



Ordinary General Assembly – May 8, 2018 2017 Figures, projects and perspectives



RECYCLING OUR CITIES



Executive Summary

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- Losses sharply reduced from -15,4 to -3,9M
- 6 sales for 65M revenue
- Decrease of rents, as expected, after sales in 2016 & 2017
- Strong costs reduction with -29%
- Fair value adjustments on assets for -5M and on financial instruments for +3,3M
- Marked drop in average debt with -43% or -105M at 138M
- Banimmo France sold in early 2018
- Commercial activity: back in the shortlists



Consolidated P&L and Balance Sheet

Consolidated P&L in KEUR

Consolidated results			
<i>(in '000 euros)</i>	2017	2016	2015
Rental income from Investment properties	6.996	11.640	11.402
Income from sales of Inventories	54.952	132.716	17.612
Income from sales of works in progress	3.142	-	23.093
Turnover from recurring activities	65.090	144.356	52.107
Rental charges	-3.027	-3.444	-3.283
Costs from sold Inventories	-44.011	-72.092	-16.869
Costs from sold Works in progress	-2.577	-	-17.502
Costs from recurring activities	-49.615	-75.536	-37.654
Résultat opérationnel des immeubles	15.475	68.820	14.453
Management fees and commissions	587	548	1.092
Net result of transfers on real estate operations (IP)	0	-1.269	-3.925
Variations of fair value on investment properties (IAS40)	-1.101	-386	-575
Variations of value of assets in Inventories	-3.829	-14.713	-4.000
Other operational charges/revenues	-155	-424	-16
Real estate result	10.977	52.576	7.029
Administrative costs	-6.941	-9.683	-9.077
Others	-	-	-
Operational result	4.036	42.893	-2.048
Financial costs	-6.029	-38.729	-32.486
Financial revenues	482	1.925	1.953
Share in result of joint ventures and associates	81	-1.122	-2.035
Impairment (provisions / reversals) on investments in joint ventures and associates	-203	449	-
Net result of transfers on participations accounted by the equity method	0	-1	1.038
Other financial assets revenues/costs	-1	90	-109
Result before taxes	-1.634	5.505	-33.687
Taxes	-2.278	-20.915	453
Result of the financial year	-3.912	-15.410	-33.234

Consolidated Balance Sheet (in KEUR)

Balance Sheet			
<i>(in '000 euros)</i>	2017	2016	2015
ASSETS			
Non-current assets			
Investment properties	26.995	37.879	65.948
Property, plant & Equipment	219	335	493
Intangible assets	200	58	75
Investments in companies accounted by equity method	5.271	6.403	7.520
Deferred tax assets	281	255	5.504
Long-term financial assets	4.496	24.423	45.862
Commercial receivables and other receivables	540	1.628	4.982
Total non-current assets	38.002	70.981	130.384
Current assets			
Inventories	98.035	138.613	192.387
Work in progress	0	2.569	2.281
Short-term financial assets	19.171	819	818
Commercial payables and other payables	16.897	22.424	20.516
Deferred tax liabilities	152	54	652
Cash	5.651	37.157	3.551
Non current assets hold for sale	10.541	0	0
Total current assets	150.447	201.636	220.205
Total assets	188.449	272.617	350.589
Equity			
Total Equity	54.137	57.743	73.090
LIABILITIES			
Non-current liabilities			
Long-term financial debts	77.751	108.213	159.570
Long-term derivative financial instruments	2.182	6.053	-
Provisions	1.591	2.751	2.085
Commercial payables and other payables	1.983	2.591	4.256
Total non-current liabilities	83.507	119.608	165.911
Current liabilities			
Short-term financial debts	37.374	63.950	86.976
Short-term derivative financial instruments	602	33	6.416
Current tax debts	2.723	17.437	161
Provisions	29	74	76
Commercial payables and other payables	10.077	13.772	17.959
Total current liabilities	50.805	95.266	111.588
Total equity and liabilities	188.449	272.617	350.589



Main Assets

Main assets as of end 2017

Balance sheet

Assets in IAS 40	Diamond Da Vinci H3	Joint Ventures	GBTL, Ghent Bureau Cauchy C
Assets in IAS 2	North Plaza Ans Da Vinci H2 Da Vinci H5 Da Vinci - Quentris Da Vinci - Raket Invest AES - Factor Three Rocquencourt Gand champ 12 Gand champ 5 SDEC Charleroi Verpantin La Défense Anglet	Financial assets - LT	Shares in Atlantic Certificates Shares in Palais Expos Charleroi Receivables on LCV (Besix)
		Financial assets - ST	Loans to Conferinvest Loans to the Hotels Loans to Lex84
		Assets hold for sale	Asset Athena BP / Groenloo Shares in Conferinvest Shares in Lex84

