



Half-Year 2022 results

Analyst meeting

Reinier Walta – CEO

28 July 2022

Disclaimer

This presentation is made for the sole benefit of financial analysts and qualified institutional investors and is not to be considered as an incentive to invest or as an offer to acquire Vastned Retail N.V. (“Vastned”) shares. This presentation is for information purposes only. The information is subject to any additions, updates, revisions, or other changes and may undergo substantial amendments without further notice.




The information provided in this presentation is extracted from Vastned’s (interim) financial report(s) and relevant press release(s) but does not reproduce the whole content of these documents, which prevail over this presentation and must be analysed before any recommendation(s) or operation(s) regarding Vastned shares are made. This presentation, any parts thereof and the associated remarks and comments by Vastned, as well as the (interim) financial report(s) and relevant press release(s) from which the information in the presentation is extracted, are integrally related and are intended to be presented and understood together.

This presentation, the (interim) financial report(s) and the relevant press release(s) may include statements of future expectations and other forward-looking statements (“**Statements**”) that are based on Vastned’s current views, assumptions and projections regarding the business, the economy and other future conditions of Vastned and speak only of the date hereof. These statements may be identified by the use of forward-looking terminology (including the terms “believes”, “aims”, “forecasts”, “continues”, “estimates”, “plans”, “projects”, “anticipates”, “expects”, “intends”, “may”, “will” or “should” or, in each case, their negative or other variations or comparable terminology) or by discussions of strategy, plans, objectives, goals, future events or intentions. The Statements may and often do differ materially from actual results, performance, or events, due to (without limitation) general economic conditions, including in particular, but not limited to, economic conditions in Vastned’s core business and core markets, general competitive factors and the impact of acquisitions or divestments.

The Statements reflect Vastned’s current view with respect to future events and are subject to risks relating to future events and other risks, and uncertainties and assumptions relating to Vastned’s business, results of operations, financial position, liquidity, prospects, growth, or strategies. The Statements speak only as at the date at which they are made and Vastned undertakes no obligation to update these Statements.

Highlights Half-Year 2022

Strong operational and financial performance

Subject	Key achievements
H1 2022	
 <p>Operational performance</p>	<ul style="list-style-type: none"> • Occupancy rate at 98.5% at the end of H1 2022 (97.9% end-2021); end of Q1 2022: 98.1% • High collection rate of 97.6% (95.7% end-2021); Q1 2022: 96.1%
 <p>Financial performance</p>	<ul style="list-style-type: none"> • Positive earnings per share of € 2.30 (H1 2021: -/- € 0.50) • Direct result of € 0.98 (H1 2021: € 0.88) • Indirect result of € 1.32 (H1 2021: -/- € 1.38) • Increase of portfolio value by 1.0% in H1 2022 • Interim dividend of € 0.59 to be paid on 17 August 2022
 <p>Strategy execution</p>	<ul style="list-style-type: none"> • Good progress in strategy execution with improved tenant mix • Fashion exposure decreased to 45.6% (from 46% end of 2021) • Increased exposure to phygital retailers • Number of FTE reduced from 32 to 30 in H1 2022 • Continuous cost control with Genex savings of 0.1 million euro in H1 2022; 23.5% since H1 2019

H1 2022 key figures

Direct result:
€ 0.98 per share

Collection rate:
97.6%

EPRA NTA:
€ 42.89 per share

	H1 2022	H1 2021
Direct result per share	€ 0.98	€ 0.88
Indirect result per share	€ 1.32	(€ 1.38)
Like-for-like gross rental income	1.4%	(3.2%)
Value movements*	1.0%	(1.9%)
Loan-to-value ratio	43.0%	44.2%
Average interest rate	1.9%	1.9%
NAV	€ 42.81	€ 40.80
EPRA NTA**	€ 42.89	€ 41.49

* Excluding acquisitions, capital expenditures and divestments; ** As per 30-06-2022 EPRA NTA amounts to € 735.6m, EPRA NDV amounts to €730.8m and EPRA NRV amounts to € 832.3m



Operational & financial performance



High occupancy rate

Occupancy rate		H1 2022	Q1 2022	FY 2021	H1 2021
%	% of TGOI*	Occupancy %	Occupancy %	Occupancy %	Occupancy %
The Netherlands	47.0	98.3	97.7	97.2	96.1
France	22.5	98.1	97.5	97.2	94.1
Belgium	25.8	98.8	98.9	99.3	97.5
Spain	4.7	100	100	100.0	100.0
Total	100	98.5	98.1	97.9	96.2



MSHC Copenhagen opened its new store on the Kalverstraat in Amsterdam

*Total Gross Operating Income in H1 2022

Leasing activity in H1 2022

Leasing activity	H1 2022	H1 2021	FY 2021	FY 2020
Number of leases	19	54	92	71
Rental income (€ million)	2.1	6.2	12.4	9.6
% Of total theoretical annual rent	2.9%	8.6%	17.4%	12.9%
Rental change (€ million)	(0.3)	(0.3)	(0.6)	(0.4)
Rental change (%)	(13.1)	(4.4)	(4.5)	(4.3)

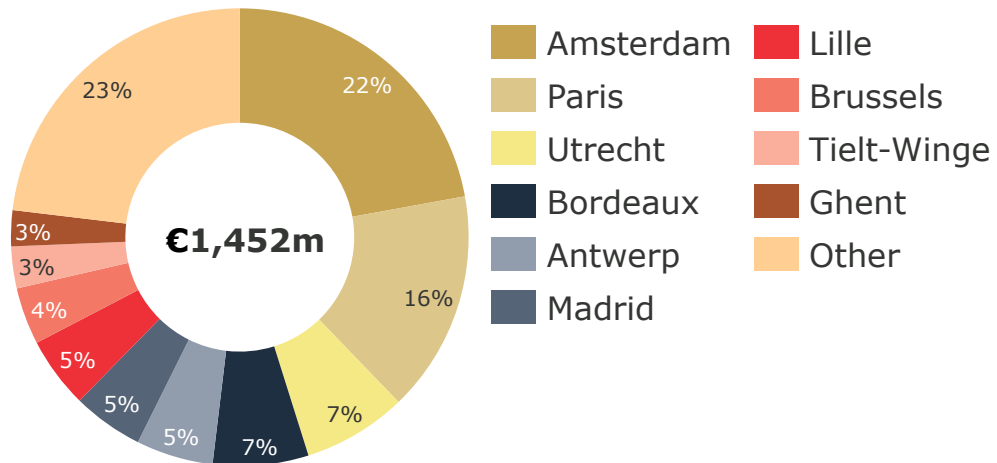


McDonalds renewed its lease contract on the Oude Gracht in Utrecht with 14 years.

