

Introduction and 1H 2024 highlights





CROMWELL EUROPEAN REIT

The largest diversified pure pan-European logistics and office REIT listed on SGX in the well-regulated and transparent Singapore market



€2.2 billion
High quality portfolio



93%+
Total portfolio occupancy rate<sup>2</sup>



€2.09

NAV per unit (Including accrued DPU)



SGX-listed
Well-regulated and
transparent market



100+
predominantly
freehold properties



800+
Tenant-customers with minimum concentration



38.9% net gearing



10 countries
Geographically diversified



54% Light industrial / logistics exposure



1.8 million
SQM net lettable area



BBBInvestment-grade
credit rating by Fitch,
with stable outlook



~86%
Western Europe and the Nordics













Based on unit price of €1.40 as at 31 July 2024 and €2.09 NAV as at 30 June 2024.

<sup>2.</sup> 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 Portfolio Data as at 30 June 2024

# Weathering the storm since 2022 Steering the ship for mid-cycle conditions



Managed liquidity	•	Completed all 2022, 2023 and 2024 refinancing, long runway to next maturity of Nov 25 without raising dilutive equity or expensive sponsor debt
Divested non-strategic assets	•	€261 million in divestments completed at 14% premium to valuation since 2022, including €23 million in 1H 2024
Achieved majority logistics weighting	•	CEREIT's portfolio is now weighted 54% to logistics/light industrial (up from 42% in 2022)
Minimised valuation impact	•	Resilience of portfolio and active asset management minimised valuation declines to only 3.5% on a like-for-like basis¹ despite of ~150 bps cap rate increase
Maintained gearing within policy range	•	Net leverage increased slightly from 37.3% in June 2022 to 38.9% in June 2024
Managed interest costs	•	All-in interest rate increased 144 bps from 1.7% in June 2022 to 3.2% in June 2024, compared to more than 400 bps rise in interest rates in Europe
Minimised DPU impact	•	Like-for-like DPU down from 16.83 <sup>2</sup> cents in 2022 to 14.10 Euro cents (annualised) in 30 June 2024 mainly due to loss of income from divestments and higher interest; 100% payout ratio maintained

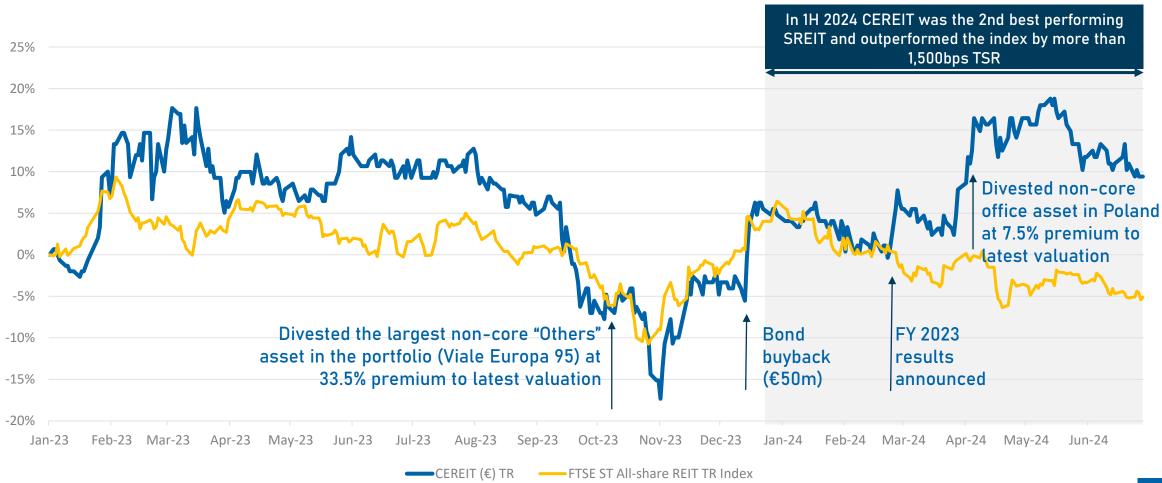
From June 2022 to June 2024



# 1H 2024 outperformance

Growing market recognition of CEREIT's strategy and quality of execution, coupled with stabilisation in the European commercial markets, as ECB and other EU central banks commence interest rate cuts

CEREIT's € counter (CWBU.SI) delivered Total Shareholder Return (TSR) of 4.4% in 1H 2024, compared with -10.9% TSR for FTSE SREIT index



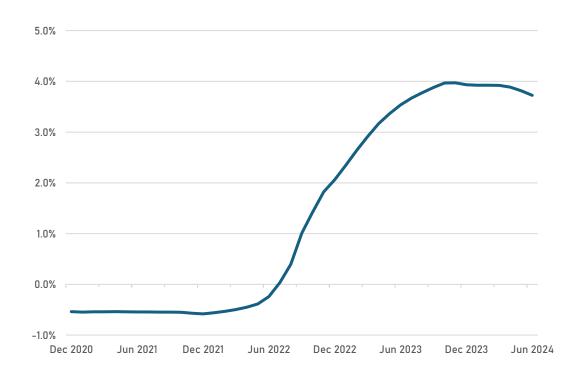


## Stabilisation of asset values with recent interest rate cuts

CEREIT's average portfolio initial yield is 6.3%, representing a substantial spread to current interest rates

- The yields for prime European office and light industrial/logistics properties have generally expanded by c. 100 150 bps between 2022 and 2024
- The ECB also moved to cut interest rates to 3.75% for the first time in five years on 6 June 2024 ahead of its counterparts in the US and the UK
- Real estate yields will stabilise and, in some markets, may compress

### 3-month Euribor rates



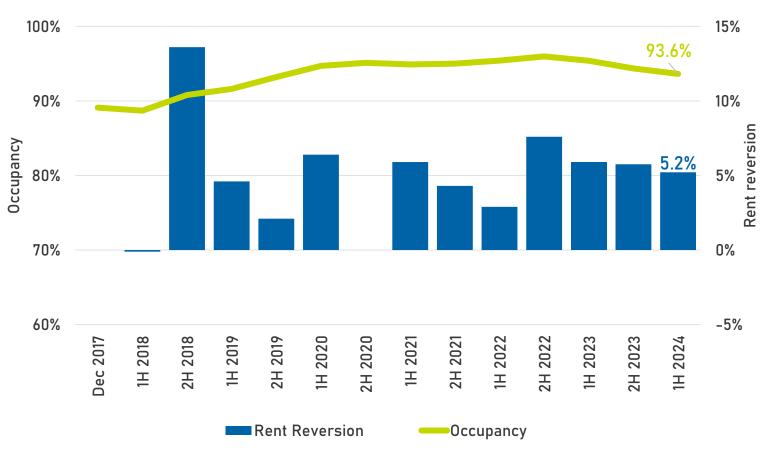
### Prime European yields

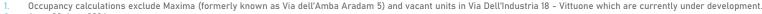


# Portfolio: +5.2% positive rent reversion in 1H 2024

68.6% tenant retention rate, and 4.8 years WALE in 1H 2024 Occupancy up 20 bps from March 2024 quarter

### Portfolio occupancy<sup>1</sup> and rent reversions





As at 30 June 2024



### Portfolio performance highlights



**WALE** 

4.8 years<sup>2</sup>



Rent reversion 1H 2024: +5.2%



Leases<sup>3</sup> signed / renewed 5.8% in 1H 2024 (102,229 sqm)



Tenant retention 68.6% in 1H 2024

By NLA

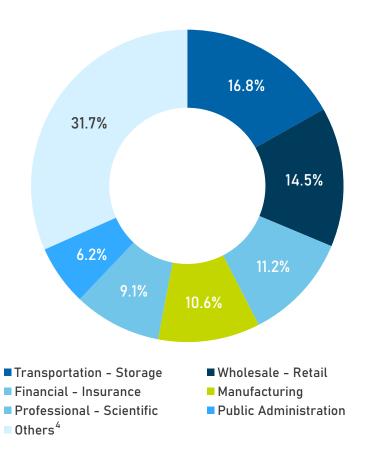
# Resilience of income underpinned by a strong tenant-customer roster

No single industry trade sector represents more than 17.0% of the portfolio Top 10 tenant-customers now account for less than 23% of the total headline rent

### Top 10 tenant-customers

	<u>•                                      </u>		
#	Tenant-customer	Country	% of Total Headline Rent
1	Nationale Nederlanden Nederland B.V.	Netherlands	4.5%
2	Agenzia Del Demanio	Italy	2.9%
3	Essent Nederland B.V.	Netherlands	2.7%
4	Employee Insurance Agency (U.WV) <sup>1</sup>	Netherlands	2.1%
5	Motorola Solutions <sup>2</sup>	Poland	2.0%
6	Kamer van Koophandel	Netherlands	2.0%
7	Holland Casino <sup>3</sup>	Netherlands	1.8%
8	Thorn Lighting	United Kingdom	1.7%
9	Felss Group	Germany	1.5%
10	Coolblue B.V.	Netherlands	1.4%
			22.7%

### Tenant-customers by trade industry sector





### Highlights



1,028



824 tenant-customers



4.8
Years WALE

Uitvoeringsinstituut Werknemersverzekeringen (UWV)

Motorola Solutions Systems Polska Sp. z o.o.

