



**WDP**

WAREHOUSES WITH BRAINS

## HY 2018 results

1 August 2018

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# AGENDA

- ▶ Introduction
- ▶ Highlights HY 2018
- ▶ Roll-out growth plan 2016-20
- ▶ Built on strong fundamentals
- ▶ HY 2018 results
- ▶ Outlook 2018
- ▶ WDP share

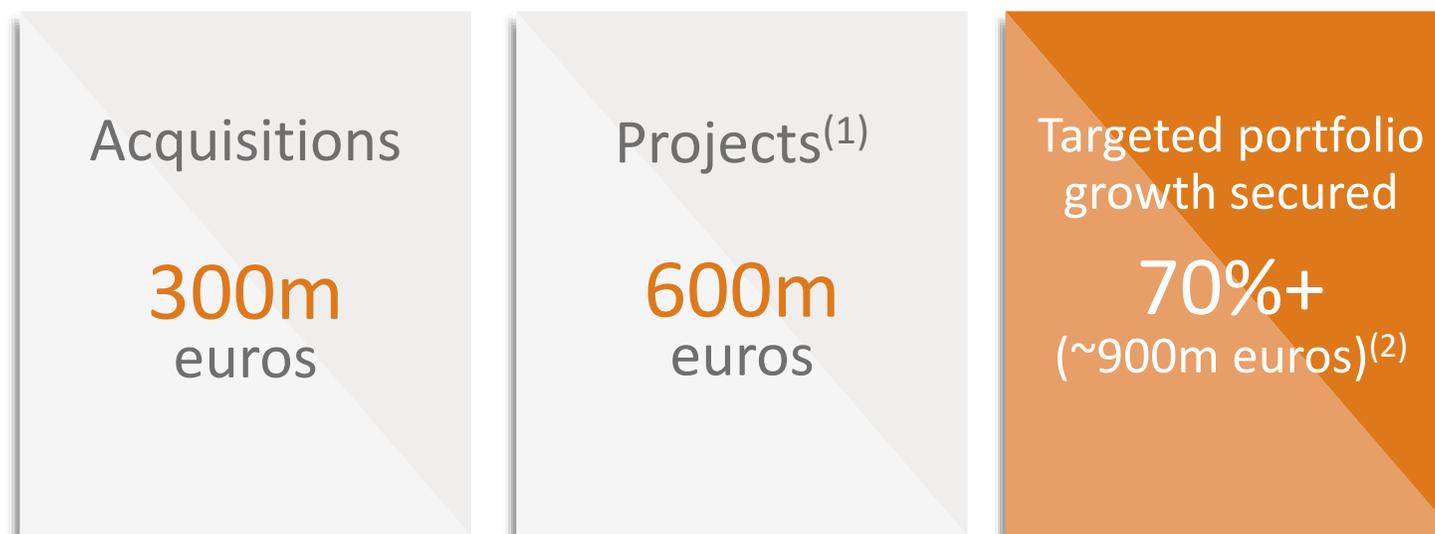
# HIGHLIGHTS HY 2018



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- ▶ Healthy operational and financial metrics sustained
- ▶ New investment volume of 150m euros secured YTD
- ▶ First green USPP by a REIT for 100m euros and ca. 50m euros stock dividend

# ROLL-OUT SCORECARD AS OF HY 2018



(1) Including solar projects.

(2) The identification rate of ca. 70% was realized after 50% of the time lapsed. The package of 900 million euros investments (out of the envisaged 1,25 billion euros) refers to new projects and acquisitions identified within the context of the growth plan 2016-20. These are secured investments which are already reflected in the balance sheet or are in execution.



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# ACTIVE PORTFOLIO MANAGEMENT

GROWTH PLAN 2016-20

Targeted portfolio growth secured

**70%+**  
(~900m euros)



Acquisitions

**300m**  
euros

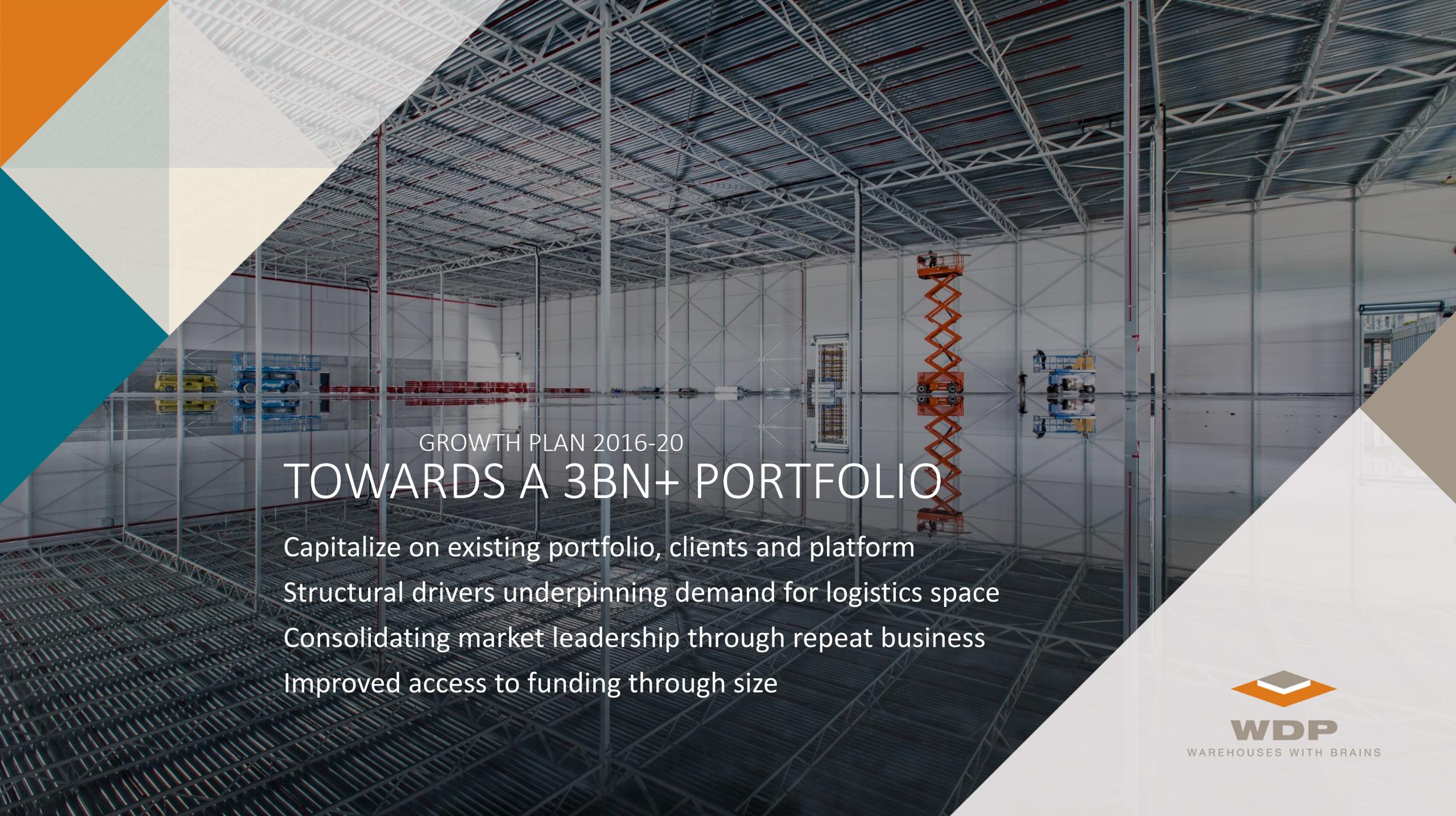
Aquisitions gross  
350m euros  
**Disposals**  
50m euros

Projects

**600m**  
euros

Greenfield projects  
435m euros  
**Redevelopments**  
55m euros  
**Solar**  
35m euros  
**New land reserve**  
75m euros





