


TERMINOLOGY AND ALTERNATIVE PERFORMANCE MEASURES

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Alternative performance measures are criteria used by Interinvest to measure and monitor its operational performance. This Annual Report 2016 uses the measures; however, they are not defined by an act or in the generally accepted accounting principles (GAAP). The European Securities and Markets Authority (ESMA) issued guidelines which, as of 3 July 2016, apply on the use and explanation of the alternative performance measures. The concepts which Interinvest considers to be alternative performance measures are included in the last chapter of this Annual Report 2017, called "Terminology and alternative performance measures". The alternative measures are indicated with a  and include a definition, objective and reconciliation as required by the ESMA guidelines.

Acquisition value of an investment property

This term is used to refer to value at the purchase or the acquisition of a property. If transfer costs are paid, they are included in the acquisition value.

Average interest rate of financing⁹

Definition - The average interest rate of the financing of the company is calculated by the (annual) net interest charges, divided by the weighted average debt for the period (based on the daily withdrawal from the financing (credit facilities from financial institutions, bond loans, etc.)).

Application - The average interest rate of the financing measures the average financing cost of the debts and makes it possible to follow how it evolved in time, within the context of the developments of the company and of the financial markets.

Reconciliation in thousands €		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Net interest charges	A	5.933	3.875	1.870	8.543	6.527	4.447	2.293	8.039
Weighted average debt for the period	B	390.587	381.577	366.442	400.793	398.758	391.770	380.282	326.575
Average interest rate of the financing (based on 360/365) (%)	=A/B	2,0%	2,0%	2,0%	2,1%	2,2%	2,3%	2,4%	2,4%

Contractual rents (previously current rents)

These are the gross indexed annual rents, laid down contractually in the rental agreements on the date on which the latter are concluded and before rental discounts or other benefits granted to tenants have been deducted.

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Corporate governance

Corporate governance as such is an important instrument for the ongoing improvement of management of the real estate company and for the safeguarding of the shareholders' interest.

Debt ratio

The debt ratio is calculated as the ratio of all obligations (excluding provisions, deferred charges and accrued income) excluding the negative variations in the fair value of the hedging instruments in relation to the total of the assets. The calculation method of the debt ratio is in accordance with article 13 §1 second paragraph of the Royal Decree of 13 July 2014. In this Royal Decree, the maximum debt ratio for the company is set at 65%.

Diluted net result per share

The diluted net result per share is the net result as published in the income statement, divided by the weighted average of the number of shares adapted before the effect of potential ordinary shares that result in dilution.

EPRA and EPRA terminology

EPRA (European Public Real Estate Association) is an organisation that promotes, helps develop and represents the European listed real estate sector, both in order to boost confidence in the sector and increase investments in Europe's listed real estate.

In December 2014 the EPRA's Reporting and Accounting Committee published an update of the report entitled "Best Practices Recommendations ("BPR")¹. In October 2019, EPRA published new Best Practice Recommendations for financial disclosures by listed real estate companies. EPRA NAV and EPRA NNNAV are replaced by three new Net Asset Valuation metrics: EPRA Net Reinstatement Value (NRV), EPRA Net Tangible Assets (NTA) and EPRA Net Disposal Value (NDV). For the sake of continuity and comparison with data published in the past, the EPRA NAV and EPRA NNNAV will still be calculated and published quarterly in 2020.

This BPR contains the recommendations for defining the main financial performance indicators applicable to the real estate portfolio. A number of these indicators are regarded as alternative performance criteria in accordance with the ESMA guideline. The numerical reconciliation of these alternative performance criteria can be found in a completely different chapter in this annual report, i.e. chapter 6 of the Report of the management committee.

¹ The report can be consulted on the website at www.epra.com.

