

# Befimmo

## **Befimmo, shiftmaker**

Presentation Éditions & Séminaires  
9 octobre 2019





# The Belgian specialist in work environments



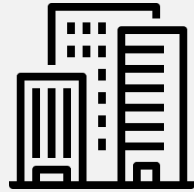
**€2.7 bn**  
Portfolio  
value

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**€59.24**  
NAV per  
share

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**40.68%**  
Loan-to-  
value



Real estate  
operator business

**76**  
Office  
buildings

**€140 million**  
Revenues

**95.46%**  
Occupancy



Coworking  
business

**5**  
Spaces

**€8 million**  
Revenues

**100%**  
Occupancy of  
mature spaces



**€1.4 bn**  
Market  
capitalisation

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**6.82%**  
Dividend yield  
(based on share price of  
€50.6 as at 30 June 2019)



# Agile approach in a fast moving environment

## Trends

### Changing ways of working and living

Emergence of new technologies and digital revolution

Talent attraction

Work-life balance and well-being

Metropolisation

Mobility

Environmental concerns

## Befimmo's business model

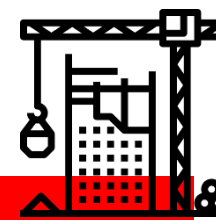
### Providing places to work, meet, share and live

Belux pure player in offices



#### ASSET MANAGEMENT & ROTATION

Proactive management of quality work environments with city centre focus in a Belux network



