REDEVCO
business in balance

"IS THERE LIFE AFTER CARREFOUR ?"

October 12, 2011
Eric Van Dyck

History

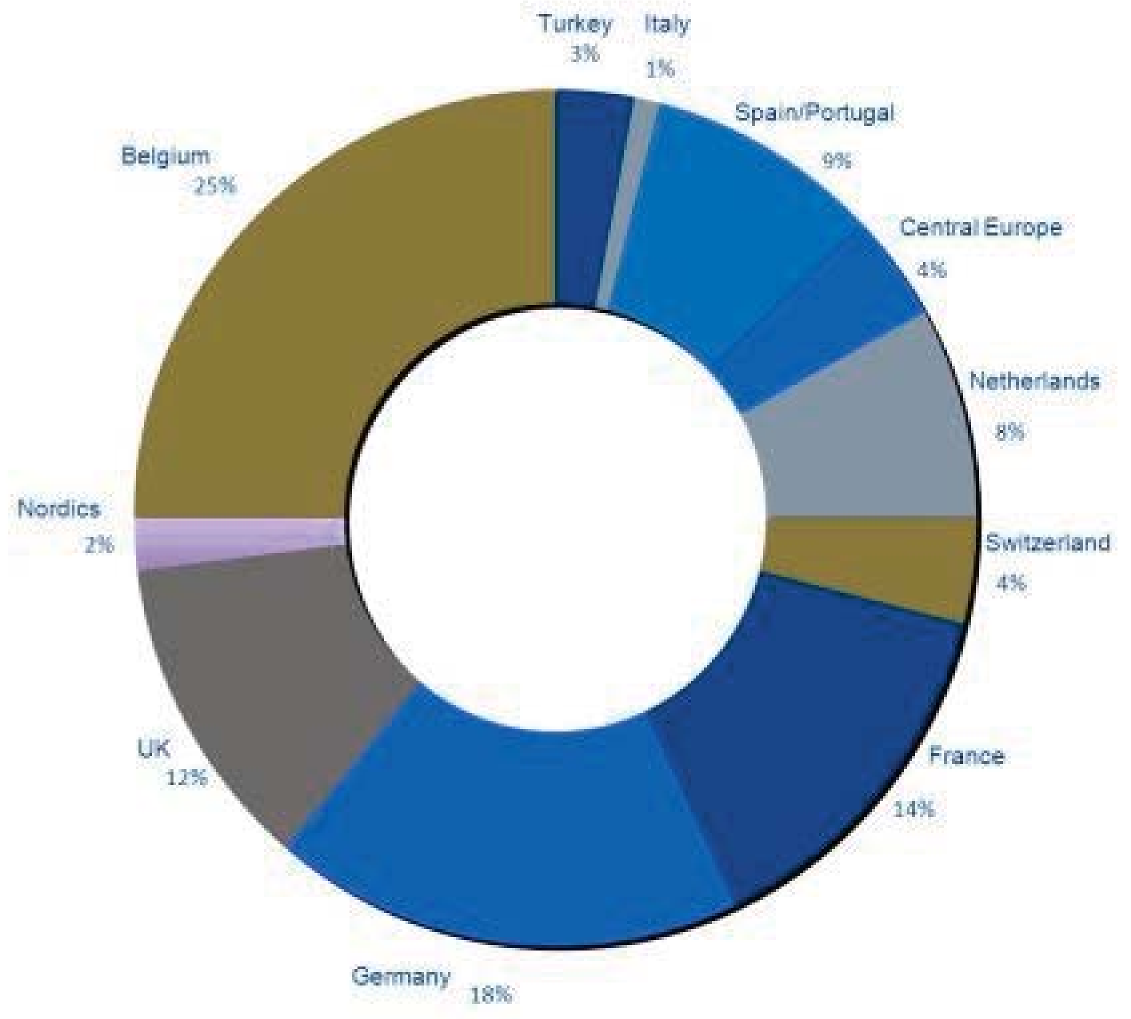
Company Profile

- Pan-European property company (18 Countries, 15 Offices)
- € 7.3 bln real estate portfolio
- > 5.8 mln sq m, > 750 properties and > 3.000 contracts
- Strong focus on retail, diversification in other sectors (offices/ logistics)
- Different risk categories, including development projects
- Owned and controlled by the Brenninkmeijer family (COFRA Holding A.G)

