

# **Investor Presentation** Q3 2023



# **Financial** highlights for Q3 2023

- One of Europe's largest landlords
- Generating substantial recurring income
- High occupancy and strong rental growth
- Capital structure in transition following transformational aquisitions in 2021/2022
- Firmly committed to strong investment grade credit ratings
- €1.7 billion of available liquidity

TOTAL ASSETS



billion

CONSOLIDATED

**ADJUSTED EBITDA** 

million

UNENCUMBERED ASSETS

**PROPERTY PORTFOLIO** 

€20.3

billion

NET LTV

50.6%

PRO-FORMA

49.1%

for signed disposals at the end of November 2023

OCCUPANCY

91.8%

**FUNDS FROM OPERATIONS (FFO)** 



million

WAULT

≺.∽ years

NET ICR



CONTRACTED GROSS RENT



LIKE-FOR-LIKE **RENTAL GROWTH** 



EPRA NRV (NAV)



billion

# **The Group** operates in five key segments



CP

Property

Group

# Office – 48% of portfolio

- Leading landlord in Berlin, Prague, Warsaw, Vienna, Budapest, and Bucharest
- CEE office market advantages: low vacancy, limited construction, short commute times

# Retail – 24% of portfolio

- #1 retail landlord in the Czech Republic, top owner of retail parks across CEE
- Focus on retail offerings that are part of consumers' daily lives

# **Residential – 8%** of portfolio

- #2 residential landlord in the Czech Republic
- Selective investments in the UK and Western Europe

# Hotels & Resorts – 5% of portfolio

- #1 congress & convention hotel owner in the Czech Republic
- Owner-operator benefiting from local knowledge, scale, and the ability to control costs

# Complementary Assets – 15% of portfolio

• Strategic landbank plots, development, logistics, and other assets

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# **Group overview**

### Property portfolio by segment (as at 30 September 2023)



### Property portfolio by geography (as at 30 September 2023)





# Scale, diversification and quality

### **Property portfolio** (€ million)



### Like-for-like rental income continues to grow\*





8.2%

Q3 2023

### Gross and net rental income (€ million)



### **Consolidated adjusted EBITDA** (€ million)

Net Business Income Consolidated adjusted EBITDA



\* Includes pro-rata EBITDA of Equity accounted investees.

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### % YoY change



# **Update on financing activities**

## Strong bank relationships and access to financing



# Q4 2023

### €50 million secured loan

- Refinancing of existing loan against Czech office assets
- 5 years maturity at 195 bps spread

### €404 million secured loan

- Refinancing of existing loan that was scheduled to mature in October 2024
- 7 years maturity with attractive margin unchanged to previous financing

### €122 million secured loans

- Three new secured loans across retail and office properties in the Czech Republic
- 5 years maturity at 200-220 bps spread



# **Q32023**

### €65 million secured loan

- New loan secure against a property in Berlin; drawdown in two stages
- 6 years maturity at 144 bps spread

### €635 million bridge loan

- Refinancing of existing bridge loan intended to be drawn by the end of October
- 3 years maturity signed with a group of relationship banks

### €75 million green bond

- Senior unsecured green bond issued by S IMMO in July
- 5 years maturity at 5.5% fixed coupon

### €100 million RCF

- Prolongation of existing undrawn €100 million senior unsecured revolving credit facility
- Margin linkage to ESG rating

## **O2 2023**

### €489 million secured loans

- Four new secured loans across the Group's portfolio in June
- 3.5 up to 7 years maturity at 210-280 bps spread

### €170 million secured loan

- Refinancing and upsizing (+33 m) of secured loan in Germany in May
- 5 years maturity at 170 bps spread

### 012023

### €100 million sustainable bilateral loan

- Senior unsecured loan signed in March
- 5 years maturity at 210 bps spread

### €110 million secured loan

- Senior secured loan signed at the end of March
- 10 years maturity at 290 bps spread against Hungarian office assets

# **Disposal pipeline of €2 billion+ in execution**

## Granularity and diversification of pipeline is a significant advantage

- At the end of August 2022, CPIPG announced the Group is working on a disposal pipeline exceeding €2 billion.
- The Group's disposal strategy focuses on low-yielding mature assets, single tenant properties and nonstrategic assets outside of the Group's core markets.
- In total, CPIPG's disposal pipeline includes about 30 transactions across offices, retail, hotels, residential and landbank. Disposals range in size from €10 million to €200 million+.
- Since the announcement, CPIPG has closed and/or signed sales with gross proceeds of approx. €1.5 billion.

