

## **INTERIM STATEMENT BY THE MANAGER FOR THE PERIOD 01.07.2017 – 30.09.2017**

- **The EPRA Earnings for the first nine months of 2017 amount to 90.0 million euros, an increase of 19% compared to the first nine months of 2016.**
- **The EPRA Earnings per share amount to 4.17 euros, an increase of 3.5% compared to the first nine months of 2016, including an increase of 15% in outstanding shares and a far lower gearing ratio.**
- **WDP reaffirms its ambition to achieve EPRA Earnings per share of 5.50 euros for 2017, as well as a gross dividend of 4.50 euros, payable in 2018.**
- **WDP brought home the Entrepreneur of the Year® 2017 award.**

### **1. Summary**

- The EPRA Earnings<sup>1</sup> for the first nine months of 2017 amount to 90.0 million euros, marking an increase of 19.3% over the first nine months of 2016 (75.5 million euros). The EPRA Earnings per share<sup>2</sup> for the first nine months of 2017 amount to 4.17 euros, an increase of 3.5% compared to the figure of 4.03 euros in the first nine months of 2016, including an increase of 15% in outstanding shares and a far lower gearing ratio (namely -6% year-on-year to around 53%).
- The net result (IFRS) for the first nine months of 2017 amounts to 184.8 million euros, compared to 71.4 million euros in the first nine months of 2016, partially driven by an increase of the underlying value of the property portfolio in the first nine months of 2017 of 79 million euros (namely 4%). The net result (IFRS) per share for the first nine months of 2017 amounts to 8.56 euros, compared to 3.81 euros in the first nine months of 2016.

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*In accordance with the guidelines issued by ESMA (the European Securities and Markets Authority), applicable as at 3 July 2016, the Alternative Performance Measures (APMs) used by WDP are defined in a footnote on their first mention in this press release. This definition will also be accompanied by a symbol (▼) so the reader can easily recognise it as an APM definition. Chapters 7-8 of this press release also give a reconciliation of these indicators.*

<sup>1</sup> ▼ EPRA Earnings: this is the underlying result of the core activities and indicates the degree to which the current dividend payments are supported by the profit. This result is calculated as the net result (IFRS) exclusive of the result on the portfolio, the change in the fair value of financial instruments and depreciation and write-down on solar panels. See also [www.epra.com](http://www.epra.com).

<sup>2</sup> ▼ The EPRA Earnings per share is the EPRA Earnings based on the weighted average number of shares.

- The occupancy rate<sup>3</sup> was 97.3% on 30 September 2017, compared to 97.0% on 31 December 2016. The average lease term (until the first termination date) in the WDP portfolio is 6.3 years (including solar panels).
- On 30 September 2017, the gearing ratio (IFRS<sup>4</sup>/proportionate) amounted to 51.1%/52.5%, a decrease of around 6% compared to 57.1%/58.4% on 30 September 2016.
- The EPRA NAV<sup>5</sup> was 55.9 euros on 30 September 2017, compared to 46.5 euros on 30 September 2016. The IFRS NAV was 53.9 euros on 30 September 2017, compared to 42.2 euros on 30 September 2016.
- The total identified investment volume under the 2016-20 growth plan comes to approx. 550 million euros, which is over half of the planned investment volume of 1 billion euros. Half of this package is complementary acquisitions and the other half is pre-leased new construction projects for new and existing clients, thanks to a strong commercial platform in the Benelux region and Romania and WDP's position as both a developer and long-term investor.
- WDP reaffirms its EPRA Earnings forecast of 5.50 euros per share for 2017. Based on this outlook, WDP intends to set a gross dividend of 4.50 euros for 2017, an increase of 6%.<sup>6</sup>
- On 17 October 2017, WDP brought home the Entrepreneur of the Year® 2017 award. WDP views this recognition not only as a distinction for the company, but also for the entire sector of listed real estate companies. Property companies like WDP are commercial enterprises adding value to the economy, not merely passive funds.



<sup>3</sup> The occupancy rate is calculated based on the rental values of the leased properties and the unleased space and includes income from solar panels. Projects under construction and/or renovation are not taken into account.

<sup>4</sup> ▼ The gearing ratio (IFRS) is calculated in the same manner as the gearing ratio (proportionate) in accordance with the Belgian Royal Decree on GVV's/SIRs, but based on a consolidated balance sheet in accordance with IFRS that incorporates joint ventures using the equity accounting method.

<sup>5</sup> ▼ EPRA NAV: this is the NAV that was adjusted to include properties and other investments at their fair value and exclude certain line items that are not expected to take shape in a business model with investment properties over the long term. See also [www.epra.com](http://www.epra.com).

<sup>6</sup> These profit forecasts are based on the current situation, barring presently unforeseen circumstances (such as a substantial deterioration in the economic and financial climate), and a normal number of hours of sunshine.

## **2. Operating and financial activities during the third quarter of 2017**

### **2.1. Occupancy rate and leases**

On 30 September 2017, the portfolio achieved an occupancy rate of 97.3%, compared to 97.0% at the end of 2016. Out of the 13% of lease contracts reaching their next expiry date in 2017, over 96% have already been extended (compared to 70% at the start of the year). This reaffirms the trust customers have in WDP.

### **2.2. Acquisitions and disposals**

#### **2.2.1. Acquisitions**

The third quarter of 2017 saw the completion of several acquisitions, with a total investment volume of some 93 million euros. For WDP, this generates an overall gross initial rental yield of approx. 7.2%.

All of these acquisitions were made at prices in line with the fair value determined in the valuations from the independent property experts.

#### *Belgium*

*Zonhoven, Vogelsancklaan 250:* an industrial site featuring approx. 43,000 m<sup>2</sup> in production and warehouse space in the immediate vicinity of the Lummen motorway junction. The acquisition was completed in mid-September by means of a partial demerger and paid for by issuing new WDP shares in the amount of approx. 17 million euros. The site is leased to Rettig ICC in line with market conditions under a triple net lease for an initial minimum term of 10 years.<sup>7</sup>

#### *The Netherlands*

*De Lier, Jorghem van der Houtweg:* within the framework of its partnership with The Greenery, WDP has acquired a parcel with 21,000 m<sup>2</sup> of buildings, formerly owned by The Greenery and leased to De Jong, which handles carton packaging for The Greenery. De Jong has signed an eight-year lease for the existing buildings. WDP will examine how the site can be redeveloped in the future in collaboration with De Jong. The investment budget amounts to some 9 million euros, with a projected annual rental income of 0.6 million euros. This transaction was announced in late 2016 and completed in July 2017.

*Breda, Prinsenhil 1-3 and The Hague, Westvlietweg 7-8:* WDP took over these two sites, of over 17,000 m<sup>2</sup> and approx. 33,000 m<sup>2</sup>, respectively, from ProDelta. The site in Breda is leased to various logistics service providers based on leases with a remaining term of approx. one and a half years. CEVA Logistics is leasing the site in The Hague under a lease with a remaining term of around four and a half years.

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<sup>7</sup> See the press release from 13 September 2017.

The total investment amount is 28 million euros, with a projected annual rental income of 2.2 million euros.

*Utrecht, Ruimteweg 1-5:* industrial space of over 15,000 m<sup>2</sup> leased to logistics service provider C. van Heezik under a ten-year lease. The investment budget amounts to approx. 10 million euros.

#### *France*

*Toulouse, ZAC Grand Sud Logistique industrial zone:* in a sale-and-rent-back transaction, WDP acquired a newly built warehouse of approx. 44,000 m<sup>2</sup> for the retailer Action in mid-July 2017. The international non-food discounter needed a fifth distribution centre in Europe to support its further expansion and future growth. Action will use this site to supply its shops in southern France. For this new site, Action is signing on to a fixed twelve-year lease that starts on 1 February 2018 after an occupancy preparation period. The investment budget for this transaction is some 27 million euros for WDP, with an expected annual rental income of 1.7 million euros.

#### **2.2.2. Disposals**

*Leuven, Vaart 25-35:* anticipating the need for more housing in this part of the city, WDP entered into a partnership agreement with project developer L.I.F.E. to convert the existing Hungaria building into a residential tower block. I love Hungaria is slated for completion in late 2018. As part of this project, WDP along with L.I.F.E. are selling this site in phases.<sup>8</sup> 45% of the surface area has already been sold.

In addition, the site in Oud-Beijerland has been sold as well. An amount of 6 million euros in *Assets held for sale* is currently recognised in the balance sheet. This covers the sites in Merchtem and part of the site in Leuven.

#### **2.3. Projects completed in the third quarter of 2017**

As announced, WDP successfully delivered the following pre-leased project during the first nine months of 2017. The initial gross rental yield for all of these completed projects is 6.7%, with an investment amount of approx. 107 million euros.

#### *Belgium*

*Zellik, Z4 Broekooi 290:* after tenant Antalis pulled out and moved into a smaller, more customised building, the newly available space was redeveloped into a service centre tailored to the needs of Euro Pool System. In total, an area of 30,000 m<sup>2</sup> (ground floor and mezzanine) has been developed under a lease with a fixed 15-year term. The investment for this redevelopment amounts to approx. 14 million euros for WDP (excluding the initial acquisition of the site).

