



# Delivering on our strategic priorities

Full-year results for the year ended 30 September 2023

5 December 2023



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# Chairman's overview



Portfolio well-positioned and market dynamics remain supportive



Valuation broadly stable in H2



Progress on strategic priorities



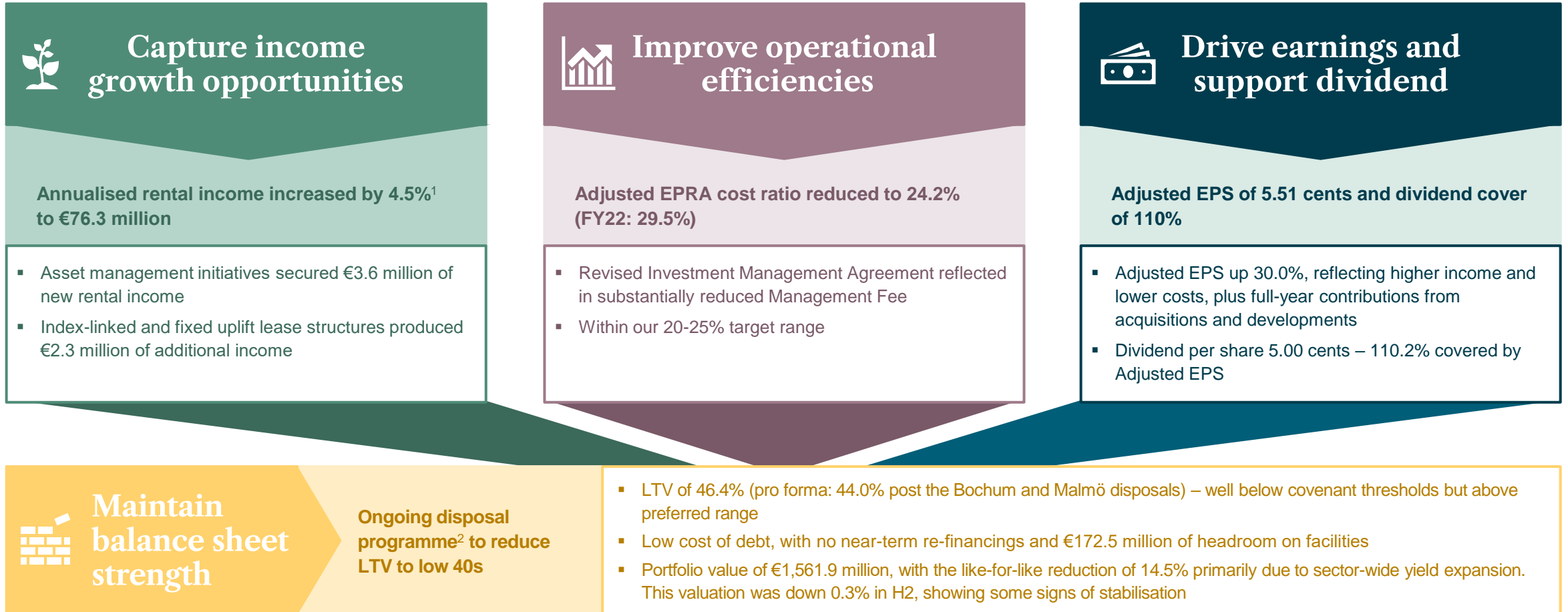
Good momentum with disposal programme

# Introduction

**Phil Redding**  
CEO



# We have made good progress on the priorities outlined a year ago



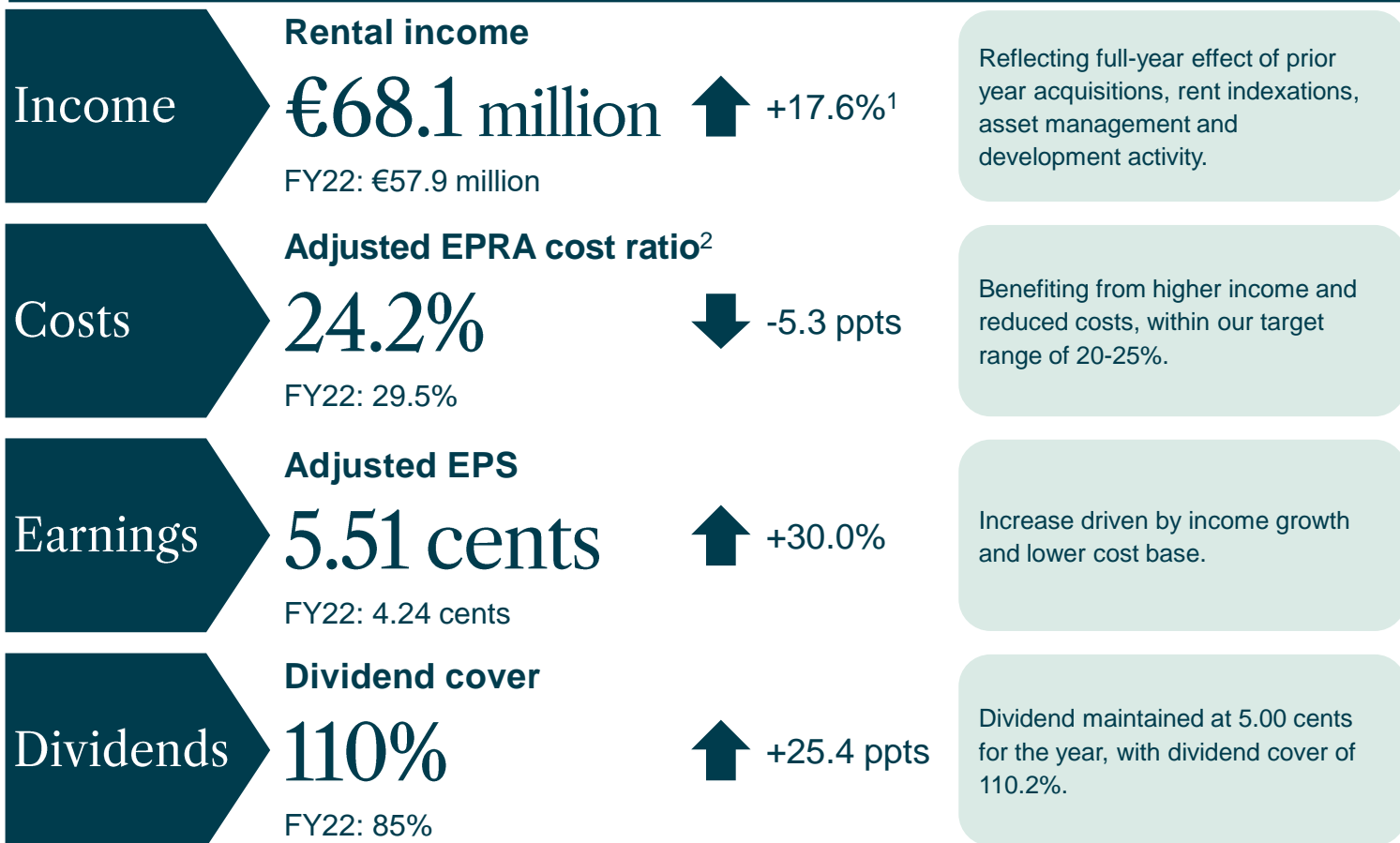
# Financial review

**Mehdi Bourassi**  
CFO

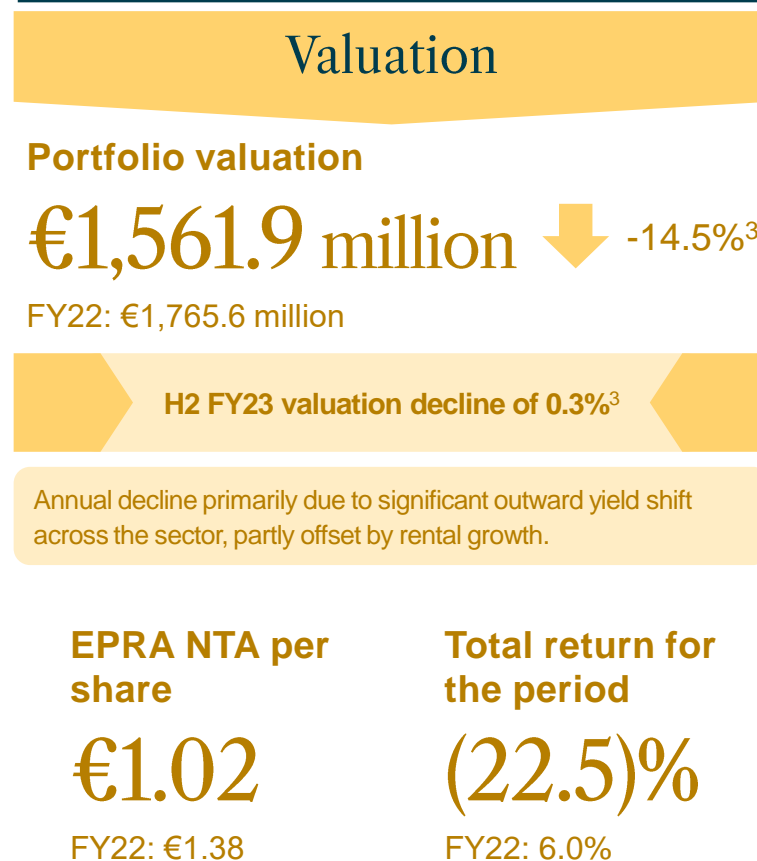


# Strong EPS growth driven by increased income and lower cost ratio; portfolio valuation stable in H2

## Income statement



## Balance sheet

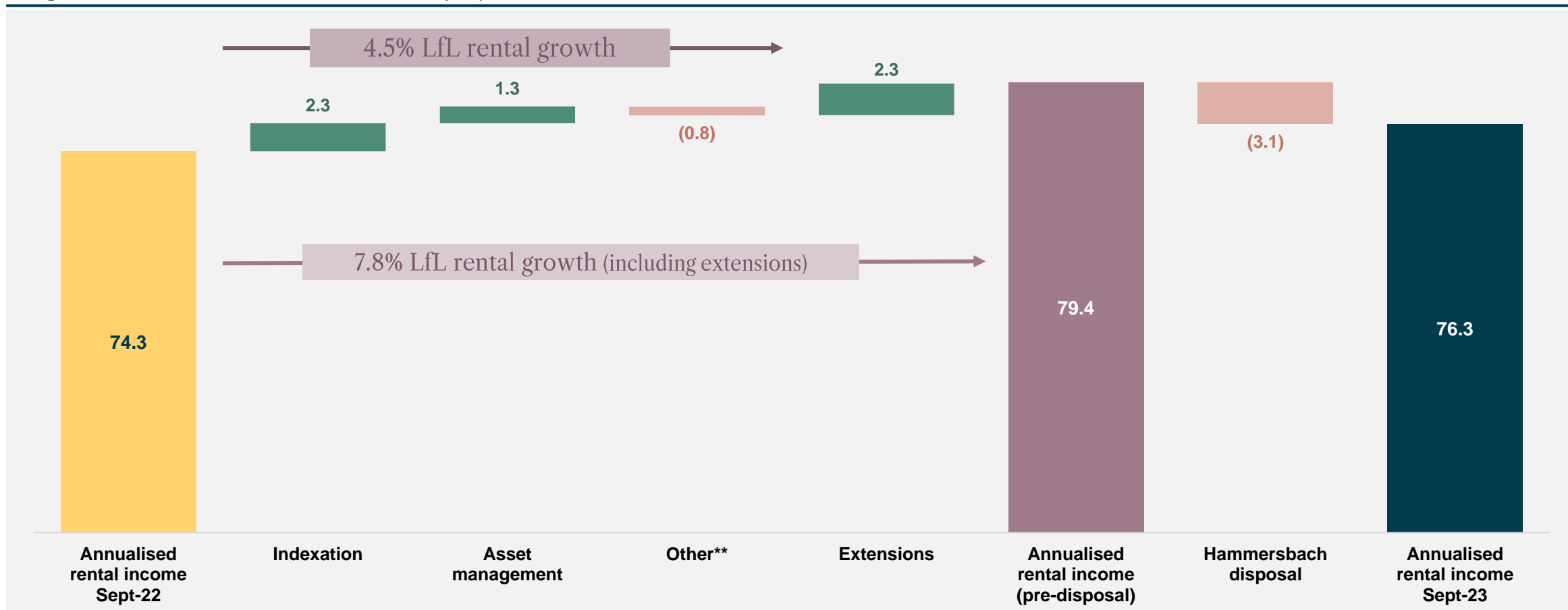


# Rental income growth captured from embedded portfolio opportunities, partly offset by Hammersbach disposal

Annualised rental income\* (€m)