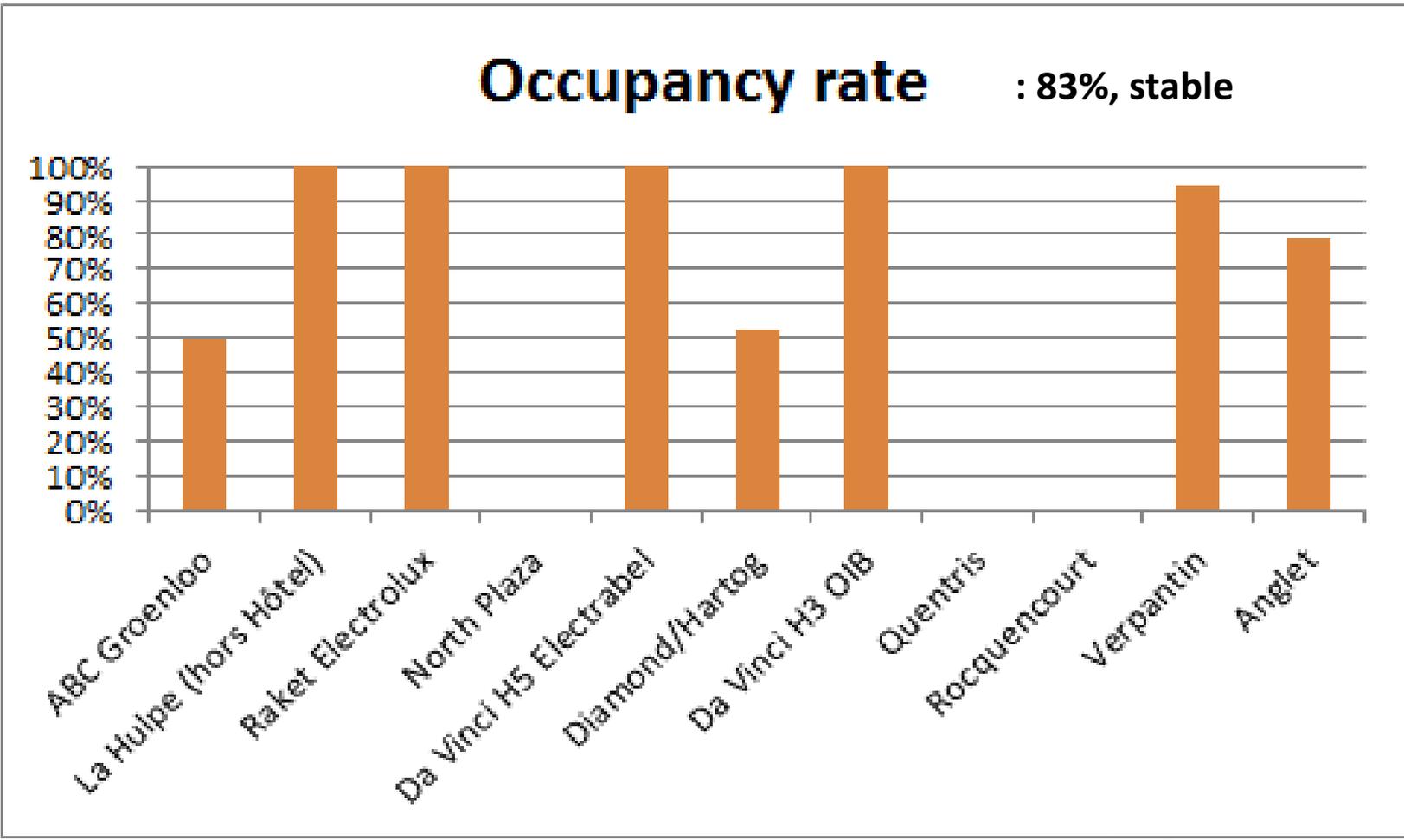


Commercial and rental activities

- Land Ans : partial sale signed under condition of getting permit; 25% of the total surface.
- Da Vinci Quentris : sale in process
- Da Vinci AES: 1 potential buyer
- Diamond / Hartog in Forest: 2 potential tenants for 6-7000 m² - decision expected mid 2018
- Offices development on land v5 in Gent : several potential tenants

- North Plaza: 1 potential buyer under condition of getting specific permit and several potential tenants
- Rocquencourt: sale agreement signed on April 22.
- Groenloo: sale process launched – managed by JLL – 40 companies active in the Dataroom – short list under review.
- Dolce Chantilly: sale process under progress

Rental activities (situation as of end 2017)



The above rate is based on real vacant spaces and not the premises under redevelopment



Development activities

Development activities

- Athena Business Park → Groenloo residential development in Vilvoorde
 - RUP obtained for 220 residential units. But recourse against it.



