















# AGENDA AND TEAM





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# Macro key take aways – characteristics of the markets



- Germany and Poland are super resilient economies.
- Manufacturing, value added (% of GDP) in Germany was reported at 18.45 % in 2022 (in 2023 19.08% expected). Four sectors dominate German industry: the mechanical engineering, and electrical industry, chemical and automotive. Exports of goods and services as percent of GDP. The latest value from 2022 is 50.34 percent.

  Germany recorded the highest value of sold production, equivalent to 26 % of the EU total, followed by Italy (19 %), France (11 %), Spain (8 %), Poland (6 %) and the Netherlands (4 %). The other 22 EU Member States contributed with smaller shares (less than 4 %).
- Manufacturing, value added (% of GDP) in Poland was reported at 17.69 % in 2022 (in 2023 18.83% expected). Leading manufacturing sectors include food and beverages; automotive; metal products; rubber and plastic; electrical equipment; chemicals and chemical products; non-metallic mineral products; basic metals; furniture; paper and paper products; machinery and equipment; computer, electronic and optical products. Exports of goods and services as percent of GDP in 2022 was 61.72%.
- 4 France, manufacturing value added (% of GDP) was in 2022 is 9.32 percent (in 2023 9.62% expected). Exports of goods and services (% of GDP) in France was reported at 34.01 % in 2022.







#### Micro outlook



- 1 Leasing take-up pipeline 25% lower vs supply 50% lower across all major European markets.
- Low vacancy rate 4% across all major European markets and limited land availability continue to drive rental growth across Europe (pricing and leasing opportunity for MLPG).
- 3 European logistics rental index rose at 10.8% YoY, at a slower rate at the end of Q2 compared to 12.3% in Q1 2023
- 4 The most preferred locations by tenants are at the core markets, where MLP has a strong presence.
- 5 Occupiers taking longer to make final decisions.
- Lower demand generated by e-commerce companies but **strong demand from logistics companies** which accounted for more than 40% of take –up on the European markets.
- Further development of last mile logistics is expected.
- 8 Strong demand by light industrial tenants (reflecting MLPG strategy focus).
- Strong demand related to supply chain resiliency (increasing the storage area).
- Strong reshoring trend, companies are bringing production back home due to the Ukraine war and China's slowdown reflecting MLPG strategy focus.
- Change in the size of the demand. Last years demand for 50-100k sqm for fulfillment center, now the standard size of the lease is in the range of 5-15k sqm.
- 12 **Poland Germany => Gateway to Ukraine** rebuilding process.



# Generic development of logistic assets without acquistions

#### DEVELOPED SPACE, UNDER CONSTRUCTION & IN PREPARATION STAGE (sqm)



- MLP determines the quality and the location of the product
- MLP plans the infrastructure of the logistics park in the long term - which helps/facilitates subsequent scaling/expansion of the logistic park
- MLP has standardized documentation of constructed facilities,
- MLP develops standardized warehouses => making suitable for subsequent re-letting
- Own/generic development of logistics parks makes it easier to build long-term relationships with tenants

- All additional investments (TI tenants' improvements) made by MLPG for a specific tenant, are paid back by tenants during the initial lease period
- Long term impact on the local community, projects align with local society expectations (local bike station, eco-friendly and energy efficient buildings)
- MLP affects the choice of each tenant (strong financial results-D&B verification, type of business)

# Main highlights in PLN



4.6<sub>bn PLN</sub>

Value of investment properties

136.1 mn PLN

EBITDA without revaluation

2.509<sub>bn PLN</sub>

**NAV** 

73.2<sub>mn PLN</sub>

**FFO** 

104.6 PLN

+0.5 % vs. YE 2022

**NAV** per share

175k sqm

Already signed

**Lease agreements** 

 $26.3_{mln\,PLN}$ 

**Net profit** 

85%

of our portfolio

certified with very good BREEAM/DGNB



# Main highlights in EUR



992.7<sub>mn EUR</sub>

Value of investment properties

29.7<sub>mn EUR</sub>

EBITDA without revaluation

541.3<sub>mn EUR</sub>

NAV

16.0<sub>mn EUR</sub> +18% vs. 3Q 2022

**FFO** 

22.6 EUR

+2% vs. YE 2022

**NAV** per share

175k sqm Already signed

**Lease agreements** 

5.7<sub>mln EUR</sub>

**Net profit** 

85%

of our portfolio

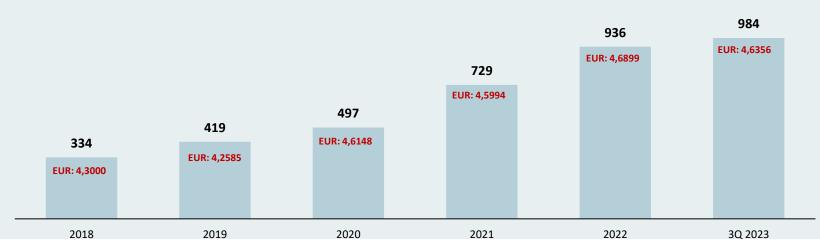
certified with very good BREEAM/DGNB



## Key points in 3Q 2023



## **GROSS ASSET VALUE (in EUR MN)\***



<sup>\*</sup>Gross Asset Value without Perpetual Usufruct

PLN/EUR strengthening had the greatest impact on the value of investment property. Due to the strengthening of PLN in the reporting period - as at December 31, EUR 1 = PLN 4.6899 as at the reporting date of September 30, EUR 1 = PLN 4.6356, a decrease of PLN 0.0543 (-1%). As a consequence, the value of our investment properties decreased by PLN 50,836 thousand.

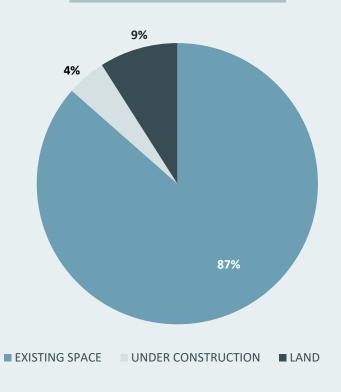


# Gross Asset Value by asset type



# GROSS ASSET VALUE BY ASSET TYPE:

as at 30.09.2023



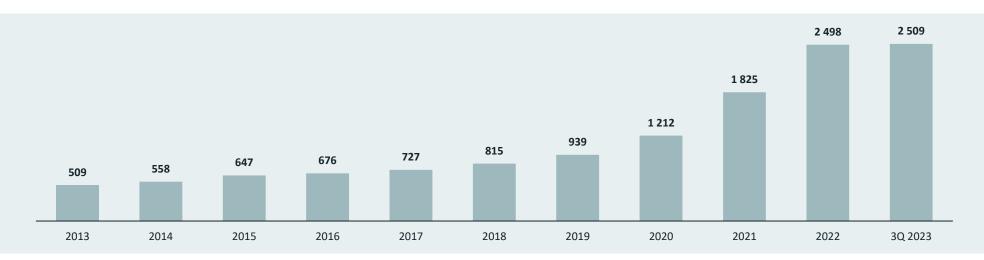
- Low participation of non yielding assets, i.e. 13%
   (9% plots and 4% construction)
- The majority of assets under construction are covered with the prelease contracts.



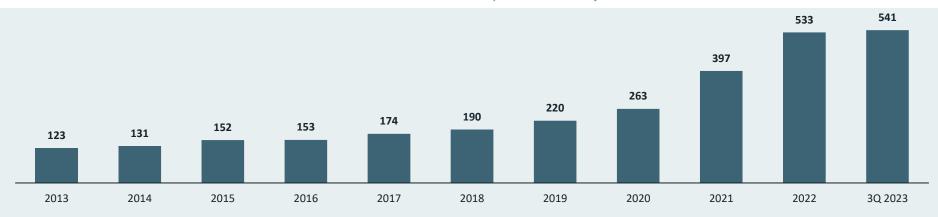
# Key points in 3Q 2023



## **NET ASSET VALUE (IN MN PLN)**



#### **NET ASSET VALUE (IN MN EUR)**



# Key challenges for 4Q 2023 and 1H 2024



#### **DEPLOYING ACQUIRED PLOTS**

#### MLP Wrocław West (2nd stage)

Building permit for the buildings expected 1Q/Q2 2024 and subsequent possible start of construction 2Q/Q3 2024.