FY21	53.4
FY22	74.3
FY23	76.3

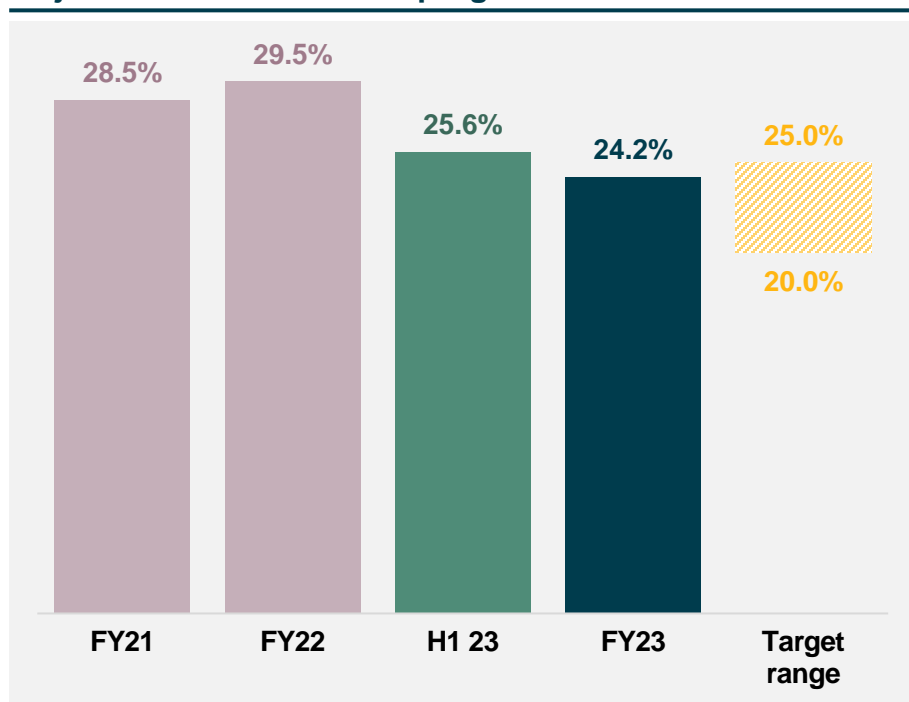
Progression of annualised rental income\* (€m)





# Cost ratio lower and now within target range; dividend cover expanded to 110%

## Adjusted EPRA cost ratio<sup>1</sup> progression

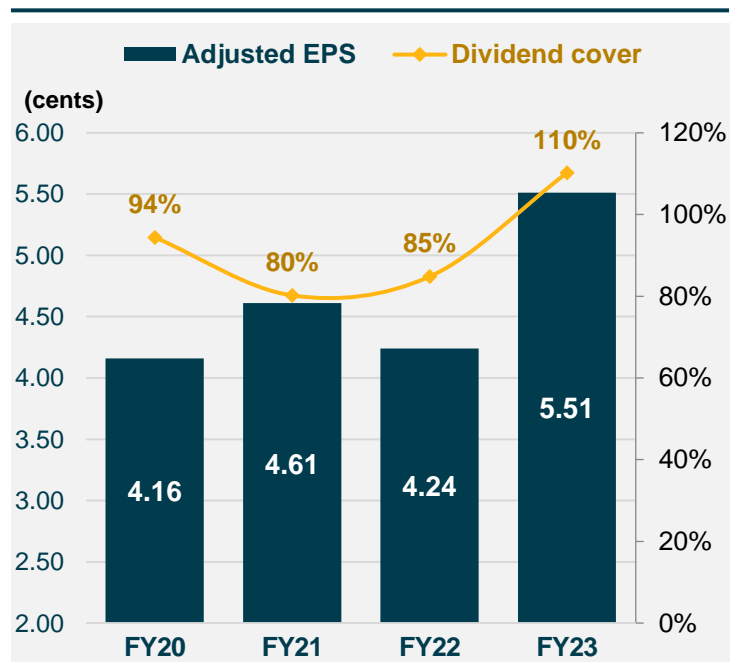


Reduction in cost ratio reflected:

- ✓ Increased income
- ✓ Saving from reduced IMA and professional fees

Expect to maintain an Adjusted EPRA cost ratio within the 20-25% range in FY24

## Dividend covered for FY23



FY23 dividend

**5.00** cents

FY22: 5.00 cents

FY23 dividend cover

**110.2%**

FY22: 84.8%

## Earnings

FY24 adjusted EPS expected to fully cover the dividend post the planned programme of disposals

## Dividends

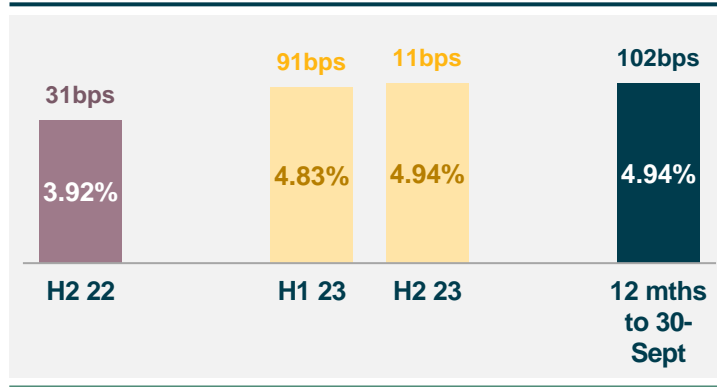
Minimum pay of 85% of Adjusted Earnings

Pay out 90-100% of Adjusted Earnings each year

FY24 dividend expected to be steady for Q1-Q3, and reviewed in Q4

# Asset values showed signs of stabilisation in H2, having declined sharply in H1; while rental growth remained strong

## Net Equivalent Yield movement



### Valuation NIY

4.4%

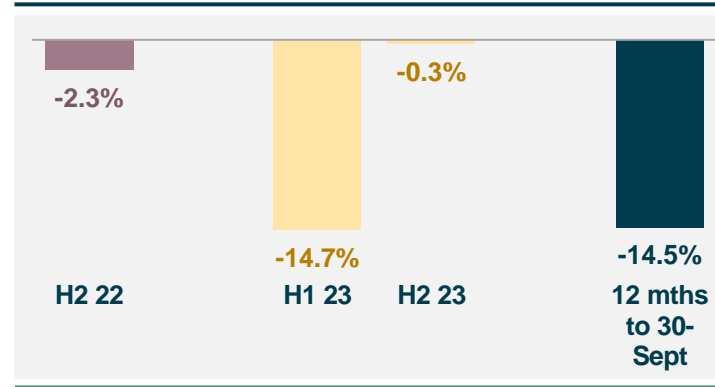
FY22: 3.8%

### Valuation RY

5.3%

FY22: 4.2%

## Like-for-like valuation movement

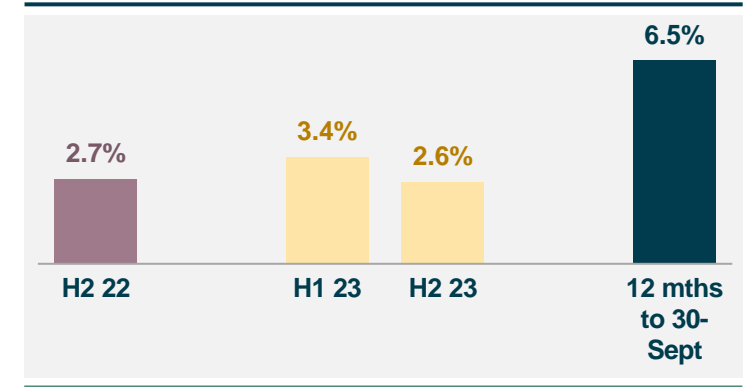


### Portfolio value

€1.56bn

FY22: €1.77bn

## Like-for-like ERV movement



### Reversionary potential

17.6% / €13.4 million

FY22: 9.5% / €7.1 million

## Change of valuer

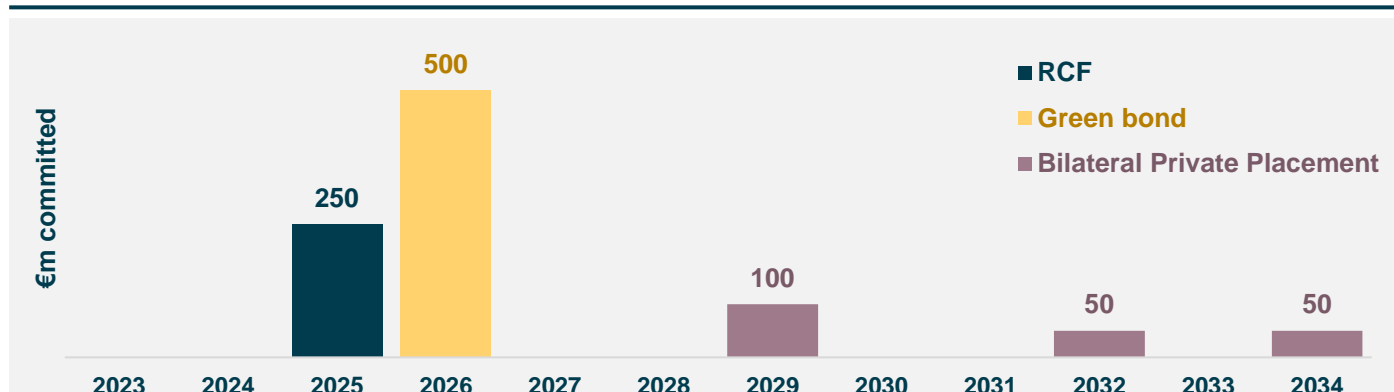


### New independent valuer

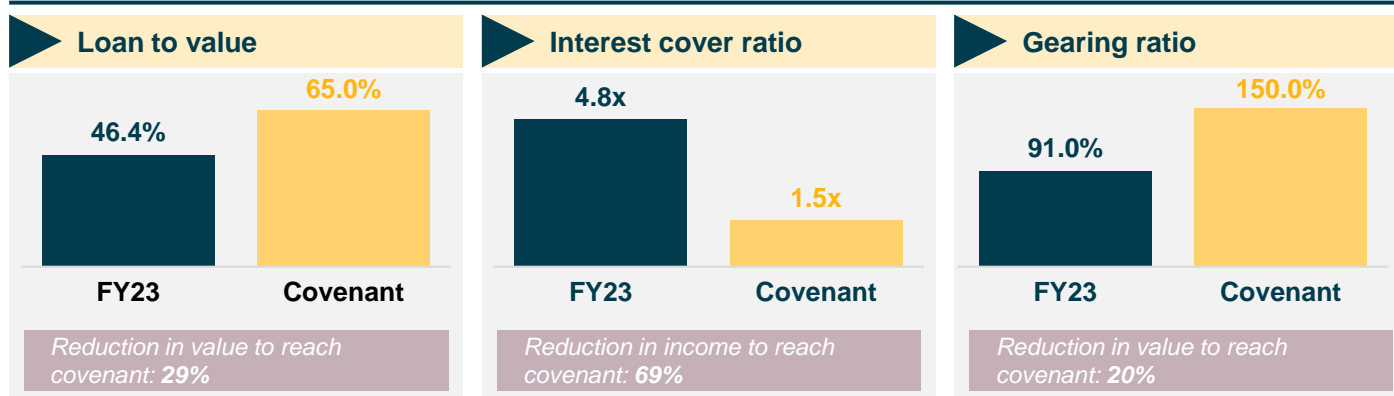
During the period, we appointed CBRE as our independent valuer





# Balance sheet supported by low average cost of debt and no near-term refinancings; LTV remains higher than target level

Long-dated debt maturity profile with first refinancing in Q4 2025...



