space to perform

Tel Aviv Road Show

10-12 January 2012

Johan Buijs
CEO

Civil engineer
Age 46

Daniël van Dongen
CFO

Master in economy, chartered management accountant
Age 40

Profile

- Tax efficient Dutch REIT / Listed on Amsterdam Euronext stock exchange
- Diversified portfolio: offices and retail in the Netherlands, offices and industrials in Belgium
- Exit strategy for Switzerland
- 276 high yielding properties (9.2% gross yield)
- Tenant profile: small and medium sized companies, approx. 1,900 leases
- €2.3 billion portfolio size
- Quarterly dividend (> 10.0% yield)
- Financing target: Financing with 50% debt / Minimal 80% interest fixed

Portfolio & market focus

The Netherlands

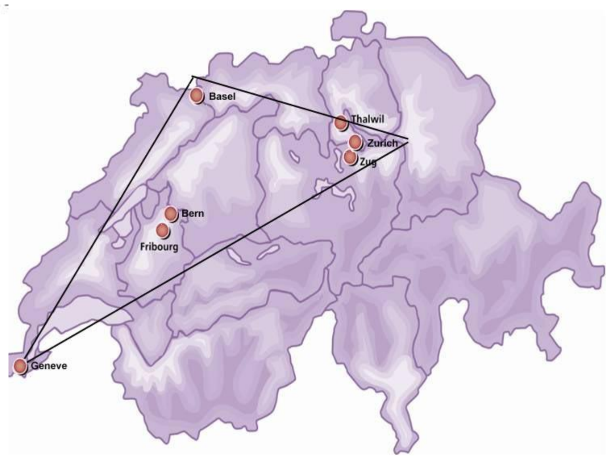
* 232 properties; €1.6 billion
* Retail and Offices
* Retail: day to day shopping
  - ➢10,000 m²
  - ➢ Yield: 7.4% (GIY)

*Offices
  - ➢Focus on Randstad
  - ➢Multi tenant
  - ➢Approx. 5,000 m²
  - ➢Yield: 9.6% (GIY)

Belgium

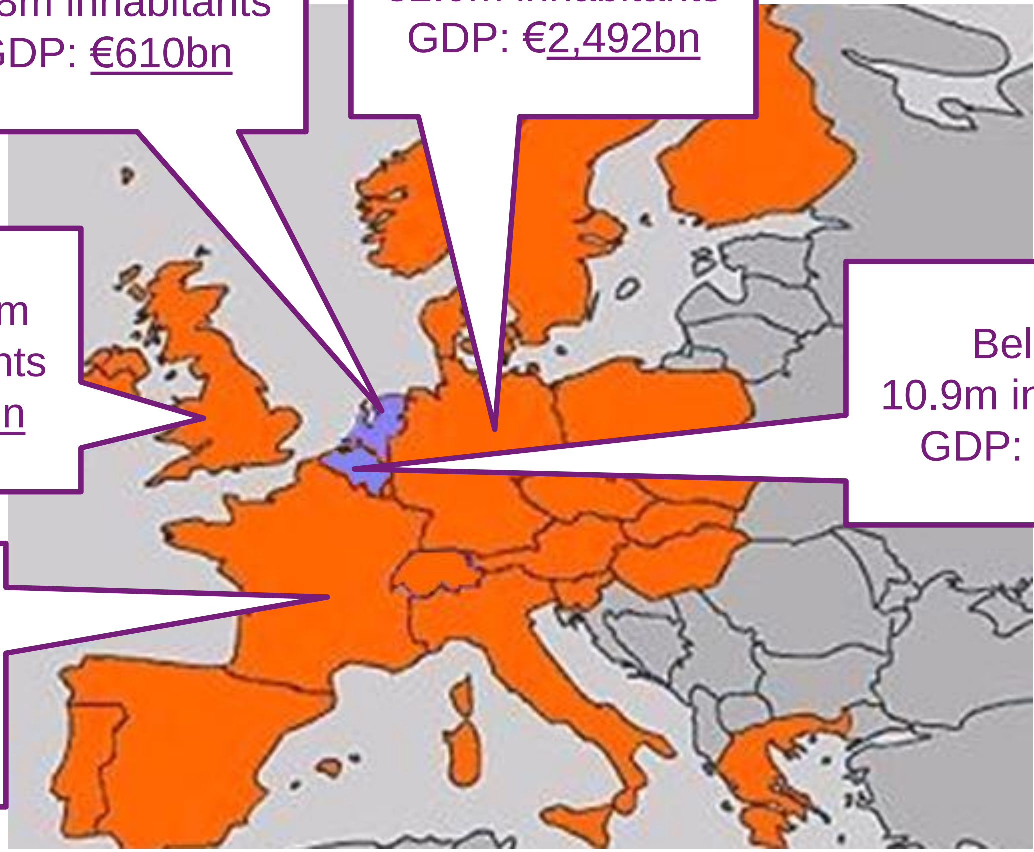
* 40 properties; €542m
* Offices and Warehouses
* Offices: multi tenant
* Warehouse on logistic axes (North/South and East /West

Switzerland



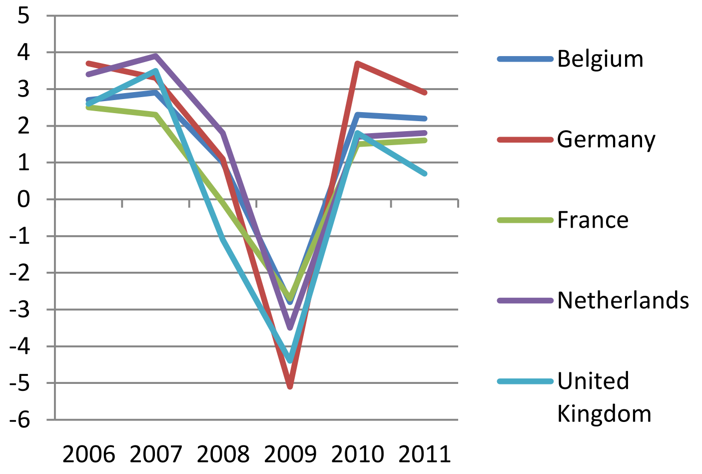
* 4 properties: €122m
* Exit strategy in progress

