Corporate presentation Q4 2021

10/02/2022

MORE INFORMATION: MONTEA.COM









Track '24



ESG

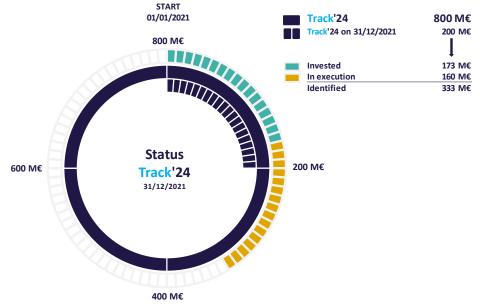


Аррепdіх

Highlights 2021

- □ EPRA result of € 3,75 per share (growth of 7% compared to 2020)
- Dividend of € 3,03* per share (growth of 7% compared to 2020)

- Target: € 3,74 per share (initial target: € 3,68 per share of +5%)
- ✓ 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

- □ 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

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

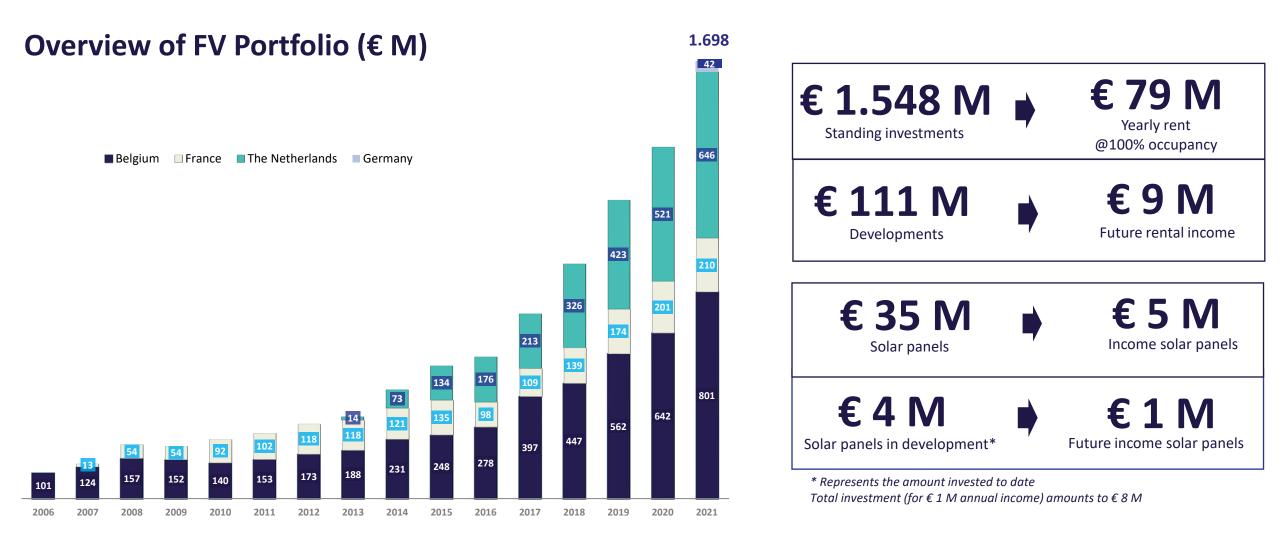
Focus area in **The Netherlands** is the southern part of the country, with the 'Randstad' area (Amsterdam, Rotterdam, Den Haag, Utrecht) and Tilburg-Breda as most important contributors. The ports of Rotterdam & Antwerp (in Belgium) are considered as the Gateway to Europe to supply the continent.

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

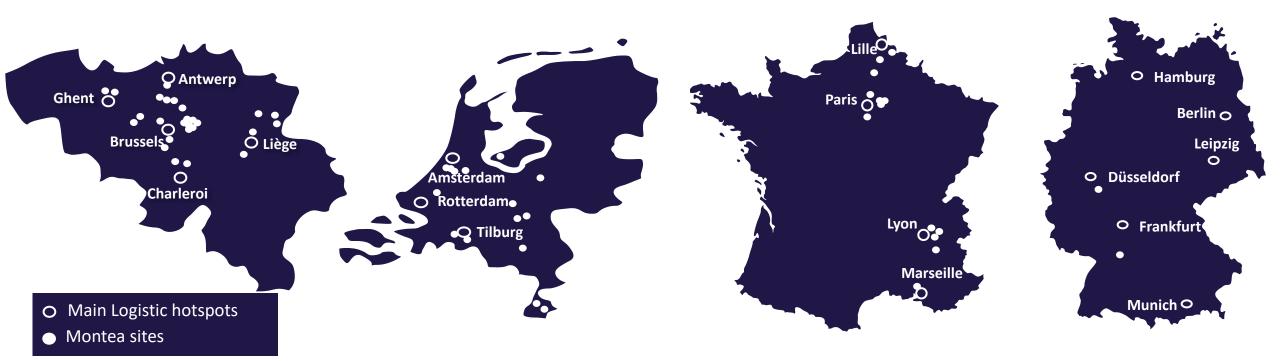
Focus area in **France** is 'La Dorsale', the axis going from north to south, connecting Lille-Paris-Lyon-Marseille.

