



HOME INVEST
BELGIUM

Presentation of the annual results 2020





Topics

1. **Company profile**
2. **Real estate portfolio 2020**
3. **Key activities in 2020**
4. **Financial results 2020**
5. **HOMI share**
6. **Outlook**



1. Company profile



Company profile

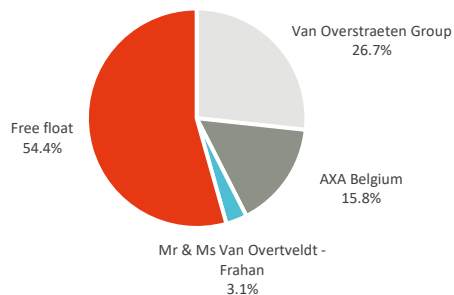
HOME INVEST BELGIUM IS A BE-REIT

€ 381 mio market capitalisation

as on Dec 31st 2020



Shareholder structure



- Specialist in residential real estate
- € 646mio fair value of the portfolio
- Listed on Euronext Brussels since 1999
- 21 consecutive years of dividend growth
- HQ in Brussels
- > 40 employees



Company profile

Residential real estate

- Biggest sector within the real estate market with a need for professionalization
- Limited impact from business cycles on the letting market
- Limited impact from disruption
- Responds to the primary human need for housing

Specialist

- In-house team of over 40 dedicated real estate professionals
- Top of mind with other market participants (sellers, buyers, brokers, innovators, ...)
- Leading in new housing trends (co-housing, short stays, services, ...)

In-house development team

- Assures a constant pipeline for growth
- Higher yields obtained thanks to internalization of development margin
- Apartment design and quality standards geared to the tenant market
- Built from the long term perspective of an end investor

Long term debt funding

- Well diversified funding sources from 6 financial institutions and proven access to debt capital markets
- Long term funding with a high proportion of fixed interest rates (86.2% fixed rates with a remaining average duration of 4.8 years)

Shareholder return

- Strong track record of dividend growth
- Strong track record of NAV growth
- Supported by stable reference shareholders



Company profile

BUILDING %

RENTING %

MORE VALUE %

Developer

HOME INVEST BELGIUM

X3 value creation

Investor

APPARTEMENTS À LOUER
APPARTEMENTS ENTièrement RENOVÉS EN PLEIN CŒUR DE LIÈGE



2. Real estate portfolio 2020

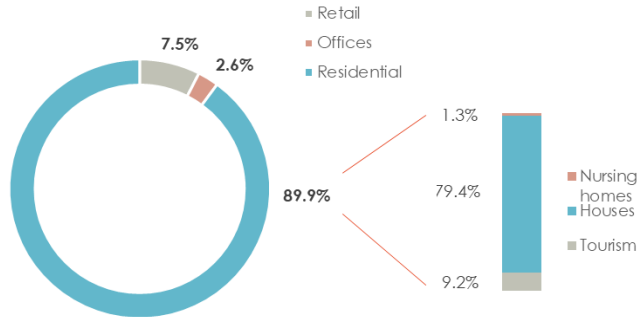


Real estate portfolio

SPECIALIST IN RESIDENTIAL REAL ESTATE

90% invested in residential real estate

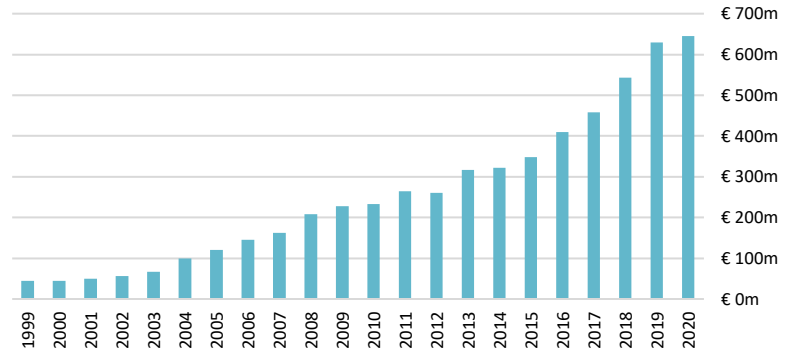
Split of the real estate portfolio (in % of Fair Value)



