# Annual results 2021













Brussels, 23 February 2022

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# Highlights FY 2021



€151.5 million

+30% YoY EPRA Earnings 8

countries

€767 million

Committed investment programme construction & renovation

42.6%

Debt-to-assets ratio

€232.1 million

+24% YoY, +1.9% L-F-L Rental income 587

Healthcare sites

41

Projects completed (approx. €289 m)

€330 million

raised on capital markets

€4.9 billion

+28% (+ €1.1bn) compared to 2020 Real estate portfolio >44,000

Users

100%

Occupancy rate

BBB with a stable outlook

Credit rating from S&P Global

€4.35/share

+ 3% YoY EPRA EPS >140

Operator groups

20 years
WAULT

## **Investment activity**

New acquisitions & pipeline completions<sup>1</sup>

100 healthcare sites (~ €943.5 million) added or announced during 2021 (see map)

41 projects (~ €289 million) completed during 2021

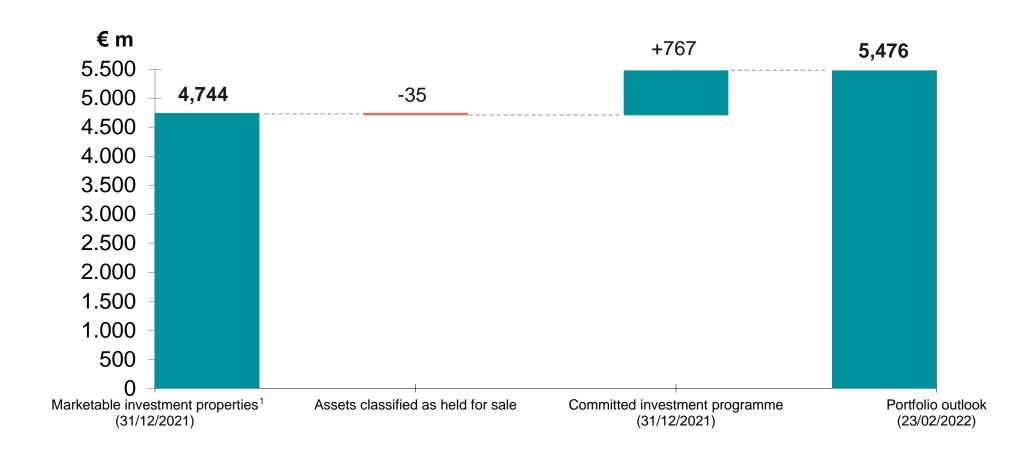


<sup>&</sup>lt;sup>1</sup> See 2021 Annual press release for more details.

## Portfolio outlook

# aedifica housing with care

Total portfolio outlook: €5.5 billion



<sup>&</sup>lt;sup>1</sup> Incl. rights of use of plots of land and assets classified as held for sale.



## Aedifica at a glance



Pure-play healthcare

€4.9 billion

Marketable investment properties

€767 million

Committed investment programme (construction & renovation projects)

**Growth potential** 

Driven by demographic evolution

**Diversification** 

8 European countries >140 operator groups

**Expertise** 

16 years track record

**Sustainability** 

**Market reference** 

in European listed healthcare real estate

Belgian REIT (RREC/SIR/GVV)

~ €3.5 billion

Market cap

100% Free float LT cash flows at interesting yields

Inflation-linked contracts

**20 years** WAULT

## **Exploring European markets**



Track record of entering new markets & rapidly creating a platform for future growth



## 2013 – Germany

1<sup>st</sup> investment in June 2013: **€8m** Current portfolio: **€1,058m** (101 assets) Committed pipeline: **€352m** 



# 2016 – Netherlands

1<sup>st</sup> investment in March 2016: **€30m** Current portfolio: **€564m** (72 assets) Committed pipeline: **€75m** 



## 2019 – United Kingdom

1<sup>st</sup> investment in Feb 2019: **€503m** Current portfolio: **€822m** (102 assets) Committed pipeline: **€66m** 



#### 2020 – Finland &

## Sweden

1st investment in Jan 2020: €407m Current portfolio: €938m (220 assets) Committed pipeline: €109m



#### 2021 - Ireland

1<sup>st</sup> investment in Feb 2021: **€25m** Current portfolio: **€92m** (9 assets) Committed pipeline: **€89m** 



#### **2021 – Spain**

Framework agreement announced in Dec 2021

2013 > > > 2016

2019

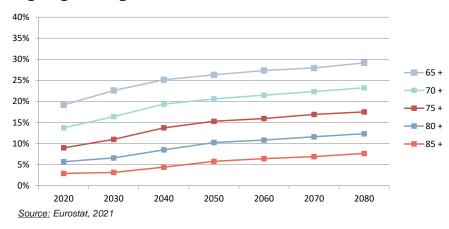
2020

2021

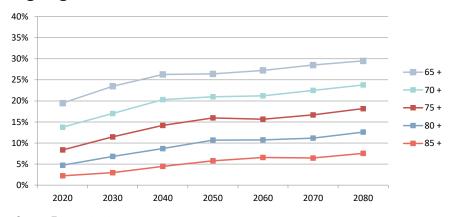
# **Demographic evolution**



#### Ageing in Belgium

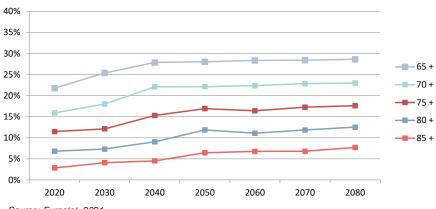


#### Ageing in the Netherlands



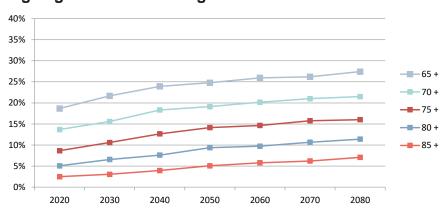
Source: Eurostat, 2021

#### **Ageing in Germany**



Source: Eurostat, 2021

#### Ageing in the United Kingdom

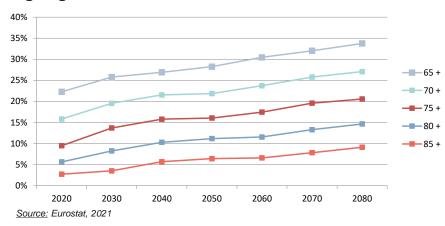


Source: Office for National Statistics, 2021

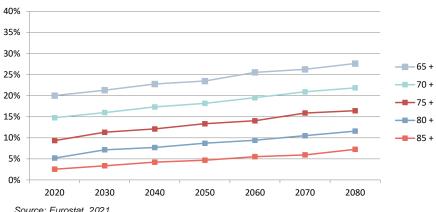
# **Demographic evolution**



#### Ageing in Finland

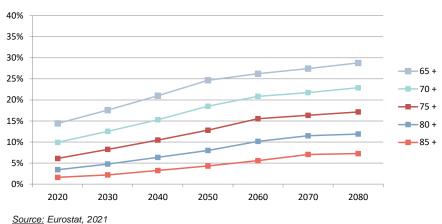


#### Ageing in Sweden

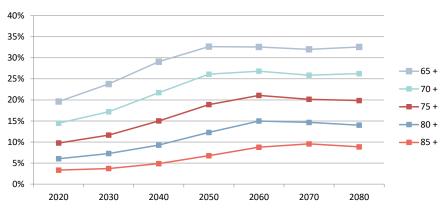


Source: Eurostat, 2021

#### Ageing in Ireland



#### Ageing in Spain



Source: Eurostat, 2021

## Sustainability



# Improvement of Sustainability scores



Award and CSR Benchmarks	2021	2020	2019
EPRA sBPR	Gold	Gold	Silver + Most Improved
GRESB	66 **	57*	-
Sustainalytics Risk Rating	Low (11.9)	Low (17.8)	-
MSCI	BBB	BB	BB

#### **Great Place To Work**

**Employee survey** conducted in 2021 **Aedifica's strengths**: leadership, engagement & pride

7 out of 10 employees would recommend Aedifica as a great place to work



# New Charter for Responsible Suppliers relations

Promoting good ethics & strong commitments to corporate social responsibility business practices

#### 2021 Sustainability report

Publication in June 2022

## Sustainability

## Strategy





- Commitment to the Paris
   Agreement to achieve net zero
   GHG emissions for our entire portfolio by 2050: focus on lifecycle assessment of our properties
- Focus on stakeholders
   engagement, creating a platform to
   share knowledge, promoting green
   awareness & foster quality of care
- Business culture characterized by honesty and integrity, strict ethics and compliance
- Action plan 2025

