
WAREHOUSES WITH BRAINS

Full Year Results 2011
February 15, 2012



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Agenda

- Introduction
- Highlights FY 2011
- Operational review
- Portfolio overview
- Financing structure
- Results analysis
- WDP share
- Outlook
- Visuals



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Introduction

- By Mark Duyck, Chairman

“Timeo Danaos et dona ferentes”
Vergilius, Aeneis



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WDP in a nutshell

Pure player in warehouse sector

Developments

- New build
- Refurbishments

Acquisitions

- Portfolios
- Sale & rent back

CO₂ abatement

- BREEAM
- Renewable energy

Active & flexible investor

- Creating long-term partnerships
- Focus on sustainability
- Internal commercial, development & property management teams

Built on solid foundations

- Supported by defensive REIT status
- Geographic diversification
- Long-dated experience with dedicated strategy for > 35y



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Highlights FY 2011

■ Operational

- New important lettings bring occupancy to >96% (Wallonia, France)
- Strategic acquisitions (Wereldhave, Genk, Betafence, Alphen, solar panels)
- Market leader Benelux (deployment in second home market Netherlands)

■ Financial

- Success of optional dividend & contribution in kind (reinforcing equity base)
- New financing packages (2012-13 refinancing, new credit facilities to fund growth)
- Restructuring of hedges (lengthening maturity & lowering average rate)

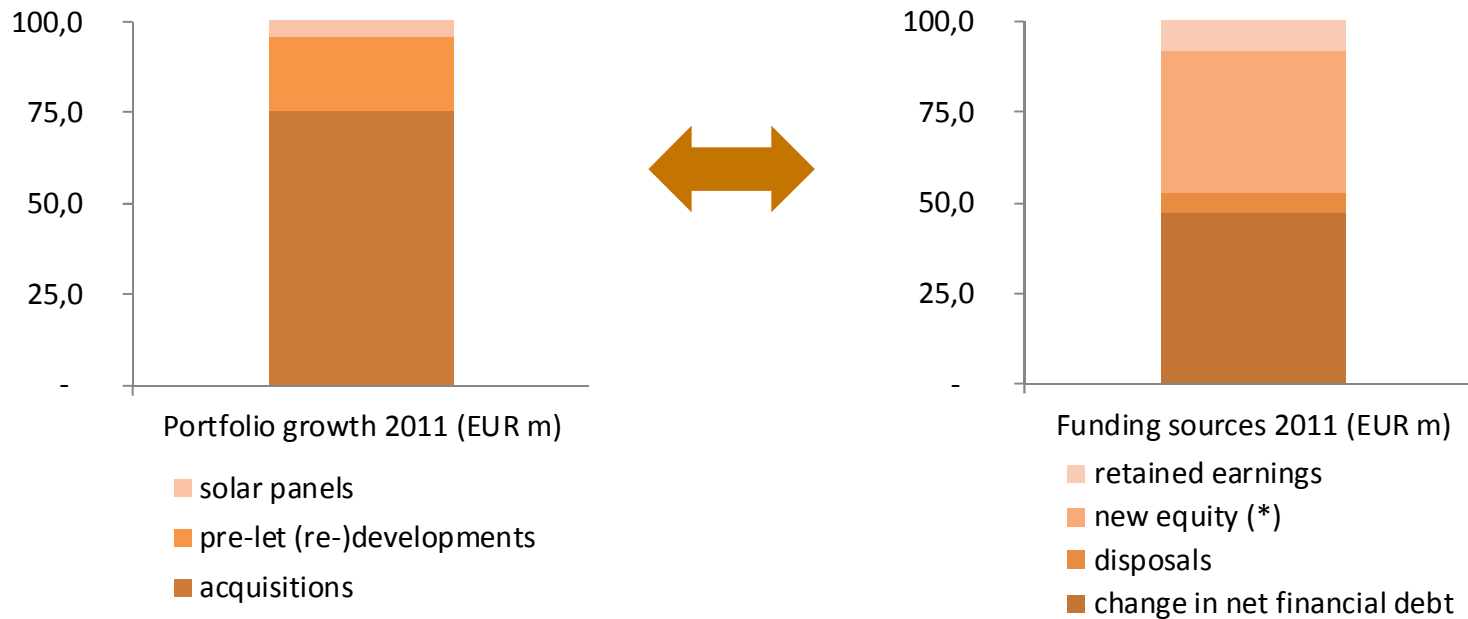
■ Results

- Significant growth of the net current result in 2011 (+ 10% on a per share basis) (*)
- Dividend forecast of EUR 2.94 per share confirmed (based on 90% payout ratio) (**)
- Optional dividend to be repeated (details to be communicated on AGM)

