

# Annual General Meeting FY 2022

26 April 2023

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# 1. CEO review and report card

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# €2.5 billion quality pan-European logistics and Grade-A office portfolio

Four core markets (75% of portfolio) drive results



**>86%**

Western Europe and The Nordics



**110+**

Predominantly freehold properties



**1.9 million**

SQM net lettable area



**46%**

Light industrial / logistics exposure



Via dell'Industria 18  
Vittuone, Italy



Haagse Poort  
Den Haag, 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)  
Monteprandone, Italy



Prioparken 800  
Copenhagen, Denmark



Artist impression: Studio Sandrini

Via Nervesa 21  
Milan, Italy

# ~92% of income backed by government-linked and MNC tenants

No single tenant-customer industry trade sector represents more than 14% of the portfolio



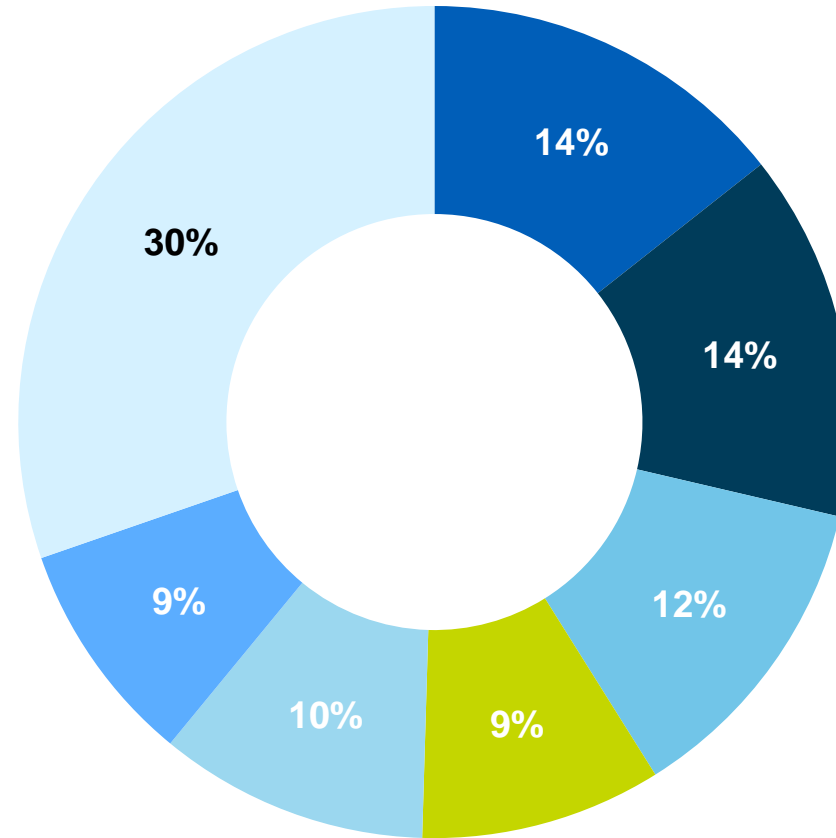
**845**

tenant-customers



**1,056**

leases



- Wholesale - Retail
- Manufacturing
- Others

- Transportation - Storage
- Financial - Insurance

- Public Administration
- Professional - Scientific

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

## Cromwell Property Group

Strong alignment of interest with Unitholders with c. €400 million investment



**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





# FY 2022 results highlights

FY 2022 DPU +1.3% y-o-y demonstrates CEREIF's continued resilience; rent indexation offsets higher finance costs

## FINANCIAL HIGHLIGHTS

FY 2022 DPU

**€17.189 Euro cents**

+1.3% y-o-y

FY 2022 NPI

**€136.8 million**

+5.1% y-o-y

like-for-like in-line y-o-y

(+23.9% light industrial / logistics NPI)

NAV

**€2.42 / unit**

Minor 1.6% decline in 2H 2022 valuations  
underpins portfolio resilience

## CAPITAL MANAGEMENT

GEARING

**39.4%**

ample liquidity with ~€200 million in cash and  
undrawn RCF<sup>1</sup>

INVESTMENT GRADE CREDIT RATING

**BBB-**

no material debt expiries till 4Q 2024

DEBT

**78% fixed / hedged**

reduces impact of increasing interest rates

## ASSET MANAGEMENT

OCCUPANCY<sup>3</sup>

**96.0%**

**New record-high**

+1.0 p.p. as compared to 31 Dec 2021

RENT REVERSION<sup>2</sup>

**Strong at +5.7%**

FY 2022 portfolio

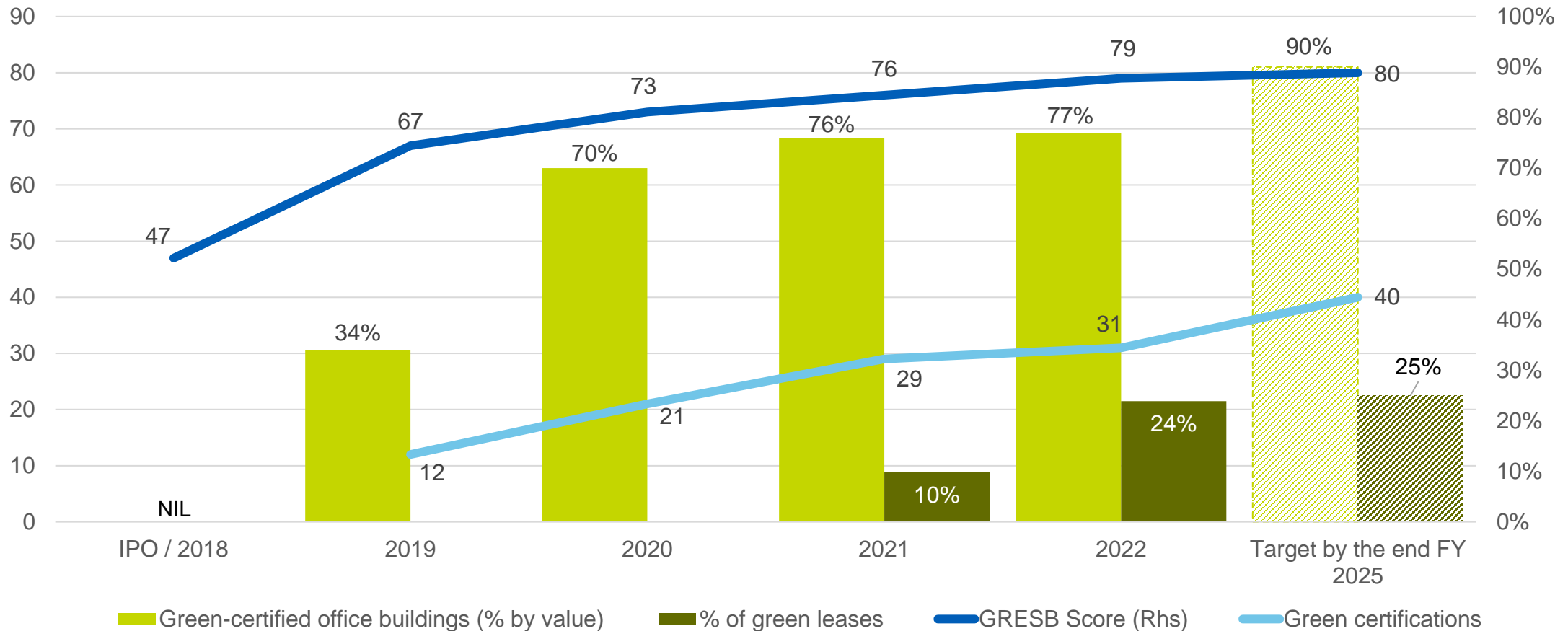
WALE

**4.6-year**

unchanged as compared to a year ago

# Progress to Net Zero operational carbon emissions by 2040

GRESB score, BREEAM and LEED “green” building certifications and green leases



# CEREIT's 3Y Rolling TSR is +6.4% (annualised 2.1%) on SGX

15% Underperformance post the Russian Invasion of Ukraine

- CEREIT's € counter (CWBU.SI) **3Y rolling TSR** underperformed for most of 2022 but has since headed to recovery in the first three months of 2023
- Underperformance in 2022 was largely due to a confluence of macro risk factors but most of all **negative sentiment from the on-going Russia - Ukraine war**
- CEREIT's € counter (CWBU.SI) has largely **outperformed FTSE EPRA NAREIT Europe REIT TR Index**