GROWTH PLAN 2016-20  
**TOWARDS A 3BN+ PORTFOLIO**

Capitalize on existing portfolio, clients and platform

Structural drivers underpinning demand for logistics space

Consolidating market leadership through repeat business

Improved access to funding through size



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logistic  
campus

e-commerce

sustainability

# GROWTH PLAN 2016-20

Strategy underpinned by  
structural macro trends in logistics  
and GDP growth

specialization

multimodality

last mile  
delivery

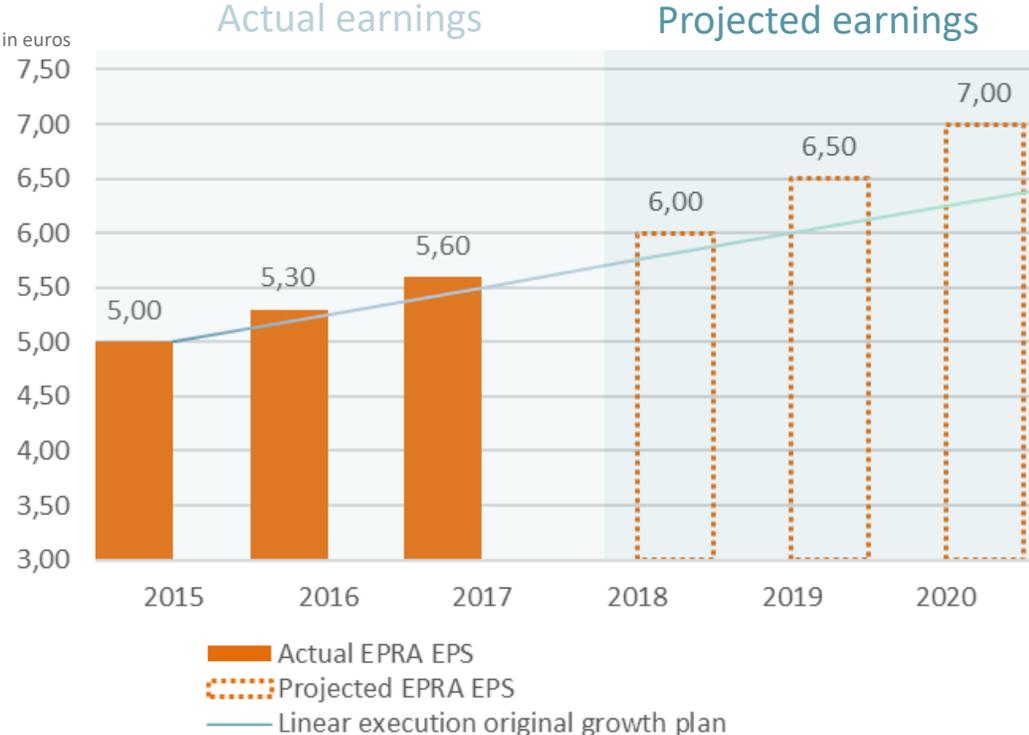
security



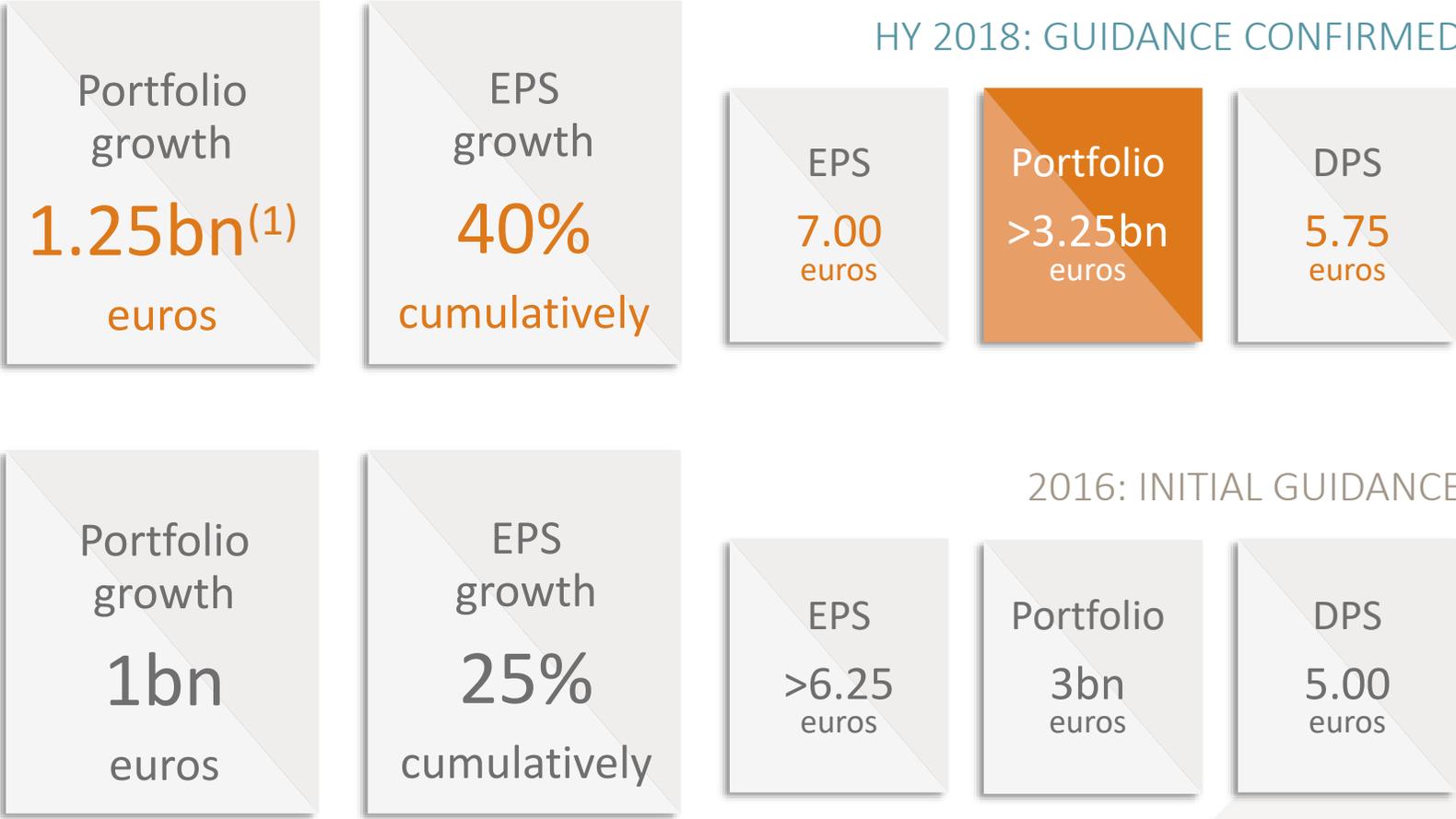
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# 2016-20: EPRA EPS GROWTH



# GUIDANCE



(1) Excluding portfolio revaluations and referring to the net effective economic interest of WDP (i.e. excluding minority interests and including the proportionate share in joint ventures).



## BASED ON

- ▶ Increasing portfolio with >60% or 1.25bn euros<sup>(1)</sup> in existing geographical markets
  - ▶ Growth mainly derived from the Netherlands and Romania
  - ▶ Acquisitions that add long-term value to the portfolio (including a high residual value and the potential to create partnerships with customers)
  - ▶ Realization of pre-let developments on existing and/or new land (through a combination of repeat business as well as through new partners)
  - ▶ Continued investments in alternative energy sources as well as projects for reducing energy consumption within the existing portfolio (such as the solar panel programme in the Netherlands)
- ▶ Continuation of matching property acquisitions with synchronous debt and equity issuance<sup>(2)</sup>
- ▶ Strong operational fundamentals (high occupancy, long lease duration, sustainable rent levels)
- ▶ Controlled cost of debt (based on a solid risk profile)

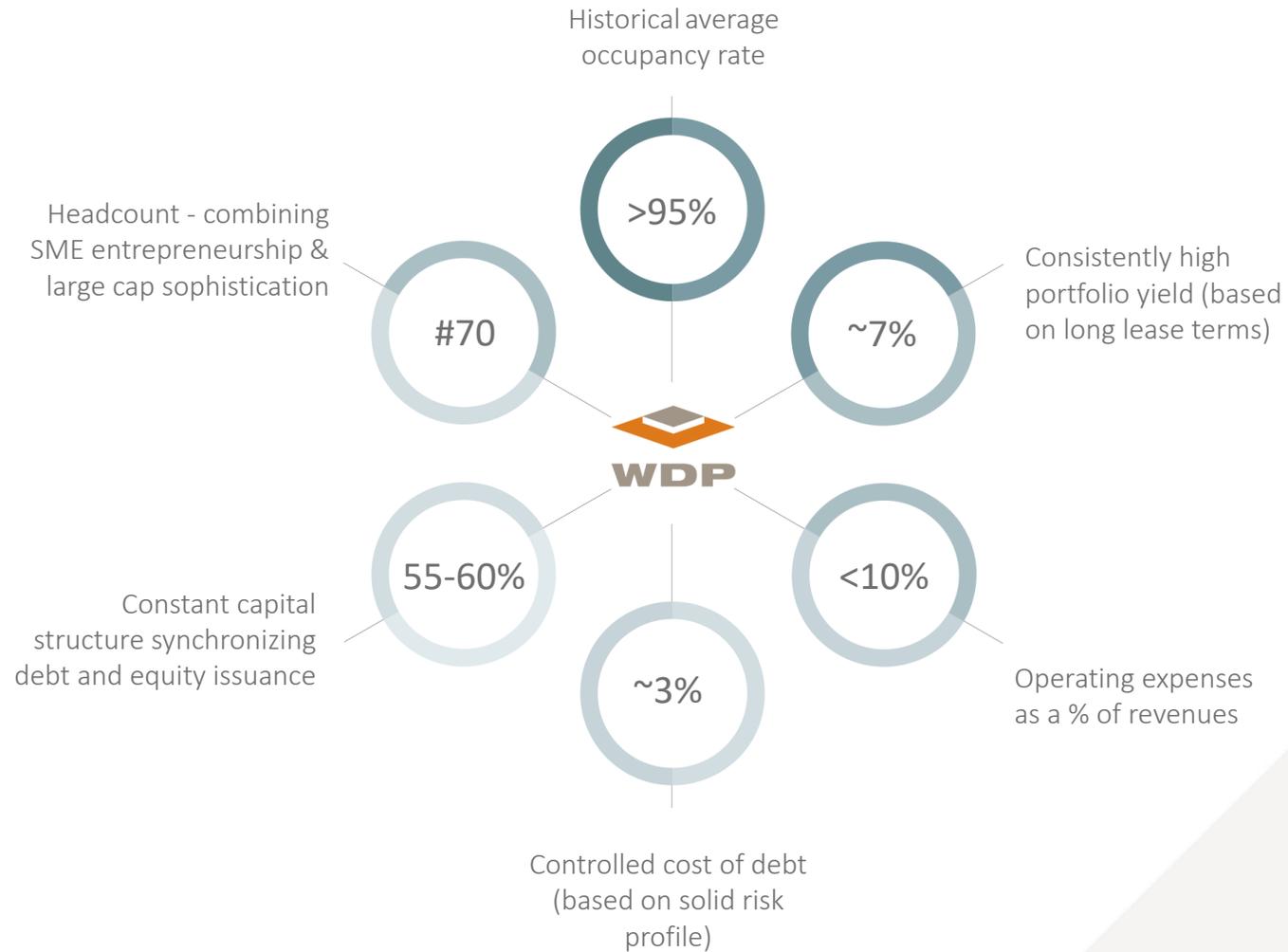
- ▶ Creating growth and profitability
- ▶ Driven by healthy sector in strategic region for logistics

(1) Referring to the envisaged investment volume, i.e. excluding any portfolio revaluations.

