

Real Estate Funds

Q3 2024



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 characterized 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 **Real Estate OPF** and **Logistics Sub-Fund**, and in **September Residential 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 and Residential Sub-fund enables qualified investors to participate in highly profitable warehouse development and residential development.

Key Portfolio Figures

Standing Assets

 EUR 1.23 B
Assets Under Management

 411 300 SQM
Gross Leasable Area

 EUR 87.20 M
Net Operating Income

 17
Properties

 819
Tenants

Office Sub-Fund

Annualised Return: 10.59%

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: 14.39%

8 – 10% p.a. net
Target Return

Shopping Centres in CEE
Investment Focus

5 + years
Investment Horizon

June 2016
Establishment

AUP Bratislava Sub-Fund

Annualised Return: 7.43%

> 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

Real Estate 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

Residential Sub-Fund

Recently Established

15% p.a. net
Target Return

Residential Development in CEE
Investment Focus

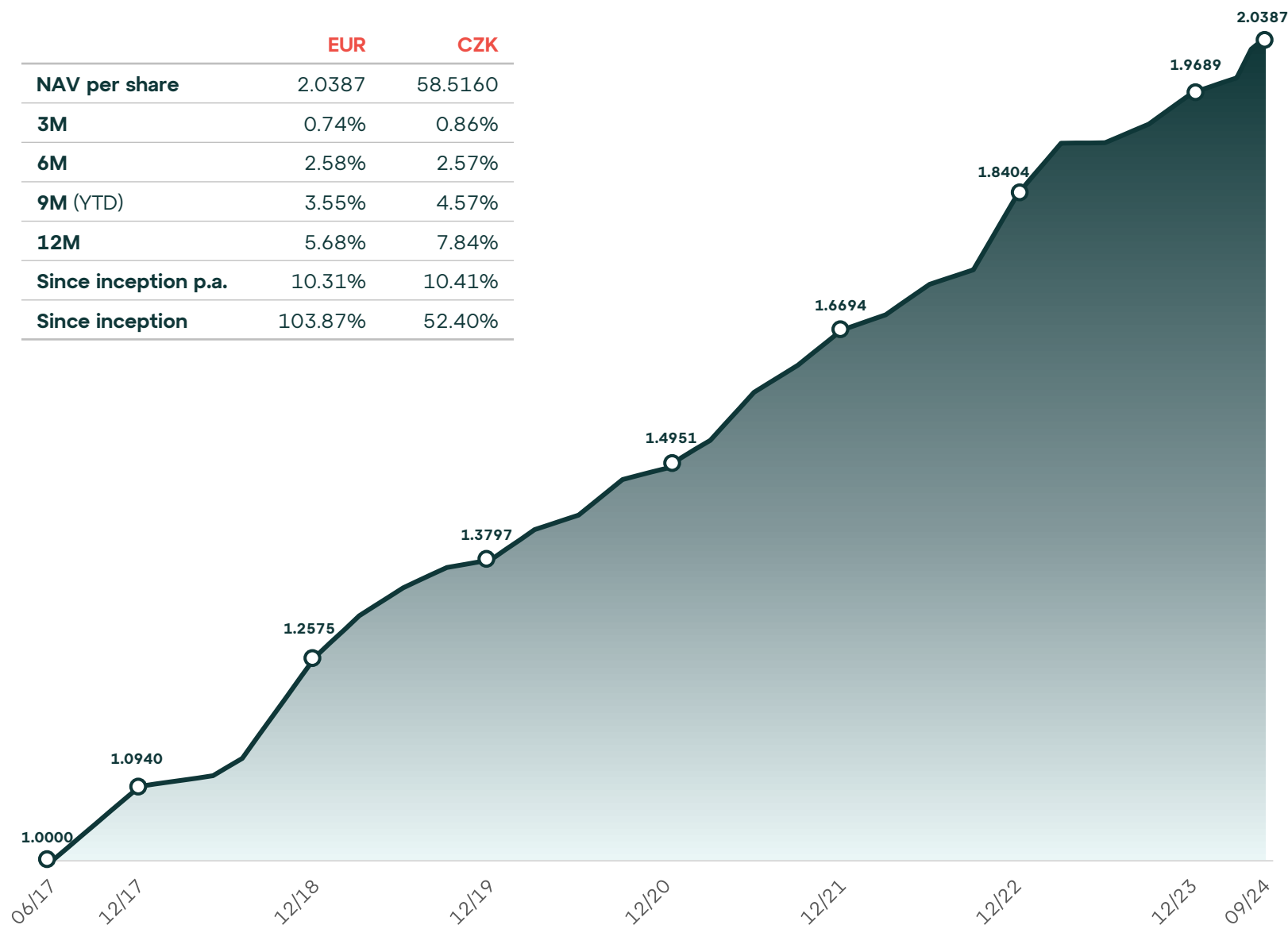
7 + years
Investment Horizon

September 2024
Establishment

WOOD & Co. Office Sub-Fund

30. 9. 2024

	EUR	CZK
NAV per share	2.0387	58.5160
3M	0.74%	0.86%
6M	2.58%	2.57%
9M (YTD)	3.55%	4.57%
12M	5.68%	7.84%
Since inception p.a.	10.31%	10.41%
Since inception	103.87%	52.40%



EUR 514.37 M
Gross Asset Value (GAV)

EUR 237.71 M
Net Asset Value (NAV)

227 200 SQM
Gross Leasable Area (GLA)

EUR 39.72 M
Net Operating Income (NOI)

