

20
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Capital Markets Day
Spielberk, Brno



CMD 23

Expansion into Poland, Continental Europe's 3rd Largest Logistics Market

Bogi Gabrovic

DEPUTY COUNTRY HEAD, POLAND

CTP N.V.

Session presenter



Richard W
GROUP C
As Group
organised
takeover c

expand CTP's core business in its CEE markets. Among his many achievements to date as CFO, he
CEE **Bogi Gabrovic**'s debut green bond issue, guided CTP's IPO process in 2021 and oversaw the

DEPUTY COUNTRY HEAD, POLAND

A seasoned and inspirational team leader, Bogi brings 25+ years' of management experience to her role for Poland, where she is actively developing a strong local team and building CTP's presence in CEE's largest economy.

Short but successful story

- Why CTP in Poland
- CTP winning formula
 - Quality
 - Stability
 - Flexibility
- Opportunity
- Q&A

Meet the Polish team



Bogi Gabrovic
Deputy Country Head



Piotr Flugel
COO & Country
Construction Director



Dominika Duda-Słoma
Finance Director

CTP rapid expansion in Poland



A2 Moodys rating

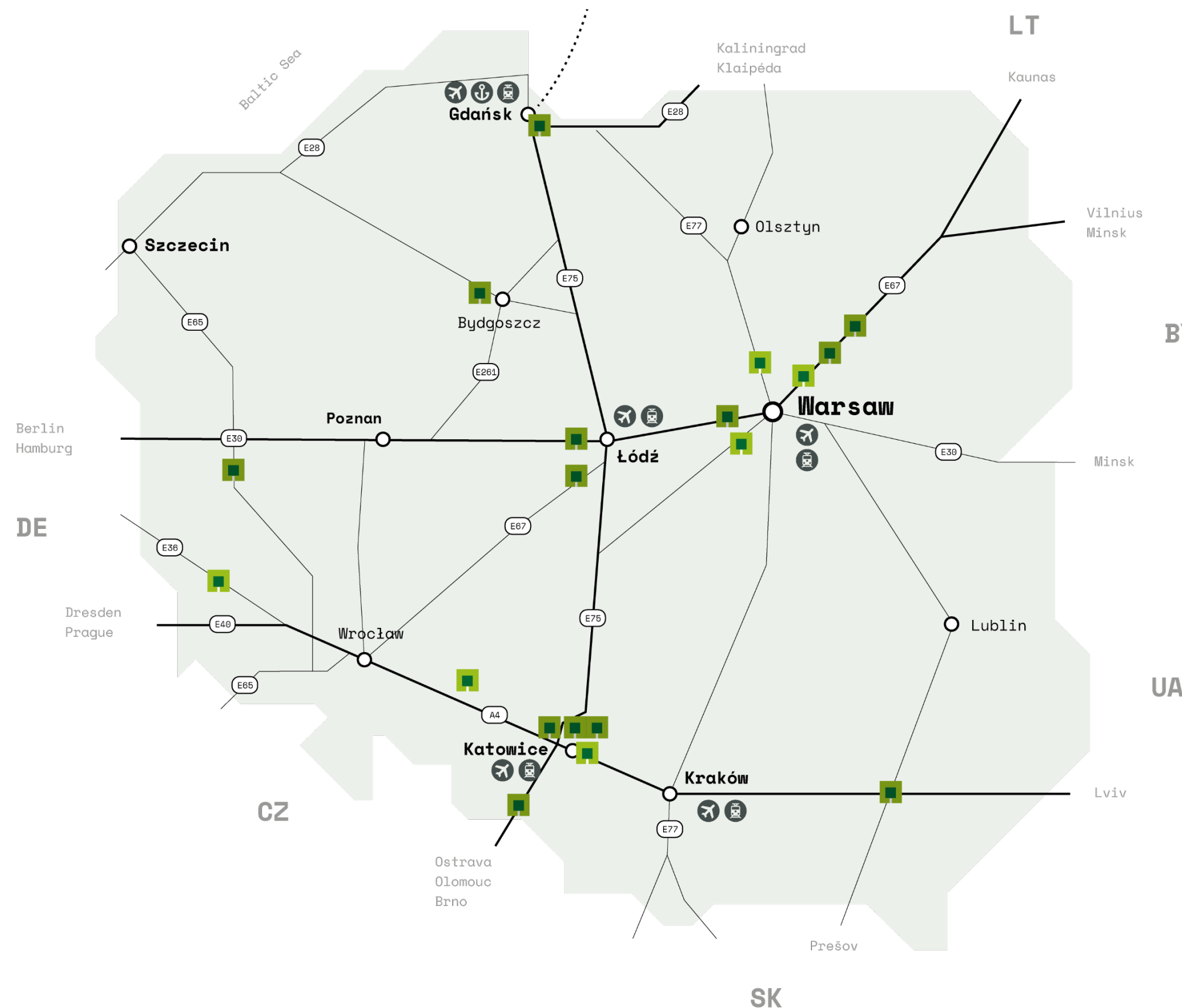
For the last two years we have focused on building our organisation, team, and presence on the Polish market.

