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1. MLP GROUP AT A GLANCE



1. MLP GROUP AT A GLANCE



Leading Integrated European Logistics Property Platform

PREMIUM CLASS-A ASSET BASE

- MLP Group is powerful vertically-integrated business model with full range of in-house capabilities, from property development to management.
- Very experienced team each senior team member with +15 years of industrial experience. Extensive development expertise across warehouse space, logistics centers and business parks.
- Offers class-A warehouses, with strong commitment to sustainability, min 85% portfolio will be BREEAM certified as Excellent or Very Good, or as DGNB Gold or Platinium (in Germany and Austria).
- Integrated European Logistics Property Platform active in the following countries: Poland, Germany, Austria and Romania.





1. MLP GROUP STRATEGY OF OWN DEVELOPMENTS

Vertical integration



Location Search

Design & Permit

Construction

Fit-out

Own property management

MLPG Energy

MLPG provides an overview of potential locations that match the size and use requirements of the client – always in the core markets in Europe.

MLPG applies and obtains all required permits - environmental and building permit on speculative basis in all locations across Europe, immediately.

MLPG's design and engineering team works closely with the tenants to agree detailed building specifications. A floorplan is agreed, and construction schedules are put in place.

Each time before the commencement of the project, a general contractor is selected through a tender.

After construction of the building shell is finished, MLPG assists with tenants to install specialized manufacturing machinery, technology and other details such as employee break out rooms, IT network and furnishings.

After move-in, MLPG park and facility managers keep in close contact with the tenants to ensure all systems operate efficiently and they are comfortable in their new premises.

MLPG agrees with its tenants on a yearly service contract, freeing the client to concentrate on his core business, to ensure safety and maintenance norms, outdoor cleaning, snow blowing, grounds-keeping and general building maintenance.

MLPG is energy wholesaler providing energy and gas to its tenants benefiting from economy of scale and professional energy management.

This is also energy producer from Solar Panels.

1. OUR PORTFOLIO

Two property types



e-commerce growth and increased demand from light Business Parks and offering small warehouse units (ranging industry customers, driven by such factors as relocation of from 700 to 2.5 ths sgm). MLP Business Parks are urban production from Asia to Europe.

BIG BOX (i.e. large-scale) warehouses, primarily addressing City Logistics (MLP Business Parks) are operating as MLP logistics projects with a high potential for growth, which address the retail evolution (e-commerce) and are located within or close to city boundaries with easy access to labour and public transportation.





1. OUR PORTFOLIO



Premium CLASS-A Asset Base Clear height of warehouse space: 10 m or 11.5 m



1. OUR PORTFOLIO





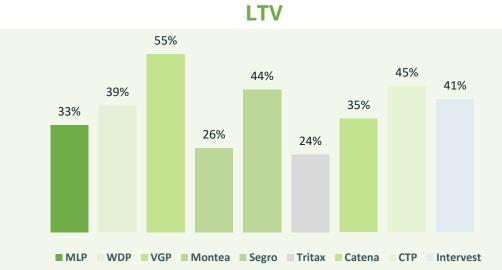


1. MLP GROUP AT A GLANCE



Strong operating position at an attractive valuation





Source: Bloomberg, Dealogic, Company Information as of Jan 19, 2023; Notes: based on last reported financials

	P/NAV			P/B			P/E		
	2022e	2023e	2024e	2022e	2023e	2024e	2022e	2023e	2024e
Segro PLC	0.7x	0.7x	0.8x	0.8x	0.9x	0.9x	25.6x	24.1x	22.9x
Warehouses De Pauw CVA	1.5x	1.3x	1.3x	1.4x	1.3x	1.2x	22.2x	20.6x	19.4x
Tritax Big Box REIT PLC	0.7x	0.7x	0.7x	0.8x	0.8x	0.8x	20.5x	19.2x	17.2x
VGP NV	0.8x	0.8x	0.7x	0.9x	0.9x	0.8x	17.5x	184.4x	41.4x
Montea NV	1.2x	1.0x	1.0x	1.1x	1.0x	1.0x	20.8x	18.2x	10.6x
Catena AB	1.4x	1.2x	1.2x	1.3x	1.3x	1.2x	21.4x	22.1x	20.6x
MEDIAN	1.01x	0.90x	0.91x	0.98x	0.96x	0.94x	21.1x	21.4x	20.0x
CTP NV	0.96x	0.84x	0.76x	1,11x	0.99x	0.90x	7.0x	7.0x	6.9x
MLP Group	0,65x	0.58x	0.54x	0.75x	0.67x	0.62x	4.7x	6.5x	8.2x

Source: Bloomberg, Erste Group Research





MLP GROUP - outperformance



MLP GROUP - OUTPERFORMANCE IN 2022

Com	Company		Like-for-Like rental growth	Rental revenue growth y/y	Portfolio valuation y/y	LTV
MLP	MLP GROUP		+10.0%	+31%	+30.0%	33%
СТР	of to		+4.5%	+35%	+33.0%	45%
SEGRO	SEGRO		+6.7%	+19%	-11.0%	32%
WDP	WDP		+4.0%	+14.6%	+9.6%	35%
Logicor	LOGICOR		+4.3%	+2.4%	-2.0%	48%

MLP Group 2022 vs. 2021





Key points in 2022



- The Covid-19 pandemic has not impacted MLPG activity
- 2 Strong tenants' portfolio none of MLPG's tenants run into insolvency nor significant liquidity problems very restrictive and conservative tenats acceptance policy brings sufficient comfort level for economic slowdown. In addition, we conducted a tenant stress test, which resulted in the fact that we do not expect any tenants to have any problems with paying rent on time this only confirms the thesis about a very conservative customer acceptance policy.
- New leasing contracts concluded
 - (a) Poland -> leasing 163 327 sqm
 - (b) Germany -> leasing 5 868 sqm (project under permitting, leasing 2023)
 - (c) Romania -> leasing 5 242 sqm
- 4 Re-letting in Poland 60 400 sqm
- Germany and Austria
 - (a) MLP Business Park Berlin → First MLP City Project in Berlin fully leased, prior construction completion, contracted rent 15% higher than budgeted.
 - (b) MLP Business Park Vienna → 150% covered with LOI