#### MLP Łódź

Remaining development part of approx. 36,000 sqm of warehouse and office area – building permit for the bridge building expected 2Q 2024 and subsequent construction starting 2Q/3Q 2024.

#### **MLP Zgorzelec**

Building permit in place, construction start of ca. 30,000 sqm for Auto Partner (prelease) and 22,000 sqm speculative buildings in September 2023.

#### MLP Poznan West III (extension)

 $21,000~{
m sqm}$  - building permit for the building expected 4Q 2023 and subsequent construction starting 4Q 2023 / 1Q 2024.

#### MLP Pruszków II (extension)

Approx. 65,000 sqm (30,000 sqm already developed) - building permit for the building expected 1Q 2024 and construction 1Q 2024.

#### **MLP Idstein**

Approx. 20,000 sqm of warehouse and office area - building permit for the building expected 4Q 2024 and subsequent construction starting 4Q 2024.

#### **MLP Business Park Schalke**

Approx. 51,000 sqm of warehouse and office area Q4 2023 start of demolishment, building permit for the building expected 2Q 2024 and subsequent construction start 2Q 2024.

#### START CITY LOGISTIC PROJECTS

#### IN 4Q 2023:

#### MLP Business Park Poznań

Approx. 32,000 sqm of warehouse and office area – building permit for the buildings expected by year end 2023 and subsequent demolishment & construction start in 10 2024.

#### MLP Business Park Łódź

Approx. 31,000 sqm of warehouse and office area - construction started in October 2023.

#### MLP Business Park Wien

Approx. 54,000 sqm of warehouse and office area – the building permit for MLP Business Park Vienna has been issued and construction commencement in November/ December 2023. The success of this project is already spectacular - before the start of construction, we see a huge interest in this project (demand exceeds 150% of lease area).

#### **FURTHER CONTINUOUS FFO INCREASE**

# New plots acquisition









## 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 centres and business parks.
- Integrated European Logistics Property Platform active in the following countries: Poland, Germany, Austria and Romania, having approx 200 tenants.
- 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 Platinum (in Germany and Austria).





## 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.

## Two property types



BIG BOX (i.e. large-scale) warehouses, primarily addressing City Logistics (MLP Business Parks) are operating as MLP e-commerce growth and increased demand from light 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.

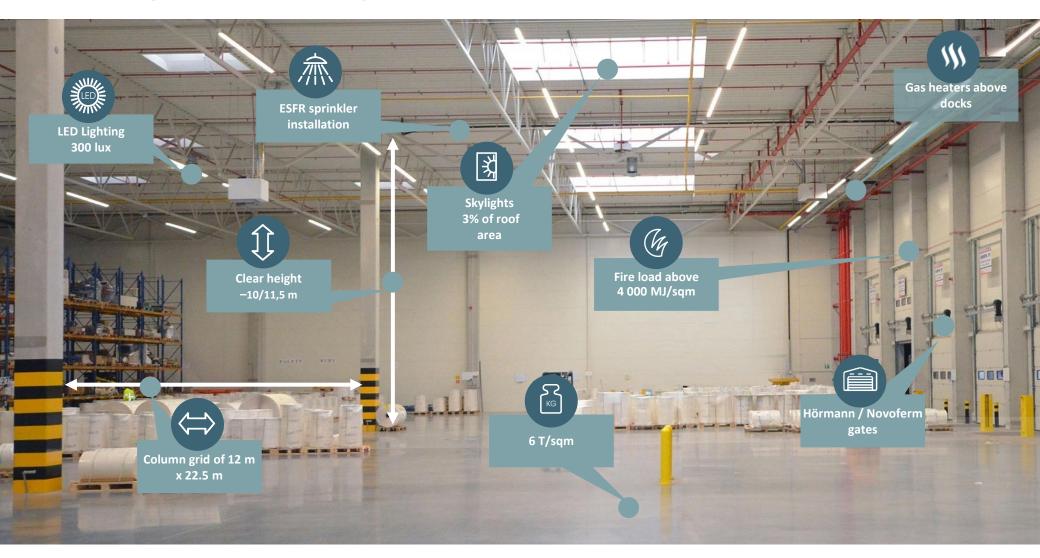
Business Parks and offering small warehouse units (ranging logistics projects with a high potential for growth, which address the retail evolution (e-commerce) and are located within or close to city boundaries with easy access to labour and public transportation.





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







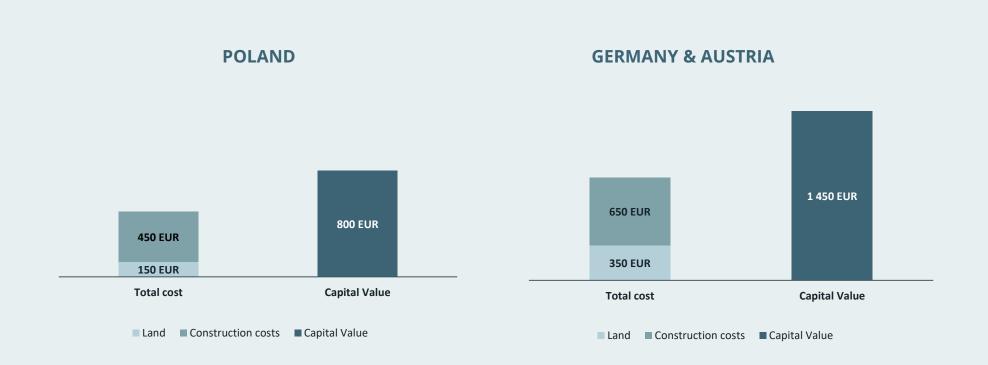






Exemplary construction costs vs. capital value upon completion in Poland, Germany, Austria

#### **EXEMPLARY CONSTRUCTION COSTS VS. CAPITAL VALUE PER BUILDINGS' IN SQM**



<sup>\*</sup> Footprint of the building => 50% coverage ratio of plot

# MLP Group is active in 4 European countries





Key points in 3Q 2023



# 1,070 MN SQM UNDER MANAGEMENT - PIVOTING INTO ASSETS MANAGER

GVA BREAK-DOWN OF YIELDING
ASSETS/NON-YIELDING => 87%/13%
(9% PLOTS AND 4% CONSTRUCTION)

INSTALLED
PV 4.67 MWP
(DEPLOYED 6.46 MWP)







# Key points in 3Q 2023 in PLN



#### **FINANCIAL HIGHLIGHTS**

149.6<sub>mn PLN</sub>

+38% vs. 3Q 2022

Rental income in 3Q 2023

36.3%

LTV

67.4<sub>mn PLN</sub> +21% vs. 30 2022

EPRA EARNINGS in 3Q 2023

238.6<sub>mn PLN</sub>

Total annualized future rental income

73.2<sub>mn PLN</sub>

**FFO** 

2.509<sub>bn PLN</sub>

NAV

#### **OPERATIONAL HIGHLIGHTS**

96.0%

Occupancy

8.5%

**Development yield** 

+7%

Volume of leased area

7.0 yrs

**WAULT** 

+10.7%

3Q 2023 vs. 3Q 2022

Like-for-like rental growth

90%

Construction with pre-let contracts

# Key points in 3Q 2023 in EUR



#### **FINANCIAL HIGHLIGHTS**

32.7<sub>mn EUR</sub>

Rental income in 3Q 2023

36.3%

LTV

14.7<sub>mn EUR</sub> +24% vs. 3Q 2022

EPRA EARNINGS in 3Q 2023

51.5<sub>mn EUR</sub>

Total annualized future rental income

16.0<sub>mn EUR</sub>

**FFO** 

541.3<sub>mn EUR</sub>

NAV

#### **OPERATIONAL HIGHLIGHTS**

96.0%

Occupancy

8.5%

**Development yield** 

+7%

Volume of leased area

7.0 yrs

WAULT

+10.7%

3Q 2023 vs. 3Q 2022

Like-for-like rental growth

90%

Construction with pre-let contracts



# Strong operating position at an attractive valuation

## MLP GROUP - OUTPERFORMANCE IN 3Q 2023

Company	Country of origin	Valuation change (%)	Rental revenue growth y/y	Like-for-Like rental growth	ICR	LTV	FFO Yield (%)
<b>MLP</b> GROUP		2% 1H 2023: 963.1 mn EUR	+38%	+10.7%	2.5x	36.3%	3.71%
ct -	*	9% 1H 2023: 10,992.7 mn EUR	+22.6%	+7.5%	4.2x	45.7%	4.6%
SEGRO		-1.4% 1H 2023: 18,095.0 mn GBP	+12%	+5.1%	3.2x	34.0%	2.01%
WDP		0.2% 1H 2023: 6,367.2 mn EUR	+15.1%	+6.0%	6.5x	38.1%	3.92%
LOGICOR	*	0.6% 1H 2023: 15,467.0 mn EUR	+4.8%	+6.3%	4.6x	48.2%	N/A