Team

→ 87 people

Offices:

- Warsaw
- Poznań
- Katowice



Locations:
13

GLA ('000 sqm)
277

Under Dev. ('000 sqm)
448

Landbank (mil. sqm)
2.8

Portfolio
3%

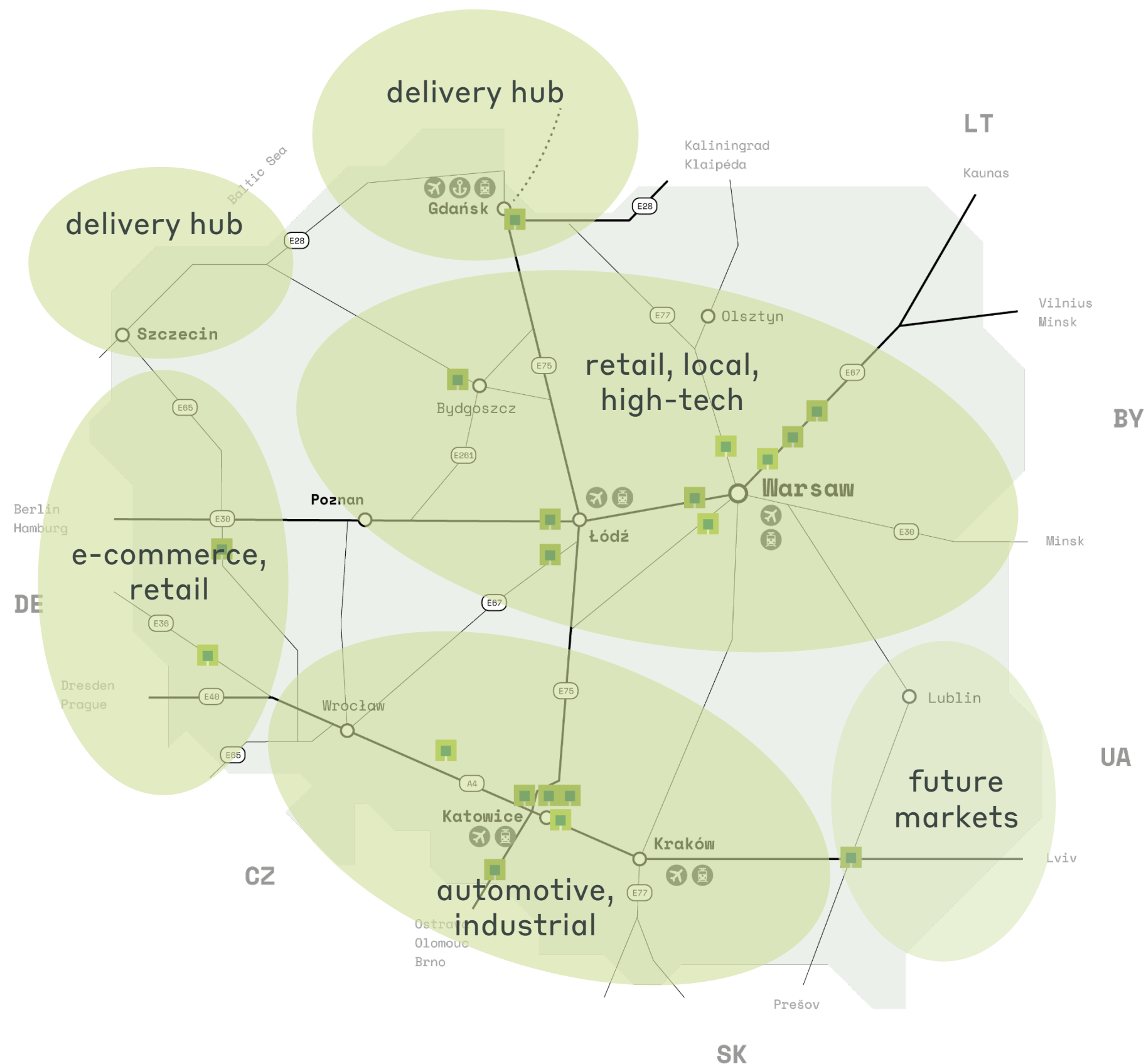
WAULT (years)
6.4

Retention
100%

Next 12 mo revenue
€11 mil.

Poland: CEE's economic powerhouse

Poland industrial hubs



Economic growth

- Poland - the fastest growing economies in Europe (GDP growth CAGR 2008 – 2022: 3.6%, and one of the highest growth expectations for the coming years (expected GDP growth CAGR 2023-2028: 2.6%)

Strategic location in the heart of Europe

- Unparalleled modernization of infrastructure - road and rail transport infrastructure (end of 2023 2,900 km and by 2033 8,000 km more to be constructed with public funds) setting Poland right behind Germany, Finland and UK

Business friendly

- Strong growth of e-commerce penetration (225% increase from 2019 to 2023), and is expected to reach the top 3 (after the UK and The Netherlands) of highest online sales ratio in Europe by 2026 (over 20% of total retail sales)

Skilled and affordable workforce

- Competitive labor rates (€7.7 per hour for transport & warehouse sector), and Poland has one of the highest shares of manufacturing & logistic employment as % total employment in the EU

Proven attractive market

- According to fDi Intelligence for 2022-2023 Silesia ranked among the top 10 European regions in terms of attracting foreign direct investment (FDI) and cost efficiency

Poland is dominated by trader-developers

Winning formula

	Typical trader-developer	CTP
QUALITY	Once the properties are built, they are sold, and other parties take care of property management	We own the properties – quality of construction & comprehensive approach
