

# INVESTOR PRESENTATION MLP GROUP 1H 2024 RESULTS

August 2024



# AGENDA AND TEAM



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Chief Executive Officer



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Chief Financial Officer

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# 1. MLP GROUP AT A GLANCE

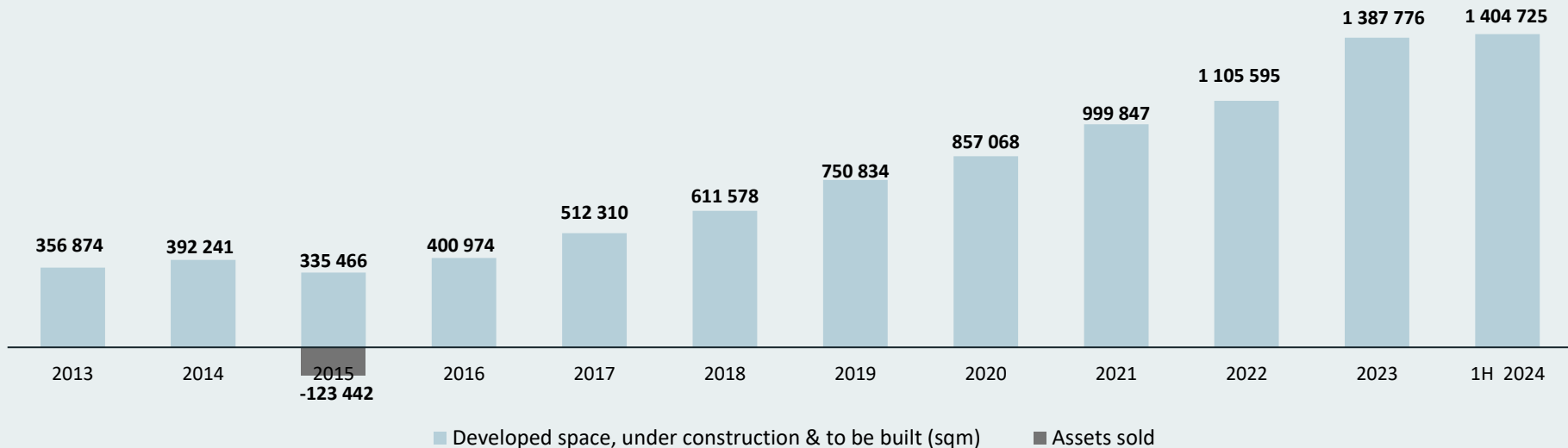


# 1. MLP GROUP AT A GLANCE

## Generic NAV development of logistic assets without acquisitions



### 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)
- **100% of lease contracts indexed as of February with inflation**



# MLP GROUP IS ACTIVE IN 4 EUROPEAN COUNTRIES

4

core markets

1.16

mn sqm  
GLA

2.76

mn sqm  
landbank

7.42

MWp  
installed PV



- Geographically, development in the German and Polish markets will remain a priority
- By 2026, MLP wants to equal the value of the properties they own in Poland and Germany
- The above will be supplemented by operations in Romania and Austria
- Additionally, MLP wants to maintain its ongoing expansion on new attractive locations such as Netherlands (Amsterdam)

MLP Group is active in 4 European countries and focuses on acquiring development sites that are adjacent to existing parks, or in sought-after locations with proximity to strong logistics hubs and transport corridors and large, densely populated cities

# 1. MLP GROUP AT A GLANCE

## Key points in 1H 2024



## 1.16 MN SQM UNDER MANAGEMENT

**GVA BREAK-DOWN OF YIELDING  
ASSETS/NON-YIELDING => 79%/21%  
(12% PLOTS AND 9% CONSTRUCTION)**

**INSTALLED  
PV 7.42 MWP  
(IN PREPARATION 2.65 MWP)**



# 1. MLP GROUP AT A GLANCE

## Key points in 1H 2024 in PLN



### FINANCIAL HIGHLIGHTS

108.5<sub>mn PLN</sub>

+8% vs. 1H 2023

Rental income  
in 1H2024

249.7<sub>mn PLN</sub>

Total annualized  
future rental income

37.5%

LTV

40.9<sub>mn PLN</sub>

-30% vs. 1H 2023

FFO

48.6<sub>mn PLN</sub>

-9% vs. 1H 2023

Company adjusted  
EPRA earnings

2 677.5<sub>mn PLN</sub>

+12% vs. YE 2023

NAV

### OPERATIONAL HIGHLIGHTS

92%<sup>1)</sup>

Occupancy

7.8 yrs

WAULT

12.0%

Yield on cost

-1.1%

1H 2024 vs. 1H 2023

Like-for-like rental  
growth

+4.6%

1H 2024 vs. 1H 2023

Volume of leased area

47%<sup>2)</sup>

Construction with  
pre-let contracts

<sup>1)</sup>Occupancy excluding the areas in buildings planned for demolition, under renovation, and spaces reserved for tenant expansion.

<sup>2)</sup>Pre let contracts - lease agreement has been signed before or during construction (before completion)



# 1. MLP GROUP AT A GLANCE

## Key points in 1H 2024 in EUR



### FINANCIAL HIGHLIGHTS

25.2<sub>mn EUR</sub>

+16% vs. 1H 2023

Rental income  
in 1H 2024

57.9<sub>mn EUR</sub>

Total annualized  
future rental income

37.5%

LTV

9.5<sub>mn EUR</sub>

-25% vs. 1H 2024

FFO

11.3<sub>mn EUR</sub>

-3% vs. 1H 2023

Company adjusted  
EPRA earnings

620.8<sub>mn EUR</sub>

+12% vs. YE 2023

NAV

### OPERATIONAL HIGHLIGHTS

92%<sup>1)</sup>

Occupancy

7.8 yrs

WAULT

12.0%

Yield on cost

+5.9%<sup>2)</sup>

1H 2024 vs. 1H 2023

Like-for-like rental  
growth

+4.6%

1H 2024 vs. 1H 2023

Volume of leased area

47%<sup>3)</sup>

Construction with  
pre-let contracts

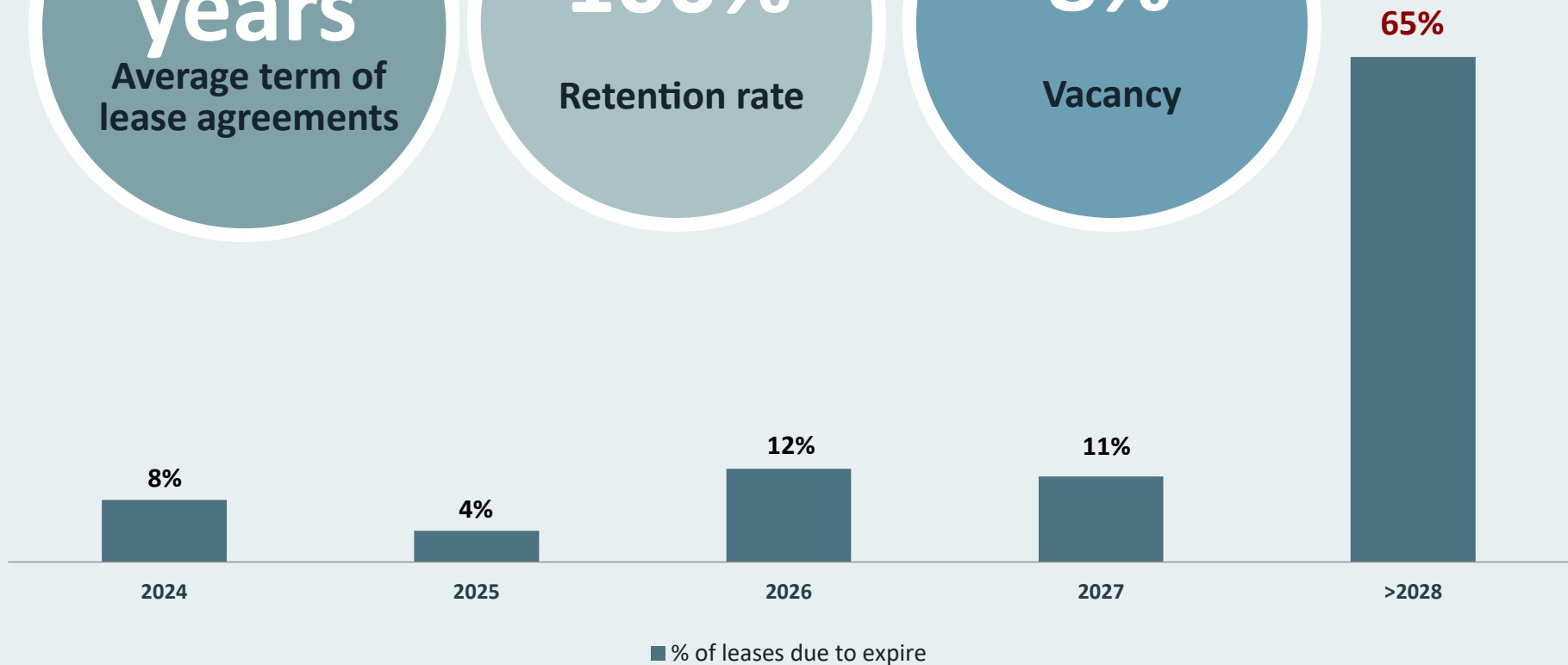
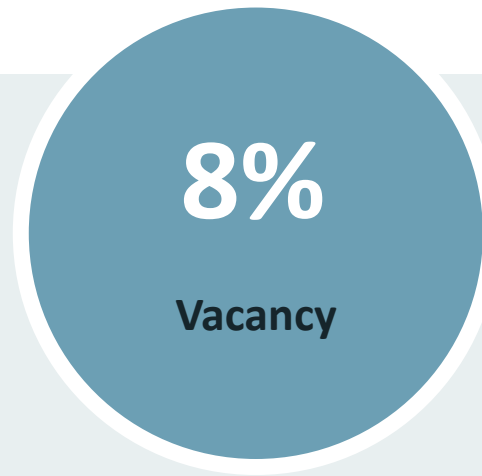
<sup>1)</sup> Occupancy excluding the areas in buildings planned for demolition, under renovation, and spaces reserved for tenant expansion

<sup>2)</sup> Excluding FX differences

<sup>3)</sup> Pre let contracts - lease agreement has been signed before or during construction (before completion)

# 1. MLP GROUP AT A GLANCE

## Portfolio Vault and leases due to expire



# 1. MLP GROUP AT A GLANCE

## Accelerated growth since IPO in 2013



+426%

Growth in NAV

from PLN 0.509  
to PLN 2.678 billion

+271%\*

Growth in developed  
space

from 0.313 million sqm  
to 1.161 million sqm

+308%

Growth in revenues

from PLN 48.2  
to PLN 187.7 million

+243%

Growth in share price

from PLN 24.00  
to PLN 82.40



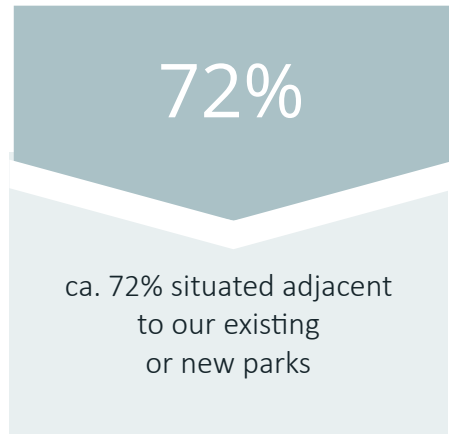
\* Including developed space in MLP Tychy & MLP Bieruń, which were sold in the second half of 2015, the growth in Developed space would be +284% (from 0.313 million sqm to 1.203 million sqm).