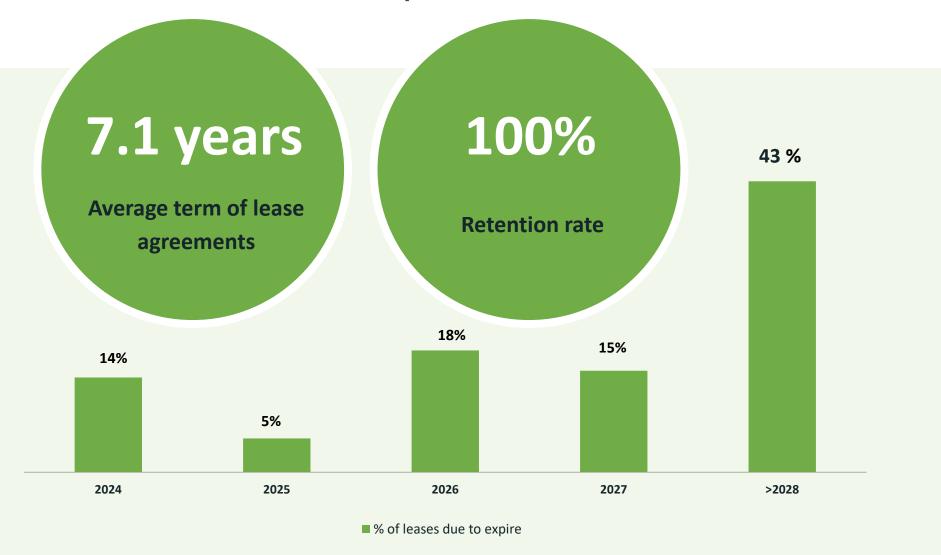
Key points in 2022



- 6 New plots acquisition in total 37.7 ha with additional development potential 185 000 sqm:
- Solid financial position
 - (a) LTV at 33.1%, high interest coverage ratio 3.3 x ICR
 - (b) Long average debt maturity 5.1 years
 - (c) Increasing FFO from YE 2021 EUR 11.7 mn to YE 2022 EUR 18.5 mn
- 8 Issue of shares PLN 183.5 mn (issue of 2 621 343 shares at PLN 70 at par)
- Issue of bonds EUR 6 mn in July 2022 (the only one transaction in EUR on Polish debt capital market in 2022)
 Ongoing & new development of 309 797 sqm, with the managed construction budget value of EUR 140 mn.
- 10 Financing in Germany:
 - (a) a) bank loan for MLP Unna project with BayernLB in total amount of EUR 41.2 mn, out of which ca. EUR28mn has been drawn as the construction loan.
 - (b) b) bank loan for MLP Business Park Berlin in total amount of EUR 19.7 mn, fully utilised in 2022.
- **Financing in Poland**: additional top-up tranche of EUR 13mn in portfolio- refinancing with ING-PKO BP-ICBC, project financing for Polish parks with total ultimate bank loans amount of ca. EUR 80 mn.

MLP GROUP

Portfolio Vault and leases due to expire





Average Market Investment yields: Poland, Germany, Austria & Romania

POLAND	2022	1H 2022	2021	2020	2019	2018
Warsaw	5.00	4.50	5.25	6.00	6.25	6.75
Silesia	5.30	5.00	5.25	6.25	6.25	6.75
Central Poland	5.30	5.00	5.25	6.15	6.25	6.75
Poznań	5.30	5.00	5.25	6.25	6.50	6.75
Wrocław	5.30	5.00	5.25	6.25	6.25	6.75
GERMANY (net prime yields)	2022	1H 2022	2021	2020	2019	2018
Berlin	3.90	3.00	3.40	3. 70	4.15	4.55
Düsseldorf	3.90	3.00	3.40	3. 70	4.15	4.60
Frankfurt	3.90	3.00	3.40	3. 70	4.10	4.55
Hamburg	3.90	3.00	3.40	3. 70	4.10	4.55
Cologne	3.90	3.00	3.40	3. 70	4.15	4.65
Stuttgart	3.90	3.00	3. 40	3. 70	4.20	4.60
AUSTRIA (net prime yields)	Q3 2022	1H 2022	2021	2020	2019	2018
Vienna	4.75	3.90	4.00	4.70	5.00	5.30
ROMANIA	Q3 2022	1H 2022	2021	2020	2019	2018
Bucharest	7.50	7.00	8.50	8.50	8.50	8.75

Changes in yield caused by rising interest rates may adversely affect the valuation of real estate assets, on the flip side, changes in ERV rates (estimated rental value) may compensate a decline in asset value driven by the yield increase. In paradox, since some of the lease contract getting shorter, the higher ERV applied will have positive impact on overall valuation.