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

• Main Logistic hotspots



Total portfolio: € 1.698 M

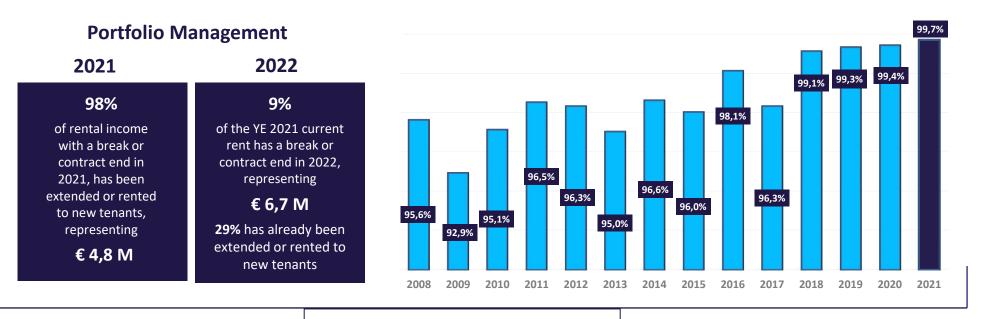


Country	# sites	SQM ('000)	Fair Value	Yearly Rent	Current yield @ 100% occupation	Occupancy	% of total portfolio
BE	37	761 m²	€ 736 M	€ 37 M	5,0%	99,5%	47%
	23	548 m²	€ 568 M	€ 29 M	5,1%	100%	37%
FR	17	201 m²	€ 203 M	€ 10 M	5,4%	100%	13%
e de	2	36 m²	€ 42 M	€2M	4,4%	100%	3%
TOTAL	79	1.545 m²	€ 1.548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

Strong portfolio KPI's



Occupancy rate & rental activity

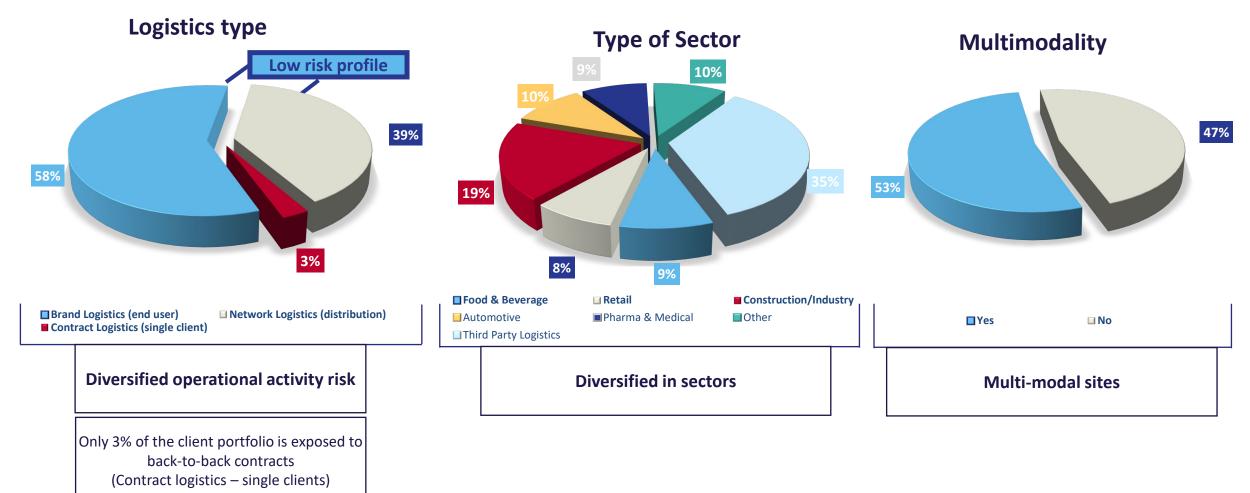


Occupancy rate (%)

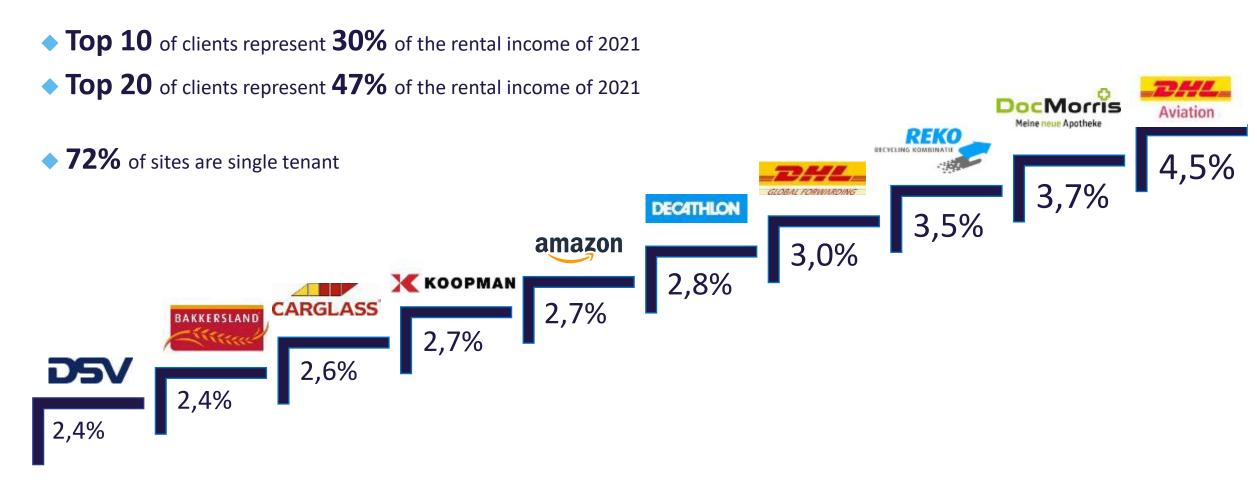
Occupancy: 99,7%

Target: > 97%

High qualitative client portfolio



High qualitative client portfolio





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.





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.

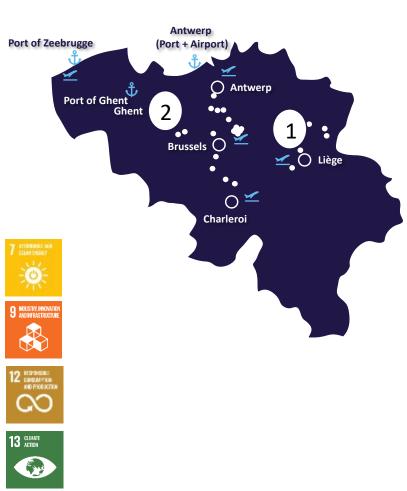


Tongeren (BE) – Acquisition Q4 2021

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 developped.





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.





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.







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







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.





Schiphol Airport (NL) – Delivery Q1

Parking

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

Investment value of ca. € 2M.





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.

