

20  
September  
2023

Capital Markets Day  
Spielberk, Brno



# CMD 23

## Unlocking Potential in the German Portfolio

**Timo Hielscher**

MANAGING DIRECTOR NORTH

**Alexander Hund**

COO & MANAGING DIRECTOR SOUTH

# Session presenters



**Timo Hielscher**  
MANAGING DIRECTOR NORTH

Timo brings 18 years of broad-based real estate experience to CTP's team in Germany. His focus is on the acquisition of new assets and new lease agreements with tenants to support CTP's growth plans in Germany, while ensuring the on-going technical improvement of buildings and parks to CTP's high standards.



**Alex Hund**  
COO & MANAGING DIRECTOR SOUTH

Alex oversees CTP's operations in southern Germany, with a focus on growing our client base and projects. As COO, he's working on building a construction department in Germany to support our growth plans in New Builds and Refurbishments. With his extensive experience in real estate and background in civil engineering and urban planning, Alex brings valuable expertise to the team.

Richard  
GROUP  
As Group CEO, Richard oversees and works constantly to expand CTP's core business in its CEE markets. Among his many achievements to date as CFO, he organised the late refinancing in CEE history, led CTP's debut green bond issue, guided CTP's IPO process in 2021 and oversaw the takeover

# CTP Germany in numbers

1.69 m

GLA (SQM)