Development activities

- North Plaza: vertical split of the building
 - Permit under progress
 - As a result of this split in 5000 + 9000 m², 2 entrances + larger flexibility in the spaces proposed for rental: from 400 to 900 m²



Development activities

- Conferinvest and the Dolce hotels:
 - Renewal with Deloitte University for a new period of 3 years starting June 2018. Extension to Chantilly. Better conditions in terms of occupancy and revenue
 - Offices in the B14: the new concept of WIP (on 2 levels) is a success – fully occupied and profitable. Other levels are fully rented.
 - Active in the division of the site in order to isolate the hotel and the other activities → new Cy “La Hulpe Real Estate”
 - Hotels are no longer part of the Strategy



- Investments in Diamond
 - In order to create extra life in the building in the context of the new way of working and living
 - Investments (0,4M) decided to reshape the atrium; to be finalized for the summer.





Divestment activities

Divestment activities

- Signed in February 2017
 - Sale of the company Tervueren Invest, owner of the Offices Building “Desguin” in Antwerpen
 - Asset valued at 13,250 MEUR
 - Sold at its book value



Divestment activities

- Signed in July 2017
 - Les Halles Secrétan in Paris: sold on July 27th, 2017
 - Asset valued at 27,8MEUR (yield of 4%)
 - Solid margin



- Signed in November & December 2017
 - Cauchy C, offices rented to the SPW (Service Public de Wallonie) and future cash flows sold to Belfius.
 - Cauchy A, potential new development on the same site: sale of our 50% stake to our partner, Thomas & Piron
 - Revenue of $3,1 + 1,9 = 5$ MEUR. Limited margins



Divestment activities

- Signed in November 2017
 - Galerie Vaugirard, Paris
 - Sale of the SPV to our reference shareholder Affine
 - Provisional price, to be settled at effective sale of the asset.
 - Sale at 11,7MEUR. No margin.



- Sold in April and in November 2017
 - Urbanove: latest steps
 - April : sale of SPV “le Côté Verre” to Besix RED for the developments in Namur
 - November: sale of assets owned by 3 SPV’s to City Mall for the developments in Verviers
 - Since end 2016, we had no financial exposure any longer. Now the file is really closed.

- Signed end 2017 and closed end February 2018
 - Sale of our shares in Banimmo France
 - Process started in September 2017 by the search for a 50-50 partnership
 - As a consequence of the new strategy of Banimmo
 - Better future for this very specific “niche” activity
 - New shareholder: Montefiore Investment, French PE fund
 - 14M cash
 - 28,3M less financial debt
 - Decrease of Inventories in IAS2 with 38,6M



Operational and administrative costs

- Costs 2017: at 6,9 MEUR versus 9,7 MEUR last year → decrease by -29%
- Well below our 2017 target and already below the 2018 target as set up end 2016.
- Continuous actions to decrease all costs components



NAV and adjusted NAV

NAV Evolution

	31/12/2016	30/06/2017	31/12/2017
Equity in KEUR	57 743	53 339	54 137
NAV/share in EUR	5,1	4,7	4,8

* Based on 11,356,544 total shares

	31/12/2016	31/12/2017
Equity after reevaluation in KEUR	82 675	66 291
Adjusted NAV/share	7,3	5,8

