

# Q3 2024 results summary



**Growing earnings** 

€ 3.35 (+4% YoY)
recurring EPRA EPS

€ 0.18 ps one-off due to the FBI regime on top

+3.4%
LfL rental growth



Track27 and portfolio

€ 439m invested or in execution

**99.9%** occupancy

**5.1%** stable EPRA NIY



Solid financial profile

€ 154m

Capital increase completed in October

**34.4%** EPRA LTV\*

**7.1** X Adj. Net debt/EBITDA\*



<sup>\*</sup> Post-rights issue and Reverso acquisition completed in October 2024

# AGENDA AGENDA AGENDA AGENDA



Q3 2024 highlights



**Growth update** 



Portfolio KPIs update



Market update



Outlook



**ESG** 



**Appendix** 



# Q32024 highlights

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### EPRA EPS up 4%

#### Q3 EPRA result of € 71.9m, an increase of 16% YoY

Recurring Q3 EPRA EPS

€ 3.35

+4% YoY\*

+12% weighted avg. # of shares

Net result

€ 121.7m

Includes € 55.7m of positive property revaluation

€ 5.98 per share net result

\* excl. impact of FBI one-offs booked in 2023 (c. € 8.2m or € 0.45/share) and 2024 c. € 3.7m or € 0.18/share)

<sup>\*</sup> The difference between € 55.7m property revaluation reported and € 59m explained in property portfolio section relates to the accounting treatment of solar panels

# **Dutch FBI status for FY 2023 granted**



Resulting in a positive one-off of € 3.7m

Adding € 0.18 to EPRA EPS

Q3 EPRA EPS incl. one-off

€ 3.53

FY 2024 target dividend

increases to € 3.74

from **€ 3.60** 



### Driven by a +3.4% increase in LfL rents

9M 2024	9M 2023	YoY
83,169	79,381	+5%
6,545	6,993	-6%
89,713	86,375	+4%
5,845	7,040	-17%
-10,714	-9,636	+11%
78,999	76,739	+3%
88.1%	88.8%	
-9,062	-14,637	+38%
1,949	4,518	-57%
71,886	66,620	+8%
20,364,419	18,146,809	+12%
3.35 0.18	3.22 0.45	+4%
	83,169 6,545 89,713 5,845 -10,714 78,999 88.1% -9,062 1,949 71,886 20,364,419 3.35	83,169       79,381         6,545       6,993         89,713       86,375         5,845       7,040         -10,714       -9,636         78,999       76,739         88.1%       88.8%         -9,062       -14,637         1,949       4,518         71,886       66,620         20,364,419       18,146,809         3.35       3.22

#### LfL rental growth

H1 **LfL rental growth +3.4%** of which +3.0% linked to rent indexation and +0.4% linked to rent renegotiations

#### **Total income from solar panels**

**-€ 1.2m** (-17%) reflecting primarily the decline due to a one-off green certificate provision reversed in Q3 2023 (€ 1.3m)

#### Financial result

Capitalised interest increase due to the transfer of Tiel, Waddinxveen and Born into the development pipeline

#### **Taxes**

Including FBI-related one-offs in 2023 (€ 0.45/share) and in 2024 (€ 0.18/share)



#### Solid financial metrics



**EPRA LTV** 

36.7%

(34.4%\*)



Adj. Net Debt/ EBITDA

7.7x

(7.1x\*)



Interest coverage ratio

4.5x

(30/09/2023: 4.6x)



**EPRA NTA** 

€ 77.1

(+7% YoY, € 76.0\*)



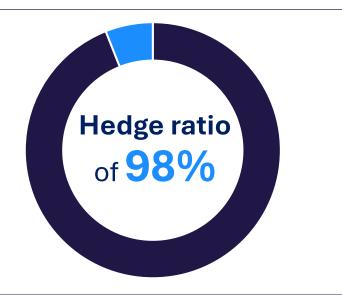
 $<sup>^{\</sup>star}$  Post-rights issue and Reverso acquisition completed in October 2024

### Strong and well-diversified debt profile



#### **Long-term funding**

average remaining debt maturity & hedging, both >6 years





#### **Strong liquidity**

€ 246m\* immediately available funding

(cash + untapped credit lines)



Cost of debt stable at

2.3%

€ 154m

capital increase successfully completed in October 2024

\* excl. impact of the capital increase completed in October



# CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TW Growth update

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# Growing and building for the future

#### **Track27 progress report**

Following the reveal of Track27, Montea's new € 1.2bn growth plan, in September 2024, over 35% (€ 439m) of the targeted growth is already invested or in execution

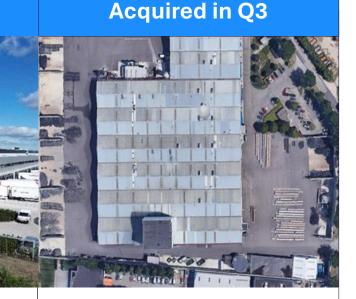






# Accretive growth through developments and acquisitions

#### **Completed in Q3**



#### Vorst (BE)

- Redevelopment of a former Lipton site in close proximity to the centre of Brussels
- E-commerce delivery centre: 21,000 sqm GLA
- Investment: € 38m
- 15-year fixed lease with Delhaize

#### Waddinxveen (NL)

- Development of a sustainable cooling and freezing distribution centre
- Distribution centre: 50,000 sqm GLA
- Investment: € 45m
- 15-year fixed lease with Lekkerland

#### **Maastricht Beatrixhaven (NL)**

- In the multimodal Beatrixhaven business park: 16,000 sqm GLA
- Investment: €8m
- Long-term lease (10 years)
- Redevelopment potential

Acquisitions and developments completed at an average yield of 6.6%



# Reverso portfolio acquisition

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Over 90% of the assets\* are strategically located on the French Backbone and Atlantic Arc, core logistics axes in France