+1.2%

H1-2023 vs. FY-2022

86%

Occupancy

89,000

sqm of new leases in H1-2023

€66.1 m

Annualised rental income

+6.4%

H1-2023 vs. FY-2022

€3.26

Avg. rent per sqm

106

Locations

€976 m

GAV / Portfolio Value

+6.1%

H1-2023 vs. FY-2022

3.5 yrs

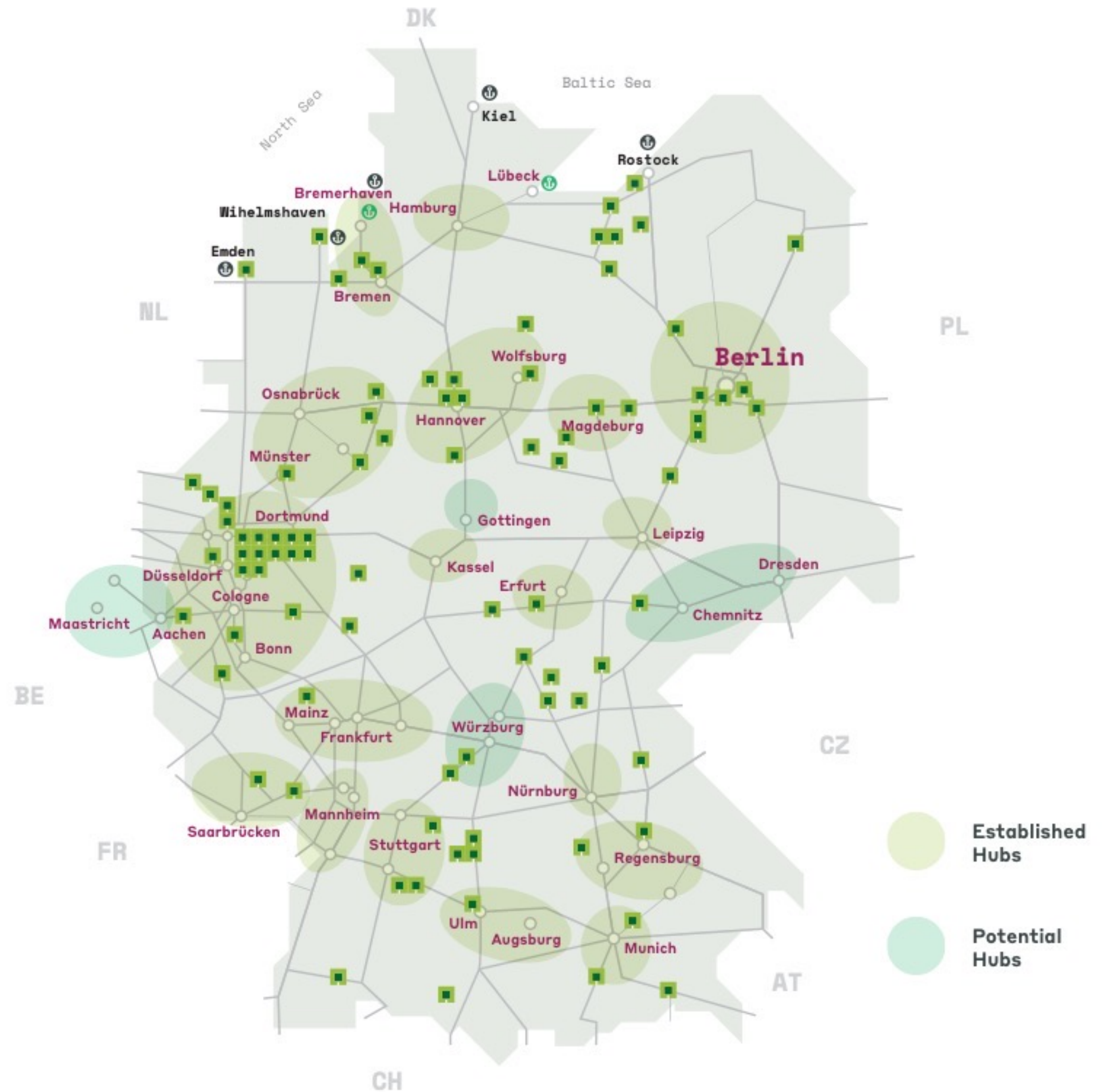
WAULT till break on portfolio basis

57

Employees

# German Portfolio: Logistics and light-indu

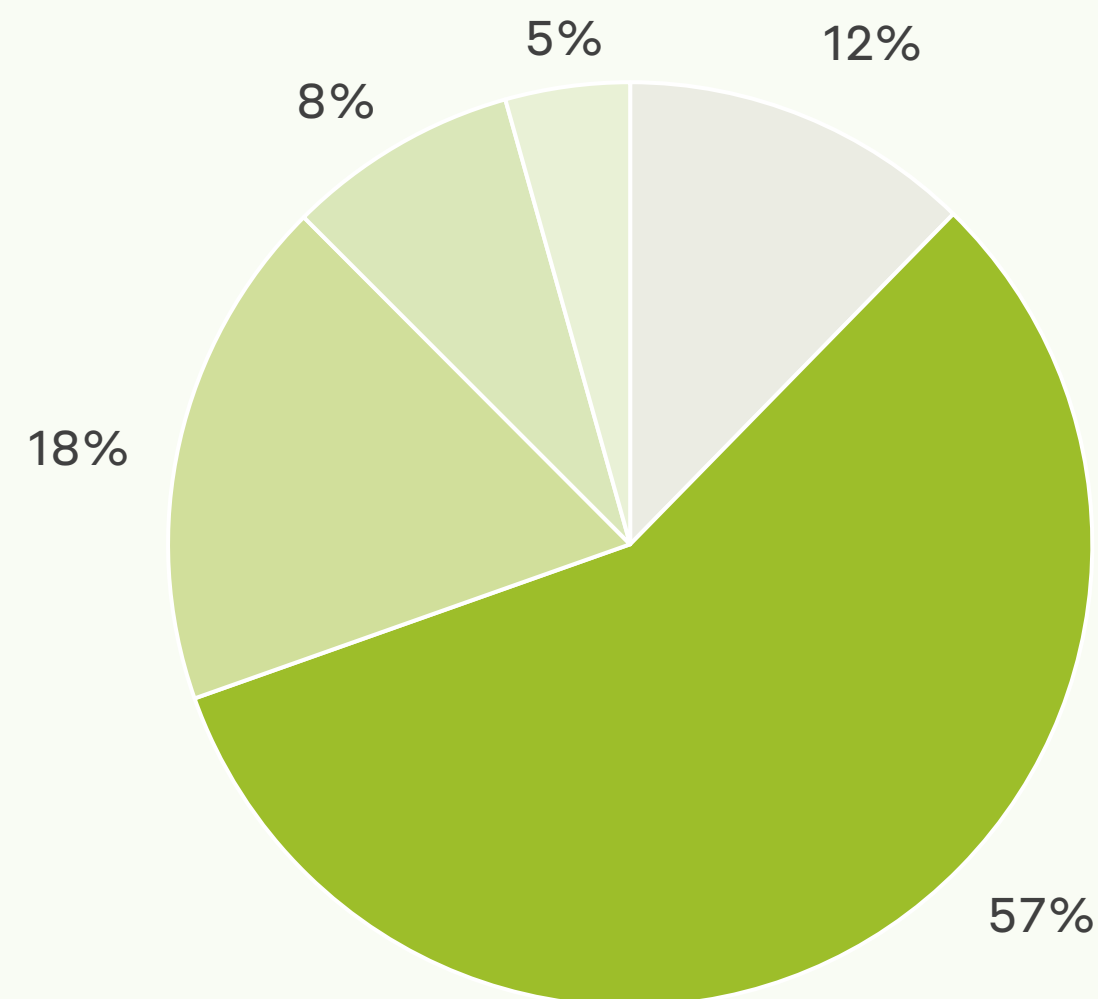
- CTP's assets are located in the log  
light industrial hubs of Germany
- Strong position in North Rhine-We  
Germany's industrial powerhouse