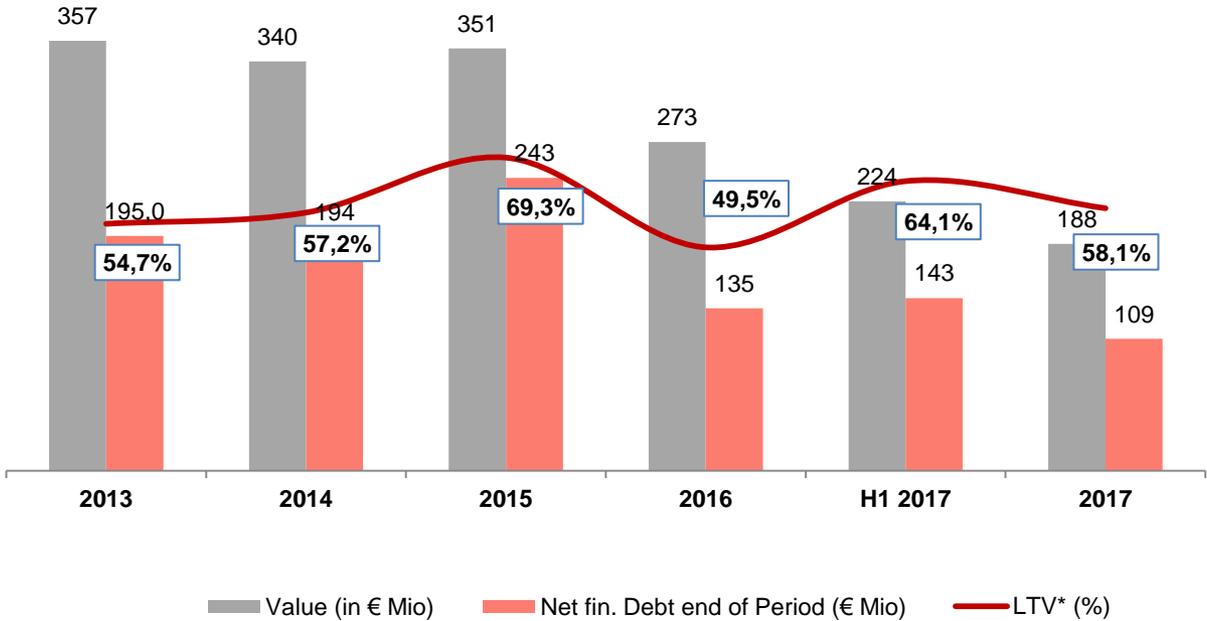
- Decrease with -1,5 EUR per share explained by the 2017 results, the values slightly revised for the Hotels, GBTL (as a consequence of the end of the DOC project) and French assets.

