

## Full Year Results 2022





## BEYOND REAL ESTATE





## **AGENDA**

- 1 Overview FY 2022
- 2 Our strategy: #connect2025
- 3 Financial overview FY 2022
- 4 Outlook



# Update growth strategy: focus on expanding logistics portfolio driven by asset rotation



- Value creation
- Sustainability
- Customer focus
- #TeamIntervest

As a team, creating sustainable value for all stakeholders



- Own (re)developments
- Creation clusters, focused on strategic (maritime) axes
- Well-considered asset rotation
- ESG and innovation



## Successful growth strategy in 2022



EPRA earnings: € 45,4 million (+1% y/y)

EPRA EPS 2022: € 1,71 (-2% y/y)

• Proposed DPS 2022: € 1,53

Stable occupancy rate:

> Total: 90%

> Logistics BE: 96%

> Logistics NL: 100%

> Offices BE: 76%

Increase fair value of investment properties:
 € 124 million or 10%

- 49% portfolio growth since beginning 2020
- Increase WALB to 4,9 years and WALE to 6,4 years
- Remaining duration of long-term credit lines:4,0 years
- 16% green financings



## Successful growth strategy



- Zeebrugge (BE):
  - Acquired in April 2022, delivered Q4 2022
  - > 15 ha land in concession in Maritime Logistics Zone of Zeebrugge
  - > 110.000 m<sup>2</sup> sustainable logistics project
  - > Multi-modal access
  - > BREEAM 'Excellent'
  - > 86% let as of February 2023

- · Waalwijk (NL):
  - Sustainable logistics building
  - ) 16.500 m<sup>2</sup>
  - > Long-term leased
- Herstal (BE):
  - > Land of 10.666 m<sup>2</sup> with logistics buildings
  - > Fits in cluster strategy
- Breda (NL):
  - > Expansion of 3.650 m<sup>2</sup>



- Gent (BE):
  - Acquired January 2023
  - 56.000 m² land in concession in North Sea Port Flanders, Ghent
  - > Production site of 22.200 m<sup>2</sup>
  - Sale-and-lease-back
  - > Lease duration of 10+5+5 years



## Successful growth strategy in 2022



- Strategically present in 3 real estate segments:
   logistics BE 47% logistics NL 26% offices BE 27%
- Diversified, solid tenants
- € 315 million potential property value or 283.000 m<sup>2</sup> in (re)developments, € 182 capex to spent
- Further optimization of finance structure: diversification of the financing partners
- € 200 million unused credit lines; 72% of debt hedged in long term (average 5Y)
- Inflation-proof cash flow ensured by lease contract with indexation clause



- #connect2022 objectives achieved
- Implementation Green Finance Framework
- Creating detailed roadmap for long-term ESG policy
- Strategic analysis regarding sustainability and well-being: approx. 86% of total portfolio is future-proof

- Spearheads:
  - > Future-proof buildings / energy efficiency
  - > Health and well-being
  - > Business integrity and compliance



## Intervest at a glance

Founded in 1996

Property investor, developer, manager & operator

3 complementary segments:

- Warehouses BE
- Warehouses NL
- Offices BE

Focus on Belgium & the Netherlands

 $> 1.250.000 \text{ m}^2$ GLA



61



#TeamIntervest



€ 1,3 billion portfolio fair value

> € 315 million development pipeline



47% Logistics BE 26% Logistics NL 27% Offices BE



Belgian B-REIT (GVV/SIR) **Furonext Brussels listed** since 1999





## Intervest at a glance

Debt ratio

48%

Green financings

16%

Market cap

€ 562 million

Average cost of debt

2,0%

EPRA NTA per share € 23,50

EPRA EPS 2022 € 1,71 Proposed DPS 2022 € 1,53

> DY 2022 8,0%\*

(\*) Based on the closing price as at 31 December 2022.



## Intervest at a glance - ESG

100% electricity

from sustainable sources

81% equipped

with smart meters

89% logistics equipped

with solar panels

206 charging points

for electric cars

## **ESG Commitment**

Science Based Targets (SBTi) setting and notification

questionnaire (Climate Change)



32% BREEAM

'Very Good'

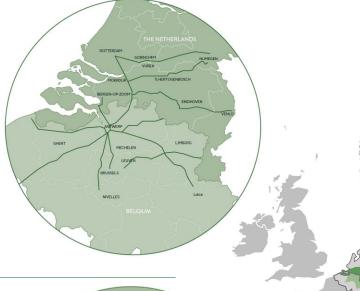


## € 1,3 billion core logistics and value-add offices portfolio

## Logistics portfolio (NL & BE)

73%

The Netherlands	36%
<ul><li>A15 Rotterdam - Gorinchem - Nijmegen</li></ul>	3%
<ul> <li>A59 Moerdijk – 'S Hertogenbosch – Nijmegen</li> </ul>	10%
<ul><li>A58/A67 Bergen-Op-Zoom – Eindhoven – Venlo</li></ul>	23%
Belgium	64%
<ul><li>Antwerp - Limburg - Liège</li></ul>	36%
<ul><li>Antwerp - Brussels - Nivelles</li></ul>	17%
<ul><li>Antwerp - Ghent - Bruges</li></ul>	11%