*WDPort of Ghent:* logistics service provider Mainfreight has moved into a new warehouse of 9,000 m<sup>2</sup>

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<sup>8</sup> See the press release from 30 April 2015.

(with expansion potential to 30,000 m<sup>2</sup>) based on a long-term ten-year lease agreement (with first termination date after five years). The investment budget amounts to approx. 4 million euros.

### *The Netherlands*

*Veghel, Marshallweg 2:* partial redevelopment of a strategic FMCG campus for Kuehne + Nagel, already owned by WDP. This phased redevelopment involves replacing 31,000 m<sup>2</sup> in old warehouse space with a brand-new, state-of-the-art distribution centre totalling around 48,000 m<sup>2</sup>. The first phase of some 19,000 m<sup>2</sup> was delivered. The total investment budget for this redevelopment amounts to approx. 22 million euros.<sup>9</sup>

*Venlo, Trade Port Noord:* on a newly acquired land resource, WDP welcomes logistics service provider DB Schenker, already a WDP tenant in France, which has used this site to expand its operations within the Dutch Limburg region. WDP provided its tenant with a new multi-user warehouse totalling some 50,000 m<sup>2</sup>. The investment amount for this project comes to approx. 30 million euros.

*Heerlen, Earl Bakkenstraat:* in Heerlen, near Maastricht, logistics service provider CEVA Logistics, along with WDP, has expanded a pharma hub with growth potential. CEVA Logistics organises logistics for medical devices for Medtronic. The first phase of the new, fully GDP-compliant<sup>10</sup> construction amounts to over 33,000 m<sup>2</sup>. CEVA Logistics is signing on to a basic five-year lease agreement. The investment budget for WDP is approx. 32 million euros.

### *Romania<sup>11</sup>*

*Bucharest (1):* on a newly purchased parcel to the north of Bucharest, a distribution centre has been set up for Decathlon: a warehouse of approx. 22,000 m<sup>2</sup> fitted with a mezzanine with an additional 6,000 m<sup>2</sup>, along with an expansion potential of 10,000 m<sup>2</sup>. Decathlon provisions its shops from this site and has signed on to a 30-year lease agreement (with first termination date after seven years). The investment budget amounts to approx. 15 million euros.

*Timisoara (1):* international logistics service provider Kuehne + Nagel has moved into a new distribution centre of approx. 5,000 m<sup>2</sup> under a five-year lease. The investment budget amounts to approx. 2 million euros.

## **2.4. Projects under development**

WDP expects the approx. 146 million euros in projects under development to generate an initial gross rental yield of around 7.3%.

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<sup>9</sup> See also '2.4. Developments under construction - the Netherlands'.

<sup>10</sup> Good Distribution Practice or GDP refers to the guidelines for the proper distribution of medicinal and related products for human use.

<sup>11</sup> Based on 100% of the investment.

### *Belgium*

*Bornem, Sluisweg:* following the acquisition of the FMCG campus in Bornem, WDP has acquired the third and final phase which are currently being completed. Along with the first two phases, this site constitutes an XXL platform of approx. 100,000 m<sup>2</sup>. The investment involves an amount of approx. 7 million euros.

### *The Netherlands*

*Echt, Fahrenheitweg:* in the ML business park in Echt, where WDP is already present with a site leased to Action, WDP will provide a distribution centre of approx. 14,000 m<sup>2</sup> that will be leased for a fixed ten-year term to logistics service provider Dick Vijn. The investment budget for WDP amounts to approx. 9 million euros. Completion is projected over the course of the fourth quarter of 2017.

*Barendrecht, Dierensteinweg 30:* in line with the purchase of building C-D, this site will be redeveloped with a future gross area of approx. 23,700 m<sup>2</sup>, customised for tenant The Greenery, based on a lease term of at least fifteen years (phased completion slated for the fourth quarter of 2017 and the fourth quarter of 2018). The investment budget amounts to approx. 10 million euros.

*Bleiswijk, Maansteenweg/Spectrumlaan:* in early 2016, WDP purchased a landholding of approx. 7 hectares on this site. For Mediq, a distribution centre of around 25,000 m<sup>2</sup> is being set up, with delivery slated for the third quarter of 2017. Moreover, for Total Exotics, a customised warehouse measuring 6,000 m<sup>2</sup> is under construction, with delivery slated for the first quarter of 2018, based on a twelve-year lease (with the first termination date after six years). For Toolstation, a new warehouse is under construction with an area of around 11,900 m<sup>2</sup>, with completion scheduled for the third quarter of 2018. Toolstation is signing on to a ten-year lease for this. The total investment budget for both projects amounts to approx. 28 million euros.

*Veghel, Marshallweg 2:* partial redevelopment of a strategic FMCG campus for Kuehne + Nagel, already owned by WDP. This phased redevelopment involves replacing 31,000 m<sup>2</sup> in old warehouse space with a brand-new, state-of-the-art distribution centre totalling around 48,000 m<sup>2</sup>. The second phase of approx. 29,000 m<sup>2</sup> is currently under development. WDP expects final delivery of this site during the second quarter of 2018. The total investment budget for this redevelopment amounts to approx. 22 million euros.<sup>12</sup>

*Moerdijk, Energieweg 4:* a distribution centre totalling approx. 18,000 m<sup>2</sup> to be specially developed for the storage of packaged hazardous substances for Gondrand Traffic under a long-term 15-year lease. WDP plans to deliver this site over the course of the second quarter of 2018. The investment budget amounts to approx. 18 million euros.

*Amsterdam, Kaapstadweg:* new distribution centre with cross-docking warehouse totalling over 14,000 m<sup>2</sup> for DHL Parcel with an investment budget of approx. 14 million euros. Delivery is projected over the course of the fourth quarter of 2018. DHL Parcel will rent the premises from WDP under a 15-

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<sup>12</sup> See also '2.3. Projects completed in the third quarter of 2017 – the Netherlands'.

year long-term lease. After delivery, it will be the tenth site in the WDP property portfolio customised for DHL in the Benelux region.

### *Romania<sup>13</sup>*

*Bucharest (2):* a second project on this site is underway for retailer Carrefour which after delivery (scheduled for the fourth quarter of 2017), will move into a distribution centre of around 11,000 m<sup>2</sup> with an expansion to 16,000 m<sup>2</sup> under a ten-year lease. WDP projects an investment budget of some 8 million euros.

*Cluj-Napoca (3):* at this site, supermarket chain Profi is centralising its retail service for fruits and vegetables for the Transylvania region. WDP will phasely develop a customised refrigerated distribution centre, with offices, totalling over 15,000 m<sup>2</sup>, with delivery slated for the first quarter of 2018. Profi is signing on to a long-term ten-year lease agreement. The investment budget amounts to approx. 10 million euros.

*Oarja (1):* the existing tenant, Röchling, wishes to double its current warehouse space. By the end of the fourth quarter of 2017, WDP will therefore deliver over 7,700 m<sup>2</sup> in distribution space under a long-term ten-year lease. The investment budget amounts to approx. 3 million euros.

*Oarja (2):* construction of a distribution centre for logistics service provider CEVA Logistics, for setting up its logistics activities for Pirelli. This new custom-built warehouse totalling over 11,000 m<sup>2</sup> will be leased under a fixed three-year contract after delivery (scheduled during the fourth quarter of 2017). WDP projects an investment budget of some 4 million euros.

*Aricestii Rahtivani (Ploiesti):* newly built warehouse with offices of some 4,500 m<sup>2</sup> for Kamtec, specialising in car parts, which is signing on to a long-term ten-year lease. Delivery of this site is scheduled for the first quarter of 2018. The investment budget amounts to approx. 3 million euros.

*Roman:* in Roman, located in the north-east of Romania, a new construction project of around 34,000 m<sup>2</sup> is starting up in phases. Profi is signing on for a long-term fixed ten-year lease after delivery of the site, planned in two phases: one in the fourth quarter of 2017 and one in the first quarter of 2018. The investment budget amounts to approx. 15 million euros.

*Oradea (1):* on this new WDP site, a new warehouse with offices of over 4,000 m<sup>2</sup> is under development for Kuehne + Nagel, with delivery scheduled for the first quarter of 2018. Kuehne + Nagel has signed on to a fixed five-year lease for this site. The investment budget amounts to approx. 2 million euros.

*Timisoara (2):* newly built warehouse totalling around 8,000 m<sup>2</sup> for logistics service provider TE Connectivity Solutions, which will lease this site under a ten-year lease with a break after seven years. WDP plans to deliver this site over the course of the first quarter of 2018. The investment budget amounts to approx. 3 million euros.

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<sup>13</sup> Based on 100% of the investment.

*Ramnicu Valcea (3):* at the request of current tenant Faurecia, the current area will be expanded by approx. 4,800 m<sup>2</sup>, with delivery scheduled for the fourth quarter of 2017, based on a ten-year lease after delivery covering both the existing and new warehouse space. The investment budget for this expansion amounts to around 3 million euros.

*Oradea (2):* a warehouse of over 16,000 m<sup>2</sup> will be developed for automotive supplier Inteva Products Salonta, which will lease this space under a ten-year lease. Delivery is slated for the third quarter of 2018. The investment budget amounts to approx. 8 million euros.

