

# **Corporate Presentation**







# Who We Are



# **Company Profile**



- Established market presence with prime asset portfolio
- Landmark office properties with strong value-add potential
- Pioneer in Green Logistics among Greek REICs
- Consistent and attractive dividend policy
- Backed by Piraeus Bank for stability and access to capital

# Value Creation Drivers



- Maximizing occupancy and rental income stability
- Delivering sustainable cash flows and enhanced returns
- Unlocking capital appreciation & longterm shareholder value
- Selective (re)developments to improve risk profile

# Commitment To Sustainability



- LEED/BREEAM certified properties
- GRESB participation and benchmarking
- Focus on energy upgrades and refurbishments
- Long-term alignment with ESG and emerging market trends

3



1st REIC

Listed on AthEx

#64

**Assets** 

€697.3M

GAV

#105

**Tenants** 

6.1%

Gross Yield(1)

415.1K

Sqm GLA

95.5%

Occupancy

**5.2**yrs

WAULT

€19.2M

Reported GRI

€14.5M

Adj. EBITDA

€328.1M

Debt

€16.9M

Cash

€40.2M

**Annualized GRI** 

€6.1M

Adj. EPRA Earnings

44.6%

**Net LTV** 

€1.597

NAV per share

(1) Based on Annualized Rental Income and calculated on available-to-let assets

# A Restart & Turnaround Story



1999

Founded by Piraeus Bank under the name Piraeus RFIC

# 2005

Became the first REIC to be listed on the Athens Stock Exchange

**Piraeus Bank** re-assumes control of the Company through a debt-to-equity swap, increasing its shareholding to 91.7%

2015

# Attracted foreign funding

# 2017

TRASTOR completed a €20.2M Rights Issue, Värde Partners' stake increases to 56% securing majority control

# 2019

TRASTOR completed a second €22.8M Rights Issue, expanding its portfolio with 17 new acquisitions

# 2021

TRASTOR completed 5 new acquisitions

# 2023

**TRASTOR** acquired 4 new assets

# 2025

On track to exceed €800M GAV and €50M Annualized Rental Income

# 2003

Granted the first **REIC license** by the Hellenic Capital **Market Commission** 

# 2008 -

2014

**Pasal Development** took over management control of TRASTOR

# 2016

Värde Partners acquired a 33.8% stake in the Company from Piraeus Bank

# 2018

TRASTOR commences its growth plan with 12 new acquisitions

# 2020

TRASTOR completed a third €37.2M Rights **Issue**, further expanding its portfolio with 9 new acquisitions

# 2022

**Piraeus Bank** raised its stake to **98.3**%, and **TRASTOR** acquired 7 assets

# 2024

**TRASTOR** completed its fourth Rights Issue, raising €75.0M and acquired 9 assets

Re-start with new management

Growth commenced

assumes control

Värde Partners exits and Piraeus Bank

# Strategic Capital Deployment - last 5 yrs





Net Investments + CapEx + Development Costs



# **A Trophy Platform**

# Office & Mixed Use



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Sector	Office
Location	Maroussi
GLA	19,744 sqm
Certification	BREEAM



Sector	Office
Location	Maroussi
GLA	14,669 sqm
Certification	BREEAM

# Labs Tower, Nicosia Upgrade to Green

Sector	Mixed Use
Location	Cyprus
GLA	11,378 sqm
Certification	LEED O+M

# Project Albatross Green Development

Sector	Office
Location	Maroussi
GLA	10,013 sqm
Certification	LEED - Gold



-	
Sector	Office
Location	Athens CBD
GLA	5,330 sqm
Certification	LEED - Gold



Sector	Office
Location	CBD
GLA	1,692 sqm
Certification	LEED - Silver

# **Logistics**



Sector	Logistics
Location	Aspropyrgos
GLA	22,351 sqm
Certification	LEED - Silver



TR/STOR

Sector		Logistics
Location		Aspropyrgos
GLA		24,080 sqm
Certificat	tion	LEED - Gold



Sector	Logistics
Location	Aspropyrgos
GLA	8,705 sqm
Certification	LEED - Gold



Sector	Logistics
Location	Aspropyrgos
GLA	74,700 sqm
Certification	LEED - Gold

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# **Strong Tenants Supporting Recurring Revenue**

























