Half year results 2018/2019

Brussels, 20 February 2019
Table of contents

- Highlights H1 2018/2019
- Strategy
- Achievements
- Portfolio analysis
- Financials
- Shares & shareholders
- Outlook
- Conclusion
Highlights H1 2018/2019
Highlights
H1 2018/2019 (1)

> **Rental income**: €50.8 million, +14 % YoY, +1.7 % L-F-L

> **EPRA Earnings**: €31.7 million, +12 % YoY

> **Rental income** and **EPRA Earnings** ahead of budget

> **Dividend forecast** confirmed at €2.80 gross per share (+12 %)

> **Real estate portfolio** of €2.0 billion, +13 % compared to 30 June 2018

> **Acquisition** of a portfolio of **92 healthcare properties** in the UK

> Record level of €473 million of **projects** (excl. UK portfolio)
Highlights
H1 2018/2019 (2)

> **Healthcare real estate**: 85% of the portfolio, totaling €1,625 million spread over 159 sites in 3 countries
  - €996 million in Belgium (76 sites)
  - €336 million in Germany (41 sites)
  - €292 million in The Netherlands (42 sites)

> **Weighted average lease term**: 20 years

> **Debt-to-assets ratio**: 47.4 %

> First phase of the sale of Immobe shares completed
### Investment activity

<table>
<thead>
<tr>
<th>(in € million)</th>
<th>Investments carried out/ announced</th>
<th>Development projects</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>DE Specht Gruppe phase I: Schwerin, Lübbecke, Kaltenkirchen ¹</td>
<td>19</td>
<td>21</td>
<td>40</td>
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<tr>
<td>DE Argentum portfolio (4 sites)</td>
<td>19</td>
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<td>NL Sorghuys Tilburg</td>
<td>2</td>
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<tr>
<td>DE Azurit portfolio (4 sites) ¹</td>
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<td>-</td>
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<tr>
<td>NL Nieuw Heerenhage ¹</td>
<td>3</td>
<td>19</td>
<td>22</td>
</tr>
<tr>
<td>NL Martha Flora Bosch en Duin ¹</td>
<td>5</td>
<td>-</td>
<td>5</td>
</tr>
<tr>
<td>BE De Stichel ¹</td>
<td>4</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>BE Huize Lieve Moenssens ¹</td>
<td>4</td>
<td>-</td>
<td>4</td>
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<tr>
<td>NL Verpleegcentrum Scheemda</td>
<td>1</td>
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<td>5</td>
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<tr>
<td>NL ECR portefeuille (3 sites)</td>
<td>35</td>
<td>12</td>
<td>47</td>
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<tr>
<td>BE Residentie Kartuizerhof</td>
<td>20</td>
<td>-</td>
<td>20</td>
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<tr>
<td>BE Residentie van de Vrede</td>
<td>15</td>
<td>2</td>
<td>17</td>
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<td>NL Het Gouden Hart Harderwijk</td>
<td>4</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>NL Huize Ter Beegden ¹</td>
<td>4</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>DE Seniorenhem J.J. Kaendler ²</td>
<td>4</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>DE Hartha et Zur alten Linde ²</td>
<td>18</td>
<td>-</td>
<td>18</td>
</tr>
<tr>
<td>BE Heydeveld ¹</td>
<td>4</td>
<td>-</td>
<td>4</td>
</tr>
<tr>
<td>NL Kening State</td>
<td>11</td>
<td>-</td>
<td>11</td>
</tr>
<tr>
<td>BE Hof van Schoten</td>
<td>18</td>
<td>-</td>
<td>18</td>
</tr>
<tr>
<td>NL Stepping Stones Zwolle</td>
<td>1</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>NL September Nijverdal ¹</td>
<td>3</td>
<td>-</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total as of 31 December 2018</strong></td>
<td>216</td>
<td>72</td>
<td>288</td>
</tr>
<tr>
<td><strong>UK Aedifica UK portfolio</strong> ³</td>
<td>503</td>
<td>-</td>
<td>503</td>
</tr>
<tr>
<td><strong>Total as of 20 February 2019</strong></td>
<td>719</td>
<td>72</td>
<td>791</td>
</tr>
</tbody>
</table>

¹ Realisations of agreements concluded prior to 1 July 2018.
² The outstanding conditions of these transactions are expected to be fulfilled in the next few weeks.
³ Based on the exchange rate as of 31 December 2018.

→ €683 million of new investments (incl. Uk portfolio) since 1 July 2018, on top of pipeline as of 30 June 2018
Portfolio outlook

Total portfolio outlook: €2.6 billion

(As of 20 February 2019)
Strategy

Residentie Sporenpark
Beringen - Belgium
Aedifica

Belgian REIT (RREC/SIR/GVV)

- market cap ~ €1.5 billion
- free float of 100%
- marketable investment properties ~ €2.0 billion (as of 31/12/2018)
- approx. 1,014,000 m²

Focusing on healthcare real estate: “housing with care”

- demographic evolution: ageing

European focus

- Belgium
- Germany
- The Netherlands
- United Kingdom

A European pure-play healthcare REIT, with a WAULT of 20 years
Demographic evolution

Ageing in Belgium


Ageing in Germany

Source: "Bevölkerung Deutschlands bis 2060", Statistisches Bundesamt (Deutschland), 2015.

Ageing in The Netherlands


Ageing in the United Kingdom

Segment information

Fair value of total portfolio: €2.0 billion (As of 31 December 2018)

Healthcare real estate in Europe
- Weight: 85 %
- Gross yield: 5.6 %
- EBIT margin: 97 %
- Cash flow (long leases) + growth potential

Apartment buildings in Belgium
- Weight: 11 %
- Gross yield: 4.8 %
- EBIT margin: 73 %
- 50 % in JV

Hotels in Belgium
- Weight: 4 %
- Gross yield: 6.3 %
- EBIT margin: 99 %
- Cash flow (long leases)

NON-CORE
Achievements

Huize Hoog Kerckebosch
Zeist – The Netherlands
Achievements
Investment properties

Evolution since 2006

CAGR: 26 %
(as of 31 December 2018)

1 Incl. assets classified as held for sale.
2 Outlook includes the portfolio as of 31/12/2018, the UK portfolio, the disposal of non-core segments and the completion of the development pipeline.
Achievements

Focus on healthcare real estate

Evolution by segment (fair value\(^1\))

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\(^1\) Marketable investment properties incl. assets classified as held for sale (€1,907 m).

\(^2\) The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the acquisition of the UK portfolio.
Focus on Europe

Geographical breakdown (fair value)¹

1 Marketable investment properties incl. assets classified as held for sale (€1,907 m).
2 The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.
3 Outlook includes the portfolio as of 31/12/2018, the UK portfolio, the disposal of non-core segments and the completion of the development pipeline.
Achievements
Value creation since 2006

€ m

- 0 -
- 250 -
- 500 -
- 750 -
- 1,000 -
- 1,250 -
- 1,500 -
- 1,750 -

IPO market cap 23 Oct. 2006
SPOs
Other capital increases
Value creation
Cumulative dividend since IPO
Market cap 31 Dec. 2018
Portfolio analysis

Bremerhaven I
Bremerhaven - Germany
The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.