Nationale Stichting tot Exploitatie van Casinospelen in the Netherlands

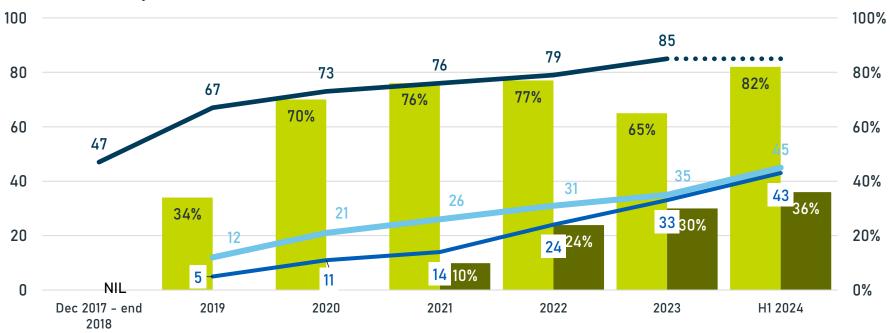
Others comprise Utility / Education / Rural / Human Health / Mining / Other Service Activities / Residential / Water / Miscellaneous Services



# High ESG standards provide access to capital and attract tenants

82% of CEREIT's office assets are now BREEAM or LEED certified (up from 65% six months ago)

### Sustainability-linked loans KPIs



Sustainability-l loans KPIs	Status	
GRESB Score	80	<b>~</b>
'Green' leases (% of total #)	25%	<b>~</b>
'Green' building certifications: BREEAM Very Good / LEED Gold or above (#)	40	<b>~</b>



GRESB score (RHS)

Double notch upgrade twice in a row Reiterated "AA" in Dec 2023

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

Green-certified office buildings (% by value)



8.8 Negligible Risk Top in peer group

% of green leases
Green certifications





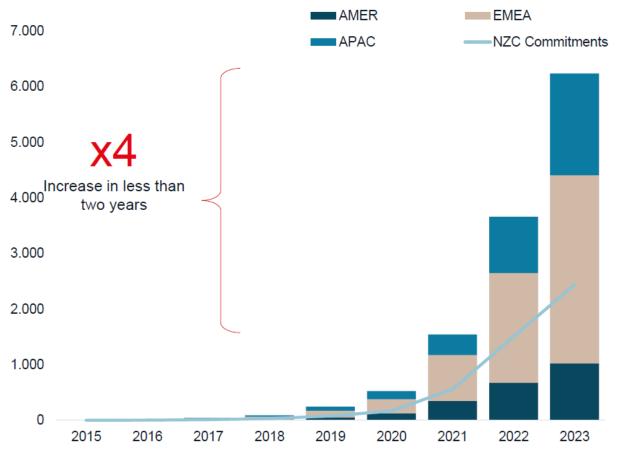
Ranked 6<sup>th</sup> in SGTI 2024 Highest base score in the REIT and Business Trust category



# Corporate commitments to ESG are accelerating

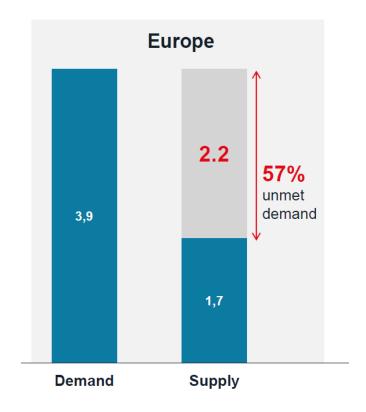
Market forces are operating much faster than the regulatory environment

### Number of SBTi signatories double every year



\* SBTi: Science Based Target initiatives

# Supply-demand gap for prime/ESG-certified space deficit (millions sqm)



1H 2024 financial and capital management highlights







93.6% occupancy; +5.2% portfolio rent reversion in 1H 2024, 4.8 years WALE, +0.6% in valuation

### Financial highlights

7.050 1H 2024

Euro cents -9.5% vs pcp primarily due to asset sales and higher interest costs

million + 2.3%1 like-for like NPI

10.1% ANNUALISED DISTRIBUTION YIELD

Based on recent unit price4 and annualised 1H 2024 DPU

€2.09 NAV (INCLUDING ACCRUED DPU)

per Unit -1.4% vs 31 Dec 2023

### Asset management highlights

73.6% TOTAL PORTFOLIO

-1.9% vs pcp but 20 bps higher than 1Q 2024 due to Nervesa21 being 100% leased post AEI completion

years

102,229 OF LEASING IN 1H 2024

**SQM** 70,805sqm of leasing in 1Q 2024 31,424 sqm of leasing in 2Q 2024

+5.2% TOTAL PORTFOLIO RENT REVERSION<sup>3</sup>

Close to the rent reversion in pcp which was +5.9%

### Capital management highlights

38.9% NET GEARING

+0.5 pp higher than 31 Dec 2023 RCF fully repaid in June 2024 with proceeds from divestment

IN DIVESTMENTS SINCE 2022

Eleven divestments at a blended 13.8% million premium to the most recent valuations

INVESTMENT-GRADE CREDIT RATING BBB-

> Fitch reaffirmed rating with 'stable outlook' in Oct 2023

**MSCI ESG Rating** 

Like-for-like basis excludes FY 2023 & 1H 2024 divestments, Nervesa21 and Maxima due to redevelopment/strip out respectively

Occupancy calculations exclude Maxima (formerly known as Via dell'Amba Aradam 5) and vacant units in Via Dell'Industria 18 in Vittuone, Italy which are currently under development

Calculated on a portfolio basis; with the numerator being the new headline rent of all modified, renewed or new leases over the relevant period and denominator being the last passing rent of the areas being subject to modified, renewed or new leases

CEREIT's closing unit price of €1.40 on 31 July 2024

# 1H 2024 financial highlights

NPI was 2.3% higher than pcp¹ on a like-for-like basis

Divestment of assets designed to keep gearing below 40%; impacted DPU by 1.0 cpu from loss of income

Financial performance <sup>2</sup> (Selected Line items)	1H 2024 €'000 (Unless stated)	1H 2023 €'000 (Unless stated)	Fav./ (Unfav.)
Gross revenue	106,284	108,341	(1.9%)
Opex	(40,774)	(39,806)	(2.4%)
Net property income	65,510	68,535	(4.4%)
Interest expense (excluding amortised establishment costs)	(16,081)	(14,095)	(14.1%)
Managers fees, trust expenses & other income	(5,713)	(6,031)	5.3%
Current tax expense (excluding deferred tax)	(3,917)	(4,277)	8.4%
Misc. Distribution Adjustments (excluding fair value adjs etc)	(150)	(323)	53.3%
Distributable income	39,649	43,809	(9.5%)
DPU (€ cents)	7.050	7.790	(9.5%)



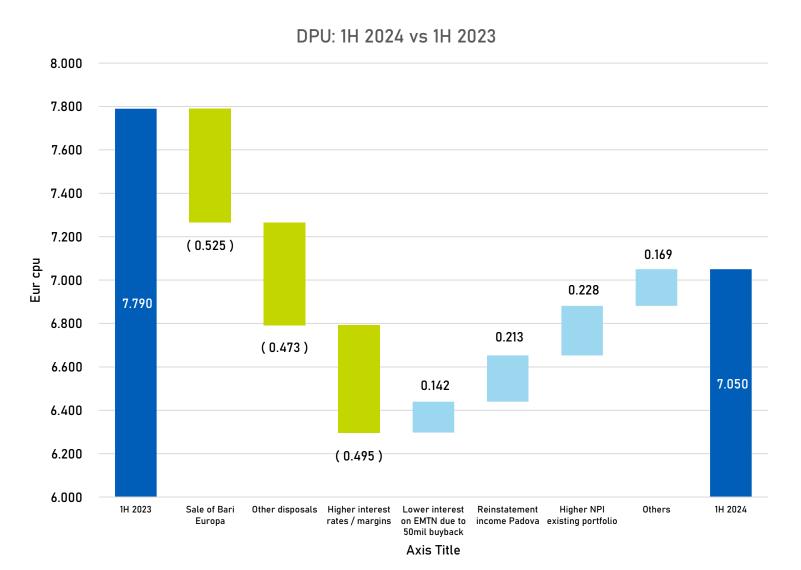
### Commentary

- Revenue & NPI were lower mainly due to asset sales (in particular, Bari Europa, Bari Trieste and Piazza Affari) which were important in keeping net gearing below Board-approved threshold of 40%. This impacted NPI by €5.6 million or 1.0 Euro cent DPU compared to pcp
- +2.3% like-for-like growth in NPI, excluding disposals and development
- Interest expense was up 14.1% mostly due to higher average interest rate of 3.23% vs 2.58% pcp and higher margins offset by lower debt balance as the RCF was fully repaid and savings from the bond buyback
- -5.3% lower fees and other expenses vs pcp were mainly due to asset sales
- Current tax expense was slightly lower than pcp due to slightly lower tax liability in certain locations and a favourable ruling
- DPU is 9.5% below pcp mainly due to the asset divestments and higher net finance costs
- Realised gains from disposals of €31.1 million have not been included in DPU

Like-for-like NPI excludes FY 2023 & 1H 2024 divestments, Nervesa21 & Maxima due to redevelopment and strip out works respectively
 Numbers in this table exclude amortised establishment costs, fair value adjustments and deferred tax

### Half-on-half DPU waterfall chart

Impact from asset sales and higher interest costs has been partially offset by higher income from the existing portfolio and lower expenses





### Commentary:

- Sales of Piazza Affari (Jun 23), Viale Europa 95, Bari (Oct 23) and Corso Lungomare Trieste 29 (Dec 23), Grójecka 5 (Mar 24), Via Brigata Padova 19 (Apr 24) and Grandinkulma (Apr 24) had a DPU impact of 1.0 Euro cent (€5.6 million) H-o-H
- Combined negative NPI of € 0.6 million from Nervesa21 and Maxima projects in 1H 2024, with Nervesa21 to start positively contributing in 2H 2024
- Higher finance costs have an impact of 0.35 cpu or €2.0 million H-o-H due to higher interest rates and margins
  - All in interest rate averaged 3.23% in 1H 2024 vs 2.58% in 1H 2023 and higher margins (-0.495 cpu)
  - Partially offset (+0.142 cpu) by lower interest costs from the €50 million bond buyback
- One-off income of €1.2 million (+0.213 cpu) reinstatement income from Via Brigata Padova 19, Italy
- Also providing a partial positive offset to the impact from divestments and higher interest costs was higher +2.3% like-for-like NPI and 5.3% lower fees and other expenses

