisation

- ING RED team joined in Dec 2010
- Increased development know-how
- New functions: Leasing Director, Marketing Director
- 28 employees per May 2012

Organisation





Strategy/Portfolio/Organisation:

Q & A

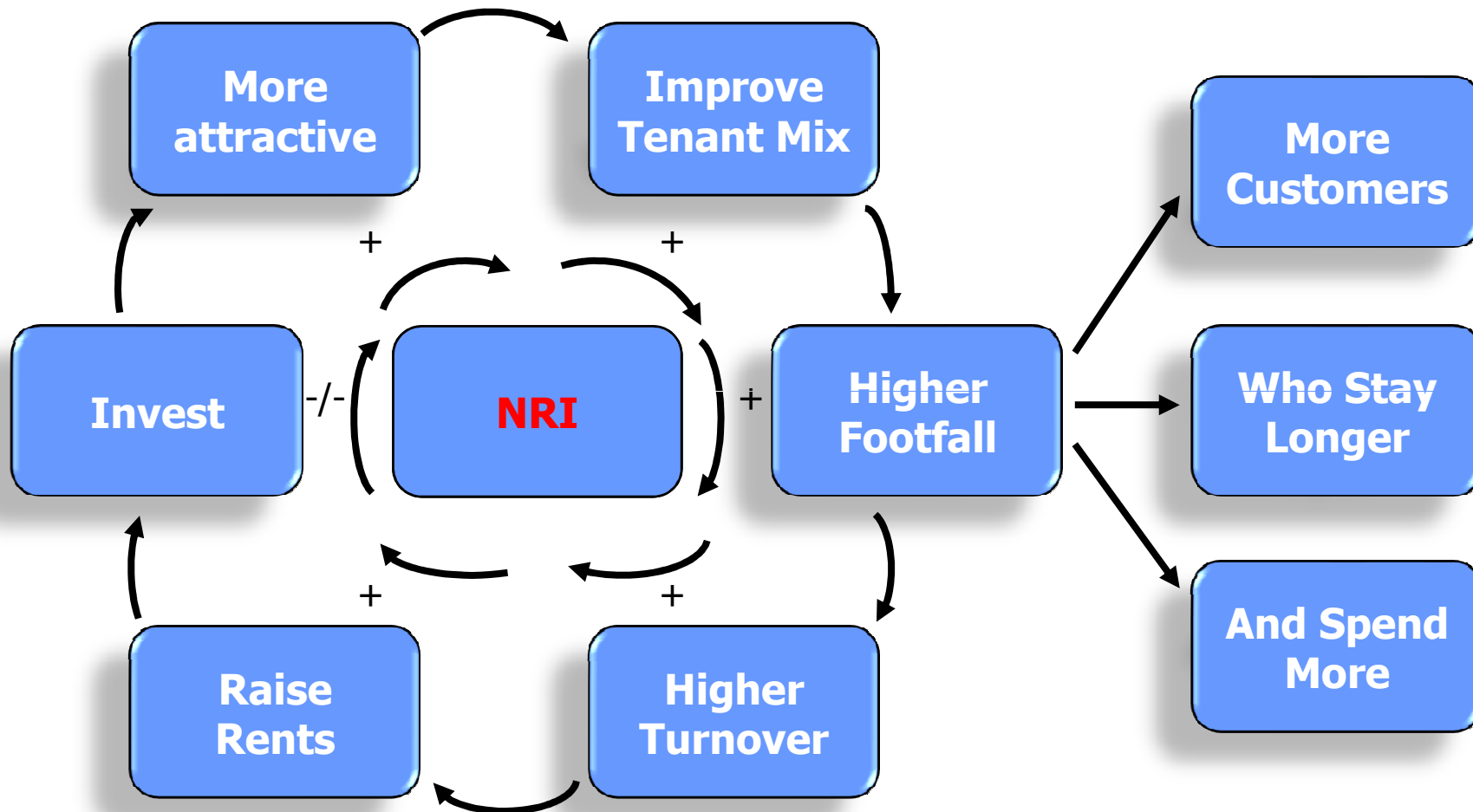


Agenda

- Introduction
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- **Mall management**
- Leasing
- Development



Mall management model





Mall management: Marketing

- Professionalizing marketing and promotion
 - marketing manager
 - synergies between our centres
- “Always something happening” in our centres
- Active involvement of tenants association
- Usage of old and new media tools for communication
 - increased attention for websites and facebook
 - free WIFI to be installed
 - ticketing
 - introduction of electronic gift cards
- Leasing policy focussed on optimising tenant mix and LfL growth



Mall management: 'old' activities in the mall





Mall management: 'new' activities in the mall





Mall management: Speciality leasing

- Actual situation: limited to temporary kiosks
- Future: increase attractiveness and revenues e.g.
 - high quality kiosks (coffee bar, juice bar, chocolates, Goldbuyers, ...)
 - publicity panels (electronic displays inside & outside)
- Synergy between our different shopping centres (Belgium + international)



Mall Management: Q & A



Agenda

- Introduction
- Strategy
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- **Leasing**
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Leasing

Old style

- No dedicated leasing department
- Main pre-occupation: 100 % let

- Rely on 1 agent

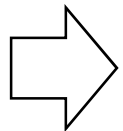
New style

- Leasing Director
- Main pre-occupation:
 - improve quality of shops
 - improve branch mix
 - increase rental income
- Pro-active direct contact with main international brands (Retail Connections, ICSC, MAPIC, ...)



Leasing

- Belgian law on retail lease:
 - strictly imposed by law. No possibility to deviate
 - 9 year leases, with break option after 3-6 years for tenant
 - very strict time schedules and formal procedure
 - third offer



difficult to rotate tenants even at renewal moment



How to create like-for-like rental growth

- Negotiate toughly at moment of lease renewals
- Organise "3rd offer"
- Include turnover component in lease agreements
(extra advantage: obligation for tenant to communicate turnover)
- Speciality leasing



Leasing activity 2011

- Existing centres : 36 leases (9 new leases and 27 renewals)
- Rent increase : +/- 15%
- Extension Nivelles : 29 new leases



Leasing ambition 2012-2014

- Average increase of rent of 12.5%
- Tenant rotation: 5%
- Like-for-like NRI growth: 180 bps
- Other Like-for-like NRI growth: 40 bps
 - increase specialty leasing
 - extra rent based on turnover component
- Leasing new shops in Genk Shopping I, Gent Overpoort, Retail Park Les Bastions, Retail Park Nivelles

Total Like-for-Like NRI growth at least 220 bps above indexation



Leasing: Q+A



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Development: standing portfolio

- State of the art shopping centres
 - Refurbishment / renovation
 - Critical mass (15.000 m² -> 25.000)
- From “development product” -> “consumer driven centres”
 - Services (hardware for active management)
 - Parking (accessibility, comfort, ...)
 - Shop size (mix)
- Green buildings
 - Cost containment (rent level)
 - Corporate Social responsibility



Development: acquisitions

- Belgian market : due to permit policy very few acquisition opportunities
- Initiating projects
- JV partner for RE developers (know how, equity, perspective of management)



Development pipeline

Project	Total investment	Capex sofar	Expected net yield	Estimated completion
Gent	€ 15m	€ 2m	6.75-7.0%	2013
Tournai I (Retail park)	€ 16m	€ 4m	7.0-7.25%	2014
Genk (100%) (Refurb+Extension)	€ 58m	€ 2m	6.75-7.25%	2014
Nivelles II (Retail park)	€ 12m	€ 2m	7.0-7.25%	2014
Waterloo	€ 55m	€ 25m*	6.75-7.25%	2016
Tournai II (Refurb+Extension)	€ 65m	€ 0m	6.5-7.0%	2016
Total	±€ 222m	±€ 35m		

