



# Kempen European Real Estate Seminar

22-23 May 2024



**IMPORTANT MILESTONES**

**3**

**RETAIL ESTATES IN NUMBERS**

**15**

**FINANCIAL RESULTS**

**24**

# Important milestones 1998-2023

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

1998

RETAIL ESTATES



1999

**Strengthening of the capital**  
First public capital increase



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

2002

2003

**Strengthening of the capital**  
Second public capital increase

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

2008

2011

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



**Diversification of financing sources**  
bond issue - private placement

2014

**Sicaf becomes Belgian Reit**  
(regulated real estate company)

2013

**Strengthening of the capital**  
Third public capital increase

2012

**Optional stock dividend**  
offered to the shareholders for the first time

2015

**Strengthening of the capital**  
Fourth public capital increase

# Important milestones 1998-2023



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



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

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

2016

2018

2019

**Diversification of financing sources**  
bond issue - private placement

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

**Strengthening of the capital**  
Fifth public capital increase  
**Expansion to the Netherlands**



**Full recovery of operating results to pre-corona level**



**Diversification of financing sources**  
bond issue - private placement of EUR 75 million

2023

2022

2021

2020

**25<sup>th</sup> anniversary of Retail Estates**



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





*“ Acquisition of  
Alexandrium Megastores  
in Rotterdam ”*

*Rotterdam, The Netherlands*

# Echoes from the retailers

---



- 1. Increased spending on travel and horeca
- 2. Seasonal aspects in fashion
- 3. Have and have-nots:  
Belgium versus the Netherlands
- 4. Price increases versus volumes
- 5. Elections everywhere
- 6. Impulsive versus functional buying

# Pressure on P/L retailers: ups and downs

## A. Inflation

- Full indexation Belgium : strongly reduced speed
- Full indexation The Netherlands : corrections to the CBS index since 1 March 2023
- Evolution contractual rent versus ERV
- Rent reviews : renewals/break date

