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# 1.2020 Report Card



### **CEREIT's** Response to COVID-19

Moved to "Safety-First" mode in 1H 2020, market conditions eased in 2H 2020

Cash Preservation: Drew down €150 million RCF, maintained high cash balance and reduced non-essential capex and expenses

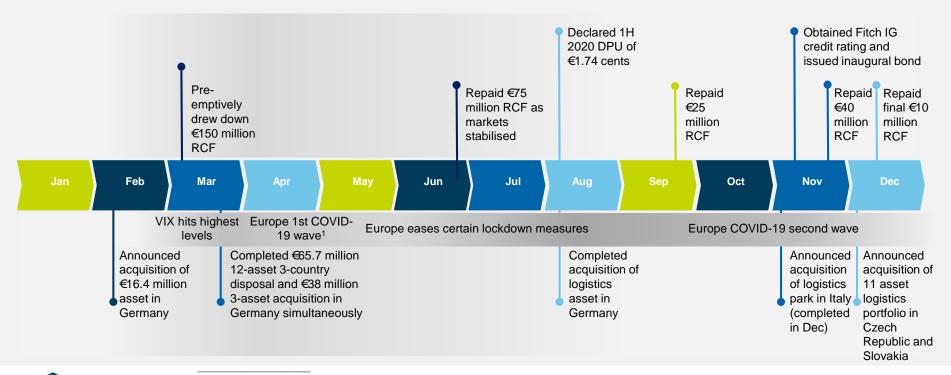
Transactions: New acquisitions put on hold in 1H 2020, while successfully executing completions; resumed in 2H 2020

Asset Management: No blanket provisions for "rent relief" or across-the-board rent waivers; less than €40,000 in rent abatements

Tenant-customers: New monthly call programme with top 25 tenant-customers per country

Investment community: Regular COVID-19 market updates, ~140 meetings with over 1,800 investors and analysts

People: Business continuity plans activated since Feb 20 with no delays / no major impact on portfolio operations





<sup>1.</sup> In terms of average number of cases in the EU: Source: The Financial Times

### Outstanding Performance despite COVID-19

FY 2020 highlights

### Resilient financial Performance

- €117.3 million NPI, slightly above FY 2019, mainly due to income from new acquisitions
- €3.484 cents DPU, only 3% lower than FY 2019 on a like-for-like basis¹
- **88.6 million operating cash flow**, 1.3% higher than in FY2019 and in line with FY 2020 DI
- €50.9 cpu NAV, with €33.5 million fair value gain booked in 2H 2020

# Diversified portfolio withstanding Covid-19 impact well

- **95.1% occupancy**, 1.9 p.p. higher Y-on-Y
- 2.1% positive rent reversion across all sectors
- 4.9 years WALE<sup>2</sup> profile maintained for the past three years due to active asset management
- Close to 100% cash collection rate for 2020

### Transformational Capital Management

- €1.5 billion EMTN programme established
- 'BBB-' Fitch Ratings Investment grade credit rating
- €300 million inaugural five-year bond issue, followed by €200 million tap issue in Jan 2021

### Improved 2H 2020 performance

- 1H 2020: "safety first", impacted by €3.1 million doubtful debts provisions and ~€1.1 million costs from "safety first" RCF drawdown, focused on cash preservation
- 2H 2020: gradual return to normal operations, transactions resumed, improved tenant-customer retention rate, with 50.8% more new leases than 1H 2020 (based on sqm) but signed at lower rent reversions especially for lease renewals to improve occupancy "cash is king"



<sup>1.</sup> Assumes base management fees and property management fees are paid 100% in cash in FY 2019

<sup>&</sup>quot;WALE" is defined as weighted average lease expiry by headline rent based on the final termination date of the agreement (assuming the tenant-customer does not terminate the lease on any of the permissible break date(s), if applicable. WALE includes a WALE of 8.1 years for CEREIT's assets in the 'Others' segment (comprising three government-let campuses, one hotel and one leisure / retail property and one hotel in Italy)

### Successful Transactions amidst COVID-19

Announced or completed ~€220 million in light industrial / logistics assets in 2020, at 6.7% NOI¹ Yield

#### **DISPOSALS**

Helped reduce CEREIT's exposure to SMEs by 30%:



Multi-asset portfolio disposal – 12 light industrial / logistics assets in the Netherlands, France and Denmark

#### €65.7 million

 Sale price is €8.7 million (15.2%) over the purchase price

#### **ACQUISITIONS**

Three light industrial / logistics assets in Germany

€38.0 million



Light industrial /
logistics property
acquisition in
Germany
€16.4 million



- Secure, long-dated, growing income stream: 15year, 100% index linked, triple-net leases to a strong covenant
- 6.2% NOI yield: Purchase price is 4% below market value and €10.9 million below estimated replacement cost (excluding land)
- Fully let to a single tenant-customer (grocery logistics industry) until 2024
- 6.3% NOI yield: Purchase price is 0.5% below the independent valuation and ~50% below estimated replacement cost

Intermodal large scale freehold logistics park in Italy

€52.6 million



- High occupancy and a diverse tenant-customer base: Asset is over 99% let to 24 different occupiers-
- 7.4% NOI yield: Purchase price is 3.5% below the independent valuation and ~33% below estimated replacement cost

Eleven light industrial / logistics assets in Czech Republic and Slovakia<sup>2</sup>



€113.2 million

- Freehold, high occupancy and long WALE profile: All 11 assets are freehold properties, almost 100% occupied by 17 tenant-customers, mostly in logistics, and have an average WALE of 6.2 years
- 6.7% NOI yield: Purchase price is 2.1% below the independent valuation



- Net operating income
- To settle by end Mar 21



# 2. Financial and Capital Management Highlights



### FY 2020 DPU only 3% Lower on Like-for-like<sup>1</sup> Basis

FY 2020 financial highlights

CEREIT's resilience and portfolio diversification underpin its outstanding performance during COVID-19 pandemic



#### €117.3 million Net property income

1.0% higher than FY 2019



## €89.1 million Distributable income

4.7% higher than FY 2019 on a like-for-like basis (fees in cash)



### €3.484 cents

Only 3.0% lower than FY 2019 on a like-for-like basis (fees in cash)



#### 36.9% Net gearing<sup>2</sup>

38.1% aggregate leverage is within range set by the Board



### **6.4x** Interest coverage

Calculated in line with MAS definitions (includes debt establishment costs)



## €50.9 cents Net asset value Per unit

€33.5 million fair value gain booked in 2H 2020 (net of capex and acquisition costs)

- **FY 2020 NPI** was slightly above FY 2019, mainly attributable to:
  - Income from new acquisitions in Poland, France and Germany, partially offset by
    - Disposals in France, Netherlands and Denmark, and
    - COVID-19 impact on specific assets including Central Plaza (carpark), Lissone (cinema) and Saronno (hotel)
    - Provision for doubtful debts of €3.1 million (mostly from 1H 2020)
- **FY 2020 DPU** is 3.484 cents and is based on 100% payout of DI, and includes:
  - Drawdown of RCF incurred additional "safety first" costs of €1.1 million
  - Capital distribution of €2.8 million was included in 1H 2020; no capital distribution done in 2H 2020
  - Base manager fees and property manager fees paid 100% in cash for the full year



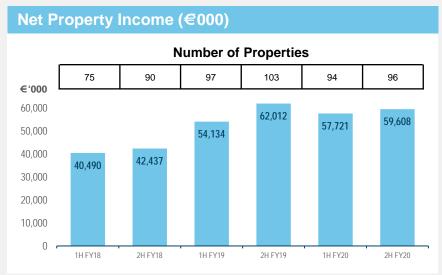
<sup>.</sup> Like-for-like basis assumes that the base management fees and property management fees had been paid 100% in cash for FY 2019

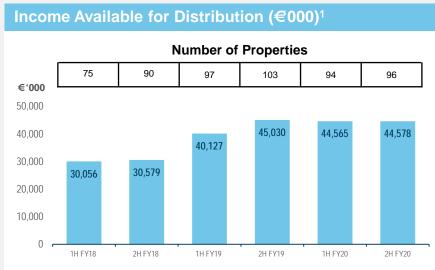
<sup>.</sup> Net gearing is total debt less cash over total assets less cash. Aggregate leverage is 38.1% as per the Property Funds Appendix

#### **NPI** and Income Available for Distribution

Limited impact from COVID-19 and asset recycling on financial performance

- NPI has been growing steadily since IPO due to new acquisitions, partially offset by divestments and COVID-19 impact
  - 1H 2020 NPI was lower due to the provisions made and other effects of COVID-19
  - 2H 2020 NPI rose by 3.2% due to the absence of further provisions
- Income available for distribution has also been steadily growing since IPO (FY 2018 and FY 2019 figures adjusted
  to assume that base management and property management fees were paid 100% in cash, for comparison on a likefor-like basis)
  - Income available for distribution is only marginally lower as a result of COVID-19, on a like-for-like basis







FY 2018 and 2019 income available for distribution figures have been adjusted to assume base management and property management fees were paid 100% in cash

### 2H and FY 2020 Financial Highlights

2H 2020 results show an improvement in financial performance, as compared to 1H 2020

- Gross Revenue was flat in 2H 2020 compared to 1H 2020; NPI was higher in 2H 2020 due to the provisions for doubtful debts made in 1H 2020 and these were not required in 2H 2020
- Total Return in 2H 2020 includes €33.5 million unrealised fair value gain from full portfolio valuations carried out in Dec 20, offsetting the unrealised loss of €24.9 million recorded in 1H 2020
- 2H 2020 DPU was in line with 1H 2020 with no major provisions and no capital gains paid out in 2H 2020
- FY 2020 DPU 14.6% below FY 2019, but only 3.0% lower on a like-for-like basis<sup>1</sup>
- Operating cashflow of €88.6 million, an increase of 1.3% above FY 2019
- Cash collections for 2020 close to 100% with Operating Cashflow in line with distributable income
- Capital expenditure for 2020 reduced from estimated €40 million to actual €21.0 million

|   | 2H 2020 | 1H 2020 | Variance | FY 2020 | FY 2019 | Variance |
|---|---------|---------|----------|---------|---------|----------|
| Gross Revenue (€000)                                    | 93,312  | 93,660  | (0.4)%   | 186,972 | 177,046 | 5.6%     |
| NPI (€000)  | 59,608  | 57,721  | 3.3%     | 117,329 | 116,146 | 1.0%     |
| Total Return Period Attributable to Unitholders (€000)  | 60,938  | 18,425  | >100%    | 79,363  | 109,045 | (27.2)%  |
| Income available for distribution to Unitholders (€000) | 44,578  | 44,565  | -        | 89,143  | 96,898  | (8.0)%   |
| DPU (€cents)  | 1.744   | 1.740   | -        | 3.484   | 4.080   | (14.6)%  |
| DPU like-for-like basis¹ (€ cents)                      |         |         |          | 3.484   | 3.590   | (3.0)%   |