# 1. MLP GROUP AT A GLANCE

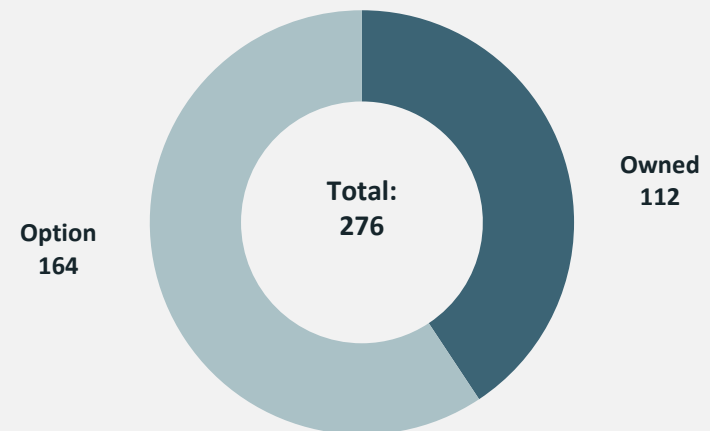
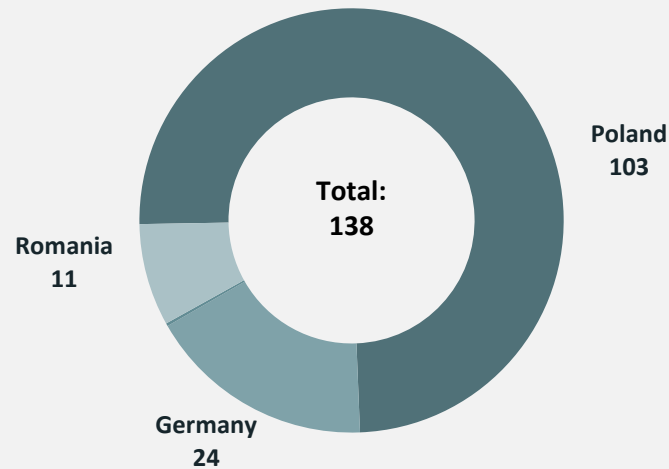
## ACCELERATED LANDBANK ACQUISITIONS

### Replenishing & growing development capacity



**POTENTIAL FOR DEVELOPMENT BY COUNTRY (IN SQM)**

**TOTAL LANDBANK (IN HA)**



# 1. MLP GROUP AT A GLANCE

## YIELDING PROJECTS Poland & Germany (examples)



**MLP POZNAŃ**



**MLP POZNAŃ WEST II**



**MLP WROCLAW**



**MLP GLIWICE**



**MLP PRUSZKÓW I**



**MLP PRUSZKÓW II**



**MLP LOGISTIC PARK UNNA**



**MLP BUSINESS PARK BERLIN I**



# 1. MLP GROUP AT A GLANCE

## PROJECTS UNDER CONSTRUCTION AND PREPARATION (examples)

Poland, Germany, Austria & Romania



**MLP ZGORZELEC**



**MLP BUSINESS PARK POZNAŃ**



**MLP BUSINESS PARK SCHALKE**



**MLP BUCHAREST WEST**



**MLP POZNAŃ**



**MLP PRUSZKÓW VI**



**MLP BUSINESS PARK VIENNA**



**MLP BUSINESS PARK ŁÓDŹ**



# 2. 1H 2024 EXECUTIVE SUMMARY





## 2. 1H 2024 EXECUTIVE SUMMARY

### Key trends in the European industrial market

- 1 Stabilizing yields and valuations:** Yields have peaked, and valuations bottomed out, with a trend reversal expected as yields align with interest rates. The CEE and Western Europe yield gap has returned to the long-term average.
- 2 Demand for warehouse space is bouncing back across Europe (especially since 2Q 2024),** market re-balancing and signs of stabilization and growth have been observed since Q2 2024, driven by growth in light industry and nearshoring, compensating 20% drop in e-commerce => big e-commerce retailers stopped the expansion.
- 3 Nearshoring and manufacturing boost:** Strong demand from manufacturing, especially in Poland, Germany, and Austria, along with growth from Asian companies in sectors like automotive and electromobility.
- 4 Longer lease timelines with higher quality tenants:** Signing new lease contracts take 3-4 months longer, with tenants from light industry sectors investing in 10+ year contracts, leading to higher rental rates and portfolio stability.
- 5 Limited supply of new projects:** New construction space in Europe is down by 20-25% due to financing issues, driving up rental rates.
- 6 Lower construction costs:** Construction prices have nearly returned to pre-COVID levels, improving project profitability due to competitive contractor pricing.



## 2. 1H 2024 EXECUTIVE SUMMARY

### Strategic adaptation and market outlook for 2024

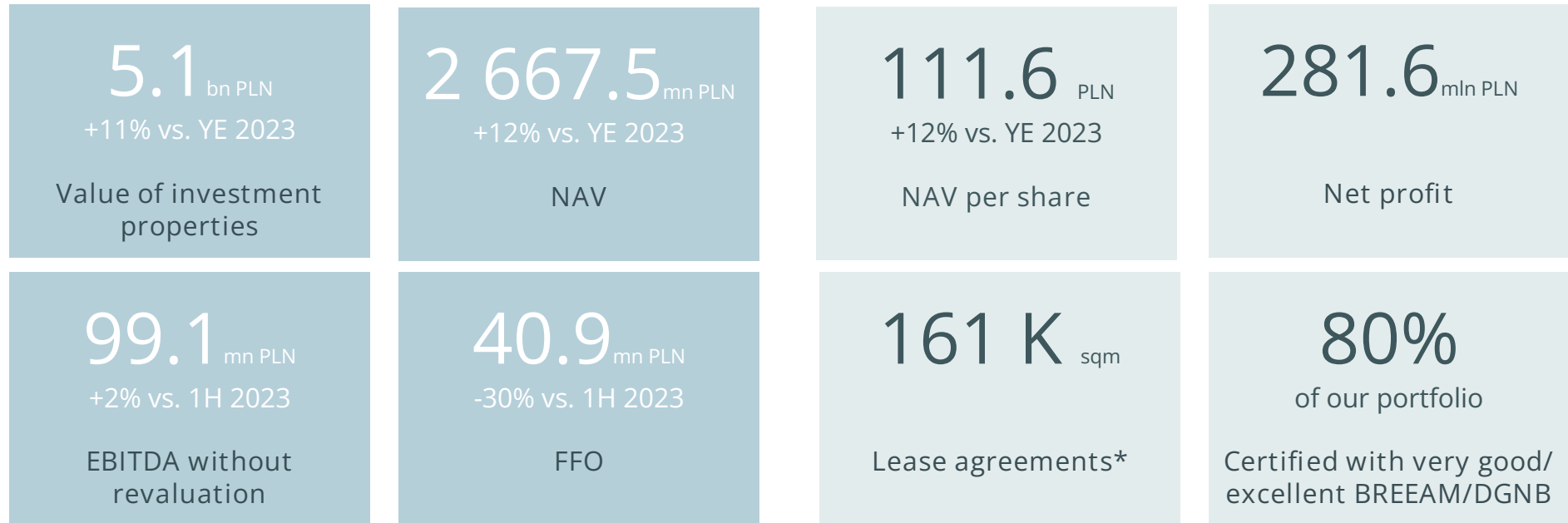
- 1 Improved market outlook:** The most challenging period seems to be behind us, with reduced uncertainty regarding yields, inflation, and investment decisions. However, geopolitical risks and economic concerns remain potential challenges.
- 2 Strategic market positioning:** MLP Group's well-placed logistics parks in core urban areas across Europe allow for flexibility, client-tailored solutions, and profitability in the evolving logistics real estate sector.
- 3 Focus on flexible units:** MLP is prioritizing smaller, flexible units like City Logistic (SBU) and Medium Size Units (MSU) under the „MLP Business Park“ brand, which cater to modern tenants' needs and offer higher rental rates compared to traditional warehouses.
- 4 High tenant diversification:** MLP's multi-tenant parks support a broad range of space requirements, from 500 m<sup>2</sup> to 20,000 m<sup>2</sup>, ensuring diverse tenant demand and stable income.
- 5 Strong performance in 1H 2024:** Despite market challenges, MLP Group delivered excellent operational and financial results, driven by strong leasing activity across Europe.





## 2. 1H 2024 EXECUTIVE SUMMARY

### Main highlights in PLN



\*Including contracts concluded till end of September





## 2. 1H 2024 EXECUTIVE SUMMARY

### Main highlights in EUR

1.2<sup>bn</sup> EUR  
+12% vs. YE 2023  
Value of investment properties

620.8<sup>mn</sup> EUR  
+13% vs. YE 2023  
NAV

25.9<sup>EUR</sup>  
+13% vs. YE 2023  
NAV per share

65.3<sup>mln</sup> EUR  
Net profit

23.0<sup>mn</sup> EUR  
+9% vs. 1H 2023  
EBITDA without revaluation

9.5<sup>mn</sup> EUR  
-25 % vs. 1H 2023  
FFO

161 K<sup>sqm</sup>  
Lease agreements

80%  
of our portfolio  
Certified with very good/  
excellent BREEAM/DGNB

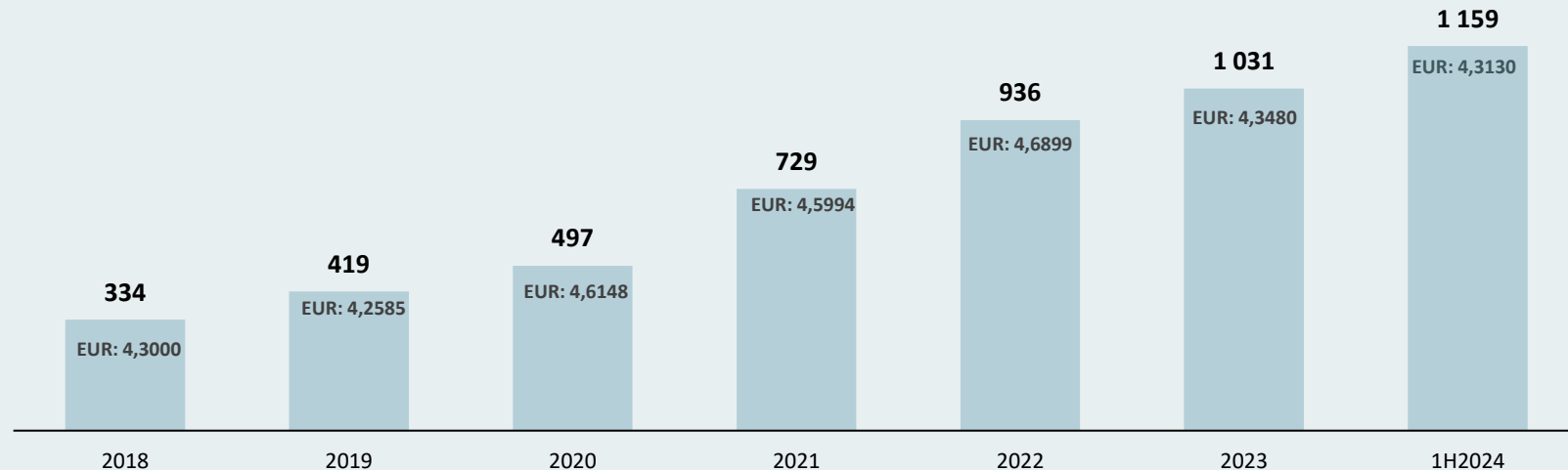
\*Including contracts concluded till end of September



## 2. 1H 2024 EXECUTIVE SUMMARY

### Key points in 1H 2024

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



\*Gross Asset Value of Investment Properties without Perpetual Usufruct and residential properties

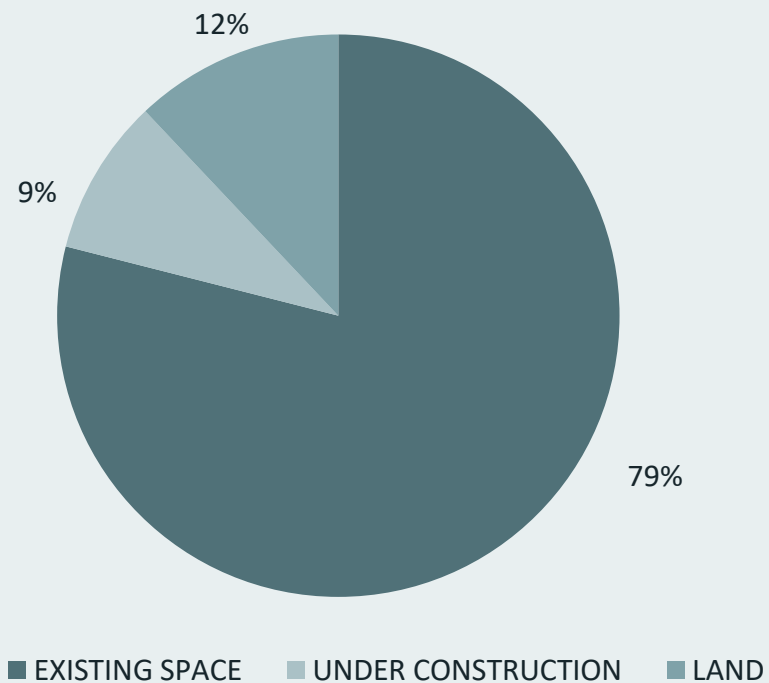
**PLN/EUR strengthening had the greatest impact on the value of investment property.** Due to the strengthening of PLN in the reporting period - as at December 31, EUR 1 = PLN 4,348 as at the reporting date of June 30, EUR 1 = PLN 4,3130, a decrease of PLN 0,0350. (-1%). As a consequence, the value of our investment properties decreased by PLN 36 088 thousand.



## 2. 2024 EXECUTIVE SUMMARY

### Gross Asset Value by asset type

#### GROSS ASSET VALUE\* BY ASSET TYPE (AS AT 30.06.2024)



- Low participation of non-yielding assets, i.e. 21% (12% plots and 9% construction)
- The majority of assets under construction are covered with the prelease contracts.

