

# Globalworth: CEE's Leading Office Landlord

2020 Interim Results Presentation



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# H1 2020 - Financial Highlights

Our Real	Estate
<b>Platform</b>	

Portfolio Value €3.0bn -1.1% vs 31 Dec 19 Green portfolio value €2.3bn +3.1% vs 31 Dec 19 Increase in GLA Footprint
34.8k sqm
+2.9% vs 31 Dec 19

Resilient Operating Performance

Leasing Activity
115.5k sqm
+14.1% vs H1 19

Occupancy Rate<sup>(1)</sup>
93.3%
-1.4% vs 31 Dec 19

Contracted Rent
€190.2m
-0.4% vs 31 Dec 19

Portfolio Value LfL €2.7bn -2.8% vs 31 Dec 19 Occupancy Rate LfL<sup>(1)</sup>
94.0%
-0.8% vs 31 Dec 19

Contracted Rent LfL €182.1m -0.7% vs 31 Dec 19

Improved Key Performance Measures

Rental Income €81.2m +13.1% vs H1 19 Adjusted normalised EBITDA **€71.5m**+16.1% vs H1 19

EPRA Earnings / Share

€21 cents

-8.7% vs H1 19

**Conservative Credit Profile** 

LTV 36.9% 31 Dec 19: 34.7% Financing Cost
2.52%
31 Dec 19: 2.83%

Cash & Cash Equivalents €567m +94.4% vs 31 Dec 19

<sup>(1)</sup> Occupancy of standing commercial properties, and in the case of Poland, including office rental guarantees.

# Our Highlights in H1-2020

#### Focus on safeguarding our business, protecting our assets and minimising our exposure to the impact of Covid-19

#### Covid-19 Pandemic & Impact in Poland and Romania

#### Global Covid-19 pandemic outbreak in March 2020 impacting the way we live and operate

 High number of confirmed cases, especially during the summer period, with more than 20.5 million and 3.1 million cases globally and in Europe respectively as at 27 August 2020

#### Our Markets of Focus Poland and Romania, have reacted relatively well to the pandemic

- Poland and Romania rank 13th and 9th in Europe with 64.7k (2.0k deaths) and 83.2k (3.5k deaths) in terms of confirmed cases, respectively
- Both countries have declared a "state of emergency" for part of this period, and adopted several measures to address the pandemic, including restrictions on peoples movement, travelling, opening hours of commercial spaces and other

# Ensuring Health & Safety for People in our Properties and the Wider Communities

#### Protecting the people who work and visit our properties, as well as our wider communities

- Implemented several measures to aiming at minimising exposure to Covid-19 and raising awareness
  - Established detailed action plan in case of a Covid-19 case being detected in one of our buildings
  - Performed frequent disinfections of high traffic areas, maintained a continuous open communication with our tenants and suppliers on matters related to Covid-19, installed hand disinfection stations, established a circulation protocol in our properties and other

#### The Globalworth Foundation

- Globalworth Foundation focused its efforts primarily in the fight against the Covid-19 pandemic in Romania and Poland
- Since the outbreak of the pandemic, the Foundation has donated over €650k to help fund medical supplies, as well as logistical, human and material support to hospitals, the red cross and related staff



# Our Highlights in H1-2020 (cont'd)

#### Comprehensive Review of Investment and Development Pipeline

- Reviewed our development and investment pipeline considering the Covid-19 pandemic outbreak
- Delivered Globalworth Campus Tower 3 in Bucharest (+35.5k sqm) in Q1-2020
- Focused on developments with significant pre-lets or advance level of construction
  - Reduced our original expected development capex for 2020 by more than €36.0m
  - 2 industrial facilities and 2 offices under construction at 30 June in Romania (3) and Poland (1) which upon completion will add 91.5k sqm of high quality GLA to our portfolio
    - €47.8m remaining to be invested to completion
- Total investment of €74.7m in developments until H1-20
- All other new investments were suspended or put on hold / review

# Effective Asset and Property Management Initiatives

- Signed and/or extended 115.5k sqm of GLA at an average WALL of 3.2yrs
  - 74% of our leasing activity involving lease renewals
- Maintained an overall high level of occupancy across our portfolio of 93.3% (94.2% incl. options)
- Total contracted rent of €190.2m (30 June 2020)
  - Contracted rent of standing commercial properties up +1.5%
- Renovation & upgrade programme limited to absolute essential from a health, safety and maintenance perspective
  - Invested €4.2m in H1-20, with additional works of over €12.0m planned for this year deferred to the future
- Continued to internalise property management, with c. 83.6% of the total standing commercial portfolio by value (87.6% of office and mixed-use standing properties) managed in-house

#### High Quality Portfolio and Tenant Base reflected in High Rent Collections & Low Level of Tenant Claims

- Portfolio predominantly comprising of office and industrial spaces with limited exposure to retail
- Claims accounted for 4.2% of annualised contracted rent received and settled with tenants
  - Significant part of the tenant claims settled through rent concessions in exchange for lease extensions
  - c. 1.3% of annualized contracted rent in terms of claims were rejected
  - Further 0.8% of annualized contracted rent are under negotiation
  - Rate of collections for rents invoiced and due remained high at 95.5% during the first half of 2020, with the remaining in the process of being collected

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# Our Highlights in H1-2020 (cont'd)

# Maintained an Efficient and Flexible Capital structure

- Maintained investment grade by all three major rating agencies
  - Moody's affirmed Globalworth's Baa3 rating and changed its outlook to "negative" due to their change of outlook on Romania in April
  - S&P and Fitch affirmed Globalworth's BBB- rating and "stable" outlook in May
- In July we issued our inaugural green bond, raising €400m with a 6 year term (coupon 2.95%), in a transaction which was 2x oversubscribed
- Further improved our debt maturity profile, through the repurchase of c.41% of the notes maturing in 2022 at a 2.0% premium to their par value
- Increased the credit limit in our RCF to €215m (€200m drawn as of June 30<sup>th</sup>) which is available to the group until March 2024

