



ANNUAL RESULTS
FINANCIAL YEAR
2018/2019

-
13/12/2019

Agenda

Overview 2018/2019

Real Estate Portfolio

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Financing Structure

Data per share

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Overview 2018/2019



Overview 2018/2019

RESULTS

- Rental revenues: 41,59 millions EUR (+1,5 %)
- Strong decrease of the average cost of debt : 1,87 % compared to 2,69 % in FY 2017/2018
- EPRA Earnings : 28,63 millions EUR (+7,1 %)
- Gross dividend up by 2,9% (3,50 EUR)

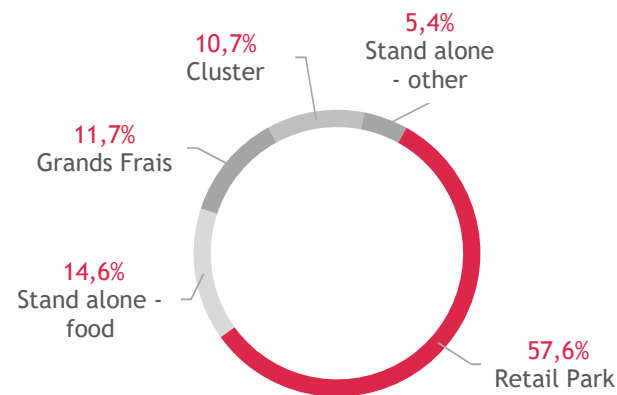
FINANCIAL STRUCTURE

- Debt ratio : 40,5% at 30/09/2019
- Investment capacity : ≥ 121 millions EUR
(up to 50% debt ratio)

Real Estate Portfolio



Real Estate Portfolio (30/09/2019)



Retail park: Open-air commercial complex including at least 5 renting units for a global GLA > 3.000 m². Retail properties that form part of an integrated commercial complex and are grouped together with other retail properties. All properties use a central car park with a shared entrance and exit road.

Retail cluster: A collection of peripheral retail properties, located along the same traffic axis and, from the consumer's point of view, they form a self-contained whole, although they do not possess a joint infrastructure other than the traffic axis.



Real Estate Portfolio (30/09/2019)



Occupancy rate
97,3%

Affordable Average
Rent :

Belgium : 96 EUR/m²
France : 130 EUR/m²
Spain : 159 EUR/m²

Low unpaid rents
0,35 %
(last 5 FY average)

Real Estate Portfolio (30/09/2019)

■ Key figures :

KEY FIGURES - INVESTMENT PROPERTIES							
	30/09/19	30/09/18	30/09/17	30/09/16	30/09/15	30/09/14	30/09/13
FAIR VALUE	623 MEUR	619 MEUR	613 MEUR	572 MEUR	521 MEUR	477 MEUR	374 MEUR
of which :							
<i>Belgium</i>	60,3%	61,4%	62,2%	60,4%	67,8%	67,6%	65,9%
<i>France</i>	34,4%	33,2%	33,1%	34,8%	32,2%	32,4%	34,1%
<i>Spain</i>	5,3%	5,4%	4,7%	4,9%	-	-	-
PASSING RENTS	42,4 MEUR	41,6 MEUR	41,2 MEUR	39,8 MEUR	37,1 MEUR	33,8 MEUR	27,5 MEUR
OCCUPANCY RATE	97,3%	97,3%	97,0%	98,6%	97,7%	97,7%	97,7%
GROSS YIELD	6,57%	6,48%	6,51%	6,72%	6,89%	6,90%	7,16%

Real Estate Portfolio (30/09/2019)

- Good tenants diversification :

Top 10 tenants:

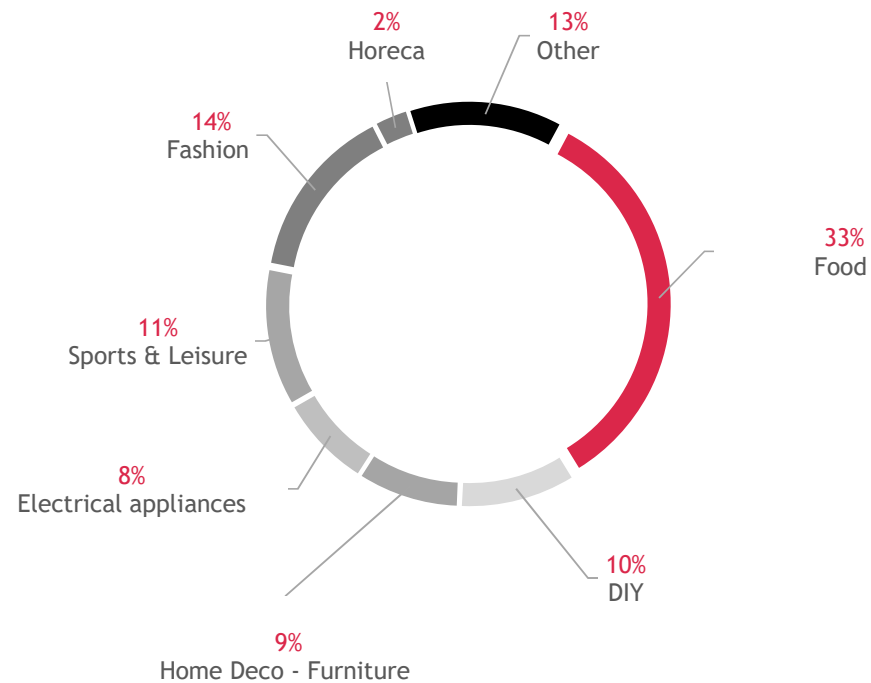
TOP 10 TENANTS	30/09/2019
Mestdagh	10,0%
Grand Frais	9,6%
Carrefour	6,9%
Brico/Brico Plan It/Brico City	6,8%
Decathlon	3,5%
Worten	3,1%
Krefel	2,2%
Hubo	2,1%
Delhaize	2,0%
Orchestra	2,0%
Autres	51,7%
TOTAL	100,00%

High profile (inter)national brands :



Real Estate Portfolio (30/09/2019)

- Good sectorial diversification



Real Estate Portfolio (30/09/2019)

33% of rental revenue in the food sector

Defensive & resilient

”



Good locations



Consumers' basic needs



Limited e-commerce competition



Non-cyclical sector



Results



Results

■ Key figures :

KEY FIGURES - RESULTS							
	30/09/19	30/09/18	30/09/17	30/09/16	30/09/15	30/09/14	30/09/13
RENTAL INCOME	41,6 MEUR	41,0 MEUR	40,8 MEUR	38,8 MEUR	36,0 MEUR	32,7 MEUR	26,5 MEUR
PROPERTY OPERATING RESULT	37,6 MEUR	38,3 MEUR	37,6 MEUR	36,1 MEUR	33,2 MEUR	30,3 MEUR	23,8 MEUR
EPRA EARNINGS	28,6 MEUR	26,7 MEUR	26,3 MEUR	25,1 MEUR	23,0 MEUR	19,2 MEUR	15,2 MEUR

For the detailed B/S and P&L: see appendix

Results

■ Rental income:

Rental Income (000 EUR)	30/09/2019	30/09/2018	Δ
Belgium	25.435 61%	25.240 62%	0,8%
France	14.224 34%	13.803 34%	3,1%
Spain	1.926 5%	1.912 5%	0,7%
TOTAL	41.585 100%	40.954 100%	1,5%

Variation on a like-for-like basis :	Belgium :	0,52%
	France :	0,76%
	Spain :	0,71%
	Total :	0,61%

Financing structure



Financing structure

- Key figures:

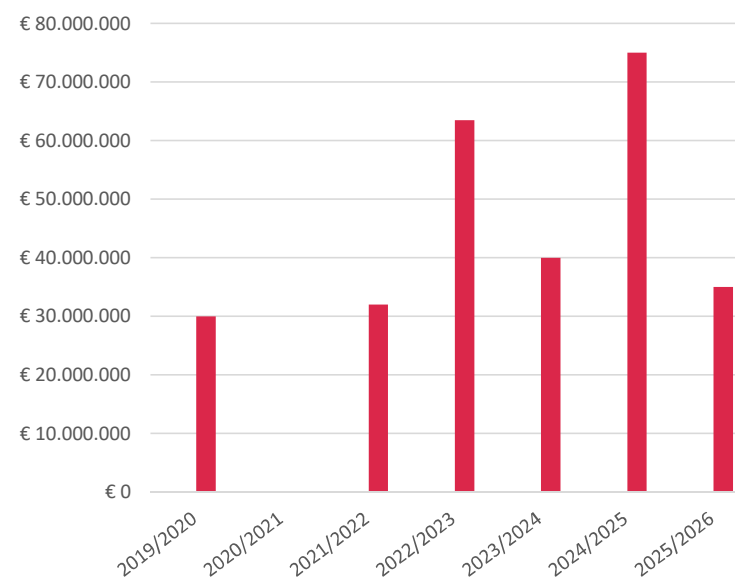
KEY FIGURES - Financing							
	30/09/19	30/09/18	30/09/17	30/09/16	30/09/15	30/09/14	30/09/13
DEBT RATIO (AR 13/07/2014)	40,5%	40,8%	42,6%	42,7%	42,2%	38,1%	44,7%
AVERAGE COST OF DEBT	1,87%	2,69%	2,94%	3,09%	3,47%	3,69%	3,79%
HEDGING RATIO	87,2%	89,9%	85,1%	84,3%	73,5%	75,9%	82,0%
AVERAGE MATURITY OF DEBT	4,13 years	3,28 years	3,74 years	3,45 years	3,66 years	3,20 years	3,09 years

Financing structure

■ Sources of financing :

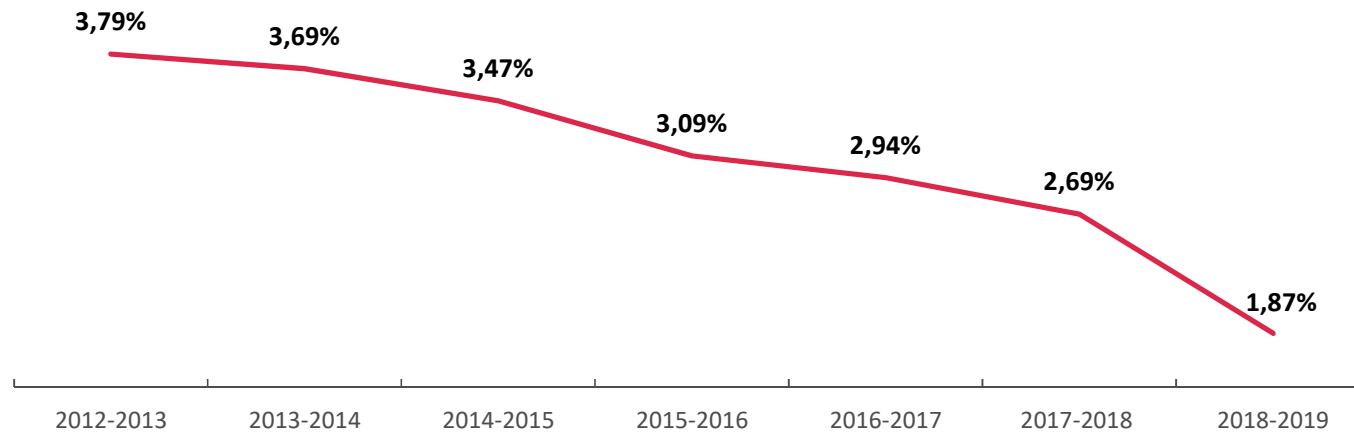
(000 EUR)	30/09/2019	30/09/2018
Revolving credits	190.300	188.200
Commercial paper	50.000	50.000
Leasings	544	1.582
Investment loans	6.327	7.687
Total financial debts	247.172	247.469

■ Revolving credits maturity:



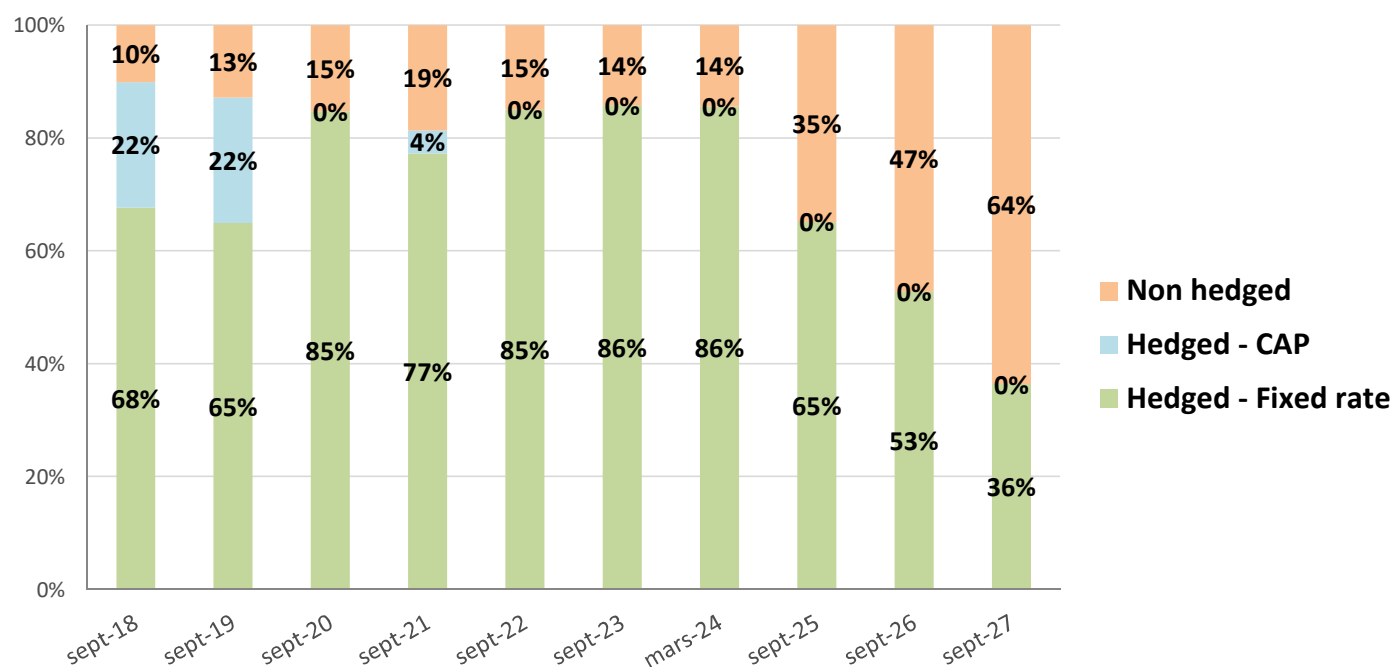
Financing structure

- Average cost of debt (%)



Financing structure

■ Hedging policy

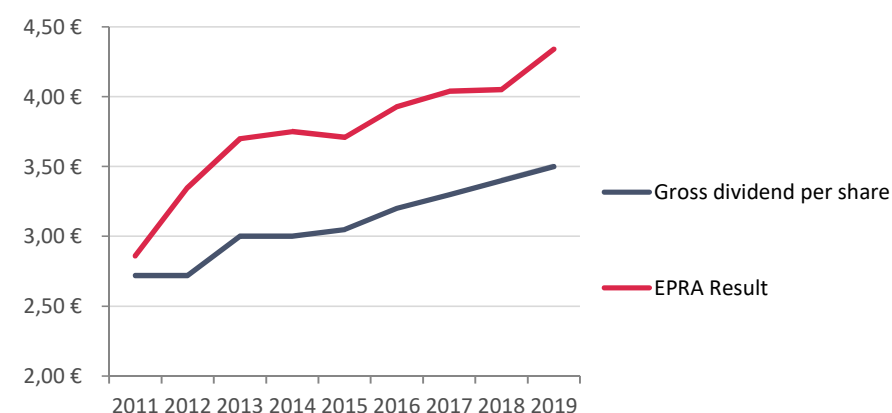


Data per share



Data per share

	30/09/2019	30/09/2018
Total number of	6.595.985	6.497.594
NAV IFRS	€ 55,05	€ 55,19
NAV EPRA	€ 57,13	€ 56,34
EPRA Earnings per share	€ 4,34	€ 4,05
Gross dividend per share	€ 3,50	€ 3,40
Net dividend per share	€ 2,45	€ 2,38
Pay out based on corrected profit (As defined by Royal Decree SIR)	78,1%	84,2%



