

Real Estate Funds

Q4 2023








Established Real Estate Investment Platform with Strong Presence in the CEE

WOOD & Company offers investors an opportunity to invest in commercial real estate since 2016. Our approach is characterised by thorough analysis of acquisitions, robust relationships with tenants and professional management. This strategy has resulted in stable and consistent returns achieved by our funds.

In 2023, we introduced **Realitní OPF** and **Logistics Sub-Fund**. The former allows investors to gain exposure in commercial real estate market with entry investment of only 100 CZK, while the Logistics Sub-Fund enables qualified investors to participate in highly profitable warehouse development.

Key Portfolio Figures

Standing Assets

-  EUR 1.18 B
Assets Under Management
-  355 400 SQM
Gross Leasable Area
-  EUR 80.80 M
Net Operating Income
-  15
Properties
-  783
Tenants

Office Sub-Fund

Annualised Return: 10.97%

8 – 10% p.a. net
Target Return

Office Buildings in CEE
Investment Focus

5 + years
Investment Horizon

June 2017
Establishment

Retail Sub-Fund

Annualised Return: 15.22%

8 – 10% p.a. net
Target Return

Shopping Centres in CEE
Investment Focus

5 + years
Investment Horizon

August 2016
Establishment

AUP Bratislava Sub-Fund

Annualised Return: 7.61%

> 8% p.a. net / 5 – 6% p.a.
Target Return Equity / Dividend

Single Asset Sub-Fund
Investment Focus

10 + years
Investment Horizon

January 2021
Establishment

Logistics Sub-Fund

Recently Established

>15% p.a. net
Target Return

Logistics Development in CEE
Investment Focus

3 + years
Investment Horizon

November 2023
Establishment

Realitní OPF

For Retail Clients

7 – 9% p.a. net
Target Return

Commercial Real Estate in CEE
Investment Focus

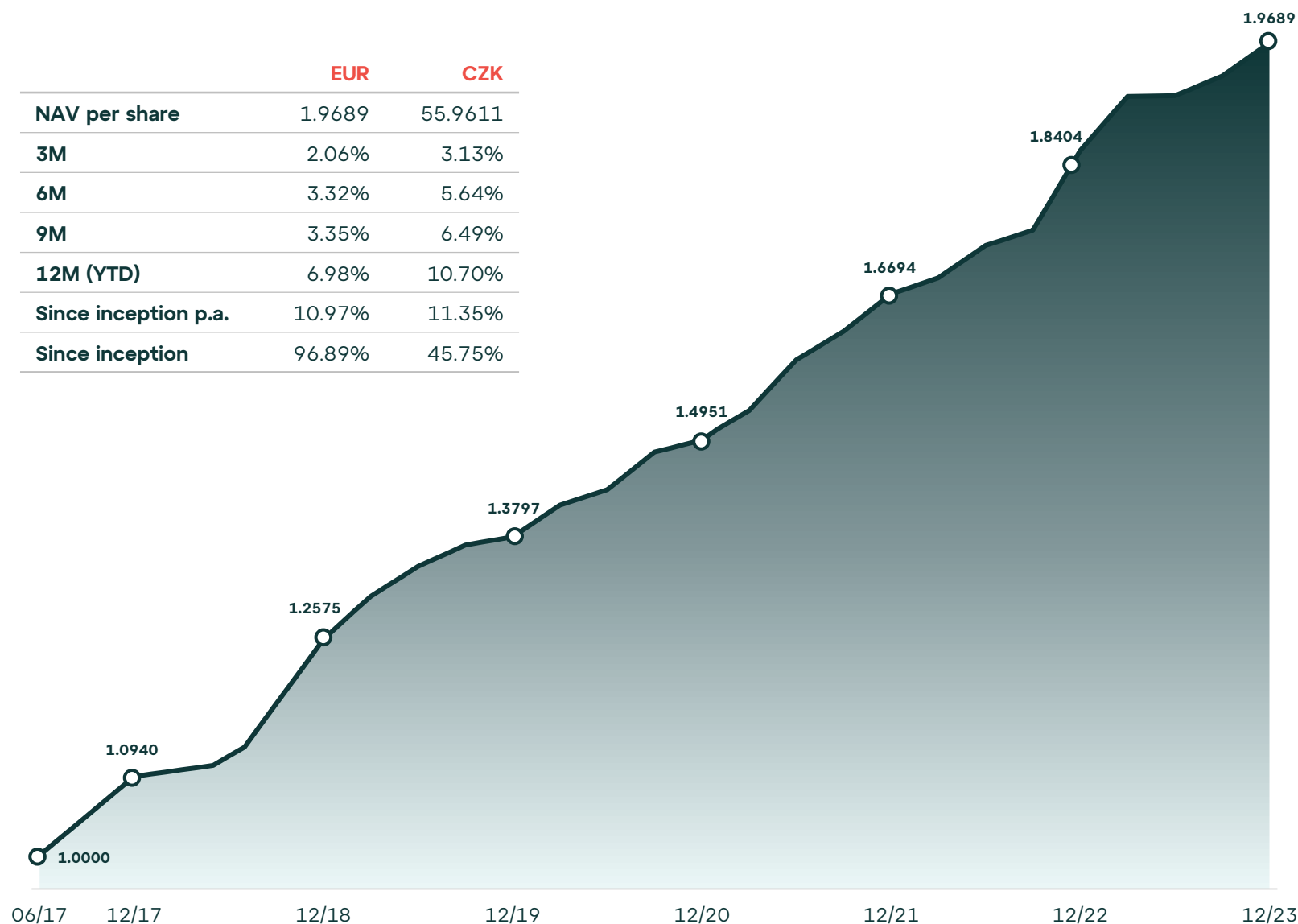
100 CZK
Minimum Investment

March 2023
Establishment

WOOD & Co. Office Sub-Fund

31. 12. 2023

	EUR	CZK
NAV per share	1.9689	55.9611
3M	2.06%	3.13%
6M	3.32%	5.64%
9M	3.35%	6.49%
12M (YTD)	6.98%	10.70%
Since inception p.a.	10.97%	11.35%
Since inception	96.89%	45.75%



EUR 478.05 M
Gross Asset Value (GAV)

EUR 231.21 M
Net Asset Value (NAV)

218 300 SQM
Gross Leasable Area (GLA)

EUR 36.11 M
Net Operating Income (NOI)

