



PRESENTATION OF THE BTS PROJECTS



# INVITATION TO COOPERATION



#### Dear Sirs,

I'm pleased to present you a proposal for cooperation in the scope of warehouse facilities executed in the "build-to-suit" formula. The projects are located in carefully selected locations in several important regions of Poland. Based on an internal analysis, tenant demand and the Group's experience, we have prepared projects dedicated both for central warehouse facilities, production facilities, as well as projects with urban warehouse specificity, located in the immediate urban zone. In addition, in connection with financing from the EBRD, Macquarie Capital Principal Finance and the implemented DL Green policy, we place great emphasis on environmentally friendly projects with a low carbon footprint and socially responsible investments, and we also certify Breeam.

The project will be prepared based on experience in the construction of warehouse facilities. It will be built to the highest quality standard and will include DL Green solutions, including the increased BREEAM certificate.

Thanks to the experience and well-developed internal structure of DL Invest Group, we guarantee a quick implementation time while maintaining high flexibility and quality of work, e.g. due to the fact that we operate as a developer who is the long-term owner of the facility and actively manages it, which has a general contractor and design offices in its internal structure, which is necessary in the current conditions of the construction market and guarantees you a flexible approach to possible changes during the use of the facility. The confirmation of the above are attached references from successfully completed projects for companies such as:Hutchinson, Gefco, Still, Hanex, Stokrotka, InPost or DHL.

DL Invest Group has experience in the implementation and management of warehouse projects. An example of successfully completed warehouse space are facilities for well-known brands with whom we have established long-term cooperation, implementing subsequent projects.

The confirmation of the above and the highest standards of services provided by DL Invest Group is the financing of our company's development by the largest financial institutions in the world - the European Bank for Reconstruction and Development (EBRD) and Macquarie Capital Principal Finance through which we obtained funds for the implementation of your project.

We are convinced that if you give us the opportunity to present our competences and the unique business model described in this presentation, we will establish long-term cooperation with you, providing individual solutions necessary for the development of your business.

On the following pages of the offer, we will present the experience and competences of DL Invest Group, based on a business model in which we remain the property owner after the construction of the facility, which is a guarantee of the highest quality of cooperation, not only when signing the lease agreement, but also throughout the entire period of use of the facility.

Kind regards, **Dominik Leszczyński** CEO





# TABLE OF CONTENTS

Experience and competitive advantages of DL Invest Group

Competences within the Group

References

Presentation of projects

Terms of the offer

**Contact** 





# PORTFOLIO AND EXPERIENCE PRESENTATION

DL INVEST GROUP





# SUCCESSFUL BUSINESS MODEL

DL Invest Group is one of the most dynamically growing developers and investors in Poland, operating on the commercial real estate market for over 15 years.

The Group's business model assumes full implementation of the investment process based on the group's internal structure, and then actively managing projects as a long-term owner, offering clients high quality, not only at the time of commissioning, but also throughout the life of the project, ensuring the ability to respond flexibly to tenants' needs.

Confirmation of many years of experience and competence

is the diversified property portfolio, and the lease of space remains at a very high level, among other things, this has resulted in successful asset disposals every four years, which confirm the quality and market liquidity of the assets. The strength of DL Invest Group is the specialisation built up over the years in three selected commercial property segments:

WAREHOUSES



#### WARFHOUSING FACILITIES

large warehouse parks with a leasable area of 100,000-300,000 sqm with warehouse and production functions, as well as tailor-made projects (BTS), created on the basis of individually identified tenants' needs, including urban developments in SBU format.





#### **OFFICE COMPLEXES**

The mixed-use complexes combining office, service and retail functions are being developed in response to the market demand for service centers. Their aim is to satisfy all daily needs of users - employees of the complex.





#### **SHOPPING PARKS**

facilities with a leasable area of 3,000 - 6,000 sq.m as an alternative to large-scale shopping malls and e-commerce developments aimed at satisfying everyday consumer needs based on strong discount brands.

**GROUP'S STRATEGY - We do not carry out speculative investments**, but **only pre-let projects** within the framework of the owned and acquired land bank, with building permits and **guaranteed financing**.

**ASSETS** 

# 547m €

Group's assets as of Q1 2023 (2.46 bn PLN)

LINK: PORTFOLIO

**ASSETS** for 2024-2027

# **1,500**bn €

Group's assets for 2024-2027 based on its land bank

LINK: PIPLINE

#### **RENTAL LEVEL**

97%

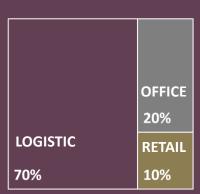
maintained rental level of the real estate portfolio as a confirmation of quality

#### **SPECIALISTS**

180

within the Group's internal structures as a guarantee of a flexible approach

## **EXISTING GLA**



# DL GREEN POLICY

BREEAM certification of all investments, adoption of a corporate ESG policy, independent certification of ESG policy compliance by SOPs

**BREEAM®** 





# COMPETITIVE ADVANTAGE BASED ON A UNIQUE BUSINESS MODEL





The strength of DL Invest Group, as well as its value and guarantee for the tenant, is a unique business model, successfully implemented for 15 years, which combines the common interest of the tenant and DL Invest Group, which as a landlord, developer and ultimate long-term owner of the property, based on internal structures, actively manages the project to generate additional value for the tenant, thereby acting in its own interest and striving to meet all the needs of the tenant to maximize the long-term use of the building in the highest standard.

Competing business models are based on the "build and sell" principle, which reduces the tenant to an element of the investment product, which is often sold together with the project while it is still under construction. Such a business model not only cannot guarantee quality and actions in the interest of the tenant, but what is more, it makes it in the interest of the developer that the tenant, after the sale, is dissatisfied with the project, does not renew the contract and thus relocates to a new facility, coming out to the market with a new demand.

#### DL INVEST GROUP'S BUSSINES MODEL IS A GUARANTEE OF:



the highest quality facility – it is in our interest that the property is constructed to the highest quality as it will be used by us as landlords under lease for a period of more than 20 years. Among other things, in order to eliminate additional costs during the use of the facility and problems that may arise on the part of the tenant due to defects and interruptions in business operations, we pay special attention to the quality of the execution and management of the facility.



a flexible approach to the tenants' expectations, Thanks to which we strive to extend and renew the lease, which is the overriding objective and thus a guarantee for the tenant as to the quality of service. Confirmation of the above are completed buildings with a total value of over EUR 547 million with a 97% occupancy rate.



full responsibility we have as owners for the impact of the project, including, for example, social conflicts or traffic problems.

It is the business model of DL Invest Group which guarantees quality and an approach based on a long-term relationship with the tenant, in connection with several decades of depreciation of the project, which requires us to constantly increase the value of the project and maintain long-term relations, meeting the expectations of the tenant, in terms of changing requirements such as changing the arrangement or increasing or decreasing the size of the space. Only this business model is a kind of guarantee for you of the quality of use of the space throughout the lease period.