*Oarja (3):* the site under construction for CEVA Logistics (see *Oarja (2)* above) will be expanded immediately with two additional newly built warehouses of approx. 10,000 m<sup>2</sup> and 19,000 m<sup>2</sup>, slated for the first and second quarters of 2018, respectively. CEVA Logistics is signing on to a three-year lease for the entire site. WDP projects an investment budget for this expansion of some 10 million euros.

*Constanta:* on the existing parcel owned by WDP, a new tailor-made warehouse is under development for tenant Vestas ceu Romania, a global player in wind energy, with an area of approx. 2,300 m<sup>2</sup>, slated for delivery in the second quarter of 2018. The space will be leased under a five-year contract. The investment budget amounts to approx. 2 million euros.

*Paulesti (1):* Global Enterprises International, a supplier for the automotive sector, is signing on to a seven-year lease for a newly built warehouse of around 4,800 m<sup>2</sup>, to be delivered in the second quarter of 2018. The investment budget amounts to approx. 3 million euros.

*Paulesti (2):* in addition, a newly built warehouse is also under development on this site for construction firm Norwest Romania, with an area totalling some 8,800 m<sup>2</sup>, slated for delivery in the second quarter of 2018. The tenant is signing on to a ten-year agreement. WDP projects an investment budget of some 7 million euros.

## 2.5. Sustainability

### *Second stage of solar panel project in the Netherlands adds 25 MWp, on top of the existing 25 MWp*

As part of its strategy to boost portfolio sustainability, WDP plans to invest some 25 million euros in the second phase of its solar panel project in the Netherlands, launched back in 2015. The granting of SDE+ subsidies<sup>14</sup> for this is complete. Following rollout with clients, between now and the end of 2018, this project will add a total of 25 MWp in additional capacity to the PV portfolio.

By the end of 2017, the roofs of WDP warehouses in the Netherlands will boast an additional 25 MWp of capacity, enough to power some 6,500 average European households. Along with installations in

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<sup>14</sup> Companies and (non-profit) organizations wanting to produce renewable energy in the Netherlands, can benefit from the SDE+ subsidies. That way, they are granted a subsidy for the sustainable energy they are producing.



Belgium and Romania, WDP is moving towards 85 MWp of installed solar capacity in its portfolio. Over the medium-term, WDP will strive for a total PV portfolio of 100 MWp.

## **2.6. Management of financial assets**

### *Capital increase of 17 million euros through contribution in kind*

Mid-September 2017, WDP realised the acquisition of the Zonhoven site<sup>15</sup> via a partial demerger, and the subsequent contribution in kind in WDP, in consideration for 192,873 new WDP shares. The transaction has led to bolstering the shareholders' equity by (approximately) 17.4 million euros, of which an amount of (approximately) 1.5 million euros has been allocated to the *Capital* item and an amount of (approximately) 15.8 million euros to the *Issue Premiums* item.

### *Approval of new loan of 25 million euros by Agricultural Bank of China*

WDP successfully secured a new loan of 25 million euros with Agricultural Bank of China with a seven-year (5+1+1) term, enhancing the collaboration.

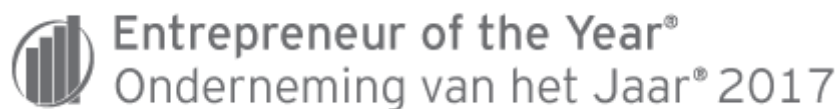
## **2.7. Significant events after the balance sheet date**

### **2.7.1. Property portfolio**

#### *Luxembourg*

Mid-October 2017, WDP was able to conclude the previously announced acquisition in Luxembourg. This acquisition was carried out by purchasing 55% of the shares in the joint venture WDP Luxembourg (formerly S.O.L.E.I.L. SA). The remaining 45% is held by the Grand Duchy of Luxembourg, which will remain a joint venture partner. The company owns an existing building of around 26,000 m<sup>2</sup> leased to Ampacet. In addition, this site, located in the Eurohub Sud logistics business zone, also offers immediate expansion potential for an additional 26,000 m<sup>2</sup> (according to future pre-leasing). The investment budget (based on 100% of the investment) amounts to approx. 22 million euros. Ampacet is leasing the existing building under a lease agreement with a remaining term of three years.

### **2.7.2. Entrepreneur of the Year**



On 17 October 2017, WDP brought home the Entrepreneur of the Year® 2017 award. In the final round, WDP beat out tanker shipping company Euronav, as well as Armonea, specialising in residential care.

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<sup>15</sup> See also '2.2.1. Acquisitions and disposals – Acquisitions – Belgium'.

WDP successfully won over the panel of judges in the following three areas: innovative entrepreneurship, sound financial position and the boldness and determination to continue to grow. WDP views this recognition not only as a distinction for the company, but also for the entire sector of listed real estate companies. Property companies like WDP are commercial enterprises adding value to the economy, not merely passive funds.

### **3. Financial results**

#### **3.1. Summary**

The EPRA Earnings of WDP for the first nine months of 2017 amount to 90.0 million euros. This result marks an increase of 19.3% over the result of 75.5 million euros in the first nine months of 2016. The EPRA Earnings per share amount to 4.17 euros, an increase of 3.5% compared to the same period last year, including an increase of 15% in outstanding shares and a substantial lower gearing ratio (-6% year-on-year to 52.5%).

This increase in EPRA Earnings primarily stems from strong growth in the WDP portfolio in 2016-17 by means of acquisitions and pre-leased projects. In addition, operational and financial costs were actively managed and kept under control.

### 3.2. Key figures

#### KEY FIGURES

OPERATIONAL	30.09.2017	31.12.2016
Fair value of property portfolio (including solar panels) (in million euros)	2 543,8	2 203,8
Gross initial yield (including vacancies) <sup>2</sup> (in %)	7,2	7,5
Net initial yield (EPRA) <sup>2</sup> (in %)	6,4	6,8
Average lease term (until first break) <sup>3</sup> (in years)	6,3	6,3
Occupancy rate <sup>4</sup> (in %)	97,3	97,0
Like-for-like rental growth <sup>5</sup> (in %)	0,9	-2,1
Operating margin <sup>6</sup> (in %)	92,7	93,6

FINANCIAL	30.09.2017	31.12.2016
Gearing ratio (IFRS) <sup>7</sup>	51,1	49,2
Gearing ratio (proportional) (in line with the GVV/SIR Royal Decree)	52,5	50,5
Interest Coverage Ratio <sup>8</sup> (in x)	4,9	4,1
Average cost of debt (in %) <sup>9</sup>	2,5	2,8
Average remaining duration of outstanding debt (in years)	3,6	4,2
Average remaining duration of long term credit facilities (in years)	4,1	4,8
Hedge ratio <sup>10</sup> (in %)	86	93
Average remaining term of hedges <sup>11</sup> (in years)	7,4	7,2

RESULT (in million euros)	30.09.2017	30.09.2016
Property result	116,0	104,3
Operating result (before result on the portfolio)	107,5	97,6
Financial result (excluding changes in the fair value of the financial instruments) <sup>12</sup>	-19,5	-22,8
EPRA Earnings <sup>13</sup>	90,0	75,5
Result on the portfolio (including participation joint ventures) <sup>14</sup>	82,2	20,4
Changes in the fair value of financial instruments	15,8	-21,9
Depreciation and write-down of solar panels (including participation joint ventures)	-3,2	-2,6
Net result (IFRS)	184,8	71,4

DETAILS PER SHARE (in euros)	30.09.2017	30.09.2016
EPRA Earnings <sup>15</sup>	4,17	4,03
Result on the portfolio (including participation joint ventures) <sup>16</sup>	3,81	1,09
Changes in fair value of the financial instruments	0,73	-1,17
Depreciation and write-down of solar panels	-0,15	-0,14
Net result (IFRS)	8,56	3,81
IFRS NAV <sup>17</sup>	53,9	42,1
EPRA NAV <sup>18</sup>	55,9	46,5
EPRA NNAV <sup>19</sup>	53,5	41,4

<sup>1</sup> Calculated by dividing annualised contractual gross (cash) rents by fair value. The fair value is the value of the property investments after deduction of transaction costs (mainly transfer tax).

<sup>2</sup> Financial performance indicator calculated according to EPRA's (European Public Real Estate Association) Best Practices Recommendations van EPRA. See also [www.epra.com](http://www.epra.com).

<sup>3</sup> Including the solar panels which are included in the remaining weighted average term of the green energy certificates.

<sup>4</sup> Calculated based on the rental values for the leased properties and the non-leased surfaces, including the income from solar panels. Ongoing projects and/or renovations are not considered.

<sup>5</sup> Like-for-like rental growth: organic growth of the gross rental income year-on-year on the basis of an unchanged portfolio, excluding development projects, acquisitions and disposals during both periods of this comparison.

<sup>6</sup> The operating margin, obtained by dividing the operating result (before the result on the portfolio) by the property result. Based on the comparison between 9M 2017 and 9M 2016.

<sup>7</sup> The gearing ratio (IFRS) is calculated in the same manner as the gearing ratio (proportional) in accordance with the Belgian Royal Decree on Regulated Real-Estate Investment Companies (the 'GVV-KB'), but based on a consolidated balance sheet in accordance with IFRS that incorporates joint venture using the equity method.

<sup>8</sup> Defined as operating result before the result on portfolio divided by interest charges less interest and dividends collected less fee for financial leasing and other. This ratio indicates the extent to which the company is able to meet its annual interest payments.

