



Presentation for



a new challenge ...



Dear Sirs,

I would like to make a presentation on the co-financing of projects, of supra-regional importance, in which we revitalise and transform historic and post-production areas by transforming the region, creating a new urban fabric with a strong social element within multifunctional complexes.

As an experienced partner in cooperation, including with governmental organisations, DL Invest Group has an extensive organisational and financial structure, which includes, among others, the European Bank for Reconstruction and Development and Macquarier, which have financed DL Invest Group's development for many years, thus guaranteeing the quality and stability of the group in terms of project implementation.

In accordance with the business model described in the presentation, DL Invest Group creates long-term value for projects by actively managing them over their lifetime, with a portfolio of assets, worth more than 2.8 billion. Responding to the expectations of the market and the local community, DL Invest Group applies the highest standards in accordance with ESG and sustainable construction principles, in harmony with the environment when building mixed-use developments.

In view of the above, we invite you to co-finance the further development of DL Invest Group in terms of:

- a) realisation of further multifunctional projects prepared within the scope of revitalised urban areas, in accordance with the requirements of, among others, BREEAM certification, creating a new urban fabric with a social aspect, including the financing of projects within the scope of, for example, the Fair Transformation Programme or connected with the development of intermodal transport a list of exemplary projects under consideration is presented in the presentation the provision of holding or portfolio
- b) financing for the so-called "balance sheet" of the DL Invest Group, amounting to EUR 100 m, to co-finance equity for the development of projects within the framework of urban regeneration in regions undergoing economic transformation
- c) financing of the implementation of renewable energy sources including PV in the subject of owned and ongoing facilities within the framework of the DL Energy strategy.





We are convinced that with the BGK we are in a position, following the example of the EBRD and Maquarier, to create a strong and long-term relationship implementing projects of high social value in the transformation of regions and urban areas, creating a new urban fabric based on:

- a) broad competence and experience in the revitalisation of post-industrial sites and historic (heritage) buildings.
- b) business model where all projects remain the property of DL Invest Group, we pay particular attention to the quality of the social and historical aspect when realising investments
- c) one of the main objectives during the revitalisation of post-industrial areas, which is the broadly understood aspect of implementing pro-ecological solutions, levelling the effects of ecological degradation of areas within the framework of these projects. For example, the revitalisation of post-industrial sites such as the Kościuszko Steelworks in Chorzów, the Gliwice Steelworks or the Zinc Ironworks in Katowice, which used to be one of the largest metallurgical plants in Central and Eastern Europe, is a challenge on a Central European scale in terms of the transformation of the region and the revitalisation of the urban fabric
- d) the level of the gigantic environmental impact of the above-mentioned plants, through the emission of toxic pollutants, was not limited to the location in question, but had and continues to have an impact on the lives and health of tens of millions of people.

Now, by transforming and revitalising degraded areas into a new urban fabric, DL Invest Group is laying the groundwork for transforming and changing the face of the region. We encourage you to read the presentation to open a discussion on joint cooperation.

Dominik Leszczyński CEO







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



WAREHOUSING 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.

OFFICES



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



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

1,500bn €

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 business 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.



KEY PARTNERS OF DL INVEST GROUP DYNAMIC GROWTH IN THE LEADING LOGISTICS PARKS SEGMENT



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.



2021



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).



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





BREEAM



- We are in the process of updating ESG and Green
 Framework reports in cooperation with Sustainalytics.
 Our standards are continuously monitored and actulaized to maintain our sustainability policy.
- All projects in the portfolio are breeam certified







RAPORT ESG DL Invest Group

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 Green Financing Principles DL Invest Group

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.





EXAMPLES OF PROJECTS TO BE CO-FINANCED BY





DL INVEST PARK CHORZÓW

Chorzów Metalowców

Steelworks Kościuszko in Chorzów, formerly known as Steelworks Królewska - one of the largest metallurgical plants in Poland. Located in the very centre of the city of Chorzów,

it posed a deadly threat to the residents of the city and the region for almost 200 years in terms of dust emissions as well as land and groundwater contamination. The revitalisation of this site is crucial for the entire region of the Silesian Voivodeship with a population of over 4.5 million. An additional advantage of this investment is the issue of launching intermodal transport. The scale of the degradation of these areas makes the process of revitalising this site one of the biggest environmental challenges in the region. Therefore, the project implemented by DL Invest Group has a supraregional dimension. The assumption is to create a modern multifunctional service and office complex with urban logistics function in combination with intermodal transport function.