92.52%
Average Occupancy

337
Number of Tenants

7.75%
Yield

EUR 2 190
GAV per SQM

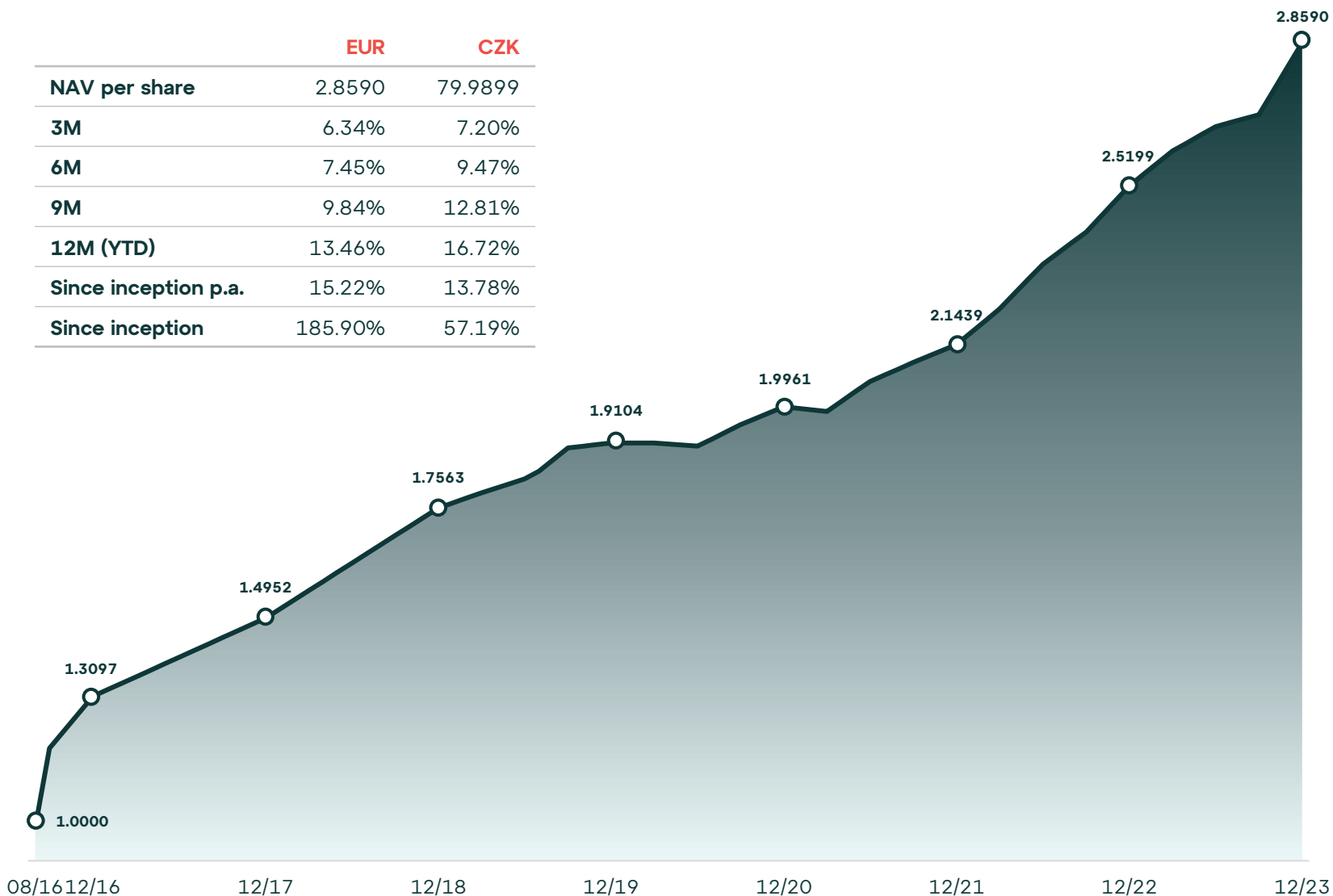
3.93 years
WAULT

53.33%
LTV (incl. issued bonds)

WOOD & Co. Retail Sub-Fund

31. 12. 2023

	EUR	CZK
NAV per share	2.8590	79.9899
3M	6.34%	7.20%
6M	7.45%	9.47%
9M	9.84%	12.81%
12M (YTD)	13.46%	16.72%
Since inception p.a.	15.22%	13.78%
Since inception	185.90%	57.19%



EUR 224.76 M
Gross Asset Value (GAV)

EUR 113.84 M
Net Asset Value (NAV)

77 500 SQM
Gross Leasable Area (GLA)

EUR 16.09 M
Net Operating Income (NOI)

93.49%