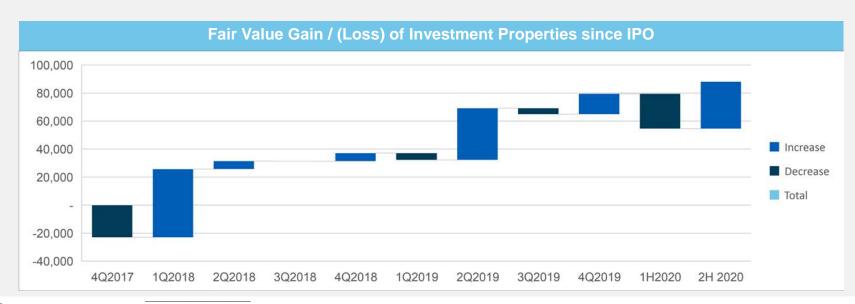


Like-for-like basis assumes that the base management fees and property management fees had been paid 100% in cash for FY 2019

#### Portfolio Valuations Higher for Third Consecutive Year

Full Portfolio Valuation Carried out at 31 Dec 2020

- 95 Properties valued¹ at €2,125 million as at 31 Dec 2020, representing an FY2020 increment of €20.5 million
- Fair value increment of €45.4 million (+2.2%) for 2H 2020 offsets 1H 2020 decline
- Logistics / light industrial sector continues to outperform with a fair value gain of €57.8 million, while office (-€8.5M) and other sectors (-€3.9M) slightly underperformed
- Properties in Germany (+€20.4M), the Netherlands (+€20.2M), France (+€16.4M) and Denmark (+€5.9M) performed well; Poland (-€9.3M), Finland (-€5.0M) and Italy (-€3.2M) recorded weaker performance
- Based on the latest valuations, CEREIT's portfolio is valued at an initial yield of 6.2% with a reversionary yield of 6.8% which results in an expectation of growth on average when leases are renewed at expiry and the remaining vacancy is leased up in the future





CBRE valued 56 properties in Finland, Germany, Italy and Netherlands and Savills valued 39 properties in Denmark, France and Poland
(rotation to new valuers); Centro Logistico Orlando Marconi in Central Italy was only purchased in Dec 2020 and therefore was carried at its
purchase price
 2H and FY2020 Results

### Portfolio Valuation 8.4% Higher since IPO

- Latest portfolio valuation is €169.5 million or 8.4% higher than the respective purchase prices
- Portfolio valuations have benefitted from an experienced team with extensive on-the-ground presence, which has added value to CEREIT through:
  - Asset management team's active property management, tenant-customer engagement and marketing
  - Acquisition team's sourcing capabilities to identify off-market deals at lower than current valuation

| Country         | Valuation as at | Purchase Price | Variance between Valuation |
|-----------------|-----------------|----------------|----------------------------|
|                 | 31 Dec 2020     | €000           | and Purchase Price         |
|                 | €000            |                | %                          |
| The Netherlands | 633,235         | 566,723        | 11.7%                      |
| Italy           | 510,810         | 528,100        | -3.3%                      |
| France          | 409,240         | 345,375        | 18.5%                      |
| Poland          | 235,300         | 240,650        | -2.2%                      |
| Germany         | 197,365         | 145,629        | 35.5%                      |
| Finland         | 110,890         | 113,120        | -2.0%                      |
| Denmark         | 81,012          | 68,740         | 17.9%                      |
| Total           | 2,177,852       | 2,008,337      | 8.4%                       |



#### **CEREIT Distributions**, Distribution Policy and Fees

Distribution timetable for CEREIT's sixth distribution

| Last Day of Trading on a "cum" Basis                                     | 2 March 2021 (Tuesday)    |
|--|---------------------------|
| Ex-Date  | 3 March 2021 (Wednesday)  |
| Record Date  | 4 March 2021 (Thursday)   |
| Distribution Payment Date  | 31 March 2021 (Wednesday) |
| Distribution Amount per Unit (for period from 1 Jul 2020 to 31 Dec 2020) | €1.744 cents              |

- Distributions are computed based on 100% of CEREIT's annual distributable income for FY 2020
- Distribution for 2H 2020 is made up of 100% of tax-exempt income
- Distribution Reinvestment Plan proposed to be activated for this distribution
- Payment of management fees and property management fees is expected to continue to be paid in cash through FY 2021
- Adopted practice of detailed financial reporting and distributions semi-annually, as well as quarterly business updates for the first and third quarters



### **Resilient** Balance Sheet

#### Y-o-Y comparison

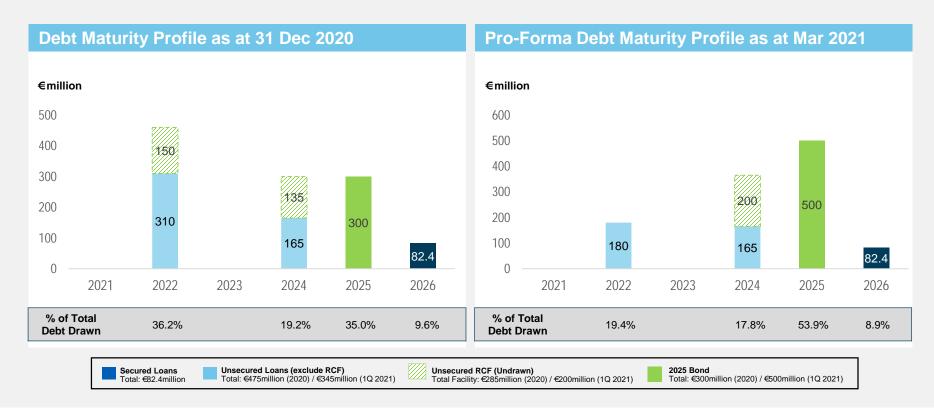
|  | As at 31 Dec 19<br>€000<br>(unless stated<br>otherwise) | As at 31 Dec 20<br>€000<br>(unless stated<br>otherwise) | Comments   |
|--|---|---|--|
| Cash & Cash Equivalents                | 79,250  | 43,593  | Decreased due to partial funding of acquisition of a 156,888 sqm freehold intermodal logistics park in Italy             |
| Assets held for Sale                   | 68,953  | -   | Assets sold in France, Denmark and Netherlands on 24 Mar 2020  |
| Receivables                            | 57,002  | 15,943  | Decreased due to receipt of VAT refund from Polish Acquisition and reduction in rental receivables                       |
| Other Current Assets                   | 1,260   | 1,397   |  |
| Non-Current Assets                     | 2,048,408   | 2,189,519   | Decreased due to acquisitions and net fair value gains from the portfolio  |
| Total Assets                           | 2,254,873   | 2,250,452   |  |
| Current Liabilities                    | 101,202   | 56,876  | Decreased due to repayment of Poland VAT loan and settlement of other liabilities  |
| Non-Current Liabilities                | 839,083   | 891,424   | Decreased due to issuance of €300 million Nov 2025 bonds to repay existing 2021 debt facilities and to fund acquisitions |
| Total Liabilities                      | 940,285   | 948,300   |  |
| Net assets attributable to Unitholders | 1,314,588   | 1,302,152   |  |
| Units in Issue ('000)                  | 2,547,787   | 2,556,081   | Issue of Units in respect of 4Q 2019 management fees   |
| NTA per Unit (€ cents)                 | 51.6  | 50.9  |  |



### **Debt** Maturity Profile

Minimal near-term expiring debt following successful bond issuances

- Further transformation of debt profile with inaugural issuance of €300 million 5-year bond in Nov 2020, at reoffer yield of 2.16% followed by a well-received tap issue of €200 million in January 2021 at a reoffer yield of 1.60%
- No debt expiries until Nov 2022 and the weighted average term of debt now exceeds 4 years
- Intention to upsize the accordion €135 million 2024 RCF to €200 million and to terminate the €150 million 2022 RCF





### Transformational Capital Management

Gearing below 40%, high coverage ratio, low cost of funding, predominantly unsecured debt



**38.1%** aggregate leverage<sup>1</sup>

Within Board-approved range (35 – 40%)



8.2x Coverage Ratio<sup>1</sup>

Well in excess of loan and EMTN covenants



Total gross debt is fully hedged / fixed



Only one facility secured at IPO remaining

|                                      | As at 31 Dec 2019 | As at 31 Dec 2020      | Bond Covenant |
|--------------------------------------|-------------------|------------------------|---------------|
| Total Gross Debt                     | €830.8 million    | €857.4 million         | N.A.          |
| Aggregate Leverage <sup>2</sup>      | 36.8%             | 38.1%                  | ≤ 60%         |
| Net Gearing                          | 34.5%             | 36.9%                  | N.A.          |
| Interest Coverage Ratio <sup>3</sup> | 6.7x              | 6.4x                   | ≥ 2x          |
| Priority Debt <sup>4</sup>           | N.A.              | 3.6%                   | ≤ 35%         |
| Unencumbrance Ratio <sup>4</sup>     | N.A.              | 251.0%                 | > 170%        |
| Weighted Average Term to Maturity    | 3.4 years         | 3.8 years <sup>5</sup> | N.A.          |

Calculated in line with the EMTN prospectus

<sup>5.</sup> Pre Jan 2021 €200 million Nov 2025 bond tap



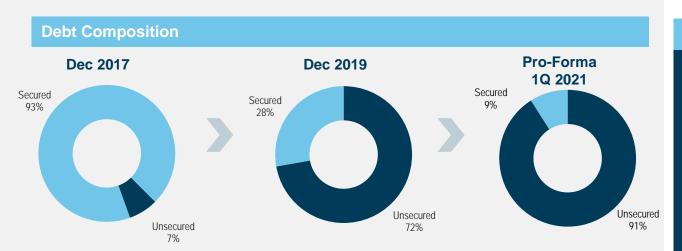
<sup>2.</sup> Calculated as per the Property Funds Appendix ("PFA"). Leverage Ratio as per the EMTN prospectus is 37.0%, defined as consolidated net borrowings (including capitalised finance leases and excluding cash and cash equivalents) divided by consolidated total assets

Calculated as per the PFA based on net income before tax, fair value changes and finance costs divided by interest expense and amortised establishment costs
 2H and FY2020 Results

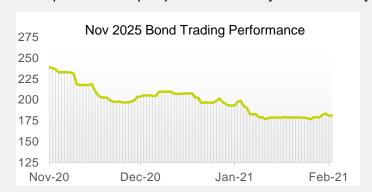
As defined in the EMTN prospectus

### Debt Structure – Limited Bank Mortgage Finance

Transformational transition to 91% unsecured debt since 2019



- Transformation of debt structure is largely completed following the 2 bond issuances
- BBB- investment grade credit rating from Fitch Ratings remains stable
- Current Nov 2025 bond price of 177bps spread or 1.41% yield to maturity



#### **Recent Highlights** Unsecured ratio increased from 72% at Dec 2019 to 91% unsecured debt at 1Q 2021 Improved debt maturity $oldsymbol{ abla}$ profile with no 2021 maturities and majority of debt maturing in 2024 and beyond Commitment to maintain an investment grade credit rating Continued tightening of Nov 2025 bond spread from issue date reflects market confidence