## B. Energy crisis

- The calm after the storm

## C. Salary costs

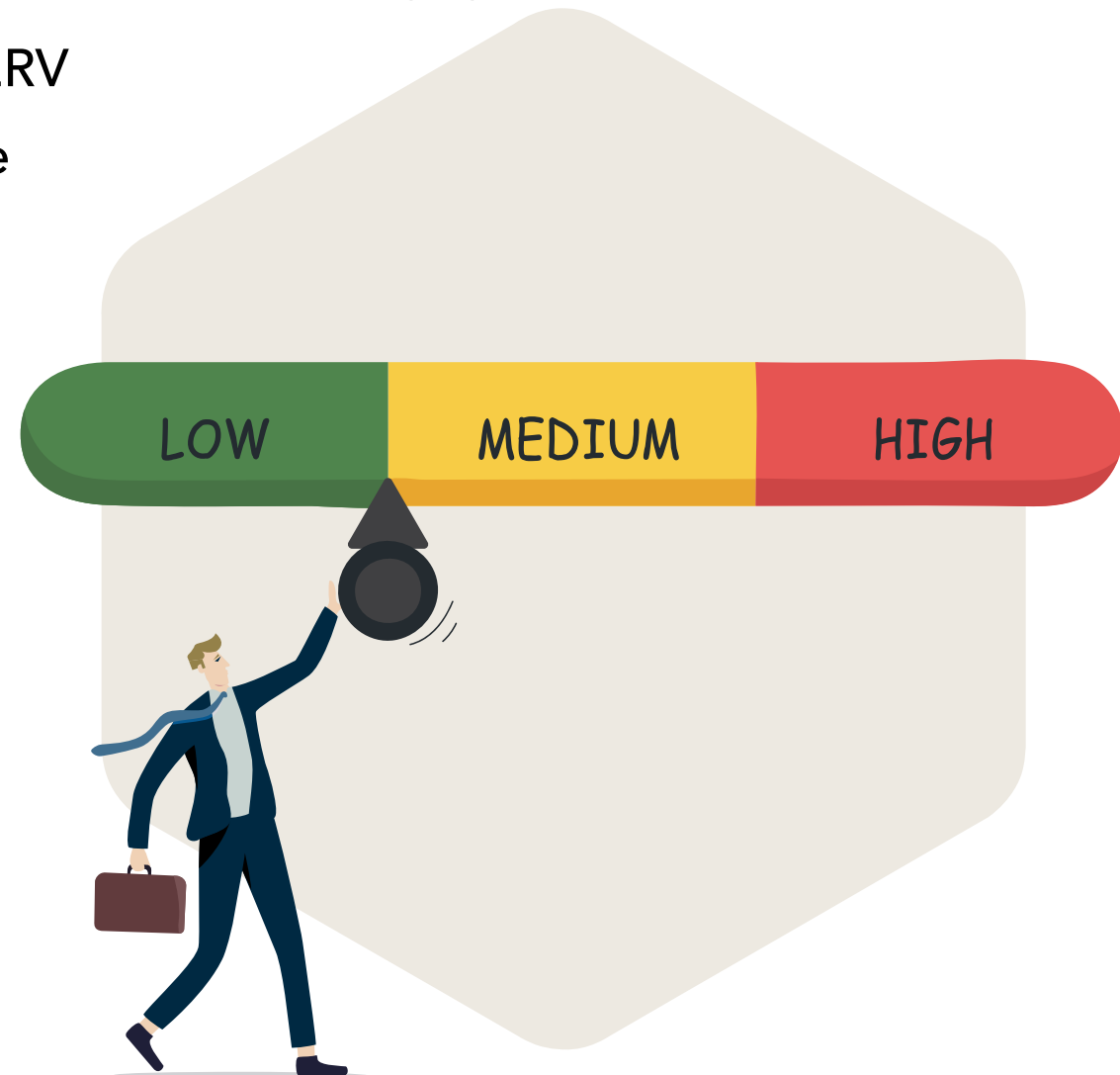
- Inflation in nominal and real terms

## D. Logistics

- Click and bricks

## E. Circular economy

- Hidden costs



# Outlook for Retail Estates

## A. PROFITABILITY

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





# Outlook for Retail Estates

## B. BALANCE SHEET

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



# Outlook for Retail Estates

---

## C. MITIGATING FACTORS

- Low unemployment
- Indexation of wages
- Who is my client's client
- Financial position various tenants
- Trained RE team
- Cost control: OPEX (ESG/SAP)



# Portfolio management on 30 September 2023

---



**2.54** MIO EUR

**SELL**  
Solitary



**81.5** MIO EUR  
(after balance sheet date)

**BUY**  
Retail park



**2.17** MIO EUR

**BUILD**



**SUM**  
Maintaining a debt ratio  
below internal target of  
45%



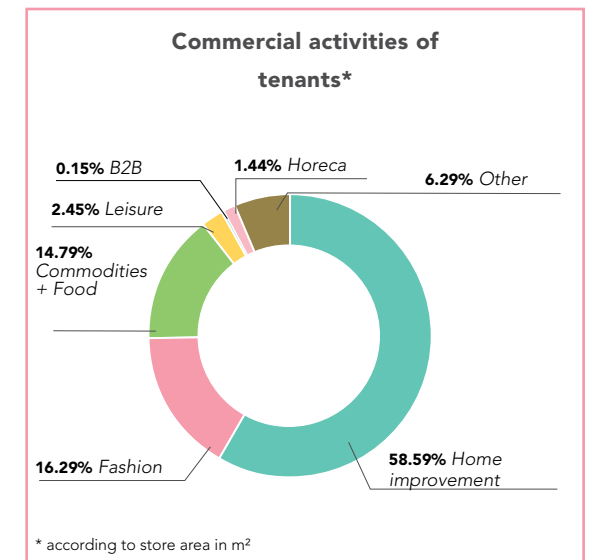
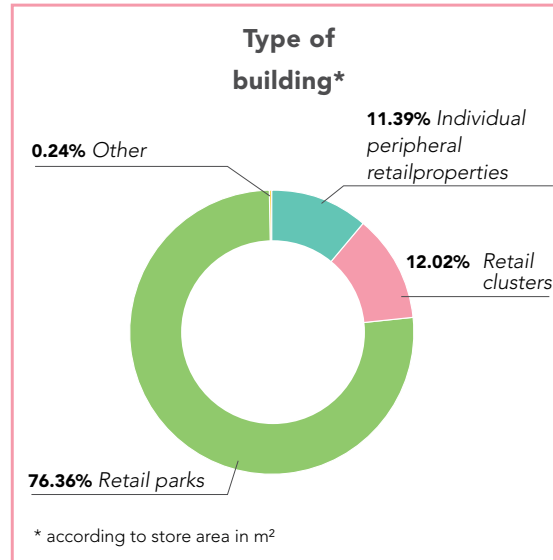
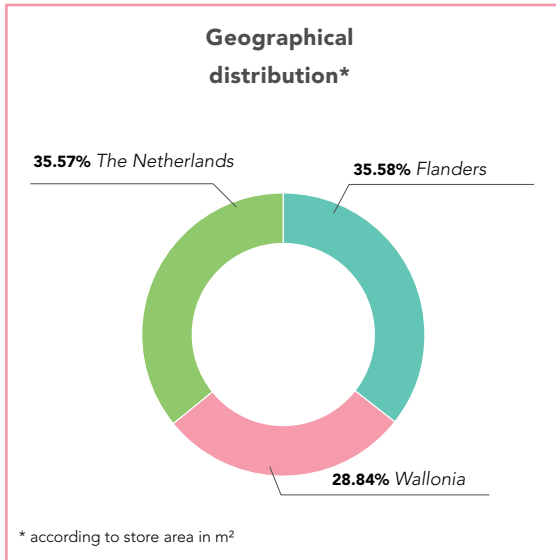


