

20
September
2023

Capital Markets Day
Spielberk, Brno

by
CTP.

CMD 23

CTP's Tenant Relationships, the Basis for Sustained Growth

Remon Vos

CEO

CTP N.V.

Session presenters

Executive management



Remon Vos
CEO

- Growth and Western European markets
- Business development, all markets



Richard Wilkinson
GROUP CFO

- Controlling, Accounting & Consolidation
- Risk management, Internal Audit & Compliance
- Treasury, Investor Relations & Funding



Peter Čerešník
GROUP COO

- Core markets
- Construction & Procurement
- ESG & Energy
- HR & IT

Investor relations



Maarten Otte
INVESTOR RELATIONS

A-countries (mature) with local Managing Director



B-countries (scale-up) with CEO as Managing Director

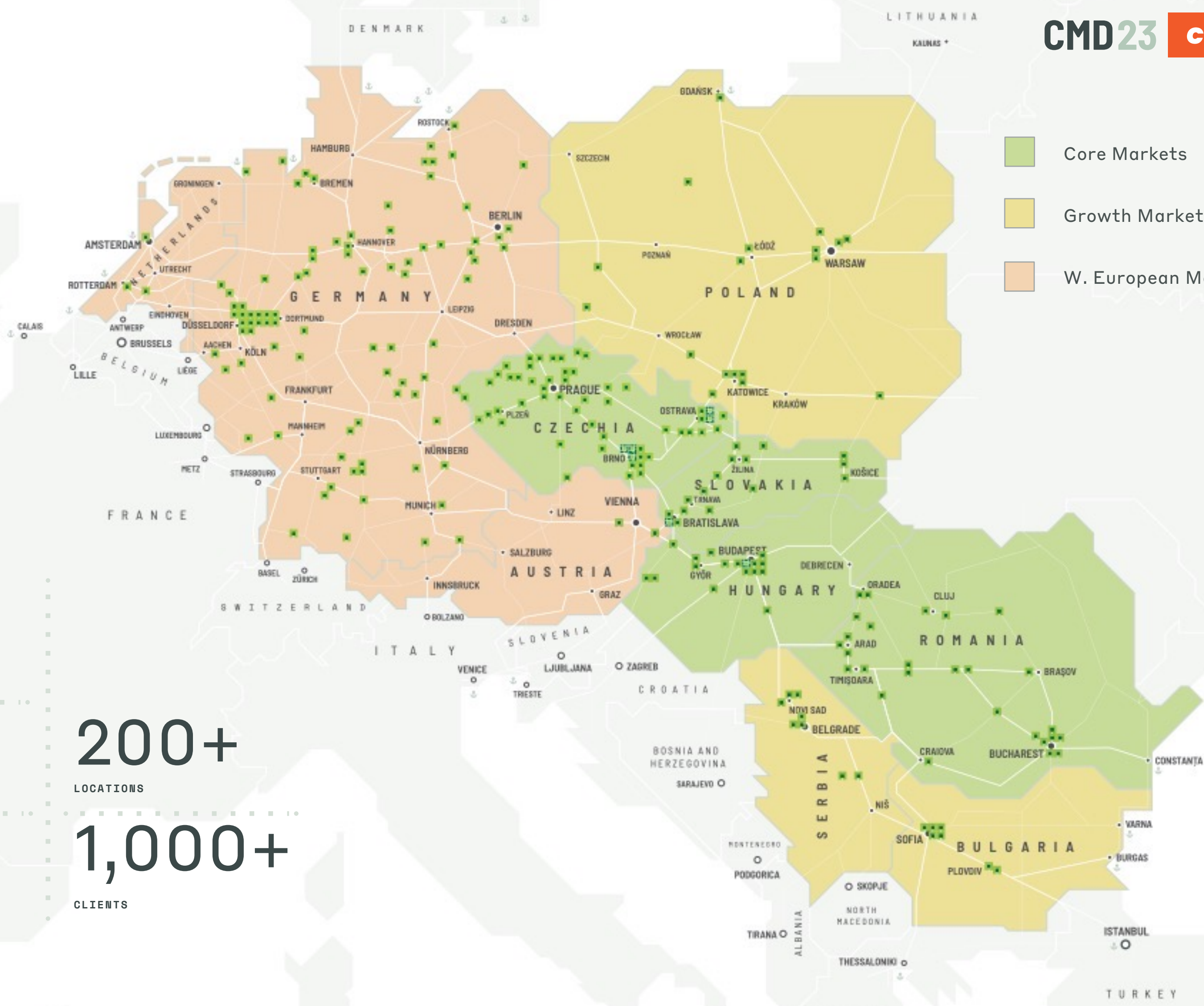


CTPARK NETWORK

The Largest Park Network in CEE

The CTPark Network is the largest integrated system of business parks in CEE.