To guarantee our tenants the **lowest cost of management and maintenance of the property**, the entire management process, is based on the **internal structure** of DL Invest Group, without indirect costs and margins of external asset management companies. Management based on an internal staff structure aims not only to eliminate indirect margins but, in particular, to guarantee the highest quality and direct communication with tenants.



## COMPETITIVE ADVANTAGES









#### **GROWTH STRATEGY BASED ON THE WAREHOUSE SECTOR**

- •The Group does not build speculative projects. Objects will only be developed if a pre-leasing agreement is signed, and senior financing is obtained.
- •90% of our activity will be based on the warehouse sector based on an expanded land bank.
- •The DL Green strategy is implemented as a response to market expectations and is further supported by BREEM certification for new investments.
- EXPANDED LAND BANK BASED ON THE WAREHOUSE SEGMENT

Development potential in excess of 680,000 GLA of which more than 590,000 GLA within the fastest growing warehouse segment in Europe. Thanks to its land bank, partial participation in own contributions to bank financing is guaranteed, and thus implementation of the adopted strategy without the need to engage significant own funds and acquire additional new land.

**EXTENSIVE GROUP STRUCTURE** 3 Over the years, DL Invest Group has developed the ability to efficiently implement real estate projects from the acquisition of land at a good price, through the design and construction process to obtaining permission to use the facility - based on experienced experts forming a permanent team of over 180 employees of DL Invest Group.

#### **COMPETENCE IN GENERAL CONTRACTING**

SUCCESSFUL RESTRUCTURING PROJECTS

DL Invest Group as general contractor, not only controls the construction process, in terms of schedule and costs, but in particular by combining the functions of property owner and general contractor. We respond flexibly and quickly to all expectations and changes required by the tenant, during construction and use of the facility. These competences are confirmed by successfully completed projects ranging from revitalization of historical buildings (DL Vintage Gliwice), through realization of A+ class office buildings (DL Piano Katowice) to specialized production facilities (Hutchinson Debica). These unique competences combined with competence in the field of commercialization of projects, provide in the long term a guarantee for the quality and safety of real estate implemented and maintained in the portfolio of DL Invest Group. The above is confirmed by the selection of DL Invest Group by the world's largest logistics company DHL as Managing Partner of JV DHL&DL.

#### DIVERSIFICATION OF ASSETS AND A STABLE FINANCING STRUCTURE

The Group is present in three commercial real estate sectors: retail, office and warehouse, has excellent relationships with Polish and foreign financial institutions, as evidenced by the fact that in 2021 the European Bank for Reconstruction and Development, which granted the Group financing in the amount of EUR 72 million for the construction of environmentally certified green warehouses, became a financing partner in the warehouse segment. Almoust 90% of the EBRD debt was repaid upon completion of the construction phase. In 2023, the group obtained an additional amount of EUR 34.7m to finance new projects. As part of the cooperation DL Invest Group undertook to certify all investments with BREEAM, formalization of Green financing framework confirmed by an independent certifying body (Second Party Opinion). In 2022 Macquarie Capital Principal Finance has provided DL Invest Group with €123.4 million in senior secured financing, in 2023 additional amount of 17.9 million has been granted.

## **ASSETS LIQUIDITY**

The Group owns high-quality assets with high liquidity. In order to confirm the market value and significance of the real estate owned by the Group, the Group every 4 years, irrespective of the economic situation, successively sells stabilised assets significant from the point of view of further development of the Group, e.g. the transaction of sale of assets connected with JV with DHL to DHL. Value and cyclicality of transactions confirm high attractiveness of real estate.

The restructuring of so-called difficult projects, which were acquired at a significant discount to market value and thus required modernisation, recommercialisation or a change in functionality, combined with project redevelopment, carried out on the basis of internal structures, not only confirms our competence in acquiring projects for restructuring and thus generating high rates of return, but also, in particular, provides a guarantee for the quality and security of the commercial property portfolio which we maintain and actively manage.



## STRONG FINANCIAL STRUCTURE AS A BASIS FOR COOPERATION



Key banks financing the group's growth with a strong track record of cooperation for more than 15 years













In 2022 Macquarie Capital Principal Finance has provided DL Invest Group with €123.4 million in senior secured financing. Long-term investment financing based on a 3-year term with options for extension will be fully financed from Macquarie's balance sheet. In 2023 additional amount of €20 million has been granted. Macquarie is financig 12 projects.



The European Bank for Reconstruction and Development (EBRD) is supporting green real estate development with a €72 million loan to DL Invest Group to firance 6 projects (85 595 GLA). In 2023, the group obtained an additional amount of € 34.7m to finance 3 new projects (21 409 GLA).



DL Invest Group selected as Managing Partner of the "DHL-DLJV" venture with DHL - the world's leading logistics company. For the provision of dedicated, environmentally friendly, warehouse space.



# SPO, ESG & FRAMEWORK REPORTS COMPLETEDAS A CONFIRMATION OF OUR GREEN APPROACH









# We constantly update our ESG reporting strategy and Green Framework in collaboration with Sustainalytics. Our standards are continuously monitored and actulaized to maintain our sustainability policy.

#### All projects in the portfolio are breeam certified



Second-party Opinion
DL INVEST GROUP GREEN FINANCE FRAMWORK





#### **RAPORT ESG**

In DL Invest Group, we believe that our business should bring wide-ranging benefits to all stakeholders as well as to local communities and the environment.

The report we have created is intended to provide investors with comprehensive information and an in-depth analysis of our activities on the basis of 3 parameters: environmental, social responsibility, corporate governance.

#### **GREEN FRAMEWORK**

This Framework complies with the International Capital Markets Association Principles for Green Bonds 2021 and the Credit Markets Association Principles for Green Loans 20212.

It is the aim of DL Invest Group to fully comply with the best market practices and to transparently communicate: use of proceeds, the project evaluation and selection process, management of impacts, reporting, external verification.





# STRUCTURE & ORGANIZATION

DL INVEST GROUP



# STABLE EXECUTIVES



### MANAGEMENT BOARD



#### Dominik Leszczyński - CEO, Founder

Founder of DL Invest Group responsible for the strategy, management and supervision of the Group's individual processes. He has been conducting development activity since 2004, in 2006 he founded a real estate fund under the name DL Invest Group. A graduate of the Faculty of Law and Administration of the University of Silesia.



#### Wirginia Leszczyńska - COO, Co-Founder

As the sister of Dominik Leszczyński, she has been holding managerial positions within the DL Invest Group for over 10 years. As a Licensed Property Manager (license number 26401), she specializes in the commercialization of logistics real estate. A graduate of the University of Economics in Katowice.



# Tomasz Brodzki - CPO, Vice President of the Management Board for Investment Projects

Associated with DL Invest Gro-up for many years, holding managerial positions. Respon-sible for the proper course of construction processes. M.Sc. In construction and econo-mics, he has over 20 years of experience in the construction industry, e.g. in Lidl and Metro Group projects.



#### **Aneta Kulik -** Management Board Proxy

A graduate of the University of Silesia in Katowice, she also studied at ESDES Business School in Lyon- France. She has many years of experience in performing management functions in the financial sector. For more than 5 years associated with DL Invest Group, she focuses primarily on the commercialization of its facilities.