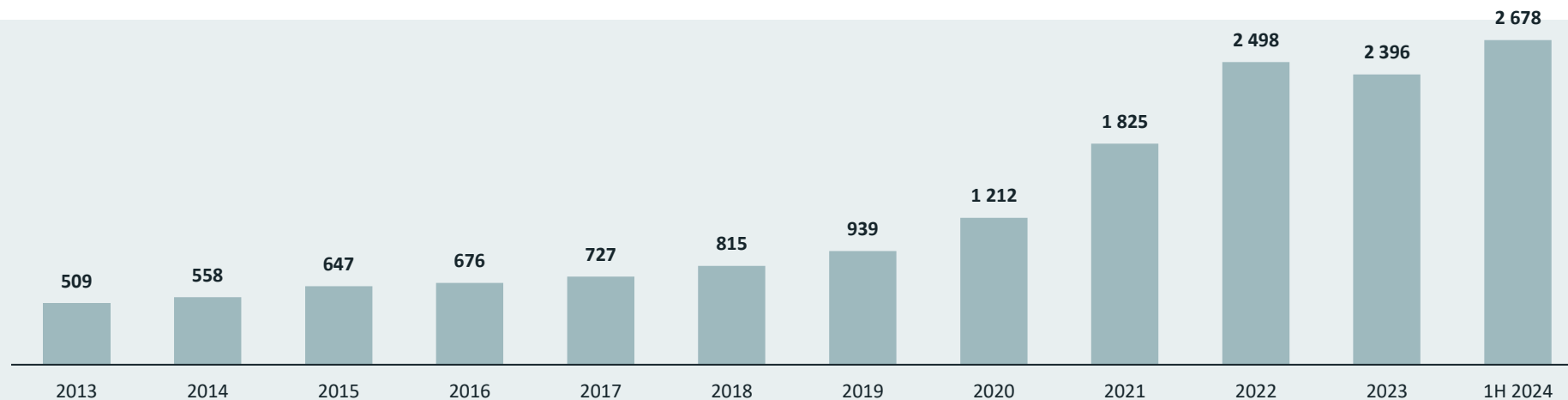




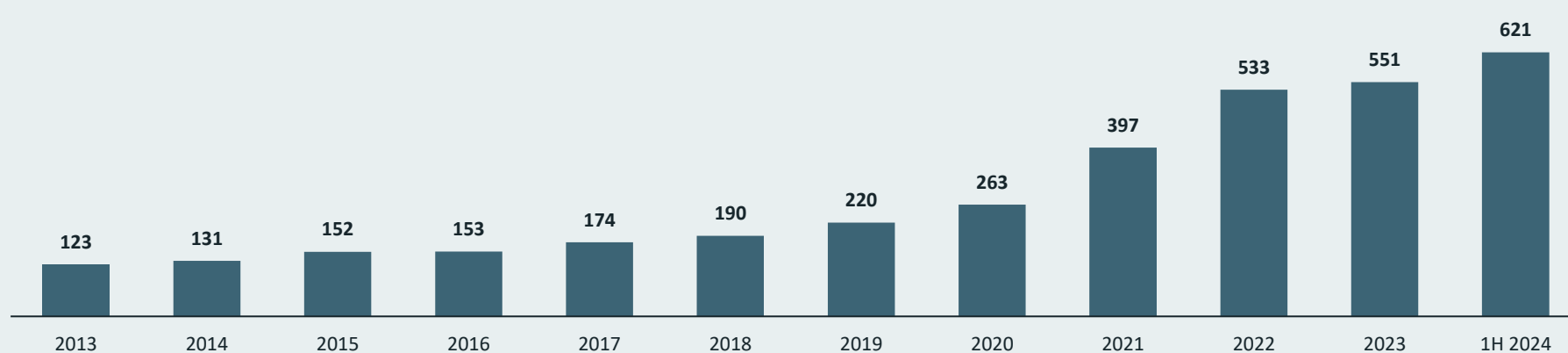
## 2. 1H 2024 EXECUTIVE SUMMARY

### Key points in 1Q 2024

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



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



# 3. 1H 2024 LEASING RESULTS





# 3. 1H 2024 LEASING RESULTS

## Market Outlook: Poland & Germany

### POLAND

Poland remains one of the fastest-growing industrial and logistics property markets in Europe.

The total supply of modern industrial and logistics space exceeded **32.8 million sqm**, marking a **9%** increase compared to mid-2023.

Currently, over **1.97 million sqm** of new industrial and logistics space is under construction, which is 7% less than after the second quarter of 2023.

Over the first half of this year, total demand reached **2.7 million sqm**, up **24%** year on year.

Following a period of rapid growth in 2022, base rents in the industrial and logistics sector have now stabilised. For modern warehouse space in Poland's key regions, tenants can expect base rents between **EUR 3.9 and EUR 5.4** per sqm/month.

### GERMANY

Germany's industrial and logistics real estate market has stabilized at a moderate level with take-up of a good one million sqm per quarter.

In the first half of 2024, demand in the German industrial and logistics property market reached **2.3 million sqm**, an 8.1% reduction compared with the same period in 2023.

New builds account for **60%** of the take-up volume.

Big box vacancy rate increases to **3.2%**.

Prime rent as an average of the Top 5 markets climbs by **6.3%** to **EUR 8.71**



Source: CBRE



# 3. 1H 2024 LEASING RESULTS

## Market Outlook: Austria & Romania

### AUSTRIA

Around **111,000 sqm** of new logistics space was completed in Austria during the first half of the year, with roughly three-quarters of that located in the Vienna area.

It is expected that 2024 will set a new record for the volume of newly completed logistics space.

The vacancy rate in the logistics property market in the broader Vienna region stood at approximately **2%**.

Due to an upgrade of technical standards of the properties, base rents saw a slight increase, rising to **EUR 7.00** per sqm/month.

### ROMANIA

Romania's modern logistics property market had expanded to **7.47 million sqm**.

Bucharest continues to dominate as the country's warehouse facilities centre, with a **48% share** of total leasable space offered.

Romania's anticipated full integration into the Schengen zone is expected to further boost its attractiveness to logistics operators.

The vacancy rate for Romania's modern industrial and logistics properties was **5.6%** at the close of the first half of 2024, a 0.6pp increase from the same time last year.

Asking rents have held steady at **EUR 4.50** per sqm/month, the same as at the end of 2023, but EUR 0.25 higher than in the first half of 2023.



