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by  
CTP.

**CMD 23**

# Introduction to the Energy Business Unit

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GROUP COO

CTP N.V.

# Session presenter



**Peter Čerešník**  
GROUP COO

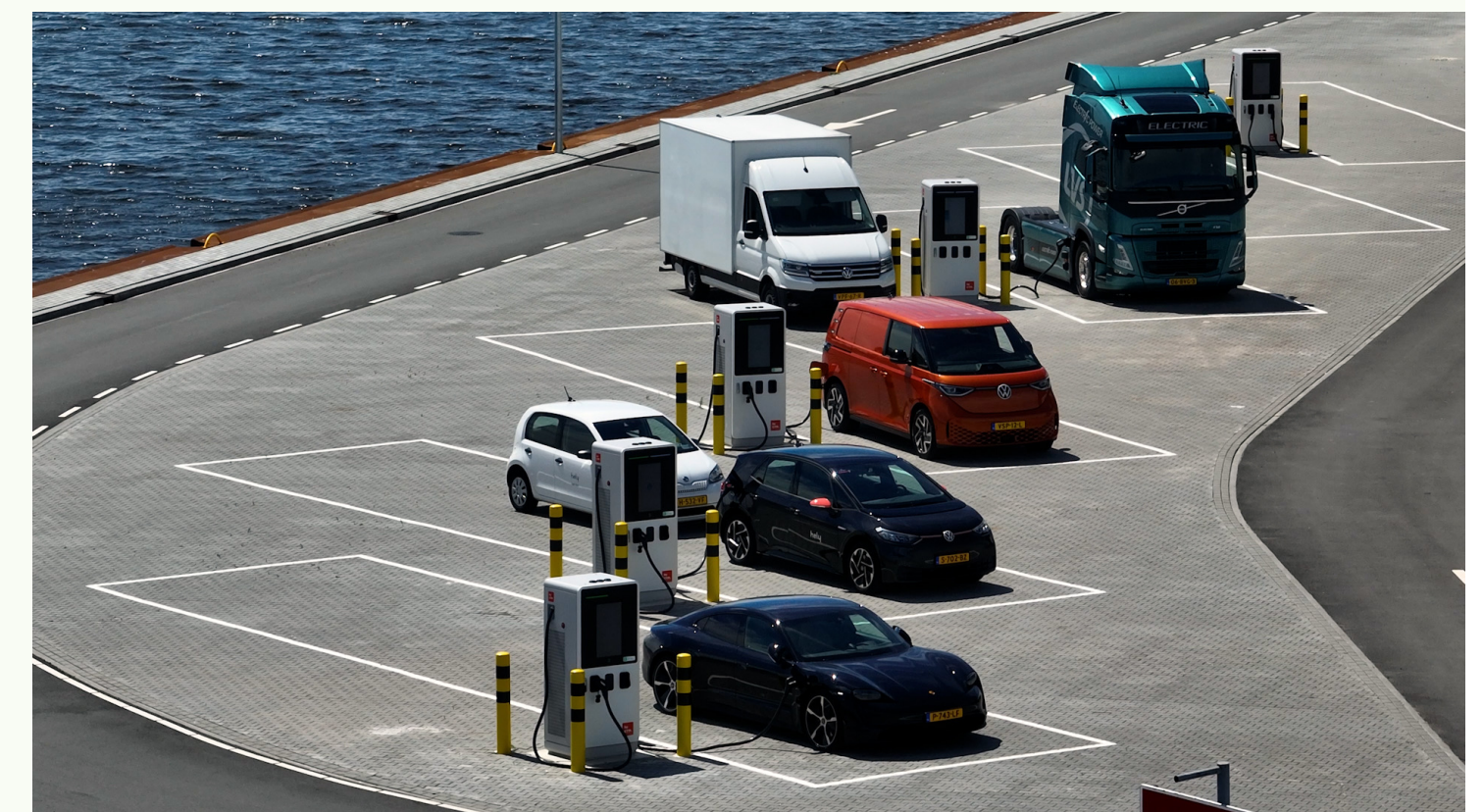
Peter has extensive management experience in real estate and other industries. As Group COO his responsibilities include management and oversight of CTP's leasing and marketing activities and new development projects, the expansion of its energy business, and the further development and organisation of the HR function within the company.

