



**EFTEN
REAL
ESTATE
FUND**

EFTEN Real Estate Fund Investor Presentation

November 2024

PRIVATE AND CONFIDENTIAL

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2. Real estate market
3. EREF overview
4. SPO



Capitalizing on market conditions to drive growth

1 Path to favorable market conditions and outlook

- Two interest rate cuts by the ECB since June 2024
- Anticipated continuation of interest rate reductions at an accelerated pace
- Decrease in financing costs is positively impacting the recovery of demand for real estate
- Current market environment continues to offer attractive investment opportunities

2 Existing portfolio displaying strong fundamentals

- EfTEN's Existing portfolio consists of 35 high quality properties diversified across different sectors
- Strong and continuously growing cash flow
- Vacancy rate remaining at low 3.5% level in Q3 2024
- Solid financial performance enables to pay stable dividends to investors and expand the portfolio

3 Share offering supporting further portfolio growth

- New capital will provide necessary funds to make new acquisitions
- Multiple potential projects already in the pipeline
- EfTEN has reputable track record, extensive experience and top-of-the-class knowledge for making successful real estate investments in the region

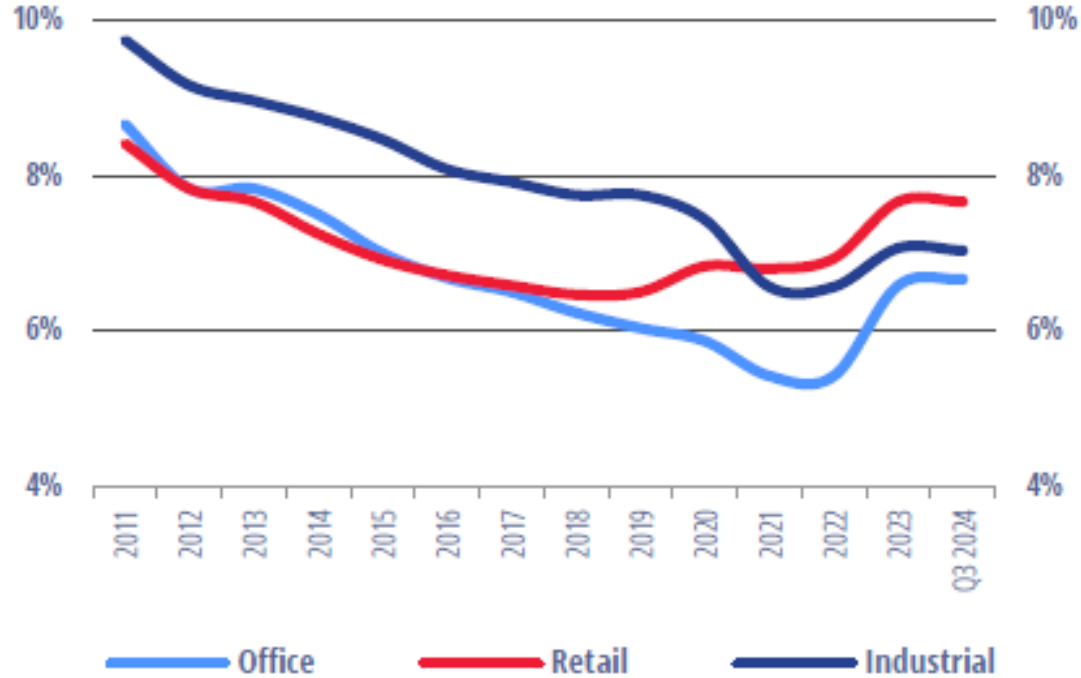
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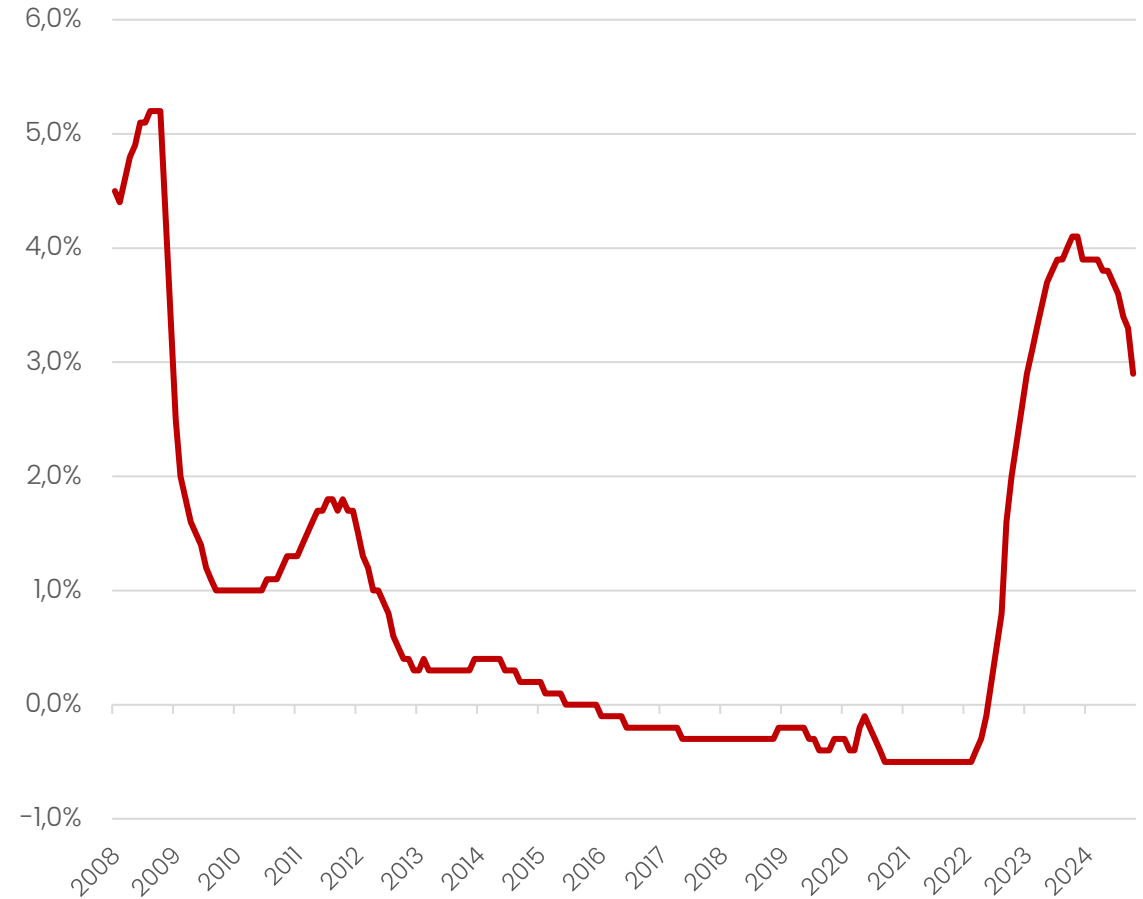