## Office portfolio (BE)



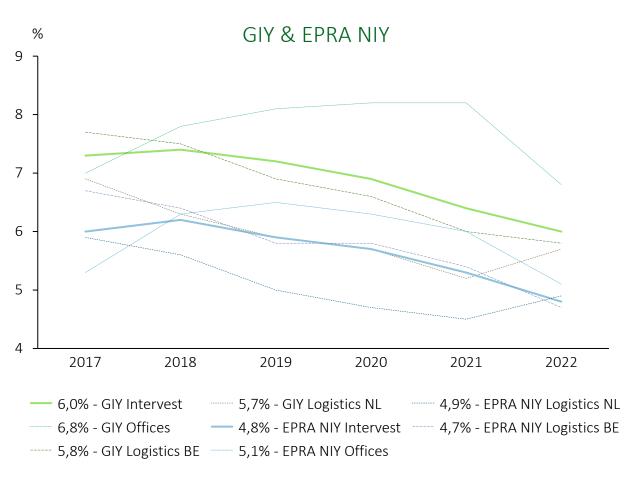
27%

Mechelen	45%
Antwerp	24%
Brussels	20%
Leuven	11%

Percentages based on GAV



## Growing portfolio through acquisitions and yield compression



- > 4,8% EPRA Net Initial Yield
- > 6,0% Gross Initial Yield



- > € 1,3 billion real estate portfolio at year-end 2022
- 49% portfolio growth since beginning 2020, of which 45% resulting from acquisitions and project developments

## Occupancy rate

Portfolio	Occupancy 2022	% of portfolio	
The Netherlands	100%	26%	
Belgium	96%	47%	
Belgium	76%	27%	
TOTAL	90%	100%	

## Historical occupancy range

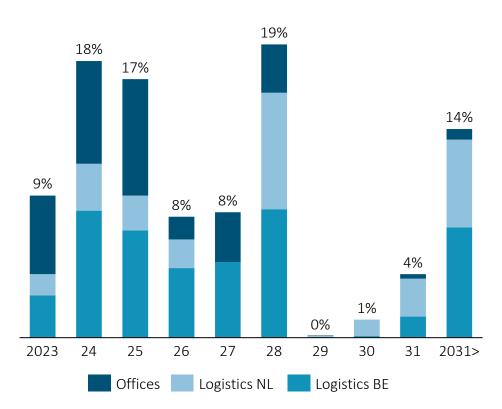


- > 90% Total 15-year average
- > 83% 100% Logistics BE 15-year range
- > 98% 100% Logistics NL 5-year range
- > 76% 92% Offices 15-year range



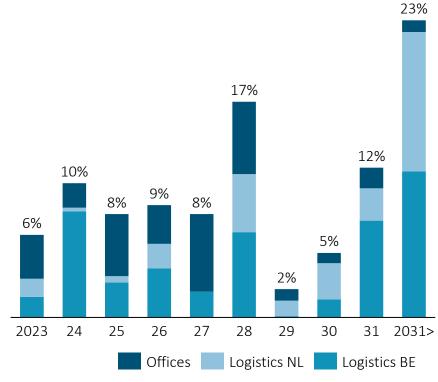
## Well spread lease maturities

## Lease terms - first break dates



- WALB 4,9 years total portfolio
  - > 5,3 years Logistics BE
  - > 6,5 years Logistics NL
  - > 2,9 years Offices BE

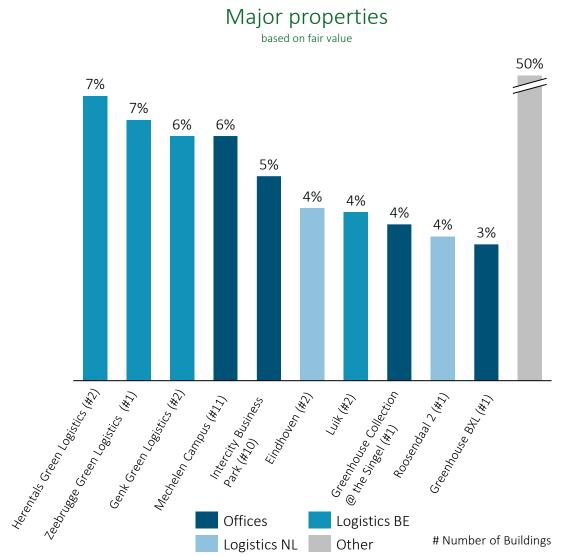
## Lease terms - expiry dates

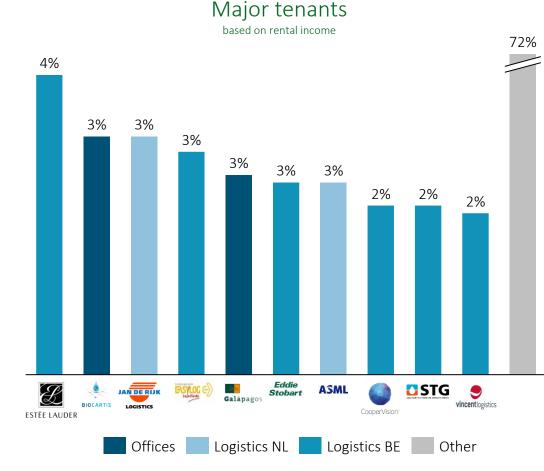


- > WALE 6,4 years total portfolio
  - > 6,8 years Logistics BE
  - > 8,2 years Logistics NL
  - > 4,3 years Offices BE



