

### Financial highlights for Q3 2024

TOTAL ASSETS

€21.7

billion

**PROPERTY PORTFOLIO** 

€18.6

billion

**NET LTV** 

50%

**CONTRACTED GROSS RENT** 

€915

Q1-Q3 CONSOLIDATED ADJUSTED EBITDA

€594

Q1-Q3 FUNDS FROM OPERATIONS (FFO)

£311

OCCUPANCY

91%

LIKE-FOR-LIKE RENTAL GROWTH

3.6%

**UNENCUMBERED ASSETS** 

51%

WAULT

3.4
years

**NET ICR** 

2.6×

EPRA NRV (NAV)

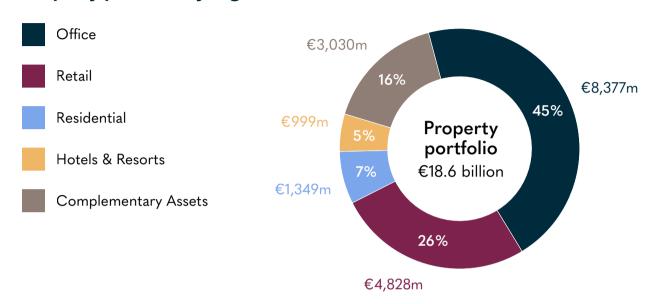
€6.8

billion

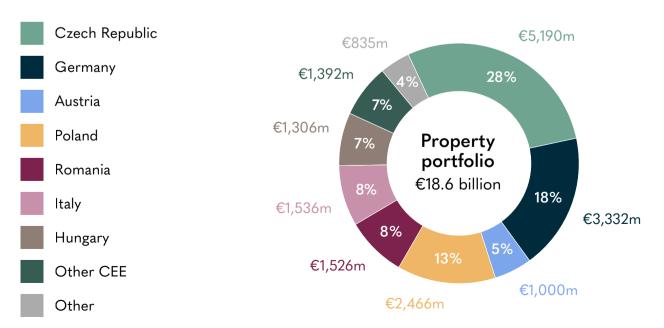
2

### Scale, diversification and quality

### Property portfolio by segment (as at 30 September 2024)



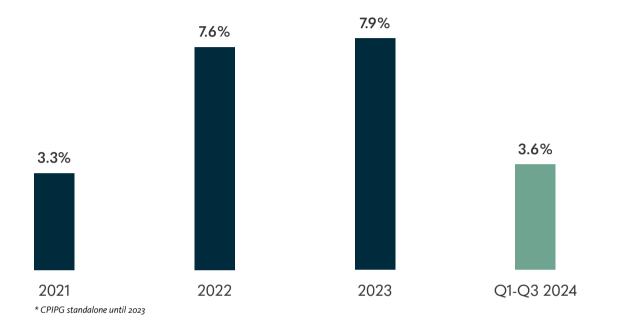
#### Property portfolio by geography (as at 30 September 2024)



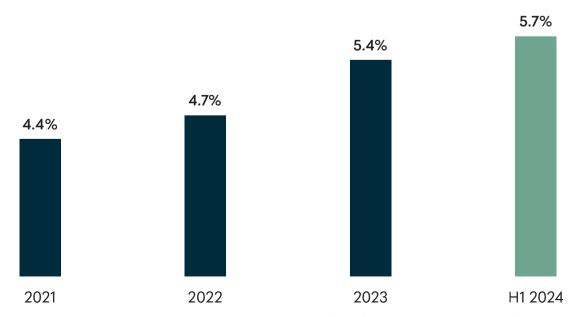


### High-yielding portfolio growing rents

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

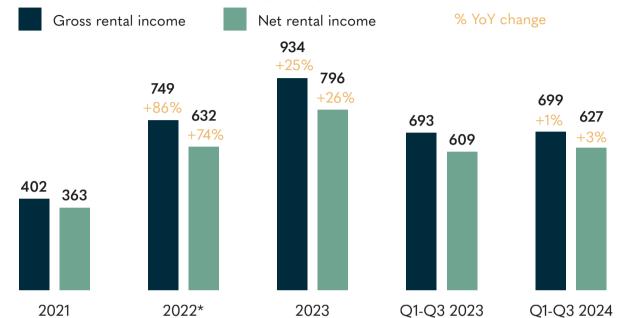


#### **EPRA topped-up NIY** (%)



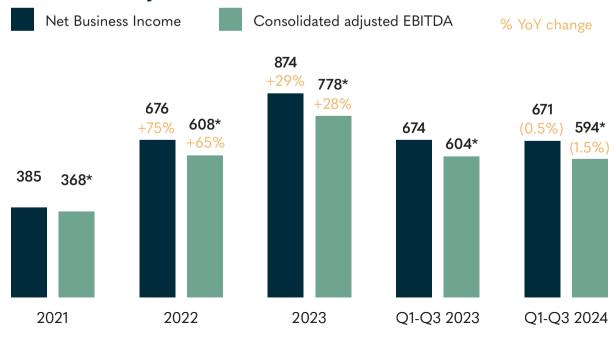
#### Note: Annualised passing cash rents, less non recoverable property expenses adjusted for rent-free periods compared to the gross value of the properties.

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



\* Rental income in 2022 reflects ten months of contribution from IMMOFINANZ and six months of contribution from S IMMO.

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

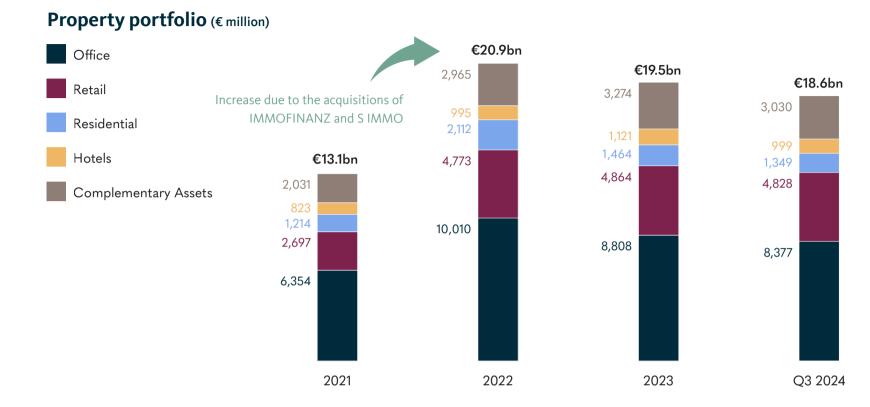


<sup>\*</sup> Includes pro-rata EBITDA of Equity accounted investees.

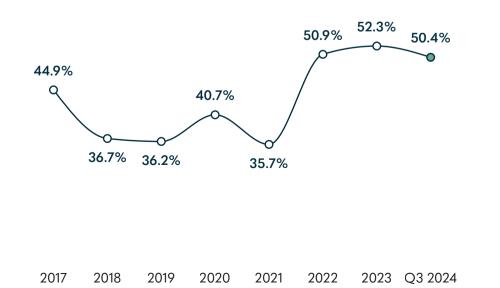
### **CPIPG strategy and performance**



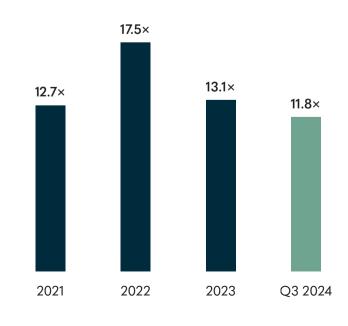
- CPIPG is confident in the long-term positioning of our property portfolio
- Real estate and economic fundamentals in our region remain stronger than Western Europe and the USA
- The Group grew strategically through acquisitions in 2021 and 2022, which along with reduced property valuations have increased leverage
- Reducing leverage and maintaining a high level of liquidity are key priorities
- Like-for-like rental growth of 3.6% in Q1-Q3 2024
- The Group closed and/or received cash deposits for over €1.5bn of gross disposals in 2024. Around €250m of signed disposals are expected to close in the coming months
- The ongoing total disposal pipeline exceeds €3bn
- Net debt reduced by €848m from year-end, net LTV declined by 1.9% to 50.4%, net debt/EBITDA declined to 11.8×
- Consistent access to financing with two highly successful green benchmark bond issuances for a total of over €1.2bn in May and September, heavily oversubscribed >6×
- In H1 2024, a €156m (0.8%) valuation drop was reflective of the broader market; CPIPG believes we are close to the bottom in valuation declines
- Successful completion of White & Case governance review; all recommendations will be followed
- Efforts to simplify the Group structure are underway;
   S IMMO squeeze-out completed in December



#### **Net LTV evolution (%)**



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





What's

working?

# High occupancy reflects tenant and asset quality

- **High occupancy rate of 90.9% across the portfolio.** Retail remains virtually fully occupied at 96.6%, offices are at 87.1%, and the residential segment at 90.1%.
- The Group's lease maturity profile is well balanced, with a WAULT of 3.4 years, which has been stable for the past six years; on average, 16% of our leases expire annually through 2028.
- **Top 10 tenants** are high-quality international and regional companies, and **only represent 9% of rental income.**

#### Occupancy rate (%)\*



<sup>\*</sup> Occupancy based on rented units.

#### Top 10 tenants by rental income

iop io conume oy			
	€ million	Rent as % of GRI*	WAULT** (years)
LPP	10.2	1.1%	3.1
Ahold Delhaize	9.5	1.0%	5.6
dm	8.9	1.0%	3.2
TOKKO FASHION	8.8	1.0%	2.8
kík	8.8	1.0%	2.4
DEICHMANN	8.7	1.0%	3.0
uni per	8.5	0.9%	4.5
TESCO	7.9	0.9%	6.4
PEPCO	7.5	0.8%	2.8
SAMSUNG	7.4	0.8%	1.8
Total	86.2	9.4%	3.6

97%
Retail occupancy

90%
Residential occupancy

3.4 years average WAULT

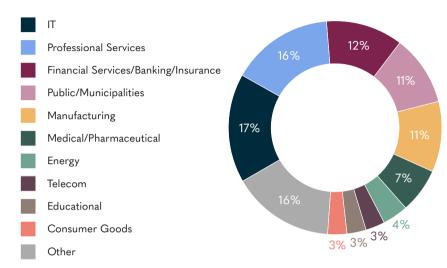
Office occupancy

<sup>\*</sup> Based on annualised headline rent. \*\* WAULT reflecting the first break option

### Diversified tenants and a solid lease profile



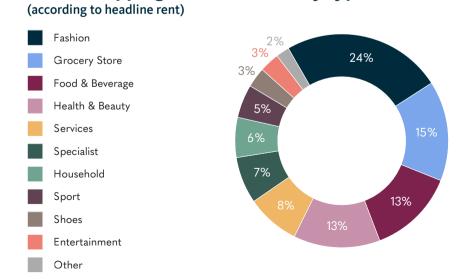
#### Office tenants by type (according to headline rent)



