



WDP
INVESTOR DAY
2018

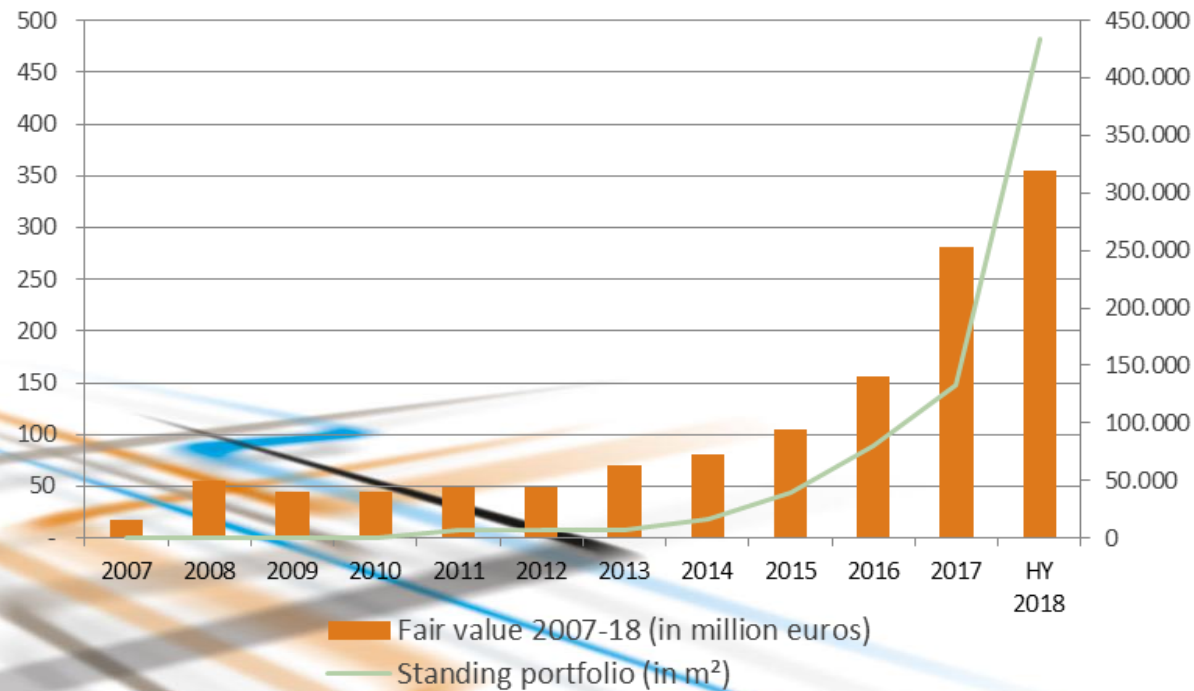
WDP Romania

AGENDA

- ▶ Milestones
- ▶ Property portfolio
- ▶ Romania, strategic region for WDP



ACCELERATION OF GROWTH



MILESTONES

2007

entry Romanian market | partnership with specialist Jeroen Biermans | acquisition of strategic land reserve

2008

2009

post-crisis | first pre-let development projects after a few years of ground work | mainly for automotive manufacturing industry | EIB financing package as part of regional development support initiative

2010

2011

2012

further increasing footprint | implementation of solar energy programme

2013

2014

doubling portfolio towards 100.000 m² thanks to re-shoring of production activities