1 The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.
Geographical breakdown

(As of 1 February 2019)¹

- The Netherlands: 12%
- Flanders: 32%
- Germany: 14%
- United Kingdom: 21%
- Brussels: 14%
- Wallonia: 7%

¹ The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.
Healthcare real estate

Focus on senior housing

- Assisted living facilities: rest homes (high care)
  - Belgium: Woonzorgcentrum / Maison de repos
  - Germany: Pflegeheim
  - The Netherlands: Verpleeghuis, Zorgresidentie, ...

- Independent living facilities: seniors apartments (low care)
  - Belgium: Assistentiewoning / Résidence-services
  - Germany: Betreutes Wohnen
  - The Netherlands: Seniorenappartementen

Exploring other healthcare segments

- Healthcare campus model
- Medical centres, residential care facilities, …
Healthcare real estate
Segment diversification

(As of 1 February 2019)$^1$

1 The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.
Belgian healthcare portfolio

> **Senior housing portfolio of 76 assets:**
  - Capacity of approx. 7,800 residents
  - Total fair value of approx. €996 m
  - Yield on fair value of 5.5 %
  - Triple net long leases
  - Typical lease maturity: 27 years
  - 4 main tenants: Armonea, Orpea, Senior Living Group, Vulpia
  - Portfolio outlook as of 20 February 2019: approx. €1,040 m

> **Belgium:**
  - Aedifica is market leader in senior housing real estate
  - Senior housing: highly consolidated profit segment
  - Senior housing: future potential in not-for-profit and public segments

(As of 31 December 2018)
Belgian healthcare portfolio

Belgium

(As of 31 December 2018)
Belgian healthcare portfolio

Residentie Sporenpark, Beringen
- 127 units

Residentie Kartuizehof, Lierde
- 128 units

Hestia, Wemmel
- 222 units

Leopoldspark, Leopoldsburg
- 150 units
German healthcare portfolio

Senior housing portfolio of 41 assets:
- Capacity of approx. 3,300 residents
- Total fair value of approx. €336 m
- Yield on fair value of 6.1 %
- Double net long leases
- Typical lease maturity: 20 - 25 years
- 14 tenants (advita, Alloheim, Argentum, Azurit Group, Convivo, Cosiq, Deutsches Rotes Kreuz, DPUW, EMVIA, Orpea, Residenz Management, Schloss Bensberg Management, Volkssolidarität, Vitanas)
- Co-operation agreement with Specht Gruppe for the construction of 17 care campuses (€245 m), of which 3 are currently under construction
- Portfolio outlook as of 20 February 2019: approx. €650 m

Germany:
- Growth potential due to ageing of German population
- Healthcare real estate segment: consolidating quickly
German healthcare portfolio

Germany

(As of 31 December 2018)
German healthcare portfolio

Service-Residenz Schloss Bensberg, Bergisch Gladbach
- 87 units

advita Haus Zur Alten Berufsschule, Zschopau
- 127 units

Bremerhaven I, Bremerhaven
- 110 units

Käthe-Bernhardt-Haus, Husum
- 83 units
Senior housing portfolio of 42 assets:
- Capacity of approx. 1,500 residents
- Total fair value of approx. €292 m
- Yield on fair value of 5.6 %\(^1\)
- Mostly triple net long leases
- Typical lease maturity: 15 - 20 years
- 10 main tenants (Blueprint Group, Compartijn, Domus Magnus, Het Gouden Hart, Martha Flora, Stepping Stones Home & Care, Stichting Vitalis RW, Stichting Oosterlengte, Stichting Zorggroep Noorderboog, Wonen bij September)
- 14 sites to be completed (€105 m)
- Portfolio outlook as of 20 February 2019: approx. €410 m

The Netherlands:
- Healthcare real estate/senior housing: emerging market

\(^1\) Yields on fair value care residences: 6% - 7%. Yields on fair value senior apartments: 5% - 6%.
Dutch healthcare portfolio

The Netherlands

Senior housing
To be completed

(As of 31 December 2018)
Dutch healthcare portfolio

Martha Flora
Hilversum, Hilversum
• 31 units

Het Gouden Hart
Kampen
• 37 units

Zorgresidentie
Mariëndaal, Velp
• 75 units

Het Dokhuis
Oude Pekela
• 32 units
UK healthcare portfolio

Senior housing portfolio of 92 assets:

- Capacity of approx. 5,700 residents
- Acquisition value of approx. £450 m
- Contractual rent: approx. £32 m \(^1\)
- Initial gross yield: approx. 7%
- WAULT: >22 years
- 14 tenants (Burlington Care, Maria Mallaband Care Group, Bondcare, Care UK, Renaissance Care, Four Seasons Health Care, Harbour Healthcare, Caring Homes Group, Select Healthcare Group, Brighterkind, Majesticare, Conniston Care, Priory and Lifeways)
- Good geographical diversification: 26% of rent income in London and South East
- Inflation linked triple net leases
- Opportunities for further development (incl. yielding capex)
- Experienced portfolio management platform: Layland Walker

\(^1\) Contractual rent = annualised rent for 92 properties (incl. the green field project to be delivered in Ottery) based on lease agreements in place on 1 February 2019, excl. current rent incentives or expected rent increases for capex projects to be completed (with the exception of Ottery). Estimated passing rent is expected to increase to approx. £33-34 million over 2 to 3 years given expiration of rent incentives, completion of projects and indexation assumptions.
UK healthcare portfolio

UK elderly care market

> Ageing UK population
  - Demographic change is one of the key drivers of increasing demand for care assets
  - Population of +85 years expected to double over the next 25 years
  - Segment of +85 years shows the highest care needs

> Fragmented UK care home market
  - Top 4 largest operators account for approx. 15% of the market
  - Top 30 largest operators account for approx. 30% of the market

> Under-provision of beds
  - The UK provides approx. 466,000 beds for elderly, nursing and physically disabled
  - The equipment rate in the UK is lower than in BE, G, NL
  - Market occupancy is currently at record levels of approx. 90%
  - In recent years, new build has not always kept up with de-commissioning¹

¹ Knight Frank UK Healthcare Development Opportunities September 2017
UK healthcare portfolio

United Kingdom

Senior housing

(As of 1 February 2019)
UK healthcare portfolio

- Coplands, London • 79 units
- Heritage, Tooting • 72 units
- Armstrong House, Gateshead • 71 units
- River View, Reading • 137 units
- Highfield, Castleford • 88 units
Healthcare real estate tenants

Est. tenant diversification¹

1 Based on the contractual rents as of 30 September 2018 and the estimated impact of the acquisition of the UK portfolio
Healthcare real estate tenants

> 251 sites with >100 tenants (or >50 ‘groups’)

representing European, national and local profit and not-for-profit operators

1 The situation as of 1 February 2019 includes the portfolio as of 31/12/2018 and the impact of the acquisition of the UK portfolio.
Lease maturity

Initial lease term

- < 15 years: 11%
- ≥ 15 years, irrevocable: 89%

Weighted average lease term: 20 years

Marketable investment properties incl. assets classified as held for sale (€1,907 m).