(*) Based on the weighted average number of outstanding shares

(**) Based on the total number of dividend entitled shares

Highlights FY 2011



- Global investment volume of EUR 100m
- Based on a constant debt ratio of 55%

(*) During 2011 EUR 39m new equity was raised through the stock dividend (EUR 23m) and the acquisition of the distribution centre from Betafence through payment in shares (EUR16m)



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Highlights FY 2011

KEY FIGURES	31.12.2011	31.12.2010
Operational		
Fair value of real estate portfolio (incl. solar panels) (EUR m)	989,4	889,2
Gross rental yield (incl. vacancy) (%)	8,3%	8,3%
Net initial yield (EPRA) (%)	7,5%	7,5%
Average lease duration (till first break) (y)	7,2	6,1
Occupancy rate (%)	96,7%	95,7%
Like-for-like rental growth (%)	2,8%	n/a
Operating margin (%)	91,7%	91,8%
Per share data (EUR)		
Net current result (EPRA)	3,42	3,11
Result on portfolio	0,21	-0,33
IAS 39 result	-1,34	-0,18
Net result	2,29	2,60
NAV (IFRS)	29,43	29,62
NAV (EPRA)	33,32	32,48
NNNAV (EPRA)	29,43	29,62

Purchases

Transaction	Country	Type	Investment
■ Wereldhave	NL	logistics portfolio	EUR 42m
■ Genk	BE	warehouse	EUR 9m
■ Betafence	BE	sale & rent back	EUR 16m
■ Alphen ad Rijn	NL	logistic asset	EUR 7m
■ Heppignies	BE	strategic land position	EUR 2m (*)
■ Solar panels	BE	1.8MWp on rooftops	EUR 4m



- Total investment of EUR 80m
- Profitable strengthening of market position

(*) Excluding the cost for land remediation that is to be executed



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Disposals

Transaction	Country	Type	Divestment
■ Anderlecht	BE	8 th floor office building	EUR 0.3m
■ Wespelaar	BE	older logistic building	EUR 1.9m
■ Boom	BE	undeveloped land	EUR 0.6m
■ Receivable	NL	Kuehne + Nagel	EUR 2.8m



- Total disposals of EUR 6m
- Smaller non-strategic assets



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Projects executed

Location	Country	Surface	Completion	Tenant
■ Merchtem	BE	3,000m ²	Q3 2011	Aldi & Brico
■ Flémalle	BE	5,700m ²	Q3 2011	DPD
■ Libercourt	FR	6,000m ²	Q3 2011	Condi Services
■ Oarja (*)	RO	5,000m ²	Q3 2011	Röchling
■ Oarja (*)	RO	7,000m ²	Q4 2011	Pelzer-Pimsa
■ Puurs	BE	14,000m ²	Q4 2011	Femstaal
Total		34,700m ² (**)		



- Total capex of EUR 15m
- Yield on total cost above 8%

(*) 51% WDP share

(**) WDP share

Projects in execution (pre-let)

Location	Country	Surface	Completion	Tenant
■ Mollem	BE	3,200m ²	Q1 2012	Lactalis
■ Willebroek	BE	15,000m ²	Q3 2012	Distrilog
■ Schiphol	NL	10,000m ²	Q3 2012	Rapid
Total		28,200m ² (**)		



- Total capex of EUR 24m (EUR 4m expensed to date)
- Yield on total cost above 8%

(*) 51% WDP share

(**) WDP share



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Projects on hold (unlet)

Location	Country	Surface	Strategy
■ Venlo	NL	15,000m ²	on hold, prospecting clients
■ Ternat	BE	10,000m ²	renovation in function of tenants
Total		25,000m ²	



- Investment value of EUR 16m (*)
- 25,000m² down from 45,000m² y/y

(*) Limited cash out to finish sites.

Development potential (uncommitted)

Location	Country	Buildable surface (*)
■ St.-Niklaas	BE	28,000m ²
■ Nivelles	BE	25,000m ²
■ Courcelles	BE	10,000m ²
■ Trilogiport	BE	50,000m ² (**)
■ Heppignies	BE	80,000m ²
■ Libercourt	FR	24,000m ²
■ Nprevaska	CZ	10,000m ²
■ Various	RO	tbd



- Land positions with an investment value of EUR 44.4m
- Initiation subject to preletting, secured financing & permits

(*) Potential surfaces that could be built on the sites

(**) Concession



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Sustainability

■ Investments renewable energy

- Covered rooftops of 7 sites in Belgium with 1.8MWp solar panels
- Total of 15MWp solar panels in operation on rooftops in Belgium
- 2011: solar panel income stands for 9% of revenues