European Real Estate Market

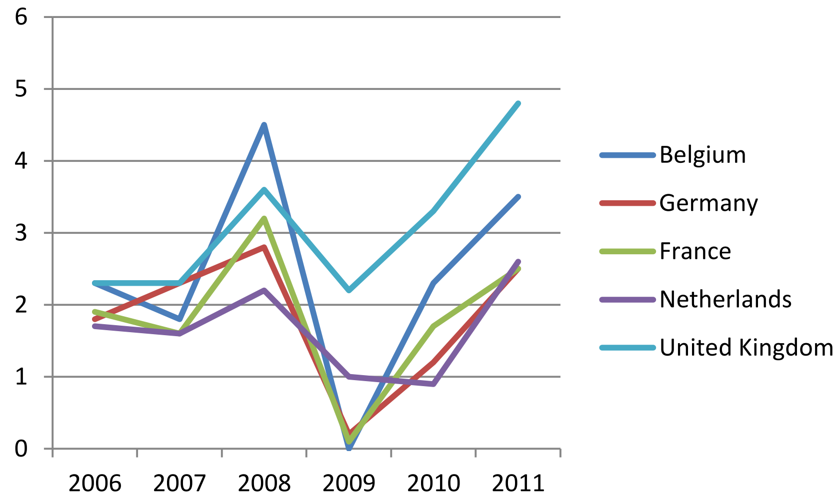


Key indicators

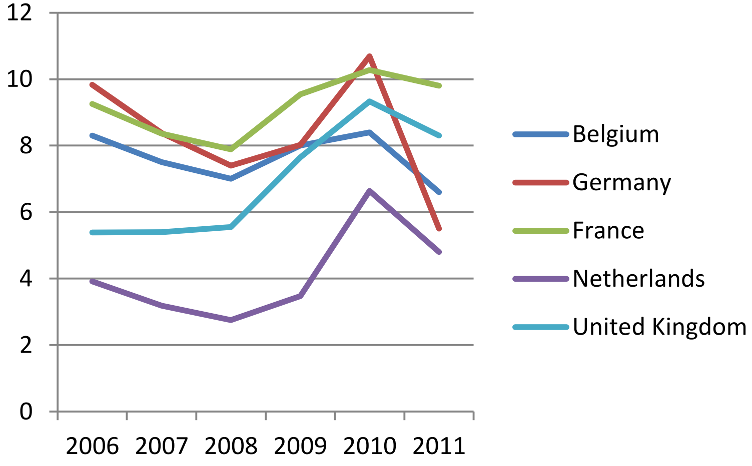
GDP growth



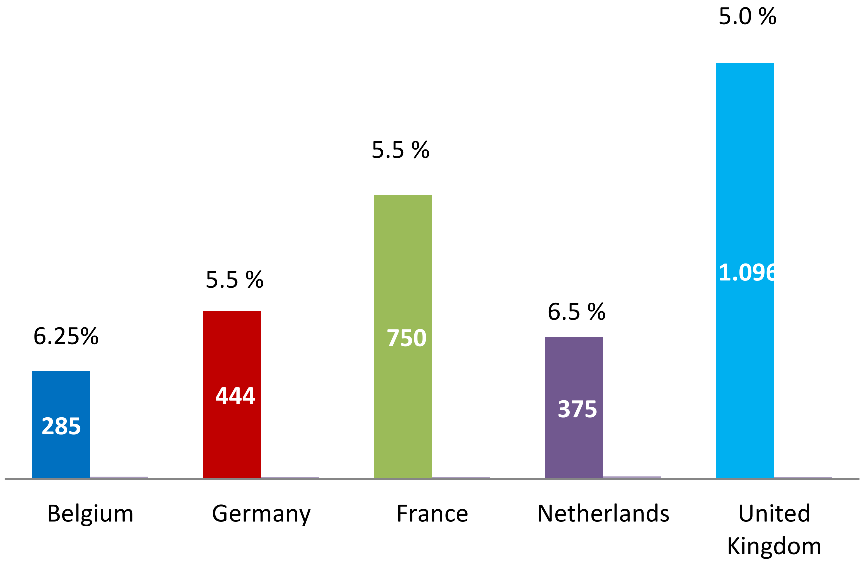
Inflation



Unemployment rate



2011 top office rents and yields



Merger with VastNed O/I

Creating a leading Dutch real estate company

Post merger combination

- Leading Dutch retail/offices fund benefiting from increase in scale
- Portfolio of €2.3bn
- No. 3 listed Dutch mixed portfolio of mainly offices and retail
- Theoretical rental income of over €200m spread over more than 300 locations
- Considerable synergy potential

Merger with VastNed O/I

Creating a leading Dutch real estate company

Post merger combination

- Strong position in the Randstad agglomeration
- Focus on small and medium sized businesses
- Economies of scale
- From smallcap to midcap index: increased liquidity of the NSI shares
- Increased market cap leads to increased attractivity for institutional investors
- Stronger position versus banks
- Alternative debt-financing possibilities

Attractive platform for value creation

Decreasing vacancy top priority	▪ Full focus on optimisation of leasing activities ▪ Increased concentration of properties in specific local office markets ▪ Increased scale providing more flexibility in leasing ▪ Enhanced branding and improved profile towards potential tenants
Mixed fund and further portfolio rebalancing	▪ Viable mixed fund, not dependent on offices only ▪ Rebalancing portfolio towards a 50%/50% office/retail fund by means of selected acquisitions and disposals ▪ Focus on larger properties to enable more efficient management ▪ Continue disposal of smaller and/or industrial assets ▪ German position sold, Swiss position to be sold (approx. €120m)
Attractive synergies	▪ Only one Management Board and Supervisory Board instead of two ▪ Revenue synergies based on increase of occupancy and retention of tenants ▪ Reduction of operational costs ▪ Various cost savings such as housing, auditing expenses, IT, advertising, advice and other expenses

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Synergy potential of combination