(As of 31 December 2018)
Age of buildings

- Long-term triple net contracts: 71%
- Buildings between 0-10 years: 19%
- Buildings > 10 years: 10%
- Other contracts: 10%

Marketable investment properties incl. assets classified as held for sale (€1,907 m).

(As of 31 December 2018)
**Occupancy rate**

Red line: Total portfolio (excl. furnished apartments) (96% of portfolio) : (contractual + guaranteed rents) / (contractual rents + ERV for unlet spaces).

Green dots: Furnished apartments (4% of portfolio) : Rented days QTD / total number of days QTD. Occupancy rate YTD 2018/2019: 82.9%; FY 2017/2018: 84.1%.

→ Very high and stable occupancy rates
Gross yields on fair value

(As of 31 December 2018)

- Healthcare real estate: 5.6%
- Apartment buildings: 4.8%
- Hotels: 6.3%

Weighted average: 5.6%
## Segment EBIT margins*

<table>
<thead>
<tr>
<th></th>
<th>Healthcare real estate</th>
<th>Apartment buildings</th>
<th>Hotels</th>
<th>Unallocated &amp; inter-segment</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2007/2008</td>
<td>100 %</td>
<td>64 %</td>
<td>98 %</td>
<td>-</td>
<td>68 %</td>
</tr>
<tr>
<td>FY 2008/2009</td>
<td>100 %</td>
<td>64 %</td>
<td>96 %</td>
<td>-</td>
<td>71 %</td>
</tr>
<tr>
<td>FY 2009/2010</td>
<td>100 %</td>
<td>64 %</td>
<td>99 %</td>
<td>-</td>
<td>73 %</td>
</tr>
<tr>
<td>FY 2010/2011</td>
<td>100 %</td>
<td>64 %</td>
<td>98 %</td>
<td>-</td>
<td>75 %</td>
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<tr>
<td>FY 2011/2012</td>
<td>100 %</td>
<td>63 %</td>
<td>99 %</td>
<td>-</td>
<td>76 %</td>
</tr>
<tr>
<td>FY 2012/2013</td>
<td>100 %</td>
<td>61 %</td>
<td>100 %</td>
<td>-</td>
<td>76 %</td>
</tr>
<tr>
<td>FY 2013/2014</td>
<td>100 %</td>
<td>59 %</td>
<td>99 %</td>
<td>-</td>
<td>77 %</td>
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<tr>
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<td>58 %</td>
<td>99 %</td>
<td>-</td>
<td>78 %</td>
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<tr>
<td>FY 2015/2016</td>
<td>99 %</td>
<td>59 %</td>
<td>99 %</td>
<td>-</td>
<td>80 %</td>
</tr>
<tr>
<td>FY 2016/2017</td>
<td>99 %</td>
<td>63 %</td>
<td>99 %</td>
<td>-</td>
<td>83 %</td>
</tr>
<tr>
<td>FY 2017/2018</td>
<td>98 %</td>
<td>60 %</td>
<td>99 %</td>
<td>-</td>
<td>84 %</td>
</tr>
<tr>
<td>H1 2018/2019</td>
<td>97 %</td>
<td>73 %</td>
<td>99 %</td>
<td>-</td>
<td>83 %</td>
</tr>
</tbody>
</table>

* Stable EBIT margins

Due to IFRIC 21, the total EBIT margin is usually higher in H1 than the expected FY total EBIT Margin. Total EBIT margin excl. IFRIX 21 = 82 % instead of 84 %.

* EBIT / net rental income
Valuation of property*
2008 → 2019

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare</td>
<td>€13,000</td>
<td>€1,684,000</td>
<td>€6,072,000</td>
<td>€5,991,000</td>
<td>€7,347,000</td>
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<tr>
<td>Apartment buildings</td>
<td>-€7,851,000</td>
<td>-€1,904,000</td>
<td>€1,552,000</td>
<td>€3,032,000</td>
<td>-€82,000</td>
</tr>
<tr>
<td>Hotels</td>
<td>-€1,415,000</td>
<td>-€963,000</td>
<td>€1,191,000</td>
<td>€45,000</td>
<td>-€1,017,000</td>
</tr>
<tr>
<td>Total</td>
<td>-€9,253,000</td>
<td>-€1,183,000</td>
<td>€8,815,000</td>
<td>€9,068,000</td>
<td>€6,248,000</td>
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</table>

Limited decrease → Resilience → Increase → Increase → Increase

<table>
<thead>
<tr>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare</td>
<td>€5,896,000</td>
<td>€13,343,000</td>
<td>€17,588,000</td>
<td>€18,782,000</td>
<td>€22,475,000</td>
<td>€15,292,000</td>
</tr>
<tr>
<td>Apartment buildings</td>
<td>-€145,000</td>
<td>€1,061,000</td>
<td>€339,000</td>
<td>€218,000</td>
<td>€2,474,000</td>
<td>€7,974,000</td>
</tr>
<tr>
<td>Hotels</td>
<td>-€99,000</td>
<td>€125,000</td>
<td>-€1,062,000</td>
<td>-€2,880,000</td>
<td>€277,000</td>
<td>-€57,000</td>
</tr>
<tr>
<td>Total</td>
<td>€5,652,000</td>
<td>€14,529,000</td>
<td>€16,865,000</td>
<td>€16,119,000</td>
<td>€25,226,000</td>
<td>€23,208,000</td>
</tr>
</tbody>
</table>

Increase → Increase → Increase → Increase → Increase → Increase

→ Low volatility since July 2008
→ Positive trends since Jan. 2010

* Excluding initial FV of acquisitions, and excluding MTM on development projects.
# Portfolio growth

