

Roadshow KBC Securities

5 June 2024





Highlights

Our portfolio

ESG

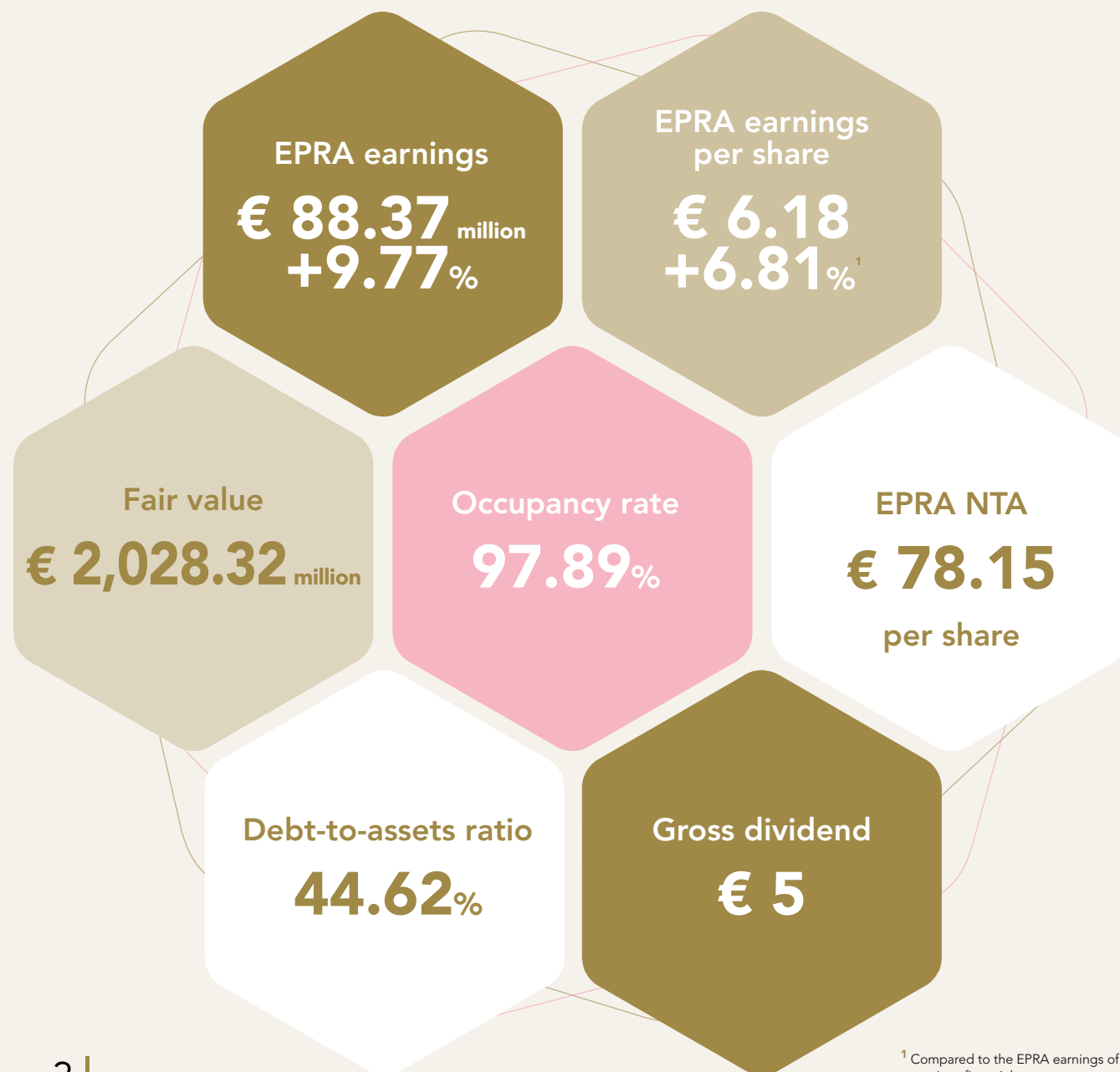
Financials

Financing

Outlook

Appendix

2023-2024: Resilience of retail parks supports operating results of the past financial year and provides stable valuation



CONTINUING OUR GROWTH PATH BY STRENGTHENING OUR PORTFOLIO

- Acquisition of Alexandrium Megastores (retailpark NL), units in Woonmall Alexandrium (NL) units on Gouden Kruispunt (BE)
- Disposal of individual units in BE
- € 12.5 million spent on ESG to improve energy efficiency and increase the share of renewable energy

¹ Compared to the EPRA earnings of 2022-2023 excluding non-recurring results as a consequence of various refunds of Dutch taxes relating to the previous financial year

Echoes from the retailers

WHAT HAPPENED IN THE PAST PERIOD



- Period up to 31 March 2024
- Consumer mood: indexation wages and residential property market
- Have and havenots
- Food retailers
- Non-food retailers
- Weather
- Travel and horeca

Echoes from the retailers

WHAT DO WE EXPECT IN THE COMING PERIOD

A. Inflation

- Full indexation Belgium/the Netherlands: slowing down but still positive
- Evolution contractual rent versus ERV
- Rent reviews : renewals/break date

B. Energy crisis

- SME versus larger
- Alternatives

C. Salary costs

D. Logistics

E. Circular economy

F. Click and collect



Retail Estates in the past period and looking ahead

A. PROFITABILITY

- Rental income – incasso
- Vacancy
- Maintenance costs
- Personnel costs
- Interest costs
- Taxes
- Dividend



Retail Estates in the past period and looking ahead

B. BALANCE SHEET

- Property value
- Investment capacity
- Financing capacity
- Capital markets

C. MITIGATING FACTORS

- Low unemployment
- Indexation of wages/
real growth





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Portfolio changes

PIPELINE UPDATE



1

Alexandrium Megastores (17 units)

2

Woonmall Alexandrium (2 winkelunits)

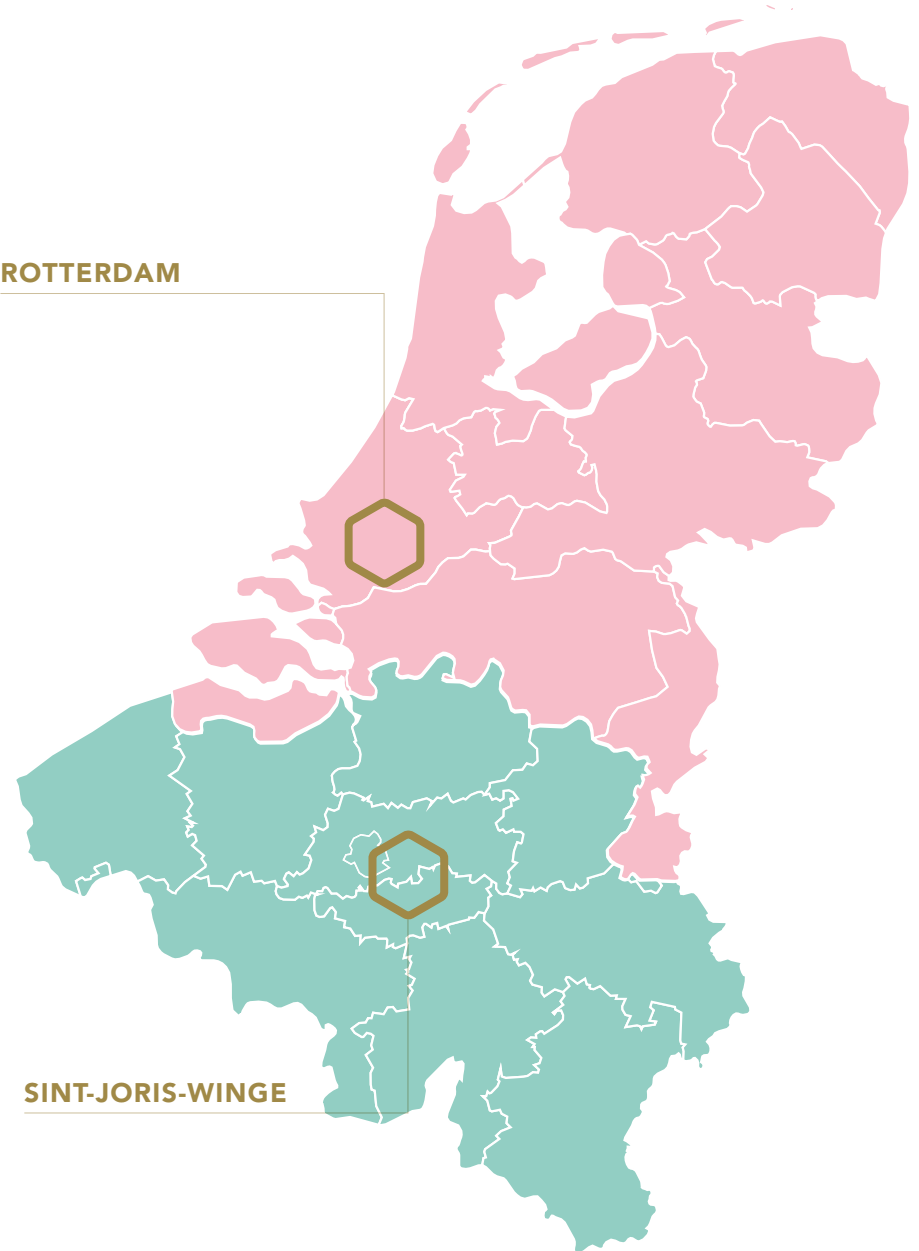
3

Gouden Kruispunt (2 units) (Sint-Joris-Winge/Leuven)