* Including value of current investment



Development: Q+A



Wereldhave Property tour Belgium Shopping Nivelles



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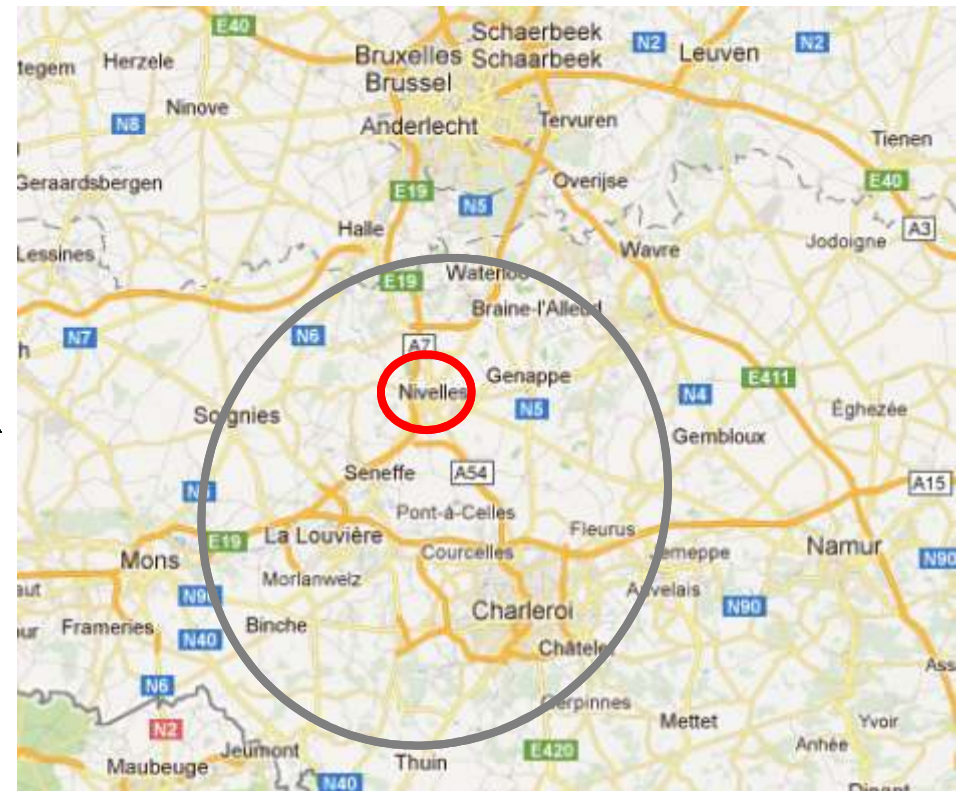
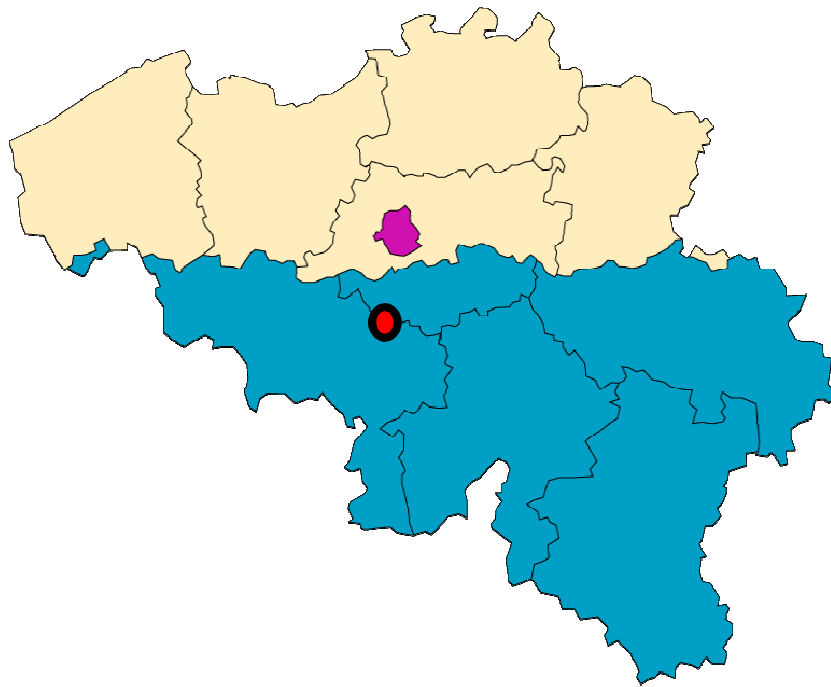
Shopping Nivelles



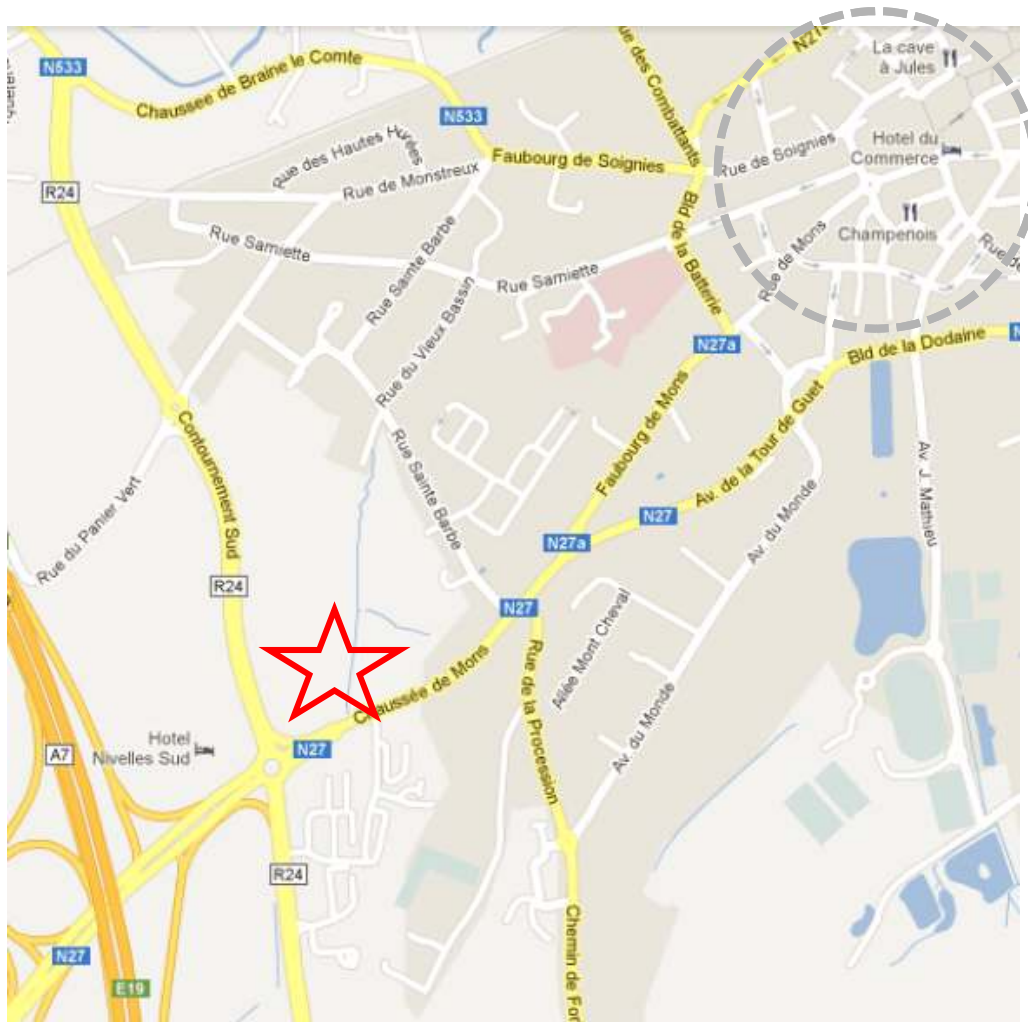
- Function: Shopping Centre
- Opening: 1975
- Refurbishment: 2008
2010-2012 extension
- GLA: 28.500 m² (15.540 m²)
- Shops: 101 units (60)
- Catchment area: Primary: 32.225 persons
Secondary: 351.810 persons
- Visitors: 3.3 mln/ year
(before extension)
- Gross rent: € 7.3m (€ 3.0m)
- Parking: 1.300 places (800)



Location and catchment area



Location towards city center





Competition



Nivelles



Ville 2

Charleroi



L'esplanade Louvain-la-Neuve

Floor Plan



Alimentation

- 46 A la Ferme
- 27 Comé Port Royal
- 49 Delhaize
- 13 Ma Campagne
- 23 La P'tit Gourmandise

Hygiène - Beauté & Soins

- Beauté**
- 5 Dame Nature
 - 24 Di
 - 62 Ici Paris XL
 - 43 iU
 - 70 Planet Parfum
 - 84a Rituals
 - 6 Yves Rocher
- Optique**
- 66 Alain Afflelou
 - 75 Grand Optical
 - 16 Optic 3000

Articles Cadeaux

- Librairie - Papeterie**
- 45 Cartamix
 - 50 Club
 - 29 Entrée Libra
 - 15 Press Shop
- Bijouteries**
- 22 Bijoux Laurent
 - 42 Venip
- Audio/video/CD**
- 98a Free Record Shop
 - 12 Music Way
 - 52 Photo Hall
- Téléphones**
- 86 Base
 - 39 Mobistar Center
 - 44 Studio Telecom
 - 26 The Phone House
- Computer & Software**
- 102 Mac Line

Sports

- 83 AS Adventure
- 81 Sportadirect.com

Maroquinerie-Chaussures

- 69 Bart Smit
- 96 Avance
- 20 Chaussures Free
- 68 Delcambre
- 78 Eram
- 80 Foot Locker
- 3 Le Tanneur
- 8 Pronti
- 33 Sac à Malice
- 89 Take off

Equipement de la maison & loisirs

- 73 Alice Délice
- 31 Blokker
- 96a Maison Hayoit
- Fleurs**
- 105 Bamboo et plantes

Dépt stores

- 55 Hema

Vêtements-Accessoires

- Fashion**
- 34 C&A
 - 32a Cargo
 - 19 Confidentiel
 - 101 Cool Cat
 - 97 Esprit
 - 82 H&M
 - 87 IKKS
 - 71 JBC
 - 69a Le loft
 - 72 S. Oliver
 - 32b X-treme
 - 54 Zeeman
- Hommes**
- 37 Cap Horn
 - 51 Celio
 - 70a Jules
- Femmes**
- 76 Appells
 - 79 Camaïeu

- 61 Cassis
 - 90 Claire's
 - 93 Gerry Weber
 - 100 L&L
 - 17 Lipstick
 - 99 M5 Mode
 - 41 Paprika
 - 47 Rose Sauvage
 - 77 Steps
 - 98 Street One
 - 94 Veritas
- Lingerie**
- 85 Bodywear
 - 28 Hankemöller
- Enfants**
- 21 La Compagnie des Petits
 - 53 Okaid

Restauration

- 91a Adriatic
- 92 Beaulieu
- 91b Capoue
- 4 Chez Alfio
- 84b EXJO
- 72a Hélixir

- 9 La Focaccia
- 88 La Vie Parisienne
- 40 La Zinc
- 48 Lunch Garden
- 65 Pizza Hut
- 1 Porte du Prince
- Q Quick

Services

- Nettoyage à sec**
- 7 Sec A Neuf
- Coiffeurs**
- 104 Mode Hair
 - 38 Renée Claude
- Assurances**
- 63 Partners Assurances
- Agence de voyage**
- 11 Neckermann
- Reparations**
- 30 Mister Mint
- Auto**
- Car Wash IMO