- Core Markets
- Growth Markets
- W. European Markets



#1

CEE

10

COUNTRIES

11.0

MIL SQM GLA

740+

EMPLOYEES

200+

LOCATIONS

20.7

MIL SQM LANDBANK

93%

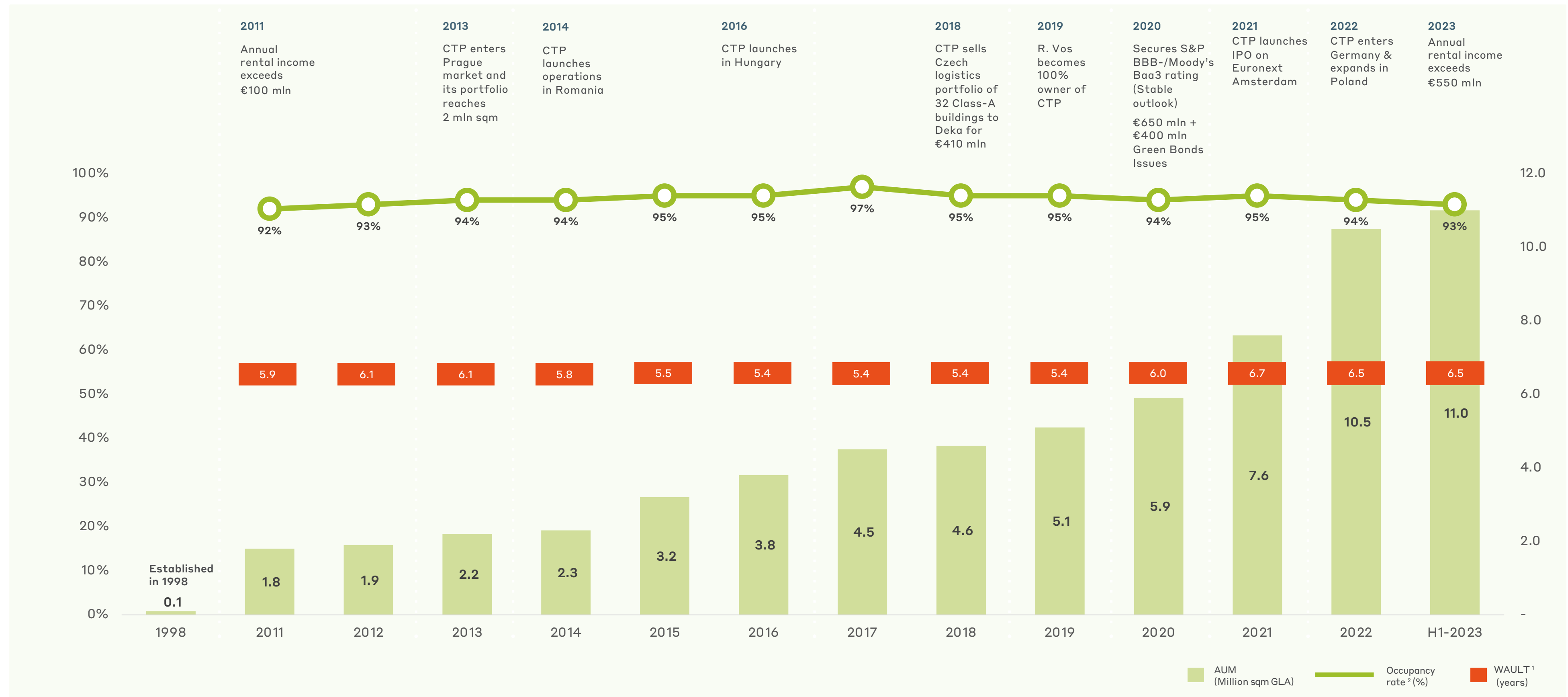
OCCUPANCY

1,000+

CLIENTS

25-year track record of success

~15% annual growth in GLA since 2011 with steady ~95% occupancy



1. Weighted average unexpired lease term
2. Based on Gross Leasable Area

Continued strong leasing in July / August

Leases signed by sqm	Q1	Q2	H1	July/ August	YTD
2022 ¹	441,000	452,000	893,000	312,000	1,205,000
2023	297,000	552,000	850,000	444,000	1,294,000

Average monthly rent leases signed by sqm (€)	Q1	Q2	H1	July/ August	YTD
2022	4.87	4.89	4.88	4.99	4.91
2023	5.31	5.56	5.47	5.48	5.47

11%

higher average monthly rent signed in YTD-2023 vs YTD-2022

7%

YoY increase in sqm of leases signed

1,760

HOT's issued YTD-2023 vs 1,506 YTD-2022

Raben

Size: 115,000 sqm
Park: Warsaw West

Inventec

Size: 52,000 sqm
Park: Blučina

German renewable energy firm

Size: 25,000 sqm
Park: Gdansk Port

 **TD SYNEX**

Size: 54,000 sqm
Park: Bor

German automotive technology firm

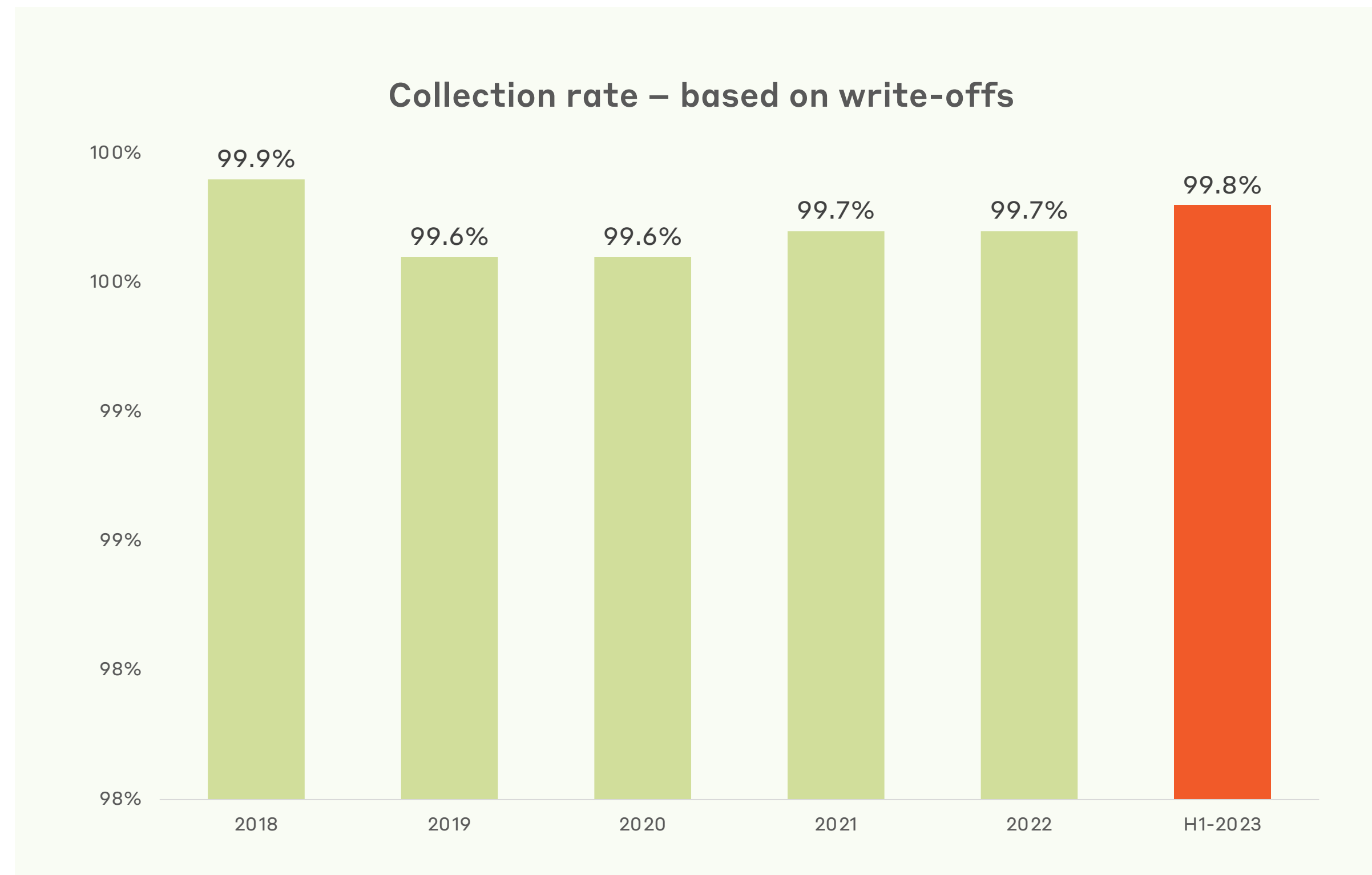
Size: 28,000 sqm
Park: Ostrava Hrušov

TRUMPF

Size: 25,000 sqm
Park: Warsaw East

1. 2022 reported figures included short term leases (<12 months), restated for this the leases signed amounted to 380,000 sqm in Q1-2022, 419,000 sqm in Q2-2022 and 799,000 sqm in H1-2022
NB: Figures may not add up due to rounding

