



Interim Results

*Half Year
2021*

*14 July
2021*



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Actual results, performance or events may differ materially from those in such statements due to, without limitation, general economic conditions, including in particular, but not limited to, economic conditions in the NSI core business and core markets, general competitive factors and the impact of acquisitions.



“We enable our customers to achieve maximum productivity and growth, providing best-in-class flexible space solutions and services in modern, healthy, sustainable buildings in prime locations.”

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Key highlights H1 2021

Operational performance

- **EPRA Vacancy** – 7.7% (of which 2.0% strategic), increase of 0.7%
- **Rental growth** – Increase in like-for-like net rents 2.1%
- **Rent collection** – 2021 H1: 97.7%¹ → 99.5% for Offices/HNK
- **Developments** – Further milestones achieved for Vivaldi III and Laanderpoort

Financial performance

- **EPRA EPS** – € 1.16 (1.4% higher than same period last year)
- **EPRA NTA per share** – Up 1.2% to € 44.97
- **Revaluation** – Positive result of 0.8%
- **Interim dividend** – Stable at €1.04

Balance sheet management

- **LTV** – Up 3.3 pp to 32.6%
- **Cost of debt** – Slight decrease to 2.0%
- **Debt maturity** – 5.0 years
- **Committed undrawn credit facilities** – €230m

Strong operational performance and sound balance sheet

Key metrics

Revenue and earnings

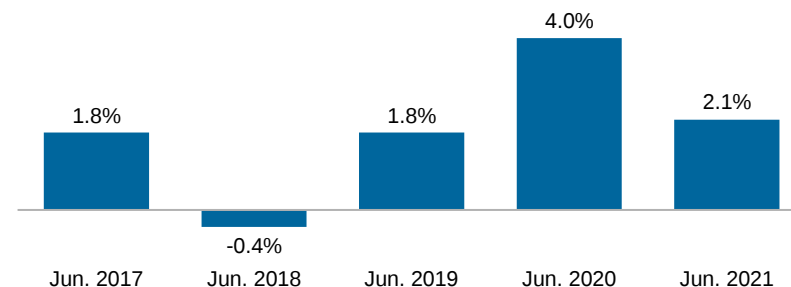
	30 June 2021	30 June 2020	Change %
Operating margin	77.1%	77.8%	-0.8pp
Net rents like-for-like	2.1%	4.0%	-1.9pp
EPRA Earnings per share (€)	1.16	1.15	1.4%
Dividend per share (€)	1.04	1.04	0.0%

Balance sheet

	30 June 2021	31 Dec 2020	Change %
EPRA Vacancy	7.7%	7.0%	0.7pp
Portfolio revaluation	0.8%	-4.5%	
EPRA NTA per share (€)	44.97	44.44	1.2%
Average cost of debt	2.0%	2.1%	-0.1pp
LTV	32.6%	29.2%	+3.3pp

Change in net rents

Net rents like-for-like (%) over first six months



Change in NTA per share

EPRA NAV/NTA per share (€)

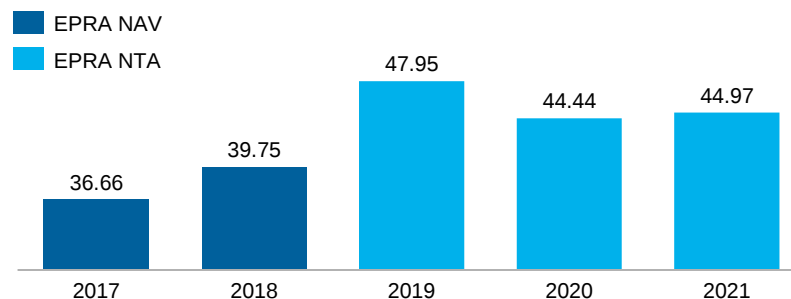


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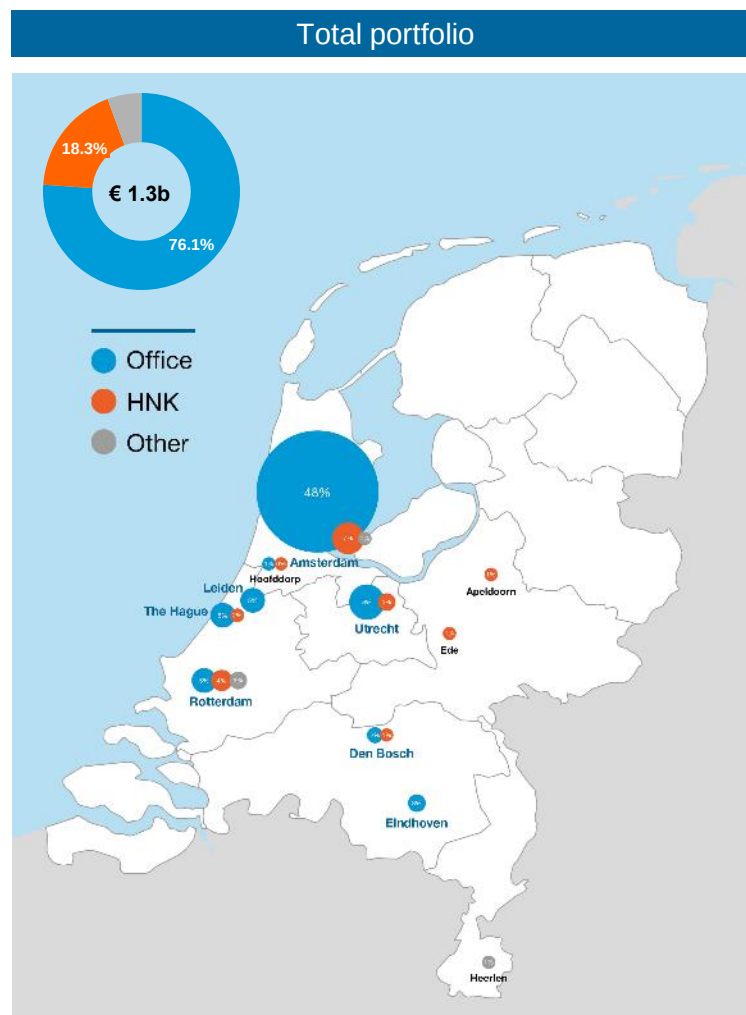
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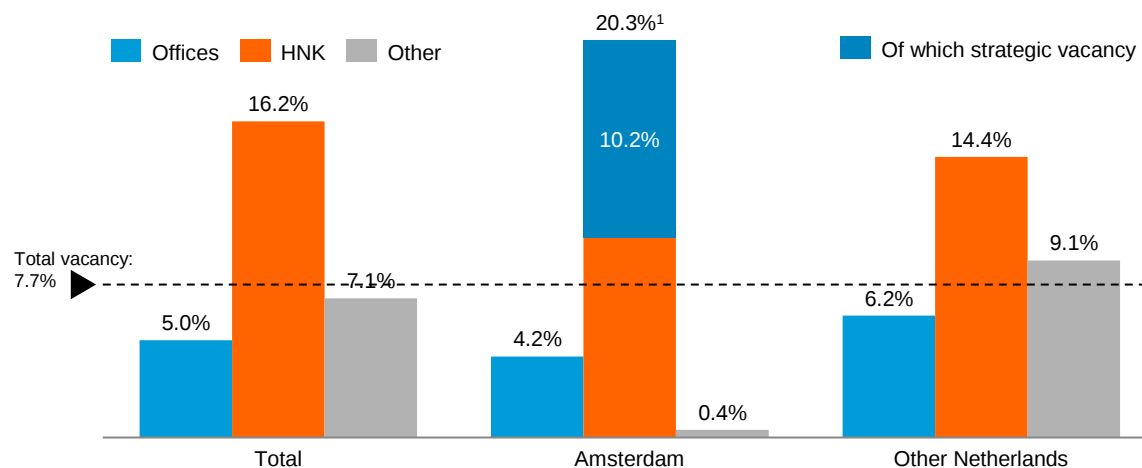
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A concentrated investment portfolio

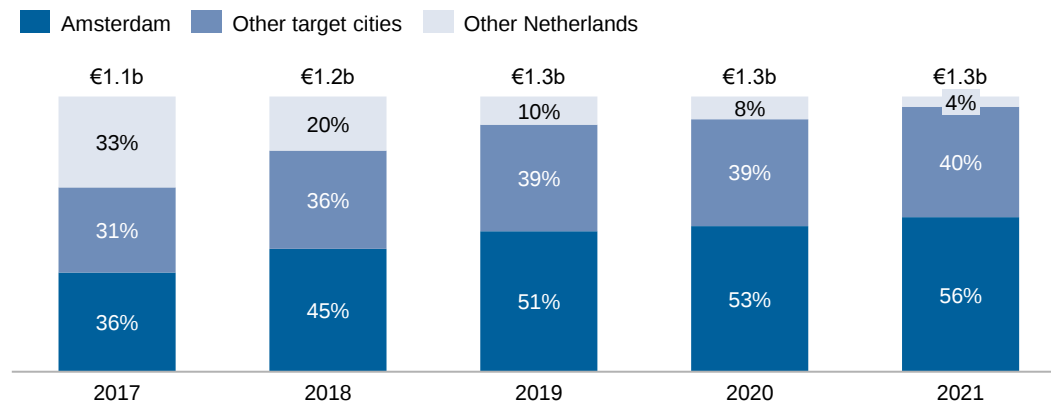
Emphasis on G5 growth locations



EPRA vacancy



Market value



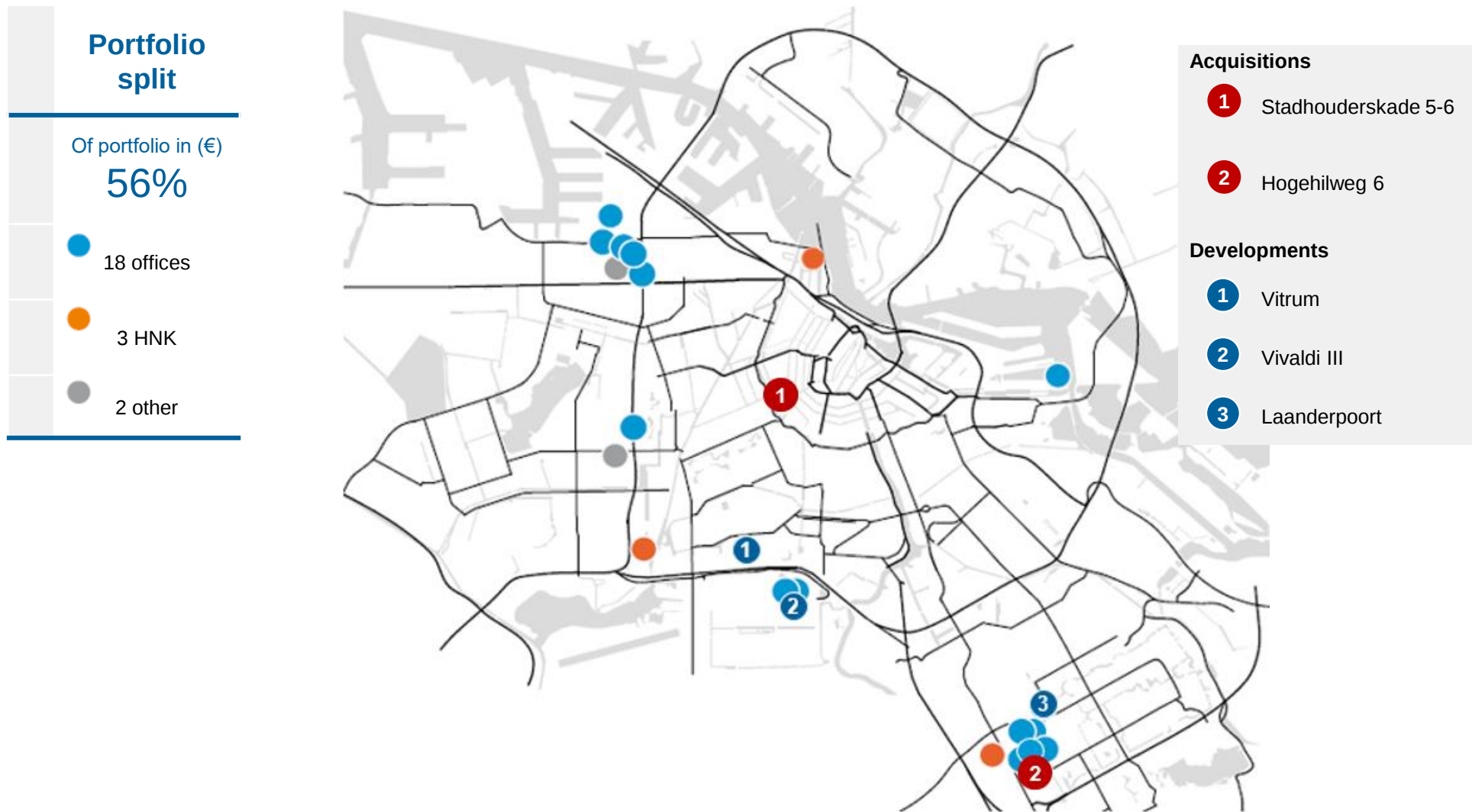
1. Of which 10.2% is strategic vacancy in HNK Zuidoost

Acquisition of € 80 million portfolio in H1

An **off-market proposition** of three properties located in the city centre of Amsterdam, Amsterdam Zuidoost and in the city centre of Rotterdam. The properties are located in central and well accessible locations, are almost fully let and provide for a long cashflow. The portfolio offers an exclusive opportunity to **strengthen NSI's** coverage in its target cities.



