

UP NOW

**ctp**



PRESENTATION

# PLATFORM FOR GROWTH

REMON VOS  
CEO

**CMO**  
.....  
**25**

Capital Markets Day  
Wuppertal, DE

**WED 24 SEPTEMBER**





**Remon Vos**  
CEO



**Richard Wilkinson**  
Group CFO



**Maarten Otte**  
Head of Investor Relations  
and Capital Markets



Operator



**€1 billion**  
annualised rental income  
by 2027

Developer



26.1 million sqm of land  
with potential  
development profit of  
**> €5 billion**

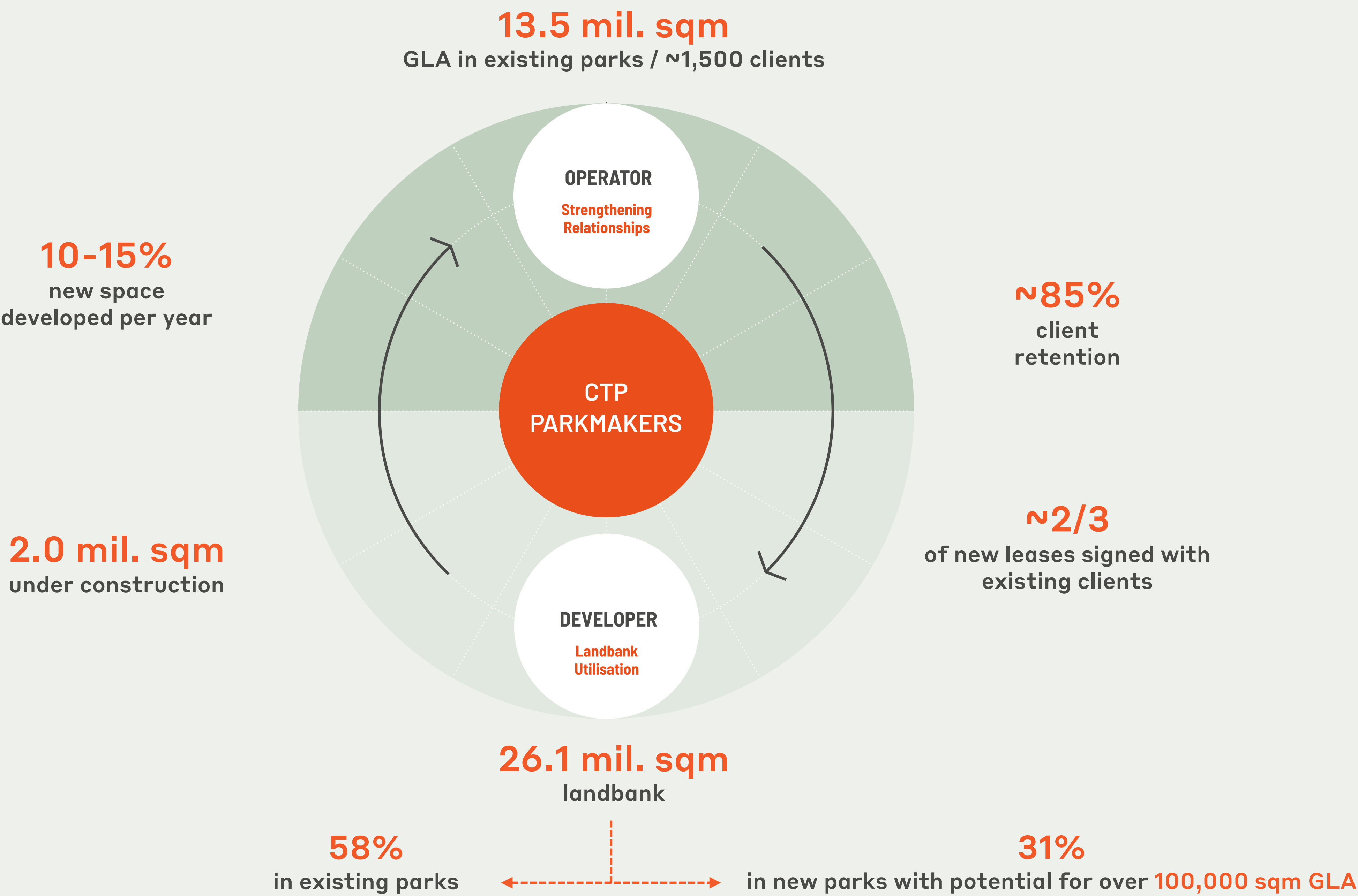
Growth engine



Leveraging >1,500 clients  
CTP international driving  
expansion into **new**  
**markets** and **product**  
**innovation**



# Integrated and derisked business model makes CTP unique





# Existing markets run by local Managing Directors – on the ground decision making

→ **“A” countries : existing markets with local management teams responsible for all decision within approved budget**

- Country Managing Director
- Country CFO



→ **“B” countries: potential new markets**

- CEO involved in all new market entries



→ **MD group responsible for strategic direction**

Composition:

- Country Managing Directors (avg age, 42)
- CEO, Group CFO, COO and Head of IR & Capital Markets



Timo Hielscher



Ferenc Gondi



Piotr Flugel



Ivanka Ivanova



Laza Kovacevic



Ivan Šimo



Ronald Binkofski

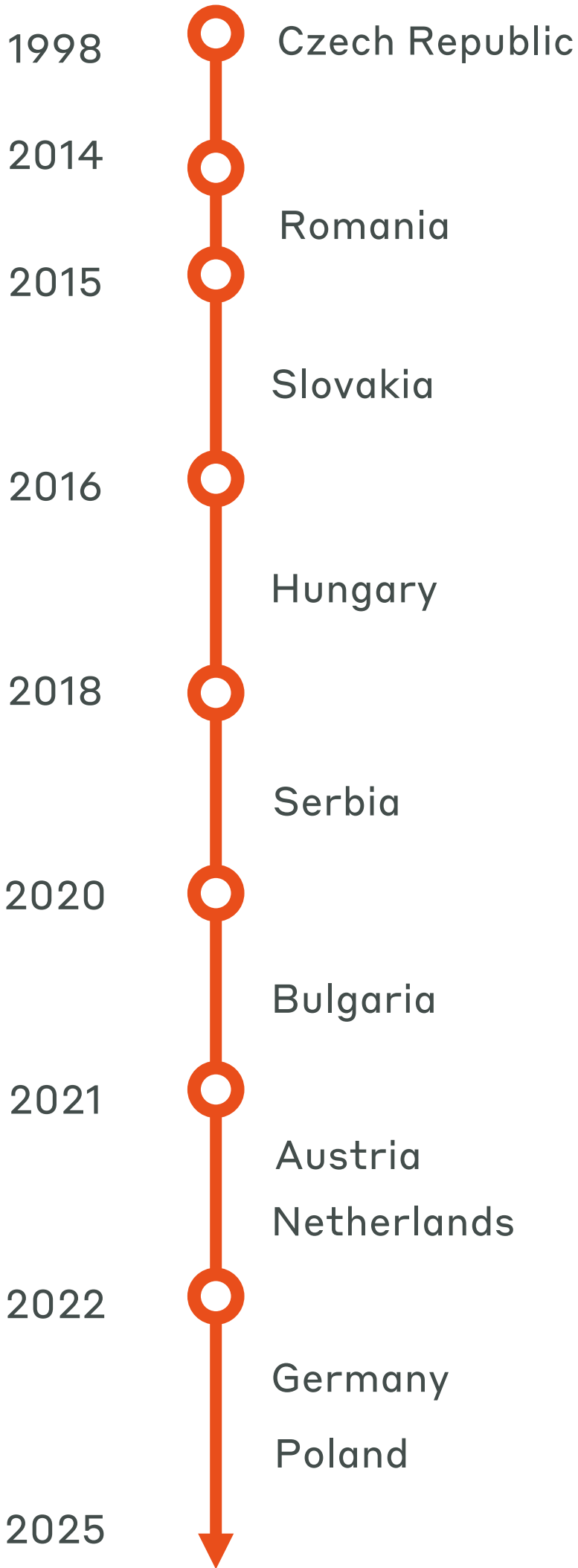


Jakub Kodr



# Successful market entries

## Market entries



### GERMANY (2022)

- Acquisition of Deutsche Industrie REIT
- Rent per sqm up by >20% since the acquisition
- H1-2025 standing portfolio of 1,714k sqm, 171k sqm under construction and 1.5 million sqm landbank
- FTE – 99 in 3 locations
- Platform in-place to redevelop large brownfield locations (Mulheim, Krefeld, Aachen, Dusseldorf) at 9% YoC

### POLAND (2022)

- Acquisition of 2.3 million sqm landbank from 7R
- Market entry after developer-trader model got challenged by higher interest rates
- H1-2025 standing portfolio of 849k sqm, 404k sqm under construction and 2.8 million sqm landbank
- FTE – 108 in 4 locations