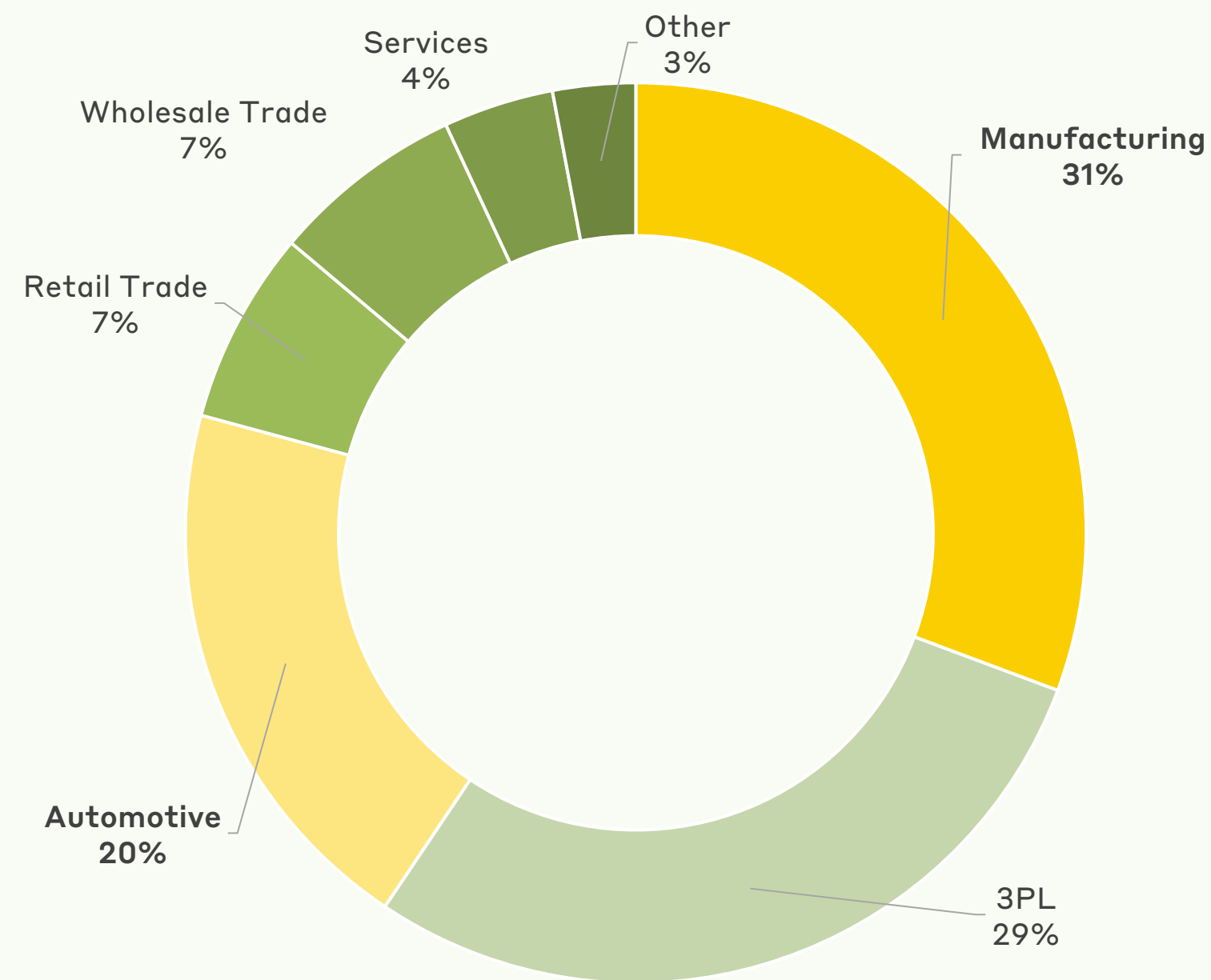
Clients continue to pay on time



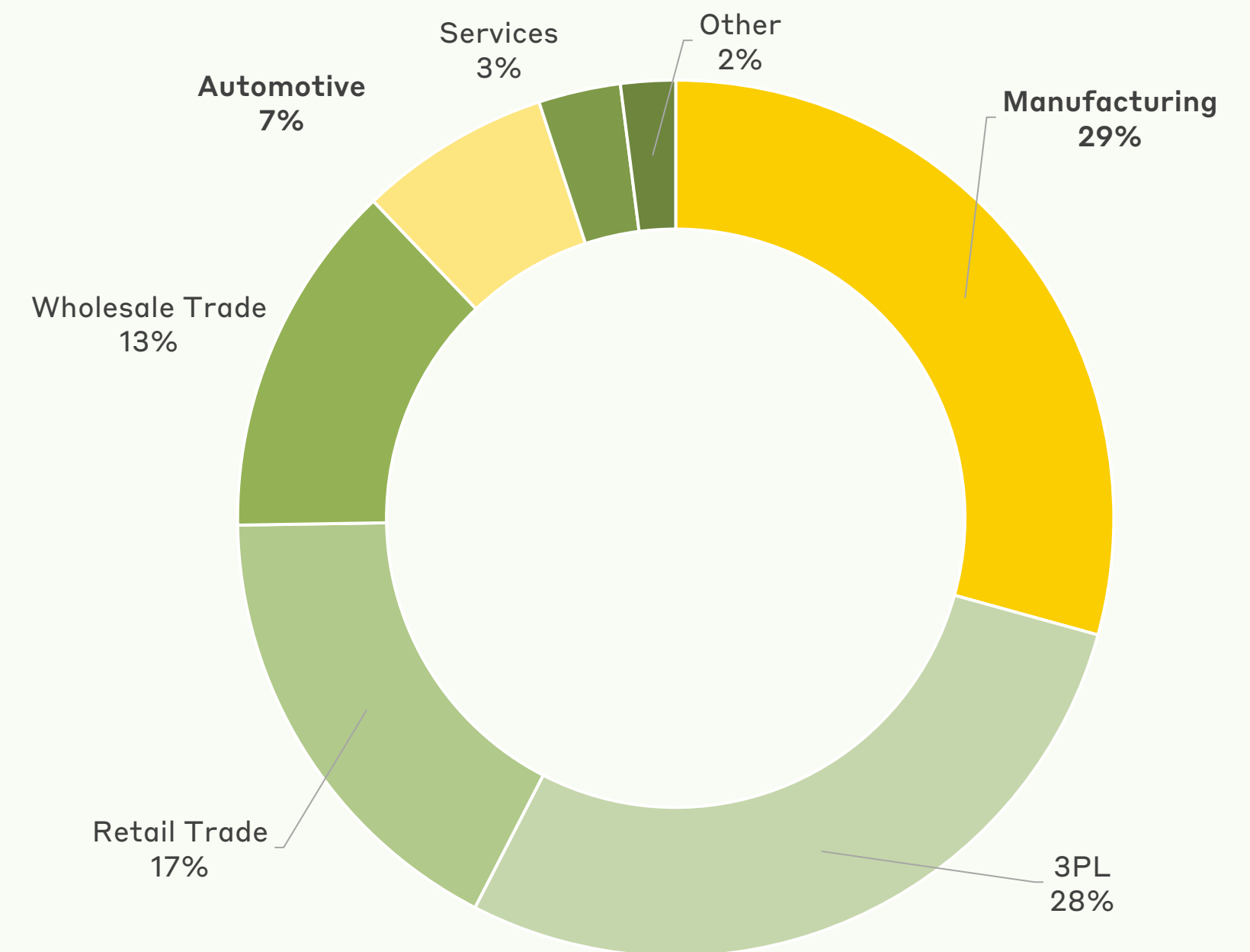
99.7%
 average
 collection rate
 -
 current
 annualized rent of
€585
 million

Diversified tenant base with focus on (high-tech) manufacturing positioning CTP to benefit from nearshoring trend