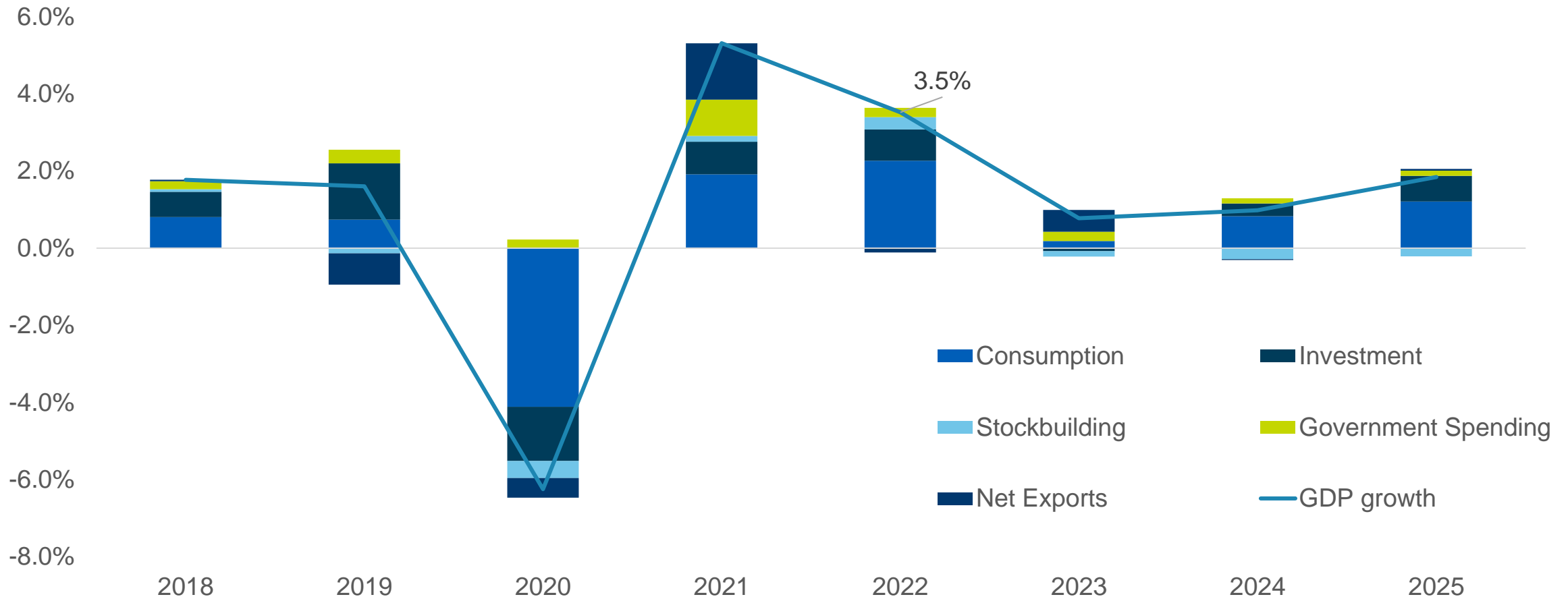
## 2. Real Estate



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# Economy: Eurozone GDP

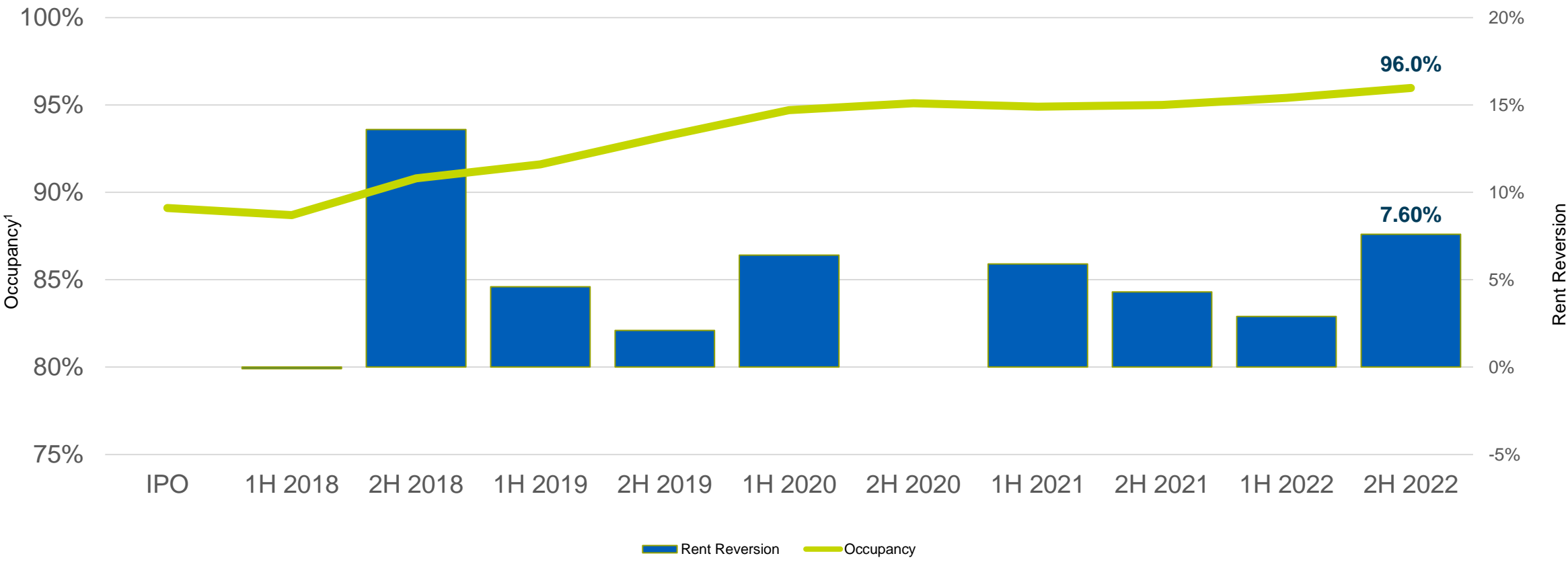
Eurozone GDP growth and drivers



# CEREIT Portfolio: record 96.0% occupancy

26% of portfolio NLA re-leased in past 12 months at an average +5.7% rent reversion; 2H 2022 rent reversion stronger at +7.6%

## Sustained rise in occupancy<sup>1</sup> and positive rent reversions



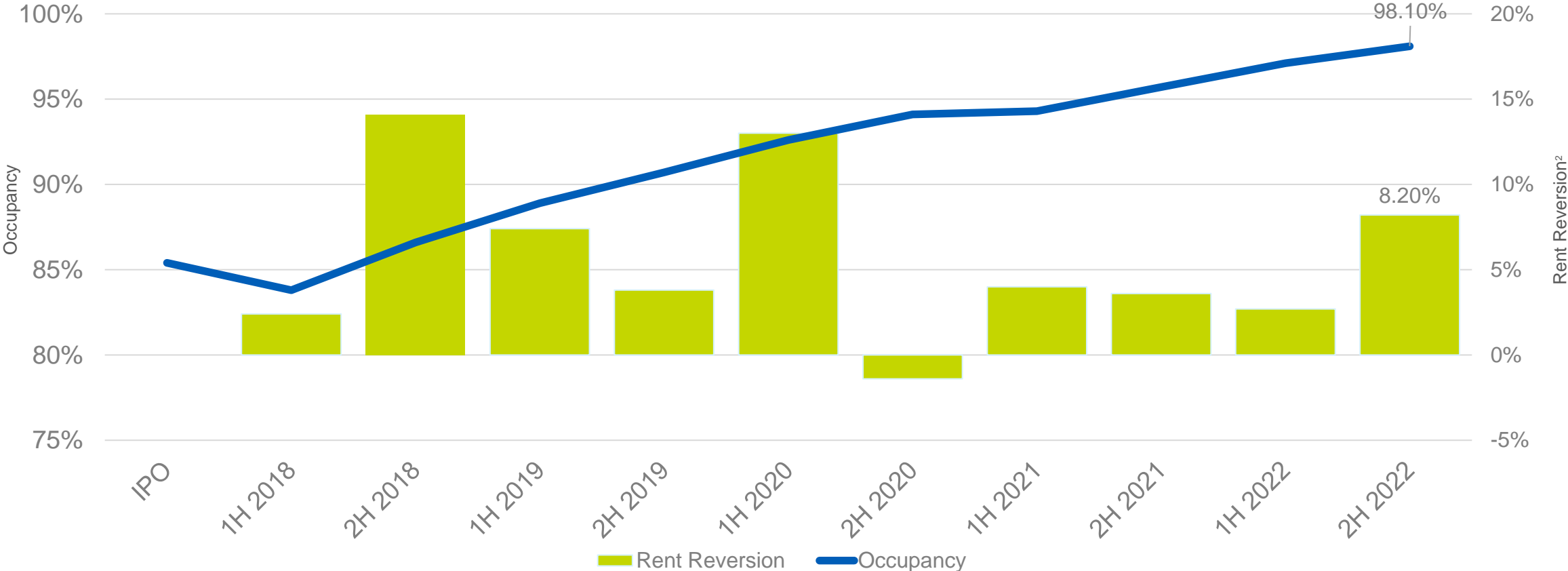
1. Occupancy calculation is excluding the hard refurbishment/development projects in Via Nervesa 21 (Italy), Maxima (formerly Via dell' Amba Aradam 5) (Italy), Lovosice ONE Industrial Park I (The Czech Republic)