STRONG GROWTH TRACK

€ 646 mio portfolio value

Evolution of the fair value of the real estate portfolio



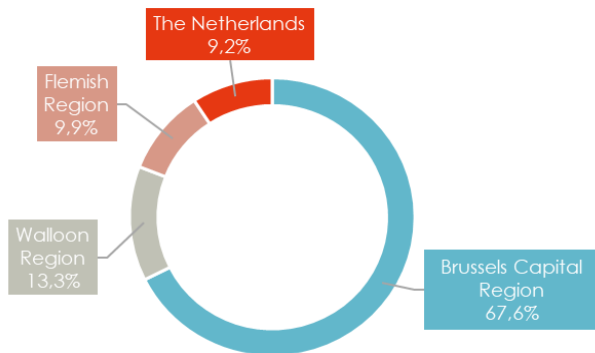


Real estate portfolio

BELGIUM AND THE NETHERLANDS

91%

9%



WITH A STRONG PRESENCE IN BRUSSELS

68%

- Capital of Belgium and the EU
- 1.2 million inhabitants
- Strong population growth
 - *0.6% annual growth until 2040 ...*
 - *... compared to 0.4% outside Brussels*
- High proportion of tenants vs owner-occupied
 - *60% tenants in Brussels ...*
 - *... compared to 30% outside Brussels*



3. Key activities in 2020

Acquisitions

Leon Théodor - Jette (Brussels)

- Redevelopment project of a former office building to a residential project
- 4,880 m² GLA + 55 underground parking lots
- Let to :
 - Ground floor : Fitness company Jims
 - Upper floors : Secondary school of the Athenée Royal de Ganshoren
- Annual rents of € 400k
- Redevelopment to residential scheduled to start in 2026



Niefhout - Turnhout

- Acquisition of a land plot with building permit
- Part of the Niefhout site, a large scale development by ION in the centre of Turnhout
- The project consists of :
 - **92 residential units**
 - 47 parking lots
 - Bicycle sheds
 - Common work and leisure areas
- Total investment is estimated at +/- € 15 mio
- Delivery expected in Q4 2022



Own development projects delivered



The Factory – Molenbeek (Brussels)

- Reconversion of a former semi-industrial building
- A new building with
 - **93 apartments**
 - 66 parking lots
 - 1,443 m² ground floor commercial space
- Located in the Brunfaut district, in Molenbeek, nearby 'Dansaert'
- Redevelopment of the local square (Place Blanche)
- Delivered in Q3 2020

Le Mosan - Liège

- Complete refurbishment of an older building in the portfolio
- 36 units
 - **29 apartments**
 - 7 retail units on the ground floor
- Delivered in Q2 2020



Progress of development projects



The Felicity – Laeken (Brussels)

- Former factory of ± 5.000 sqm
- Reconversion into
 - **35 apartments + 11 houses**
 - 51 parking spaces
- Delivery expected in Q3 2021

Samberstraat – Antwerp

- Former factory
- Reconversion into
 - **37 apartments**
 - 1 office space
 - 39 parkings & 36 bike spaces
- Delivery expected in Q3 2023



Marcel Thiry C2 – St Lambrechts-Woluwe (Brussels)

- New construction
- **42 apartments**
- Delivery expected in Q1 2022



Progress of development projects



Jourdan 95 – Saint-Gilles (Brussels)

- New building
- 53 units
- Permit expected in Q3 2021

Galérie de l'Ange – Namur

- Refurbishment of the residential part
- 57 apartments
- Delivery expected in Q4 2022





Development pipeline

PIPELINE (WITH BUILDING PERMITS):

Name	City	# units	Delivery date (expected)	Total cost (expected)	Remaining CAPEX still to be spent
The Felicity	Laeken (Brussels)	46	Q3 2021	€ 13 mio	€ 4 mio
Marcel Thiry C2	Woluwe (Brussels)	42	Q1 2022	€ 10 mio	€ 6 mio
Samberstraat	Antwerp	38	Q3 2023	€ 8 mio	€ 6 mio
Galérie de l'Ange	Namur	57	Q4 2022	€ 5 mio	€ 4 mio
Niefhout	Turnhout	92	Q4 2022	€ 15 mio	€ 13 mio
Total		275		€ 52 mio	€ 33 mio

Yield on cost
blended +/-5%

PIPELINE (NO BUILDING PERMITS YET):