### Successful market entries through different methods:

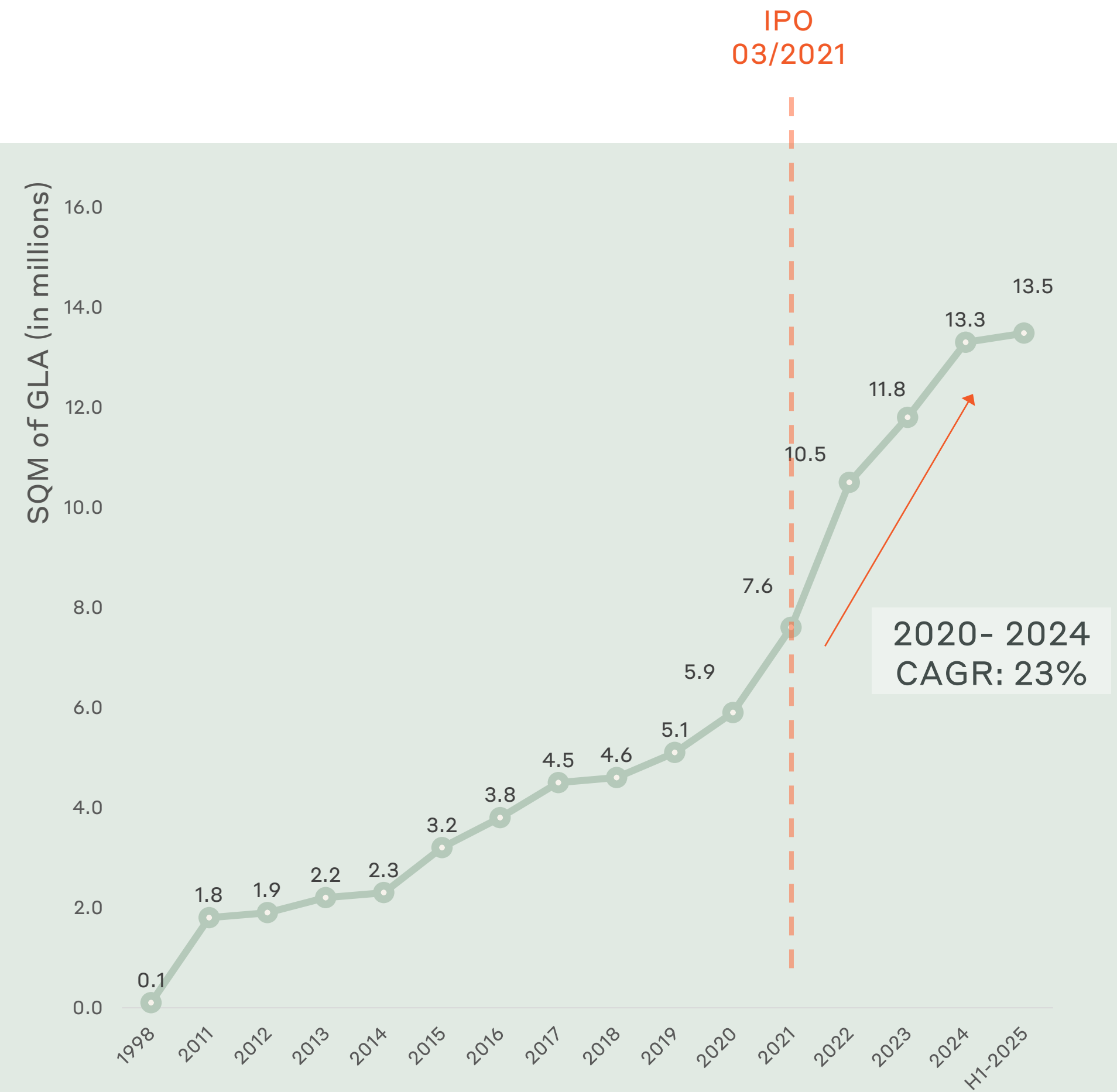
- ▶ Organic – by individual developments
- ▶ Large landbank acquisitions
- ▶ Major acquisitions

Pre-IPO countries

Post-IPO countries



# More than doubling the business since IPO in March 2021



**+128%**

**Growth in GLA**  
from 5.9 million sqm to  
13.5 million sqm

**+107%**

**Growth in Landbank**  
from 12.6 million sqm to  
26.1 million sqm

**+191%**

**Growth in Investment  
Property**  
from €5.8 to €16.9 billion

**+151%**

**Growth in annualized  
rental income**  
from €302 to €757 million

**+133%**

**Growth in EPRA NTA  
per share**  
from €8.32 to €19.36

**+98%**

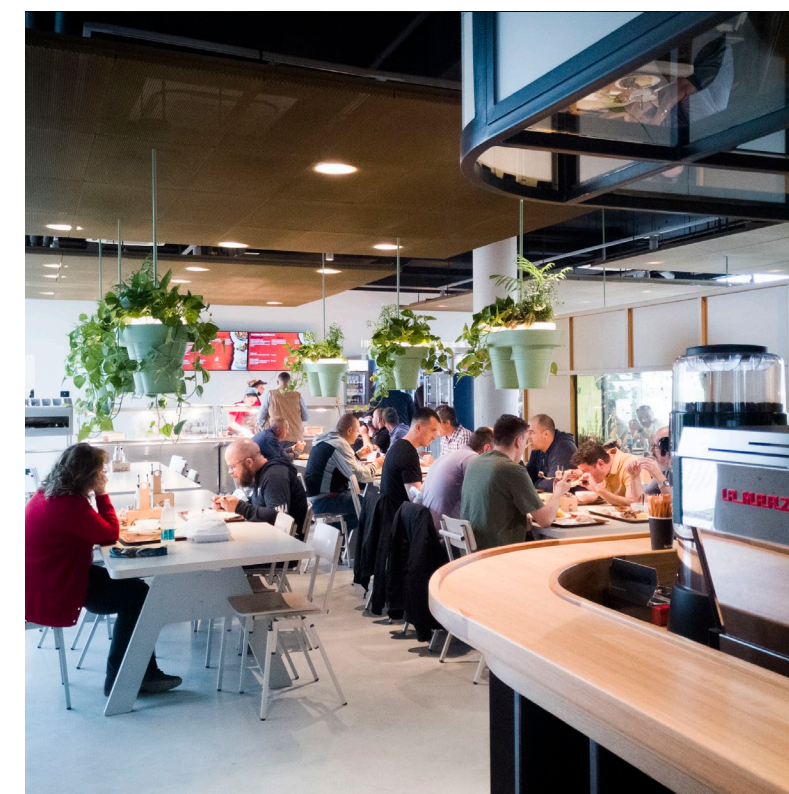
**Growth in Company Specific  
Adjusted EPRA EPS**  
from €0.44 to €0.87<sup>1</sup>

1. Mid-point 2025 Company Specific Adjusted EPRA EPS guidance: €0.86 - €0.88  
NB: Figures may not add up due to rounding



# Park model – creates vibrant ecosystems

- Different building types in parks
- Ability to grow with existing clients
- On-site amenities, including housing, medical, sport/leisure, educational, gastronomy
- Long-term relationship with local community/municipality
- Foster collaboration between tenants, schools, universities





# Building types to match business needs and grow with clients



**ctBox**  
450-800 sqm



Designed for local companies and startups, this simple and functional building provides showroom, office and warehouse space.

Amtech  
Vekra Windows  
AkzoNobel

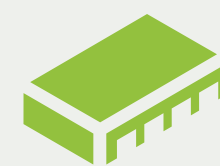


**ctFlex**  
>1,000 sqm



CTFlex offers a modifiable and expandable concept for small- and mid-sized companies with built-in offices and warehouses.

Acer  
MAPO Medical  
Safran



**ctSpace**  
>3,000 sqm



The CTSpace concept is ideal for logistics operations, distribution centres or supply-chain hubs.

DHL  
DB Schenker  
DSV



**ctFit**  
>5,000 sqm



Ideal for the activities of large enterprises with special technical parameters, such as distribution hubs, chilled warehousing, high-tech manufacturing and R&D labs.