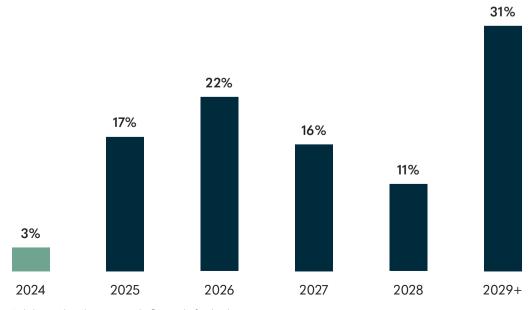
### Top 10 income-generating assets

Asset	Value (€ m)	% Total	GLA m²	EPRA occupancy	Location
myhive Warsaw Spire	365	2.0%	72,000	92.8%	Warsaw, PL
SC Maximo	316	1.7%	60,000	99.7%	Roma, IT
Warsaw Financial Center	260	1.4%	50,000	82.8%	Warsaw, PL
Eurocentrum	228	1.2%	85,000	94.9%	Warsaw, PL
Quadrio	226	1.2%	25,000	99.0%	Prague, CZ
SC Sun Plaza	216	1.2%	82,000	99.5%	Bucharest, RO
Helmholtzstraße	200	1.1%	46,000	79.4%	Berlin, DE
FLOAT	191	1.0%	30,000	99.0%	Düsseldorf, DE
Franklinstraße	188	1.0%	38,000	87.1%	Berlin, DE
myhive am Wienerberg Twin Towers	183	1.0%	66,000	91.0%	Vienna, AT
Top 10 as % of total property value	€2,371m	12.8%	554,000		

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



#### Maturity profile of fixed rental agreements



Excluding residential properties and reflecting the first break option.

 ${\it Note: Specialist\ include\ Books\ and\ Stationery,\ Toys,\ Presents\ and\ E-commerce.}$ 

### **Financing and liquidity**



- **€2.1 billion of liquidity** at Q3 2024, with subsequent €647 million bond tender settlement on 1 October
- Debt maturities are well-covered
- €2.7 billion of bonds and loans repaid year to date
- CPIPG is highly focused on nurturing our strong bank and bondholder relationships



# What's working?

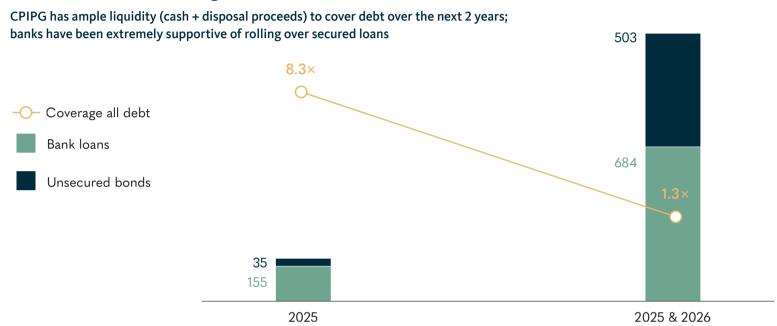
- Issued over €1.2 billion of bonds in May and September after a two-year absence from the market; transactions received more than €7 billion of demand
- Proactive liability management repaying an equivalent of over
   €700 million in bonds maturing between 2025 and 2027
- Fully repaid the acquisition bridge financing for IMMOFINANZ and S IMMO
- Net debt reduced by €848 million



Work in progress

- CPIPG's credit ratings were downgraded to high yield by S&P in H1 2024, and by Moody's in early H2 2024
- Through deleveraging and by simplifying our corporate structure, CPIPG intends to regain our "BBB" rating
- Downgrades have not materially impacted the Group's access to financing

#### **Debt maturities coverage**



Bubenská 1, Prague, Czech Republic

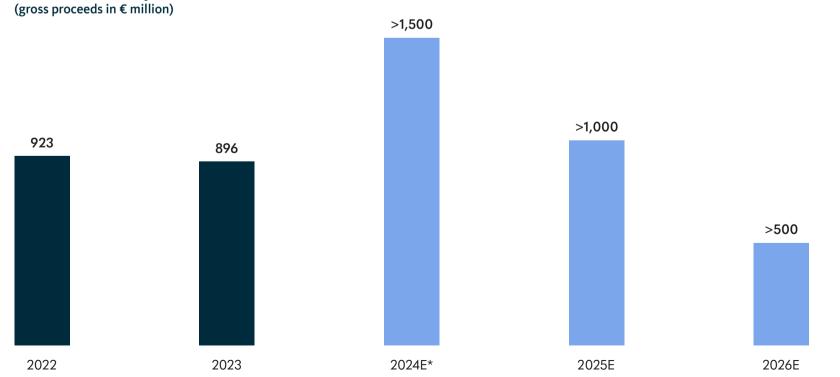


### Disposal pipeline on track

### Granularity and diversification of pipeline are significant advantages

- The Group closed and/or received cash deposits for over €1.5 billion of gross disposals in
   2024. Around €250 million of signed disposals are expected to close in the coming months, while
   c. €400 million of disposals have received at least on letter of intent and/or are in the due diligence stage.
- The Group's disposal strategy focuses lower-yielding assets such as residential assets, selected hotels which have seen solid performance and investor demand and less-core assets.
- The buyers are predominantly local investors, including family offices, local real estate companies, funds and asset managers.
- CPIPG's **total disposal pipeline under consideration exceeds €3 billion.** The Group targets disposals of more than €1 billion in 2025 and at least €500 million annually in subsequent years.

#### Established disposal track record



#### **Examples of completed disposals**



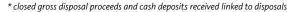










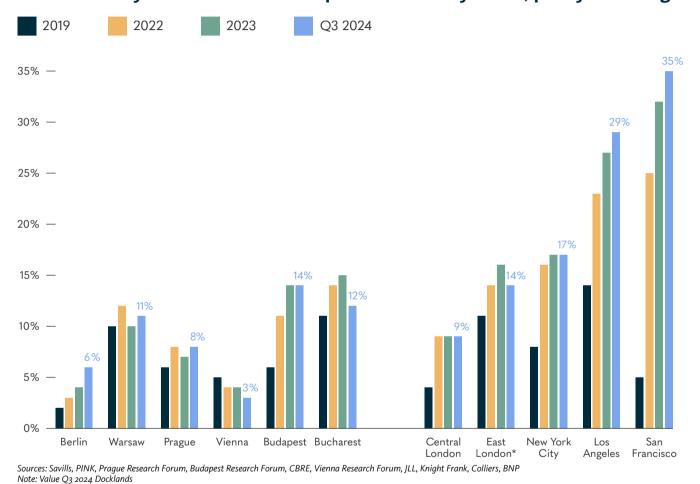




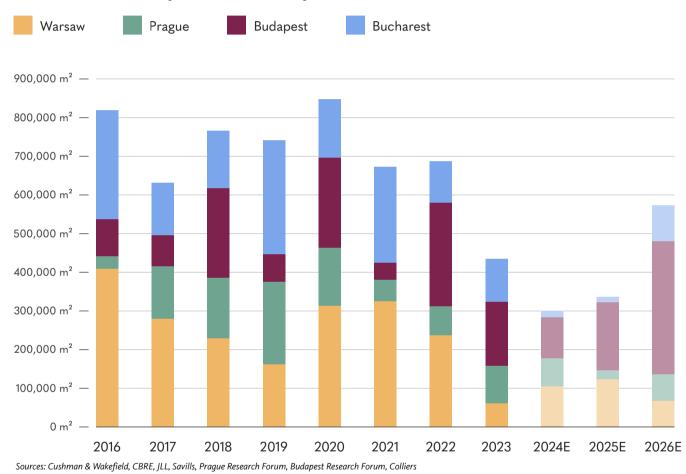
### Healthy supply/demand balance for offices across Central and Eastern Europe

### Vacancy rates in Central Europe remain low while new supply is limited

#### Office vacancy rates in Central Europe are at healthy levels, partly declining



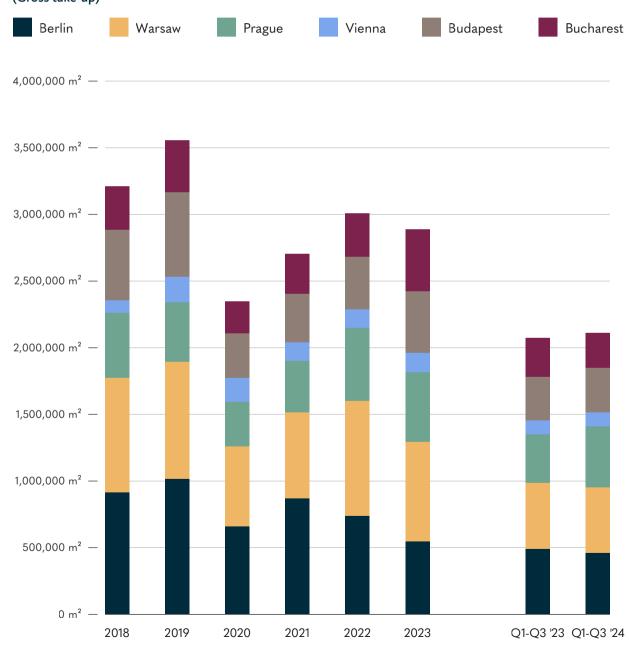
#### **Annual office completions CEE Capital Cities**

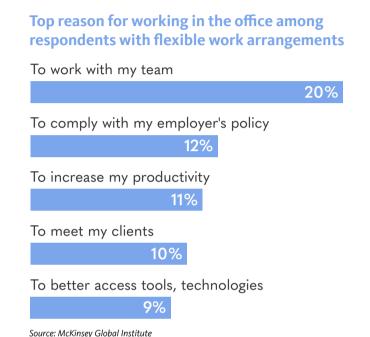


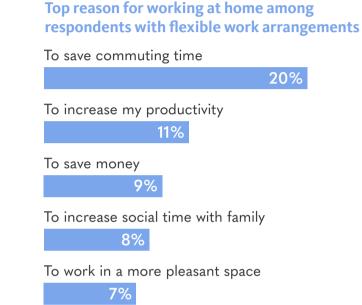
- Central and Eastern European office vacancy rates remain at healthy levels, ranging from around 3% in Vienna up to 14% in Budapest, well below levels seen in US cities.
- "Office life" in Europe returned to near pre-pandemic levels. Peak weekly occupancy rates across Europe are only 10% below the pre-pandemic weekly peak, according to Savills.
- 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.
- According to CBRE, vacancy rates in key CPIPG markets such as Berlin, Prague, and Budapest are expected to stabilise over 2024-25, whilst vacancies in Warsaw are expected to fall significantly due to limited new supply.

