



Globalworth: Creating CEE's Leading Office Landlord

**Company Overview** 



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**Section 1** 

# **Company Overview**



Globalworth Tower, Bucharest – first LEED Platinum Building in SEE; developed by Globalworth in 2016

# Globalworth At A Glance



#### Overview

- Globalworth is the leading office landlord in the CEE region with a portfolio of over €2 billion in Romania and Poland
  - Formed in 2013 initially focused on Romania, where the Founder/CEO's experience dates back to 2001, it has become the leading office investor in the country
  - In 2017, **expanded into Poland** through a majority shareholding in a Warsaw-listed real estate platform now renamed Globalworth Poland ("GPRE")<sup>(1)</sup>
- Strategy focused on income generation and value creation primarily through a sizeable portfolio of Class A offices, with some logistics/light industrial properties
  - Prime locations in key cities
  - Modern assets with excellent environmental credentials
  - Established, blue chip and mostly international tenants
  - Primarily long term, Euro-denominated, triple-net and inflation-linked leases
- Internal and multi-disciplinary management platform with extensive experience in target markets, focused on value-add initiatives on existing assets, developments and acquisitions
- Targeting a sustainable and growing dividend: Dividend guidance for FY-18 of not less than €0.54/share (€0.27/share for H1-18 paid in Aug-18)
- Currently listed on the AIM section of the London Stock Exchange (€1.2bn mkt cap);
   preparing to move to Premium Listing on the Official List in 2019
- Strong and supportive shareholder base including founder and CEO Ioannis Papalekas (18%) and Growthpoint Properties, South Africa's largest REIT (29%)

Our mission is for Globalworth to be the CEE's region's leading office landlord and the partner of choice for the wide variety of high-quality tenants in the region.



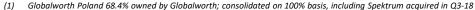




# **Leading CEE Office Platform**



As at June 2018; proforma for completed H2-18 acquisitions	Romania	Poland <sup>(1)</sup>	Consolidated <sup>(1)</sup>	
Standing Investments <sup>(2)</sup>	13	16	29	
GAV <sup>(3)</sup> / Standing GAV	€1,197m / €1,091m	€1,034m / €1,034m	€2,231m / €2,125m	
Occupancy <sup>(4)</sup>	92.9% (95.8% including tenant options)	96.9%	94.6% (96.3% including tenant options)	
WALL <sup>(5)</sup>	6.4 years	4.2 years	5.3 years	
Standing GLA sqm <sup>(6)</sup>	572.8k sqm	380.3k sqm	953.2k sqm	
Contracted Rent <sup>(7)</sup>	€76.6m	€70.7m	€147.4m	
GAV Split by Asset Usage <sup>(1)</sup>	Other 11% Light Industrial / Logistics 9% Office 80%	Mixed (Office / Retail) 31%  Office 69%	Office 75%  Mixed (Office / Retail) 14%  Logistics / Light Industrial 5% Other 6%	
GAV Split by City <sup>(1)</sup>	Pitesti 4% Bucharest 91%	Katowice 13%  Krakow 21%  Gdansk 5%  Warsaw 34%  Wroclaw 21%	Pitesti Timisoara 3% Bucharest 49%  Romania 54%  Pitesti Warsaw 16% Krakow 10% Krakow 10% Katowice 6% Lodz 66% Lodz 3%	



<sup>(2)</sup> Standing Investments representing income producing properties. 1 investment can comprise multiple buildings. e.g. Green Court Complex comprises 3 buildings or 1 investment

<sup>(3)</sup> Includes all property assets, land and development projects at 30 Jun 18 valuation, plus Spektrum Tower acquired in Q3-18

<sup>(4)</sup> Occupancy of standing commercial properties, and in the case of Poland, including office rental guarantees

<sup>(5)</sup> Includes pre-let commercial standing and development assets

<sup>(6)</sup> Including 39k sqm of residential assets in Romania

<sup>7)</sup> Total rent comprises commercial (€140.3m) and residential (€1.5m in Romania) standing properties and development pre-lets (€5.5m in Romania, including 100% RBC project), and includes contracted rent under master lease agreement

# Globalworth's Journey So Far



# Key Achievements in Globalworth's Journey since 2013

- Raised over **c.€1bn of equity capital** from a wide variety of international investors, including €340m in Dec-17 and €150m through Globalworth Poland in Jun-18.
- Completed three milestone debt capital markets transactions raising c.€1.3bn simplifying the capital structure and reducing secured bank financing and cost of debt
- Acquired 351k sqm of standing assets and developed 236k sqm of high-quality office and light-industrial buildings in Romania, recognised by multiple awards and green accreditations, including developing the first building in the SEE to be awarded LEED Platinum green certificate
- Unlocked a complex M&A transaction in Dec-17 to **expand to Poland** through Warsaw-listed **Globalworth Poland (GPRE)**<sup>1</sup>, at a c.20% discount to EPRA NAV, offering immediate critical mass and a strong platform for growth
- GPRE brought an initial standing portfolio of **171k sqm across key Polish cities**. Subsequent acquisitions of a further **209k sqm** have now been executed (including 138k sqm / €331m YTD), with SPA signed for a further 45k sqm / €190k acquisition expected to close prior to year-end.
- **Pipeline**. Two office developments (77k sqm) in progress in Bucharest, while future projects offering c.130k sqm in offices and c.175k in logistics are being prepared. Various assets under advanced stages of due diligence.

# **Dec 2013** €118m GAV 0 sq m standing GLA €1m contracted rent

Listing on AIM
Segment of London
Stock Exchange
(€54 million)

Dec 2014 €599m GAV 222k sq m standing GLA €33m contracted rents

€144m Equity Capital Raise Dec 2015

€931m GAV

355k sq m standing GLA

€48m contracted rents

• €54m Equity Capital Raise Dec 2016 €977m GAV 420k sq m standing GLA €50m contracted rents

- €180m Private
   Placement Bond
   Subscribed by CPPIB
- €200m Equity
  Capital Raise & Entry of
  Growthpoint of South
  Africa

Dec 2017 €1,815m GAV 791k sq m standing GLA €116m contracted rents

- €550m Debut Eurobond Issue
- Expansion to Poland through acquisition of majority shareholding in Warsawlisted platform, GPRE
- €340m Equity Capital Raise

Today<sup>(2)</sup>
€2,231m GAV
953k sq m standing GLA
€147m contracted rents

- €550m EMTN Issue (Bond)
- GPRE equity raise (€150m Growthpoint investment)

Consistent and successful execution of GWI's strategy in acquisitions, asset management and development of predominantly prime office assets, whilst diversifying its sources of capital to achieve a strong and institutionalised capital structure

# Why Globalworth?



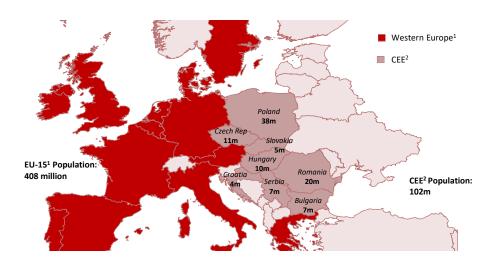


# Poland & Romania: Strong Macro Conditions

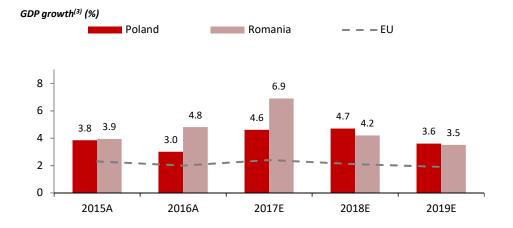


Romania And Poland Are The Two Champions In CEE, Both In Terms Of Population And Growth Rates

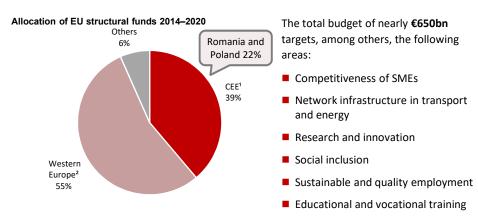
#### Romania And Poland Are The Largest Countries In CEE...