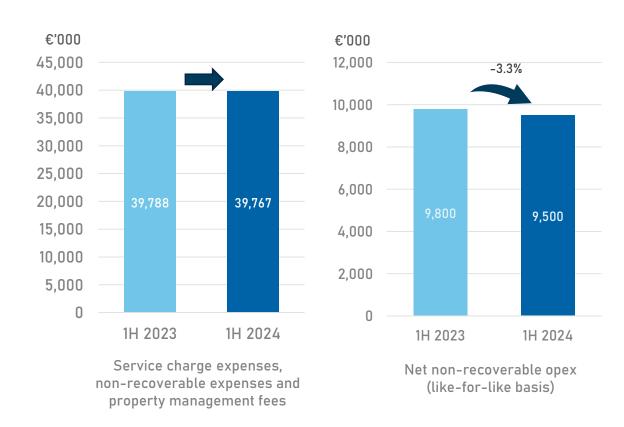


# Property operating costs have stabilised, lower net non-recoverable opex

Passed more service charges onto tenants with a 3.3% reduction in net non-recoverable opex

- Service charge expenses, non-recoverable expenses and property management fees are flat compared to pcp
- On a like-for-like basis net nonrecoverable operating expenses were 3.3% lower than pcp
- Provision for doubtful debts was higher at €1.0 million in 1H 2024 from nil in pcp due to two tenants in France in legal proceedings to recover
- Cash collection remains high at 97.4%

### Property operating expenses 1H 2024 vs 1H 2023





# 6-year consistent track record of uninterrupted DPU payout

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

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



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

Calculated based on the annualised 1H 2024 DPU divided by CEREIT's closing unit price of €1.40 on 31 July 2024

### Distribution timetable

Ex-distribution date is 15 August 2024 with distribution payment date 27 September 2024

#### Distribution timetable

Last day of trading on a "cum" basis	14 August 2024 (Wednesday)
Ex-distribution date	15 August 2024 (Thursday)
Record date	16 August 2024 (Friday)
Currency election notice due-by date	10 September 2024 (Tuesday)
Announcement of exchange rate	18 September 2024 (Wednesday)
Distribution payment date	27 September 2024 (Friday)
1H 2024 DPU	€7.050 cents

1H 2024 DPU

# €7.050 cents

### Commentary

- 1H 2024 DPU of €7.050 cents is paid from capital account for Singapore income tax purposes
- Distribution Reinvestment Plan suspended for the 1H 2024 distribution
- Investors can elect to receive distribution in Euro or Singapore Dollars (S\$ distribution is default) by 10<sup>th</sup> September 2024



# Europe stabilises: June 2024 valuations up 0.6% in past six months

Jun 24 valuations prior to capex and development expenditure were higher amid stable yield and market rent growth

▲ 0.6% like-for-like 1 over the last 6 months

Logistics / industrial €1.19 bn Office €1.00 bn

Other €0.04 bn

€2.23 bn<sup>2</sup> as at 31 Dec 2023

+ 0.6%
Like-for-like

Logistics / industrial €1.21 bn Office €0.99 bn

Other €0.04 bn

€2.24 bn¹ as at 30 Jun 2024³

Movements in LI/Log valuation over the last 6 Months

+/-	Country
	LI/Log (+2.0% or €23.4 million overall)
+4.9%	Denmark (▲€6.3 million)
+4.9%	Italy (▲ €7.5 million)
+2.8%	The Netherlands (▲€2.8 million)
+2.3%	United Kingdom (▲€1.4 million)
+1.8%	France (▲€7.2 million)
+0.1%	Germany (▲€0.2 million)
-1.3%	The Czech Republic (▼€1.0 million)
-1.4%	Slovakia (▼€1.0 million)

#### Movements in Office & 'Other' valuation over the last 6 Months

+/-	Country	
Office (-1.0% or €10.4 million overall)		
+2.0%	Italy (▲ €4.0 million)	
+0.7%	France (▲€0.4 million)	
-0.7%	The Netherlands (▼€3.6 million)	
-4.2%	Finland (▼€2.7 million)	
-5.1%	Poland (▼€8.4 million)	
'Others' (+0.2% or €0.1 million overall)		
+0.2%	Italy (▲€0.1 million)	

<sup>1.</sup> 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. The like-for-like valuation movement would be c. -0.2% if capital expenditure during the period is taken into account

Based on valuation of like-for-like assets as at each respective date

Based on independent valuation of 107 properties as at 30 June 2024.



# Balance sheet-NAV stabilised at €2.09/unit

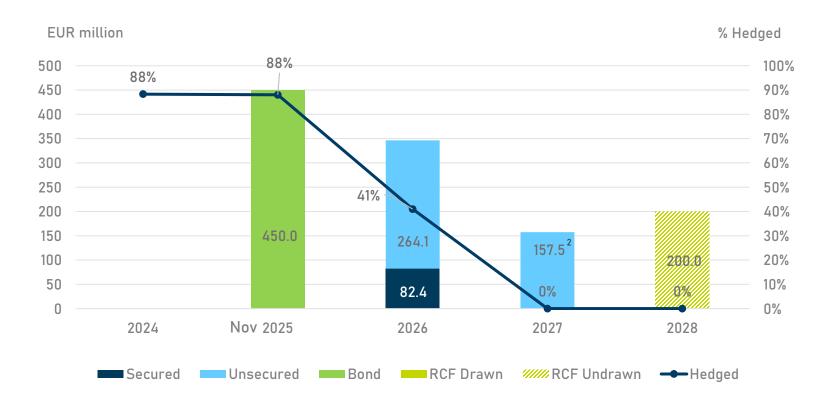
Cash – funded capex and lower total return impacted NAV/Unit slightly (-1.4%)

	As at 30 Jun 2024 €'000 (unless stated otherwise)	As at 31 Dec 2023 €'000 (unless stated otherwise)
Cash & cash equivalents	63,046	73,795
Receivables	19,815	14,450
Other current assets	3,046	25,008
Investment properties	2,248,343	2,241,570
Other non-current assets	20,260	12,650
Total assets	2,354,510	2,367,473
Current liabilities	81,721	82,254
Non-current liabilities	1,031,169	1,030,078
Total liabilities	1,112,890	1,112,332
Net assets attributable to Unitholders	1,177,419	1,190,937
Net assets attributable to Perpetual securities holders	64,201	64,204
Units in issue ('000)	562,392	562,392
NAV per Unit (€ cents)	2.09	2.12
EPRA NRV per Unit (€ cents)¹	2.21	2.23

# Debt and hedging maturity profile

No debt expiring and high hedging position until end 2025

Pro forma Debt maturity<sup>1</sup> and percentage hedged / fixed rate as at 30 June 2024





### Commentary:

- RCF of €26.7 million was fully repaid in 2Q 2024, leaving €200 million undrawn RCF out to 2028
- Management of the bond November 2025 maturity continues to be the key capital management focus for 2024
  - Active engagement with bond investors ahead of next year's maturity
  - Ongoing discussions with new and existing lenders on alternative facilities
- 88% of debt either fixed or hedged until the end of 2025
- As per MAS's latest proposed sensitivity disclosure guidance on 25 July 2024, if the EBITDA were to decrease by 10% and the interest rates were to increase by 100 bps, the ICR would fall from 3.5x to 2.6x, well above the proposed new MAS limit of 1.5x

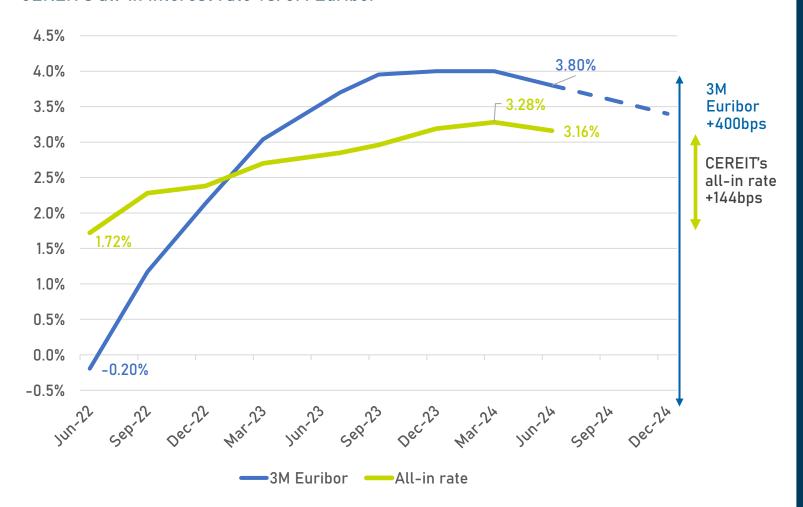
<sup>1.</sup> Excludes S\$100 million of perpetual securities (classified as equity instruments) issued in November 2021

<sup>2.</sup> 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.

# 88% hedged / fixed minimises further impact from interest rates

3M Euribor has increased by more than 400 bps in two years

### CEREIT's all-in interest rate vs. 3M Euribor





### Commentary

- CEREIT has been actively managing interest rate risk with hedged and fixed rate debt
- CEREIT's all-in interest rate of 3.16% as at 30 June 2024 has lagged Euribor's rise, up from 1.72% in June 2022 whereas the Euribor has risen by 400 bps
- 3M Euribor since June has fallen further to 3.62% as at 2 August 2024
- Futures markets favour a September rate cut with another cut possible at the end of the year
- If the all-in interest rate increases by 50bps, the interest expense net of hedging income will increase by c. €3.2 million

Source: ING, Oxford Economics, ECB



# Ample liquidity and investment grade quality capital metrics

- €63 million in cash and €200 million of committed undrawn revolving credit facilities provides substantial liquidity
- 38.9% net gearing comfortably within Board policy range- unchanged 35-40% in the medium term
- Other metrics comfortably within bond/loan facility covenants

	As at 30 Jun 2024	As at 31 Dec 2023	Debt covenants
Total gross debt	€954 million	€954 million	
Aggregate leverage	40.5%	40.3%	Ranges from 50-60%
Net gearing (leverage ratio)	38.9%	38.4%	<60%
Interest coverage ratio ("ICR") <sup>1</sup>	3.5x	3.8x	≥ 2x
Unencumbrance ratio	249.1%	250.7%	>170-200%
All-in interest rate	3.16%	3.19%	
Weighted average term to maturity	2.0 years	2.5 years	
Unitholders NAV	€1,177 million	€1,191 million	>€600 million

<sup>1.</sup> Calculated as net income before tax and fair value changes and finance costs divided by interest expense including amortised debt establishment costs in the numerator calculated per the PFA. Adjusted ICR including perpetual securities coupons is 3.2x (31 December 2023: 3.6x)

