

9M 2022 Results





BEYOND REAL ESTATE





AGENDA

- 1 Overview 9M 2022
- 2 Our strategy: #connect2022
- 3 Financial overview 9M 2022
- 4 Outlook



Update strategy – building further on the successful #connect2022-strategy



- Value creation
- Sustainability
- Customer focus
- #TeamIntervest

As a team, creating sustainable value for all stakeholders



- Creation of **clusters**, focused on strategic (maritime) axes
 - -> H1 2022 acquisition Zeebrugge
- Own (re)developments, also in the Netherlands
- Well-considered asset rotation improving the risk profile
 - -> H1 2022 start sale of 3 office buildings and 1 logistics site



Successful #connect2022-strategy in 9M 2022



- EPRA EPS 9M 2022: € 1,34+3% or € 0,04 y/y
- Expected EPRA EPS 2022: € 1,70 € 1,72
- Confirmation intended DPS 2022: at least € 1,53
- Stable occupancy rate:

Total: 94%

> Logistics: 100%

Offices: 83%

- Increase fair value of investment properties:
 € 150 million or 12%
- 52% portfolio growth since beginning 2020
- Increase WALB to 4,8 years and WALE to 6,1 years
- Remaining duration of long-term credit lines: 4,1 years
- 16% green financings



- Zeebrugge (BE):
 - Acquired in April 2022
 - > 15 ha land in concession in Maritime Logistics Zone of Zeebrugge
 - > 110.000 m² sustainable logistics project
 - > Multi-modal access
 - > BREEAM 'Excellent'
 - > Delivered in Q4 2022
 - > 71% pre-let as of October 2022

- Waalwijk (NL):
 - Sustainable logistics building
 -) 16.500 m²
 - Long-term leased
- Herstal (BE):
 - > Land of 10.666 m² with logistics buildings
 - > Fits in cluster strategy
- Breda (NL):
 - > Expansion of 3.650 m²



Successful #connect2022-strategy in 9M 2022



- Strategically present in 2 real estate segments: logistics 74% - offices 26%
- Diversified, solid tenants
- € 480 million property value or 400.000 m² in (re)developments

- Further optimization of finance structure: diversification of the financing partners
- € 138 million unused credit lines; 63% of debt hedged in long term
- Inflation-proof cash flow ensured by lease contract with indexation clause



- Realisation #connect2022 objectives on track or already achieved
- Implementation Green Finance Framework
- Creating detailed roadmap for long-term
 ESG policy
- Strategic analysis regarding sustainability and well-being: approx. 86% of total portfolio is future-proof

- New spearheads:
 - > Future-proof buildings / energy efficiency
 - > Health and well-being
 - > Business integrity and compliance



Intervest at a glance

Founded in 1996

Property investor, developer, manager & operator

2 complementary segments:

- Warehouses
- Offices

Focus on Belgium & the Netherlands

 $> 1.100.000 \text{ m}^2$ GLA



59 #TeamIntervest





€ 1,4 billion portfolio fair value

> € 480 million development pipeline



74% Logistics 26% Offices



Belgian B-REIT (GVV/SIR) **Furonext Brussels listed** since 1999





Intervest at a glance

Debt ratio

50%

Market cap

€ 619 million

63% equipped

with smart meters

Average cost of debt

1,8%

Green financings

16%

100% electricity

from sustainable sources

EPRA NTA per share € 25,64

EPRA EPS 9M 2022 € 1,34 (+3% or € 0,04 y/y) Outlook 2022

EPRA EPS: € 1,70 - € 1,72

DPS: at least € 1,53

32% BREEAM 'Very Good'

89% logistics equipped

with solar panels



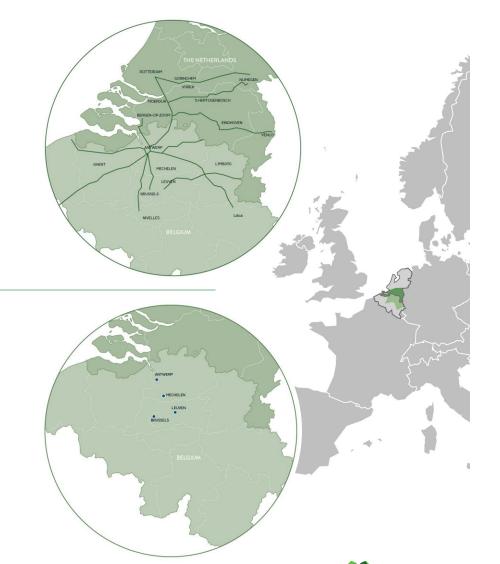
€ 1,4 billion core logistics and value-add offices portfolio

Logistics portfolio (NL & BE)



74%

The Netherlands	39%
Belgium	61%
 Antwerp - Limburg - Liège 	35%
Antwerp - Brussels - Nivelles	16%
Antwerp - Ghent - Bruges	10%



Office portfolio (BE)

