



**CROMWELL**  
EUROPEAN REIT



# Annual General Meeting FY 2021

26 April 2022



**FOCUS ON STRENGTHS | PIVOT TO LOGISTICS**

• WESTERN EUROPE • THE NETHERLANDS • FRANCE • ITALY • GERMANY • UNITED KINGDOM • THE NORDICS • CENTRAL EUROPE  
• CORE OFFICE • GATEWAY EUROPEAN CITIES • MAJORITY LIGHT INDUSTRIAL / LOGISTICS • NEW ECONOMY • E-COMMERCE •



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# 1. CEREIT Overview and 2021 Operating Highlights



# €2.5 billion 100% European commercial real estate portfolio with ~86% exposure to Western Europe

## Purpose:

To deliver stable and growing distributions and NAV per unit growth over the long term

## Investment Strategy

- Western Europe (86%) and Central Europe (14%)
- Majority light industrial / logistics
- Maintain core office in gateway cities

## Investment Proposition

Opportunity to invest in attractive European freehold commercial real estate with a trusted Manager and experienced local Property Manager

## Investment highlights

- Actively managed resilient portfolio benefiting from attractive European market fundamentals
- Well-balanced across geographies, tenant-customers and trade sectors
- Disciplined capital management supported by investment-grade rating 'BBB-' (stable) by Fitch Ratings
- Aspirational 2040 Net Zero operational carbon emissions target informs investment and asset management strategy



**€2.5 BILLION<sup>2</sup>**  
**EUROPEAN**  
**COMMERCIAL PORTFOLIO**



**115<sup>2</sup>**  
**PRIMARILY**  
**FREEHOLD**  
**PROPERTIES**



**1.9 million sqm**  
**NET LETTABLE AREA**

**WESTERN**  
**EUROPE** 86%

**THE NETHERLANDS**  
**GERMANY**  
**FRANCE**  
**ITALY**  
**UK**

**THE NORDICS**

**CENTRAL EUROPE** 14%



# CEREIT's quality and predominantly freehold mix of light industrial / logistics and office properties, located in European gateway cities



Haagse Poort  
Den Haag, The Netherlands



De Ruijterkade  
Amsterdam, The Netherlands



Bastion  
's-Hertogenbosch, The Netherlands



Centro Logistico Orlando Marconi  
Montepandone, Italy



Parc Des Grésillons  
Paris, France



Green Office  
Kraków, Poland



Milano Piazza Affari  
Milan, Italy



Göppinger Straße 1 – 3  
Pforzheim, Germany



Mira  
Venice, Italy



Central Plaza  
Rotterdam, The Netherlands



Moravia Industrial Park  
Uherské Hradiste, The Czech Republic



Plaza Forte  
Helsinki, Finland



Rosa Castellanosstraat 4  
Tilburg, The Netherlands



Moorfleeter Straße 27, Liebigstraße 67-71  
Hamburg, Germany



Parc Des Docks  
Paris, France



Riverside  
Warsaw, Poland



Herstedvang 2-4  
Copenhagen, Denmark

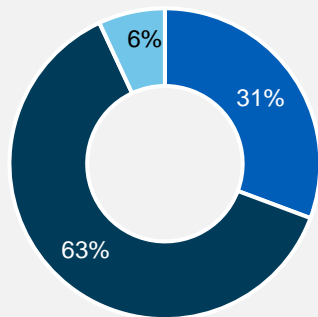


Spennymore  
Durham, United Kingdom

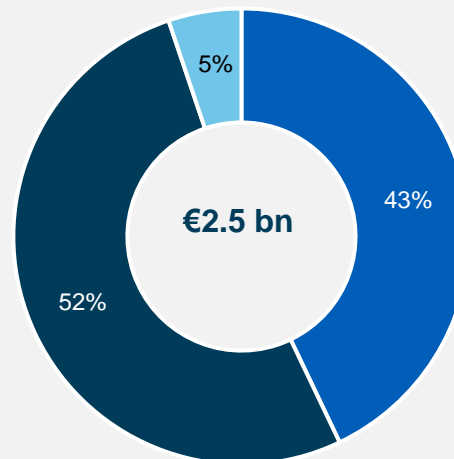
# Pivot to logistics towards >50%; well-supported by attractive European market fundamentals