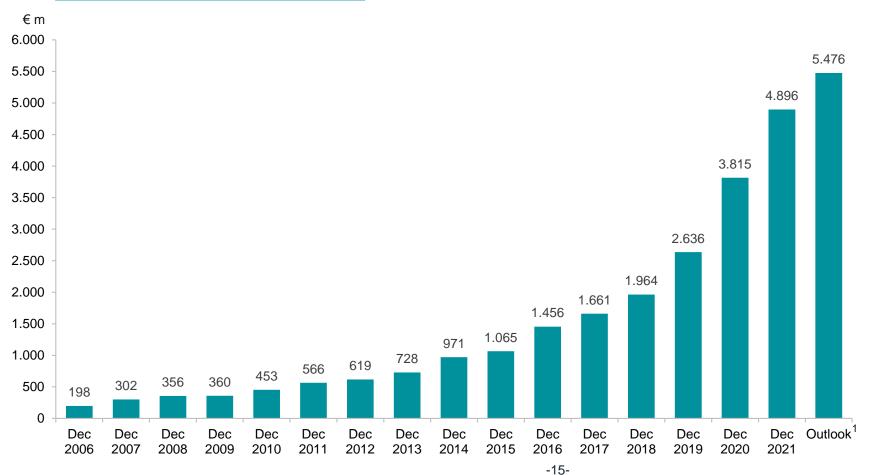


## **Achievements**

## Investment properties<sup>1</sup>



#### **EVOLUTION SINCE 2006**



**CAGR: 24 %** (as of 31 December 2021)

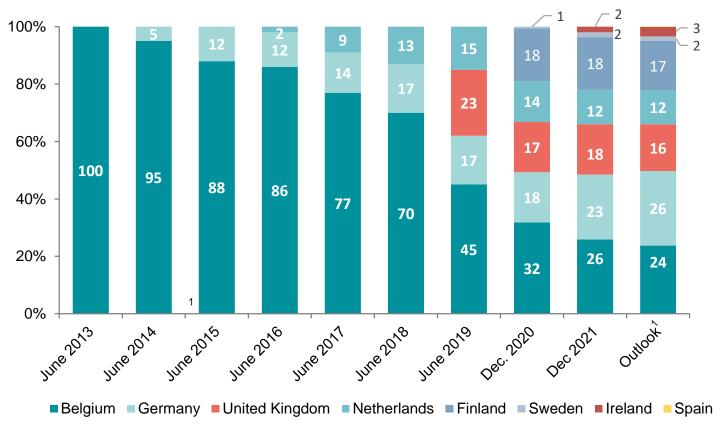
<sup>&</sup>lt;sup>1</sup> Investment properties incl. rights of use on plots of land and assets classified as held for sale.

## **Achievements**

## Focus on Europe



#### GEOGRAPHICAL BREAKDOWN (FAIR VALUE)<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Marketable investment properties incl. assets classified as held for sale (€4,686 m), excl. rights of use of plots of land.

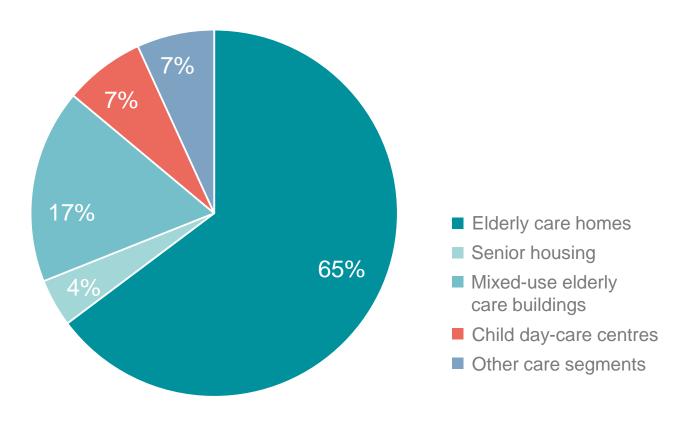


## Healthcare real estate portfolio



## Healthcare segment breakdown

#### FOCUS ON CARE FACILITIES FOR ELDERLY PEOPLE



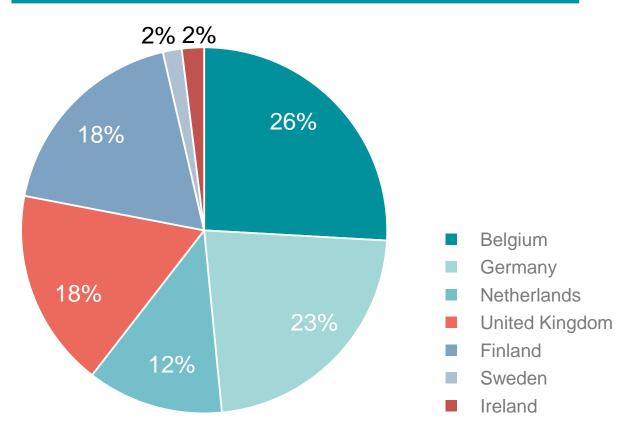
Marketable investment properties incl. assets classified as held for sale (€4,686 m), excl. rights of use of plots of land.

## Healthcare real estate portfolio



## Geographical breakdown

#### **DIVERSIFICATION AMONG EUROPEAN COUNTRIES**



Marketable investment properties incl. assets classified as held for sale (€4,686 m), excl. rights of use of plots of land.

## Belgian healthcare portfolio



## **PORTFOLIO OF 83 ASSETS**

**€1,213 m**Portfolio
Fair Value

~8,600 Residents

**5.3%**Yield on Fair Value

**22 years** WAULT

11
projects
to be
completed

19 Tenant groups **~€1,287 m**Portfolio outlook
as of
23 February 2022

Inflationlinked triple net long leases

#### **BELGIUM**

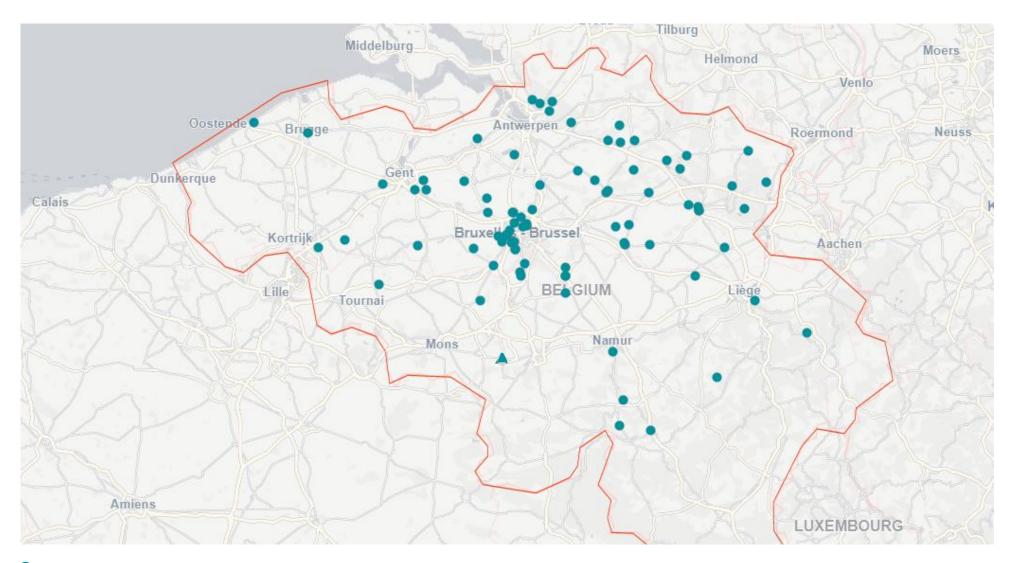
Very mature healthcare real estate market

Elderly care: highly consolidated profit segment

Elderly care: future potential in not-for-profit and public segments

# Belgian healthcare portfolio





Marketable investment propertiesProjects in the investment program

# Belgian healthcare portfolio











## German healthcare portfolio



## **PORTFOLIO OF 101 ASSETS**

**€1,058 m**Portfolio
Fair Value

~10,300 Residents

**5.2%**Yield on Fair Value

23 years
WAULT

29
projects
to be
completed

**21**Tenant groups

**~€1,409 m**Portfolio outlook
as of
23 February 2022

Inflationlinked
Double net long leases with

threshold

1st Framework agreement with Specht

Gruppe: 10 care campuses have been completed & 4 are under construction

2<sup>nd</sup> Framework agreement with Specht

**Gruppe:** construction of 10 care campuses by 2024

## **Germany**

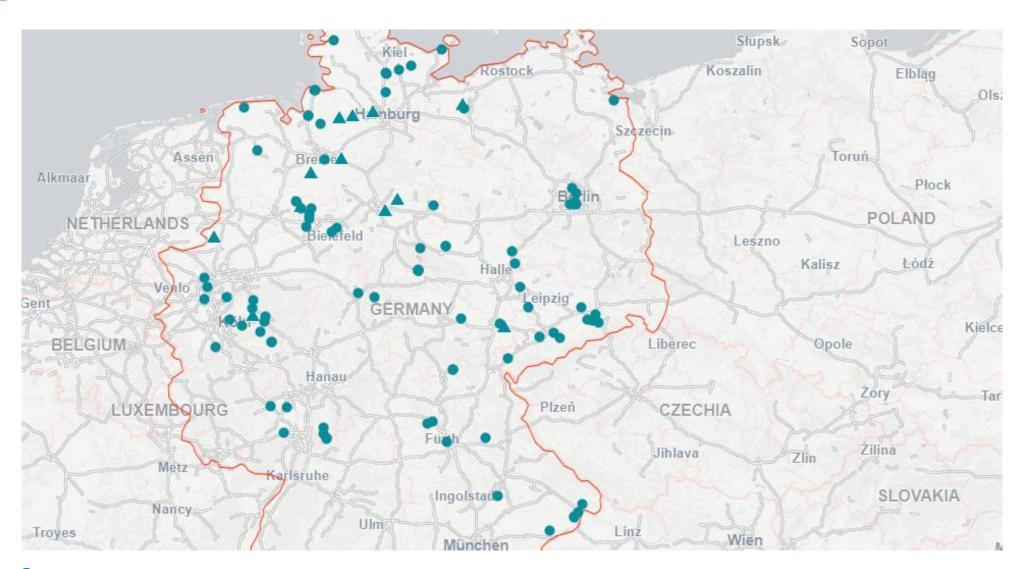
Growth potential due to ageing of German population