SALLES DE BAINS

IN A NUTSHELL	16
PORTFOLIO RETAIL ESTATES NV	19
TOP 5 TENANTS	20
EXPANSION IN THE NETHERLANDS	21
ESG REPORTING	22

# RETAIL IN NUMBERS

# First half of 2023/24 in a nutshell




**725**  
Retail properties  
in Belgium

**283**  
Retail properties in  
The Netherlands


**1 008**  
Retail properties



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



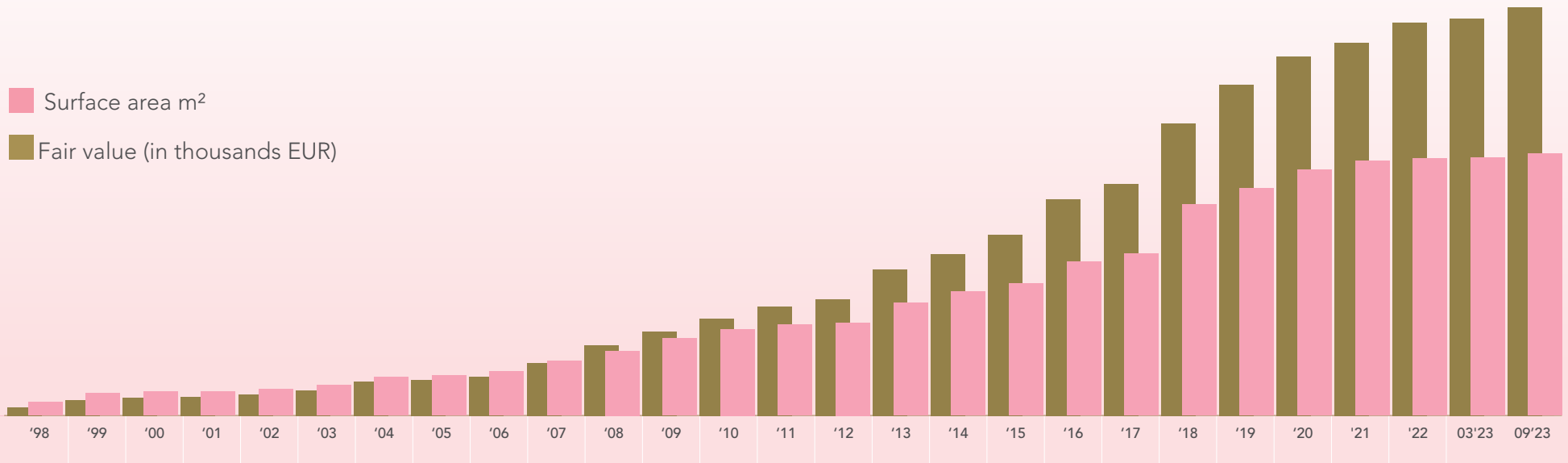
**18**



**31**

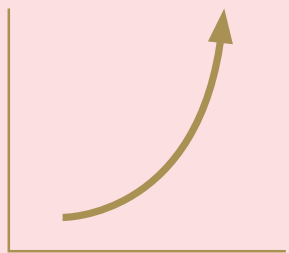
*"We strive to create the right worklife balance for our compact and dynamic team with attention to everyone's personal needs."*

# Growth portfolio Retail Estates nv between 1998 and 2023



Fair value

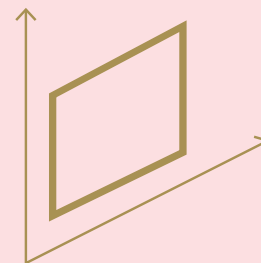
**1 930 244 €**



Retail Estates nv has concentrated on continuously improving the quality of its properties and the expansion of its real estate portfolio.

Retail area

**1 208 564m<sup>2</sup>**



Retail Estates expands its real estate portfolio through acquisitions, project developments and investments in the optimisation of its real estate portfolio.