NSI's Amsterdam exposure increases to 56% of total assets



Disposals 2021

Continued rotation out of non-core assets

Q1



Vareseweg

City: Rotterdam

m2: 6,432



Kruisweg 661-665

City: Hoofddorp

m2: 1,057



Neuhuyskade

City: Den Haag

m2: 2,688

Total disposals H1

Total disposal proceeds € 24.3m

Premium to book value¹ 8.5%

Q2



HNK Dordrecht

City: Dordrecht

m2: 5,766



Delf-Techpark

City: Delft

m2: 2,816

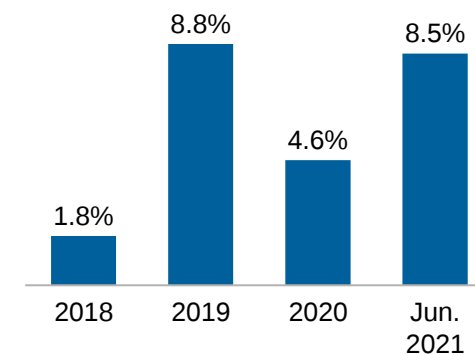


Hoofdweg

City: Rotterdam

m2: 1,997

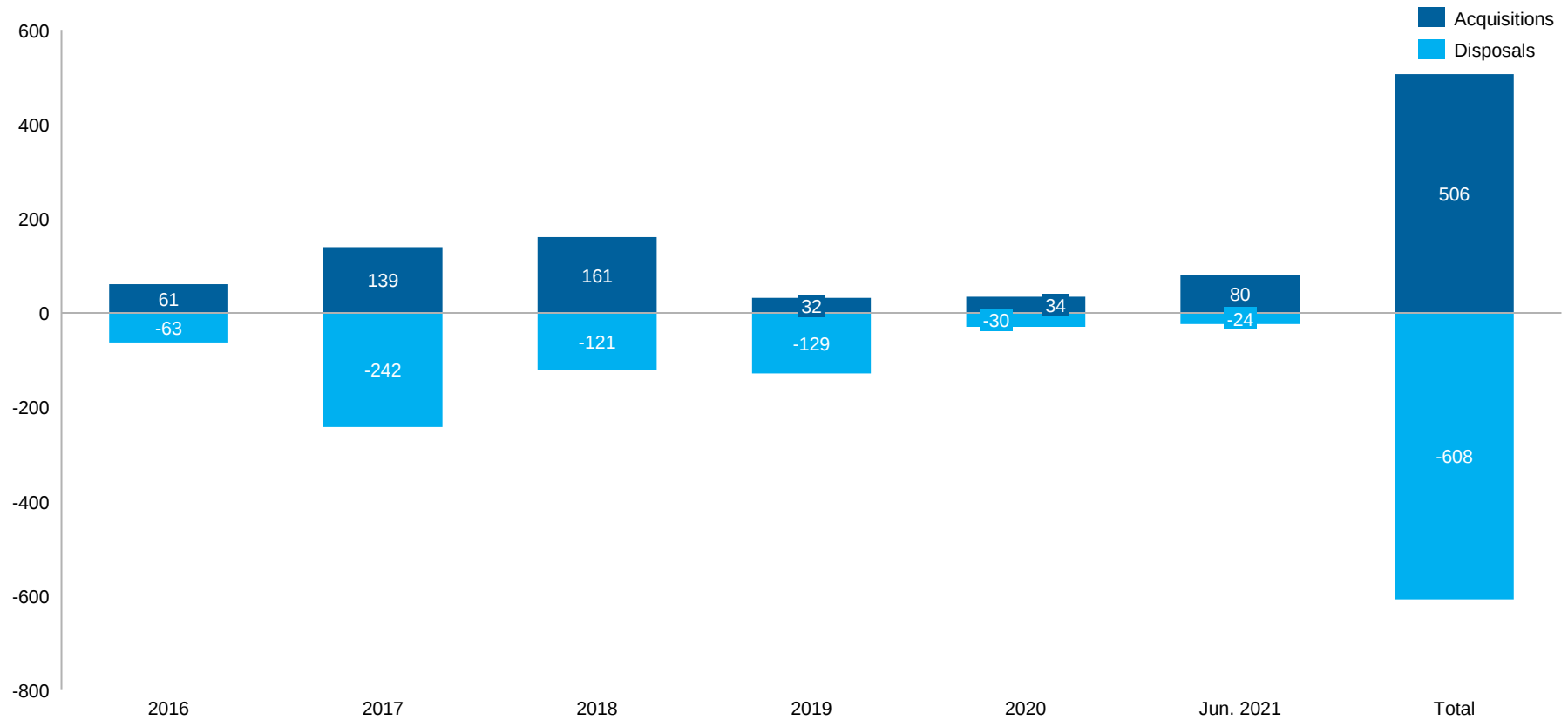
Historical premium to book value



Track record

Transaction volume

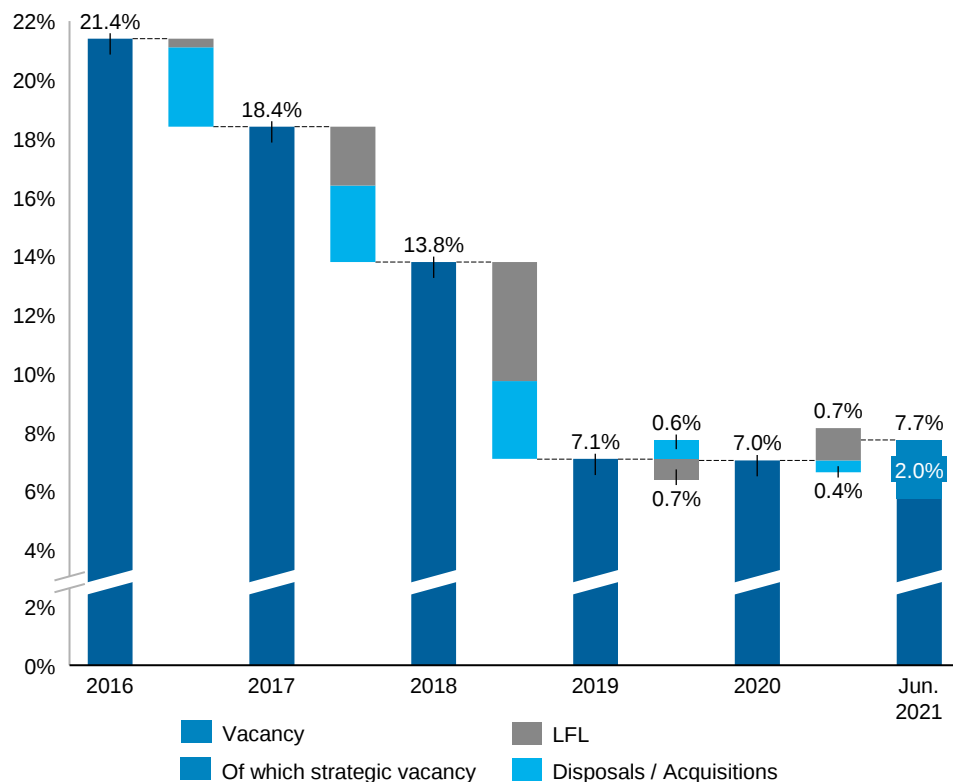
Annual transaction volumes (€m)



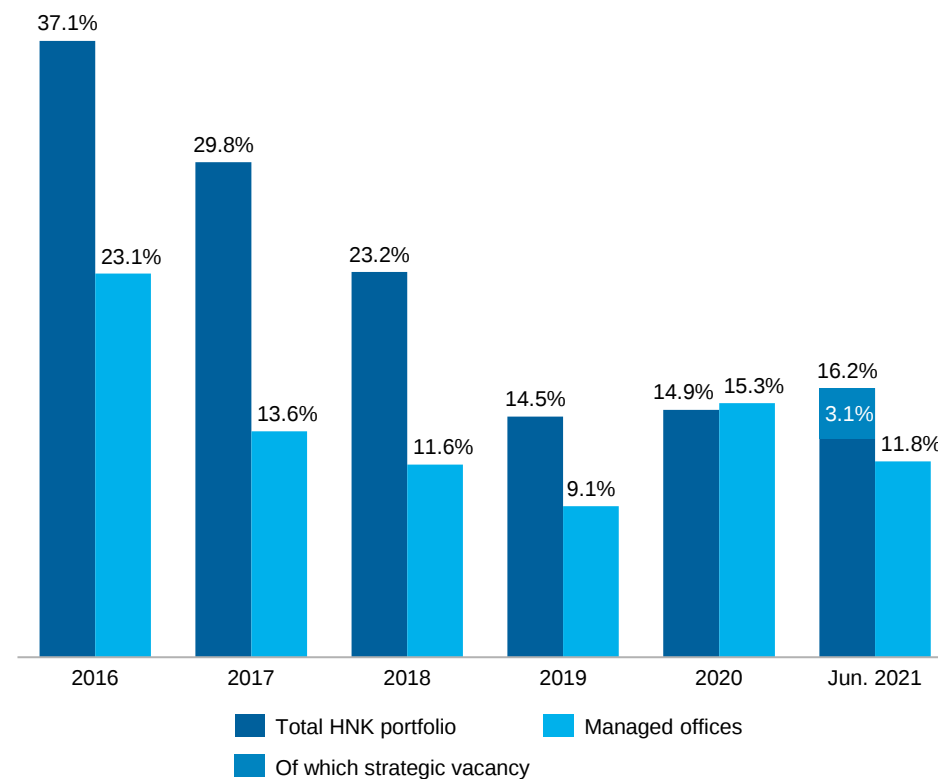
Strong operational performance

Vacancy rate below market average

EPRA vacancy rate

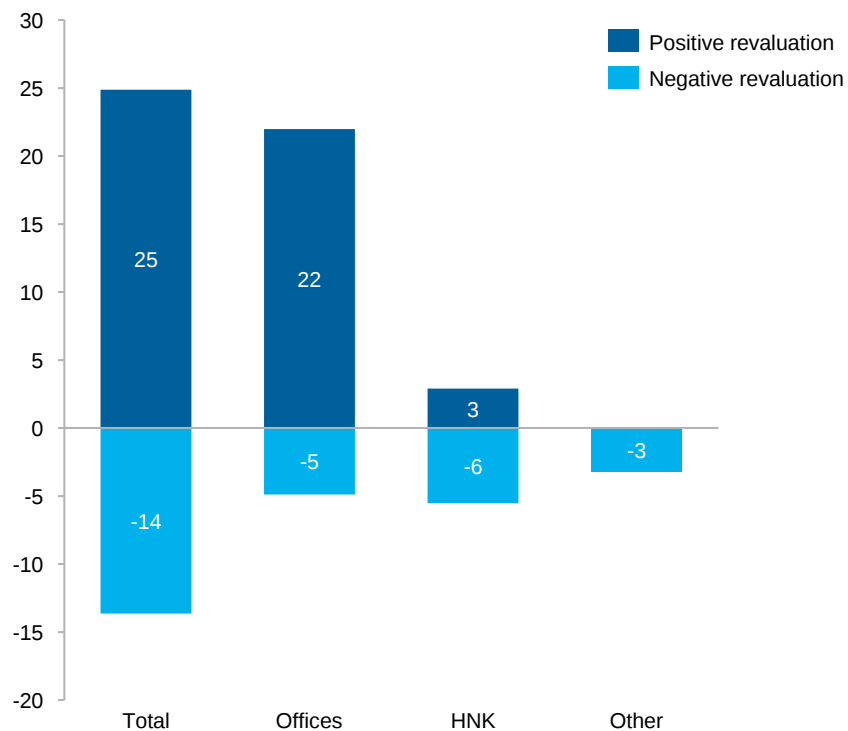


EPRA Vacancy rate HNK



Positive revaluations over H1 2021

Total portfolio (€m)

Net
revaluation

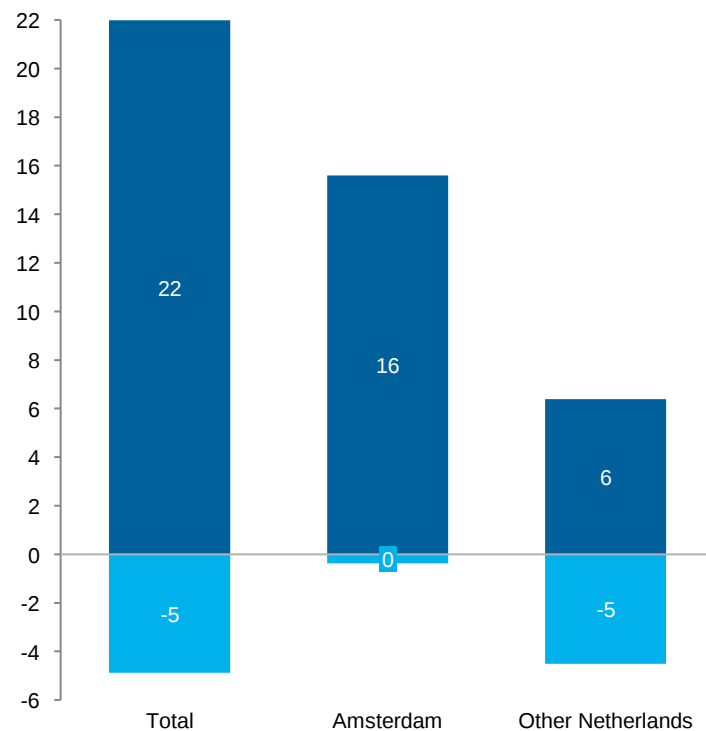
0.8%

1.7%

-1.0%

-4.2%

Offices (€m)



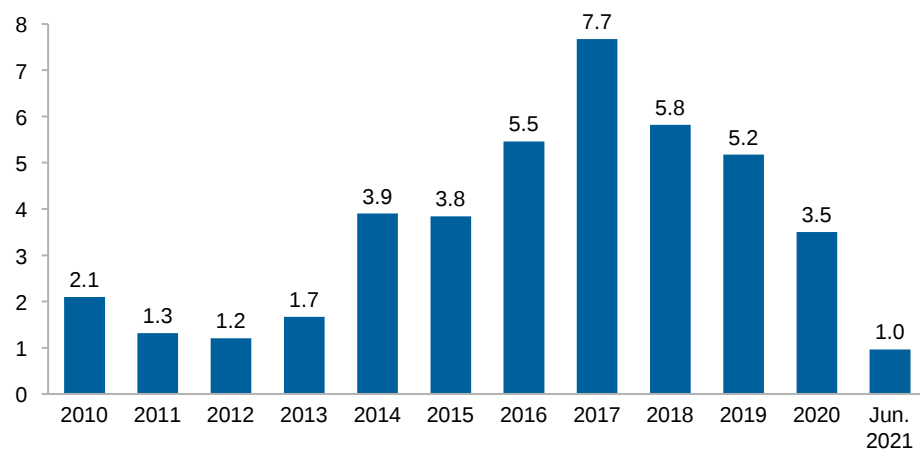
1.7%

2.4%

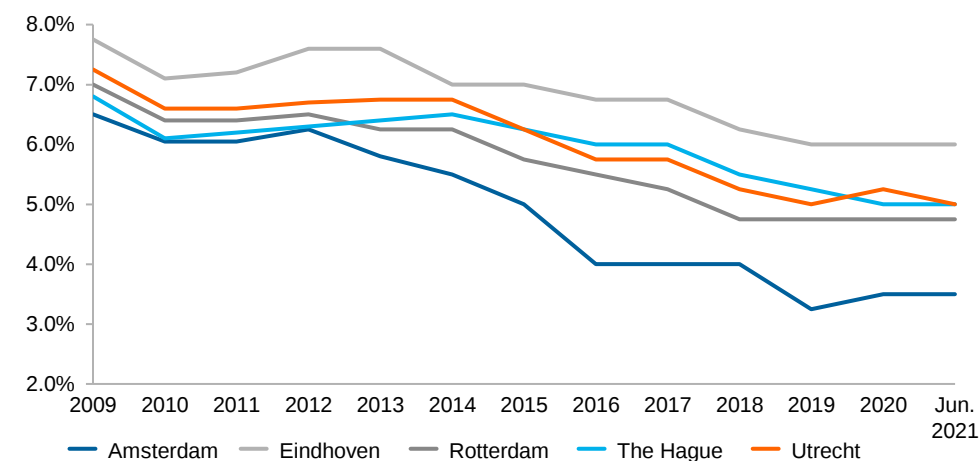
0.5%

Dutch office market 2021

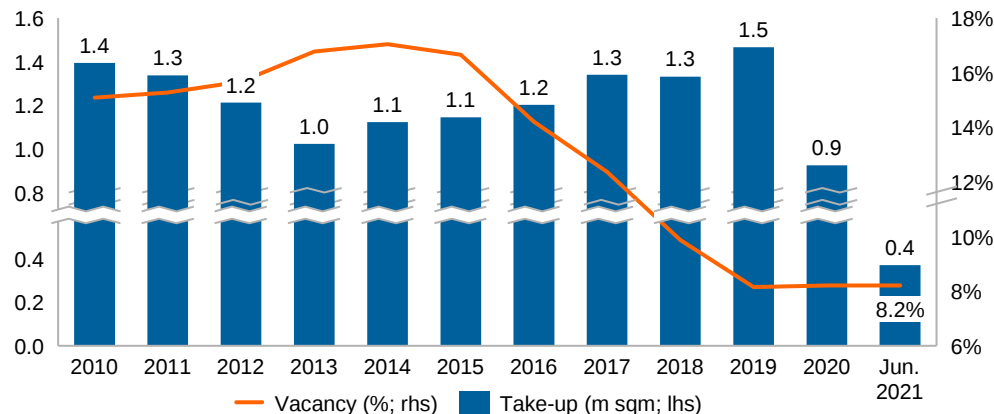
Investment volumes Offices Netherlands (€bn)



Prime Yields (%)



Vacancy rate and take-up Offices Netherlands



Prime rental growth¹

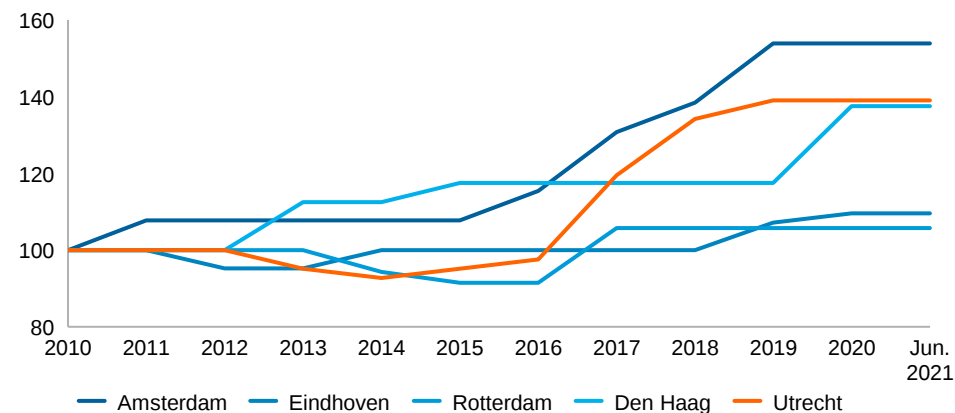


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The right assets in the right location