<sup>9</sup> Average cost of debt: this refers to the weighted average yearly interest rate for the reporting period, taking into account the average outstanding debt and the hedging instruments during that same period.

<sup>10</sup> Hedge ratio: percentage of fixed-rate and floating-rate debts hedged against interest rate fluctuations by means of derivatives. This economic parameter is not an obligatory parameter under the Belgian Regulated Real-Estate Investment Companies Act (Wet betreffende de gereglemeerde vastgoedvenootschappen or GVV-Wet).

<sup>11</sup> The remaining duration of debt at fixed rate and interest rate hedges entered into to hedge the debt against interest rate fluctuations.

<sup>12</sup> Financial result (exclusive of change in the fair value of the financial instruments): this is the financial result according to IFRS exclusive of the change in fair value of financial assets and liabilities, and reflects the actual financial expenses of the company.

<sup>13</sup> EPRA Earnings: this is the underlying result of core activities and indicates the degree to which the current dividend payments are supported by the profit. This result is calculated as the net result (IFRS) exclusive of the result on the portfolio, the change in the fair value of financial instruments and depreciation and write-down on solar panels. See also [www.epra.com](http://www.epra.com).

<sup>14</sup> Result on the portfolio (including participation joint ventures): realised and unrealised capital gains/loss with respect to the latest valuation by the property expert, taking into account the effective or deferred capital gains tax due, including WDP's proportionate share in the portfolio of associated companies and joint ventures.

<sup>15</sup> The EPRA Earnings per share is the EPRA earnings based on the weighted average number of shares.

<sup>16</sup> Result on the portfolio (including participation joint ventures) per share: this is the result on the portfolio based on the weighted average number of shares.

<sup>17</sup> IFRS NAV: Net asset value before profit distribution of the current year in accordance with the IFRS balance sheet. The IFRS NAV is calculated as the shareholders' equity as per IFRS divided by the number of shares entitled to dividend on the balance sheet date.

<sup>18</sup> EPRA NAV: this is the NAV that was adjusted to include properties and other investments at their fair value and exclude certain line items that are not expected to take shape in a business model with real estate investments over the long term. See also [www.epra.com](http://www.epra.com).

<sup>19</sup> EPRA NNAV: this is the EPRA NAV adjusted to include the fair value of (i) financial instruments, (ii) debts and (iii) deferred taxes. See also [www.epra.com](http://www.epra.com).

### 3.3. EPRA metrics

EPRA KEY PERFORMANCE MAESURES <sup>1</sup>	30.09.2017	31.12.2016
EPRA Earnings (in euros per share) <sup>2</sup>	4,17	4,03
EPRA NAV (in euros per share) <sup>3</sup>	55,9	51,2
EPRA NNNNAV (in euros per share) <sup>4</sup>	53,5	47,9
EPRA Net Initial Yield (in %)	6,4	6,8
EPRA Topped-up Net Initial Yield (in %)	6,4	6,8
EPRA vacancy rate (in %)	2,9	3,3
EPRA Cost Ratio (incl. direct vacancy costs) (in %) <sup>5</sup>	9,1	9,0
EPRA Cost Ratio (excl. direct vacancy costs) (in %) <sup>5</sup>	8,7	8,4

<sup>1</sup> Financial performance indicators calculated according to EPRA's (European Public Real Estate Association) Best Practices Recommendations. Please see [www.epra.com](http://www.epra.com).

<sup>2</sup> ▼ EPRA Earnings: this is the underlying result of core activities and indicates the degree to which the current dividend payments are supported by the profit. This result is calculated as the net result (IFRS) exclusive of the result on the portfolio, the change in the fair value of financial instruments and depreciation and write-down on solar panels. See also [www.epra.com](http://www.epra.com). Based on the comparison between 9M 2017 and 9M 2016.

<sup>3</sup> ▼ EPRA NAV: this is the NAV that was adjusted to include properties and other investments at their fair value and exclude certain line items that are not expected to take shape in a business model with real estate investments over the long term. See also [www.epra.com](http://www.epra.com).

<sup>4</sup> ▼ EPRA NNNNAV: EPRA NAV adjusted to include the fair value of (i) financial instruments, (ii) debts and (iii) deferred taxes. See also [www.epra.com](http://www.epra.com).

<sup>5</sup> ▼ EPRA Cost Ratio: administrative and operating costs (including and excluding direct vacancy costs) divided by the gross rental income. See also [www.epra.com](http://www.epra.com).

### 3.4. Notes on the profit and loss account for the first nine months of 2017

#### Property result

The *property result* for the first nine months of 2017 amounts to 116.0 million euros, up 11.2% compared to last year (104.3 million euros). This increase is driven by continued portfolio growth in 2016-17 in Belgium, the Netherlands, France and Romania, through acquisitions and the completion of pre-leased projects. With an unchanged portfolio, the rental income rose by +0.9%<sup>16</sup>, mainly driven by the indexing of leases. The property result also includes 9.1 million euros in income from solar panels (compared to 7.5 million euros in the same period last year, when the installed capacity was smaller).

GROSS RENTAL INCOME BY COUNTRY					
	Belgium	Netherlands	France	Total IFRS	Romania
<i>(in euros x 1 000)</i>					
I. Rental income	49 067	54 072	4 593	107 732	3 030
III. Rental charges <sup>1</sup>	-492	-135	-48	-675	0
<b>RENTAL INCOME, NET OF RENTAL-RELATED EXPENSES</b>	<b>48 575</b>	<b>53 937</b>	<b>4 545</b>	<b>107 057</b>	<b>3 030</b>

<sup>1</sup> The heading 'Rental charges' consists of 'Rent to be paid for leased premises' and 'Provisions for trade receivables (additions)'.

<sup>16</sup> ▼ Like-for-like rental growth: this is the organic growth in gross rental income year-on-year with an unchanged portfolio, exclusive of project developments, acquisitions and sales during these two comparison periods.

### **Operating result (before the result on the portfolio)**

The *operating result (before the result on the portfolio)* amounts to 107.5 million euros in the first nine months of 2017, an increase of 10.2% compared to the same period last year (97.6 million euros). Property and other general expenses amount to 8.4 million euros for the first nine months of 2017, an increase of 1.7 million euros compared to the costs for the same period in 2016, when these costs were unusually low. WDP succeeded in further controlling costs, with the operating margin for the first nine months of 2017 coming to 92.7% – in line with the average in recent years.

### **Financial result (excluding change in the fair value of the financial instruments)**

The *financial result (excluding change in the fair value of the financial instruments)*<sup>17</sup> amounts to -19.5 million euros for the first nine months of 2017, an improvement over last year (-22.8 million euros) due to lower outstanding financial debt on average after the capital increase in November 2016, the interest received on loans provided to the Romanian joint venture and an organic improvement thanks to further optimisation in the hedges.

The total financial debt (as per IFRS) amounted to 1,265.3 million euros on 30 September 2017, compared to 1,163.5 million euros in the same period last year. The average interest rate came to 2.5% over the first nine months of 2017, compared to 2.7% for the same period in 2016.

### **EPRA Earnings**

The *EPRA Earnings* of WDP for the first nine months of 2017 amount to 90.0 million euros. This result marks an increase of 19.3% over the result of 75.5 million euros in 2016. EPRA Earnings per share are up 3.5%, including an increase of 15% in the number of outstanding shares, primarily due to the capital increase in late 2016, which significantly improved the balance sheet.

### **Result on the portfolio (including participation joint ventures)**

The *result on the portfolio (including the participation in joint ventures)*<sup>18</sup> for the first nine months of 2017 amounts to +82.2 million euros, or +3.81 euros per share<sup>19</sup>. For the same period last year, this result was +20.4 million euros, or +1.09 euros per share. This yields the following results by country for the first nine months of 2017: Belgium (+23.0 million euros), the Netherlands (+52.6 million euros), France (+4.0 million euros) and Romania (+2.6 million euros).

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<sup>17</sup> ▼ *Financial result (exclusive of change in the fair value of the financial instruments): this is the financial result according to IFRS exclusive of the change in fair value of financial assets and liabilities, and reflects the actual financial expenses of the company.*

<sup>18</sup> ▼ *Result on the portfolio (including participation in joint ventures): realised and unrealised capital gains/loss with respect to the latest valuation by the property experts, taking into account the effective or deferred capital gains tax due, including WDP's proportionate share in the portfolio of associated companies and joint ventures.*

<sup>19</sup> ▼ *Result on the portfolio (including participation in joint ventures) per share: this is the result on the portfolio (including participation in joint ventures) based on the weighted average number of shares.*

The revaluation of 82.2 million euros marks an increase in value of the underlying portfolio of 3.5% driven by sustained investor interest in logistics properties, prompting the property experts to adjust yields by an average of 30 basis points year-to-date.

### **Changes in the fair value of financial instruments<sup>20</sup>**

The change in the fair value of financial assets and liabilities amounts to +15.8 million euros or +0.73 euros per share for the first nine months of 2017 (compared to -21.9 million euros or -1.17 euros per share in the first nine months of 2016). This positive impact stems from fluctuations in the fair value of the interest rate hedges entered into (Interest Rate Swaps) on 30 September 2017 due to the increase in long-term interest rates over the course of 2017.