### €2 billion disposal pipeline: Progress update

Target 9/2022 - 9/2024

€2 billion

Sales to date (Completed & Signed)

75%

Time passed (9/2022 – 12/2023)

63%					
0%	20%	40%	60%	80%	100%





### **Overview of recently disposed properties**





# **Business update**

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### **CPI PROPERTY GROUP** INVESTOR PRESENTATION - (

Balance Hall, Budapest, Hungar

# 90%+ occupancy and strong tenants

- Strong like-for-like rental growth of 8.2% in combination with acquisitions increased net rental income by 38% to €609 million at the end of Q3 2023.
- More than 90% of our lease contracts are subject to indexation or annual escalation. Most leases were adjusted higher by an average of **about 8.6%** which is expected to increase headline rents by more than €60 million.
- **Top 10 tenants** are high-quality international and regional companies, and only represent 9% of rental income. No individual tenant is over 1%.

### Occupancy rate (%)\*

—— Office	—— Retail		Residential*	X% Group		
93.7%	93	.8%	92.	.8%	91.8%	
96.7%		97.0%		97.9%		.1%
92.4% <mark>92.9%</mark>	91.9%	95.5%	89.9%	92.8%		2.8% 8.6%
2020	20	21	20	22	Q3 2023	3

Top 10 tenants by rental income				
	€ million	Rent as % of GRI*	WAULT** (years)	
Ahold Delhaize	9.3	1.0%	5.6	
LPP	8.6	0.9%	2.6	
<b>JUSTIZ</b>	8.6	0.9%	9.4	
<b>TCIKKO</b> FASHION	8.6	0.9%	2.9	
kík	8.5	0.9%	2.6	
DEICHMANN	8.4	0.9%	2.6	
dm	8.3	0.9%	3.5	
uni per	8.3	0.9%	5.5	
TESCO	7.7	0.8%	6.3	
PEPCO	7.0	0.8%	3.2	
Total	83.1	9.0%	4.4	

\* Occupancy based on rented units.

\* Based on annualised headline rent. \*\* WAULT reflecting the first break option.

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# Well-diversified with a balanced lease profile



### **Office tenants by type** (according to headline rent)



### **Czech Shopping Centre tenants by type**



# Top 10 income-generating assets

Asset	Value (€ m)	% Total	GLA m <sup>2</sup>	EPRA occupancy	Location
myhive Warsaw Spire	391	1.9%	72,000	98.0%	Warsaw, PL
SC Maximo	307	1.5%	60,000	99.7%	Roma, IT
Warsaw Financial Center	282	1.4%	50,000	94.6%	Warsaw, PL
Eurocentrum	253	1.2%	85,000	94.6%	Warsaw, PL
Quadrio	252	1.2%	25,000	95.9%	Prague, CZ
Helmholtzstraße	226	1.1%	45,000	82.7%	Berlin, DE
Franklinstraße	212	1.0%	36,000	90.6%	Berlin, DE
FLOAT	214	1.1%	30,000	96.9%	Düsseldorf, DE
Reuchlinstraße	199	1.0%	49,000	90.1%	Berlin, DE
myhive am Wienerberg Twin Towers	194	1.0%	66,000	93.3%	Vienna, AT
Top 10 as % of total property value	€2,530 m	12.5%	518,000		

### Maturity profile of fixed rental agreements



Note: Specialist include Books and Stationery, Toys, Presents and E-commerce.

Excluding residential properties and reflecting the first break option.

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# Sound real estate market fundamentals

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# New supply is limited and only economically viable with higher rents

Increasing costs and economic volatility over the last years slowed down new construction activity

### **HCOB Eurozone Construction PMI**





Sources: Cushman & Wakefield, CBRE, JLL, Savills, Prague Research Forum, Budapest Research Forum

- The HCOB Eurozone Construction PMI stood at 43.4 in November 2023, down from 50.4 in April 2022, indicating a 19th consecutive monthly contraction in activity levels across the sector.
- The inflow of new orders fell again in November. At the same time, the European construction cost index increased by nearly 18% across the European Union since Q1 2021, making new projects economically less viable without higher rents.
- Across CEE capital cities, construction activity is expected to decline over the next two years as mainly already-started projects are completed with very limited new construction commenced. For Berlin, there are significant completions expected over the next two years, of which around half is already pre-let, with the vacancy rate still among the lowest for capital cities in Europe.