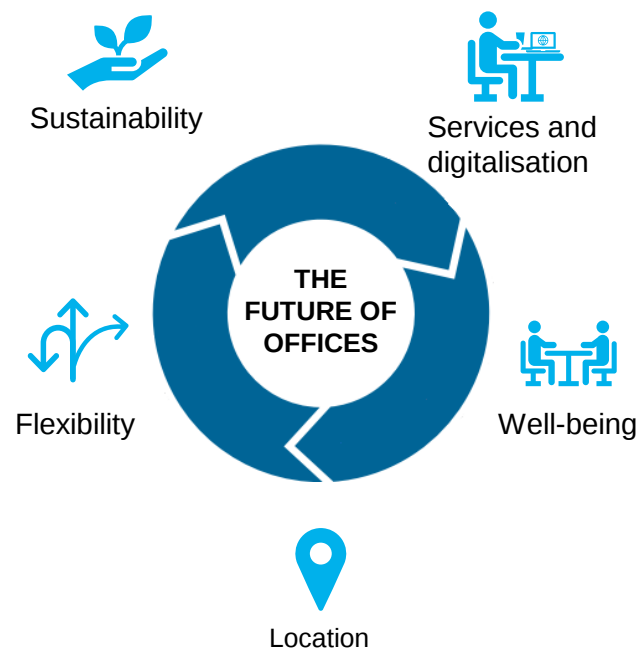
Where we started by rotating to the right locations

.. we are now focussing on having the right assets in the right location

Total portfolio 2021



Disposals 2016-2021

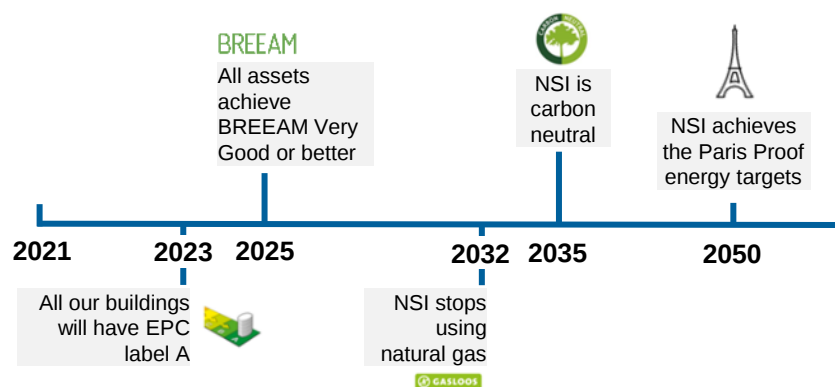


ESG is integral to the NSI strategy

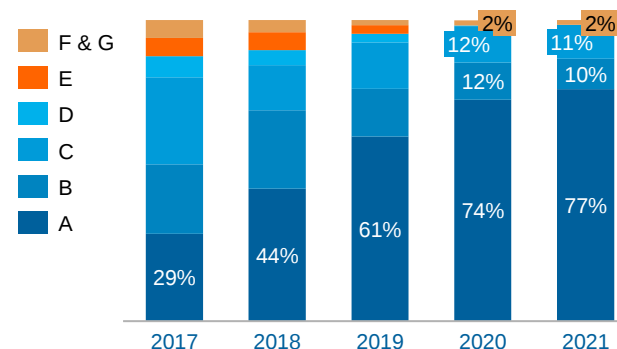
Clear path to improve sustainability

Sustainability Actions in 2021

- Further improvements to EPC ratings
- Estimated costs for improving BREEAM ratings to Very Good: € 3.5m
- Currently estimating costs to bring portfolio to BREEAM Excellent level
- Achieved ISO 50001 (Energy Management System) certification, enabling further improvement of EMS-led energy performance
- Partnership with Spectral (smart building platform) to enable AI-driven further reduction in energy consumption for 26 buildings



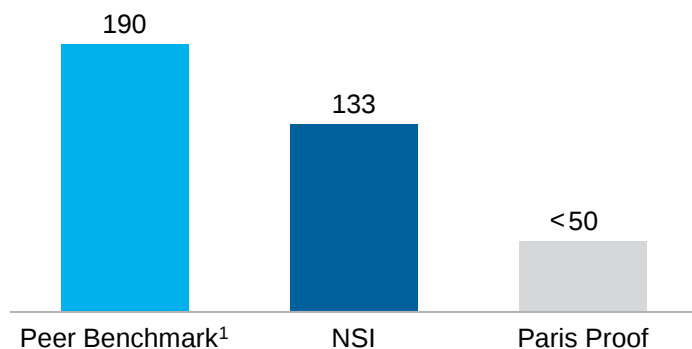
EPC score (by value)



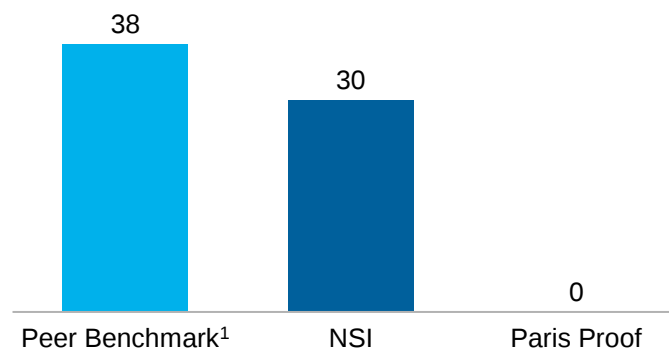
Sustainability: reducing energy and carbon intensity

working towards a Paris-proof asset portfolio

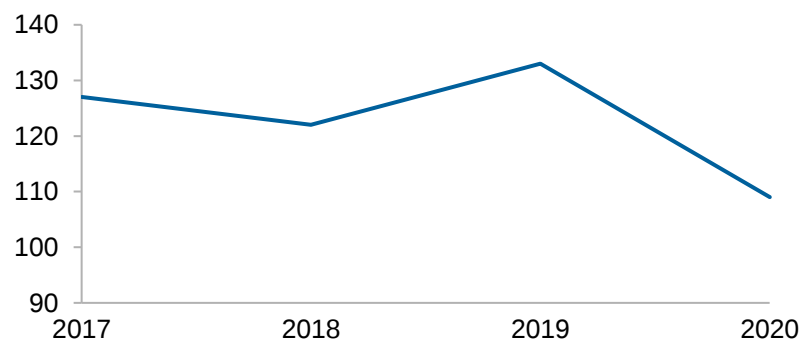
Energy Intensity (KWh/m²) in 2019



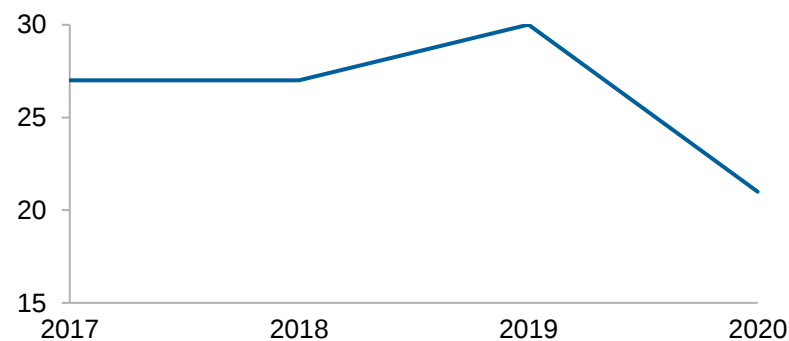
Carbon Intensity (kgCO₂/m²) in 2019



NSI Energy Intensity (KWh/m²)



NSI Carbon Intensity (kgCO₂/m²)



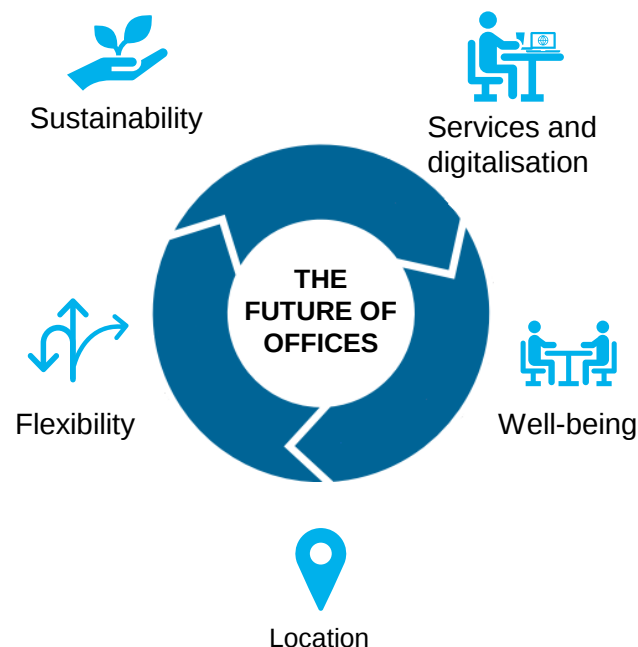
Working towards a high-quality future-proof office portfolio

Location, sustainability, well-being, flexibility and services

It is no longer just about location, location, location...

.. But about having the right assets in the right location

- The key drivers to office performance going forward
 - Location**
 - Sustainability** (i.e. BREEAM)
 - Health & well-being** (i.e. WELL)
 - Digital connectivity** (i.e. Wirescore)
 - Overall occupier satisfaction** (i.e. Leesman)
- NSI's **Customer Excellence** team works on 3, 4 and 5:
 - Brand positioning & new brand manual
 - Remapped customer journeys & intended user experience
 - New Standard Operation Procedures (SOP)
 - Updated our program of requirements, including:
 - Ventilation
 - AV equipment
 - Maximum noise levels
 - New partnerships with external service providers
- New **pilots** to bring together a new generation of services in:
 - Motion
 - Alexanderpoort
 - HNK Scheepvaartkwartier



We have moved from experimenting with WFH... ... to experimenting with hybrid working

The office is a place for collaboration and culture

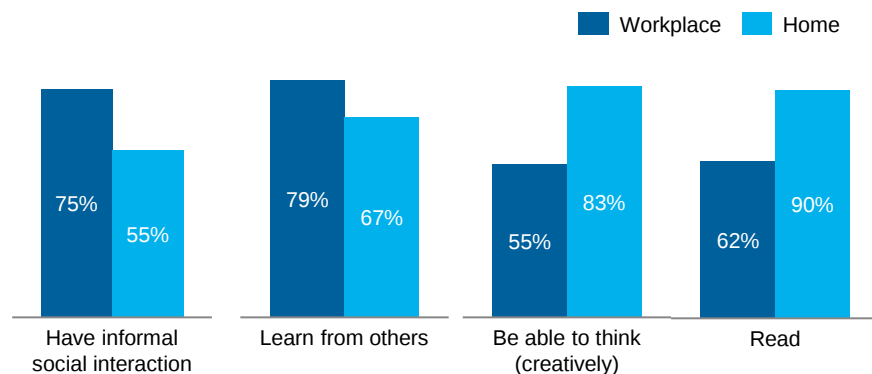
On average:

- employees' home working experience appears to be relatively good
- the home environment enables employees more to do individualistic tasks like **thinking** and **reading** than the office

However,

- the office enables employees to **learn from colleagues** and have **informal social interaction** more than the home environment

My workplace/home enables me to ...



The quality of the workplace is decisive in the WFH/hybrid debate

- Employees that are able to go to an **outstanding** office environment are **significantly less likely** to want to **work from home** in the future

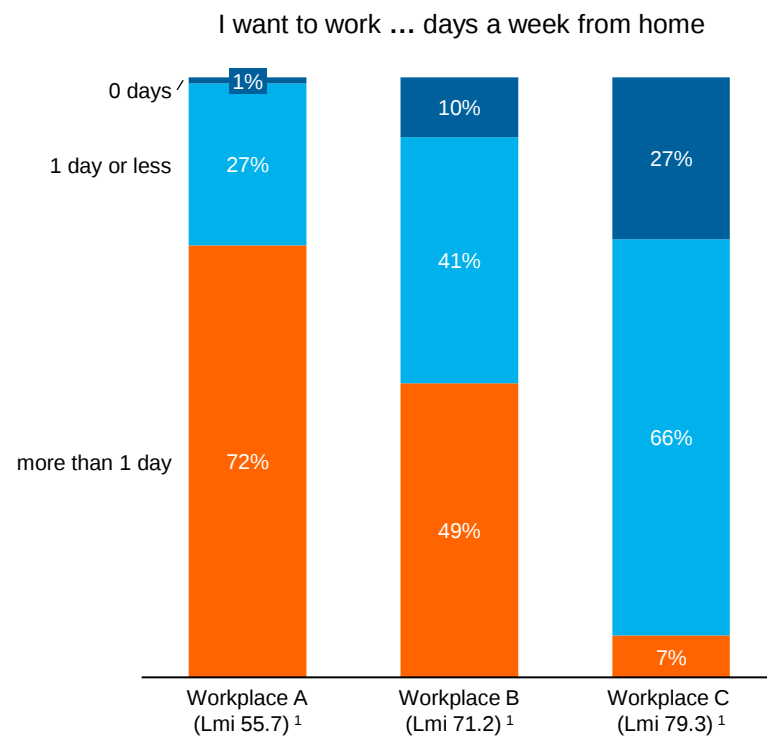


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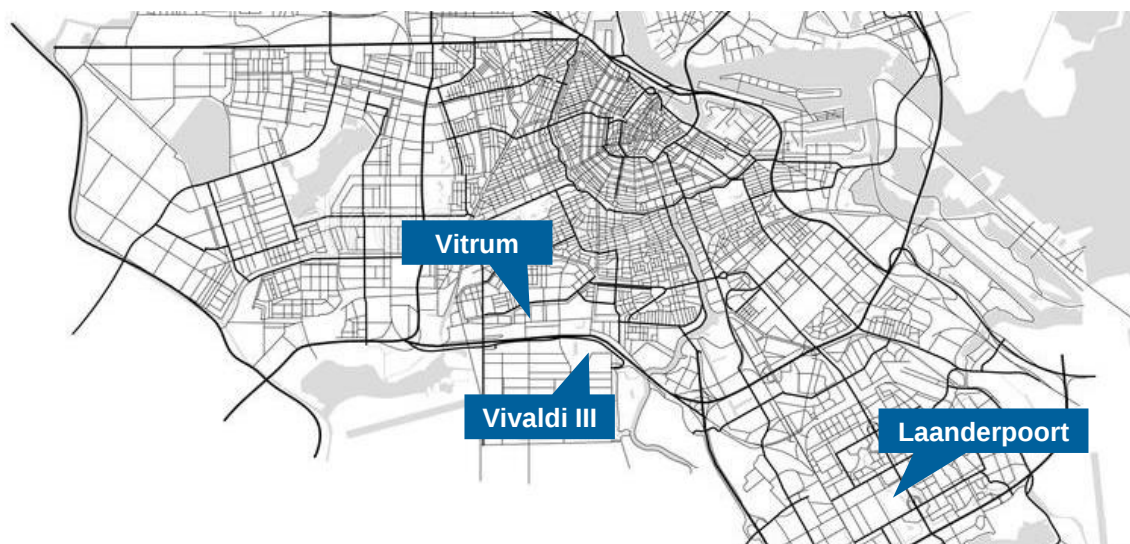
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Development project overview

	Type	Area	New build area (LFA m ²)	Increase in area (LFA m ²)	Estimated Capex	Expected start	Expected delivery	Current phase
Renovations								
Vitrum	Renovation + Extension	Amsterdam South	13,400	1,800	€ 35m - €40m	Q3 2022	Q3 2024	Preliminary Design
Developments								
Laanderpoort	Newbuild	Amsterdam South East	39,000	26,000	€ 120m - €140m	Q3 2022	Q4 2024	Preliminary Design
Vivaldi III	Newbuild	Amsterdam South-Axis	19,000	19,000	€ 90m - €110m	Q2 2022	Q2 2024	Final Design