#### ...With A Consistently High GDP Growth, Above EU Average

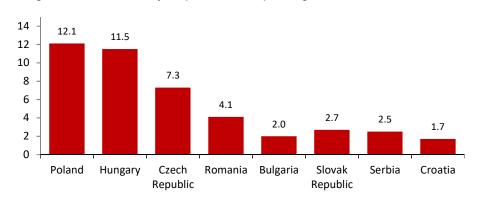


#### **CEE Attracting A Large Proportion Of EU Funds**



#### **Ongoing FDI Net Inflows in CEE**

Foreign Direct Investment, net inflows (BoP, Current US\$) – average annual data 2011-17



Source: World Bank, European Commission, Eurostat/Bloomberg

- (1) Western Europe defined as EU15: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden and UK
- (2) CEE defined as Bulgaria, Croatia, the Czech Republic, Hungary, Poland, Romania, the Slovak Republic and Slovenia.
- (3) Eurostat/Bloomberg consensus (14 Nov 18)



# Poland & Romania: Attracting Multinationals



- Business Services Sectors cover employment in shared service centres (SSC), IT centres, business process outsourcing (BPO) centres and R&D centres.
- The number of companies in this space, and therefore employees and demand for office space, continues to grow as companies broaden the scope of their operations; for example, multi-national companies who look to centrally consolidate their activities in these markets to service regional or global operations.

#### **Business Services in Poland**

10 largest investors in Business Service Sector in Poland(1)



- **1,236** business service centres in Poland, with 91 launched between Q1-17 and O1-18<sup>(1)</sup>
- 279,000 jobs of which 81% are foreign centres; 30% growth since Q1-16, and >20% forecast through Q1-20<sup>(1)</sup>
- 831 companies with business service sectors, including 83 Fortune Global 500 companies<sup>(1)</sup>
- >75% broadly spread across 6 largest office locations (Globalworth submarkets),led by Krakow then Warsaw<sup>(1)</sup>
- Poland ranked #7 Mature BPO location globally in 2016 C&W BPO & SSC Location Index

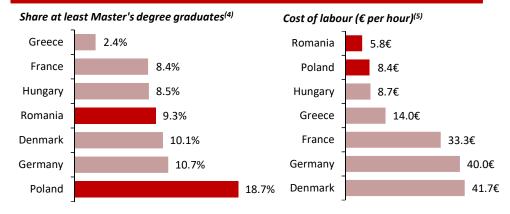
#### **Business Services in Romania**

Selection of investors in Business Service Sector in Romania(3)

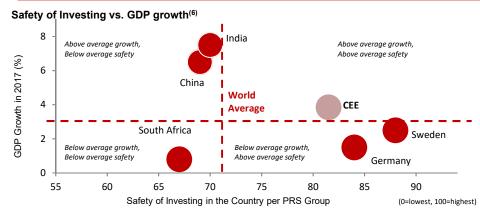


- 265 business service centres in Romania in 2016<sup>(2)</sup>, with Bucharest the primary location
- c.110,000 jobs in 2016; >30%
   CAGR growth (2013-16), and was forecast to rise to 200,000 by 2020<sup>(2)</sup>
- Romania ranked #1 Mature BPO location globally in 2016 C&W BPO & SSC Location Index

#### Poland & Romania offer a low-cost, highly educated workforce



#### **Creating A Safe Investment Location With Growing Economies**

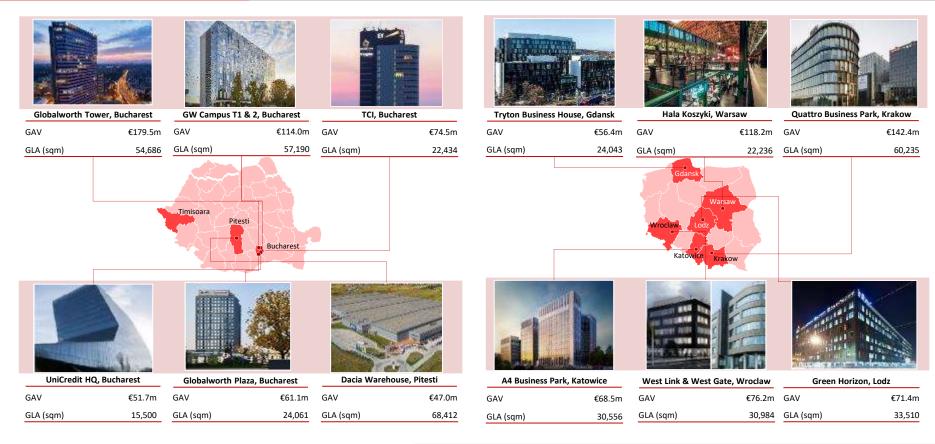


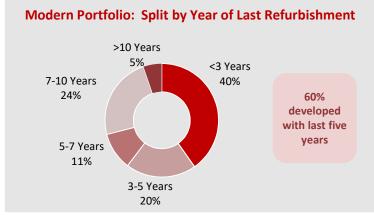
- (1) ABSL 2018 Poland Report
- (2) ABSL 2016 Business Services Destinations Report
- (3) CEE Investment Report 2017; Skanska/Dentons/JLL

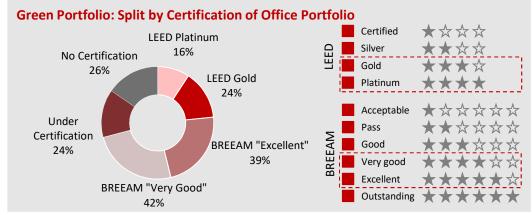
- World Bank. Educational attainment, at least Master's or equivalent of population, 25+, total (%) (cumulative) in 2014.
- EIU, US Bureau of Labor Statistics, Eurostat, Statistics Yearbook, Labour Cost Survey. Forecasts/Estimates for 2017.
- (6) IMF, 2017; PRS Group 2017, from CEE Investment Report 2017; Skanska/Dentons/JLL



# Globalworth has Assembled a Prime Portfolio









# High Quality Leases With Strong Defensive Features

# **Stable and Predictable Cash Flows**

Expenses covered by tenants

Tax	✓
Insurance	✓
Maintenance	✓
Triple Net Lease	<b>444</b>

Euro-denominated leases, matching debt currency

Interest	Rent	111
€	€	<b>* * *</b>

Inflation-indexed leases

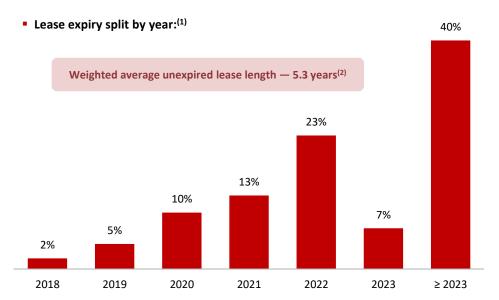
Index	ed to	111
HICP	MUICP	***

Immaterial exposure to local currency

Building contracts	Senior Management	Local employees	444
€	€	RON/PLN	

#### **Long-Term Leases**

- In line with strategy, the average duration of new leases continues to be significantly higher than the market average of 5 years
  - H1-18 leasing activity of 60.5k sqm, averaged at 8.6 years (new tenants only at 9.8 years)

