



ROADSHOW  
PRESENTATION  
31.12.2017

**Cofinimmo**  
together in real estate

# \* Table of contents

2017 highlights	p. 3
Company profile	p. 4
Property portfolio	p. 10
Healthcare segment	p. 15
Office segment	p. 26
Property of distribution networks	p. 35
Financial results	p. 38
Financial resources	p. 42
Investment pipeline & forecast	p. 48
Events after 31.12.2017	p. 51
Appendices	p. 55

# \* 2017 Highlights

## FINANCIAL RESULTS IN LINE WITH 2017 FORECAST AND CONFIRMATION OF 2017 DIVIDEND

- **Net result from core activities – Group share:** 6.53 EUR/share at 31.12.2017 (vs. 6.40 EUR/share in 2016)
- **Net result – Group share:** 6.45 EUR/share (vs. 4.64 EUR/share in 2016)
- Confirmation of 2017 **gross dividend**, payable in 2018: 5.50 EUR/ordinary share

## SOLID OPERATIONAL PERFORMANCE

- **Gross rental revenues** up by 0.7 % over the last 12 months (-0.1 % on a like-for-like basis)
- **Portfolio value** up by 4.2 % over the last 12 months (+0.3 % on a like-for-like basis)
- Resilient **occupancy rate:** 94.6 % at 31.12.2017 (vs. 94.5 % at 31.12.2016)

## INVESTMENT ACTIVITY - MAIN ACCOMPLISHMENTS

- **2017 Investments:** 137 million EUR, of which 88 million EUR in healthcare & 43 million EUR in offices
- **Medical Office Buildings:** a portfolio of **9 sites** acquired over the last 18 months
- Delivery of the **reconversion works** of an office building into a nursing home: 12.4 million EUR
- **Belliard 40:** Signature of two 15-year lease agreements, for almost 60 % of the office space
- Opening of 4 new **Flex Corners®** and a new **Lounge®**
- **Active marketing of the office buildings acquired in 2016:** Avg. vacancy rate of 8 % (vs. 15 % at acquisition)

## FINANCING ACTIVITY – MAIN ACCOMPLISHMENTS

- Reduction of **cost of debt:** 1.9 % in 2017 (vs. 2.4 % in 2016)
- Average **debt maturity:** 4.7 years (vs. 4.8 years at 31.12.2016)
- Stable **debt ratio:** 43.8 % (vs. 43.7 % at 31.12.2016)

## 2018 FORECAST

- **Committed investment pipeline** for 2018-2020: 193 million EUR, of which 75 million EUR in healthcare, 48 million EUR in offices reconstructions/renovations & 58 million EUR in office conversions into apartments to be sold
- **2018 Forecasted net current result from core activities – Group share:** 6.54 EUR/share
- **2018 Forecasted gross dividend**, payable in 2019: 5.50 EUR/ordinary share

# Company profile

**Cofinimmo**  
*together in real estate*

Medical Office Building 'Oisterwijk Kliniek' – Oisterwijk (NL)

# \* About Cofinimmo

Leading Belgian listed REIT exposed to **healthcare real estate** (45 %) and **offices** (38 %)



1<sup>st</sup> listed **healthcare property** investor, with pan-European combined presence in Belgium, France, the Netherlands and Germany



**Office property** investor in Belgium only



Total **portfolio** fair value: **3.5 billion EUR**



Average weighted **residual lease term** of the current leases: **10.3 years**



**REIT** status in Belgium (SIR/GVV), France (SIIC) and the Netherlands (FBI)



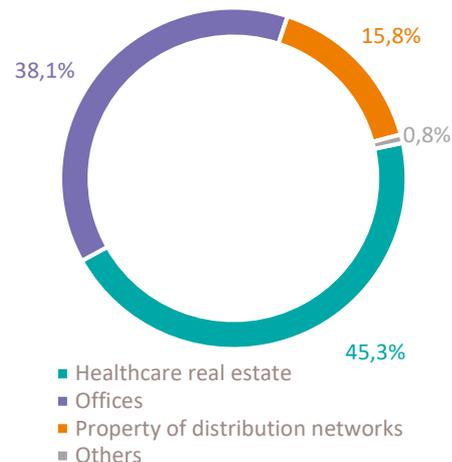
Internal real estate **management platform** > 137 employees



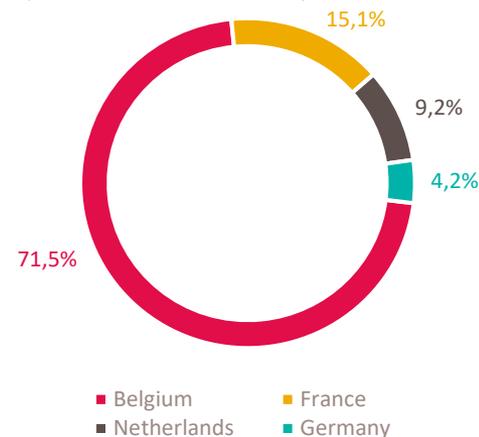
Total **market capitalisation**: **2.3 billion EUR**



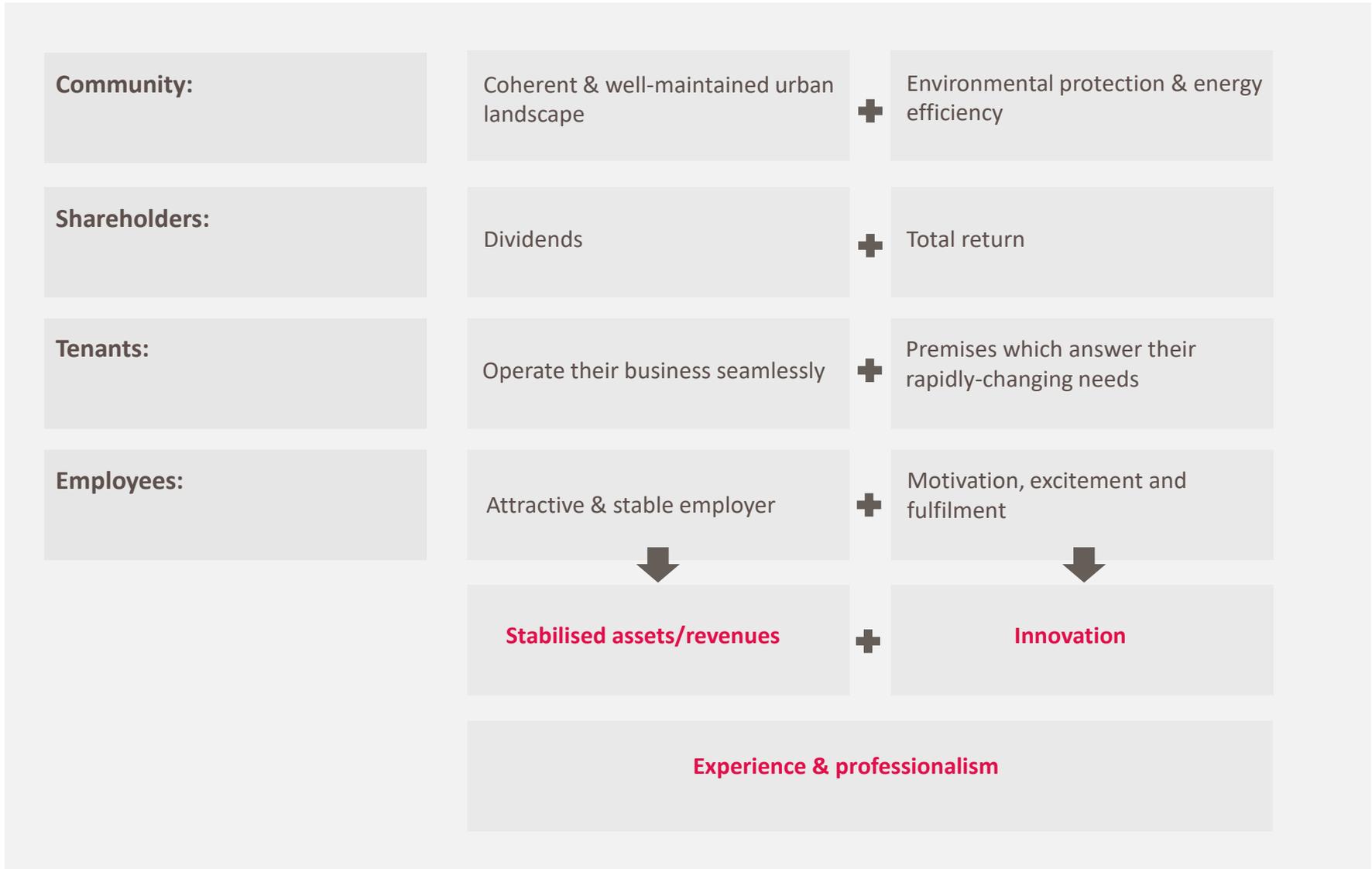
Portfolio breakdown by segment (31.12.2017 - in fair value)



Portfolio breakdown by country (31.12.2017 - in fair value)



# \* What do our stakeholders want?



# \* How do we meet shareholders' expectations?

## Stabilised assets/revenues

Diversification  
(per asset type, tenant & location)

Long-term leases

Granularity

Recovery of invested capital:  
Reconversions

## Innovation

Investments in 'non-traditional'  
assets

Active asset rotation

Internal innovation think tank:  
Flexibility

Project Management capabilities

**Experience & professionalism**

# \* Investments in 'non-traditional' assets

## HEALTHCARE ASSETS



**13 years of experience**  
**145 assets**

- Strong growth potential (demographics, pressure on public spending, professionalization of operators)
- Favourable legal environment
- Long-term leases
- Fixed rents, indexed

## PUBLIC-PRIVATE PARTNERSHIPS



**13 years of experience**  
**7 assets**

- AAA tenant
- Long-term leases
- Fixed rents, indexed
- Attractive IRR
- No risk on residual value (finance leases)

## ASSETS OF DISTRIBUTION NETWORKS



**11 years of experience**  
**2 portfolios**

- Attractive acquisition prices per m<sup>2</sup>
- Long-term leases
- Fixed rents, indexed
- Many possible alternative uses
- High granularity

# \* On the stock market

## High visibility & sound daily liquidity

Market cap at 31.12.2017:

**2.3 billion EUR**

Number of shares:

**21,350,874\***

Free float:

**90 %**

Major indices:

**Bel20, EPRA Europe, GPR 250**

Average volume traded daily:

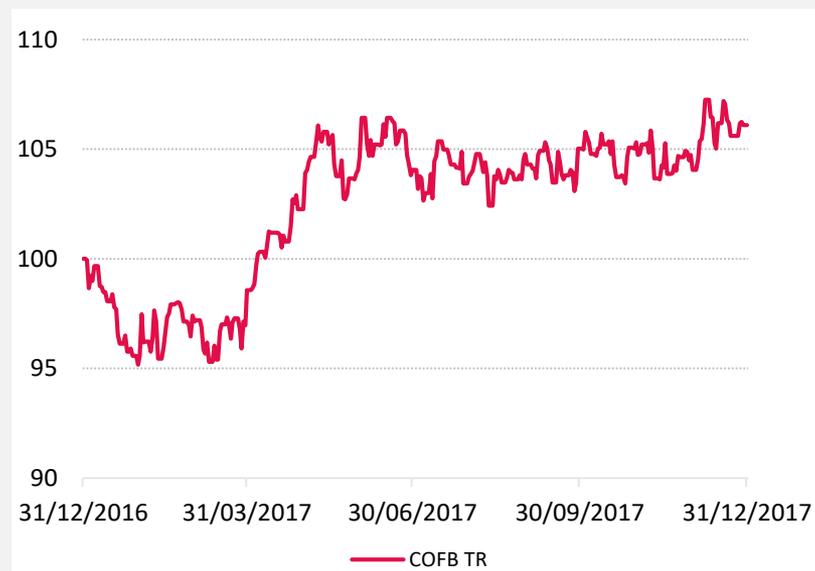
**4 million EUR**

Velocity:

**42 %**

\* Of which 42,172 treasury shares

## 2017 Total Return: 6.1 %

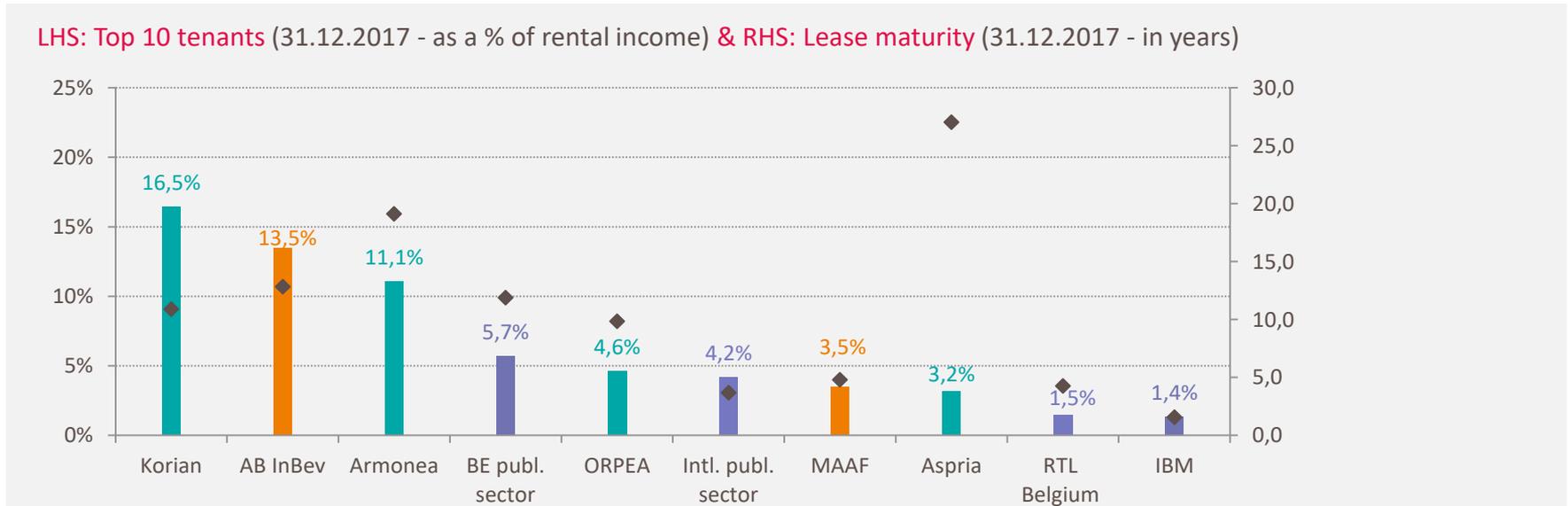
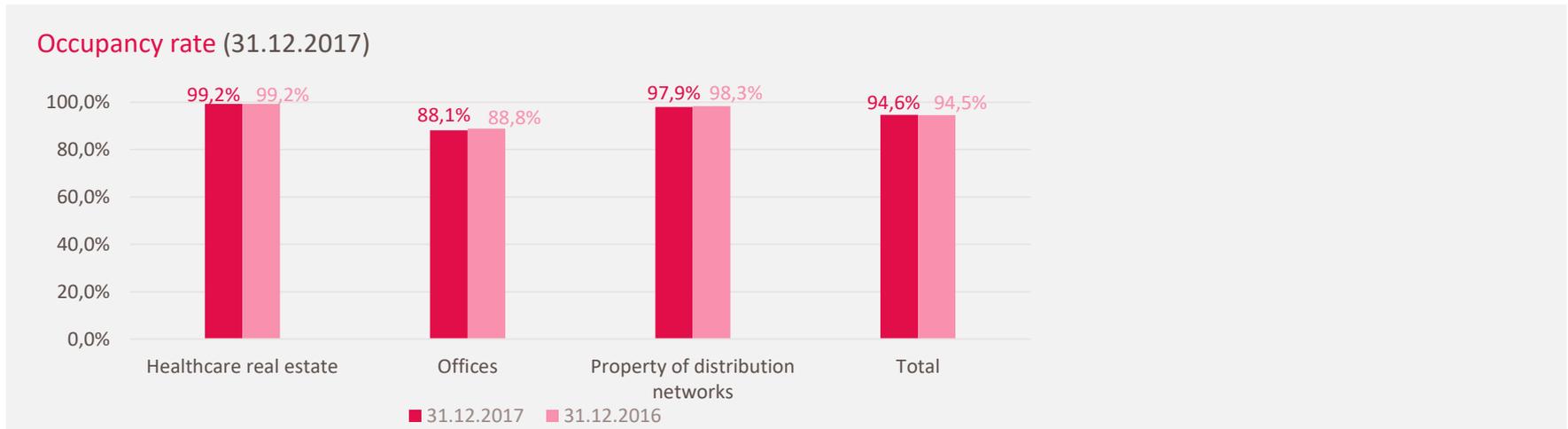


# Property portfolio

Loi/Wet 34 office building – Brussels CBD

**Cofinimmo**  
together in real estate

# \* Resilient occupancy, quality tenants



# \* Granularity

Healthcare properties and Distribution networks highly granular:  
 10 largest assets represent only 16.7 % of global portfolio  
 > **Low individual capital exposure**

## Number of assets per asset type (31.12.2017)

Asset type	Number of assets
Healthcare	145
Offices	85
Distribution networks	1,260
Other	3
<b>Global portfolio</b>	<b>1,493</b>

## Average surface area per asset type (31.12.2017 - in m<sup>2</sup>)

Asset type	Average surface area
Healthcare real estate	5,200
Offices	7,800
Distribution networks	320
<b>Global portfolio</b>	<b>1,230</b>

## Top 10 assets in fair value (31.12.2017 - in % of global portfolio)

Asset name	Asset type	Share of total portfolio
EGMONT I & II	Office	3.4 %
BELLIARD 40	Office	2.5 %
SOUVERAIN 23-25	Office	1.6 %
TERVUREN 270 – 272	Office	1.5 %
BOURGET 42	Office	1.4 %
<b>TOP 5 assets</b>		<b>10.4 %</b>
GUIMARD 10 – 12	Office	1.4 %
ALBERT Ier 4 – CHARLEROI	Office	1.3 %
SOMBRE 56 – BRUXELLES	Healthcare	1.3 %
DAMIAAN - TREMELO	Healthcare	1.2 %
GEORGIN 2	Office	1.1 %
<b>TOP 10 assets</b>		<b>16.7 %</b>

# \* Long average residual lease term

## Long residual lease term

> High visibility of income

### Weighted average residual lease term

(31.12.2017 - in years)



### Lease maturities in contractual rents

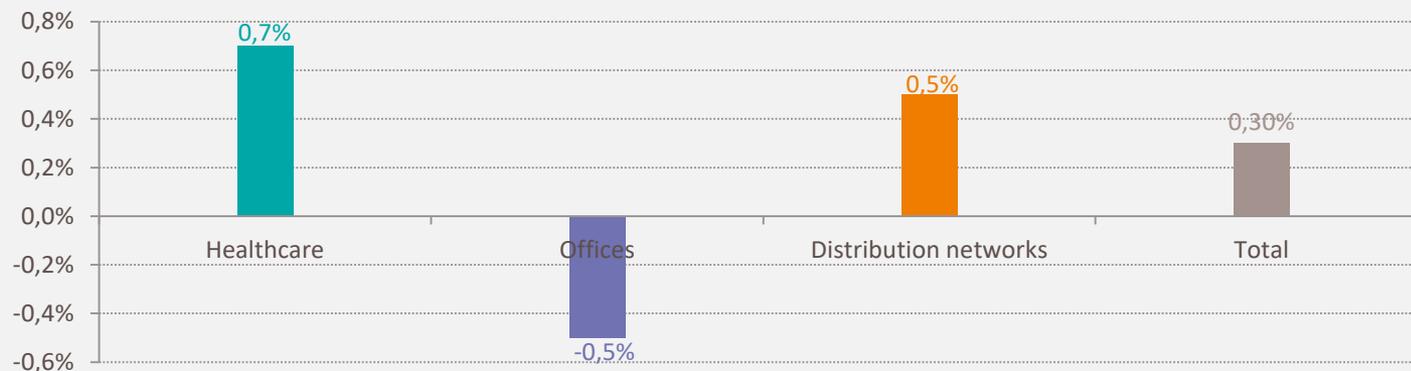
(31.12.2017 - in % of global rents)

Lease maturities	Share of rent
<b>Lease maturities &gt; 9 years</b>	<b>51.4 %</b>
Healthcare real estate	32.5 %
Distribution networks - Pubstone	13.5 %
Offices - public sector	4.3 %
Other	0.6 %
Offices – private sector	0.5 %
<b>Lease 6-9 years</b>	<b>3.8 %</b>
Offices	2.2 %
Healthcare real estate	1.3 %
Distribution networks – Cofinimur I	0.1 %
Other	0.2 %
<b>Lease &lt; 6 years</b>	<b>44.8 %</b>
Offices	29.6 %
Healthcare real estate	11.7 %
Distribution networks - Cofinimur I	3.5 %