4

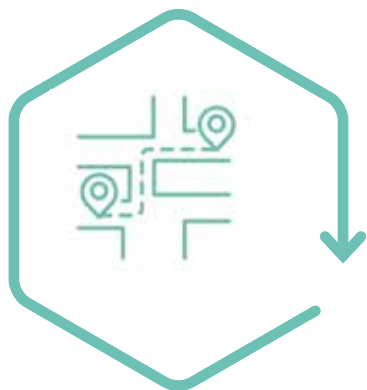
Sold 14 individual properties

ROTTERDAM



SINT-JORIS-WINGE

Portfolio changes



11.98

MIO EUR

SELL
Solitary



92.23

MIO EUR

BUY
Retail park properties



4.16

MIO EUR

BUILD



SUM

Maintaining a debt ratio
below internal target of
45%

ASSETS UNDER CONSTRUCTION (IN 000 €)

Landbank	0.94
Prospective	8.84
Pre-development	0.10
In progress	2.90
Sustainability	0.96
TOTAL	13.74

Portfolio valuation



Result on portfolio: **+50.43** mio EUR



Result on disposal: **-0.40** mio EUR



Change in fair value: **+51.19** mio EUR



Other result on portfolio: **-0.37** mio EUR

Portfolio valuation: Belgium vs the Netherlands

BELGIUM

- Yield BE: **6.63%**
- Average contractual rent/m²
BE: **120.06** EUR
- Occupancy rate BE:
98.10%



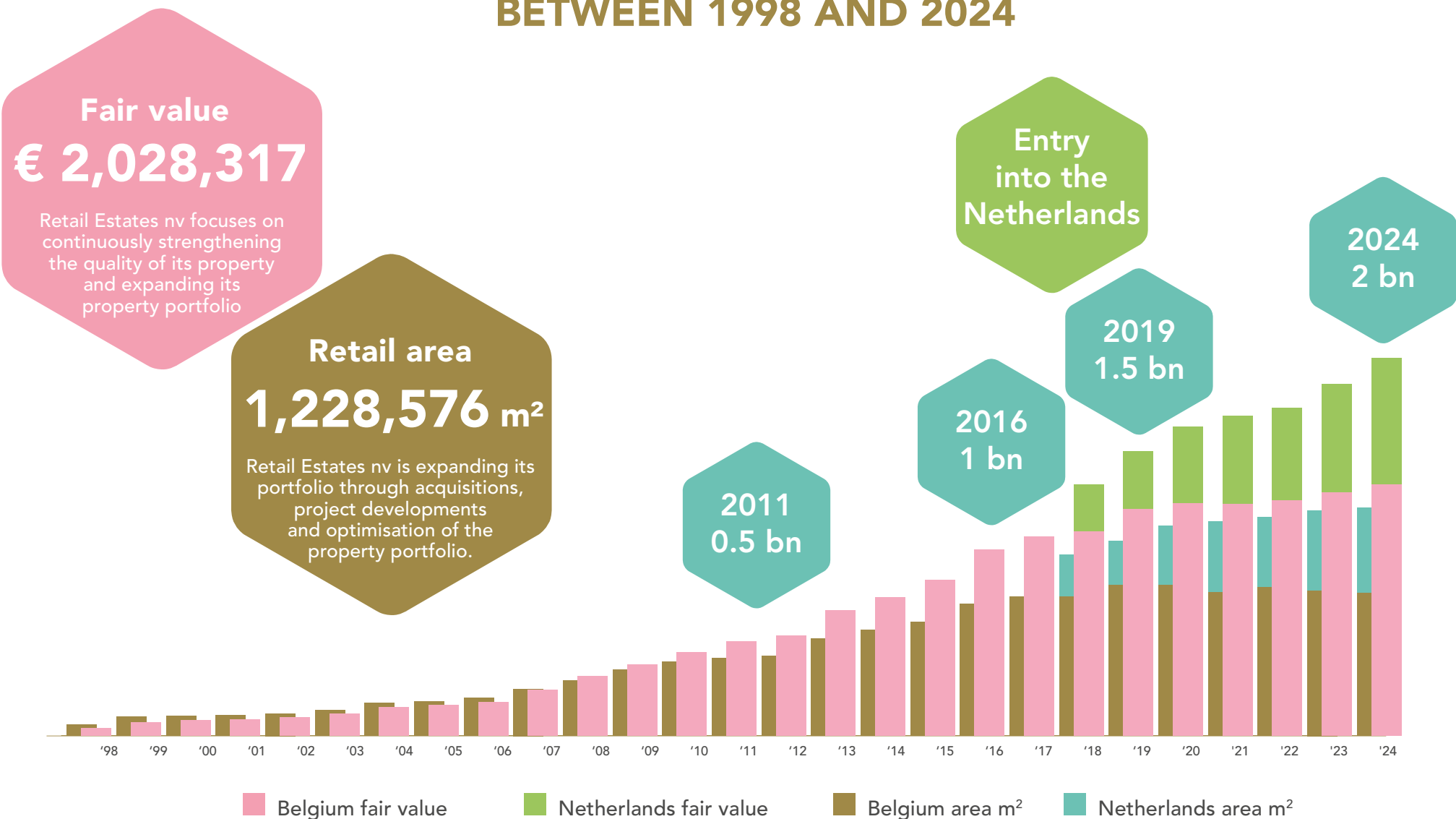
THE NETHERLANDS

- Yield NL: **7.08%**
- Average contractual rent/m²
NL: **117.38** EUR
- Occupancy rate NL:
97.54%

The average contractual rent/m² is calculated by dividing the total rent by the total surface area per country. On the originally published version of this document, there was a mistake in this calculation. This slide was updated on Wednesday 29 May 2024.

