# Q3 2022 results











**Brussels, 9 November 2022** 

## Table of content



- 3 Highlights Q3 2022
- 7 Strategy
- 15 Achievements
- 17 | Portfolio analysis
- 51 | Financials
- 68 Shares & shareholders
- 77 Outlook
- 80 Conclusion

# Highlights Q3 2022





# Highlights Q3 2022



€134.5 million

+22% YoY EPRA Earnings 8

countries

€851 million

Pre-let development projects & acquisitions in progress

42.5%

Debt-to-assets ratio

€200.4 million

+19% YoY, +4.1% L-F-L Rental income 612

Healthcare sites

8

Projects completed (approx. €66 m)

€47 million

equity raised through 1 contribution in kind

€5.6 billion

+15% (+ €748 m) YTD Real estate portfolio ~45,900

Residents

100%

Occupancy rate

€742 million

headroom on committed credit lines

€3.58/share

**EPRA EPS** 

>130

Operator groups

20 years

BBB with a stable outlook

Credit rating from S&P Global Ratings

# **Investment activity**

New acquisitions & pipeline completions

~ €786 million investment added or announced YTD (see map)

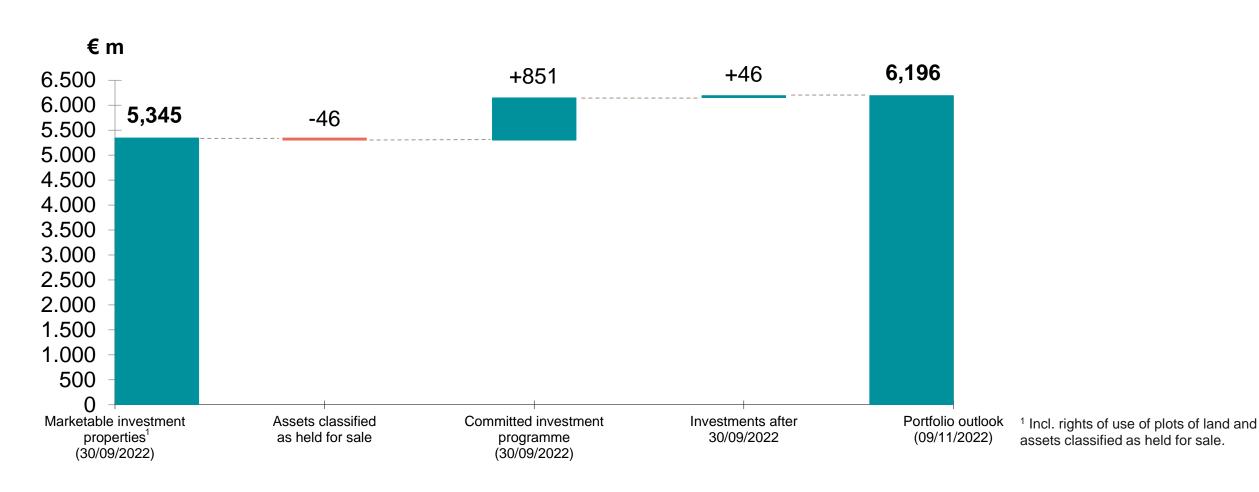
~ €66 million (8 projects) completed during Q3 2022



## Portfolio outlook

# aedifica housing with care

Total portfolio outlook: €6.2 billion



<sup>-6-</sup>



# Aedifica at a glance



Pure-play healthcare

€5.3 billion

Marketable investment properties

€851 million

Committed investment programme (investment & development projects)

**Market reference** 

in European listed healthcare real estate

**Growth potential** 

Driven by demographic evolution

**Expertise** 

16 years track record

Sustainability MSCI 'A' rating

Belgian REIT (RREC/SIR/GVV)

~ €3.1 billion

Market cap

**100%** Free float

Dividend track record

Long term stable cash flows

Inflation-linked contracts

**20 years** WAULT

**Diversification** 

8 European countries>130 operator groups

# **Exploring European markets**

aedifica housing with care

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



## 2013 – Germany

1<sup>st</sup> investment in June 2013: **€8m** Current portfolio: **€1,133m** (103 assets) Committed pipeline: **€199m** 



# 2016 – Netherlands

1st investment in March 2016: €30m Current portfolio: €646m (75 assets) Committed pipeline: €43m



## 2019 – United Kingdom

1st investment in Feb 2019: **€503m** Current portfolio: **€933m** (112 assets) Committed pipeline: **€152m** 



## 2020 – Finland & Sweden

1<sup>st</sup> investment in Jan 2020: **€407m** Current portfolio: **€973m** (219 assets) Committed pipeline: **€178m** 



#### **2021 – Ireland**

1<sup>st</sup> investment in Feb 2021: **€25m** Current portfolio: **€292** (18 assets) Committed pipeline: **€166m** 



## **2021 – Spain**

Framework agreement announced in Dec 2021 Committed pipeline: €16m

2013

2016

2019

2020

2021

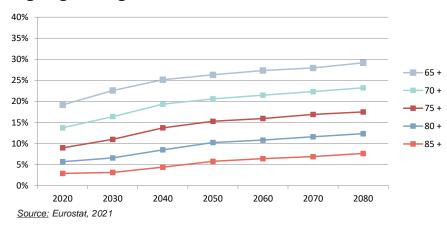
2022

As of 9 November 2022

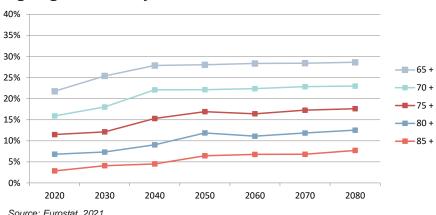
# **Demographic evolution**



#### Ageing in Belgium

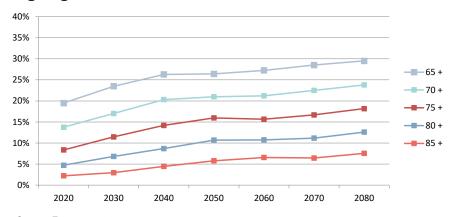


#### **Ageing in Germany**



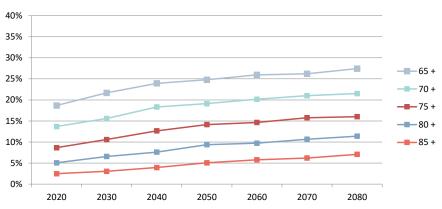
Source: Eurostat, 2021

#### Ageing in the Netherlands



Source: Eurostat, 2021

#### Ageing in the United Kingdom

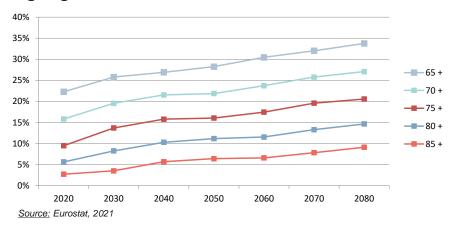


Source: Office for National Statistics, 2021

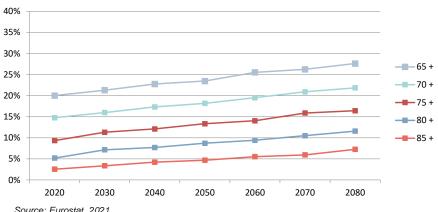
# **Demographic evolution**



#### Ageing in Finland

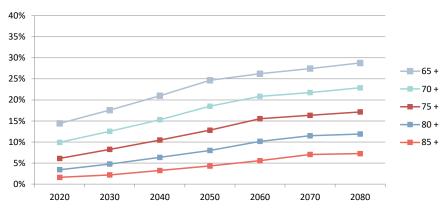


#### Ageing in Sweden



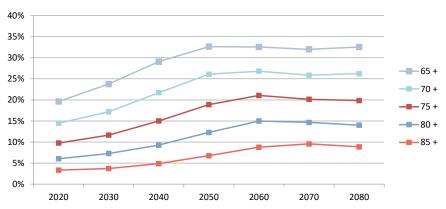
Source: Eurostat, 2021

#### Ageing in Ireland



Source: Eurostat, 2021

#### **Ageing in Spain**



Source: Eurostat, 2021

# Sustainability



# Improvement of Sustainability scores



Award and CSR Benchmarks	2022	2021	2020	2019
EPRA sBPR	Gold	Gold	Gold	Silver + Most Improved
GRESB	68**	66**	57*	-
Sustainalytics Risk Rating	Low (11.3)	Low (11.9)	Low (17.8)	-
MSCI	Α	BBB	BB	BB

#### **Bloomberg MSCI Green Bond Index:**

inclusion of the €500 million Sustainability Bond

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

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

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



# New Charter for Responsible Suppliers relations

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

#### **2021 Sustainability report**

Published in June 2022

# Sustainability

## Strategy





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

# Sustainability CRREM Research project

"Carbon Risk Real Estate Monitor" framework

Translates long-term policies (COP21 Paris Agreement) into **science-based targets** that are global warming scenarios, country and building type specific

Proposes a **framework** for assessing building specific carbon risks







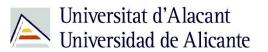














## **Achievements**

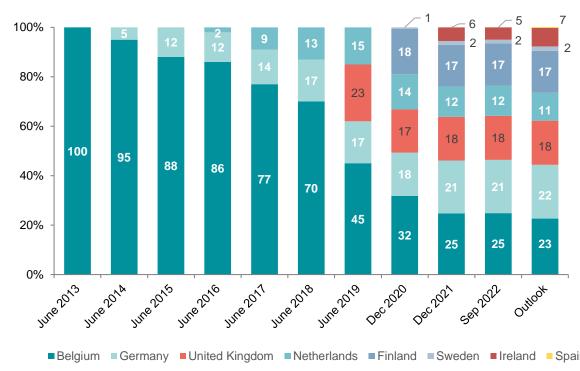


## Investment properties<sup>1</sup> evolution and Focus on Europe

#### **EVOLUTION SINCE 2006**



## **GEOGRAPHICAL BREAKDOWN (FAIR VALUE)**<sup>2</sup>



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

<sup>&</sup>lt;sup>2</sup> Marketable investment properties incl. assets classified as held for sale (€5,281 m), excl. rights of use of plots of land.

