

# PRESS RELEASE

# Regulated information

1 March 2018 Under embargo until 5.40 pm

# INTERIM STATEMENT OF THE STATUTORY MANAGER FIRST QUARTER OF FINANCIAL YEAR 2017-2018

#### FURTHER EARNINGS GROWTH

### **OPERATING RESULTS**

- Rental income €10.3 million, up 3.8%
- EPRA Earnings €6.7 million, up 3.5%

### **EARNINGS PER SHARE**

EPRA Earnings: €1.04 per share, up 4.1%

### **PROPERTY PORTFOLIO**

- Value of the portfolio: €619 million, up 0.4% on a like-for-like basis
- Geographical diversification of the portfolio:
  - 62% in Belgium
  - 33% in France
  - 5% in Spain
- Growth in the rate of occupancy: 97.2% (versus 97.0% as at 30/09/2017)

# **FINANCIAL STRUCTURE**

Debt ratio<sup>1</sup> of 41.2% as at 31/12/2017

<sup>&</sup>lt;sup>1</sup> Debt ratio calculated in accordance with Royal Decree of 13 July 2014 on regulated real estate companies.

# Property portfolio as at 31 December 2017

At 31 December 2017, the fair value of the property portfolio amounted to €618.9 million compared to €613.3 million as of September 30, 2017.

(€000S)	31/12/2017	30/09/2017
BALANCE AT BEGINNING OF THE PERIOD	613.317	572.132
Acquisitions	3.001	32.612
Disposals	0	0
Transfer from assets held for sale	0	0
Change in fair value	2.608	8.573
BALANCE AT THE END OF THE PERIOD	618.925	613.317

During the 1st quarter of the year, Ascencio acquired a 1,963 m<sup>2</sup> store operated by Mr. Bricolage in the Bellefleur retail park in Couillet, completing its real estate control of the site.

Ascencio has also started the division of the commercial surfaces of its sites in Spain to reduce the area occupied by Worten and rent them to the Spanish chain Kiwoko. This redevelopment will lead, at the end of the works, to an increase in the rents collected on the three sites in Madrid, Barcelona and Valencia.

As at December 31, 2017, the occupancy rate of the portfolio stood at 97.2%, slightly higher than at 30 September 2017 due to the relocation of several vacant spaces.

During this quarter, Ascencio concluded the rental of the surfaces that were vacant on its retail park in Crèche sur Saone, which is now 100% occupied. On the Pontet site, the vacant surface following the departure of Aldi was re-leased to the Satoriz organic products chain.

At this stage, Ascencio's supermarket portfolio is not affected by the current restructuring of Carrefour.

As of 31 December 2017, the breakdown of the portfolio (excluding projects) between the 3 countries in which Ascencio operates is as follows:

COUNTRY	Investment value (€000s)	Fair v		Contractual rents (€000s)	Occupancy rate (%)	Gross yield (%)
Belgium	389.830	379.682	61,7%	25.788	96,5%	6,6%
France	217.138	204.651	33,3%	13.899	98,1%	6,4%
Spain	31.960	30.920	5,0%	1.914	100,0%	6,0%
TOTAL	638.928	615.253	100,0%	41.601	97,2%	6,5%

# Consolidated results for the first quarter of financial year 2017/2018

CONSOLIDATED RESULTS (€000s)	Q1 from 30/09/2017 to 31/12/2017	Q1 from 30/09/2016 to 31/12/2016
RENTAL INCOME	10.274	9.900
Rental related charges	45	-74
Taxes and charges not recovered	-37	-70
PROPERTY RESULT	10.282	9.756
Property charges	-565	-462
Corporate overheads	-956	-811
Other income and operating costs	-21	0
OPERATING RESULT BEFORE RESULT ON PORTFOLIO	8.740	8.483
Operating margin 2	85,1%	85,7%
Financial income	0	3
Net interest charges	-1.741	-1.789
Other financial charges	-90	-89
Taxes	-163	-88
EPRA EARNINGS	6.746	6.520
Net gains and losses on disposals of investment properties	0	0
Change in the fair value of investment properties	2.608	2.739
Other result on the portfolio	0	0
Portfolio result	2.608	2.739
Change in fair value of financial assets and liabilities	1.252	2.814
Exit Tax	0	0
Deferred tax & tax on profit on disposals	-73	-80
NET RESULT	10.533	11.993
EPRA Earnings per share (EUR)	1,04	1,00
Earnings per share (EUR)	1,62	1,85
Number of shares	6.497.594	6.497.594