Source: Cushman & Wakefield, BNP Paribas, JLL

2. YIELDING PROJECTS

Poland & Germany











MLP POZNAŃ

MLP POZNAŃ WEST II

MLP WROCŁAW

MLP GLIWICE









MLP PRUSZKÓW I

MLP PRUSZKÓW II

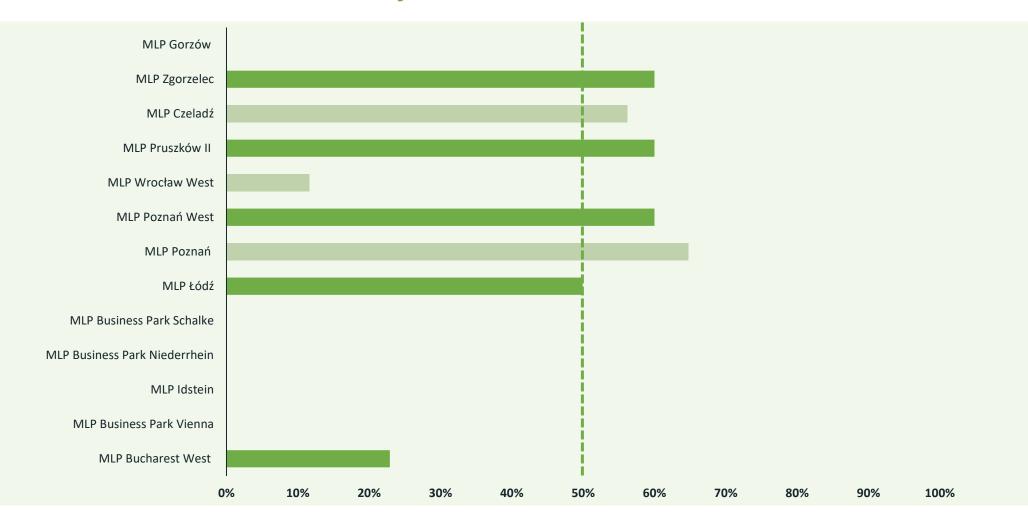
MLP LOGISTIC PARK UNNA

MLP BUSINESS PARK BERLIN I



Poland, Germany, Austria & Romania

PERCANTAGE OF PROJECTS DEVELOPMENT AS AT DECEMBER 2022



2. PROJECTS UNDER CONSTRUCTION

Poland & Germany & Austria & Romania











MLP ZGORZELEC

MLP BUSINESS PARK POZNAŃ

MLP BUSINESS PARK NIEDERRHEIN

MLP BUCHAREST WEST









MLP GORZÓW

MLP CZELADŹ

MLP BUSINESS PARK VIENNA

MLP ŁÓDŹ



Phasing of projects in Poland, Germany, Romania & Austria

PHASING OF THE PROJECTS



Key points in YE 2022 - Financial position



	As at 31 Dec	emb	er 2022:
>	LTV ¹⁾	33	.1%
>	ICR	3	3.3x
>	NAV in PLN mn	2	498
>	Financial indebtness in EUR mn (all-in) among which:	,	375
	– Bank loans (secured on MLP's assets) in EUR mn		294
	– Bonds (unsecured on MLP's assets) in EUR mn		81
	Bank loans secured with IRS or with fixed interest rate		80%
	Financial indebtness secured with IRS or with fixed interest r	ate	61%
>	Weighted Avarage Interest Rate on financial liabilities (all-in) among which:	2	.2%
	- Weighted average interest rate on bank facilities		2.0%
	- Weighted average interest rate on bonds		2.8%
>	Weighted Average Unexpired Financial Debt Term (in years)		5.1







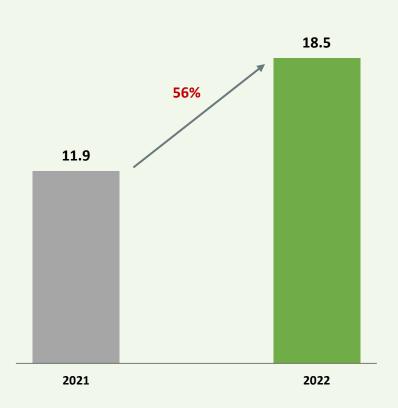
¹⁾ LTV % = (financial debt - cash & equivalents)/investment property

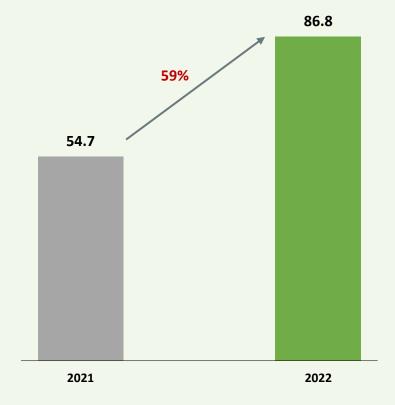
Key points in YE 2022 - Financial position