Name	City	Project
Jourdan 95	Saint-Gilles (Brussels)	New building (53 units)

Disposals

Opportunistic sales of older and smaller non-core assets

- Total net selling price of € 22.0 mio in FY 2020 (compared to € 12.8 mio in FY 2019)
- Realised capital gains of € 5.0 mio compared to the acquisition value
→ contributes to the distributable result
- Sold 5.4% above the latest book value



Haverwerf – Mechelen

- Sale of a commercial building



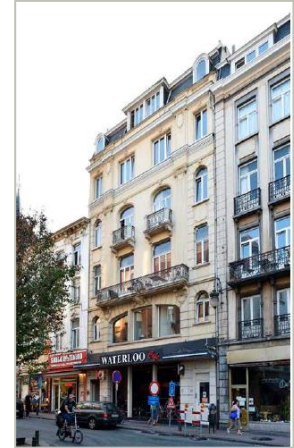
Florida – Waterloo

- Sale of 6 villas



Voisin – Woluwe St Pierre

- Block sale of a residential building, consisting of 9 apartments



Chaussee de Waterloo – Saint-Gilles

- Unit sale of a mixed building, consisting of:
 - 9 apartments
 - 2 offices
 - 1 retail space



Asset rotation – keeping the portfolio in good shape

Opportunistic sales (older and smaller non-core assets)



Reinvestments in large-scale new built core assets



Young portfolio in good shape:

Split of the real estate portfolio by age (in % of Fair Value)

< 10 years	< 20 years
>50%	>70%





Letting activities and occupancy rate

Letting activities

- Letting activities down in Q2 2020, but good pick-up in second half of 2020.
- Overall letting activities on same level as 2019 :

New leases started	
FY 2019	475
FY 2020	475

High and stable occupancy rate

- Average occupancy rate⁽¹⁾ down in FY 2020 :

Occ. Rate	
FY 2019	95.4%
FY 2020	94.3%

- Recovery to 95% expected in FY 2021 if no additional COVID measures are taken.

⁽¹⁾ The occupancy rate is calculated excluding (i) buildings being renovated (ii) buildings being commercialized for the first time and (iii) buildings being sold.



Assessment of COVID-19 impact

Robust real estate values

- Robust real estate values in FY 2020.
- 'Material evaluation uncertainty' clauses in valuation reports (in line with RICS standards).

Stable debt ratio and strong liquidity position

- Debt ratio to 52.4% (RREC Royal Decree) and 51.0% (IFRS) on 31 December 2020.
- Decrease in the average cost of debt to 1.53% in FY 2020.
- Home Invest Belgium has € 20.00 million available credit lines.
- The company does not have credit lines or bonds maturing in FY 2021. The first coming maturity date is in FY 2022.

Slowdown in rental activities during the lockdown followed by recovery in second year-half

- Slowdown of letting activities in Q2, but good pick-up in second half of 2020. Overall letting activities in FY 2020 at same as FY 2019.
- Occupancy rate down from 95,4% in FY 2019 to 94,3% in FY 2020. Recovery to 95% expected in FY 2021 if no additional COVID measures are taken.
- Virtually no impact on payment behaviour or rent payment arrears in the housing segment (79.4% of investment properties).
- In the tourism and retail segments, which account for 9.2% and 7.5% respectively of the investment properties available for rent, Home Invest Belgium conducted discussions with each of its tenants to find a solution on a case by case basis. In the retail segment, Home Invest Belgium has reached agreements with the majority of its tenants. In the tourism segment, an agreement has been reached and executed with the operator of the holiday parks that is in line with the company's expectations.



4. Financial results 2020



Key figures

Consolidated income statement (in € k)	FY 2020	FY 2019	Δ Y-o-Y	% growth
Net rental result	26 227	25 185	+1 382	+4.4%
Property result	24 264	23 129	+1 135	+4.9%
(-) Property costs	- 3 658	- 4 265		
(-) General costs and other operating income	-2 923	-2 867		
Operating result before result on the portfolio (=EBIT)	17 683	15 997	+1 686	+9.2%
Operating margin (% of Net rental result)	67.4%	63.7%		
(+/-) Result on the disposal of investment properties	1 135	123		
(+/-) Changes in the fair value of investment properties	6 590	48 473		
(+/-) Other portfolio result	-576	-537		
Operating result	24 832	64 056		
(-) Financial result (excl. changes in fair value of financial assets and liabilities)	-4 255	-4 395		
(+/-) Changes in fair value of financial assets and liabilities	-3 893	-5 412		
(+/-) Share in the profit of associates and joint ventures	2 466	1 329		
<i>o/w share in EPRA earnings</i>	1 440	1 155		
<i>o/w share in changes in fair value of investment properties and financial assets and liabilities</i>	1 026	175		
(-) Taxes	-263	-88		
Net result (group share)	18 887	55 490		



