

# 1H 2023 Results

14 August 2023

RESILIENCE • QUALITY • REJUVENATION



# 1. Introduction and 1H 2023 highlights



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# €2.4<sup>1</sup> billion quality pan-European commercial real estate portfolio

Four European core markets (~75% of portfolio) continue to drive 1H 2023 results



~85%

Western Europe and the Nordics



110+

Predominantly freehold properties



1.9<sup>1</sup> million

SQM net lettable area



51%<sup>2</sup>

Light industrial / logistics exposure



Via dell'Industria 18  
Vittuone, Italy



Haagse Poort  
The Hague, The Netherlands



Göppinger Straße 1 – 3  
Pforzheim, Germany



Saalepark Jena  
Jena, Germany



Moravia Industrial Park  
Uherské Hradiště, The Czech Republic



Lovosice ONE Industrial Park I  
Lovosice, The Czech Republic



Rosa Castellanosstraat 4  
Tilburg, The Netherlands



De Ruijterkade  
Amsterdam, The Netherlands



Parc des Docks  
Paris, France



Centro Logistico Orlando Marconi (CLOM)  
Montepandone, Italy



Prioparken 800  
Copenhagen, Denmark



Nervesa 21  
Milan, Italy

# 1H 2023 in summary

Executing on investment strategy and maintaining active asset and capital management in a challenging period

## Challenging macroeconomic conditions

Asset values are declining globally; cap rates are rising

Central banks globally continue to tighten monetary policy, 3M Euribor now 3.74%<sup>2</sup>

Core inflation remains high, despite falling headline rates

Secular trends such as WFH, ESG and energy efficiencies, coupled with weak economic growth, are affecting office space demand, particularly Grade B / C stock

## CEREIT's mid-year scorecard

Resilient portfolio with only modest decline in latest valuations<sup>1</sup>; successful asset sales kept gearing at 39.5%

Higher interest costs partly mitigated by high level of fixed / hedged debt<sup>3</sup>

Inflation indexation flowing to NPI; CEREIT's +5.9% rent reversion in 1H 2023 was 300 bps higher than pcp<sup>4</sup>

Pivot to light industrial / logistics continues, with CEREIT's portfolio now 51% weighed to this sector<sup>5</sup>

# 1H 2023 results snapshot - resilient 1H 2023 performance

Maintained positive NPI growth, improved net gearing and sustained high portfolio occupancy rate

## FINANCIAL HIGHLIGHTS

1H 2023 DPU

**7.790 Euro cents**

-10.4% vs pcp,  
(down 4.5%<sup>1</sup> on an adjusted basis)

TOTAL NPI €68.5 MILLION

**+1.8%** vs pcp

+3.9% like-for-like vs pcp  
due to market rent growth and inflation indexation

NAV

**€2.30 / unit**

-5.0% vs end of Dec 2022  
due to fair value loss of investment properties

INDUSTRIAL / LOGISTICS NPI €33.1 MILLION

**+11.3%** vs pcp

+8.7% like-for-like vs pcp  
strong performance from the French portfolio

## ASSET MANAGEMENT

OCCUPANCY<sup>2</sup>

**95.4%**

flat vs pcp  
-40 bps vs. q-o-q

RENT REVERSION<sup>3</sup>

**+5.9%**

+300 bps vs pcp

## CAPITAL MANAGEMENT

NET GEARING

**38.2%**

-30 bps vs end of Dec 2022  
RCF fully repaid in July 2023  
with proceeds from divestment

DEBT MATURITIES / HEADROOM

No debt expiries till 4Q 2025 following the new RCF  
and completed refinancing of 4Q 2024 facility

**~€500 million current headroom to MAS limits**

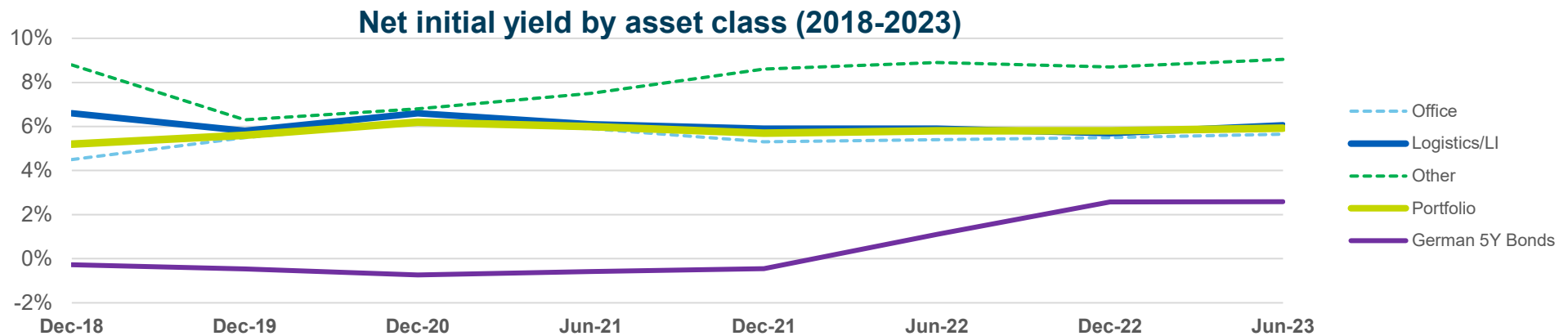
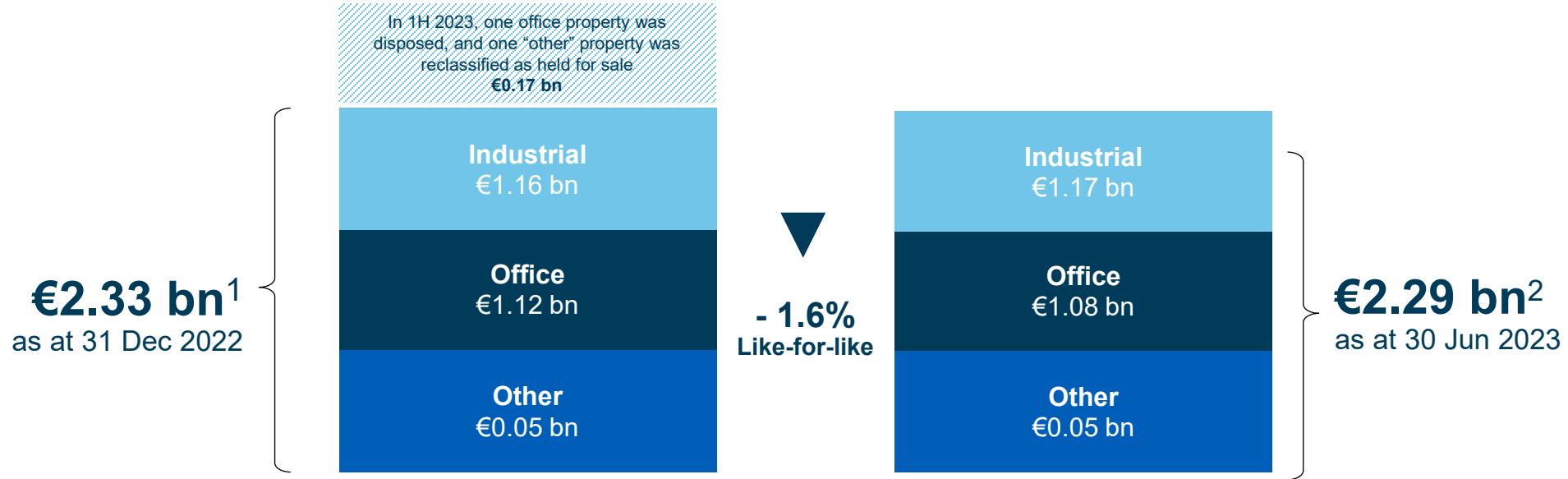
INVESTMENT-GRADE CREDIT RATING

**BBB-**

CEREIT remains well within all loan covenants,  
including 50% LTV

# Portfolio resilience demonstrated: June 23 valuations declined only 1.6%

111 assets independently valued: higher capitalisation rates offset by market rental growth and substantial leasing success



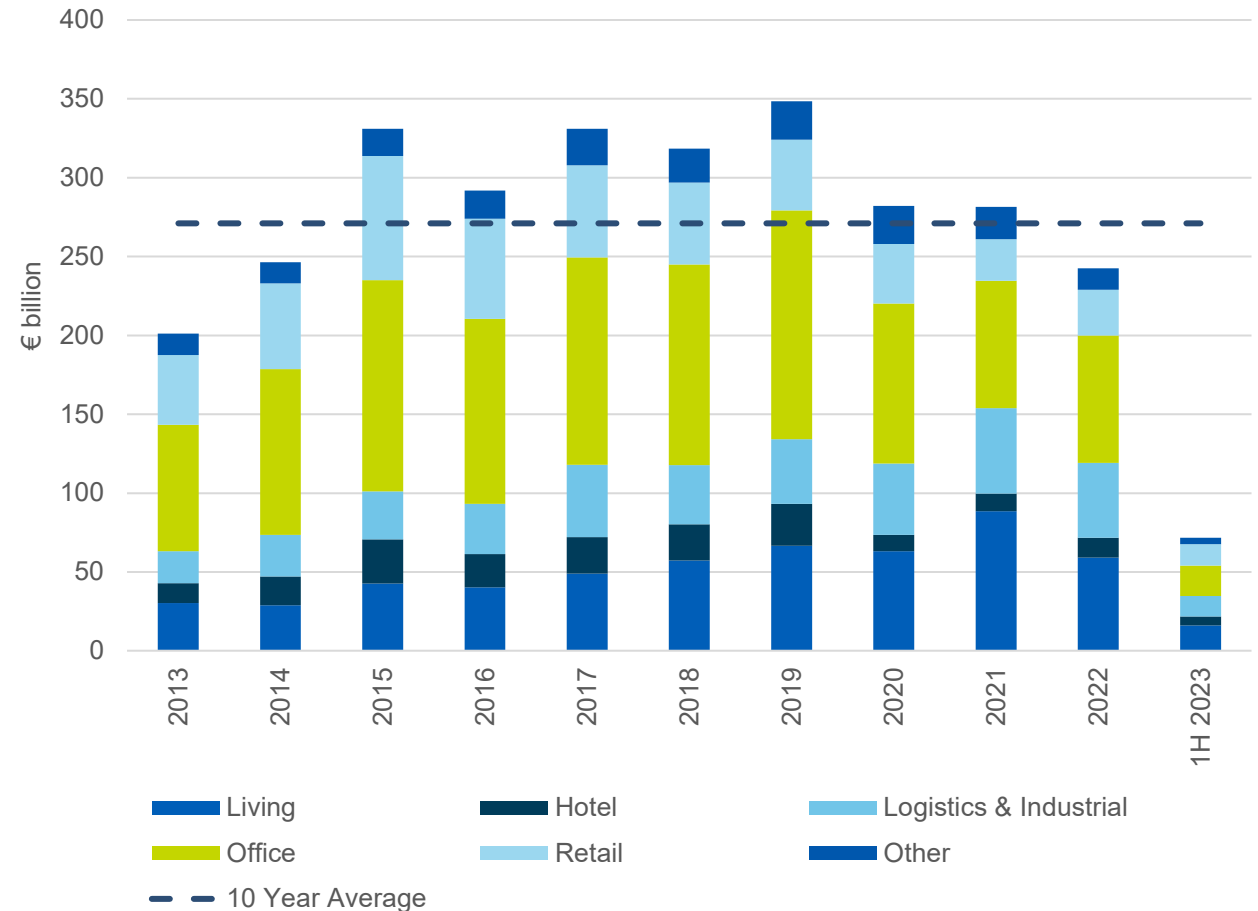
1. Based on valuation of like-for-like assets as at 31 December 2022  
 2. Based on valuation of 111 assets as at 30 June 2023 (excludes Piazza Affari 2 which was sold in June 2023, and Viale Europa 95 which has been classified as asset held for sale)

# Low European real estate investment volumes

2Q 2023 European commercial property acquisitions fell to the lowest level since 2010

- 1H 2023 activity is largely in the €20-50m lot size as lending standards and interest rates tighten: private investors highest in 10 years and REITs lowest over same period
- European CBD prime net office yields moved out by 18 bps in 2Q 2023 to 4.46%, a rise of 86 bps since June 2022 and compared to 5.30% for non - CBD office yields (Source: Savills)
- European logistics prime yields are now 4.7%, a rise of 78 bps since June 2022 (Source: Savills)
- Savills outlook for the rest of the year is largely dependent on the cost and availability of debt, with only moderate increases levels of cap rates forecast

Investment volumes by sector

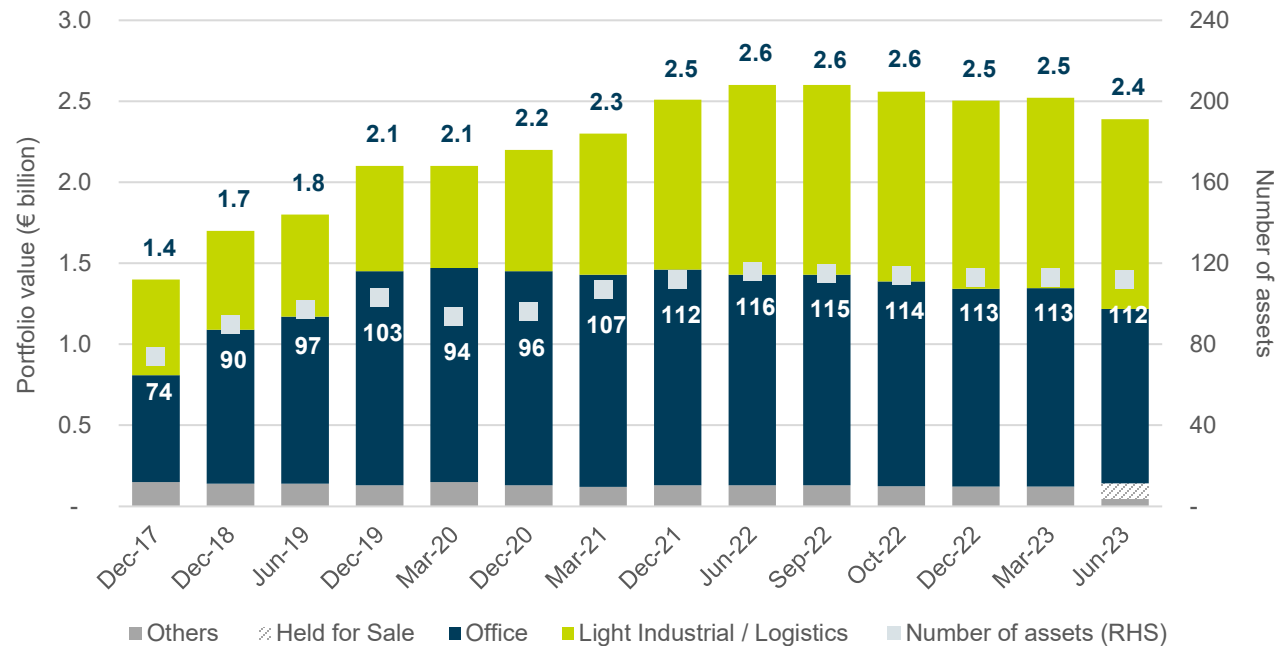


# Executing on strategy; CEREIT now 51% light industrial / logistics<sup>1</sup>

On track to divest ~€200 million in FY 2023 as part of ~€400 million divestment program over the next 2 to 3 years

- **€135 million** in six divestments<sup>2</sup> since FY 2022 at a blended **5.4% premium** to the most recent valuation
- Further non-strategic divestments in various stages of sale with another €94 million in assets held for sale

CEREIT's transactions track record



Recent divestments include Piazza Affari 2, one of CEREIT's largest office assets





# Resilience of income underpinned by a strong tenant roster

No single tenant-customer industry trade sector represents more than 16% of the portfolio

## Top 10 tenant-customers

#	Tenant-customer	Country	% of Total Headline Rent <sup>1</sup>
1	Agenzia del Demanio	Italy	8.5%
2	Nationale Nederlanden Nederland B.V.	Netherlands	5.3%
3	Essent Nederland B.V.	Netherlands	2.7%
4	Employee Insurance Agency (UWV) <sup>2</sup>	Netherlands	1.9%
5	Motorola Solutions Systems Polska	Poland	1.9%
6	Kamer van Koophandel	Netherlands	1.8%
7	Holland Casino <sup>3</sup>	Netherlands	1.7%
8	Thorn Lighting	United Kingdom	1.6%
9	Coolblue B.V.	Netherlands	1.4%
10	Felss Group	Germany	1.4%
			28.2%