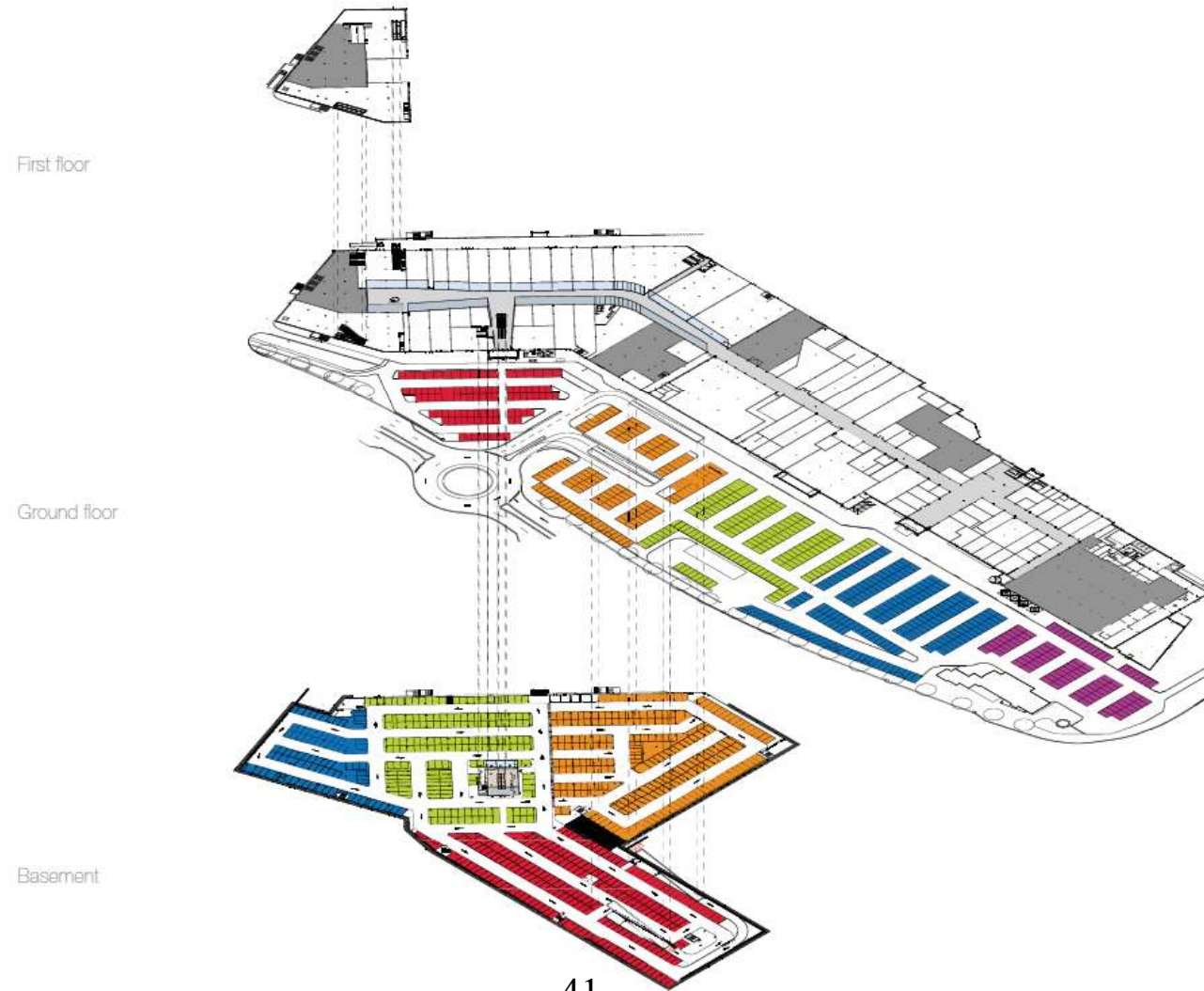


Coin bébé
 Toilettes
 Toilettes handicapées
 Gestion
 Poste de garde
 Escalator
 Bancontact
 Ascenseur handicapés
 Point info-Billetaria-Sherpa

Extension



Masterplan diagram



Extension



Impressions



Impressions Opening





Development Shopping Nivelles

- Ambition
 - Goal: from local run shopping → regional fun shopping
 - Sustainable shopping centre
 - Increased number of visitors
 - +/- 3.300.000/year → 4.500.000/year (expected)
 - first weekend (Friday – Sunday): > 100.000 visitors
- Program
 - Critical mass:
 - 15.720 m2 GLA → 28.617 m2 GLA
 - 60 shops → 101 shops
 - 3 anchors (Delhaize, Hema, Sports Direct)
→ 6 anchors (+ H&M, AS Adventure, JBC)



Development Shopping Nivelles

- Financials

- Extension:

- * Investment: € 44m
- * Valuation: € 61.5m - 12,5 % transfer tax = € 54.6m
based on market rent: € 3.9m
yield: 6%
- * Created value: € 10.6m

- Existing part:

- * Valuation Dec 2011 = € 56.1m
- * Valuation Dec 2010 = € 50.0m
- * Created value: € 6.1m
through :
 - Increased market rent
 - Tenant rotation



Sustainability

- Increased thermal insulation: K value = 30 (limit \leq 45)
- Low energy technical equipment (eg. Heating system)
- Central and selective waste treatment
- Re-use of rainwater

Sustainability



Photovoltaic panels

- 1.718 panels
- 5.736 m² gross
- 500 kWp



- Electricity used for common areas (reduction of common charges)

Sustainability



breeam

The Code for Sustainable Buildings

This is to certify that

Shopping Center Nivelles: extension, Chaussée de Mons 18, 1400 Nivelles, Belgium

has achieved an interim score of 60.00%, and a BREEAM rating of

VERY GOOD



This Design stage assessment was carried out under the 2009 version of
BREEAM Europe Commercial

Signed on behalf of BRE Global Ltd

5th October 2011

Date

Erwin Theuns

Licensed Assessor

VK Engineering

On behalf of

Wereldhave Begium Services NV

Developer / Client

Bureau d'architecture Van Haeren

Architect

NV Besix sa

Main Contractor

Certificate Reference: VKENG-BIB-ET06-1

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Future plans- retail park





Wereldhave Property tour Belgium Belle-Ile, Liège



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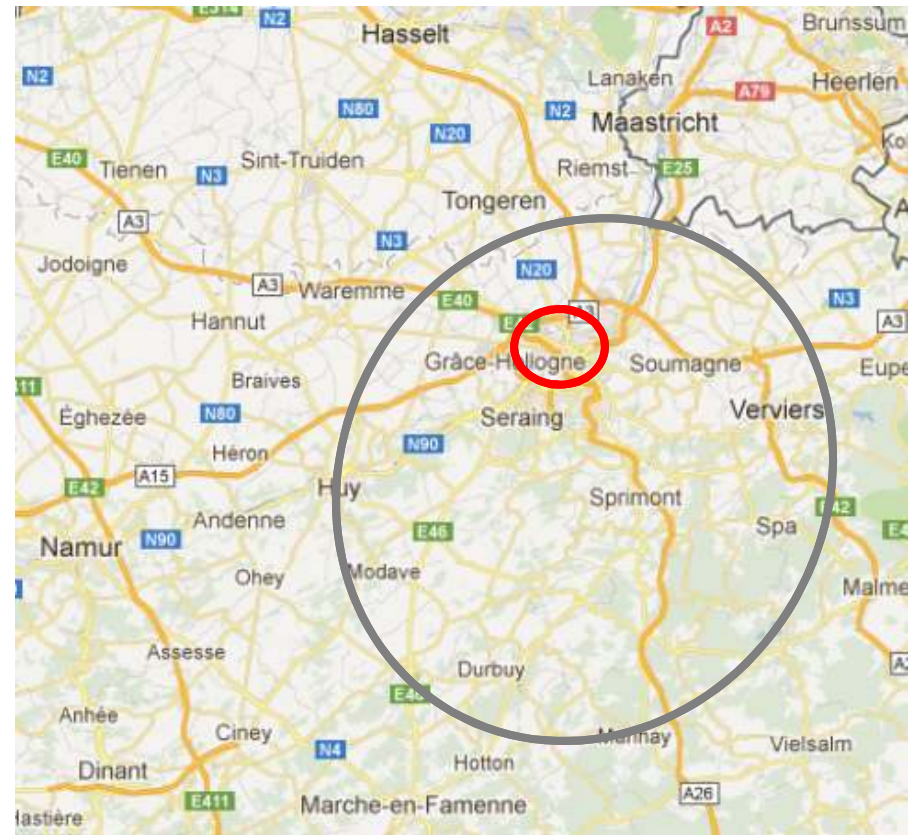
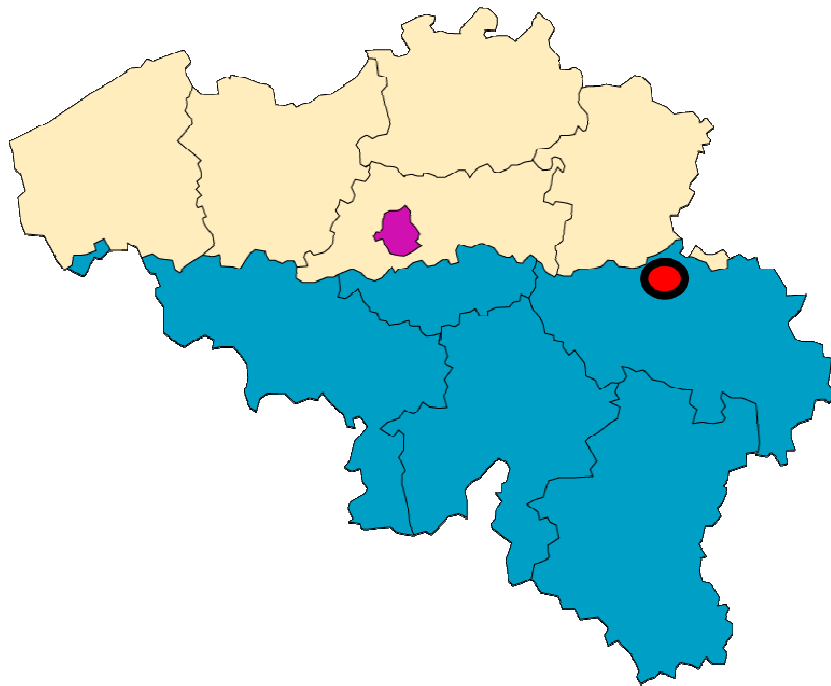
Belle-Ile



