


# BELGIAN DAY

Degroof Petercam



1<sup>st</sup> QUARTER  
2015/2016

30 September 2015

Zürich, 9 December 2015

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# Highlights FY 2014/2015



# Highlights

## Q1 2015/2016 (1)

- > **Occupancy rate:** 98.2 % for unfurnished portion and 81.4 % for the furnished portion (only 7 % of the fair value of marketable investment properties)
- > **Rental income:** +26 % YoY
- > **Total fair value of investment properties:** €1,036 m, +€31 m compared to 30 June 2015
- > **Change in FV of marketable investment properties:** +€7 m, i.e. +0.7 %
- > **Debt-to-assets ratio:** 37 %

# Highlights

## Q1 2015/2016 (2)

- > **2 additions** in the **senior housing** segment in **Belgium**
- > **2 Awards:**
  - **“EPRA Gold Award”** for 2013/2014 Annual Financial Report (Sept. 2015)
  - **Best financial communication among “Mid & Small Cap”** (Oct. 2015) by the Belgian Association of Financial Analysts

# Portfolio

Q1 2015/2016 (3)

- > **Total Portfolio outlook: €1,168 m**
  - €1,034 m (including projects on balance sheet, excl. assets classified as held for sale)
  - + €134 m (committed investments in pipeline)
- > **Average remaining lease maturity: 20 years**

# Strategy

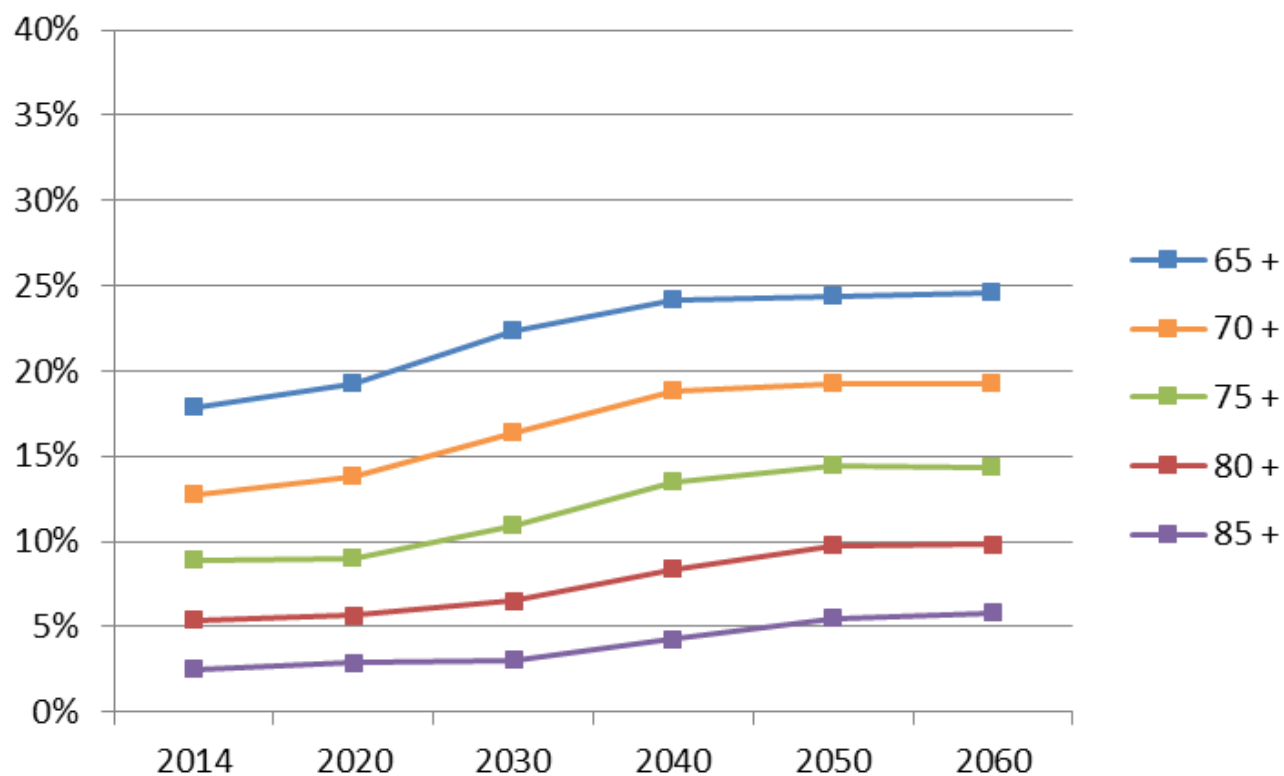


- > Belgian REIT (RREC/SIR/GVV)
  - market cap > €850 m
  - free float of 95 %
  - portfolio > €1 billion
  - approx. 496,000 m<sup>2</sup>
  - see appendix for characteristics of a Belgian REIT
- > Focusing on “housing with care”: Senior housing
  - demographic evolution: ageing
- > Focusing on Western Europe
  - Belgium
  - Germany
- > Year-end: 30 June



# Demographic evolution

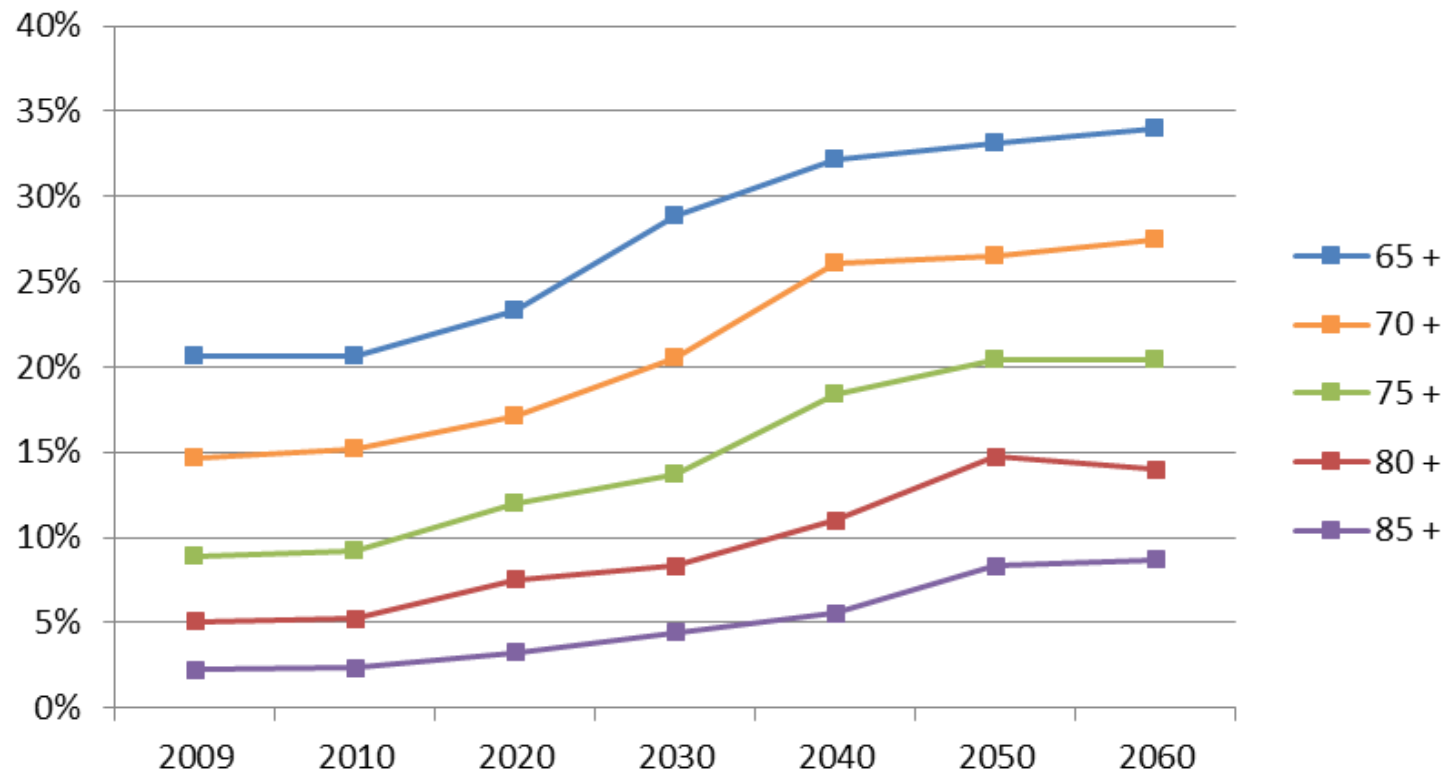
## Ageing in Belgium



Source: "Perspectives de population 2014-2060", Federal Planning Bureau, 2015.

# Demographic evolution

## Ageing in Germany



Source: "Bevölkerung Deutschlands bis 2060", Statistisches Bundesamt (Deutschland), 2009

## > Focus on senior housing

- Rest homes
  - Belgium: Woonzorgcentrum / Maisons de repos
  - Germany: Pflegeheim
- Assisted living / Independent living
  - Belgium: Assistentiewoning / Résidence-services
  - Germany: Betreutes Wohnen

## > Focus on housing and care

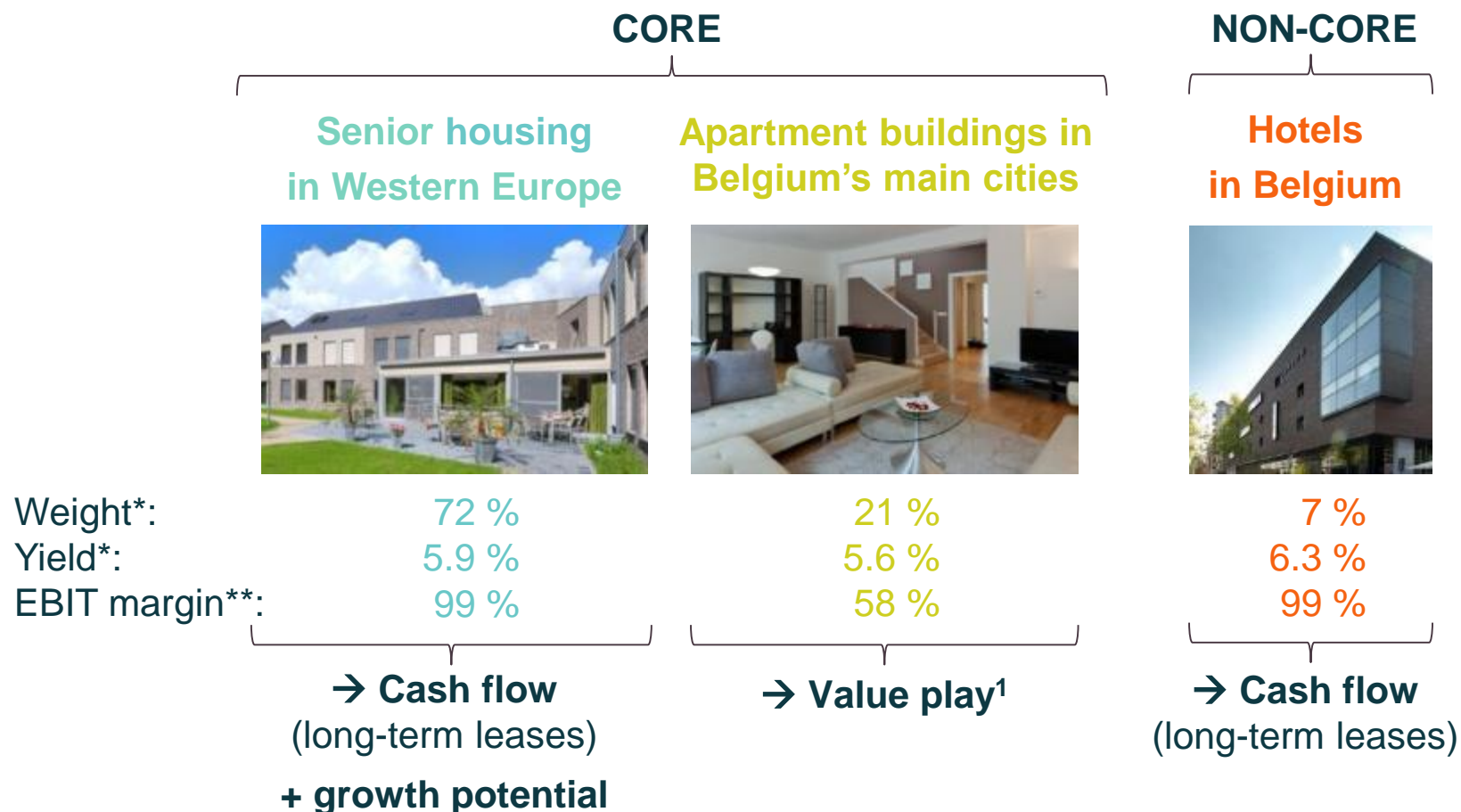
= Residential care

# Rest home potential

| Country         | Number of beds in 2013 | Number of beds expected in 2020 | % change between 2013 and 2020 |
|-----------------|------------------------|---------------------------------|--------------------------------|
| Belgium         | 138,000                | 160,000                         | + 14%                          |
| The Netherlands | 165,000                | 160,000                         | - 3%                           |
| France          | 684,000                | 734,000                         | + 7%                           |
| Germany         | 876,000                | 1,076,000                       | + 22%                          |
| Spain           | 350,000                | n.a.                            |                                |
| Italy           | 340,000                | 440,000                         | + 29%                          |

Source: Eurostat, OECD, DTZ

# Segment information



<sup>1</sup> Expected capital gains through arbitration of apartments on the long term.