## Well spread property and tenant concentration





- Limited tenant concentration
- > 28% of rent from top-10 tenants





## Why we believe in logistics real estate



1	Supply chains need more local buffering and reshoring of
Τ	manufacturing

- 2 Changing consumer demand to omni-channel
- 3 Drivers of future demand: workforce, location, quality
- 4 E-commerce growth, including food
- Increasing importance of urban agglomerations





## Why we believe in office real estate



1 Changing life cycle to living - working - living together - leisure

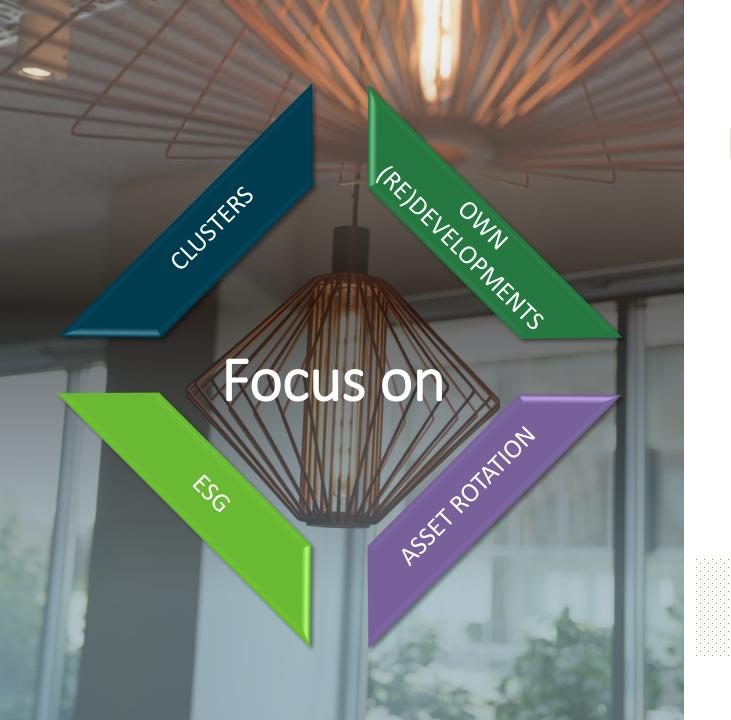
2 Labor scarcity demanding inspiring workplaces for quality staff

Drivers of future demand: location, flexibility, quality, technology

Fading asset class boundaries, intertwining offices and logistics







## Intervest focus on

- Own (re)developments: higher returns and improvement risk profile
- Creating clusters: strategic (maritime) axes, economies of scale and flexibility
- Well-considered asset rotation: improvement risk profile and support growth in logistics segments
- ESG and Innovation serving all stakeholders

 Focus on expanding the logistics portfolio driven by asset rotation



# Value creation #connect 2025 customer oriented

## Mission & Vision

To create value for its stakeholders generating solid and recurring cash flows on a well-diversified real estate investment portfolio with respect of ESG criteria

Client oriented to go beyond real estate and offer added value by unburdening clients

A trustful employer giving its employees a caring work environment where they can develop themselves to the full potential



# Value creation

# Value creation targets 2023-2025

- Fair value portfolio > € 1,8 billion
- EPRA EPS € 1,85
- > 6y average rental period
- Prolonged debt maturity
- Active asset rotation > € 150 million
- Debt ratio < 48%</li>
- Net debt / EBITDA < 10</li>
- Innovation as a profit center



## 220.000 m² sustainable projects delivered in 2022

Site	Segment	Туре	Delivery	GLA (m²)	BREEAM
Genk Green Logistics (Neovia Logistics)	Logistics BE	Development	Q2 2022	11.000	Excellent
Genk Green Logistics (Eddie Stobart Logistics Europe)	Logistics <b>BE</b>	Development	Q2 2022	11.000	Excellent
Genk Green Logistics (Nippon Express Belgium)	Logistics <b>BE</b>	Development	Q2 2022	21.000	Excellent
Genk Green Logistics (Eddie Stobart Logistics Europe)	Logistics <b>BE</b>	Development	Q3 2022	9.000	Excellent
Greenhouse Collection at the Singel	Offices <b>BE</b>	Redevelopment	Q4 2022	16.000	Excellent
Herentals Green Logistics	Logistics <b>BE</b>	Development	Q1 2022	42.000 <sup>(*)</sup>	Excellent
Zeebrugge Green Logistics	Logistics BE	Development	Q4 2022	110.000(**)	Excellent
DELIVERED PROJECTS IN 2022				220.000	



<sup>(\*)</sup> The complete delivered site of Herentals Green Logistics comprises 42.000 m², of which 22.000 m², linked to the lease to STG, has already been delivered in 2021 (\*\*) This site was acquired in 2022 and completed in Q4 2022. The total lettable area of this site is around 110.000 m², including 73.000 m² logistics, 4.000 m² office space, 32.000 m² trailer/container park and 85 outdoor car parks. 86% is let as of February 2023.