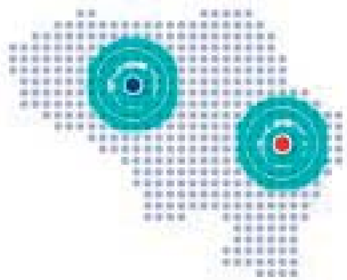
Cofra sector % per 2010 up to 31-3-2011

Redevco Europe

Geographical Spread up to 31-3-2011

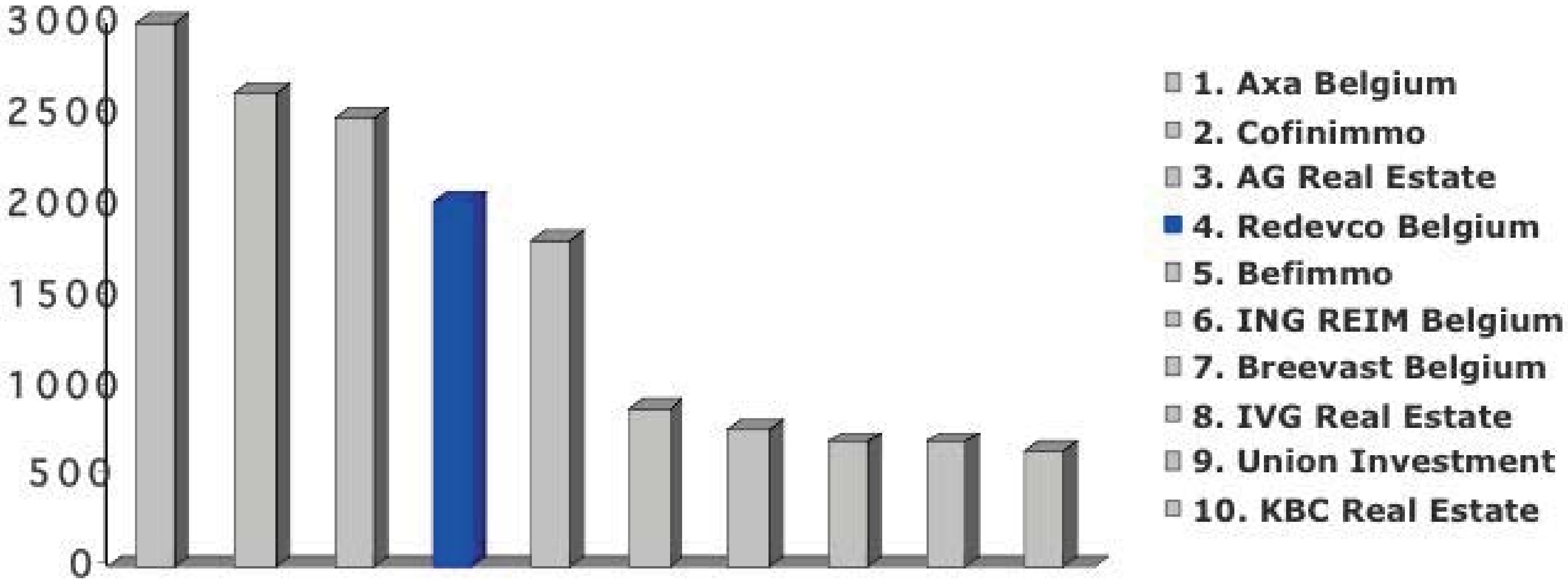


Historic overview - Belgium



- **Geography:** All over Belgium
- **Year:** 2001
- **Size:** 2,000,000 sq m retail
  6,000,000 sq m land
- **Leases :** 1.200
- **Sector:** Retail
- **Amount:** €2,0 billion (gross)
- **Team :** 50 people

