



### Half-Year 2023 Results

Analyst meeting

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27 July 2023



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# Highlights Half-Year 2023

### Continued strong operational performance

Subject	Key results
H1 2023	
Operational performance	<ul> <li>Occupancy rate at 98.2% at the end of H1 2023 (98.6% end-2022); end of Q1 2023: 97.9%</li> <li>Like-for-like gross rental income up 7.4% (H1 2022: 1.4%)</li> </ul>
- Sperational performance	High level of new/renewed leases (44) for rents higher than market rent and previous rent
	<ul> <li>Direct result of € 0.95 (H1 2022: € 0.98)</li> </ul>
Financial performance	<ul> <li>Indirect result of -/- € 1.59 (H1 2022: € 1.32)</li> </ul>
Tillahelai performance	<ul> <li>Minor decrease of portfolio value by 1.8% in H1 2023</li> </ul>
	<ul> <li>Interim dividend of € 0.57 to be paid on 16 August 2023</li> </ul>



## Outcome Strategic Reorientation

Divesting specific parts of the portfolio will create most value for all stakeholders

Subject	Outcome
H1 2023	
Strategic reorientation	<ul> <li>Strategic reorientation in response to combination of rising interest rates, increasing yields on retail real estate properties and the expected abolishment of the FBI regime as of 2025.</li> <li>Vastned has undertaken a thorough and diligent process concluding that:</li> </ul>
	<ul> <li>✓ Divesting specific parts of real estate portfolio will generate the most value for Vastned and its stakeholders</li> <li>✓ Vastned continues to explore a new structure that fits the size and nature of Vastned</li> </ul>



# H1 2023 key figures

Direct result: € 0.95 per share

Occupancy rate: 98.2%

EPRA NTA: € 39.56 per share

	H1 2023	H1 2022
Direct result per share	€ 0.95	€ 0.98
Indirect result per share	(€ 1.59)	€ 1.32
Like-for-like gross rental income	7.4%	1.4%
Value movements*	(1.8%)	1.0%
Loan-to-value ratio	44.7%	43.0%
Average interest rate	2.5%	1.9%
NAV	€ 39.68	€ 42.81
EPRA NTA**	€ 39.56	€ 42.89

<sup>\*</sup> Excluding acquisitions, capital expenditures and divestments; \*\* As per 30-06-2023 EPRA NTA amounts to € 678.5m, EPRA NDV amounts to €679.5m and EPRA NRV amounts to € 781.9m







# High occupancy rate

Occupancy rate		H1 2023	Q1 2023	FY 2022	H1 2022
%	% of TGOI*	Occupancy %	Occupancy %	Occupancy %	Occupancy %
The Netherlands	47.0	98.0	97.7	98.3	98.3
France	22.4	97.1	96.1	97.9	98.1
Belgium	26.1	99.3	99.5	99.4	98.8
Spain	4.6	100.0	100.0	100.0	100.0
Total	100	98.2	97.9	98.6	98.5



<sup>\*</sup>Total Gross Operating Income in H1 2023



Positive leasing activity in H1 2023

Leasing activity	H1 2023	H1 2022	FY 2022	FY 2021
Number of leases	44	19	43	92
Rental income (€ million)	9.0	2.1	6.4	12.4
% of total theoretical annual rent	11.7%	2.9%	8.7%	17.4%
Rental change (€ million)	0.1	(0.3)	(0.8)	(0.6)
Rental change (%)	1.4	(13.1)	(11.0)	(4.5)





# Strong like-for-like rental growth

- Like-for-like rental growth was 7.4% in H1 2023 compared to 1.4% in H1 2022
- Vastned is very well able to pass on contracted indexation to tenants