\* As of 30 September 2015

\*\* As of 30 June 2015

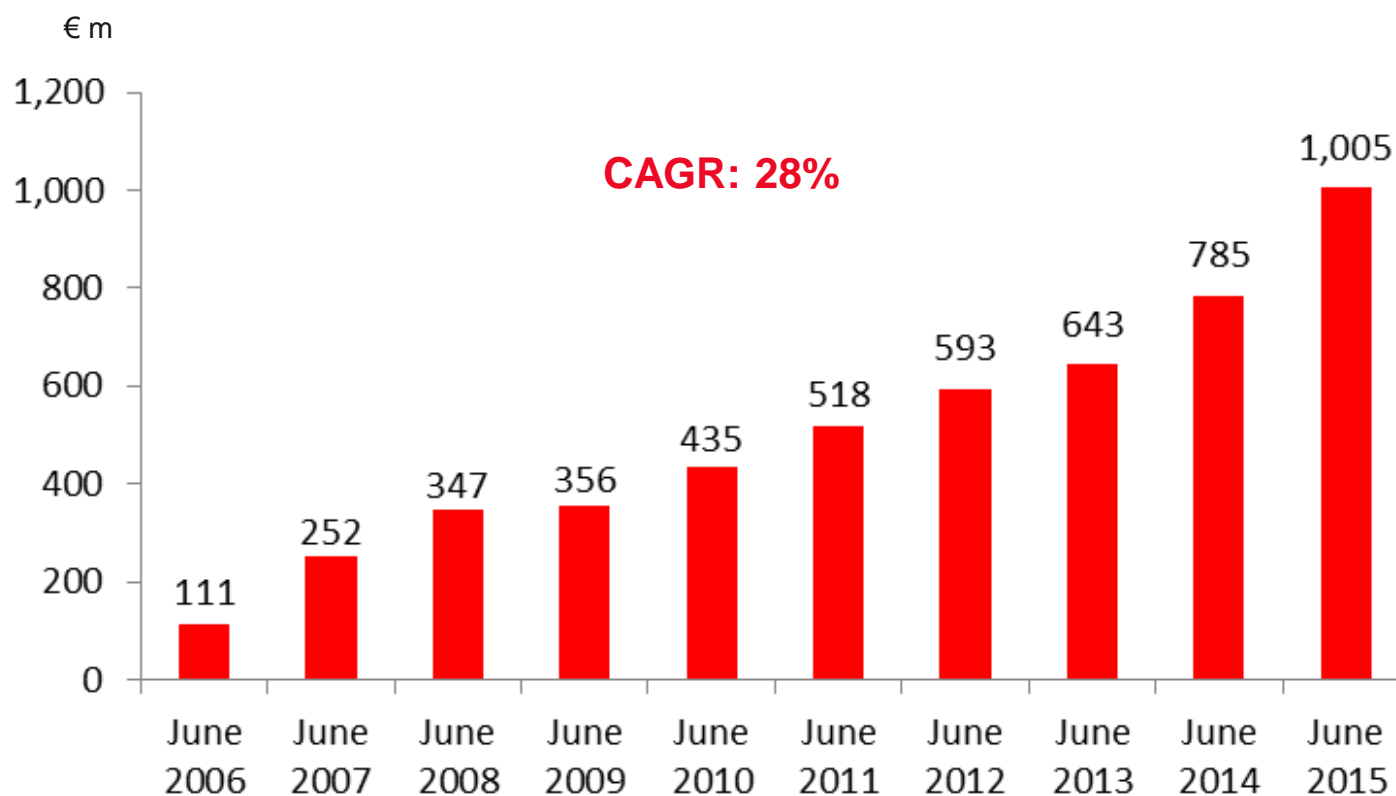
# Achievements



# Milestones

## 10 years evolution

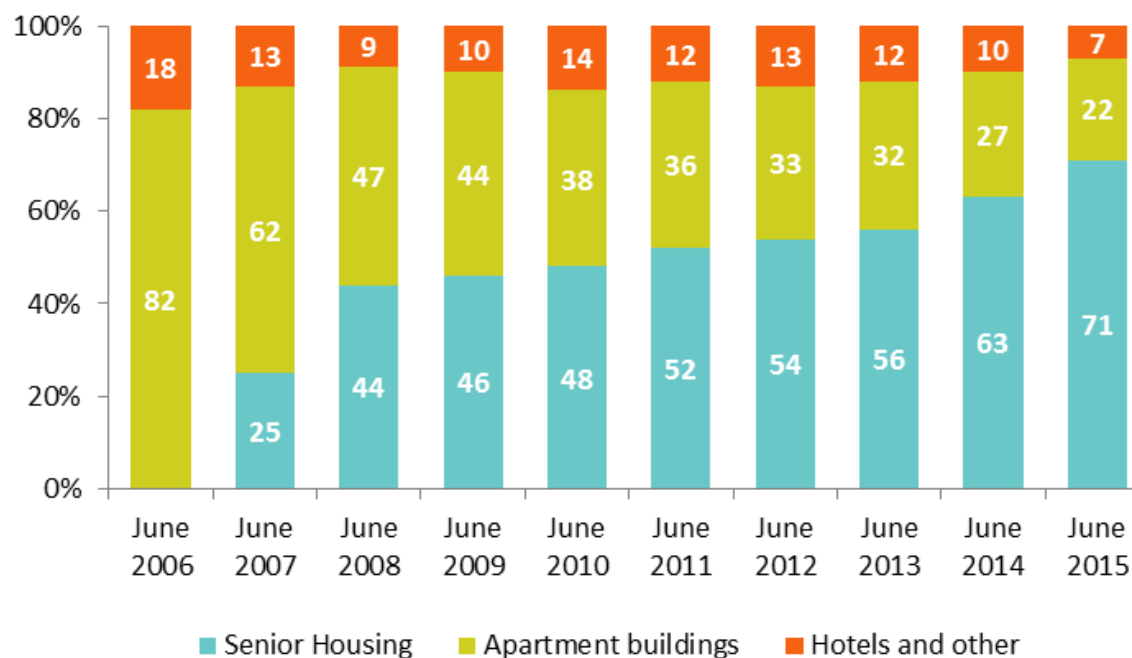
### Investment properties at fair value



# Milestones

## Focus on Senior Housing

### Evolution by segment (fair value)



Marketable property at fair value (€1,005 m, incl. assets held for sale)



# Milestones

## Focus on Western Europe

### Geographical breakdown (fair value)



Marketable property at fair value (€1,005 m, incl. assets held for sale)

# Equity

## Latest SPOs (2010, 2012, 2015)

> Reminder: Gross proceeds in 2010 and 2012  
= €67 m (Oct. 2010) + €100 m (Dec. 2012)

> Since then, significant growth of investment properties:

|                  |          |   |          |   |          |  |  |
|------------------|----------|---|----------|---|----------|--|--|
| - 30 June 2010:  | €435 m   | } | + €171 m | } | + €570 m |  |  |
| - 30 June 2011:  | €518 m   |   |          |   |          |  |  |
| - 30 Sept. 2012: | €606 m   |   |          |   |          |  |  |
| - 30 June 2014:  | €785 m   | } | + €399 m |   |          |  |  |
| - 30 June 2015:  | €1,005 m |   |          |   |          |  |  |

> Latest SPO: €153 m in June 2015 (see below)

# Equity

## Capital increase June 2015

- > Public capital increase in cash: €153 m, successfully ended on 29 June 2015 despite turbulent financial markets
- > Issue price: €49.00
- > Coupon No. 14: Right to the full dividend entitlement for the 2014/2015 financial year, already detached, to be paid on 30 October 2015

# Equity

## Latest contribution in kind

- > 2 Oct. 2015: Contribution in kind of plot of land on which Heydeveld rest home is situated and bare ownership of the building
- > Issuance of 19,856 new Aedifica shares in the amount of €1 m for €50.36 per share
- > Prorata dividend entitlement

# Equity

## Investments since capital increase of June 2015

| (in € million)                    |         | Marketable investment properties | Development projects | Total     |
|-----------------------------------|---------|----------------------------------|----------------------|-----------|
| Résidence de la Houssière         | Belgium | 10                               | -                    | 10        |
| Senior Flandria                   | Belgium | 10                               | -                    | 10        |
| Mechelen                          | Belgium | -                                | 17                   | 17        |
| Vinkenbosch                       | Belgium | 4                                | 12                   | 16        |
| Kalletal (extension)              | Germany | -                                | 3                    | 3         |
| Heydeveld                         | Belgium | 9                                | -                    | 9         |
| <b>Total as of 5 October 2015</b> |         | <b>33</b>                        | <b>32</b>            | <b>65</b> |

## > Aedifica strengthened its team

- New subsidiary in Germany:  
Aedifica Asset Management GmbH, led by Mr Martin Engel
- New COO function: Ms Laurence Gacoin
- New CLO function: Ms Sarah Everaert
- Management Committee established as of 12 May 2015

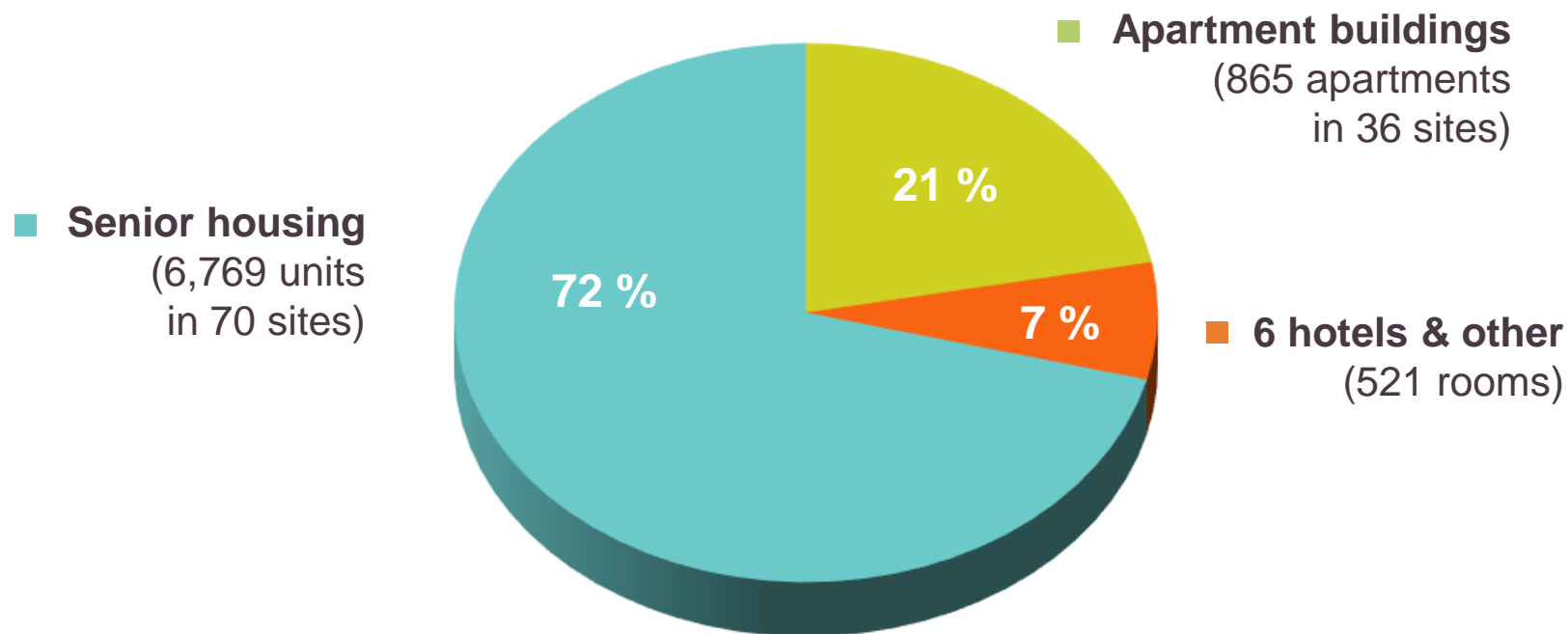
| Name            | Function                                      |
|-----------------|-----------------------------------------------|
| Stefaan Gielens | Chief Executive Officer (CEO)                 |
| Jean Kotarakos  | Chief Financial Officer (CFO)                 |
| Laurence Gacoin | Chief Operating Officer (COO)                 |
| Sarah Everaert  | Chief Legal Officer (CLO) / Secretary-General |

# Portfolio analysis



# Segments

(As of 30 September 2015)

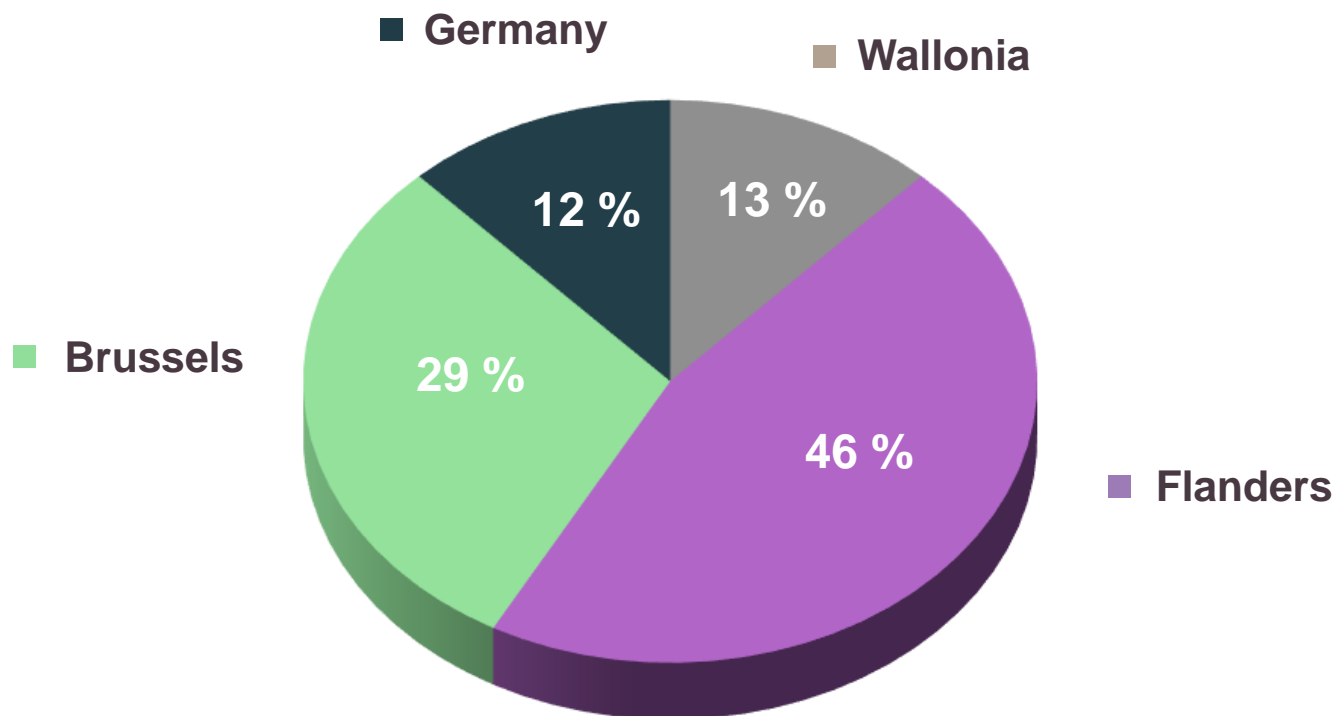


Marketable property at fair value (€1,036 m, incl. assets classified as held for sale)



