8 May 2025

# Q1 2025 results presentation



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Portfolio update

Market update









# Q12025 highlights

CHAPTER ONE CHAPTER ONE CHAPTER ONE CHAPTER ONE CHAPTER ONE CHAP

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# Q1 2025 – Full focus on growth execution



Results on track £ 1.07 EPRA EPS (+9% YoY)

> +3.6% LfL rental growth

€ 78.91 EPRA NTA (+3.9% YoY)

5.1% stable EPRA NIY



### Advancing on growth

€ 2.9bn portfolio (+ € 118m vs end 2024)

**c. 90,000** m<sup>2</sup>

of leases signed incl. new pre-let development project

**99.9%** stable occupancy

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# Sound financial profile 34.9%

Loan-to-value

**6.9**X adj. Net debt/EBITDA

> 2.1% cost of debt

97% hedge ratio

# EPRA EPS up 9% YoY

Q1 EPRA result of € 24.6m, an increase of 25% YoY

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EPRA EPS

**+9%** YoY

+14% weighted avg. # of shares

Net result € 37.2m

Includes € 9.2m of positive property revaluation

€ 1.62 per share net result

\* The difference between € 9.2m property revaluation reported and € 7m explained in property portfolio section relates to the accounting treatment of solar panels

# **Driven by a +3.6% increase in LfL rents**

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(K€)	3M 2025	3M 2024	YoY
Net rental income	33,443	27,169	+23%
Other real estate income & expenses	784	1,126	-30%
Total property result	34,227	28,295	+21%
of which income from solar panels	1,095	2,067	-47%
Property & overhead expenses	-5,049	-4,486	+13%
Operating results before portfolio results	29,178	23,809	+23%
Operating margin	85.2%	84.1%	
Financial results excl. fair value changes	-3,920	-2,952	+33%
Taxes	-635	-1,097	-42%
EPRA result	24,624	19,760	+25%
Weighted average shares' outstanding	23,007,385	20,121,491	+14%
Recurrent EPRA EPS (€)	1.07	0.98	+9%

#### LfL rental growth

LfL rental growth +3.6% of which +3.3% linked to rent indexation and +0.3% linked to rent renegotiations

#### Total income from solar panels

Reflects lower energy prices

#### **Financial result**

Reflects increased interest expenses due to new debt taken out

#### **Taxes**

Relate to the fiscal restructuring as a result of exiting the Dutch FBI regime

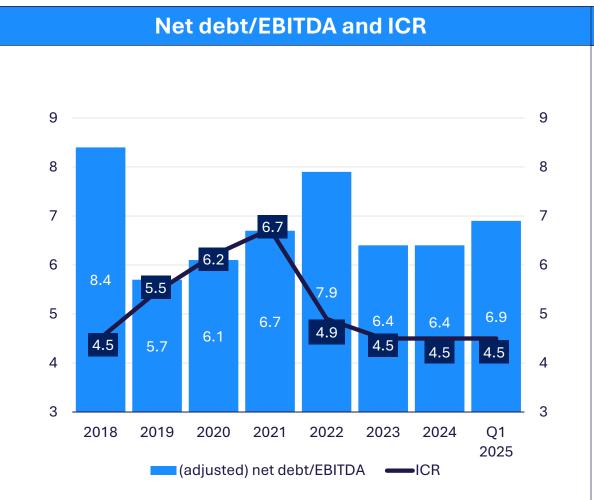
# **Growth-enabling fundamentals**



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## **Prudent balance sheet**

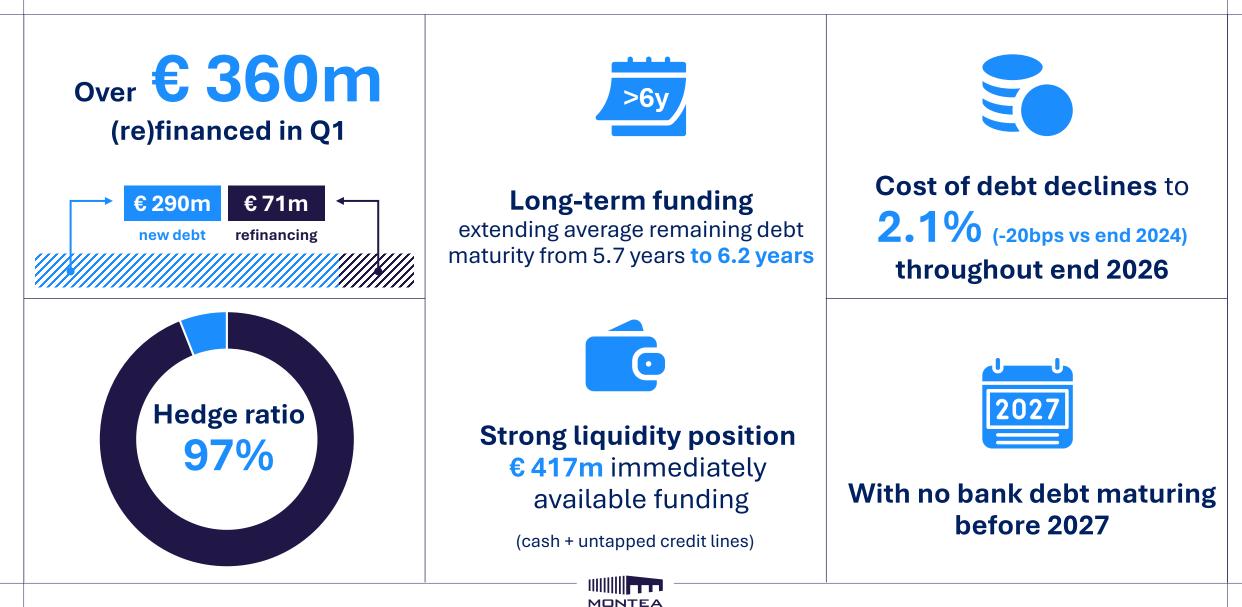
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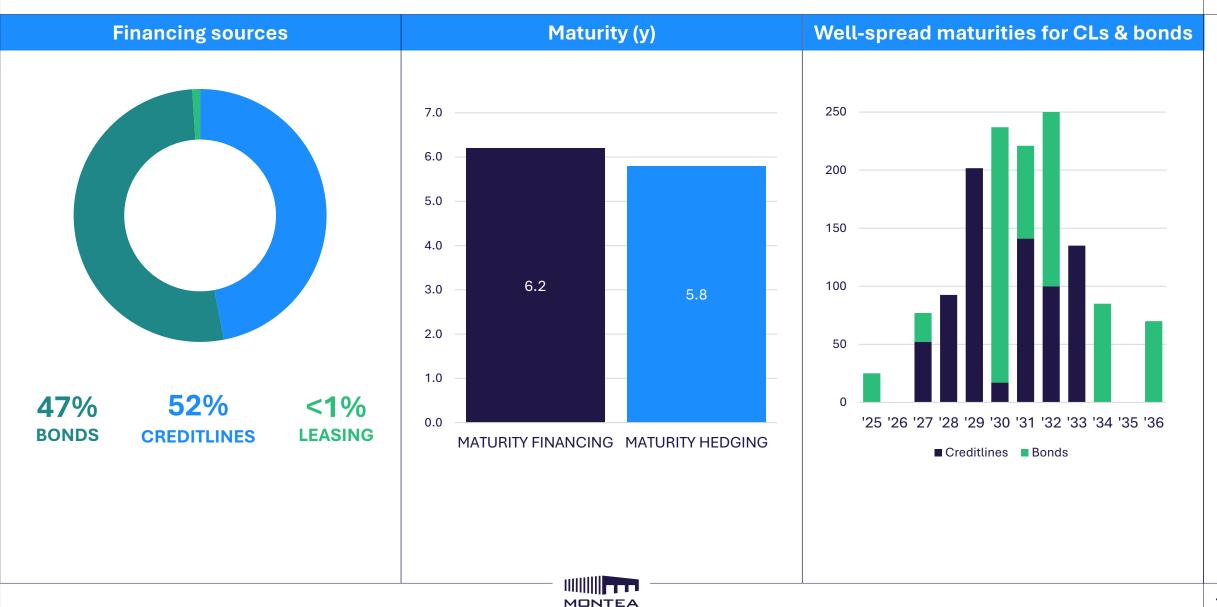
Loan-to-value 50.0% 38.9% 36.2% 35.7% 35.0% 34.9% 33.7% 32.4% 2018 2019 2020 2021 2022 2023 2024 Q1 2025

The Net debt/EBITDA (adjusted) has been restated to accurately reflect the financial debts (i.e. excluding IFRS16 liabilities)

# **Strengthened financial profile**



# **Diversified, long-term funding**





# Track27 – Solid foundations for future growth

# Achieving € 1.2bn of investment volume through four pillars

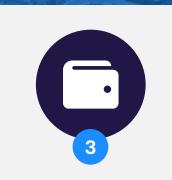
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Own developments