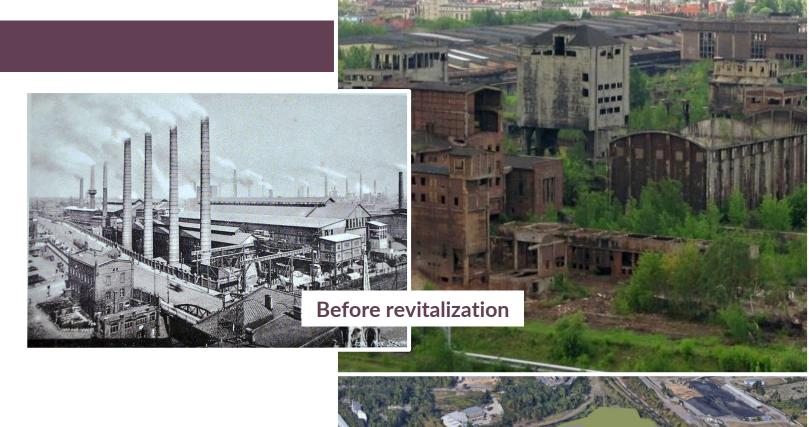
LINK TO LOCATION: <u>DL Invest Park CHORZÓW</u>

41 700 m²

40 000 000 €

RENT AREA

BUDGET VALUE







DL PRIME

The Gliwice Steelworks

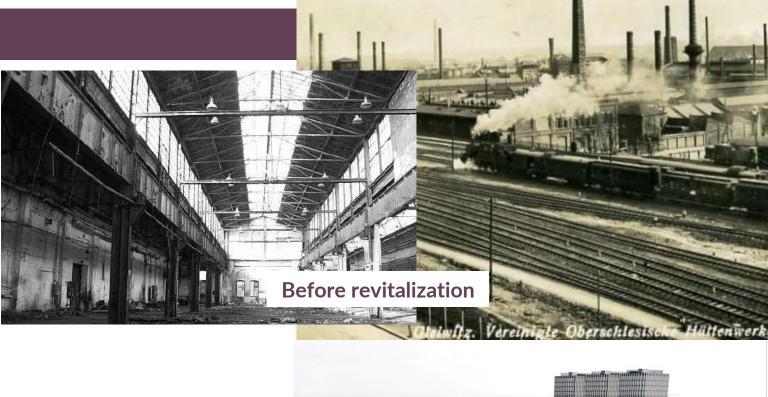
In the second half of the 19th century in the area of Gliwice, in the immediate vicinity of the central railway station, there is another post-industrial facility, which from the mid-19th century was one of the largest metallurgical plants in this part of Europe. The Gliwice steelworks, formerly known as the 1 May steelworks, had a fundamental impact on the health and lives of the city's inhabitants through its high emissions. The project, already implemented by DL Invest Group, is changing the face of an entire district of the city of Gliwice, and the direct vicinity of the railway station and the newly built bus transfer centre is reclaiming a large part of the city and region, which now has a pro-environmental and pro-social dimension. The project is also changing the social fabric of these regions, as a heavy industry site is being transformed into a modern office and retail centre bustling with life. The idea is to create a modern multifunctional service and office complex

LINK TO LOCATION **DL PRIME**

110 000.00 m² 244 000 000 €

RENT AREA

BUDGET VALUE







DL INVEST PARK KATOWICE MURCKOWSKA

Zinc smelter Katowice

A zinc smelter was located on Murckowska Street in Katowice from the mid-19th century. Its high emissions and the fact that it processed the metallurgical and hazardous element zinc caused high mortality and illness among the population of the city and region, particularly among children. The revitalisation of this area by DL Invest Group is also, one of the key pro-environmental investments in the city and the region. The scale of land contamination has made it one of the largest projects in Poland to reduce environmental degradation and save the health of local residents. The idea is to create a modern multifunctional complex of services and office space with city logistics functions.