- CEREIT is pivoting towards a majority investment in light industrial / logistics
- Sizeable market - €54 billion European industrial / logistics transaction volumes in 2021<sup>1</sup>, up 20% as compared to 2020 and 21% higher than the five-year average
- CEREIT is able to acquire at attractive returns
- CEREIT has completed €387<sup>2</sup> million in light industrial / logistics acquisitions (at a 6.2% blended NOI yield<sup>3</sup>) since the beginning of 2020 till present date and has ~ €100 million advanced pipeline of opportunities in Western Europe

~12% increase in portfolio weighing to logistics since 2020



As at 31 Dec 2019

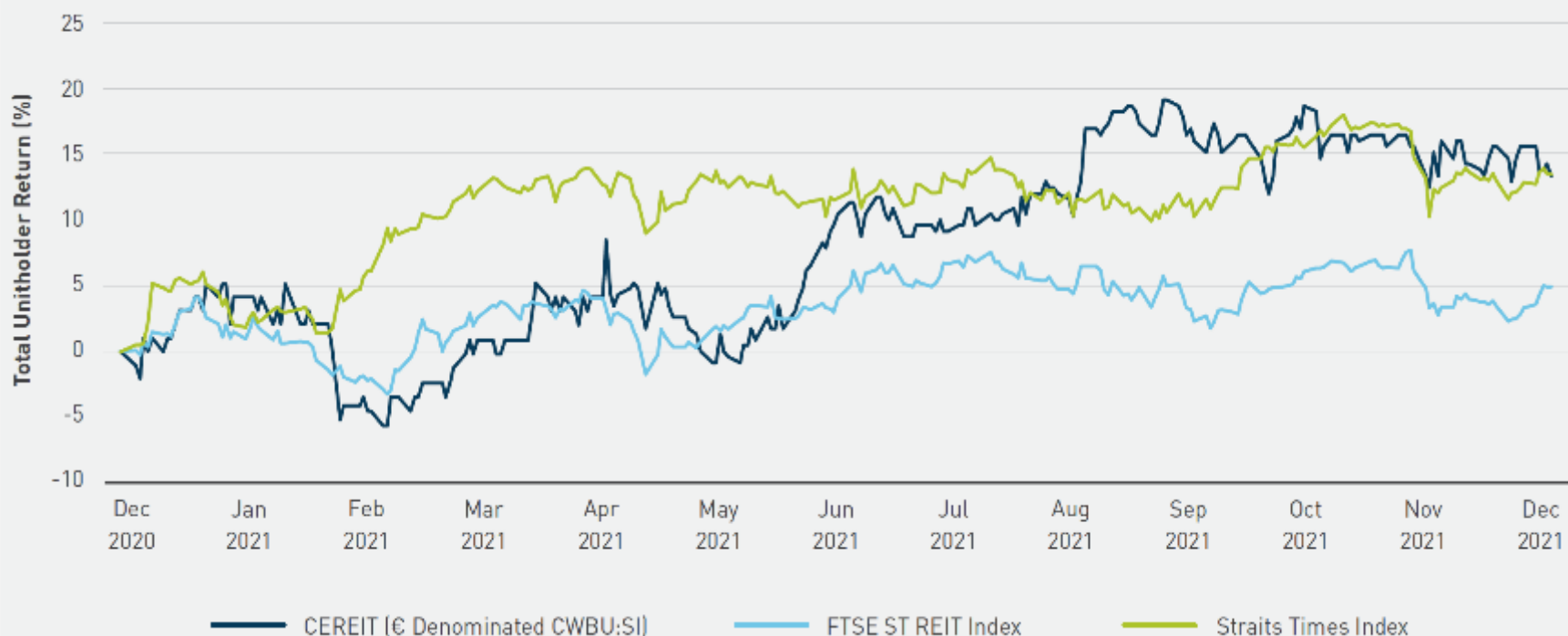


As at 26 April 2022<sup>2</sup>

■ Industrial ■ Office ■ Other

## CEREIT's Units have outperformed the FTSE ST-REIT total return index by +8.6% in 2021 and +15.5% over the past three years

### TOTAL UNITHOLDER RETURN 2021 (€-Denominated CWBU.SI)





# €68.3 million freehold light industrial / logistics acquisitions in Italy and Germany acquired at blended NOI yield of 6.8% April 2022

€68.3 million  
Aggregate purchase price

6.8%  
Blended NOI yield<sup>1</sup>

100%  
Occupancy rate

5+ years  
Blended WALE<sup>2</sup>

126,752 sqm  
Total floor area



ABB Industrial Site  
Vittuone, Milan, Italy  
("ABB")