Portfolio evolution

GROWTH PORTFOLIO RETAIL ESTATES NV BETWEEN 1998 AND 2024



Portfolio KPIs

EPRA Net
Initial Yield
(NIY)
6.61%

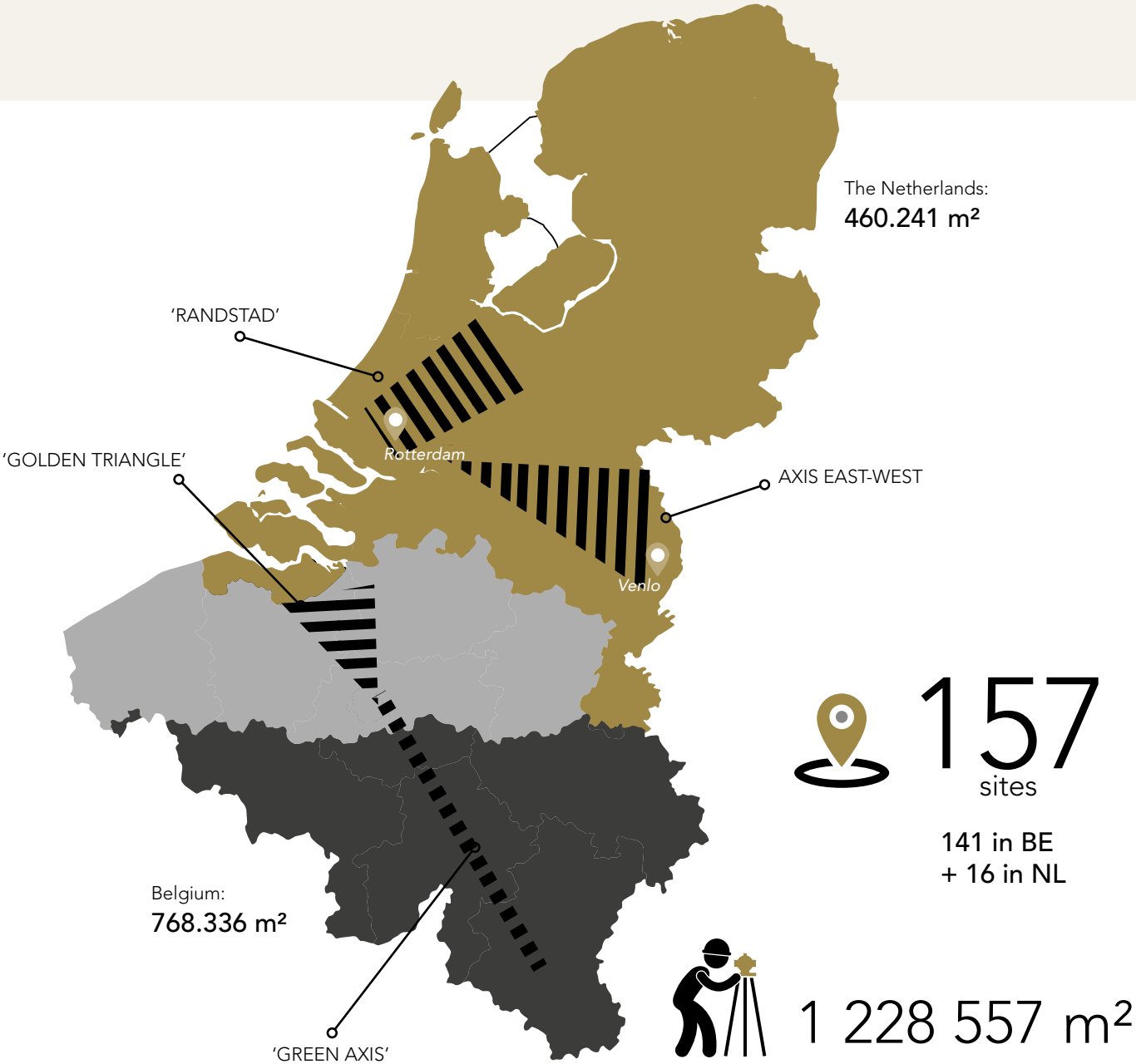
Yield on
Portfolio
(based on actual rents)
6.79%

302
Retail properties
in the Netherlands

718
Retail properties
in Belgium

1 020
Retail properties

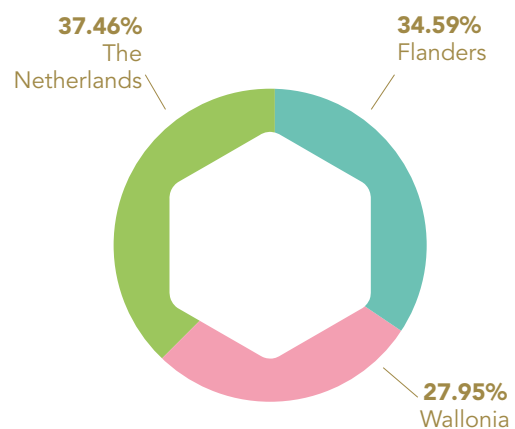
The real estate portfolio of Retail Estates nv consists of retail properties located outside the largest cities of Belgium and the Netherlands



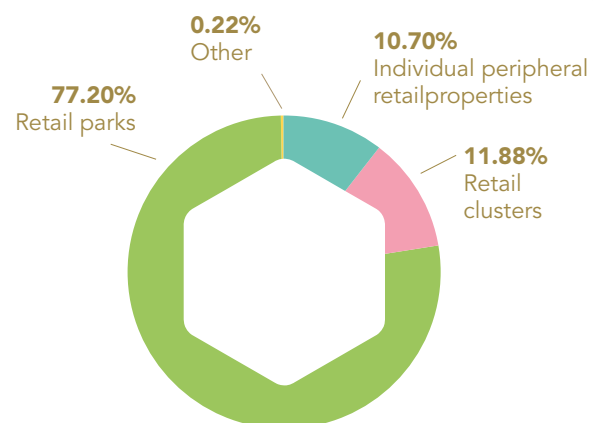
Quality and diversification of tenants

Partner
of choice

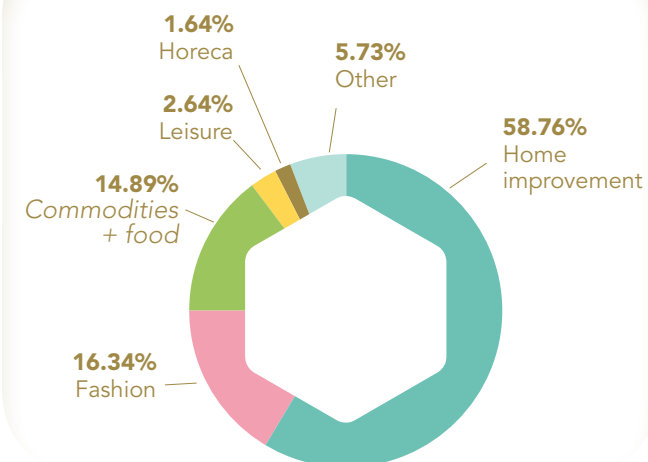
GEOGRAPHICAL
DISTRIBUTION



TYPE
OF BUILDING



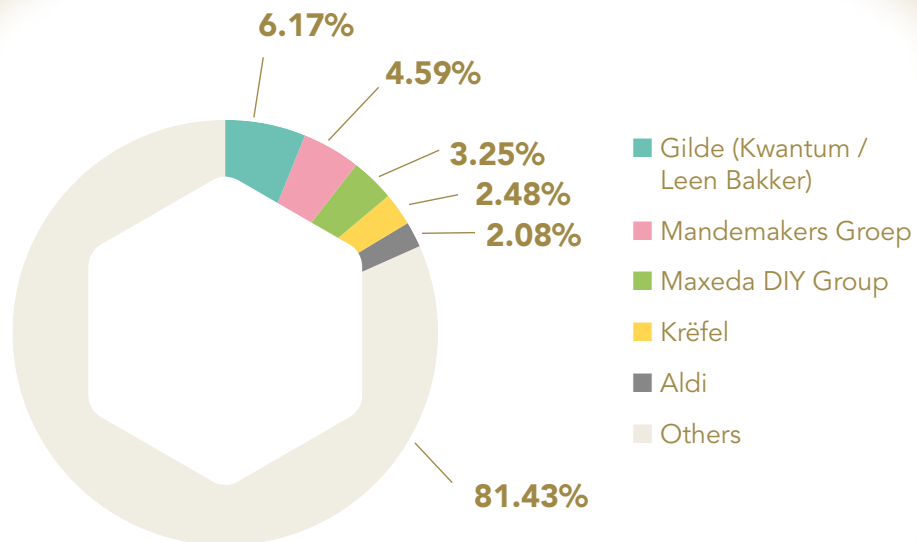
COMMERCIAL ACTIVITIES
OF TENANTS



Quality and diversification of tenants

Partner
of choice

TOP TENANTS (IN%)



