

# Annual results 2022



Brussels, 16 February 2023



  
**aedifica**  
housing with care

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# Highlights FY 2022



Militza Brugge  
Brugge – Belgium



# Highlights FY 2022

**€181.4 million**

+20% YoY  
EPRA earnings

**8**

countries

**€671 million**

committed  
investment programme  
construction & renovation

**43.6%**

debt-to-assets  
ratio

**€273.1 million**

+18% YoY, +4.2% LfL  
rental income

**622**

healthcare sites

**40**

projects completed  
(approx. €295 m)

**€310 million**

raised on capital markets

**€5.7 billion**

+16% (+ €807 m)  
compared to 2021  
real estate portfolio

**>47,100**

end users

**100%**

occupancy rate

**BBB with a  
stable outlook**

credit rating from S&P  
Global

**€4.76/share**

+ 13% YoY  
EPRA EPS

**>150**

operator groups

**19 years**

WAULT



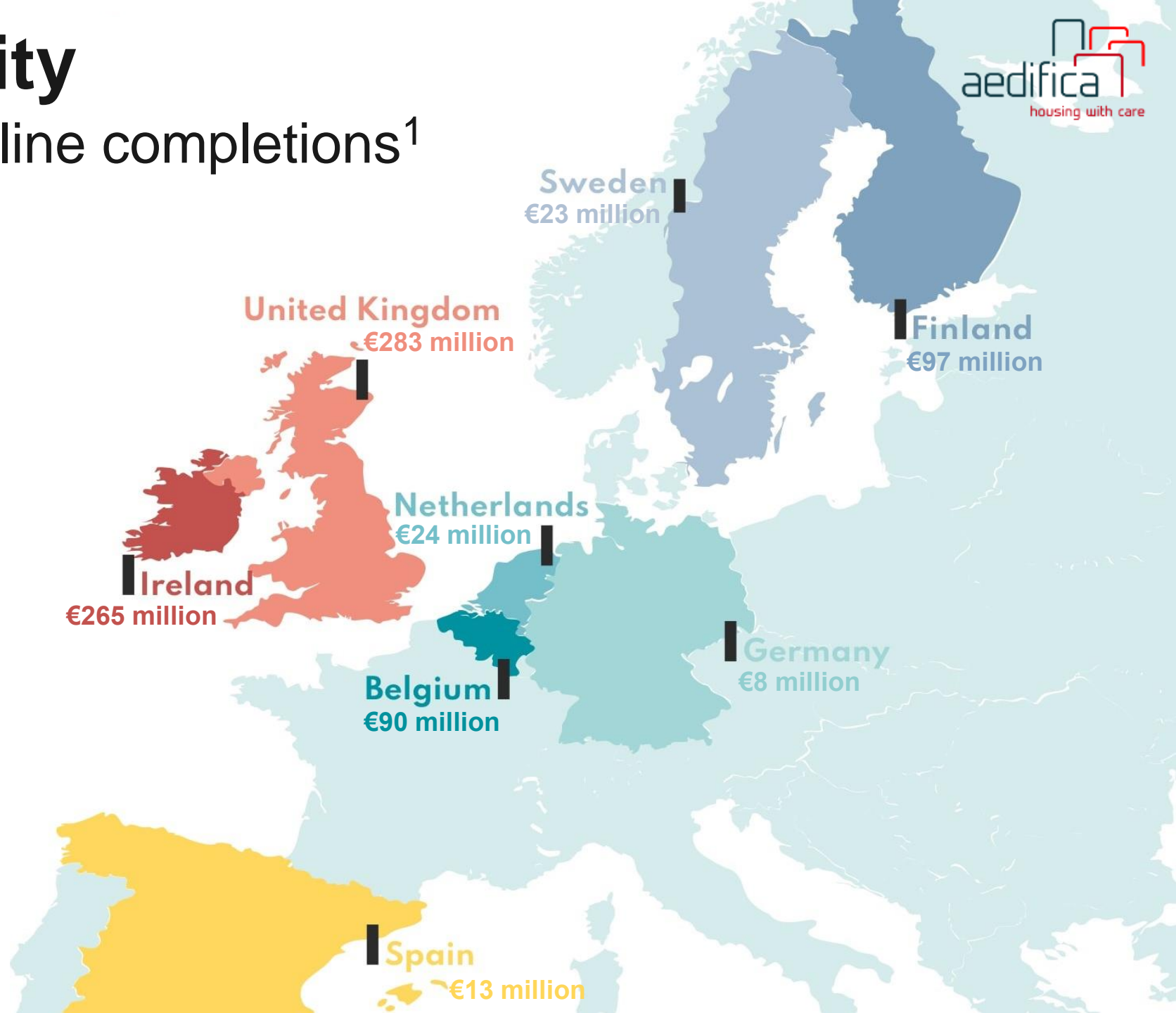
# Investment activity

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

**57 healthcare sites  
(~ €803 million)  
acquired or announced  
during 2022 (see map)**

**40 projects  
(~ €295 million)  
completed during 2022**

<sup>1</sup> See 2022 annual press release  
for more details.





# Financials



Loughshinny Nursing Home  
Dublin - Ireland



# Income Statement

## EPRA Earnings

### EPRA EARNINGS YOY INCREASE OF 20%

Consolidated income statement - analytical format (x €1,000)	31/12/2022	31/12/2021
Rental income	273,132	232,118
Rental-related charges	<u>-1,589</u>	<u>-686</u>
Net rental income	271,543	231,432
Operating charges*	<u>-41,869</u>	<u>-38,105</u>
Operating result before result on portfolio	229,674	193,327
<i>EBIT margin* (%)</i>	84.6%	83.5%
Financial result excl. changes in fair value*	-36,239	-32,162
Corporate tax	-11,970	-9,718
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of EPRA Earnings	362	360
Non-controlling interests in respect of EPRA Earnings	-441	-328
<b>EPRA Earnings* (owners of the parent)</b>	<b>181,386</b>	<b>151,479</b>
Denominator (IAS 33)	38,113,384	34,789,526
<b>EPRA Earnings* (owners of the parent) per share (€/share)</b>	<b>4.76</b>	<b>4.35</b>