#### **Key facts:**

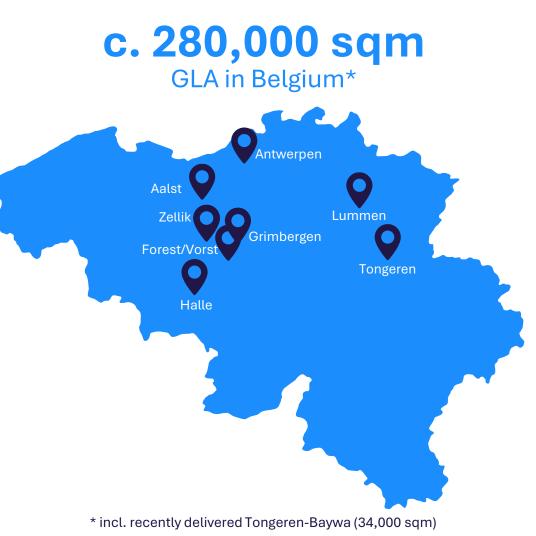
- 17 standing assets\*\*
- c. 80,000 sqm built area, c. 650,000 sqm land plot area, with an average site coverage ratio of 12%
- 100% occupancy
- Jacky Perrenot as main tenant on all sites (WAULB/T c. 9 years), becoming Montea's largest tenant (7%)
- French portfolio grows to 15% of the total (from 10%)
- Landbank increase from 2.2m sqm to 2.7m sqm following the addition of Reverso to the portfolio



<sup>\*</sup> By rent \*\*The acquisition of 16 out of 17 sites has been completed in October 2024

# **Pipeline**







# **Pipeline**







#### Development pipeline in execution

Country	Grey/Brown /Green field	Project name	Estimated delivery	Landbank	GLA	Invested 30/09/2024	To invest	Total capex of the project
()	Brown	Vorst (Delhaize)		55,000 m²	21,000 m²	38 M€	0 M€	38 M€
<b>=</b>	Green	Waddinxveen (Lekkerland)		60,000 m²	50,000 m²	45 M€	0 M€	45 M€
Delivered			Q3 2024	115,000 m <sup>2</sup>	71,000 m²	83 M€	0 M€	83 M€
0	Brown	Antwerpen Blue Gate 2 (Herfurth & Dries Van Noten)	Q12025	26,000 m²	16,000 m²	16 M€	4 M€	20 M€
•	Green	Tongeren III - unit 3	Q4 2024	23,000 m²	14,000 m²	8 M€	0 M€	8 M€
•	Grey	Aalst (Movianto)	Q4 2024	14,000 m²	9,000 m²	1M€	7 M€	8 M€
-	Green	Amsterdam	Q12025	11,000 m²	7,000 m²	5 M€	8 M€	13 M€
-	Grey	Tiel North (Intergamma)	Q3 2025	183,000 m²	91,000 m²	50 M€	33 M€	83 M€
In execution				257,000 m <sup>2</sup>	137,000 m <sup>2</sup>	80 M€	52 M€	132 M€
Pre-let for projects in execution			100%					
Average lease term for projects in execution			13 years					

Completed and ongoing developments

€ 51m

Total development gains on delivered and ongoing projects (booked/expected)

100%

Pre-let pipeline in execution

13 years

Average lease term for projects in execution



# Development pipeline

Country	Grey/Brown /Green field	Project name	Estimated delivery	Landbank	GLA	Invested 30/09/2024	To invest	Total capex of the project
Delivered		Q3 2024	115,000 m²	71,000 m <sup>2</sup>	83 M€	0 M€	83 M€	
In execution		100% pre-let	257,000 m <sup>2</sup>	137,000 m <sup>2</sup>	80 M€	52 M€	132 M€	
()	Green	Tongeren III - rest		66,000 m²	40,000 m²	9 M€	28 M€	37 M€
0	Green	Tongeren IIB		95,000 m²	59,000 m²	12 M€	32 M€	44 M€
0	Green	Lummen		55,000 m <sup>2</sup>	32,000 m <sup>2</sup>	9 M€	20 M€	29 M€
0	Brown	Grimbergen	1year after pre- letting	57,000 m²	30,000 m <sup>2</sup>	6 M€	20 M€	27 M€
0	Green	Halle		55,000 m²	31,000 m²	12 M€	22 M€	34 M€
<b>-</b>	Grey	Born		89,000 m²	67,000 m²	22 M€	44 M€	66 M€
-	Grey	Tiel South		45,000 m²	25,000 m <sup>2</sup>	6 M€	16 M€	22 M€
Permit obtained, not yet pre-let			462,000 m <sup>2</sup>	284,000 m <sup>2</sup>	76 M€	183 M€	260 M€	
-	Grey	Confidential		20,000 m²	17,000 m <sup>2</sup>	4 M€	10 M€	14 M€
()	Grey	Confidential	1year after permit	12,000 m²	8,000 m <sup>2</sup>	0 M€	6 M€	6 M€
0	Grey	Zellik		36,000 m <sup>2</sup>	14,000 m²	10 M€	10 M€	20 M€
Pre-let, permit expected in due course 100		100% pre-let	68,000 m <sup>2</sup>	39,000 m <sup>2</sup>	14 M€	26 M€	40 M€	
Not yet pre- let, permit expected in due course			130,000 m²	69,000 m²	16 M€	45 M€	61 M€	
Landbank developments in pipeline				1,032,000 m²	600,000 m <sup>2</sup>	269 M€	306 M€	575 M€
Future development potential				1,848,000 m <sup>2</sup>				<del>-</del>

#### **Pipeline developments**

€ 40m
Potential rent

€ 306m

Remaining capex

7%

Average Yield on Cost

1.8m sqm

Remaining land bank



#### **Extensive land bank**

#### ... with a focus on grey and brownfields

Total landbank 31/12/2023	2.2m sqm
In during YTD 2024*	+ 0.54m sqm
Out during YTD 2024	- 0.02m sqm
Total landbank 30/09/2024	= 2.7m sqm
Acquired landbank	1.6m sqm
Landbank <b>under control</b>	1.1m sqm