# Occupier demand driven by economic growth and the return-to office as hybrid work models prevail

### Demand recovered since 2021 albeit still below pre-pandemic levels (Gross take-up)



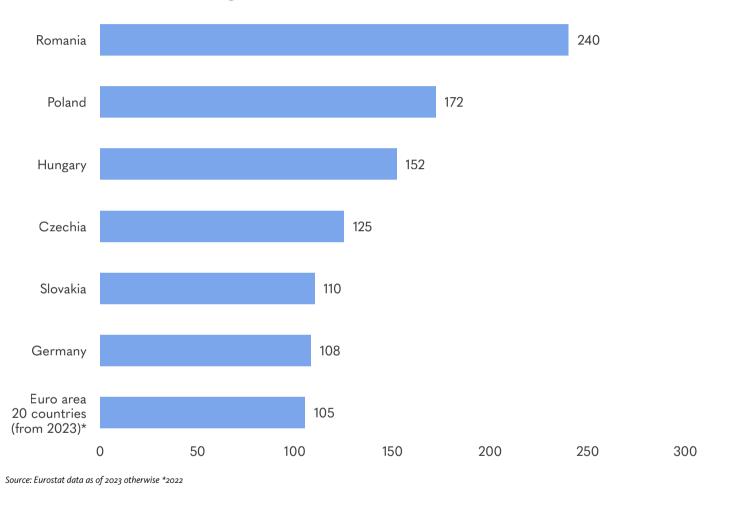




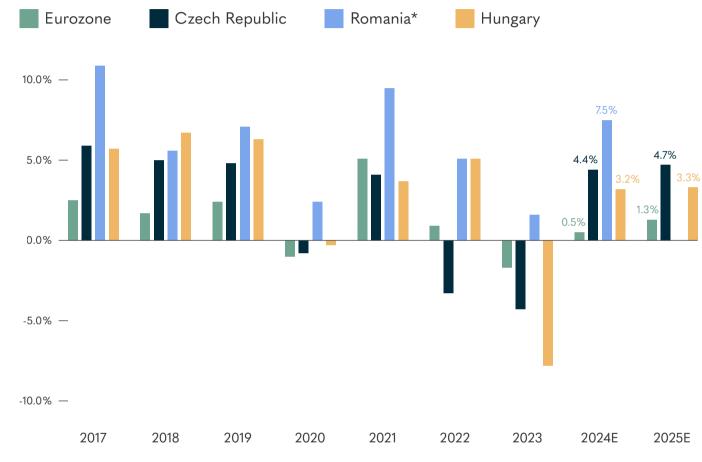
- Central European offices benefit from lower commuting times compared to other regions, with CPIPG's core cities, Berlin, Prague and Warsaw, having some of the best public transportation systems in the world.
- Office demand across our key markets is picking-up again with a 1.7% YoY increase in market letting activity in the first nine months of 2024, albeit still somewhat below pre-pandemic levels.
- 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.

### **CEE retail continues to benefit from catch-up effect with Western Europe**

#### Real income continues to grow in CEE (2010 = 100)...



#### ...boosting purchasing power reflected in healthy retail sales volume growth



Sources: Cushman & Wakefield, Moody's Analytics, Erste Group

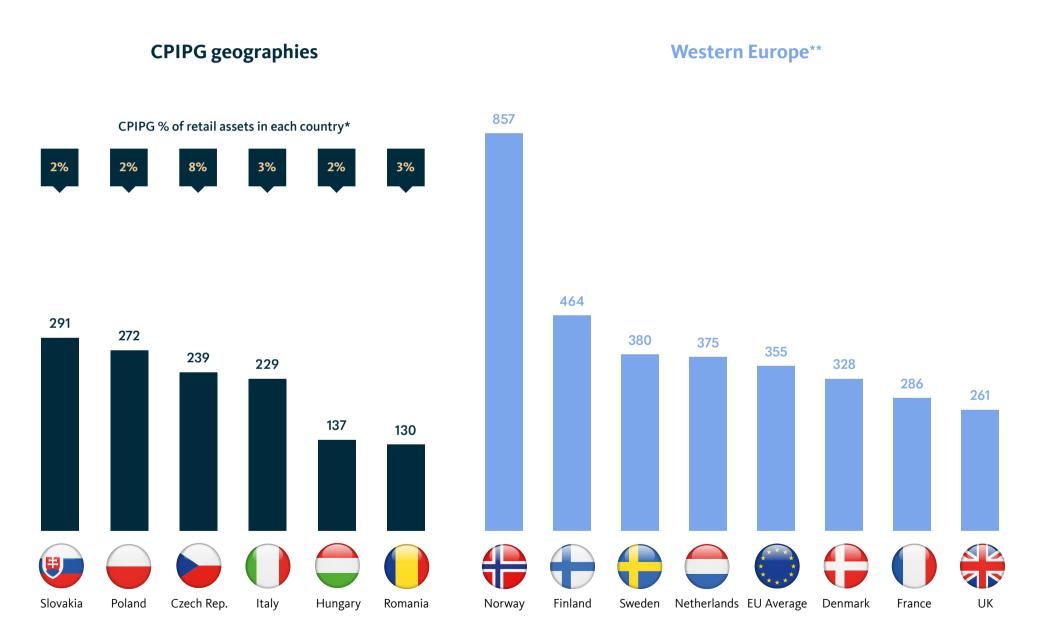
\* For Romania 2025E is not available

- Long-term catch-up effect in the CEE region as real incomes continue to grow while still well below Western European levels.
- Consumer retail spending is expected to increase in 2024 and 2025, propelled by **lower inflation, robust employment markets** fuelling real wage growth and **higher volumes of international travellers.**
- Convenience retail properties are expected to continue to perform well, due to their attractive cost ratios for tenants, focus on consumer's daily needs and limited competition.
- Higher-quality, experience-led shopping centres will outperform as retailers focus on larger-format, flagship stores in the best locations that attract higher footfall and increase dwell time.

### **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

# Difficulty to build competing supply in the Czech Republic

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

Country	Dealing with construction permits	Overall rank	
Niger	180	132	
Venezuela	175	188	
Czech Republic	157	41	
West Bank and Gaza	148	117	
Slovakia	146	45	
Gabon	141	169	
Italy	97	58	
Switzerland	71	36	
Poland	39	40	
Germany	30	22	
United States	24	6	
United Kingdom	23	8	

Source: World Bank Report

<sup>\*</sup> Share of CPIPG's overall portfolio value represented by retail assets in Poland, Czech Republic, Slovakia, Hungary, Italy and Romania

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

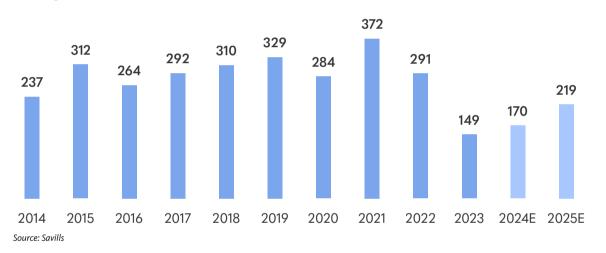
### Investment market activity focused on small and mid-size transactions

- 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 volume is expected to reach €170 billion in 2024 with a further increase to €219 billion expected for 2025.
- Retail and hotel assets saw increasing investor interest, driven by stable operating performance and positive outlook of the segments.
- Investor sentiment is improving compared to previous years, as the cost of debt is decreasing, and investors shift from a wait-and-see attitude to a more active decision-making stance.

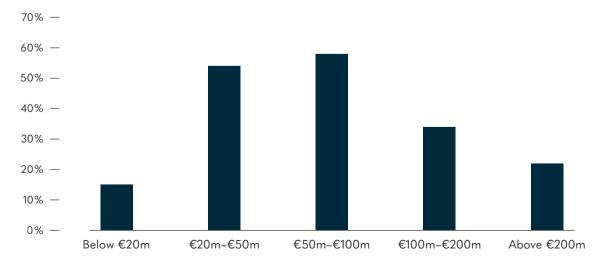
#### Selected key transactions in our region in Q3 2023 - Q4 2024

Property	Sector	Location, Country	Sales price (€m)*	<b>CPIPG Sale</b>	Buyer	Quarter
Warsaw Unit	Office	Warsaw, PL	280		Eastnine	Q4 24
Grand Hyatt Athens	Hotel	Athens, GR	235		Blackstone RE	Q4 24
Hotel Julis	Hotel	Prague, CZ	Undisclosed	✓	Local investor	Q4 24
React	Office	Lodz, PL	33		Summus Capital	Q4 24
Hanoved Center	Office	Budapest, HU	Undisclosed		Greve Group	Q4 24
Residential portfolio	Residential	Various, DE	448		GTC Group	Q4 24
Two retail parks	Retail	Various, PL	~35		Falcon Investment Management	Q3 24
9 commercial assets	Office / Retail	Various, DE	Undisclosed		VIB Vermögen	Q3 24
VN 42	Office	Prague, CZ	143		City of Prague	Q2 24
Expo Market Doraly	Retail	Bucharest, RO	90		WDP	Q2 24
German commercial assets portfolio	Office/Retail	Various, DE	255	<b>✓</b>	Undisclosed	Q2 24
Nowy Rynke	Office	Poznan, PL	>79		Eastnine	Q2 24
Mokotow offices	Office	Warsaw, PL	29	✓	Echo Investment	Q2 24
Aleja Niepodległości 69	Office	Warsaw, PL	Undisclosed		Alides Polska & Aya Properties Fund	Q2 24
6 shopping centres	Retail	Various, PL	285		Star Capital Finance	Q2 24
Studio B	Office	Warsaw, PL	86		Stena Real Estate	Q2 24
City Tower Vienna	Office	Vienna, AT	~150	✓	United Benefits Holding	Q2 24
3 assets in Rome	Office	Rome, IT	>200		COIMA	Q2 24
Via Montepolano 8	Retail	Milan, IT	~1,300		Kering	Q1 24
Vörösmarty 1 retail centre	Retail	Budapest, HU	Undisclosed		Indotek	Q1 24
Concept Tower	Office	Warsaw, PL	Undisclosed	✓	Wood & Company	Q1 24
Two offices Dresdnerstrasse	Office	Vienna, AT	Undisclosed	<b>✓</b>	Austrian real estate investor	Q1 24
50% Hotel JV for eight Czech Hotels	Hotel	Various, CZ	173	<b>✓</b>	Best Hotel Properties	Q1 24
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	<b>✓</b>	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
Arkady Pankrac	Retail	Prague, CZ	265		Trigea	Q3 23
Warta Tower	Office	Warsaw, PL	63		Cornerstone	Q3 23

#### **European investment market volume (€ billion)**



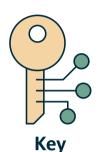
#### European Investors focuses on €20-€100 million transaction sizes



Source: Savills Research, EME Investor Sentiment Survey



### Office portfolio: leader in CEE capital cities



messages

- Prominent CEE office owner with more than 2.9 million m² of space across
   162 properties
- Focused on capital cities of Berlin, Warsaw,
   Prague, Vienna, Bucharest and Budapest
- Local knowledge and experience, plus owning the largest platforms in each city, is a distinct advantage



working?