# Income Statement

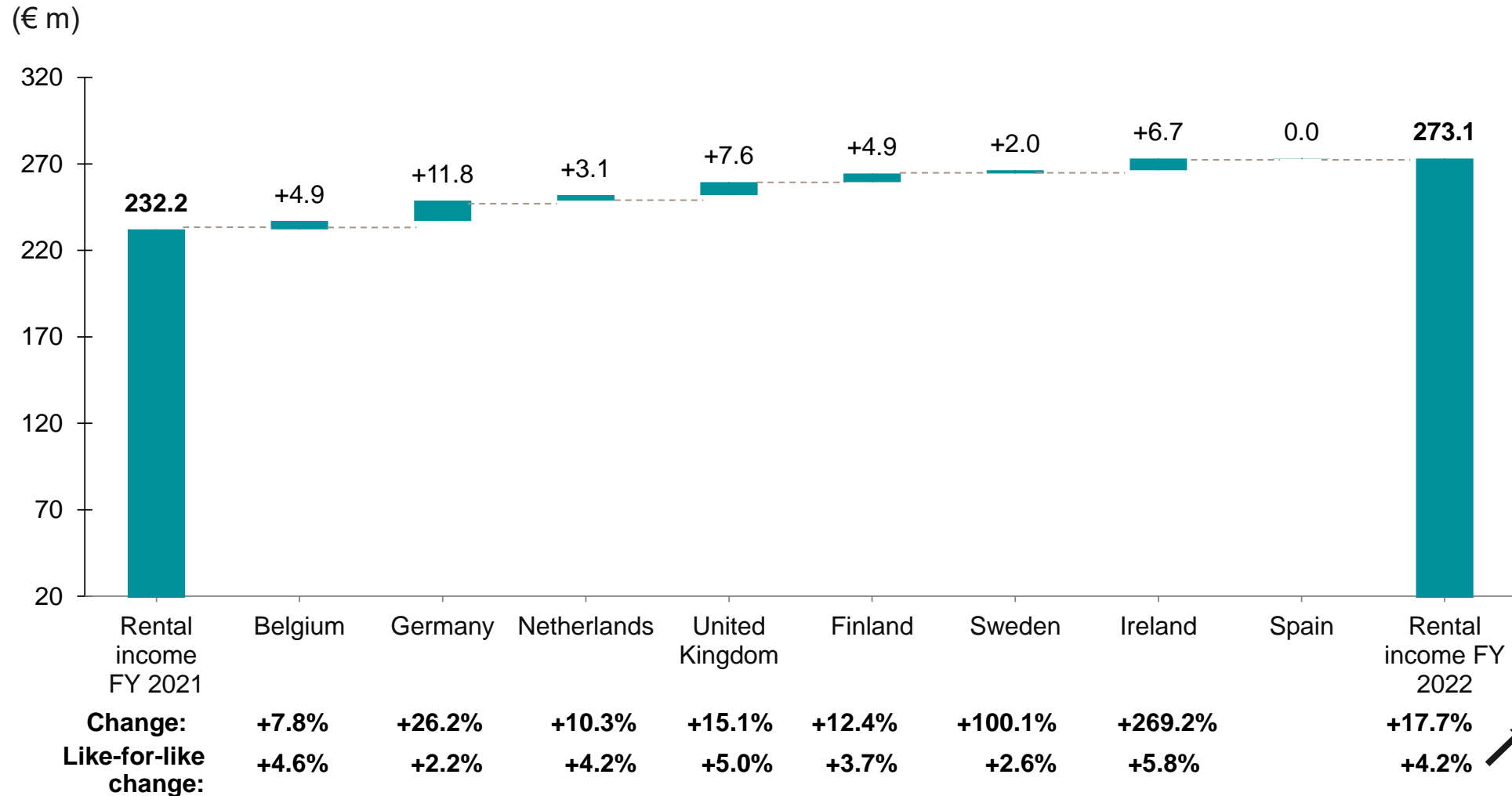
## Net result

### EARNINGS PER SHARE

Consolidated income statement - analytical format (x €1,000)	31/12/2022	31/12/2021
EPRA Earnings*	181,386	151,479
Changes in fair value of financial assets and liabilities	123,242	14,813
Changes in fair value of investment properties	84,877	160,211
Gains and losses on disposals of investment properties	787	534
Tax on profits or losses on disposals	0	-559
Negative goodwill / goodwill impairment	-18,103	-3,540
Deferred taxes in respect of EPRA adjustments	-42,705	-46,452
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of the above	1,806	6,011
Non-controlling interests in respect of the above	488	-673
Roundings	0	0
<b>Profit (owners of the parent)</b>	<b>331,778</b>	<b>281,824</b>
Denominator (IAS 33)	38,113,384	34,789,526
<b>Earnings per share (owners of the parent - IAS 33 - €/share)</b>	<b>8.71</b>	<b>8.10</b>

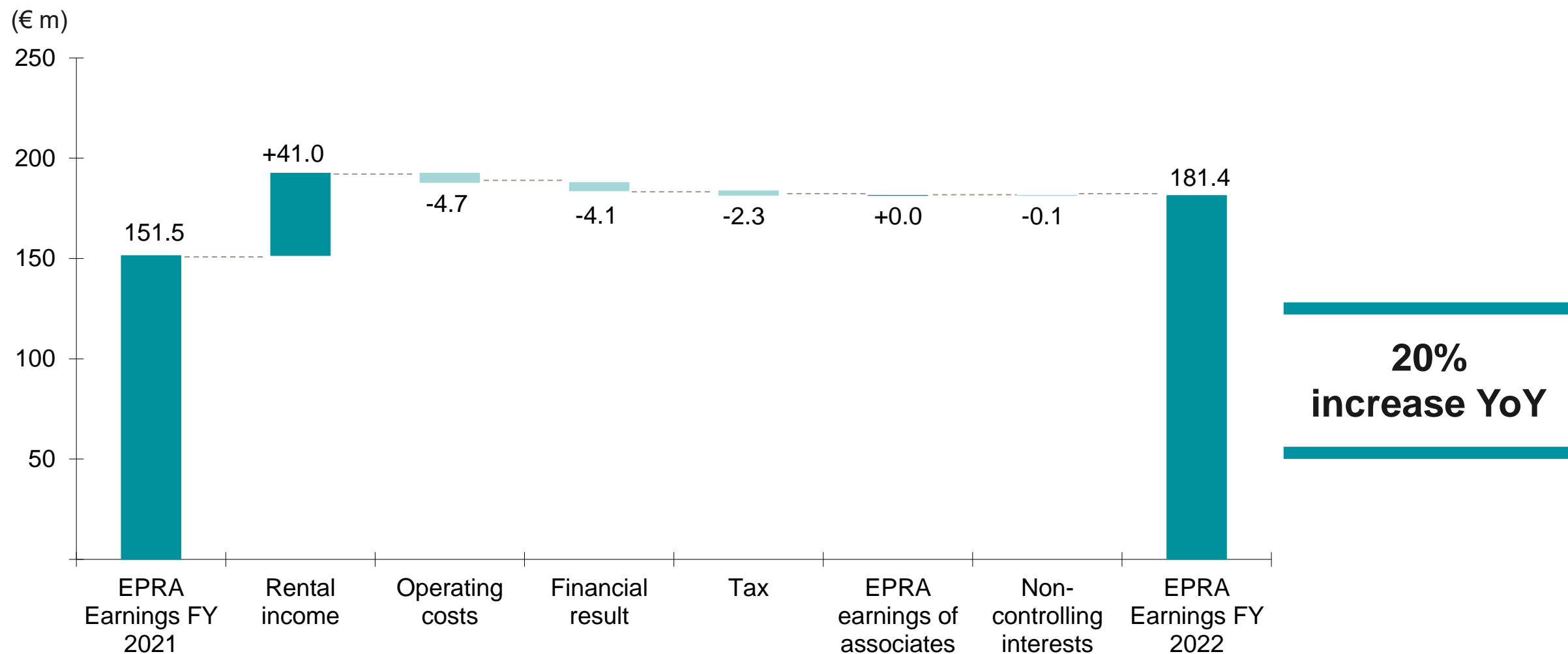


# Rental income



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.