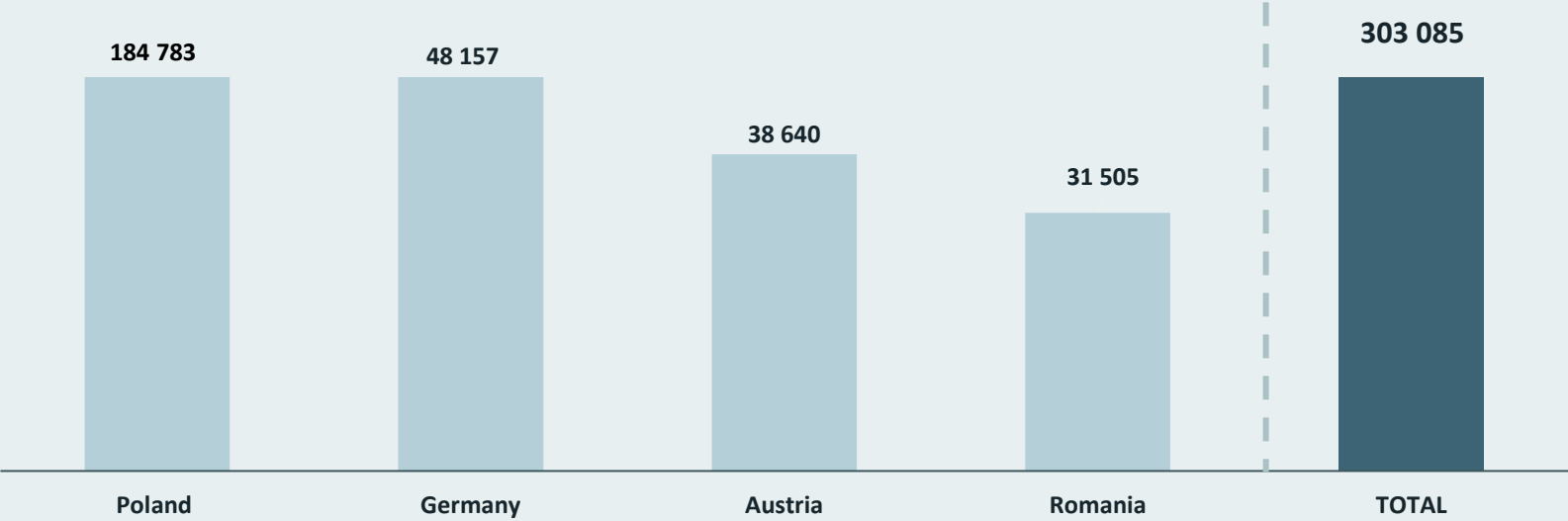
Source: CBRE

# 3. 1H 2024 LEASING RESULTS

## Budget for 2024 – Poland, Germany, Austria & Romania



### LEASING BUDGET IN SQM

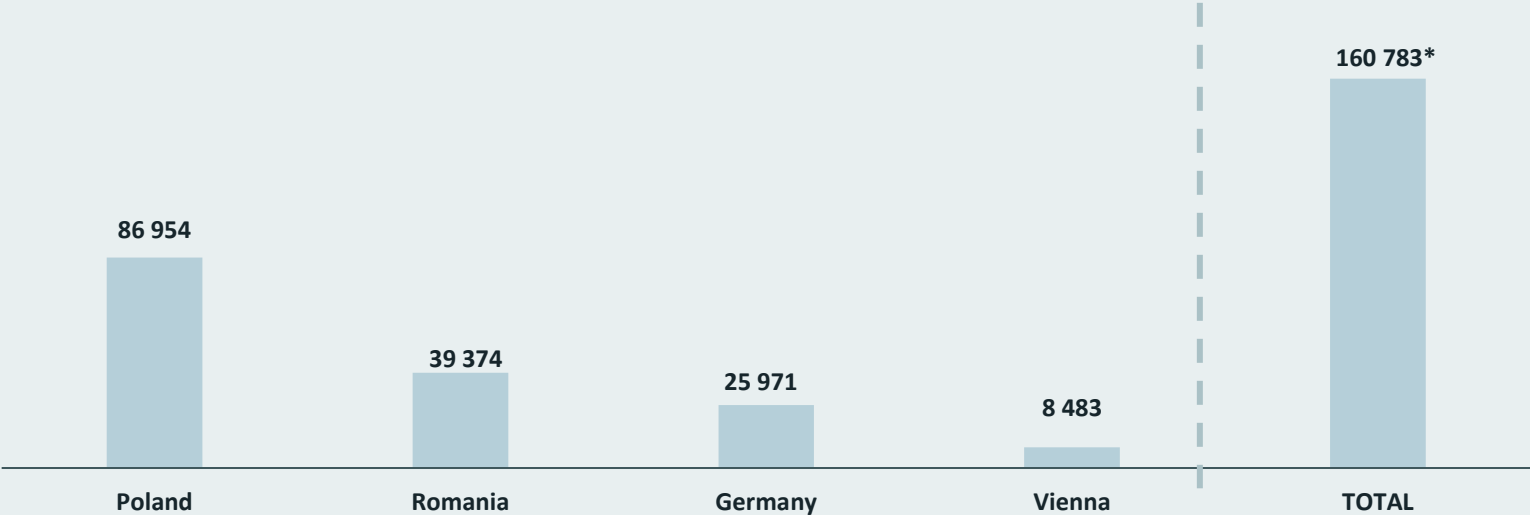


# 3. 1H 2024 LEASING RESULTS

## Lease agreements – Poland, Romania, Germany & Vienna



### LEASING RESULTS IN SQM



\*Including contracts concluded till end of September



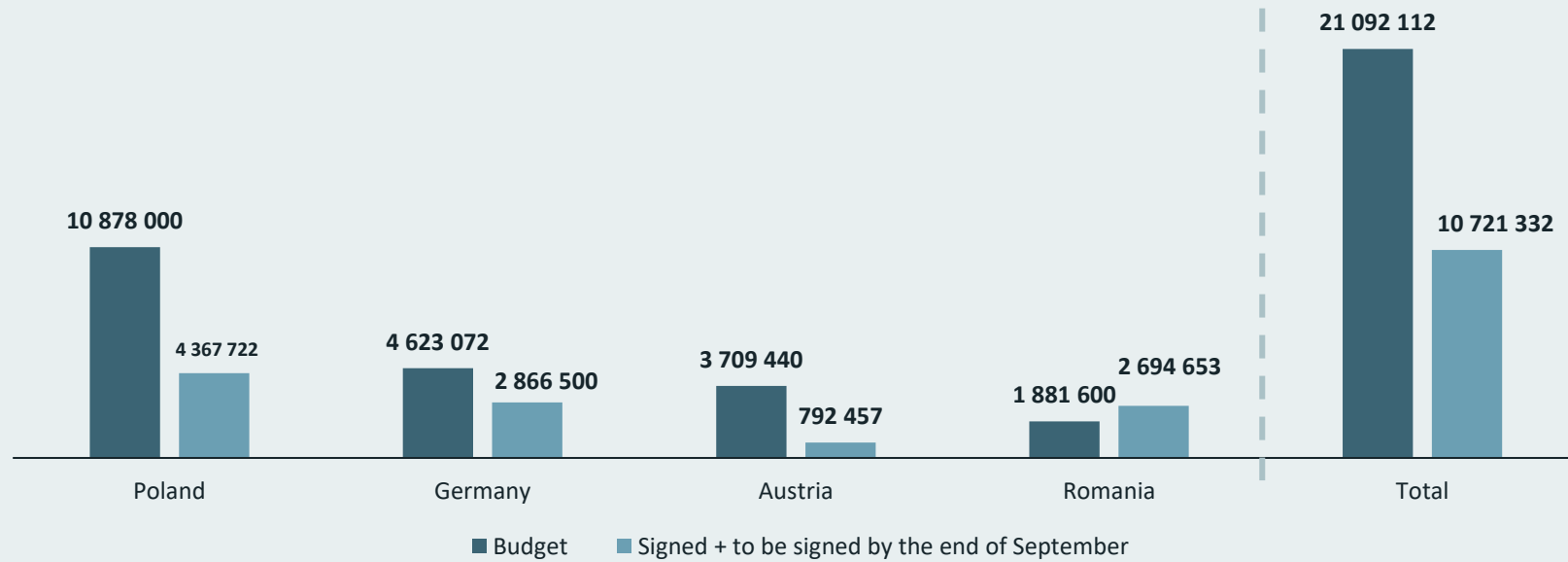


### 3. 1H 2024 LEASING RESULTS

#### Budget for 2024 – Poland, Germany, Austria & Romania



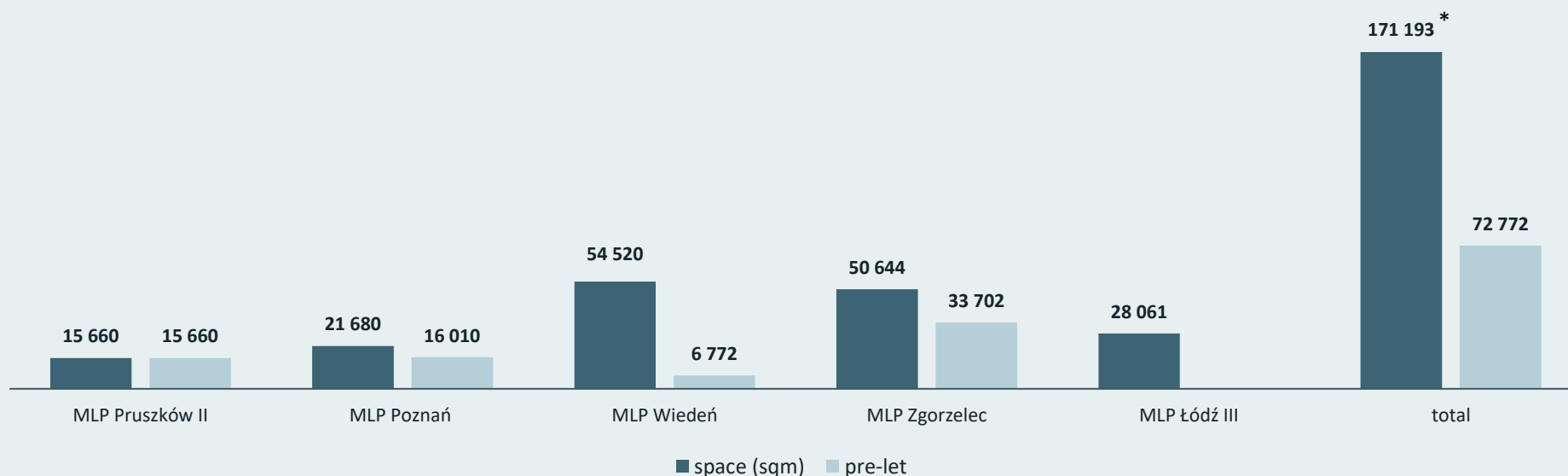
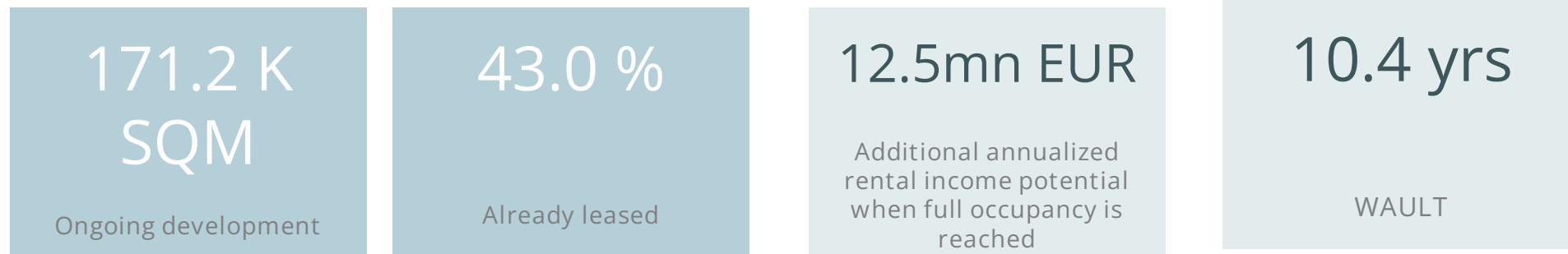
#### NEW RENTAL INCOME (ANNUALIZED) IN EUR



### 3. 1H 2024 LEASING RESULTS

#### Buildings under construction

#### BUILDINGS UNDER CONSTRUCTION AS AT 30 June 2024

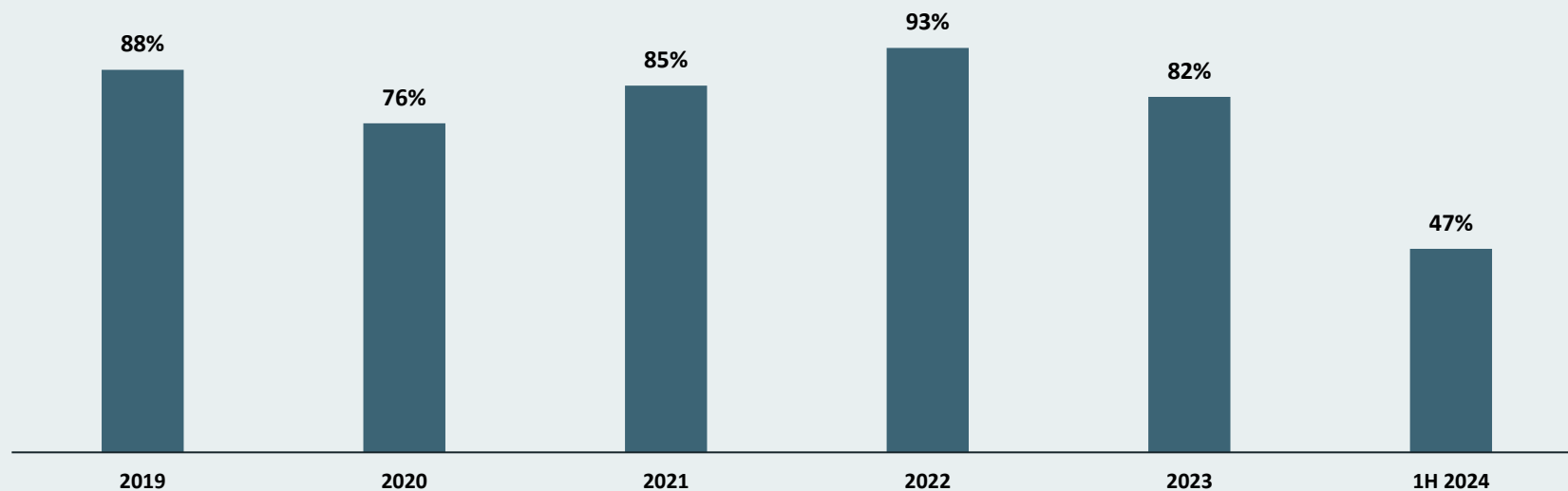


\*Including pre-let office spaces in MLP Gliwice, MLP Wrocław and MLP Łódź II

### 3. 1H 2024 LEASING RESULTS

#### Buildings under construction

#### CONSTRUCTION WITH PRE-LET CONTRACTS



Pre let contracts =lease agreement has been signed before or during construction (before completion)





### 3. 1H 2024 LEASING RESULTS - OUR CLIENTS

Partnership that deliver robust & growing income streams



#### STRONG OPERATING METRICS



<sup>1)</sup>Occupancy excluding the areas in buildings planned for demolition, under renovation, and spaces reserved for tenant expansion

<sup>2)</sup>Rent collection for period of 60 days



# 3. 1H 2024 LEASING RESULTS

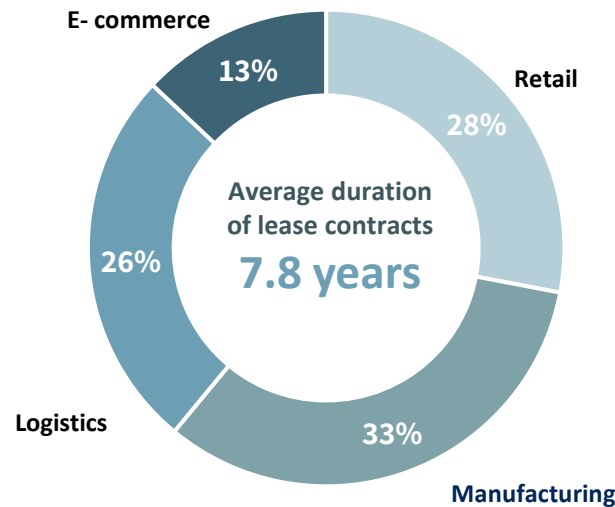
## Diversified tenants' mix

### LONG-TERM CONTRACTS AND DIVERSIFICATION OF TENANTS FROM A VARIETY OF INDUSTRIES CREATES A BALANCED AND STABLE YIELDING PORTFOLIO