# \* Portfolio valuation & Yields

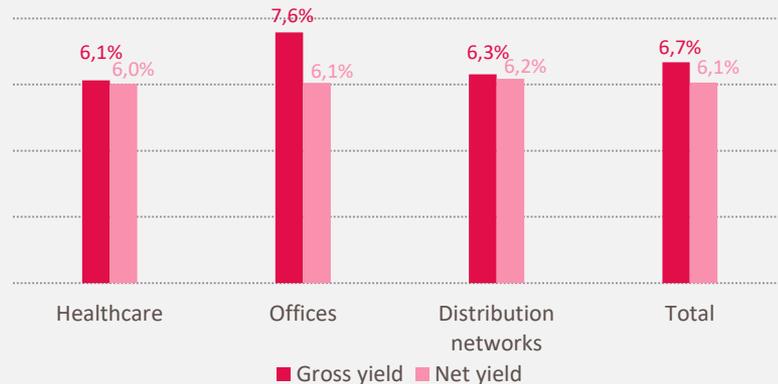
## Diversified portfolio – Valuations balancing each other out

Like-for-like portfolio growth versus 31.12.2016 (in fair value)



## Gradual yield compression

Gross/net yields per segment (31.12.2017)



Gross/net yields (2012-2017)



# Healthcare segment

**Cofinimmo**  
together in real estate

Nursing & care home Vivaltys (formerly Woluwe 106-108) – Brussels (BE)

# \* Healthcare submarkets

		Addressable explored market	Cofinimmo portfolio
C U R E	General hospitals		
	Specialised acute care clinics <small>Typically focused on 'non-critical' specialties (ex.: orthopaedics, ophthalmology, dermatology, etc.)</small>		
	Medical office buildings <small>First-line consultations by general practitioners, dentists, psychotherapists, etc. (+ pharmacy)</small>		
	Laboratories		
C A R E	Revalidation clinics <small>Post-acute care (ex.: orthopaedics, cardiology, drug addictions, etc.)</small>		
	Psychiatric clinics		
	Skilled nursing facilities <small>Housing and care of elderly dependent people with continuous medical assistance</small>		
	Assisted living <small>Housing of elderly autonomous people with a degree of assistance</small>		
	Disabled care facilities		
	Sport & wellness centres		

# \* Healthcare portfolio at 31.12.2017

FAIR VALUE

**1.6** billion EUR

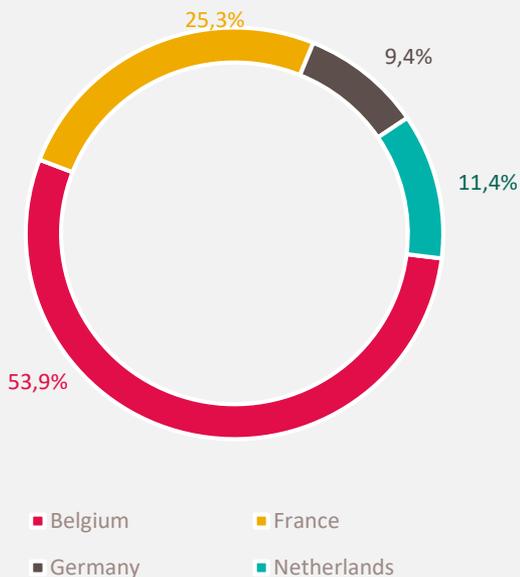
NUMBER OF SITES

**145**

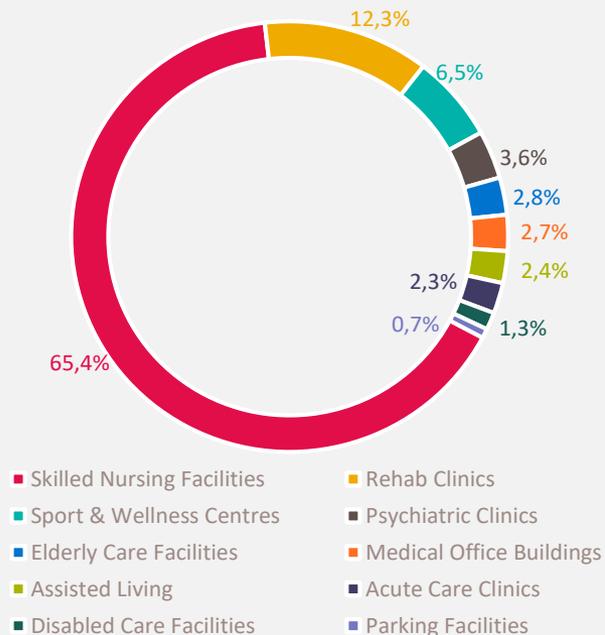
SURFACE AREA

**750,000** m<sup>2</sup>  
(5,200 m<sup>2</sup> per site on average)

Portfolio breakdown by country  
(31.12.2017 - in fair value)



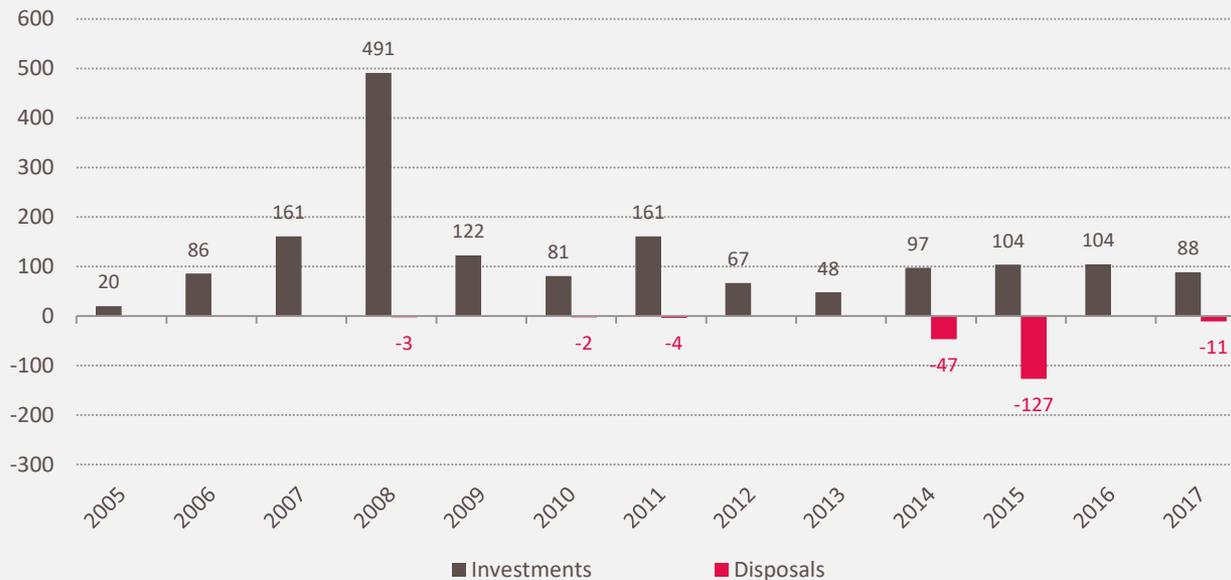
Portfolio breakdown by care speciality  
(31.12.2017 - in fair value)



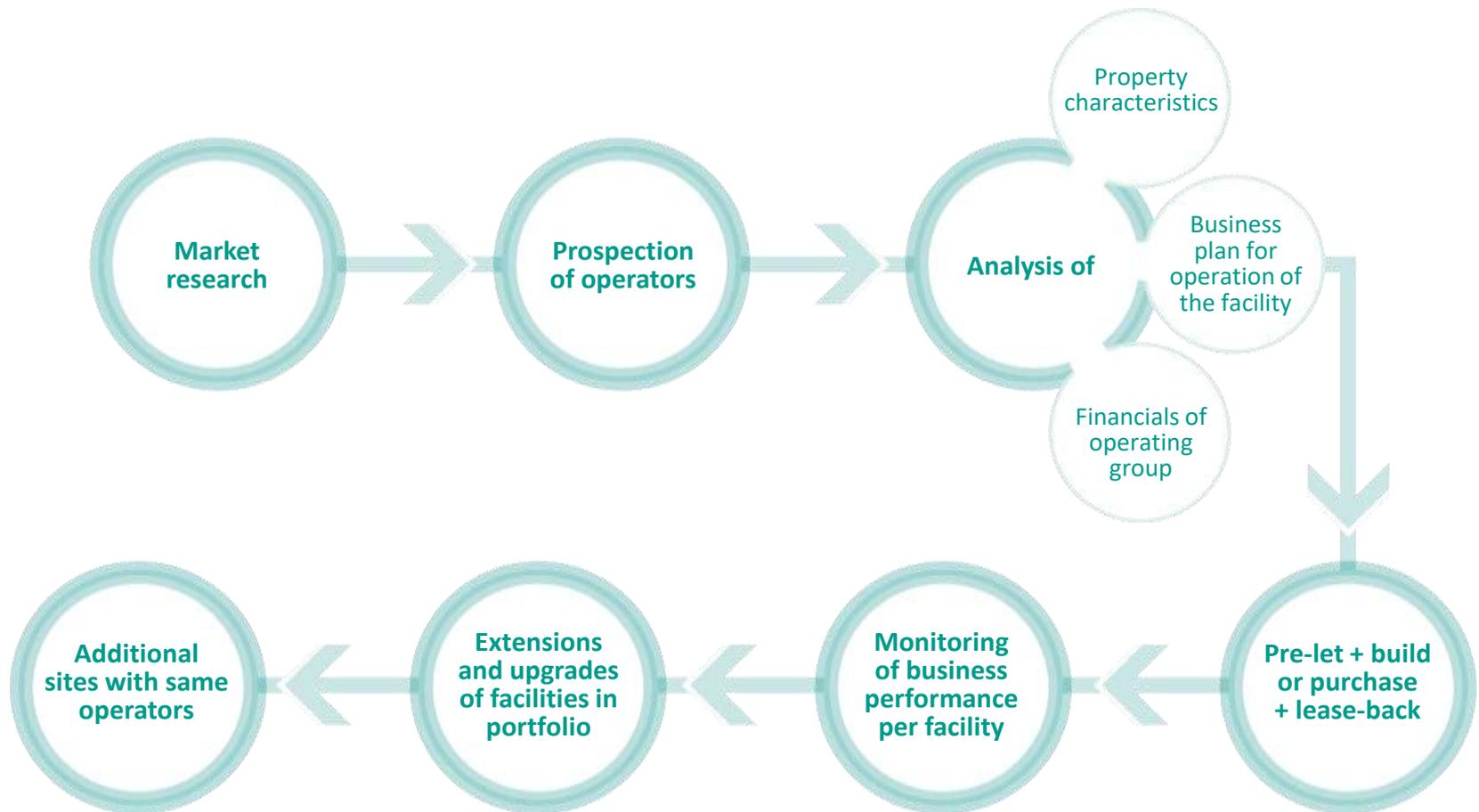
# \* Solid track record

## Investments in healthcare: 126 million EUR/year on average since 2005

Investments/disposals in healthcare real estate  
(x 1,000,000 EUR)



# \* Disciplined investment process



# \* Market potential offering strong growth opportunities

Amounts invested at 31.12.2017:

## BELGIUM



Care market  
(skilled nursing homes)