Main investors in the Belgian real estate market



Source: Expertise Top 100 (2011)

Belgian Portfolio – top 10 main tenants

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Tenant Name	2010 GRI
1) Carrefour Belgium + GBRA	44 %
2) Maxeda (Brico)	12 %
3) C&A	10 %
4) Inno	8 %
5) Lunch Garden	3 %
6) Auto 5	2 %
7) Mediamarkt	2 %
8) Hema	1 %
9) Q-Park	1 %
10) Sportsdirect.com	1%

REDEVCO - CARREFOUR

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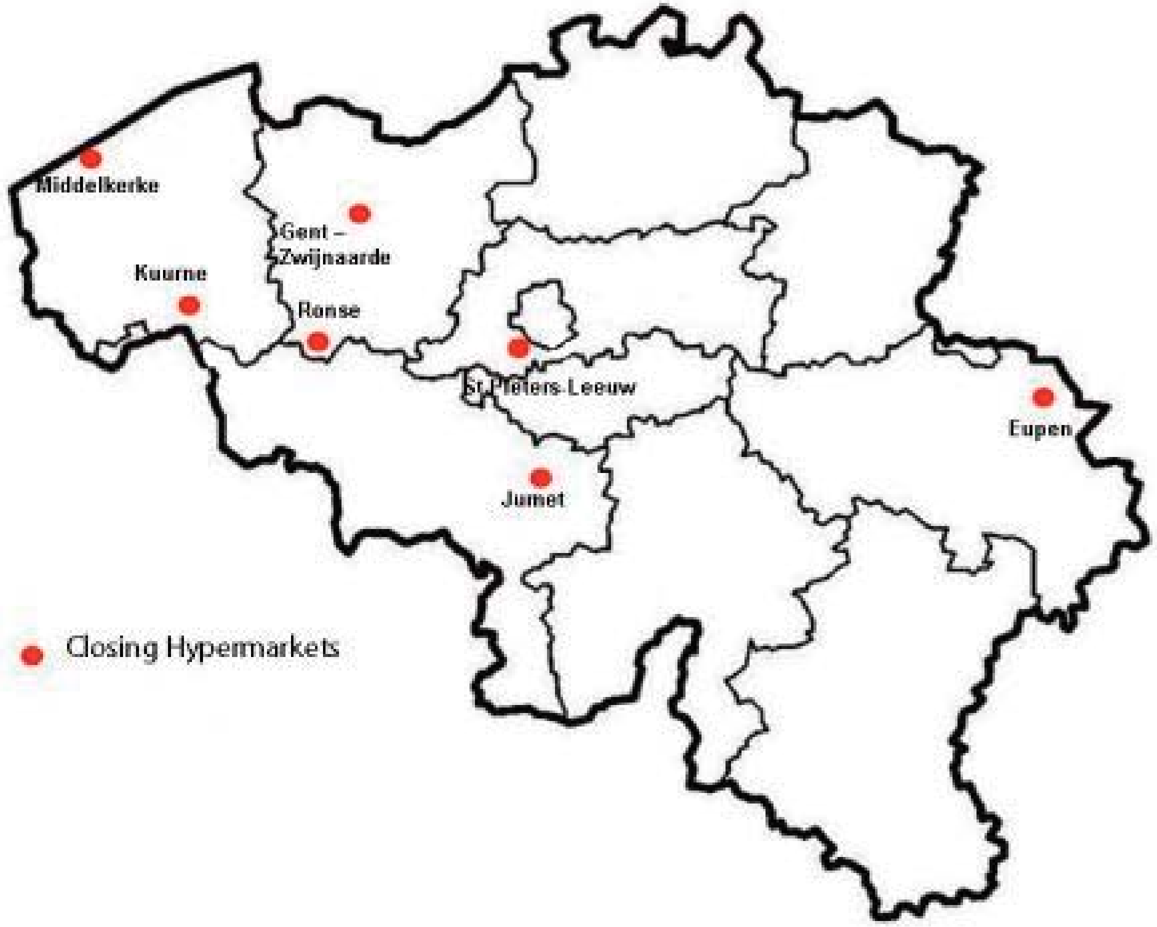
- General commercial lease agreement dd. 1997
- Stores closing announced in February 2010
- Effect on Redevco
  - 7 hypermarkets closed
  - 2 supermarkets transferred to Delhaize
  - 13 supermarkets franchised to Mestdagh Group