#### E-commerce



#### Logistics



#### Retail

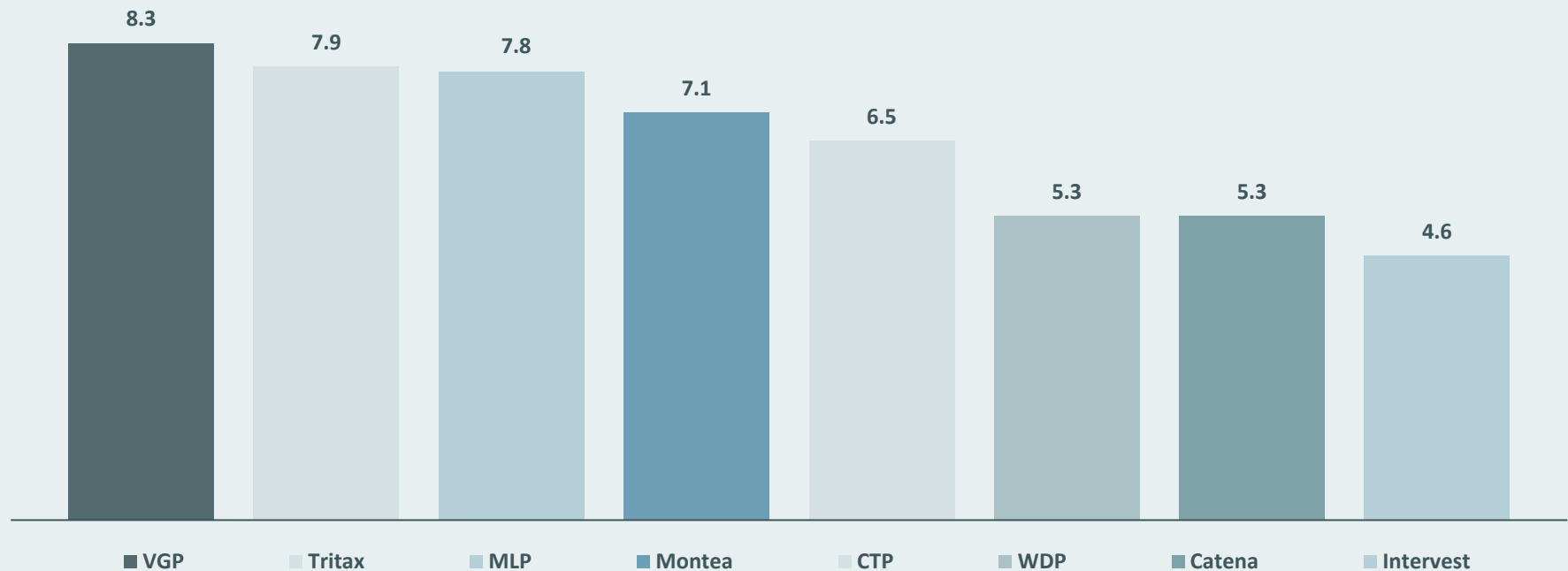


#### Manufacturing



### 3. 1H 2024 LEASING RESULTS WAULT vs. European competition

#### WAULT (YEARS)

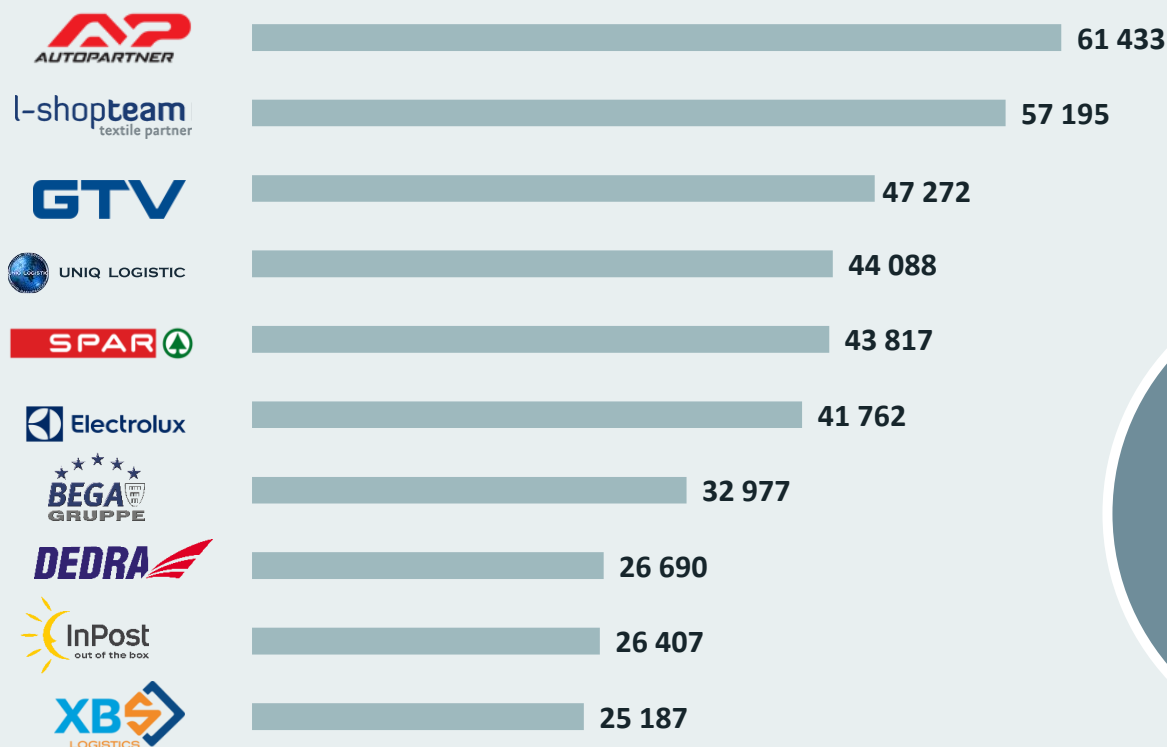


Notes: based on last reported financials as at 31.12.2023 except CTP data as of 30.06.2024



### 3. 1H 2024 LEASING RESULTS

#### TOP 10 CURRENT TENANTS PROVIDE 34% OF ANNUAL RENTAL INCOME (IN SQM)



Top 10 Tenants provide  
**34%**  
of annual rental income

# 4. FINANCIAL ACTIVITY IN 1H 2024



## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 – Balance sheet in EUR ths

<i>As at in ths EUR</i>	30.06.2024	31.12.2023
<b>Non-current assets</b>		
Property, plant and equipment	6 249	5 677
Intangible assets	10	22
Investment property	1 172 496	1 044 504
Other long-term financial investments	20 052	20 120
Other non-current assets	1 297	1 806
Deferred tax assets	278	1 389
<b>Total non-current assets</b>	<b>1 200 383</b>	<b>1 073 518</b>
<b>Current assets</b>		
Inventories	-	116
Short-term investments	2 364	396
Income tax receivable	825	592
Trade and other receivables	18 738	14 792
Other short-term investments	921	1 980
Cash and cash equivalents	58 106	79 174
<b>Total current assets</b>	<b>80 953</b>	<b>97 049</b>
<b>TOTAL ASSETS</b>	<b>1 281 336</b>	<b>1 170 567</b>

<i>As at in ths EUR</i>	30.06.2024	31.12.2023
<b>Equity</b>		
Share capital	1 307	1 307
Share premium	105 071	105 071
Interest hedge reserve & Translation reserve	3 632	3 571
Capital reserve	18 251	18 251
Statutory reserve funds	38 668	38 668
Profit/(loss) brought forward	355 310	366 806
Net profit	65 332	(11 496)
Exchange differences on translation of foreign operations	33 234	28 794
<b>Total equity</b>	<b>620 805</b>	<b>550 972</b>
<b>Non-current liabilities</b>		
Borrowings and other debt instruments	418 668	438 732
Deferred tax liabilities	95 342	83 973
Other non-current liabilities	17 983	18 163
<b>Total non-current liabilities</b>	<b>531 993</b>	<b>540 868</b>
<b>Current liabilities</b>		
Borrowings and other debt instruments	85 578	47 397
Employee benefit obligations	764	89
Income tax payable	634	1 926
Trade and other payables	41 562	29 316
<b>Total current liabilities</b>	<b>128 538</b>	<b>78 728</b>
<b>Total liabilities</b>	<b>660 530</b>	<b>619 595</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 281 336</b>	<b>1 170 567</b>



## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 – Profit & loss statement in EUR ths

<i>For the six months ended 30 June in ths EUR</i>	2024	2023
Rental income	25 179	21 719
Revenue from property management services	18 355	18 537
Costs of self-provided property management services	(16 312)	(15 020)
<b>Gross operating profit/(loss)</b>	<b>27 223</b>	<b>25 235</b>
General and administrative expenses	(5 117)	(4 470)
Gain/(loss) on revaluation of investment property	63 795	(49 371)
Other income	1 084	879
Other expenses	(293)	(649)
<b>Operating profit/(loss)</b>	<b>89 692</b>	<b>(28 376)</b>
Finance income	3 937	13 503
Finance costs	(11 937)	(7 349)
<b>Net finance costs</b>	<b>(8 001)</b>	<b>6 154</b>
<b>Profit/(loss) before tax</b>	<b>78 692</b>	<b>(22 221)</b>
Income tax	(13 360)	4 285
<b>Net profit/(Net loss)</b>	<b>65 332</b>	<b>(17 936)</b>

## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 - Financial position in EUR mn



	1H 2024 (IN EUR MN)	1H 2023 (IN EUR MN)	CHANGE (%)	1H 2022 (IN EUR MN)		1H 2024 (IN %)	1H 2023 (IN %)	CHANGE (p.p.)	1H 2022 (IN %)		1H 2024 (IN EUR MN)	YE 2023 (IN EUR MN)	CHANGE (%)	YE 2022 (IN EUR MN)
REVENUES	43.5	40.3	8%	26.5	GROSS MARGIN <sup>1)</sup>	67.8	66.0	1.8	63.4	INVESTMENT PROPERTY	1 172.5	1 044.5	12%	945.2
OPERATING PROFIT	86.7	-28.8	405%	124.3	OPERATING MARGIN BEFORE REVALUATIONS <sup>2)</sup>	52.6	52.2	0.4	48.2	Cash and cash equivalents	58.1	79.2	-27%	67.2
PROFIT BEFORE TAX	78.7	-22.2	454%	116.1	OPERATING MARGIN <sup>3)</sup>	199.1	-70.5	269.6	468.3	Other assets *	46.7	43.0	9%	48.0
NET PROFIT	65.3	-17.9	464%	93.5	ROE <sup>4)</sup>	57.3	-16.8	74.2	140.3	TOTAL ASSETS	1 277.3	1 166.7	9%	1 060.5
Company adjusted EPRA EARNINGS <sup>3)</sup>	11.3	12.0	-6%	6.8	EBITDA BEFORE REVALUATION GROWTH <sup>5)</sup>	9.1	64.2	-55.1	28.3	NAV	620.8	551.0	13%	532.6
EBITDA <sup>1)</sup>	86.8	-28.3	407%	124.4	EBITDA GROWTH <sup>6)</sup>	406.6	-122.8	529.3	175.2	Financial liabilities - bank loans and IRS	384.1	383.5	0%	310.5
EBITDA BEFORE REVALUATION <sup>2)</sup>	23.0	21.1	9%	12.8	EQUITY RATIO <sup>7)</sup>	48.4	47.9	0.5	50.3	Financial liabilities - bonds	116.6	99.6	17%	81.9
										Other financial liabilities	13.4	13.4	0%	9.0
										Other liabilities	142.5	119.2	20%	126.5
										TOTAL EQUITY AND LIABILITIES	1 277.3	1 166.7	9%	1 060.5

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

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

<sup>3)</sup> EPRA EARNINGS adjusted by FX differences and Depreciation

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

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

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

<sup>4)</sup> ROE = Net income / Adjusted Shareholder's Equity (weighted average of the sum of share capital and share premium)

<sup>5)</sup> EBITDA before revaluation growth =  $[\Delta_{y,y} (\text{Operating profit} - \text{Revaluation})] / (\text{Operating profit}_{y-1} - \text{Revaluation}_{y-1})$

<sup>6)</sup> EBITDA growth =  $[\Delta_{y,y} \text{Operating profit}] / \text{Operating profit}_{y-1}$

<sup>7)</sup> EQUITY RATIO = Total equity / total assets  $\geq 35\%$

\* Net presentation of granted and received intercompany loans.

## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 - Financial position in PLN mn



	1H 2024 (IN PLN MN)	1H 2023 (IN PLN MN)	CHANGE (%)	1H 2022 (IN PLN MN)		1H 2024 (IN %)	1H 2023 (IN %)	CHANGE (p.p.)	1H 2022 (IN %)		1H 2024 (IN PLN MN)	YE 2023 (IN PLN MN)	CHANGE (%)	YE 2022 (IN PLN MN)
REVENUES	187.7	185.7	1%	123.2	GROSS MARGIN <sup>1)</sup>	67.8	66.0	1.8	63.4	INVESTMENT PROPERTY	5 057.0	4 541.5	11%	4 433.0
OPERATING PROFIT <sup>8)</sup>	373.7	-130.9	385%	577.2	OPERATING MARGIN BEFORE REVALUATIONS <sup>2)</sup>	52.6	52.2	0.4	48.2	Cash and cash equivalents	250.6	344.2	-27%	315.2
PROFIT BEFORE TAX	339.2	-102.5	431%	539.0	OPERATING MARGIN <sup>3)</sup>	199.1	-70.5	269.9	468.3	Other assets *	201.5	186.9	8%	225.3
NET PROFIT	281.6	-82.7	441%	433.9	ROE <sup>4)</sup>	57.3	-16.8	74.2	140.3	TOTAL ASSETS	5 509.1	5 072.6	9%	4 973.5
Company adjusted EPRA EARNINGS <sup>3)</sup>	48.6	55.5	-12%	31.4	EBITDA BEFORE REVALUATION GROWTH <sup>5)</sup>	1.9	63.1	-61.2	31.0	NAV	2 677.5	2 395.6	12%	2 498.0
EBITDA <sup>1),8)</sup>	374.1	-130.6	386%	577.4	EBITDA GROWTH <sup>6)</sup>	386.5	-122.6	509.1	181.0	Financial liabilities - bank loans and IRS	1 656.6	1 667.5	-1%	1 456.0
EBITDA BEFORE REVALUATION <sup>2)</sup>	99.1	97.2	2%	59.6	EQUITY RATIO <sup>7)</sup>	48.4	47.9	0.5	50.3	Financial liabilities - bonds	502.7	433.0	16%	383.9
										Other financial liabilities	57.9	58.4	-1%	42.3
										Other liabilities	614.4	518.1	19%	593.3
										TOTAL EQUITY AND LIABILITIES	5 509.1	5 072.6	9%	4 973.5

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

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

<sup>3)</sup> EPRA EARNINGS adjusted by FX differences and Depreciation

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

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<sup>4)</sup> ROE = Net income / Adjusted Shareholder's Equity (weighted average of the sum of share capital and share premium)

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<sup>6)</sup> EBITDA growth =  $[\Delta_{y,y} \text{Operating profit}] / \text{Operating profit}_{y-1}$

<sup>7)</sup> EQUITY RATIO = Total equity / total assets  $\geq 35\%$

<sup>8)</sup> The company recorded a loss on revaluation of investment properties due to the strengthening of the Polish currency as at 31.12.2023 in comparison to 31.12.2022.

\* Net presentation of granted and received intercompany loans.



## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 – EPRA ratios

	1H 2024 (IN PLN MN)	YE 2023 (IN PLN MN)	CHANGE (%)
EPRA NRV	3 057	2 726	12%
EPRA NTA	3 056	2 726	12%
EPRA NDV	2 678	2 396	12%

	1H 2024 (IN PLN MN)	1H 2023 (IN PLN MN)	CHANGE
EPRA Earnings	58.3	99.2	-41%
Company adjusted EPRA earnings*	48.6	53.4	-9%
EPRA Cost Ratio	20%	21%	-1p.p
EPRA Vacancy Rate	9%	3%	-6p.p

\* Including exchange rate differences, amortization with deferred tax consideration.