# Geographical breakdown

(As of 30 September 2015)



Marketable property at fair value (€1,036 m, incl. assets classified as held for sale)

## > Germany:

- 2013: 1<sup>st</sup> investments abroad since Aedifica's creation in 2005
- Aedifica = 1<sup>st</sup> Belgian REIT to invest in Germany

## > **Portfolio of 14 assets** (13 Pflegeheime + 1 Betreutes Wohnen):

- Capacity > 1,200 residents
- Total fair value > €100 million
- Initial gross rental yield of approx. 7 %
- Double net long leases
- Average remaining lease maturity: approx. 24 years
- 5 tenants (AGO, Volkssolidarität, Senator, Residenz-Gruppe Bremen, Schloss Bensberg Management)

# Investment activity in Germany (1)



Rheinbach



Wenden-Rothemühle



Olpe-Rüblinghause



Bad Harzburg



Kalletal



Kirchlengern



Enger



Kierspe

# Investment activity in Germany (2)



Service-Residenz Schloss Bensberg

# Investment activity Q1 2015/2016

(As of 5 October 2015)

## > 4 additions in Belgium

- Résidence de La Houssière (Braine-le-Compte)
- Senior Flandria (Bruges)
- Vinkenbosch (Hasselt) (+ project)
- Heydeveld (Opwijk) (+ project)

## > 1 project subject to outstanding conditions in Germany

- Extension of Die Rose im Kalletal (North Rhine-Westphalia)

## > 1 framework agreement in Belgium

- Mechelen (Mechelen)

# Main tenants

| Breakdown of senior housing contractual rents by group controlling legal entities in contractual relation with Aedifica | 30 June 2015 | 30 June 2014 |
|-------------------------------------------------------------------------------------------------------------------------|--------------|--------------|
| <b>Senior housing</b>                                                                                                   | <b>73%</b>   | <b>63%</b>   |
| <b>Belgium</b>                                                                                                          | <b>58%</b>   | <b>57%</b>   |
| Armonea                                                                                                                 | 13%          | 13%          |
| Senior Living Group*                                                                                                    | 15%          | 16%          |
| Orpea                                                                                                                   | 11%          | 14%          |
| Soprim @                                                                                                                | 8%           | 10%          |
| Oase                                                                                                                    | 5%           | 2%           |
| Vulpia                                                                                                                  | 3%           | 0%           |
| Time for Quality                                                                                                        | 1%           | 0%           |
| Other                                                                                                                   | 2%           | 2%           |
| <b>Germany</b>                                                                                                          | <b>15%</b>   | <b>6%</b>    |
| Residenz-Gruppe Bremen                                                                                                  | 8%           | 0%           |
| AGO                                                                                                                     | 3%           | 3%           |
| Schloss Bensberg Management                                                                                             | 2%           | 0%           |
| Senator                                                                                                                 | 1%           | 2%           |
| Volkssolidarität                                                                                                        | 1%           | 1%           |
| <b>Hotels and other</b>                                                                                                 | <b>7%</b>    | <b>9%</b>    |
| Martin's Hotels                                                                                                         | 5%           | 6%           |
| Different Hotel Group                                                                                                   | 2%           | 3%           |
| <b>Other tenants</b>                                                                                                    | <b>20%</b>   | <b>28%</b>   |
| <b>Total</b>                                                                                                            | <b>100%</b>  | <b>100%</b>  |

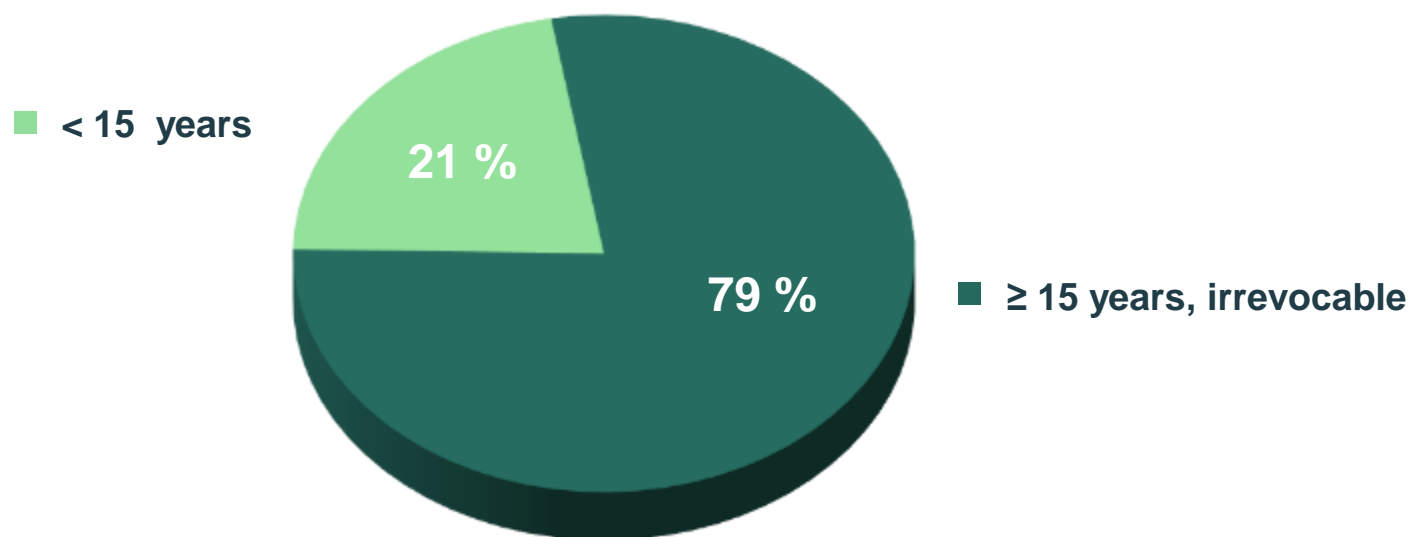
\* Group Korian-Medica

Based on contractual rents

# Lease maturity

(As of 30 September 2015)

## Initial lease maturity



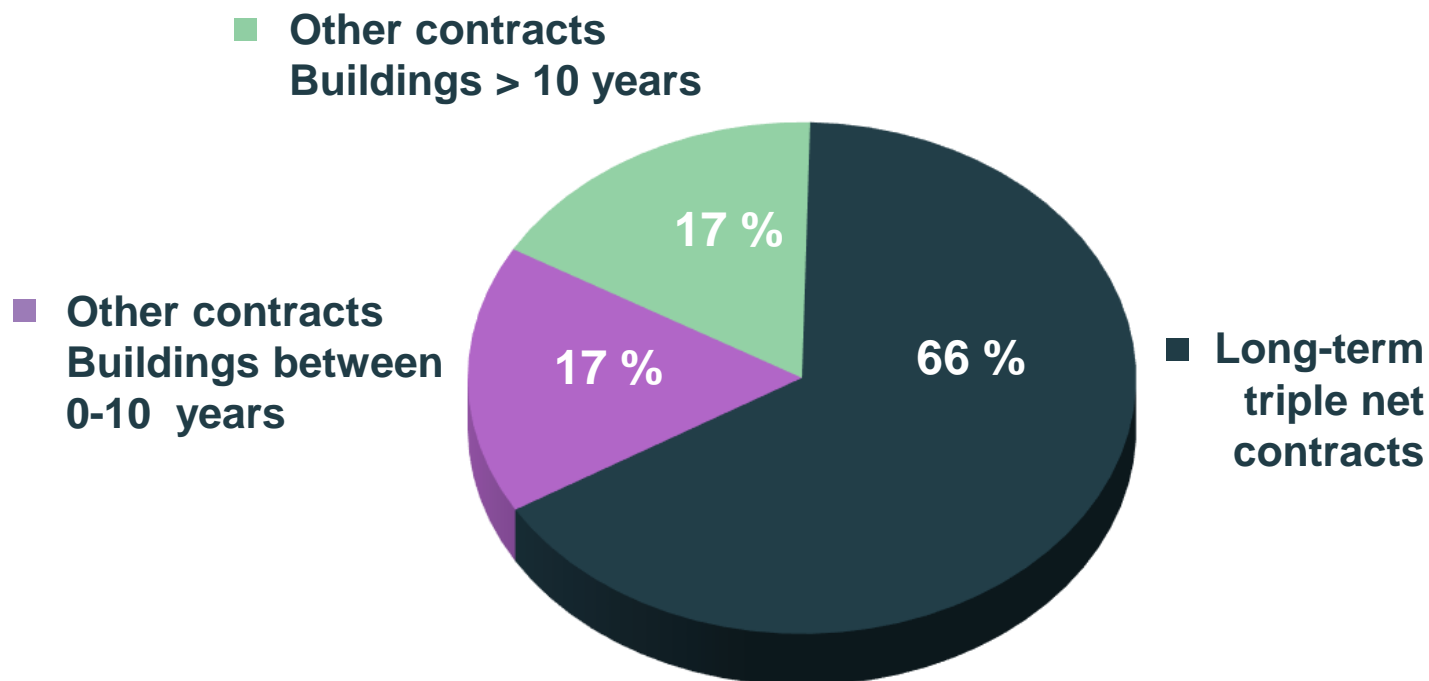
## Average remaining lease maturity

**20 years**

Marketable property at fair value (€1,036 m, incl. assets classified as held for sale)

# Age of buildings

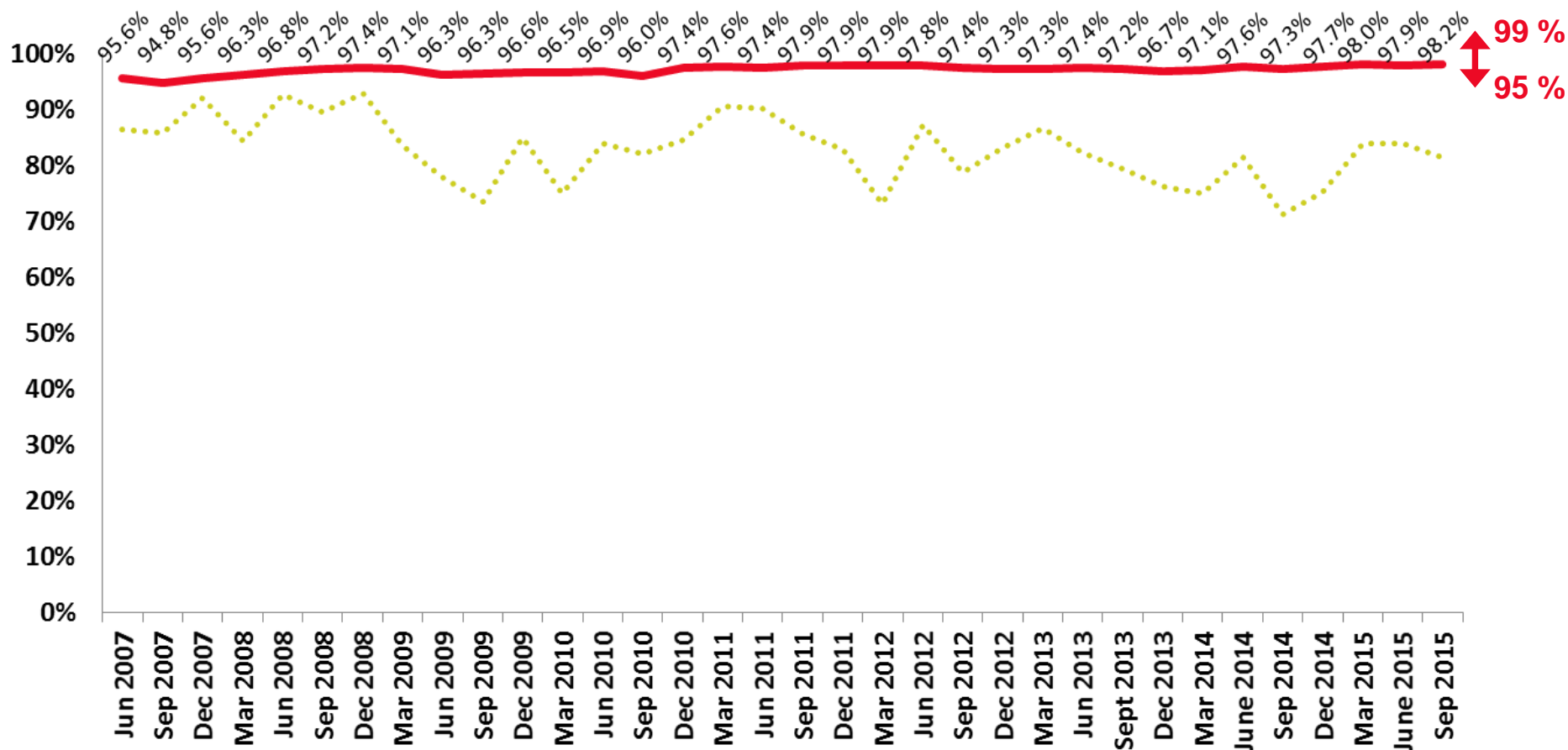
(As of 30 June 2015)



Marketable property at fair value (€1,005 m, incl. assets classified as held for sale)