Based on annual rent

Important changes to
tenants / leases
e.g. FUN



Weighted average
lease length

6.35

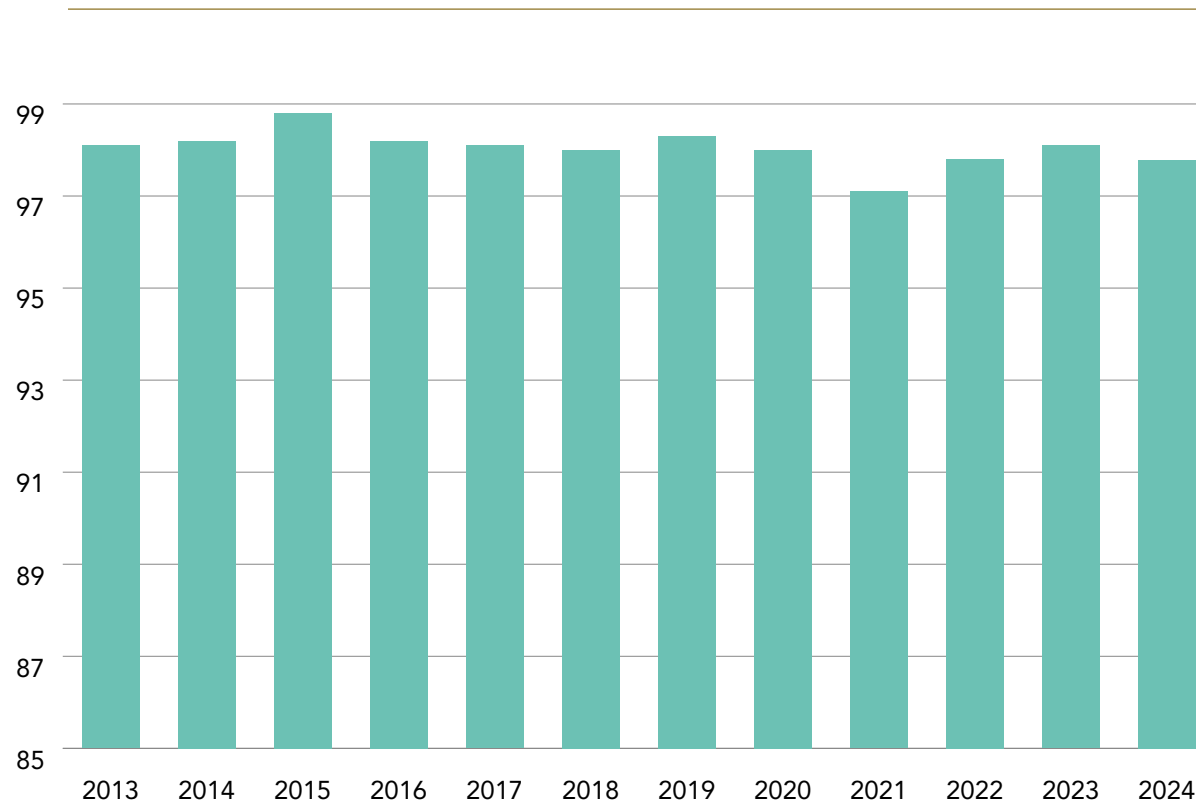
YEARS

Stable evolution of occupancy rate

Partner
of choice

- Properties at prime locations in high demand
- Extensive retail market knowledge: know your customers

STABLE EVOLUTION OF OCCUPANCY RATE



Current
occupancy rate

97.89

%



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ONGOING SUSTAINABILITY IMPROVEMENTS TO OUR PORTFOLIO



9.5 **mio EUR**
invested in energy
efficiency of buildings
(mainly roofs & windows)



Evaluation of
investments to define
roadmap for the coming
years

Preparation ongoing
for CSRD reporting &
taxonomy

Target setting

2.7 **mio EUR**
invested in solar panels

13
locations with solar panels
(=100 rental units)

6 planned in 2024-2025
(+/- 40.000 m² roof)

4.868 **kWp**
total capacity of our solar
panels

production capacity for 807
families¹

29
locations with charging
stations

Agreements with Allego and
Sparki for 46 additional locations
in 2024-2025

¹ Based on an average consumption of 3.5 MWh per year for an average family (VREG)

ESG: Social & Governance

Partner
of choice

HAPPY EMPLOYEES & EMBEDDING ESG

SOCIAL

- New team members to improve operational capabilities and bring in outside experience and knowledge
- Talent development by trainings
- A healthy & close team: RE @ Mont Ventoux



GOVERNANCE

- Cybersecurity awareness
- Updated or introduced new policies:
 - ➔ whistleblower policy
 - ➔ supplier code of conduct
- Embedding sustainability in governance & include in the strategy





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Key figures

REAL ESTATE PORTFOLIO	31.03.2024	31.03.2023 (excluding non-recurring income ²)	31.03.2023	31.03.2022
Number of properties	1,020		1,013	987
Total lettable area in m ²	1,228,576		1,211,004	1,177,577
Estimated fair value (in €)	2,028,317,000		1,888,562,000	1,759,879,000
Estimated investment value (in €)	2,134,531,000		1,983,204,000	1,833,757,000
Average rent prices per m ²	119.06		114.89	104.14
Occupancy rate	97.89%		98.08%	97.83%
BALANCE SHEET INFORMATION	31.03.2024	31.03.2023 (excluding non-recurring income ²)	31.03.2023	31.03.2022
Shareholders' equity	1,174,361,000		1,104,064,000	920,980,000
Shareholders' equity attributable to the shareholders of the parent company	1,167,356,083		1,097,249,112	920,980,000
Debt ratio (RREC legislation, max. 65%) ¹	44.62%		44.77%	49.15%
RESULTS	31.03.2024	31.03.2023 (excluding non-recurring income ²)	31.03.2023	31.03.2022
Net rental income	138,829,000		125,401,000	115,579,000
Property result	136,431,000		123,482,000	113,504,000
Property costs	-16,340,000		-15,332,000	-10,524,000
Operating corporate costs and other current operating income and expenses	-8,473,000		-7,097,000	-6,050,000
Operating result before result on portfolio	111,617,000		101,053,000	96,930,000
Result on portfolio	50,425,000		51,460,000	22,096,000
Operating result	162,043,000		152,513,000	119,026,000
Financial result	-38,059,000		22,723,000	16,158,000
Net result (share Group)	122,967,000		180,621,000	131,837,000
EPRA earnings (share Group)	88,366,000	80,501,000	88,203,000	75,265,000

¹ The Royal Decree of 13 July 2014 relating to the regulated real estate companies (the "RREC R.D."), last modified by the Royal Decree of 28 april 2018 in execution of the Law of 12 May 2014 relating to the regulated real estate companies (the "RREC Law").

² Compared to the EPRA earnings per share of 2022-2023 excluding non-recurring results as a consequence of various refunds of Dutch taxes relating to the previous financial year

Key figures

Net rental income

138.83 m€

Like for Like

+6.50%

EPRA earnings

88.37 m€
€ 6.18 / share

Debt ratio

44.62%

Operational Margin

80.40%

EPRA NTA

€ **78.15** /
share

Net debt/EBITDA

7.79

Consolidated income statement

INCOME STATEMENT (in € 000)	31.03.2024	31.03.2023
Rental income	139,533	125,856
Rental related expenses	-705	-455
Net rental income	138,829	125,401
Recovery of property expenses		
Recovery of rental charges and taxes normally payable by tenants on let properties	14,609	13,006
Rental charges and taxes normally payable by tenants on let properties	-16,905	-14,922
Other rental related income and expenses	-101	-2
Property result	136,431	123,482
Technical costs	-7,932	-7,691
Commercial costs	-1,249	-1,828
Charges and taxes on unlet properties	-504	-641
Property management costs	-6,653	-5,166
Other property costs	-3	-6
Property costs	-16,340	-15,332
Operating property result	120,090	108,150
Operating corporate costs	-8,473	-7,097
Other current operating income and expenses		
Operating result before result on portfolio	111,617	101,053
Result on disposals of investment properties	-399	139
Result on sales of other non-financial assets		0
Changes in fair value of investment properties	51,190	55,917
Other result on portfolio	-365	-4,596
Operating result	162,043	152,513
Financial income	162	169
Net interest charges	-21,671	-19,032
Changes in the fair value of financial assets and liabilities	-16,487	41,645
Other financial charges	-63	-60
Financial result	-38,059	22,723
Share in the result of associated companies and joint ventures	-92	1
Result before taxes	123,891	175,238
Taxes	-734	6,199
Net result	123,157	181,436
Shareholders of the Group	122,967	180,621
Minority interests	190	815
EPRA earnings (share Group)	88,366	88,203
Result on portfolio	50,425	51,460
Changes in fair value of financial assets and liabilities	-16,487	41,645
EPRA result minorities	853	127

Consolidated balance sheet

ASSETS (in € 000)

	31.03.2024	31.03.2023
Non-current assets	2,089,636	1,964,347
Goodwill		
Intangible non-current assets	8,874	6,192
Investment properties ¹	2,028,317	1,888,562
Other tangible non-current assets	6,450	6,339
Financial non-current assets	44,924	62,056
Financial instruments	38,275	55,315
Participations accounted for using the equity method	1,649	1,741
Receivables towards participations accounted for using the equity method	5,000	5,000
Finance lease receivables	1,030	1,030
Trade receivables and other non-current assets	40	167
Deferred taxes	8	141
Other	32	27
Current assets	41,306	29,019
Assets or groups of assets held for sale	8,552	8,561
Trade receivables	14,627	11,442
Tax receivables and other current assets	7,311	1,803
Cash and cash equivalents	7,089	4,128
Deferred charges and accrued income	3,727	3,085
TOTAL ASSETS	2,130,942	1,993,365

¹ Including investment properties under construction (IAS 40).