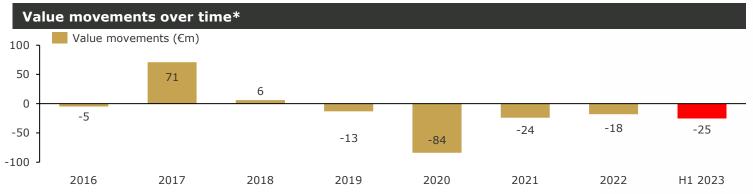
Like-for-like	H1 2023		H1 2022	
Rental growth	€ million	%	€ million	%
The Netherlands	1.3	8.6%	0.2	1.7%
France	0.3	4.7%	0.2	2.4%
Belgium	0.6	7.2%	(0.2)	(2.6%)
Spain	0.2	9.9%	0.2	18.8%
Total	2.4	7.4%	0.4	1.4%





Increasing yields continue to put pressure on valuations

Value movements*	H1 2023		FY 2022	
	€m	Δ%	€m	Δ %
The Netherlands	593	(2.8%)	611	(1.7%)
France	400	(1.6%)	407	(0.7%)
Belgium	322	0.3%	321	(0.8%)
Spain	80	(3.2%)	82	0.0%
Total	1,395	(1.8%)	1,420	(1.1%)

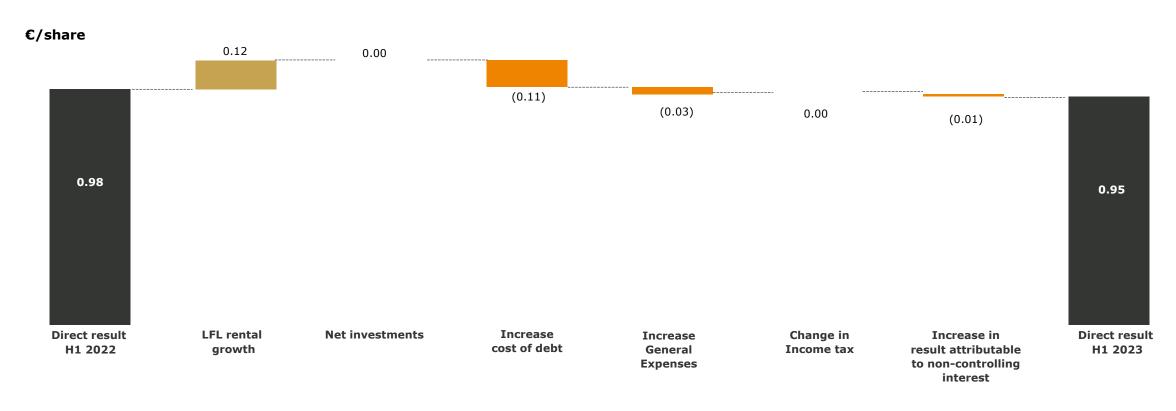


<sup>\*</sup> Excluding acquisitions, capital expenditures and divestments in each specific year



### Direct result per share H1 2023

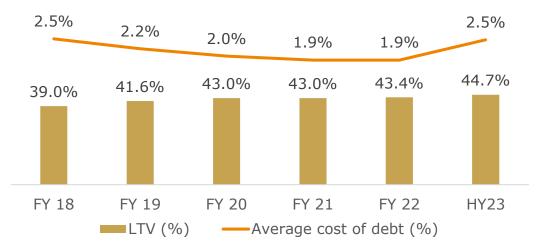
- Direct result per share decreased to € 0.95 from € 0.98 (H1 2022)
- Net rental income increased from € 28.8M in H1 2022 to € 30.8M in H1 2023 as a result of indexation is offset by increase in cost of debt



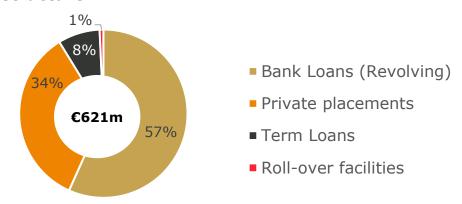
### Loan-to-value up as result of lower valuations