Based on 11,356,544 total shares

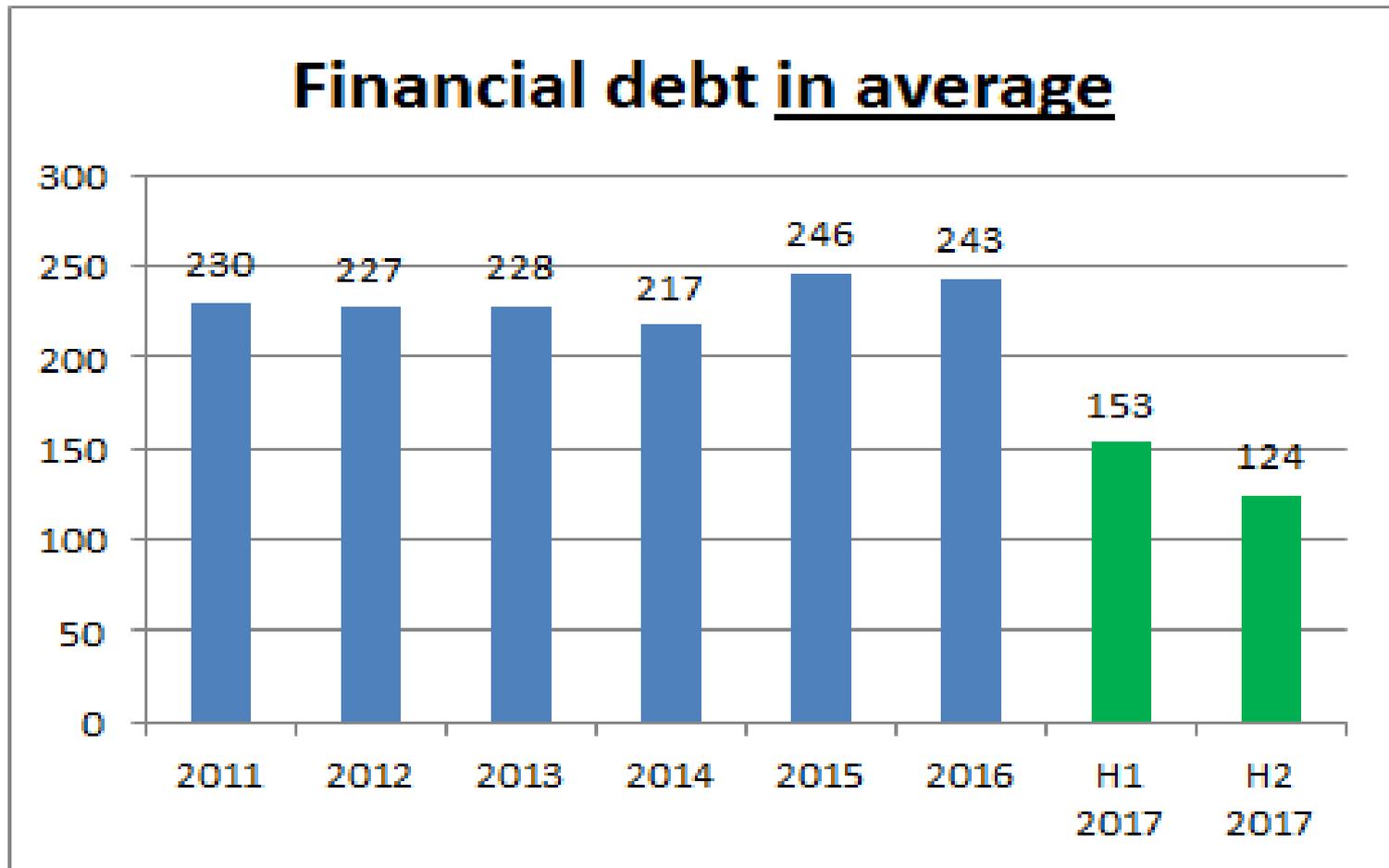


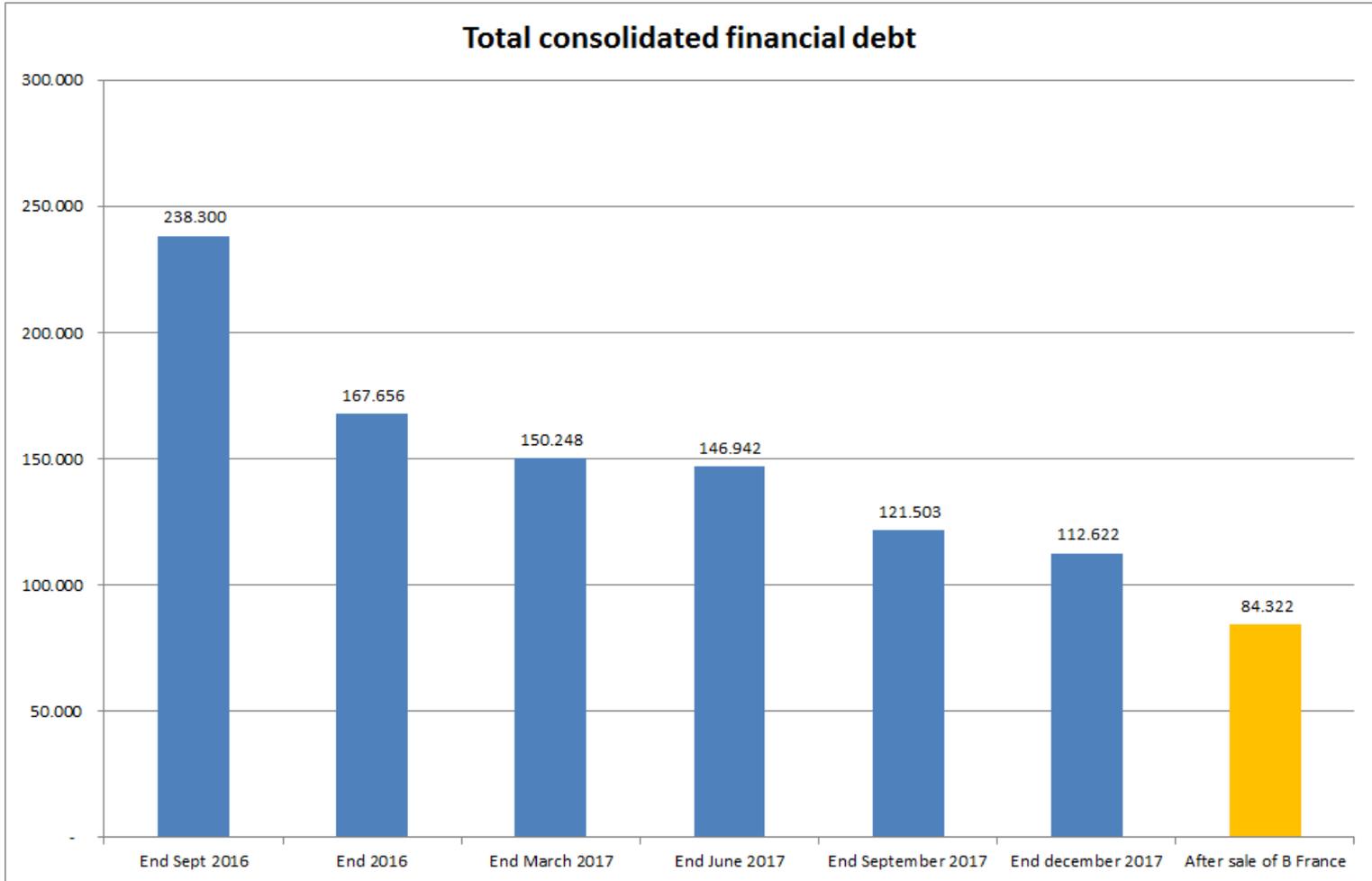
Financing

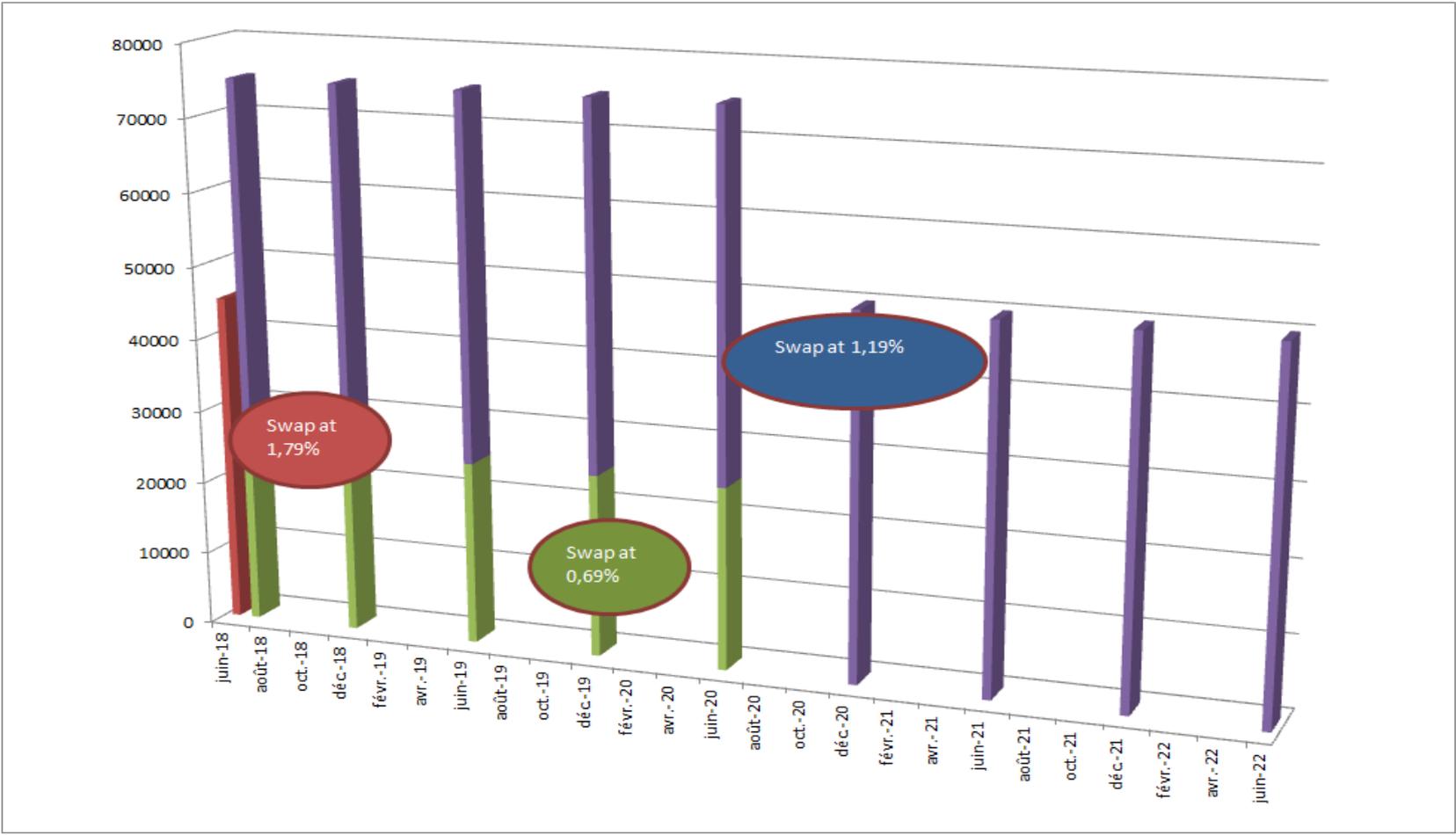
LTV Evolution (values in KEUR)



(*) Expressed as net financial debt on total assets







We comply with all the financial covenants associated to the syndicated loan (no longer valid as fully repaid) and the bonds 2018 & 2020.