#### **FINANCIAL STAFF**



# **Jakub Machul -** Consolidation and Finance Manager

A graduate of UE University in Katowice. Over 13 years in Audit (BIG 4 as Manager) experience in: GPW companies, consolidation, MSSF. Expert in finance and accounting, responsible for financing and consolidation. Supervision of finance and accounting department. Is finalizing the process of the license of a statutory auditor.



# **Sebastian Lech -** Operations Director for Contracting and Investment Financing

14 years of experience in the STRABAG corporation as the Financial Director. A graduate of Law at the A. Mickiewicz University in Poznań, he received the title of L.L.M. Master of German and Polish Law at the European University Viadrina Frankfurt Oder, in DL Invest Group responsible for contracting and preparation of new investments.



# **Dorota Tokar**Deputy Financial Director - Treasury

A graduate of the Silesian University of Management, with over 17 years of experience, which she gained i.a. at the Hungarian investor TriGranit Development Corporation. Associated with DL Invest Group for 7 years, currently holds the position of Deputy Financial Director responsible for the Treasury area.



# THE STRENGHT OF DL INVEST GROUP IS INTERNAL STRUCTURE & STABLE PROCESS

To guarantee our tenants the lowest cost of management and maintenance of the property, the entire management process, is based on the internal structure of DL Invest Group, without indirect costs and margins of external asset management companies. Management based on an internal staff structure aims not only to eliminate indirect margins but, in particular, to guarantee the highest quality and direct communication with tenants.

#### **WELL THOUGHT OUT PROCESS**

- 1. RECOGNITION OF THE TENANT'S NEEDS
- 2. ANALYSIS OF OPTIONS
- 3. PROCESS MANAGEMENT
- 4. EVALUATION AND IMPROVEMENT



BUSINESS RELATIONSHIPS
BASED ON RESPECT AND
TRUST & INCREASE IN
PROPERTY VALUE



#### **PHASE I**

EXPANSION PROJECT PREPARATION

**DEPARTMENTS:** EXPANSION, COMMERCIALIZATION, DESIGN

- local market identification in terms of available locations, labor market, available infrastructure
- identification of key customer needs
- preparing the optimum functional concept of the project

#### **PHASE II**

DESIGN AND PREPARATION FOR GENERAL CONTRACTING

**DEPARTMENTS:** DESIGN, GENERAL CONTRACTOR, COMMERCIALIZATION

- preparing a construction project in accordance with the customer's expectations
- · analysis of the project's environmental impact
- developing an optimized budget and project implementation schedule

#### **PHASE III**

PROJECT IMPLEMENTATION AND LEASED SPACE ARRANGEMENT

**DEPARTMENTS:** COMMERCIALIZATION DESIGN, GENERAL CONTRACTOR

- due to the own general contractor and the design office, the possibility for the tenant to implement changes in the implementation procedures and after handing the project for use
- stabilization by post-implementation solutions adjusting the project to the tenant needs

#### **PHASE IV**

STABILIZATION AND PROJECT MANAGEMENT

**DEPARTMENTS:** MANAGEMENT, COMMERCIALIZATION

- project maintenance cost optimization
- ensuring the highest quality of use and safety
- supervision over the inspections and technical service of the leased space
- 24h service warranty within the DL Welcome



# THE STRENGHT OF DL INVEST GROUP IS COMMERCIALIZATION & EXPANSION DEPARTMENT EFFECTIVE SALES STRATEGY — 3 PHASES



## **COMMERCIALIZATION PROCESS**

of leases executed by the internal structure of the commercialization department - without the participation of external agents

#### **PHASE I - PRE-COMMERCIALIZATION**

- Analysis of the market, through direct contact with potential tenants.
- Refine a commercialization plan, by identifying the needs reported by tenants and creating. with the help of the design department, a business plan identify key clients.
- Prepare a cost estimate for the entire investment.

#### **PHASE II - MAIN COMMERCIALIZATION**

• Innovative approach: 4 independent commercialization teams - teams competition encourages achievement of imposed targets, lead to the quick signing of the most advantageous lease agreements. By intensive contact with the market, the group selects tenants with regard to the type of their services, brand and compatibility with the assumed business plan.

#### **PHASE III - PROJECT STABILIZATION**

- Preventive activities constant contact with tenants.
- **Revitalization** process of adjusting to current market trends and business demand is carried out.
- **Reconstruction** of existing projects, if needed change in the tenant-mix takes place in order to increase the attractiveness of the facility.
- High quality service in internal structure, service department, promptly responds to any tenants' needs related to facility use.
- Re commercialization, a natural process of searching for tenants in the situation of expiring leases that are not subject to renewal. Through direct contact with potential tenants, the process runs smoothly, allowing the project to continually increase its attractiveness.

## **EXPANSION DEPARTMENT**

Expansion directed by projected demand from commercialization departament

- Search for properties for which demand has been created by the Commercialization Department, In cooperation with the Design Department, the Expansion Department prepares the spatial based on a thorough market analysis.
- · Active presence in the field, direct contact with landowners, property searches without the involvement of intermediaries - guarantee property acquisition prices that allow for proper project profitability ratios.
- The Design Department examines the absorption capacity of the land, its development conditions and access roads, identifying solutions to possible problems related to the location and properties of the land.
- development of the property, ensuring that the site's potential is exploited to the greatest possible extent, resulting in projects that are ideally suited to the needs of tenants.
- after consulting with the Design Department, the Construction Department accurately determines the costs of the project, the date of commencement and completion of construction, guaranteeing quality and speed within the internal structures of DL Invest Group.
- The Legal Department and the Finance Department assess the property from a legal and financial perspective, ensuring the viability and certainty of the transaction.



# THE STRENGHT OF DL INVEST GROUP IS GENERAL CONTRACTOR & DESIGN DEPARTMENT COMPETENCES FOR OPTIMISING THE CONSTRUCTION PROCESS

## **GENERAL CONTRACTOR**

- It is a **unique competence** that gives market advantages in all aspects of real estate development.
- Optimisation of project construction costs through the selection of appropriate materials and control of their delivery dates by the combined forces of the Building Department and DL Architecture.
- **Direct influence on the construction schedule**, where DL Invest Group is the guarantor of meeting deadlines.
- Thanks to DL Invest Group architects, **flexible space arrangement solutions** and expansion guarantees are provided, which directly lead to business development for Tenants.
- DL Invest Group initiates and manages the various stages of the

- construction process, thus ensuring the **highest quality of the projects delivered**.
- Optimisation of land acquisition and preparation costs with the cooperation of the Expansion, Construction and Design Departments.
- Competence to modernise and maintain existing buildings through changes in layout, building concepts and usability within the Group's internal structures.
- Structure that allows for the adaptation of existing properties that are acquired and the subsequent redevelopment, rearrangement and providing of the latest technological solutions that increase the value of the acquired assets.

