

Company presentation

31.12.2015

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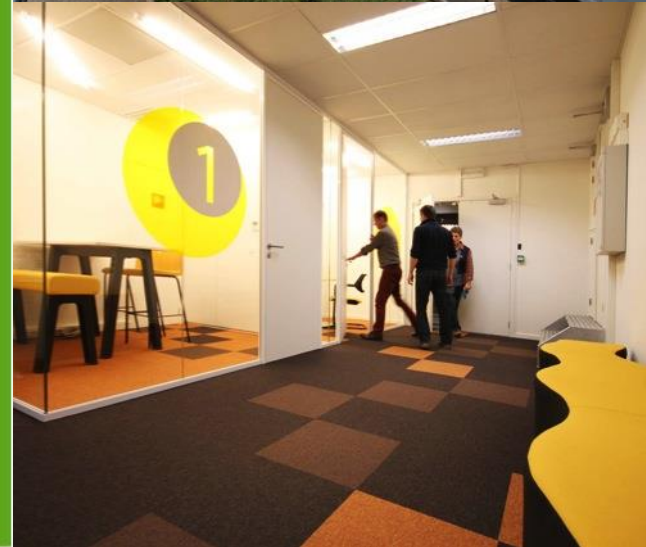


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1. IOW's positioning

Strategy centered around 3 main pillars

ATTRACTIVE AND SUSTAINABLE DIVIDEND

LOGISTICS

Increased focus with
ambition to grow towards 60%

- Acquisition of quality assets
- Development activity within existing portfolio

OFFICES

Continued presence in
higher yielding segment

- Smart market approach
- Maintain critical mass

1. IOW's positioning

Strategy aimed at strong dividends

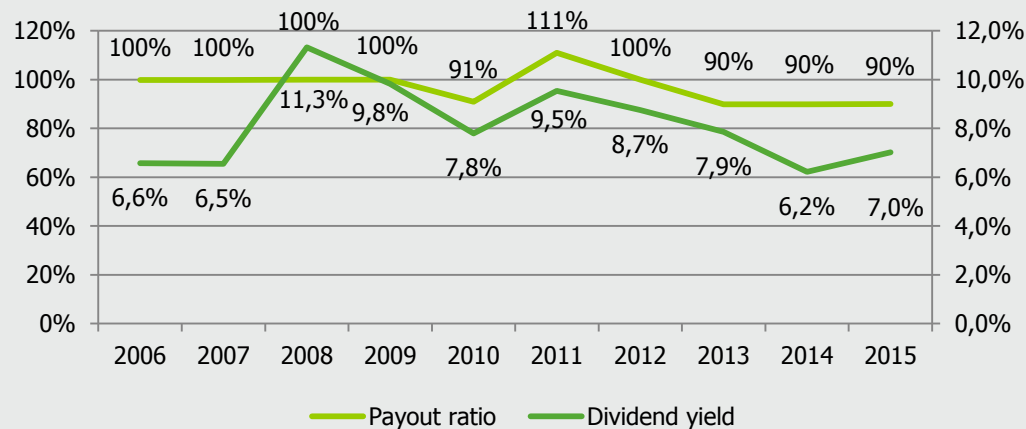
Attractive and sustainable dividend

Clear cash flow mindset...

- Pro-active management of increasing lease lengths and occupancy rates
- Management of debt maturity and diversify sources of funding

...has resulted in dividend resilience through the cycle and will remain priority nr. 1 for the future

- Dividend yield^{1,2} kept at an attractive level



Note:

1. Pay-out ratio calculated on basis of gross dividend as % of net result excluding IAS 39 & IAS 40 bookings
2. Calculated on share price at end of period

1. IOW's positioning

Logistics: Clear focus on growth of the portfolio

Ambition to work towards 60% logistics

Healthy fundamentals ...

- Belgium is well positioned in Europe
- Strong tenant demand - low market vacancy, high tenant renewal rate
- Strong impact of e-commerce
- Limited supply of assets
- Attractive yields
- Long lifecycle of the buildings - low maintenance capex

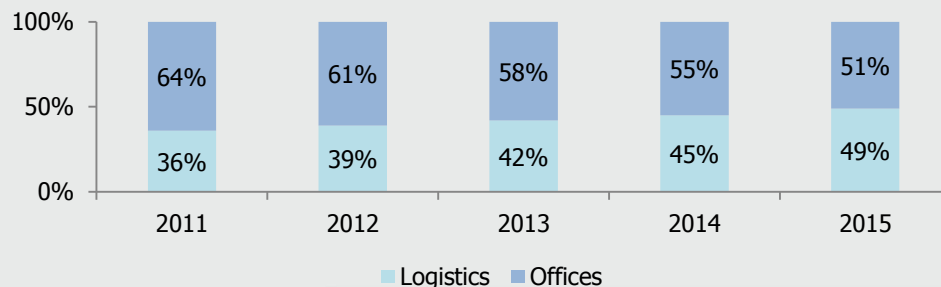
... allow IOW to grow its portfolio

- Acquisition of quality assets
- Creative deals through partnerships (with tenants/developers)
- Development/extension potential within existing portfolio

... combined with IOW's capabilities

- IOW top of mind in identified client base
- Focus on prime locations & buildings
- In-depth market knowledge
- Full in-house capabilities
- Entrepreneurial mindset

... as evidenced by the achieved growth track



1. IOW's positioning

Offices: Continued presence

Selective activity in high yield segment

Centered around portfolio reshaping...

