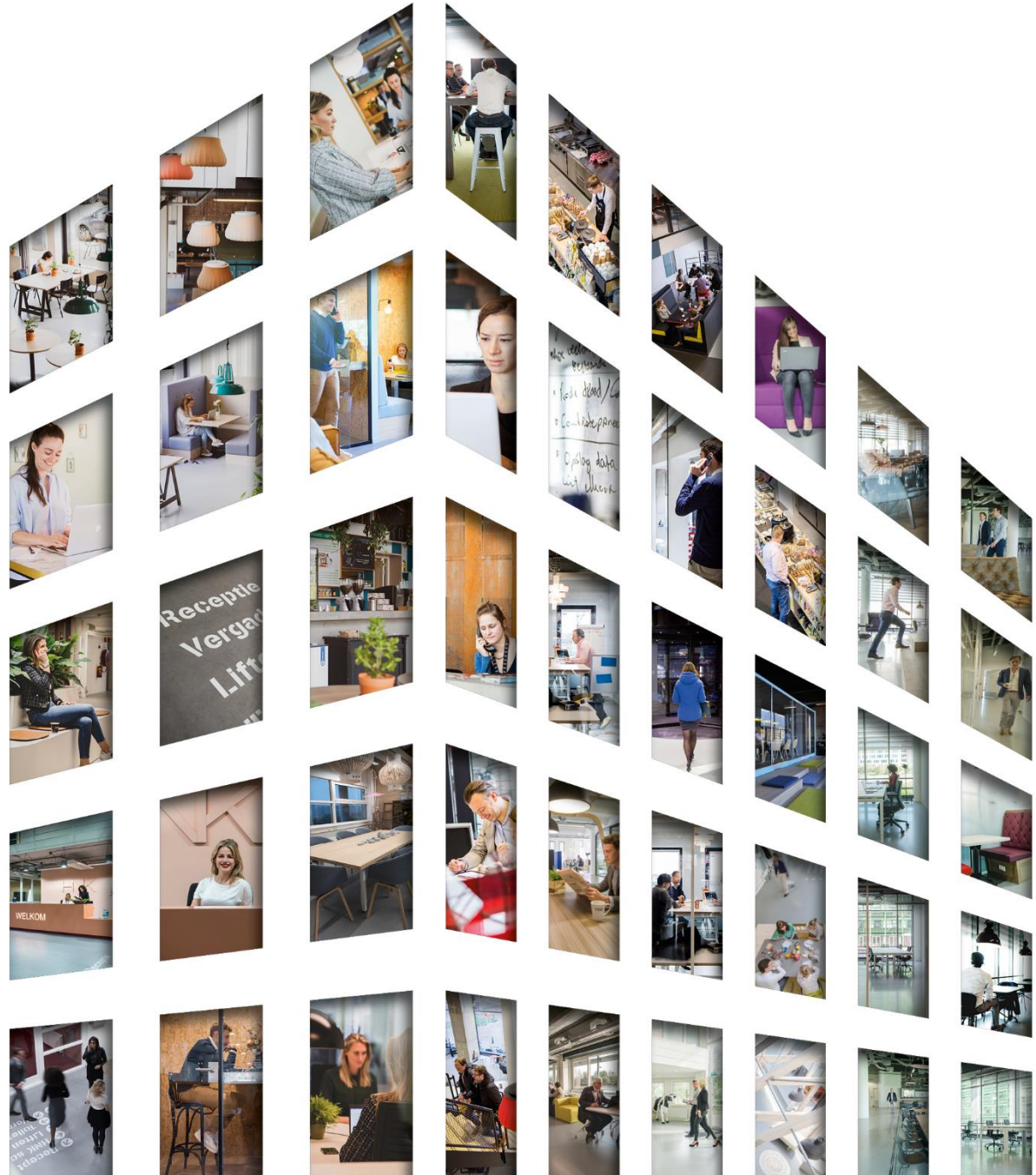




*Preliminary  
Results*

*Full Year  
2020*

*26 January  
2021*





“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 2020

## Operational performance

- **EPRA Vacancy** – 7.0%, like-for-like decrease 0.7%
- **Rental growth** – Increase in like-for-like net rents 0.8%
- **Rent collection** – 2020: 98.0%<sup>1</sup> → 1.5% waived & restructured
- **Developments** – LOI signed with Municipality of Amsterdam – Laanderpoort & Vivaldi

## Financial performance

- **EPRA EPS** – € 2.35 (COVID-19 impact € -0.08 per share)
- **EPRA NTA per share** – Down 7.3% to € 44.44
- **Valuation result** – Negative result of 4.5%
- **Dividend** – Stable at €2.16 per share

## Balance sheet management

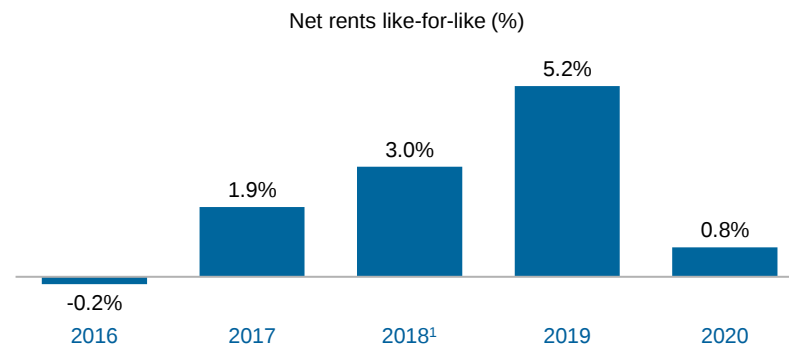
- **LTV** – Up 1.8 pp to 29.2%
- **Cost of debt** – Stable at 2.1%
- **Debt maturity** – 5.2 years
- **Committed undrawn credit facilities** – €250m

# Strong operational performance and sound balance sheet

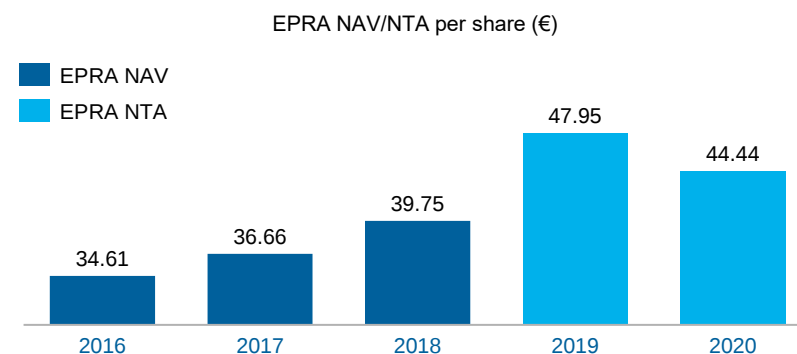
## Key metrics

| Revenue and earnings                       | 31 Dec 2020  | 31 Dec 2019  | Change %      |
|--------------------------------------------|--------------|--------------|---------------|
| Operating margin                           | 78.7%        | 81.2%        | -2.5pp        |
| <b>Net rents like-for-like<sup>2</sup></b> | <b>0.8%</b>  | <b>5.2%</b>  | <b>-4.4pp</b> |
| EPRA Earnings per share (€)                | 2.35         | 2.64         | -10.9%        |
| Dividend per share (€)                     | 2.16         | 2.16         | 0.0%          |
| Balance sheet                              | 31 Dec 2020  | 31 Dec 2019  | Change %      |
| EPRA Vacancy                               | 7.0%         | 7.1%         | -0.1pp        |
| Portfolio revaluation                      | -4.5%        | 11.6%        |               |
| <b>EPRA NTA per share (€)</b>              | <b>44.44</b> | <b>47.95</b> | <b>-7.3%</b>  |
| Average cost of debt                       | 2.1%         | 2.1%         | +0.0pp        |
| LTV                                        | 29.2%        | 27.4%        | +1.8pp        |

## Change in net rents



## Change in NTA per share



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# Acquisition ONE20

## From 31% vacancy to fully let within 9 months from acquisition

### Teleportboulevard 120, Amsterdam

|                                     |                                                        |
|-------------------------------------|--------------------------------------------------------|
| Area:                               | 9,743 m2                                               |
| Tenant:                             | Multi-tenant                                           |
| Vacancy (at acquisition → current): | 31.0% → 0%                                             |
| Yield on cost:                      | 3.5% → 5.6%                                            |
| WAULT:                              | 4.0 → 6.5 years                                        |
| Acquisition price:                  | €34.0m                                                 |
| New leases:                         | 1,530 sqm to ENRGY / Arbobutler<br>950 sqm to Scalehub |

### Bird view Sloterdijk



### Impressions



# Disposals 2020

## Continued rotation out of non-core assets

Q1



Hagenborgh 1

City: Almelo

m2: 3,484



De Hoefse Wing

City: Amersfoort

m2: 8,889



Europaweg 205

City: Zoetermeer

m2: 7,172

### Total disposals Q1

|                         |         |
|-------------------------|---------|
| Total disposal proceeds | € 16.0m |
|-------------------------|---------|

|                                    |       |
|------------------------------------|-------|
| Premium to book value<br>(Q4 2019) | 0.0 % |
|------------------------------------|-------|

Q4



HNK Groningen

City: Groningen

m2: 3,377



Haringvliet 72

City: Rotterdam

m2: 2,986



Hoofdveste

City: Rotterdam

m2: 2,422

### Total disposals Q4

|                         |         |
|-------------------------|---------|
| Total disposal proceeds | € 13.9m |
|-------------------------|---------|

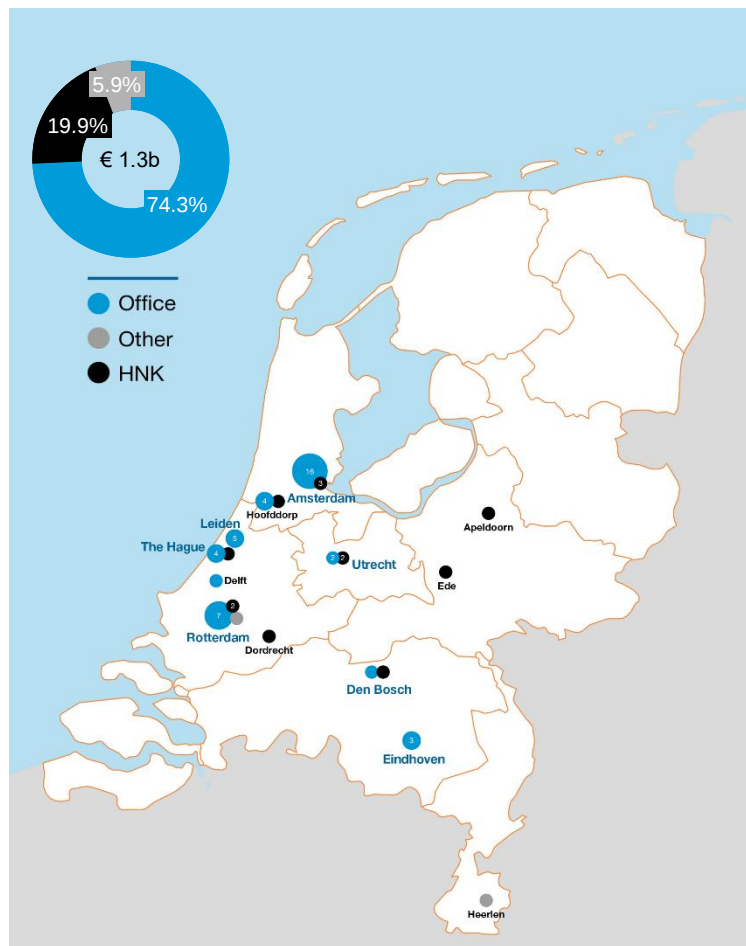
|                                    |      |
|------------------------------------|------|
| Premium to book value<br>(Q2 2020) | 3.9% |
|------------------------------------|------|

|                            |       |
|----------------------------|-------|
| Discount to 2019 valuation | -0.7% |
|----------------------------|-------|