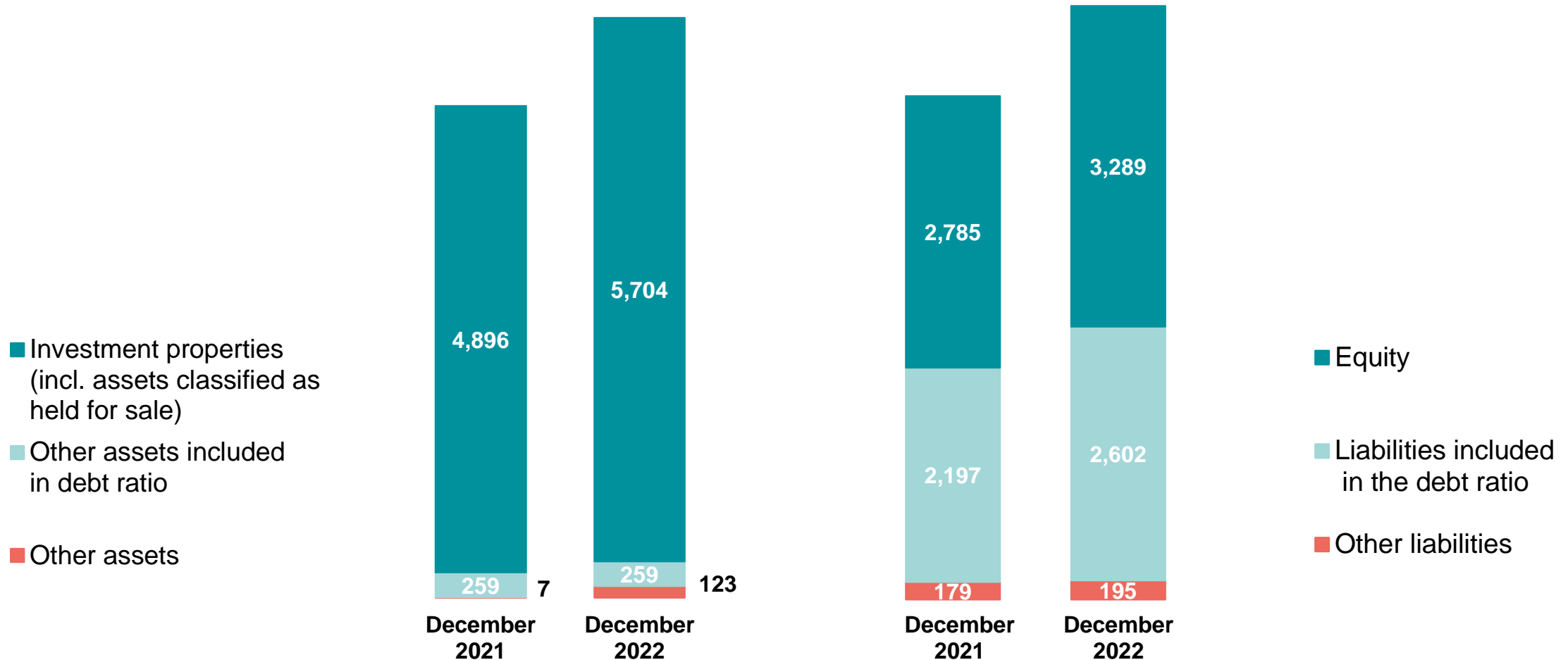
# EPRA Earnings



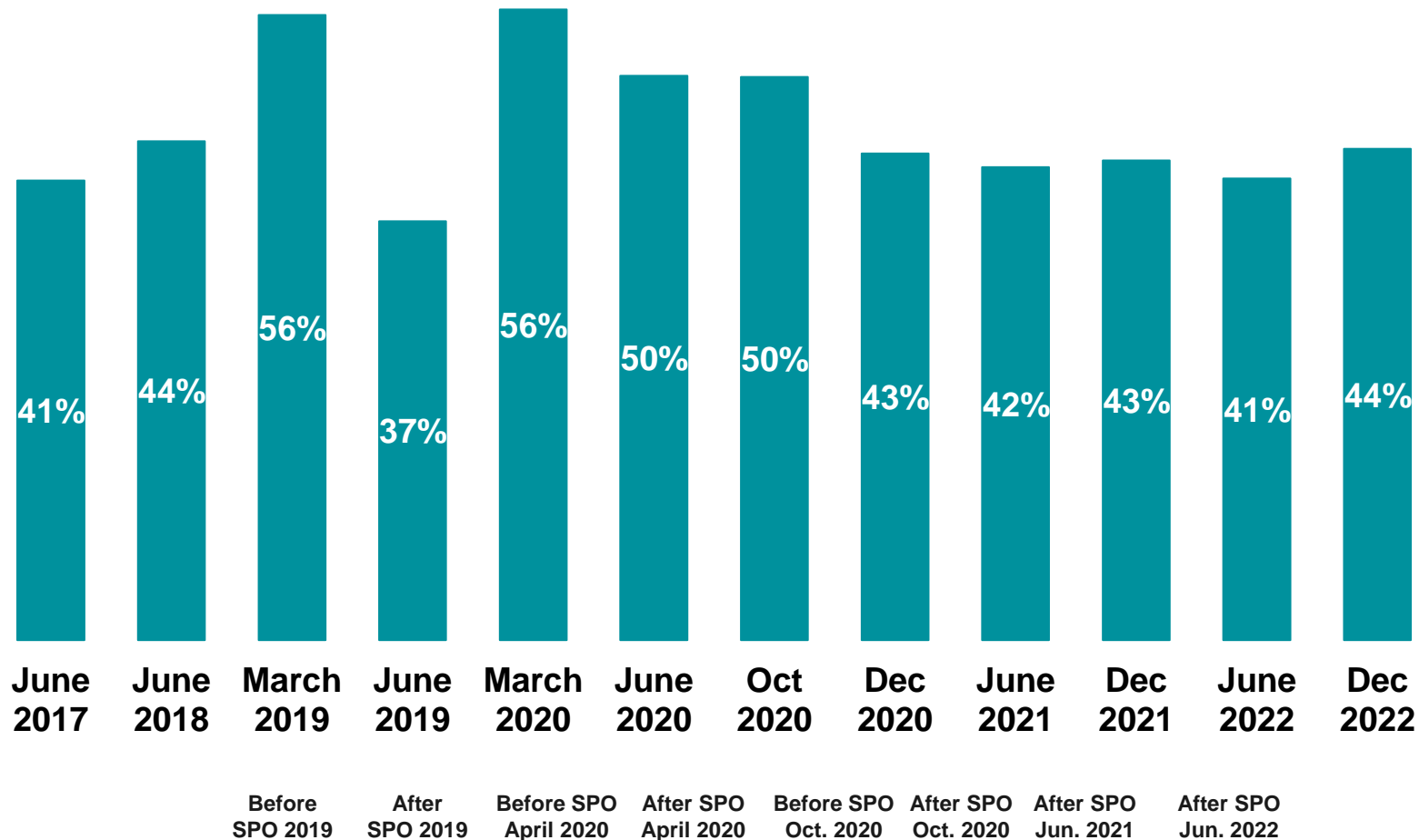


# Consolidated balance sheet (€ m)

Balance sheet total: €6.1 billion



# Debt-to-assets ratio



**Financial policy:**  
debt-to-assets ratio <50%  
with a target around 45%

**Investment capacity\*:**  
approx. €759 million  
before reaching 50% DTA

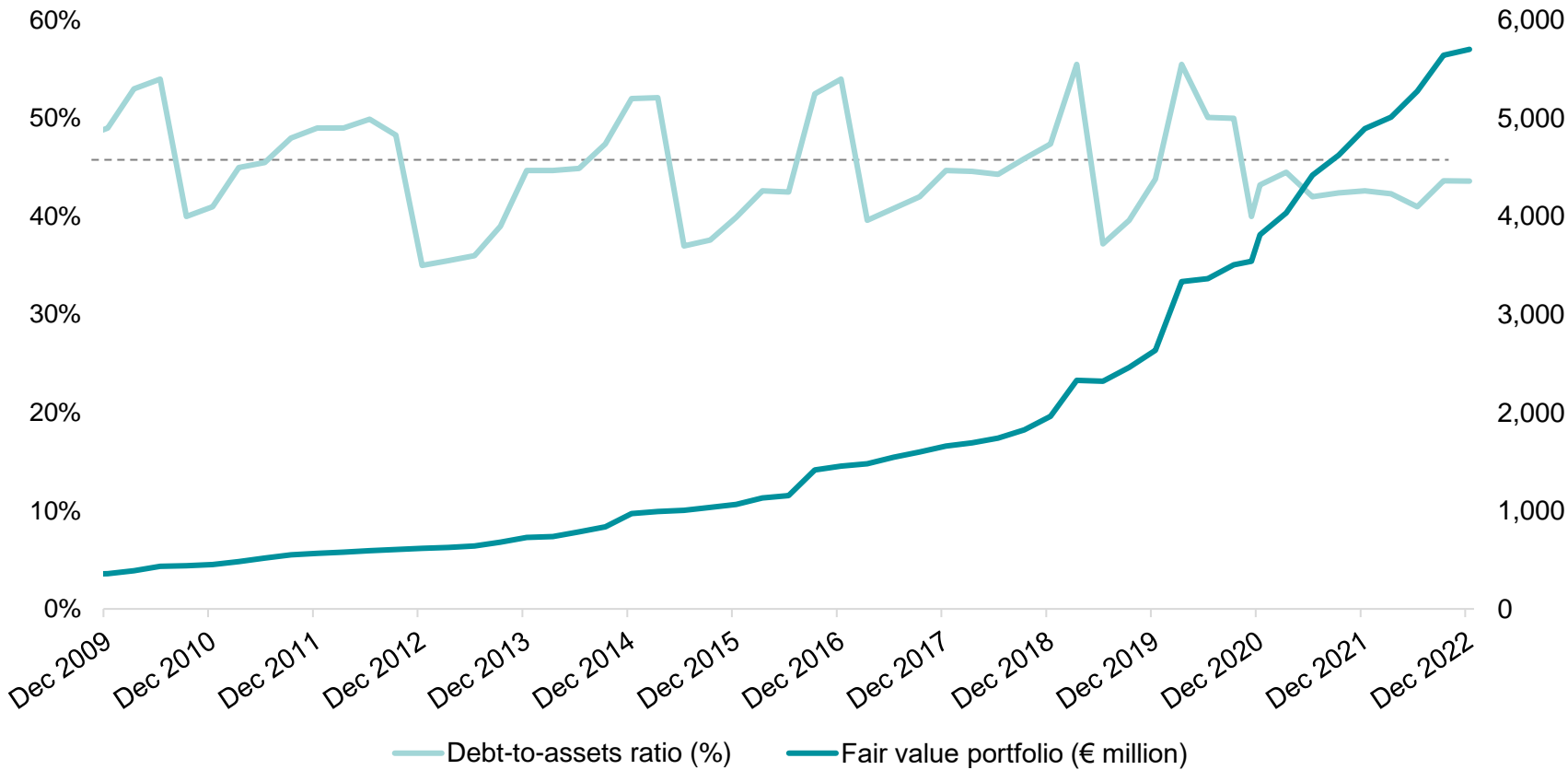
Bank covenants stand at a maximum of 60%.

\* In variable assets.