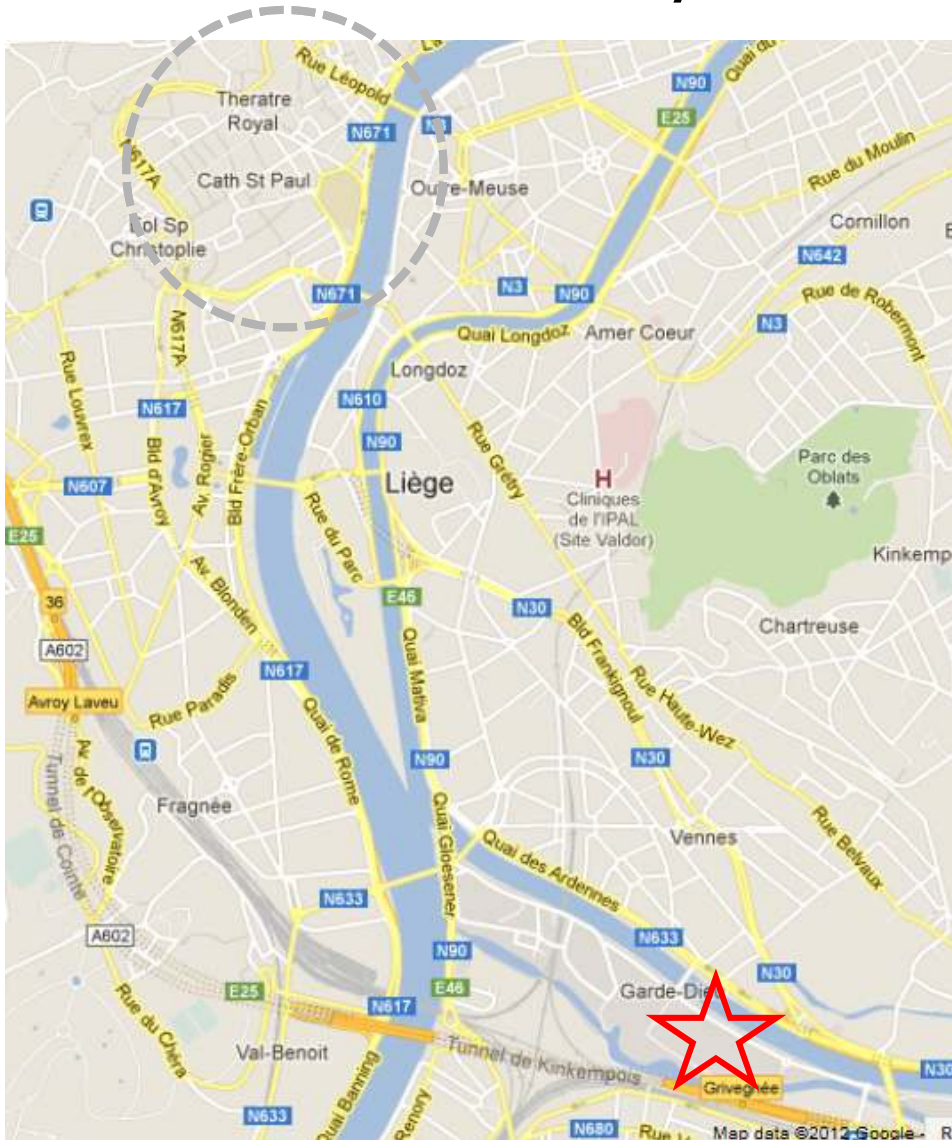
- Function: Shopping Centre
- Opening: 1995
- Refurbishment: 2002
- GLA: 30.449 m²
- Shops: 98 units
- Visitors: 4.5 mln/year
- Gross rent: € 10.0m
- Parking: 2.200 places



Location and catchment area

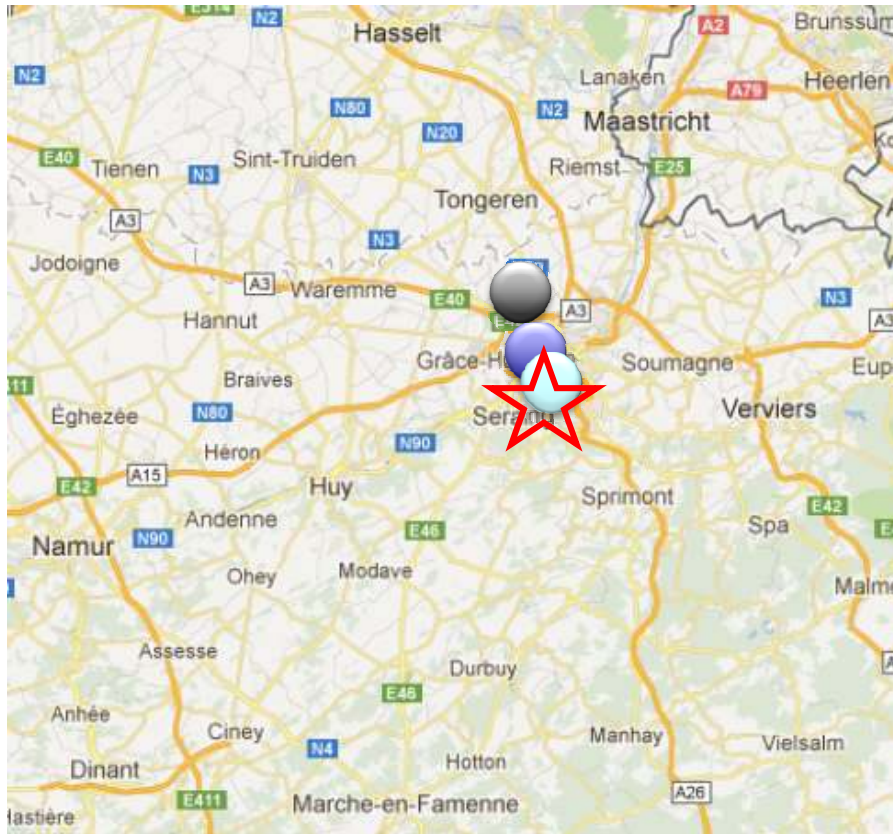


Location towards city center





Competition



-  Belle-Ile
-  Galleries St Lambert Liège
-  Cora Rocourt Juprelle
-  Médiacité Liège



Floor plan



Impressions





Lease Renewals

Tenants	Current situation		After renewal		
	Annual rent	Rent /m2	Annual rent	Rent /m2	%
30	€ 3.85m	492	€ 4.51m	588	17.4%
Excl. Carrefour+ H&M	€ 2.38m		€ 3.05m		28.1%



Wereldhave Property tour Belgium Shopping 1, Genk



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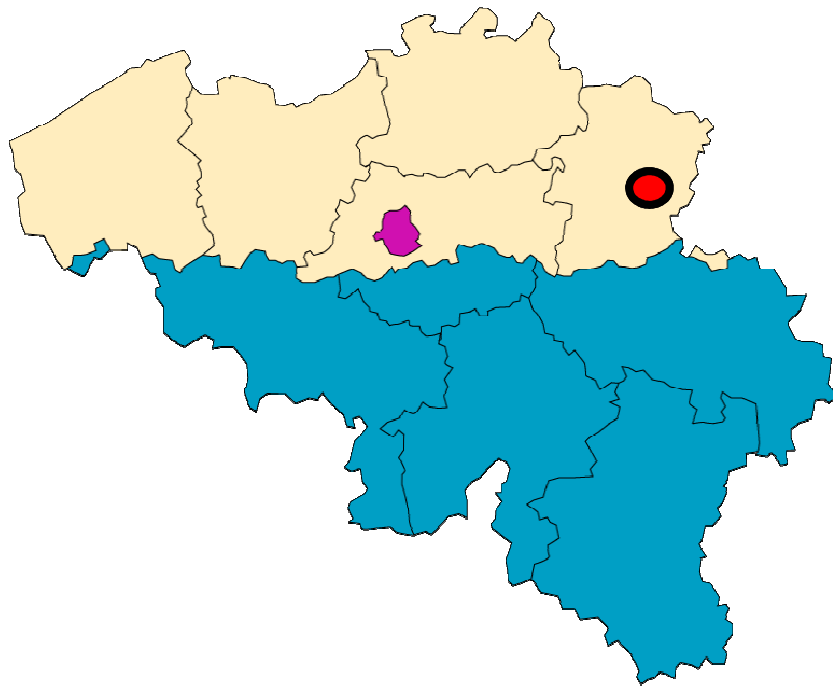
Shopping 1



- Function: Shopping Centre
- Opening: 1968
- Refurbishment: 2012-2014
- GLA: 15.601 m²
(11.407 m² WHB)
- Catchment area: Primary: 88.348 pers.
Secondary: 164.300 p.
- Visitors: 4.2 mln/ year
- Gross rent: € 1.5m
- Parking: 720 places