- Focus on multi-tenant real estate
- Further diversifying tenant base
- Turn-key solutions, RE:flex: business development through innovative concepts
- Focus on strategic locations (rebalancing towards Antwerp and Mechelen)
- Repositioning of assets (e.g. Deloitte)
- Divestment when maximum values are reached
- Enabled by in-house property management

... whilst retaining a critical mass in the segment

- Remain a reference player in the market
- Given complementarity with logistics segment
- Supporting stability of rental income and dividend yield

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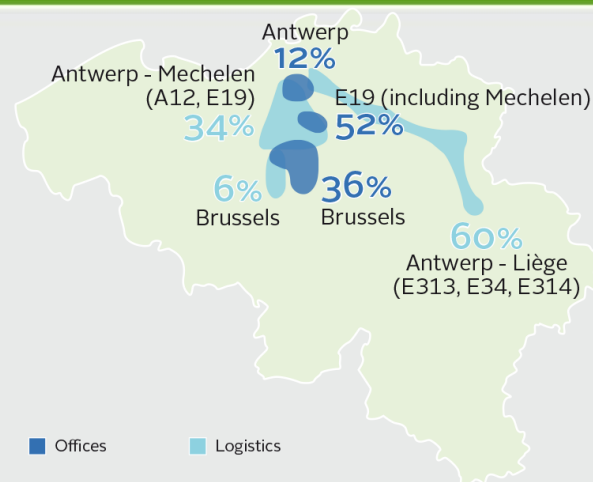
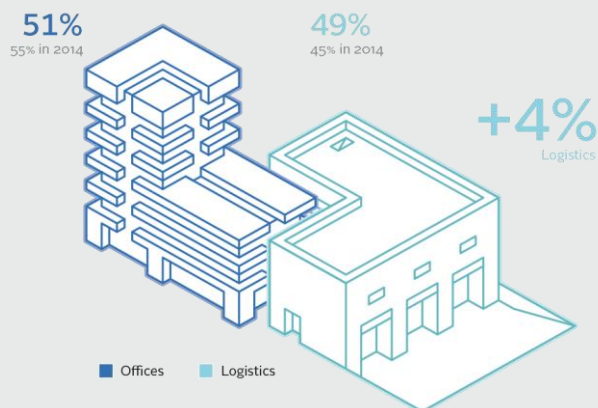
- 1 IOW's positioning
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 - 2.1 General
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 - 2.4 Market
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2.1 Portfolio

Per 31.12.2015, logistics and offices account for 49% and 51% respectively

Total Portfolio¹ – € 634m



Key Performance Indicators (31.12.15):

	Total portfolio	Logistics	Offices
# of properties	37	20	17
Fair value (€m)	634	308	326
Portfolio yield on fair value (%)	7.9%	7.3%	8.4%
Yield on fair value if fully let (%) ²	8.8%	7.7%	9.8%
Rentable space ('000 sqm)	717	487	230
Occupancy rate (%) ³	90%	95%	85%
Avg. duration of contracts by first break date (yrs)	3.7	4.0	3.5

Note:

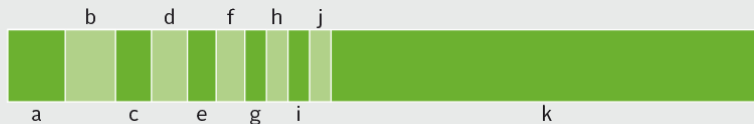
1. 31.12.2015
2. Including ERV on vacant properties
3. Calculated rental income / (rental income + ERV vacant properties)

2.1 Portfolio

A well-diversified tenant and asset portfolio

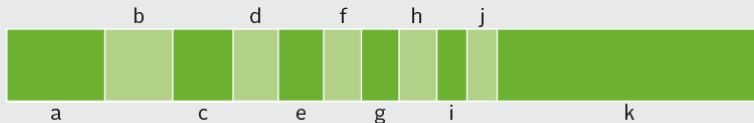
Tenant diversification

a	8%	Deloitte	f	4%	Covidien
b	7%	PriceWaterhouseCoopers	g	3%	UTI Belgium
c	5%	Hewlett-Packard Belgium (EDS Belgium)	h	3%	Biocartis
d	5%	Nike Europe	i	3%	PGZ Retail Concept
e	4%	Fiege	j	3%	Vincent Logistics
			k	55%	Other



Asset diversification

a	13%	Mechelen Campus	g	5%	Herstal
b	9%	Intercity Business Park	h	5%	Puurs
c	8%	Herentals Logistics 1, 2, 3	i	4%	Mechelen Business Tower
d	6%	Woluwe Garden	j	4%	Wilrijk 1 and 2
e	6%	Oevel 1, 2, 3	k	35%	Other
f	5%	Opglabbeek			