**27** yrs  
Lease length

**5.0-6.0** %  
Initial yields

## NETHERLANDS



Care & cure market  
(care of elderly or disabled people,  
acute care, medical office buildings)

**15-20** yrs  
Lease length

**6.5-7.5** %  
Initial yields

## FRANCE



Care market  
(skilled nursing homes, revalidation  
& psychiatric clinics)

**12** yrs  
Lease length

**5.0-6.0** %  
Initial yields

## GERMANY



Care & cure market  
(skilled nursing homes,  
revalidation clinics)

**20-30** yrs  
Lease length

**5.0-7.5** %  
Initial yields

NETHERLANDS  
182 MEUR

BELGIUM  
856 MEUR

GERMANY  
149 MEUR

FRANCE  
403 MEUR

All leases provide for fixed rent + indexation

# \* 2017 Investments in Germany

**2017 investments & commitments: 46.3 million EUR**  
**Initial rental yields around 6.0 %**

**NURSING & CARE HOME**  
**CHRISTINENHOF – Lüneburg**



Surface area	<b>6,100 m<sup>2</sup></b>
No. of beds	<b>140</b>
Investment	<b>12.6 million EUR</b>
Operator	<b>Casa Reha (Korian)</b>
Lease	<b>17 years – NN</b>

**NURSING & CARE HOME**  
**VILLA SONNENMOND – Neustadt**



Surface area	<b>2,940 m<sup>2</sup></b>
No. of beds	<b>71</b>
Investment	<b>6.1 million EUR</b>
Operator	<b>Convivo</b>
Lease	<b>25 years – NN</b>

**NURSING & CARE HOME**  
**BISMARCKPARK – Gelsenkirchen**



Surface area	<b>6,466 m<sup>2</sup></b>
No. of beds	<b>109</b>
Investment	<b>11.4 million EUR</b>
Operator	<b>Curanum AG</b>
	<b>München (Korian)</b>
Lease	<b>17 years – NN</b>

# \* 2017 Investments in the Netherlands

2017 Investments: 37 million EUR

Yields between 6.4 % & 8.0 %

REVALIDATION CLINIC PLATAAN –  
Heerlen



Delivery of the renovation works of a revalidation clinic

Surface area	<b>14,700 m<sup>2</sup></b>
No. of beds	<b>133</b>
Investment	<b>11.1 million EUR</b>
Operator	<b>Sevagram</b>
Lease	<b>15 years - NNN</b>

CARE CENTRE CASTORSTRAAT -  
Alphen aan den Rijn



Acquisition of care centre for people suffering from mental disorders

Surface area	<b>3,967 m<sup>2</sup></b>
No. of beds	<b>45</b>
Investment	<b>9.3 million EUR</b>
Operator	<b>Gemiva</b>
Lease	<b>20 years – NN</b>

CARE CENTRE  
KLOOSTERSTRAAT – Bavel



Delivery of the construction works of a care centre for people with dementia

Surface area	<b>2,142 m<sup>2</sup></b>
No. of beds	<b>22</b>
Investment	<b>4.3 million EUR</b>
Operator	<b>Martha Flora</b>
Lease	<b>20 years – NN</b>

# \* 2017 Investments in Medical Office Buildings

5 assets acquired in 2017: 20.1 million EUR

Multi-tenant buildings let to various (para)medical professionals

Initial rental yields between 6.5 % & 7.5 %

MEDICAL OFFICE BUILDING  
OISTERWIJK KLINIEK – Oisterwijk



Surface area	<b>1,768 m<sup>2</sup></b>
Investment	<b>4.1 million EUR</b>
Occupancy rate	<b>100 %</b>
Avg residual lease term	<b>8.0 years – NN</b>

MEDICAL OFFICE BUILDING  
DE DRIESTEN – Eemnes



Surface area	<b>1,055 m<sup>2</sup></b>
Investment	<b>2.4 million EUR</b>
Occupancy rate	<b>93 %</b>
Avg residual lease term	<b>3.4 years – NN</b>

COFINIMMO'S MEDICAL OFFICE  
BUILDING PORTFOLIO



Main characteristics of this asset class:

- **Surface area:** from 1,500 m<sup>2</sup> to 4,000 m<sup>2</sup>
- **Investment:** from 2 to 8 million EUR
- **Avg residual lease term:** from 3 years to 8 years

**11 assets** situated in excellent locations in small to mid-size cities in the Netherlands of which:

- **9 assets** let to various (para)medical professionals – fair value of 42.6 million EUR at 31.12.2017
- **2 assets** let to DC Klinieken Group who sublet to (para)medical professionals – fair value of 6.0 million EUR at 31.12.2017

# \* 2017 Renovation & extension in Belgium

Agreements for the renovation & extension of 3 skilled nursing facilities  
Tenant/Operator: Senior Living Group (Korian Group)  
Initial rental yields between 6.0 % & 6.5 %

## NURSING & CARE HOME ZONNEWELDE – Rijmenam



Extra surface area	<b>+5,427 m<sup>2</sup></b>
No. of extra beds	<b>+32</b>
	<b>+21 service flats</b>
Budget of works	<b>14.5 million EUR</b>
Timing of works	<b>1Q 2021</b>
Lease	<b>27 years - NNN</b>



## NURSING & CARE HOME DE NOTELAER – Keerbergen



Extra surface area	<b>+500 m<sup>2</sup></b>
No. of extra beds	<b>+5</b>
Budget of works	<b>2.5 million EUR</b>
Timing of works	<b>1Q 2019</b>
Lease	<b>27 years – NNN</b>

## NURSING & CARE HOME ZONNEWENDE – Aartselaar



Extra surface area	<b>+3,500 m<sup>2</sup></b>
No. of extra beds	<b>+13 service flats</b>
Budget of works	<b>6.3 million EUR</b>
Timing of works	<b>1Q 2018</b>
Lease	<b>20 years – NNN</b>



# End of leases in French healthcare portfolio

## Fair value of the French healthcare portfolio:

- **403 million EUR** at 31.12.2017

## # of assets with leases ending in 2018-2019:

- **11 assets**, representing 16 % of the French healthcare portfolio fair value

## Cofinimmo's assumptions on these assets:

Out of these 11 assets:

- **4 assets** will be **vacated** – representing 4.5 % of the French healthcare portfolio fair value
- **7 assets** will have their lease agreements **renewed** – representing 11.5 % of the French healthcare portfolio fair value

## REHABILITATION CLINIC (SSR)

**HELIO MARIN** - Hyères



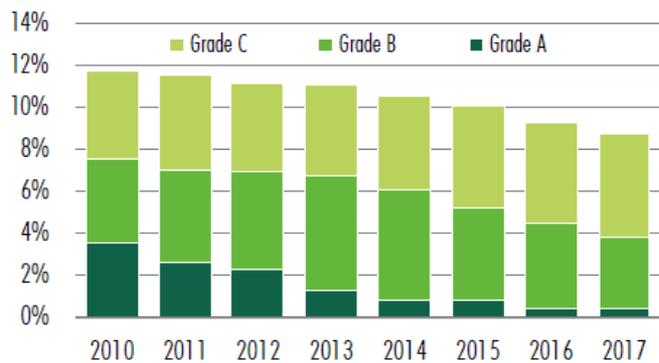
# Office segment

Arts/Kunst 46 office building – Brussels CBD

**Cofinimmo**  
together in real estate

# \* Brussels office market

Figure 4: Vacancy evolution (2010 - Q4 2017)



Source: CBRE Research, Q4 2017

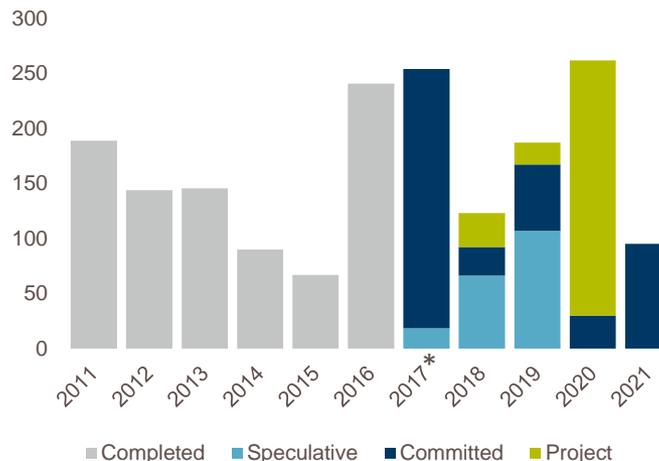
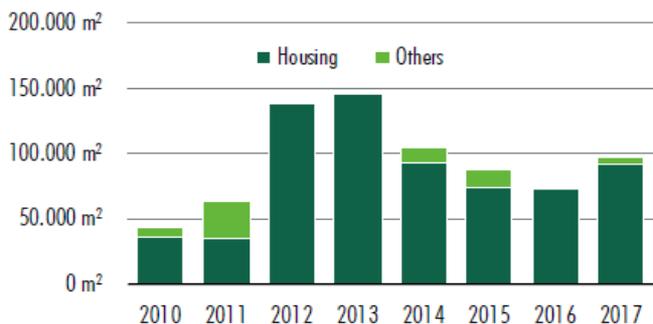
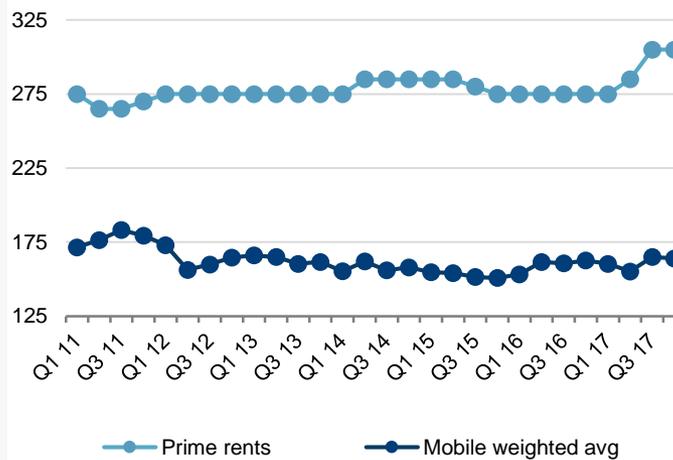


Figure 5: Conversion (2010 - Q4 2017)



Source: CBRE Research, Q4 2017

\* Includes the delivery of the new NATO headquarters (120,000 m²)



Sources: CBRE Research, Cushman & Wakefield.