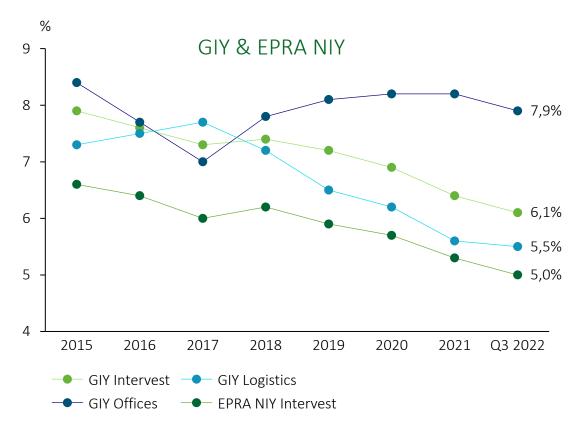


26%

Mechelen	47%
Antwerp	23%
Brussels	20%
Leuven	10%

Percentages based on GAV

Growing portfolio through acquisitions and yield compression



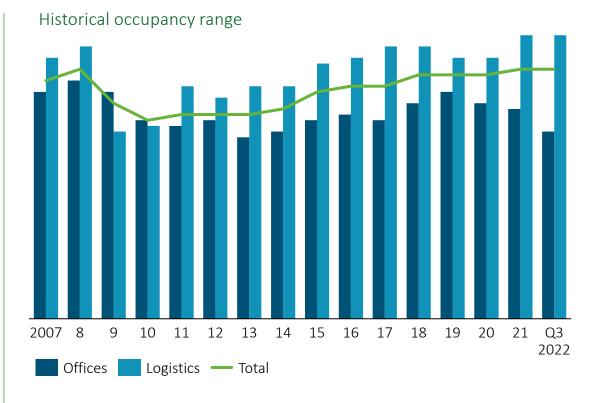
- > 5,0% EPRA Net Initial Yield
- 6,1% Gross Initial Yield



- € 1,4 billion real estate portfolio at 30.09.2022
- > 52% portfolio growth since beginning 2020, of which 41% resulting from acquisitions and project developments

100% logistics occupancy

Portfolio	Occupancy Q3 2022	% of portfolio
The Netherlands	100%	29%
Belgium	100%	45%
Belgium	83%	26%
	94%	100%



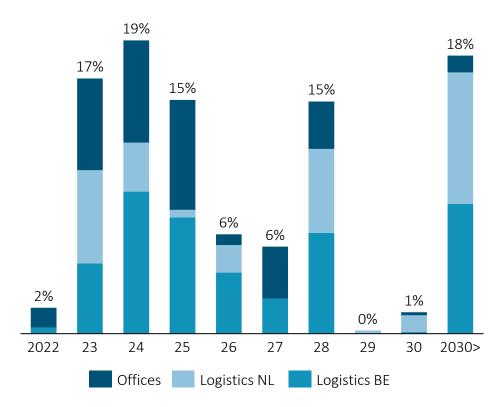
- 90% Total 15-year average
- > 83 100% Logistics 15-year range
- > 82 92% Offices 15-year range