Tenant-customer: **ABB**

63,221 sqm total lettable area

99,760 sqm site area



Bialetti Headquarters  
Coccaglio, Brescia, Italy  
("Bialetti")

Tenant-customer: **Bialetti Industrie SpA**

44,644 sqm total lettable area

74,533 sqm site area



Saalepark Jena  
Lößstedter Str. 101-109, Germany  
("Saalepark Jena")

Tenant-customer: **13 'new economy' companies**

18,887 sqm total lettable area

23,328 sqm site area

# Aspirational target: Net Zero operational carbon emissions by 2040; CEREIF is well-recognised for sustainability leadership



Aspirational target set:  
**Net Zero 2040**  
operational carbon emissions

**2017:** Sustainability framework established with yearly reporting and initial set of ESG targets

**2020:** New augmented 38 short, mid and long-term ESG targets

**2021:** Multiple governance awards, ESG ratings upgrades, executed Singapore's first sustainability-linked cross-currency swap with OCBC

**2022:** Established Board-level Sustainability Committee

## Excellence in corporate governance and transparency



Double win at the EPRA<sup>3</sup> Sustainability Best Practice Recommendations Awards for excellence in ESG reporting

Winner for the REITs & Business Trusts category

Centre of Governance and Sustainability NUS Business School

Ranked within top 10 for 2020 and 2021 at the Singapore Governance & Transparency Index (SGTI)

## Key ESG ratings results, upgrades and achievements



G R E S B  
☆☆☆☆☆ 2021

- Overall score of 76 points (4% YoY increase)
- Maintained 'Green Star' status

### MSCI ESG Rating



- Upgraded score<sup>4</sup> by two-notches YoY
- Recognised for "stronger business ethics programmes and green building focus"

### Sustainalytics Rating



- Two-point YoY decrease for risk
- Recognised for "strong company disclosure"

## Building certifications



25 BREEAM<sup>1</sup> ratings and 1 LEED<sup>2</sup> Platinum Certification

1. Building Research Establishment Environment Assessment Method  
2. Leadership in Energy and Environmental Design  
3. European Public Real Estate

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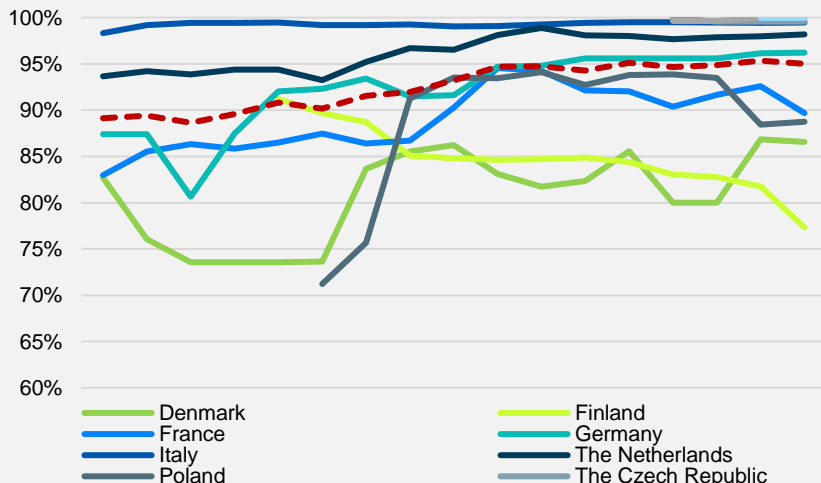


# CEREIT portfolio: logistics expiries enabled rent growth and improved tenant-customer mix; office expiries face headwinds

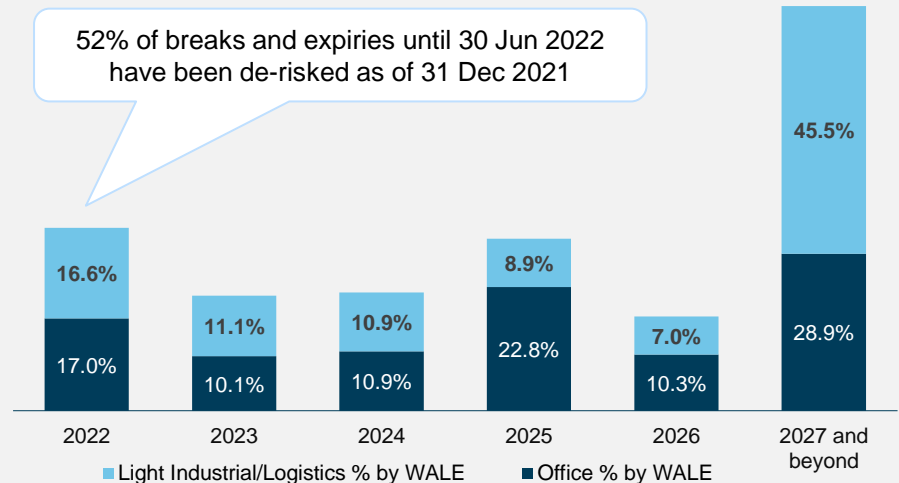
- 12.2% of portfolio in new / renewed leases despite COVID-19
- Rent reversions (+5.0%) and customer retention (54%)
- Strong leasing in the light industrial / logistics portfolio in Denmark, partly offset by weakness in Polish and Finland office sector



