

**The leading  
property company  
in logistics.**

**CATENA**

# Q2 2020 Joining presentation



Benny Thøgersen CEO, Sofie Bennsten CFO, Anna Wallander Sustainability Manager, Peter Andersson Head of Treasury

# Contents

1. Highlights
2. Results and balance overview
3. Operational review
4. Capitalization
5. Capital deployment
5. Focus on sustainability
6. Market and outlook

Q&A

**CATENA**

# Highlights

Q2

Total operations

## Resilient second quarter on the back of a stabilized market sentiment

- YTD Profit from property management<sup>1</sup> of SEK 358,5 million, up 13 percent YoY.
- EPRA NAV per share of 208, up 14 percent YoY.
- Solid letting ratio at 96 percent with WALE of close to 5 years.
- Leased SEK 22 million worth of new leases, net of SEK 19 million.
- LTV at 55,7 percent down 30bps YoY and cost of debt of 2.4 percent
- EPRA NYI of 5.9 percent down 20bps YoY.

Development

## Intensive second quarter with several projects being finalized

- Market activity indicates a close to pre-covid state
- Piece of promising land in Jönköping was acquired waiting for development plan to come in place
- High pace on certifying buildings and installing photovoltaic cells

Markets

## Credit markets signaled improved sentiment

- Transactions in the quarter indicates high demand from investors
- Credit spreads was getting tighter amid hopes for a quicker economic recovery
- Online spending is accelerating further pushing supply chains closer to end consumers

CATENA

<sup>1</sup> Profit from property management comprises profit adjusted for value changes (realized and unrealized) related to properties, derivative mark to market and other non-cash items.

# Covid-19

The impact from the Coronavirus has had limited effect on Catena so far. Still, the set-up program prepared for in the first quarter to cope with the situation is still in progress and of critical importance. So far:

- Limited impact on first and second quarter outcome with 7 million of credit loss on receivables.
- In the second quarter market sentiment have shifted back and forth about the speed of economic recovery.
- The financial position of Catena has proved strong enough to keep funding activities stable.

A photograph of two men in high-visibility safety vests standing in front of a modern, multi-story building with large windows. The man on the left is looking down, and the man on the right is looking towards the left. The scene is outdoors with a clear blue sky and some trees in the background. The word "CATENA" is overlaid in red text in the bottom right corner.

**CATENA**

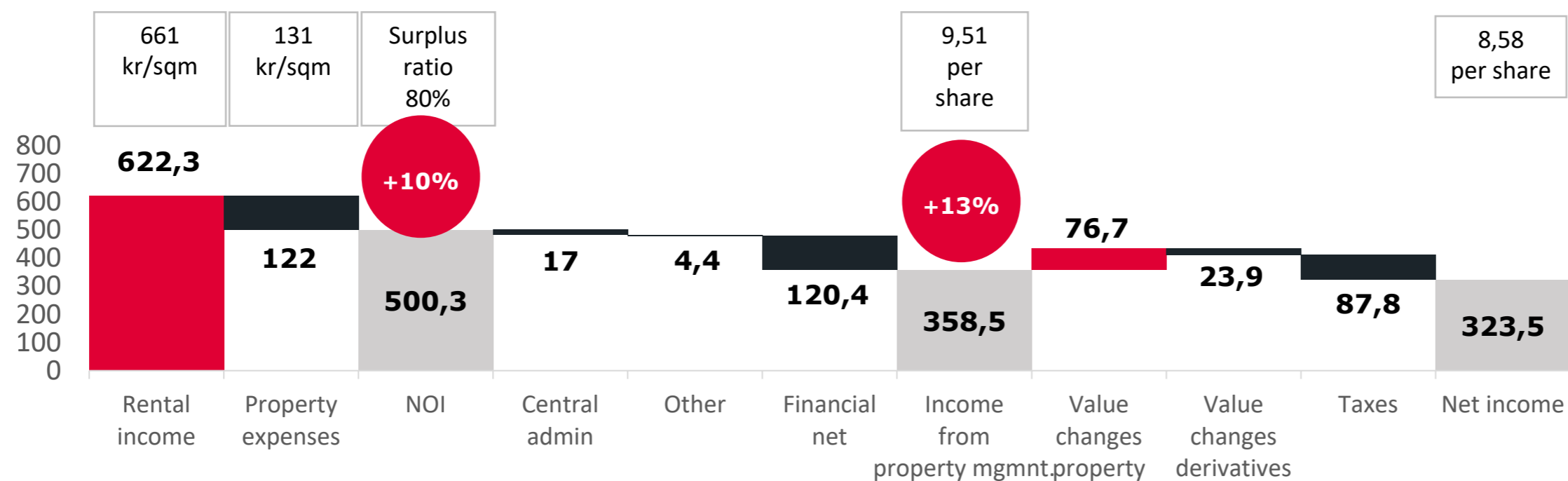
# Results and balance overview

2020, Q2

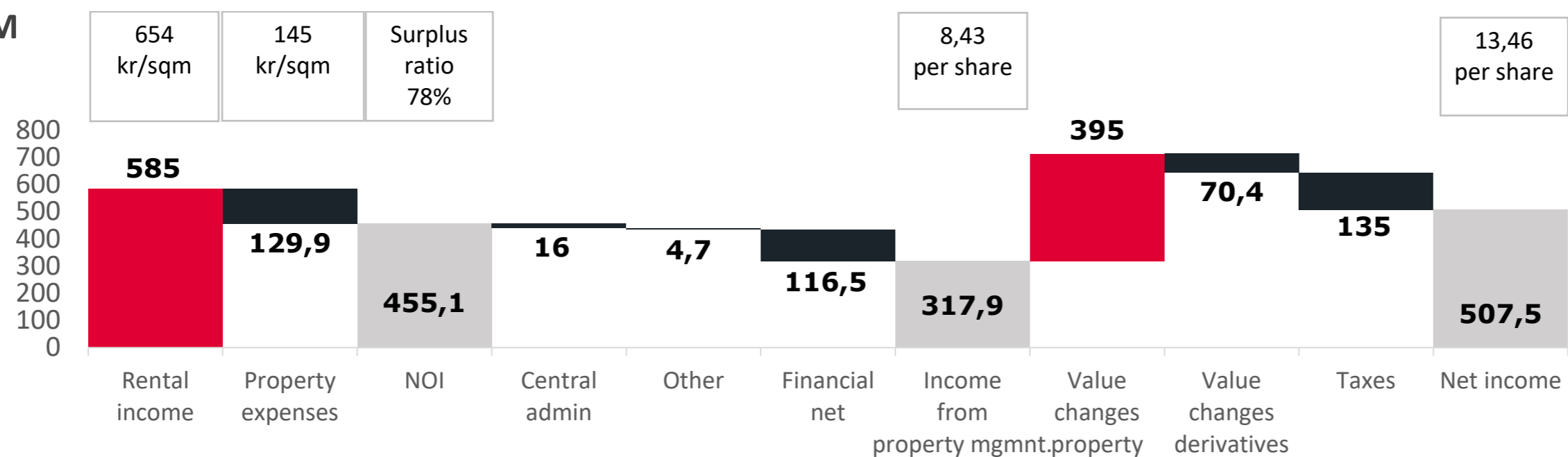
# Q2

## Income statement – Period (YTD)

2020 Q2: SEK M



2019 Q2: SEK M



CATENA

# Statement of financial position

Q2

SEK M	2020 Q2		2019 Q2	
Total assets				
Investment properties	17,222.5		15,570.4	
Goodwill	503.0		503.0	
Other assets	599.5		736.3	
Opening cash and cash equivalents	472.7		266.9	
<b>Total assets</b>	<b>18,797.7</b>		<b>17,076.6</b>	
Total shareholders' equity and liabilities				
Equity	6,395.8	NAV 208 SEK/share	5,606.1	NAV 182 SEK/share
Property loan	9,591.5	2.4%, Cost of debt	8,719.9	2,5%, Cost of debt
Other liabilities	2,810.4		2,750.6	
<b>Total shareholders' equity and liabilities</b>	<b>18,797.7</b>		<b>17,076.6</b>	