FFO IN EUR MN

FFO IN PLN MN

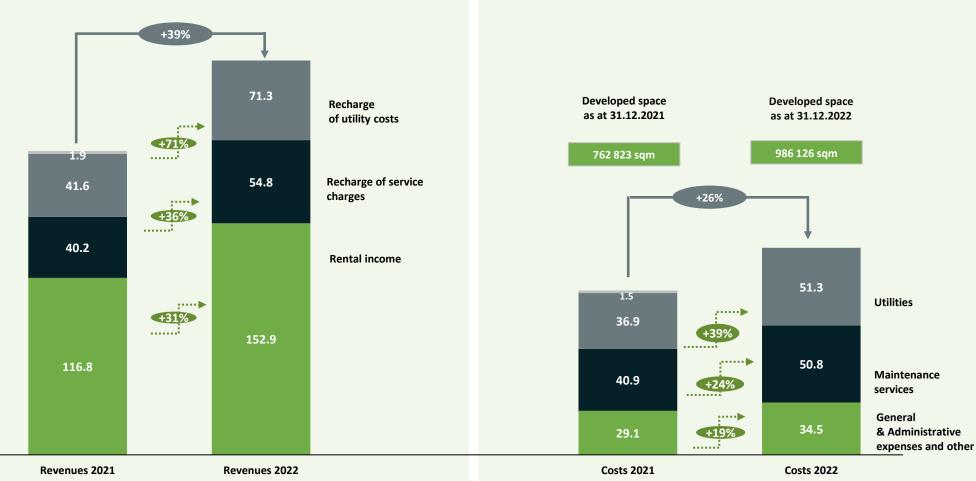




Key points in 2022 - Financial position









3. 2022 LEASING RESULTS



New contracts in 2022



NEW LEASING CONTRACTS POLAND, GERMANY & ROMANIA – 174 437 SQM



- 65% of new leases in 2022 with existing MLP tenants
- 100% rents in EURO
- 100% lease agreements indexed with CPI for EURO without any cap (indexation once a year)
- In 2023 the rental revenues will increase by 8.2% due to the CPI indexation
- As potential of rental growth in 2023, we plan to extend lease agreements for a total area of 111 285 sqm,
- Re-letting in Poland 60 400 sqm
- Total leased area 234 837 sqm

3. LEASING RESULTS - OUR CLIENTS



Partnership that deliver robust & growing income streams

STRONG OPERATING METRICS



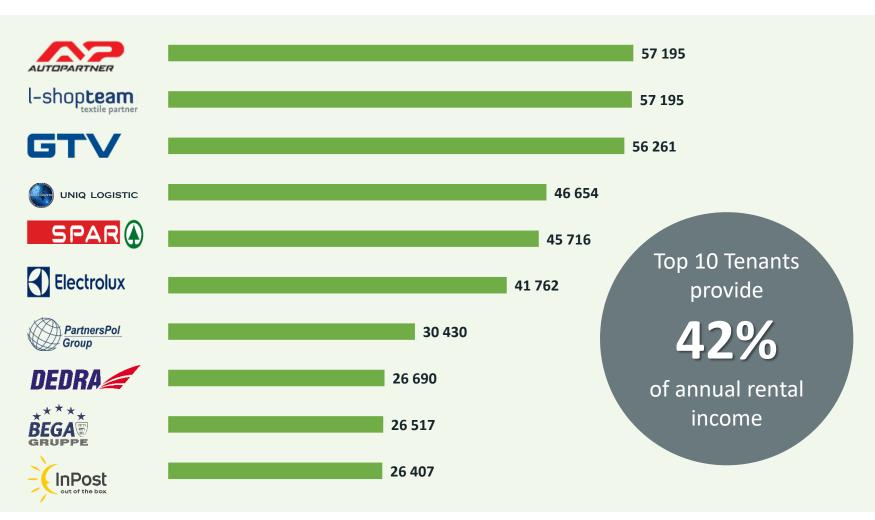
TENANTS BY SECTOR





Our tenants – diversified tenants' portfolio

TOP 10 TENANTS IN SQM



Main leasing deals



REPEAT CLIENTS























Prime headline rents, warehouses over 5,000 sqm

RENTS IN EUR/SQM/YEAR

European average
+12.2 %

Q4 2022 vs Q4 2021
48 markets
21 countries



Source: BNP Paribas Real Estate

European vacancy rates in 2022



Poland

4.1%

Germany

1.5%

Austria

0.9%

Romania

5.6%

Netherlands

1.6%

Euro avarage





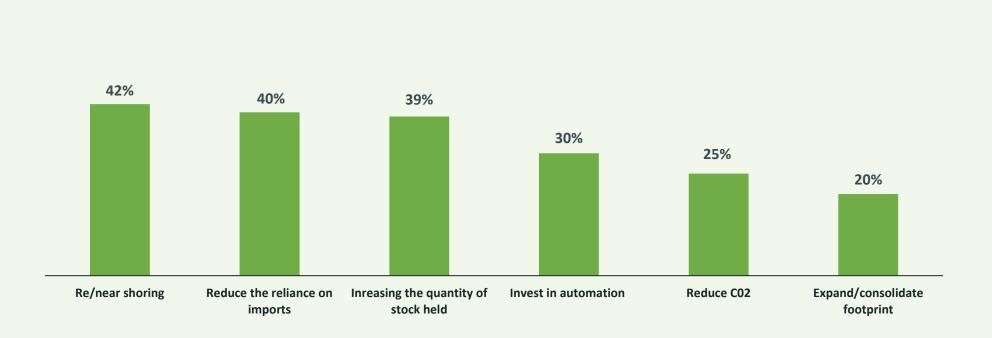


Source: Savills, European Logistics outlook Q3 2022





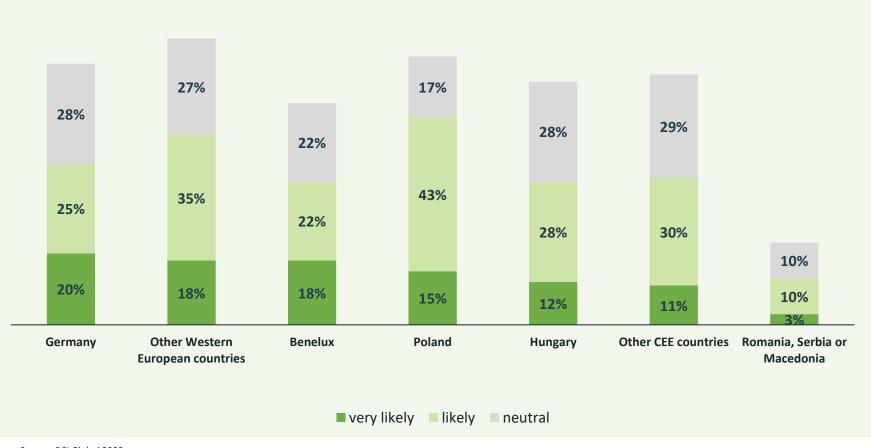
OCCUPIERS STRATEGY TO MANAGE SUPPLY CHAIN OVER NEXT 3 YEARS





Geographical locations considered for near shoring

BENEFITIAL MARKETS



Source: BCI Global 2022



Industrial forecast for 2023 - main parametres

Demand for logistics space, across all markets where we operate, is unbroken and the combination of bounce back in global economy, continuing e-commerce demand and restructuring of supply chains will keep demand for logistics space high.