### **Annual office completions CEE Capital Cities**

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### Healthy occupier demand in our region as hybrid work models and return-to office prevail Top reason for working in the office Top reason for working at home **European office market dynamics have been and**

among respondents with flexible work arrangements, %



among respondents with flexible work arrangements, %



Source: McKinsey Global Institute

- Central European offices benefit from lower commuting times compared to other regions, with CPIPG's core cities, Berlin, Prague and Warsaw, having some of the best public transportation systems in the world.
- Average dwelling size and housing quality in Europe, particularly in Central and Eastern Europe, is below other regions and countries, with the average number of rooms per person in our regions ranging from 1.1 in Poland to 1.8 in Germany vs 2.4 in the US.
- The Stanford Institute for Economic Policy Research concluded in a recent study that fully remote work is associated with about 10% lower productivity than full-time in-person work due to challenges with communicating remotely, barriers to mentoring, building culture and issues with self-motivation.

Sources: Time Out Magazine, Oliver Wyman Urban Mobility Readiness Index, OECD Better Life Index, Stanford Institute for Economic Policy Research

# continue to differ from other regions



- The overall vacancy rate in Europe stood at around 8% in Q3 2023, about half of the Global average and well below the 21% observed in North America.
- "Office life" in Europe returned to near pre-pandemic. According to Savills, Q3 2023 office take-up was up 8% quarter-on-quarter while being 11% below the five-year average.

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# Investment market activity focused on small and mid-size transactions

- Focus mostly on small to medium size transactions reflect shift in buyer profile towards local investors, family offices and funds.
- According to Savills, European Investment markets recorded a volume of approximately €97 billion, with an expected total volume of about €143 billion for the full year 2023.
- Retail and hotel assets saw increasing investor interest, driven by stable operating performance and positive outlook of the segments.
- Investor sentiment is somewhat improving compared to 2022, as the cost of debt is starting to plateau, and investors shift from a wait-and-see attitude to a more active decision-making stance.

### Selected key transactions in our region in 2023

Property	Sector	Location, Country	Sales price (€ m)*	Buyer	Quarter
25% stake in Churchill Square office complex	Office	Prague, CZ	41	ČMN	Q4 23
25 Retail parks portfolio Romania	Retail	Various, RO	219	LCP Group	Q4 23
Eurocenter	Office	Zagreb, HR	27	Atlantic Grupa	Q4 23
Suncani Hvar Hotels	Hotel	Hvar, HR	Undisclosed	Eagle Hills	Q4 23
Residential apartments Berlin	Residential	Berlin, DE	360	CBRE IM	Q4 23
35% stake in Hotel Investment Partners	Hotel	Europe	Undisclosed	GIC	Q4 23
Smichov	Landbank	Prague, CZ	~82	Sekyra Group	Q3 23
H2 Offices	Office	Budapest, HU	~100	Erste Open-Ended Fund	Q3 23
Galeria Bakar	Retail	Rijeka, HR	~40	ZDR Investments	Q3 23
Grocery-anchored retail portfolio	Retail	Various, DE	~1,000	Slate Asset Management	Q3 23
5 retail parks	Retail	Variou, PL	~80	AB Tewox	Q3 23
Opatov BTR	Residential	Prague, CZ	~85	VIG / Ceska Sporitelna	Q3 23
Arkady Pankrac	Retail	Prague, CZ	265	Trigea	Q3 23
Warta Tower	Office	Warsaw, PL	63	Cornerstone	Q3 23
Palac Pardubice Shopping Centre	Retail	Pardubice, CZ	123	Pardubice Retail Fund	Q2 23
Vizivaros Office Center	Office	Budapest, HU	~35	FLE SICAV FIS real estate fund	Q2 23
Landererova 12	Office	Bratislava, SK	~100	ZFP fund	Q2 23
elsa Resort	Hotel	Hvar, HR	10	Indotek	Q2 23
Rohan Business Centre	Office	Prague, CZ	31	FIO real estate fund	Q2 23
Residential portfolios Berlin, Munich, Frankfurt	Residential	Various, DE	560	CBRE IM	Q2 23
Pribinova 19	Office	Bratislava, SK	~100	IAD Investments	Q2 23
Wola retro	Office	Warsaw, PL	70	Adventum	Q2 23
Atrium Molo Szczecin	Retail	Szczecin, PL	46	Metropol	Q2 23
Telekom office property	Office	Bonn, DE	87	German Family Office	Q2 23
Various office properties	Office	Prague, CZ	~42	Family Office	Q2 23
Bureau am Belvedere	Office	Vienna, AT	47	Austrian Investor	Q1 23
Retail portfolio with 70 properties	Retail	Various, CZ & SK	~250	Plan B Investments	Q1 23
Njoe Miesjsce II	Office	Warsaw, PL	45	Trige Real Estate Fund	Q1 23
Various shopping centres minority stakes	Retail	Various, DE	~316	Deutsche EuroShop	Q1 23
Residential portfolio	Residential	Berlin, DE	296	UK Family Office	Q1 23
Kanizsa Centrum & two srip malls	Retail	Various, HU	~51	Appeninn	Q1 23
Wola Retro	Office	Warsaw, PL	~70	Adventum	Q1 23