**KWANTUM**

**KWANTUM**  
2000 meters in better prices  
**10%**  
Korting op  
alle artikelen

# Portfolio Retail Estates



 **81**  
sites

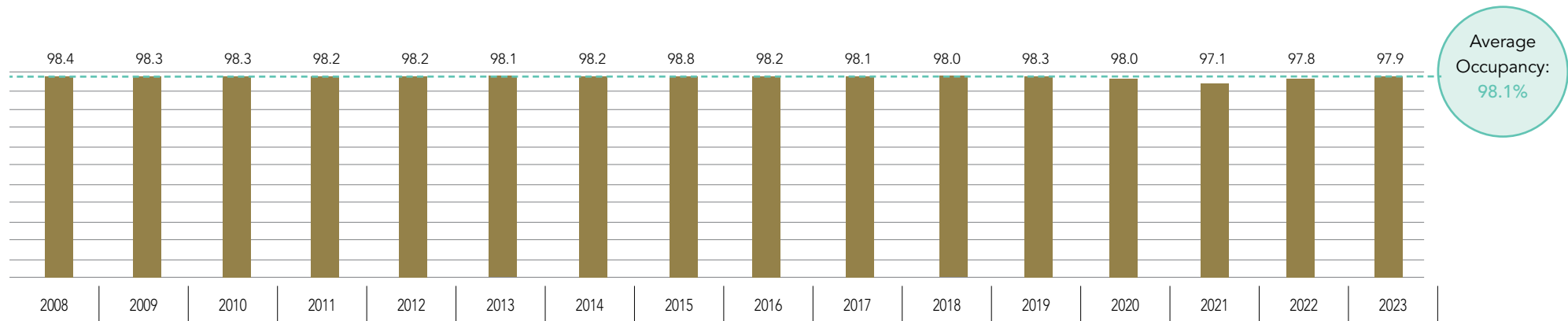
 **1 208 564** m<sup>2</sup>

# Top 5 tenants



Client	GILDE (KWANTUM / LEEN BAKKER)	MANDEMAKERS GROEP	MAXEDA DIY GROUP (BRICO / PRAXIS)	AUCHAN (KRÉFEL)	FNAC DARTY (VANDEN BORRE)
Annual Rent	6.24%	4.40%	3.18%	2.43%	1.98%

## Historical occupancy rate (%)



# Expansion in the Netherlands

## ALEXANDRIUM MEGASTORES



Acquisition of Alexandrium II  
Megastores (Rotterdam)  
81.5 mio EUR investment  
18 units



# ESG reporting\*



IN RETAIL WE TRUST

## "Green Retail Estates"

<b>Improvement of energy efficiency</b>	<b>Sustainable and safe work environment</b>
Screen properties to determine their energy-efficiency (e.g. insulation) and implement an energy monitoring system.	Create a safe, healthy and flexible work environment for Retail Estates' own employees and for the employees of the customers' retail parks.
<b>Future-oriented solutions</b>	<b>Talent development</b>
Integrate renewable solutions in the portfolio of Retail Estates (e.g. photovoltaic panels and e-mobility charging infrastructure).	Offer development programmes, build a strong culture and activate employees.
<b>Future-proof properties</b>	<b>Dialogue with stakeholders and with the community</b>
Develop and implement a Retail Estates standard for buildings.	Cooperate in dialogue and develop long-term relationships with suppliers, investors, public organisations and public authorities.
<b>Partnership across the value chain</b>	
Involve stakeholders, especially tenants, in the sustainability dialogue and work on sustainable solutions.	

## ➤ Solar panels : investment in progress

- 1<sup>st</sup> half of the year: Antwerp (Merksem), Eeklo and Bruges
- 2<sup>e</sup> half of the year: Mons, Arlon, Kampenhout and Namur (Jambes)

## ➤ ESG investments YTD 30/09/23

- Solar panels = 0.89 mio euro
- CAPEX = 0.82 mio euro
- OPEX = 1.51 mio euro



For its sustainability report it received the sBPR label "gold".

\* We refer to the annual report for the full ESG reporting.



# FINANCIAL RESULTS

# KWANTUM

**Maak  
het jezelf  
makkelijk!**

Neem hier een winkelwagen mee.

KWANTUM

01	KEY FIGURES H1 2023-2024	25
02	CONSOLIDATED INCOME STATEMENT	27
03	CONSOLIDATED BALANCE SHEET	29
04	OPERATIONAL KEY FIGURES	32
05	EPRA FIGURES	34
06	FINANCIAL KEY FIGURES	36
07	FINANCIAL DEBTS	38
08	PROPERTY PORTFOLIO	40
09	GUIDANCE 2023-2024	42

# Operational key figures on 31 December 2023

---

EPRA result per share

**4.68€**

EPRA result

**66.72€**

Weighted Average lease length

**6.55** years

Like for Like

**7.05%**

Operational Margin

**80.79%**

Net rental income

**103.03**m€

Fair value

**2,010.63**m€

Occupancy rate

**97.92%**





# Financial key figures on 31 December 2023



# Key figures

REAL ESTATE PORTFOLIO	30.09.2023	30.09.22	30.09.21
Number of properties	1 008	1002	988
Total lettable area in m <sup>2</sup>	1 208 564	1 186 521	1 176 886
Estimated fair value (in EUR)	1 930 244 000	1 817 160 000	1 725 159 000
Estimated investment value (in EUR)	2 025 624 000	1 894 556 000	1 796 172 000
Average rent prices per m <sup>2</sup>	117.04	109.51	100.85
Occupancy rate	98.12%	97.37%	97.61%

BALANCE SHEET INFORMATION	30.09.2023	30.09.22	30.09.21
Shareholders' equity	1 138 803 000	1 022 157 000	795 938 000
Shareholders' equity attributable to the shareholders of the parent company	1 131 641 000		
Debt ratio (RREC legislation, max. 65%) <sup>1</sup>	44.54%	47.54%	52.93%