Main drivers of the demand for logistic space are:

- Low availability of vacant space will remain critical, high rate of pre-lets for new projects
- No signs that supply and demand will come into equilibrium in the short term
- Rents are likely to continue the growth course with demand expected to remain high, it is expected that prime rents will tend to rise over the next quarters
- Increased activity from 3PL
- On-shoring (partial moving of manufacturing activity form Asia to Europe) and production occupier demand in will be strong across Europe.
- 6 Energy costs, ESG and carbon neutrality will become more important



4. STRONG EXPANSION



4. STRONG EXPANSION

and new markets





4. STRONG EXPANSION and new plots reservation





4. ACCELERATED LANDBANK ACQUISITIONS

Replenishing & growing development capacity



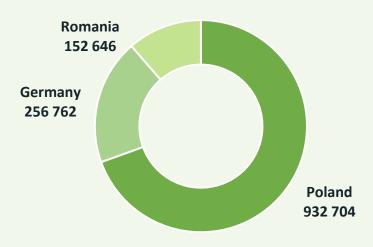


52% situated adjacent to our existing or new parks

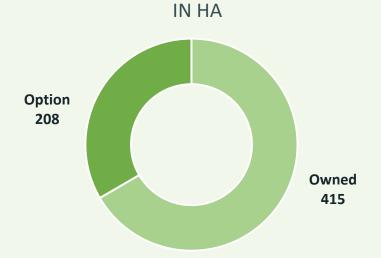
x2

Potential development of the landbank is 1.6 mn sqm which doubles the portfolio's size

POTENTIAL DEVELOPMENT OF LANDBANK BY COUNTRY IN SQM



POTENTIAL DEVELOPMENT OF LANDBANK





5. FINANCIAL ACTIVITY IN 2022



Key points in 2022 - Financial position



	YE 2022 (IN PLN MN)	YE 2021 (IN PLN MN)	CHANGE	YE 2020 (IN PLN MN)		YE 2022 (IN %)	YE 2021 (IN %)	CHANGE (p.p.)	YE 2020 (IN %)		YE 2022 (IN PLN MN)		CHANGE	YE 2020 (IN PLN MN)
REVENUES	279.1	200.6	39%	190.7	GROSS MARGIN ¹⁾	66.2	64.9	1.3 p.p.	58.6	INVESTMENT PROPERTY	4 433.0	3 394.5	31%	2 330.9
					OPERATING					Cash and cash equivalents	315.2	177.2	78%	163.0
OPERATING PROFIT	590.2	632.3	-7%	297.8	MARGIN BEFORE REVALUATIONS ²⁾	48.2	45.8	2 p.p.	44.3	Other assets *	225.3	193.2	17%	161.2
PROFIT BEFORE TAX	529.1	599.5	-12%	210.1	OPERATING MARGIN ³⁾	211.5	315.2	-104 p.p.	156.2	TOTAL ASSETS	4 973.5	3 764.9	32%	2 665.1
NET PROFIT	422.4	480.5	-12%	170.4	ROE ⁴⁾	134.4	186.3	-52 p.p.	115.1	NAV	2 498.0	1 824.5	37%	1 211.7
										Financial liabilities - bank loans and IRS	1 456.0	1 036.1	41%	805.9
EPRA EARNINGS	68.9	47.5	45%	49.5	EBITDA BEFORE REVALUATION GROWTH ⁵⁾	46.5	8.8	38 p.p.	42.7	Financial liabilities – bonds	383.9	439.5	13%	348.5
EBITDA ¹⁾	592.9	632.5	-6%	298.5	EBITDA GROWTH ⁶⁾	-6.6	112.3	-119 p.p.	65.5	Other financial liabilities	42.3	42.9	-1%	37.1
EBITDA										Other liabilities	593.6	421.9	16%	251.9
BEFORE REVALUATION 2)	135.1	92.2	47%	85.2	EQUITY RATIO7)	50.1	48.2	2.0 p.p.	45.2	TOTAL EQUITY AND LIABILITIES	4 973.5	3 764.9	32%	2 655.1

¹⁾ EBITDA= EBIT+ Depreciation

²⁾ EBITDA before revaluation = EBIT + Depreciation-Revaluation

¹⁾Gross Margin = (Revenues-Cost of sales)/Revenues

²⁾ Operating Margin before revaluations = (Operating profit -Revaluation)/Revenues

³⁾ Operating Margin = Operating profit/Revenues

 $^{^{4)} \ \}text{ROE} = \text{Net income} \ / \ \text{Adjusted Shareholder's Equity (weighted average of the sum of share capital and share premium)} \\ ^{5)} \ \text{EBITDA before revaluation growth} = [\Delta_{v,v} (\text{Operating profit} - \text{Revaluation})] / (\text{Operating profit}_{p_f} - \text{Revaluation}_{p_f})$