90.77%
Average Occupancy

405
Number of Tenants

7.72%
Yield

EUR 2 262
GAV per SQM

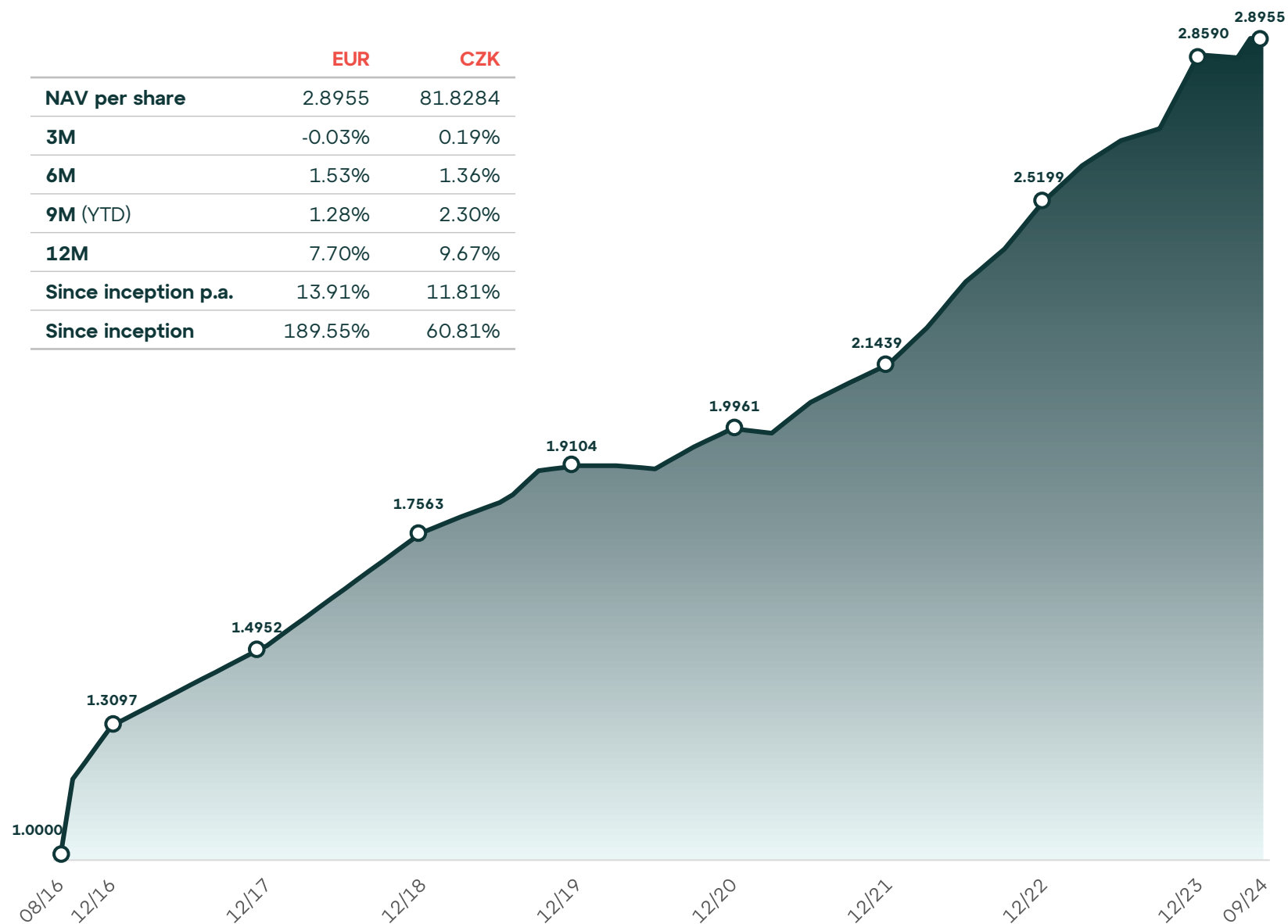
4.01 years
WAULT

51.42%
LTV (incl. issued bonds)

WOOD & Co. Retail Sub-Fund

30. 9. 2024

	EUR	CZK
NAV per share	2.8955	81.8284
3M	-0.03%	0.19%
6M	1.53%	1.36%
9M (YTD)	1.28%	2.30%
12M	7.70%	9.67%
Since inception p.a.	13.91%	11.81%
Since inception	189.55%	60.81%



EUR 225.79 M
Gross Asset Value (GAV)

EUR 121.99 M
Net Asset Value (NAV)

78 100 SQM
Gross Leasable Area (GLA)

EUR 16.25 M
Net Operating Income (NOI)

96.61%
Average Occupancy

216
Number of Tenants

7.20%
Yield

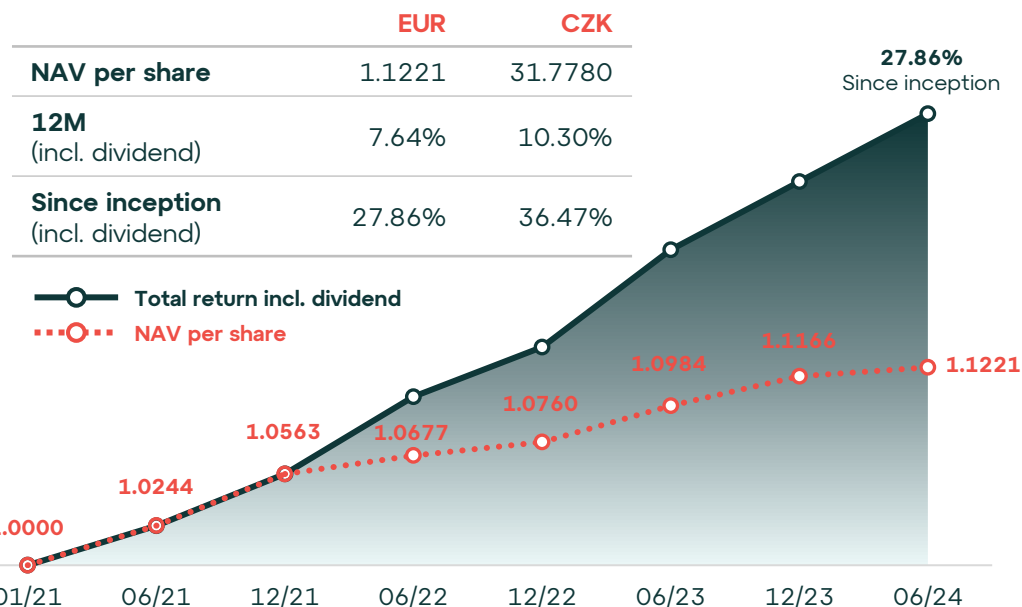
EUR 2 890
GAV per SQM

3.79 years
WAULT

50.41%
LTV (incl. issued bonds)

WOOD & Co. AUP Bratislava Sub-Fund

30. 9. 2024



Key Figures

- > 8% Target Equity Return**
- 5 – 6% Target Dividend**
- Approx. 98% Occupancy**
- 3.5 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**.

Target Return 15 %

Currency EUR

Valuation 2x p.a.

Inception 4Q 2023

*Performance since inception 31. 1. 2024 – 30. 6. 2024 **+0.69%**

NAV per share (EUR) 30. 6. 2024 **1.0069**

Projects

1 7R Park Tczew III

- Located on the A1 motorway, 50km from the port of Gdansk.
- A total of 4 buildings with leasable area of 153,000 sqm.
- Already built 46,400 sqm (of which 90% is leased).
- The first building is being leased and tenants are being sought for buildings 2-4.