# CEREITs LI / logistics sector at record-high occupancy

FY 2022 rent reversion at 6.1%

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

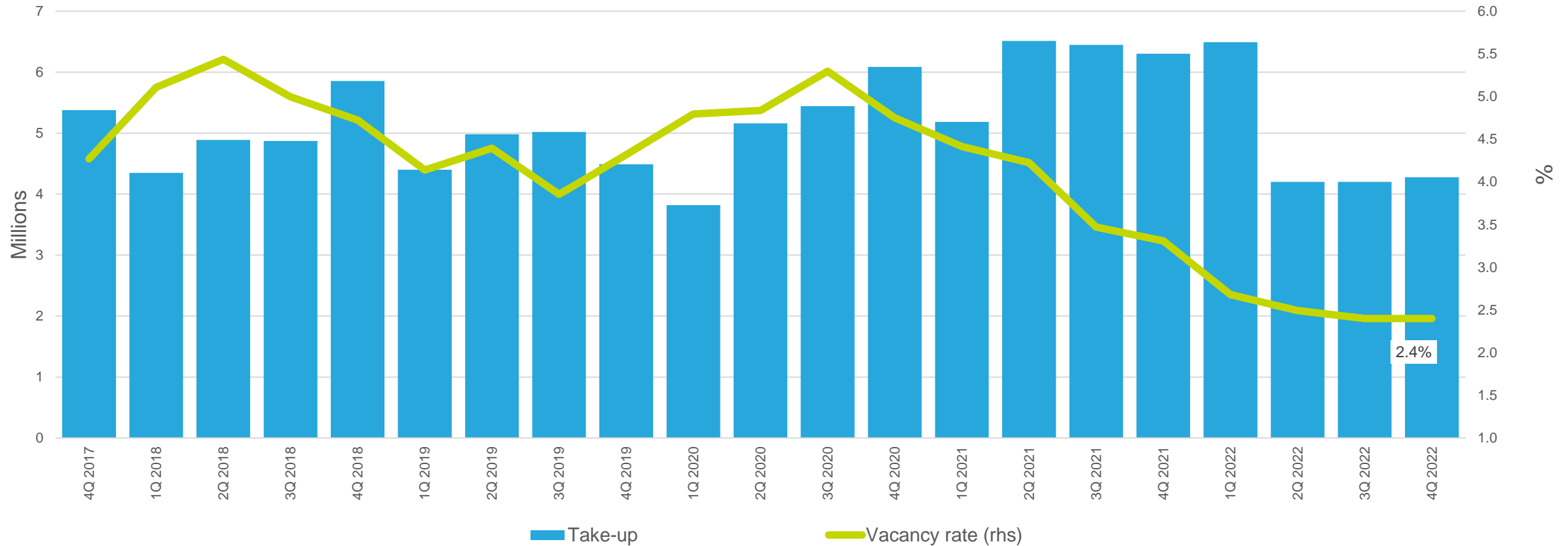


1. 40 new / renewed leases in 4Q 2022 compared with 32 in 4Q 2021, 25% higher y-o-y. 155 new / renewed leases in FY 2022 compared with 130 in FY 2021, 19% higher y-o-y.

# European logistics market: record low 2.4% vacancy

FY 2022 logistics leasing take-up softer than 2021

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



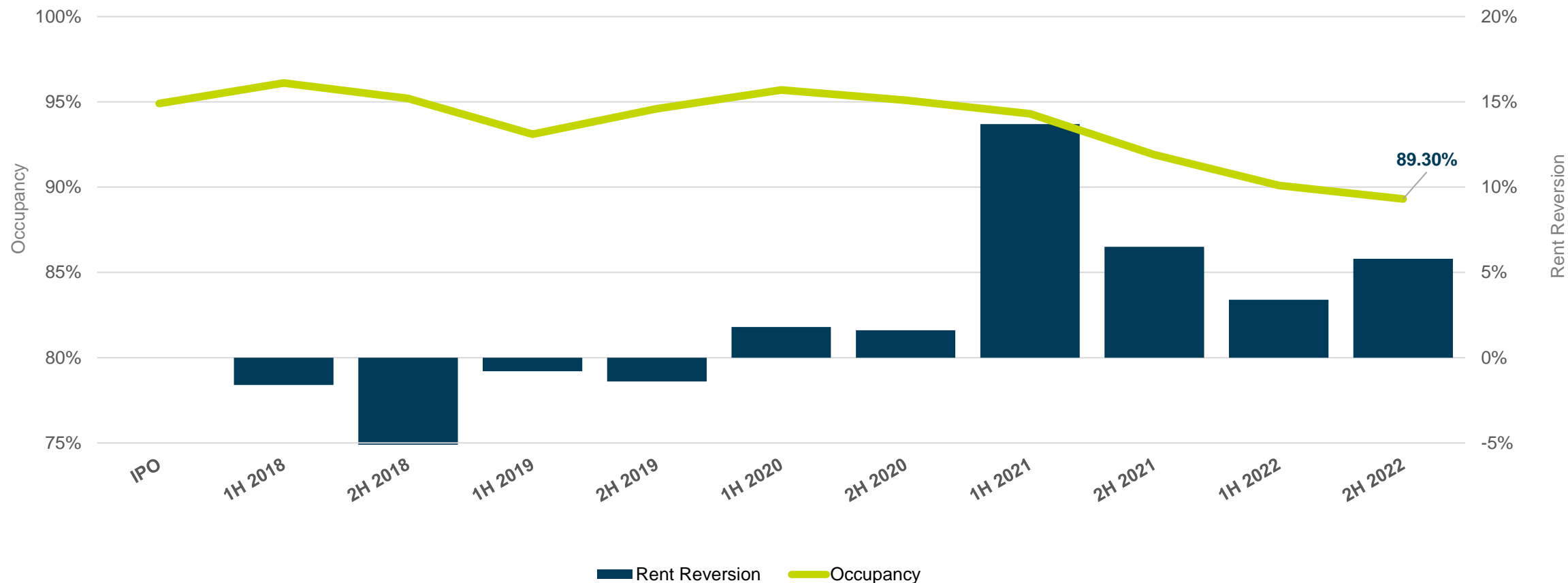
Source: CBRE, 1Q 2023

1. The overall average quarterly logistics vacancy rate across CEREIT's countries with exposure to logistics – Denmark, France, Germany, Italy, The Netherlands, Slovakia, the United Kingdom and The Czech Republic. Covers the sum of quarterly logistics take-up across CEREIT's countries with exposure to logistics – France, Germany, Italy, The Netherlands, Slovakia, the United Kingdom and The Czech Republic (no data available for Denmark)
2. Average quarterly logistics market rent growth in CEREIT's main light industrial / logistics market

# CEREIT office sector: 89.3% office occupancy; rent reversion +4.9%

Strength of the Netherlands and Milan offset by weak Polish and Finnish performance

## CEREIT's office portfolio occupancy & rent reversion (%)



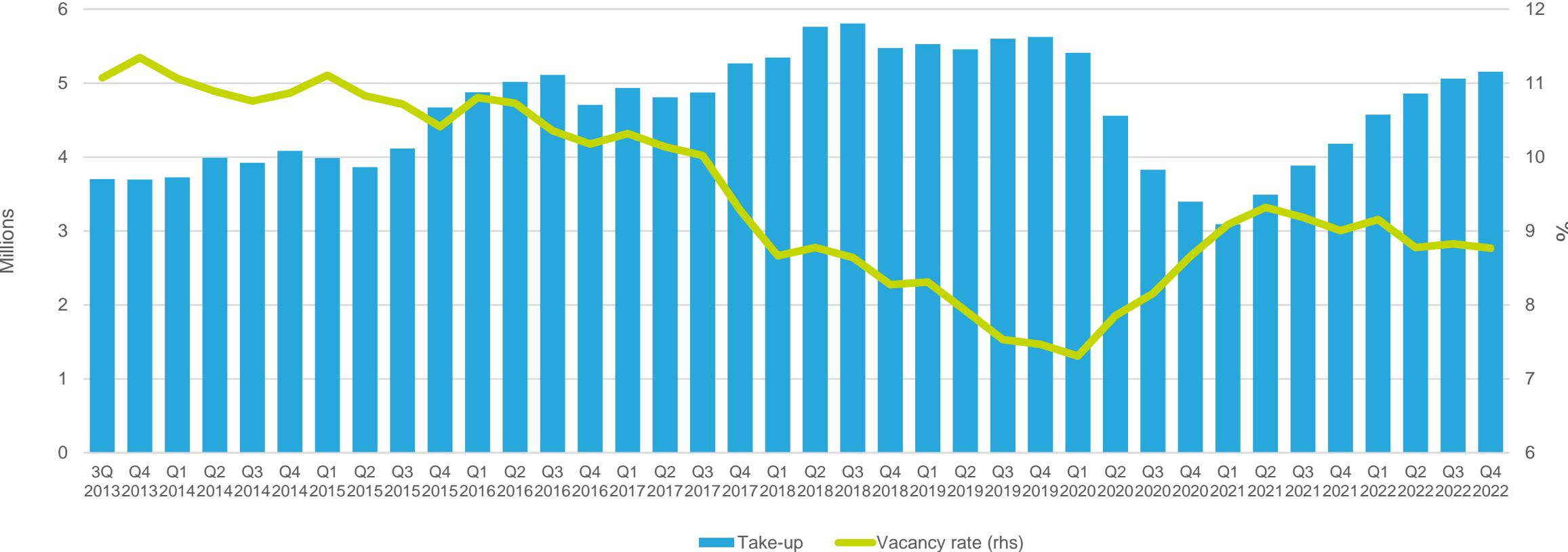
1. Silent renewals in Corso Lungomare Trieste 29 and Corso Annibale Santorre di Santa Rosa 15 have been considered as "special cases" that does not reflect changes in market rent and have therefore not been included into 4Q 2022 and FY 2022 rent reversion calculations, the renewals occurred on 29 December 2022 and with a 15% rent reduction driven by Governmental decree



# European office market: 7th consecutive quarterly rise in leasing volumes

3.9% vacancy for Grade A office in CEREIF's five key markets while overall vacancy also declined to a moderate 8.8%