2	

Partnerships



### Acquisitions

### Green investments

### An agile business model

### With value creation throughout different stages of the cycle

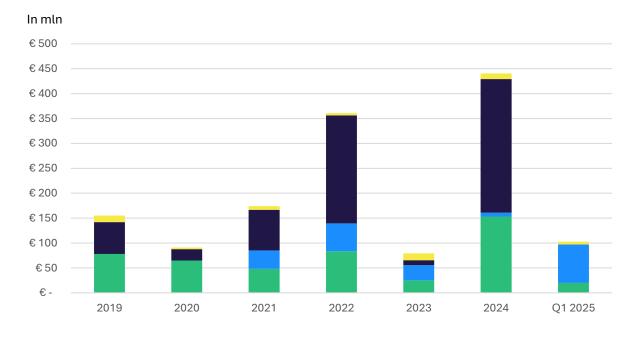
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DIVERSE GROWTH AVENUES WITH ONE GOAL IN COMMON

Ensuring long-term sustainable value creation while focusing on strategic locations

#### Investment volume realised

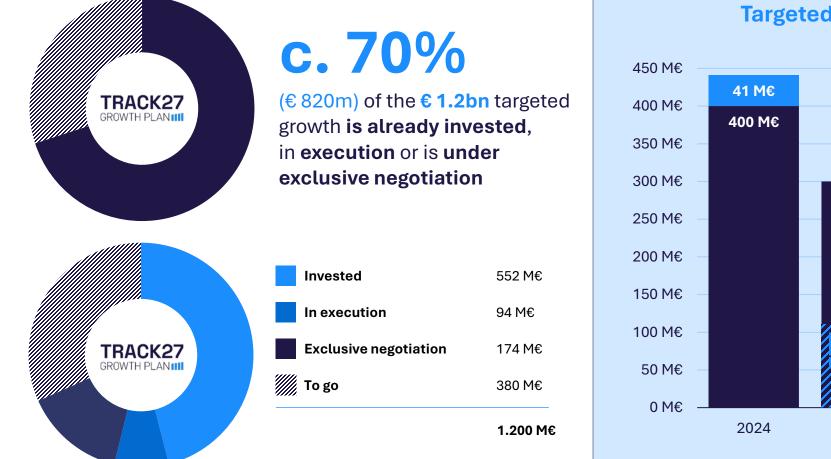


Own developments Partnerships Acquisitions Green investments

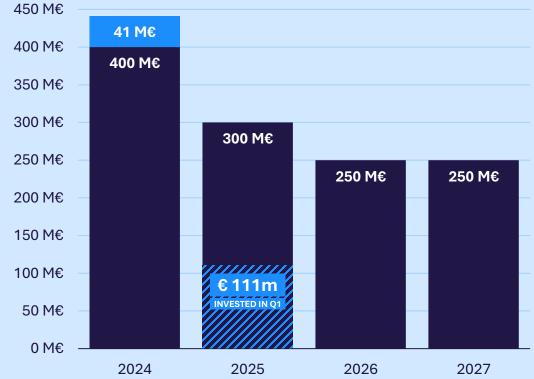
# On track towards a € 3.5bn portfolio

### **Track27 progress report**

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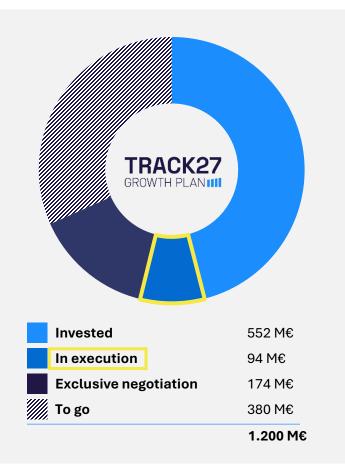


#### **Targeted investment volume**



# **Earnings growth to continue**

### Thanks to the pipeline in execution...





Projects under development

€79M >6,5% CAPEX Expected NIY

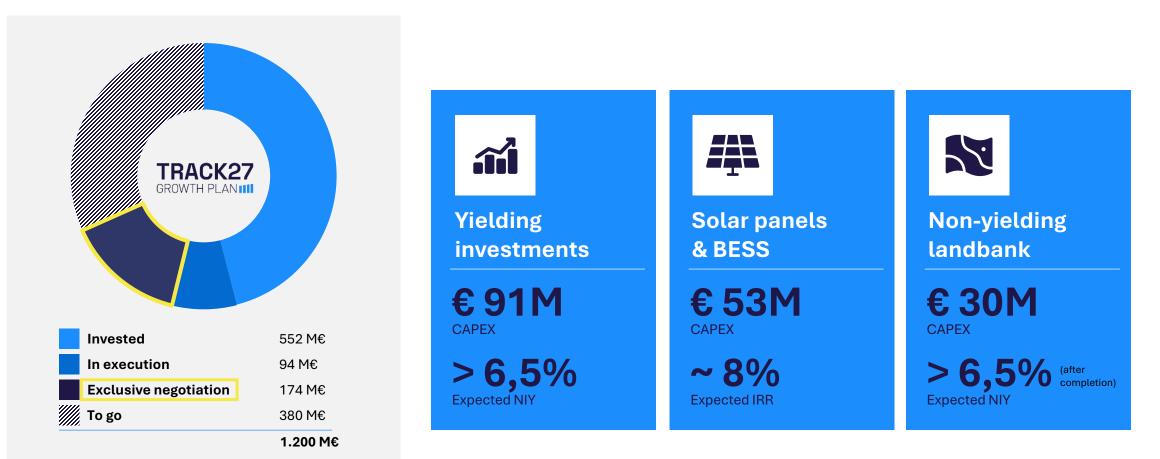


Solar panels & battery energy hubs

€15M ~8%

# **Earnings growth to continue**

### ... and investments under exclusive negotiation



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# 20,000 m<sup>2</sup> of fully pre-let projects delivered in Q1 2025



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### Aalst (BE)

- Development of an extension of a state-of-theart distribution centre
- 9,000 m<sup>2</sup> GLA
- Total investment: € 8m

### Amsterdam (NL)

- Development of a sustainable distribution centre on a strategic location in Amsterdam
- 7,000 m<sup>2</sup> GLA
- Total investment: € 13m

# c. 200,000 m<sup>2</sup> of developments currently in execution



### OSS (NL)

- 17,000 m<sup>2</sup> GLA extension
- Pre-let to Vos Logistics for 10 years
- Construction started in Q1 2025
- Completion in Q4 2025
- Total investment: € 13m



### JV with Weerts Liège (BE)

- 86,000 m<sup>2</sup> GLA (215,000 m<sup>2</sup> at 100%)
- Pre-let to Skechers for 20 years
- Construction started in Q1 2025
- Phased completion by Q4 2027
- Montea's maximum exposure: € 140m



### Tiel North (NL)

- 91,000 m<sup>2</sup> GLA
- Pre-let to Intergamma for 15 years
- Construction started in Q2 2024
- Completion in Q3 2025
- Total investment: € 83m

#### **Skechers project - development timeline Expected entry** Permit **Expected completion** secured of first leases of the project Maximum exposure Q1 2025 2027 2028 for Montea ca. € 140m Development Montea receives a **return** Montea receives a return of over 6% from start on invested capital from Day 1 of the lease start date, fully in line with the minimum the JV set up, contributing return requirements positively to earnings ....

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# 45,000 m<sup>2</sup> of pre-let projects in permitting phase



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### Halle (BE)

- Located near E19 and E429 motorways
- 31,000 m<sup>2</sup> GLA
- Pre-let under a long-term agreement
- Total investment: € 34m

### Zellik (BE)

- Located in close proximity to Brussels, near E19 and E40 motorways
- 14,000 m<sup>2</sup> GLA
- Pre-let for 6 years (incl. a 9-year extension option)
- Total investment: € 20m

# **Development pipeline in execution**

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Country	Grey/Brown Green field	/ Project name	Estimated delivery	Landbank	GLA	Invested 31/03/2025	To invest	Total capex of the project
	Grey	Aalst (Movianto)		14.000 m <sup>2</sup>	9.000 m <sup>2</sup>	8 M€	0 M€	8 M€
	Green	Amsterdam		11.000 m <sup>2</sup>	7.000 m <sup>2</sup>	13 M€	0 M€	13 M€
Delivered in Q1 2025			25.000 m <sup>2</sup>	16.000 m <sup>2</sup>	21 M€	0 M€	21 M€	
	Grey	Tiel North (Intergamma)	Q3 2025	183.000 m <sup>2</sup>	91.000 m <sup>2</sup>	75 M€	8 M€	83 M€
	Grey	Oss – extension (Vos Logistics)	Q4 2025	20.000 m <sup>2</sup>	17.000 m <sup>2</sup>	4 M€	9 M€	13 M€
	Green	Liège (Skechers)*	Q4 2027	148.000 m <sup>2</sup> (370.000 m <sup>2</sup> @ 100%)	86.000 m <sup>2</sup> (215.000 m <sup>2</sup> @ 100%)	77 M€	63 M€	140 M€
In execu	tion			351.000 m <sup>2</sup>	194.000 m <sup>2</sup>	157 M€	79 M€	236 M€
Pre-let projects in execution				100%				
Average l	ease term fo	r projects in execution		17.5 years				
*40% sha	are included	in the pipeline. €140m represent	s maximum	exposure for Mo	ontea.			