# Investment in Sustainable Environment & Communities

- Added 6 environmentally certified properties to our portfolio in the first half of 2020
  - 13 other properties in certification or re-certification process
  - Globalworth Campus Tower 3, became in August the highest BREEAM Excellent rated property in our portfolio
  - 48 green certified properties, accounting for 83.8% of our standing commercial portfolio
- Issued our second sustainable development report for the Group for the FY 2019
- Further formalised our commitment to green financing initiatives, through our Green Bond Framework for which we received a second party confirmation by Sustainalytics

# **Strengthened Shareholding Base**

- The CPI Property Group became the largest shareholder in Globalworth, holding 29.6% of the share capital
- Growthpoint Properties and Aroundtown hold 29.5% and 22.0% of the share capital respectively

# Our Progress Since 2014

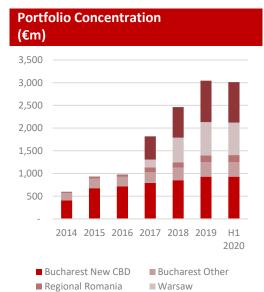










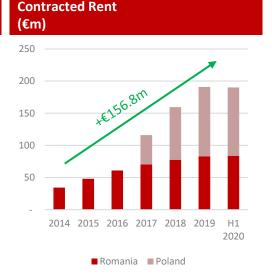


■ Regional Poland



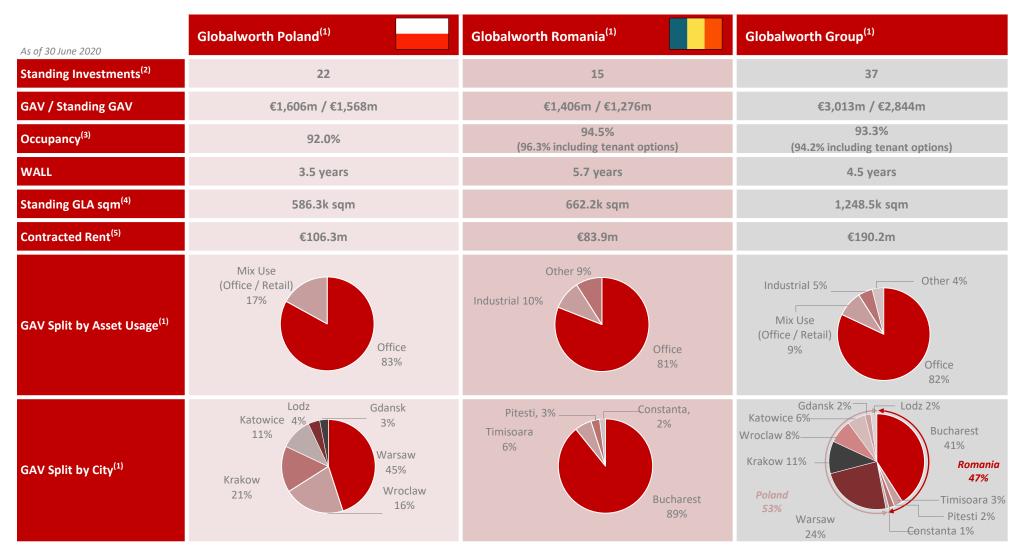


**Green Certified Properties** 





# Globalworth's Leading CEE Portfolio



- (1) Assets owned under JV are presented at 100% (e.g. Chitila Logistics Hub and Constanta Business Park), to reflect "Combined Portfolio".
- (2) Standing Investments representing income producing properties. 1 investment can comprise multiple buildings. e.g. Green Court Complex comprises 3 buildings or 1 investment.
- (3) Occupancy of standing commercial properties, and in the case of Poland, including office rental guarantees.
- (4) Including 33.0k sam of residential units in Romania.
- (5) Total contracted rent comprises rent from commercial and residential standing properties (€186.1m & €0.9m respectively) as of 30 June 2020, which includes contracted rent under master lease agreements, and €3.2m development pre-lets.



# **Standing Portfolio**

#### Standing Portfolio: €2.8bn

- Overall standing portfolio value remained effectively unchanged in H1-20
- LfL value decreased by 2.8% mainly as a result of widening yields and/or discount rates due to Covid-19

#### • New Additions:

- The third and final office tower at the Globalworth Campus (33.6k sqm) in Bucharest
- 37 investments with 62 standing properties offering 1.2m sqm
- LfL Occupancy Rate: 94.0%
  - -0.8% (94.7% in 2019)
  - Occupancy decrease due to expiration of certain leases and longer than average time for signing new contracts as tenants forced to re-assess their occupational plans due to Covid-19
- Overall Occupancy Rate: 93.3% (94.2% including options)
  - -1.4% (94.7% in 2019)
  - The addition of Globalworth Campus Tower 3 with a lower occupancy than the rest of the portfolio further impacted our overall average occupancy



 $(1) \ \text{Includes c.} \\ 33.7 \text{k} \ \text{sqm and c.} \\ 33.0 \text{k} \ \text{sqm of residential space at 31 December 2019 and 30 June 2020 respectively.}$ 

\* Refers to commercial

# **Developments**

#### Review of development pipeline following Covid-19 pandemic in H1-20

 Focus on projects with significant pre-lets in place or progress in construction

#### Projects Delivered in H1-2020: 33.6k sqm

- Globalworth Campus T3 delivered in January
- Office and other commercial spaces completed (33.6k sqm), with remaining fitout works performed for the 760-seat conference centre in progress (1.9k sqm)

#### Under Construction:

- Four projects under construction in Romania
   (3) and Poland (1)
- Estimated Avg Development Yield: 9.0%