Vitrum refurbishment

Modernising iconic bridge building, close to prime South-Axis

Update

- The preliminary design phase started
- Negotiations with the municipality on program and conditions for redevelopment have started
- Tenant has vacated the building

Project details

- New buildings will total approximately 13,400 LFA m²
- Expected start construction date Q3 2022
- Estimated construction period 24 months
- Potential extension being reviewed
- Estimated CAPEX range: € 35m – 40m

Impression¹



Location

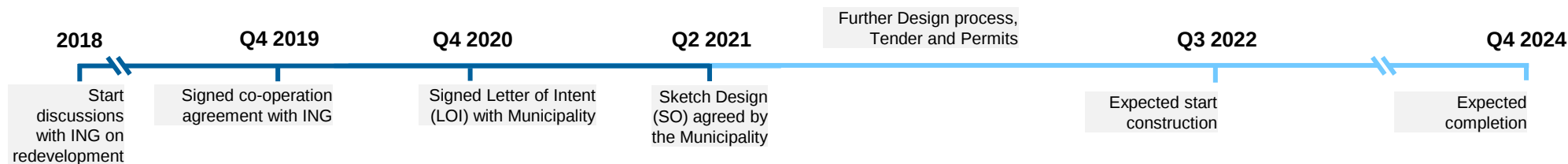


Redevelopment Laanderpoort Amsterdam

Sketch design formally agreed by Municipality

Update

- Letter of intent signed with the Municipality of Amsterdam
- Sketch design approved and Preliminary design started
- The design has been optimized and increased to approximately 39.000 m² LFA (from 35.000 m² LFA) in joint consultation with ING and the Municipality



Impression¹



Project details

- New buildings will total approximately 39,000 LFA m²
- Expected start construction date Q3 2022
- Estimated construction period 28 months
- Estimated capex €120 - €140m (excluding leasehold correction)

Location



Development Vivaldi III

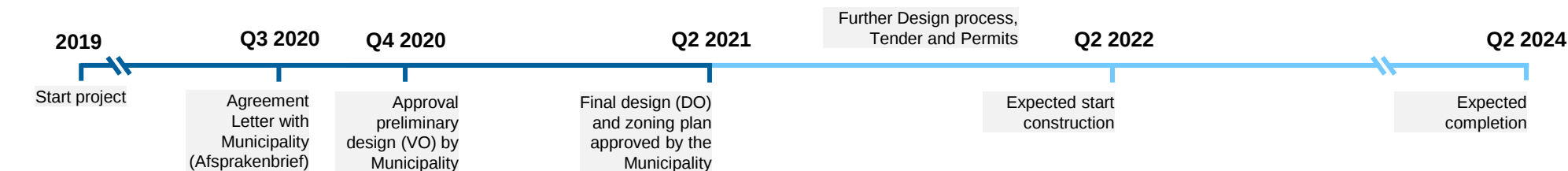
Sustainability ambitions externally validated and approved by municipality

Update

- Final design has been approved by the municipality
- Realisation of BREEAM score: “Outstanding” is externally validated
- Selection process of contractors has started

Project details

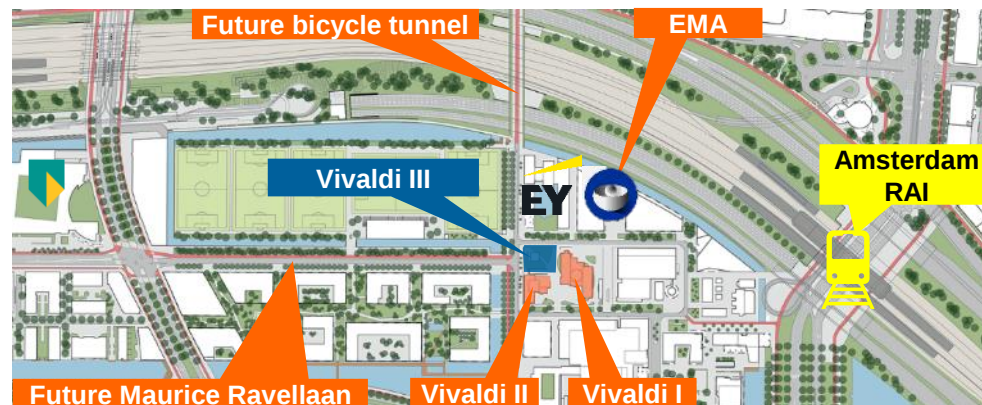
- New buildings will total approximately 19,000 LFA m²
- Expected start construction date Q2 2022
- Estimated construction period 24 months
- Estimated capex € 90m - €110m (excluding leasehold correction)



Impression¹

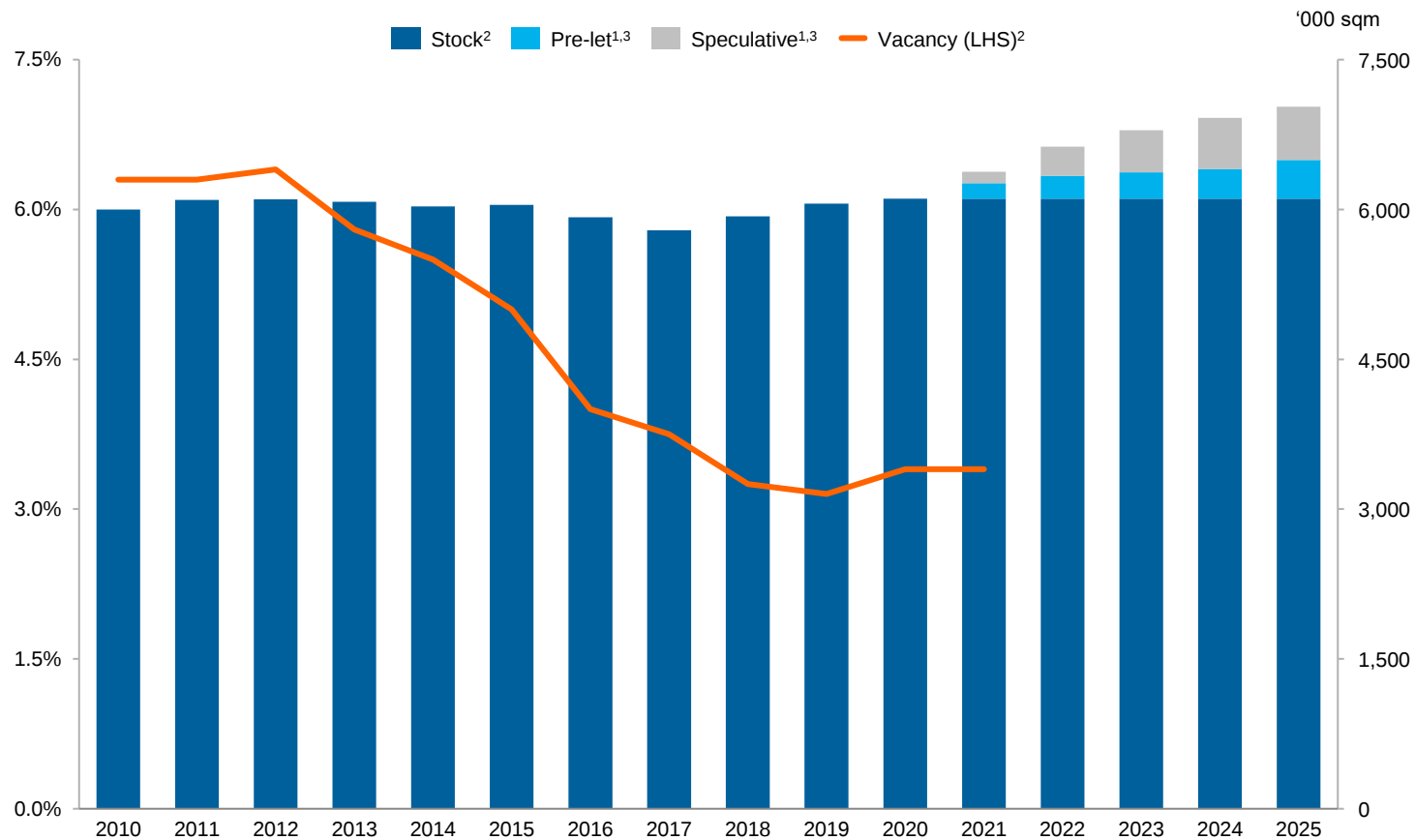


Location



Amsterdam office market vacancy vs stock

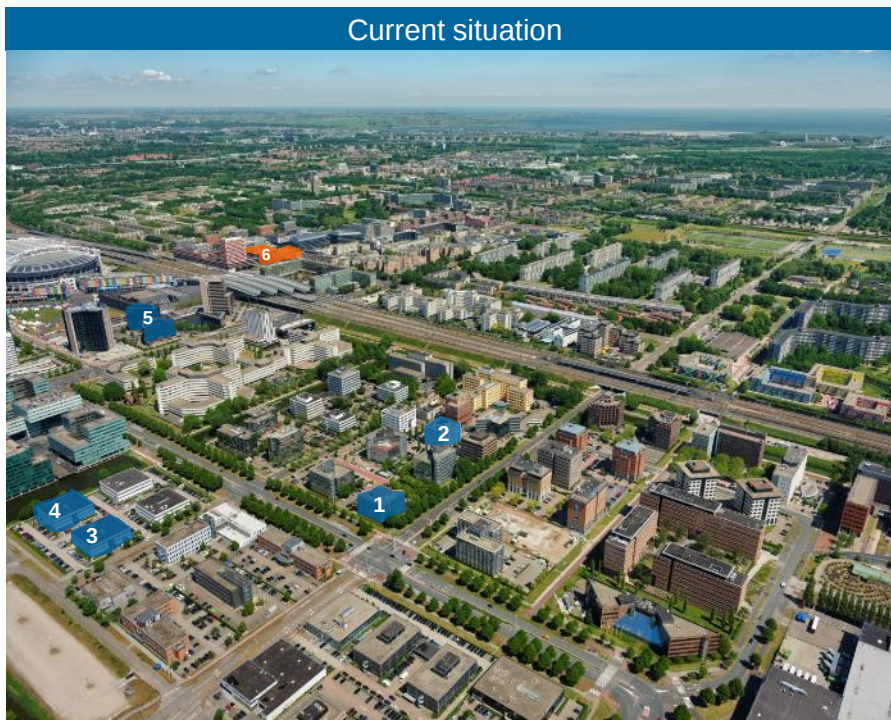
Development pipeline offers potential



Example of future potential beyond 2025

Amsterdam South-East

Current situation



	Asset (owned by NSI)	Size
1.	Hogehilweg 6	3,097 sqm
2.	Hogehilweg 12	3,129 sqm
3.	Hettenheувelweg 37-39	2,428 sqm
4.	Hettenheувelweg 41-43	2,463 sqm
5.	Centerpoint I & II	15,471 sqm
6.	Laanderpoort	39,000 sqm (when finished)

Current plans



Market projects ¹	Size (GFA Office + residential)	Estimated completion
Brisk	4,000 sqm + 270 apartments	Q4 2021
Karsp	4,200 sqm + 274 apartments	Q1 2022
Amstel Next	9,500 sqm	Q3 2023
Spot	13,000 sqm + 1,092 apartments	Q2 2024
&Amsterdam	560 apartments	Q4 2024
The Ensemble	592 apartments	Q4 2024
Ruby Gardens	20,000 sqm	Q1 2025

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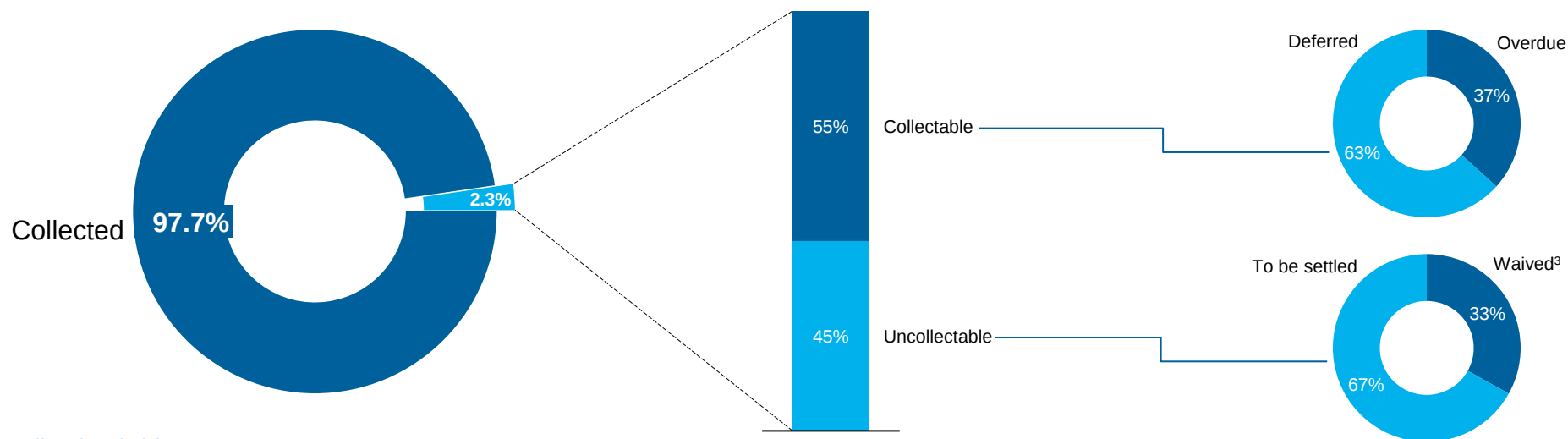
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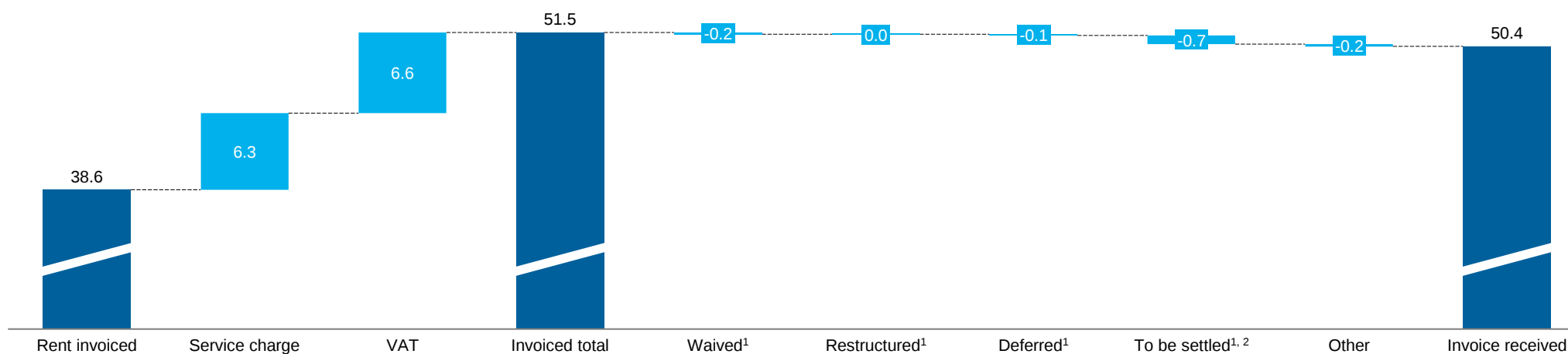
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Rent Collection H1 2021