# Debt-to-assets ratio

€67m rights issue Oct 2010	€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	€286m ABB Jun 2021	€254m ABB Jun 2022
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Over the past 12 years, Aedifica maintained an average debt-to-assets ratio of 45%

# Credit facilities

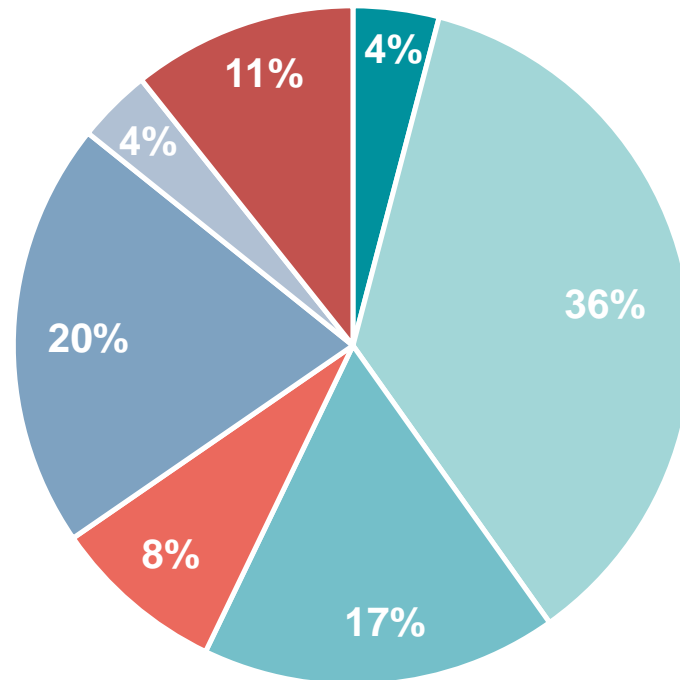
Total financial debt: €2,457 m

**Credit rating BBB with  
stable outlook from S&P  
Global**

**ICR 7.5x  
Debt/ EBITDA 11x**

**34% sustainable  
financing of drawn debt**

**Unsecured financing**  
except  
– Hoivatilat where certain  
particularities apply, and  
– Germany, in very limited cases



■ Investment credits

■ Term loans

■ Revolving loans

■ USPP GBP

■ Sustainable bond

■ Medium-term notes

■ Short-term treasury notes

**57% bank  
facilities**

**43% DCM**

# Credit facilities

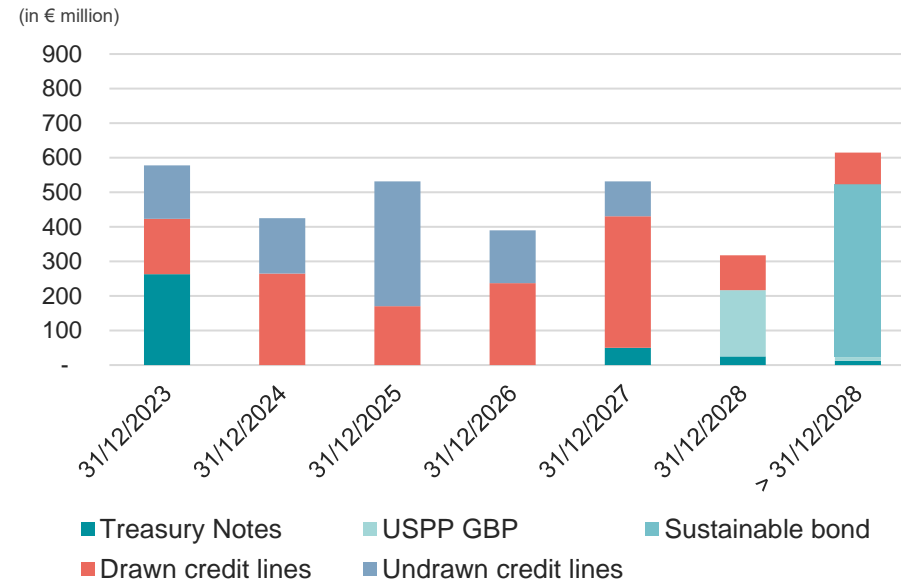
## LIQUIDITY

Financial debt (in € million) <sup>1</sup>	Lines	Utilisation	of which treasury notes
31/12/2023	578	423	263
31/12/2024	425	265	-
31/12/2025	531	170	-
31/12/2026	390	237	-
31/12/2027	532	430	50
31/12/2028	317	317	25
> 31/12/2028	614	614	12
<b>Total as of 31 December 2022</b>	<b>3,387</b>	<b>2,457</b>	<b>350</b>
<b>Weighted Average Maturity (in years)<sup>2</sup></b>	<b>4.0</b>	<b>4.7</b>	

<sup>1</sup> Amounts in £ were converted into € based on the exchange rate of 31 December 2022 (1.12845 £/€).

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

## DEBT MATURITY PROFILE



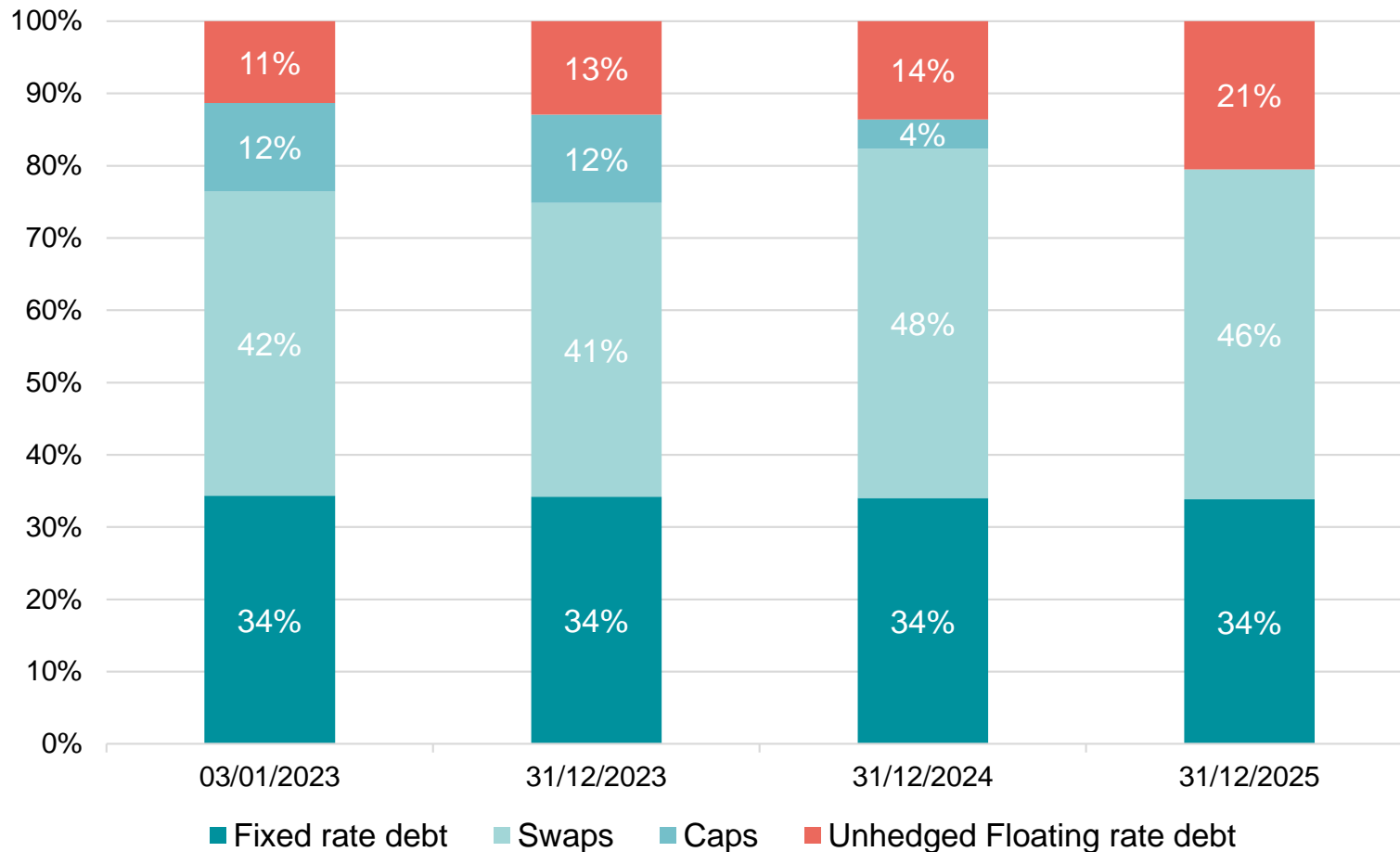
**Weighted average  
debt maturity  
(excl. CP): 4.7 yrs**

**Liquidity  
headroom after  
deduction of  
short-term CP:  
€667 million**



# Credit facilities

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



**89% of debt hedged  
by derivatives or  
fixed rate debt  
at the beginning of 2023<sup>2</sup>**

**Hedging weighted  
average maturity :  
6.6 years**

<sup>1</sup> Assuming debt as of 31 December 2022 unchanged.

<sup>2</sup> The 88.7% hedge ratio includes forward swaps entered at the beginning of January 2023. On 31 December 2022, the hedge ratio stood at 78.2%.