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EPRA earnings	Result derived from the strategic operational activities.	EPRA vacancy rate	Estimated market rental value (ERV) of vacant space divided by ERV of the whole portfolio available upon rental.
EPRA Net Asset Value metrics	Net Asset Value (NAV) adjusted in accordance with the Best Practice Recommendations (BPR) Guidelines published by EPRA in October 2019 for application as from 2020.	EPRA Cost ratio (including direct vacancy costs)	EPRA costs (including direct vacancy costs) divided by gross rental income less compensations for leasehold estate and long-lease rights.
EPRA Net asset value	Net Asset Value (NAV) adjusted to account for the fair value of investment properties and to the exclusion of certain elements that do not fit within the financial model for investment properties in the long term. In practice: total shareholders' equity attributable to the shareholders of the parent company, adjusted for the fair value of financial instruments and deferred taxes, divided by the number of shares at the end of the year.	EPRA Cost ratio (excluding direct vacancy costs)	EPRA costs (excluding direct vacancy costs) divided by gross rental income less compensations for leasehold estate and long-lease rights.
EPRA NNAV	EPRA NAV adjusted to account for the fair value of the financial instruments, the debts and the deferred taxes.	EPRA net rental growth based on an unchanged portfolio composition	Is also referred to as EPRA Like-for-like Net Rental Growth. EPRA net rental growth based on an unchanged portfolio composition compares the growth of the net rental growth of the investment properties not being developed for two full years preceding the financial year closing date and that were available for rent for the entire period. The like-for-like based changes to the gross rental income provide an insight into the changes to the gross rental income that are not the result of changes to the real estate portfolio (investments, divestments, major renovation works, etc).
EPRA Net Initial Yield (NIY)	Annualised gross rental income based on the contractual rents passing as at the closing date of the annual accounts, less the investment properties, divided by the market value of the portfolio, increased by the estimated transaction rights and costs in the event of hypothetical disposal of investment properties.		
EPRA topped-up NIY	This measure incorporates an adjustment to the EPRA NIY in respect of the expiration of rent-free periods (or other unexpired lease incentives such as discounted rent periods and step rents).		

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EPRA earnings^o

Definition - The EPRA earnings are the operating result before result on portfolio minus the financial result and taxes, and excluding changes in fair value of financial derivatives (which are treated as hedge accounting in accordance with IAS 39) and other non-distributable elements based on the statutory annual account of Intervest nv.

Application - The EPRA earnings measure the result of the strategic operational activities, excluding (i) the changes in fair value of financial assets and liabilities (ineffective hedges), and (ii) the portfolio result (the profit or loss on investment properties that may or may not have been realised). This amounts to the result that is directly influenced by the real estate and the financial management of the company, excluding the impact accompanying the volatility of the real estate and financial markets.

Reconciliation in thousands €	30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Net result	33.199	16.354	13.254	65.748	41.784	23.957	8.555	34.105
Eliminated from the net result (+/-):								
▪ Result on disposals of investment properties	-1.470	16	16	-5.364	-77	0	0	0
▪ Changes in fair value of investment properties	-9.958	-1.677	-7.151	-22.307	-14.996	-4.595	-2.024	-7.033
▪ Other result on portfolio	5.347	1.988	1.625	5.661	2.925	1.554	714	2.472
▪ Changes in fair value of financial assets and liabilities (ineffective hedges)	2.345	2.172	1.160	3.065	6.046	4.138	1.955	1.615
▪ Minority interests	12	4	4	17	13	9	3	9
EPRA earnings	29.475	18.857	8.908	46.820	35.694	25.063	9.202	31.168

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EPRA earnings per share based on weighted average number of shares⁹

Definition - The EPRA earnings per share are the EPRA earnings divided by the weighted average number of shares at year-end.

Application - The EPRA earnings per share measure the EPRA earnings per weighted average number of shares and makes it possible to compare these with the gross dividend per share.

Reconciliation		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
EPRA earnings (in thousands €)	A	29.475	18.857	8.908	46.820	35.694	25.063	9.202	31.168
Weighted average number of shares	B	25.051.126	24.823.883	24.657.003	24.516.858	24.469.630	24.374.391	24.288.997	19.176.981
EPRA earnings per share (in €)	=A/B	1,18	0,76	0,36	1,91	1,46	1,03	0,38	1,63

EPRA Net Asset Value metrics

Definition - Net Asset Value (NAV) adjusted in accordance with the Best Practice Recommendations (BPR) Guidelines published by EPRA in October 2019 for application as from 2020.

Application - Makes adjustments to the NAV per the IFRS financial statements to provide stakeholders with the most relevant information on the fair value of the assets and liabilities of a real estate investment company, under three different scenarios:

- › The EPRA Net Reinstatement Value (NRV) provide an estimation of the value required to rebuild the company through the investment markets based on its current capital and financing structure, including real estate transfer taxes.
- › The EPRA Net Tangible Assets assumes (NTA) that entities buy and sell assets, thereby crystallising certain levels of unavoidable deferred tax.
- › The EPRA Net Disposal Value (NDV) represents the value accruing to the company's shareholders under an asset disposal scenario, resulting in the settlement of deferred taxes, the liquidation of financial instruments and the recognition of other liabilities for their maximum amount, net of any resulting tax.

For the sake of continuity and comparison with data published in the past, the EPRA NAV and EPRA NNNNAV, concepts abandoned by the BPR Guidelines, will still be calculated and published quarterly in 2020.