#### ASSET DEVELOPMENT

Future proof developments to create value in a low yielding environment

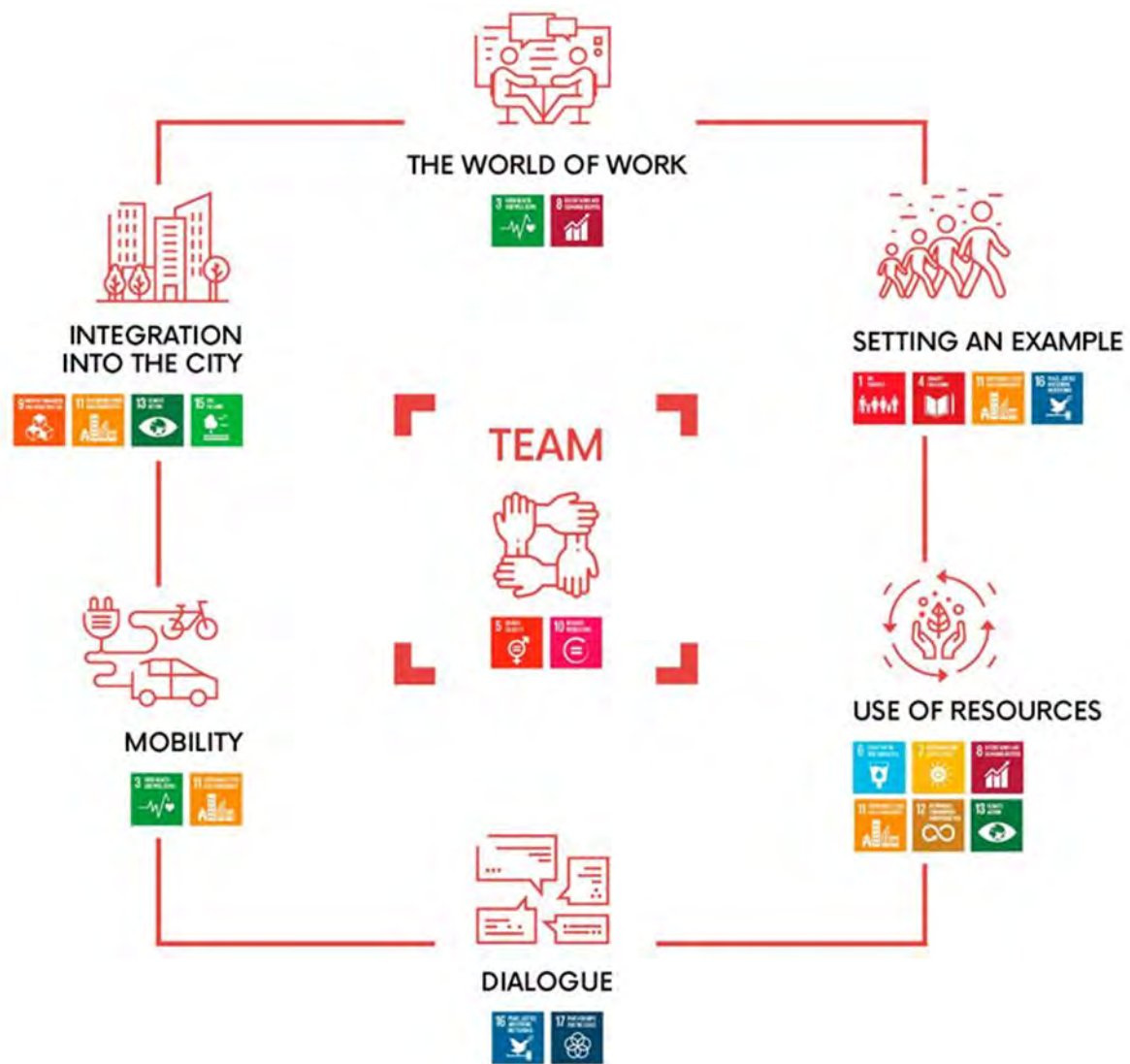


#### OFFICE AS A SERVICE SOLUTIONS

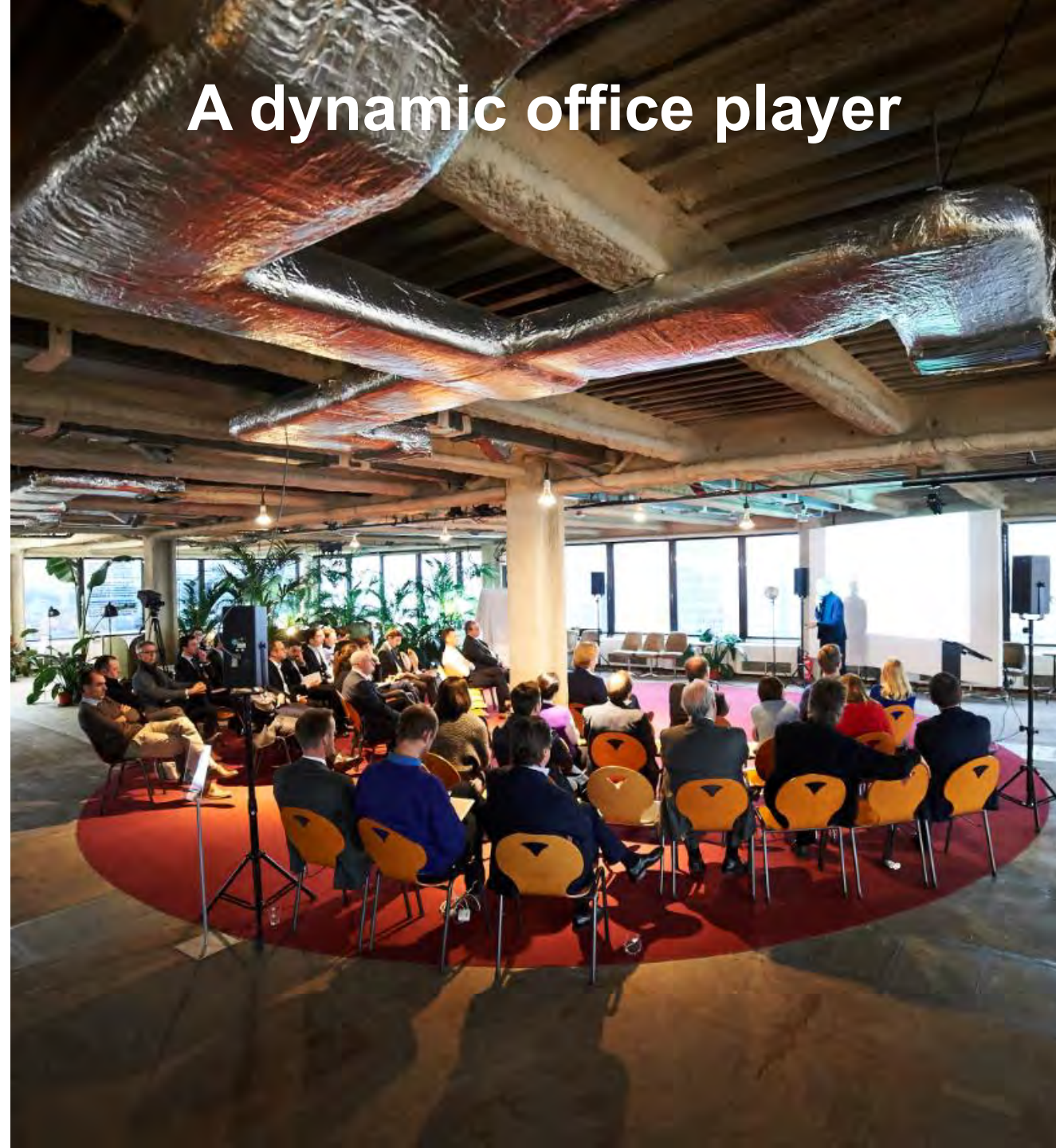
Offering flexibility, community & services

Sustainable & innovative approach and tenant's empowerment at the centre of our strategy





A dynamic office player







Flexible  
office  
revolution

Befimmo





## Coworking solution to

« Office tenants see flexible coworking concepts no longer as just a way to manage costs, but also as a way to innovate, work together with other entrepreneurs and to attract talent. »

evolving needs





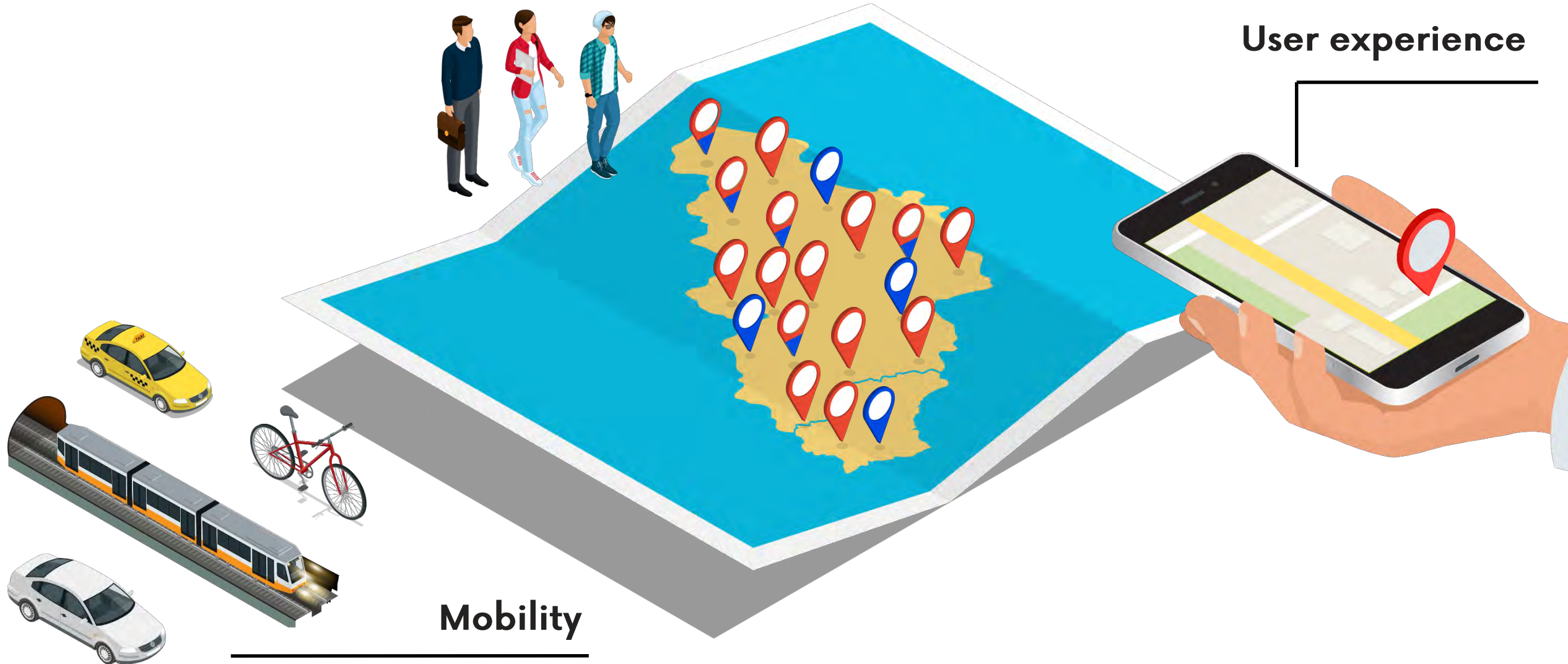


## Flexible solutions

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## User experience

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## Mobility

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# Silversquare, Belgian pioneer in coworking