Elderly care: market consolidation has kicked in

Yield compression

## German healthcare portfolio





Marketable investment properties

Projects or acquisitions subject to outstanding conditions in the investment program

## German healthcare portfolio











## Dutch healthcare portfolio



## **PORTFOLIO OF 72 ASSETS**

**€564 m**Portfolio
Fair Value

~3,300 Residents

**5.5%**Yield on Fair Value

18 years
WAULT

16
projects
to be
completed

23 Tenant groups **~€639 m**Portfolio outlook
as of
23 February 2022

Inflationlinked Mostly triple net long leases

Strategic partnership with the developer Dunavast-

Sonneborgh

#### **Netherlands**

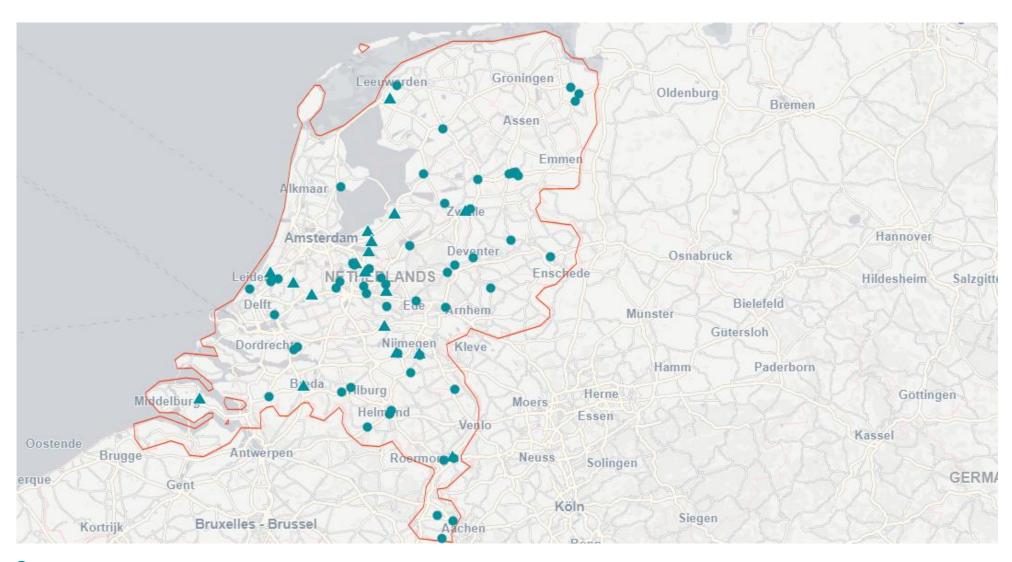
Healthcare real estate market becoming more competitive and liquid

Operators:
predominantly notfor-profit;
consolidation &
internationalisation of
profit operators
kicking in

Yield compression

## **Dutch healthcare portfolio**





Marketable investment propertiesProjects in the investment program

# **Dutch healthcare portfolio**











## **UK** healthcare portfolio



## **PORTFOLIO OF 102 ASSETS**

**€822 m**Portfolio
Fair Value

~6,700 Residents

**6.4%**Yield on Fair Value

**22 years** WAULT

g projects to be completed

15 Tenant groups ~€881 m

Portfolio outlook

as of

23 February 2022

Inflationlinked triple net long leases

Insourcing of portfolio manager

Layland Walker

## **United Kingdom**

Fragmented care home market

Huge development and growth potential due to outdated social infrastructure

Equipment rate in the UK is lower than in BE, DE, NL

After Brexit / COVID-19

→ more political focus
on public financing of
social care ?

# **UK** healthcare portfolio







## **UK** healthcare portfolio











## Finnish healthcare portfolio



## **PORTFOLIO OF 198 ASSETS**

€860 m

Portfolio Fair Value ~13,600

5.4% Users Yield on Fair Value 12 years WAULT

16

projects to be completed 45

**Tenant** groups ~€932 m

Portfolio outlook as of 23 February 2022 Inflationlinked

double net long leases

Yield on cost

on average > 6%

**Experienced** in-house development team

'Build & hold' model

giving access to development margins

#### **Finland**

Strong long-term growth potential: one of the fastest ageing populations in Europe

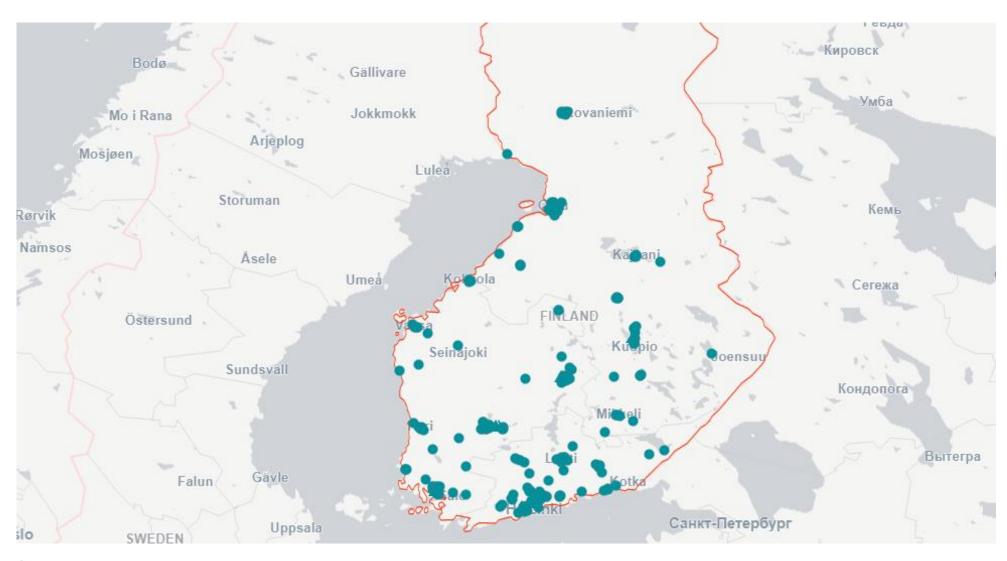
'Nordic welfare state'

Growth and consolidation of the private operators' market

Growing share of public tenants

## Finnish healthcare portfolio





Marketable investment properties

Projects in the investment program

## Finnish healthcare portfolio











## Swedish healthcare portfolio



## **PORTFOLIO OF 22 ASSETS**

**€78 m**Portfolio
Fair Value

~700 users

**5.0%**Yield on Fair Value

13 years
WAULT

3

projects to be completed 12

Tenant groups

~€86 m

Portfolio outlook as of 23 February 2022 Inflationlinked

double net long leases

Yield on cost

on average > 6%

Experienced inhouse development team

'Build & hold' model

giving access to development margins

#### **Sweden**

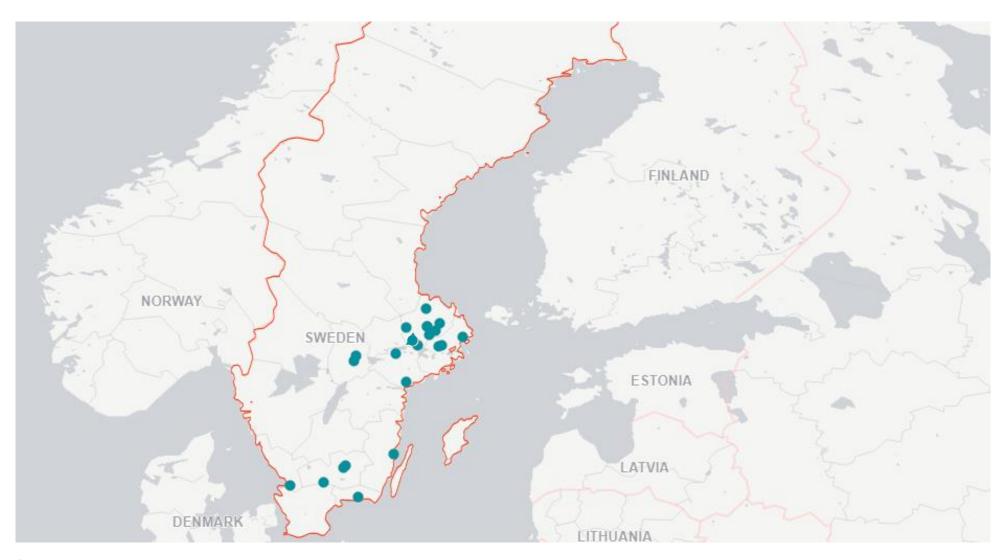
Long-term growth potential, but very mature (domestic) market