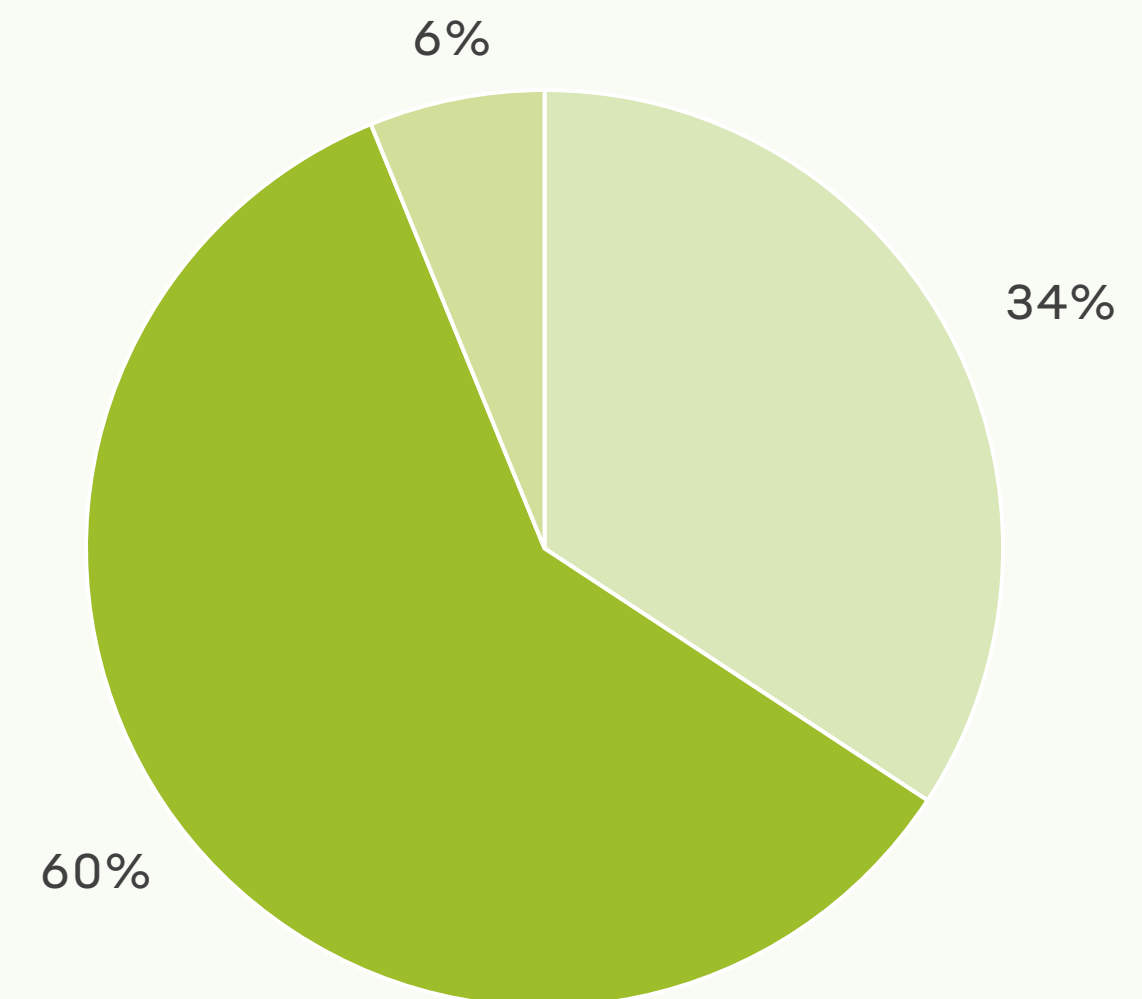
# Diversified tenant base with strong share of manufacturing