■ Various initiatives to reduce CO₂ footprint

- Initiated sustainable lighting project (cfr. Mollem – first ‘fully-LED’ warehouse in BE)
- BREEAM certification for new projects (Willebroek, Schiphol)
- Constant dialogue with tenants to reduce heating and electricity consumption

■ Looking ahead

- Political headwind reduces economic viability and lengthens project lead time
- Examining various alternatives
- 30MW target to achieve CO₂ neutral portfolio through ‘reduce & compensate’

Geographical footprint

Portfolio fair value split end 2011(*)

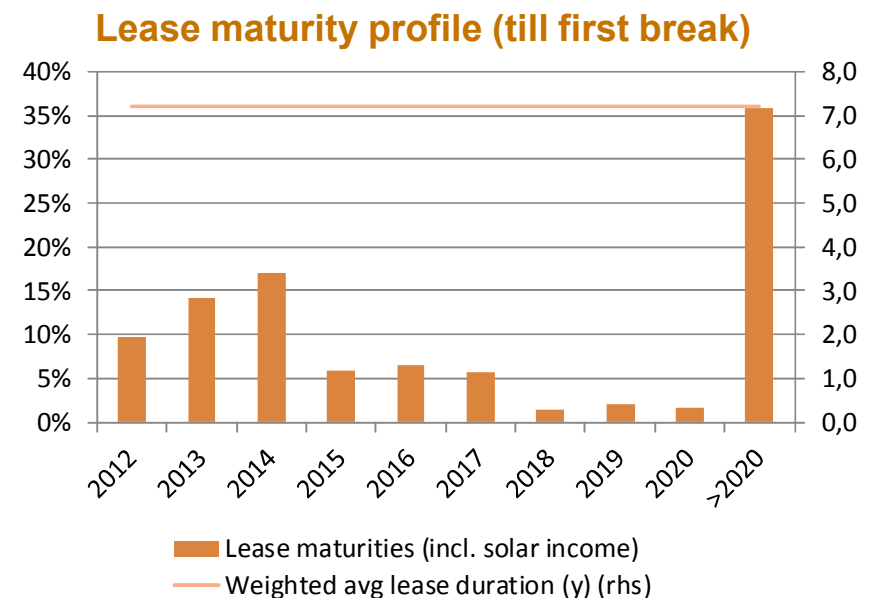
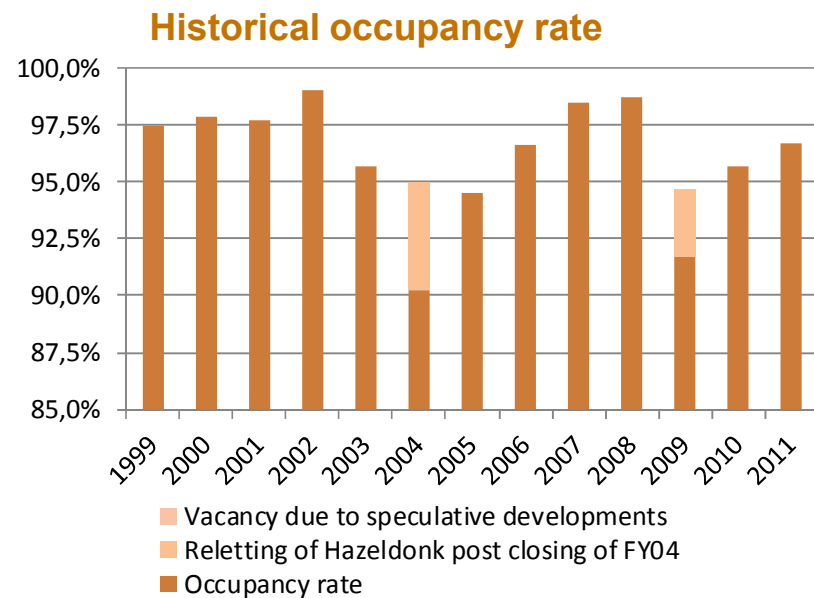


(*) Excluding solar panels and including projects. Vacancy rate excluding solar panels

Occupancy

■ Strong leasing activity in 2011

- Occupancy rate 96.7% end 2011 (vs. 95.7% end 2010)
- Lease renewal rate of 90%
- Leasing up of vacant space in Wallonia, France