LINK TO LOCATION: DL Invest Park KATOWICE





34 000 m²

RENT AREA **BUDGET VALUE**

60 000 000 €

DL INVEST PARK DL NADODRZE

DL INVEST Group is also a company that is not indifferent to social and historical aspects when making major investments in this type of building. We always take the utmost care to investigate and restore the public awareness of the entire historical dimension of the object. As is well known, thousands of Jews, Poles and Roma were transported from the NADODRZE railway station in Wrocław to concentration camps during the Third Reich. The largest deportations took place from this station. This is why we are taking on the effort and great challenge of preparing a major project to commemorate the thousands of people deported from Wrocław and Lower Silesia via the NADODRZE train station to the concentration camps. The idea is to create a modern multifunctional complex of services and offices.

LINK TO LOCATION: : DL Invest Park KATOWICE



11 500 m²

BUDGET VALUE

34 000 000 €

RFNT AREA





DL INVEST PARK CZECHOWICE DZIEDZICE

Czechowice-Dziedzice Match Factory

Built in 1921, it was one of the most modern plants of its kind in Poland. During World War II, under the occupation of the Nazi army, it was taken over and incorporated into the economy of the Third Reich. The match factory in Czechowice dziedzice reached its greatest level of development, exporting its production to many countries around the world. In the 1990s, after the political changes in Poland, they could not withstand the competition from the Asian market. At the time of their greatest growth, they supplied almost 50 % of the Polish market in terms of match production. DL Invest Group plans a comprehensive revitalisation of the historic match factory in Czechowice Dziedzice transforming it into a modern business centre meeting the highest standards of the 21st century. In addition, the project has a siding that fits into the development of intermodal transport. The idea is to create a modern multifunctional office and warehouse complex with the function of intermodal transport LINK TO LOCATION: DL Invest Park CZECHOWICE DZIEDZICE

ENVELOCATION.

25 000 m²

RENT AREA

27 500 000 €

BUDGET VALUE









ON THE BALANCE SHEET FOR INVEST GROUP BY





ON THE BALANCE SHEET FOR INVEST GROUP BY BGK

We would like to invite you to co-finance the development of **DL Invest Group** through portfolio or corporate financing on the so-called "balance sheet" of the parent **company DL Invest Group PM S.A.** or the newly created subholding in equity financing for projects involving the revitalisation of areas as part of the transformation of regions.

Current situation of DL Invest Group:

- 1) Over the last 15 years we have developed our internal structure by realising facilities and accumulating in our own portfolio assets worth more than PLN 2.8 billion the average occupancy for the last 4 years is 97% which shows the quality of the location and service. Our main value is our structure (ad 180 specialists) which consists of: our own expansion department, commercialisation (we do 90% of the rentals based on our team, without the participation of intermediaries), general contractor, design office and facilities management department (we manage all facilities reducing management costs by over 20%). In this way, we control quality and have the ability to adapt and develop the project with the tenant at each stage of the lease, which is now an essential value for tenants in such a volatile market and especially for development companies.
- 2) The quality of our structure and projects has been recognised by institutions such as the European Bank for Reconstruction and Development financing projects in the construction phase under a EUR 72 m credit line (increased by an additional EUR 30m https://www.ebrd.com/news/2022/ebrd-supports-greener-realestate-development-in-poland-.html) and the largest infrastructure bank Macquarier (EUR 150 m https://www.macquarie.com/au/en/about/news/2022/macquarie-capital-provides-dl-invest-group-123-million-euros-financing.html).
- 3) A key value for the company is its land bank, on which we can realise more than EUR 0.5 billion of assets. The current capex within the pipieline is EUR 379m.