# Dividend policy

**€3.70 / share (gross)**

DPS guidance for 2022  
+ 9% compared to 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



# Portfolio analysis



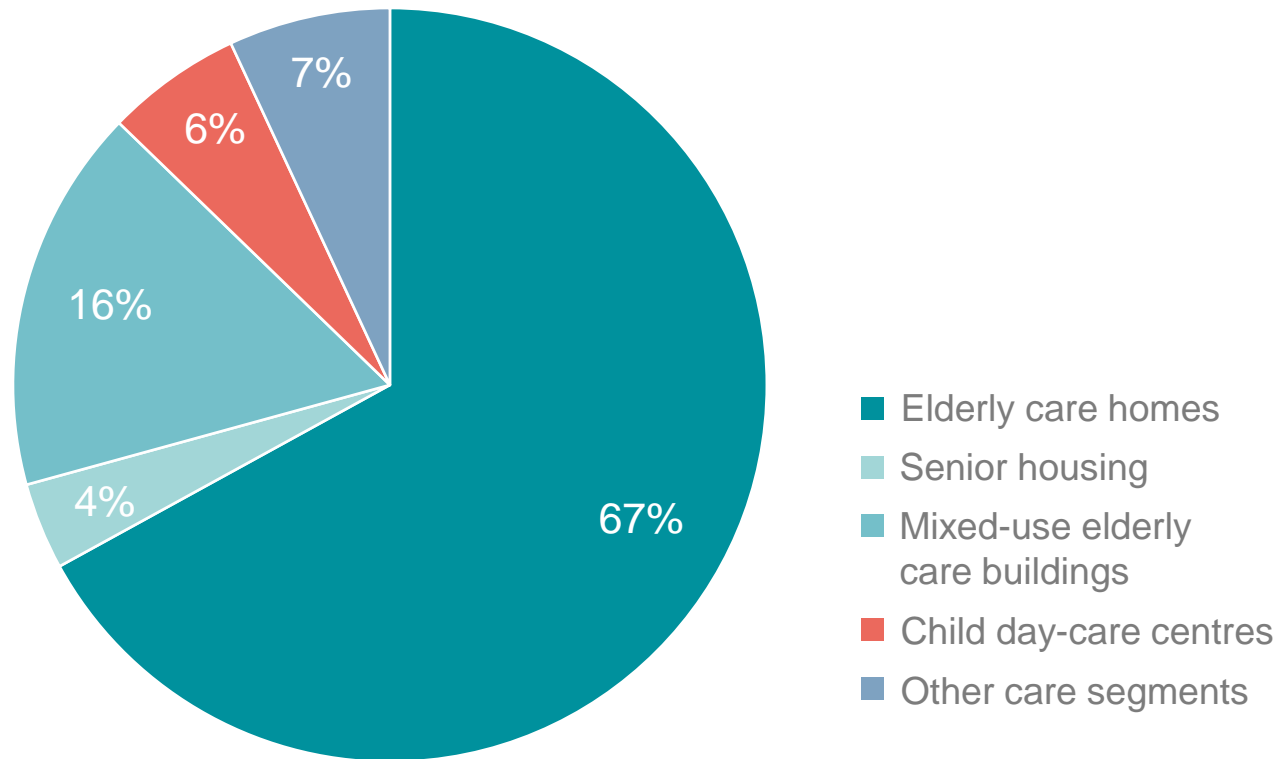
Seniorenhaus Lessingstrasse  
Würzen - Germany



# Healthcare real estate portfolio

## Healthcare segment breakdown

### FOCUS ON CARE FACILITIES FOR ELDERLY PEOPLE



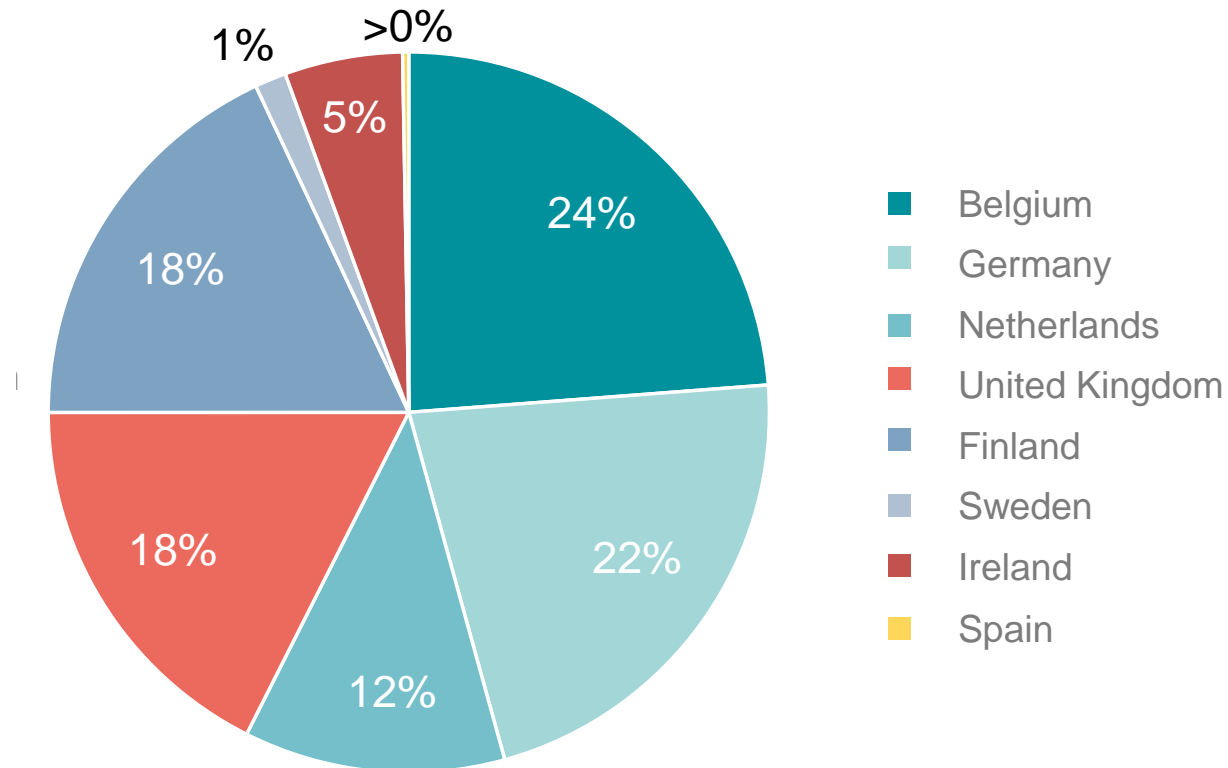
Marketable investment properties incl. assets classified as held for sale (€5,449 m), excl. rights of use of plots of land.



# Healthcare real estate portfolio

## Geographical breakdown

### DIVERSIFICATION ACROSS EUROPEAN COUNTRIES



Marketable investment properties incl. assets classified as held for sale (€5,449 m), excl. rights of use of plots of land.

## PORTFOLIO OF 85 ASSETS

**€1,299 m**  
portfolio  
fair value

**~8,800**  
residents

**5.5%**  
yield on  
fair value

**20 years**  
WAULT

**9**  
projects  
to be  
completed

**17**  
tenant  
groups

**~€1,364 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
triple net long  
leases

# Belgian healthcare portfolio

Klein Veldekens,  
Geel – 132 units



Résidence Véronique,  
Somme-Leuze – 131 units



Hof Van Schoten,  
Schoten – 101 units



Militza Brugge,  
Bruges – 120 units



## PORTFOLIO OF 103 ASSETS

**€1,198 m**  
portfolio  
fair value

**~10,500**  
residents

**5.1%**  
yield on  
fair value

**22 years**  
WAULT

**17**  
projects  
to be  
completed

**23**  
tenant  
groups

**~€1,336 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
double net long  
leases with various  
indexation  
limitations (through  
caps, hurdles...)