REIT.



# Why do we believe in energy business at CTP

- Long term business opportunity growing with our core business
- Expected returns at 15%+ YoC
- 3<sup>rd</sup> leg of CTP business
- ESG contribution to strategies of our clients and CTP





# Energy business unit

## Current activities



### ENERGY PRODUCTION

- On-site production and consumption by tenant
- Focus on solar today
- Wind and other alternatives in future

### ENERGY MANAGEMENT

- Analyze and manage building consumption
- Basic metering needed to operate solar power plants
- Additional business opportunity in SaaS – detailed analysis, benchmarks, energy reduction measures

## Future activities



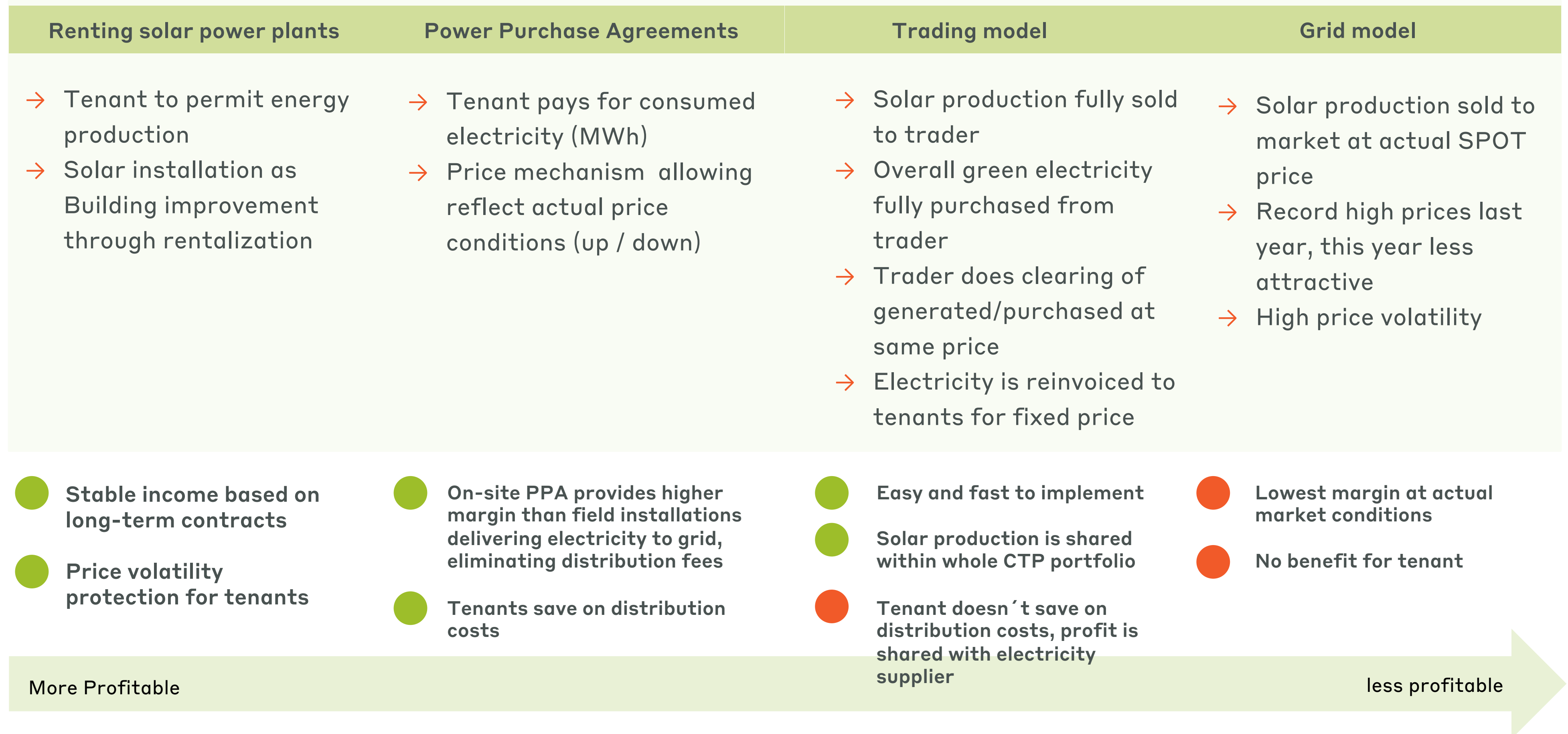
### CHARGING STATIONS

- Electrifying tenants' fleet – cars and trucks
- Third party charging hubs – benefiting from CTPark locations
- Business models:
  - Lease
  - Public charging, kWh / minutes payments

### ENERGY STORAGE

- Optimize day/night consumption
- Better grid capacity utilization
- Opportunity for grid balancing
- Backup function

# Solar business models



# Evidence of tenants' requirements

Tenant: GXO



ESG policy tenant:

- 50% renewable global energy by 2030
- 100% carbon neutral by 2040

Specific request during leasing process:

- Commitment for 100% renewable energy

Solution offered:

- ✓ 4.1 MWp solar installation in CTPark Bor with on-site production and consumption, 100% of yearly consumption covered by locally produced electricity, balance of electricity consumption supplied with green certificate