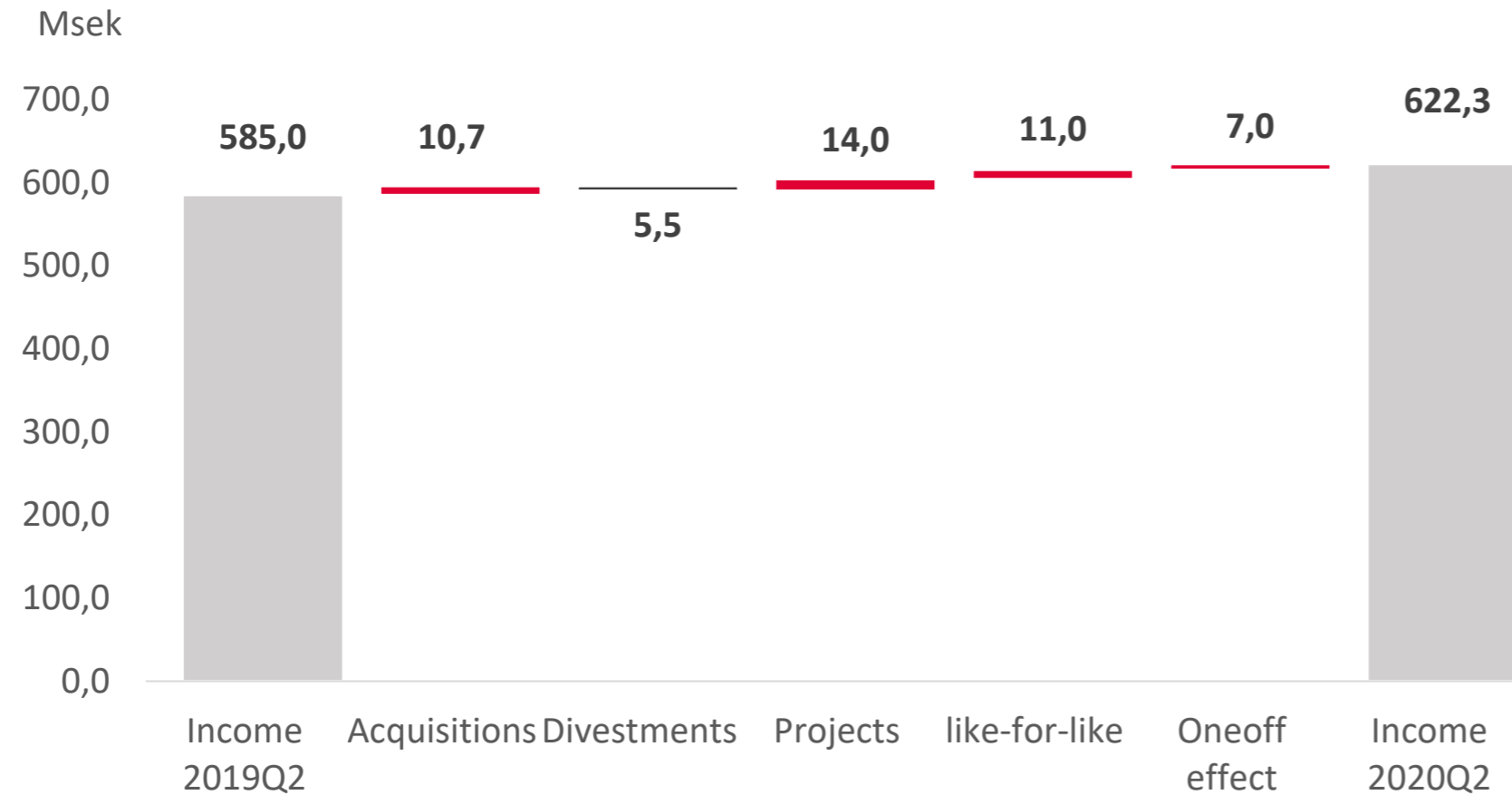
CATENA



# Operational review

Q2

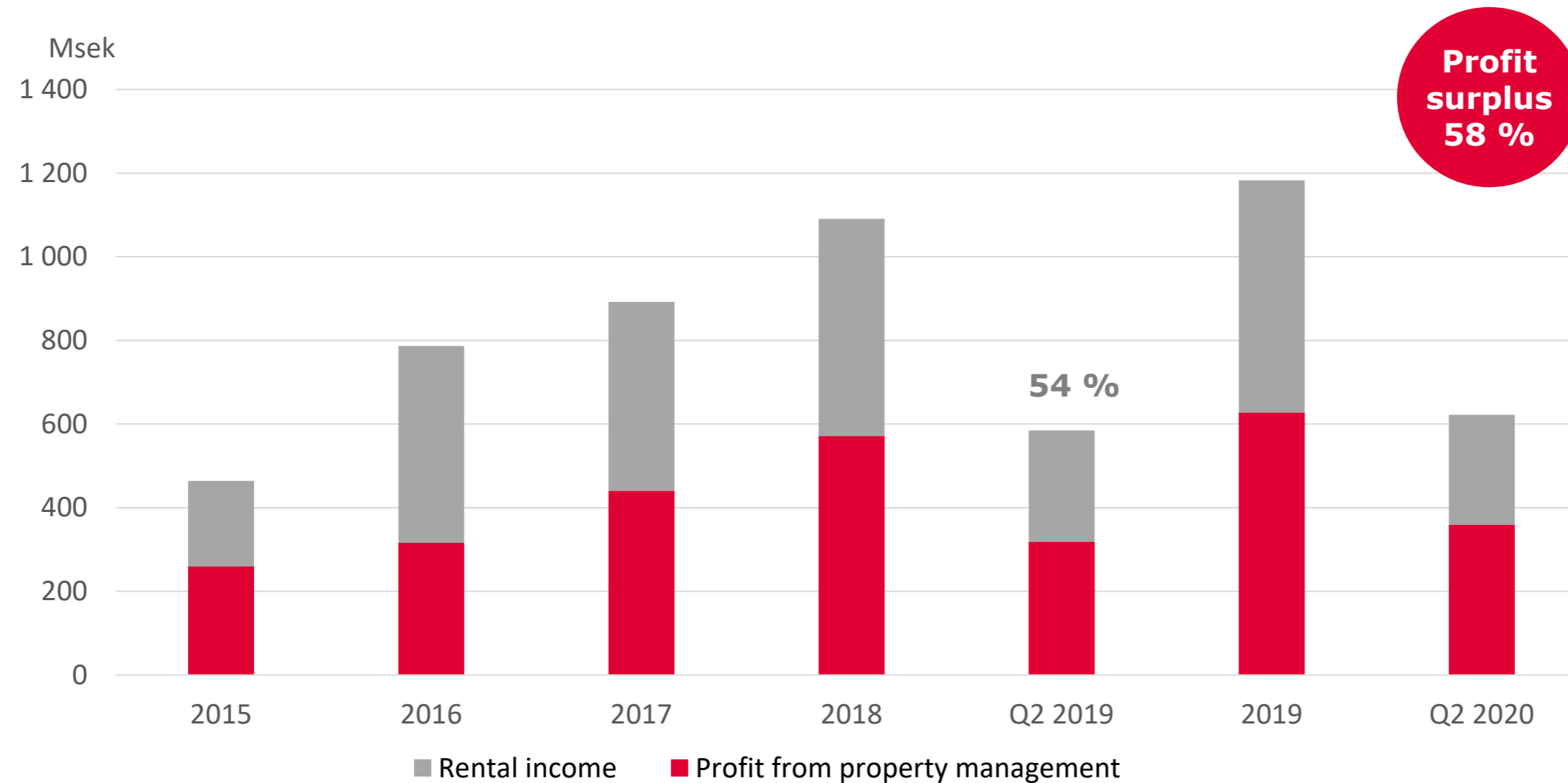
# Rental growth, like-for-like



2020 Q2	
Like-for-like	1.9 %
Project developments	2.4 %
Acquisitions	1.8 %
Divestments	-0,9 %
One-off effects	1,2 %
<b>Total</b>	<b>6,4 %</b>

CATENA

## High share of income retained



<sup>1</sup> Profit from property management comprises profit adjusted for value changes (realized and unrealized) related to properties, derivatives marked to market.