## Development projects as of 31 December 2018 (1)

<table>
<thead>
<tr>
<th>Projects in progress</th>
<th>Investment Inv. as of 31/12/2018</th>
<th>Future inv.</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Completion 2018/2019</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B Plantijn II Kapellen</td>
<td>4</td>
<td>3</td>
<td>1 Extension and renovation of a rest home</td>
</tr>
<tr>
<td>B Vinkenbosch II Hasselt</td>
<td>2</td>
<td>1</td>
<td>1 Renovation of a rest home</td>
</tr>
<tr>
<td>DE Seniorenresidenz Laurentiusplatz Wuppertal</td>
<td>2</td>
<td>0</td>
<td>2 Renovation of a rest home</td>
</tr>
<tr>
<td>NL LTS Winschoten Ede</td>
<td>11</td>
<td>9</td>
<td>2 Construction of a care residence</td>
</tr>
<tr>
<td>NL Huize de Compagnie</td>
<td>7</td>
<td>6</td>
<td>1 Construction of a care residence</td>
</tr>
<tr>
<td>NL Martha Flora Rotterdam</td>
<td>6</td>
<td>4</td>
<td>2 Construction of a care residence</td>
</tr>
<tr>
<td>NL De Merenhoef Maarsen</td>
<td>4</td>
<td>0</td>
<td>4 Extension and renovation of a rest home</td>
</tr>
<tr>
<td>NL Huize Roossedael Roosendaal</td>
<td>5</td>
<td>4</td>
<td>1 Construction of a care residence</td>
</tr>
<tr>
<td>NL Stepping Stones Leusden Leusden</td>
<td>3</td>
<td>1</td>
<td>2 Construction of a care residence</td>
</tr>
<tr>
<td>NL Huize Groot Waardijn Tilburg</td>
<td>5</td>
<td>4</td>
<td>1 Construction of a care residence</td>
</tr>
<tr>
<td>NL Huize Ereslool Duizel</td>
<td>5</td>
<td>3</td>
<td>3 Construction of a care residence</td>
</tr>
<tr>
<td><strong>Completion 2019/2020</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B Kasteelhof Dendermonde</td>
<td>3</td>
<td>0</td>
<td>3 Extension of a rest home</td>
</tr>
<tr>
<td>B Résidence Aux Deux Parcs Jette</td>
<td>3</td>
<td>0</td>
<td>3 Extension of a rest home</td>
</tr>
<tr>
<td>B 't Hoge III Kortrijk</td>
<td>2</td>
<td>0</td>
<td>2 Extension of a rest home</td>
</tr>
<tr>
<td>B De Duinpieper Oostende</td>
<td>2</td>
<td>1</td>
<td>1 Extension and renovation of a rest home</td>
</tr>
<tr>
<td>B Plantijn III Kapellen</td>
<td>1</td>
<td>0</td>
<td>1 Extension and renovation of a rest home</td>
</tr>
<tr>
<td>DE Bonn Berin</td>
<td>1</td>
<td>0</td>
<td>1 Renovation of a rest home</td>
</tr>
<tr>
<td>DE Residenz Zehlendorf Berlin</td>
<td>5</td>
<td>3</td>
<td>2 Renovation of a rest home</td>
</tr>
<tr>
<td>DE Schwerin Schwerin</td>
<td>11</td>
<td>5</td>
<td>7 Construction of a rest home</td>
</tr>
<tr>
<td>DE Kaltenkirchen Kaltenkirchen</td>
<td>15</td>
<td>4</td>
<td>11 Construction of a rest home</td>
</tr>
<tr>
<td>DE Lübecke Lübecke</td>
<td>9</td>
<td>6</td>
<td>4 Construction of a rest home</td>
</tr>
<tr>
<td>NL Sorghuys Tilburg Berkel-Enschot</td>
<td>3</td>
<td>1</td>
<td>2 Construction of a care residence</td>
</tr>
<tr>
<td>NL Verpleegcentrum Scheemda Scheemda</td>
<td>4</td>
<td>0</td>
<td>4 Construction of a rest home</td>
</tr>
<tr>
<td>NL De Statenhof Leiden</td>
<td>2</td>
<td>0</td>
<td>2 Extension and renovation of a rest home</td>
</tr>
<tr>
<td>NL Residentie Boldershof Amersfoort</td>
<td>1</td>
<td>0</td>
<td>1 Renovation of a rest home</td>
</tr>
<tr>
<td>NL Het Gouden Hart Harderwijk Harderwijk</td>
<td>7</td>
<td>0</td>
<td>7 Construction of a senior housing site</td>
</tr>
<tr>
<td><strong>Completion 2020/2021</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NL Residentie Sibelius Oss</td>
<td>9</td>
<td>0</td>
<td>9 Extension of a senior housing site</td>
</tr>
<tr>
<td>NL Nieuw Heerenhage Heerenveen</td>
<td>20</td>
<td>1</td>
<td>19 Construction of a senior housing site</td>
</tr>
<tr>
<td>NL Stepping Stones Zwolle Zwolle</td>
<td>5</td>
<td>0</td>
<td>5 Construction of a care residence</td>
</tr>
</tbody>
</table>
## Portfolio growth

### Development projects as of 31 December 2018 (2)

<table>
<thead>
<tr>
<th>Projects and renovations (in € million)</th>
<th>Inv. as of 31/12/2018</th>
<th>Future inv.</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Projects in progress</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land reserve</td>
<td>2</td>
<td>2</td>
<td>0</td>
</tr>
<tr>
<td>B Plot of land Bois de la Pierre</td>
<td>2</td>
<td>2</td>
<td>0</td>
</tr>
<tr>
<td><strong>Acquisitions subject to outstanding conditions</strong></td>
<td>536</td>
<td>0</td>
<td>536</td>
</tr>
<tr>
<td><strong>Completion 2018/2019</strong></td>
<td>536</td>
<td>0</td>
<td>536</td>
</tr>
<tr>
<td>DE SARA Seniorenresidenz</td>
<td>10</td>
<td>0</td>
<td>10 Acquisition of a rest home</td>
</tr>
<tr>
<td>DE Seniorenheim J.J. Kaendler</td>
<td>4</td>
<td>0</td>
<td>4 Acquisition of a rest home</td>
</tr>
<tr>
<td>DE Seniorenwohnpark Hartha</td>
<td>12</td>
<td>0</td>
<td>12 Acquisition of a rest home</td>
</tr>
<tr>
<td>DE Seniorenpflegezentrum Zur alten Linde</td>
<td>6</td>
<td>0</td>
<td>6 Acquisition of a rest home</td>
</tr>
<tr>
<td>UK Aedifica UK portfolio</td>
<td>503</td>
<td>0</td>
<td>503 Acquisition of a portfolio of 92 assets</td>
</tr>
<tr>
<td><strong>Projects subject to outstanding conditions</strong></td>
<td>279</td>
<td>0</td>
<td>279</td>
</tr>
<tr>
<td><strong>Completion 2019/2020</strong></td>
<td>96</td>
<td>0</td>
<td>96</td>
</tr>
<tr>
<td>B Mechelen</td>
<td>15</td>
<td>0</td>
<td>15 Acquisition of a new rest home</td>
</tr>
<tr>
<td>G Specht Gruppe (phase I)</td>
<td>41</td>
<td>0</td>
<td>41 Construction &amp; acquisition of care campuses</td>
</tr>
<tr>
<td>G Azurit Weimar</td>
<td>16</td>
<td>0</td>
<td>16 Acquisition of a new rest home</td>
</tr>
<tr>
<td>G Frohnau</td>
<td>1</td>
<td>0</td>
<td>1 Renovation of a rest home</td>
</tr>
<tr>
<td>G Wald-Michelbach I</td>
<td>2</td>
<td>0</td>
<td>2 Extension of a rest home</td>
</tr>
<tr>
<td>NL Rendant Aldlânstate</td>
<td>20</td>
<td>0</td>
<td>20 Construction of a senior housing site</td>
</tr>
<tr>
<td><strong>Completion 2020/2021</strong></td>
<td>117</td>
<td>0</td>
<td>117</td>
</tr>
<tr>
<td>G Specht Gruppe (phase II)</td>
<td>108</td>
<td>0</td>
<td>108 Construction &amp; acquisition of care campuses</td>
</tr>
<tr>
<td>B Ulenspiegel</td>
<td>2</td>
<td>0</td>
<td>2 Extension of a rest home</td>
</tr>
<tr>
<td>B Sorgvliet</td>
<td>5</td>
<td>0</td>
<td>5 Extension of a rest home</td>
</tr>
<tr>
<td>B Résidence de la Paix</td>
<td>2</td>
<td>0</td>
<td>2 Extension of a rest home</td>
</tr>
<tr>
<td><strong>Completion 2021/2022</strong></td>
<td>66</td>
<td>0</td>
<td>66</td>
</tr>
<tr>
<td>G Specht Gruppe (phase III)</td>
<td>66</td>
<td>0</td>
<td>66 Construction &amp; acquisition of care campuses</td>
</tr>
<tr>
<td><strong>TOTAL PIPELINE</strong></td>
<td>976</td>
<td>59</td>
<td>917</td>
</tr>
<tr>
<td>Changes in fair value</td>
<td>-</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Roundings</td>
<td>-</td>
<td>-2</td>
<td></td>
</tr>
</tbody>
</table>