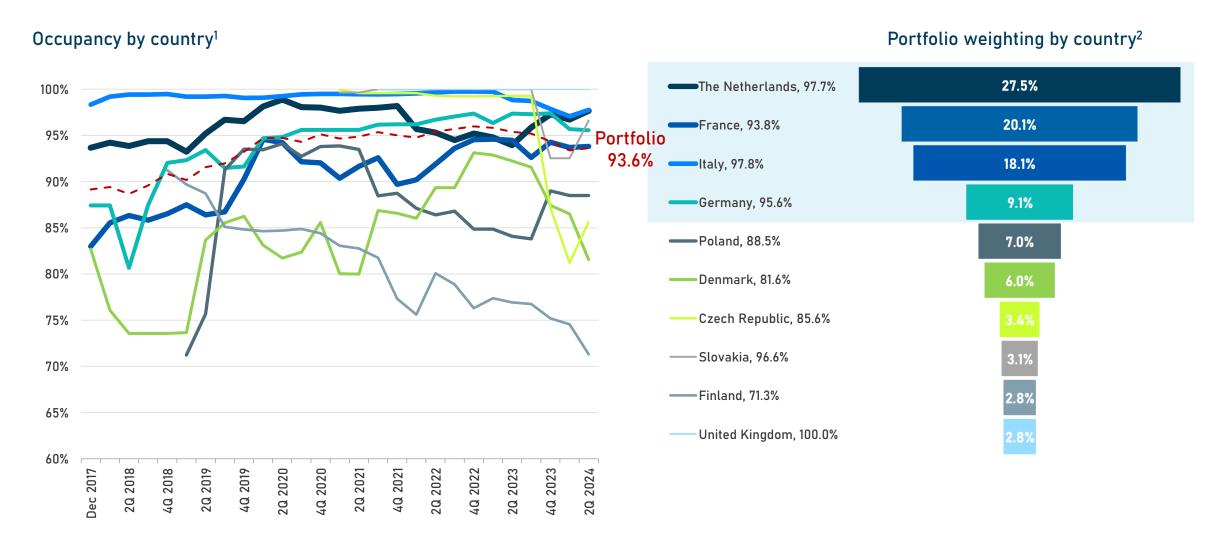
2Q and 1H 2024 portfolio and asset management highlights





### Portfolio occupancy close to 94% with new leases and completed development assets

Slight increase of 20 bps in portfolio occupancy in 2Q 2024 with three new leases signed at Nervesa21, now 100% leased

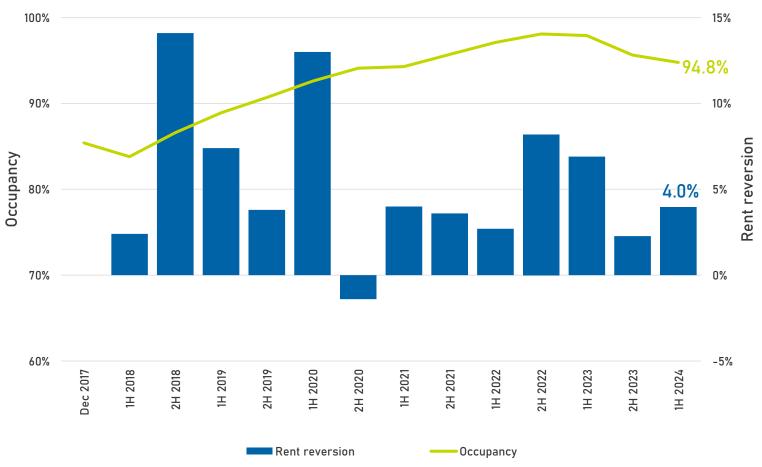


Occupancy rate is based on NLA and excludes: (1) Maxima which is under strip out works; and (2) Via Dell'Industria 1 - Vittuone vacant units which are currently undergoing hard refurbishment; Country portfolio allocation is based on carrying value as at 30 June 2024

### Logistics / light industrial portfolio: occupancy 94.8%

- +4.0% rent reversion and secure and stable 5.1 years WALE in 1H 2024
- 7.4% under-rented versus market rents
- Re-leasing under way at record rents in Parc des Docks Paris and in the Czech Republic

### Occupancy & rent reversion (%)





### Sector performance highlights



WALE 5.1 years<sup>1</sup>



Rent reversion 1H 2024: +4.0%



Leases<sup>2</sup> signed / renewed 3.5% in 1H 2024 (43,271 sqm)



Tenant retention 32.3% in 1H 2024

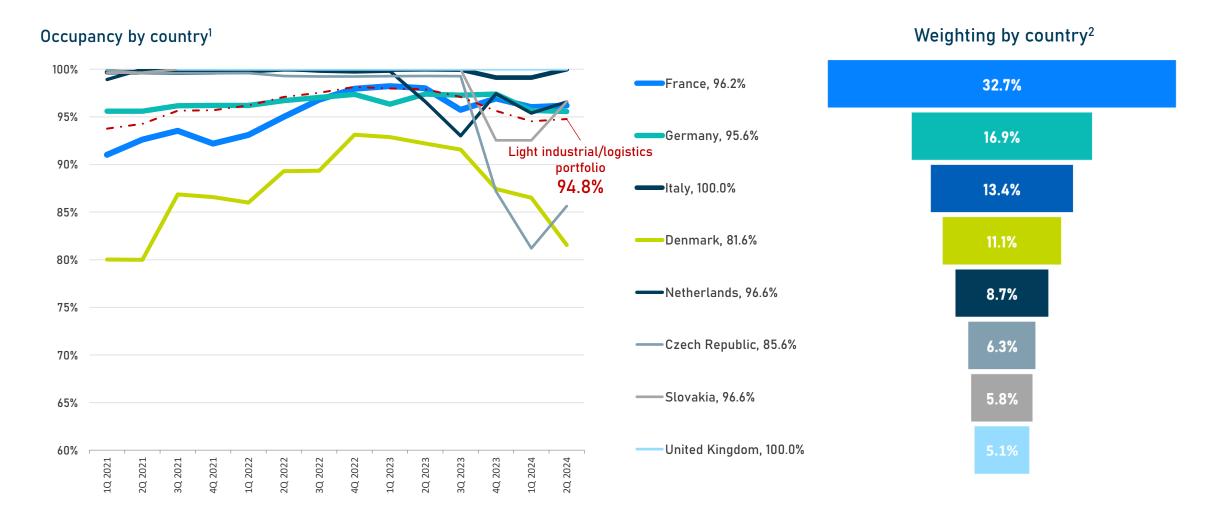
<sup>.</sup> As at 30 June 2024

Logistics / light industrial sector of the portfolio, by NLA



# Logistics / light industrial: occupancy on track to >95% by year end

Occupancy +0.3% in 2Q 2024 primarily due to new leases signed in France, the Netherlands, Germany and Denmark

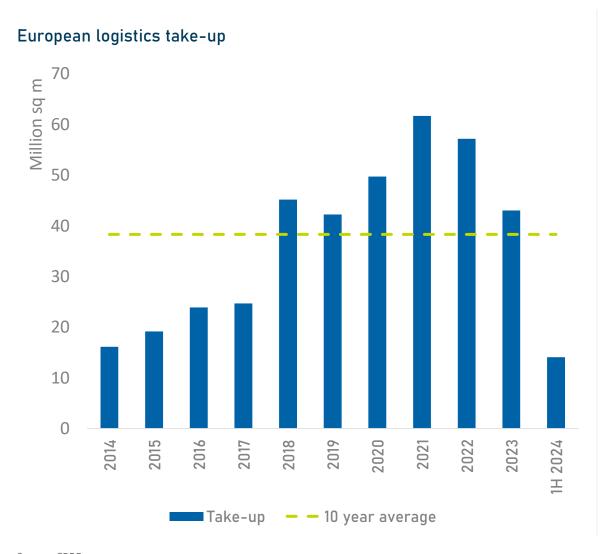


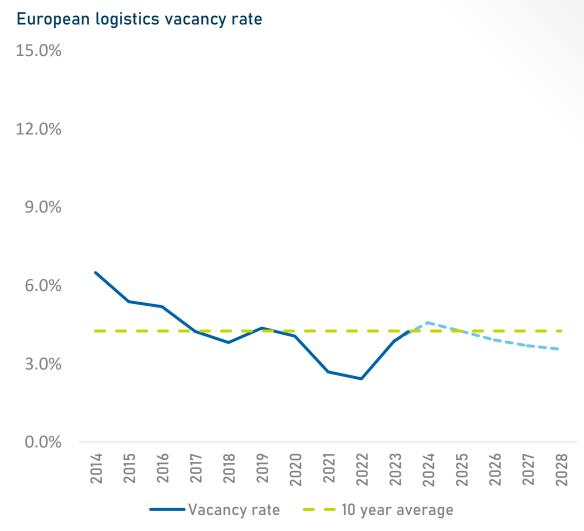
Occupancy rate is based on NLA and excludes vacant units in Via Dell'Industria 18 - Vittuone, Italy which are currently undergoing hard refurbishment Country portfolio allocation based on carrying value as at 30 June 2024



# Soft market leasing activity leads to slightly higher vacancy

Leasing slow in 2Q, expected to pick up as economic growth improves





Source: CBRE

Source: CBRE



# Logistics / light industrial leasing highlights

Significant 9 and 10-year new lease signed at Parc du Prunay, France with a blended 8.4% rent reversion









Parc du Prunay

Occupancy now at 100%

- One 10-year new lease (1,075 sqm) with +6.4% rent reversion
- One 9-year new lease (442 sqm) with +12.9% rent reversion

#### Veemarkt

Occupancy now at 100%

- One 5-year new lease (284 sqm) with +15.1% rent reversion
- One 3-year lease renewal (476 sqm) with +0.7% rent reversion