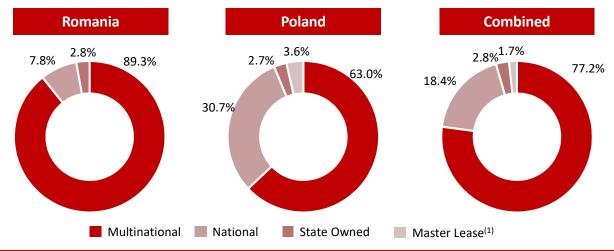


#### **Comments**

- Virtually all contracted GLA is secured with triple-net contracts
- Inflation-indexed (against HICP or MUICP) lease terms denominated in Euro provide protection against inflation and currency risk
- Favourable lease terms minimise cash flow consumption with triple net leases ensuring nearly all gross rental income contributing directly to the company
- With c.84% of contracted rental income expiring in or after 2021, the company has secured cash flows over the long-term

# Diversified High Profile Tenant Base





- Globalworth's multi-tenant / campus leasing model reduces exposure to any particular tenant
- Companies in the IT&C, BPO and SSC and financial sectors have been the main drivers of demand for space, with a number of multinational corporates consolidating their positions and expanding their operations in the region
- Focus on quality revenue streams, backed by long-term, euro-denominated triple net, inflation linked leases
- Diversified asset base comprising of blue chip global tenant base with strong turnover growth and with no large single tenant exposure

Romania

kain s°

MINDSPACE

#### International Honeywell intel BÜNGE Deutsche Bank **Continental** ® EADS COLGATE-PALMOLIVE Abbott **SKANSKA** cegeka amazon itens DACIA UniCredit Microsoft MARFIN BANK Good Food, Good Life NETRON **cegedim** FERRERO **ERB Leasing** Rockwell INTERNATIONAL (A) PAPER /Inritsu CIKLUM Automation

NOKIA

# SHIDROELECTRICA TECH NNDKP TECH NNDKP



**R**SSMANN

**CAPITA** 



# **Dedicated Internal Management Expertise**



#### **Leading Property Investment Platform In CEE**

- Team of more than 170 dedicated and multi-disciplinary professionals based in Bucharest, and in Warsaw at Globalworth Poland
- Targeting total property returns through achieving strong income profile and capital appreciation through management actions; active asset management is core to the process
- Full disciplinary local presence in both Romania and Poland core markets allows for dynamic and bespoke tenant management and off-market sourcing strategy
- Internal structure ensures alignment of interest and full commitment of platform
- GWI's large scale enhances visibility and prominence of platform, increases access to deal flow and generates cost efficiencies
- Platform consistently applies high professional standards in its operations which constitutes a competitive advantage to win tenders and retain tenants

#### **In House Asset Mgt Solutions**

- Integrated, turn-key solutions provider to tenants, from development, to fit outs, to lease negotiations or extensions, to day to day asset management
- Earns net margins on fit-out works with tenants

# **In House Property Mgt Solutions**

- In-house property manager integrating the management of the assets in the portfolio
- Receives property management fees billed to tenants as part of service charges

Core strategy	Attracting and retaining high quality tenants
Local presence	<ul> <li>Reacting to and serving tenants' needs, as well as remaining in touch with market trends and anticipating cycles</li> </ul>
Experience	<ul> <li>Tenant trust earned over the years with multiple MNCs</li> </ul>
Scale & flexibility	<ul> <li>Largest office landlord in both the Romanian and Polish market with a strong track record of leasing activity</li> <li>Able to provide space across price points, with proactive approach to meet tenants evolving needs, such as expansion</li> </ul>
Leasing policy	<ul> <li>Favouring longer durations in exchange for better rental terms, thereby securing sustainable, long-term cash flows</li> <li>Managing lease expirations to avoid maturity walls</li> </ul>
Economies of scale	<ul> <li>Negotiation of terms for insurance, cleaning, energy, maintenance, fire and security at group level enabling lower service charges and better and more consistent levels of service across the portfolio</li> </ul>
Asset management	<ul> <li>Tenants are increasingly expecting consistent levels of service globally.</li> <li>Better asset management services become differentiating factors in winning tenders and minimising attrition risk</li> </ul>
Leverage on the information flow	<ul> <li>From being an integrated real estate developer and manager, compared to developers with a limited read on tenants' needs, or managers with a limited control over office stock specifications</li> </ul>



# Co-Working; A New Globalworth Initiative

- As part our proactive asset management, we seek to evolve our product with market demands, keeping pace with latest trends and technologies.
- We have been increasingly excited by the opportunity around coworking and, more specifically, the community benefits such operations and associated technologies bring to a building.
- Our latest initiative is a collaboration signed with Mindspace in June 2018. Mindspace is a leading global operator of high end coworking space, with a wide range of global members from start ups to SMEs to large enterprises, with locations across 13 cities
  - Mindspace entering the Romanian market through 3 of Globalworth's buildings (c.11k sqm), in addition to its existing Globalworth location in Warsaw
  - Globalworth making a \$10m equity investment in Mindspace to fund future growth
- With the rapid growth in co-working spaces demand, Globalworth is well poised to leverage off the sector's growth.
- Mindspace offers a collaborative working environment with a variety of co-working space options from private offices to open coworking options.
- Typical amenities offered:









Mindspace City Offices



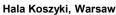
Mindspace Victoriei

#### Upcoming expansion into Romania via Globalworth



## Mindspace is already present with Globalworth in Poland









# Multiple Avenues to Growth



#### **Asset Management**

- Opportunity to extract income and value from assets
- Reducing vacancy with strong on-theground leasing team benefitting from strong international network and impeccable reputation as an institutional, best-in-class landlord
- Focus on tenants' future needs due to continuous interaction with existing tenants and bespoke approach
- Focus on retention through ongoing investment in owned properties and proactive negotiation strategy
- In-house expertise in refurbishment and **fit-out works,** which are done for most tenants who require such services
- Wide platform and network allows for cross-selling through portfolio due to consistency and quality of assets

#### **Developments**

- Outstanding reputation for delivering product on time and on budget
- Track record evidenced by the delivery of c.236k sqm to date, including construction of GWI Tower, the first LEED Platinum certified building in Romania and SEE
- Focus on risk control with significant preletting targeted and strong cost management and oversight
- Construction is outsourced to financially solid and reputable contractors which provide strong performance guarantees
- Significant office space demand in both Romania and Poland create compelling development opportunities
- High quality and strategic developments underway to build on existing stock

#### **Acquisitions**

- Proven capabilities in acquiring, repositioning and developing high quality assets
- On-the-ground capabilities allows for offmarket asset sourcing
- Strong existing network provides continuous access to deal flow in both Romania and Poland
- Experienced management team and efficient platform supports fast proactive approach to investment decision making
- Strong balance sheet and access to institutional equity and debt capital markets
- Disciplined approach to new investments based on a set of predetermined strict financial and commercial criteria