# 3. Portfolio and Asset Management Highlights



### Portfolio Overview

As at 31 Dec 2020 (includes 156,888 sqm freehold intermodal logistics park in Italy, recently acquired for €52 million)

|   | F       | e .                   |  |                            |         |
|---|---------|-----------------------|--|----------------------------|---------|
| Properties                              |         | 96                    |  | Finland                    |         |
| Occupancy Rate (by lettable area        | a)      | 95.1%                 |  | Properties                 | 11      |
| Valuation (€) <sup>1</sup>              |         | 2,177.9 million       |  | Lettable Area (sqm)        | 61,979  |
| WALE <sup>2</sup> / WALB                |         | 4.9 years / 3.3 years |  | Valuation (€ million)      | 110.9   |
| % Freehold (by valuation) <sup>3</sup>  |         | 91.9%                 |  | % of Portfolio             | 5.1%    |
| Average Reversionary Yield <sup>4</sup> |         | 6.8%                  |  | Average Reversionary Yield | 7.6%    |
| Denmark                                 |         |                       |  | Germany                    |         |
| Properties                              | 11      |                       |  | Properties                 | 15      |
| Lettable Area (sqm)                     | 129,278 |                       |  | Lettable Area (sqm)        | 226,985 |
| Valuation (€ million)                   | 81.0    |                       |  | Valuation (€ million)      | 197.4   |
| % of Portfolio                          | 3.7%    |                       |  | % of Portfolio             | 9.1%    |
| Average Reversionary Yield              | 8.6%    |                       |  | Average Reversionary Yield | 6.0%    |
| The Netherland                          | ls      |                       |  | Poland                     |         |
| Properties                              | 12      |                       |  | Properties                 | 6       |
| Lettable Area (sqm)                     | 224,183 |                       |  | Lettable Area (sqm)        | 111,246 |
| Valuation (€ million)                   | 633.2   |                       | The state of the s | Valuation (€ million)      | 235.3   |
| % of Portfolio                          | 29.1%   |                       |  | % of Portfolio             | 10.8%   |
| Average Reversionary Yield              | 6.0%    |                       |  | Average Reversionary Yield | 8.4%    |
| France                                  |         |                       |  | Italy                      |         |
| Properties                              | 22      |                       |  | Properties                 | 19      |
| Lettable Area (sqm)                     | 297,811 |                       |  | Lettable Area (sqm)        | 505,278 |
| Valuation (€ million)                   | 409.2   |                       |  | Valuation (€ million)      | 510.8   |
| % of Portfolio                          | 18.8%   | 8                     |  | % of Portfolio             | 23.4%   |
| Average Reversionary Yield              | 7.7%    |                       |  | Average Reversionary Yield | 6.1%    |

<sup>1.</sup> Valuation is based on independent valuations conducted by CBRE and Savills as at 31 Dec 2020 for 95 properties in the portfolio, the new acquisition in Italy completed on 23 Dec 2020 is carried at its purchase price

<sup>4.</sup> A proxy to the present cap rate; valuation-weighted for the portfolio and country-level portfolios



<sup>2. &</sup>quot;WALE" is defined as weighted average lease expiry by headline rent based on the final termination date of the agreement (assuming the tenant-customer does not terminate the lease on any of the permissible break date(s), if applicable. Includes a WALE of 8.1 years for CEREIT's assets in the 'Others' segment (comprising three government-let campuses, one hotel and one leisure / retail property and one hotel in Italy)

Freehold and continuing / perpetual leasehold

### **Diversified Portfolio** Withstanding Covid-19 Well

Portfolio management highlights as at 31 Dec 2020

Demonstrable portfolio resilience and active asset management



95.1% portfolio occupancy

Up from 93.2% Y-o-Y



~8.5% of portfolio by NLA with new leases signed

131,791 sqm (178 leases) for FY 2020



2.1% rent reversion

Across all sectors



4.9-year WALE

maintained for the past three years



65% of light industrial / logistics leases de-risked

and 42% of office leases de-risked up to 30 Jun 2021 (as at 31 Dec 2020)



59%
1H 2021 lease expiries de-risked

9.9% leases have an expiry or break clause in 1H 2021

Ability to execute transactions even during lockdowns

#### **ACQUISITIONS:**



#### ~€220 million

Announced acquisitions for light industrial / logistics assets, with a NOI yield of 6.7% in light industrial / logistics assets

pivoting towards higher logistics exposure closer to >40% weight and a market entry in two new countries, Czech Republic and Slovakia

#### **DISPOSALS:**



#### €65.7 million

1<sup>st</sup> multi-property disposal reduced CEREIT's exposure to SMEs by 30%

12 light industrial / logistics assets in the Netherlands, France and Denmark divested at €8.7 million (15.2%) over the purchase price



### FY 2020 Occupancy and Leasing Activity

Continued leasing activity improved the portfolio occupancy rate in FY 2020, in spite of COVID-19

#### Office



95.1% occupancy

Up from 94.6% as at Dec 2019



35,291 sqm

75 new and renewed leases – 45 new leases (11,504 sqm) and 30 renewals (23,787 sqm)



+1.7% rent reversion

#### Light Industrial / Logistics



94.1% occupancy

Up from 90.7% as at Dec 2019



71,051 sqm

100 new and renewed leases – 53 new leases (35,979 sqm) and 47 renewals (35,072 sqm)



+3.8% rent reversion

#### Others<sup>1</sup>



100% portfolio occupancy Unchanged from Dec 2019

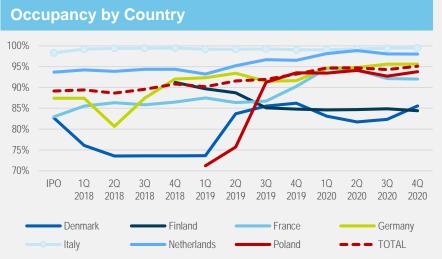


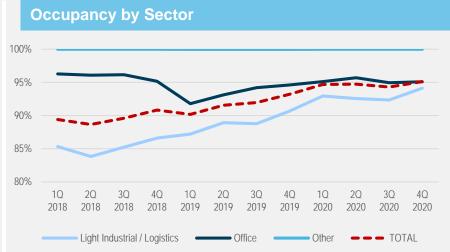
25,449 sqm

3 renewed leases



0.0%<sup>2</sup> rent reversion







- Others include three government-let campuses, one leisure / retail property and one hotel in Italy
- 2. Takes into account conversion to a base and turnover sales component for Saronno (hotel) and Lissone (cinema)

### 2H 2020 Leasing Highlights

Long WALE of 4.91 years and 59% of lease expiries de-risked in the next six months

#### **Overall Portfolio**



### 88,307 sqm (97 leases)<sup>2</sup>

57 new leases (21,145 sqm) and 40 renewals (67,162 sqm)



0.0% rent reversion



4.9-year<sup>1</sup>

#### Office



#### 18,926 sqm (43 leases)

25 new leases (3,200 sqm) and 18 renewals (15,726 sqm)



1.6% rent reversion



4.6-year WALE

#### Light Industrial / Logistics



### **43,932 sqm** (51 leases)

32 new leases (17,945 sqm) and 19 renewals (25,987 sqm)

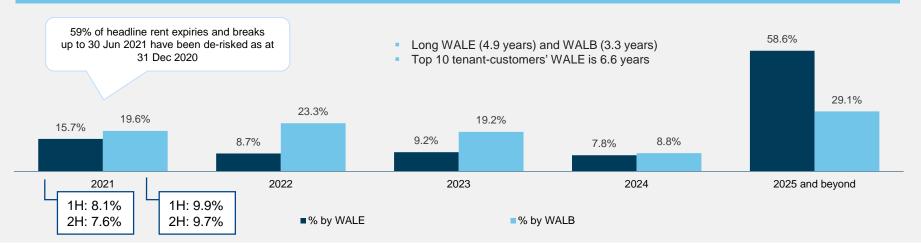


-1.4% rent reversion



4.5-year

#### Lease Expiry as at 31 Dec 2020





Including WALE of 8.1 years for Others (comprising three government-let campuses, one leisure / retail property and one hotel in Italy)
 Including 3 renewals for 25,499 sqm of space in Others

### 4Q 2020 Active Leasing Continued

On-the-ground asset management teams secured leases even during COVID-19 lockdowns

#### **Leasing Highlights**

Pleasing leasing activity in Denmark, new leases signed across different assets

6,100 sqm new lease signed with Ambrosia,
 Denmark's largest beverage distributor for
 6.5 years in Priorparken 700, Copenhagen

 1,779 sqm of further new leases signed in 3 other Danish assets

Continued leasing activity in French light industrial / logistics portfolio

 La Poste has signed a new contract to continue their occupation across 15,444 sqm in Parc de Popey, France until 2029

 New leases and renewals signed across further 5,014 sqm in a number of assets

Major lease renewals in the Italian portfolio – Hotel and Cinema reset to Base & Turnover rent

- Lease extension until 2032 signed with 450room hotel operator in Saronno, Greater Milan
- Further 2,439 sqm renewals with a range of tenant-customers (mostly 6-year extensions)

Good leasing momentum continues in 1Q 2021 but headwinds still expected in 1H 2021 with SME and in 3 shorter-term leases and Rotterdam car park closure

- Leasing activity continues across all countries despite COVID-19, e.g. anchor tenant vacated 20,000 sqm at Prioparken 700 / 800 in Jan 2021, of which ~13,500 sqm has already been leased out, as at today
- Prolonged lockdowns in Europe may still cause hardship to SME tenant-customers in industries at risk. Though this is only a small (<10%) part of the CEREIT portfolio, it is closely observed and proactively managed by local asset management teams







### Office: Occupancy and Lease Expiries

#### High occupancy and long WALE profile

- Long WALE and WALB at 4.6 years and 3.5 years, albeit slightly reduced Q-o-Q due to ongoing market trend of tenantcustomers asking for more flexibility with respect to new lease terms
- 77% tenant-customer retention rate (by ERV)<sup>1</sup> in 4Q2020
- 42% of the expiries and breaks up to 30 Jun 2021 have been de-risked

| Country         | % <sup>2</sup> | Occupancy |           |            | WALE      |           |             | WALB      |           |             |
|-----------------|----------------|-----------|-----------|------------|-----------|-----------|-------------|-----------|-----------|-------------|
|                 |                | 30 Sep 20 | 31 Dec 20 | Variance   | 30 Sep 20 | 31 Dec 20 | Variance    | 30 Sep 20 | 31 Dec 20 | Variance    |
| Italy           | 24.5%          | 98.6%     | 98.6%     | -          | 6.3 years | 5.9 years | (0.4) years | 3.3 years | 3.0 years | (0.3) years |
| The Netherlands | 43.6%          | 98.0%     | 97.9%     | (0.1) p.p. | 5.3 years | 5.0 years | (0.3) years | 4.8 years | 4.6 years | (0.2) years |
| Finland         | 8.5%           | 84.9%     | 84.4%     | (0.5) p.p. | 3.3 years | 3.1 years | (0.2) years | 3.1 years | 2.9 years | (0.2) years |
| Poland          | 18.0%          | 92.7%     | 93.8%     | 1.1 p.p.   | 3.2 years | 3.1 years | (0.1) years | 2.6 years | 2.9 years | 0.3 years   |
| France          | 5.4%           | 89.3%     | 89.3%     | -          | 3.8 years | 3.5 years | (0.3) years | 2.8 years | 2.6 years | (0.2) years |
| TOTAL           |                | 94.9%     | 95.1%     | 0.2 p.p.   | 4.8 years | 4.6 years | (0.2) years | 3.6 years | 3.5 years | (0.1) years |