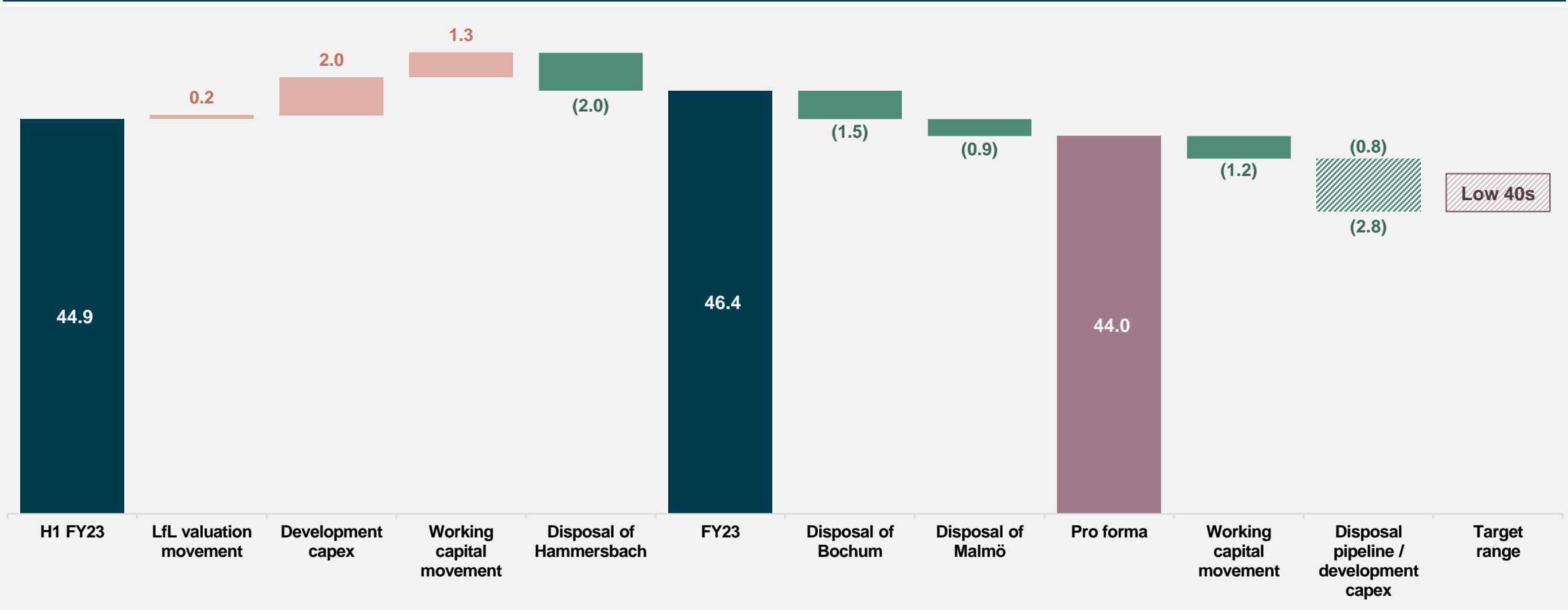
...with headroom against covenants



	<b>Undrawn debt</b> €172.5 million	<b>Weighted maturity</b> 3.5 years
	<b>Cost of debt</b> 1.30% average	<b>1.25-1.50%</b> capped
	<b>Position on drawn debt</b> 100% hedged	
	<b>Loan to Value</b> 46.4% Pro forma <sup>1</sup> : 44.0%	

# Disposal programme commenced with sales of €139m announced; clear ongoing plan to reduce LTV ratio to target of low 40s

Loan to value (LTV) ratio progression<sup>1</sup> (%)



1. Calculations assume stable valuations going forward.

# A solid financial performance during the year; further progress expected in 2024

## Income

- Asset management, indexation and development added €6.3 million to FY23 annualised rental income, which totalled €76.3 million, up 4.5%<sup>1</sup>
- Further opportunities to increase income, including through indexation and reversion.



Capture income growth opportunities

## Costs

- Expect to maintain an Adjusted EPRA cost ratio<sup>2</sup> within the 20-25% range in FY24
- Seek opportunities to achieve additional cost efficiencies



Improve operational efficiencies

## Earnings & dividends

- Continue to drive earnings growth through increasing income and managing costs
- Including the pipeline of disposals, FY24 dividend is expected to be covered



Drive earnings and support dividend

## Balance sheet

- Complete additional disposals to reduce debt and deliver a lower LTV ratio, showing a trajectory towards our preferred level
- Expect to refinance the RCF and the bond ahead of their respective maturities in October 2025 and June 2026



Maintain balance sheet strength

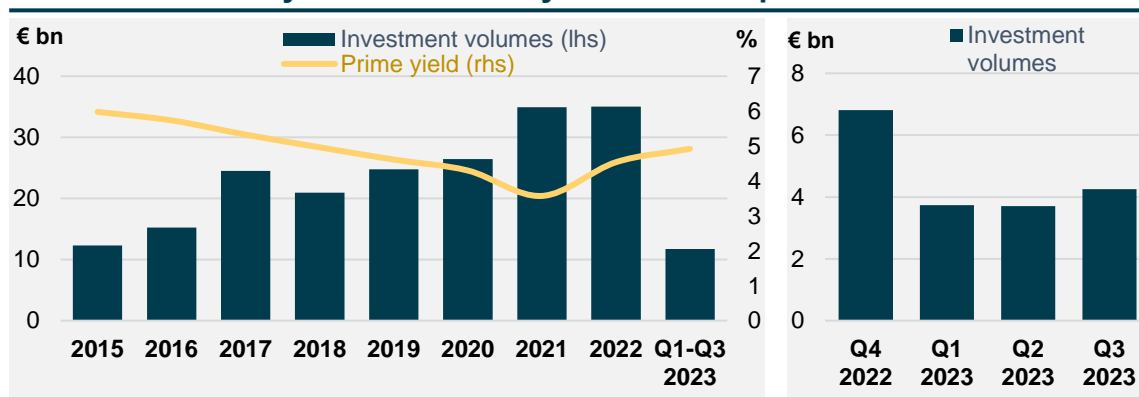
# Business update and outlook

**Phil Redding**  
CEO



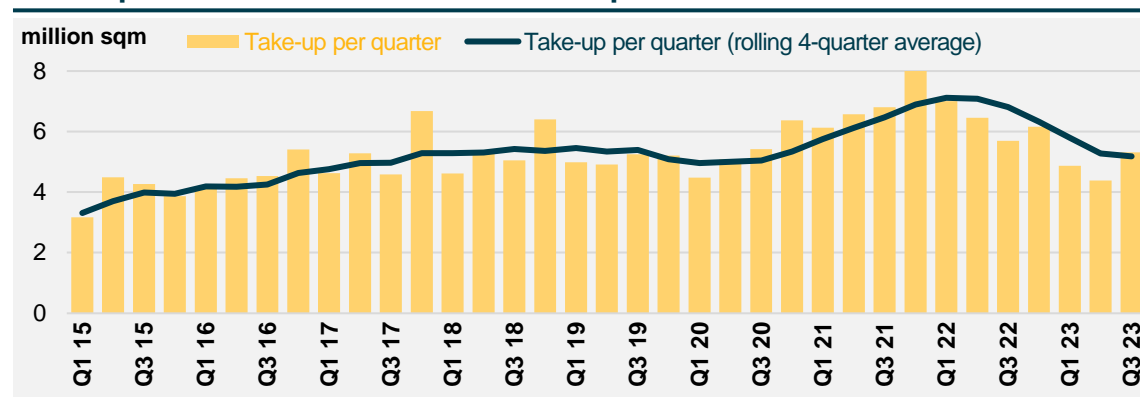
# Macro continues to dominate investor sentiment; favourable market dynamics remain attractive to investors and continue to support rental growth

## Investment activity has been steady over recent quarters...



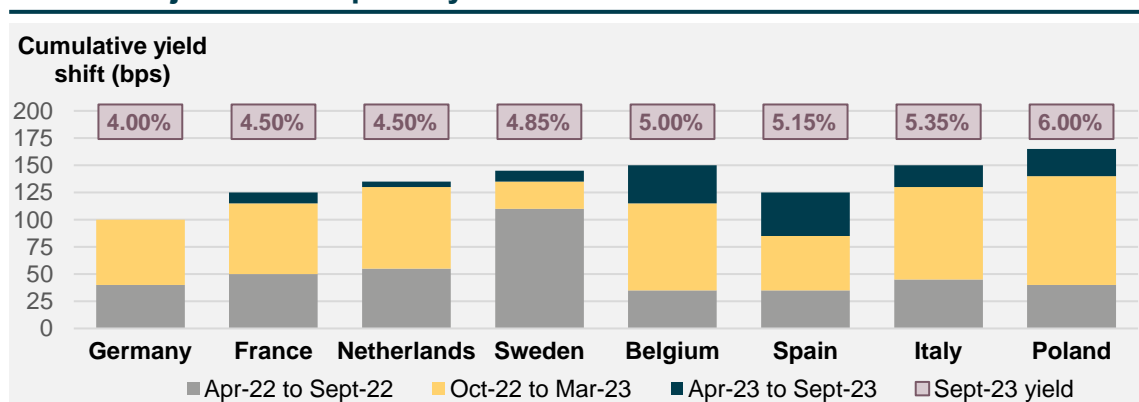
Note: Includes Belgium, Czech Republic, France, Germany, Hungary, Italy, Netherlands, Poland, Romania, Slovakia and Spain. Source: CBRE

## Take-up has moderated but remains at pre-Covid levels...



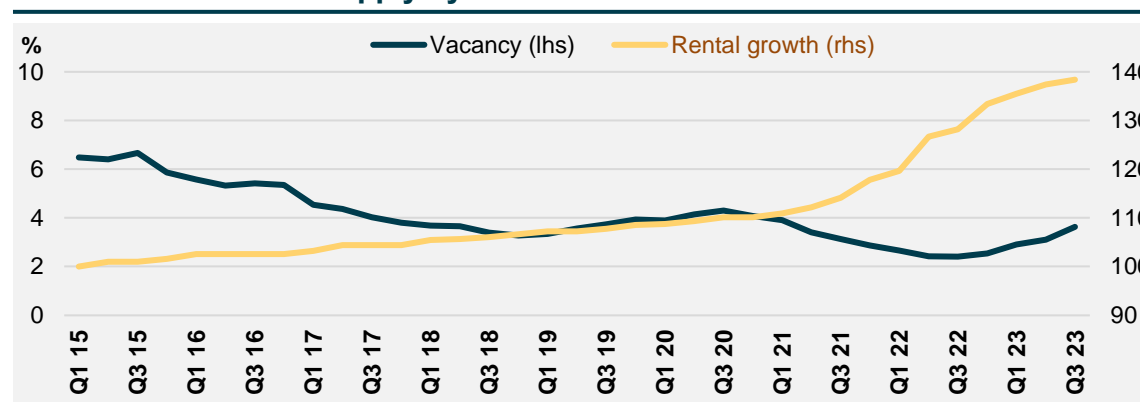
Note: Includes Belgium, France, Germany, Italy, Netherlands, Poland and Spain. Source: CBRE

## ...while adjustment in prime yields slowed in the second half



Source: CBRE

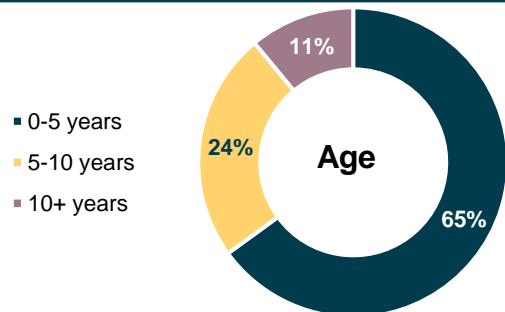
## ...while demand and supply dynamics remain attractive



Note: Calculated using unweighted averages. Rental growth index: Q1 2015 = 100. Source: CBRE

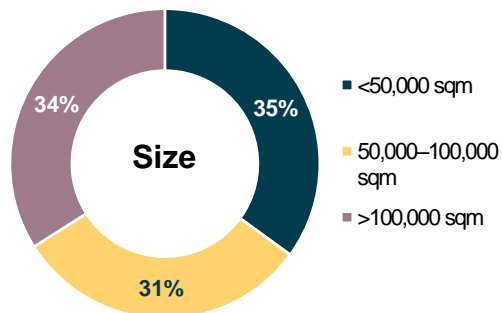
# Portfolio resilience derived from high-quality, sustainable assets with strong income characteristics

## High-quality assets in core European markets

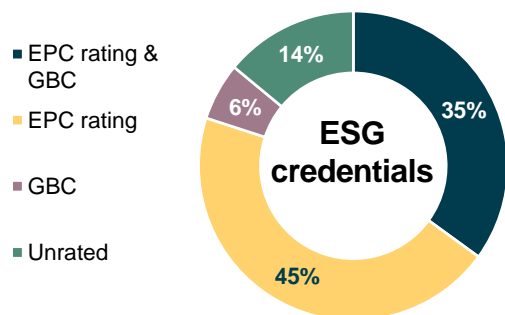


Our assets are modern, with an average age of 5.5 years...

...large-scale, with an average size of 66,000 sqm...

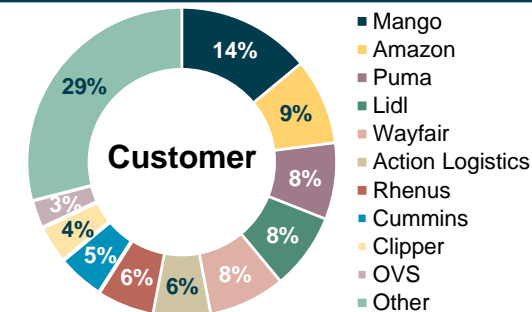


...and have strong ESG credentials<sup>1</sup>.