Portfolio 30 June 2023

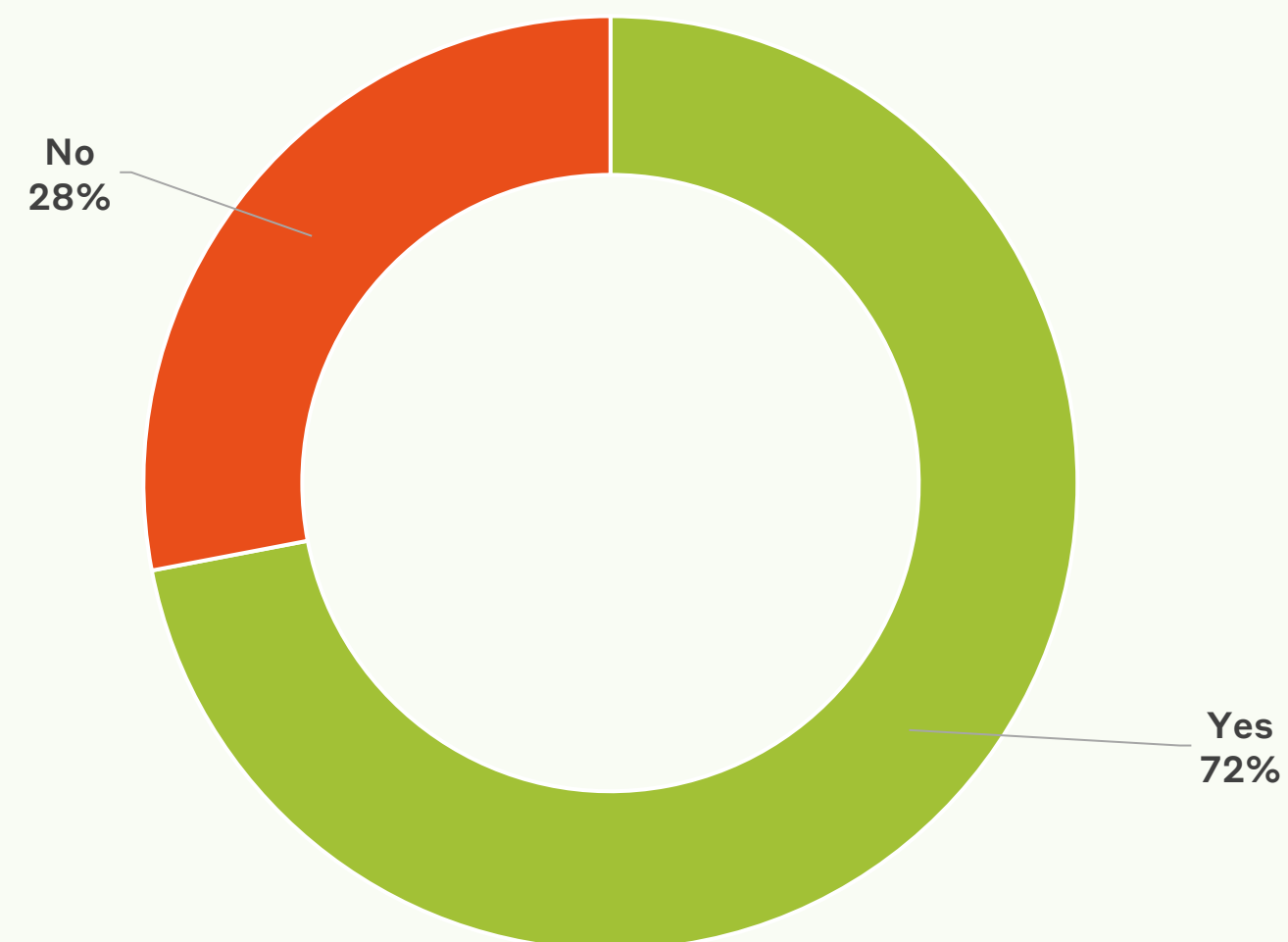


Leases signed in last 18 months



Nearshoring most common strategy to minimize supply chain disruption

Are occupiers adopting strategies to minimize supply chain disruption?



Which are the most common strategies to minimise supply chain disruption?

54%

Have increased or near-shored inventories in Europe

31%

Have diversified suppliers

17%

Have near-shored production or suppliers to Europe

Supply demand balance remains in favour of landlords with strong fundamentals driving demand for our pipeline