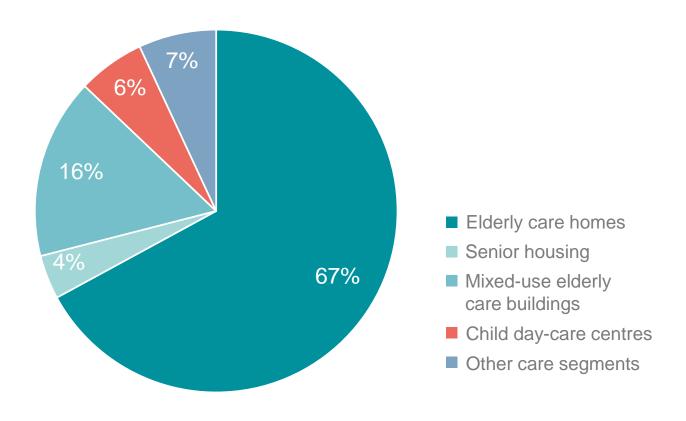
# Portfolio analysis

# Healthcare real estate portfolio



## Healthcare segment breakdown

#### FOCUS ON CARE FACILITIES FOR ELDERLY PEOPLE



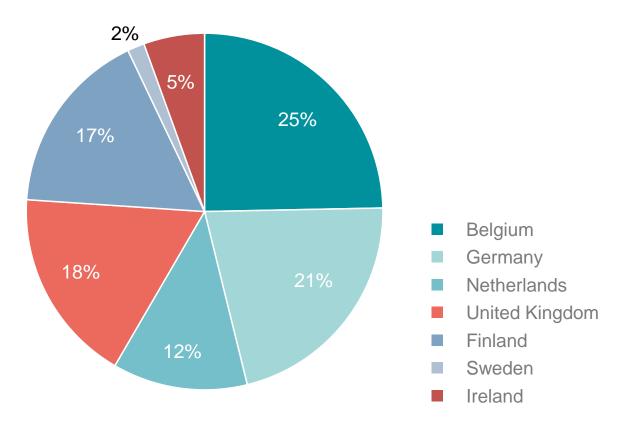
Marketable investment properties incl. assets classified as held for sale ( $\in$ 5,281 m), excl. rights of use of plots of land.

# Healthcare real estate portfolio



## Geographical breakdown

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



Marketable investment properties incl. assets classified as held for sale (€5,281 m), excl. rights of use of plots of land.

# Belgian healthcare portfolio



## **PORTFOLIO OF 85 ASSETS**

**€1,303 m**Portfolio
Fair Value

~8,800 Residents

**5.4%**Yield on Fair Value

**20 years** WAULT

6
projects
to be
completed

17 Tenant groups **~€1,389 m**Portfolio outlook
as of
9 November 2022

Inflationlinked triple net long leases

## **BELGIUM**

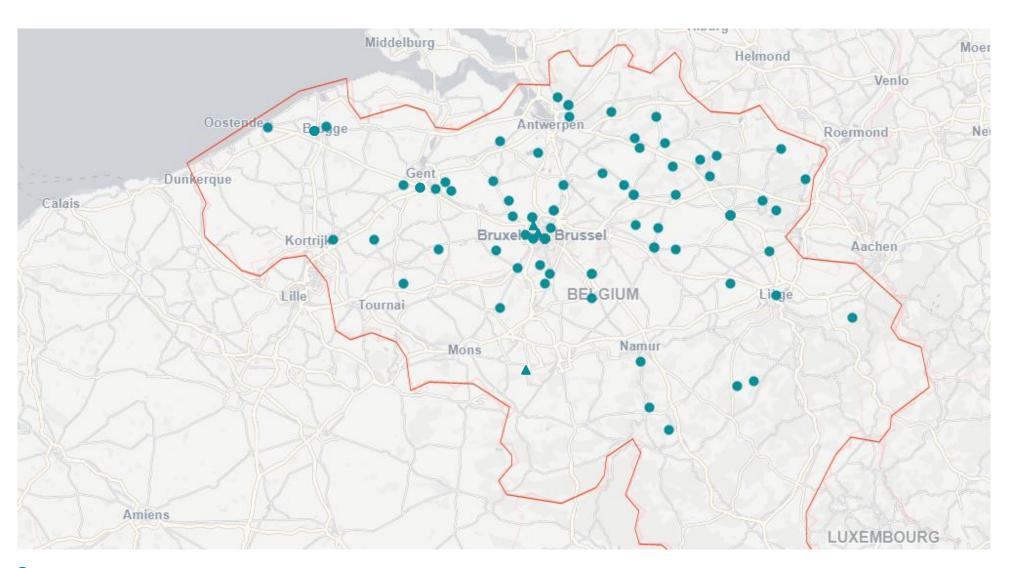
Very mature healthcare real estate market

Elderly care: highly consolidated profit segment

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

# Belgian healthcare portfolio





Marketable investment properties

Projects in the investment programme or subject to outstanding -21conditions

# Belgian healthcare portfolio







Résidence Véronique, Somme – Leuze – 131 units





# German healthcare portfolio



## **PORTFOLIO OF 103 ASSETS**

**€1,133 m**Portfolio
Fair Value

~10,500 Residents

**5.0%**Yield on Fair Value

**22 years** WAULT

21
projects
to be
completed

**22**Tenant groups

**~€1,333 m**Portfolio outlook
as of
9 November 2022

Double net long leases with various indexation limitations (through caps, hurdles...)