# Completed and ongoing developments

# **€ 40m**

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

### 100%

Pre-let pipeline in execution

**17.5 years** Average lease term for projects

in execution

# **Development pipeline**

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Country	Grey/Brown Green field		Estimated delivery	Landbank	GLA	Invested 31/03/2025	To invest	Total capex of the project
Delivered	in Q1 2025			25.000 m <sup>2</sup>	16.000 m <sup>2</sup>	21 M€	0 M€	21 M€
In executi	on			351.000 m <sup>2</sup>	194.000 m <sup>2</sup>	157 M€	79 M€	236 M€
	Green	Tongeren III - rest		66.000 m <sup>2</sup>	40.000 m <sup>2</sup>	9 M€	27 M€	37 M€
	Green	Tongeren IIB		95.000 m <sup>2</sup>	59.000 m <sup>2</sup>	12 M€	32 M€	44 M€
	Green	Lummen	–	55.000 m <sup>2</sup>	32.000 m <sup>2</sup>	9 M€	20 M€	29 M€
	Brown	Grimbergen	letting	57.000 m <sup>2</sup>	30.000 m <sup>2</sup>	6 M€	21 M€	28 M€
	Grey	Born		89.000 m <sup>2</sup>	67.000 m <sup>2</sup>	24 M€	42 M€	66 M€
	Grey	Tiel Silica (former South)		45.000 m <sup>2</sup>	25.000 m <sup>2</sup>	7 M€	15 M€	22 M€
	Grey	Tiel Quartz (former Middle)		118.000 m <sup>2</sup>	69.000 m <sup>2</sup>	17 M€	43 M€	60 M€
Permit ob	tained, not	yet pre-let		525.000 m <sup>2</sup>	322.000 m <sup>2</sup>	85 M€	201 M€	286M€
	Green	Halle	1 year after	55.000 m <sup>2</sup>	31.000 m <sup>2</sup>	13 M€	21 M€	34 M€
	Grey	Zellik	permit	36.000 m <sup>2</sup>	14.000 m <sup>2</sup>	10 M€	10 M€	20 M€
Pre-let, permit expected in due course			91.000 m <sup>2</sup>	45.000 m <sup>2</sup>	23 M€	31 M€	54 M€	
Landbank developments in pipeline			967.000 m <sup>2</sup>	561.000 m <sup>2</sup>	265 M€	311 M€	576 M€	
Future development potential			1.902.000 m <sup>2</sup>			-		

**Pipeline developments** 

€40m

Potential rent

€ 311m Remaining capex

**6.8%** Average Yield on Cost

**1.9m sqm** Remaining land bank

# **Pipeline**



# **Pipeline**



# Extensive landbank with a focus on grey and brownfields



- 100% situated in logistics & industrial zonings
- Future development potential of over 1m m<sup>2</sup> GLA
- Extension potential by over 50% vs. current portfolio
- Ca. 80% grey- & brownfields

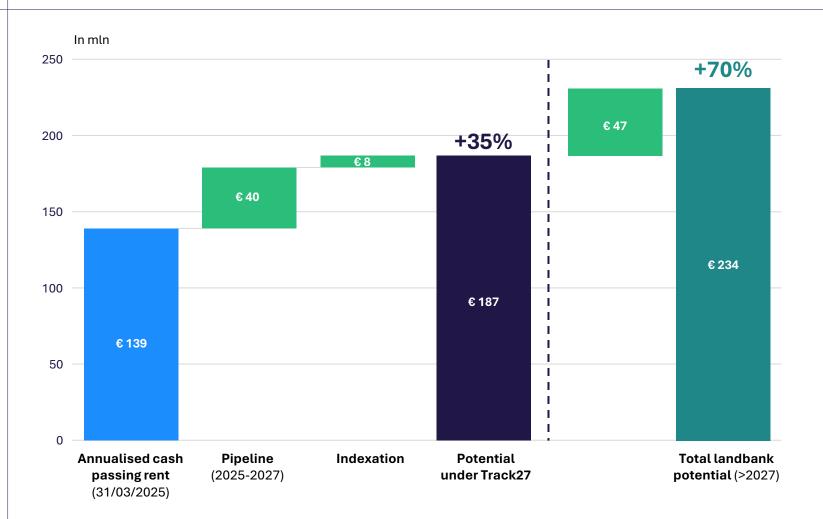


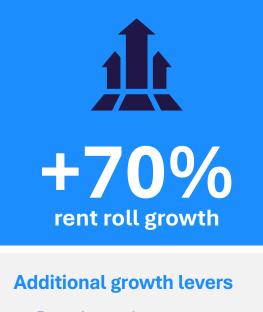
# **Creating value via our land bank**



# **Existing landbank offers potential for...**

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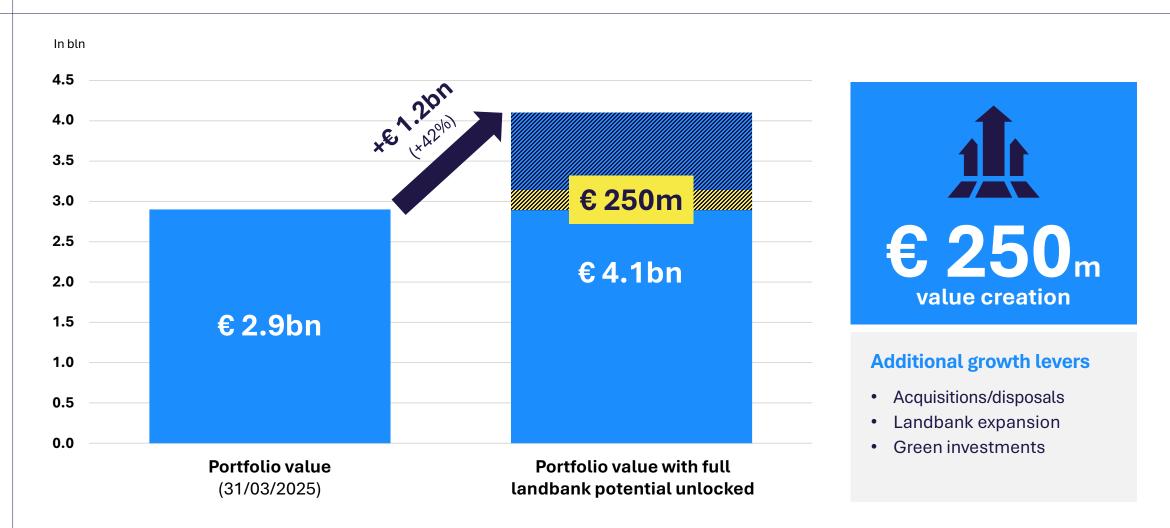




- Rental growth
- Acquisitions/disposals
- Landbank expansion
- Green investments

\* Development opportunities under Track27 include ongoing developments, pre-let agreements awaiting permit and projects that are expected to commence in the next 12 months. Forecast made based on the expected completion date of projects to be developed which include a number of assumptions. Indexation assumption is based on the IMF forecast at c.2%. Includes only owned and landbank in option.

# **Existing landbank offers potential for...**



MONTEA

\* Development opportunities under Track27 include ongoing developments, pre-let agreements awaiting permit and projects that are expected to commence in the next 12 months. Forecast made based on the expected completion date of projects to be developed which include a number of assumptions. Indexation assumption is based on the IMF forecast at c.2%. Includes only owned and landbank in option.