## DESIGN DEPARTMENT – DL ARCHITECRURE

- The basis of DL Architecture's activities is to create **functionality and usability of the property for its users**. For DL Invest Group, this value is more important than artistic architectural creations.
- The team of in-house Designers is responsible for **supporting tenants** from the moment the concept of space arrangement is established, through its updating, to achieving the final effect satisfactory to the tenant.
- The Design Department coordinates the work of the Building Department in terms of cooperation with the Tenants, playing a key role in adjusting
- the space to the Tenants' requirements. During the use of space, during the term of the lease, the Design Department is also available to the tenants in the event of any needs related to modifying the existing arrangement.
- DL Architecture's work is **focused on the most effective use of real estate** conditions in terms of functionality of the emerging space in relation to the highest quality of materials used.



TOMASZ BRODZKI

CPO, DIRECTOR OF PROJECTS

DEPARTMENT



MANAGER OF DESIGN
DEPARTMENT



# THE STRENGHT OF DL INVEST GROUP IS MANAGEMENT DEPARTMENT FULL RANGE OF SERVICES AS A GUARANTEE OF SAFETY

## FACILITIES MANAGEMENT DEPARTMENTHEAD

#### PROVIDED TOP QUALITY

Our services are certified by property audits conducted by reliable external experts. To ensure you receive the highest quality of service, we conduct a detailed analysis of every aspect of the property's operation.

#### SAVINGS

Cost optimisation, and thus directly related savings on your side, is our priority. Ongoing financial analysis and full automation of processes allow for precise budget planning. The tools and improvements we introduce significantly reduce the operating costs of your facilities.

#### GUARANTEE OF SAFETY

An essential element of our activity, on the basis of which we have been building your trust for 15 years, is the supervision and constant implementation of subsequent necessary procedures aimed at ensuring the highest level of comfort combined with the maximum guarantee of safety..

#### IMMEDIATE ASSISTANCE

Thanks to our specialised staff with many years of experience and constantly expanding competences, through a dedicated team of carrers we respond immediately to the needs reported, both in technical and commercial terms.

#### AN EXTENSIVE TEAM OF SPECIALISTS

Ongoing and direct supervision of the technical condition of the facility allows for the elimination of any possible faults and guarantees that the facilities are maintained in perfect technical condition.

To guarantee our tenants the lowest cost of management and maintenance of the property, the entire management process, is based on the internal structure of DL Invest Group, without indirect costs and margins of external asset management companies. Management based on an internal staff structure aims not only to eliminate indirect margins but, in particular, to guarantee the highest quality and direct communication with tenants.



#### **Artur Hetman**

DIRECTOR
OF THE FACILITIES
MANAGEMENT
DEPARTMENT



## **Dariusz Bartecki**

DIRECTOR
OF COOPERATE SUPERVISION
IN THE FACILITIES
MANAGEMENT
DEPARTMENT







# REFERENCES

DL INVEST GROUP

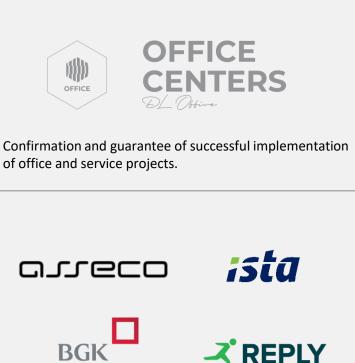


# INFORMATION ABOUT THE PROJECT PORTFOLIO AS A CONFIRMATION OF REVENUE DIVERSIFICATION AND GROUP SECURITY







































#### REFERENCES - EXPERIENCE IN THE FMCG SECTOR







Stokrotka Sp. z o.o. ul. Projektowa 1, 20-209 Lublin tel. (81) 746 07 25, fax (81) 746 09 38 www.stokrotka.pl

Lublin, dnia 11.07.2019 r.

REFERENCIE Szanowni Państwo

STOKROTKA, jeden z wiodących operatorów spożywczych w Polsce, poleca firme DL Invest Group jako rzetelnego i godnego zaufania partnera biznesowego.

Firma STOKROTKA, w związku z ekspansją własnej sieci logistycznej, wybrała DL Invest Park Psary/Czeladź jako najlepszą lokalizację dla nowego centrum dystrybucyjnego o powierzchni 6 900 m2, w ramach dostępnej powierzchni na terenie hali C2. Ponadto firmie DL Invest Group powierzono wykonanie i adaptację powierzchni zgodnie ze standardem STOKROTKA, uzgodnionym podczas negocjacji

DL Invest Group wykazała się dynamiką działania, odpowiedzialnością, a przede wszystkim elastycznością podczas realizacji przedsięwzięcia. Inwestor szczególnie wyróżniał się Indywidualnym podejściem do poszczególnych zagadnień, doskonałą organizacją pracy oraz prowadził inwestycję w sposób zaangażowany i kompetentny, w szczególności biorąc pod uwagę potrzeby STOKROTKI, zmiany i dynamike projektu.

Aktualnie Stokrotka planuje zwiększenie powierzchni najmu o kolejne 4 000 m2, zlecając realizację i przygotowanie powierzchni firmie DL Invest Group, będąc przekonaną o jakości wykonania oraz odpowiedzialnemu podejściu do współpracy.

Peliu Nov Allon (Inch 159 1240 2500 111 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia w Kwist Neutzia (Inch 159 1240 2500 111 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia w Kwist Neutzia (Inch 159 1240 2500 111 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 159 1240 2500 111 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubany Sad Reponony Lublin-Wechdol w Lubanye z Neutzia (Inch 150 1 0000 3777 7812 Sad Reponony Lublin-Wechdol w Lubany Sad Reponony Sad Reponony

REFERENCE Dear Sir od Madam,

STOKROTKA, one of the leading food operators in Poland, recommends DL Invest Group as a reliable and trustworthy business partner.

Due to the expansion of its own logistics network, Stokrotka has chosen DL Invest Park Psary/Czeladź as the best location for a new distribution centre with an area of 6 900 m2, within the available space in warehouse C2. In addition, DL Invest Group was entrusted with the construction and adaptation of the space in accordance with the STOKROTKA standard, agreed during the negotiations of the lease agreement

DL Invest Group showed dynamics, responsibility, and above all flexibility in the implementation of the project. Investor was particularly distinguished by individual approach to individual issues, excellent organization of work and led the investment in a committed and competent way, especially taking into account the needs of STOKROTKI, changes and the dynamics of the project.

Currently, Stokrotka plans to increase the lease space by another 4 000 m2, commissioning the implementation and preparation of the space to DL Invest Group, being convinced of the quality of workmanship and responsible approach to cooperation.

#### References

Dear Sir or Madam,

HUTCHINSON°

Hutchinson, as one of the largest international producers of components for the automotive sector, present in dozens of countries around the world and with the turnover exceeding EUR 4 billion, recommends the DL Invest Group as a reliable business partner.

Hutchinson has chosen the DL Invest Group through a contest as a developer and investor for the project of a distribution and production centre with a target leasable area of over 50,000 sq. m., which currently employs over 700 people. The DL Invest Group stood out against the competition with the dynamics of its operations, flexibility and a responsible and individual approach to handled issues.