Location and catchment area



Location towards city center





Competition



 Shopping 1

 Twee Torenwijk Hasselt

 M2 Maasmechelen

 Stadsplein Genk

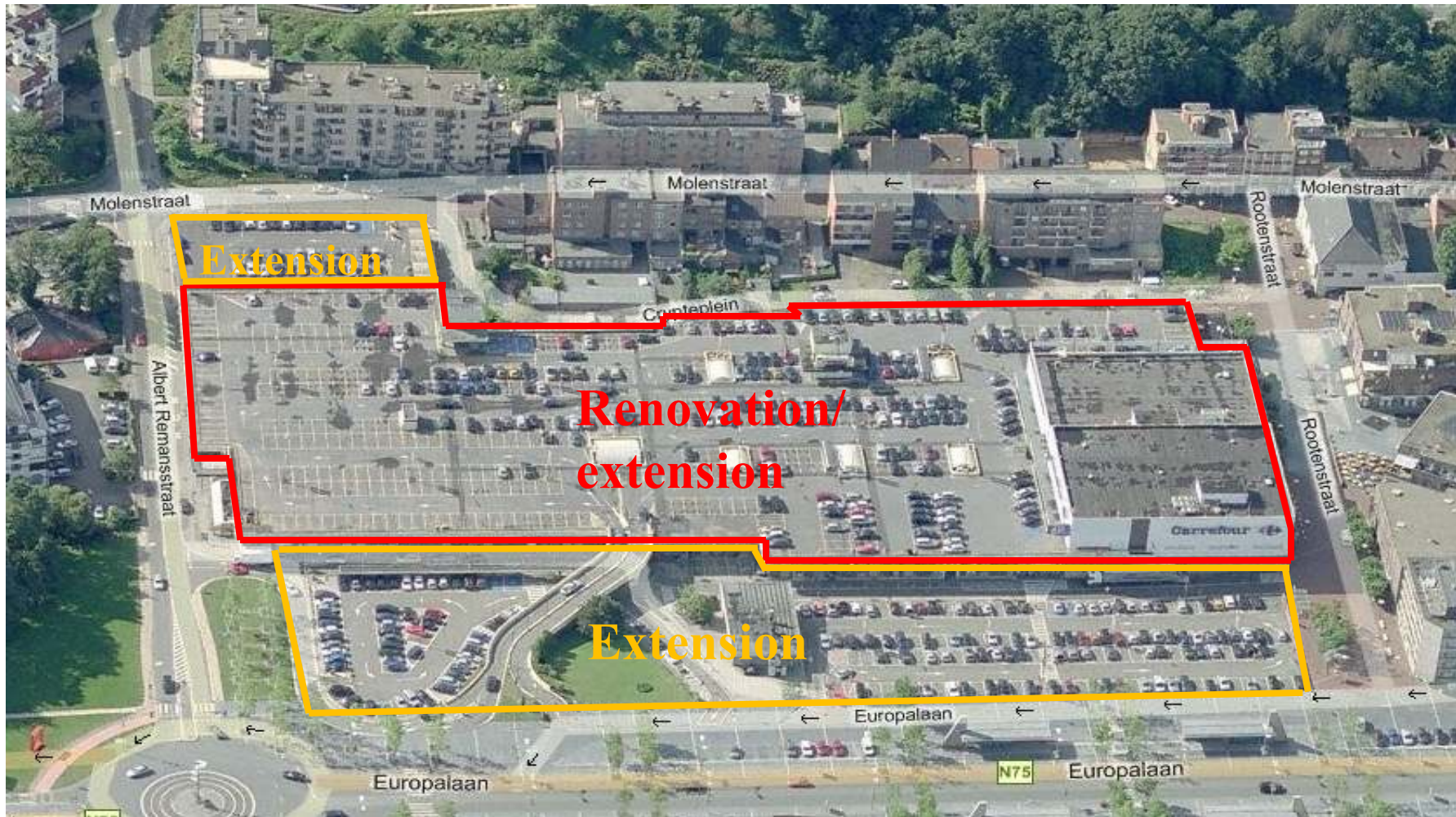
Shopping 1



Shopping 1



Extension at study



Extension at study

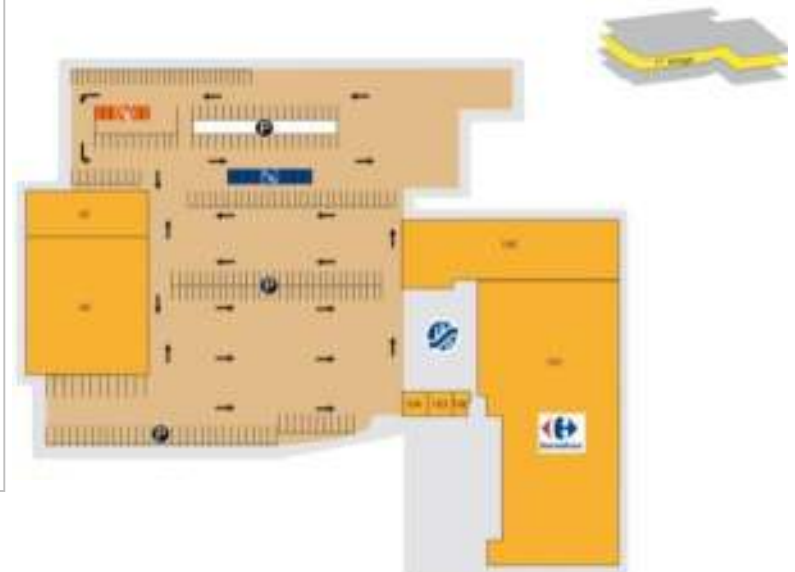
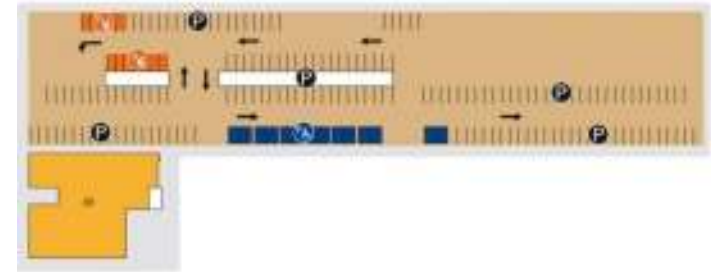




Extension at study

- Ambition
 - Shopping 1 "the place to be" in Genk
 - Upgrading
- Program
 - Refurbishment of interior, exterior (facade, entrances)
 - Extension of GLA 11.500 m² / ca. 40 shops
 - Renovation of the roof parking
 - New parking building
- Design
 - More visible entrances
 - Bringing daylight in the mall
 - Creating a void to connect groundfloor and firstfloor.
 - Look & feel : bright colors, signing,...
 - Optimize routing
 - Visibility of anchor tenants
- Financial
 - Investment € 58m @ 6.75-7.25%

Shopping 1



Impressions



Impressions





Wereldhave Property tour Belgium Les Bastions, Tournai



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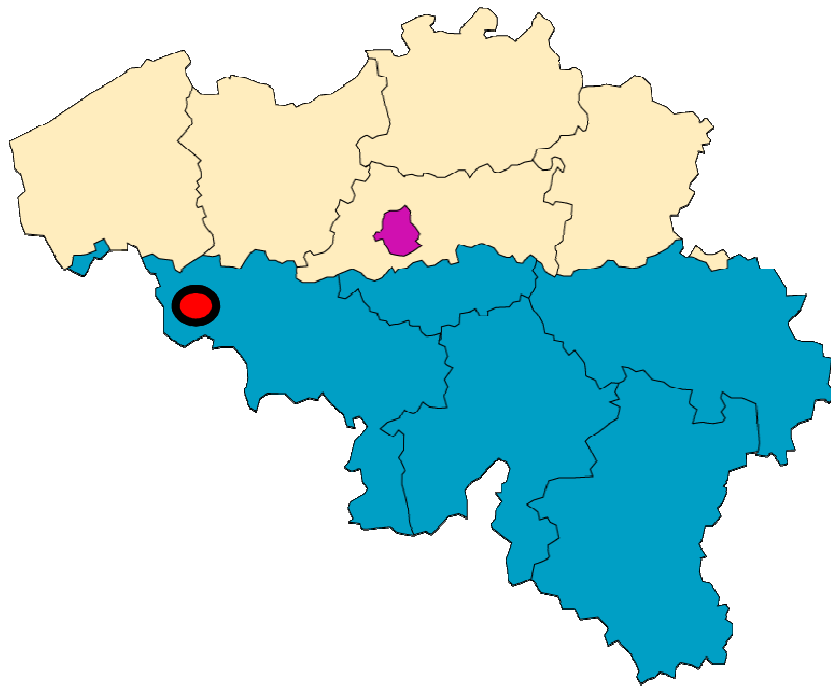
Les Bastions