Office





































Logistics













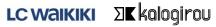
























Retail

















Other

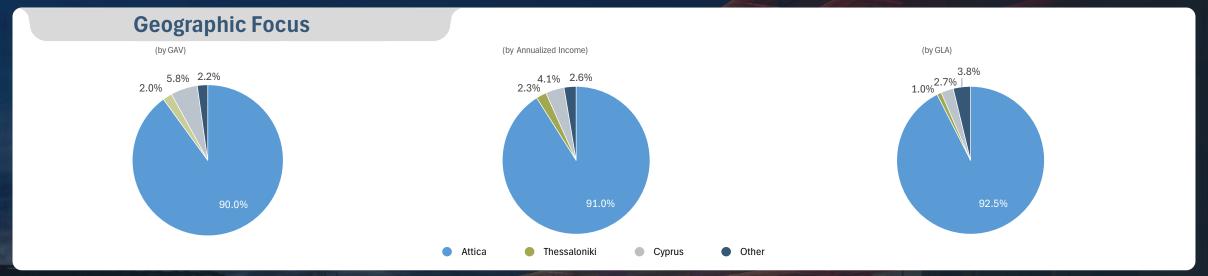


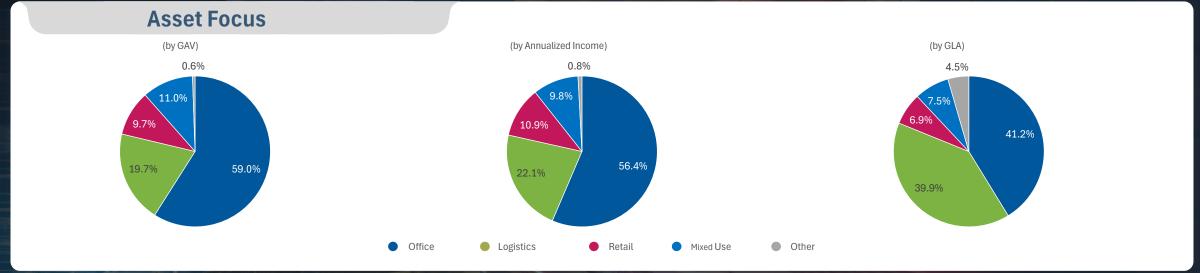


Note: As at 30.06.2025

# **Portfolio Positioning**

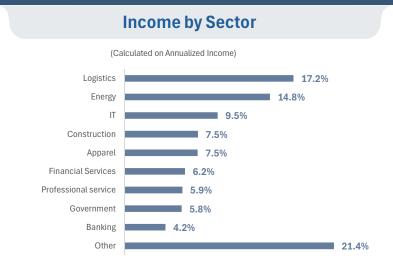






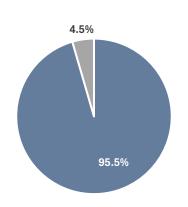
# **Tenant Mix**



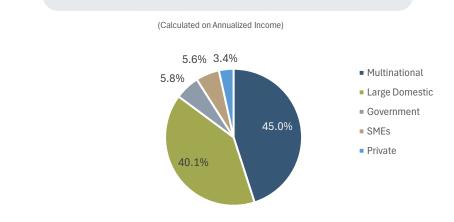


# **Lease Agreements linked to CPI**

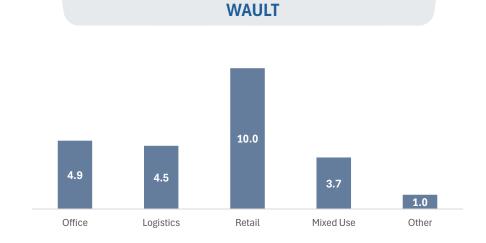
(Calculated on Annualized Income)