ECOSYSTEMS	Individual warehouse	We build ecosystems – community type of parks, hand in hand with our tenants
FINANCIAL STABILITY	Low security of execution – harder to get development financing	High security of execution – funds allocated to the project stay available until completion We are financially stable – ensuring deliveries on time, financing building improvements
ESG STANDARDS	Minimum required to deliver class A building today, but not future prove sustainable solution	We build in line with ESG standards – BREEAM certification, 100% LED, smart meters, EV charging infrastructure, heat pumps, best-in-class insulation, rooftop solar energy, grey water usage
FLEXIBILITY	Not much flexibility due GC contracting and lack of long-term ownership approach, rather focus on quick wins, than building long term relation with tenant	We are flexible – able to deliver tailor-made solutions, provide our clients ability to grow, expend, modify and change within our parks, with our care and assistance during entire life circle of the project

Quality & flexibility pay-off

Winning formula

CTP now acts as in-house General Contractor (GC) in PL

→ First project underway in Gdańsk (CTPark Gdańsk Port)

In-house GC provides:

- Quality & material control
- Attention to detail and greater precision
- Attention to park' energy and economic efficiency
- Flexibility on timing of construction process
- Price competitiveness

While an external GC provides:

- Less supervision over construction
- Lower price transparency



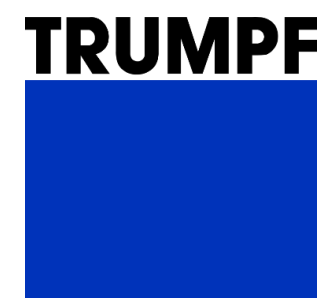
Bringing Clubhaus to CTPark Warsaw West to develop communities