REDEVCO - CARREFOUR

7 hypermarkets closed



Closing Hypermarkets

Restructuring Carrefour 2010

Closures

	Existing m_	New m_
Eupen	8.872	8.502
Jumet	12.374	12.183
Kortrijk-Noord	11.166	10.326
Ronse	16.523	16.523
Sint-Pieters-Leeuw	29.943	28.241
Zwijnaarde	15.295	15.295
TOTAL	**94.173**	**91.070**
Middelkerke (sold to Vabeld)	9.110	

MIDDELKERKE

EUPEN

Before/After

SURFACES			
	Existing	Projected	Difference
Carrefour	6.985 m≤	0 m≤	-6.985
Lunch Garden	1.086 m≤	1.086 m≤	0 m
Auto5	801 m≤	801 m≤	0 m
Match	0 m≤	4.985 m≤	4.985
Unit x	0 m≤	1.630 m≤	1.630
TOTAL	8.872 m≤	8.502 m≤	-370

JUMET

Before/After

SURFACES			
	EXISTING	PROJECTED	DIFFERENCE
CARREFOUR HYPER	10.789 m≤	0 m≤	-10.789
MATCH	0 m≤	5.877 m≤	5.877
LUNCH GARDEN	761 m≤	761 m≤	0 m
SMALL UNITS	134 m≤	333 m≤	199 m
QUICK RESTAURANT	690 m≤	690 m≤	0 m
TRAFIC	0 m≤	1.950 m≤	1.950
NEW RETAIL UNITS	0 m≤	2.572 m≤	2.572
TOTAL	12.374 m≤	12.183 m≤	-191 m

RONSE

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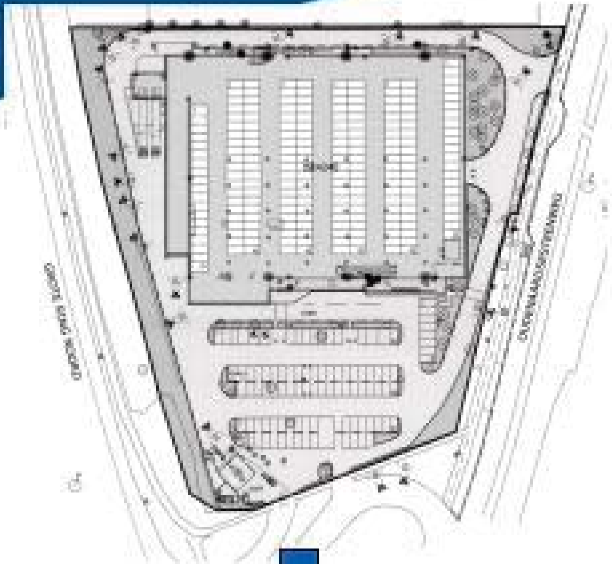
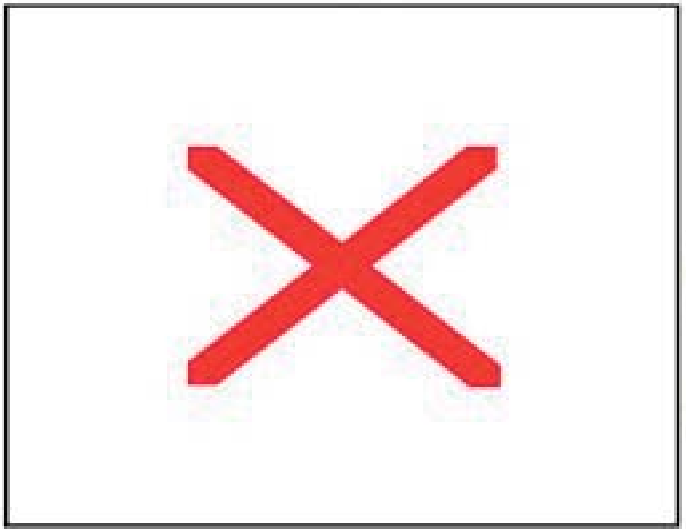
SURFACES			
	Former	Projected	Difference
Carrefour	8.662 m≤	0 m≤	-8.662
Lunch Garden	1.042 m≤	1.042 m≤	0 m
Vanden Borre	1.180 m≤	1.180 m≤	0 m
Pearle	134 m≤	102 m≤	-32 m
Brico	3.409 m≤	3.409 m≤	0 m
Sports World	1.061 m≤	1.061 m≤	0 m
C&A	1.035 m≤	1.035 m≤	0 m
Match	0 m≤	4.800 m≤	4.800
UNIT 2	0 m≤	1.747 m≤	1.747
UNIT 3	0 m≤	1.500 m≤	1.500
Mall	0 m≤	647 m≤	647
TOTAL	16.523 m≤	16.523 m≤	0 m