# Portfolio resilience and continuous value creation



Portfolio value **increases by € 118m or 4.2%** vs. end 2024, to **€ 2.9bn**, with Dutch portfolio reaching the € 1bn milestone

**Increases driven by** investments in Liège (Skechers) & other developments as well as development margins

**Standing portfolio valuation reconfirmed,** with EPRA NIY at 5.1% (stable vs. end 2024)

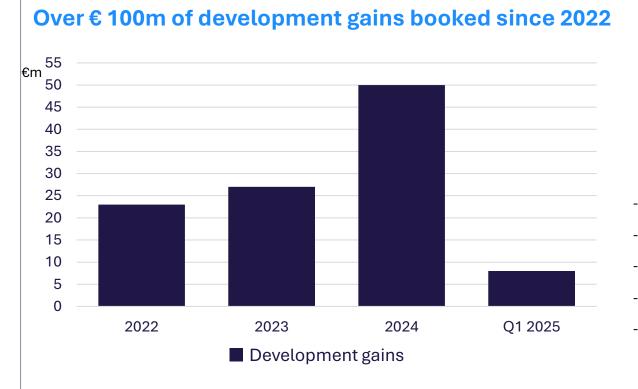


# Portfolio value increased by € 118m in Q1 2025

**Portfolio roll forward** 



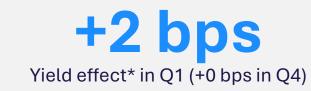
# Value creation complemented by value resilience



### Standing portfolio remains resilient 4% 3% 2% 1% 0% -1% -2% -3% -4% -5% 1Q22 2Q22 3Q22 4Q22 1Q23 2Q23 3Q23 4Q23 1Q24 2Q24 3Q24 4Q24 1Q25

• Yield effect on standing portfolio • ERV effect on standing portfolio

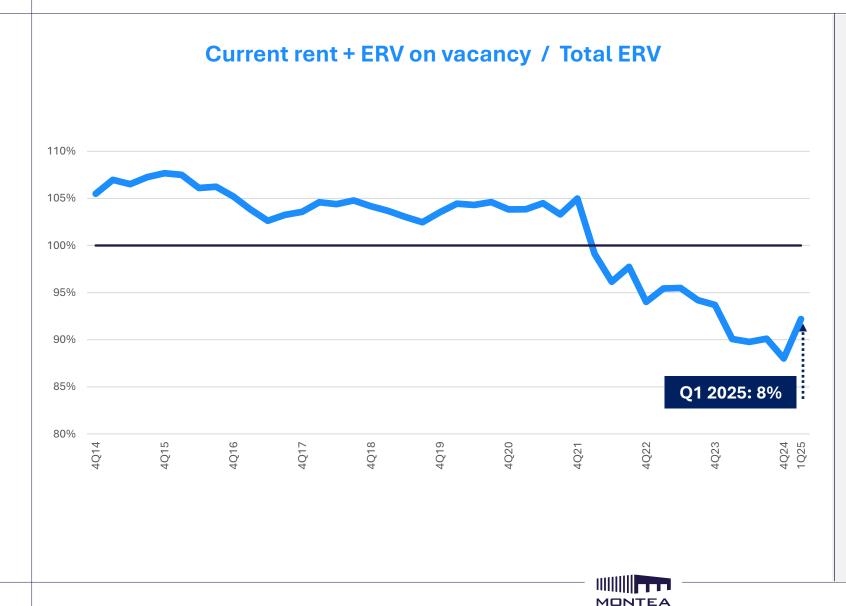




\* based on net equivalent yield



# 8% reversionary potential



# 8%

**Reversionary potential** provides valuation support and upside potential in the coming years (12% in Q4)

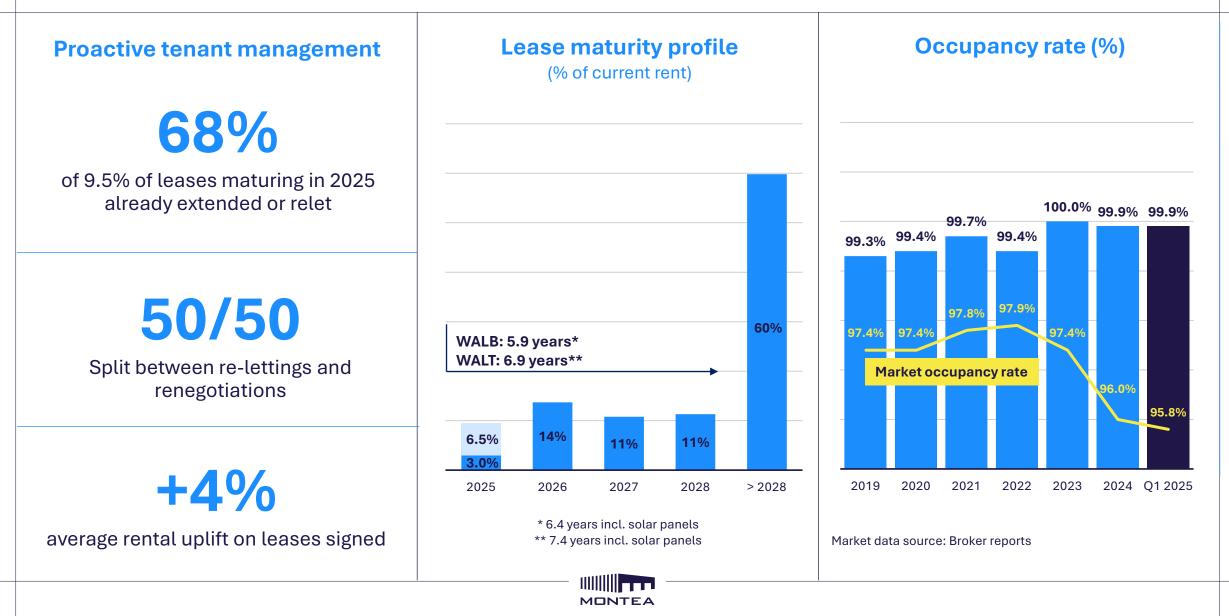


Portfolio reversionary potential moderates following a strong catchup in LfL rental growth (3.6% in Q1)

5.27%

Net reversionary yield

### Well-spread lease maturities and occupancy consistently outperforming the market



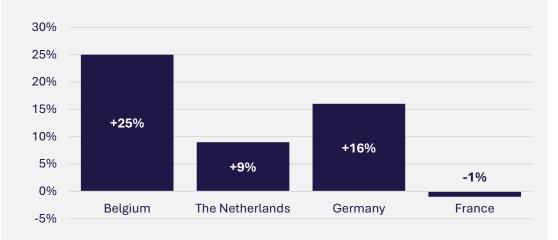


### Incremental recovery in tenant demand ongoing, supported by stabilising vacancy rates

Latest take-up figures indicate **ongoing recovery tenant demand**, though volume still remains below the long-term average

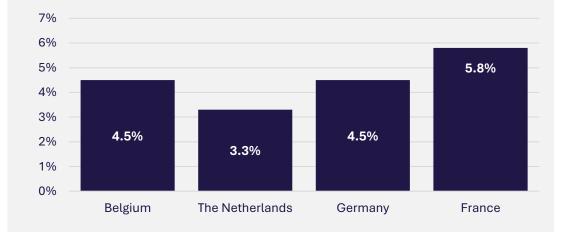


#### Take-up evolution YoY



Market vacancy rates are **expected to stabilize,** supported by the lack of new (speculative) supply

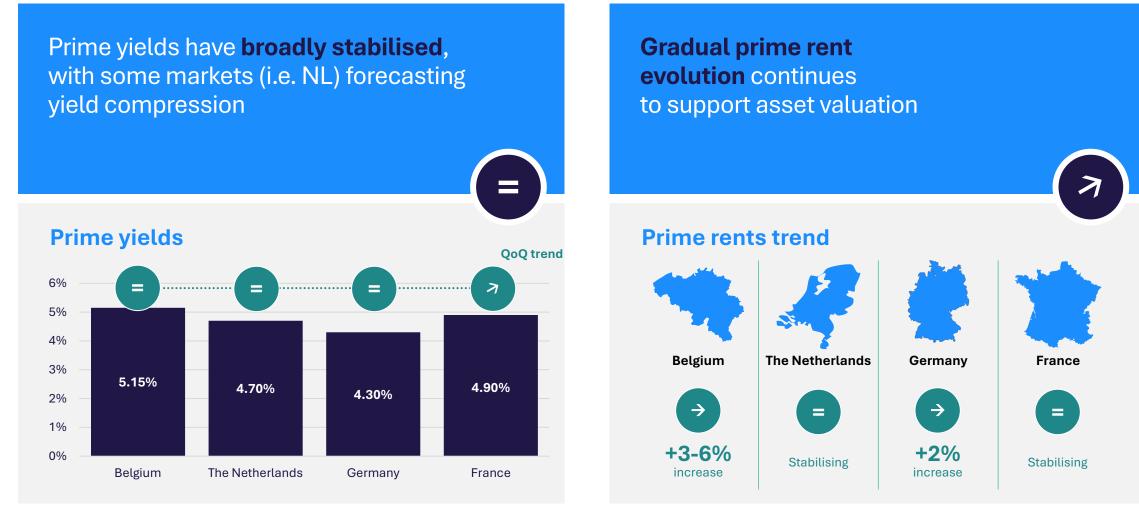
Vacancy rate (%)



\* Data from JLL, CBRE, Cushman & Wakefield. Take-up data is based on Q1 2025 figures with the exception of The Netherlands (Q4 2024). Vacancy rates are as of Q4 2024 with the exception of France (Q1 2025).