## Occupancy by country



## Lease expiry as at 31 December 2021



1. Including 'others' (three government-let campuses, one leisure / retail property and one hotel in Italy)



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## 2. 2021 Financial & Capital Management



## Resilient FY 2021 results despite ongoing COVID-19 impact



**€130.1 million  
NPI**

10.9% higher than FY 2020



**+2.3%  
NPI growth**

on like-for-like<sup>1</sup> basis as  
compared to FY 2020



**€93.6 million  
Distributable income**

5.0% higher than FY 2020



**16.961 € cents  
DPU**

0.5% higher than FY 2020  
on a like-for-like basis<sup>1</sup>

- FY 2021 actual DPU 16.961 Euro cents was 2.6% lower than FY 2020 mainly due to nil payment of capital gains in FY 2021 vs. €2.8 million paid out in 1H 2020 (equivalent to 0.55 Euro cents in 1H 2020 DPU)
- If we exclude the capital gains paid out last year, on a like-for-like basis DPU was 0.5% higher y-o-y

|   | FY 2021        | FY 2020 | Variance |
|---|----------------|---------|----------|
| Gross Revenue (€'000)   | <b>200,122</b> | 186,972 | 7.0%     |
| NPI (€'000)   | <b>130,092</b> | 117,329 | 10.9%    |
| Net Income Before Fair Value Changes but After Income Tax (€'000)               | <b>69,037</b>  | 71,810  | (3.9%)   |
| Total Return Attributable to Unitholders & Perpetual Securities Holders (€'000) | <b>96,603</b>  | 79,363  | 21.7%    |
| Income available for distribution to Unitholders (€'000)                        | <b>93,618</b>  | 89,143  | 5.0%     |
| Actual DPU (Euro cents)   | <b>16.961</b>  | 17.420  | (2.6%)   |
| DPU on a like-for-like basis (Euro cents)                                       | <b>16.961</b>  | 16.870  | 0.5%     |

## COVID-19: Impact on CEREIT's portfolio negligible; some mid-term downside risks remain in office sector and from SME tenant-customers



- No material tenant-customers re-profiling requests and no material doubtful debt provisions during FY 2021
- FY 2021 operating cashflow was higher than 100% of Distributable income of €93.6 million
- CEREIT has little car park income exposure other than at Central Plaza (The Netherlands)
- Retail and hospitality tenant-customers, in particular gyms and restaurants are recovering from lockdowns
- Shorter duration office leases expected which reflect lingering COVID-19 impact
- Weakness in Poland & Finland office sector, with higher incentives (30-35%) required in Poland office
- Office occupancy dropped at year-end (91.9% as at Dec 2021)

### Overall, CEREITs portfolio remains resilient to COVID-19 effects



- **43% exposure to the resilient light industrial / logistics sector**
  - DHL and UPS are amongst large tenant-customers benefitting from ecommerce pick-up
- **~21% of CEREIT's rent comes from government and related entity leases**
- **~71% of CEREIT's rent comes from MNCs and large domestic corporations**
- **~8% of CEREIT's rent comes from SMEs**



# Portfolio valuation up +2.4% in FY 2021<sup>1</sup>; further strong light industrial / logistics sector gains in 2H 2021