- **EPRA NRV:** The EPRA Net Reinstatement Value is a measure of net asset value aimed at reflecting the cost required to rebuild an entity, assuming the entity does not sell its assets.
- **EPRA NTA:** EPRA Net Tangible Assets is a measure of net asset value, assuming entities buy and sell assets, thereby crystallising certain levels of provisions related to deferred income tax. It is calculated as the total equity minus non-controlling interests, excluding derivatives valued at fair value, as well as deferred taxation on properties (unless such an item is related to assets held for sale).
- **EPRA NDV:** EPRA Net Disposal Value is a measure of net asset value under the assumption that the entity will sell its assets
- **EPRA Earnings** is used to measure the operational performance, it excludes all components not relevant to the underlying net income performance of the portfolio, such as the change in value of the underlying investments and any gains or losses from the sales of properties. In effect, what is left as EPRA Earnings is the income return generated by the investment, rather than the change in value or capital return on investments.
- **EPRA Cost Ratio** – general and administrative costs/ rental income
- **EPRA Vacancy Rate** is calculated as a percentage being the estimated rental value of vacant space divided by estimates rental value of whole portfolio.

## 4. FINANCIAL ACTIVITY

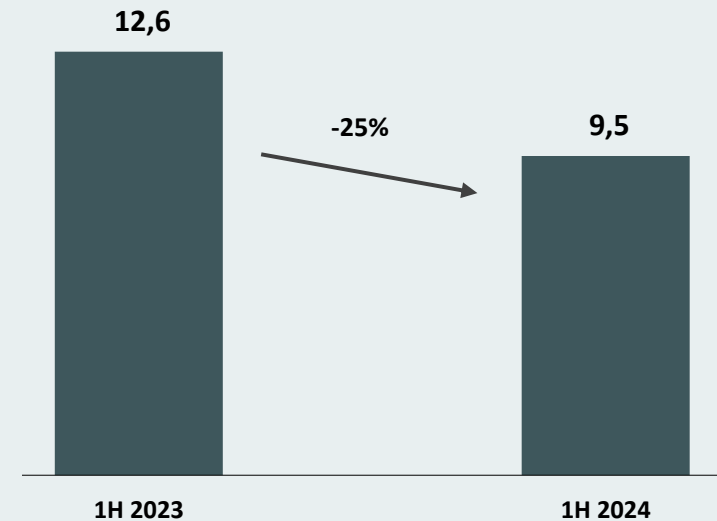
### Key points in 1H 2024 - Financial position

AS AT 30.06.2024

➤ LTV <sup>1)</sup>	37.5%
➤ ICR	2.0x
➤ NAV in EUR mn	621
➤ Financial debts in EUR mn (all-in) among which:	491
– Bank loans (secured on MLP's assets) in EUR mn <sup>2)</sup>	376
– Bonds (unsecured on MLP's assets) in EUR mn	115
➤ Weighted Average Interest Rate on financial liabilities (all-in)	4.8%
➤ Weighted Average Unexpired Financial Debt Term (in years)	4.0

- 1) LTV % = (financial debt - cash & equivalents)/investment property  
2) Bank loan principal offset with hedge transactions

FFO (IN EUR MN)



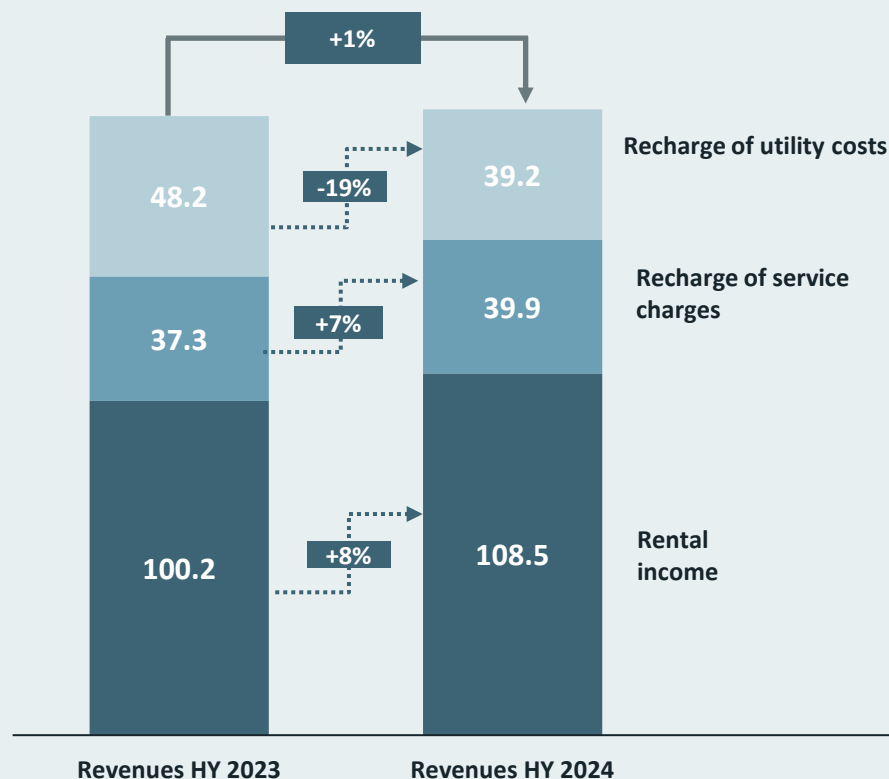
The decrease in FFO in the 1H 2024 was driven mainly by higher financial debt service costs totalling EUR 4.5 mn. This was due to increase:

- interest bearing debt by EUR 22 mn (bank loan EUR 8 mn and bonds EUR 14 mn),
- increase of EURIBOR Rate (EURIBOR 6M by 14%, EURIBOR 3M by 30%),
- new IRS transaction at higher rates in line with the current market conditions (higher interest rate).

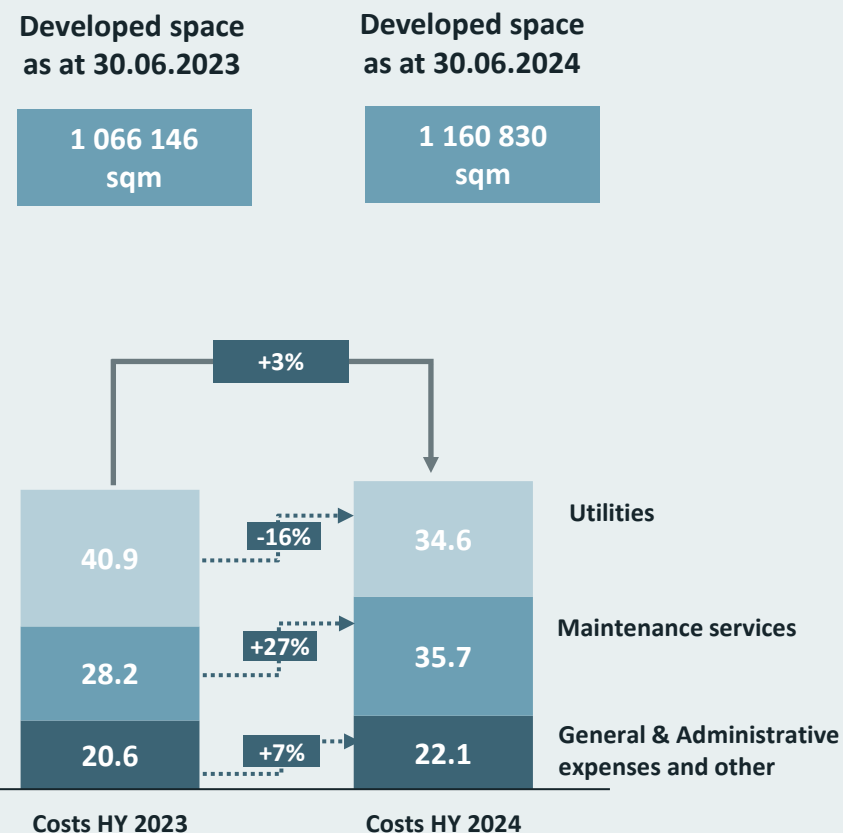
## 4. FINANCIAL ACTIVITY

### Key points in 1H 2024 - Financial position

#### REVENUES (IN PLN MN)



#### COSTS (IN PLN MN)



Recharge & utilities: The decrease in revenue by 19% and decline in cost by 16% were driven by the reduction in gas and energy prices. The gas price in 1H2023 was contracted before the outbreak of the war in Ukraine at a very attractive price, and after the price increase, MLP was able to achieve an extraordinary margin on gas sales in 1H2023. Such situation did not exist in 1H2024 when the gas price stabilized.