RESULTS	30.09.2023	30.09.22	30.09.21
Net rental income	67 712 000	60 622 000	57 385 000
Property result	66 467 000	59 646 000	56 354 000
Property costs	-7 977 000	-5 622 000	-4 694 000
Operating corporate costs and other current operating income and expenses	-3 946 000	-3 792 000	0
Operating result before result on portfolio	54 543 000	50 232 000	48 558 000
Result on portfolio	39 416 000	22 697 000	3 165 000
Operating result	93 960 000	72 929 000	51 723 000
Financial result	-7 199 000	34 911 000	-5 800 000
Net result	86 985 000	106 013 000	44 218 000
EPRA earnings	44 515 000	39 060 000	37 426 000



# CONSOLIDATED INCOME STATEMENT

INCOME STATEMENT (in € 000)	30.09.23	30.09.22
Rental income	67 851	60 831
Rental related expenses	-139	-209
<b>Net rental income</b>	<b>67 712</b>	<b>60 622</b>
Recovery of property expenses	-	-
Recovery of rental charges and taxes normally payable by tenants on let properties	6 623	6 215
Rental charges and taxes normally payable by tenants on let properties	-7 777	-7 194
Other rental related income and expenses	-91	4
<b>Property result</b>	<b>66 467</b>	<b>59 646</b>
Technical costs	-3 992	-2 381
Commercial costs	-461	-534
Charges and taxes on unlet properties	-342	-388
Property management costs	-3 181	-2 315
Other property costs	-1	-4
<b>Property costs</b>	<b>-7 977</b>	<b>-5 622</b>
<b>Operating property result</b>	<b>58 490</b>	<b>54 024</b>
Operating corporate costs	-3 946	-3 792
<b>Operating result before result on portfolio</b>	<b>54 543</b>	<b>50 232</b>
Result on disposals of investment properties	-630	294
Result on sales of other non-financial assets	-	-
Changes in fair value of investment properties	40 164	22 569
Other result on portfolio	-118	-166
<b>Operating result</b>	<b>93 960</b>	<b>72 929</b>
Financial income	90	83
Net interest charges	-9 880	-9 399
Changes in fair value of financial assets and liabilities	2 611	44 256
Other financial charges	-21	-29
<b>Financial result</b>	<b>-7 199</b>	<b>34 911</b>
Share in the result of associated companies and joint ventures	0	-8
<b>Result before taxes</b>	<b>86 761</b>	<b>107 832</b>
Taxes	225	-1 819
<b>Net result</b>	<b>86 985</b>	<b>106 013</b>
<b>EPRA earnings (share Group)</b>	<b>44 515</b>	<b>39 060</b>



# CONSOLIDATED BALANCE SHEET

ASSETS (in € 000)	30.09.23	31.03.23
<b>Non-current assets</b>	<b>2 010 462</b>	<b>1 964 347</b>
Goodwill		
Intangible non-current assets	8 150	6 192
Investment properties <sup>1</sup>	1 930 244	1 888 562
Other tangible non-current assets	6 370	6 339
Financial non-current assets	64 633	62 056
Financial instruments	57 892	55 315
Participations accounted for using the equity method	1 741	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	35	167
Deferred taxes	8	141
Other	27	27
<b>Current assets</b>	<b>39 180</b>	<b>29 019</b>
Assets or groups of assets held for sale	8 252	8 561
Trade receivables	21 891	11 442
Tax receivables and other current assets	1 033	1 803
Cash and cash equivalents	4 357	4 128
Deferred charges and accrued income	3 647	3 085
<b>TOTAL ASSETS</b>	<b>2 049 641</b>	<b>1 993 365</b>

<sup>1</sup> Including assets under construction (IAS 40).

<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b> (in € 000)	<b>30.09.23</b>	<b>31.03.23</b>
<b>Shareholders' equity</b>	<b>1 138 803</b>	<b>1 104 064</b>
<b>Shareholders' equity attributable to the shareholders of the parent company</b>	<b>1 131 641</b>	<b>1 097 249</b>
Capital	315 035	308 515
Issue premiums	384 585	374 308
Reserves	345 383	233 804
Net result of the financial year	86 638	180 621
<b>Minority interests</b>	<b>7 162</b>	<b>6 815</b>
<b>Liabilities</b>	<b>910 839</b>	<b>889 301</b>
<b>Non-current liabilities</b>	<b>833 000</b>	<b>793 923</b>
Provisions	-	-
Non-current financial debts	829 889	790 238
Credit institutions	649 256	609 967
Long term financial lease	5 147	4 871
Other	-	-
Bonds	175 486	175 400
Other non-current financial liabilities	-	-
Deferred taxes	3 112	3 684
<b>Current liabilities</b>	<b>77 838</b>	<b>95 379</b>
Current financial debts	37 914	51 464
Credit institutions	37 914	51 464
Short term financial lease	-	-
Other	-	-
Bonds	-	-
Trade debts and other current debts	17 777	24 409
Exit tax	928	391
Other	16 849	24 018
Other current liabilities	1 545	1 612
Accrued charges and deferred income	20 602	17 895
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>2 049 641</b>	<b>1 993 365</b>
<b>DEBT RATIO</b>	<b>30.09.23</b>	<b>31.03.23</b>
Debt ratio <sup>2</sup>	44.54%	44.77%

<sup>2</sup> 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 financial instruments).