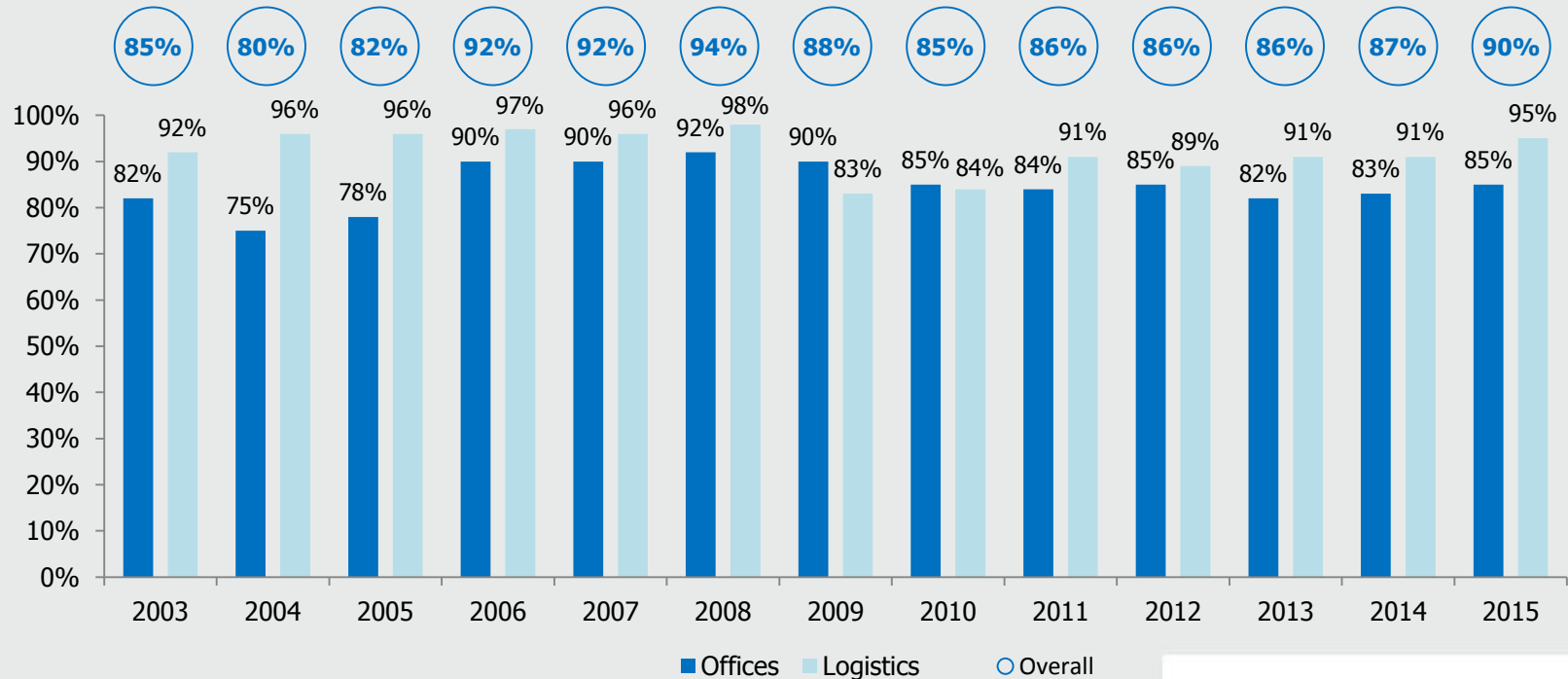
Healthy mix of well diversified and high quality tenants

- Striving for optimal risk diversification in terms of tenants and assets¹:
 - 200 tenants in portfolio
 - Top-10 tenants represent 45% of rental income
 - Mechelen Campus is the largest asset (58,107sqm; 13% of the portfolio)
 - Top-10 assets represent 65% of total portfolio surface
- The larger assets often consist of multiple buildings with different tenants

2.1 Portfolio

Solid occupancy levels through the cycle

Occupancy rates¹



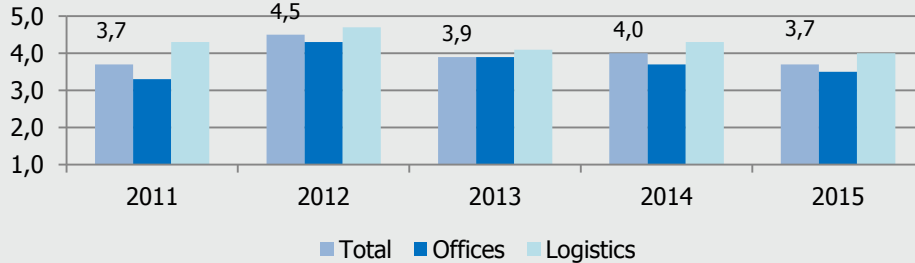
Note:

1. Calculated rental income / (rental income + ERV vacant properties)

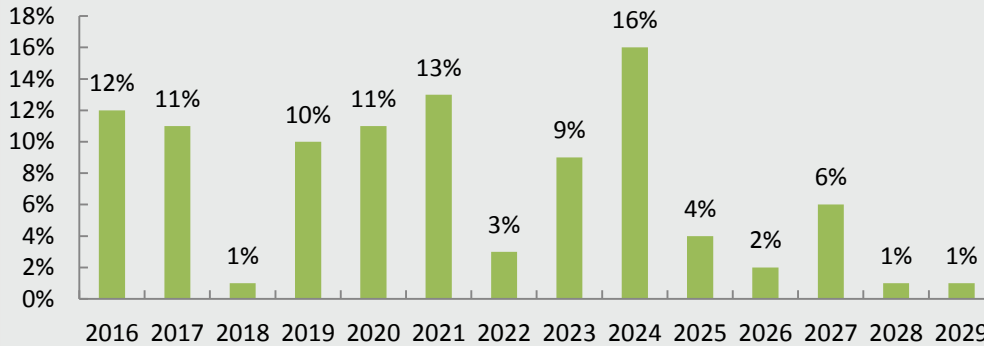
2.1 Portfolio

Average lease duration

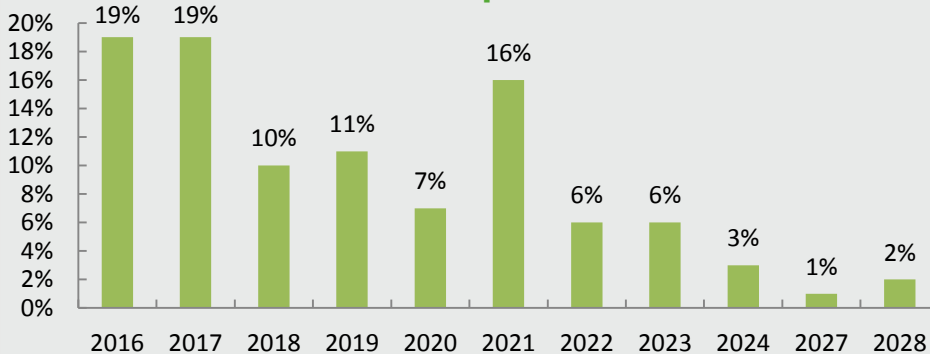
Portfolio average lease duration¹



Portfolio lease duration final expiry dates



Portfolio lease duration up to first break



Note:
1. Until first break

Comments

- Average lease duration of 3.7 years
- Average lease duration has been stable over the years through active management
- 3/6/9 years predominant contract type
- Agreement with Deloitte (8%) on a termination by December 2016 enables early commercialization of those same office spaces for attracting new tenants