Brembo  
Inventec  
Honeywell



**ctLab**  
>185 sqm



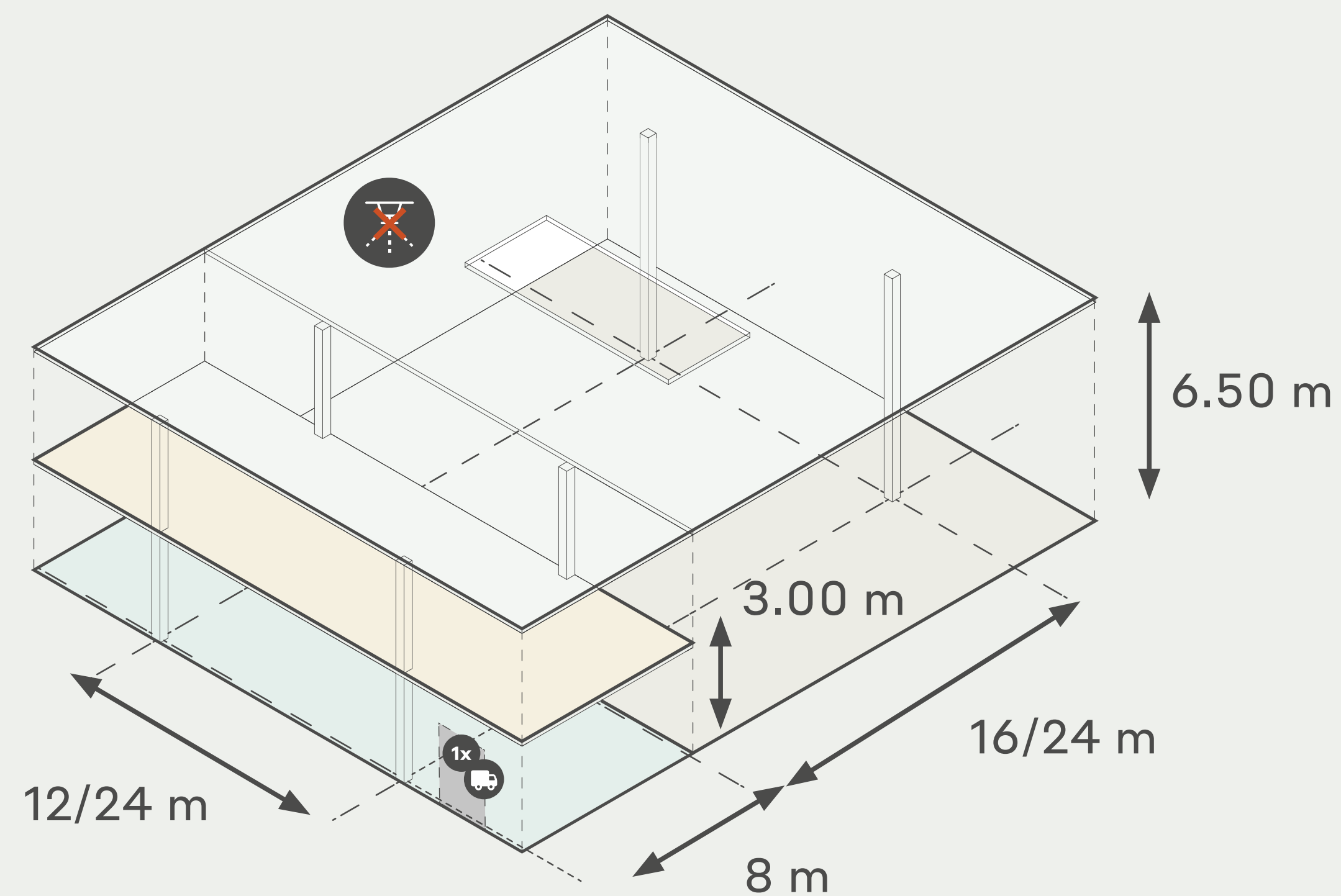
CTLab is a cost-effective facility ideal for service centres, software/ equipment design, R&D and back-office operations of all types of companies.

IBM  
Schaeffler  
AeskuLab



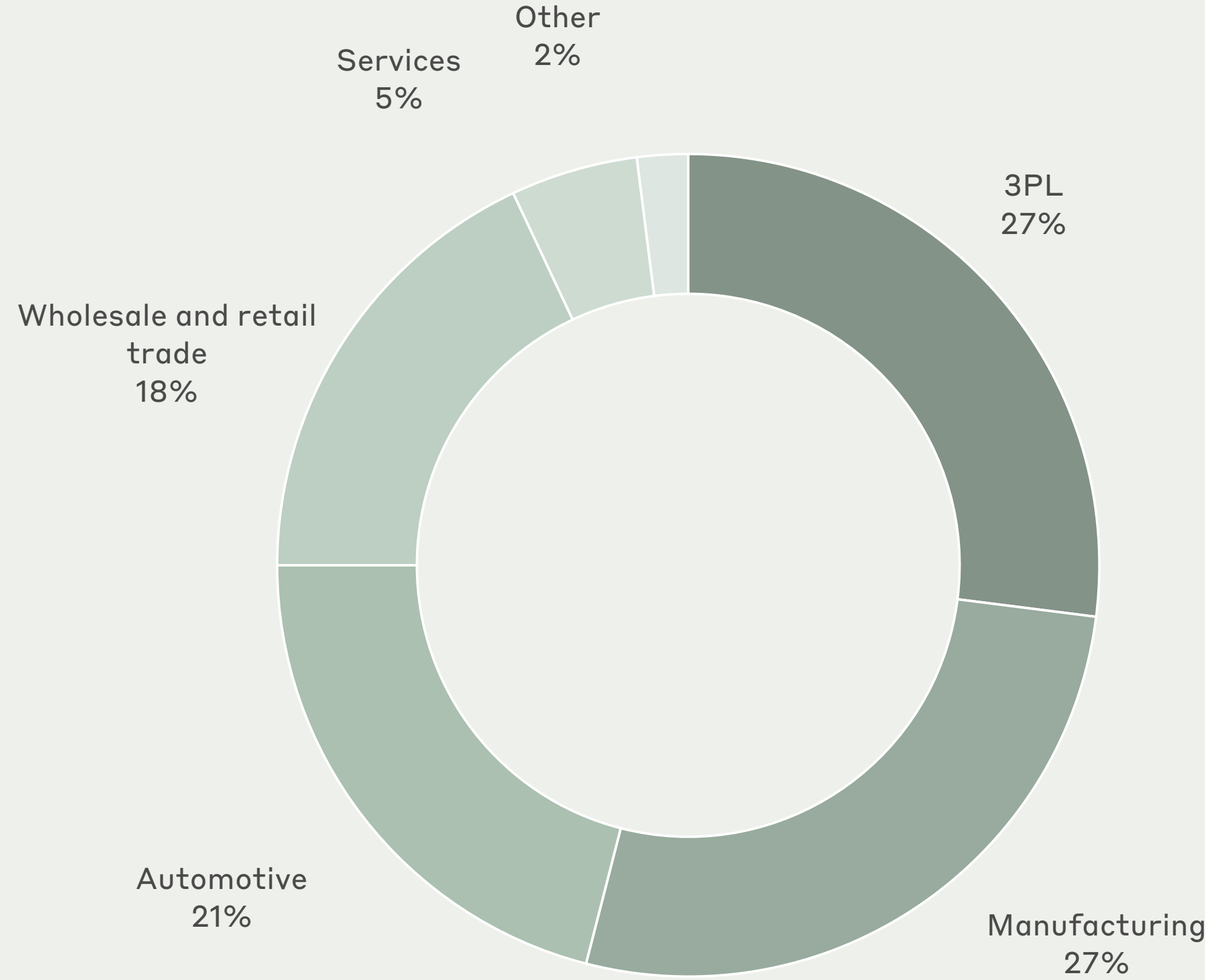
# Small business units in city centre locations

- Diversify client mix
- Offer flexibility and grow with the clients' business
- Higher rent prospects