<sup>\*</sup>Data as of June 30, 2023 due to lack of published Financial Statements for 1H 2023, company not listed on the stock exchange





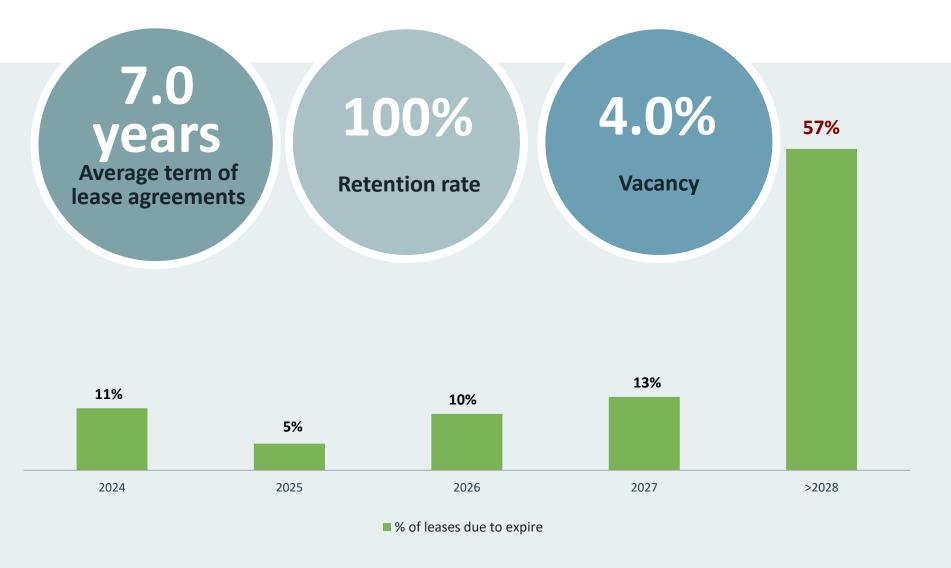
#### MLP GROUP - VALUATION RELATIVELY UNDERMANDING

		P/NAV		Р/В		P/E	
		2023e	2024e	2023e	2024e	2023e	2024e
SEGRO		0.7x	0.8x	0.9x	0.9x	24.1x	22.9x
TRITAX BIG BOX		0.7x	0.7x	0.8x	0.8x	19.2x	17.2x
VGP		0.8x	0.7x	0.9x	0.8x	18.4x	41.4x
MONTEA  SPACE FOR GROWTH		1.0x	1.0x	1.0x	1.0x	18.2x	10.6x
CATENA		1.2x	1.2x	1.3x	1.2x	22.1x	20.6x
MEDIAN		0.90x	0.91x	0.96x	0.94x	21.4x	20.0x
at a		0.84x	0.76x	0.99x	0.90x	7.0x	6.9x
<b>♦ MLP</b> GROUP		0.58x	0.54x	0.67x	0.62x	6.5x	8.2x

Source: Bloomberg, Erste Group Research





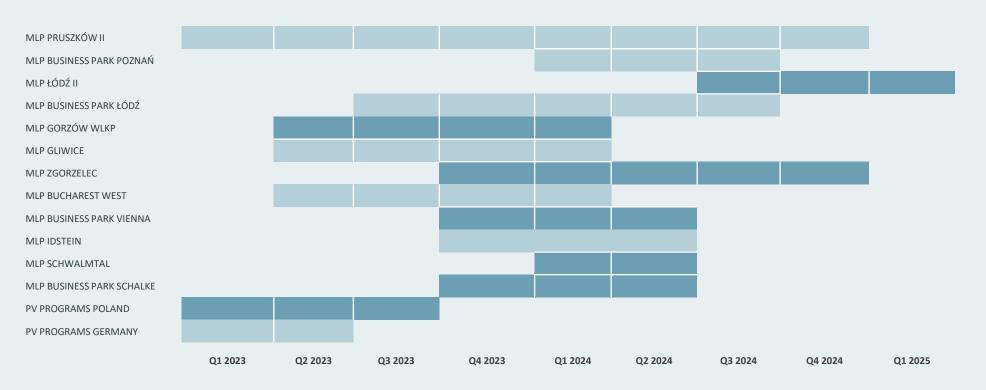


# Projects timing



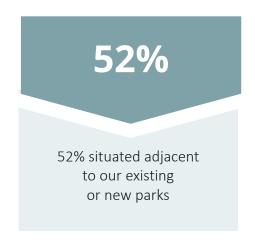
#### **PHASING OF THE PROJECTS**

#### **LOGISTIC SITE**

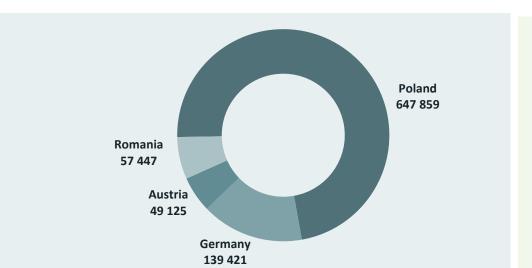


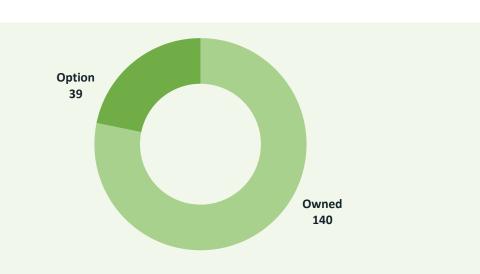


ACCELERATED LANDBANK ACQUISITIONS
Replenishing & growing development capacity



# POTENTIAL FOR DEVELOPMENT BY COUNTRY IN SQM TOTAL LANDBANK IN HA





Potential development

of the landbank is 1 mn sqm which doubles

the portfolio's size

## MLPG investment criteria (1)



- Focus on A class, green projects in core location across Europe with A class tenants (1-2 D&B rating)
- Focus on City logistics projects City logistics projects as a high growth potential product and with high level of economic resiliency
- Focus on PL, DE and AT and potentially Benelux => with a clear overweight of investments in western European markets esp. Germany
- Focus on long term leases min. 5-7 years (portfolio average shall be at min 7 years), spec building (unsecured with upfront leases) and vacant space shall not exceed 10% of total GLA at any time
- Min. profitability:
  - (a) margin between development yield and market yield shall be at minimum 30%
  - (b) purchase of plots in core locations enabling full leasing of projects within a maximum of 2-3 years (including all permits) rating agency requirements







## MLPG investment criteria (2)



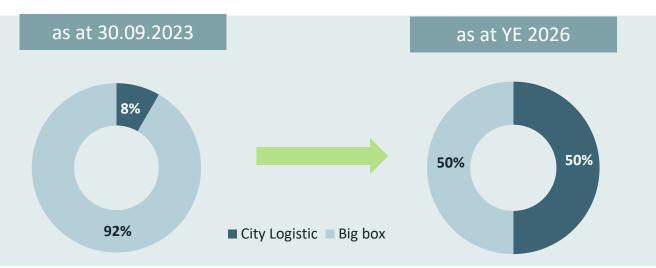
- Allocating capital to B-class projects projects shall be purchased only at a bargain price with a large discount to the market, and prior to acquisition the future conversion costs to the ESG/green bond framework standards should be specified,
- Allocating capital to B-class projects projects to be destroyed. The remaining cashflow shall justified the plot's price
- BTS projects development only if profitable exit option is secured in parallel (back-to-back transaction).
  - (a) Minimum size 20,000 sqm
  - (b) Minimum lease vault 15 years
  - (c) A-class tenant (1-rating D&B)
  - (d) Core or sub-core location