## Herentals Green Logistics (BE)

- Large-scale logistics redevelopment on 18 ha site
- 42.000 m² delivered & fully let
  - > Warehouses (+/- 39.000 m<sup>2</sup>) with cross-dock
  - $\rightarrow$  Offices (+/- 3.000 m<sup>2</sup>)
  - > Five-level parking tower (400 parking spaces)
- 10.000 m<sup>2</sup> project under construction started
  - Warehouses (+/-  $8.000 \text{ m}^2$ ) with mezzanine (+/-  $1.500 \text{ m}^2$ ) and offices (+/-  $500 \text{ m}^2$ )
  - > Fully preleased
  - > Scheduled delivery Q1 2023
- Unique sustainable cluster of offices and logistics of > 120.000 m<sup>2</sup>
- Close to motorway exit 21 of E313
- Project coordinated with #TeamIntervest





- Sustainable value creation
  - > BREEAM 'Excellent'
  - Solar panels: 4 MWp installation
    - > avoiding 1.300 tCO<sub>2</sub>
    - > energy requirement of +/- 1.030 households
  - Gas free: cooling/heating by central heat pumps
  - > Energy efficient LED-lighting
  - Daylight equally in warehouse spaces
  - > Extensive materials use with limited ecological impact
  - Outdoor landscaping with focus on biodiversity



## Greenhouse Collection at the Singel (BE)



- Acquired November 2020
- Future-oriented smart office project at prime location
- 6 floors
   15.000 m² offices
   more than 180 parking lots
- Delivered Q4 2022
- BREEAM 'Excellent'
- Using high-end techniques
- 28% let (January 2023)





- Entirely in hands of #TeamIntervest
- Exclusive office experience
  - Diverse range of workspace solutions:
     private offices coworking serviced offices –
     fully-fledged meeting center rooftop
     boardroom
  - > Intelligent meeting rooms and parking
  - Premium service level by our Master of services
  - > Integration of culture, art and gastronomy



## Zeebrugge Green Logistics (BE)

- Acquired April 2022
- 15 ha land in concession in Maritime Logistics Zone of Zeebrugge
- Multi-modal access
- 110.000 m<sup>2</sup> sustainable logistics project
  - > Warehouses: 73.000 m<sup>2</sup>
  - > Container/trailer yard: 32.000 m<sup>2</sup>
  - Office building: 4.000 m²
  - > Parking outside: 85
- Sustainable value creation
  - > BREEAM 'Excellent'
  - > PV installation
  - gas free heating
- Delivered in Q4 2022
- 86% let (February 2023)





## 283.000 m² or € 315 million portfolio value through (re)developments

Site	Segment	Туре	Expected delivery	(Potential) GLA (m²)	BREEAM
's-Hertogenbosch Rietvelden	Logistics NL	Development	Q2 2023	9.700	Excellent
Herentals Green Logistics — unit 1B (**)	Logistics BE	Development	Q1 2023	10.000	Excellent
Genk Green Logistics (Konings)	Logistics BE	Development	H1 2023	30.000	Excellent
Greenhouse Woluwe	Offices BE	Redevelopment	2024	23.700	Outstanding
Zellik	Logistics BE	Development	2024	22.000	Outstanding
Projects				95.400	
Genk Green Logistics	Logistics BE	Development	2023-2025	133.000	Excellent
Puurs	Logistics BE	Development	2024	44.500	
Venlo	Logistics NL	Development		10.000	Outstanding
Land reserves				187.500	
TOTAL PROJECTS & LAND RESERVES				282.900	

<sup>(\*\*)</sup> This project under construction started up during the third quarter of 2022 and provides for an additional logistics unit of 8.000 m² with 1.500 m² mezzanine facilities and 500 m² office space, on top of the already total delivered site of 42.000 m² at Herentals Green Logistics (cfr. the overview "220.000 m² sustainable projects delivered in 2022"). This 10.000 m² project is fully pre-let to Fox International Group (Rather Outdoors) as at the end of October 2022.



<sup>(\*) € 182</sup> million capex to spent.

## Sustainable projects under construction







## Genk Green Logistics (BE)



- Planned redevelopment of 42 ha
- Zone B on former Ford site in Genk, strategically located:
  - Large-scale and multi-modal access
  - Proximity to gateways Antwerp and Liège
  - Connectivity through Albert Canal
  - Proximity to consumer markets
- Inbound activity
- Collaboration with Flemish Government
- 250.000 m<sup>2</sup> state-of-the-art logistics complex to be fully developed over several years





- BREEAM 'Excellent'
- Almost 50% (pre)leased:
  - > Eddie Stobart Logistics Europe: 45.000 m<sup>2</sup>
  - > P&O Ferrymasters: 10.000 m<sup>2</sup>
  - Neovia Logistics: 11.000 m²
  - Nippon Express Belgium: 21.000 m²
  - › Konings: 30.000 m², signed in April 2022, scheduled delivery in H1 2023
- Competitive rental conditions



## 's-Hertogenbosch – Rietvelden (NL)

- Built-to-suit project
  - > Commenced in May 2022
- Approx. 10.000 m² warehouse, mezzanine and office
- Excellent location on the business park De Rietvelden - De Vutter
  - Barge terminal nearby
  - Excellent accessibility via motorway (A59)
     and train station





- Sustainable inhouse value creation
  - > BREEAM 'Outstanding'
  - > Energy efficient LED-lighting
- Inspiring architecture by StripesArchitects (Eindhoven)
- Pre-let to My Jewellery:
  - > Signed in Q2 2022
  - > For 10 years
  - > Scheduled delivery in Q2 2023



# Sustainability targets 2023-2025

- 100% smart building systems
- 50% green buildings
- 50% green financings
- 4,7% CO<sub>2</sub> emission reduction average per year in line with SBTi

## **Sustainable Development Goals**

Intervest has endorsed the 17 Sustainable Development Goals (SDGs) of the United Nations and has made a selection of five SDGs from these for its sustainability strategy