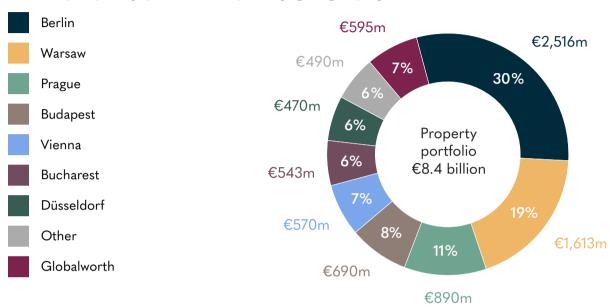
- Like-for-like rental growth of 3.1% in Q1-Q3 2024
- Market sentiment for office is improving in Europe
- Working from home is less of a factor in the CEE region
- Rents "affordable" compared to Western Europe/USA



progress

- Small decline in occupancy to 87%
   primarily due to Berlin, which is impacted
   by the weaker German economy and
   Warsaw, where the decline is expected to be
   offset by new leases in the coming quarters.
- Localised challenges in certain markets (e.g., Budapest)
- Sale of less-core assets (e.g., Düsseldorf) to be progressed in the coming quarters

#### Office property portfolio split by geography



#### **Examples of leases signed during Q3 2024**



Oetker digital

**Food & Beverages** 

600 m<sup>2</sup>, Berlin

WARHDRSE 💆



1,900 m<sup>2</sup>, Warsaw

Regus Real Estate



Novo Nordisk Healthcare 1,500 m², Budapest



Ringier

Media

2,600 m², Bucharest



iris-GmbH Industrial 2,300 m², Berlin



Warhorse Studios

**Game Studio** 

2,600 m<sup>2</sup>, Prague

Atlas Copco Industrial 2,100 m², Prague



N-able IT 1,600 m², Warsaw



IFUA Horváth & Partners

Consulting

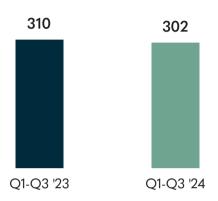
1,200 m², Budapest



PGL E-Sports 2,600 m², Bucharest

### Sound tenant demand for offices in our regions

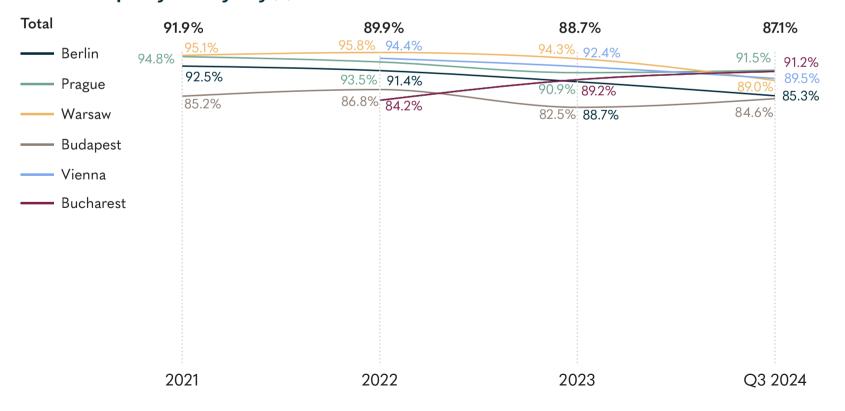
#### Office net rental income (€ million)







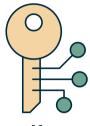
#### Office occupancy rate by city (%)





#### Schlesische Straße 26, Berlin, Germany photo: © CHL

### Berlin office: delivering higher rents



Key messages

- Portfolio valued at €2.5 billion, offering 900,000 m² of space across 41 properties with more than 1,700 tenants
- "Red brick" modernised historical properties which appeal to Berlin's IT and creative sectors
- Berlin remains the #1 city for startups in Germany
- GSG is one of the largest producers of solar power in Berlin



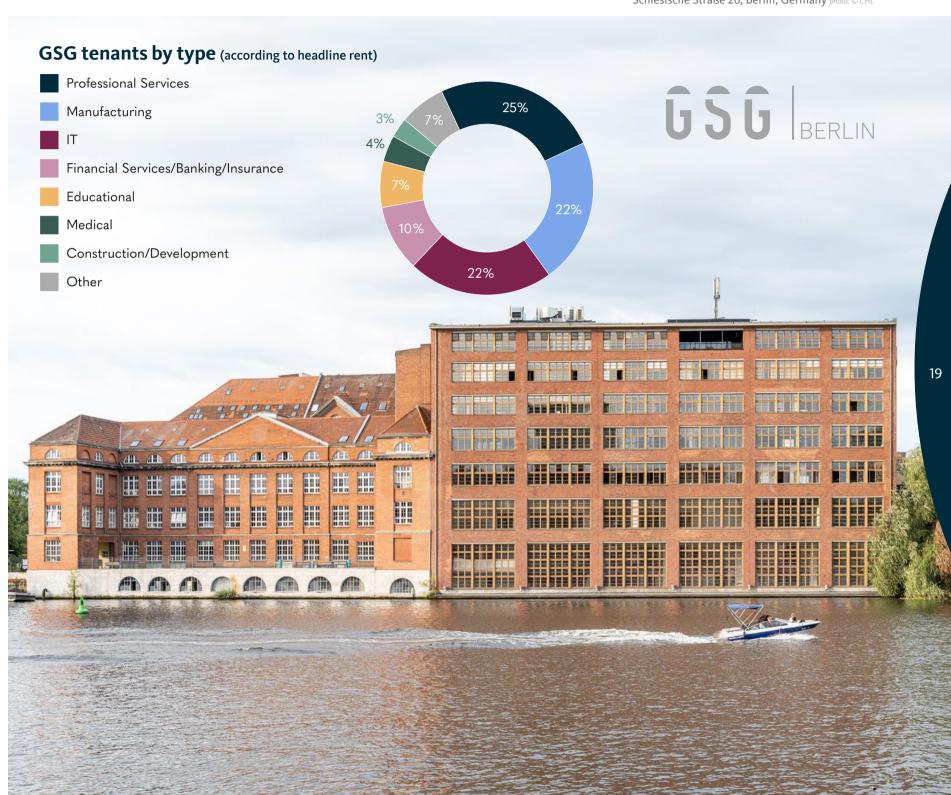
What's working?

- Net rental income increased by 15% to €80 million
- 1.9% like-for-like growth in rents
- GSG's average monthly rent increased to €11.39/m² but remains well below the Berlin average of €25/m²
- 51,000 m² of new leases or prolongations signed in Q1-Q3, with headline rents increasing 46% on average



Work in progress

- Occupancy at 85% reflects a weaker economy, but also the impact of space under development (c. 3%)
- Agreed on new brokerage agreements with key agents in the market to generate higher traffic of potential tenants
- Further certification with WiredScore for excellent connectivity with 18 assets currently certified



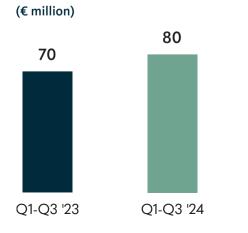
### Berlin portfolio is well-positioned for growth



Higher rents across GSG sub-segments (€/m²)

	2021	2022	2023	Q3 2024
Rest-West	9.43	10.31	10.94	11.44
Kreuzberg	15.43	17.23	18.39	19.14
econoparks	5.44	5.93	6.51	6.83
Total	9.55	10.34	11.03	11.39

#### **GSG** Berlin net rental income





### Warsaw office: central locations, actively managed



messages

- **Portfolio of €1.6 billion** offering 500,000 m² across 19 properties
- #1 office owner in Warsaw
- Modern, mostly certified green portfolio
- €250 million equity investment by Sona Asset Management in part of our Polish portfolio was a strong vote of confidence



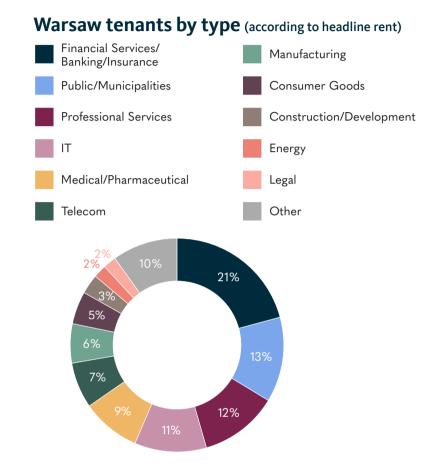
## What's working?

- Occupancy temporary at 89%, while typically above the market average of 89%
- Like-for-like rents increased 0.7%
- Nearly 74,000 m<sup>2</sup> of leases signed in Q1-Q3 2024
- Granular tenant base with average signed lease space of 585 m<sup>2</sup>



## Work in progress

- Net income declined to €63 million due to disposals
- Occupancy temporary declined in Q3 to 89%, while expected to increase again well above 90% due to already signed leases and strong leasing pipeline
- Development opportunities at Prosta 69, where we recently obtained a building permit and other assets such as Oxford Tower



#### Warsaw office net rental income





### **Prague office: market leader**



messages

- **Portfolio of €890 million** with 300,000 m² across 19 properties
- Leading owner of offices in Prague with a long operating history
- Mix of historic properties and modern, green assets
- Focused on central Prague locations



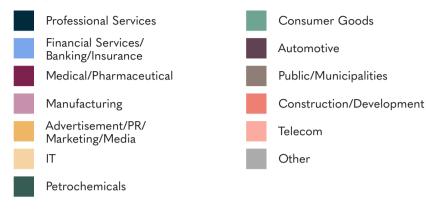
- What's working?
- Occupancy at 91.5% with a WAULT to first break of 4.0 years
- Like-for-like rents grew 3.0%
- Overall **leasing volume of 58,000 m²** in Q1-Q3 2024 with 77% lease prolongations
- Tenants prefer to extend instead of finding and paying for a new lease; expansions of space were 8% of leases concluded

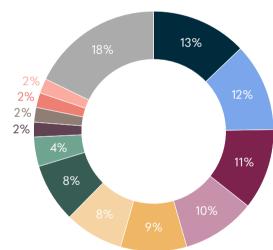


progress

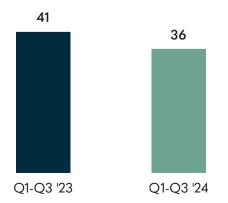
- Vacancy is mainly attributable to Tokovo office, which is being refurbished after the move-out of key tenants
- Net rental income decreased by 12% to €36 million due to disposals