## 5 existing spaces



Leopold area  
Brussels CBD



Louise area  
Brussels CBD



Luxembourg city  
G-D of  
Luxembourg



Louise area  
Brussels CBD



University area  
Brussels  
decentralized

**14 000 m<sup>2</sup>**  
of coworking spaces



**+1300**  
Members  
Companies



**+300**  
Events/year





# Ambitious pipeline to expand the network



## 5 new spaces

## 2 extensions



**ZAVENTEM**

Brussels  
periphery

Sept 2019



**THE PLATINUM**

Brussels CBD

H1 2020



**CENTRAL GATE**

Brussels CBD

Sept 2020



**PARADIS  
EXPRESS**

Liège

2021



**QUATUOR**

Brussels CBD

2021



**EUROPE**

Brussels CBD

2019



**STEPHANIE**

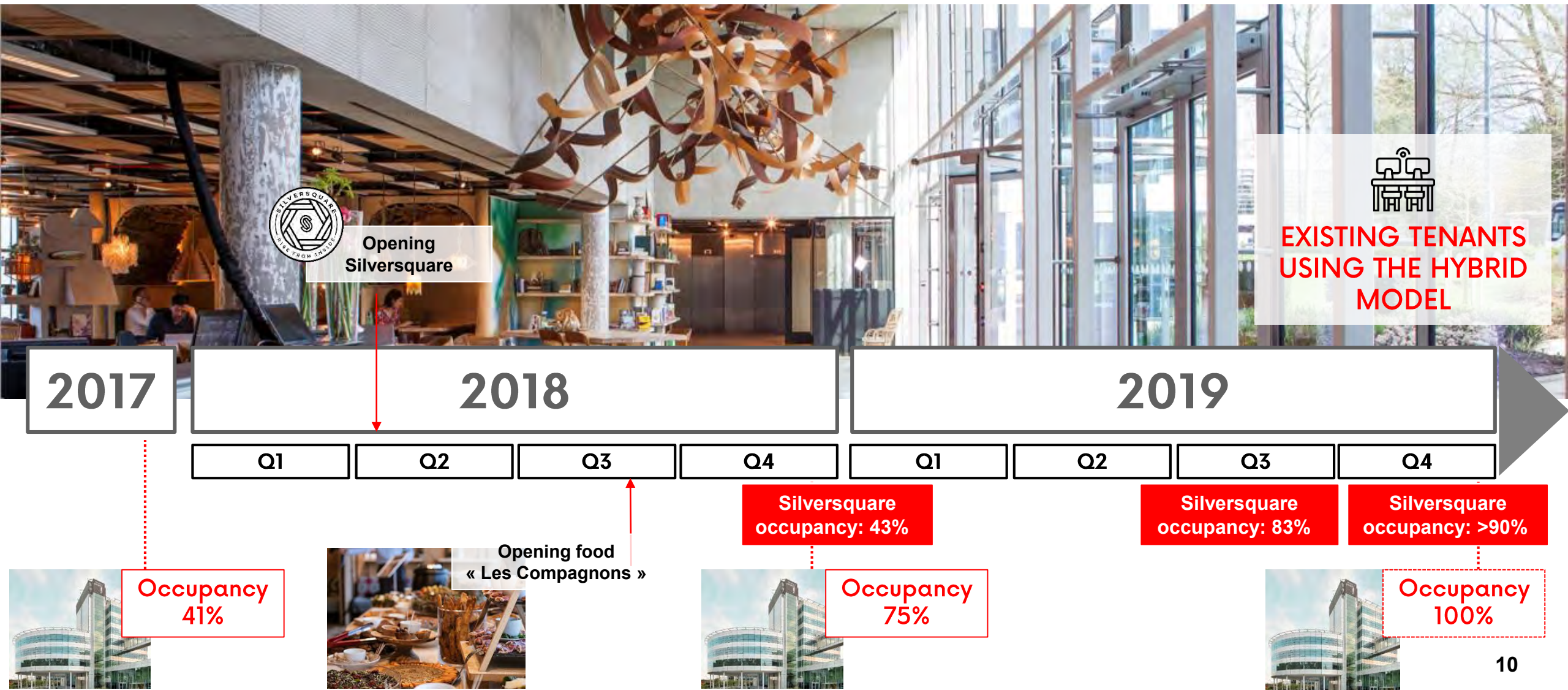
Brussels CBD

2019

**52 000 m<sup>2</sup>**  
of coworking spaces by 2021



# Triomphe, a success story







ZIN,  
cocreation  