## ESG - Creating detailed roadmap for long-term ESG policy



- Sustainability team
- Brings expertise together from various business activities
- Developing and monitoring ESG strategy



- Involve everyone within Intervest
- ESG policy brings more structure and systematics to the processes



- Set up working group
- ICT projects in making business processes more efficient
- Realise high-impact projects that create value and client satisfaction



Investment and management processes in line with:

- The 17 UN SDGs
- The 10 UN Global Compact principles
- The 7 UN 'Women's empowerment' principles
- The EPRA sBPR
- The EU Taxonomy Regulation



## Focus Sustainable Development Goals (SDGs)

Environmental: Future-proof buildings / Energy efficiency

> Focus:



> Extra:









Social: Health & well-being

> Focus:







> Extra:







Governance: Business integrity & compliance

> Focus:



> Extra:







## Anchoring sustainability in financing activities in 2022



- Launched May 2022
- To attract green financing for green real estate investments and project developments
- Second Party Opinion (SPO) by ISS ESG



- June 2022: first sustainable bond
  - > € 45 million
  - > 5 years
  - > At 3,6%
- ING Belgium: additional green financing
  - > € 25 million
  - > 5 years





## ESG Materiality Matrix results in 3 spearheads

s Intervest <b>Major</b>		Renewable energy solutions Employee attraction and retention	Energy efficiency + Carbon footprint Stakeholder relations
Importance for external stakeholders Intervest  Moderate Significant Ma	Water management	Employee development Environmental awareness Digitalisation Climate change adaptation Biodiversity Community engagement	Business integrity + Ethics and transparency Health, well-being and safety
Importance for Moderate	Pollution prevention Waste management Circular economy Mobility	Diversity/inclusion Data privacy	
	Moderate	Significant	Major

Importance for internal stakeholders Intervest

## Spearheads:

Future-proof buildings / Energy efficiency Health, well-being & safety Business integrity & compliance



## ESG – Targets



S Health & Well-being

G Business integrity & compliance

## KPI Target

2025



S

50% Green Buildings according to Green Finance Framework criteria

100% Building Management Systems within the Intervest capacity

- Monitoring Life Cycle Carbon (LCE) for the most relevant projects
- 50% Green financing
- Ensure a healty and safe working environme no accidents leading to absenteeism
  - Whistleblower policy

## KPI Target

2030



 Commitments to European Green Deal objectives

Intervest activities

Neutral

→ CO<sub>2</sub> emission

55 kWh/m2/y

> Energy intensity

New developments (embedded carbon):

60 ----

-42% > CO<sub>2</sub> emission

Existing property portfolio (operational carbon

-42% → CO<sub>2</sub> emission (base year 2021)

2050



Commitments to European Green Deal objectives

New developments (embedded carbon):

Net Zero

CO2 emission

55 kWh/m2/y

> Energy intensity

Existing real estate portfolio (operational carbon):

Net Zero

CO2 emission

55 kWh/m2/y

> Energy intensity



# Customer oriented

# Customer focus targets 2023-2025

- Improve customer loyalty: total years loyal to Intervest
- Monitoring customer satisfaction



# Customer focus: clients at the heart of decision making



### Team Asset

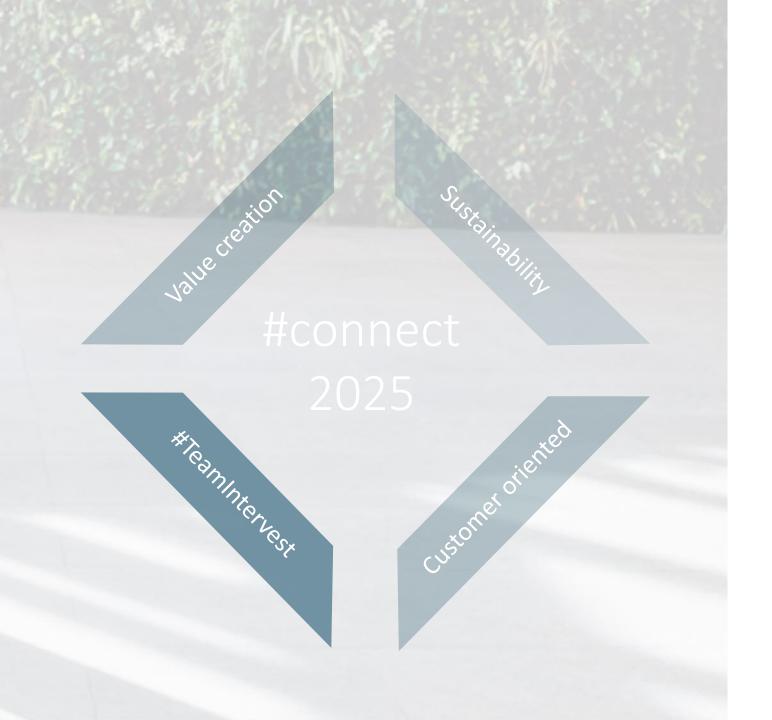
- Interdisciplinary work group
- Collaboration of commercial, administrative technical teams
- Translation of tenant needs into organization
- Respond fully to needs of tenants and users



### Team the Netherlands

- Dedicated team for the Dutch market
  - Maarten Storms | investment manager
  - Nico Punter | property manager
  - Boaz Bertrams | asset & portfolio manager
  - Arno Snoeren | finance manager
- Operating from Intervest Eindhoven Office
- Currently 19 logistics sites in portfolio and one built-to-suit project