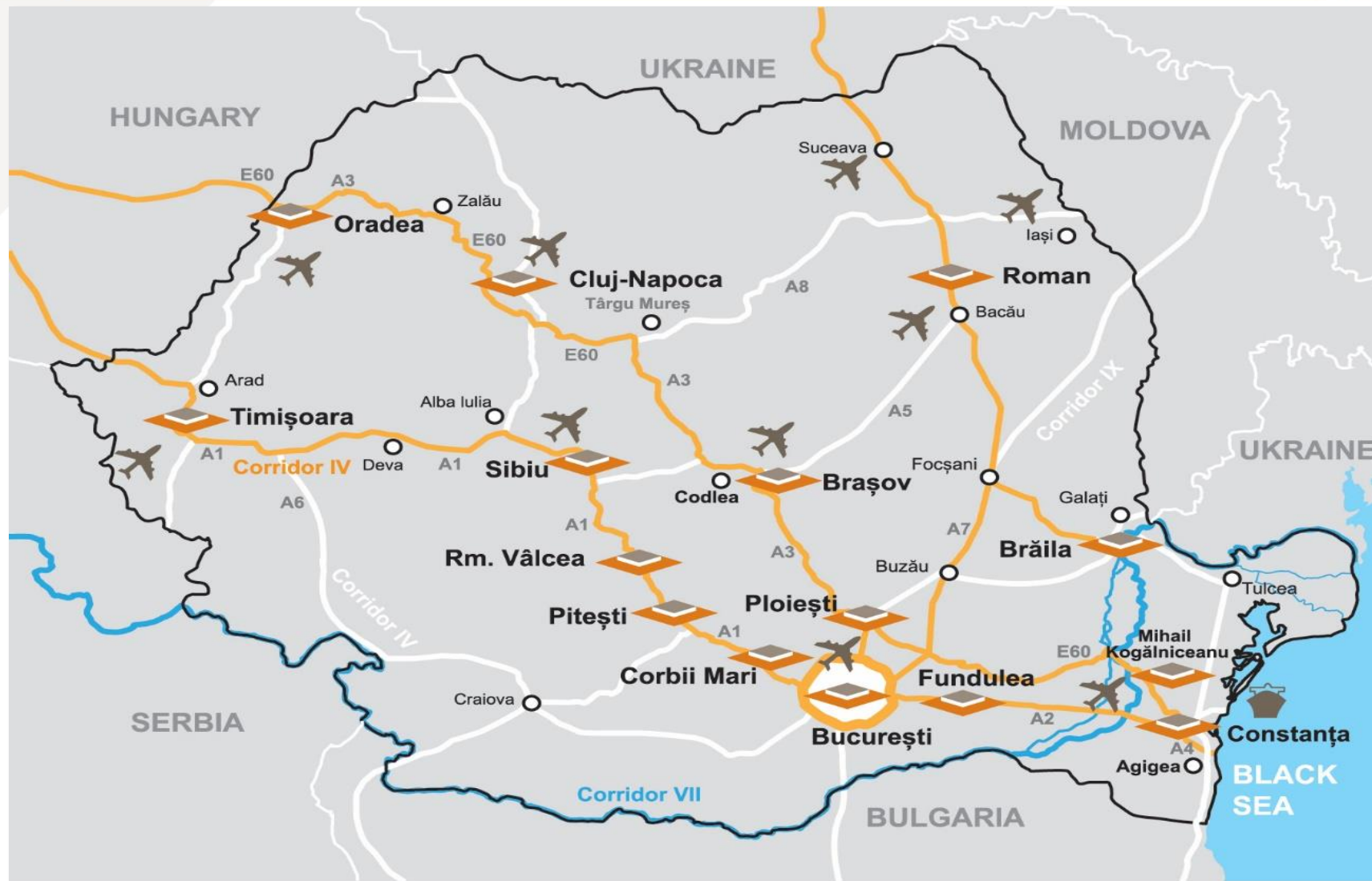
2015

2016

acceleration of deployment as a result of strong economic growth

2017

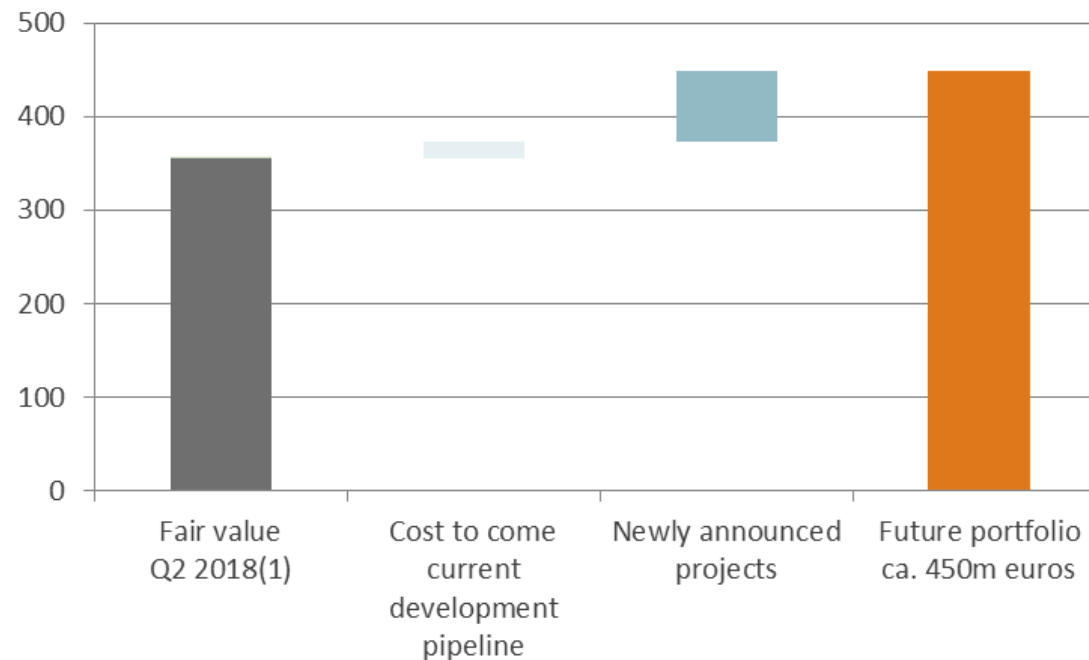
2018



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WAREHOUSES WITH BRAINS

SECURED GROWTH ROMANIAN PORTFOLIO



5

- ▶ On track to meet target of 500m euros portfolio by 2020
- ▶ Representing ~15% of total WDP property portfolio
- ▶ Including 42m euros of land reserve, boasting >500,000 m² of development potential