(2) In principle, through stock dividend and contributions in kind, with respect to the equity component. Related to the debt funding, in principle a combination of traditional credit facilities, bond issues and private placements.



# BUILT ON STRONG FUNDAMENTALS



# PURCHASES

Location	Tenant	Lettable area (in m <sup>2</sup> )
BE Zellik	land reserve	14.000
BE		14.000
RO Brasov (2)	Flenco	20.000
RO Timisoara (6)	Procter & Gamble / various	37.000
RO		57.000
<b>Total</b>		<b>71.000</b>

Capex  
33m euros

Gross initial yield<sup>(1)</sup>  
9.8%

(1) Excluding land reserve.

# PROJECTS EXECUTED

Location	Tenant	Delivery date	Lettable area (in m <sup>2</sup> )
NL Bleiswijk, Spectrumlaan 29	Total Exotics	1Q18	4.000
NL Bleiswijk, Spectrumlaan 31	Misi	1Q18	7.000
NL Echt, Fahrenheitweg	Dick Vijn	2Q18	14.000
NL Moerdijk, Energieweg 4	Gondrand Traffic	2Q18	18.000
NL			43.000
RO Aricestii Rahtivani	Kamtec	1Q18	4.500
RO Oarja (3)	Ceva Logistics	2Q18	29.000
RO Oradea (1)	Kuehne + Nagel	1Q18	4.000
RO Paulesti (1)	Global Enterprises International	2Q18	4.800
RO Ramnicu Valcea (3)	Faurecia	1Q18	4.800
RO Timisoara (2)	TE Connectivity Solutions	1Q18	8.000
RO Timisoara (3)	Mömax	1Q18	3.000
RO Timisoara (4)	360 Co-Packing	1Q18	6.000
RO			64.100
Total			107.100

Capex  
70m euros  
Gross initial yield  
7.3%

# PROJECTS IN EXECUTION (PRE-LET)

Location	Tenant	Delivery date	Lettable area (in m <sup>2</sup> )
BE Heppignies, rue de Capilône 6	Trafic	4Q18	15.000
BE Tongeren, Heersterveldweg 17	GLS	4Q19	5.000
BE			20.000
LU Bettembourg (Eurohub Sud)	Auchan + Innovation First	4Q18	25.000
LU			25.000
NL Amsterdam, Kaapstadweg	DHL	4Q18	14.000
NL Arnhem, Bedrijvenpark Ijsseloord 2	Bunzl	1Q19	20.250
NL Barendrecht, Dierensteinweg 30 (C-D)	The Greenery	1Q19	23.700
NL Bleiswijk, Maansteenweg/Spectrumlaan (1)	Mediq	3Q18	25.000
NL Bleiswijk, Maansteenweg/Spectrumlaan (3)	Toolstation	3Q18	11.900
NL Bleiswijk, Maansteenweg/Spectrumlaan (4)	Konings-Zuivel	1Q19	8.000
NL Bleiswijk, Maansteenweg/Spectrumlaan (5)	Hoogsteder	2Q19	8.000
NL Heerlen, Earl Bakkenstraat (2)	Ceva Logistics	4Q18	13.000
NL Heinenoord, Bedrijvenpark Hoekse Waard	VCKG Holding, New Corp Logistics	4Q18	22.075
NL Rotterdam, Bedrijvenpark Oudeland	Synergy foods	4Q19	6.675
NL Schiphol Logistics Park	Rapid Logistics	4Q18	17.000
NL Solar	Various	4Q18	10 MWp
NL Tiel, De Diepert 5	Kuehne + Nagel	4Q18	12.000
NL Veghel, Marshallweg 2	Kuehne + Nagel	4Q18	35.000
NL Zwolle	wehkamp	4Q18	25.000
NL			241.600

## PROJECTS IN EXECUTION (PRE-LET)

RO Brasov (3)	Inter Cars	3Q18	3.000
RO Bucharest (4)	Aquila Part Prod Com	3Q18	24.000
RO Bucharest (5)	Sarantis Romania	4Q18	10.000
RO Bucharest (6)	Kitchen Shop	2Q19	2.500
RO Cluj-Napoca (3)	Profi	3Q18	11.000
RO Constanta	Vestas ceu Romania	3Q18	2.300
RO Oarja (4)	Ceva Logistics	3Q18	18.000
RO Oradea (2)	Inteva Products Salonta	3Q18	16.000
RO Paulesti (2)	Production company	3Q18	8.800
RO Sibiu (3)	Aeronamic Eastern Europe	2Q19	4.000
RO Timisoara (5)	360 Co-Packing	3Q18	15.000
RO			114.600
<b>Total</b>			<b>401.200</b>

Capex  
301m euros<sup>(1)</sup>

Gross initial yield  
6.9%

(1) Cost to date: 147m euros (this figure differs from the reported figure of 168m euros due to some projects held for disposal and the value of existing sites prior to the start of the redevelopment).



  
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# DEVELOPMENT POTENTIAL<sup>(1)</sup>

Freehold (full ownership)	Potential buildable surface (m <sup>2</sup> )
BE Heppignies	45.000
BE Courcelles	10.000
BE Various	70.000
NL Bleiswijk	30.000
NL s-Hertogenbosch	50.000
NL Schiphol Logistics Park	6.000
NL Various	10.000
RO Various	>500.000
Leasehold (options on concessions)	Potential buildable surface (m <sup>2</sup> )
BE WDP Port of Ghent	150.000
BE Trilogiport	35.000
LU Eurohub Sud	50.000
Leasehold (exclusive options) <sup>(3)</sup>	Potential buildable surface (m <sup>2</sup> )
NL Schiphol Logistics Park	10.000
NL Nieuwegein	15.000
NL Bleiswijk	35.000

Fair value<sup>(1)</sup>  
114m euros

Potential<sup>(2)</sup>  
>1,000,000 m<sup>2</sup>

(1) Uncommitted development potential. The 114m euros refers to the fair value of the (freehold) land reserves in the balance sheet.

(2) Initiation subject to pre-letting, secured financing and permits.

(3) WDP has taken the commitment to acquire these three land plots respectively by end 2018 (Nieuwegein), end 2019 (Bleiswijk) and early 2020 (Schiphol) for a total amount of 30m euros.



# PREPARING FOR GROWTH

## TOWARDS 500 MILLION EUROS PORTFOLIO WDP ROMANIA

Capital base of Romanian entity reinforced<sup>(1)</sup>

Ownership rate from 51/49 towards 80/20

Fully consolidated as from January 2018

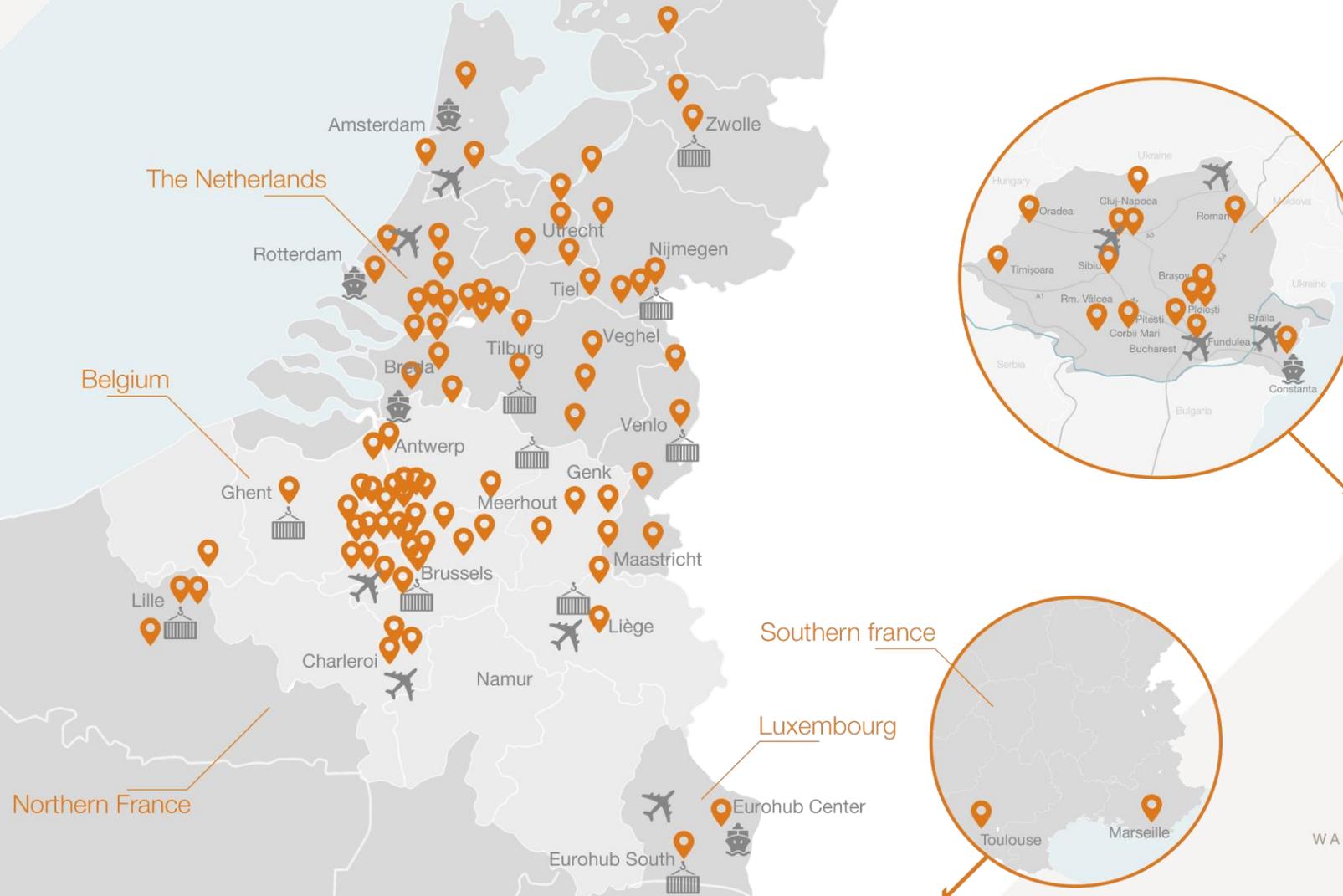


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(1) Through a conversion of the subordinated loan provided by WDP.