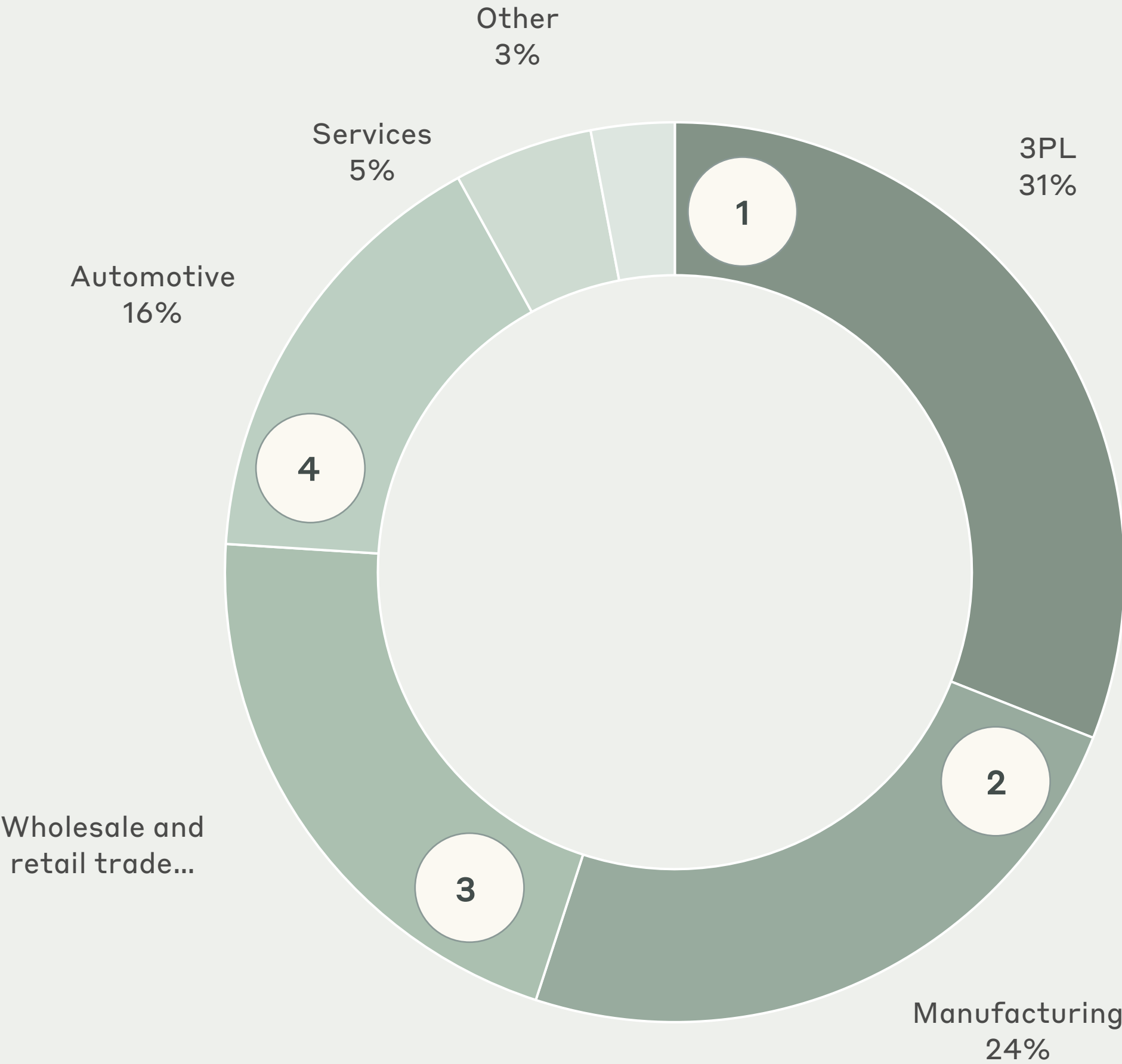




**Portfolio June 2025**  
GLA split by industry (%)



**Leases signed in the last 24 months**  
GLA split by industry (%)



1 Professionalisation of **supply chains**, following CEE countries joining Schengen area with improved infrastructure

2 **Nearshoring** with production in Europe for Europe

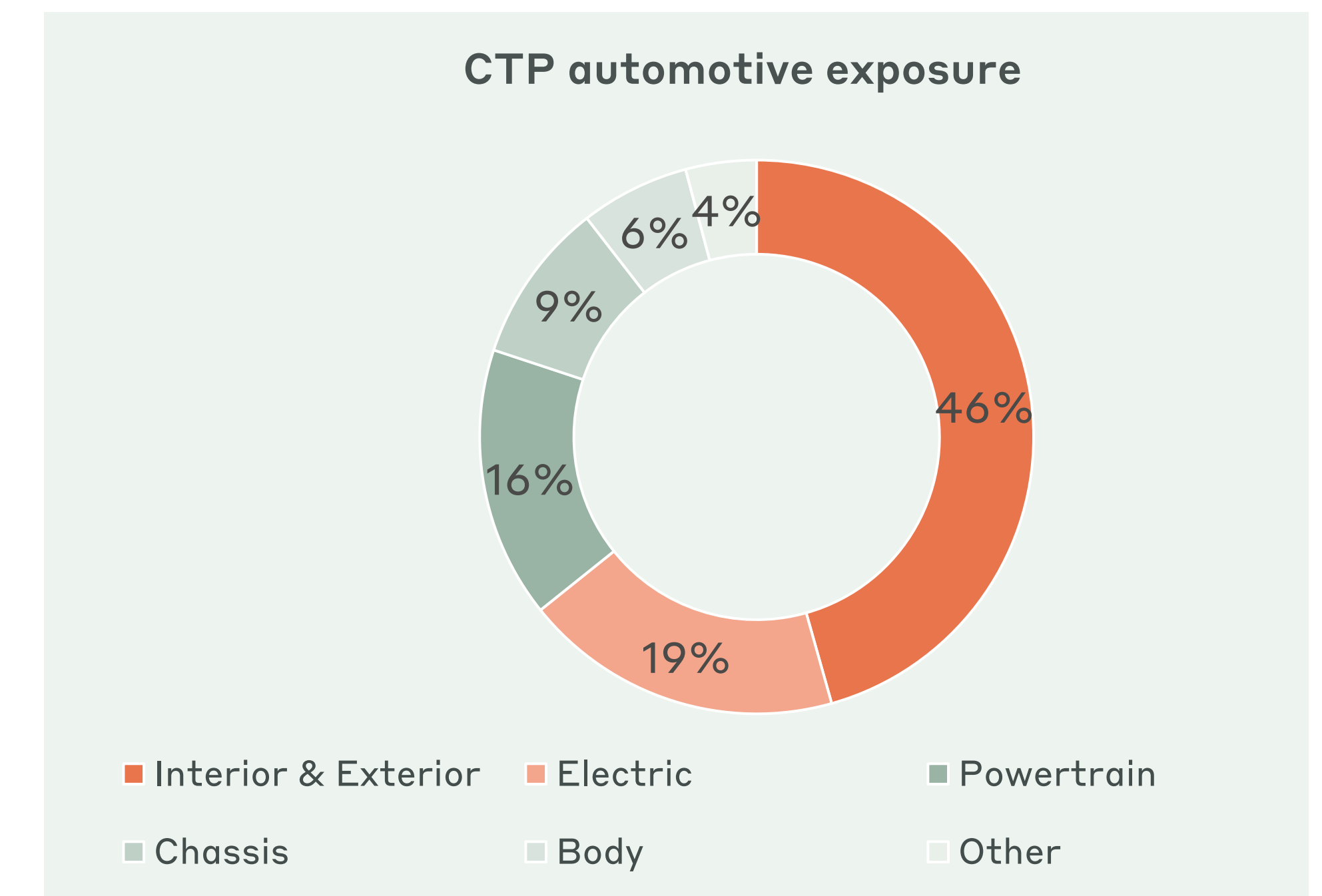
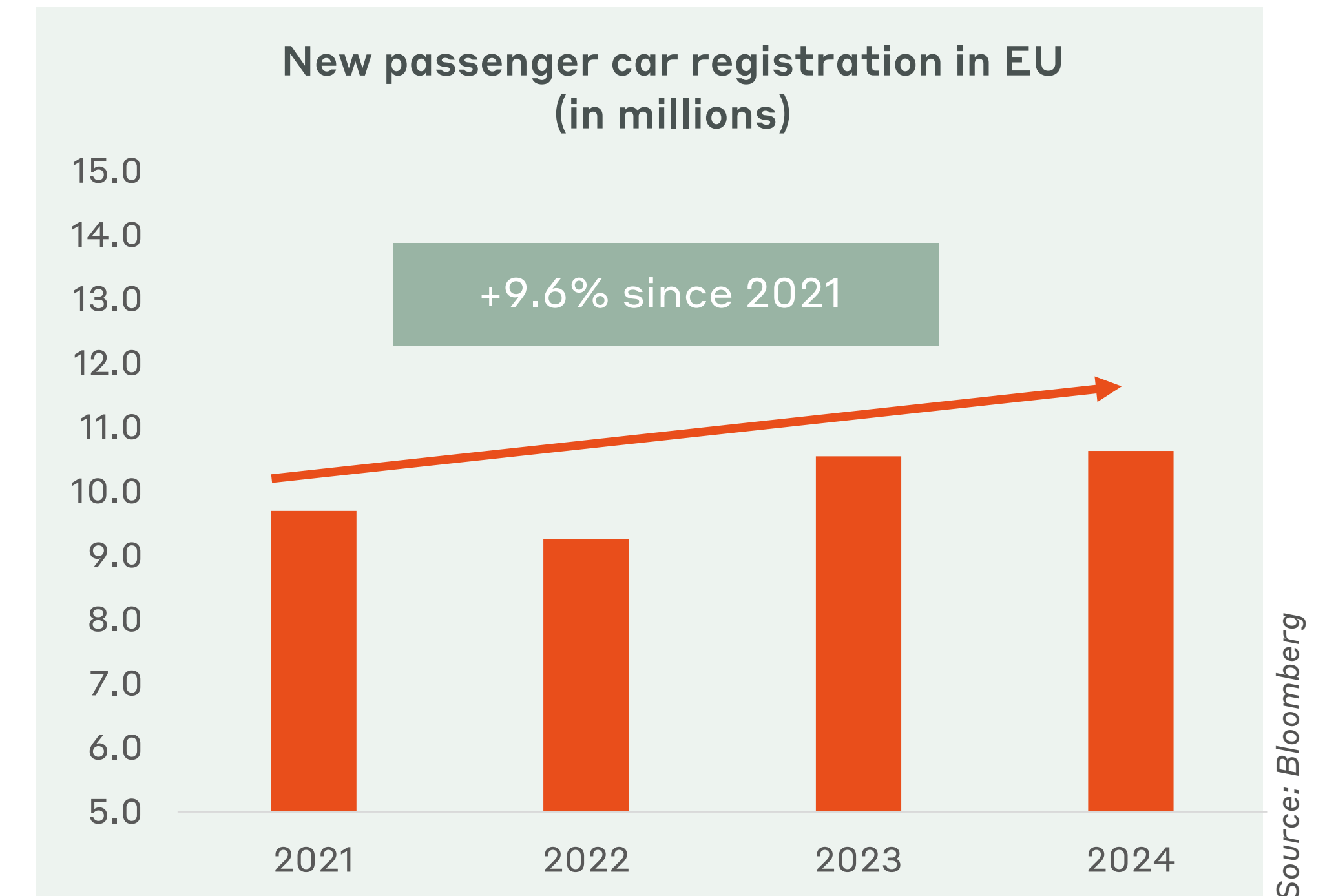
3 CEE has fastest-growing purchasing power in Europe with **e-commerce** catching up rapidly

4 Asian (EV) **automotive** companies moving to Europe driven by import tariffs as well as European car manufacturers concentrating their production in CEE

NB: Figures may not add up due to rounding



- **Car ownership in Europe keeps increasing: New passenger car registration in EU +9.6% between 2021 and 2024**, consumers are not moving away from personal vehicles
- CTP's automotive clients are **sub-suppliers, delivering to multiple OEMs**, mostly non-power train related, involved in the interior, chassis, electronics, etc.
- **OEMs keep moving from Western Europe to CEE**, as the region is more business-friendly and the availability of **skilled labour at attractive prices** (in order to be able to compete with the Asian car makers)
  - BMW opening new plant in Debrecen (Hungary): >€2 billion investment
  - Volvo opening new plant in Košice (Slovakia): €1.2 billion investment
  - Volkswagen Bratislava best plant in the Group in terms of effectivity and quality
  - Mercedes planning to move production from Ludwigsfelde, Germany, to Poland
- **Asian OEMs also start to expand in CEE** - producing in Europe for Europe, due to increased tariffs and EU regulation around rules of origination