Top 20 by industry (in % GLA)



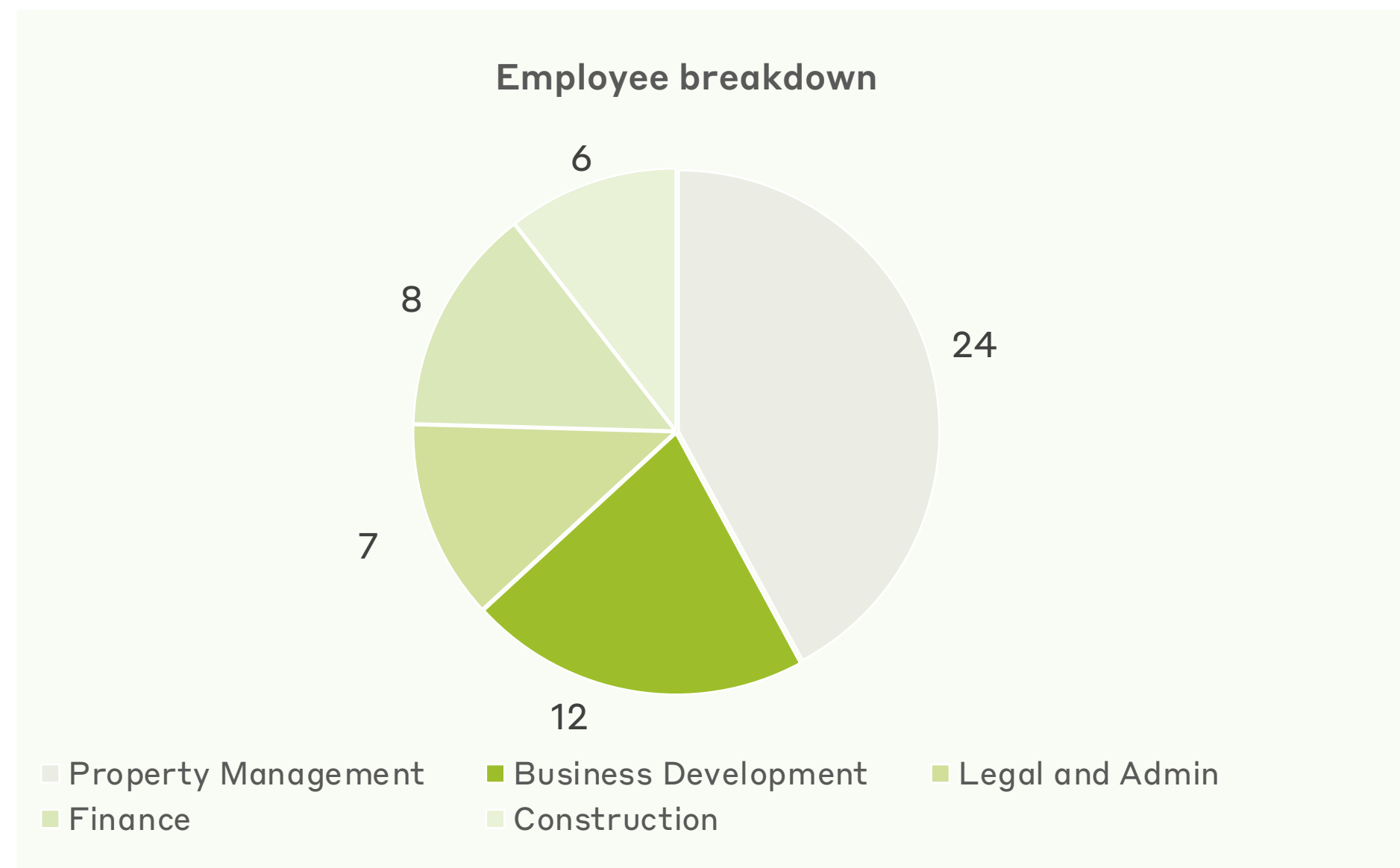
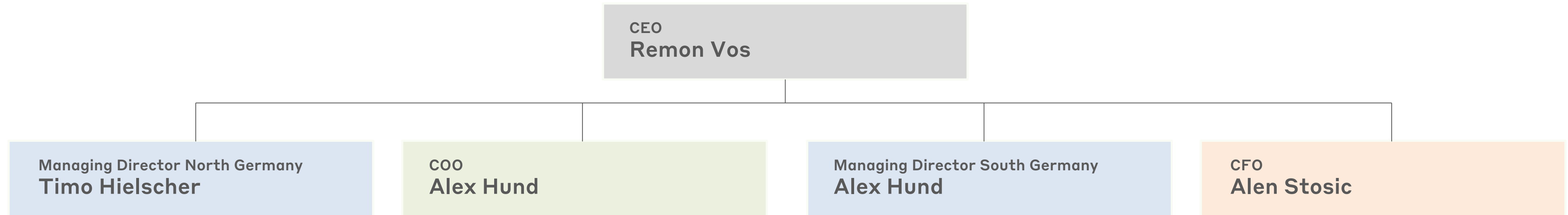
■ Retail Trade ■ Manufacturing ■ Automotive ■ 3PL ■ Services