# Occupancy rate

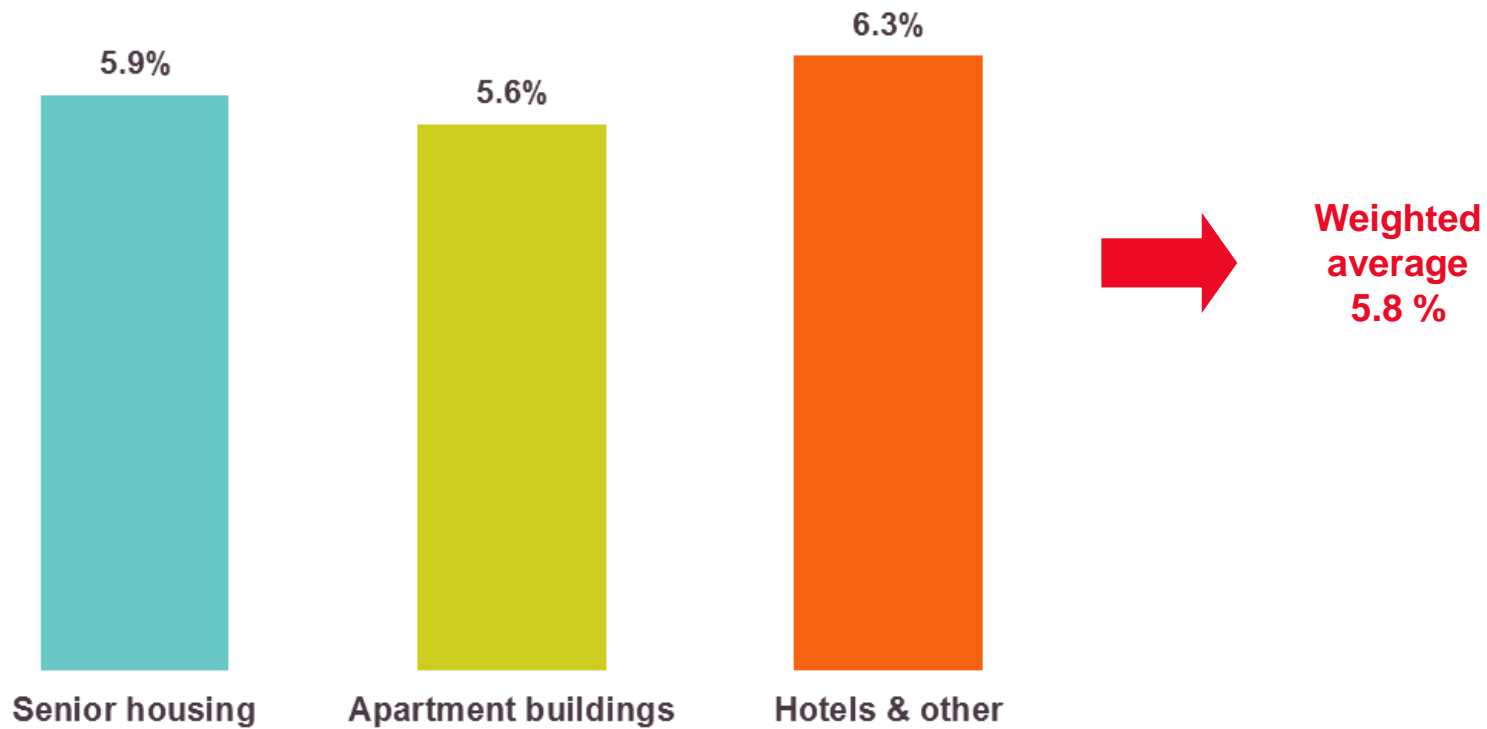


→ Very high and stable occupancy rates

Red line: Total portfolio (excl. furnished apartments) (93% of portfolio) : (contractual + guaranteed rents) / (contractual rents + ERV for unlet spaces).  
Green dots: Furnished apartments (7% of portfolio) : Rented days QTD / total number of days QTD. Occupancy rate QTD 2015/2016: 81.4%; YTD 2014/2015: 78.3%.

# Yields on fair value

(As of 30 September 2015)



# Segment EBIT margins\*

(As of 30 June 2015)



Senior  
housing



Apartment  
buildings



Hotels  
&  
other

Unallocated &  
inter-segment

**TOTAL**

|              | Senior<br>housing | Apartment<br>buildings | Hotels<br>&<br>other | Unallocated &<br>inter-segment | <b>TOTAL</b> |
|--------------|-------------------|------------------------|----------------------|--------------------------------|--------------|
| FY 2007/2008 | 100 %             | 64 %                   | 98 %                 | -                              | <b>68 %</b>  |
| FY 2008/2009 | 100 %             | 64 %                   | 96 %                 | -                              | <b>71 %</b>  |
| FY 2009/2010 | 100 %             | 64 %                   | 99 %                 | -                              | <b>73 %</b>  |
| FY 2010/2011 | 100 %             | 64 %                   | 98 %                 | -                              | <b>75 %</b>  |
| FY 2011/2012 | 100 %             | 63 %                   | 99 %                 | -                              | <b>76 %</b>  |
| FY 2012/2013 | 100 %             | 61 %                   | 100 %                | -                              | <b>76 %</b>  |
| FY 2013/2014 | 100 %             | 59 %                   | 99 %                 | -                              | <b>77 %</b>  |
| FY 2014/2015 | 99 %              | 58 %                   | 99 %                 | -                              | <b>78 %</b>  |

→ Increasing total EBIT margin

\* EBIT / net rental income

# Valuation of property\*

2008 → 2015

|                     | FY 2008/2009  |            | FY 2009/2010  |           | FY 2010/2011 |           | FY 2011/2012 |           | FY 2012/2013 |           | FY 2013/2014 |           | FY 2014/2015  |           | Q1 2015/2016 |           |
|---------------------|---------------|------------|---------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|---------------|-----------|--------------|-----------|
|                     | €k            | %          | €k            | %         | €k           | %         | €k           | %         | €k           | %         | €k           | %         | €k            | %         | €k           | %         |
| Senior housing      | 13            | 0%         | 1,684         | 1%        | 6,072        | 2%        | 5,991        | 2%        | 7,347        | 2%        | 5,896        | 1%        | 13,343        | 2%        | 5,795        | 1%        |
| Apartment buildings | -7,851        | -4%        | -1,904        | -1%       | 1,552        | 1%        | 3,032        | 2%        | -82          | 0%        | -145         | 0%        | 1,061         | 1%        | 1,043        | 1%        |
| Hotels & other      | -1,415        | -4%        | -963          | -2%       | 1,191        | 2%        | 45           | 0%        | -1,017       | 0%        | -99          | 0%        | 125           | 0%        | 120          | 0%        |
| <b>Total</b>        | <b>-9,253</b> | <b>-3%</b> | <b>-1,183</b> | <b>0%</b> | <b>8,815</b> | <b>2%</b> | <b>9,068</b> | <b>2%</b> | <b>6,248</b> | <b>1%</b> | <b>5,652</b> | <b>1%</b> | <b>14,529</b> | <b>2%</b> | <b>6,958</b> | <b>1%</b> |

Limited decrease → Resilience → Increase → Increase → Increase → Increase → Increase → Increase

→ Low volatility since July 2008

→ Positive trends since Jan. 2010

\* Excluding initial FV of acquisitions, and excluding MTM on development projects.

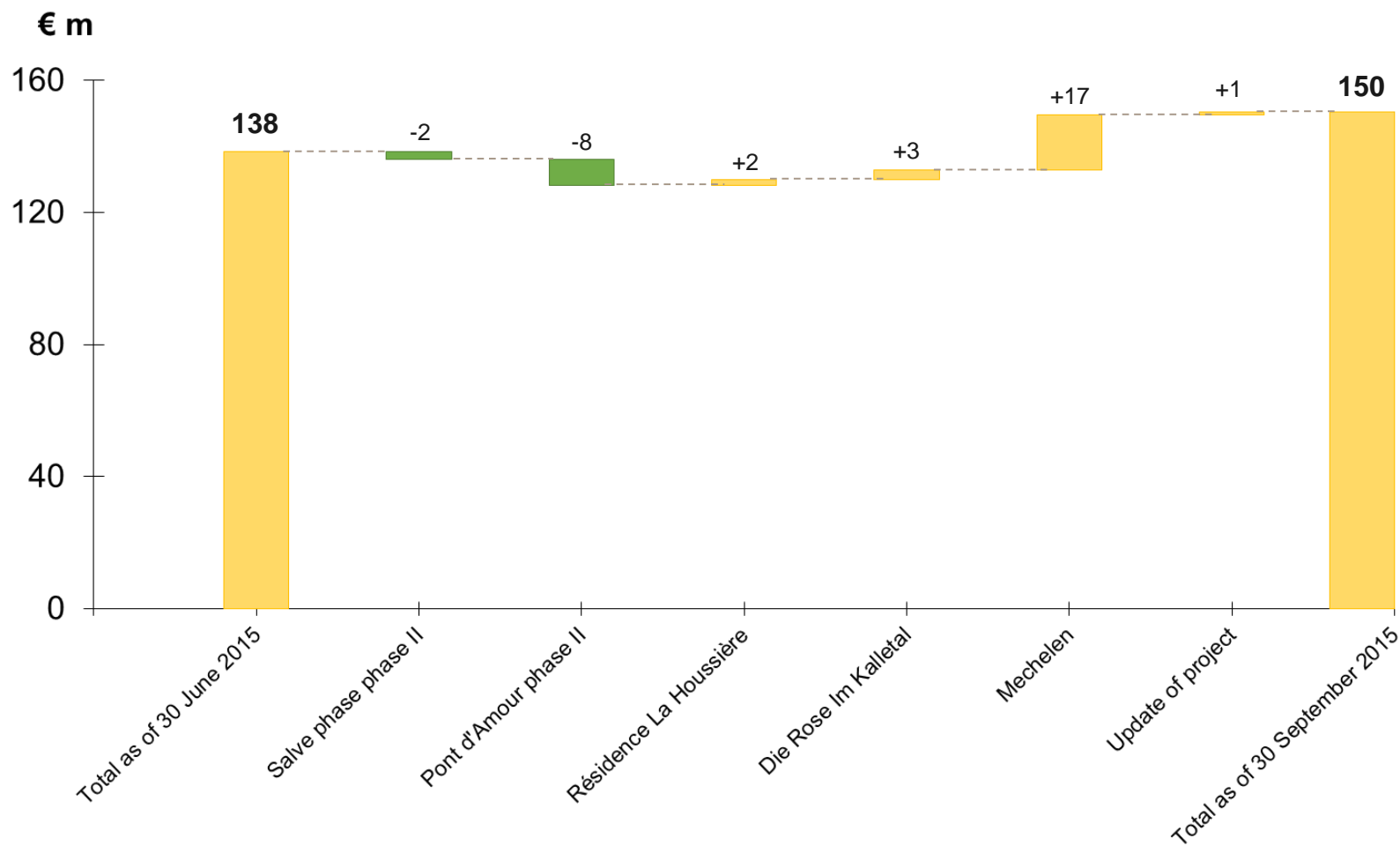
# Development projects

(As of 30 September 2015)

| Projects and renovations                                  |                     | Estimated inv. | Inv. as of 30 September 2015 | Future inv. | Date of completion | Comments                                                  |
|-----------------------------------------------------------|---------------------|----------------|------------------------------|-------------|--------------------|-----------------------------------------------------------|
| (in € million)                                            |                     |                |                              |             |                    |                                                           |
| <b>I. In progress</b>                                     |                     |                |                              |             |                    |                                                           |
| Sundry                                                    | Sundry              | 2              | 2                            | 0           | 2015/2016          | Renovation of 2 residential buildings                     |
| 't Hoge                                                   | Kortrijk            | 2              | 0                            | 2           | 2015/2016          | Extension and renovation of a rest home                   |
| Helianthus                                                | Melle               | 4              | 1                            | 3           | 2015/2016          | Extension of a rest home                                  |
| Marie-Louise                                              | Wemmel              | 4              | 2                            | 2           | 2015/2016          | Renovation and conversion into assisted-living apartments |
| Villa Temporis                                            | Hasselt             | 10             | 2                            | 8           | 2016/2017          | Construction of a rest home                               |
| Au Bon Vieux Temps                                        | Mont-Saint-Guibert  | 10             | 4                            | 6           | 2016/2017          | Construction of a rest home                               |
| Op Haanven                                                | Veerle-Laakdal      | 4              | 1                            | 4           | 2016/2017          | Extension and renovation of a rest home                   |
| La Ferme Blanche                                          | Remicourt           | 6              | 0                            | 6           | 2016/2017          | Extension and renovation of a rest home                   |
| Huize Lieve Moenssens                                     | Dilsen-Stokkem      | 7              | 0                            | 7           | 2016/2017          | Extension and renovation of a rest home                   |
| Aux Deux Parcs                                            | Jette               | 2              | 0                            | 2           | 2017/2018          | Extension of a rest home                                  |
| Air du Temps                                              | Chênée              | 7              | 0                            | 7           | 2017/2018          | Extension and renovation of a rest home                   |
| Plantijn                                                  | Kapellen            | 8              | 0                            | 7           | 2018/2019          | Extension and renovation of a rest home                   |
| <b>II. Subject to outstanding conditions</b>              |                     |                |                              |             |                    |                                                           |
| Résidence du Lac                                          | Brussels            | 5              | 0                            | 5           | 2017/2018          | Construction of an apartment building                     |
| De Stichel                                                | Vilvoorde           | 4              | 0                            | 4           | 2017/2018          | Extension of a rest home                                  |
| Oase Binkom                                               | Binkom              | 2              | 0                            | 2           | 2017/2018          | Extension of a rest home                                  |
| Résidence Cheveux d'Argent                                | Spa                 | 3              | 0                            | 3           | 2017/2018          | Extension of a rest home                                  |
| <b>III. Land reserves and other</b>                       |                     |                |                              |             |                    |                                                           |
| Plot of land Bois de la Pierre                            | Wavre               | 2              | 2                            | 0           | -                  |                                                           |
| Résidence La Houssière                                    | Braine-le-Comte     | 2              | 2                            | 0           | -                  |                                                           |
| Platanes                                                  | Brussels            | 0              | 0                            | 0           | -                  |                                                           |
| <b>IV. Acquisitions subject to outstanding conditions</b> |                     |                |                              |             |                    |                                                           |
| Leopoldspark                                              | Leopoldsburg        | 20             | 0                            | 20          | 2015/2016          | Construction of a new rest home                           |
| Die Rose im Kalletal                                      | Kalletal            | 3              | 0                            | 3           | 2015/2016          | Construction of a new rest home                           |
| Oase projects                                             | Aarschot & Glabbeek | 28             | 0                            | 28          | 2016-2017          | Construction of 2 new rest homes                          |
| Mechelen                                                  | Mechelen            | 17             | 0                            | 17          | 2018/2019          | Construction of a new rest home                           |
| <b>Total</b>                                              |                     | <b>150</b>     | <b>16</b>                    | <b>134</b>  |                    |                                                           |
| Changes in fair value                                     |                     | -              | 1                            | -           |                    |                                                           |
| <b>On balance sheet</b>                                   |                     |                | <b>17</b>                    |             |                    |                                                           |