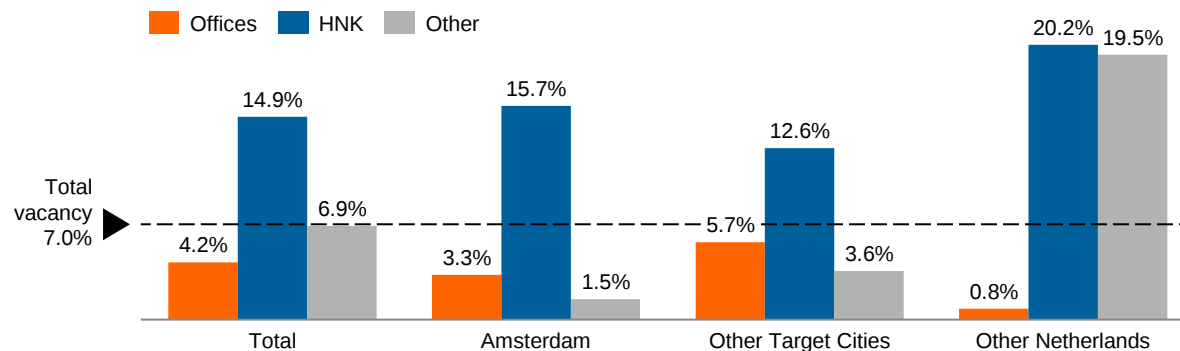
# A concentrated investment portfolio

## Emphasis on G5 growth locations

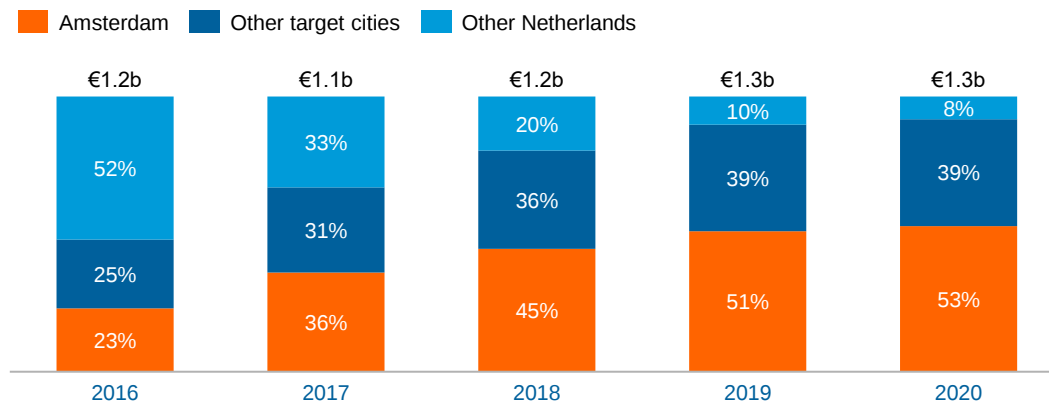
Total portfolio



EPRA vacancy



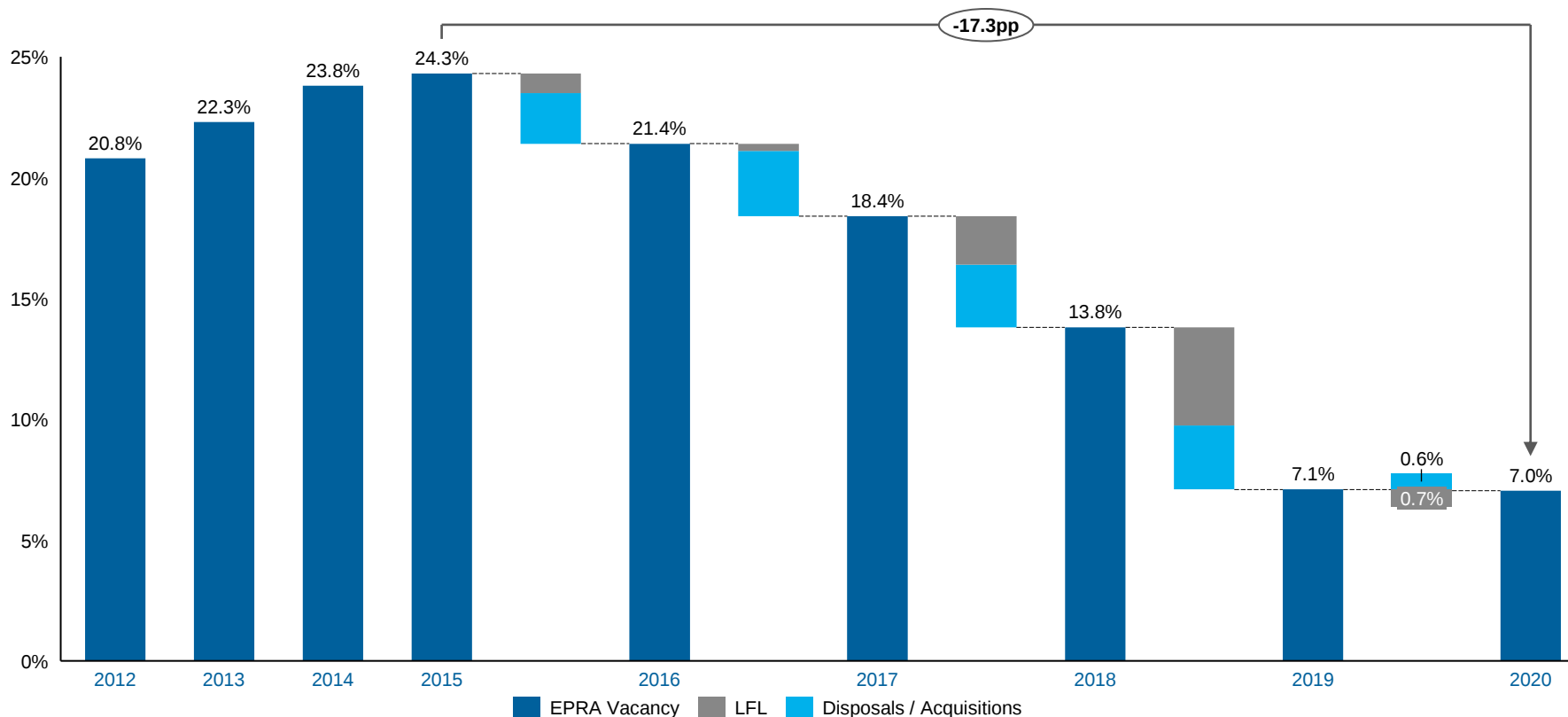
Market value



# Strong operational performance

## Vacancy rate below market average

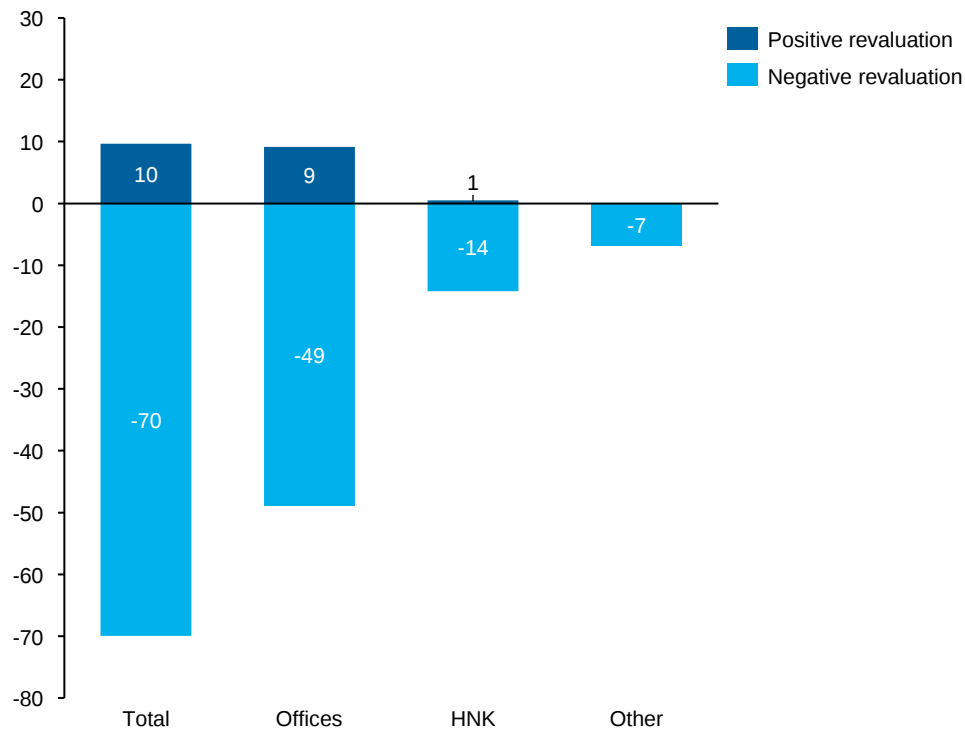
EPRA vacancy rate



# Negative revaluations over 2020

## Valuation stabilised in H2 2020

Total portfolio (€m)



Net annual revaluation

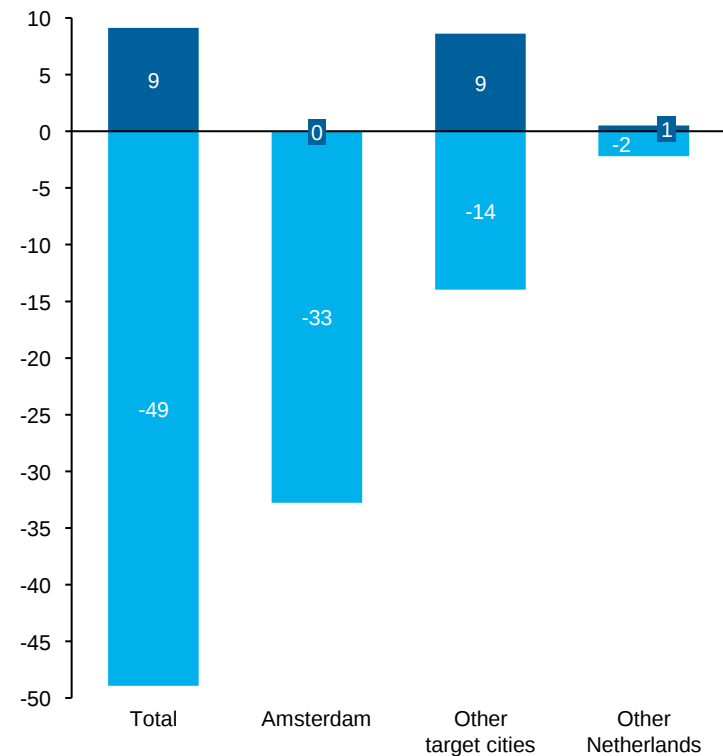
-4.5%

-4.0%

-5.2%

-8.5%

Offices (€m)



-4.0%

-5.6%

-1.4%

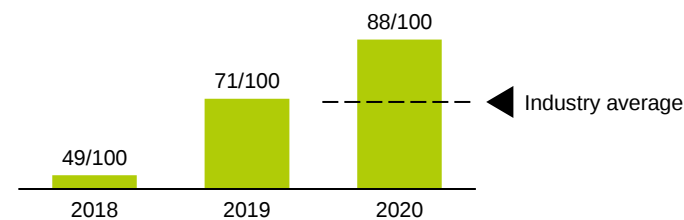
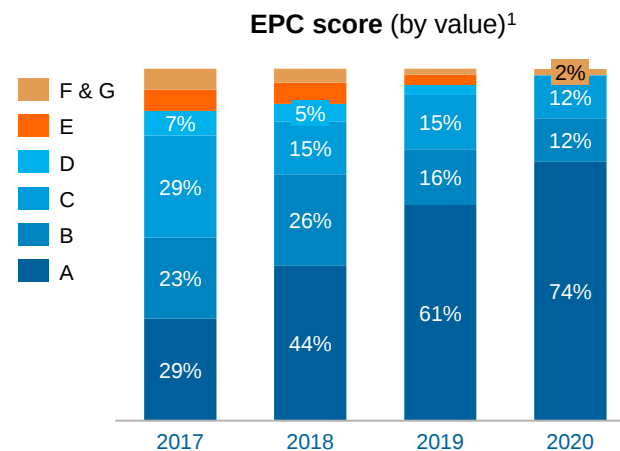
-4.7%

# ESG is integral to the NSI strategy

## Progress in GRESB and EPC score

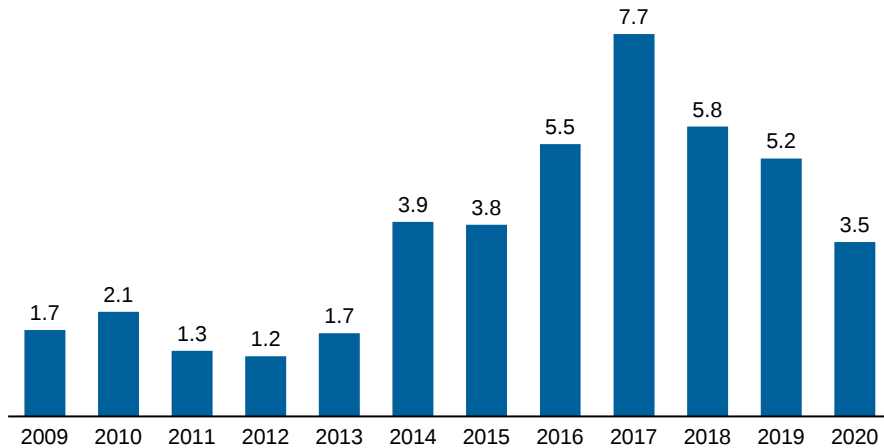
### Actions 2020

- All buildings are now BREEAM-certified (57% in 2019)
- EPC score improvement for 12 buildings
- Solar panels installed on 18 buildings (2019=13)
- Improvement in the collection of data (energy, water and waste usage) by introducing smart-meters in all multi-tenant buildings
- Pilots to test new air purification technology
- Implementation of ESG information management system

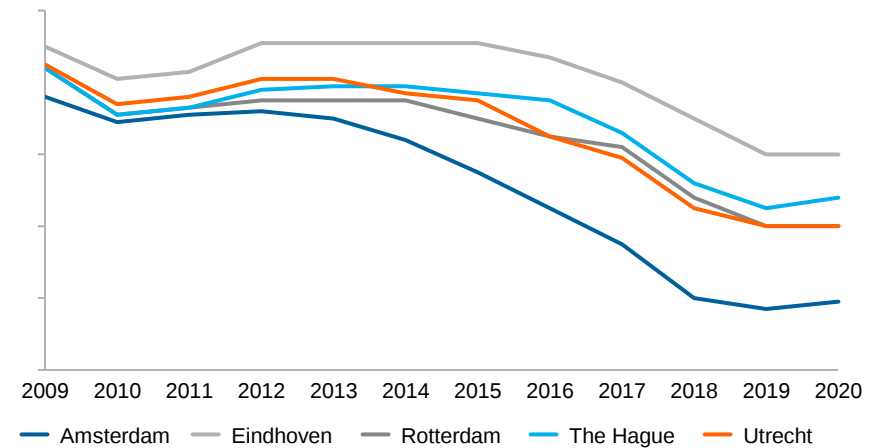


# Dutch office market 2020

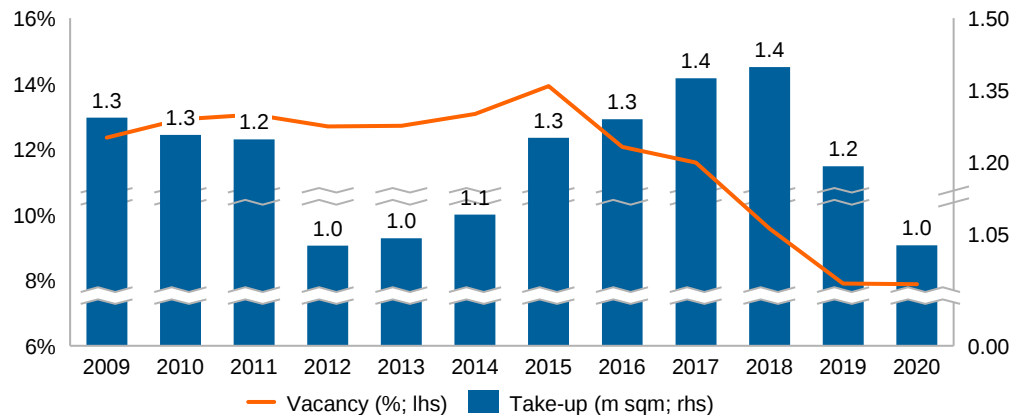
## Investment volumes Offices Netherlands (€bn)



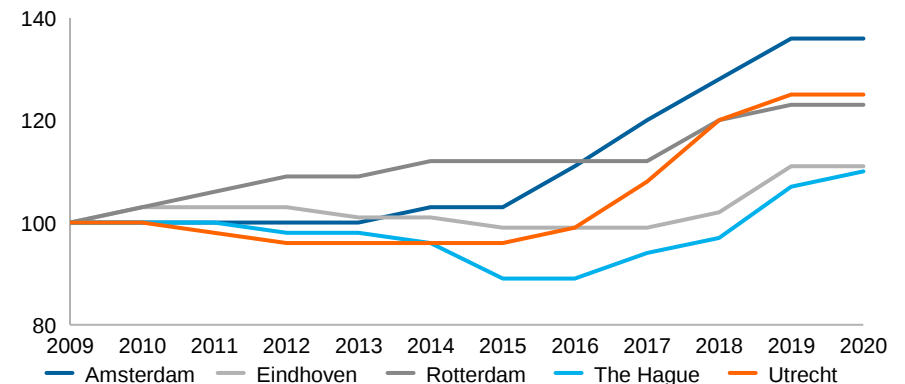
## Prime Yields (%)



## Vacancy rate and take-up Offices Netherlands



## Prime rental growth<sup>1</sup>



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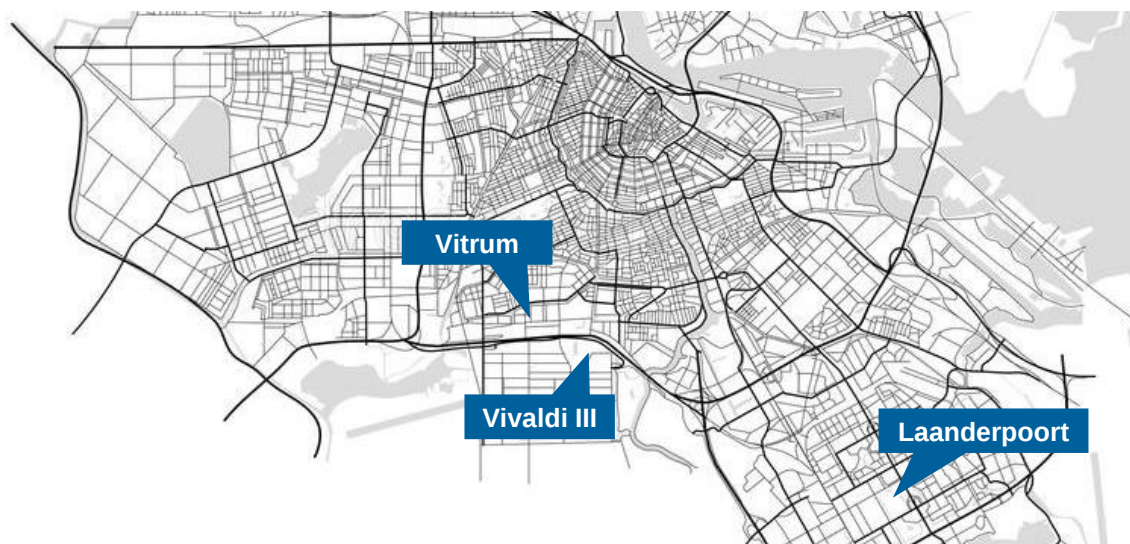
4. Financials

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# Development project overview

|               | Type                   | Area                 | New build area (LFA m <sup>2</sup> ) | Increase in area (LFA m <sup>2</sup> ) | Estimated Capex | Expected start | Expected delivery | Current phase      |
|---------------|------------------------|----------------------|--------------------------------------|----------------------------------------|-----------------|----------------|-------------------|--------------------|
| Completed     |                        |                      |                                      |                                        |                 |                |                   |                    |
| Bentinck Huis | Refurbishment          | The Hague Centre     | -                                    | -                                      | € 8m            |                | Q4 2020           | Completed          |
| On-going      |                        |                      |                                      |                                        |                 |                |                   |                    |
| Vitrum        | Renovation + Extension | Amsterdam South      | 13,400                               | 1,800                                  | € 35m - €40m    | Q1 2022        | Q1 2024           | Preliminary Design |
| 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       |



# Bentinck Huis refurbishment – successfully completed

## Investing in quality drives returns

### Financials

|                             |                      |
|-----------------------------|----------------------|
| Acquisition price (07-2018) | € 13.9m              |
| Capex                       | € 8.2m               |
| <b>Total</b>                | <b>€ 22.1m</b>       |
| Estimated market value      | > € 30m              |
| <b>Estimated profit</b>     | <b>&gt; € 8m</b>     |
| Tenant                      | Rijksvastgoedbedrijf |
| Contract                    | 10-year              |



# Vitrum refurbishment

## Modernising iconic bridge building, close to prime South-Axis

### Update

- The preliminary design phase started (Q2 2020) and the design team has been contracted
- Negotiations with the municipality on program and conditions for redevelopment have started
- Tenant will vacate the building at the latest 1-7-2021, on lease expiry

### Project details

- New buildings will total approximately 13,400 LFA m<sup>2</sup>
- Expected start construction date Q1 2022
- Estimated construction period 24 months
- Potential extension being reviewed
- Estimated CAPEX range: € 35m – 40m

### Impression<sup>1</sup>



### Location



# Redevelopment Laanderpoort Amsterdam

## 2020 targets achieved

### Update

- Letter of intent signed with the Municipality of Amsterdam
- Sketch design completed and Preliminary design started
- The design has been optimized and increased to approximately 39.000 m<sup>2</sup> LFA (from 35.000 m<sup>2</sup> LFA) in joint consultation with ING and the Municipality