The change in the fair value of these interest rate hedges is recognised in full in the profit and loss account, rather than in shareholder's equity. Since this effect involves a non-cash and unrealised item, it is excluded from the financial result in the analytical presentation of the results and is shown separately in the profit and loss account.

### **Depreciation and write-down of solar panels**

Solar panels are valued on the balance sheet at fair value based on the revaluation model in accordance with IAS 16 *Tangible fixed assets*. In compliance with IAS 16, WDP must include a depreciation component in its IFRS accounts according to the residual life of the PV systems. The depreciation is calculated based on the fair value from the previous balance sheet date. This newly calculated net book value is then revaluated at fair value. This revaluation is recognised directly in the shareholders' equity, to the extent that it still exceeds the historic cost price. If it does not, then it is entered in the profit and loss account. The depreciation component and write-down is -3.2 million euros for the first nine months of 2017. Because this impact is a non-cash and unrealised item, in the analytic breakdown of the results this is taken from the operating result and shown separately in the profit and loss account.

### **Net result (IFRS)**

The EPRA Earnings along with the result on the portfolio (including participation in joint ventures), the change in the fair value of financial instruments and the depreciation and write-down for solar panels result in a *net result (IFRS)* of 184.8 million euros in the first nine months of 2017 (compared to 71.4 million euros in the same period last year).

The difference between the net result (IFRS) of 184.8 million euros and the EPRA Earnings of 90.0 million euros is attributable to the positive change in the fair value of the interest hedging instruments,

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<sup>20</sup> Changes in the fair value of financial assets and liabilities (non-cash item) are calculated based on the mark-to-market (M-t-M) value of the interest rate hedges concluded.

the positive fluctuation in the value of the portfolio and the depreciation and write-down of the solar panels.

### 3.5. Balance sheet

#### **Additional notes on the balance sheet as at 30 September 2017**

##### **Property portfolio<sup>21</sup>**

According to independent property experts Stadim, Cushman & Wakefield and BNP Paribas Real Estate, the fair value<sup>22</sup> of the WDP property portfolio according to IAS 40 amounted to 2,444.3 million euros on 30 September 2017, compared to 2,110.0 million euros at the start of the financial year (including the *Assets held for sale*). Together with the valuation at fair value of the investments in solar panels<sup>23</sup>, the total portfolio value grew to 2,543.8 million euros compared to 2,203.8 million euros at 2016 year-end.

This value of 2,444.3 million euros includes 2,296.9 million euros in completed properties (standing portfolio). The projects under development account for 93.2 million euros, including a project in Belgium in Bornem, projects in the Netherlands in Echt, Barendrecht, Bleiswijk, Veghel, Moerdijk and Amsterdam and projects in Romania in Bucharest, Cluj-Napoca, Oarja, Aricestii Rahtivani (Ploiesti), Roman, Oradea, Timisoara, Ramnicu Valcea, Constanta and Paulesti. In addition to these, WDP also holds land reserves in Sint-Niklaas, Courcelles, Heppignies, Tiel and the land bank in Romania at a fair value of 54.2 million euros.

As at 30 September 2017, the implemented investments in solar panels were valued at a fair value of 99.5 million euros.

The overall portfolio is currently valued at a gross rental yield of 7.2%<sup>24</sup>. The gross rental yield after addition of the estimated market rental value for the unleased parts is 7.4%.

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<sup>21</sup> Under IFRS 11 'Joint arrangements', the joint ventures (mainly WDP Development RO, in which WDP retains 51%) are incorporated using the equity method. WDP's share in the portfolio of WDP Development RO (51%) still appeared as part of the statistics in the reporting on the portfolio.

<sup>22</sup> For the precise valuation method used, please refer to the BE-REIT press release dated 10 November 2016.

<sup>23</sup> Investments in solar panels are valued in compliance with IAS 16 by applying the revaluation model.

<sup>24</sup> Calculated by dividing the annualised contractual gross (cash) rents by fair value. The fair value is the value of the investment properties after deduction of transaction costs (mainly transfer tax).



PORTFOLIO STATISTICS BY COUNTRY	Belgium	Netherlands	France	Romania	Total
Number of lettable sites	79	76	9	14	178
Gross lettable area (in m <sup>2</sup> )	1 784 068	1 732 996	213 467	106 394	3 836 925
Land (in m <sup>2</sup> )	3 427 424	3 018 873	471 358	1 195 764	8 113 419
Fair value (in million euros)	1 010,5	1 206,1	120,6	107,1	2 444,3
% of total fair value	41%	49%	5%	4%	100%
% change in fair value for 9M 2017	2,3%	4,5%	3,3%	3,2%	3,5%
Vacancy rate (EPRA) <sup>1,2</sup>	4,6%	1,5%	4,2%	0,0%	2,9%
Average lease length till first break (in y) <sup>2</sup>	4,6	6,7	4,0	8,7	5,7
WDP gross initial yield <sup>3</sup>	7,3%	7,0%	7,0%	8,6%	7,2%
Effect of vacancies	-0,3%	-0,1%	-0,3%	0,0%	-0,2%
Adjustment gross to net rental income (EPRA)	-0,3%	-0,3%	-0,1%	0,0%	-0,3%
Adjustments for transfer taxes	-0,2%	-0,4%	-0,3%	-0,1%	-0,3%
EPRA net initial yield <sup>1</sup>	6,6%	6,3%	6,3%	8,5%	6,4%

<sup>1</sup> Financial performance indicator calculated according to EPRA's (European Public Real Estate Association) Best Practices Recommendations. Please see [www.epra.com](http://www.epra.com).

<sup>2</sup> Excluding solar panels.

<sup>3</sup> Calculated by dividing the annualised contractual gross (cash) rents by fair value. The fair value is the value of the property investments after deduction of transaction costs (mainly transfer tax).

## NAV per share

The EPRA NAV per share is 55.9 euros as at 30 September 2017. This marks an increase of 4.7 euros compared to an EPRA NAV per share of 51.2 euros on 31 December 2016 as a consequence of the profit generation and revaluation of the portfolio, also including the dividend payment for the 2016 financial year. The IFRS NAV per share<sup>25</sup> came to 53.9 euros on 30 September 2017, compared to 48.4 euros on 31 December 2016.

### 3.6. Financial position

The total (long-term and short-term) financial debts increased to 1,265.3 million euros by 30 September 2017, compared to 1,163.5 million euros by the end of September 2016. The short-term financial debts comprise, next to the traditional commercial paper programme (183 million euros) and the long-term loans maturing within one year (63 million euros), of a higher than normal amount of short-term straight loans (65 million euros). This is in anticipation of its refinancing during the fourth quarter through available long-term credit facilities.

At the same time, the balance sheet total rose from 2,182.6 million euros on 31 December 2016 to 2,548.7 million euros by late September 2017. The gearing ratio came to 51.1%/52.5%

<sup>25</sup> The IFRS NAV is calculated as shareholder equity as per IFRS divided by the total number of dividend-entitled shares on the balance sheet date. This is the net value according to Belgian GVV/SIR legislation.

(IFRS/proportionate) on 30 September 2017, compared to 57.1%/58.4% (IFRS/proportionate) on 30 September 2016. This marks a decline of approx. 6% after the increase on the balance sheet primarily from the capital increase of approx. 180 million euros at 2016 year-end.

The weighted average term of WDP's outstanding financial debts on 30 September 2017 was 3.6 years<sup>26</sup>. If only the total drawn and undrawn long-term loans are taken into account, the weighted average term amounts to 4.1 years<sup>27</sup>. On 30 September 2017, the total amount of undrawn and confirmed long-term credit facilities was 100 million euros<sup>28</sup>. There are no further maturity dates for long-term debts during 2017. With regard to the maturity dates in 2018, WDP expects that they will be extended before the end of the year.

The average cost of debt was 2.5% in the first nine months of 2017. The Interest Coverage Ratio<sup>29</sup> is equal to 4.9x for the same period, compared to 4.1x for the full 2016 financial year. The hedging ratio<sup>30</sup>, which measures the percentage of financial debts with a fixed or floating interest rate and subsequently hedges these by means of Interest Rate Swaps (IRS), comes to 86%, with a weighted average hedged term of 7.4 years.

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<sup>26</sup> Including the short-term debts, these mainly consist of the commercial paper programme, which is fully covered by backup facilities.

<sup>27</sup> For some credits, at the request of the company, the lender may decide to extend the credit by means of an extension option. If this option is exercised every time, the weighted average term of long-term loans will be 4.5 years.

<sup>28</sup> Exclusive of the credit facilities at the European Investment Bank for financing pre-leased projects in Romania, and the credit facilities for hedging the commercial paper programme and for refinancing the temporary higher rate of short-term credit facilities.

<sup>29</sup> Defined as operating result (before result on the portfolio), divided by interest charges, minus interest and dividends collection, minus compensation from financial leasing and others.

<sup>30</sup> ▽ Hedge ratio: percentage of fixed-rate and floating-rate debts hedged against interest rate fluctuations by means of derivatives. This economic parameter is not an obligatory parameter under the Belgian Regulated Real-Estate Investment Companies Act ('Wet betreffende de gereguleerde vastgoedvenootschappen' or 'GVV-Wet').