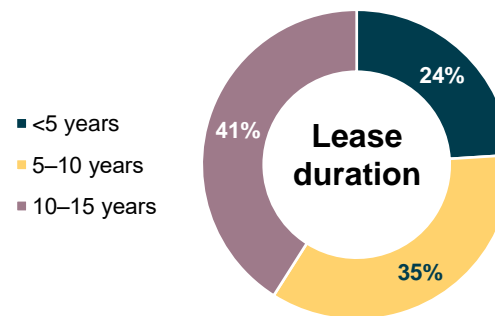


## Strong income characteristics, high occupancy with rent collection of 100%

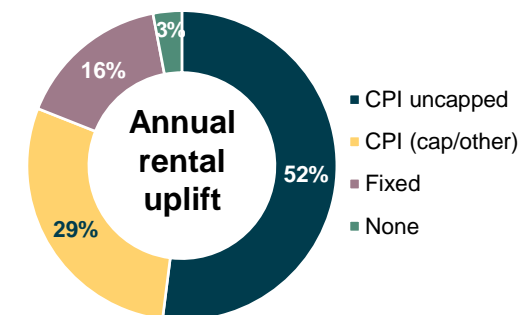
Our buildings are leased to strong customers...



...have an average WAULT of 9.6 years<sup>2</sup>...



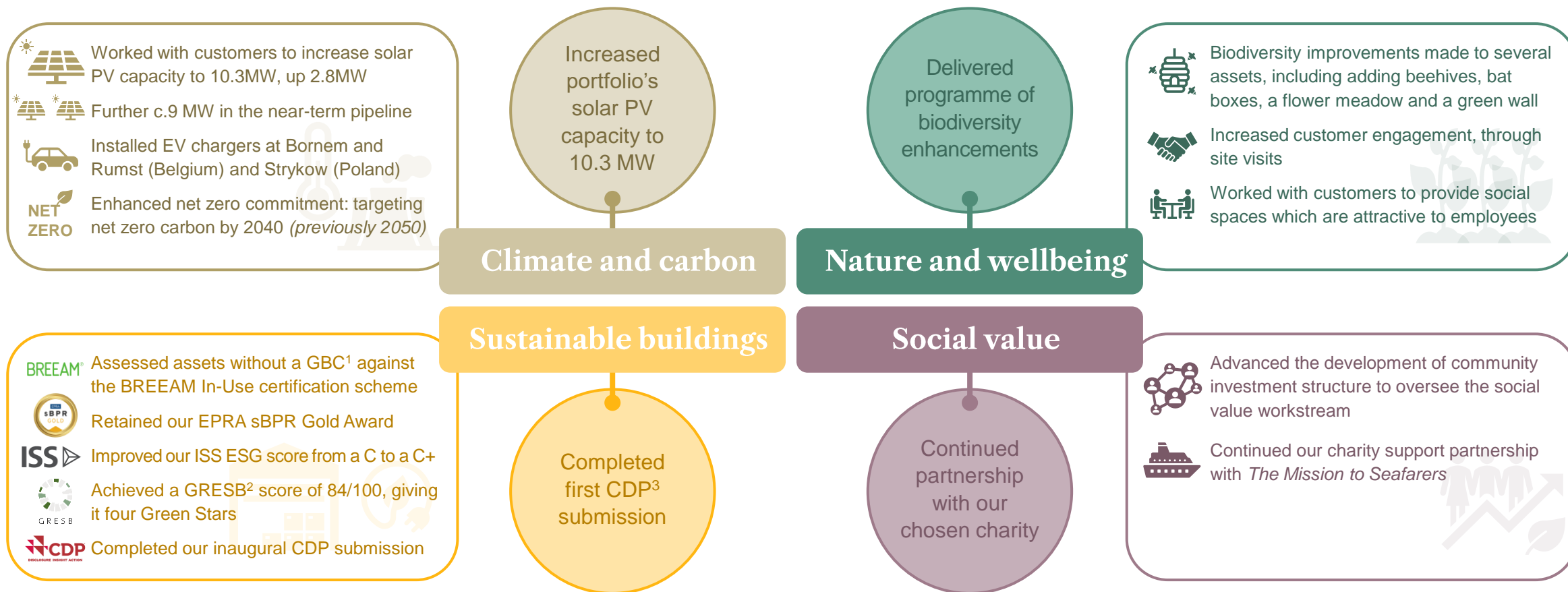
...and are predominantly index-linked



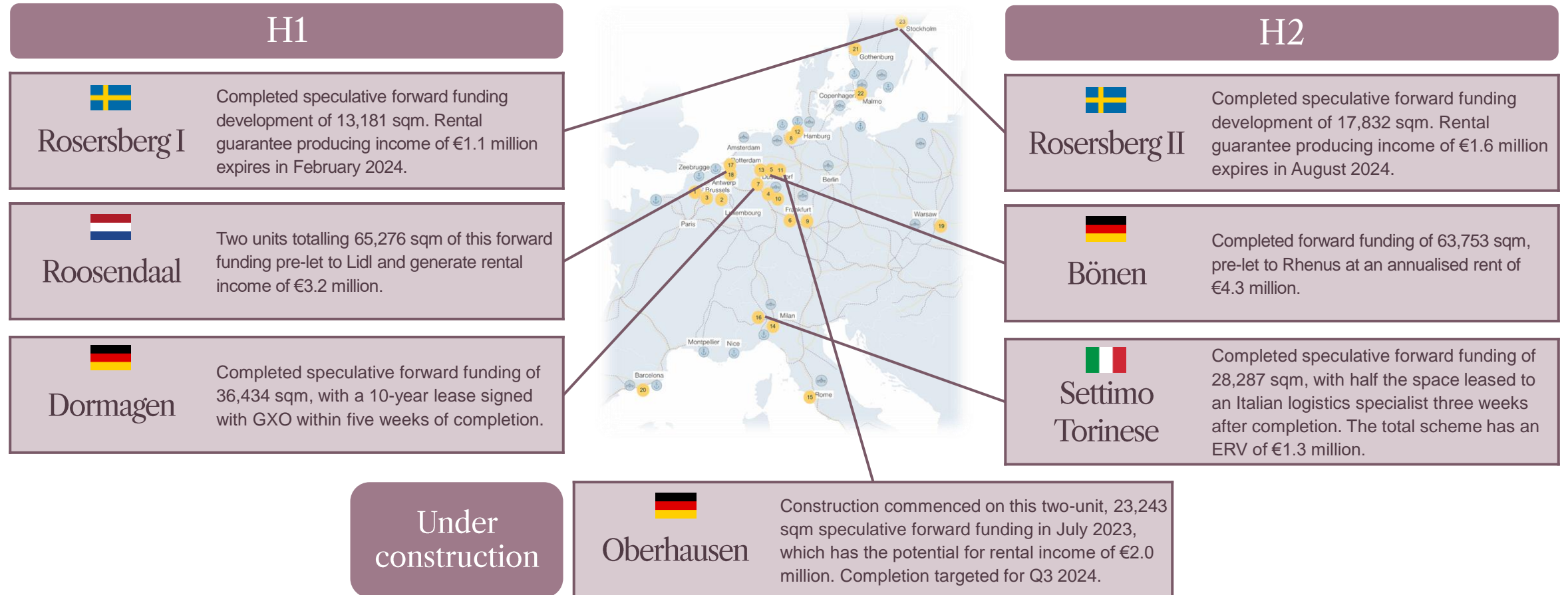


# Continued implementation of our ESG strategy, including enhancing our net zero commitment and increasing solar PV capacity

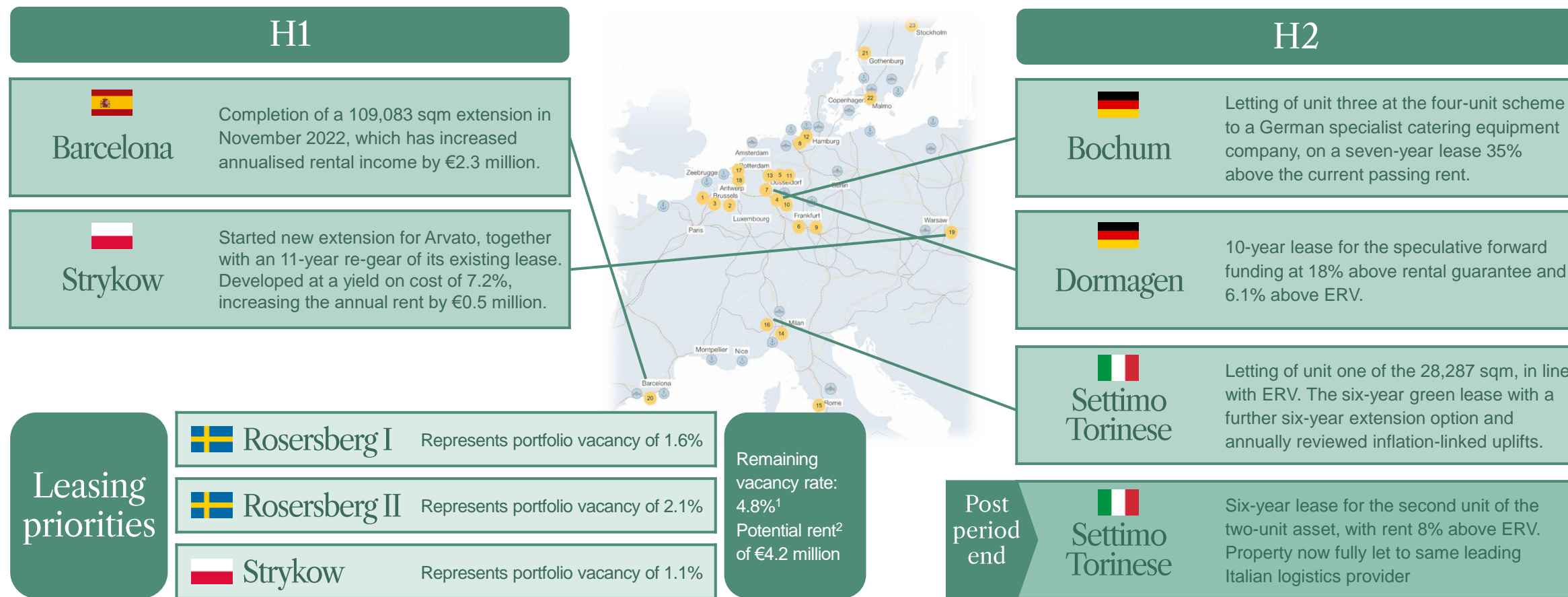
## FY23 progress across our four ESG pillars



# Completed six forward-funded developments, totalling 224,763 sqm, producing €14.6 million per annum in rental income



# Proactive asset management activities have added €3.6 million of annualised rental income, with indexation adding a further €2.3 million



# Successful leasing activity has secured additional rental income; with further growth potential from asset under construction

## Selected asset case studies



### Dormagen

#### Overview

- Completed this speculative forward funded development of 36,434 sqm in March 2023
- 10-year lease completed with GXO five weeks after completion
- Letting is 17.8% above rental guarantee and 6.1% above ERV, and includes 100% annual CPI indexation
- Conversion of rental guarantee into rental income increased the annualised rental income by an additional €0.5 million
- Green lease clauses agreed, with the potential for a substantial PV project

### Settimo Torinese

#### Overview

- Speculative forward funding of 28,287 sqm; good location adjacent to the A4 'Turin-Trieste' motorway
- Practical completion in July 2023 – brownfield regeneration of a former tyre manufacturing warehouse
- Unit 1 (14,197 sqm) let to a leading Italian logistics specialist within three weeks of practical completion, with a six-year green lease, which includes a further six-year extension option and includes annually reviewed inflation-linked uplifts
- Rental level in line with Estimated Rental Value (ERV)
- Targeting a BREEAM Very Good rating and includes roof-mounted PV panels (0.35MW per unit)