- Estimated total synergy potential of at least EUR 3.5m per annum
- Revenue synergies based on increase of occupancy rate, retention of tenants and rental income
- Cost synergies consist of:
  - overhead
  - advice / audit costs
  - housing expenses
  - other expenses

Short term strategy

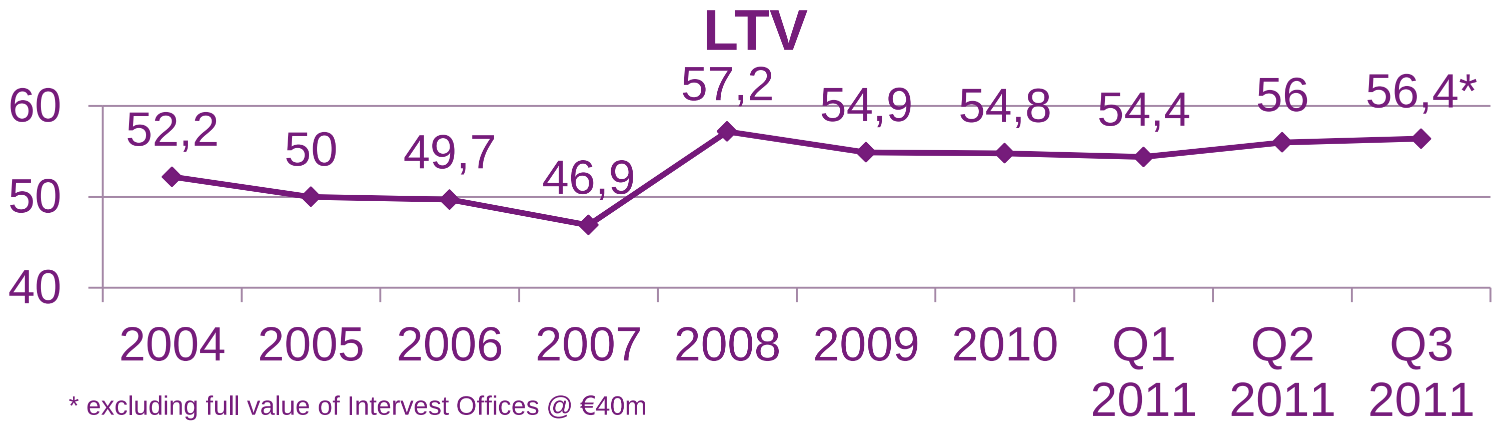
Manage balance sheet:
LTV: short term< 55%
mid term = 50%

Disposal program of non-strategic smaller assets and Swiss properties

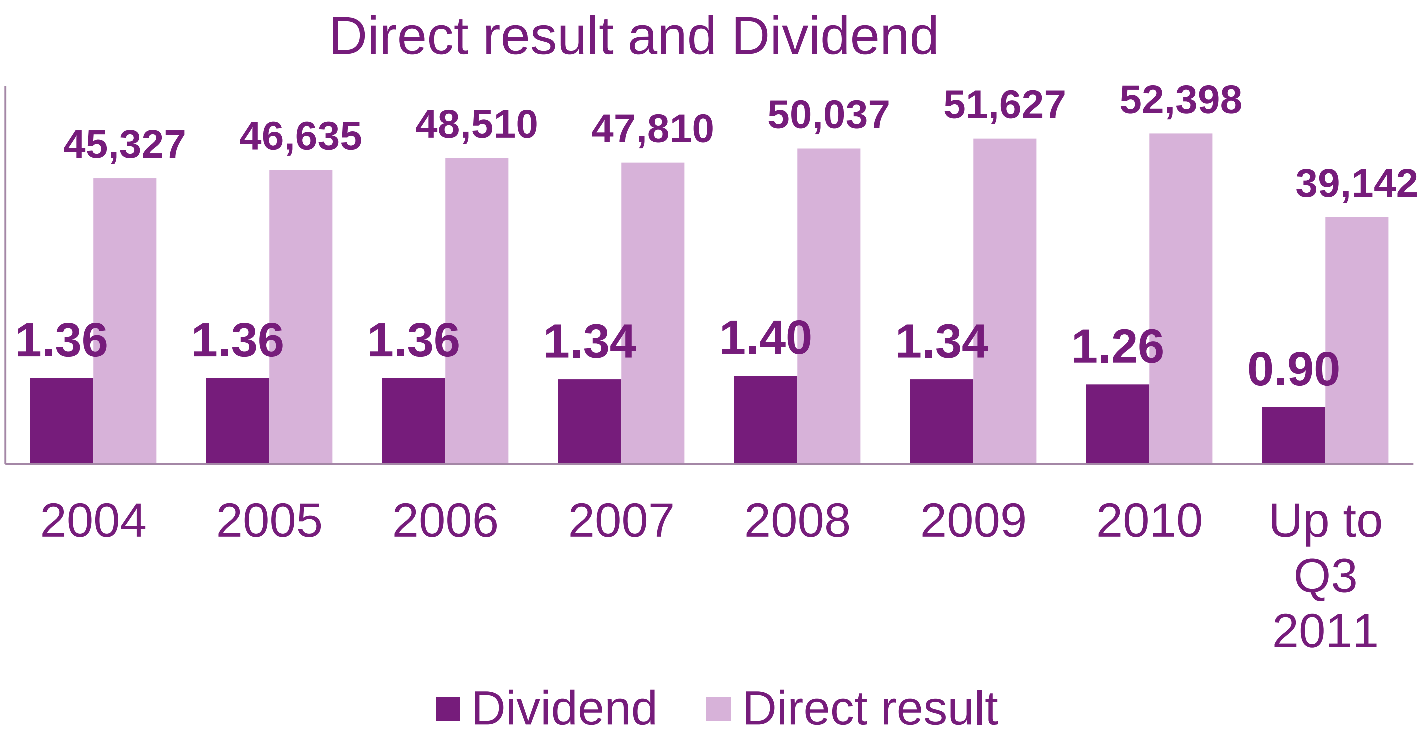
(Re)development of properties

Letting of properties

Short term strategy: managing LTV



* excluding full value of Intervest Offices @ €40m



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Managing LTV: disposal program