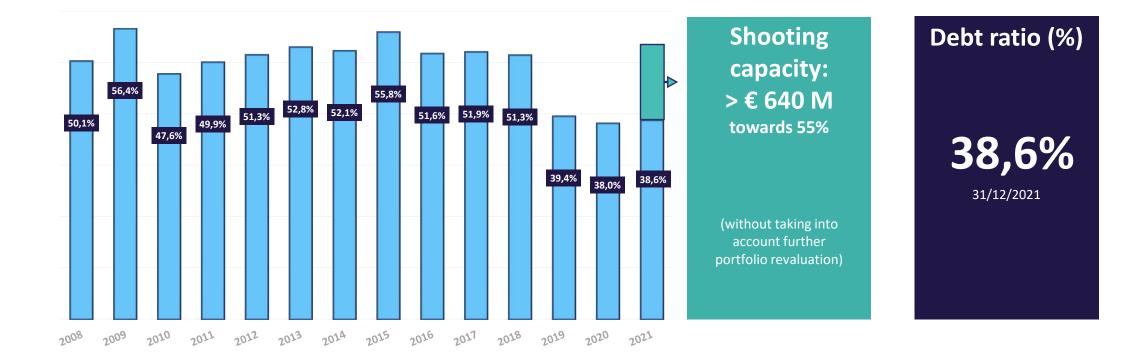
Further steps will be taken to modernize the site sustainably by installing charging stations, LED lighting and solar panels.

Investment value of ca. € 11 M





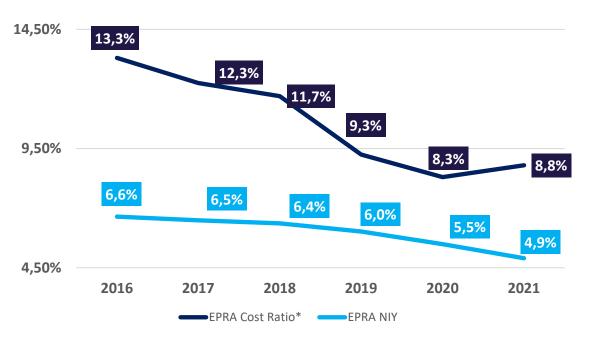
Strong balance sheet



Financial KPI's

Financial KPI's

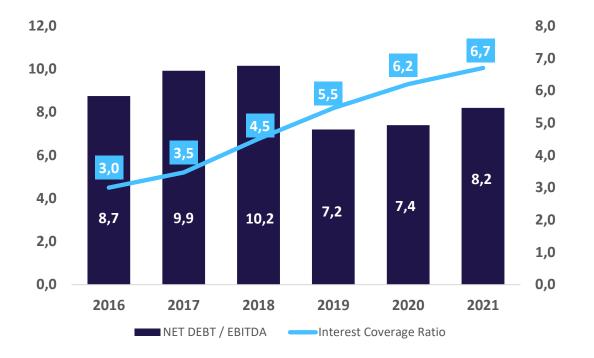
EPRA Cost Ratio & EPRA NIY



(*) 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

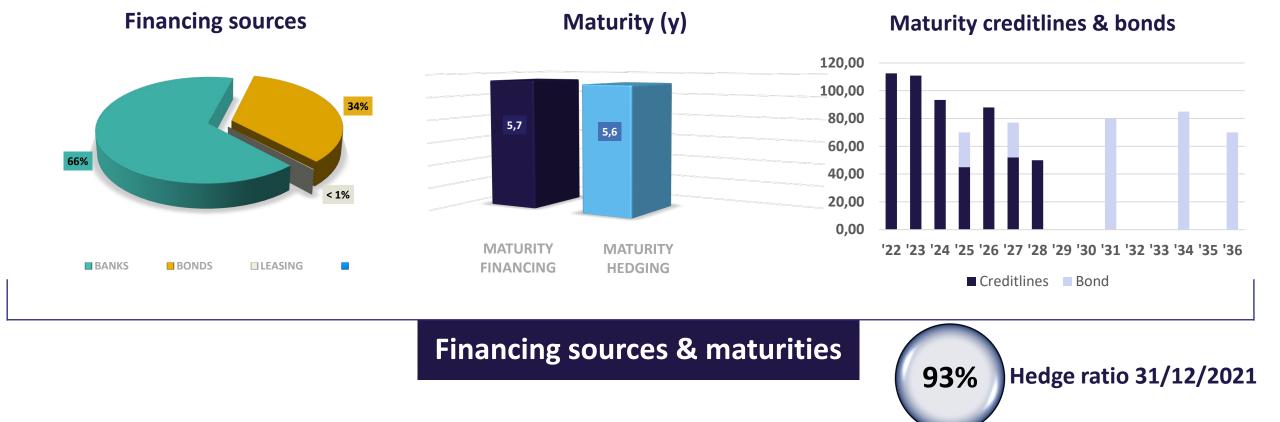
NET DEBT / EBITDA & ICR



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 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%

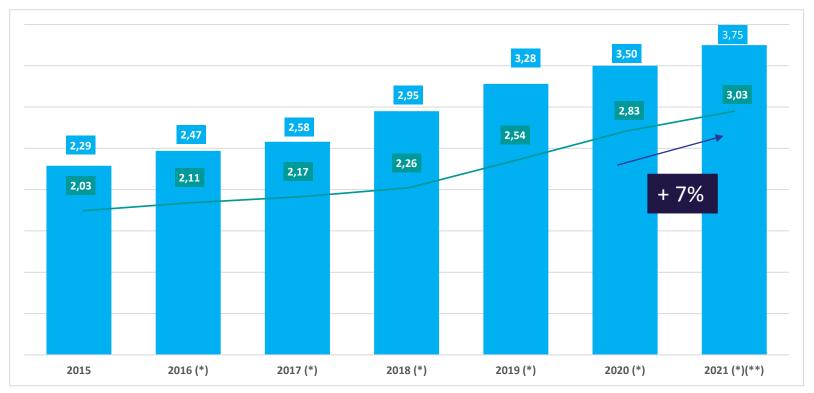
Liquidity position secured until mid-2022