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



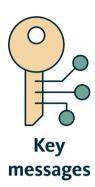


#### Prague office net rental income (€ million)





### Vienna office: good assets, stable performance



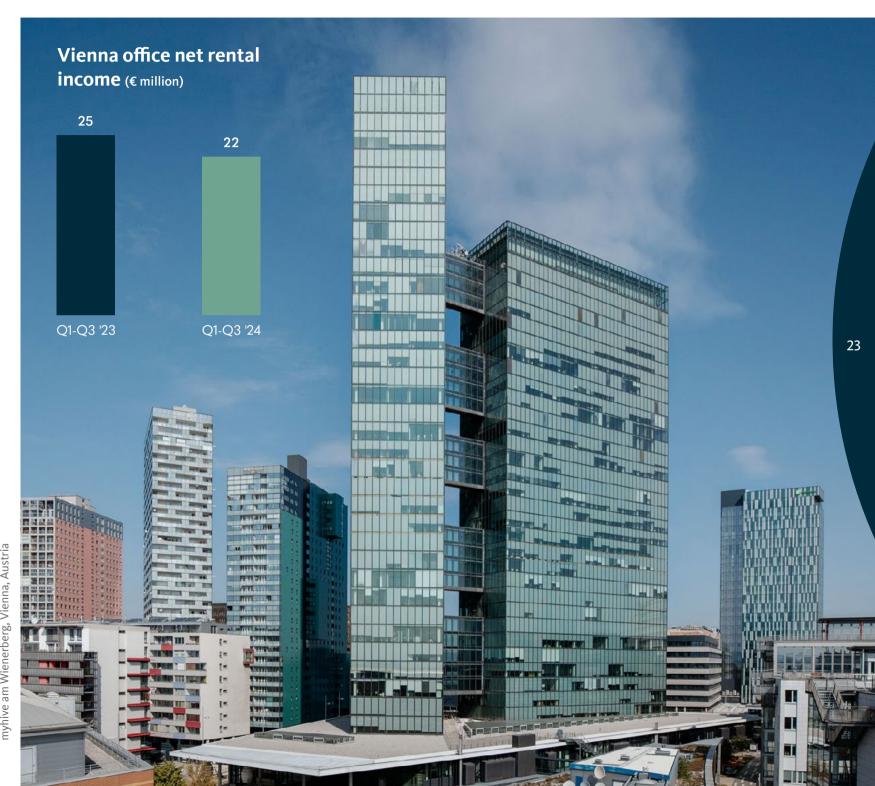
- Through our IMMOFINANZ and S IMMO acquisitions,
   CPIPG became a leading office owner in Vienna
- **Portfolio valued at €570 million,** or 7% of CPIPG's total office exposure, and includes prominent buildings such as the myhive am Wienerberg Twin Towers
- Generally considered a less-core location for the Group



- Four assets were sold during Q1-Q3 2024, including City Tower in Vienna, for over €150 million
- Occupancy declined slightly to 90%, mainly due to the sale of fully occupied buildings
- **High share of public and municipality tenants** (20%), which have good credit quality and tend to be stickier



- Net rental income decline to €22 million due to disposals
- Ongoing reletting of refurbished central office locations



### Budapest office: challenging market, good assets and a great team



- **Portfolio valued at €690 million**, or 8% of CPIPG's total office exposure, across 20 properties
- Modern and sustainable assets in central locations
- Highly experienced local team



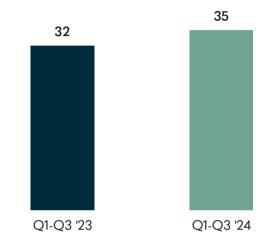
- Net rental income increasing by 7% to €35 million
- Nearly 34,000 m² of leases signed between Q1-Q3 2024 with c. 2/3 prolongations
- Internal energy management company ensures a stable supply of renewable energy and is already operating profitably



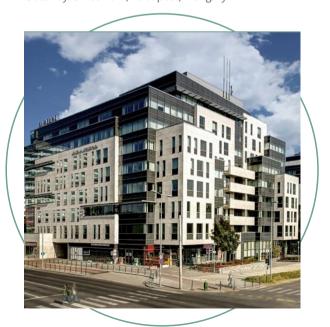
progress

- Occupancy increased to 84.6%, while market remains challenging
- High share of public and municipality tenants (37%), which have been encouraged by the government of Hungary to relocate to government-owned properties
- Focus on ESG initiatives and service offers as a differentiator to competitors, such as e-charging concepts for our parking management

### **Budapest office net rental income** (€ million)

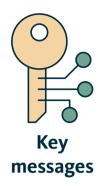


Gateway Office Park, Budapest, Hungary





### **Bucharest: delivering solid performance**



- 13 properties valued at €543 million, representing 6% of CPIPG's office portfolio
- Combined with our investment in Globalworth, CPIPG is one of the largest owners of offices in Bucharest



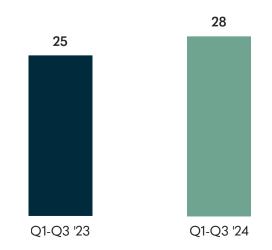
- Net income rose from €25 to €28 million
- High WAULT of 4.5 years
- Occupancy increased to 91.2% from 89.2% at year-end 2023 and 84.2% in 2022
- Over 45,000 m² in leases signed during Q1-Q3 2024, representing about 17% of the total market volume
- **High retention rate of 90%** for lease expiries, with the remaining 10% immediately replaced by new tenants



- Achieving 100% in renewable energy used in the portfolio with green lease memorandums under way for the majority of leases
- Working on additional new leases, which have been partly signed but have not commenced yet as of reporting to further increase the occupancy



### **Bucharest office net rental income** (€ million)





ıe Mark, Bucharest, Roman

### Retail portfolio: focused on CEE retail parks and shopping centres



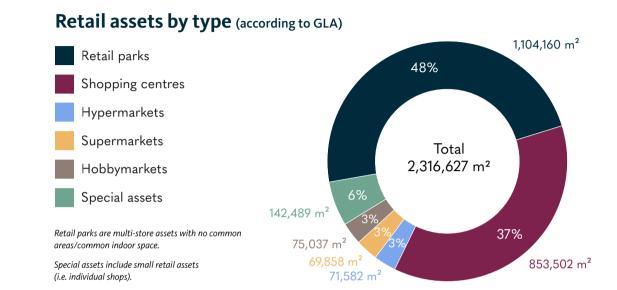
- **CPIPG is a leading retail landlord in CEE** owning 160 retail parks, 30 shopping centres, hypermarkets, DIY shops, and other properties
- **€4.8 billion in total value,** or 26% of CPIPG's portfolio
- Footprint expanded with the acquisitions of IMMOFINANZ and S IMMO, which owned assets including STOP SHOP retail parks and VIVO! shopping centres
- Limited construction and competition around the region



- High and stable occupancy at 96.6%
- Net rental income increased by 6.1%
- Like-for-like **rental growth of 3.5%**
- Positive contributions from **retail park developments** (e.g, Serbia, Croatia)
- The scale of our portfolio means that CPIPG is the "first call" for tenants who are looking to expand in the region



- Continued investments in portfolio quality and positioning (e.g., food courts and expansions)
- While sales are up significantly, footfall continues to lag 5-10% behind pre-COVID levels
- Slight decline in occupancy from a very high level



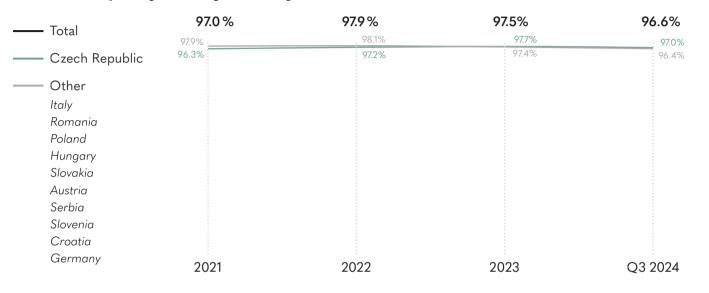
#### **Retail property portfolio by country**



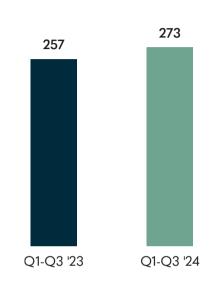
#### 2-

### **Retail portfolio: solid performance continues**

#### Retail occupancy rate by country (%)



#### Net rental income (€ million)



Maximo Shopping Centre, Rome, Italy



Spektrum Shopping Centre, Prague, Czech Republic











• 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%. HU Langenrohr, Austria



RO

PL

Austria

Croatia

Czech Republic

Hungary

Italy

Poland

Romania

Serbia

Slovenia

SK - Slovakia

97.2%

**Retail park** occupancy

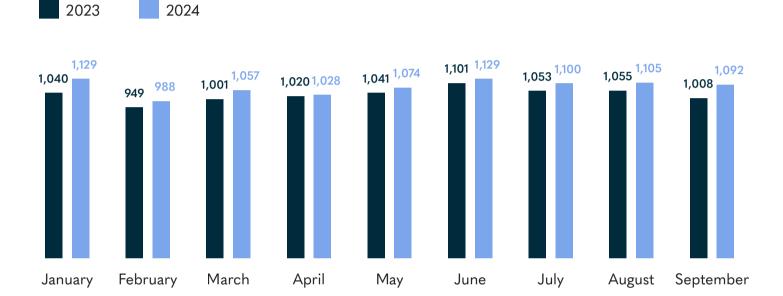
160

retail park properties

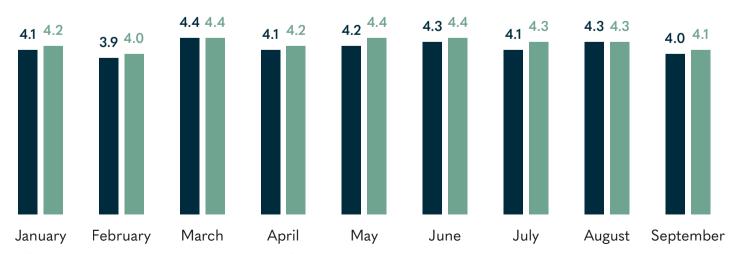
### Retail assets continue to perform well

### 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 +4.6% YoY (CZK million)



### Lfl footfall in Czech shopping centres is up by +1.1% YoY (million)





2024

2023

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

### Residential portfolio: in-demand asset class



- Residential assets represent around 7% of the Group's portfolio with a **total value of €1.3 billion**
- Most residential assets are located in the Czech Republic (68%), where CPIPG is the second-largest residential property owner through our subsidiary CPI BYTY



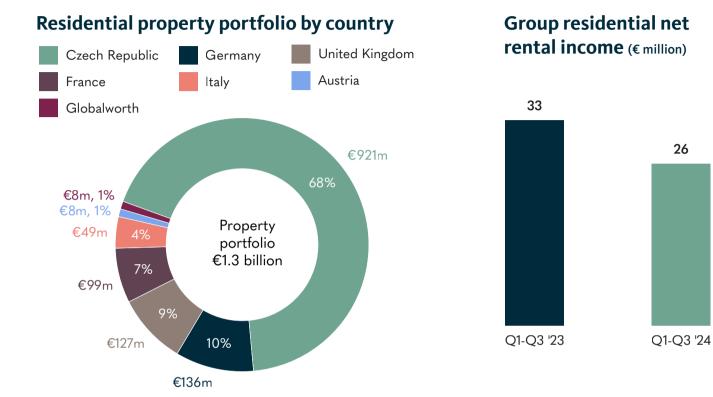
What's working?