to transform  
an area

Befimmo





# Brussels North area, a lot of assets

Up4  
north







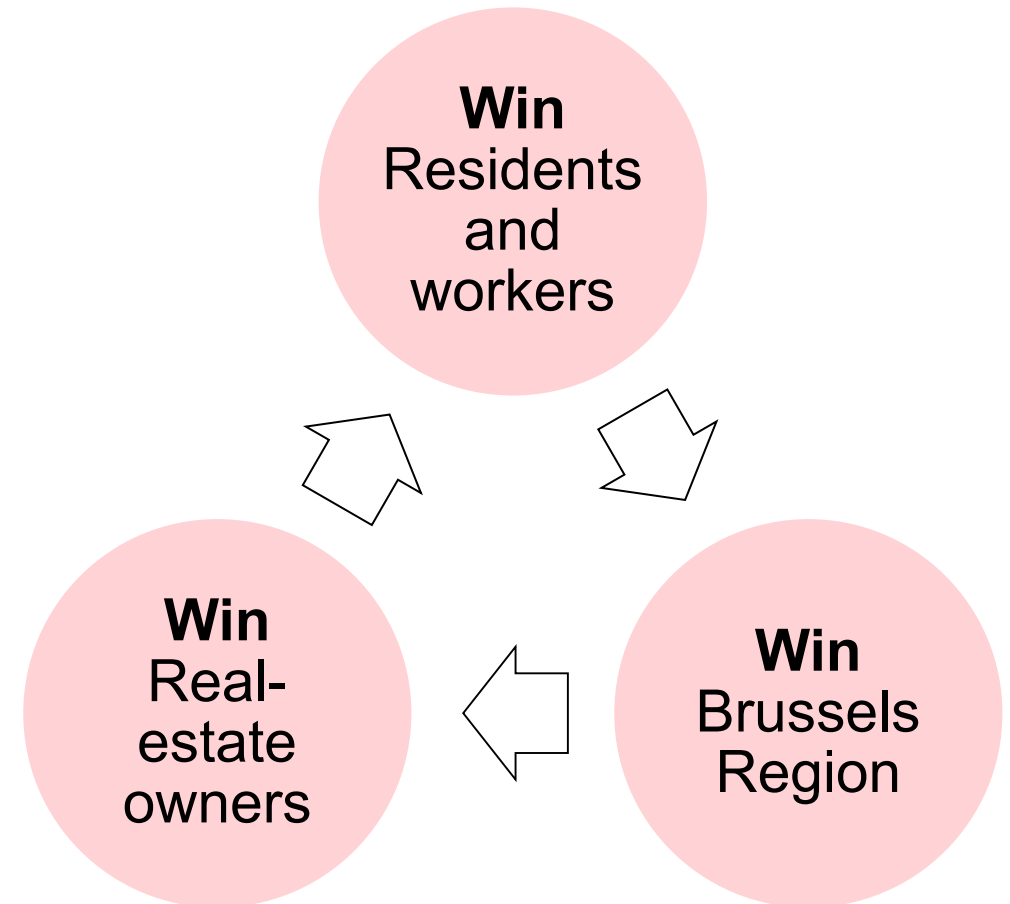
## Brussels North area, Up4North



Up4North was created in 2016 on  
the initiative of  
AG Real Estate & Befimmo

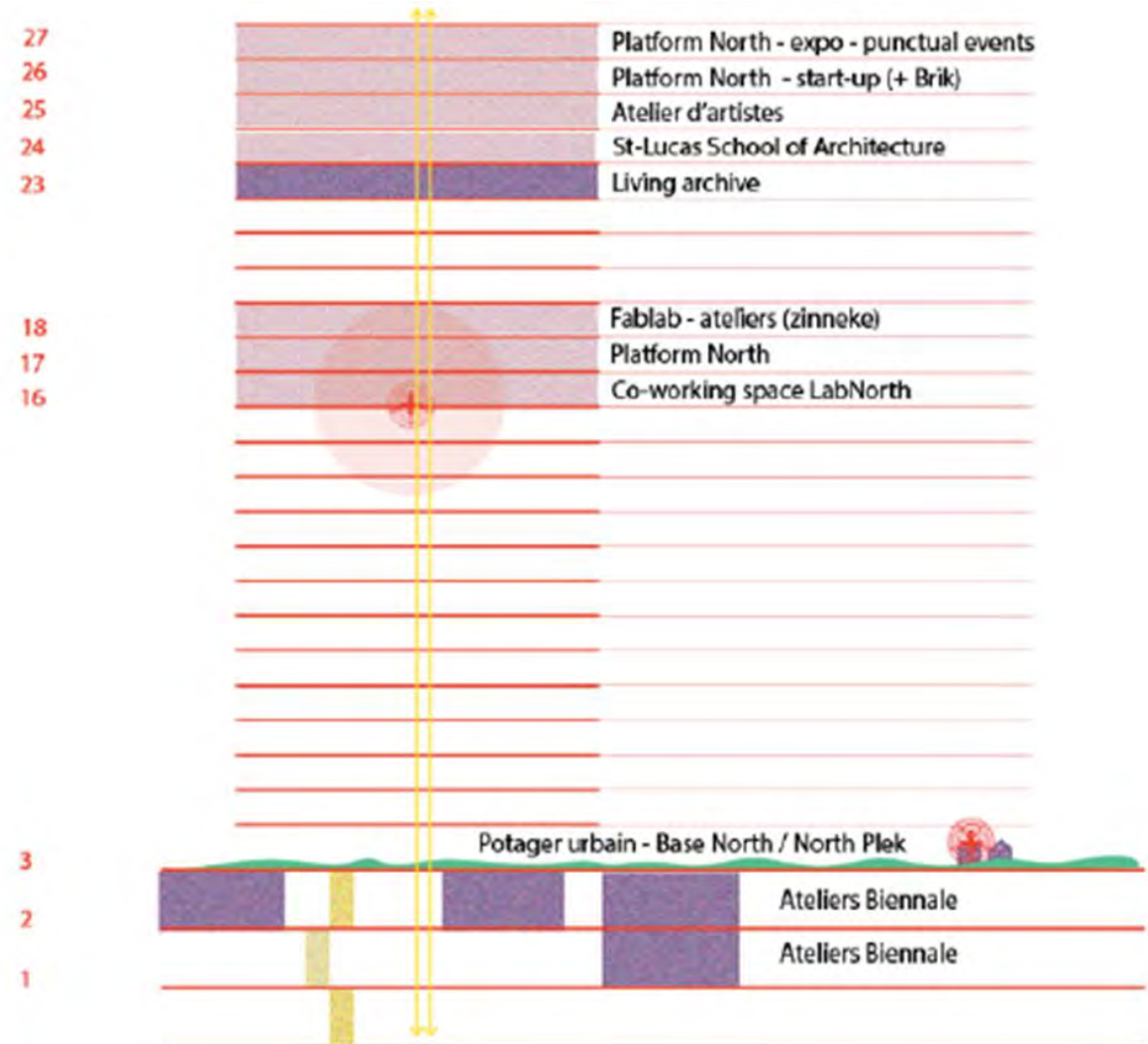


**Befimmo**





Co-Creation





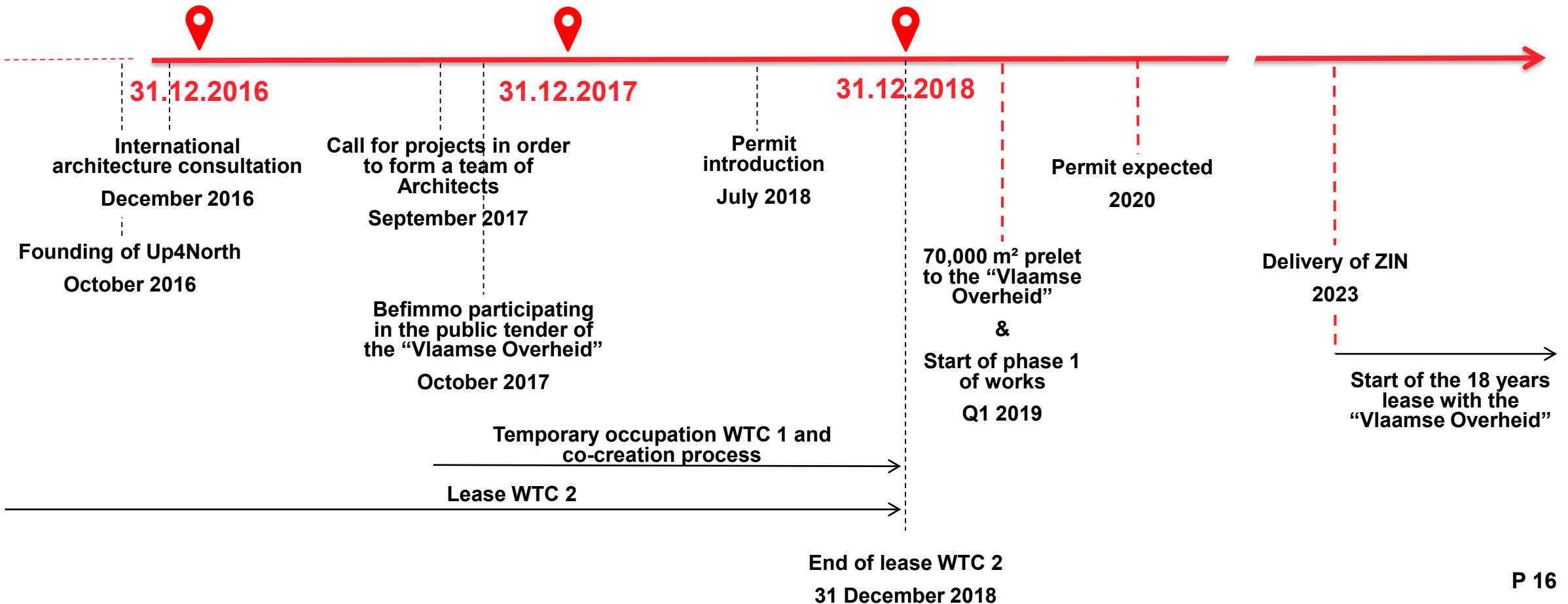