**1,058**  
leases

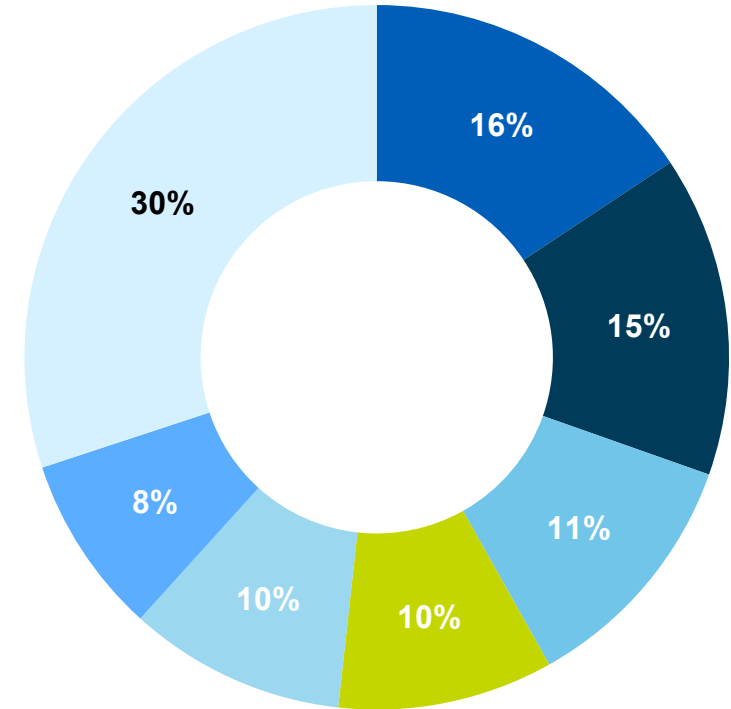


**842**  
tenant-customers



**4.41**  
Top 10 tenant-  
customers' WALE


## Tenant-customers by trade industry sector




- Transportation - Storage
- Public Administration
- Financial - Insurance
- Manufacturing
- Professional - Scientific
- Wholesale - Retail
- Others

# 2022 portfolio environmental highlights - preparing well for ISSB


“AA” MSCI ESG Rating – one of only 3 S-REITs; ESG metrics mostly improving




**Total carbon emissions**  
**57,829 tCO<sub>2</sub>e**  
 in 2022, ▼5% as compared to 2021




**GHG emissions data coverage**  
**86%**  
 of the portfolio<sup>1</sup>, ▲1% as compared to 2021



**Average tCO<sub>2</sub>e / sqm intensity**  
**▼8%**  
 in 2022 as compared to 2021




**Water consumption intensity (m<sup>3</sup> / sqm)**  
**▲10%**  
 in 2022 as compared to 2021



**Total energy intensity (kWh / sqm)**  
**▼2%**  
 in 2022 as compared to 2021



**Waste recycled**  
**92%**  
 in 2022, up from 42% in 2021



**Renewable and low carbon energy**  
**35%**  
 of total energy kWh in 2022, ▼8% as compared to 2021



**Waste directed to landfill**  
**less than 3%**  
 out of total waste recorded in 2022



**MSCI ESG RATINGS**  
**AA**  
CCC B BB BBB A AA AAA

Double notch upgrade twice in a row



**Rated**  
MOOREWATSON | SUSTAINALYTICS

Top in peer group

**8.8**  
**Negligible Risk**





**NUS**  
National University of Singapore  
**Centre of Governance and Sustainability**  
**NUS Business School**

**Ranked within the Top 10** for 4 years consecutively in SGTI (#7 overall and second-highest base score in the 2023 edition)

**Ranked Top 3** in GIFT 2022

1. 102 of 116 assets provided GHG emissions data. However, of the total portfolio GFA, 86% of floor has provided energy consumption data



## 2. 1H 2023 financial performance and capital management



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# 1H 2023 financial results

DPU down as growth in NPI is offset by higher interest costs as well as lost income from assets under redevelopment

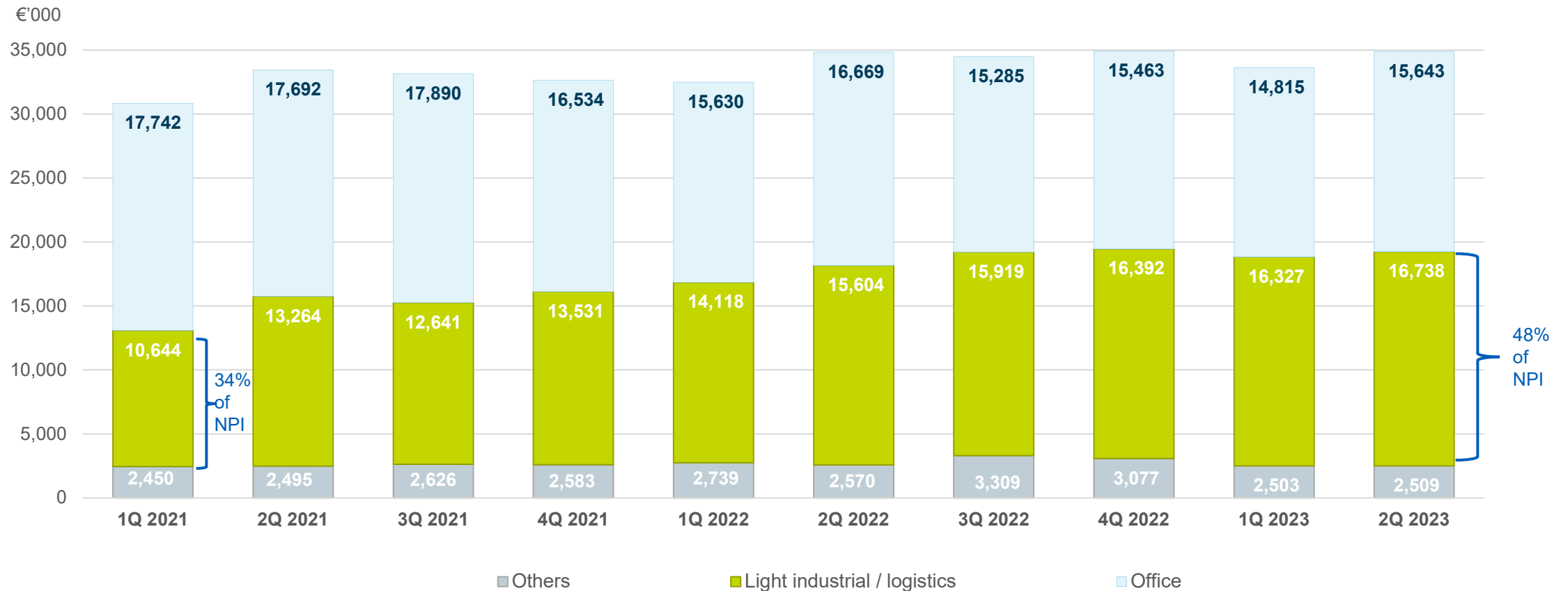
No realised capital gain top-up provided for in this period given the weaker macro fundamentals and tighter credit markets

<b>Financial performance</b>	<b>1H 2023 €'000</b> (Unless stated otherwise)	<b>1H 2022 €'000</b> (Unless stated otherwise)	<b>Favourable / (Unfavourable)</b>
Gross Revenue	108,341	107,417	0.9%
NPI	68,535	67,330	1.8%
Net finance costs	(15,716)	(10,438)	(50.6%)
Managers fees	(3,012)	(2,988)	(0.8%)
Trustee fees and other trust expenses	(3,019)	(3,113)	3.0%
Net foreign exchange gain / (loss)	1,473	(386)	n.m.
Net income before fair value changes and tax	48,261	50,405	(4.3%)
Other gains / (losses) <sup>1</sup>	(66,111)	12,611	n.m.
Income tax credit / (expense)	2,290	(9,877)	n.m.
Total return for the half year	(15,560)	53,139	n.m.
Income available for distribution to Unitholders	43,809	48,902	(10.4%)
DPU (€ cents)	7.790	8.695	(10.4%)
DPU (€ cents) <i>adj. for Nervesa 21 &amp; Maxima lost income from redevelopment</i>	7.790	8.160	(4.5%)

1. 1H 2023 includes fair value loss on investment property of €57.6 million, fair value loss on derivative financial instruments of €0.9 million and loss on divestment of €7.5 million

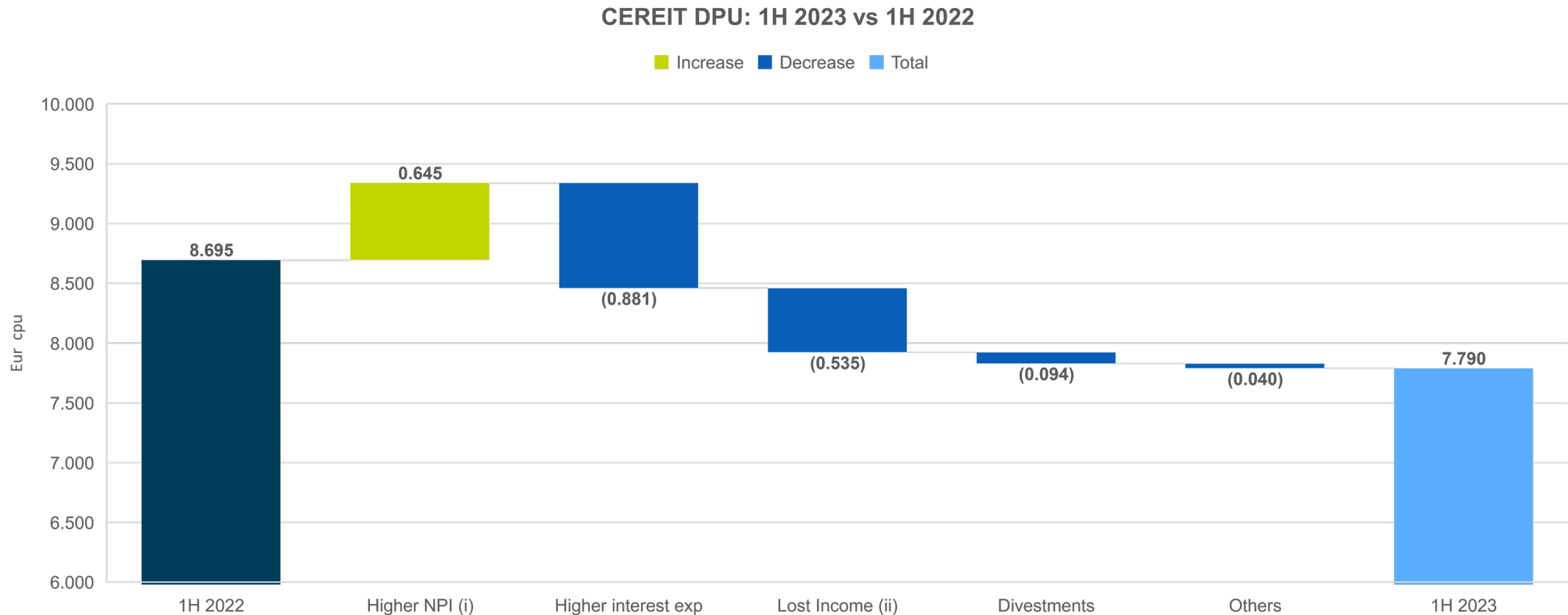
# Pivot to logistics underpins NPI growth

Quarterly net property income by sector



# Half year DPU waterfall chart

Higher NPI from indexations and new acquisitions mostly offset higher interest costs and lost income from redevelopments

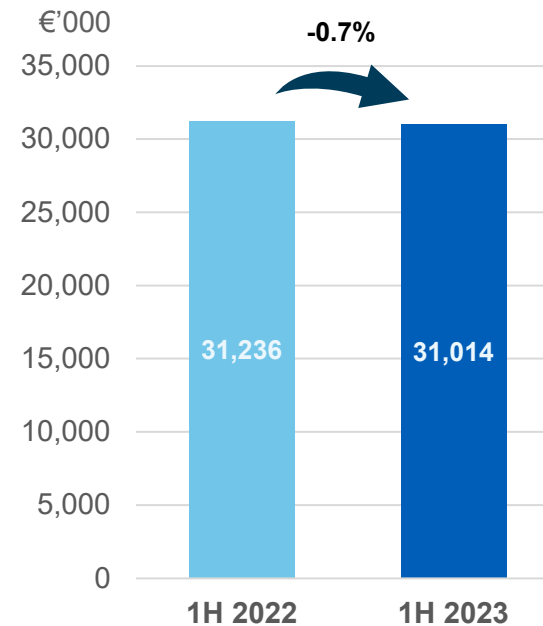


# Operating expenses stable in 1H 2023

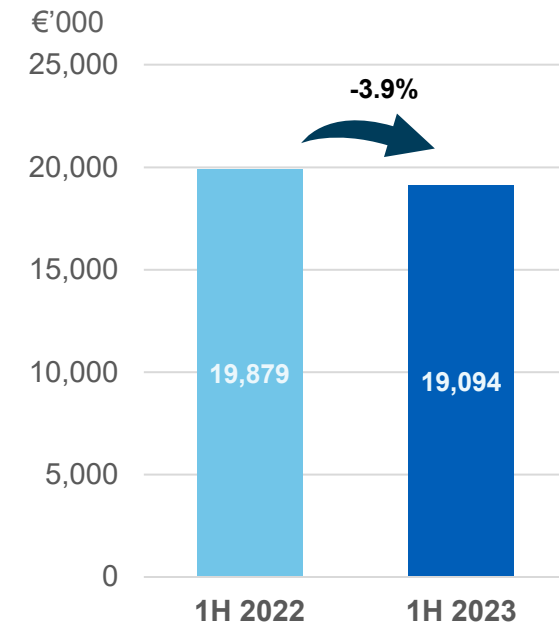
Net service charge leakage has improved by 5.4% compared to pcp

- Service charge expenses and non-recoverable expenses have decreased 0.7% compared to pcp
- Net non-recoverable expenses of €11.9 million was only 5% higher than €11.4 million in pcp which is a good outcome in an inflationary environment
- Generally, a significant proportion of the operating costs continue to be passed on to tenant-customers. Service charge leakage was 5.4% lower at €3.5 million compared to €3.7 million in pcp
- Non-recoverable property expenses (including property taxes, insurance, repairs / maintenance, and letting fees) have increased by a lesser amount in 1H 2023 (+6.7% y-o-y, resulting in only a €0.4 million impact on CEREIT's distributable income

## Operating income / expenses 1H 2023 vs 1H 2022



Service charge expenses and non-recoverable expenses



Service charge income

# Balance sheet - GAV unchanged at €2.58 billion

NAV 12 Euro cents lower y-o-y at €2.30 per unit due to fair value loss on investment property

	As at 30 Jun 2023 (€'000) (unless stated otherwise)	As at 31 Dec 2022 (€'000) (unless stated otherwise)
Cash & Cash Equivalents <sup>1</sup>	140,503	35,432
Receivables	18,525	16,340
Other Current Assets	960	960
Asset held for Sale <sup>2</sup>	94,000	-
Investment Properties	2,300,012	2,509,407
Other Non-Current Assets	28,692	27,845
<b>Total Assets</b>	<b>2,583,420</b>	<b>2,589,984</b>
Current Liabilities	88,277	129,293
Non-Current Liabilities	1,136,455	1,037,770
<b>Total Liabilities</b>	<b>1,224,732</b>	<b>1,167,063</b>
<b>Net Assets Attributable to Unitholders</b>	<b>1,294,487</b>	<b>1,358,717</b>
<b>Net Assets Attributable to Perpetual Securities Holders</b>	<b>64,201</b>	<b>64,204</b>
Units in Issue ('000)	562,392	562,392
NAV per Unit (€ cents)	2.30	2.42
EPRA NRV per Unit (€ cents) <sup>3</sup>	2.38	2.50

