

## DBS Pulse of Asia Conference 2025 8 January 2025

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# With effect from 2 January 2025, we are now **STONEWEG EUROPEAN REAL ESTATE INVESTMENT TRUST** ("SERT")

The new security name "**STONEWEG EUROPEAN REIT**", the new trading name in EUR "**Stoneweg Reit EUR**", and the new trading name in SGD "**Stoneweg Reit SGD**" are effective on SGX Singapore Exchange Limited w.e.f. 2 January 2025.

> The existing trading counter codes CWBU (Euro) and CWCU (SGD) remain unchanged







## **Stoneweg European REIT ("SERT") at a glance**



Large, diversified pan-European logistics and office REIT listed in well-regulated and transparent Singapore market





**€2.24** billion Portfolio value<sup>2</sup>



Total portfolio occupancy rate<sup>1</sup>







**55**% Weighting to logistics / light industrial, complemented by prime office in gateway cities<sup>2</sup>





## Stoneweg as new Sponsor

Owns 100% of the REIT manager and 27.8% direct stake in the REIT

~86% Western Europe and the Nordics<sup>2</sup>





**Fitch**Ratings

Revised outlook to Positive, affirmed 'BBB-' investment grade credit rating (October 2024)

Information is as at 30 September 2024.. Occupancy calculations exclude Maxima (formerly known as Via dell'Amba Aradam 5) and vacant units in Via Dell'Industria 18 - Vittuone which are currently under development

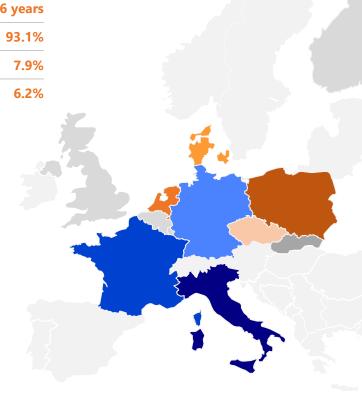
2. Based on valuations as at 31 December 2024 and proforma unaudited estimates

## SERT's portfolio overview as at 31 December 2024



## 105 well-located properties across European gateway cities with average portfolio initial yield of 6.2% and a longer-term reversionary yield of 7.9%

Properties	105
Occupancy rate <sup>1</sup>	93.9%
Portfolio valuation <sup>2</sup>	€2.24 bn
WALE <sup>1</sup>	4.7 years
WALB <sup>1</sup>	3.6 years
% freehold <sup>2</sup>	93.1%
Average reversionary yield <sup>2</sup>	7.9%
Initial Yield <sup>2</sup>	6.2%



1. Information is as at 30 September 2024. Occupancy calculations exclude Maxima (formerly known as Via dell'Amba Aradam 5) and vacant units in Via Dell'Industria 18 - Vittuone which are currently under development.

The Netherlands	
Properties	14
Lettable Area (sqm) <sup>1</sup>	247,942
Valuation (€ million) <sup>2</sup>	604.3
% of Portfolio <sup>2</sup>	27.0%
Average Reversionary Yield <sup>2</sup>	8.0%
Initial Yield <sup>2</sup>	5.5%
Valuation (€ million) <sup>2</sup> % of Portfolio <sup>2</sup>	604.3 27.0% 8.0%

Italy	
Properties	17
Lettable Area (sqm) <sup>1</sup>	472,983
Valuation (€ million) <sup>2</sup>	404.9
% of Portfolio <sup>2</sup>	18.1%
Average Reversionary Yield <sup>2</sup>	8.0%
Initial Yield <sup>2</sup>	5.9%

France	
Properties	19
Lettable Area (sqm) <sup>1</sup>	263,239
Valuation (€ million) <sup>2</sup>	452.6
% of Portfolio <sup>2</sup>	20.2%
Average Reversionary Yield <sup>2</sup>	7.5%
Initial Yield <sup>2</sup>	6.2%

Germany	
Properties	14
Lettable Area (sqm) <sup>1</sup>	230,280
Valuation (€ million) <sup>2</sup>	212.9
% of Portfolio <sup>2</sup>	9.5%
Average Reversionary Yield <sup>2</sup>	6.7%
Initial Yield <sup>2</sup>	5.9%

Poland	
Properties	5
Lettable Area (sqm) <sup>1</sup>	100,510
Valuation (€ million) <sup>2</sup>	155.9
% of Portfolio <sup>2</sup>	7.0%
Average Reversionary Yield <sup>2</sup>	11.4%
Initial Yield <sup>2</sup>	9.9%

Denmark	
Properties	12
Lettable Area (sqm) <sup>1</sup>	152,433
Valuation (€ million) <sup>2</sup>	140.8
% of Portfolio <sup>2</sup>	6.3%
Average Reversionary Yield <sup>2</sup>	7.4%
Initial Yield <sup>2</sup>	6.0%

Czech Republic	
Properties	7
Lettable Area (sqm) <sup>1</sup>	73,824
Valuation (€ million) <sup>2</sup>	76.4
% of Portfolio <sup>2</sup>	3.4%
Average Reversionary Yield <sup>2</sup>	5.8%
Initial Yield <sup>2</sup>	6.0%

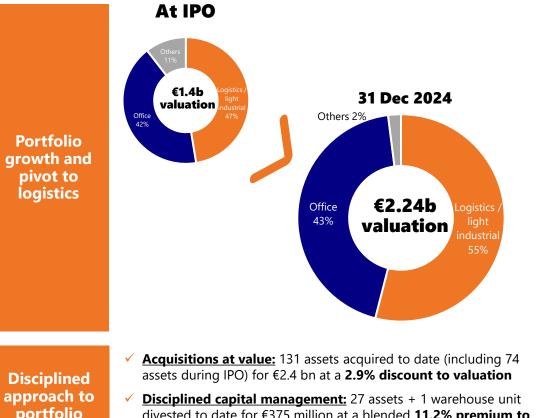
Slovakia	
Properties	5
Lettable Area (sqm) <sup>1</sup>	90,147
Valuation (€ million) <sup>2</sup>	71.4
% of Portfolio <sup>2</sup>	3.2%
Average Reversionary Yield <sup>2</sup>	7.2%
Initial Yield <sup>2</sup>	7.2%

Finland	
Properties	9
Lettable Area (sqm) <sup>1</sup>	48,988
Valuation (€ million) <sup>2</sup>	54.1
% of Portfolio <sup>2</sup>	2.4%
Average Reversionary Yield <sup>2</sup>	10.5%
Initial Yield <sup>2</sup>	7.7%

United Kingdom	
Properties	3
Lettable Area (sqm) <sup>1</sup>	65,566
Valuation (€ million) <sup>2</sup>	68.6
% of Portfolio <sup>2</sup>	3.1%
Average Reversionary Yield <sup>2</sup>	6.9%
Initial Yield <sup>2</sup>	5.9%

## SERT's successful track record since IPO in 2017





portfolio management divested to date for €375 million at a blended **11.2% premium to** valuation in order to keep gearing within board policy

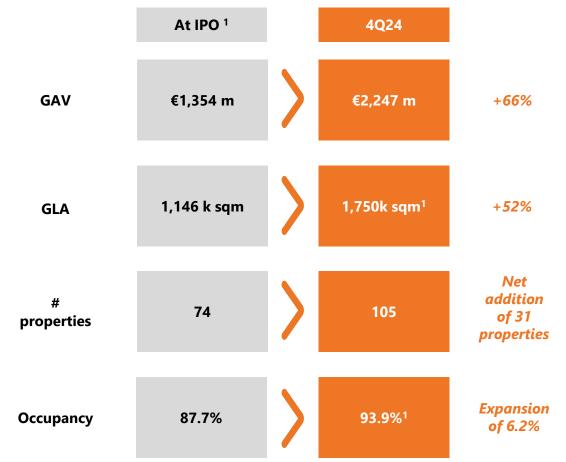
#### Continuous access to capital

#### **Equity:** €1.3 billion raised including IPO

✓ **Debt:** €2.3 billion of debt/bonds post-IPO, of which 26% are sustainability-linked loans

Information is as at 30 September 2024. Occupancy calculations exclude Maxima (formerly known as Via dell'Amba Aradam 5) and 1. vacant units in Via Dell'Industria 18 - Vittuone which are currently under development.