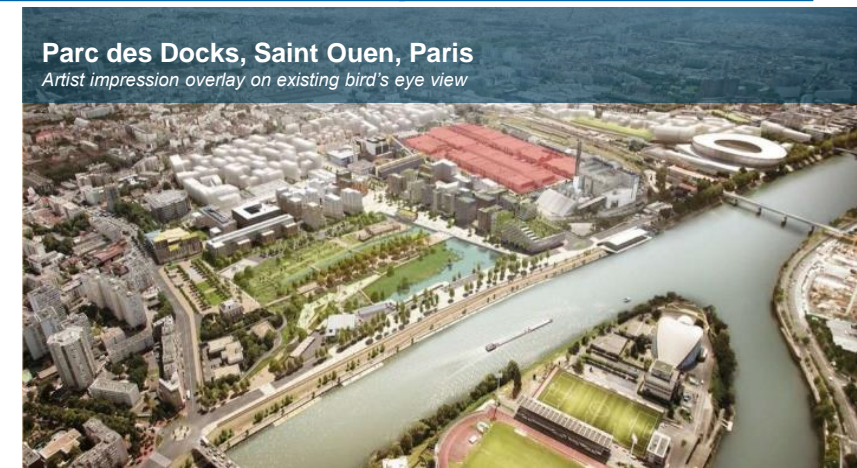
Annual take-up<sup>2</sup> and vacancy rates<sup>1</sup> in CEREIF's countries with exposure to office



Source: CBRE, 1Q 2023  
 1. The overall average quarterly office vacancy rate across CEREIF's countries with exposure to offices – France, Italy, The Netherlands, and Poland  
 2. Covers the sum of quarterly office take-up across CEREIF's countries with exposure to logistics – France, Italy, The Netherlands, and Poland  
 3. Average quarterly CBD office rent growth in CEREIF's main office markets – Ile-de-France, Paris CBD, Amsterdam Zuidas, Warsaw City Centre, Helsinki

# Projected +250 million developments pipeline

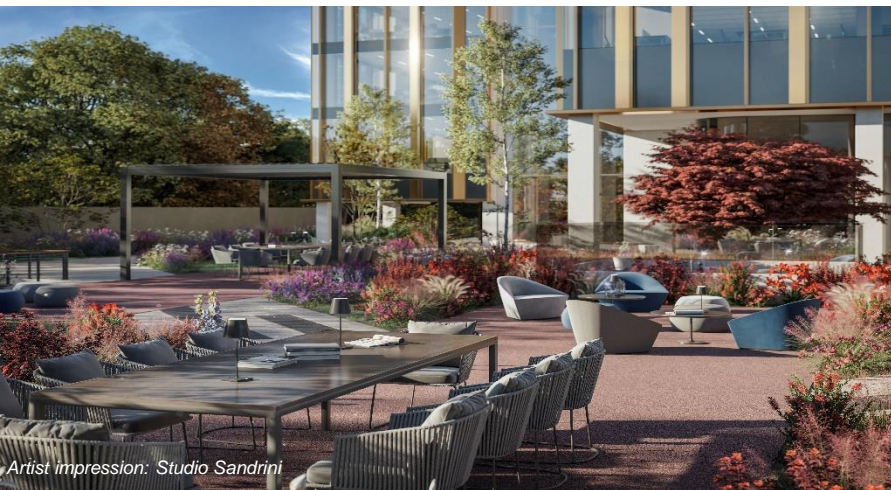
Some major examples currently under construction or in advanced planning and approval processes





# Nervesa 21, Milan

Development in progress



Artist impression: Studio Sandrini



Artist impression: Studio Sandrini



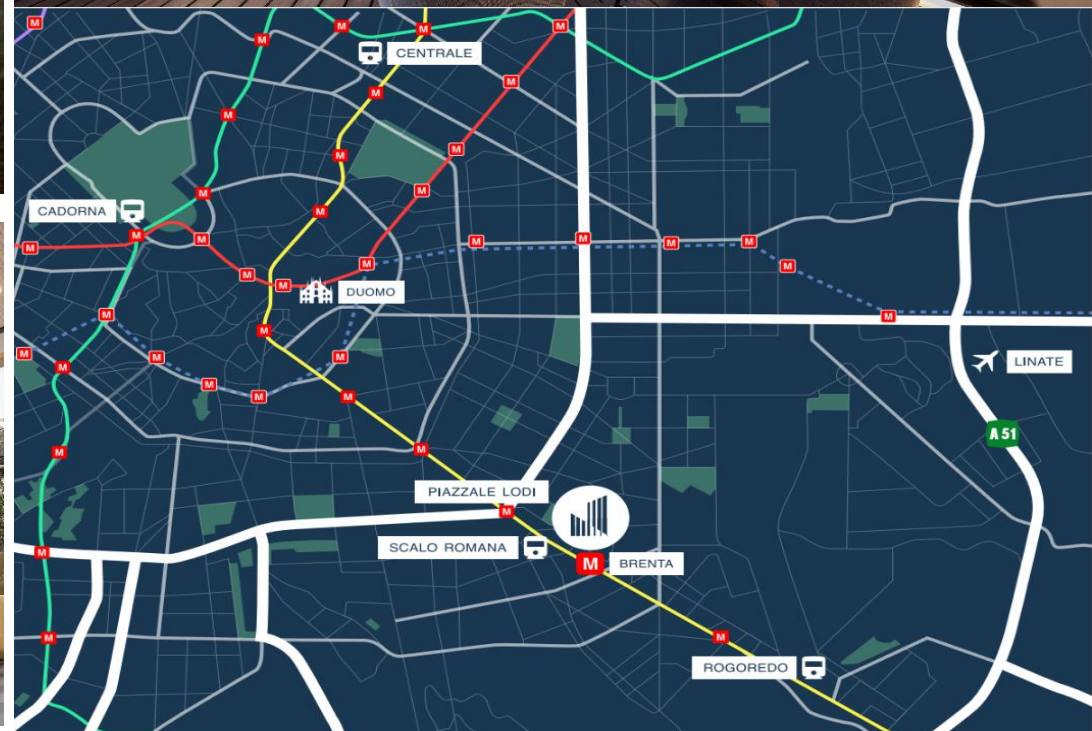
Artist impression: Studio Sandrini



Artist impression: Studio Sandrini



Artist impression: Studio Sandrini







## 3. Financials



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# FY 2022 financial results

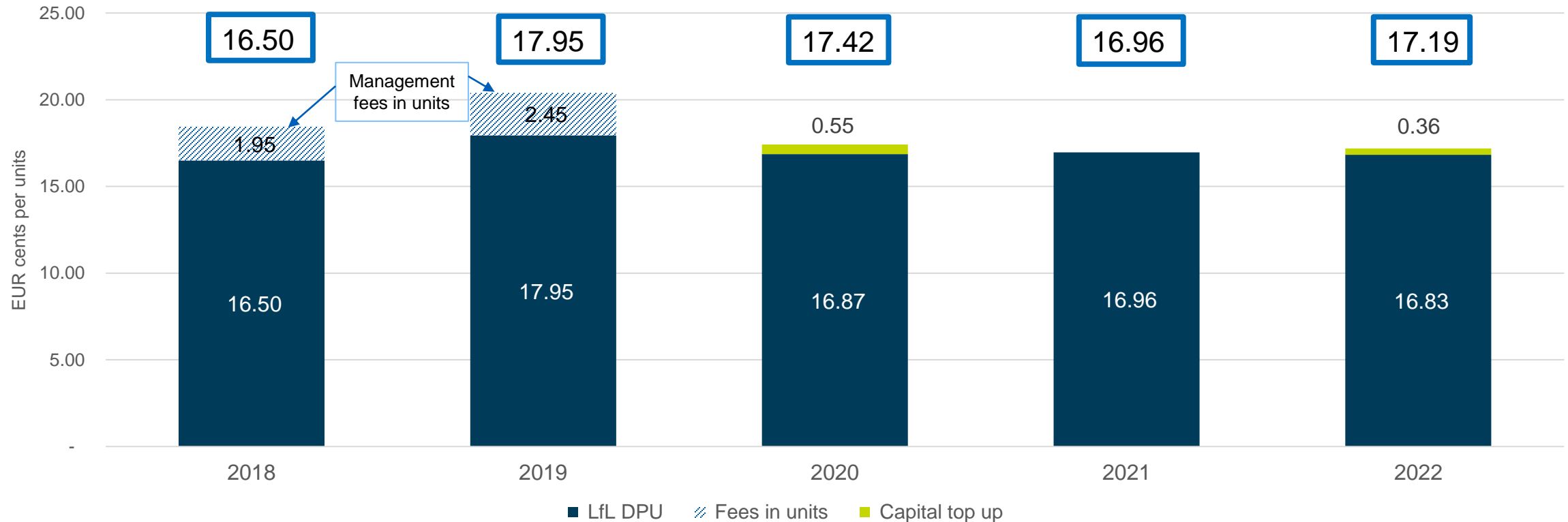
Distributable Income marginally outperformed as revenue from acquisitions and indexation more than offset higher costs