#### 4. Outlook

WDP reaffirms its forecast for EPRA Earnings per share of 5.50 euros for 2017. Based on this outlook, WDP intends to set a gross dividend of 4.50 euros for 2017, an increase of 6%.<sup>31</sup>

Of the 13% of the contracts reaching their next maturity date in 2017, approximately all have been extended. Based on information currently available and the current rental market situation, WDP projects a minimum average occupancy rate of 97% for 2017.

The expected growth in 2017, based on completion of the announced purchases and execution of the project development pipeline, takes into account a projected gearing ratio of around 51%/52% (IFRS/proportionate) at 2017 year-end and an average cost of debt of 2.5% for the fourth quarter of 2017. WDP still aims for a gearing ratio of between 55 and 60% over the medium term.

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<sup>31</sup> *These profit forecasts are based on the current situation, barring presently unforeseen circumstances (such as a substantial deterioration in the economic and financial climate), and a normal number of hours of sunshine.*

## 5. FINANCIAL STATEMENTS – Key figures as at 30 September 2017 – analytical (results and balance sheet)

### 5.1. Consolidated results

<b>CONSOLIDATED RESULTS</b>	<b>9M 2017</b>	<b>9M 2016</b>
<i>(in euros x 1 000)</i>		
Rental income, net of rental-related expenses	106 466	97 509
Indemnification related to early lease terminations	591	55
Income from solar energy	9 113	7 450
Other operating income/costs	-196	-719
<b>Property result</b>	<b>115 975</b>	<b>104 295</b>
Property charges	-3 624	-2 787
General company expenses	-4 825	-3 916
<b>Operating result (before result on the portfolio)</b>	<b>107 526</b>	<b>97 592</b>
Financial result (excl. changes in fair value of financial instruments)	-19 534	-22 751
Taxes on EPRA Earnings	-250	-99
Deferred tax on EPRA Earnings	-340	-551
Participation in the result of associates and joint ventures	2 646	1 313
<b>EPRA EARNINGS</b>	<b>90 048</b>	<b>75 505</b>
<b>RESULT ON THE PORTFOLIO</b>		
Movement in the fair value of investment property (+/-)	79 151	22 736
Result on disposal of investment property (+/-)	466	5
Deferred taxes on result on the portfolio (+/-)	-79	-851
Participation in the result of associates and joint ventures	2 638	-1 475
<b>Result on the portfolio</b>	<b>82 177</b>	<b>20 414</b>
<b>CHANGES IN FAIR VALUE OF FINANCIAL INSTRUMENTS</b>		
Changes in fair value of financial instruments	15 759	-21 930
<b>Changes in fair value of financial instruments</b>	<b>15 759</b>	<b>-21 930</b>
<b>DEPRECIATION AND WRITE-DOWN OF SOLAR PANELS</b>		
Depreciation and write-down of solar panels	-2 971	-2 275
Participation in the result of associates and joint ventures	-240	-331
<b>Depreciation and write-down of solar panels</b>	<b>-3 211</b>	<b>-2 606</b>
<b>NET RESULT (IFRS)</b>	<b>184 773</b>	<b>71 384</b>

KEY RATIOS	9M 2017	9M 2016
<i>(in euros per share)</i>		
EPRA Earnings <sup>1</sup>	4,17	4,03
Result for the portfolio <sup>1</sup>	3,81	1,09
Changes in fair value of financial instruments <sup>1</sup>	0,73	-1,17
Depreciation and write-down of solar panels <sup>1</sup>	-0,15	-0,14
Net result (IFRS) <sup>1</sup>	8,56	3,81
EPRA Earnings <sup>2</sup>	4,09	3,98
Weighted number of shares	21 579 122	18 725 314
Number of outstanding shares at the end of the period	22 015 354	18 956 483

<sup>1</sup> Calculation based on the weighted average number of shares.

<sup>2</sup> Calculation based on the number of shares entitled to dividend.

<sup>3</sup> The dividend payout ratio is calculated in absolute terms based on the consolidated result. Dividend is distributed on a statutory basis by WDP Comm.VA.

<b>CONSOLIDATED RESULTS</b>	<b>Q3 2017</b>	<b>Q3 2016</b>
<i>(in euros x 1 000)</i>		
Rental income, net of rental-related expenses	36 456	32 918
Indemnification related to early lease terminations	190	85
Income from solar energy	3 512	3 096
Other operating income/costs	1 281	462
<b>Property result</b>	<b>41 438</b>	<b>36 561</b>
Property charges	-1 233	-1 049
General company expenses	-1 743	-1 357
<b>Operating result (before result on the portfolio)</b>	<b>38 462</b>	<b>34 156</b>
Financial result (excl. changes in fair value of financial instruments)	-6 364	-7 772
Taxes on EPRA Earnings	-105	-43
Deferred tax on EPRA Earnings	110	-151
Participation in the result of associates and joint ventures	701	621
<b>EPRA EARNINGS</b>	<b>32 804</b>	<b>26 811</b>
<b>RESULT ON THE PORTFOLIO</b>		
Movement in the fair value of investment property (+/-)	14 559	4 959
Result on disposal of investment property (+/-)	580	0
Deferred taxes on result on the portfolio (+/-)	-58	-851
Participation in the result of associates and joint ventures	830	173
<b>Result on the portfolio</b>	<b>15 912</b>	<b>4 282</b>
<b>CHANGES IN FAIR VALUE OF FINANCIAL INSTRUMENTS</b>		
Changes in fair value of financial instruments	121	-2 091
<b>Changes in fair value of financial instruments</b>	<b>121</b>	<b>-2 091</b>
<b>DEPRECIATION AND WRITE-DOWN OF SOLAR PANELS</b>		
Depreciation and write-down of solar panels	-968	-760
Participation in the result of associates and joint ventures	-80	-110
<b>Depreciation and write-down of solar panels</b>	<b>-1 048</b>	<b>-871</b>
<b>NET RESULT (IFRS)</b>	<b>47 789</b>	<b>28 131</b>

KEY RATIOS	Q3 2017	Q3 2016
<i>(in euros per share)</i>		
EPRA Earnings <sup>1</sup>	1,50	1,41
Result for the portfolio <sup>1</sup>	0,73	0,23
Changes in fair value of financial instruments <sup>1</sup>	0,01	-0,11
Depreciation and write-down of solar panels <sup>1</sup>	-0,05	-0,05
Net result (IFRS) <sup>1</sup>	2,19	1,48
EPRA Earnings <sup>2</sup>	1,49	1,41
Weighted number of shares	21 853 167	18 956 483
Number of outstanding shares at the end of the period	22 015 354	18 956 483

<sup>1</sup> Calculation based on the weighted average number of shares.

<sup>2</sup> Calculation based on the number of shares entitled to dividend.

<sup>3</sup> The dividend payout ratio is calculated based on the consolidated result. Dividend is distributed on a statutory basis by WDP Comm. VA.

## 5.2. Consolidated balance sheet

<b>CONSOLIDATED BALANCE SHEET</b>			
	30.09.2017	31.12.2016	30.09.2016
<i>(in euros x 1 000)</i>			
Intangible fixed assets	127	160	158
Investment property	2 324 486	2 036 723	1 973 437
Other tangible fixed assets (including solar panels)	92 118	86 218	79 078
Financial fixed assets	70 739	24 805	16 685
Trade receivables and other fixed assets	3 654	3 796	3 816
Participation in the result of associates and joint ventures, equity method	19 968	14 357	3 107
<b>Fixed assets</b>	<b>2 511 092</b>	<b>2 166 060</b>	<b>2 076 282</b>
Assets held for sale	6 220	1 367	166
Trade receivables	14 177	10 662	10 841
Tax benefits and other current assets	13 466	2 902	4 840
Cash and cash equivalents	582	340	929
Accruals and deferrals	3 199	1 277	4 390
<b>Current assets</b>	<b>37 643</b>	<b>16 549</b>	<b>21 166</b>
<b>TOTAL ASSETS</b>	<b>2 548 734</b>	<b>2 182 608</b>	<b>2 097 448</b>
Capital	168 865	163 752	147 004
Issue premiums	545 154	492 330	333 617
Reserves	286 778	246 038	246 148
Net result for the financial year	184 773	130 232	71 384
<b>Liabilities</b>	<b>1 185 572</b>	<b>1 032 352</b>	<b>798 153</b>
Long term liabilities	1 002 655	931 075	991 329
Long term financial debt	952 102	866 463	907 189
Other long term liabilities	50 553	64 613	84 140
Short term liabilities	360 507	219 180	307 966
Short term financial debt	313 217	179 473	256 287
Other short term liabilities	47 290	39 708	51 679
<b>Liabilities</b>	<b>1 363 163</b>	<b>1 150 256</b>	<b>1 299 295</b>
<b>TOTAL LIABILITIES</b>	<b>2 548 734</b>	<b>2 182 608</b>	<b>2 097 448</b>
<b>KEY RATIOS</b>			
	30.09.2017	31.12.2016	30.09.2016
<i>(in euros per share)</i>			
IFRS NAV	53,9	48,4	42,1
EPRA NAV	55,9	51,2	46,5
Share price	95,5	84,8	88,3
Premium/Discount with regard to EPRA NAV	70,9%	65,5%	89,8%
<i>(in euros x million)</i>			
Fair value of the portfolio (including solar panels) <sup>1</sup>	2 543,8	2 203,8	2 127,0
Debts and liabilities included in the gearing ratio	1 300,4	1 071,7	1 198,6
Balance total	2 548,7	2 182,6	2 097,4
Gearing ratio (IFRS)	51,1%	49,2%	57,1%
Gearing ratio (proportional) <sup>2</sup>	52,5%	50,5%	58,4%

<sup>1</sup> Including the proportional share of WDP in the portfolio of WDP Development RO (51%).