### Project details

- New buildings will total approximately 39,000 LFA m<sup>2</sup>
- Expected start construction date Q3 2022
- Estimated construction period 28 months
- Estimated capex €120 - €140m (excluding leasehold correction)
- Yield on cost circa 6%

### Impression<sup>1</sup>



### Location



# Development Vivaldi III

## Letter of intent signed with Municipality of Amsterdam

### News

- Agreement has been reached with the Municipality regarding conditions of the development including leasehold (signed 'Afsprakenbrief')
- Preliminary Design completed
- Zoning plan has been approved by the municipality (Approval College B&W) and has been published (in procedure)

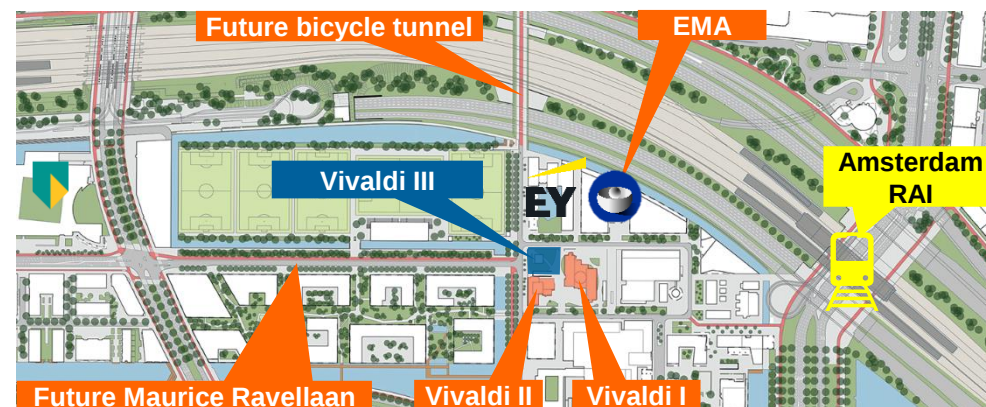
### Project details

- New buildings will total approximately 19,000 LFA m<sup>2</sup>
- Expected start construction date Q2 2022
- Estimated construction period 24 months
- Estimated capex € 90m - €110m (excluding leasehold correction)

### Impression<sup>1</sup>

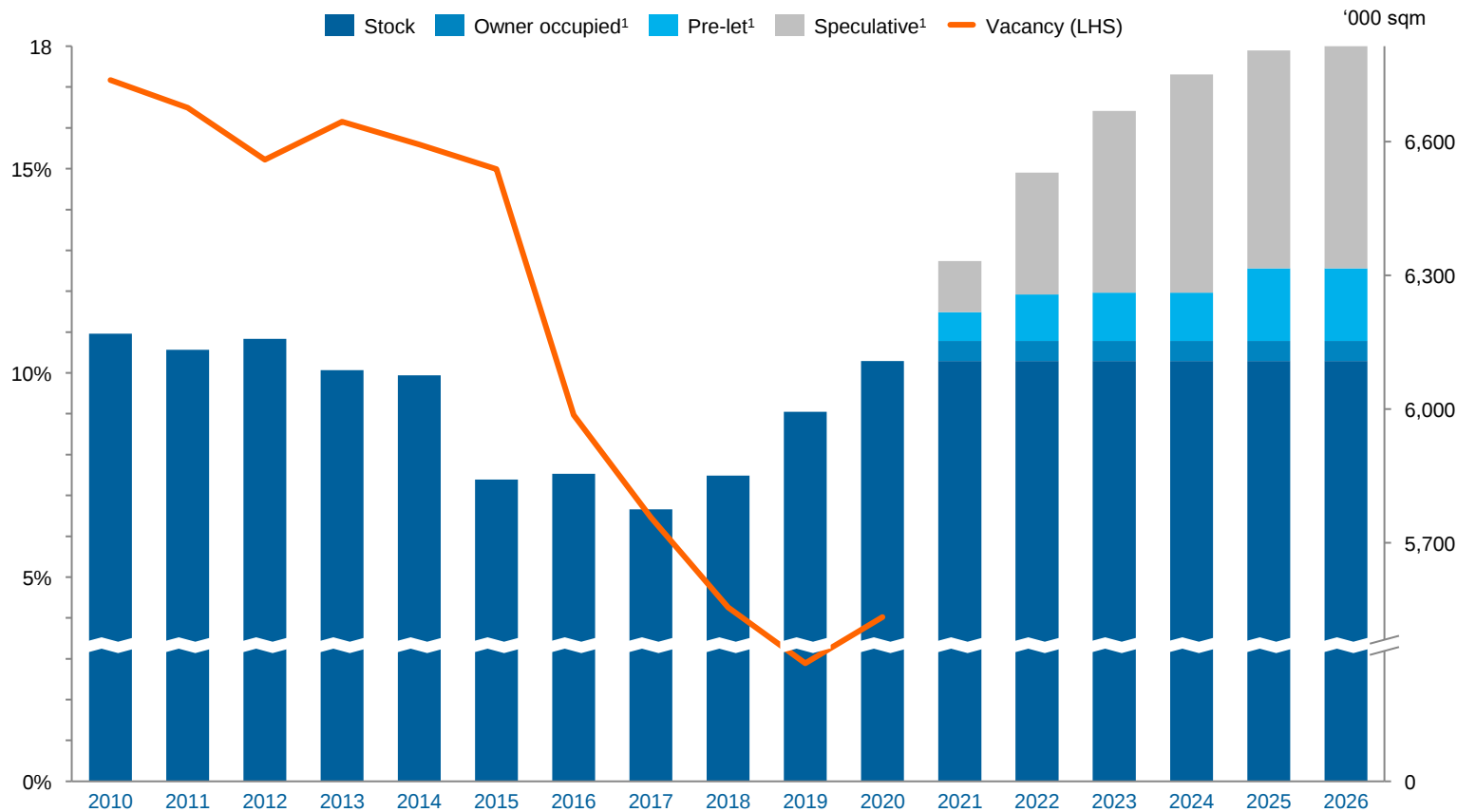


### Location



# Amsterdam office market vacancy vs stock

## Development pipeline offers potential



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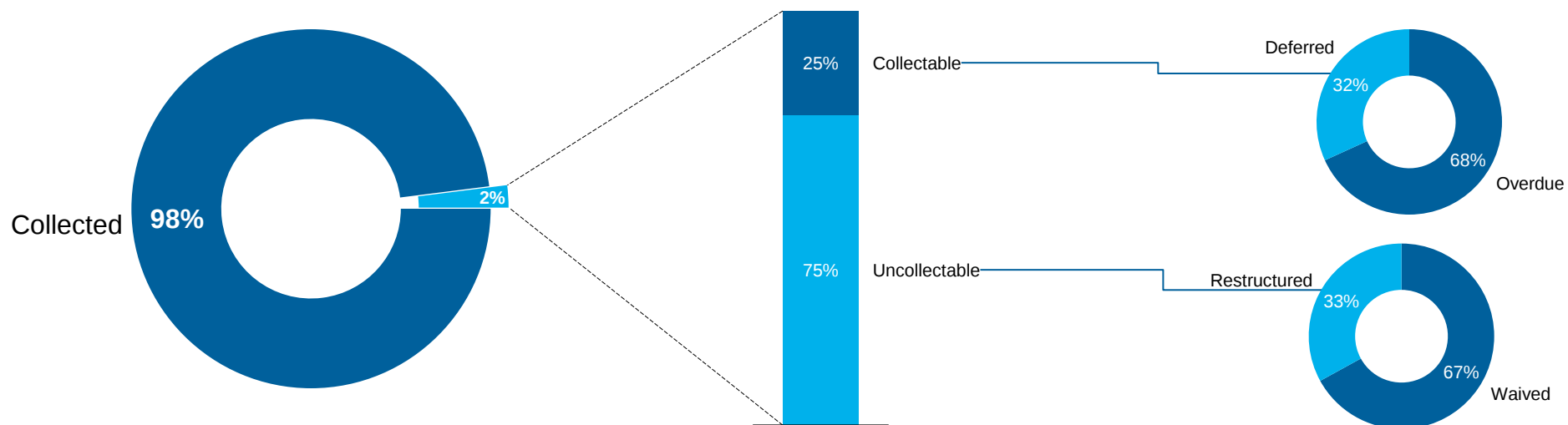
**4. Financials**

5. Final remarks

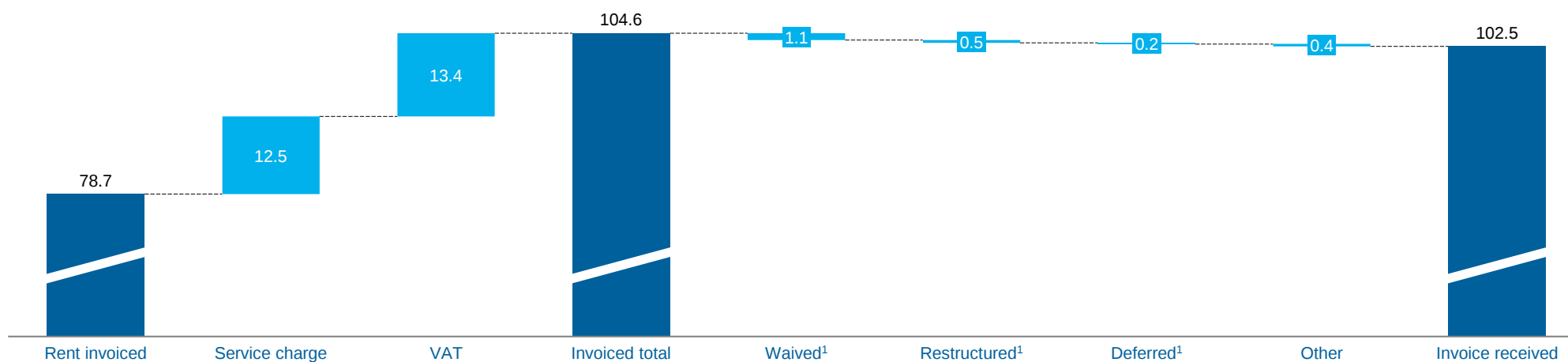
Annex

# Rent Collection 2020

## 98% rent collection including COVID-19 impact



Rent collection bridge 2020

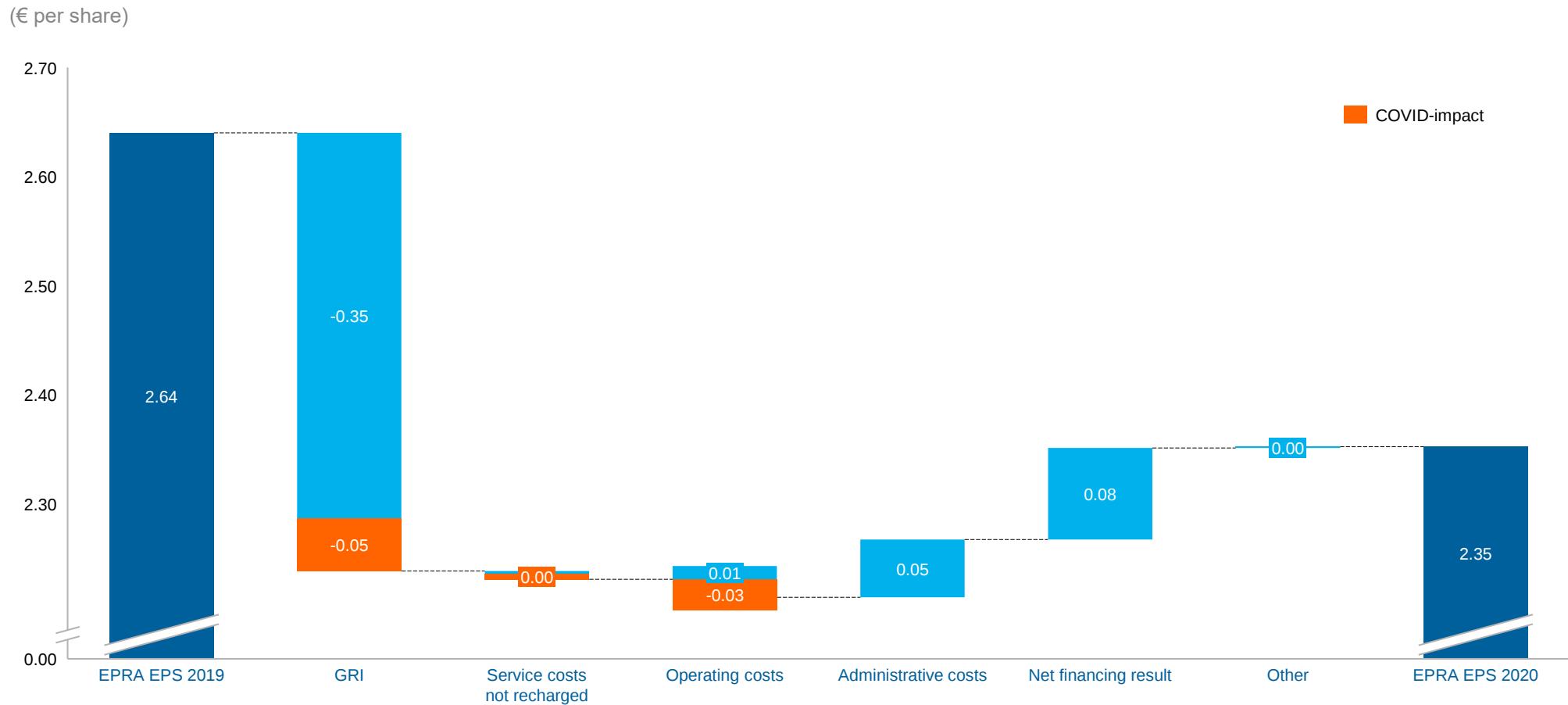


# EPRA Earnings

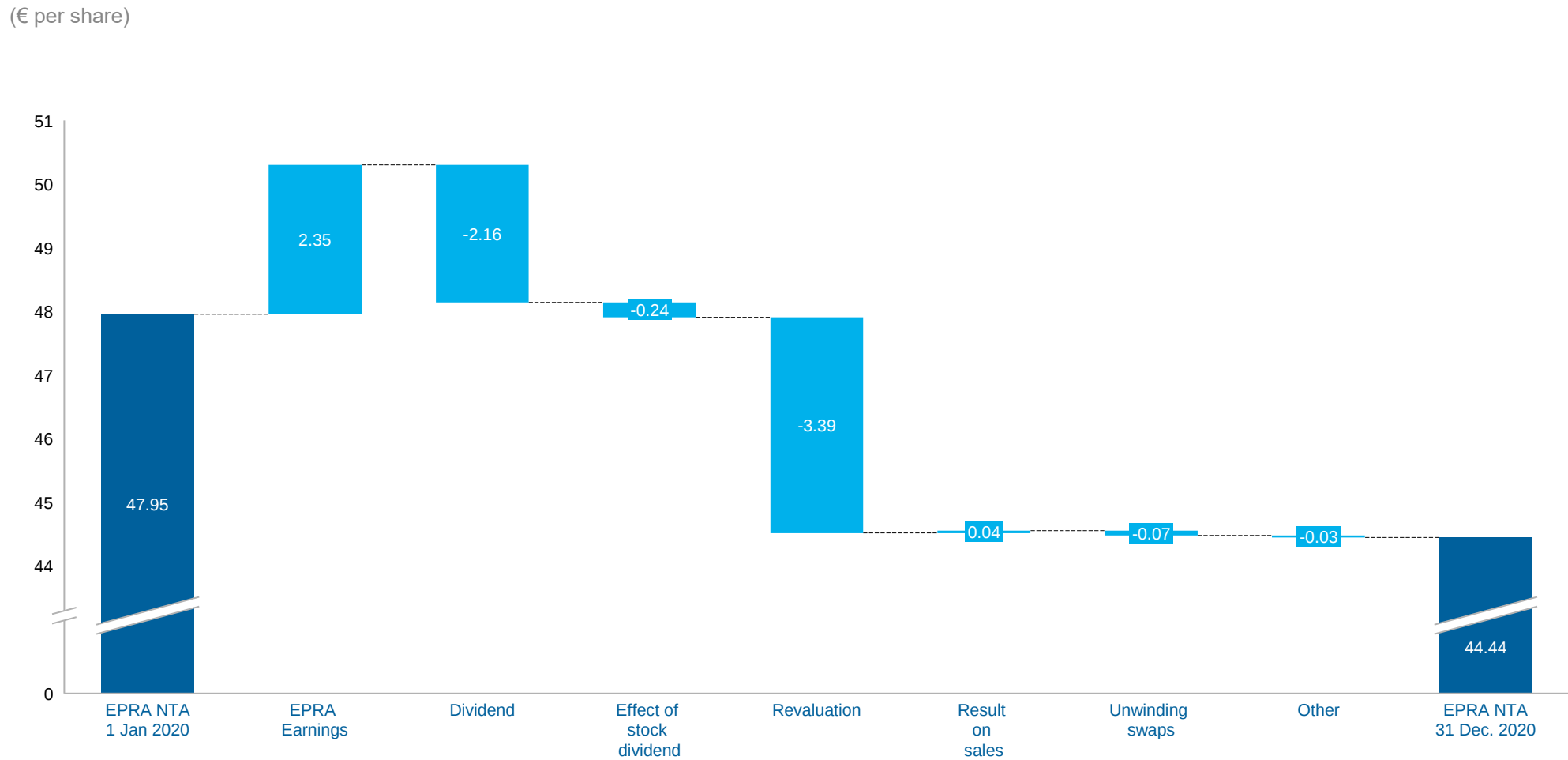
## NRI impact due to COVID-19: € -1.6m

|                                                    | 2020        | 2019        | Change %      |
|----------------------------------------------------|-------------|-------------|---------------|
| Gross rental income                                | 76.9        | 82.8        | -7.2%         |
| Service costs not recharged                        | -1.8        | -1.6        | 11.1%         |
| Operating costs                                    | -14.6       | -14.0       | 4.3%          |
| <b>Net rental income</b>                           | <b>60.5</b> | <b>67.2</b> | <b>-10.1%</b> |
| Administrative costs                               | -7.1        | -8.0        | -10.7%        |
| Net financing result                               | -8.4        | -9.8        | -14.3%        |
| <b>Direct investment result before tax</b>         | <b>44.9</b> | <b>49.4</b> | <b>-9.1%</b>  |
| Corporate income tax                               | 0           | 0           | 0%            |
| <b>Direct investment result / EPRA earnings</b>    | <b>44.9</b> | <b>49.4</b> | <b>-9.1%</b>  |
| Direct investment result / EPRA earnings per share | 2.35        | 2.64        | -10.9%        |