➔ Pre-let : 95 %

# Development projects



# Financials



# Income Statement

## Business driven

### Income Statement - analytical scheme (x €1,000)

|                                             | 30 June 2015  | 30 June 2014  | Var.        |
|---------------------------------------------|---------------|---------------|-------------|
| Rental income                               | 49,903        | 40,675        | +23%        |
| Rental-related charges                      | -50           | -62           |             |
| Net rental income                           | 49,853        | 40,613        | +23%        |
| Operating charges                           | -10,831       | -9,192        |             |
| Operating result before result on portfolio | 39,022        | 31,421        | +24%        |
| <i>EBIT margin %</i>                        | 78%           | 77%           |             |
| Financial result excl. IAS 39               | -13,148       | -10,965       |             |
| Current tax                                 | -376          | -141          |             |
| <b>Profit excl. IAS 39 &amp; IAS 40</b>     | <b>25,498</b> | <b>20,315</b> | <b>+26%</b> |

**Result excl. IAS 39 & IAS 40:  
+15% ahead of initial budget**



# Income Statement

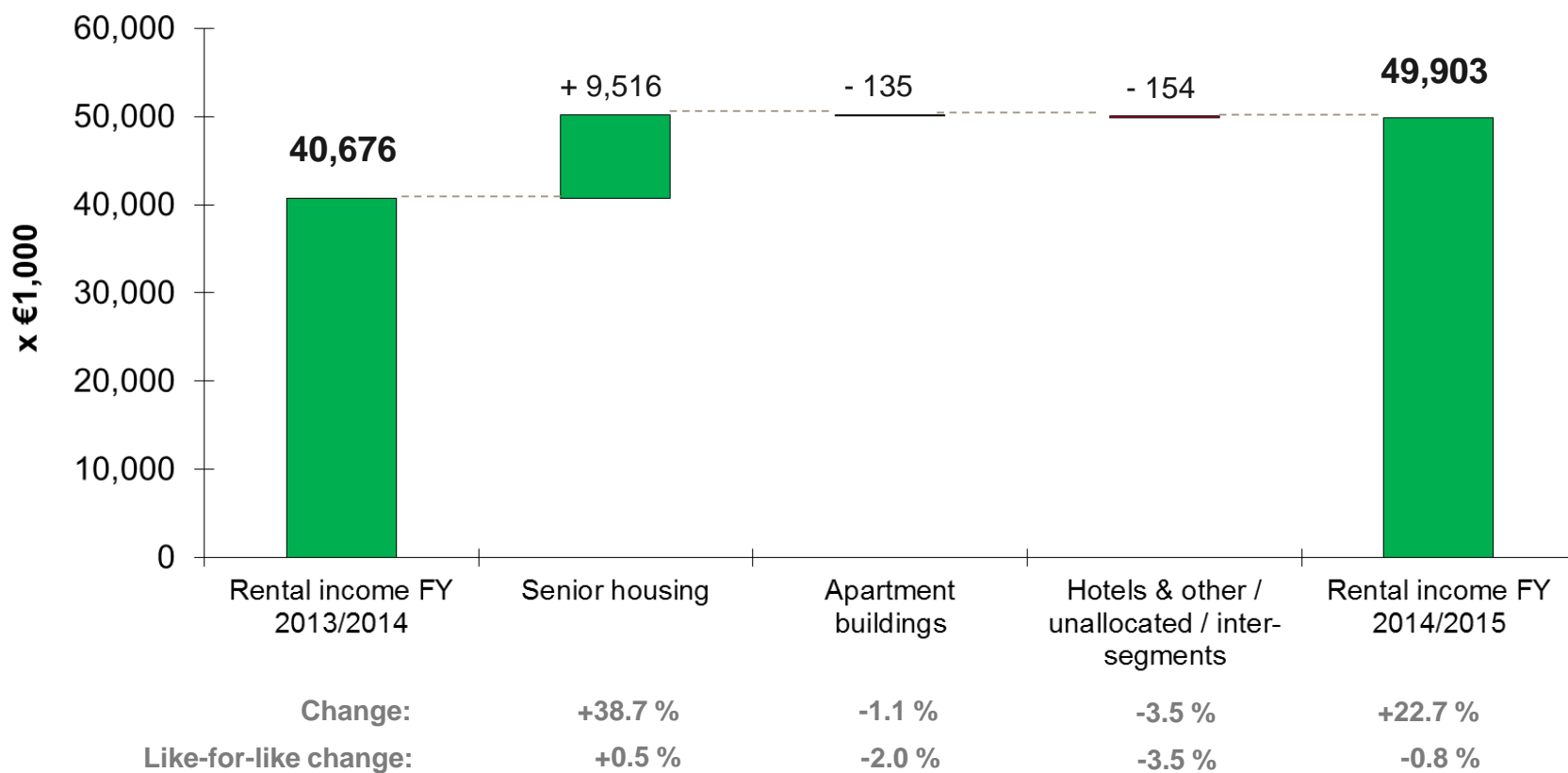
## Business driven

### Income Statement - analytical scheme (x €1,000)

|                                                             | 30 June 2015  | 30 June 2014  | Var.        |
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| Net rental income                                           | 49,853        | 40,613        | +23%        |
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| <i>EBIT margin %</i>                                        | 78%           | 77%           |             |
| Financial result excl. IAS 39                               | -13,148       | -10,965       |             |
| Current tax                                                 | -376          | -141          |             |
| <b>Profit excl. IAS 39 &amp; IAS 40</b>                     | <b>25,498</b> | <b>20,315</b> | <b>+26%</b> |
| Denominator (IAS 33)                                        | 10,658,981    | 9,917,093     |             |
| <b>Result per share excl. IAS 39 &amp; IAS 40 (€/share)</b> | <b>2.39</b>   | <b>2.05</b>   | <b>+17%</b> |

# Rental income

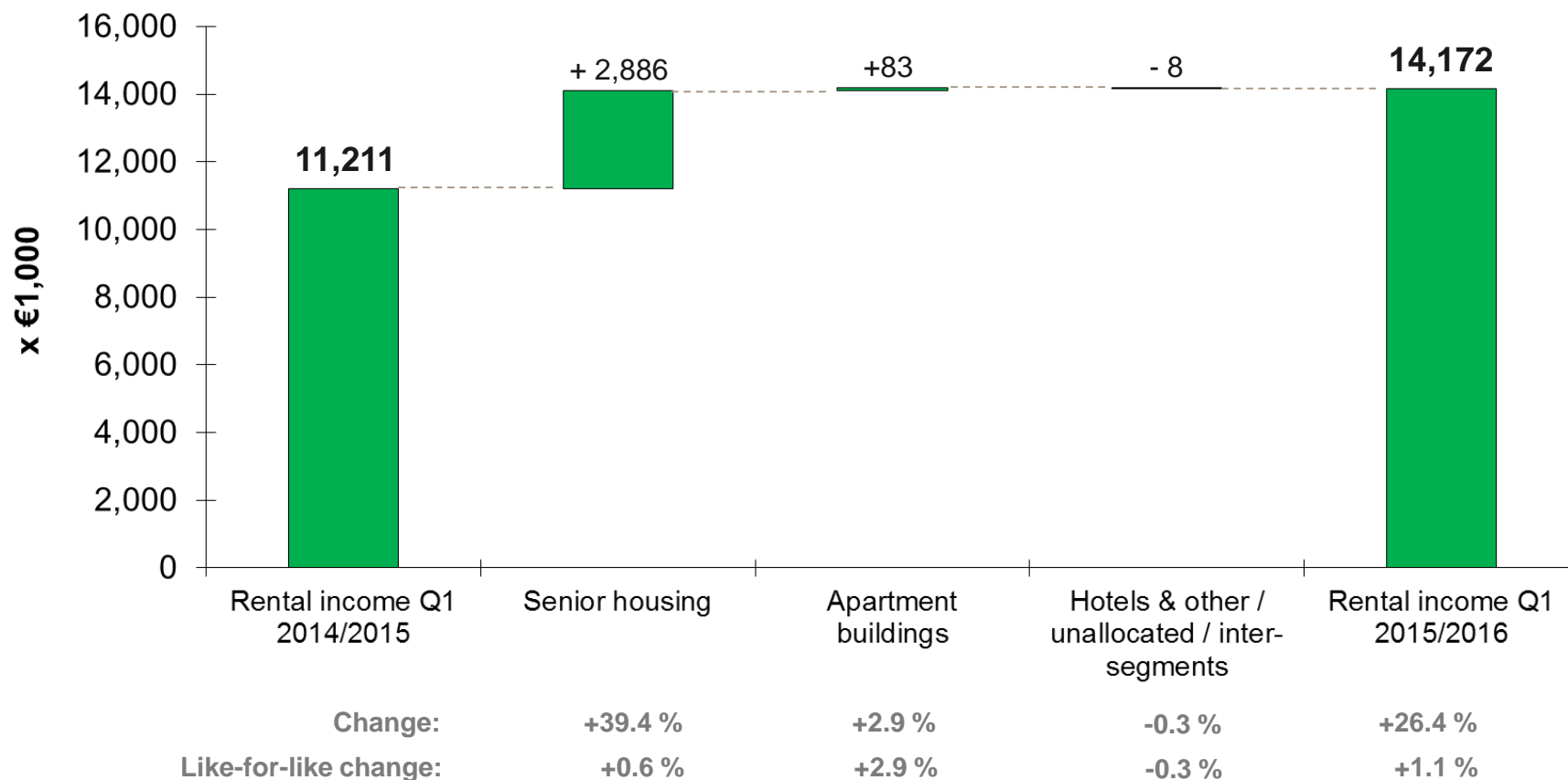
(As of 30 June 2015)



**23 % increase YoY**

# Rental income

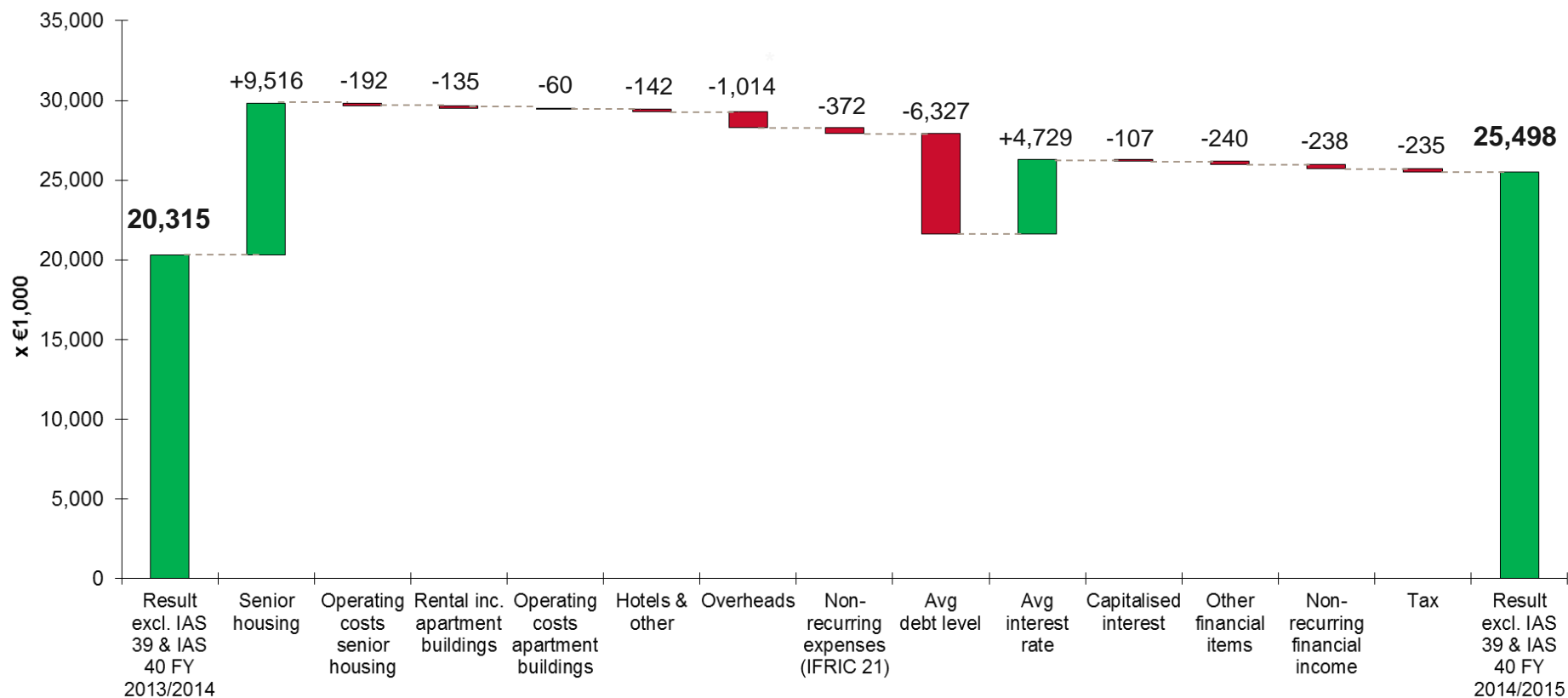
(As of 30 September 2015)



**26 % increase YoY**

# Result excl. IAS 39 & IAS 40

(As of 30 June 2015)