# Committed and Future Developments



# Proven Track Record at Development Delivery – 236k sqm completed since IPO

Secured Projects	Renault Bucharest Connected <sup>(1)</sup> West Bucharest	GW Campus Tower III Bucharest New CBD	Luterana Land Plot Bucharest City Centre	Globalworth Square & Green Court D Land Plots Bucharest New CBD	GW West Land Plot West Bucharest	TAP Extension Timisoara	TAP Phase II Timisoara
Туре	Office	Office	Office	Office	Office	Light Ind./Logistics	Light Ind./Logistics
Status <sup>(3)</sup>	Under construction	Under construction	Future development	Future development	Future Development	Future development	Future development
Expected/Potential Delivery	Q1-2019E	Q4-2019E	2020E	2020E	2021E	-	2019-2020E
Expected GLA (sqm)	42.3k	34.8k	27.0k	43.0k	60.0k	28.5k	145k in phases
Letting Progress	100%	-	-	-	-	-	-
Cost/Capex to 30 Jun 18 (€m)	31.9	7.4	7.0	15.5	2.0	0.8	4.7
As Is Value at 30 Jun 18 (€m)	40.4	16.9	14.3	18.1	2.0	0.7	7.9
Estimated Capex to Go (€m)	26.1	44.6	36.7	57.2	68.2	6.1	56.4
Est. Rental Income	5.5	5.7	5.8	8.0	8.6	0.9	6.1
Est. Yield on Cost	9.5%	11.0%	13.3%	11.0%	12.3%	13.0%	10.0%
Est. Yield on As is Value + Capex To Go <sup>(2)</sup>	8.3%	9.3%	11.4%	10.6%	12.3%	11.7%	9.5%









As at 30 June 2018

Renault Bucharest Connected (reflected with 100% ownership; presently 50% JV).

Yield calculated as estimated rent divided by valuation ("as is Value") per Jun-18 reporting plus remaining estimated capex to completion

Future developments reflects pipeline developments whereby the land has been acquired; commencement of these projects are not confirmed, and shown metrics are subject to fluctuation.



# Solid Balance Sheet And Conservative Financial Policy

# **Financing Strategy**

- Long-term LTV target of around 35%
- Largely unsecured debt structure
- Target diversification across debt maturities

# Key Balance Sheet Metrics Jun-18

- Net LTV of 36%
- Weighted cost of debt of 2.91%
- 87% debt via unsecured, public debt markets
- Average maturity of 5.6 years

# Credit Rating Jun-18

- Fitch: BBB-, stable outlook
- Moody's: Ba1, positive outlook
- S&P: BB+, positive outlook

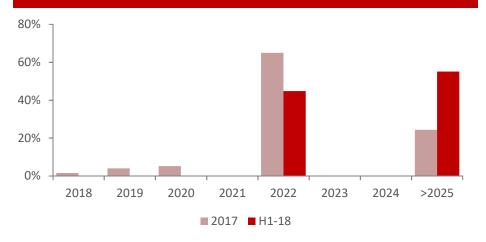
# Development Policy

- Targets development exposure <10% GAV</li>
- Minimal speculative development risk

### **Dividend Policy**

 Dividend of not less than 90% EPRA Earnings in-line with major REIT jurisdictions

#### **Extending Debt Maturity Profile: Successful Bond Market Activities**



#### **Public Markets Debt**

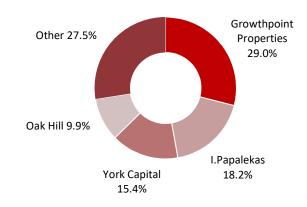
- €550m 5-year Eurobond issue in June 2017 at 2.875% coupon
- €550m 7-year EMTN note issue in March 2018 at 3.0% coupon
- Debut issuance was landmark bond issue for a real estate investment company active in the broader CEE region both in terms of size and price
- Both issues more than two-times oversubscribed, supported by a broad range of global institutional investors
- Senior unsecured position, optimising flexibility around portfolio and financing management



# **Broadening Shareholder Base**



#### Shareholder Structure<sup>(1)</sup>



#### **Strong Support From Key Shareholders**

- Founder and CEO of Globalworth (I. Papalekas) has invested substantially in the company, remains fully hands-on and is committed to continue supporting it in the future
- Growthpoint entered as new cornerstone shareholder in December 2016; shares GWI's strategic vision on the opportunity to expand in the region
- York Capital and Oak Hill have provided consistent support to Globalworth since 2014

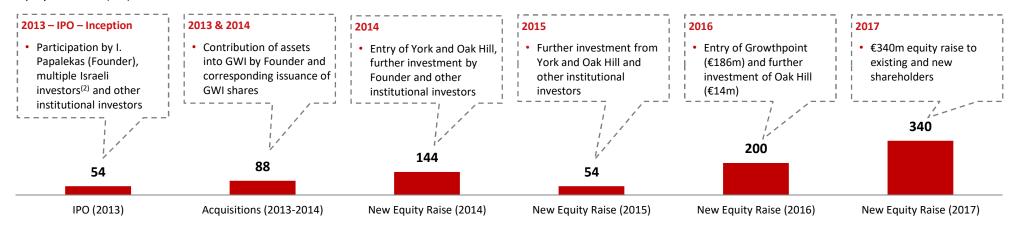






#### Over €870m Equity Raised Over Four Years To Fund Expansion

Equity issuances (€m)



Initiated preparation to obtain a Premium Listing on the Official List of the London Stock Exchange in 2019

- (1) As at 30 June 18
- (2) Often previous JV partners of founder during 2001-2009

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# Section 2

# **H1-2018 Interim Results**

"Globalworth has continued to demonstrate strong momentum in 2018, led by its strategic expansion into Poland. We are delighted with the acquisitions we have made, which include two of the five largest office transactions in the Polish market so far this year, and we continue to assess further pipeline opportunities under attractive market conditions. The significant step-up in our financial results reflects the considerable expansion of our footprint over the past 12 months and the proactive management of our capital structure. In line with our ambition, we continue to establish Globalworth as the leading institutional office landlord in the CEE through our portfolios in Romania and Poland and we seek to be the partner of choice for the wide variety of high-quality tenants which are either present or seeking a presence in the region." Dimitris Raptis, Deputy CEO and Chief Investment Officer