Portfolio by building size (in % GLA)

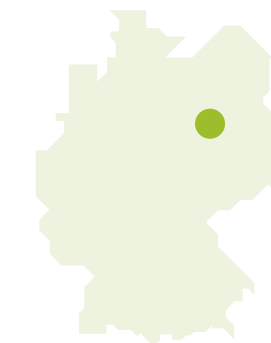


■ <10,000 sqm ■ 10,000 - 40,000 sqm ■ >40,000

# German in-house organisation built up







# Realizing rental uplifts:

Treuenbrietzen – GTMB/GTB

Lettable area

**9,593 sqm**

Prior rental income

**€0.3m**

**€2.62**  
sqm/month

CAPEX

**€0m**

Rental income after prolongation

**€0.5m**

**€4.15**  
sqm/month

Rental uplift

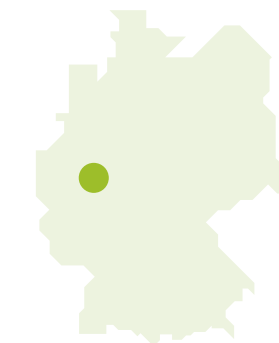
**58%**

Lease duration

**10 yrs**







# Realizing rental uplifts:

Remscheid

Lettable area

10,049 sqm

Prior rental income

€0.5m

€4.12  
sqm/month

CAPEX

€0.1m

Rental income after prolongation

€0.7m

€5.42  
sqm/month

Rental uplift

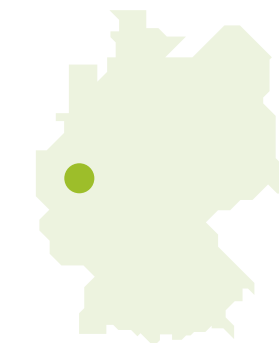
32%

Lease duration

3 yrs







# Accretive acquisitions:

Krefeld

Plot Size (sqm)

**60,771**

Expected yield on costs

**8.3%**

GLA to be developed (sqm)

**15,082**

GLA standing asset (sqm)