Disposals of assets during 2012

- Sale of Swiss properties
  - 4 properties
  - Value of €120m
  - Effect on LTV: 2 - 2.5%

- Sale of €50m of Dutch non-core assets
  - Effect on LTV: 1 – 1.5%

Redevelopment of properties

Several projects identified, two examples:

Rozemarijndonk, Spijkenisse
Extension of 1,150 m²
Investments €1.85m
Extra rental income €200,000
Value before redevelopment €4.5m
Value after redevelopment €6.7m
Completed in 2010

Keizerslanden, Deventer
To be constructed 7,660 m^2
To be renovated 7,430 m^2
Expected extra rental income €1.6m
Value before redevelopment €18.9m
Expected Investment of €21m
Expected value after redevelopment €45.8m
Expected completion in 2014

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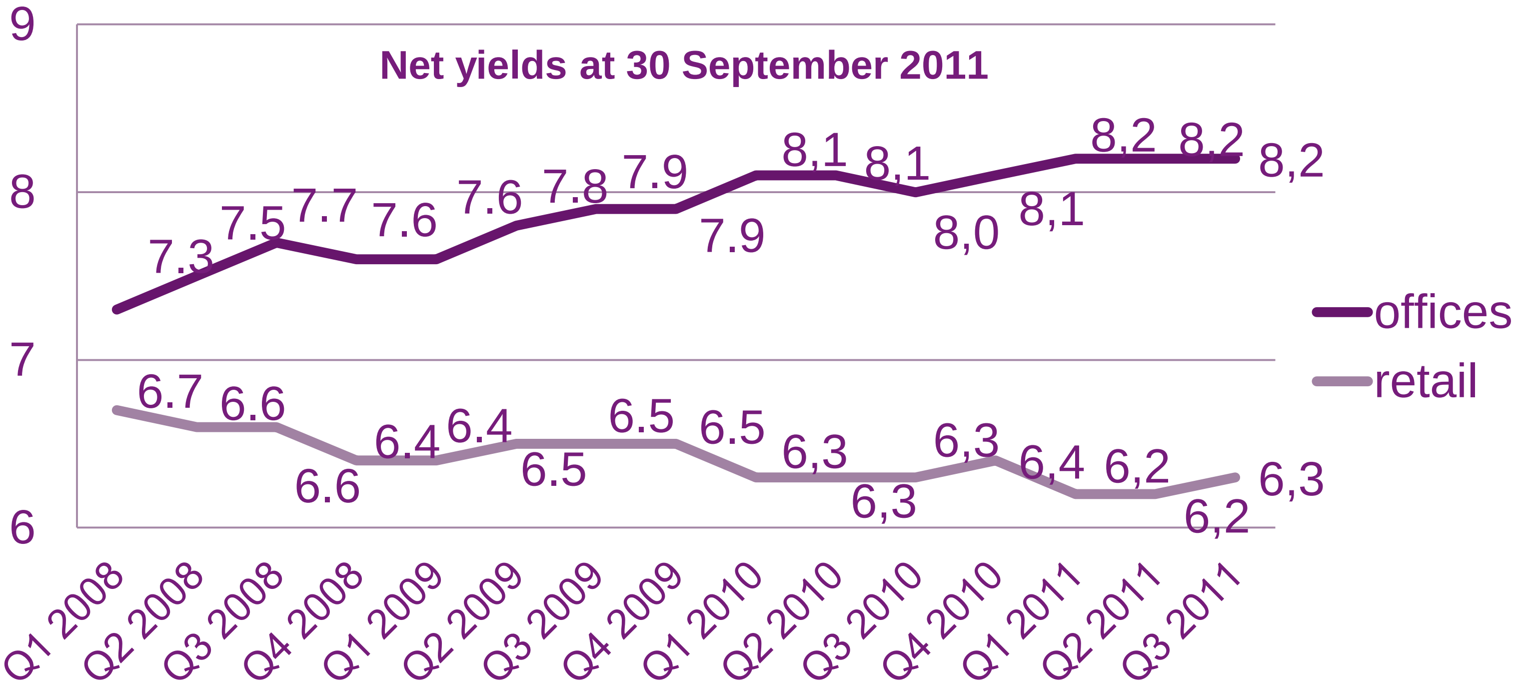
Retail & Office market