Average Occupancy

215
Number of Tenants

7.16%
Yield

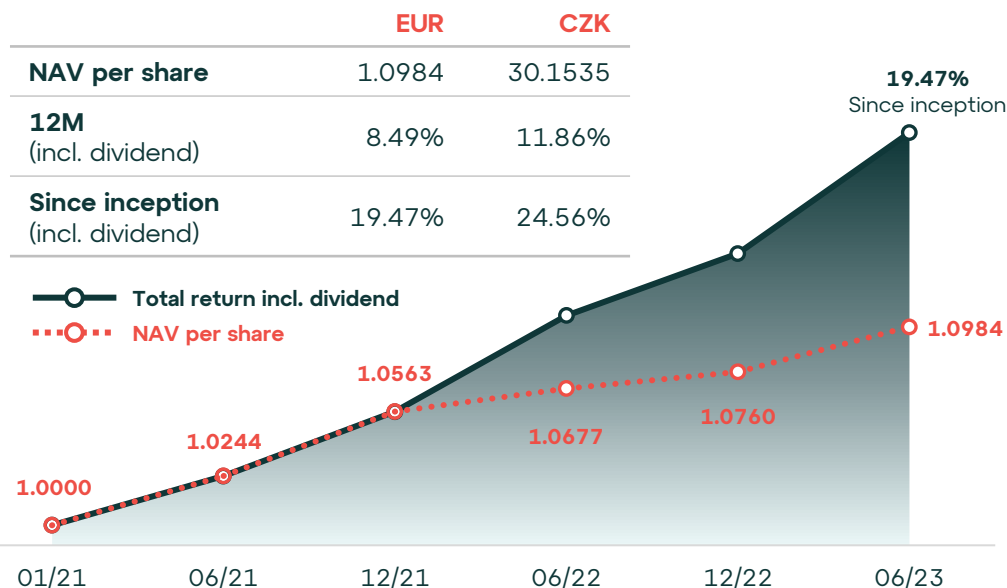
EUR 2 900
GAV per SQM

4.00 years
WAULT

52.48%
LTV (incl. issued bonds)

WOOD & Co. AUP Bratislava Sub-Fund

30. 6. 2023



Key Figures

- > 8%
Target Equity Return
- 5 – 6%
Target Dividend
- Approx. 96%
Occupancy
- 3.6 years
WAULT
- 230
Tenants

Highlights

Uniqueness: Aupark's unique location with an excellent tenant mix and a vast number of loyal and wealthy customers, together generating outstanding financial results, makes it the best shopping centre in Slovakia.