City Logistics (MLP Business Parks) by portfolio's Gross Asset Value







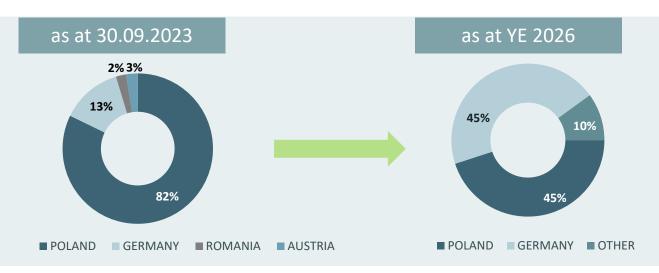






Gross Asset Value 3Q 2023 & YE 2026 by asset type











# 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** 

# PROJECTS UNDER CONSTRUCTION Poland, Germany, Austria & Romania









**MLP ZGORZELEC** 

MLP BUSINESS PARK POZNAŃ

MLP BUSINESS PARK SCHALKE

MLP BUCHAREST WEST









**MLP GORZÓW** 

MLP CZELADŹ

MLP BUSINESS PARK VIENNA

MLP ŁÓDŹ



# General leasing outlook



LEASING TAKE-UP
PIPELINE

LONGER DECISIONS

**E-COMMERCE** 

LIGHT INDUSTRY

RESHORING

GENERAL CONTRACTORS

In 1H 2023
leasing take-up pipeline
is 25% lower vs supply is
50% lower accompanied
with low vacancy rate,
it creates pricing and
leasing opportunities for
MLPG.

Occupiers taking longer to make final decisions – majority of the new deals in MLPG will be concluded in Q3 and Q4 2023. Lower demand generated by e-commerce companies.

industry tenants.
Additionally general change in the size of the demand. Last years demand for 50-100k sqm for fulfillment centres, now the standard size of the lease is in the range of 5-15k sqm => reflecting MLPG strategy Focus.

Strong demand by light

Strong reshoring trend, companies are bringing production back home due to the Ukraine war and China's slowdown => reflecting MLPG strategy Focus.

General contractors pricing y/y +10-12% vs rental growth +20-25%.







## MLPG leasing outlook

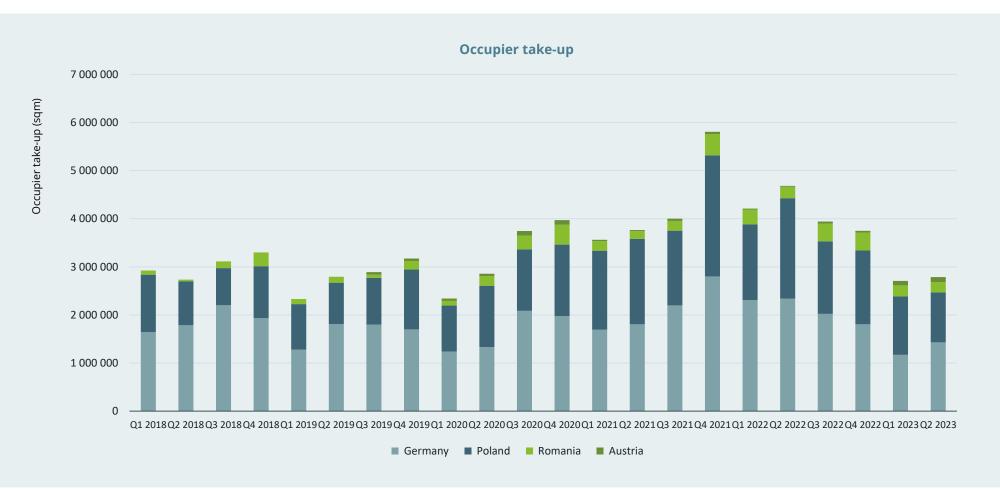


- As occupier demand remains robust and the supply of new industrial & logistics space is decreasing, vacancies stay low, allowing us to continue to drive rental growth. On contrary, occupiers taking longer to make final decisions thus majority of the new deals in MLPG will be concluded in Q3 and Q4 2023. The industrial & logistics sector in Europe benefits from structural demand drivers, such as further improvement of supply chains, increasing interest for the nearshoring and friend-shoring projects in Europe.
- In 3Q 2023, we successfully continued our efforts to diversify our assets (Big-box logistic and Urban Logistic), tenants and geographies. Our customer base remains well diversified, reflecting the multitude of uses of warehouse space. Customers from the light manufacturing and logistics sector were the largest takers of our space during 3Q 2023. We strongly believe that the trend of near-shoring will be maintained in 2023. In the last year, 52% of new leases was generated by existing MLPG tenants.
- In 3Q 2023, we saw strong like-for-like rental growth of 10.7% during the year. We continue to see robust occupier demand combined with market vacancies close to historic lows in supply-constrained markets.
- Moreover in 2023 saw the delivery of approx. 97 thousands sqm of GLA in MLP Group portfolio, adding PLN 29.6 mn of contracted rent with the rent generated by the construction finished in previous year. Thanks to our profitable pipeline we continue to deliver positive revaluations with the high level of yield on cost exceeding on average 10%, mobilizing our industry leading landbank, which we have been able to acquire at attractive prices.
- 5 Existing portfolio continues to perform well and delivered another set of strong operating metrics.

# Occupier take-up



### OCCUPATIONAL DEMAND REMAINS HIGH BUT TAKE-UP HAS SLOWED FURTHER IN 1Q 2023\*

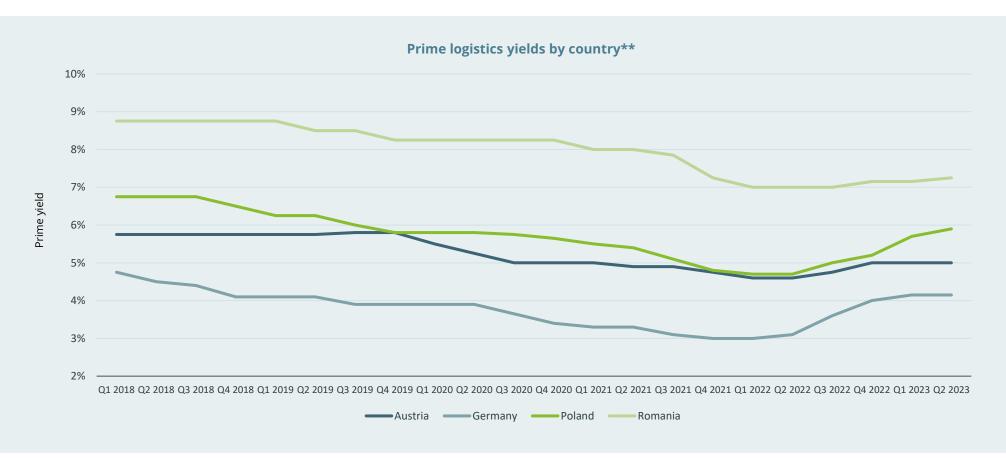


<sup>\*</sup>Data as of June 30, 2023

### Investment market



# INVESTORS AND CAPITAL TARGETING INDUSTRIAL ASSETS REMAINS HIGH DESPITE FALL-BACK IN ACTIVITY FOLLOWING RAPID REPRICING\*



<sup>\*</sup> Data as of June 30, 2023

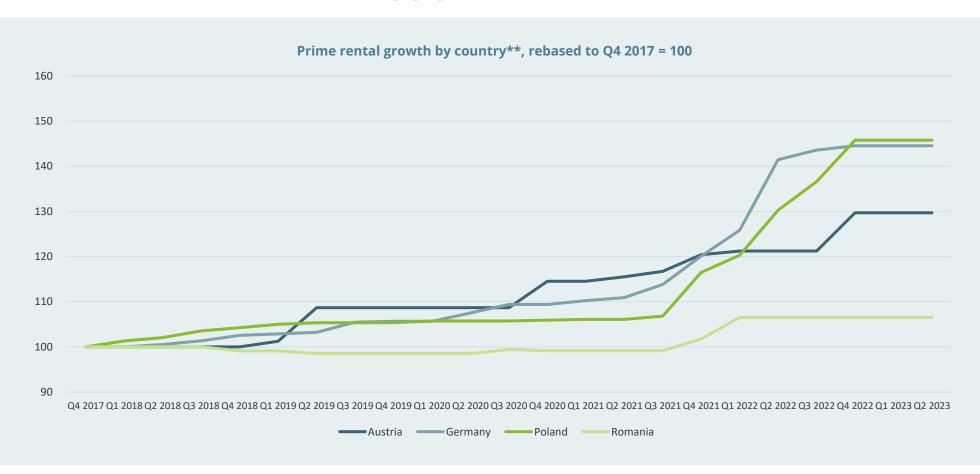
Source: Cushman & Wakefield Research

<sup>\*\*</sup> reflects the lowest yields recorded in each country at each quarter