It should be emphasized that while facing a tight schedule, the DL Invest Group completed the first facility with an area of over 21,000 sq. m. within 7 months by introducing an excellent organization of work and responding promptly to the needs, changes and dynamics of the project. The value of the entire investment exceeded PLN 160,000,000. Currently, after several years of cooperation, Hutchinson has commissioned the DL Invest Group with further projects, being convinced of the quality of this developer and investor and, in particular, appreciating its individual and reliable approach to implemented projects.



Valeo Electric and Electronic Systems Sp.z o.o. 43-500 Czechowice-Dziedzie ul. Bestwińska 21 Tel.: 00 48 32 73 79 900 Fax: 00 48 32 73 79 901

Czechowice - Dziedzice, 07.07.2023

#### Reference

DL Invest Group PM S.A.

I express my appreciation to the employees of DL Invest Group PM S.A. for professionalism, reliability and readiness to carry out our task in the implementation of a development project for the construction of a warehouse with additional office and social facilities. The property with an area of several thousand square meters was completed in accordance with our technical requirements.

Cooperation with the DL Invest Group company in the implementation of warehouse and office space as part of the DL Invest Park Czechowice investment, as well as in the management of the properties gives us security and safety. I recommend cooperation with DL Invest Group PM S.A. in the implementation of logistics and storage solutions.

General Plant Director

Valeo Electric and Electronic Systems Sp. z o.o. Grzegorz Zięba

Valeo Electric and Electronic Systems Sp. z o. o ul. Bestwińska 21, 43-500 Czechowice-Dziedzice NIP 652-13-77-785, REGON 273391865 Sad Reionowy w Katowicach, Nr KRS: 0000099248 Kapital Zakladowy: 29 049 500 PLN, opłacony w całości http://www.valeo.com http://www.valeo-poland.com/en/valeo-in

Zarząd: Prezes Zarządu: Herve Vanden Berghe Czlonek Zarządu: David Alain Gstalde







# PRESENTATION OF PROJECTS BTS



# BTS SURFACES WAREHOUSES BUILD TO SUIT

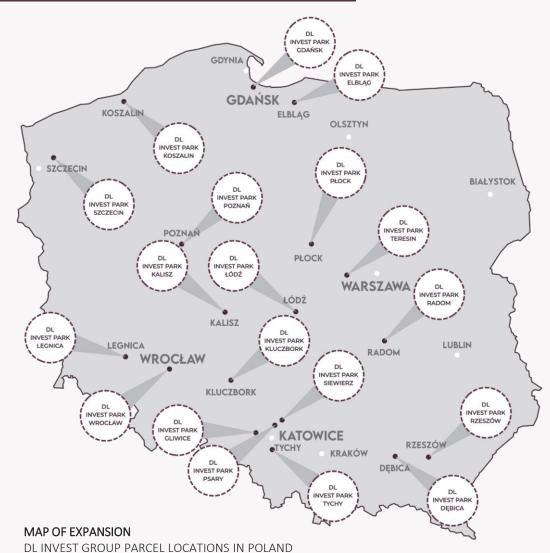


BTS warehouse space implemented by DL Invest Group are projects created with the needs of an individual customer in mind.

The aim of cooperation in this type of projects is to realize an investment taking into account a number of specific needs of the tenant to maximize the use of storage space, optimize the production process or adjust the space to the technical conditions of the business. In this way, the client has the opportunity to shape the space he leases already at the design stage.

The tenant can freely compose the modules of office or warehouse space, so that he receives exactly as much space as he needs and arranged in such a way as to be able to use it most efficiently.

DL Invest Group implements BTS projects tailored to the needs of tenants, located throughout Poland. Thanks to a diversified portfolio of investments, the Group has the experience necessary in cooperation with demanding customers





# PROJECT DEVELOPMENT OPPORTUNITIE DL INVEST GROUP



DL Invest Group, in order to meet the needs of its Clients, develops the scope of its activity by introducing the possibility of arranging warehouse space according to the build-to-suit [BTS] formula. These investments, unlike the available speculative space, are characterised by freedom of scope:

#### LOCALISATION

Warehouse space may be developed on plots of land located within the DL Invest Group land bank, on the Client's real estate or on the real estate indicated by the Client. Thanks to this, the Clients have the possibility to adjust the location to the needs of their business.

#### THE SIZE OF INDUSTRIAL AND OFFICE SPACE

 The properties are designed in accordance with the operational and technological needs of the Client. DL Invest Group carefully analyses the selected location in order to be able to implement the project in accordance with the Tenant's requirements.

#### PREFERENCES CONCERNING THE TYPE OF COOPERATION WITH THE INVESTOR

 DL Invest Group prepares BTS investments with a view to long-term cooperation with the Tenant. It is possible to buy the property by the Tenant after the expiry of the term specified in the lease agreement.

#### **FUNCTIONALITY**

Depending on the nature of the activity conducted by the Lessee, DL Invest Group prepares and coordinates activities related to the implementation of specialized technological and technical infrastructure serving the Lessee's operational processes. An example of possible areas within the BTS facilities is warehouses, sorting plant and production.

### BENEFITS OF BUILD TO SUIT SOLUTIONS:

- choice of convenient location and form of investment
- cooperation with a dedicated BTS team
- savings in investment and operating costs
- Advice on optimization of logistics processes
- solutions tailored to the specifics of the customer's industry

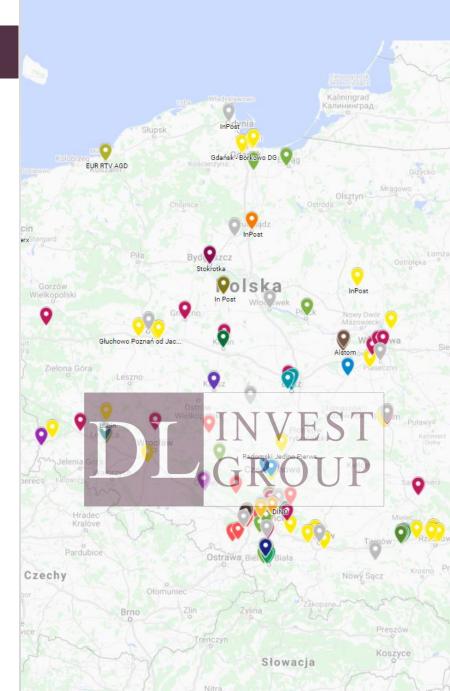


The construction of build to suit buildings takes place in the most optimized time possible, adapted to the nature of the project and the customer's preferences.