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





Track'24



ESG



Аррепdіх



<u> Track'24</u>

- □ **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
2021 € 3,75	EPRA earnings/share	2022 € 3,95
	EPRA earnings/share	

CAPEX

€ 250 M

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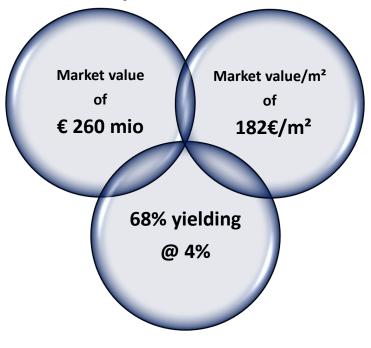
 Total Landbank	2,0 mio m ²
Acquired Landbank	1,5 mio m²
Under Control	0,5 mio m²

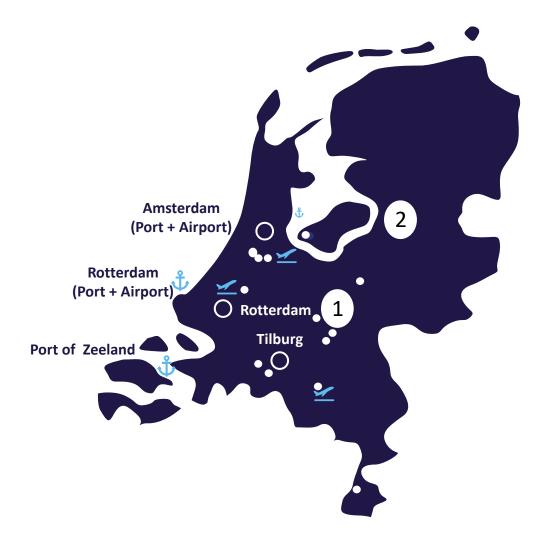
- ✓ 100% situated in logistic & industrial zonings
 - **Future development potential > 1,0 mio m²**
- Extension potential of current portfolio by > 60%
- ✓ 60% brown & grey field

Landbank: potential for future developments



Acquired landbank









'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.





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.







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



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 Kombinatie REKO B.V. and Struyk Verwo Infra B.V.







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 іп 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



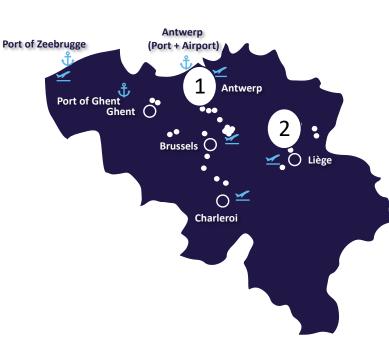
Blue Gate, Antwerp (BE)

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).







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. \in 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





Track'24



ESG



Appendix

15-04-2022

Publication ESG report 2021

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

ANNUAL ESG REPORT



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

<u>Social</u>

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

Governance

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

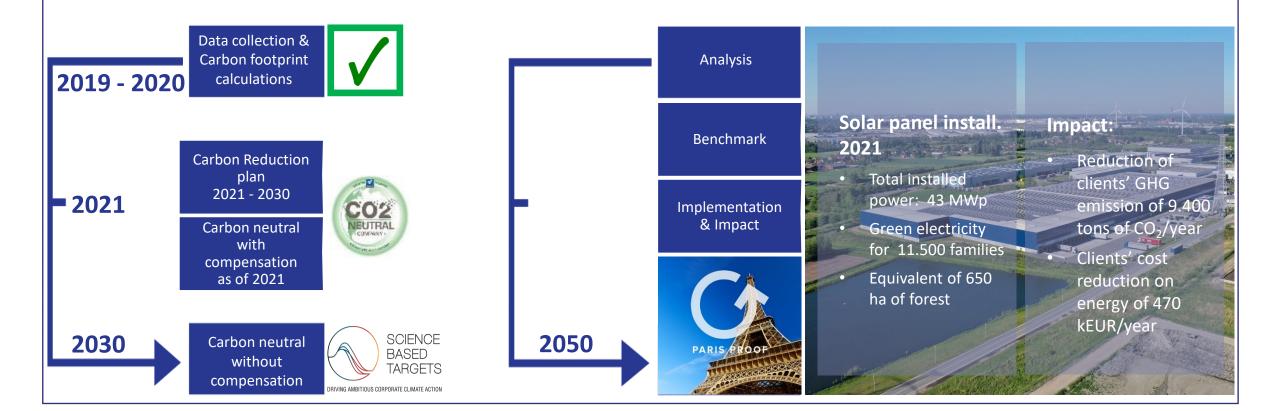
Environmental, Social & Governance (ESG)

Greenhouse gas emissions

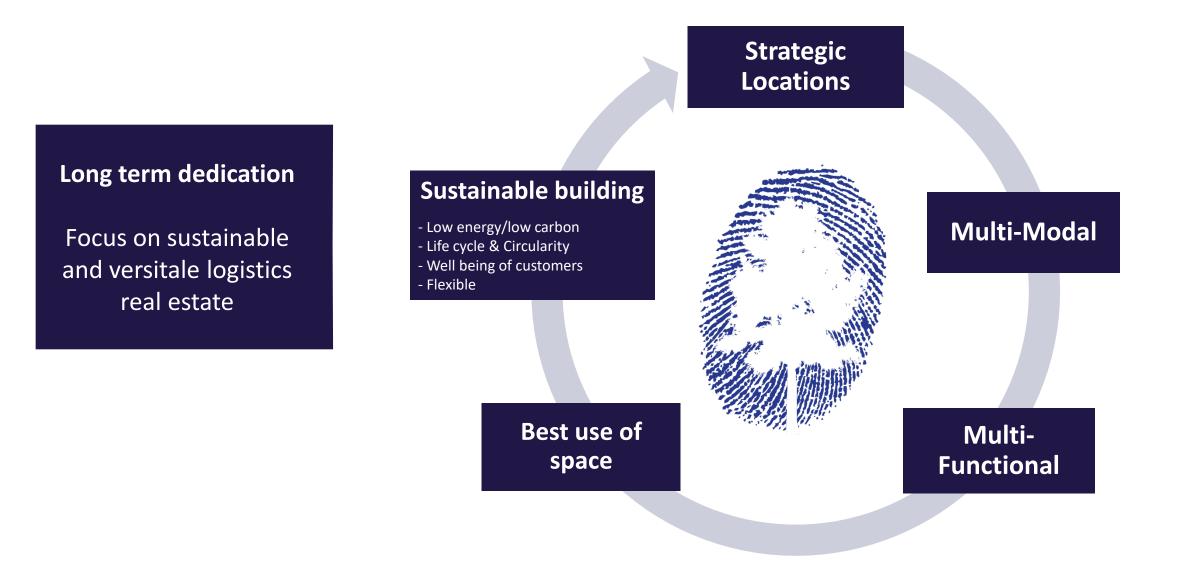
Montea operations carbon neutral by 2021