**Nearshoring** to business-smart CEE region with production in Europe for Europe

Strong e-commerce growth and **rising domestic consumption** in CEE region

**German economy is reinventing itself**, becoming the growth engine of Europe again

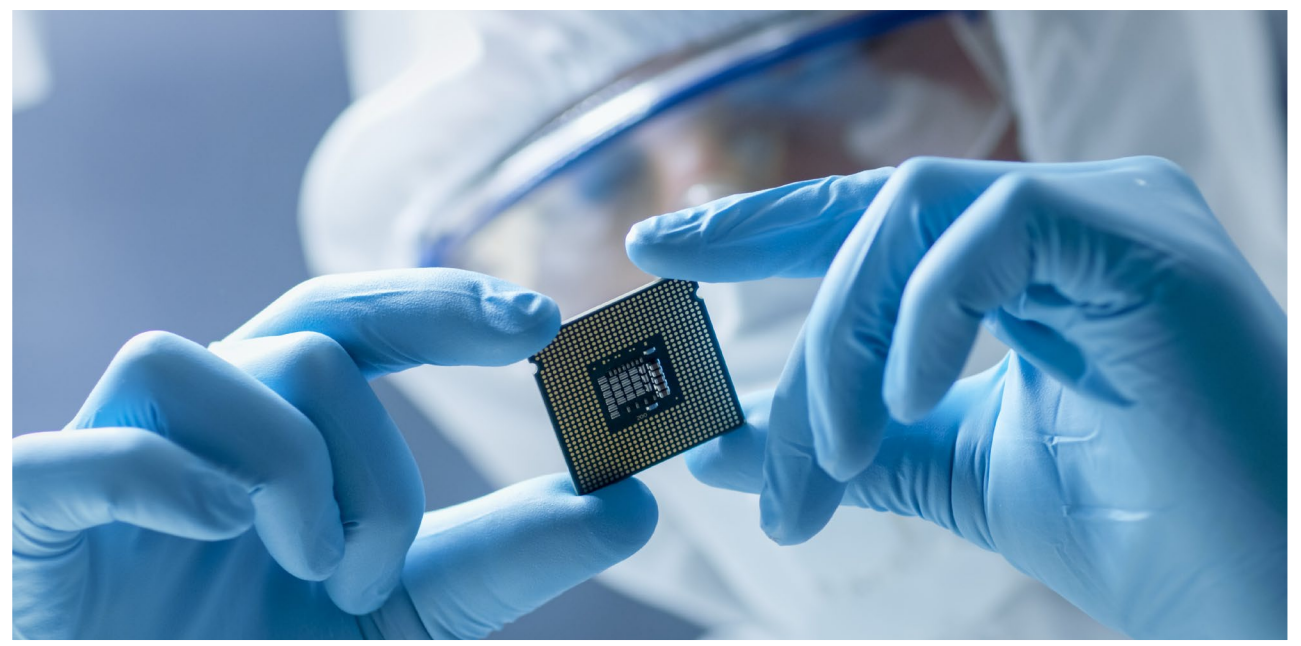
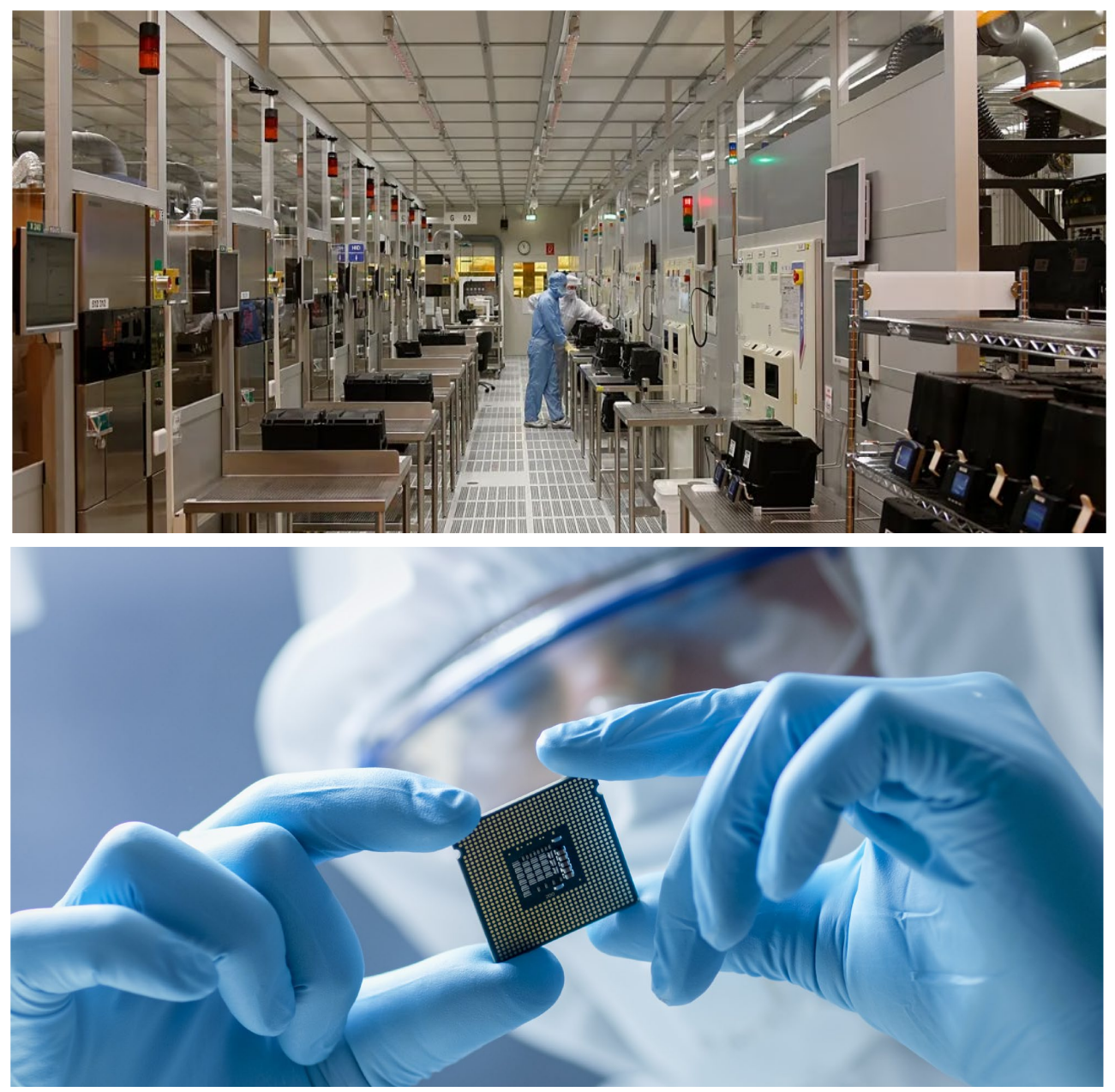
Increased **defense spending**

## How nearshoring is reinventing Central Europe’s economy

February 18, 2025 | 9 Min Read | Marek Grzegorzczuk



## How Germany is planning to invest €2 billion in its semiconductor sector



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## NATO allies agree to 5 percent defense spending goal