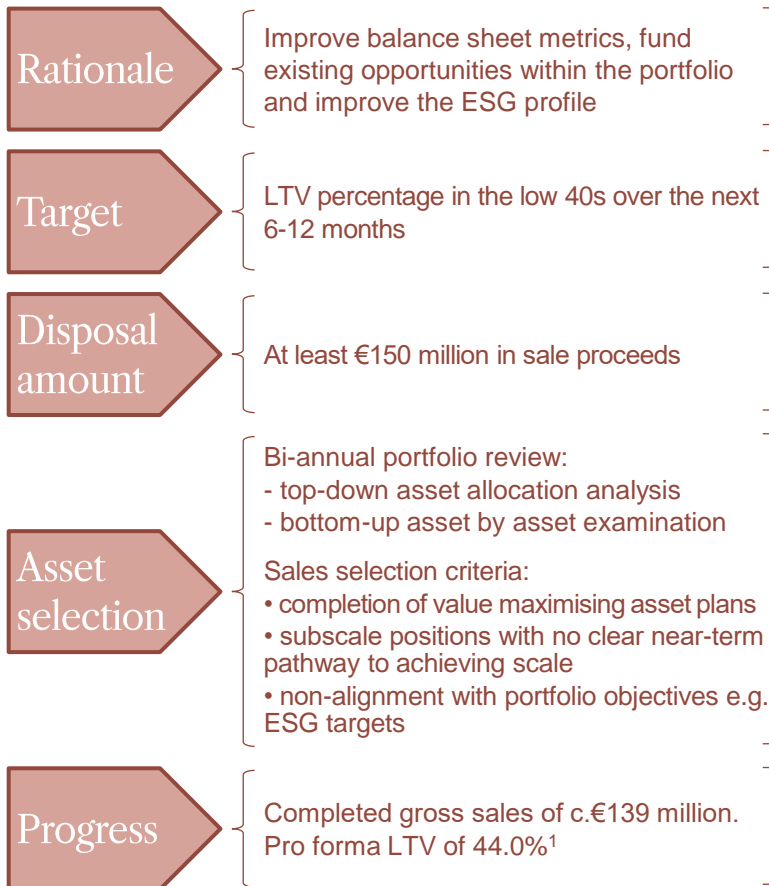
### Oberhausen

#### Overview







- Construction commenced on this two-unit, 23,243 sqm speculative forward funding in July 2023
- The development has the potential to produce annualised rental income of €2.0 million when fully let
- Expected development yield of 6.5% and profit of over 25%
- Practical completion is targeted for Q3 2024
- We are targeting a DGNB Platinum certification

# Good momentum in our sales programme; gross sales of €139m signed so far

## Programme of disposals

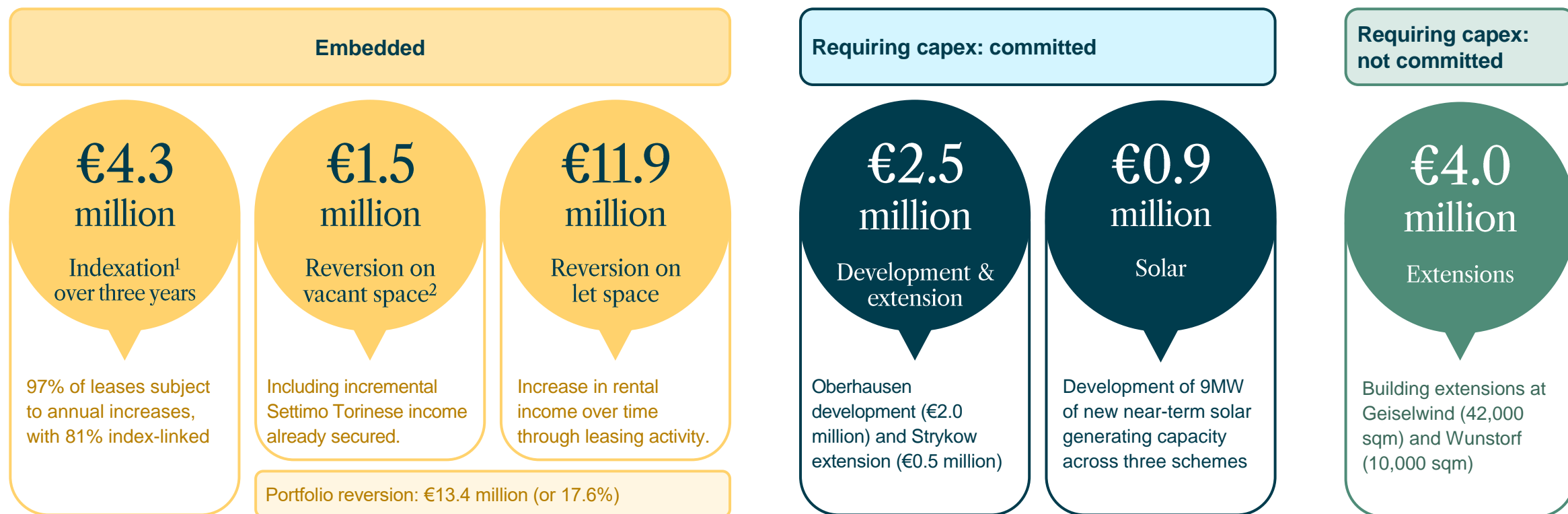


## Disposals signed to date

<p> <b>Hammersbach</b></p> <p><b>Overview</b></p> <ul style="list-style-type: none"> <li>• 43,139 sqm building, purchased in June 2019 for consideration of €50.6 million</li> <li>• New lease with B+S agreed in 2022 led to a 24% increase in total rental income, improved indexation terms, and inclusion of an open market rent review</li> <li>• Headline sale price of €64.6 million was broadly in line with March 2023 valuation, reflecting a net initial yield of 4.45%</li> </ul> 	<p> <b>Bochum</b></p> <p><b>Overview</b></p> <ul style="list-style-type: none"> <li>• 37,047 sqm building, purchased in November 2018 for consideration of €37.8 million</li> <li>• New lease in unit 3 resulted in an increase in rent to 35% above the current rent as well as improved indexation terms</li> <li>• Headline sale price of c.€47 million is marginally below the March 2023 valuation, reflecting a net initial yield of 4.88%</li> </ul> 	<p> <b>Malmö</b></p> <p><b>Overview</b></p> <ul style="list-style-type: none"> <li>• 95,436 sqm brownfield redevelopment site, acquired in April 2021 for SEK223 million</li> <li>• Changed market conditions led the expected returns to be lower than originally forecast and sale for alternative use was more compelling</li> <li>• Net sale price of SEK253 million is 39% above the March 2023 valuation level and 14% above the acquisition price</li> </ul> 
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# Future income growth from embedded opportunities and development activity

## Potential income opportunities



New capital commitments are appraised in line with our disciplined approach to capital allocation

# Our focus remains on driving earnings and maintaining balance sheet strength and dividend cover

## Market context

- While the external environment remains uncertain and investor sentiment cautious, underlying market dynamics remain supportive with an element of market stabilisation witnessed in the second half



## Capture income growth opportunities

### Increasing income

- Generate rental income growth through asset management, indexation and development



## Improve operational efficiencies

### Lowering costs

- Aim to maintain our adjusted EPRA cost ratio within our target range of 20-25%



## Drive earnings and support dividend

### Delivering covered dividend

- Deliver further earnings growth to support fully covered FY24 dividend post ongoing disposal programme



## Maintain balance sheet strength

### Managing leverage

- Continue the disposal programme to improve our balance sheet metrics, including reducing the LTV ratio towards our preferred percentage range in the low 40s over the next 6-12 months

# Appendix 1

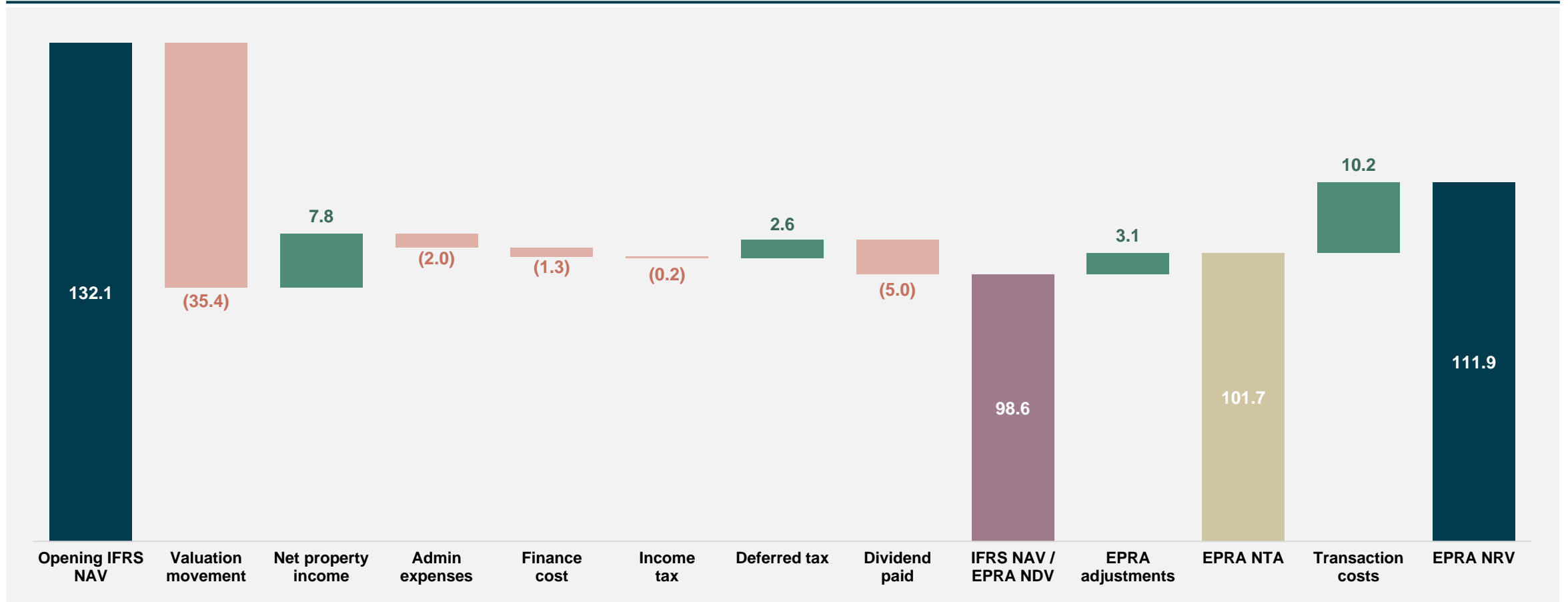
Supporting materials for the FY23  
full-year results





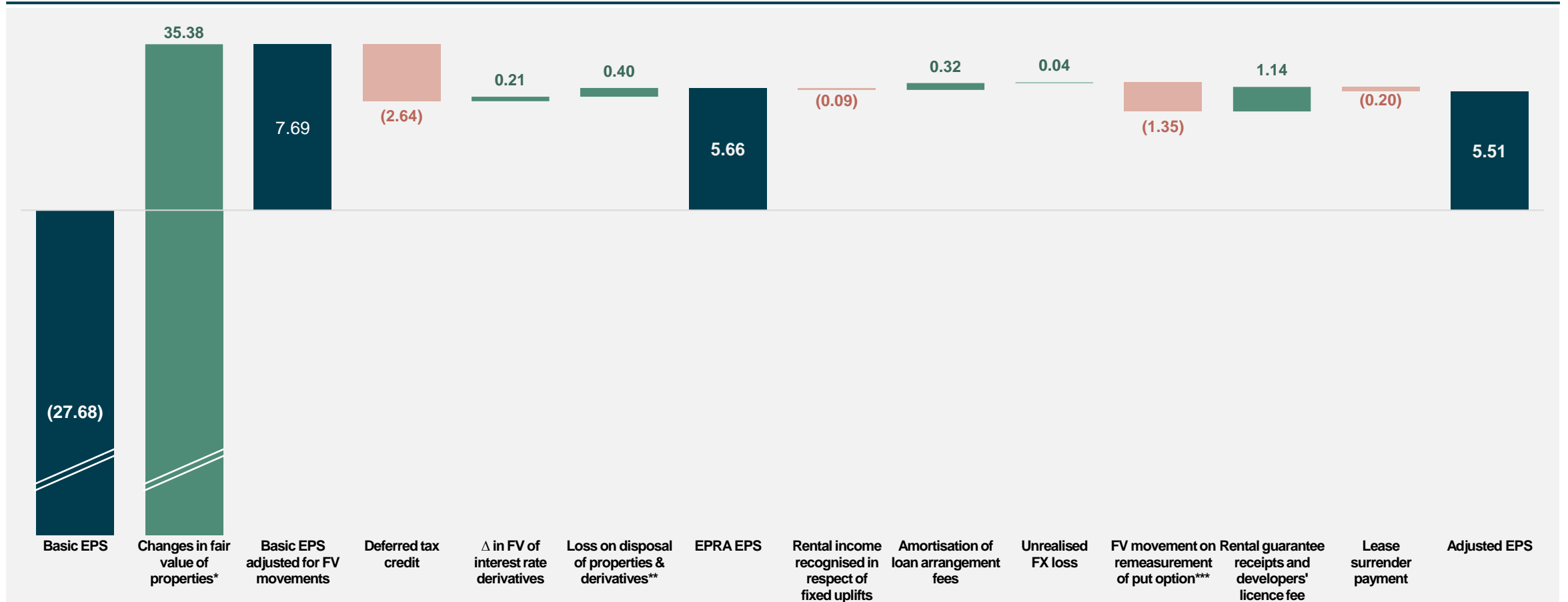
# IFRS NAV – EPRA NRV reconciliation

Valuation movement, transaction costs and net property income are the largest components of the bridge between IFRS NAV and EPRA NRV (cents per share)



# Basic EPS – Adjusted EPS reconciliation

Movements of property and minority interest valuations, and non-rental income are the largest components of the Basic EPS – Adjusted EPS bridge (cents per share)