TOTAL

Well spread lease maturities

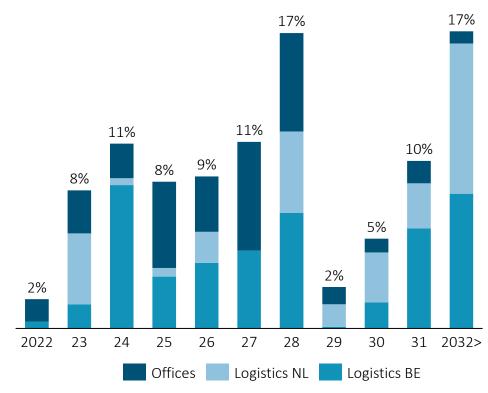
Lease terms - first break dates



WALB

- > 5,5 years Logistics
- > 3,0 years Offices
- > 4,8 years Total

Lease terms - expiry dates

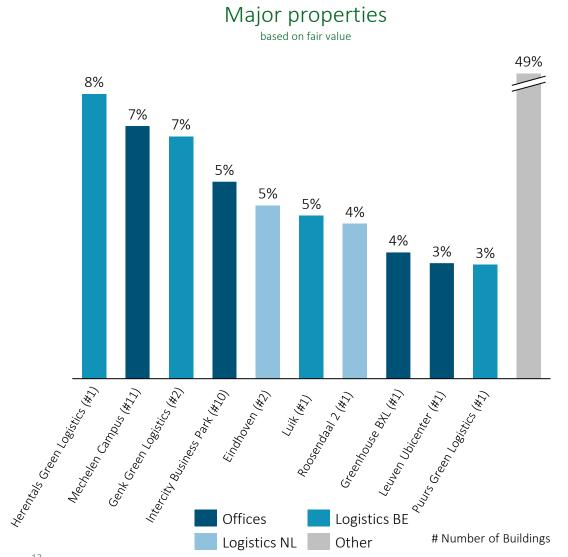


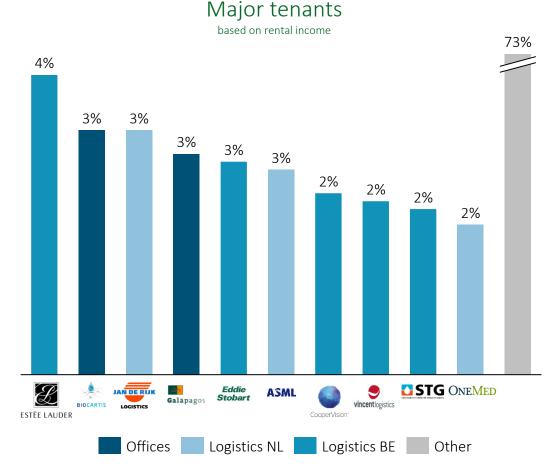
WALE

- 6,9 years Logistics
- 4,4 years Offices
- > 6,1 years Total



Well spread property and tenant concentration





- Limited tenant concentration
- > 27% of rent from top-10 tenants





Why we believe in logistics real estate



1	Supply chains need more local buffering and reshoring of
Τ	manufacturing

- 2 Changing consumer demand to omni-channel
- 3 Drivers of future demand: workforce, location, quality
- E-commerce growth, including food
- Increasing importance of urban agglomerations





Why we believe in office real estate



Changing life cycle to living - working - living together - leisure

2 Labor scarcity demanding inspiring workplaces for quality staff

Drivers of future demand: location, flexibility, quality, technology

Fading asset class boundaries, intertwining offices and logistics





Value creation #connect 2022 customer oriented

Mission & Vision

To create value for its stakeholders generating solid and recurring cash flows on a well-diversified real estate investment portfolio with respect of ESG criteria

Client oriented to go beyond real estate and offer added value by unburdening clients

A trustful employer giving its employees a caring work environment where they can develop themselves to the full potential



Value creation

Value creation targets

- 30% portfolio growth between 2019-2022
- 10% EPRA EPS growth between 2019-2022
- 5y average rental period
- Prolonged debt maturity
- Active asset rotation and (re)development



94.000 m² sustainable projects delivered in 9M 2022

Site	Segment	Туре	Country	Delivery	GLA (m²)	BREEAM
Genk Green Logistics (Neovia Logistics)	Logistics	Development	BE	Q2 2022	11.000	Excellent
Genk Green Logistics (Eddie Stobart Logistics Europe)	Logistics	Development	BE	Q2 2022	11.000	Excellent
Genk Green Logistics (Nippon Express Belgium)	Logistics	Development	BE	Q2 2022	21.000	Excellent
Genk Green Logistics (Eddie Stobart Logistics Europe)	Logistics	Development	BE	Q3 2022	9.000	Excellent
Herentals Green Logistics	Logistics	Development	BE	Q1 2022	42.000(*)	Excellent
DELIVERED PROJECTS IN 9M 2022					94.000	



^(*) The total completed site of Herentals Green Logistics comprises 42.000 m², of which 22.000 m², linked to the lease to STG, has already been delivered in 2021.

Herentals Green Logistics (BE)

- Large-scale logistics redevelopment on 18 ha site
- 42.000 m² delivered & fully let
 - > Warehouses (+/- 39.000 m²) with cross-dock
 - \rightarrow Offices (+/- 3.000 m²)
 - > Five-level parking tower (400 parking spaces)
- 10.000 m² project under construction started
 - Warehouses (+/- 8.000 m^2) with mezzanine (+/- 1.500 m^2) and offices (+/- 500 m^2)
 - > Fully preleased
 - > Scheduled delivery Q1 2023
- Unique sustainable cluster of offices and logistics of > 120.000 m²
- Close to motorway exit 21 of E313
- Project coordinated with #TeamIntervest





- Sustainable value creation
 - > BREEAM 'Excellent'
 - > Solar panels: 4 MWp installation
 - > avoiding 1.300 tCO₂
 - > energy requirement of +/-. 1.030 households
 - Gas free: cooling/heating by central heat pumps
 - > Energy efficient LED-lighting
 - Daylight equally in warehouse spaces
 - > Extensive materials use with limited ecological impact
 - Outdoor landscaping with focus on biodiversity



€ 480 million portfolio value through (re)developments

Site	Segment	Туре	Country	Expected delivery	(Potential) GLA (m²)	BREEAM
's-Hertogenbosch Rietvelden	Logistics	Development	NL	Q1 2023	10.000	Outstanding
Herentals Green Logistics 1B (**)	Logistics	Development	BE	Q1 2023	10.000	Excellent
Genk Green Logistics (Konings)	Logistics	Development	BE	Q1 2023	30.000	Excellent
Greenhouse Collection at the Singel	Offices	Redevelopment	BE	Q4 2022	15.000	Excellent
Zeebrugge Green Logistics (***)	Logistics	Development	BE	Delivered Q4 2022	73.000	Excellent
Projects under construction					138.000	
Genk Green Logistics	Logistics	Development	BE	2023-2025	133.000	Excellent
Greenhouse Woluwe	Offices	Redevelopment	BE	2023	23.700	Outstanding
Puurs	Logistics	Development	BE	2024	50.000	
Venlo	Logistics	Development	NL		10.000	Outstanding
Zellik	Logistics	Development	BE		42.208	
Development potential					258.908	
TOTAL PROJECTS					396.908	

^{(*) € 200} million was invested by the end of Q3 2022.