Key figures

EPRA earnings (in € k)	FY 2020	FY 2019	Δ Y-o-Y	% growth
Net result (group share)	14 604	55 490		
(-) Portfolio result	-7 149	-48 059		
(-) Changes in fair value of financial assets and liabilities	3 893	5 412		
(-) Non-EPRA elements of the share in the result of associates and joint ventures	-1 026	-175		
EPRA earnings ⁽¹⁾	14 604	12 668	1 936	+15.3%

Per share results (in €)	FY 2020	FY 2019	Δ Y-o-Y	% growth
Weighted average number of shares ⁽²⁾	3 288 146	3 288 146	-	-
Net result per share	5.74	16.88		
EPRA earnings per share	4.44	3.85	0.59	+15.3%
Distributable result per share ⁽³⁾	5.97	5.61	0.36	+6.4%

(1) EPRA earnings are defined as the net result excluding (i) the portfolio result, (ii) the changes in the fair value of financial assets and liabilities, and (iii) the non-EPRA elements of the share in the result of associated companies and joint ventures. This term is used in accordance with the Best Practices Recommendations of EPRA.

(2) The weighted average number of shares is calculated excluding 11,712 own shares.

(3) The distributable result is defined as the sum of (i) the EPRA earnings and (ii) realised distributable capital gains on the sale of investment properties.



Key figures

Consolidated balance sheet (in € k)	31/12/2020	31/12/2019	Δ Y-o-Y	% growth
Total assets	653 909	639 169	14 739	2.3%
Shareholders' equity	310 173	309 618	556	0.2%
Debt ratio (RECC-Act) ⁽¹⁾	52.40%	51.41%		
Debt ratio (IFRS) ⁽²⁾	50.97%	50.11%		
NAV per share (in €)	31/12/2020	31/12/2019	Δ Y-o-Y	% growth
Total number of shares outstanding ⁽³⁾	3 288 146	3 288 146	-	-
Closing price of the share	115.50	114.00	1.50	+1.3%
IFRS NAV ⁽⁴⁾	94.33	94.16	0.17	+0.2%
Premium/discount to IFRS NAV	22.4%	21.1%		
EPRA NAV ⁽⁵⁾	96.59	96.00	0.58	+0.6%
Premium/discount to EPRA NAV	19.6%	18.7%		

(1) The debt ratio (RREC-Act) is calculated according to the RREC-Act. This means that for the sole purpose of calculating the debt ratio the share in associated companies and joint ventures are accounted for proportional consolidation method.

(2) The debt ratio (IFRS) is calculated in the same way as the debt ratio (RREC-Act), but based on the IFRS consolidated balance sheet with the share in associated companies and joint ventures accounted for using the equity method.

(3) The total number of shares outstanding is calculated excluding 11,712 own shares.

(4) IFRS NAV per share = Net Asset Value per share according to IFRS.

(5) EPRA NAV per share = Net Asset Value per share according to EPRA Best Practices Recommendations.