Yields have become more attractive, while financing cost is decreasing

Average prime yield dynamics in the Baltics

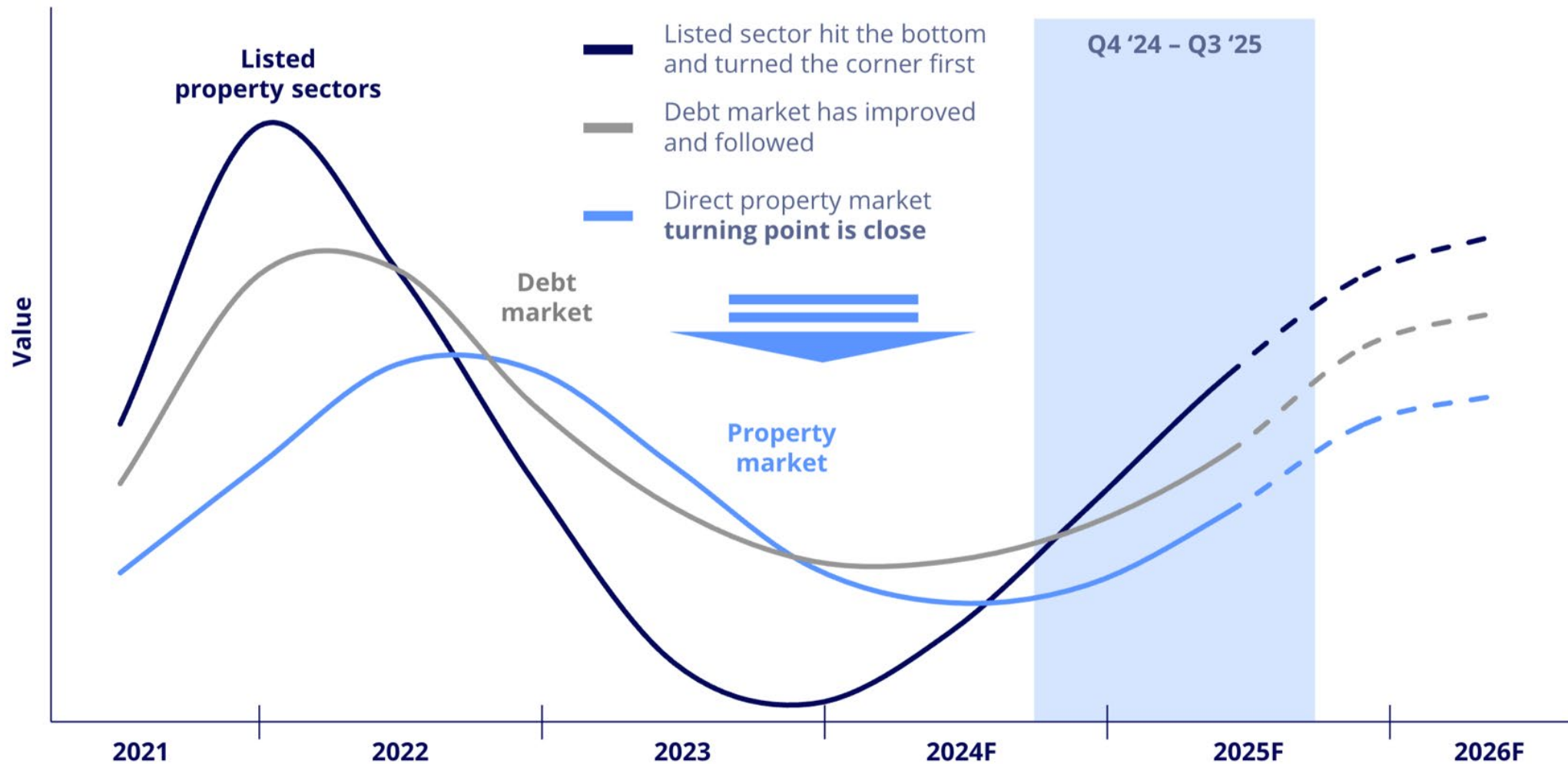


EURIBOR 6-month



Source: Colliers, ECB

Potential market bottom potentially reached, setting the stage for recovery






Source: Colliers

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EfTEN Real Estate Fund snapshot

-  Founded in **2015**
-  Fund portfolio value of **€ 369m¹**
-  **35 properties** in Estonia, Latvia and Lithuania
-  **€ 29.6m NOI** and **€26.2m EBITDA** in 2023
-  **3.5%²** vacancy rate (30.09.2024)
-  **~6 700 investors**