- Continued strong **like-for-like rental growth with 5.8%** supported by ongoing supply-demand imbalance for housing
- Ongoing disposal success for German, Austrian and UK residential assets
- Occupancy is high in the Czech Republic at 91.3%, with most of the vacancies related to units currently under refurbishment



progress

- Net rental income decreased due to disposals
- Residential properties in Germany and the UK are gradually being sold
- **Exiting markets** where we lack the scale to have best-in-class operations
- Low-yielding segment



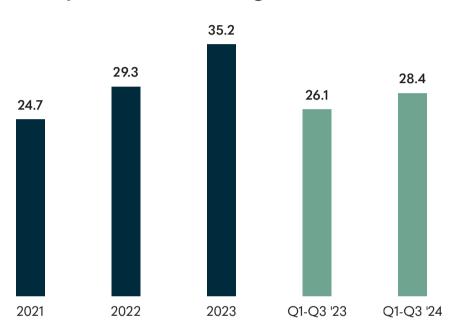




### **CPI BYTY: Affordable housing in the Czech Republic**

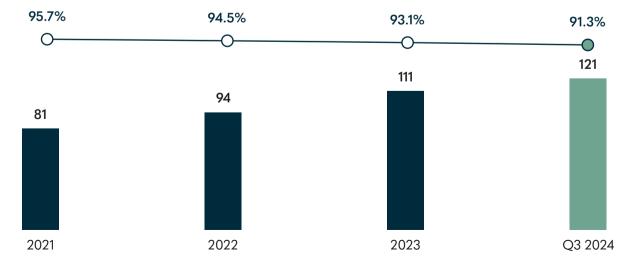
CPIPG has extensive residential experience in the Czech Republic and makes selective investments in the UK and other locations.

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



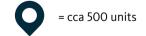


# CPI BYTY portfolio occupancy (based on rented units) and average in-place rent (CZK/m²/month)

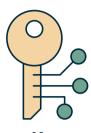








### Hotels portfolio: hospitality leader in our region



Key messages

- CPIPG is **one of the largest hotel owners in Central Europe** and operates in several segments, primarily in congress & convention centres as well as boutique and long-stay residential hotels
- As an owner-operator, we benefit from local knowledge, scale, and the ability to control costs
- Almost **€1 billion in total value,** or 5% of CPIPG's portfolio
- A core segment in our portfolio that provides diversification



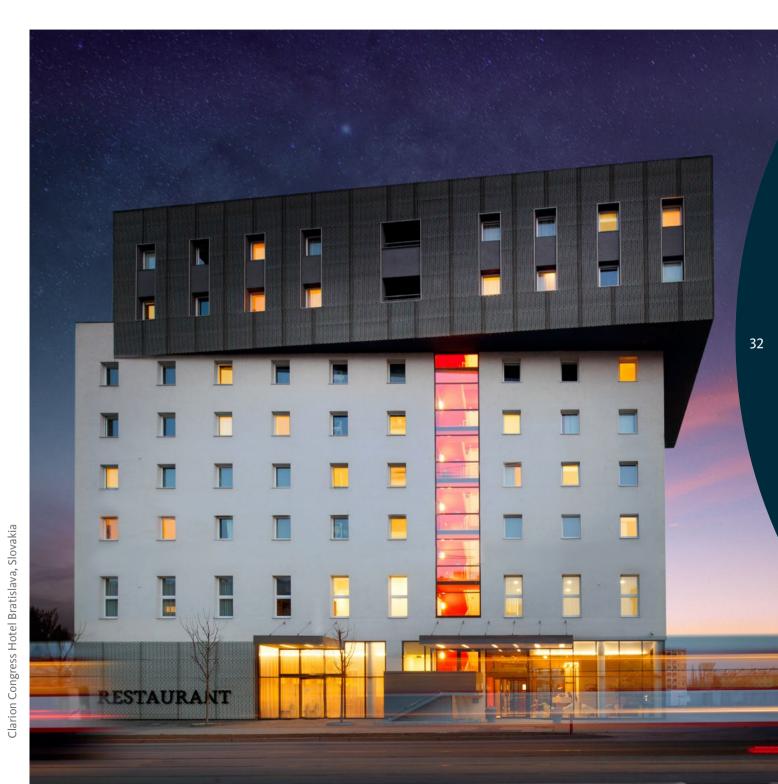
What's working?

- Sustained recovery in travel demand supporting performance
- Strong average daily rate (ADR) growth of 14% YoY
- Promising future outlook as corporate travel and meetings, incentives, conferences and exhibitions (MICE) business returns in force; a further increase in foreign guests from Asia is expected
- Closed several hospitality disposals during the year, including a 50% stake in a JV owning hotels in the Czech Republic and the sale of our mountain resort in Crans Montana



Work in progress

- Portfolio occupancy remains below pre-pandemic levels but is expected to recover gradually
- Continuous cost optimising efforts to improve profitability as input costs, particularly energy costs and payrolls, are increasing
- **Investor appetite for hotels is strong,** and we expect to progress on several disposal projects in the coming months



Q1-Q3 2023

Q1-Q3 2024

### **Hotel performance**

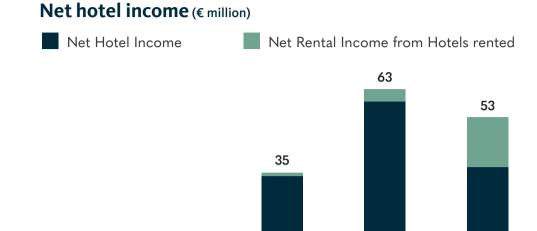
### Strong recovery in travel demand in 2023, continues into 2024

- Net income from hotels operated and hotels rented amounted to €53 million.
- The portfolio achieved an Average Daily Rate (ADR) of €87 in the first 9 months of 2024, an increase of 14% versus last year and 39% vs 2019.
- Occupancy still remains below pre-pandemic levels of 65% (e.g. Q1-Q3 2019).
- The return of MICE and corporate business travel is expected to drive future growth.

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



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



Q1-Q3 2022

10

Q1-Q3 2021

Q1-Q3 2020

### Complementary assets: long-term strategic investments



- Portfolio consists primarily of landbank in the Czech Republic, Berlin and Italy
- Much of the landbank was acquired over a long period of time at very attractive prices
- When CPIPG chooses to develop land, we **typically develop to hold** except for residential assets

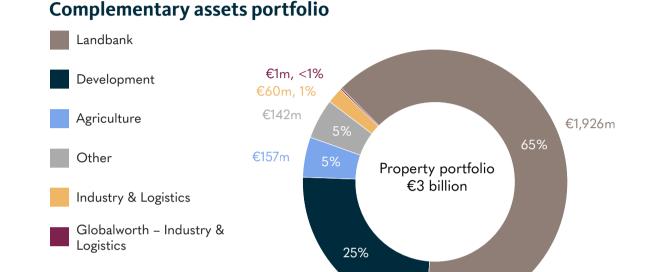


working?

- CPIPG is in no rush to develop land and has enjoyed much success holding land plots for the long-term
- Land assets tend to appreciate over time due to their finite character
- The process of **obtaining building permits**, while intensive, **contributes significantly to both value and marketability for sale**
- Development and sale of residential properties in the Czech Republic generates attractive profits on costs
- Development of high-quality retail park properties and offices in Croatia and Berlin add yield and quality to the portfolio



- Sales of land and development assets are an ongoing priority for the Group
- Possible JVs being explored with partners to develop certain land plots



€744m

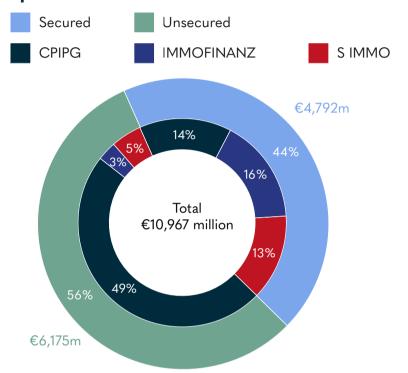
Žižkovské zahrady residential development visualisation, Prague, Czech Republic



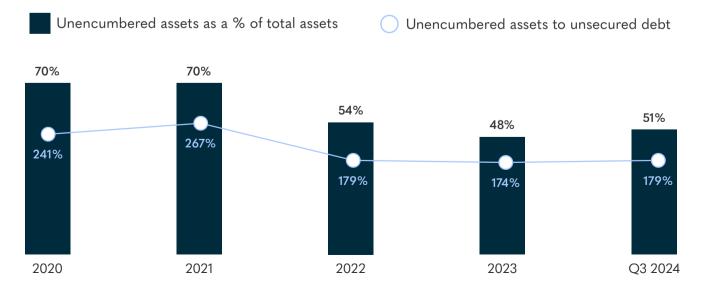


### Financing structure and composition

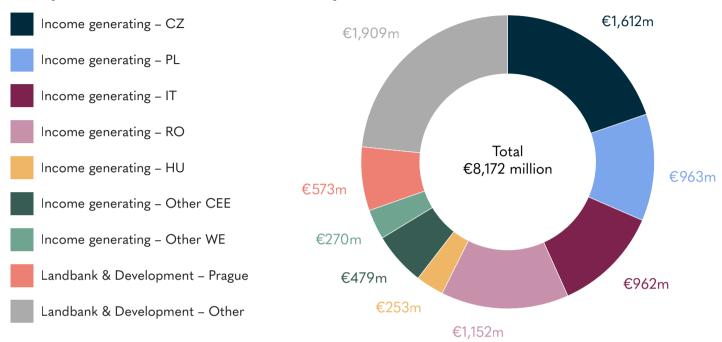
#### Split of secured versus unsecured debt