Montea's Portfolio Paris Proof by 2050

Client engagement program: We help our clients reduce their carbon footprint and energy costs

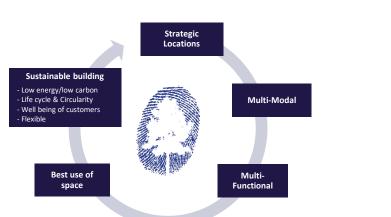


Environmental, Social & Governance (ESG)



Montea has completed a 10,600 m² delivery station for Amazon in the Schiphol Logistics Park.

Packages will be shipped to the delivery station from Amazon existing European fulfilment and sortation centers and loaded onto electrical vehicles to get delivered to customers.

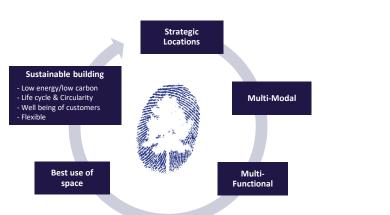


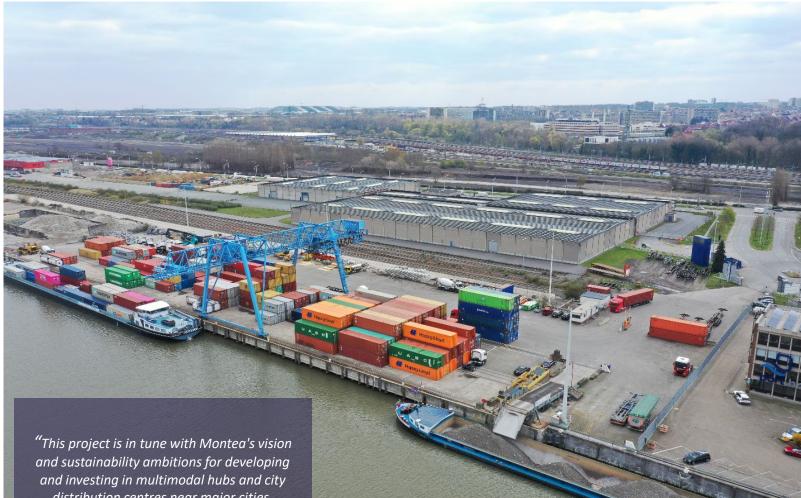


We are delighted that we can help a market leader such as Amazon by providing them with the ideal distribution centre at the most suitable location in the Netherlands. This socalled last mile proves to be especially difficult in densely populated areas like big cities, so that is exactly where the logistics sector needs to keep innovating, with sustainable out-ofthe-box ideas. In addition to the 'big boxes' we developed in the past, the amount of these last mile solutions is increasing in our portfolio, with smaller units geared specifically to delivery to the end consumer within a 20 to 30 km radius."

> Hylcke Okkinga, director Montea Netherlands

Montea invests in multimodal urban logistics and signed an agreement with Port of Brussels for a site of ca. $35,000 \text{ m}^2$, immediately adjacent to the Trimodal Terminal in Brussels. Besides the approach road to the centre of Brussels, this site boasts exceptional multimodal possibilities for rail and canal traffic.



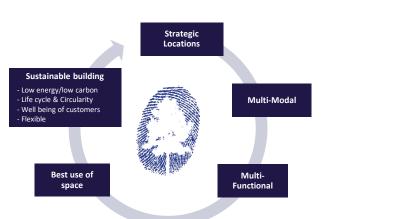


distribution centres near major cities.

This 'Walk the Talk' principle applies also to similar projects such as Blue Gate in Antwerp, Amazon in Amsterdam and the Vorst site to the south of Brussels."

Peter Demuynck, Chief Commercial Officer, Montea

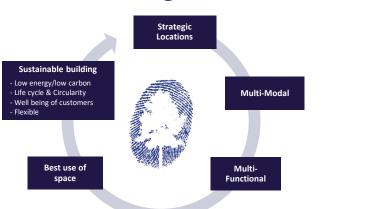
At Blue Gate, Antwerp, Montea is developing a top-notch site for innovative and ecoconscious companies. Thanks to the unique location, directly on the Schelde river, and amidst a hub of railroads, roads and bicylcle paths, transport from never been more efficient. Both for goods and employees!



A.U.L.A. is Belgium's first eco-effective, water-related city logistics park and will be the benchmark for innovative logistics real estate with minimum environmental impact and maximum social value.