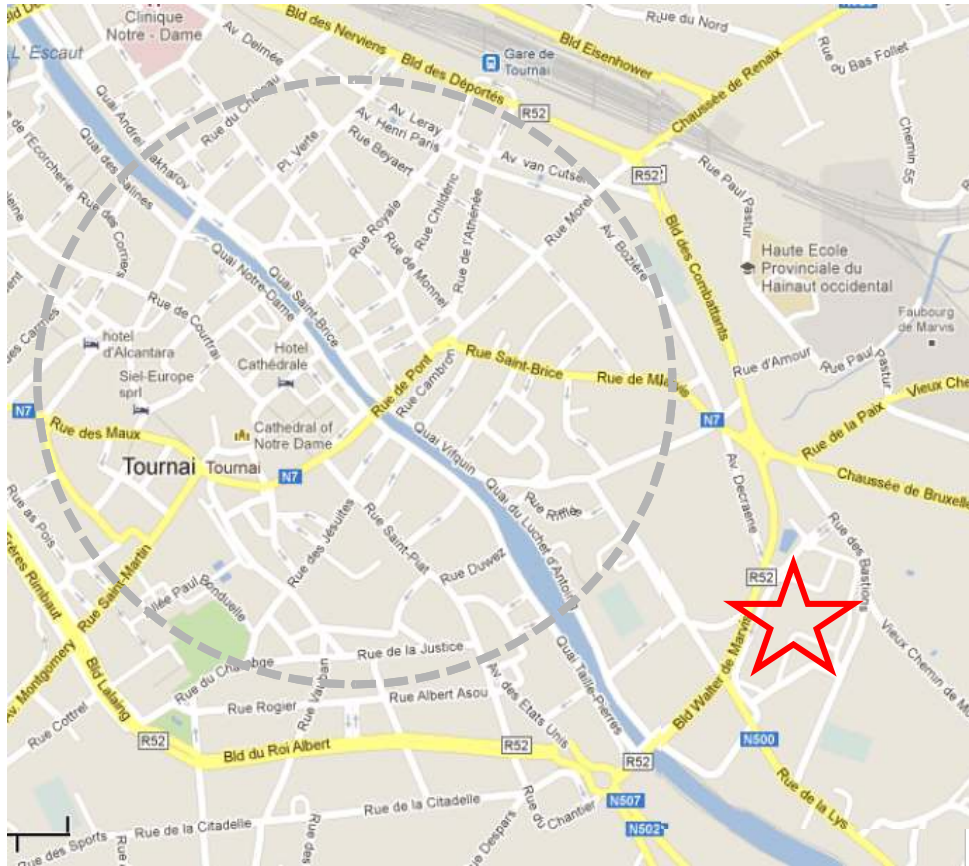
- Function: Shopping Centre
- Opening: 1979
- Refurbishment: 1996, 2012-2014
- GLA WHB : 15.060 m²
- Catchment area: Primary: 94.000 pers.
Secondary: 120.000 p.
- Visitors: 3.2 mln/ year
- Gross rent: € 2.8m
- Parking: 1260 places



Location and catchment area

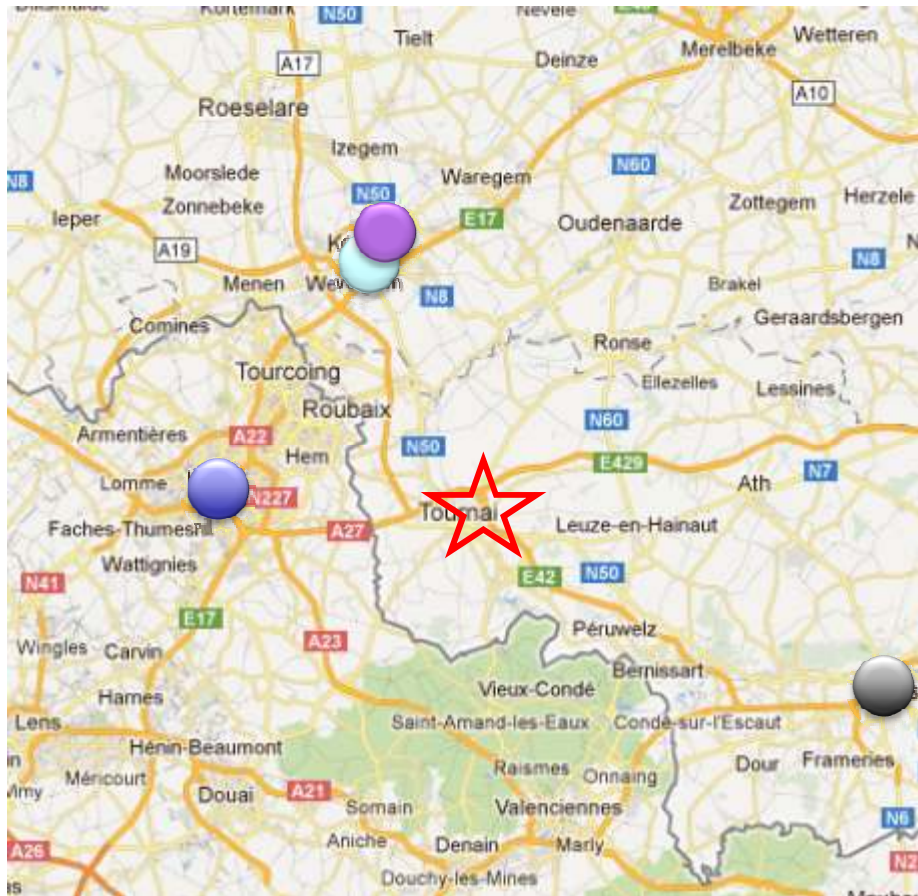


Location towards city center





Competition



Les Bastions



Euralille

Lille



Les Grands prés

Mons



K van Kortrijk

Kortrijk



Ring Shopping

Kortrijk

Floor plan



CENTRE COMMERCIAL



Alimentation

Delhaize
Leonidas

Hygiène - Beauté & Soins

Beauté
Di
Ici Paris XL
Ligne Santé
Yves Rocher

Articles Cadeaux

Optique
Alain Afflelou
Librairie - Papeterie
Club
Ludorama

Bijouteries
Six
Venzi
Watch-Watch

Audio/Video/CD
Free Record Shop
Photo Hall
Photobob

Fleuriste
ZenGarden

Téléphones
Belgacom
Mobistar
The Phone House

Sports
Disport

Maroquinerie-Chaussures

Avance
Avance Fashion
Pronti

Équipement de la maison

Blokker
Hema
Leenbakker

Vêtements-Accessoires

Fashion
C&A
H&M
Dyle

Hommes
Cap Horn
Celo
Springfield

Femmes
Audace
Cassis
Etam
Veritas
L&L
Paprika

Lingerie
Etam Lingerie
Hunkemöller

Enfants
Prémaman

Restauration

The waffle factory
Cafés 5 clochers
Pizzeria adriatic
St brice
Fleuron
Gambinus
Garlaban
Lunch garden
Quick
Vanille & chocolat

Services

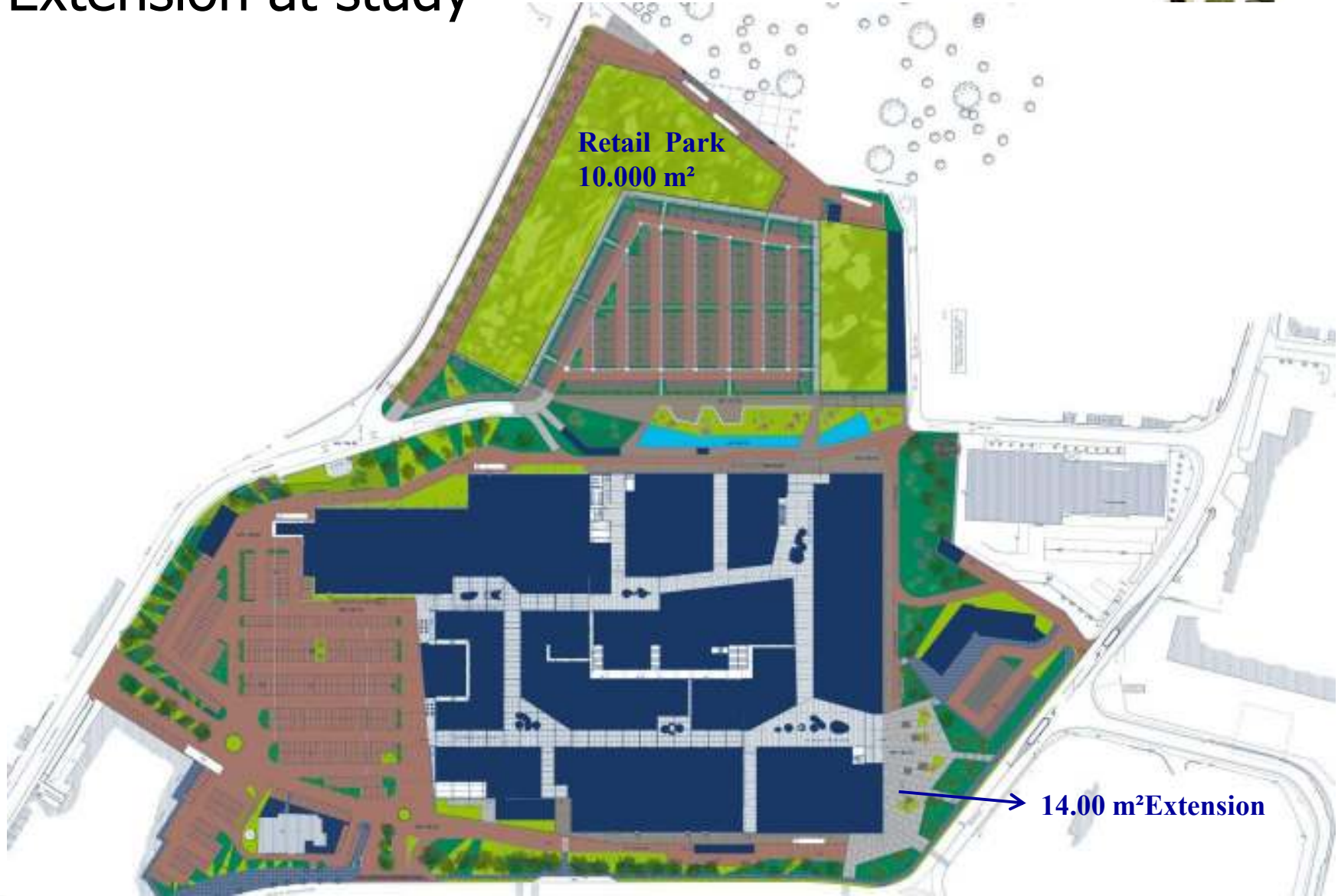
Nettoyage à sec
Press éco
Coiffeurs
Alexander K
Shampoo
Banque
Ing Self Bank