Stability: The remarkable growth of the revenues of tenants, outpacing all benchmarks, has been proven over the years.

Resilience: Nearly full occupancy, with a substantial WAULT and a high portion of fixed rents (>95%), makes Aupark very well-positioned to tackle the competitive landscape.



WOOD & Co. Logistics Sub-Fund

1 Opportunity for investors to benefit from **development profit**.

2 State-of-the-art ESG compliant warehouses in **proven locations**.

3 JVs with established **developers who contribute their own equity**.

Sub-Fund's First Investment Continuation of a Success Story

WOOD & Co. partnered with 7R, a renowned warehouse developer who will provide 15% of the equity and development expertise for **7R Park Tczew III**. The project is nestled strategically in Tczew, near the vibrant city of Gdańsk and in direct access to A1 highway that bridges Gdańsk with Łódź and further extends to the Czech border.



7R is an established developer on the Polish market with more than **1.8 million sqm** of industrial space delivered over 14 years of its existence. In 2023, NREP, a Scandinavian Real Estate investor with a focus on ESG, acquired the majority stake in 7R.

7R's footprint in this area is profound. Two phases of 97,000 sqm have been developed, leased and then transitioned to new ownerships, with BentallGreenOak and Macquarie acquiring them respectively. Building on this momentum, 7R is now introducing together with WOOD & Co. the third phase of 7R Park Tczew.

The development comprises a total of four modern industrial buildings designed with a focus on innovation, sustainability, and functionality. The first building is 68% preleased to Esa Logistika, Czech-based logistics company.