- 100% situated in logistics & industrial zonings
- Future development potential ± 1m sqm GLA
- **Extension potential** by over 50% vs. current portfolio
- >80% grey- & brownfields

Acquired landbank

**1.6m sqm** 

Market value of

€ 356m

Market value of

€ 217/sqm

45% yielding

@ 6.1%

Yield on Cost

<sup>\*</sup> Includes Maastricht and Reverso portfolio. Reverso added as 'landbank under control' and is not yet included in the market value of the landbank



# Creating value via our land bank

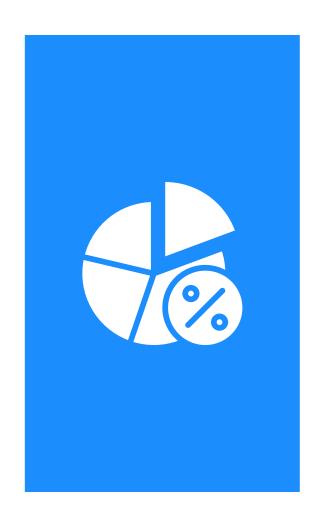


# CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TWO CHAPTER TWO

# Portfolio KPIs update



# Solid portfolio valuation with +0.3% value uplift in Q3



**Positive portfolio revaluation of € 59m** (+2.6% vs. end 2023) primarily driven by development gains

Standing portfolio continues to show resilience with +0.3% value gain vs. end June (+0.3% vs. end 2023)

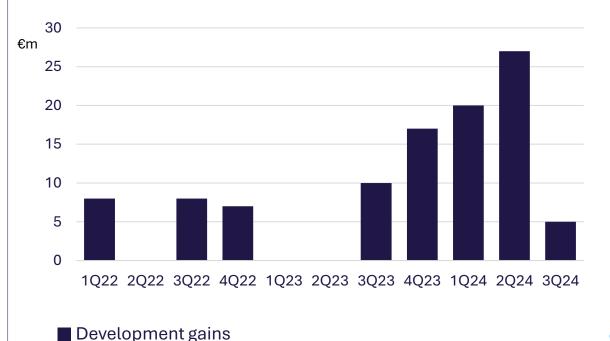
Portfolio value at € 2.55bn, +12% vs. end 2023. Including Reverso, portfolio grows to € 2.7bn, +18.6% vs. end 2023

EPRA NIY at **5.1%, stable** vs. end 2023

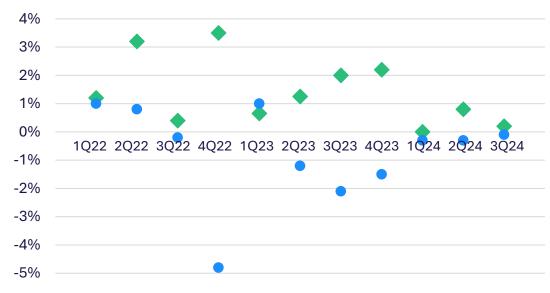


# Value creation driven by developments

#### Over € 100m of development gains booked since 2022



#### Standing portfolio value continues to show resilience



ERV effect on standing portfolio
 Yield effect on standing portfolio

+1.0%

ERV growth in Q3 (+1.6% YTD)

+1 bps

Yield effect\* in Q3 (+5 bps YTD)

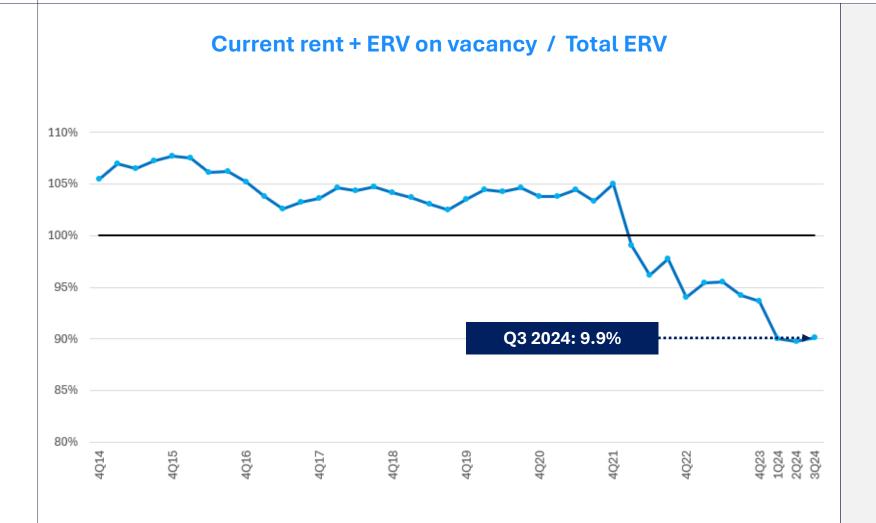
+0.5%

Portfolio revaluation in Q3 (+2.6% YTD) driven primarily by development gains



<sup>\*</sup> based on net equivalent yield

# 10% reversionary potential remains





**Inflation & indexation levels have fallen short** of ERV increases
observed in the market

10%

**Reversionary potential of 10%** 

provides valuation support and upside potential in the coming years



# Well spread lease maturity profile

#### **Proactive portfolio management**

9%

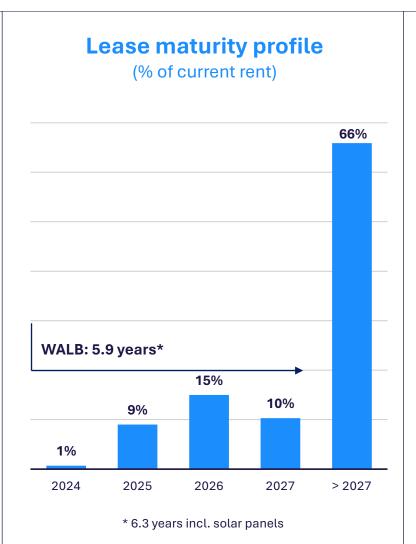
of the rent roll had a break or lease term in 2024 (€ 9.8m)...