'Nordic welfare state'

Growing private sector in a fragmented operators' market

# Swedish healthcare portfolio





Marketable investment propertiesProjects in the investment program

# Swedish healthcare portfolio











## Irish healthcare portfolio



#### **PORTFOLIO OF 9 ASSETS**

**€92 m**Portfolio
Fair Value

**~800** Users

**5.3%**Yield on Fair Value

**24 years** WAULT

6 projects to be completed

**3**Tenant groups

**~€181m**Portfolio outlook
as of
23 February 2022

Inflationlinked triple net long leases

#### **Ireland**

Strong market fundamentals supporting long-term investment potential

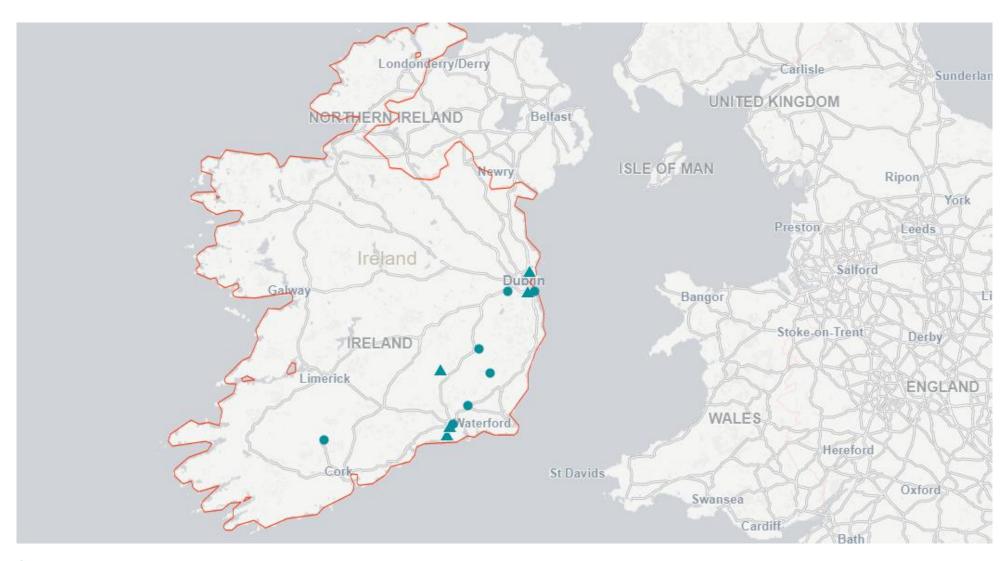
Highly fragmented care home market

Private operators take an important market share (ca. 82%)

Part of care home stock outdated, to be renovated or replaced in the coming years

# Irish healthcare portfolio





Marketable investment propertiesProjects in the investment program

# Irish healthcare portfolio











# Spanish healthcare portfolio



#### PARTNERSHIP WITH SPANISH OPERATOR

€75 m initial portfolio ambition

~1,000 Users

Approx. 5.5% **Initial Rental** yield

Inflationlinked triple net long leases

Up to 5 projects

expected within framework with Euroger starting in 2022

**Tenant** group<sup>1</sup>

1 plot of land acquired

### Spain

Strong market fundamentals supporting long-term investment potential

Fragmented care home market

Part of care home stock outdated, to be renovated or replaced in the coming years

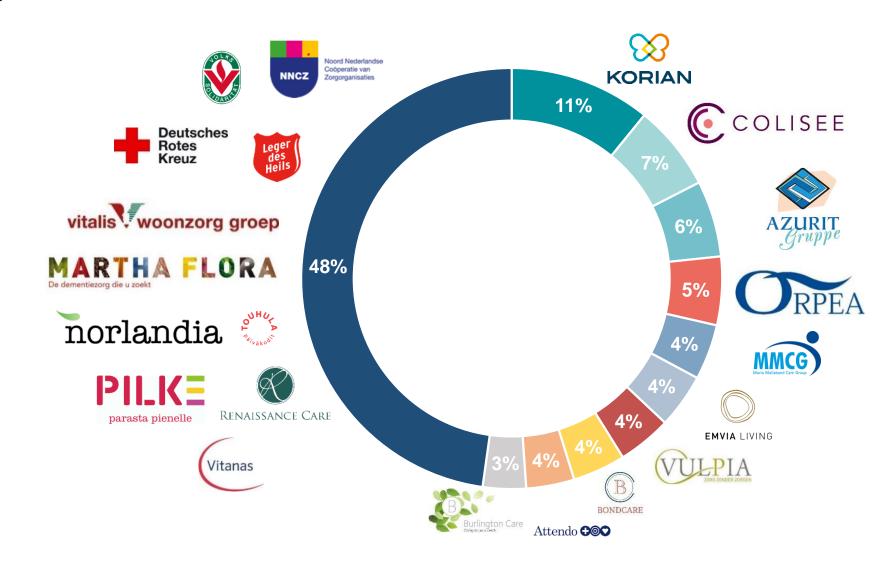
### Healthcare real estate tenants



### Tenant diversification<sup>1</sup>

587 sites with approx.
250 tenants (or >140
'groups') representing
European, national and
local profit and not-forprofit operators

No 'operator group' leases more than 11% of Aedifica's consolidated assets



<sup>&</sup>lt;sup>1</sup> Based on the contractual rents.

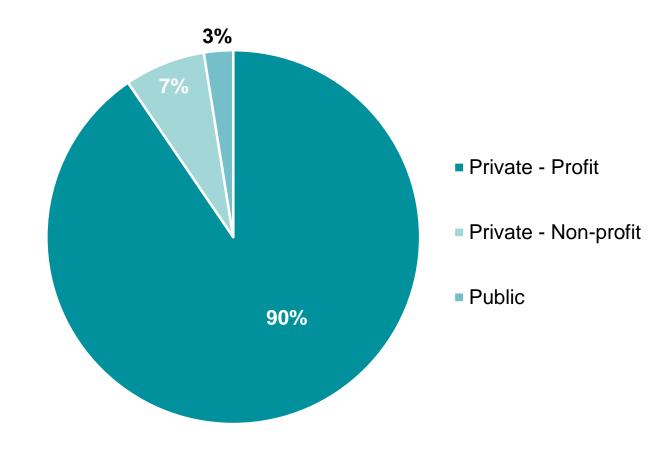
### Healthcare real estate tenants



Tenant diversification<sup>1</sup>

# Predominantly private operators

Growing public and nonprofit segments among tenants



<sup>&</sup>lt;sup>1</sup> Based on the contractual rents.

# Elderly care sector regulations



#### **BELGIUM**

Regional

New home supervision/ event based / periodic inspections

Reports publicly available in Flanders\*

> **AGENTSCHAP ZORG &**

**GEZONDHEID** 



#### **GERMANY**

Local municipality (Heimaufsicht) & Medical service of statutory care insurers (MDK)

Annual/event based inspections

Public ratings (MDK)

MDK

#### **NETHERLANDS**

**National** 

Risk- & event based inspections

Reports publicly available

**NZQ** 

Inspectie Gezondheidszorg en Jeugd Ministerie van Volksgezondheid, Welzijn en Sport

UK

**National** 

Opening of a new home, then frequency of follow up inspections based on previous rating

Ratings & reports publicly available









MEDIZINISCHER DIENST DER KRANKENVERSICHERUNG

# Elderly care sector regulations



N	ΙΔ	N	

**SWEDEN** 

**IRELAND** 

**National** 

**SPAIN** 

National &
Regional (for early childhood education & care)

Opening of new home / periodic / event based inspections

Reports available upon request

Valvira

National Supervisory Authority
for Welfare and Health



**National** 

Opening of new home / periodic / event based inspections

Reports available upon request

Opening of a new home / annual inspections

Reports publicly available

Regional

Opening of new home / event based / periodical inspections

Reports not publicly available





# **Quality of care & Orpea France**



- Elderly care: highly regulated & controlled environment in Europe.
- Quality of care: competence & responsibility
   of Health care authorities & operators:
   regular controls carried out resulting in (public)
   reports and/or remedy plan.
- In case of incidents, strict controls and/or sanctions (admission bans or closure of the care facility).

- Orpea represents 5% of Aedifica's contractual rent in Belgium (3%), Germany (1%) and The Netherlands (1%).
- No exposure to France.
- No material impact expected on rent collection based on current information.

#### **Sector fundamentals remain:**

growing ageing population, need for qualitative infrastructure & quality of care.

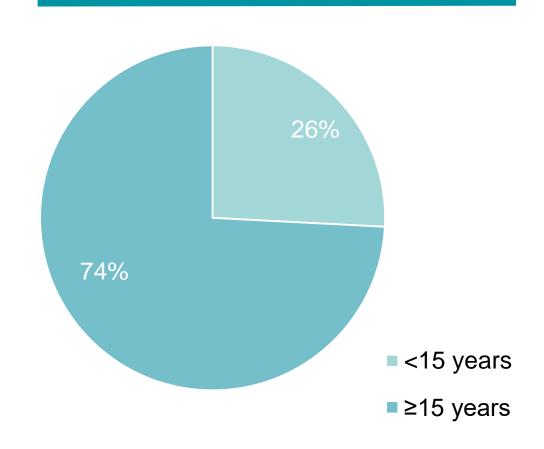
Sustainability of rent assessed by rent cover ratio.