# Rental growth



# PRIME HEADLINE RENTAL LEVELS HAVE CONTINUED TO RISE INTO 1Q 2023\* AND EXPECTED TO CONTINUE TO GROW IN NEAR TERM



<sup>\*</sup> Data as June 30, 2023

<sup>\*\*</sup> reflects average of growth rates observed for all locations recorded in each country at each quarter (Austria: 4 locations; Germany: 12 locations; Poland: 9 locations; Romania: 4 locations)

## Key development points in 3Q 2023



- 100% of lease contracts indexed as of February with inflation (8.6 HICP EZ or 9.2 HICP EU)
- Rental contract as at 3Q 2023 approx. 175 ths sqm, signed in 2023 => stable growth as previous year
- General contractors pricing y/y +10-12% vs rental growth +20-25%
- 4 Retention rate 100% | already renewed approx. 105 000 sqm
- Resilience of MLPG portfolio debt (rental) recovery ration unchanged our conservative strategy gave/gives us enormous economic resilience in bad times while in good times we are leasing less => but long term it pays off
- 6 Fund raised
  - (a) Investment loan with Aareal Bank EUR 63.5 mn
  - (b) Bonds issue of EUR 29 mn



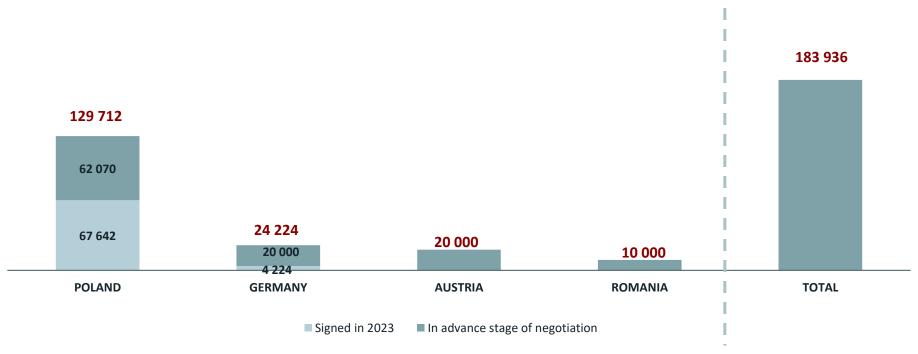




New lease agreements in 2023



### **CURRENT STATUS AND PLANNED LEASING BUDGET IN SQM**











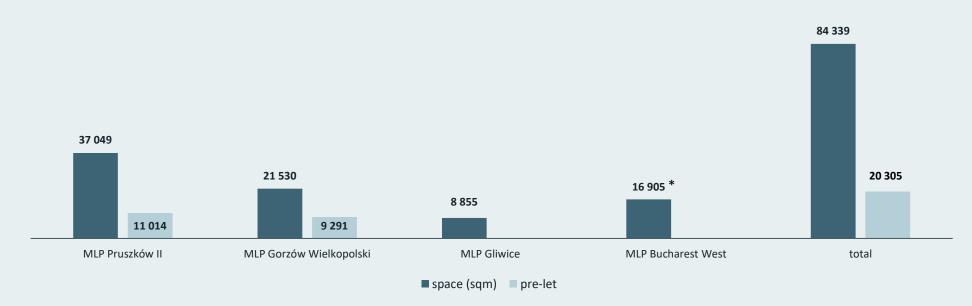


### **SPEC BUILDINGS IN 3Q 2023**









<sup>\*</sup>As at 20.11.2023 5 500 sqm signed out of 16 905 sqm.

## 3. 3Q 2023 LEASING RESULTS - OUR CLIENTS



Partnership that deliver robust & growing income streams

#### **STRONG OPERATING METRICS**

1.09 mn sam

Leased area

96.0%

Occupancy

100%

**Retention rate** 

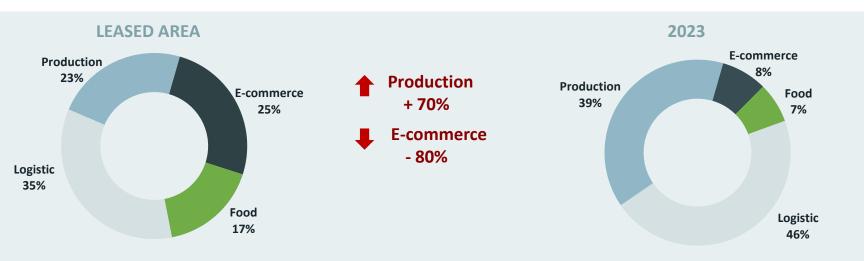
100%

Lease contracts indexed with EURO HICP without CAP

98%

**Rent collection** 

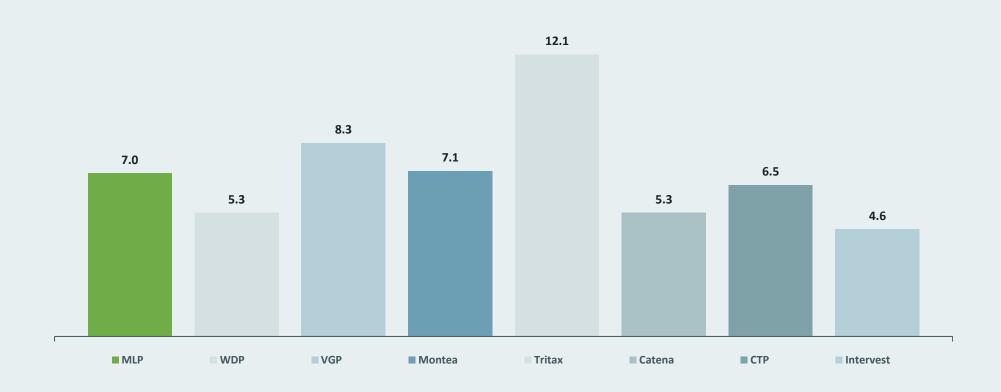
#### **TENANTS BY SECTOR**



# WAULT vs. European competition



### **WAULT (YEARS)**

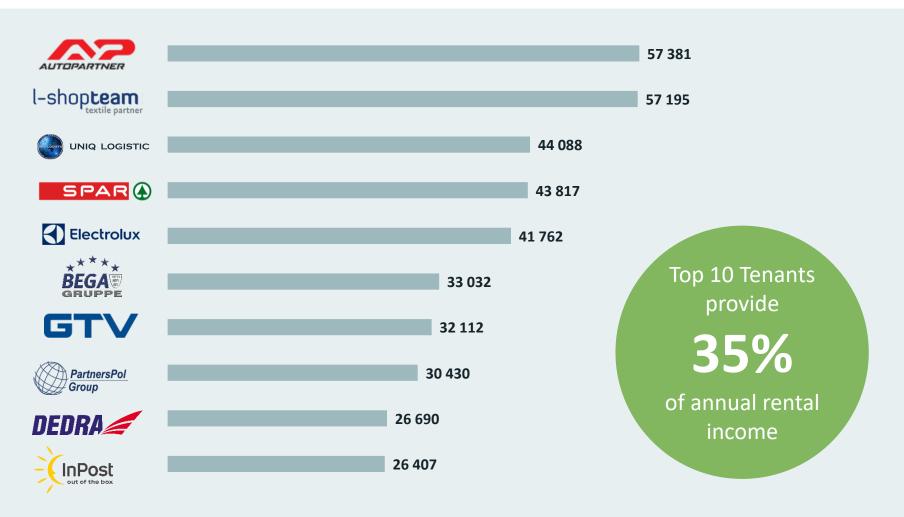


Source: Bloomberg, Dealogic, Company Information as of Aug~22, 2023; Notes: based on last reported financials as at 30.09.2023 or previous and the state of the





