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Spielberk, Brno

by  
CTP.

**CMD 23**

# Czech Republic, CTP's Home Market

**Jakub Kodr**

HEAD OF BUSINESS DEVELOPMENT

CZECH REPUBLIC

CTP N.V.

# Session presenter



## **Jakub Kodr**

HEAD OF BUSINESS DEVELOPMENT,  
CZECH REPUBLIC

Jakub is always on the go traversing the Czech portfolio to make sure our clients are happy and that our parks are in tip-top order. With a decade's experience, a Real Estate Investment MBA, and his MRICS—he leads the Business Development team and helps keep CTP ahead of the game with his skill for client-park matchmaking and scouting new opportunities.

## Set up for continued success

- CTP market leader in Czech Republic
- Performing strongly and driving rental growth
- Underpinned by strong, diverse client base, across range of sectors
- Continued high yield on cost
- Clear and structured development pipeline, with secured landbank

# The Czech Market

## KEY Market Metrics

€5.2–8.0

Per sqm/mo  
Prime Rent

5.0%

Prime  
Yield

1.1 m

SQM  
YE 23 net take-up  
(forecast)

36%

Of Q2 take-up  
was by manufacturers

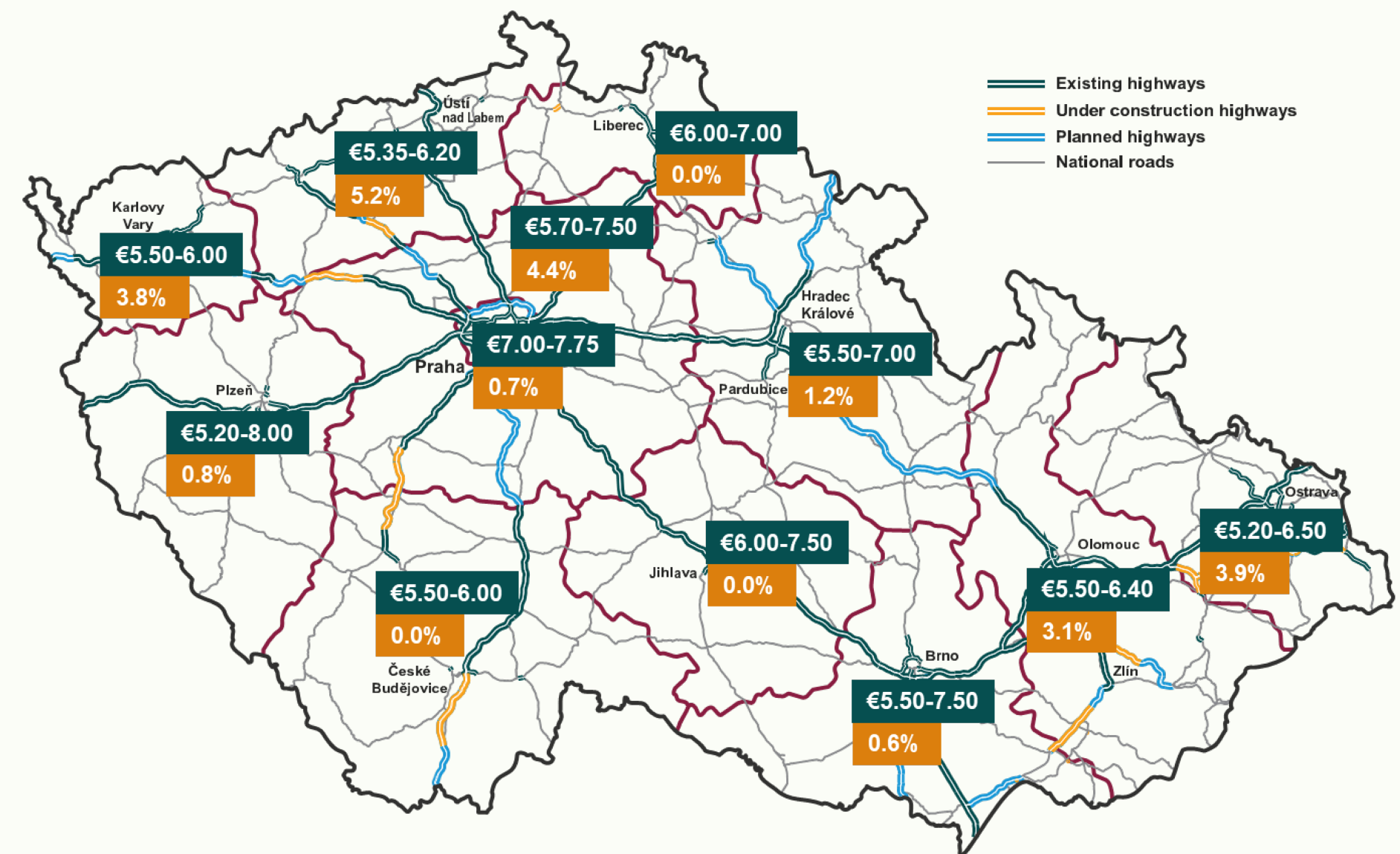
1.8%

Of total stock  
Vacancy rate

11.4 m

SQM  
H1 Total Stock

## Vacancy rate and current rent

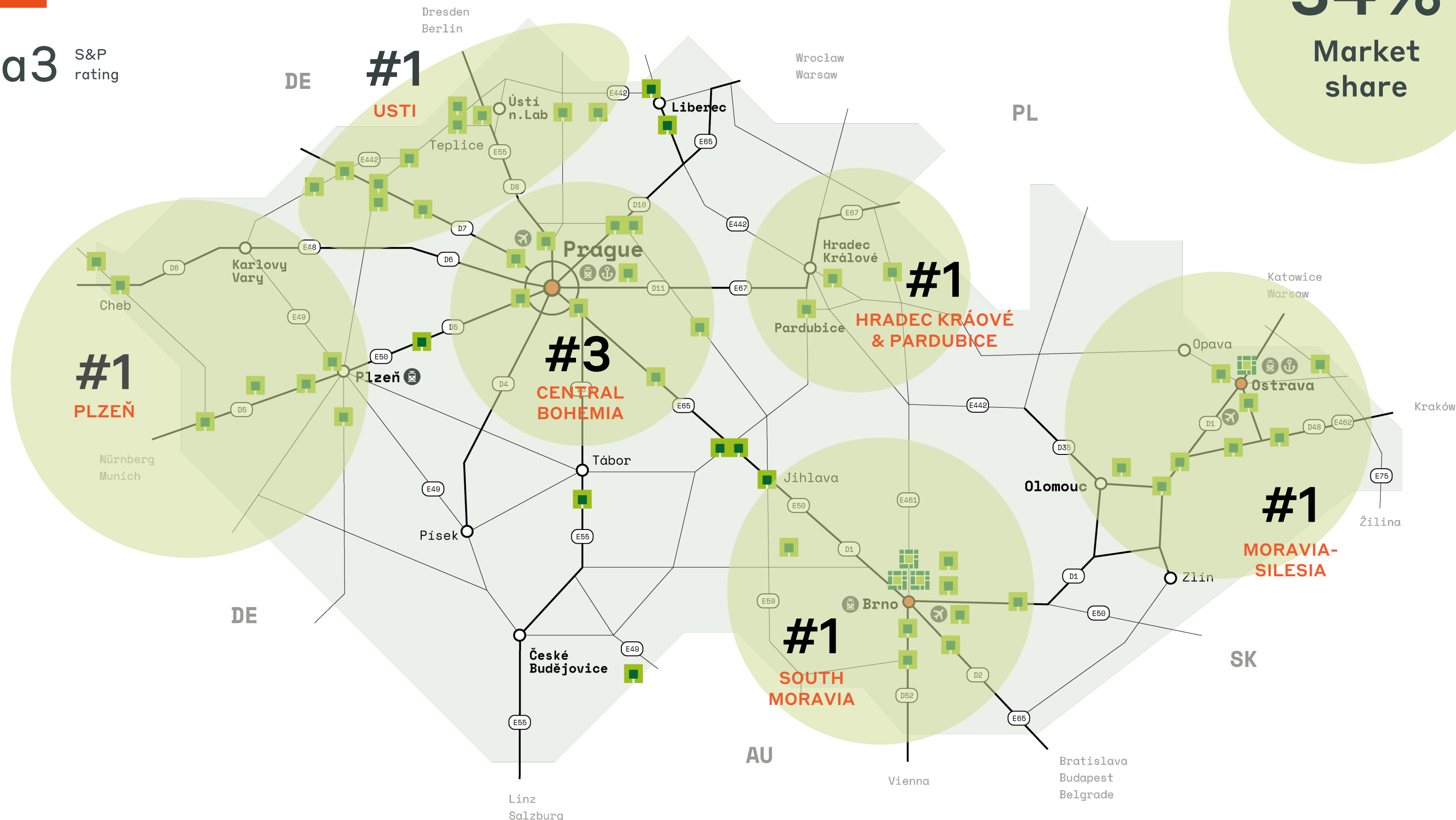


# CTP market leader in Czech Republic



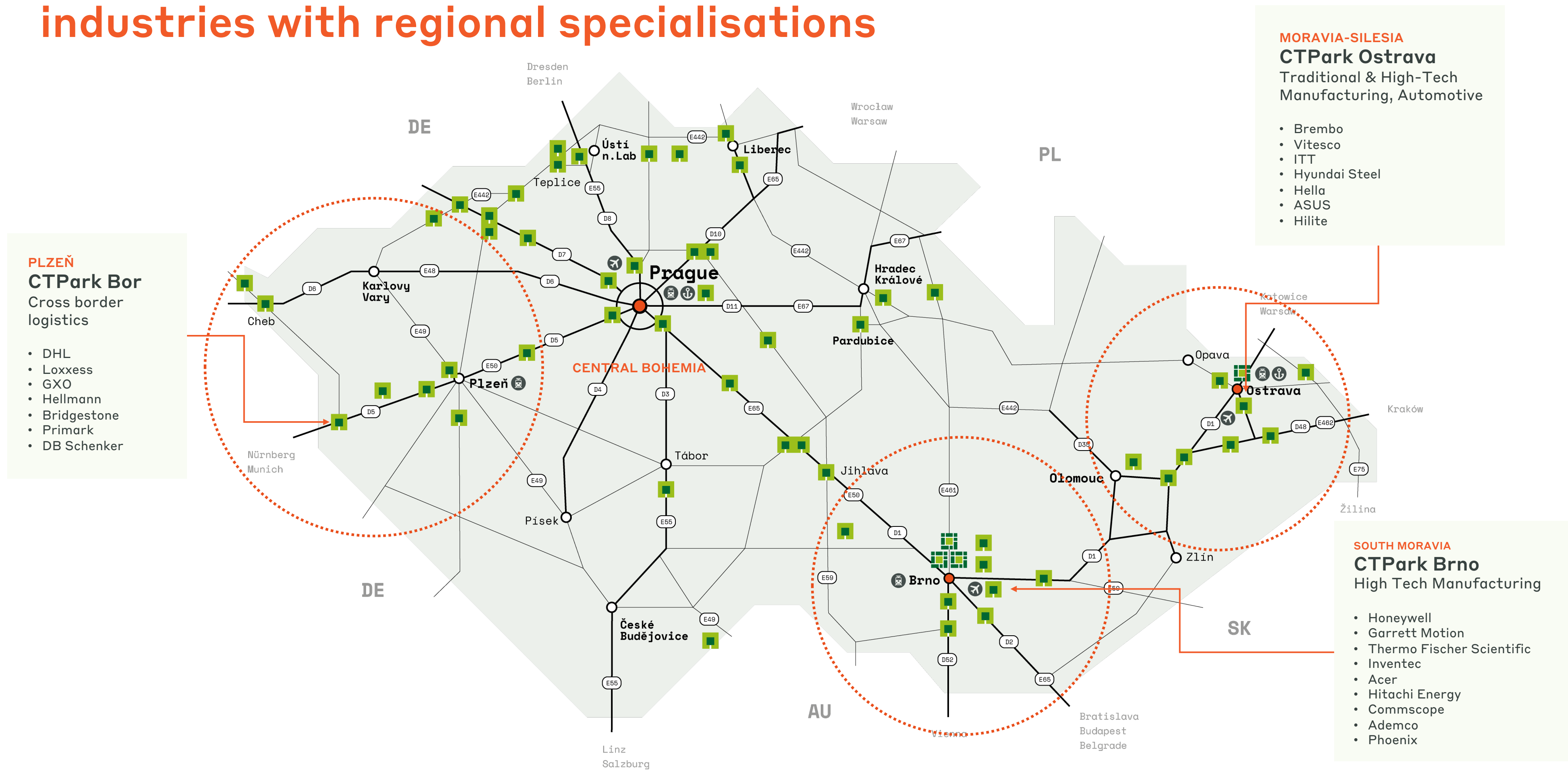
**Aa3** S&P rating

**34%**  
Market share



Locations:	57
GLA (mil. sqm)	3.9
Under Dev. ('000 sqm)	557
Landbank (mil. sqm)	6.5
Portfolio	35%
WAULT (years)	6.8
Retention	98%
Next 12 mo revenue	€281 mil.