## #TeamIntervest

- In-house control over supply chain
- Sustainable employee motivation and well-being
- Attract & retain professional staff
- Entrepreneurship and responsibility



# #TeamIntervest: achieving more together

#### Team is the basis

Autonomy, involvement, competences, goals, work-life balance

#### Ownership

Taking responsibility, spurring entrepreneurship

#### Innovation

Office redevelopments from team effort, digitalisation

#### Serving ceo

Accessible to employees, at the service of the team

### Future-proof

Not only the buildings, but also the team



## Corporate governance

#### Two-tier management

A supervisory board and a management board

#### The supervisory board

- Accountable to the general meeting
- Assisted and advised by three committees:
  - > Audit and risk committee
  - Appointment and remuneration committee
  - > Investment committee
- Chairwoman: Ann Smolders

### The management board

- Reports to the supervisory board
- Team: Joël Gorsele (cio), Kevin De Greef (sgc),
   Vincent Macharis (cfo), Gunther Gielen (ceo)



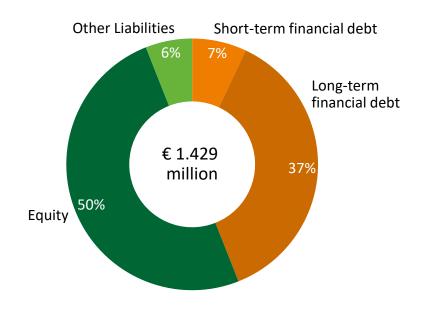






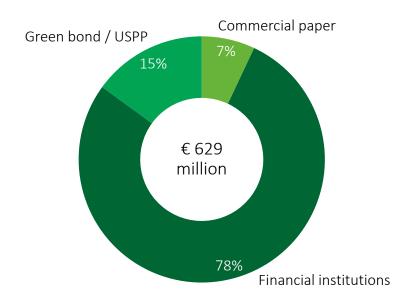
# Healthy balance sheet and well-spread debt profile

#### Balance sheet



48% debt ratio(target: 45% - 50%)

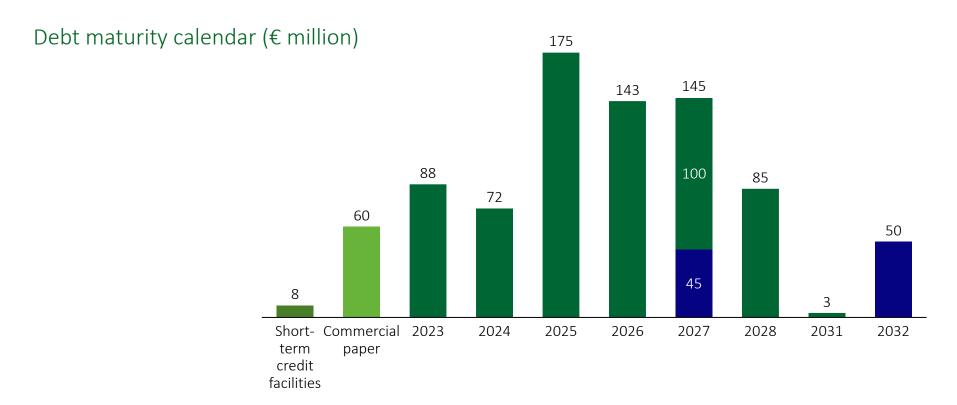
#### Financing distribution



- > € 200 million undrawn credit facilities
- > € 50 million 10 years USPP in April 2022
- > € 45 million 5 years Green bond in June 2022



## Well-spread debt maturities



- > 4,0 years average maturity
- > Commercial paper covered by credit line
- Refinancing of € 88 million in 2023





## Solid financial results

in thousands €	31.12.2022	31.12.2021
Rental income	71.474	65.056
Rental-related expenses	-19	-148
Property management costs and income	559	1.051
PROPERTY RESULT	72.014	65.959
Property charges	-8.566	-8.383
General costs and other operating income and costs	-4.862	-4.146
OPERATING RESULT BEFORE RESULT ON PORTFOLIO	58.586	53.430
Result on disposals of investment properties	478	198
Changes in fair value of investment properties	-26.106	66.020
Other result on portfolio	3.920	-11.205
OPERATING RESULT	36.878	108.443
Financial result (excl. Changes in fair value of financial assets and liabilities)	-10.877	-7.085
Changes in fair value of financial assets and liabilities (ineffective hedges)	32.257	4.217
Taxes	-978	-834
NET RESULT	57.280	104.741
Attibutable to:		
Third parties	5.566	6.641
Shareholders Group	51.714	98.100
NET RESULT - Group share	51.714	98.100
Note:		
EPRA earnings	45.467	45.176
Result on portfolio	-26.010	48.707
Changes in fair value of assets and liabilities	32.257	4.217

#### 1% increase in EPRA earnings year-on-year

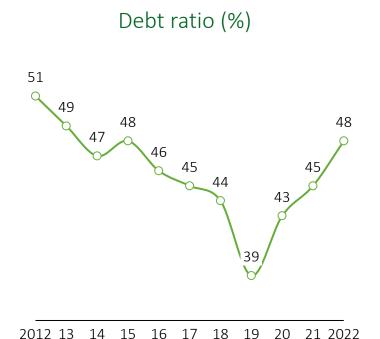
- Rental income +10%:
  - > Termination indemnity of Entreprise Services Belgium
  - > Organic growth 5,6%
- Stable operating margin of 82%