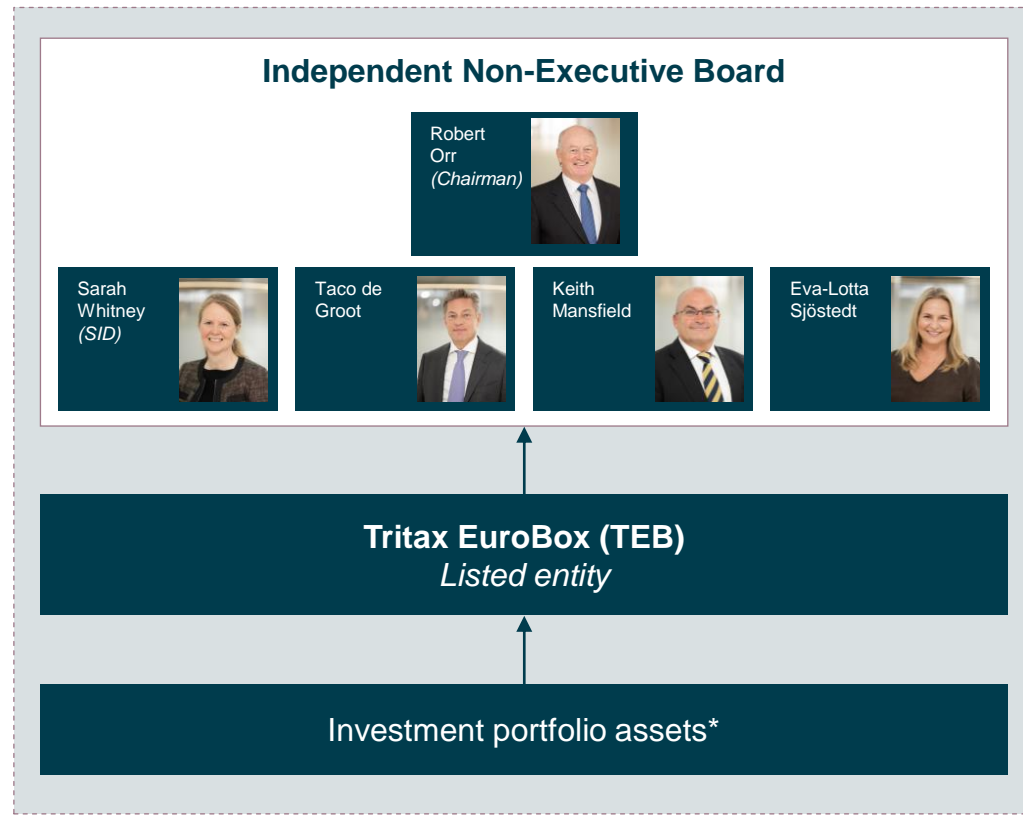
# Portfolio debt summary

Source of financing	Nominal	Drawn <sup>1</sup>	Undrawn <sup>1</sup>	Maturity	Fixed or floating	All in cost
Revolving Credit Facility (syndicate of 5 banks)	250	77.5	172.5	Oct-25	Floating	Euribor + margin of 120 to 190bps <sup>2</sup>
Green Bond	500	500	0	Jun-26	Fixed	0.95%
Private placement Note A	100	100	0	Jan-29	Fixed	1.22%
Private placement Note B	50	50	0	Jan-32	Fixed	1.45%
Private placement Note C	50	50	0	Jan-34	Fixed	1.59%

Interest rate caps	Nominal	Strike price	Maturity
Cap 1	20,000,000	2.75%	Apr-24
Cap 2	20,000,000	2.75%	Jul-24
Cap 3	25,000,000	2.50%	Oct-25
Cap 4	15,000,000	3.00%	Oct-25

# Our structure and fee mechanics

## Tritax EuroBox Structure

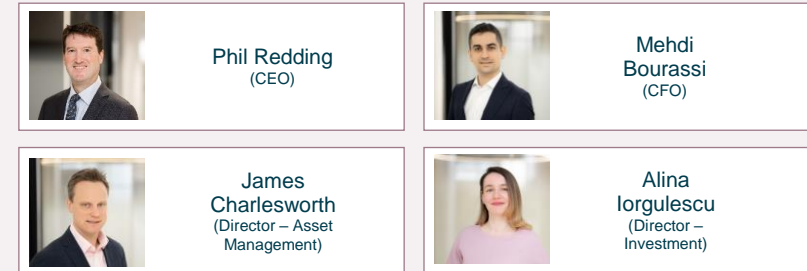


Investment Management Agreement

## Tritax Management LLP (TML)

- Dedicated TEB team
- Shared broader administrative and sector specialisms (e.g. Power, ESG)
- Supported by abrdn, global asset manager with significant financial strength
- Responsible for investment decisions

### Key team members:







### IMA Fees – effective 1 August 2022

NAV Value	Fee
<€1 billion	1.00%
>€1 billion	0.75%

### Previously

NAV Value	Fee
<€0.5 billion	1.30%
>€0.5 billion ≤€2 billion	1.15%
>€2 billion	1.00%

# ESG – 2023 targets and KPIs

	2023 target	2023 KPIs
 Sustainable buildings	<ul style="list-style-type: none"> <li>100% of all asset due diligence uses Tritax ESG due diligence framework</li> </ul>	<ul style="list-style-type: none"> <li>% utilisation of enhanced ESG due diligence framework</li> </ul>
	<ul style="list-style-type: none"> <li>Produce and implement low-carbon baseline development specification on all new projects</li> </ul>	<ul style="list-style-type: none"> <li>Production and % utilisation of low-carbon specification</li> <li>% circularity certified materials</li> <li>% projects undertaking a whole-life performance analysis</li> </ul>
 Climate and carbon	<ul style="list-style-type: none"> <li>Produce and disclose updated net zero carbon pathways               <ul style="list-style-type: none"> <li>Scope 1 and scope 2 – 2025</li> <li>Scope 3 (<i>construction</i>) – 2030</li> <li>Scope 3 (<i>remainder of material emissions</i>) – 2040</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Annual review of pathway and emissions</li> <li>% carbon risk incorporation into each asset management plan</li> <li>1.5°C Paris decarbonisation pathway alignment</li> <li>Science-Based Targets initiative (SBTi) alignment (or equivalent)</li> </ul>
	<ul style="list-style-type: none"> <li>Integrate physical climate risk mitigation across asset lifecycle</li> </ul>	<ul style="list-style-type: none"> <li>% climate risk incorporation into each asset management plan</li> <li>Portfolio TCFD alignment</li> </ul>
 Nature and wellbeing	<ul style="list-style-type: none"> <li>Year-on-year annual increase in biodiversity for standing assets</li> </ul>	<ul style="list-style-type: none"> <li>% increase in biodiversity against 2022 baseline</li> </ul>
	<ul style="list-style-type: none"> <li>Year-on-year increased provision of wellbeing enhancements to developments and standing assets</li> </ul>	<ul style="list-style-type: none"> <li>% increase in provision against 2022 baseline</li> </ul>
 Social value	<ul style="list-style-type: none"> <li>Publish community investment structure</li> </ul>	<ul style="list-style-type: none"> <li>Set-up and operation of community investment structure</li> </ul>
	<ul style="list-style-type: none"> <li>Further integrate ESG criteria into supply chain procurement processes – upstream and downstream</li> </ul>	<ul style="list-style-type: none"> <li>% utilisation of due diligence framework for suppliers</li> </ul>
	<ul style="list-style-type: none"> <li>Continue support for key fund charity</li> </ul>	<ul style="list-style-type: none"> <li>Level of financial and non-financial contributions</li> </ul>

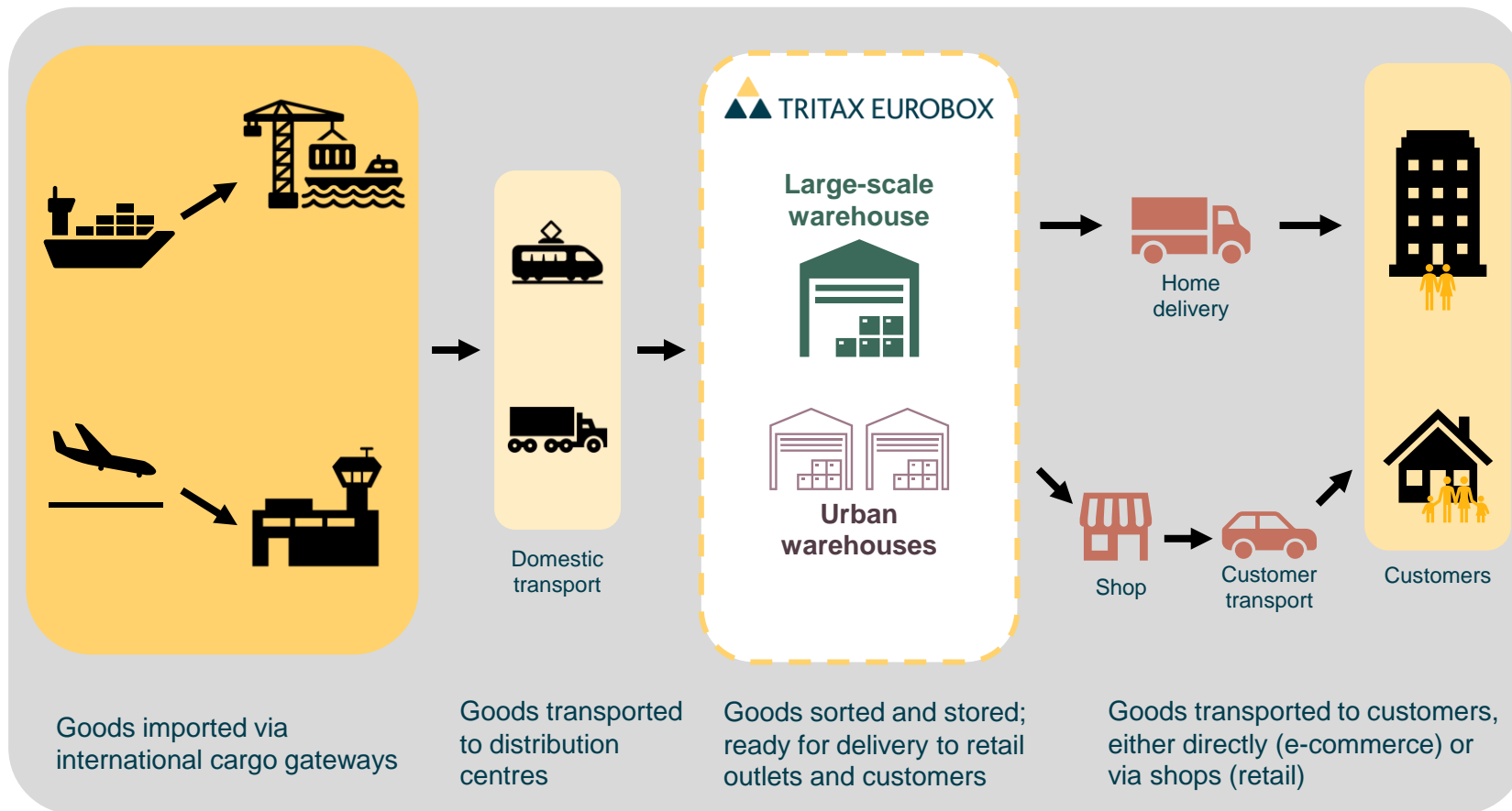
# Appendix 2

**Our market, strategy, portfolio  
business model and investment case**



# Tritax EuroBox is positioned right at the centre of the logistics value chain, with a portfolio focused on large assets

## The logistics value chain



## Comparing large and urban warehouses

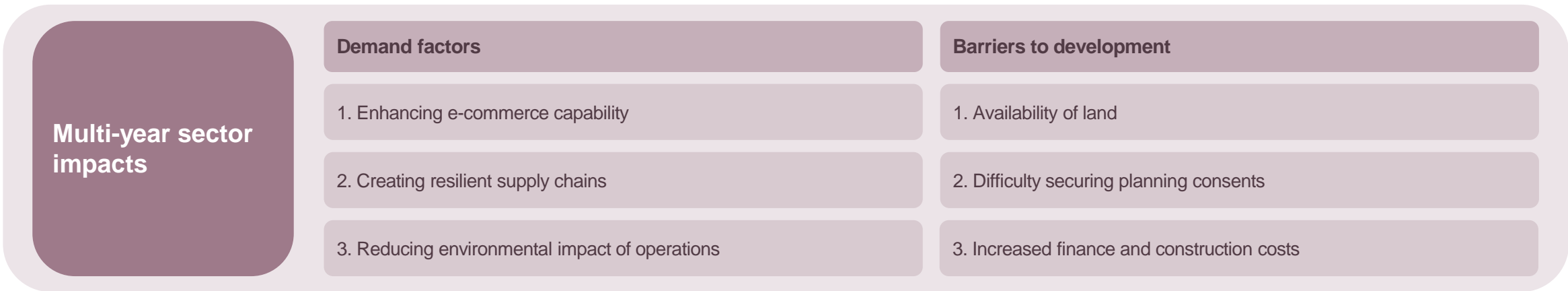
### Large-scale warehouses

- ✓ Increased automation potential
- ✓ Specialised storage solutions
- ✓ Increased ESG potential
- ✓ Lower unit costs
- ✓ Higher inventory storage capability
- ✓ Scope to grow
- ✗ Greater commitment to one area/facility
- ✗ Greater complexity
- ✗ More personnel needed