ZWIJNAARDE

Projected Situation





	Projected
Carrefour	7.359 m²
Lunch Garden	735 m²
Delhaize	2.482 m²
Media Markt	4.719 m²
TOTAL	15.295 m²

KORTRIJK NOORD

Future Situation

SURFACES			
	Former	Projected	Difference
Carrefour	8.964 m≤	0 m≤	-8.964
Lunch Garden	1.019 m≤	1.124 m≤	105 m
HEMA	1.183 m≤	1.183 m≤	0 m
H&M	0 m≤	1.729 m≤	1.729
Cool Cat	0 m≤	430 m≤	430 m
MS Mode	0 m≤	208 m≤	208 m
Tims	0 m≤	1.229 m≤	1.229
Delhaize	0 m≤	3.040 m≤	3.040
Shop 5 = 6	0 m≤	794 m≤	794 m
Tamaris	0 m≤	109 m≤	109 m
Shop 8	0 m≤	118 m≤	118 m
Shop 9	0 m≤	118 m≤	118 m
Shop 10	0 m≤	118 m≤	118 m
Shop 11	0 m≤	126 m≤	126 m
TOTAL	11.166 m≤	10.326 m≤	-840 m

SINT-PIETERS-LEEUW

Before/After

SURFACES	Former		Projected		Difference
Carrefour	11.752	m≤	0	m≤	-11.752
Media Markt	6.050	m≤	6.050	m≤	0 m
McDonald's	1.252	m≤	1.252	m≤	0 m
Auto5	658	m≤	658	m≤	0 m
Concept Fashion	0	m≤	1.560	m≤	1.560
Mano	0	m≤	775	m≤	775
HEMA	0	m≤	775	m≤	775
FUN	0	m≤	2.142	m≤	2.142
Veritas	0	m≤	454	m≤	454
Pearle	100	m≤	100	m≤	0 m
Delhaize / Tom&Co	0	m≤	4.929	m≤	4.929
Brico	10.131	m≤	4.760	m≤	-5.371
Cassis-Paprika	0	m≤	754	m≤	754
Avance	0	m≤	754	m≤	754
L&L	0	m≤	499	m≤	499
Zeb	0	m≤	754	m≤	754
Casa	0	m≤	626	m≤	626
Blokker	0	m≤	626	m≤	626
EuroKitchen	0	m≤	773	m≤	773
TOTAL	29.943	m≤	28.241	m≤	-1.702

"IS THERE LIFE AFTER CARREFOUR ?"

