

Press release

Date 31 October 2024

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Royal Heijmans confidently heading for year-end 2024

Highlights

- Total number of new-build homes sold YTD (through October): Total: 2,284 (2023 YTD: 1,201). Increase mainly from B2C market and due to acquisition of Van Wanrooij (901 homes sold)
- Order book remains high at € 2.7 billion and of good quality
- Approval of Science Based Target initiative (SBTi) for climate targets
- Acquisition of Van Gisbergen completed on 13 September
- Promise 'Together it's possible' launched

Ton Hillen, Heijmans CEO

"The housing shortage in the Netherlands continues to grow. To meet the challenge of building enough new homes, we need to simplify spatial planning procedures and speed up the granting of building permits. For example, Heijmans can increase production in the coming years by around 4,000 homes, which are currently awaiting the processing of their objection or appeal procedures by a legal body such as the court or the Council of State. Meanwhile, in my view the interests of home-seekers are either not taken into account or taken too little into account in the weighing of interests. The focus is currently too one-sided, focusing on those filing objections, especially as even someone from the other side of the country can file an objection to a project. It is a positive sign that Housing Minister Mona Keijzer said last week that she wants to give more weight to the voice of home seekers. Now, in addition to political will, we need decisiveness and action to make this happen."

Promise

Heijmans launched in early October our new promise 'Together it's possible'. This is Heijmans' response to the major social challenges in the built environment in the Netherlands. The dilemmas our country is facing cannot be solved overnight. They are far-reaching, complex and interconnected. Heijmans wants to stress the importance of not thinking in terms of conflicts and taking an integrated approach to these complex issues. With our corporate strategy '[Together towards 2030](#)' and the promise 'Together it's possible', combined with our [financial objectives](#) for 2027, Heijmans is setting a clear course for the future. In this strategy, social responsibility, collaboration and financial objectives go hand in hand.

Q3 results

In the segment Living, the number of homes Heijmans sold increased by 1,083 compared with last year, as Heijmans' acquisition Van Wanrooij's suburban home sales are now included and accounted for the lion's share of the increase. The B2C market picked up strongly, a trend that has continued since Q3 2023. The home sales in the B2B market remained at a similar level to last year, although we did see a shift in sales away from institutional investors to housing associations.

Within Working, the approach of focusing on recurring business is paying off. Such assignments provide long-term security for both Heijmans and the client as a collaboration partner in, for example, the management and maintenance of buildings. In addition, this relationship also means direct insight into any additional project opportunities. Two-thirds of the service company in Working now consists of such assignments. In the coming month, Heijmans will start work on the expansion of the terminal at Eindhoven Airport, including the addition of a new underground luggage handling bay, the largest construction project in the history of Eindhoven Airport. This expansion will lead to greater travel convenience and a more sustainable building through applications such as water reuse and solar energy.

Last quarter, Heijmans' Connecting segment completed the extensive project to asphalt the A2 motorway between Utrecht (the Oudenrijn junction) and Den Bosch (up to the Everdingen junction). Not only is the A2 an important artery of the Dutch road network, making the effective implementation of this project hugely important, the project was also part of the Dutch Ministry of Public Works and Water Management's frontrunner approach to sustainable road surfacing. More than sixty percent of the newly laid road surface consists of circular asphalt. In Q3, Heijmans also won a contract to replace tens of thousands of smart meters for Alliander in the east and west of the Netherlands over the next few years.

Sustainability

Heijmans is proud that its climate targets have been approved by the leading Science Based Target initiative (SBTi). This means that Heijmans' sustainability efforts remain within the 'Paris' guidelines (warming <1.5 degrees Celsius). Heijmans wants to be net-zero on the CO₂ emissions front by 2040. It is also good to see that Heijmans' working methods in the Parijsch district of Culemborg are being emulated nationwide. Hundreds of homes have been and are being realised there, while nature is also receiving a demonstrable boost. On the basis of the motion submitted by MPs Thom van Campen and Laura Bromet and adopted by the House of Representatives, the government is now issuing a guidance to Dutch provinces and municipalities on the use a well-founded assessment method to grant permits for nature-inclusive and climate-adaptive housing projects more quickly.

Calendar 2024 and 2025

4 November 2024	EGM
21 February 2025	Annual results
16 April	AGM
25 April	Q1 trading update
25 July	Interim results
31 October	Q3 trading update

About Heijmans

Royal Heijmans (AEX:HEIJM.NL) is a leading Dutch listed construction company with activities in Property Development, Building & Technology and Infrastructure. Jan Heijmans started the company in 1923 as a paving contractor. In the intervening hundred years, Heijmans has grown into an area developer, technical service provider and construction company with more than 5,000 employees. They ensure that people can enjoy living, working and connecting. Every single day, Heijmans works on complex construction projects and social challenges that have an impact on the future of the Netherlands. As a sustainable leader, Heijmans is taking a step forward on this front by dedicating itself to the creation of a healthy living environment. Where people have a nice live and animals and nature are taking into account.

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