⁶⁾ EBITDA growth = $[\Delta_{y,y}]$ Operating profit] / Operating profit_{py}

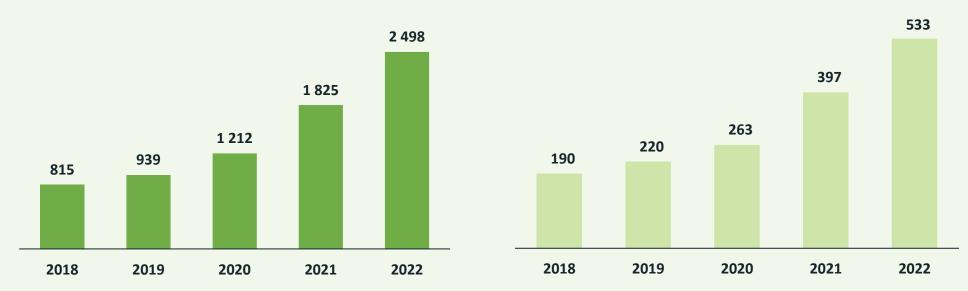
⁷⁾ EQUITY RATIO = Total equity/ total assets ≥ 35%

Net Asset Value Growth



NET ASSET VALUE (in mn PLN)

NET ASSET VALUE (in mn EUR)





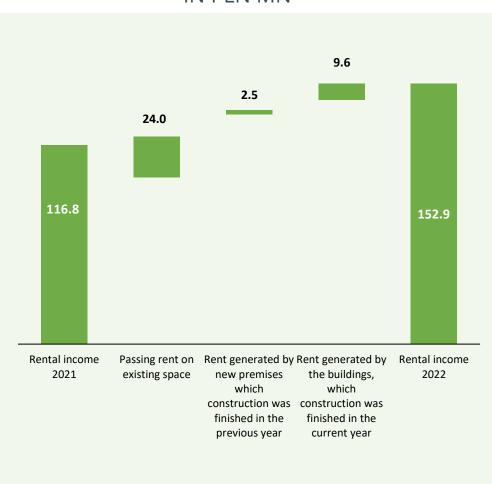






RENTAL INCOME

IN PLN MN



LIKE-FOR-LIKE RENTAL GROWTH

MAIN DRIVERS

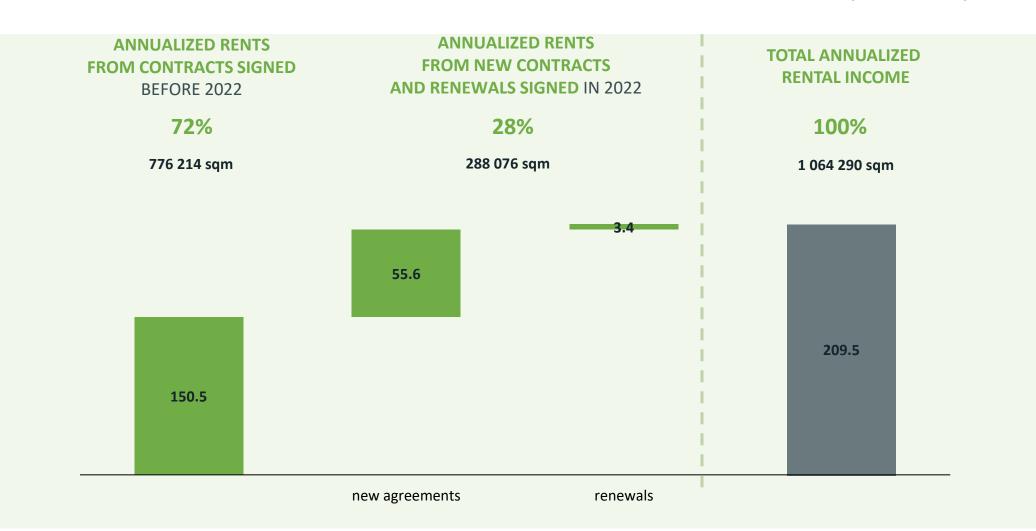


The like-for-like gross rental growth compares the growth of the gross rental income of the portfolio that has been consistently in operation (not under development) during the two preceding 12-month periods that are described.

100% MLP's lease contracts are indexed without any caps.



ANNUALIZED FUTURE RENTAL INCOME BASED ON ALL SIGNED CONTRACTS (IN MN PLN)



Loans and bonds



EXISTING BANK LOANS BY MATURITY



BONDS BY MATURITY

IN EUR MN



- MLPG is a reliable financing partner, with a solid financial position.
- Having signed bank loan agreements with Polish and German banks MLP has secured financing of EUR 79 mn for further development.
- On 11th of May 2022 MLP Group redeemed bonds of series A in the total amount of EUR 20 mn at their maturity date.
- On 22 July 2022, the Company issued, by way of public offering for qualified investors, 6,000 Series E bearer bonds with a nominal value of EUR 1,000 per bond and total nominal value of EUR 6,000,000.
 - The Series E bonds mature on 22 January 2024.
- In line with MLP's strategy for years 2022-2024, further bond issuings are being considered by the company, the amounts and timetables depends on market conditions.
- Issue of shares PLN 183.5 mn (issue of 2 621 343 shares at PLN 70 at par) took place in December 2022.