### Prime yields stabilise, further supported by gradual ERV growth

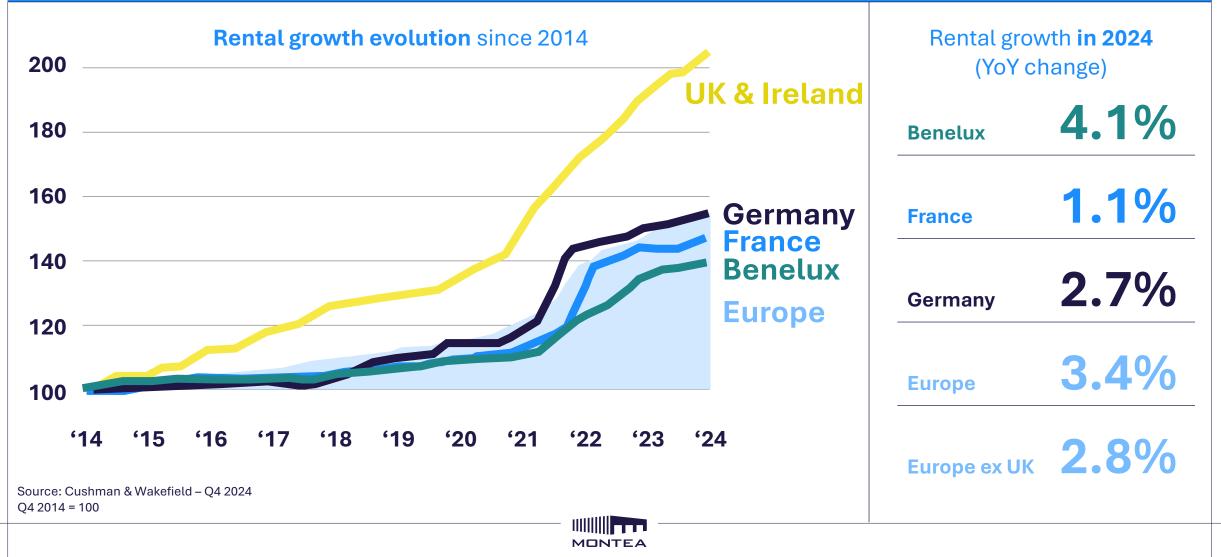


Data from JLL, CBRE, Cushman & Wakefield. Prime yields are based on Q1 2025 figures with the exception of The Netherlands (Q4 2024). Prime rents are as of Q1 2025 for France and Germany, Q4 2024 for Belgium (key markets) and The Netherlands.



### Rental growth in Benelux & France has been trailing the EU average

Continuing at a gradual pace, with indexation-linked growth expected going forward





## **2025** earnings and dividend guidance

### +8% YoY recurring EPS and DPS growth

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#### 2025 guidance

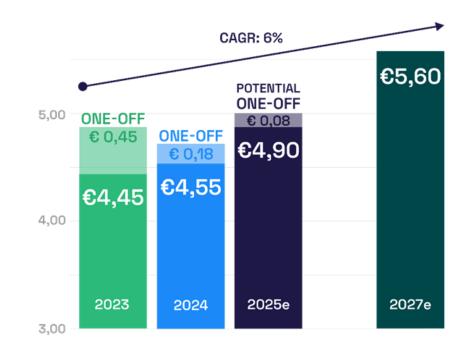
€ 4.90 EPRA EPS (+8% YoY) excl. potential € 0.08 oneoff from FBI recognition for FY 2024

€ 3.90 dividend (+8% YoY) excl. potential one-off from FBI (80% payout)

2027 guidance reiterated

€ 5.60 EPRA EPS (+6% p.a. CAGR)

Track27 - EPRA EPS growth



\* 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.

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

### Disciplined financial allocation and operational excellence at the core



Investment capacity c. € 600m available

**covering over 90%** of the remaining investment volume under Track27

Investment capacity calculated based on the adjusted net debt/EBITDA limit of ca. 8x

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

c. 8X adj. net debt/EBITDA

max. 2.5% average cost of debt (max 2.1% until 2026) Towards 90% operating margin by end 2027

**98%**+ consistently high occupancy

### € 300m of investment volume in 2025 will be achieved through



Own developments

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Acquisitions



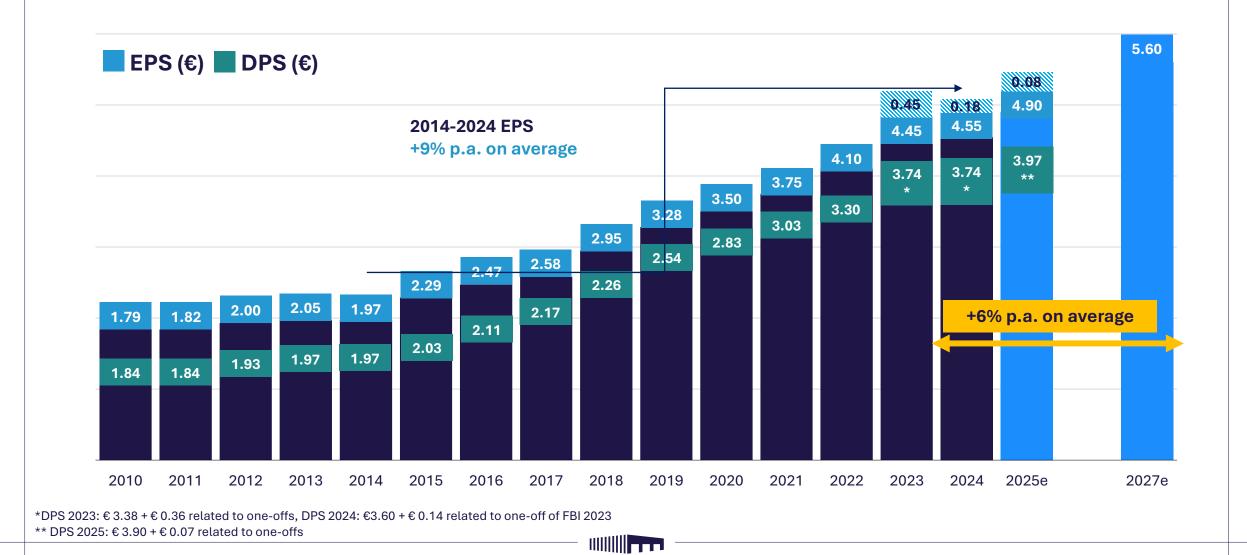


Green investments





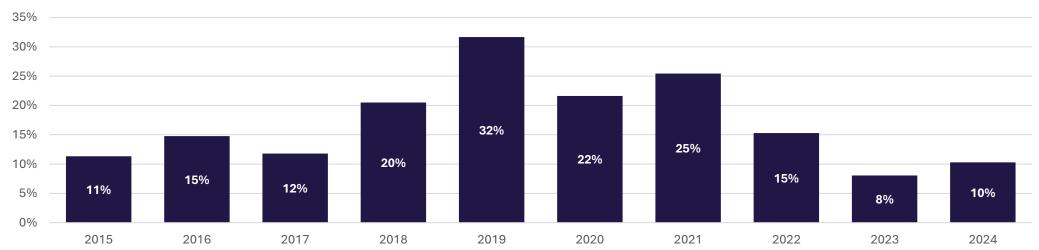
### Earnings guidance 2025-2027



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### Strong return track record, with +19% 10-year TAR\*

#### And +8% EPRA EPS growth target for 2025



#### 10-year Total Accounting Return (YoY % change)

YoY % change	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	10Y CAGR
EPRA EPS	16%	8%	4%	14%	11%	7%	7%	9%	9%	2%	9%
DPS	3%	4%	3%	4%	12%	11%	7%	9%	2%	7%	7%
EPRA NTA	6%	10%	7%	17%	29%	19%	23%	10%	4%	4%	13%

\* TAR = Total Accounting Return = annual EPRA NTA growth + gross dividend yield. 10-year TAR CAGR stands at +19%.