\* Partially based on estimations

Sources: Colliers, Savills, JLL, CBRE, Cushman & Wakefield, PropertyEU, International Property Network Zrt., Property Magazine



### European Investors focuses on €20-€100 million transaction sizes



Source: Savills Research, EME Investor Sentiment Survey

70% —



approximation (

aa (ii)

ppmiante

Oranienstraße 6, Berlin, Germany



# **CPIPG** is the leading office landlord in CEE

Strong performance due to active asset management approach and sound supply / demand balance

LIKE-FOR-LIKE **RENTAL GROWTH OFFICES** 



### Examples of leases signed during 2023



Professional services real estate 5,900 m<sup>2</sup>, Warsaw



Energy 3,000 m<sup>2</sup>, Prague



Agriculture 2,500 m<sup>2</sup>, Warsaw



Game studio 1,700 m<sup>2</sup>, Berlin



**Financial services** 6,575 m<sup>2</sup>, Prague



Education 1,400 m<sup>2</sup>, Berlin







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### Q1-Q3 2023 LEASING ACTIVITY

# +11%

in Berlin, Warsaw, Prague, and Budapest vs. Q1–Q3 2022



Focus on capital cities with positive net immigration



Above average GDP growth with competitive labour costs



Sound supply demand balance for modern office spaces

## **Office segment**

CPIPG is the leading office landlord in CEE. The portfolio is centred around our leading positions in Berlin, Warsaw, Prague, Vienna, and Budapest.

### **Office net rental income** (€ million)



### Office occupancy rate by city (%)



### Office property portfolio split







# **GSG Berlin office**

- A leading commercial real estate platform in Berlin
- Portfolio uniquely suited to creative and IT sectors
- About 1,700 tenants
- Strong market with 4.1% overall vacancy

### GSG's portfolio is comprised of three clusters:



Reuchlinstraße 10-11, Rest-West

**Rest-West:** Several western districts in Berlin enjoy strong demand from tenants in the service, technology and creative industries



AQUA-Höfe, Kreuzberg

**Kreuzberg:** A district in Berlin that caters to the dynamic technology and start-up industries and has experienced substantial growth in recent years



econopark Pankstraße

**Berlin** office

(€ million)

66

Q1-3 2022

net rental income

70

Q1-3 2023

econoparks: Eastern districts of Berlin with good innercity connections and more competitively priced space, supporting tenant rotation











# Significant upside potential in GSG's rents

- GSG's average rents remain well below the Berlin market average
- In Q3 2023 GSG's average monthly rent **increased by 5.3%** compared to YE 2022
- Analysis by Savills suggests that average rents for the portfolio could potentially be  $\leq 14.4/m^2$ , in contrast to the overall market average rent of around  $\leq 28.6/m^2$ and the average rent for the portfolio of €10.88/m<sup>2</sup> as of September 2023







### Average rent (per m<sup>2</sup> by Berlin clusters)

	2020	2021	2022	Q3 2023
Rest-West	8.34	9.43	10.31	10.82
Kreuzberg	14.00	15.43	17.23	18.12
econoparks	5.06	5.44	5.93	6.36
Total	8.61	9.55	10.34	10.88