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- Out of 6 remaining hypermarkets :
  - 3 Delhaize (Gent Zwijnaarde, Kuurne, Sint-Pieters-Leeuw)
  - 3 Match (Jumet, Eupen, Ronse)

- Total vacated space now at 90 % (p)re-let

- Higher total rent + yield compression = increased total value

- **YES, OF COURSE !**

REDEVCO – STRATEGY GOING FORWARD

1. **Continue to optimize existing stock through**

   - Active Management

   - (Re) Development

     ↳± 20 projects over 5 year period

     ↳ both in-town and out-of-town

Belgian ongoing (re)developments : overview

	Current		Projected		Difference	
Flémalle (Phase I + II)	16.253	m≤	20.384	m≤	4.131	m≤
Mechelen Zemst	17.861	m≤	26.214	m≤	8.353	m≤
Sint-Pieters-Leeuw	28.713	m≤	27.662	m≤	-1.051	m≤
Kuringen	18.791	m≤	29.028	m≤	10.237	m≤
Mons Ghlin	13.155	m≤	16.691	m≤	3.536	m≤
Drogenbos	23.614	m≤	28.540	m≤	4.926	m≤
Oostakker (Phase I + II)	12.899	m≤	26.313	m≤	13.414	m≤
Gent - Korenmarkt	8.307	m≤	10.726	m≤	2.419	m≤
TOTAL	139.593	m≤	185.558	m≤	45.965	m≤

2. Arbitrage

Focus :

- Non-retail properties (offices & logistics)	± 100 m €
- Decrease dependancy Carrefour & sale of non-strategic retail properties	± 200 m €
Target	± 300 m €