**Rental income** rose by 3.8% and amounted to €10.3 million against €9.90 million for the 1<sup>st</sup> quarter last year due to the contribution of investments made in 2016/2017 (mainly the acquisition of the Papeteries de Genval shopping center on 22 December 2016 and the construction of an Action store on the Jambes site in the fourth quarter of the previous year).

<sup>&</sup>lt;sup>2</sup> Alternative Performance Measure (APM). See pages 7 and 8 of this press release.

During the 1<sup>st</sup> quarter of the year, **average cost of debt³** (margins and cost of hedging instruments included) amounted to 2.91% compared to 3.16% in the 1<sup>st</sup> quarter of the previous financial year.

Following the maturity on 30/06/2018 of an IRS of 50 million, fixed rate of 4.35%, the average cost of debt will decrease significantly from July 2018. Thanks to the rate hedging policy put in place, the **hedging ratio**<sup>3</sup> of the group is currently 85% and, based on the current level of indebtedness, is greater than 75% over the next 4 years.

EPRA Earnings for the 1st quarter amounted to €6.75 million, compared to €6.52 million at 31 December 2016, an increase of 3.5%.

EPRA Earnings per share amounts to €1.04 per share, compared with €1.00 for the first quarter of the previous financial year.

After taking into account the positive change in the fair value of the portfolio (+  $\leq$ 2.61 million) and the positive change in interest rate hedging instruments (+  $\leq$ 1.25 million), the **net result** of the 1st quarter of the year amounted to  $\leq$ 10.53 million.

The debt ratio (before allocation of the balance of the dividend for the 2016/2017 financial year) was 41.2% at 31 December 2017, compared with 42.6% at 30 September 2017.

#### Consolidated balance sheet at 31 December 2017

CONSOLIDATED BALANCE SHEET (€000s)	31/12/2017	30/09/2017
ASSETS	628.190	625.414
Investment properties	618.925	613.317
Other non-current assets	3.010	2.877
Assets held for sale	0	0
Trade receivables	1.321	4.000
Cash and cash equivalents	2.664	2.919
Other current assets	2.270	2.301
EQUITY AND LIABILITIES	628.190	625.414
Equity	356.819	346.281
Non-current financial debts	190.681	185.455
Other non-current liabilities	9.354	10.421
Deferred tax	3.307	3.235
Current financial debts	62.216	69.183
Other current liabilities	5.813	10.839

<sup>&</sup>lt;sup>3</sup> Alternative Performance Measure (APM). See pages 7 and 8 of this press release.

### Net asset value (NAV) per share

(€000S)	31/12/2017	30/09/2017
Total number of shares	6.497.594	6.497.594
NAV IFRS	54,92	53,29
NAV EPRA	56,39	54,95

# Events and significant transactions after 31 December 2017

There have been no significant events since 31 December 2017.

### Outlook

Retail specialist Ascencio is pursuing its investment strategy focused on quality sites, located on the outskirts of major urban areas.

The targets are stand-alone stores, structured units and retail parks. Its focus is mainly on the Belgian, French and Spanish markets where Ascencio is already present, while also analysing certain opportunities in new markets.

Ascencio has a significant investment capacity taking into account its debt ratio of 41.2%.