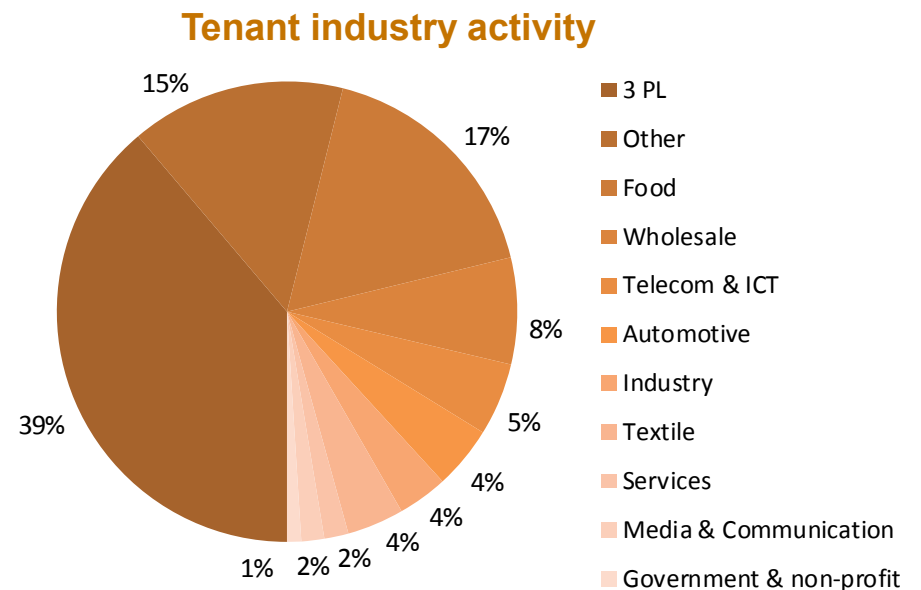
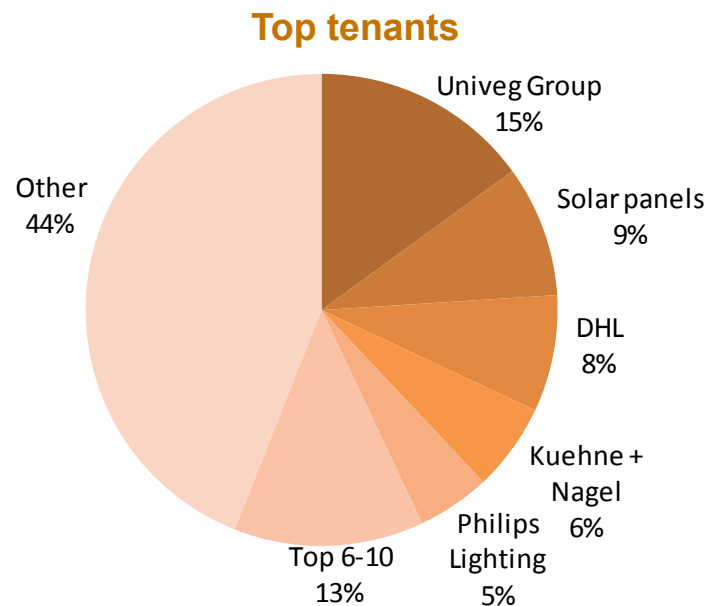


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Diversified client base...

■ Well-spread tenant profile

- Active in multiple industries & predominantly large (inter)national corporates
- Top tenants spread over multiple buildings / businesses / countries
- Strong historical client retention rate



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...with long-term leases

■ Income visibility

- Univeg & solar panels stand for a quarter of income for 17y
- Average lease duration till first break of investments in 2011 equals nearly 10y
- 35% of contracts have a duration of minimum 10y

Lease duration

(in years)	Avg duration till first break	Avg duration till expiration
Excl. solar income	6.2y	8.9y
Incl. solar income	7.2y	9.7y



FY 2011 Consolidated results

EUR x 1.000	FY 2011	FY 2010	% Growth
Net current profit			
Net rental result	63.103	57.985	8,8%
Income from solar energy	6.209	5.029	23,5%
Other operating income/charges	-218	-349	-37,4%
Property result	69.094	62.665	10,3%
Property costs	-1.403	-1.285	9,2%
Corporate overheads	-4.362	-3.831	13,9%
Net profit on property	63.330	57.550	10,0%
Financial result excl. IAS 39 result	-18.917	-18.485	2,3%
Taxes on net current result	-87	-864	-90,0%
Deferred taxes on net current result	-58	823	-107,0%
Net current profit	44.269	39.024	13,4%
Result on the portfolio			
Changes in fair value of property investments (+/-)	3.399	-5.538	n.r
Result on the disposals of property investments (+/-)	17	-69	n.r
Deferred taxes on the result of the portfolio	-708	1.442	n.r
Result on the portfolio	2.708	-4.165	n.r
IAS 39 result			
Variation in the fair value of financial instruments (IAS 39 impact)	-17.272	-2.256	n.r
Deferred taxes on revaluation of IRSs	-	-	n.r
IAS 39 result	-17.272	-2.256	n.r
NET PROFIT	29.705	32.603	n.r