**Key portfolio metrics since IPO** 



## SERT's key strategies

Drive and enhance valuation and income through active and experienced asset management, as well as balanced capital management and sustainability focus



#### Asset management

- Maintain high portfolio occupancy and secure key leases
- Drive positive rent reversion and net rental growth
- Progress key development and AEIs planning stages



#### **Capital management**

- November 2025 bond maturity fully funded
- Maintain sufficient committed undrawn debt facilities and liquidity to fund AEls/capex
- Maintain gearing within the Board's policy range of 35-40% in the medium term
- Maintain solid Investment Grade ratings



#### **Capital recycling**

- Increase weighting to logistics and recycle capital into development and asset enhancement programme
- Complete the remaining ~€90 million non-strategic divestments



- Progress asset level ESG Initiatives with a focus on property-related sustainability capex (e.g. solar panels), energy and carbon emissions reduction plans and waste sorting which leads to longer leases and valuation increases
- Maintain MSCI "AA" ESG rating, GRESB 4 stars / 85 points
- Progress on ISSB and other regulatory changes readiness



## Fitch revised its outlook for SERT to "Positive" in Oct-24



## Quoting Fitch Ratings' October 2024 annual review report: "Our Positive Outlook on CEREIT<sup>1</sup> reflects our view that its portfolio quality has improved, and its financial metrics will stabilize at levels commensurate with a higher rating over the next 12-18 months"

	Key themes	Fitch Ratings commentary
	Pivot to light industrial/ logistics	"Significant progress in making logistics properties the majority of portfolio We believe the shift will raise exposure to positive structural trends, including increased e-commerce penetration, nearshoring of supply chains, and greater inventory stocking" "CEREIT <sup>1</sup> has demonstrated active property and balance-sheet management, minimising asset-value declines during the recent downturn."
	Proven disposals track record	"The disposal programme was achieved despite the challenging environment amid rising interest rates and asset-valuation declines, supported by CEREIT <sup>1</sup> 's active asset management" "Our base case does not include asset sales until announced, but (further) disposals may present upside to credit metrics."
•••	Strong financial profile and sound liquidity	CEREIT <sup>1</sup> has demonstrated <b>bank and capital market access</b> over the last few years, supported by its steady operating performance through the cycle and <b>healthy financial profile</b> , as well as a <b>largely (over 90%) unencumbered property portfolio</b> which underpins the trust's <b>access to contingent liquidity</b>
1	Sponsor change "Neutral"	"We do not expect the change in sponsor to alter CEREIT <sup>1</sup> 's existing investment strategy, governance framework and capital structure, or key management"

Source: Fitch Ratings report as of October 2024 1. CEREIT is now SERT w.e.f. 2 January 2025

## **Persistent resilience through the cycle**



Pivoting to logistics / light industrial sector	Future-proofing SERT's portfolio with logistics/light industrial sector now with 54% weighting from the lows of 30% in 2020; €2.2 billion portfolio with 106 properties in prime locations and ~87% weighting to Western Europe; Diversification across countries, cities, tenant-customers & end-industries
Divested non-strategic assets	€285 million in divestments completed at 13% premium to valuation since 2022 (up to December 2024)
Persistent resilience through the cycle	Portfolio resilience demonstrated with only 3.5% valuation decline in June 2024 on a like-for-like basis during the recent cycle despite ~150 bps cap rate increase; June 2024 valuations showed stabilization +0.6% compared to December 2023 (like-for-like), and December 2024 valuations continued to rise +0.3% from June 2024 valuations.
Stable recurring income	Strong resilience through the cycle through active management, deep knowledge of local markets and strong relationships with tenants; over the cycle, maintained strong occupancy (~94%), rental reversions (4.3% as of 3Q 2024 year-to-date)and long lease expiries (4.7 years as of 3Q 2024)
Managed liquidity	Liquidity position confirmed with €422 million of new facilities in 2H 2024; together with the €200 million revolving credit facility there is ample liquidity and flexibility to fully redeem the November 2025 bond
Conservative capital management and gearing	Net leverage maintained in between 35-40% within Board policy range Maintained >80% hedge/fixed rates maintaining ICR above 3.5x through the cycle
Experienced local teams and strong new sponsor	Proximity and depth of relationships with tenant-customers Stoneweg complements asset, transaction and capital management prowess for SERT
Outlook revised to Positive by Fitch	'BBB-' investment-grade credit rating maintained by Fitch through the cycle, with Outlook revised to Positive in October 2024



# Introducing the new Sponsor - Stoneweg

## SERT continues on its strategy with its new sponsor Stoneweg

- Stoneweg Icona Capital Platform ("Stoneweg"), with its subsidiaries and associates, is the new Sponsor and 28% substantial unitholder of SERT
- The venture by alternative investment group Icona Capital and real estate investment group Stoneweg currently has ~€8.0 billion of assets under management, employs over 300 professionals and is present in 15 European countries, the US and Singapore



Stoneweg is aligned with SERT's existing investment strategy within the existing governance framework and SERT Independent Directors and management

Stoneweg brings its complementary asset, transaction and capital management prowess to benefit all SERT investors



The Manager remains committed to its objectives of providing SERT Unitholders with stable and growing distributions and NAV per Unit over the long term and executing on its current investment and capital management strategies.



There are no anticipated changes to SERT's investment strategy, corporate governance (including Board independence) and the SERT management team and independent directors



## **Real estate investment group Stoneweg at a glance**





~300 skilled professionals (post acquisition of Cromwell's European platform)

Headquartered in Switzerland, Presence in **the US**, **Europe and Singapore** 



**Diversified** structure to adapt to **investors needs** 



**Early mover** identifying new market trends



**200 Exits** globally at 16% property-level IRR (ca. 150 in Europe)





**Private group** with an **entrepreneurial spirit** 



Strong local presence in every country where Stoneweg invests/operates



Client oriented and forward thinking



ca. **390 Transactions** since inception (ca. 300 in Europe)

## **Stoneweg's experience with listed companies**



#### Varia US Properties

- SW created Varia US Properties AG in **2015** as a private company and started investing into the US multifamily.
- 2016 after setting up local (US) team SW listed Varia US Properties with Zurich Stock exchange (SIX, ticker VARN) with CHF 125 M Equity

#### Since then:

- 3 capital increases
- 2 bond financings (1 fully reimbursed in 2023)
- Peak GREAV USD 1.8 bn
- 79 acquisitions, 48 sales since inception. currently 31 assets in portfolio with 1.3 bn USD GREAV

#### **Governance:**

Board with a majority of independents, chaired by Manuel Leuthold also chairman of the board of the Banque Cantonale de Genève (BCGE), of compenswiss (Swiss federal social security funds) and of Sustainable Real Estate Investment SICAV.

#### **Dedicated committees:**

- Audit and Risk
- Compensation and nomination
- FSG

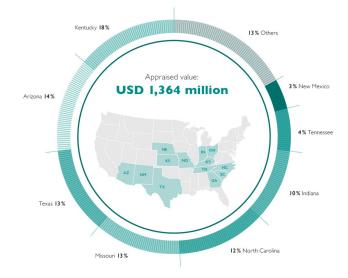
#### **Ultima Capital**

Stoneweg accompanied Utlima Capital to the IPO and change of strategic shareholder.