**18,092**

In-place rental income

**€0.9m**

**€3.92**

sqm/month

ERV

**€2.4m**

**€5.95**

sqm/month

Acquisition + demolition cost

**€ 14.9m**

**€245**

sqm

Construction cost for new GLA

**€13.2m**

**€875**

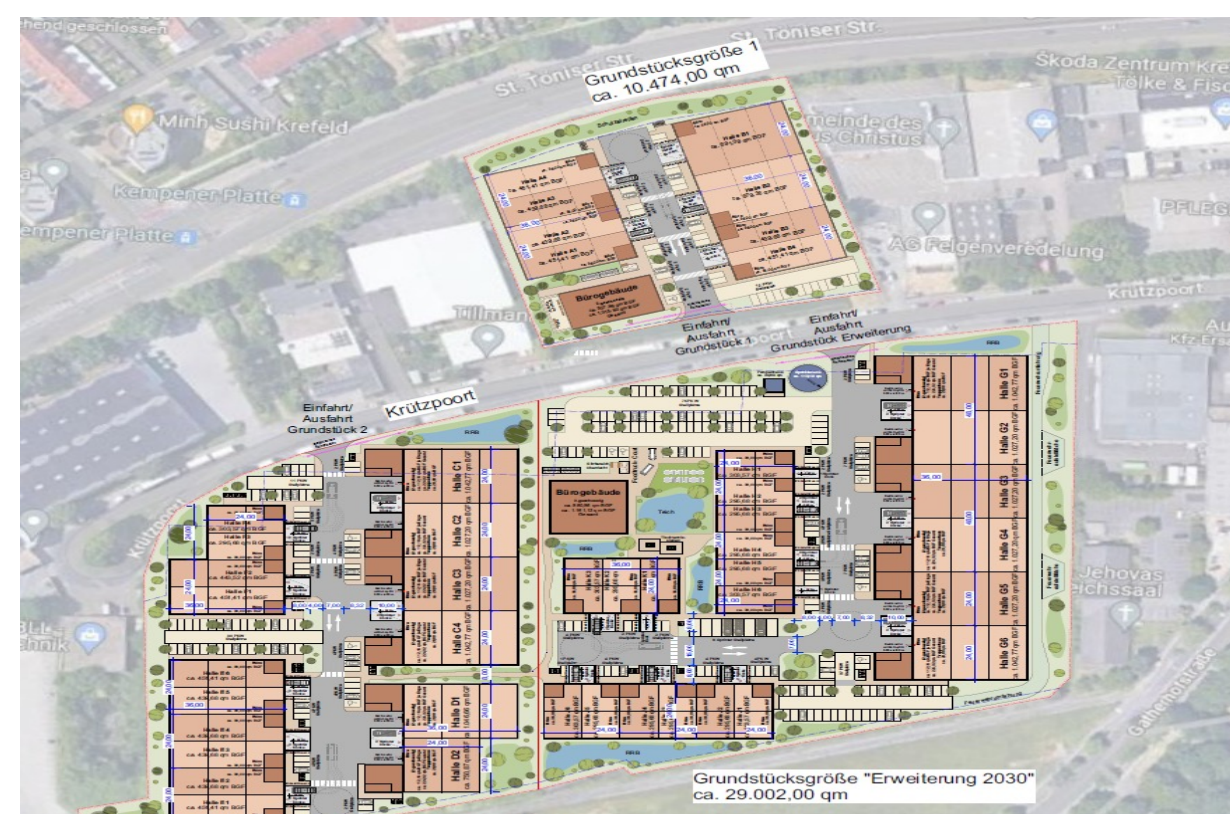
sqm

Total investment costs  
(incl CAPEX standing asset)

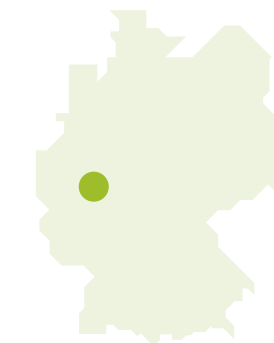
**€28.6m**

**€862**

sqm







# Accretive acquisitions:

Wuppertal

Plot Size (sqm)

**125,358**

Expected yield on costs

**9.3%**

GLA to be developed (sqm)

**32,101**

GLA standing asset (sqm)