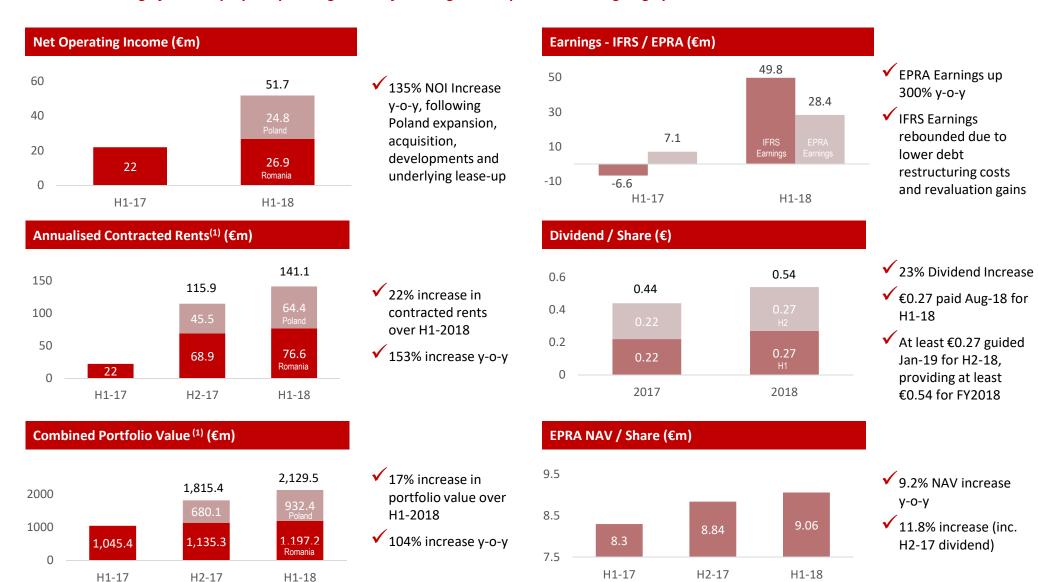


Spektrum Tower, Warsaw – acquired July-2018

# H1-2018 Interim Results – Key Metrics



#### Significant step-up in operating metrics following 2017 expansion and ongoing operational achievements



# H1-2018 – Investment Activity

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# **Key Highlights**

- Active H1-18, deploying proceeds from Dec-17 capital raise
  - Warta Tower 33.7k sqm, €55m acquisition; 10.7% initial yield;
     92% occupancy & 3.5 year WALL
  - Quattro Business Park 60.2k sqm, €139m acquisition; 7.7% initial yield; 99% occupancy & 3 year WALL
  - West Link 14.4k sqm, €36m acquisition; 6.7% initial yield; 100% occupancy & 6.5 year WALL
  - Spektrum (July-18) 29.5k sqm, €101m acquisition; 6.2% initial yield; 93% occupancy & 5 year WALL
- Development Pipeline
  - Campus Tower 2 (29k sqm) completed in Apr-18; 71% let (90% inc. options); Campus Tower 3 (35k sq m) commenced
  - RBC development progressing well; due to complete Q1-19, comprising 42k sqm, 100% pre-let to Renault for 11 years
  - GW West site acquired scope for 60k sqm GLA adjacent to RBC
  - Two new sites acquired scope for 43k sqm GLA adjacent to Globalworth Plaza and Green Court Complex
  - Preparation at Timisoara Airport Park (c.175k sqm logistics) & Luterana, Bucharest (27k sq m office)
- Ongoing proactive renovation and maintenance of existing portfolio; €2m invested in H1-18
- Mindspace & Globalworth collaboration in June 2018
  - Mindspace entering the Romanian market through 3 of Globalworth's buildings (c.11k sqm), in addition to its existing Globalworth location in Warsaw; and
  - Globalworth made a \$10m equity investment in Mindspace to fund future growth



Quattro Business Park, Krakow



West Link, Wroclaw; adjacent to West Gate



Warta Tower, Warsaw



Spektrum Tower, Warsaw



Renault Bucharest Connected, Bucharest



# H1-2018 – Leasing Activity



# **Key Highlights/Metrics**

- Ongoing high occupancy with 94.6% (31 Dec 17: 93.3%) at Group level (96.4% inc. tenant expansion options)
  - Like for like occupancy gain: +2.1% since 31 Dec 17
  - +3.7% like for like increase in Romania; -0.9% in Poland
- 60.5k sqm leasing transactions during H1-18
  - 41.8k sqm new leases; 35 leases, 9.8 yrs WALL
  - 18.7k sqm lease renewals/extensions/expansion; 28 leases, 6.1 yrs WALL

# Honeywell









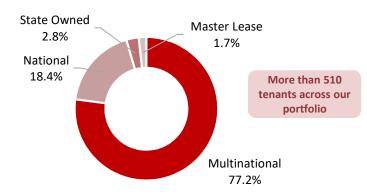
- Ongoing strengthening of asset management function across Romania and Poland including reduced reliance on outsourced providers
- Healthy market backdrop with positive absorption / net take up in both Romania and Poland given ongoing tenant demand



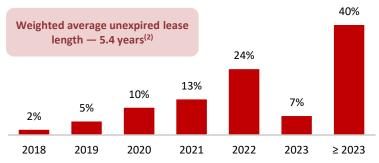
#### **High Portfolio Occupancy (30 June 18)**



# Diverse Tenant Base With No Tenants >10% Contracted Rent Roll (30 June 18)



#### Lease Expiry Profile as at 30 June 18



Globalworth Campus Tower 2, Bucharest – development completed Q2-18

# H1-2018 Interim Results – Corporate



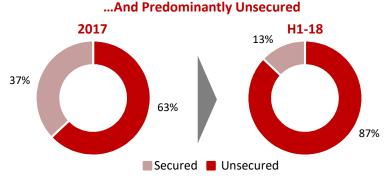
# **Key Highlights**

- Renaming of Polish subsidiary to Globalworth Poland, and positive collaboration across the business
- Further strengthening of the teams in both Romania and Poland to support the ongoing expansion of the business, with combined headcount of over 170 people
- Preparatory work to progress to Premium Listing on the London Stock Exchange Main Market, envisaged in H1-2019
- Consistent execution of strategy on growing cash flow and targeting value-add returns through acquisitions, asset management and development. Strong pipeline of further opportunities
- Positioned as the leading institutional office investor in the CEE region, having become the largest player in both Romania and Poland

# **Financing Activity**

- Issuance of €550m Eurobond under EMTN program in March 2018; 7 year maturity and 3.0% coupon
- Proceeds used to repay certain Polish secured debt facilities; with remainder for general corporate purposes and acquisitions
- Selective use of secured facilities in Romania and Poland
- Overall Cost of Debt at 30 Jun 18: 2.91%
- Net LTV at 30 Jun 18: 36.2%
- Successful completion by Globalworth Poland of €450m equity raise in Jun-18, comprising €300m from Globalworth and €150m from Growthpoint, Globalworth's largest shareholder

# Debt Maturity Profile Extended... 75% 2017 ■ H1-18 50% - 25% - 0% 2018 2019 2020 2021 2022 2023 2024 >2025



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# **Appendix**



# **H1-18 Financials**

# Financial Statements: P&L



#### **IFRS Income Statement**

	H1-17 Unaudited	FY 2017 Audited	H1-18 Unaudited
€m	6 mths	12 mths	6 mths
Revenue (inc. Service Charge Income <sup>(1)</sup> )	34.9	77.9	78.1
Operating expenses (inc. Service Charge Expense <sup>(1)</sup> )	(13.0)	(26.8)	(26.4)
Net operating income	22.0	51.1	51.7
Administrative expenses	(3.2)	(10.2)	(6.5)
Acquisition costs	(0.3)	(10.8)	(1.0)
Fair value movement in investment property	0.7	6.7	38.6
Gain on acquisition of subsidiaries	2.6	28.9	0.3
Share-based payment expense	(0.0)	(0.1)	(0.1)
Depreciation on other long-term assets	(0.1)	(0.2)	(0.2)
Other expenses	(1.5)	(4.1)	(1.5)
Other income	0.0	0.0	0.2
Foreign exchange loss	(0.2)	(0.3)	(0.9)
Gain from Fair Value of financial instruments	-	-	1.7
Profit before net financing cost	20.0	61.0	82.3
Net financing cost			
– Finance cost	(27.3)	(38.5)	(20.5)
– Finance income	0.6	1.4	1.4
Share of profit of joint venture	(0.0)	2.2	0.7
Profit before tax	(6.8)	26.2	64.0
Income tax expense	0.2	(2.4)	(7.6)
Profit for the year	(6.6)	23.7	56.4
– Equity holders of the Company	(6.6)	24.4	49.8
<ul> <li>Non-controlling interests</li> </ul>	-	(0.7)	6.6
IFRS Earnings per share (diluted)	€(0.07)	€0.26	€0.38

#### **EPRA Earnings**

	H1-17	FY 2017	H1-18
€m	6 mths	12 mths	6 mths
Earnings Attributable to Equity Holders (IFRS)	(6.6)	24.4	49.8
Adjustments per EPRA Guidelines:			
Fair Value gain on investment property	(0.7)	(6.7)	(38.6)
Chg. in FV of financial instruments & resp. close-out costs	15.6	15.2	0.6
Losses on disposal of investment properties	1.5	3.8	1.1
Acquisition costs	0.3	10.8	1.0
Gain on acquisition of subsidiaries	(2.6)	(28.9)	(0.3)
Tax credit relating to losses on disposals	(0.0)	(0.1)	(0.0)
Deferred tax charge / (income) in respect to above	(0.2)	1.2	13.6
Adjustments in respect of JV for above items	-	(2.5)	(1.1)
Non-controlling interests in respect of the above	-	(0.5)	2.2
EPRA Earnings	7.1	16.8	28.4
EPRA Earnings per share (diluted)	€0.08	€0.18	€0.21

- Significant step up in net operating income (NOI) following portfolio expansion in Poland in Dec-17 and subsequent acquisitions during H1-18, and ongoing growth in Romanian activities.
- Incremental increase in admin costs reflecting Polish subsidiary and growth in headcount, but economies of scale are increasing.
- Debt coupon/interest cost at 2.9% at 30 Jun 18 following periods of restructuring in 2017 and into H1-18.