#### **Edmond Rothschild SICAV (ERRES)**

Stoneweg's current senior management team was involved in the creation and listing of the first Swiss Real Estate SICAV (ERRES) investing over CHF 1 billion in real estate assets in Switzerland.







#### VARN DPU (CHF)

## **Stoneweg's main shareholders**





#### **Jaume Sabater**

#### Founding Partner & CEO

- Former Director at Banque Privée Edmond de Rothschild as head of real estate and dedicated accounts
- Responsible for the launch of the first Swiss Real Estate SICAV (ERRES) a listed fund with over CHF 800m real estate value at IPO
- Education: ESADE Barcelona (MA), University of St. Gallen (CEMS)



#### Joaquin Castellvi

#### Founding Partner & Head of European Acquisitions

- Former transaction manager at major consultancy firms, investment banks and developers
- Directly involved in transactions totalizing over € 6 billion
- Education: University of Barcelona (MA), Ramon Lull University (MBA)



#### Max-Hervé George

#### **Strategic Shareholder**

- Max-Hervé George is the founder of Icona Capital and co-founder of Ultima Capital Group (a Swiss listed luxury hospitality real-estate developer and operator)
- Co-Founder of Ultima Capital, a luxury hospitality real estate developer and operator, listed in Switzerland in 2019 with over CHF 1Bn real estate value
- Involved in various sectors and operates global business projects and investments



#### **Companie Bancaire Helvétique**

#### Institutional Shareholder

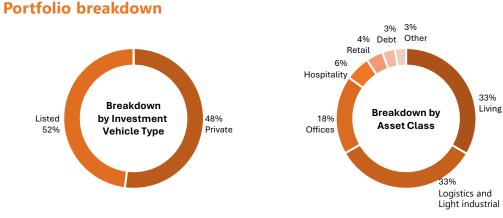
- CBH Companie Bancaire Helvétique is an independent swiss bank founded in 1975 and headquartered in Geneva
- The bank entered Stoneweg Capital in 2023.
- CBH employs ca 300 people across 10 offices in the World
- The bank has CHF 14.3 Bn AUM and benefits from Tier 1 ratio of 43% placing it among the best capitalized banks in Switzerland compared to its peers.

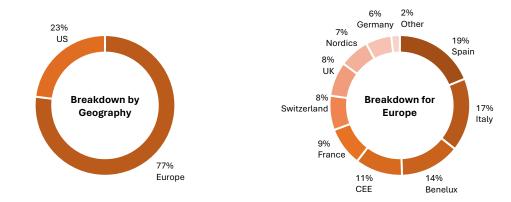
All CBH figures as per Dec 31st 2023

## Stoneweg with its subsidiaries and associates - a strategic combination



#### **One-stop shop for institutional real estate investors**





- Pan European and US management platform
- Ca. €8 Bn of AUM and with a strong growth trajectory
- A diversified sector exposure and a wider client base:
  - Living (BTR, BTS, Multifamily)
  - Office
  - Hospitality
  - Logistics & Industrial
  - Debt

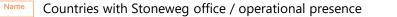
• A team of over **300** people with expert management team

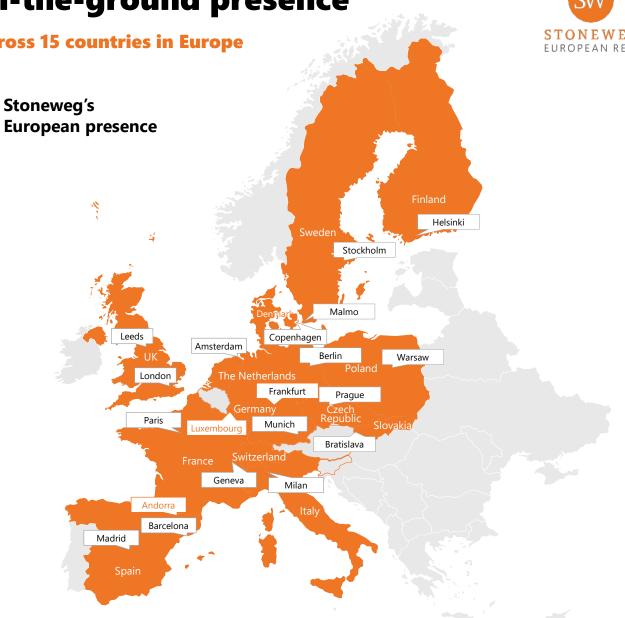
- A network of 23 offices
- A diversified market exposure in 15 European countries, the US and Singapore
- Covering the full scope of services:
  - Asset Management
  - M&A services
  - Fund and Investment Management
  - All Platform Services (Leasing, Debt, ESG, Accounting, Treasury and Legal)
  - Developments
  - AIFM

## **Stoneweg's extensive European on-the-ground presence**

More than 200 experienced team members in 20 offices across 15 countries in Europe

Proximity and depth of relationships with tenant-customers, local market participants, capital market partners and regulators allows SERT to gain an edge in lease management and transactions





# Portfolio highlights

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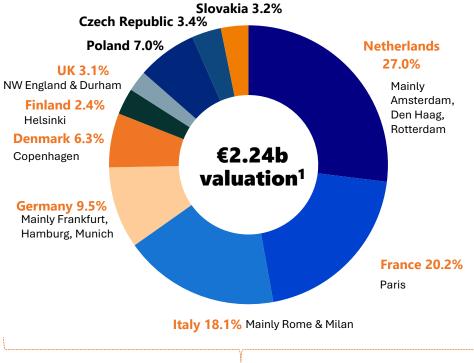
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STONEWEG EUROPEAN REIT

## **Resilient and diversified majority Western-European portfolio**

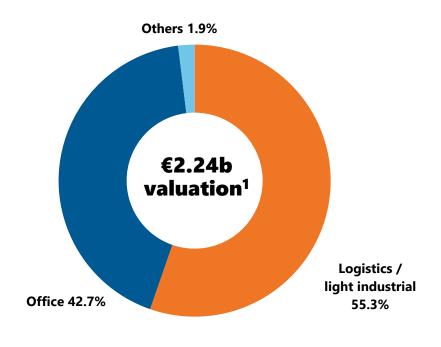
~86% weighted to Western Europe; majority logistics / light industrial complemented by prime office, predominantly in gateway cities

#### By geography



~86% Western Europe and the Nordics





#### By asset class



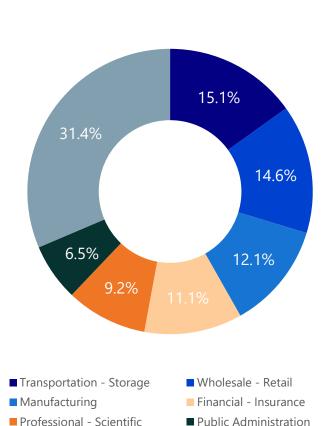
## **Highly diverse tenant-customer roster**

- No single industry trade sector represents >16.0%<sup>1</sup> of the portfolio
- Top 10 tenant-customers <23%<sup>1</sup> of the total headline rent
- c. 90%<sup>1</sup> of SERT's tenants are large MNCs and government/semi-government tenant-customers