Extension at study



Extension at study





Extension at study

- Ambition
 - Securing the dominant position in the catchment area
 - Creating a fashionable retail experience
- Program
 - Refurbishment of interior, exterior facade and parking
 - Extension of GLA 14.500 m² / ca 40 shops
 - Parking 2.100 ppl.
 - Retail Park : GLA 10.000 m² / 6 à 10 units
- Design
 - More visible entrances
 - Daylight (light domes)
 - Higher shop fronts / higher ceiling
 - Look & feel : bright colors, signing,...
 - Optimize routing
- Financial
 - Tournai I (Retail Park) € 16m @ 7.0-7.25%
 - Tournai II (shopping) € 65m @ 6.5-7.0%

Impressions Retail Park



Impressions Extension





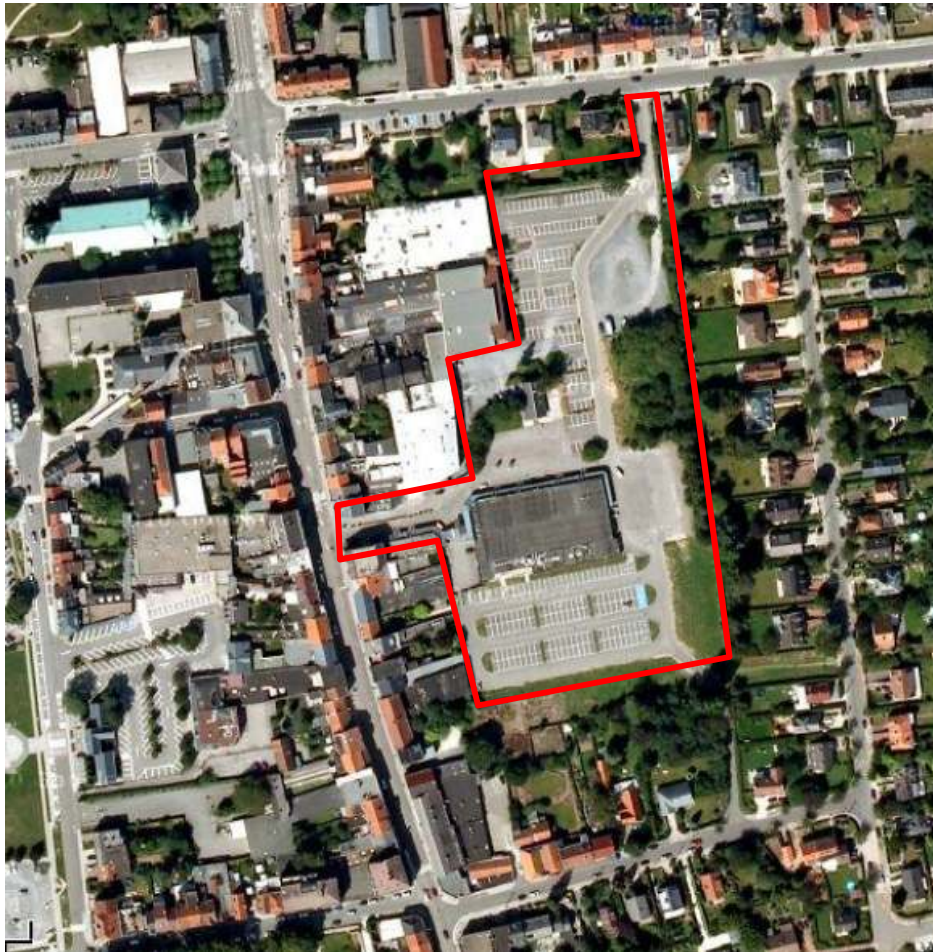
Wereldhave Property tour Belgium Waterloo City Centre



Wereldhave. Value for tomorrow.

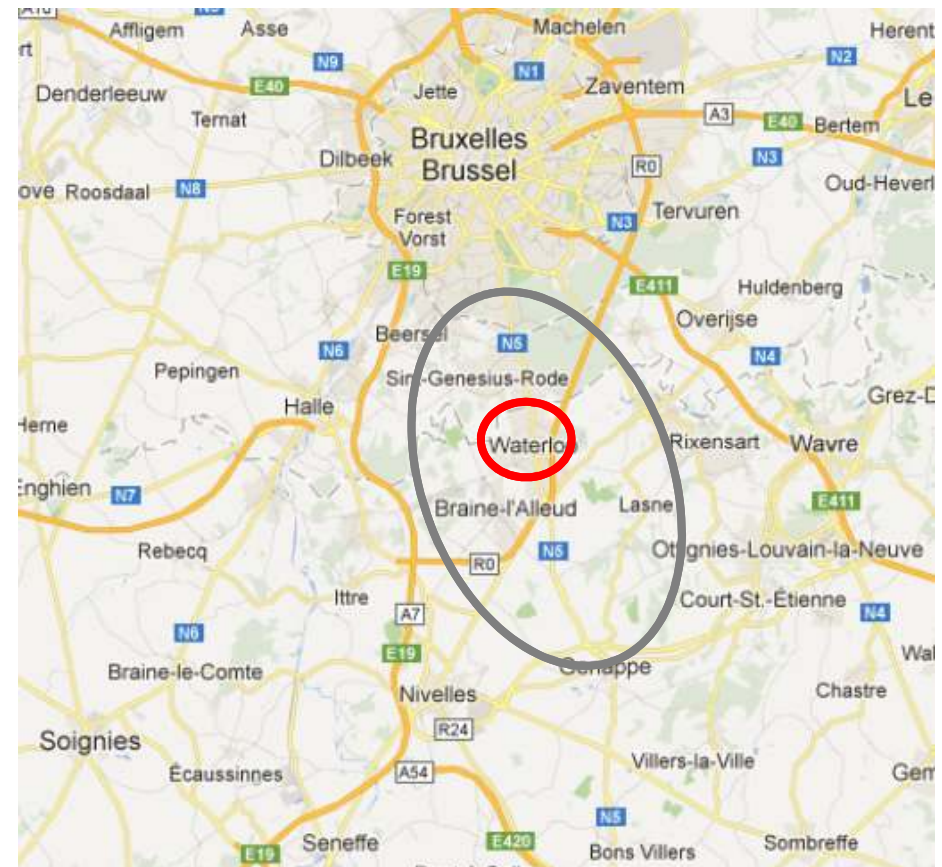
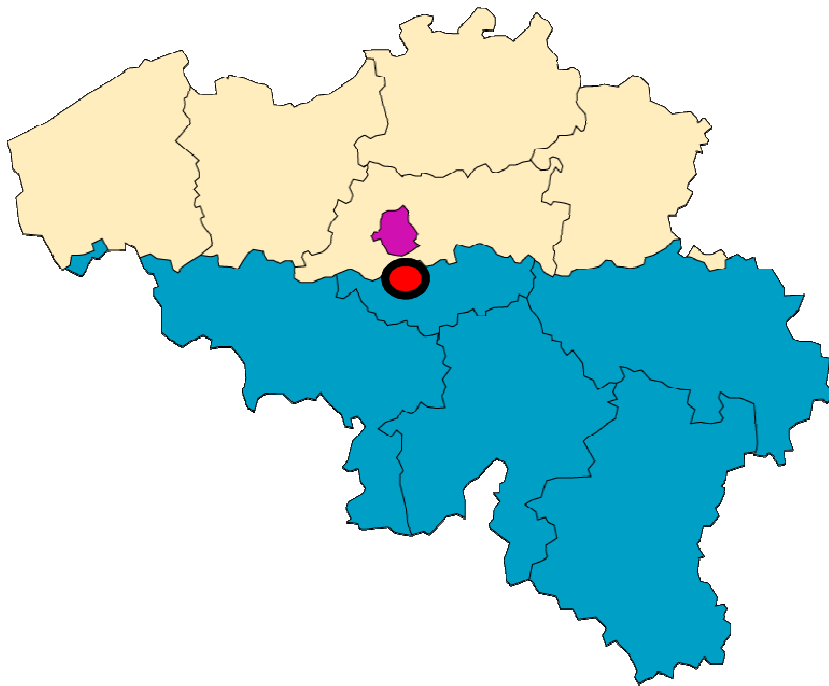
May 22nd, 2012