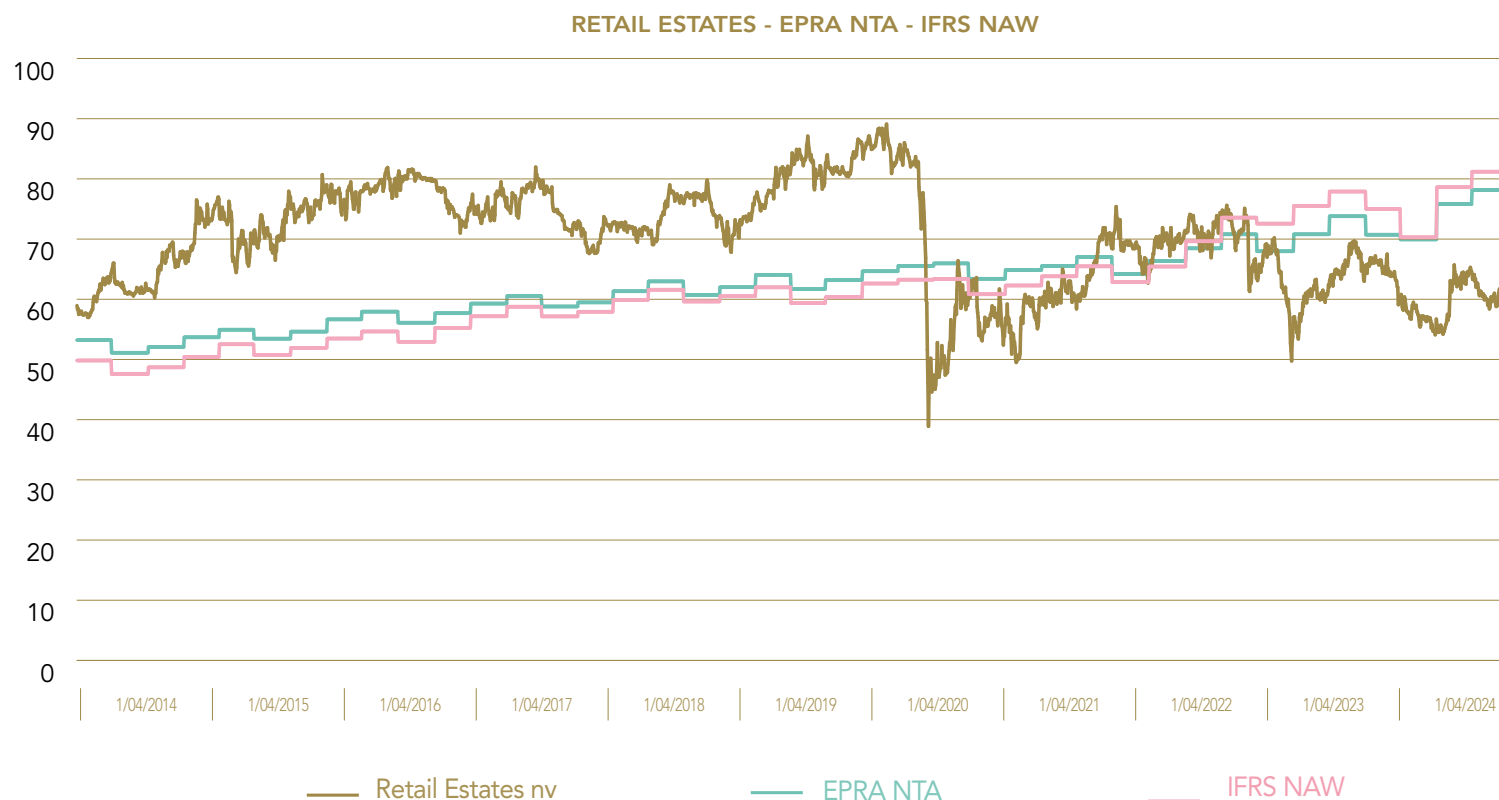
Consolidated balance sheet

SHAREHOLDERS' EQUITY AND LIABILITIES (in € 000)	31.03.2024	31.03.2023
Shareholders' equity	1,174,361	1,104,064
Shareholders' equity attributable to the shareholders of the parent company	1,167,356	1,097,249
Capital	315,035	308,515
Issue premiums	384,498	374,308
Reserves	344,857	233,804
Net result of the financial year	122,967	180,621
Minority interests	7,005	6,815
Liabilities	956,581	889,301
Non-current liabilities	870,386	793,923
Provisions		
Non-current financial debts	867,186	790,238
Credit institutions	686,535	609,967
Long term financial lease	5,079	4,871
Bonds	175,572	175,400
Other non-current financial liabilities	0	0
Deferred taxes	3,200	3,684
Current liabilities	86,194	95,379
Current financial debts	46,682	51,464
Credit institutions	46,682	51,464
Bonds	0	0
Short term financial lease	0	0
Trade debts and other current debts	18,718	24,409
Exit tax	738	391
Other	17,979	24,018
Other current liabilities	1,153	1,612
Accrued charges and deferred income	19,642	17,895
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	2,130,942	1,993,365
DEBT RATIO	31.03.2024	31.03.2023
Debt ratio ²	44,62%	44,77%

² The debt ratio is calculated as follows: liabilities (excluding provisions, accrued charges and deferred income, financial instruments and deferred taxes), divided by the total assets (excluding hedging instruments).

EPRA key performance indicators

	31.03.2024		31.03.2023	
	EUR/1000	EUR per share	EUR/1000	EUR per share
EPRA earnings	88,366	6.18	88,203	6.34
EPRA NET REINSTATEMENT VALUE	1,238,330	86.14	1,138,570	80.83
EPRA NET TANGIBLE ASSETS VALUE	1,123,482	78.15	1,039,312	73.78
EPRA NET DISPOSAL VALUE	1,177,341	81.90	1,116,922	79.29





