



## Intervest Offices & Warehouses presents strategy #connect2022.

Intervest presents its new strategy #connect2022, based on four closely linked pillars: value creation, customer focus, sustainability and team Intervest.

With #connect2022, Intervest sets out the lines for the coming years: realising a carefully thought out annual growth of 10% of the fair value of the real estate portfolio, improving the quality of the real estate portfolio through asset rotation, realising the entire value chain from purchase (which can also include land purchase) to the delivery of the property with an in-house dedicated and motivated team and all this with an eye for sustainability with regard to both investment and financing.

These give rise to #connect2022: the creation of value for all stakeholders, the respect of sustainability in different areas and the support of powerful, customer-focused team are inextricably linked with each other. The close link between these pillars is also reflected in the realisation and in the objectives.



Our explicit intention by 2022 is to roll out a strategy with these mutually interconnected four pillars (value creation, customer focus, sustainability and team Intervest) and become an even stronger company.

JEAN-PIERRE BLUMBERG, CHAIRMAN OF INTERVEST'S SUPERVISORY BOARD

The global health crisis triggered by COVID-19 has had an impact on how people live and work. This period is also leaving its mark on the real estate sector which more than ever depends on flexibility and agility in extremely rapidly changing circumstances. The health and well-being of the employees, their families, the customers and their employees is Intervest's first priority.

In this unprecedented context, Intervest assumes its responsibility by safeguarding the availability of offices and warehouses, and by helping and supporting its customers and their employees where necessary.



Greenhouse Antwerp → Co-working



Despite these uncertain times, Intervest considers it important not only to tackle the current crisis, but also to continue to look ahead and present its strategic vision for the future. With the new strategy, Intervest crystallises its further evolution and aims to become a reference for sustainable value creation in the real estate sector. In accordance with its new strategy, Intervest has also set itself concrete objectives for the period 2020 - 2022.



The important thing is not to grow just for the sake of growing, but asset rotation with a view to improving the risk profile and the total quality of the real estate portfolio, whereby we keep the entire value chain in-house.

GUNTHER GIELEN, CEO INTERVEST



Gunther Gielen } ceo Intervest

## #connect2022: value creation

Intervest is committed to creating value for its stakeholders by generating solid and recurring cash flows from a well-diversified real estate portfolio, with respect for sustainability, social aspects and good governance.

With this, the company wants to extract agile advantage from the respective investment cycles and the underlying rental market in offices and logistics properties, the two segments of the real estate portfolio. For the office segment, this means striving for high-quality properties in attractive and easily accessible places with a large student population. In logistics real estate, it means acquiring sites of a critical size ( $> 25.000 \text{ m}^2$ ) at multimodal locations on the main axes in Belgium, the Netherlands and northwest Germany.

### Concrete objectives by 2022:

- › 30% growth in fair value of the real estate portfolio
- › 10% growth in the EPRA earnings per share
- › Increase in average rental period:  $> 5$  years
- › Prolong maturity period for debts

## #connect2022: customer focus

To achieve this, customer focus is crucial both externally and internally. Intervest is a real estate partner that goes beyond just letting square metres of office space or logistics space, “*beyond real estate*”. In other words, listening to the needs of the customers, thinking along with them and thinking ahead in order to “unburden” them and to offer added value. This translates into an extensive service provision and flexible solutions and it demands the dedication of a strong and motivated team in which employees also work for and with each other in a customer-focused manner.



**In concrete terms, we are working on:**

- › Improving customer loyalty by increasing the total number of years as tenant
- › Starting to measure the NPS (Net Promoter Score), an indication of satisfaction and loyalty

## #connect2022: team Intervest

Intervest wants to be a reliable employer that offers its employees a caring working environment in which they can develop their full potential. The values of the company (professional and entrepreneurial, passionate and enthusiastic, honest and respectful, together and in a team) and the company culture are an important guideline for integrating customer-focused thinking within the day-to-day operations. Covering the entire value chain from land acquisition to long-term rental with our own knowledge and experience also means creating a working environment that facilitates the further development of a motivated and dedicated team of employees. An environment where people trust each other, are proud of what they are doing and have fun together.

**More specifically, Intervest is committed to:**

- › Achieving sustainable motivation among its employees
- › Attracting and keeping a professional staff

## #connect2022: sustainability

Intervest wants to pursue the highest standards of sustainability on both the investment and financing fronts. After all, Intervest employs a very broad vision regarding sustainability and is committed to building a long-term relationship with all of its stakeholders. For example, by communicating transparently with investors and by pursuing a reputation as a long-term share with a recurring return and a low risk profile.

Sustainability is also about the well-being of our own employees, our customers and their employees. Intervest, for example, does not just go for "quick wins" with regard to BREEAM. For new investments or developments, it will always start from the well-being of the user.

In this way, sustainability is also inextricably linked to the other three strategic spearheads: value creation, customer focus and team Intervest. Because what is good for the customer's employee is good for the customer and is thus customer-focused, creates value and, over time, leads to a higher valuation of the assets and motivates the Intervest team because every step helps to contribute to a better world.

In terms of sustainability, steps have already been taken in the last few years. The intention is to continue along this path and to play a pioneering role with regard to both the portfolio and in the financing.

**Intervest has set itself the following concrete objectives by 2022:**

- › 100% of electricity consumption from renewable sources
- › 80% of the logistics properties equipped with photovoltaic installations
- › 80% of the real estate portfolio equipped with smart meters
- › 30% of the real estate portfolio has at least a 'BREEAM Very Good' score



All this means that sustainability is not just a temporary focus.  
Sustainability is part of Intervest's DNA.

GUNTHER GIELEN, CEO



Intervest Offices & Warehouses nv, (hereinafter Intervest), is a public regulated real estate company (RREC) founded in 1996 of which the shares are listed on Euronext Brussels (INTO) as from 1999. Intervest invests in high-quality Belgian office buildings and logistics properties that are leased to first-class tenants. The properties in which Intervest invests, consist primarily of up-to-date buildings that are strategically located in the city centre and outside municipal centres. The offices of the real estate portfolio are situated in and around centre cities such as Antwerp, Mechelen, Brussels and Leuven; the logistics properties are located on the Antwerp - Brussels - Nivelles, Antwerp - Limburg - Liège, and Antwerp - Ghent - Lille axes and concentrated in the Netherlands on the Moerdijk - 's-Hertogenbosch - Nijmegen, Rotterdam - Gorinchem - Nijmegen and Bergen-op-zoom - Eindhoven - Venlo axes. Intervest distinguishes itself when leasing space by offering more than square metres only. The company goes beyond real estate by offering 'turn-key solutions' (a tailor-made global solution for and with the customer), extensive services provisioning, co-working and serviced offices.

**FOR MORE INFORMATION, PLEASE CONTACT INTERVEST OFFICES & WAREHOUSES NV,**  
PUBLIC REGULATED REAL ESTATE COMPANY UNDER BELGIAN LAW, GUNTHER GIELEN - CEO, T. + 32 3 287 67 87.  
<https://www.intervest.be/en>