What do we believe in MOST

1. AAA (A) main street locations

   - best protection against e-commerce
   - the most complete experience

2. Strong, clustered and diversified out-of-town Retail Parks, with good access and visibility

3. Good shopping centers (or part of) with
   - enough critical mass
   - preferably a track record

Main Challenges for the Future

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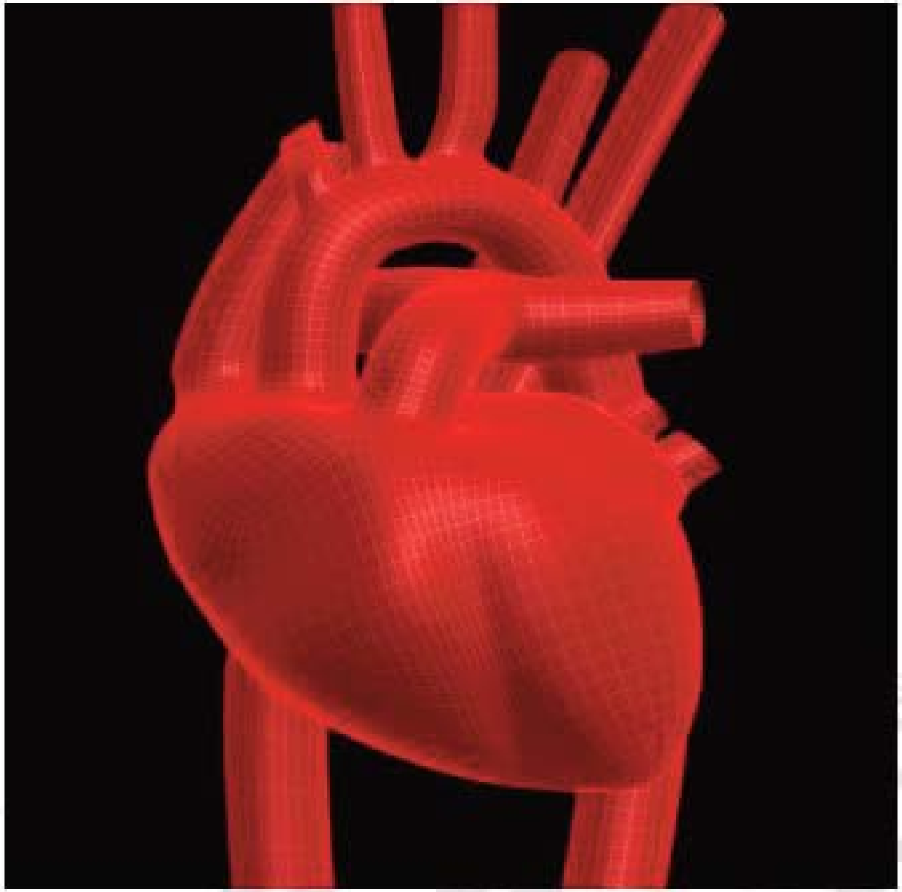
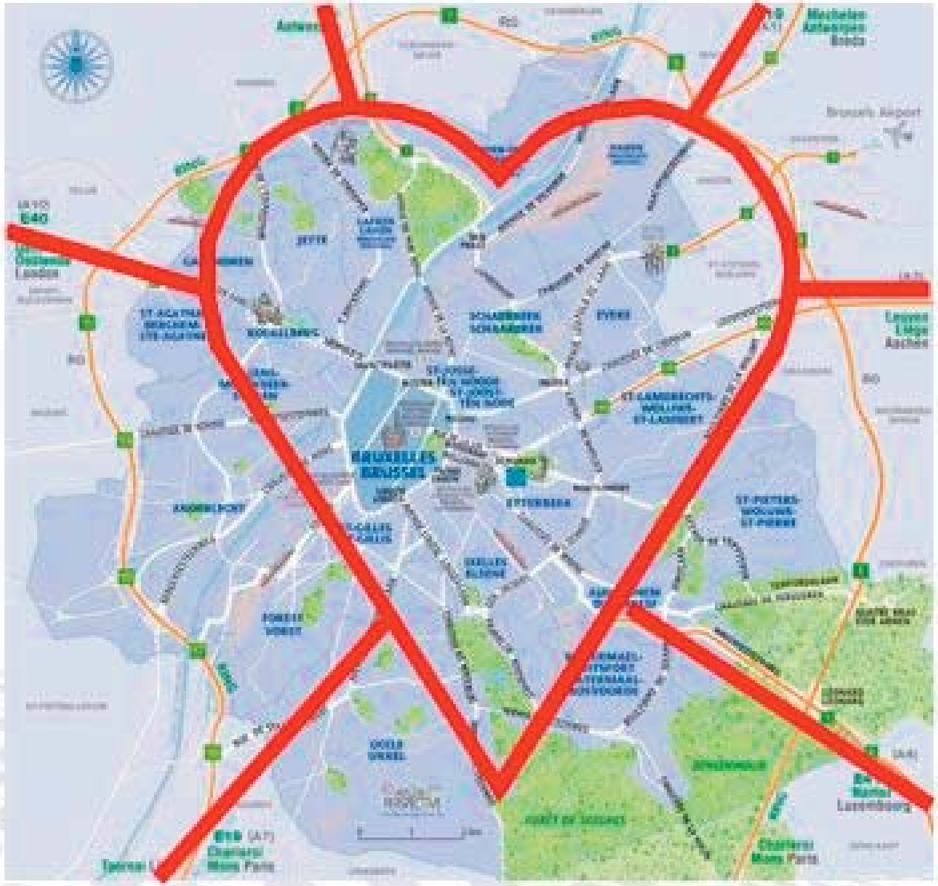
- "It's the economy, stupid"
- E-commerce : I believe we underestimate its potential
- Bureaucracy : Welcome to KAFKA land
- Town / Traffic planners





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Charleroi
Mons Paris
Charleroi
Mons Paris
(A4)
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N	OTHING
A	NYWHERE
N	EAR
A	NYBODY ELSE

- Appeal procedures should be restricted and shortened ! !

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THANK YOU FOR LISTENING