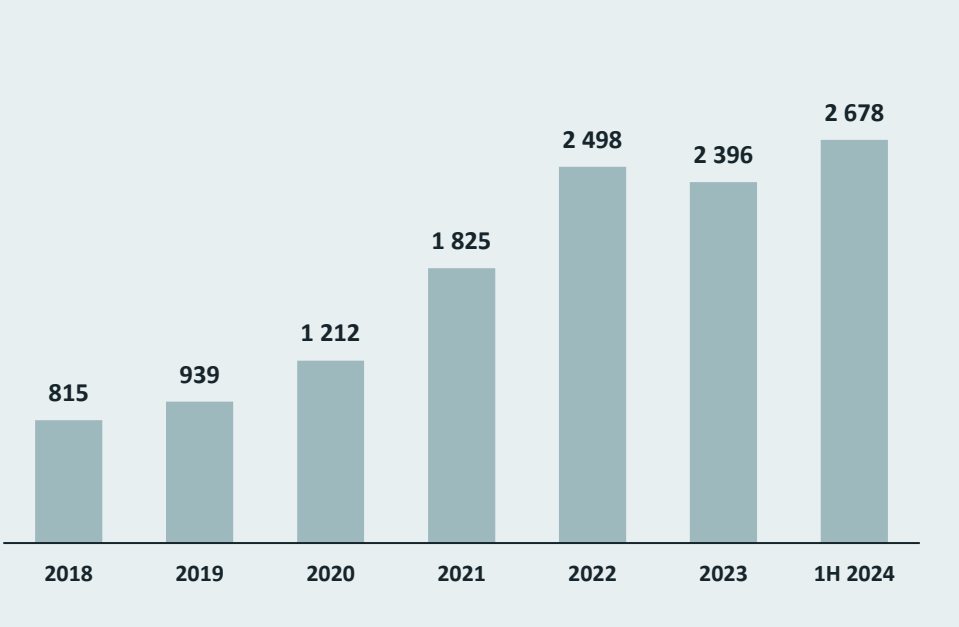


# 4. FINANCIAL ACTIVITY

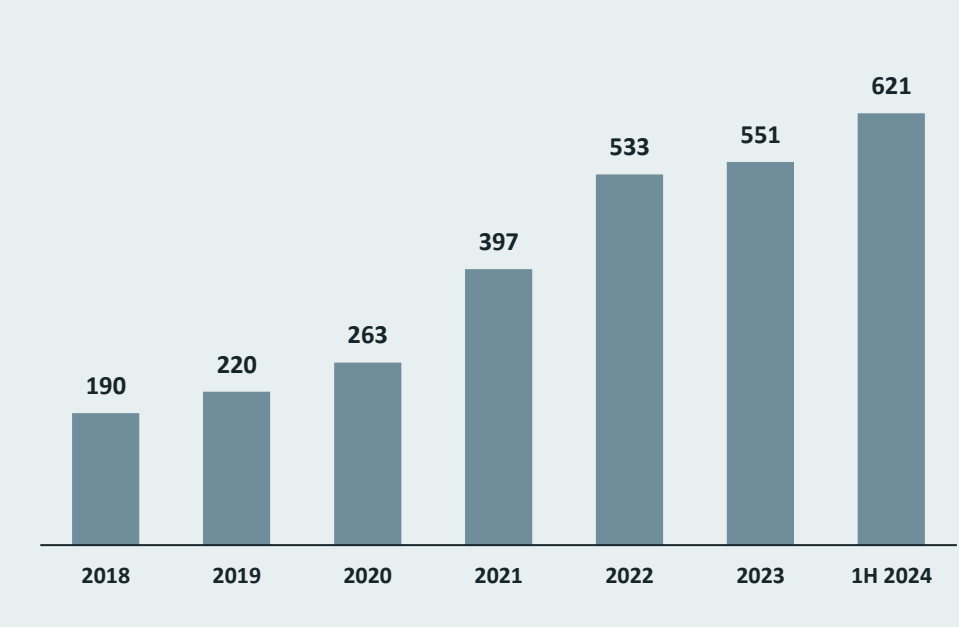
## Net Asset Value Growth



### NET ASSET VALUE (IN MN PLN)



### NET ASSET VALUE (IN MN EUR)

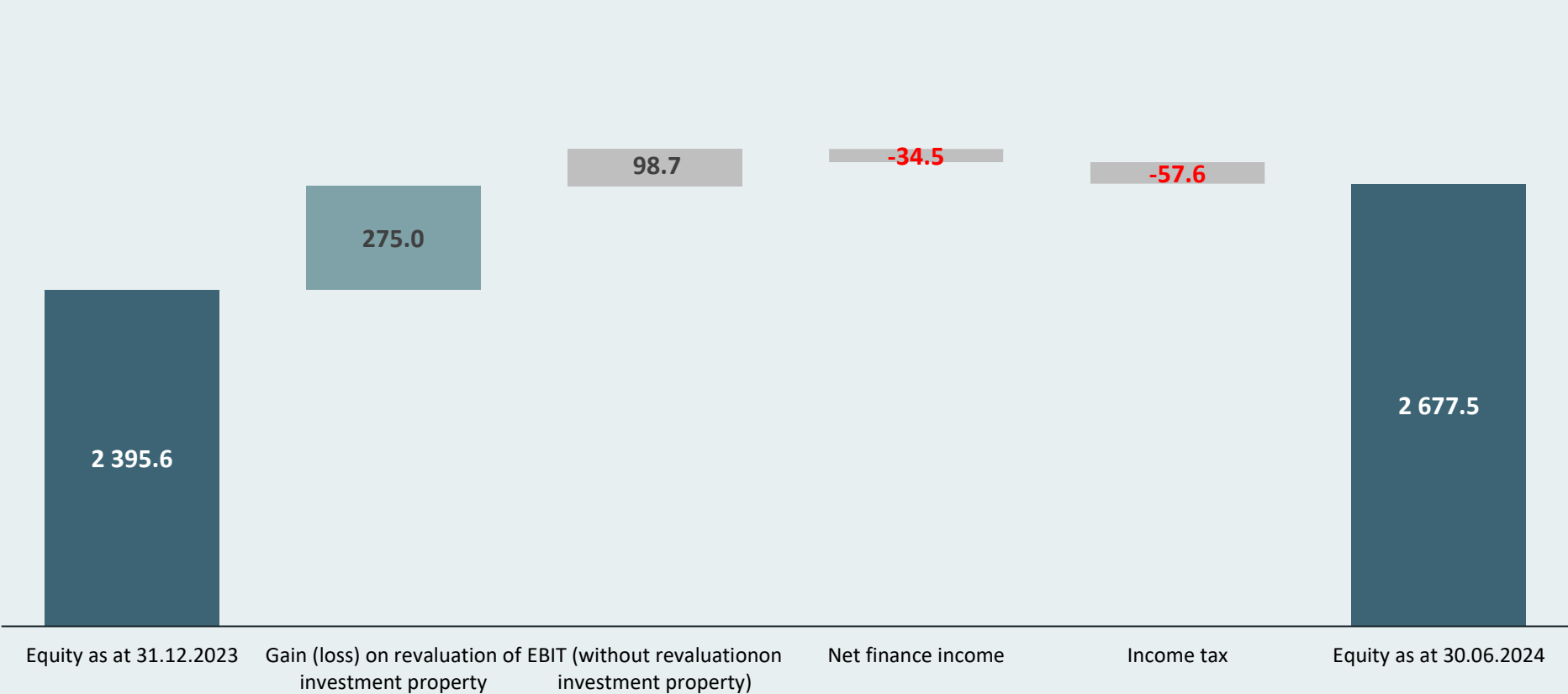


# 4. FINANCIAL ACTIVITY

## Net Asset Value Growth



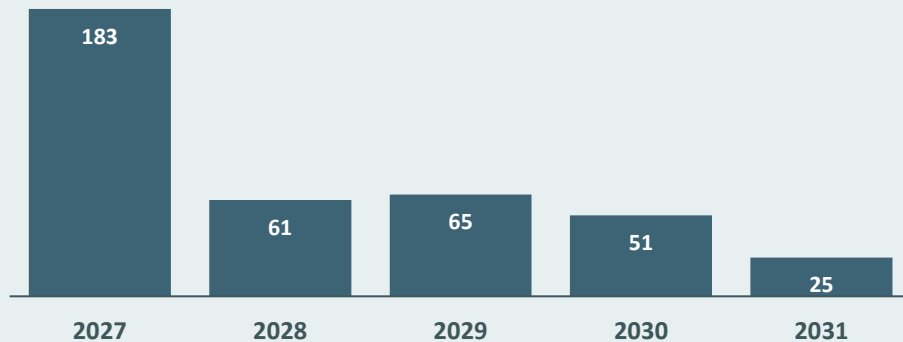
### NAV CONTRIBUTION (IN MN PLN)



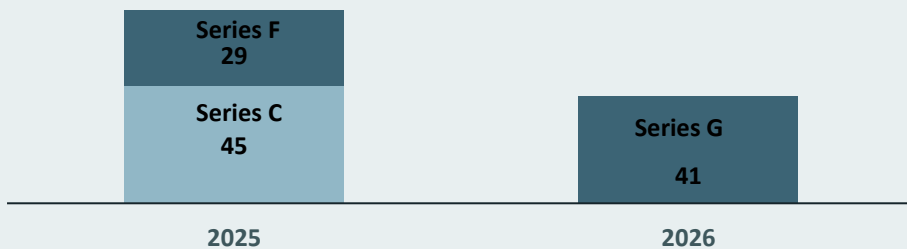
## 4. FINANCIAL ACTIVITY

### Loans and bonds

#### EXISTING BANK LOANS BY MATURITY IN EUR MN



#### BONDS BY MATURITY IN EUR MN



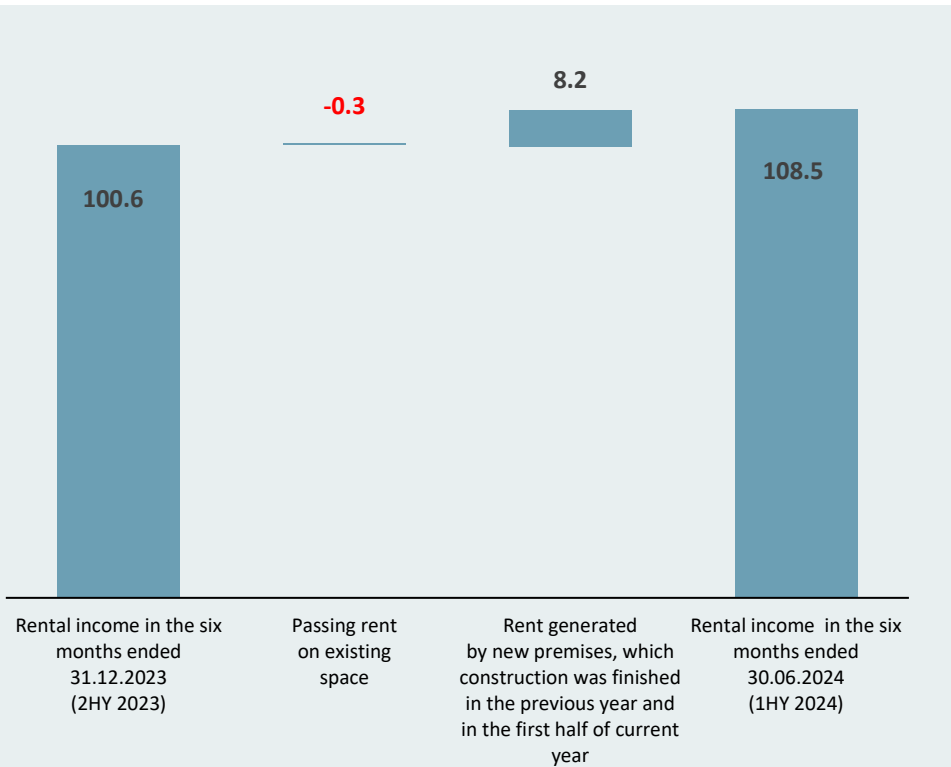
- MLPG is a reliable financing partner, with a solid financial position.
- Undrawn credit line for EUR 86.1 mn and new bank facilities being finalized for the amount of EUR 44.2 mn (the binding TSs have been countersigned by the parties).
- 80% of Bank loans are hedged against interest rate risk for next 4 years.
- On 27 of February 2024 MLP Group redeemed bonds of series E in amount of EUR 4 mn and partially series D in the amount of EUR 8.6 mn before their maturity. The remaining part of series D amounting to EUR 11.4 mn is due on 17th of May 2024.
- On 6 March 2024. MLP Group issued a new series of bonds for a total amount of EUR 41 mn (series G), in accordance with a resolution of the MLP Group board of directors.
- On 17 of May 2024 MLP Group redeemed bonds of series D in amount of EUR 11.4 mn
- 60% of Bank loans and bonds are hedged by interest rate risk.



# 4. FINANCIAL ACTIVITY

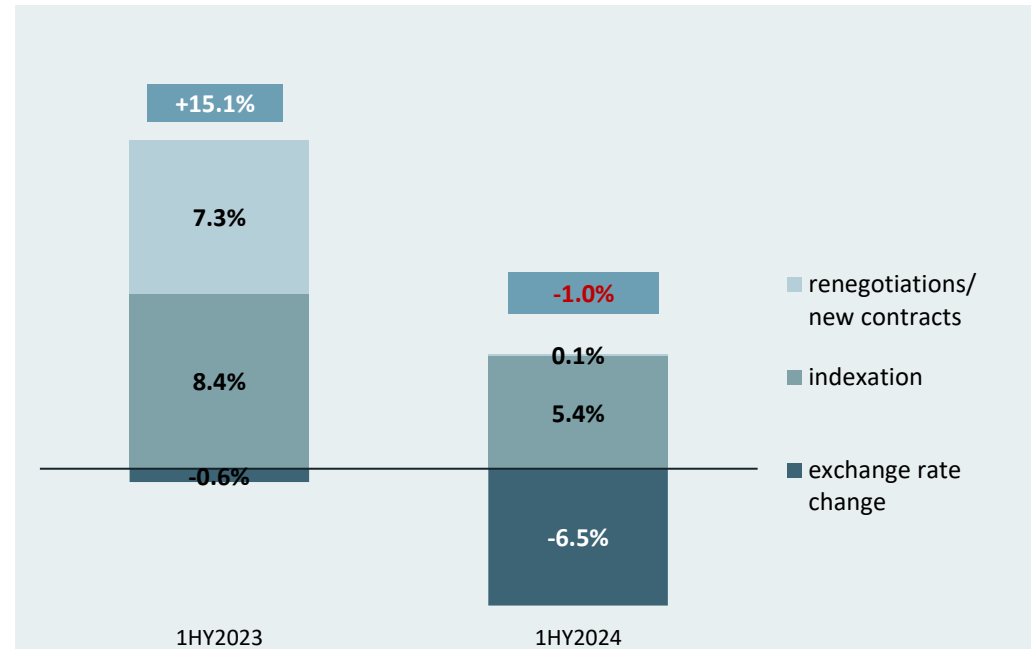


## RENTAL INCOME IN PLN MN



- The decrease in passing rents on the existing space was mainly influenced by:
- the appreciation of PLN against EUR (-6.6%),
  - the gap in rental income due to adaptation works for new tenants,
  - additional improvement rent expired in 1H2024 which was included in rental in the 2H2023

## LIKE-FOR-LIKE RENTAL GROWTH MAIN DRIVERS



After elimination of exchange differences, like-for-like growth would be +5.5%, and consisting of:

- +0,1% renegotiation or new contract,
- +5,5 % indexation.

100% MLP's lease contracts are indexed without any caps.  
Rental income are in EUR or EUR denominated