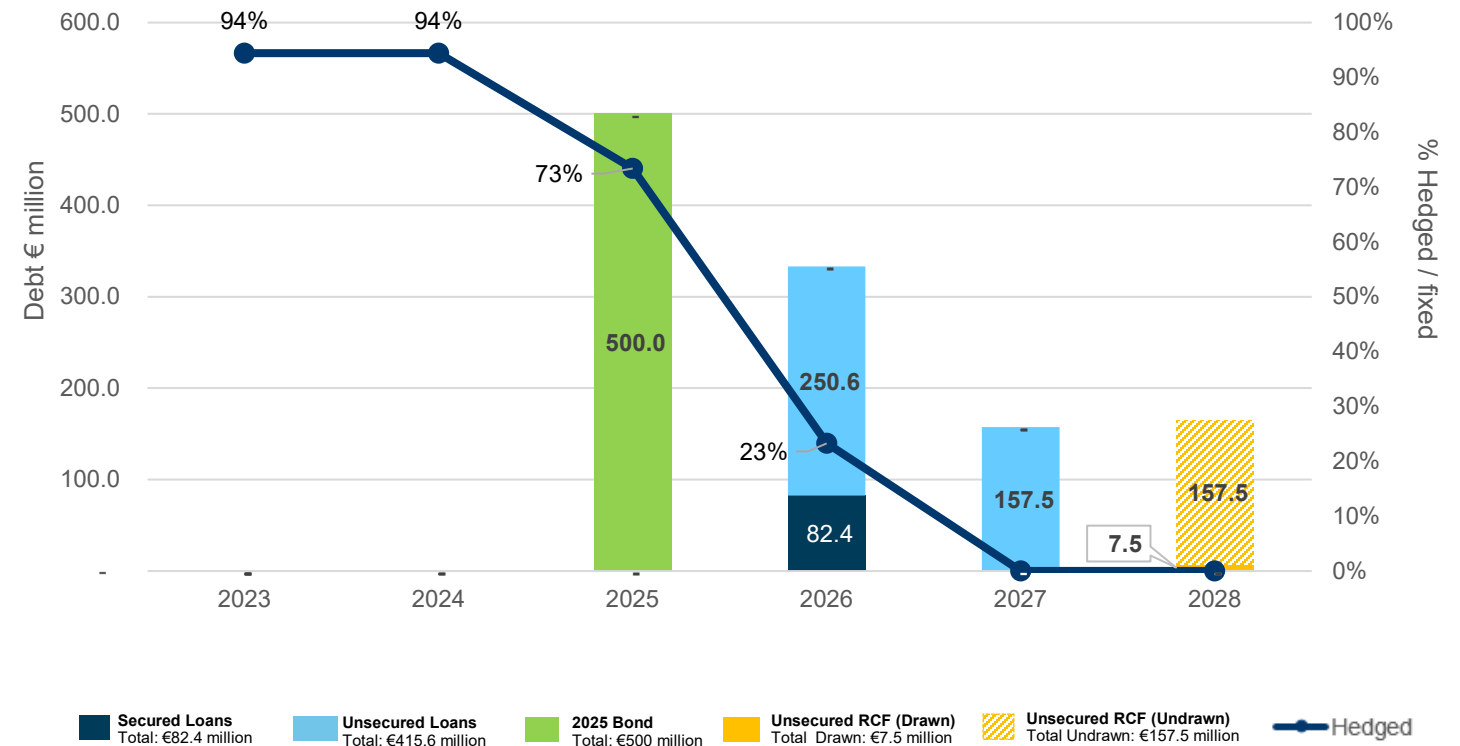


# Proactive capital management

New sustainability-linked facilities for a total of €322.5 million signed in July / August 2023

- New €165.0 million RCF is largely undrawn, following full repayment in July 2023 from proceeds of the Piazza Affari 2 sale
- New 4-year<sup>2</sup> sustainability-linked €157.5 million Term Loan signed on 11 August 2023. All of the remaining debt maturing in November 2024 was repaid
- Following this, there is no debt expiring until November 2025

Pro forma 11 August 2023 debt maturity<sup>1</sup> and percentage hedged / fixed rate



# Capital metrics

Aggregate leverage as at 31 July 2023 following full RCF repayment with Piazza Affari 2 proceeds is 39.5%

	As at 30 Jun 2023	As at 31 Dec 2022	Debt covenants
<b>Total Gross Debt</b>	€1,072.9 million	€1,019.9 million	
<b>Aggregate Leverage<sup>1</sup></b>	41.5%	39.4%	Ranges from 50 - 60% <sup>3</sup>
<b>Net Gearing (Leverage Ratio)</b>	38.2%	38.5%	>60%
<b>Interest Coverage Ratio (“ICR”)<sup>2</sup></b>	4.4x	5.3x	≥ 2x
<b>Unencumbrance Ratio</b>	241.8%	249.5%	>170-200%
<b>All-in Interest Rate</b>	2.85%	2.38%	
<b>Weighted Average Term to Maturity</b>	2.5 years <sup>3</sup>	2.9 years	
<b>NAV</b>	€1,359 million	€1,423 million	€600 million



### 3. 2Q and 1H 2023 portfolio and asset management

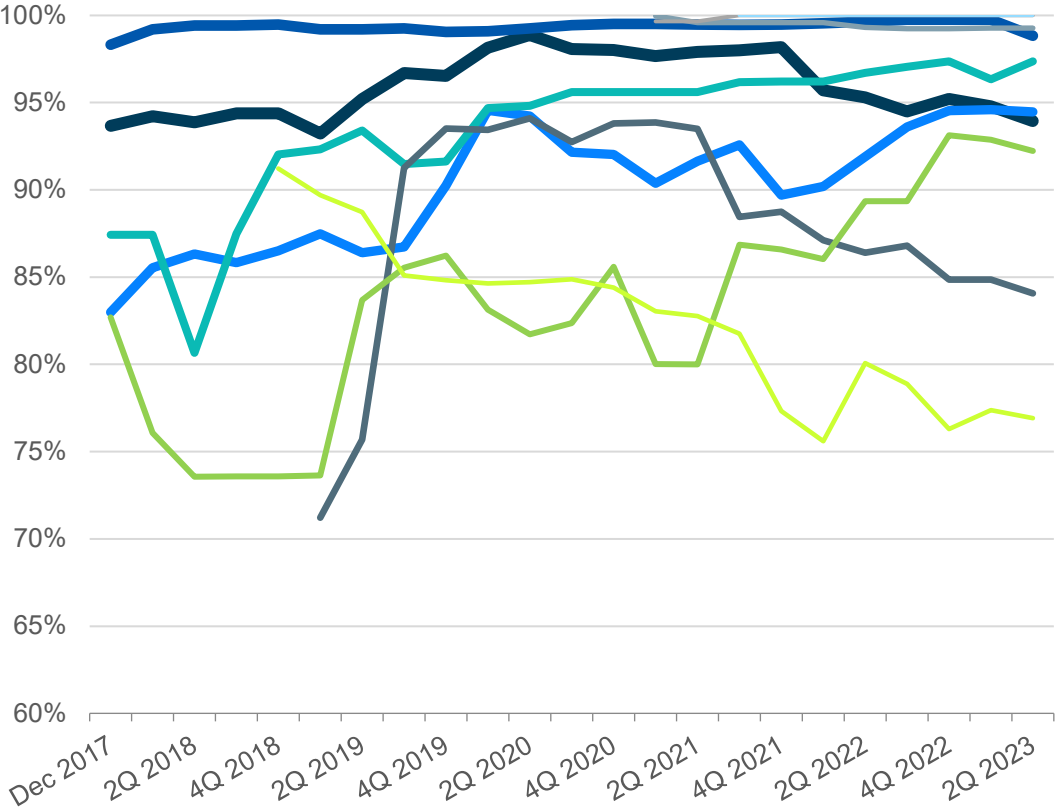


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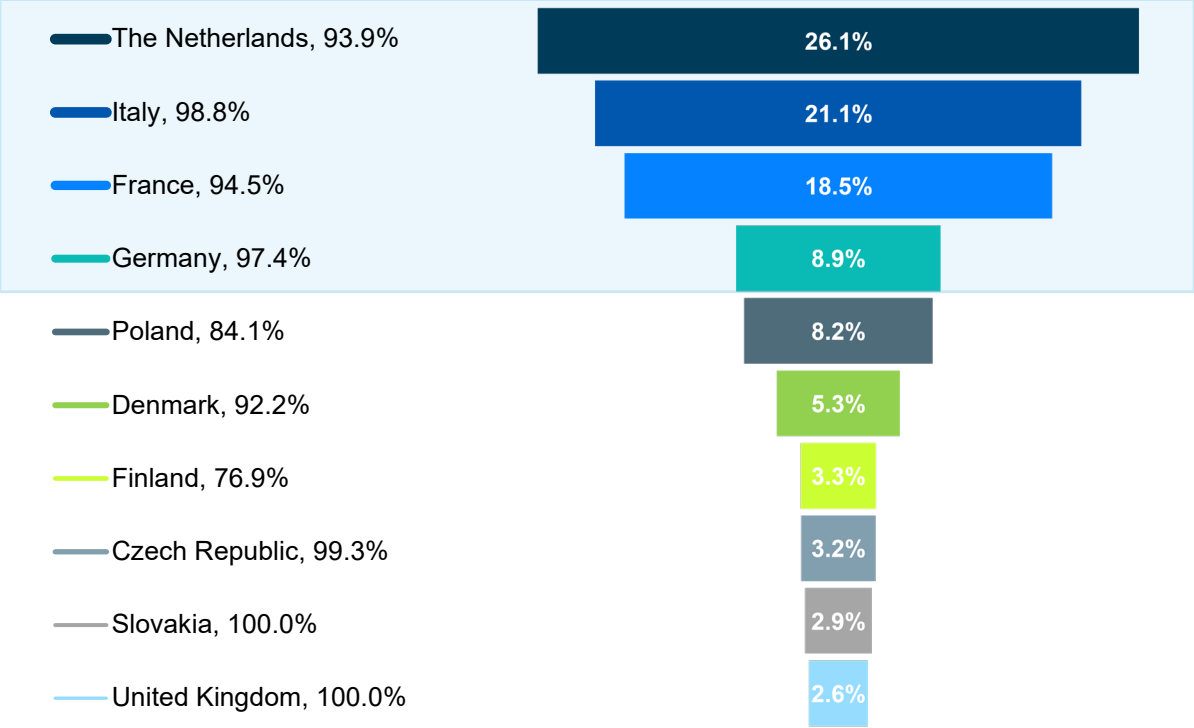
# Occupancy remains at 95.4%; France, Germany and Denmark up

Results continue to be underpinned by four core Western European countries (75% of the portfolio)

Occupancy by country<sup>1</sup>



Portfolio weighting by country<sup>1</sup>



1. Left chart is occupancy based on NLA. Right chart is country portfolio allocation based on book value as of 30 June 2023

# Sustained high level of occupancy and positive rent reversions



WALE at 4.4 years<sup>2</sup>



+5.9% rent reversion for 1H 2023  
+ 3.6% in 2Q 2023

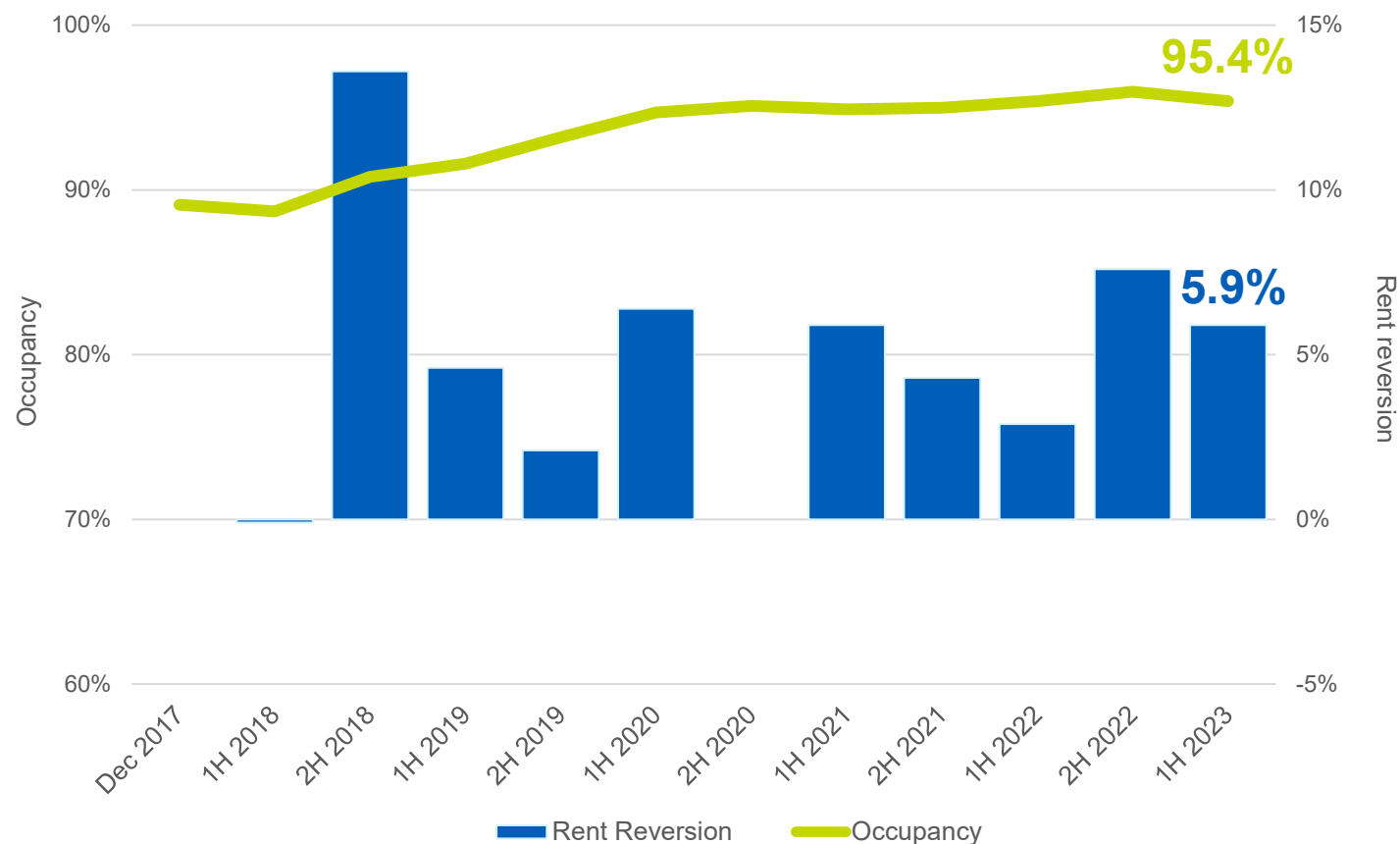


6.8% of portfolio's leases<sup>3</sup> signed /  
renewed in 1H 2023 (127,610 sqm)  
2.2% in 2Q 2023 (41,136 sqm)



74% tenant retention for 1H 2023  
67% in 2Q 2023

Portfolio occupancy<sup>1</sup> and rent reversions



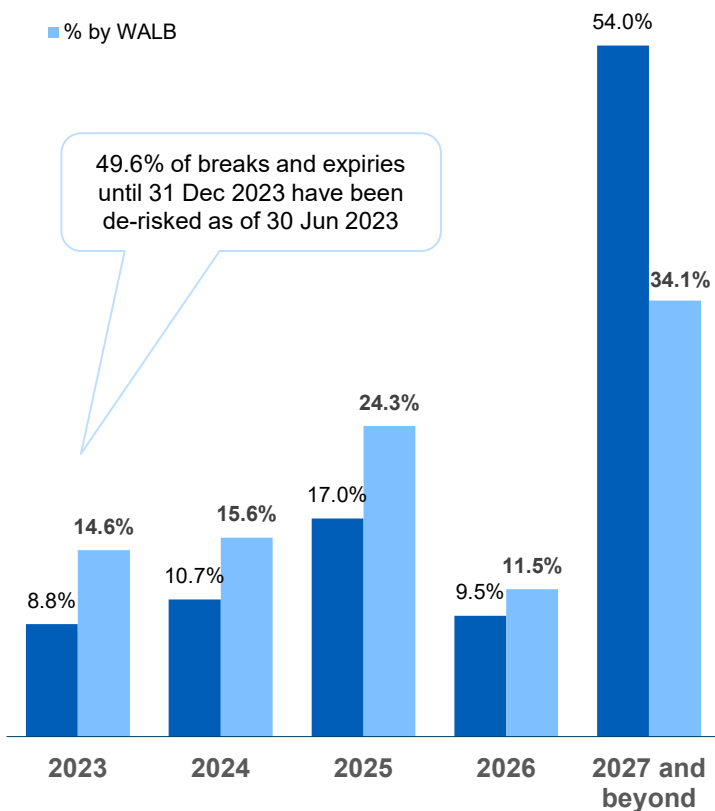
# 49.6% of lease breaks and expiries up to 31 Dec 2023 de-risked