<sup>2</sup> For the method used in the calculation of the gearing ratio, refer to the RD on Regulated real Estate Companies.



## 6. FINANCIAL STATEMENTS - Balance sheet and profit and loss accounts as at 30 September 2017 – IFRS

### 6.1. Profit and loss account

<i>(in euros x 1 000)</i>	9M 2017	FY 2016	9M 2016
Rental income	107 732	133 761	99 517
Rental charges	-675	-2 051	-1 954
<b>NET RENTAL RESULT</b>	<b>107 057</b>	<b>131 710</b>	<b>97 564</b>
Recovery of property costs	0	0	0
Recovery of rental charges and taxes normally paid by the tenant on let properties	7 816	7 620	6 668
Costs payable by tenants and paid out by the owner for rental damage and refurbishment at end of lease	0	-157	-120
Rental charges and taxes normally paid by the tenant on let properties	-10 265	-9 878	-8 849
Other income and charges related to leases	11 366	10 367	9 032
<b>PROPERTY RESULT</b>	<b>115 975</b>	<b>139 661</b>	<b>104 295</b>
Technical costs	-2 333	-2 757	-1 840
Commercial costs	-500	-466	-302
Property management costs	-791	-821	-645
<b>PROPERTY CHARGES</b>	<b>-3 624</b>	<b>-4 044</b>	<b>-2 787</b>
<b>PROPERTY OPERATING RESULTS</b>	<b>112 350</b>	<b>135 617</b>	<b>101 508</b>
General company expenses	-4 825	-5 376	-3 916
Depreciation and write-down of solar panels	-2 971	-3 066	-2 275
<b>OPERATING RESULT (BEFORE RESULT ON THE PORTFOLIO)</b>	<b>104 554</b>	<b>127 176</b>	<b>95 317</b>
Result on disposals of investment properties	466	-41	5
Changes in the fair value of investment properties	79 151	34 046	22 736
<b>OPERATING RESULT</b>	<b>184 172</b>	<b>161 180</b>	<b>118 057</b>
Financial income	1 923	796	593
Net interest charges	-21 093	-30 532	-22 932
Other financial charges	-364	-548	-412
Changes in the fair value of financial assets and liabilities	15 759	1 787	-21 930
<b>FINANCIAL RESULT</b>	<b>-3 775</b>	<b>-28 497</b>	<b>-44 681</b>
<b>PARTICIPATION IN THE RESULT OF ASSOCIATED COMPANIES AND JOINT VENTURES</b>	<b>5 045</b>	<b>-551</b>	<b>-493</b>
<b>RESULT BEFORE TAXES</b>	<b>185 442</b>	<b>132 132</b>	<b>72 884</b>
TAXES	-668	-1 899	-1 501
<b>NET RESULT</b>	<b>184 773</b>	<b>130 232</b>	<b>71 383</b>
Attributable to:			
Shareholders of the parent company	184 773	130 232	71 383
<b>WEIGHTED AVERAGE NUMBER OF SHARES</b>	<b>21 579 122</b>	<b>18 997 071</b>	<b>18 725 314</b>
<b>NET RESULT PER SHARE (in euros)</b>	<b>8,56</b>	<b>6,86</b>	<b>3,81</b>
<b>DILUTED NET RESULT PER SHARE (in euros)</b>	<b>8,56</b>	<b>6,86</b>	<b>3,81</b>

## 6.2. Balance sheet

<i>(in euros x 1 000)</i>	30.09.2017	31.12.2016	30.09.2016
<b>Fixed assets</b>	<b>2 511 092</b>	<b>2 166 060</b>	<b>2 076 282</b>
Intangible fixed assets	127	160	158
Investment properties	2 324 486	2 036 723	1 973 437
Other tangible fixed assets (including solar panels)	92 118	86 218	79 078
Financial fixed assets	70 739	24 805	16 685
Trade receivables and other non-current assets	3 654	3 796	3 816
Participations in associated companies and joint ventures	19 968	14 357	3 107
<b>Current assets</b>	<b>37 643</b>	<b>16 549</b>	<b>21 166</b>
Assets held for sale	6 220	1 367	166
Trade receivables	14 177	10 662	10 841
Tax benefits and other current assets	13 466	2 902	4 840
Cash and cash equivalents	582	340	929
Accruals and deferrals	3 199	1 277	4 390
<b>TOTAL ASSETS</b>	<b>2 548 734</b>	<b>2 182 608</b>	<b>2 097 448</b>

<i>(in euros x 1 000)</i>	30.09.2017	31.12.2016	30.09.2016
<b>Shareholder's equity</b>	<b>1 185 572</b>	<b>1 032 352</b>	<b>798 153</b>
<b>I. Shareholder's equity attributable to the parent company's shareholders</b>	<b>1 185 572</b>	<b>1 032 352</b>	<b>798 153</b>
Capital	168 865	163 752	147 004
Issue premiums	545 154	492 330	333 617
Reserves	286 778	246 038	246 148
Net result for the financial year	184 773	130 232	71 384
<b>Liabilities</b>	<b>1 363 163</b>	<b>1 150 256</b>	<b>1 299 295</b>
<b>I. Non-current liabilities</b>	<b>1 002 655</b>	<b>931 075</b>	<b>991 329</b>
Provisions	655	1 045	1 045
Non-current financial liabilities	952 102	866 463	907 189
Other non-current financial liabilities	49 899	63 568	83 096
<b>II. Current liabilities</b>	<b>360 507</b>	<b>219 180</b>	<b>307 966</b>
Current financial liabilities	313 217	179 473	256 287
Other current financial liabilities	0	0	0
Trade payables and other current debts	33 774	24 056	33 292
Other current liabilities	1 316	1 736	1 794
Accruals and deferrals	12 201	13 916	16 593
<b>TOTAL LIABILITIES</b>	<b>2 548 734</b>	<b>2 182 608</b>	<b>2 097 448</b>

## 7. EPRA Performance measures<sup>32</sup>

EPRA EARNINGS	9M 2017	9M 2016
<i>(in euros x 1 000)</i>		
<b>Earnings per IFRS income statement</b>	<b>184 773</b>	<b>71 384</b>
Adjustments to calculate the EPRA Earnings, exclude:		
I. Changes in value of investment properties, development properties held for investment and other interests		
- Changes in the value of the real estate portfolio	-76 180	-20 461
- Depreciation and write-down of solar panels	-79 151	-22 736
	2 971	2 275
II. Profit or losses on disposal of investment properties, development properties held for investment and other interests	-466	-5
VI. Changes in fair value of financial instruments and associated close-out costs	-15 759	21 930
VIII. Deferred tax in respect of EPRA adjustments	79	851
X. Minority interests in respect of the above	0	0
IX. Adjustments (i) to (viii) to the above in respect of joint ventures	-2 399	1 806
<b>EPRA Earnings</b>	<b>90 048</b>	<b>75 506</b>
Weighted average number of shares	21 579 122	18 725 314
<b>EPRA Earnings per share (EPS) (in euros)</b>	<b>4,17</b>	<b>4,03</b>

<sup>32</sup> EPRA is a registered trademark of the European Public Real-estate Association.

<b>EPRA NAV</b>	<b>30.09.2017</b>	<b>31.12.2016</b>
<i>(in euros x 1 000)</i>		
<b>IFRS NAV</b>	<b>1 185 572</b>	<b>1 032 352</b>
IFRS NAV/share (in euros)	53,9	48,4
<b>Diluted NAV, after the exercise of options, convertibles and other equity interests</b>	<b>1 185 572</b>	<b>1 032 352</b>
Includes (+/-):		
(iv) Fair value of financial instruments	43 620	59 379
(v.a) Deferred taks	830	867
<b>EPRA NAV</b>	<b>1 230 022</b>	<b>1 092 599</b>
Number of shares	22 015 354	21 326 043
<b>EPRA NAV per share (in euros)</b>	<b>55,9</b>	<b>51,2</b>
EPRA NAV		
Includes:	1 230 022	1 092 599
i. Fair value of financial instruments	-43 620	-59 379
ii. Fair value of debt	-7 433	-10 686
iii. Deferred taks	-830	-867
<b>EPRA NNNAV</b>	<b>1 178 139</b>	<b>1 021 667</b>
Number of shares	22 015 354	21 326 043
<b>EPRA NNNAV per share (in euros)</b>	<b>53,5</b>	<b>47,9</b>