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in thousands €

30.09.2020

	EPRA NRV	EPRA NTA	EPRA NDV	EPRA NAV	EPRA NNNAV
IFRS Equity attributable to shareholders	536.876	536.876	536.876	536.876	536.876
Diluted NAV at Fair Value	536.876	536.876	536.876	536.876	536.876
Exclude	21.364	20.874	0	21.364	0
▪ Deferred tax in relation to fair value gains of IP	12.569	12.569		12.569	
▪ Fair value of financial instruments	8.795	8.795		8.795	
▪ Intangibles as per the IFRS balance sheet		-490			
Include	36.100	0	-2.263	0	-2.263
▪ Fair value of fixed interest rate debt			-2.263		-2.263
▪ Real estate transfer tax	36.100				
NAV	594.340	557.750	534.613	558.240	534.613
Fully diluted number of shares	25.500.672	25.500.672	25.500.672	25.500.672	25.500.672
NAV per share (in €)	23,31	21,87	20,96	21,89	20,96

in thousands €

31.12.2019

	EPRA NRV	EPRA NTA	EPRA NDV	EPRA NAV	EPRA NNNAV
IFRS Equity attributable to shareholders	523.859	523.859	523.859	523.859	523.859
Diluted NAV at Fair Value	523.859	523.859	523.859	523.859	523.859
Exclude	13.402	12.907	0	13.402	0
▪ Deferred tax in relation to fair value gains of IP	6.910	6.880		6.910	
▪ Fair value of financial instruments	6.492	6.492		6.492	
▪ Intangibles as per the IFRS balance sheet		-465			
Include	30.214	0	-2.682	0	-2.682
▪ Fair value of fixed interest rate debt			-2.682		-2.682
▪ Real estate transfer tax	30.214				
NAV	567.475	536.766	521.177	537.261	521.177
Fully diluted number of shares	24.657.003	24.657.003	24.657.003	24.657.003	24.657.003
NAV per share (in €)	23,01	21,77	21,14	21,79	21,14

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Estimated rental value (ERV)

The estimated rental value is the rental value determined by the independent property experts.

Fair value of an investment property

This is equal to the amount at which a building could be exchanged between well-informed parties, in agreement and acting in conditions of normal competition. From the seller's point of view, this must be understood as subject to deduction of registration fees.

Specifically, this means that the fair value is equal to the investment value divided by 1,025 (for buildings with a value of more than € 2,5 million) or the investment value divided by 1,10/1,125 (for buildings with a value of less than € 2,5 million). For investment properties situated in the Netherlands, held by Dutch subsidiaries, the fair value is equal to the investment value divided by 1,07.

Free float

Free float is the number of shares circulating freely on the stock exchange and therefore not publicly owned. According to the EPRA and Euronext definition it concerns all shareholders possessing individually less than 5% of the total number of shares.

Gross dividend yield

The gross dividend yield is the gross dividend divided by the share price on closing date.

Interest cover ratio

The interest coverage ratio is the ratio between the operating result before result on portfolio and the financial result (excluding the changes in fair value of financial derivatives).

Interinvest

Interinvest is the short name for Interinvest Offices & Warehouses, the full legal name of the company.

Investment value of a real estate property

This is the value of a building estimated by an independent property expert, and including the transfer costs without deduction of the registration fee. This value corresponds to the formerly used term "value deed in hand".

Net dividend

The net dividend equals the gross dividend after deduction of 30% withholding tax. The withholding tax on dividends of public regulated real estate companies was increased from 27% to 30% (except in case of certain exemptions) as from 1 January 2017 as a result of the Programme Act of 25 December 2016, published in the Belgian Official Gazette of 29 December 2016.

Net dividend yield

The net dividend yield is equal to the net dividend divided by the share price on closing date.

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Net result per share⁹

Definition - The net result per share is the net result as published in the income statement, divided by the weighted average number of shares (i.e. the total amount of issued shares less the own shares) during the financial year.

Reconciliation		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Net result (in thousands €)	A	33.211	16.358	13.258	65.765	41.797	23.966	8.558	34.114
Weighted average number of shares	B	25.051.126	24.823.883	24.657.003	24.516.858	24.469.630	24.374.391	24.288.997	19.176.981
Net result per share (in €)	=A/B	1,33	0,66	0,54	2,68	1,71	0,98	0,35	1,78

Net value (fair value) per share

Total shareholders' equity attributable to the equity holder of the parent company (therefore, after deduction of the minority interests) divided by the number of shares at the end of the year (perhaps after deduction of own shares). It corresponds to the net value as defined in article 2, 23° of the RREC Act.