### Urban warehouses

- ✓ Lower financial outlay
- ✓ Faster fulfilment times
- ✓ Diversify footprint across countries & regions
- ✗ Limited space
- ✗ Limited technology options
- ✗ Limited ESG potential

# Structural drivers continue to support the occupier market, which remains attractive, with continued demand, supply restricted and vacancy rates low

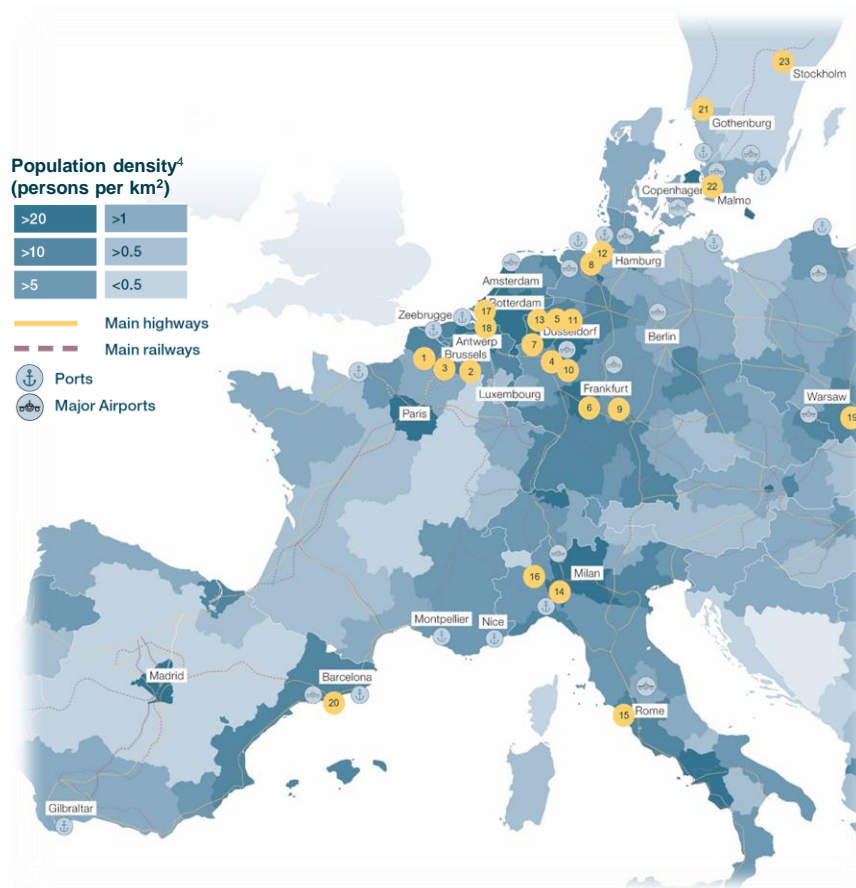
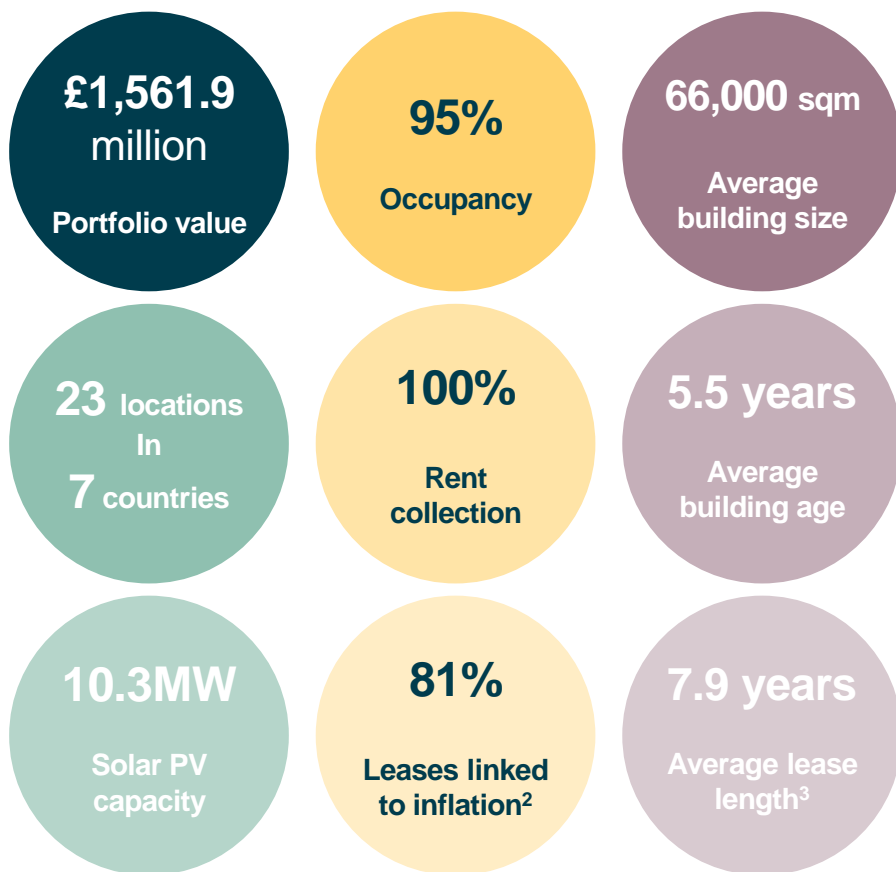


Favourable market dynamics are expected to help logistics real estate remain a compelling area for investment.



# Our strong portfolio of 25 assets across seven countries is built on having well-located, modern buildings, with leading ESG credentials

## Portfolio statistics<sup>1</sup>



## Location of assets

Country	Location	Area (sqm)
1. Belgium	Bornem	45,850
2. Belgium	Nivelles	35,847
3. Belgium	Rumst	97,636
4. Germany	Bochum	37,047
5. Germany	Bönen	63,753
6. Germany	Bremen I & II	57,537
7. Germany	Dormagen	36,434
8. Germany	Geiselwind	70,353
9. Germany	Gelsenkirchen	16,633
10. Germany	Lich	94,429
11. Germany	Oberhausen	23,243
12. Germany	Peine	92,735
13. Germany	Wunstorf	16,423
14. Italy	Piacenza	47,668
15. Italy	Rome	158,373
16. Italy	Settimo Torinese	28,287
17. Netherlands	Breda	46,021
18. Netherlands	Roosendaal	112,018
19. Poland	Strykow	102,400
20. Spain	Barcelona	298,809
21. Sweden	Gothenburg	28,903
22. Sweden	Malmö	24,698
23. Sweden	Rosersberg I & II	31,013

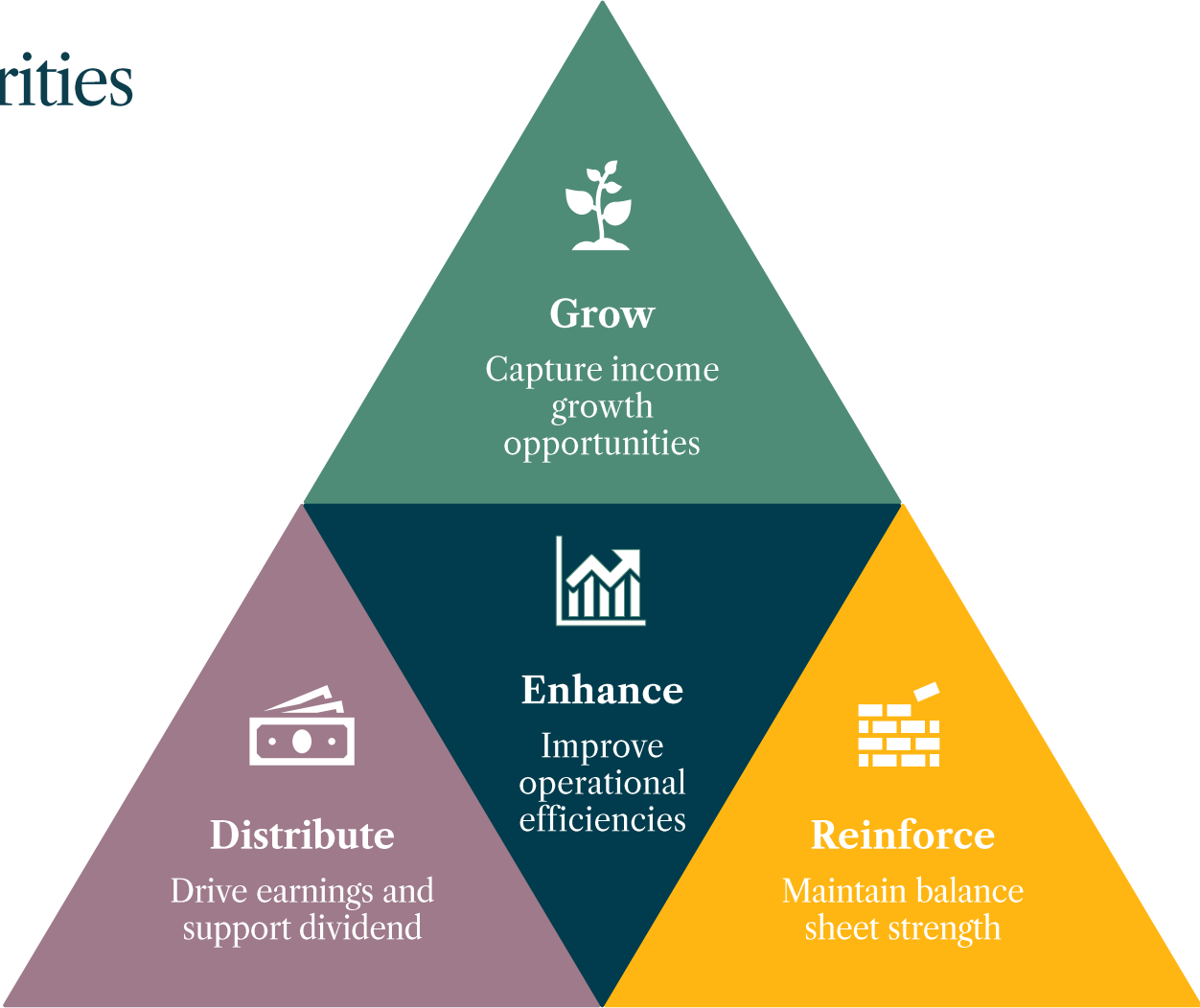
1. As at 30<sup>th</sup> September 2023.

2. 97% of leases are subject to annual uplifts, with 81% inflation-linked and 16% fixed.

3. Weighted Average Unexpired Lease to Expiry (WAULT) of 9.6 years.

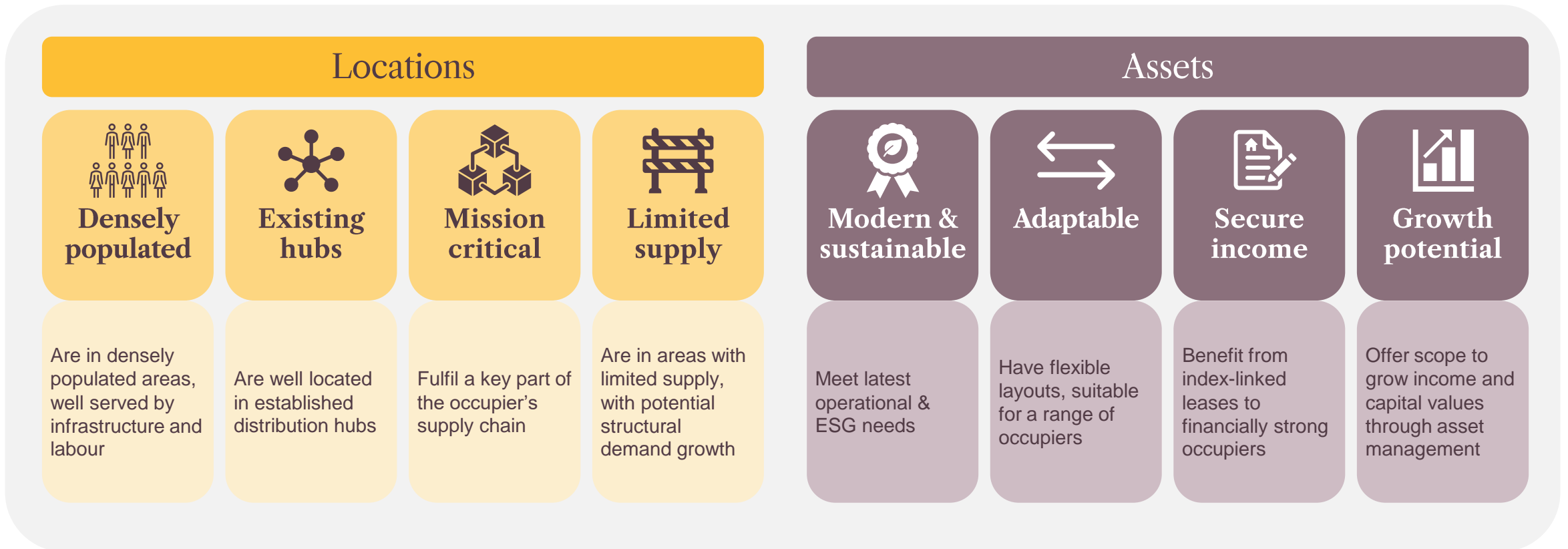
4. UN-FAO, Turksat, Eurostat – GISCO, EuroGeographics.