**On balance sheet**

|                   | 57 |
## Portfolio growth

### Development projects as of 31 December 2018 (3)

<table>
<thead>
<tr>
<th>Country</th>
<th>Development projects (in € million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Belgium</td>
<td>44</td>
</tr>
<tr>
<td>Germany</td>
<td>312</td>
</tr>
<tr>
<td>The Netherlands</td>
<td>117</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>503</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>976</strong></td>
</tr>
</tbody>
</table>

### Rent

<table>
<thead>
<tr>
<th></th>
<th>Development projects¹ (in € million)</th>
<th>Rent (in € million)</th>
<th>Yield²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Triple net</td>
<td>673</td>
<td>48</td>
<td>7.1%</td>
</tr>
<tr>
<td>Double net</td>
<td>302</td>
<td>16</td>
<td>5.4%</td>
</tr>
<tr>
<td>Land reserves</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>976</strong></td>
<td><strong>64</strong></td>
<td></td>
</tr>
</tbody>
</table>

¹ Amounts excluding contractual value of plots of land
² Yields based on total investment (including plots of land)

### Fiscal year

<table>
<thead>
<tr>
<th>Fiscal year</th>
<th>Development projects (in € million)</th>
<th>Rent (in € million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/2019</td>
<td>587</td>
<td>41</td>
</tr>
<tr>
<td>2019/2020</td>
<td>171</td>
<td>11</td>
</tr>
<tr>
<td>2020/2021</td>
<td>151</td>
<td>9</td>
</tr>
<tr>
<td>2021/2022</td>
<td>66</td>
<td>3</td>
</tr>
<tr>
<td>Land reserves</td>
<td>2</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>976</strong></td>
<td><strong>64</strong></td>
</tr>
</tbody>
</table>
Development projects

Pipeline: €976 million

(As of 31 December 2018)

- Projects in progress: €159 million
- Land reserves: €2 million
- Projects subject to outstanding conditions: €279 million
- Acquisitions subject to outstanding conditions: €536 million
Development projects
Pipeline: €976 million

Projects: €439 million

- Germany: €279m (63%)
- Belgium: €42m (10%)
- Netherlands: €117m (27%)

IP, land reserves & others: €538 million

2018/2019: €51m (12%)
2019/2020: €171m (39%)
2020/2021: €151m (34%)
2021/2022: €66m (15%)

(As of 31 December 2018)
Development projects

**Specht (AR1) – 01 Schwerin (DE)**
Construction start: 28/02/2018
Expected completion: 2019/2020

**Specht (AR1) – 02 Kaltenkirchen (DE)**
Construction start: 31/05/2018
Expected completion: 2019/2020

**Specht (AR1) – 03 Lübbecke (DE)**
Construction start: 28/02/2018
Expected completion: 2019/2020

**Seniorenzentrum Weimar (DE)**
Expected completion and acquisition: 2019/2020
Financials H1
Income Statement
Business driven

<table>
<thead>
<tr>
<th>Income Statement - analytical scheme</th>
<th>31 December 2018</th>
<th>31 December 2017</th>
<th>Var.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental income</td>
<td>50,798</td>
<td>44,478</td>
<td>+14%</td>
</tr>
<tr>
<td>Rental-related charges</td>
<td>8</td>
<td>-27</td>
<td></td>
</tr>
<tr>
<td>Net rental income</td>
<td>50,806</td>
<td>44,451</td>
<td>+14%</td>
</tr>
<tr>
<td>Operating charges</td>
<td>-8,671</td>
<td>-7,266</td>
<td></td>
</tr>
<tr>
<td>Operating result before result on portfolio</td>
<td>42,135</td>
<td>37,185</td>
<td>+13%</td>
</tr>
<tr>
<td>EBIT margin %</td>
<td>83%</td>
<td>84%</td>
<td></td>
</tr>
<tr>
<td>Financial result excl. changes in fair value</td>
<td>-8,634</td>
<td>-7,831</td>
<td></td>
</tr>
<tr>
<td>Corporate tax</td>
<td>-1,379</td>
<td>-1,018</td>
<td></td>
</tr>
<tr>
<td>Non-controlling interests in respect of EPRA Earnings*</td>
<td>-383</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>EPRA Earnings (owners of the parent)</td>
<td>31,739</td>
<td>28,336</td>
<td>+12%</td>
</tr>
<tr>
<td>Denominator (IAS 33)</td>
<td>18,255,720</td>
<td>17,975,805</td>
<td></td>
</tr>
<tr>
<td>EPRA Earnings (owner of the parent) per share (€/share)</td>
<td>1.74</td>
<td>1.58</td>
<td>10%</td>
</tr>
</tbody>
</table>

12 % increase in EPRA Earnings, above budget
Rental income

(As of 31 December 2018)

Rental income H1 2017/2018: 44,478
Healthcare real estate: +6,497
Apartment buildings: +97
Hotels / unallocated / inter-segments: -274
Rental income H1 2018/2019: 50,798

Change:
- Rental income H1 2017/2018: +17.5%
- Healthcare real estate: +1.2%
- Apartment buildings: +1.9%
- Hotels / unallocated / inter-segments: -14.8%
- Rental income H1 2018/2019: +14.2%