Waterloo

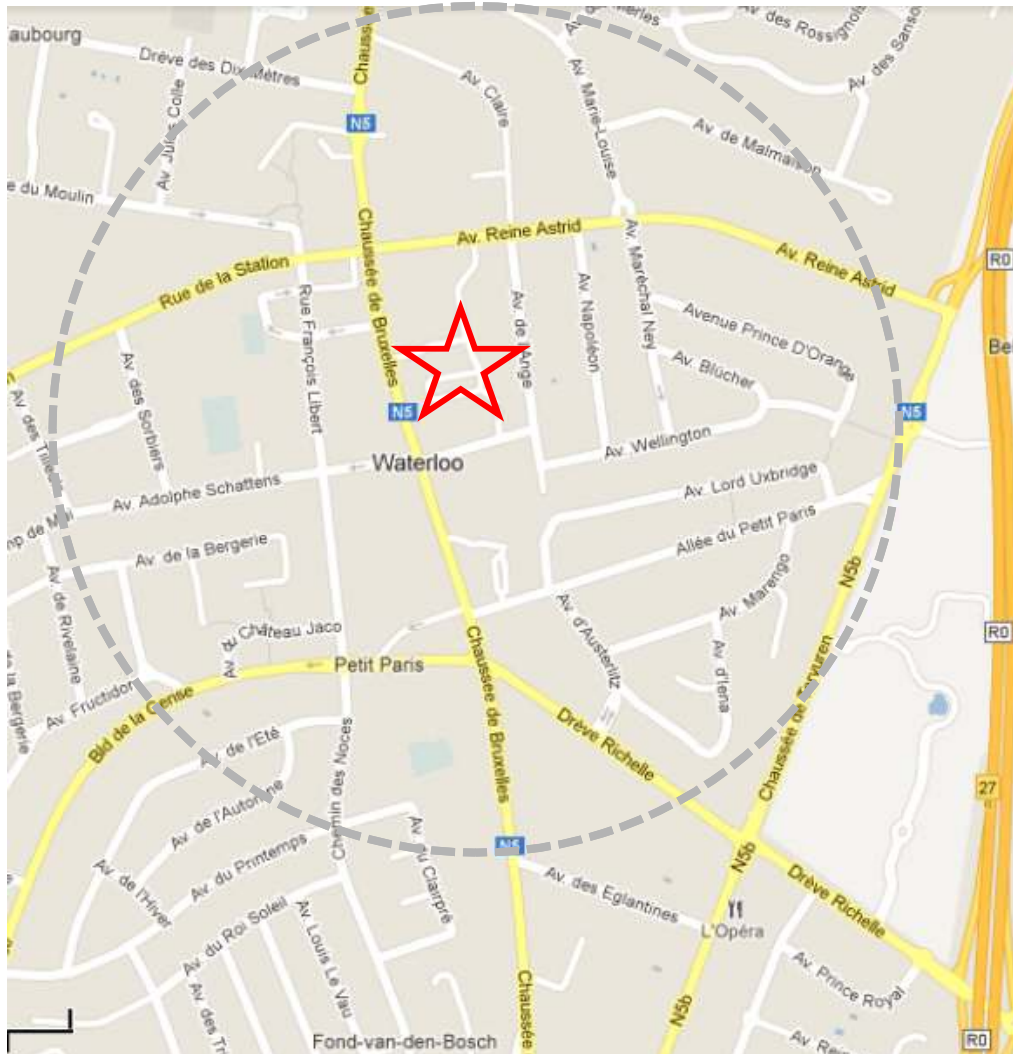


- Function: Inner city mixed development
- Opening: 1966
- Refurbishment: 2014-2016
- GLA: 3.350 m²
- Shops: 11
- Visitors: 0.76 mln/year
- Gross rent: € 0.8m
- Parking: 95 places

Location and catchment area

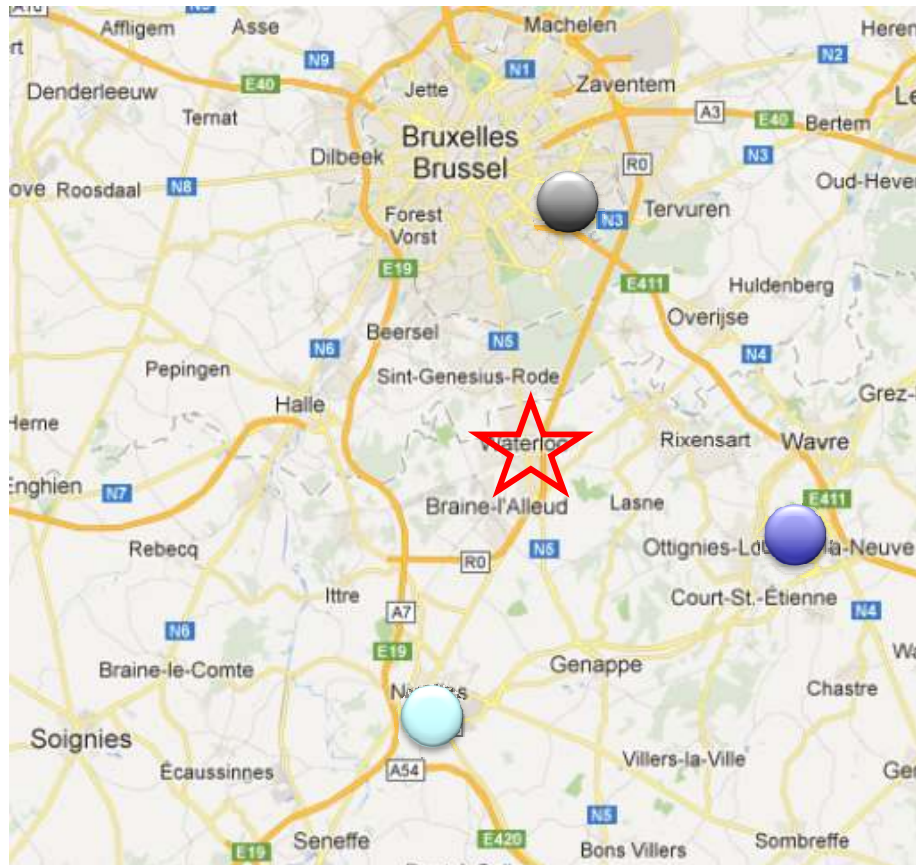


Location towards city center





Competition



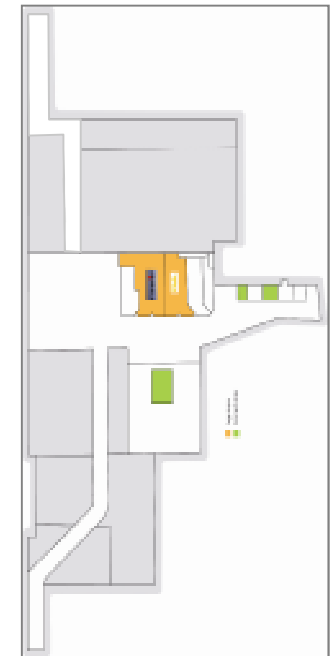
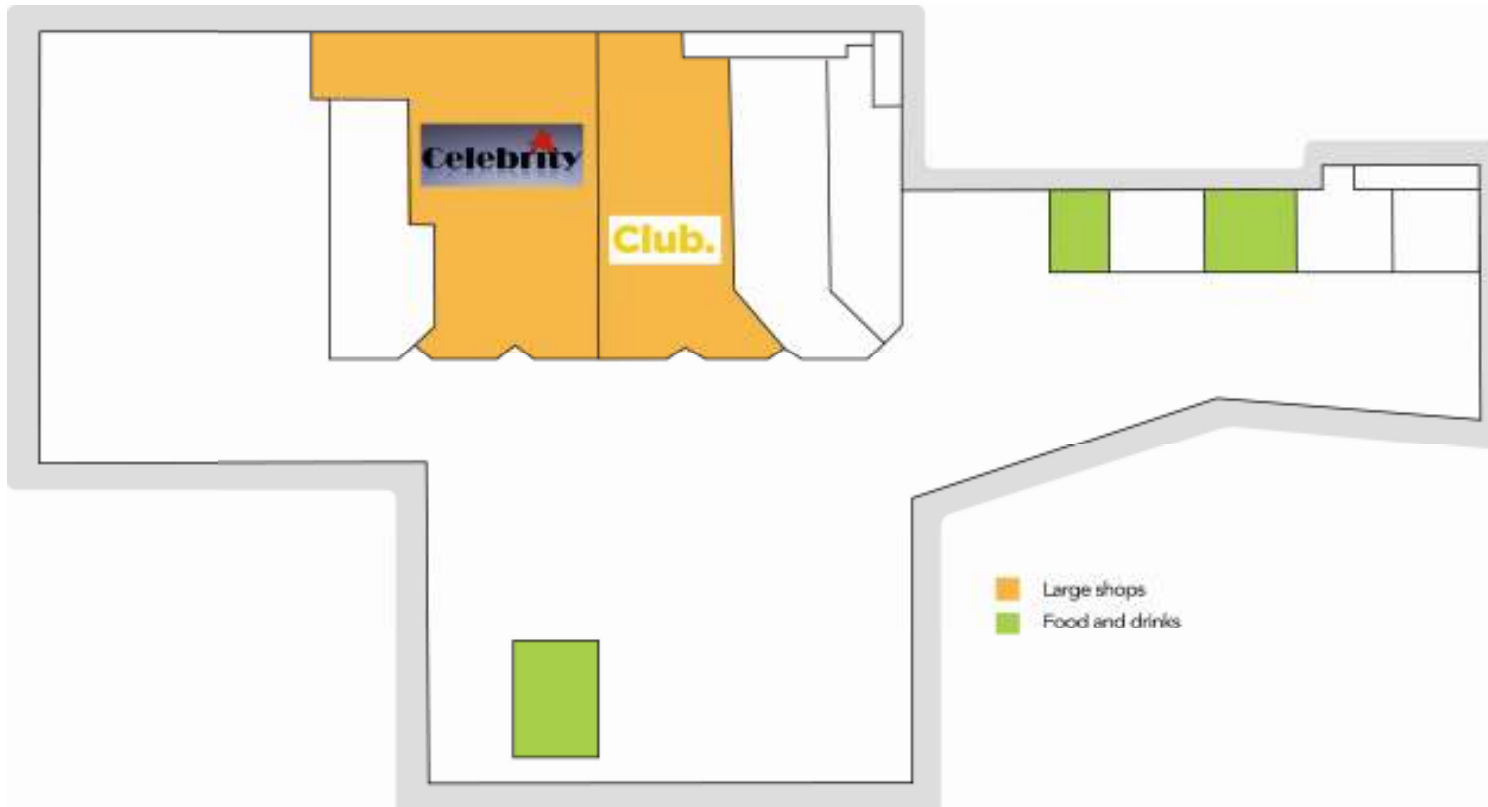
★ Waterloo

● L'esplanade Louvain-la-Neuve

● Woluwe Schopping Center Woluwe

● Nivelles

Floor plan



Extension at study



Extension at study