Inflation-

linked

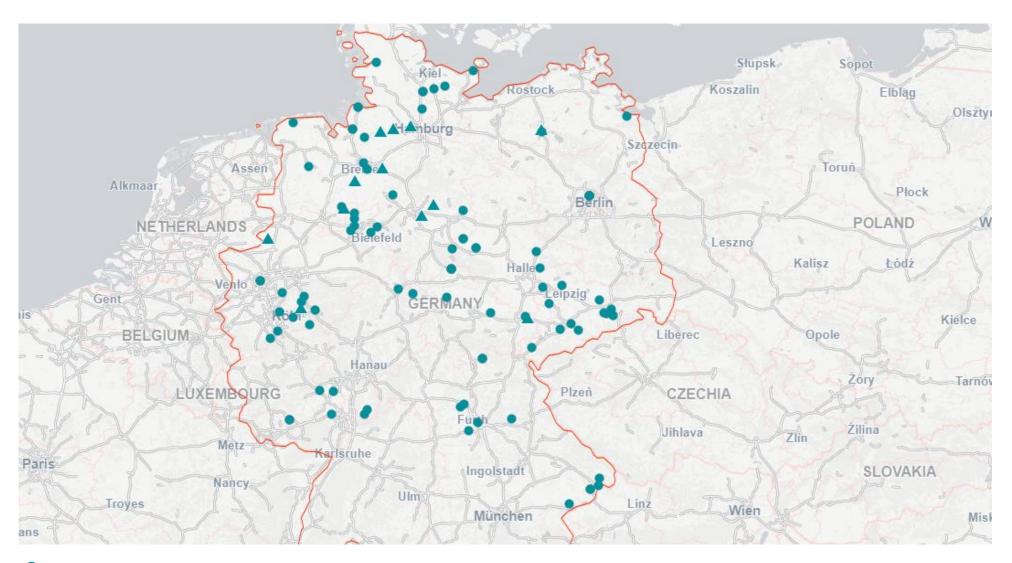
## **Germany**

Growth potential due to ageing of German population

Elderly care: market in consolidation

# German healthcare portfolio





Marketable investment propertiesProjects in the investment programme

# German healthcare portfolio











## Dutch healthcare portfolio



## **PORTFOLIO OF 75 ASSETS**

**€646 m**Portfolio
Fair Value

~3,300 Residents

**5.5%**Yield on Fair Value

**17 years** WAULT

15 projects to be completed

25 Tenant groups ~€689 m

Portfolio outlook
as of
9 November 2022

Inflationlinked Mostly triple net long leases

Strategic partnership

with the developer Dunavast-Sonneborgh

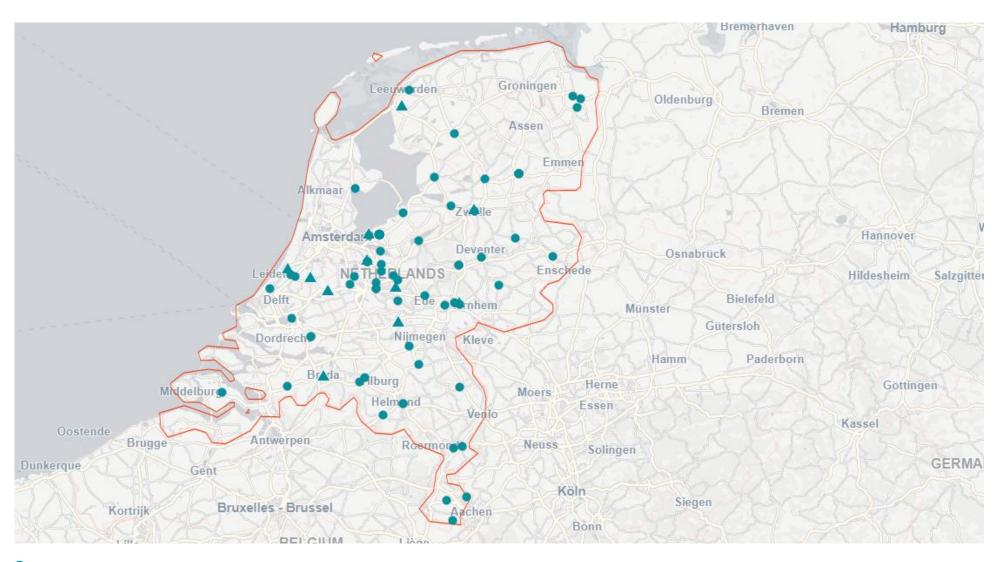
## **Netherlands**

Healthcare real estate market becoming more competitive and liquid

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

# **Dutch healthcare portfolio**





Marketable investment properties

 Projects or projects subject to outstanding conditions in the investment programme

# **Dutch healthcare portfolio**



Villa Florian, Blaricum









Soest - 36 units

# **UK & Channel Islands healthcare portfolio**



## **PORTFOLIO OF 112 ASSETS**

**€933 m**Portfolio
Fair Value

~7,100 Residents

**6.2%**Yield on Fair Value

**21 years** WAULT

Inflation-

12 projects to be completed 15 Tenant groups ~€1,097 m

Portfolio outlook

as of

9 November 2022

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

## **United Kingdom**

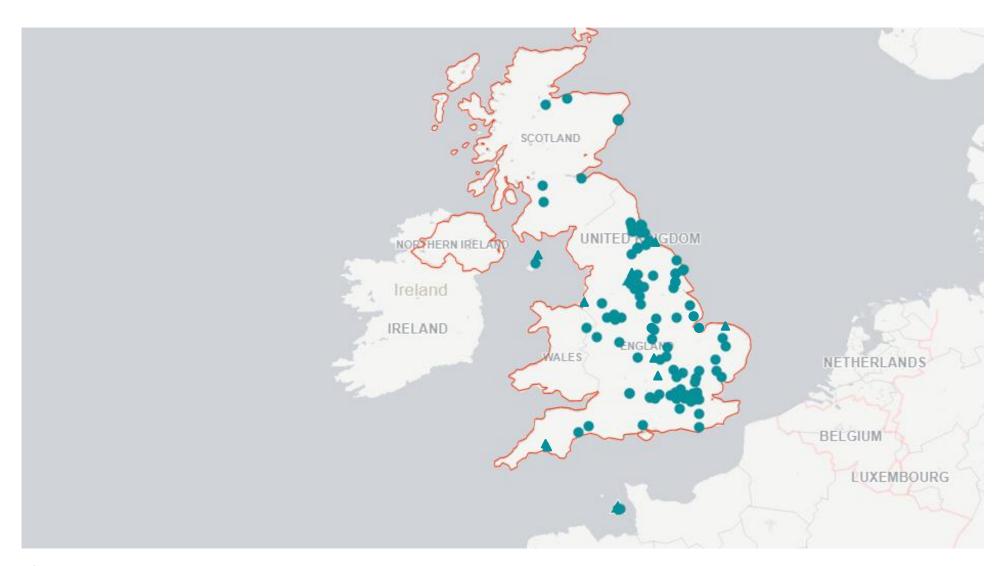
Fragmented care home market

Huge development and growth potential due to outdated social infrastructure

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

# **UK & Channel Islands healthcare portfolio**





Marketable investment properties

 Projects or projects subject to outstanding conditions/forward purchases in the investment programme

# **UK & Channel Islands healthcare portfolio**











# Finnish healthcare portfolio



## **PORTFOLIO OF 195 ASSETS**

**€891 m** Portfolio

Fair Value

~13,400 Residents

**5.3%**Yield on Fair Value

**12 years** WAULT

23

projects to be completed 47

Tenant groups

~€1,042 m

Portfolio outlook as of 9 November 2022 Inflationlinked

double net long leases

Yield on cost

on average tenant >6% Finnish p

15% share of public tenants in Finnish portfolio

Experienced development team in-house

'Build & hold' model

giving access to development margins

## **Finland**

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

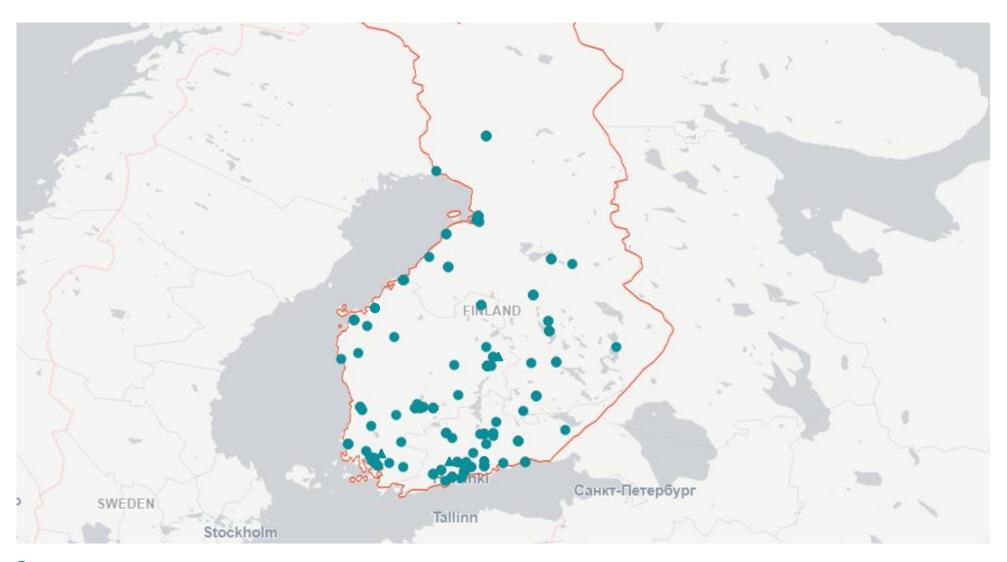
'Nordic welfare state'

Growth and consolidation of the private operators' market

Growing share of public tenants in the Finnish portfolio

# Finnish healthcare portfolio





Marketable investment properties

Projects or acquisitions subject to outstanding conditions in the investment programme

# Finnish healthcare portfolio











# Swedish healthcare portfolio



## **PORTFOLIO OF 24 ASSETS**

**€82 m** Portfolio

Fair Value

~**750**Residents

**4.9%**Yield on Fair Value

13 years
WAULT

2

projects to be completed 13

Tenant groups

~€109 m

Portfolio outlook as of 9 November 2022 Inflationlinked

double net long leases

Yield on cost

on average > 6%

Experienced inhouse development team

'Build & hold' model

giving access to development margins

## Sweden

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

'Nordic welfare state'

Growing private sector in a fragmented operators' market

# Swedish healthcare portfolio





Marketable investment properties

 Projects or projects subject to outstanding conditions in the investment programme

# Swedish healthcare portfolio











## Irish healthcare portfolio



#### **PORTFOLIO OF 18 ASSETS**

**€292 m**Portfolio
Fair Value

~1,900 Residents

**5.2%**Yield on Fair Value

**24 years** WAULT

projects to be completed

Tenant groups

**~€457 m**Portfolio outlook
as of
9 November 2022

Inflationlinked triple net long leases

#### **Ireland**

Strong market fundamentals supporting long-term investment potential

Highly fragmented care home market

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

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

# Irish healthcare portfolio





Marketable investment properties

 Projects or acquisition subject to outstanding conditions in the investment programme