#### • Future Developments:

- Additional 880.6k sqm can be developed in phases in 7 projects in Romania and Poland in the future
- GAV of future developments accounting for 2.3% of total portfolio
- Estimated Avg Development Yield: 11.2%

Deve	lopments L	<b>Jpdate: H1-202</b>	0
	•	•	

	Number of Properties	GAV (€m)	GLA (K sqm)	Est. Rent (100%) (€m)	Capex Invested (€m)	Remaining Capex (€m)	Est. Yield on Cost (%)
Romania	1	77.9	33.6	6.0	52.2	5.9	10.3%
H1-2020 Deliveries	1	77.9	33.6	6.0	52.2	5.9	10.3%
Poland	1	29.2	18.8	3.4	24.0	21.7	7.5%
Romania	3	60.4	72.7	7.6	50.7	26.1	9.9%
Under Construction	4	89.6	91.5	11.0	74.7	47.8	9.0%
Poland	1	9.6	17.7	3.1	7.8	33.8	7.5%
Romania	6	61.7	862.9	52.3	37.9	413.5	11.6%
Future Developments	7	71.3	880.6	55.4	45.7	447.3	11.2%
Total	11	160.9	972.0	66.4	120.4	495.1	10.8%

Future Developments currently on hold, with initiation of construction subject to market conditions and tenant demand

# **Projects Under Construction**

43% leased as of today (51% including signed HOTs)\*

31% leased as of today (45% including tenant option)\*

82.6%

Secured Projects	Constanta Business Park (Phase A) <sup>(2)</sup>	Chitila Logistics Hub (Phase A) <sup>(2)</sup>	Podium II	Globalworth Square
Status	Delivered in Q3-2020	Under Construction	Under Construction	Under Construction
Turne	Mix-Use,	Industrial,	Office,	Office,
Type	Constanta	Bucharest	Krakow	Bucharest
Delivery	2020E	2020E	2020E	2021E
Est. GLA (k sqm)	21.3	23.1	18.8	28.4
Cost / Capex to H1 2020 (€m)	8.9	9.9	24.0	31.9
GAV (€m)	11.9	11.9	29.2	36.6
Est. Remaining Capex (€m)	0.9	1.3	21.7	23.9
Est. Rental Income (100%)	1.1	1.1	3.4	5.4
Est. Yield on Cost	10.8%	10.1%	7.5%	9.7%
Est. Yield on GAV + Capex	8.6%	8.3%	6.7%	8.9%



**Constanta Business Park** (Constanta)



**Chitila Logistics Hub** (Bucharest)



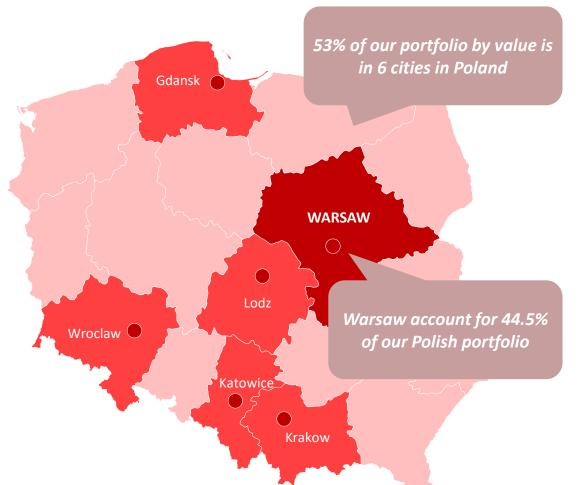
Podium Park II (Krakow)



**Globalworth Square** (Bucharest)

<sup>12</sup> 

## Best In Class Office & Mix-Use Portfolio in Poland ...



Warsaw	
GAV	€715.2m
Standing Properties	14
Standing GLA	210.9k sqm
Standing Occupancy	88.4%
Standing Contracted Rent:	€44.0m
Standing 100% Potential Rent	€49.9m

Regional Poland	
GAV	€891.2m
Standing Properties	24
Standing GLA	375.5k sqm
Standing Occupancy	94.0%
Standing Contracted Rent:	€59.4m
Standing 100% Potential Rent	€63.6m
Future GLA	36.5k sqm (15.5k sqm let)
Future ERV	€6.5m (€2.9m let)



Tryton Business House (Gdansk)



Nokia Campus (Wroclaw)



Quattro Business Park (Krakow)

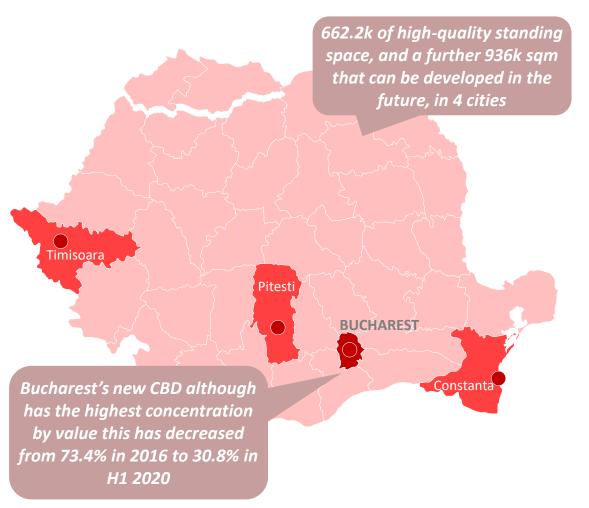


Skylight & Lumen (Warsaw)



Hala Koszyki (Warsaw)

# ... and Best In Class Office & Industrial Portfolio in Romania



Bucharest	
GAV	€1,246.6m
Standing Properties	18
Standing GLA	472.6k sqm
Standing Occupancy	89.7% (92.0% incl. options)
Standing Contracted Rent	€73.8m
Standing 100% Potential Rent	€80.3m
Future GLA	180.5k sqm (7k sqm let)
Future ERV	€22.4m (€0.3m let)