 # of existing properties

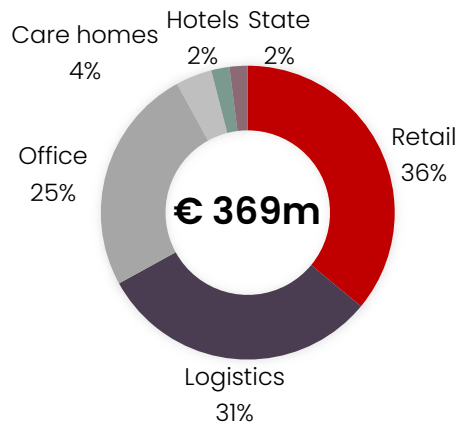


 Portfolio value:
EUR 192m¹

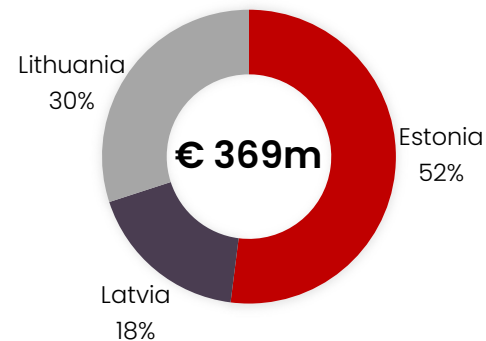
 Portfolio value:
EUR 66m¹

 Portfolio value:
EUR 111m¹

Portfolio by sectors¹









Portfolio by countries¹


















Note: 1) As of 30.09.2024; 2) EPRA vacancy rate

EREF portfolio by segments as of 30.09.2024

Sector	Net leasable area (m ²)	Fair value (€ thousand)	Actual net rental income (12 months)	Direct yield	Occupancy	WAULT (years)	Number of tenants	LTV
 Logistics	183 595	112 973	9 113	8.2%	98.8%	5.2	99	38%
 Retail	89 342	134 284	11 605	8.4%	99.2%	4.6	283	41%
 Office	60 211	91 143	6 933	7.6%	86.9%	2.5	177	42%
 Care homes	14 524	15 184	736	4.8%	100.0%	6.8	3	59%
 State	5 775	7 165	675	9.4%	100.0%	1.1	1	49%
 Hotels	4 874	8 543	388	4.5%	100.0%	5.9	1	59%
TOTAL	358 321	369 292	29 450	8.0%	96.8%	4.2	564	40%

Portfolio breakdown as of 30.09.2024














Premium properties across the Baltics

Property	% of portfolio	WAULT (years)
 Saules Miestas Retail Centre	10.9%	4.4
 Mustika Retail Centre	10.3%	3.5
 Jurkalne Technology Park	6.6%	8.1
 Tondi Rautakesko Retail	4.3%	7.4
 UKU Retail Centre	3.8%	5.1
 DSV Logistics	3.7%	2.1
 Tallinn Pärnu mnt 102 Office	3.6%	1.0
 Rutkauskos Office	3.5%	6.0
 Kuuli 10 Logistics	3.2%	5.7
 Evolution Office	3.2%	2.1
 Ramygalos Logistics	2.9%	12.6
 L3 Office	2.9%	2.2
 Betooni 6 Logistics	2.7%	2.0
 RAF Retail Centre	2.6%	4.1
 DSV Logistics	2.6%	2.1
Other (20 properties)	33.3%	3.3



35 properties in the Baltics

Diverse and high-quality tenant base

Tenant	% of portfolio
 DSV	8.7%
 Kesko Senukai	5.8%
 Livonia Print	5.5%
 Prisma	5.2%
 Logistika Pluss	3.0%
 Adax	2.9%
 Government of Estonia	2.8%
 DHL	2.6%
 Atea	2.4%
 Air Baltic	2.1%
 Premia	1.8%
 Rimi/ICA	1.7%
 Sūdamekodud	1.6%
Other (551 tenants)	53.7%



564 tenants across properties

Selection of properties

ESTONIA



LATVIA



LITHUANIA

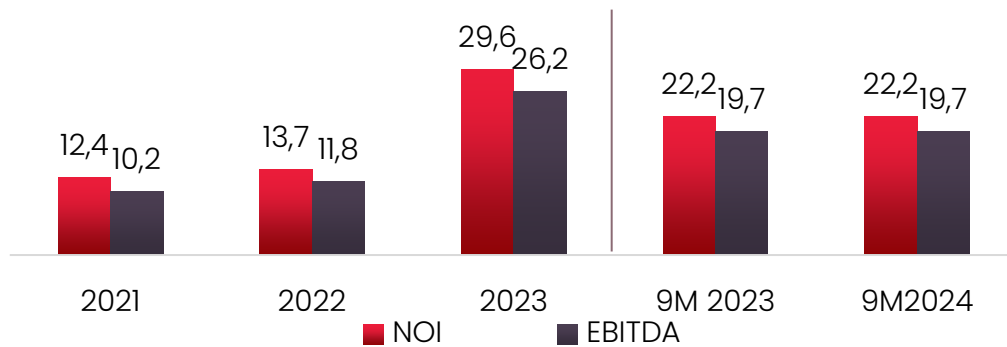


Business performance snapshot¹

On 1 January 2023, the EfTEN Real Estate Fund AS merged with EfTEN Kinnisvarafond AS

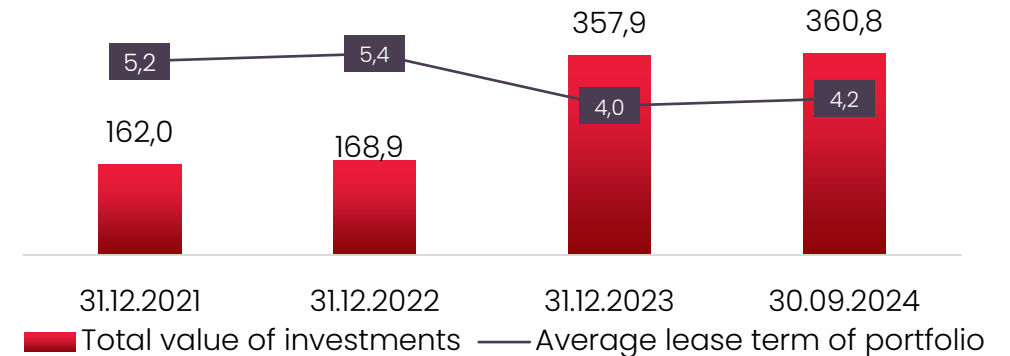
Solid and stable business fundamentals enable to finance new projects and dividend payments