# GEOGRAPHICAL FOOTPRINT



# PORTFOLIO FAIR VALUE SPLIT<sup>(1)</sup>

HY 2018

	BELGIUM	NETHERLANDS	FRANCE	LUXEMBOURG	ROMANIA	WDP GROUP
Fair value	1,031m euros	1,366m euros	124m euros	16m euros	338m euros	2,875m euros
Buildings	1,742,000 m <sup>2</sup>	1,756,000 m <sup>2</sup>	197,000 m <sup>2</sup>	15,000 m <sup>2</sup>	434,000 m <sup>2</sup>	4.1m m <sup>2</sup>
Land	3,414,000 m <sup>2</sup>	3,409,000 m <sup>2</sup>	471,000 m <sup>2</sup>	29,000 m <sup>2</sup>	3,242,000 m <sup>2</sup>	10.6m m <sup>2</sup>
Average lease length till first break	4.3y	6.4y	4.3y	1.5y	9.1y	5.8y
Vacancy rate	5.6%	1.0%	6.4%	0.0%	0.0%	2.9%
Gross yield (incl. ERV unlet)	7.1%	6.8%	6.8%	7.9%	8.3%	7.1%
EPRA net initial yield	6.3%	6.1%	6.1%	6.8%	8.0%	6.3%

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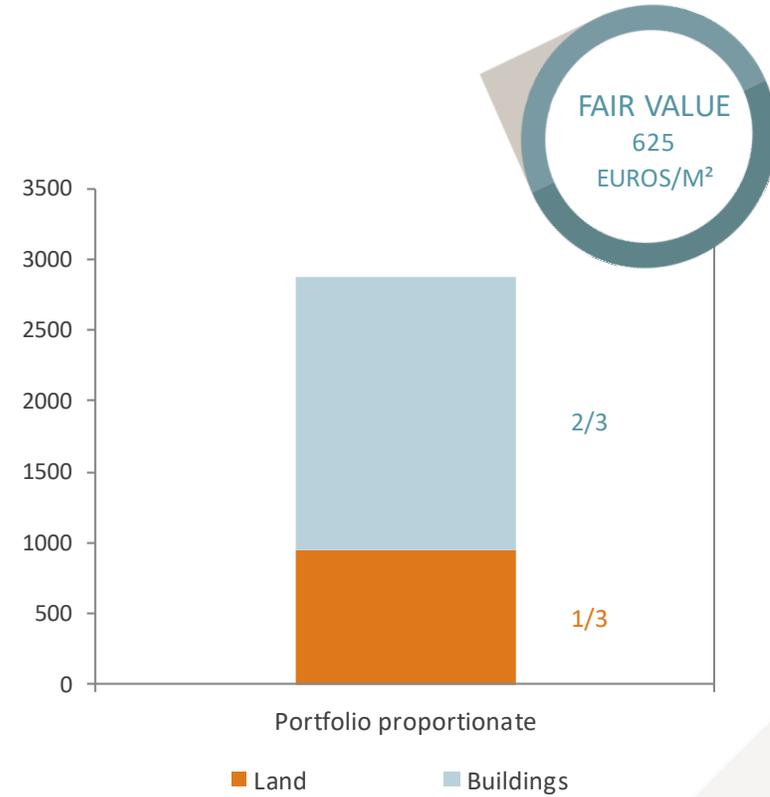
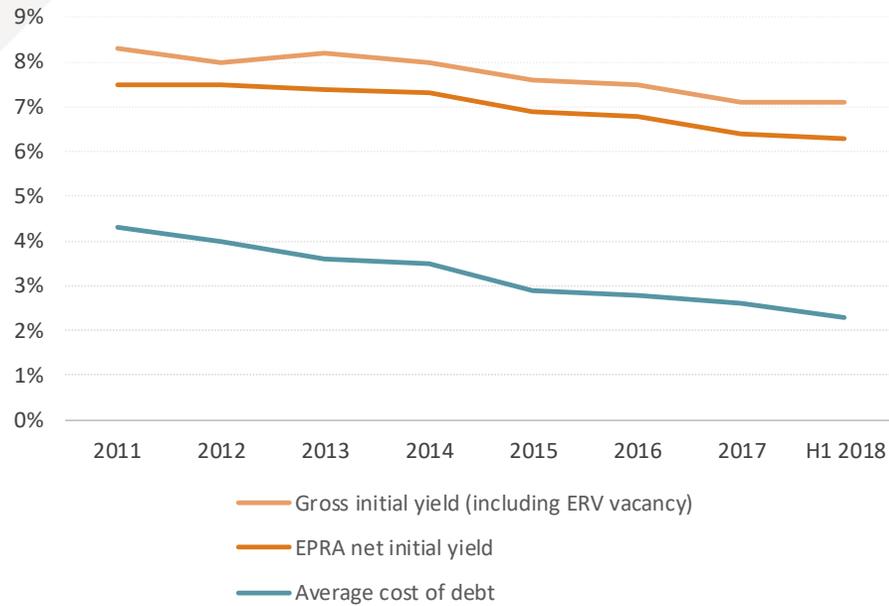


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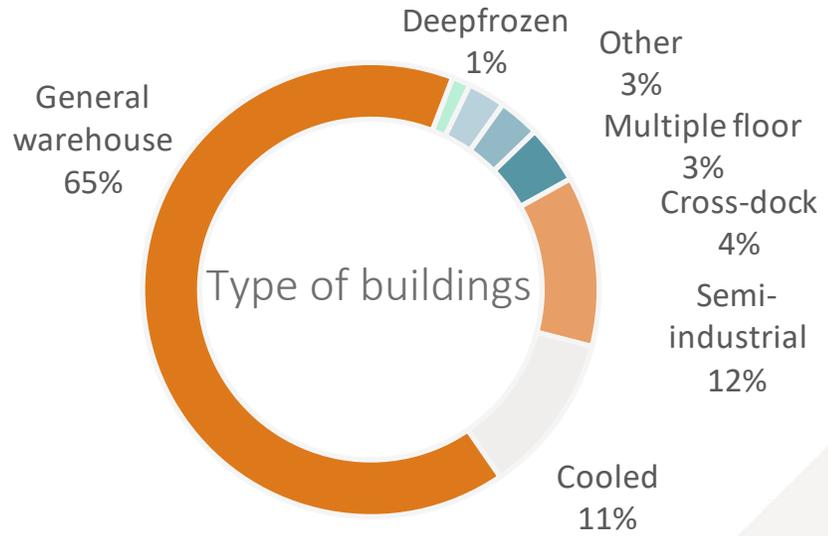
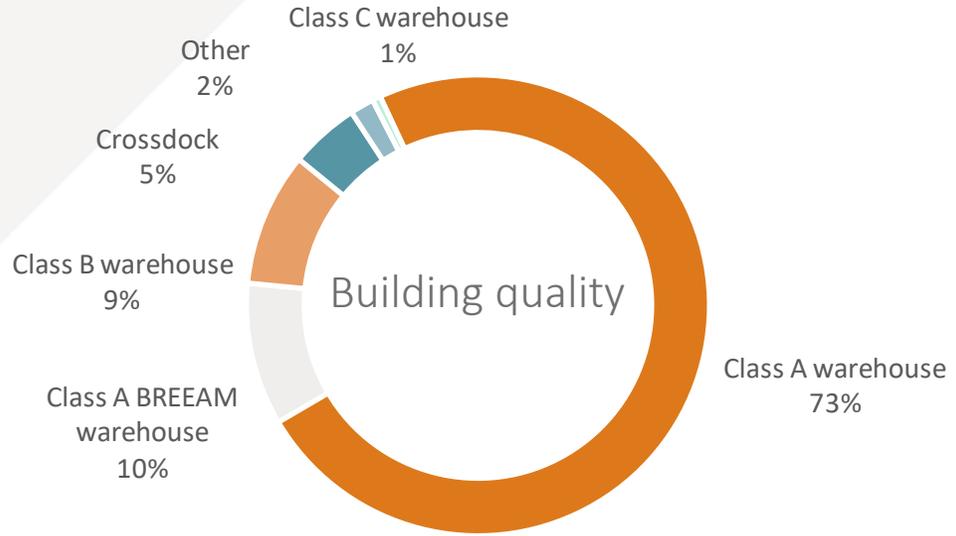
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(1) Excluding solar panels and including projects, land reserve and assets held for sale. Vacancy rate excluding solar panels (EPRA definition). Including the proportional share of WDP in the portfolio of the joint ventures (mainly WDP Luxembourg at 55%). In the IFRS accounts, those joint ventures are reflected through the equity method.