# EPRA Earnings



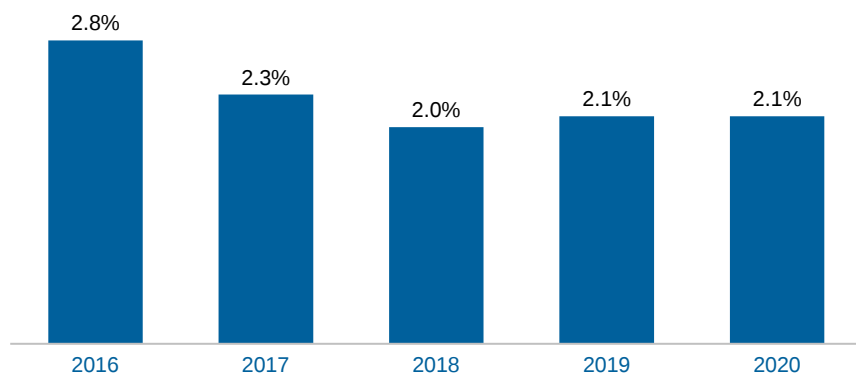
# EPRA NTA



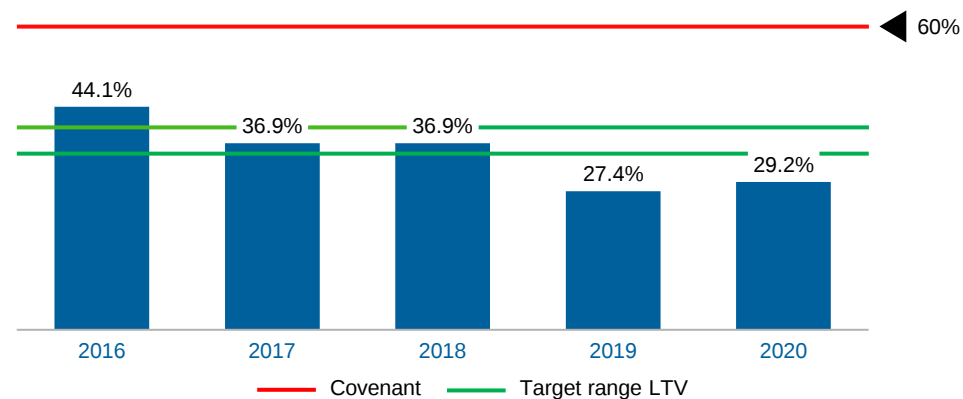
# Main balance sheet KPIs

## Metrics consistently favourable

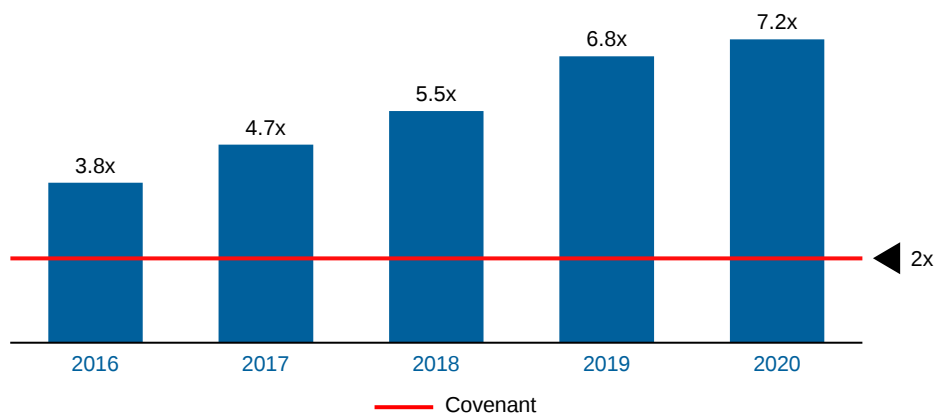
Cost of debt



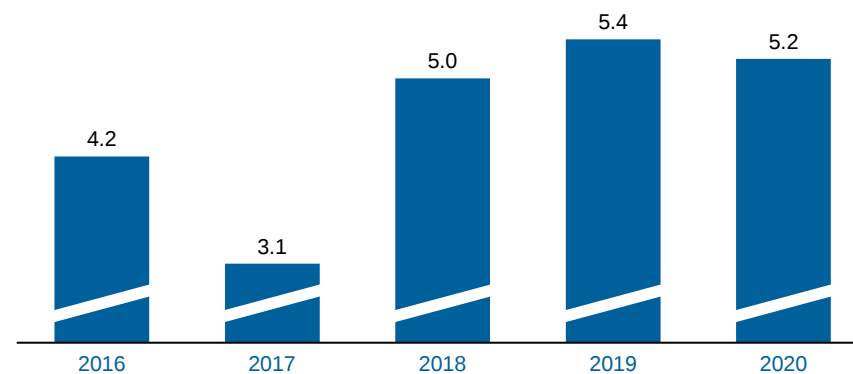
Loan to value



Interest coverage ratio



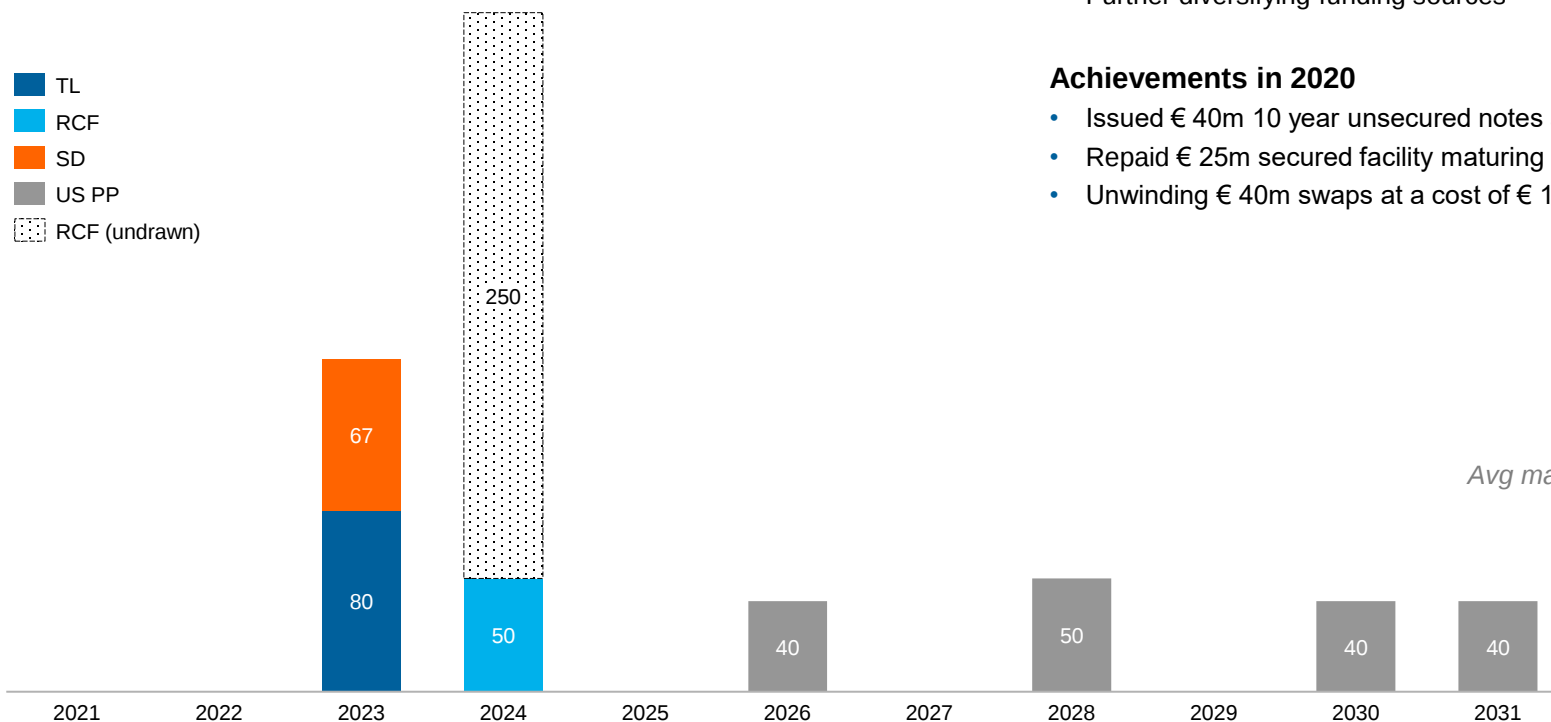
Average maturity (years)



# Debt maturity profile

## No near term maturity

Loans maturity profile December 2020 (€m)<sup>1</sup>



Avg maturity: 5.2 years

### Strategy and achievements

#### Strategy

- Maintain balance sheet capacity for development and acquisitions
  - Undrawn RCF circa €250m
- Further extending and diversifying maturities
- Further diversifying funding sources

#### Achievements in 2020

- Issued € 40m 10 year unsecured notes at 1.6%
- Repaid € 25m secured facility maturing in July
- Unwinding € 40m swaps at a cost of € 1.4m to bring down volume hedge

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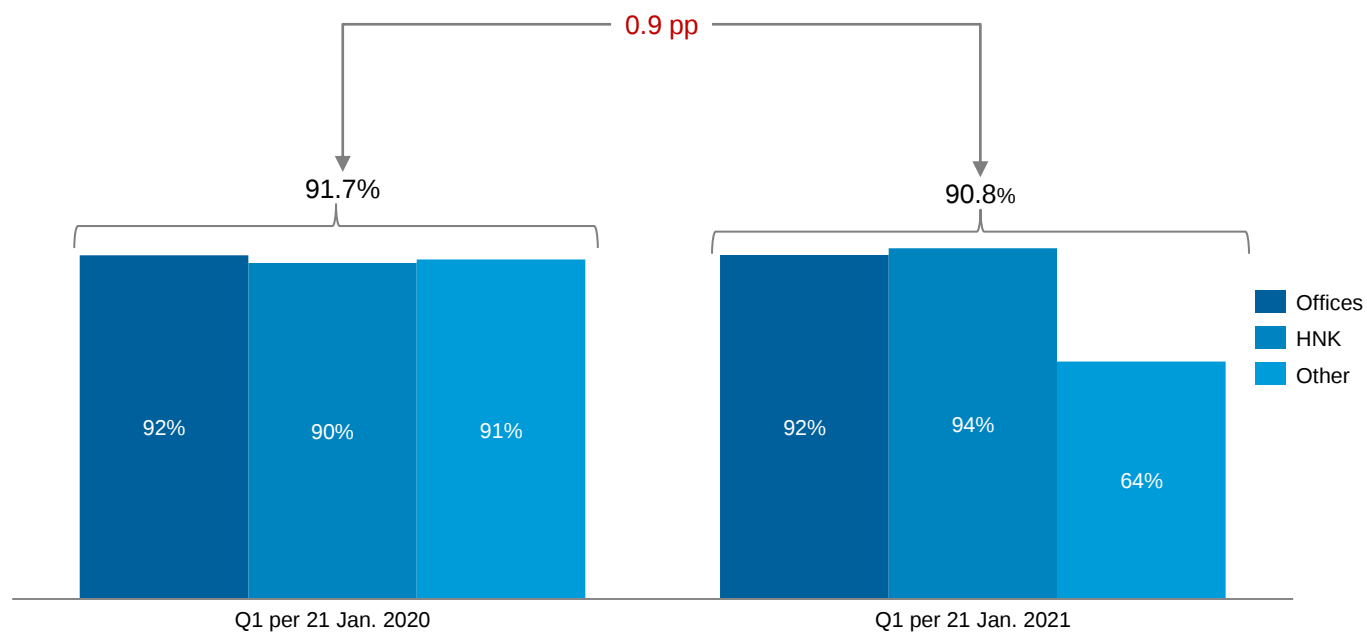
**5. Final remarks**

Annex

# Initial data on rent collection Q1 2021

## Stable year-on-year, with retail lagging

| 2020         | Q1 per 21 Jan.<br>2020 | Q1 per 21 Jan.<br>2021 |
|--------------|------------------------|------------------------|
| Offices      | 92.3%                  | 92.4%                  |
| HNK          | 90.3%                  | 94.2%                  |
| Other        | 91.2%                  | 63.8%                  |
| <b>TOTAL</b> | <b>91.7%</b>           | <b>90.8%</b>           |



# Three key pillars to the long term NSI business strategy

## Portfolio optimisation, development & customer excellence



# Broader market context 2021

## Change is the only constant...

---

### Economic outlook for 2021 uncertain

---

- Structural economic recovery only possible after COVID-19 subsides

### Search for income

---

- Interest rates remain 'low for longer', driving capital into real estate

### Polarisation to accelerate

---

- Prime assets offering quality/growing income are valued at a premium, secondary assets increasingly at risk of oversupply/obsolescence

### WFH and WFA permanent features

---

- Ongoing experiment with WFH will result in structurally more flexible working arrangements going forward

### Corporates will still need an office

---

- Corporates will still need a home base to showcase their brand, to load their culture and attract new talent, with a focus on teamwork activities

### Services and flexibility

---

- Corporates will increasingly want to focus on their business, with third party specialists left to manage all aspects of the real estate

# NSI business look-through 2020-2025

|                              | 2016  | 2020  | 2025E     |
|------------------------------|-------|-------|-----------|
| Number of assets (#)         | 165   | 60    | 45        |
| Average value per asset (€m) | 7     | 21    | 30-35     |
| % of assets in offices       | 66%   | 94%   | 100%      |
| % of assets in Amsterdam     | 23%   | 53%   | 65-70%    |
| LTV                          | 44.1% | 29.2% | 34-36%    |
| EPRA EPS(€)                  | 2.64  | 2.35  | 2.60-2.70 |

## 2025E assumptions

- Disposal of all non-core assets
- No further valuation changes
- Execution of the business plan for the standing portfolio
- Execution of the business plan for all three development projects

# Action plan 2021



## Further portfolio optimisation

- Continued asset rotation, further disposal of non-core assets
- Advanced discussion for € 75m - € 85m acquisition of assets
- Focus on occupancy level and tenant retention



## Progress in development projects

- Finalise the scope and Final Design for all three projects
- Start commercial activities to pre-lease Vitrum and Vivaldi III
- Prepare tender strategy towards construction scheduled for 2022



## Customer excellence

- Improvements in product range & services
- Further improvement in customer satisfaction (NPS score)
- Roll-out services beyond HNK



## Sustainability

- Roll-out of 'green clauses' in lease contracts
- Increase number of buildings that have BREEAM "very good" score
- Establish NSI Paris-proof roadmap