<b>EPRA COST RATIO</b>		<b>9M 2017</b>	<b>9M 2016</b>	
<i>(in euros x 1 000)</i>				
Include:				
I.	Administrative/operating expenses (IFRS)	10 844	8 782	
III.	Management fees less actual/estimated profit element	-745	-720	
IV.	Other operation income/recharges, intended to cover overhead expenses less any related profits	-79	1066	
V.	Administrative/operating expenses of joint ventures expense	385	497	
Exclude (if part of the above):				
VI.	Investment Property Depreciation	-522	-512	
<b>EPRA costs (including direct vacancy costs)</b>		<b>A</b>	<b>9 884</b>	<b>9 113</b>
IX.	Direct vacancy costs	-514	-501	
<b>EPRA costs (excluding direct vacancy costs)</b>		<b>B</b>	<b>9 370</b>	<b>8 612</b>
X.	Gross rental income less ground rent costs (IFRS)	105 363	98 575	
X.	Gross rental income less ground rent costs of joint ventures	2 880	1 563	
<b>Gross rental income</b>		<b>C</b>	<b>108 243</b>	<b>100 138</b>
<b>EPRA cost ratio (including direct vacancy costs)</b>		<b>A/C</b>	<b>9,1%</b>	<b>9,1%</b>
<b>EPRA cost ratio (excluding direct vacancy costs)</b>		<b>B/C</b>	<b>8,7%</b>	<b>8,6%</b>

EPRA NIY NAV AND EPRA TOPPED-UP NIY		30.09.2017	31.12.2016
<i>(in euros x 1 000)</i>			
Investment property - wholly owned		2 330 999	2 036 723
Investment property - share of joint ventures		107 058	71 408
Assets held for sale		6 220	1 367
Less developments and land reserves		-162 326	-126 415
<b>Completed property portfolio</b>		<b>2 281 950</b>	<b>1 983 083</b>
Allowance for estimated purchasers' costs		96 524	83 767
<b>GROSS UP COMPLETED PROPERTY PORTFOLIO VALUATIONS</b>	<b>B</b>	<b>2 378 474</b>	<b>2 066 850</b>
Annualised cash passing rental income		158 768	144 748
Property outgoings		-5 358	-4 545
<b>Annualised net rent</b>	<b>A</b>	<b>153 411</b>	<b>140 203</b>
Notional rent expiration of rent free period or other lease incentives		0	0
<b>Topped-up net annualised rent</b>	<b>C</b>	<b>153 411</b>	<b>140 203</b>
<b>EPRA NIY</b>	<b>A/B</b>	<b>6,4%</b>	<b>6,8%</b>
<b>EPRA TOPPED-UP NIY</b>	<b>C/B</b>	<b>6,4%</b>	<b>6,8%</b>

## 8. Detailed calculation of the Alternative Performance Measures applied by WDP<sup>33</sup>

<b>RESULT ON THE PORTFOLIO (INCLUDING PARTICIPATION JOINT VENTURES)</b>	<b>9M 2017</b>	<b>9M 2016</b>
<i>(in euros x 1 000)</i>		
Movement in the fair value of investment property	79 151	22 736
Result on disposal of investment property	466	5
Deferred taxation on result on the portfolio	-79	-851
Participation in the result of associated companies and joint ventures	2 638	-1 475
<b>RESULT ON THE PORTFOLIO (INCLUDING PARTICIPATION JOINT VENTURES)</b>	<b>82 177</b>	<b>20 414</b>
<b>OPERATING MARGIN</b>	<b>9M 2017</b>	<b>9M 2016</b>
<i>(in euros x 1 000)</i>		
Property result (IFRS)	115 975	104 295
Operating result (before the portfolio result) (excluding depreciation and write-downs of solar panels)	107 526	97 592
<b>OPERATING MARGIN</b>	<b>92,7%</b>	<b>93,6%</b>
<b>MOVEMENT IN THE GROSS RENTAL INCOME BASED ON AN UNCHANGED PORTFOLIO</b>	<b>9M 2017</b>	<b>9M 2016</b>
<i>(in euros x 1 000)</i>		
Properties owned throughout the two years	90 125	89 314
Development property	14 090	9 818
Acquisitions	6 169	1 464
Disposals	218	327
<b>Total</b>	<b>110 603</b>	<b>100 922</b>
To be excluded		
Rental income of joint ventures	-2 870	-1 405
<b>Rental income (IFRS)</b>	<b>107 732</b>	<b>99 517</b>

<sup>33</sup> Excluding EPRA metrics, some of which are regarded as APMs and reconciled under chapter '7. EPRA Performance measures'.

<b>AVERAGE COST OF DEBT</b>	<b>H1 2017</b>	<b>FY 2016</b>
<i>(in euros x 1 000)</i>		
Financial result (IFRS)	-3 775	-28 497
To be excluded:		
Financial income	-1 923	-796
Changes in fair value of financial assets and liabilities	-15 759	-1 787
Interest capitalised during construction	-1 440	-682
To be included		
Interest expenses of joint ventures	-557	-770
<b>Effective financial expenses (proportional) (A)</b>	<b>-23 453</b>	<b>-32 532</b>
Average outstanding financial liabilities (IFRS)	1 168 489	1 109 654
Average outstanding financial liabilities of joint ventures	64 487	54 949
<b>Average outstanding financial liabilities (proportional) (B)</b>	<b>1 232 976</b>	<b>1 164 602</b>
<b>ANNUALISED AVERAGE COST OF DEBT (A/B)</b>	<b>2,5%</b>	<b>2,8%</b>

<b>FINANCIAL RESULT (EXCLUDING THE CHANGES IN FAIR VALUE OF FINANCIAL INSTRUMENTS)</b>	<b>9M 2017</b>	<b>9M 2016</b>
<i>(in euros x 1 000)</i>		
Financial result	-3 775	-44 681
To be excluded:		
Changes in fair value of financial assets and liabilities	-15 759	21 930
<b>FINANCIAL RESULT (EXCLUDING THE CHANGES IN FAIR VALUE OF FINANCIAL INSTRUMENTS)</b>	<b>-19 534</b>	<b>-22 751</b>

<b>HEDGE RATIO</b>	<b>30.09.2017</b>	<b>31.12.2016</b>
<i>(in euros x 1 000)</i>		
Notional amount of Interest Rate Swaps	877 281	753 820
Fixed-interest financial liabilities	7 595	8 098
Fixed-interest bonds	266 500	266 500
<b>Fixed-interest financial liabilities at balance sheet date and hedging instruments (A)</b>	<b>1 151 376</b>	<b>1 028 418</b>
Current and non-current financial liabilities (IFRS)	1 013 017	1 045 936
Proportional share in joint ventures in current and non-current financial liabilities	322 919	55 119
<b>Financial liabilities at balance sheet date (B)</b>	<b>1 335 936</b>	<b>1 101 055</b>
<b>HEDGE RATIO (A/B)</b>	<b>86%</b>	<b>93%</b>



	30.09.2017 (IFRS)	30.09.2017 (proportional)	31.12.2016 (IFRS)	31.12.2016 (proportional)
<b>GEARING RATIO</b>				
<i>(in euros x 1 000)</i>				
Non-current and current liabilities	1 363 163	1 437 851	1 150 256	1 208 983
To be excluded:				
- I. Non-current liabilities - A. Provisions	655	658	1 045	1 046
- I. Non-current liabilities - C. Other non-current financial liabilities - Permitted hedging instruments	49 899	49 899	63 568	63 568
- I. Non-current liabilities - F. Deferred taxes - Liabilities	0	143	0	107
- II. Current liabilities - A. Provisions	0	0	0	0
- II. Current liabilities - E. Other current liabilities - Other: Hedging instruments	0	0	0	0
- II. Current liabilities - F. Accruals and deferred income	12 201	12 233	13 916	15 287
<b>Total debt</b>	<b>A 1 300 409</b>	<b>1 374 918</b>	<b>1 071 727</b>	<b>1 128 976</b>
Total assets	B 2 548 734	2 623 390	2 182 608	2 241 303
To be excluded:				
- E. Financial fixed assets - Financial instruments at fair value through profit and loss - Permitted hedging instruments	6 278	6 278	4 189	4 189
<b>Total assets</b>	<b>B 2 542 456</b>	<b>2 617 112</b>	<b>2 178 420</b>	<b>2 237 115</b>
<b>Gearing ratio</b>	<b>A/B 51,1%</b>	<b>52,5%</b>	<b>49,2%</b>	<b>50,5%</b>



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**For more information, please contact:**

WDP Comm. VA  
Blakebergen 15  
1861 Wolvenstem  
Belgium

[www.wdp.eu](http://www.wdp.eu)  
[investorrelations@wdp.eu](mailto:investorrelations@wdp.eu)

**Joost Uwents**  
CEO

M +32 (0)476 88 99 26  
[joost.uwents@wdp.eu](mailto:joost.uwents@wdp.eu)

**Mickael Van den Hauwe**  
CFO

M +32 (0)473 93 74 91  
[mickael.vandenhauwe@wdp.eu](mailto:mickael.vandenhauwe@wdp.eu)



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*WDP develops and invests in logistics property (warehouses and offices). WDP's property portfolio amounts to more than 3 million m<sup>2</sup>. This international portfolio of semi-industrial and logistics buildings is spread over more than 160 sites at prime logistics locations for storage and distribution in Belgium, France, the Netherlands, Luxembourg and Romania. More information about WDP can be found at [www.wdp.eu](http://www.wdp.eu).*

WDP Comm. VA – BE-REIT (Public Regulated Real Estate Company under Belgian law).  
Company number 0417.199.869 (Brussels Trade Register)

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