### Kapoeasweg 4 – 16

Occupancy now at 71.2%

One 5-year new lease (810 sqm) with
 +32.3% rent reversion

### Henschelring 4

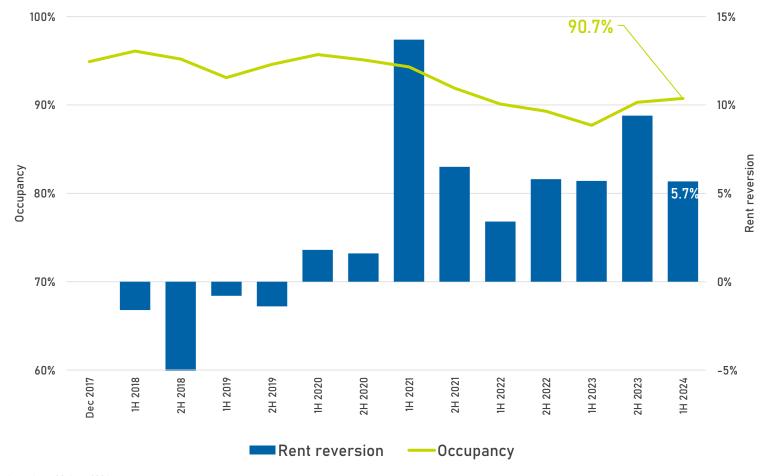
Occupancy now at 100%

• One 5-year new lease (1,920 sqm) with +6.3% rent reversion

# Office portfolio: occupancy 90.7%

- +5.7% rent reversion in 1H 2024 due to new leases signed in Milan, Rotterdam and Paris
- 4.1% under-rented versus market rents

### Office portfolio occupancy and rent reversions (%)





### Office portfolio highlights



WALE 4.5 years<sup>1</sup>



Rent reversion 1H 2024: +5.7%



Leases<sup>2</sup> signed / renewed 12.2% in 1H 2024 (58,958 sqm)



Tenant retention 86.5% in 1H 2024

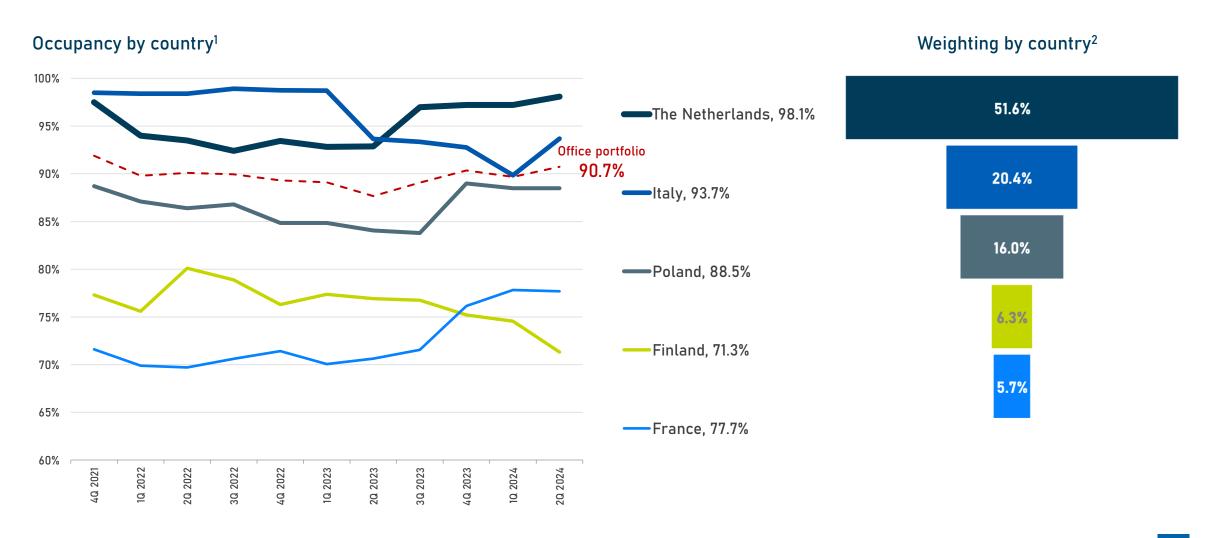
<sup>1.</sup> As at 30 June 2024

<sup>2.</sup> The office sector of the portfolio, by NLA



# Office portfolio: focus on tenant retention and AEIs

2,972 sqm new tenants signed at Nervesa21 with +74.4% reversion compared to previous passing rent due to AEIs

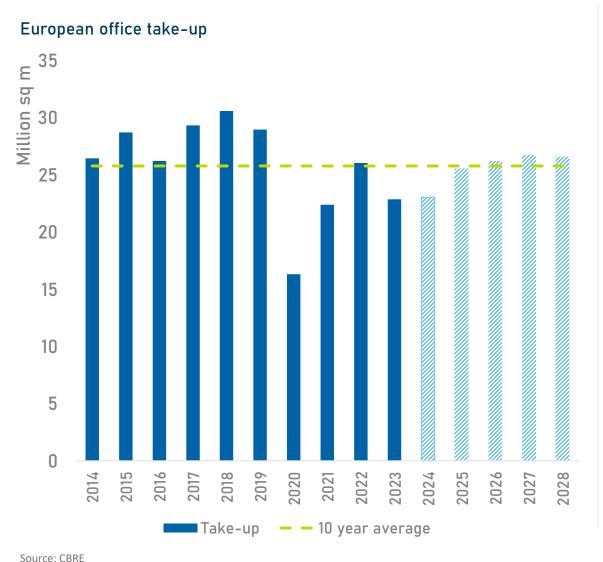


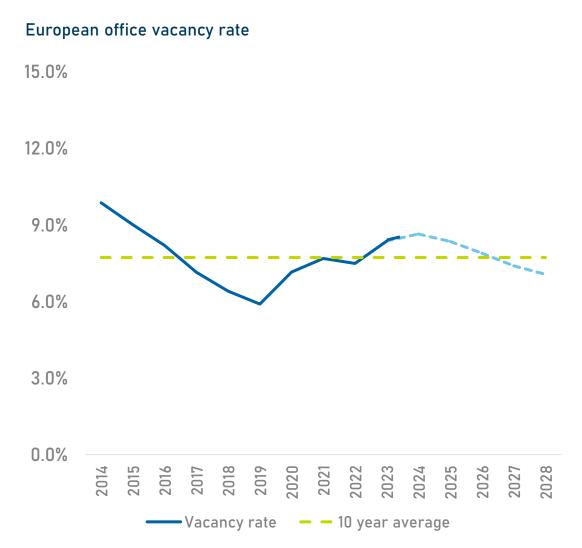
Occupancy rate is based on NLA and excludes Maxima which is currently under development.
Country portfolio allocation based on carrying value as at 30 June 2024



# Office occupier demand to return to 10-year average, but not before 2025

Reduced development activity will bring the vacancy rate down





Source: CBRE Source: CBRE



CROMWELL EUROPEAN REIT

Strong leasing activity in Italy with three new tenants signed at Nervesa21 with a blended 74.4% reversion compared to previous passing rent









Nervesa21 , Milan Occupancy now at 100%

 Three remaining tenants totalling 2,972 sqm for average of 6-8 years at a blended 74.4% reversion compared to previous passing rent Building F7-F11, Milan (Assago)
Occupancy now at 97.4%

- One 9-year lease renewal (5,073 sqm) with +27.7% rent reversion
- One 7-year lease renewal (427 sqm) with the same rent

Central Plaza, Rotterdam Occupancy now at 94.3%

 One 6-year new lease (1,212 sqm) to International insurer with +18.8% rent reversion Myyrmäenraitti 2, Vantaa Occupancy now at 83.9%

 One 5-year new lease (215 sqm) with +10.5% rent reversion



# Nervesa21, Milan - a success story for an ESG office asset upgrade

Strip out

Delivered 6.6% yield on cost



Nov 2020

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

# 2020

Start

Nov 2020

2021

2022

Marketing Campaign

2023

2024

Completion

4 March

2024

### Construction

Board approval to appoint general contractor and soft costs in Jun 2022

Strip-out commenced works in Dec 2021

Architectural design/permits/preliminary tenant marketing



March 2024

- 100% leasing success dates quoted are lease commencements
- 70% pre-let during construction:

Universal Music Group 1 April 2024 Scalapay 1 April 2024 Edelman 1 June 2024 Remaining 30% let after completion:

Risanamento 1 June 2024 IPG 1 December 2024 Ericsson 1 January 2025

- 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)

Contracted net rental (100% leased)	€3.7 million
Cap rate	6.1%
Value (excluding rent free)	€60.9 million
Construction costs (soft/hard)	€32.1 million
Dec 21 Site value	€23.7 million
Total cost	€55.8 million
Unrealised profit (stabilised post rent-free)	€5.1 million
Yield on cost	6.6%

### **Development summary**

- Project delivered total costs in line with Board approved costs
- Refurbishment completed on time in accordance with project timeline
- Tenant lease agreements signed at higher rents than anticipated, so overall rental income is ahead of project underwriting
- Office is 100% let to a mix of strong tenants

Profit still acceptable given the 156 bps cap rates expansion during the 2 years period from 4.5% to 6.1%



# Nervesa21, Milan - 2nd highest LEED rating for office buildings in Italy

40+% reduction in energy consumption, 100% green energy, CRREM pathway-aligned; 18% saving in tCO2e from retaining existing concrete structure









Envelope

Green areas

Rooftops

Action

Results

Operational carbon

Theme

Minimum requirement for all development projects to meet CRREM Energy and Carbon Pathway targets at the time of completion

Commitment

Reduce energy consumption throughout the operational service life

Objective

Implement on-site renewable energy where possible; secure green procurement

Anticipate tenant operations and promote responsible property management

- New thermally efficient facade
- External insulation retrofit with external shading
- Rooftop solar installation to power core area facilities
- 100% renewable energy supply through external procurement
- · Smart meters installed to monitor water and power usage
- · Built-in EV charging points and cycle parking provisions
- BMS system installed to manage the building efficiently

Min. 40% reduction in energy consumption

100 % green energy

Aligned to CREEM Pathway

**Embodied carbon** 

Minimise embodied carbon of developments and design in accordance with LEED certification Refurbish / reuse where possible; design to facilitate deconstruction

Maximum material recycling through demolition and construction phase

Place carbon at the heart of the development process

- 100 % of existing concrete structure retained
- Material recycling ca. 90% during demolition and strip-out
- Low carbon recycled glass used for 50% of the new façade
- Analysis of the entire life cycle of the property though a life-cycle carbon assessment