... with **92%** 

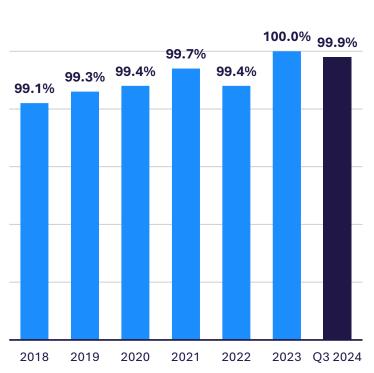
already extended or relet

1%

of rent roll renegotiated at an avg. rent increase of 14%





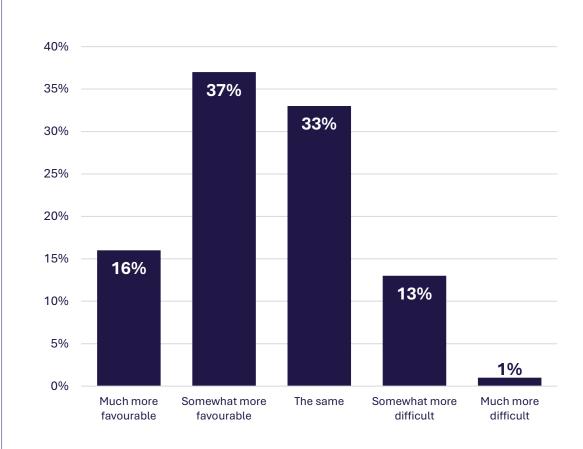






# Occupiers turn more optimistic about business conditions

# How occupiers view current business conditions



Source: Savills, Tritax Eurobox, Analytiqa – September 2024



of occupiers view business conditions as more favourable (vs 34% in 2023)



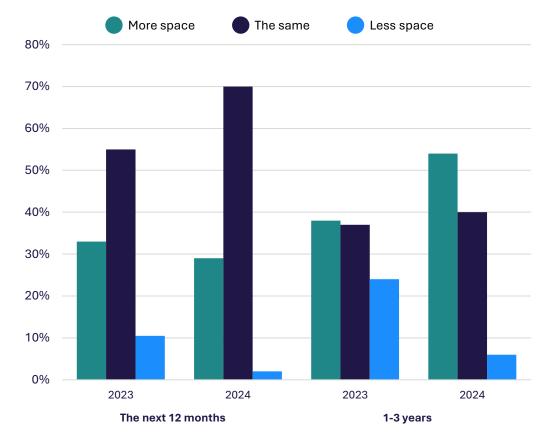
Occupiers remain more cautious than investors and developers, though sentiment is improving: 51% are more positive about the outlook (vs 42% in 2023).

3PLs are most cautious but even so, half are reporting improved sentiment – an early indication of the market turning



# As near-future space demand expected to tick up

# How will your warehouse space needs change over the next three years?



Source: Savills, Tritax EuroBox, Analytiqa



**Post-pandemic right-sizing in the sector appears to be complete**, with just 1% (vs 11% in 2023) expecting to require less space in the next 12 months. 1 to 3 years down the line, occupiers also expect to need more space than last year



European **logistics development pipelines have slowed**, and with vacancy rate starting to level off, coupled with an uptick in demand should result in market fundamentals improving over the next 18 months

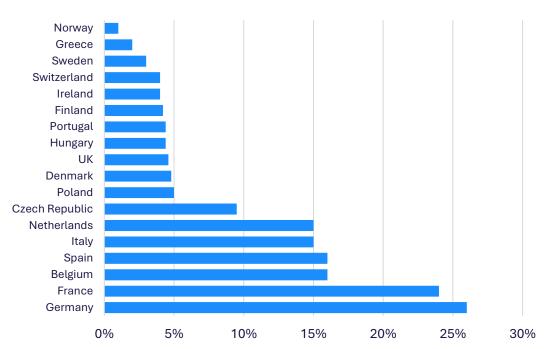


As occupiers increasingly turn their focus towards affordability of transport and labour costs, as well as logistics rents, location becomes a crucial point in decision making process

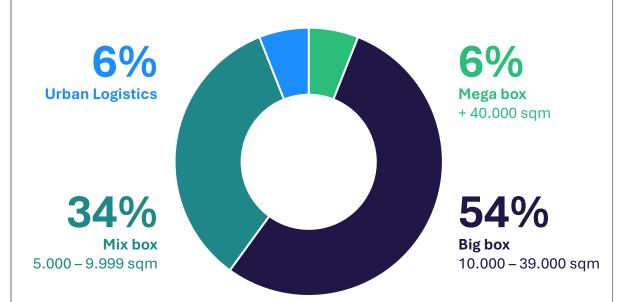


### Montea's markets are in core occupier focus





For new warehouse space, are you considering buildings with the following floorprints?