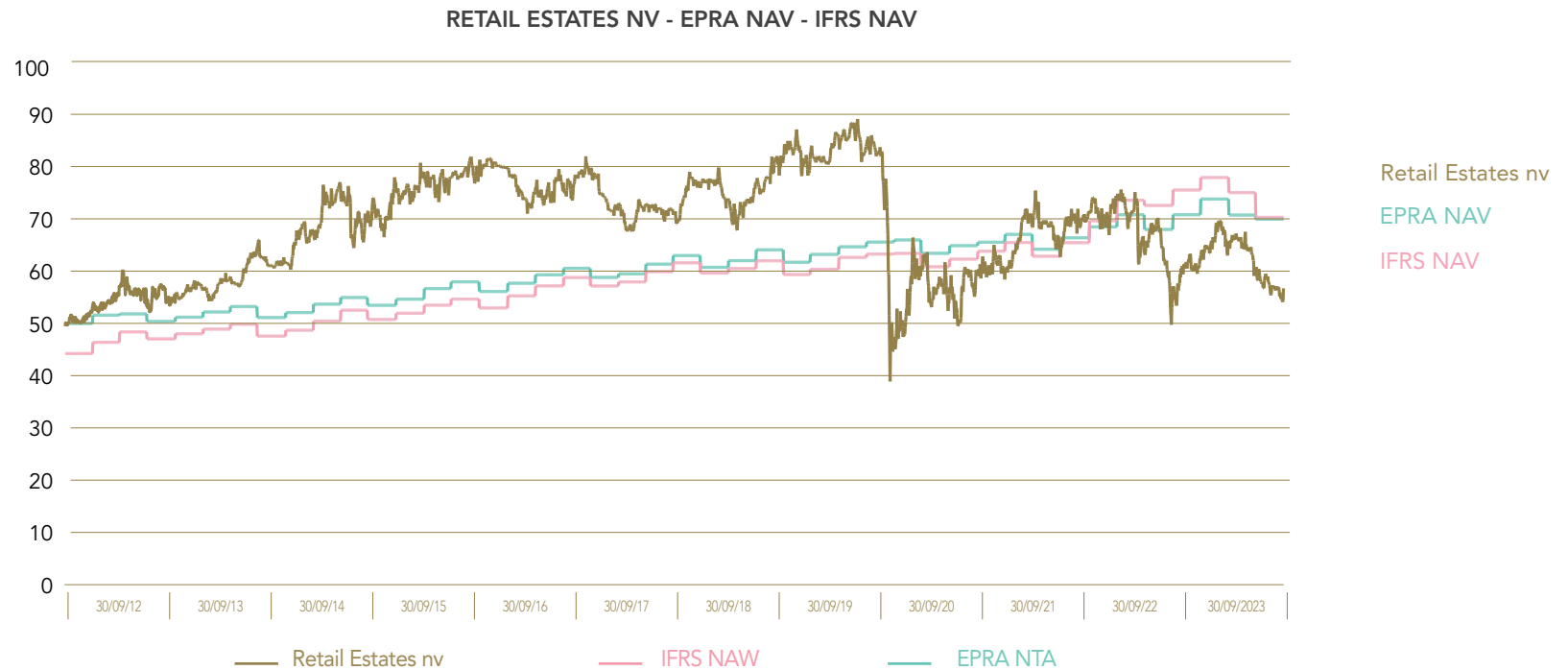






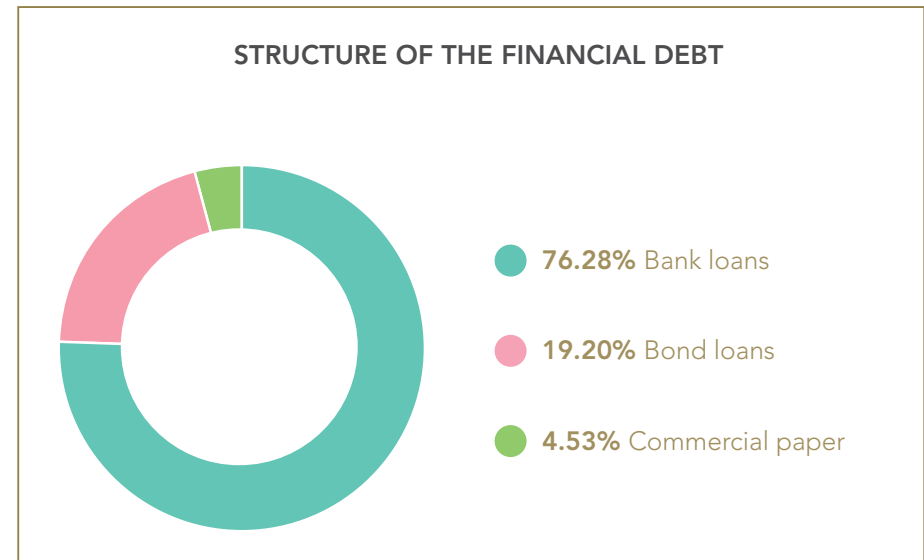
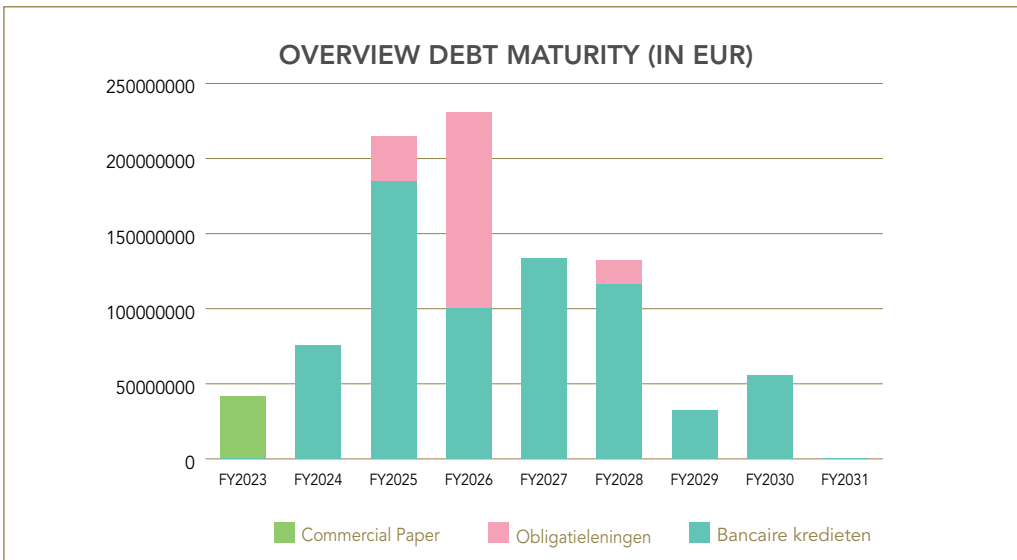
