

Corporate presentation Q4 2021

10/02/2022

MORE INFORMATION:
[MONTEA.COM](https://montea.com)





Highlights 2021



Track '24



ESG

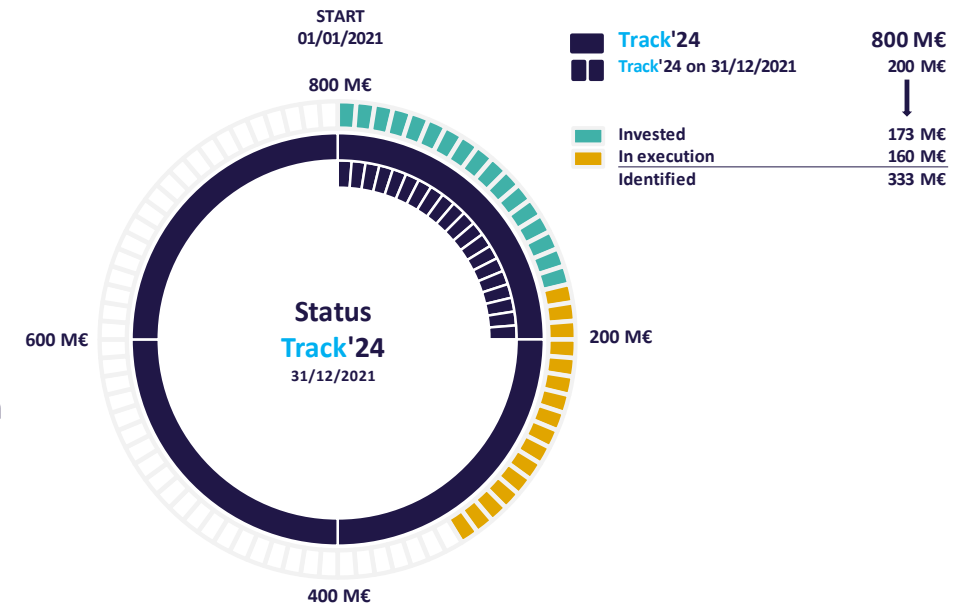


Appendix

Highlights 2021

Highlights 2021

- ❑ **EPRA result of € 3,75 per share**
(growth of 7% compared to 2020)
 - ✓ **Target: € 3,74 per share**
(initial target: € 3,68 per share of +5%)
- ❑ **Dividend of € 3,03* per share**
(growth of 7% compared to 2020)
 - ✓ **Target: € 3,02 per share**
(initial target: € 2,96 per share of +5%)
- ❑ **On track with the growth plan and the targeted investment volume growth of € 800 million over the period 2021 to 2024**
- ❑ Since the beginning of 2021, Montea has **identified an investment volume of € 333 million**
 - € 173 million invested
 - € 160 million projects in execution



Highlights 2021

Highlights 2021

- This identified investment volume of € 333 million consists of a mix of:
 - **40%** of (in 2021 delivered & in execution at the end of 2021) **development and expansion projects**
 - **40%** of (in 2021 acquired & to be completed early 2022) **standing investments**
 - **20%** of (in 2021 acquired) **land positions**

This at **an average net initial yield of 5,8%**, excluding land reserve

Highlights 2021

Focus areas in **Germany** are logistic hotspots, known as important logistic clusters with a stable demand for logistic real estate.

Focus area in **The Netherlands** is the southern part of the country, with the 'Randstad' area (Amsterdam, Rotterdam, Den Haag, Utrecht) and Tilburg-Breda as most important contributors. The ports of Rotterdam & Antwerp (in Belgium) are considered as the Gateway to Europe to supply the continent.

Focus areas in **Belgium** are the 'golden triangle' (Brussels-Antwerp-Ghent) and Liège which is an upcoming hotspot.

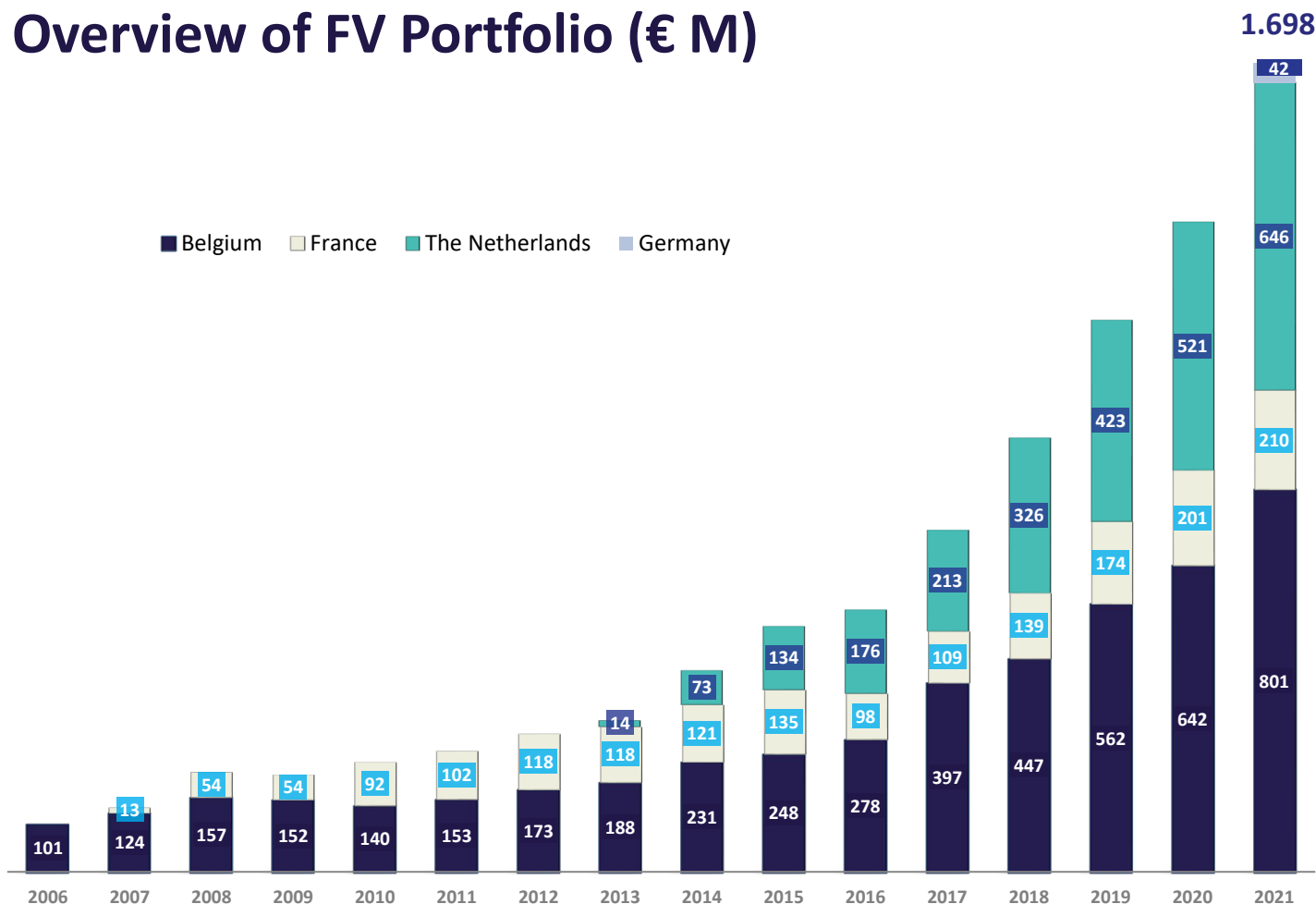
Focus area in **France** is 'La Dorsale', the axis going from north to south, connecting Lille-Paris-Lyon-Marseille.

● Main Logistic hotspots

Montea's portfolio is focused on the main logistics hotspots in Belgium, the Netherlands, France and Germany.

Highlights 2021

Overview of FV Portfolio (€ M)