Occupiers expect to take more space in markets such as **Germany**, **France**, **Belgium**, Spain, Italy and **The Netherlands**, Montea's markets of activity

**54% of occupiers** are expected to choose **big box buildings** for their new warehouse space over the next three years, with Montea's pipeline comfortably fitting this criteria

Source: Savills, Tritax EuroBox, Analytiqa



Source: Savills, Tritax EuroBox, Analytiqa



# Earnings and dividend uplift for 2024

#### Reiterating +6%\* p.a. on average EPRA EPS growth guidance

#### **Uplift**

2024 EPRA EPS guidance to € 4.73 (from € 4.55) following the FBI status granting for FY 2023

2024 dividend guidance to € 3.74 (from € 3.60)
Recurrent dividend increases +6.5% YoY

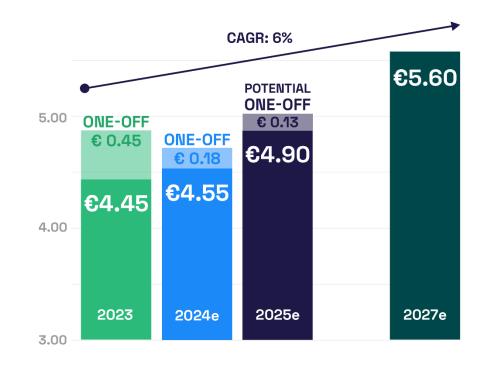
#### Reiterated

2025 guidance at € **4.90** 

2027 guidance at € **5.60** 

#### \* CAGR is calculated by using EPRA EPS as of 31 December 2023 as a base. Excludes one-offs linked to the FBI regime in The Netherlands.

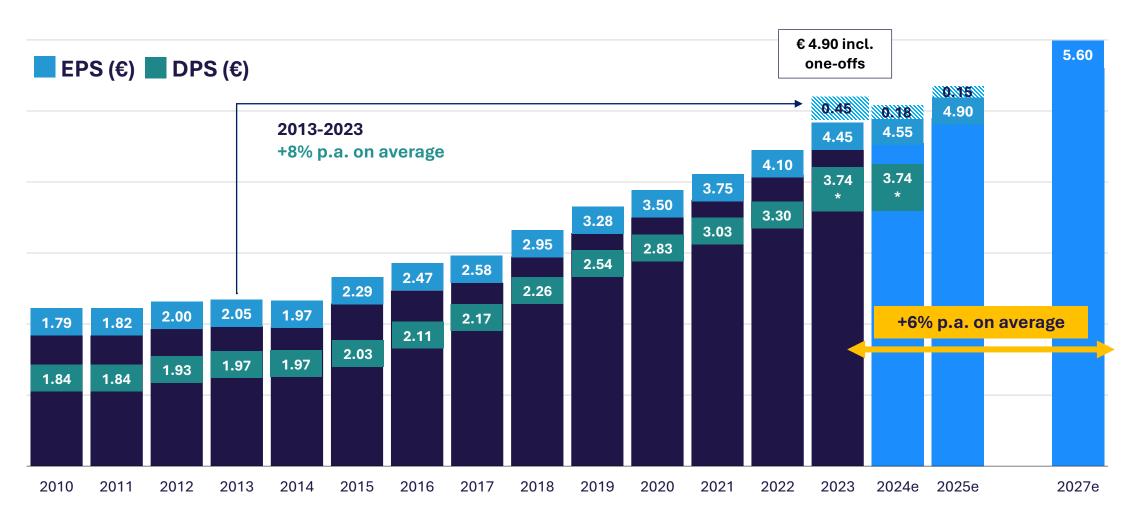
#### Track27 - EPRA EPS growth



\*One-offs related to the FBI regime in The Netherlands



# Earnings guidance 2024-2027



\*DPS 2023: € 3.38 + € 0.36 related to one-offs, DPS 2024e: €3.60 + € 0.14 related to one-off of FBI 2023





# 2024 GRESB Score improvement – Standing Investments

# 2024 GRESB Score improvement achieved for existing buildings

- 79/100+2 points vs 2023
- Scoring in line or above the benchmark average on the majority of criteria
- With the exception of 'Building certification' criteria

#### **2024 GRESB Standing Investments Benchmark Report**







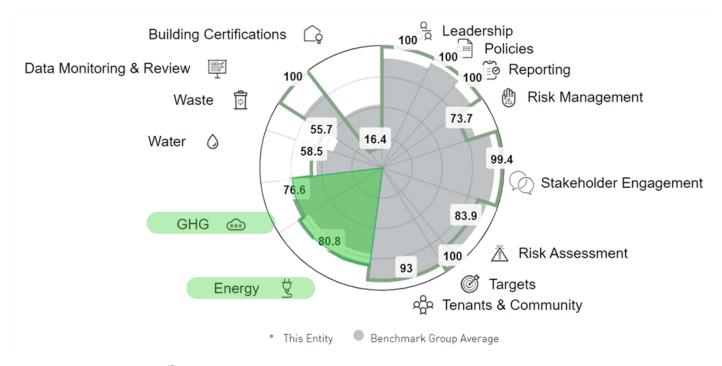
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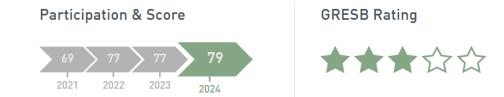


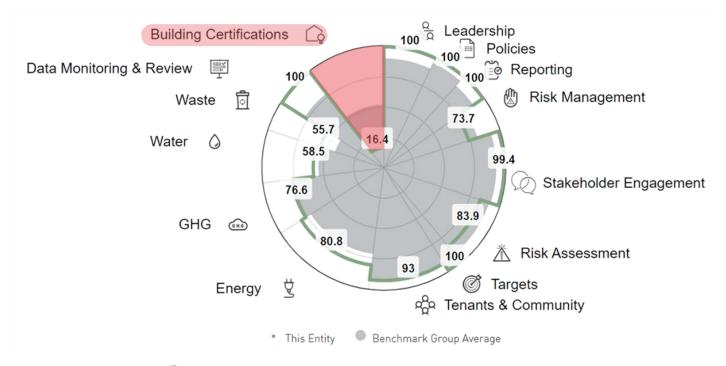
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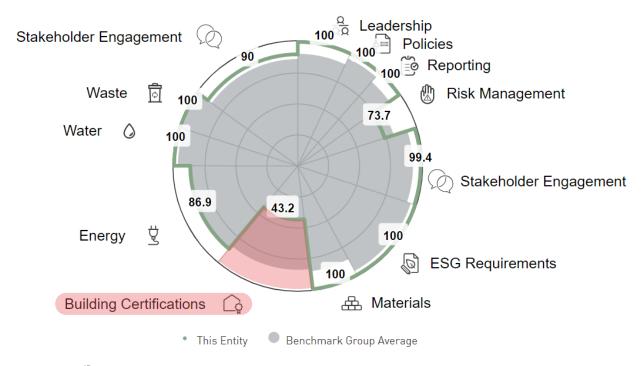
### 2024 GRESB Score improvement - Developments