#### **Lease Expiry Profile**





Tenant-customer retention rate by Estimated Rental Value ("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

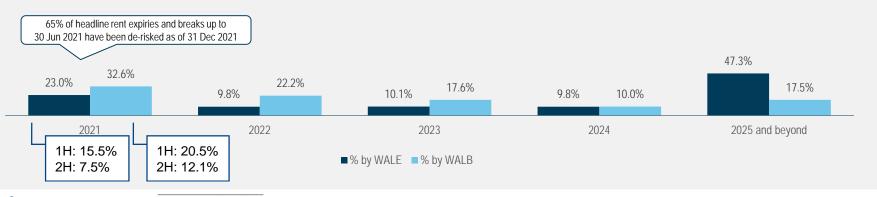
#### Light Industrial / Logistics: Occupancy and Lease Expiries

Further de-risking through leasing and transactions

- Long WALE at 4.5 years, WALB at 2.8 years
- 64% tenant-customer retention rate (by ERV)<sup>1</sup> in 4Q 2020
- 65% of the expiries and breaks up to 30 Jun 2021 have been de-risked

| Country         | % <sup>1</sup> | Occupancy |           |            | WALE      |           |             | WALB      |           |             |
|-----------------|----------------|-----------|-----------|------------|-----------|-----------|-------------|-----------|-----------|-------------|
|                 |                | 30 Sep 20 | 31 Dec 20 | Variance   | 30 Sep 20 | 31 Dec 20 | Variance    | 30 Sep 20 | 31 Dec 20 | Variance    |
| Denmark         | 10.8%          | 82.4%     | 85.6%     | 3.2 p.p.   | 2.6 years | 2.5 years | (0.1) years | 2.6 years | 2.5 years | (0.1) years |
| France          | 45.4%          | 92.5%     | 92.4%     | (0.1) p.p. | 5.0 years | 5.1 years | 0.1 years   | 2.0 years | 1.8 years | (0.2) years |
| Germany         | 26.4%          | 95.6%     | 95.6%     | -          | 6.0 years | 5.8 years | (0.2) years | 5.9 years | 5.6 years | (0.3) years |
| Italy           | 8.7%           | 100.0%    | 99.7%     | (0.3) p.p. | 1.9 years | 3.2 years | 1.3 years   | 1.9 years | 1.4 years | (0.5) years |
| The Netherlands | 8.7%           | 98.4%     | 98.4%     | -          | 3.0 years | 2.9 years | (0.1) years | 3.0 years | 2.9 years | (0.1) years |
| TOTAL           |                | 92.3%     | 94.1%     | 1.8 p.p.   | 4.7 years | 4.5 years | (0.2) years | 3.1 years | 2.8 years | (0.3) years |

#### **Lease Expiry Profile**





<sup>.</sup> Percentage of light industrial / logistics sector by valuation



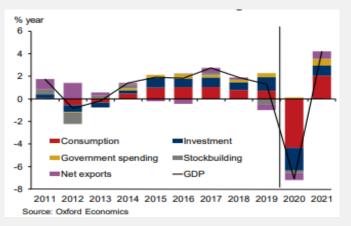
### 4. COVID-19 and Market Update

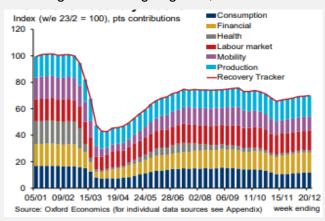


#### Eurozone: Expected Pick-up in Activity in 2Q 2021

Pace of recovery is linked to the success of the vaccine rollout

- Stronger activity towards the end of 2020 with the composite Purchasing Managers Index (PMI) rising for the first time in five months
  to Dec 2020, translating into a milder fall in gross domestic product (GDP) in 4Q 2020 and leading to an annual decline of 7.1% in
  2020 (from a previous estimate of -7.3%)
- Tightening / extending restrictions due to new strains of the virus will impact economic activity in 1Q 2021 (expected to be flat Q-o-Q)
- 2021 GDP growth forecast of 4.2% (recently revised down from 4.7%¹)
- Economic growth is expected to pick-up in 2Q 2021 as restrictions are eased, daily activities resume and the impact of monetary and fiscal policy stimulus feeds through
- The European Recovery Fund starts to flow to member states with improvements most notable in countries that were hit hardest by the pandemic and which are likely to benefit more from a normalisation in the health situation and a pick-up in international travel (notably Italy from CEREIT's perspective)
- The European Central Bank is expected to purchase up to €1.85 trillion of bonds until Mar 2022
- Consumers remain cautious with weaker demand for services than stronger restocking of goods, with tourism still very weak

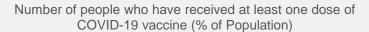


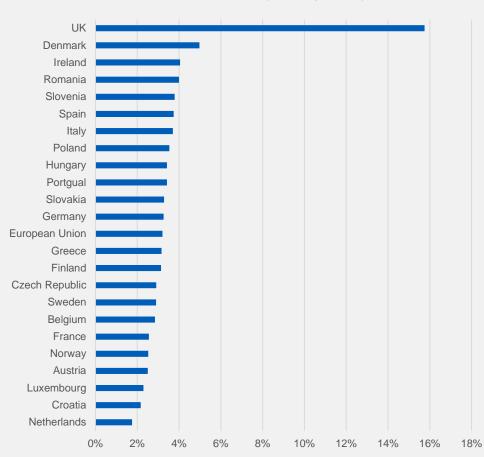




### COVID-19 Vaccine Rollout in Europe

Slower than expected commencement leading to some political instability and longer lockdown programs





- The vaccine rollout should allow the most economically harmful restrictions to be lifted, probably in early summer, but measures are likely to remain in place for a while yet, to be lifted gradually only as case numbers ease
- The EU has secured enough orders of the vaccines to cover the whole population twice over with total confirmed orders of about 1.9 billion doses from multiple suppliers
- The Pfizer / BioNTech, Moderna and Oxford University / AstraZeneca jabs have been authorised for use by the European Medicines Agency
- The manufacture of doses is likely to be the binding constraint in most countries with delivery schedules opaque; logistics and vaccine hesitancy may also be challenges
- Job protection schemes are likely to last well beyond 2Q 2021 – these are set to continue in France and Germany until the end of the year; such schemes in Italy and Spain were supposed to end early this year, but they have been repeatedly extended
- Unemployment stabilised at 8.3% in Dec highlighting the extent to which government policies have protected jobs during the pandemic; as this support is expected to continue for some months, the risk of a surge in unemployment in 2021 is low





#### COVID-19 Current Eurozone Containment Measures

Containment measures in CEREIT's countries of operations

Increased national measures due to concerns over new variant and rise in cases after winter holiday period

| COUNTRY  | The Netherlands  | Italy  | France  | Poland   | Germany  | Finland   | Denmark   |
|--|--|--|---|--|--|---|---|
| Cases per<br>100,000, last 14<br>days <sup>1</sup> | 289.18   | 283.1  | 398.17  | 205.78   | 140.70   | 87.54   | 100.28  |
| Deaths per 1,000,000, last 14 days <sup>1</sup>    | 46.93  | 84.86  | 85.52   | 96.21  | 95.66  | 7.06  | 26.79   |
| National<br>Lockdown                               | National lockdown  | Tiered Regional<br>Restrictions                      | National partial<br>lockdown  | National lockdown                                  | National lockdown                              | N/A   | National lockdown                                       |
| Non-Essential<br>Shops                             | Closed   | Open in yellow regions, closed in orange/red regions | Open with tighter restrictions, large non food centres ordered to close | Open under a strict sanitary regime                | Closed   | Open  | Closed  |
| Restaurants & Bars                                 | Take-away only   | Open in yellow regions, closed in orange/red regions | Take-away only  | Take-away only                                     | Take-away only                                 | Open  | Takeaway  |
| Schools  | Closed except for primary school children  | Open   | Open  | Online schooling<br>for students >10<br>years-old  | Largely closed                                 | Open  | Closed except for pupils from 0 – 4 <sup>th</sup> grade |
| Key Update:<br>Government<br>Measures              | National curfew in<br>place (9pm to<br>4.30am); measures<br>to be reviewed in<br>March | National curfew in place (10pm to 5am)               | National curfew in place (6pm-6am)                                      | Measures to remain in force until mid/end February | Measures will be<br>reviewed in early<br>March | Social distancing,<br>masks in public and<br>gatherings<br>restricted (to 50) | Measures will be<br>reviewed in early<br>March          |
| Cromwell<br>Working Model                          | WFH advised  | WFH advised  | WFH advised   | WFH advised  | WFH advised                                    | Normal Work From<br>Office (WFO)  | WFH advised   |

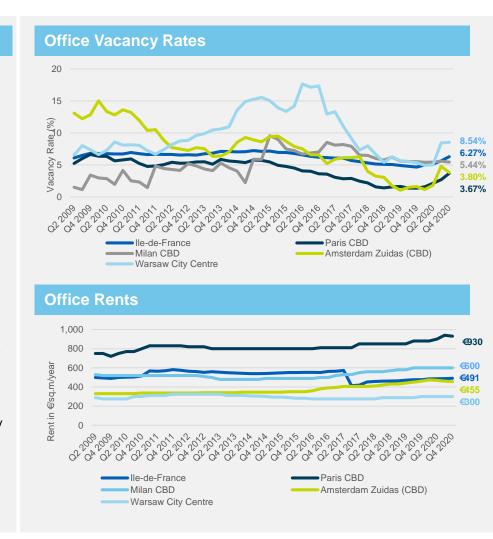


### Office Rent and Vacancy Rates

Flight-to-quality, well located and connected schemes likely to emerge with the return to the office

#### Commentary

- Vacancies in Ile-de-France rose to 6.3% as speculative completions were delivered, demand softened and negotiations stretched as corporates try to assess their accommodation needs
- Incentives are expected to rise as landlords try to attract and retain occupiers and limit void periods in an uncertain environment but with quality space most sought-after a polarised market could emerge
- 31% of the Warsaw pipeline is pre-let; with developers more cautious about building on a speculative basis, there were only two construction starts in 2020 – this is expected to limit dramatic upswings in vacancy as some oversupply is gradually absorbed. Sublease space has risen however, pushing up the vacancy rate
- Prime rents in Warsaw held firm at €300 per sqm per year but supported by increasingly generous incentive packages
- Uptake in Milan rebounded in 4Q 2020, but overall leasing in 2020 was below 2019 levels, feeding a marginal rise in vacancy to 9.8%. This was lower in the CBD at 5.4%, as occupiers adopted a wait-and-see approach. Increasing in incentives in (re)negotiations is stabilising headline rents at €600 in Milan's CBD
- Overall vacancy in Amsterdam remains low at 4.9% but there are variations across the submarkets of the capital. While the rate is likely to rise as corporates delay expansion plans and some release excess space back to the market, the Dutch lead the European way for working from home on a regular basis (15% pre-COVID-19) and so the impact of more flexible work patterns should perhaps be felt less severely than in some European counterparts





CBRE – ERIX data as at 31 Jan 2021

CBRE – Paris office market 4Q 2020 Knight Frank – France 2020 Review & 2021 Outlook