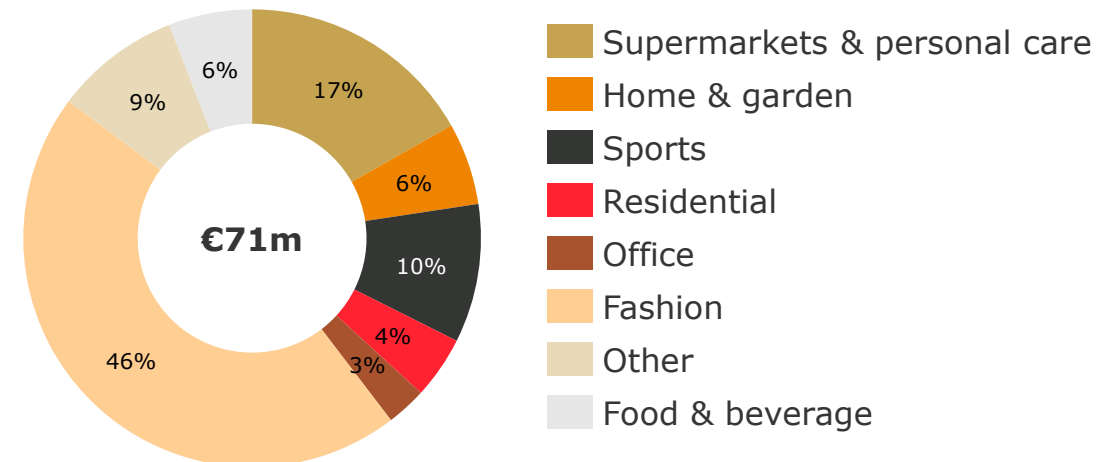


Diversification is key, but fashion in better shape now

Portfolio value per H1 2022

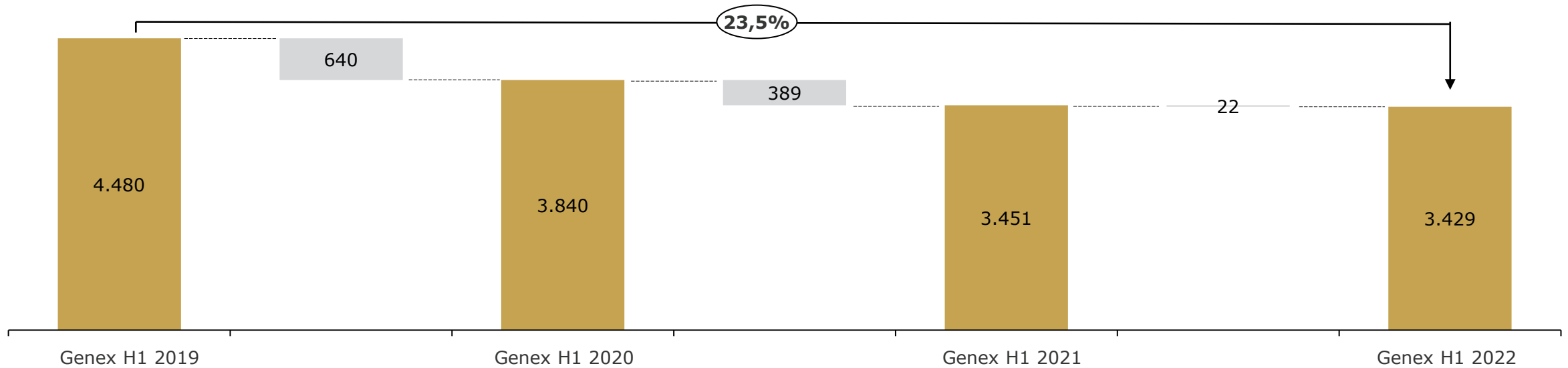


Annualised contracted rental income H1 2022



Continuous cost control

€ (x 1,000)