# 2024 GRESB Score improvement achieved for developments

- 88/100+9 points vs 2023
- Scoring above 90 points on 9 out of 12 criteria
- 'Building certification' criteria showing the lowest score
- 'Best in class' designation in the field of energy consumption

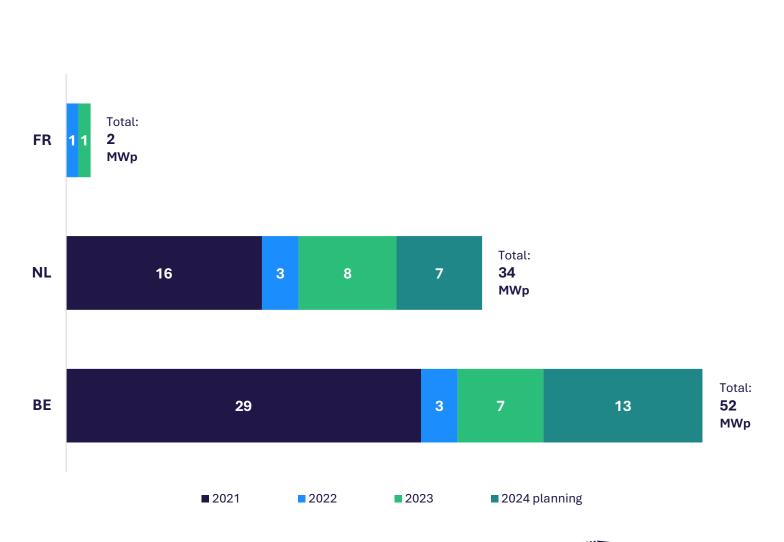
#### **2024 GRESB Development Benchmark Report**







## On track to reach 88 MWp capacity by end 2024



**78 MWp** photovoltaic capacity reached by Q3, with c. **88 MWp** targeted by 2024 end

- An additional capacity of

   c. 10 MWp to be added by 2024
   end by equipping 100% of
   standing portfolio\* as well
   as new developments with PV
   installations
- Total investment of € 6.6m is planned

**135 MWp** target to be reached by end 2027

\* Where technically feasible



## 100 MWh investment in Battery Energy Storage System (BESS)



**BESS investment of** c. € 50m targeted by end 2027

Resulting in battery storage capacity of 100 MWh

#### **Currently under study**

- 14 sites in Belgium for a total storage capacity of 35 MWh
- 7 sites in The Netherlands for a total storage capacity of c. 21 MWh







## Track27

#### Our most ambitious growth plan to date

MONTEA

#### **Financial targets**



Investment target raised to € 1.2bn, with portfolio to grow by more than 50% to reach € 3.5bn by 2027 year-end



**+6% p.a. EPRA EPS growth on average** for the period 2024-2027, with EPRA EPS to reach € 5.60 in 2027



**Disciplined financial allocation** and **operational excellence** remain at the core



## Track27

#### Our most ambitious growth plan to date

MONTEA



#### **ESG-linked targets**



**GHG emissions reduction by 45%** in our standing portfolio by end 2027 end (vs 2019)



All new developments are zero emission buildings



> € 75m investments in sustainable projects by 2027

- Doubling our **solar panel capacity** to **135 MWp** (c. € 27m)
- Increase in **Battery Energy Storage** (BESS) capacity to **100 MWh** (c. € 50m)