Sterpassage Rijswijk

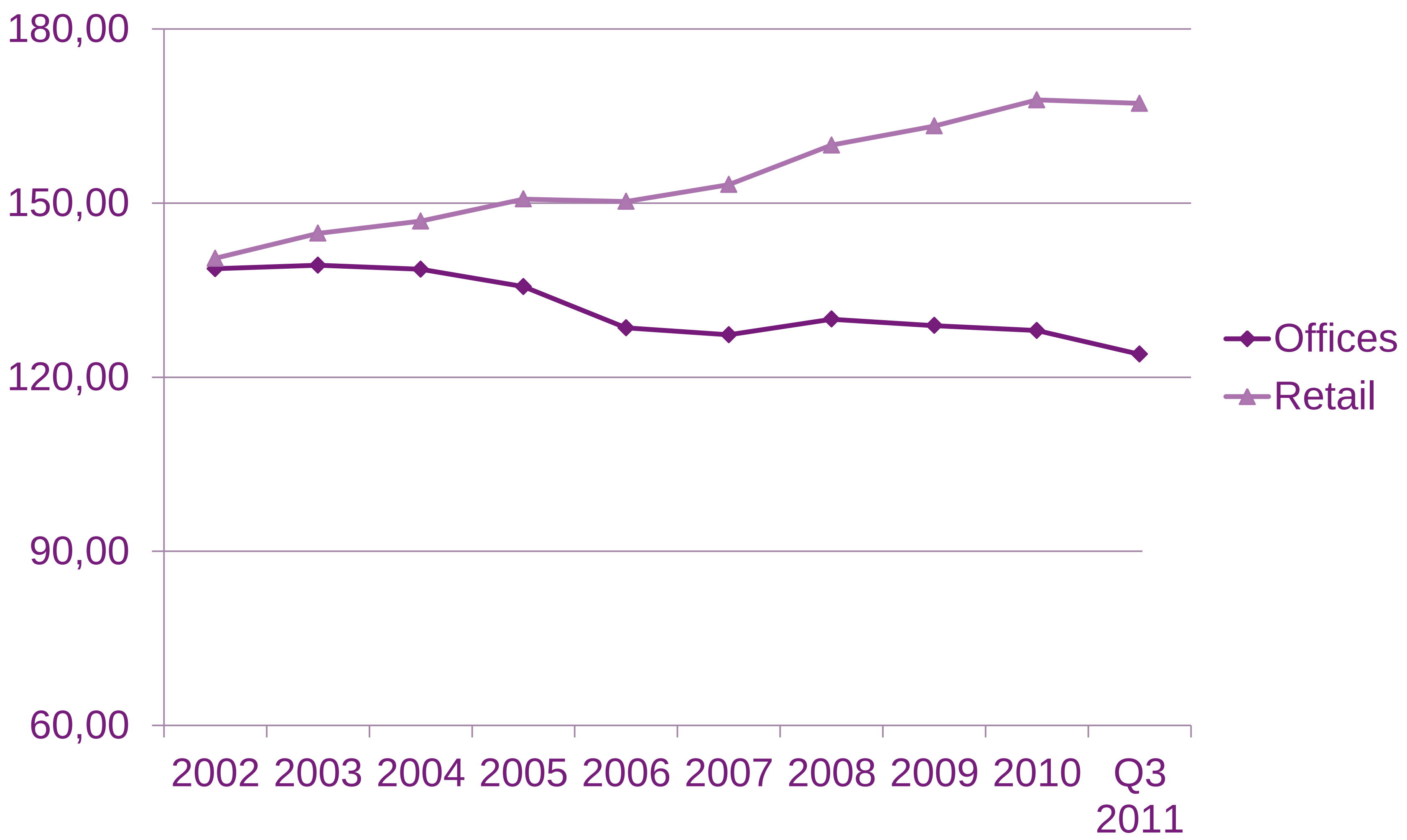
Solaris Eclipse Amsterdam

Revaluation results Netherlands

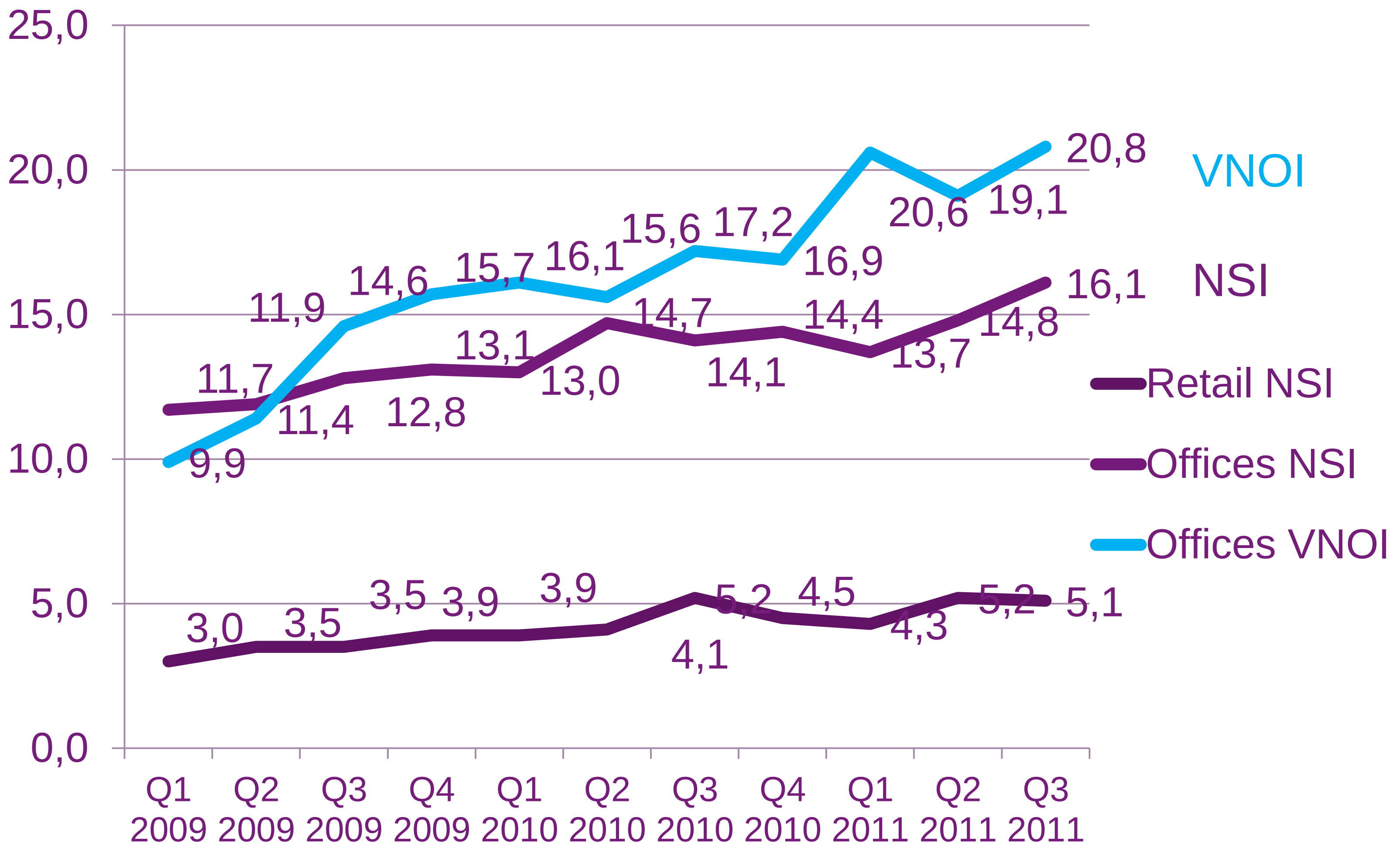
	Total	Q3 2011	Q2 2011	Q1 2011	2010	2009	2008
(x €1,000) **NSI/VNOI**							
Offices/ Industrials	- 275,918	- 19,946	- 18,492	- 15,548	- 49,186	- 87,886	- 84,860
Retail	- 12,414	317	925	1,661	- 1,178	- 7,920	- 6,219
Total	- 288,332	- 19,629	- 17,567	- 13,887	- 50,364	- 95,806	- 91,079