# \* Office portfolio at 31.12.2017

FAIR VALUE

**1.3** billion EUR

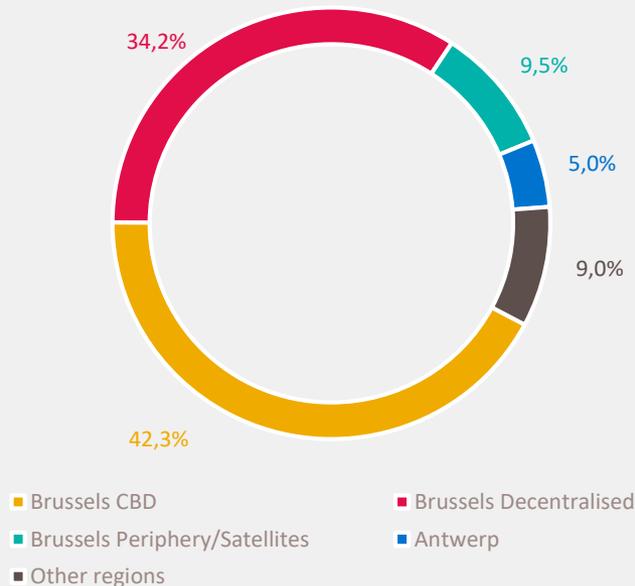
NUMBER OF SITES

**85**

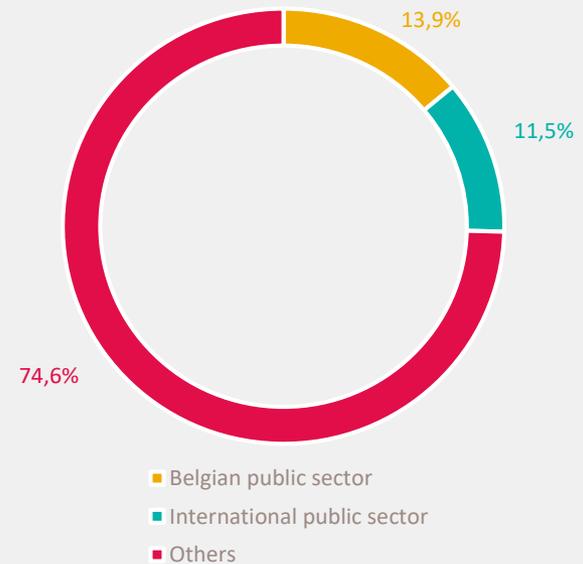
SURFACE AREA

**666,000** m<sup>2</sup>

Portfolio breakdown by district  
(31.12.2017 - in fair value)



Portfolio breakdown by tenant type  
(31.12.2017 - in fair value)



# \* Renovations in strategic locations

**BELLIARD 40**  
Brussels CBD



**Demolition of former property and construction of new building**  
**BREEAM certificate 'Excellent' aimed**  
**60 % of office space pre-let**

Surface area	20,320 m <sup>2</sup>
Expected end of works	1Q 2018
Budget of works	<b>44 million EUR</b>

**QUARTZ**  
Brussels CBD



**Demolition of current property and construction of new building**  
**BREEAM certificate 'Excellent' aimed**  
**Vacated end Jan. 2017**

Surface area	9,052 m <sup>2</sup>
Expected end of works	4Q 2019
Budget of works	<b>24 million EUR</b>

# \* Active marketing of 2016 office acquisitions

## Acquisition of 5 office buildings in May-August 2016

- **Investment:** 89 million EUR
- **Average vacancy** rate at acquisition: **15%** - at end 2017\*: **8 %**
- **IRR** since acquisition: 7.8 %

Building	District	Surface area	Vacancy at acquisition	Vacancy at end 2017*	Commercial activity
ARTS/KUNST 46	Brussels CBD	11,500 m <sup>2</sup>	17 %	15 %	1 new letting (471 m <sup>2</sup> ) 1 extension (1,275 m <sup>2</sup> )
LOI/WET 34	Brussels CBD	6,800 m <sup>2</sup>	0 %	0 %	/
MONTOYER 10	Brussels CBD	6,200 m <sup>2</sup>	20 %	11 %	2 new lettings (580 m <sup>2</sup> )
SCIENCE/WETENSCHAP 41	Brussels CBD	2,900 m <sup>2</sup>	41 %	3 %	4 new lettings (1,160 m <sup>2</sup> )
SOUVERAIN/VORST 280	Brussels Decentralised	7,100 m <sup>2</sup>	9 %	9 %	No letting

\* Including lease agreements signed in 2017 but not yet effective at 31.12.2017

# \* Reconversions to maximise capital recovery

**VIVALTYs**  
**(former Woluwe 106-108)**  
Brussels Decentralised



**Reconversion into nursing home**

**Opening: March 2018**

Surface area	8,033 m <sup>2</sup>
No. of beds	151
Timing of works	Delivered
Budget of works	12.4 million EUR
Yield on cost	5.9 %
Lease	27 years - NNN



# \* Redevelopment of Souverain site (1)



## SOUVERAIN/VORST 23

Demolition of current building  
and construction of residential  
units

## SOUVERAIN/VORST 25 38,500 m<sup>2</sup>

Building of architectural  
interest

Heavy renovation/  
Transformation needed

## TENREUKEN plot of land

Residential development

**Continuous interest from the US embassy to move to the Souverain site**

# \* Redevelopment of Souverain site (2)

## SOUVERAIN 23



Demolition of current building and construction of residential units, to be sold

Surface area: 20,000 m<sup>2</sup>

Planning consent requested

**Delivery: 2022**

## SOUVERAIN 25



Preservation of iconic building requested by Brussels Regional government

Discussions underway regarding technical constraints

## TENREUKEN plot of land



Residential development to be sold unit by unit

Surface area: 9,000 m<sup>2</sup>

Planning consent requested

**Delivery: 2021**

# \* Innovative solutions to attract tenants

## FLEX CORNER© by Cofinimmo

**Flexible rental space** adapted to the customer's needs: from 50 m<sup>2</sup> to 1,200 m<sup>2</sup>

**Shared common infrastructures:** kitchen, lounge, meeting rooms,...

**Flexible lease duration** corresponding to the tenant's needs, with a minimum lease length of one year

### Achievements

- **8 locations opened (6,601m<sup>2</sup>)** on strategic entry points into Brussels
- **60 % occupancy** at 31.12.2017
- **22 new tenants** attracted



## LOUNGE© by Cofinimmo

**Shared common infrastructures offered to Cofinimmo tenants:** kitchen, lounge, meeting rooms, networking spaces,...

**On-site management** by a dedicated 'Community Manager'

### Achievements

- **2 Locations opened** on strategic entry points into Brussels



# Property of distribution networks

Het Speelmanshuys – Brugge (BE)

**Cofinimmo**  
together in real estate

# \* Property of distribution networks

## **PUBSTONE (2007)**

**Sale & leaseback of pubs/restaurants portfolio with AB InBev**

- 752 pubs in BE and 232 pubs in NL
- 1 tenant: AB InBev
- Fixed rents, indexed to CPI
- Initial net yield: 6.15%
- Initial lease length: 23 years

### **At 31.12.2017:**

- Fair value: 427.7 million EUR
- Gross yield: 6.4 %
- Occupancy rate: 98.4 %
- 86 pubs sold since acquisition



## **COFINIMUR I (2011)**

**Sale & leaseback of insurance branches portfolio with MAAF**

- 276 insurance branches in FR
- 1 tenant: MAAF
- Fixed rents, indexed to index of commercial leases
- Initial net yield: 6.18%
- Initial lease length: 9.7 years

### **At 31.12.2017:**

- Fair value: 127.5 million EUR
- Gross yield: 5.9 %
- Occupancy rate: 95.8 %
- 13 agencies sold since acquisition



# \* Pubstone: 10 years of a successful partnership with AB InBev



**Pubs** = selling points for existing AB InBev products  
+ support for the launch of new products  
(ex.: craft beers)

**Long-term lease** (23 years at inception) –  
13 years remaining

**Quality tenant**  
(AB InBev, n°1 brewing company worldwide)

**High occupancy rate** (98.4 %)

**Granularity of assets** (984 pubs)

**High reconversion potential at end of lease**

**2 LOCAL PLATFORMS**  
(BE & NL – 12 FTEs in total) taking care of:

**MAINTENANCE/RENOVATION** since acquisition

- Number of technical interventions: **5,465**
- Number of renovation projects: **2,917**
- Total investments and renovations: **36.5 million EUR**

**ARBITRAGE**

- Number of pubs bought: **7**
- Number of pubs sold: **86**
- Average realised gain on disposals: **22.1 %**

**LETTING**

- Better use of upper floors: **74 flats rented directly to private individuals**

**FAIR VALUE** (end 2017)

**428** million EUR

**GROSS YIELD** (end 2017)

**6.4** %

**IRR** since acquisition

**6.4** %

# Financial results

# \* Positive like-for-like rental growth

Like-for-like rental growth breakdown by segment

	Gross rental revenues (x 1,000,000 EUR) 31.12.2017	Gross rental revenues (x 1,000,000 EUR) 31.12.2016	Growth	Like-for-like growth
Healthcare real estate	95.9	88.7	+8.1 %	+1.5 %
Offices	73.5	78.9	-6.9 %	-1.9 %
Property of distribution networks	37.2	37.5	-0.7 %	+0.1 %
Others	1.9	2.0	-4.5 %	+0.1 %
<b>Total</b>	<b>208.5</b>	<b>207.1</b>	<b>+0.7 %</b>	<b>-0.1 %</b>

Breakdown by transaction type of the like-for-like rental growth since 31.12.2016



# \* Results on 31.12.2017

**Net result from core activities (EPRA Earnings):**  
**6.53 EUR/share**  
**Net result: 6.45 EUR/share**

	(x 1,000,000 EUR)		Per share* (EUR)	
	31.12.2017	31.12.2016	31.12.2017	31.12.2016
Operating result before result on portfolio	172,047	172 079	8.07	8.19
Net result from core activities – Group share	139,090	134,260	6.53	6.40
Result on financial instruments – Group share	1,063	-38,850	0.05	-1.85
Result on the portfolio – Group share	-2,791	1,983	-0.13	0.09
Net result – Group share	137,362	97,393	6.45	4.64

\* Number of shares entitled to share in the result of the period : 21,308,702 at 31.12.2017 vs. 20,986,326 at 31.12.2016.