# Irish healthcare portfolio











# Spanish healthcare portfolio



#### PARTNERSHIP WITH SPANISH OPERATOR

**€75 m** initial portfolio ambition

~1,000 Residents Approx. 5.5% Initial Rental yield

Inflationlinked triple net long leases

Up to 5

projects
expected within
framework with
Neurocare
Home starting
as of 2022

Tenant group

~€16 m

Portfolio outlook
as of
9 November 2022

#### **Spain**

Strong market fundamentals supporting long-term investment potential

Fragmented care home market

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

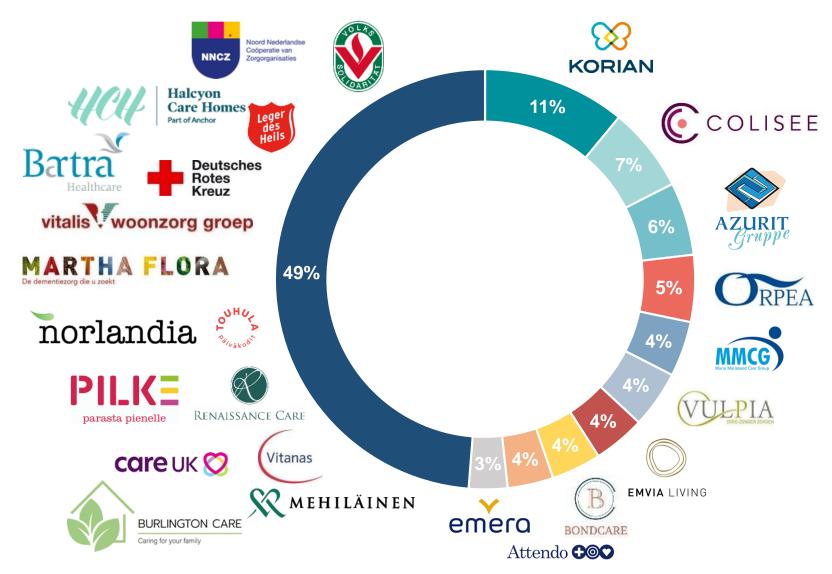
### Healthcare real estate tenants



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

612 sites with approx.
280 tenants (or >130
'groups') representing
European, national and
local profit and not-forprofit operators

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



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

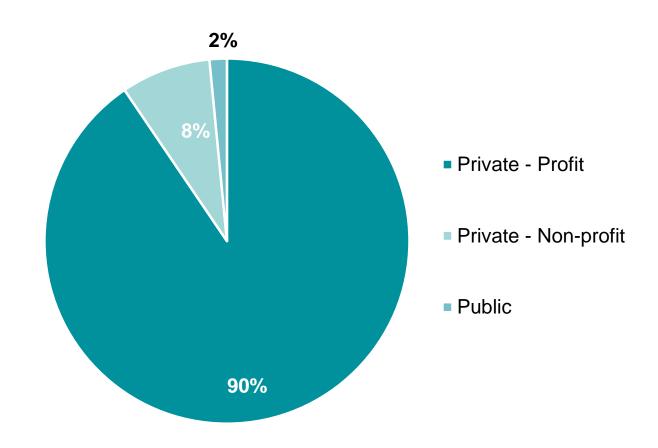
### Healthcare real estate tenants



Tenant diversification<sup>1</sup>

Predominantly private operators

Growing public and nonprofit segments among tenants



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

# Elderly care sector regulations



#### **BELGIUM**

Regional

New home supervision/ event based / periodic inspections

Reports publicly available in Flanders

> **AGENTSCHAP ZORG & GEZONDHEID**



#### **GERMANY**

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

Annual/event based inspections

Public ratings (MDK)

MEDIZINISCHER DIENST DER KRANKENVERSICHERUNG

MDK

#### **NETHERLANDS**

**National** 

Risk- & event based inspections

> Reports publicly available

**National** 

UK

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

> Ratings & reports publicly available



Inspectie Gezondheidszorg en Jeugd Ministerie van Volksgezondheid, Welzijn en Sport





# Elderly care sector regulations



F	N	LA	N	D
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#### **SWEDEN**

#### **IRELAND**

**National** 

#### **SPAIN**

National &
Regional (for early childhood education & care)

Opening of new home / periodic / event based inspections

Reports available upon request

Valvira

National Supervisory Authority
for Welfare and Health



**National** 

Opening of new home / periodic / event based inspections

Reports available upon request

Opening of a new home / annual inspections

Reports publicly available

Regional

Opening of new home / event based / periodical inspections

Reports not publicly available

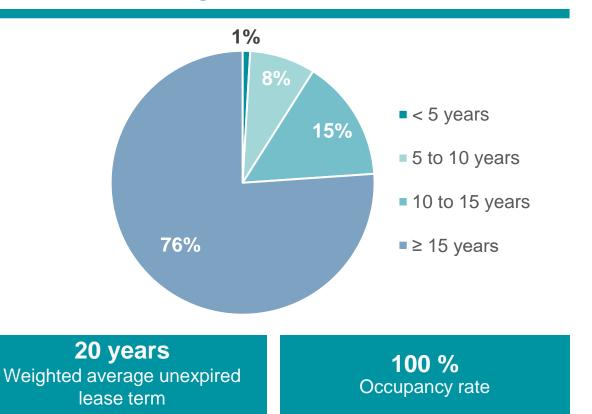




# Lease maturity & occupancy rate

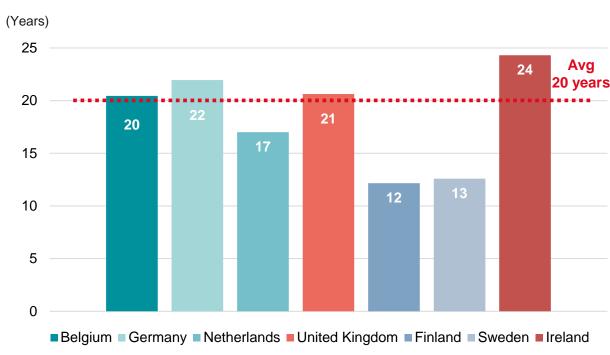


#### **UNEXPIRED LEASE TERM**



Marketable investment properties incl. assets classified as held for sale (€5,281 m), excl. rights of use of plots of land.

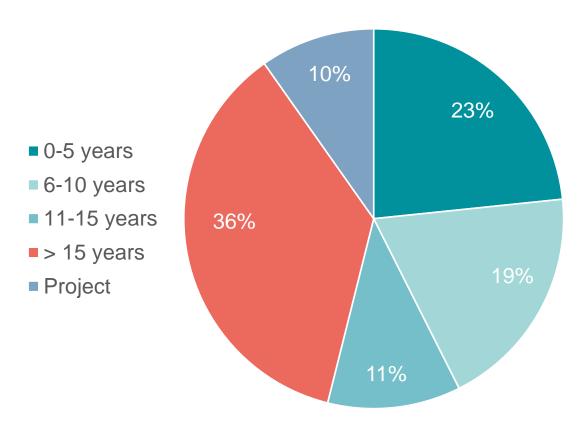
#### **WAULT BY COUNTRY**



# Age of buildings



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



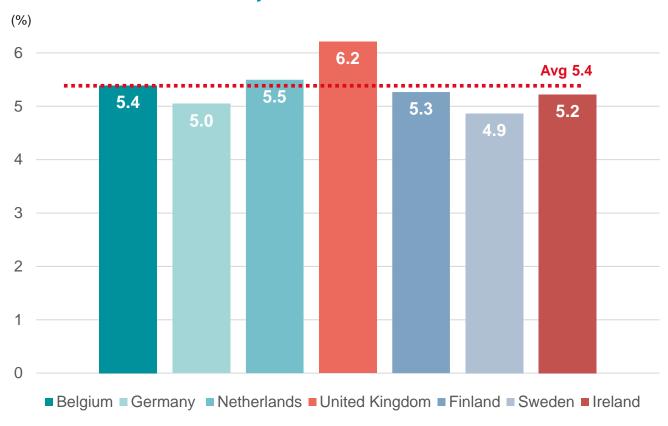
Age profile based on a weighted average of the gross square footage of our properties using completion date of a construction or renovation phase done onsite.