Others

#### Top 10 tenant-customers<sup>1</sup>

#	Tenant-customer	Country	% of Total Headline Rent <sup>1</sup>
1	Nationale Nederlanden Nederland B.V.	Netherlands	4.5%
2	Agenzia Del Demanio	Italy	3.1%
3	Essent Nederland B.V. Netherlands		2.7%
4	Employee Insurance Agency (UWV)	Netherlands	2.1%
5	Kamer van Koophandel	Netherlands	2.0%
6	Motorola Solutions	Poland	2.0%
7	Holland Casino	Netherlands	1.9%
8	Thorn Lighting	United Kingdom	1.7%
9	Felss Group	Germany	1.5%
10	Coolblue B.V.	Netherlands	1.4%
			22.9%



## **1**



- **818** tenant-customers
- 4.7 Years WALE

**3.6** ≪ Years WALB

#### Tenant-customers by trade industry sector<sup>1</sup>

Highlights



## **Redevelopment pipeline for the next 10 years<sup>1</sup>**

4 major SERT assets for redevelopment or extensive refurbishment





#### Maxima, Rome (formerly Via dell' Amba Aradam 5)

€55 million (estimated cost)

- Previous government tenant vacated in December 2022
- Design and planning for leading LEED Platinum-rated office redevelopment, strip out works concluded
- Discussions ongoing with potential tenants and/or owner-occupier buyers

### Haagse Poort, The Hague

€90 million (estimated cost in two phases for low rise vs. high rise buildings)

- Opportunity for extensive refurbishment of existing buildings, including two additional atria, with various energy reduction measures planned to ensure that the asset is 'Paris-proof'
- MOU signed with key tenant and currently working through preliminary designs
- Intent is to keep the building largely occupied during the upgrade program

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

- Opportunity for premium redevelopment with significant increase in NLA in a prime location of Amsterdam
- Discussions with municipality and stakeholders of Amsterdam on new masterplan are ongoing
- Design work is about to commence
- Existing tenant renewed until 1H2027, in line with updated project plan for redevelopment/refurbishment

#### Parc des Docks, Saint Ouen, Paris

- Potential for refurbishment and/or redevelopment of a mixed-use scheme of >150.000 sqm NLA
- The area is undergoing gentrification, including adjacent North Paris hospital and related education facilities
- Planning may take longer due to size and complexity of the project
- Working with local stakeholders on new masterplan

## High occupancy and positive rent reversions maintained

15%

Rent reversion

5%

0%

-5%

2022 2022 2023

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2023 2024

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Occupancy

**Tenant retention** 

3Q 2024: 56.8%

9M 2024: 41.3%

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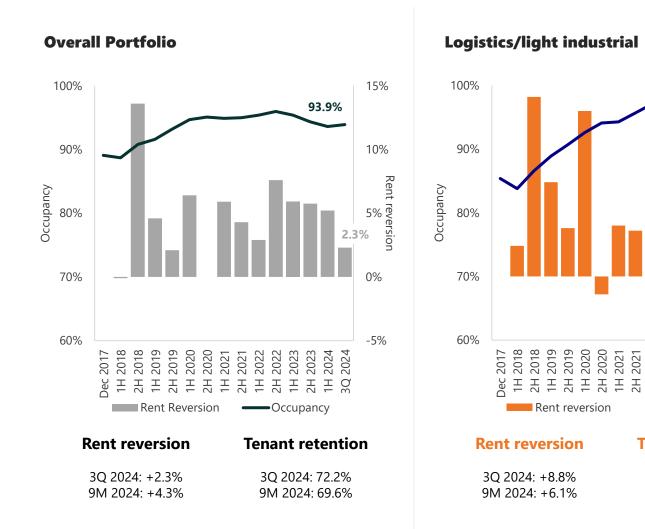
Occupancy

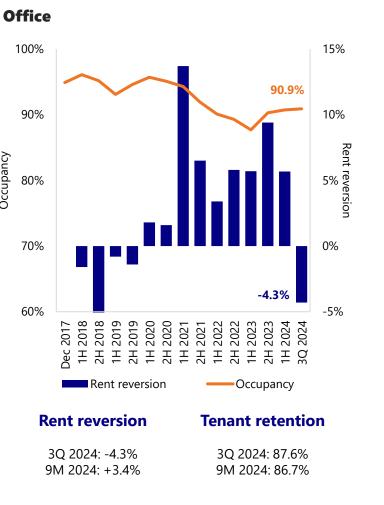
**8.8%** 10%

95.1%

Occupancy has remained well above 90%

Year to date rent reversions have stayed positive despite the broader environment







#### Portfolio data as at 30 September 2024

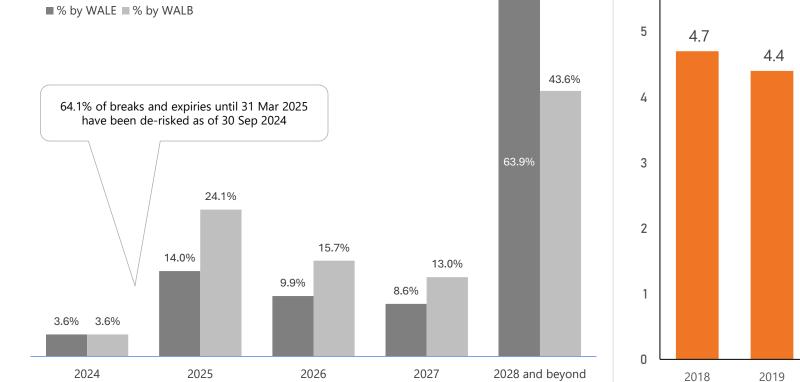
**Portfolio lease expiries and breaks** 

### Active tenant management leading to consistent operating performance

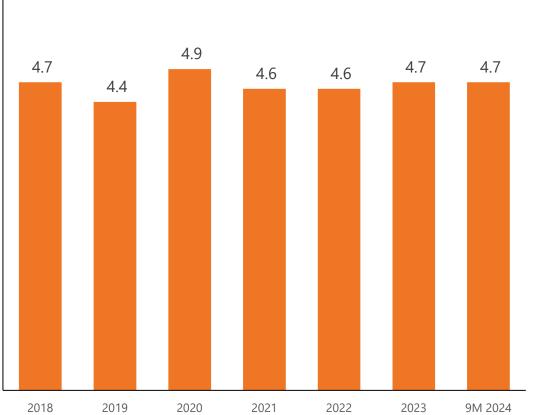
**Proactive tenant engagement leading to early leasing successes and consistently long WALE** 



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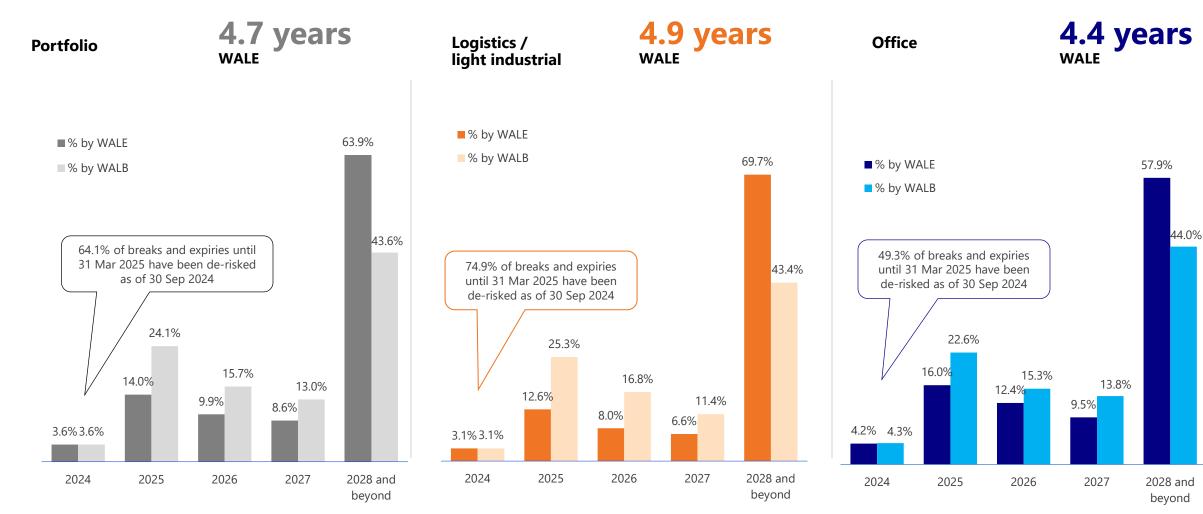