# 4. FINANCIAL ACTIVITY

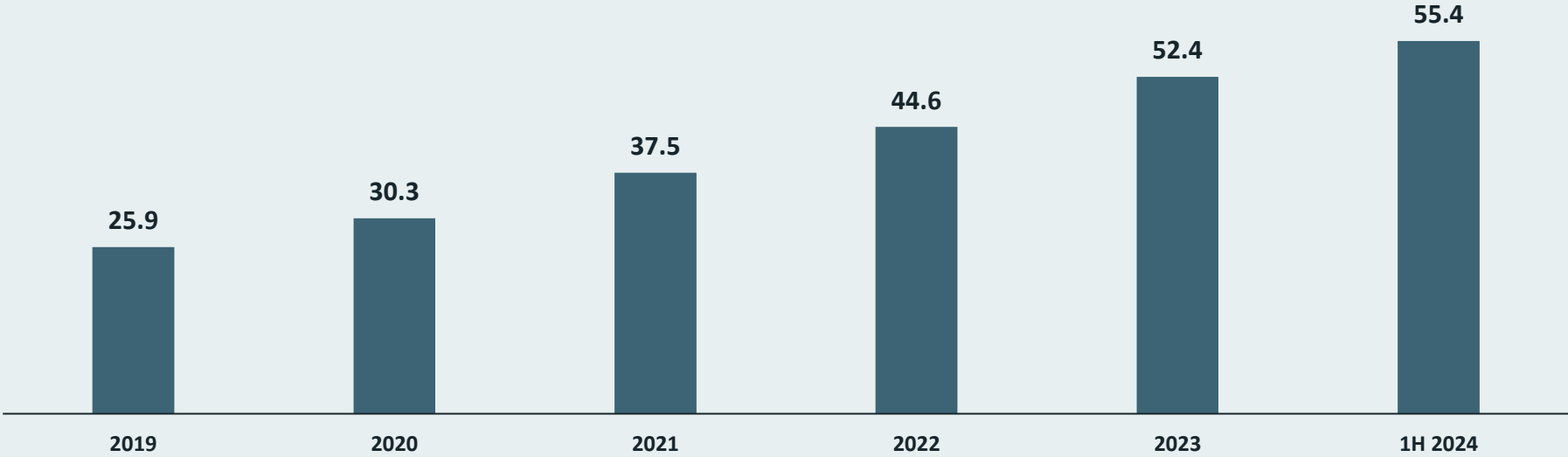


## ANNUALIZED FUTURE RENTAL INCOME BASED ON ALL SIGNED CONTRACTS (IN MN PLN)



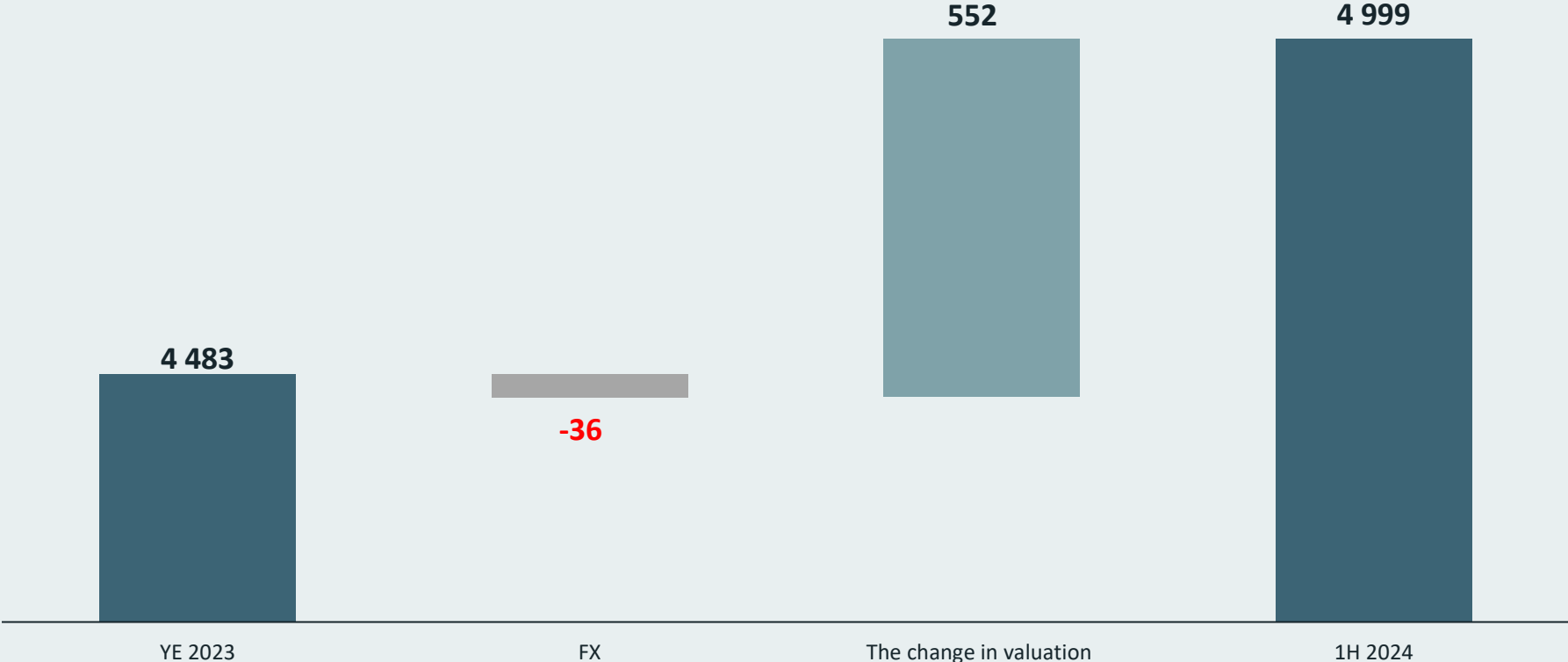
# 4. FINANCIAL ACTIVITY

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





CHANGE IN PROPERTY VALUATION IN 1H 2024 (IN MN PLN)



The chart above does not include value of Perpetual Usufruct.

\* Due to the fact the MLP Group values its property portfolio twice a year. The valuation change in 2024 in the amount of 552 mn PLN is increase from the independent appraisal valuation.

# 4. FINANCIAL ACTIVITY

## THE COMPOSITION OF THE REVALUATION IN PLN MN



# 5. KEY CHALLENGES 2024





## 5. KEY CHALLENGES

### MLP Group plans for 2024

In 2024 we lease our Business Park Projects in **Vienna, Schalke (Gelsenkirchen), Łódź** and **Big-Box projects in Poznań, Idstein (Frankfurt am Main), Berlin-Spreehagen**. Those projects shall significantly contribute not only to our rental but also to NAV in 2024.





## 5. KEY CHALLENGES

### MLP Group plans for 2024



#### DEPLOYING ACQUIRED PLOTS

##### **MLP Wrocław West (2nd stage)**

Building permit for the buildings expected 1-2Q 2025 and subsequent start of construction 2Q 2025,

##### **MLP Łódź**

Remaining development part of approx. 36 000 sqm of warehouse and office area – building permit for the bridge building expected 4Q 2024 and subsequent construction starting 1Q 2025,

##### **MLP Zgorzelec**

Construction started in January 2024 of ca. 33 500 sqm area preleased to Auto Partner and 15 500 sqm speculative buildings,

##### **MLP Poznań West III (extension)**

30 240 sqm - construction starting 3Q 2024,

##### **MLP Pruszków II (extension)**

approx. 65 000 sqm (30 000 sqm already developed, the remaining part construction starting 3Q 2024),

##### **MLP Idstein**

approx. 20 500 sqm of warehouse and office area - building permit for the building expected 4Q 2024 and subsequent construction starting 4Q 2024, well advance 100% prelease lease contract negotiations.

#### START CITY LOGISTIC PROJECTS

##### **MLP Business Park Poznań**

approx. 32 000 sqm of warehouse and office area - demolition & construction start in 3Q 2024,

##### **MLP Business Park Łódź**

approx. 28 000 sqm of warehouse and office area – construction will be completed in 4Q 2024,

##### **MLP Business Park Wien**

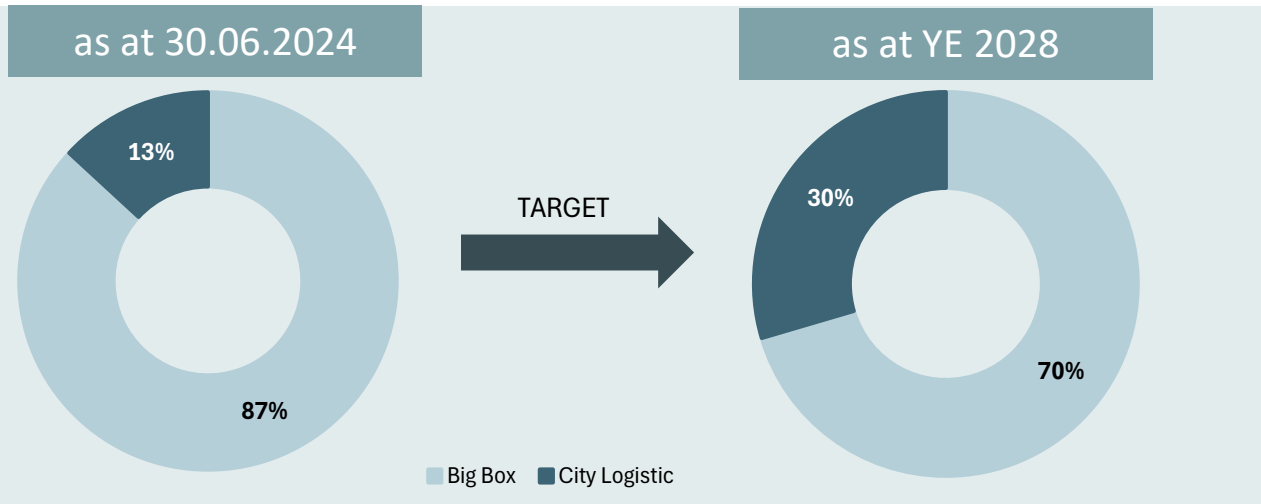
approx. 54 000 sqm of warehouse and office area - construction and leasing started in January 2024 finished by 1Q2025,

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

approx. 55 000 of warehouse and office area 4Q 2023 start of demolition, building permit in August 2024 and subsequent construction start 3Q 2024, well advance 50% prelease lease contract negotiations.

## 5. KEY CHALLENGES 2024

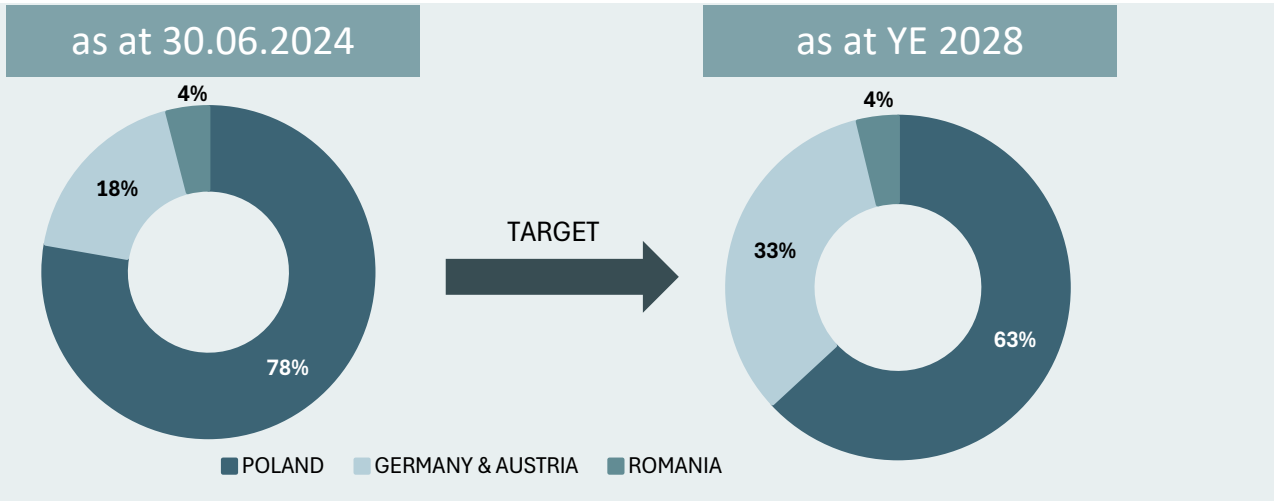
City Logistics (MLP Business Parks)  
by portfolio's Gross Asset Value





# 5. KEY CHALLENGES 2024

## Gross Asset Value 1H 2024 & YE 2028 by asset type





# 6. ESG STRATEGY





## 6. ESG STRATEGY

### For MLP GROUP S.A.



All Business Partners of MLP Group are bound by the Code of Good Cooperation, which outlines our ethical standards and principles of cooperation with Tenants and all other Business Partners. The preparation of this document stems from our ESG strategy and our commitment to maintaining the highest ethical and social standards in all aspects of our operations. The document is available at our website.

This document contains key principles regarding:

- **Ethics and Compliance:** We commit to conducting business in an honest, transparent manner, compliant with applicable laws.
- **Respect for Human Rights:** We expect all Partners to respect human rights and uphold the dignity of their employees.
- **Sustainable Development:** We promote actions for environmental protection and sustainable development.
- **Occupational Health and Safety:** We prioritize providing safe and healthy working conditions.
- **Anti-Corruption Policy:** We require zero tolerance towards all forms of corruption and bribery.

To manage risks related to relationships with the local community, MLP informs community members about the progress of construction projects. MLP establishes a complaint-handling process to manage and resolve complaints received from stakeholders, community members, or local residents.

Regarding risks associated with business ethics, MLP has established a code of ethics applicable to all employees and co-workers of the Group and its subsidiaries. They are required to adhere to the Group's values, which include issues of integrity, human rights, privacy, bribery, and corruption. To protect whistleblowers, MLP has established a whistleblower policy and procedure for managing incident reports. MLP has also established a policy for the prevention and handling of fraud and embezzlement to manage and mitigate risks such as corruption, fraud, and conflict of interest.

MLP GROUP S.A. became the Strategic Partners of Responsible Business Forum (Forum Odpowiedzialnego Biznesu) The FOB Partnership Program is an initiative that brings together industry leaders who, through collaboration with a group of experts, enhance their competencies in ESG and undertake joint actions to support the sustainable transformation of business.

## 6. ESG STRATEGY

MLP GROUP S.A. => ESG driven by economics

### E – Environmental 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
- biodiversity



### 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



## 6. ESG STRATEGY For MLP GROUP S.A.

### G - Governance goal

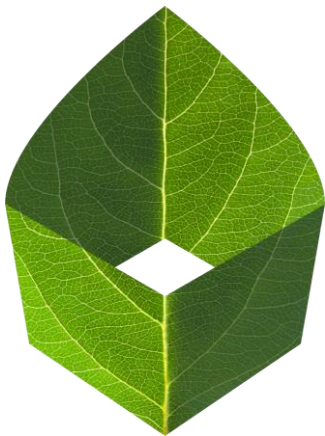
Integrating ESG into business operations and aligning corporate and societal interests

#### Tasks to achieve this goal:

- assessing the impact of investments on human rights
- climate change as an important aspect considered in decision-making
- establish procedures and set reasonable targets to ensure that environmental, climate and human rights risks are identified and avoided
- conduct business in accordance with ethical standards Communicate ESG policies 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.**



# Thank you!

MLP GROUP S.A.

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