### **TOP 10 TENANTS IN SQM**



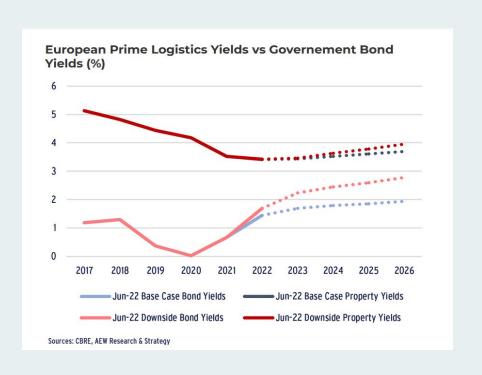


### 4. YIELDS

### Yields forecast



# FORECAST PROFITABILITY BETWEEN PROPERTY YIELDS AND BONDS YIELDS



#### **EXPECTATIONS**

Valuation: what to expect in 2023 – after slight increase in 2Q 2023 averaging by 25 bp, market expects yield decline in YE 2023 ranging between 10bp to 35bp and continue further decrease trend in 2024 - Yields/Valuation have bottomed.



# Key points in 3Q 2023 - Financial position



	3Q 2023 (IN PLN MN)	3Q 2022 (IN PLN MN)	CHANGE (%)	3Q 2021 (IN PLN MN)		3Q 2023 (IN %)	3Q 2022 (IN %)	CHANGE (p.p.)	3Q 2021 (IN %)		3Q 2023 (IN PLN MN)	YE 2022 (IN PLN MN)	CHANGE (%)	3Q2022 (IN PLN MN)
REVENUES	268.4	196.8	36%	145.7	GROSS MARGIN <sup>1)</sup>	66.5	66.1	0.5	64.8	INVESTMENT PROPERTY	4 601.7	4 433.0	4%	4 528.3
					OPERATING					Cash and cash equivalents	463.8	315.2	47%	131.5
OPERATING PROFIT®)	71.4	750.1	-90%	283.8	MARGIN BEFORE REVALUATIONS <sup>2)</sup>	50.5	51.3	-0.8	47.3	Other assets *	229.8	225.3	2%	216.2
PROFIT BEFORE TAX	35.0	654.8	-95%	252.7	OPERATING MARGIN <sup>3)</sup>	26.6	381.1	-355	194.7	TOTAL ASSETS	5 295.3	4 973.5	6.5%	4 876.0
NET PROFIT	26.3	526.1	-95%	202.2	ROE <sup>4)</sup>	5.3	170.1	-164.7	65.4	NAV	2 509.4	2 498.0	0.5%	2 427.6
										Financial liabilities - bank loans and IRS	1 725.2	1 456.0	18%	1 405.6
EPRA EARNINGS	67.4	55.8	21%	37.4	EBITDA BEFORE REVALUATION GROWTH <sup>5)</sup>	34.3	46.5	-12.2	5.5	Financial liabilities – bonds	461.9	383.9	20%	396.8
EBITDA <sup>1),8)</sup>	71.9	750.4	-90%	284.1	EBITDA GROWTH <sup>6)</sup>	-90.5	164.3	-254.8	14.8	Other financial liabilities	41.8	42.3	-1%	42.4
										Other liabilities	557.0	593.3	-6%	603.6
EBITDA BEFORE REVALUATION 2)	136.1	101.3	34%	69.2	EQUITY RATIO <sup>7)</sup>	47.2	49.6	-2.4	47.6	TOTAL EQUITY AND LIABILITIES	5 295.3	4 973.5	6%	4 876.0

<sup>1)</sup> EBITDA= EBIT+ Depreciation

\* Net presentation of granted and received intercompany loans.

<sup>2)</sup> EBITDA before revaluation = EBIT + Depreciation-Revaluation

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

<sup>&</sup>lt;sup>2)</sup> Operating Margin before revaluations = (Operating profit -Revaluation)/Revenues

<sup>3)</sup> Operating Margin = Operating profit/Revenues

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

<sup>&</sup>lt;sup>6)</sup> EBITDA growth =  $[\Delta_{y,y}]$  Operating profit] / Operating profit<sub>py</sub>

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

<sup>8)</sup> The company recorded a loss on revaluation of investment properties due to the strengthening of the Polish currency as at 30.09.2023 in comparison to 31.12.2022.

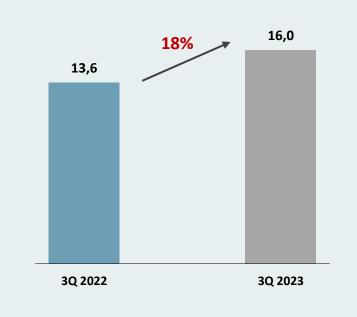
# Key points in 3Q 2023 - Financial position



### **AS AT 30 SEPTEMBER 2023**

<b>T</b> LTV <sup>1)</sup>	5.3%
<b>ICR</b>	2.5x
NAV in EUR mn	541
Financial debts in EUR mn (all-in) among which:	457
– Bank loans (secured on MLP's assets) in EUR mn	359
– Bonds (unsecured on MLP's assets) in EUR mn	98
Weighted Avarage Interest Rate on financial liabilities (all-in) among which:	4.3%
Weighted Average Unexpired Financial Debt Term (in years)	4.3

### **FFO IN EUR MN**



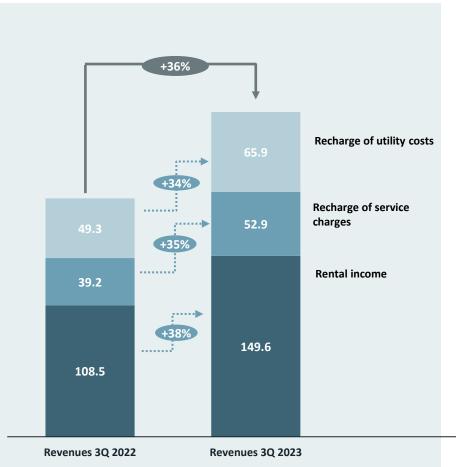
<sup>1)</sup> LTV % = (financial debt - cash & equivalents)/investment property

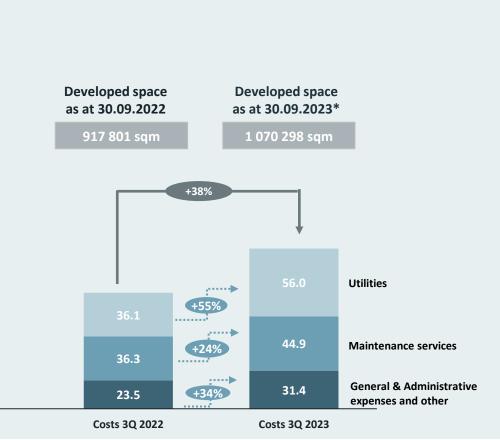
# Key points in 3Q 2023 - Financial position





### COSTS IN PLN MN



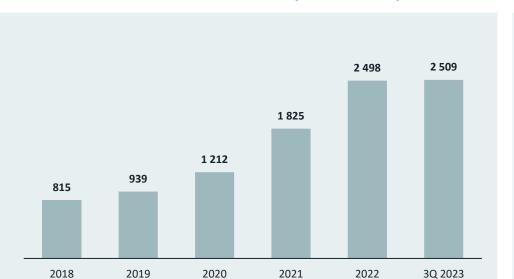


<sup>\*</sup>Developed space as at 30.09.2023 does not includes buildings to be demolished for new buildings construction.