(1) Including solar panels.

KEY FIGURES

HY 2018

sites

18

Gross
lettable area
430,000
m²

customers

36

Average lease
duration till
first break
9,1
y

Fair value
~350m
euros

6

INCLUDING
DEVELOPMENT PIPELINE⁽¹⁾

sites

20

Gross
lettable area
680,000
m²

customers

46

Average lease
duration till
first break
8,5
y

Fair value
~450m
euros

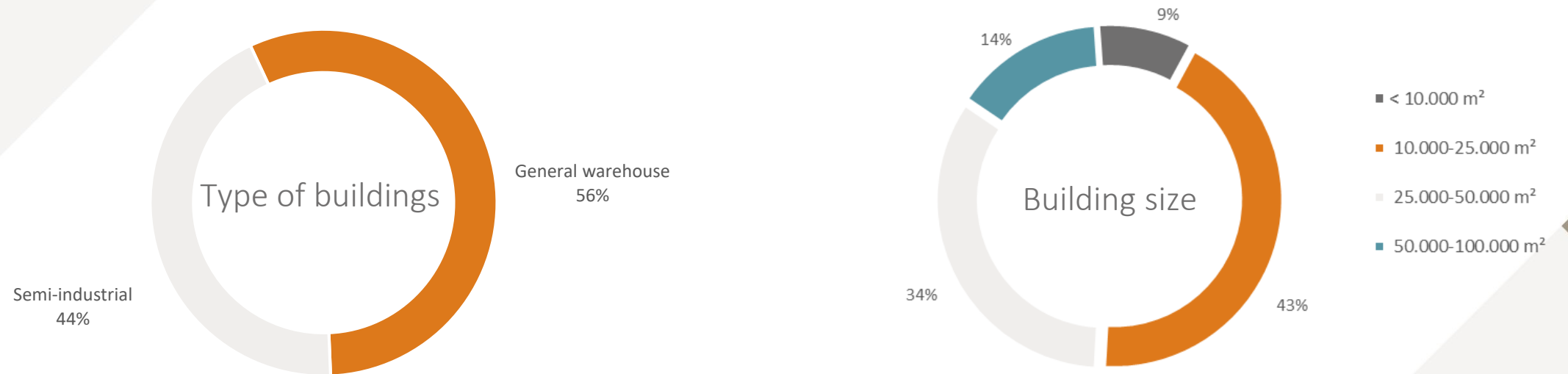
(1) Based on the existing development pipeline and the newly announced projects.