Excluding significant unforeseen events and based on its current real estate portfolio, the projected results for the 2017/2018 financial year should allow the distribution of a gross dividend comparable to that of the previous financial year.

### Financial calendar

Semi-annual financial report as at 31 March 2018	11 June 2018
Interim statement for the period ended 30 June 2018	2 August 2018
Annual press release as of 30 September 2018	3 December 2018
Ordinary general meeting of shareholders 2019	31 January 2019 at 2.30 pm

# For any additional information:

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# Reconciliation of Alternative Performance Measures (APMs) & EPRA Indicators

Following the coming into force of the ESMA (European Securities and Markets Authority) Guidelines on Alternative Performance Measures (APMs), APMs used in this press release are identified by an asterisk (\*).

Definition of the APMs and the use made of them can be found at the end of the 2016/2017 Annual Report, which is available on Ascencio's website (www.ascencio.be).

## 1. Operating margin

		31/12/2017	31/12/2016
Operating result before result on portfolio (€000S)	= A	8.740	8.483
Rental income (€000S)	= B	10.274	9.900
OPERATING MARGIN	= A / B	85,1%	85,7%

### 2. Average cost of debt

		31/12/2017	31/12/2016
Net interest charges (heading XXI) (€000S)		1.741	1.789
Commissions on undrawn balances under credit facilities		69	66
Opening commission and charges for credit facilities		9	8
Change in fair value of caps		24	0
TOTAL COST OF FINANCIAL DEBTS	= A	1.843	1.863
WEIGHTED AVERAGE DEBT FOR THE PERIOD	= B	253.397	235.686
AVERAGE COST OF DEBT	= A / B	2,91%	3,16%

# 3. Hedging ratio

(€000S)		31/12/2017	30/09/2017
Fixed-rate financial debts		56.346	56.784
Financial debts converted into fixed-rate debts by means of IRS		120.000	120.000
Financial debts converted into capped-rate debts by means of caps		40.000	40.000
TOTAL FIXED RATE OR CAPPED FINANCIAL DEBTS	= A	216.346	216.784
TOTAL VARIABLE RATE FINANCIAL DEBTS		36.551	37.854
TOTAL FINANCIAL DEBTS	= B	252.897	254.638
HEDGING RATIO	= A / B	85,5%	85,1%

# 4. Performance indicators according to the EPRA standards

# 4.1 Key figures

		31/12/2017	30/09/2017
EPRA NAV (000 EUR)	Net Asset Value adjusted to include properties and other investment interests at	366.403	357.046
EPRA NAV per share (EUR)	fair value and to exclude certain items not expected to crystallise in a long-term investment property business model.	56,39	54,95
EPRA Vacancy Rate	Estimated Market Rental Value (ERV) of vacant space divided by ERV of the whole portfolio.	2,95%	3,13%
		31/12/2017	31/12/2016
EPRA Earnings (000 EUR)	- Egrainer from operational activities	6.746	6.520
EPRA Earnings per share (EUR)	Earnings from operational activities.	1,04	1,00
EPRA Cost Ratio (including direct vacancy costs)	Administrative & operating costs (including costs of direct vacancy) divided by gross rental income.	14,93%	14,32%
EPRA Cost Ratio (excluding direct vacancy costs)	Administrative & operating costs (excluding costs of direct vacancy) divided by gross rental income.	14,55%	14,18%