Regional Romania	
GAV	€159.8m
Standing Properties	6
Standing GLA	189.7k sqm
Standing Occupancy	100%
Standing Contracted Rent	€9.8m
Standing 100% Potential Rent	€9.8m
Future GLA	755.1k sqm
Future ERV	€37.1m



GW Tower, Green Court & GW Plaza (Bucharest)



Globalworth Campus (Bucharest)



Unicredit Tower (Bucharest)



Renault Bucharest Connected (Bucharest)



Pitesti Industrial Park (Pitesti)

# Asset Management / Leasing Review

#### Leasing activity H1 2020

- +115.5k sqm successfully negotiated in takeup (including expansions) or extension
- Average WALL of 3.2 years

#### Focus mainly on lease extensions due to

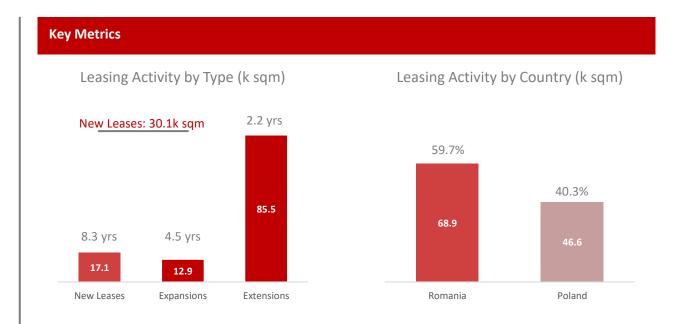
- Expiration profile of leases, with c.16% of contracted rent expiring in 2020/21
- Prevailing market environment
  - Significant part of the tenant claims has been settled by rent concessions in exchange for extensions in lease duration

#### Negotiated headline rent level was above 2019 level

- Avg office rent of €15.2 /sqm/m Vs portfolio overall average of €14.2 /sqm/m due to renewals for spaces with higher rent (coworking, banking institutions)
- Overall commercial GLA agreed at an Avg rent of €14.8 /sqm/m
  - Industrial spaces: €4.8 /sqm/m
  - Commercial spaces: €14.3 /sqm/m

#### Effective rent 10-30% lower vs headline

Average for H1-2020 was c.20%.



#### **Notable Leases**

#### **Poland**

- DXC: 10.7k sqm in Renoma / Extension
- Mindspace: 5.5k sqm in Hala Koszyki / Extension
- InOffice: 3.0k sqm in Skylight & Lumen / Extension
- FMC Technologies: 1.9k sqm in Quattro BP / Extension & Expansion
- **78 Other Tenants**: 25.5k sqm in 21 properties

#### Romania

- Unicredit: 17.3k sqm in Unicredit HQ / Extension
- BRD Groupe Societe Generale: 9.0k
   sqm in City Office / New Lease
- Honeywell: 4.7k sqm in BOC / Expansion
- Cegedim: 3.5k sqm in GW Plaza / Extension & Expansion
- **39 Other Tenants:** 34.3k sqm in 14 properties

# Asset Management / Sustainable Rental Income

#### Total contracted rent of €190.2m

- >98% from commercial spaces
- 95.7% in active leases

#### Total commercial contracted GLA: +1.1m sqm

>98.0% in standing properties

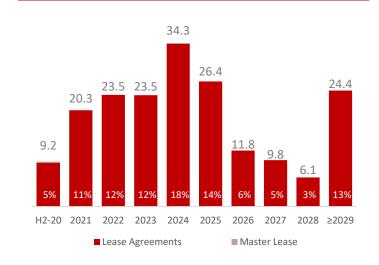
#### >690 tenants in our portfolio

 let to national and multinational corporates that are well-recognised names in their respective markets

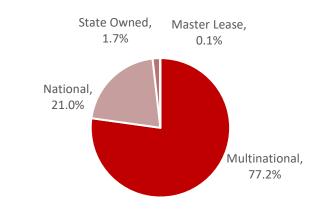
#### WALL: 4.5 years

4.4 years for standing commercial properties

#### **Commercial Rent: Lease Expiration Profile (€m)**



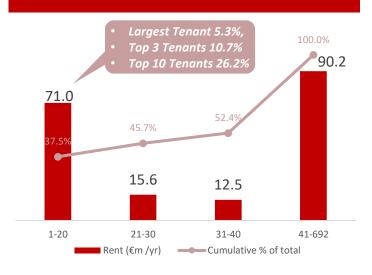
#### **Standing Commercial Rent: Tenant Origin (€m)**



#### **Commercial Rent: Commencement Period (€m)**



#### **Commercial Rent: Tenant Concentration**



# Asset Management / Rent Collections Rate & Claims

	% of Portfolio	% of P	ortfolio	% Collection rate (average for the first semester) <sup>4</sup>			
GLA Space Type	by Contracted Rent <sup>1</sup>	Affected by Lockdown	Now Operational <sup>2</sup>	2019	2020	Comments:	
Office	85% <sup>3</sup>	0% 🗸	100%	96% =	⇒ 97%	Office areas are fully operational.	
Retail	8%	69%*	100%*	91%	82%	<ul> <li>Part of retail spaces affected by Covid- 19 restrictions in Poland and Romania.</li> </ul>	
Industrial <b></b>	5%	0% 🗸	100%	100% =	⇒ 100%	<ul> <li>Activity in industrial buildings mainly unaffected.</li> </ul>	
Other	2%	0% 🗸	100%	92%	98%	<ul> <li>"Other" areas include Upground Residential Project and other type of areas (storages, stands, terraces etc.)</li> </ul>	
TOTAL Portfolio	100%	6%	100%	96%	96%	<ul> <li>Normal rental collection in the last 6 months.</li> </ul>	