95.5% indexed with CPI, TOR or step-up

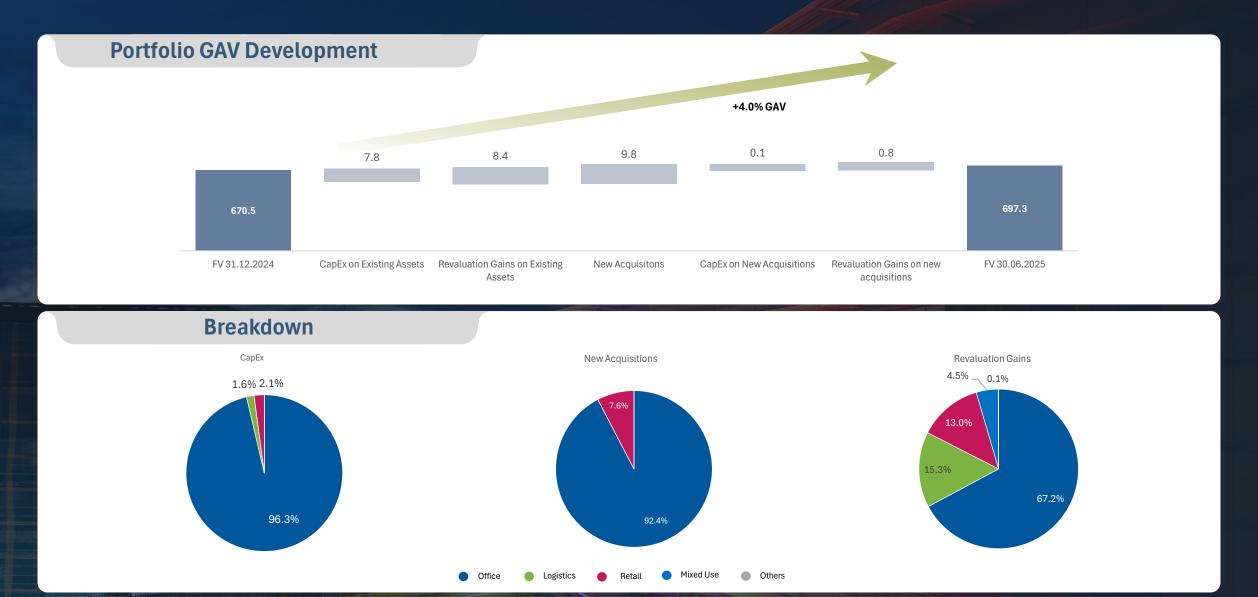


**Tenant Mix** 



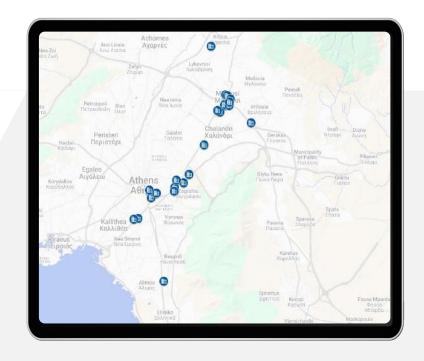
# **2025 H1 Investment Activity**





# **The Office Portfolio**





26

# of Assets

€411.5M

GAV

25.9%

LEED Certified<sup>(2)</sup>

171.2K m2

GBA

90.7%

Occupancy<sup>(1)</sup>

23.0%

of Total GAV is Green











# **The Logistics Portfolio**





13

# of Assets

€ 137.5M

GAV

36.4%

LEED Certified<sup>(1)</sup>

**165.6K** m<sub>2</sub>

GBA

100.0%

Occupancy

70.0%

Constructed after 2020<sup>(2)</sup>











# The Retail Portfolio

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# **High-Street Retail**

€38.2M

# of Assets

**GAV** 

**3.9K** m<sup>2</sup> GBA

96.6% Occupancy

# **Other Retail**

€29.8M

# of Assets

GAV

24.7K m<sup>2</sup>

**GBA** 

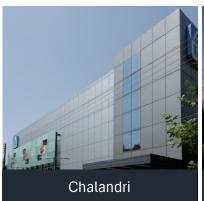
98.2%

Occupancy













# The Mixed-Use Portfolio & Other Assets



# Mixed-Use

€36.4M

# of Assets

GAV

**19.7K** m<sup>2</sup> GBA

98.5% Occupancy

Other Assets<sup>(1)</sup>

# of Assets

GAV

€3.8M

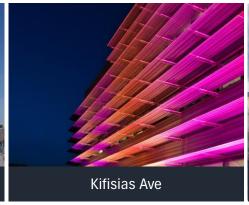
**18.6K** m<sup>2</sup>

**GBA** 

100.0%

Occupancy











(1) Includes legacy properties: 2 gas stations, 1 parking station, and one land plot

# **Cyprus Portfolio**



# The Best Office & Residential Tower in Nicosia



€40.1M

GAV

11.4K m<sub>2</sub>

GBA











# **ESG** Integration in our Strategy



# Sustainable Growth, Responsible Investments

TRASTOR was one of the first real estate companies to recognize the significant impact of ESG factors on its investment portfolio's sustainability and profitability.

The Company has integrated the principles of Sustainable Development into its operations, acknowledging that these principles are essential for its long-term growth.