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Interest rates and maturity

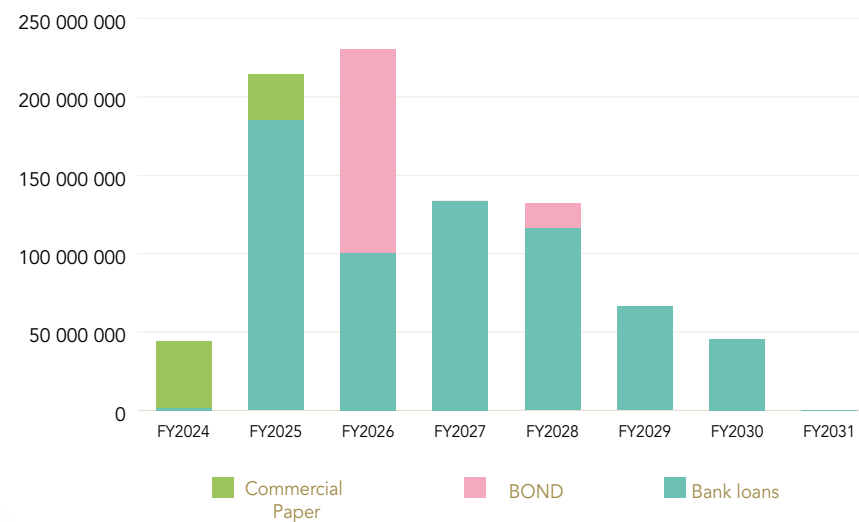
Average interest rate

2.30%

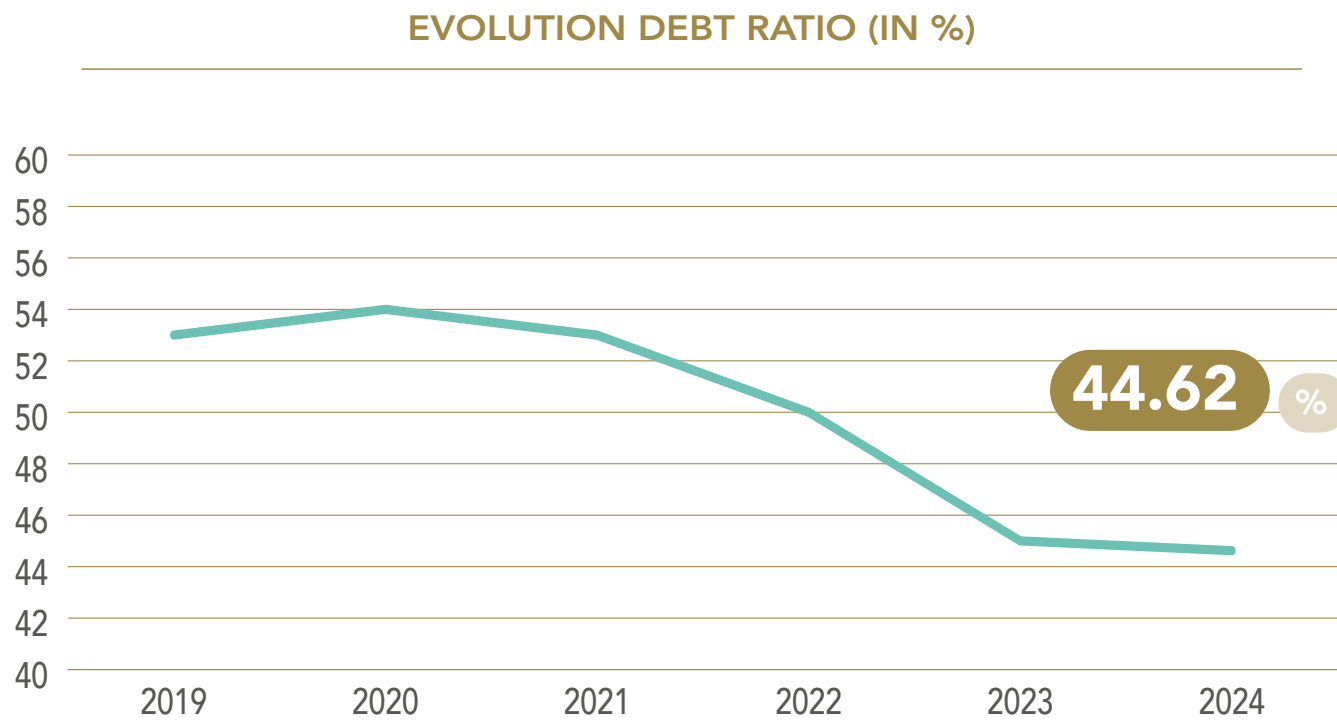
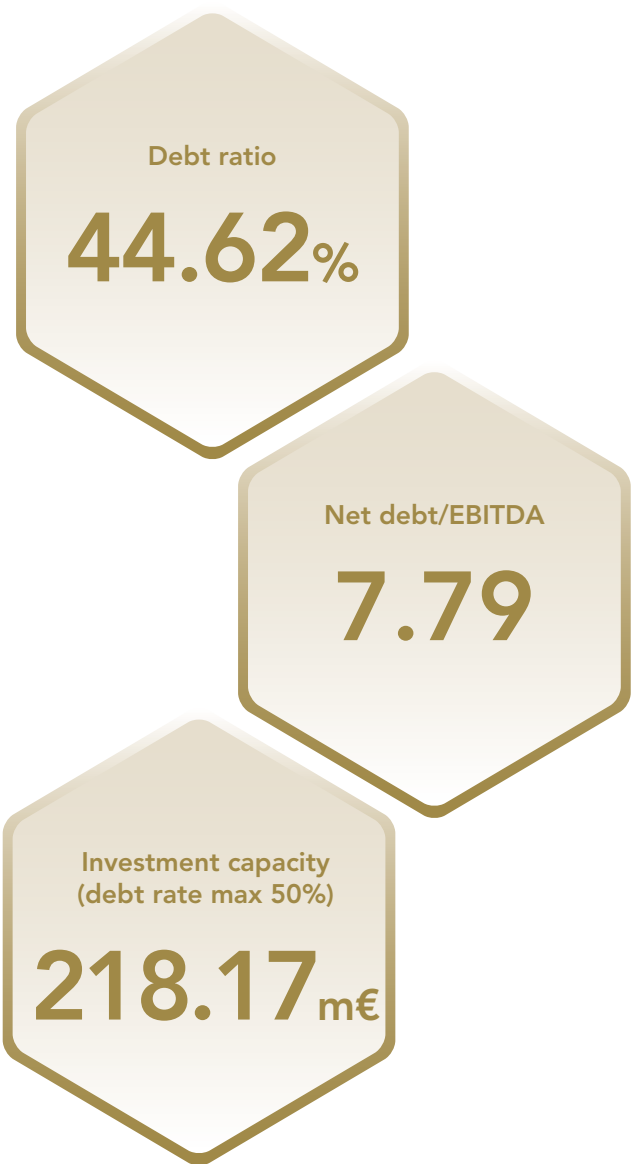
Average debt maturity

3.45 years

OVERVIEW DEBT MATURITY (IN EUR)



Interest rates and maturity



Hedging

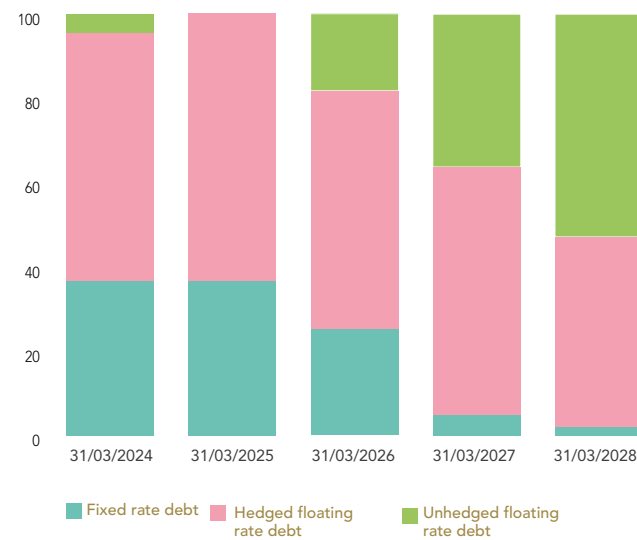
Hedge ratio

95.52%

Interest cover ratio (min 2)

6.38

OVERVIEW FIXED RATE DEBT, HEDGED FLOATING RATE DEBT AND UNHEDGED FLOATING RATE DEBT (in %)



Structure of debt

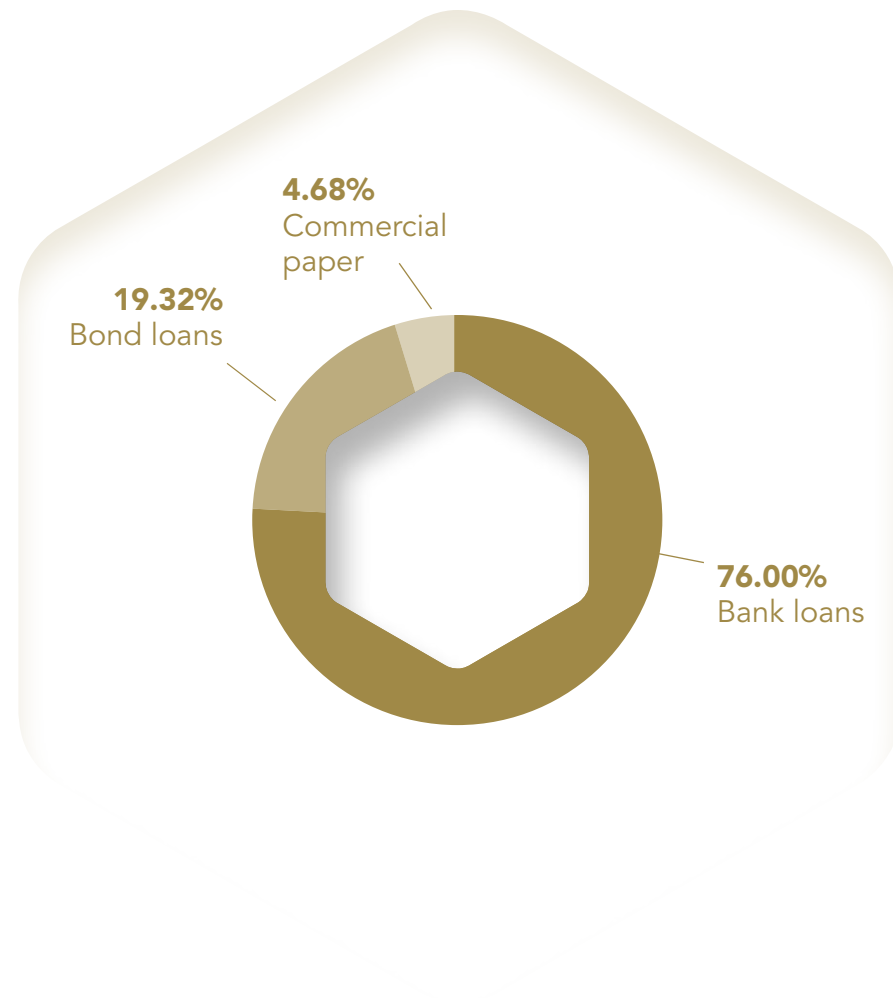
Unused credit facilities
(excl back-up for commercial paper)