Jo De Wolf, Chief Executive Officer Montea

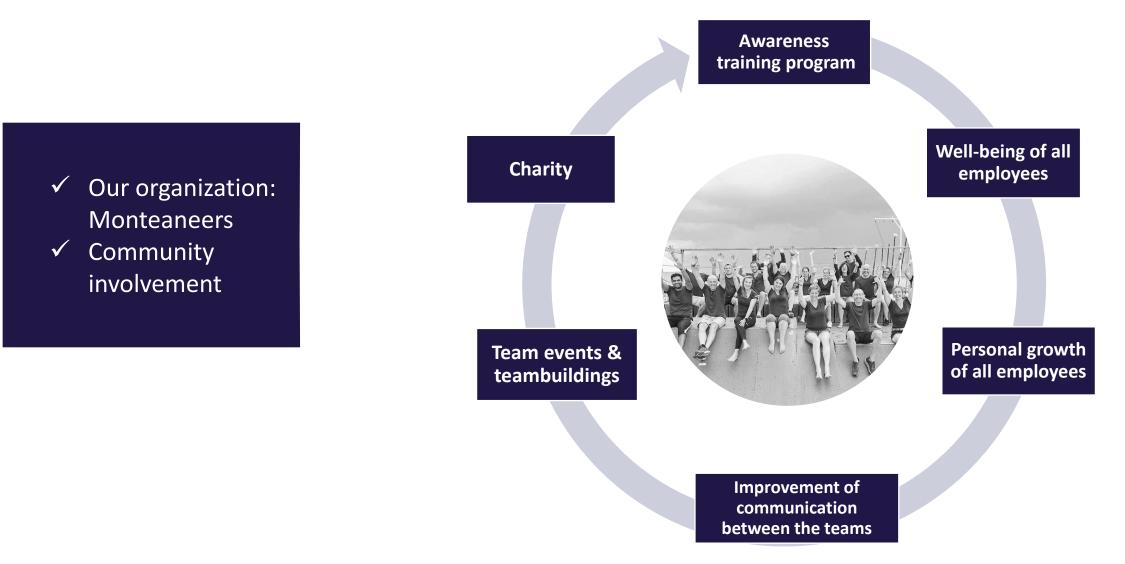
In 2019 Montea signed the purchase agreement for a 37,520 m² brownfield at the Vosdonk Industrial Estate in Etten-Leur. This site has been completely remediated and the environmental permit is irrevocably. On this site Montea started with the realization of a new distribution centre of ca. 26,500 m² for Bas Service **Oriented Logistics.**





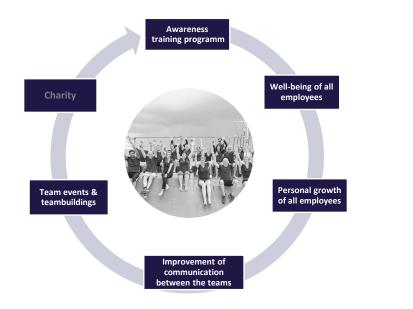
"This development is once again proof that Montea does not focus on absolute growth, but on maximum value creation and partnership. We are reusing space already taken up in a well-thought out manner instead of creating new open green space. At the same time, we are perpetuating the relationship with the fine company Bas Service Oriented Logistics."

> Hylcke Okkinga, director Montea Netherlands



Personal growth of our employees, regardless equal opportunities for everyone and good governance.





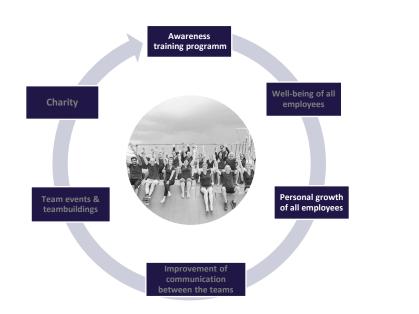


Montea strongly believes that its employees, together with their families, are the cornerstones of its business. That is why the company organizes events regularly focused on the family.



Montea wants to share its extensive expertise with as many partners as possible, so it regularly organizes interesting seminars and inspiration days on its own and sometimes in cooperation with partners.





Montea is a regular guest speaker at seminars organized specifically for the real estate sector.



Consultants International

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Montea does its upmost to improve the health of its employees.

That is why the employees are encouraged to take part in sports events (e.g. De Kampenhoeve Trail Run, Immorun).