<sup>(1) %</sup> from Contracted rent for Standing Properties as of June  $30^{th}$ ,2020

Value of claims by GLA type	<b>%</b>
Office	60.1%
Retail	34.3%
Other	5.6%
Total claims value (€m)	9.6m
Total Claims Value as % of Annualized Contracted Rent	5.0%

Value of claims by status	%
Settled w/o cash impact <sup>1</sup>	33.8%
Assumed / Granted <sup>2</sup>	49.5%
Under Negotiation	16.7%
Total claims value (€m)	9.6m
Total Claims Value as % of Annualized Contracted Rent	5.0%

<sup>(2)</sup> As per local regulations on Covid-19; Info as of August 31<sup>st</sup>, 2020

<sup>(3)</sup> Includes contracted rent for parking spots

<sup>(4)</sup> Data as of September 10<sup>th</sup>, 2020

<sup>\*</sup> Gyms and restaurants operating in office GLA are included in Retail Portfolio

<sup>(1)</sup> From which c. 3/4 were rejected

<sup>(2) 44.4%</sup> of the accepted claims resulted to a lease maturity extension

# Corporate and Social Responsibility Update

#### **Green Initiatives**

#### **Green Buildings**

- 6 environmentally certified properties added to our portfolio in H1-20
- 48 green certified properties in total with an appraised value of €2.3bn as at 30 June 2020
  - 83.8% of our standing commercial portfolio by value is Green
  - BREEAM accredited properties account for 77.9% (by value) of green portfolio
  - 13 properties currently in certification or re-certifying process principally targeting BREEAM accreditations
  - Globalworth Campus Tower 3 in Bucharest received the highest BREEAM Excellent accreditation among our properties in Q3-20

#### **Green Bond Framework**

- Issued the Globalworth Green Bond Framework to further demonstrate our commitment in sustainable development and access to Green Financing
- Received a 2<sup>nd</sup> party confirmation by Sustainalytics, one of the leading providers for external reviews in the Green Bond Market

#### **Sustainalitics:**

"Globalworth's Sustainable Development Strategy demonstrates a strong commitment to sustainability, with a focus on three key environmental principles:

- integrate efficient and sustainable operating policies, procedures and actions;
- be accountable as a team of professionals for environmental stewardship;
- work with stakeholders to make environmentally responsible decisions

#### **Globalworth Foundation**

- The Globalworth Foundation focused its efforts primarily in the fight against the Covid-19 pandemic in Romania and Poland
- Since the outbreak of the pandemic, the Foundation has donated over €650k to help fund medical supplies, as well as logistical, human and material support to hospitals, the red cross and related staff.

#### Reporting

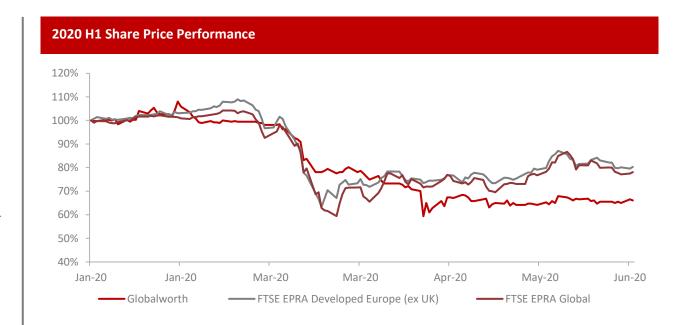
- The second Sustainable Development report, covering the year 2019 is available at: <a href="www.globalworth.com/sustainability">www.globalworth.com/sustainability</a>
- Prepared in accordance with the Global Reporting Initiative (GRI)
  Standards core option, and in accordance with the EPRA's
  Sustainability Best Practice
  Reporting Recommendations
  (EPRA sBPR)

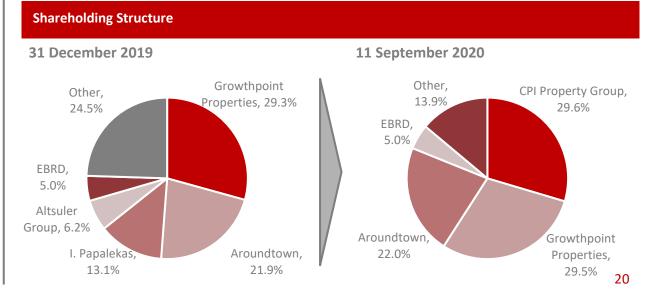




# Capital Markets Performance / Equity

- CPI Property Group became the largest shareholder in Globalworth, holding 29.6% of the share capital
- Share price performed well in the first part of 2020:
  - trading at par or above EPRA NAV level
  - weighted average trading price of €9.71 between 1 January and 4 March
  - year-high price reached at the end of January at €10.1 / share
- The limited free float and liquidity following the CPI investment in the company has impacted Globalworth's 2020 share price performance:
  - Performance to 30 Jun. '20: -34%
  - Performance to 11 Sep. '20: -47%





# Capital Markets Performance / Eurobonds

#### Bonds Outstanding

- H1-2020, €1.1bn in two Eurobonds maturing in 2022 and 2025
- In July, issued a €400m inaugural green bond, with part of the proceeds used for repurchasing c.41% from the 2022 notes

#### • €1.5bn EMTN program in place

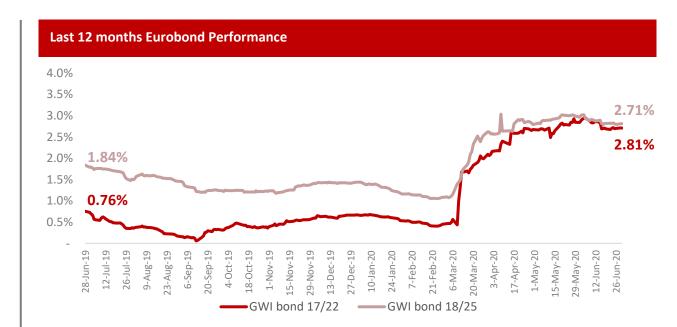
- €550m raised in 2018 (GWI 18/25 bond)
- €400m raised in 2020 (GWI 20/26 bond)

