



# INTERVEST

## RETAIL

# **Press and Analyst Meeting Annual figures 2005**

**Tuesday 21 February 2006**

# Agenda

- 1. Description of the portfolio**
- 2. Important facts**
- 3. Financial results 31.12.2005**
- 4. Real estate market**
- 5. Outlook 2006**



# 1. Description of the portfolio

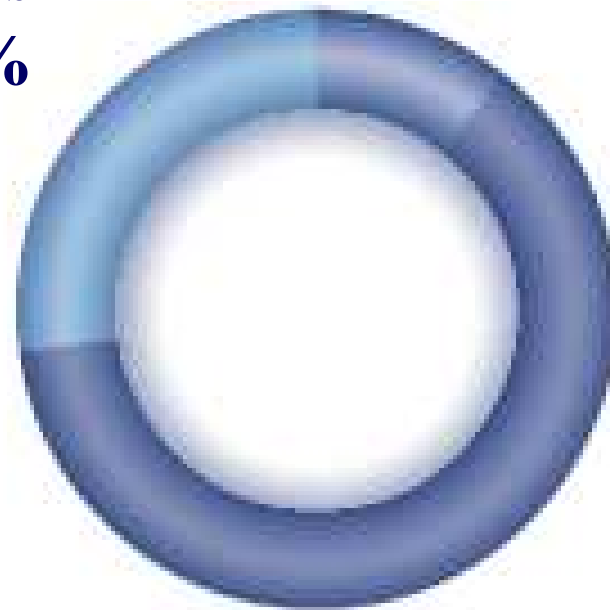
# The portfolio

- Commercial real estate
  - Inner-city locations
  - Retail warehouses
  - Factory outlet
- Occupancy rate
  - Including Factory Shopping Messancy: 96,05%
  - Excluding Factory Shopping Messancy: 98,45%