**2021**

**EPS Guidance**

**€ 2.25 - € 2.35**

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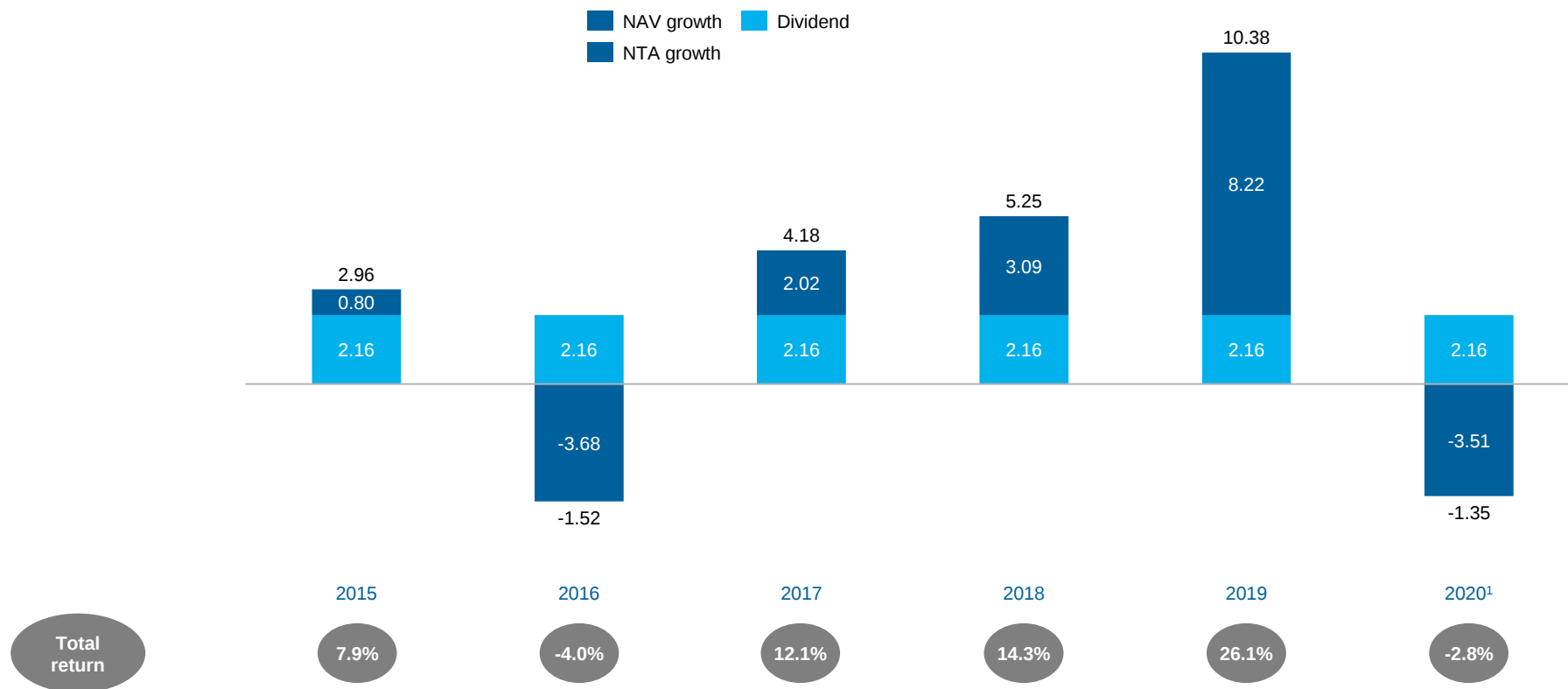
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# Track record

## Total return

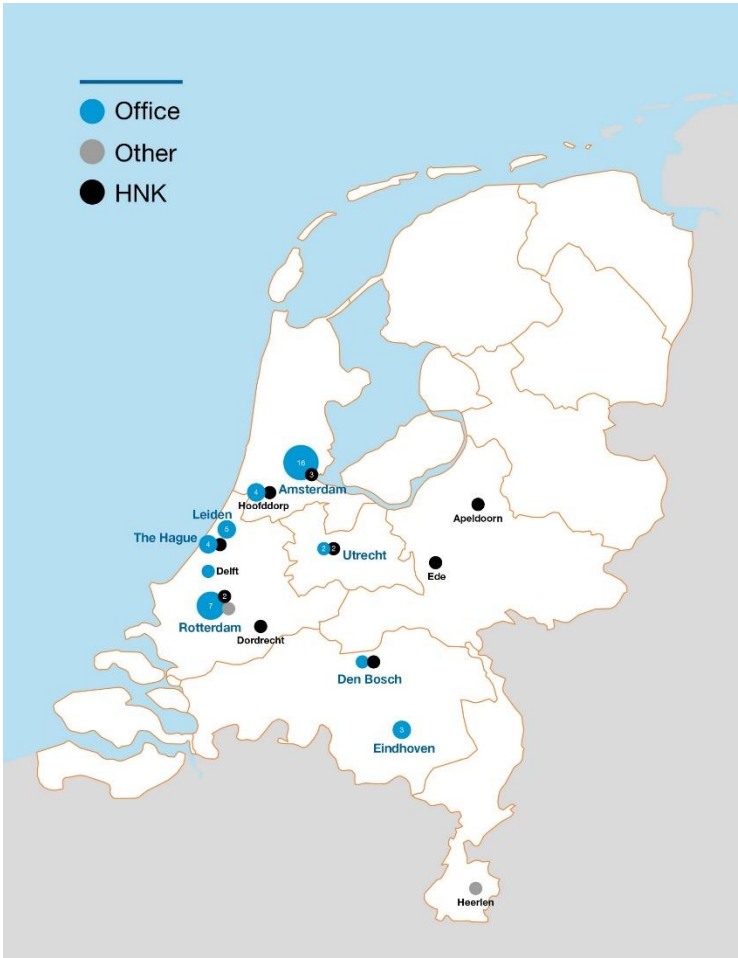
Total return per share (€)



# Track record

## Asset rotation

Total portfolio 2020



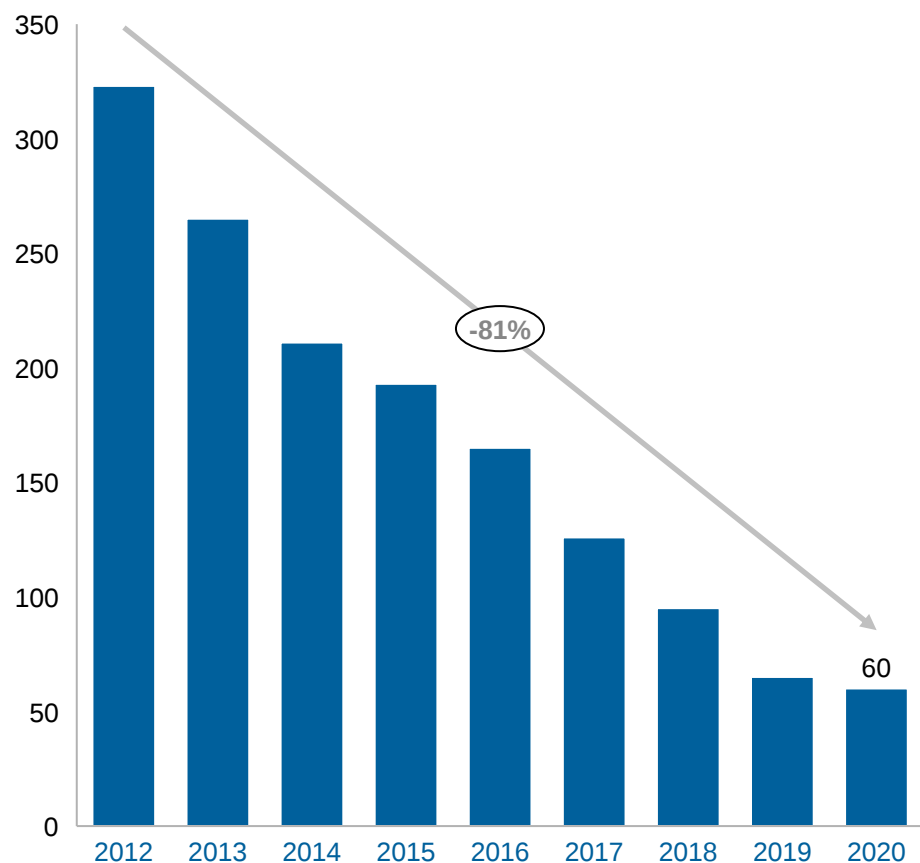
Disposals 2016-2020



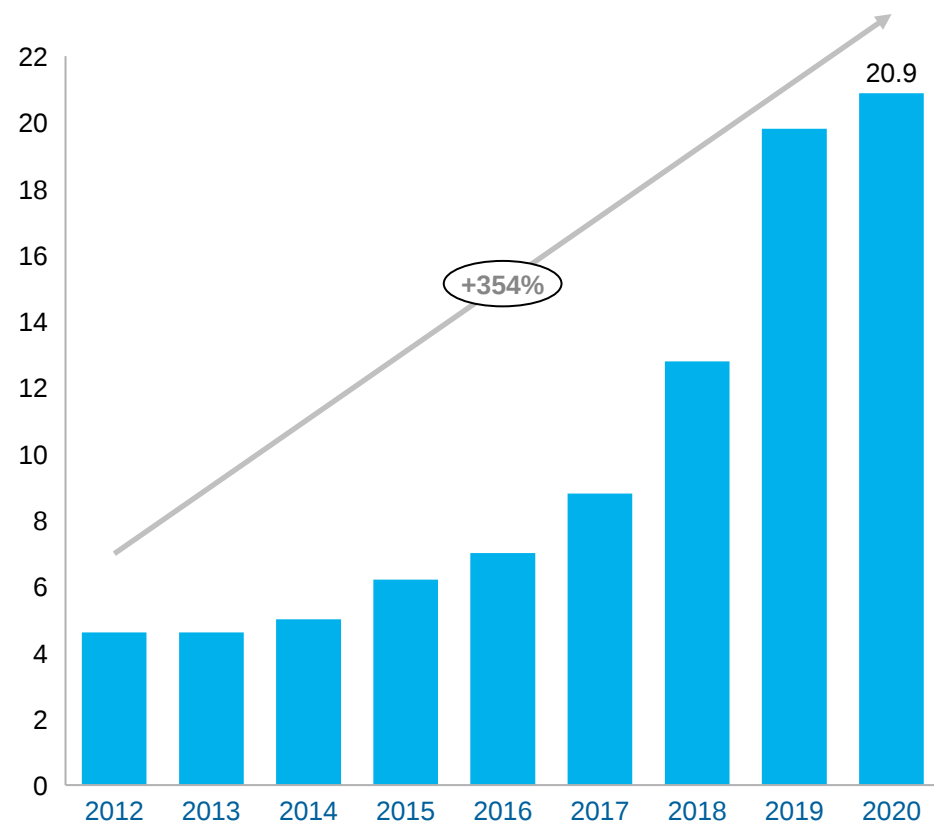
# Track record

## Average asset size target

Number of assets



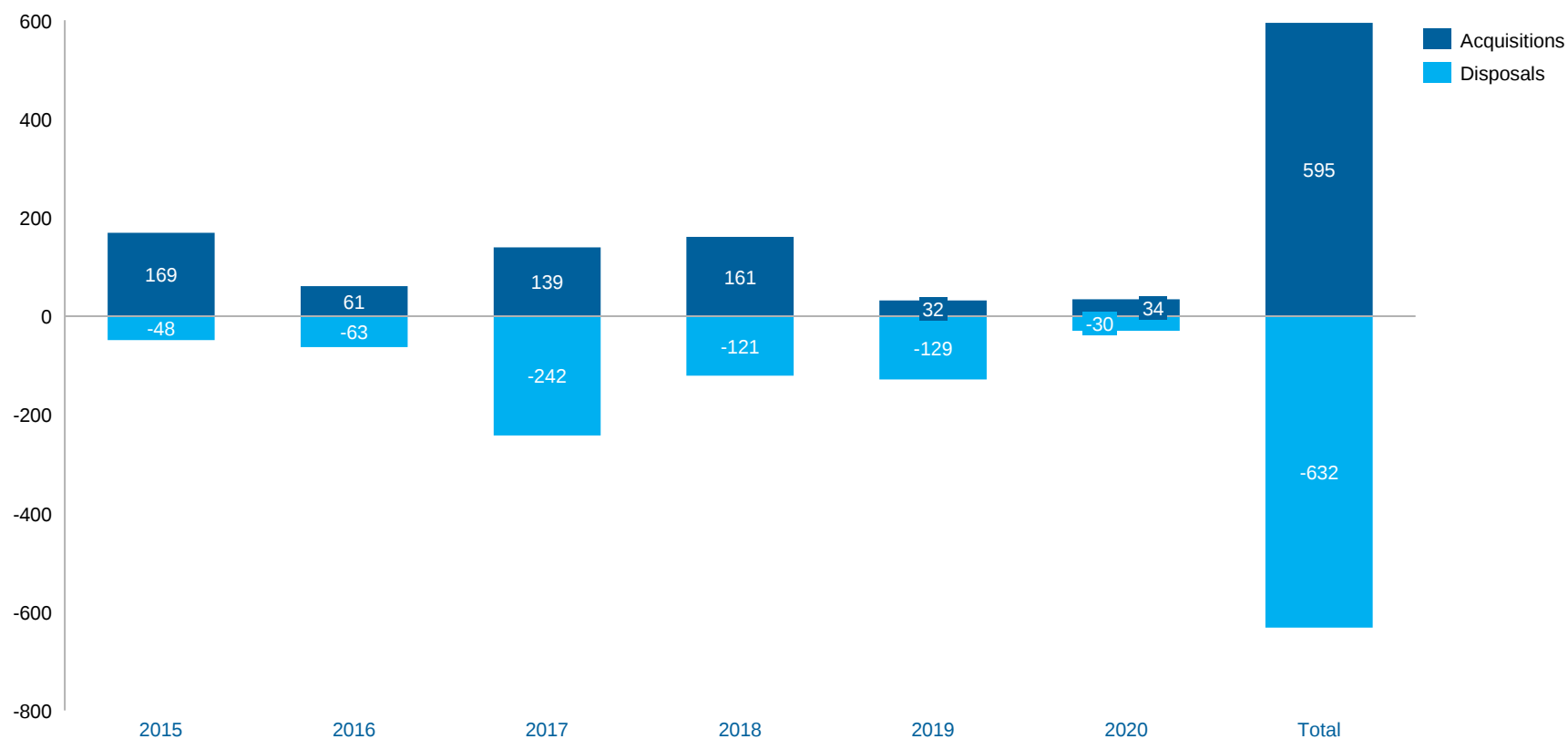
Average asset value (€m)



# Track record

## Transaction volume

Annual transaction volumes (€m)