1,288 kg CO2e per m² saving

340 tCO2e (18%) saving

# Projected €200+ million developments pipeline<sup>1</sup>

4 major CEREIT assets for redevelopment or extensive refurbishment











Haagse Poort, The Hague

# €90 million (estimated cost in two phases for low rise/high rise)

- Opportunity for extensive refurbishment of existing building, 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

# 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

# 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 in place until FY 2025/26, 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 >200.000 sgm 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

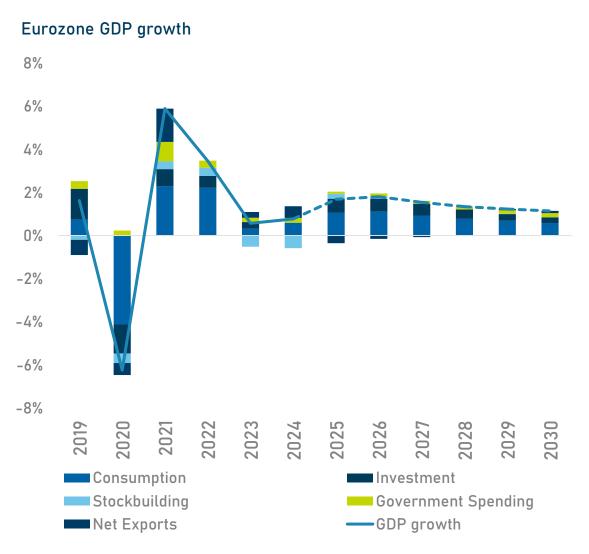




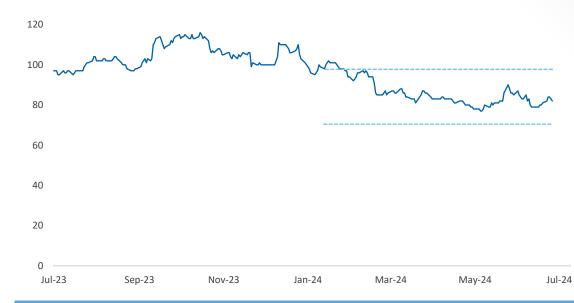


## Slow growth environment in a busy election year

Conducive to lower Bund yields



Credit spreads have generally recovered from the intial volatility due to the French snap election and are trading at the lower end of YTD range

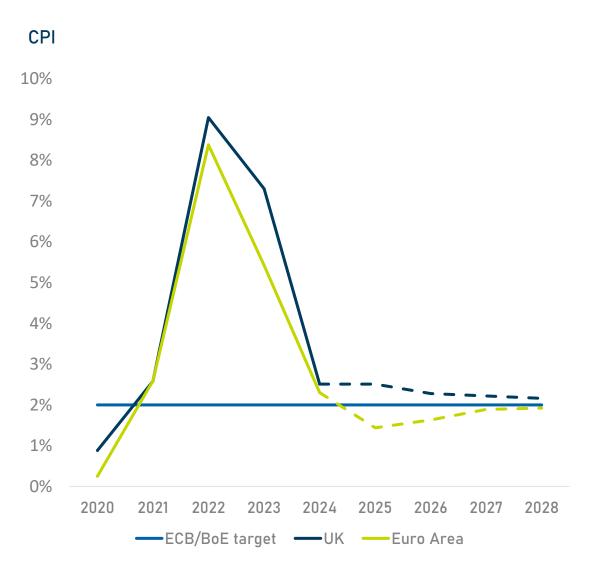


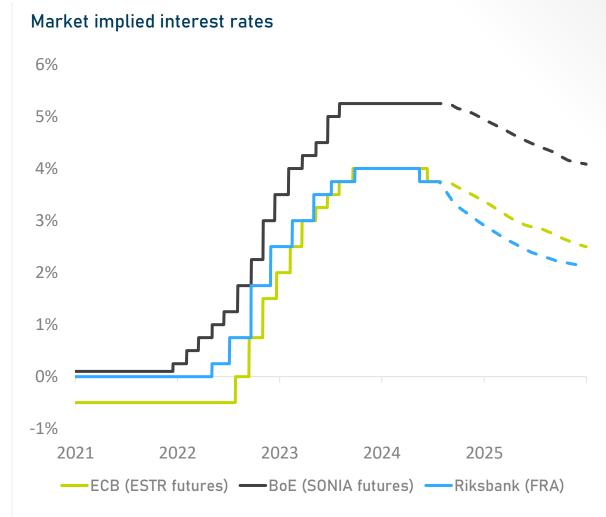
EUR Bund Yields (ING forecast)					
	Current	3Q24	4Q24	1Q25	2Q25
ECB Deposit Facility	3.75	3.50	3.25	3.00	2.75
2-year Bund	2.90	2.60	2.40	2.35	2.30
5-year Bund	2.60	2.45	2.35	2.40	2.45
10-year Bund	2.60	2.50	2.40	2.50	2.60
30-year Bund	2.75	2.70	2.60	2.70	2.80

Source: Oxford Economics, July 2024 Source: Macrobond, July 2024



#### Interest rates: the pace of expected cuts has become more uncertain



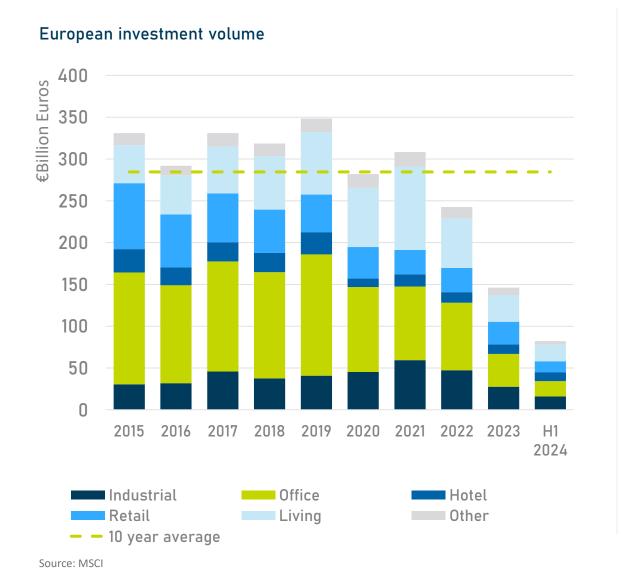


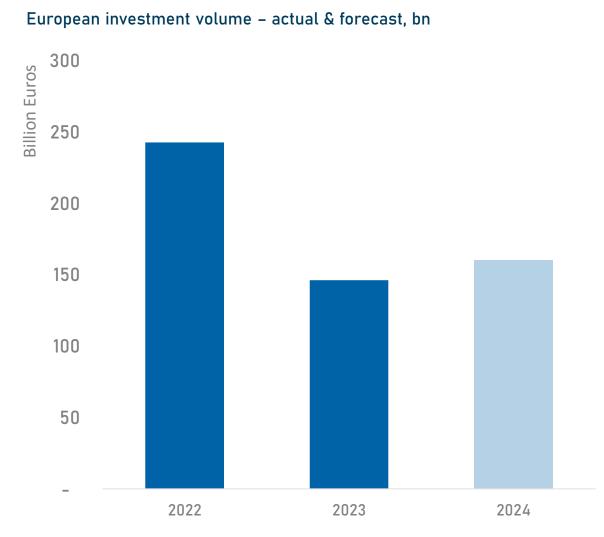
Source: Oxford Economics, July 2024 Source: Macrobond, July 2024



#### Investment activity has stabilised but remains muted

No leading indicators of an imminent rise in activity





Source: Cromwell Property Group, Savills, 2024



# Conclusion



#### Corporate transaction announced on 23 May 2024

Stoneweg's proposed acquisition of 100% Cromwell's European business, 100% of the manager of CEREIT and 27.79% stake in CEREIT units



Stoneweg's proposed €280 million acquisition comprises:

- Cromwell (current sponsor)'s 27.79% stake in CEREIT
- 100% acquisition of CEREIT's manager
- 100% acquisition of Cromwell's European platform



Stoneweg is global multistrategy real estate experienced advisor and asset manager with €4 billion in AUM, based in Geneva Switzerland, including managing a listed Swiss real estate company

At completion, Stoneweg will become an asset manager with €8 billion of AUM



Stoneweg is aligned with CEREIT's existing investment strategy within the existing governance framework and CEREIT Independent Directors and management.
Stoneweg will bring its complementary asset, transaction and capital management prowess to benefit all CEREIT investors



The Manager remains committed to its objectives of providing CEREIT 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 CEREIT's investment strategy, corporate governance (including Board independence) and the CEREIT management team and independent directors



## CEREIT is well-positioned for the next part of the cycle

ECB interest rate cuts, improving credit markets and the proposed amendments to MAS' LTV and ICR limits all contributing to stabilising operating and valuation conditions

#### Key priorities for the rest of 2024



#### 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

- De-risk November 2025 bond maturity with new facilities
- Maintain sufficient committed undrawn debt facilities and liquidity to fund AEIs/capex
- Maintain gearing within the Board's policy range of 35-40% in the medium term
- Maintain Fitch BBB-Investment grade rating



#### Capital recycling

- Rebalance divestment programme for mid cycle and pare down the pace of nonstrategic divestments, as stabilisation of asset valuations and proposed amendments to MAS' LTV and ICR limits now provide longer runway
- Complete the remaining ~€90 million non-strategic divestments
- Increase weighting to logistics and recycle capital into development and asset enhancement programme



#### Sustainability

- 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



# **Appendix**



## CEREIT's portfolio<sup>1</sup> overview as at 30 June 2024

Average portfolio initial yield is 6.3% while longer term 7.7% reversionary yield, reflecting valuers' view of net rental income growth over the medium term

The Netherlands	
Properties	14
Lettable Area (sqm)	247,946
Valuation (€ million)	615.8
% of Portfolio	27.5%
Average Reversionary Yield	6.7%

Italy	
Properties	18
Lettable Area (sqm)	477,064
Valuation (€ million)	406.9
% of Portfolio	18.1%
Average Reversionary Yield	8.8%