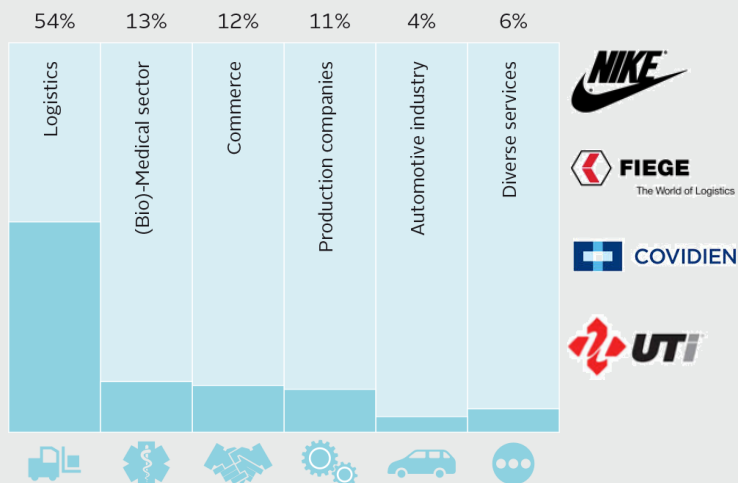
2.2 Portfolio

Logistics: Increasing portfolio in terms of fair value and rentable sqm

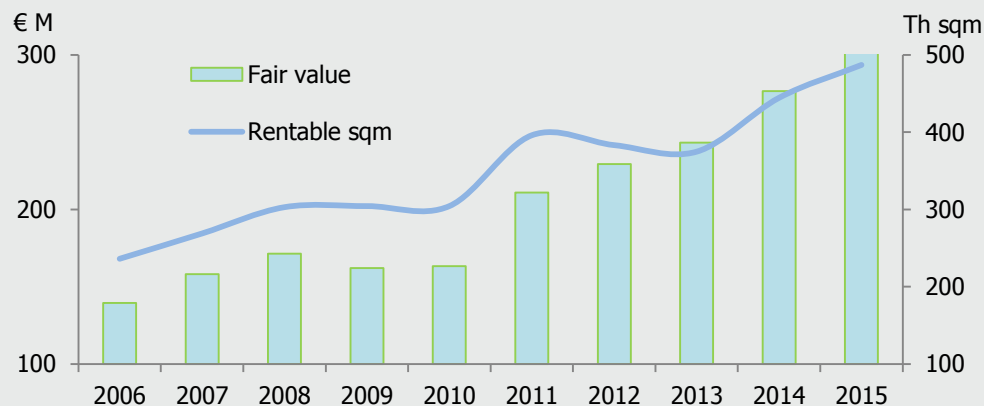
Key financials – Logistics portfolio

€m	2013	2014	2015
Rental Income	15.4	15.5	21.0
Operating result before result on portfolio	14.4	14.3	19.6
IAS40 – Changes in fair value	20.5 ²	1.8	4.0
Operating result	37.2	15.1	24.0
Occupancy rate (%) ¹	91%	91%	95%
Avg. contract duration until first break (yrs)	4.1	4.3	4.0
Yield on fair value (%)	6.8%	7.0%	7.3%
Yield on fair value at 100% occupancy rate (%) ³	7.5%	7.7%	7.7%

Tenant diversification per sector and main tenants



Fair value development and rentable surface



Note:

1. Calculated rental income / (rental income + ERV vacant properties)
2. Explained in part by change of real estate appraiser, as obliged under GVV/SIR law
3. Including ERV on vacant properties

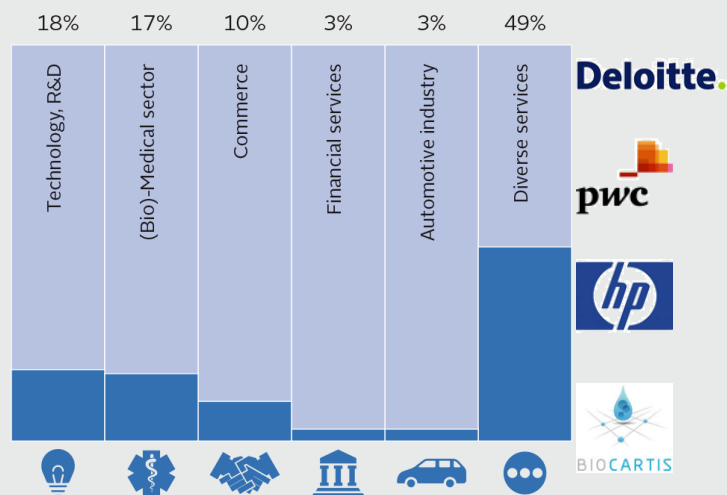
2.3 Portfolio

Offices: Portfolio characterized by an attractive yield

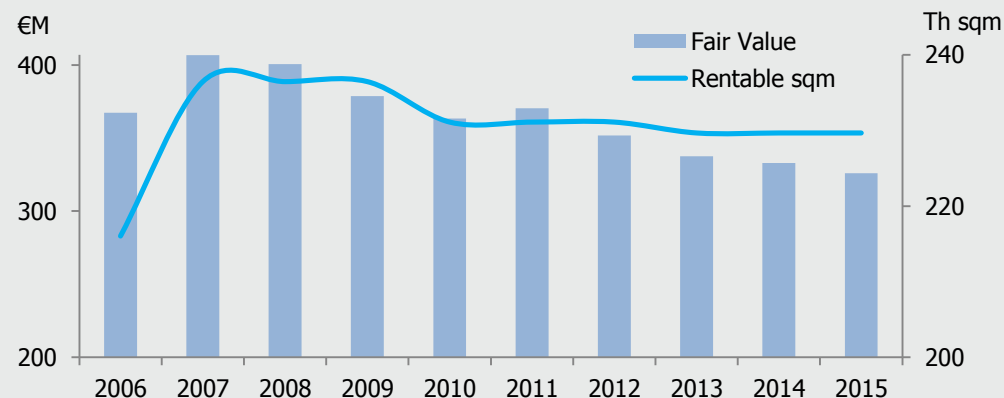
Key financials – Office portfolio

€m	2013	2014	2015
Rental Income	24.5	24.5	25.1
Operating result before result on portfolio	22.6	22.2	24.2
IAS40 – Changes in fair value	(15.0)	(7.0)	(9.3)
Operating result	7.5	15.0	14.3
Occupancy rate (%) ¹	82%	83%	85%
Avg. contract duration until first break (yrs)	3.8	3.7	3.5
Yield on fair value (%)	8.0%	8.2%	8.4%
Yield on fair value at 100% occupancy rate (%) ²	9.7%	9.8%	9.8%

Tenant diversification per sector and main tenants



Fair value development and rentable surface



Note:

1. Calculated rental income / (rental income + ERV vacant properties)
2. Including ERV on vacant properties

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3. Activity highlights

Acquisition logistics site in Liège – Q1 2015

- 52,000sqm in Herstal, Liège
(Antwerp – Limburg – Liège logistics corridor)
- Up-to-date complex of warehouses
(limited office facilities and vast grounds)
- Site developed in different stages from 2001 to 2008
- 100% leased at acquisition
- Weighted average lease term: 8 years
- Acquisition value: € 28.6m
- Rental income: € 2.6m on annual basis
- Initial net yield: 8.2%
- Transaction funded from existing and new credit lines