### Long-dated lease profile enhances cash flow visibility





## **Portfolio property valuations rising amidst a stabilising market**



Dec 24 valuations (prior to capex and development expenditure) continue to rise amid stabilising yields and continued market rent growth

						Country	% of portfolio	% change	€m change	Upward revaluation in
						United Kingdom	3.1%	+10.1%	+€6.3m	🗲 UK is primarily
						Denmark	6.3%	+4.6%	+€6.1m	due to the new
					Movements in	Germany	9.5%	+4.0%	+€8.2m	Thorn Lighting, Spennymoor
Light			Light		Light Industrial /	Italy	7.4%	+2.4%	+€3.9m	lease extension
industrial /	€1.21bn		industrial /	€1.24bn	Logistics valuation over the last 6 months	Slovakia	3.2%	+2.2%	+€1.6m	at higher rents
Logistics			Logistics		over the last 6 months	The Netherlands	4.8%	+1.3%	+€1.4m	and the
						France	17.7%	+0.5%	+€2.2	prelease for a new warehouse
Office	€0.98bn		Office	€0.96bn		The Czech Republic	3.4%	-0.0%	-€0.0m	development on
						Total	55.3%	+2.4%	+€29.6m	site
Others	€0.04bn		Others	€0.04bn						Downward
						Country	% of portfolio	% change	€m	revaluations
Like-for-li	ke valuation:		Like-for-li	ike valuation:		France	2.5%	+3.8%		primarily in
€2.2	3 bn <sup>1</sup>		€2.2	24 bn <sup>2</sup>	Movements in	Italy	8.7%	-0.6%		Dutch office
	) Jun 2024			Dec 2024 <sup>3</sup>	Office valuation over	Poland	7.0%	-0.0%		
	Jun 2024		as at 51	Dec 2024	the last 6 months				changehave been+€2.0mprimarily in-€1.2mDutch office-€2.0min valuation	basis which
						The Netherlands	22.2%	-2.5%	-€13.0m	now reflects the
		a far lika v	aluation nain			Finland	2.4%	-13.2%	-€8.2m	early stages of
			aluation gain			Total	42.7%	-2.3%	-€22.3m	_ the re-
	over	the last 6 m	nonths <sup>2</sup>							developments with higher
					Movements in	Country	% of portfolio	% change	€m change	discount rates
					Others valuation over the last 6 months	Italy	1.9%	-0.8%	-€0.4m	offsetting higher expected
					the last o months	Total	1.9%	-0.8%	-€0.4m	rents

1. Based on valuation of like-for-like assets

2. Like-for-like valuation movement does not take into account sold assets, and development or capital expenditure incurred during the respective period which is written off as part of the fair value movement.

3. Based on independent valuation of 105 properties as at 31 December 2024.

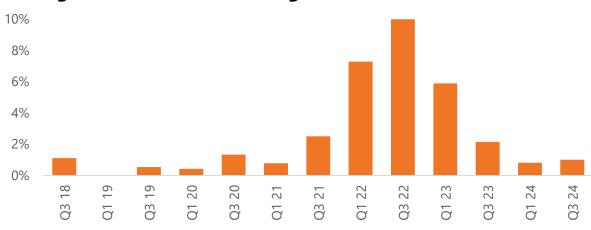
## **European logistics is structurally undersupplied; low 3 - 5% vacancy**

SW STONEWEG EUROPEAN REIT

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

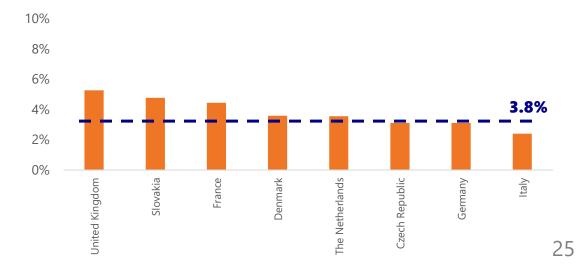


#### **Rolling six months take-up and average vacancy rates**



Rolling six months market rent growth

Vacancy rates by country (3Q 2024)



Source: CBRE, November 2024

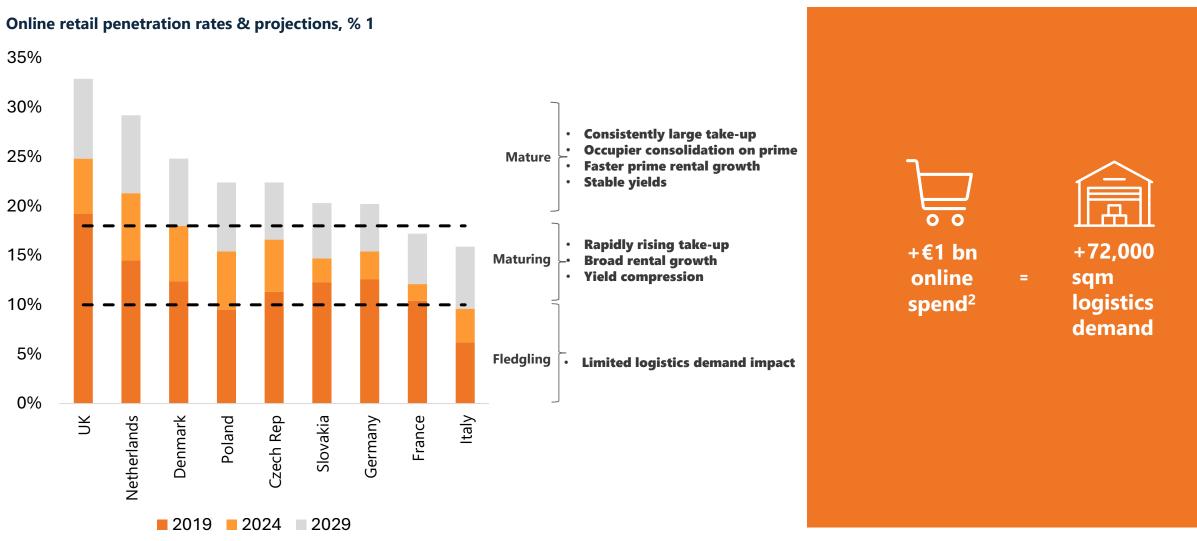
1. Take up data includes Czech Republic, France, Germany, Italy, the Netherlands, Slovakia, and the UK

2. Vacancy data includes Czech Republic, France, Germany, Italy, the Netherlands, Slovakia, the UK and Denmark

## Portfolio to benefit from structural trends (logistics/light industrial)

SW STONEWEG EUROPEAN REIT

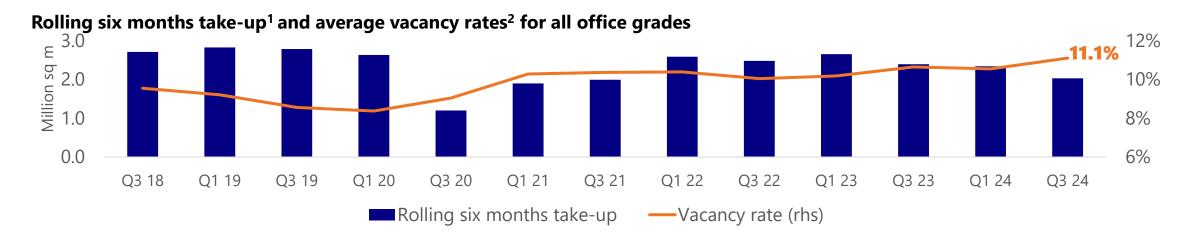
SERT is beneficiary of structural e-commerce penetration which support its 60%+ target weighting to this sector