€ million



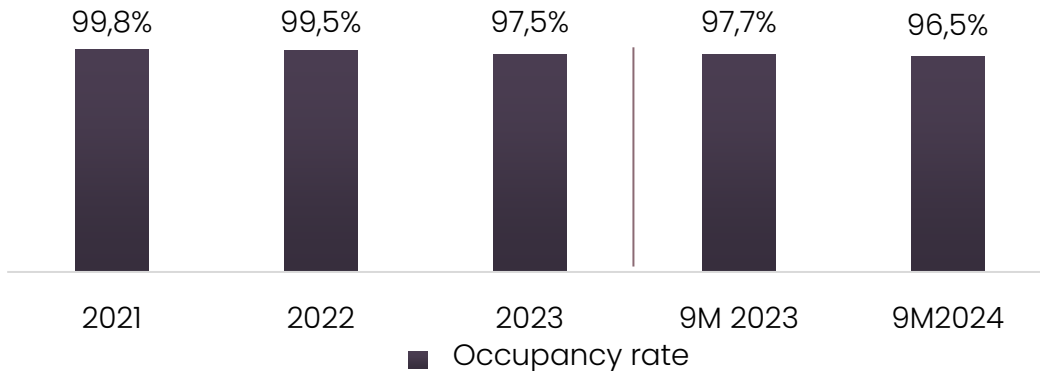
Continuous growth of the portfolio

€ million (# of years for lease term)



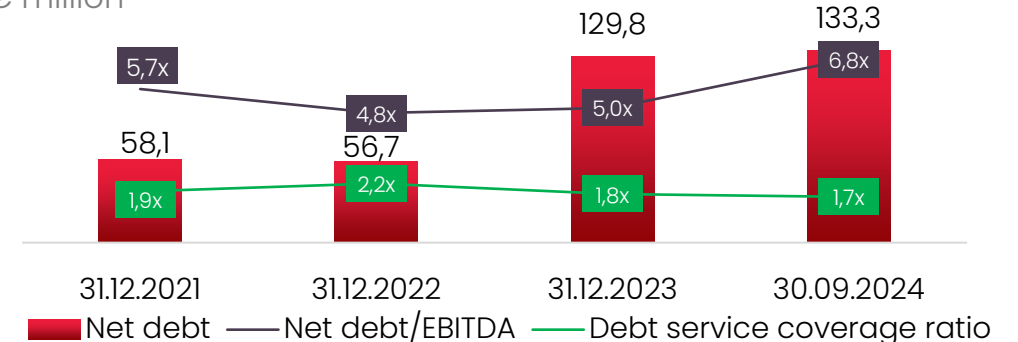
Occupancy has remained at high levels

%



During an active investment phase, debt servicing is remaining at reasonable levels²