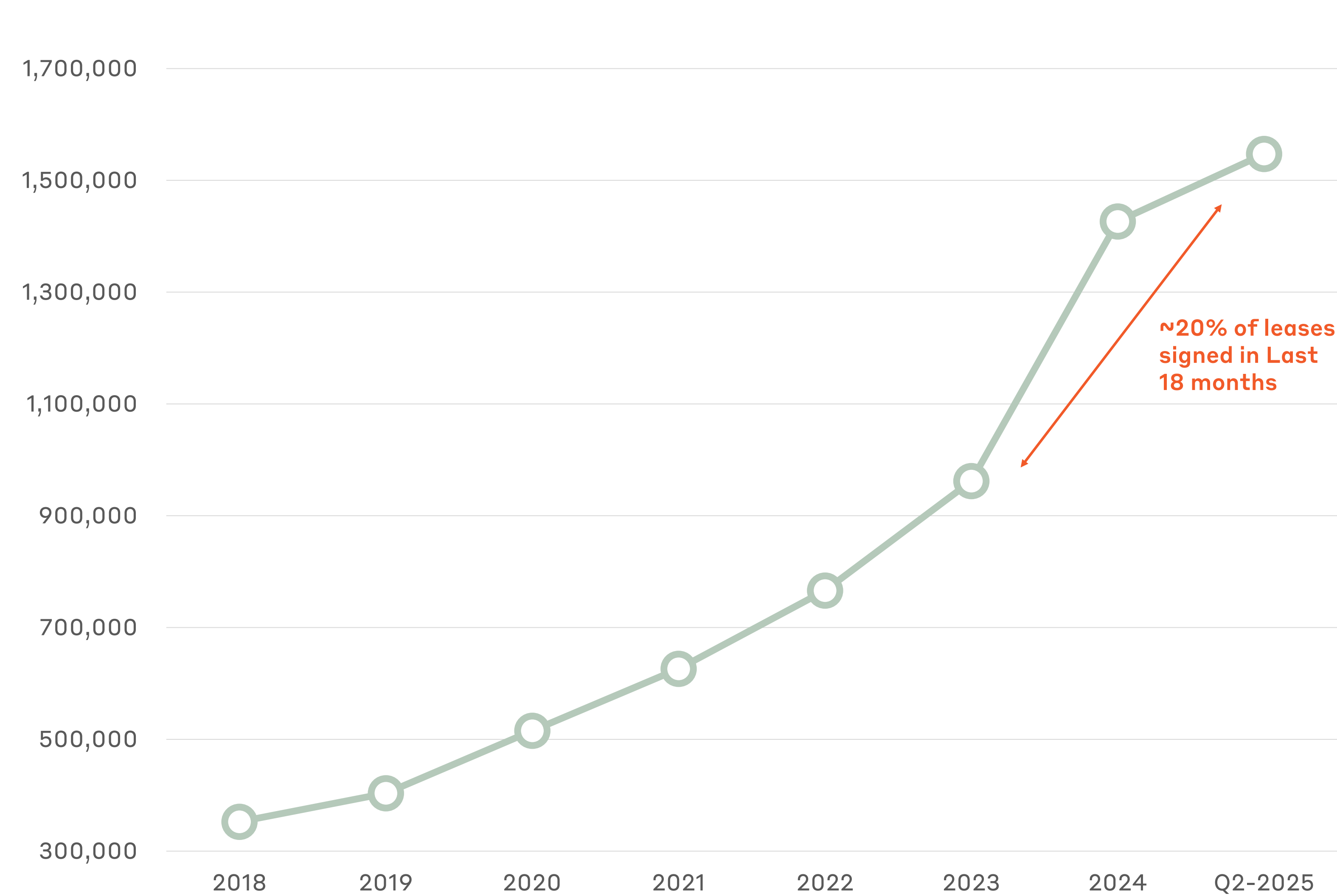




# 1. Nearshoring: 20% of leasing for Asian clients producing in Europe for Europe

➔ Following the strong tenant demand trend, CTP has started to explore potential opportunities across Vietnam

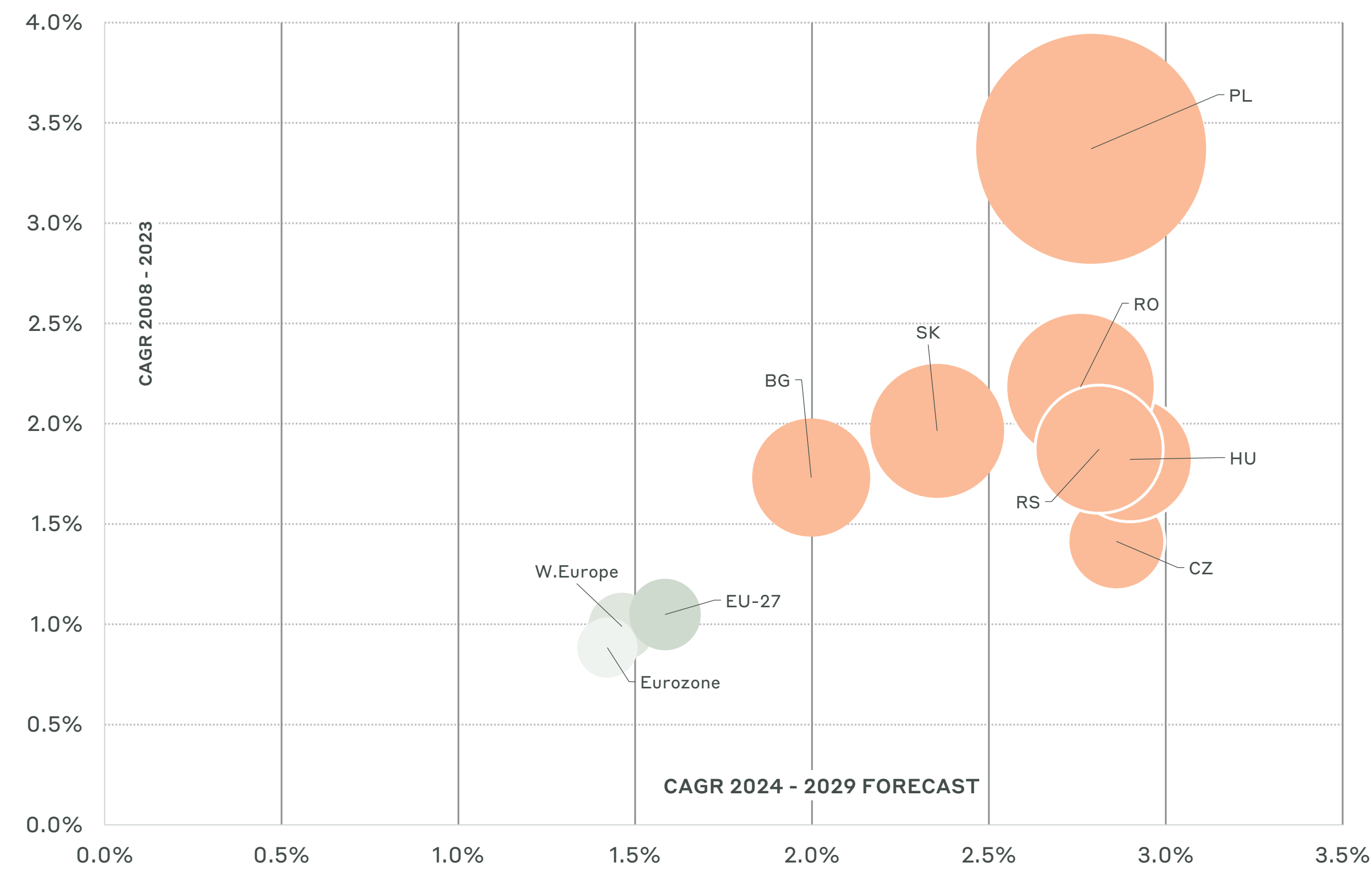
GLA of Asian tenants





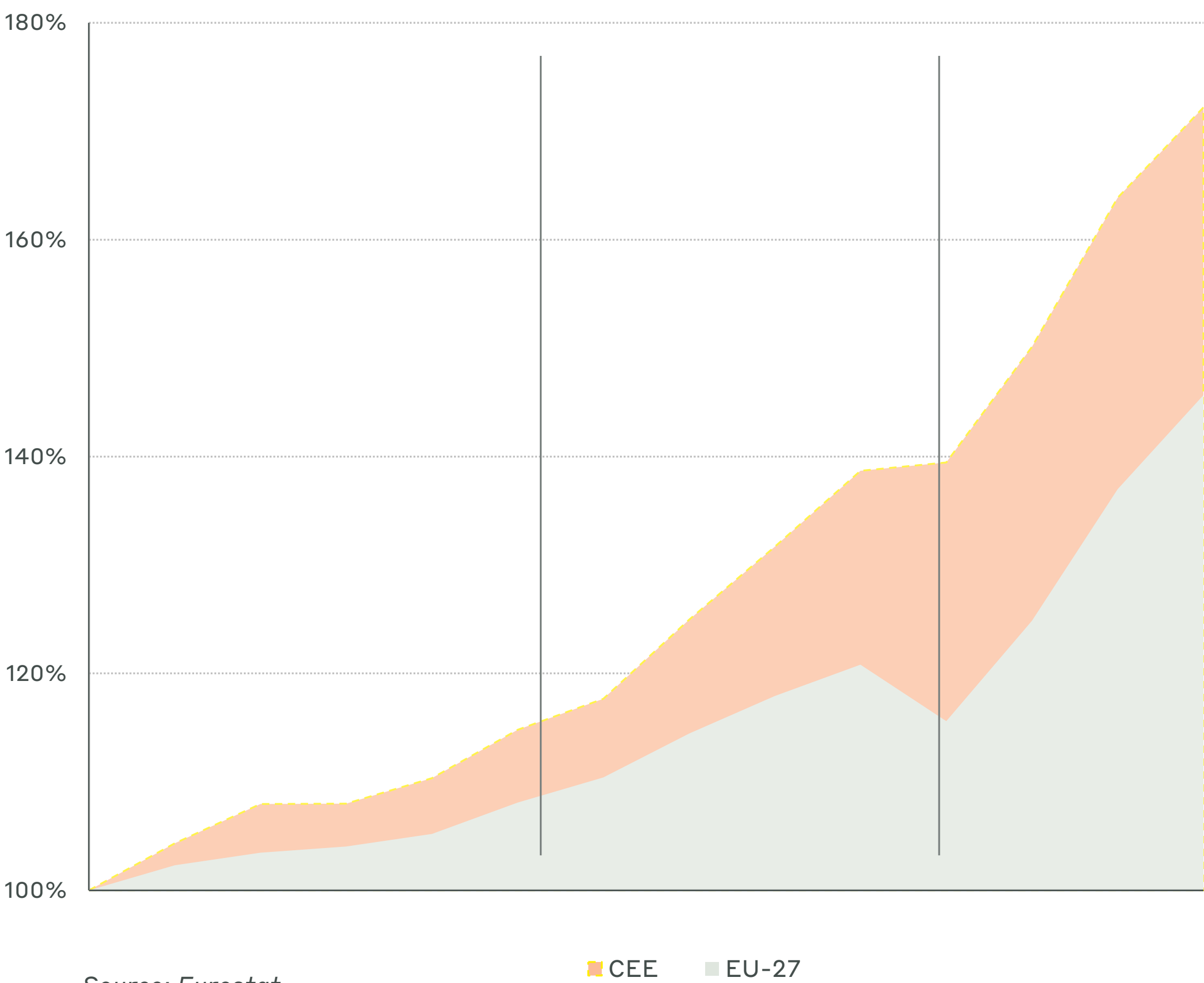
# 2. Rapid growth in domestic consumption