# The Czech Market: a wide diversity of industries with regional specialisations

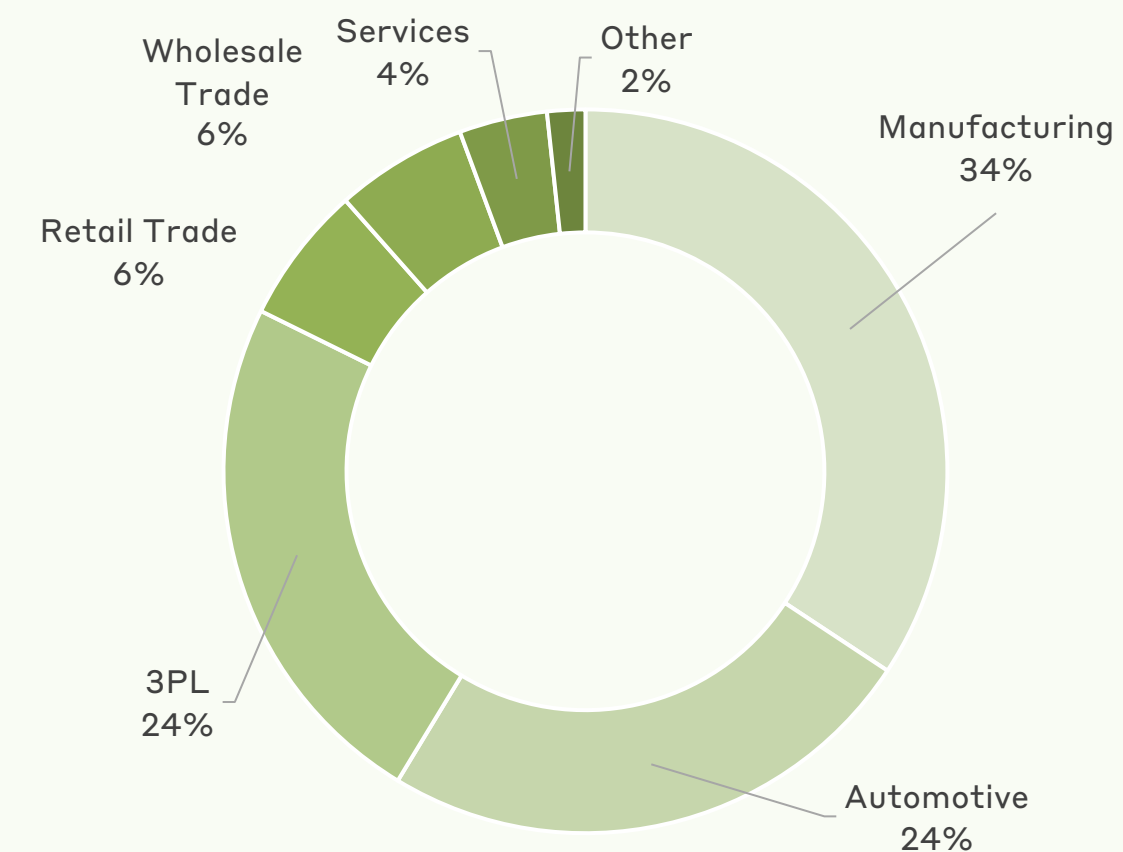


# CTP the long-term business partner for its high-quality client base

Top 20 Clients by GLA

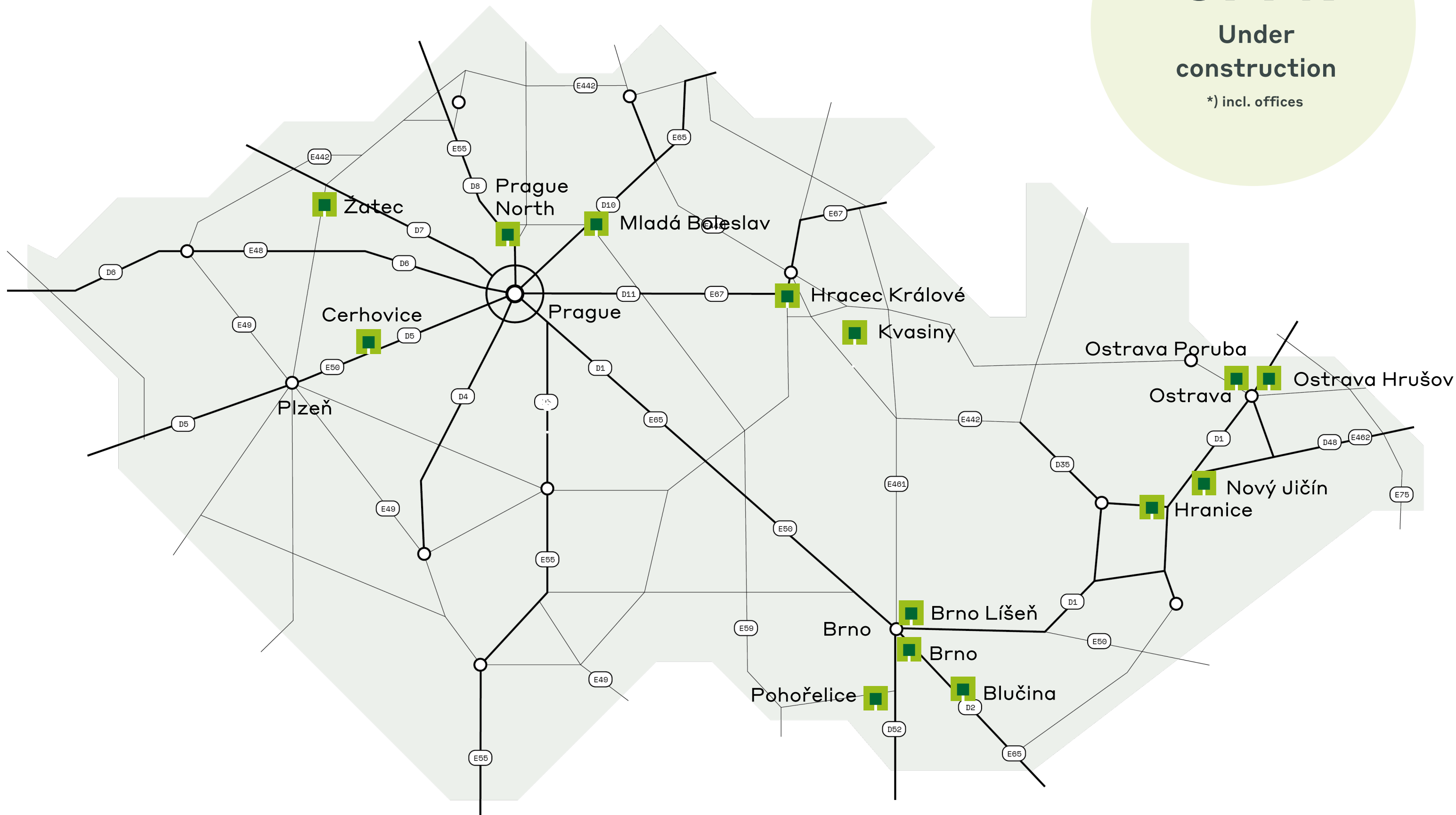
DHL, 147,413	ZETOR Tractors, 75,987	GXO, 71,744	Raben, 70,255	Brembo, 66,805	
		Primark, 92,021	Wistron InfoComm, 65,369	Kompan Czech Republic, 58,729	Tech Data, 53,778
Loxess, 112,957	Honeywell, 74,733	Bridgestone, 61,663	Adient, 48,787	BJS, 40,960	Jusda Europe, 37,400
		Thermo Fisher Scientific, 59,895	Grammer, 46,708	IAC, 37,296	Henniges, 36,171