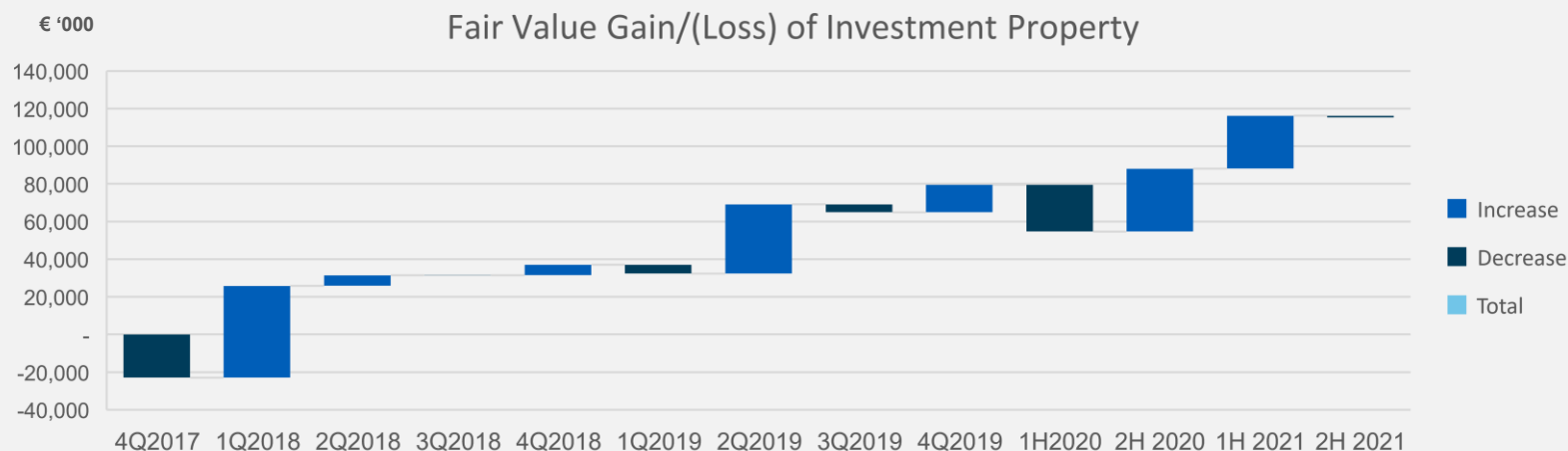


**€52.0 million  
Valuation increase  
in FY 2021**

(before capex and acquisition costs)

- Independent valuations of 108 properties as at 31 Dec 21 with a like-for-like increase of €52.0 million or +2.4% compared to 31 Dec 20 (prior to capex and acquisition costs).
- Uplift of €56.2 million in light industrial / logistics while office and other sectors were €4.2 million lower.
- France (+€20.8 million), Germany (+€15.4 million), Netherlands (+€10.2 million) performed well; while Finland and Poland slightly lower due to challenging office market.
- Fair value gains on CEREIT's portfolio cumulatively up by €225.4 million (10.2%) compared to original purchase prices, most significantly in Germany (+46%), Denmark (+29%), France (+24%), and the Netherlands (13%).

## Fair Value Gain / (Loss) of Investment Properties since IPO



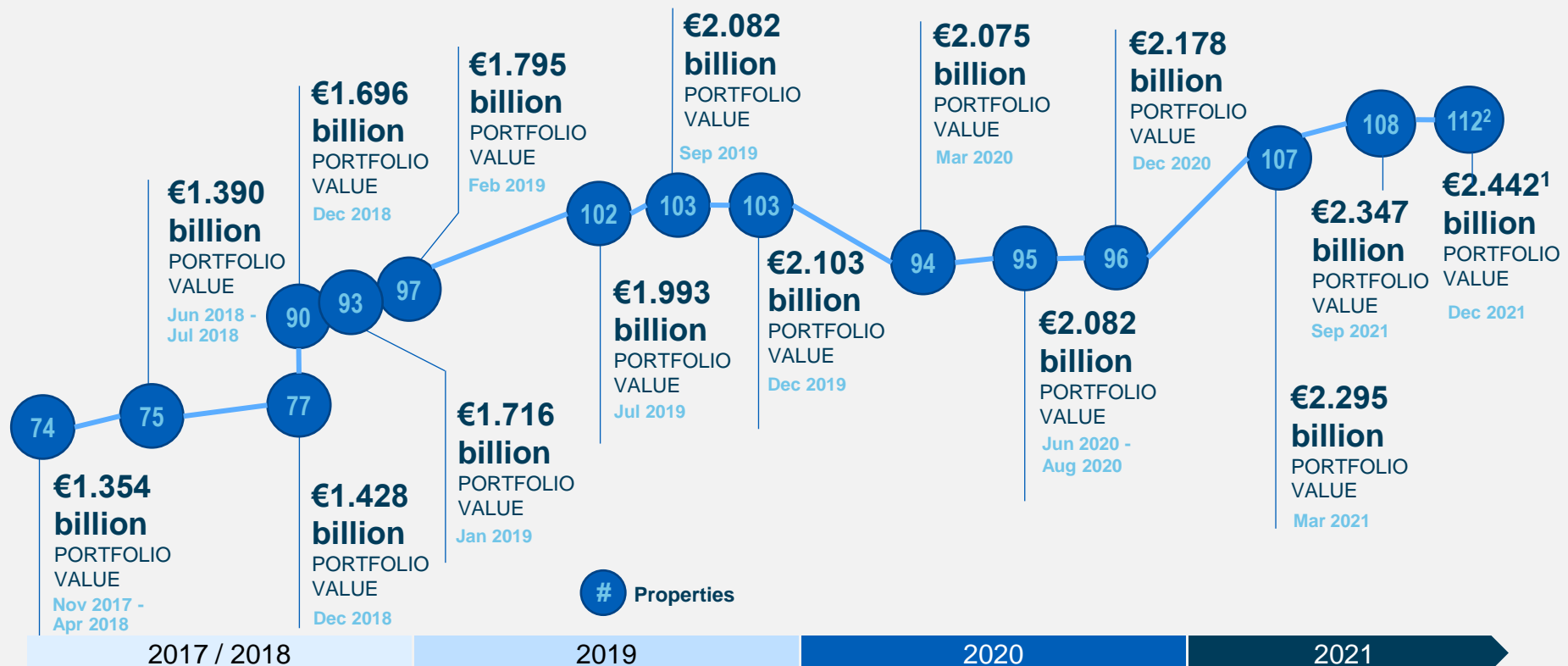
## Diversified funding sources underpin balance sheet