Total costs
as % of
GAV

28bps

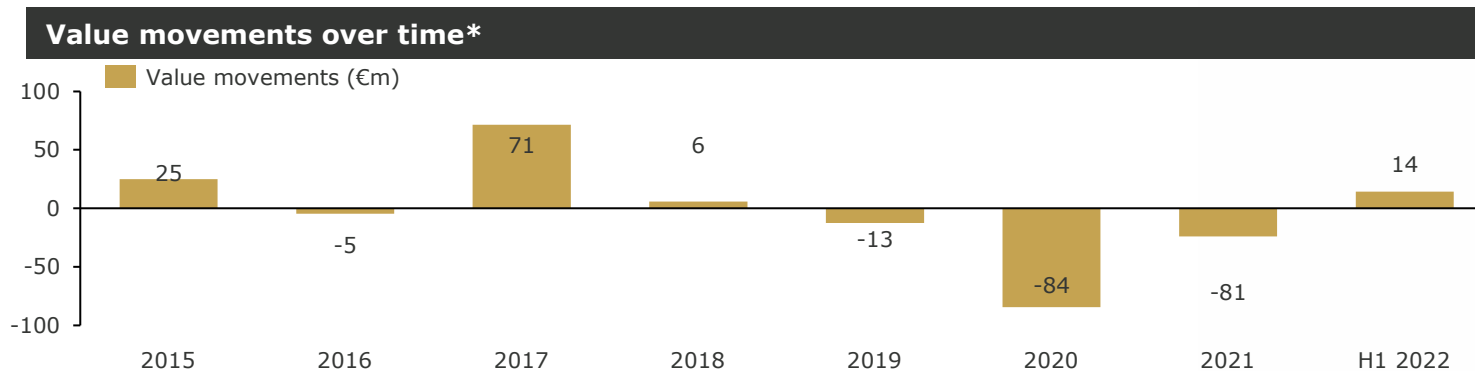
25bps

24bps

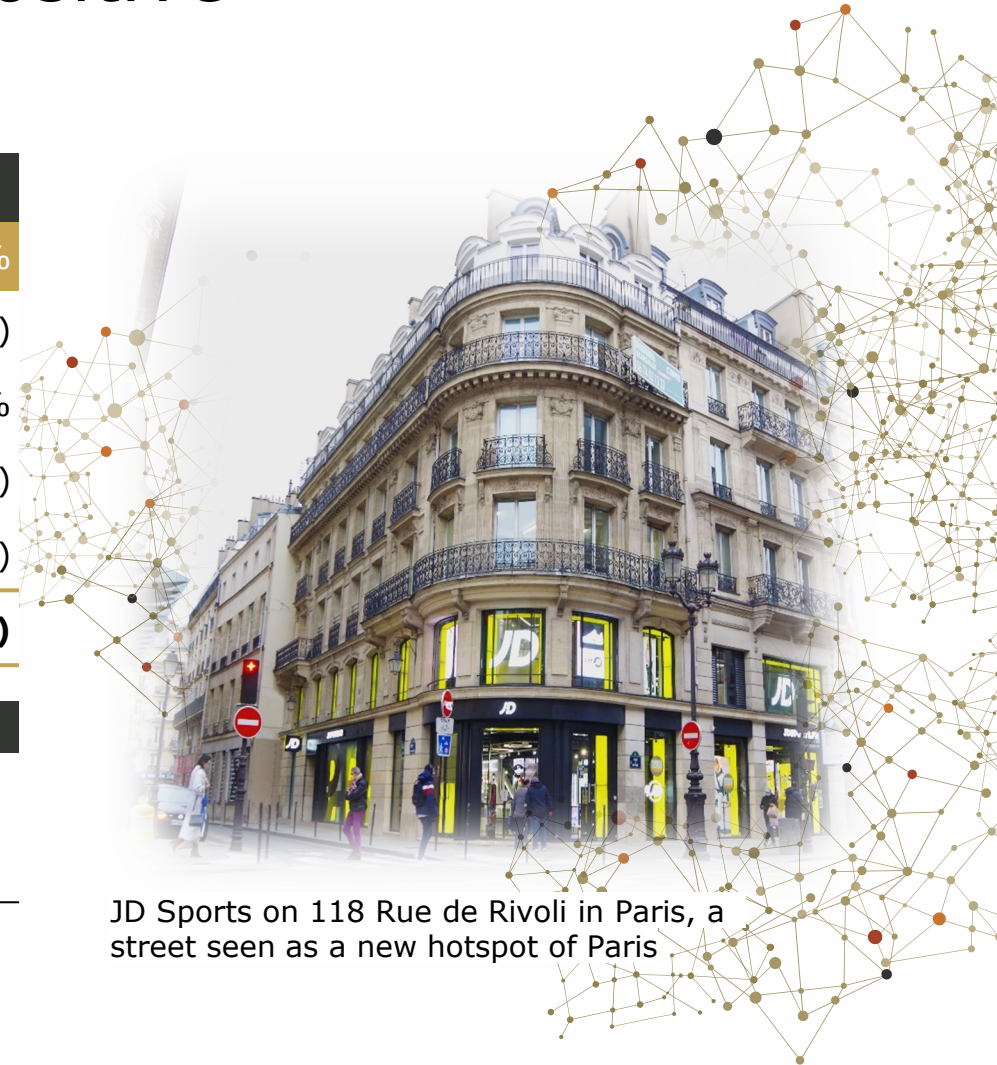
24bps

High quality of the portfolio resulted positive revaluation

Value movements*	H1 2022		FY 2021	
	€ m	Δ%	€ m	Δ%
The Netherlands	631	1.5%	623	(2.4%)
France	413	0.8%	410	0.7%
Belgium	323	0.0%	323	(2.9%)
Spain	84	2.1%	82	(1.8%)
Total	1,452	1.0%	1,438	(1.6%)



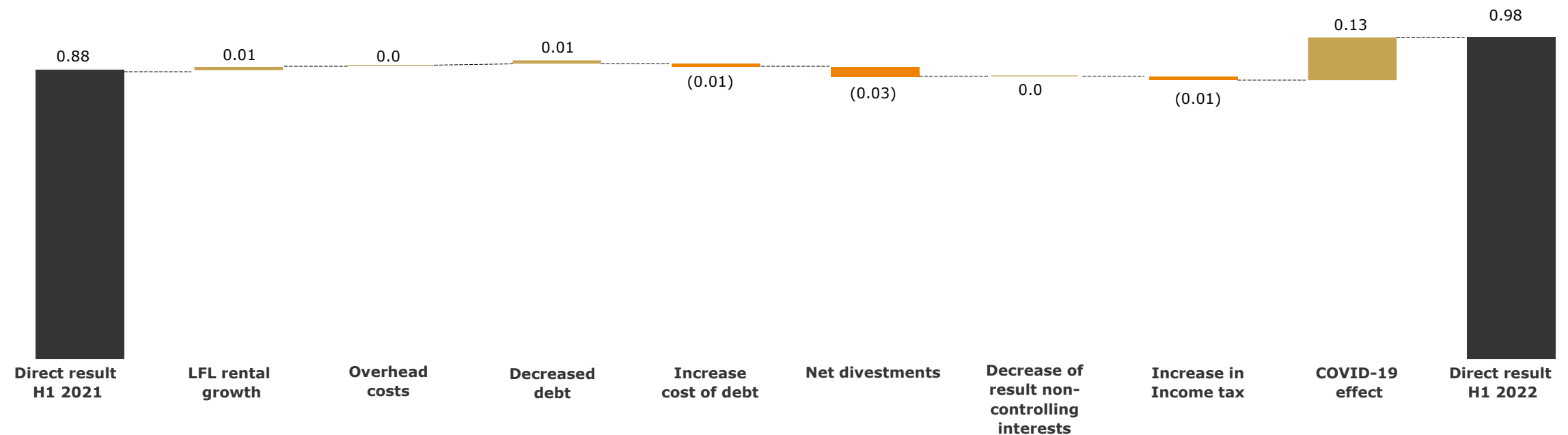
* Excluding acquisitions, capital expenditures and divestments in each specific year