€ 1.548 M

Standing investments



€ 79 M

Yearly rent
@100% occupancy

€ 111 M

Developments



€ 9 M

Future rental income

€ 35 M

Solar panels



€ 5 M

Income solar panels

€ 4 M

Solar panels in development*



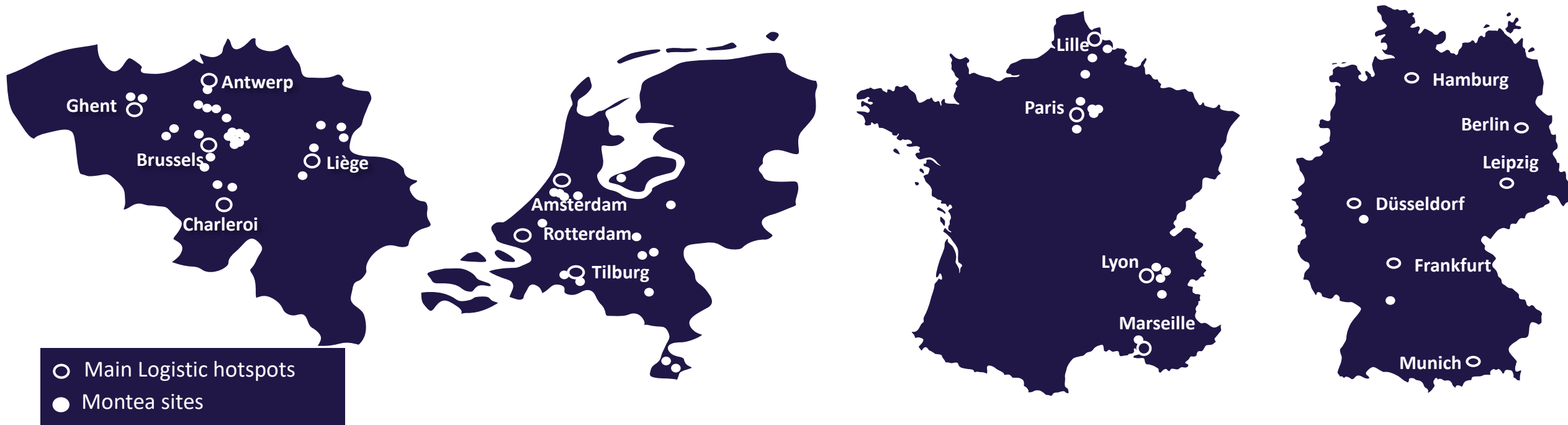
€ 1 M





Future income solar panels

** Represents the amount invested to date
Total investment (for € 1 M annual income) amounts to € 8 M*

Total portfolio: € 1.698 M

Highlights 2021

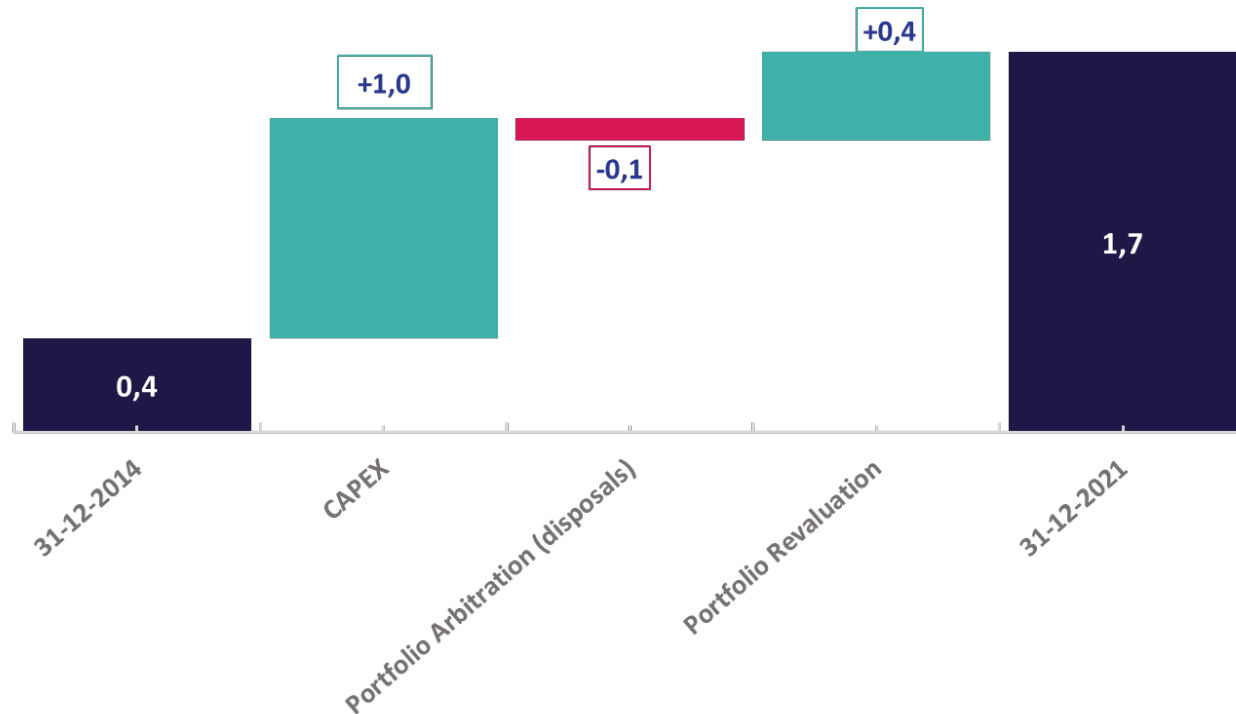


Country	# sites	SQM ('000)	Fair Value	Yearly Rent	Current yield @ 100% occupation	Occupancy	% of total portfolio
 BE	37	761 m ²	€ 736 M	€ 37 M	5,0%	99,5%	47%
 NL	23	548 m ²	€ 568 M	€ 29 M	5,1%	100%	37%
 FR	17	201 m ²	€ 203 M	€ 10 M	5,4%	100%	13%
 DE	2	36 m ²	€ 42 M	€ 2 M	4,4%	100%	3%
TOTAL	79	1.545 m²	€ 1.548 M	€ 77 M	5,1%	99,7%	100%

Highlights 2021

Strong portfolio KPI's

Portfolio roll forward (in billion €)



Continuous arbitration of portfolio

(e.g. € 100 M disposals in the last 7 years)

Leading to exceptional portfolio KPI's

7,3y

Residual lease
term

8,9y

Average portfolio
age

99,7%

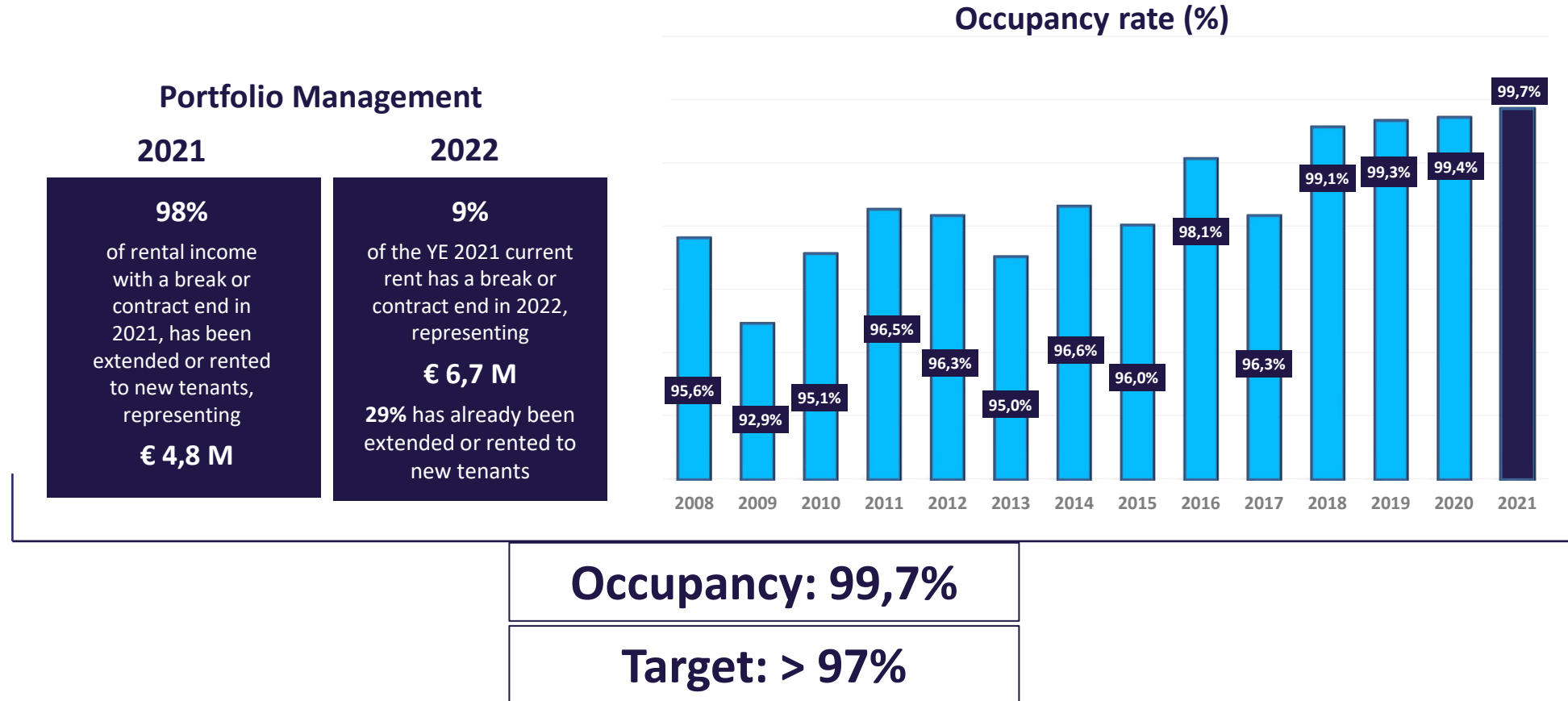
Occupancy rate

5,1%

Current yield
(at 100% occupation)

Highlights 2021

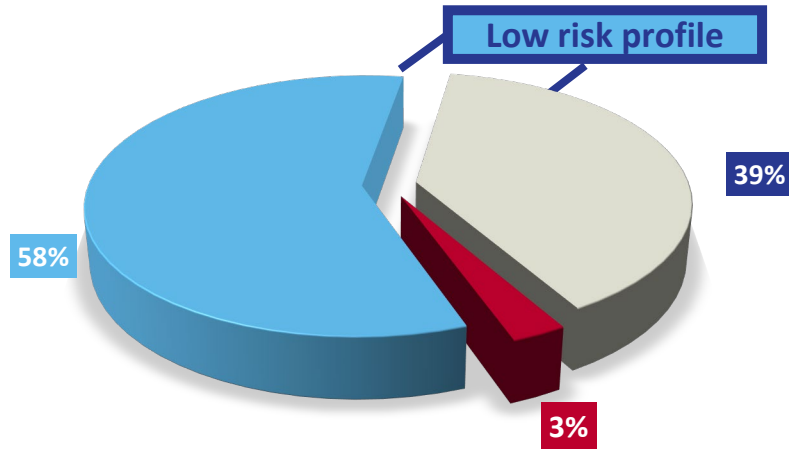
Occupancy rate & rental activity



Highlights 2021

High qualitative client portfolio

Logistics type

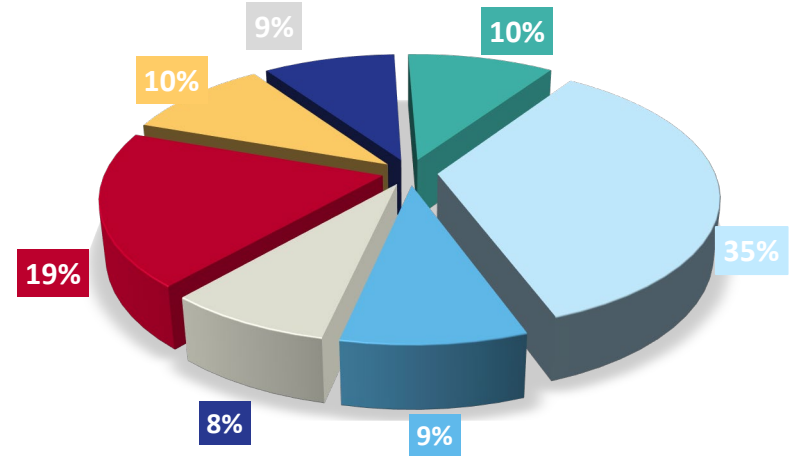


■ Brand Logistics (end user) ■ Network Logistics (distribution)
■ Contract Logistics (single client)