# Gross yields on fair value



#### **GROSS YIELDS ON FAIR VALUE**

#### Conservative valuation yields



# Committed development projects

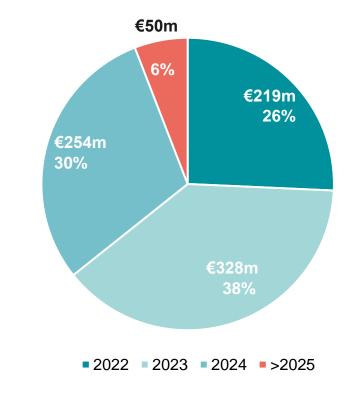


Pipeline: €851 million

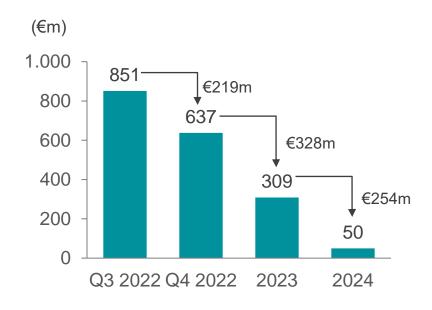
#### **GEOGRAPHICAL SPLIT**

#### €16m €98m 12% €166m 19% €28m €199m 3% 23% €151m 18% €152m 18% Belgium United Kingdom Ireland Germany Finland Spain Netherlands Sweden

#### **EXPECTED DELIVERY DATE**



#### **EXPECTED EVOLUTION**



based on anticipated completion dates without any new additions

## Portfolio growth

### Development projects











# Financials





### **Income Statement**

### **EPRA Earnings**



#### **EPRA EARNINGS YOY INCREASE OF 22%**

Consolidated income statement - analytical format	30/09/2022	30/09/2021
(x €1,000)		
Rental income	200.440	168,919
Rental-related charges	<u>-998</u>	<u>-1,019</u>
Net rental income	199,442	167,900
Operating charges*	-30,744	<u>-26,446</u>
Operating result before result on portfolio	168,698	141,454
EBIT margin* (%)	84.6%	84.2%
Financial result excl. changes in fair value*	-24,912	-23,781
Corporate tax	-9,160	-7,347
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of EPRA Earnings	232	375
Non-controlling interests in respect of EPRA Earnings	-388	-236
EPRA Earnings* (owners of the parent)	134,470	110,465
Denominator (IAS 33)	37,526,478	34,277,753
EPRA Earnings* (owners of the parent) per share (€/share)	3.58	3.22

### **Income Statement**

### Net result

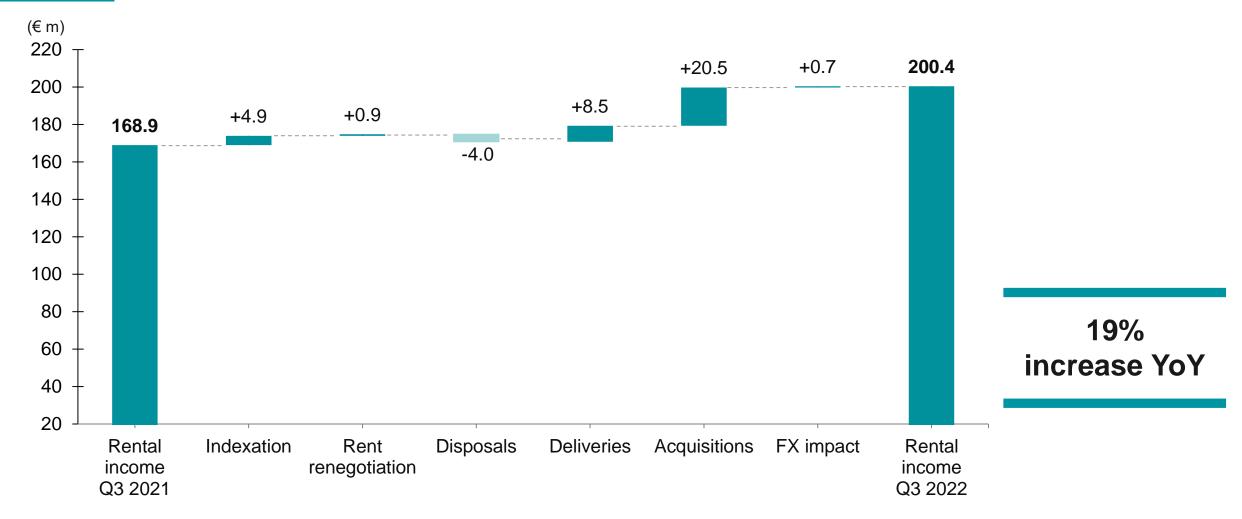


#### **EARNINGS PER SHARE: DRIVEN BY STRONG VALUATION INCREASE**

Consolidated income statement - analytical format	30/09/2022	30/09/2021
(x €1,000)		
EPRA Earnings*	134,470	110,465
Changes in fair value of financial assets and liabilities	124,506	8,185
Changes in fair value of investment properties	160,215	73,714
Gains and losses on disposals of investment properties	787	710
Tax on profits or losses on disposals	0	-559
Negative goodw ill / goodw ill impairment	-47	0
Deferred taxes in respect of EPRA adjustments	-43,958	-24,808
Share in the profit or loss of associates and joint ventures accounted for using the equity method in respect of the above	1,917	4,347
Non-controlling interests in respect of the above	65	-515
Roundings	<u>0</u>	<u>0</u>
Profit (owners of the parent)	377,955	170,999
Denominator (IAS 33)	37,526,478	34,277,753
Earnings per share (owners of the parent - IAS 33 - €/share)	10.07	4.99

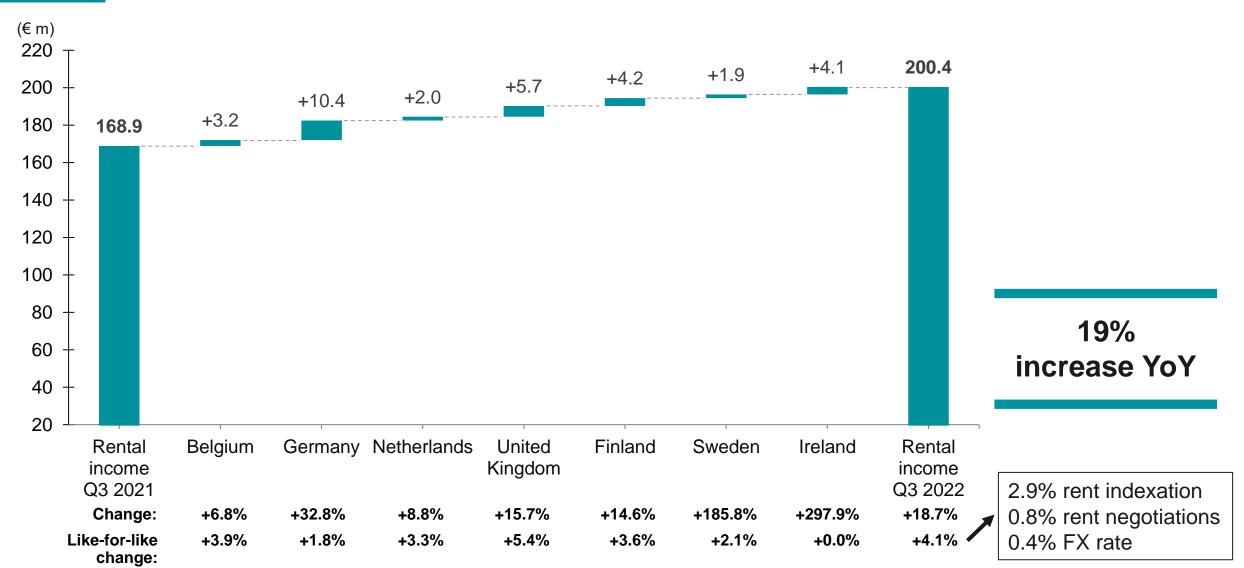
### Rental income





### Rental income

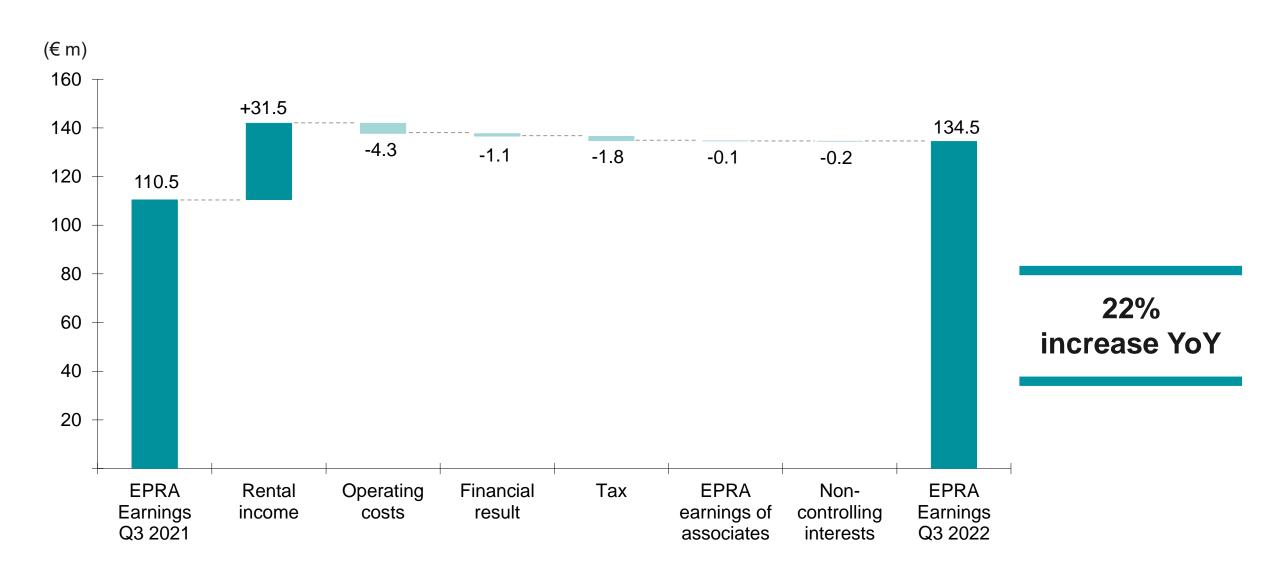




The variation on a like-for-like basis is shown for each country in the local currency. The total variation on a like-for-like basis is shown in the Group currency.