# DL INVEST GROUP'S STRENGTH IS ITS COMPREHENSIVE SERVICE IN THE PREPARATION AND IMPLEMENTATION OF BTS PROJECTS

- Search for properties for which demand has been created by the Commercialization Department, based on a thorough market analysis.
- Active presence in the field, direct contact with landowners, property searches without the involvement of intermediaries guarantee property acquisition prices that allow for proper project profitability ratios.
- The Design Department examines the absorption capacity of the land, its development conditions and access roads, identifying solutions to possible problems related to the location and properties of the land. This ensures that the land in the DL Invest Group portfolio is carefully selected.
- In cooperation with the Design Department, the Expansion Department prepares the spatial development of the property, ensuring that the site's potential is exploited to the greatest possible extent, resulting in projects that are ideally suited to the needs of tenants.
- Thanks to its competence as a general contractor, after consulting with the Design Department, the Construction Department accurately determines the costs of the project, the date of commencement and completion of construction, guaranteeing quality and speed within the internal structures of DL Invest Group.
- The Legal Department and the Finance Department assess the property from a legal and financial perspective, ensuring the viability and certainty of the transaction.



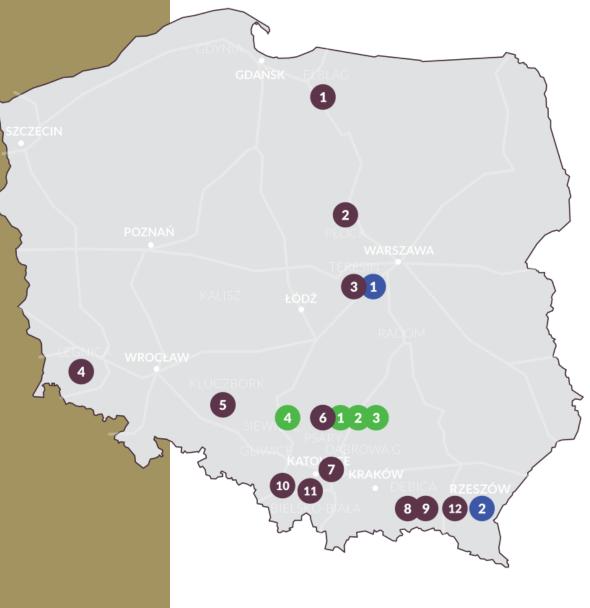


## SPECIALISATION WITHIN WAREHOUSE SEGMENT

A key role in the development of DL Invest Group is played by warehousing facilities operating under the brand **DL Invest Park.** Listening to the needs of tenants and carefully following the trends in the the **highest standard of Class A**, ensuring a full infrastructure and a number of facilities for users of the property. Warehouse space offered by DL Invest flexible arrangement of space during the entire life of the project.

Warehouse facilities combined with high quality offices (the investor uses his many years' experience in the office real estate market) in the format: warehouse centres, built-to-suit facilities urban facilities in a small business unit format.

DL Invest Park logistics parks provide comfort for employees not only in terms of work ergonomics, but also thanks to above-standard solutions concerning: guaranteed expansion, dedicated public transport, employee canteens or recreational areas, allowing tenants to build their employer branding some employees due to the need to relocate.





#### **EXISTING**

- 1. DL INVEST PARK ELBLAG
- 2. DL INVEST PARK PŁOCK
- 3. DL INVEST PARK TERESIN
- 4. DL INVEST PARK LEGNICA
- 5. DL INVEST PARK KLUCZBORK
- 6. DL INVEST PARK PSARY
- 7. DL INVEST PARK DABROWA G.
- 8. DL INVEST PARK DEBICA
- 9. DL INVEST PARK DĘBICA HIII
- 10. DL INVEST PARK CZECHOWICE D.
- 11. DL INVEST PARK BIELSKO-BIAŁA
- 12. DL INVEST PARK SEDZISZÓW

#### IN PROGRESS

- 1. DL INVEST PARK TERESIN II
- 2. DL INVEST PARK RZESZÓW

#### PLANNED

- 1. DL INVEST PARK TERESIN III
- 2. DL INVEST PARK PSARY SEG. D
- 3. DL INVEST PARK **IMMOBILE INVEST**
- 4. DL INVEST PARK SIEWIERZ







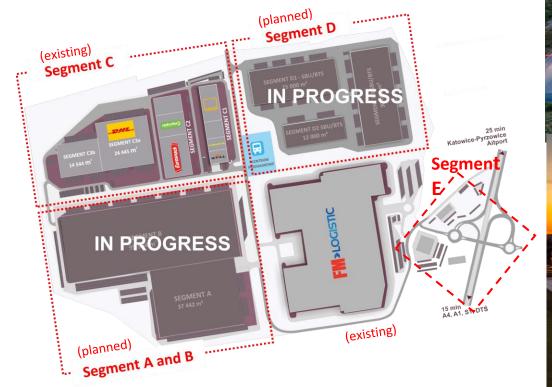




# DL INVEST PARK PSARY

## EXAMPLE OF LARGE WAREHOUSE CENTRE

An example of a warehouse centre in which the tenant is guaranteed full accompanying infrastructure and unlimited expansion. A total of over **320,000 GLA** within a multi-functional investment park.











**BREEAM** 



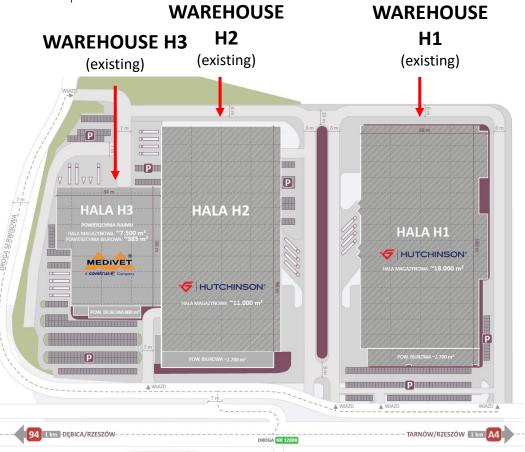


# DL INVEST PARK PSARY



#### DEDICATED BTS PROJECT

An example of implementation of another BTS facility as part of the expansion of the Hutchinson production centre - a total of over 52,000 GLA. A facility dedicated to the world's leading manufacturer of automotive, industrial and aviation products.



**HUTCHINSON®** 





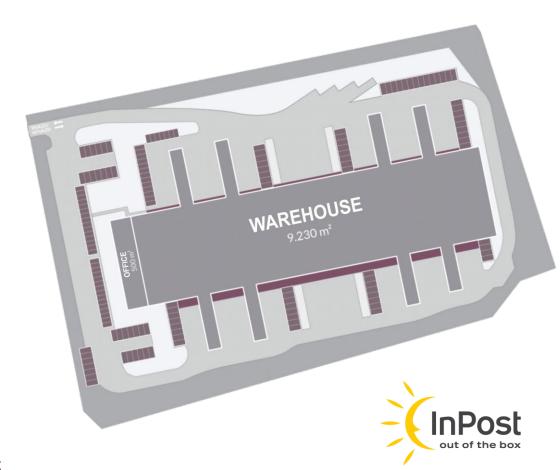


# DL INVEST PARK BIELSKO-BIAŁA



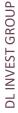
# DEDICATED BTS PROJECT

A **10,350 GLA** project in the form of a city warehouse (BTS), dedicated to InPost, created on the basis of DL Invest Group standards for the e-commerce market, while maintaining the standard shape and shell of the building











# DL INVEST PARK CZECHOWICE-DZIEDZICE



## DEDICATED BTS PROJECT

A project with an area of 22,000 GLA, implemented in the formula of a city warehouse (BTS), created based on the standards of DL Invest Group and maintaining high standards.





