

The leading property company in logistics



CATENA

Q4 2022 Presentation



Jörgen Eriksson, CEO



Sofie Bennsten, CFO



David Silvesjö, Chief Treasury Officer

Agenda

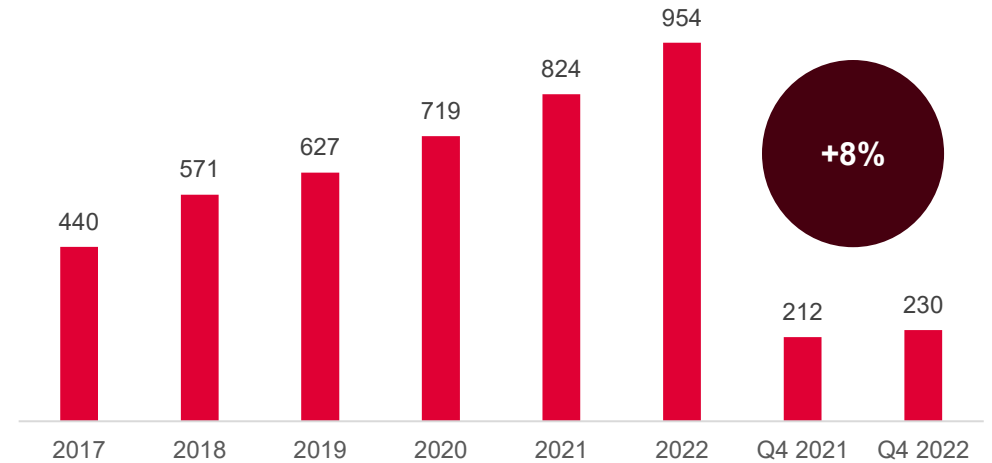
1. Summary of latest quarter
2. Business overview
3. Business update
4. Financial update
5. Takeaway from today
6. Q&A

Q4 2022 summary

Standing strong and ready for 2023

- Rental income increased due to acquisitions, projects and indexation
- Equity raise of 1.6 SEK Bn
 - Continued investments in new development
 - Attractive opportunities within energy
 - Acting on prime assets in transaction market
- Optimizing the portfolio
 - Acquisition of two prime cold-storage properties from ICA Fastigheter

Profit from Property Management
SEK M



+11%
Rental income YoY,
FY 2022

+11%
Net operating surplus
YoY, FY 2022

97.2%
Letting ratio

31.7%
Loan to value

5.5
WALE

2. Business overview

Sector-leading portfolio and prime customer base

Business overview

Market update

- Trying macro environment, strong players stand out
 - Market leaders with 3PL such as DHL, Postnord cementing their position
 - Segments such as Food and Beverage, Healthcare more unfazed
- Sellers and buyers are starting to close deals
- Logistics – a high strategic priority for customers that drives demand for new development
- Long-term trends continues to favour logistics
 - Omni, circularity and reshoring drives long-term demand
 - Lack of prime land drives pricing power for existing prime assets



Business overview

Portfolio

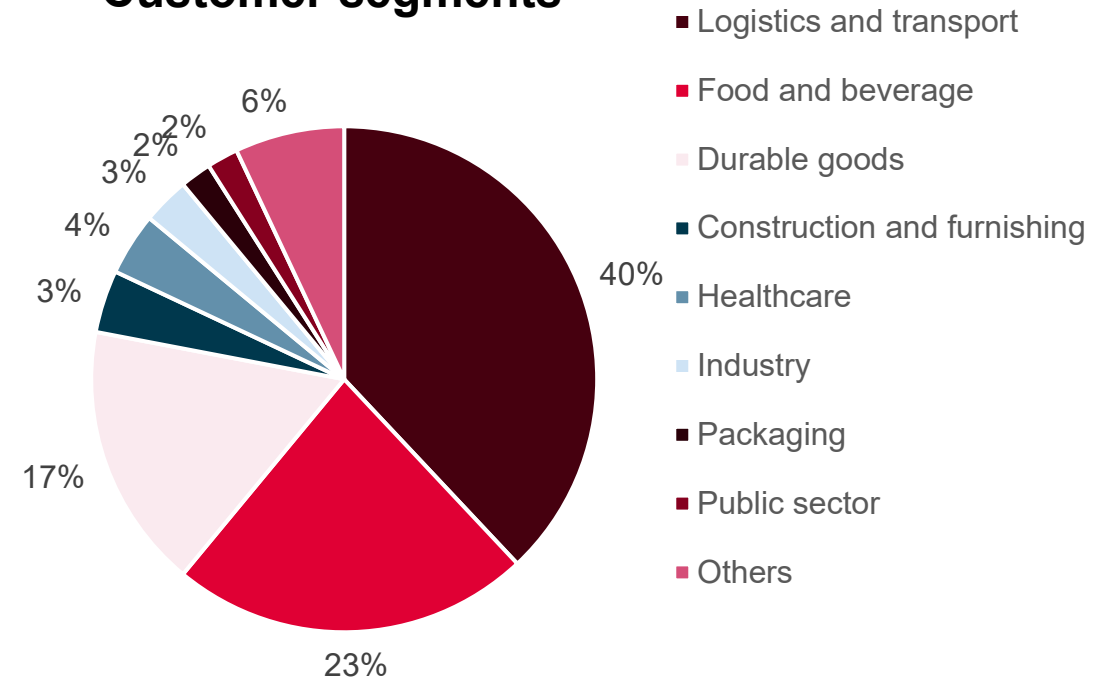
Regions	# of properties	Lettable area Tsqm	Fair Value SEK M	Rental value SEK M	Economic letting ratio %	Contractual annual rent, SEK M ¹	Surplus ratio % ²
Gothenburg	20	350	4,624	260	99	257	84
Helsingborg	26	501	5,118	322	98	314	78
Jönköping	10	147	1,383	87	98	85	76
Malmö	23	354	5,188	320	98	313	71
Stockholm	46	833	10,906	656	96	630	82
Total	125	2,185	27,219	1,645	97	1,599	79
Q4 2021	125	2,125	23,400	1,521	95	1,441	79