<b>Financial performance (Selected Line Items)</b>	<b>FY 2022 €'000 (Unless stated)</b>	<b>FY 2021 €'000 (Unless stated)</b>	<b>Fav./ (Unfav.)</b>
Gross Revenue	222,105	200,122	11.0%
Opex	(85,330)	(70,030)	(21.8%)
Net Property Income	136,775	130,092	5.1%
Net finance costs	(24,387)	(21,736)	(12.2%)
Trust expenses	(8,242)	(5,639)	(46.1%)
Total return for the year	41,949	96,603	(56.6%)
<b>Distributable Income to Unitholders</b>	<b>96,667</b>	<b>93,618</b>	<b>3.3%</b>
<b>DPU (€ cents)</b>	<b>17.189</b>	<b>16.961</b>	<b>1.3%</b>

# 5-year like-for-like DPU trend

Resilient like-for-like DPU even in the height of COVID-19 and amidst the current macroeconomic environment

Like-for-like DPU<sup>1</sup> History (Note: like-for-like DPU shown in the box at top)



1. Like-for-like DPU is based on the following assumptions: (a) Management Fees in Units that are added back for DPU calculation are excluded from 2018 and 2019, (b) Units in issue and DPU prior to the 5:1 Unit consolidation have been adjusted accordingly, (c) Capital Gains paid out are included in like-for-like DPU and (d) 2018 DPU covers the period from 1 January 2018 to 31 December 2018 (stub period from IPO date to 31 December 2017 is excluded)



# Balance sheet

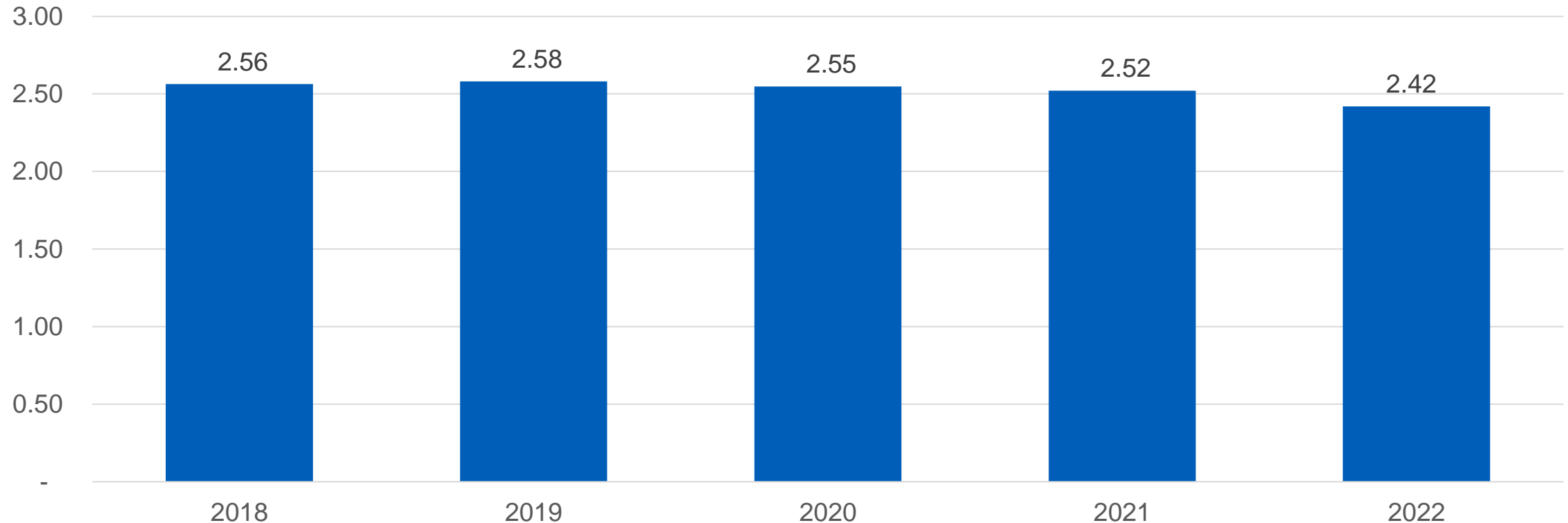
Remains resilient

	<b>As at 31 Dec 2022</b> <b>€'000</b> (unless stated otherwise)	<b>As at 31 Dec 2021</b> <b>€'000</b> (unless stated otherwise)
Cash & Cash Equivalents	35,432	59,258
Other Current Assets	17,300	19,356
Investment Properties	2,509,407	2,449,014
Other Non-Current Assets	27,845	6,902
<b>Total Assets</b>	<b>2,589,984</b>	<b>2,534,530</b>
Other Current Liabilities	78,663	68,183
Current Liabilities – Debt	50,630	23,000
Non-Current Liabilities - Debt	964,264	899,729
Non-Current Liabilities	73,506	66,338
<b>Total Liabilities</b>	<b>1,167,063</b>	<b>1,057,250</b>
<b>Net Assets Attributable to Unitholders</b>	<b>1,358,717</b>	<b>1,413,130</b>
<b>Net Assets Attributable to Perpetual Securities Holders</b>	<b>64,204</b>	<b>64,150</b>
Units in Issue ('000)	562,392	561,045
NAV per Unit (€ cents)	2.42	2.52
NAV per Unit excluding DI (€ cents)	2.33	2.43

# CEREIT NAV is only down 4% despite multiple headwinds

NAV CAGR of -1.4% largely reflects the macro headwinds

## Net asset value<sup>1</sup> (€ per Unit)



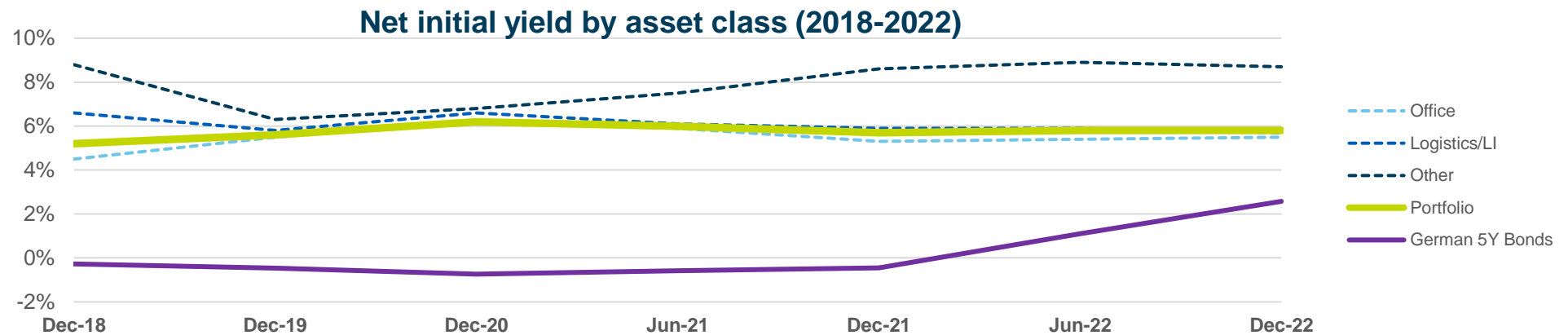
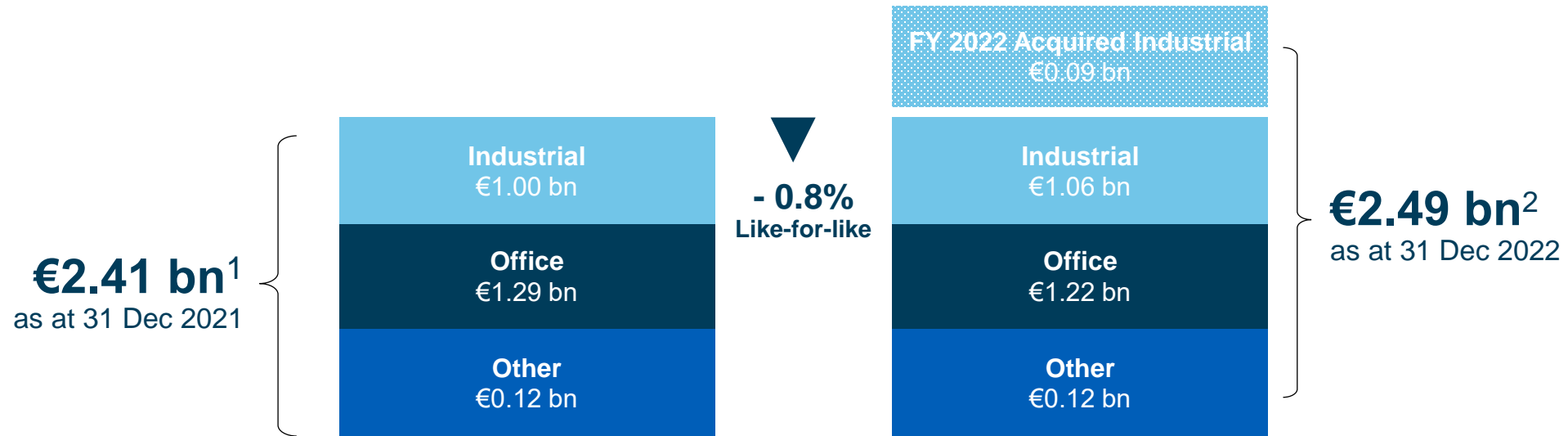
# Independent valuations as at 31 Dec 2022

Logistics sector's income growth helped to offset downside from cap rate compression in office markets