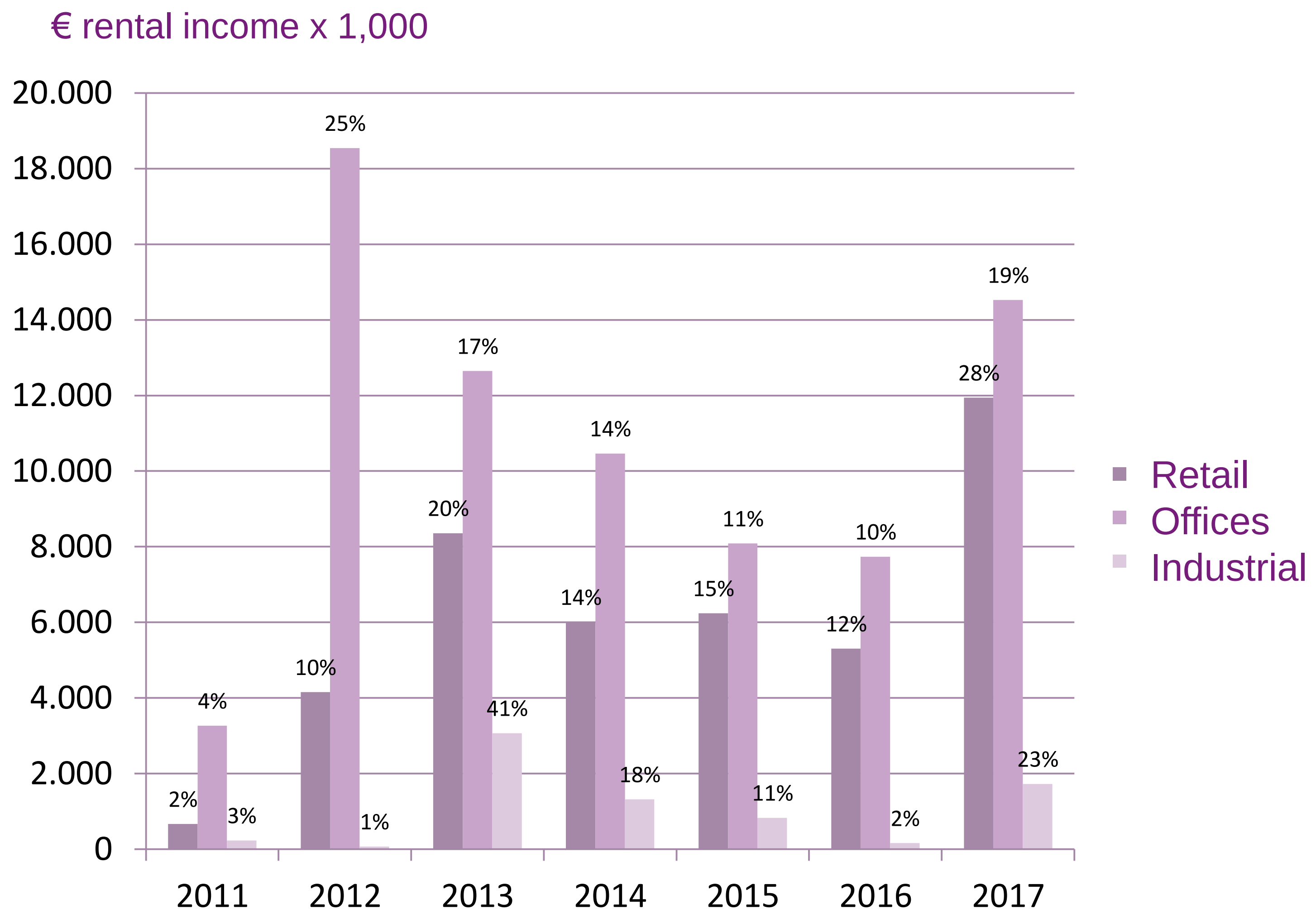
NSI portfolio rent development average annual rent/m² (the Netherlands)



Vacancy in portfolio (%)



Expiration of rental contracts 30 September 2011



NSI's approach

Oevel Belgium

Lease strategy – client focus

- Multi tenants over single tenant:
  - Spread the risk
  - Accelerate occupancy rate improvement
  - Aiming at smaller and medium sized business

- Improving of lettability by increasing quality and sustainability

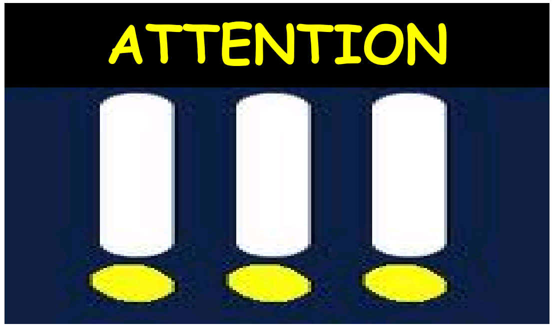
- Client focus:
  - Retail specialist and local centre managers
  - CRM and vacancy management (offices)
  - In-house technical management

- Flexible leasing schemes at certain dedicated locations

VACANCY MANAGEMENT

100%  ON VACANCY

- **Full Focus:**
  - full time vacancy manager 100 %



- **All vacant properties must be:**
  - Clean
  - Accessible
  - Turn key model office
  - Fiber glass connection
  - Energy label

- **Alternative solution:**
  - Transformation
  - Redevelopment
  - Thematic leasing

Regus

SPACES.

