

# At home with Vesteda

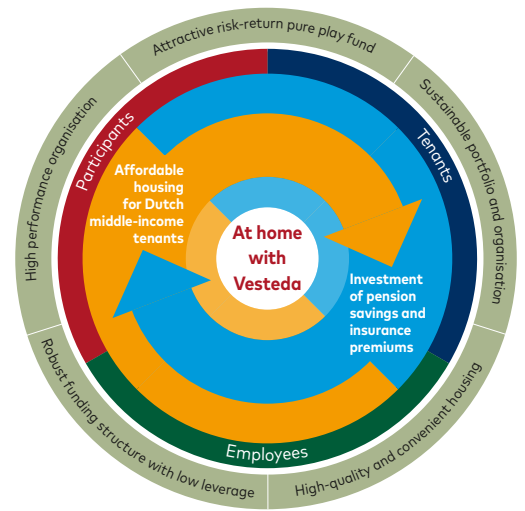
Fact sheet 2020

## About Vesteda

Vesteda is a Dutch residential real estate investor with a primary focus on the mid-rental segment. Vesteda invests the funds of institutional investors, such as pension funds and insurance firms. At the end of 2019, Vesteda had a total of almost €8 billion invested in Dutch residential real estate. The company rental portfolio consisted of more than 27,000 homes. These homes are primarily located in economically strong areas and urbanized regions.

## Our strategy

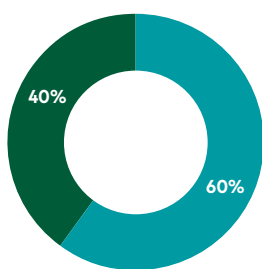
Vesteda is the expert in residential real estate. We use our expertise to constantly improve our services and our standing residential portfolio. Thanks to our targeted investments, we are building a sustainable and future-proof residential portfolio. Vesteda manages its portfolio in-house, which enables us to operate very (cost) efficiently and maintain direct contact with our tenants. This in turn helps us to respond optimally to current and future housing requirements.



## Our portfolio

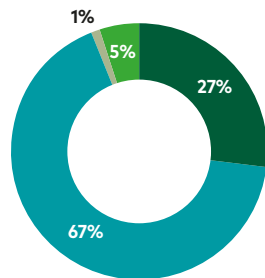


Portfolio by type of residential unit (weight in value)



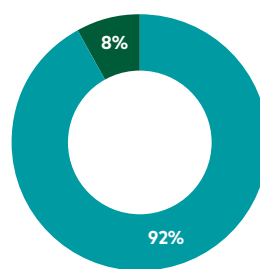
■ Apartment  
■ Family house

Portfolio by rental segment (weight in value)



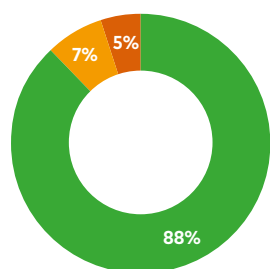
■ High  
■ Mid  
■ Regulated mid  
■ Regulated

Portfolio by region (weight in value)



■ Primary  
■ Secondary

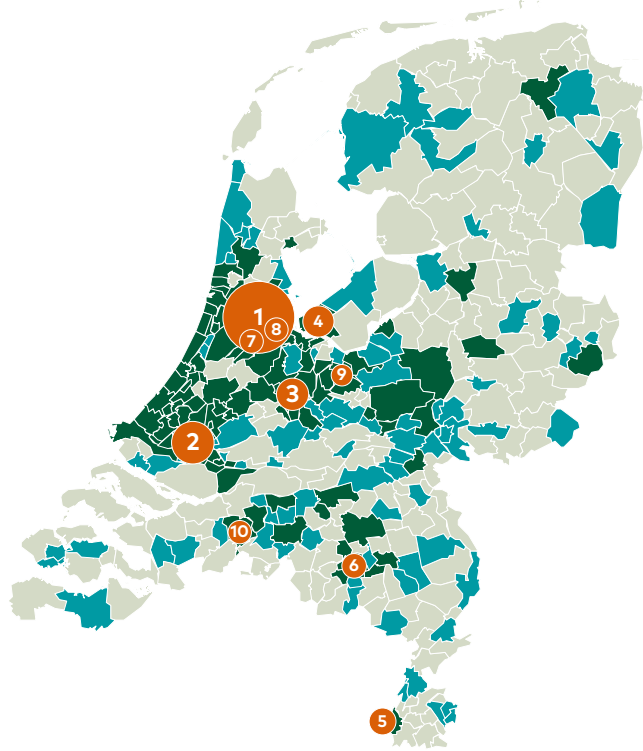
Portfolio by energy label (weight in units)