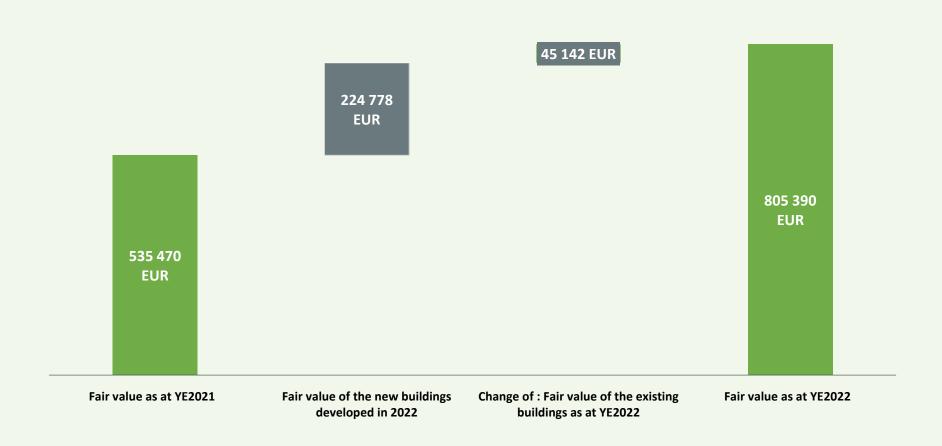
YIELD WIDENING SIGNIFICANTLY OFFSET WITH INCREASE IN ERVS



^{*} Excluding buildings in MLP PR 1 and MLP Business Park Poznań

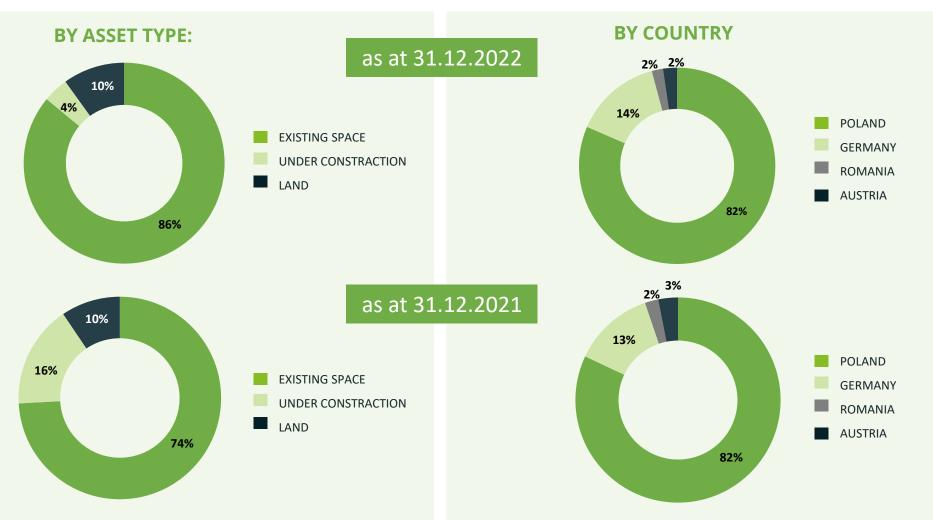


CHANGE OF FAIR VALUE (IN THS) – EXISTING BUILDINGS YE 2022 VS YE 2021



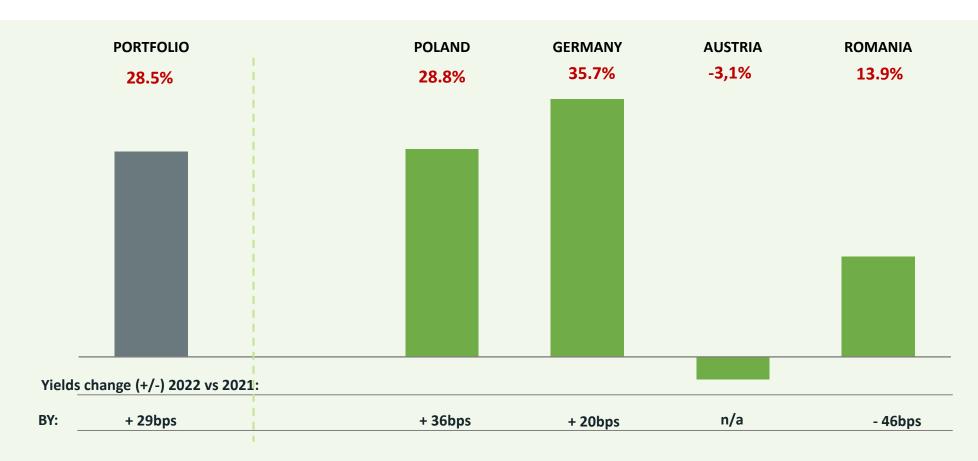


GROSS ASSET VALUE





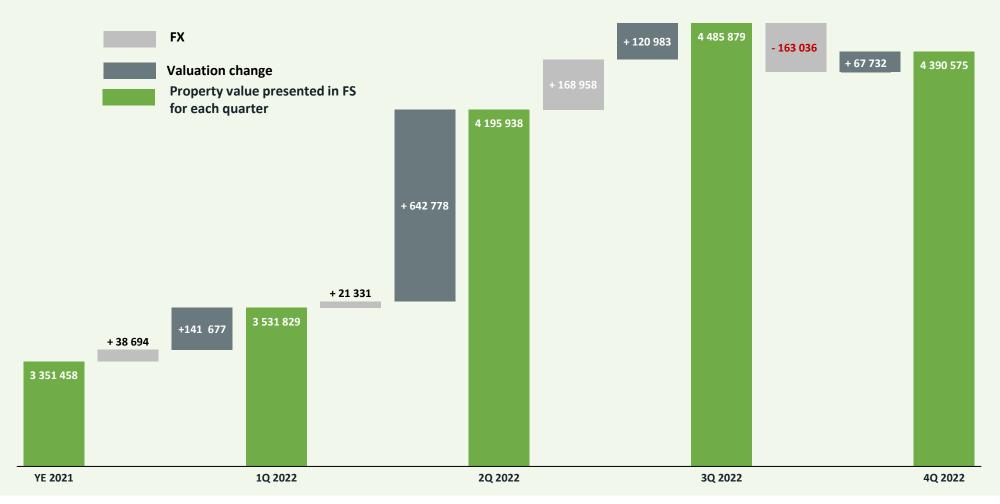
CHANGE OF VALUATION PER COUNTRY 2022



The chart above does not include value of Perpetual Usufruct.