2 Pilsen

- An agreement has been reached with the world's leading logistics developer for the construction of a modern industrial hall with an area of in excess of 40,000 sqm on the D5 motorway, west of Pilsen.
- Negotiations with tenants are currently underway and construction is expected to start in the first half of 2025.

3 D1 Park

- Logistics Sub-Fund provided a loan for the purpose of building a modern logistics hall on the D1 motorway and is negotiating with the developer about further possibilities of cooperation.

Pipeline

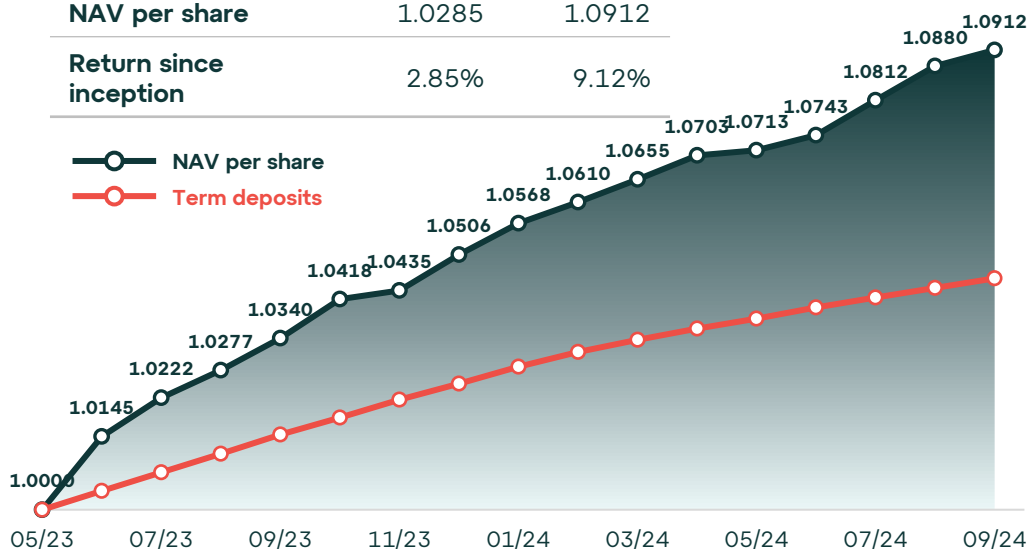
- We continue to evaluate numerous new opportunities across the Central European region.



WOOD & Co. Realitní OPF

30. 9. 2024

	EUR	CZK
NAV per share	1.0285	1.0912
Return since inception	2.85%	9.12%



Key Figures

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

Highlights

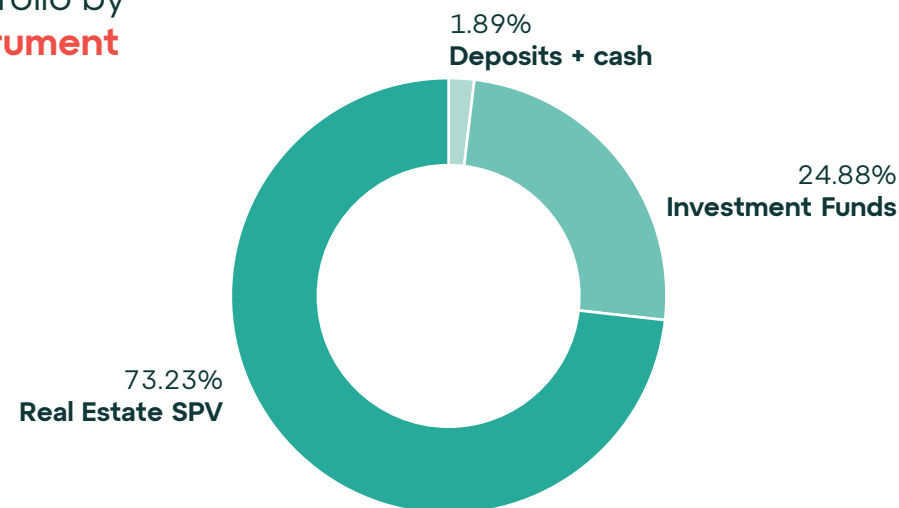
Realitní OPF co-invests with WOOD & Co.'s funds for qualified investors and is actively engaged in the ownership and management of real estate assets.