^(**) This project under construction started up during the third quarter of 2022 and provides for an additional logistics unit of 8.000 m² with 1.500 m² mezzanine facilities and 500 m² office space, on top of the already total delivered site of 42.000 m² at Herentals Green Logistics (cfr. the overview "94.000 m² sustainable projects delivered in 9M 2022"). This 10.000 m² project is fully pre-let to Rather Outdoors as at the end of October 2022. (***) This site has been acquired in 2022 and completed in Q4 2022. The gross leasable surface of this site is approximately 110.000 m², of which 73.000 m² logistics, 4.000 m² office space, 32.000 m² trailer/container yard and 85 outdoor car parks. 71% has been let as of October 2022.



Sustainable projects under construction



Genk Green Logistics

Redevelopment zone B



Greenhouse Collection

State-of-the-art smart office building



Zeebrugge Green Logistics

Development trajectory of sustainable site



's-Hertogenbosch

Built-to-suit logistics project



Genk Green Logistics (BE)



- Planned redevelopment of 42 ha
- Zone B on former Ford site in Genk, strategically located:
 - Large-scale and multi-modal access
 - Proximity to gateways Antwerp and Liège
 - Connectivity through Albert Canal
 - Proximity to consumer markets
- Inbound activity
- Collaboration with Flemish Government
- 250.000 m² state-of-the-art logistics complex to be fully developed over several years





- BREEAM 'Excellent'
- Almost 50% (pre)leased:

> Eddie Stobart Logistics Europe: 45.000 m²

> P&O Ferrymasters: 10.000 m²

Neovia Logistics: 11.000 m²

Nippon Express Belgium: 21.000 m²

› Konings: 30.000 m², signed in April 2022, scheduled delivery in Q1 2023

Competitive rental conditions



Greenhouse Collection at the Singel (BE)



- Acquired November 2020
- Future-oriented smart office project at prime location
- 6 floors
 15.000 m² offices
 more than 180 parking lots
- Expected delivery Q4 2022
- BREEAM 'Excellent'
- Using high-end techniques





- Entirely in hands of #TeamIntervest
- Exclusive office experience
 - Diverse range of workspace solutions:
 private offices coworking serviced offices –
 fully-fledged meeting center rooftop
 boardroom
 - > Intelligent meeting rooms and parking
 - Premium service level by our Master of services
 - > Integration of culture, art and gastronomy



Zeebrugge Green Logistics (BE)

- Acquired April 2022
- 15 ha land in concession in Maritime Logistics Zone of Zeebrugge
- Multi-modal access
- 110.000 m² sustainable logistics project
 - > Warehouses: 73.000 m²
 - > Container/trailer yard: 32.000 m²
 - Office building: 4.000 m²
 - > Parking outside: 85
- Sustainable value creation
 - > BREEAM 'Excellent'
 - > PV installation
 - gas free heating
- Delivered in Q4 2022
- 71% pre-let as of October 2022





's-Hertogenbosch – Rietvelden (NL)

- Built-to-suit project
 - > Commenced in May 2022
- Approx. 10.000 m² warehouse, mezzanine and office
- Excellent location on the business park De Rietvelden - De Vutter
 - Barge terminal nearby
 - Excellent accessibility via motorway (A59)
 and train station





- Sustainable inhouse value creation
 - > BREEAM 'Outstanding'
 - > Energy efficient LED-lighting
- Inspiring architecture by StripesArchitects (Eindhoven)
- Pre-let to My Jewellery:
 - > Signed in Q2 2022
 - > For 10 years
 - > Scheduled delivery in Q1 2023



Sustainability targets

- 100% sustainable electricity by 2022
- 80% solar PV on logistics assets by 2022
- 80% intelligent meters in portfolio by 2022
- 30% at least BREAAM 'Very Good' by 2022
- Long-term relationships with all stakeholders

Sustainable Development Goals

Intervest has endorsed the 17 Sustainable Development Goals (SDGs) of the United Nations and has made a selection of five SDGs from these for its sustainability strategy







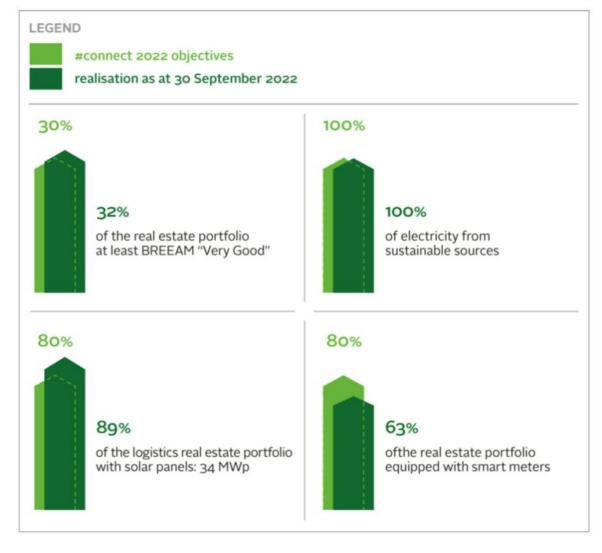






Key targets sustainability T







ESG - Creating detailed roadmap for long-term ESG policy



- Sustainability team
- Brings expertise together from various business activities
- Developing and monitoring ESG strategy