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FY 2011 Consolidated results

Per share data	FY 2011	FY 2010	% Growth
Net current result (EPRA) (*)	3,42	3,11	9,7%
Portfolio result	0,21	-0,33	n.r.
IAS 39 result	-1,33	-0,18	n.r.
Net profit	2,29	2,60	n.r.
Weighted average number of outstanding shares	12.958.501	12.533.938	3,4%
Net current result (**)	3,25	3,11	4,3%
Total number of dividend entitled shares	13.638.521	12.533.938	8,8%

(*) Based on the weighted average number of outstanding shares and based on EPRA Best Practices Recommendations (www.epra.com).

(**) Based on the total number of dividend entitled shares



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FY 2011 Consolidated B/S

EUR x 1.000	31.12.2011	31.12.2010	31.12.2009
Intangible fixed assets	310	422	287
Property investments	908.089	821.511	815.392
Other tangible fixed assets (incl. solar panels)	68.185	65.773	55.232
Financial fixed assets	11.418	12.535	11.737
Financial lease receivables	-	107	195
Trade receivables and other fixed assets	4.409	6.150	168
Deferred tax assets	-	-	836
Fixed assets	992.410	906.498	883.847
Assets intended for sale	14.310	2.850	14.199
Financial leasing receivables	-	88	83
Trade debtors receivables	6.649	7.812	9.678
Tax receivables and other current assets	1.431	1.824	3.108
Cash and cash equivalents	1.704	1.209	2.204
Deferrals and accruals	2.380	2.100	2.959
Current assets	26.474	15.883	32.230
TOTAL ASSETS	1.018.884	922.381	916.076



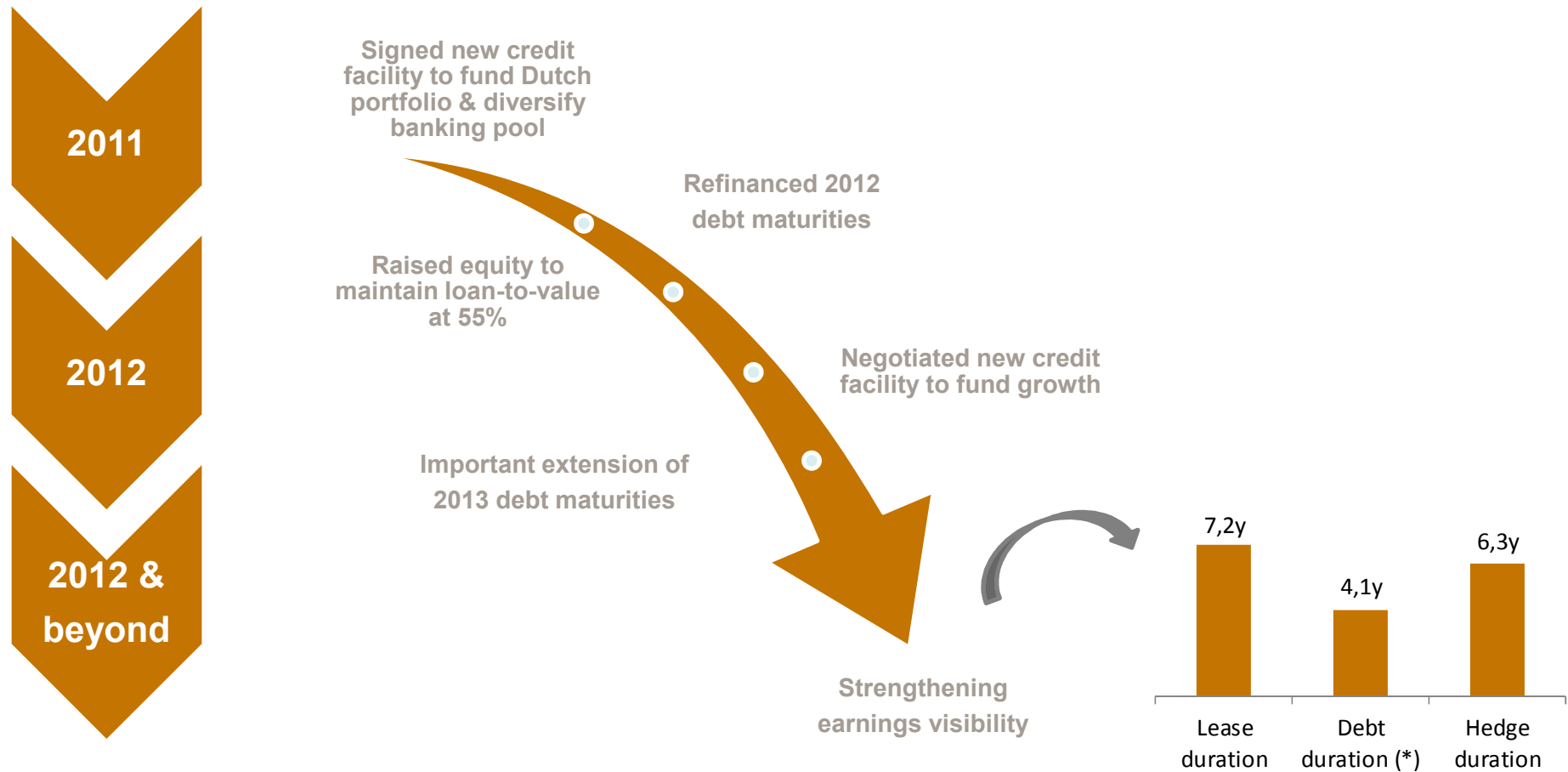
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FY 2011 Consolidated B/S