Direct result per share H1 2022

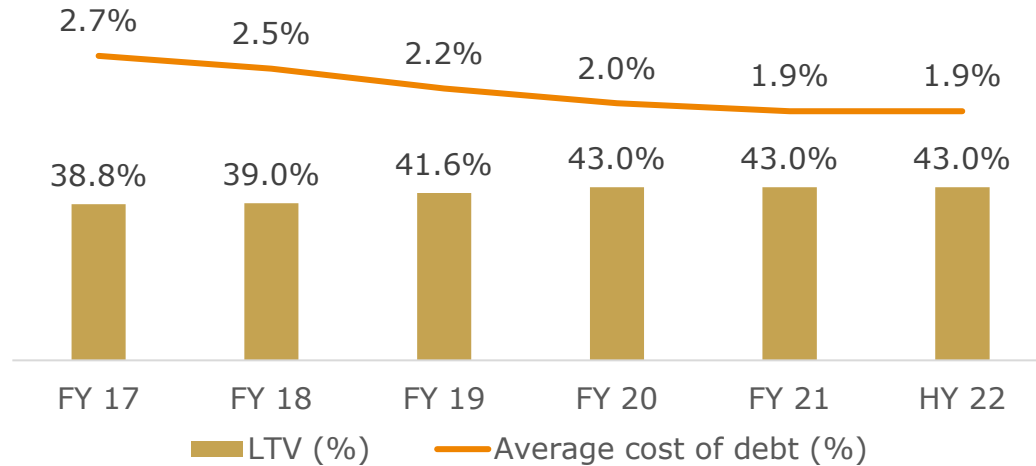
- Direct result per share increased to € 0.98 from € 0.88 (H1 2021)
- Net rental income increased from € 26.9M in H1 2021 to € 28.8M in H1 2022 due to lower granted waivers in H1 2022