Letting activities 2011 (up to Q3 2011) Dutch portfolio

Offices	97,505 m² of which new 37,132 m² in 25.0% of the offices portfolio
Retail	56,995 m² of which new 8,473 m² in 19.0% of the retail portfolio
Large contracts:	
Ziggo BV, Zwolle	4,557 m²
Ista Nederland BV, Schiedam	2,125 m²
Fluke Europe BV, Son	2,110 m²
Cegedium Nederland BV, Naarden	1,057 m²
Ontwikkelingsbedrijf Rotterdam	3,827 m²
Fossil. Doetinchem	1,362 m²
Waterschap Veluwe, Apeldoorn	2,454 m²
Aldi Vastgoed, Alphen a/d Rijn	1,150 m²

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Example: La Tour, 14,000 m² office building

- Q2 2010:
  - E&Y leaves
  - occupancy rate drops below 30%
- Q4 2010:
  - dedicated commercial manager hired
  - Multi tenants lease strategy
- Q3 2011: 85% let
- Negligible investments

85%

30%

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Example: Rode Olifant, 10,000 m² listed office building

- 100% vacant since 2007
- VNOI's strategy: single tenant
- Q4 2011: NSI decides for a multi tenants strategy
- €6m = €600 / m2 investment
- €1.7-2.5m annual rental income
- €7-9m value increase expcted in a 1-3 year period

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Financials

Herengracht Amsterdam

Leuven Mechelen

Consolidated balance sheet per 30 September 2011

(x €1,000)	NSI	VNOI	Combined
Total fixed assets	1,363,083	946,869*	2,309,952*
Total current assets	16,278	16,493	32,771
Total assets	1,379,361	963,362	2,342,723
Total equity attributable to shareholders	550,210	367,902**	918,112**
Total long-term liabilities	616,408	477,716	1,094,124
Total current liabilities	212,743	117,744	330,487
Total equity and liabilities	**829,151**	**963,362**	**2,342,723**

* excluding full value of Intervest Offices @ €40m
** including minority share

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Consolidated direct investment result 2011 (up to and including Q3 2011)

(x €1,000)	NSI	VNOI	Combined
Gross rental income	77,389	56,047	133,436
Service costs not recharged	- 1,282	- 1,362	- 2,644
Operating costs	- 10,814	- 6,389	- 17,203
Net rental income	65,293	48,296	113,589
Financing result	- 23,738	- 21,629	- 45,367
Administrative costs	- 2,361	- 4,306	- 6,667
Direct investment result before tax	39,194	22,361	61,555
Corporate income tax	52	241	293
Direct investment result after tax	**39,142**	**22,120**	**61,262**
Direct investment result attributable to minority interests	**-**	**- 7,460**	**- 7,460**
Direct investment result attributable to shareholders	**39,142**	**14,660**	**53,802**
Pay-out ratio: gross rental income compared with direct investment result	**50.6%**	**26.2%**	

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Consolidated indirect investment result 2011 (up to and including Q3 2011)

(x €1,000)	NSI	VNOI	Combined
Revaluations of investments	- 18,873	- 25,938	- 44,811
Net result on sales of investments	707	- 19,812	- 19,105
Result other investments	- 2,603	-	- 2,603
Merger costs	- 1,584	- 4,934	- 6,578
Movements in market value of financial derivatives	- 7,681	- 3,185	- 10,866
Exchange-rate differences	- 93	-	- 93
Allocated management costs	- 1,019	-	- 1,019
Indirect investment result before tax	**- 31,146**	**- 53,869**	**- 85,015**
Corporate income tax	608	2,512	3,120
Indirect investment result	**- 31,754**	**- 56,381**	**- 88,135**
Indirect investment result attributable to minority interest	**-**	**1,216**	**1,216**
Indirect investment result attributable to shareholders	**- 31,754**	**- 55,165**	**- 86,919**

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Total result 2011 (up to and including Q3 11)

(x €1,000)	NSI	VNOI	Combined
Direct investment result attributable to shareholders	39,142	14,660	53,802
Indirect investment result attributable to shareholders	- 31,754	- 55,165	- 86,919
Total result attributable to shareholders	**7,388**	**- 40,505**	**- 33,117**

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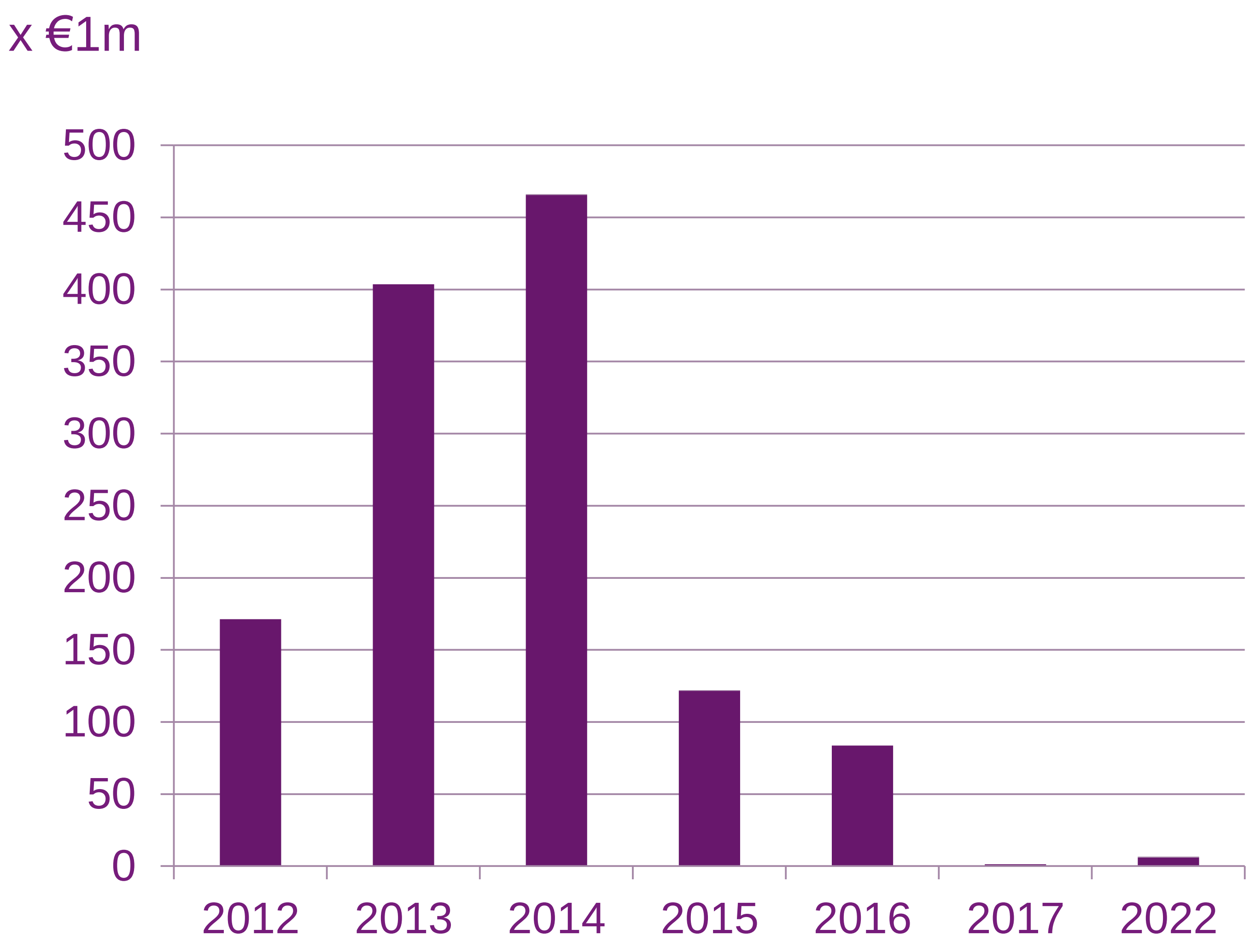
Financial ratios per 30 September 2011