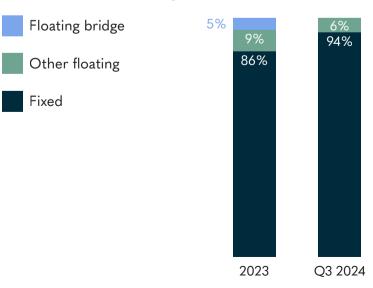
#### Solid level of unencumbered assets



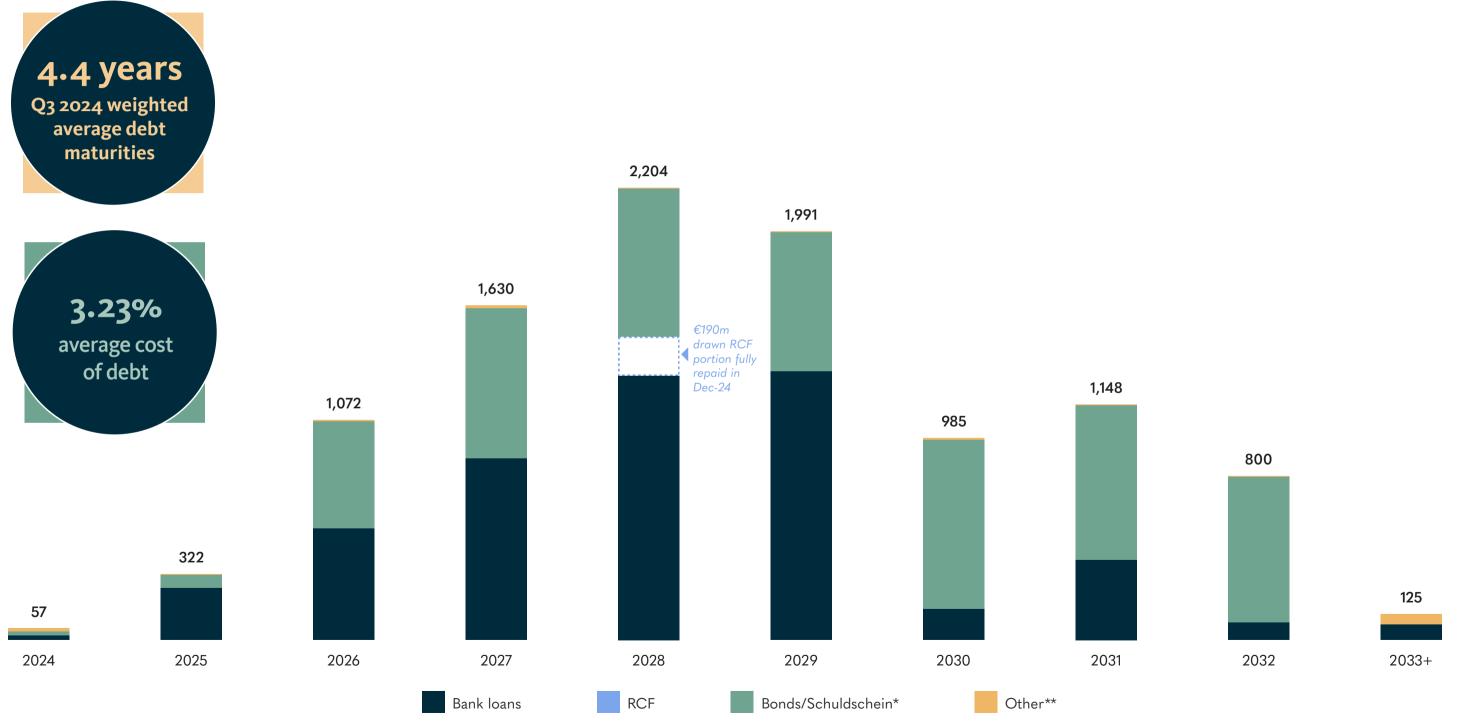
#### **Composition of unencumbered asset portfolio**



#### Fixed versus floating rate debt



# Long dated pro-forma maturity profile (@ million)



<sup>\*</sup> Bonds/Schuldschein include also accrued interest payable \*\* Other debt comprises non-bank loans from third parties and financial leases.

Note: Pro-forma debt maturity as of Q3 2024 for bond refinancings and bank debt refinancings in October and November

# Ample covenant headroom; improvement expected

### Overview bond covenants under our EMTN programme

Covenant	Threshold	Q3 2024	Headroom
Consolidated Leverage Ratio	≤ 60%	50.8%	-16% / or more than €3.3 billion valuation decline
Consolidated Coverage Ratio	≥ 1.90×	2.6×	28% / or more than €220 million EBITDA decline  +39% / or more than €115 million interest increase
Consolidated Secured Leverage Ratio	≤ 45% (for two consecutive measurement dates can be up to 50%)	22.2%	+103% / or more than €4.9 billion in additional secured debt

### **Consolidated leverage ratio reconciliation** (€ million)

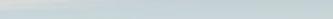
Item per Consolidated financial statements		Q3 2024
A	Financial debts	5,470
В	Bonds issued	5,482
С	Financial debts linked to AHS	15
D	Consolidated adjusted total assets	21,609
	Total assets	21,691
	Intangible assets and goodwill	82
(A+B+C)/D	Consolidated leverage ratio	50.8%

### **Net interest coverage ratio reconciliation** (€ million)

Item per Consolidated financial statements		Q3 2024
А	Interest income	34
В	Interest expense	(259)
С	Consolidated adjusted EBITDA	594
C/-(A+B)	Net ICR	2.6×

### Secured consolidated leverage ratio reconciliation (€ million)

Item per Consolidated financial statements		Q3 2024
А	Secured bonds	0
В	Secured financial debts	4,792
С	Consolidated adjusted total assets	21,609
	Total assets	21,691
	Intangible assets and goodwill	82
(A+B)/C	Secured consolidated leverage ratio	22.2%



CPI PROPERTY GROUP INVESTOR PRESENTATION - 03 2024



#### 40

## Significant progress on environmental targets







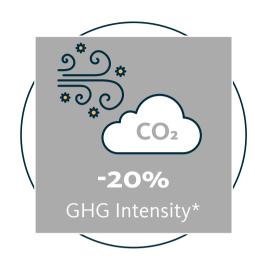
Management level B (2023)

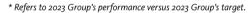


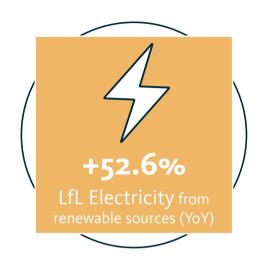
Low Risk: 13.3 / 100 (2024) from 15.2 / 100 (2020)

Top 8% of issuers globally



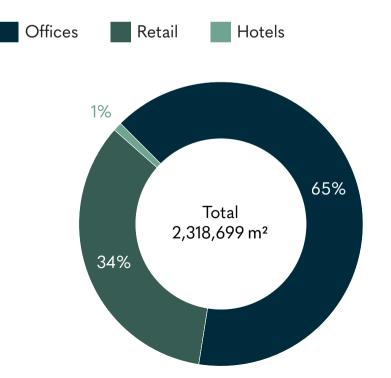




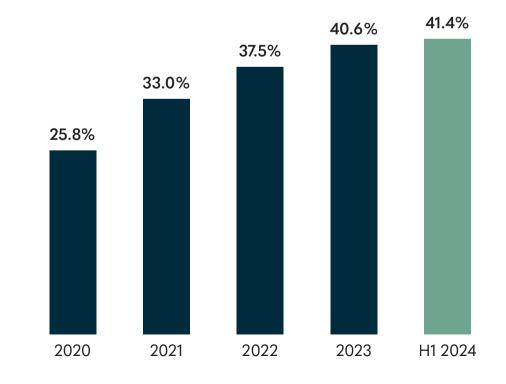




### CPIPG's certified buildings GLA split by segment



### Increasing level of green certified buildings



### 41

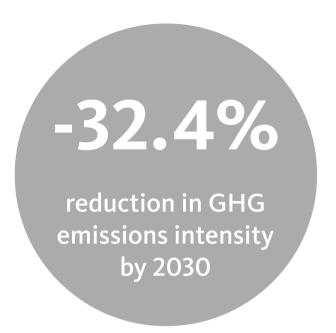
# Our focus is on tangible outcomes



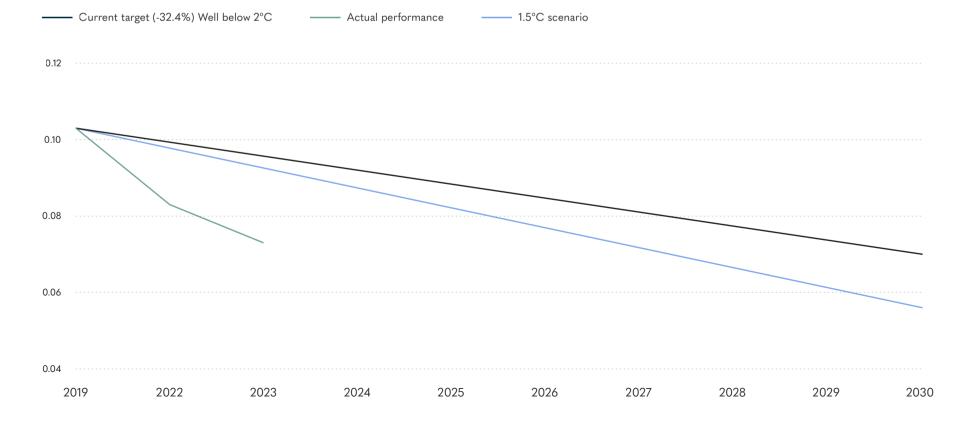




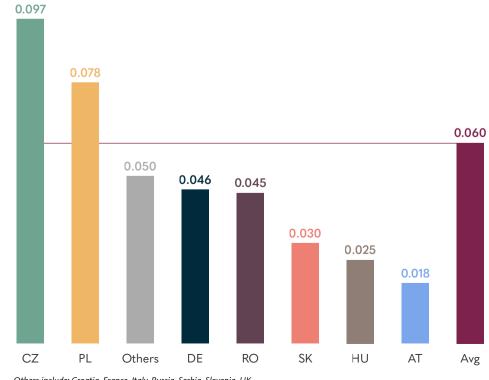




### GHG intensity target through 2030 (t CO<sub>2</sub>eq/m<sup>2</sup> p.a.)



# **2023 GHG emissions intensity across the portfolio** (t CO<sub>2</sub>e/m² p.a.)



Others include: Croatia, France, Italy, Russia, Serbia, Slovenia, UK

### **Group governance summary**

### **Disclosure & compliance**

The Group's securities are listed on the following regulated stock exchanges:













Vienna Stock Exchange



### The X Principles of Corporate Governance of the Luxembourg Stock Exchange

### **Shareholders**

# Board of Directors 8 members

3 independent; 3 executive; 1 non-executive; 1 non-executive shareholder representative

### **ESG Committee**

1 Independent; 4 Executive

### **Investment Committee**

2 Independent; 2 Executive

# Remuneration, Nomination & Related Party Transaction Committee

Fully independent

### Audit Committee

Fully independent

### **Executive Management**

### **Operational Organisation**

### Code of Ethics

- Conflicts of interest
- Whistleblowing
- Prohibition of corruption, bribery and fraud
- Anti-money laundering and counter-terrorism financing
- Prohibition of securities fraud and insider trading
- International sanctions and export controls
- Participation in public procurement and tenders

- Prohibition of cartels and anti-competitive
- Protection of intellectual property
- Protection of confidential information
- Protection of personal data
- Use of Group's assets
- Use of agents

practices

Responsible procurement policy

### **Risk Management**

- Financial
- Information technology
- Legal
- Development, construction & refurbishment
- Transaction & asset management
- Asset protection/ insurance

