
ctp **CMD 24**

25-26
SEPTEMBER
2024

ctp.eu

Capital Markets Day
Bucharest & Belgrade

Peter Čerešník, COO

The CTP Parkmaker Business Model Underpins Long-term Success



Peter Čerešník, Group COO

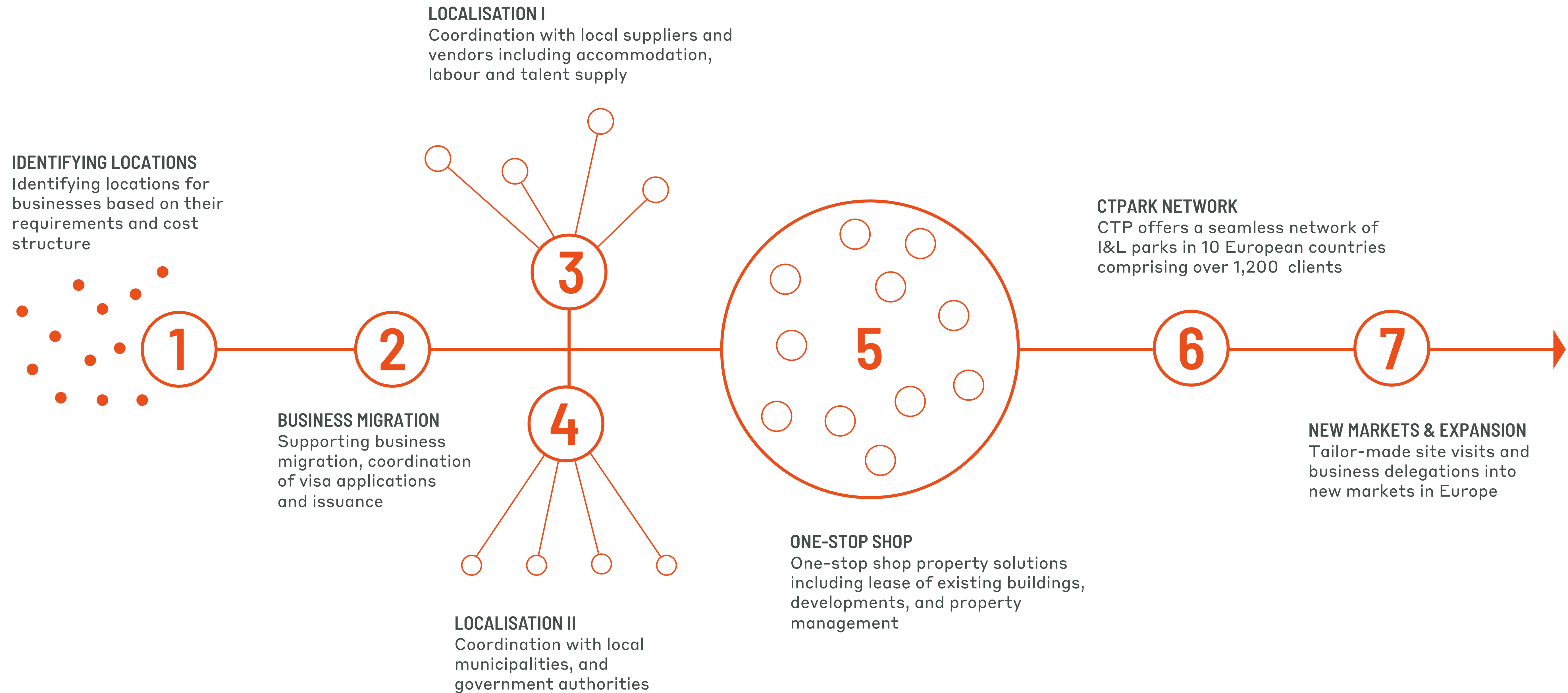
Peter has extensive management experience in real estate and other industries. As Group COO his responsibilities include management and oversight of CTP's leasing and marketing activities and new development projects, the expansion of its energy business, and the further development and organisation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

CTPark Model: It's what makes us unique

→ CTP's build-to-own, 'Parkmaker' business model creates stable business ecosystems mixing various industries and company sizes, including local and internationals, enabling long-term growth for resident businesses, and local economic growth



We provide a full “landing-service” for our new clients





Park / facility managers



On-site facility managers are key to day-to-day communication with our clients, fostering deeper understanding of client needs and improving long-term relationships.