Key figures

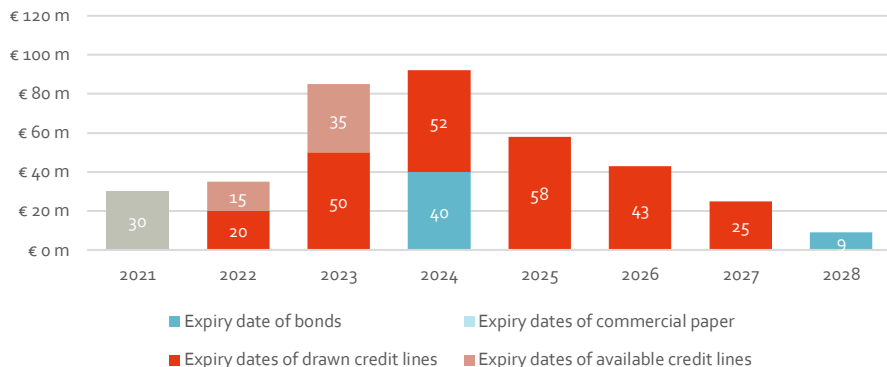
New EPRA NAV metrics

	31/12/2020				
	EPRA NAV	EPRA NNAV	EPRA NRV	EPRA NTA	EPRA NDV
IFRS NAV (aandeelhouders van de groep)	310.173.413	310.173.413	310.173.413	310.173.413	310.173.413
(v) Uitgestelde belastingen mbt stijgingen van de reële waarde van vastgoedbeleggingen	2.268.213		2.268.213	2.268.213	
(vi) Reële waarde van de financiële instrumenten	5.147.801		5.147.801	5.147.801	
(viii.b) Immateriële vaste activa				-287.787	
(x) Reële waarde van de schulden met een vaste rentevoet		-3.512.800			-3.512.800
(xi) Overdrachtsbelastingen			16.557.112		
NAV	317.589.427	306.660.613	334.146.539	317.301.639	306.660.613
Aantal aandelen	32.881.462	3.288.146	3.288.146	3.288.146	3.288.146
NAV per aandeel	96,59	93,26	101,62	96,50	93,26

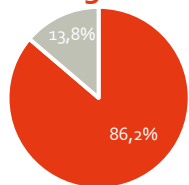


Financial structure

Debt maturities (€ mio)

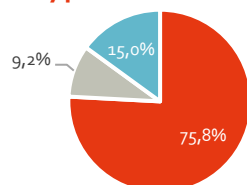


Fixed/floating interest rates



■ Fixed interest rate ■ Floating interest rate

Type of debt



■ Bank loans ■ Commercial paper ■ Bonds

Comments

- Financial debt amounts to € 327.0 m
 - Drawn credit lines : € 248.0 m
 - Bonds : € 49.0 m
 - Commercial Paper : € 30.0 m
- Weighted average remaining duration of the financial debt of 4.2 yrs
- Credit lines are provided by 6 financial institutions
- € 50.0 m committed non-drawn credit lines available
 - Backup lines for outstanding CP : € 30.0 m
 - Available credit lines : € 20.0 m
- Debt ratio of 52.4% (RREC-act) or 51.0% (IFRS) (strategic target <55%)
- 86.2% of the financial debt have an interest rate that is fixed (or hedged by means of Interest Rate Swaps)
- Weighted average remaining duration of the fixed interest rates of 4.8 yrs
- Average financing cost of 1.53% in FY 2020

(*) Commercial Paper is excluded from the calculation of the average remaining duration of the financial debt. The CP Program is fully covered by available long term back-up lines.



5. HOMI share



Key figures per share

HOMI moved from the Euronext BEL Small to the Euronext BEL Mid index in 2020.