# Geographic spread

**The Walloon  
provinces  
27%**

**Brussels  
11%**

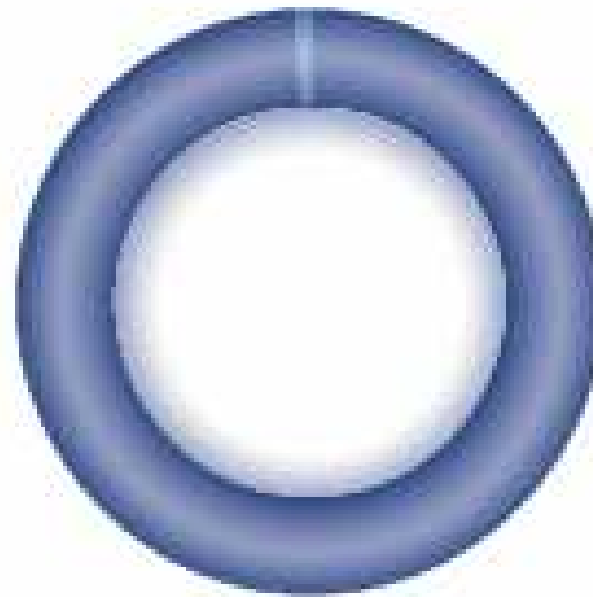


**Flanders  
62%**

# Type of building

**Residential**

**1%**

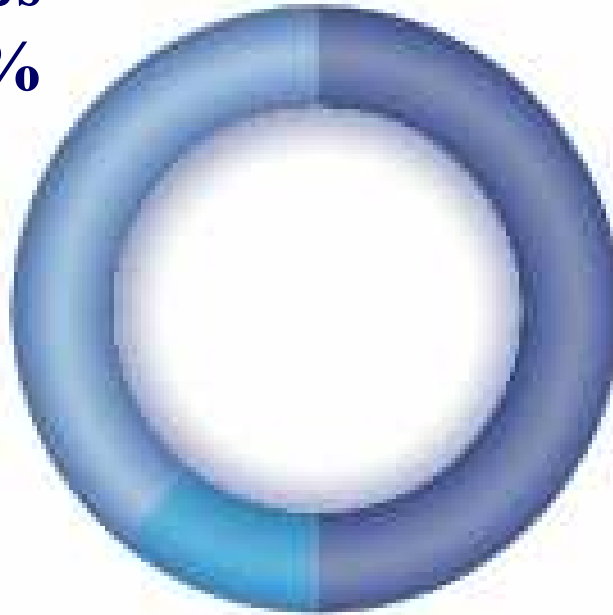


**Commercial**

**99%**

# Type of retail property

**Inner-city shops**  
**39%**



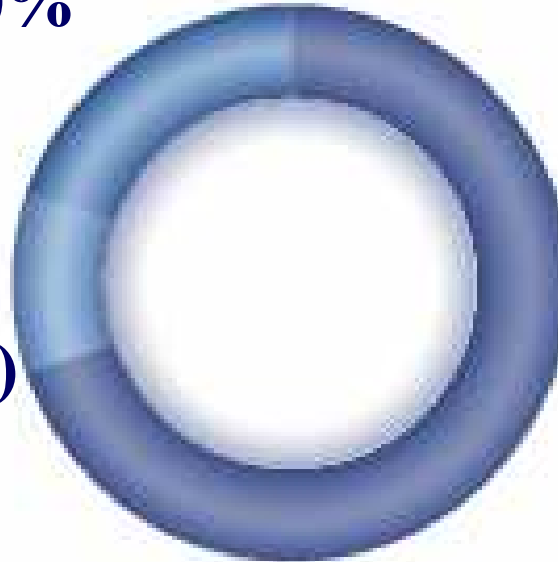
**Retail warehouse**  
**50%**

**Factory outlet**  
**11%**

# Region of activity tenants

**National (> 5 points of sale)  
20%**

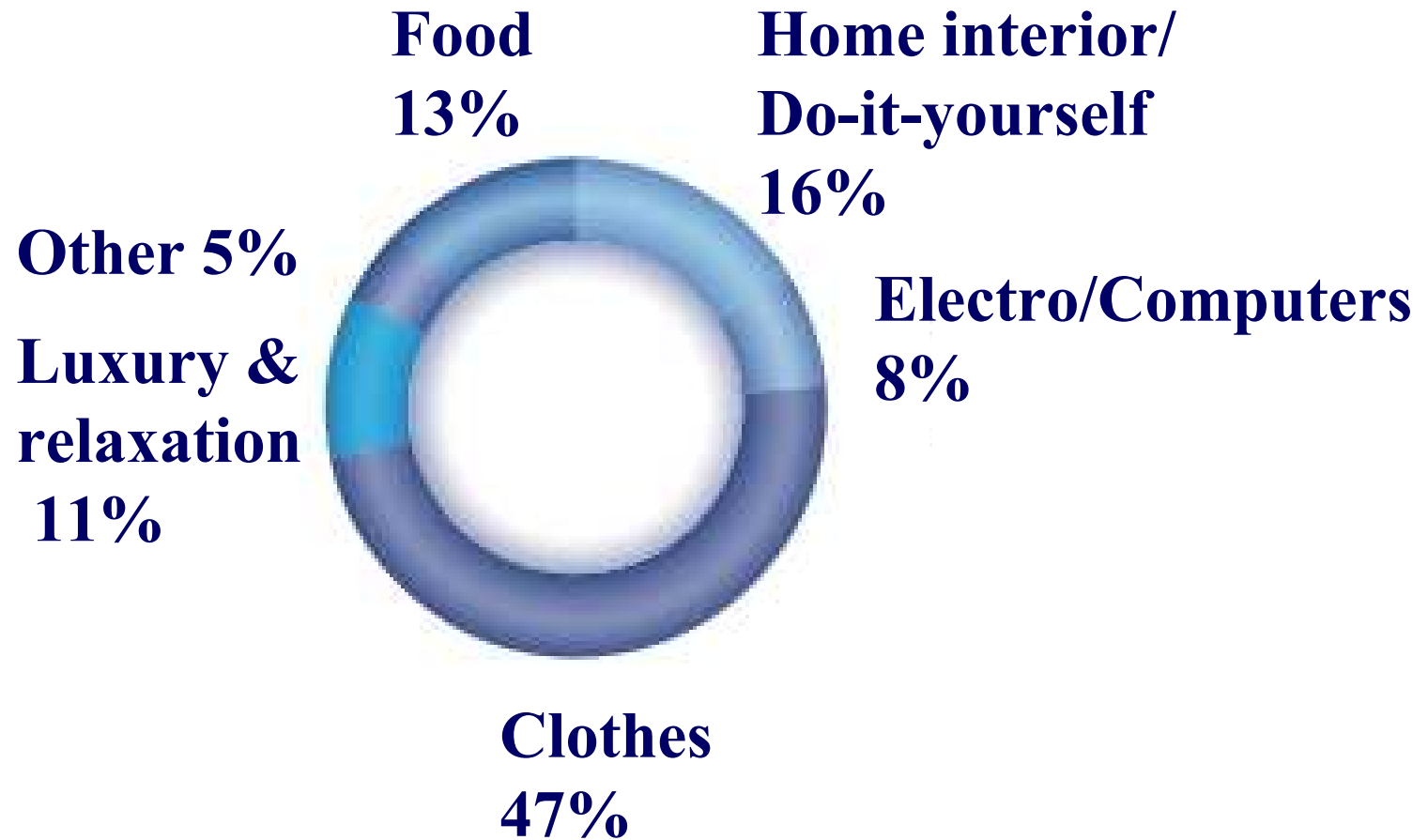
**Local 10%  
(< 5 points of sale)**



**International 70%  
(> 5 points of sale > 2 countries)**



# Sector of tenants





## 2. Important facts

- **Acquisitions 2005:**
  - Shopping center “Julianus” in Tongeren
  - +/- 8.900 m<sup>2</sup> retail
  - Investment value +/- € 18 mio
  - Positive EPS as of end 2007

# Acquisitions and divestments

- **Divestments 2005:**

<b>Location</b>	<b>Address</b>	<b>Surface area in m<sup>2</sup></b>	<b>Selling price in €</b>	<b>Book value at sale (fair value) (€)</b>	<b>Capital gain/loss (€)</b>
Brussels	Elsensesteenweg 65	245	675.000	689.928	-14.928
Brussels	Verwelkomings-straat 13/15	4.260	2.344.420	2.476.575	-132.155
Wilrijk	Oude Baan 59-79 / Boomsesteenweg 660- 664	20.170	5.300.000	5.434.898	-134.898
Transaction costs					-216.119
<b>TOTAL</b>		<b>24.675</b>	<b>8.319.420</b>	<b>8.601.401</b>	<b>-498.100</b>

# Acquisitions and divestments

## • Divestments 2006:

<b>Location</b>	<b>Address</b>	<b>Surface area in m<sup>2</sup></b>	<b>Selling price in €</b>	<b>Book value at sale (fair value) (€)</b>	<b>Capital gain/loss (€)</b>