# Eurobonds rated at Investment Grade by all 3 agencies

- Moody's: Baa3 ratings and changed its outlook to negative
- S&P & Fitch: BBB- rating and maintained their stable outlook

# Unsecured revolving credit facility in place

- €200m fully used in March 2020 and repaid in August
- Increased limit to €215m



#### **Selected Metrics**

Bonds		
June 30 <sup>th</sup> 2019	June 30th 2020	September 11 <sup>th</sup> 2020
106.2%	100.3%	101.8%
0.76%	2.71%	1.81%
106.3%	100.8%	101.5%
1.84%	2.81%	2.65%
-	-	100.2%
-	-	2.92%
	106.2% 0.76% 106.3% 1.84%	June 30th 2019     June 30th 2020       106.2%     100.3%       0.76%     2.71%       106.3%     100.8%       1.84%     2.81%



### H1-20 FINANCIAL HIGHLIGHTS

- Performance despite the global impact of Covid-19 pandemic supported by effective asset management, and portfolio growth in Poland and Romania in 2019
- Valuation and underlying per share metrics impacted by negative revaluations due to Covid-19, and higher share base mainly from equity capital markets activity in 2019

Portfolio Value¹
€3.0bn
-1.1% ys 31 Dec 19

EPRA Net Asset Value

€2.0bn

-5.4% vs 31 Dec 19

EPRA NAV / share €8.80
-5.4% vs 31 Dec 19

LTV 36.9% 31 Dec 19: 34.7%

Av. Debt Interest Rate
2.52%
31 Dec 19: 2.83%

Rental Income €81.2m +13.1% vs H1 19

IFRS Earnings before tax
-€46.1m
H1 19: +€88.0m

IFRS Earnings
-€48.6m
H1 19: +€69.9m

**EPRA Earnings €46.4m**+24.4% vs H1 19

Dividend<sup>3</sup> **€66.4m** H1 19: €35.8m

NOI €79.6m +17.1% vs H1 19

Adj Normalised EBITDA<sup>2</sup> **€71.5m**+16.1% vs H1 19

IFRS EPS -€0.22 H1 19: +€0.44

EPRA EPS €0.21 -8.7% vs H1 19

Dividend / Share<sup>3</sup> €0.30 +11.1% vs H1 19

Please refer to the published Interim H1-20 condensed Financial Statements for full disclosures.

Combined real estate portfolio includes the Group's Investment Property - Freehold as at 30 June 2020, plus investment properties held as Joint Ventures presented at 100%.

<sup>(2)</sup> Earnings Before Interest (finance cost), Tax, Depreciation, Amortisation of other non-current assets, purchase gain on acquisition of subsidiaries, fair value movement, and other non-operational and/or non-recurring income and expense items.

# Financial Highlights: P&L

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Condensed Income Statement				
				- ( (
€m	H1-20	H1-19	Variance	% Chg
Rental Income 1	81.2	71.8	9.5	13%
Net Operating Expenses	(1.6)	(3.8)	2.2	-58%
Net operating income	79.6	68.0	11.6	17%
Administrative expenses	(8.8)	(7.0)	(1.8)	26%
Fair value movement in investment property 2	(92.0)	49.0	(141.0)	-288%
Other net expenses	(3.9)	(5.5)	1.6	-29%
(Loss)/Profit before net financing cost	(25.0)	104.6	(129.6)	-124%
Net financing cost	(22.3)	(20.9)	(1.4)	7%
– Finance cost	(23.5)	(22.6)	(0.9)	4%
– Finance income	1.2	1.7	(0.5)	-29%
Share of profit of joint venture 3	1.3	4.4	(3.1)	-71%
(Loss)/Profit before tax	(46.1)	88.0	(134.1)	-152%
Income tax expense	(2.2)	(2.7)	0.5	-19%
Deferred tax expense 4	(0.3)	(9.5)	9.2	-97%
(Loss)/Profit for the year	(48.6)	75.9	(124.5)	-164%
– Equity holders of the Company	(48.6)	69.9	(118.5)	-170%
<ul><li>Non-controlling interests</li></ul>	-	6.0	(6.0)	-100%
IFRS Earnings per share (diluted)	-€ 0.22	€ 0.44	-€ 0.66	-150%
Wtd Average Shares (diluted) - ('000)	222,523	159,510	63,012	40%
Adjusted Normalised EBITDA	H1-20	H1-19	Variance	% Chg
(Loss)/Profit before net financing cost	(25.0)	104.6	(129.6)	-124%
Depreciation on other long-term assets	0.2	0.2	0.0	28%
Less: FV movement on property & financial				
instruments	91.8	(50.6)	142.4	-281%
Less: Other income	(0.3)	(0.6)	0.3	-54%
Add-back: Acquisition Costs	2.3	0.0	2.3	nm
Add-back: Non-Recurring Admin & Other			<b>/</b>	
Expenses	2.4	8.1	(5.7)	-70%
Adjusted Normalised EBITDA 7	71.5	61.6	9.8	16%

#### Comments

#### 1. Increase in Rental Income of 13%:

- Properties acquired in H2-2019 added €10.2m in rental income versus the first half of 2019, resulting in 14.2% increase
- New deliveries resulting in increase of rental income of 1.4%, by adding €1.0m
- Rental income from LfL standing properties down 2.5%