#### € -26 million changes in fair value of investment properties

- € 14 million (or +3%) increase in logistics portfolio BE
- € -32 million (or -9%) decrease in logistics portfolio NL
- € -9 million (or -2%) decrease in existing office portfolio

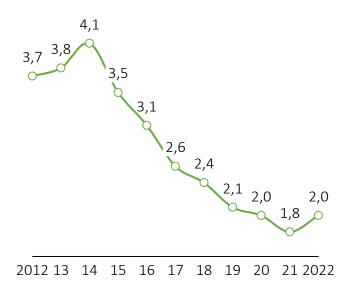


# Solid financial position with decreasing financing costs



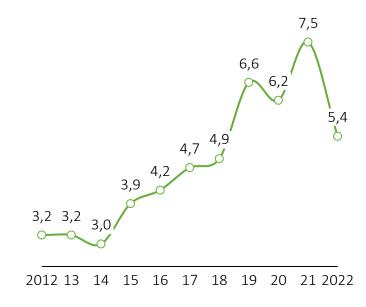
> 48% debt ratio year-end 2022

### Average interest rate (%)



> 2,0% average interest rate 2022

#### Interest coverage ratio

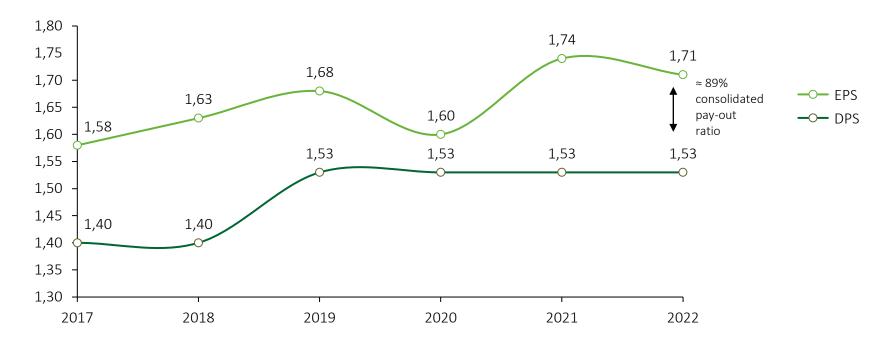


5,4x interest coverage ratio 2022



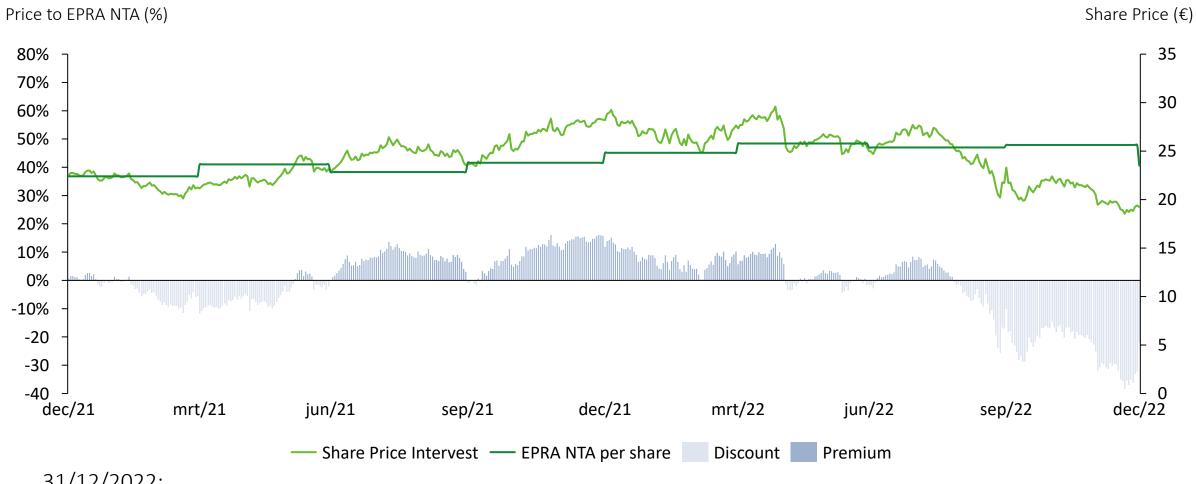
# Compelling equity returns spurred by increasing earnings