Data per share

	11/12/2019	30/09/2019	30/09/2018
Share price	€ 56,60	€ 56,60	€ 51,00
Premium/discount (NAV EPRA)	-0,9%	-0,9%	-9,5%
Gross yield	6,2% (***)	6,2% (**)	6,7% (*)

(*) Based on gross dividend 2017/2018 (€ 3,40) and on share price at 30/09/2018

(**) Based on gross dividend 2018/2019 (€ 3,50) and on share price at 30/09/2019

(***) Based on gross dividend 2018/2019 (€ 3,50) and on share price at 11/12/2019

Strategy



Strategy



Target investments

- Retail Park out-of-town
- Stand alone with top location
- Structures urban retail complex



Sectorial diversification

- Optimization of the commercial mix
- Focus on food sector
- Progressive inclusion of entertainment experience
- Collecting digital data on site



Risk

- Core
- Core +
- Ad. Value

Appendix



Appendix

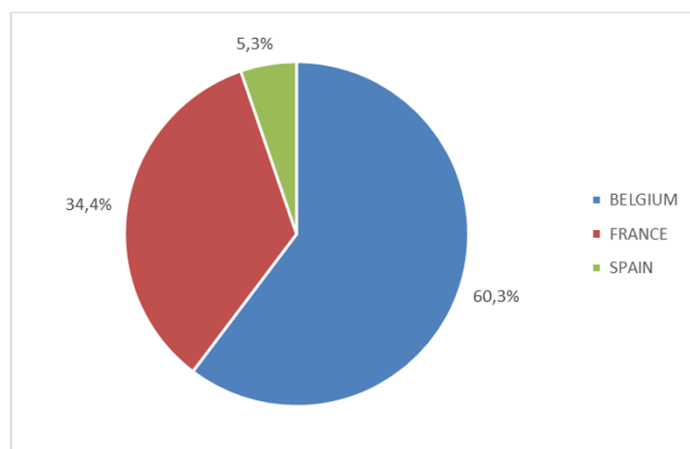
■ EPRA KPI

		30/09/2019	30/09/2018
	EPRA Earnings (000 EUR)	28.628	26.728
1	EPRA Earnings per share (EUR) Earnings from operational activities	4,34	4,05
	EPRA NAV (000 EUR)	376.827	371.620
2	EPRA NAV per share (EUR) Net Asset Value adjusted to include properties and other investment interests at fair value and to exclude certain items not expected to crystallise in a long-term investment property business model	57,13	56,34
	EPRA NNAV (000 EUR)	361.205	363.043
3	EPRA NNAV per share (EUR) EPRA NAV adjusted to include the fair values of financial instruments, debt and deferred taxes	54,76	55,04
4	EPRA Net Initial Yield (NIY) Annualised rental income based on the cash rents passing at the balance sheet date, less non-recoverable property operating expenses, divided by the market value of the property, increased with (estimated) purchaser's costs	6,15%	6,15%
5	EPRA Topped-up NIY This measure incorporates an adjustment to the EPRA NIY in respect of the expiration of rent-free periods or other unexpired lease incentives such as discounted rent periods and step rents	6,21%	6,22%
6	EPRA Vacancy Rate Estimated Market Rental Value (ERV) of vacant space divided by ERV of the whole portfolio	2,91%	2,76%
7	EPRA Cost Ratio (including direct vacancy costs) Administrative & operating costs (including costs of direct vacancy) divided by gross rental income	18,53%	17,20%
8	EPRA Cost Ratio (excluding direct vacancy costs) Administrative & operating costs (excluding costs of direct vacancy) divided by gross rental income	17,68%	16,37%

Appendix

■ Portfolio - Breakdown per country :

30/09/2019	% total Fair Value	Investment value (€)	Fair value (€)	Contractual rents (€)	ERV on vacancy (€)	Contractual rents + ERV on vacancy (€)	Occupancy rate	Total ERV (€)	Gross yield
BELGIUM	60,3%	385.080.007	375.664.396	26.053.549	1.041.587	27.095.136	96,2%	25.143.475	6,77%
FRANCE	34,4%	227.240.195	214.480.000	14.430.848	156.658	14.587.506	98,9%	14.144.884	6,35%
SPAIN	5,3%	33.851.750	32.750.000	1.948.549	0	1.948.549	100,0%	1.925.610	5,76%
TOTAL (excl. projects)	100,0%	646.171.952	622.894.396	42.432.946	1.198.245	43.631.191	97,3%	41.213.969	6,57%