Note: Data relates to  $(\in/m^2/month)$ 



- Highly dynamic office market with the highest space net absorption in Europe relative to the market size
- Growing city with high net migration
- Preferred service hub among financial institutions and the TMT sector
- Limited supply forecasted for 2024 and 2025

### Warsaw office net rental income (€ million)





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# **Prague office**

- €1 billion Prague office portfolio
- Beautiful historic city with very little new supply in central locations
- Core service hub for leading multinational corporations
- Rising rents and high occupancy

### Prague office net rental income (€ million)



### Prague office tenants by type (according to headline rent)





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#1 office landlord in Prague



# **Retail segment**

CPIPG is the leading retail park landlord in CEE and the retail market leader in the Czech Republic. The Group mainly owns retail parks, dominant regional shopping centres, hypermarkets and supermarkets that are part of people's essential daily lives.



### Retail property portfolio by country



Special assets, 132,121 m<sup>2</sup>

Retail parks are multi-store assets with no common areas/common indoor space. Special assets include small retail assets (i.e. individual shops).











# Largest retail park owner in the CEE region

IT





- Our STOP SHOPS and CityMarkets are the leading retail park brands in CEE
- Focus on everyday products and brands
- Open layout for easy accessibility and efficient operations
- Focused on cities and towns with a catchment area of 30,000 to 150,000 residents
- Occupancy close to 100%.



Langenrohr, Austria



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- Austria AT
- HR Croatia \_
- Czech Republic CZ –
- ΗU Hungary
- Italy IT
- ΡL Poland \_
- Romania RO \_
- RS Serbia \_
- Slovenia SL \_
- SK Slovakia

### 98.6%

**Retail park** occupancy

### 154

retail park properties

# **Retail assets continue to perform well**

**CPIPG is the leading retail park landlord in CEE and the retail market leader in the Czech Republic** 



### Lfl tenant sales in Czech shopping centres are up by +7.1% YoY (CZK million)

### Lfl footfall in Czech shopping centres is up by +8.1% YoY (million)



Affordability ratio 10.5% in our CZ SCs\*

\* Affordability ratio calculated as rent, service & marketing charges as a % of turnover

2023

2022

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like-for-like tenant sales

# +8.1%

increase in like-for-like footfall

97.6%

CZ shopping centres

occupancy end of Q3 2023

98.6%

retail park occupancy

# **CPIPG's regions have limited retail density**

### CZ shopping centre density below WE, high street very limited

Shopping centre GLA (m<sup>2</sup>/1,000 inhabitants)



Source: Cushman & Wakefield

\* Share of CPIPG's overall portfolio value represented by retail assets in Poland, Czech Republic, Slovakia, and Hungary

\*\* Density figures exclude the impact of high street, where CEE is significantly lower (especially where we own dominant, regional shopping centres)

\*\*\* Based on 29k square feet converted to square meters

### Source: World Bank Report

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### Difficulty to build competing supply in Czech Republic

World Bank ease of doing business rankings (1 = easiest)

Overall rank
132
188
41
117
45
169
58
36
40
22
6
8

# **Residential segment**



### Czech portfolio increases in gross rental income (€ million)

### **Residential property portfolio by country**





59%





# **Hotels & Resorts segment**

### CPIPG owns and operates hotels primarily located in the CEE region. We benefit from local knowledge, scale, and the ability to control costs.

The Group's hotel business, CPI Hotels, is one of the largest hotel owners in Central Europe and operates in several segments:

Congress & Convention Centres: operating under the Clarion, Quality, Comfort, Holiday Inn and Marriott brands, these hotels are primarily designed for conferences and corporate events.

Boutique Hotels & Residences: hotels operating under renowned brands Mamaison Hotels & Residences and Buddha-Bar Hotel, focused on premium quality accommodation and service.

Residential Hotels: hotels primarily located in Prague catering for long-stay accommodation, popular with business travellers and tourists.

**Spa Hotels:** the independently developed brand, Spa & Kur Hotels offers wellness and spa treatments located in the world-famous spa city Františkovy Lázně, in the Czech Republic.

**Resort Hotels:** at the end of November 2023 the Group signed the disposal of most of its resort hotels situated on the island of Hvar.