# ZIN, a unique on-site cocreation process





# ZIN | A smooth process







**70 000 m<sup>2</sup>**  
of offices

**240**  
hotel rooms

**127**  
apartments

**2023**  
Completion

**A true multifunctional project**

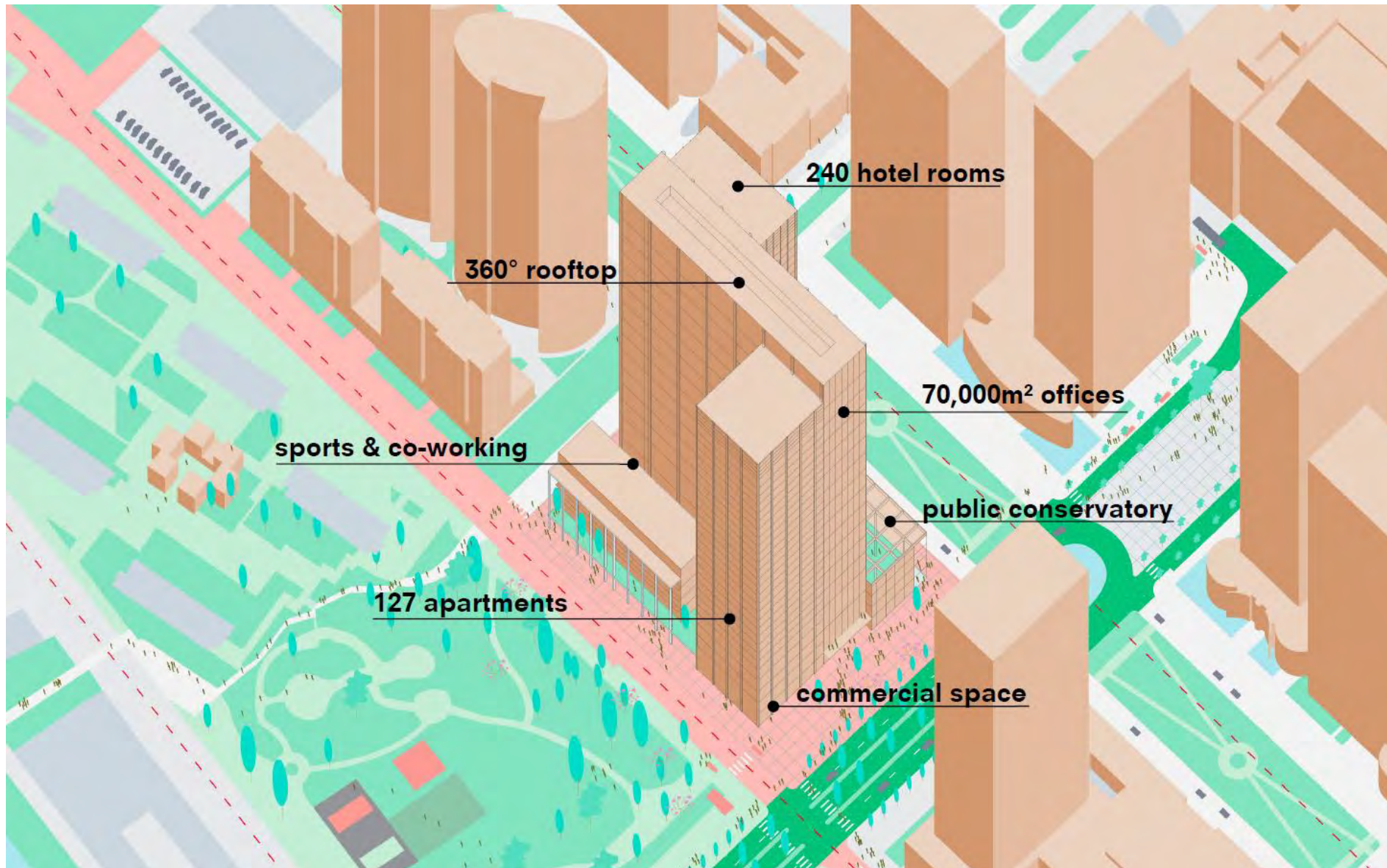


**ZIN**



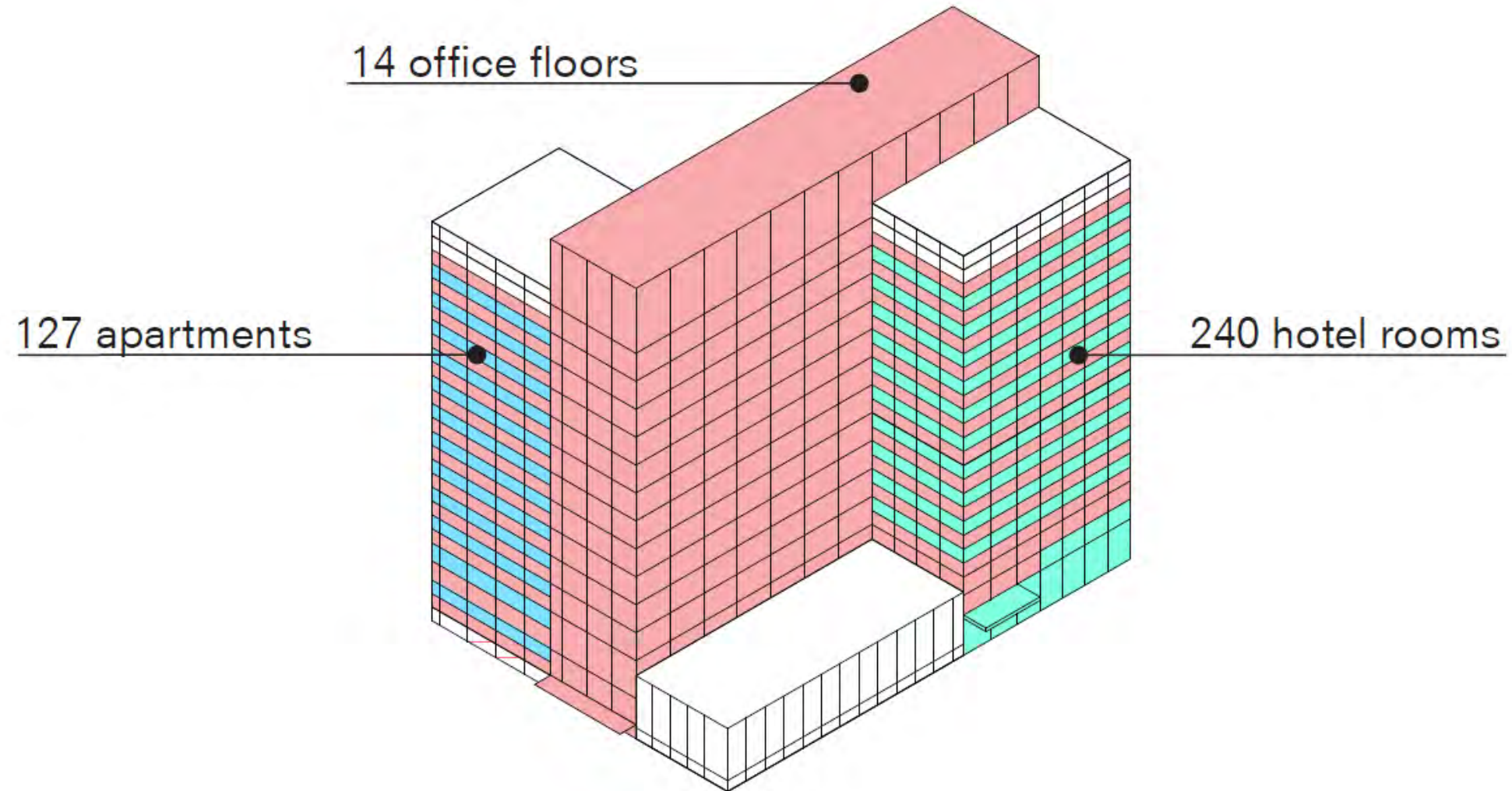








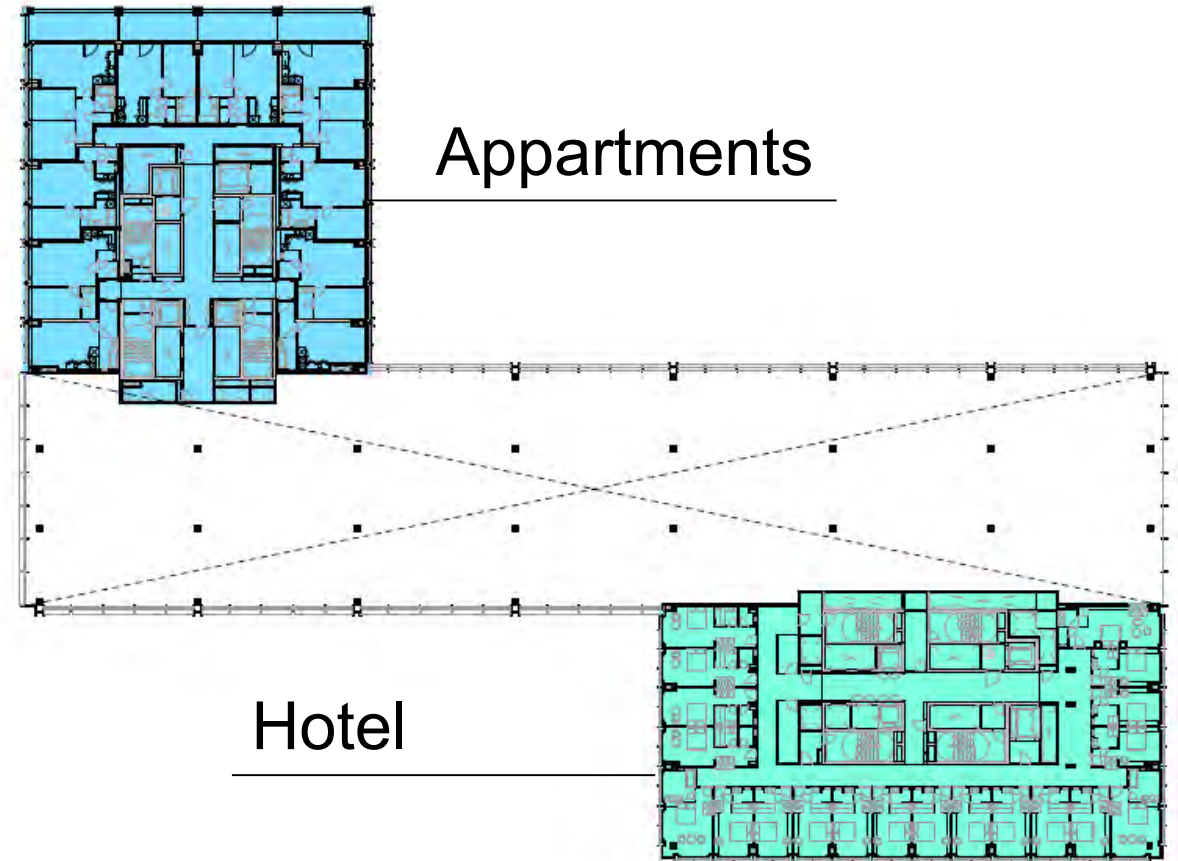
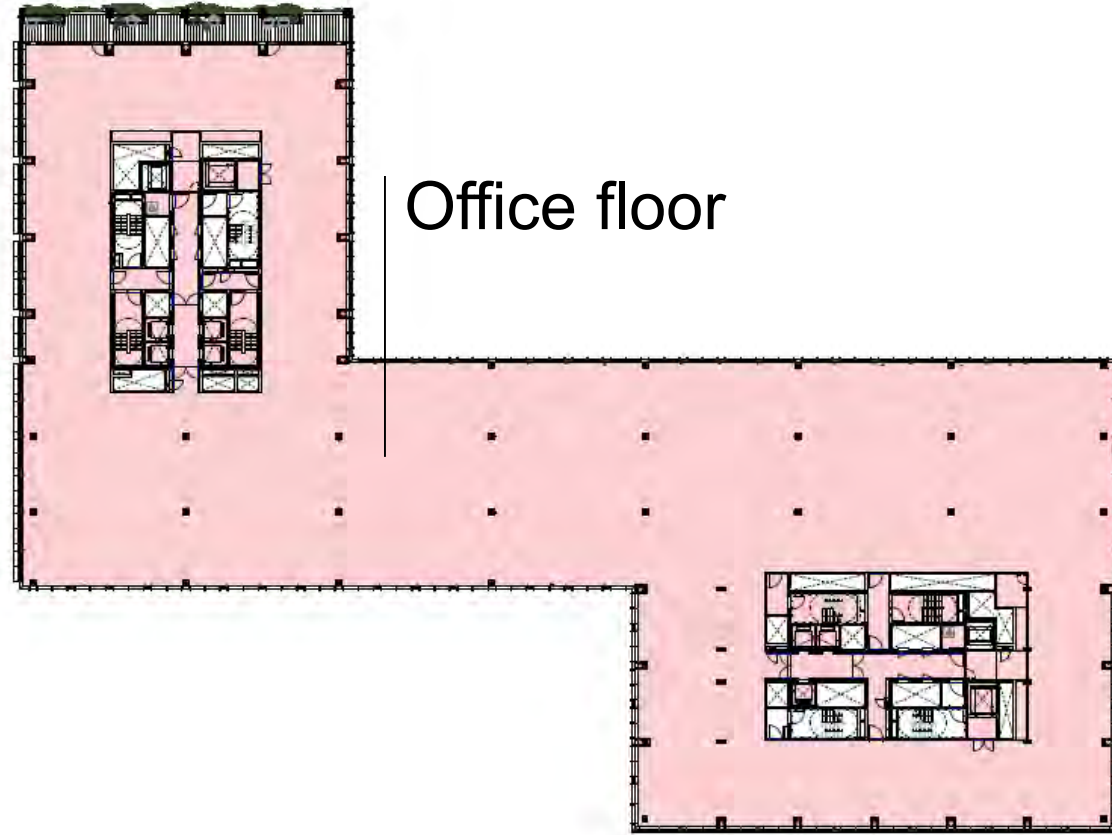
# ZIN, a new dimension of multifunctionality