	Valuation 31-Dec-21 <sup>1</sup>	Net Investment <sup>2</sup>	Valuation Inc/Dec	Valuation 31-Dec-22 <sup>3</sup>	Weighted Avg NIY 31-Dec-22
	€ million	€ million	€ million	€ million	
France	425.2	-6.8	20.5	439.0	5.9%
Denmark	88.9	20.3	13.1	122.4	6.1%
Czech Republic	62.1	9.9	2.2	74.2	5.0%
Slovakia	64.4	0.2	1.4	66.0	6.4%
The Netherlands	663.1	6.7	-30.6	639.2	5.4%
Italy	537.6	68.4	-19.0	587.0	5.5%
Poland	231.5	1.9	-17.7	215.7	6.9%
United Kingdom	50.4	17.2	-10.1	57.5	6.7%
Finland	106.6	-13.0	-7.8	85.8	6.7%
Germany	212.8	8.7	-4.2	217.3	5.2%
	<b>2,442.6</b>	<b>43.0</b>	<b>-52.1</b>	<b>2,503.9</b>	<b>5.7%</b>

# Portfolio resilience demonstrated with only 0.8% lfl valuation decline

112 assets independently valued fell by 0.8% primarily driven by higher capitalisation rates mainly due to an increase in EUR interest rates



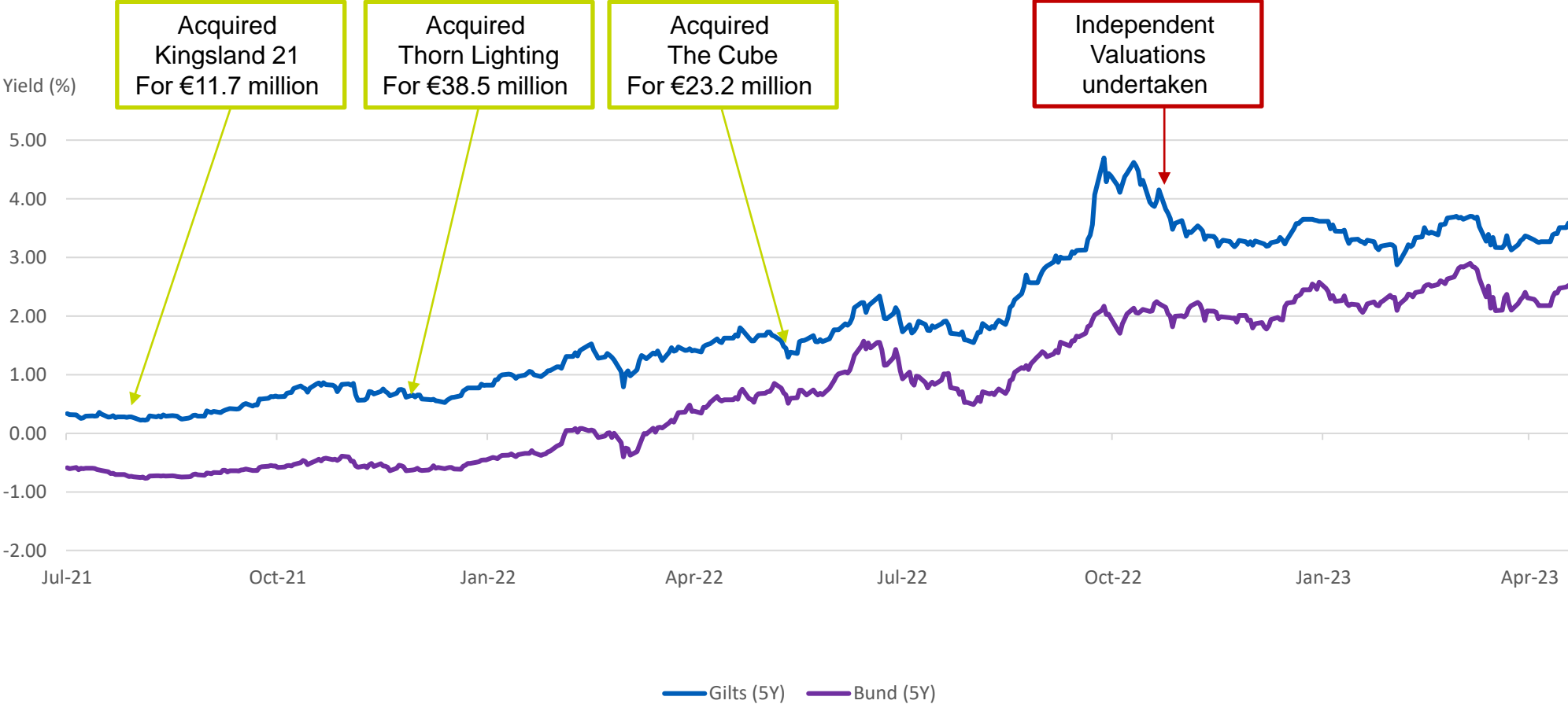
1. Based on valuation of like-for-like assets as at 31 December 2021  
 2. Based on valuation of 112 assets as at 31 December 2022 (excludes Sognevej 25).



# Interest rates in UK affected by political & economic conditions

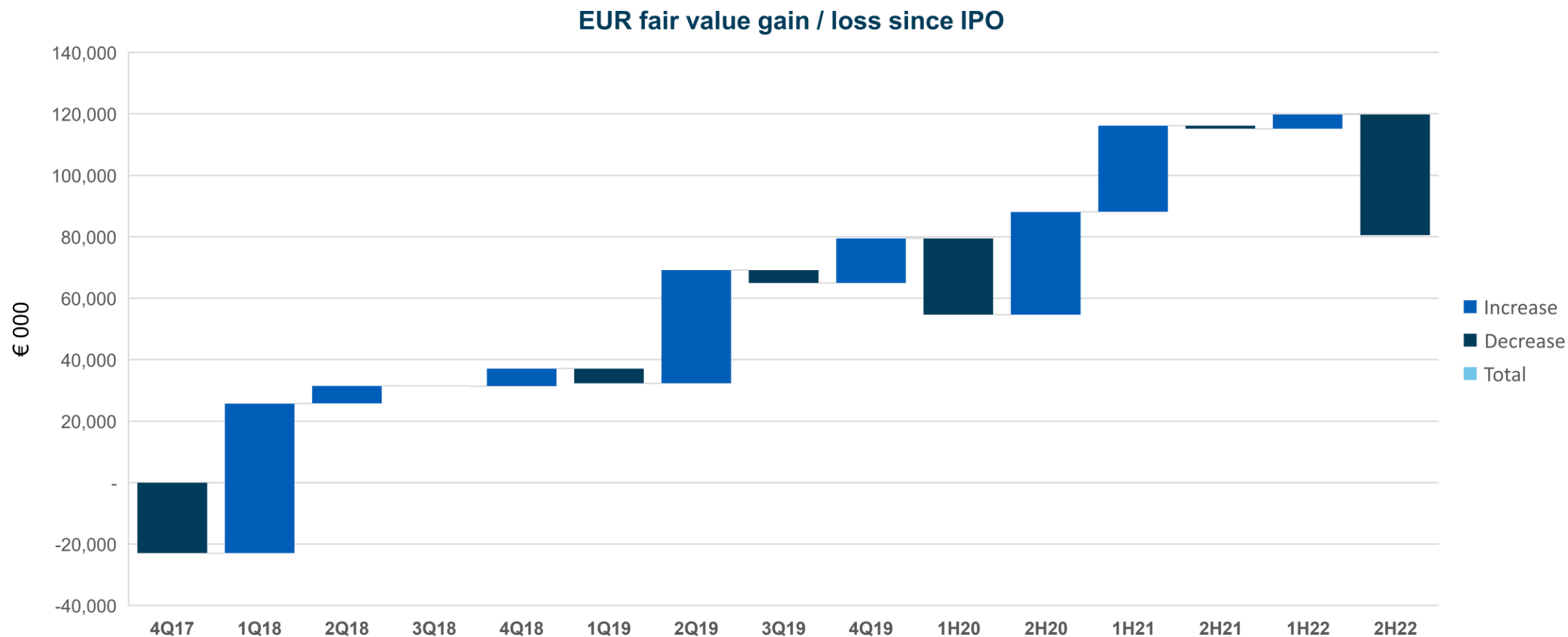
Spread between German Bunds and UK Gilts increased from <90 basis points to as much as 250 basis points

### Interest rates comparison - UK & Germany



# Valuations have fallen in FY 2022, but overall gain still positive

Interest Rates have impacted current period valuations and could also impact on FY 2023 valuations too