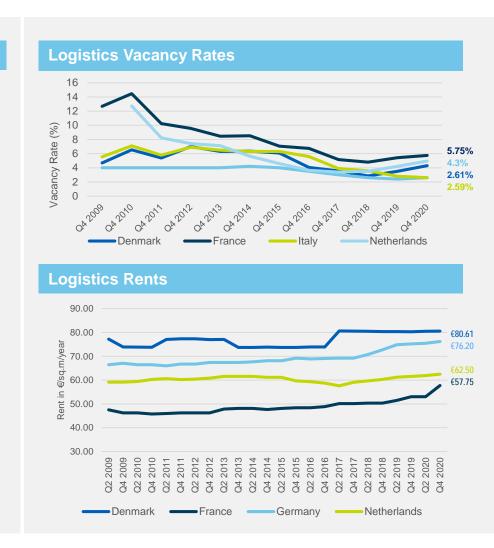
Knight Frank – France 2020 Review & 2021 Outle
 JLL – Warsaw office market Jan 2021

### Logistics Rent and Vacancy Rates

Continued demand from e-commerce and urban logistics drives activity

#### Commentary

- Vacancy in the French logistics market has seen marked improvement from 3Q 2020, falling a full percentage point to 5.75% at the end of 2020
- The robustness of the sector has largely been driven by e-commerce and demand for urban logistics and 2020 take-up was above the 10-year average with two-thirds of deals taking place along the Central Axis of France given the depth of occupier demand and scarcity of quality products, average prime rents rose over 2020
- Logistics take-up in Italy reached new highs with 2020 levels surpassing those of 2019 (+19%) with activity driven by third-party logistics (3PL). Milan is experiencing the most demand, accounting for 50% of leasing activity. Nationwide, the logistics vacancy is exceptionally low at just 2.6% and the long-term prospects for the sector are encouraging new speculative development beyond existing hubs and into secondary markets
- Occupier demand for logistics property in The Netherlands has been strong for some years now. In 2020, logistics take-up amounted to 2.3 million sqm which is down 11% on 2019 as COVID-19 lengthened deal negotiations, limited site visits and was dampened due to tightened environmental legislation regarding nitrogen emissions which restricted most new construction. It was however, still 30% higher compared to the ten-year average annual take-up level. The availability of high-quality logistics space in hotspots is scarce, which makes less established locations more attractive





#### Sources:

- CBRE, Colliers International data as at 31 Jan 2021
- 2) France Logistics Market View 4Q 2020 (CBRE)
- (3) Italy Logistics Market View 4Q 2020 (CBRE)
- (4) Netherlands Industrial Marketbeat 4Q 2020 (Cushman and Wakefield)



# **5.** Key Takeaways



### Management Focus and Outlook for 2021

Beyond the ongoing COVID-19 pandemic

# Execute investment strategy and progress development opportunities

- Further rebalance portfolio
  - Increasing exposure to logistics > 40%
  - Divesting a number of office and other non-strategic assets
  - Progressing key redevelopment opportunities in Paris, Amsterdam and Milan
  - Exploring UK logistics opportunities in a post Brexit environment

# Capitalise on transformed capital structure

- Exercise 4-year accordion option to upsize RCF to €200 million
- Opportunity to further tap €1.5 billion EMTN bond programme (and green bond)
- 'BBB- stable' investment grade credit rating from Fitch supports future funding

# Set further aspirational ESG targets

- Continuous enhancement of corporate disclosures and ESG policies
- Augment senior management's ESG-linked KPIs
- Improve CEREIT's ranking in relevant Singapore and global ESG ratings

#### **Outlook**

- Demand for European real estate to remain strong due to low capital values, affordable rents in and very positive yield spread due to "lower Euro interest rates for longer"
- Continue to take advantage of market opportunities in order to provide stable and growing DPU and NAV per Unit over the medium to long term
- Near-term headwinds likely to be "temporary" in nature





# . Appendix





# **6a.** European Real Estate Update and Outlook



### Cross-Border Investment in European Real Estate

International capital continues to look to Europe for investment opportunities

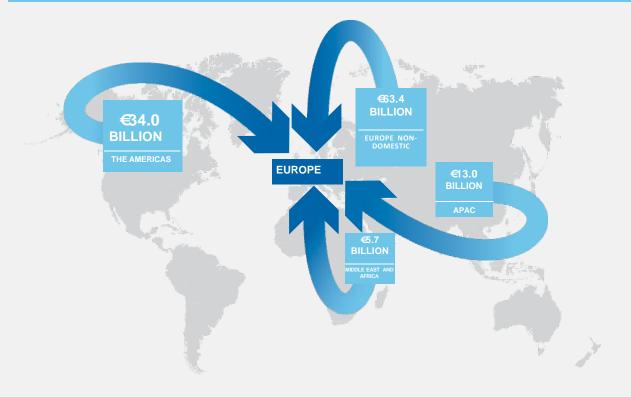
#### Capital and European gateway cities are targets for international investors

#### **European Real Estate Market Review**

- Capital inflows into the European real estate market reached €76.2 billion in 4Q 2020
- London regained the top spot as the most active in Europe (€6.4 billion), with Paris in second (€6.3 billion) and the German cities of Berlin, Frankfurt and Dresden
- 46% of deals in 4Q 2020 involved cross-border capital, with global investors increasing their share from 17% in 3Q 2020 to 22%, as investors become more comfortable with navigating COVID-19 to secure product

Source: Real Capital Analytics - data as at 27 Jan 2021

#### Cross-border Activity: 12 months to 4Q 2020



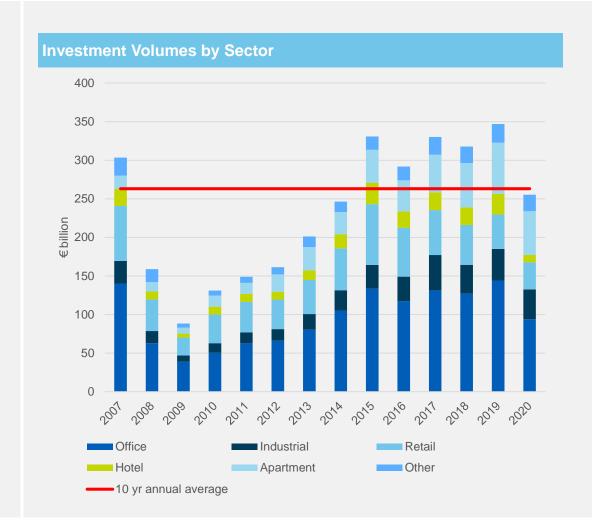


### European Real Estate Investment Volumes

2020 investment volumes just below the ten year annual average

- €76.2 billion invested in 4Q 2020, 55% above 3Q 2020 and on par with 1Q 2020 bringing the 2020 volume to €255 billion – only 3% behind the 10-year annual average
- Office sector accounted for 36% of total investment volume, similar to the 35% in 3Q 2020 with a clear focus on quality assets in well-connected locations
- The share of industrial transactions continued to grow, increasing from 16% in 3Q 2020 to 18% in 4Q 2020, which equates to €14.0 billion
- Retail sector accounted for 14% in 4Q 2020 or €10.9 billion, as investors continue to rebalance their portfolios and focus on strategic assets and locations
- Structural shifts, accelerated by the COVID-19 crisis see more capital directed towards sectors that offer defensive, long-term characteristics

Source: Real Capital Analytics - data as at 27 Jan 2021

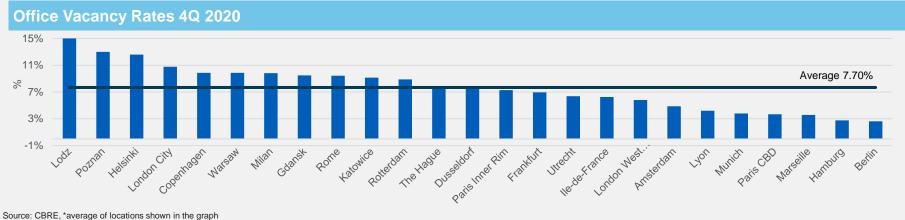




## **European Office Market**

News of vaccines has improved sentiment among occupiers regarding their return to the office

- Average office vacancy rate across key\* European cities increased to 7.7% in 4Q 2020 from 7.1% in 3Q 2020, but remains well below
  the 10.6% seen in the aftermath of the Global Financial Crisis as speculative development is scaled back and debt financing for
  developments harder to source
- Demand is expected to fall by between 10 to 15% in 2021 as companies with large expansion plans have temporarily suspended them, although there are some expansion driven deals reaching conclusion, for example in the tech sector
- With a large proportion of the development pipeline secured under pre-let agreements and a number of schemes put on hold, securing suitable space when lease renewals arrive in 2022 / 2023 will mean potentially reviewing options in 2021, providing a possible boost to take-up
- Core markets should not see significant rises in vacancy rates, but secondary, older stock in need of refurbishment is expected to be affected more and there will be some repurposing
- Office occupier decision making remains cautious as 2021 unfolds, with most companies not making any drastic changes to their
  occupational footprint yet; however they are reviewing how they occupy their office space, revisiting their fitout and layout plans in
  preparation for a return to the office

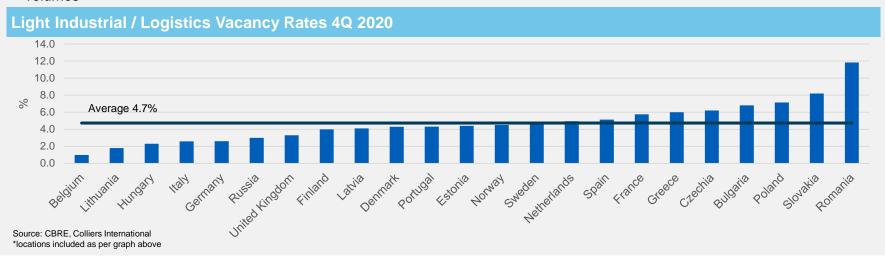




## European Light Industrial / Logistics Market

Rental growth emerges as development pipelines are largely pre-let

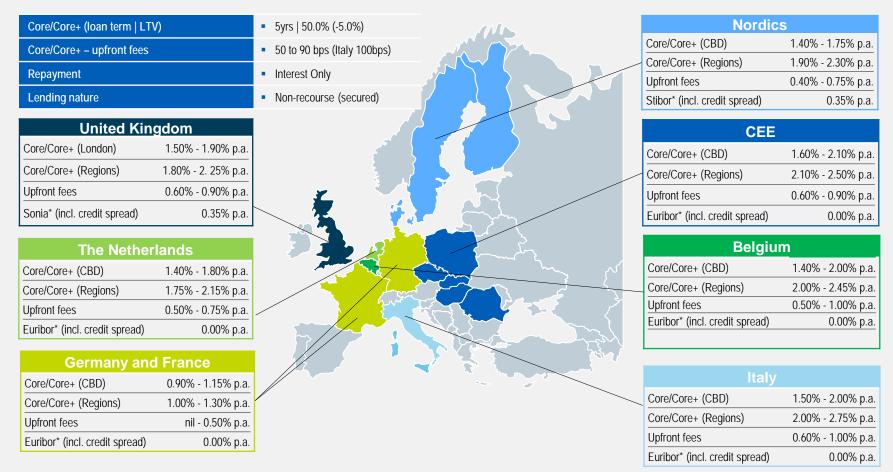
- Average European vacancy rate\* increased to 4.7% in 4Q 2020, and despite this uptick a number of markets remain extremely
  undersupplied, especially of quality stock, as available space largely consists of older, less suitable stock
- Increased developer caution since Mar 2020 has led to pipeline completion dates being extended into 2021, but the shortages of supply are seeing developers generally still keen to push the button on new schemes
- Banks remain cautious on lending to speculative schemes, so developments are equity driven or have some portion of pre-let in place before breaking ground
- Strong demand and undersupply is likely to lead to upswings in rental growth, probably more evident in the latter half of 2021 this
  is particularly the case for last mile facilities which often compete for with other land uses
- Strong sector fundamentals positions the sector as one of the most resilient as investors look to review their asset allocations in its favour. However, availability of stock is unable to keep up with the pace of investors' insatiable demand, constraining investment volumes