### **External reporting**

**IFRS & consolidation** 

Financial controlling

Asset controlling

### Assurance

**Current external auditor** 





Sustainability reporting







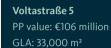




# **Key office properties** of GSG Berlin







Kreuzberg



Wolfener Straße 32-34 PP value: €108 million GLA: 74,000 m<sup>2</sup>

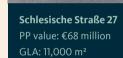






Helmholtzstraße 2-9 PP value: €200 million GLA: 46,000 m<sup>2</sup>







Plauener Straße 163-165 PP value: €107 million GLA: 82,000 m<sup>2</sup>



Franklinstraße 9–15a PP value: €188 million GLA: 38,000 m<sup>2</sup>





AQUA-Höfe PP value: €108 million GLA: 19,000 m<sup>2</sup>



Schlesische Straße 26 PP value: €111 million GLA: 25,000 m<sup>2</sup>

# **Key office properties** in Warsaw



PP value: €59 million

GLA: 23,000 m<sup>2</sup>



myhive Park Postępu

PP value: €63 million

GLA: 35,000 m<sup>2</sup>

myhive Nimbus

GLA: 21,000 m<sup>2</sup>

PP value: €54 million







Atrium Plaza PP value: €40 million GLA: 15,000 m<sup>2</sup>



**Warsaw Financial Center** PP value: €260 million GLA: 50,000 m<sup>2</sup>



City Centre

CBD



myhive IO-1 PP value: €57 million GLA: 22,000 m<sup>2</sup>



Chałubińskiego 8 PP value: €118 million GLA: 42,000 m<sup>2</sup>

# **Key office properties**

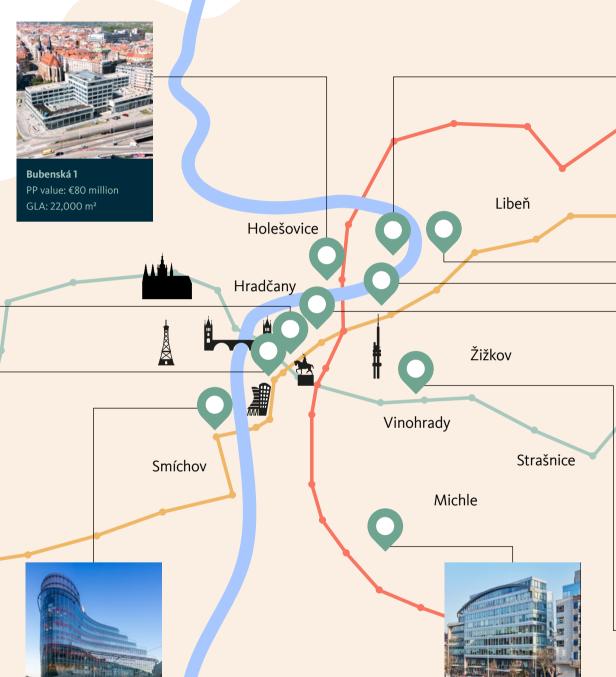
**City West** 

PP value: €64 million GLA: 29,000 m<sup>2</sup>



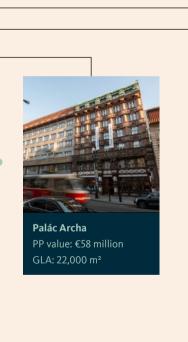
Zlatý Anděl

GLA: 14,000 m<sup>2</sup>



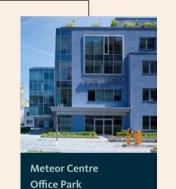
myhive Pankrác House

PP value: €45 million



PP value: €35 million

GLA: 21,000 m<sup>2</sup>



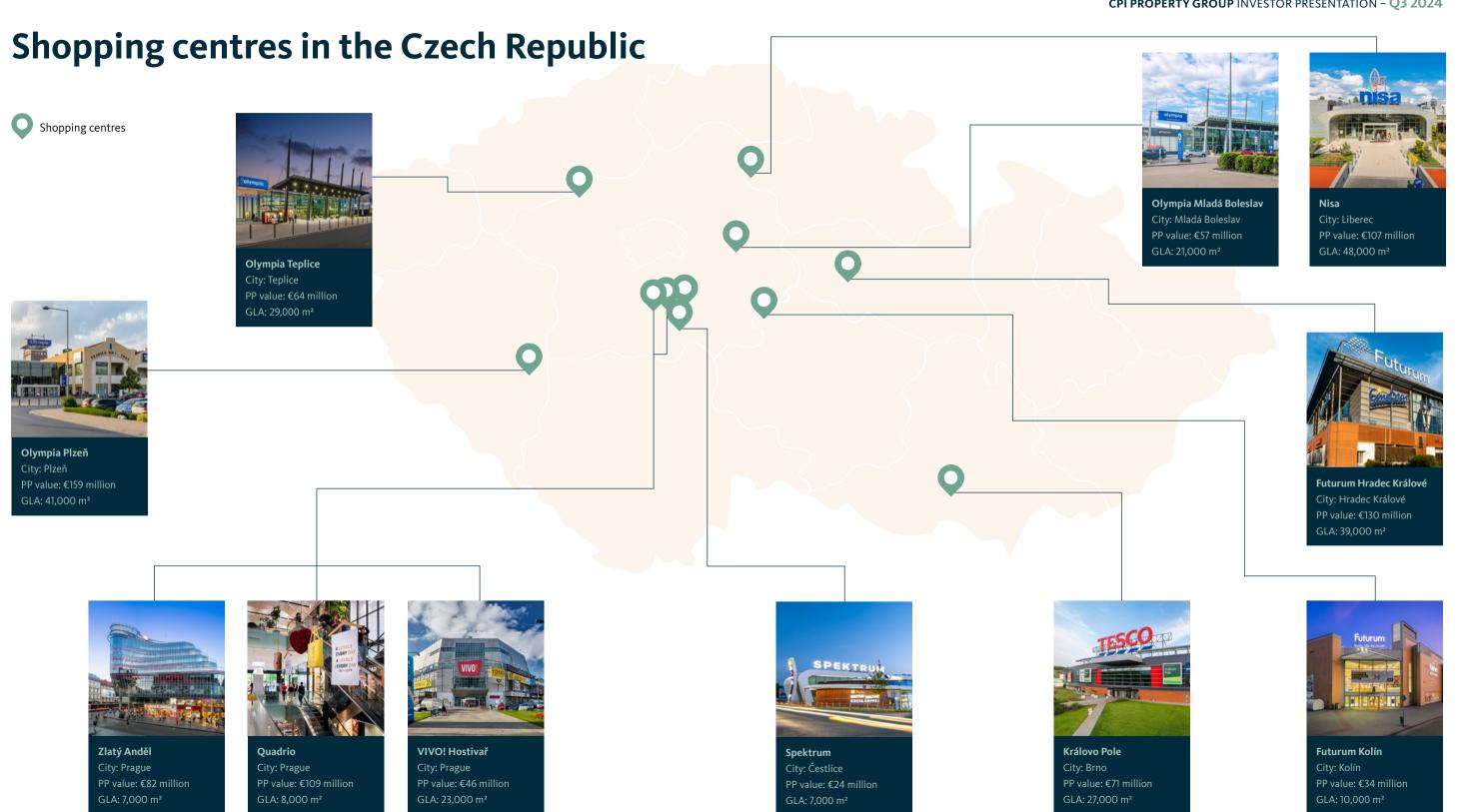
PP value: €57 million

GLA: 19.000 m<sup>2</sup>

myhive Palmovka

PP value: €78 million







# Disclaimer

This presentation and its contents are intended for use for information purposes only and may not be reproduced, redistributed, published or passed onto any other person or published, directly or indirectly, in whole or in part, for any purpose. Failure to comply with this restriction may constitute a violation of applicable securities laws. By attending a meeting where this presentation is made, or by accessing or reading the presentation slides on CPIPG's website, you agree to be bound by the following limitations. This presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

THIS PRESENTATION IS NOT FOR DISTRIBUTION, DIRECTLY OR INDIRECTLY, INTO THE UNITED STATES. This presentation and its contents may not be viewed by persons within the United States or "U.S. Persons" (as defined in Regulation S under the Securities Act of 1933, as amended (the "Securities Act")). The securities issued by CPIPG or any of its subsidiaries (the "Securities") have not been registered under the Securities Act and the Securities may not be offered or sold in the United States or to U.S. persons unless so registered, or an exemption from the registration requirements of the Securities Act is available. CPIPG does not intend to register any portion of the Securities in the United States or to conduct a public offering of any securities in the United States. By accessing the presentation, you represent that you are a non-U.S. person that is outside the United States. This presentation is not for publication, release or distribution in Australia, Canada or Japan. This presentation does not constitute or form part of, and should not be construed as, an offer or invitation to sell securities of CPIPG, or the solicitation of an offer to subscribe for or purchase securities of CPIPG, and nothing contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever.

This presentation does not constitute a recommendation or investment advice regarding any securities of CPIPG. This presentation is for promotional purposes only and is not a prospectus for the purposes of Regulation 2017/2019, and as such does not constitute an offer to sell or subscribe for or a solicitation of an offer to purchase or subscribe for securities. Any decision to purchase any securities of the CPIPG should be made solely on the basis of the final terms and conditions of the securities and the information to be contained in the prospectus or equivalent disclosure document produced in connection with the offering of such securities. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of CPIPG and the nature of the securities before taking any investment decision with respect to securities of CPIPG.

CPIPG's financial statements or prospectus (or equivalent disclosure documents) may contain information different from the information contained herein and the financial statements or prospectuses shall prevail. Subject to applicable law, CPIPG accepts no responsibility whatsoever and makes no representation or warranty, express or implied, for the contents of the presentation, including its accuracy, completeness or verification or for any other statement made or purported to be made in connection with CPIPG and nothing in this presentation shall be relied upon as a promise or representation in this respect, whether as to the pastor the future. CPIPG disclaims all and any liability (including any liability for damages for misrepresentation under the UK Misrepresentation or any such statement.

This presentation contains certain statistical and market information. Such market information has been sourced from and/or calculated based on data provided by third-party sources identified herein or by CPIPG, if not attributed exclusively to third-party sources. Because such market information has been prepared in part based upon estimates, assessments, adjustments and judgments which are based on CPIPG or third-party sources' experience and familiarity with the sector in which CPIPG operates and has not been verified by an independent third party, such market information is to a certain degree subjective. While it is believed that such estimates, assessments, adjustments and judgments are reasonable and that the market information prepared appropriately reflects the sector and the market in which the CPIPG operates, there is no assurance that such estimates, assessments, adjustments and judgments are the most appropriate for making determinations relating to market information prepared by other sources will not differ materially from the market information included herein. This presentation contains forward-looking statements, which include all statements other than statements of historical facts, including, without limitation, any statements preceded by, followed by or including the words "targets", "believes", "expects", "aims", "intends", "may", "antial pates", "would", "could" or similar expressions or the negative thereof. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond CPIPG's control that could cause CPIPG's actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding CPIPG's present and future business strategies and the environment in which it will operate in the future. These forward-looking statements speak only as at the date of this presenta