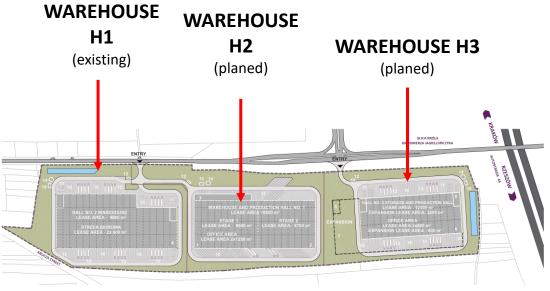




# DL INVEST PARK SĘDZISZÓW MAŁOPOLSKI

#### DEDICATED BTS PROJECT

A project with a unique exposure to the A4 route. Perfectly connected, located near Dębica and Rzeszów in the Podkarpackie Voivodeship. The property is located directly at the A4 motorway junction and 5 minutes from the DK 94 junction, which guarantee direct connections with the region and neighboring cities, ensuring high availability of employees and excellent exposure.









# DL INVEST PARK RZESZÓW

# DEDICATED BTS PROJECT

An example of implementation of another **BTS** facility as part of the expansion of the Stokrotka centre - a total of over 33,000 GLA.







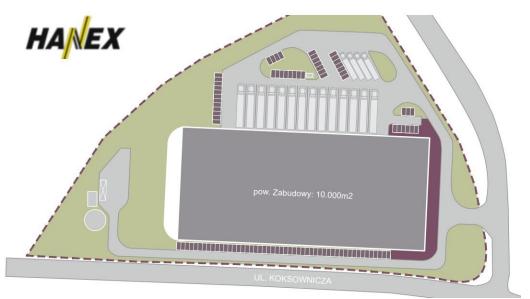




# DL INVEST PARK DĄBROWA GÓRNICZA

# **DEDICATED BTS PROJECT**

project with an area of 10,000 GLA, implemented in the formula of a city warehouse (BTS), created based on the standards of DL Invest Group and maintaining high standards.









# DL INVEST PARK LEGNICA

## DEDICATED BTS PROJECT

A **6,500 GLA** project in the form of a city warehouse (BTS), dedicated to InPost, created on the basis of DL Invest Group standards for the e-commerce market, while maintaining the standard shape and shell of the building











# DL INVEST PARK TERESIN

#### EXAMPLE OF LARGE WAREHOUSE CENTRE

A project with a total area of over 100,000 GLA. Located in Teresin-Gaj, in the Mazowieckie Voivodeship, Sochaczewski poviat, Teresin commune, 40 km west of Warsaw, dedicated to Stokrotka and prepared in accordance with the requirements of the FMCG industry. Thanks to the established cooperation, a warehouse, cooling and freezing area was created in DL Invest Park Psary, which was later expanded to 11,000 m2, confirming the competence of DL Invest Group in the FMCG sector. Appreciating the high quality of the facility, the speed and flexibility of DL Invest Group, Stokrotka commissioned the construction of a central warehouse with an area of over 34,000 m2 in the Mazowieckie Voivodeship. The logistics, freezing and cooling zone was commissioned in the first quarter of 2022.

**BREEAM** 

# WAREHOUSE H2 WAREHOUSE H1 (planned) (existing) WAREHOUSE H3 (under construction)





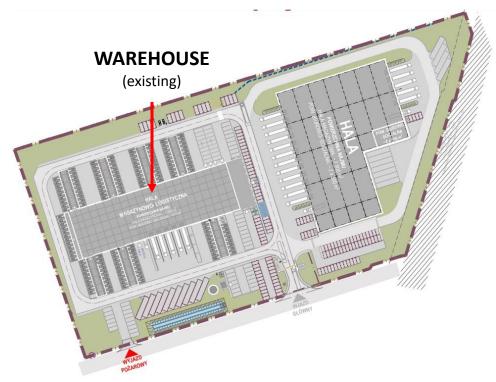




# DL INVEST PARK KLUCZBORK

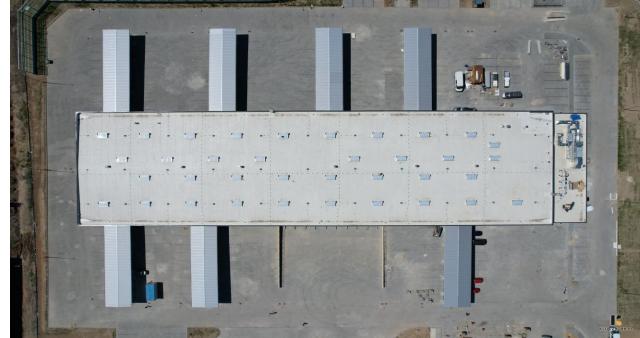
## DEDICATED BTS PROJECT

A **5,500 GLA** project in the form of a city warehouse (BTS), dedicated to InPost, created on the basis of DL Invest Group standards for the e-commerce market, while maintaining the standard shape and shell of the building











# DL INVEST PARK ELBLĄG

## DEDICATED BTS PROJECT

A **6,000 GLA** project in the form of a city warehouse (BTS), dedicated to InPost, created on the basis of DL Invest Group standards for the e-commerce market, while maintaining the standard shape and shell of the building



InPost out of the box



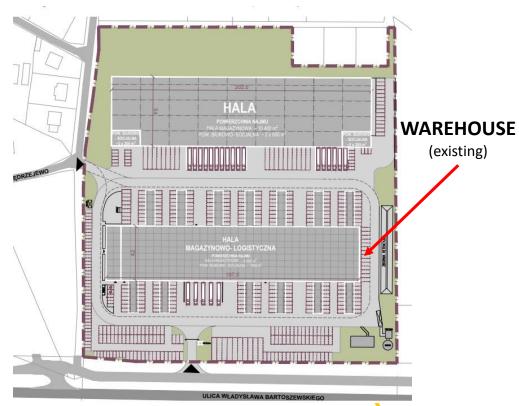




# DL INVEST PARK PŁOCK

### DEDICATED BTS PROJECT

A **9,000 GLA** project in the form of a city warehouse (BTS), dedicated to InPost, created on the basis of DL Invest Group standards for the e-commerce market, while maintaining the standard shape and shell of the building













# **ATTACHMENTS**





# OPTIMISATION OF AREA COSTS THROUGH THE IMPLEMENTATION OF OZE

Investment in existing portfolio by implementing photovoltaic panels on rooftops and green spaces as part of DL Green strategy to decarbonize facilities.

With a view to the future, the constantly changing market environment and the environment for which we are jointly responsible, we decided to establish **DL Energy** in order to maximise the "**DL Green"** concept.

Meeting the highest requirements for low-carbon and energy efficiency is one of the elements of our policy, which guarantees our tenants the lowest costs of space maintenance while meeting the most stringent requirements of the international **BREEAM** building certification system, while having a positive impact on the environment.