Business overview

Customer base

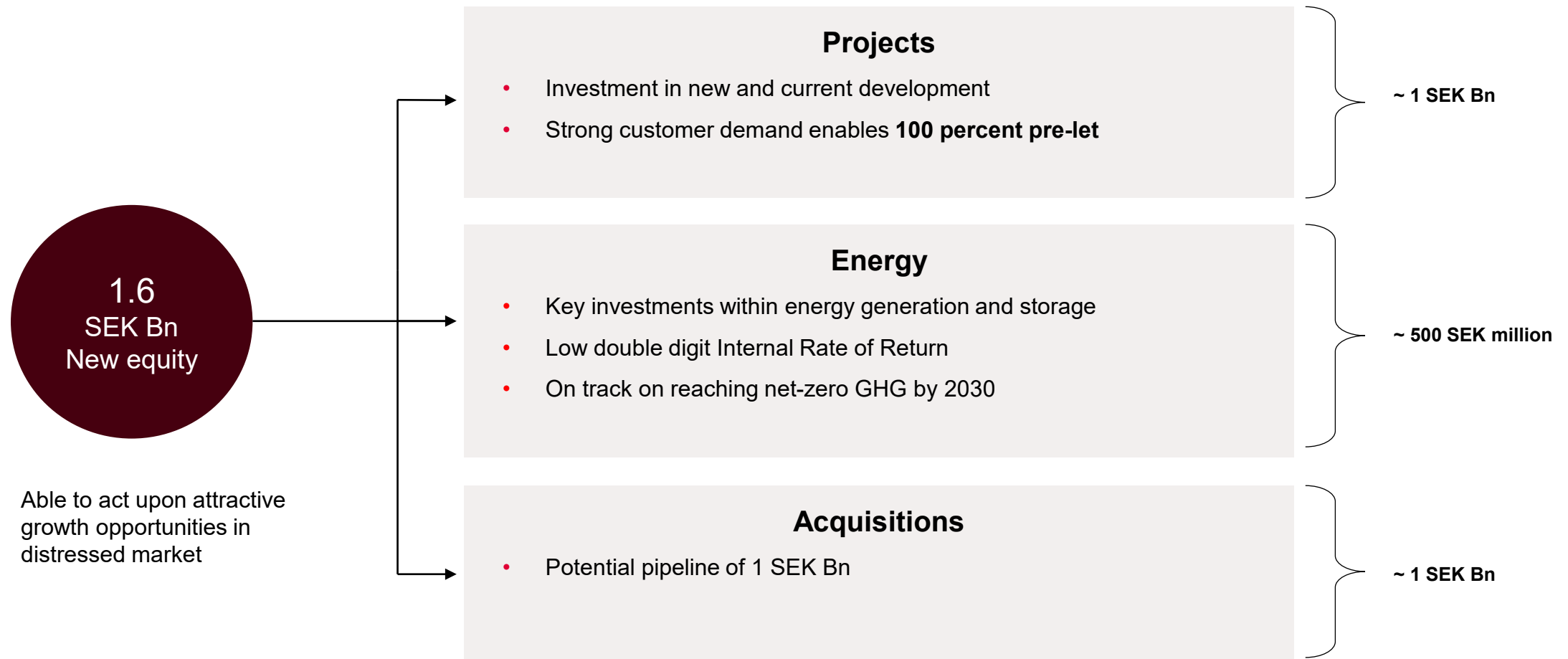
Customers	Share of contractual value
DHL	11%
Postnord	7%
ICA	6%
Martin & Servera	6%
Boozt	4%
Nowaste Logistics	3%
Intervare	2%
Dagab	2%
Menigo Foodservice	2%
Nordic Transport Group	2%
Top 10	44%

Customer segments



Business overview

Equity raise during Q4 2022



3 Business update

Attractive growth enabled by our long-standing customer relationships, unique landbank and strong financial position

Business update

Acquisitions and divestments

MAJOR ACQUISITIONS IN Q4 2022

- Catena acquired two prime cold-storage assets from ICA Fastigheter
 - Located in Arendal, Göteborg and Upplandsbro, Stockholm
 - A "sale and leaseback" transaction where ICA signs a seven year lease.
 - Property value of 500 SEK M before deferred tax
 - Operating surplus estimated at 28.8 SEK M
- In line with our stated long-term strategy showcasing our speed



Arendal 13:3
Certified BREEAM
Outstanding, won
"BREEAM Building
of the year 2022"

Business update

Current development

Part of Dansered 1:64, Härryda

Tenant: Menigo, MM-Sport
 Investment: 1 056 SEK M
 Sqm: 84 060
 Finalized: Q4 2024