# **Rollout of Battery Energy Storage Systems (BESS)**

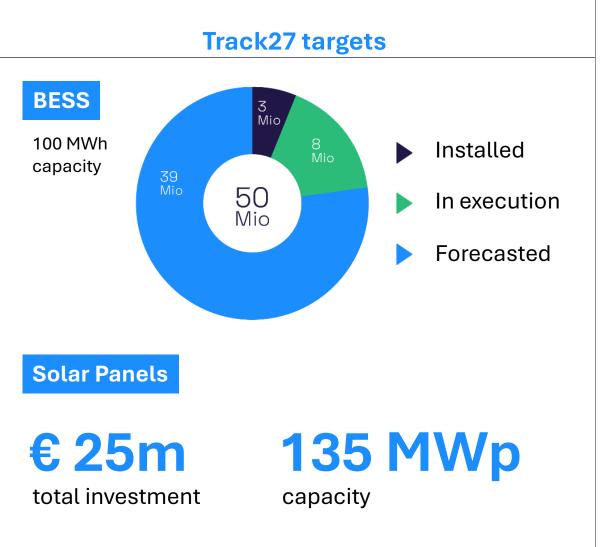
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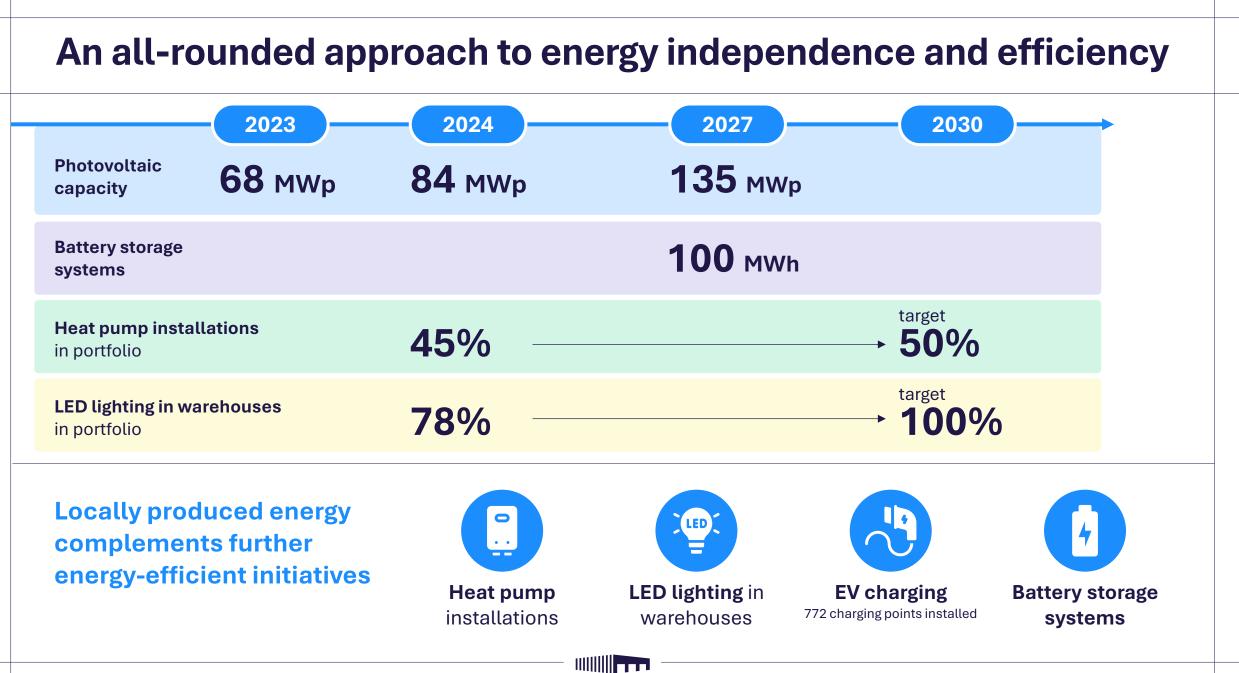
**The first two BESS in Belgium** (Willebroek and Ghent) **are fully operational** Additional studies ongoing:

> **Belgium** 14 sites in scope, 35 MWh total capacity

The Netherlands 7 sites in scope, 21MWh total capacity







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# Montea. Unmatched.

99.9%



Developer & owner of two of Top 5 largest single-tenant developments in the Benelux (Skechers & Intergamma) Highest occupancy rate in the gateway to Europe markets The only listed European logistics player with fully pre-let development pipeline







# Track27

### Our most ambitious growth plan to date

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### **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

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### **ESG-linked targets**



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



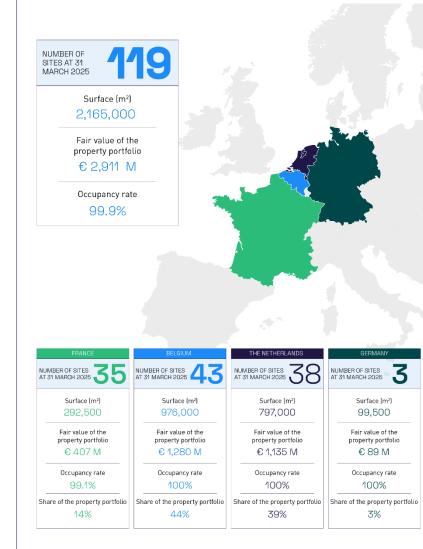
All new developments are **zero emission buildings** 



>€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)

### **Property portfolio**

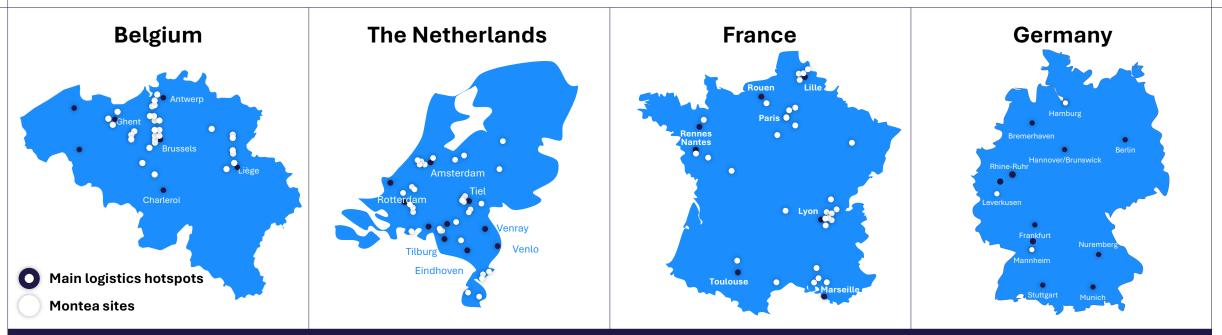


		Total 31/03/2025	Belgium	France	The Netherlands	Germany	Total 31/12/2024
Property portfolio – Buildings <sup>1</sup>							
Number of sites		119	43	35	38	3	118
Total area – property portfolio	m <sup>2</sup>	2,164,921	975,832	292,508	797,086	99,495	2,132,243
Annual contractual rents	K€	131,902	56,403	21,355	48,549	5,596	128,564
Gross yields	%	5.36	5.37	5.47	5.32	6.27	5.35
Current yield on 100% occupancy	%	5.43	5.37	5.69	5.32	6.27	5.38
Un-let property area	m <sup>2</sup>	2,496	0	2,496	0	0	2,496
Rental value of un-let property parts <sup>2</sup>		258	0	258	0	0	258
Occupancy rate		99.9	100	99.1	100	100	99.9
Investment value		2,616,957	1,093,142	415,756	1,012,559	95,500	2,555,642
Fair value		2,460,272	1,066,948	390,484	913,566	89,274	2,405,178
Property portfolio – Solar panels <sup>3</sup>							
Fair value	K€	67,279	42,904	3,051	21,324	0	70,950
Property portfolio - Developments							
Fair value	K€	303,607	90,515	13,571	199,521	0	316,666
Fair value – share in joint ventures		79,904	79,904				
Property portfolio - Total							
Fair value	K€	2,911,062	1,208,271	407,107	1,134,411	89,274	2,792,794

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**



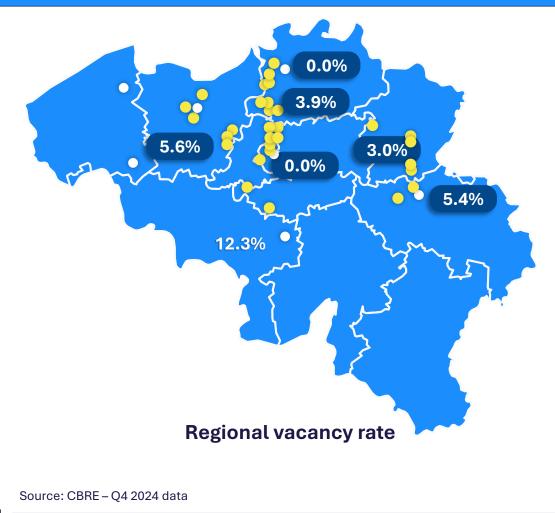
Country	# sites	SQM ('000)	Fair Value	Annual Rent	EPRA NIY	Occupancy	% of total portfolio
BE	43	976 m <sup>2</sup>	€1,280m	€ 56.4m	5.3%	100%	44.0%
	38	<b>797</b> m <sup>2</sup>	€1,135m	€ 48.6m	4.8%	100%	39.0%
FR	35	293 m <sup>2</sup>	€ 407m	€ 21.3m	5.1%	99.1%	14.0%
🛑 DE	3	99 m <sup>2</sup>	€ 89m	€5.6m	5.6%	100%	3.0%
TOTAL	119	<b>2,165</b> m <sup>2</sup>	€2,911m	€ 131.9m	5.1%	99.9%	100.0%