**33,624**

ERV

**€5.4m**

**€6.87**  
sqm/month

Acquisition + demolition cost

**€20.4m**

**€163**  
sqm

Construction cost for new GLA

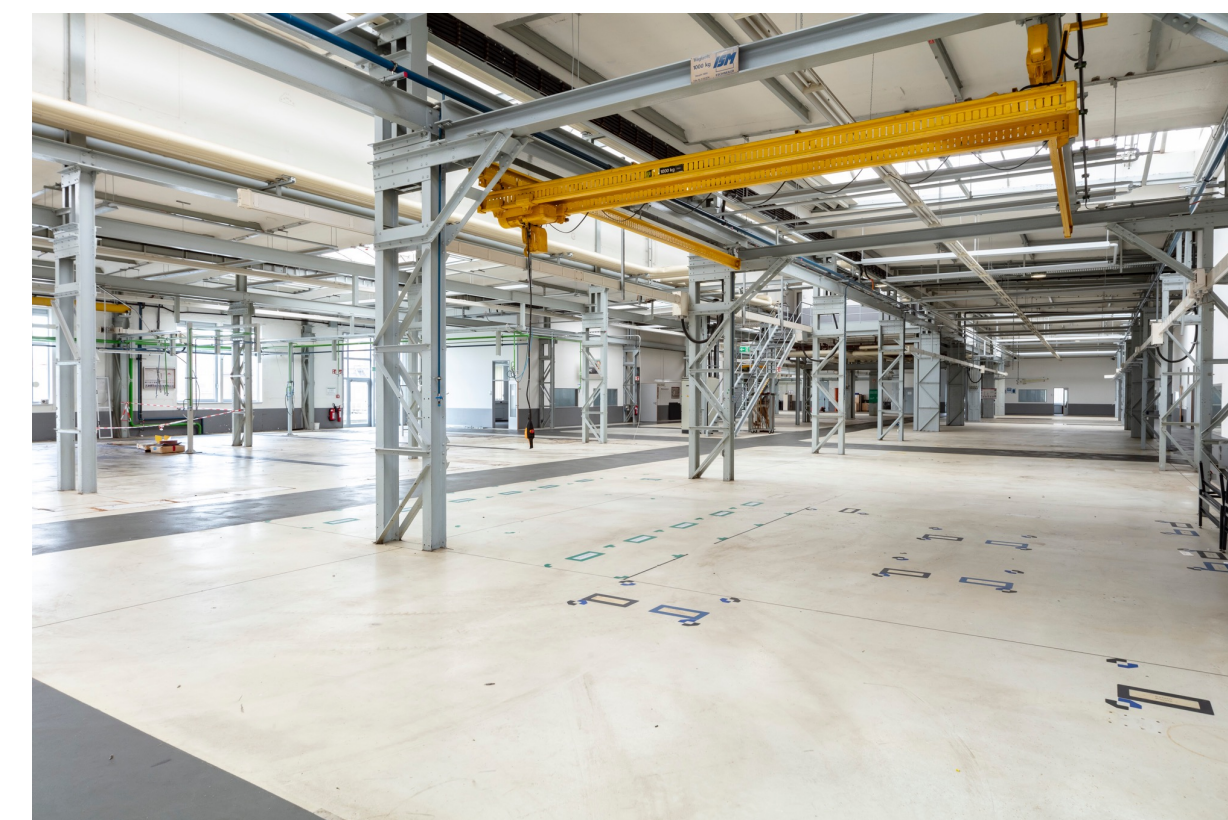
**€31.9m**

**€994**  
sqm

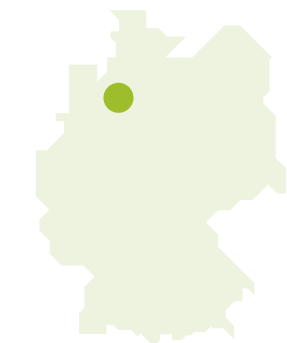
Total investment costs  
(incl CAPEX standing asset)

**€58.3m**

**€887**  
sqm







# Accretive acquisitions:

Rastatt

Plot Size (sqm)

**60,000**

Expected yield on costs

**8.8%**

GLA to be developed (sqm)

**31,500**

GLA standing asset (sqm)

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ERV

**€3.5m**

**€9.25**  
sqm/month

Acquisition + demolition cost

**€14.2m**

**€236**  
sqm

Construction cost for new GLA

**€25.6m**

**€813**  
sqm

Total investment costs  
(incl CAPEX standing asset)

**€39.8m**

**€1,263**  
sqm







# 2023 development starts:

Weiden

Plot Size (sqm)