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

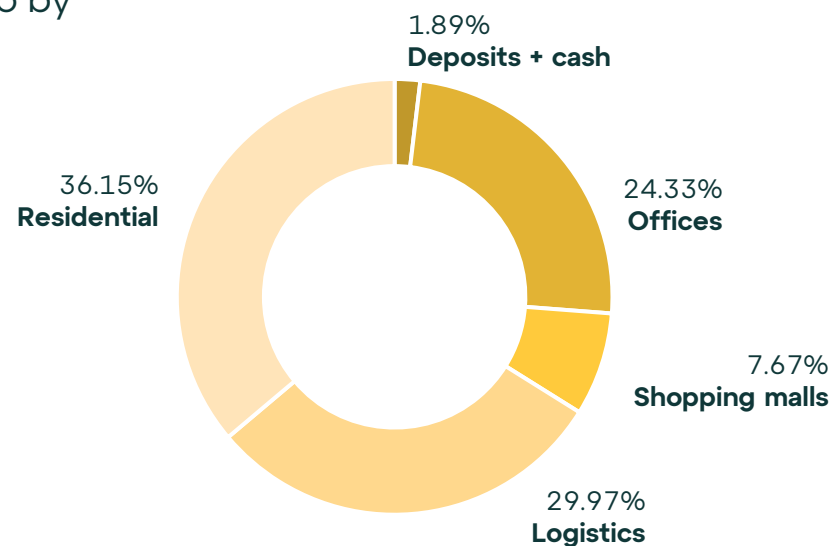
Currency risk is actively managed to maximise performance in CZK.

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

40 800 SQM
Leasable Area

Harfa Office Park

Prague / Czech Republic

Retail Sub-Fund



July 2016
Acquisition Date

21 400 SQM
Leasable Area

Westend Tower

Bratislava / Slovakia

Office Sub-Fund



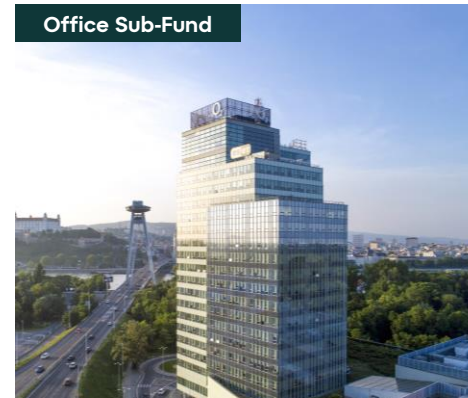
June 2017
Acquisition Date

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



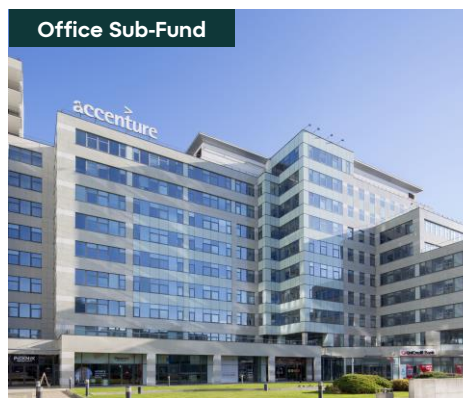
June 2018
Acquisition Date

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

15 900 SQM
Leasable Area

*The property was sold in October 2024, price was above the market valuation.