Mountain Resorts: at the end of November 2023 the Group signed the disposal of its Swiss ski resort in Crans Montana.













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# **Hotel performance**

### **Strong recovery in travel demand in 2023**

- Net hotel income for Q1–Q3 2023 totalled **€58.4 million**, versus 34 million in the previous year.
- The portfolio achieved an Average Daily Rate (ADR) of €77.0 in Q3 2023 year-to-date, an increase of 20% vs. 2019.
- The average occupancy of the portfolio for the Q3 2023 year-to-date was 59.7%\*, a significant improvement compared to 49.1% in Q3 2022.
- The Group took the opportunity of hotel closures to undertake refurbishment and rebranding projects to increase the product value for when demand returns.



### Hotel portfolio average occupancy percentage and ADR\*

\* Excluding hotels leased or not operated by CPI Hotels, and Hvar resort hotels that are seasonally operated.

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# **Complementary assets**

Consists primarily of landbank in the Czech Republic, Berlin and Italy, as well as selective development projects and smaller portfolios.

- The Group's landbank is a strategic asset that can be held and potentially developed over the long term. Selective and low-risk developments are an attractive way to continue growing our portfolio of income-generating assets.
- Our approach towards development is conservative, and we typically develop to hold.



Spojené Farmy, Kravaře, Czech Republic



Spojené Farmy, Kravaře, Czech Republic



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# **Financing structure** & debt profile

mediaex.

VIVO! Stalowa Wol Shopping Centre, Poland

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30

# **Financing structure and composition**

### Split of secured versus unsecured debt Unsecured Secured IMMOFINANZ S IMMO CPIPG €5,032 m 44% 15%՝ Total €11,449 million 56% €6,418 m

### Solid level of unencumbered assets

Unencumbered assets as a % of total assets



### **Composition of unencumbered asset portfolio**



# Total €8,715million €524 m €376 m €986 m

### **Fixed versus floating rate debt**



### **Net debt/EBITDA evolution**



### CPI PROPERTY GROUP INVESTOR PRESENTATION - Q3 2023



€1,012 m

17.5×



12-15×

2023 year-end target

## Long dated debt maturity profile (as at 30 September 2023)



\* Bonds/Schuldchein 2023 include also accrued interest payable in 2023.

\*\* Other debt comprises non-bank loans from third parties and financial leases.

s at 30 Sep 2023	1,177
F – undrawn amount	575
ner undrawn lines	13
iquidity as at 30 Sep 2023	1,765



# **CPIPG's approach to ESG** and sustainability

VIVO! Lublin Shopping Centre, Poland



# Significant strides made in ESG









Management level B- (December 2021) Awareness level C (December 2020)



Low Risk: 11.6 / 100 (2023) from 15.2 / 100 (2020)

**Top 6%** of issuers globally





\* Refers to 2022 Group's performance versus 2022 Group's target.



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32.1% 2022

33.2%



H1 2023

# **Our focus is on tangible outcomes**

Estimated environmental impact of Green Bond portfolio



### **Green Buildings**

1,721 t CO<sub>2</sub> eq pa annual GHG reduction in 2022

12,686 MWh pa energy savings compared with 2019 baseline

### 42,933 m<sup>3</sup> pa

water savings compared with 2019 baseline

### GHG intensity target through 2030 (t CO<sub>2</sub>e/m<sup>2</sup> p.a.)





### **Renewable Energy**

1,771 t CO<sub>2</sub> eq pa annual GHG reduction in 2022

4,762 MWh pa annual energy production in 2022



**Energy Efficiency** 

-131 MWh pa annual energy savings in 2022

annual savings were not reached in 2022 due to increased occupancy in office and hospitality segments



**Sustainable Farming** 15,412 ha grassland area in 2022

91,428 t soil enrichment with fertilising in 2022



# (t CO<sub>2</sub>e/m<sup>2</sup> p.a.)



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# -32.4%

reduction in GHG emissions intensity by 2030

### 2022 GHG emissions intensity across the portfolio

# Appendix



# Market update – Q3 2023

## **Real estate markets fundamentals supported by sound supply-demand balances**



### **Berlin Office market**

- The Berlin office market recorded a solid first nine months with a total take-up volume of 471,200 m<sup>2</sup>, which is 18% lower year-on year. Despite the decline, Q<sub>3</sub> was the strongest quarter year-to-date with 186,500 m<sup>2</sup>.
- The market vacancy rate remains at low levels with currently 4.1% at the end of Q3 a 1% increase from yearend.
- Prime rents further increased to €47/m<sup>2</sup>/month a +4.4% increase QoQ. Average rents rose by 2.3% to €28.63/m<sup>2</sup>/month during the third quarter.
- The investment volume in offices was €1.93 billion over the last twelve months with €294 million in Q3 2023.