**83,000**

Expected yield on costs

**9.6%**

GLA (sqm)

**43,000**

Pre-letting

**45%**

Land costs

**€18.5m**

**€223**  
sqm

Construction and refurbishment costs

**€11.7m**

**€272**  
sqm

Total investment costs

**€30.2m**

**€702**  
sqm

ERV

**€2.9m**

**€5.60**  
sqm/month







# 2023 development starts:

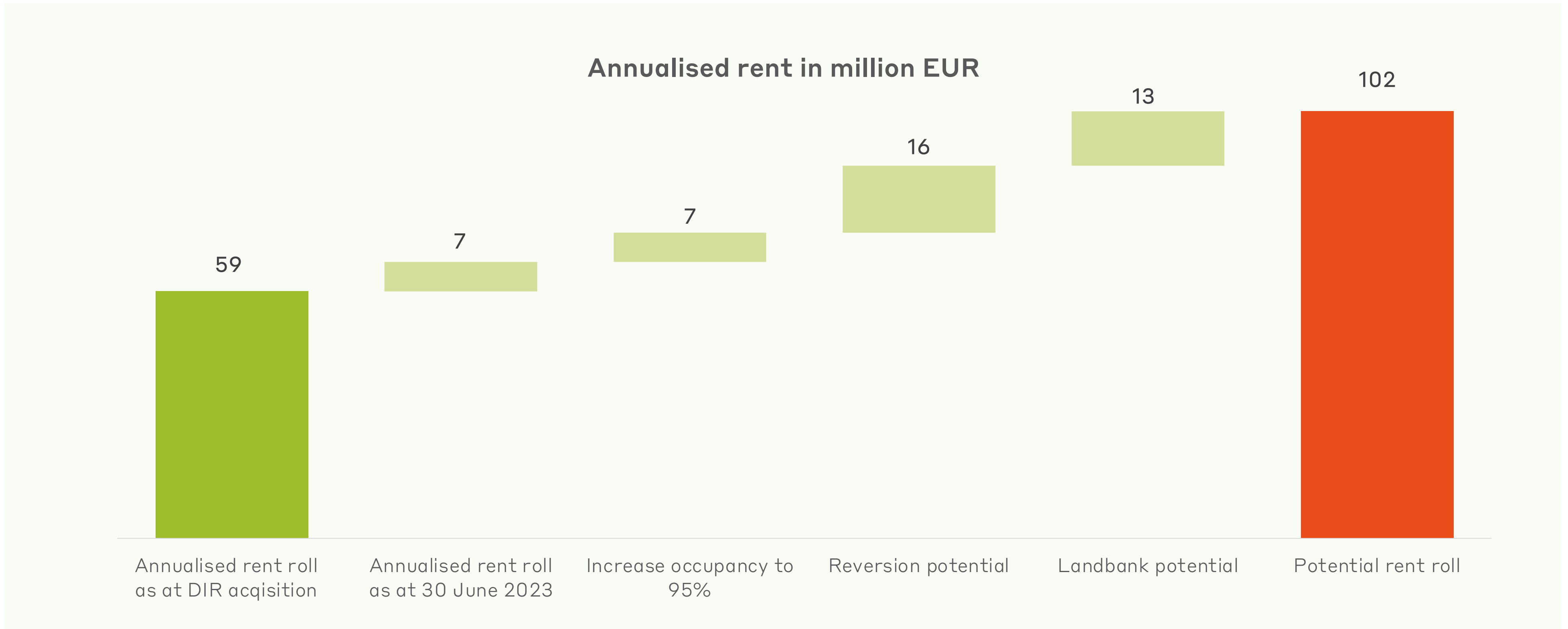
Bremen

Plot Size (sqm)	Expected yield on costs
<b>59,659</b>	<b>7.4%</b>
GLA (sqm)	GLA standing asset (sqm)
<b>32,400</b>	---
Land costs	
<b>€15.4m</b>	<b>€258</b> sqm
Construction costs	
<b>€27.7m</b>	<b>€855</b> sqm
Total investment costs	
<b>€43.1m</b>	<b>€1,330</b> sqm
ERV	
<b>€3.2m</b>	<b>€8.20</b> sqm/month





# Rent roll potential CTP Germany





PARKMAKERS