Diversified operational activity risk

Only 3% of the client portfolio is exposed to back-to-back contracts (Contract logistics – single clients)

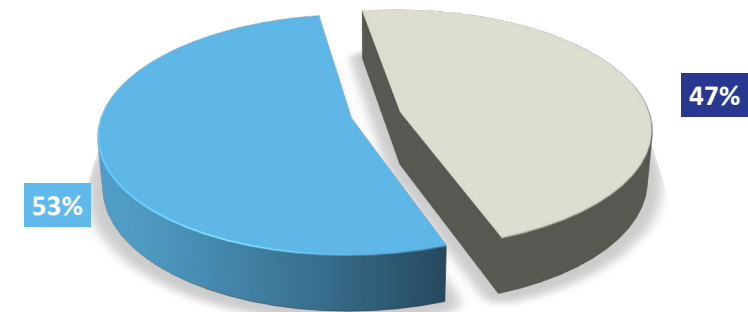
Type of Sector



■ Food & Beverage ■ Retail ■ Construction/Industry
■ Automotive ■ Pharma & Medical ■ Other
■ Third Party Logistics

Diversified in sectors

Multimodality



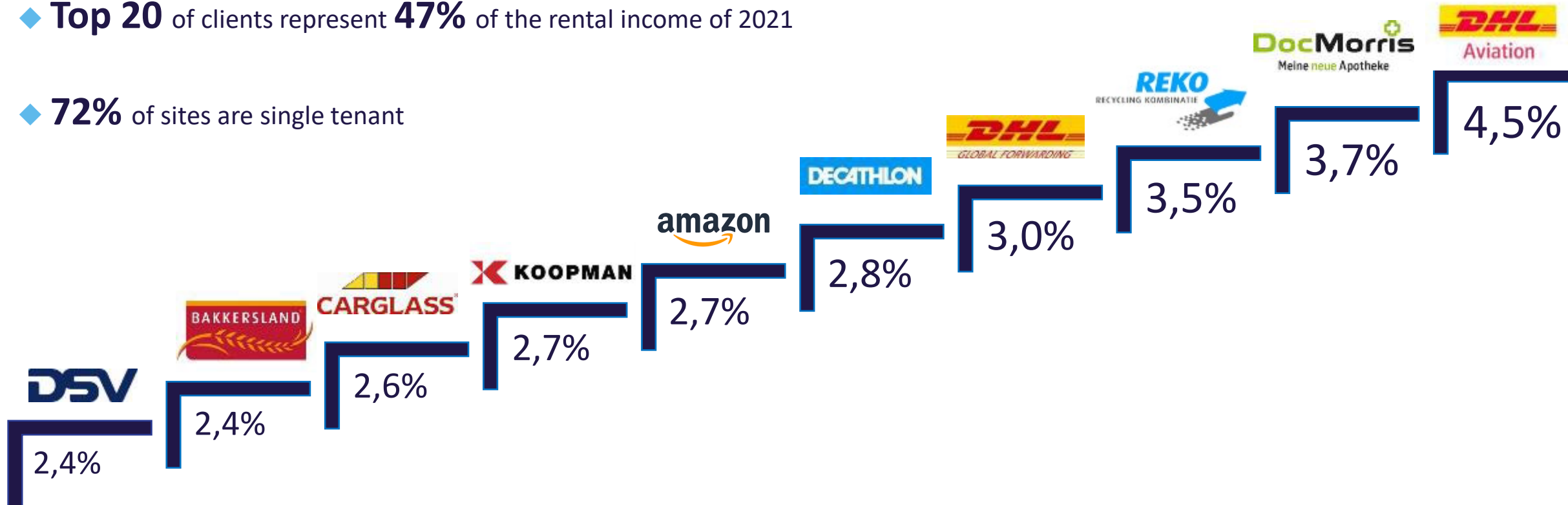
■ Yes ■ No

Multi-modal sites

Highlights 2021

High qualitative client portfolio

- ◆ **Top 10** of clients represent **30%** of the rental income of 2021
- ◆ **Top 20** of clients represent **47%** of the rental income of 2021
- ◆ **72%** of sites are single tenant



Investments realised in 2021

Mannheim (DE) - Acquisition Q3 2021

Acquisition of an **83.000 m²** grey field site in **Q3**, with development potential at a strategic location in Mannheim.

The site is leased for **8,5 years** to FDT Flachdach. Once this lease expires, the grey field site will be redeveloped into a **sustainable logistics area**.

Investment budget for acquisition + redevelopment: **ca. € 70 M.**



2

An aerial photograph showing a large industrial or commercial building complex. The main building is a long, light-colored structure with a flat roof, featuring several large, dark, rectangular ventilation units or skylights. It is surrounded by other smaller buildings, parking lots filled with cars, and some greenery. A road with a crosswalk is visible in the foreground. The image is watermarked with '© google' in the top right corner.

Leverkusen (DE) – Acquisition Q4 2021

Montea has signed a sale and lease back deal in **Q3** for a logistics building in Leverkusen on a plot of land of **28.000 m²**.

The site is leased for **2,5 years** to TMD Friction Services GmbH. The building will be redeveloped into **an urban distribution centre** after the lease expires.

Investment budget for acquisition + redevelopment: **ca. € 21 M.**

Investments realised in 2021

1

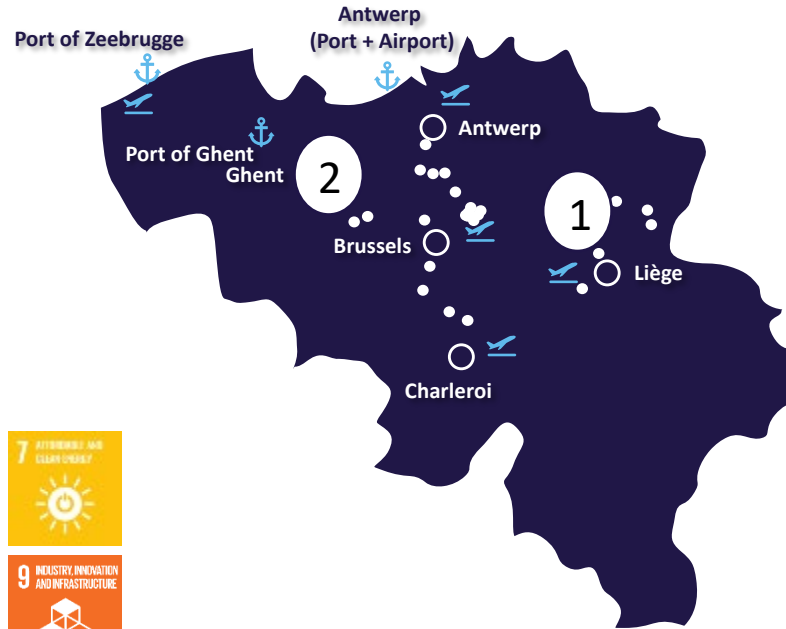


Tongeren (BE) – Acquisition Q4 2021

New structural partnership with Cordeel for the development of **ca. 420.000 m²** of logistics sites in **Tongeren, Zele and Vilvoorde**

Montea already acquired **two sites of ca. 180.000 m²** in **Tongeren**. On the first site, a **building of ca. 20.000 m²** was already developed by Group Cordeel in 2021. The building **has been leased to XPO Logistics**. In addition, a second phase of **ca. 20.000 m²** is currently under construction. The second site offers a development potential of **ca. 50.000 m²**.

On the other sites located in **Tongeren, Vilvoorde and Zele**, it is expected that respectively **ca. 110.000 m²**, **ca. 12.000 m²** and **18.000 m²** can be developed.



2



Ghent (BE) – Acquisition Q4 2021

Montea reached in **Q4 2021** an agreement with **Expologic** on the takeover of a **strategically located** building of **ca. 10.000 m²** at the gateway to Ghent. The building is currently leased to Publiganda.

This location makes the site strategically important in the long term for **future last-mile deliveries** to Ghent.



Investments realised in 2021

1



Circular and climate-neutral Blue Gate industrial estate in Antwerp (BE) – Delivery Q1 2021

Montea is the logistics partner in ambitious partnership regarding first **circular and climate neutral business park**.

The **ca. 4,250 m²** distribution centre is leased to **DHL Express** for a **fixed term of 15 years**. The site has a multimodal location in the Antwerp agglomeration and will be used for local consumption.

Investment value of ca. **€ 10 M**.