|  | As at 31 Dec 2021<br>€'000<br>(unless stated otherwise) | As at 31 Dec 2020<br>€'000<br>(unless stated otherwise) | Comments  |
|--|---|---|---|
| Cash & Cash Equivalents                          | 59,258  | 43,593  | Cashflow from op in line with distributable income  |
| Receivables                                      | 18,491  | 15,943  | High cash collection rate maintained over the period  |
| Other Current Assets                             | 865   | 1,397   |   |
| Non-Current Assets                               | 2,455,916   | 2,189,519   | Largely due to new acquisitions in the Czech Republic, Slovakia and UK and fair value gains as at 31 Dec 21 |
| <b>Total Assets</b>                              | <b>2,534,530</b>  | <b>2,250,452</b>  |   |
| Current Liabilities                              | 91,183  | 56,876  | Incl. €23m <i>Schuldschein</i> debt maturing Nov 2022   |
| Non-Current Liabilities                          | 966,067   | 891,424   | €200 million bond tap completed during FY 2021  |
| <b>Total Liabilities</b>                         | <b>1,057,250</b>  | <b>948,300</b>  |   |
| <b>Net Assets (Unitholders)</b>                  | <b>1,413,130</b>  | <b>1,302,152</b>  |   |
| <b>Net Assets (Perpetual Securities Holders)</b> | <b>64,150</b>   | -   | SGD100m perpetual securities issued in Nov 2021   |
| Units in Issue ('000)                            | 561,045   | 511,216   | Private placement units issued on 5 March 2021  |
| NAV per Unit (€ cents)                           | 2.52  | 2.55  | Adj. NAV excluding DI down 1.2% YoY to €2.43  |
| EPRA NRV per Unit (€ cents)                      | 2.62  | 2.62  | Excl. €60m deferred tax in relation to fair value gains   |

# Manager's disciplined approach to gearing since IPO

Aggregate Leverage (gearing) has remained within the Board approved long term range of 35-40%

| IPO Prospectus Pro Forma | 31 Dec 2018 | 31 Dec 2019 | 31 Dec 2020 | 31 Dec 2021 |
|--------------------------|-------------|-------------|-------------|-------------|
| 36.8%                    | 33.0%       | 36.8%       | 38.1%       | 36.6%       |