Less saturated markets

I&L sqm/capita, Q4 2022

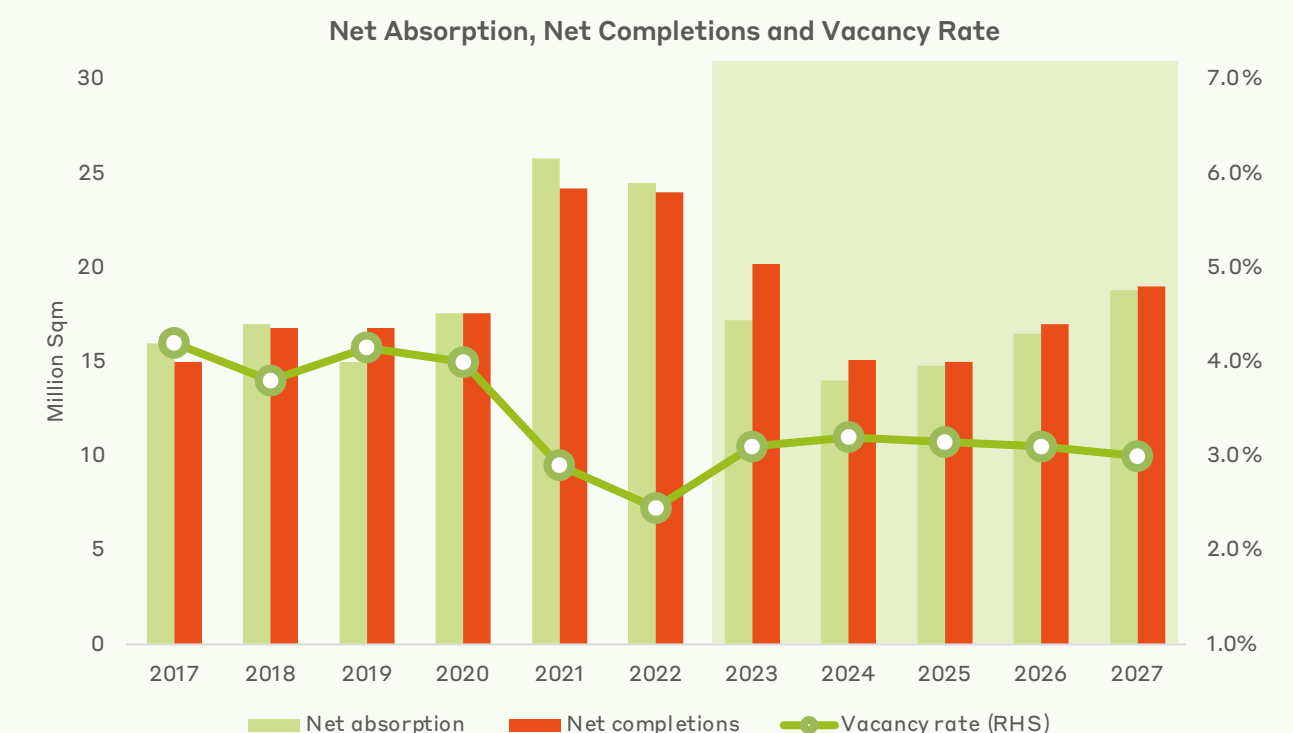


Rising barriers

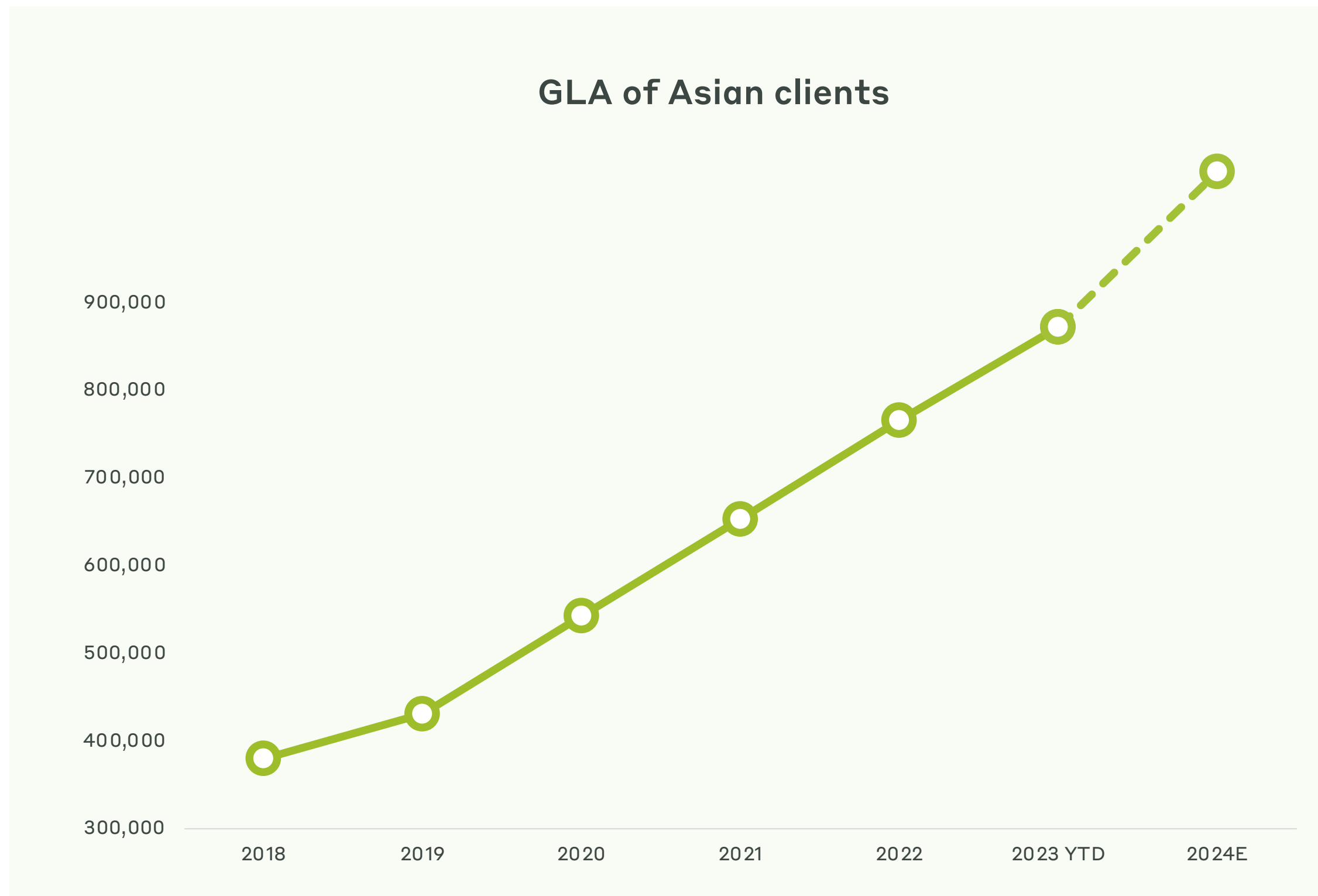
- Stricter regulations and more land scarcity
- Having 20.7 million landbank across all markets unique selling point
- CTP's business model as long-term partner for communities and municipalities appreciated and rewarded

New economic equilibrium

- Supply decreasing due to higher interest rate environment
- Speculative development announcements have decreased materially
- Only mild increase in expected vacancy rate → continued strong rental growth



Asian clients in CTP's portfolio



Advanced Semiconductor Manufacturing coming to Europe



TSMC, Bosch, Infineon, and NXP Establish Joint Venture to Bring Advanced Semiconductor Manufacturing to Europe

“Our joint investment is an important milestone to bolster the European semiconductor ecosystem.”

Jochen Hanebeck,
CEO
Infineon Technologies

“NXP is very committed to strengthening innovation and supply chain resilience in Europe.”

Kurt Sievers,
President and CEO
NXP Semiconductors

The Semiconductor Shortage

+2x

Europe’s share of semiconductor production will need to more than double to reach EU Chips Act targets

+5.7

Additional jobs will be created for every person employed in semiconductor production

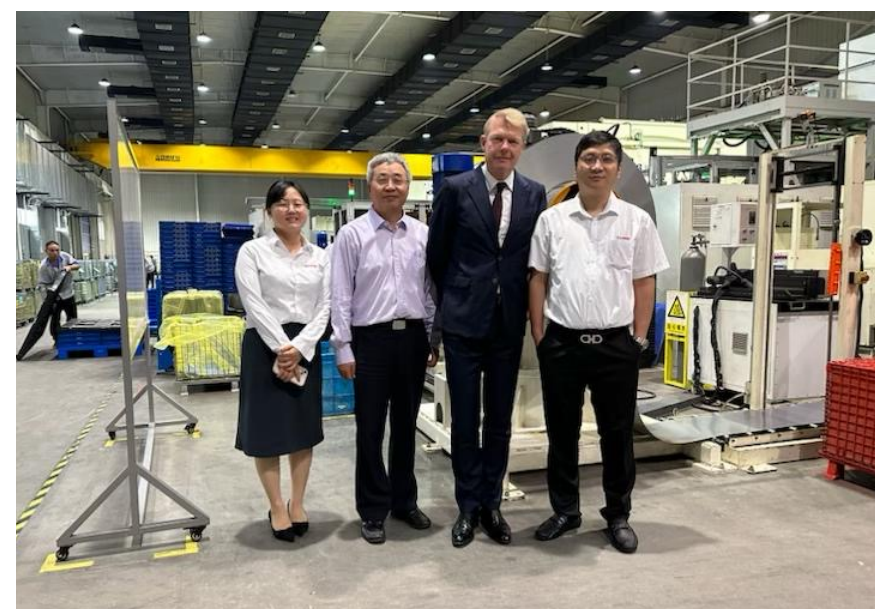
≤349%

Expected revenue increase from firms in sector if goals achieved

10.8 m sqm

Of demand will be generated by the successful expansion of the semiconductor sector