# Evidence of tenants' requirements

Tenant: GXO



ESG policy tenant:

→ 100 % electric cars by 2026

Specific request during leasing process:

→ charging stations for electric car

Solution offered:

✓ Installation of slow chargers in Spielberk office at all parking lots with dedicated Charge Point Operator



# Focus on offering integrated solutions



**Most sustainable logistic park in Europe:  
CTPark Amsterdam City**

- 120,000 sqm of warehouse GLA
- BREEAM excellent and A+++++ energy certificate
- 5.7 MWp of solar PV + 6 windmills
- EV charging points: 200 AC (slow charging), 8 DC (fast charging)
- 1.5 MWh battery storage
- Real time Energy Management System



**Most sustainable logistic park in Czech:  
CTPark Prague North**

- 93,000 sqm of warehouse GLA
- BREEAM outstanding
- Up to 6 MWp of solar PV
- EV charging points
- Heat pumps for office area



# Financial simulation

## Cost per MWp

Panels:	€180,000
Inverters	€30,000
Installation:	€430,000
Roof improvement (if any):	€50,000
Connection cost, incl. planning + soft costs	€60,000

**Total cost: €750,000\***

## Income per MWp

### CTP value proposition

Assuming €750,000 / MWp, to generate a targeted YoC of 15% at €112.5 MWh

**CTP charges €112.5 per MWh**

**Vs. actual market prices**, where the end users bill typically consists of:

1. Commodity: ~€120-€130 MWh (CAL-24, EEX Power Exchange)
2. Distribution and other regulated costs: ~€20 MWh (Mid Voltage)
3. Green certificates: up to €10 MWh