<sup>(1)</sup> Refer to Notes 6/7 in the H1-18 Report & 7/8 in the 2017 Annual Report for more details. The revenue line comprises associated rent received from tenants plus their service charge contribution; this is offset by related service charge costs contained in the operating expenses. Adjusting for this provides a more representative rental NOI margin.

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# Financial Statements: Balance Sheet

Summarised IFRS Balance Sheet			
€m	Jun-17 Unaudited	Dec-17 Audited	Jun-18 Unaudited
Investment property	1,048.1	1,792.4	2,088.5
Goodwill	12.3	12.3	12.3
Advances for investment property	10.9	3.4	2.4
Investments in joint-ventures	1.7	21.9	38.4
Other Non-current assets	2.9	11.5	16.9
Non-current assets	1,075.9	1,841.6	2,158.7
Cash and cash equivalents	284.3	273.3	512.8
Other Current assets	11.5	46.1	42.1
Current assets	295.7	319.4	555.0
Total assets	1,371.6	2,160.9	2,713.6
Equity attributable to equity holders of the Company	688.8	1,068.9	1,088.4
Non-controlling interest	-	67.6	219.5
Total equity	688.8	1,136.5	1,307.9
Interest-bearing loans and borrowings	556.9	834.0	1,232.4
Deferred tax liability	73.6	99.6	106.7
Other Non-current liabilities	4.5	13.1	12.3
Non-current liabilities	635.0	946.7	1,351.3
Interest-bearing loans and borrowings	1.6	36.4	11.2
Other current liabilities	46.1	41.5	43.2
Current liabilities	47.7	77.8	54.4
Total equity and liabilities	1,371.6	2,160.9	2,713.6
IFRS Book Value per share (diluted)	€7.53	€8.07	€8.21

EPRA Net Asset Value			
			_
€m	Jun-17	Dec-17	Jun-18
Equity Attributable to Equity Holders (IFRS)	688.8	1,068.9	1,088.4
Adjustments per EPRA Guidelines:			
Deferred tax liability in respect to property revaluations	73.6	112.1	125.7
FV of interest rate swap	3.0	2.6	2.4
Goodwill as a result of deferred tax	(5.7)	(5.7)	(5.7)
Adjustments in respect of JV for above items	-	0.5	0.7
Non-controlling interests in respect of the above	-	(7.0)	(11.0)
EPRA Earnings	759.8	1,171.5	1,200.6
EPRA NAV per share (diluted)	€8.30	€8.84	€9.06

- Significant expansion in balance sheet over past 12 months:
  - Portfolio expansion into Poland and ongoing development activities
  - €340m equity raise in Dec-17, and €150m in new equity through a non-controlling interest expansion in Polish subsidiary in Jun-18.
  - Second €550m Eurobond issue in Mar-18
- Growth in EPRA NAV to €9.06/share supported by valuation gains



# **Further Portfolio Information & Selected Asset Profiles**



# Portfolio Summary: Globalworth Romania

30 June 2018	Location	Asset Type	GLA (sqm)	Valuation (€m)	Contracted Rent (€m)	Est. Rent at 100% Occupancy (€m)	Occupancy (%)	WALL (years)
Globalworth Tower	Bucharest New CBD	Office	54,686	179.5	11.5	11.8	97.7%	7.2
ВОС	Bucharest New CBD	Office	56,962	146.5	9.8	10.1	97.2%	4.3
Green Court Complex	Bucharest New CBD	Office	54,328	142.6	9.9	10.1	98.1%	3.7
Globalworth Campus Towers 1 &	2 Bucharest New CBD	Office	57,191	114.0	7.1	8.9	77.9% (93.2% <sup>(5)</sup> )	9.5
Globalworth Plaza	Bucharest New CBD	Office	24,061	61.1	3.9	4.6	83.1% (97.9% <sup>(5)</sup> )	4.3
ВОВ	Bucharest New CBD	Office	22,391	49.3	3.4	3.7	91.8%	4.8
Gara Herastrau	Bucharest New CBD	Office	12,037	29.3	1.8	2.1	84.0% (92.9% <sup>(5)</sup> )	4.7
TCI	Bucharest Historic CBD	Office	22,434	74.5	5.1	5.1	99.6%	5.0
Unicredit HQ	Bucharest North	Office	15,500	51.7	3.9	3.9	100.0%	3.9
City Office	Bucharest South	Office	36,145	61.2	3.6	5.9	68.5% (75.3% <sup>(5)</sup> )	8.1
Timisoria Airport Park (TAP)	Timisoara	Logistics & Industrial	103,441	55.1	4.5	4.6	97.9%	9.4
Dacia Warehouse	Pitesti	Logistics & Industrial	68,412	47.0	4.2	4.2	100.0%	7.0
Upground Towers	Bucharest New CBD	Retail/Resi	45,246	79.3	2.3	2.4	97.5%/59.6% <sup>(2)</sup>	9.0/1.4 <sup>(2)</sup>
Standing Properties			572,835	1,091.1	71.1	77.4	92.9% <sup>(3)</sup> (95.8%) <sup>(3,5)</sup>	6.0 <sup>(3)</sup>
Globalworth Campus Tower 3	Bucharest New CBD	Office	34,836	16.9	-	5.7	-	-
RBC <sup>(1)</sup>	Bucharest West	Office	42,261	40.4	5.5	5.5	100.0%	11.0
Developments In Progress			77,097	57.3	5.5	11.2		
TAP Expansion option	Timisoara	Logistics & Industrial	28,500	0.7	-	0.9	-	
TAP II Land Plot	Timisoara	Logistics & Industrial	145,000 (phased)	7.9	-	6.1	-	
New CBD Land Plots	Bucharest New CBD	Office	43,000	18.1	-	8.0	-	
Luterana Land Plot	Bucharest City Centre	Office	27,000	14.3	-	5.8	-	
West Bucharest Land Plot	Bucharest West	Office	60,000	2.0	-	8.6	-	
Herastrau 1 Land Plot	Bucharest New CBD	Land	n/a	5.8	-	n/a	-	
Future Developments/Land			303,500	48.8	-	29.4		
Total				1,197.2		118.0		6.4 <sup>(4)</sup>

<sup>(1)</sup> Renault Bucharest Connected (reflected with 100% ownership; presently 50% JV).

<sup>(2)</sup> Retail/residential split.