# Result excl. IAS 39 & 40 vs Budget\*

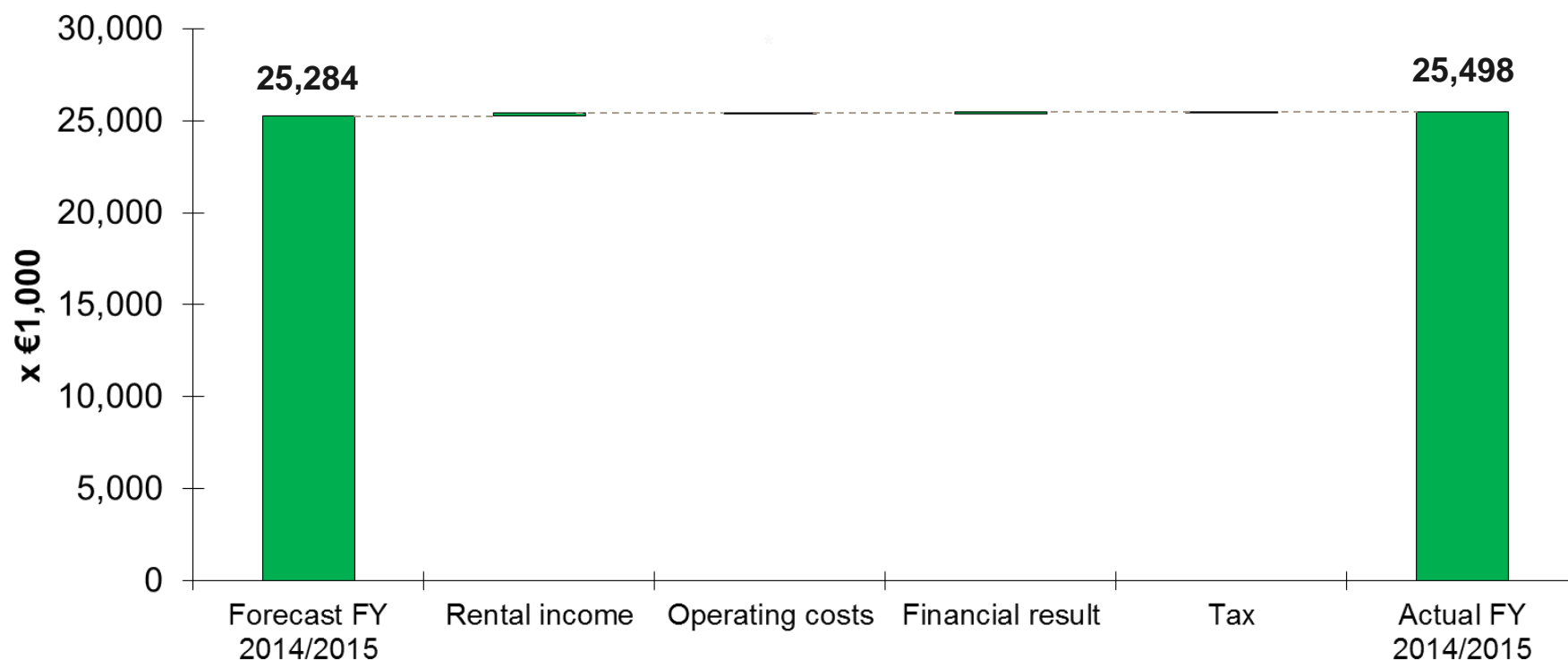
(As of 30 June 2015)



\* Initial budget 2014/2015 as published in the 2013/2014 Annual Financial Report.

# Result excl. IAS 39 & 40 vs Forecast\*

(As of 30 June 2015)



\* Forecast 2014/2015 as published in the Securities Note regarding the capital increase of 29 June 2015.

# Income Statement

## Market driven

### Income Statement - analytical scheme (x €1,000)

|                                                                          | 30 June 2015  | 30 June 2014  |
|--------------------------------------------------------------------------|---------------|---------------|
| Profit excl. IAS 39 & IAS 40                                             | 25,498        | 20,315        |
| IAS 39 impact: changes in fair value of financial assets and liabilities | 374           | -2,990        |
| IAS 40 impact: changes in fair value of investment properties            | 19,259        | 3,816         |
| IAS 40 impact: gains on disposals of investment properties               | 428           | 0             |
| IAS 40 impact: deferred taxes                                            | -395          | 244           |
| Roundings                                                                | 1             | 0             |
| <b>Profit (o.p.)</b>                                                     | <b>45,165</b> | <b>21,385</b> |
| Denominator (IAS 33)                                                     | 10,658,981    | 9,917,093     |
| <b>Net result per share (g.s. - IAS 33 - €/share)</b>                    | <b>4.24</b>   | <b>2.16</b>   |

Non cash

**Profit more than doubled YoY**

# Hedging policy

(As of 30 June 2015)

- > Economic **stability and foreseeability** of interest cash outflows...

## Business driven:

Avg effective interest rate of 3.0 %, well below PY (4.0 %), and lower than initial budget (3.4 %)

- > ... even in spite of accounting volatility

## Market driven:

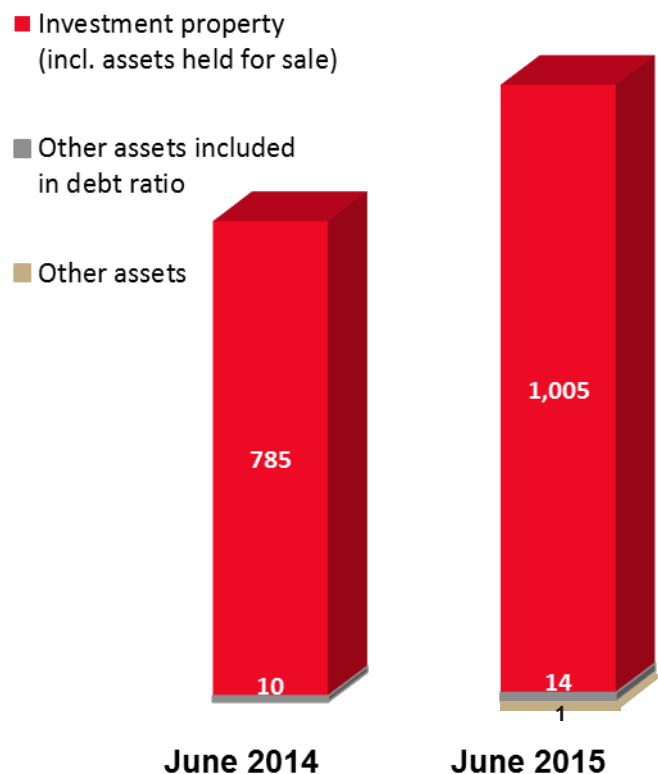
Change in FV of derivatives (non cash items) under IAS 39 in 2014/2015:  
+€461k in result (vs. -€2,990k in PY)  
-€181k in equity (vs. -€2,710k PY)



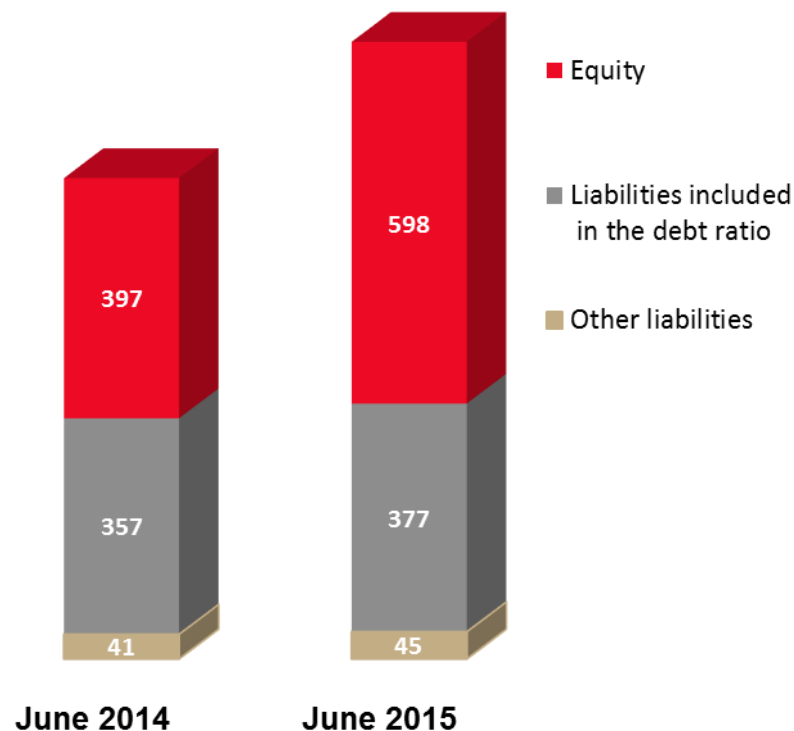
# Consolidated balance sheet (€ m)

(As of 30 June 2015)

## Assets

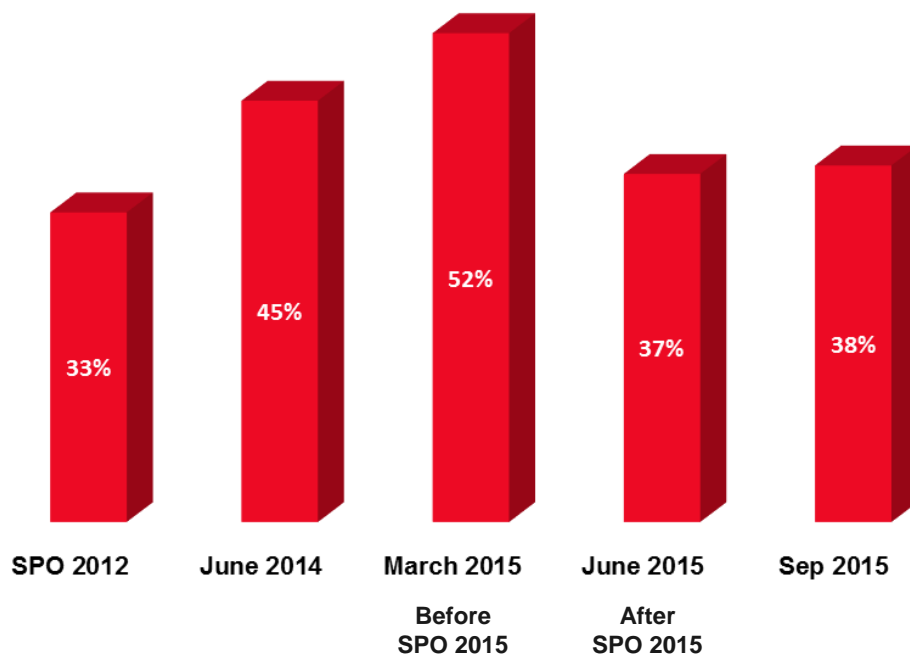


## Equity & Liabilities



# Debt-to-assets ratio

(As of 30 September 2015)



## Headroom\* :

- Debt increase of €235 m without investments or €588 m with investments
- Drop of MTM of buildings of 37 %

\* Based on bank covenant of max. 60 %. Based on legal max. of 65 %, headroom is respectively €288 m, €823 m and 42 %.

# Credit facilities

(As of 30 September 2015)

## Credit facilities

| Maturity                       | Amount<br>(€m) |
|--------------------------------|----------------|
| 2015/2016                      | 30             |
| 2016/2017                      | 150            |
| 2017/2018                      | 92             |
| 2018/2019                      | 127            |
| 2019/2020                      | 80             |
| 2020/2021                      | 2              |
| 2021/2022                      | 25             |
| > 2022/2023                    | 14             |
| <b>Total credit facilities</b> | <b>520</b>     |

→ €30 m credit facility maturing before 30 June 2016

# Net asset value

| Net asset value per share (in €)                                 | 30 Sept. 2015 | 30 June 2015 | Var.      |
|------------------------------------------------------------------|---------------|--------------|-----------|
| <b>Based on fair value of investment properties</b>              |               |              |           |
| Net asset value based on fair value                              | 43.48         | 42.59        | 2%        |
| IAS 39 impact                                                    | <u>2.86</u>   | <u>2.70</u>  |           |
| <b>Net asset value after deduction of dividend, excl. IAS 39</b> | <b>46.34</b>  | <b>45.29</b> | <b>2%</b> |

**Premium on 4 Dec 2015:**  
**38 % vs NAV at FV incl. IAS 39**  
**29 % vs NAV at FV excl. IAS 39**

**Premium on 4 Dec. 2015, taking into account coupon No. 14 already detached:**  
**43 % vs NAV at FV incl. IAS 39**  
**34 % vs NAV at FV excl. IAS 39**

# Number of shares

## > 30 September 2015

| Number of shares                                                      | 30 September 2015 | 30 June 2015 |
|-----------------------------------------------------------------------|-------------------|--------------|
| Number of shares outstanding*                                         | 14,045,931        | 14,045,931   |
| Total number of shares                                                | 14,045,931        | 14,045,931   |
| Total number of shares on the stock market                            | 14,045,931        | 14,045,931   |
| Weighted average number of shares outstanding (IAS 33)                | 14,045,931        | 10,658,981   |
| Number of dividend rights expected at the end of the financial year** | 14,045,931        | 10,924,613   |

\* After deduction of the treasury shares.

\*\* Based on the rights to the dividend for the shares issued during the year.