Investing in Asian client relationships



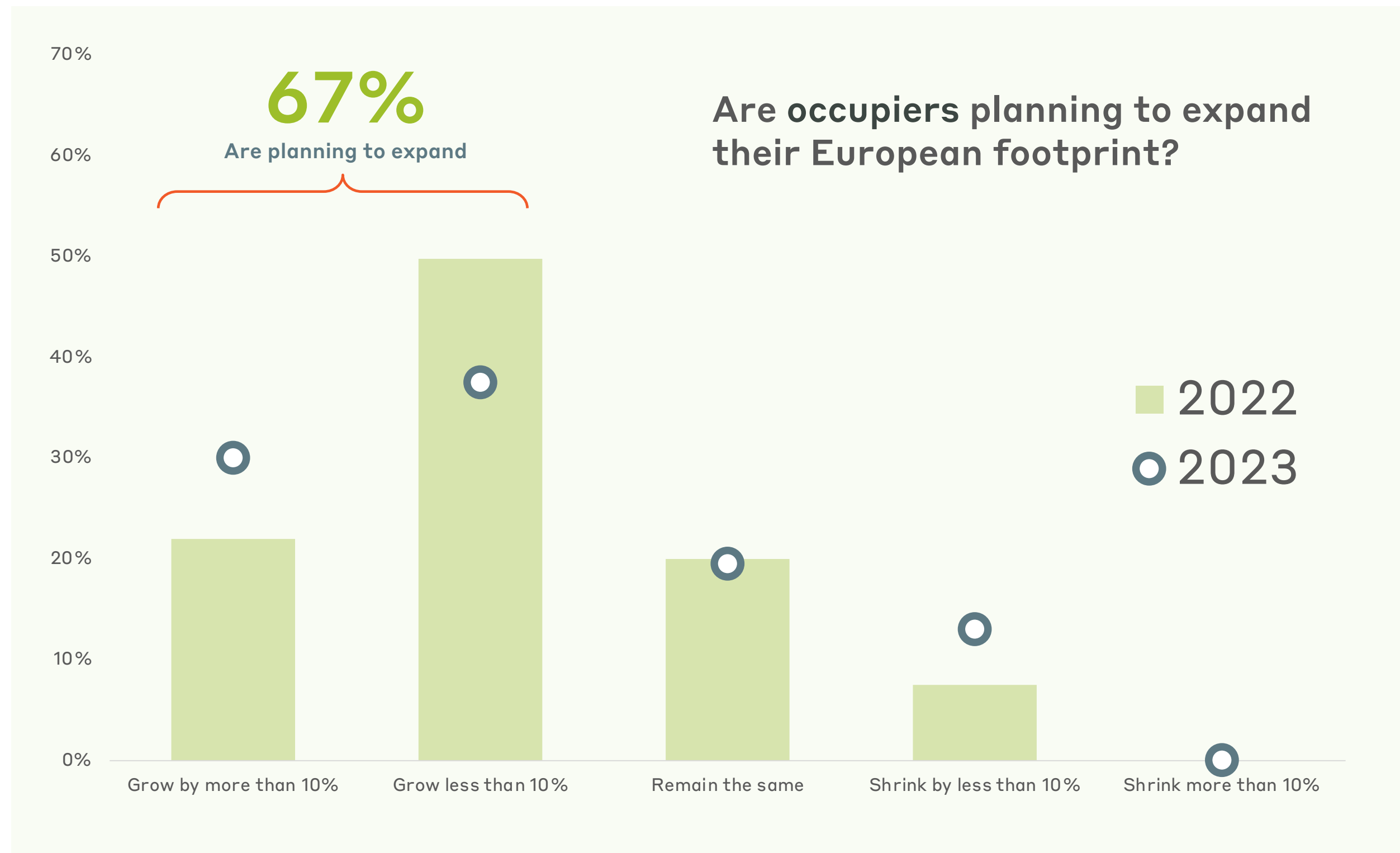
Investing in Asian client relationships



Investing in Asian client relationships



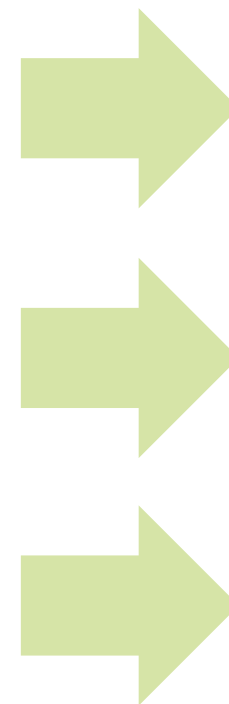
67% of the occupiers are planning to expand their footprint



How CTP is serving the clients' needs

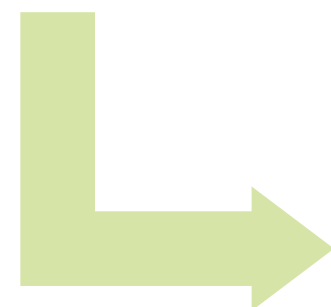
Top 3 Occupier Challenges

1. Cost escalation (energy, labour)
2. Environmental Concerns
3. Labour & skills shortages



CTP Solutions

1. Solar energy production
2. Sustainable building practices
3. Affordable housing, education programmes



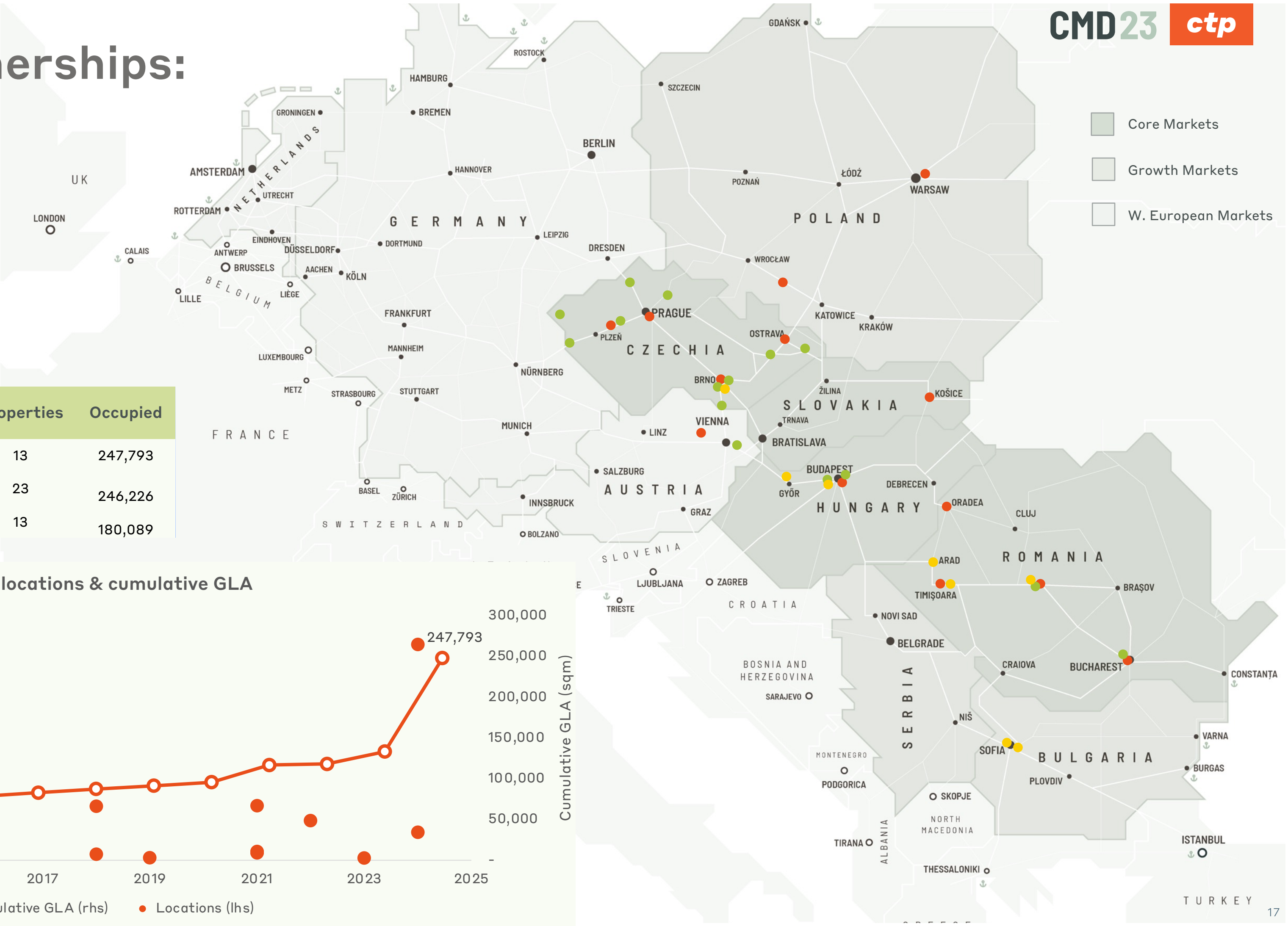
- CTP builds parks with integrated solutions, **creating sustainable and future-proof business ecosystems**, not just buildings
- CTP is a **long-term business partner** for its clients and grows with them