€ million

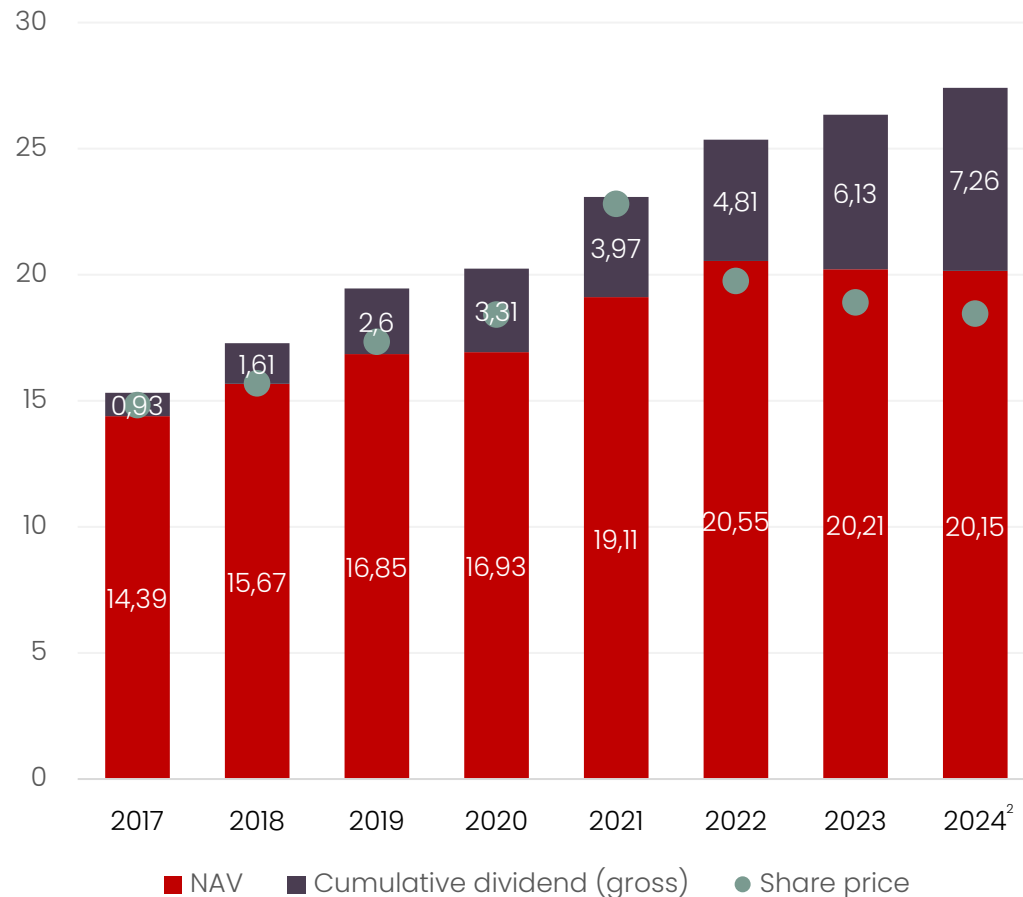


Note: 1) Past performance is not a guarantee nor an indication about future performance; 2) Debt service coverage ratio = EBITDA/(interest expenses + scheduled loan payments)