2

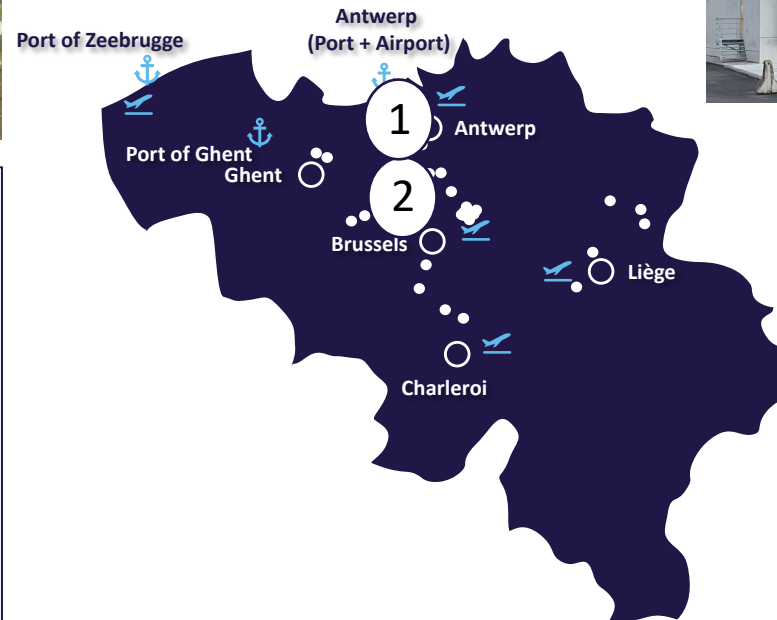


Willebroek (BE) – Delivery Q4 2021

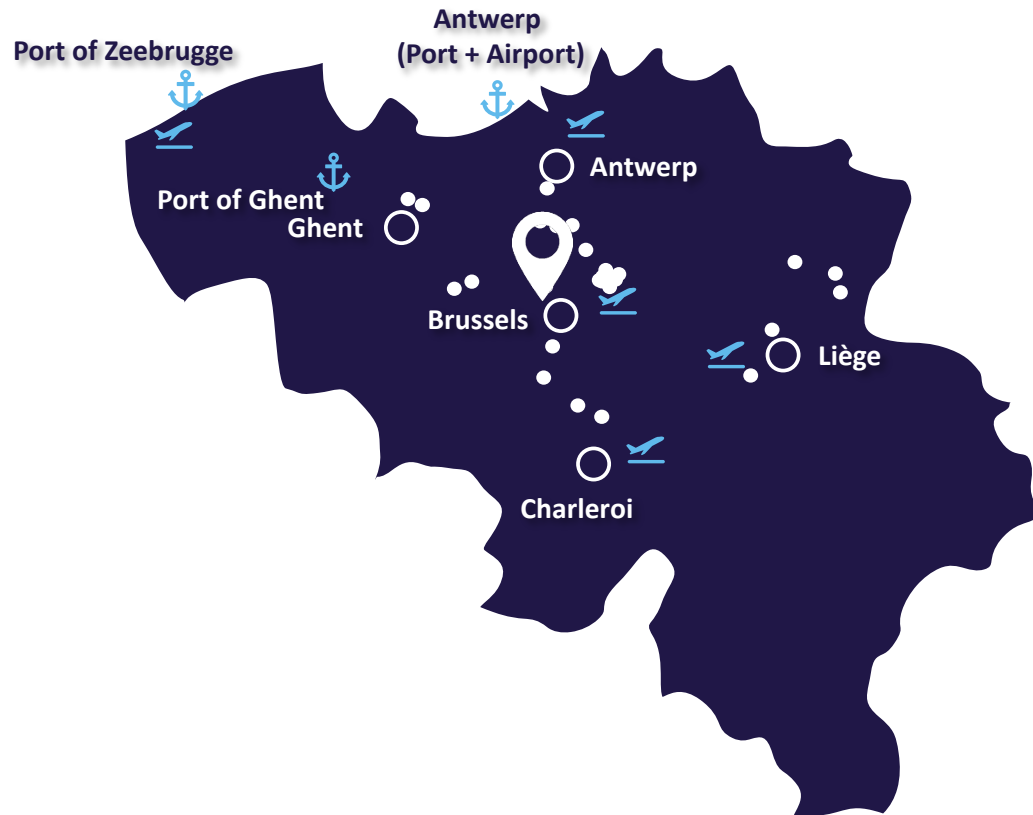
In Q2 2021, Montea started the expansion and construction of the car park at the Willebroek business park.

This extension is leased to **Dachser Belgium NV** for a fixed term of **15,5 years**.

Investment value of ca. **€ 2,5 M**



Investments realised in 2021



Brussels (BE) – Acquisition Q2 2021

Montea and the Port of Brussels signed a land concession agreement for a fixed term of **30 years** for a site of **ca. 35.000 m²**.

Montea and DSV have signed a purchase agreement for a distribution centre of **ca. 20.000 m²**. As of Q2 2021, the site has been **leased for a fixed term of 10 years** to Van Moer Logistics.

Investment value of ca. **€ 7 M**.



Investments realised in 2021

1



Schiphol Airport (NL) – Delivery Q1

Parking

Montea has acquired a plot of land of ca. **4.400m²** in Q4 2020. The parking plot accommodates 60 parking spaces and is rented for **10 years to Amazon Logistics**.

Investment value of ca. **€ 2M**.

2



Ridderkerk (NL) – Acquisition Q2 2021

Montea and VDH Forwarding & Warehousing B.V. Have signed a purchase agreement for a **distribution centre of ca. 6.750 m²** in Ridderkerk. The **lease of VDH has a term of 10 years**, with an **initial termination option after 7 years**.

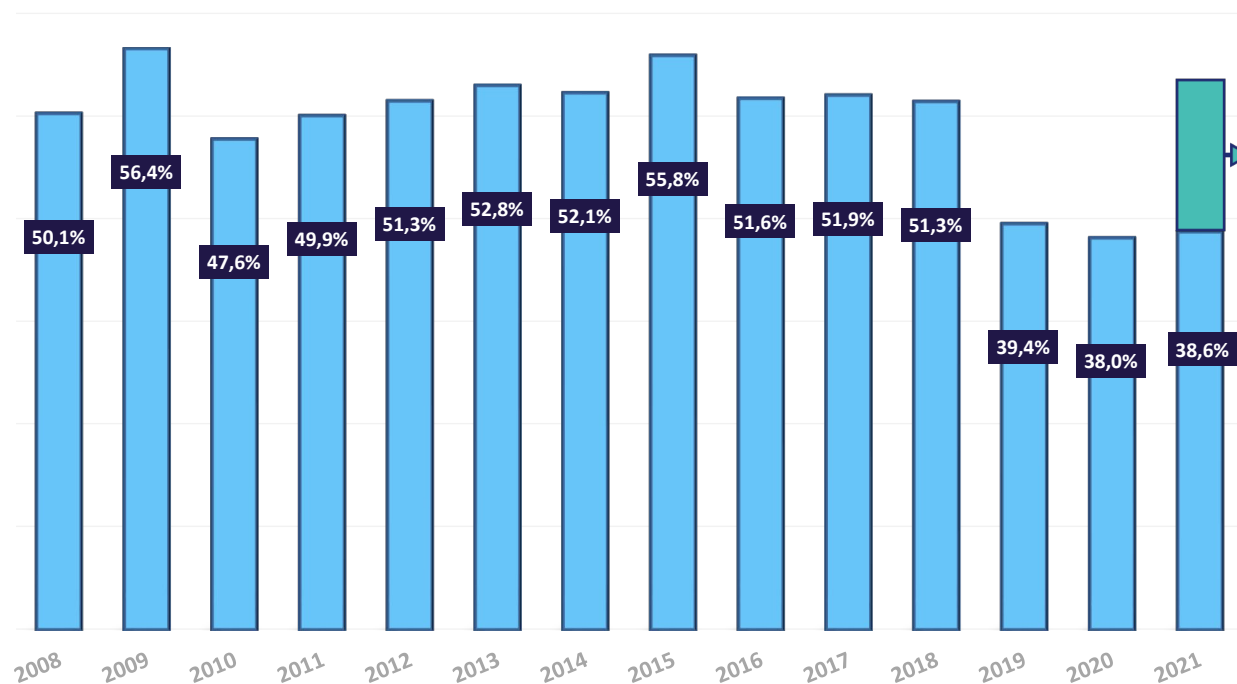
Further steps will be taken to modernize the site sustainably by installing charging stations, LED lighting and solar panels.

Investment value of ca. **€ 11 M**



Investments realised in 2021

Strong balance sheet



Shooting
capacity:
> € 640 M
towards 55%

(without taking into
account further
portfolio revaluation)

Debt ratio (%)