153 000 SQM
Gross Leasable Area



4
Buildings



68%
Prelease of First Building



1.5%
Vacancy Rate of Pomerania

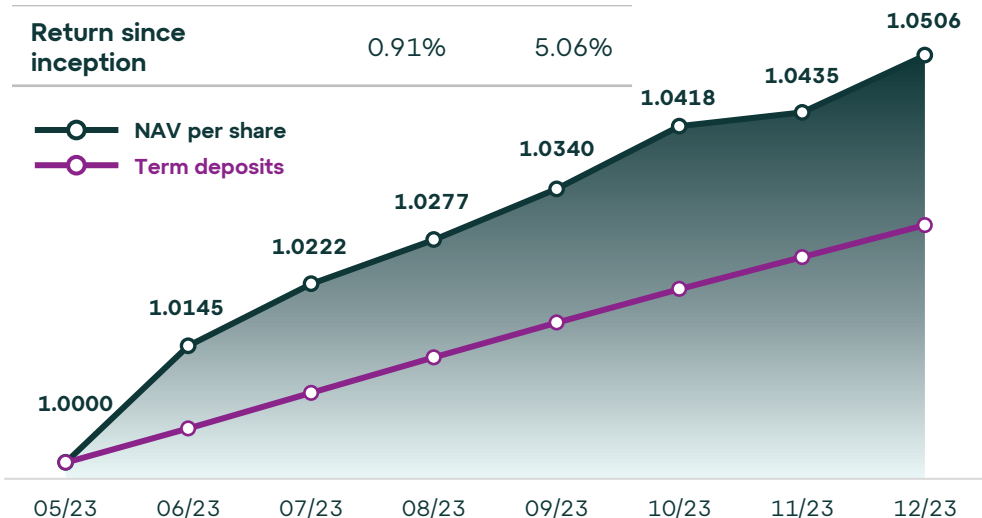


>15%
Target Return

WOOD & Co. Realitní OPF

31. 12. 2023

	EUR	CZK
NAV per share	1.0091	1.0506
Return since inception	0.91%	5.06%



Key Figures

- 7 – 9% p.a.
Target Net Return
- 100 CZK
Minimum Investment
- Monthly
Valuation

Highlights

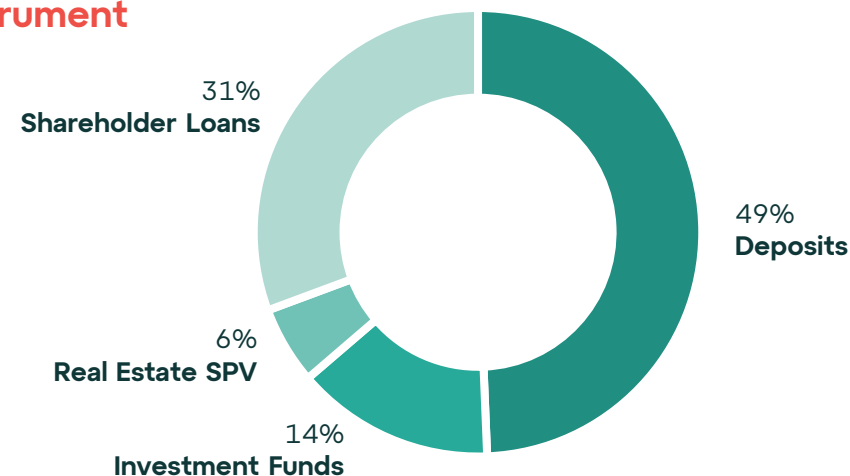
Realitní OPF co-invests with WOOD & Co.'s funds for qualified investors and is actively engaged in the ownership and management of real estate assets.

The fund's portfolio is diversified through the inclusion of related financial assets.

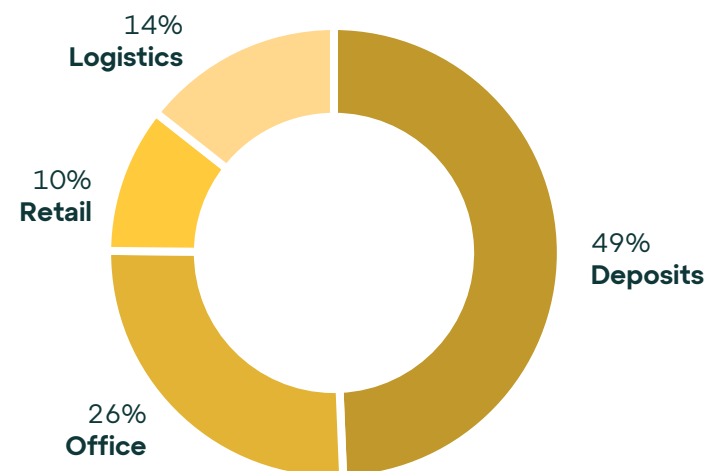
Currency risk is actively managed to maximise performance in CZK.

The fund is targeting a long-term return of 7 – 9% per annum, post-fees.