3. Activity highlights

Innovative office concepts: RE:flex & Turn-key solutions

RE:flex center = flexible business hub

- New business center concepts – higher effective rents/sqm
 - Growing need for flexible work spaces and meeting rooms
 - State-of-the-art conference and meeting facilities with easy access to wifi, printing services, etc.
- First case in business park in Mechelen
- Bio Balance quality label award
- Increasing demand: extra floor in Mechelen in 2015
- Second flexible business hub in Sky Building under construction; opening expected second quarter 2016

Turn-key solutions - interior design and assistance

- Assistance to tenants in designing interior of new offices in a structural way and with competitive prices
- 2015: several projects
 - Cochlear, Bloc, Five 4u, Mercuri, SKS



3. Activity highlights

Pro-active tenant management

Logistics

14 rental transactions for a total of 79,444sqm

- Neovia Logistics extends lease of 26,995sqm in Houthalen to 2024
- CooperVision extends lease of 13,737sqm in Liège to 2024
- New lease agreement in Opglabbeek of 8,931sqm with Scania
- New lease agreement in Schelle of 6,737sqm with Belcar
- New lease agreement in Wilrijk of 5,034sqm with Toyota
- New lease agreement in Wilrijk of 3,653sqm with Agentschap Facilitair Bedrijf

Offices

48 rental transactions for a total of 38,168sqm

- Deloitte temporarily extends lease of 8,117sqm in Diegem
- Kuwait Petroleum extends lease of 3,677sqm in Antwerp
- Technicolor extends lease of 3,578sqm in Antwerp
- On Semiconductor extends leases of 3,307sqm in Mechelen
- Whirlpool extends lease of 2,885sqm in Strombeek



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4. Financials

Key figures

Key figures

in € 000

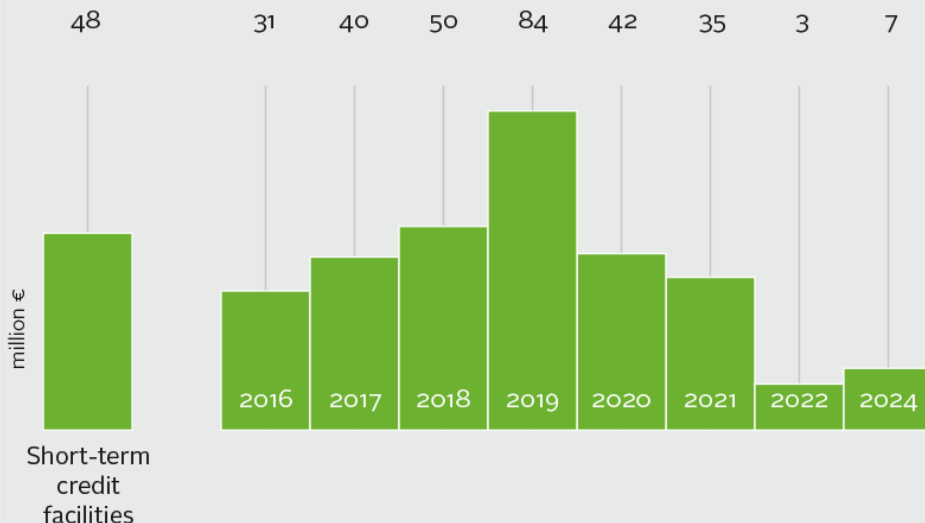
	2011	2012	2013	2014	2015
Property result	40,946	42,353	40,990	40,912	49,025
Operating result (before result on portfolio)	34,557	36,017	35,605	34,888	42,082
Operating margin (before result on portfolio)	84%	85%	87%	85%	86%
Result on portfolio	-120	-14,543	7,841	-6,404	-5,465
IAS 40 – Changes in fair value of portfolio	2,294	-13,953	5,465	-5,198	-5,347
Operating result	34,437	21,474	43,446	28,485	36,617
IAS 39 – Ineffective hedges	-4,175	-3,128	2,166	-344	558
Net result	18,017	7,155	34,581	16,290	25,952
Assets	594,134	594,077	588,862	618,590	648,399
Equity	284,018	272,356	286,521	314,167	321,736
Debt ratio	49.9%	51.2%	48.7%	46.6%	48.2%
Share					
Outstanding shares (#)	13,907,267	14,199,858	14,424,982	16,143,906	16,239,350
EPRA result per share (€)	1.60	1.71	1.71	1.57	1.90
EPRA NAV (€)	20.76	19.73	20.20	19.77	20.09

Note: More detailed figures in Appendix 2

4. Financials

Financing structure

Expiry financial debt facilities



Interest rate type of financial debt

74%

Fixed interest rate

26%

Variable interest rate

- IOW has diversified its financing sources and maturities:
 - Maintaining relations with 7 banks: ING, BNP, KBC, Belfius, Bayerische Landesbank, Bank Degroof and NIBC
- Bank refinancing for 2015 has been successfully concluded in 4 main transactions:
 - € 40m refinanced with due dates in 2017 and 2018
 - € 22.5m refinanced with duration till 2020
 - € 10m new loan by new bank with duration till 2019
 - € 30m new loan by existing bank with duration till 2019 for the acquisition in Liège
- The € 75m bond that matured in June 2015 was refinanced through existing committed credit facilities
- IOW's average debt maturity of 3.4 years
- IOW's average cost of debt of 3.5%
- 74% of drawn credit lines are either hedged or at fixed interest rates
- € 35m non-withdrawn credit lines at financial institutions to absorb the fluctuations in the cash needs of the company.