# EVOLUTION PORTFOLIO YIELD



# HIGH-QUALITY PORTFOLIO

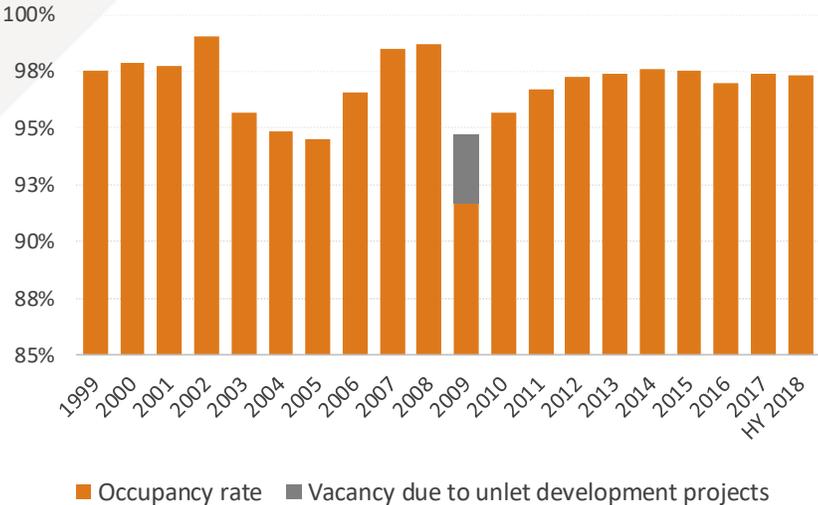


## LONG-TERM CONSIDERATION AND ENTREPRENEURSHIP

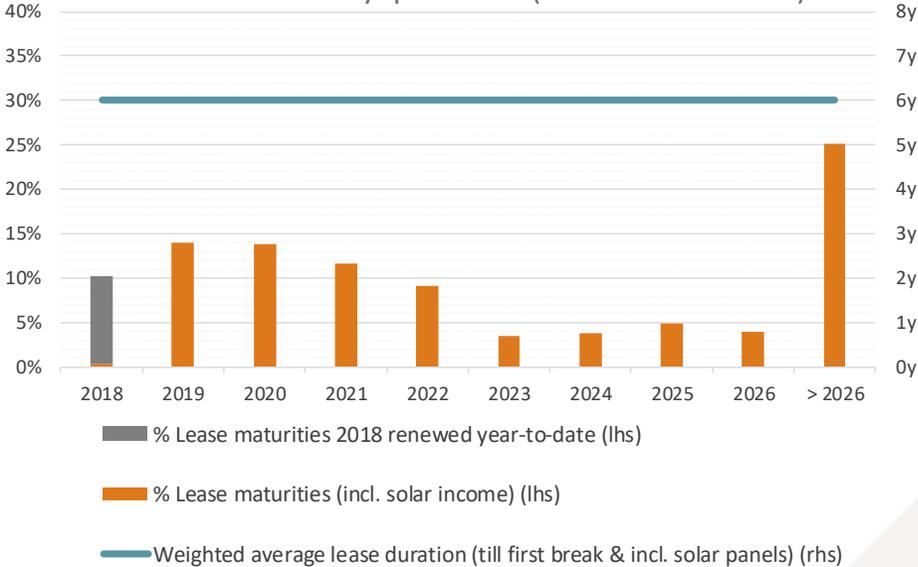
- ▶ Locations on strategic logistic corridors
- ▶ Robust building quality, integrating sustainability & flexibility throughout lifecycle
- ▶ Diversified portfolio and integrated facility management to tailor clients' needs

# OCCUPANCY

Historical occupancy rate



Lease maturity profile (till first break)



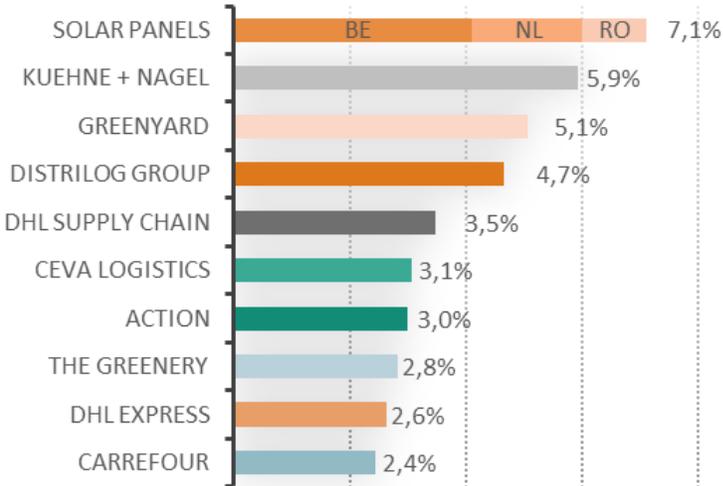
## CONTINUED HIGH OCCUPANCY

- ▶ Occupancy rate 97.3% at HY 2018 (vs. 97.4% end 2017)
- ▶ Lease renewal rate of circa 90% over the last 5 years
- ▶ 95% of the 10% of leases maturing in 2018 extended

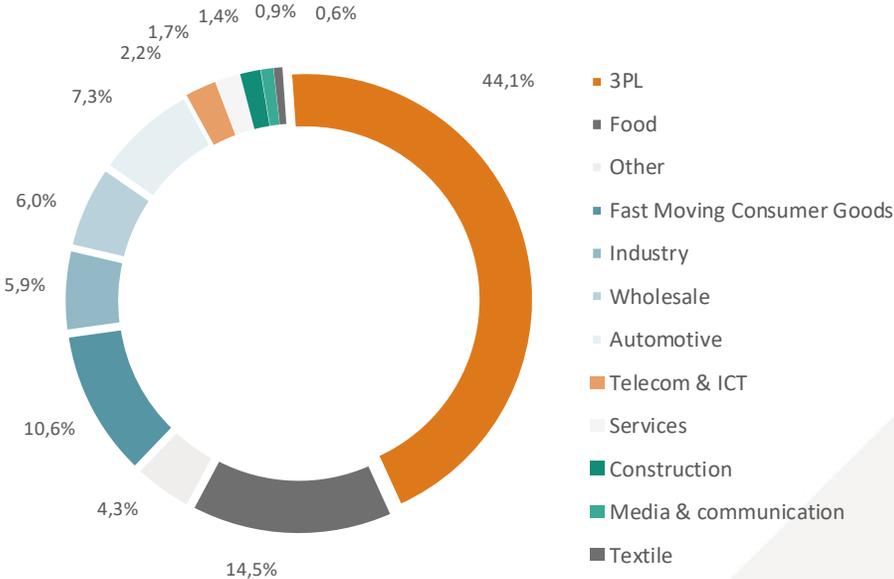


# DIVERSIFIED CLIENT BASE

Top-10 tenants (~40%)(1)



Tenant industry activities



## WELL-SPREAD TENANT PROFILE

- ▶ Active in multiple industries and predominantly large (inter)national corporates
- ▶ Healthy mix between end-users and logistic service providers
- ▶ Top tenants spread over multiple buildings/businesses/countries (max. building risk <5%)

(1) Seven tenants out of the top-10 are located at different locations within the property portfolio.



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# LONG-TERM LEASES

## Weighted average lease duration

	Till first break	Till expiration
Rental contracts (excl. solar panels)	5,8	7,1
Rental contracts (incl. solar panels)	6,0	7,5

## INCOME VISIBILITY

- ▶ Circa 1/4 of contracts have a duration of minimum 10y
- ▶ Focus on long-term quality cash flows
- ▶ Strong historical client retention rate and fidelity

# KEY FIGURES

Operational	30.06.2018	31.12.2017
Fair value of real estate portfolio (incl. solar panels) (in million euros) <sup>(1)</sup>	2.987	2.670
Gross rental yield (incl. vacancy) (in %)	7,1	7,1
Net initial yield (EPRA) (in %)	6,3	6,4
Average lease duration (till first break) (in y) <sup>(2)</sup>	6,0	6,2
Occupancy rate (in %) <sup>(2)</sup>	97,3	97,4
Like-for-like rental growth (in %)	2,0	1,1
Operating margin (%) <sup>(3)</sup>	91,6	92,7
Per share data (in euros)	30.06.2018	30.06.2017
EPRA Earnings	2,94	2,67
Result on the portfolio - Group share	1,59	3,09
Changes in the fair value of the financial instruments - Group share	-0,16	0,73
Depreciation and write-down on solar panels - Group share	-0,12	-0,10
Net result (IFRS) - Group share	4,26	6,39
IFRS NAV	56,9	51,3
EPRA NAV	59,3	53,4
EPRA NNNNAV	56,5	50,9

(1) Including the proportional share of WDP in the portfolio of the joint ventures (mainly WDP Luxembourg at 55%).

(2) Including solar panels.