# \* EPRA financial KPI's on 31.12.2017

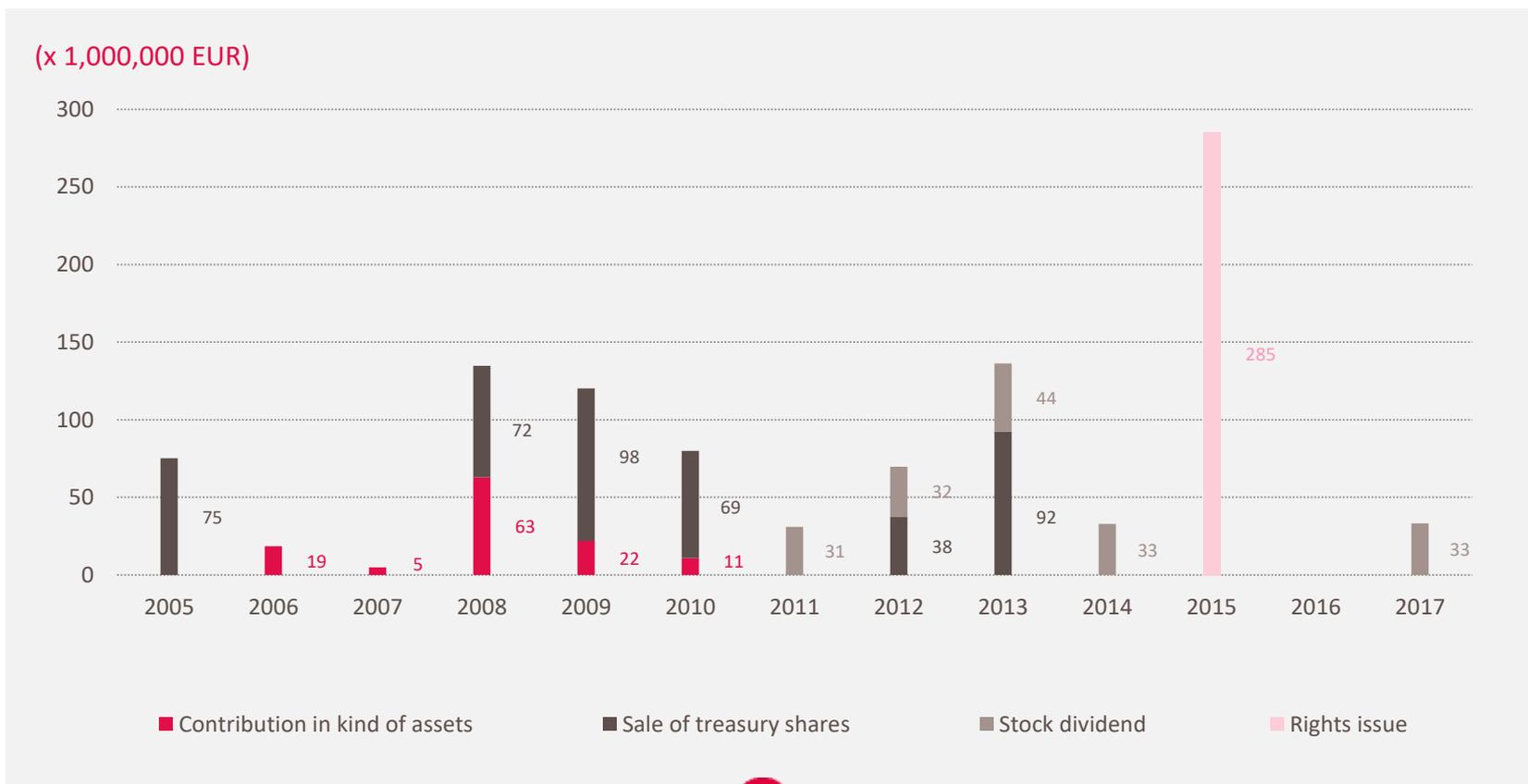
	31.12.2017	31.12.2016
EPRA Earnings per share (in EUR)	6.53	6.40
EPRA Diluted Earnings per share (in EUR)	6.52	6.39
	31.12.2017	31.12.2016
EPRA Net Asset Value (NAV) per share (in EUR)	93.26	92.76
EPRA Adjusted Net Asset Value (NNNAV) per share (in EUR)	91.24	90.81
EPRA Net Initial Yield (NIY)	5.6 %	6.0 %
EPRA Vacancy Rate	5.5 %	5.6 %
EPRA Cost ratio (cost of vacancy excluded)	19.8 %	19.5 %

## Conversion of IFRS NAV to EPRA (NN)NAV (31.12.2017)

	(x 1,000,000 EUR)	Per share (EUR)
<b>NAV per financial statements</b>	<b>1,903.2</b>	<b>89.31</b>
Fair value of financial leases	43.3	-
<b>EPRA NNNNAV</b>	<b>1,946.5</b>	<b>91.24</b>
Fair value of financial instruments	47.1	2.21
Deferred taxes	40.1	1.88
Goodwill as a result of deferred taxes	-44.2	-2.07
<b>EPRA NAV</b>	<b>1,989.5</b>	<b>93.26</b>

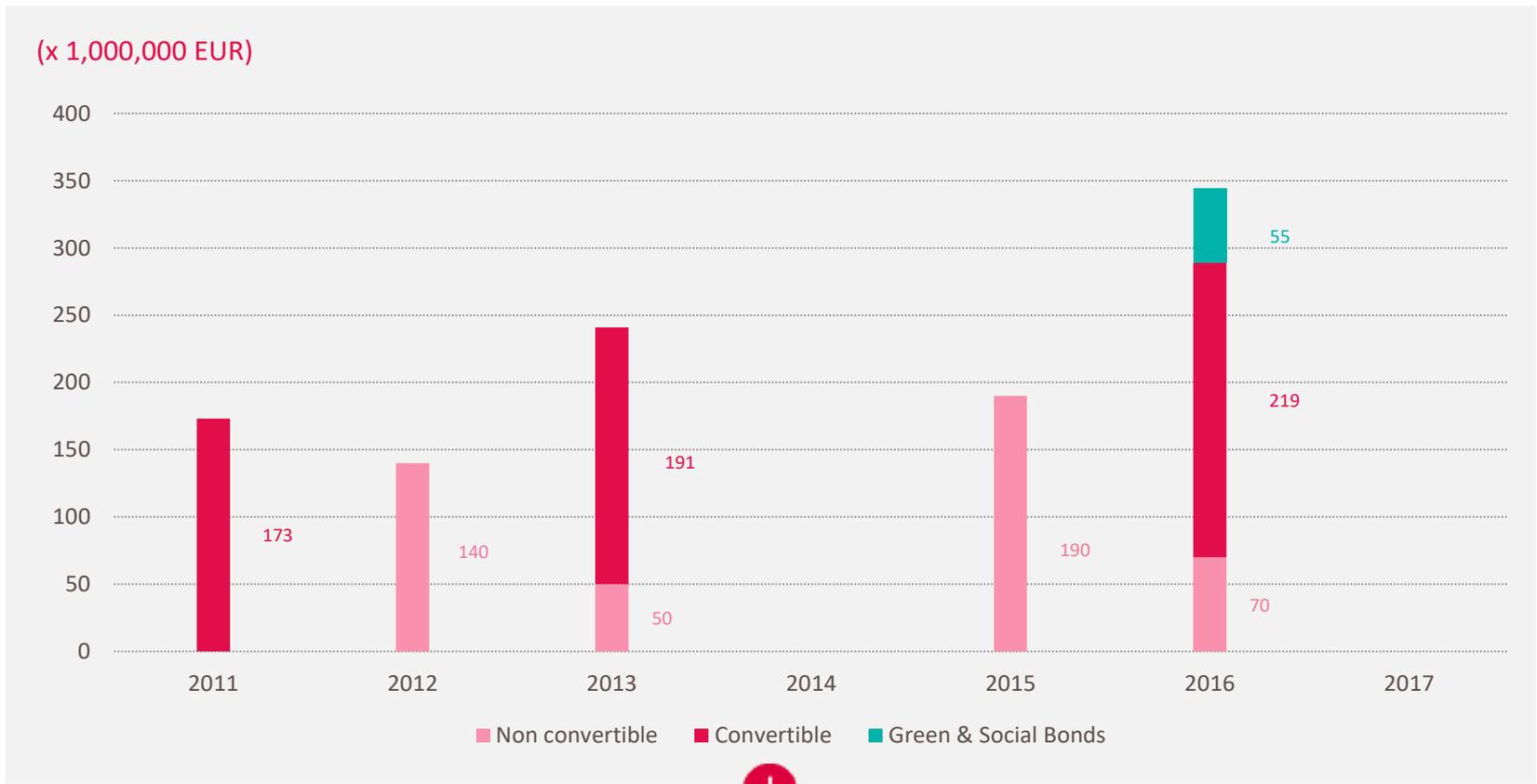
# Financial resources

# \* Regular access to capital markets: equity



Reinvestment of 41 % of the 2016 dividends in new shares: 33.2 million EUR raised in 2017

# \* Regular access to capital markets: bonds



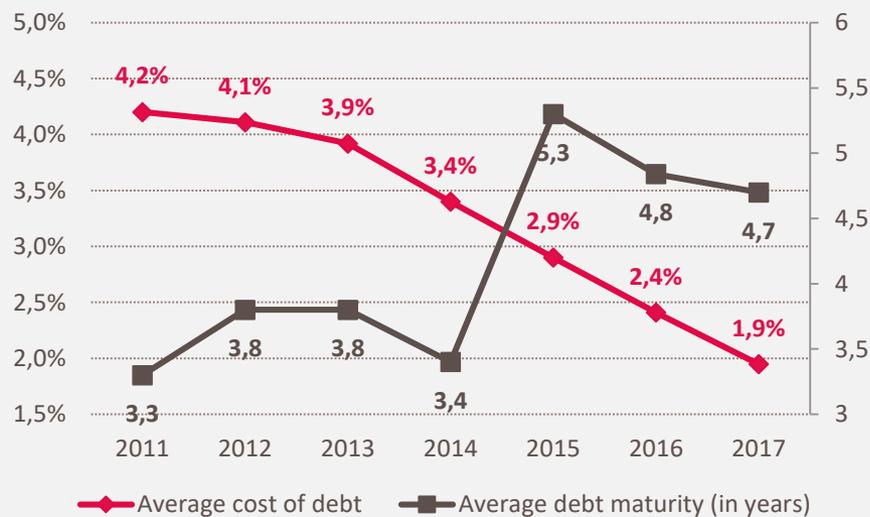
## S&P credit rating confirmed in March 2017

Long term: BBB  
Short term: A-2  
Strong liquidity

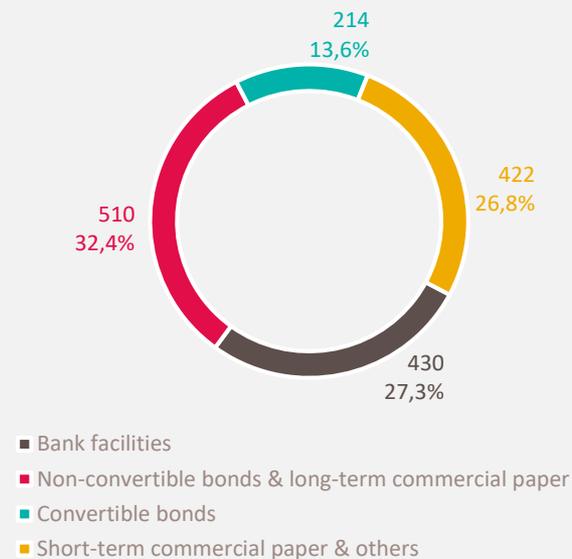
# \* Solid debt metrics

	31.12.2017	31.12.2016
Debt ratio	43.8 %	43.7 %
Loan-to-value ratio	43.4 %	43.4 %
Average debt (x 1,000,000 EUR)	1,535.1	1,341.3
Average cost of debt	1.9 %	2.4 %
Average debt maturity (in years)	4.7	4.8