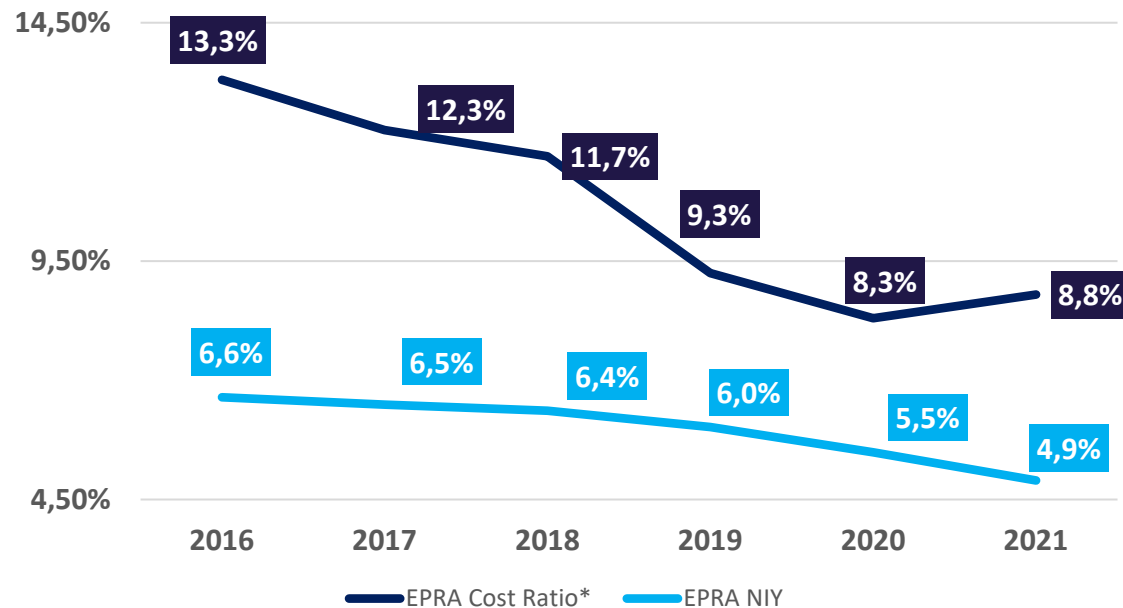
38,6%

31/12/2021

Financial KPI's

Financial KPI's

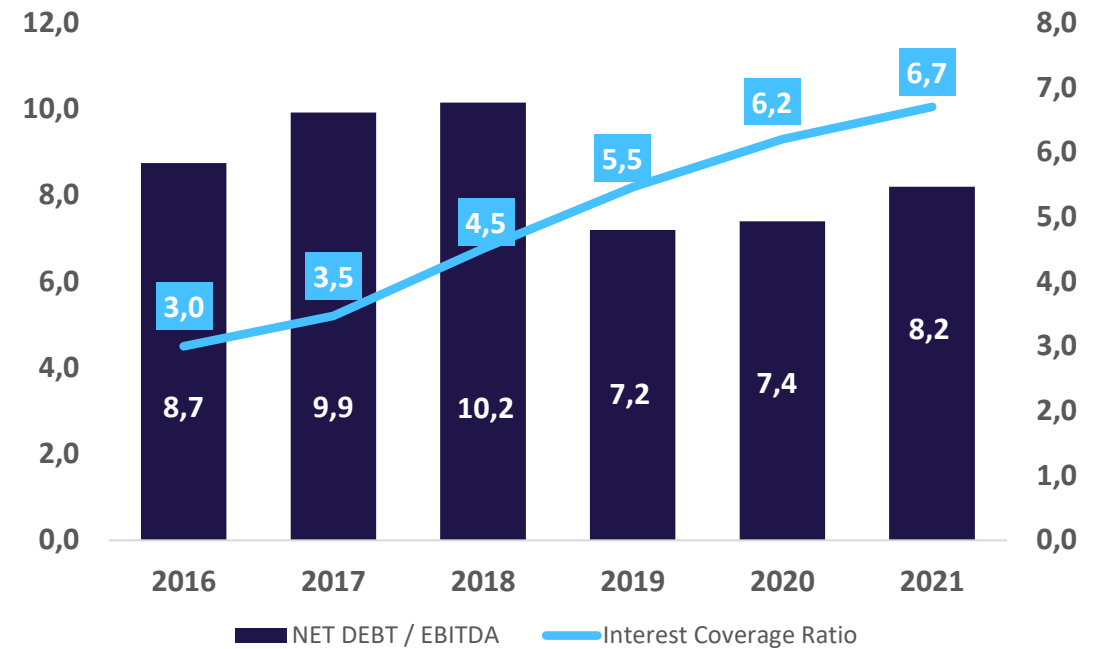
EPRA Cost Ratio & EPRA NIY



(*) including direct vacancy cost

EPRA Cost Ratio: administrative and operational charges (including vacancy charges), divided by rental income;
EPRA Net Initial Yield (NIY): annualised rental income based on the cash rents passing at the balance sheet date, less non-recoverable property operating expenses, divided by the market value of the property, increased with (estimated) purchase costs

NET DEBT / EBITDA & ICR

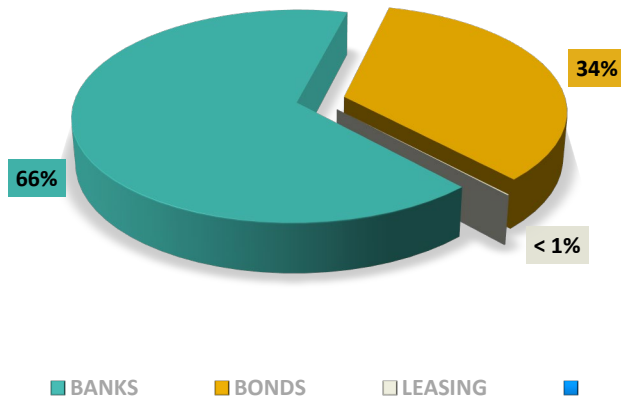


Interest Coverage Ratio: the sum of the operating result before the result on the portfolio, together with the financial revenues, divided by the net interest costs

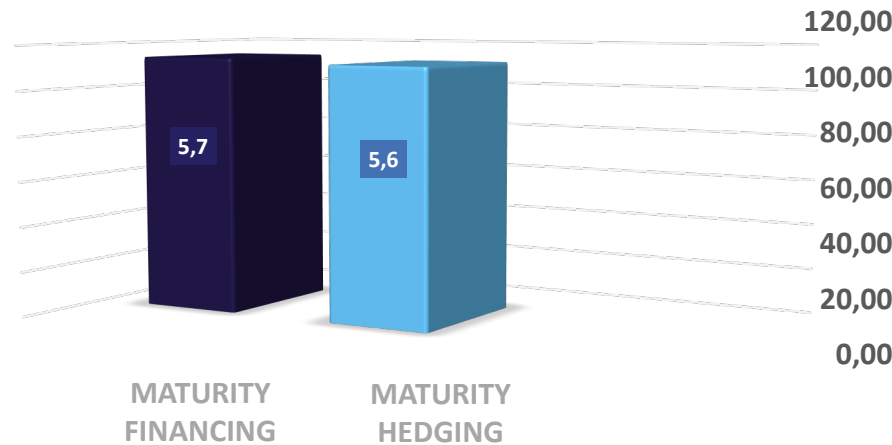
Financing in 2021

Well diversified long term financing (impact of € 235 M Green Bonds included)

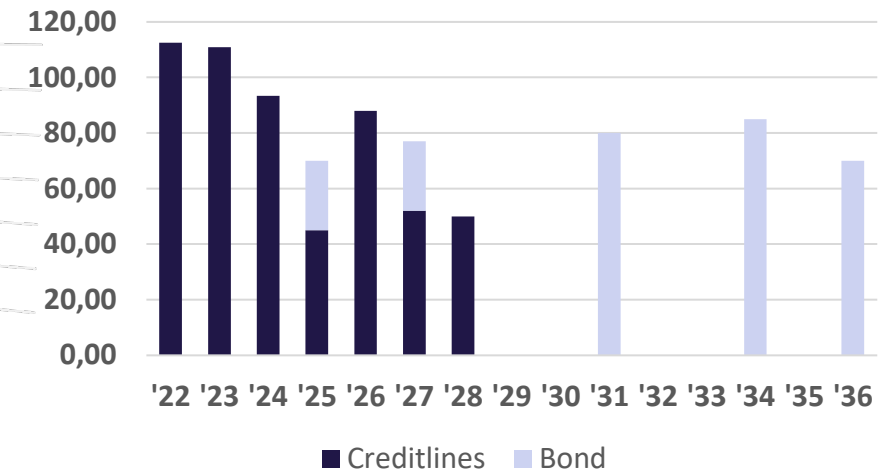
Financing sources



Maturity (y)