**Total: ~€150 - €180 MWh**

**15% YoC**

\* Usual turn-key market price €800k to €1M per MWp

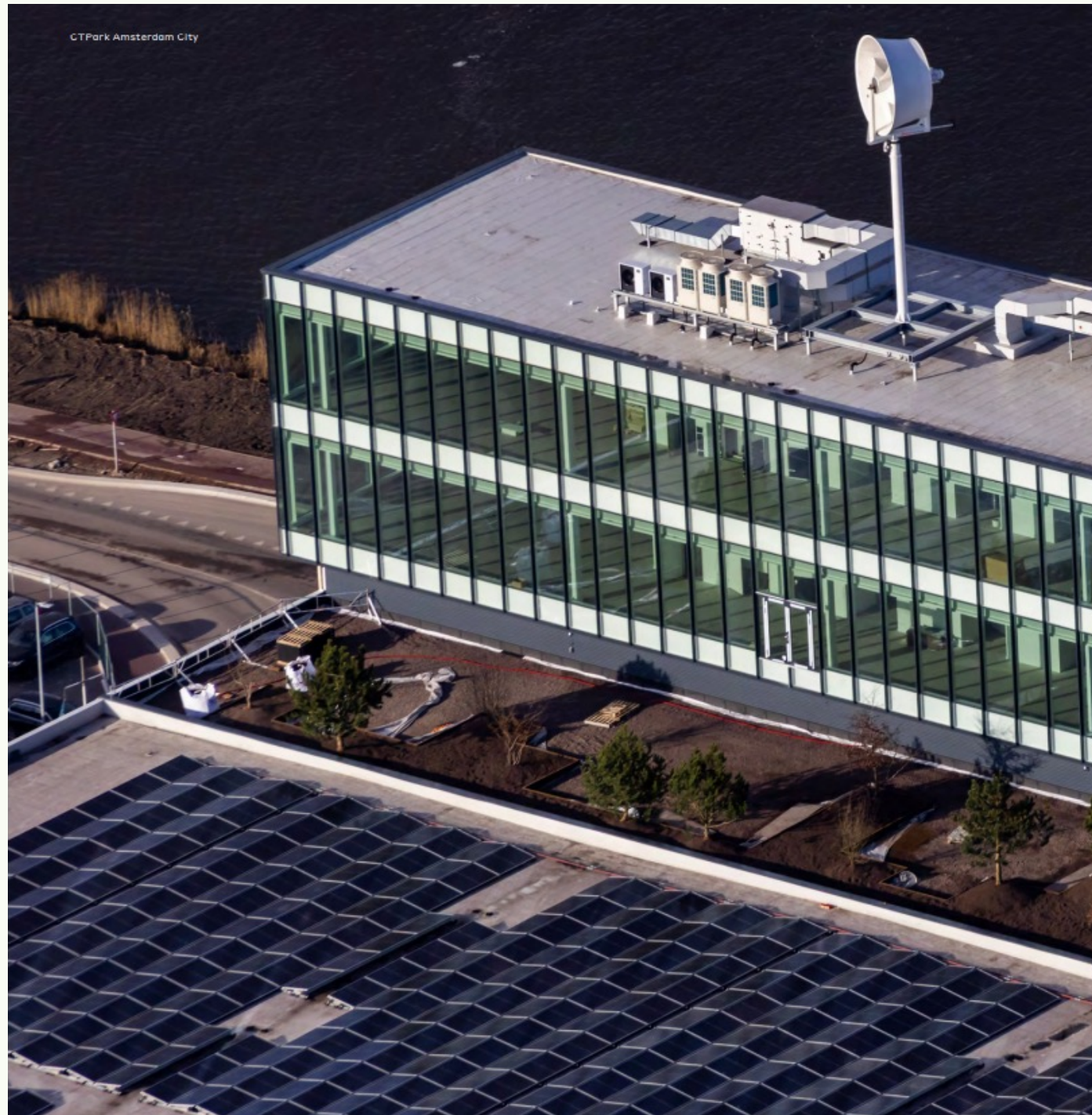
# Roll-out plan 2026



→ Income follows 1 year after installation, as installation takes place in Q2 / Q3, which are as well the period with the highest kwh generation



# Nearly 1 GWp potential by end of the decade



20 mil sqm  
Portfolio

20,000 sqm  
per MWp

**=**  $\approx$  1 000 MWp

Potential  
(around 1,000 MWh per MWp)

## Income potential scenarios:

€120  
per MWh

**€120 mil**

€140  
per MWh

**€140 mil**

€160  
per MWh

**€160 mil**



**PARKMAKERS**