EUR x 1.000	31.12.2011	31.12.2010	31.12.2009
Capital	106.336	97.853	97.853
Issue premiums	94.168	63.961	63.961
Reserves	171.127	176.870	204.592
Net result of the financial year	29.704	32.602	437
Equity capital	401.334	371.286	366.843
Long-term liabilities	477.594	411.691	413.651
Short-term liabilities	139.956	139.404	135.583
Liabilities	617.550	551.095	549.233
TOTAL LIABILITIES	1.018.884	922.381	916.076

Metrics			
NAV (IFRS)	29,43	29,62	29,27
NAV (EPRA)	33,32	32,48	32,26
NNNAV (EPRA)	29,43	29,62	29,27
Share price	37,06	36,65	33,93
Premium / discount	11,5%	12,5%	5,9%
Debt ratio	55,1%	55,2%	55,3%

Financial management



(*) Equivalent to the duration of long-term committed credit facilities, including new financing operations realized between the closing date of FY11 and the publication of the FY11 results.



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Financial management

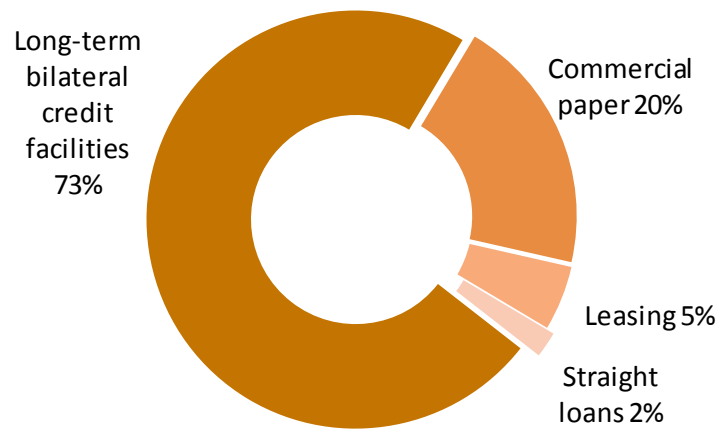
- Management of capital structure
 - Loan-to-value stable at 55%
 - Including EUR 100m investment volume realized in 2011
 - Reinforcing equity base by EUR 45m (optional dividend, Betafence, retained earnings)
- New financing
 - Refi 2012-13: BNPPF EUR 25m and ING EUR 75m
 - New financing package with ABN AMRO of EUR 80+25m to fund Dutch portfolio
 - New credit facility of EUR 40m with KBC to fund future growth
- Reinforced hedging
 - Extension of hedging period to 6.3 years from 4.9 years
 - Lower average hedge rate to 3.7% from 4.1%
 - Hedge ratio at 76%