## European Debt Map

Comparison of core (prime) vs. core+ (regions) office financing opportunities



<sup>\*</sup> Euribor, Libor and Stibor indications as per 16 Feb 2021





# **6b.** CEREIT Overview



## ESG Deeply Embedded in Culture

Committed to achieve sustainability integration in day-to-day management of CEREIT's portfolio and operations



#### **Economic**

Outperformed two-year of IPO financial and operational forecasts

Limited impact on CEREIT results from COVID-19

#### Governance

Ranked 7<sup>th</sup> in Singapore Governance and Transparency Index and 10<sup>th</sup> in Governance Index for Trusts out of 45 REITs and business trusts

Senior management has specific ESG-linked KPIs<sup>1</sup>

#### **Stakeholders**

69% tenant-customer satisfaction (64% in 2018) Addressed ~400 institutional investors, 60 analysts and ~650 retail investors in 2019

#### **People**

Employee engagement score of 69% 50% female employees achieved Six-fold Increase in training hours per employee

#### **Environment**

~ 70% of office portfolio now with green certifications: 16 BREEAM<sup>2</sup> certifications (with 11 as at 31 Dec 2019 +2 more expected in 1Q 2021) and one LEED <sup>3</sup> certification

### 2020 GRESB rating

- ▶ 9%Y-o-Y increase
- > (73 points, up from 67 points the year before)
- 2nd among Singaporelisted peers in Public Disclosure Assessment
- 8th among 26 'Diversified
   Office / Industrial
   (Europe)' peers

### **Outperformed**

majority of peers in Europe and Asia; attained higher than average scores in a group comprising 83 listed entities in Europe



### Achieved or exceeded all FY 2019 targets

as documented in Sustainability Report 2019

### Sponsor's ESG Ratings

- EPRA/Nareit index-included Cromwell is a leader in ESG
- GRESB score of 87 with a five-star performance
- MSCI ESG rating AA
- Sustainalytics score 68 (Outperformer)

#### CEREIT's ESG 2020 achievements and 2021 ambitions

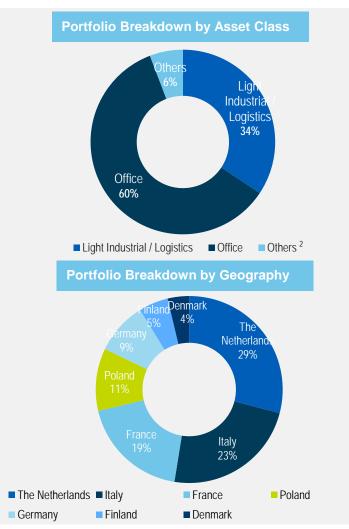
- Included in iEdge SG ESG Transparency Leaders series
- Continuous enhancement of corporate disclosures and ESG policies
- Augment senior management's ESG-linked KPIs
- Improve CEREIT's ranking in relevant Singapore and global ESG ratings



- . Refers to Key Performance Indicators
- Building Research Establishment Environment Assessment Method
- 3. Leadership in Energy and Environmental Design

## About Cromwell European REIT

Resilience and diversification key to mitigating impact of COVID-19 pandemic







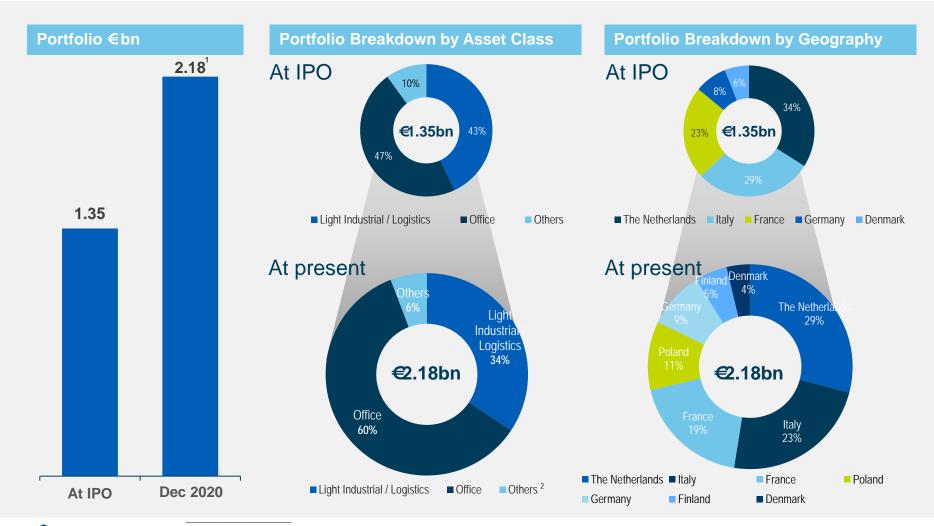


Valuation is based on independent valuations conducted by CBRE and Savills as at 31 Dec 2020 for 95 properties in the portfolio, the new acquisition in Italy completed on 23 Dec 2020 is carried at its purchase price

Others include three government-let campuses, one leisure / retail property and one hotel in Italy

### More than 60% Growth in Portfolio since IPO

CEREIT continues to target accretive high-quality assets in strategic, "on-theme" cities and markets

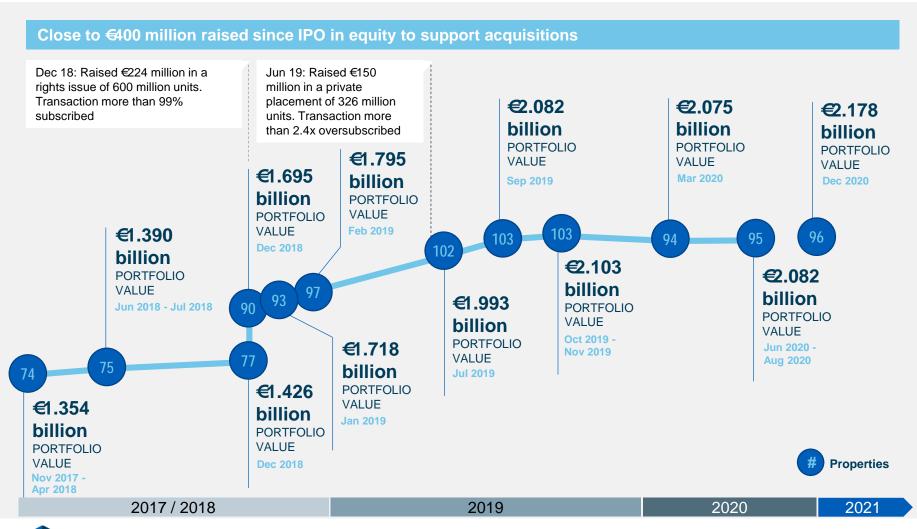




Valuation is based on independent valuations conducted by CBRE and Savills as at 31 Dec 2020 for 95 properties in the portfolio, the new acquisition in Italy completed on 23 Dec 2020 is carried at its purchase price

### **CEREIT's Track Record Since IPO**

CEREIT continues to target accretive high-quality assets in strategic, "on-theme" cities and markets





### Diversified High-Quality Tenant-Customer Base

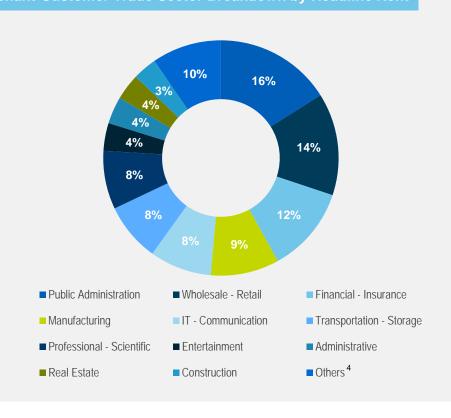
Top 10 tenant-customers represent 33.0% of the portfolio (down from 41.0% at IPO)

| Total no. of leases as at 31 Dec 2020           | 990 |
|---|-----|
| Total no. of tenant-customers as at 31 Dec 2020 | 800 |

### **Top 10 Tenant-Customers**

| · · · · · · · · · · · · · · · · · · · |   |                 |  |  |
|---------------------------------------|---|-----------------|--|--|
| #                                     | Tenant  | Country         | % of Total<br>Headline Rent <sup>1</sup> |  |
| 1                                     | Agenzia del Demanio<br>(Italian State Property<br>Office) | Italy           | 13.0%                                    |  |
| 2                                     | Nationale-Nederlanden                                     | The Netherlands | 5.7%                                     |  |
| 3                                     | Essent Nederland  | The Netherlands | 2.7%                                     |  |
| 4                                     | Employee Insurance<br>Agency (UWV) <sup>2</sup>           | The Netherlands | 2.0%                                     |  |
| 5                                     | Motorola Solutions<br>Systems Polska                      | Poland          | 1.9%                                     |  |
| 6                                     | Kamer van Koophandel                                      | The Netherlands | 1.8%                                     |  |
| 7                                     | Holland Casino <sup>3</sup>                               | The Netherlands | 1.7%                                     |  |
| 8                                     | Felss Group   | Germany         | 1.5%                                     |  |
| 9                                     | Santander Bank Polska                                     | Poland          | 1.4%                                     |  |
| 10                                    | Anas  | Italy           | 1.4%                                     |  |
|                                       |   |                 |  |  |

### Tenant-Customer Trade Sector Breakdown by Headline Rent<sup>1</sup>





As at 31 Dec 2020 including 156,888 sqm freehold intermodal logistics park in Italy

33.0%

Uitvoeringsinstituut Werknemersverzekeringen (UWV)

Nationale Stichting tot Exploitatie van Casinospelen in the Netherlands

Others comprise Utility / Education / Rural / Human Health / Mining / Other Service Activities / Residential / Water / Miscellaneous Services