Aalst	Kalfstraat 3	9.726	7.643.252	8.086.317	-443.065
Dinant	Tienne de l'Europe	3.308	2.399.285	2.491.861	-92.576
Gerpinnes	Rue de Bertransart 99	290	192.161	199.586	-7.425
Hannut	Rue de Huy 63	3.015	1.668.348	2.081.947	-413.599
Kapellen	Eikendreef 5	906	485.528	476.224	9.304
Roeselare	Brugsesteenweg 524	1.000	857.478	868.612	-11.134
Oostende	Torhoutsesteenweg 610	1.000	1.028.461	1.045.086	-16.625
Sint-Niklaas	Kapelstraat 119	940	315.275	357.665	-42.390
Sint-Truiden	Hasseltsesteenweg 69	850	890.303	831.907	58.396
<b>TOTAL</b>		<b>21.035</b>	<b>15.480.091</b>	<b>16.439.205</b>	<b>-959.114</b>

# Redevelopment Olen

- SE permits obtained  
(29.998 m<sup>2</sup> gross retail / 26.642 m<sup>2</sup> net retail)
- Environmental study (MER)?
- Letting activities: positive
- Opening medio 2007



# Factory Shopping Messancy

- Occupancy rate +/- 82%
- Application for extension of 3.617 m<sup>2</sup>
- Footfall + 40%
- More efforts on marketing



# 3. Financial results

## 31.12.2005



## A. Evolution of the portfolio

	31.12.2005	31.12.2004
<b>Value investment properties (€ 000)</b>	280.107	272.373
<b>Value property developments (€ 000)</b>	4.561	4.561
<b>Current rents (€ 000)</b>	20.071	19.620
<b>Yield (%)</b>	7,17	7,20
<b>Current rents, including ERV on vacant properties (€ 000)</b>	20.897	22.724
<b>Yield if fully let (%)</b>	7,46	8,34
<b>Occupancy rate incl. FSM (%)</b>	96,05	86,34
<b>Occupancy rate excl FSM (%)</b>	98,45	96,47