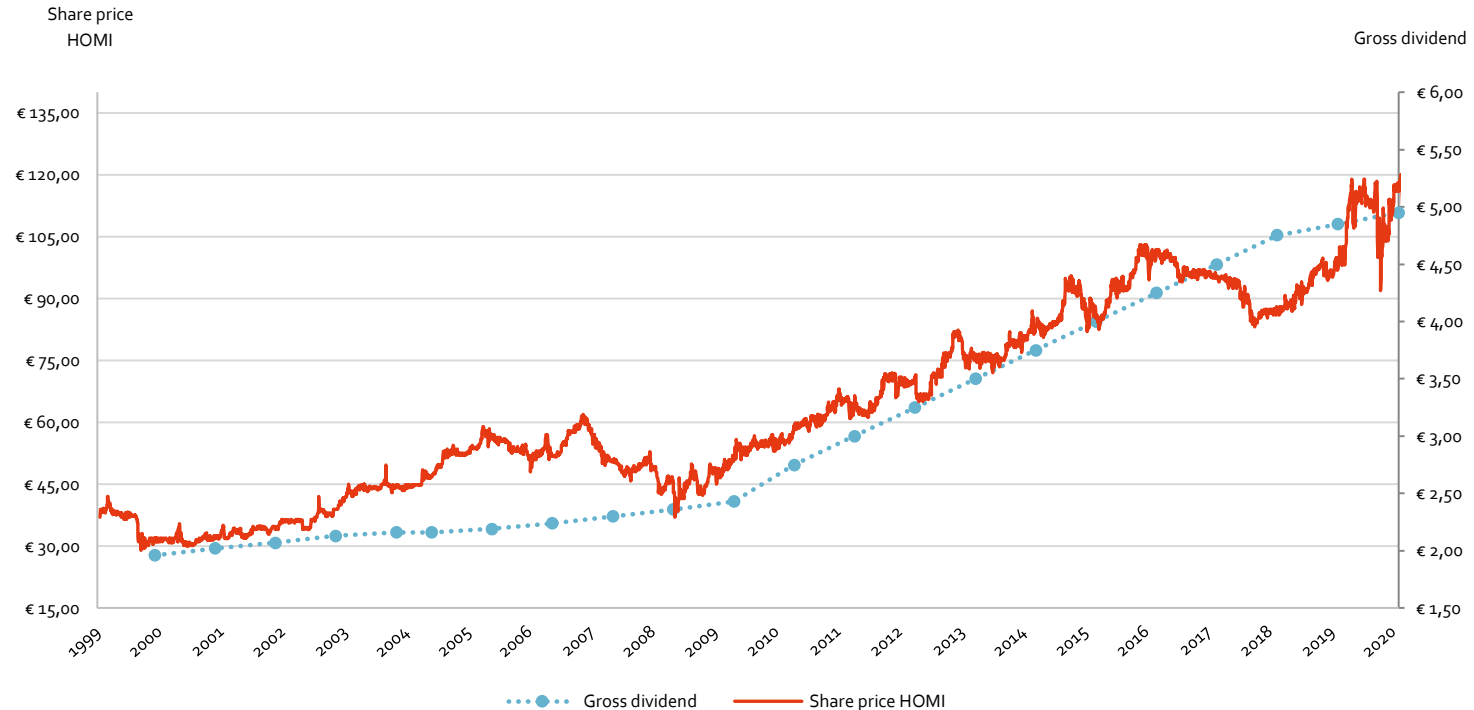
Key figures per share	31/12/2020	31/12/2019	31/12/2018
Total number of shares issued ⁽¹⁾	3 299 858	3 299 858	3 299 858
Closing price of the share	115.50	114.00	€ 91.40
Market capitalization	€ 381 mio	€ 376 mio	€ 302 mio
IFRS NAV	€ 94.33	€ 94.16	€ 81.81
Premium/discount to IFRS NAV	22.4%	21.1%	11.7%
EPRA NAV	€ 96.59	€ 96.00	€ 85.06
Premium/discount to EPRA NAV	19.6%	18.7%	7.4%
Distributable result per share ⁽²⁾	€ 5.97	€ 5.61	€ 4.21
Gross dividend per share	€ 4.95	€ 4.85	€ 4.75
Gross dividend yield ⁽³⁾	4.3%	4.3%	5.2%



- (1) Including 11,712 own shares.
- (2) The distributable result is defined as the sum of (i) the EPRA earnings and (ii) realised distributable capital gains on the sale of investment properties.
- (3) Gross dividend yield = (Gross dividend for the financial year) / (Share price on the last day of trading of the financial year).