**Tenant quality & reputation** assessed based on publicly available information.

# Lease maturity & occupancy rate



#### **UNEXPIRED LEASE TERM**



### 20 years

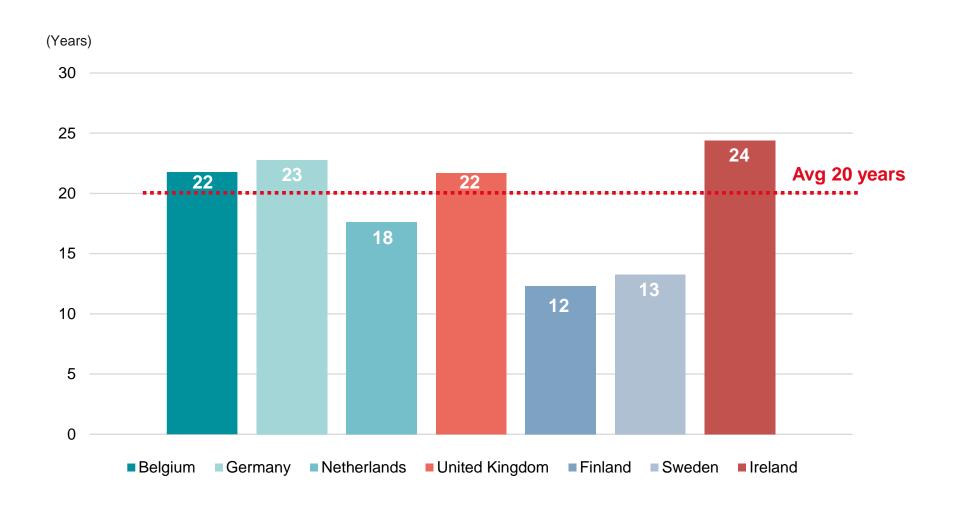
Weighted average unexpired lease term

100 % Occupancy rate

Marketable investment properties incl. assets classified as held for sale (€4,686 m), excl. rights of use of plots of land.

# WAULT by country

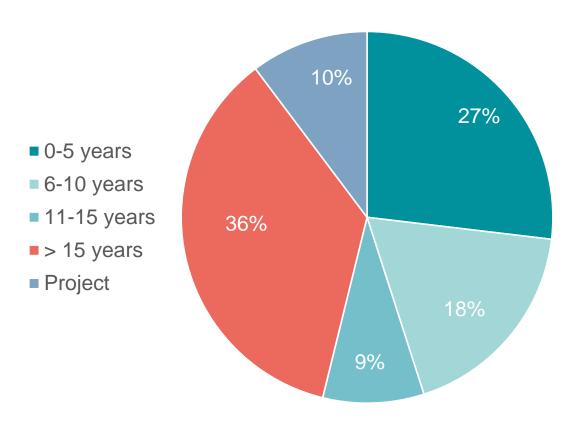




# Age of buildings



#### >60% OF THE PORTFOLIO IS LESS THAN 15 YEARS OLD



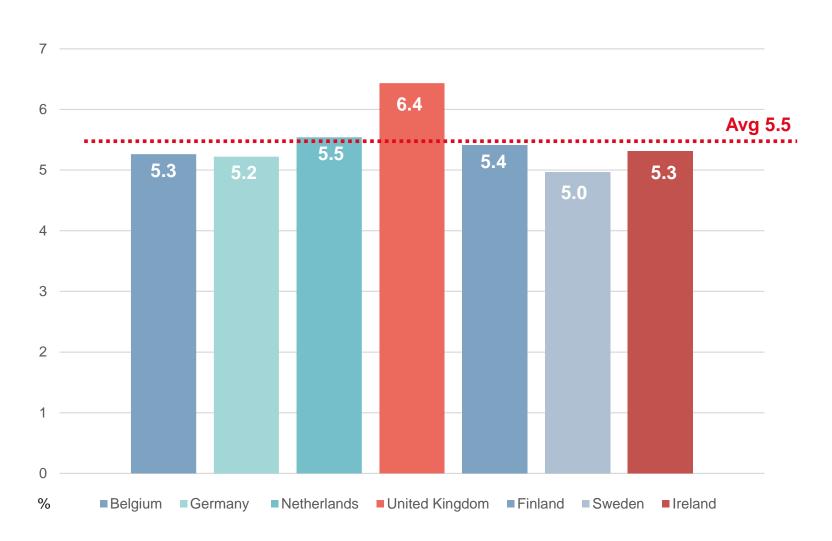
Marketable investment properties incl. assets classified as held for sale (€4,686 m), excl. rights of use of plots of land.

Age profile based on a weighted average of the gross square footage of our properties using completion date of a construction or renovation phase done onsite.

# Gross yields on fair value

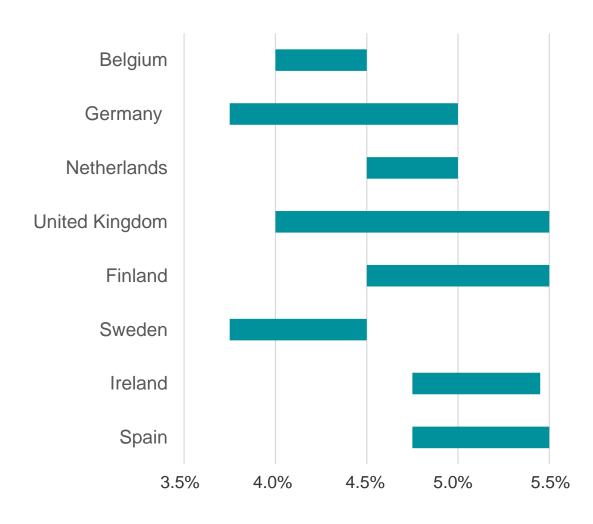
# aedifica housing with care

### Conservative valuation yields



# Prime yields





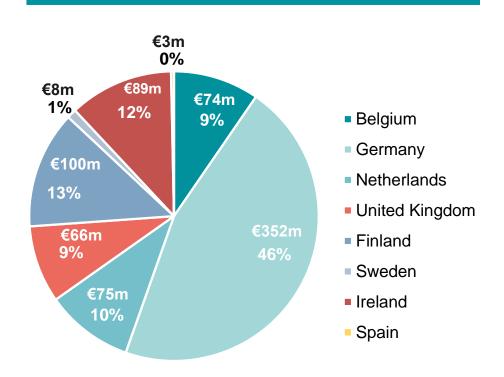
Source: Company estimates

# Committed development projects

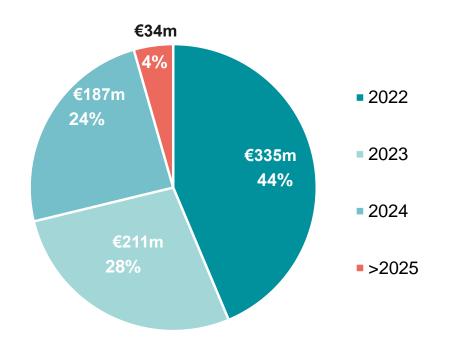


Pipeline: €767 million

#### **GEOGRAPHICAL SPLIT**



#### **EXPECTED DELIVERY DATE**



# Portfolio growth













### **Income Statement**

### **EPRA Earnings**



#### **EPRA EARNINGS YOY INCREASE OF 30%**

Consolidated income statement - analytical format (x €1,000)	31/12/2021	31/12/2020 (12 months - restated period)	31/12/2020 (18 months)
Rental income	232,118	187,535	259,505
Rental-related charges	<u>-686</u>	<u>-2,753</u>	<u>-3,344</u>
Net rental income	231,432	184,782	256,161
Operating charges*	<u>-38,105</u>	<u>-33,228</u>	<u>-44,539</u>
Operating result before result on portfolio	193,327	151,554	211,622
EBIT margin* (%)	83.5%	82.0%	82.6%
Financial result excl. changes in fair value*	-32,162	-28,323	-38,755
Corporate tax	-9,718	-7,703	-11,530
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of EPRA Earnings	360	798	1,568
Non-controlling interests in respect of EPRA Earnings	-328	-158	-187
EPRA Earnings* (owners of the parent)	151,479	116,168	162,718
Denominator (IAS 33)	34,789,526	27,472,976	26,512,206
EPRA Earnings* (owners of the parent) per share (€/share)	4.35	4.23	6.14