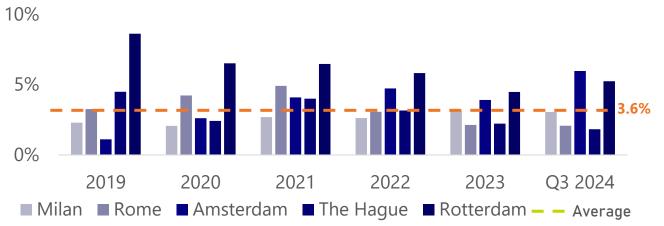
## Prime office vacancy in SERT's key office markets 3.6% in 3Q 2024



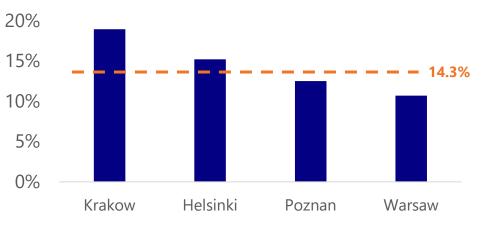
Prime office space demand continues to widen gap to B/C grade



#### Prime office vacancy in SERT's key sub-markets



**3Q 2024 vacancy in weaker Polish & Finnish office markets** 



Source: CBRE, November 2024

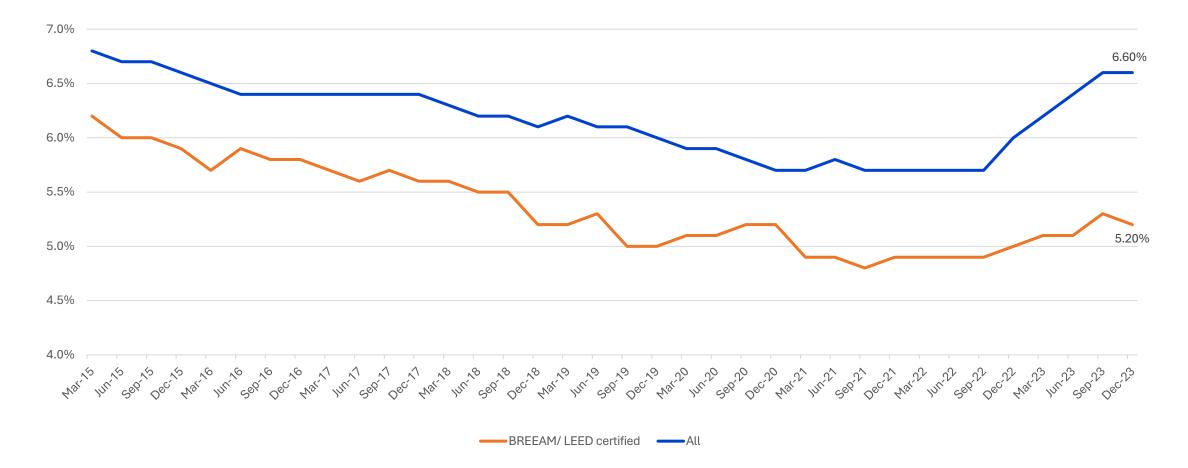
1. Take up data includes France, Italy, Netherlands, and Poland

2. Vacancy data includes Finland, France, Italy, Netherlands, and Poland

## **Portfolio to benefit from structural trends (Office)**

**COVID-19 pandemic brought about significant shift in expectations by regulators, occupiers and employees, leading to sustainability premium in the market** 

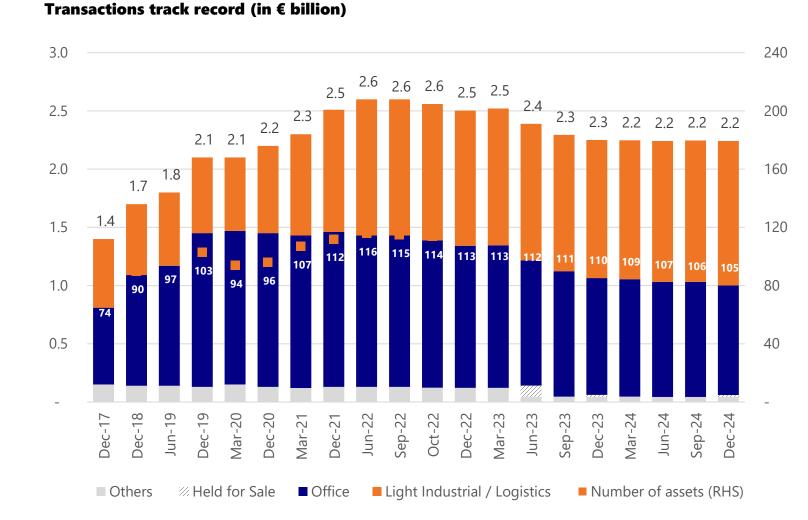
Yield "premium" for BREEAM/LEED certified office transactions vs standard office transactions



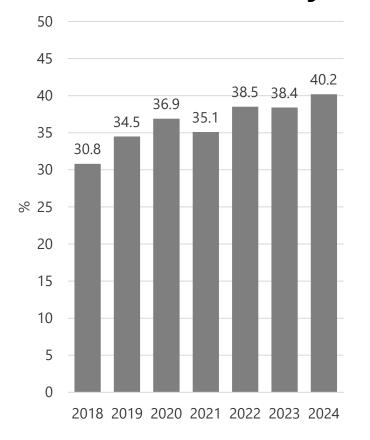


## Strong track record of capital recycling

- Assets sales kept gearing within 35-40% Board policy range and funded AEIs and developments
- €285 million sold at a 13.1% premium to the latest valuations since the beginning of 2022



#### Historical net gearing ratio – SERT has not risked balance sheet for "growth"







## **Capital management highlights**

## Ample liquidity and investment-grade quality capital metrics

SW STONEWEG EUROPEAN REIT

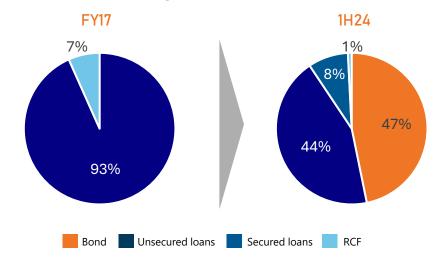
- c. €50 million (cash) and €530 million of committed undrawn debt facilities provide ample liquidity
- c. 40% net gearing within Board policy (35-40% in the medium term)
- Other metrics comfortably within bond/loan facility covenants and comfortably within credit rating agencies' metrics for investment grade rating and below MAS's confirmed gearing limit of 50%

	As at 30 Sep 2024	As at 31 Dec 2023	Debt covenants
Total gross debt	€962 million	€954 million	
Aggregate leverage	41.0%	40.3%	Ranges from 50-60%
Net gearing (leverage ratio)	39.7%	38.4%	<60%
Interest coverage ratio ("ICR") <sup>1</sup>	3.6x	3.8x	≥ 2x
Unencumbrance ratio	243.4%	250.7%	>170-200%
All-in interest rate	3.16%	3.19%	
Unitholders NAV	€1,154 million	€1,191 million	>€600 million