Community engagement



CTP hires special community managers to build relationships with local schools, universities, charities to develop projects connecting local communities with park residents, through education, support and environmental projects. Community managers also develop in-park events such as sports, blood drives, etc which deepen client-to-client relationships and fosters a strong park community



Public spaces & landscaping



To make our workplaces more comfortable, CTP goes the extra mile in terms of design and layout of our common spaces and outdoor green areas.



Public transport & shuttle buses



CTParks are connected to local towns and cities, with on-site public transportation.



Sports facilities & bike paths



Our large parks are master planned, incorporating best practices for the safety of pedestrians and bikers, with clean, well marked bike and pedestrian paths, which also serve to support healthier lifestyles and bike-to-work commuting.

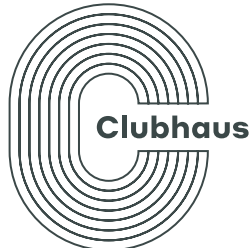


Affordable accommodation



Where the need arises, CTP develops affordable housing solutions for both seasonal workers in our parks or for young professionals who are just starting their careers.

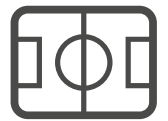
CTP's Clubhaus is the center of the park community



To support the Company's efforts to embed its parks into the communities where it operates, CTP has introduced the Clubhaus mixed-use development concept to select park locations. Clubhaus offers space for meetings, educational activities, social gatherings, medical services, a cafeteria, convenience store and canteen as well as outdoor facilities and can be used free of charge by the park community.