■ ABC  
■ D  
■ EFG

### Value at year-end 2019

	€ million	% of total portfolio
1 Amsterdam	1,790	23%
2 Rotterdam	628	8%
3 Utrecht	361	5%
4 Almere	338	4%
5 Maastricht	251	3%
6 Eindhoven	210	3%
7 Amstelveen	194	3%
8 Diemen	190	2%
9 Amersfoort	189	2%
10 Breda	160	2%



- Primary regions
- Secondary regions
- Other



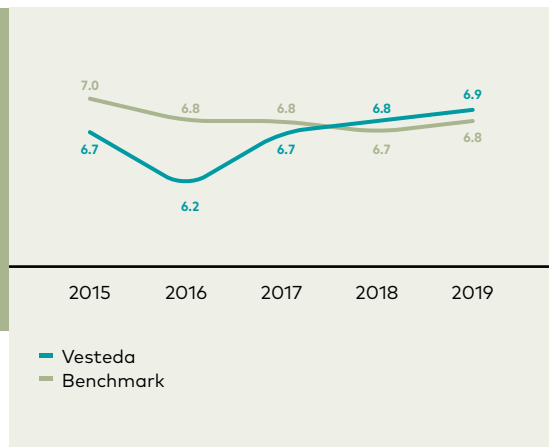
## Key figures

	FY 2019	FY 2018	FY 2017	FY 2016
Homes (#)	27,290	27,809	22,454	22,629
Homes including pipeline <sup>1</sup> (#)	28,513	29,242	24,605	24,259
Value of rental portfolio (€ billion)	7.8	7.0	4.8	4.2
Equity (€ billion)	6.0	5.5	3.8	3.0
Leverage ratio <sup>2</sup>	22.5%	23.7%	23.2%	28.3%
Theoretical gross rent <sup>3</sup> (€ million)	329	281	247	242
Net rental income (€ million)	252	210	184	182
Gross initial yield <sup>4</sup>	4.3%	4.7%	5.4%	5.9%
Occupancy rate (end-period)	98.4%	97.5%	97.6%	97.8%
Average monthly rent <sup>5</sup>	968	945	910	882

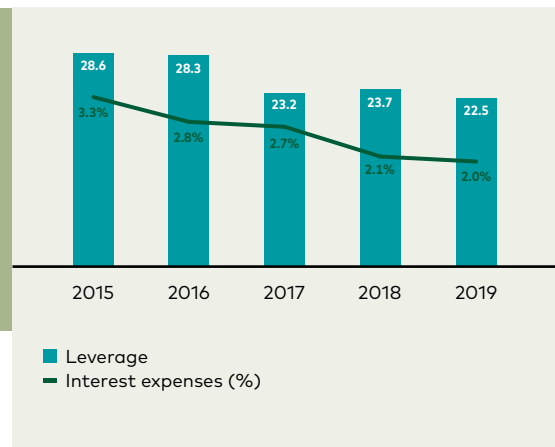
- 1) Excluding homes destined for sale
- 2) Financial obligations divided by total balance sheet value
- 3) Theoretical rent, less income from rental and service costs

- 4) Net rental income as a % of the rental portfolio at the start of the year
- 5) Theoretical rent at the end of the year per month / number of homes