## 3. Capital management



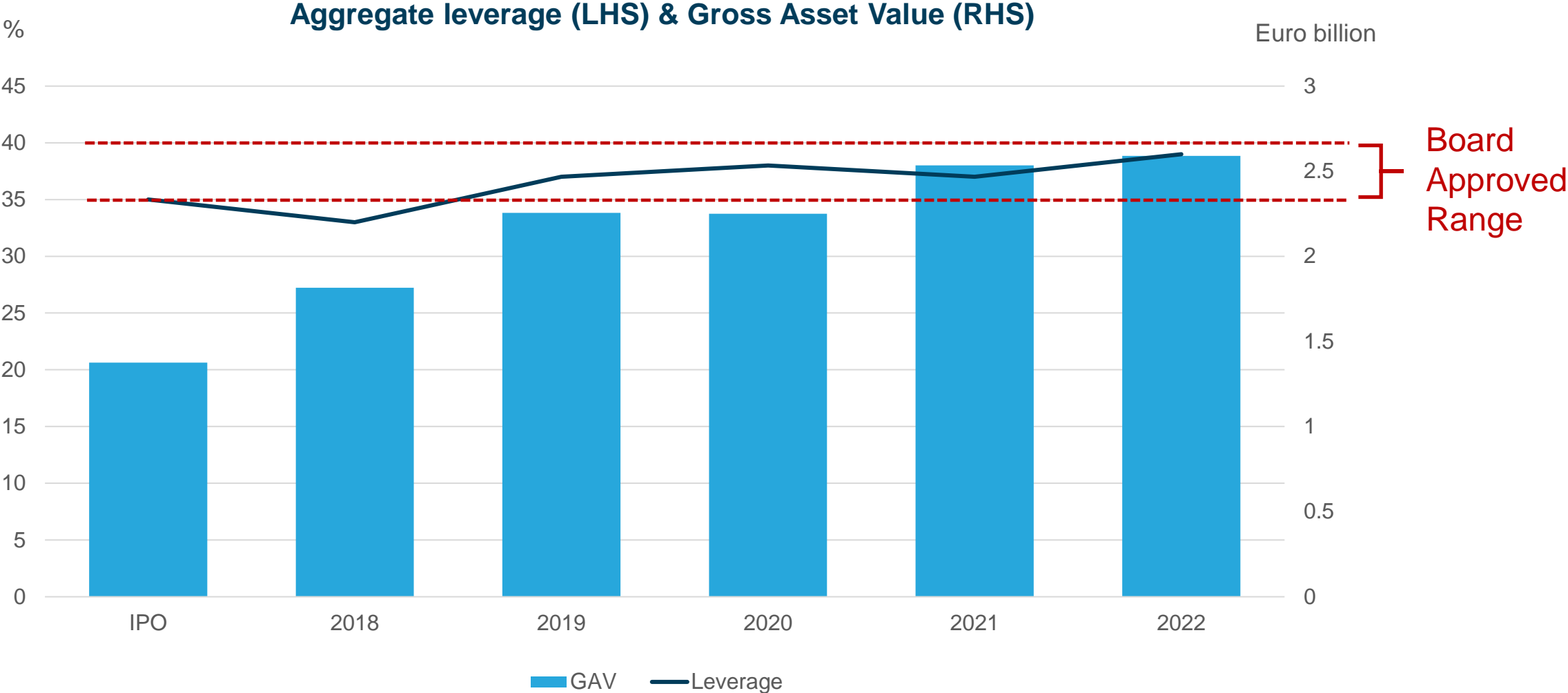
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# Capital management indicator priorities

Investment-grade BBB- Fitch Rating (Stable Outlook), within all loan covenants and investment grade metrics

	As at 31 Dec 2022	As at 31 Dec 2021	Debt covenants
<b>Total Gross Debt</b>	€1,019.9 million	€927.4 million	
<b>Aggregate Leverage<sup>1</sup></b>	39.4%	36.6%	Ranges from 45 - 60%
<b>Net Gearing (Leverage Ratio)</b>	38.2%	35.1%	>60%
<b>Interest Coverage Ratio (“ICR”)<sup>2</sup></b>	6.1x	6.7x	≥ 2x
<b>Weighted Average Term to Maturity</b>	2.9 years	3.4 years	

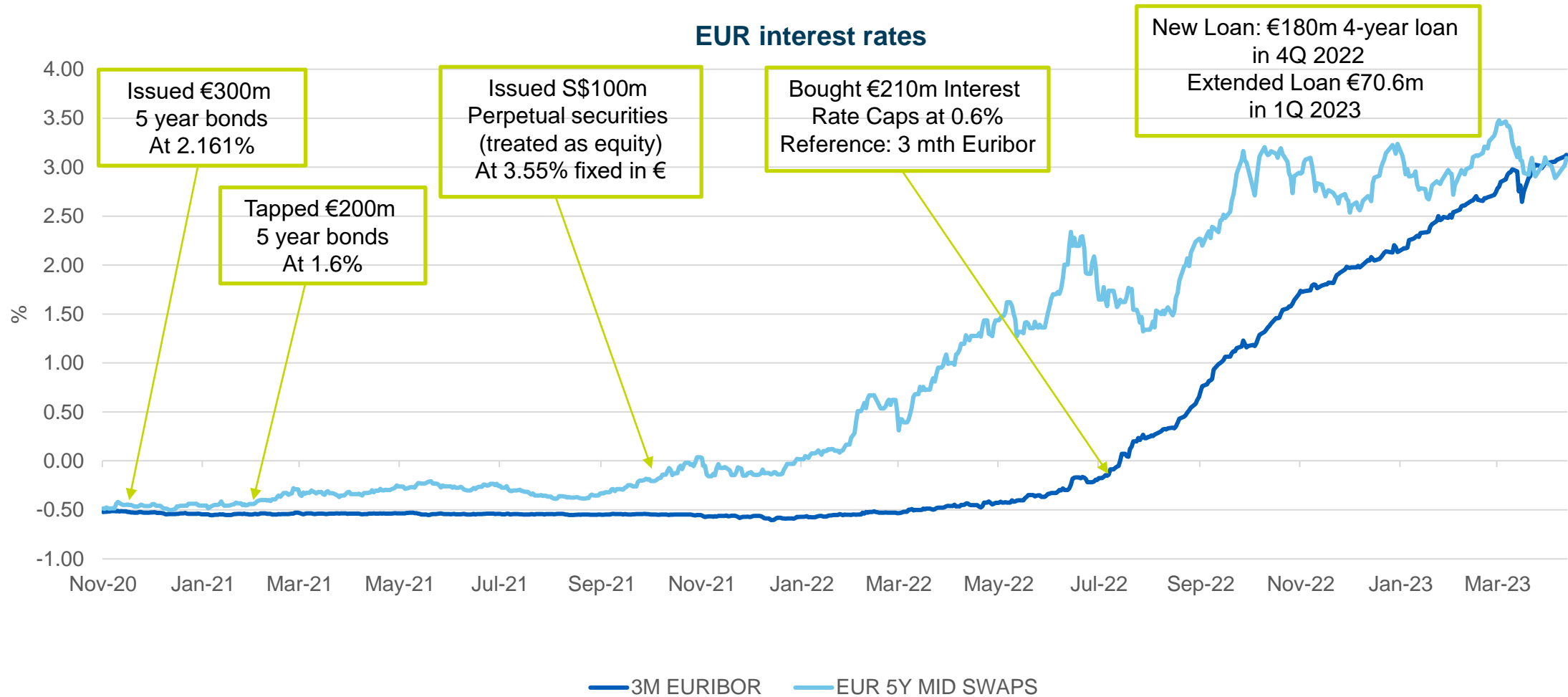
# CEREIT's LTV has historically remained within Board approved range





# Judicious capital management ahead of rising interest rates

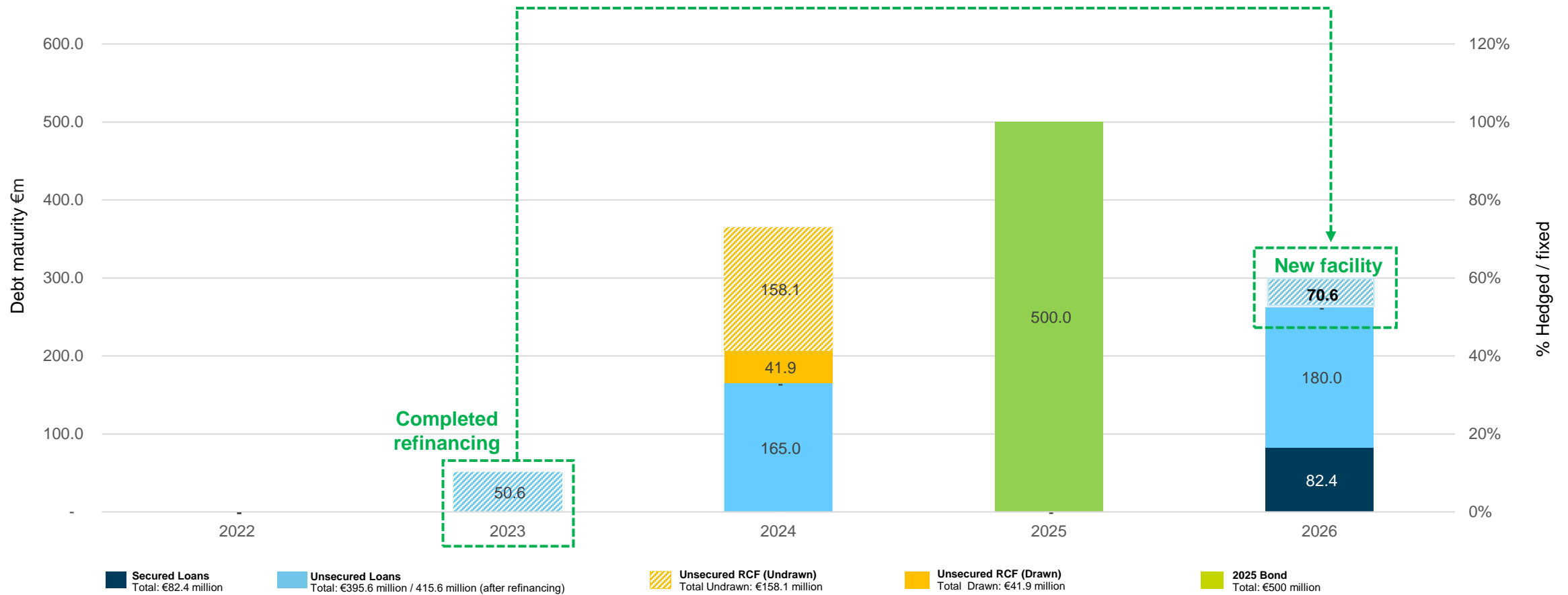
Over €1 billion of financing transactions have been completed in the past 2 years