# **EPRA Earnings**

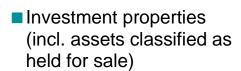




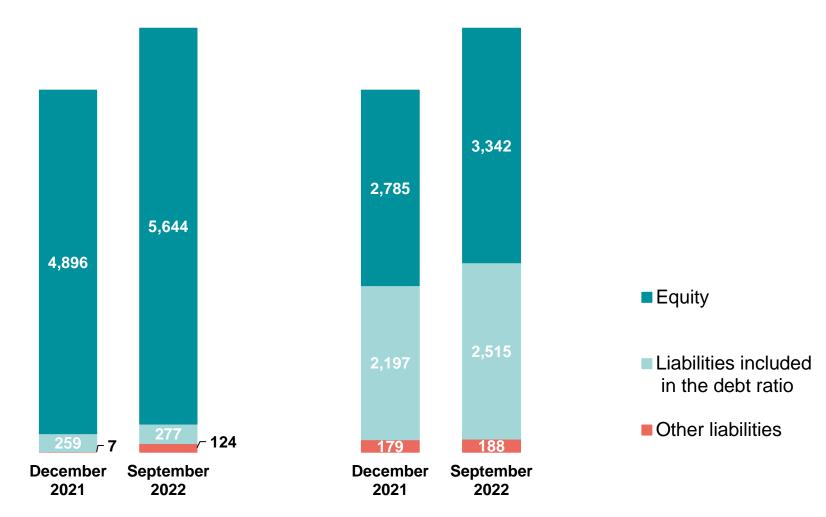
# Consolidated balance sheet (€ m)



Balance sheet total: €6.1 billion

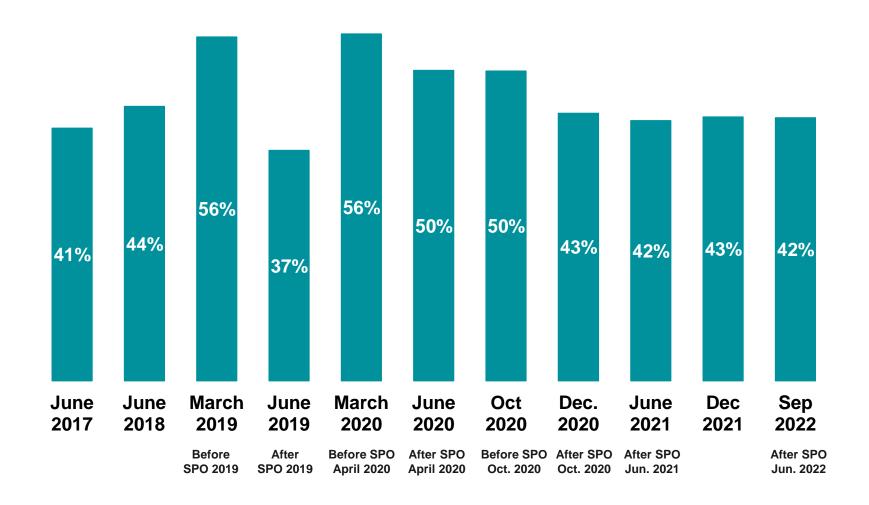


- Other assets included in debt ratio
- Other assets



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





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

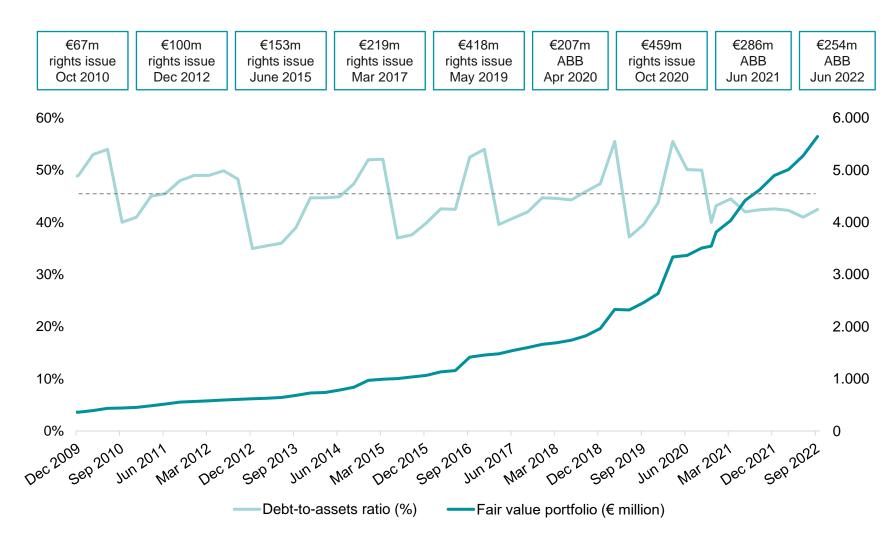
Investment capacity\*: approx. €890 million before reaching 50% DTA or approx. €270 million before reaching 45% DTA

Bank covenants stand at a maximum of 60%.

<sup>\*</sup> In variable assets.

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





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



**59% bank** 

facilities

41% DCM

Total financial debt: €2,388 m

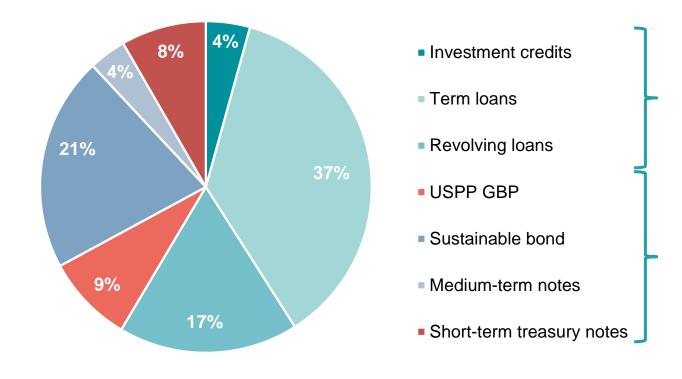
# Credit rating BBB with stable outlook from S&P Global

**ICR 7.7x** 

35% sustainable financing of drawn debt

# **Unsecured financing** except

- Hoivatilat where certain particularities apply, and
- Germany, in very limited cases





#### Overview new & refinanced credit facilities YTD ~ €467m

#### €397m new, long term credit facilities

- £160m new credit facilities of which £110m sustainability linked
- > €100m new & sustainability linked credit facilities

#### €70m early refinancing

→ of which €30m sustainability linked

55% (€255m)
of these contracted
bank loans are
sustainability linked

#### **Average credit spread:**

~100bps for 5 years

7 banks provided credit facilities for the new & refinanced loans

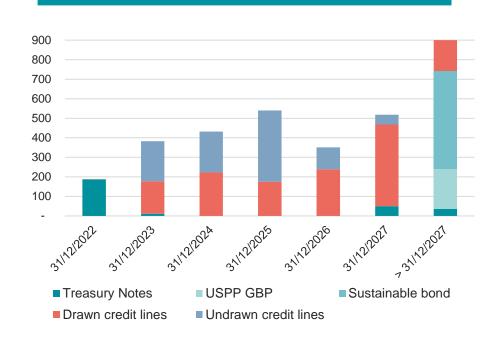
Loan maturities between 2027 & 2028



#### **LIQUIDITY**

Financial debt (in € million)¹	Lines	Utilisation	of which treasury
,			notes
31/12/2022	188	188	187
31/12/2023	382	177	11
31/12/2024	432	223	=
31/12/2025	540	175	-
31/12/2026	351	239	-
31/12/2027	518	468	50
> 31/12/2027	918	918	37
Total as of 30 September 2022	3,329	2,388	286
Weighted Average Maturity (in years) <sup>2</sup>	4.2	5.1	