### **Income Statement**

### Net result

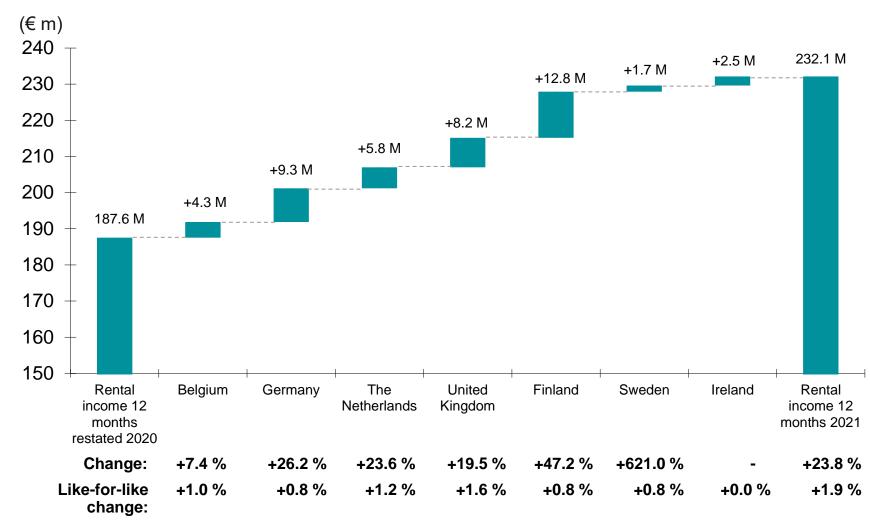


### **EARNINGS PER SHARE: DRIVEN BY STRONG VALUATION INCREASE**

Consolidated income statement - analytical format (x €1,000)	31/12/2021	31/12/2020 (12 months - restated period)	31/12/2020 (18 months)
EPRA Earnings*	151,479	116,168	162,718
Changes in fair value of financial assets and liabilities	14,813	-5,587	-2,169
Changes in fair value of investment properties	160,211	5,069	25,049
Gains and losses on disposals of investment properties	534	-1,827	-559
Tax on profits or losses on disposals	-559	0	0
Negative goodwill / goodwill impairment	-3,540	0	0
Deferred taxes in respect of EPRA adjustments	-46,452	-11,041	-14,811
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of the above	6,011	1,180	3,007
Non-controlling interests in respect of the above	-673	-68	-167
Roundings	<u>0</u>	<u>0</u>	<u>0</u>
Profit (owners of the parent)	281,824	103,894	173,068
Denominator (IAS 33)	34,789,526	27,472,976	26,512,206
Earnings per share (owners of the parent - IAS 33 - €/share)	8.10	3.78	6.53

### Rental income





24% increase YoY

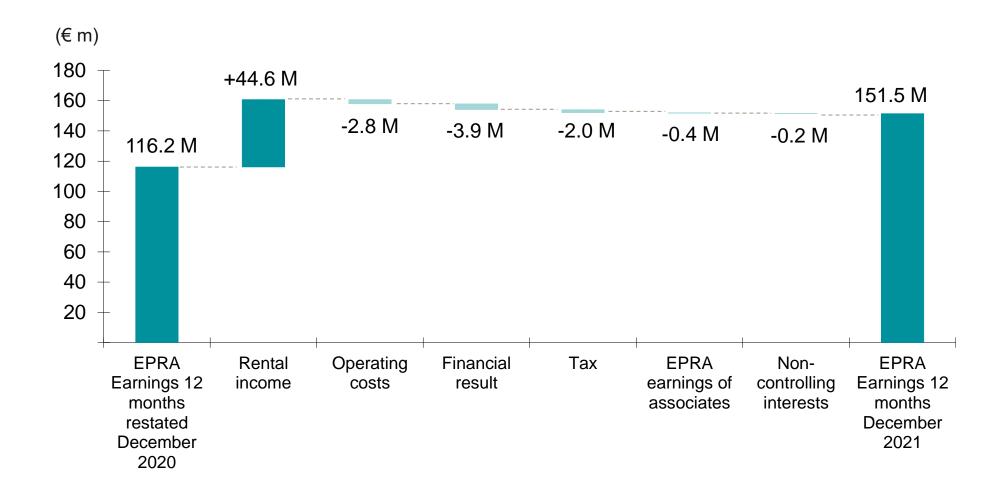
UK like-for-like excluding the 2 assets that will be redeveloped amounts to +3.5%.

Finland & Sweden are included in the consolidation scope of the Aedifica group since 10 January 2020 (Hoivatilat acquisition).

The variation on a like-for-like basis\* is shown for each country in the local currency. The total variation on a like-for-like basis is shown in the Group currency.

# **EPRA Earnings**



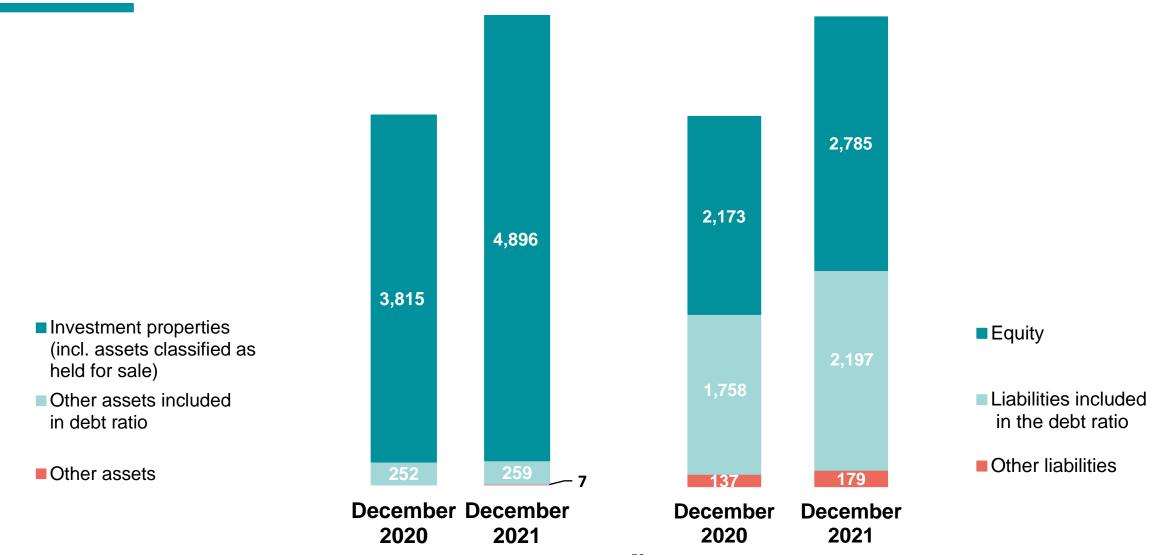


30% increase YoY

# Consolidated balance sheet (€ m)

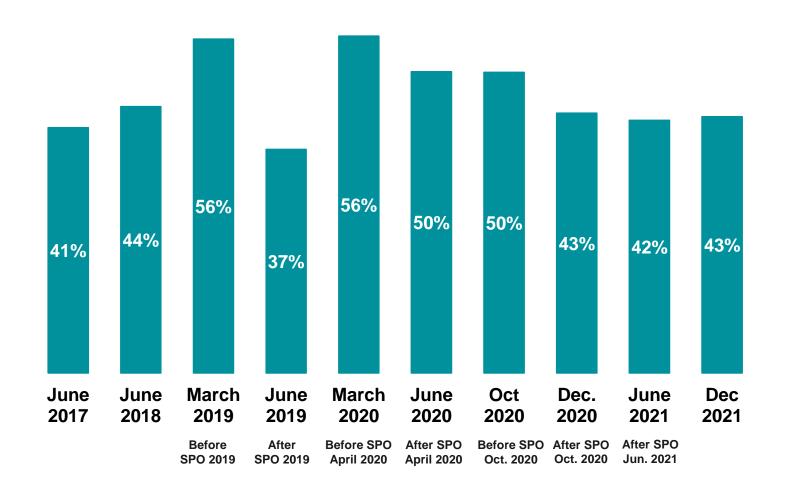


Balance sheet total: €5.16 billion



### **Debt-to-assets ratio**





Financial policy: debt-to-assets ratio <50%

Investment capacity: approx. €760 million before reaching 50% debt-to-assets ratio

Bank covenant stand at a maximum of 60%.

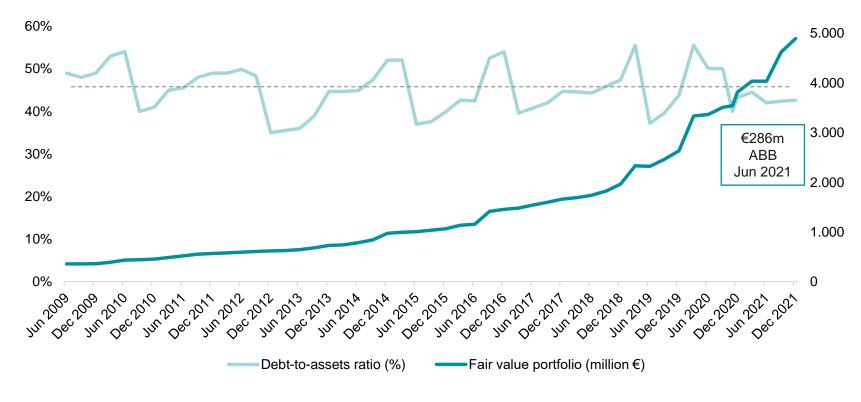
### **Debt-to-assets ratio**





€100m rights issue Dec 2012

€153m rights issue June 2015 €219m rights issue Mar 2017 €418m rights issue May 2019 €207m ABB Apr 2020 €459m rights issue Oct 2020



Over the past 12 years, Aedifica maintained an average debt-to-assets ratio of 45%.