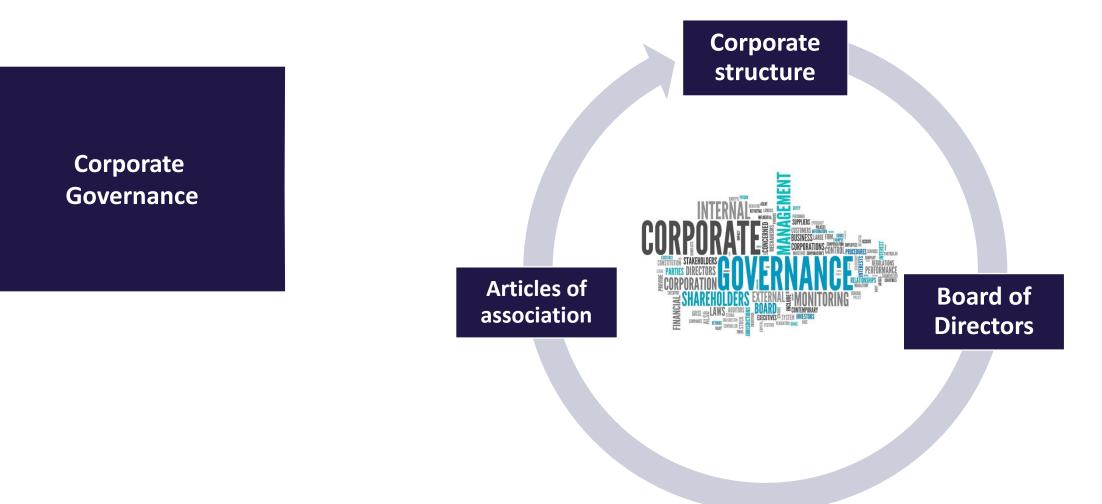






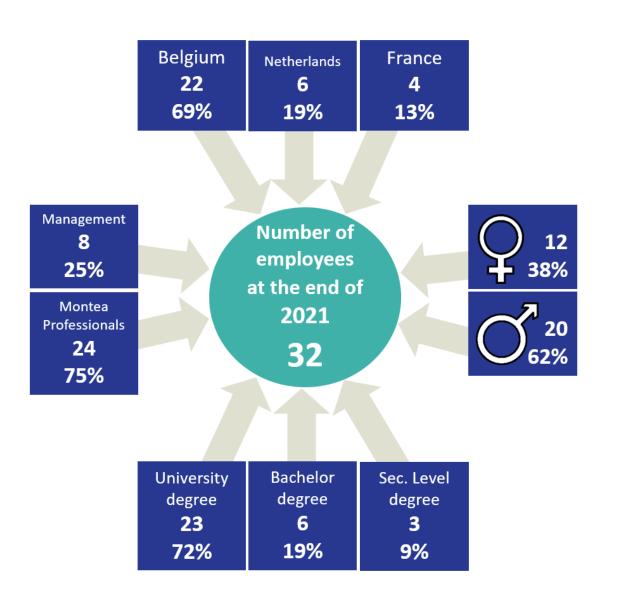


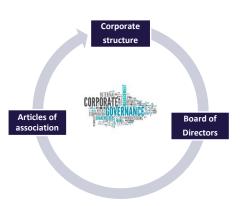




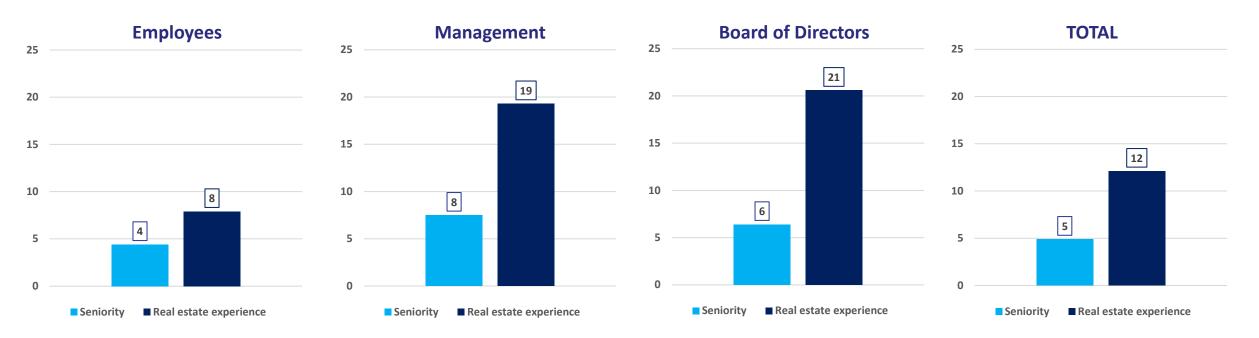
Montea strives for a culture in which equality, diversity, and non-discrimination on the basis of gender, age, nationality, race, religion, sexual orientation, cultural and social background, disability, education or political beliefs take centre stage.

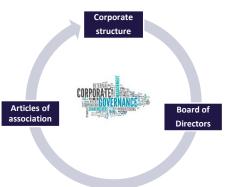
Employee diversity ensures good dynamics and balanced decision-making and has thus already contributed greatly to Montea's growth.

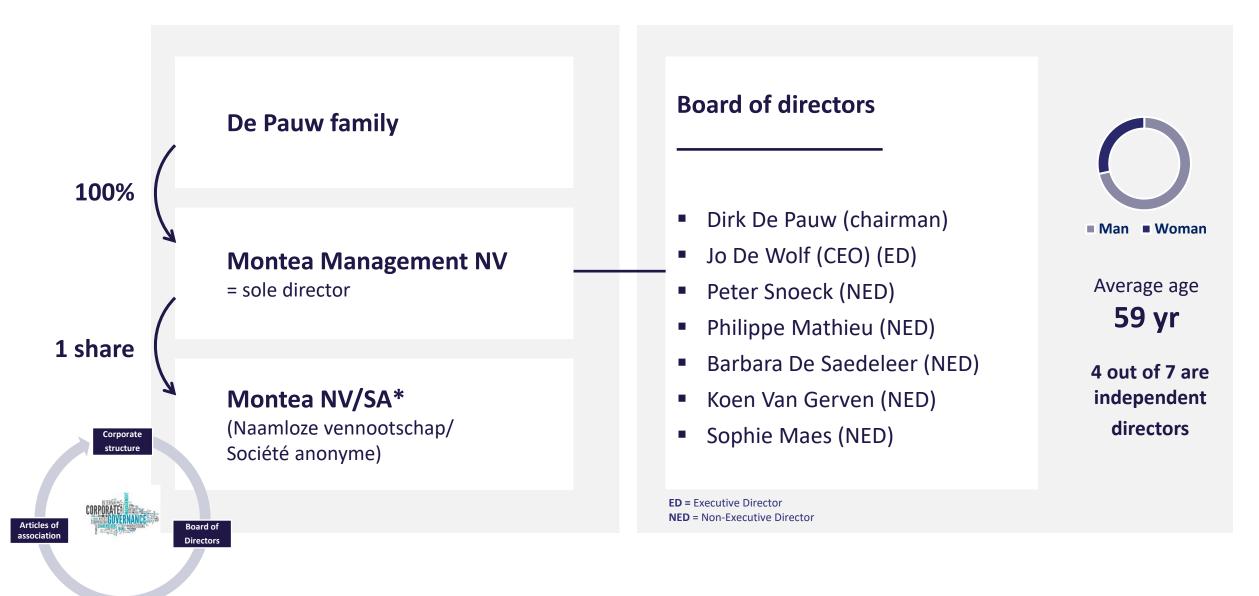














Dirk De Pauw Chairman of the Board

He is one of the founding shareholders of Montea. He has been active in real estate for more than 30 years and is an active member of the Board of Directors of various companies.



Jo De Wolf **Executive Director** CEO

He has been active in European real estate since 1997 and is an active member of the Board of Directors of various real estate companies. Under his management (2010), the portfolio has grown from €200 million to €1,6 billion.



Peter Snoeck Non-executive Director

He holds a degree Industrial Engineering in Electromecha-nics and Business Mgt at the KUL (Katholieke Universiteit Leuven). He was his entire career active in the real estate sector.