Portfolio WALE at 4.4 years / WALB at 3.4 years as at 30 June 2023

Advanced positive discussions underway for key office leases expiring in 2025

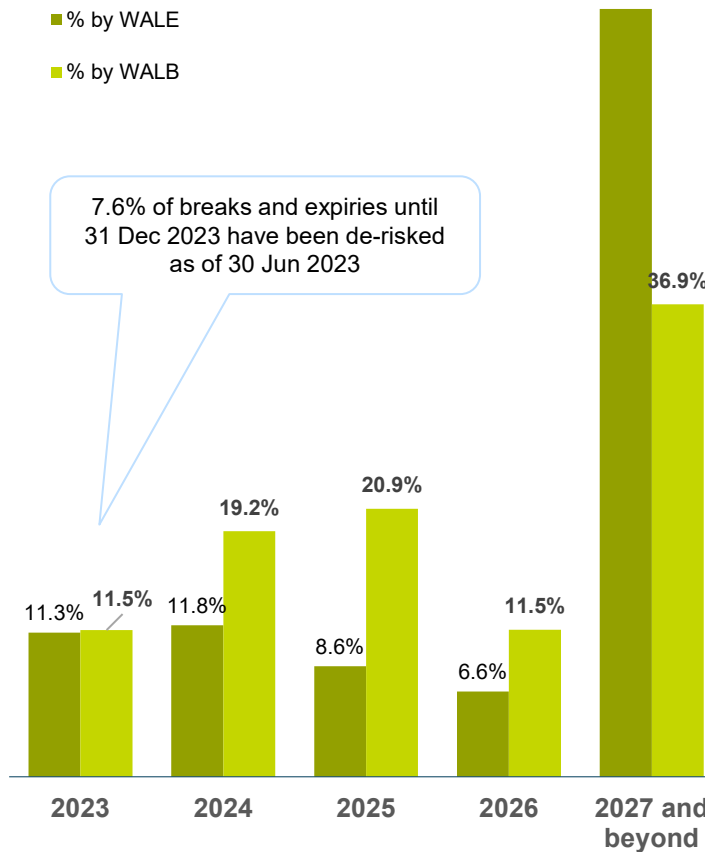
## Portfolio

- % by WALE
- % by WALB



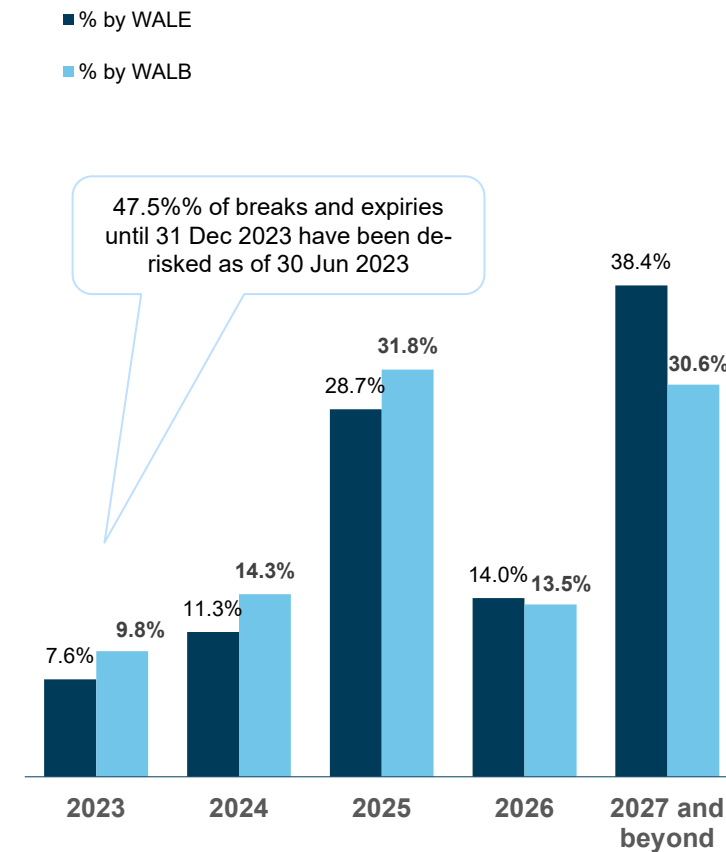
## Light industrial / logistics

- % by WALE
- % by WALB



## Office

- % by WALE
- % by WALB



# Light industrial / logistics portfolio effectively at full occupancy

Rent reversion in 2Q 2023 stronger q-o-q at +11.4%



WALE at 4.9 years<sup>1</sup>



+6.9% rent reversion for 1H 2023  
+11.4% in 2Q 2023

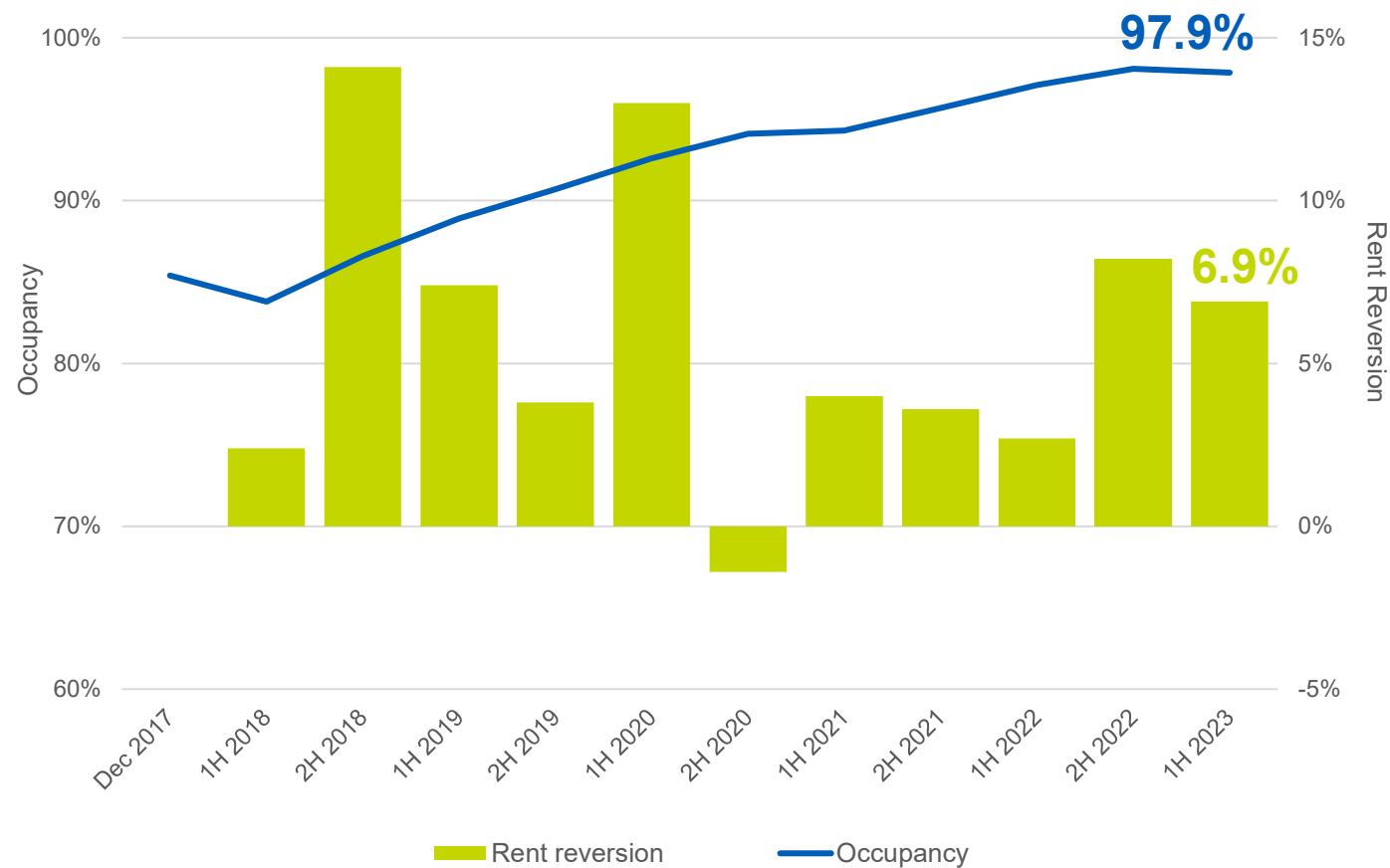


5.4% of the sector leases<sup>2</sup> signed / renewed in 1H 2023 (64,251 sqm)  
1.7% in 2Q 2023 (20,370 sqm)



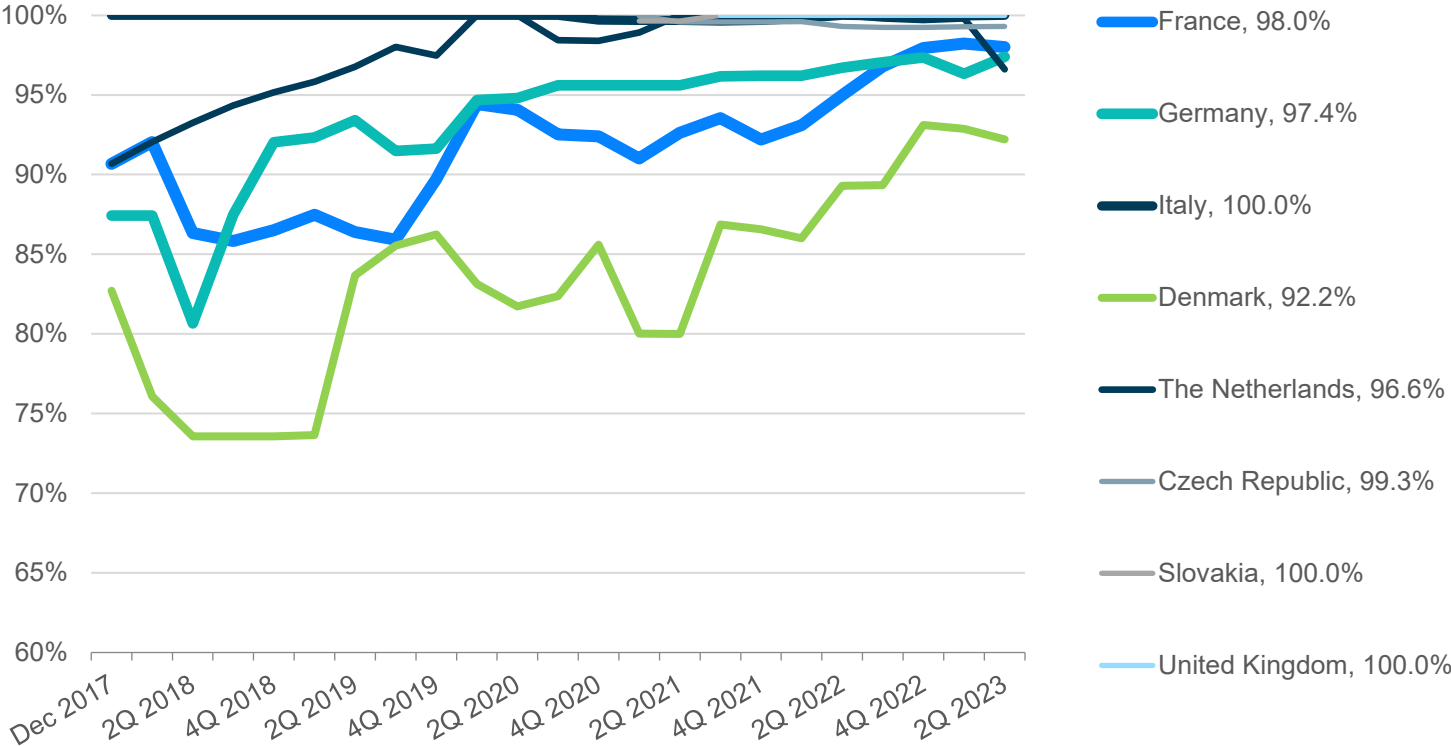
60% tenant retention for 1H 2023  
62% in 2Q 2023

CEREIT's light industrial / logistics portfolio occupancy & rent reversion (%)

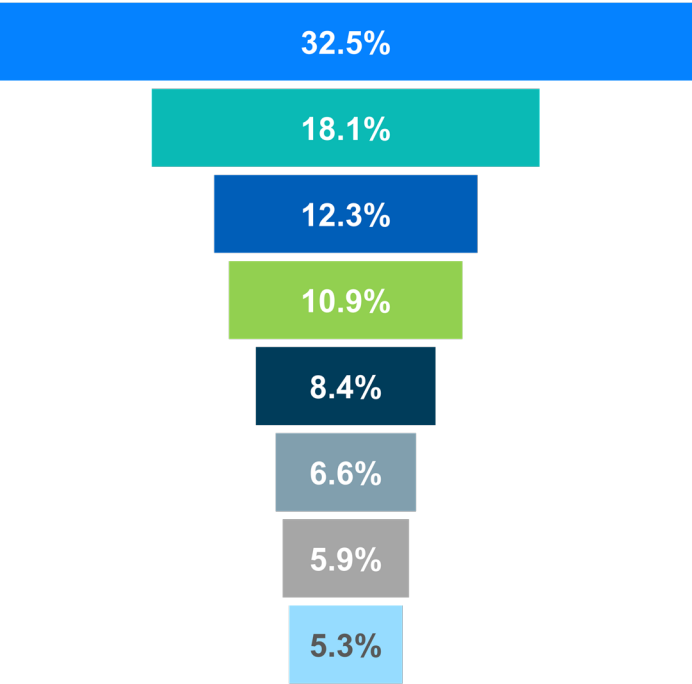


# Light industrial / logistics: stable 97.9% occupancy

Occupancy by country<sup>1</sup>



Portfolio weighting by country<sup>1</sup>



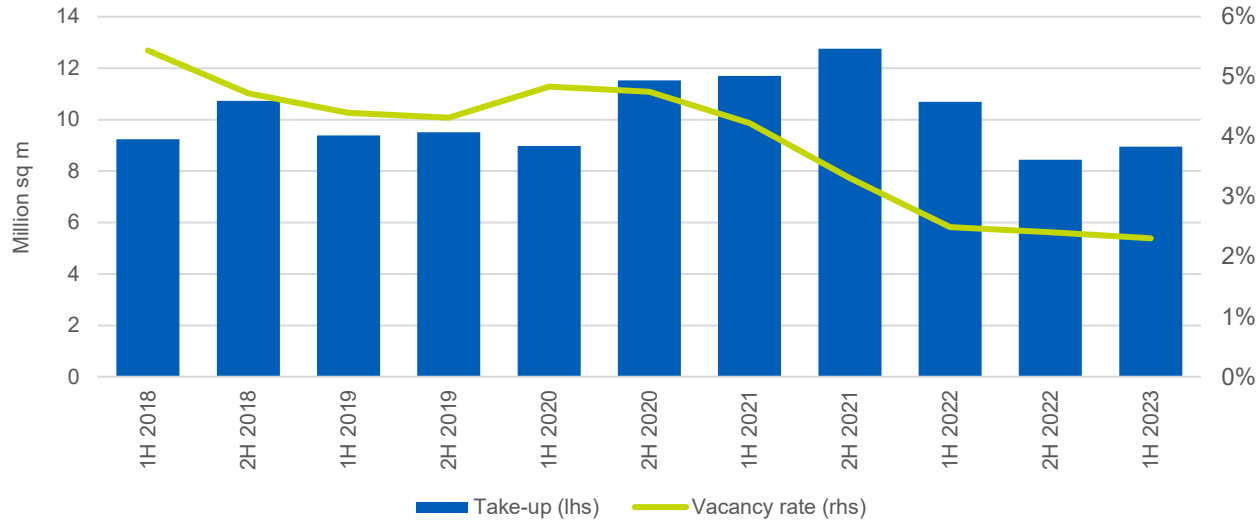
1. Left chart is occupancy based on NLA, right chart is country portfolio allocation based on book value as of 30 June 2023



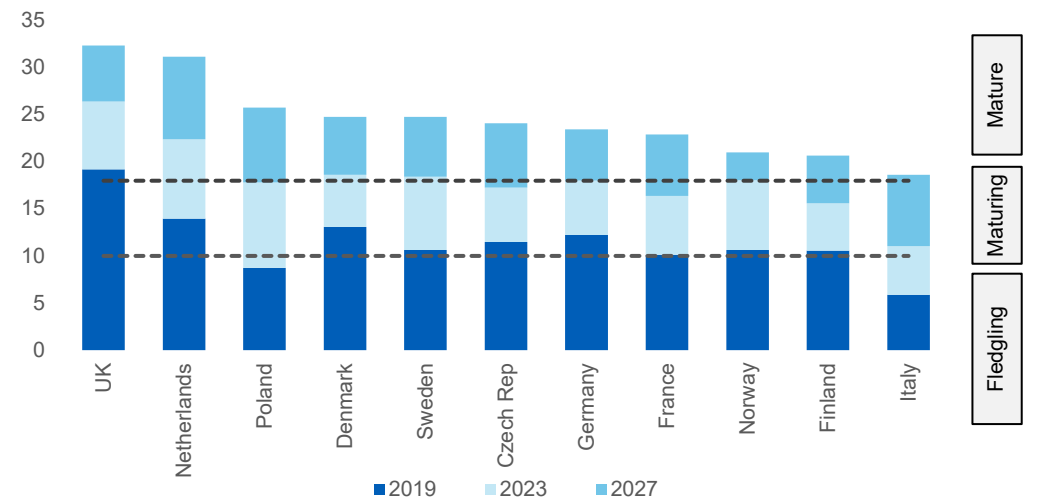
# Logistics: record low 2.3% market vacancy; 1H take-up moderating

Take-up<sup>1</sup>, vacancy rates and market rent growth<sup>2</sup> in CEREIT's countries<sup>3</sup> with exposure to logistics