## **Diversified debt funding channels**

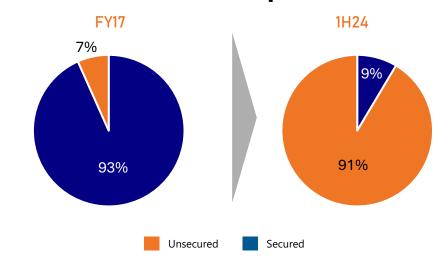
Strong track record of debt raising, with long-standing banking partners





#### Diversified debt funding sources

#### **Transformation to unsecured capital structure**



SERT's capital partners



- SERT's debt funding sources have diversified over time with €2 billion of debt raised since IPO
- Successfully transformed from mostly secured at IPO to mostly unsecured today
- Wide range of capital partners

## **Proactive management of debt maturity profile**<sup>1</sup>

New debt facilities plus committed undrawn RCF more than covers the Nov 2025 Bond maturity as a back stop to launching a new Bond

#### Pro-forma debt maturity profile





#### Commentary

- New €340 million committed undrawn debt facility with final maturity in November 2027. Together with the RCF, there is ample liquidity and flexibility to repay the Nov 2025 bond if required
- 2 New €82.4 million secured drawn debt facility with maturity in 2030 is earmarked to refinance the 2026 maturing secured loan

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

2. The €157.5 million Term Loan Facility has an initial term of 2 years with option to extend for another 2 years at the Borrower's option. The chart shows the final expiry date



## **Clear concerted focus on ESG**

### **Experienced Board and management team**

Half of Board members independent and an independent non-executive chairman (unchanged post Stoneweg transaction completion)





**Lim Swe Guan** Chairman & Independent Director

- >35 years of investment management & real estate experience
- MD of GIC Real Estate (2008 2011)



Fang Ai Lian Independent Director

- >45 years of accounting and consulting experience
- Chair of Ernst & Young LLP (2005-2008)



**Christian Delaire** Independent Director

- >25 years of investment management & real estate experience
- CEO of AEW Europe (2009-2014) and Generali Real Estate (2014-2016)



**Yovav Carmi** Non-Independent Non-Executive Director

- >25 years of investment management & real estate experience
- Member of Globe Trade Centre S.A (GTC) management board from 2015 and CEO from 2020 till 2022



Jaume Sabater Non-Independent Non-Executive Director

- CEO and co-founder of Stoneweg (2015 – present)
- Former Director at Banque Privée Edmond de Rothschild S.A, specialized in real estate and alternative investments



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**Simon Garing** CEO and Executive Director

- >25 years of investment management and financial markets experience in Australia and across Asia
- CEO of Stoneweg EREIT Management (2018 – present)

#### **Management Team**



#### **Shane Hagan** Chief Financial Officer

- >25 years of experience in real estate across Singapore, Australia and New Zealand
- Held executive positions in several SREITs, including ESR-REIT and Ascendas REIT



Andreas Hoffmann Head of Property (SERT)

- >20 years of experience in real estate, asset management and strategy consulting
- Former Head of Asset Management Europe ex-Switzerland at UBS



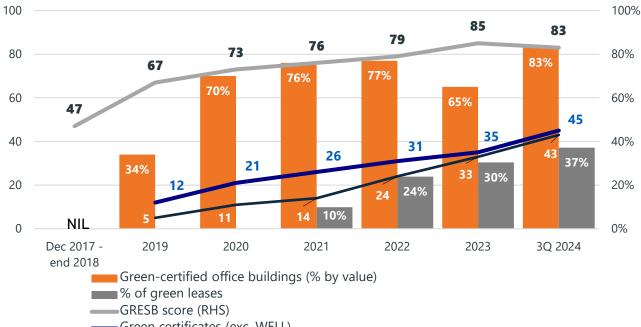
#### **Elena Arabadjieva** COO & Head of IR

- >20 years of experience in IR, communications and marketing across Asia
- Former Head of IR at Genting Singapore and ESR REIT

## High ESG standards attract tenants and capital partners

Sustainability KPIs are embedded in loans and cross-currency swaps

#### Sustainability-linked loans KPIs



Green certificates (exc. WELL)

-----Green certificates BREEAM - 'Very Good' or above / LEED - 'Gold' or above





8.8 Negligible Risk Top in peer group



	Participation & Score
SΒ	76 79 85 83 2021 2022 2023 2024

#### SINGAPORE GOVERNANCE AND TRANSPARENCY INDEX (SGTI)

Ranked 6<sup>th</sup> in SGTI 2024 Highest base score in the REIT and Business Trust category Early adopter of ISSB (from SR 2024)

Sustainability-linked loans KPIs for FY2025	Status 3Q 2024		
GRESB Score	80	83	
'Green' leases (% of total #)	25%	37%	
'Green' building certifications: BREEAM Very Good / LEED Gold or above (#)	40	43	

Medium term (2030) reduction targets – baseline year 2022 (BAU portfolio)	Target	Status 2023	Further reduction to 2030	
Energy intensity reduction (kWh/m2/yr)	-25%	+1.2%	26.2%	
GHG reduction (kgCO2e/m2/yr)	-50%	-8.9%	34.3%	



### **Environmental performance highlights; medium & long-term targets**



2023 highlights		Medium-term (2030)	Long term (2040)
Absolute energy intensity ▼9% in 2023 as compared to 2022 Total GHG emissions ▼5% in 2023 as compared to 2022 Absolute water consumption	Like-for-like electricity consumption ▼12% in 2023 as compared to 2022 Like-for-like Scope 3 GHG emissions ▼7% in 2023 as compared to 2022 Like-for-like water intensity	<ul> <li>25% reduction in energy intensity for BAU<sup>2</sup> portfolio</li> <li>50% reduction in operational carbon intensity for BAU<sup>2</sup> portfolio</li> <li>100% renewable or low carbon energy procurement for landlord-controlled area</li> <li>25% renewable or low carbon energy procurement for tenant-controlled areas</li> </ul>	Net zero operational
<b>▲37.4%</b> in 2023 as compared to 2022	<b>32%</b> in 2023 as compared to 2022	<ul> <li>100% EU-labelled sanitary equipment for new development</li> </ul>	carbon emissions <sup>3</sup> by
Absolute waste V 12.9 % in 2023 as compared to 2022	Like-for-like waste intensity <b>21%</b> in 2023 as compared to 2022	• Minimum 30 solar panels projects (>25% of SERT's portfolio NLA, >35% of GAV), if economically viable	2040
<b>'Green' building certificates<sup>1</sup></b> <b>35</b> certificates as at end of 2023	<b>Recycling rate</b> <b>51%</b> of total waste as at end of 2023	<ul> <li>Recycling/waste recovery solution to be promoted to tenants, where available, within 36 months of asset purchase</li> </ul>	