<sup>(2)</sup> Standing portfolio, commercial only

<sup>(3)</sup> Commercial only, including pre-leases

<sup>(4)</sup> Including tenant expansion options



# Portfolio Summary: Globalworth Poland

30 June 2018	Location	Asset Type	GLA (sqm)	Valuation (€m)	Contracted Rent <sup>(1)</sup> (€m)	Est. Rent at 100% Occupancy (€m)	Occupancy <sup>(1)</sup> (%)	WALL (years)
Quattro Business Park	Krakow	Office	60,235	142.4	10.7	10.8	99.0%	3.1
CB Lubicz	Krakow	Office	23,963	72.8	4.8	5.0	95.3%	3.2
Green Horizon	Lodz	Office	33,510	71.4	5.2	5.2	99.4%	5.1
WARTA Tower	Warsaw	Office	33,657	63.1	5.9	6.5	91.3%	2.9
Batory Building 1	Warsaw	Office	6,610	12.5	1.0	1.0	91.9%	3.2
Bliski Centrum	Warsaw	Office	4,920	13.5	1.0	1.0	100.0%	7.8
Nordic Park	Warsaw	Office	9,025	24.3	1.8	1.8	99.7%	3.3
Philips	Warsaw	Office	6,217	14.3	1.2	1.2	100.0%	3.9
A4 Business Park	Katowice	Office	30,556	68.5	5.1	5.1	100.0%	4.2
Tryton	Gdansk	Office	24,043	56.4	3.9	3.9	100.0%	3.7
West Gate	Wroclaw	Office	16,625	41.6	2.9	2.9	99.5%	4.6
West Link	Wroclaw	Office	14,359	34.6	2.5	2.5	100.0%	6.7
Hala Koszyki	Warsaw	Mixed	22,236	118.2	6.9	6.9	100.0%	5.7
Renoma	Wroclaw	Mixed	40,619	138.2	7.7	8.1	93.4%	3.8
Supersam	Katowice	Mixed	24,228	60.8	3.9	4.1	94.9%	4.5
Standing Properties			350,801	932.4	64.4	66.1	97.3%	4.1
Spektrum Tower (acq. Q3-18)	Warsaw	Office	29,548	101.9	6.3	6.9	92.5%	5.1
Proforma			380,349	1,034.2	70.7	73.1	96.9%	4.2
Beethovena Business Park I <sup>(2)</sup>	Warsaw	Office	17,845	42.9 <sup>(3)</sup>	-	3.2	-	-
Beethovena Business Park II <sup>(2)</sup>	Warsaw	Office	17,395	39.8 <sup>(3)</sup>	<del>-</del>	2.9	<del>-</del>	-
Browary J <sup>(2)</sup>	Warsaw	Office	15,426	67.9 <sup>(3)</sup>	n/d	3.7	88%	n/d
Forward Funded Assets/ROFOs	5		50,666	<b>150.6</b> <sup>(3)</sup>		9.8		

Reflects portfolio of Globalworth Poland (GPRE), 68.4% owned by Globalworth.

vacant retail space maturing on 12 April 2022. In case of EPP, NOI guarantee granted by vendor.

<sup>(1)</sup> Includes rent/space covered by the Rental Guarantee Agreements. In case of Standing Portfolio, in (2) place since IPO with 5 year Rental Guarantee for any unleased office space and NOI guarantee for (3)

<sup>(2)</sup> Initial 25% investment in development at cost, plus 75% ROFO (option to purchase) at completion.

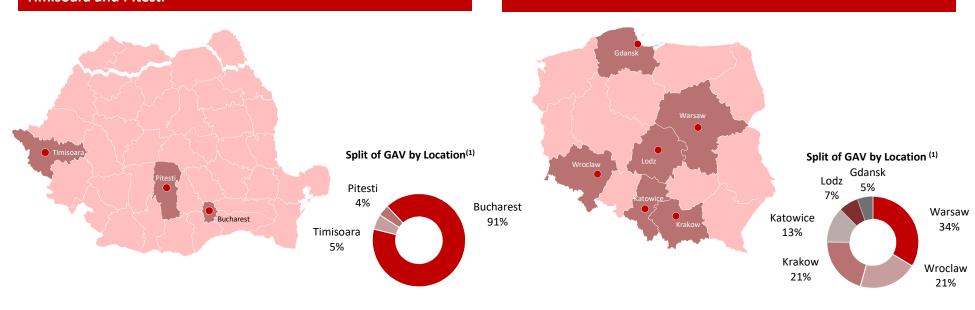
<sup>(3)</sup> Estimated completion value of 100%.

# **Geographically Spread in Core Locations**

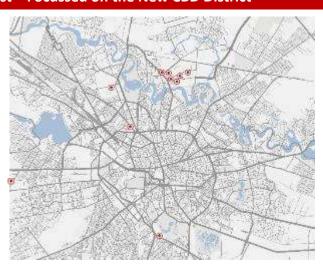


Romania - Office Concentration in Bucharest, Logistics in **Timisoara and Pitesti** 

# **Poland - Portfolio Spread Across Key Regional Cities**



#### **Bucharest – Focussed on the New CBD District**



# **Warsaw - Targeting Central Locations**



# Globalworth Romania - Standing Assets Globalworth Tower



#### **Overview**

- Landmark class A multi-tenanted office building located in the Northern part of Bucharest, delivered in 2016
- 2nd tallest office property in Bucharest with a height of 120m, extending over 26 floors above ground and 3 underground levels

Location:	Bucharest/New CBD
Status:	Standing Property
Date of Acquisition:	Dec 2013
Year of Completion:	2016
Value "As Is"(1):	€179.5m
GLA:	54,686 sqm
Occupancy <sup>(1)</sup> :	97.7%
WALL <sup>(1)</sup> :	7.2 years
Contracted Rent <sup>(1)</sup> :	€11.5m
Green certification:	LEED Platinum—first to receive the highest available Green accreditation in Romania and SEE

# **Key Tenants**























# Globalworth Romania – Standing & Developments Globalworth Campus



#### Overview

- Phase "A", delivered, comprises two (side) towers facing Dimitrie Pompeiu Street (main street) offering on completion a total GLA of c.57.2k sqm. The first tower was completed in Q3-2017 and the second in Q2-2018, extending over 12 floors above ground with two underground levels.
- Phase "B" will comprise a third tower offering an additional GLA of c.34.8k sqm, and include a conference hall. Construction started in H1-2018.
- Globalworth Campus is expected to receive BREEAM Very Good/Excellent certification.

Location:	Bucharest/New CBD
	Tower 1 completed in Q3-17
Status:	Tower 2 completed in Q2-18
	Tower 3 commenced H1-18
Date of Acquisition:	Q4-2013/Q1-2014
Year of Completion:	2017-2020E
Value "As Is" (1):	€130.9m (plus €44.6m capex to complete T3)
GLA:	92,026 sqm (28,955 sqm/28,235 sqm/34,836 sqm)
O	Tower 1: 88.4% (100% incl. options) as at 18 Sept 18
Occupancy <sup>(1)</sup> :	Tower 2: 71.9% (91.5% incl. options) as at 18 Sept 18
WALL <sup>(1)</sup> :	Tower 1: 10.7 years / Tower 2: 8.0 years
Estimated/Contracted Rent(1):	€14.6m / €7.1m

#### **Key Tenants**









(1) Data as of 30 June 2018, except where otherwise stated.

Campus T1 occupancy was 84.9% (96.2% incl. options) and T2 occupancy was 70.8% (90.1% incl. options) as at 30 Jun 18







# Globalworth Romania - Standing Assets Green Court Complex

#### Overview

- Green Court is an award winning complex developed by Skanska in three phases, with the properties completed between 2014 and 2016
- Globalworth acquired the three class "A" offices in subsequent transactions in June 2015, December 2015 and August 2017 and is now the sole owner of the Green Court complex.
- All three properties are LEED Gold certified and offer total GLA of c.54.3k sqm and 834 parking spaces, with each building extending over 12 floors above ground and 3 underground levels.