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HIGH-QUALITY PORTFOLIO



LONG-TERM CONSIDERATION AND ENTREPRENEURSHIP

- ▶ Locations on strategic logistic corridors and clustering via industrial parks
- ▶ Robust building quality, integrating sustainability & flexibility throughout lifecycle
- ▶ Diversified portfolio and integrated facility management to tailor clients' needs

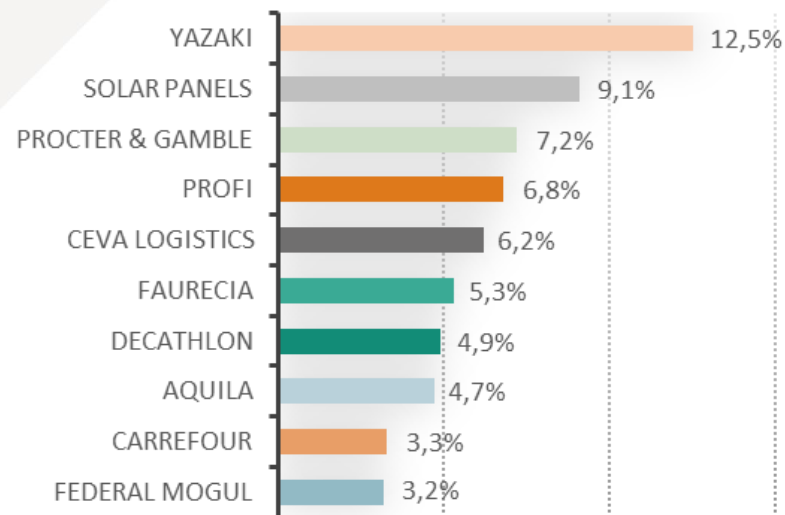


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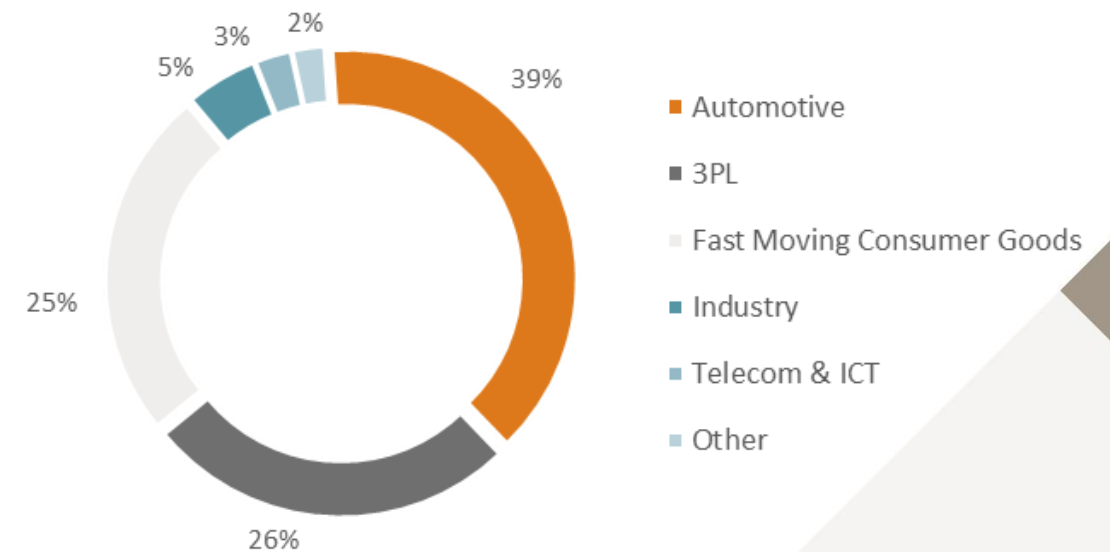
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DIVERSIFIED CLIENT BASE