## > Latest update

- Number of shares: 14,065,787 since 2 October 2015

# Value potentially not reflected in the NAV

- > Belgian REIT → highly regulated framework
- > Assessment:
  - Apartment buildings: valued as a whole vs individual units
  - Senior housing: yield compression
  - Inflation-linked contracts
- > Pipeline:
  - Committed
  - Pre-let
- > Track record of successful investments
- > Track record of successful financing (equity and debt)

## > Aedifica included in the EPRA indices



### Key performance indicators according to the EPRA principles

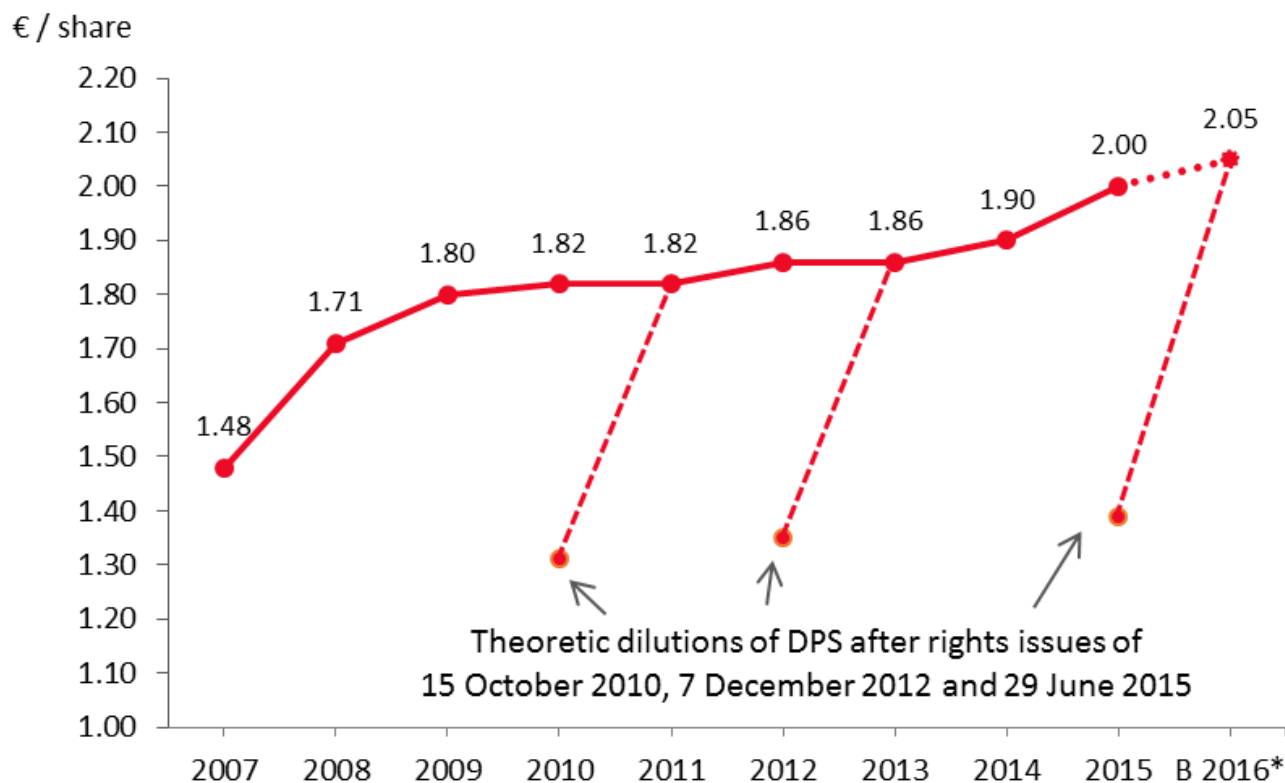
|                                                         | 30 June 2015 | 30 June 2014 |
|---------------------------------------------------------|--------------|--------------|
| EPRA Earnings (in €/share)                              | 2.39         | 2.05         |
| EPRA NAV (in €/share)                                   | 45.46        | 40.55        |
| EPRA NNAV (in €/share)                                  | 42.44        | 36.61        |
| EPRA Net Initial Yield (NIY) (in %)                     | 5.1%         | 5.2%         |
| EPRA Topped-up NIY (in %)                               | 5.1%         | 5.2%         |
| EPRA Vacancy Rate (in %)                                | 2%           | 2%           |
| EPRA Cost Ratio (including direct vacancy costs) (in %) | 22%          | 23%          |
| EPRA Cost Ratio (excluding direct vacancy costs) (in %) | 22%          | 22%          |

# Shares & shareholders





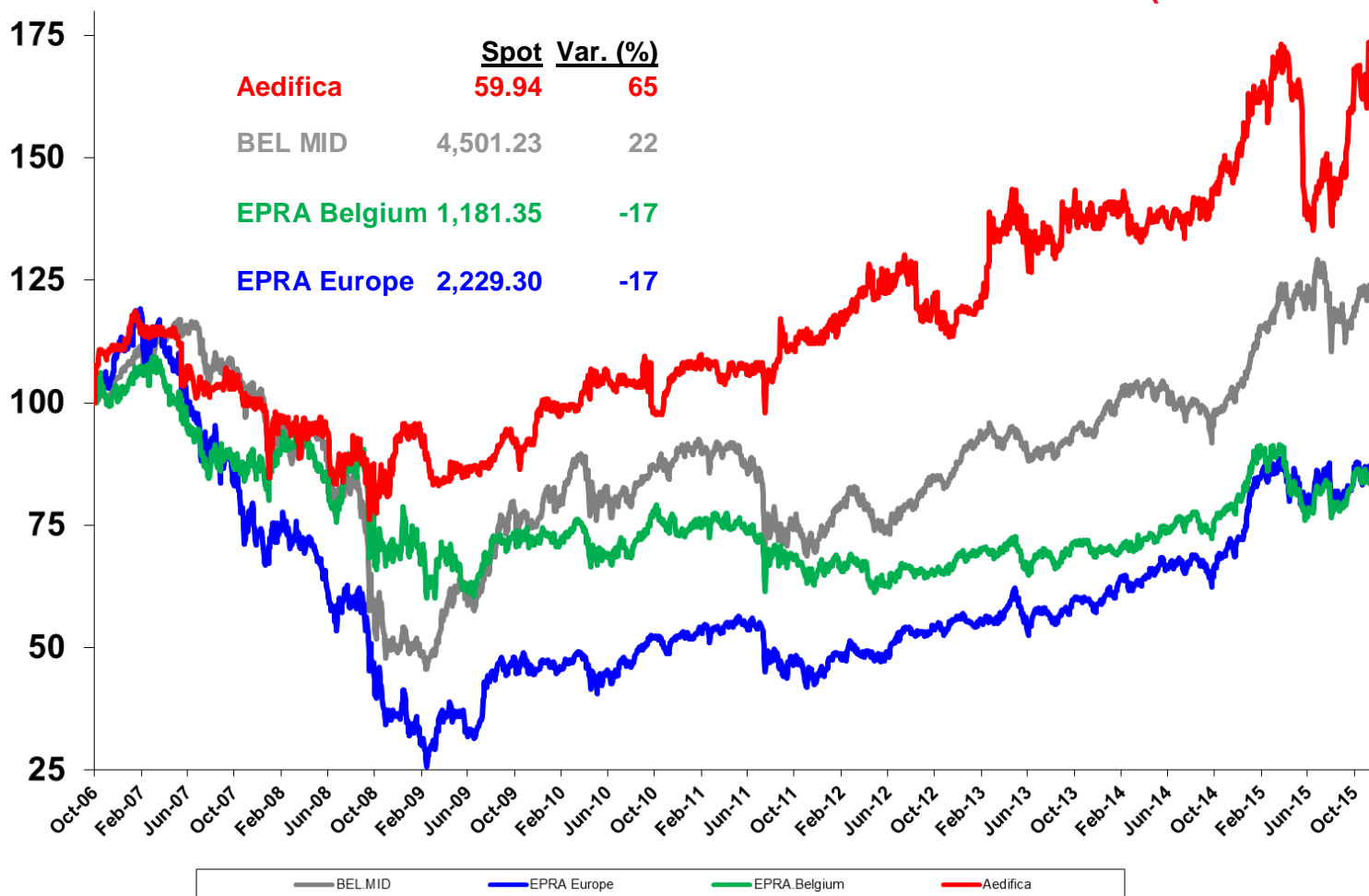
# Dividend track record



\* 2015/2016 Budgeted dividend (see section 7 of the Board of Directors' Report included in the 2014/2015 Annual Financial Report)

# Share price since IPO

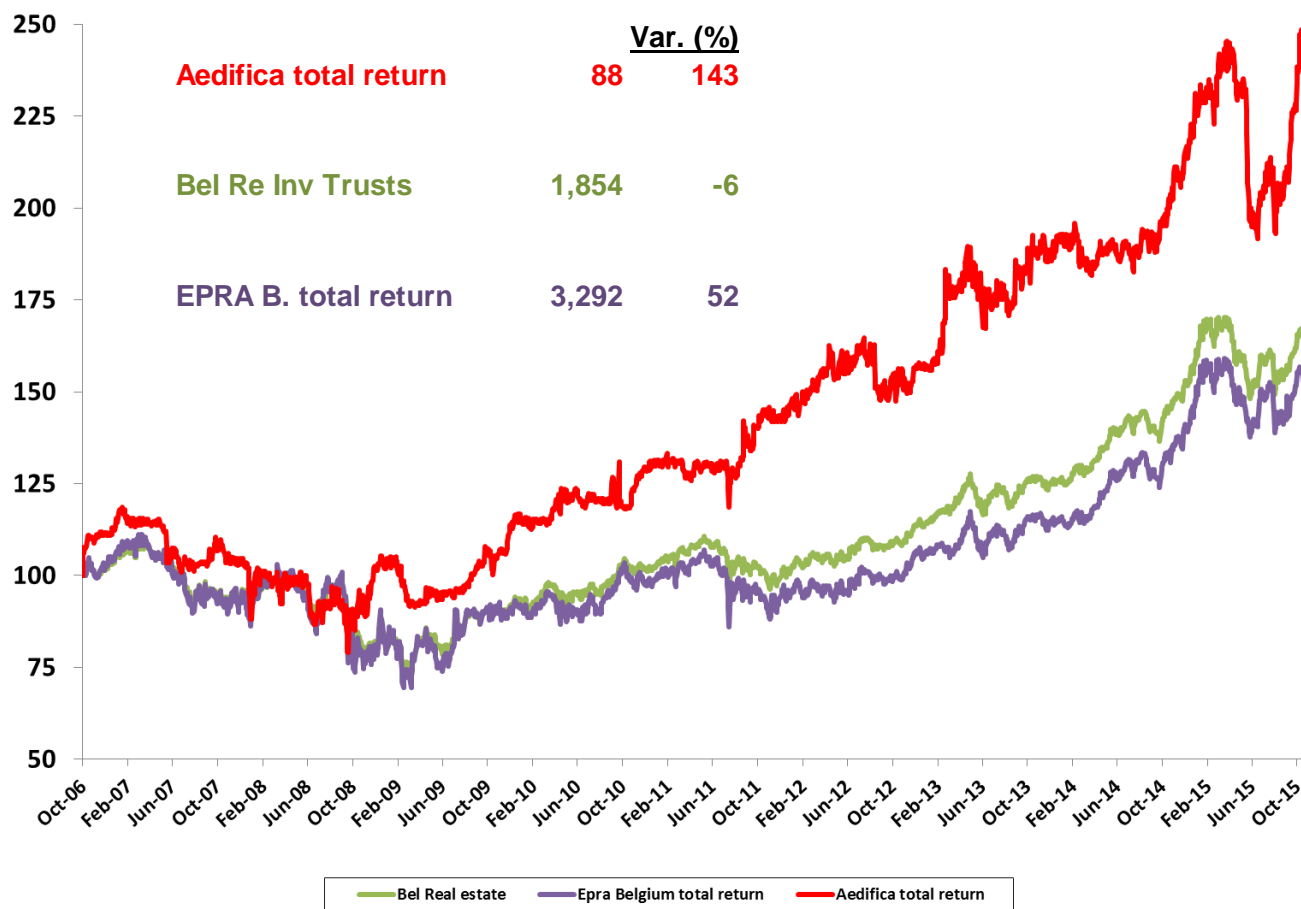
(As of 4 December 2015)



Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93) and 2015 (- €0.89), i.e. an adjusted IPO price of €36.29.

# Total return since IPO

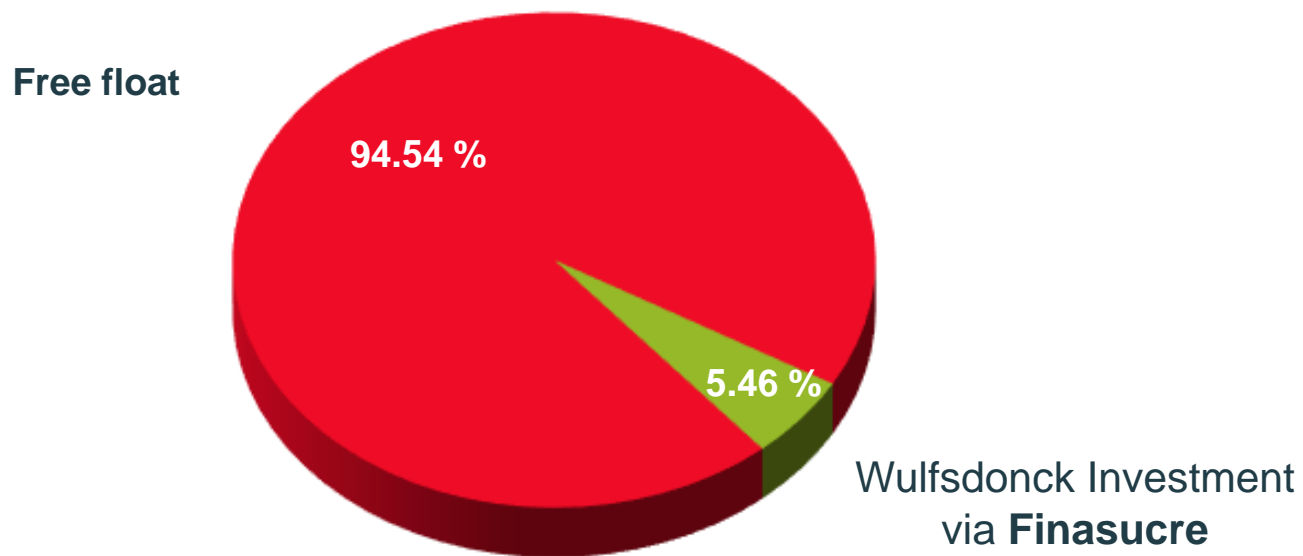
(As of 4 December 2015)



Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93) and 2015 (- €0.89), i.e. an adjusted IPO price of €36.29.

# Shareholding\*

(Update as of 17 March 2015)



\* A total of 14,045,931 shares are listed on Euronext Brussels.