All Clients by Industry (% GLA)



**32%**  
Top 20 clients' share of Gross Rental Income (CZ)

# Strong development pipeline with room for further growth



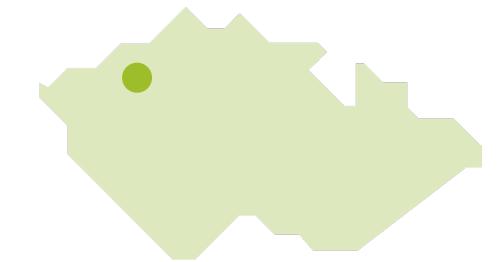
**577k**  
 Under construction  
 \*) incl. offices

Projects under construction*		
1	CTPark Aš	18,650
2	CTPark Blučina	52,644
3	CTPark Brno	37,142
4	CTPark Brno Líšeň	10,256
5	CTPark Cerhovice	20,124
6	CTPark Česká Lípa	11,872
7	CTPark Cheb	20,406
8	CTPark Humpolec	6,356
9	CTPark Lipník nad Bečvou	3,848
10	CTPark Nový Jičín	7,422
11	CTPark Ostrava - Poruba	38,579
12	CTPark Ostrava Hrušov	76,751
13	CTPark Pohořelice	6,561
14	CTPark Prague North	9,541
15	CTPark Žatec	82,088

**11.4%**  
 YoC



# Robust like-for-like rental growth



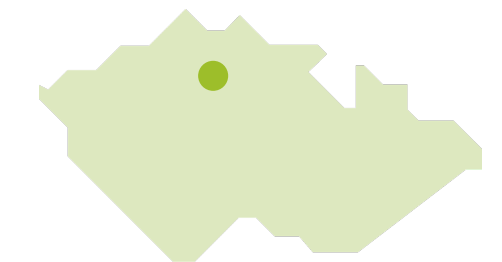
## CTPark Žatec

ZA3B	9,558 sqm
LA signed	8/2022
SCH	€0.50
Indexation	CPI (Max 5%)
Blended rent p.m.	€5.04
Blended rent p.a.	€60.48