# Our strategic priorities



# Portfolio strategy

In constructing the portfolio, we have favoured logistics assets with the following characteristics:



# Investment case

We believe there are four simple and compelling reasons to invest in Tritax EuroBox

1.



## Structural market trends

Structural market trends continuing, characterised by strong occupier demand, limited supply of available space, and high barriers to developing new assets in prime locations

2.



## Prime portfolio

Core, stabilised portfolio leased to a strong customer base, with leading ESG performance and embedded opportunities to add value over the long term

3.



## Specialist manager

Agile, specialist manager with a proven track record and disciplined approach to capital allocation, who can act quickly to capture value-enhancing opportunities

4.



## Through-cycle performance

Predictable income performance through the cycle, supporting the delivery of a fully covered dividend, which can grow over time

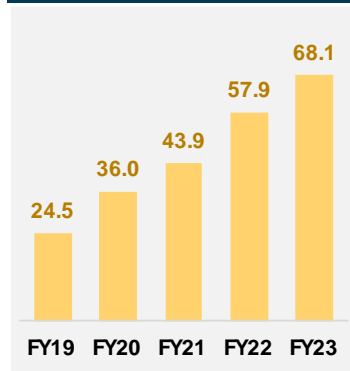
# Appendix 3

Historical financials

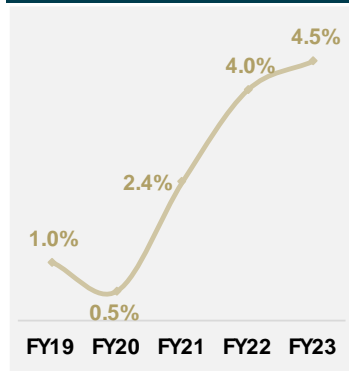


# Historical profile – Financials

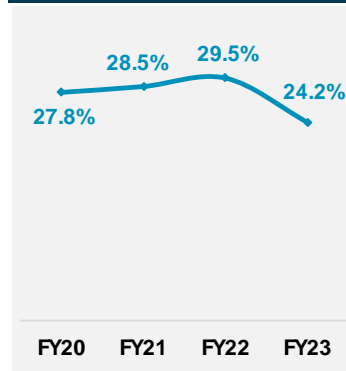
Rental income (€m)



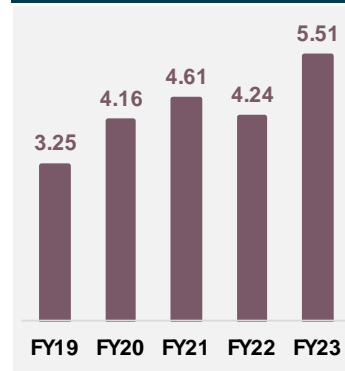
Like-for-like rental growth (%)



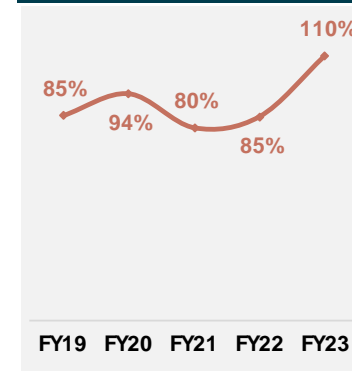
Adjusted EPRA cost ratio<sup>1</sup> (%)



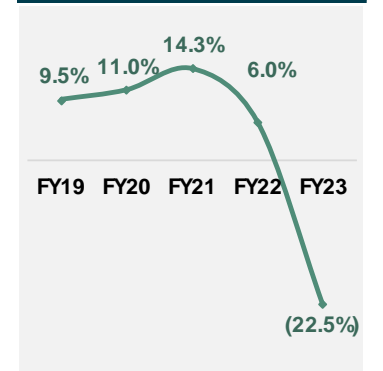
Adjusted EPS (cents)



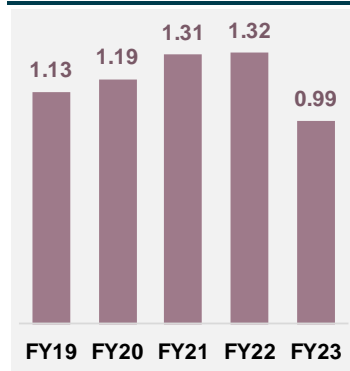
Dividend cover (%)



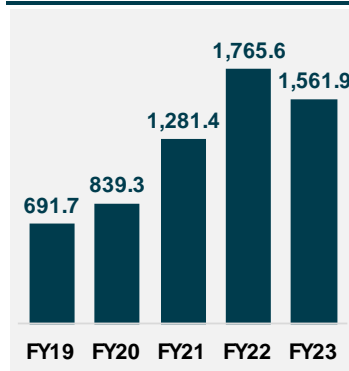
Total return (%)



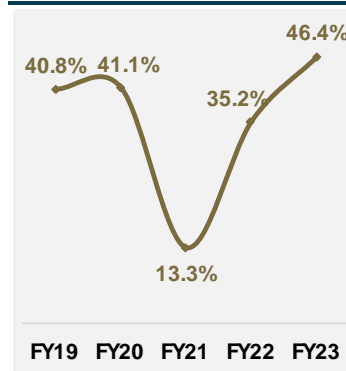
IFRS NAV per share (€)



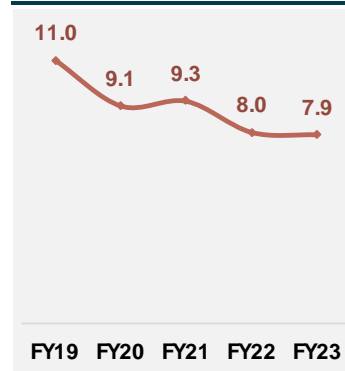
Portfolio value (€m)



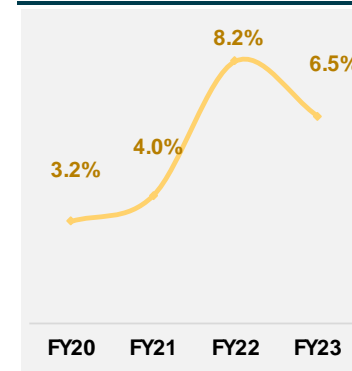
Loan to value (LTV) ratio<sup>2</sup> (%)



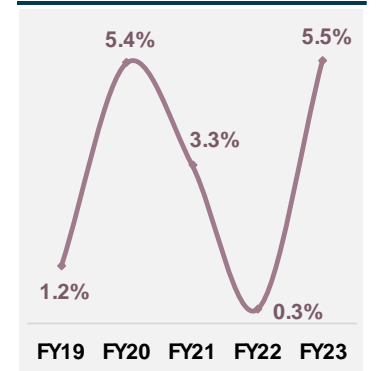
WAULT<sup>3</sup> (years)



Like-for-like ERV<sup>4</sup> growth (%)

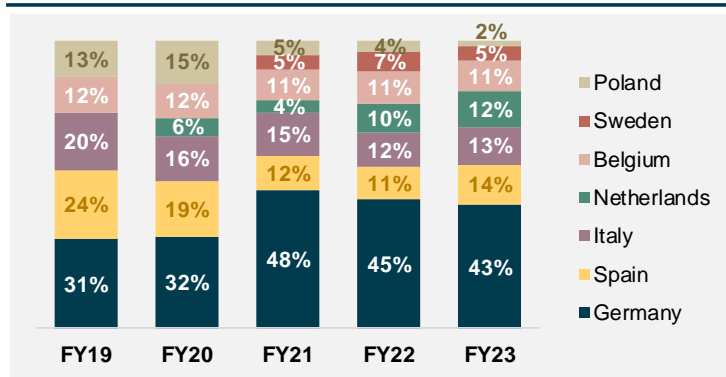


EPRA vacancy rate (%)

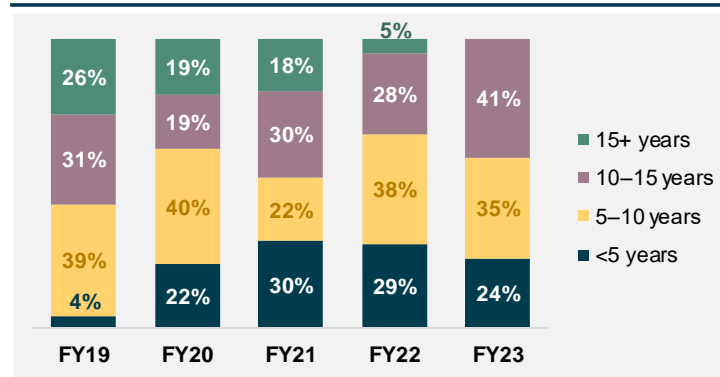


# Historical profile – Portfolio composition

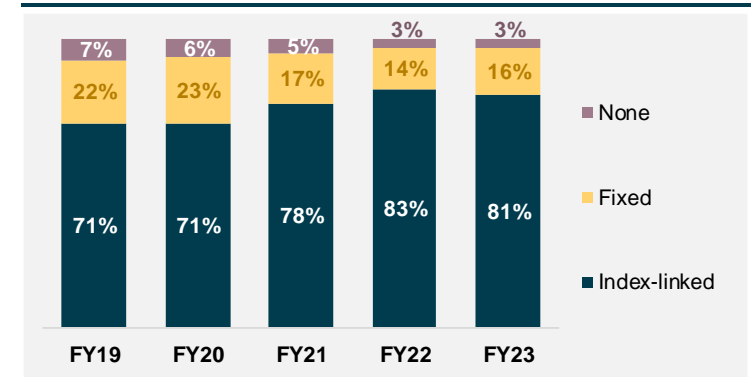
Market (%)



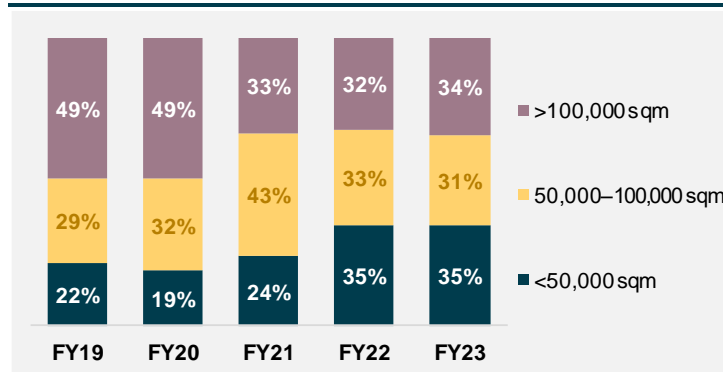
Lease duration (%)



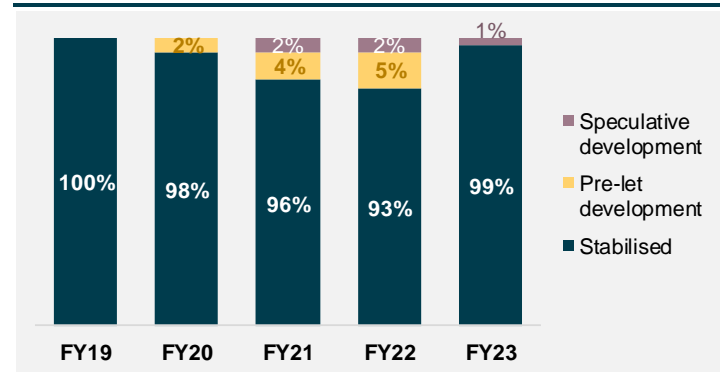
Annual rental uplift (%)



Size (%)



Asset development status (%)



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