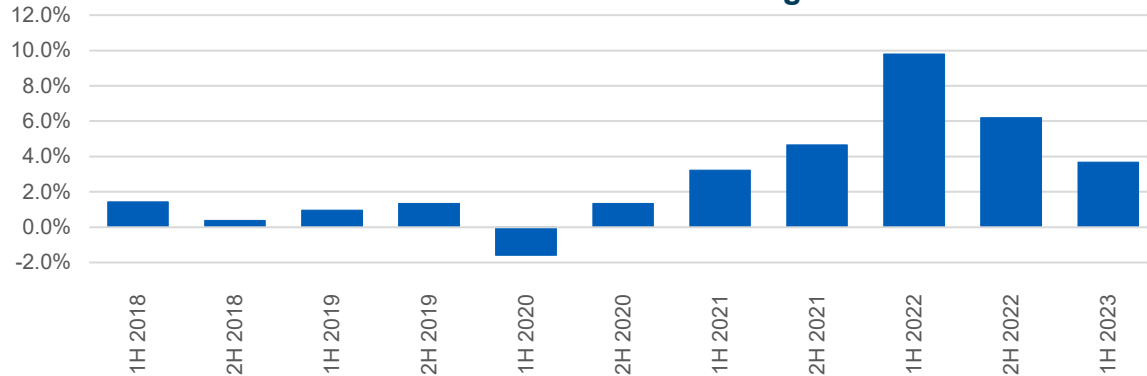
Semi-annual take-up and average vacancy rates



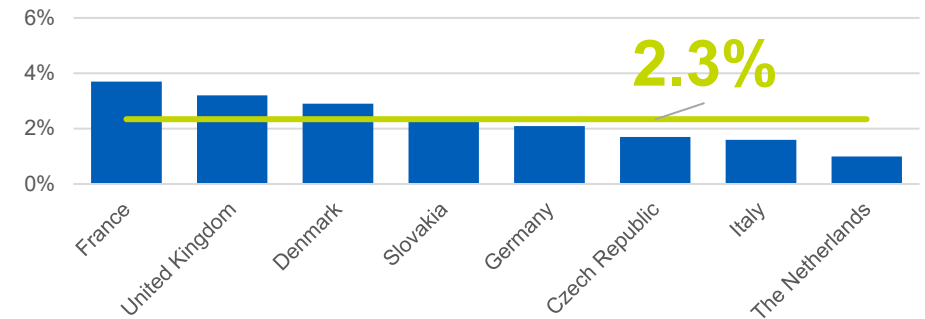
Online retail expenditure continues to support occupier demand



Semi-annual market rent growth<sup>3</sup>



Vacancy rates by country (2Q 2023)

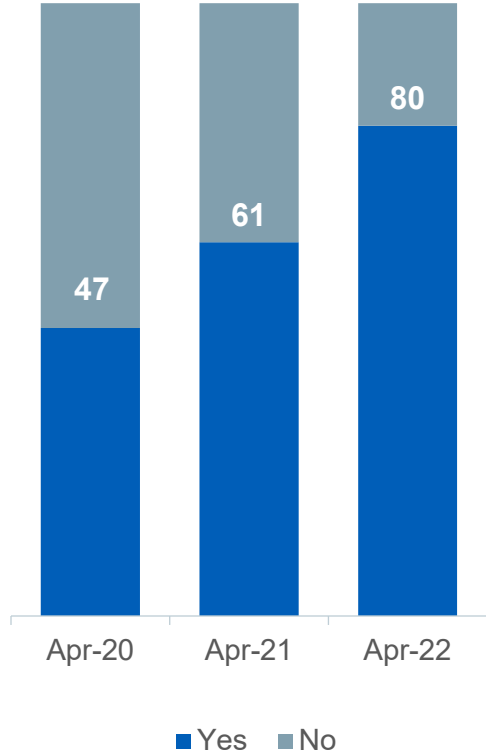


# Logistics growth drivers: supply chain resilience

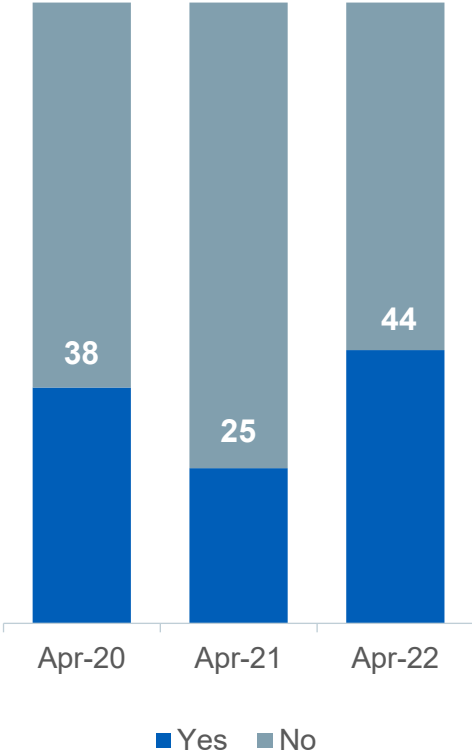
Occupier surveys show higher stock storage and more localised supply chains (“nearshoring” and “friend-shoring”)

## Planned / implemented supply chain strategies

Increasing supply chain inventory



Localising supply chain



**42%**

anticipate reducing reliance on foreign imported materials/goods



**40%**

plan to shorten supply chains to mitigate disruption risk



**38%**

plan to increase quantities of stock held



**27%**

plan to re/near shore

# Office rent reversion driven by Grade A office

Major new lease for ~10,000 sqm of space for a duration of 15 years at Haagse Poort in The Hague, the Netherlands



WALE at 3.6 years<sup>1</sup>



+5.7% rent reversion for 1H 2023  
-0.9% in 2Q 2023

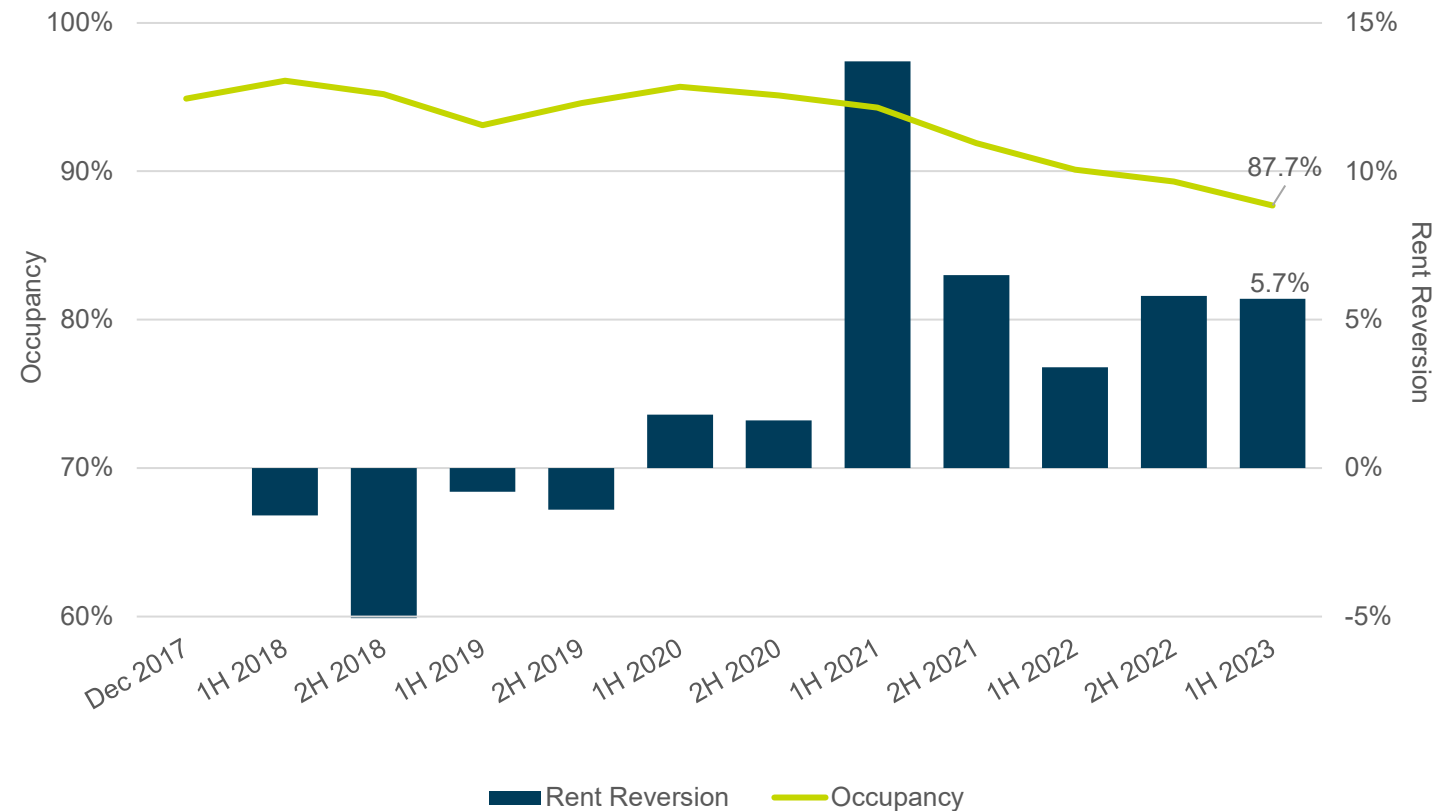


11.7% of sector's leases<sup>2</sup> signed / renewed in 1H 2023 (59,999 sqm)  
4.1% in 2Q 2023 (20,766 sqm)



79% tenant retention for 1H 2023  
70% in 2Q 2023

CEREIT's office portfolio occupancy and rent reversions (%)

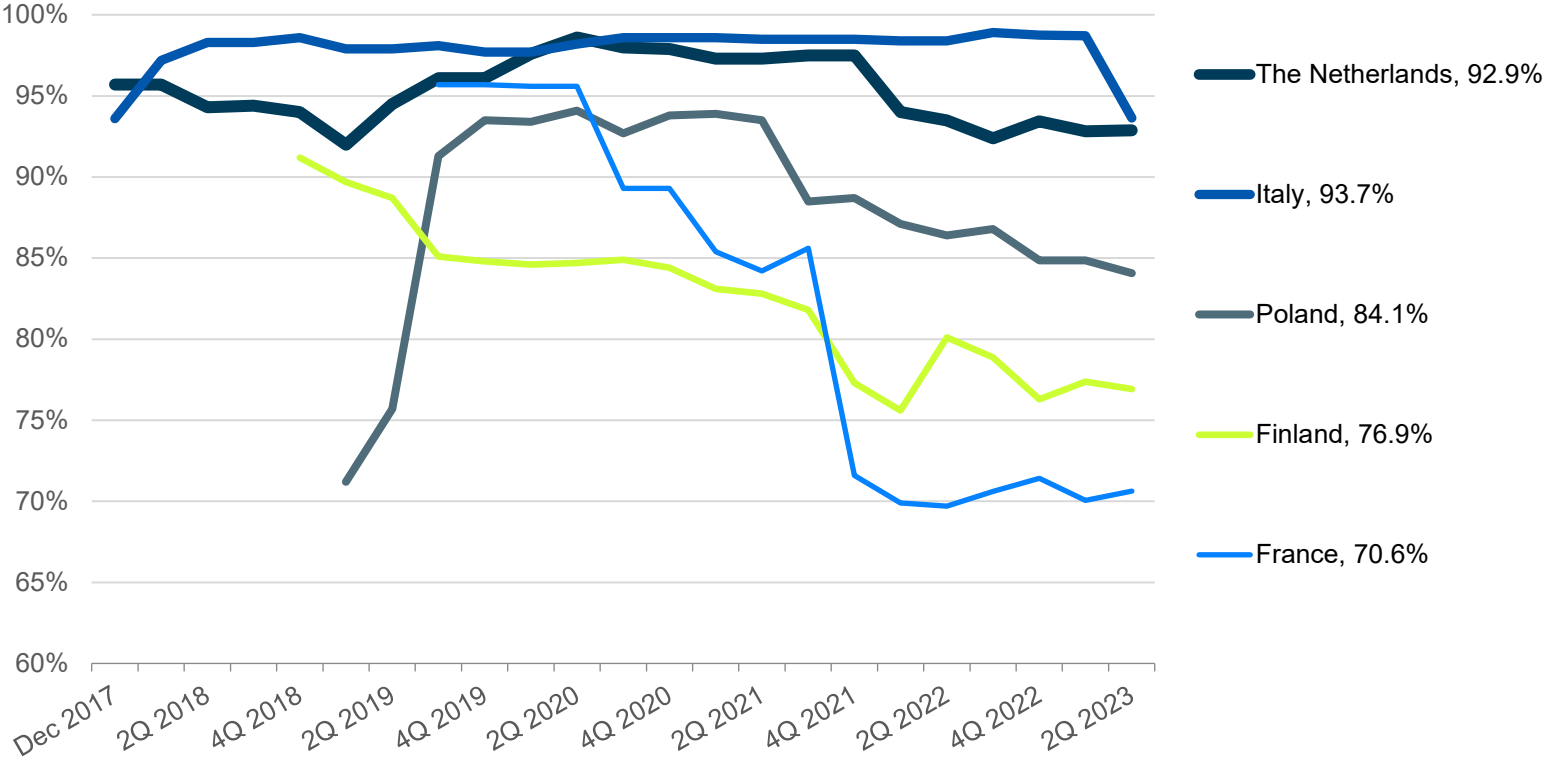


# Office portfolio occupancy close to 88%

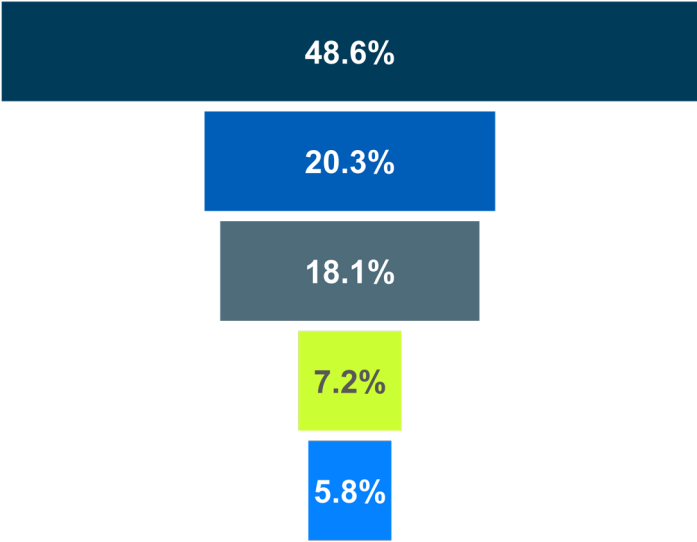
Piazza Affari 2 in Milan, Italy's 100% occupancy (now sold) removed from statistics at the end-June 2023

Several assets in Poland are being prepared for sale to developers with close to vacant possession

Occupancy by country<sup>1</sup>



Portfolio weighting by country<sup>1</sup>

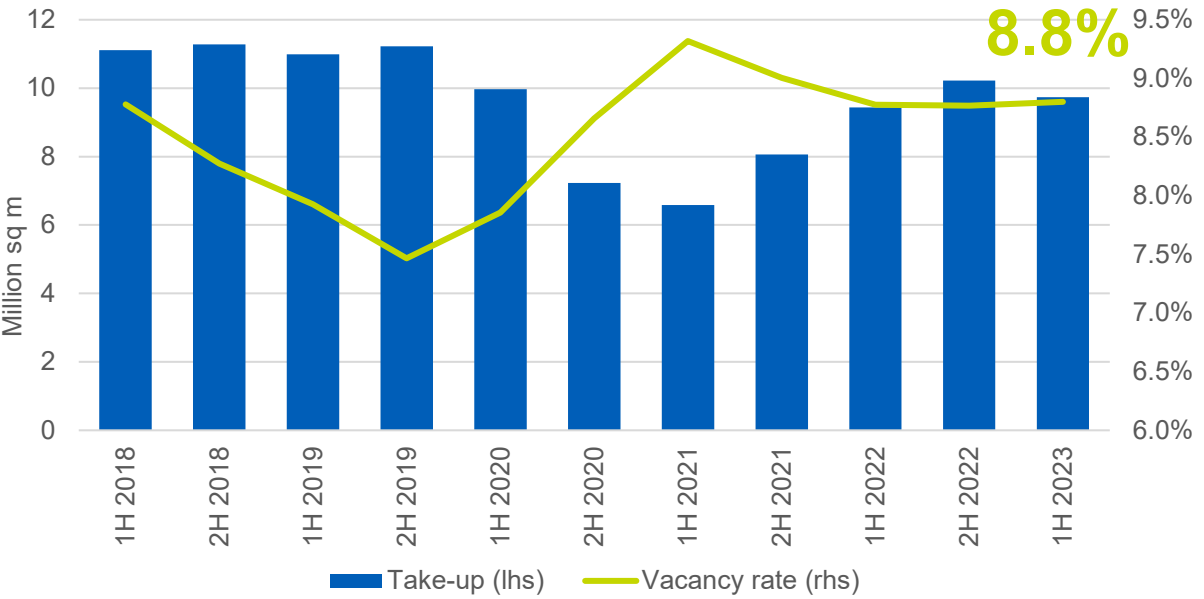


<sup>1</sup> Left chart is occupancy based on NLA, right chart is country portfolio allocation based on book value as of 30 June 2023