# **Sustainable Properties**

Priority to energy efficiency, responsible construction and eco-friendly building materials









# **Community & Social Impact**

Enhancing tenant well-being, supporting local businesses, and fostering inclusive communities









# **Strong Governance**

Focus on transparency, ethical decision-making, and responsible investment practices

- Independent & Diverse Board of Directors
- Robust Compliance & Risk Management
- Shareholder Rights & Transparency
- Strengthening the Internal Audit System
- Annual reassessment of the internal regulatory framework
- Strengthening information systems and cybersecurity practices
- Extension of ESG risk management







**Carbon Reduction** 

Lower operational and embodied carbon through energyefficient solutions



Transparency & Reporting

Uphold high ESG reporting standards for accountability.



**Tenant Emissions** 

Implement initiatives to help tenants reduce carbon footprints



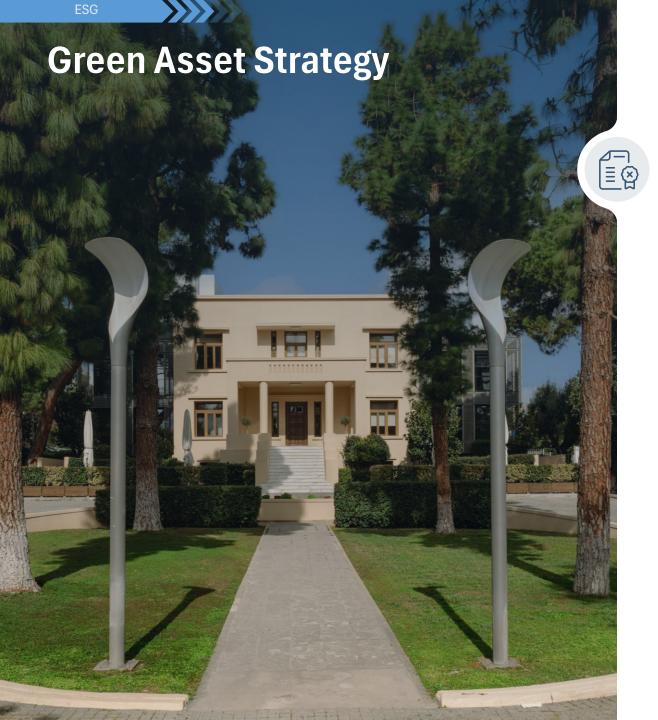
**Green Financing & Compliance** 

Leverage green financing while aligning with EU Taxonomy and CSRD.



Renewable Energy

Integrate solar, wind, and other renewables into our properties





In 2017, TRASTOR had no Green-certified assets.

Since 2023, we have embarked a bold transformation strategy with a clear ambition: to have at least **one-third of our assets green-certified by the end of 2026** and position TRASTOR as the **market leader in Green Logistics** in Greece.

This rapid transition toward sustainable assets reflects our strong commitment to building a **resilient and environmentally responsible portfolio**. By integrating green building certifications, we are not only reducing environmental impact but also **enhancing the long-term value and attractiveness** of our properties.

Our strategy aligns with the **growing market demand** for energy-efficient, sustainable real estate, ensuring that TRASTOR remains a **future-ready investment platform**.

# **Core Business Areas**

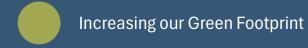


Our Green Portfolio (as of 30.06.2025)