Q2

# Well reputed and diversified customer base



Logistics/transport  
/recycling

nowaste LOGISTICS AB, postnord, bring, Svenska Retursystem, DHL, SPEED GROUP, LOGENT SUPPORTING LOGISTICS

>40%



Food and beverage

ICA, menigo, axfood, martin & servera, MatItem, CHEFS CULINAR EN VÄRLD AV MAT TILL SMÅ OCH STORA KÖK, Svensk Cater, dagab, mat.se, coop

>23%



Home/construction  
/packaging

CRAMO, Lindab, RUSTA, Skånska Byggvaror, Lantmännen Cerealía, bravida, ARREDO, DS Smith

>9%



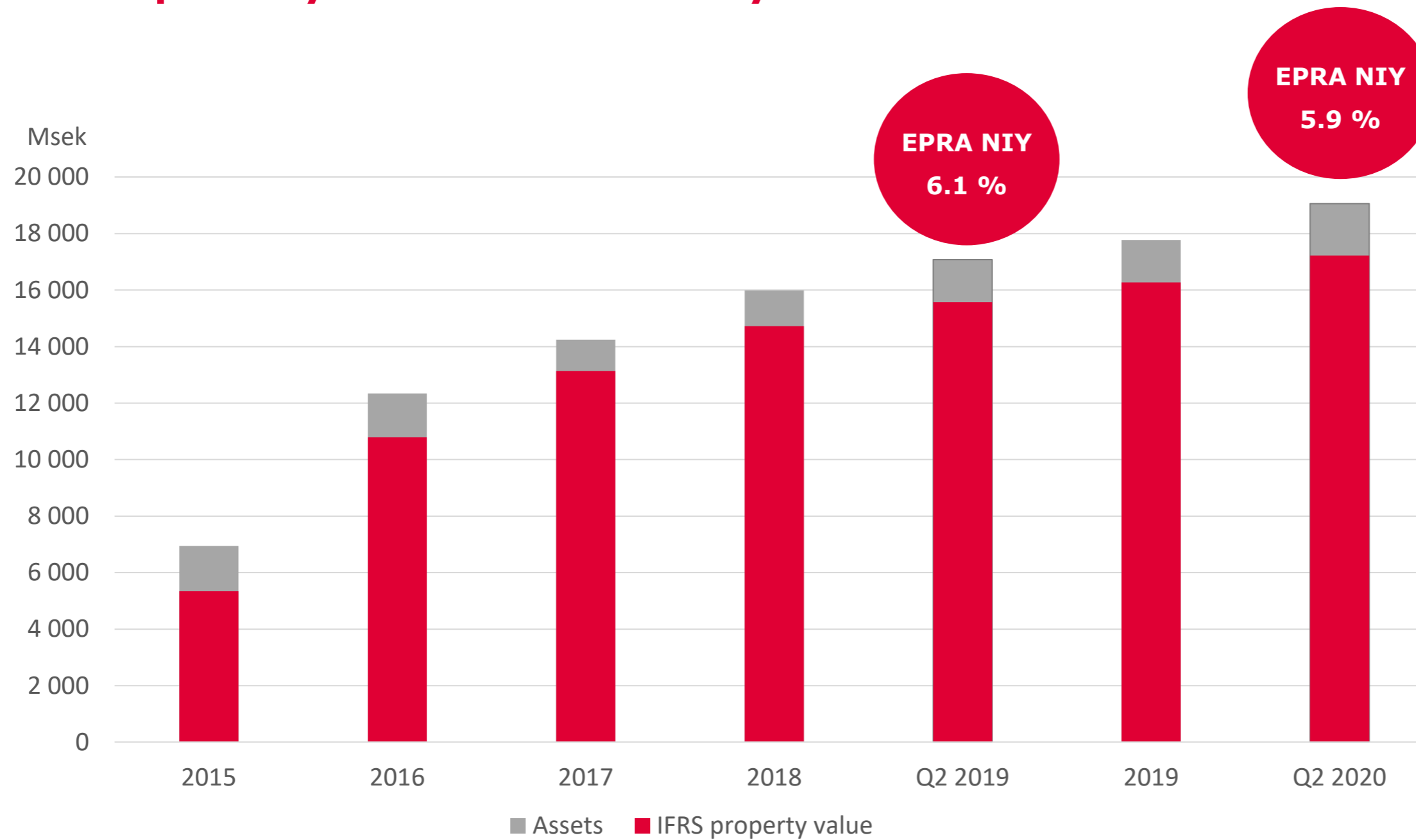
Healthcare

apotea.se, Oriola, GE Healthcare

>4%

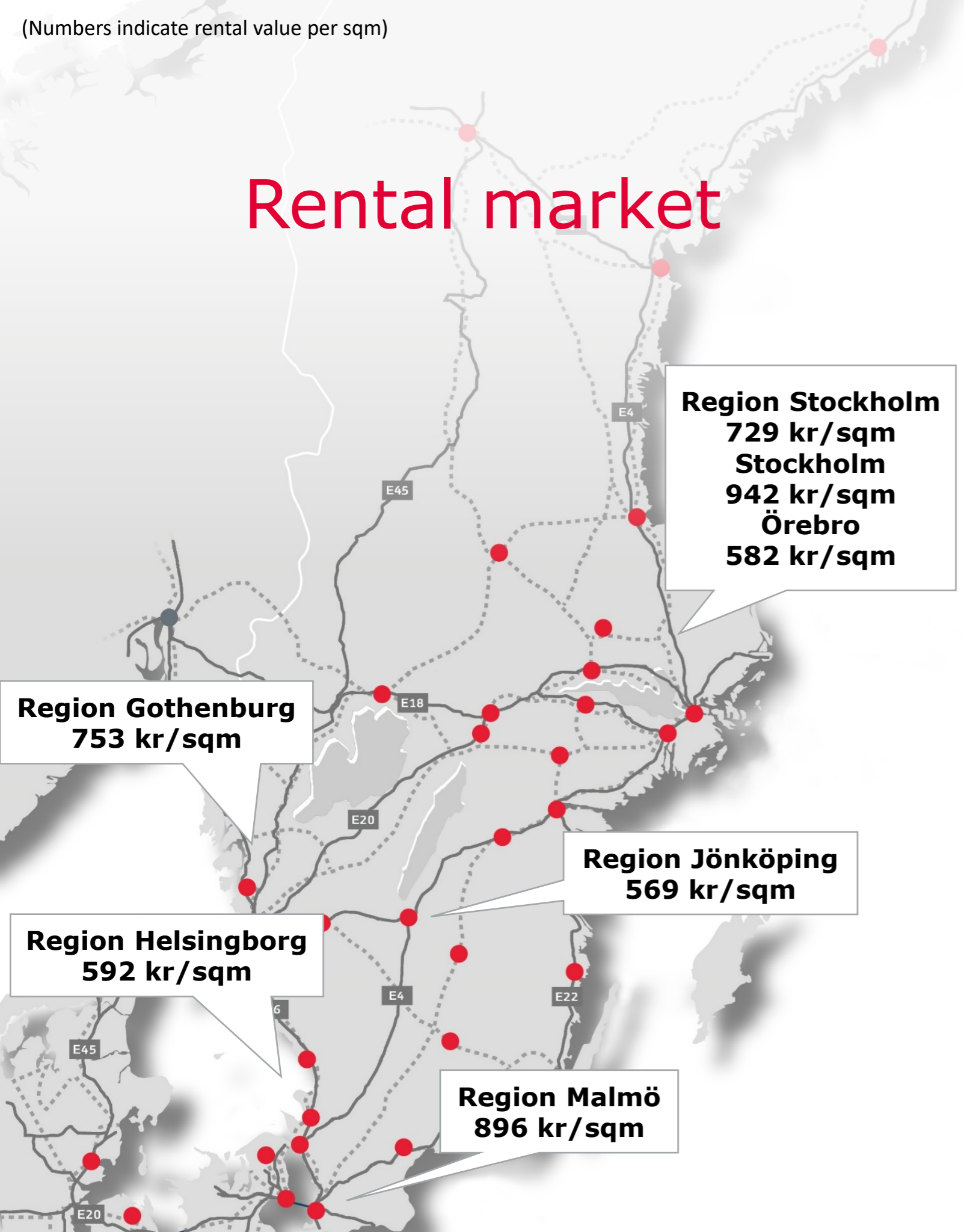
# CATENA

# Property value and yield

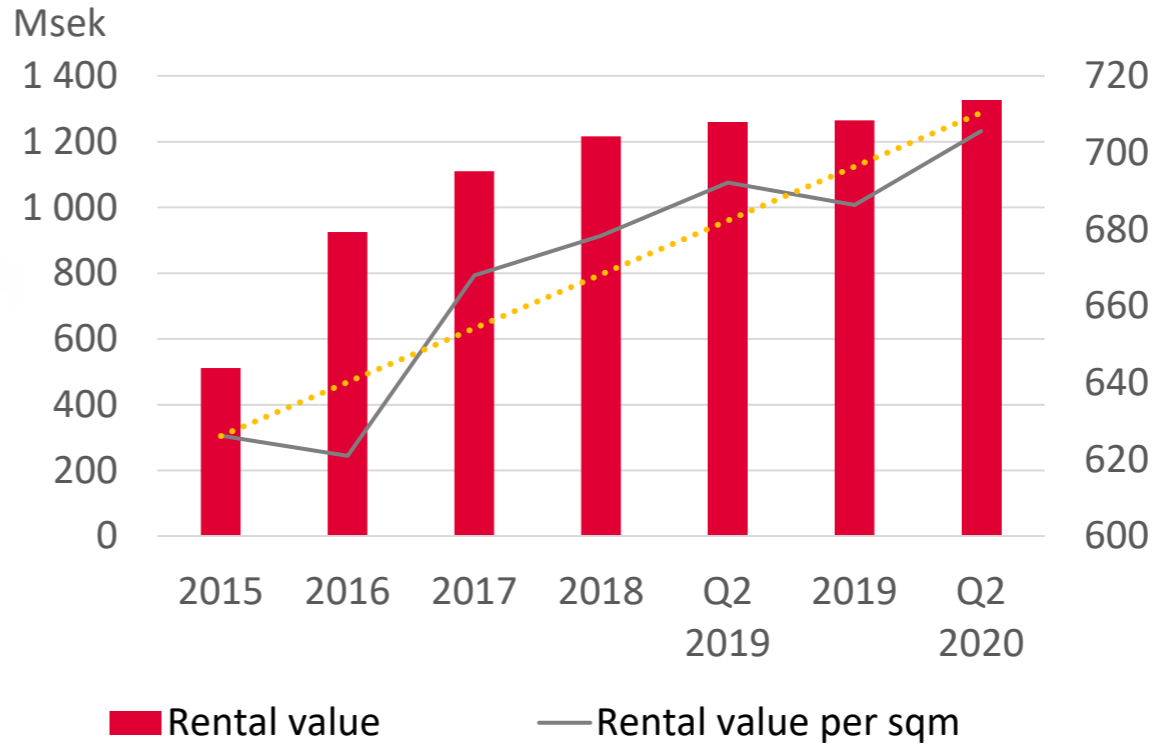


(Numbers indicate rental value per sqm)

# Rental market



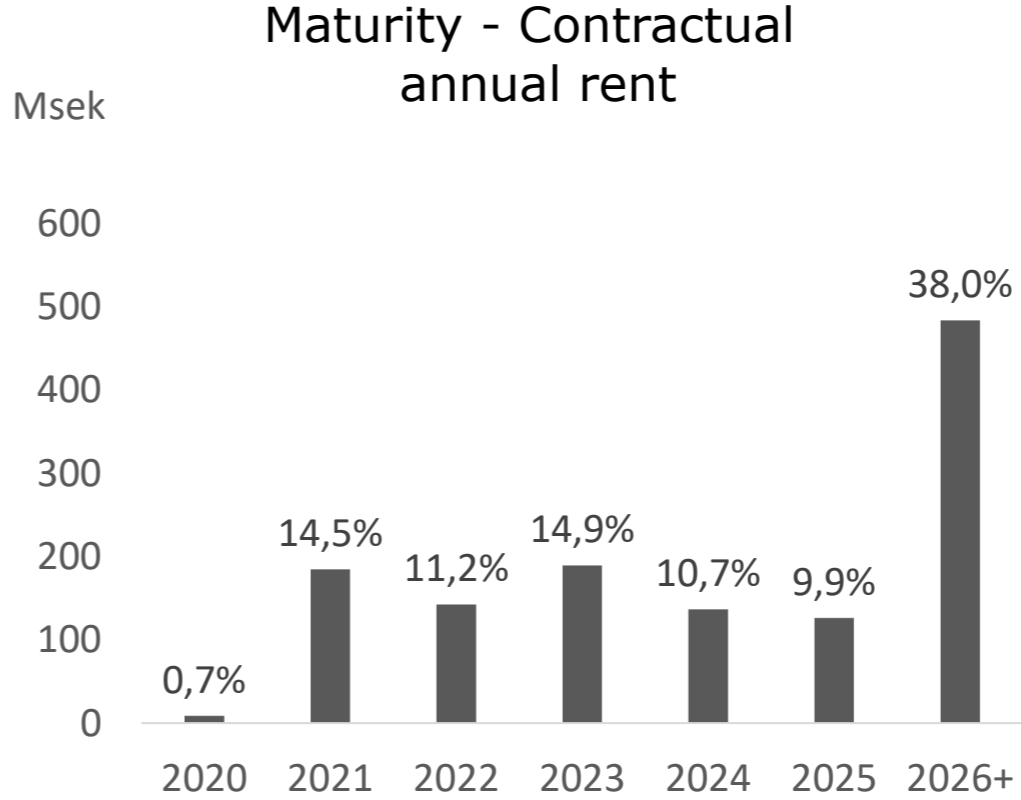
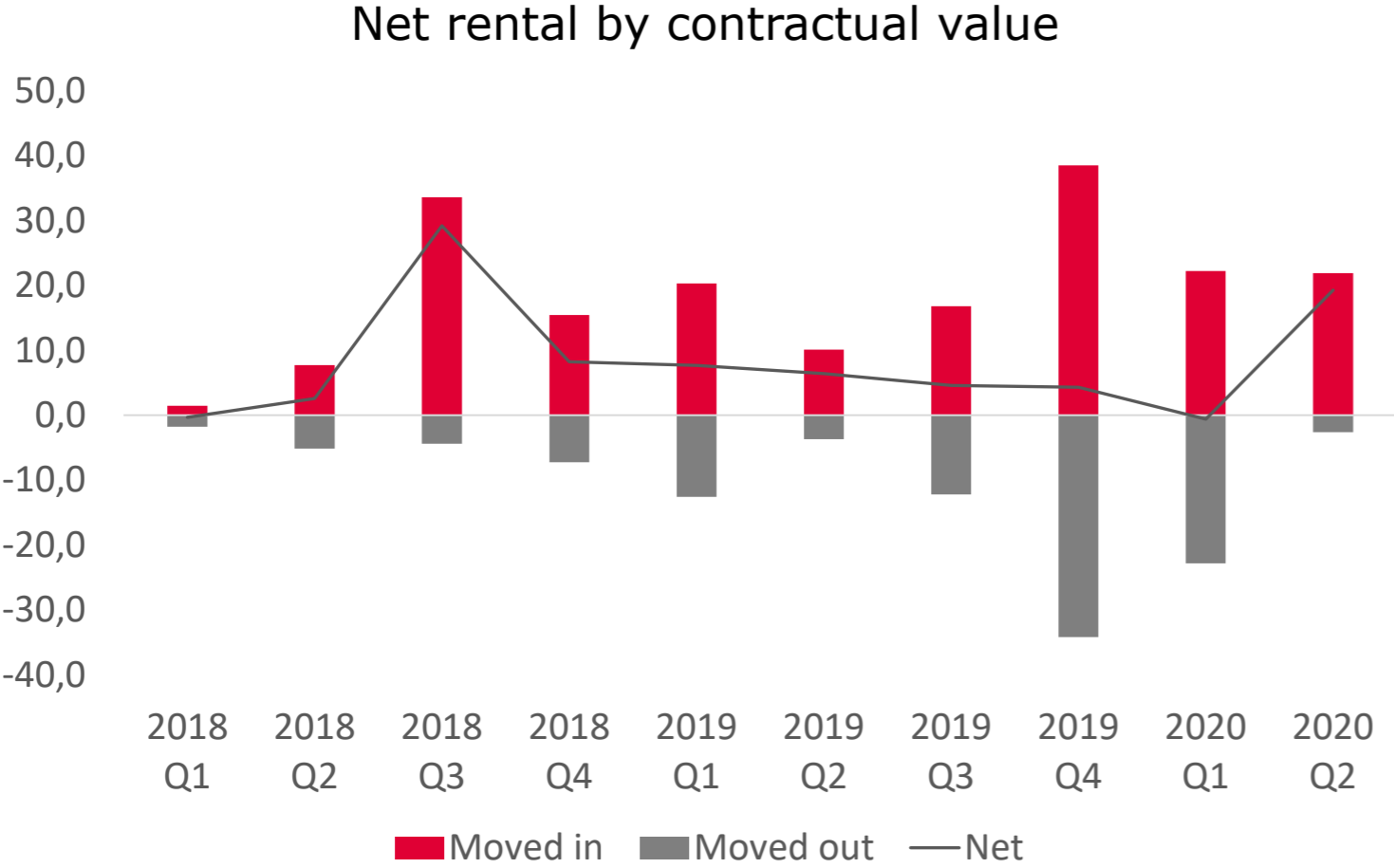
# Q2