## Track27

#### Growth through disciplined financial allocation and focus on operational excellence

Leverage to remain under control, consistent with Montea's track record

circa **8X** adj. net debt/EBITDA

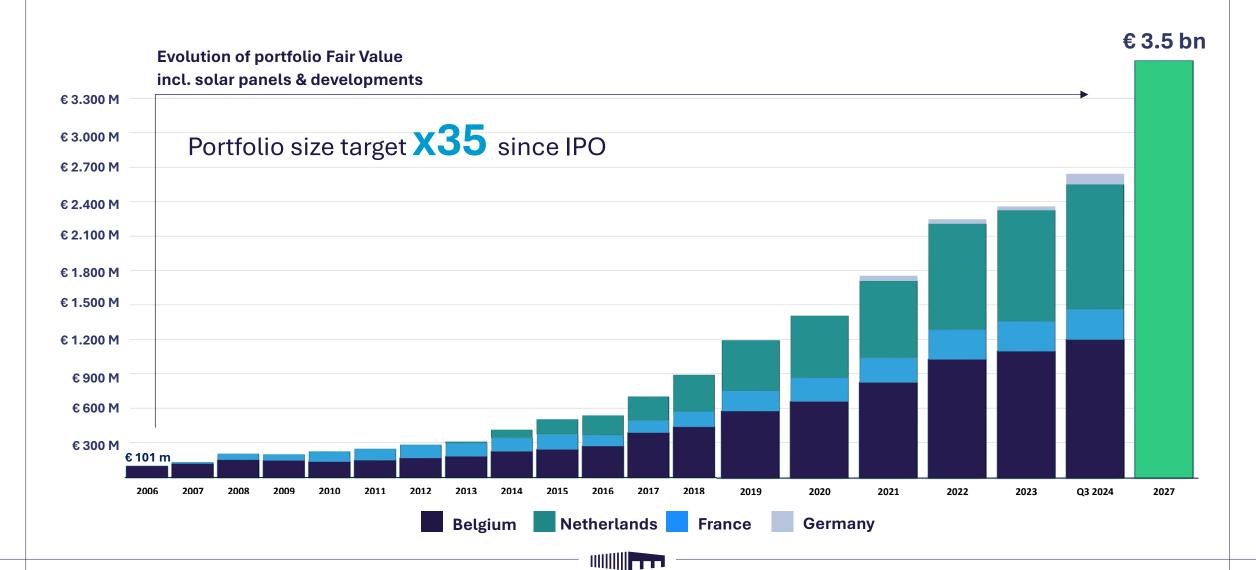
max 2.5% cost of debt under

towards 90%
Operating margins by end 2027

+ **98%**Consistent occupancy



## Portfolio growth



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# Strong balance sheet



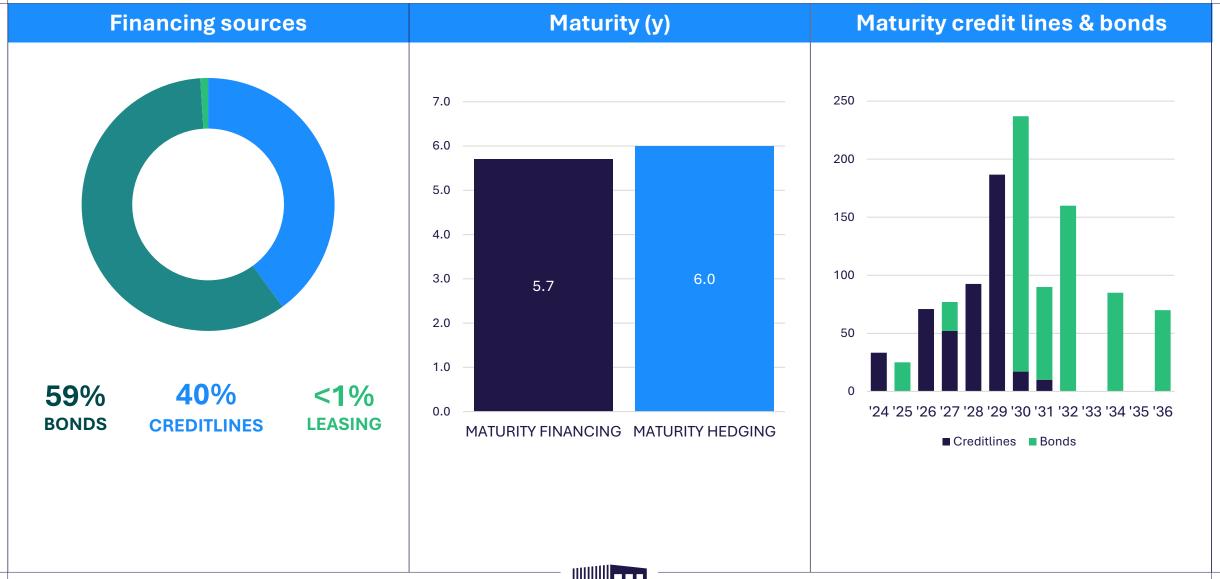
**Interest Coverage Ratio (ICR):** the sum of operating result before result on the portfolio, together with financial revenues, divided by net interest costs.



Adjusted net debt/EBITDA: non-current & current financial debt minus cash & cash equivalents, adjusted for ongoing projects multiplied by the current debt ratio, divided by the operating result before portfolio results & depreciations (on TTM basis, i.e. trailing 12 months, calculation based on financial figures from the past 12 months) incl. the annualized impact of external growth



# Diversified, long-term funding



## **Property portfolio**



Surface (m²)

214,500 Fair value of the

property portfolio € 256 Mio

Occupancy rate

98.8%

11%

100%

46%



		Total 30/09/2024	Belgium	France	The Netherlands	Germany	Total 31/12/2023
Property portfolio – Buildings <sup>1</sup>							
Number of sites		99	42	18	36	3	95
Total area – property portfolio	m <sup>2</sup>	2,026,463	932,361	214,858	779,749	99,495	1,959,242
Annual contractual rents	K€	118,035	53,248	12,769	46,446	5,572	109,650
Gross yields	%	5.42	5.34	5.29	5.46	6.33	5.26
Current yield on 100% occupancy	%	5.47	5.34	5.60	5.46	6.32	5.26
Un-let property area	m <sup>2</sup>	2,496	0	2,496	0	0	0
Rental value of un-let property parts <sup>2</sup>	K€	258	0	258	0	0	0
Occupancy rate	%	99.9	100	98.8	100	100	100
Investment value	K€	2,319,050	1,023,944	258,248	942,659	94,200	2,222,678
Fair value	K€	2,177,383	997,989	241,289	850,055	88,051	2,085,188
Property portfolio – Solar panels <sup>3</sup>							
Fair value	K€	87,218	53,406	3,175	30,637	0	81,376
Property portfolio - Developments							
Fair value	K€	289,876	109,771	11,884	168,222	0	113,707
Property portfolio - Total							
Fair value	K€	2,554,477	1,161,166	256,347	1,048,914	88,051	2,280,271

- 1. Including buildings held for sale.
- 2. Area of leased land is included at 20% of the total area; indeed, the rental value of a land is about 20% of the rental value of a logistics property, excluding the estimated rental value of projects under construction and/or renovation.
- 3. The fair value of the investment in solar panels is included in item "D" of fixed assets in the balance sheet.