- Q3.

### **Prague Office market**

• At the end of September 2023, the total Prague modern office stock stood at 3.9 million m<sup>2</sup> with 69,400 m<sup>2</sup> of new office stock added to the market in the first nine months and 6,400 m<sup>2</sup> expected to be completed in Q4. This is well below the long-term annual average of approximately 130,000 m<sup>2</sup> over the last years.

 Total gross take-up reached 237,000 m<sup>2</sup> in the year-to-date with 88,200 m<sup>2</sup> in Q3. Tenants from the Technology sector (14%), Manufacturing (11%) and Pharmaceutical sector (10%) were the main driver of demand in

 The vacancy rate decreased by -0.3% to 7.4% at the end of September 2023 versus yearend 2022. The variation across sub-markets remains substantial, with the lowest vacancy rate in Prague 8 (2.5%) compared to the highest in Prague 3 (21.2%).

 Prime rents remained unchanged after previous increases at €26.5 to 27.00/m<sup>2</sup>/ month, and average rents at good locations ranged from €17.75 to €18.50/m<sup>2</sup>/month.

# Market update – Q3 2023

### New supply in Warsaw is low, while Budapest records increasing demand



### Warsaw Office market

- At the end of September 2023, Warsaw's modern office stock amounted to 6.2 million m<sup>2</sup>. The new supply delivered to the Warsaw office market year-to-date was only 20,250 m<sup>2</sup> across four projects.
- Currently, there is only 270,000 m<sup>2</sup> of office space under construction between 2023 and 2025, which is around a third of previous years. The majority of supply is expected to be delivered in 2025 with further downward pressure on near-term vacancy rates due to the supply gap in 2023 and 2024.
- Leasing activity was high with nearly 500,000 m<sup>2</sup> with 174,000 m<sup>2</sup> in Q3 driven by new leases with 52.8%, renewals 42.8% and expansions 2.2%. Since the start of the year, Warsaw's vacancy rate has declined by 0.2% p.p. to 11.4%, with lower rates inside central zones at 9.9%.
- Prime office property rents increased by 2.9% YoY to €26.75/m<sup>2</sup>/ month in the city centre. Average rents increased by 5.8% YoY to €20.64/m<sup>2</sup>/month.
- Poland's commercial real estate investment market recorded €1.7 billion in transactions. Office properties represented 16% of the investment volume.

### **Budapest Office market**

- owner occupied.
- the end of 2022.

• Modern office stock in Budapest reached over 4.3 million m<sup>2</sup> as of the end of September 2023. There were approximately 77,600 m<sup>2</sup> of new completions during the year, with parts of the new stock being

• Demand was strong year-to-date, with a total leasing activity of 333,255 m<sup>2</sup>, a increase of 15% YoY, while net take-up increased by 22% YoY. The office vacancy rate increased to 13.2%, representing a 2.2% increase since

• Average rents increased by 3.1% YoY to €14.4/m<sup>2</sup>/ month, and prime rents equalled €24.5/m<sup>2</sup>/month.

# Market update – Q3 2023

### **Retail sales and footfall continue to increase across the CEE**



### **Czech Retail market**

- The Czech retail market continues to perform solidly. Turnovers are above 2019 levels also driven by higher inflation. Unemployment remains very low supporting consumption.
- When accounting for inflation, retail sales are expected to decline by -4.0% in 2023. For 2024 a return to growth is expected.
- Supply from new developments or extensions remains at low levels. Total supply during the first nine months totalled 33,400 m<sup>2</sup>, with three new retail parks opened, an extension of an existing scheme and the redevelopment of a supermarket. Total shopping centre density remained low at 248 m<sup>2</sup>/ 1,000 inhabitants with the total stock at 2.6 million m<sup>2</sup>.