Sophie Maes Non-executive Director

She is former CEO of Alides (Group Maes) and is an active member of the Boards of Directors of various real estate companies.



Philippe Mathieu Non-executive Director

He has a broad experience in the investment and business world. He has an extensive experience in the field of family businesses.



Non-executive

She was Group CFO for

Chief Investments &

Operations Officer of

Since 2017 she is an

member of the Audit

Committee.

Omega Pharma till 2016,

Ghelamco till March 2021.

independent director and

Director



Koen Van Gerven Non-executive Director

In 2006, he became member of the executive committee of Bpost and was also CEO from 2014 till 2020. He is also a nonexecutive director at ING Belgium.

Corporate structure Articles of Board of associatior

Directors



49

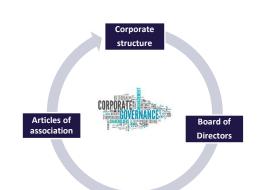
The articles of association of Montea NV/SA provide for

A veto for the statutory director against its dismissal

A veto for the statutory director against amendments to the articles of associations

- Authorized share capital up to EUR 163.280.905,26
 - A mandate for the statutory director to buy back shares
- 1 share = 1 vote
- Directors must be pre-approved by the Belgian FSMA
- Effective leaders must be pre-approved by the Belgian FSMA

Bi-lateral credit agreements and the terms & conditions of outstanding bonds provide for customary change of control provisions.





ESG international ratings

Rating	Latest scores	Evolution	
EPRA SBPR SILVER	2021 Silver Award High adherence to sBPR. Score between 70% & 85%	BRONZE 2020	SILVER 2021
69 100 GRESB	2021 Green Star with a score of 69%	32%	69%



Highlights 2021



Track'24



ESG



Аррепdіх

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.





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.



 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.

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

END INVESTOR

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

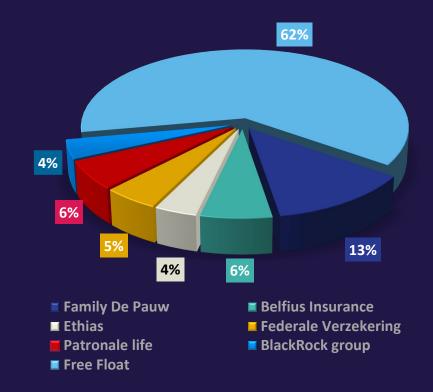
✓ PURE PLAYER

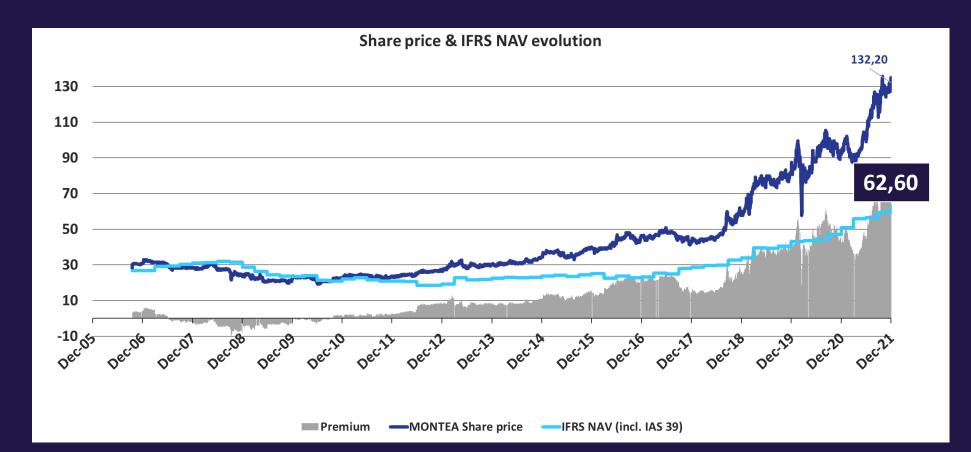
- Ambition to be best in class through specialisation (Logistics, Real estate & Finance)
- Ambition to be top of mind towards other market players (logistic players, brokers, ...)

- ✓ SHAREHOLDERS' RETURN
 - Strong dividend track record
 - Supported by stable reference shareholder base

- 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)





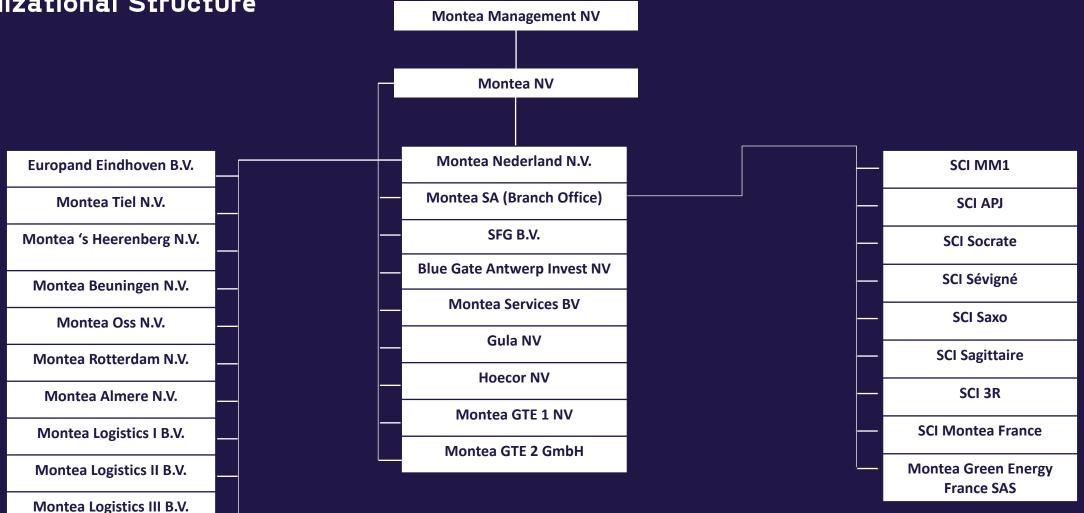
A shareholder, who

- 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).

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.