## **Locations**







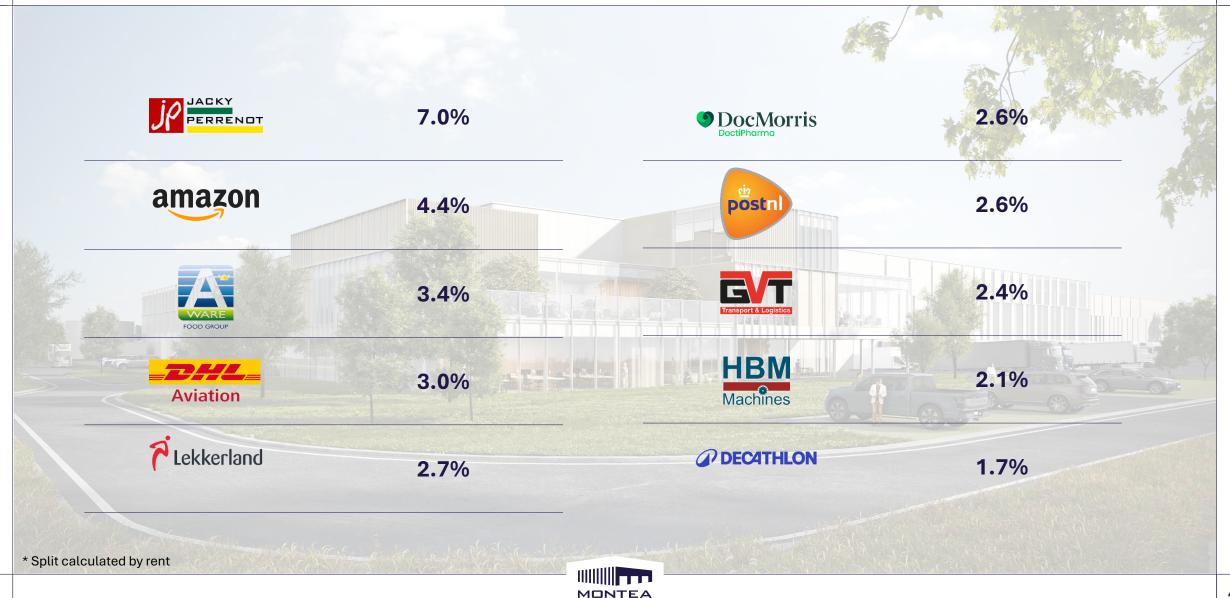


Country	# sites	SQM ('000)	Fair Value	Annual Rent	EPRA NIY	Occupancy	% of total portfolio	
● BE	42	932 m²	€ 998m	€ 53.2m	5.3%	100%	45.8%	
<b>♣</b> NL	36	780 m <sup>2</sup>	€ 850m	€ 46.4m	5.0%	100%	39.0%	
<b>f</b> R	18	215 m <sup>2</sup>	€ 241m	€ 12.8m	4.9%	98.9%	11.1%	
DE	3	99 m²	€ 88m	€ 5.6m	5.7%	100%	4.1%	
TOTAL	99	2,026 m <sup>2</sup>	€ 2,177m	€ 118.0m	5.1%	99.9%	100.0%	

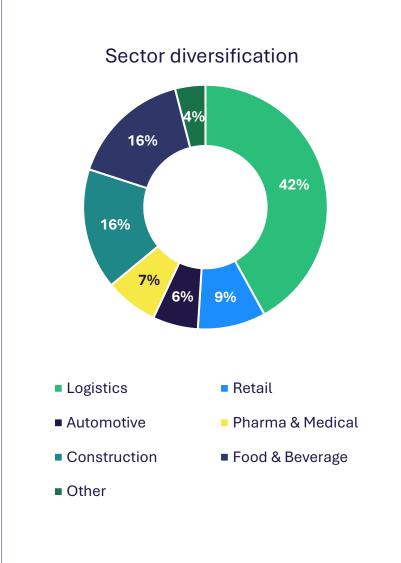
<sup>\*</sup> Standing portfolio breakdown

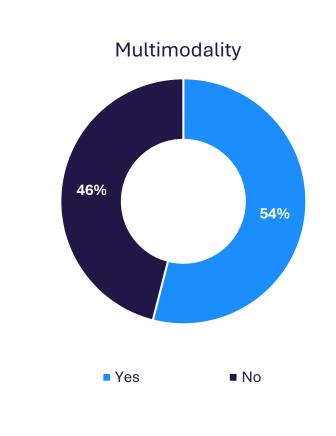


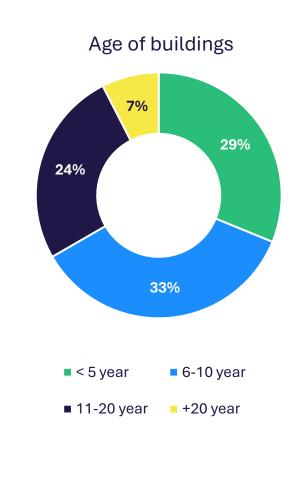
# Top 10 tenants in Montea's portfolio (incl. Reverso)



# High quality portfolio









### **FBI** status

#### Out of prudence, Montea does not assume it will be granted the FBI status in 2024

FBI overview				2021-2022	2023	2024	2025
FBI status accounted for in financial accounts of Montea				<b>~</b>	<b>~</b>	×	N/A
Withholding tax rate in financial accounts				5%	5%	<del>5%</del>	N/A
Corporate Income tax rate in financial accounts/budget				<del>25.0%</del>	<del>25.8%</del>	25.8%	25.8%
Withholding tax			M€	2.0€	0.4€	0.4€	-
Delta to Corporate Income tax			M€	6.9€	3.7€	3.1 €	-
Total Tax charges NL* in EPRA result (accounted/provisioned)			M€	9.0€	4.1 €	3.5€	-
EPRA result	Potential EPRA result impact if FBI status is	GRANTED	M€	6.9€	3.7 €	3.1 €	-
		NOT GRANTED	M€	N/A	-	-	-

<sup>\*</sup> Paid in order to avoid late payment interest (8%)

Potential non-recurrent impact in 2025 EPRA results if Montea granted the FBI status totalling € 0.13/share

One-off tax saving (FY 2021 & 2022) recognized in 2023 EPRA earnings (€ 0.38/share)

One-off tax saving (FY 2023) recognized in 3Q24 EPRA earnings (€ 0.18/share)



## **About Montea**