Almost 98% rent collection in first half year



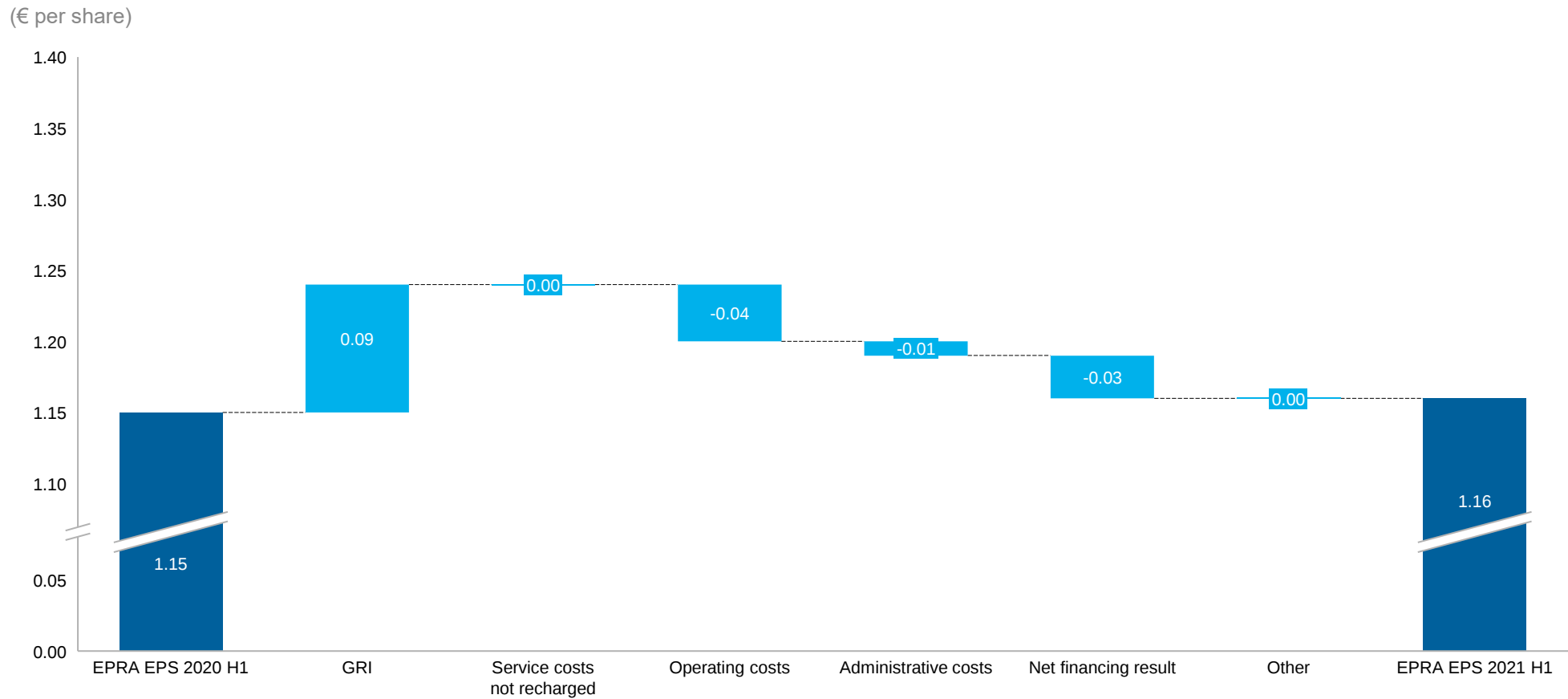
Rent collection bridge H1 2021



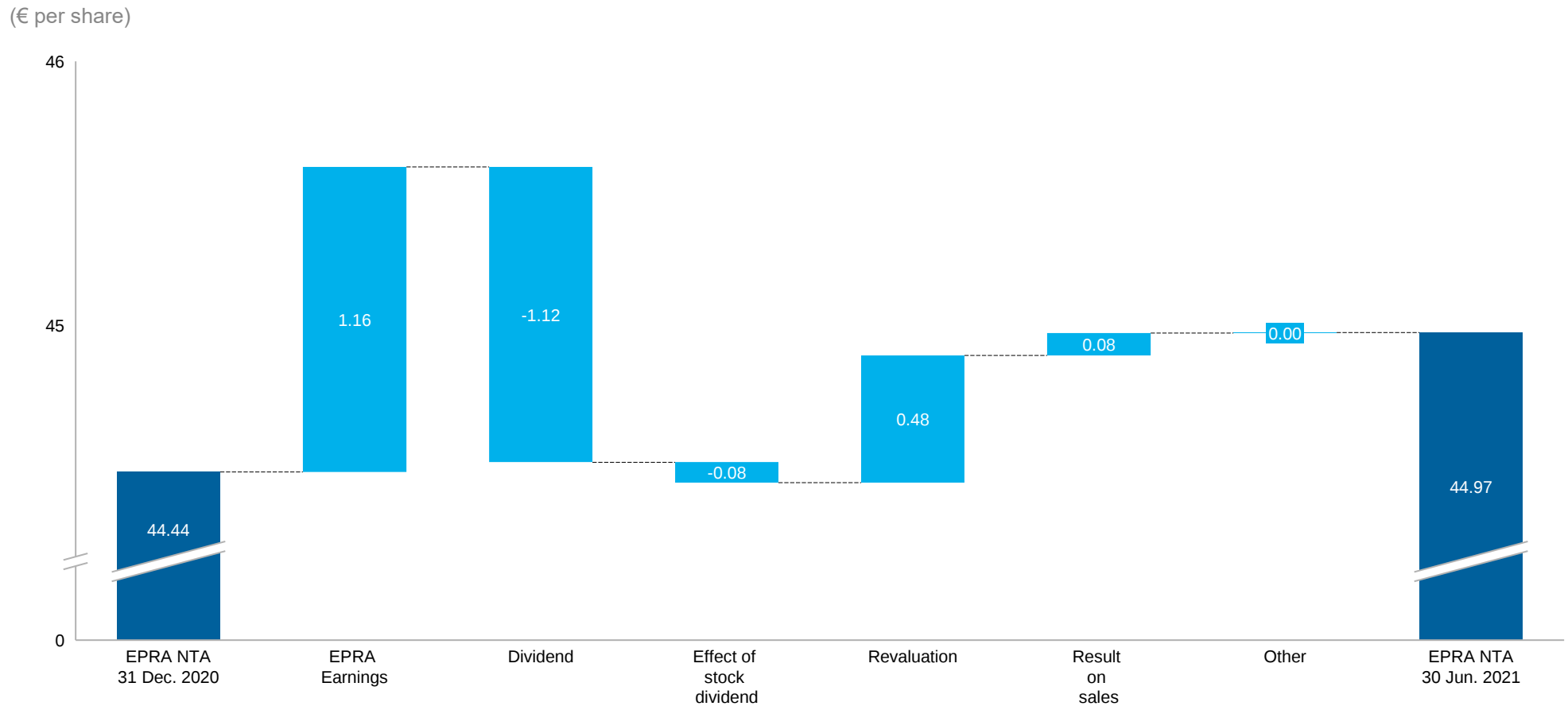
EPRA Earnings

	2021	2020	Change %
Gross rental income	40.4	37.9	6.6%
Service costs not recharged	-0.8	-0.8	-2.3%
Operating costs	-8.4	-7.6	11.3%
Net rental income	31.2	29.5	5.6%
Administrative costs	-3.9	-3.6	6.5%
Net financing result	-4.8	-4.1	17.1%
Direct investment result before tax	22.5	21.8	3.3%
Corporate income tax	0	0	-25.0%
Direct investment result / EPRA earnings	22.5	21.8	3.3%
Direct result / EPRA earnings per share	1.16	1.15	1.4%

EPRA Earnings



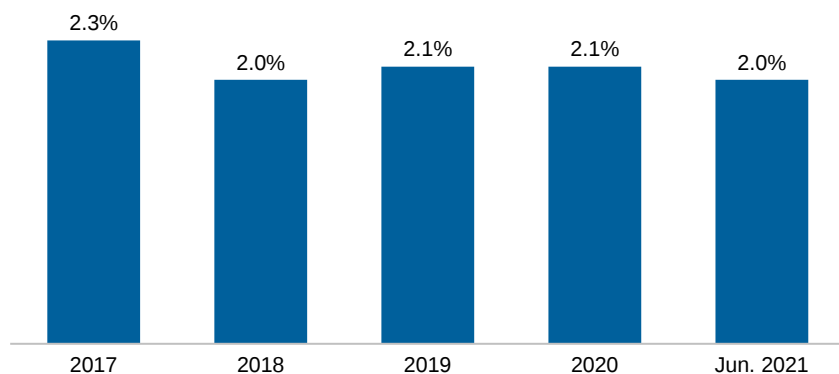
EPRA NTA



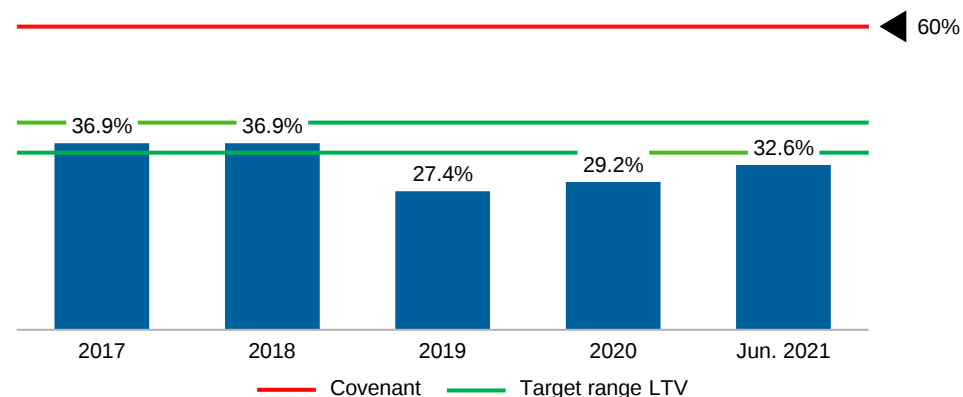
Main balance sheet KPIs

Metrics consistently favourable

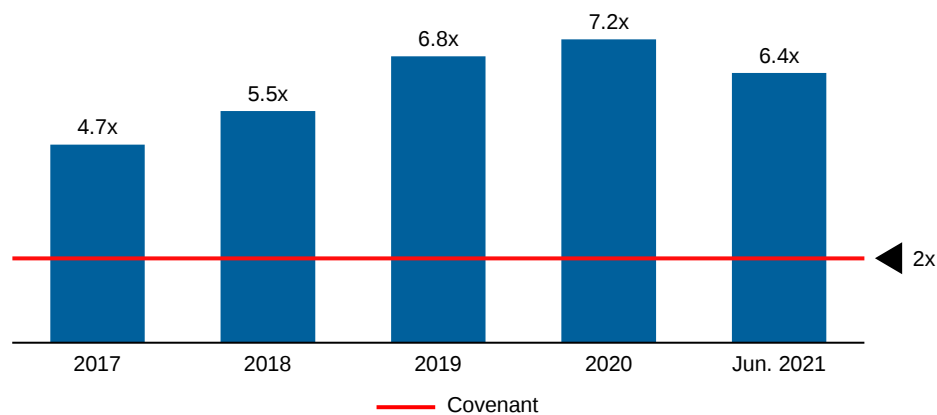
Cost of debt



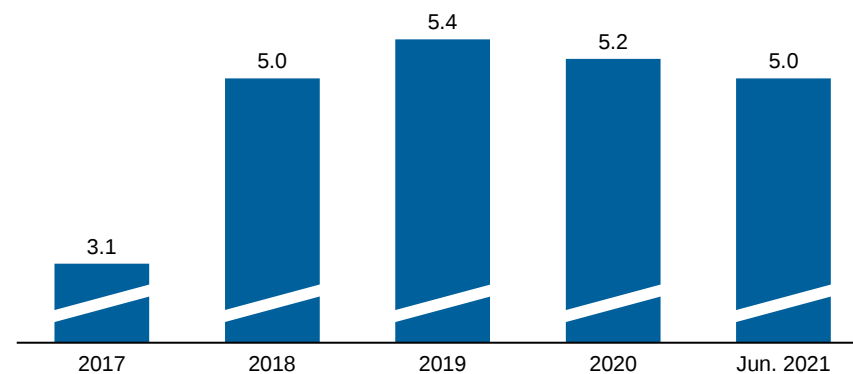
Loan to value



Interest coverage ratio



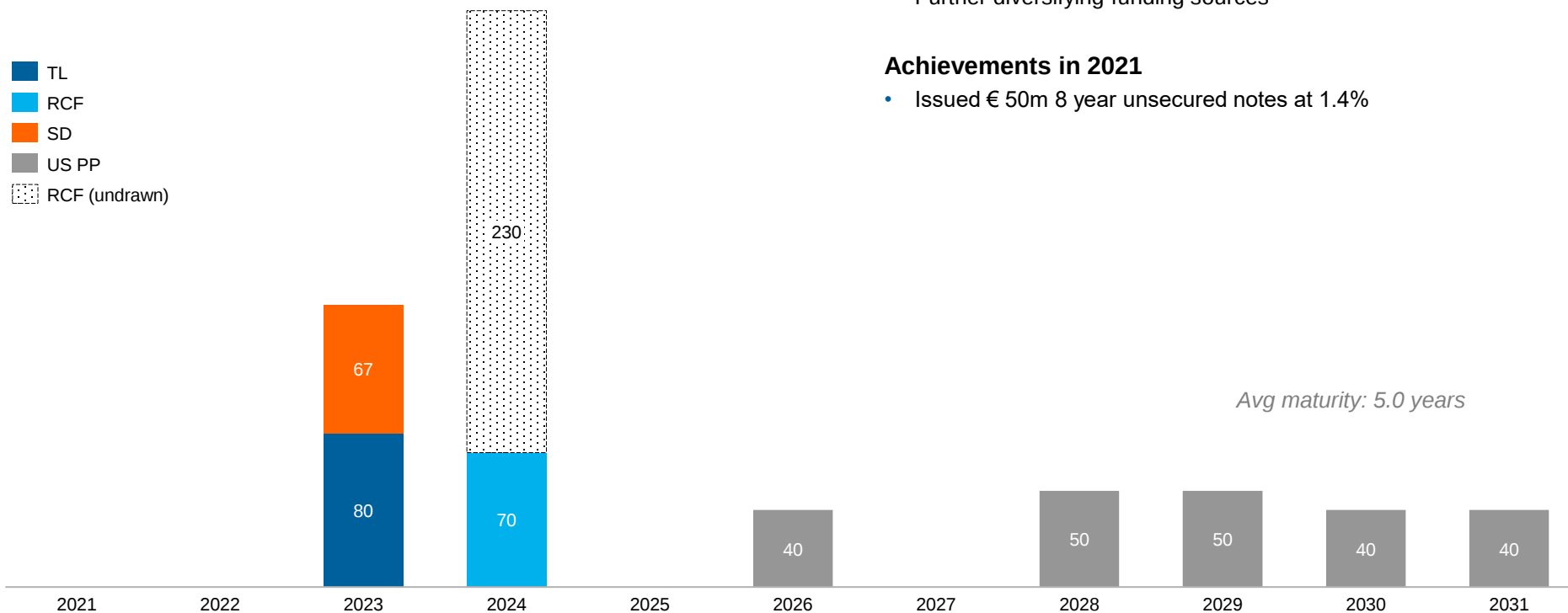
Average maturity (years)



Debt maturity profile

No near term maturity

Loans maturity profile December 2020 (€m)¹



Strategy and achievements

Strategy

- Maintain balance sheet capacity for development and acquisitions
 - Undrawn RCF circa €230m
- Further extending and diversifying maturities
- Further diversifying funding sources

Achievements in 2021

- Issued € 50m 8 year unsecured notes at 1.4%

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Action plan 2021



Operational optimisation

- Like-for-like rental growth > 1.5%
- Maintain vacancy rate below 8% (including 2% strategic)
- Maintain tenant retention above 75% (excluding redevelopments)



Progress in development projects

- Finalise the scope and Final Design for Viv
- Start commercial activities to pre-lease Vivaldi III and Vitrum
- Prepare tenders towards construction scheduled for 2022



Customer excellence

- Roll out pilots for Scheepvaartkwartier, Motion and Alexanderpoort
- Improvements in product range & services
- Further improvement in customer satisfaction (NPS score)



Sustainability

- Arrange first green finance deal
- Roadmap to move entire portfolio to BREEAM “very good” or better
- NSI Paris-proof roadmap