- Involve everyone within Intervest
- ESG policy brings more structure and systematics to the processes



- Set up working group
- ICT projects in making business processes more efficient
- Realise high-impact projects that create value and client satisfaction



Investment and management processes in line with:

- The 17 UN SDGs
- The 10 UN Global Compact principles
- The 7 UN 'Women's empowerment' principles
- The EPRA sBPR
- The EU Taxonomy Regulation



Focus Sustainable Development Goals (SDGs)

Environmental: Future-proof buildings / Energy efficiency

> Focus:



> Extra:









Social: Health & well-being

> Focus:







> Extra:







Governance: Business integrity & compliance

> Focus:



Extra:







Anchoring sustainability in financing activities in 9M 2022



- Launched May 2022
- To attract green financing for green real estate investments and project developments
- Second Party Opinion (SPO) by ISS ESG



- June 2022: first sustainable bond
 - > € 45 million
 - > 5 years
 - > At 3,6%
- ING Belgium: additional green financing
 - > € 25 million
 - > 5 years





ESG Materiality Matrix results in 3 spearheads

sIntervest	Major		Renewable energy solutions Employee attraction and retention	Energy efficiency + Carbon footprint Stakeholder relations
mportance for external stakeholders Intervest	Significant	Water management	Employee development Environmental awareness Digitalisation Climate change adaptation Biodiversity Community engagement	Business integrity + Ethics and transparency Health, well-being and safety
Importance for	Moderate	Pollution prevention Waste management Circular economy Mobility	Diversity/inclusion Data privacy	
		Moderate	Significant	Major

Spearheads:

Future-proof buildings / Energy efficiency Health, well-being & safety Business integrity & compliance

Importance for internal stakeholders Intervest



ESG Roadmap

E: Future-proof buildings and energy-efficiency

S: Health and well-being employees and customers

G: Business integrity and compliance

2022



Future-proof buildings and energy-efficiency

-) Installing 200 charging points for electric vehicles
-) 30% of the real estate portfolio at least BREEAM 'Very Good'
- 80% of the logistics real estate portfolio with solar panels
- 100% of electricity from sustainable sources
-) 80% of the real estate portfolio equipped with smart meters
-) SBTi commitment letter signing
-) CDP climate change questionnaire participation

2025



Future-proof buildings and energy-efficiency

- 50% green buildings according to Green Finance Framework criteria
-) 100% Building Management Systems within the Intervest capacity
- Monitoring Life Cycle Carbon emission (LCE) for the most relevant projects
-) 50% green financing



Health and well-being employees and customers



Business integrity and compliance

- Ensure a healthy and safe work environment: no accidents leading to absenteeism
-) Whistleblower policy by 2025

2030



Future-proof buildings and energy-efficiency

) Commitment to European Green Deal - objectives:

Intervest activities:

- > CO, Neutral by 2030: ACHIEVED
- > Energy intensity 55 kWh/m²/yr

New developments (embedded carbon):

> -55% CO₂ emissions

Existing property portfolio (operational carbon):

> -55% CO₂ emissions

2050



Future-proof buildings and energy-efficiency

) Commitment to European Green Deal - objectives:

New developments (embedded carbon):

- Net zero CO₂ emissions
- > Energy intensity 55 kWh/m²/yr

Existing property portfolio (operational carbon):

- > Net zero CO₂ emissions
- > Energy intensity 55 kWh/m²/yr



Customer oriented

Customer oriented targets

- Improve customer loyalty: total years loyal to Intervest
- Net Promoter Score implementation
- Organization aligned with customer needs (turn-key solutions)



Customer oriented: clients at the heart of decision making



Team Asset

- Interdisciplinary work group
- Collaboration of commercial, administrative technical teams
- Translation of tenant needs into organization
- Respond fully to needs of tenants and users



Team the Netherlands

- Dedicated team for the Dutch market
 - Maarten Storms | investment manager
 - Nico Punter | property manager
 - Boaz Bertrams | asset & portfolio manager
 - Arno Snoeren | finance manager
- Operating from Intervest Eindhoven Office
- Currently 16 logistics sites in portfolio and two built-to-suit projects



#TeamIntervest

- In-house control over supply chain
- Sustainable employee motivation and well-being
- Attract & retain professional staff
- Entrepreneurship and responsibility



#TeamIntervest: achieving more together

Team is the basis

Autonomy, involvement, competences, goals, work-life balance

Ownership

Taking responsibility, spurring entrepreneurship

Innovation

Office redevelopments from team effort, digitalisation

Serving ceo

Accessible to employees, at the service of the team

Future-proof

Not only the buildings, but also the team



Corporate governance

Two-tier management

A supervisory board and a management board

The supervisory board

- Accountable to the general meeting
- Assisted and advised by three committees:
 - > Audit and risk committee
 - Appointment and remuneration committee
 - > Investment committee
- Chairwoman: Ann Smolders