€/share

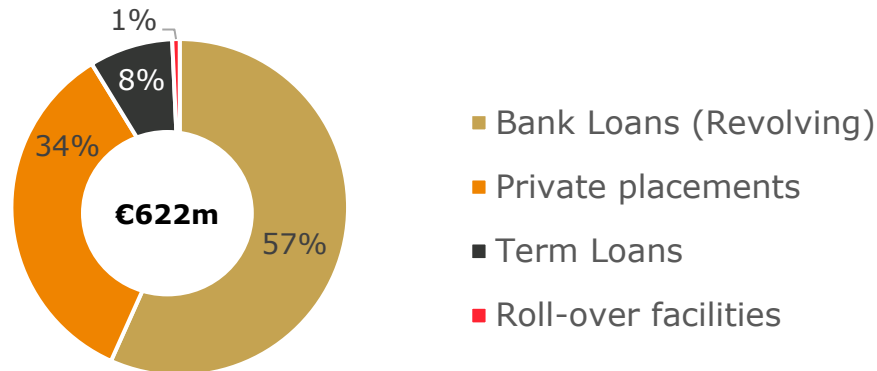


Loan-to-value remains flat, despite final dividend payment

Loan to value vs. average cost of debt



Debt structure



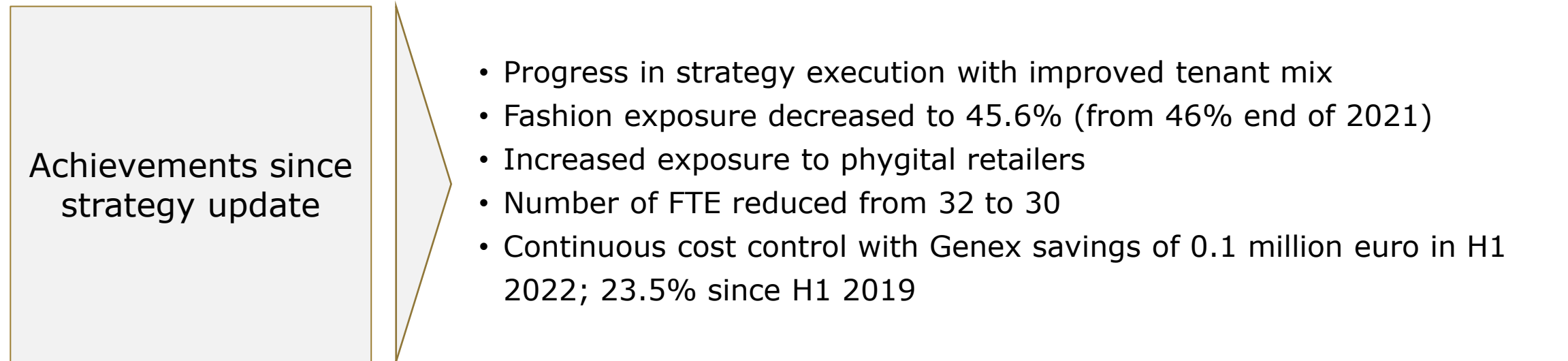
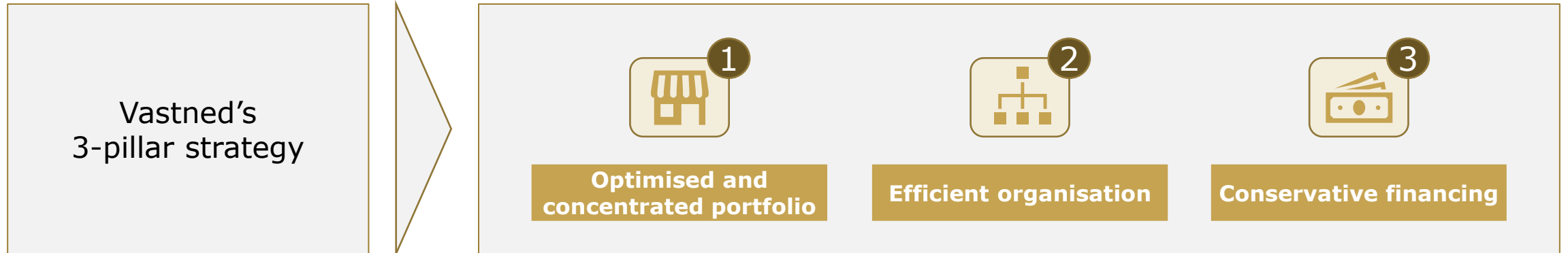
	30 June 2022	31 December 2021
Total used credit facilities	€ 622m	€ 616m
Unused credit facilities	€ 116m	€ 122m
Loan-to-value ratio	43.0%	43.0%
Average interest rate	1.89%	1.87%
Average maturity	2.4 years	2.9 years
Interest coverage ratio	4.9x	4.8x
Share of non-bank financing of interest-bearing loans	34.5%	34.9%
Share of fixed interest rate loans	71.5%	72.2%



Strategy execution



Good progress made on strategy execution



Optimising the portfolio

Optimising the portfolio

Concentrate portfolio in winning cities:

- ✓ Cities that thrive due to urbanism trends
- ✓ Attractive historic city centres
- ✓ Cluster in and around certain popular streets
- ✓ Attract and focus more on tenants with strong digital presence combined with physical stores



Invest

Selective investments:

- ✓ Strengthen presence in winning cities
- ✓ Add mixed-use assets
- ✓ Increase the sustainability of our properties
- ✓ Improve the tenant mix - adding new digital retail tenants to existing or desired locations



Selective investments to be financed by strategic divestments

Divest

Divest assets with the following characteristics:

- ✓ Non-strategic asset location
- ✓ Properties that are less attractive from a future tenant mix or mixed-use perspective
- ✓ Lack of full operational control over the property

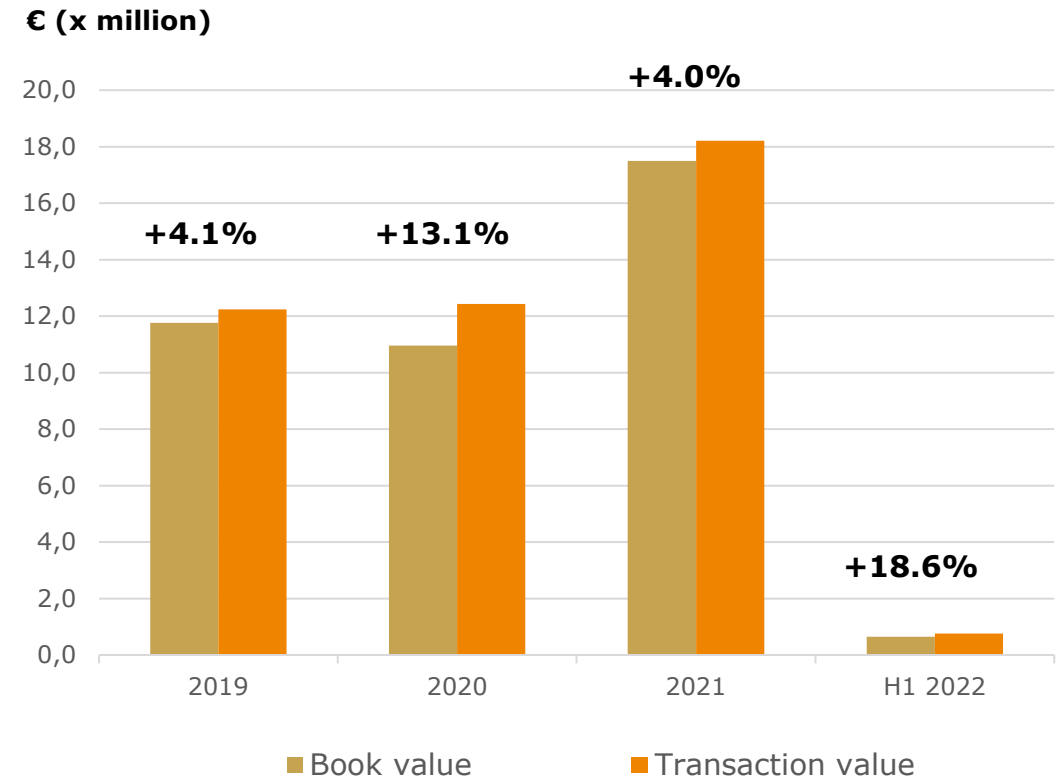
Timing of disposals depends on market circumstances (Proceeds also used to lower the LTV)



Vastned's divestments of non-strategic assets resulted in premium transaction prices

- Despite challenging retail property markets in the past three years, Vastned has been able to realise transaction prices above its book value
- Vastned realised 34 divestments of non-strategic assets in the past 3.5 years
- Total transaction value amounted to 43.6 million euro; 6.8% above book value.