Meeting growing demand



# TR///STOR

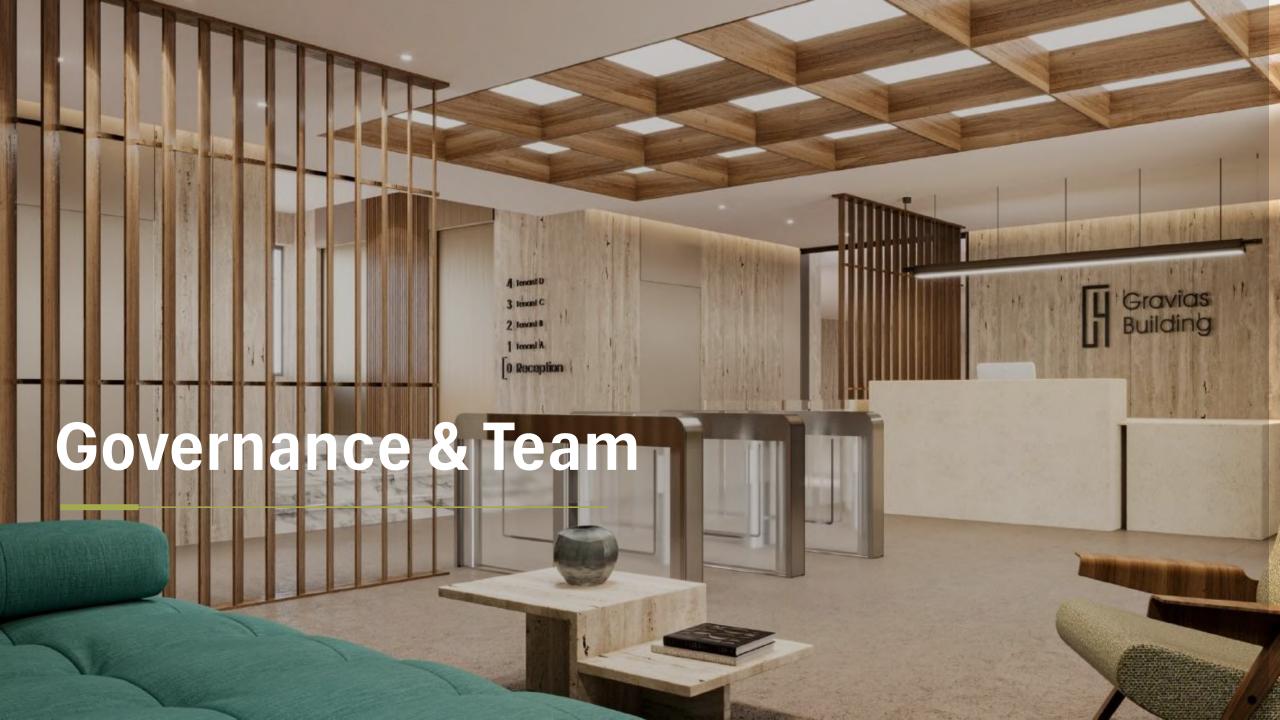
BALANCE SHEET - GROUP (€ '000)	31.12.2021	31.12.2022	31.12.2023	31.12.2024	30.06.2025
ASSETS					
Non-current assets					
Tangible assets	76	57	48	31	29
Right-of-use assets	192	210	1.100	1,015	987
Intangible assets	20	140	313	335	326
Investment properties	323,075	387,848	465,080	670,502	697,332
Other receivables	4,066	1,038	849	1,070	1,513
Total Non-current assets	327,428	389,294	467,390	672,953	700,187
Current assets					
Trade receivables	1,289	1,279	2,032	1,385	2,454
Other receivables	622	8,775	13,344	15,385	13,464
Cash and cash equivalents	16,079	17,843	12,793	34,410	9,546
Restricted cash	7,818	8,794	5,174	6,306	7,338
Total Current assets	25,808	36,691	33,342	57,485	32,802
Properties held for sale	1,855	4,502	3,590	-	-
TOTAL ASSETS	355,090	430,486	504,322	730,438	732,989