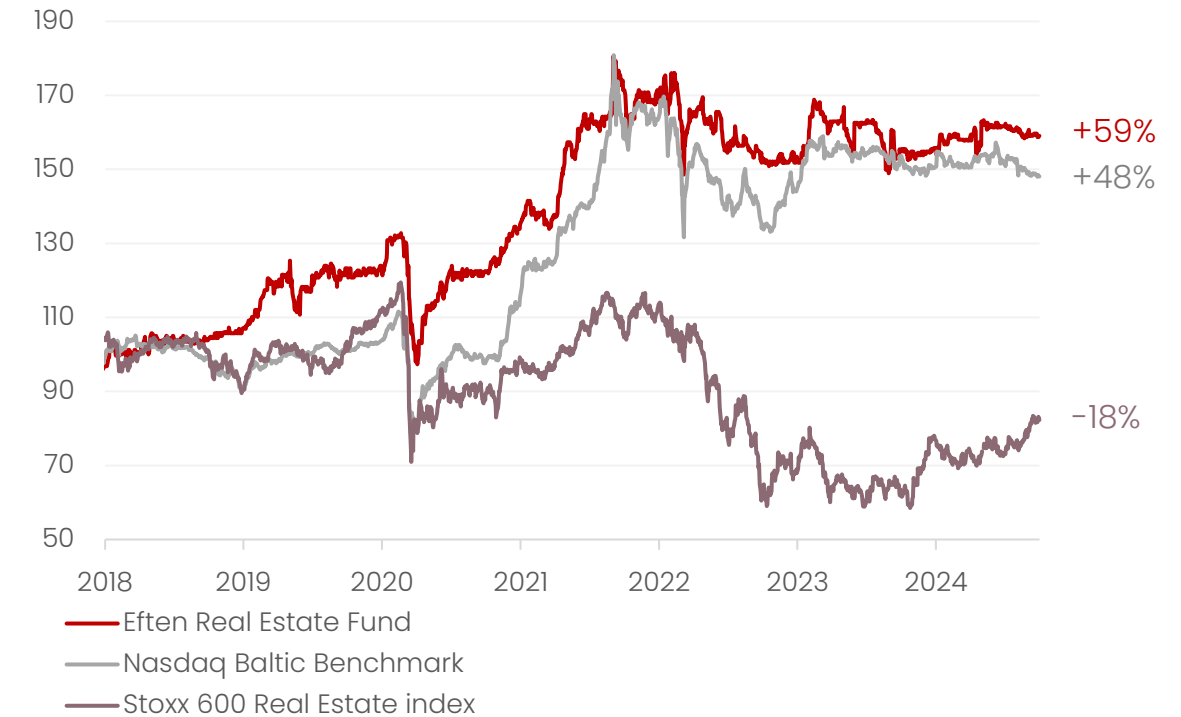
Trading overview¹

NAV and cumulative dividend

€ per share



EFTEN Real Estate Fund's performance since listing compared to benchmarks³



EFTIT SPO price	LHV LHV target price	Enlight target price
€19.0	€20 (+4.7%)	€20.5-24.6 (+7.3-28.8%)

Source: Nasdaq, FactSet

Note: 1) Past performance is not a guarantee nor an indication about future performance; 2) As of 30.09.2024; 3) Period between 01.12.2017 to 30.09.2024

Core team of **EfTEN Capital**



Mr. Viljar Arakas
Fund Manager, CEO

EfTEN Capital co-founder and CEO since 2008; Fund manager for all EfTEN funds

Former CEO of Arco Vara, leading real estate company in the Baltics; CEO of Arco Transport

22 years industry experience



Mr. Tõnu Uustalu
Investment Manager, CIO

EfTEN Capital co-founder and CIO since 2008; Fund manager for all EfTEN funds

Former portfolio and investment manager of East Capital; SEB Corporate Banking and RE financing

28 years industry experience



Mrs. Maie Talts
Head of Legal

Co-Founder and Head of Legal since 2008

Former lawyer and head of the legal team of Arco Vara, leading real estate company in the Baltics

27 years of legal experience



Mrs. Marilyn Hein
CFO

Co-Founder and CFO since 2008

Former Chief Accountant of Arco Vara, leading real estate company in the Baltics

28 years of financial experience



Mr. Viktors Savins
Latvia Country Manager

EfTEN Latvia Country Manager since 2013

Former Partner and CEO of Arco Development and SIA Arco Real Estate's real estate brokerage, valuation and property advisory unit in Latvia

22 years industry experience



Mr. Laurynas Žilys
Lithuania Country Manager

EfTEN Lithuania Country Manager since 2015

Former partner of CREalty advisors; Head of Investment Department at Colliers Lithuania

19 years industry experience

Team has managed **all EfTEN Capital funds**

Extensive experience in property investing and management

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Secondary public offering

Instrument	EfTEN Real Estate Fund AS shares
Subscription period	21 November 2024 – 06 December 2024
Offering	Estonia, Latvia, Lithuania
Listing	Nasdaq Baltic Main List
ISIN	EE3100127242
Subscription price	19,00 euros
Size	1 000 000 shares with upsizing option to 1 500 000 shares



Base size of €19 million with upsizing option of up to €28,5 million



Potential opportunity to acquire new properties on attractive terms



€7.2 million used for the finalization of 3 new projects and acquisitions



€11.8 million for potential new investments in near-future

Investment highlights



High quality and diversified portfolio helps to maintain strong base and cash flow generation to pay dividends to investors and finance further portfolio expansion



Disciplined business strategy combined with strong financial profile create significant edge in a market which is offering good long-term and low-risk investment opportunities



Experienced management team with a proven track record and deep sector expertise



Improving macro fundamentals provide additional upside potential for business performance

Disclaimer

This material has been prepared by EfTEN Capital AS, the largest real estate fund manager in the Baltics, to introduce the EfTEN Real Estate Fund. In our opinion, the material is based on information obtained from reliable sources. However, it is not possible to guarantee that the information is complete and true at all times; therefore, EfTEN Capital AS is not responsible for the consequences of using this information. This presentation cannot be considered as investment advice or recommendation and is not an offer to acquire units or shares in funds managed by EfTEN Capital AS. Information referring to historical performance should not be considered as a guarantee or promise of future performance. EfTEN Capital AS is not responsible for any costs or damages that the user may incur in connection with the use of the information provided in the overview. Potential investors should, if necessary, consult a professional (e.g., tax, investment, or legal) adviser.

THANK YOU!



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