Average cost of debt and debt maturity



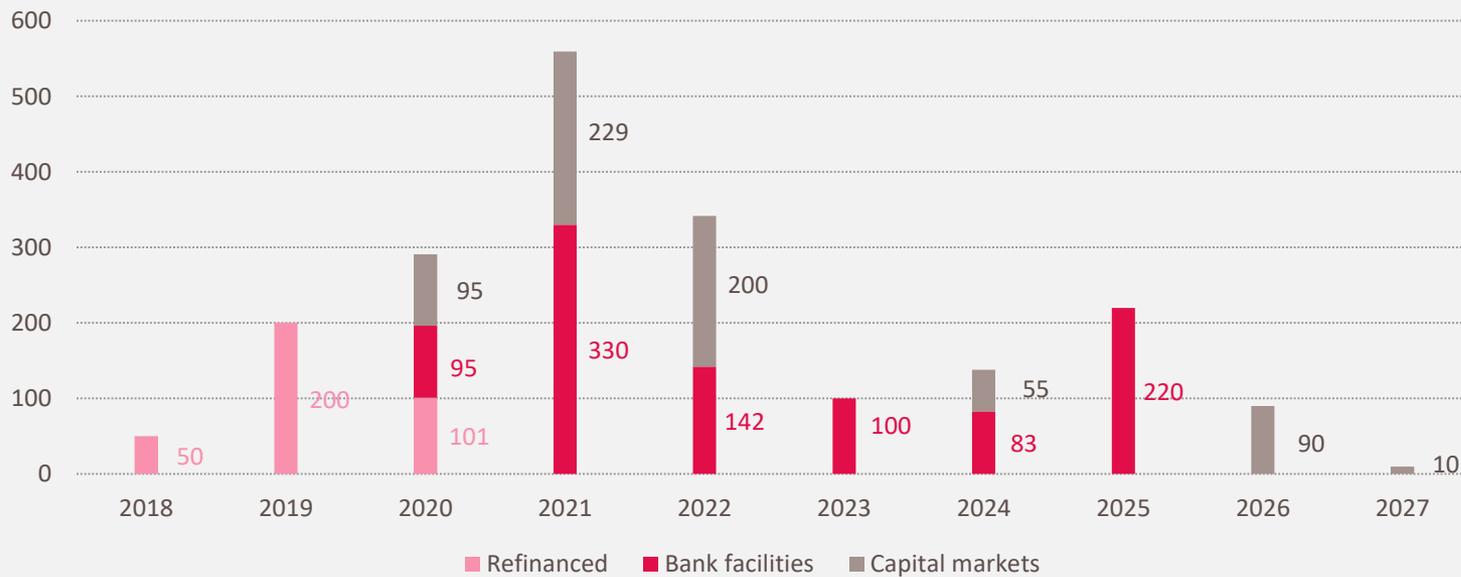
Debt breakdown (x 1,000,000 EUR)



# \* Well-spread debt maturities

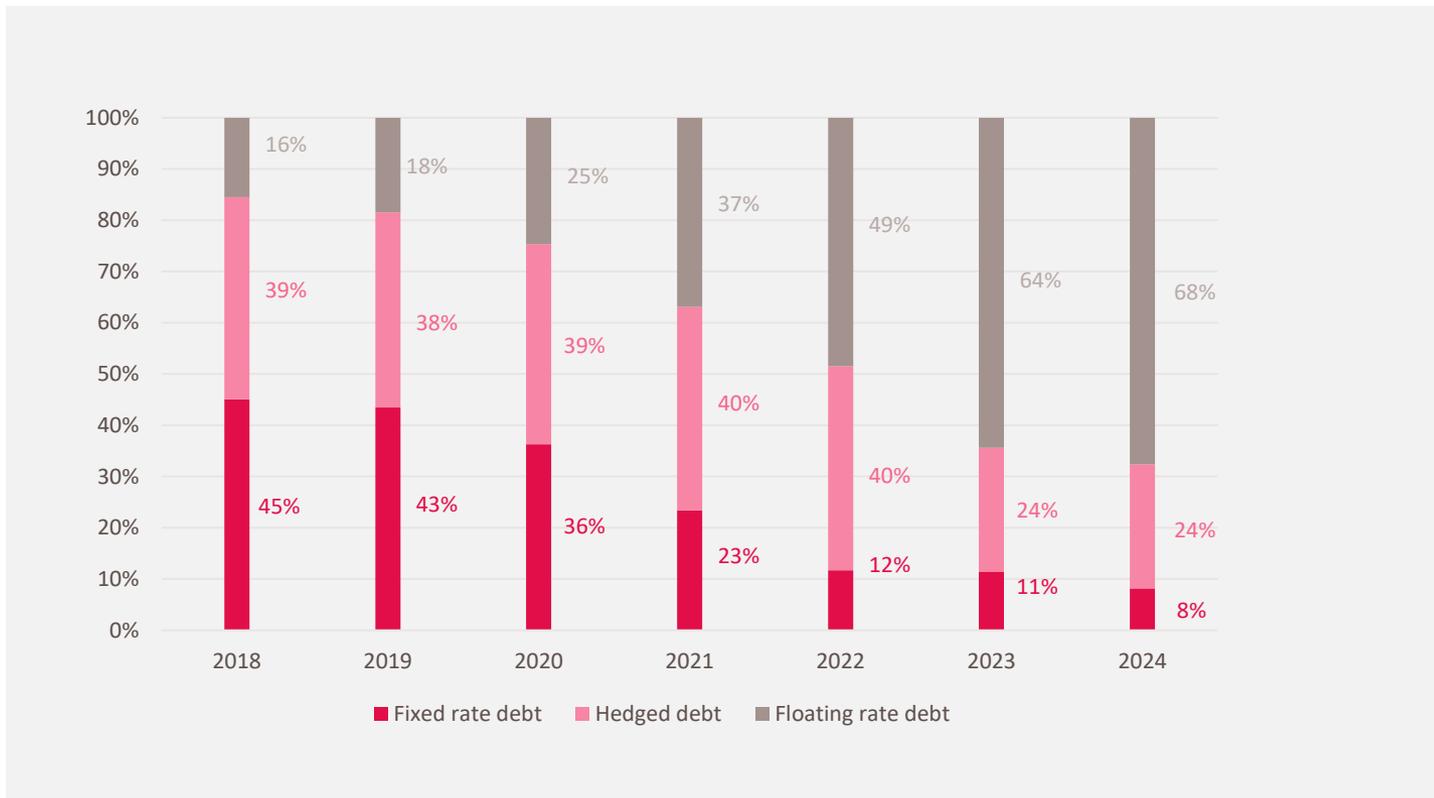
Syndicated loan of 300 Mio EUR extended until 2021  
Maturities already refinanced @ 100 % until 2019

Debt maturities & refinancing (x 1,000,000 EUR)



# \* Interest rate hedging

In 2017, signature of new IRS for 200 Mio EUR covering period 2023-2025  
At least **70 % of debt** fixed or hedged until 2020





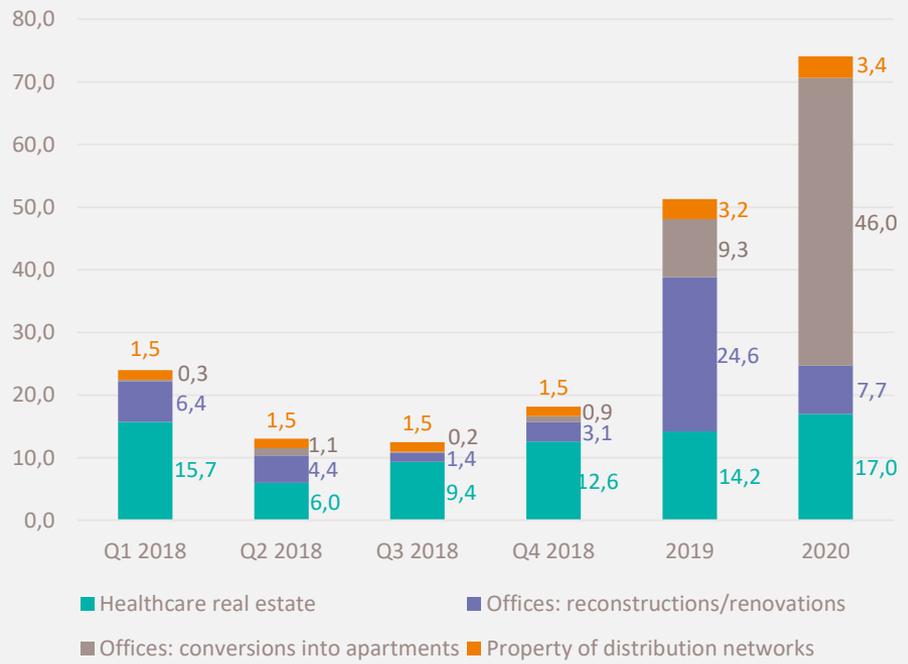
# Investment pipeline & forecast

**Cofinimmo**  
together in real estate

# \* 2018-2020 committed investment pipeline

## 193 million EUR of committed investments for the period 01.01.2018 – 31.12.2020

2018-2020 Committed investment pipeline (x 1,000,000 EUR)



### Healthcare real estate: 75 million EUR, of which:

- Belgium: 38 million EUR
- France: 22 million EUR
- Netherlands: 5 million EUR
- Germany: 10 million EUR

### Offices reconstructions/renovations: 48 million EUR, of which:

- Belliard 40: 4 million EUR
- Quartz (former Arts 19H): 22 million EUR
- Bourget 40: 8 million EUR

### Offices conversions into apartments to be put up for sale: 58 million EUR, of which:

- Tenreuken: 18 million EUR
- Souverain 23: 39 million EUR

# \* Forecast

**2018 forecasted net result from core activities  
(EPRA Earnings): 6.54 EUR/share**  
**2018 Forecasted gross dividend, payable in 2019:  
5.50 EUR/ordinary share**

	2016 Actual	2017 Actual	2018 Forecast*
Net result from core activities per share (in EUR)	6.40	6.53	6.54
Gross dividend per ordinary share (in EUR)	5.50	5.50	5.50
Number of shares entitled to share in the result of the period	20,986,326	21,308,702	21,308,702
Pay-out ratio	85.9 %	84.2 %	84.1 %

\* Based on the 2018-2020 committed pipeline, excluding uncommitted acquisitions.