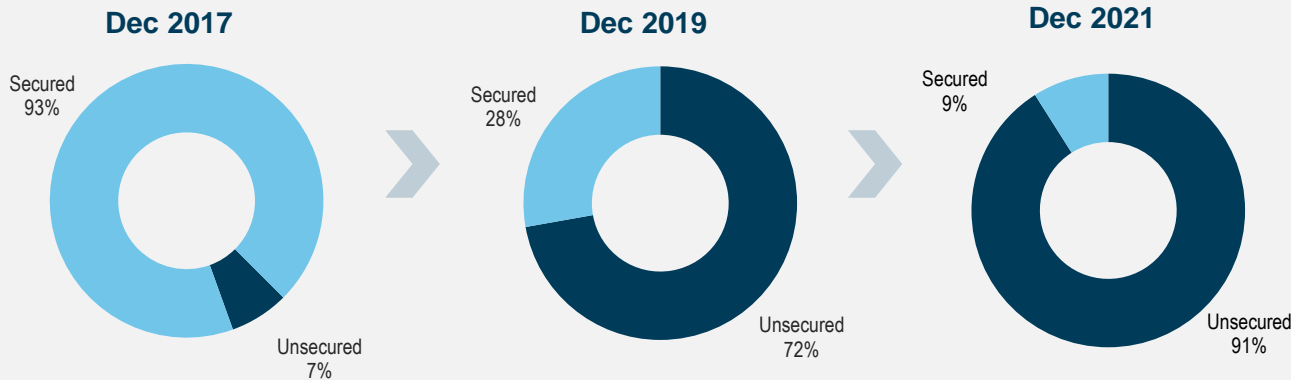


1. Includes the four new acquisitions completed in 4Q 2021 (in Italy on 29 October 2021, in UK on 17 December 2021 and in the Netherlands on 23 and on 30 December 2021)

# Capital Management Transformation since IPO

Transformational repositioning from secured to unsecured debt and issuance of perpetual securities

## Debt Transformation since IPO



- At IPO, CEREIT's debt was mostly secured mortgage loans at the property company level. Over 90% was secured by way of mortgages
- Since IPO, CEREIT's debt facilities have been completely transformed with refinancing by way of unsecured debt facilities and 2 bond issuances
- In total, almost €1.5 billion of new debt has been raised since IPO which puts CEREIT in a good position to maintain its investment grade rating whilst presenting an opportunity to further diversify its funding sources
- In November 2021 SGD100 million of Perpetual Securities with a non-call term of 5 years were issued. Cross Currency Swaps were setup which converts to Euro and gives an effective coupon of 3.55%. The Perpetual Securities are recorded in the Balance Sheet as an equity product.

## Capital Management Highlights

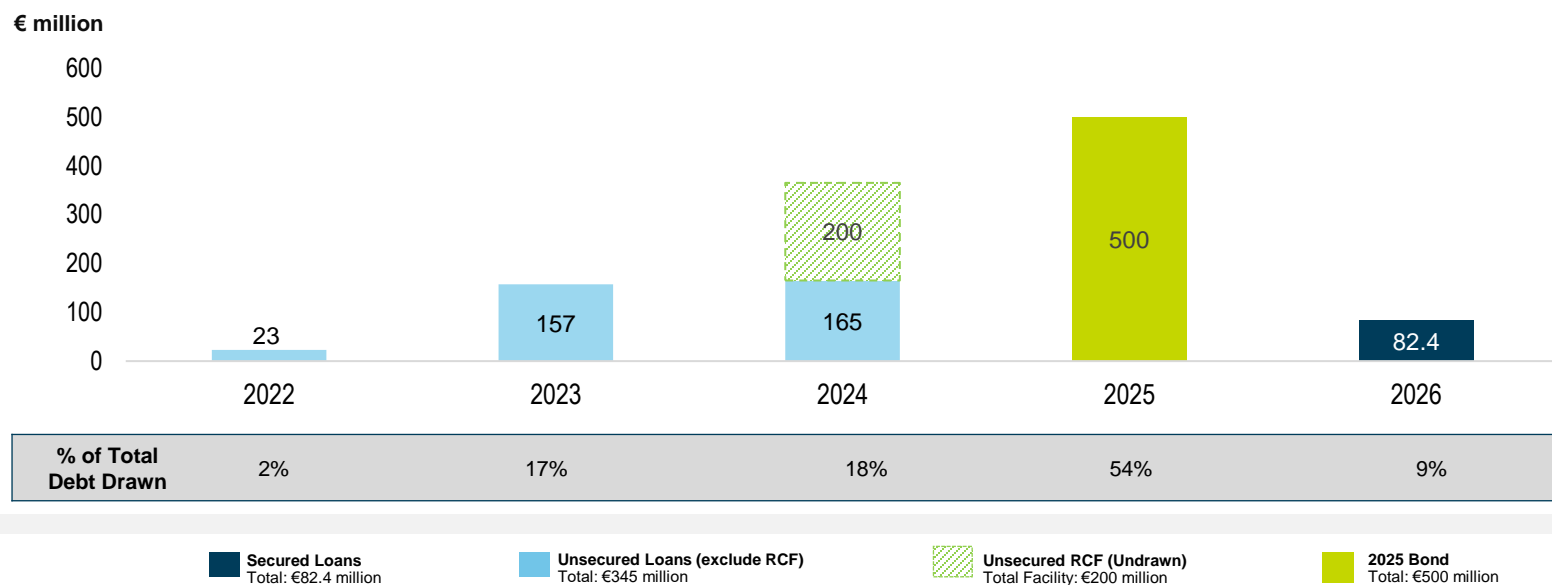
- ✓ Unsecured ratio increased from 7% at IPO to 91% unsecured debt in Dec 2021
- ✓ Almost €1.5 billion of new debt has been raised since IPO which has facilitated the repositioning from secured to unsecured.
- ✓ Perpetual Issuance in FY2021 provides competitive coupon and are recorded as equity, which reduces the overall weighted average cost of capital