Norra Varalöv 31:11, Ängelholm

Tenant: Carepa
 Investment: 83 SEK M
 Sqm: 6 900
 Finalized: Q3 2024



Sockret 4, Malmö

Tenant: Lekia
 Investment: 208 SEK M
 Sqm: 18 665
 Finalized: Q1 2024



Stenvreten 8:33, Enköping

Tenant: Coop
 Investment: 124 SEK M
 Sqm: 5 800
 Finalized: Q1 2024

Statorn 31, Norrköping

Tenant: SGD
 Investment: 115 SEK M
 Sqm: 8 400
 Finalized: Q3 2023

Hyltena 1:98

Tenant: Elgiganten
 Investment: 813 SEK M
 Sqm: 86 600
 Finalized: Q2 2024



Carrying value
641 SEK M

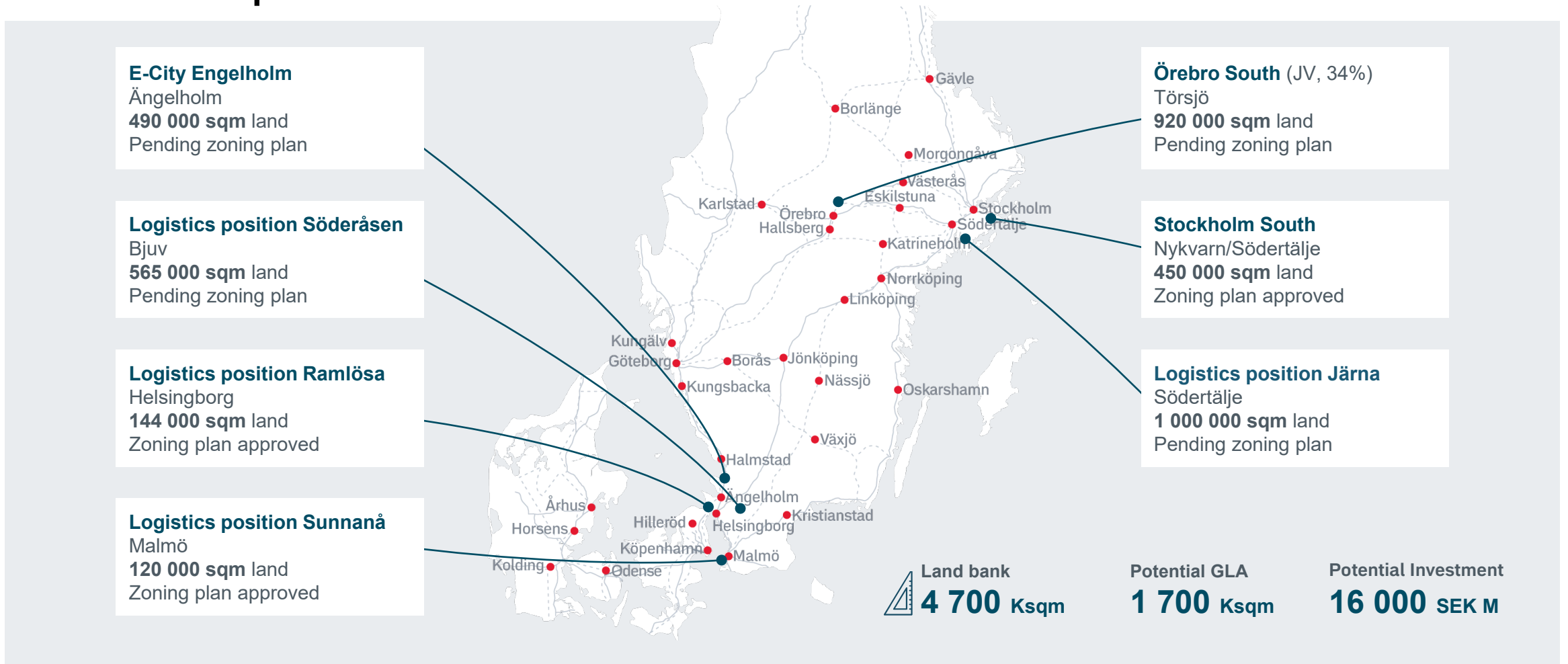
Remaining Investments
1,848 SEK M

GLA under construction
214 Tsqm

Yield on Cost
~ 6 %

Business update

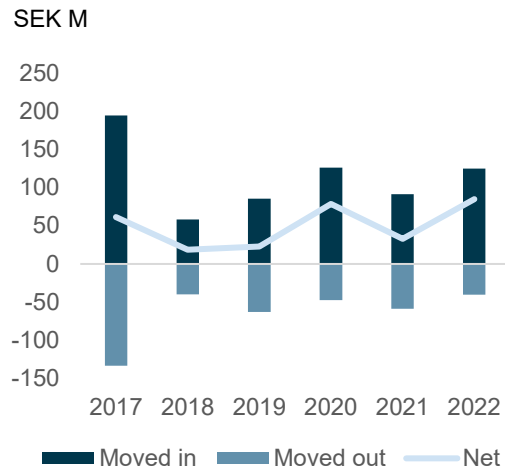
Future development



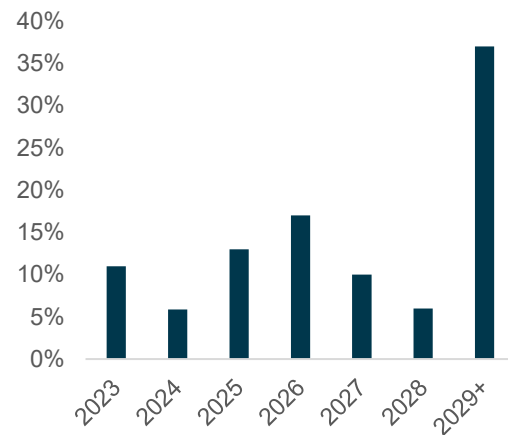
Business update

Leasing update

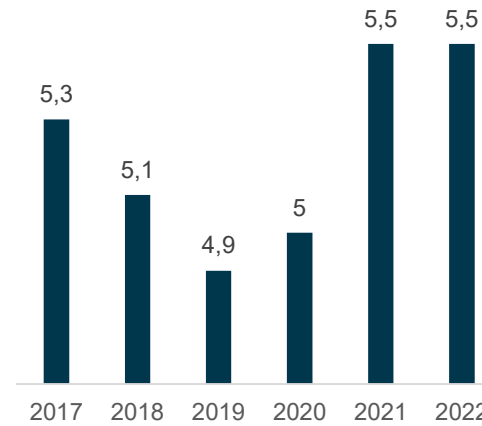
Net leasing



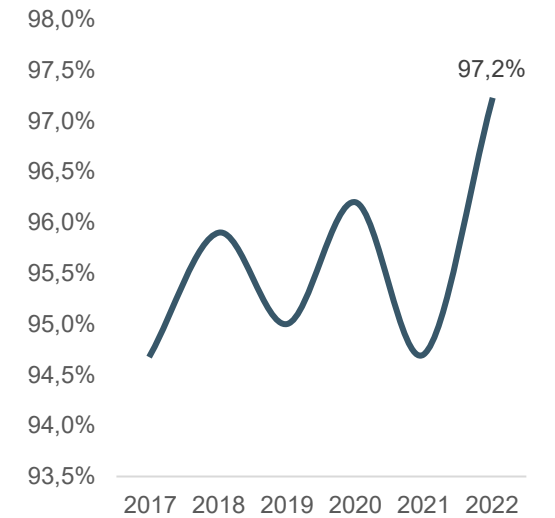
Maturity profile – contractual annual rent