The management board

- Reports to the supervisory board
- Team: Joël Gorsele (cio), Kevin De Greef (sgc),
 Vincent Macharis (cfo), Gunther Gielen (ceo)



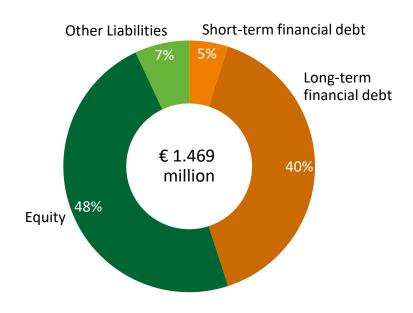






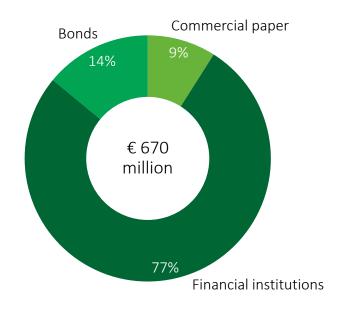
Healthy balance sheet and well-spread debt profile

Balance sheet



> 50% debt ratio (target: 45% - 50%)

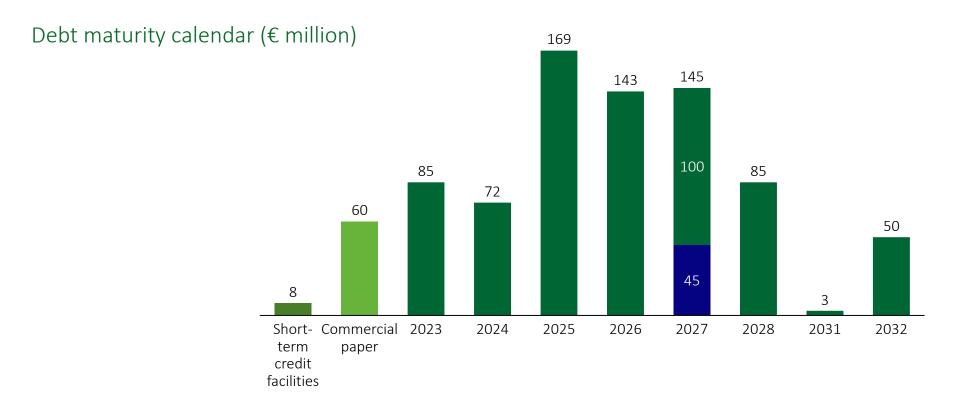
Financing distribution



- > € 138 million undrawn credit facilities
- > € 50 million 10 years USPP in April 2022



Well-spread debt maturities



- > 4,1 years average maturity
- > Commercial paper covered by credit line
- > Refinancing of € 85 million in 2023, of which € 50 million as at 29 December 2023





Solid financial results

in thousands €	30.09.2022	30.09.2021
Rental income	52.780	48.534
Rental-related expenses	-33	-95
Property management costs and income		746
PROPERTY RESULT	53.713	49.185
Property charges	-5.881	-6.244
General costs and other operating income and costs	-3.931	-3.187
OPERATING RESULT BEFORE RESULT ON PORTFOLIO	43.901	39.754
Result on disposals of investment properties	551	198
Changes in fair value of investment properties	29.020	45.924
Other result on portfolio	-8.003	-5.943
OPERATING RESULT	65.470	79.933
Financial result (excl. Changes in fair value of financial assets and liabilities)	-6.877	-5.410
Changes in fair value of financial assets and liabilities (ineffective hedges)	31.205	1.771
Taxes	-717	-484
NET RESULT	89.081	75.810
Attibutable to:		
Third parties	6.060	1.972
Shareholders Group	83.021	73.838
NET RESULT - Group share	83.021	73.838
Note:		
EPRA earnings	35.382	33.766
Result on portfolio	16.434	38.301
Changes in fair value of assets and liabilities	31.205	1.771

5% increase in EPRA earnings year-on-year

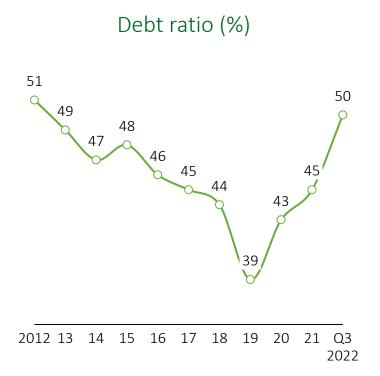
- Rental income +9%:
 - > Termination indemnity of Entreprise Services Belgium
 - > Increase underlying rental income:
 - Acquisitions and delivered developments in 2021 en 2022
 - New leases
 - Departing tenants

€ 29 million changes in fair value of investment properties

- € 40 million (or 5%) increase in logistics portfolio
- € 11 million (or 3%) decrease in existing office portfolio