# CONSOLIDATED RESULTS

Analytical P&L (in euros x 1 000)	H1 2018	H1 2017	Δ y/y (abs.)	Δ y/y (%)
Rental income, net of rental-related expenses	83.688	70.011	13.678	19,5%
Indemnification related to early lease terminations	2	402	-400	n.r.
Income from solar energy	7.227	5.601	1.626	29,0%
Other operating income/costs	-818	-1.477	659	n.r.
<b>Property result</b>	<b>90.100</b>	<b>74.536</b>	<b>15.563</b>	<b>20,9%</b>
Property charges	-3.127	-2.391	-736	30,8%
General company expenses	-4.486	-3.082	-1.405	45,6%
<b>Operating result (before the result on the portfolio)</b>	<b>82.486</b>	<b>69.064</b>	<b>13.423</b>	<b>19,4%</b>
Financial result (excl. changes in the fair value of financial instruments)	-15.542	-13.170	-2.372	18,0%
Taxes on EPRA Earnings	-532	-145	-387	n.r.
Deferred taxes on EPRA Earnings	-450	-450	0	n.r.
Share in the results of associated companies and joint ventures	214	1.945	-1.731	n.r.
Minority interests	-1.114	0	-1.114	0%
<b>EPRA Earnings</b>	<b>65.063</b>	<b>57.244</b>	<b>7.819</b>	<b>13,7%</b>
Changes in the fair value of investment properties (+/-)	36.550	64.592	-28.043	n.r.
Result on disposal of investment property (+/-)	-348	-114	-234	n.r.
Deferred taxes on the result on the portfolio (+/-)	-933	-21	-913	n.r.
Share in the results of associated companies and joint ventures	485	1.808	-1.323	n.r.
<b>Result on the portfolio</b>	<b>35.753</b>	<b>66.266</b>	<b>-30.512</b>	<b>n.r.</b>
Minority interests	-498	0	-498	n.r.
Result on the portfolio - Group share	35.255	66.266	-31.010	n.r.
Changes in the fair value of the financial instruments - Group share	-3.482	15.638	-19.120	n.r.
Depreciation and write-down on solar panels - Group share	-2.643	-2.163	-481	n.r.
<b>Net result (IFRS)</b>	<b>95.738</b>	<b>136.985</b>	<b>-41.247</b>	<b>n.r.</b>
Minority interests	-1.546	0	-1.546	n.r.
<b>Net result (IFRS) - Group share</b>	<b>94.192</b>	<b>136.985</b>	<b>-42.792</b>	<b>n.r.</b>

# CONSOLIDATED RESULTS

Per share data	H1 2018	H1 2017	Δ y/y (abs.)	% Growth
EPRA Earnings	2,94	2,67	0,27	10,2%
Result for the portfolio - Group share	1,59	3,09	-1,50	n.r.
Changes in the fair value of the financial instruments - Group share	-0,16	0,73	-0,89	n.r.
Depreciation and write-down on solar panels - Group share	-0,12	-0,10	-0,02	n.r.
Net result (IFRS) - Group share	4,26	6,39	-2,13	n.r.
Weighted average number of shares	22.116.435	21.439.828	676.607	3,2%



# CONSOLIDATED B/S

in euros x 1 000	30.06.2018	31.12.2017	Δ y/y (abs.)	Δ y/y (%)
Intangible fixed assets	182	146	36	n.r.
Investment properties	2.823.785	2.404.027	419.758	17,5%
Other tangible fixed assets (solar panels inclusive)	115.737	95.876	19.861	20,7%
Financial fixed assets	17.324	97.469	-80.144	-82,2%
Trade debtors and other fixed assets	5.302	3.411	1.891	55,5%
Deferred tax asset	0	0	0	0%
Participations in associated companies and joint ventures	11.098	31.626	-20.528	-64,9%
<b>Fixed assets</b>	<b>2.973.428</b>	<b>2.632.554</b>	<b>340.874</b>	<b>12,9%</b>
Assets held for sale	17.862	7.525	10.337	n.r.
Trade receivables	17.019	9.042	7.977	n.r.
Tax receivables and other current assets	16.606	22.830	-6.224	n.r.
Cash and cash equivalents	1.320	1.231	89	n.r.
Deferrals and accruals	7.389	2.116	5.273	n.r.
<b>Current assets</b>	<b>60.196</b>	<b>42.745</b>	<b>17.451</b>	<b>n.r.</b>
<b>Total assets</b>	<b>3.033.624</b>	<b>2.675.299</b>	<b>358.326</b>	<b>13,4%</b>
Capital	172.680	168.873	3.807	2,3%
Share premiums	588.163	545.154	43.009	7,9%
Reserves	426.193	289.256	136.937	47,3%
Net result for the financial year	94.192	235.156	-140.963	-59,9%
<b>Equity capital attributable to the shareholders of the parent</b>	<b>1.281.228</b>	<b>1.238.439</b>	<b>42.790</b>	<b>3,5%</b>
Minority interests	26.701	0	26.701	0%
<b>Equity capital</b>	<b>1.307.929</b>	<b>1.238.439</b>	<b>69.490</b>	<b>5,6%</b>
Long-term financial debt	1.377.891	1.108.966	268.925	24,3%
Other long term liabilities	52.152	49.328	2.824	5,7%
<b>Long-term liabilities</b>	<b>1.430.043</b>	<b>1.158.293</b>	<b>271.750</b>	<b>23,5%</b>
Short-term financial debt	223.995	240.849	-16.854	-7,0%
Other short term liabilities	71.657	37.717	33.940	90,0%
<b>Short-term liabilities</b>	<b>295.652</b>	<b>278.566</b>	<b>17.086</b>	<b>6,1%</b>
<b>Total liabilities</b>	<b>3.033.624</b>	<b>2.675.299</b>	<b>358.326</b>	<b>13,4%</b>

# CONSOLIDATED B/S

Metrics	30.06.2018	31.12.2017	$\Delta$ y/y (abs.)	$\Delta$ y/y (%)
IFRS NAV	56,9	56,3	0,7	1,2%
EPRA NAV	59,3	58,3	1,0	1,7%
EPRA NNNAV	56,5	55,9	0,7	1,2%
Share price	108,4	93,4	15,0	16,0%
Premium / (discount) vs. EPRA NAV	82,9%	60,3%	22,6%	n.r.
Debt ratio (IFRS)	54,8%	51,5%	3,3%	n.r.
Debt ratio (proportionate)	55,1%	53,1%	2,0%	n.r.

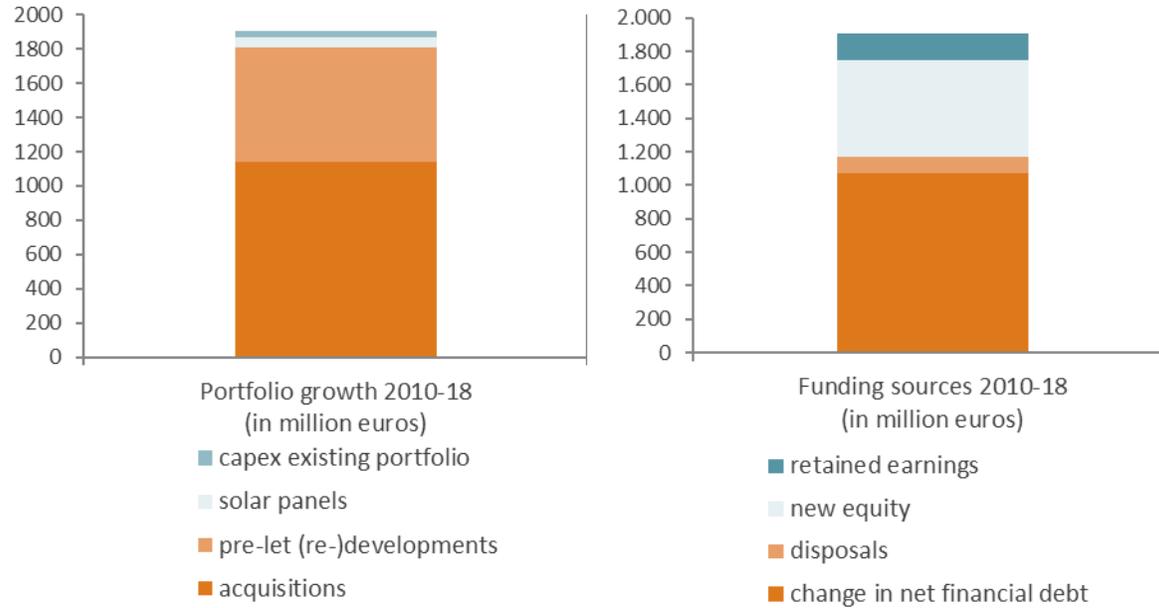


# FINANCIAL MANAGEMENT



- ▶ Strong liquidity position
- ▶ Debt book well-covered against rising interest rates
- ▶ Equity strengthening of > 80m euros (stock dividend and retained earnings)

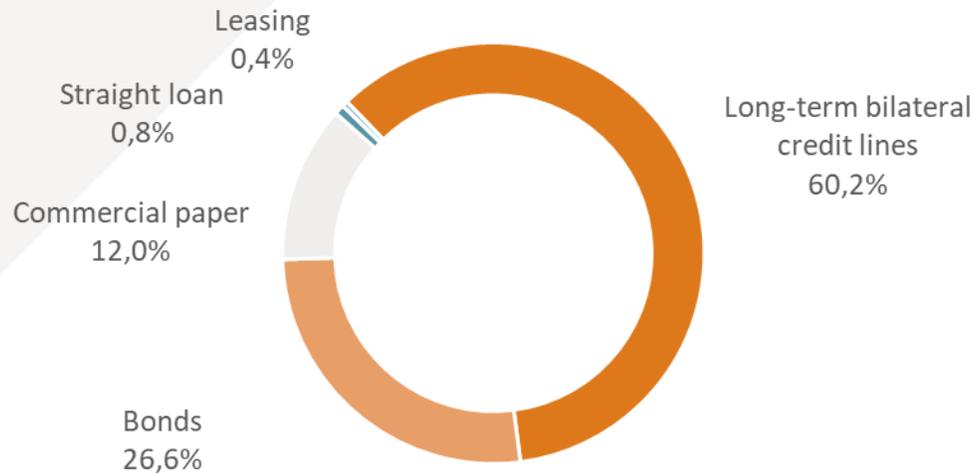
# MAINTAINING BALANCED CAPITAL STRUCTURE



- ▶ Total investment volume of ca. 2bn euros in 2010-18
- ▶ Matching investments with synchronized debt and equity issuance

# FINANCING STRUCTURE

Debt composition



Evolution hedge ratio



## SOLID DEBT METRICS AND ACTIVE LIQUIDITY MANAGEMENT

- ▶ Committed undrawn long-term credit lines of 160m euros<sup>(1)</sup>
- ▶ ICR at 4.7x based on long-term visibility and hedge ratio (at 87%)
- ▶ Cost of debt at 2.3% in HY 2018, 2.4% for FY 2018<sup>(2)</sup>
- ▶ Interest rate sensitivity: +100bps Euribor, ~-1.5% EPRA EPS

(1) Excluding the back-up facilities to cover the commercial paper program and available short-term credit facilities.