# **4.2 EPRA Earnings**

(€00	Os)	31/12/2017	31/12/2016
EAR	NINGS (OWNERS OF THE PARENT) PER IFRS INCOME STATEMENT	10.533	11.993
ADJ	USTMENTS TO CALCULATE EPRA EARNINGS	-3.787	-5.473
(i)	Change in value of investment properties, development properties held for investment and other interests	-2.608	-2.739
(ii)	Profits or losses on disposal of investment properties, development properties held for investment and other interests	0	0
(iii)	Profits or losses on disposal of trading properties including impairment charges in respect of trading properties	0	0
(iv)	Tax on profits or losses on disposals	0	40
(∨)	Negative Goodwill / Goodwill impairment	0	0
(vi)	Change in fair value of financial instruments and associated close-out costs	-1.252	-2.814
(vii)	Acquisition costs on share deals and non-controlling joint venture interests (IFRS 3)	0	0
(viii)	Deferred tax in respect of EPRA adjustements	73	40
(ix)	Adjustments (i) to (viii) above in respect of joint ventures	0	0
(x)	Non-controlling interests in respect of the above	0	0
EPR/	A EARNINGS (OWNERS OF THE PARENT)	6.746	6.520
Num	aber of shares	6.497.594	6.497.594
EPR/	A EARNINGS PER SHARE (EPRA EPS - €/SHARE)	1,04	1,00

# 4.3 EPRA NAV

(€000	0s)	31/12/2017	30/09/2017
NAV	PER THE FINANCIALS STATEMENTS (OWNERS OF THE PARENT)	356.819	346.281
Numk	per of shares	6.497.594	6.497.594
NAV PARE	PER THE FINANCIALS STATEMENTS (€/SHARE) (OWNERS OF THE NT)	54,92	53,29
	t of exercise of options, convertibles and other equity interests ed basis)	0	0
	ED VAN, AFTER THE EXERCISE OF OPTIONS, CONVERTIBLES OTHER EQUITY INTERESTS	356.819	346.281
Inclu	de :		
(i)	Revaluation of investment properties	0	0
(ii)	Revaluation of investment properties under construction	0	0
(iii)	Revaluation of other non-current investments	0	0
Exclu	de:		
(i∨)	Fair value of financial instruments	6.277	7.530
(v.a)	Deferred tax	3.307	3.235
(v.b)	Goodwill as a result of deferred tax	0	0
Inclu	de/exclude:		
Adj	ustments (i) to (v) in respect of joint venture interests	0	0
EPRA	NAV (OWNERS OF THE PARENT)	366.403	357.046
Numk	per of shares	6.497.594	6.497.594
EPRA	NAV PER SHARE (€/SHARE) (OWNERS OF THE PARENT)	56,39	54,95

# 4.4 EPRA vacancy rate

(€000s)	31/12/2017				30/09/2017			
	Belgium	France	Spain	TOTAL	Belgium	France	Spain	TOTAL
Estimated rental value (ERV) of vacant space	936	273	0	1.209	818	466	0	1.285
Estimated rental value (ERV) of total portfolio	25.218	13.846	1.976	41.040	25.201	13.880	1.938	41.020
EPRA VACANCY RATE (%)	3,71%	1,97%	0,00%	2,95%	3,25%	3,36%	0,00%	3,13%

# 4.5 EPRA cost ratio

(€000s)	31/12/2017	31/12/2016
ADMINISTRATIVE/OPERATING EXPENSE LINE PER IFRS STATEMENT	-1.534	-1.417
Rental-related charges	45	-74
Recovery of property charges	0	0
Rental charges and taxes normally paid by tenants on let properties	-58	-71
Other revenue and expenditure relating to rental	21	1
Technical costs	-149	-134
Commercial costs	-36	-8
Charges and taxes on unlet properties	-39	-14
Property management costs	-268	-274
Other property charges	-73	-33
Corporate overheads	-956	-811
Other operating income and charges	-21	0
EPRA COSTS (INCLUDING DIRECT VACANCY COSTS)	-1.534	-1.417
Charges and taxes on unlet properties	39	14
EPRA COSTS (EXCLUDING DIRECT VACANCY COSTS)	-1.495	-1.403
GROSS RENTAL INCOME	10.274	9.900
EPRA COST RATIO (INCLUDING DIRECT VACANCY COSTS) (%)	14,93%	14,32%
EPRA COST RATIO (EXCLUDING DIRECT VACANCY COSTS) (%)	14,55%	14,18%