**Economic outperformance**  
Real GDP growth comparison, historic and outlook, CAGR%



Source: Oxford Economics

**Rising domestic consumption levels**  
(Real expenditure per capita, cumulative growth, index 2010=100)



Source: Eurostat

CEE EU-27

ROSSMANN

LPP LOGISTICS

rohlik  
.CZ

LEROYMERLIN

GymBeam



### 3. German economy reinventing itself with focus on high-tech



#### Quanta

- ➔ 22,500 sqm BTS facility: 15-yr lease
- ➔ Delivery: H2-2025



#### Siemens

- ➔ 19,300 sqm facility: 15-yr lease
- ➔ Delivery: Q2-2027



#### E.ON

- ➔ 12,400sqm facility: 15-yr lease
- ➔ Delivery: Q3 - 2027

Other semi-conductor suppliers / tenants in our portfolio





## 4. New opportunities: defense industry

- EU defense spending is projected to reach €381 billion in 2025 (vs €343 billion in 2024), exceeding the previous NATO 2%
- EDA Chief Executive André Denk said: “**..Meeting the new NATO target of 3.5% of GDP will require even more effort, spending a total of more than €630 billion a year.**”

**FINANCIAL TIMES**

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### Germany to boost defence spending at faster rate than France or UK

Berlin plans 70% increase in military expenditure to €162bn by 2029





# New product types: data centres – leveraging energy availability in brownfield locations

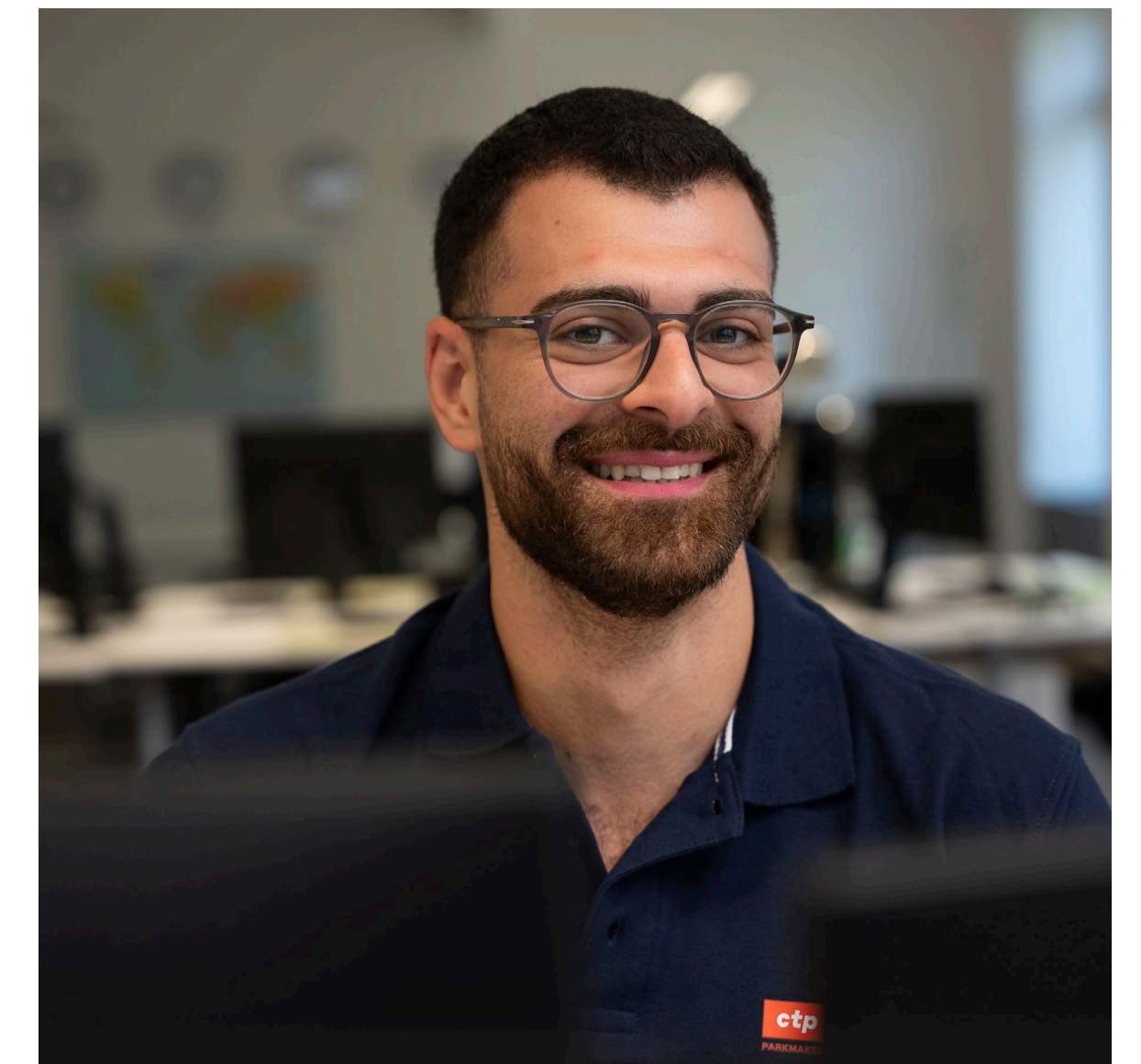
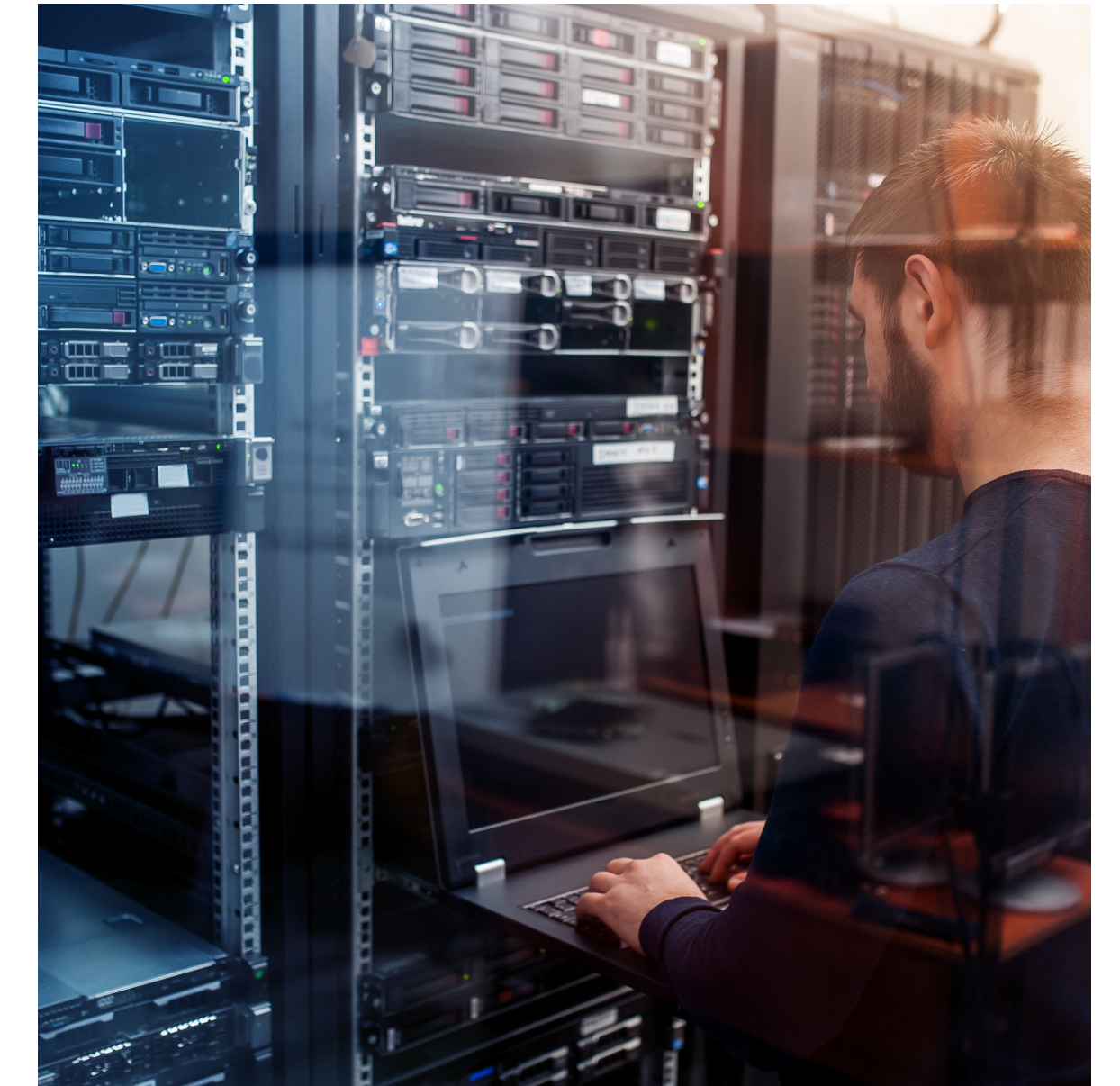
- Assessing individual land plots for potential data center build-out
- Different operating scenarios being considered
- Brownfield projects often come with large energy availability, e.g.:
  - Düsseldorf : 90 MWp in place (with potential to increase)
  - Mülheim : 50 MWp potential
- Within CTP portfolio, Germany / Poland first focus areas