# **Our Belgian portfolio (44% of the total)**

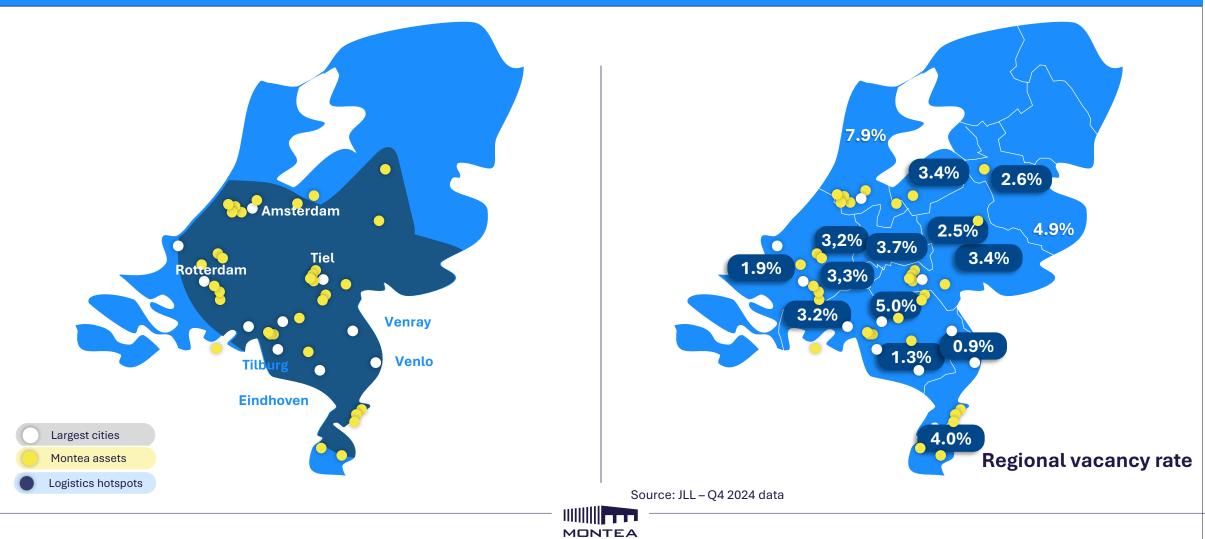
is concentrated along core logistics network of Antwerp, Brussels, Ghent & Liège, where vacancy remains very limited





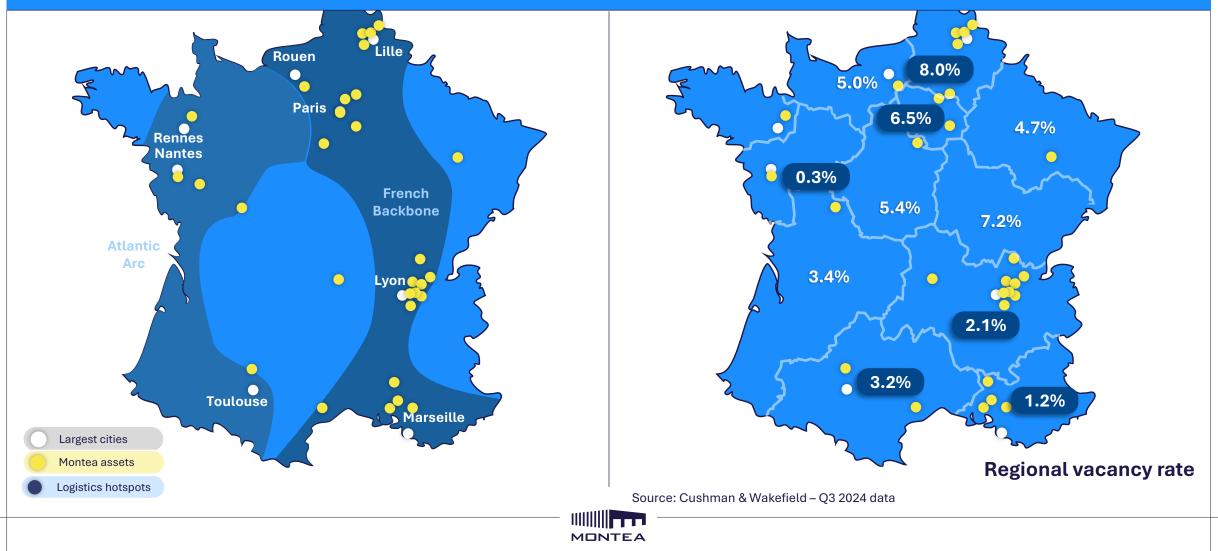
# **Our Dutch portfolio (39% of the total)**

Focuses on highly sought-after locations around Amsterdam, Rotterdam, Tiel, North Brabant and Limburg, with highly constrained supply of warehouse space



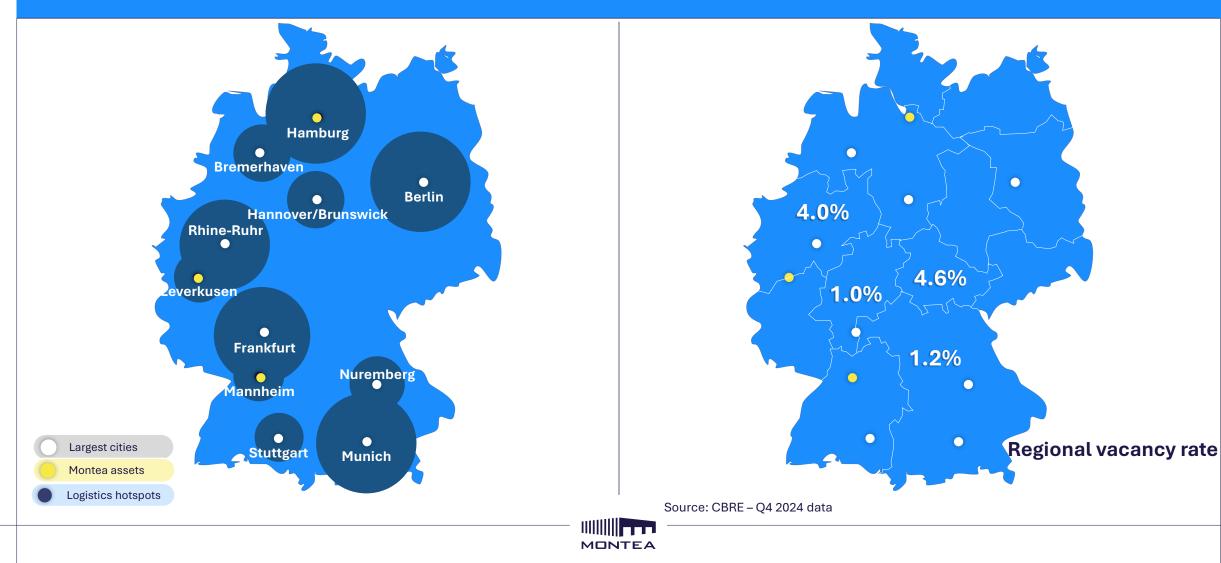
# **Our French portfolio (14% of the total)**

Focuses on two main logistics corridors of the country – the French Backbone and the Atlantic Arc