# German healthcare portfolio

Seniorenquartier Weyhe,  
Weyhe - 109 units



Seniorenzentrum Alte Zwirnerei,  
Gersdorf - 104 units



Seniorenquartier Bremen,  
Bremen – 109 units



Seniorenhaus Lessingstrasse,  
Wurzen - 73 units



## PORTFOLIO OF 75 ASSETS

**€640 m**  
portfolio  
fair value

**~3,300**  
residents

**5.6%**  
yield on  
fair value

**17 years**  
WAULT

**7**  
projects  
to be  
completed

**24**  
tenant  
groups

**~€677 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
mostly triple net  
long leases

**Strategic partnership**  
with developer Dunavast-  
Sonneborgh



# Dutch healthcare portfolio

Villa Florian,  
Blaricum - 29 units



Nieuw Heerenhage,  
Heerenveen - 126 units



Pachterserf,  
Apeldoorn - 48 units



Het Gouden Hart Soest,  
Soest - 36 units



## PORTFOLIO OF 114 ASSETS

**€960 m**  
portfolio  
fair value

**~7,300**  
residents

**6.4%**  
yield on  
fair value

**22 years**  
WAULT

**14**  
projects  
to be  
completed

**16**  
tenant  
groups

**~€1,090 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
triple net long  
leases with  
generally a 2%-  
4% indexation  
collar



# UK & Channel Islands healthcare portfolio

Shipley Canal Works,  
Shipley - 66 units



Abbot Care Home,  
Harlow - 117 units



Le petit Bosquet,  
Jersey - 43 units



Creggan Bahn Court,  
Ayr - 58 units



## PORTFOLIO OF 203 ASSETS

**€985 m**  
portfolio  
fair value

**~14,500**  
residents &  
children

**5.3%**  
yield on  
fair value

**12 years**  
WAULT

**14**  
projects  
to be  
completed

**49**  
tenant  
groups

**~€1,080 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
double net long  
leases

**Yield on  
cost**  
on average  
> 6%

**15%**  
share of public  
tenants in  
Finnish portfolio

**Experienced  
development  
team**  
in-house

**‘Build & hold’  
model**  
giving access to  
development  
margins



# Finnish healthcare portfolio

Koy Kuopion Männistönkatu PK,  
Kuopio - 168 units



Tampere Sisunaukio,  
Tampere - 130 units



Koy Espoon Matinkartanontie,  
Espoo - 537 units



Liminka Saunarannantie,  
Liminka - 99 units



## PORTFOLIO OF 23 ASSETS

**€77 m**  
portfolio  
fair value

**~750**  
residents &  
children

**5.0%**  
yield on  
fair value

**12 years**  
WAULT

**6**  
projects  
to be  
completed

**13**  
tenant  
groups

**~€106 m**  
portfolio outlook  
as of  
16 February 2023

**Inflation-  
linked**  
double net long  
leases

**Yield on  
cost**  
on average  
> 6%

**Experienced in-  
house development  
team**

**‘Build & hold’  
model**  
giving access to  
development margins



# Swedish healthcare portfolio

Bälinge Lövsta 9:19,  
Uppsala - 12 units



Almungeberg 1:21,  
Uppsala - 6 units



Sunnersta 120:2 & 120:4,  
Uppsala - 6 units



Förskola Kallinge,  
Ronneby - 120 units



## PORTFOLIO OF 18 ASSETS

**€289 m**  
portfolio  
fair value

**~1,900**  
residents

**5.3%**  
yield on  
fair value

**24 years**  
WAULT

**10**  
projects  
to be  
completed

**4**  
tenant  
groups

**~€453 m**  
portfolio outlook  
as of  
13 February 2023

**Inflation-  
linked**  
triple net long  
leases



# Irish healthcare portfolio

Dublin Stepside,  
Stepaside - 119 units



Beaumont Lodge,  
Dublin - 221 units



Waterford care home,  
Waterford - 64 units



Northwood Nursing Home,  
Dublin - 121 units





## PARTNERSHIP WITH SPANISH OPERATOR

<b>€75 m</b> initial portfolio ambition	<b>160</b> residents	<b>5.5%</b> yield on fair value	<b>30 years</b> WAULT
<b>Up to 5</b> projects expected within framework with Neurocare Home starting as of 2022	<b>1</b> tenant group	<b>~€16 m</b> portfolio outlook as of 16 February 2023	<b>Inflation- linked</b> triple net long leases

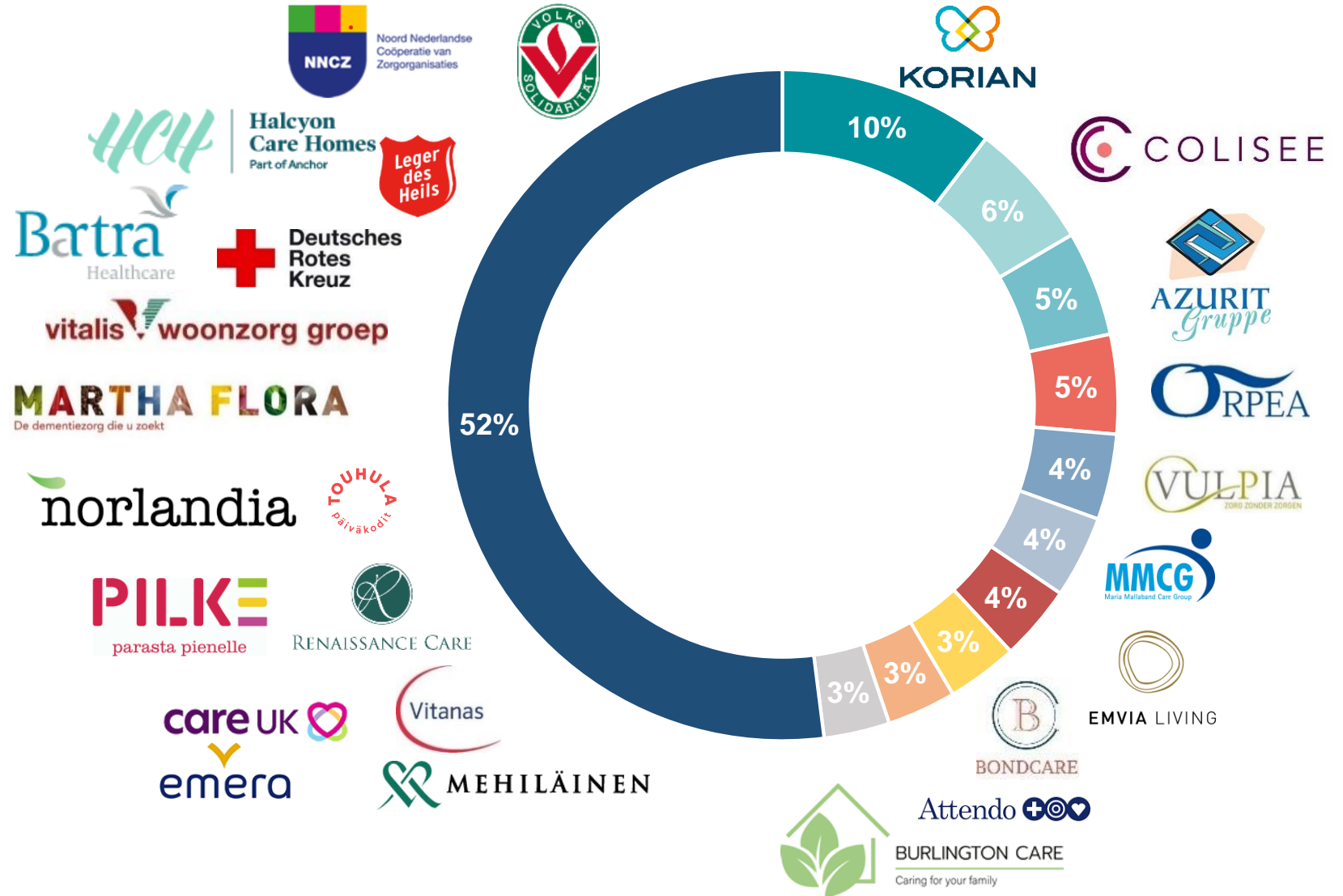
# Healthcare real estate tenants

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

622 sites with approx.  
280 tenants (or >150  
'groups') representing  
European, national and  
local profit and not-for-  
profit operators

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

<sup>1</sup> Based on the contractual rents.