Maturity creditlines & bonds



Financing sources & maturities

93%

Hedge ratio 31/12/2021

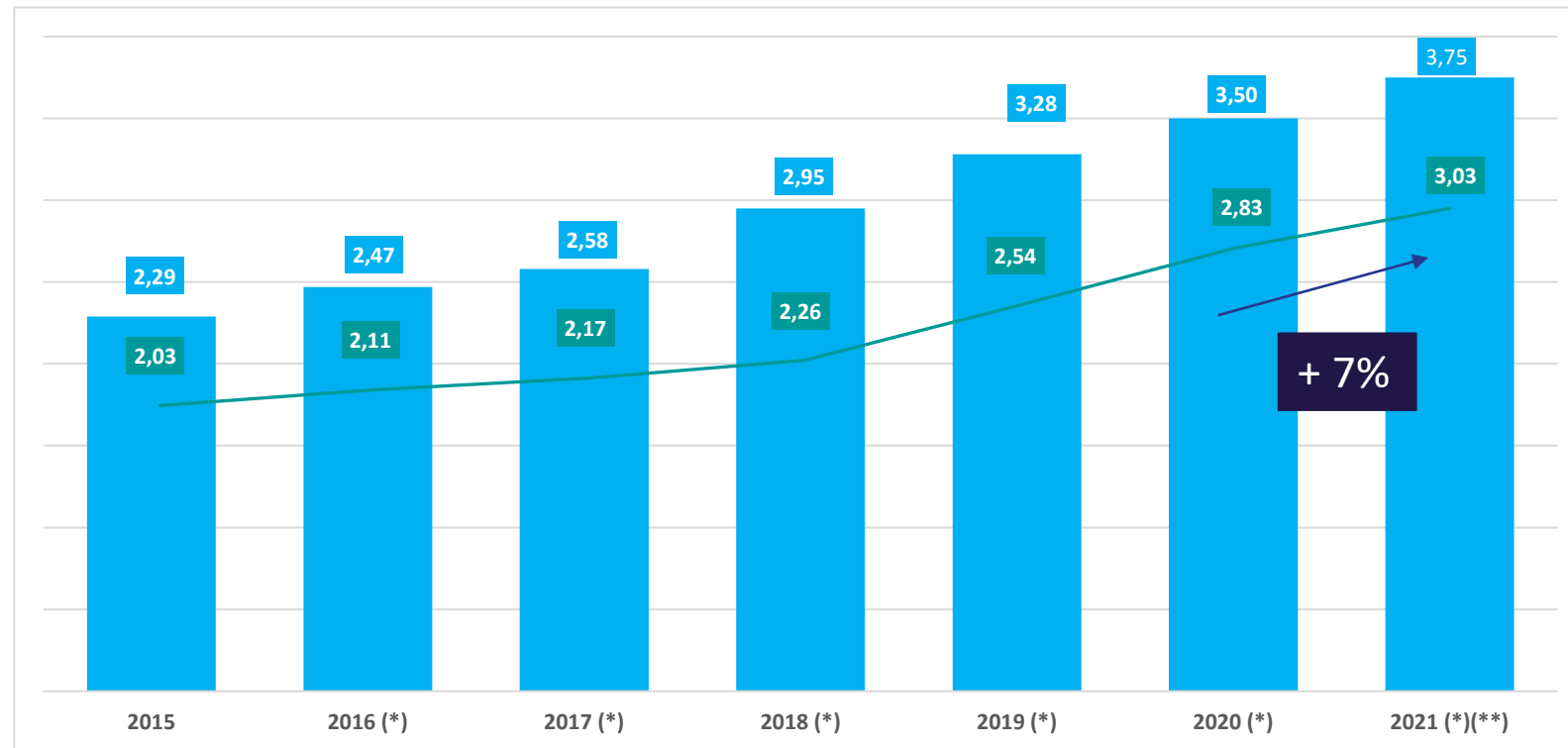
Financing in 2021

Green Bonds Issuance - € 235 M

- ✓ **Montea raises € 235 M through the issuance of Green Bonds via the US Private Placement market with six internationally renowned investors**
- ✓ **4 tranches:**
 - € 50 million - 10-year term (maturing on 27/04/2031) - coupon: 1,28%
 - € 30 million - 10-year term (maturing on 23/06/2031) - coupon: 1,28%
 - € 85 million - 12-year term (maturing on 04/01/2034) - coupon: 1,42%
 - € 70 million - 15-year term (maturing on 23/06/2036) - coupon: 1,44%
- ✓ **Liquidity position secured until mid-2022**
- ✓ **Issued under a new Green Finance Framework**
 - Financing programme in line with the Green Bond Principles and Green Loan Principles
 - Second Party Opinion from Sustainalytics

EPS & DPS

Evolution of EPRA result per share & Dividend per share (€)



(*) As of 2016: EPRA result per share instead of Net Current Result

(**) DPS subject to General Shareholders' Meeting in May 2022

■ EPS

■ DPS



Highlights 2021



Track'24



ESG



Appendix

Track'24

- ❑ **EPS growth to € 4,30 in 2024**
(> 20% increase compared to 2020)
- ❑ **DPS growth to € 3,45 in 2024**
(> 20% increase compared to 2020)
- ❑ **Investment volume growth of over € 800 million in 4 years**
 - ✓ Since the beginning of 2021, an identified investment volume of over € 300 million (€ 173 Million invested – € 160 M in execution)

Outlook 2022

- ❑ **EPS growth to € 3,95 in 2022**
(+ 5% increase compared to 2021)
- ❑ **DPS growth to € 3,18 in 2022**
(+ 5% increase compared to 2021)
- ❑ **Investment volume growth of ca. € 250 million in 2022**

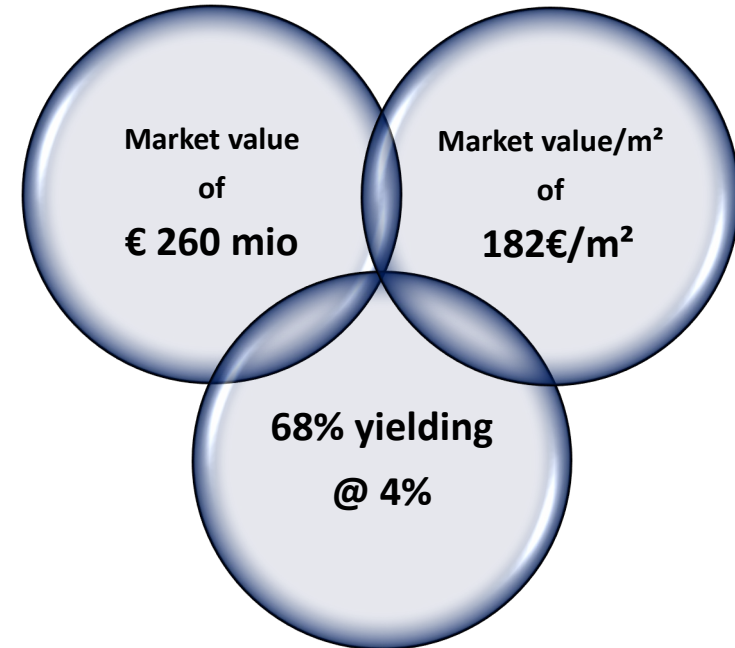
2020	→	2024
€ 3,50	EPRA earnings/share	€ 4,30
€ 2,83	Dividend/share	€ 3,45
	CAPEX	€ 800 M

2021	→	2022
€ 3,75	EPRA earnings/share	€ 3,95
€ 3,03	Dividend/share	€ 3,18
	CAPEX	€ 250 M

TOTAL LANDBANK	2,0 mio m²
ACQUIRED LANDBANK	1,5 mio m ²
UNDER CONTROL	0,5 mio m ²

- ✓ 100% situated in logistic & industrial zonings
- ✓ Future development potential > 1,0 mio m²
- ✓ Extension potential of current portfolio by > 60%
- ✓ 60% brown & grey field

Acquired landbank



Landbank: potential for future developments



Investments realised in 2022



‘s Hertogenbosch & Zwolle (NL)

Montea has concluded an agreement with Urban Industrial for the **acquisition of two buildings** in ‘s Hertogenbosch and Zwolle, both **currently leased to PostNL**.

In ‘s Hertogenbosch, this is a 5 ha site with a footprint of **ca. 24.000 m²**. In Zwolle, this is a 6 ha site with a footprint of **ca. 29.000 m²**.

Both properties are **strategically located** at the entrance to the city. The locations are **extremely suitable for e-commerce** due to the presence of a large outdoor area, which offers the possibility to expand upon the departure of the existing tenant.



Investments realised in 2022

1



Tilburg (NL)

At the start of 2022, Montea and a private investor have reached an agreement on the purchase of the logistics building in Tilburg leased by **the Barsan Group**.

The building has a surface area of **6.000 m²** on a **2 ha site**. The site offers the possibility to expand the building in the future.



2



GVT portfolio (NL)

Montea has bought three new-build projects in the Netherlands, which **GVT Transport & Logistics** will lease for a period of **10 years**. The new-build projects are located in Alkmaar, Berkel & Rodenrijs and Echt.

This transaction involves ca. **30.000 m² of land** and ca. **16.000 m² of warehouses and cross-docks**. The site in Alkmaar has been delivered in **Q1 2022**. The sites in Berkel & Rodenrijs and Echt will be completed in **Q2 2022**.



Projects in execution

1



Tiel (NL)

In September 2018, Montea acquired a site with a total area of **47,9 ha in Tiel**, where in Q3 Montea has started building a **9.700 m² recycle and distribution centre** for **Re-Match**.

Re-Match Nederland B.V. has signed a lease for a fixed period of **20 years**. The estimated development investment budget amounts to ca. **€ 12 M**.

The remainder of the landplot (46,9 ha) remains leased to Recycling Combinatie REKO B.V. and Struyk Verwo Infra B.V.



2



Etten-Leur (NL)

The acquired land “Vosdonk” has been prepared for construction of a build-to-suit project of **ca. 26.500 m²**.

Montea already invested **€ 5,5 M** (acquisition of the land).

Bas Service Oriented has signed a lease for a fixed period of **8 years**. The estimated development investment budget amounts to **ca. € 14 M**.



Projects in execution



Waddinxveen – phase 1 (NL)

Acquisition of plot of land (**120.000 m²**) in Q3 2020 on a strategic location between Rotterdam & Amsterdam (near motorway A12).

In a first phase, **50.000 m²** will be developed, which is fully rented out to **HBM Machines B.V.** on a **10-year fixed lease**.

Estimated investment budget for land + development:
ca. € 40 M. (for phase 1)



Projects in execution

1



Blue Gate, Antwerp (BE)

Montea is developing an **8.438 m² sustainable delivery station** at **Blue Gate Antwerp**. This development is fully pre-let for a **fixed period of 15 years**.

The building will be **BREEAM Excellent** and will have a large parking building with **5 levels of 8.000 m²** each, for more than 400 electrical vans.

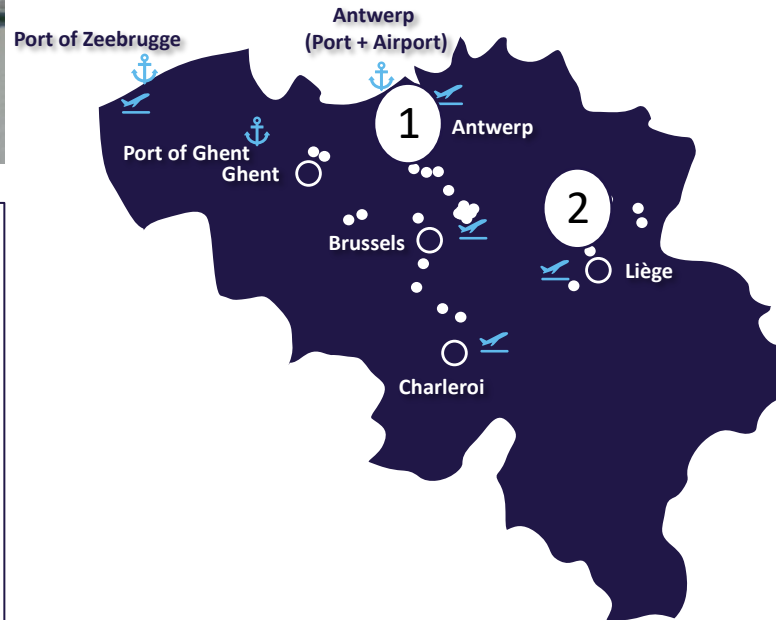
The estimated development investment budget amounts to ca. **€ 41 M** (including land acquisition).