Letting ratio  
96 %

# CATENA

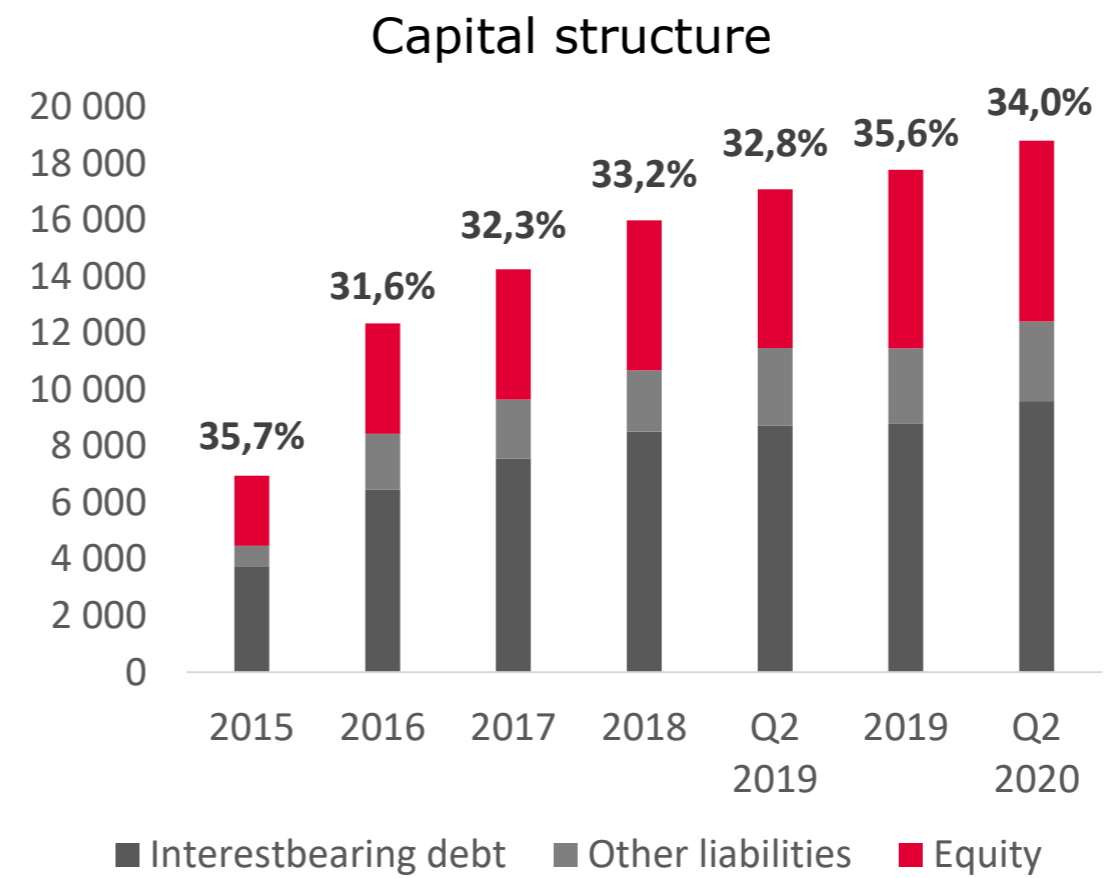
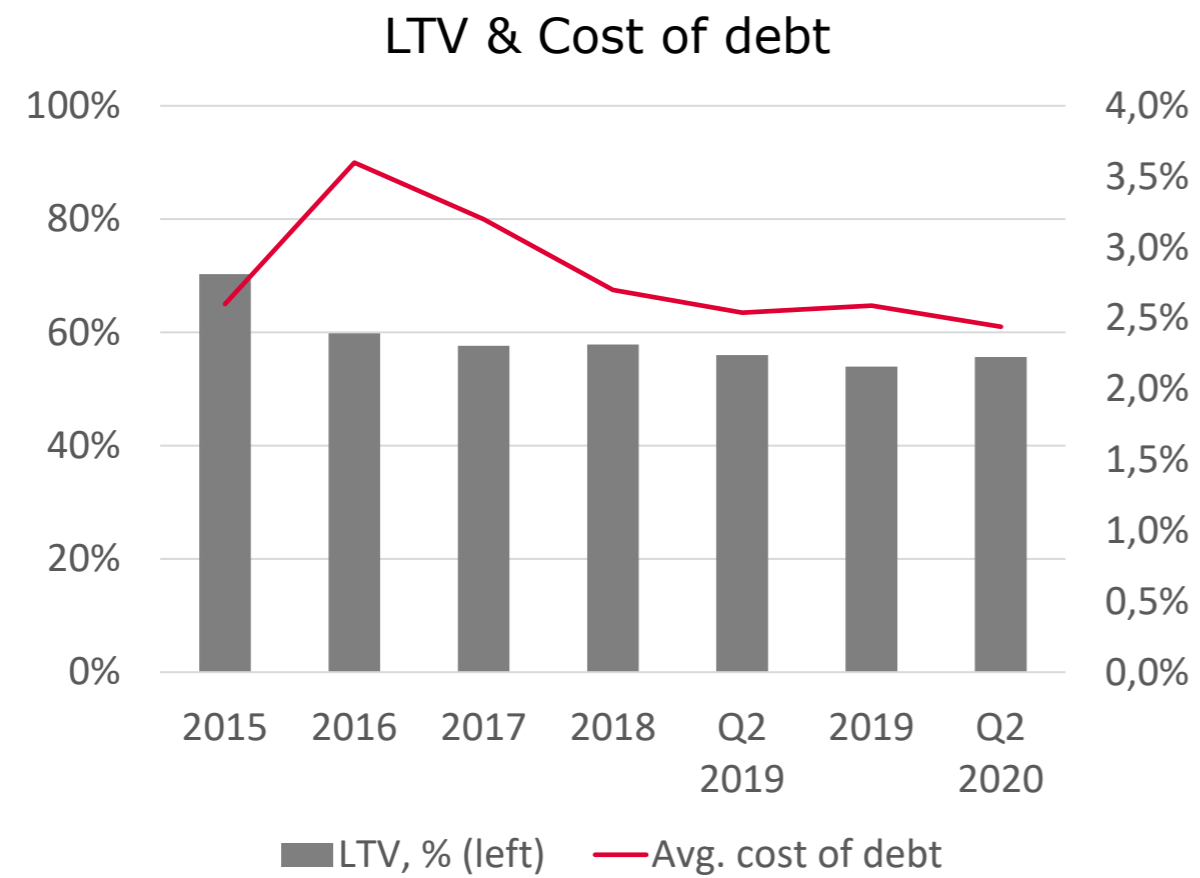
## Leasing activity and contract maturity