WALE development



Letting ratio



Business update

Sustainability

- 25 percent of lettable are environmentally certified
 - An 10 percentage point increase compared with 2021, now totalling ~549,000 sqm
- Increase in produced solar energy with 86 % during 2022
- New biodiversity Key Performance Indicator will be presented in Annual Report 2022
 - Catena will use Green Area Ratio ("GAR") to benchmark biodiversity initiatives

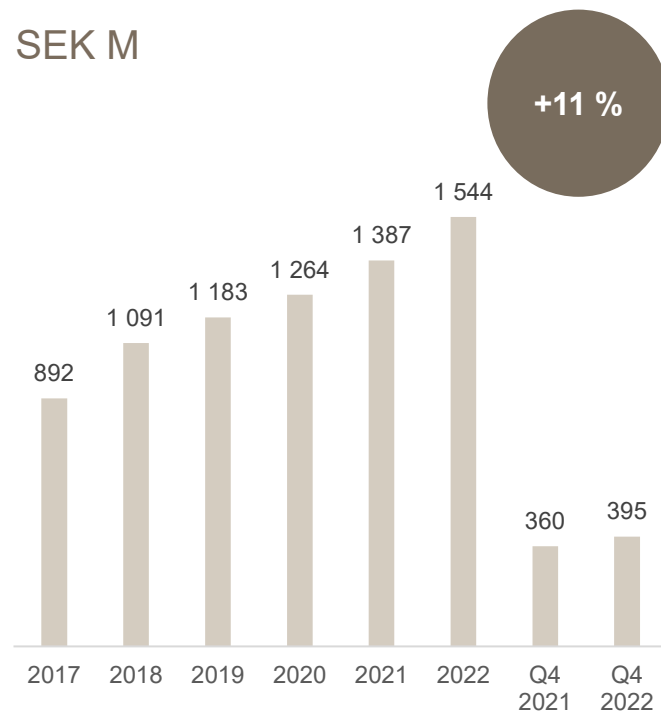
4. Financial update

Strong cashflows and balance sheet provides flexibility and opportunity

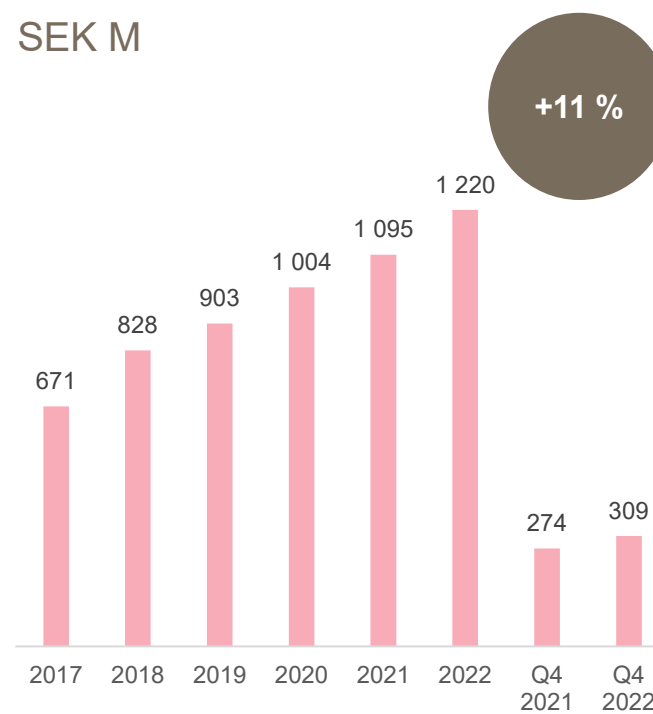
Financial update

Income

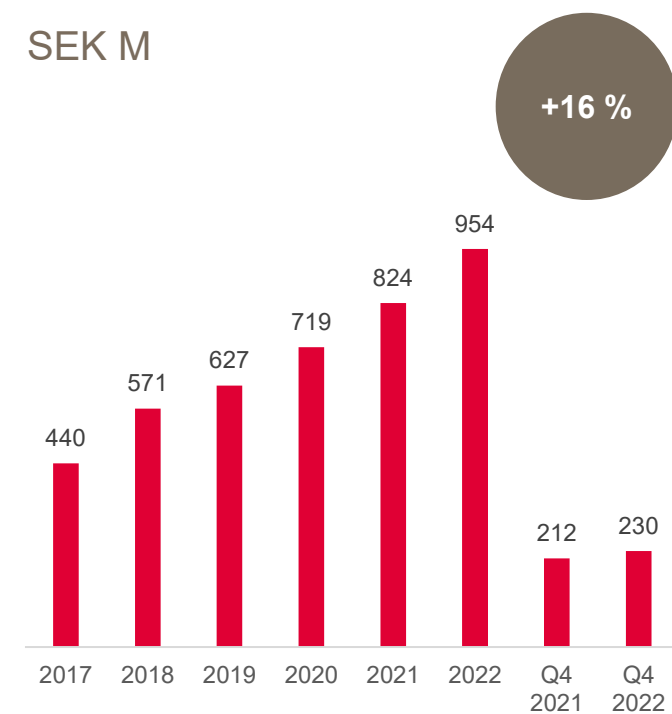
Rental Income
SEK M



Net Operating Surplus
SEK M



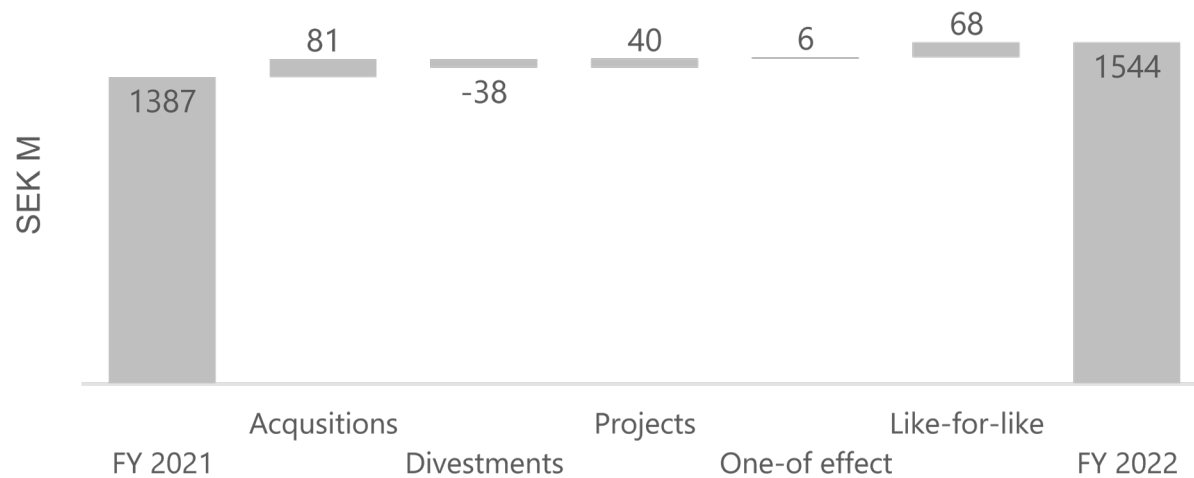
Profit from Property Management
SEK M



Financial update