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5. Outlook

- Increased focus on **logistics portfolio**
- Asset rotation towards a distribution between **logistics and offices of 60%-40%**
- **Focus on occupancy rate** – add value by sales orientated approach – solid asset management platform – no nonsense hands on spirit
- Solid structural and financial basis for **portfolio growth**
- Distributable **operating profit per share is expected to decrease** due to one-time refurbishment fee in 2015

Appendices:

1. Portfolio
2. Financials

Appendix 1 – Portfolio

Appendix

Portfolio: offices (1/2)



Mechelen Campus

Sqm: 58,107

Year of construction: 2000 - 2007

Key tenant(s): a.o. Viabuild, Borealis Polymers, Cochlear, Endemol België, Imperial Tobacco Belgium, Basic-Fit



Intercity Business Park

Sqm: 42,542

Year of construction: 1993 - 2000

Key tenant(s): a.o. Biocartis, SGS Belgium, Galapagos, LabCorp



Woluwe Garden

Sqm: 24,460

Year of construction: 2000

Key tenant: PwC



Mechelen Business Tower

Sqm: 13,574

Year of construction: 2001

Key tenant: Hewlett-Packard Belgium



Brussels 7

Sqm: 11,182

Year of construction: 1999 - 2002

Key tenant(s): Whirlpool, Staples



Gateway House

Sqm: 11,171

Year of construction: 1993 - 1994

Key tenant(s): Kuwait Petroleum, DLA Piper, Karel de Grote Hogeschool



3T Estate

Sqm: 8,904

Year of construction: 1998

Key tenant(s): Ingram Micro, Fleet Logistics Belgium, SD Worx



Diegem Campus 2

Sqm: 8,840

Year of construction: 2000

Key tenant: Deloitte (until 31 December 2016)



Diegem Campus 1

Sqm: 8,792

Year of construction: 2001 - 2002

Key tenant: Deloitte (until 31 December 2016)

Appendix

Portfolio: offices (2/2)



Park Station

Sqm: 8,782
Year of construction: 2000
Key tenant(s): EURid, CED België,
RAM Mobile Data



De Arend

Sqm: 6,929
Year of construction: 1997
Key tenant(s): Technicolor, Euromex,
Cheops Technology



Inter Access Park

Sqm: 6,391
Year of construction: 2000
Key tenant(s): B-Bridge, Amplifon,
Edwards Lifesciences, Mitiska, ING,
Allegion, Systech, Commercial Finance
Group, KBC Bank, Rooryck & Co



Sky Building

Sqm: 5,727
Year of construction: 1988 - 2006
Key tenant(s): Givi Group, LeasePlan
Fleet Management, Nationale Borg
Maatschappij, CWT Belgium,
VTG, RSA Insurance, Bruid Media



Aartselaar

Sqm: 4,138
Year of construction: 2000
Key tenant: Pro Time



Hermes Hills

Sqm: 3,672
Year of construction: 1990
Key tenant: Deloitte (until 31
December 2016)



Exiten

Sqm: 3,628
Year of construction: 2002
Key tenant(s): Gras Savoye
Belgium, Rexel Belgium, IFM
Electronic Belgium



Park Rozendal

Sqm: 2,830
Year of construction: 1994 - 2006
Key tenant(s): Mylan, Sysmex

Appendix

Portfolio: logistics (1/2)



Herentals Logistics 1

Sqm: 15,008 + 2,338
Year of construction: 1977
Key tenant(s): Yusen Logistics



Herentals Logistics 2

Sqm: 48,776 + 2,136
Year of construction: 2008 - 2011
Key tenant: Nike Europe



Herentals Logistics 3

Sqm: 32,100
Year of construction: n.a.,
ground reserve



Opglabbeek

Sqm: 74,893 + 2,549
Year of construction: 1999 - 2012
Key tenant(s): Medtronic, DHL



Oevel 1

Sqm: 26,875 + 2,044
Year of construction: 2007
Key tenant(s): UTi Belgium, Seal
For Life Industries



Oevel 2

Sqm: 8,946 + 3,233
Year of construction: 2004
Key tenant: Estée Lauder



Oevel 3

Sqm: 5,036
Year of construction: 2013
Key tenant: UTi Belgium



Puurs

Sqm: 41,877 + 1,657
Year of construction: 2001
Key tenant: Fiege, Delhaize



Wilrijk Neerland 1 & 2

Sqm: 28,423 + 1,116
Year of construction: 1986 – 1989 -
2013
Key tenant(s): Peugeot, Dockx
Logistics, Transports Cordier, Toyota