# Capitalization



# Capitalization



# Funding structure

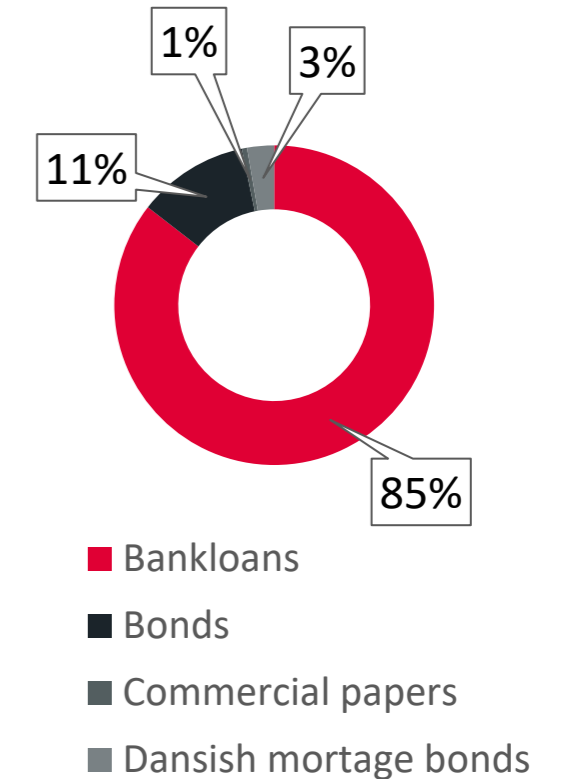


Year	Debt maturity loans			Interest maturity incl. derivatives		
	<i>msek</i>	<i>Share%</i>	<i>Interest rate including Margin%</i>	<i>Msek</i>	<i>Share%</i>	<i>Interest rate including Margin%</i>
0-1 y	2,169.5	23	1.5	3,455.5	36	1.4
1-2 y	1,853.0	19	1.5	1,252.2	13	4.1
2-3 y	2,913.5	30	1.5	258.0	3	1.3
3-4 y	2,495.7	26	1.4	500.0	5	3.2
4-5 y	-	-	-	1,220.8	13	3.0
5- y	159.8	2	0.8	2,904.9	30	2.7
	<b>9,591.5</b>	<b>100</b>	<b>1.5</b>	<b>9,591.5</b>	<b>100</b>	<b>2.4</b>

**Debt maturity  
2.4 y**

**Interest maturity  
3.4 y**

Funding source



# Capital deployment

# Capital deployment YTD

Q2

Transactions

307

**Asset acquisitions  
(MSEK)**

-

**Divestments**

Capex

571

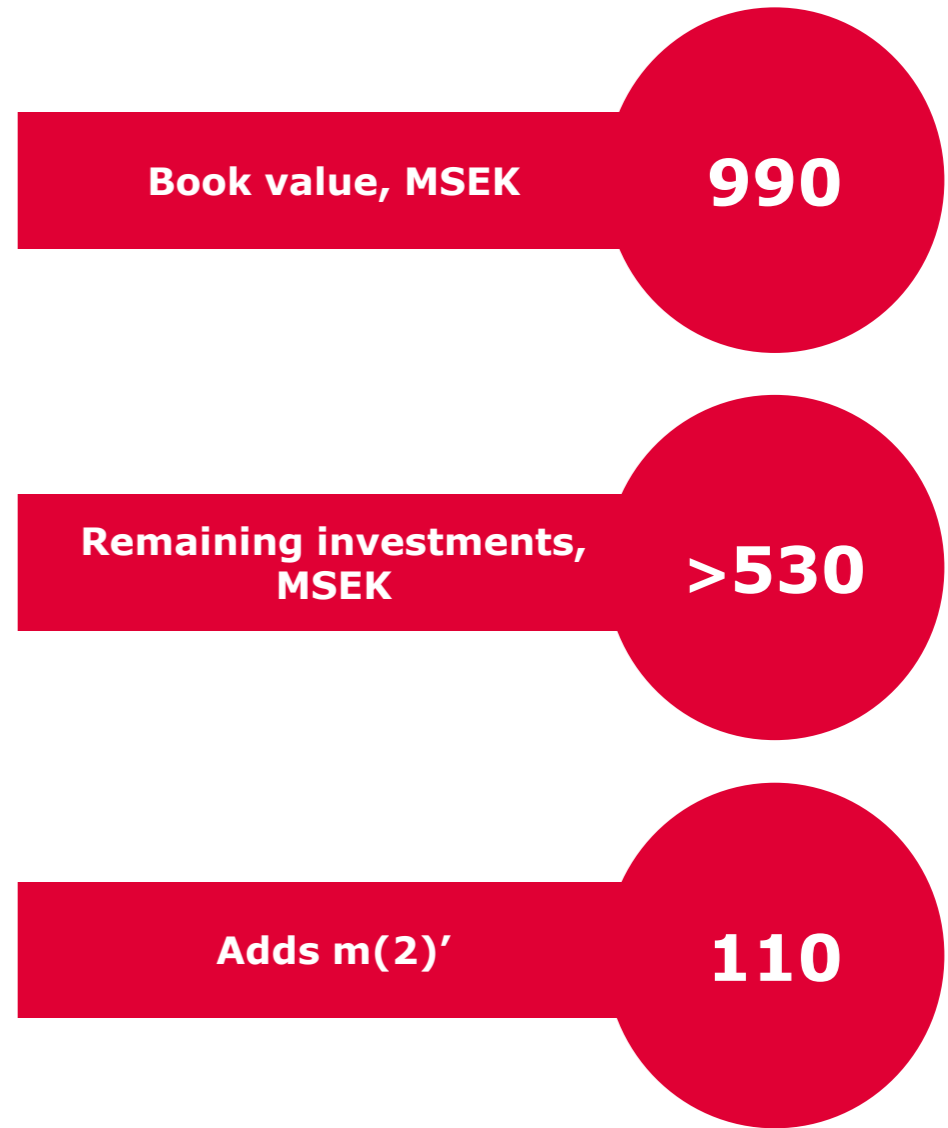
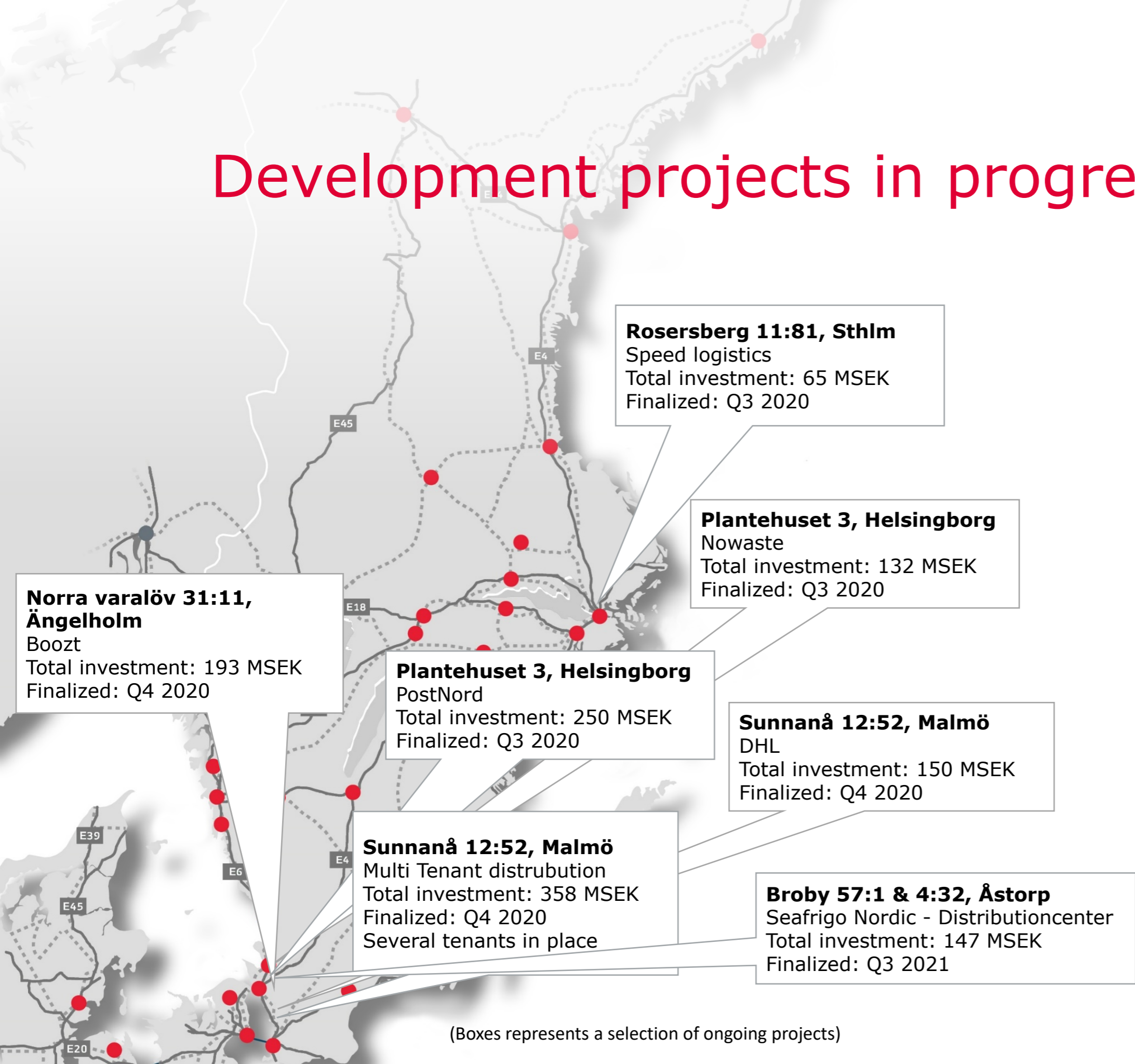
**Development capex  
(MSEK)**