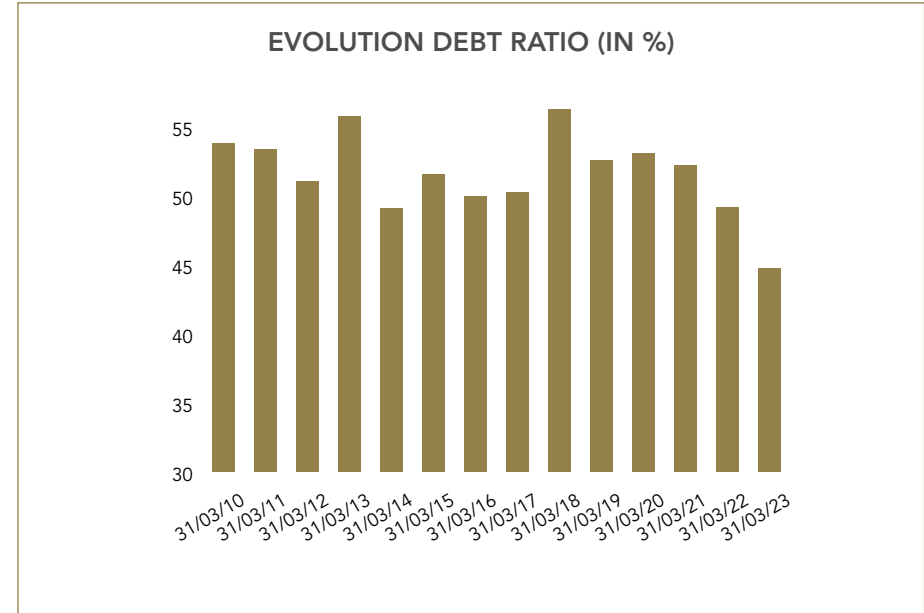
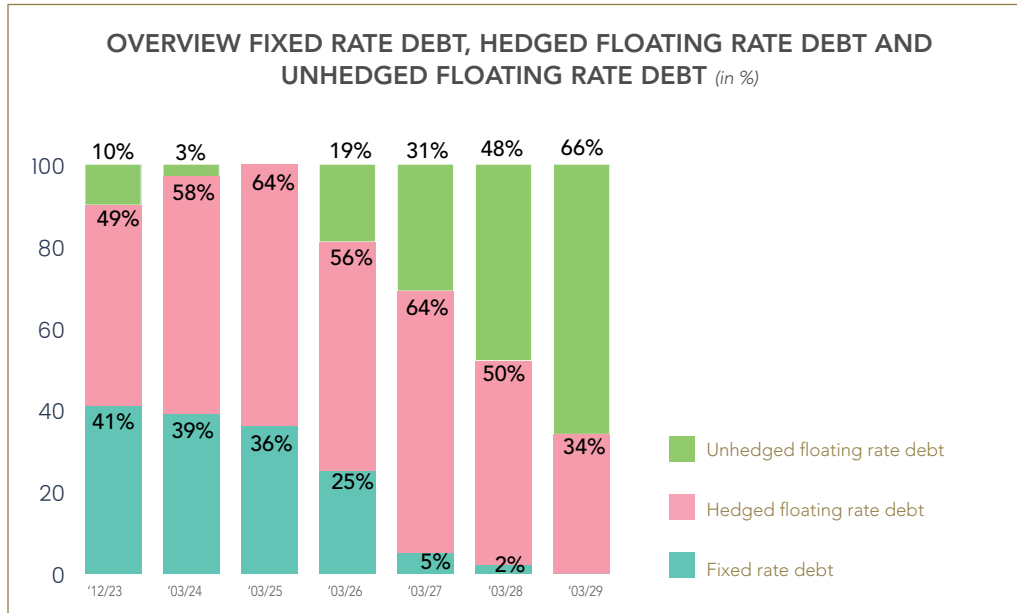
# EPRA figures