**2019 Forecasted portfolio composition:  
50 % healthcare real estate**

# Events after 31.12.2017

Egmont I & II office buildings – Brussels CBD

**Cofinimmo**  
*together in real estate*



# Leasehold on EGMONT I & II buildings (1)

## Description and transaction context

### Buildings description

**Location : Brussels Centre**

**3.4 % of the global portfolio at 31.12.2017 (in fair value)**

Purpose-built for the Belgian Ministry of Foreign Affairs, Foreign Trade and Development Cooperation

	<b>Egmont I</b> Built in 1997	<b>Egmont II</b> Built in 2006	<b>Total</b>
Aboveground surface area	36,616 m <sup>2</sup>	16,262 m <sup>2</sup>	52,878 m <sup>2</sup>
Underground archives & technical spaces	10,968 m <sup>2</sup>	6,354 m <sup>2</sup>	17,322 m <sup>2</sup>
Indoor parking spaces	439	0	439

### Transaction context

**2004:** Cofinimmo acquires Egmont I for **153.4 MEUR** and lets it to the Buildings Agency (Belgian Federal State) until 2031

**2005-2006:** Cofinimmo builds Egmont II for **72.4 MEUR** and lets it to the Buildings Agency until 2031

**2009:** Cofinimmo sells 96 % of the future receivables from the lease with the Buildings agency for **199.6 MEUR**

**2018:**

Cofinimmo buys back from BNPP Fortis the future receivables from the lease with the Buildings Agency that it sold in 2009

Cofinimmo signs an agreement relating to a **99-year leasehold** for **369.54 MEUR**



# Leasehold on EGMONT I & II buildings (2)

## Real estate impact of the transaction

### Improved portfolio granularity

10 largest assets represent only 15.0 % of global portfolio (16.7 % before transaction)

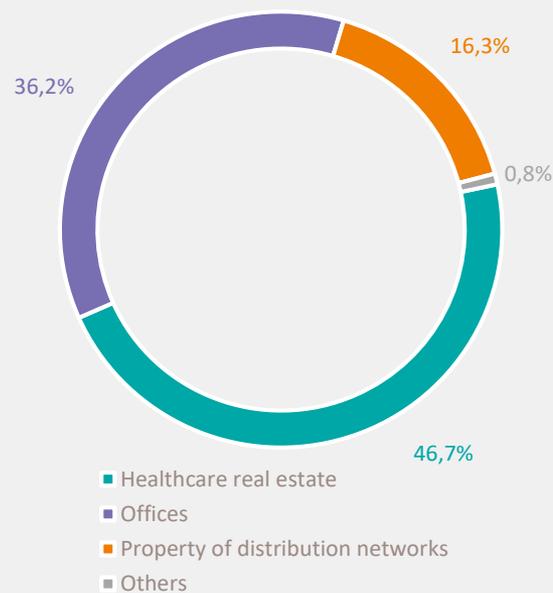
Top 10 assets in fair value after the transaction  
(31.12.2017 – in % of global portfolio)

Asset name	Asset type	Share of total portfolio
BELLIARD 40	Office	2.6 %
SOUVERAIN 23-25	Office	1.6 %
THE GRADIENT	Office	1.6 %
BOURGET 42	Office	1.5 %
GUIMARD 10-12	Office	1.4 %
<b>TOP 5 assets</b>		<b>8.7%</b>
ALBERT Ier 4 - CHARLEROI	Office	1.4 %
SOMBRE 56 - BRUXELLES	Healthcare	1.3 %
DAMIAAN - TREMELO	Healthcare	1.3 %
GEORGIN 2	Office	1.2 %
MEEUS 23	Office	1.1 %
<b>TOP 10 assets</b>		<b>15.0%</b>

### Closer to end 2019 target of 50 % healthcare real estate

Offices = 36.2 % of global portfolio (38.1 % before transaction)

Portfolio breakdown after the transaction  
(31.12.2017 – in fair value)





# Leasehold on EGMONT I & II buildings (3)

## Financial impact of the transaction

### 2018 Forecast restatement:

Net result from core activities (EPRA Earnings): **6.56 EUR/share**

Gross dividend: **5.50 EUR/ordinary share**

	2017 Actual	2018 Old forecast	2018 New forecast
Net result from core activities per share (in EUR)	6.53	6.54	6.56
Net current cash flow per share (in EUR)	5.92	5.88	5.97
Gross dividend per ordinary share (in EUR)	5.50	5.50	5.50
Number of shares entitled to share in the result of the period	21,308,702	21,308,702	21,308,702
Pay-out ratio on net result from core activities	84.2 %	84.1 %	83.8 %
Pay-out ratio on net current cash flow	92.6 %	93.4 %	92.1 %

# Appendices

The Lounge® at The Gradient office building – Brussels Decentralised (BE)

**Cofinimmo**  
*together in real estate*

# \* Balance sheet

ASSETS	31.12.2017	31.12.2016
<b>Non-current assets</b>	<b>3,689,016</b>	<b>3,547,181</b>
Goodwill	85,156	99,256
Intangible assets	826	751
Investment properties	3,506,981	3,363,636
Other tangible assets	926	635
<b>Non-current financial assets</b>	<b>871</b>	<b>758</b>
Finance lease receivables	85,148	75,718
Trade receivables and other non-current assets	1,370	29
Deferred taxes	448	0
Participations in associated companies and joint ventures	7,290	6,398
<b>Current assets</b>	<b>93,566</b>	<b>114,101</b>
Assets held for sale	800	2,695
Finance lease receivables	1,826	1,795
Trade receivables	23,698	25,642
Tax receivables and other current assets	19,917	20,446
Cash and cash equivalents	22,532	41,271
Accrued charges and deferred income	24,793	22,252
<b>TOTAL ASSETS</b>	<b>3,782,582</b>	<b>3,661,282</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>31.12.2017</b>	<b>31.12.2016</b>
<b>Shareholders' equity</b>	<b>1,986,440</b>	<b>1,919,459</b>
<i>Shareholders' equity attributable to shareholders of the parent</i>	<i>1,903,160</i>	<i>1,852,923</i>
Capital	1,141,904	1,124,628
Share premium account	520,655	504,544
Reserves	103,239	126,358
Net result of the financial year	137,362	97,393
<b>Minority interests</b>	<b>83,280</b>	<b>66,536</b>
<b>Liabilities</b>	<b>1,796,142</b>	<b>1,741,823</b>
<b>Non-current liabilities</b>	<b>1,222,857</b>	<b>1,074,668</b>
Provisions	25,886	16,890
<b>Non-current financial debts</b>	<b>1,112,890</b>	<b>970,604</b>
Other non-current financial liabilities	43,729	49,971
Deferred taxes	40,352	37,203
<b>Current liabilities</b>	<b>573,285</b>	<b>667,155</b>
<b>Current financial debts</b>	<b>462,810</b>	<b>558,167</b>
Other current financial liabilities	4,544	12,949
Trade debts and other current debts	81,362	72,280
Accrued charges and deferred income	24,569	23,759
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>3,782,582</b>	<b>3,661,282</b>

# \* Income statement

	31.12.2017	31.12.2016
Rental income, net of rental-related expenses*	203,862	202,930
Writeback of lease payments sold and discounted (non-cash item)	12,473	11,265
Taxes and charges on rented properties not recovered*	-1,432	-503
Taxes on refurbishment not recovered* <sup>1</sup>	-2,113	-1,481
Redecoration costs, net of tenant compensation for damages*	-2,847	-1,552
<b>Property result</b>	<b>209,943</b>	<b>210,659</b>
Technical costs	-5,396	-5,901
Commercial costs	-1,583	-1,508
Taxes and charges on unlet properties	-5,128	-4,469
<b>Property result after direct property costs</b>	<b>197,836</b>	<b>198,781</b>
Corporate management costs <sup>2</sup>	-25,789	-26,702
<b>Operating result (before result on the portfolio)</b>	<b>172,047</b>	<b>172,079</b>
Financial income	5,594	5,207
Net interest charges	-29,926	-32,309
Other financial charges	-626	-848
Share in the net result from core activities of associated companies and joint ventures	466	466
Taxes	-3,865	-5,906
<b>Net result from core activities*</b>	<b>143,690</b>	<b>138,689</b>
Minority interests related to the net result from core activities	-4,600	-4,429
<b>Net result from core activities - Group share</b>	<b>139,090</b>	<b>134,260</b>
Change in the fair value of hedging instruments	13,040	12,126
Restructuring costs of financial instruments*	-11,362	-50,412
Share in the result on financial instruments of associated companies and joint ventures	0	0
<b>Result on financial instruments*</b>	<b>1,678</b>	<b>-38,286</b>
Minority interests related to the result on financial instruments	-615	-564
<b>Result on financial instruments - Group share</b>	<b>1,063</b>	<b>-38,850</b>
Gains or losses on disposals of investment properties and other non-financial	1,443	2,691
Changes in the fair value of investment properties	10,261	11,626
Share in the result on the portfolio of associated companies and joint ventures	739	235
Other result on the portfolio	-15,890	-12,720
<b>Result on the portfolio*</b>	<b>-3,447</b>	<b>1,832</b>
Minority interests regarding the result on the portfolio	656	151
<b>Result on the portfolio – Group share</b>	<b>-2,791</b>	<b>1,983</b>
<b>Net result</b>	<b>141,921</b>	<b>102,235</b>
Minority interests	-4,559	-4,842
<b>Net result – Group share</b>	<b>137,362</b>	<b>97,393</b>

# \* Shareholder calendar

Event	Date
Publication of the 2017 Annual Financial Report	06.04.2018
Publication of the 2017 Sustainability Report	06.04.2018
Interim report: results at 31.03.2018	26.04.2018
2017 Ordinary General Meeting of Shareholders	09.05.2018
Ex date	11.05.2018
Record date	14.05.2018
Dividend payment date	As from 15.05.2018
Half-year financial report: results at 30.06.2018	26.07.2018
Interim report: results at 30.09.2018	08.11.2018
Annual press release: results at 31.12.2018	07.02.2019

# \* Disclaimer

This presentation is directed to financial analysts and institutional investors and is not to be considered as an incentive to invest or as an offer to acquire Cofinimmo shares.

The information herein is extracted from Cofinimmo annual and half-yearly reports and press releases but does not reproduce the whole content of these documents. Only the French annual and half-yearly reports and press releases form legal evidence.

Please consult our press release dd. 08.02.2018 for an identification of the Alternative Performances Measures (as defined in the ESMA guidelines) used by Cofinimmo.

## **FOR MORE INFORMATION CONTACT:**

### **Ellen Grauls**

Head of External Communication & Investor Relations

T +32 (0)2 373 94 21

[egrauls@cofinimmo.be](mailto:egrauls@cofinimmo.be)

### **Benoît Mathieu**

Investor Relations Officer

T +32 (0)2 373 60 42

[bmathieu@cofinimmo.be](mailto:bmathieu@cofinimmo.be)

[www.cofinimmo.com](http://www.cofinimmo.com)