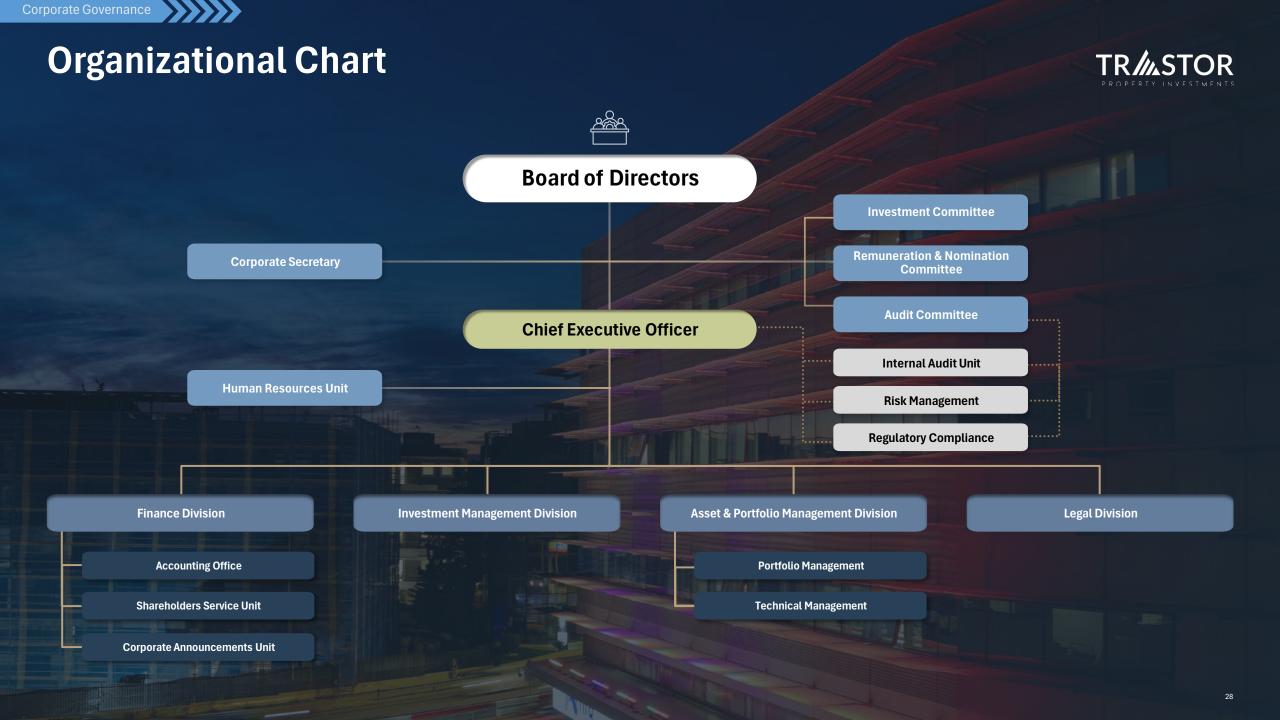
# TRIMSTOR

BALANCE SHEET - GROUP (€ '000)	31.12.2021	31.12.2022	31.12.2023	31.12.2024	30.06.2025
EQUITY AND LIABILITIES					
EQUITY					
Capital and reserves attributable to equity holders of the parent					
Share capital	75,364	75,766	76,180	122,369	122,369
Share premium	31,586	31,586	31,586	112,349	112,349
Convertible Bond loan	-	-	43,740	-	-
Reserves	39,009	39,319	38,658	40,394	40,808
Retained earnings	35,115	65,645	84,032	110,237	115,241
Total Equity	181,073	212,315	274,195	385,348	390,767
LIABILITIES					
Non-current liabilities					
Retirement benefit obligations	63	58	77	95	101
Borrowings	147,293	188,753	216,828	284,206	319,394
Tangible fixed assets lease liabilities	50	172	953	828	799
Investment properties lease liabilities	16,908	16,659	-	-	-
Other non-current liabilities	3,725	4,111	5,157	7,244	7,256
	168,670	209,753	223,015	292,373	327,550
Current liabilities					
Trade and other payables	2,247	3,175	3,532	5,982	6,076
Borrowings	2,474	4,553	2,212	44,937	7,090
Tangible fixed assets lease liabilities	152	40	176	238	246
Investment properties lease liabilities	300	260	-	-	-
Current tax liabilities	173	390	1,192	1,560	1,261
	5,347	8,419	7,112	52,717	14,672
Total Liabilities	174,017	218,171	230,126	345,090	342,222
TOTAL EQUITY AND LIABILITIES	355,090	430,486	504,322	730,438	732,989

# TR/MSTOR

PROFIT & LOSS STATEMENT - GROUP (€ '000)	FY 2021	FY 2022	FY 2023	FY 2024	2024 H1	2025 H1
Rental income from investment properties	18,138	21,689	25,452	30,551	14,251	19,171
Invoiced maintenance & Common charges	999	1,347	1,570	1,542	682	858
Total Income	19,137	23,036	27,112	32,093	14,933	20,029
Unrealised gains on revaluation from investment properties	16,935	26,020	19,659	29,441	11,683	9,153
(Loss) / Gain on sale of investment properties	794	811	163	154	-	-
Property expenses	(4,326)	(5,259)	(5,168)	(6,011)	(3,711)	(4,769)
Staff costs	(1,878)	(1,964)	(2,564)	(2,703)	(1,222)	(1,326)
Other operating expenses	(1,208)	(1,594)	(1,489)	(1,921)	(747)	(820)
Provision for asset impairment	(63)	0	(54)	(63)	(48)	(1,368)
Depreciation of tangible assets	(220)	(214)	(275)	(311)	(149)	(181)
Other income	125	71	2	18	10	22
Result from operating activity	29,297	40,908	37,386	50,697	20,750	20,739
Financial income	83	55	110	765	616	54
Financial expense	(6,024)	(6,451)	(12,769)	(15,018)	(7,531)	(7,186)
Profit before tax	23,356	34,512	24,726	36,445	13,834	13,607
Income tax	(339)	(573)	(2,077)	(3,038)	(1,478)	(1,261)
Profit after tax	23,017	33,940	22,649	33,407	12,356	12,347





# An Experienced Management Team With a Proven 9-Year Track Record



### **TASSOS KAZINOS**

### **Chief Executive Officer**

- 31 years of experience in the UK, USA, India and Greece
- Joined TRASTOR in 2015
- Worked for Piraeus Bank, Bain & Co, Argo Capital Management, and Arts Alliance. Served as an Executive Board Member of the Albert Abela Corporation