#### 2. Fair Value loss of €92.0m, resulting from:

- €90.5m revaluation loss from LfL properties (standing and land for future development)
- €1.7 revaluation loss from properties under development (LfL) outweighing positive impact from deliveries
- **3. Joint Venture profits:** Renault Bucharest Connected joint venture which was fully acquired in Dec-19, was 50% owned in H1-2019.
- H1-2020 profit reflects the share of revaluation gains of €1.7m from the Group's two JVs
- 4. Deferred tax expense: Mainly due to fair value loss on investment property
- **5. Non-controlling interests:** Globalworth Poland ownership 100% at H1-20 vs. 99.8% at H1-19.
- **6. Number of Shares up 40%:** In 2019 Globalworth successfully completed several transactions, including its largest total capital raise to date, which is reflected in the increased number of shares

#### 7. Adjusted normalised EBITDA increased by 16%:

Metric excludes certain items, including fair value gains on property and non-recurring income and expenses. Net Operating Income up by €11.6m partially offset by €1.8m increase in admin costs

# Financial Highlights: Balance Sheet

Condensed Balance Sheet				
€m	Jun-20	Dec-19	Variance	% Chg
Investment property 1	2,998	3,049	(51)	-2%
Investment in joint ventures 2	33	18	15	85%
Equity investments	10	10	0	2%
Other non-current assets	22	50	(28)	-56%
Financial Assets (ROFOs)	<u>-</u>	3	(3)	-100%
Non-current assets	3,063	3,130	(67)	-2%
Financial Assets (ROFOs)	9	20	(12)	-58%
Other current assets	53	40	13	32%
Cash and cash equivalents 3	567	292	275	94%
Current assets	628	352	276	78%
Total assets	3,691	3,482	209	6%
Share capital & related reserves	1,701	1,702	(0)	0%
Retained earnings 4	98	213	(115)	-54%
Equity attributable to equity holders	1,799	1,915	(115)	-6%
Non-controlling interest	-	-	-	0%
Total equity	1,799	1,915	(115)	-6%
Interest-bearing loans and borrowings 5	1,644	1,300	345	27%
Deferred tax liability	133	134	(1)	-1%
Lease liabilities	28	30	(3)	-9%
Other non-current liabilities	6	6	0	4%
Non-current liabilities	1,811	1,470	341	23%
Interest-bearing loans and borrowings	9	24	(16)	-64%
Current portion of lease liabilities	2	2	0	10%
Other current liabilities	70	71	(1)	-1%
Current liabilities	81	97	(16)	-17%
Total equity and liabilities	3,691	3,482	209	6%
IFRS Book Value per share (basic)	€ 8.13	€ 8.64	-€ 0.51	-6%
EPRA Net Asset Value per share (diluted)	€ 8.80	€ 9.30	-€ 0.50	-5%
Shares Outstanding (diluted) - ('000)	222,368	222,410	-42	0%

#### Comments

- 1. Decline in investment property value by €51m:
- Negative revaluation of €92.0m result of widening yields and/or discount rates due to Covid-19
- CAPEX of €25.2m and lease incentive €1.7m from development projects in Romania and Poland
- Lease incentive and investment on standing properties of €13.4m
- 2. Investments in Joint-Ventures
- Investment in two existing JVs (€13.7m) and positive share of results (€1.3m)
- 3. Cash and Cash Equivalent:
- Net cash inflow from Operations of €24.7m
- Cash outflow for Investing Activities of €20.8m
- Net Cash inflows from Financing Activities of €272.6m
- 4. Retained Earnings down by €115m
- H1-20 loss of €48.6m driven by negative revaluations and dividends of €66.4m
- 5. Long term Interest-bearing loans and borrowings:
- €147.3m from drawdown of new secured bank loan facilities
- €200m from drawdown of unsecured RCF facility

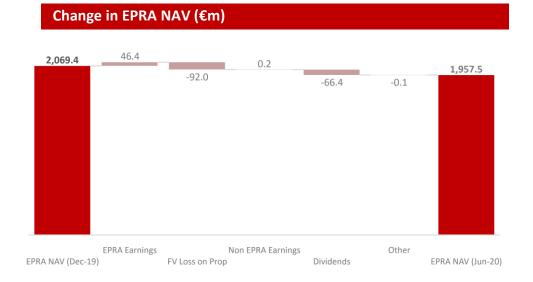


# **EPRA NAV and Earnings Metrics**

€m	H1-20	H1-19
Earnings Attributable to Equity Holders (IFRS)	(48.6)	69.9
Adjustments per EPRA Guidelines:		
Fair Value movement on investment property	92.0	(49.7)
Chg. in FV of financial instruments & resp. close-out costs	(0.3)	0.9
Losses on disposal of investment properties	0.1	1.4
Chg. in value of financial assets through P&L	(0.2)	(1.6)
Acquisition costs	2.3	0.0
Tax credit relating to losses on disposals	0.0	(0.0)
Deferred tax charge in respect to above	2.4	12.8
Adjustments in respect of JVs and other items	(1.4)	0.8
Non-controlling interests in respect of the above	0.0	2.7
EPRA Earnings	46.4	37.3
EPRA Earnings per share (basic)	€ 0.21	€ 0.23

€m	Jun-20	Dec-19
Equity Attributable to Equity Holders (IFRS)	1,799.2	1,914.7
Adjustments per EPRA Guidelines:		
Deferred tax liability in respect to property revaluations	161.1	157.6
FV of interest rate swap	1.2	1.5
Goodwill as a result of deferred tax	(5.7)	(5.7)
Adjustments in respect of JV for above items	1.6	1.3
EPRA Net Asset Value	1,957.5	2,069.4
EPRA NAV per share (diluted)	€ 8.80	€ 9.30





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## Financing Metrics

# Key Balance Sheet Metrics

**Financing Strategy** 

- 36.9% LTV
- 2.52% weighted average interest rate
- 78.0% debt unsecured via public debt markets
- 4.2 years average maturity of debt