#### EPRA EPS¹ and Dividend per share (€)





## Share price to EPRA NTA

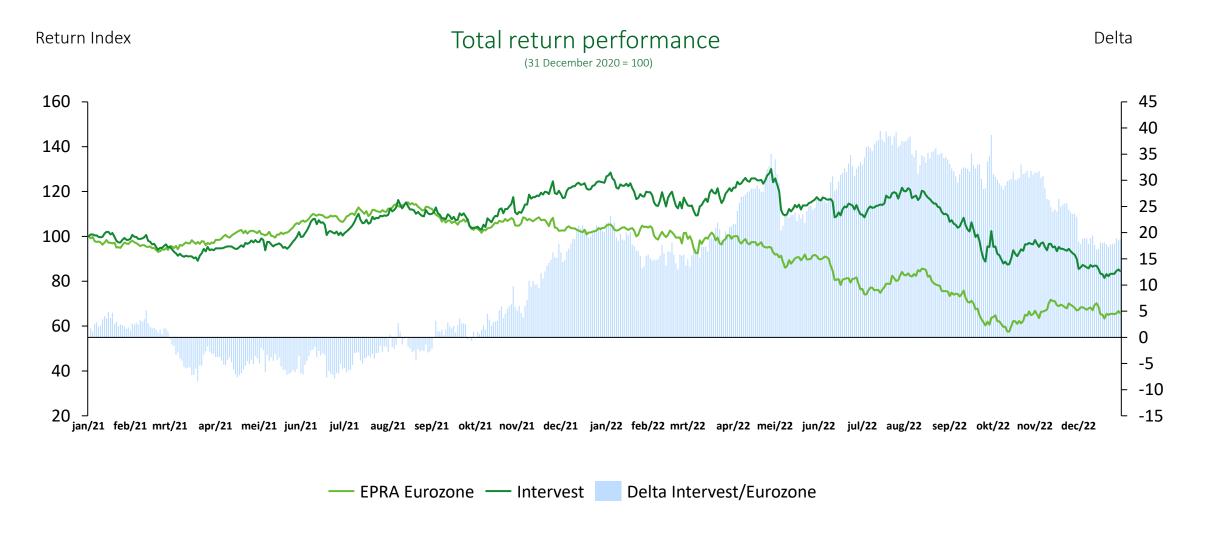


### 31/12/2022:

- EPRA NTA € 23,50
- Share price € 19,24

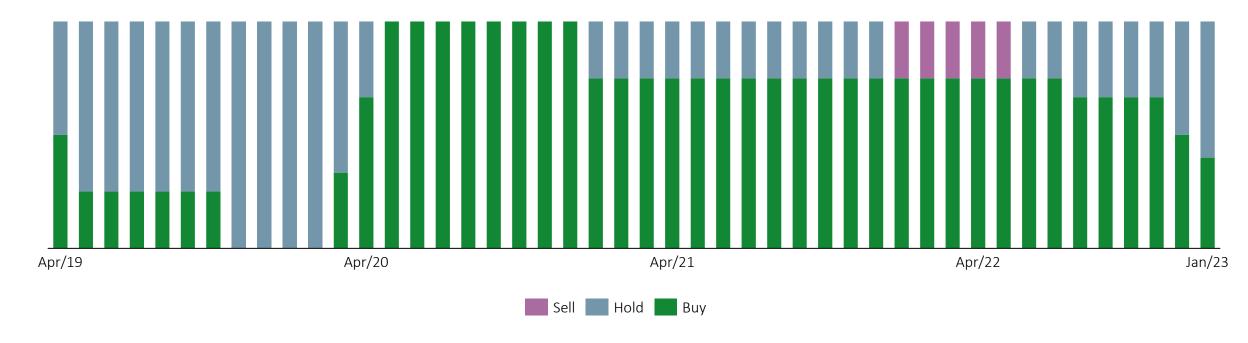


## Since Q4 2021, significantly outperformed the EPRA Eurozone





# Analyst recommendations



Bank	Recommendation	Price Target (€)
Kempen	Neutral	20,0
KBC	Buy	29,5
Degroof Petercam	Buy	32,0
Kepler Cheuvreux	Hold	22,0
■ ABN·AMRO → ODDO BHF	Neutral	20,0





## Outlook

"Value creation in a sustainable and innovative customer-focused manner, with an eye for continuous quality improvement of the buildings is the core of the #connect2025 strategy.

Thereby, the focus on asset rotation is instrumental for growth in the logistics segment."

### Outlook 2023

- EPRA result: minimum € 44,4 million
- EPRA EPS: minimum € 1,48
- Decrease to explain by shift from cash-flow buying to cash-flow generating through own (re)developments and, in addition commitment to accelerated asset rotation in line with new strategy #Connect2025
- Intended minimum gross dividend 2023: € 1,53 per share

### Ambition for 2025

- EPRA EPS: € 1,85
- Portfolio fair value > € 1,8 billion
- Net debt / EBITDA < 10x</li>
- ESG-commitment:
  - > 50% green buildings
  - > 50% green financings
  - > CO<sub>2</sub> emission reduction in line with SBTi
- Solid basis of increasing returns and risk profile will come mainly from the logistics segment - through well-considered asset rotation



## Highlights

#### **Diversified REIT**

- Unique combination of 3 segments: logistics BE (47%) logistics NL (26%) offices BE (27%)
- Well-diversified portfolio and tenants

#### Well spread lease maturities

- 4,9 WALB
- 6,4 WALE

#### #connect2025

- Value creation
- Customer oriented
- Sustainability
- #TeamIntervest

#### Beyond real estate

- Focus on logistics
- ESG commitment
- "Unburdening" the customer

### Solid balance sheet & strong results

- 8,0% gross dividend yield
- 48% debt ratio

#### #TeamIntervest

- Team is the basis
- Ownership
- Innovation
- Serving ceo
- Future-proof

Strong risk spread

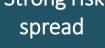
Predictable and Stable Income stream

Solid strategic growth plan

Dynamic inhouse asset management

Attractive yield & well-balanced financing

Achieving more together







## BEYOND REAL ESTATE





### CONTACTGEGEVENS

Intervest Offices & Warehouses Uitbreidingstraat 66 2600 Berchem - Belgium

www.intervest.eu/en/contact InvestorRelations@intervest.eu Tel. +32 (0)3 287 67 67

BTW: BE0458623918 RPR Antwerpen

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