Financing structure

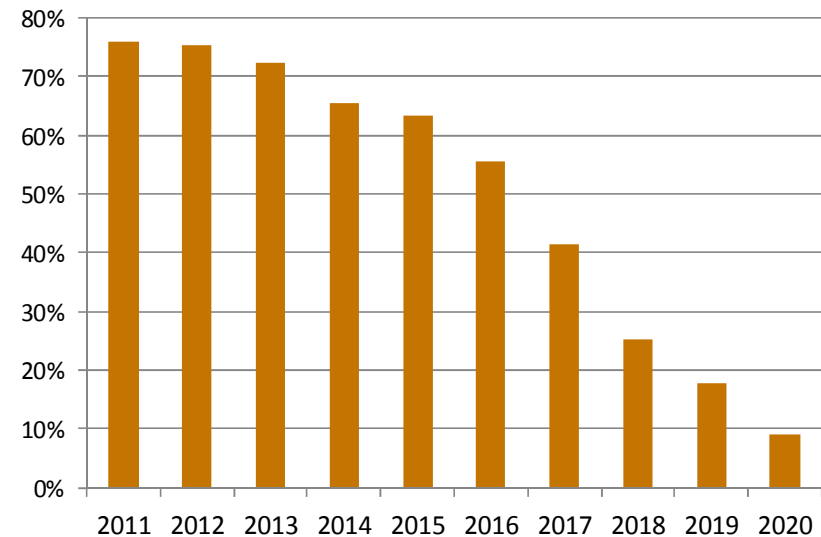
■ Solid debt metrics

- Debt ratio stable at 55%
- ICR at 3.1x
- Cost of debt at 4.0%

Debt composition



Evolution hedge ratio



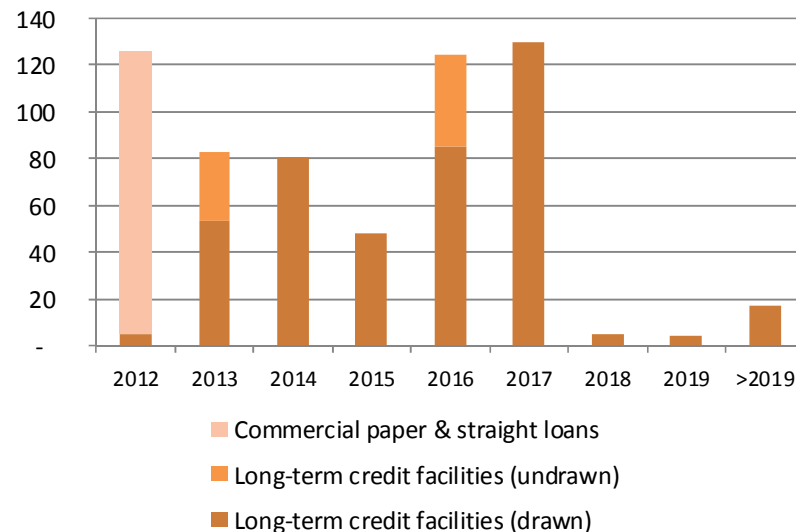
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Financing structure

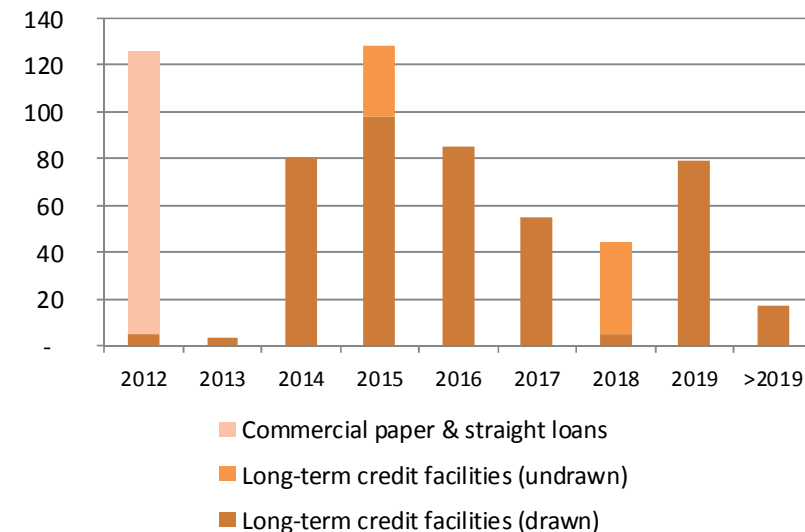
■ Lengthening of debt maturities

- Duration of outstanding debt of 3.5y (*)
- Duration of long-term credit facilities of min. 4.1y and max. 4.9y (**)
- Committed undrawn long-term credit lines of EUR 70m

Debt maturities (min.) (*)



Debt maturities (max.) (*)



(*) Including the refinancing of existing credit facilities realized post closing date.

(**) Some loans are structured with a renewal option at the discretion of the lenders. The minimum loan duration assumes these renewal options are not exercised. The maximum loan duration assumes the loans are rolled over at the date of the renewal.