#### ■ Long-term LTV target of below 40%

- Largely unsecured debt structure, but seeks to optimise flexibility around portfolio and financing management
- Target diversification across debt maturities

#### Debt Instruments

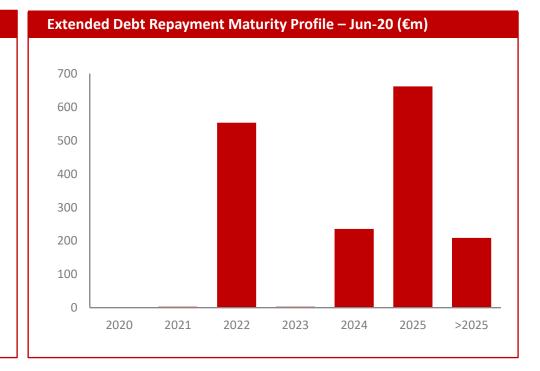
- €550m 5yrs Eurobond in Jun-17 with 2.875% coupon
- €550m 7yrs EMTN issue in Mar-18 with 3.0% coupon
- Selective use of secured financing facilities
- €200m 4.5ysr unsecured RCF (repaid in Aug-20)
- €400m 6yrs EMTN issued in Jul-20 with 2.95% coupon

# Investment Grade Credit Rating

- Fitch: BBB-, stable outlook
- S&P: BBB-, stable outlook
- Moody's: Baa3, negative outlook

# Consolidated Loan to Value Ratio

€m	Jun-20	Dec-19
Balance Sheet Debt (at Face Value)	1,672	1,342
Less: Cash/Cash Equivalents	(567)	(292)
Net Debt	1,105	1,050
Add: 50% Share of JV Debt	-	-
Less: 50% Share of JV Cash	(0)	(0)
Combined Net Debt	1,104	1,050
Investment Property*	2,967	3,017
Less: Other operating lease commitment	(1)	(1)
Group Open Market Value	2,966	3,016
Add: 50% share of JV Property OMV	23	15
Group Share of Total Open Market Value	2,989	3,030
Loan-to-value ratio ("LTV")	36.9%	34.7%



<sup>\*</sup> Carrying value of lease liability and investment property – leasehold were excluded from the LTV calculation above.





# Combined Standing Commercial Portfolio Snapshot:

(data as of 30 June 2020)

	Number of		Value Area Occupancy Rate			Rent			Contracted Headline Rent / Sqm or Unit		
	Investments	Properties	GAV	GLA	by GLA	Contracted	WALL	100% Rent	Office	Commercial	Industria
	(#)	(#)	(€m)	(k sqm)	(%)	Rent (€m)	Years	(€m)	(€/sqm/m)	(€/sqm/m)	(€/sqm/m
Office Portfolio											
Bucharest New CBD	7	11	815.3	315.4	91.0%	53.3	5.2	58.2	14.2	14.2	-
Bucharest Other	4	6	273.0	118.2	95.9%	18.9	6.5	20.3	13.2	13.0	
Romania: Office	11	17	1,088.3	433.6	92.3%	72.2	5.6	78.5	13.9	13.8	-
Warsaw	8	9	588.9	188.6	87.6%	37.1	3.5	42.7	17.0	16.9	-
Krakow	4	11	298.0	129.3	89.7%	20.3	2.9	22.7	13.3	13.3	-
Wroclaw	3	3	146.4	56.6	99.0%	9.5	4.5	9.6	13.2	13.1	-
Lodz	1	2	70.4	35.5	97.4%	5.2	3.7	5.4	11.7	11.8	-
Katowice	2	5	126.2	63.3	100.0%	10.2	2.5	10.2	12.6	12.5	-
Gdansk	1	1	57.0	25.6	100.0%	4.2	2.0	4.2	12.4	12.4	
Poland: Office	19	31	1,286.9	498.8	92.3%	86.5	3.3	94.7	14.4	14.3	-
Total Office Portfolio	30	48	2,375.2	932.5	92.3%	158.7	4.3	173.2	14.2	14.1	-
Mixed-Use Portfolio											
Warsaw	1	5	126.3	22.3	95.1%	6.9	4.7	7.2	22.7	24.7	-
Wroclaw	1	1	103.4	40.9	84.8%	6.2	4.7	7.4	12.5	13.5	-
Katowice	1	1	51.1	24.3	95.6%	3.9	3.2	4.2	13.8	13.1	-
Total Mixed-Use Portfolio	3	7	280.8	87.5	90.5%	17.0	4.4	18.8	17.4	16.4	-
Logistics / Light-Industrial											
Timisoara	2	5	68.1	121.2	100.0%	5.5	7.0	5.5	6.3	3.7	3.5
Pitesti	1	1	49.6	68.4	100.0%	4.3	5.0	4.3	5.3	5.3	5.3
Constanta					-						-
Bucharest					-						-
Total Logistics / Light-Ind. Portfolio	3	6	117.7	189.7	100.0%	9.8	6.1	9.8	6.1	4.3	4.2
Other Portfolio											
Bucharest New CBD											
Upground Complex - Residential	1	1	60.6	33.0	nm	0.9	1.0	0.9			-
Bucharest New CBD			9.8	6.0	81.6%	0.6	9.8	0.8		9.2	_
Upground Complex - Commercial			5.0	0.0	01.070	0.0	5.0	0.0		5.2	
Total Other Portfolio			70.4	39.0	nm	1.5	4.5	1.7		9.2	-
Total Standing Commercial Portfolio	36	61	2,783.5	1,215.5	93.3%	186.1	4.4	202.6	14.2	12.6	4.2
Of which Romania	14	23	1,215.8	629.2	94.5%	82.6	5.7	89.1	13.7	10.8	4.2
Of which Poland	22	38	1,567.7	586.3	92.0%	103.5	3.5	113.5	14.6	14.6	_

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