138.60 m€

New or extended credit lines

215.75 m€

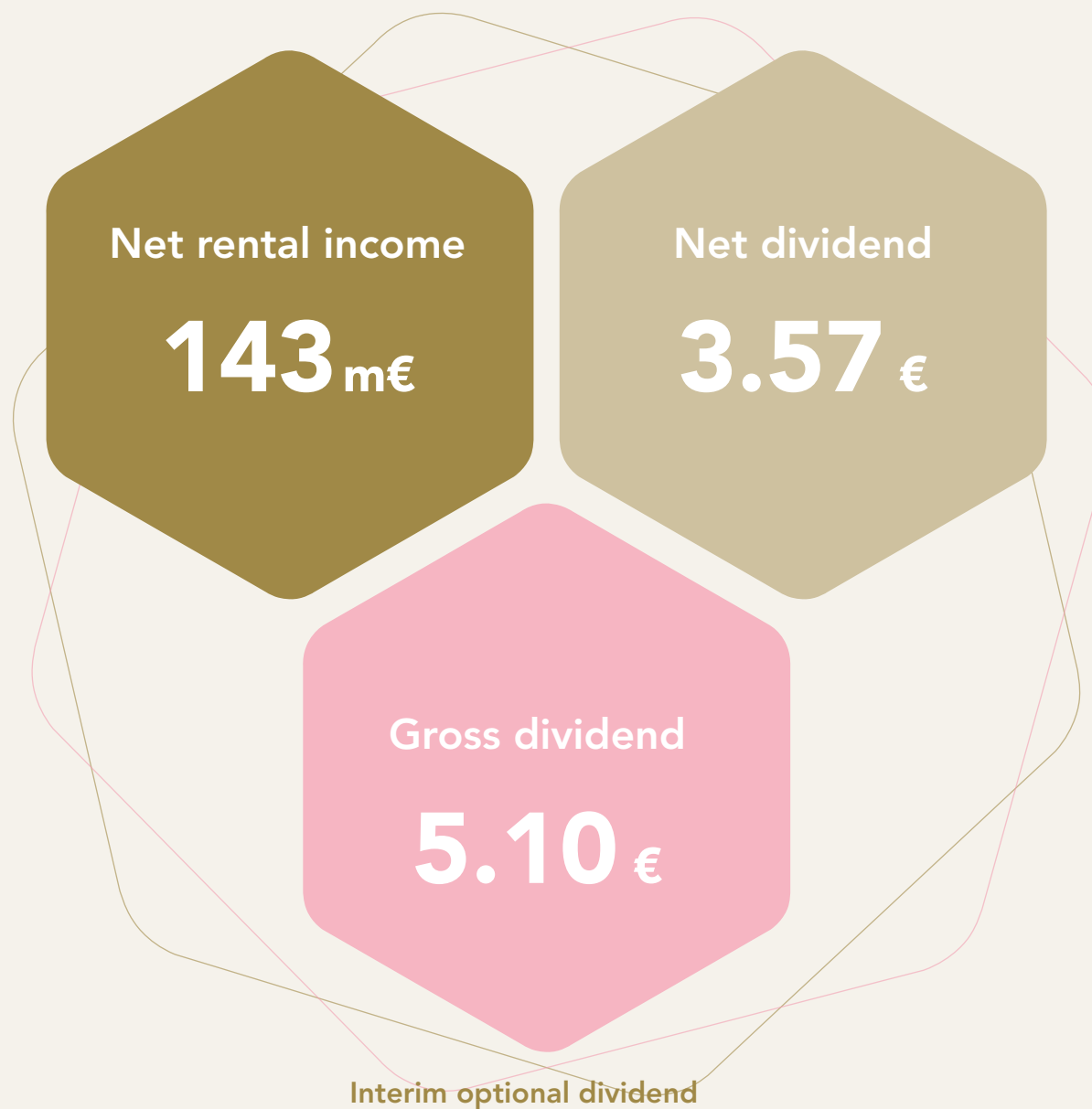
STRUCTURE OF THE FINANCIAL DEBT





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OUTLOOK AND GUIDANCE 2024-2025



Calendar

Annual report	17 June 2024
Annual General Meeting	22 July 2024
Dividend made available for payment	To be determined by the board of directors at a later date
First quarter results 2024-2025	29 July 2024
Half-year results 2024-2025	18 November 2024

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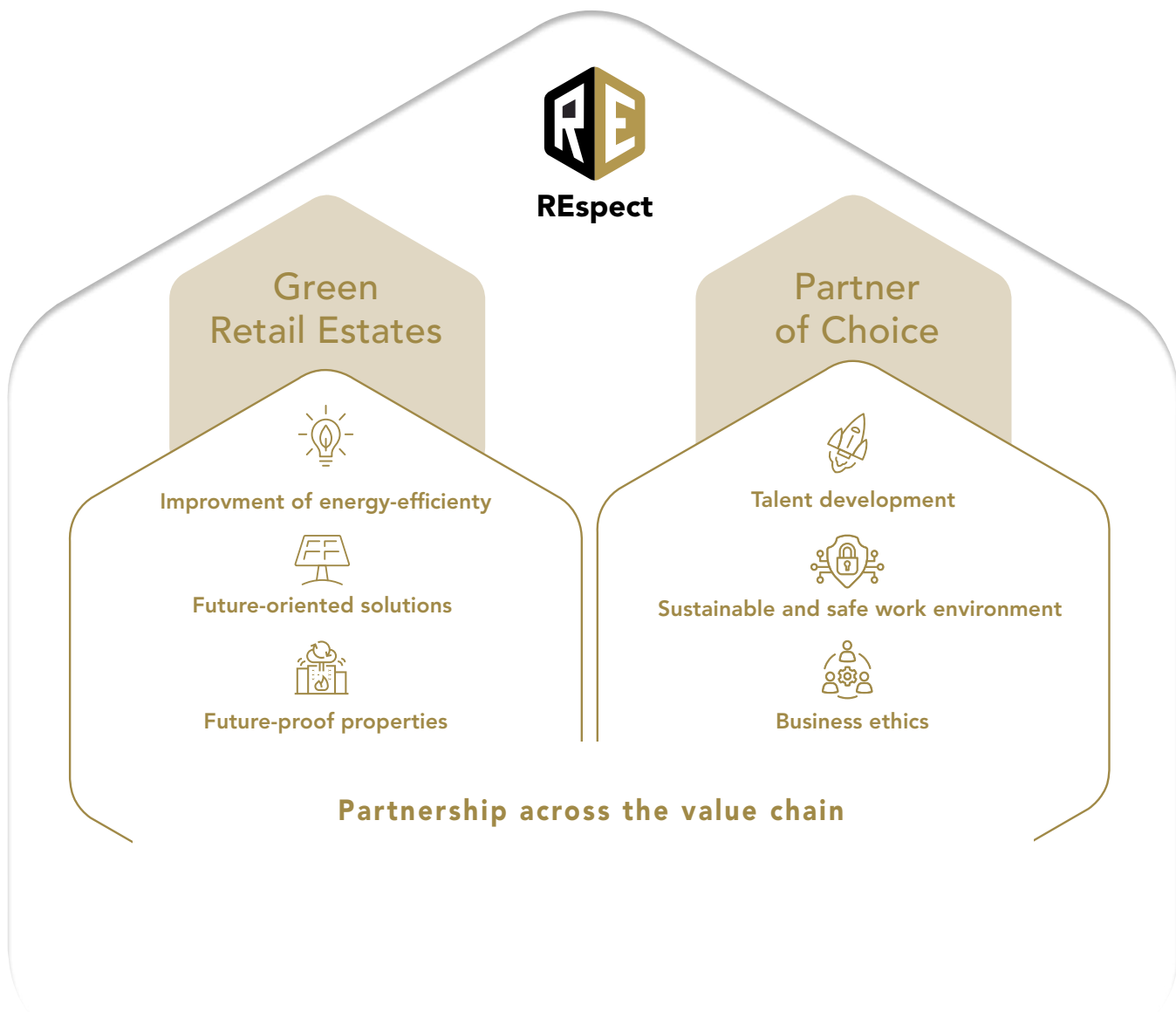


“Retail Estates was again included in the EPRA annual report survey and received a gold award for its financial reporting and a silver award for its sustainability reporting.”