(x €1,000)	NSI	VNOI	Combined
Investments	1,348,991	935,382*	2,284,373*
Shareholders' equity	550,210	367,902**	918,112**
Debts to credit institutions (excluding derivatives)	760,228	539,131	1,299,359

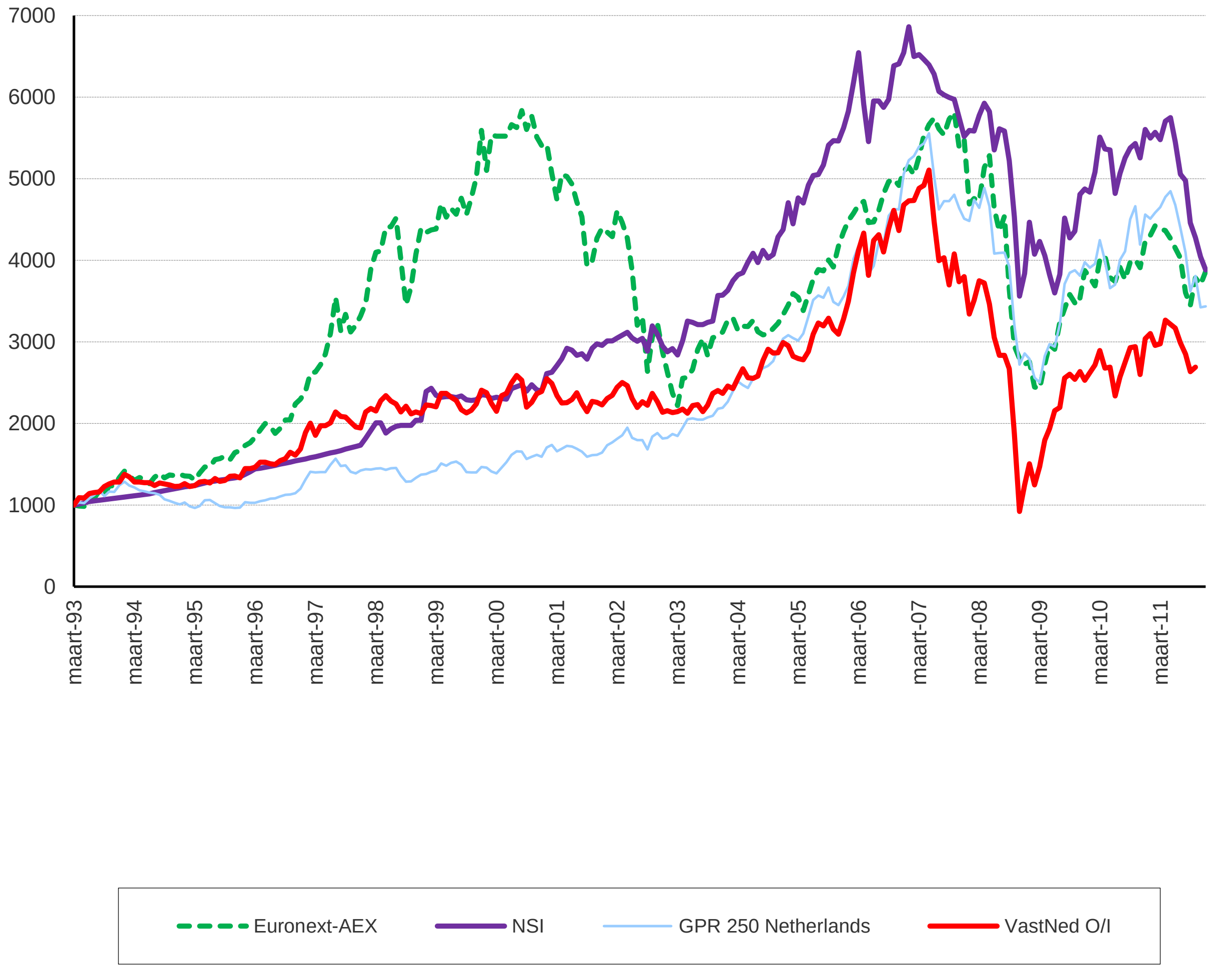
	NSI	VNOI	Combined
Loan to value (%)	56.4	57.3*	56.9*
Average interest rate (%)	4.1	4.7	4.4
Average maturity loans	1.8	2.9	2.1
Fixed interest loans (%)	91.7	89.3	90.7
Interest coverage ratio	2.7	2.0	2.4
NAV	12.71	13.41	13.34
EPRA NAV	13.58	14.50	14.31

* excluding full value of Intervest Offices @ €40m ** including minority shares

Duration loans



Share price development 1993 – Q1 2011



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Share price development 2011