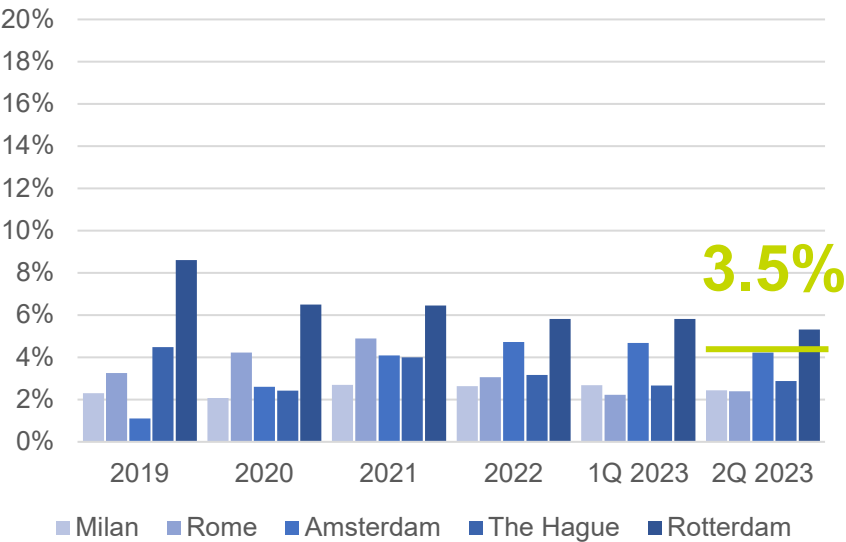
# Grade A office continues to show stronger fundamentals

Grade A office vacancy in CEREIT's key office markets 3.5% vs 8.8% for all office grades

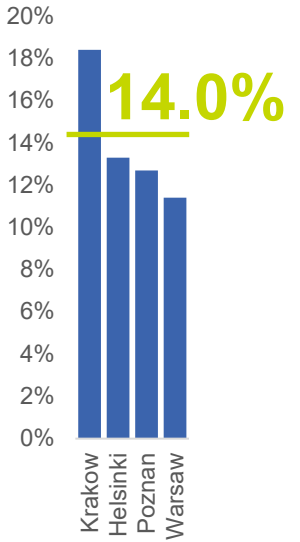
Semi-annual take-up<sup>1,2</sup> and average vacancy rates for all office grades<sup>1,3</sup>



Grade A office vacancy in CEREIT's key office markets



2Q 2023 vacancy in CEREIT's weaker Polish & Finnish office markets



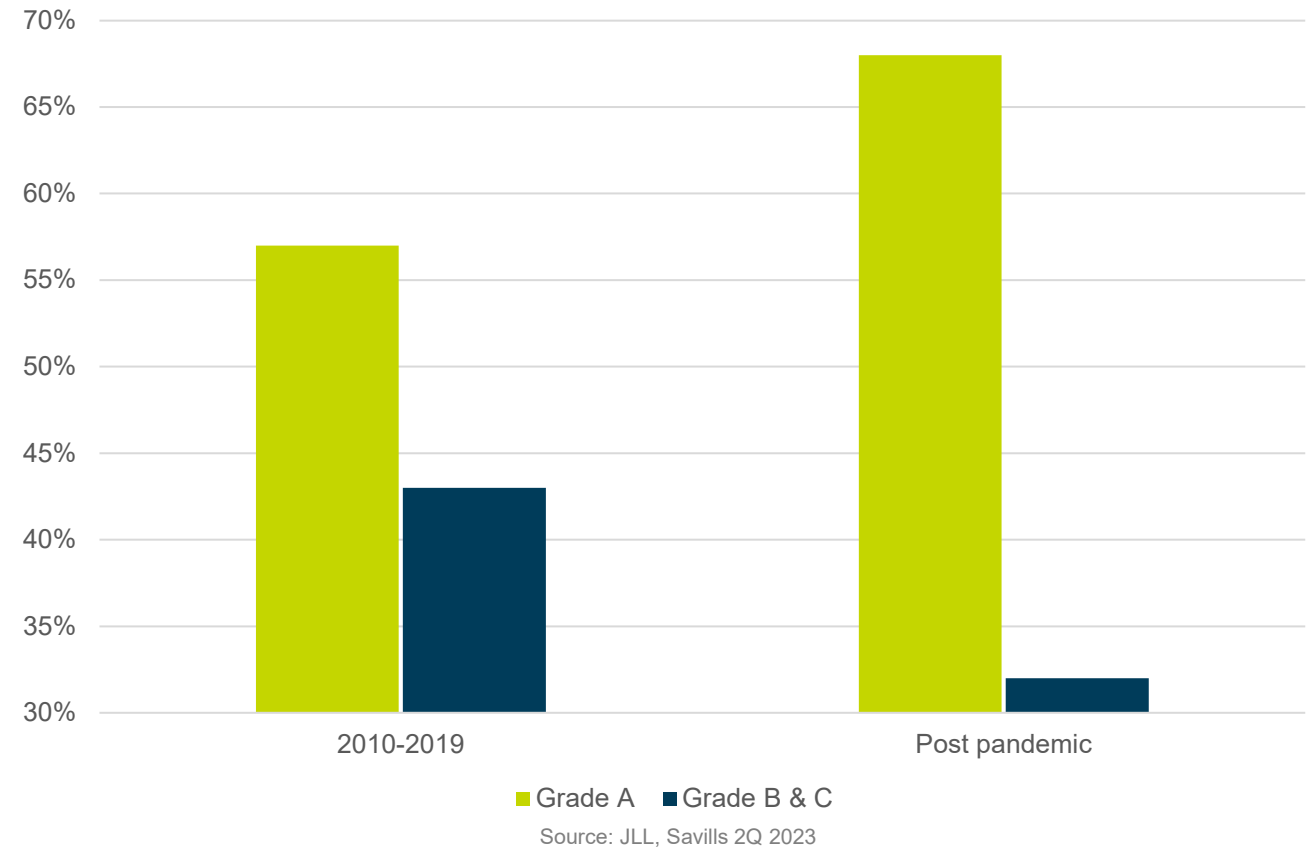
Source: CBRE 2Q 2023  
 1. CEREIT's countries with exposure to office – France, Italy, The Netherlands, and Poland (no data for Finland)  
 2. Take up covers the sum of quarterly office take-up across four of CEREIT's five countries with exposure to office with exception of Finland (no data available)  
 3. Average quarterly office vacancy rate covers key cities in the five CEREIT's countries with exposure to office

# Grade A office highly sought after but occupiers are taking less of it

Office owners will need to work harder to mitigate vacancies through more individual deals

- Take-up activity is more focused on Grade A, ESG rated and energy efficient buildings post COVID
- Only 20% of European office stock is BREEAM rated (Source: CBRE)
- Occupiers are taking less space overall; offices are becoming more multi-tenanted with rental gap widening to B/C grade
- CBRE's European Office Occupier Survey 2023 indicates that approximately 60% of occupiers plan to reduce their office portfolio size over the next 3 years (compared to 45% in 2022) offset by low new supply

European office take-up by quality



# Nervesa 21 is ~70% pre-leased six months ahead of completion

The redevelopment project is on track and on budget, with planned completion date in 1Q 2024

## Construction update

- On track for completion in 1Q 2024 on Budget
- Structures: 100%
- Civil works: 70%
- MEP systems: 60%
- Facades: 65%

## Leasing update

- Pre-let ~70% of NLA six months ahead of planned completion
- Tenants include a €10 billion revenue global media company, a €1 billion global public relations agency and a Tencent-backed “unicorn”
- CBD location, energy efficiency and superior staff amenities / transport options are key attractions



# Lovosice ONE Industrial Park I CZ development completed

Delivered in July 2023 with ~46% pre-let in place and full lease-up projected by end-December 2023

## Project scope

- €15 million for the refurbishment of 2,611 sqm existing building and development of five new warehouse units and with a total lettable area of 14,679 sqm

## Construction status

- Existing building fully repurposed for logistics use was already delivered in 12/2022 with operating permit received for the tenant-customer – Czech logistics company Lorenc Logistic s.r.o
- Construction of 5 new units was delivered in July 2023 and occupancy permit received

## Leasing

- Lorenc Logistic s.r.o has already moved into refurbished unit in January 2023
- German 3PL Fiege (5,362 sqm) will take over 2 units on August 2023
- Advanced negotiations for the three remaining units (~9,000 sqm) with several tenants (international retail and 3PL tenant-customers)

## Sustainability

- Planned BREEAM<sup>1</sup> Very Good certification







## 4. Summary



RESILIENCE • QUALITY • REJUVENATION

# 1H 2023 summary, outlook and priorities

Managing to a continued higher rate environment and softening economy and valuations

## 1H 2023 summary

- CEREIT has achieved majority weighting to logistics / light industrial at 51%, pending divestment completion of Viale Europa 95 in Bari, Italy
- CEREIT divested €135 million in assets at 5.4% premium
- Total valuation only down 1.6% for 1H 2023; NAV = € 2.30 / Unit
- LTV 39.5% with ~€500 million headroom to MAS limits / covenants
- 95.4% occupancy and 3.9% like-for-like NPI growth, with 8.7% logistics like-for-like NPI growth largely offsetting higher interest expense
- 1H 2023 DPU € 7.79 cents; only 4.5% lower pcp, adjusting for no capital distributions top up in 1H 2023

## Outlook

- Global real estate fundamentals not expected to improve for a year or so, but Europe is expected to outperform other major markets
- Impact from higher interest rates, higher inflation and geopolitical disruptions continue to cause slowing economic growth and softer valuations
- Short-term impact on DPU from asset sales and redevelopments in progress in preparation to take advantage of the cyclical upturn

## Key priorities 2H 2023

- Continue with focus on active asset management to:
  - maintain occupancy above 94%
  - drive rent reversion growth and capture ongoing inflation indexation
  - deliver fully-let current developments and AElS and prepare further projects to rejuvenate and future-proof the portfolio
- Mitigate impact on distributable income from higher interest costs and operating costs
- Maintain Fitch investment-grade rating and keep gearing within the Board's policy range of 35-40%
- Continue to deliver on asset sales – on track for €200 million by December 2023



# 5. Appendix

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# Distribution timetable

1H 2023 distribution is 100% capital

## Distribution timetable

Last day of trading on a “cum” Basis	18 August 2023 (Friday)
Ex-distribution Date	21 August 2023 (Monday)
Record date	22 August 2023 (Tuesday)
Currency election notice due-by date	12 September 2023 (Tuesday)
Announcement of Exchange Rate	20 September 2023 (Wednesday)
Distribution Payment date	28 September 2023 (Thursday)
1H 2023 DPU	€7.790 cents

## Commentary

- 1H 2023 DPU of €7.790 cents is 100% capital
- Distribution does not include any top-up from realised capital gain in lieu of the absence of income due to the Nervesa 21 redevelopment in Milan and the Via dell’Amba Aradam (“Maxima”) redevelopment in Rome
- Distribution Reinvestment Plan remains suspended for the 1H 2023 distribution
- Investors can elect to receive distribution in Euro or Singapore Dollars (S\$ distribution is default)

1H 2023 DPU

**€7.790 cents**

# Independent valuations as at 30 June 2023

Light industrial / logistics (LI/L) sector's income growth helped to offset downside from office cap rate compression  
 Reversionary yield increased 50 bps to 7.4% - LI/L at 6.8% and office at 7.9%

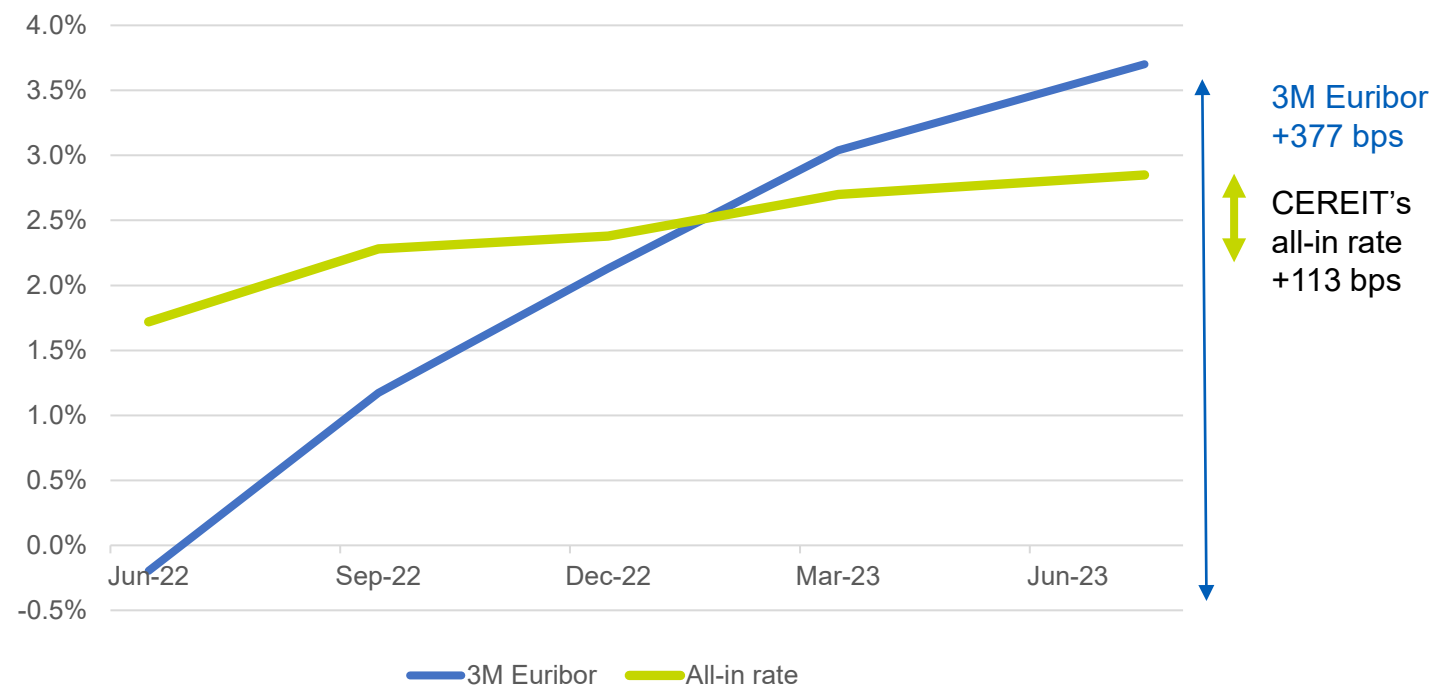
	Valuation 31-Dec-22 <sup>1</sup>	Net Investment <sup>2</sup>	Valuation Inc/(Dec) <sup>3</sup>	Valuation 30-Jun-23 <sup>4</sup>	Weighted Avg NIY 30-Jun-23
	€ million	€ million	€ million	€ million	%
<b>The Netherlands</b>	639.2	3.6	(20.5)	622.3	5.2%
<b>Italy</b>	587.0	(84.7)	0.8	503.1	5.5%
<b>France</b>	439.0	1.1	2.5	442.6	6.3%
<b>Germany</b>	217.2	1.5	(7.1)	211.6	5.7%
<b>Poland</b>	215.7	1.0	(21.5)	195.2	7.2%
<b>Denmark</b>	122.3	1.7	3.7	127.7	6.2%
<b>Finland</b>	85.8	1.0	(8.8)	78.0	7.8%
<b>The Czech Republic</b>	74.2	4.4	(1.3)	77.3	4.3%
<b>Slovakia</b>	66.0	10.9	(7.5)	69.4	7.7%
<b>United Kingdom</b>	57.5	-	4.0	61.5	7.2%
	<b>2,503.9</b>	<b>(59.5)</b>	<b>(55.7)</b>	<b>2,388.7</b>	<b>5.9%</b>

# 94% hedged / fixed mitigates further rise in interest rates

3M Euribor has increased by close to 400 bps in just over a year

- CEREIF has been actively managing interest rate risk with hedged and fixed rate debt
- CEREIF's all-in interest rate has increased by less than one-third of the move in 3M Euribor
- 94% of debt is fixed / hedged for an average of 2.3 years as at 31 July 2023

CEREIF's all-in interest rate vs. 3M Euribor



# Monetary policy to see further rate increases this year

Likely to have a further impact on CEREIT's earnings if RCF is fully drawn

## Inflation to settle at a higher level



Assuming the new RCF is fully drawn and there is a 100-bps increase in 3-month Euribor, the all-in interest would increase from c. 2.9% to 3.4%