Like-for-like change:
- Rental income H1 2017/2018: +1.7%
- Healthcare real estate: +3.8%
- Apartment buildings: +2.4%
- Hotels / unallocated / inter-segments: +1.7%

14 % increase YoY

1 Due to the disposal of the Ring building in June 2018.
EPRA Earnings

(As of 31 December 2018)
EPRA Earnings vs Budget

(As of 31 December 2018)
# Income Statement

## Market driven

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

<table>
<thead>
<tr>
<th></th>
<th>31 December 2018</th>
<th>31 December 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EPRA Earnings</strong></td>
<td>31,739</td>
<td>28,336</td>
</tr>
<tr>
<td>Changes in fair value of financial assets and liabilities</td>
<td>-187</td>
<td>-523</td>
</tr>
<tr>
<td>Changes in fair value of investment properties</td>
<td>13,095</td>
<td>8,989</td>
</tr>
<tr>
<td>Gains and losses on disposals of investment properties</td>
<td>-70</td>
<td>172</td>
</tr>
<tr>
<td>Negative goodwill / goodwill impairment</td>
<td>-132</td>
<td>0</td>
</tr>
<tr>
<td>Deferred taxes in respect of EPRA adjustments</td>
<td>-1,845</td>
<td>-549</td>
</tr>
<tr>
<td>Non-controlling interests in respect of the above</td>
<td>-3,833</td>
<td>0</td>
</tr>
<tr>
<td><strong>Roundings</strong></td>
<td>1</td>
<td>-1</td>
</tr>
<tr>
<td><strong>Profit (owners of the parent)</strong></td>
<td><strong>38,768</strong></td>
<td><strong>36,424</strong></td>
</tr>
<tr>
<td><strong>Denominator (IAS 33)</strong></td>
<td>18,255,720</td>
<td>17,975,805</td>
</tr>
<tr>
<td><strong>Earnings per share (owners of the parent - IAS 33 - €/share)</strong></td>
<td><strong>2.12</strong></td>
<td><strong>2.03</strong></td>
</tr>
</tbody>
</table>
Hedging policy

> Economic stability and foreseeability of cashflows...

Business driven:
Avg effective interest rate of 1.8%, below PY (2.1%)

> ... even in spite of accounting volatility

Market driven:
Changes in FV of derivatives (non cash items):
+€227 k in result (vs. -€65 k in H1 PY)
-€-1,256 k in equity (vs. +€796 k in H1 PY)

> Hedging policy:
- hedges for ≥ 60% of floating rate debt
- Current hedging ratio ±80%

(As of 31 December 2018)
Consolidated balance sheet (€ m)
Balance sheet total: €2.03 billion
(As of 31 December 2018)
Debt-to-assets ratio

Headroom*:

- Debt increase of €255 m without investments or €637 m with investments

- Drop of MTM of buildings of 22 %

* Based on bank covenant of max. 60 %. Based on legal max. of 65 %, headroom is respectively €356 m, €1,017 m and -28 %. 
Credit facilities

(As of 31 December 2018)

<table>
<thead>
<tr>
<th>Maturity</th>
<th>Amount (€m)</th>
<th>Utilisation</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/2019</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>2019/2020</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>2020/2021</td>
<td>89</td>
<td>89</td>
</tr>
<tr>
<td>2021/2022</td>
<td>171</td>
<td>76</td>
</tr>
<tr>
<td>2022/2023</td>
<td>205</td>
<td>75</td>
</tr>
<tr>
<td>2023/2024</td>
<td>256</td>
<td>146</td>
</tr>
<tr>
<td>2024/2025</td>
<td>336</td>
<td>251</td>
</tr>
<tr>
<td>2025/2026 and subsequent:</td>
<td>187</td>
<td>137</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,302</strong></td>
<td><strong>832</strong></td>
</tr>
<tr>
<td>Treasury notes (duration &lt;1 year)</td>
<td>100</td>
<td></td>
</tr>
<tr>
<td><strong>Total Financial Debt</strong></td>
<td><strong>932</strong></td>
<td></td>
</tr>
<tr>
<td>Weighted Average Maturity (years)*</td>
<td><strong>5.0</strong></td>
<td><strong>5.0</strong></td>
</tr>
</tbody>
</table>

* Without regard to treasury notes and a bridge facility.

- Approx. €130 m refinanced or added during H1 2018/2019
- Only €3 million maturing during the 2018/2019 financial year
- 12 months bridge loan to fund UK acquisition with 2 tranches: €180 m and £150 m
Net asset value

Net asset value per share (in €)

<table>
<thead>
<tr>
<th>Based on fair value of investment properties</th>
<th>31 December 2018</th>
<th>30 June 2018</th>
<th>Var.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net asset value</td>
<td>51.94</td>
<td>49.24</td>
<td>5%</td>
</tr>
<tr>
<td>Effect of the changes in fair value of hedging instruments</td>
<td>1.98</td>
<td>1.95</td>
<td></td>
</tr>
<tr>
<td>Net asset value excl. changes in fair value of hedging instruments*</td>
<td>53.92</td>
<td>51.19</td>
<td>5%</td>
</tr>
</tbody>
</table>

Premium on 18 February 2019:
60 % vs NAV at FV incl. IAS 39
54 % vs NAV at FV excl. IAS 39
Value potentially not reflected in the NAV

- Belgian REIT → highly regulated framework
- Pure play healthcare REIT in Europe
- Assessment: long term cash flows at interesting yields
- Inflation-linked contracts
- Pipeline:
  - Committed
  - Pre-let
- Track record of successful investments
- Track record of successful financing (equity and debt)
> Aedifica included in the **EPRA indices**

> **EPRA metrics:**

<table>
<thead>
<tr>
<th>Key performance indicators according to the EPRA principles</th>
<th>31 December 2018</th>
<th>31 December 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPRA Earnings* (in €/share)</td>
<td>1.74</td>
<td>1.58</td>
</tr>
<tr>
<td>EPRA Cost Ratio (including direct vacancy costs)* (in %)</td>
<td>17%</td>
<td>16%</td>
</tr>
<tr>
<td>EPRA Cost Ratio (excluding direct vacancy costs)* (in %)</td>
<td>17%</td>
<td>16%</td>
</tr>
<tr>
<td>EPRA NAV* (in €/share)</td>
<td>54.33</td>
<td>51.52</td>
</tr>
<tr>
<td>EPRA NNNAV* (in €/share)</td>
<td>51.68</td>
<td>48.86</td>
</tr>
<tr>
<td>EPRA Net Initial Yield (NIY) (in %)</td>
<td>5.1%</td>
<td>5.2%</td>
</tr>
<tr>
<td>EPRA Topped-up NIY (in %)</td>
<td>5.1%</td>
<td>5.2%</td>
</tr>
<tr>
<td>EPRA Vacancy Rate (in %)</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>
**Dividend Policy**