#### Loan to value vs. average cost of debt



#### **Debt structure**



	30 June 2023	31 December 2022
Total used credit facilities	€ 621m	€ 613m
Unused credit facilities	€ 117m	€ 125m
Loan-to-value ratio	44.7%	43.4%
Average interest rate	2.51%	1.91%
Average maturity	1.7 years	2.2 years
Interest coverage ratio	4.4x	5.0x
Share of non-bank financing of interest-bearing loans	34.6%	35.0%
Share of fixed interest rate loans	71.6%	72.5%





Strategic Reorientation



### Outcome Strategic Reorientation

### Thorough and diligent process

#### Goal

- ✓ Rising interest rates
- ✓ Increasing yields
- ✓ Abolishment FBI



Unlock value for Vastned and all its stakeholders



#### **Process**

#### Impact and feasibility study on:

- (1) Continuing 'as is'
- (2) Divesting parts of portfolio
- (3) Significant financial transaction
- (4) Adapting the structure of Vastned



#### **Outcome**

- Divesting specific parts of the portfolio
- ✓ Explore a new structure

February 2023



**February 2023 – July 2023** 



July 2023 onward



### Outcome Strategic Reorientation

Divesting specific parts of the portfolio will create most value for all stakeholders

	Outcome
H1 2023	
Strategic reorientation	<ul> <li>Divestment of specific parts of real estate portfolio will generate the most value for Vastned and its stakeholders as it will:</li> <li>Unlock immediate value</li> <li>Improve the balance sheet and financial ratios</li> <li>Create flexibility to seize future opportunities in the markets</li> <li>Make Vastned future proof delivering stable and predictable returns to its shareholders</li> <li>Exploring a new structure that:</li> <li>Fits size and nature of Vastned with a preferred single listing and at the same time mitigates impact of possible abolishment FBI regime</li> </ul>





Interim Dividend

&

Outlook 2023



### Interim Dividend

- Interim dividend of € 0.57 per share
- In line with the dividend policy, the interim dividend is equal to 60% of the direct result in H1 2023

Ex-dividend date: 1 August 2023

Payment date: 16 August 2023





### Outlook for 2023 re-iterated

- Barring unforeseen circumstances, Vastned reiterates its expected direct full-year 2023 result of between €
   1.95 to € 2.05 per share.
- Vastned's focus is firmly on maintaining excellent operational performance and executing the actions that have come forward as the outcome of the strategic reorientation.











Appendix



# Vastned today - overview of portfolio by country

The Netherlands France Belgium Spain







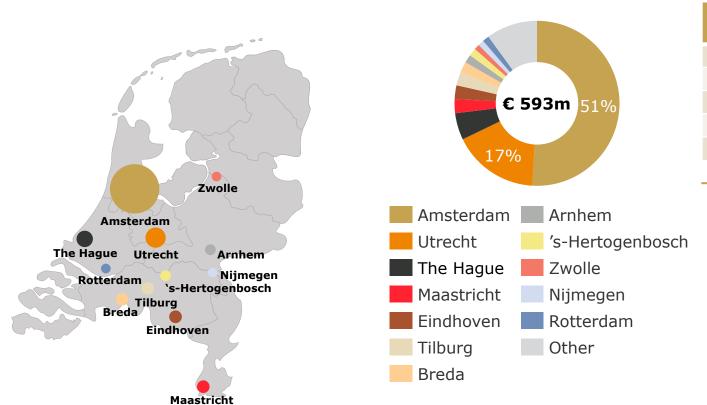


	Netherlands	France	Belgium	Spain	Total
Share of total portfolio	42.5%	28.7%	23.1%	5.7%	100%
Total in € m	593	400	322	80	1,395
Occupancy	98.0%	97.1%	99.3%	100%	98.2%