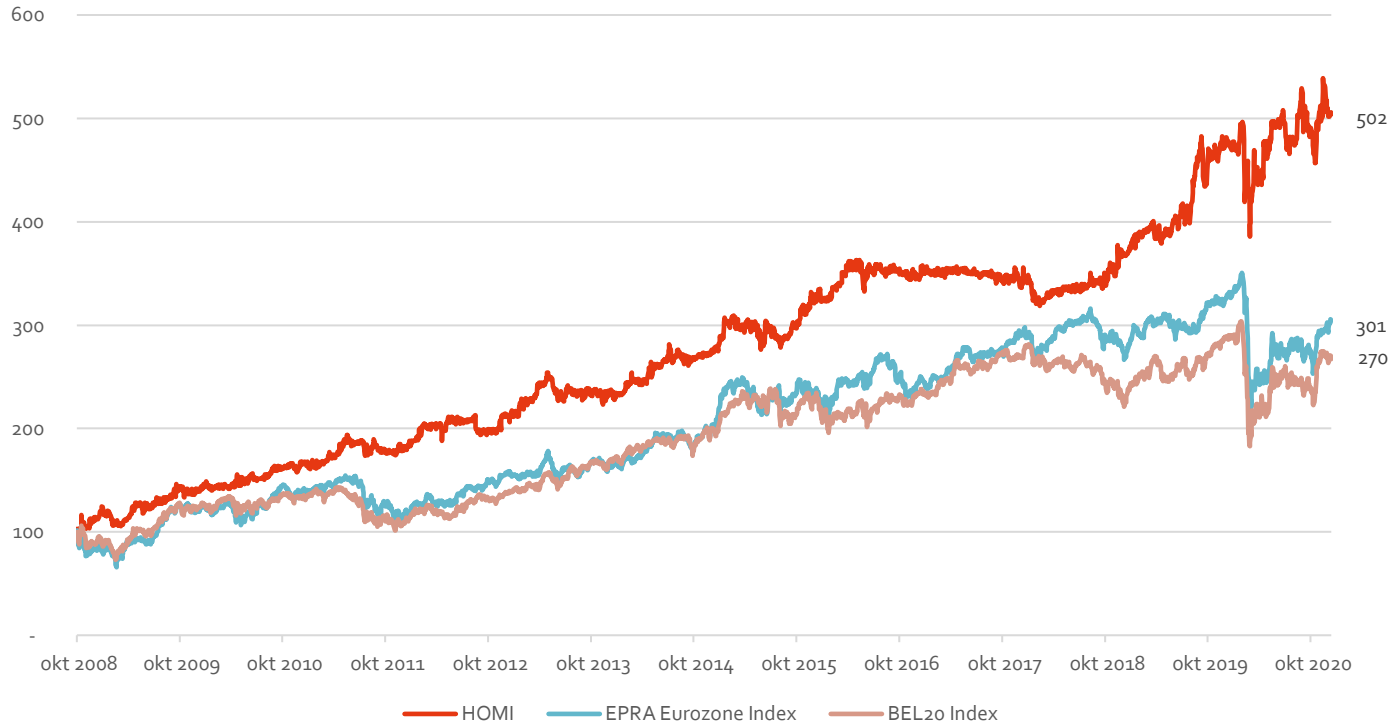


Evolution of the share price & gross dividend





Stock price comparison





6. Outlook



Outlook and dividend

Good operating figures in FY 2020 despite COVID-19

- Increase of net rental result by 4.4% to € 26.23 million in FY 2020.
- Increase of EPRA earnings by 15.3% to € 14.60 million in FY 2020.

Supportive long term trends for the residential rental market

- The residential letting market continues to grow steadily in the cities where Home Invest Belgium is active, mostly thanks to:
 - A long-term urbanisation trend, characterized by strong demographic growth in bigger cities with both younger and older people moving into the city and looking for new housing;
 - A growing share of tenants in the bigger cities, because of an increasing need for flexibility and a changing attitude towards private property and sharing concepts.
- Residential capital values are supported by
 - A context of very low long-term interest rates;
 - Demand from investors for real assets with a stable recurrent yield (low sensitivity to business cycles and low sensitivity to disruption).

Home Invest Belgium has a young sustainable portfolio that is well positioned to take a leading role in the residential rental market

- > 50% of the portfolio is younger than 10 years.



Outlook and dividend

FY 2020 dividend and guidance for future dividends

- In view of the company's solid operating results, the Board of Directors proposes to increase the gross dividend from €4.85 per share (financial year 2019) to €4.95 per share (financial year 2020). This implies an uninterrupted dividend increase for the 21st year in a row.
- For the years to come, the Board of Directors anticipates a dividend policy based on an annual increase in dividends equal to or higher than inflation. This is based on:
 - the constant indexed rent flow from existing investment properties;
 - the control of the operational costs of the company;
 - the company's hedging policy, which provides good visibility on interest charges and makes them assessable in the medium term;
 - The existing pipeline of project developments;
 - The reserves that the company has built up over the years.



Sven Janssens
Chief Executive Officer

Tel: +32 (0)2 899 43 21
E-mail: investors@homeinvest.be
www.homeinvestbelgium.be

Preben Bruggeman
Chief Financial Officer

Home Invest Belgium
Woluwedal 46, box 11
B – 1200 Brussels