Location:	Bucharest / New CBD
Status:	Standing Property
Date of Acquisition:	2014-2017
Year of Completion:	2014-2016
Value "As Is"(1):	€142.6m
GLA:	54,328 sqm
Occupancy <sup>(1)</sup> :	98.1%
WALL <sup>(1)</sup> :	3.7 years
Contracted Rent <sup>(1)</sup> :	€9.9m
Green certification:	LEED Gold certification

#### **Key Tenants**









Abbott















# Globalworth Poland – H2-18 Acquisition Spektrum Tower



#### Overview

- Spektrum Tower is a high-rise office building in the heart of the Warsaw's Central Business District, offering 29.5k sqm of GLA and 318 parking spaces over 33 floors above ground and five underground levels.
- It was completed in 2003 and underwent extensive refurbishment in 2015, when it was converted into a multi-tenanted building.
- Spektrum is BREEAM Very Good certified and is leased to over 60 national and international corporates

Location:	Warsaw
Status:	Standing Property
Project Type:	Office
Date of acquisition:	July 2018
Year of Completion:	2003
GAV <sup>(2)</sup> :	€101.9m (acquisition cost)
GLA <sup>(1)</sup> :	29,548 sqm
Occupancy <sup>(1)</sup> :	92.5%
Contracted Rent <sup>(1)</sup> :	€6.3m
WALL <sup>(1)</sup> :	5.1 years
Green certification:	BREEAM In-use/Very Good

# **Key Tenants**



# ecovadis

















<sup>(1)</sup> Data as of 30 Jun 2018

Property acquired in Q3-2018.

# Globalworth Poland – H2-18 Tgt'd Acquisition Skylight & Lumen (prelim SPA signed in Oct-18<sup>1</sup>)



#### Overview

- On 31 Oct 18, Globalworth announced it had signed a preliminary SPA¹ with Unibail-Rodamco-Westfield (URW) for the acquisition of two high quality office towers in the heart of Warsaw's CBD, located above Zlote Tarasy Shopping Centre which is owned by URW. This will represent Globalworth's largest acquisition to date.
- Skylight and Lumen offer 45.5k sqm of GLA over 18 and 8 floors respectively, and 453 parking spaces. The buildings were completed in 2007 and have been certified BREEAM Excellent. The location benefits from excellent connectivity to the city's main train station, other means of public transport and the amenities of an established and well-recognised mixed-use complex.

Location:	Warsaw
Status:	Standing Property
Project Type:	Office
Date of acquisition:	TBC¹: anticipated by 31 Dec 18
Year of Completion:	2007
GAV:	€190m (consideration value, before adjustments)
GLA:	c.45,500 sqm
Occupancy:	c.89%
Contracted Rent <sup>(1)</sup> :	c.€11.5m
WALL:	c. 4 years
Green certification:	BREEAM Excellent

## **Key Tenants**















<sup>&</sup>lt;sup>1</sup>The preliminary sale and purchase agreement is subject to various customary conditions, including competition clearance for the transaction, which must be satisfied. The final sale and purchase agreement is expected to be executed no later than 31 December 2018, and a further update will be provided in due course. Refer to 31 October 2018 RNS for more information.

# Globalworth Poland – Standing Assets Quattro Business Park (H1-18 Addition)



#### Overview

- Quattro Business Park is a high-quality office complex of five buildings located in the commercial hub in the northern part of Krakow, c.5.0km from the city centre and close to the city ring road and developing public transport system.
- Krakow is Poland's second largest city in Poland, and is ranked the 2nd highest European city (7th globally) for outsourcing services according to Tholons.
- Completed in phases between 2010 and 2015 and offers in total 60.2k sqm of GLA and 1,335 parking spaces.
- The property is green certified with BREEAM Excellent (2 buildings) and BREEAM Very Good (3 buildins), and is multi-tenanted to c.50 national and multinational corporates.

Location:	Krakow
Status:	Standing Property
Project Type:	Office
Year of Completion:	2010 - 2015
GAV <sup>(1)</sup> :	€142.4m
GLA <sup>(1)</sup> :	60,235 sqm
Occupancy <sup>(1)</sup> :	99%
Contracted Rent <sup>(1)</sup> :	€10.7m
WALL <sup>(1)</sup> :	3.1 years
Green certification:	BREEAM In-use/Very Good

#### **Key Tenants**



















# Globalworth Poland – Standing Assets Warta Tower (H1-18 Addition)



#### Overview

- Warta Tower is located in the extended West Central Business District of Warsaw with excellent access to multiple forms of public transport.
- Warta Tower was completed in 2000 and offers 33.7k sqm GLA and 542 parking spaces over 21 floors above ground and three underground levels. It offers outstanding architectural qualities, including its iconic lobby.
- The property is green certified with BREEAM Very Good and is multi-tenanted, with TUIR
   Warta (a subsidiary of Talanx International) as its largest tenant.

Location:	Warsaw
Status:	Standing Property
Project Type:	Office
Year of Completion:	2000
GAV <sup>(1)</sup> :	€63.1m
GLA <sup>(1)</sup> :	33,657 sqm
Occupancy <sup>(1)</sup> :	91.3%
Contracted Rent <sup>(1)</sup> :	€5.9m
WALL <sup>(1)</sup> :	2.9 years
Green certification:	BREEAM In-use/Very Good

# **Key Tenants**













# Globalworth Poland – Standing Assets Hala Koszyki



#### **Overview**

- "Hala Koszyki" is a landmark multi-tenanted, mixed-use revitalisation / development project in Warsaw, combining commercial and entertainment features with three modern Class "A" office properties (and a smaller secondary office).
- Its centrepiece is the former 'Koszyki' market hall, commonly known as the 'People's bazaar' built between 1906-1908, which has been renovated and complements the three recently completed modern office buildings, offering 22.2k sqm of high quality commercial space.
- Hala Koszyki was originally developed at the beginning of the 20<sup>th</sup> century and, following
  its revitalisation, features the original Art Nouveau façade and a functional complex with
  a total of 37 restaurants, cafés and other service units. In addition it offers 15.7k sqm of
  office space and 202 parking spaces.

Location:	Warsaw, ul. Koszykowa 63
Status:	Standing Property
Project Type:	High-street mixed-use
Year of Completion:	2016 (redeveloped)
GAV <sup>(1)</sup> :	€118.2m
GLA <sup>(1)</sup> :	22,236 sqm
Occupancy <sup>(1)</sup> :	100% inc rent guarantee
Contracted Rent <sup>(1)</sup> :	€6.9m
WALL <sup>(1)</sup> :	5.7 years
Green certification:	BREEAM In-use/Very Good

#### **Key Tenants**





















# Globalworth Poland – Standing Assets A4 Business Park



#### **Overview**

- The A4 Business Park is a modern, multi-tenanted class "A" office park in Francuska street in the southern part of Katowice
- The park comprises three offices delivered between 2014 and 2016, which are all certified with BREEAM 'Very Good' accreditation
- The A4 Business Park is within sight of the A4 motorway and is close to residential and commercial buildings
- Office I, II and III extend over six and nine floors respectively and have one underground level, offering in total 30.6k sqm of GLA and 605 parking spaces

Location:	Katowice
Status:	Standing Property
Project Type:	Office
Year of Completion:	2014-2016
Value "As Is"(1):	€68.5m
GLA <sup>(1)</sup> :	30,556 sqm
Occupancy <sup>(1)</sup> :	100%
Contracted Rent <sup>(1)</sup> :	€5.1m
WALL <sup>(1)</sup> :	4.2 years
Green certification:	BREEAM In-use/Very Good

#### **Key Tenants**









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