#### STATUTORY ACTIVITIES FOR ENERGY

Generation of energy from renewable energy sources (photovoltaic panels) on roofs and land within the real estate portfolio of **DL Invest Group.** 



#### **PROJECT AIM**

The aim of the project is to decarbonise **DL Invest Group's** properties in order to have a positive impact on the environment and to create an additional source of income, generated by the sale of green energy.



#### LAUNCHING THE PROJECT

At the end of 2021, the company **DL Invest Group Energy Sp. z o.o.**, which is part of the holding structures of **DL Invest Group S.A.**, was established, which is responsible for the implementation of the project to build photovoltaic panels on objects managed by **DL Invest Group**. Currently, work is ongoing related to the selection of energy recipient, which will be produced by the Company, as well as the selection of the contractor responsible for the complex installation of panels. The company is scheduled to begin operations in 2023.













# WITH A VIEW TO THE FUTURE

based on the principles of ESG and sustainable construction with the highest requirements for low-carbon and energy efficiency, guaranteeing tenants the lowest costs of maintaining the used space while meeting the most stringent requirements of the international BREEAM building certification system, DL Invest Group quarantees:

- lower costs of maintaining the leased space thanks to lower operating costs (up to 20% lower than in ordinary buildings) made possible by solutions that make efficient use of energy, water and waste management, i.e. rainwater is collected in special tanks and used to irrigate green areas; water-saving bathroom taps with reduced flow and time closure; use of grey water, intelligent system of energy-saving lighting management; high insulation parameters of building partitions; automation of air conditioning and ventilation and heat recovery; installation of solar panels.
- certification of projects under the international BREEAM system. Certification requires the assumption that the ecological value of a site before development will not diminish after development.
- high indoor air quality and adequate daylight, creating a pleasant indoor climate that contributes to well-being and productivity. High indoor air quality means an increase in productivity of more than 10%.
- the use of renewable energy sources in the energy balance of the project. This includes low emission heat pumps and photovoltaic panels, among others..

- the use of the highest quality building insulation materials, ensuring excellent thermal optimisation.
- design of wide green belts including high greenery along roads and project sites, which among other things reduces the impact of road transport on the immediate surroundings.
- the use of mostly recyclable materials for construction.
- implementation of a proper management and waste treatment system on the investment site, which will exclude the potential impact on the immediate environment of the projects.
- maximum high ratio of biologically active area of the site.
- maximum protection of the existing tree stand and maximisation of planting of plants creating a friendly environment for numerous animals and creation of natural habitats, thus contributing to the preservation of the biodiversity of the area.
- Landscaping elements such as benches, an outdoor gym for employees and residents.
- intelligent led lighting system that provides excellent energy-efficient lighting in compliance with standards, while maintaining low and monitored power consumption







# GREEN SOLUTIONS ARE OUR PRIORITY













Asset Performance: 71,9%

Excellent



Bulding Management: Not Assessed

Bulding Management: Not Assessed



# DL WELCOME YOUR DAILY SUPPORT

## EXTENSIVE TEAM OF SPECIALISTS

Current and direct supervision over the technical condition of the object allows to eliminate possible defects and guarantees that the property will be kept in perfect technical condition.

## SECURITY GUARANTEE

Thanks to specialized staff with many years of experience and continually expanding competences (through a dedicated team of supervisors), we respond immediately to the reported needs both in technical and commercial terms.

# SECURITY GUARANTEE

The core element of our activity, on the basis of which we have been building your trust for 20 years, is the supervision and constant implementation of further necessary procedures aimed at ensuring the highest comfort combined with maximum safety guarantee.

## **COST REDUCTION**

Cost optimization, which is also directly related to savings for you, is our priority. Current financial analysis and full automation of processes allow for precise budget planning. The tools and improvements we introduce significantly reduce the operating costs of facilities.





## STATEMENTS OF ASSURANCE

DL INVEST GROUP IS AUDITED IN ACCORDANCE WITH MSSF REQUIREMENTS FROM 2013 ONWARDS. THE GROUP IS CURRENTLY AUDITED BY PWC.



# Independent Auditor's Report

To the General Shareholders' Meeting and Supervisory
Board of DL Invest Group PM Spółka Akcyjna

KPMG

ated financial statements").

inancial statements of the

at 31 December 2020 and of

dated financial performance asolidated cash flows for the

ational Financial Reporting

RS EU") and the adopted

all material respects, with

orm and content, with laws and the provisions of

: Entity's articles of

g policy;

ear then ended in accordance

as adopted by the European

the accompanying

and fair view of the ed financial position of the



#### Sprawozdanie niezależnego biegłego rewidenta z badania

Dla Rady Nadzorczej DL Invest Group PM S.A.

#### Nasza opinia

Naszym zdaniem, załączone roczne skonsolidowane sprawozdanie finansowe:

- przedstawia rzetelny i jasny obraz skonsolidowanej sytuacji majątkowej i finansowej grupy kapitalowej DL Invest Group PM S.A. ("Grupa"), w której Jednostką dominującą jest DL Invest Group PM S.A. ("Jednostką dominującą") na dzień 31 grudnia 2022 r. oraz skonsolidowanego wyniku finansowego i skonsolidowanych przepływów pieniężnych Grupy za rok obrotowy zakończony w tym dniu zgodnie z mającymi zastosowanie Międzynarodowymi Standardami Sprawozdawczości Finansowej zatwierdzonymi przez Unie Europejską oraz przyjętymi zasadami (polityka) rachunkowości;
- jest zgodne co do formy i treści z obowiązującymi Grupę przepisami prawa oraz statutem Jednostki dominującej.;

#### Przedmiot naszego badania

Przeprowadziliśmy badanie rocznego skonsolidowanego sprawozdania finansowego grupy kapitałowej DL Invest Group PM S.A., które zawiera:

skonsolidowane sprawozdanie z sytuacji finansowej na dzień 31 grudnia 2022 r.;

oraz sporządzone za rok obrotowy od 1 stycznia 2022 r. do 31 grudnia 2022 r.:

- skonsolidowane sprawozdanie z zysków lub strat i innych całkowitych dochodów;
- skonsolidowane sprawozdanie ze zmian w kapitale własnym;
- skonsolidowane sprawozdanie z przepływów pieniężnych, oraz
- informację dodatkową i noty objaśniające.













auditor for years 2021-2023





DL Invest Group prides itself on the AAA
Certificate issued by Bisnode Polska, which
certifies the highest financial credibility. The
internationally recognized assessment
model was created on the basis of 2,400
decision-making rules. The awarding of the
AAA Certificate to DL Invest Group proves
that DL Invest Group is a company with the
highest transparency, creditworthiness and
stable, unthreatened financial liquidity.



# **CONTACT**DL INVEST GROUP



Dominik Leszczyński CEO

+48 601 443 131 d.leszczynski@dlinvest.pl



# Wirginia Leszczyńska coo

+48 503 985 805 wirginia.leszczynska@dlinvest.pl



#### **MAIN OFFICE**

str. Wrocławska 54, 40-217 Katowice +48 32 253 00 95 biuro@dlinvest.pl www.dlinvest.pl