## Acquisitions/Divestments

Property	Transfer	Letteble area (sqm)	Region	Property value (MSEK)
Lokesvej 18	Q1 2020	4,176	Malmö (DK)	96.5
Kometvej 15	Q1 2020	4,484	Malmö (DK)	79.7
Magasinet 3	Q1 2020	21,240	Stockholm	130.0

# Development projects in progress

Q2



(Boxes represents a selection of ongoing projects)

CATENA

Focus on sustainability

# Key sustainability figures, Q2 2020

## Energy

- Reduction of energy use per sq m with six percent compared to same period last year
- 96 percent of Catena's energy is fossil free
- Nine photovoltaic plants installed and another eight in progress. Estimated production of all plants is approx. 5 000 MWh/year

## Greenhouse Gas

- Reduced GHG emissions from energy related activities with 15 percent compared to same period last year

## Environmental Building Certification

- One percent of total area certified with Miljöbyggnad 3.0 Silver.
- Eight percent of total area under process of being certified with Miljöbyggnad 3.0 Silver and Miljöbyggnad iDrift Silver.

Energy consumption per sqm			
kWh/sqm	Jan-may 2020	Jan- may 2019	Diff, %
Electricity	29	32	-10%
Heating	22	23	-1%
<b>Total energy intensity</b>	<b>51</b>	<b>54</b>	<b>-6%</b>

GHG emissions (energy related)			
Source	Jan-may 2020, ton CO2e	Jan-may 2019, ton CO2e	Diff, %
Electricity	1 312	1 345	-2%
Gas and oil	97	635	-85%
District heating	2 132	2 167	-2%
<b>Total</b>	<b>3 541</b>	<b>4 146</b>	<b>-15%</b>

Miljöbyggnad Silver		
	Certified	Ongoing
Number of buildings	2	10
Area, sqm	20 250	155 841
<b>% of total area</b>	<b>1%</b>	<b>8%</b>

**CATENA**

# Miljöbyggnad / Environmental Building

## Miljöbyggnad 3.0/3.1

- One of Sweden's most recognized environmental building certification standards
  - A tool to create the best possible conditions for designing and constructing new buildings that are sustainable over time
  - Focus areas: Energy, Indoor Environment, Material
  - Three levels: Bronze, Silver, Gold
- 2 new constructions are certified and Catena is currently working on certifying two new constructions and seven existing buildings

## Miljöbyggnad iDrift

- New environmental certification standard for buildings older than 3 years
  - Released in June 2020
  - A tool to improve conditions and environmental performance of existing buildings through their operation and management
  - Focus Areas: Indoor Environment, Health, Climate Impact, Resources, State
  - Three levels: Bronze, Silver, Gold
- Catena is currently working on certification for 1 existing building



# Market and outlook

The logo for PostNord, consisting of the word "postnord" in a white, lowercase, sans-serif font on a blue rectangular background.

"During April e-commerce grew by 44 percent in comparison to last year"

PostNord E-barometern

The logo for Boozt, featuring the word "Boozt" in a large, bold, black, serif font.The logo for Element Logic, with "ELEMENT" in a bold, red, sans-serif font and "LOGIC" in a smaller, black, sans-serif font below it.

"The worlds largest Autostore installation is still the world ´s largest. E-commerce continues to grow at a rapid rate. The flexibility, scalability and efficiency that characterize Autostore will give Boozt a continued superior competitive advantage ahead".

Thomas Karlsson, CEO of Element Logic Sweden commenting on Boozt's expansion of the worlds largest AutoStore in Ängelholm

The logo for Cainiao, featuring a stylized orange and red bird-like shape above the word "CAINIAO" in a bold, red, sans-serif font, followed by the Chinese characters "菜鸟" in a smaller, black, sans-serif font.

"Our investment to establish a global smart logistics network, including international shipping routes and warehousing facilities, will provide businesses with greater operational efficiency, cost savings, transparency and accuracy in their supply chain management"

Cainiao President Wan Lin commenting on Cainiao doubling the floor space of its overseas warehouses to 2m sqm (Alizila, Alibaba group)

The logo for CATENA, with the word "CATENA" in a large, bold, white, sans-serif font.