(2) The slightly higher cost of debt is due to some hedging instruments starting as from H2 2018.

# CONFIRMATION OF SUSTAINABLE DEVELOPMENT & STRATEGY

US private placement



## GREEN BOND

100 million euros (plus extension option)

Coupon of 2.62%

Tenor of 11 years

First green USPP by a REIT and a Belgian corporate

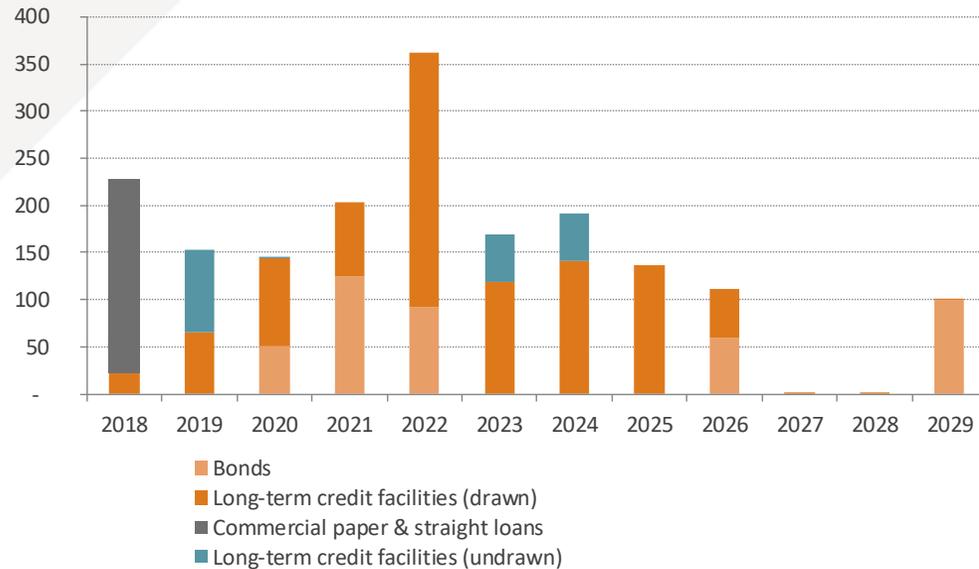


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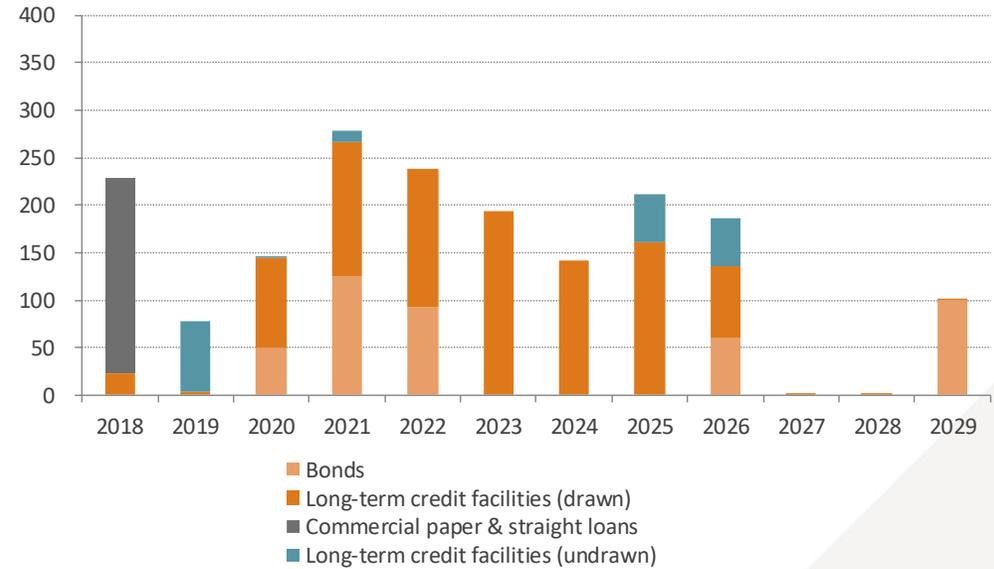
WAREHOUSES WITH BRAINS

# FINANCING STRUCTURE

Debt maturities (min.) <sup>(1)</sup>



Debt maturities (max.) <sup>(1)</sup>



## WELL-SPREAD DEBT MATURITIES

- ▶ Balanced mix of funding sources
- ▶ Duration of outstanding debt of 4.3y (incl. commercial paper)
- ▶ Duration of long-term credit facilities of min. 4.6y and max. 5.0y<sup>(1)</sup>

(1) Some loans are structured with a renewal option at the discretion of the lenders. The minimum loan duration assumes these renewal options are not exercised. The maximum loan duration assumes the loans are rolled over at the date of the renewal.



# FOCUS ON SUSTAINABLE CASH FLOW

## INVESTMENTS

- ▶ Portfolio yielding ~7%
- ▶ High occupancy rate >95%
- ▶ Lease duration ~6y
- ▶ Opex <10% of rents

## GENERATING STRONG CASH FLOW PROFILE

- ▶ Recurring return on equity >10%
- ▶ High Interest Coverage Ratio
- ▶ Balanced risks
- ▶ High income visibility

- ▶ Stable debt ratio ~55-60%
- ▶ Cost of debt ~3%
- ▶ Hedge duration ~7y
- ▶ Debt duration ~4y

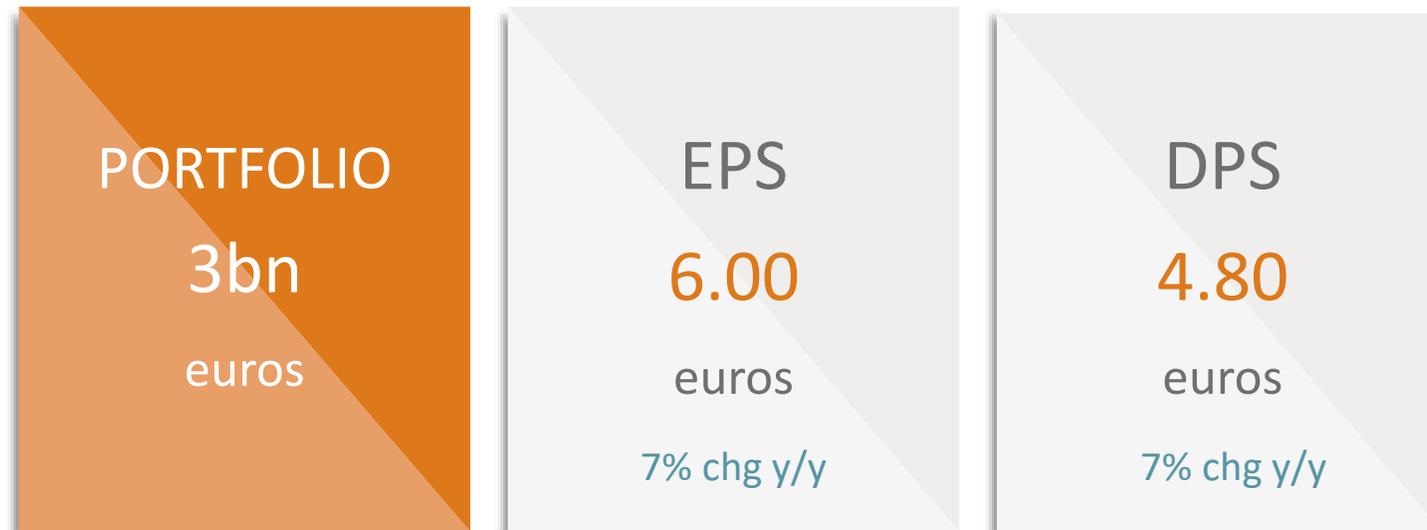
## FUNDING



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# OUTLOOK 2018: TOWARDS A 3BN PORTFOLIO



(1) Based on the situation and prospects as at today and barring unforeseen events (such as a material deterioration of the economic and financial environment) and a normal level of solar irradiation.