# Refinancing and hedging have reduced risk

No near term refinancing risk with nearest debt maturity at end-2024

## Debt maturity<sup>1</sup> post refinancing and percentage hedged / fixed rate

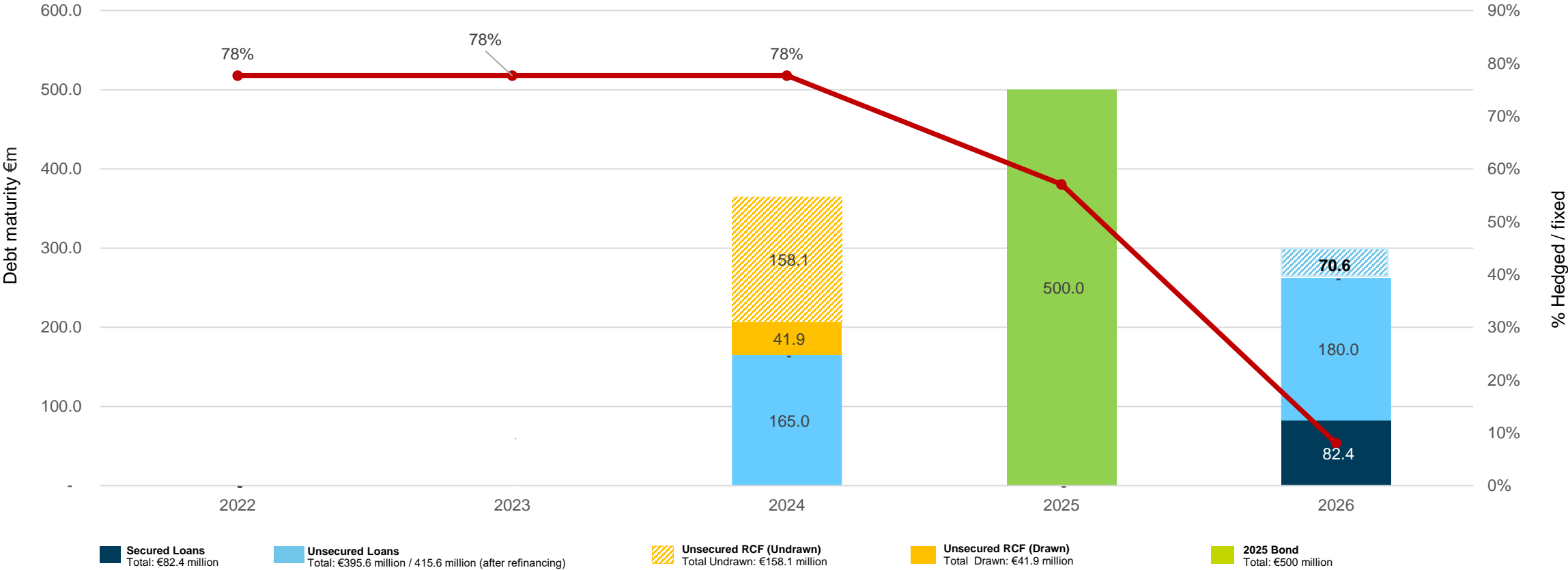


1. Excludes S\$100 million of perpetual securities (classified as equity instruments) issued in November 2021

# Fixed debt at 78% until end 2024

No near term refinancing risk and fixed cover remains high

## Debt maturity<sup>1</sup> post refinancing and percentage hedged / fixed rate



1. Excludes S\$100 million of perpetual securities (classified as equity instruments) issued in November 2021

# Track record and sustainability-linked finance attracts

## CEREIT's long-term capital partners



## CEREIT's recent new banking partners





## 4. Outlook

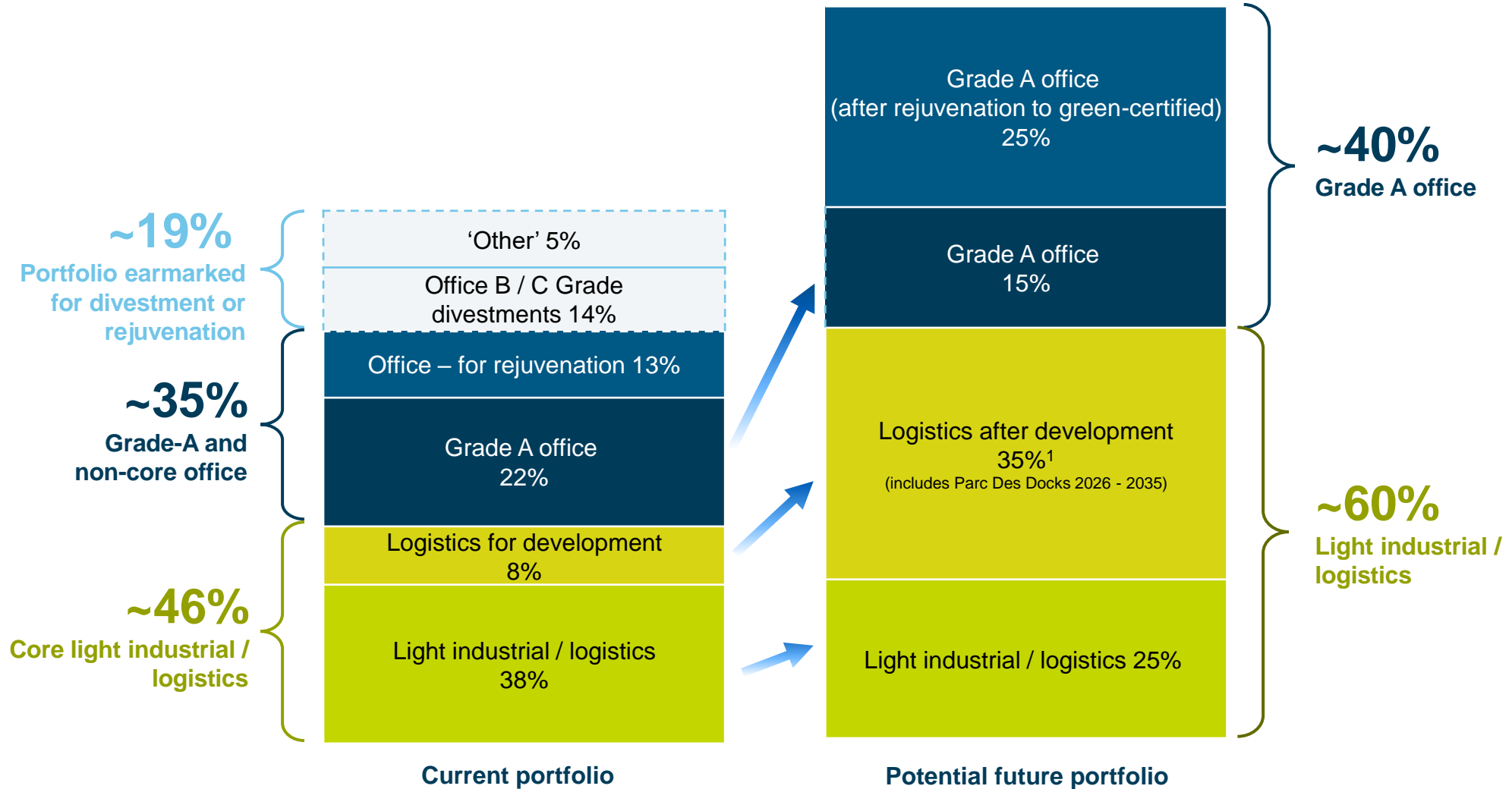


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# Divestments and developments to enhance the portfolio

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



# FY 2023 outlook and priorities

Recycling capital, focusing on asset and capital management to deliver on long-term strategy

## ACTIVE ASSET MANAGEMENT

**Achieve like-for like organic income growth**

Maintain occupancy above 95% and WALE of >4 years

European market fundamentals support positive rent reversions in both Grade A office and logistics

Higher CPI will continue to flow through in 2023

## INVESTMENT STRATEGY

**Reach majority light industrial / logistics portfolio weighing by end of 2023**

Progress sustainable developments and AEIs to rejuvenate and future-proof the portfolio

Selective divestments of assets over the next two to three years to fund developments and offset potential pressure on LTV

However, this and rising interest rates, may have a short-term impact on earnings

## RESPONSIBLE CAPITAL MANAGEMENT

**Minimise impact of rising rates and credit market risks with likely higher margins**

Maintain Fitch investment grade rating

Commenced discussions to refinance the next maturing debt facility (not due until November 2024)

Extending RCF (also maturing in November 2024) for up to a further five years



# Cromwell European REIT Annual General Meeting



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# THANK YOU

If you have any queries, kindly contact:

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