# Rankings (1/2)

- > One of the highest free floats of all Belgian REITs
- > 4<sup>th</sup> largest liquidity amongst all Belgian REITs<sup>1</sup>  
(Daily average: €820k at the end of Sept. 2015;  
€230k at the end of June 2012 before capital increase of Dec. 2012)
- > 4<sup>th</sup> largest Belgian REIT in terms of fair value<sup>1</sup>
- > 4<sup>th</sup> largest market cap amongst all Belgian REITs<sup>1</sup>
- > 8<sup>th</sup> largest real estate portfolio in Belgium<sup>2</sup> (36<sup>th</sup> in 2006)

<sup>1</sup> Based on the Oct. 2015 “Belgian RREC Overview” by Bank Degroof

<sup>2</sup> Investors Directory 2015, Expertise BVBA, published in January 2015

# Rankings (2/2)

- > Biggest increase in portfolio value among Belgian REITs in 2014<sup>1</sup>

| MARKET MOVERS                                 |        |
|-----------------------------------------------|--------|
| Company                                       | Change |
| Aedifica                                      | +39%   |
| Montea                                        | +31%   |
| Ascencio                                      | +28%   |
| Wereldhave Belgium                            | +26%   |
| QRF City Retail                               | +19%   |
| WDP (Warehouses De Pauw)                      | +14%   |
| Home Invest Belgium                           | +11%   |
| Retail Estates                                | +8%    |
| Leasinvest Real Estate                        | +5%    |
| Vastned Retail Belgium                        | +5%    |
| Care Property Invest                          | +3%    |
| Befimmo                                       | +1%    |
| Intervest Offices & Warehouses                | -1%    |
| Cofinimmo                                     | -6%    |
| Source / Copyright © Expertise 100 (12-2014). |        |

<sup>1</sup> "Dossier B-REITs & Values 2015", *Expertise News*, 22 May 2015

# Awards (1)

## EPRA

### “EPRA Reporting: Best Practices Recommendations” (BPR)

- > Annual Report 2012/2013  
(1<sup>st</sup> implementation of BPR)



- > Annual Report 2013/2014



- > Annual Report 2014/2015: not yet assessed

# Awards (2)

## ABAF/BVFA 2015

- > 55<sup>th</sup> Award for Financial Communication
- > Small & Mid Cap ranking
  - 1<sup>st</sup> place for Best Financial Communication
  - 1<sup>st</sup> place in the Non-Financial Information category
  - 3<sup>rd</sup> place in the Investor Relations category





## > Transparency

- NV/SA
- Management in the box
- Belgian Code 2009 on Corporate Governance

## > Board of Directors

- 10 Directors
  - 8 non-executive Directors of which 5 independent ones
  - 2 executive Directors
- Audit Committee
- Nomination & Remuneration Committee
- Investment Committee

## > Management Committee

- 4 members

# Outlook



# Outlook FY 2015/2016

## Portfolio



### > Focus on investments

- **Development pipeline:** Salve, 't Hoge, Helianthus, Pont d'Amour, Marie-Louise, Leopoldspark, Oase Aarschot Poortvelde
- **New investments in senior housing:**
  - Germany: targets being studied
  - Belgium: targets being studied
- **Objective for future investments:**
  - Enhancing long-term cash flows in senior housing
  - Growing in the German market
  - Exploring new segments

# Outlook FY 2015/2016

## Portfolio

### > Focus on investments

- **Development pipeline:** Salve, 't Hoge, Helianthus, Pont d'Amour, Marie-Louise, Leopoldspark, Oase Aarschot Poortvelde
- **New investments in senior housing:**
  - Germany: targets being studied
  - Belgium: targets being studied
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  - Enhancing long-term cash flows in senior housing
  - Growing in the German market
  - Exploring new segments

done

# Outlook FY 2015/2016

- > **Budgeted rental income: €59 m**
- > **Budgeted EBIT margin: 79 %**
- > **Budgeted result excl. IAS 39 & 40: €32 m**
- > **Budgeted dividend: €29 m**
- > **Budgeted DPS: €2.05/share (gross), higher than FY 2014/2015**

## > “Tax shift”:

- Risk :
  - Withholding tax raised to 27 % (2016) instead of 15 % (2015) ?
- Opportunity: end of “80 % residential threshold” implying:
  - End of tax-driven limitation of investment scope
  - Favourable impact on arbitration policy
- Current pay-out ratio at a low 86 %

# Conclusion



# Conclusion

## Attractiveness for shareholders:

- > Strong underlying demographic trends
- > Long-term growth potential
- > Fair value history of portfolio showing resilience
- > Average remaining lease duration: 20 years
- > Investment, equity and debt-financing track record
- > Dividend track record





**Stefaan Gielens** - Chief Executive Officer

**Jean Kotarakos** - Chief Financial Officer



# Aedifica SA/NV



Public REIT under Belgian Law  
Regulated Real Estate Company (RREC)  
Société immobilière réglementée (SIR)  
Geregulementeerde vastgoedvennootschap (GVV)  
Avenue Louise 331  
1050 Brussels

Tel: +32 (0)2 626 07 70 - Fax: +32 (0)2 626 07 71

[info@aedifica.be](mailto:info@aedifica.be)

[www.aedifica.be](http://www.aedifica.be)



# Forward looking statement

*To the extent that any statements made in this presentation contain information that is not historical, these statements are essentially forward-looking. The achievement of forward-looking statements contained in this presentation is subject to risks and uncertainties because of a number of factors, including general economic factors, interest rate and foreign currency exchange rate fluctuations; changing market conditions, product competition, the nature of product development, impact of acquisitions and divestitures, restructurings, products withdrawals; regulatory approval processes and other unusual items. Consequently, actual results may differ materially from those expressed or implied by such forward-looking statements. Forward-looking statements can be identified by the use of words such as "expects," "plans," "will," "believes," "may," "could" , "estimates", "intends", "targets", "objectives", "potential", "outlook", and other words of similar meaning. Should known or unknown risks or uncertainties materialize, or should our assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update any forward-looking statements. This presentation is directed to financial analysts and institutional investors and is not to be considered as an incentive to invest or as an offer to acquire shares. The information herein is extracted from the Company annual and half-year reports and press releases but does not reproduce the whole content of these documents. Only the French annual and half-year report and press releases form legal evidence.*

# Appendix



- > **“sicafi / vastgoedbevak”** until 17 October 2014
- > **RREC (SIR / GVV)** since 17 October 2014
- > **Investment property:** maximum 20 % in one (group of) asset(s)
- > **Appraisal:**
  - At fair value on a quarterly basis by an independant expert
  - No depreciation of properties
- > **Dividend: at least 80 % of cash flow paid out as dividend**
- > **Debt-to-assets ratio: limited to 65 % (bank covenant: 60 %)**
- > **Tax status:**
  - Exit tax
  - Limited corporate tax in Belgium for parent company

## > Definition

- Right known as “emphythéose/erfpacht” in Belgium:
  - Real estate contract
  - Temporary right for tenant to fully make use of the building
  - Term between 27 and 99 years, irrevocable
- Usual additional contractual provision
  - The tenant incurs operating charges, R&M and vacancy risk
  - Yearly indexation (full CPI or health CPI)

# Milestones

- > Nov. 2005: Creation of Aedifica
- > Dec. 2005: Filed as Vastgoedbevak/Sicafi + 1<sup>st</sup> acquisitions
- > Oct. 2006: IPO
- > Oct. 2010: 1<sup>st</sup> SPO
- > Dec. 2012: 2<sup>nd</sup> SPO
- > Oct. 2014: SIR/GVV
- > June 2015: 3<sup>rd</sup> SPO



# Investments 2014/2015 (1)

Oase Aarschot Wissenstraat



**10 July 2014**

Acquisition of 1 rest home in Aarschot  
(Province of Flemish Brabant)

- €24 m invested amount
- 120 units

Eyckenborch



**September 2014**

Completion of extension  
and renovation works of  
1 rest home in Gooik  
(Province of Flemish Brabant)

- 142 units after extension

Oase Tienen



**29 August 2014**

Acquisition of 1 rest home\* in Tienen  
(Province of Flemish Brabant)

- €24 m invested amount (incl. plot of land)
- 178 units (of which 39 sold)

\* The plot of land was acquired on 30 June 2014.

# Investments 2014/2015 (2)

Seniorenresidentz Klosterbauerschaft



**3 November 2014**

Acquisition\* of a portfolio of 8 rest homes in Germany

- More than €60 m invested amount
- 642 units

\* the usual outstanding conditions in Germany (mainly of administrative nature) were lifted on 16 December 2014.

Klein Veldeken



**October 2014**

Completion of extension works of 1 assisted-living apartment building in Asse (Province of Flemish Brabant)

- 58 units after extension

Overbeke



**4 December 2014**

Acquisition of 2 rest homes in Belgium (Provinces of Antwerp and East Flanders)

- €29 m invested amount
- 207 units

# Investments 2014/2015 (3)

Halmolen



## 11 December 2014

Acquisition of a rest home in Belgium (Province of Antwerp)

- €18 m invested amount
- 140 units

Villa Temporis



La Ferme Blanche



## 18 December 2014

Acquisition of 2 rest homes in Belgium (Provinces of Limburg and Liège)

- €9 m invested amount
- 101 units

# Investments 2014/2015 (3)

Service-Residenz Schloss Bensberg



**1 March 2015**

Acquisition of an assisted-living complex in Germany

- €14 m invested amount
- 87 apartments

Residentie Sporenpark



**28 April 2015**

Completion of a new rest home in Beringen  
(Province of Limburg)

- 127 units

# Investments 2015/2016

Flandria

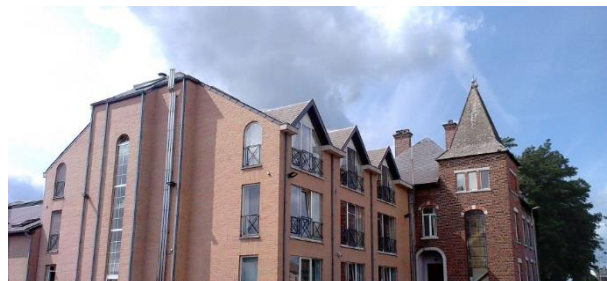


**9 July 2015**

Acquisition of an assisted-living building in Bruges (Province of West-Flanders)

- €10m invested amount
- 108 units

Vinkenbosch



**1 October 2015**

Acquisition of a rest home in Hasselt (Province of Limburg)

- €4m invested amount
- 59 units

Résidence La Houssière



**2 July 2015**

Acquisition of a rest home in Braine-le-Comte (Province of Hainaut)

- €10 m invested amount
- 94 units

Heydeveld



**2 October 2015**

Acquisition of a rest home in Opwijk (Province of Flemish Brabant)

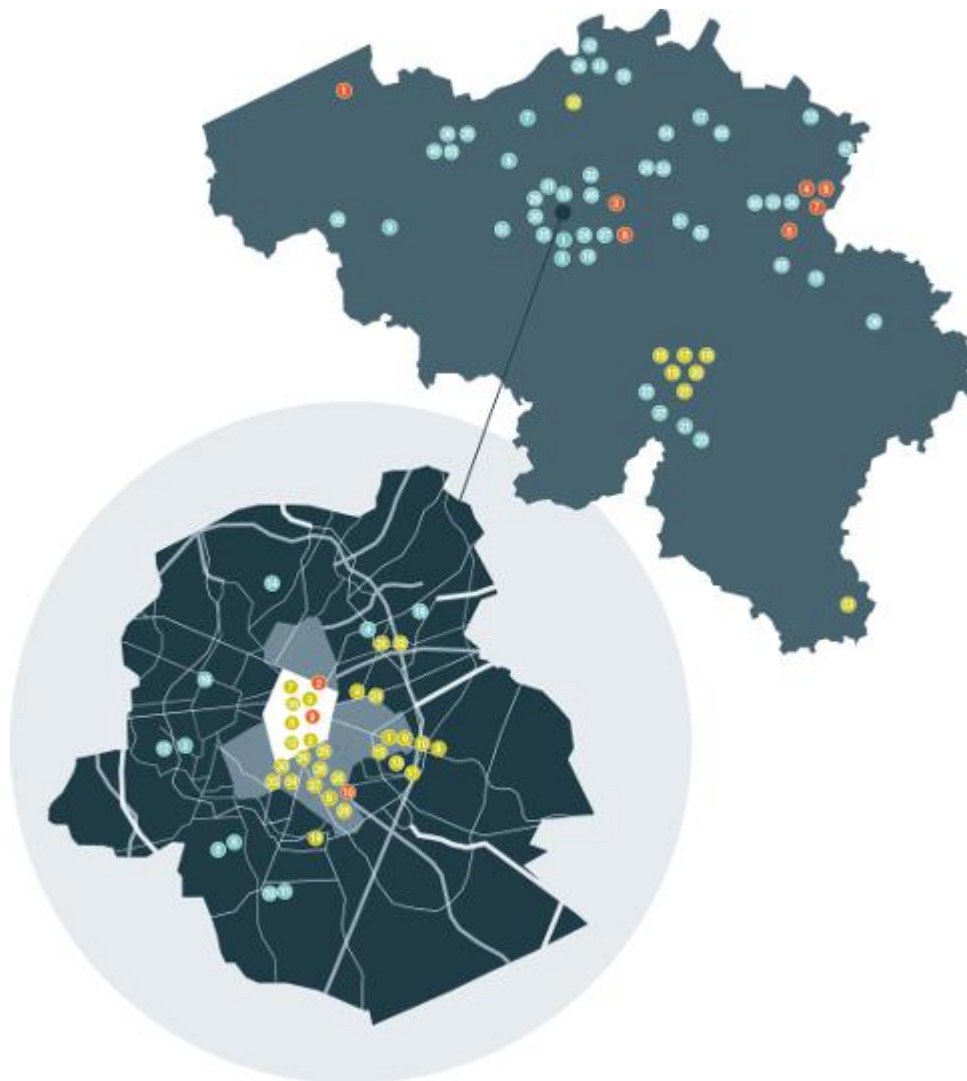
- €9 m invested amount
- 75 units

# Geographical breakdown

(As of 30 June 2015)

## Belgium

- Senior housing
- Apartment buildings
- Hotels & other





# Geographical breakdown

(As of 30 June 2015)

## Germany

- Senior housing
- Apartment buildings
- Hotels & other



# Notes



# Notes