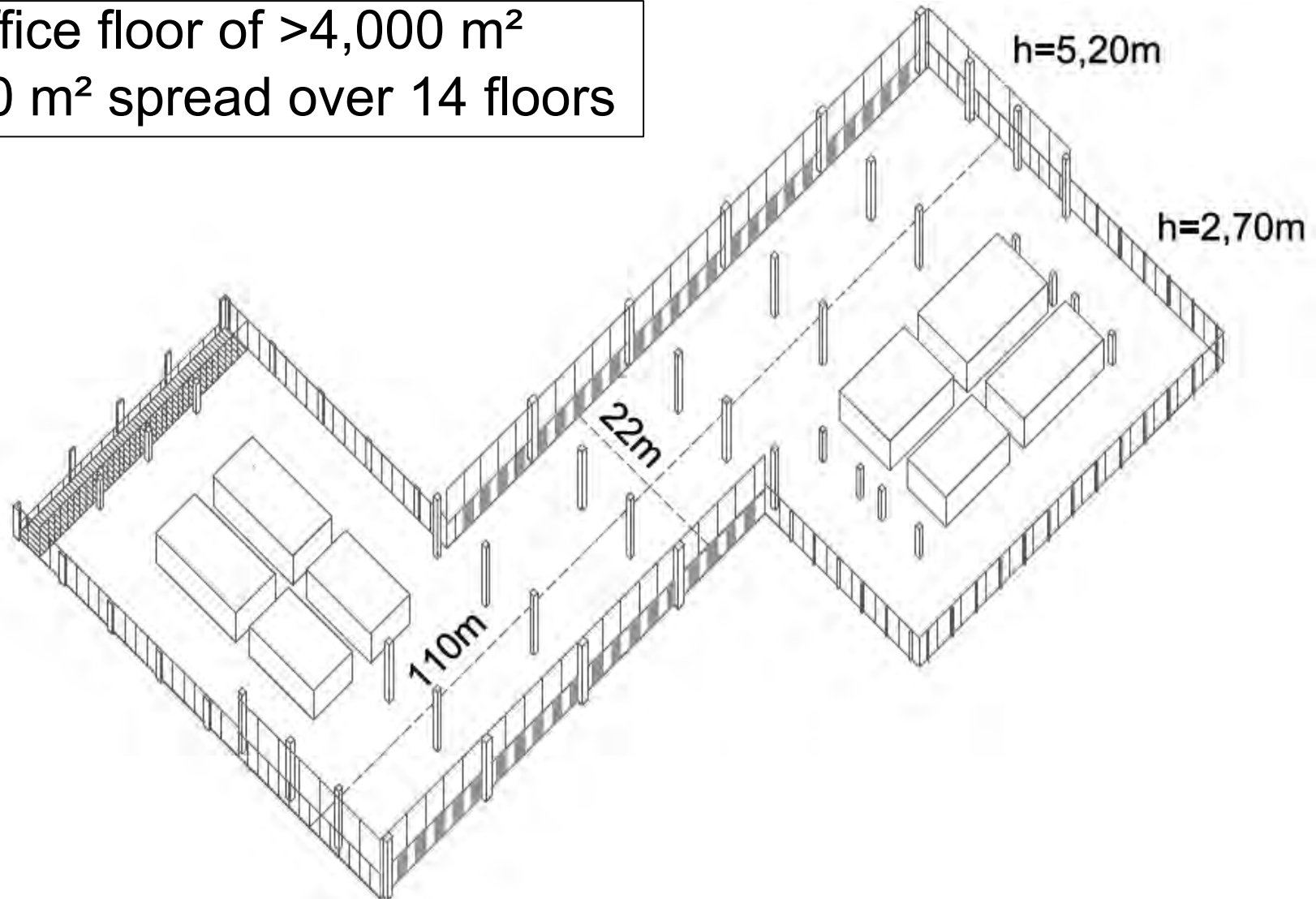
# ZIN, a new dimension of multifunctionality





## ZIN, spacious office floors

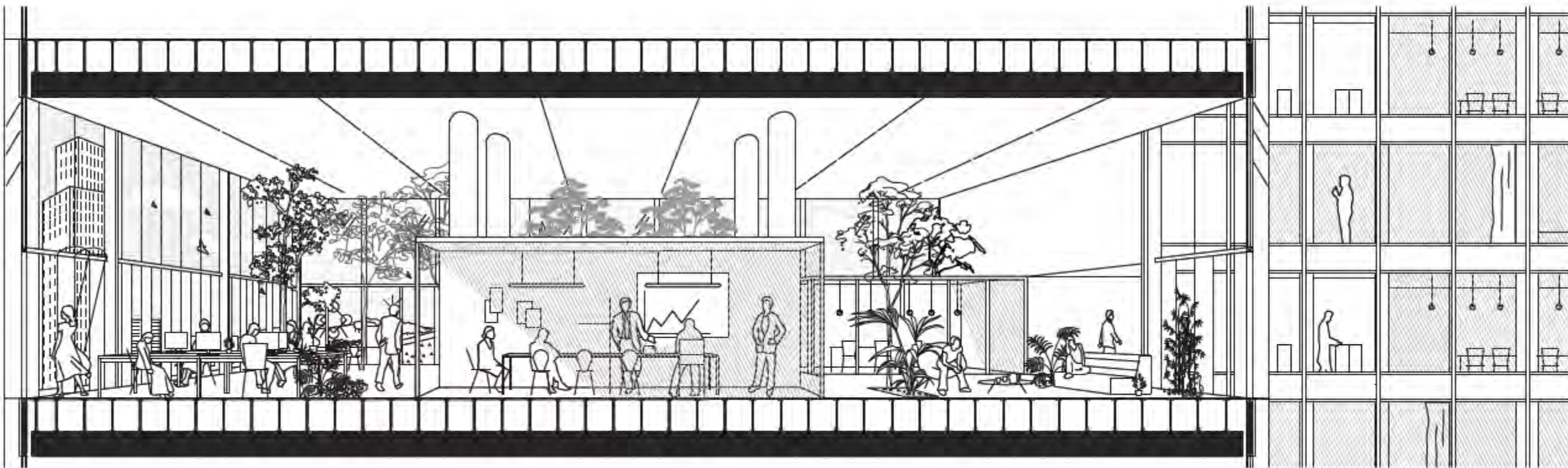
Office floor of  $>4,000 \text{ m}^2$   
70,000  $\text{m}^2$  spread over 14 floors