Top-10 tenants



Tenant industry activities



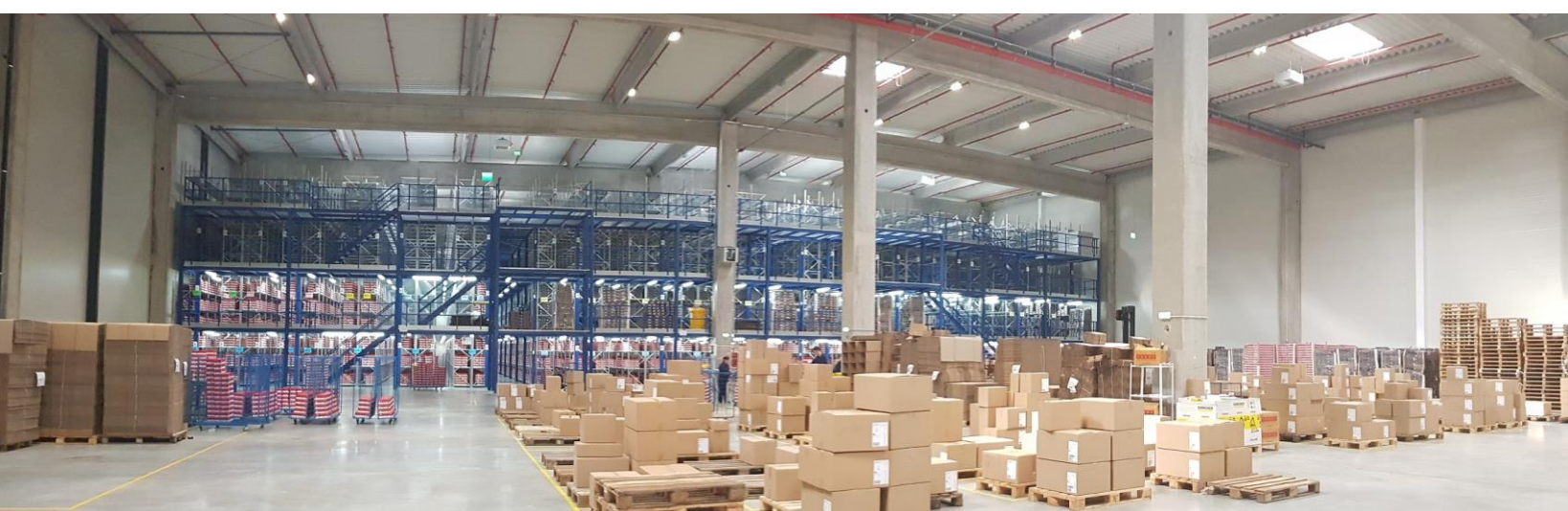
WELL-SPREAD TENANT PROFILE

- ▶ Active in multiple industries and predominantly large (inter)national corporates
- ▶ Healthy mix between end-users and logistic service providers



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GROWTH AREA COMPLEMENTARY TO EXISTING PORTFOLIO

- ▶ Further market potential
 - ▶ Strong growth market in need for logistics infrastructure
 - ▶ First mover advantage (one of the key players in the market)
- ▶ Strong commercial franchise
 - ▶ Frequent repeat business through extensions and new sites
 - ▶ Increasing cross-selling with cross-border clients (Carrefour, CEVA Logistics, Kuehne + Nagel etc.)
- ▶ Solid local platform with full support of the group
 - ▶ #TeamRO: similar to #TeamBE and #TeamNL with intra-group knowledge sharing
 - ▶ Experienced and motivated partner with strong alignment through 20% equity interest



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