Premium between transaction price and book value



Sustainability

Preservation of cultural heritage

- Vastned continues to invest in properties in historic city centres, thereby contributing to the preservation and lifespan of historic city centres, and the attractiveness of their cultural heritage

Increasing housing stock within historic city centres

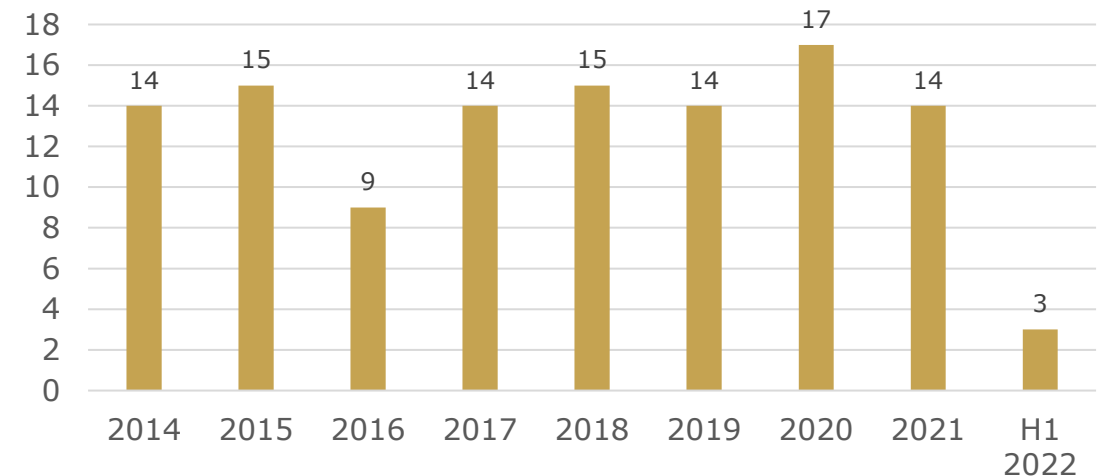
- By converting empty spaces above shops into residential units, city centres are becoming livelier after closing time, while housing stock increases



EPRA Gold Awards



Creation and renovation of apartments



Outlook 2022

&

Interim Dividend



Outlook for 2022 re-iterated

- Management will approach the second half of the year cautiously due to the present economic situation. Barring unforeseen circumstances, Vastned reiterates its expected direct full-year 2022 result of between € 1.95 to € 2.05 per share.
- Vastned's focus is firmly on maintaining excellent operational performance and executing its strategy.



Interim Dividend

- Interim dividend of € 0.59 per share
- In line with the dividend policy, the interim dividend is equal to 60% of the direct result in H1 2022
- Ex-dividend date: 2 August 2022
- Payment date: 17 August 2022





Q&A

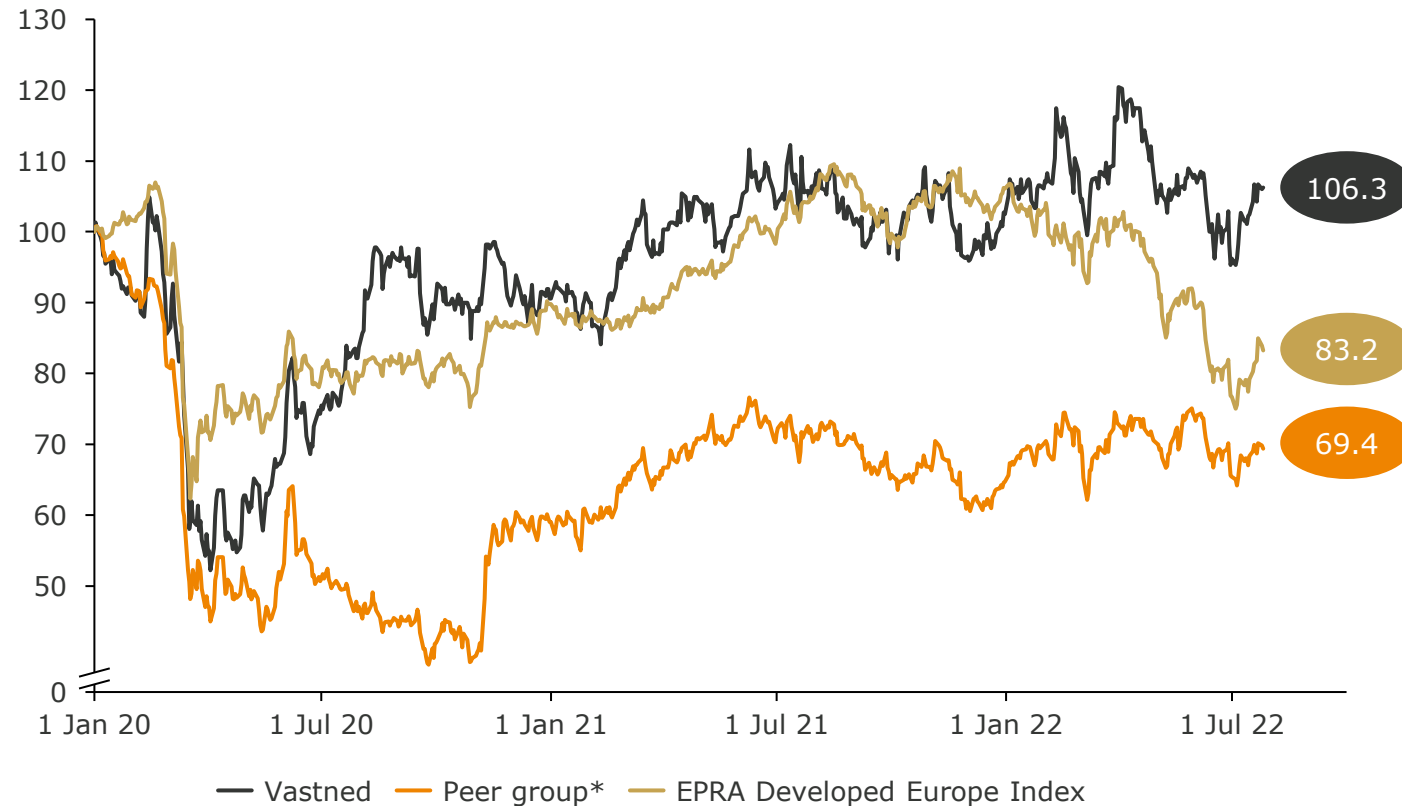




Appendix

Total return and analyst coverage

Total return performance vs. selected peers (indexed)