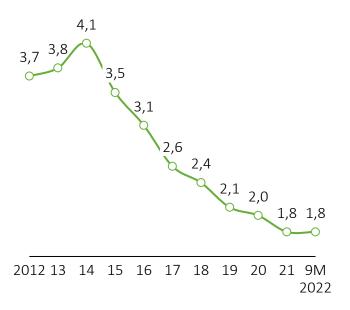


Solid financial position with decreasing financing costs



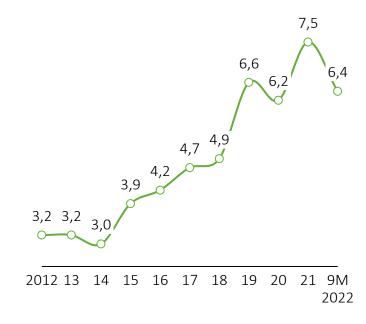
> 50% debt ratio 30.09.2022

Average interest rate (%)



1,8% average interest rate 9M 2022

Interest coverage ratio

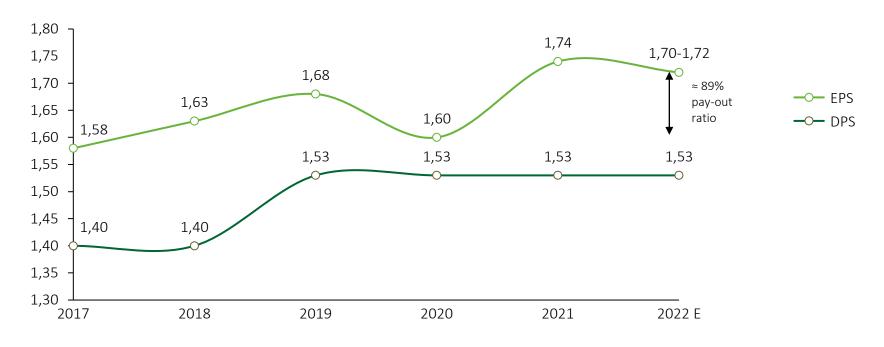


6,4x interest coverage ratio 9M 2022



Compelling equity returns spurred by increasing earnings

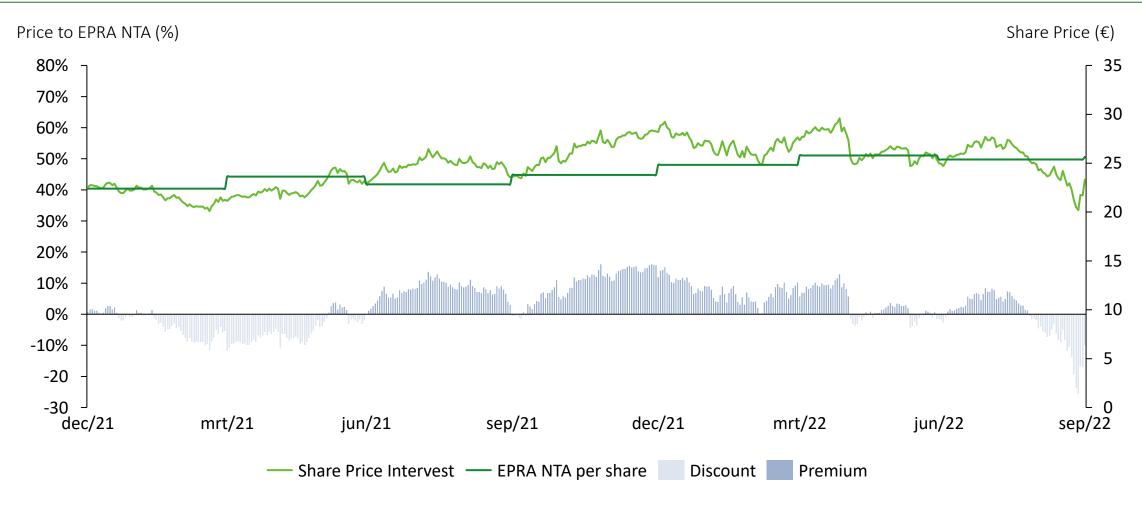
EPRA EPS¹ and Dividend per share (€)