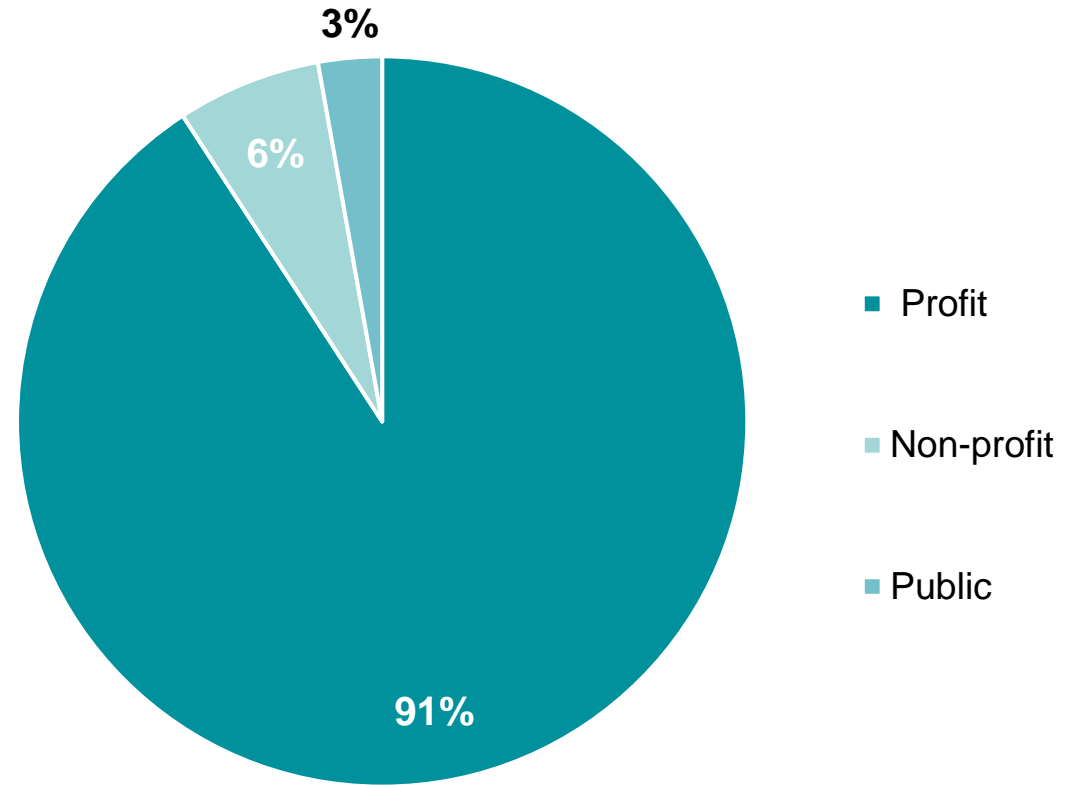


# Healthcare real estate tenants

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

**Predominantly private operators**

**Growing public and non-profit segments among tenants**

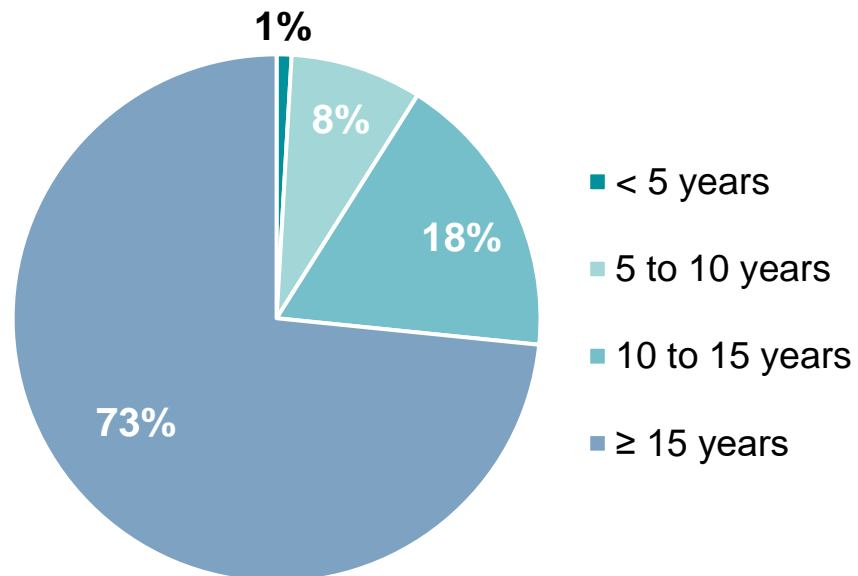


<sup>1</sup> Based on the contractual rents.



# Lease maturity & occupancy rate

## UNEXPIRED LEASE TERM



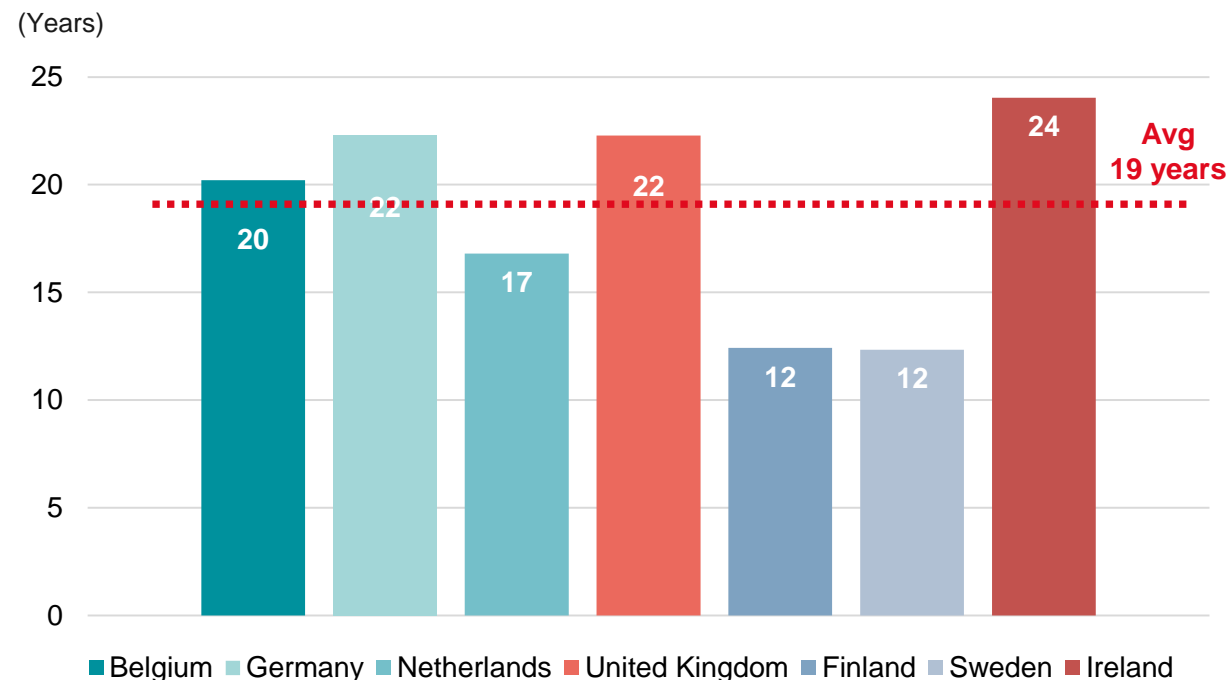
**19 years**

Weighted average unexpired  
lease term

**100 %**

Occupancy rate

## WAULT BY COUNTRY

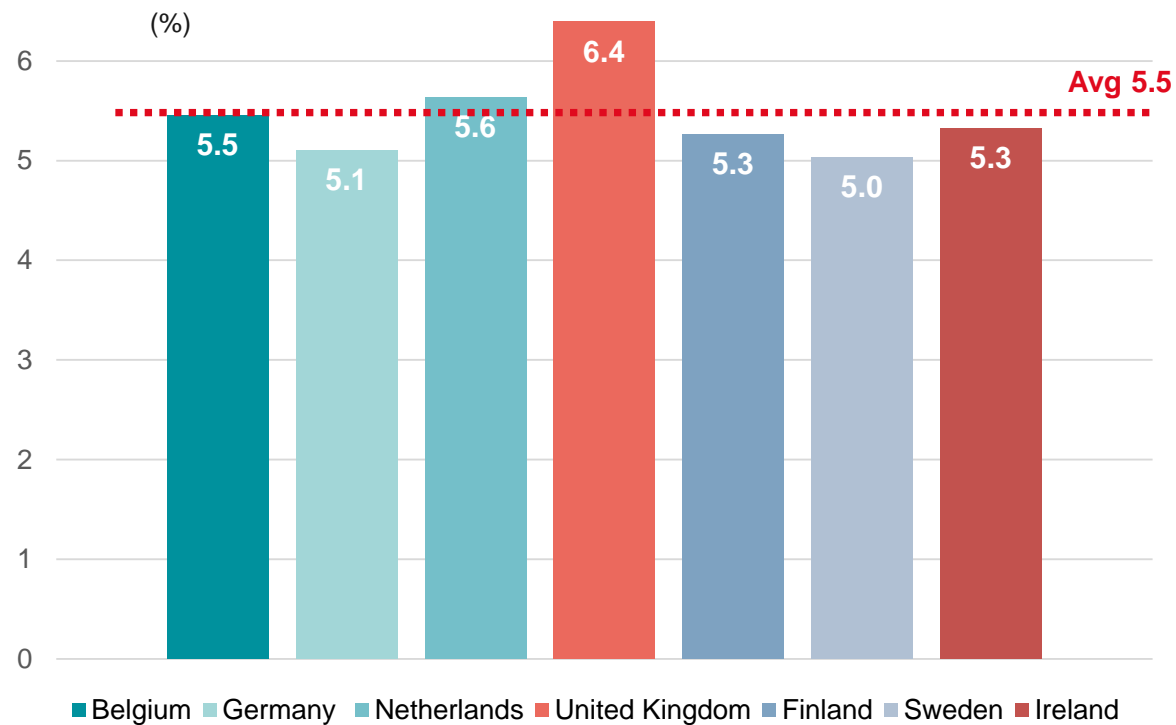


Marketable investment properties incl. assets classified as held for sale (€5,449 m), excl. rights of use of plots of land.