## 85% of the Dutch portfolio is located in top 8 cities

#### Overview of Vastned's portfolio in the Netherlands



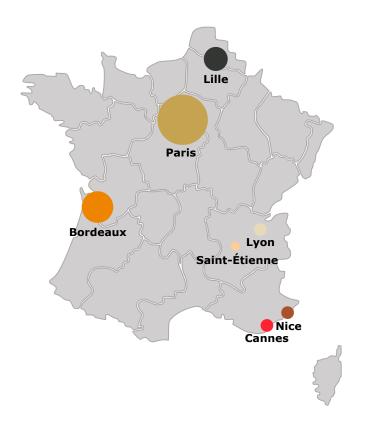
	Top 5 cities	% of portfolio	Gross initial yield*
1	Amsterdam	51%	4.8%
2	Utrecht	17%	5.6%
3	The Hague	5%	6.1%
4	Eindhoven	3%	8.1%
5	Tilburg	3%	7.4%
	<b>Total Netherlands</b>		5.9%

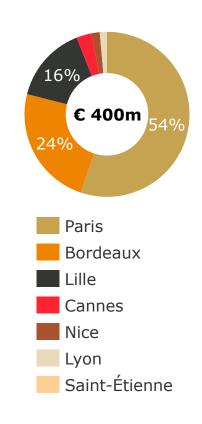
<sup>\*</sup> Defined as annualised contracted rent divided by market value



# 94% of the French portfolio is located in Paris, Bordeaux and Lille

#### Overview of Vastned's portfolio in France





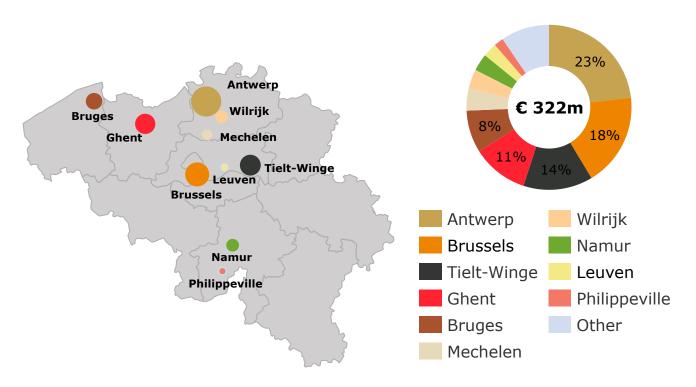
	Top 5 cities	% of portfolio	Gross initial yield*
1	Paris	54%	4.1%
2	Bordeaux	24%	4.3%
3	Lille	16%	4.7%
4	Cannes	3%	3.8%
5	Lyon	2%	3.1%
	Total France		4.2%

<sup>\*</sup> Defined as annualised contracted rent divided by market value



## 90% of the Belgian portfolio is located in top 10 cities

#### Overview of Vastned's portfolio in Belgium



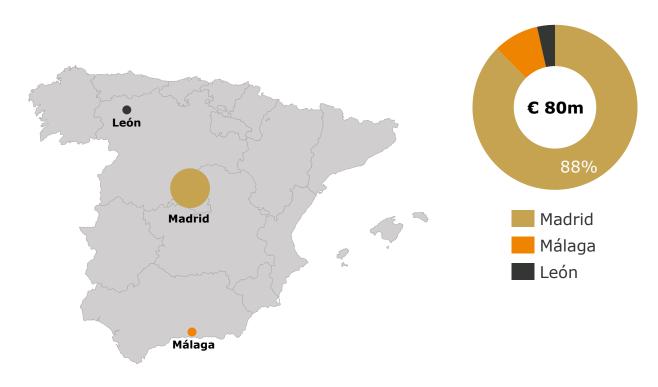
	Top 5 cities	% of portfolio	Gross initial yield*
1	Antwerp	23%	5.5%
2	Brussels	18%	5.2%
3	Tielt-Winge	14%	6.6%
4	Ghent	11%	6.0%
5	Bruges	8%	6.2%
	Total Belgium		6.2%

<sup>\*</sup> Defined as annualised contracted rent divided by market value



# 88% of the Spanish portfolio is located in Madrid

#### **Overview of Vastned's portfolio in Spain**



	Top city	% of portfolio	Gross initial yield*
1	Madrid	88%	4.2%
	Total Spain		4.4%

<sup>\*</sup> Defined as annualised contracted rent divided by market value



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