Portfolio by Instrument



Portfolio by Sector



Galerie Harfa

Prague / Czech Republic

Retail Sub-Fund



July 2016
Acquisition Date

40 500 SQM
Leasable Area

Harfa Office Park

Prague / Czech Republic

Retail Sub-Fund



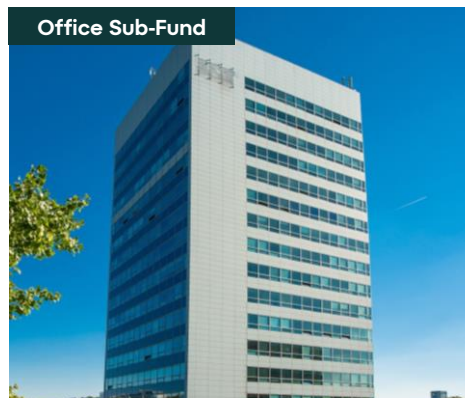
July 2016
Acquisition Date

21 300 SQM
Leasable Area

Westend Tower

Bratislava / Slovakia

Office Sub-Fund



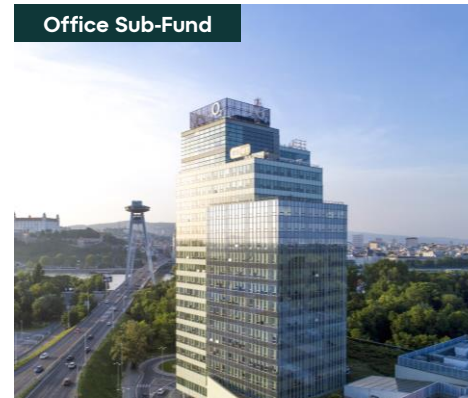
June 2017
Acquisition Date

8 400 SQM
Leasable Area

Aupark Tower

Bratislava / Slovakia

Office Sub-Fund



June 2018
Acquisition Date

32 600 SQM
Leasable Area

Lakeside Park 01

Bratislava / Slovakia

Office Sub-Fund



June 2018
Acquisition Date

26 000 SQM
Leasable Area

Hadovka Office Park

Prague / Czech Republic

Office Sub-Fund



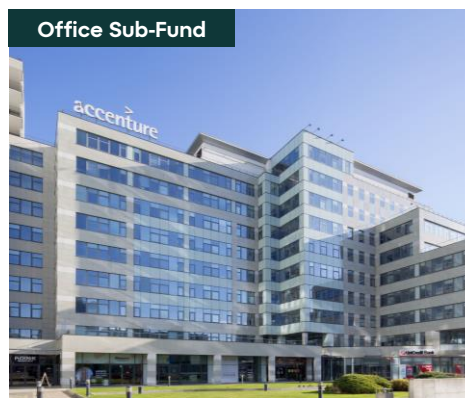
June 2018
Acquisition Date

24 900 SQM
Leasable Area

BBC 5

Bratislava / Slovakia

Office Sub-Fund



December 2018
Acquisition Date

37 200 SQM
Leasable Area

Centrum Krakov

Prague / Czech Republic

Retail Sub-Fund



July 2019
Acquisition Date

15 700 SQM
Leasable Area

The Greenline

Prague / Czech Republic

Office Sub-Fund



November 2019
Acquisition Date

17 500 SQM
Leasable Area

BBC 1 and BBC 1 Plus

Bratislava / Slovakia

Office Sub-Fund



March 2021
Acquisition Date

25 500 SQM
Leasable Area

Aupark Shopping Centre

Bratislava / Slovakia

AUP Sub-Fund



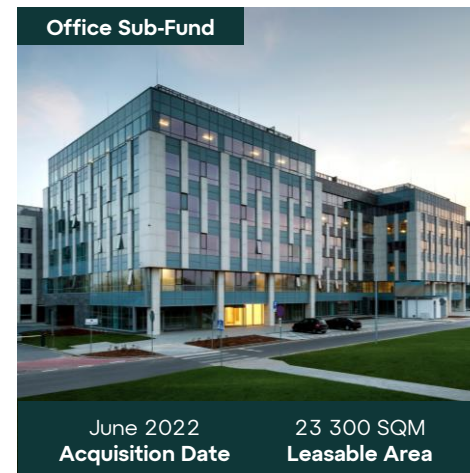
April 2021
Acquisition Date

59 600 SQM
Leasable Area

Astrum Business Park

Warsaw / Poland

Office Sub-Fund



June 2022
Acquisition Date

23 300 SQM
Leasable Area

Green Point

Prague / Czech Republic

Office Sub-Fund



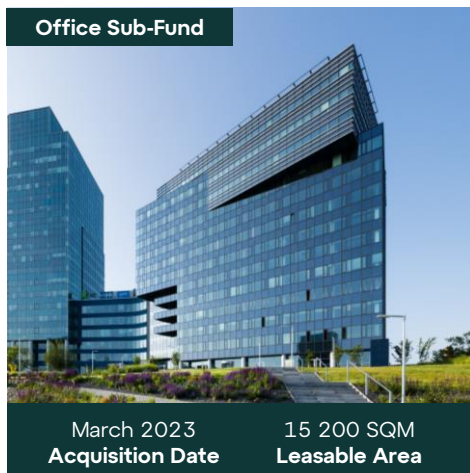
June 2022
Acquisition Date

7 700 SQM
Leasable Area

Lakeside Park 02

Bratislava / Slovakia

Office Sub-Fund



March 2023
Acquisition Date

15 200 SQM
Leasable Area

Concept Tower

Warsaw / Poland

Office Sub-Fund



February 2024
Anticipated Closing

9 000 SQM
Leasable Area



15
Buildings



3
Countries



354 400 SQM
Leasable Area

Why Invest in Commercial Real Estate in CEE Now?

Capitalising on current market dynamics

1. Valuations of standing assets significantly below replacement costs.
2. Low development activity resulting in limited rental renewal competition.
3. Expected interest rate cuts will trigger yield compression.