**WDP**

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# OUTLOOK 2018: TOWARDS A 3BN PORTFOLIO

- ▶ EPRA EPS 2018: 6.00 euros
  - ▶ Increase of +7% y/y
  - ▶ HY 2018 EPRA EPS growth of +10% not reflective of FY growth<sup>(2)</sup>
  - ▶ Based on EPRA Earnings of circa 134m euros in absolute terms
  
- ▶ Underlying assumptions 2018
  - ▶ Strong impact of development completions in 2017-18
  - ▶ Occupancy rate projected to be minimum 97% on average throughout 2018
  - ▶ High lease renewal rate (10% lease expiries in 2018, of which already 95% renewed)
  - ▶ Debt ratio around 54% end 2018 and average cost of debt of 2.4%
  
- ▶ DPS 2018: 4.80 euros (gross)
  - ▶ Equivalent to +7% y/y reflecting envisaged EPS average growth rate in growth plan 2016-20
  - ▶ Based on a low pay-out ratio

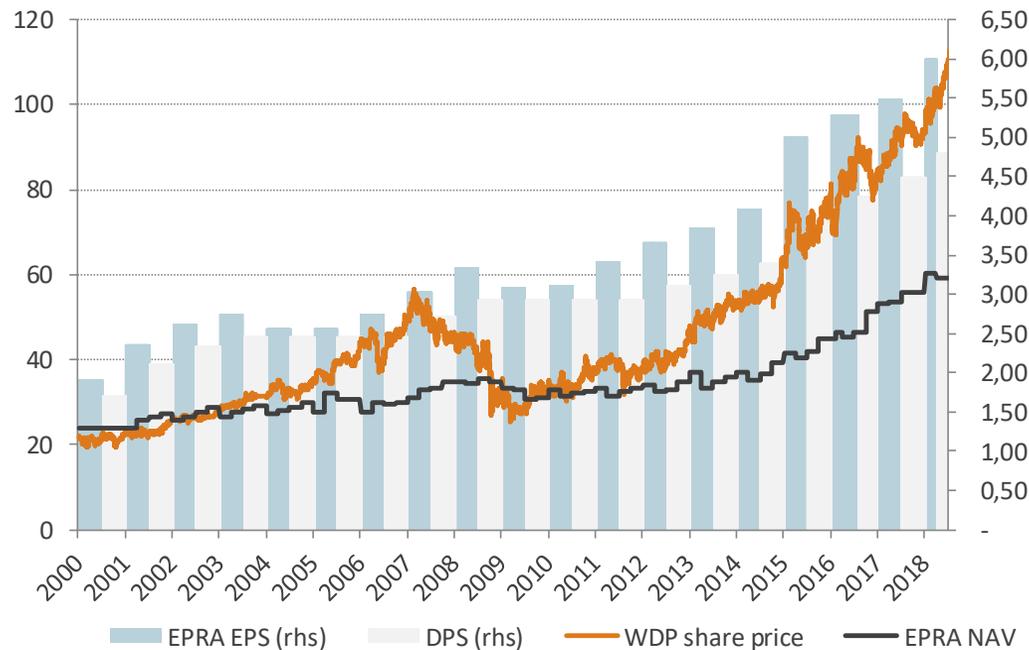
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(1) Based on the situation and prospects as at today and barring unforeseen events (such as a material deterioration of the economic and financial environment) and a normal level of solar irradiation.

(2) Mainly due to projects delivered in 2017 that have mainly started to contribute as from Q2 2017 and a one-off gain in Q4 2017 related to setting-up a deferred tax asset for the Romanian activities. Excluding the latter, the underlying y/y increase in EPRA EPS for H2 2018 would equate to +8%.

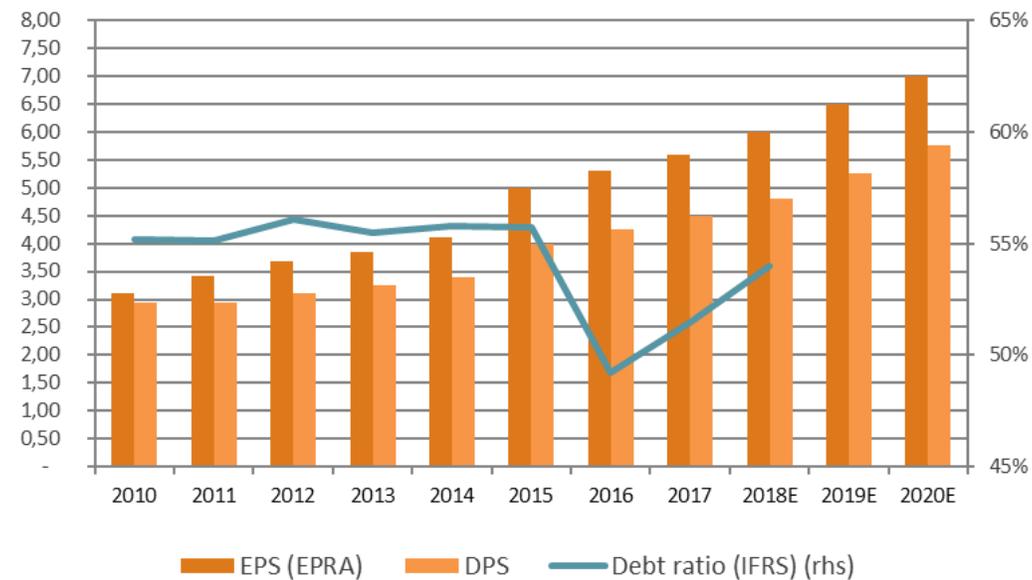
# SHARE STATISTICS



## SHARE STATISTICS

- ▶ EPRA NAV per share of 59.3 euros at HY 2018
- ▶ Market cap of circa 2.5bn euros
- ▶ Free float of 75% - Family Jos De Pauw 25%

# CONSISTENT PERFORMANCE



40

## EARNINGS GROWTH BASED ON CONSTANT CAPITAL STRUCTURE

- ▶ Creating growth and profitability
- ▶ Efficient deployment of capital (debt and equity)
- ▶ Expected EPRA EPS growth 2018-20E: +25% from 5.60 to 7.00 euros





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# WDP INVESTOR DAY ROMANIA

2018  
1-3 OCTOBER



**APM (Alternative Performance Measure)**

An alternative performance measure is a financial measure of historical or future financial performance, financial position, or cash flows, other than a financial measure defined or specified in the applicable financial reporting framework.

**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. (APM)

**EPRA (European Public Real Estate Association)**

A pan-European association of listed property companies dedicated to promoting the industry, implementing best practices for accounting, reporting and corporate governance, delivering qualitative data to investors and a think tank dedicated to key issues facing the industry ([www.epra.com](http://www.epra.com)). EPRA is a registered trade mark of European Public Real Estate Association.

**EPRA cost ratio (including direct vacancy costs)**

All administrative and operating expenses (including direct vacancy costs), divided by the gross rental income. (APM)

**EPRA cost ratio (excluding direct vacancy costs)**

All administrative and operating expenses (excluding direct vacancy costs), divided by the gross rental income. (APM)

**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). (APM)

**EPRA Earnings per share**

The EPRA Earnings per share is the EPRA Earnings based on the weighted average number of shares. (APM)

**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). (APM)

**EPRA NNNAV Triple Net Asset Value**

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). (APM)

**Fair value**

The fair value is defined in IAS 40 as the amount for which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction. In addition, market value must reflect current rental agreements, the reasonable assumptions in respect of potential rental income and expected costs.



**Financial result (excluding changes in the fair value of 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. (APM)

**Free float**

Percentage of the shares held by the general public. According to the EPRA and Euronext definition, this is all shareholders who individually own less than 5% of the total number of shares.

**Gearing ratio (proportionate)**

Statutory ratio calculated on the basis of the GVV/SIR regulations by dividing the financial and other liabilities by the total assets. See the GVV/SIR Royal Decree of 13 July 2014 for the gearing ratio calculation method.

**Gearing ratio (IFRS)**

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 ventures using the equity method. (APM)

**Hedge ratio**

Percentage of fixed-rate and floating-rate debts hedged against interest rate fluctuations by means of derivatives. This economic parameter is not a compulsory parameter under the Belgian Regulated Real-Estate Investment Companies Act (Wet betreffende de geregementeerde vastgoedvennootschappen or GVV-Wet). (APM)

**Interest Rate Swap (IRS)**

A transaction in which the parties swap interest rate payments for a given duration. WDP uses interest rate swaps to hedge against interest rate increases by converting current interest payments into fixed interest payments.

**IFRS NAV**

The IFRS NAV is calculated as the shareholders' equity as per IFRS divided by the total number of shares entitled to dividend on the balance sheet date.

**Like-for-like growth**

Organic growth of the gross rental income year-on-year, excluding development projects, acquisitions and disposals during both periods of this comparison. (APM)



**Like-for-like growth**

Organic growth of the gross rental income year-on-year, excluding development projects, acquisitions and disposals during both periods of this comparison. (APM)

**Market capitalization**

Closing price on the stock market, multiplied by the number of shares outstanding on that date.

**Occupancy rate**

Calculation based on the rental values of leased properties and non-leased surfaces, including income from solar panels. Ongoing projects and/or renovations are not considered.

**Operating margin**

The operating margin is calculated by dividing net operating result (before the result on the portfolio) by the property result. (APM)

**Optional dividend**

In an optional dividend, the dividend receivable linked to a specific number of existing shares entitles the owner to a single new share at an issue price per share that may entail a discount on the list price (based on an average share price for a specific period or otherwise). The issue of shares as part of the optional dividend is subject to the general company law regarding capital increases. If a cash contribution is made in addition to a contribution in kind as part of the payment of an optional dividend, the special provisions of Section 26, §1 of the Law of 12 May 2014 on capital increases in cash are declared not applicable under law if this optional dividend is made payable for all shareholders. The special rules regarding contributions in kind in a GVV/SIR, as provided for in Article 26, §2 of the Law of 12 May 2014 do not apply either, provided specific conditions are satisfied.

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

Realised and unrealised capital gains/loss with respect to the latest valuation by the 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. (APM)

**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. (APM)

**EPRA NNAV Triple Net Asset Value**

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). (APM)

**Variations in fair value of financial instruments**

The variations in 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 entered into.



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