The net value (fair value) per share measures the value of the share based on the fair value of the investment properties and makes it possible to make a comparison with the share price.

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Net value (investment value) per share⁹

Definition - Total shareholders' equity attributable to the equity holder of the parent company (therefore, after deduction of the minority interests) increased with the reserve for the impact on the fair value of estimated transfer duties and costs resulting from the hypothetical disposal of investment properties, divided by the number of shares at the end of the year (after deduction of own shares).

Application - The net value (investment value) per share measures the value of the share based on the investment value of the investment properties and makes it possible to make a comparison with the share price.

Reconciliation		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Shareholders' equity attributable to the shareholders of the parent company (in thousands €)	A	536.876	518.885	537.235	523.859	499.891	482.061	485.174	476.617
Reserve for the impact on fair value of estimated transfer duties and costs resulting from the hypothetical disposal of investment properties (in thousands €)	B	30.210	30.210	28.396	28.404	28.404	28.404	17.658	17.658
Shareholders' equity attributable to the shareholders of the parent company - investment value (in thousands €)	C=A+B	567.086	549.095	565.631	552.263	528.295	510.465	502.832	494.275
Number of shares at year-end	D	25.500.672	25.500.672	24.657.003	24.657.003	24.657.003	24.657.003	24.288.997	24.288.997
Net value (investment value) per share (in €)	=C/D	22,24	21,53	22,94	22,40	21,43	20,70	20,70	20,35

Net yield

The net yield is calculated as the ratio of the contractual rent, increased by estimated rental value on vacancy, less the allocated property charges, and the fair value of investment properties.

Occupancy rate

The occupancy rate is calculated as the ratio between the estimated rental value (ERV) of the rented space and the estimated rental value of the total portfolio available for rent as at closing date.

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Operating margin^o

Definition - The operating margin is the operating profit before result on portfolio, divided by the rental income.

Application - The operating margin provides an indication on the company's possibility of generating profit from its operational activities, without taking the financial result, the taxes or the result on portfolio into account.

Reconciliation in thousands €		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Operating profit before result on portfolio	A	35.780	22.902	10.866	55.891	42.763	29.888	11.665	39.554
Rental income	B	45.396	29.531	14.701	66.143	50.946	35.519	15.144	47.920
Operating margin (%)	=A/B	79%	78%	74%	85%	84%	84%	77%	83%

Regulated real estate company (RREC)

The status of regulated real estate company is regulated by the Act of 12 May 2014 on regulated real estate companies (RREC Act) and by the Royal Decree of 13 July 2014 on regulated real estate companies (RREC Royal Decree) in order to stimulate joint investments in real estate properties.

Result on portfolio^o

Definition - The result on portfolio comprises (i) the result on the disposal of investment properties, (ii) the changes in the fair value of investment properties, and (iii) the other result on portfolio.

Application - The result on portfolio measures the realised and non-realised profit and loss related to the investment properties, compared with the valuation of the independent property experts at the end of the current financial year.

Reconciliation in thousands €		30.09.2020	30.06.2020	31.03.2020	31.12.2019	30.09.2019	30.06.2019	31.03.2019	31.12.2018
Result on disposals of investment properties		1.470	-16	-16	5.364	77	0	0	0
Changes in fair value of investment properties		9.958	1.677	7.151	22.307	14.996	4.595	2.024	7.033
Other result on portfolio		-5.347	-1.988	-1.625	-5.661	-2.925	-1.554	-714	-2.472
Result on portfolio		6.081	-327	5.510	22.010	12.149	3.041	1.310	4.561

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INTERVEST
OFFICES & WAREHOUSES

Return of a share

The return of a share in a certain period is equal to the gross return. This gross return is the sum of (i) the difference between the share price at the end and at the start of the period and (ii) the gross dividend (therefore, the dividend before deduction of the withholding tax).

RREC Act

The Act of 12 May 2014 on regulated real estate companies.

RREC Royal Decree

The Royal Decree of 13 July 2014 on regulated real estate companies.

Share liquidity

The ratio between the numbers of shares traded daily and the number of capital shares.

Turnover rate

The turnover rate of a share is calculated as the ratio of the number of shares traded per year to the total number of shares at the end of the period.

Yield

The yield is calculated as the ratio of contractual rents (whether or not increased by the estimated rental value of unoccupied rental premises) and the fair value of investment properties. It is a gross yield, without deduction of any allocated property charges.