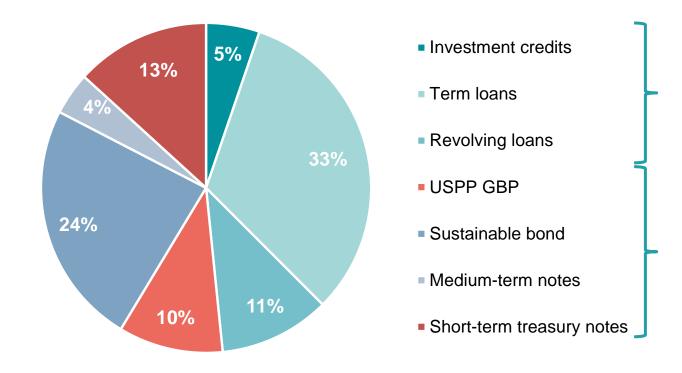
### **Credit facilities**



Total financial debt: €2,087 m

Credit rating BBB with stable outlook from S&P Global

Inaugural €500 million
Sustainable bond on
10 years and coupon of
0.75%



49% bank facilities

51% DCM

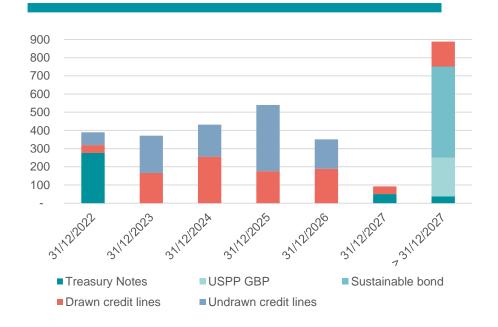
### **Credit facilities**



#### **LIQUIDITY**

Financial debt (in € million) <sup>1</sup>	Lines	Utilisation	of which treasury notes
31/12/2022	389	319	276
31/12/2023	371	166	-
31/12/2024	432	256	-
31/12/2025	540	175	-
31/12/2026	351	189	-
31/12/2027	92	92	50
> 31/12/2027	889	889	37
Total as of 31 December 2021	3,064	2,087	363
Weighted Average Maturity (in years) <sup>2</sup>	4.7	5.7	

#### **DEBT MATURITY PROFILE**



Weighted average debt maturity (excl. CP): 5.7 years

Liquidity
headroom after
deduction of
short-term CP:
€701 million

<sup>&</sup>lt;sup>1</sup> Amounts in £ were converted into € based on the exchange rate of 31 December 2021 (1.18879 £/€).

<sup>&</sup>lt;sup>2</sup> Without regard to short-term treasury notes.

### **Credit facilities**

### Interest rate hedging<sup>1</sup>

10%

0%

31-12-2021

Fixed rate debt

31-12-2022

Swaps



31-12-2023

Caps



#### 90% of debt hedged by derivatives or fixed rate debt as of 31 December 2021

31-12-2025

31-12-2024

Unhedged Floating rate debt

<sup>&</sup>lt;sup>1</sup> Assuming debt as of 31 December 2021 unchanged.

### **Net asset value**



#### PREMIUM ON 22 FEBRUARY 2022

25% vs NAV at FV incl. IAS 39 24% vs NAV at FV excl. IAS 39 26% vs NTA

Net asset value per share (in €)	31/12/2021	31/12/2020
Net asset value after deduction of dividend 2019/2020, excl. changes in fair value of hedging instruments*	77.35	65.75
Effect of the changes in fair value of hedging instruments	<u>-0.75</u>	<u>-1.58</u>
Net asset value after deduction of dividend 2019/2020	76.60	64.17

EPRA Net Tangible Assets (in €/share)	31/12/2021	31/12/2020
EPRA NTA	76.05	62.92

## **Dividend policy**



**€3.40 / share** (gross)

DPS 2021 <sup>1</sup> (01/01/2021 – 31/12/2021)

**€3.70 / share** (gross)

DPS guidance for 2022 + 9% compared to end 2021

### Withholding tax:

- General rule: 30 %
- Reduced to 15 % as healthcare REITs investing more than 80% of its portfolio in residential European healthcare real estate

<sup>&</sup>lt;sup>1</sup> 2021 dividend will be distributed over 2 coupons, of which coupon 28 was already detached in June 2021





#### **EPRA METRICS**

#### **Key performance indicators according to the EPRA principles**

	31/12/2021 (12 months)	31/12/2020 (12 months - restated)	31/12/2020 (18 months)
EPRA Earnings* (in €/share)	4.35	4.23	6.14
EPRA Cost Ratio (including direct vacancy costs)* (in %)	16.7%	19.2%	18.5%
EPRA Cost Ratio (excluding direct vacancy costs)* (in %)	16.7%	19.2%	18.5%

	31/12/2021 (12 m onths)	31/12/2020 (18 months)
EPRA NRV* (in €/share)	88.36	74.01
EPRA NTA* (in €/share)	76.05	62.92
EPRA NDV* (in €/share)	72.35	58.70
EPRA Net Initial Yield (NIY) (in %)	4.9%	5.2%
EPRA Topped-up NIY (in %)	5.1%	5.3%
EPRA Vacancy Rate (in %)	0.5%	0.2%

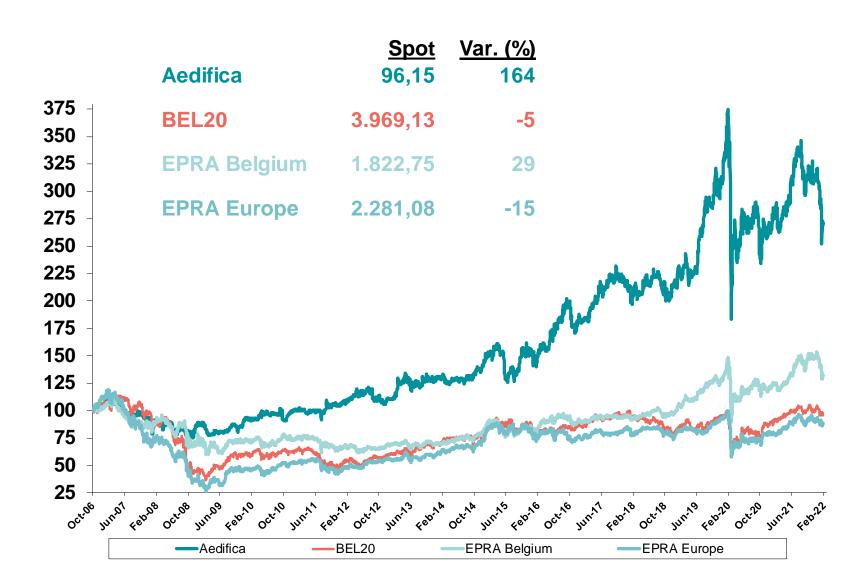
# Aedifica is included in the EPRA indices





# **Share price since IPO**





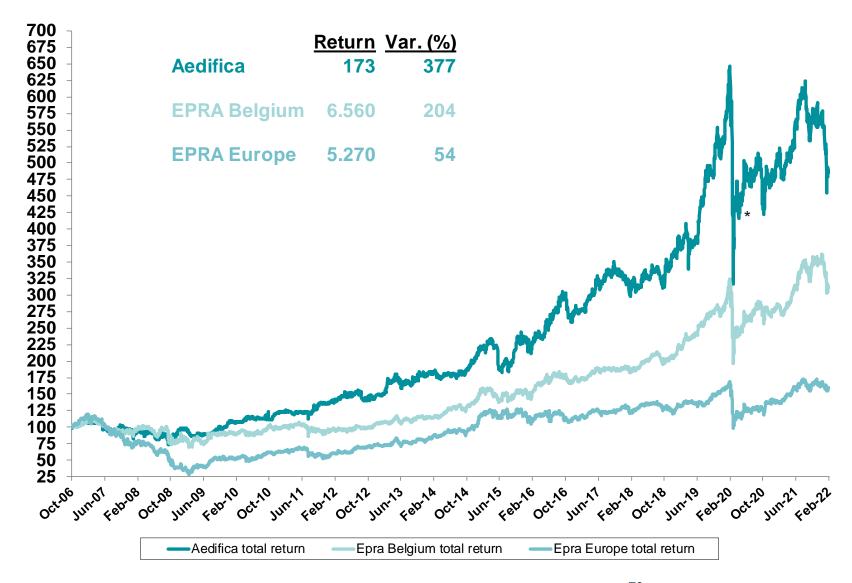
Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93), 2015 (- €0.89), (6.000)

2017 (- €1,60), 2019 (- €1.73) and 2020 (- €2.14), i.e. an adjusted IPO price of €32.96.

(As of 21 February 2022)

### **Total return since IPO**





Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93), 2015 (- €0.89), (6.000)

2017 (- €1.60), 2019 (- €1.73) and 2020 (- €2.14), i.e. an adjusted IPO price of €32.96.

(As of 21 February 2022)

### **Euronext**

### Inclusion in the BEL20



In March 2020, Aedifica entered the BEL 20, the leading share index of Euronext Brussels.

The BEL 20 index comprises Belgian companies listed on Euronext Brussels that record the largest free-float market capitalisation, of which the share is sufficiently liquid and at least 15% of the staff is employed in Belgium.