ON THE BALANCE SHEET FOR INVEST GROUP BY BGK

- 4. Pipeline (with a value of EUR 379 m), are projects for which we essentially own:
 - a) land that we own,
 - b) the permits required to implement the projects
 - c) further phases of existing projects, which have a confirmed pre-leasing
 - d) secured construction costs a fixed-price contract with a general contractor
 - e) confirmed bank financing for 65% LTC (Construction Costs)
- 5. Our aim is, based on the market situation and pipeline, to exploit advantages i.e:
 - a) We have a niche business model that has worked very well in recent years of high volatility and practically after a dozen years has shown the value we can give to tenants / customers in such a volatile market in particular in the revitalisation and transformation of regions.
 - b) The market situation is very important, because on the one hand we have a strong demand for space and on the other hand there is short-term uncertainty for financial institutions and developers who are building for the sale of projects with asset valuations, due to rising interest rates. Which has caused many funds to pause/reduce activity particularly in projects involving the redevelopment of post-industrial sites.
 - c) Tenants now expect a flexible approach and quick action, with the need to relocate e.g. part of the manufacturing business from the east after the disrupted supply chain and the outbreak of war, or from the west to optimise costs and seek profitability after cost increases. With a land bank and an internal structure including a general contractor, we can react very quickly.





ON THE BALANCE SHEET FOR INVEST GROUP BY BGK

- 5) Objective to acquire another partner in addition to EBRD (construction financing), Macquarier (senior long-term financing) for equity financing / including own contributions to bank financing/ as a diversification of the financing structure for "green" projects related to revitalisations and the creation of new urban fabric as part of the transformation of regions II. Financing structure financing to DL Invest Group PM S.A (holding and operating company parent company) or within the newly created sub-holding in the capital structure:
 - a) 10% LTC DL
 - b) 25% LTC Investor or/and 65% LTC Senior Bank (e.g. EBRD, Santander)
- 6) Financing value of EUR 100 m
- 7) Exit through:
 - a) re financing up to 75% LTV by Macquarie or another bank with an option for the parent company to subsidise from surpluses generated or
 - b) IPO or
 - c) sale of part of the assets
- 8) According to the financial model, over a 4-year period we should exceed over 6.6 bn with a constant NOI of 0.4bn . The goal is to execute the plan with stronger CF and readiness to launch more projects under tenants







PRESENTATION OF THE DL ENERGY PROJECT FOR CO-FINANCING BY







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.













BUSINESS ASSUMPTIONS

The assumed business model of DL ENERGY will be based on the following assumptions:

8 VOCATION DL ENERGY

DL Invest Group PM SA established the company DL ENERGY, which obtains a licence for electricity generation and concludes contracts for the lease of roof slopes and green areas from **DL Invest Group** special purpose vehicles.

© CONSTRUCTION OF PHOTOVOLTAIC INSTALLATIONS

DL ENERGY builds photovoltaic installations on leased roofs and outdoor areas of DL Invest Group special purpose vehicles.

PRODUCTION AND SALE OF ENERGY

DL ENERGY generates electricity and sells it in full to an external licensed customer (contract signing in progress) - the forecast sales price today is 89 - 104 EUR net / MWh (assumed price increase in later years, which was not included in the model).

BASIC ASSUMPTIONS FOR ENERGY TRADING*

An external customer sells a portion (about 30%) of the electricity generated by DL Energy on the basis of a long-term contract (10 - 20 years) to special purpose vehicles of the DL Invest Group, at a price of 193 EUR net / MWh (purchase cost of 104 EUR plus a margin of about 89 EUR net / MWh) - which will constitute for the tenants of special purpose vehicles of the DL Invest Group at least 10% lower cost of energy purchase than from the tariffs of local operators.



ENERGY BALANCING

The remaining surplus electricity purchased from **DL Energy** externally, the licensed customer will balance on the market.



REVENUE AND PROFITABILITY

Forecasted revenue from the whole project is 5 million EUR/year (104 EUR net x 45 514 MWh/year) or 4 million EUR/year (89 EUR net x 45 514 MWh/year). 8. the assumed cost of implementation is 35 million EUR, which gives a return ROI of 7.6 years (at a price of 104 EUR), or ROI of 10 years (at a price of 89 EUR)



PROJECT COSTS

The assumed cost of implementation is EUR 35 million, which gives a 7.6-year ROI (at a price of EUR 104), or a 10-year ROI (at a price of EUR 104).













ATTACHMENTS

DL INVEST GROUP





DL Green 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 guarantees:

- 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 energyefficient 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



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