France	
Properties	20
Lettable Area (sqm)	266,111
Valuation (€ million)	451.5
% of Portfolio	20.1%
Average Reversionary Yield	7.5%

Germany	
Properties	14
Lettable Area (sqm)	230,280
Valuation (€ million)	204.8
% of Portfolio	9.1%
Average Reversionary Yield	6.5%

Poland	
Properties	5
Lettable Area (sqm)	100,511
Valuation (€ million)	157.8
% of Portfolio	7.0%
Average Reversionary Yield	11.3%

Properties	107
Occupancy Rate (by lettable area)	93.6%
Portfolio Valuation (€)	2,242.3 million
WALE / WALB	4.8 years / 3.6 years
% Freehold <sup>2</sup> (by valuation)	93.0%
Average Reversionary Yield	7.7%



Denmark	
Properties	12
Lettable Area (sqm)	152,433
Valuation (€ million)	134.6
% of Portfolio	6.0%
Average Reversionary Yield	7.4%
Czech Republic	

Czech Republic	
Properties	7
Lettable Area (sqm)	74,018
Valuation (€ million)	76.4
% of Portfolio	3.4%
Average Reversionary Yield	6.0%

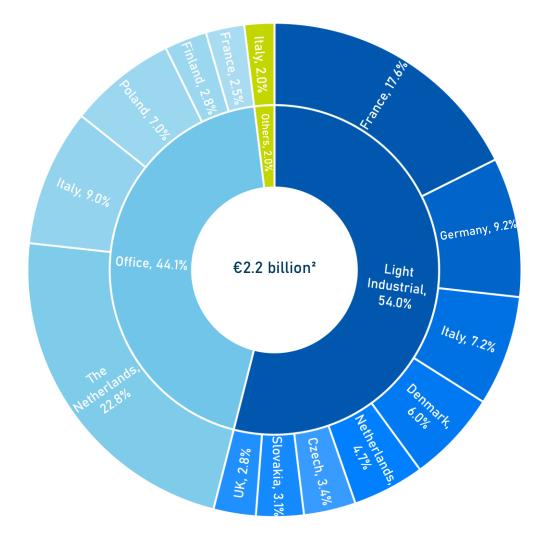
Slovakia	
Properties	5
Lettable Area (sqm)	90,147
Valuation (€ million)	69.9
% of Portfolio	3.1%
Average Reversionary Yield	7.4%

Finland	
Properties	9
Lettable Area (sqm)	48,988
Valuation (€ million)	62.3
% of Portfolio	2.8%
Average Reversionary Yield	11.3%

United Kingdom	
Properties	3
Lettable Area (sqm)	65,566
Valuation (€ million)	62.3
% of Portfolio	2.8%
Average Reversionary Yield	6.6%

Valuation is based independent valuations conducted by Savills Advisory Services Limited and CBRE Ltd as at 30 June 2024 Freehold and continuing / perpetual leasehold / perpetual usufruct

## **CEREIT's portfolio composition**





#### Commentary

 CEREIT's portfolio has a weighting of 54.0% to Logistics / light industrial as at 30 June 2024, further advancing the Manager's stated strategy of pivoting CEREIT to a majority weighting of this sector

Note: Portfolio breakdowns are based on portfolio value

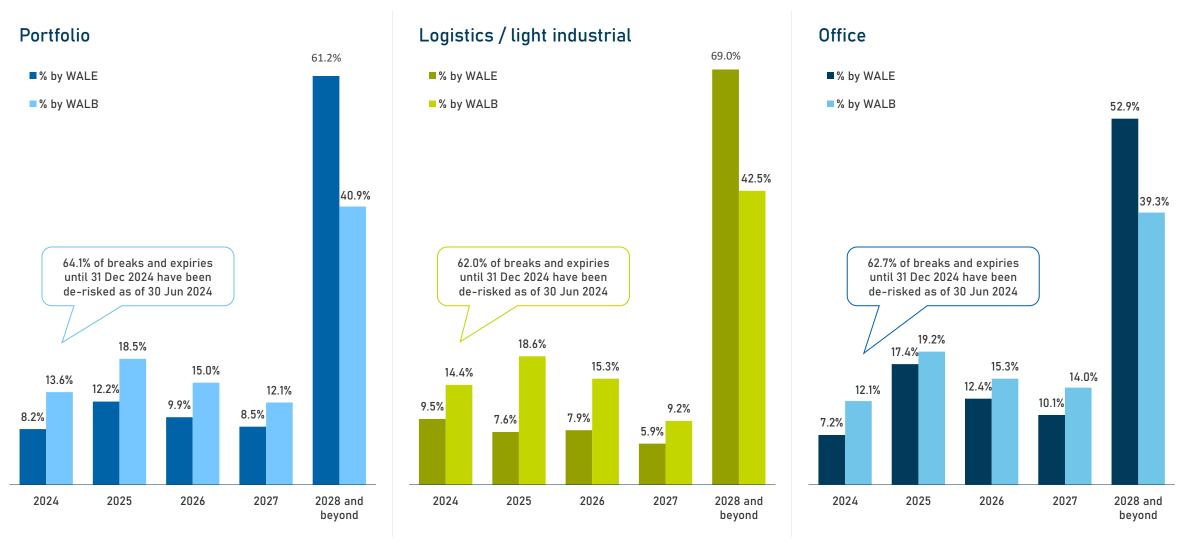
<sup>1.</sup> Other includes one government-let campuses, one leisure / retail property and one hotel in Italy

<sup>2.</sup> Based on independent valuations conducted by Savills Advisory Services Limited and CBRE Ltd as at 30 June 2024



### 64% of lease breaks and expiries up to Dec 31 derisked

Pace of lease derisking accelerated as compared to a year ago (50%); WALE and WALB longer at 4.8 years and 3.6 years respectively





## CEREIT's portfolio<sup>1</sup> operational statistics as at 30 June 2024

	No. of Assets	NLA (sqm)	Valuation (€ million)	Initial Yield <sup>2</sup> (%)	Reversionary Yield <sup>3</sup> (%)	Occupancy (%)	Number of Leases
The Netherlands (total)	14	247,946	615.8	5.7	6.7	97.7	201
Logistics / light industrial	7	70,042	105.6	5.0	6.2	96.6	143
Office	7	177,904	510.2	5.8	6.8	98.1	58
France (total)	20	266,111	451.5	6.3	7.5	93.8	250
Logistics / light industrial	17	231,791	395.2	6.2	7.1	96.2	209
Office	3	34,320	56.3	7.3	10.4	77.7	41
Italy (total)	18	477,064	406.9	6.2	8.8	97.8	89
Logistics / light industrial	5	309,059	161.6	6.3	8.0	100.0	32
Office	10	122,842	201.3	5.5	9.4	93.7	51
Others	3	45,163	44.0	9.2	9.3	92.6	6
Germany (total) – Logistics / light industrial	14	230,280	204.8	5.9	6.5	95.6	74
Poland (total) – Office	5	100,511	157.8	9.1	11.3	88.5	104
Denmark (total) – Logistics / light industrial	12	152,433	134.6	5.5	7.4	81.6	102
Czech Republic (total) – Logistics / light industrial	7	74,018	76.4	5.5	6.0	85.6	13
Slovakia (total) – Logistics / light industrial	5	90,147	69.9	6.4	7.4	96.6	12
Finland (total) – Office	9	48,988	62.3	7.4	11.2	71.3	180
United Kingdom (total) – Logistics / light industrial	3	65,566	62.3	7.2	6.6	100.0	3
Logistics / light industrial (total)	70	1,223,335	1,210.4	6.0	7.0	94.8	588
Office (total)	34	484,565	987.9	6.5	8.5	90.7	434
Others (total)	3	45,163	44.0	9.2	9.3	92.6	6
TOTAL	107	1,753,063	2,242.3	6.3	7.7	93.6	1,028

Valuation is based on independent valuation conducted by Savills Advisory Services Limited and CBRE Ltd as at 30 June 2024

<sup>2.</sup> Initial Yield is is based on independent valuations as of 30 June 2024 and calculated as passing NOI divided by fair value net of purchaser's costs

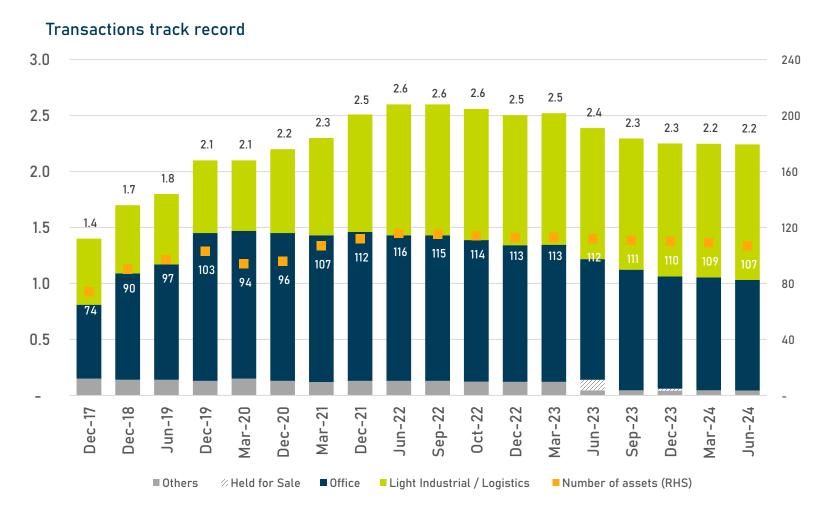
Reversionary Yield is based on independent valuations as of 30 June 2024 and calculated as passing NOI divided by fair value net of purchaser's costs.