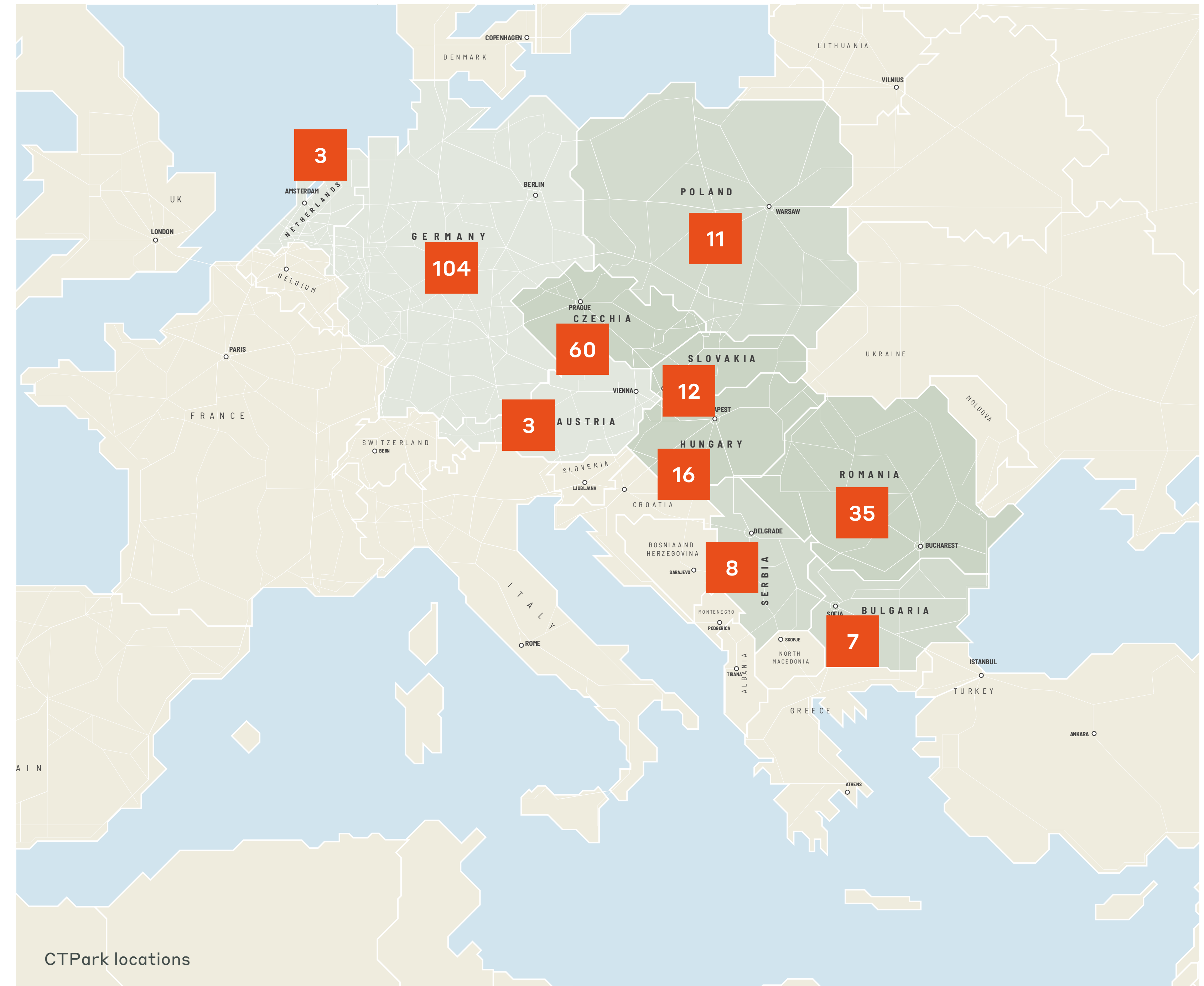
# Building a platform for further expansion

- CTP International – 116 FTE
- Strengthening the management team with Deputy CFO, Chief Technical Officer, MD business support
- Upgraded systems (EPR, lease management, CRM and portfolio management)
- Automating processes to gain scale effects and support growth ambitions without increasing overheads
- Improved data availability through data warehouse





- Continuously scouting new markets for opportunities
- Opportunistic approach with 2 main criteria:
  - Tenant demand – expansion of CTP always has been tenant led
  - Return requirements – taken into account potential development profit and funding costs
- Disciplined capital allocation:
  - Exited markets before the start of development where returns were not feasible like Slovenia, Ukraine





## Italy

### Strengthening Pan-European platform

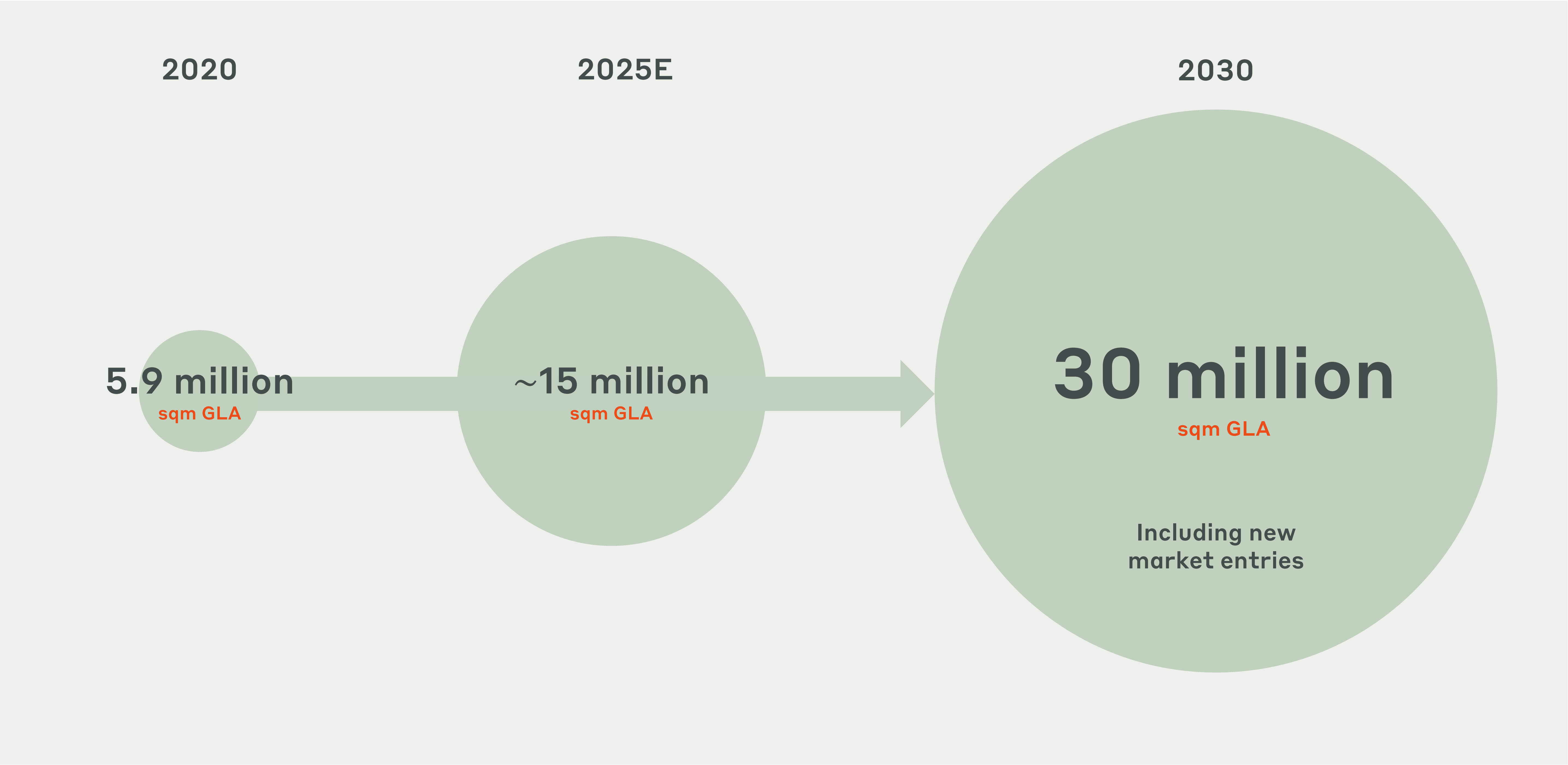
- Actively reviewing
- Building team, opened office, set-up SPVs
- Reasons to invest
  - Expansion of Pan-European footprint to 4th largest economy in Europe and 8th largest in the world
  - Strong industry - similar to CEE countries
  - Undersupplied in terms of A-class I&L space per capita
  - Potential for brownfield developments - similar to Germany

## Vietnam

### Global presence – first market in Asia

- In early stages / exploring potential opportunities following strong demand from Asian and European clients
- Reasons to invest
  - The nearshoring location for SE Asia. Asian manufacturers diversifying from only China to China + 1 strategy
  - Fast growing economy (8.2% CAGR in the last 10y)
  - Similarities to CEE region – young population, skilled workforce, political stability, FDI inflow









**PARKMAKERS**

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