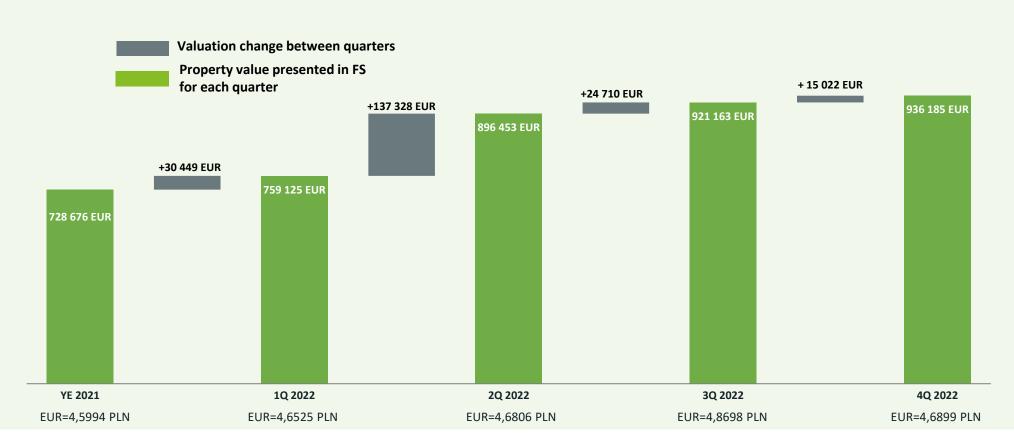
CHANGE IN PROPERTY VALUATION IN 2022 (IN THS PLN) - PER QUARTER



The chart above does not include value of Perpetual Usufruct.



CHANGE IN PROPERTY VALUATION IN 2022 (IN THS EUR)- PER QUARTER



The chart above does not include value of Perpetual Usufruct.

The whole MLP'S portfolio is valued in EURO. For Financial Statement presentation the fair value are translated into PLN with the exchange rates EUR/PLN at the balance date.



THE COMPOSITION OF THE REVALUATION IN PLN MN





6. SUSTAINABLE DEVELOPMENT



6. GREEN INDUSTRIAL DEVELOPER Energy



100% GREEN ENERGY DELIVERED TO OUR CLIENTS

MLP has contracted renewable energy to all parks by 2024

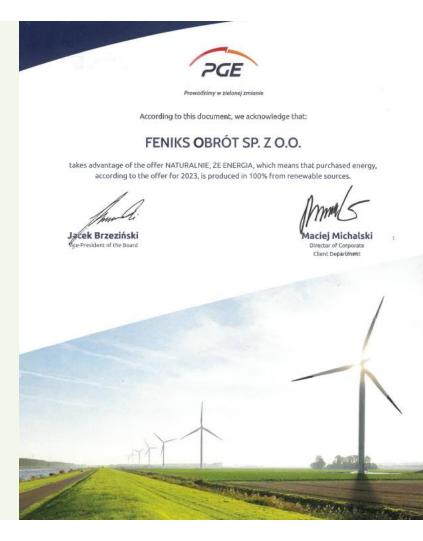
Importance to tenants:

- Zero carbon emission
- Tenant's ESG ambitions
- Renewable Energy as a crucial factor in the tendering processes both for tenant's suppliers and tenant's clients

41.500 tons
less CO₂ emission

40%
of tenants demand
green energy

569%
of tenants have
control of energy
use



6. GREEN INDUSTRIAL DEVELOPER Solar panels



ENERGY PRODUCTION ULTIMATE INCOME

Poland:

- 2022: 242 MWh PLN 0.17 mln
- 2023: 3 025 MWh PLN 2.27 mln
- 2024: 6 140 MWh PLN 4.61 mln

Germany (Berlin and Unna)

2023: 1.2 MWp – EUR 150 ths

Austria

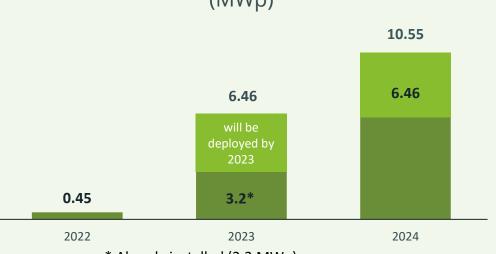
2024: 500 kWp EUR 70 ths

Romania

2024 500 kWp EUR 70 ths

SOLAR PANELS INSTALLED CAPACITY





* Already installed (3,2 MWp)

IMPORTANCE TO MLP:

- ESG
- Ability to keep constant energy prices
- Additional income being generated by the PV installations
- Energy security
- Low carbon growth

IMPORTANCE TO TENANTS:

- Lower energy cost 10% lower than the market price
- Tenant's ESG ambitions
- Energy security



7. ESG STRATEGY





7. ESG STRATEGY For MLP GROUP S.A.



E – ENIVIRONMENTAL GOAL

 Reducing the company's negative impact on the environment

Tasks to achieve this goal:

- renewable energy from PV + Energy efficiency
- reducing water consumption
- waste management
- bio-diversity

S - SOCIAL GOAL

 Drive a comprehensive effort to improve the quality of the environment and ensure environmental safety of the local communities

Tasks to achieve this goal:

- improve the safety and health of employees and customers
- ensure a safe workplace for employees
- create a friendly external environment
- provide charitable support
- provide charitable support































7. ESG STRATEGY For MLP GROUP S.A.



G - GOVERNANCE GOAL

Incorporate ESG into business operations and reconcile corporate and social interests

Tasks to achieve this goal:

- consider issues relating to the environmental impact of projects,
- human rights and climate change
- in decision-making processes
- establish procedures and set
- measurable goals to ensure that environmental, climate and human
- rights risks are identified and avoided
- do business in line with ethical
- standards communicate ESG strategies and activities



















We focus primarily on measures geared towards reducing our adverse environmental impacts. We concentrate on our goal to achieve climate neutrality by 2026.