# Track record

## Acquisitions



### Uniceflaan 1

City: Utrecht  
m2: 12,079  
€M: 20.5  
Year: 2017



### Bijlmerdreef 100

Amsterdam  
13,300  
33.8  
2017



### Parnassusweg 101

Amsterdam  
11,700  
45.0  
2017



### Archimedesweg 6

Leiden  
7,239  
17.5  
2017



### Kennedyplein 101

Eindhoven  
6,642  
13.6  
2017



### Kingsfordweg 43-117

Amsterdam  
12,709  
36.8  
2018



### Lange Voorhout 7

The Hague  
6,048  
13.9  
2018



### Radarweg 60

Amsterdam  
16,231  
47.3  
2018



### Jacobsweerd 200 - 4402

Utrecht  
14,396  
52.1  
2018



### Archimedesweg 30

Leiden  
2,686  
5.0  
2019



### Derkinderenstraat 2-24

Amsterdam  
8,315  
23.7  
2019



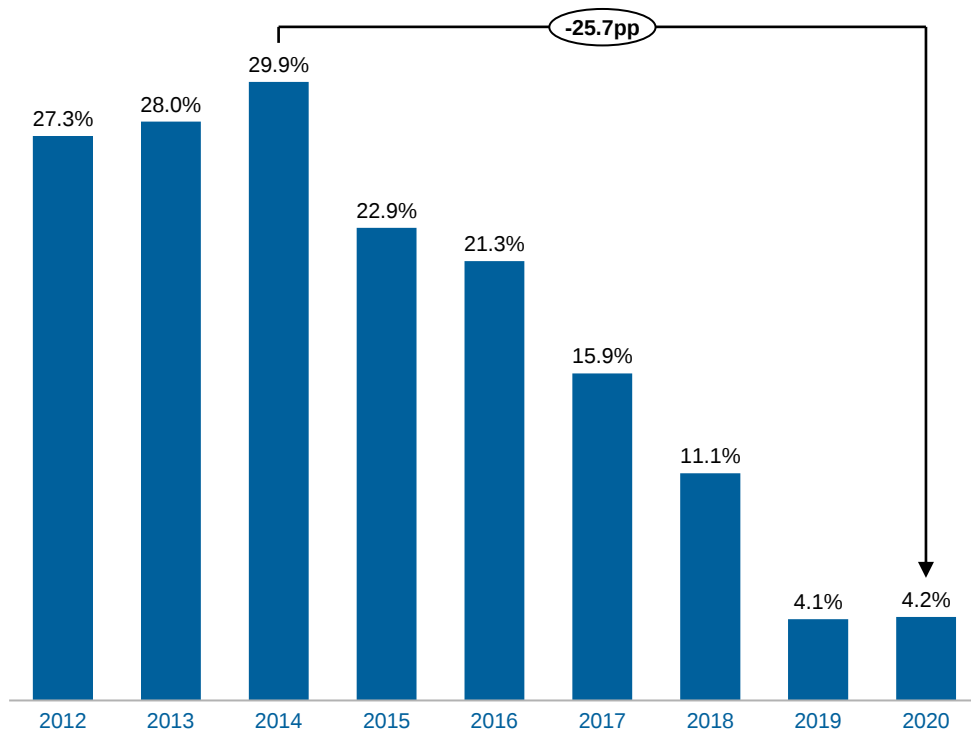
### Teleportboulevard 120

Amsterdam  
9,722  
34.0  
2020

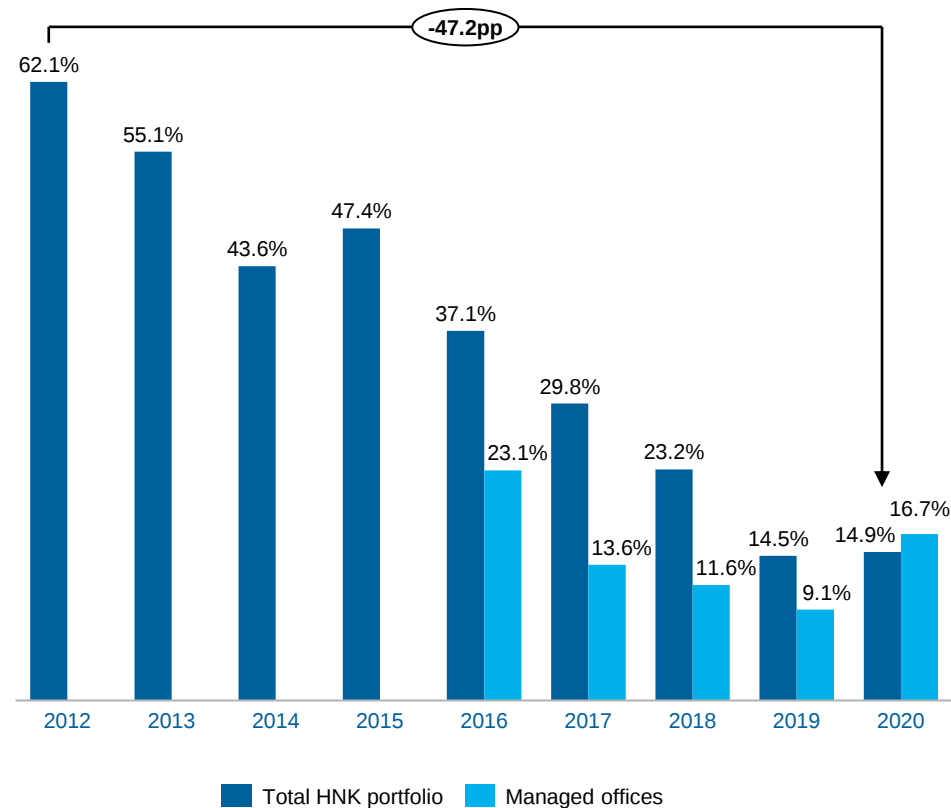
# Track record

## Office & HNK vacancy

EPRA Vacancy rate Offices



EPRA Vacancy rate HNK



# Segment information

## Key portfolio metrics

|                                     | 31 December 2020 |       |       |       | Dec 2019 | Change  |
|-------------------------------------|------------------|-------|-------|-------|----------|---------|
|                                     | Offices          | HNK   | Other | TOTAL |          |         |
| Number of properties <sup>1</sup>   | 43               | 13    | 4     | 60    | 65       | -7.7%   |
| Market value (€) <sup>2</sup>       | 931              | 249   | 73    | 1,253 | 1,287    | -2.7 %  |
| Annual contracted rent <sup>3</sup> | 58               | 19    | 7     | 84    | 81       | 4.0 %   |
| Market rent                         | 63               | 23    | 7     | 93    | 92       | 1.4 %   |
| Lettable area (sqm k)               | 296              | 124   | 53    | 473   | 491      | -3.7 %  |
| Average rent / sqm                  | 206              | 190   | 153   | 197   | 188      | 4.8 %   |
| EPRA vacancy                        | 4.2%             | 14.9% | 6.9%  | 7.0%  | 7.1%     | -0.1 pp |
| EPRA net initial yield              | 4.4%             | 4.3%  | 6.1%  | 4.5%  | 4.6%     | -0.1 pp |
| Reversionary yield                  | 6.8%             | 9.2%  | 9.6%  | 7.5%  | 7.3%     | 0.1 pp  |
| Wault (years)                       | 4.1              | 3.2   | 5.2   | 4.0   | 4.2      | -6.2 %  |

1) Two office assets were reclassified in 2020 to the category "Other" due to usage as community college and student housing complex.

2) Reported in the balance sheet at book value including right of use leasehold (IFRS 16), excluding lease incentives and part of NSI HQ (own use).

3) Before free rent and other lease incentives.

# Segment information

## Offices split

|                                     | 31 December 2020 |                     |          |       | Dec 2019 | Change  |
|-------------------------------------|------------------|---------------------|----------|-------|----------|---------|
|                                     | Amsterdam        | Other Target Cities | Other NL | TOTAL |          |         |
| Number of properties <sup>1</sup>   | 16               | 22                  | 5        | 43    | 46       | -6.5%   |
| Market value (€) <sup>2</sup>       | 555              | 357                 | 19       | 931   | 945      | -1.5%   |
| Annual contracted rent <sup>3</sup> | 32               | 24                  | 2        | 58    | 54       | 6.2%    |
| Market rent <sup>4</sup>            | 36               | 25                  | 2        | 63    | 61       | 3.2%    |
| Lettable area (sqm k)               | 144              | 139                 | 13       | 296   | 308      | -3.8%   |
| Average rent / sqm                  | 231              | 185                 | 159      | 206   | 194      | 6.5 %   |
| EPRA vacancy <sup>5</sup>           | 3.3%             | 5.7%                | 0.8%     | 4.2%  | 4.1%     | 0 pp    |
| EPRA net initial yield              | 4.5%             | 4.1%                | 7.9%     | 4.4%  | 4.5%     | -0.1 pp |
| Reversionary yield                  | 6.6%             | 7.0%                | 10.7%    | 6.8%  | 6.7%     | 0.1 pp  |
| Wault (years)                       | 3.7              | 4.7                 | 3.0      | 4.1   | 4.5      | - 8.6%  |

1) Two office assets were reclassified in 2020 to the category "Other" due to usage as community college and student housing complex.

2) Reported in the balance sheet at book value including right of use leasehold (IFRS 16), excluding lease incentives and part of NSI HQ (own use).

3) Before free rent and other lease incentives.

# Segment information

## Yields

|               | EPRA net initial yield |           | Gross initial yield |           | Reversionary yield |           |
|---------------|------------------------|-----------|---------------------|-----------|--------------------|-----------|
|               | Dec. 2020              | Dec. 2019 | Dec. 2020           | Dec. 2019 | Dec. 2020          | Dec. 2019 |
| Offices       | 4.4%                   | 4.5%      | 6.2%                | 6.0%      | 6.8%               | 6.7%      |
| HNK           | 4.3%                   | 4.6%      | 7.8%                | 7.5%      | 9.2%               | 8.8%      |
| Other         | 6.1%                   | 5.8%      | 9.6%                | 8.8%      | 9.6%               | 9.4%      |
| TOTAL         | 4.5%                   | 4.6%      | 6.7%                | 6.4%      | 7.5%               | 7.3%      |
| Target Cities | 4.3%                   | 4.4%      | 6.3%                | 6.1%      | 7.1%               | 6.9%      |
| Other         | 6.1%                   | 6.1%      | 10.5%               | 9.4%      | 10.9%              | 10.6%     |

## Segment information

### COVID impact on like-for-like rental income

#### Gross rental income L-F-L

| (€ m)        | 2020        | 2019      | L-f-L       | Impact<br>COVID <sup>1</sup> | 2020 (adj.) | 2019        | L-f-l (adj.) |
|--------------|-------------|-----------|-------------|------------------------------|-------------|-------------|--------------|
| Offices      | 49.0        | 46.7      | 5.1%        | 0.0                          | 49.0        | 46.7        | 5.1%         |
| HNK          | 17.2        | 17.2      | 0.3%        | 0.9                          | 18.1        | 17.2        | 5.4%         |
| Other        | 6.8         | 6.8       | 0.7%        | 0.1                          | 6.9         | 6.8         | 1.5%         |
| <b>Total</b> | <b>73.0</b> | <b>71</b> | <b>3.5%</b> | <b>1.0</b>                   | <b>74.0</b> | <b>70.6</b> | <b>4.8%</b>  |

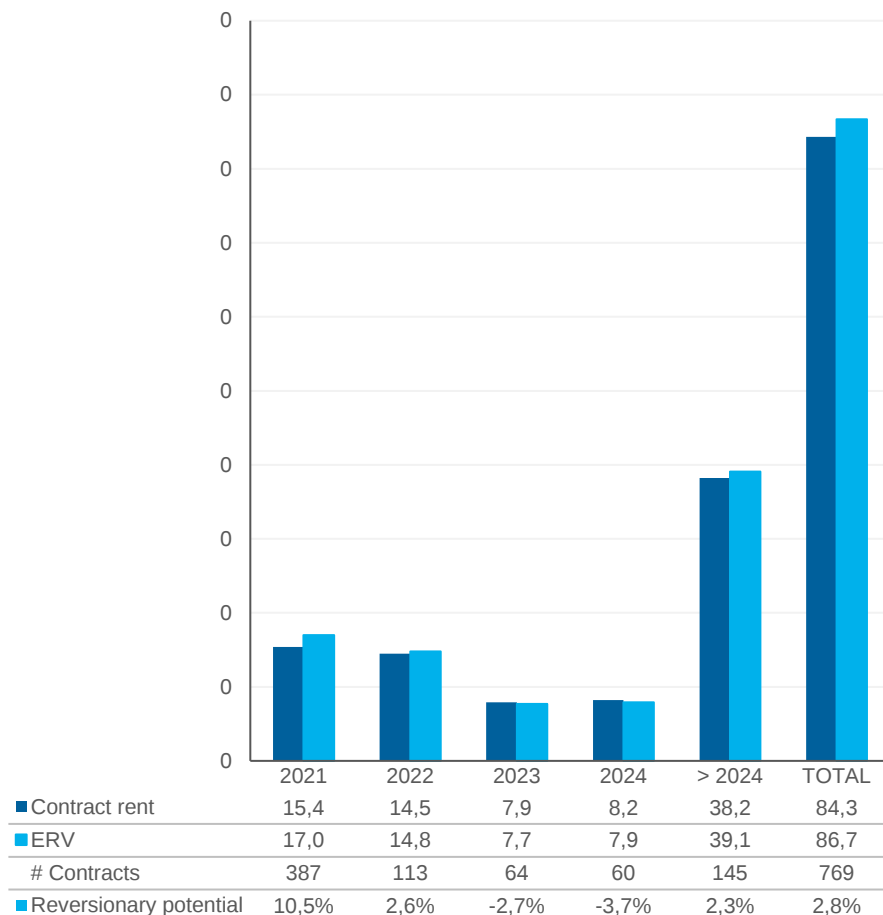
#### Net rental income L-F-L

| (€ m)        | 2020        | 2019        | L-f-L       | Impact<br>COVID <sup>2</sup> | 2020 (adj.) | 2019        | L-f-l (adj.) |
|--------------|-------------|-------------|-------------|------------------------------|-------------|-------------|--------------|
| Offices      | 41.7        | 39.9        | 4.7%        | 0.2                          | 41.9        | 39.9        | 5.1%         |
| HNK          | 11.1        | 12.4        | -10.3%      | 1.4                          | 12.5        | 12.4        | 0.6%         |
| Other        | 4.8         | 4.9         | -2.9%       | 0.1                          | 4.8         | 4.9         | -1.9%        |
| <b>Total</b> | <b>57.6</b> | <b>57.2</b> | <b>0.8%</b> | <b>1.6</b>                   | <b>59.2</b> | <b>57.2</b> | <b>3.5%</b>  |

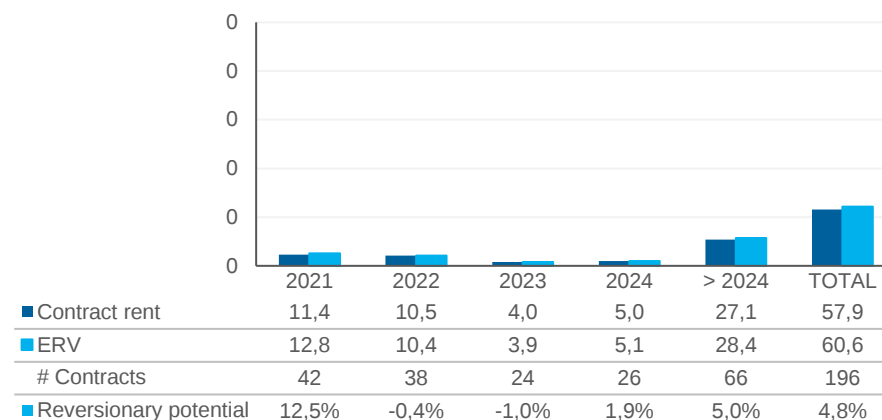
# Segment information

## Expiries and reversion

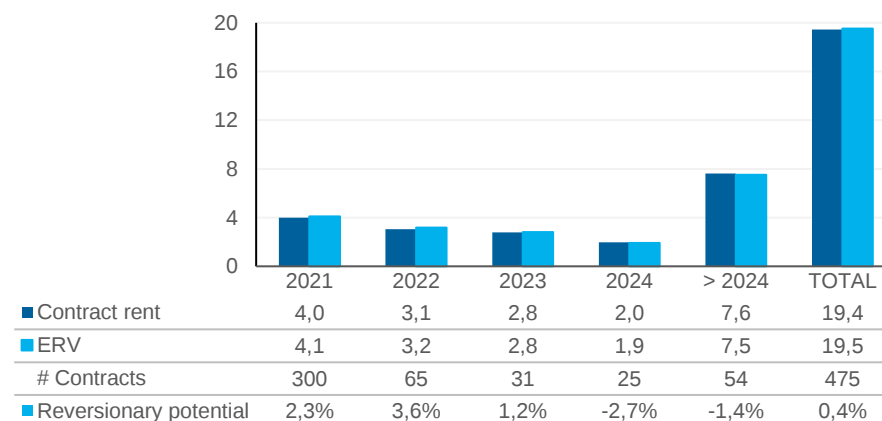
### Total portfolio (€m)



### Offices portfolio (€m)



### HNK portfolio (€m)



# Consolidated financial statements

## Income statement

| (€ m)                                          | Offices     |                     |             | HNK         |                     |             | Other       | Corporate <sup>1</sup> | TOTAL        |
|------------------------------------------------|-------------|---------------------|-------------|-------------|---------------------|-------------|-------------|------------------------|--------------|
|                                                | Amsterdam   | Other Target Cities | Other NL    | Amsterdam   | Other Target Cities | Other NL    |             |                        |              |
| Gross rental income                            | 29.4        | 21.6                | 1.8         | 4.6         | 9.4                 | 3.3         | 6.8         |                        | 76.9         |
| Service costs not recharged                    | -0.2        | -0.3                | -0.1        | -0.2        | -0.5                | -0.4        | -0.2        |                        | -1.8         |
| Operating costs                                | -3.0        | -4.5                | -0.2        | -1.0        | -2.8                | -1.4        | -1.7        |                        | -14.6        |
| <b>Net rental income</b>                       | <b>26.2</b> | <b>16.8</b>         | <b>1.5</b>  | <b>3.5</b>  | <b>6.1</b>          | <b>1.5</b>  | <b>5.0</b>  |                        | <b>60.5</b>  |
| Revaluation of investment property             | -33.2       | -7.5                | -1.8        | -5.8        | -5.3                | -4.2        | -7.2        |                        | -55.6        |
| Net result on sale of investment property      |             | -0.4                | -0.2        |             |                     | 1.5         | -0.1        |                        | 0.7          |
| <b>Net result from investment</b>              | <b>-7.0</b> | <b>8.9</b>          | <b>-0.5</b> | <b>-2.3</b> | <b>0,8</b>          | <b>-1.3</b> | <b>-2.4</b> |                        | <b>-3.8</b>  |
| Administrative costs                           |             |                     |             |             |                     |             |             | -7.1                   | -7.1         |
| Other income and costs                         |             |                     |             |             |                     |             |             | -0.7                   | -0.7         |
| Net financing result                           |             |                     |             |             |                     |             |             | -8.8                   | -8.8         |
| <b>Result before tax</b>                       | <b>-7.0</b> | <b>8.9</b>          | <b>-0.5</b> | <b>-2.3</b> | <b>0,8</b>          | <b>-1.3</b> | <b>-2.4</b> | <b>-16.6</b>           | <b>-20.4</b> |
| Corporate income tax                           |             |                     |             |             |                     |             |             | -0                     | -0           |
| <b>Total result for the year</b>               | <b>-7.0</b> | <b>8.9</b>          | <b>-0.5</b> | <b>-2.3</b> | <b>0.8</b>          | <b>-1.3</b> | <b>-2.4</b> | <b>-16.6</b>           | <b>-20.4</b> |
| <b>Other comprehensive income</b>              |             |                     |             |             |                     |             |             |                        |              |
| <b>Total comprehensive income for the year</b> | <b>-7.0</b> | <b>8.9</b>          | <b>-0.5</b> | <b>-2.3</b> | <b>0.8</b>          | <b>-1.3</b> | <b>-2.4</b> | <b>-16.6</b>           | <b>-20.4</b> |