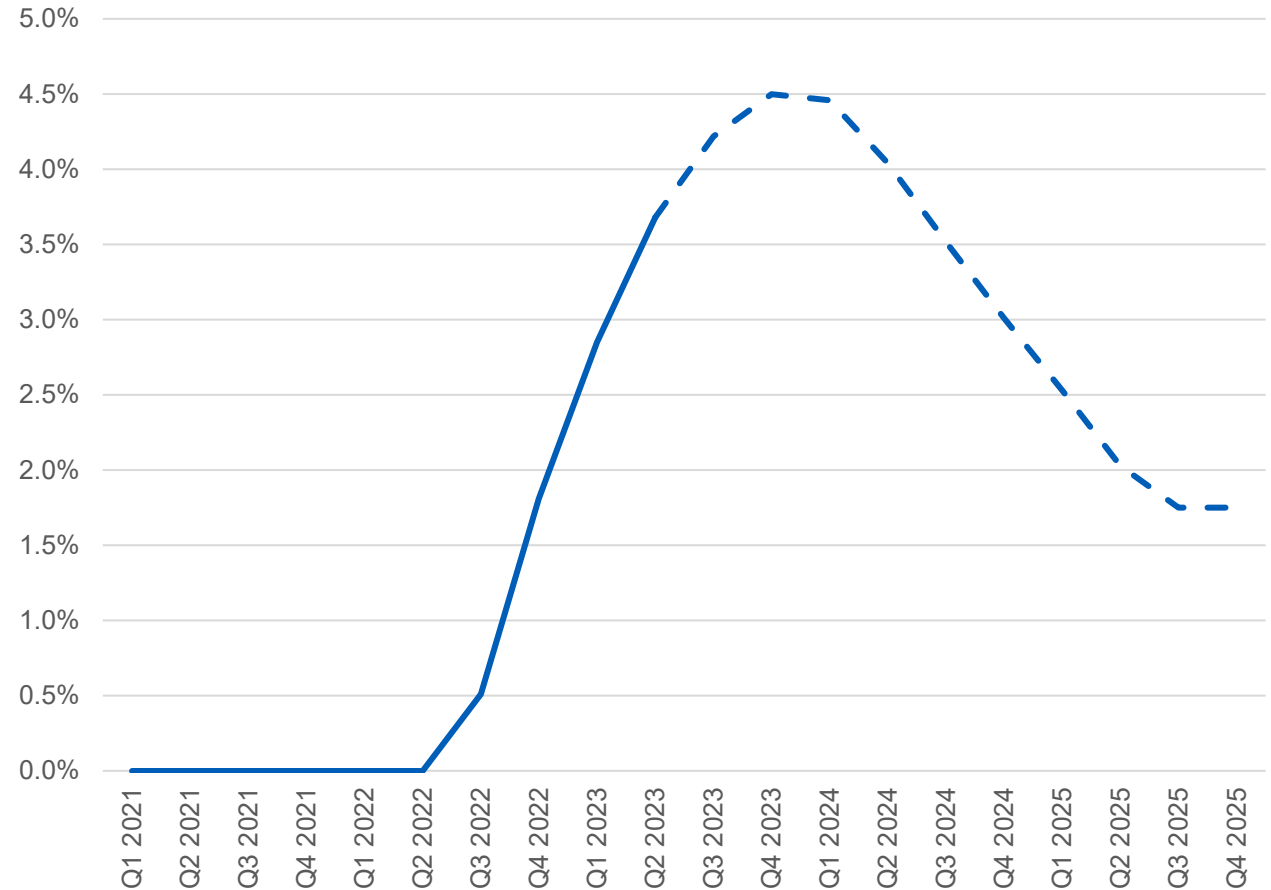


A 100-bps increase in 3-month Euribor would impact full-year DPU by 0.38 cpu or 2.4%



If the RCF is undrawn, the impact on DPU would be only 0.09 cpu or 0.6%

## Eurozone refinancing rate

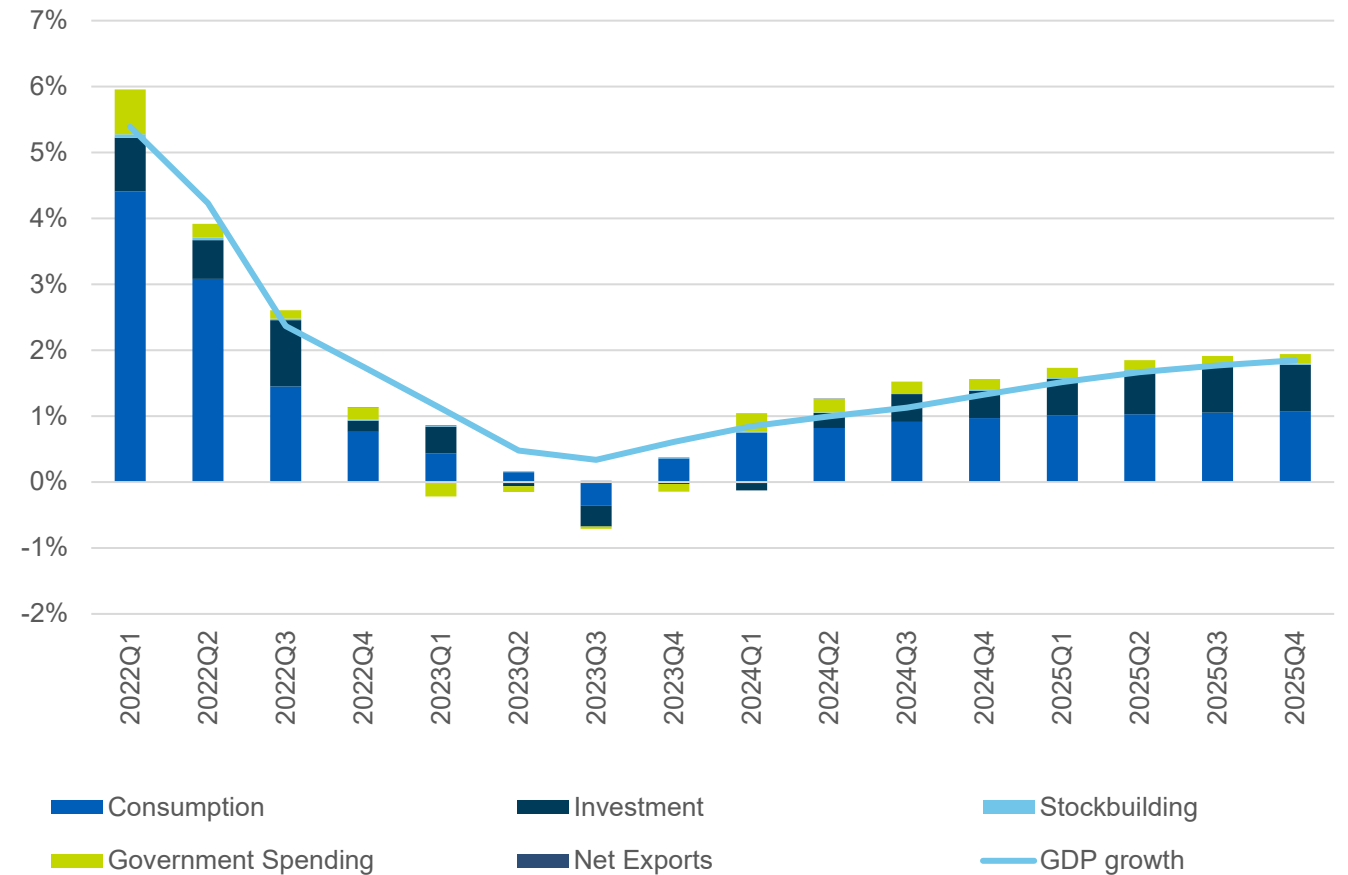


# Weak economy: low growth environment expected to persist

+0.6% 2023 / 1.1% 2024 real GDP growth forecast by Oxford Economics

- Eurozone GDP growth outlook revised down
- High inflation impacting real wages causing weak consumption in 2023
- PMI and business surveys decline for consecutive months
- Manufacturing PMI at its lowest reading since 1Q 2020
- Subdued growth expected in 2H 2023

**Eurozone GDP and components**





# Rising core inflation, despite falling headline rates

+5.2% 2023 / 1.1% 2024 CPI growth forecast by Oxford Economics

## Inflation to settle at a higher level



Geopolitics



Greenflation



Climate change

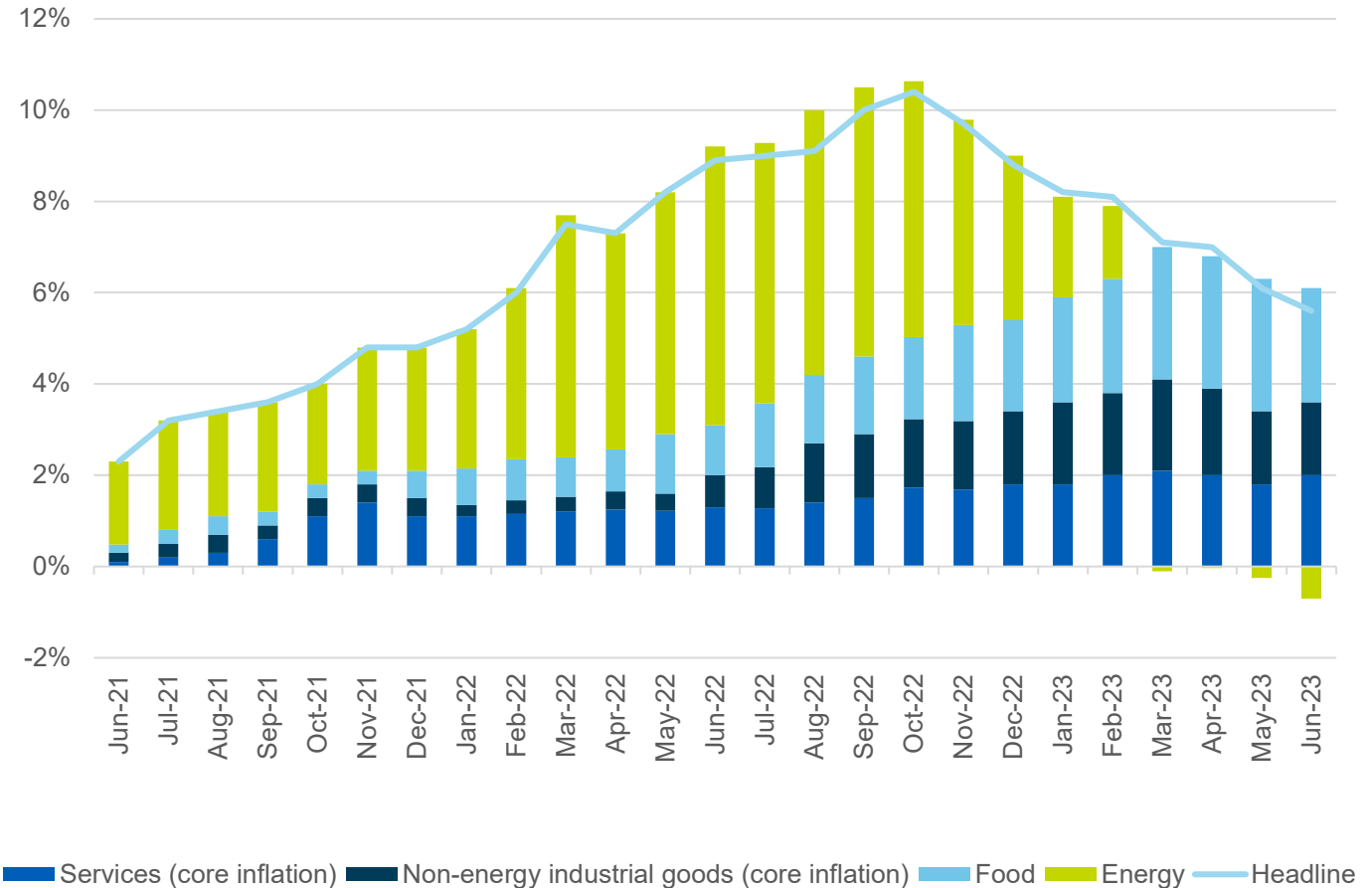


Shortage economy



Ageing population

Headline inflation and components



# Key economic forecasts in Eurozone

## Annual forecasts

As at Aug 2023	2021	2022	2023E	2024E	2025E	2026E
GDP	5.4	3.4	0.7	0.9	1.7	1.9
Private consumption	3.8	4.5	0.2	1.7	2	2
Fixed investment	4	3	0.8	1.1	3	3.1
Government consumption	4.3	1.4	-0.7	0.9	0.8	0.7
Exports of goods and services	8.7	8.2	0.1	2.6	3	2.4
Imports of goods and services	11	7.3	1.5	2.2	2.6	2.4
Industrial production	8.8	2.2	-1.1	1.1	3.2	2.2
Consumer prices	2.6	8.4	5.3	1.5	1.2	1.6
Unemployment rate (%)	7.7	6.7	6.5	6.6	6.6	6.5
Current a/c balance (% of GDP)	2.8	-0.8	2	2	2.2	2.4
Government balance (% of GDP)	-5.3	-3.7	-3.2	-2.8	-2.3	-2
ECB Refinancing rate (% , EOP)	0	2.5	4.5	2.8	1.8	1.8
10-yr govt.yield, EZ avg (% , EOP)	0.3	3.4	2.8	2.6	2.4	2.3
Exchange rate (US\$ per euro, EOP)	1.13	1.07	1.09	1.11	1.12	1.14
Exchange rate (euro per £, EOP)	0.84	0.89	0.86	0.86	0.87	0.87

# Key economic forecasts in Eurozone

## Quarterly forecasts

As at Aug 2023	2023				2024E			
	Q1	Q2	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
GDP	1.1	0.6	0.4	0.5	0.7	0.8	1	1.3
CPI inflation	8	6.2	4.7	2.5	1.9	1.4	1.3	1.2
3-month EURIBOR (%)	2.6	3.4	3.8	3.9	3.7	3.3	2.8	2.4
10-year yield, EZ average (%)	3.1	3.2	3.1	2.9	2.8	2.7	2.7	2.6
Exchange rate (US\$ per euro, AVG)	1.07	1.09	1.09	1.09	1.09	1.1	1.1	1.1
Exchange rate (euro per £, AVG)	1.13	1.15	1.17	1.17	1.17	1.17	1.16	1.16

# Sponsor's European footprint and on-the-ground expertise

## Cromwell Property Group

Strong alignment of interest with Unitholders with ~€400 million invested in CEREIF's Units