Rental development

- Continued strong like-for-like rental growth
- Divestment of Fröträdet 1 in Q2 impacted by 1%
- One-off effect related to tenant relocation in Q1 2022



2022 YoY

Like-for-like ¹	4.9 %
Project development	2.9 %
Acquisitions	5,8 %
Divestments	-2.8 %
One-off effects	0.6 %
Total	10,9 %

Majority of our rental agreements are uncapped CPI-linked

Financial update

Capital structure management

CATENA HAS BUILT A RESILIENT FINANCIAL POSITION

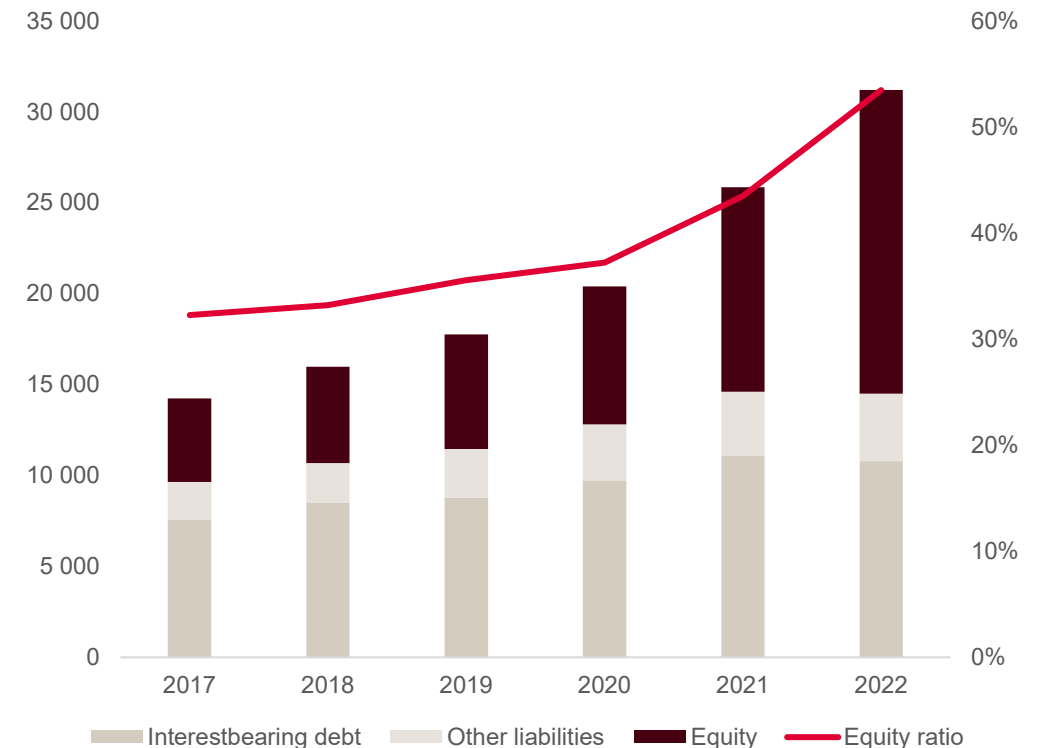
Q4 2022

- Raised equity: 1.6 SEK Bn
 - Enables profitable growth opportunities ahead
 - Foster balance sheet strength
- Equity ratio of 53.5 %

FY 2022

- Two equity placings totaling 3 SEK Bn
- Advanced our position while maintaining a stronger financial profile
- New principal owner in WDP, a Belgian logistics real estate company