> **DPS 2017/2018:** €2.50 / share (gross)
  - 11% higher than PY
  - Optional dividend:
    - Option to subscribe for one new share at an issue price of €72.25 in exchange for 34 No. 19 coupons (valued at €2,125 net each)
    - 45% of shareholders opted for a contribution of their dividend resulting in a capital increase of €17 m

> **DPS 2018/2019:** €2.80 / share (gross)
  - 12% higher than PY and in line with guidance
  - Subject to AGM to be held on 22 October 2019

> **Withholding tax:**
  - General rule: 30 %
  - Reduced to 15 % for healthcare REITs
Shares & shareholders

Villa Temporis
Hasselt - Belgium
Dividend track record

€ / share

1.48 1.71 1.80 1.82 1.82 1.86 1.86 1.90 2.00 2.10 2.25 2.50 2.80

Theoretic dilutions of DPS after rights issues of 15 October 2010, 7 December 2012, 29 June 2015 and 28 March 2017

### Share price since IPO

(As of 8 February 2019)

<table>
<thead>
<tr>
<th></th>
<th>Spot</th>
<th>Var. (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aedifica</td>
<td>84.30</td>
<td>143</td>
</tr>
<tr>
<td>BEL MID</td>
<td>5,009.48</td>
<td>36</td>
</tr>
<tr>
<td>EPRA Belgium</td>
<td>1,505.86</td>
<td>6</td>
</tr>
<tr>
<td>EPRA Europe</td>
<td>2,179.67</td>
<td>-18</td>
</tr>
</tbody>
</table>

Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (− €1.89), 2012 (− €1.93), 2015 (− €0.89) and 2017 (− €1,60), i.e. an adjusted IPO price of €34.68.
Total return since IPO

(As of 8 February 2019)

<table>
<thead>
<tr>
<th>Total return</th>
<th>Var. (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aedifica total return*</td>
<td>125</td>
</tr>
<tr>
<td>EPRA Belgium total return</td>
<td>4,860</td>
</tr>
<tr>
<td>EPRA Europe total return</td>
<td>4,545</td>
</tr>
</tbody>
</table>

* Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93), 2015 (- €0.89) and 2017 (- €1.60), i.e. an adjusted IPO price of €34.68.
Shareholding\(^1\)

> Aedifica shareholders holding more than 5 % of the Company’s capital:

<table>
<thead>
<tr>
<th>SHAREHOLDERS</th>
<th>Share in capital (in %)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BlackRock, Inc.</td>
<td>5.09</td>
</tr>
<tr>
<td>Others &lt; 5 %</td>
<td>94.91</td>
</tr>
<tr>
<td>Total</td>
<td>100.00</td>
</tr>
</tbody>
</table>

> Aedifica’s free float amounts to 100 %\(^2\).

\(^1\) A total of 18,441,426 shares are listed on Euronext Brussels (31 December 2018).
\(^2\) According to the definition of Euronext.
Rankings

> The highest free float of all Belgian REITs

> 3rd largest market cap amongst all Belgian REITs

> Aedifica received the ‘Investor of the Year 2018’ award in Germany

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1 Based on the 18 November 2019 “Weekly Value” table by Bank Degroof Petercam
2 The ‘Investor of the Year 2018’ award was granted on 19 June 2018 by a panel of 11 professionals and the visitors of Altenheim Expo in Berlin.
Awards

EPRA

“EPRA Reporting: Best Practices Recommendations” (BPR)

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

> Annual Report 2013/2014

> Annual Report 2014/2015

> Annual Report 2015/2016

> Annual Report 2016/2017
Corporate governance

> Transparency
- NV/SA
- Management in the box
- Belgian Code 2009 on Corporate Governance
- 100% free float
- No poison pills

> Board of Directors
- 9 Directors
  - 8 non-executive Directors of which 6 independent
  - 1 executive Director
  - Gender diversity ratio: 44%
- Audit Committee
- Nomination & Remuneration Committee
- Investment Committee

> Management Committee
- 5 members
- Gender diversity ratio: 40%
Management team

> Management committee

- CIO and CM&AO added on 1 October 2017
- New CFO joined the team on 1 September 2018

<table>
<thead>
<tr>
<th>Name</th>
<th>Function</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stefaan Gielens</td>
<td>Chief Executive Officer (CEO)</td>
</tr>
<tr>
<td>Ingrid Daerden</td>
<td>Chief Financial Officer (CFO)</td>
</tr>
<tr>
<td>Laurence Gacoin</td>
<td>Chief Operating Officer (COO)</td>
</tr>
<tr>
<td>Charles-Antoine van Aelst</td>
<td>Chief Investment Officer (CIO)</td>
</tr>
<tr>
<td>Sven Bogaerts</td>
<td>Chief M&amp;A Officer (CM&amp;AO)</td>
</tr>
</tbody>
</table>

> Aedifica continues to strengthen its team to support its growth and internationalisation

- New team members in 2018: 11
- New team members in 2019: 5
Outlook

Seniorenheim am Dom
Halberstadt - Germany
Outlook FY 2018/2019

Focus on investments

- **New investments in healthcare real estate:**
  - Acquisition of a portfolio of 92 assets in the UK on 1 February 2019
  - New cash flow generating investments since 1 July 2018:
    - €635 million vs B2019: €150 million
  - Development projects pipeline of €473 million
  - Targets being studied in The Netherlands, Germany, UK and Belgium

- **Objective for future growth:** EPS growth through
  - Enhancing long-term cash flows in healthcare real estate
  - Exploring new healthcare real estate segments
  - Exploring new countries
Outlook FY 2018/2019

> **Focus on Immobe (residential portfolio)**

- Contribution in kind of residential portfolio in Immobe:
  - 12 September 2018

- Sale of 50% (-1 share) of the Immobe shares to Primonia European Residential Fund (PERF):
  - 31 October 2018

- Sale of extra 25% of the Immobe shares to PERF:
  - Assumption in B2019: Q4 2018/2019
  - Deconsolidation of Immobe by end 2018/2019?