Long-term partnerships: 3PLs

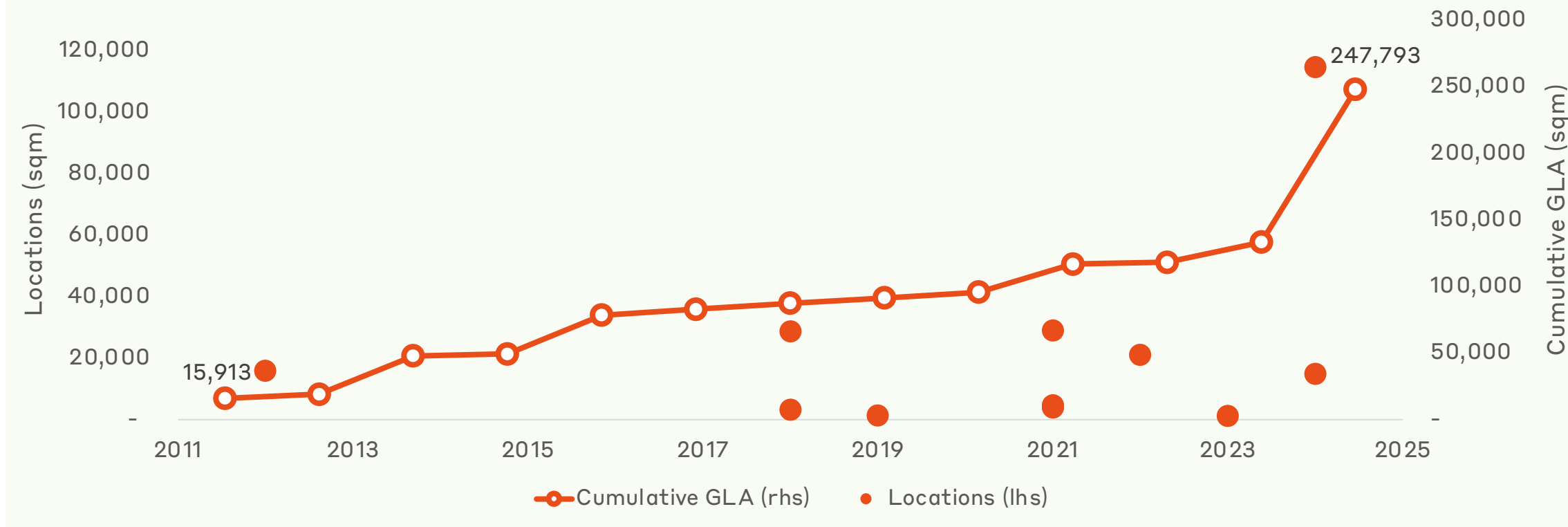
- **Raben**
- **DHL**
- **Quehenberger**
logistics

- Core Markets
- Growth Markets
- W. European Markets

Tenant	Countries	Locations	Properties	Occupied
Raben	6	13	13	247,793
DHL	4	15	23	246,226
Quehenberger	4	8	13	180,089