Analyst recommendations and price targets

Analyst	Date	Price target	Recommendation
ABN-AMRO	17 Jun 2022	22.0	Neutral
Kempen	25 May 2022	25.4	Neutral
Degroof Petercam	5 May 2022	22.0	Reduce
Kepler Cheuvreux	2 Mar 2022	26.0	Hold
BERENBERG <small>PARTNERSHIP SINCE 1590</small>	15 Feb 2022	27.0	Hold

Source: Bloomberg, as per 26 July 2022

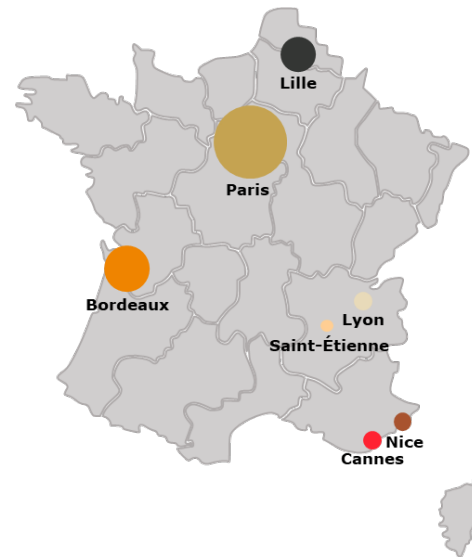
*Equally weighted peer group, including Capital and Counties, Citycon, Deutsche Euroshop, Hammerson, Immobiliaria Grande Distribuzione, Klépierre, Mercialys, Shaftesbury, Unibail-Rodamco-Westfield, Wereldhave, Eurocommercial Properties

Overview of portfolio by country (end-June 2022)

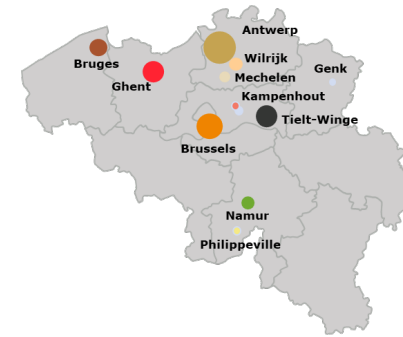
The Netherlands



France



Belgium



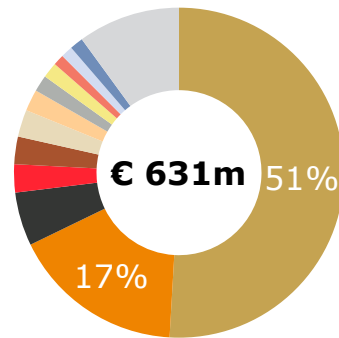
Spain



	Netherlands	France	Belgium	Spain	Total
Share of total portfolio	43%	28%	22%	6%	100.0%
Total in EUR m	631	414	323	84	1,452
Occupancy	98.3%	98.1%	98.8%	100.0%	98.5%

91% of the Dutch portfolio is located in top 12 cities

Overview of Vastned's portfolio in the Netherlands

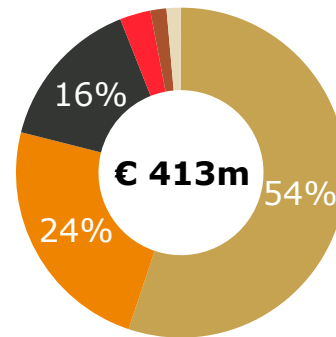
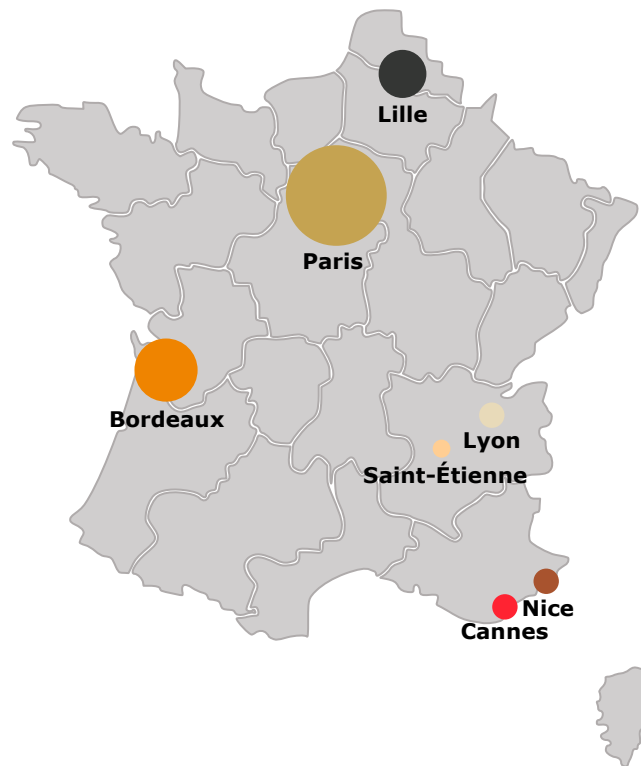


	Top 5 cities	% of portfolio	Gross initial yield*
1	Amsterdam	51%	4.2%
2	Utrecht	17%	4.9%
3	The Hague	5%	7.2%
4	Maastricht	3%	4.9%
5	Eindhoven	3%	7.4%
Total Netherlands			5.2%