### **Qualifications**

- MBA, Harvard Business School
- BSc Economics, London School of Economics

### **GEORGE FILOPOULOS**

### **Chief Investment Officer**

- 22 years of experience
- Joined TRASTOR in 2015
- Worked for Piraeus Bank and Cushman Wakefield

### Qualifications

- Executive Certificates, Harvard GSD
- MSc Real Estate Economics & Finance, London School of Economics
- BSc Economics, Panteion University

## **GEORGE THEODOROPOULOS**

# **Asset & Portfolio Manager**

- 20 years of experience
- Joined TRASTOR in 2015
- Worked for Piraeus Bank, Marfin Group, and Virgin Group (UK)

### Qualifications

- BSc (Hons) Management & Systems, Cass Business School
- · Diploma in Property Valuation

## **DIMITRIS POLYCHRONOPOULOS**

## **Head of Legal, Compliance Officer**

- 24 years of experience
- Joined TRASTOR in 2017
- Worked as head of Legal in companies in the telecoms,
- travel & tourism, and real estate sector

### **Qualifications**

- LLM, University of Warwick
- · LLB, Democritus University
- Taxation Diploma, AUEB

# **IOANNIS LETSIOS**

# Finance Manager

- 44 years of experience
- Joined TRASTOR in 2015
- Worked as Finance Manager, Chief Accountant and Certified Auditor in numerous companies and held the position of Finance Manager in several subsidiaries of Piraeus Bank

## Qualifications

- Class A accounting professional ID
- BSc Economics, AUEB





# **Pillars**

# **Board of Directors**

- Responsible for the long-term success of the Group
- Provides leadership and direction to the Group on its culture, values, and ethics
- Sets strategy and oversees its implementation
- Agrees risk appetite and is responsible for risk oversight
- Responsible for corporate governance
- Monitors and controls the overall financial performance of the Group
- Appoints Senior Management Team



# Delegation: Certain matters are delegated to its three principal Committees



### **Audit Committee**

- Oversight of financial and other reporting
- Monitoring and evaluation of internal control and risk management systems
- Supervision of the Internal Auditor,
   Risk Officer, and Compliance Officer



### **Investment Committee**

- Review, analysis, and approval of new investments/divestments recommendations made by management
- Recommends new investments to the BoD
- Approval of commercial terms for new leases and major changes to existing ones
- Monitoring the Company's business plan implementation



# Remuneration & Nominations Committee

- Design, monitoring, and review of remuneration policy
- Executive remuneration policies
- Assesses BoD members and recommends new candidates to the AGM of shareholders
- Succession and new appointments planning

### **Senior Management Team**

The Board delegates the execution of the Company's strategy and day-to-day management of the business to the Senior Management Team.

### **Executive Committees**

These have oversight of key business activities and risks including: Investment, development, asset management, risk, compliance, operations, health and safety, marketing, finance, and investor relations.

Membership comprises of Directors, Senior Management Team members, and other staff as appropriate

# **Directors and Committees' Members**



# **Board of Directors**

- **Lambros Papadopoulos** 
  - Chairman, Independent Non-Executive Member
- loannis Vogiatzis

Non-Executive Member

Jeremy Greenhalgh
Independent Non-Executive

Member

Dimitrios Ragias

Non-Executive Member

**(-)** 

### Tassos Kazinos

Vice Chairman, CEO, Executive Member

George Kormas

Non-Executive Member

Susana Poyiadjis

Independent Non-Executive Member

Artemisia Kourkoumeli
Non-Executive Member

# **Committees**



## Susana Poyiadjis (Chairwoman)

- Artemisia Kourkoumeli
- Lambros Papadopoulos



# **Tassos Kazinos (Chairman)**

- Ioannis Vogiatzis
- George Kormas
- · Dimitrios Ragias



## Jeremy Greenhalgh (Chairman)

- George Kormas
- Susana Poyiadjis

# A Diverse and Independently Minded Board with Strong Multinational Experience



### **LAMBROS PAPADOPOULOS**

Chairman of the Board Independent Non-Executive Member Audit Committee Member Appointed: July 2017

- 30 years of professional experience
- Worked for Ernst & Young (Audit and Corporate Finance) and Citigroup (Head of Analysis for the Greek Stock Market)
- Chairman of the Cyprus Asset Management Company
- B.A.(Hons) Accounting with Computing, University of Kent
- Member of the Institute of Chartered Accountants in England and Wales