2021

EPS Guidance

€ 2.30 - € 2.35

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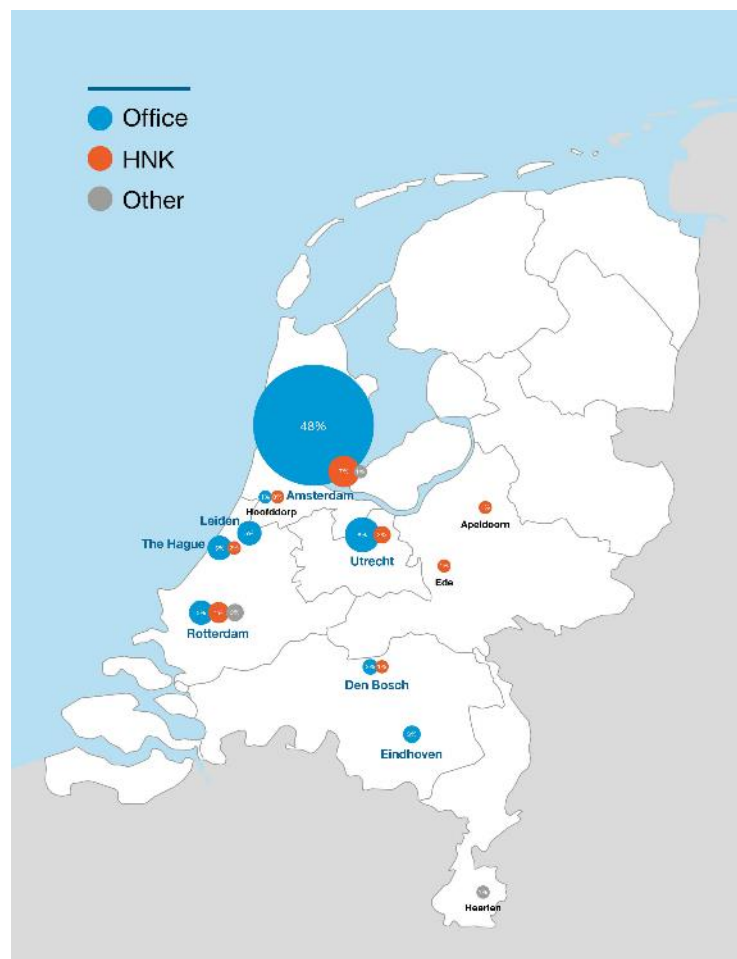
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Track record

Asset rotation

Total portfolio 2021



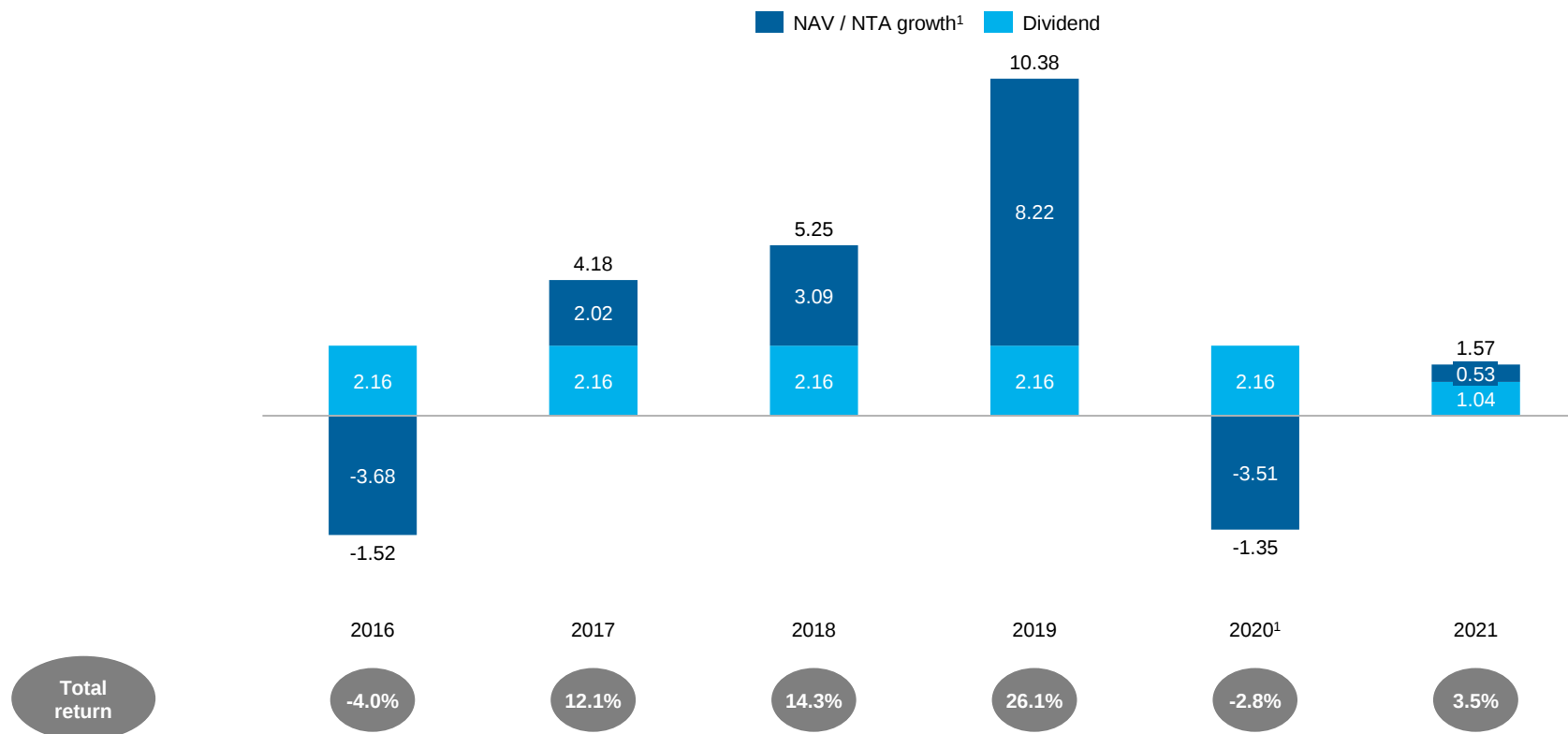
Disposals 2016-2021



Track record

Total return

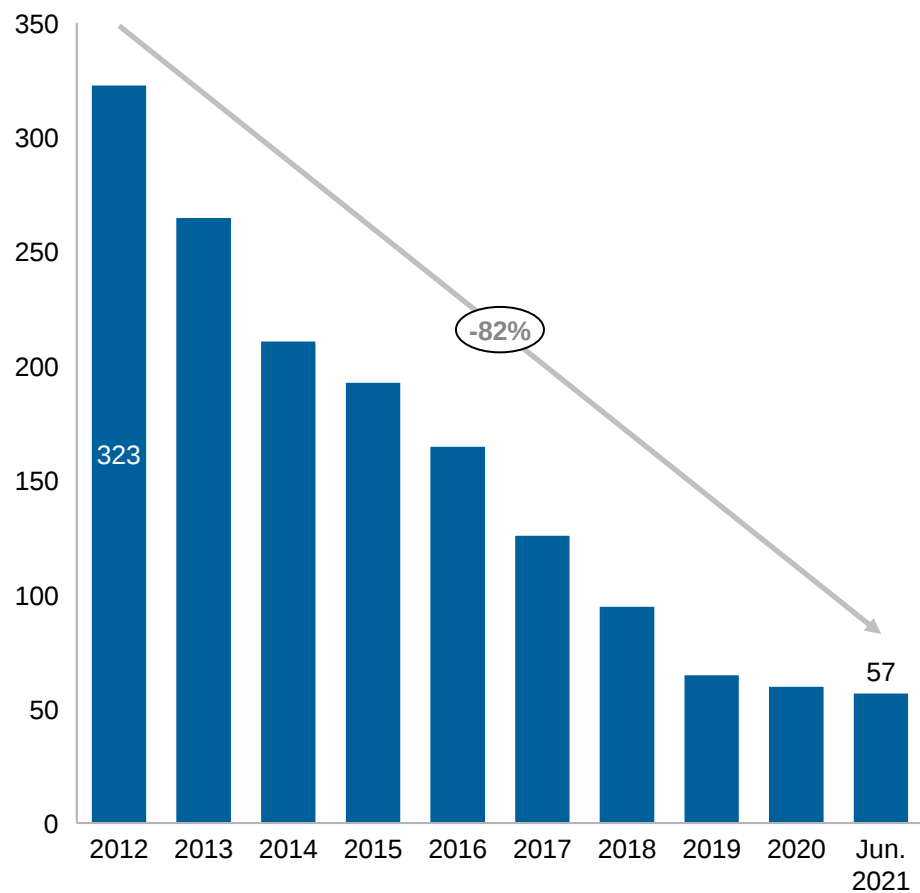
Total return per share (€)



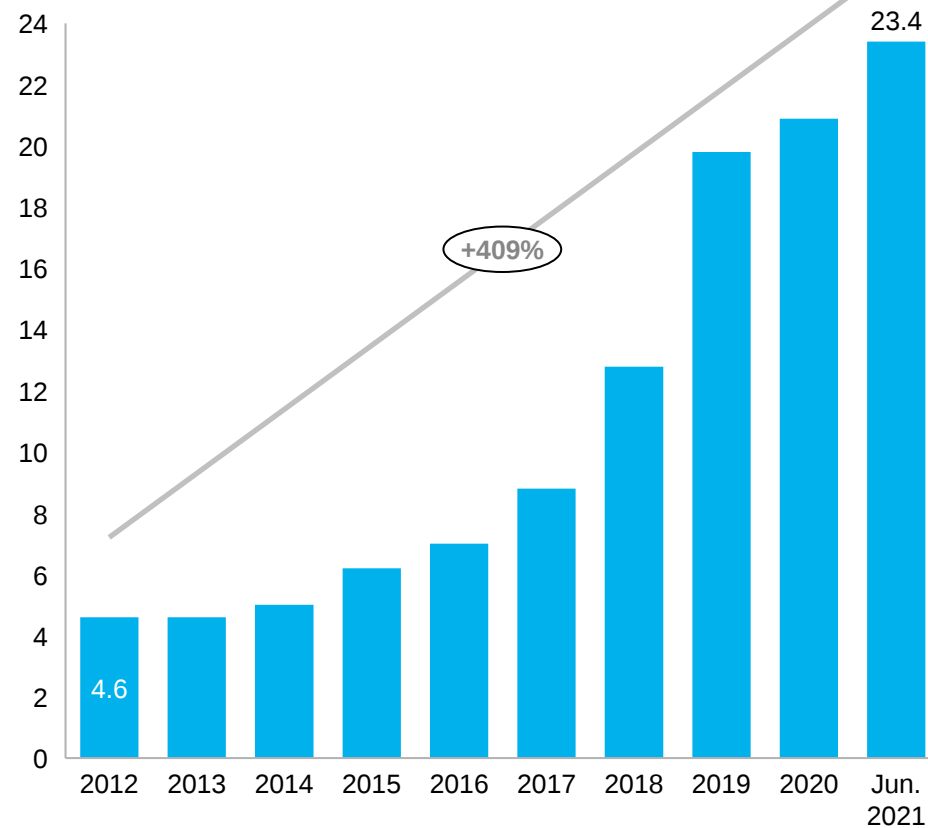
Track record

Average asset size target

Number of assets



Average asset value (€m)



Track record

Acquisitions (2017 – 2021)



Archimedesweg 6

Leiden
7,239 sqm
€ 17.5m
2017



Kennedyplein 101

Eindhoven
6,642 sqm
€ 13.6m
2017



Kingsfordweg 43-117

Amsterdam
12,709 sqm
€ 36.8m
2018



Lange Voorhout 7

The Hague
6,048 sqm
€ 13.9m
2018



Radarweg 60

Amsterdam
16,231 sqm
€ 47.3m
2018



Jacobsweerd 200 - 4402

Utrecht
14,396 sqm
€ 52.1m
2018



Archimedesweg 30

Leiden
2,686 sqm
€ 5.0m
2019



Derkinderenstraat 2-24

Amsterdam
8,315 sqm
€ 23.7m
2019



Teleportboulevard 120

Amsterdam
9,722 sqm
€ 34.0m
2020



Westblaak 155-189

Rotterdam
6,211 sqm
€ 79.8 m (three assets)
2021



Hogehilweg 6

Amsterdam
3,144 sqm
€ 79.8 m (three assets)
2021



Stadhouderskade 5-6

Amsterdam
6,542 sqm
€ 79.8 m (three assets)
2021

Segment information

Key portfolio metrics

	30 June 2021				Dec. 2020	Change
	Offices	HNK	Other	TOTAL		
Number of properties	41	12	4	57	60	-5.0 %
Market value (€) ¹	1,019	245	74	1,339	1,253	6.9 %
Annual contracted rent ²	59	19	7	85	84	0.3 %
Market rent	67	22	7	96	93	3.0 %
Lettable area (sqm k)	297	118	53	468	473	-1.0 %
Average rent / sqm	210	195	155	201	197	2.0 %
EPRA vacancy	5.0%	16.2%	7.1%	7.7%	7.0%	0.7 pp
EPRA net initial yield	4.2%	4.7%	5.6%	4.4%	4.5%	-0.1 pp
Reversionary yield	6.6%	9.0%	9.4%	7.2%	7.5%	-0.3 pp
Wault (years)	4.6	3.0	4.8	4.2	4.0	5.3%

Segment information

Offices split

	30 June 2021			Dec. 2020	Change
	Amsterdam	Other Netherlands	TOTAL		
Number of properties	18	23	41	43	-4.7 %
Market value (€) ¹	646	373	1,019	931	9.6 %
Annual contracted rent ²	34	25	59	58	1.7 %
Market rent	40	27	67	63	5.8 %
Lettable area (sqm k)	153	144	297	296	0.3 %
Average rent / sqm	232	186	210	206	1.9 %
EPRA vacancy	4.2%	6.2%	5.0%	4.2%	0.8 pp
EPRA net initial yield	4.0%	4.6%	4.2%	4.4%	-0.2 pp
Reversionary yield	6.3%	7.1%	6.6%	6.8%	-0.2 pp
Wault (years)	4.4	4.6	4.5	4.1	10.4 %

Segment information

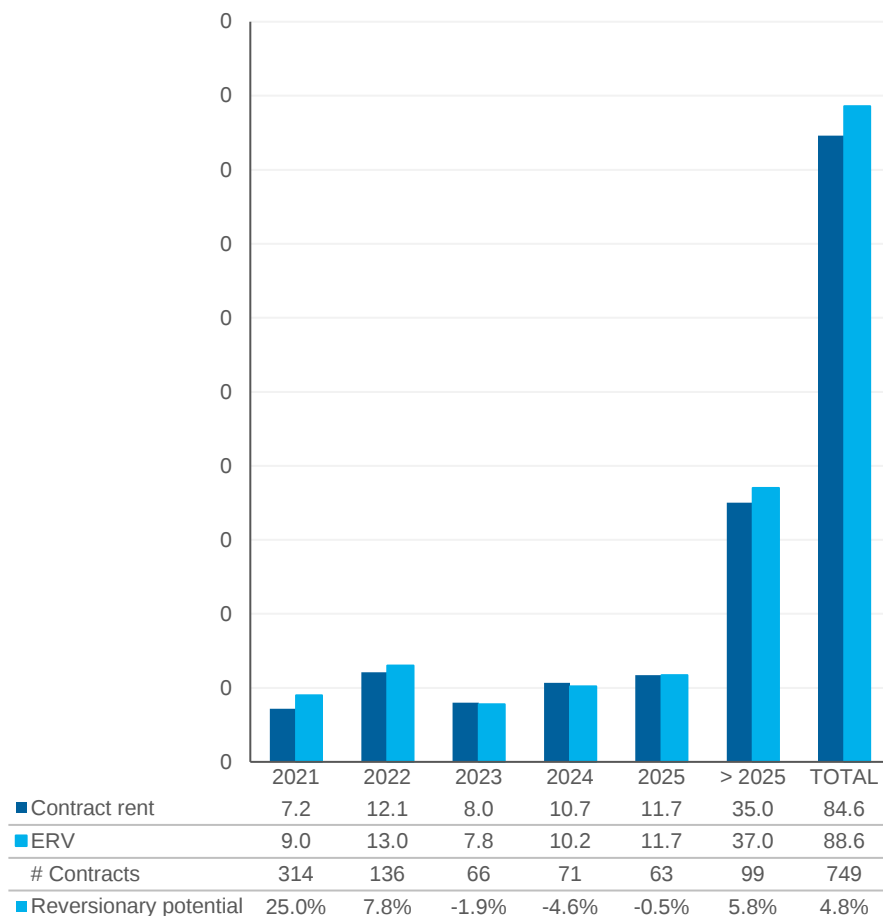
Yields

	EPRA net initial yield		Gross initial yield		Reversionary yield	
	Jun. 2021	Dec. 2020	Jun. 2021	Dec. 2020	Jun. 2021	Dec. 2020
Offices	4.2%	4.4%	5.8%	6.2%	6.6%	6.8%
HNK	4.7%	4.3%	7.6%	7.8%	9.0%	9.2%
Other	5.6%	6.1%	9.5%	9.6%	9.4%	9.6%
TOTAL	4.4%	4.5%	6.3%	6.7%	7.2%	7.5%