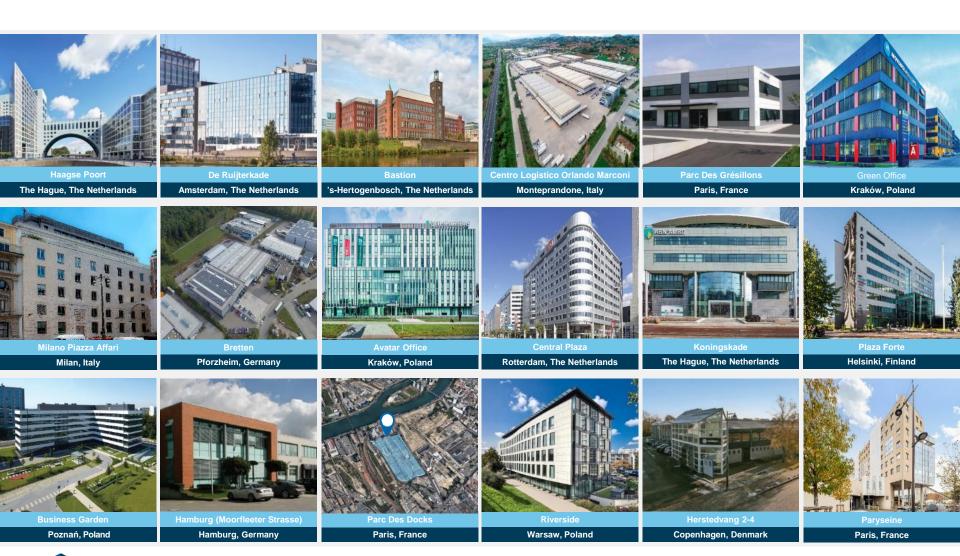
## **Property Statistics**

Low capital values and high reversionary yields provide further growth potential for NAV and NPI, through rental reversion, indexation, higher occupancy and asset enhancement initiatives

|  | No. of<br>Assets | NLA (sqm) | Valuation¹<br>(€million) | Reversionary<br>Yield (%) | Occupancy (%) | NPI FY2020<br>(€million) | Number of<br>Leases |
|--|------------------|-----------|--------------------------|---------------------------|---------------|--------------------------|---------------------|
| The Netherlands (total)                        | 12               | 224,183   | 633.2                    | 6.0                       | 98.0          | 28.4                     | 194                 |
| Office   | 7                | 177,891   | 568.4                    | 6.0                       | 97.9          | 24.5                     | 52                  |
| Light Industrial & Logistics                   | 5                | 46,292    | 64.8                     | 6.5                       | 98.4          | 3.9                      | 142                 |
| Italy (total)                                  | 19               | 505,278   | 510.8                    | 6.1                       | 99.5          | 28.5                     | 89                  |
| Office   | 12               | 142,177   | 318.9                    | 5.6                       | 98.6          | 17.5                     | 53                  |
| Light Industrial & Logistics                   | 2                | 186,526   | 65.3                     | 8.1                       | 99.7          | 0.9                      | 27                  |
| Others   | 5                | 176,575   | 126.6                    | 6.2                       | 100           | 10.1                     | 9                   |
| France (total)                                 | 22               | 297,811   | 409.2                    | 7.7                       | 92.0          | 24.0                     | 235                 |
| Office   | 3                | 34,292    | 69.8                     | 7.8                       | 89.3          | 4.6                      | 31                  |
| Light Industrial & Logistics                   | 19               | 263,519   | 339.4                    | 7.7                       | 92.4          | 19.4                     | 204                 |
| Germany (total) – Light Industrial & Logistics | 15               | 226,985   | 197.4                    | 6.0                       | 95.6          | 9.4                      | 61                  |
| Poland (total) - Office                        | 6                | 111,246   | 235.3                    | 8.4                       | 93.8          | 15.3                     | 107                 |
| Finland (total) – Office                       | 11               | 61,979    | 110.9                    | 7.6                       | 84.4          | 6.5                      | 211                 |
| Denmark (total) - Light Industrial & Logistics | 11               | 129,278   | 81.0                     | 8.6                       | 85.6          | 5.2                      | 93                  |
| TOTAL  | 96               | 1,556,760 | 2,177.8                  | 6.8                       | 95.1          | 117.3                    | 990                 |



### Well-located, Defensive Properties in European Gateway Cities





## Top Asset Overview (1)

Haagse Poort (The Hague, Netherlands)



| Property Type          | Office  |
|------------------------|---|
| Acquisition Date       | 30/11/2017  |
| Purchase Price         | 158,750,000   |
| NLA                    | 68,502  |
| Lease Type             | Multi-let   |
| Land Tenure            | Part Freehold, Part Right of Superficies & Part Perpetual Leasehold |
| Reversionary Yield     | 6.7%  |
| Building Certification | BREEAM Very Good  |



**100.0%**Occupancy Rate<sup>1</sup>
(+4.8 p.p. Y-o-Y)



€173.5 million
Property Valuation¹

(+9.3% since acquisition)





- Haagse Poort is one of the most iconic office buildings in The Hague, located at Beatrixkwartier, in the Bezuidenhout
- Unique construction features an office "bridge" over the A12 motorway to Amsterdam
- NLA of 68,502 sqm
- The property consists of a high-rise and a low-rise section, and is located only 600m from Den Haag train station



## Top Asset Overview (2)

Central Plaza (Rotterdam, Netherlands)



| Property Type          | Office                           |
|------------------------|----------------------------------|
| Acquisition Date       | 19/06/2017                       |
| Purchase Price         | 156,805,000                      |
| NLA                    | 33,263                           |
| Lease Type             | Multi-let                        |
| Land Tenure            | Part Freehold and Part Leasehold |
| Reversionary Yield     | 5.3%                             |
| Building Certification | BREEAM Good                      |



**98.1%**Occupancy Rate<sup>1</sup>
(+0.3 p.p. Y-o-Y)



€164.9 million

Property Valuation¹
(+5.1% since acquisition)





- Central Plaza is a prominent office building located in the Rotterdam CBD directly across from Rotterdam Central Station, one of the busiest train stations in the Netherlands
- Consists of office space spread over 2 office towers A and B, each with its own entrance, and houses such iconic names as KPMG, Coolblue and Rotterdam Casino
- Ground floor hosts restaurants and retail tenants



## Top Asset Overview (3)

Parc des Docks (Saint-Ouen, France)



| Property Type      | Light Industrial / Logistics |
|--------------------|------------------------------|
| Acquisition Date   | 30/11/2017                   |
| Purchase Price     | 98,000,000                   |
| NLA                | 73,371                       |
| Lease Type         | Multi-let                    |
| Land Tenure        | Freehold                     |
| Reversionary Yield | 7.2%                         |



**90.3%**Occupancy Rate<sup>1</sup>
(+3.7 p.p. Y-o-Y)



**€135.3** million

Property Valuation<sup>1</sup> (+38.1% since acquisition)





- The "jewel in the crown" is a portfolio of 11 industrial buildings located in Saint-Ouen in Paris, a suburb that is well suited for last-mile logistics being only 3km away from the Champs-Elysees
- Saint-Ouen is very accessible from the Paris CBD and to / from Roissy-Charles de Gaulle International airport
- The site is bordered by mixed use buildings, including new residential buildings
- The growing importance of this submarket is driven by the Grand Paris infrastructure project's planned new metro stations nearby and the construction of the Olympic village in 2024, only a few km away



## Top Asset Overview (4)

Piazza Affari (Milan, Italy)





| Property Type          | Office             |
|------------------------|--------------------|
| Acquisition Date       | 30/11/2017         |
| Purchase Price         | 81,700,000         |
| NLA                    | 7,787              |
| Lease Type             | Multi-let          |
| Land Tenure            | Freehold           |
| Reversionary Yield     | 3.8%               |
| Building Certification | BREEAM in progress |



**99.7%**Occupancy Rate<sup>1</sup>
(+0.1 p.p. Y-o-Y)



#89.8 million

Property Valuation<sup>1</sup> (+9.9% since acquisition)

- Trophy asset in the heart of Milan CBD, opposite to the Milan Stock Exchange. Built in the 1930's and partially refurbished in 2017, it provides eight floors above ground and two basement levels. The surrounding area includes prime office properties, hosting many Fortune 500 companies
- Easily accessible by foot from Duomo
- 25 minutes by car to Linate Airport
- The Central Railway Station is easily accessible by metro in less than ten minutes



## Top Asset Overview (5)

Business Garden (Poznań, Poland)



| Property Type          | Office        |
|------------------------|---------------|
| Acquisition Date       | 24/09/2019    |
| Purchase Price         | 88,800,000    |
| NLA                    | 42,268        |
| Lease Type             | Multi-let     |
| Land Tenure            | Freehold      |
| Reversionary Yield     | 8.7%          |
| Building Certification | LEED Platinum |



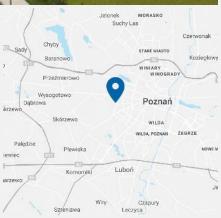
100.0% Occupancy Rate<sup>1</sup> (Flat Y-o-Y)



Property Valuation

(-3.3% since acquisition)





- Business Garden is located in Poznań, known as a large academic cluster with over 110,000 students and 24 universities
- Business Garden is centrally positioned between the Poznań city centre and Poznań Airport and is one of the few projects in Poland that has received LEED certification at the Platinum level



## Top Asset Overview (6/7/8)

Well-located properties







|                           | Bastion<br>('s-Hertogenbosch, The Netherlands)  | Bari Europa<br>(Bari, Italy)  | Moeder Teresalaan 100-200<br>(Utrecht, The Netherlands)   |
|---------------------------|---|---|---|
| Asset Type                | Office  | Mixed-use   | Office  |
| Occupancy <sup>1</sup>    | 97.7% (+3.0% Y-o-Y)   | 100.0% (flat Y-o-Y)   | 100.0% (flat Y-o-Y)   |
| Asset Value <sup>1</sup>  | €78.6 million (+2.3% since acquisition)   | €76.5 million (-7.9% since acquisition)   | €59.3 million (+16.9% since acquisition)  |
| NLA                       | 31,979 sqm  | 123,261 sqm   | 21,922 sqm  |
| Lease Type                | Multi-tenanted  | Master  | Multi-tenanted  |
| Land Tenure               | Freehold  | Freehold  | Perpetual Leasehold   |
| Highlights                | <ul> <li>Impressive building featuring 8 floors<br/>across 6 wings, only a 5-minute walk from<br/>the centre of 's-Hertogenbosch</li> <li>Expanded and renovated in 2005</li> </ul> | <ul> <li>Located nearby Bari airport (2km)</li> <li>Consists of 11 buildings with different uses: classrooms, dormitory, auditorium, office, church, outdoor and indoor sport facilities</li> </ul> | <ul> <li>Located in the city centre of Utrecht</li> <li>Consists of 2 office buildings with energy label A</li> </ul> |
| Building<br>Certification | ■ BREEAM Very Good  | ■ N/A   | ■ BREEAM Very Good  |