2



Tongeren (BE)

Montea acquired in Q4 2021 **two sites of ca. 180.000 m²** in **Tongeren**. On the first site, a **building of ca. 20.000 m²** was already developed by Group Cordeel in 2021. The building **has been leased to XPO Logistics**. In addition, a second phase of **ca. 20.000 m²** is currently under construction. The second site offers a development potential of **ca. 50.000 m²**.



Projects in execution



Solar panels in The Netherlands

61% of the portfolio of warehouses in the Netherlands has already been fitted with solar panels. Montea aims to increase this percentage to **75%** and foresees an investment budget of ca. **€ 9,0 M**. Delay is expected due to **capacity problems** of the electricity network in the Netherlands.



Solar panels in France

In addition to Belgium and the Netherlands, PV installations are also planned in **France**. The installation started in Q4 2021. The estimated development investment budget amounts to ca. **€ 4 M**.



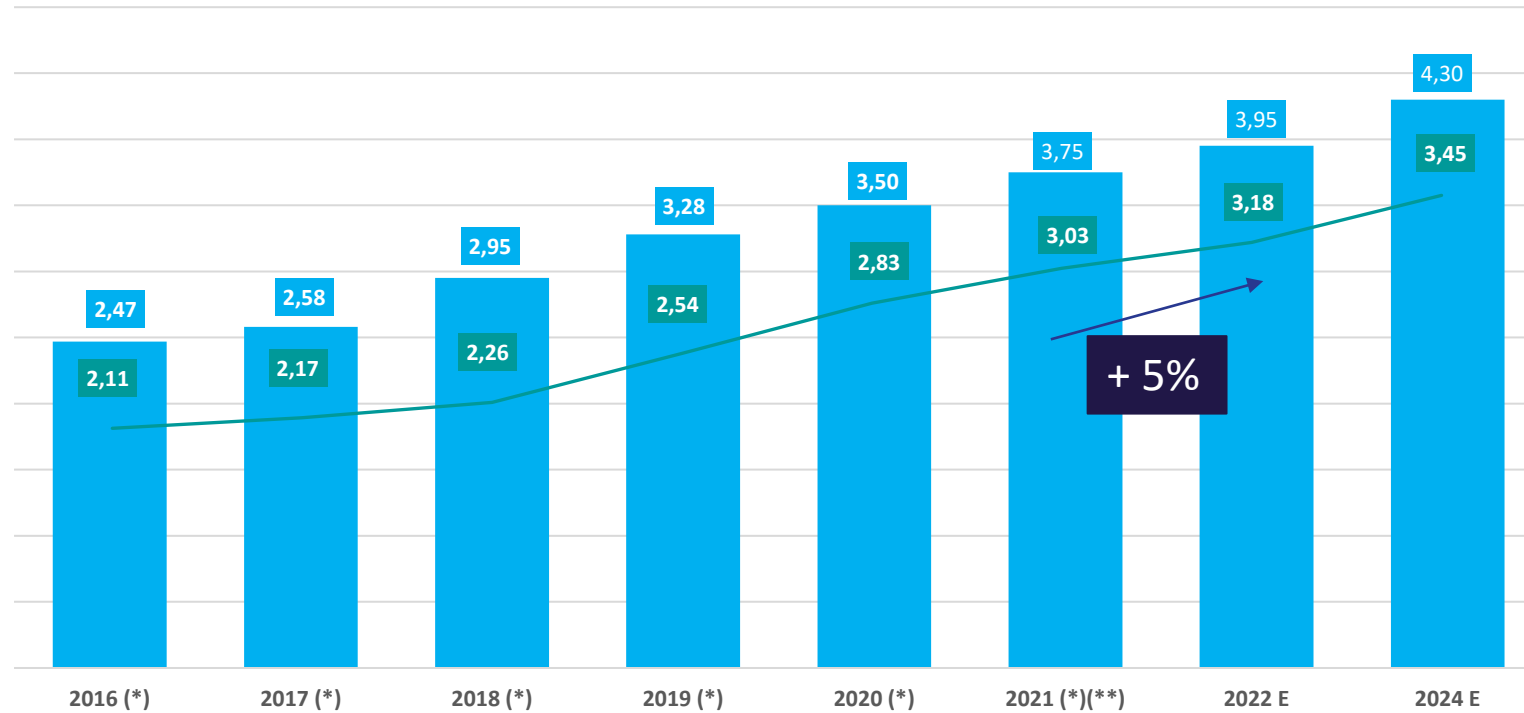
Solar panels in Belgium

86% of all roofs of the warehouses are **actually** equipped with solar panels, producing the energy consumption of **7.700 families**. An additional investment of **€ 0,6 M** will be done in order to reach the maximum possible roof coverage of ca. **95%** (5% has technical limitations).



Outlook 2022

Evolution of EPRA result per share & Dividend per share (€)



(*) As of 2016: EPRA result per share instead of Net Current Result

(**) DPS subject to General Shareholders' Meeting in May 2022

■ EPS

■ DPS



Highlights 2021



Track'24



ESG



Appendix

15-04-2022

Publication
ESG report 2021

Let's be **real**.
Growth is all
about finding
balance.

ANNUAL ESG REPORT
2021



Environmental, Social & Governance (ESG)

Environmental

- ✓ **Greenhouse gas emissions** – reduce Montea’s direct and indirect CO₂ footprint
 - **Own operations** reduce CO₂ emissions by **50% by the end of 2024 & full CO₂ neutrality without compensation by 2030**
 - **Buildings** reduce CO₂ emissions by **20% by the end of 2024 & Paris Proof emissions level by 2050**
- ✓ **Long term dedication** – focus on sustainable and versatile logistics real estate

Social

- ✓ **Our organisation** – Monteanneers
- ✓ **Community involvement**
- ✓ **Recruitment of Chief HR Officer** – to develop the future HR policy

Governance

- ✓ **Culture** – committed to a culture in which equality, diversity and non-discrimination are central
- ✓ **Ambition** – our ambition is focused on 4 UN Sustainability Development Goals (SDG)



MORE INFORMATION:
MONTEA.COM



This presentation contains forward-looking statements. Such forward-looking statements involve unknown risks, uncertainties and other factors which may cause the actual results, financial conditions, performance or achievements of the company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Given these uncertainties you are cautioned not to place any undue reliance on such forward-looking statements, which can not be guaranteed. These forward-looking statements speak only as of the date of this presentation. The company expressly disclaims any obligation to update such forward-looking statements, except to the extent and in the manner required by Belgian law.



Highlights 2021



Track'24



ESG



Appendix

About Montea

Montea NV is a public regulated real estate company (“RREC”) under Belgian law (SIR – SIIC), specializing in the development and the management of logistics property in Belgium, France, The Netherlands and Germany (“**Montea**” or the “**Company**”).

The company is a leading player in this market. Montea literally provides its clients with the space to grow, through flexible and innovative property solutions.

As at 31 December 2021, Montea’s property portfolio represented a total floor space of 1.545.165 m², spread over 79 locations. Montea NV has been listed on Euronext Brussels (MONT) and Paris (MONTP) since late 2006.



About Montea

When Montea invests in logistics real estate, we are fully intent on **keeping it in our portfolio for a long time**. That is why we are strongly committed to high quality, sustainable finish and materials. This applies to investment in existing buildings as well as to the way in which we develop logistics real estate tailored to the customer's needs.

We develop logistics real estate bespoke for our customers business and fully in line with our sustainable real estate criteria: **high quality standards with flexible possibilities and innovative techniques**.



About Montea

- ✓ Montea literally offers its clients space to grow, through **flexible and innovative real estate solutions**. That is why Montea maintains an extensive network of estate agents, landowners, property developers and contractors.
- ✓ Montea converts its market knowledge into high-quality real estate investments that offer sustainable added value for clients and shareholders.
- ✓ Montea consists of a driven team of logistics real estate experts. With a good understanding of the client's needs, Montea searches for tailor-made qualitative solutions, adapted to the ever-changing economic situation.

About Montea

Montea acts in accordance with the following key concepts:

✓ **WAREHOUSING**

- Land value has a higher share in the total value than in other asset classes
- Life cycle of warehousing > than other asset classes
- Renovation cost < than other real estate asset classes

✓ **PURE PLAYER**

- Ambition to be best in class through specialisation (Logistics, Real estate & Finance)
- Ambition to be top of mind towards other market players (logistic players, brokers, ...)