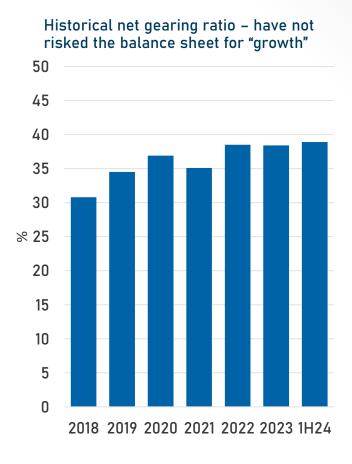


## CEREIT's capital recycling programme now in its third year

Assets sales to keep gearing within 35-40% Board policy range and to fund asset enhancement initiatives (AEI) and developments

As of 30 June 2024, completed €260.5 million in 11 divestments¹ since FY 2022 at a blended 13.8% premium to the most recent valuation





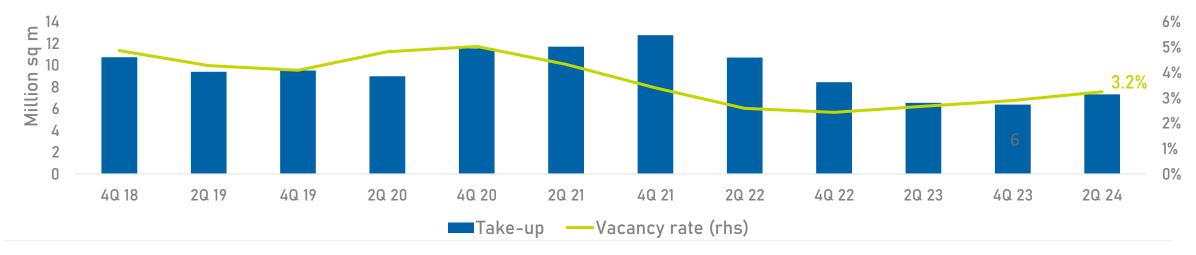
<sup>1.</sup> One office asset in Poland, two light industrial assets in Germany, two office assets in Finland, one light industrial asset in France, two office assets, one logistics unit and two non-core/other assets in Italy.

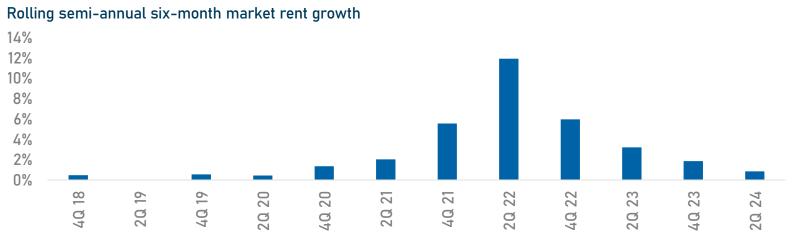


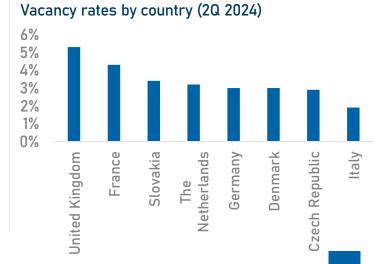
## Low vacancy limiting options for selective logistics occupiers

Take-up<sup>1</sup>, vacancy rates<sup>2</sup> and market rent growth<sup>3</sup> in CEREIT's countries with exposure to logistics

#### Six-month take-up and average vacancy rates







Source; CBRE 2Q 2024

<sup>1.</sup> Take-up covers the sum of quarterly logistics take-up across seven of CEREIT's eight countries with exposure to logistics

<sup>2.</sup> Average quarterly logistics vacancy rate and market rent growth covers all eight of CEREIT's countries with exposure to logistics

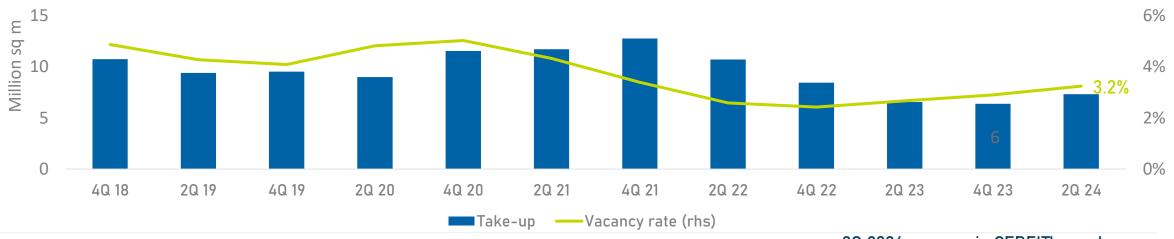
<sup>3.</sup> CEREIT's countries with exposure to logistics - Denmark, France, Germany, Italy, the Netherlands, Slovakia, the United Kingdom and the Czech Republic

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

Prime office vacancy in CEREIT's key office markets is 3.6% at June 2024

Semi-annual six month take-up<sup>1,2</sup> and average vacancy rates for all office grades<sup>1,3</sup>







#### Q2 2024 data

CEREIT's countries with exposure to office - France, Italy, The Netherlands, and Poland (no data for Finland)

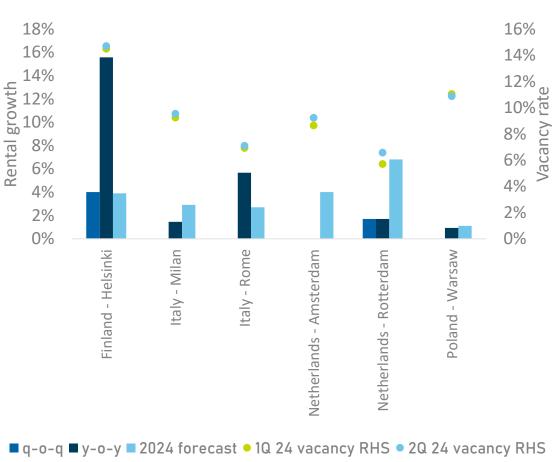
<sup>2.</sup> Take up covers the sum of quarterly office take-up across four of CEREIT's five countries with exposure to office with exception of Finland (no data available)

Average quarterly office vacancy rate covers key cities in the five CEREIT's countries with exposure to office

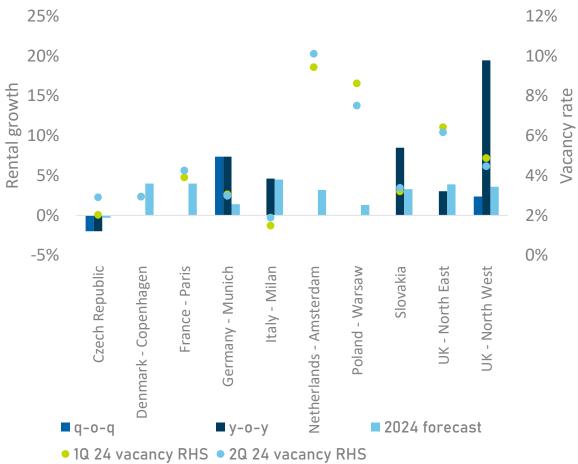


### Occupiers: positive rental growth in 2024, vacancy increase

# Prime office rental growth & vacancy



Prime logistics rental growth & vacancy



Source: CBRE, August 2024



## Key economic forecasts in Eurozone

#### **Annual forecasts**

	2022	2023	2024E	2025E	2026E	2027E
GDP	3.5	0.6	0.8	1.7	1.8	1.5
Private consumption	4.2	0.6	1.1	2.0	2.1	1.7
Fixed investment	2.6	1.5	-0.1	3.0	2.8	2.5
Government consumption	1.6	1.0	1.0	0.5	0.7	0.7
Exports of goods and services	8.1	-1.2	0.4	4.2	3.4	2.6
Imports of goods and services	7.4	-0.6	1.4	3.2	2.9	2.3
Industrial production	2.1	-2.2	-1.1	3.9	3.1	2.4
Consumer prices	8.4	5.4	2.3	1.4	1.6	1.9
Unemployment rate (%)	6.8	6.6	6.5	6.4	6.3	6.2
Current a/c balance (% of GDP)	-0.7	1.6	2.3	1.9	1.8	1.7
Government balance (% of GDP)	-3.7	-3.6	-3.2	-2.7	-2.2	-2.0
Bank's deposit rate (%, EOP)	2.0	4.0	3.3	1.8	1.8	1.8
10-yr govt. yield, EZ avg (%, EOP)	3.4	2.8	3.1	3.0	2.9	2.9
Exchange rate (US\$ per euro, EOP)	1.07	1.11	1.08	1.09	1.11	1.13
Exchange rate (euro per £, EOP)	0.89	0.87	0.85	0.85	0.85	0.86



# Non-exhaustive glossary and definitions All numbers in this presentation are as at 30 June 2024 and stated in Euro ("EUR" or "€"), unless otherwise stated

Abbreviations / mentions	Definitions
Bps	Basis points
CPI	Consumer price index-linked
Cpu	Euro cents per unit
DPU	Distribution per Unit
ERV	Estimated rental value, typically representing valuers' opinion of the open market rent which, on the date of valuation, could reasonably be expected to be obtained on a new letting or rent review of a property
GDP	Gross domestic product
NAV	Net asset value
NOI	Net operating income
NPI	Net property income
Рср	Prior corresponding period
PMI	Purchasing managers' index
RCF	Revolving credit facility
Rent reversion	Calculated as a percentage representing a fraction with a numerator the new headline rent of all modified, renewed or new leases over the relevant period and denominator the last passing rent of the areas being subject to modified, renewed or new leases
Initial Yield	Valuers' term; typically calculated as a percentage representing a fraction with a numerator the net passing rental value per annum (net of non-recoverable running costs and ground rent) expressed and denominator the net capital value
Reversionary Yield	Valuers' term; typically calculated as a percentage representing a fraction with a numerator the net market rental value per annum (net of non-recoverable running costs and ground rent) expressed and denominator the net capital value
Sponsor	CEREIT's sponsor, Cromwell Property Group
sqm / NLA	Square metres / Net lettable area
Tenant retention rate	Tenant-customer retention rate by ERV is the % quantum of ERV retained over a reference period with respect to Terminable Leases, defined as leases that either expire or in respect of which the tenant-customer has a right to break over a relevant reference period
y-o-y / Q-o-Q	Year-on-year / quarter-on-quarter
WALE / WALB	WALE is defined as weighted average lease expiry by headline rent based on the final termination date of the agreement (assuming the leases are not terminated on any of the permissible break date(s), if applicable); WALB is defined as the weighted average lease break by headline rent based on the earlier of the next permissible break date at the tenant-customer's election or the expiry of the lease

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Unitholders have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

## **THANK YOU**

If you have any queries, kindly contact:

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