

IMMOBEL FULL-YEAR RESULTS 2023

IMMOBEL NAVIGATES CHALLENGING MARKET AND EYES MARKET REBOUND IN 2025

- Underlying EBITDA¹ of EUR 35 million, underlying net result² of EUR 12 million
- Liquidity position³ at EUR 212 million
- Overhead costs reduced by 36% to EUR 32 million annually, with a one-time cost of EUR 10 million for these measures to be incurred this year.
- Average debt cost 3.7% with more than 90% hedged or fixed up to end 2025
- Total assets of EUR 1.7 billion (recorded at cost), impaired by EUR 40 million⁴ (2.3% of total assets)
- 78% of portfolio consists of residential real estate
- Final permits for projects for a GDV⁵ of EUR 311 million with total permitted GDV at EUR 1.3 billion on a total GDV portfolio of EUR 5 billion
- Gearing ratio⁶ at 62.4%, with no corporate refinancing planned for 2024 and with EUR 16 million annualised rental income from long-term leases
- The Board of Directors proposes an optional gross dividend of EUR 1,20 per share⁷, with majority shareholder opting for the conversion of his dividend rights in shares

During the second half of 2023, global real estate markets continued to experience a cooldown due to persistent macroeconomic headwinds and ongoing geopolitical turmoil. Some indicators, including the potential for lower interest rates later this year, hint at a market rebound in 2025. The company maintains its focus on operational excellence, robust risk management and preserving a healthy balance sheet and strong liquidity.

¹ Underlying EBITDA (Earnings Before Interest, Depreciation and Amortization) refers to the operating result (including share of result of associates and joint ventures) before amortization, depreciation and impairment of assets (as included in Administration Costs) excluding one-time exceptional cost linked to the cost-cutting measures in UK and France before application of IFRS 11

² Net profit group share excluding impairments and one-time exceptional cost linked to the cost-cutting measures in UK and France

³ Including cash and undrawn corporate credit lines

⁴ Comprises of impairment on investment properties, write-down on inventories and derecognition of deferred tax assets

⁵ Gross development value: total expected future turnover (group share) of a project or all projects in the current portfolio

⁶ Gearing ratio is calculated by dividing net financial debt by the sum of net financial debt and equity. The gearing ratio is 37.6% when calculated by dividing equity by the sum of equity and net financial debt.

⁷ ImmoBel share

Business update

- The residential real estate market in Belgium has displayed resilience. Although transaction volumes have experienced a dip, selling prices have witnessed an upward trend. Projects such as Ilot Saint Roch, O'Sea and the Slachthuis site were successful in 2023 and continue to show potential for 2024, just like the newly launched Oxy project in Brussels. Residential markets in Germany, Luxembourg and France continue to grapple with a weakened market. As Immobel has already sold 91% of those key residential projects in these markets, exposure remains minimal.
- Office building sales are at a standstill, but Immobel's completed and unsold properties are nearly fully leased, generating EUR 16 million in annual rental income. The OXY project in Brussels is a prime example, boasting a 70% occupancy rate for its office space and securing long-term leases with Engie and Motel One for the entire hotel area. Moreover, indexation of those rents plays a key role in countering rising yields. Immobel's office buildings are green offices, characterised by high energy efficiency and situated at prime locations. These type of projects are in low supply and there is a high demand for leasing, with ever increasing prime rental prices.
- Immobel and Proximus agreed to extend the timeline for the sale of the Proximus Towers with Immobel holding the sole right to call the transaction. The extension allowed Immobel maintain a healthy balance sheet, reduce interest costs and provides valuable time to assess how markets are evolving.
- The company has transitioned its strategy from "growth" to "operational excellence," resulting in a 36% decrease in annual overhead costs, reducing them from EUR 50 million to EUR 32 million. Immobel's intensified focus lies even more than ever in getting permissions for our projects, advancing construction and pursuing lease or sales contracts, thereby generating value throughout the process. This strategic shift is poised to yield positive impacts on our results once the market rebounds.

Financial update

- The FY 2023 results reflect the challenging environment to which the real estate market was exposed. In 2023, the underlying EBITDA was at EUR 35 million (internal view⁸) and EUR 21 million external view with an underlying net result of EUR 12 million and a net result of EUR -38 million. The net results were negatively impacted by the one-time cost of EUR 10 million linked to strategic cost-cutting measures.
- A EUR 40 million impairment was taken on EUR 1,7 billion of total assets (recorded at cost) which equates to 2.3% of total assets. The impairments primarily relate to a final adjustment made to the valuation of residential assets in France.
- A conservative balance sheet and a sound liquidity position of more than EUR 212 million at the end of 2023 provides Immobel with a solid financial footing, enabling the company to weather the current market conditions and continue the development of its existing portfolio.
- Immobel obtained final permits for a GDV of EUR 311 million, bringing the total permitted GDV at EUR 1.3 billion as of end 2023 on a total GDV of Immobel's portfolio of EUR 5.0 billion. It's worth noting that

⁸ Before application of IFRS 11

final permits totaling EUR 254.2 million in GDV were either secured immediately after the conclusion of FY2023 or will be obtained soon.

- As of the close of 2023, the gearing ratio stands at 62.4%. This figure also incorporates completed office spaces which are currently generating EUR 16 million in indexed rental income through long-term leases. Should these offices be divested – contingent upon favourable market conditions – the gearing ratio would consequently decrease. Furthermore, Immobel employs various financial instruments, including interest-rate swaps, to hedge against exposure to variable interest rates. This risk mitigation approach contributes to maintaining an average cost of debt at 3.7%.
- The Board of Directors proposes an optional gross dividend of EUR 1,20 per share, with majority shareholder opting for the conversion of his dividend rights in shares.