Portfolio as of end 2017

- Existing assets
 - 14 buildings/assets
 - From which 4 are hold in partnerships
 - For a total of 143 000 m²
- Lands or assets to be developed
 - 12 assets/projects
 - From which 3 in partnership
 - For a total to be developed of 325 000 m² (our share)

Portfolio in SQM

<u>Existing buildings: 14 sites</u>			
	SQM	Our share	Existing SQM
Diamond Hartog	14.300	100%	14.300
Athena BP/Groenloo Vilvoorde	26.000	100%	26.000
Da Vinci H3	12.450	100%	12.450
North Plaza	14.500	100%	14.500
Da Vinci Quentris	3.050	100%	3.050
Da Vinci H5	3.800	100%	3.800
Da Vinci Raket Electrolux	8.250	100%	8.250
Rocquencourt	18.200	100%	18.200
Verpantin	4.800	100%	4.800
Anglet	4.600	100%	4.600
Atlantic House	28.000	15%	4.200
Dolce B14	5.900	49%	2.891
Dolce La Hulpe	36.000	49%	17.640
Dolce Chantilly	17.000	49%	8.330
		Total	143.011

<u>Land reserve for future developments : 12 sites</u>			
	SQM	Our share	SQM to be developed
Da Vinci H2	22.000	100%	22.000
Da Vinci H3 (additional)	21.550	100%	21.550
Da Vinci AES	22.700	100%	22.700
Ans	85.100	100%	85.100
SDEC Charleroi	72.600	100%	72.600
Forest 3	7.500	100%	7.500
Ghent v12	157.650	25%	39.413
Ghent v5	32.156	80%	25.725
Ghent v3	18.500	80%	14.800
La Défense	4.700	100%	4.700
Montpellier	6.350	100%	6.350
Nice	2.700	100%	2.700
		Total	325.137

List of Belgian assets

LIST OF ASSETS to DEVELOP

Rocquencourt (managed by Belgium even if in France)
Rocquencourt (18 200 sqm)



The Loop, Field 05,03 & 12
Ghent (80 000 sqm)



Forest Lot 3
Forest - Brussels (7 500 sqm)



Bonne Fortune
Ans (85 100 sqm)



Groenloo
Vilvoorde (26 000 sqm)



SDEC
Charleroi (72 600 sqm)



Da Vinci H2
Evere - Brussels (22 000 sqm)