# Consolidated financial statements

## Balance sheet

| (€ m)                                             | 31 December 2020 | 31 December 2019 |
|---------------------------------------------------|------------------|------------------|
| Real estate investments                           | 1,240            | 1,263            |
| Assets classified as held for sale                | 0                | 16               |
| Other assets                                      | 18               | 11               |
| Cash and cash equivalents                         | 0                | 1                |
| <b>Total assets</b>                               | <b>1,258</b>     | <b>1,291</b>     |
| Shareholders' equity                              | 854              | 903              |
| Interest bearing loans                            | 365              | 316              |
| Debts to credit institutions                      | 0                | 13               |
| Other liabilities                                 | 38               | 59               |
| <b>Total liabilities</b>                          | <b>404</b>       | <b>388</b>       |
| <b>Total shareholders' equity and liabilities</b> | <b>1,258</b>     | <b>1,291</b>     |

# Consolidated financial statements

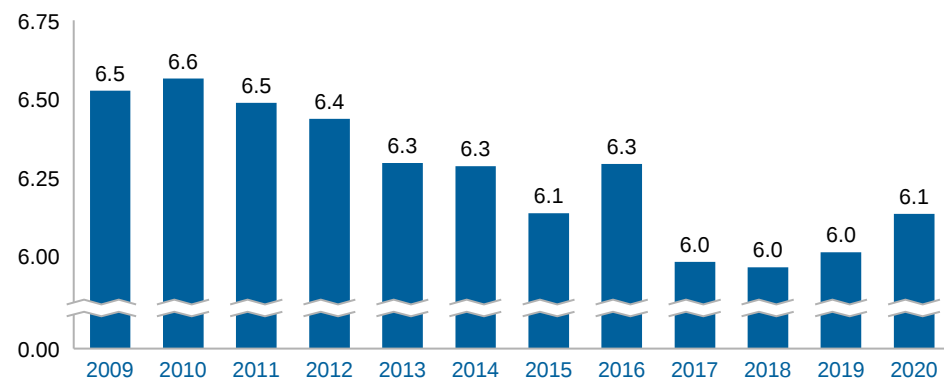
## EPRA NAV / NTA

| (€ m)                                              | 31 December 2020 |              | 31 December 2019 |              |
|----------------------------------------------------|------------------|--------------|------------------|--------------|
|                                                    | EPRA NTA         | per share    | EPRA NTA         | per share    |
| <b>IFRS Equity attributable to shareholders</b>    | <b>854</b>       | <b>44.29</b> | <b>903</b>       | <b>47.75</b> |
| <b>Diluted NAV</b>                                 | <b>854</b>       | <b>44.29</b> | <b>903</b>       | <b>47.75</b> |
| <b>Diluted NAV at fair value</b>                   | <b>854</b>       | <b>44.29</b> | <b>903</b>       | <b>47.75</b> |
| Fair value of financial instruments                | 3                | 0.16         | 4                | 0.22         |
| <b>EPRA NAV (old definition)</b>                   | <b>858</b>       | <b>44.45</b> | <b>907</b>       | <b>47.97</b> |
| Intangibles as per IFRS balance sheet <sup>1</sup> | -0               | -0.01        | -0               | -0.02        |
| <b>NAV (new definition)</b>                        | <b>857</b>       | <b>44.44</b> | <b>907</b>       | <b>47.95</b> |
| Fully diluted number of shares                     | 19               |              | 19               |              |

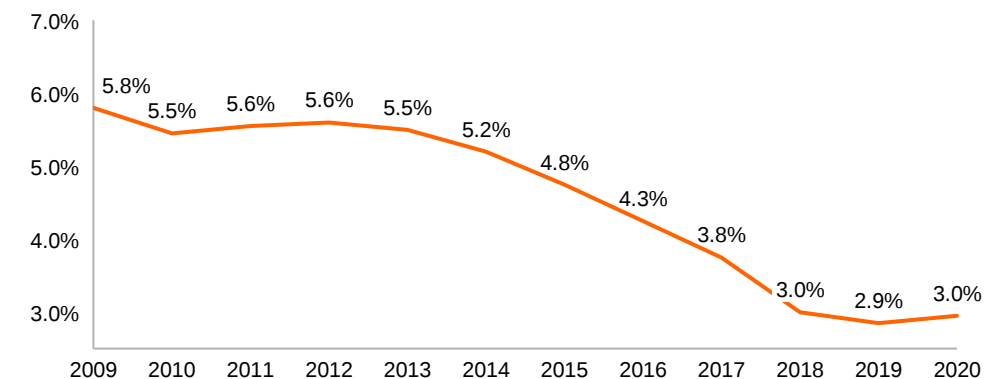
# Property market data

## Amsterdam

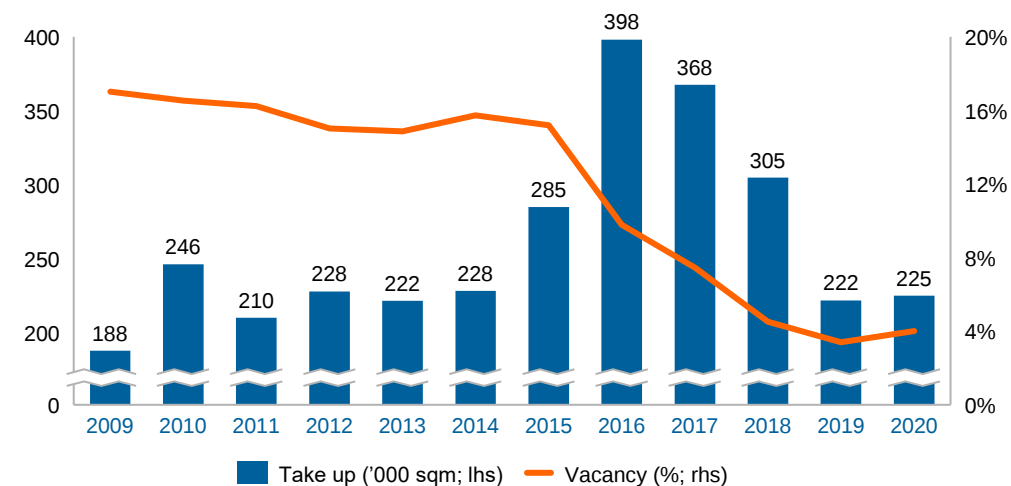
Stock (m sqm)



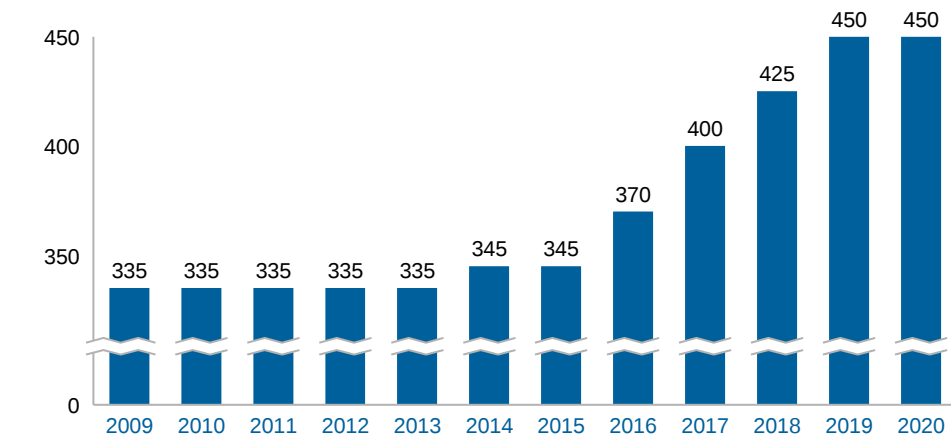
Prime yields



Vacancy rate and Take-up



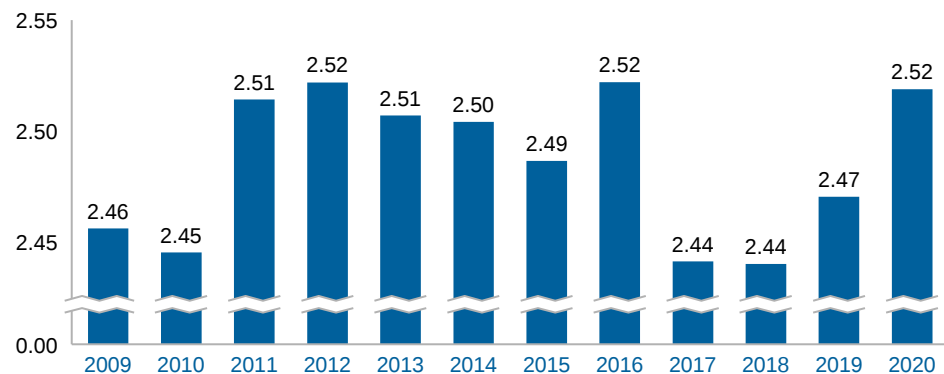
Prime rent (€)



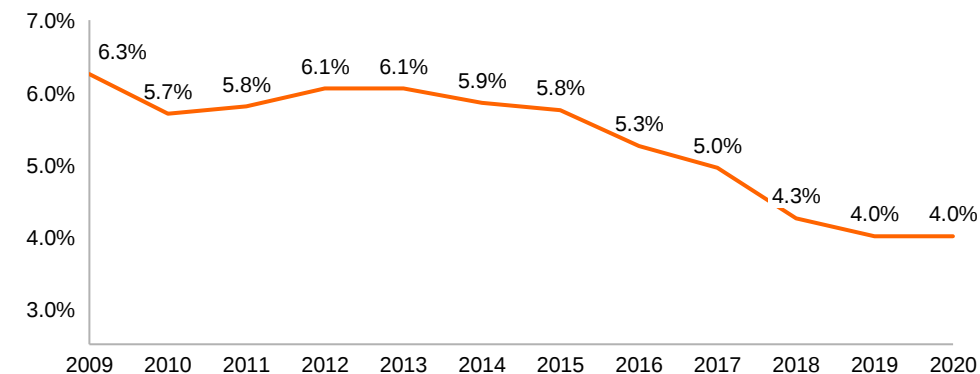
# Property market data

## Utrecht

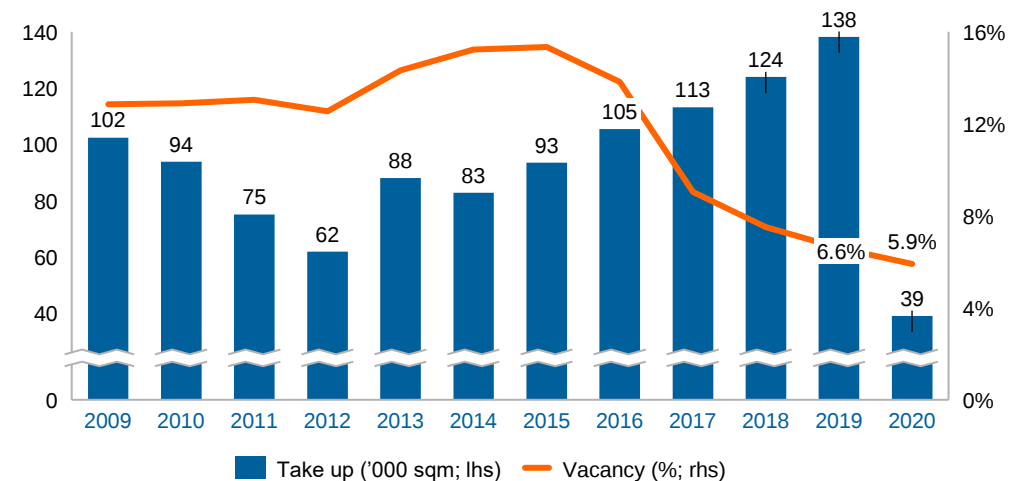
### Stock (m sqm)



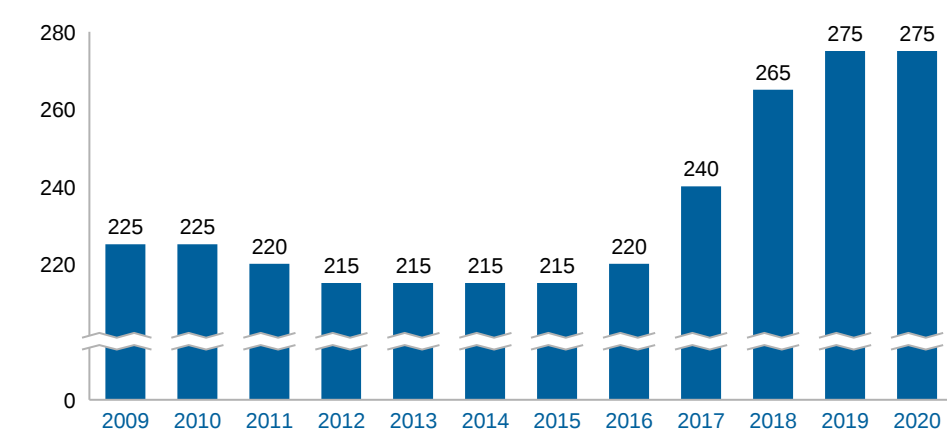
### Prime yields



### Vacancy rate and Take-up



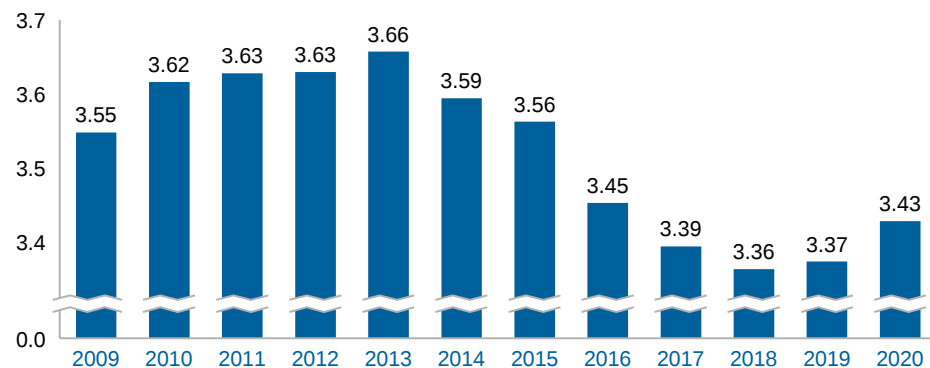
### Prime rent (€)



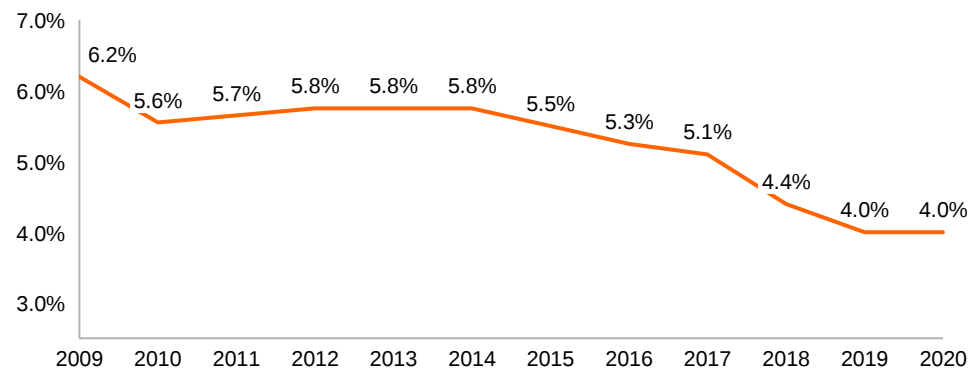
# Property market data

## Rotterdam

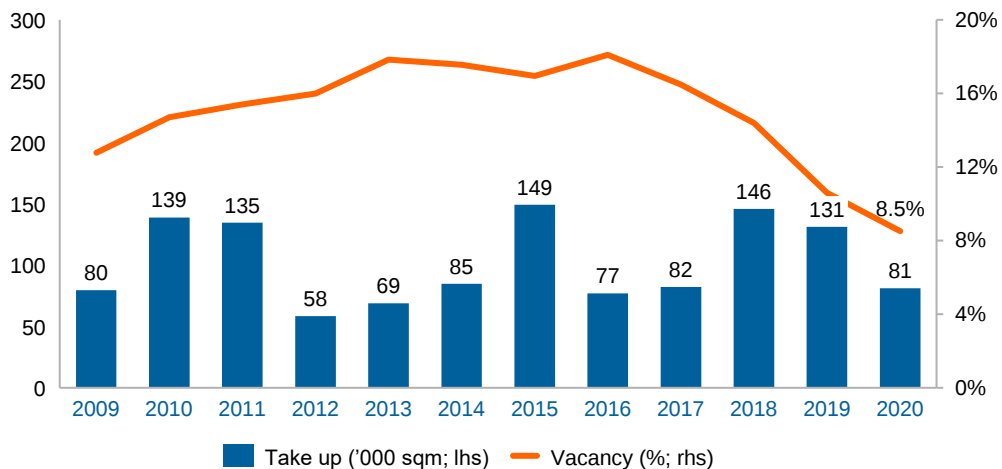
Stock (m sqm)