Unique CTP product offering supports leasing efforts

Park community approach made CTP win contract with German high-tech manufacturer of power systems, which are used to produce semiconductor technologies for advanced 3D memory and processors

- GLA: 25,000 sqm
- Lease term: 5 years



Long-term tenant relationships supports leasing efforts

CTP's long lasting client relationships make CTP the go-to business partner to expand across the countries in which CTP is active. Raben has nearly 250,000 sqm of GLA, across 13 CTParks in 6 different countries.

- GLA: 114,000 sqm
- Lease term: 10 years



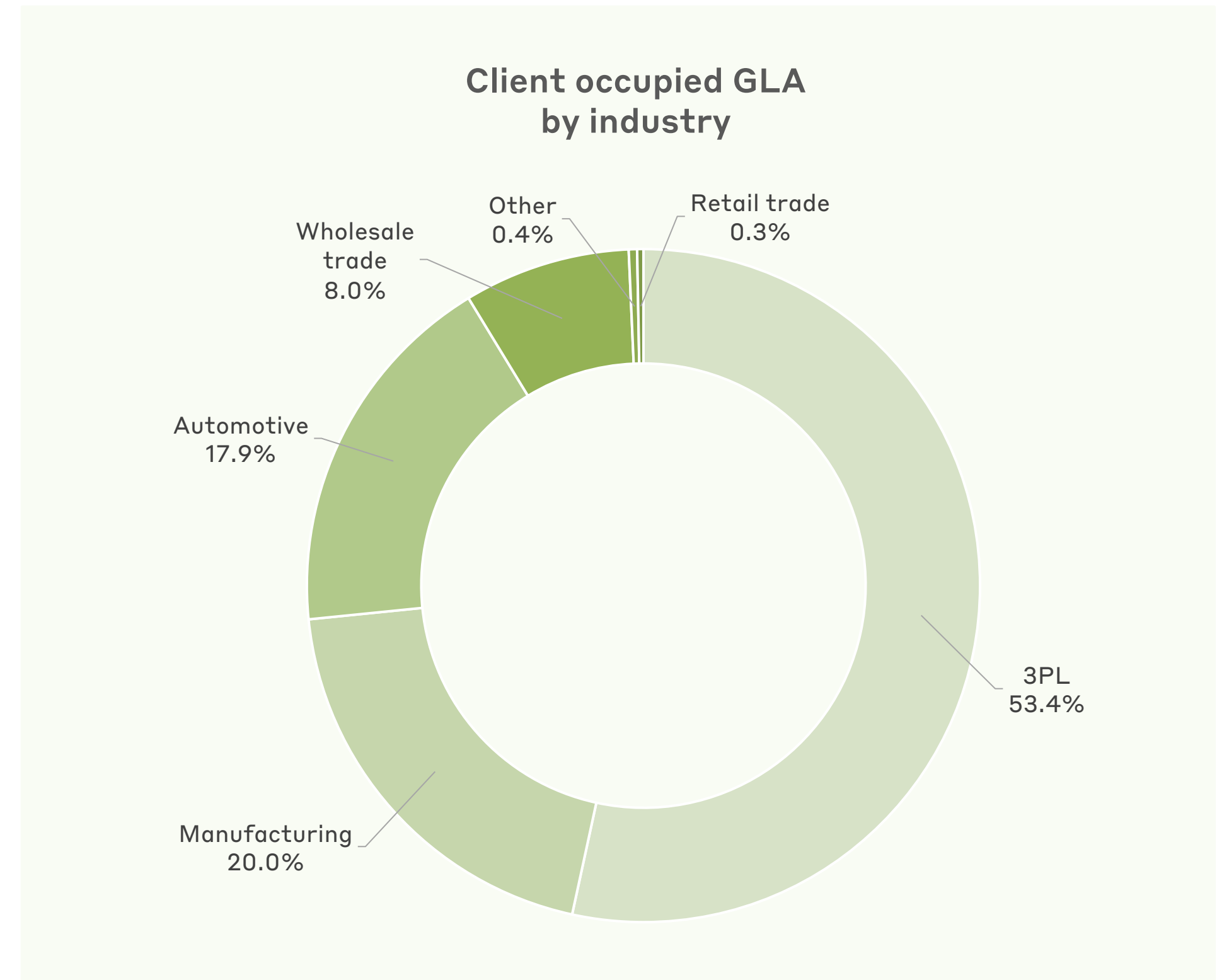
Dynamic growth in leasing

Business development focus:

- Building cooperation with the **Economic Zones**
- Developing cooperation with **Chambers of Commerce & state institutions**
- Targeting **selected sectors** (automotive, logistics, pharma, high-tech, e-commerce, production)
- **German market** – additional business opportunities
- Responding to needs of **CTP international clients**

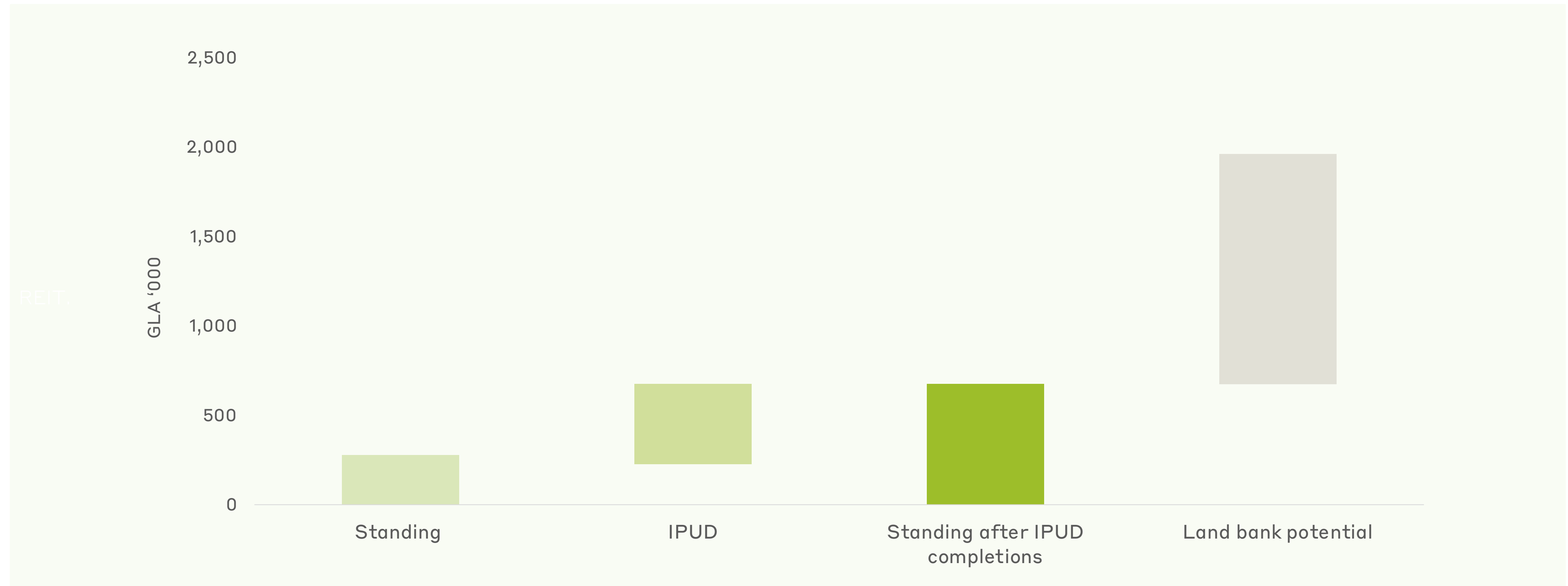


Our tenants represent a robust mix of blue-chip companies across various industries