SEK M

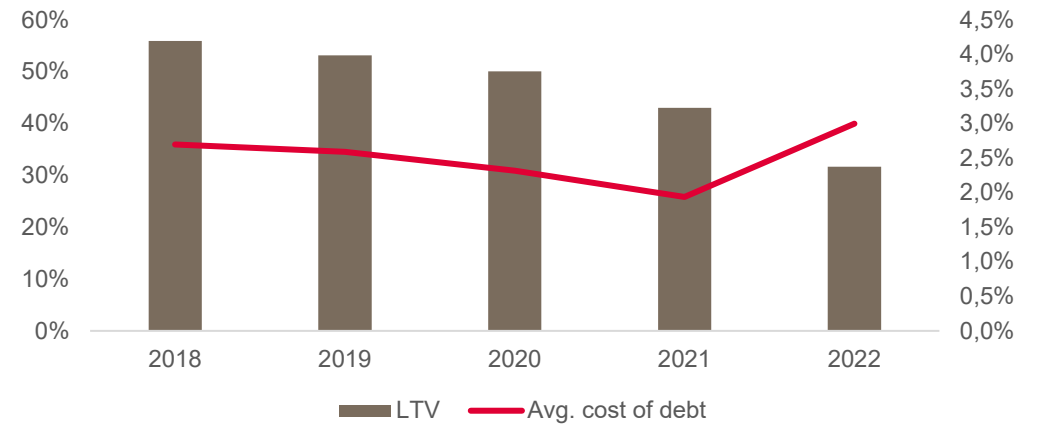
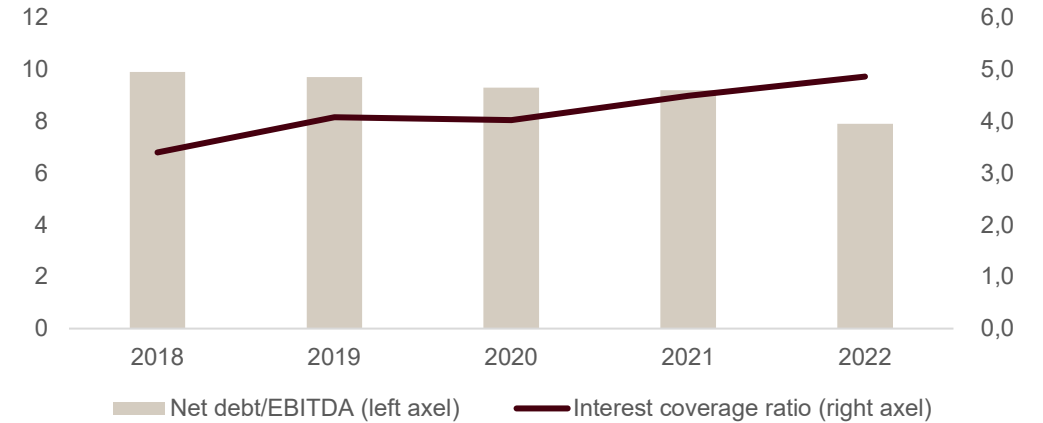
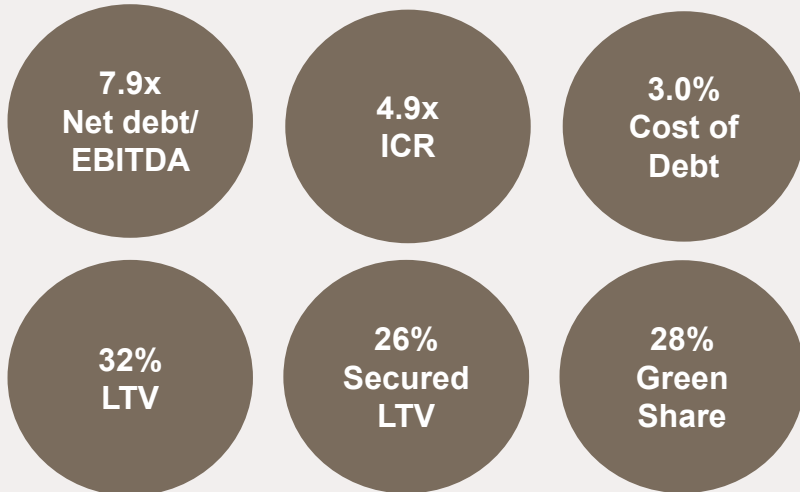


Financial update

Financial policy update

NEW KPI IN OUR FINANCIAL POLICY COMMITMENT

- New KPI - Net debt/EBITDA
 - Target below 9x



Financial update

Debt and money management

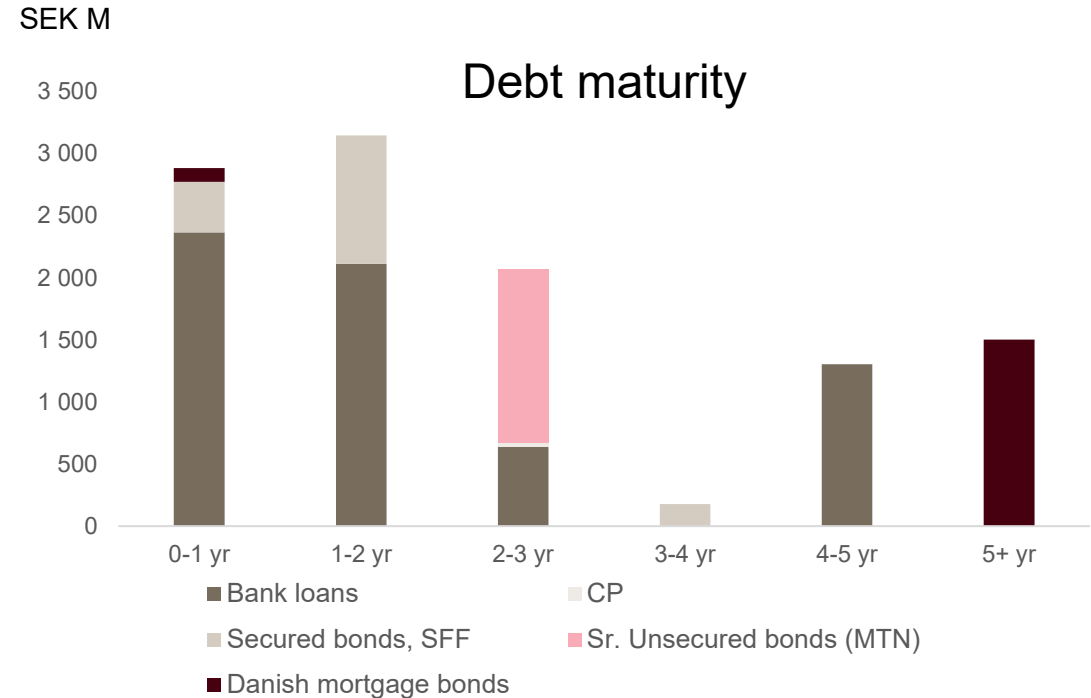
CATENA HAS BUILT A RESILIENT FINANCIAL POSITION

Debt management

- Low LTV and strong cash holding enables development momentum
- 12-months of debt maturities safely covered
- 2.9 SEK Bn matures in 2023 (27%)
 - 2.5 SEK Bn is bank facilities
 - Entire volume underway of being refinanced

Money management

- Liquid funds: 4.5 billion (incl commitments)
- 2.2 bn SEK in cash holding disciplined placed in safe assets until used for core activities