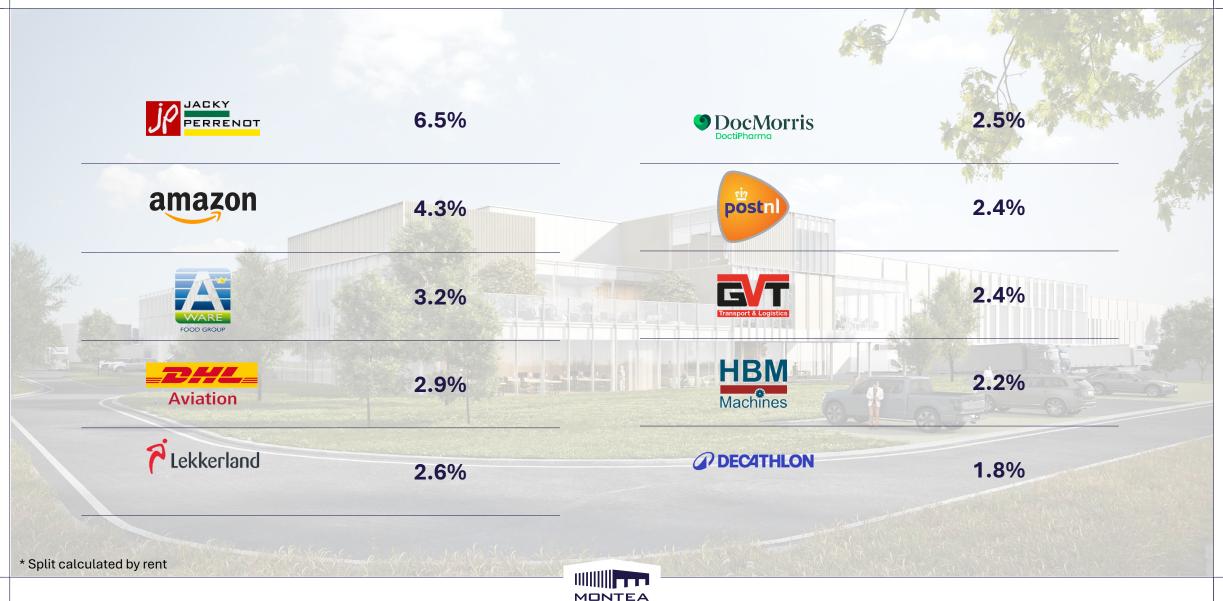


### While our growing German portfolio (3% of the total)

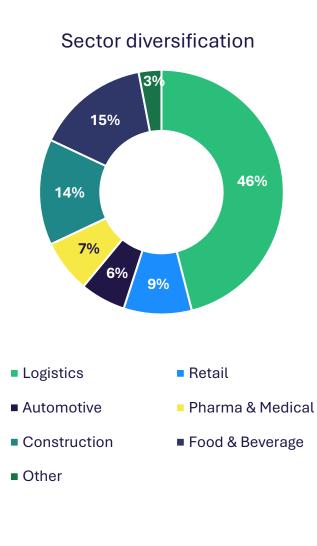
#### Has presence in strategic locations such as Port of Hamburg and Rhine-Ruhr logistics hub

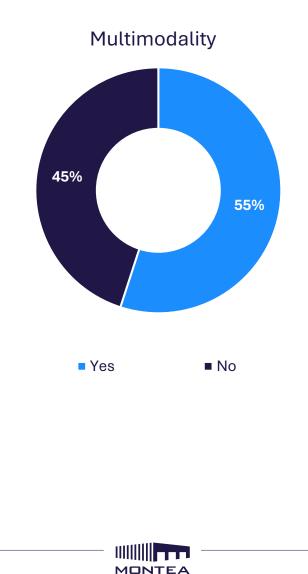


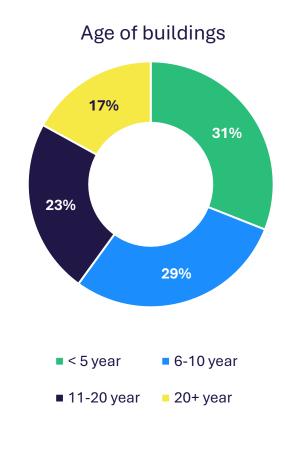
### Top 10 tenants in Montea's portfolio



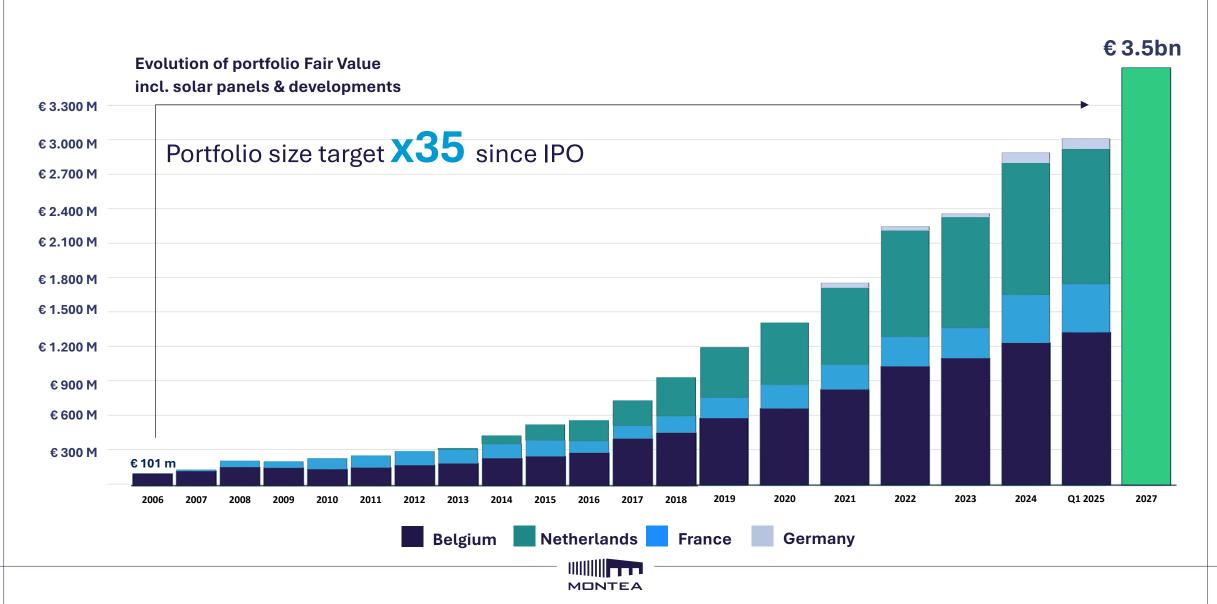
# High quality portfolio







### **Portfolio growth**



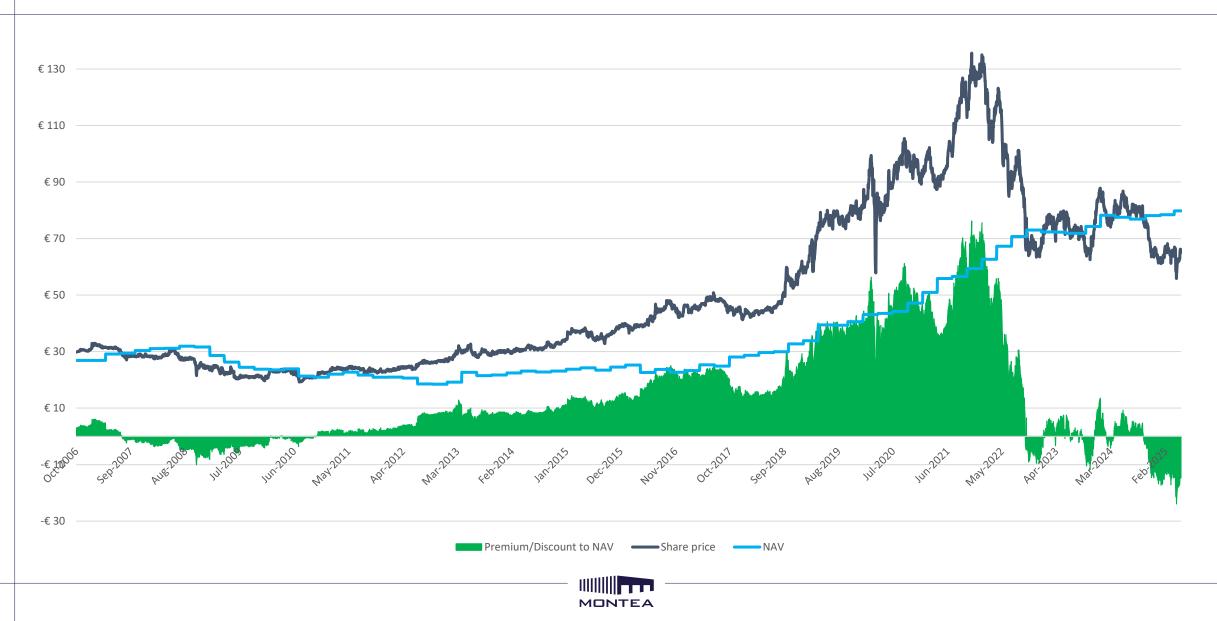
### **FBI** status

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

FBI overvie	2W			2021-202	2 2023	2024	2025		
FBI status acc	ounted for in financial accounts of Montea			$\checkmark$	<ul> <li>✓</li> </ul>	×	N/A		
Withholdingta			5%	5%	<del>5%</del>	N/A			
Corporate Inco	ome tax rate			<del>25.0%</del>	25.8%	25.8%	25.8%		
Withholdingta		M€	2.0€	0.4€	0.4€	-			
Delta to Corpo	prate Income tax		M€	6.9€	3.7€	1.9€	-		
Total Tax charges NL* in EPRA result (accounted/provisioned)				M€	9.0€	4.1€	2.3€	-	
EPRA result Potential EPRA result impact if FBI st			GRANTED	M€	6.9€	3.7€	1.9€	-	
		tusis	NOT GRANTED	M€	N/A	-	-	-	
* Paid in order	to avoid late payment interest (8%)		I I					1	
Potential non-recurrent impact in 2025 EPRA results if Montea granted the FBI status totalling € 0.08/share			ax saving (FY 2021 ed in 2023 EPRA ea re)			One-off tax saving (FY 2023) recognized in 3Q24 EPRA earnings (€ 0.18/share)			

MONTEA

# Share price & EPRA NTA evolution (per 07/05/2025)



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