#### **DEBT MATURITY PROFILE**



Weighted average debt maturity (excl. CP): 5.1 years

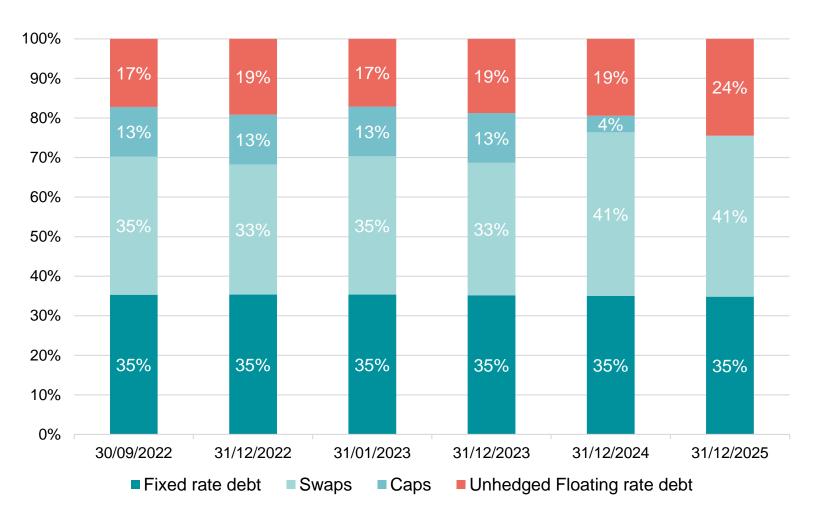
Liquidity
headroom after
deduction of
short-term CP:
€742 million

<sup>&</sup>lt;sup>1</sup> Amounts in £ were converted into € based on the exchange rate of 30 September 2022 (1.1386 £/€).

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

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





83% of debt hedged by derivatives or fixed rate debt as of 30 September 2022

Hedging weighted average maturity: 6.2 years

<sup>&</sup>lt;sup>1</sup> Assuming debt as of 30 September 2022 unchanged.

### **Net asset value**



#### **DISCOUNT ON 8 NOVEMBER 2022**

3% vs NAV at FV excl. IAS 39 7% vs NAV at FV incl. IAS 39 3% vs EPRA NTA

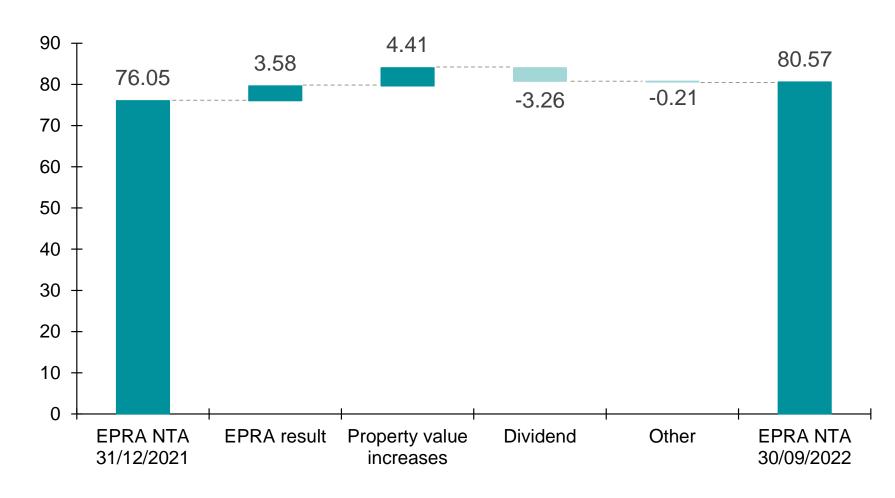
Net asset value per share (in €)	30/09/2022	31/12/2021
Net asset value after deduction of dividend 2021, excl. changes in fair value of hedging instruments*	80.71	74.09
Effect of the changes in fair value of hedging instruments	<u>2.99</u>	<u>-0.75</u>
Net asset value after deduction of dividend 2021	83.70	73.34

EPRA Net Tangible Assets (in €/share)	30/09/2022	31/12/2021
EPRA NTA	80.57	72.78

### **EPRA NTA**







6% increase YTD

# **Dividend policy**



#### **€3.70 / share** (gross)

DPS guidance for 2022 + 9% compared to previous year

#### Withholding tax:

General rule: 30 %

 Reduced to 15 % as healthcare REITs investing more than 80% of its portfolio in residential European healthcare real estate





#### **EPRA METRICS**

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

	30/09/2022	30/09/2021
EPRA Earnings* (in €/share)	3.58	3.22
EPRA Cost Ratio (including direct vacancy costs)* (in %)	16.5%	17.4%
EPRA Cost Ratio (excluding direct vacancy costs)* (in %)	16.5%	17.4%

	30/09/2022	31/12/2021
EPRA NRV* (in €/share)	92.82	85.10
EPRA NTA* (in €/share)	80.57	72.78
EPRA NDV* (in €/share)	85.10	69.08
EPRA Net Initial Yield (NIY) (in %)	4.9%	4.9%
EPRA Topped-up NIY (in %)	5.0%	5.1%
EPRA Vacancy Rate (in %)	0.5%	0.4%

# Aedifica is included in the EPRA indices



The EPRA NTA value in € and €/share as of 31 December 2021 was adjusted by €118,496 k (or €3.26/share) in comparison to the figures published in the 2021 Annual Financial Report, so that it can be compared with the values as of 30 September 2022. This adjustment corresponds to the 2021 gross dividend, which was distributed in May 2022.

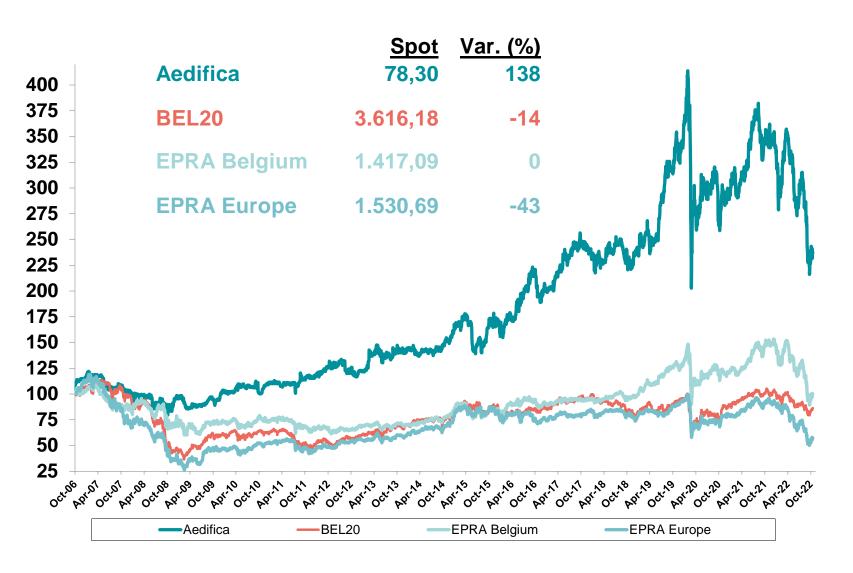
# Shares & shareholders





# **Share price since IPO**



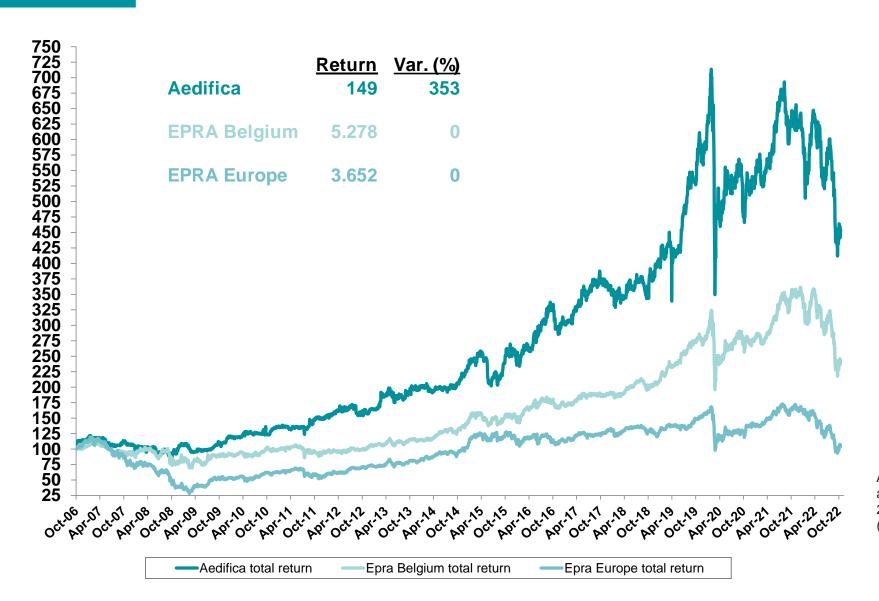


Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93), 2015 (- €0.89), 2017 (- €1.60), 2019 (- €1.73) and 2020 (- €2.14), i.e. an adjusted IPO price of €30.82.