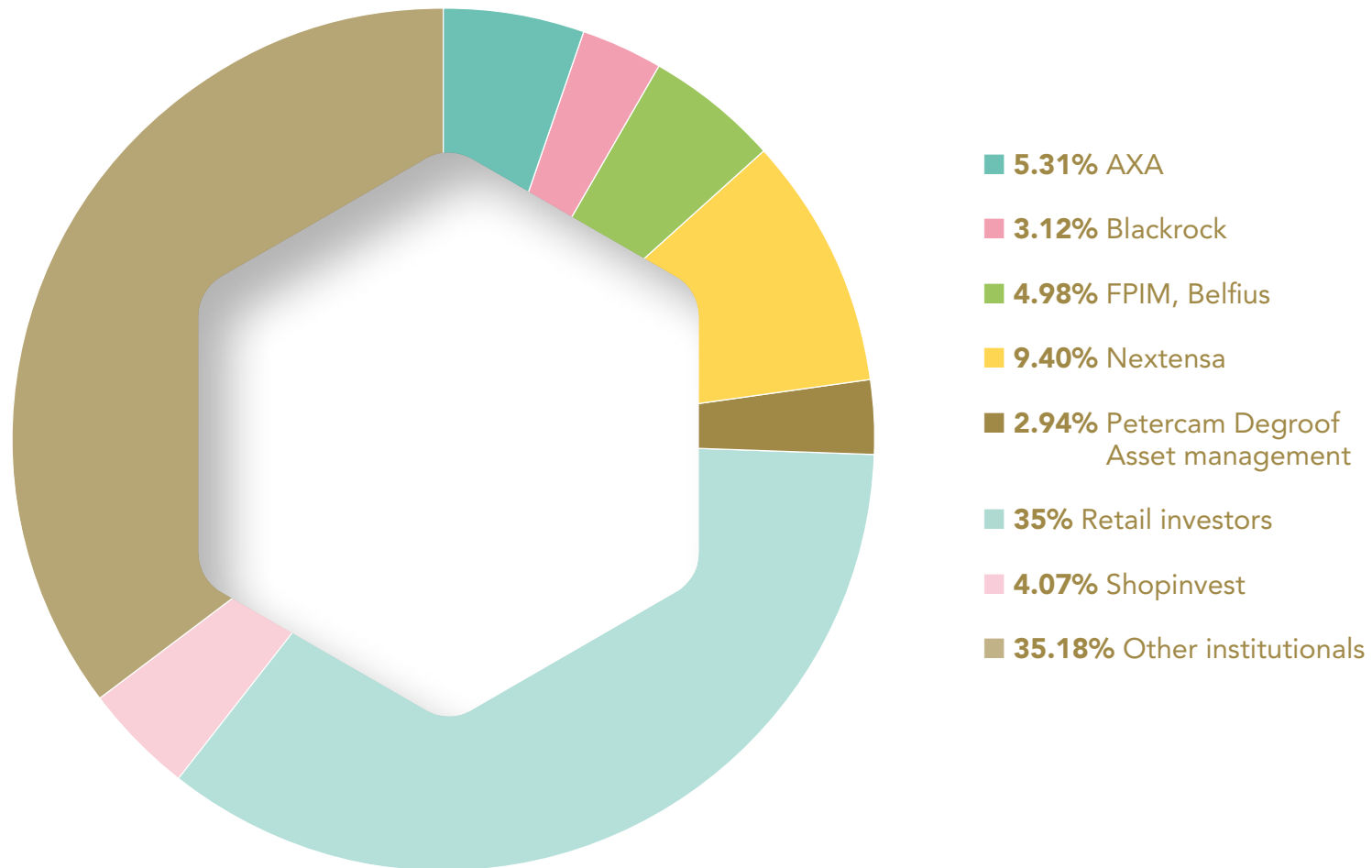


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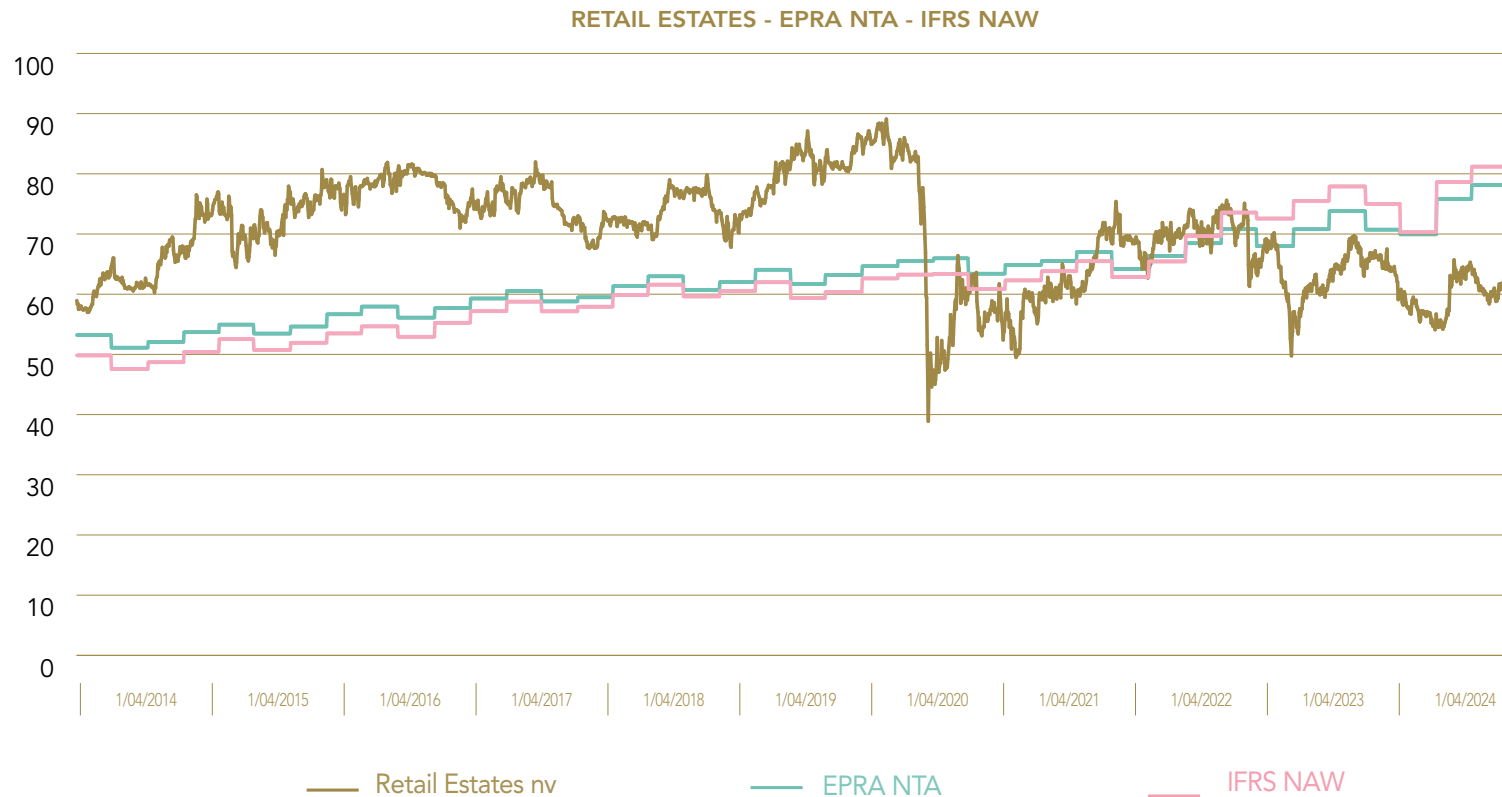
Profile of Retail Estates



Shareholder structure



Share evolution versus NAV / Share versus index?



Milestones of Retail Estates

1998

Retail Estates on the stock exchange
IPO and first listing on Euronext Brussels

2012

Optional stock dividend
Offered to the shareholders for the first time

2003

Strengthening of the capital
Second public capital increase

2013

Strengthening of the capital
Third public capital increase

2014

Diversification of financing sources
Bond issue - private placement
Sicaf becomes Belgian Reit

2008

Value real estate portfolio
Real estate portfolio reaches the milestone of EUR 250 million

2011

Value real estate portfolio
Real estate portfolio reaches the milestone of EUR 500 million

2015

Strengthening of the capital
Fourth public capital increase

2016

Value real estate portfolio
Real estate portfolio reaches the milestone of EUR 1 billion
Diversification of financing sources
Bond issue - private placement

2017

Inclusion in EPRA index
The inclusion in the EPRA index contributes to the share's visibility

2018

20 years Retail Estates on the stock exchange
Additional listing on Euronext Amsterdam

Strengthening of the capital

Fifth public capital increase
Expansion to the Netherlands

2019

Value real estate portfolio
Real estate portfolio reaches the milestone of EUR 1,5 billion

2020

Diversification of financing sources
Bond issue - private placement of EUR 75 million

2021

Stable portfolio valuations and increasing dividend
Despite months of mandatory shop closures due to Corona crisis

2022

Full recovery
Operating results to pre-corona level

2023

25th anniversary of Retail Estates

2024

Purchase Alexandrium Megastores
Value portfolio
Real estate portfolio reaches the EUR 2 billion

1999

Strengthening of the capital
First public capital increase

2002

Independent
Retail Estates becomes an independently managed investment company with fixed capital



Public BE-REIT under the laws of
Belgium

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