Houthalen

Sqm: 26,255 + 740
Year of construction: 2001
Key tenant: Neovia Logistic
Services International



Herstal

Sqm: 47,579 + 4,389
Year of construction: 2001 - 2008
Key tenant(s): Vincent Logistics,
Cooper Vision, Parker Legris

Appendix

Portfolio: logistics (2/2)



Boom Krekelenberg

Sqm: 23,934 + 787
Year of construction: 2000
Key tenant: CEVA Logistics Belgium



Wommelgem Koralenhoeve

Sqm: 22,369 + 1,811
Year of construction: 1998
Key tenant: PGZ Retail Concept



Duffel Stocletlaan

Sqm: 23,160 + 226
Year of construction: 1998
Key tenant(s): Iron Mountain
Belgium, Sofidel Benelux



Huizingen

Sqm: 15,373 + 2,105
Year of construction: 1987 – 1993
(several renovations afterwards)
Key tenant: Pharma Logistics (DHL)



Mechelen Oude Baan

Sqm: 14,930 + 411
Year of construction: 1999 - 2004
Key tenant(s): Pharma Logistics (DHL)



Aartselaar

Sqm: 8,926 + 939
Year of construction: 1994
Key tenant(s): Party Rent/Expo Rent



Schelle

Sqm: 6,595 + 1,728
Year of construction: 1993
Key Tenant(s): Meiko, Vereniging
Voor Verkeersveiligheid, SD Worx



Merchtem

Sqm: 6,193 + 1,075
Year of construction: 1992 - 2002
Key tenant: WAMO (ZEB)



Berchem Technology Center

Sqm: 4,494 + 2,346
Year of construction: 1992
Key tenant(s): Brico Belgium, Galy
Sport, Vlaamse Gemeenschaps-
Commissie, Jiholabo



Mechelen Ragheno

Sqm: 5,377 + 592
Year of construction: 1998 - 2010
Key tenant: ThyssenKrupp
Otto Wolff

Appendix 2 – Financials

Appendix 2 - Financials

Consolidated income statement

(in € 000)	31.12.2015	31.12.2014
Rental income	46,147	40,037
Property management costs and income	2,878	875
Property result	49,025	40,912
Property charges	-5,319	-4,432
General costs and other operating income and costs	-1,624	-1,592
Operating result before result on portfolio	42,082	34,888
Result on disposals of investment properties	125	-589
Changes in fair value of investment properties	-5,347	-5,198
Other result on portfolio	-243	-616
Operating result	36,617	28,485

(in € 000)	31.12.2015	31.12.2014
Operating result	36,617	28,485
Financial result (excl. changes in fair value - IAS 39)	-10,913	-11,815
Changes in fair value of financial assets and liabilities (ineffective hedges - IAS39)	558	-344
Taxes	-310	-36
Net result	25,952	16,290

Note:

✓ Operating distributable result	30,859	23,038
✓ Result on portfolio	-5,465	-6,404
✓ Changes in fair value of financial assets and liabilities (ineffective hedges - IAS 39)	558	-344

Appendix 2 - Financials

Consolidated balance sheet

ASSETS (in € 000)	31.12.2015	31.12.2014
Non-current assets	635,218	609,722
Intangible assets	3	16
Investment properties	634,416	609,476
Other tangible assets	792	215
Trade receivables and other non-current assets	7	15
Current assets	13,181	8,868
Trade receivables	6,957	3,861
Tax receivables and other current assets	3,593	1,655
Cash and cash equivalents	598	1,259
Deferred charges and accrued income	2,033	2,093
Total assets	648,399	618,590

EQUITY & LIABILITIES (in € 000)	31.12.2015	31.12.2014
Shareholders' equity	321,736	314,167
Non-current liabilities	231,467	177,162
Non-current financial debts	226,054	171,478
Other non-current financial liabilities	4,507	5,066
Other non-current liabilities	906	618
Current liabilities	95,196	127,261
Provisions	0	172
Current financial debts	79,158	112,465
Trade debts and other current debts	6,335	3,656
Other current liabilities	186	187
Accrued charges and deferred income	9,517	10,781
Total shareholders' equity and liabilities	648,399	618,590

Appendix 2 - Financials

EPRA key figures per share

	31.12.2015	31.12.2014
EPRA earnings (€)	1.90	1.57
EPRA NAV (€)	20.09	19.77
EPRA NNNAV (€)	19.47	19.02
EPRA Net Initial Yield (NIY) (%)	6.6%	6.4%
EPRA Topped-up NIY (%)	7.0%	6.9%
EPRA Vacancy rate (%)	11.5%	14.8%
EPRA Cost Ratio (including direct vacancy costs (%))	15.4%	15.2%
EPRA Cost Ratio (excluding direct vacancy costs) (%)	14.7%	13.3%