## Top Asset Overview (9/10/11)

Quality assets with high occupancy rates







|                           | De Ruyterkade 5,<br>Amsterdam, The Netherlands  | Centro Logistico Orlando Marconi<br>(Monteprandone, Italy)  | Green Office<br>(Kraków, Poland)   |  |
|---------------------------|---|---|--|--|
| Asset Type                | Office  | Logistics   | Office   |  |
| Occupancy <sup>1</sup>    | 100.0% (flat Y-o-Y)   | 99.6%   | 100.0% (+0.5 p.p. Y-o-Y)   |  |
| Asset Value <sup>1</sup>  | €54.7 million (+50.4% since acquisition)  | €52.6 million   | €51.2 million (-1.9% since acquisition)  |  |
| NLA                       | 8,741 sqm   | 156,888 sqm   | 23,112 sqm   |  |
| Lease Type                | Single tenant   | Multi-tenanted  | Multi-tenanted   |  |
| Land Tenure               | Continuing Leasehold  | Freehold  | Freehold   |  |
| Highlights                | <ul> <li>Located next to Central Station and can be reached within a few minutes' walk from the train, bus, tram and metro</li> <li>5 to 10 minutes from the A10 West motorway</li> </ul> | <ul> <li>Located in Monteprandone, along the A14         / E55 motorway     </li> <li>Nine warehouses and a freight railway terminal</li> </ul> | <ul> <li>Close to the Kraków motorway ring road<br/>and benefits from access to the Kraków<br/>Airport</li> <li>Undergoing BREEAM certification process</li> </ul> |  |
| Building<br>Certification | <ul><li>BREEAM Pass</li></ul>   | ■ N/A   | ■ BREEAM Very Good   |  |



### The Netherlands

### Portfolio overview







#### Assets



Central Plaza, 2 – 25 (retail) /
Weena 580 – 618 (offices), Rotterdam

Bastion, Willemsplein 2 – 10, 's-Hertogenbosch

Moeder Teresalaan 100 / 200, Utrecht

5 De Ruyterkade 5, Amsterdam

6 Koningskade 30, Den Haag

Blaak 40, Rotterdam

Veemarkt 27-75 / 50-76 / 92-114, Amsterdam

(9) Capronilaan 22 - 56, Schiphol-Rijk

Boekweitstraat 1 - 21 & Luzernestraat 2 – 12, Nieuw-Vennep

11) Folkstoneweg 5 - 15, Schiphol

(12) Kapoeasweg 4 - 16, Amsterdam





# Italy Portfolio overview







- Milano Affari, Piazza degli Affari 2, Milan
- 2 Roma Amba Aradam, Via dell'Amba Aradam 5, Rome
- (3) Roma Pianciani, Via Pianciani 26, Rome
- Assago Palazzo F7-F11, Viale Milanofiori 1, Milan
- Milano Nervesa, Via Nervesa 21, Milan
- 6 Via Camillo Finocchiaro Aprile 1, Genova
- Cassiopea 1-2-3, Via Paracelso 22-24-26, Agrate Brianza
- 8 Ivrea, Via Guglielmo Jervis 13, Ivrea
- 9 Firenze, Via della Fortezza 8, Florence
- (10) Corso Lungomare Trieste 23, Bari
- Cuneo, Corso Annibale Santorre di Santa Rosa 15, Cuneo
- Mestre, Via Rampa Cavalcavia 16-18, Venice Mestre
- Rutigliano, Strada Provinciale Adelfia, Rutigliano
- CLOM, C.da S. Anna, 63076 Monteprandone AP, Italy
- 15 Bari Europa, Viale Europa 95, Bari
- (16) Saronno, Via Varese 23, Saronno
- Lissone, Via Madre Teresa di Calcutta 4, Lissone
- 18 Pescara, Via Salara Vecchia 13, Pescara
- 19 Padova, Via Brigata Padova 19, Padova





### France

### Portfolio overview







#### Assets





3 Cap Mermoz, Maisons-Laffitte

Parc des Docks, 50 rue Ardoin, Saint Ouen

5 Parc des Guillaumes, 58 rue de Neuilly – 2 rue du Trou Morin, ZAC des Guillaumes, Noisy-le-Sec

6 Parc du Landy, 61 rue du Landy, 20 Aubervilliers

Parc des Grésillons, 167-169 avenue des Grésillons, Gennevilliers

8 Parc Delizy, 32 rue Délizy, Pantin

9 Parc Urbaparc, 75-79 rue du Rateau, La Courneuve

Parc de Béziers, Rue Charles Nicolle, Villeneuve-lès-Béziers

Parc du Merantais, 1-3 rue
Georges Guynemer, Magny-LesHameaux

Parc Jean Mermoz, 53 rue de Verdun – 81, rue Maurice Berteaux, La Courneuve

Parc des Érables, 154 allée des Érables, Villepinte

Parc de Louvresses, 46-48 boulevard Dequevauvilliers, Gennevilliers Parc Locaparc 2, 59-65 rue Edith Cavell, Vitry-sur-Seine

16 Parc de Champs, 40 boulevard de Nesles, ZAC le Ru du Nesles, Champs sur Marne

Parc de Meslay, ZI du Papillon, Parcay-Meslay

Parc Acticlub, 2 rue de la Noue Guimante, ZI de la Courtillière, Saint Thibault des Vignes

Parc le Prunay, 13-41 rue Jean Pierre Timbaud, Zl du Prunay, Sartrouville

20 Parc de Popey, 5 chemin de Popey, Bar-le-Duc

Parc de Sully, 105 route d'Orléans, Sully-sur-Loire

Parc Club du Bois du Tambour, Route de Nancy, Gondreville







### Germany

### Portfolio overview





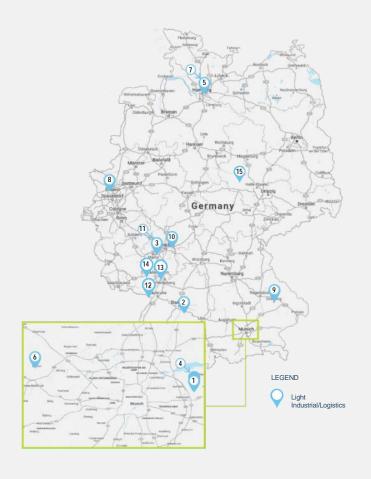


#### **Assets**

- Ge17werbe- und Logistikpark Münc18hen-Kirchheim West, Parsdorfer Weg 10, Kirchheim
- Gewerbe-und Logistikpark Stuttgart-Frickenhausen, Siemensstraße 11, Frickenhausen
- Gewerbe- und Logistikpark Frankfurt-Bischofsheim, An der Kreuzlache 8-12, Bischofsheim
- Gewerbepark München-Kirchheim Ost, Henschelring 4, Kirchheim
- Gewerbepark Hamburg–Billstedt, Kolumbusstraße
  16. Hamburg
- Gewerbe-und Logistikpark München-Maisach, Frauenstraße 31, Maisach
- Gewerbepark Hamburg-Billbrook Park, Moorfleeter Straße 27, Liebigstraße 67-71, Hamburg
- 8 Gewerbepark Duisburg, Hochstraße 150-152, Duisburg
- Gewerbepark Straubing, Dresdner Straße 16, Sachsenring 52, Straubing
- Gewerbepark Frankfurt-Hanau, Kinzigheimer Weg 114, Hanau
- Gewerbepark Bischofsheim II, Bischofsheim, An der Steinlach 8-10, Bischofsheim

### **Asset Acquired in 1H 2020**

- 12 Dieselstrabe 2, 75203, Konigsbach-Stein
- (13) Gewerbesrabe 62, 75015, Bretten
- (14) Goppinger Strasse 1-3, 75179, Pforzheim
- An der Wasserschluft 7, 06526, Sangerhausen





### **Poland**

### Portfolio overview







- 1 Business Garden Poznań
- (2) Green Office, Kraków
- Riverside Park, Fabryczna 5, Warsaw
- 4 Avatar Office, Kraków
- Grojecka 5, Warsaw
- Arkońska Business Park, Arkonska 1&2, Gdansk





### **Finland**

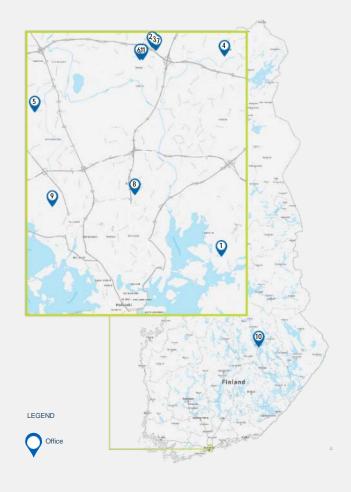
### Portfolio overview







- Opus Business Park, Hitsaajankatu 20-24 , Helsinki
- Plaza Vivace, Äyritie 8C,
- 3 Plaza Forte, Äyritie 12C,
- Grandinkulma, Kielotie 7,
- 5 Liiketalo Myyrinraitti, Torpantie 2 2,
- Pakkalan Kartanonkoski 3, Pakkalankuja 6, Vantaa
- Plaza Allegro, Äyritie 8B, Vantaa
- Helsingin Mäkitorpantie 3, Mäkitorpantie 3b, Helsinki
- 9 Purotie 1, Helsinki
- Kuopion kauppakeskus, Kauppakatu 39, Kuopio
- Pakkalan Kartanonkoski 12, Pakkalankuja 7, Vantaa





### Denmark

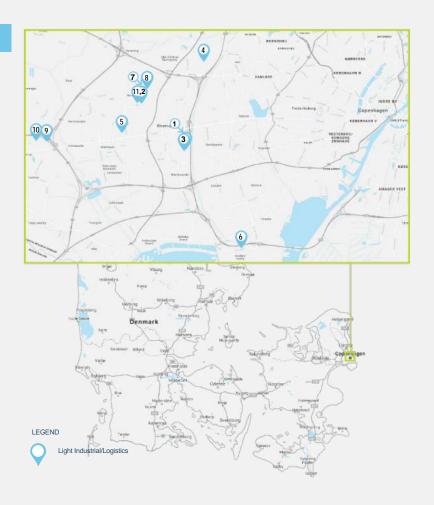
### Portfolio overview







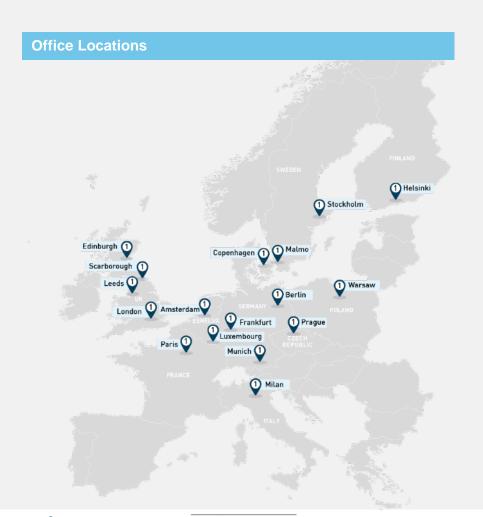
- Priorparken 700, Brøndby
- 2 Naverland 7-11, Glostrup
- 3 Priorparken 800, Brøndby
- 4 Islevdalvej 142, Rødovre
- 5 Herstedvang 2-4, Albertslund
- 6 Stamholmen 111, Hvidore
- 7) Naverland 8, Glostrup
- 8 Fabriksparken 20, Glostrup
- 9 Hørskætten 4-6, Tåstrup
- 10 Hørskætten 5, Tåstrup
- (11) Naverland 12, Glostrup





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17 offices in 11 countries throughout Europe providing on-the-ground local market knowledge and expertise



#### **Credentials**

Track record of providing investment management, fund management, asset management and debt restructuring

### **Specialists**

Specialists in Core, Core+ and Value Add commercial real estate

#### **Partners**

Diverse client base of global investors including sovereign wealth funds, pension funds, insurance companies, private equity and multi managers

#### **Platform**



**€3.5**bn AUM¹



158 properties



2,272 tenant-customers



228 people



11 countries



17 offices



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