The Greenline

Prague / Czech Republic

Office Sub-Fund



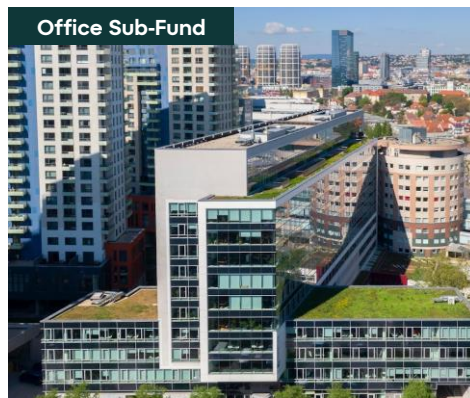
November 2019
Acquisition Date

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



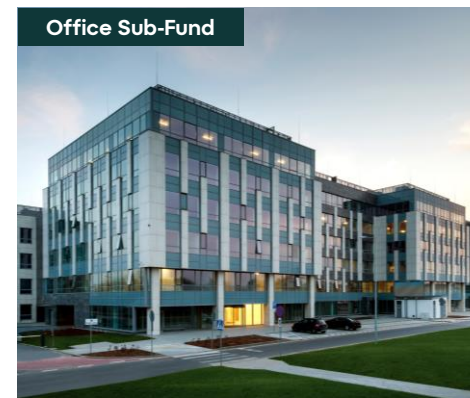
April 2021
Acquisition Date

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



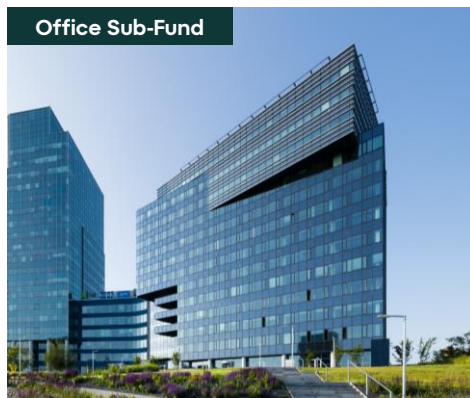
June 2022
Acquisition Date

7 600 SQM
Leasable Area

Lakeside Park 02

Bratislava / Slovakia

Office Sub-Fund



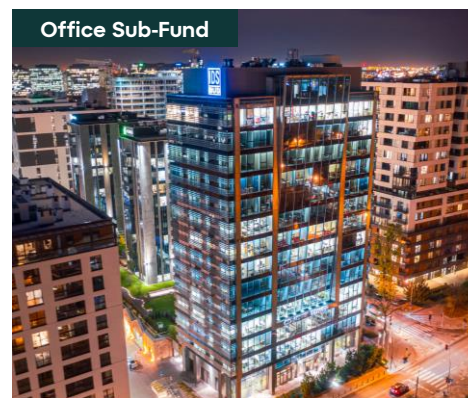
March 2023
Acquisition Date

15 200 SQM
Leasable Area

Concept Tower

Warsaw / Poland

Office Sub-Fund



February 2024
Acquisition Date

9 000 SQM
Leasable Area

7R Park Tczew III

Tczew / Poland

Logistics Sub-Fund



April 2024
Acquisition Date

46 400 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 growth in the retail segment continues in 2024



+ 4.94%

Retail Sub-Fund **Turnover**
Q3 2024 vs Q3 2023



+ 7.91%

Retail Sub-Fund **Footfall**
Q3 2024 vs Q3 2023

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

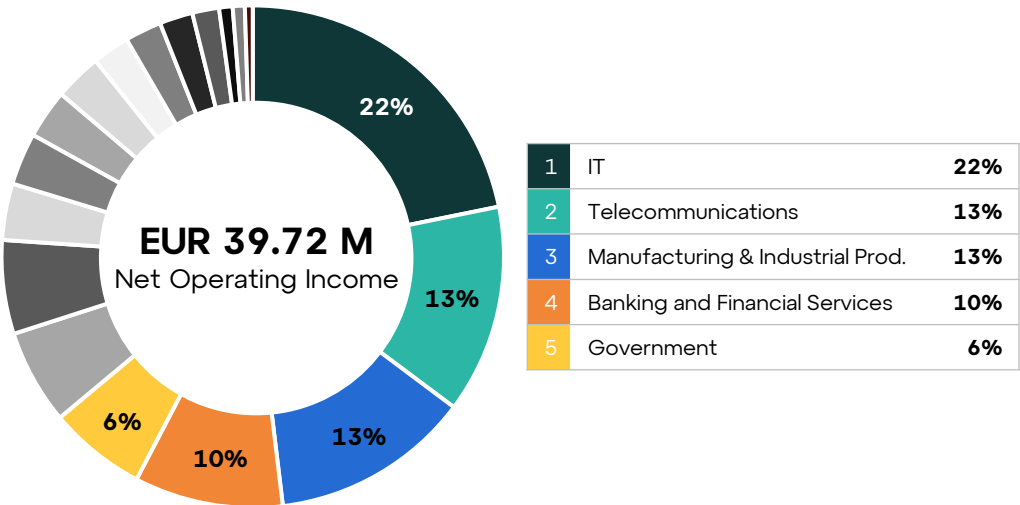
44% Local Foreign 56%

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



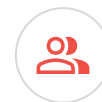
Asset Level (SPV)