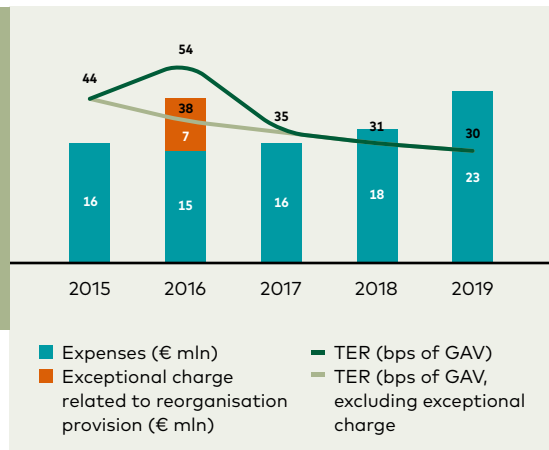
### Tenant satisfaction



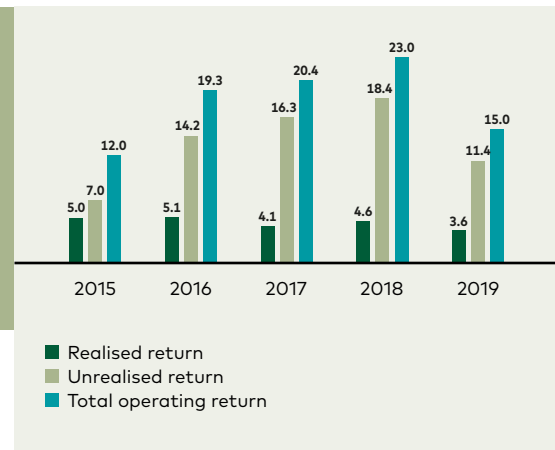
### Leverage and interest expenses



### Management expenses



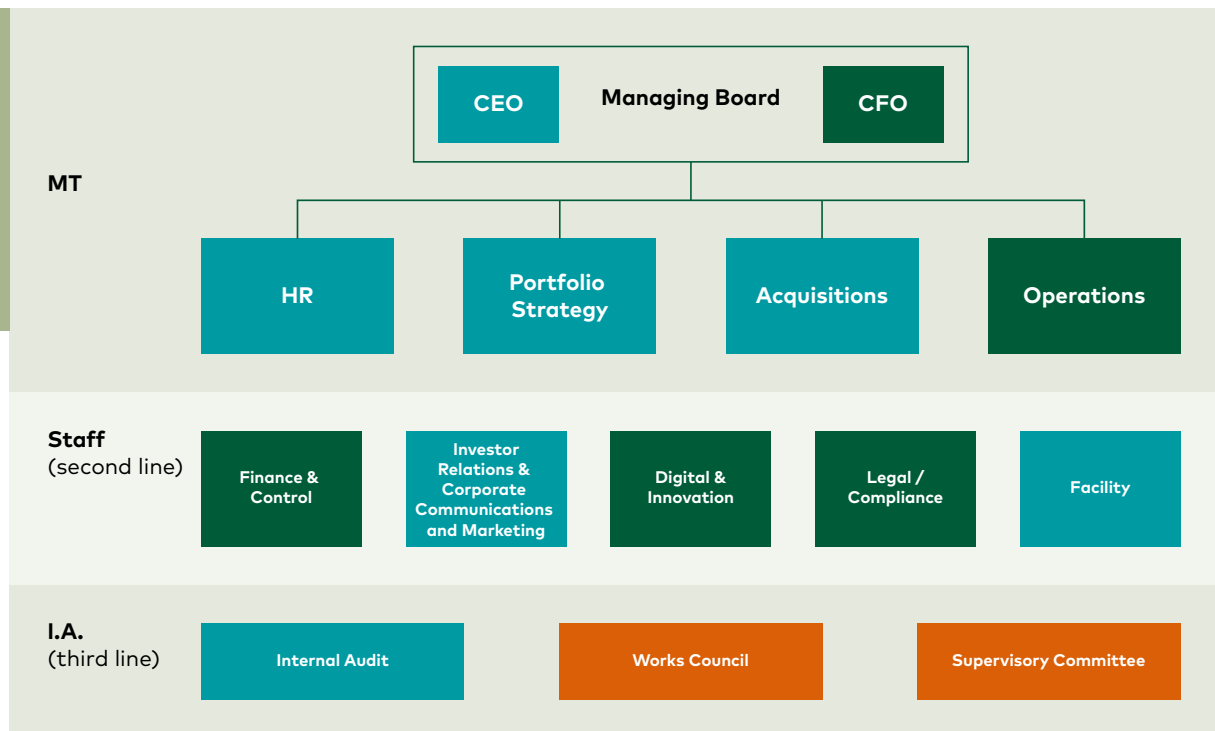
### Return



## Organisational structure

Vesteda's Managing Board comprises CEO Gertjan van der Baan and CFO Frits Vervoort. Vesteda is an internally managed fund, operates very cost-efficiently and has its own in-house property management.

Vesteda is a service-oriented organisation. With around 200 employees across nine regional offices, we work every day to build an environment where our stakeholders feel at home.



# Management Team



**Gertjan van der Baan**  
(CEO)



**Frits Vervoort**  
(CFO)



**Astrid Schluter**  
(director Operations)



**Pieter Knauff**  
(director Acquisitions)



**Laura Keijer**  
(director Human Resources)

## Contact

### Vesteda Investor Relations

**Ronald Beemsterboer**

*Head of Investor Relations*

r.beemsterboer@vesteda.com

+31 88 456 29 22 / +31 6 15 04 67 54

**Soshana Damen**

*Investor Relations Officer*

s.damen@vesteda.com

+31 88 456 25 95 / +31 6 39 08 42 44

### Vesteda Treasury

**Frans Baas**

*Treasury Manager*

f.baas@vesteda.com

+31 88 456 20 10 / +31 6 28 75 99 62

For more information,  
please visit our online annual report

[www.vestedareport.com](http://www.vestedareport.com)