(As of 7 November 2022)

### **Total return since IPO**





Aedifica: based on the IPO price (€41), adjusted to take into account the rights issues of 2010 (- €1.89), 2012 (- €1.93), 2015 (- €0.89), 2017 (- €1.60), 2019 (- €1.73) and 2020 (- €2.14), i.e. an adjusted IPO price of €30.82.

(As of 7 November 2022)

### **Euronext**

### Inclusion in the BEL20



In March 2020, Aedifica entered the BEL20, the leading share index of Euronext Brussels.

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



100%

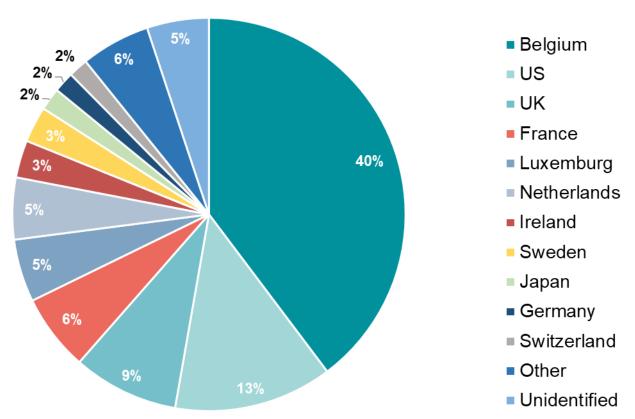
Aedifica's free float<sup>1</sup>

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

# Shareholding<sup>1</sup>



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



<sup>&</sup>lt;sup>1</sup> Based on the shareholder identification done based on 31 December 2021 status.

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

1/3 retail shareholders 2/3 institutional shareholders

<sup>&</sup>lt;sup>2</sup> A total of 39,855,243 shares are listed on Euronext Brussels and Euronext Amsterdam (30 September 2022).

# **Award** EPRA



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





From 2015 to 2022, Aedifica's annual financial report was awarded 8 consecutive times the 'EPRA BPR Gold Award'

From 2020 to 2022, Aedifica received the 'EPRA sBPR Gold Award' for the Sustainability Reports

## Corporate governance



#### **TRANSPARENCY**

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

#### **BOARD OF DIRECTORS**

- 12 Directors
  - 7 independent non-executive Directors
  - 5 executive Directors
  - Gender diversity ratio: 42%
  - International
- Audit Committee
- Nomination & Remuneration Committee
- Investment Committee

#### **EXECUTIVE COMMITTEE**

- 5 members
- Gender diversity ratio: 20%

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





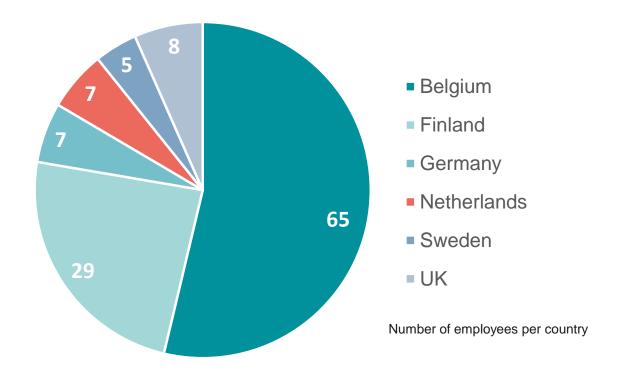
## **Organisation & team**



#### **INTERNATIONAL TEAM**

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

International staff of 121 people of which 43 women and 78 men





### Outlook FY 2022



€273 million

Rental income

€300 million

Pipeline deliveries in 2022

~ €800 million

Hypothetical new investments of which €450 m cash flow generating

<45%

Debt-to-assets ratio (end 2022)

£1 = € 1.15

Foreign exchange assumption

~ €900 million

Cash out during 2022 related to the investment programme

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

No fair value changes

of portfolio assumed

~€40 million

Asset rotation

>€4.70/share EPRA EPS (+ 8.0% vs. 2021) €3.70/share

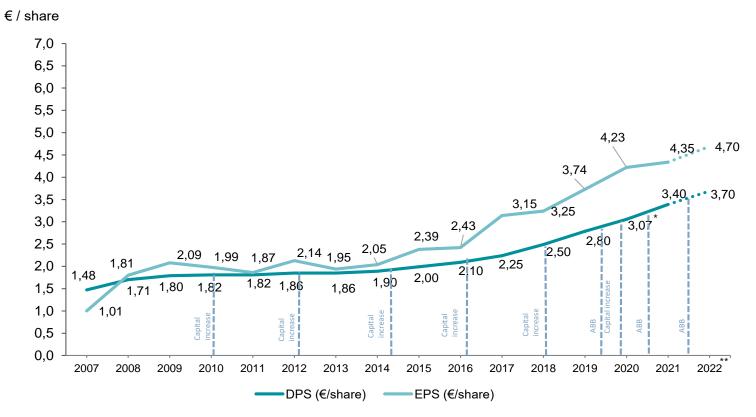
Gross DPS (+ 8.8% vs. 2021)

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

### Outlook



## **OBJECTIVE FOR FUTURE GROWTH: EPS GROWTH while maintaining a solid debt-to-asset ratio**



- Strong fundamental tailwinds remain intact
- Enhancing long-term cash flows in healthcare real estate
- Exploring new healthcare real estate segments
- Exploring new countries
- Well-defined development activity

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

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

# Conclusion





## Investment highlights





**PURE-PLAY** 

HEALTHCARE REIT IN EUROPE

STRONG UNDERLYING DEMOGRAPHIC TRENDS

LONG-TERM GROWTH POTENTIAL

#### **FAIR VALUE HISTORY**

OF PORTFOLIO SHOWING RESILIENCE

#### **20 YEARS**

WEIGHTED AVERAGE LEASE TERM

### SOLID TRACK RECORD

IN INVESTMENT, EQUITY AND DEBT-FINANCING

#### STRONG DIVIDEND

TRACK RECORD

## Thank you



#### **INVESTOR RELATIONS**

ir@aedifica.eu Rue Belliard/Belliardstraat 40 bte 11 1040 Brussels, Belgium



**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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## Forward-looking statement



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



## Portfolio growth



### Investment programme as of 30 September 2022

#### INVESTMENT PROGRAMME: €851 MILLION

Country	Development projects (in € million)	Rent (in € million)
BE	98	3
DE	199	9
NL	43	3
UK	152	9
FI	151	9
SE	28	2
IE	166	8
SP	16	1
Total	851	44

Fiscal year	Development projects (in € million)	Rent (in € million)
2022	219	11
2023	328	18
2024	254	14
>2025	50	1
Total	851	44

Rent	Development projects¹ (in € million)	Rent (in € million)	Yield <sup>2</sup>
Triple net	470	24	5.0%
Double net	377	20	5.4%
Land reserve	4	-	
Total	851	44	5.1%

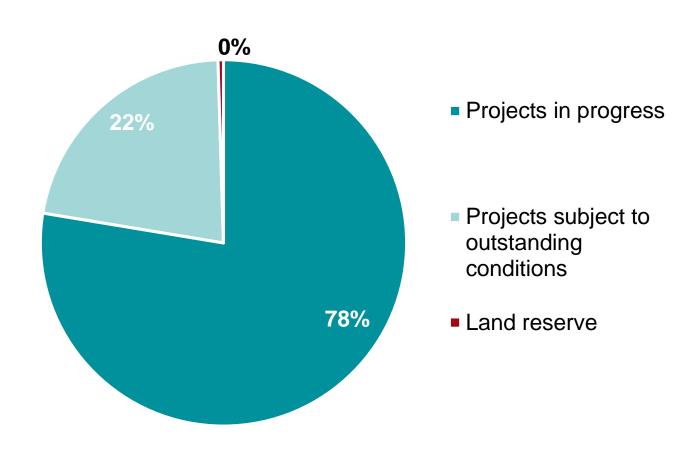
<sup>&</sup>lt;sup>1</sup> Amounts excluding contractual value of plots of land.

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

## Portfolio growth

### Pipeline: €851 million





PRE-LET DEVELOPMENT PROJECTS AND ACQUISITIONS IN PROGRESS

## Belgian REIT



'sicafi / vastgoedbevak' until 17 October 2014

RREC (SIR / GVV) since 17 October 2014

Investment property: maximum 20 % in one (group of) asset(s)

Appraisal:

At fair value on a quarterly basis by a valuation expert
No depreciation of properties

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

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

Tax status:

Exit tax
Limited corporate tax in
Belgium for parent company

Withholding tax for healthcare REITs:

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

### Innovative healthcare real estate



Villa Casimir: an A-rated redevelopment



Roermond (NL)

**Completed in October 2020** 

Former villa and 'Rijksmonument' (national heritage site)

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

EPC  $G \rightarrow A$ 

### Innovative healthcare real estate



### Villa Casimir: an A-rated redevelopment

Restoration of the villa's unique characteristic elements:

high windows wooden beams French doors stained-glass windows

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



### Innovative healthcare real estate



Villa Casimir: an A-rated redevelopment

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

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



## **Notes**