> **Focus on disposal of hotel portfolio: ongoing**

  → Anchoring Aedifica’s strategy to become a 100% pure-play European healthcare REIT
Outlook FY 2018/2019

> Budgeted rental income: €104 m
> Budgeted EPRA Earnings: €63 m
> Budgeted EPRA EPS: €3.45/share
> Budgeted DPS: €2.80/share (gross), 12% higher than PY

→ Excl. impact of UK portfolio
Outlook FY 2018/2019

> **UK acquisition** financed through new and existing credit facilities
  - Including a 12 months **bridge facility** with a €180 million tranche and a £150 million tranche

> **UK portfolio** increases debt-to-assets ratio by 10 percentage points

> **Maintaining sound balance sheet**
  - **Target** debt-to-assets ratio: 50% - 55%
  - **Refinancing** of the bridge facility expected in the course of 2019
Conclusion

Residentie Poortvelden
Aarschot - Belgium
Investment highlights

Attractiveness for shareholders:

- Pure-play healthcare REIT in Europe
- Strong underlying demographic trends
- Long-term growth potential
- Fair value history of portfolio showing resilience
- Weighted average lease term: 20 years
- Solid investment, equity and debt-financing track record
- Strong dividend track record
Stefaan Gielens – Chief Executive Officer
Ingrid Daerden – Chief Financial Officer
Aedifica SA/NV

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

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This Presentation includes forward-looking statements that reflect the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results, condition, performance, prospects, growth, strategies and the industry in which the Company operates. These forward-looking statements are subject to risks, uncertainties and assumptions and other factors that could cause the Company's actual results, condition, performance, prospects, growth or opportunities, as well as those of the markets it serves or intends to serve, to differ materially from those expressed in, or suggested by, these forward-looking statements. The Company cautions you that forward-looking statements are not guarantees of future performance and that its actual results and condition and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this document. In addition, even if the Company's results, condition, and growth and the development of the industry in which the Company operates are consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in future periods. The Company and each of its directors, officers and employees expressly disclaim any obligation or undertaking to review, update or release any update of or revisions to any forward-looking statements in this Presentation or any change in the Company's expectations or any change in events, conditions or circumstances on which these forward-looking statements are based, except as required by applicable law or regulation.
Appendix
UK portfolio

Key performance indicators

> Good geographical diversification\(^1\)

Based on contractual rent

> Good tenant diversification

Diversified tenant base with 5 largest tenants only accounting for approx. 66% of contractual rent

\(^1\) Based on contractual rent
UK portfolio

Key performance indicators

> Long lease duration

WAULT of 22 years, with 75% of rent from leases with >20 years remaining to expiration

> Inflation-linked income stream

More than 50% of the contractual rent is subject to minimum annual increases of 3%

1 Retail Price Index
UK portfolio
Asset features

> Purpose built healthcare sites

Percentage of purpose built healthcare sites in the Aedifica UK portfolio is higher than the UK market’s average

> En-suite bathrooms

100% single bedroom ratio with a higher percentage of en-suite bathrooms compared to the market average

Aedifica UK

UK market

Purpose built Conversion with extension

82%

53%

47%
### UK portfolio

#### Asset features

- **Distribution of sites by # of beds**
  
  The portfolio averages 63 beds per site

- **Focus on general care needs**
  
  88 sites provide general elderly care, 2 sites provide specialist care

#### Distribution of sites by # of beds

<table>
<thead>
<tr>
<th>Beds Range</th>
<th>Number of Sites</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 - 34 beds</td>
<td>1</td>
</tr>
<tr>
<td>35 - 54 beds</td>
<td>27</td>
</tr>
<tr>
<td>55 - 74 beds</td>
<td>41</td>
</tr>
<tr>
<td>75 - 94 beds</td>
<td>17</td>
</tr>
<tr>
<td>&gt; 95 beds</td>
<td>4</td>
</tr>
</tbody>
</table>

#### Focus on care needs

- [Elderly care](#)
- [Specialist care](#)
UK portfolio
Diversified tenant base

> Number of beds by tenant

- Top 30 elderly care provider
- Other
- Top 3 specialist care provider

> 78% of beds operated by UK top 30 largest care operators

> 7 operators\(^1\) are considered “strategically important” to the UK care home market by the Care Quality Commission and are therefore subject to specific regulatory and financial oversight

\(^1\) MMCG, Care UK, Four Seasons, Caring Homes, Brighterkind, Priory and Lifeways + potentially Burlington and Bondcare in the near future
Belgian REIT

> “sicafi / vastgoedbevak” until 17 October 2014
> RREC (SIR / GVV) since 17 October 2014
> Investment property: maximum 20 % in one (group of) asset(s)
> Appraisal:
  - At fair value on a quarterly basis by a valuation expert
  - No depreciation of properties
> Dividend: at least 80 % of cash flow of parent company
> Debt-to-assets ratio: limited to 65 % (bank convenant: 60 %)
> Tax status:
  - Exit tax
  - Limited corporate tax in Belgium for parent company
> Withholding tax for healthcare REITs: reduced to 15% as of 1 January 2017
Investments in 2018/2019 (1)

12 July 2018
Acquisition of 4 healthcare sites in Bad Sachsa (DE)
• €19 m invested amount
• 221 units in total

11 July 2018
First execution of the cooperation agreement with Specht Gruppe: acquisition of 3 plots of land in Germany and start of construction works
• €4 m invested amount
• €36 to be invested

19 July 2018
Agreement for the construction of a care residence in Berkel-Enschot (NL)
• €1 m invested amount
• €3 m to be invested
• 22 units
Investments in 2018/2019 (2)

26 September 2018
First execution of cooperation agreement with Stichting Rendant: acquisition of 1 plot of land in Heerenveen (NL) and start of construction works
• €2 m invested amount
• €20 m to be invested
• 126 units

27 September 2018
Agreement for the construction of a rest home in Scheemda (NL)
• €1 m invested amount
• €4 m to be invested
• 36 units

14 September 2018
Completion of extension works at the De Stichel rest home in Vilvoorde (BE)
• €3.5 m invested amount

18 September 2018
Completion of extension and renovation works at the Huize Lieve Moenssens rest home in Dilsen-Stokkem (BE)
• €4 m invested amount

21 September 2018
Completion of the Martha Flora Bosch en Duin care residence in Bosch en Duin (NL)
• €7 m invested amount
• 27 units
Investments in 2018/2019 (3)

5 October 2018
Acquisition of a portfolio of 3 healthcare sites in The Netherlands
- €35 m invested amount
- €12 m to be invested
- 207 units

8 October 2018
Acquisition of a portfolio of 2 rest homes in Belgium
- €35 m invested amount
- €2 m to be invested
- 235 units
Investments in 2018/2019 (4)

26 October 2018
Agreement for the construction of a rest home in Harderwijk (NL)
• €3.5 m invested amount
• €6.5 m to be invested
• 45 units

Het Gouden Hart Harderwijk

29 November 2018
Agreement for the acquisition of a rest home in Meissen (DE)
• €4 m invested amount
• 73 units

Seniorenheim J.J. Kaendler

12 December 2018
Agreement for the acquisition of two healthcare sites in Tharandt and Rabenau (DE)
• €18 m invested amount
• 261 units

Seniorenwohnpark Hartha (Tharandt)

Seniorenpflegezentrum Zur alten Linde (Rabenau)
Investments in 2018/2019 (5)

13 December 2018
Acquisition of a healthcare site in Franeker (NL)
• €11 m invested amount
• 70 units

18 December 2018
Agreement for the construction of a rest home in Zwolle (NL)
• €1 m invested amount
• €4.5 m to be invested
• 24 units

14 December 2018
Acquisition of a senior housing site in Schoten (BE)
• €18 m invested amount
• 101 units

1 February 2019
Acquisition of a portfolio of 92 healthcare properties in the United Kingdom
• £450 m invested amount
• 5,700 units