✓ **END INVESTOR**

- No speculative development
- Long term vision with focus on quality & sustainability
- Attractive landbank

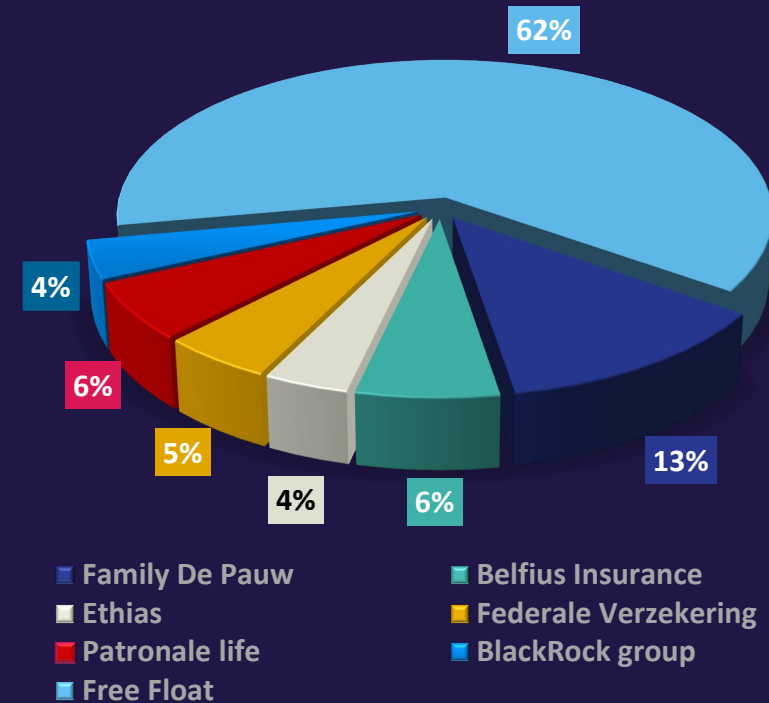
✓ **SHAREHOLDERS' RETURN**

- Strong dividend track record
- Supported by stable reference shareholder base

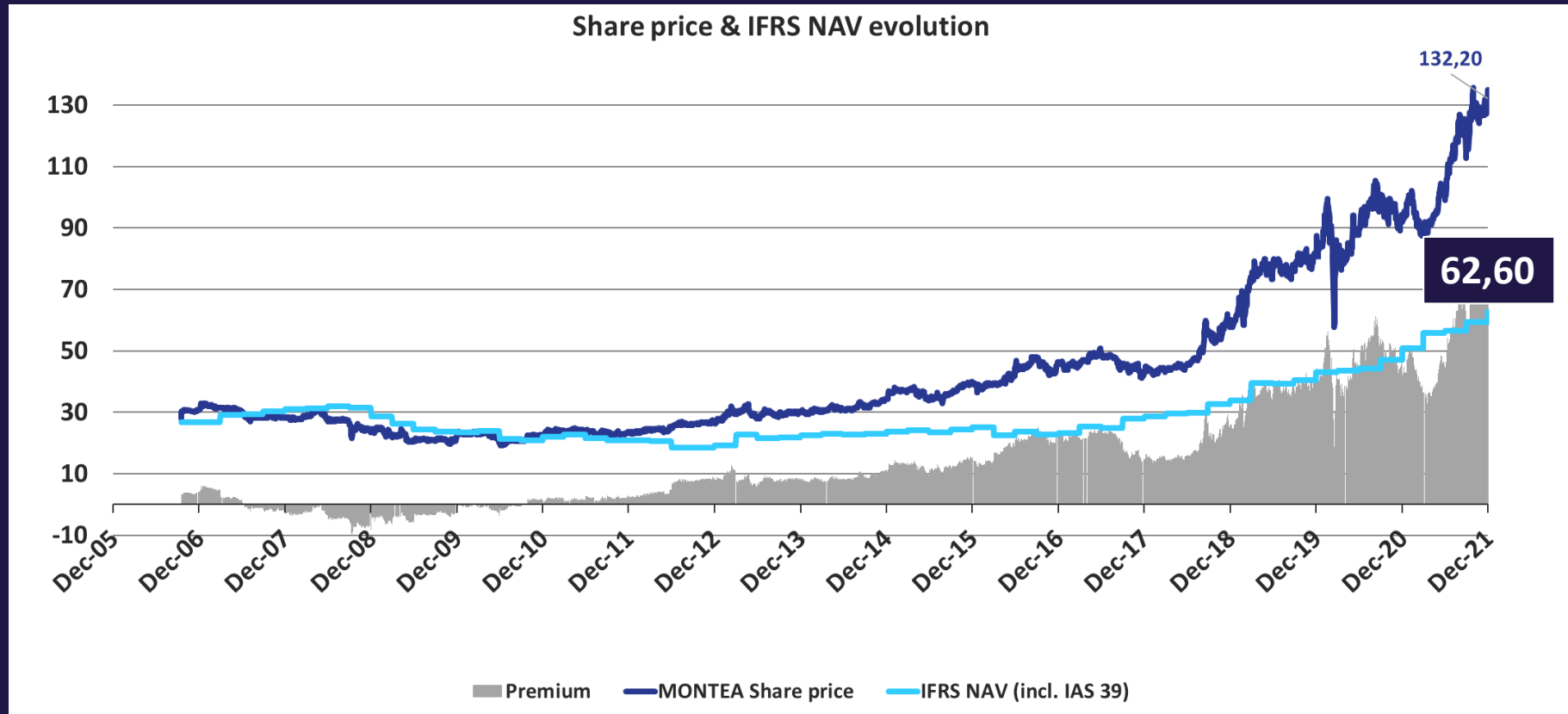
About Montea

- ✓ **Montea** is the result of Pierre De Pauw's lifework, who has been **one of the Belgian pioneers in logistic real estate** since the late 1960s
- ✓ The IPO of Montea in 2006 was the start of a strong growth path
- ✓ Montea has a market cap of **€ 2,0 billion**

Shareholder base (based on transparency notifications)



About Montea



A shareholder, who

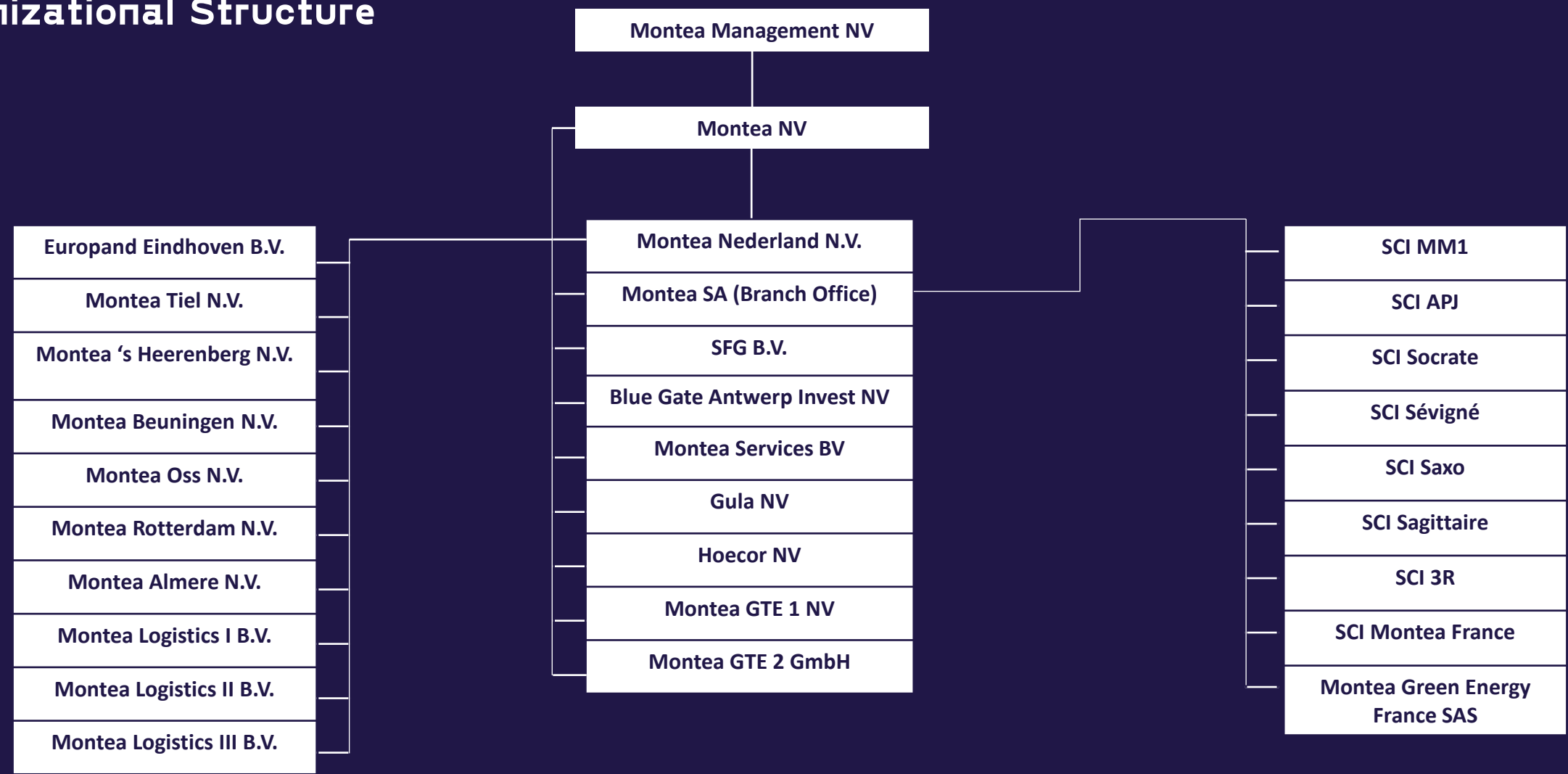
- invested at the IPO (2006) and
- always participated in the optional dividend

**realizes an IRR
of 14,4%**

per 31/12/2021 (over 14 years).

About Montea

Organizational Structure





MORE INFORMATION:
MONTEA.COM



This presentation contains forward-looking statements. Such forward-looking statements involve unknown risks, uncertainties and other factors which may cause the actual results, financial conditions, performance or achievements of the company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Given these uncertainties you are cautioned not to place any undue reliance on such forward-looking statements, which can not be guaranteed. These forward-looking statements speak only as of the date of this presentation. The company expressly disclaims any obligation to update such forward-looking statements, except to the extent and in the manner required by Belgian law.