100%

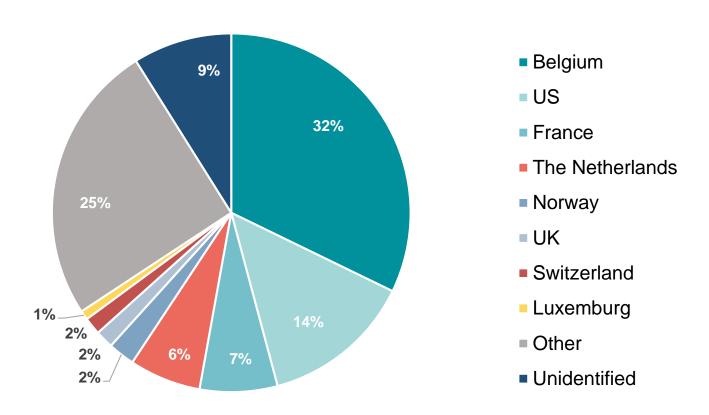
Aedifica's free float<sup>1</sup>

<sup>&</sup>lt;sup>1</sup> According to the definition of Euronext.

# Shareholding<sup>1</sup>



# INTERNATIONAL & DIVERSIFIED SHAREHOLDERS BASE<sup>1</sup>



1/3 retail shareholders 2/3 institutional shareholders

One shareholder holding more than 5% of the company's capital <sup>2</sup>

<sup>&</sup>lt;sup>1</sup> Based on the shareholder identification done in October 2021.

<sup>&</sup>lt;sup>2</sup> A total of 36,308,157 shares are listed on Euronext Brussels and Euronext Amsterdam (23 February 2022).

# **Award** EPRA



#### **EPRA REPORTING: BEST PRACTICES RECOMMENDATIONS (BPR)**





From 2015 to 2021, Aedifica's annual financial report was awarded 7 consecutive times the 'EPRA BPR Gold Award'

In 2020 & 2021, Aedifica received the 'EPRA sBPR Gold Award' for the Sustainability Reports

# Corporate governance



#### **TRANSPARENCY**

- NV/SA
- Management in the box
- 100% free float
- No poison pills

#### **BOARD OF DIRECTORS**

- 11 Directors
  - 7 independent non-executive Directors
  - 4 executive Directors
  - Gender diversity ratio: 36%
  - International
- Audit Committee
- Nomination & Remuneration Committee
- Investment Committee

#### **EXECUTIVE COMMITTEE**

- 5 members
- Gender diversity ratio: 20%

### **Aedifica's Executive Committee**





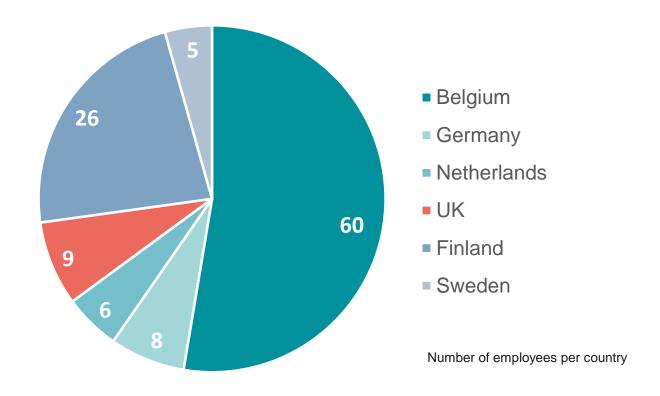
## **Organisation & team**



#### **INTERNATIONAL TEAM**

Local teams in 6 countries managing the portfolio and the group's growth

International staff of 114 people of which 39 women and 75 men





### Outlook FY 2022



€269 million

Rental income

€335 million

Pipeline deliveries in 2022

~ €800 million

Hypothetical new investments of which €450 m cash flow generating

<50%

Debt-to-assets ratio (end 2022)

£1 = € 1.15

Foreign exchange assumption

~ €900 million

Cash out during 2022 related to the investment program

- €450 m cash flow generating acquisitions
- €350 m existing pipeline execution capex
- €100 m new projects execution capex

No fair value changes

of portfolio assumed

€100 million

Asset rotation

**€4.77/share** EPRA EPS (+ 9.6% vs. 2021)

€3.70/share

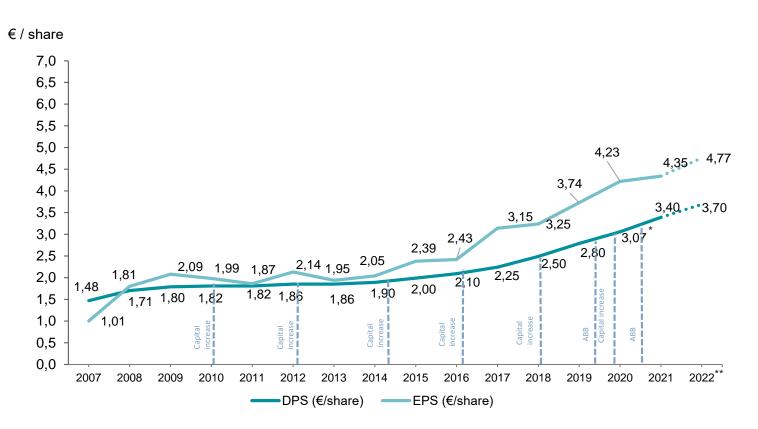
Gross DPS (+ 8.8% vs. 2021)

Consistent growth in expected EPS and DPS despite a more challenging environment as market fundamentals remain intact

### Outlook



#### **OBJECTIVE FOR FUTURE GROWTH: EPS GROWTH**



CAGR EPS: 11%
(Outlook)

- Enhancing long-term cash flows in healthcare real estate
- Exploring new healthcare real estate segments
- Exploring new countries
- Well-defined development activity

<sup>\*</sup>Prorata of the €4.60 dividend (18 months) over 12 months.

<sup>\*\*</sup> Outlook.



# **Investment highlights**Attractiveness for shareholders



### **PURE-PLAY**HEALTHCARE REIT IN EUROPE

STRONG UNDERLYING DEMOGRAPHIC TRENDS

LONG-TERM GROWTH POTENTIAL

#### **FAIR VALUE HISTORY**

OF PORTFOLIO SHOWING RESILIENCE

#### **20 YEARS**

WEIGHTED AVERAGE LEASE TERM

#### SOLID TRACK RECORD

IN INVESTMENT, EQUITY AND DEBT-FINANCING

#### STRONG DIVIDEND

TRACK RECORD

## Thank you



#### **QUESTION?**

Please use the « Ask a question » button and type your question

#### **INVESTOR RELATIONS**

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**Stefaan Gielens - Chief Executive Officer Ingrid Daerden - Chief Financial Officer** 



#### **Aedifica SA/NV**

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# Forward-looking statement



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.



# Portfolio growth



### Investment programme as of 31 December 2021

#### INVESTMENT PROGRAMME: €767 MILLION

Country	Development projects (in € million)	Rent (in € million)
BE	74	2
DE	352	17
NL	75	4
UK	66	4
FI	100	6
SE	8	0
IE	89	5
ES	3	0
Total	767	39

Fiscal year	Development projects (in € million)	Rent (in € million)
2022	335	19
2023	211	11
2024	187	9
>2025	34	0
Total	767	39

Rent	Development projects¹ (in € million)	Rent (in € million)	Yield <sup>2</sup>
Triple net	303	15	5.1%
Double net	460	23	5.1%
Land reserve	4	-	
Total	767	39	5.1%

<sup>&</sup>lt;sup>1</sup> Amounts excluding contractual value of plots of land.

<sup>&</sup>lt;sup>2</sup> Yields calculated based on incremental rents versus total commitment excluding land investment and buildings in operation.

# Belgian REIT



'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 a valuation expert
No depreciation of properties

Dividend: at least 80 % of cash flow of parent company

Debt-to-assets ratio: limited to 65 % (bank convenant: 60 %)

#### Tax status:

Exit tax
Limited corporate tax in
Belgium for parent company

# Withholding tax for healthcare REITs:

reduced to 15% as of 1 January 2017 when more than 80% of the real estate portfolio is invested in residential European healthcare real estate

### Innovative healthcare real estate



Villa Casimir: an A-rated redevelopment



Roermond (NL)

**Completed in October 2020** 

Former villa and 'Rijksmonument' (national heritage site)

Redeveloped into a care residence for 18 elderly residents requiring continuous care

EPC  $G \rightarrow A$ 

### Innovative healthcare real estate



### Villa Casimir: an A-rated redevelopment

Restoration of the villa's unique characteristic elements:

high windows wooden beams French doors stained-glass windows

Improved insulation of the roof, walls & basement floor Barrier-free environment High-performance cooling system



### Innovative healthcare real estate



Villa Casimir: an A-rated redevelopment

# FUTUREPROOF BUILDING, FIT FOR THE CURRENT GENERATION AND THE NEXT

Low-temperature heating
Individual ventilation type C+
All-electric approach:
opportunity to use green
energy & accommodate new
technological developments
Futureproof building, fit for
the current generation and
the next



## **Notes**