11 120

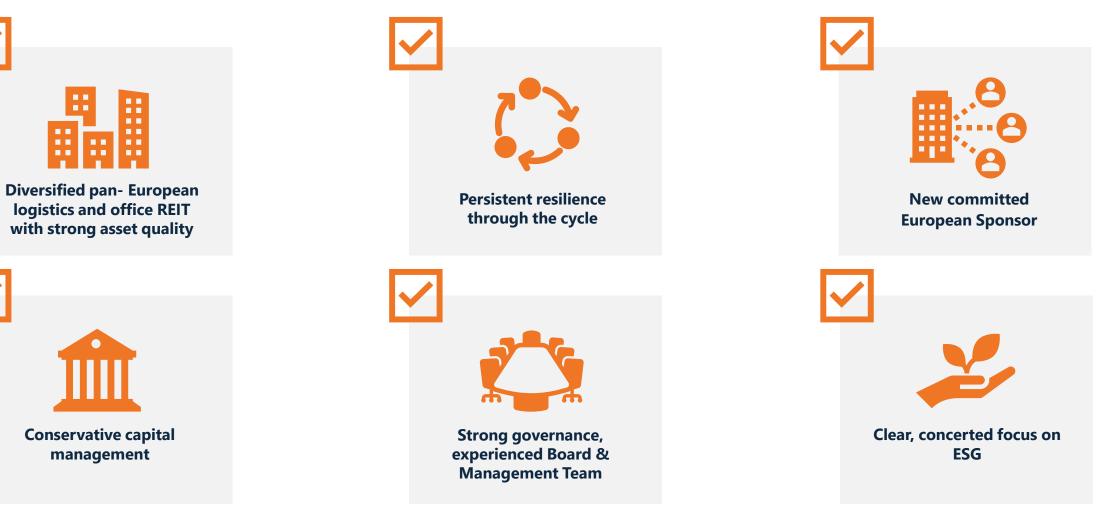
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# Key takeaways





# Appendix

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STONEWEG EUROPEAN REIT

### **Top asset overview**

Well-located properties across European gateway cities





# Parc des Docks

Saint Ouen, France

Property type	Logis
Purchase price	€ 98,0
Latest valuation	€163,
NLA	73,37
Occupancy	90.5%
Lease type	Multi
Land tenure	Freeh
Gross revenue	€13,1

Logistics / light industrials € 98,000,000 €163,800,000 (December 2024) 73,372 sqm 90.5% (3Q24) Multi-tenanted Freehold €13,126,621 (FY 2023)

- A cluster of 11 industrial buildings located in Saint-Ouen in Paris, a suburb that is well-suited for last-mile logistics being only three kilometres away from the Champs-Elysees; Saint-Ouen is also very accessible from the Paris CBD by road and public transport and to / from Roissy-Charles de Gaulle International airport
- The site is bordered by mixed use buildings, in particular various new residential buildings
- The growing importance of this submarket is due to the Grand Paris infrastructure project with the new metro stations nearby and the construction of the 2024 Olympic village, only a few kilometres away

**Well-located properties across European gateway cities** 





#### Haagse Poort The Hague, The Netherlands

Property type	Office
Purchase price	€ 158,750,000
Latest valuation	€ 161,100,000 (December 2024)
NLA	68,502 sqm
Occupancy	98.9% (3Q24)
Lease type	Multi-tenanted
Land tenure superficies and part perpe	Part freehold, part right of tual leasehold
Gross revenue	€16,048,786 (FY 2023)
Certification	BREEAM Very Good

- One of the most iconic office buildings in The Hague, located at Beatrixkwartier, in the Bezuidenhout
- Unique building with an office "bridge" over the A12 motorway to Amsterdam
- A high-rise and a low-rise section, located only 600 metres from Den Haag train station

Well-located properties across European gateway cities





**Central Plaza** Rotterdam, The Netherlands

Property type Purchase price Latest valuation NLA Occupancy Lease type Land tenure Gross revenue Certification Office € 156,805,000 € 140,300,000 (December 2024) 33,263 sqm 97.5% (3Q24) Multi-tenanted Part freehold, part leasehold €12,482,955 (FY 2023) BREEAM Very Good

- A prominent office building located in the Rotterdam CBD directly across from Rotterdam Central Station, one of the busiest train stations in The Netherlands
- Office space is spread across two office towers A and B, each with its own entrance; .the ground floor hosts restaurants and retail tenants
- Key tenants include KPMG, Coolblue and Holland Casino

**Well-located properties across European gateway cities** 





#### **Centro Logistico Orlando Marconi (CLOM)** Monteprandone, Italy

Property type	Logistics / lights industrials
Purchase price	€ 52,575,000
Latest valuation	€ 60,800,000 (December 2024)
NLA	151,298 sqm
Occupancy	100% (3Q24)
Lease type	Multi-tenanted
Land tenure	Freehold
Gross revenue	€ 5,220,600 (FY 2023)

- Located in Monteprandone, along the A14/E55 motorway
- Nine warehouses and a freight railway terminal

Well-located properties across European gateway cities





#### Veemarkt Amsterdam, The Netherlands

Property type	
Purchase price	
Latest valuation	
NLA	
Occupancy	
Lease type	
Land tenure	
Gross revenue	

Logistics / light industrials € 35,500,000 € 52,270,000 (December 2024) 21,957 sqm 100% (3Q24) Multi-tenanted Continuing leasehold € 3,274,690 (FY 2023)

- Located in the Cruquius Island, part of the former Eastern Harbour area in the eastern central part of Amsterdam
- Consists of seven separate light industrial buildings, subdivided into various units with a split of approximately 40/60 office/business space

Well-located properties across European gateway cities





### De Ruyterkade 5

Amsterdam, The Netherlands

Property type		
Purchase price		
Latest valuation		
NLA		
Occupancy		
Lease type		
Land tenure		
Gross revenue		

Office € 36,365,000 € 43,010,000 (December 2024) 8,741 sqm 100% (3Q24) Single tenanted Continuing leasehold € 3,150,529 (FY 2023)

- Located in the Cruquius Island, part of the former Eastern Harbour area in the eastern central part of Amsterdam
- Consists of seven separate light industrial buildings, subdivided into various units with a split of approximately 40/60 office/business space

Well-located properties across European gateway cities





Nervesa21 Milan, Italy

Property type Purchase price Latest valuation NLA Occupancy Lease type Land tenure Gross revenue Certification Office € 25,400,000 € 56,470,000 (December 2024) 9,837 sqm 100% (3Q24) Multi-tenanted Perpetual leasehold € 39,661 (FY 2023)1 WELL Gold

- Highlights
- Strategically located in the Porta Romana district of Milan south-east of Milan city center, ~15 minutes by car to Linate Airport, 5 minutes by metro to Duomo and 10 minutes from The Central Station
- Built in the 1980s and completely redeveloped in 2023-24 to high ESG specifications with WELL Gold LEED Platinum(second highest rated building in Italy) certifications; 14 floors above ground and two basement levels and is surrounded by ~5,300 sqm of green area

## **Conservative approach to redevelopment – Nervesa21, Milan**



#### **Delivered the second-highest rated green office building in Italy – 91 LEED Points**

Edelman 1 June 2024

Start



#### Nov 2020

- Existing master tenant, Manzoni formally advised in Dec 2020 its intention to terminate lease in Dec 2021 of 1990's office building
- 1<sup>st</sup> Board approval secured in Nov 2020 for feasibility study and soft costs



**Ericsson** 1 January 2025



### **March 2024**

- Redevelopment completed in March 2024
- NLA increased from 9,712 to 9,836 sqm, with bonus NLA for green building
- LEED Platinum and WELL Gold certification
- Awarded 91 LEED points by Italy Green Building Council - 2nd highest-rated Green office building in Italy

Project returns (Jun 2024)		Development summary
Contracted net rental (100% leased)	€3.7 million	Project delivered total costs in line with Board approved costs
Cap rate	6.1%	Refurbishment completed on time in accordance with project timeline
Value (excluding rent free)	€60.9 million	• Tenant lease agreements signed at higher rents than anticipated, so overall rental income is ahead of
Construction costs (soft/hard)	€32.1 million	project underwriting
Dec 21 Site value	<u>€23.7 million</u>	Office is 100% let to a mix of strong tenants
Total cost	€55.8 million	Profit still acceptable given the 156 bps cap rates expansion during the 2 years period from 4.5% to 6.1%
Unrealised profit (stabilised post rent-free	ee) €5.1 million	
Yield on cost	6.6%	48

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