Retail Sub-Fund: Strong Uplift in Sales and Rebounding Footfall

Robust recovery and growth in the retail segment in 2023



+ 7.00%

Retail Sub-Fund Turnover
2023 vs 2022



+ 4.26%

Retail Sub-Fund Footfall
2023 vs 2022

Office Sub-Fund: Portfolio Designed for Stability

Strategically diverse tenants anchored in long-term leases

Tenant Size

21.7% Small **40.8%** Medium **37.5%** Large

Tenant Domicile

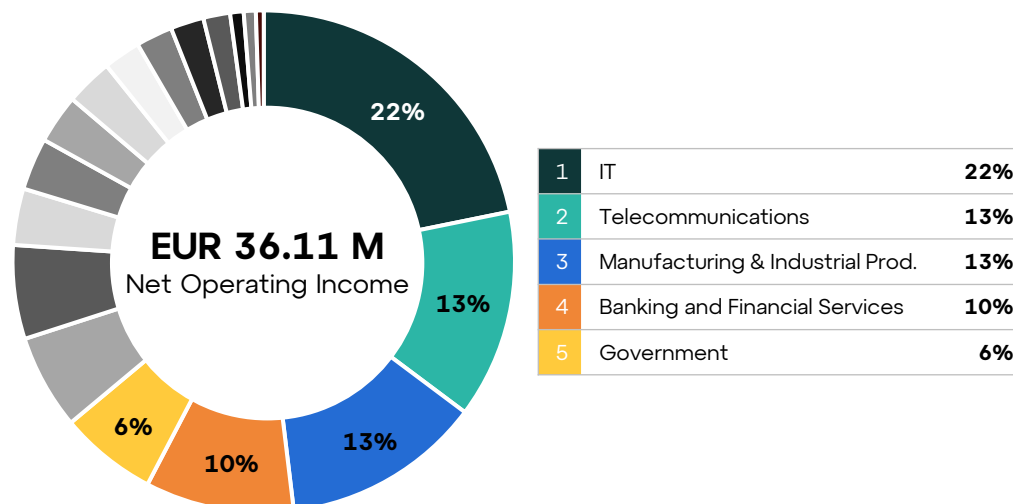
44% Local Foreign **56%**

Lease Length



Office Sub-Fund: Diversified Income from Industries Primed for Growth

Stable rental income from a tenant base spanning a range of industries



Terms and Fee Structure

	Office & Retail Sub-Funds	AUP Bratislava Sub-Fund	Logistics Sub-Fund	Realitní OPF
Subscription Fee	• Up to 3% of invested amount			
Redemption Fee	• 3% in first 3 years • 2% in 4 th year • 1% in 5 th year • 0% after 5 years	• 3% until 31. 12. 25 • 2% until 1. 12. 26 • 1% after 1. 1. 27	• 5% in first 3 years • 0% after 3 years	• 10% in first year • 5% in 2 nd – 3 rd year • 2% in 3 rd – 5 th year • 0% after 5 years
Management Fee	• 1% p.a.	• 1.5% p.a.		• 1.9% p.a.
Performance Fee	• 10% of performance up to 10% • 15% of performance above 10%		• 10% of 10% • 20% of 10 – 20% • 30% of above 20%	• 10%
Investment Horizon	• 5+ years	• 10+ years	• 3+ years	• 5+ years
Currency	• EUR • CZK	• EUR • CZK	• EUR	• EUR • CZK
Minimum Investment	• EUR 125 000 • or CZK 1 million if individually approved by Fund's administrator			• CZK 100
Valuation Dates	• Quarterly	• Semi-annually		• Monthly
Liquidity	• Redemptions up to 6 – 12 months depending on amount. • Shares traded on Prague Stock Exchange.	• Closed for redemptions in first 5 years	• 6 – 12 months	• 30 days

Taxation Advantages



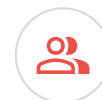
Asset Level (SPV)

- Standard corporate income tax



Fund Level

- Dividends from SPVs / Sale of SPVs: 0% after 12 months
- Other income: 5% corporate income tax



Investor Level (individual)

Czech

- Capital gains tax: 0% after 3 years
- Dividends: subject to withholding tax (15%)

Slovak

Unlisted Fund

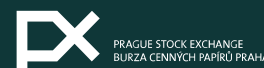
- Capital gains tax: 19% or 25% plus health insurance levy (14%)
- Dividends: subject to withholding tax (15%)