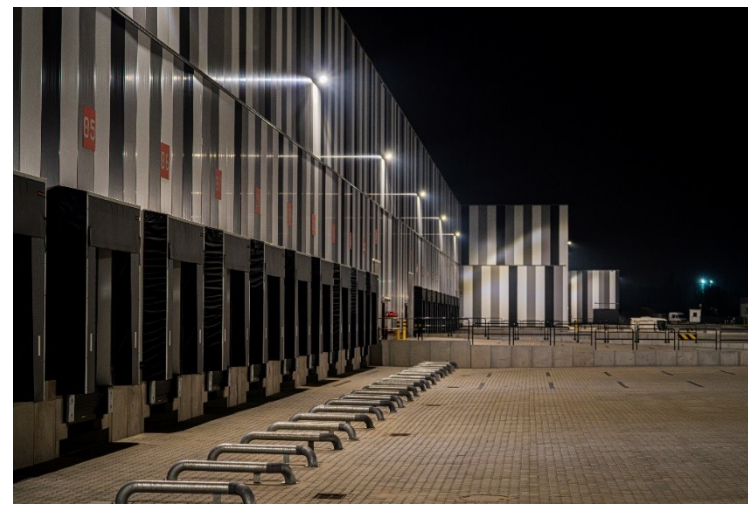
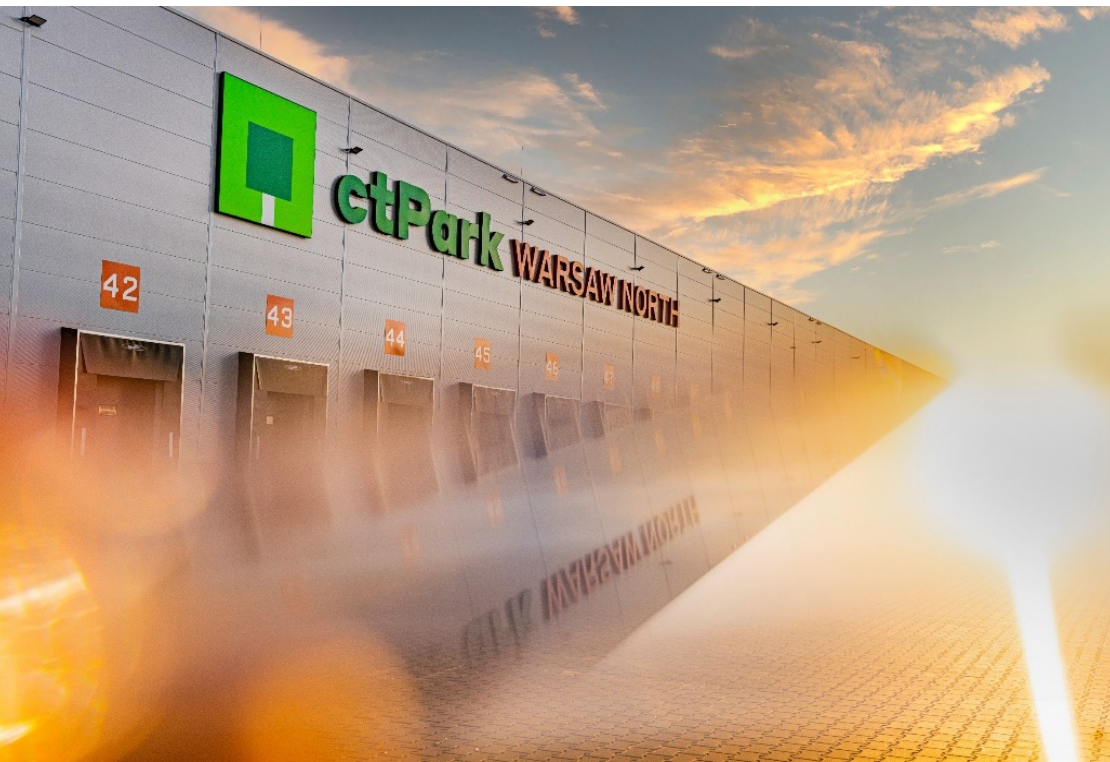


Our GLA potential will enable us to become one of the market leaders

Building cooperation with the Economic Zones



CTParks in Poland





PARKMAKERS