ZA4	18,699 sqm
LA signed	3/2023
SCH	€0.80*
Indexation	CPI (Min 1.5%)
Blended rent p.m.	€6.30
Blended rent p.a.	€75.59

**24.99%**  
increase

## CTPark Mladá Boleslav



MB4B	5,434 sqm
LA signed	9/2014
SCH	€0.29
Indexation	1.5% fixed
Blended rent p.m.	€4.90
Blended rent p.a.	€58.82

MB4B	5,434 sqm
LA signed	4/2023 (prolongation)
SCH	€0.50
Indexation	CPI (Min 1.5–Max 6%)
Blended rent p.m.	€5.80
Blended rent p.a.	€69.63

**18.39%**  
increase

\* standard

# Robust like-for-like rental growth

## CTPark Brno Líšeň

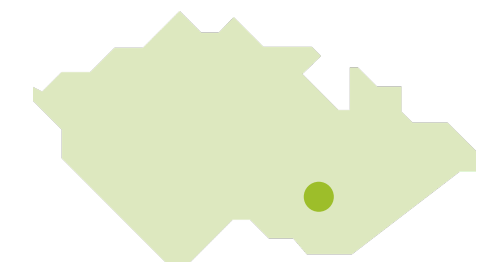
<b>ZET2B</b>	<b>1,314 sqm</b>
LA signed	4/2021
SCH	€0.60
Indexation	2% fixed
<b>Blended rent p.m.</b>	<b>€6.00</b>
<b>Blended rent p.a.</b>	<b>€71.98</b>

<b>ZET2BC</b>	<b>2,459 sqm</b>
LA signed	2/2023
SCH	€0.80
Indexation	CPI (Min 1.5–Max 5%)
<b>Blended rent p.m.</b>	<b>€8.30</b>
<b>Blended rent p.a.</b>	<b>€99.65</b>

<b>ZETBD</b>	<b>3,332 sqm</b>
LA signed	4/2023
SCH	€0.80*
Indexation	CPI (Min 1.5–Max 5%)
<b>Blended rent p.m.</b>	<b>€8.41</b>
<b>Blended rent p.a.</b>	<b>€100.86</b>

**38.43%**  
increase

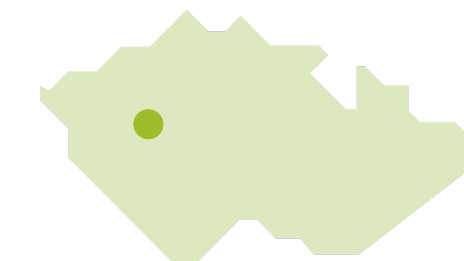
**40.11%**  
increase



\* extended

# Robust like-for-like rental growth

## CTPark Cerhovice

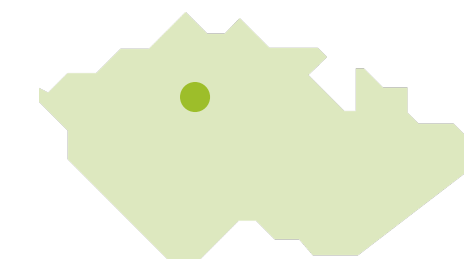


CER2	21,167 sqm
LA signed	3/2021
SCH	€0.60
Indexation	1,5% fixed
Blended rent p.m.	€5.04
Blended rent p.a.	€60.48

CER3	9,295 sqm
LA to be signed	10/2023
SCH	€0.55
Indexation	CPI (Min 1.5%)
Blended rent p.m.	€7.36
Blended rent p.a.	€88.34

**56.63%**  
increase

## CTPark Prague North



D8.7B	6,039 sqm
LA signed	8/2023
SCH	€0.55
Indexation	CPI (Min 1.5%-Max 7%)
Blended rent p.m.	€7.89
Blended rent p.a.	€94.73

\* extended



**PARKMAKERS**