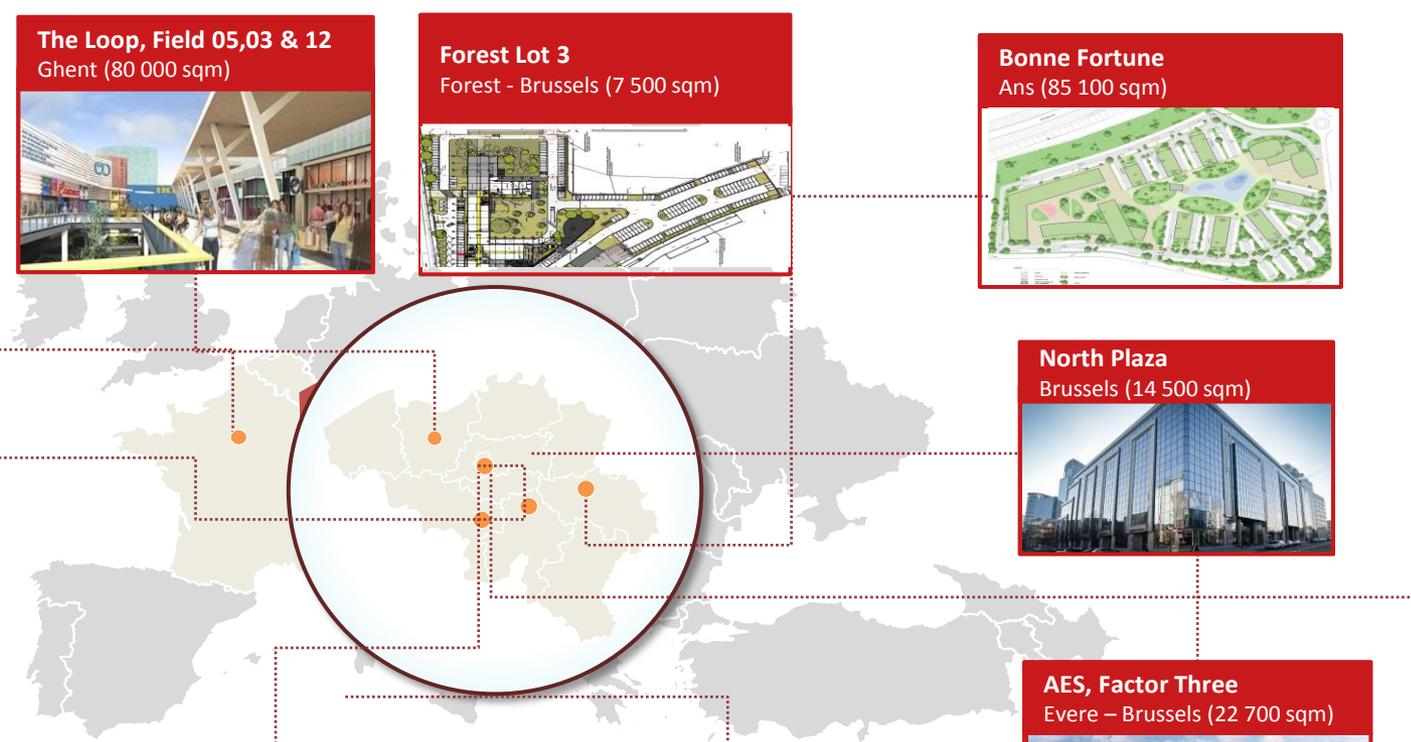
Da Vinci H3 (after Sep. 2023)
Evere – Brussels (21 550 sqm)



North Plaza
Brussels (14 500 sqm)



AES, Factor Three
Evere – Brussels (22 700 sqm)



List of Belgian assets

LIST OF NOI ASSETS

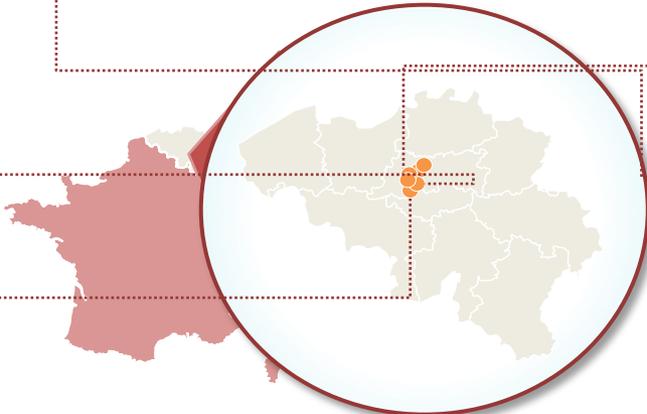
Da Vinci - Quentris
Brussels (3 050 sqm)



Da Vinci – Raket Invest
Brussels (8,250 sqm)



Dolce B14 – B09 – B10 – B11
La Hulpe (5 900 sqm)



Diamond & Hartog building
Brussels (14 300 sqm)



Da Vinci H5
Brussels (3,800 sqm)



Da Vinci H3
Brussels (12 450 sqm)





Strategy and Perspectives

Our strategy is: « back to basics »

- In the Offices and in Belgium
- Built-to-Suit or multi tenants projects to be developed on Banimmo's wide land reserve at Ghent, Ans, Charleroi and Brussels.
 - Banimmo is convinced of the existing potential for Offices of around 5-7 000 m² on these locations.
- Heavy refurbishments due to accelerated obsolescence.
- Focus also put on the occupancy level of the productive assets

Before end May 2018: priority to the bond repayment

- Sale and refinancing process in order to repay the bond issue of May 30, 2018 for an amount of 34M
- The estimated LTV as of end May will be between 42-43% with a gearing just above 1.

After the summer 2018: back on the market!

- Start of works at Ghent Field 5 where 2 permits can be executed
- Request of building permits for first development in Ans
- Search for new acquisition, opportunistic, 5-6000 sqm Offices, CBD Brussels.
- ...



Thank you for your attention



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