AROUND THE NETWORK



Fitness & recreation



Education & training



Restaurants & amenities



Medical care on site



CTPark Bucharest West

RO



CTPark Sofia

BG



CTPark Bor

CZ



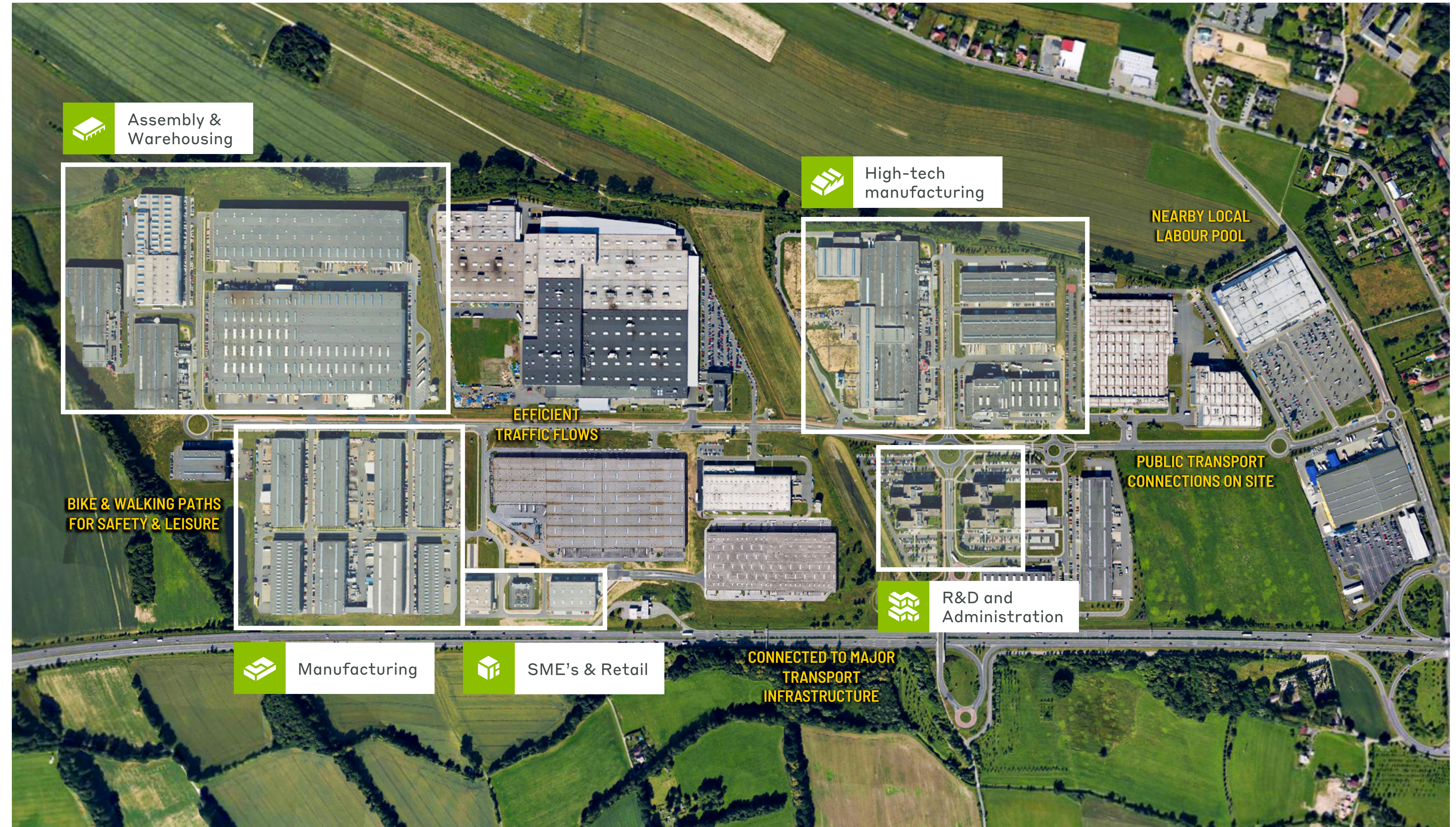
CTPark Budapest West

HU

- Multi-phased development
- Permitted with utility infrastructure allows scaled growth
- Integrated with local cities
- On-site amenities
- Connected to European transport links
- Landbank for client growth/expansion with nearly 90% of our landbank located either in an existing park or in a new park with potential to develop over 100,000 sqm of GLA

Zones:

	ctSpace
	ctBox
	ctFlex
	ctFit
	ctLab



- As long-term owner delivering CTP has a vested interest in building **to higher quality building specifications** allowing us to easily upgrade/repurpose as tenants requirements change
- CTP **'Future proofs'** our buildings by designing them to be adapted to unforeseen technologies and uses, ensuring future income streams while maintaining a low environmental impact
- This is illustrated by the older CTP-built buildings which keep to have **low maintenance requirements** and can be upgraded with solar – as buildings are designed for this



Cost-saving & high quality standards

- 5t/m2 floor loading
- 12 m clear height
- Above standard thermal facades panels, 120 min fire retardant
- HVAC SYSTEMS with heat recovery with over 67% efficiency
- ESFR sprinkler systems throughout halls

- Smart landscaping, water retention technology, and solar-energy solutions ensure **low environmental impact** and a workplace where employees can thrive, while **lowering overall cost of occupancy for tenants**
- Materials are carefully selected to **minimize maintenance costs**
- All buildings built to achieve **at least BREEAM Very Good and EPC B** (57% of new BREEAM certificates in 2023 were Excellent or Outstanding; and 97% of the new EPC certificates were A or B)
- ISO 14001 certified



- Roll-out of solar continues:
115 MWp installed (57 MWp operational)
- **15% YoC**
- Installed roof capacity matched with usage in the building – as delivering back to the grid is economically not attractive
- Regulation changes needed, European legislation promising
- Over time integration of energy storage units when prices of batteries come down – like in CTPark Amsterdam City





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