3.6y
Debt
Maturity

2.2 Billion
SEK
Cash
Holdings

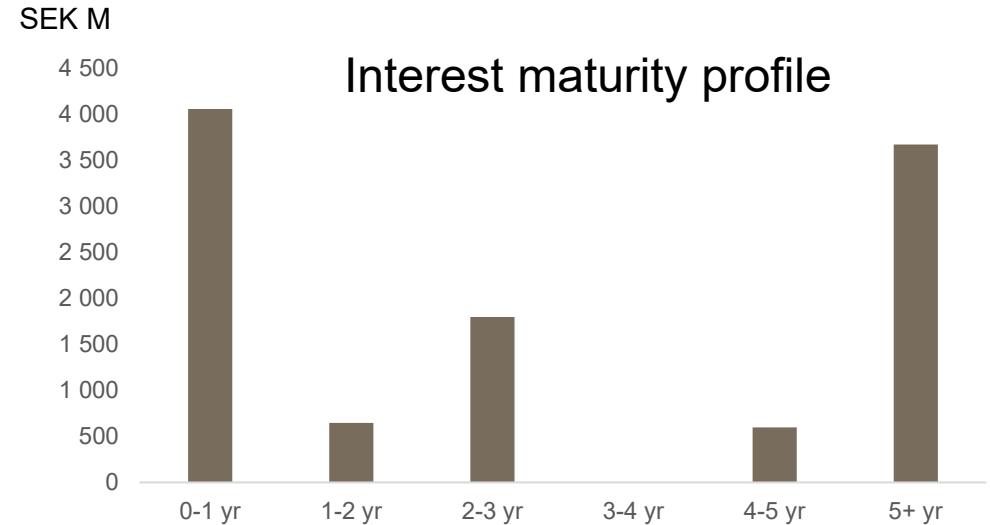
2.25 Billion
SEK
Unutilised
Credit
Facilities

Financial update

Interest sensitivity

CATENA HAS BUILT A RESILIENT FINANCIAL POSITION

- **Significant hedge against rising interest rates**
 - 71% hedge ratio amounting to 7,6 Billion SEK, including fixed interest loans and swaps
 - Average interest maturity is 3.2 years
 - If market rates (Stibor,Cibor) moves out 1 percentage point P&L is impacted by 31 SEK M which would imply interest coverage still well above 4x.



Interest rate sensitivity		
Market interest rate (Stibor, Cibor)	1%	-1%
Interest expense increase/decrease, SEK M	31	-31

Financial update

Stress test (assumption)

CATENA RESILIENT ENOUGH FOR A MARKET DROP OF 47%

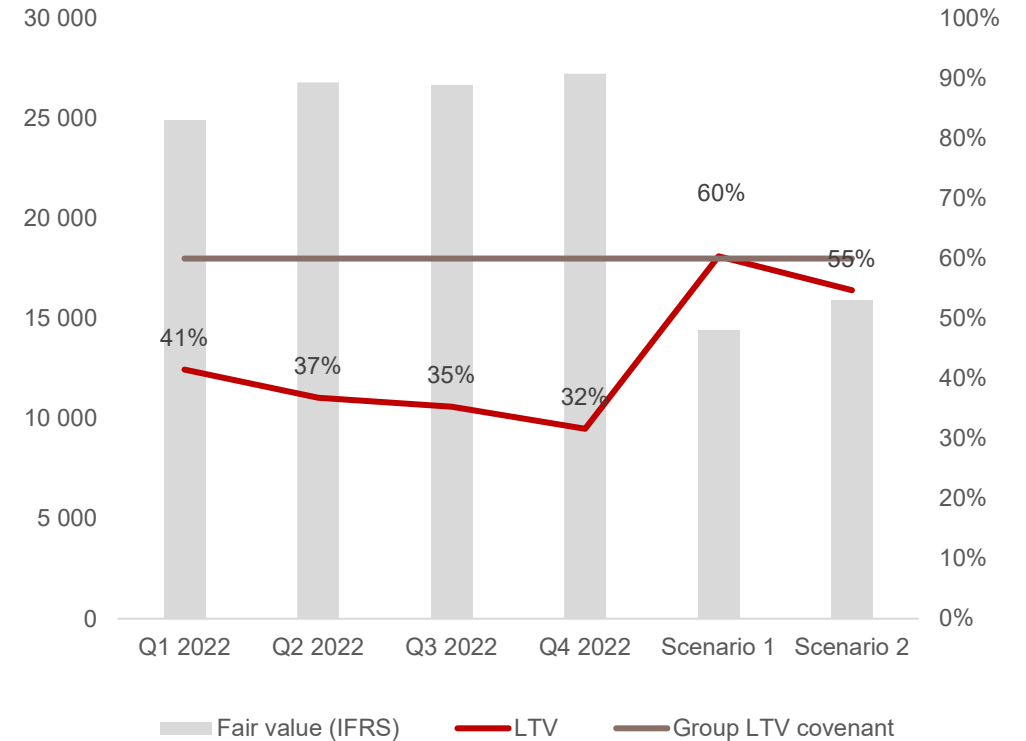
Scenario – 1 (Yields expand)

- Yield requirements expands by 2.8 percentage points
- *Impact* - A drop in market value of 47% corresponding to a yield requirement expansion of appr. 2.8 percentage points leads to a LTV of 60%

Scenario – 2 (Yields expand, rent uplift)