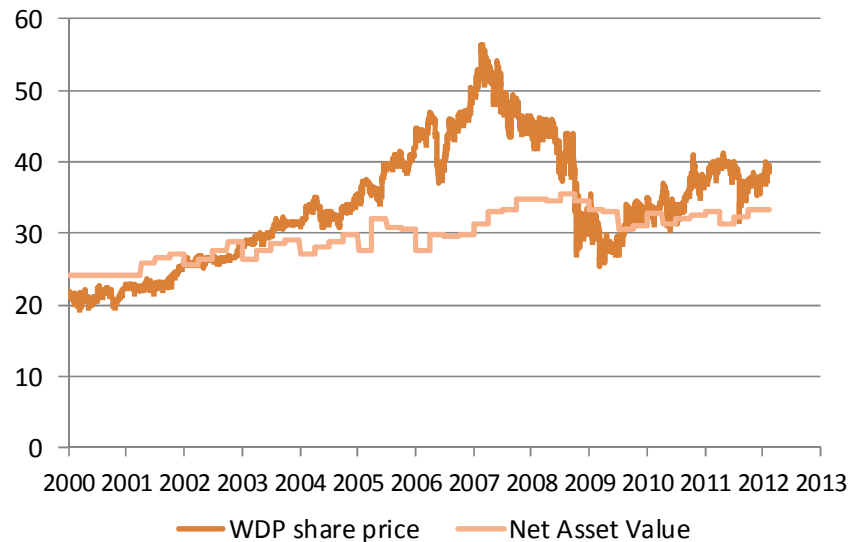
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WDP share

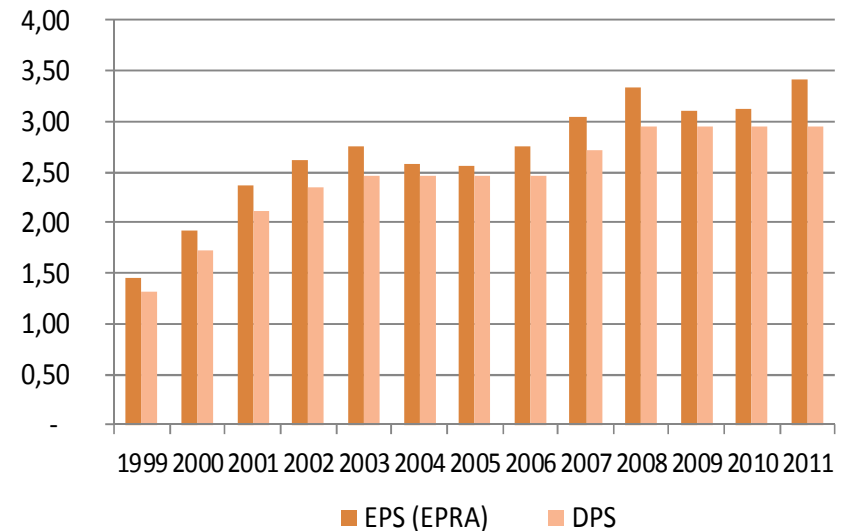
■ Share statistics

- NAV (EPRA) per share of EUR 33.3 vs. share price of EUR 39.0 (*)
- Market cap of ca. EUR 525m
- Free float of 70% - Family Jos De Pauw 30%

WDP share price vs. NAV



EPS & DPS history



(*) Closing share price of February 13, 2012

WDP share

Return of WDP share

	2011	Average since IPO/Year
WDP	8.6%	11.6%
GPR 250 Belgium	-5.0%	4.7%
GPR 250 Europe	-10.4%	5.0%
BEL 20	-19.2%	-3.2%



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Delivering on strategic growth plan

Strategic pillar

- Letting projects
- CO₂ investment plan
- Investments

Achievements

- Reduction of vacancy standing portfolio
- Secured pre-lettings for existing projects
- Delivered first projects in Romania

- Today 15 of 30MWp
- Investigating various opportunities
- BREEAM & sustainable lighting projects

- EUR 100m investment volume realized
- Debt ratio maintained at 55%
- New projects launched in BE & NL



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Outlook 2012

- Expected net current result of minimum EUR 49m (*)...
- ...based on good fundamentals (high occupancy, long lease duration)

- Expected dividend +5% to EUR 3.10 per share...
- ...based on a payout ratio of 90%

- Gearing ratio expected of around 55%
- Expected average occupancy rate of at least 95%

(*) Based on the present situation and barring unforeseen events (such as a material deterioration of the economic and financial environment) and a constant level of solar irradiation

Disclaimer

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Question time



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