### **TASSOS KAZINOS**

Vice Chairman
CEO, Executive Member
Investment Committee Chairman
Appointed: June 2015

- 32 years of professional experience in the UK, USA, India and Greece
- Worked for Piraeus Bank, Bain & Co, Argo Capital Management, and Albert Abela Corporation
- MBA, Harvard Business School
- BSc Economics, London School of Economics

### **IOANNIS VOGIATZIS**

Non-Executive Member Investment Committee Member Appointed: March 2022

- 27 years of professional experience in alternative investments and distressed asset management
- CEO & CIO of Strix Asset Management, an Irish private equity firm. Worked for NBGI Private Equity and Citigroup Venture Capital International
- MBA, Ecole Nationale des Ponts et Chaussées
- MEng in Chemical Engineering, University of Birmingham

### **GEORGE KORMAS**

Non-Executive Member
Investment Committee Member
Remuneration Committee Member
Appointed: December 2018

- 22 years of professional experience in banking, real estate and tourism
- He served as Advisor to the Governor of the BoG, worked for the ECB, General Manager and Executive Committee member of PB, CEO of Piraeus Real Estate and PICAR
- · RICS Fellow (FRICS)
- MSc in Business Administration, Banking and Finance, Justus-Liebig-Universität Gießen (JLU) in Germany
- BSc (Vordiplom) in Economics and Management Sciences, Justus-Liebig-Universität Gießen in Germany

### JEREMY GREENHALGH

Independent Non-Executive Member Remuneration Committee Chairman Appointed: February 2017

- · 44 years of professional experience
- 24 years in corporate finance in London and New York for UBS, Goldman Sachs, and Hambros Bank
- 20 years as an Independent finance consultant
- MBA, Harvard Business School
- · MA Natural Sciences, Cambridge

### **SUSANA POYIADJIS**

Independent Non-Executive Member Audit Committee Chairwoman Remuneration Committee Member Appointed: April 2021

- 25 years of professional experience
- Senior Partner of Nexia Poyiadjis, Cyprus
- LLB (Hons) Law, University of Bristol
- Member of the Institute of Chartered Accountants in England and Wales

### **DIMITRIS RAGIAS**

Non-Executive Member Investment Committee Member Appointed: November 2023

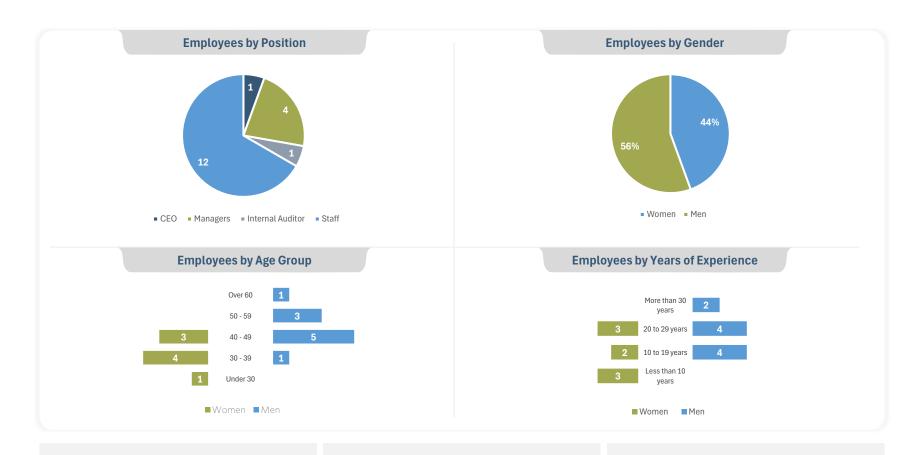
- 18 years of professional experience
- Head of the Group Real Estate Unit of Piraeus Group,
   CEO of Piraeus Real Estate S.A. and PICAR S.A.
- MBA, INSEAD Business School
- B.Sc./M.Sc. in Civil Engineering, Aristotle University of Thessaloniki

### **ARTEMIS KOURKOUMELI**

Non-Executive Member Audit Committee Member Appointed: March 2025

- 27 years of professional experience in banking, strategic planning, risk management, and project management
- Credit Analyst at Citibank, Associate at Morgan Stanley, Head of Securitizations & Participations at Piraeus Bank
  - MSc in International Banking and Financial Studies, Heriot-Watt University
  - B.Sc. in Economics, National and Kapodistrian University of Athens

# **Our Team**





18
People



43 Average Age



Avg Years of Experience



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TRUST

GROWTH

EXPERTISE

SUCCESS

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