## No near-term debt expiries and €200 million RCF provide ample liquidity

- €200m tap issue under EMTN Programme in Feb 2021 brings the 2025 maturity to benchmark size of €500m
- €157m of debt originally expiring in 2022 was extended for another year with zero increase in interest rate
- Next major debt expiry not until November 2023
- €200 million RCF with a 2024 expiry provides ample liquidity for acquisitions planned in 1H 2022.
- As at 31 March 2022, €76 million has been drawn down from the RCF primarily to fund acquisitions

### Debt maturity profile as at 31 December 2021<sup>1</sup>



1. Excludes SGD100 million of perpetual securities (classified as equity instruments) issued in November 2021



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# 3. Conclusion and Outlook



# FY 2022: remaining conservative, **focusing on strengths** and laying the path to **long-term strategy execution**

|                               |  |  |
|-------------------------------|--|--|
| <b>Looking ahead</b>          |  | <ul style="list-style-type: none"> <li>▪ Active asset management, CPI indexation and rent reversions to support income resilience</li> <li>▪ On-point strategic pivot to logistics via acquisitions and new developments</li> <li>▪ Downside risks from COVID-19 remain in non-core office sector and from SME tenant-customers</li> <li>▪ The Manager's focus remains on optimising CEREIT's portfolio to emerge stronger in FY 2023</li> </ul>   |
| <b>KEY FY 2022 STRATEGIES</b> | <b>Active asset management</b>                           | <p style="background-color: #003366; color: white; padding: 2px;"><b>Achieve like-for like organic income growth from inflation and positive rent reversion</b></p> <ul style="list-style-type: none"> <li>▪ Lease up vacancies to maintain occupancy above 93% and WALE of &gt; 4 years</li> <li>▪ Commence planning and construction stages on number of redevelopment projects</li> <li>▪ Redevelopment of Nervesa provides long-term income and value upside but has near-term impact on earnings during construction phase</li> <li>▪ Selling, releasing or preparing soon-to-be vacated assets for redevelopment of the Italian portfolio</li> </ul> |
|                               | <b>Capital recycling and growth through acquisitions</b> | <p style="background-color: #003366; color: white; padding: 2px;"><b>Reach majority light industrial / logistics portfolio weighing by end of 2022</b></p> <ul style="list-style-type: none"> <li>▪ Visibility to €100 million advanced pipeline of strategic quality acquisition opportunities in FY 2022</li> <li>▪ "Truffle-hunting" for €15 - 50 million size assets to take advantage of local transactions team's access to off-market deals and accretive deals</li> <li>▪ Divestment of selected non-core office and sub. €10 million light industrial / logistics assets</li> </ul>   |
|                               | <b>Responsible capital management</b>                    | <p style="background-color: #003366; color: white; padding: 2px;"><b>Maintain diverse debt expiry profile and funding sources</b></p> <ul style="list-style-type: none"> <li>▪ Maintain Fitch investment grade rating</li> <li>▪ Judicious financing to accretively debt-fund further light industrial / logistics acquisitions</li> <li>▪ Exploring the refinance of the debt due November 2023 with potential green financing opportunities</li> </ul>   |
|                               | <b>High ESG standards</b>                                | <p style="background-color: #003366; color: white; padding: 2px;"><b>Employ rigorous approach to ESG matters to achieve high operational standards</b></p> <ul style="list-style-type: none"> <li>▪ Set 2040 Net zero carbon targets</li> <li>▪ Implementing ESG / data analytics / capex / sustainability processes</li> </ul>  |