ESG update

The company intensified preparations for the Corporate Sustainability Reporting Directive and European Taxonomy guidelines. Our robust ESG approach led to GRESB awarding us a 5-star rating and a score of 95 in the development category, driven by increased certifications, non-fossil fuel adoption and enhanced stakeholder engagement.

Annual Report 2023

The Annual Report 2023, including Immobel's Financial and ESG Reports, will be available on the website from 18 March 2024.

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About Immobel: Immobel is the largest listed real estate developer in Belgium. The Group, which dates back to 1863, creates high-quality, future-proof urban environments with a positive impact on the way people live, work and play, and specialises in mixed real estate. With a market capitalisation of about EUR 216 million and a portfolio of more than 1,300,000 m² of project development in 7 countries (Belgium, Grand Duchy of Luxembourg, Poland, France, Spain, Germany and the United Kingdom), Immobel occupies a leading position in the European real estate landscape. The group strives for sustainability in urban development. Furthermore, it uses part of its profits to support good causes in the areas of health, culture and social inclusion. Approximately 150 people work at Immobel.

For more information, please go to: immobelgroup.com

CONSOLIDATED STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME (IN THOUSAND EUR) FOR THE YEARS ENDING

	31/12/2023	31/12/2022
OPERATING INCOME	162,843	243,875
Revenues	152,615	227,228
Rental income	3,763	9,078
Other operating income	6,465	7,569
OPERATING EXPENSES	-189,217	-293,573
Cost of sales	-137,430	-208,866
Cost of commercialisation		-204
Administration costs	-51,788	-84,503
Administration costs - Others	-51,788	-40,714
Administration costs - Goodwill impairment		-43,789
OPERATING PROFIT	-26,374	-49,698
JOINT VENTURES AND ASSOCIATES	3,001	67,181
Share of result of joint ventures and associates, net of tax	3,001	67,181
OPERATING PROFIT AND SHARE OF RESULT OF ASSOCIATES AND JOINT VENTURES, NET OF TAX	-23,373	17,483
Interest income	10,513	4,398
Interest expense	-9,865	-4,272
Other financial income	1,847	103
Other financial expenses	-4,447	-4,584
NET FINANCIAL COSTS	-1,952	-4,355
PROFIT BEFORE TAXES	-25,326	13,128
Income taxes	-12,261	-2,755
PROFIT OF THE PERIOD	-37,587	10,373
Share of non-controlling interests	836	-350
SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY	-38,423	10,723
PROFIT FOR THE PERIOD	-37,587	10,373
Other comprehensive income - items that are or may be reclassified subsequently to profit or loss	-2,164	5,524
Currency translation	1,238	1,779
Cash flow hedging	-3,402	3,745
Other comprehensive income - items that will not be reclassified subsequently to profit or loss	271	111
Actuarial gains and losses (-) on defined benefit pension plans	271	111
TOTAL OTHER COMPREHENSIVE INCOME	-1,893	5,635
COMPREHENSIVE INCOME OF THE PERIOD	-39,479	16,008
Share of non-controlling interests	195	544
SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY	-40,127	15,464
EARNINGS PER SHARE (€) (BASIC/DILUTED)	-3.85	1.08

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (IN THOUSANDS EUR)

ASSETS	31/12/2023	31/12/2022
NON-CURRENT ASSETS	367,090	362,294
Intangible assets	1,693	1,357
Property, plant and equipment	3,425	4,122
Right-of-use assets	9,017	9,937
Investment property	60,146	67,686
Investments in joint ventures and associates	167,312	144,891
Advances to joint ventures and associates	109,209	111,527
Deferred tax assets	13,455	21,733
Other non-current financial assets	1,422	
Cash guarantees and deposits	1,411	1,041
CURRENT ASSETS	1,361,198	1,385,733
Inventories	1,118,165	985,726
Trade receivables	24,198	17,591
Contract assets	22,480	42,148
Income Tax receivables	1,986	988
Prepayments and other receivables	49,042	56,217
Advances to joint ventures and associates	10,551	3,450
Other current financial assets	2,696	3,687
Cash and cash equivalents	132,080	275,926
TOTAL ASSETS	1,728,289	1,748,027

EQUITY AND LIABILITIES	31/12/2023	31/12/2022
TOTAL EQUITY	501,675	573,140
EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	484,798	556,552
Share capital	97,257	97,257
Retained earnings	383,151	456,249
Reserves	4,390	3,046
NON-CONTROLLING INTERESTS	16,877	16,588
NON-CURRENT LIABILITIES	815,709	744,480
Employee benefit obligations	144	567
Deferred tax liabilities	22,676	21,136
Financial debts	787,946	722,777
Derivative financial instruments	4,943	
CURRENT LIABILITIES	410,906	430,408
Provisions	3,802	3,829
Financial debts	176,182	179,723
Trade payables	80,718	98,384
Contract liabilities	81,549	51,485
Income Tax liabilities	2,154	13,057
Social debts, VAT and other tax payables	12,486	20,021
Accrued charges and other amount payable	28,771	34,339
Advances from joint venture and associates	25,244	29,570
TOTAL EQUITY AND LIABILITIES	1,728,289	1,748,027