EPRA Key performance indicators	30.09.2023		30.09.2022	
	EUR/1000	EUR per share	EUR/1000	EUR per share
EPRA result	44 515	3.13	39 060	2.84
EPRA NRV (Net Reinstatement Value)	1 172 448	81.56	1 138 570	80.83
EPRA NTA (Net tangible assets)	1 068 841	74.35	1 039 312	73.78
EPRA NDV (Net Disposal Value)	1 151 277	80.09	1 116 922	79.29





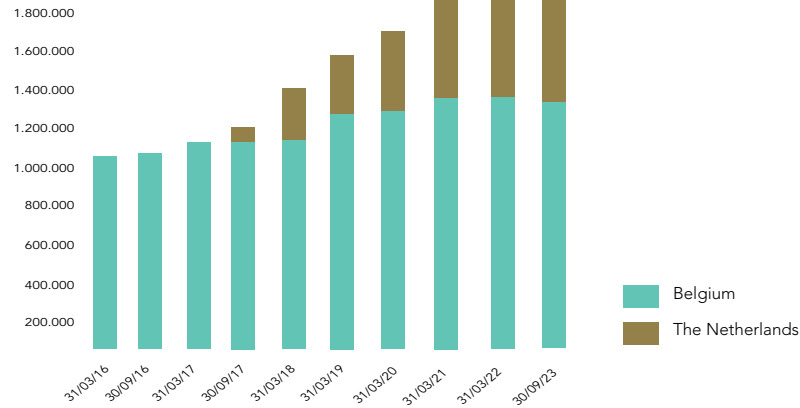
# Financial debts on 31 December 2023





# Property portfolio on 30 September 2023

PROPERTY PORTFOLIO  
IN €000



## ASSETS UNDER CONSTRUCTION

Assets under construction	(in € 000)
Landbank	0.930
Prospective	8.760
Pre-development	2.110
In progress	3.450
Sustainability	1.950
<b>TOTAL</b>	<b>17.210</b>

EPRA Net Initial Yield (NIY)

**6.82%**

Yield on Portfolio  
(based on actual rents)

**6.94%**







Jambes, Belgium

# For more information contact:

---



**Jan De Nys**

Chief Executive Officer

+32 (0)2 568 10 20

Jan.DeNys@retailestates.com



**Kara De Smet**

Chief Finance Officer

+32 (0)2 568 10 20

Kara.DeSmet@retailestates.com



## AWARDS

Retail Estates was again included in the EPRA annual report Survey and received a gold award. For the 2022-2023 annual report, Retail Estates was also awarded by EPRA for its sustainability report and received the sBPR label “gold”.



openbare GWV-SIR publique

Industrielaan 6  
B- 1740 Ternat

T. +32 (0)2 568 10 20  
F. +32 (0)2 581 09 42

[info@retailestates.com](mailto:info@retailestates.com)  
[www.retailestates.com](http://www.retailestates.com)

This presentation has been prepared by the management of Retail Estates NV, Belgian public real estate investment company ("Retail Estates" or the "Company"), solely for your information and background and is subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation to update or keep current the information contained in this document and any opinions expressed in relation thereto are subject to change without notice. "Presentation" means this document, any oral presentation, the question and answer session and any written or oral material discussed or distributed during the presentation. The Presentation comprises written material/slides which provide information on the Company and its subsidiaries.

This Presentation includes forward-looking statements that reflect the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results, condition, performance, prospects, growth, strategies and the industry in which the Company operates. These forward-looking statements are subject to risks, uncertainties and assumptions and other factors that could cause the Company's actual results, condition, performance, prospects, growth or opportunities, as well as those of the markets it serves or intends to serve, to differ materially from those expressed in, or suggested by, these forward-looking statements. The Company cautions you that forward-looking statements are not guarantees of future performance and that its actual results and condition and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this document. In addition, even if the Company's results, condition, and growth and the development of the industry in which the Company operates are consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in future periods. The Company and each of its directors, officers and employees expressly disclaim any obligation or undertaking to review, update or release any update of or revisions to any forward-looking statements in this Presentation or any change in the Company's expectations or any change in events, conditions or circumstances on which these forward-looking statements are based, except as required by applicable law or regulation.