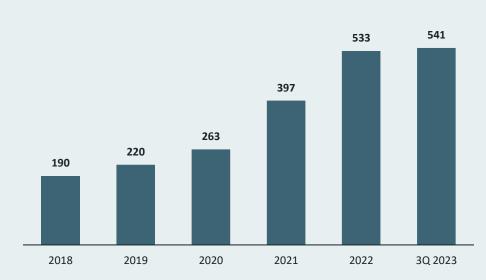
### Net Asset Value Growth



### **NET ASSET VALUE (IN MN PLN)**



### **NET ASSET VALUE (IN MN EUR)**





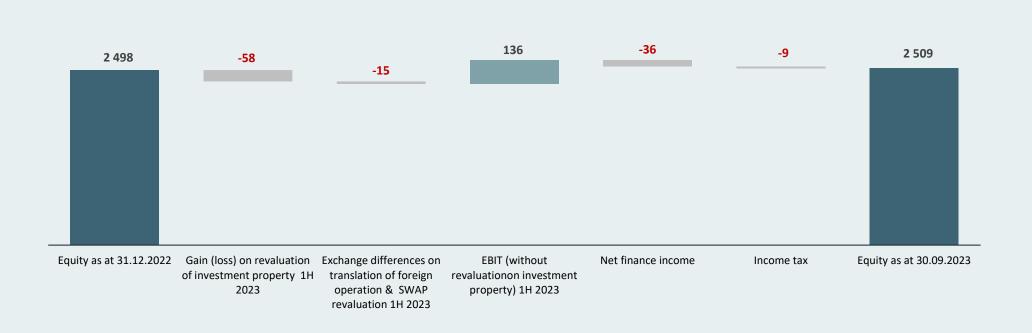




### Net Asset Value Growth



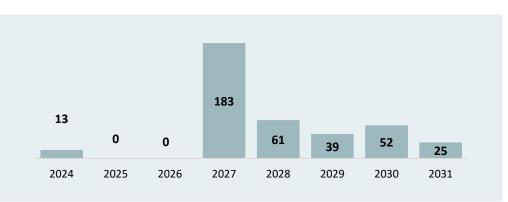
### **NAV CONTRIBUTION (IN MN PLN)**



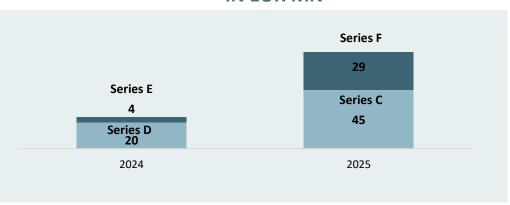
### Loans and bonds



# EXISTING BANK LOANS BY MATURITY IN EUR MN



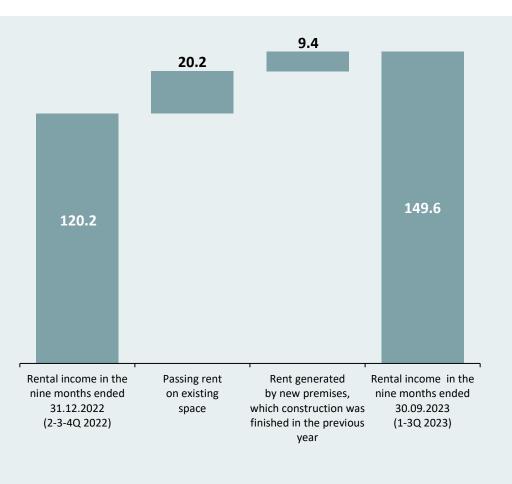
# BONDS BY MATURITY IN EUR MN



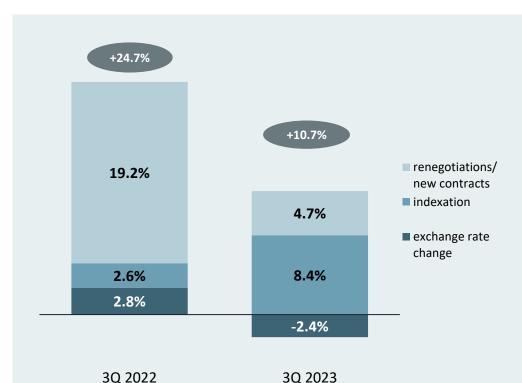
- MLPG is a reliable financing partner, with a solid financial position.
- Having signed bank loan agreements with Polish and German banks MLP has secured financing of app EUR 50 mn for further development.
- 82% of loans are hedged against interest rate risk
- On 11th of May 2023 MLP Group redeemed bonds of series B in the total amount of EUR 10 mn at their maturity date.
- On 16th of May 2023 MLP Group redeemed bonds of series E before their maturity in the amount of EUR 2 mn.
- On 24 May 2023. MLP Group has issued a new series of bonds for a total amount of EUR 29 mn (series F), in accordance with a resolution of the MLP Group board of directors.
- 64% of loans and bonds are hedged by interest rate risk



# RENTAL INCOME IN PLN MN



# LIKE-FOR-LIKE RENTAL GROWTH MAIN DRIVERS

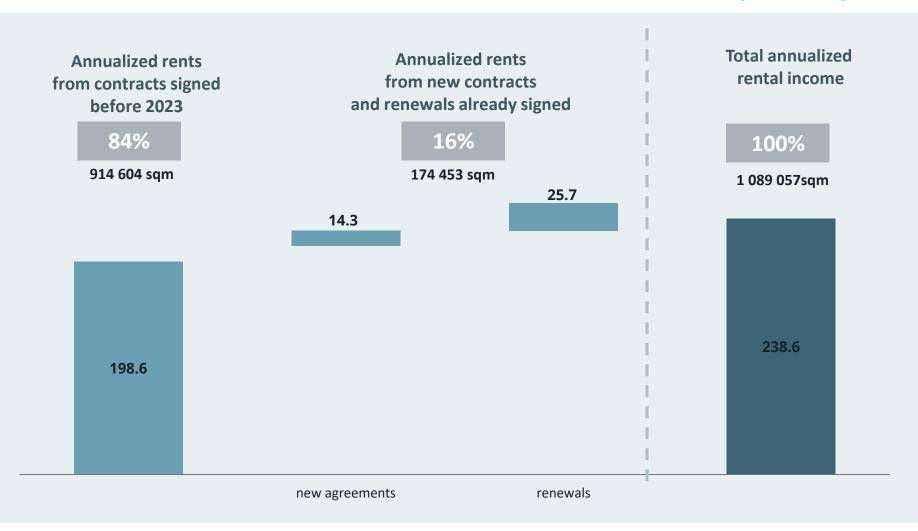


The like-for-like gross rental growth compares the growth of the gross rental income of the portfolio that has been consistently in operation (not under development) during the two preceding 9-month periods that are described.