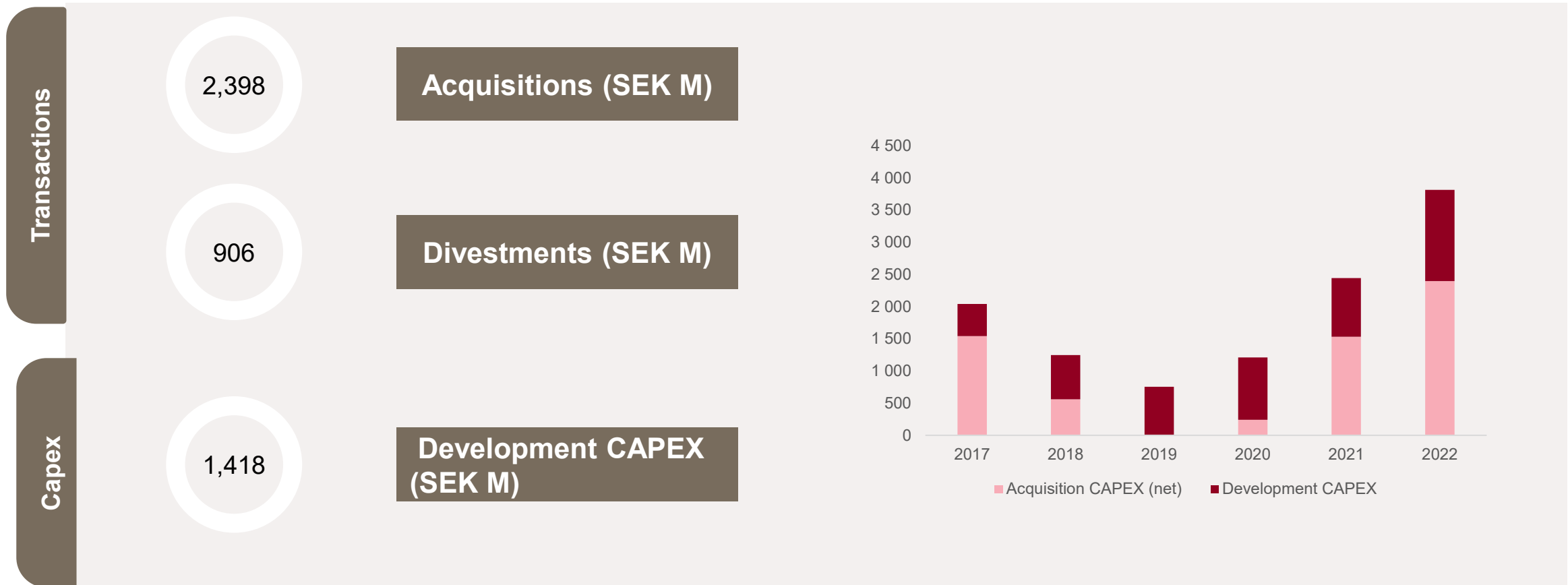
- Yield requirements expands by 2.8 percentage points
- Rental increase of 5%
- *Impact* - A yield expansion of 2.8 percentage points combined with rental increase of 5% leads to a LTV of 55%

SEK M



Financial update

Capital deployment



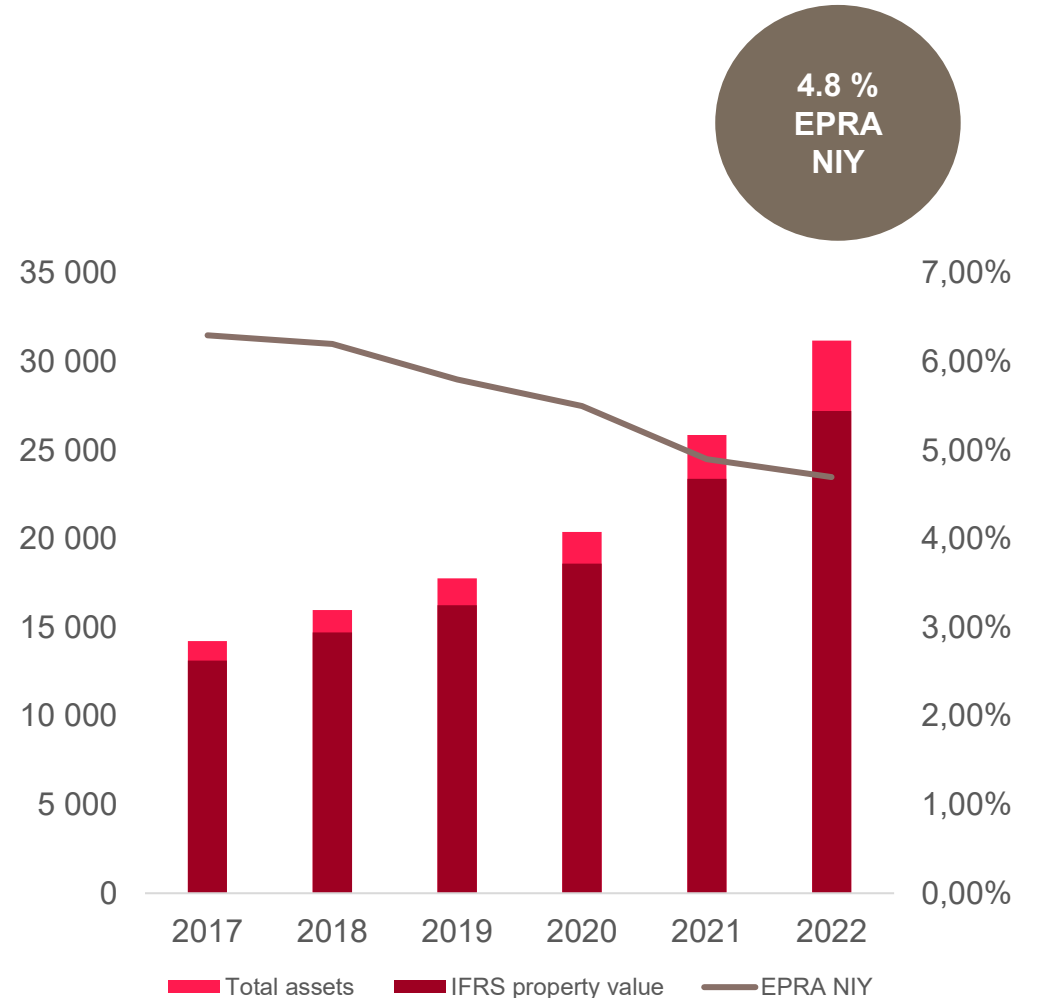
Financial update

Property valuation

HIGHER YIELDS MITIGATED BY HIGHER RENT LEVELS

- Value changes Q4 2022
 - - 365 SEK M of unrealized value change
 - Higher rents mitigate yield expansion
 - Slightly higher operating costs and vacancy assumptions

- Value change FY 2022
 - +865 SEK M (unrealized gains 765 SEK M)
 - Average weighted valuation yield of 5.4 %
 - Higher rents and new development outweighs yield expansion



5. Takeaway from today

Takeaway from today

1. Going into 2023 with strong fundamentals
2. Resilient financial profile driven by strong cash flows and low LTV
3. Opportunistic about new transactions and new development

Q&A



Jörgen Eriksson, CEO



Sofie Bennsten, CFO



David Silvesjö, Chief Treasury Officer