* Defined as annualised contracted rent divided by market value

94% of the French portfolio is located in Paris, Bordeaux and Lille

Overview of Vastned's portfolio in France

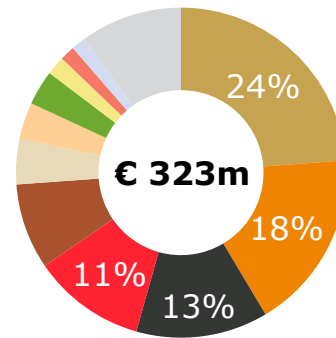
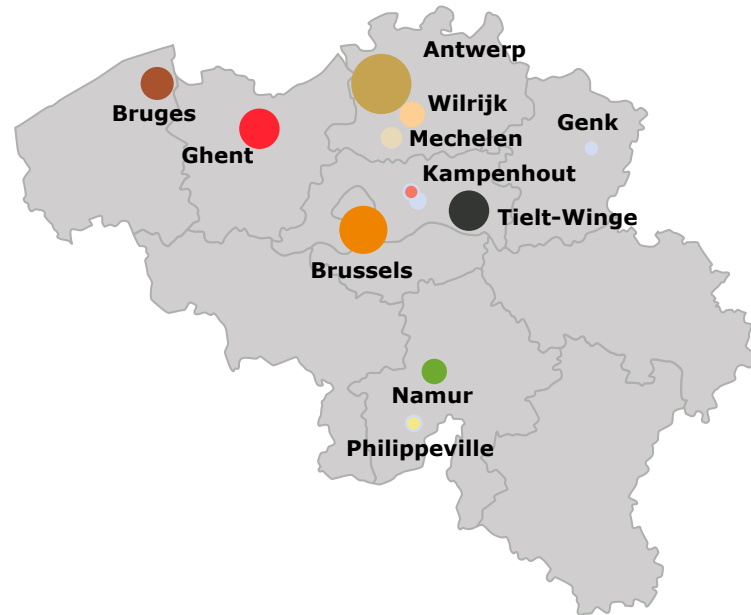


	Top 5 cities	% of portfolio	Gross initial yield*
1	Paris	54%	3.7%
2	Bordeaux	24%	4.1%
3	Lille	16%	4.5%
4	Cannes	3%	3.4%
5	Lyon	2%	3.0%
Total France			3.9%

* Defined as annualised contracted rent divided by market value

89% of the Belgian portfolio is located in top 11 cities

Overview of Vastned's portfolio in Belgium

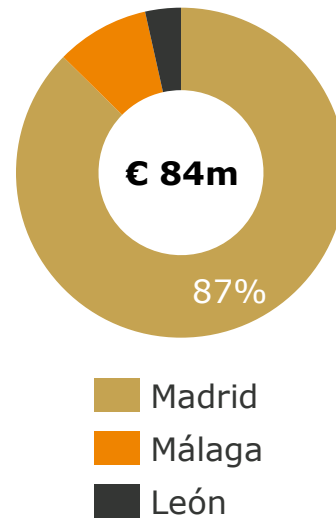


	Top 5 cities	% of portfolio	Gross initial yield*
1	Antwerp	24%	4.4%
2	Brussels	18%	5.0%
3	Tiel-Winge	13%	6.4%
4	Ghent	11%	5.4%
5	Bruges	8%	6.0%
Total Belgium			5.7%

* Defined as annualised contracted rent divided by market value

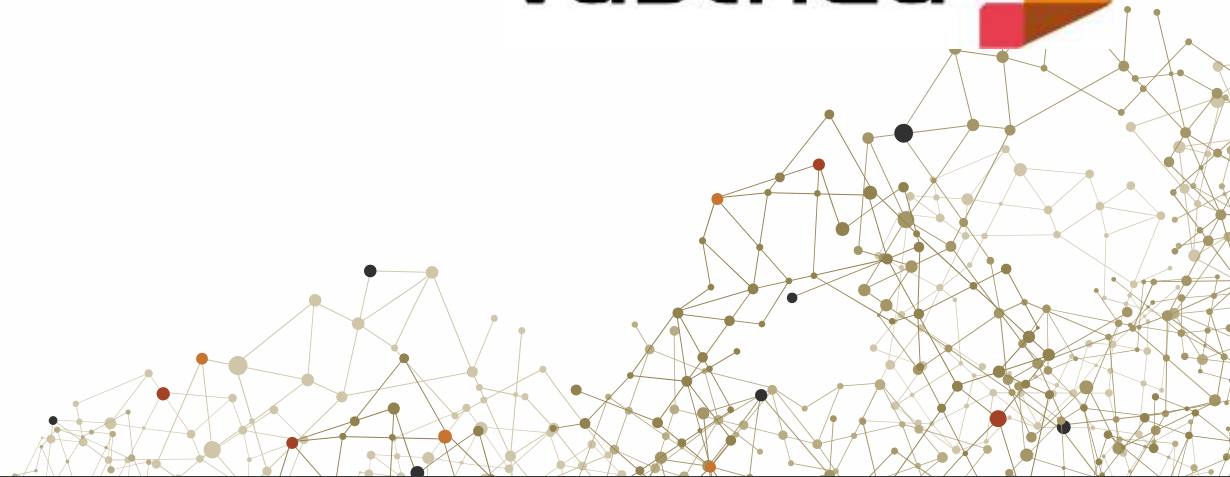
87% of the Spanish portfolio is located in Madrid

Overview of Vastned's portfolio in Spain



	Top city	% of portfolio	Gross initial yield*
1	Madrid	87%	3.9%
Total Spain			4.1%

* Defined as annualised contracted rent divided by market value



Contact Investor Relations

Simon Theeuwes
Vastned Retail N.V.
simon.theeuwes@vastned.com
+31 20 24 24 300