Fund Listed on PSE

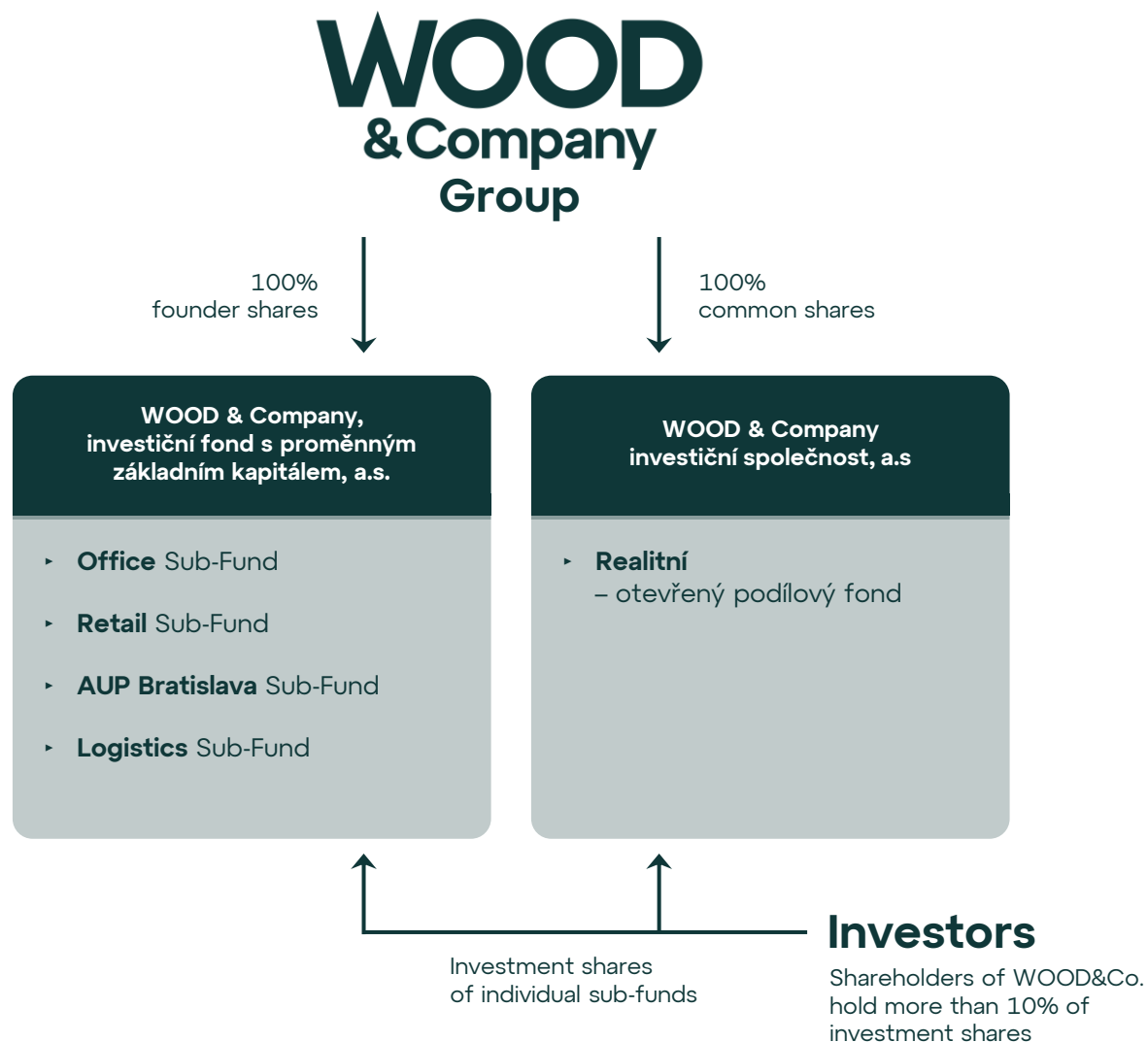
- Capital gains tax: 0% after 1 year
- Dividends: subject to withholding tax (15%)



The EUR and CZK investment shares of **Office Sub-Fund** and **Retail Sub-Fund** are listed on the Prague Stock Exchange.



Structure



Regulator



Depository



Valuator (RICS)



Valuator (Equity)



Auditor



ESG Consultant



Over 60 Professionals with Wealth of Experience in Finance and Real Estate

Prague



Jiří Hrbáček
Portfolio Manager



Marek Herold
Portfolio Manager



Jan Kubíček
Portfolio Advisor



Peter Turner
Investment Director



Jan Mechl
Head of Leasing CEE



Štěpán Šatoplet
Asset Manager

Bratislava



Martin Šmigura
Investment Director



Miroslav Hilčík
Senior Investment Manager



Matěj Hodek
Senior Investment Manager



Richard Lelák
Investment Manager



Ema Kluková
Investment Analyst



Martin Rozhoň
Asset Manager

Warsaw



Jan Kolb
Investment Manager

+ 50 Real Estate Professionals

Including Asset Managers, Property Managers, Leasing Managers who provide daily support to our tenants and maintain high standards of our buildings.

Sustainability in Practice – Selected Figures



Over 82%
of our properties have
green certification



15
bee colonies



Almost 30%
of our portfolio has
installed photovoltaic
panels



Over 56%
of our buildings have
green roofs and
terraces

Explore our approach to sustainability in our latest ESG Report available on our website.

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