# CASE

Katrineholm

Postnord



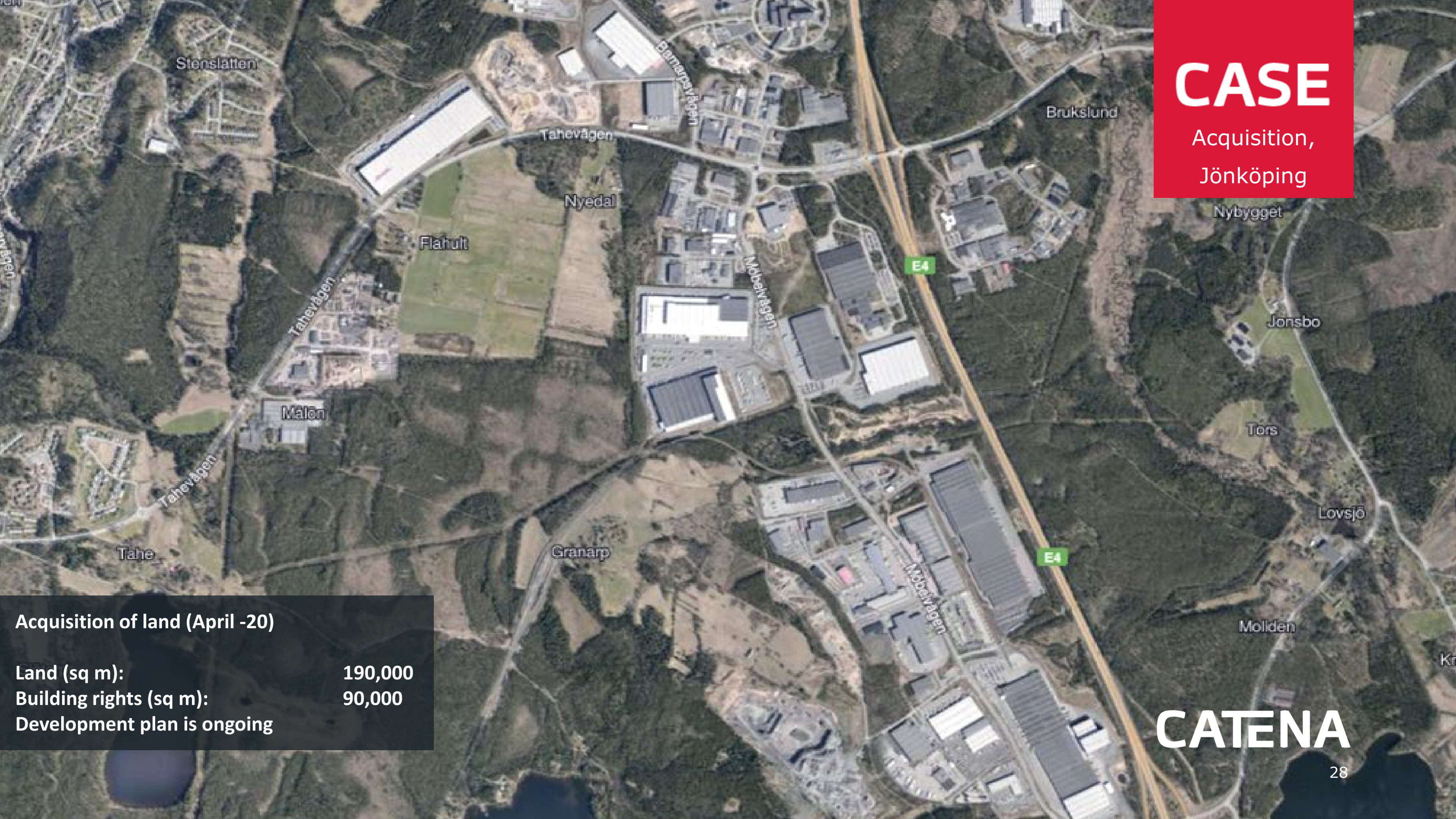
brother  
1 year side  
-6450DN  
HL-6450DN  
brother

Total investment: 36 MSEK  
Yield: 6,5%  
Total sq m: 2,000  
Contract duration: 10 years

**Completed**

# CATENA

th mann  
KÄLLA  
leven



# CASE

Acquisition,  
Jönköping

**Acquisition of land (April -20)**

Land (sq m):	190,000
Building rights (sq m):	90,000
Development plan is ongoing	

# CATENA

**CASE**

Investment

Åstorp

**SEAFRIGO**

SEAFRIGO GROUP

Acquisition/Development project (May -20)

Distribution facility

Total investment: 147 MSEK

Net yield: 6,1%

Total lettable sqm: 10,800

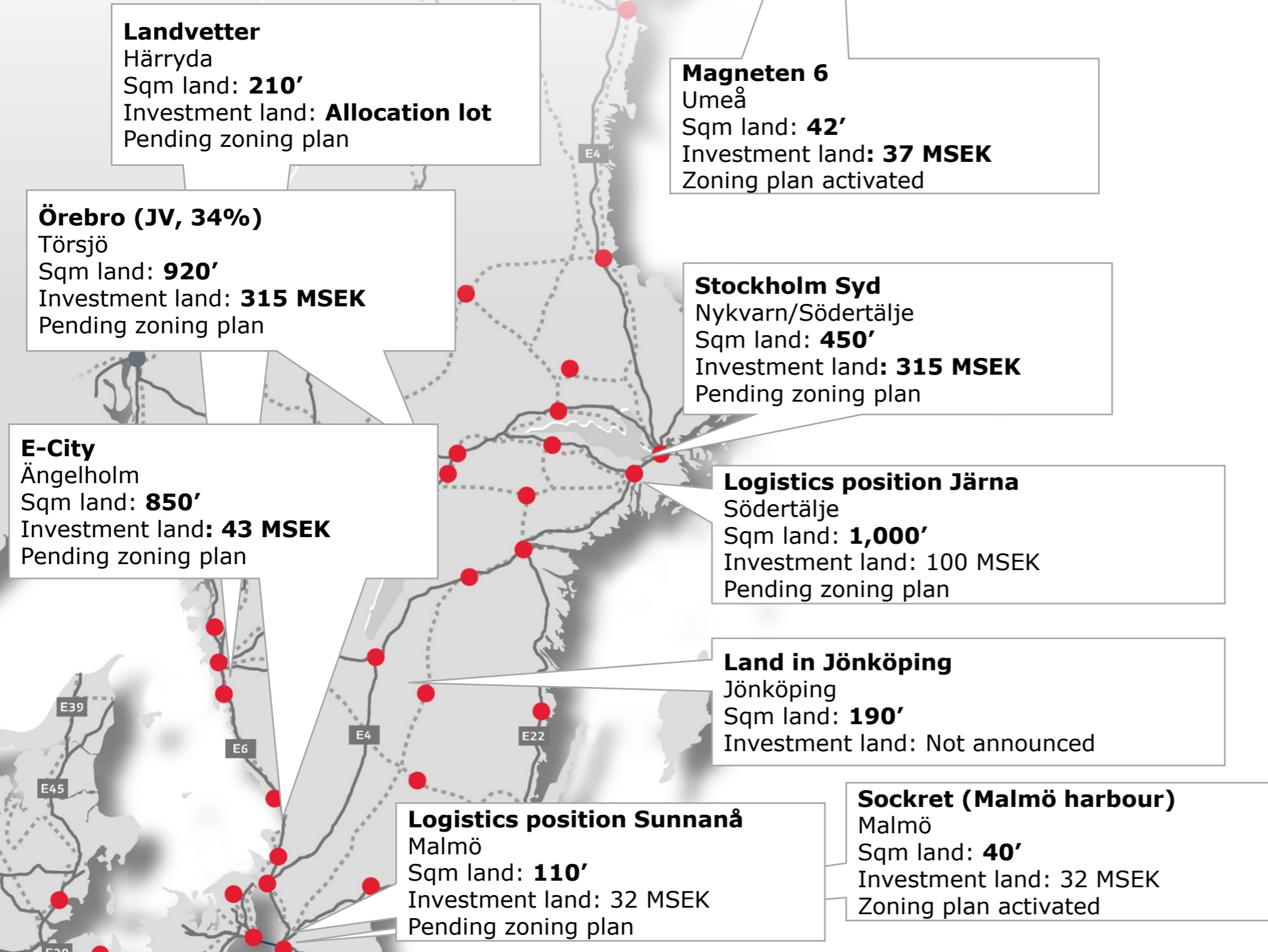
Contract maturity: 12 years

**CATENA**

(The presented landlots represents a selection of our outstanding landbank)



# Potential, future development projects



The landbank includes JV agreements, and various conditional options and contracts.

# Q&A



Benny Thøgersen CEO, Sofie Bennsten CFO, Anna Wallander Sustainability Manager, Peter Andersson Head of Treasury

**The leading  
property company  
in logistics.**

**CATENA**