# Resilience in portfolio valuation

## GROSS YIELDS ON FAIR VALUE

Conservative valuation yields



## Like for like portfolio valuation

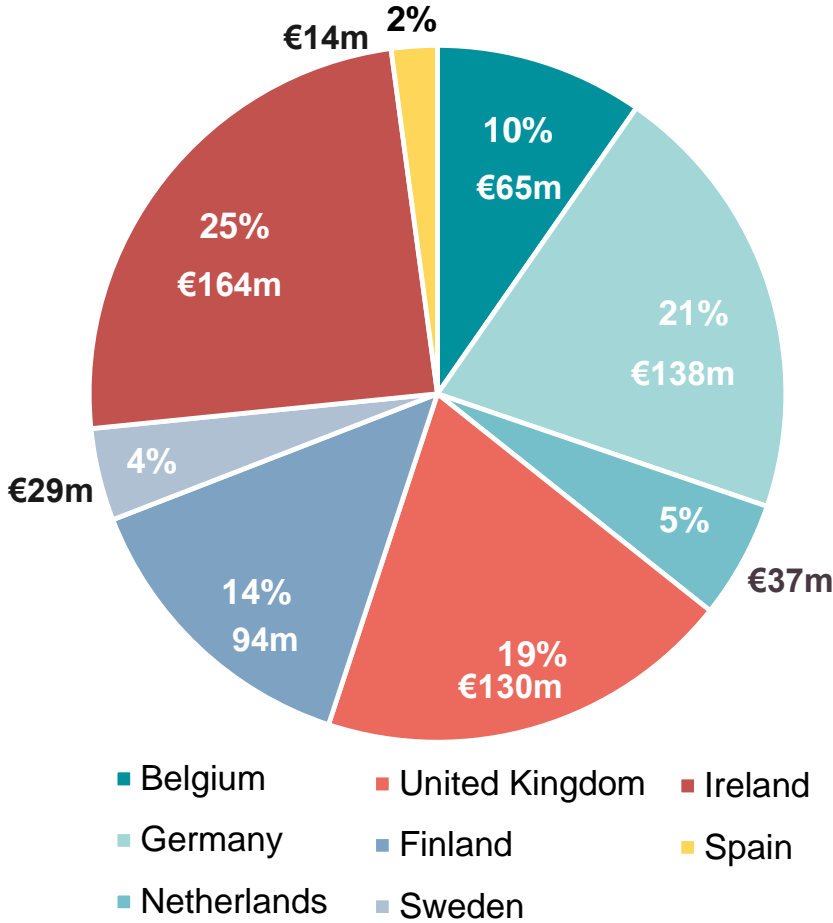
Country	Change in FV LFL - FY	Change in FV LFL - Q4
Belgium	2.6%	-0.3%
Germany	4.4%	-0.5%
Netherlands	4.5%	-2.0%
United Kingdom	0.6%	-2.7%
Finland	1.5%	-1.1%
Sweden	-0.8%	-3.2%
Ireland	1.3%	-0.9%
Spain	0.0%	0.0%
Total	2.6%*	-1.2%

\* Excluding impact from currency translation

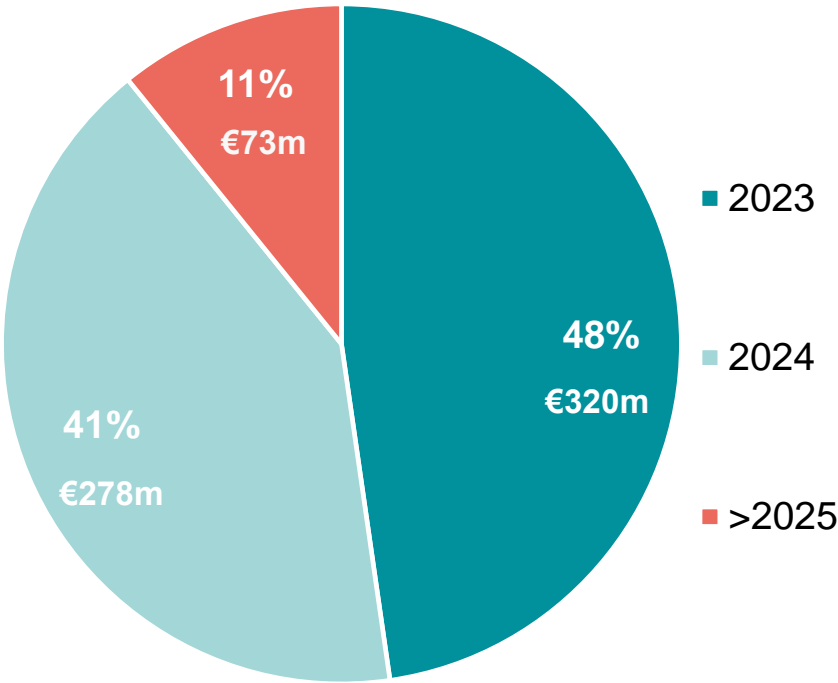
# Committed development projects

Pipeline: €671 million

GEOGRAPHICAL SPLIT



EXPECTED DELIVERY DATE





# Portfolio growth

## Development projects

**Turku Herttuankulma – Turku (FI)**  
Q1 2021 – Q4 2022 (est.)



**Seniorenquartier Langwedel – Langwedel (DE)**  
Q4 2021 – Q4 2022 (est.)



**Strängnäs Bivägen – Strängnäs (SE)**  
Expected completion: Q1 2023



**Sligo Finisklin Road – Sligo (IE)**  
Q4 2022 - Q2 2024 (est.)



# Aedifica at a glance

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**Pure-play  
healthcare**

**€5.7 billion**  
marketable investment  
properties

**€671 million**  
committed investment  
programme (investment &  
development projects)

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**Market reference**  
in European listed  
healthcare real estate

**Growth potential**  
driven by demographic  
evolution

**Expertise**  
17 years track record

**Sustainability**  
MSCI 'A' rating

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**Belgian REIT  
(RREC/SIR/GVV)**

**~ €3.2 billion**  
market cap

**100%**  
free float

**Dividend track  
record**

---

**Long term stable  
cash flows**

**Inflation-linked**  
contracts

**19 years**  
WAULT

**Diversification**  
8 European countries  
>150 operator groups





# Outlook



# Outlook FY 2023

**€308 million**

rental income  
(+ 13% vs. 2022)

**€320 million**

pipeline deliveries in 2023

Assuming FBI-tax regime in the Dutch subsidiaries in 2023 and refund of approx. €6 m for previous years

**€ 200 million**

EPRA Earnings  
(+ 10% vs. 2022)

**~ €150 million**

asset rotation

**~ €350 million**

cash out during 2023 related to the execution of the existing pipeline and the developments in Finland

**~ 45%**

debt-to-assets ratio  
(end 2023)

**1.12 £ / €**

foreign exchange assumption

No assumptions on hypothetical investments

**No fair value changes**

of portfolio assumed

Average cost of debt 2.2%

**€5.03/share**

EPRA EPS  
(+ 6% vs. 2022)

**€3.80/share**

Gross DPS  
(+ 3% vs. 2022)

# Thank you

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## QUESTION?

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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**

Public REIT under Belgian Law  
Regulated Real Estate Company (RREC)  
Société immobilière réglementée (SIR)  
Geregulementeerde vastgoedvennootschap (GVV)

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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.*



# Appendix



Villa Casimir  
Roermond - Netherlands



# Portfolio growth

## Investment programme as of 31 December 2022

### INVESTMENT PROGRAMME: €671 MILLION

Country	Development projects (in € million)	Rent (in € million)
BE	65	3
DE	138	7
NL	37	2
UK	130	7
FI	94	6
SE	29	2
IE	164	8
ES	14	1
<b>Total</b>	<b>671</b>	<b>35</b>

Fiscal year	Development projects (in € million)	Rent (in € million)
2023	320	16
2024	278	15
>2025	73	4
[xxxx]	0	0
<b>Total</b>	<b>671</b>	<b>35</b>

Rent	Development projects <sup>1</sup> (in € million)	Rent (in € million)	Yield <sup>2</sup>
Triple net	406	20	5.1%
Double net	261	15	5.5%
Land reserve	4	-	
<b>Total</b>	<b>671</b>	<b>35</b>	<b>5.3%</b>

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

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

# Notes

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