**28%**  
stake in CEREIF

Highly experienced local European teams, with on-the-ground market knowledge



**20-year**  
track record  
in Europe

Specialists in Core+ and Value-add commercial real estate



**11**  
European countries

Strong capabilities in sourcing and executing a pipeline of off-market deals



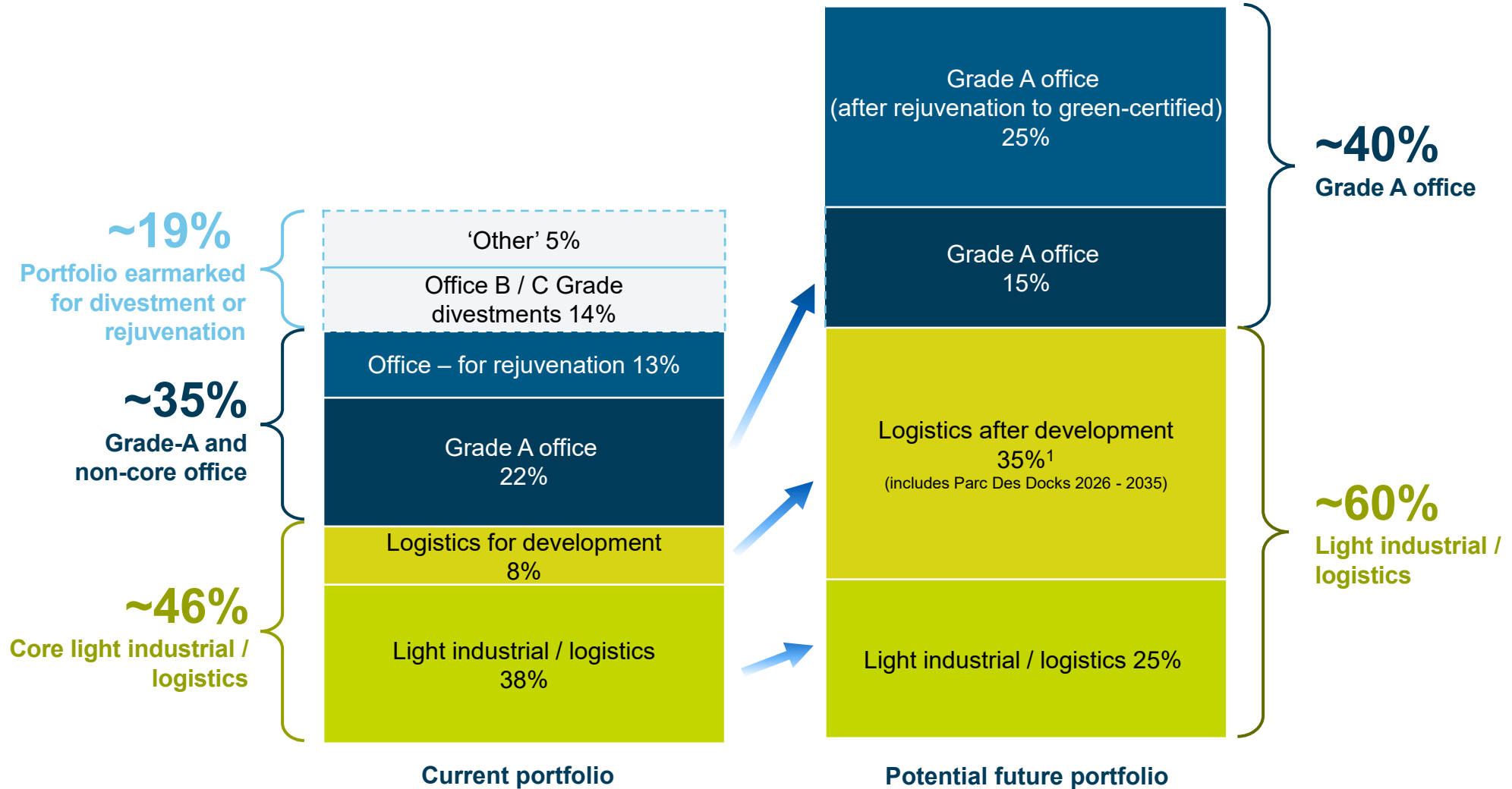
**14**  
European offices

## Office locations



# Divestments and developments to enhance the portfolio

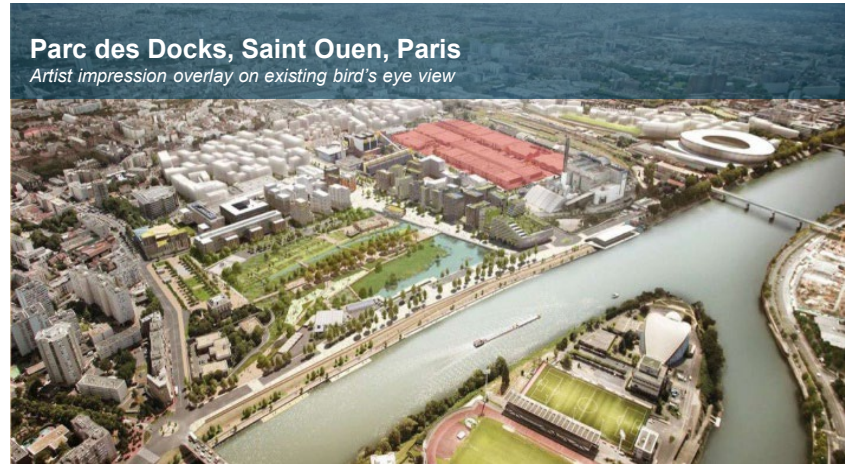
~€400 million in non-strategic asset divestments will be staggered over the next two to three years to fund €250<sup>1</sup> million developments and maintain gearing within 35 - 40%



1. The Manager will monitor the development under contract to comply with the MAS' regulatory limits of 10% development as a proportion of total assets in any one year

# Projected +€250 million developments pipeline

Some major examples currently under construction or in advanced planning and approval processes



**€32 million** (estimated cost)  
Nervesa 21, Milan

**€45 million** (estimated cost)  
Maxima, Rome (formerly Via dell' Amba Aradam 5)

**€90 million** (estimated cost)  
De Ruyterkade 5, Amsterdam

2022

2023

2024

2025

2026 - 2035

**€15 million** (estimated cost)  
Lovosice ONE Industrial Park, The Czech Republic

**€13 million** (estimated cost)  
Nove Mesto ONE Industrial Park I / III, Slovakia

# Nervesa 21 – sustainability credentials



## Environmental

- 100% of existing concrete structure maintained
- Material recycling ca. 90% during construction site
- 100% renewable electricity supply
- 85% existing green maintenance
- 100% new essences with low water consumption
- 52% Interior with efficient sanitary equipment
- 100% External with rainwater collection tanks
- AGC Low carbon-recycled glass used for 50% of façade
- 12 parking reserved for carsharing & low-emission vehicles
- 9 EV charging points
- 61 bike spaces

## Social

- The close link with nature favours greater **well-being & work productivity**
- Detailed selection of suppliers allows for careful **control of the supply chain**
- Nervesa 21 helps to **redevelop the neighbourhood**

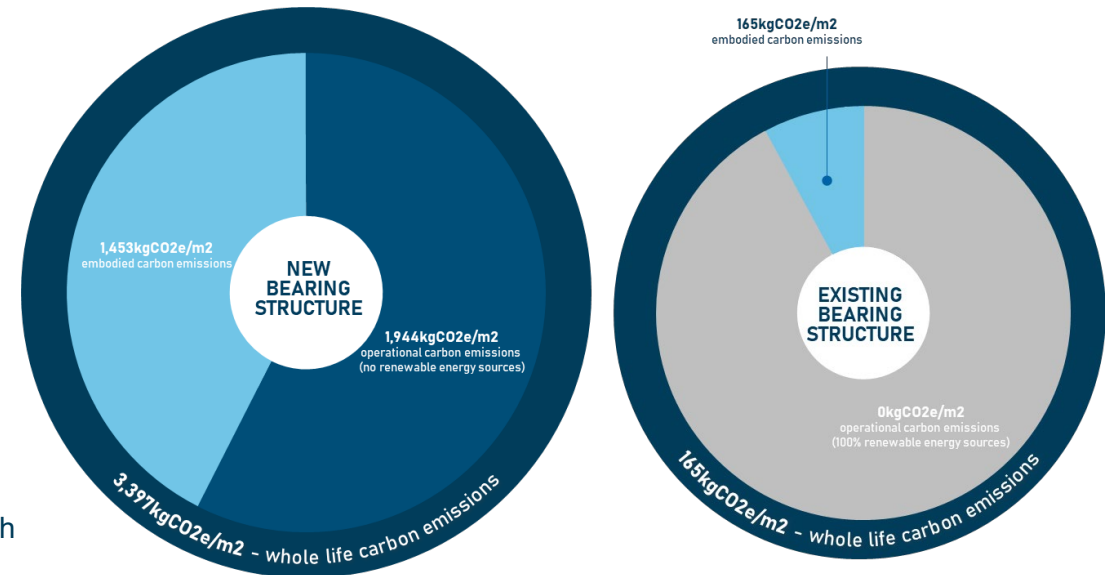
## Governance

- Accurate annual reporting
- Better fund SFDR Performance
- Analysis of the entire life cycle of the property through a **life-cycle assessment**

## Maintaining existing structures



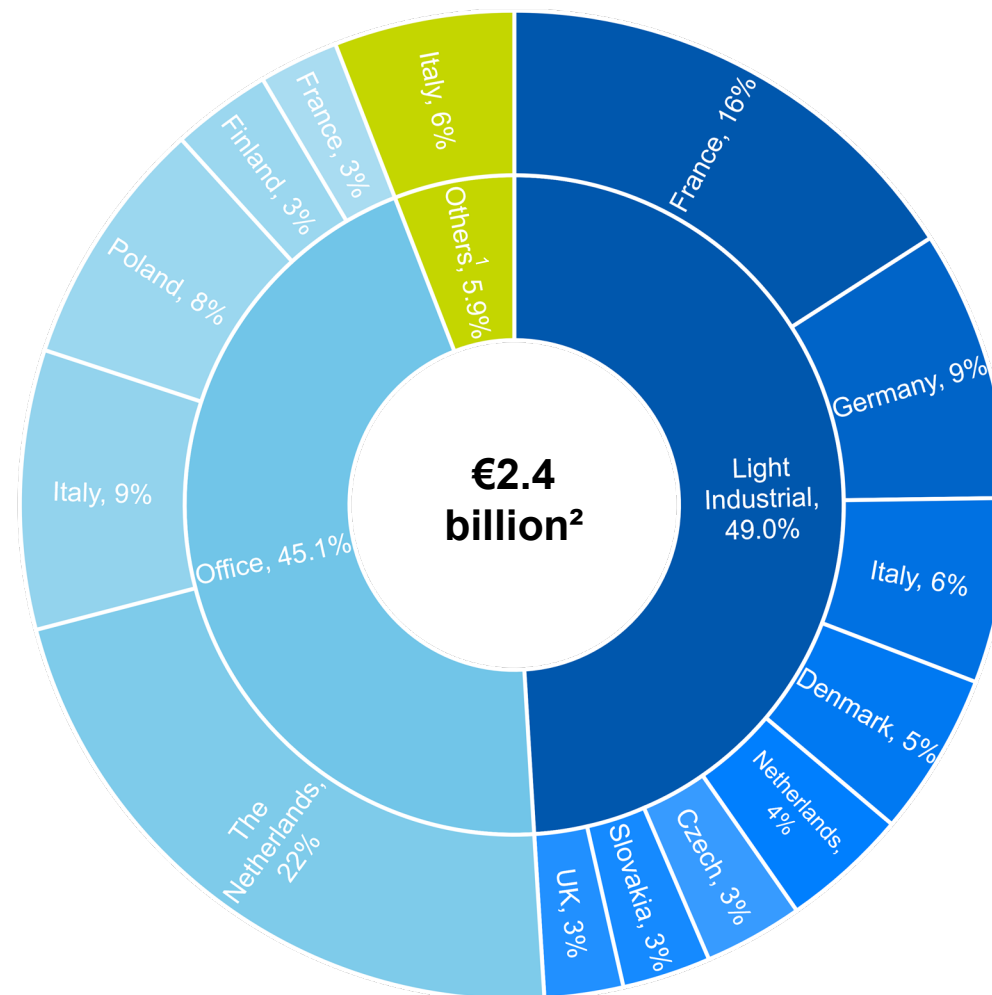
Potential embodied carbon savings of approximately **1,288 kg CO<sub>2</sub>e / m<sup>2</sup>**



# CEREIT's portfolio composition

Prior to the proposed divestment of Viale Europa 95 in Bari, Italy

- CEREIT's portfolio has a weighting of 49% to light industrial / logistics as at 30 June 2023, advancing the Manager's stated strategy of pivoting CEREIT to a majority weighting of this sector
- Pending completion of Bari Europa Italy sale to Italian Government, weighting will increase to 51%





# Lease terminations allowing for new leases with strong rent reversion



**Löbstedter Str. 101 – 109, Jena – occupancy rate now at 100%:**

- One 5-year new lease: 3,137 sqm, +23.3% rent reversion



**CLOM (Centro Logistico Orlando Marconi), Monteprandone - occupancy rate now at 99.9%:**

- One lease renewal: 2,500 sqm signed for 2 years, 0% rent reversion



**Naverland 8, Glostrup – occupancy rate now at 58.5%:**

- One 3-year new lease: 2,476sqm, +19.1% rent reversion



**Dresdner Straße 16, Straubing – occupancy rate now at 100%:**

- One 5-year new lease: 2,341 sqm, 0.6% rent reversion

# Office leasing activity with focus on tenant retention



Italy

**Nuova ICO, Ivrea – occupancy now at 69.3%:**

- One 6-year lease renewal (11,948 sqm) at 0% rent reversion



Poland

**Business Garden, Poznan – occupancy now at 93.2%:**

- One 3-year lease renewal (1,181 sqm) at 0% rent reversion
- Two new leases, 7 year and 6 year (446 and 874 sqm respectively), unit was vacant since acquisition for the first lease and 0% rent reversion for the second lease



Finland

**Plaza Forte, Helsinki – occupancy now 78.0%:**

- Two 5-year new leases (123 and 445 sqm) at 0% rent reversion



Finland

**Mäkitorpantie 3b, Helsinki – occupancy now at 96.9%:**

- Two 1-year lease renewals (111 and 550 sqm) with existing tenants

# CEREIT's portfolio statistics as at 30 June 2023

	No. of Assets	NLA (sqm)	Valuation <sup>1</sup> (€ million)	Reversionary Yield <sup>2</sup> (%)	Occupancy (%)	Number of Leases
<b>The Netherlands (total)</b>	<b>14</b>	<b>247,943</b>	<b>622.3</b>	<b>6.0</b>	<b>93.9</b>	<b>196</b>
• Light Industrial / Logistics	7	70,039	99.0	5.6	96.6	143
• Office	7	177,904	523.3	6.1	92.9	53
<b>Italy (total)</b>	<b>21</b>	<b>620,025</b>	<b>503.1</b>	<b>8.5</b>	<b>98.8</b>	<b>87</b>
• Light Industrial / Logistics	5	309,059	144.3	8.3	100.0	31
• Office	11	134,391	218.1	9.0	93.7	47
• Others	5	176,575	140.7	8.2	100.0	9
<b>France (total)</b>	<b>20</b>	<b>266,112</b>	<b>442.6</b>	<b>7.4</b>	<b>94.5</b>	<b>256</b>
• Light Industrial / Logistics	17	231,792	380.4	7.0	98.0	218
• Office	3	34,320	62.2	9.4	70.6	38
<b>Germany (total) – Light Industrial / Logistics</b>	<b>14</b>	<b>229,560</b>	<b>211.6</b>	<b>5.9</b>	<b>97.4</b>	<b>75</b>
<b>Poland (total) – Office</b>	<b>6</b>	<b>111,236</b>	<b>195</b>	<b>10.2</b>	<b>84.1</b>	<b>110</b>
<b>Finland (total) – Office</b>	<b>10</b>	<b>55,177</b>	<b>78.0</b>	<b>10.4</b>	<b>76.9</b>	<b>198</b>
<b>Denmark (total) – Light Industrial / Logistics</b>	<b>12</b>	<b>152,432</b>	<b>127.7</b>	<b>7.2</b>	<b>92.2</b>	<b>110</b>
<b>The Czech Republic (total) – Light Industrial / Logistics</b>	<b>7</b>	<b>59,680</b>	<b>77.3</b>	<b>5.8</b>	<b>99.3</b>	<b>13</b>
<b>Slovakia (total) – Light Industrial / Logistics</b>	<b>5</b>	<b>74,355</b>	<b>69.4</b>	<b>6.8</b>	<b>100.0</b>	<b>10</b>
<b>United Kingdom (total) – Light Industrial / Logistics</b>	<b>3</b>	<b>65,494</b>	<b>61.5</b>	<b>6.5</b>	<b>100.0</b>	<b>3</b>
<b>Light Industrial / Logistics (total)</b>	<b>70</b>	<b>1,192,411</b>	<b>1,171.1</b>	<b>6.8</b>	<b>97.9</b>	<b>603</b>
<b>Office (total)</b>	<b>37</b>	<b>513,028</b>	<b>1,076.8</b>	<b>7.9</b>	<b>87.7</b>	<b>446</b>
<b>Others (total)</b>	<b>5</b>	<b>176,574</b>	<b>140.7</b>	<b>8.2</b>	<b>100.0</b>	<b>9</b>
<b>TOTAL</b>	<b>112</b>	<b>1,882,013</b>	<b>2,388.65</b>	<b>7.4</b>	<b>95.4</b>	<b>1,058</b>

1. Valuation is based on the independent valuations as at 30 June 2023 for 111 assets and an asset held for sale carried at its selling price
2. Reversionary Yield is based on independent valuations as of 30 June 2023 and calculated as Market NOI divided by fair value net of purchaser's costs

# Non-exhaustive glossary and definitions

All numbers in this presentation are as at 30 June 2023 and stated in Euro (“EUR” or “€”), unless otherwise stated

Abbreviations / mentions	Definitions
Bps	Basis points
Capex	Capital expenditure
CPI	Consumer price index-linked
DI	Distributable Income available for distribution to unitholders
DPU	Distribution per Unit
EMTN	Euro medium-term note
ERV	Estimated rental value, typically representing valuers' opinion of the open market rent which, on the date of valuation, could reasonably be expected to be obtained on a new letting or rent review of a property
GDP	Gross domestic product
HICP	Harmonised Index of Consumer Prices
NAV	Net asset value
NOI	Net operating income
NPI	Net property income
Pcp	Prior corresponding period
P.p.	Percentage points
RCF	Revolving credit facility
Rent reversion	Calculated as a percentage representing a fraction with a numerator the new headline rent of all modified, renewed or new leases over the relevant period and denominator the last passing rent of the areas being subject to modified, renewed or new leases
Reversionary Yield	Valuers' term; typically calculated as a percentage representing a fraction with a numerator the net market rental value per annum (net of non-recoverable running costs and ground rent) expressed and denominator the net capital value
RPI	Retail Price Index
Sponsor	CEREIT's sponsor, Cromwell Property Group
sqm / NLA	Square metres / Net lettable area
Tenant retention rate	Tenant-customer retention rate by ERV is the % quantum of ERV retained over a reference period with respect to Terminable Leases, defined as leases that either expire or in respect of which the tenant-customer has a right to break over a relevant reference period
y-o-y / Q-o-Q	Year-on-year / quarter-on-quarter
WADE	Weighted average debt expiry
WALE / WALB	WALE is defined as weighted average lease expiry by headline rent based on the final termination date of the agreement (assuming the leases are not terminated on any of the permissible break date(s), if applicable); WALB is defined as the weighted average lease break by headline rent based on the earlier of the next permissible break date at the tenant-customer's election or the expiry of the lease

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If you have any queries, kindly contact:

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