> EPS and DPS increased after € 100 million rights issue in 2018



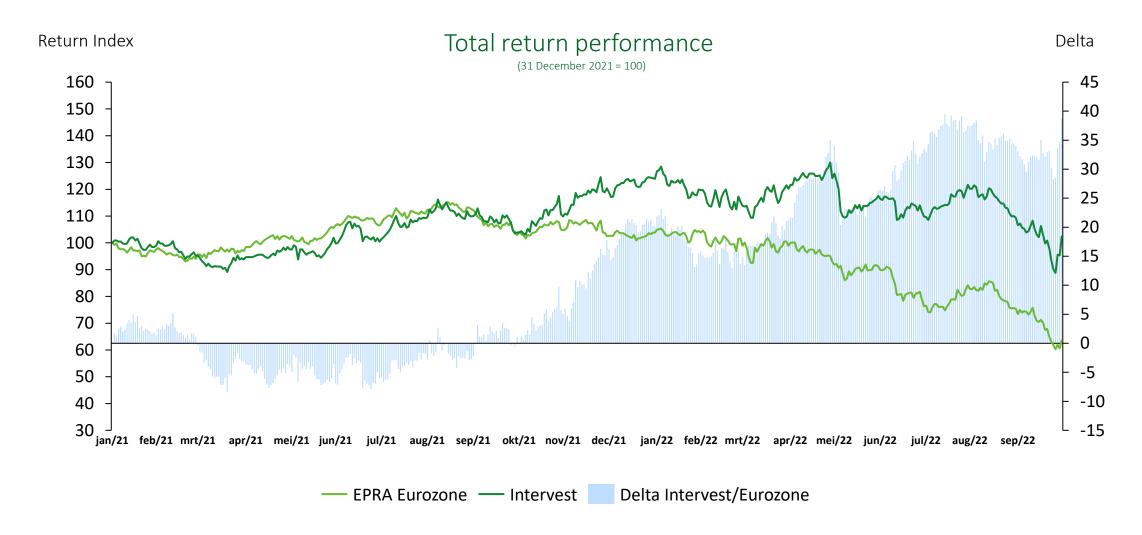
Share price to EPRA NTA



- > Growing EPRA NTA through increasing portfolio value
- 30.09.2022: EPRA NTA € 25,64

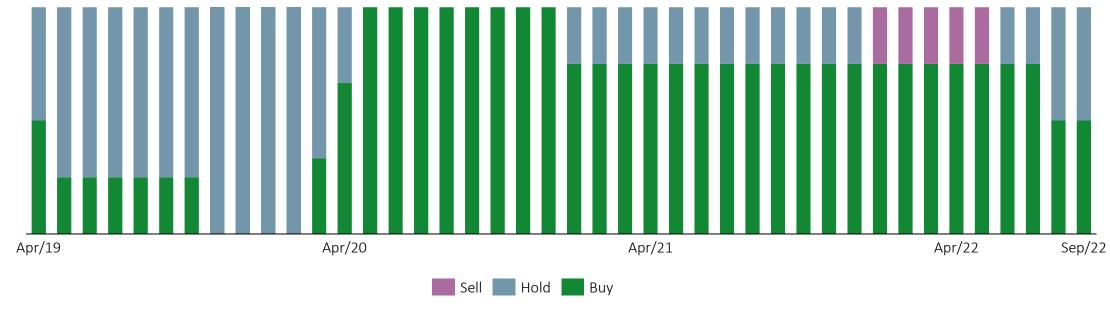


Since Q4 2021, significantly outperformed the EPRA Eurozone





Analyst recommendations



Bank	Recommendation	Price target (€)
Kempen	Neutral	25,5
КВС	Buy	33
Degroof Petercam	Buy	32
Kepler Cheuvreux	Hold	28,5





Outlook

STRATEGIC PRIORITIES

- Focus remains on:
 - Creation of clusters, focused on strategic (maritime) axes, which creates economies of scale and offers flexibility to customers
 - -> H1 2022 acquisition Zeebrugge
 - Own (re)developments, also in the Netherlands, with intented result of higher returns an improving the risk profile
 - Well-considered asset rotation improving the risk profile and providing prospect of future cash flows
 -> H1 2022 start sale of 3 office buildings and 1 logistics site

- High-quality sustainable investments and inhouse (re)developments, resulting in recurring growth in rental income and property value in the long term
- Review portfolio with strategic plan per building with a view on potential asset rotation completed: 86% considered future-proof
- Ongoing developments: Greenhouse Collection, Genk Green Logistics, Puurs, Venlo, 's-Hertogenbosch and Greenhouse Woluwe
- Expand network: strengthen customer relationships as value creation engine and accessing off-market deals
- Enhance sustainability: ESG index, continue PV, electric car charging infrastructure and BREEAM program roll-outs
- Build team: entrepreneurship and connection



Outlook

FINANCIAL GUIDANCE

- Expected EPRA EPS in 2022: € 1,70 € 1,72
- Confirmation of intention minimum gross dividend € 1,53 per share for 2022 (c. 6,6% yield 30 September 2022 closing price)
- In coming years, the well-considered growth linked to the strategic focus on own (re)developments will begin to pay off



Highlights

Diversified REIT

- Unique combination of 2 segments: logistics (74%) offices (26%)
- Well-diversified portfolio and tenants

Well spread lease maturities

- 4,8 WALB
- 6,1 WALE

#connect2022

- Value creation
- Customer oriented
- Sustainability
- #TeamIntervest

Beyond real estate

- Reorientation offices
- Flexibility in logistics segment
- "Unburdening" the customer with #TeamIntervest

Solid balance sheet & strong results

- 6,6% gross dividend yield
- 50% debt ratio

#TeamIntervest

- Team is the basis
- Ownership
- Innovation
- Serving ceo
- Future-proof

Strong risk spread

Predictable and Stable Income stream

Solid strategic growth plan

Dynamic inhouse asset management

Attractive yield & well-balanced financing

Achieving more together





BEYOND REAL ESTATE





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