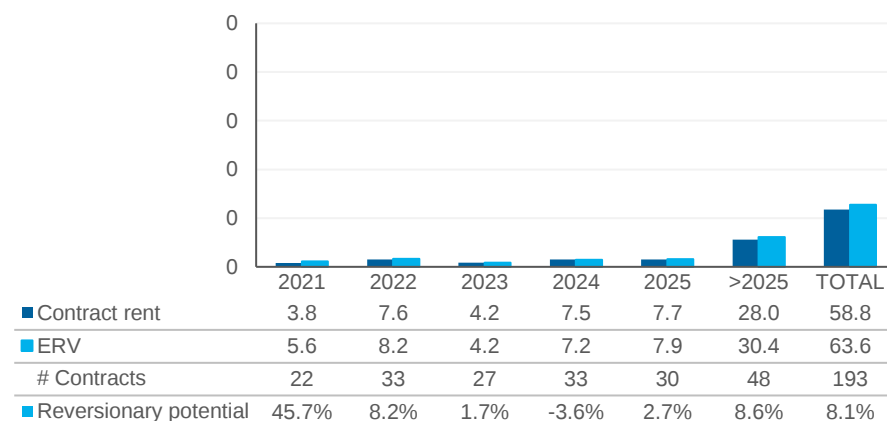
Segment information

Expiries and reversion

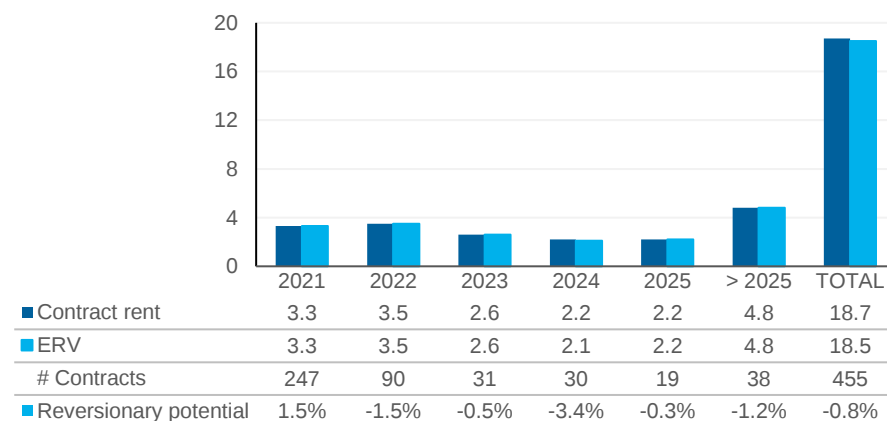
Total portfolio¹ (€m)



Offices portfolio² (€m)



HNK portfolio (€m)



Consolidated financial statements

Income statement

(€ m)	Offices		HNK			Corporate ¹	TOTAL
	Amsterdam	Other Netherlands	Amsterdam	Other Netherlands	Other		
Gross rental income	16.4	11.7	2.3	6.6	3.4		40.4
Service costs not recharged	-0.1	-0.2	-0.1	-0.4	-0.1		-0.8
Operating costs	-1.9	-3.1	-0.5	-1.7	-1.3		-8.4
Net rental income	14.4	8.5	1.7	4.5	2.1		31.2
Revaluation of investment property	14.0	1.3	-1.1	-1.5	-3.3		9.4
Net result on sale of investment property		1.3		0.4			1.6
Net result from investment	28.4	11.1	0.6	3.4	-1.3		42.2
Administrative costs						-3.9	-3.9
Other income and costs						-0.0	-0.0
Net financing result						-4.1	-4.1
Result before tax	28.4	11.1	0.6	3.4	-1.3	-8.0	34.2
Corporate income tax						-0	-0
Total result for the year	28.4	11.1	0.6	3.4	-1.3	-8.0	34.2
Other comprehensive income	28.4	11.1	0.6	3.4	-1.3	-8.0	34.2
Total comprehensive income for the year	28.4	11.1	0.6	3.4	-1.3	-8.0	34.2

Consolidated financial statements

Balance sheet

(€ m)	30 June 2021	31 December 2020
Real estate investments	1,325	1,240
Assets classified as held for sale	0	0
Other assets	19	18
Cash and cash equivalents	0	0
Total assets	1,344	1,258
Shareholders' equity	874	854
Interest bearing loans	435	365
Debts to credit institutions	0	0
Other liabilities	35	38
Total liabilities	470	404
Total shareholders' equity and liabilities	1,344	1,258

Consolidated financial statements

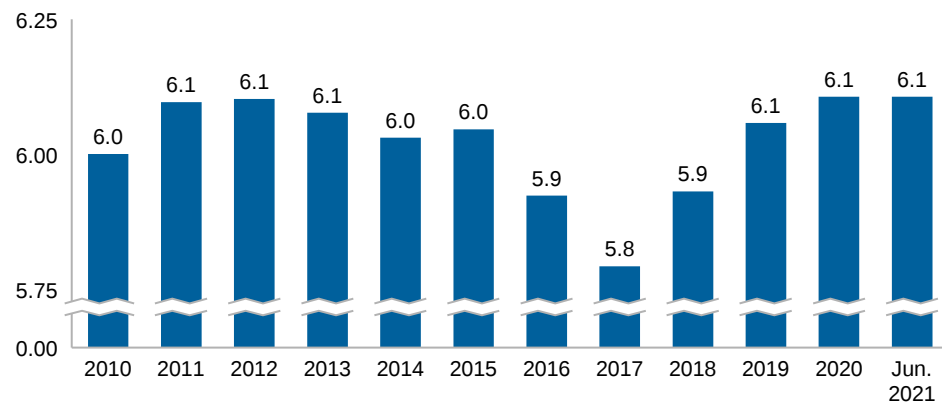
EPRA NAV / NTA

(€ m)	30 June 2021		31 December 2020	
	EPRA NTA	per share	EPRA NTA	per share
IFRS Equity attributable to shareholders	874	44.85	854	44.29
Diluted NAV	874	44.85	854	44.29
Diluted NAV at fair value	874	44.85	854	44.29
Fair value of financial instruments	2	0.12	3	0.16
EPRA NAV (old definition)	876	44.97	858	44.45
Intangibles as per IFRS balance sheet ¹	-0	-0.01	-0	-0.01
EPRA NTA (new definition)	876	44.97	857	44.44
Fully diluted number of shares (m)	19.48		19.48	

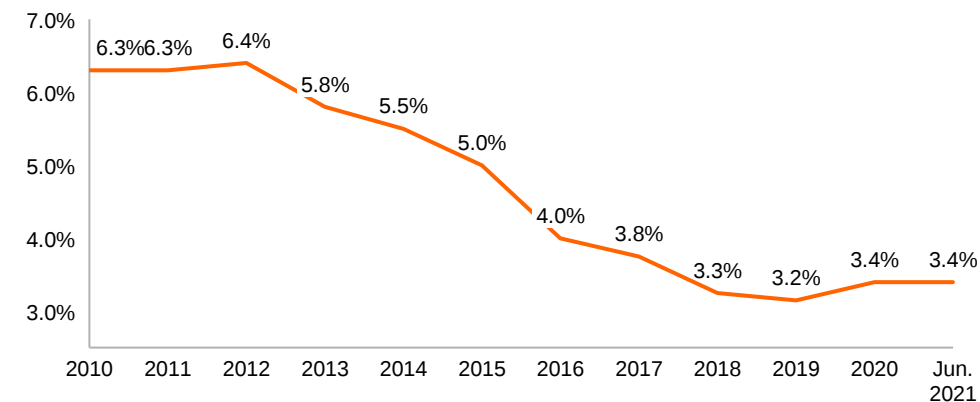
Property market data

Amsterdam

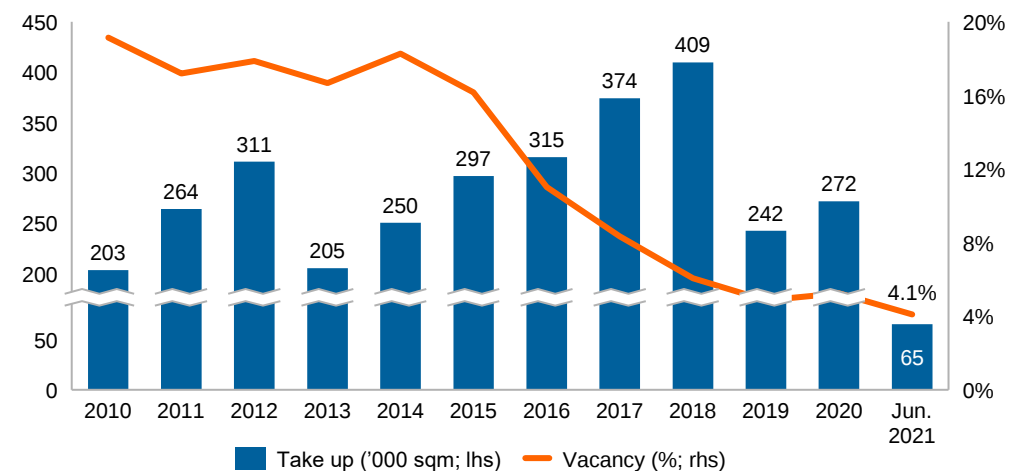
Stock (m sqm)



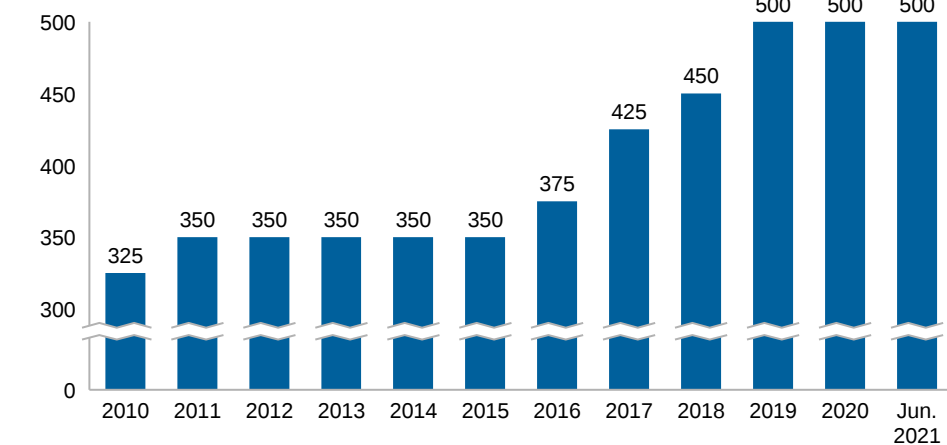
Prime yields



Vacancy rate and Take-up



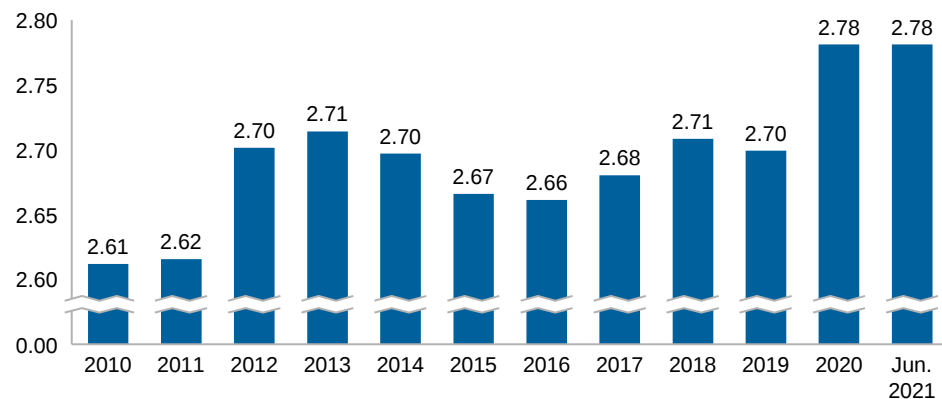
Prime rent (€)



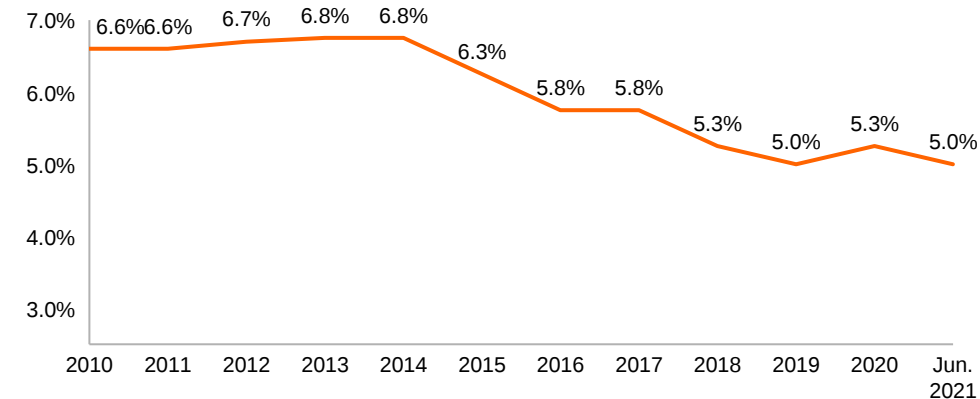
Property market data

Utrecht

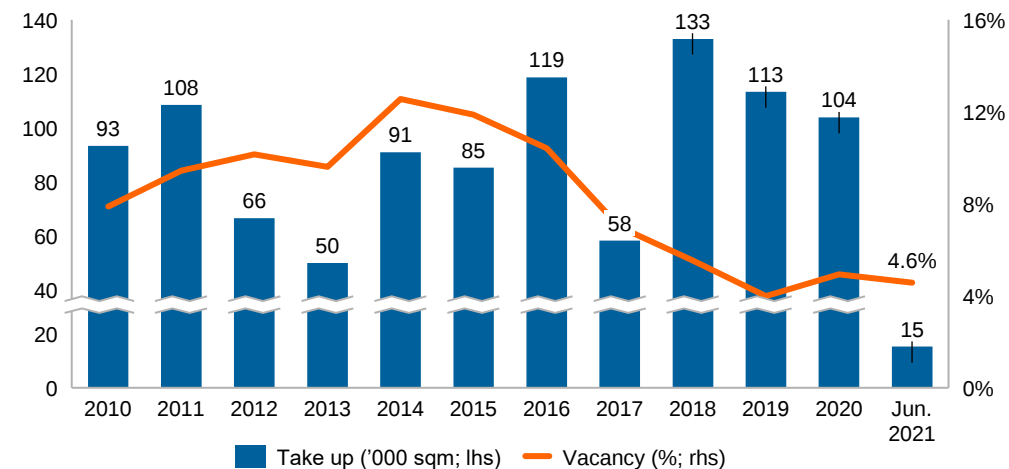
Stock (m sqm)