# B. Consolidated balance sheet

## 31.12.2005

	<b>31.12.2005</b>	<b>31.12.2004</b>
<b>ASSETS</b>		
<b>Fixed assets</b>	<b>285.152</b>	<b>277.105</b>
Intangible fixed assets	10	16
Investment properties	280.107	272.373
Property developments	4.561	4.561
Other tangible fixed assets	455	137
Trade receivables and other tangible fixed assets	19	18
<b>Current assets</b>	<b>9.121</b>	<b>5.357</b>
Trade receivables	1.454	1.888
Tax receivables and other current assets	932	1.770
Cash and cash equivalents	6.566	1.665
Deferred charges and accrued income	169	34
<b>Total assets</b>	<b>294.273</b>	<b>282.462</b>

# B. Consolidated balance sheet

## 31.12.2005

**INTERVEST**  
RETAIL

	31.12.2005	31.12.2004
<b>SHAREHOLDERS EQUITY AND LIABILITIES</b>		
<b>Shareholders equity</b>	<b>171.703</b>	<b>166.629</b>
<b>Non current liabilities</b>	<b>73.314</b>	<b>63.993</b>
Provisions	195	195
Non current financial debts	72.816	63.543
Other non current liabilities	303	255
<b>Current liabilities</b>	<b>49.256</b>	<b>51.840</b>
Current financial debts	32.719	45.626
Trade debts and other current debts	2.691	3.406
Other current liabilities	12.025	1.938
Accrued charges and deferred income	1.821	870
<b>Total shareholders equity and liabilities</b>	<b>294.273</b>	<b>282.462</b>

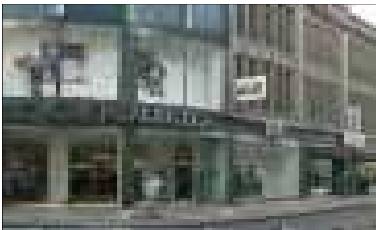
# B. Consolidated P&L account

## 31.12.2005

	2005	2004
Rental income	18.488	19.253
Rental related expenses	-340	-759
Property management related expenses and income	215	169
<b>Property result</b>	<b>18.363</b>	<b>18.663</b>
Property charges	-3.294	-2.012
General costs and other operating income and expenses	-832	-920
<b>Operating result before result on the portfolio</b>	<b>14.237</b>	<b>15.731</b>
Result on disposals of investment properties	-498	-24
Result on sales of other non financial assets	4	3
Changes in the fair value of investment properties	8.370	-553
<b>Operating result</b>	<b>22.113</b>	<b>15.157</b>
Financial result	-3.449	-2.889
<b>Net result</b>	<b>18.664</b>	<b>12.268</b>

## C. Data per share

	<b>31.12.2005</b>	<b>31.12.2004</b>
Number of shares	5.078.525	5.078.525
Number of shares entitled to dividend	5.078.525	5.078.525
Net asset value (fair value) (€ )	33,81	32,81
Net asset value (investment value) (€)	35,21	34,17
Net asset value (BE GAAP) (€)	-	34,17
Gross dividend (€)	2,14	2,54
Net dividend (€)	1,82	2,16
Share price on closing date (€)	43,50	34,89
Over-/undervaluation to net asset value (fair value) (%)	28,66	6,34



## 4. Real estate market

# Real estate market

- Inner city shops:
  - Strong activity
  - Increasing rents

	2005	2004
Brussels, Nieuwstraat	€ 1.350	€ 1.250
Antwerp, Meir	€ 1.300	€ 1.250
Ghent, Veldstraat	€ 1.025	€ 925
Brugge, Steenstraat	€ 900	€ 800
Hasselt, Hoogstraat	€ 900	€ 800
Luik, Vinave d'île	€ 900	€ 800

- Shopping centers:
  - High activity
  - Increasing rents
  - Top rents € 900/m<sup>2</sup>/year

# Real estate market

- Retail warehouses:
  - High activity: more interest of inner city tenants
  - Increasing rents (top rents € 125 à € 150/m<sup>2</sup>)
  - Retail parcs
- Investments:
  - Low offer / High demand
  - Decreasing yields (4,5%)
  - Sales 2005 +/- € 400 mio
  - 80% of investments by private investors





## 5. Outlook 2006

# Outlook 2006

- Further commercialization of Factory Shopping Messancy
- Redevelopment of Van De Ven Olen
- Acquisitions
- Stable EPS