• Prime rents remained stable for shopping centres in Prague with €142/m<sup>2</sup>/month and €225/m<sup>2</sup>/month for high street retail. Retail Park rents reached €13.5/m<sup>2</sup>/month, growing by 17.4% YoY.

### **Residential market**

• Rents across the Czech Republic increased by 4.6% in Q3 2023, with the strongest growth in Brno 10.8%, while Prague recorded 4.3% rental growth with average rents of CZK 388/month/m<sup>2</sup> equivalent to approximately €15.8/month/m<sup>2</sup>.

• For the first time since 2014, the average selling price of Czech apartments slightly declined by 1.4% to CZK 90,900/m<sup>2</sup> in Q2 2023.

• The lack of affordable housing in the country underpins the Czech residential rental market. In 2022, the Czech Republic was the country with the least affordable housing among 22 countries participating in a survey conducted by Deloitte, with an average of 13.3 gross annual salaries required to purchase a standardised dwelling of 70 m<sup>2</sup> size.



CPI PROPERTY GROUP INVESTOR PRESENTATION - Q3 2023



Wolfener Straße 32–34 PP value: €110 million GLA: 74,000 m<sup>2</sup>



Plauener Straße 163–165 PP value: €113 million GLA: 82,000 m<sup>2</sup>



Schlesische Straße 26 PP value: €136 million GLA: 25,000 m<sup>2</sup>





PP value: €45 million



### CPI PROPERTY GROUP INVESTOR PRESENTATION - Q3 2023



myhive Palmovka PP value: €81 million



Meteor Centre Office Park PP value: €57 million GLA: 19.000 m<sup>2</sup>



Luxembourg Plaza PP value: €72 million GLA: 24,000 m<sup>2</sup>





Nisa City: Liberec PP value: €96 million GLA: 46,000 m<sup>2</sup>



Futurum Hradec Králové City: Hradec Králové PP value: €123 million GLA: 39,000 m<sup>2</sup>



Futurum Kolín City: Kolín PP value: €32 million GLA: 10,000 m<sup>2</sup>



Number of hotel rooms in each country



\* Czech Republic and Slovakia include hotels operated, but not owned by the Group.

### CPI PROPERTY GROUP INVESTOR PRESENTATION - Q3 2023



Mamaison Hotel Le Regina Warsaw, PL PP value: €15 million Hotel rooms: 61



Novotel Bucharest **City Centre** Bucharest. RO PP value: €23 million Hotel rooms: 257

# Landbank

In the Czech Republic, the majority of the landbank is situated in Prague, mainly relating to Bubny, a 201,000 m<sup>2</sup> area strategically located close to the CBD. The majority of the remainder of the Czech landbank relates to Nová Zbrojovka – one of the largest brownfield redevelopments in Brno. During 2022, the Group sold a smaller land plot in Prague at a meaningful premium to its book value, reflecting the scarcity of available land.

In Berlin, the Group owns landbank located in attractive areas, often adjacent to existing **assets.** This provides opportunities for low-risk extensions and developments. Over recent years GSG has completed several office developments, where we were able to attract blue-chip tenants at prime-level rents.

The majority of landbank in Italy is primarily located in the periphery of Rome and strategically focused on holistic mixed-use (residential and commercial) development. These land plots offer significant upside, having been purchased at exceptional discounts to fair value through acquisitions of non-performing loans.

# **Developments**

The Group's development pipeline mainly relates to extensions of existing properties or smallscale new development, often on adjacent land plots that will create value for incumbent assets.

# **Selected development projects**



image: GSG Berlin © Visualisierung

### Zossener Straße (in development pipeline)

- The creation of 6.600 m<sup>2</sup> of new construction space and the modernisation of a further 4,400 m<sup>2</sup> of existing space in modular and flexible design
- Project volume: €51 million
- An excellent central location in the centre of Kreuzberg
- Modern design and technology harmoniously combined with historical character
- Completion: Q2 2024



### **Gebauer Wateryards** (in development pipeline)

- the GEM
- Project volume: €28 million
- certification
- Completions: Q2 2025

### CPI PROPERTY GROUP INVESTOR PRESENTATION - 03 2023

• Small-scale new construction and extension of existing properties consisting of three buildings, GH20, GH50 and 45

• Creation of 7,900 m<sup>2</sup> of new lettable area harmonious fitting to the existing industrial red-brick buildings

• New green building with BREEAM "Very Good"

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