# ZIN, spacious office floors with natural light











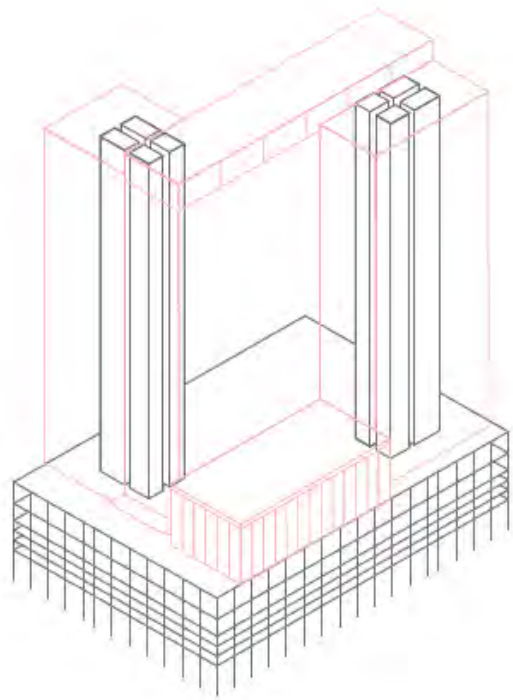




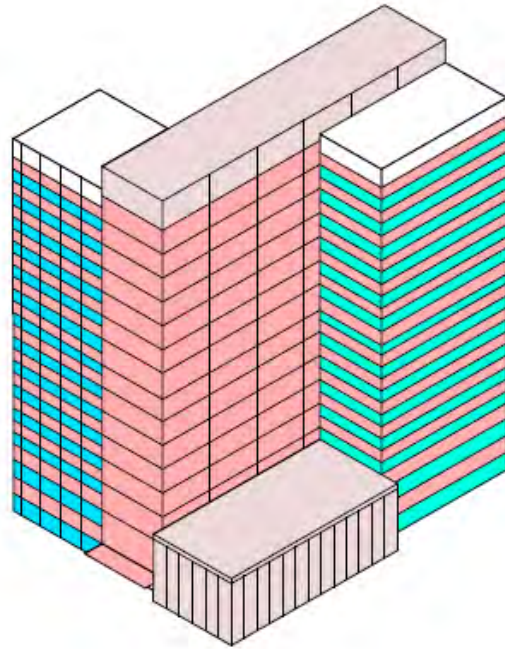




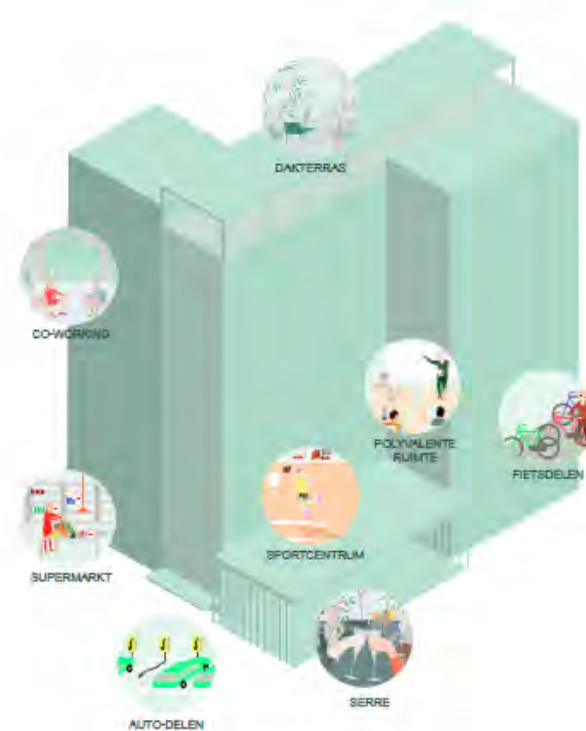
# ZIN, a prototype for circular building



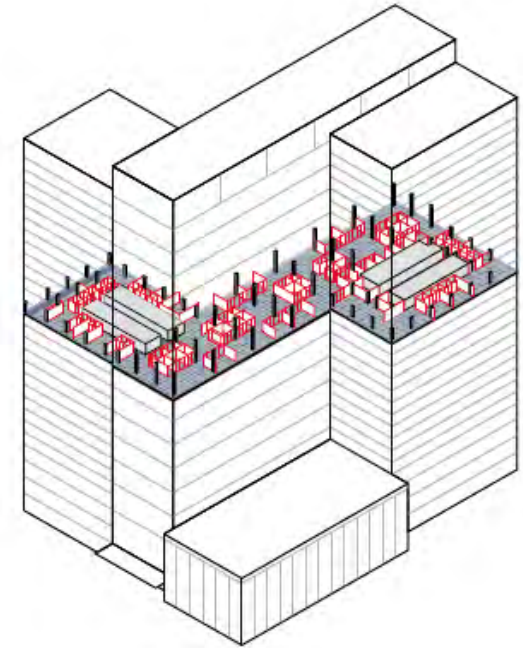
maximal  
re-use



adaptive  
multi-use



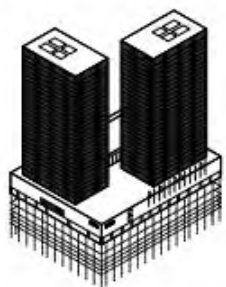
shared  
facilities



adaptive  
construction



# ZIN, building as material bank



100 %  
281 134 T

63 %

## BEHOUD OP DE SITE



Structuur



Afwerkingspanelen



Silipol-tegels

1 %

## HERBRUIK ELDERS



Verlichting



Sanitaire toestellen



Computervloer



Isolatie



Scheidingswanden

31 %

## RECYCLAGE



Beton



Gevel



Metaalstructuur

## VERWERKING IN NIEUWE MATERIALEN



Dekvloeren, enz.

5 %

## AFVALBEHANDELING



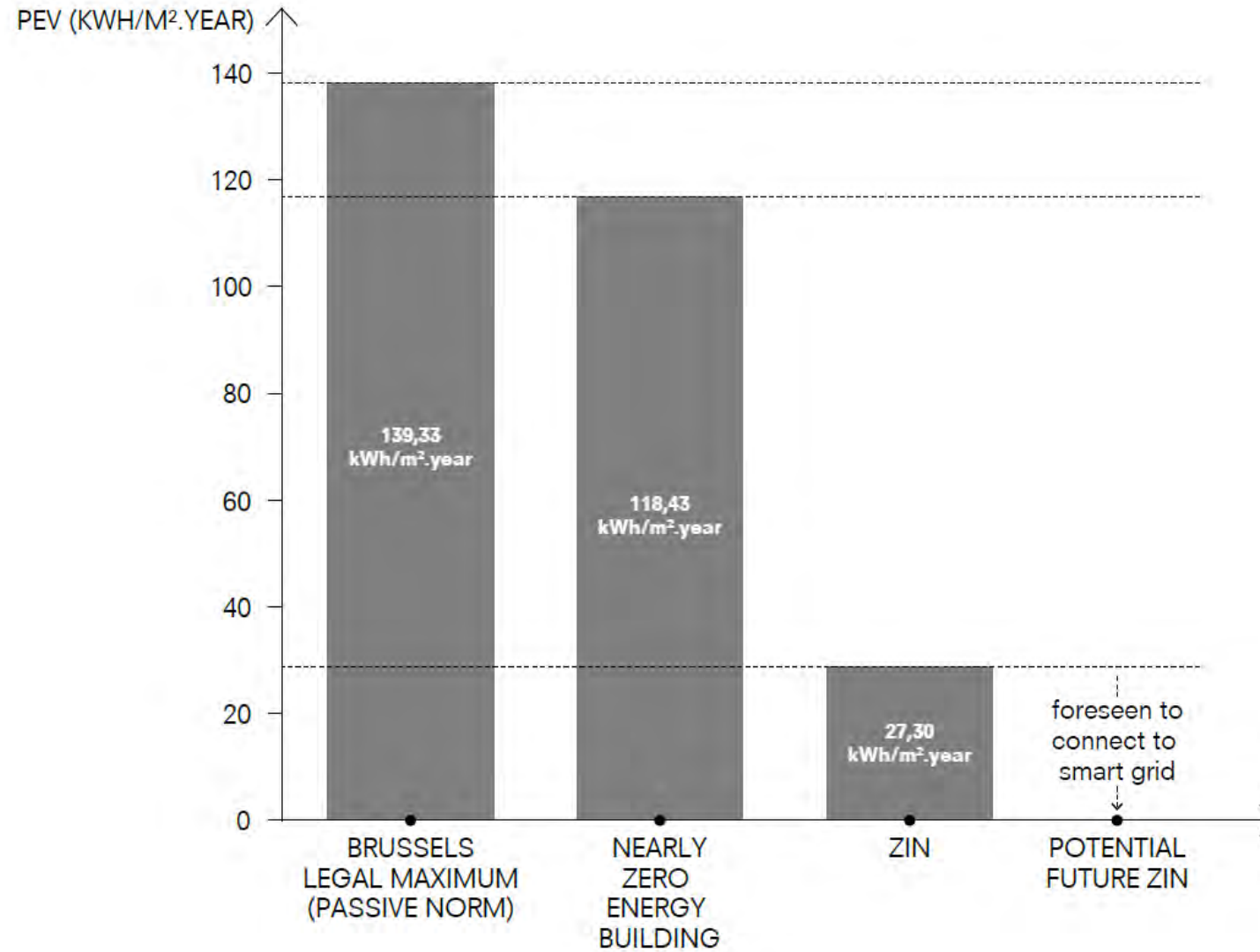
Gevaarlijke producten (asbest, ...)







# ZIN, towards real energy neutrality









































Thank you!