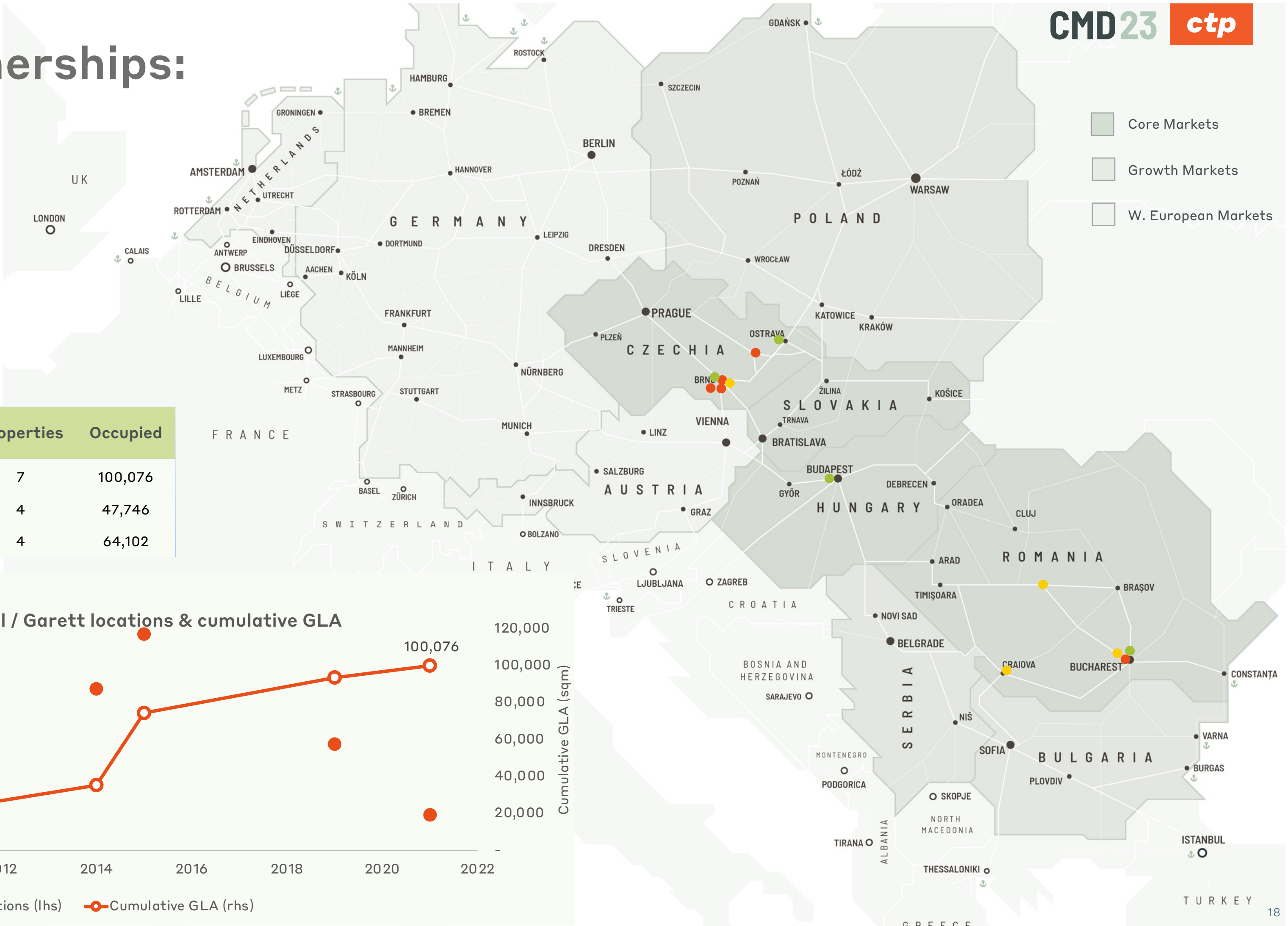


Raben locations & cumulative GLA

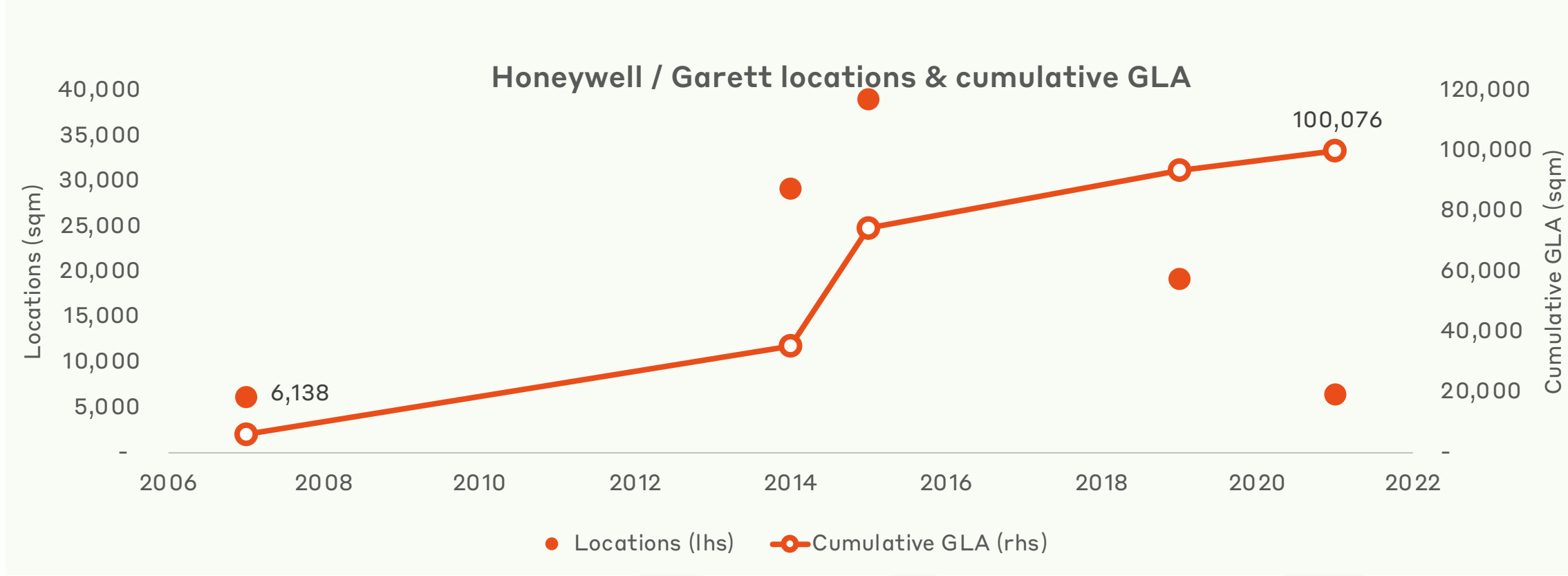


Long-term partnerships: Various sectors

- **Honeywell**
Garrett
ADVANCING MOTION
- **Dr.Max+**
- **rohlik**
group



Tenant	Countries	Locations	Properties	Occupied
Honeywell / Garrett	2	3	7	100,076
Rohlik	3	4	4	47,746
Dr. Max	2	4	4	64,102





Consolidation with Inventec

CURRENTLY

 **Modřice**
323 employees
13,301 sqm
CZ
1 bldg
2004 

 **Brno**
N.R.
11,330 sqm
CZ
1 bldg
2019 

 **Brno**
N.R.
5,276 sqm
CZ
1 bldg
2020 

CONSOLIDATION

 **Blučina**
53,000 sqm
CZ
1 bldg
2024-2039 

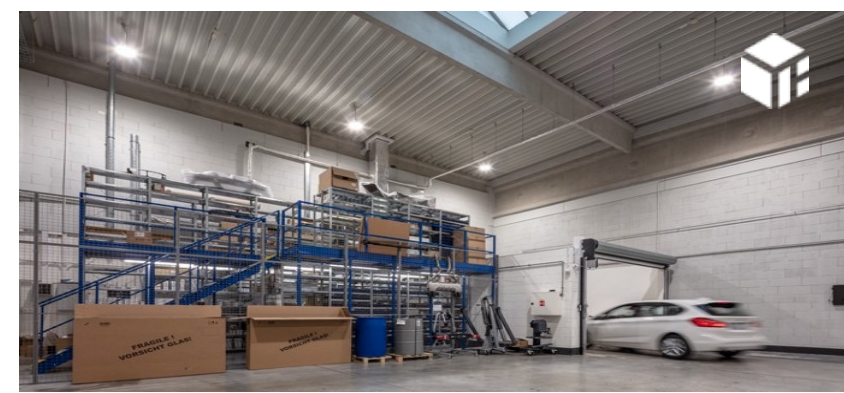


PO NÁVKA



Parks of the future: Ponavka

- Dynamic mixed-use urban business / life-science park
- Light industrial combined with office, affordable housing and retail/amenities
- Adjacent to city centre



Parks of the future: Domeq at Ponavka

- Affordable housing for young professionals, client's expatriate employees and students/interns
- 216 apartments, 98 studios
- Bolstering integration into local communities
- Green areas and exercise areas to blend in existing landscape



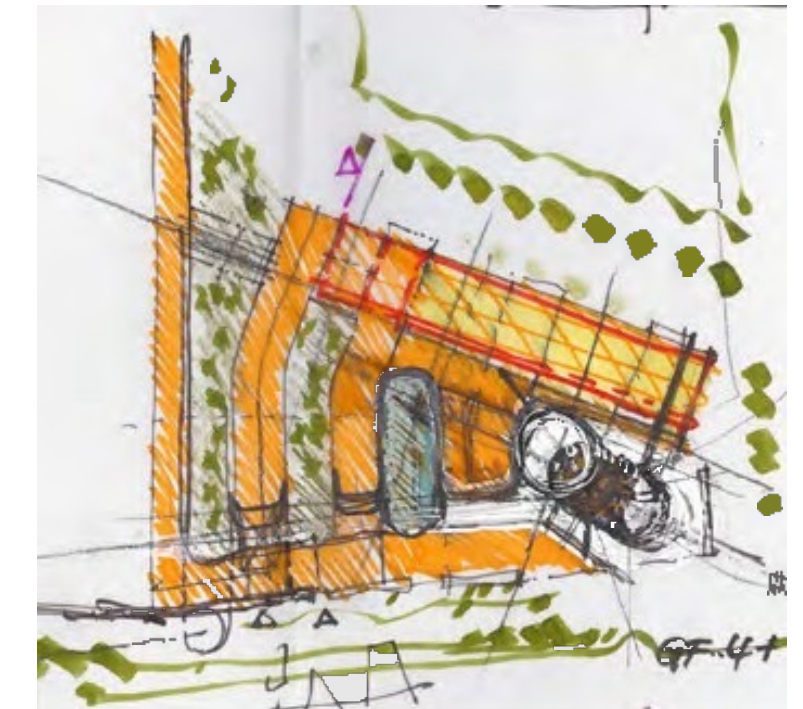
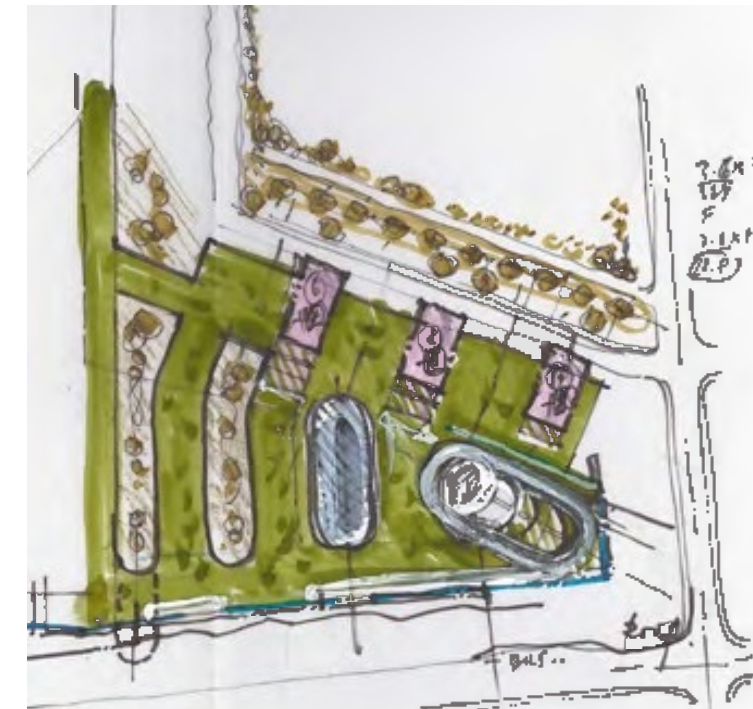
Domeq



Parks of the future: Thermo Fischer Scientific High Tech Campus

Planned Realisation: 2023-2026

- Existing Thermo Fisher Scientific electron microscope fabrication facility together with newly developed production labs, offices and residential units
- Designed for knowledge workers, with modern architecture, low carbon materials and green landscapes



Parks of the future: future innovation hub “Science Technology Park”

Planned Realisation: 2026-2030

- Purpose-built science and technology park adjacent to CTPark Brno
- Realize dynamic, high tech economic zone where universities, local and international business and local city government collaborate



Targets



On track to reach our target

20 | 2x

Organic growth through industry leading YoC



external equity
not required
to reach 20 million
sqm GLA target



PARKMAKERS