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

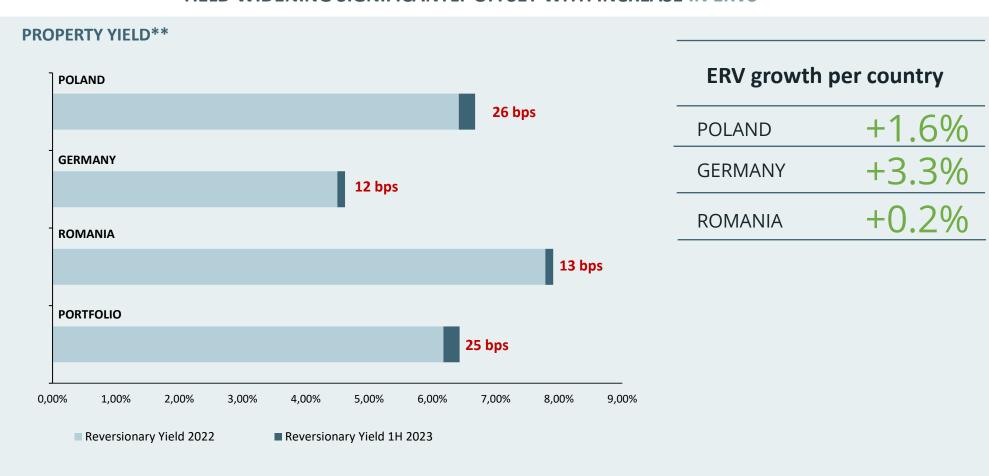


### ANNUALIZED FUTURE RENTAL INCOME BASED ON ALL SIGNED CONTRACTS (IN MN PLN)





### YIELD WIDENING SIGNIFICANTLY OFFSET WITH INCREASE IN ERVS\*

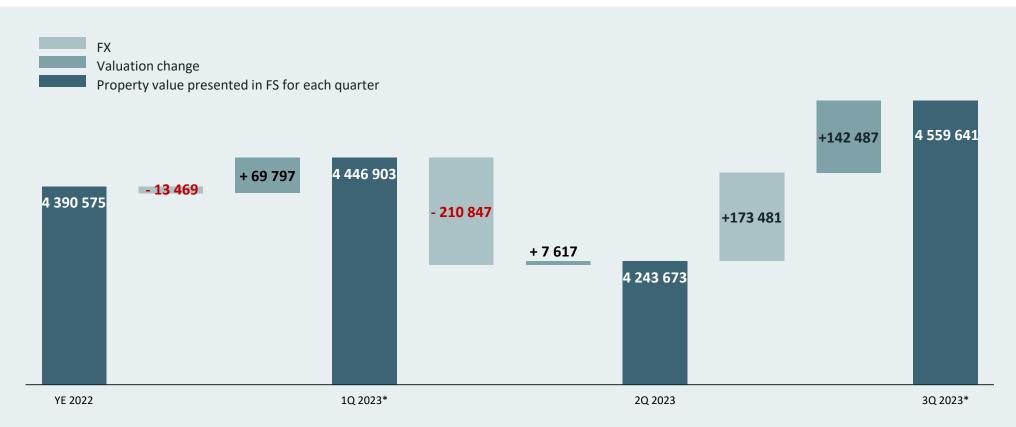


<sup>\*</sup>Based on last valuation repots as at 30.06.2023

<sup>\*\*</sup> Excluding buildings in MLP PR 1 and MLP Business Park Poznań



# CHANGE IN PROPERTY VALUATION IN 3Q 2023 (IN THS PLN) - PER QUARTER



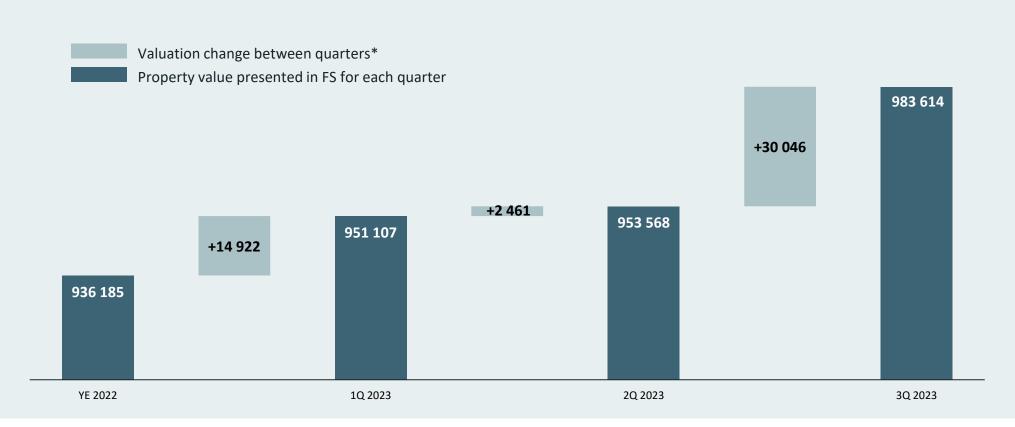
The chart above does not include value of Perpetual Usufruct.

<sup>\*</sup> Due to the fact the MLP Group values its property portfolio twice a year, i.e., as at 30 June and 31 December, the valuation change in 1Q 2023 & 3Q 2023 is equal to book value. The valuation change in 1H 2023 (1Q 2023+ 2Q 2023) in the amount of 77 360 TPLN is increase from the independent appraisal valuation.



### **CHANGE IN PROPERTY VALUATION IN 3Q 2023**

(IN THS EUR) - PER QUARTER



The chart above does not include value of Perpetual Usufruct.

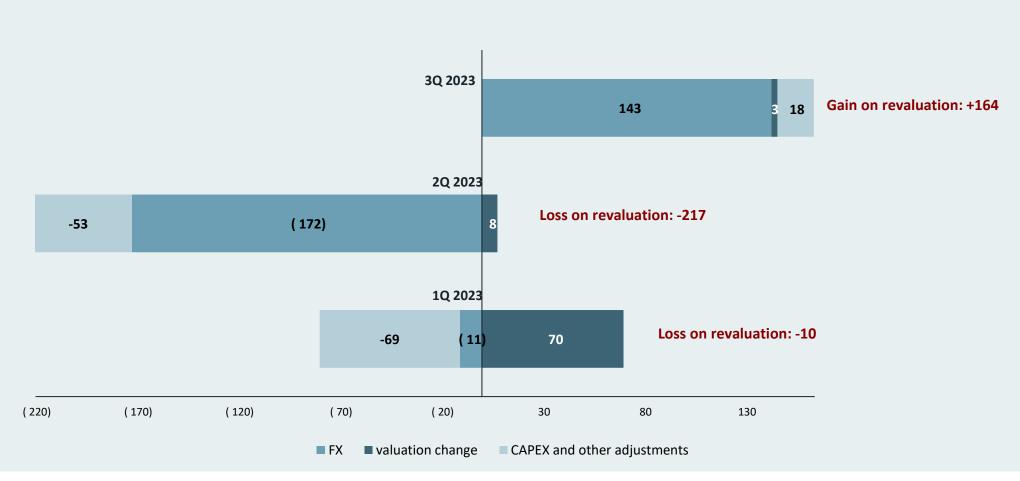
The whole MLP'S portfolio is valued in EURO. For Financial Statement presentation the fair value is translated into PLN with the exchange rates EUR/PLN at the balance date.

<sup>\*</sup>Due to the fact the MLP Group values its property portfolio twice a year, i.e., as at 30 June and 31 December, the valuation change in 1Q 2023 & in 3Q 2023 is equal to book value.

The valuation change in 1H 2023 (1Q 2023+ 2Q 2023) in the amount of 17 383 TEUR is increase from the independent appraisal valuation.



# THE COMPOSITION OF THE REVALUATION IN PLN MN





### 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

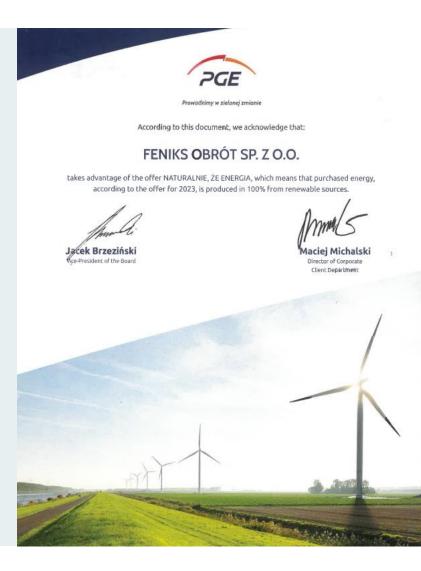
41.500 tons

40%

of tenants demand green energy

>69%

of tenants have control of energy use



### 6. GREEN INDUSTRIAL DEVELOPER

## Solar panels



### **ENERGY PRODUCTION ULTIMATE INCOME**

#### **Poland:**

2024: 5 500 MWh – PLN 3.85 mln

2025: 6 830 MWh – PLN 4.78 mln

### Germany

2024: 1.2 MWp – EUR 185 ths

#### **Austria**

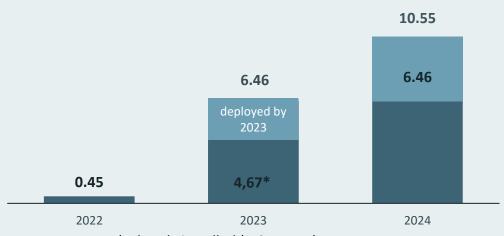
2024: 500 kWp EUR 70 ths

#### Romania

2024: 500 kWp EUR 70 ths

### **SOLAR PANELS INSTALLED CAPACITY**





\* Already installed (4,67 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 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.



# MLP ŁÓDŹ





# MLP ŁÓDŹ











# MLP ŁÓDŹ











# **MLP POZNAŃ WEST**





# **MLP POZNAŃ WEST**











# **MLP POZNAŃ WEST**











### **MLP BUSINESS PARK BERLIN**





## **MLP BUSINESS PARK BERLIN**











## **MLP BUSINESS PARK BERLIN**















# Thank you!

MLP GROUP S.A.

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