- 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

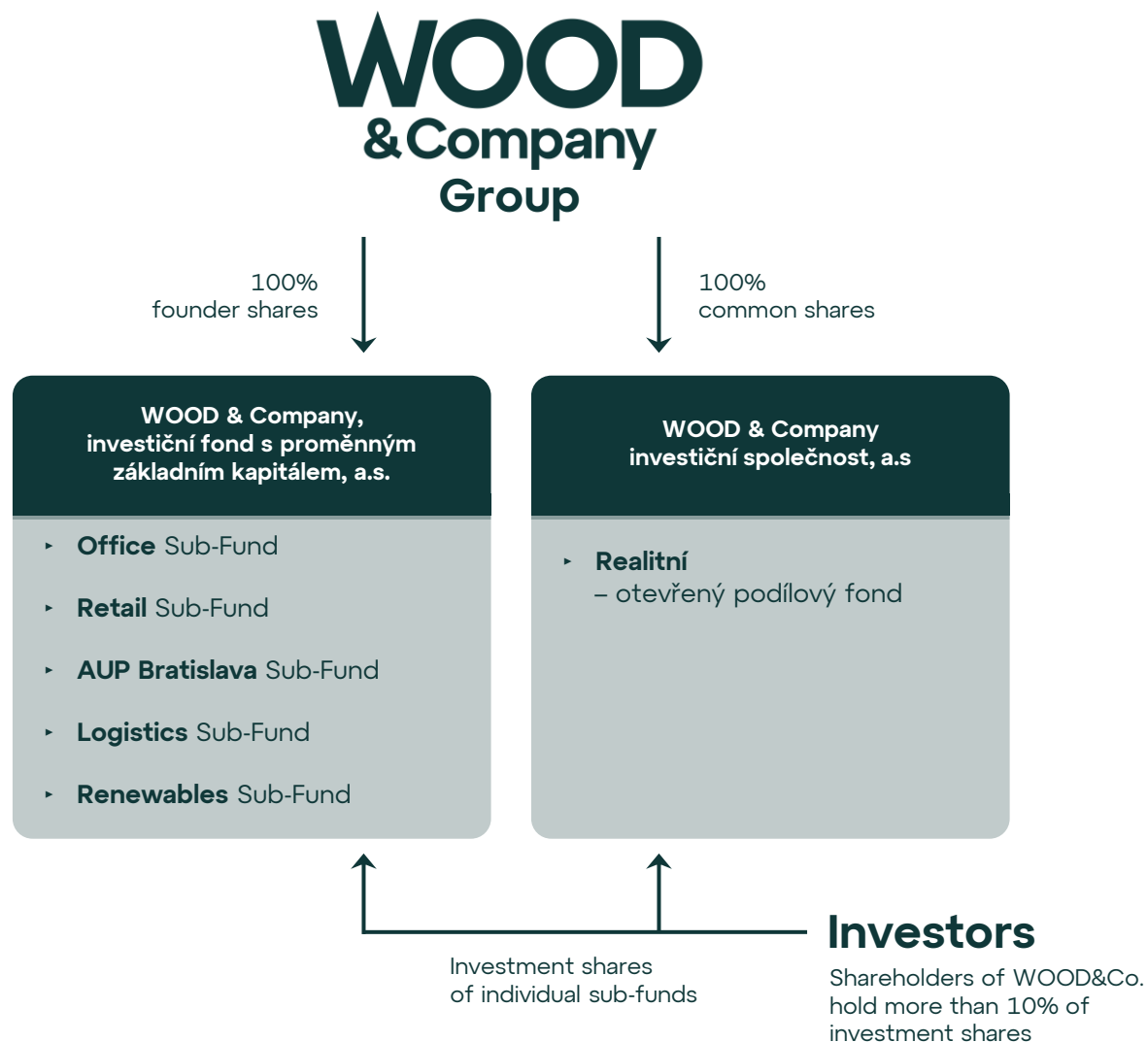
- Capital gains tax: 0% after 1 year
- Dividends: subject to withholding tax (15%)



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



Radovan Sukup
Senior Investment Manager



Branislav Planka
Investment Associate



Martina Zacharová
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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