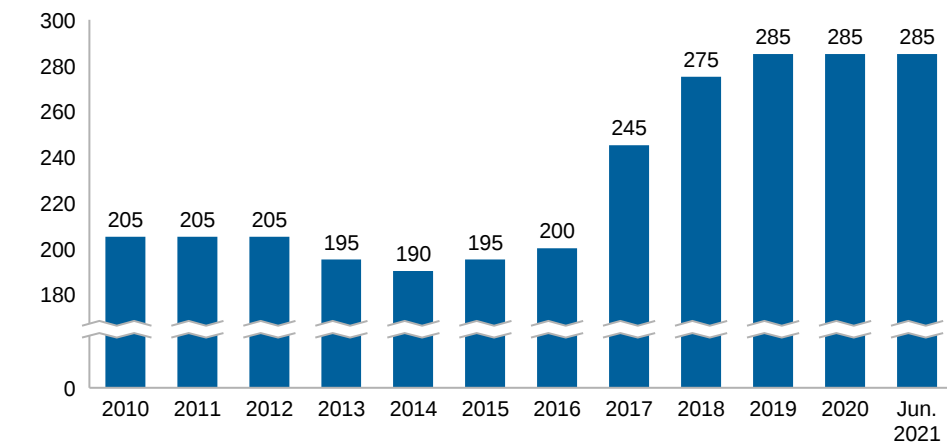
Prime yields



Vacancy rate and Take-up



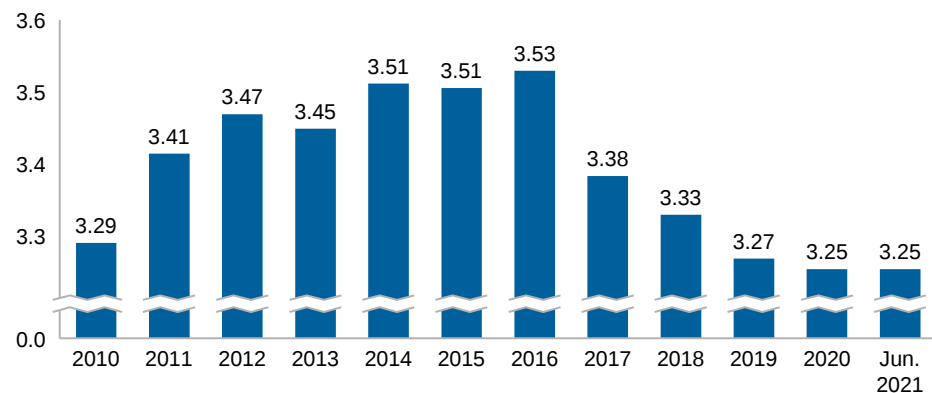
Prime rent (€)



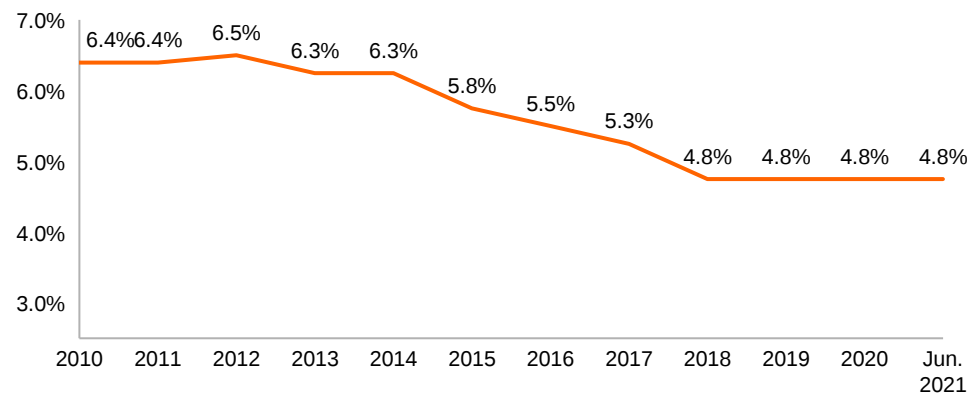
Property market data

Rotterdam

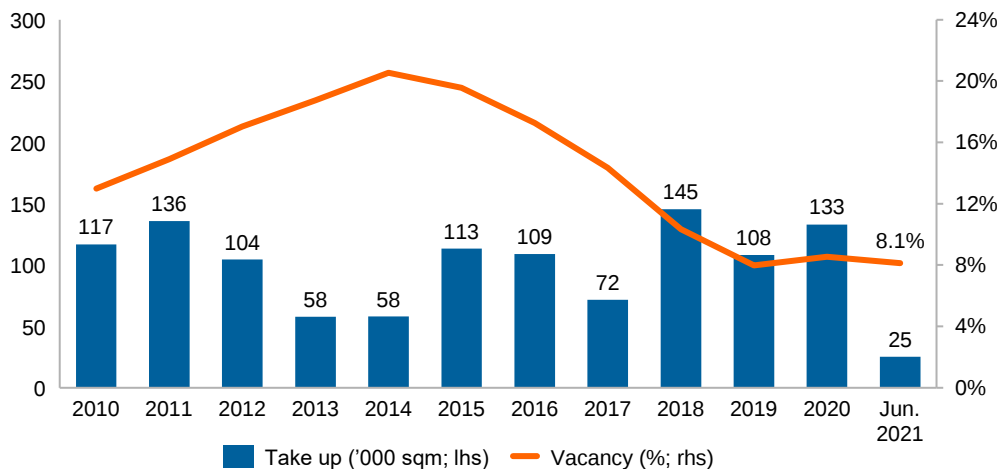
Stock (m sqm)



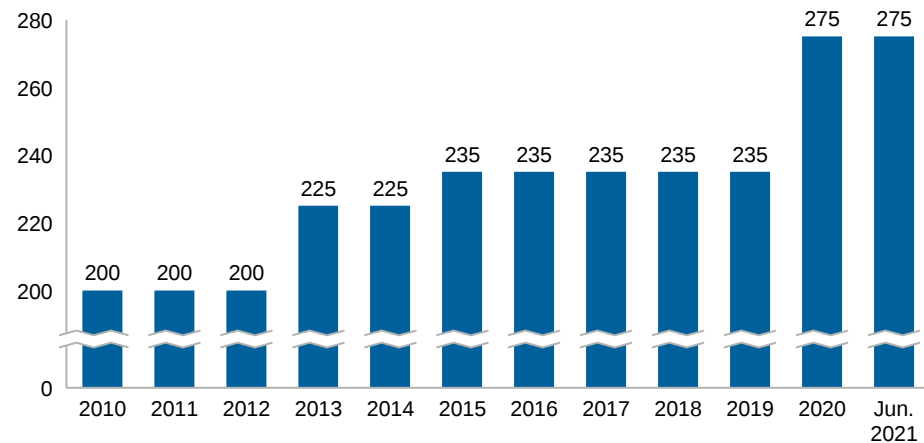
Prime yields



Vacancy rate and Take-up



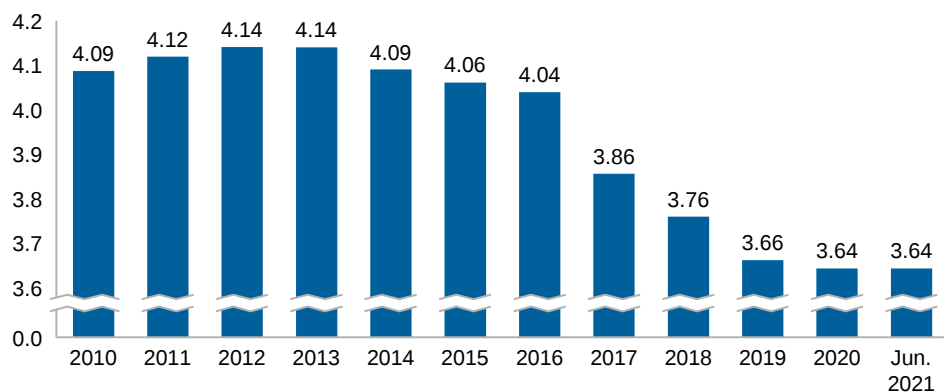
Prime rent (€)



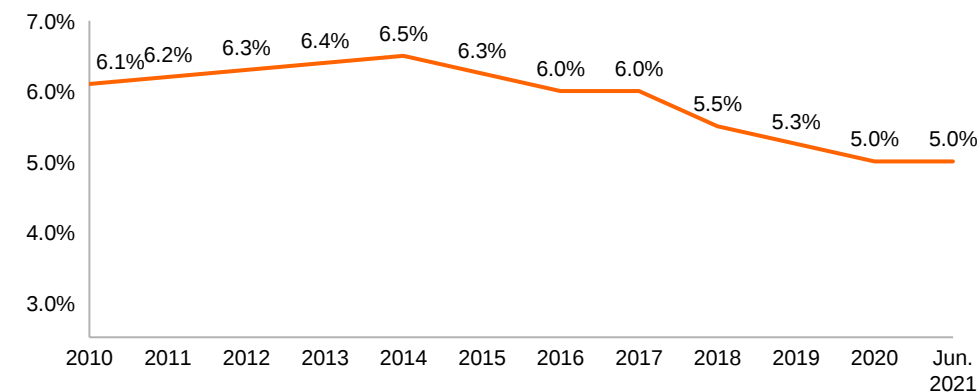
Property market data

The Hague

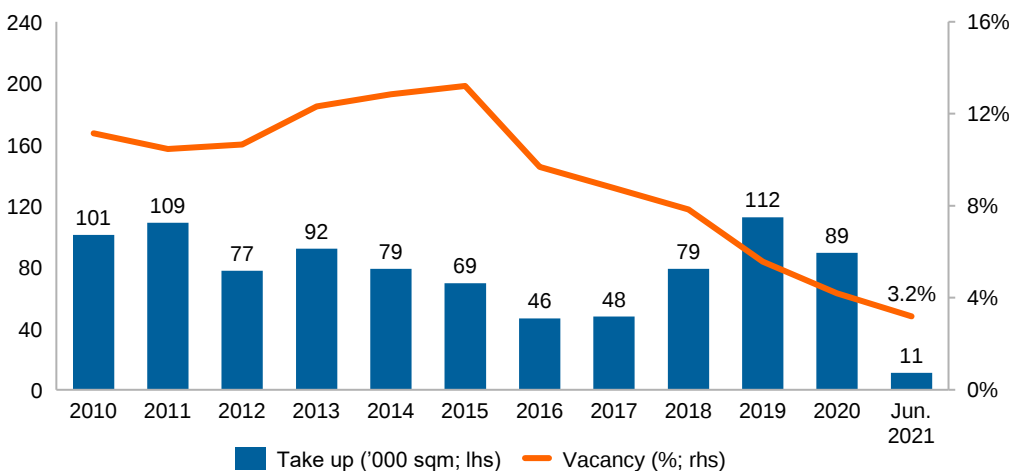
Stock (m sqm)



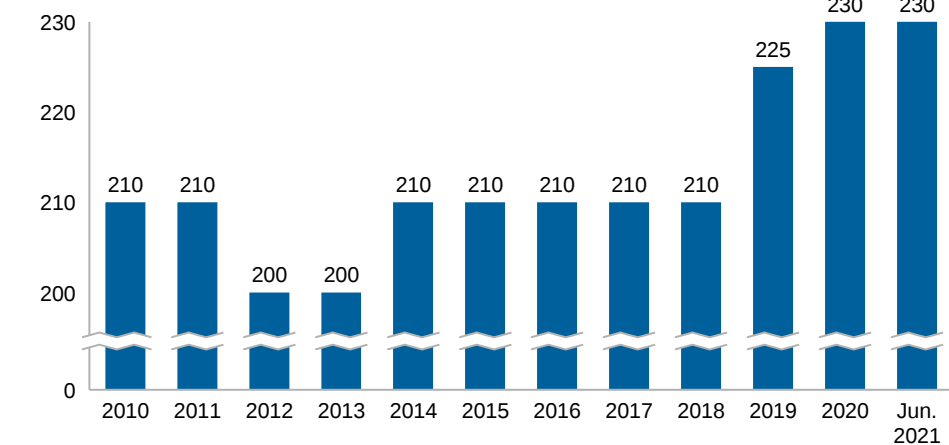
Prime yields



Vacancy rate and Take-up



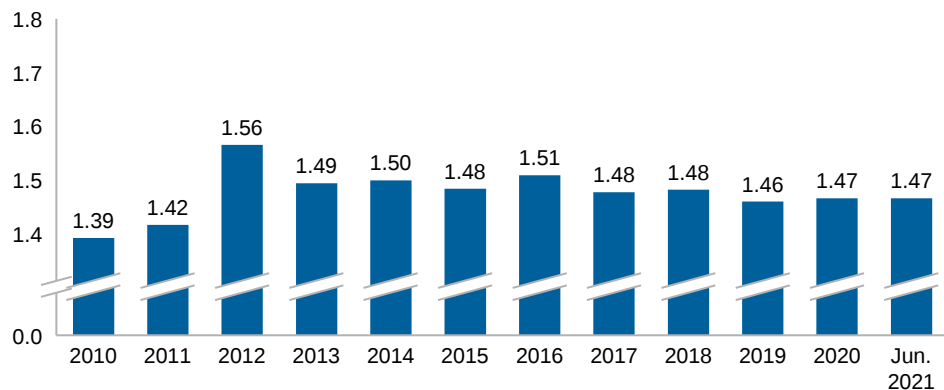
Prime rent (€)



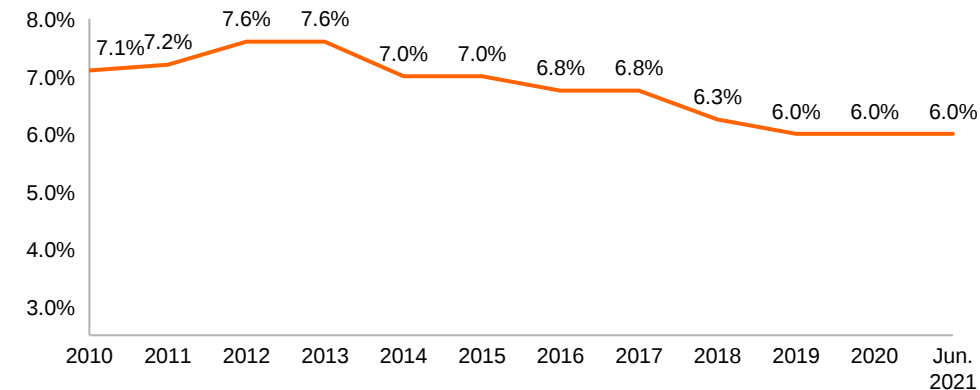
Property market data

Eindhoven

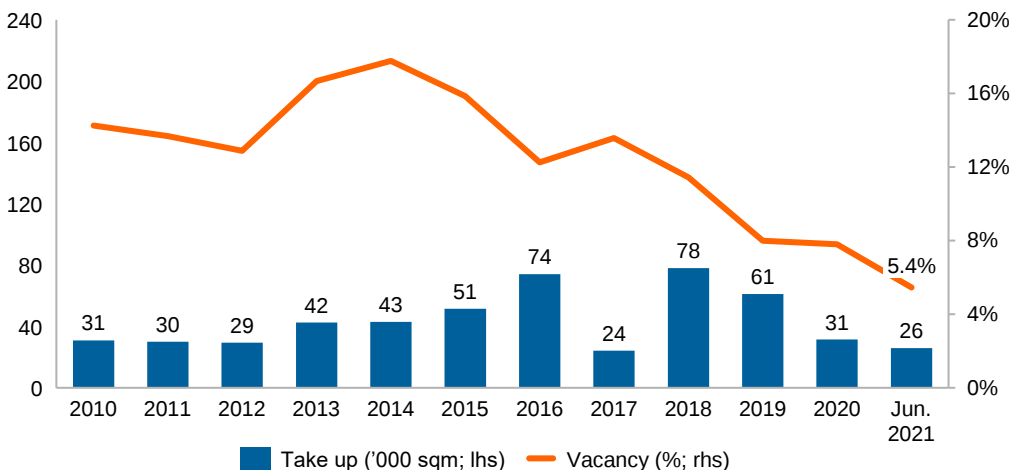
Stock (m sqm)



Prime yields



Vacancy rate and Take-up



Prime rent (€)