Appendix

■ Consolidated financial statements

CONSOLIDATED BALANCE SHEET (EUR 000)	30/09/2019	30/09/2018
ASSETS	635.806	631.258
Investment properties	622.894	619.029
Other non-current assets	1.736	2.193
Assets held for sale	847	0
Trade receivables	4.107	4.307
Cash and cash equivalents	4.650	4.027
Other current assets	1.573	1.703
EQUITY AND LIABILITIES	635.806	631.258
Equity	363.124	364.026
Non-current financial debts	165.742	132.772
Other non-current liabilities	14.689	6.898
Deferred tax	903	3.357
Current financial debts	81.430	114.698
Other current liabilities	9.918	9.508

Appendix

■ Consolidated financial statements -Analytical

CONSOLIDATED RESULTS (€000s)	30/09/2019	30/09/2018
RENTAL INCOME	41.585	40.954
Rental related charges	-225	50
Taxes and charges not recovered	-162	-120
PROPERTY RESULT	41.198	40.884
Property charges	-3.585	-2.575
Corporate overheads	-3.807	-4.383
Other income and operating costs	73	-15
OPERATING RESULT BEFORE RESULT ON PORTFOLIO	33.879	33.912
<i>Operating margin ¹</i>	<i>81,5%</i>	<i>82,8%</i>
Financial income	0	0
Net interest charges	-4.376	-6.370
Other financial charges	-388	-410
Taxes	-488	-404
EPRA EARNINGS	28.628	26.728
Net gains and losses on disposals of investment properties	963	-15
Change in the fair value of investment properties	-399	4.141
Other result on the portfolio	0	0
Portfolio result	564	4.126
Change in fair value of financial assets and liabilities	-8.570	3.292
Exit Tax	969	0
Taxes on net gains and losses on disposals of investment properties	0	0
Deferred tax	-242	-122
NET RESULT	21.348	34.024

Appendix

■ Consolidated financial statements

CONSOLIDATED NET RESULT (€000s)		30/09/2019	30/09/2018
I	Rental income	41.585	40.954
III	Rental related charges	-225	50
NET RENTAL RESULT		41.359	41.004
IV	Recovery of property charges	0	0
V	Recovery of rental charges and taxes normally paid by tenants on let properties	6.239	6.493
VII	Rental charges and taxes normally paid by tenants on let properties	-6.420	-6.668
VIII	Other revenue and rental related charges	18	56
PROPERTY RESULT		41.198	40.884
IX	Technical costs	-1.164	-635
X	Commercial costs	-103	-124
XI	Rental charges and taxes on unlet properties	-354	-337
XII	Property management costs	-1.432	-1.163
XIII	Other property charges	-531	-315
PROPERTY CHARGES		-3.585	-2.575
PROPERTY OPERATING RESULT		37.613	38.310
XIV	Corporate overheads	-3.807	-4.383
XV	Other operating income and charges	73	-15
OPERATING RESULT BEFORE RESULT ON PORTFOLIO		33.879	33.912

Appendix

■ Consolidated financial statements

CONSOLIDATED NET RESULT (€000s)	30/09/2019	30/09/2018
OPERATING RESULT BEFORE RESULT ON PORTFOLIO	33.879	33.912
XVI Net gains and losses on disposals of investment properties	963	-15
XVIII Changes in the fair value of investment properties	-399	4.141
XIX Other result on the portfolio	0	0
OPERATING RESULT	34.443	38.038
XX Financial income	0	0
XXI Net interest charges	-4.376	-6.370
XXII Other financial charges	-388	-410
XXIII Changes in fair value of financial assets and liabilities	-8.570	3.292
FINANCIAL RESULT	-13.333	-3.488
RESULT BEFORE TAX	21.109	34.550
XXV Corporate tax	-730	-526
XXVI Exit Tax	969	0
TAXES	239	-526
NET RESULT	21.348	34.024
- Net result - group share	21.348	34.024
- Net result - Non-controlling interests	0	0

Thank you for your time

Any questions?