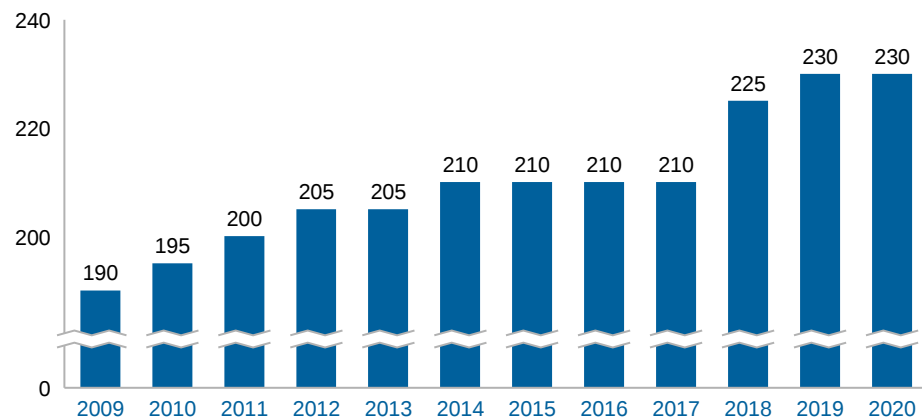
Prime yields



Vacancy rate and Take-up



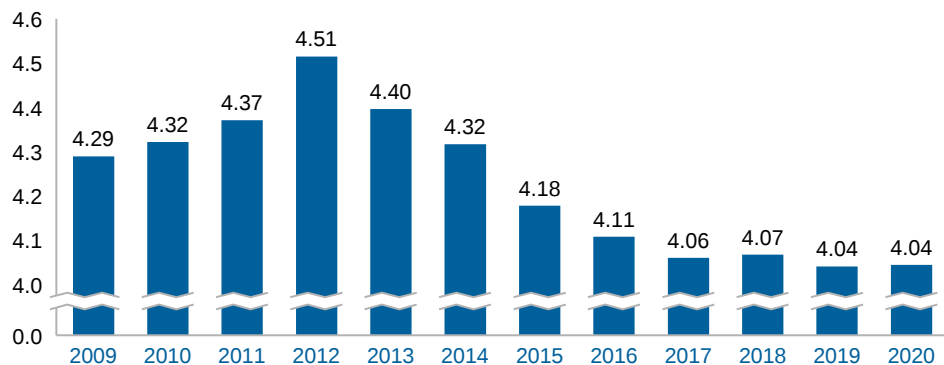
Prime rent (€)



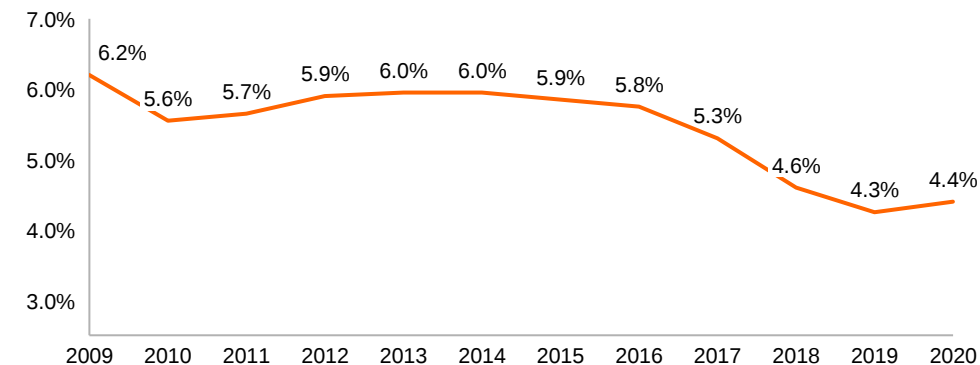
# Property market data

## The Hague

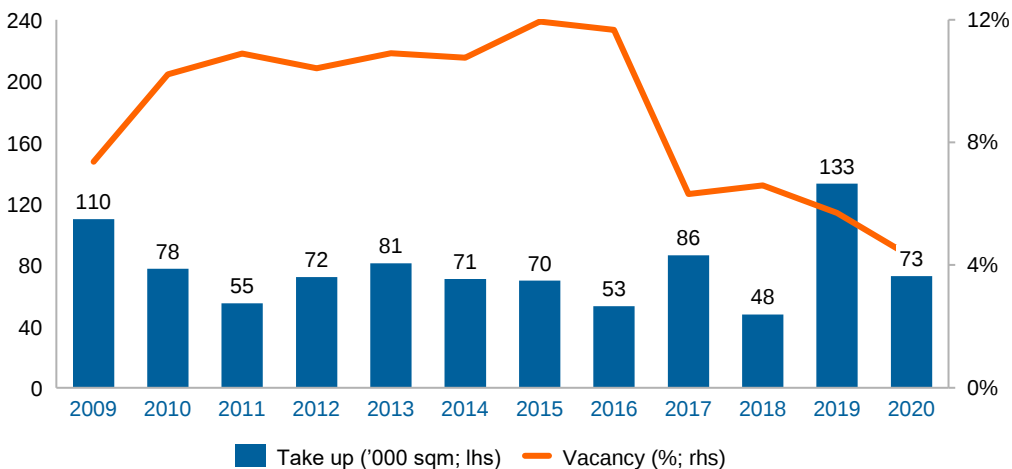
### Stock (m sqm)



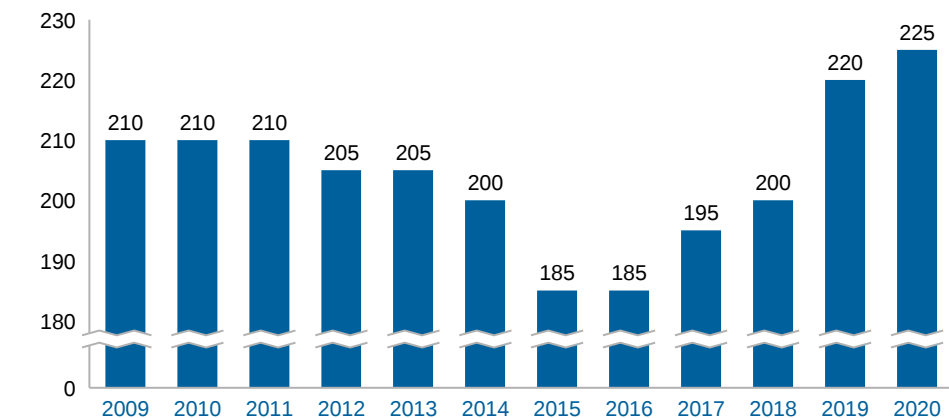
### Prime yields



### Vacancy rate and Take-up



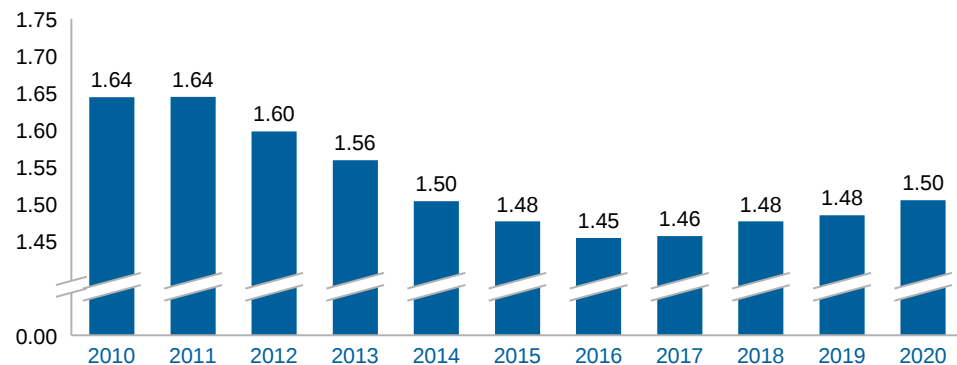
### Prime rent (€)



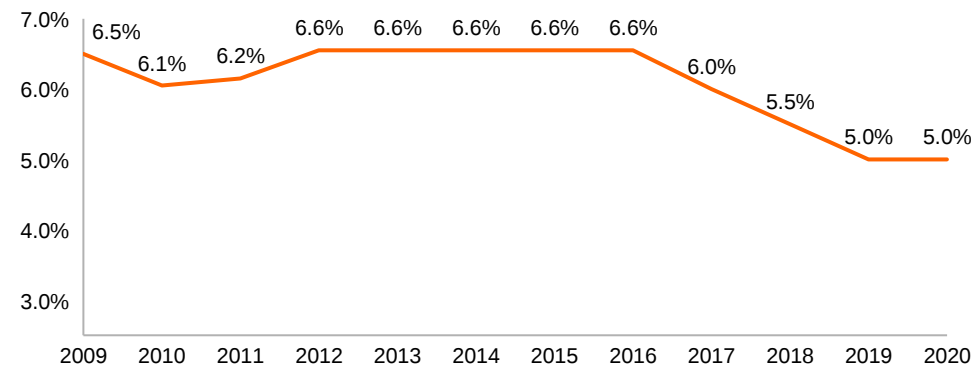
# Property market data

## Eindhoven

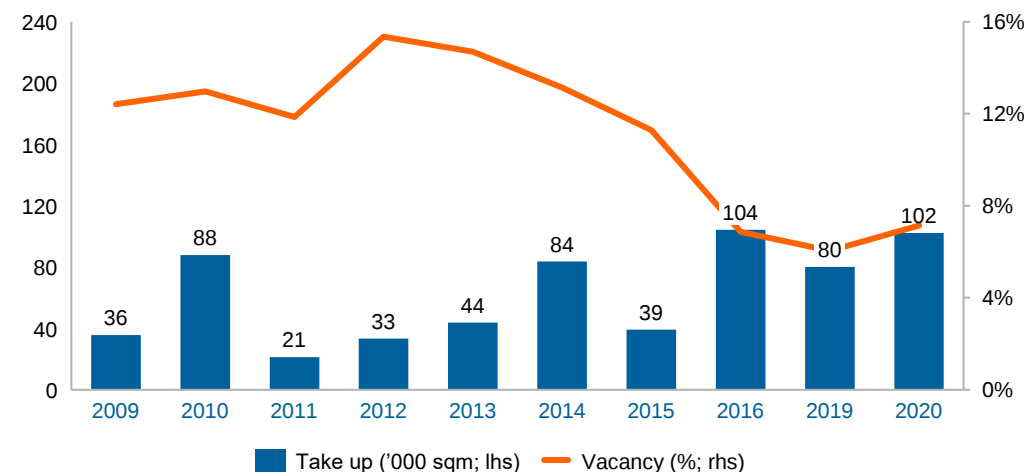
### Stock (m sqm)



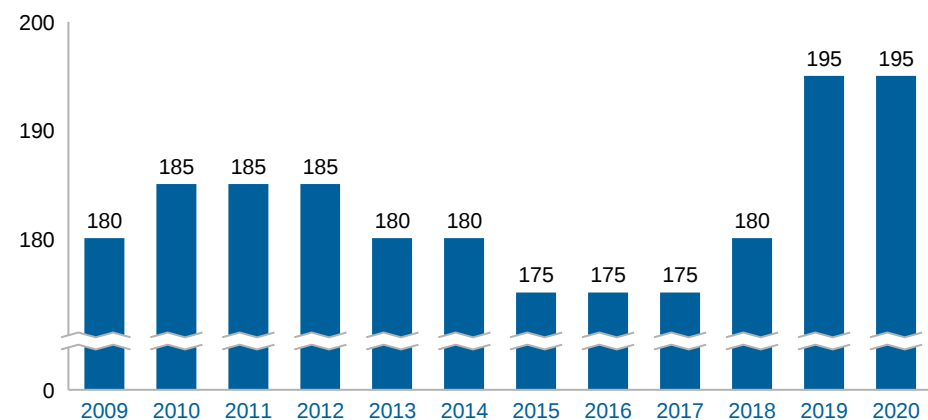
### Prime yields



### Vacancy rate and Take-up



### Prime rent (€)



# Additional information

## Leesman survey

### Working from home versus the office

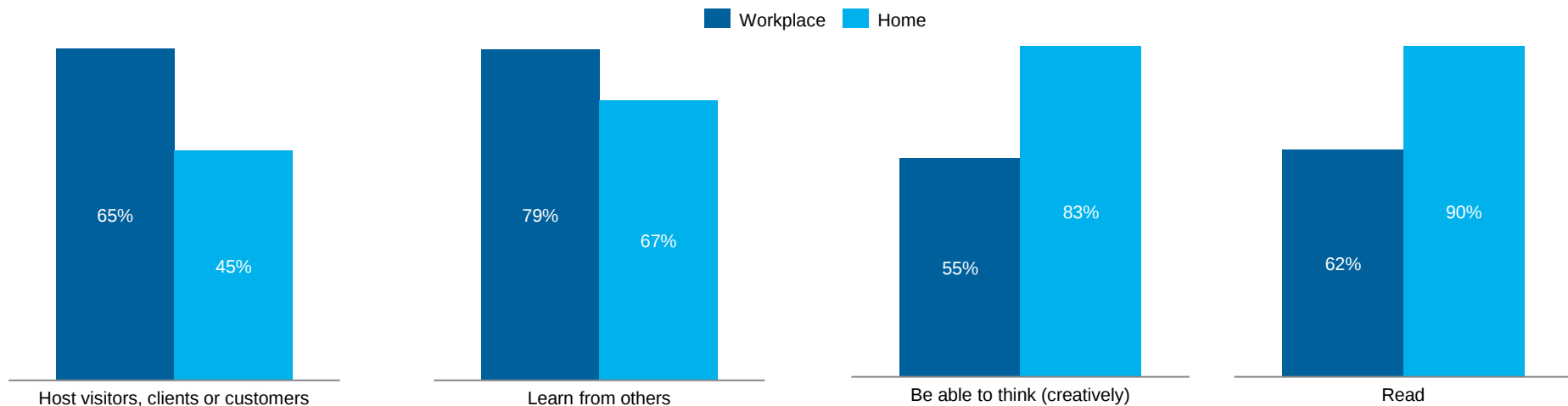
On average:

- 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

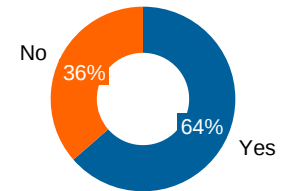
However,

- the office enables employees to **host visitors** and **learn from colleagues** more than the home environment

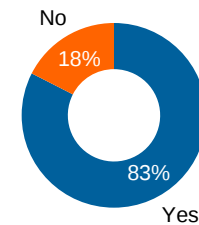
My workplace/home enables me to ...



My **workplace** enables me to work productively



My **home environment** enables me to work productively

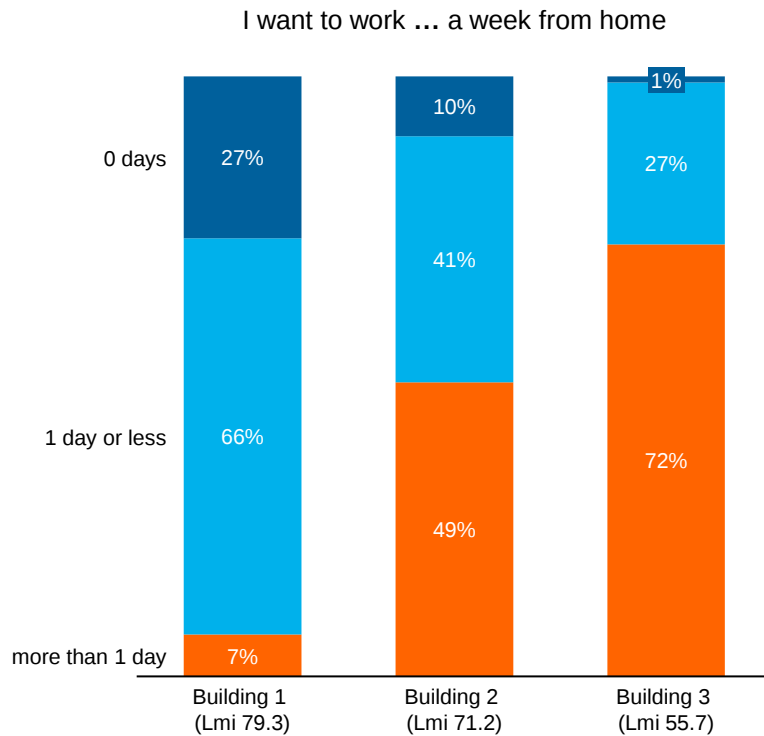


# Additional information

## Leesman survey

### Choosing where you want to work

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



### Creating an outstanding office environment

- The office should enable our tenants and their employees to **share knowledge** and **have social interactions**, but also to enable people to **concentrate on individual tasks**



