



**INVESTOR PRESENTATION** 



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In the United Kingdom, this presentation is directed only at persons who are "qualified investors" within the meaning of Regulation (EU) 2017/1129 as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018. In addition, in the United Kingdom this presentation is only directed at, and being distributed to persons (i) who have professional experience in matters relating to investments and who fall within the definition of "investment professionals" in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order"), (ii) who are high net worth entities that fall within Article 49(2)(a) to (d) of the Order or (iii) who are persons to whom an invitation or inducement to engage in investment activity within the meaning of Section 21 of the Financial Services and Markets Act 2000 in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated.

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## TODAY'S PRESENTERS





#### Dominik Leszczyński - CEO, Co-Founder

- Responsible for strategy, management and supervision of individual processes of the Group
- Has been conducting development activities since 2004, and in 2006 he founded DL Invest Group
- Graduate of the Faculty of Law and Administration of the University of Silesia
- Winner of the Vector Employers of Poland Award



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

- For over 10 years Ms. Leszczyńska has held managerial positions within DL Invest Group
- Licensed Real Estate Manager (license no. 26401)
- Specializes in the commercialization of logistics real estate
- Graduate of the University of Economics in Katowice



#### Oktawian Sularz - Financial Manager

- A graduate of the University of Economics in Katowice
- An auditor with 9 years of experience gained at EY
- Worked with public interest entities in the real estate sector
- Possess both theoretical and practical knowledge in accounting, tax law, and financial reporting



## Aneta Kulik - Operational Director, Commercialization Department, Management Board Proxy

- A graduate of the University of Silesia in Katowice and ESDES Business School in Lyon
- Has many years of experience in management positions in the financial sector
- For many years Ms. Kulik has been associated with DL Invest Group as the director of the facility commercialization department



#### Łukasz Topolski – Financial Manager

- A graduate of the University of Silesia and MBA studies
- Mr. Topolski has over 15 years of experience in Corporate Banking and Corporate Finance Management
- In DL Invest Group, Mr. Topolski is responsible for managing the Financial Department



## Łukasz Musioł – Financial Manager, Proxy of the Management Board for Controlling

- A graduate of the University of Economics in Katowice
- Experience gained at EY in the audit department
- A finance professional with a strong background in financial modeling and controlling
- Specializes in financial modeling, forecasting and and financial analysis





## **AGENDA**

- 1. INTRODUCTION
- 2. DL INVEST GROUP AT A GLANCE
- 3. KEY CREDIT HIGHLIGHTS
- 4. MARKET OVERVIEW
- 5. FINANCIAL OVERVIEW
- 6. APPENDIX





# 1. INTRODUCTION



## TERM SHEET



	Senior Notes
Issuer	DL Invest Group PM S.A.
Guarantors (if any)	
Corporate Ratings	S&P: TBC / Fitch: BB- (Positive)
<b>Expected Issue Ratings</b>	S&P: TBC / Fitch: BB-
Amount	• €350m
Currency	• EUR
Ranking	Senior Unsecured
Tenor/Maturity	• 5 years
Call Protection	• NC2 (50%, 25%, Par)
Use of Proceeds	<ul> <li>(i) repay amounts outstanding under certain senior secured loan facilities,</li> <li>(ii) fully redeem amounts outstanding under the Existing Polish Bonds,</li> <li>(iii) repay other secured loans,</li> <li>(iv) fund certain new developments and</li> <li>(v) pay fees and expenses in connection with the Offering</li> </ul>
Covenants	<ul> <li>Incurrence-based Financial Covenants:</li> <li>Net Total LTV ≤ 0.60x</li> <li>FCCR ≥ 1.50x from the Issue Date to and including December 31, 2027, and ≥ 1.75x on and following January 1, 2028</li> <li>Net Secured LTV ≤ 0.5x from the Issue Date until December 31, 2027, and ≤ 0.35x on and following January 1, 2028</li> <li>Restricted Payments</li> <li>Other standard HY Covenants including, inter alia, limitations on debt and liens</li> </ul>
Distribution	Regulation S
<b>Global Coordinator</b>	• Citi
Governing Law	New York Law

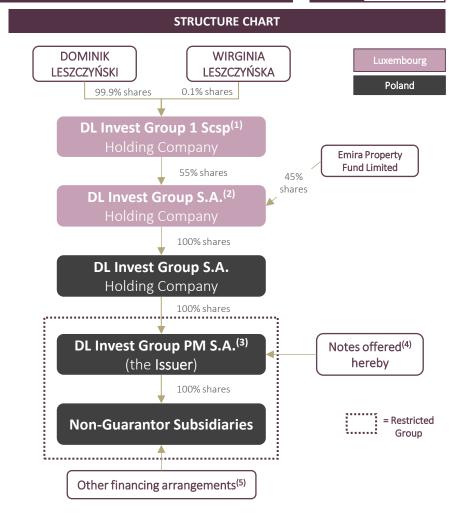


## PRO-FORMA SOURCES & USES, CAPITALIZATION AND STRUCTURE CHART



TRANSACTION SOURCES & USES			
Sources	€m	Uses	€m
New Euro Bond Issuance due in 2030	350	Secured Debt Repayment	181
		Logistics Development	113
		Polish Bonds & Other Secured Loans Repayment	45
		Fees in relation to contemplated bond transaction & repayment of senior loans	11
Total Sources	350	Total Uses	350

CAPITAL STRUCTURE				
€m	Actual	Post-March 31, 2025 Adjustments	Transaction Adjustments	As Adjusted
Cash	(23)	-	(113)	(136)
Secured Bank Loans	394	-	(181)	213
Total Senior Secured Net Debt	371	-	(294)	77
Bond Series H due 2025	3	-	(3)	-
Bond Series H due 2025	3	-	(3)	-
Bond Series J due 2026	1	-	(1)	-
Bond Series I due 2026	1	-	(1)	-
Bond Series K due 2026	3	-	(3)	-
Bond Series P due 2027	2	-	(2)	-
Bond Series L due 2027	3	-	(3)	-
Bond Series M due 2027	2	-	(2)	-
Bond Series N due 2027	2	-	(2)	-
Bond Series O due 2027	3	-	(3)	-
ING – Credit line (€)	11	(2)	(9)	-
Aion Bank	5	-	(5)	-
Loan from Investor	8	-	(8)	-
Existing Polish Bonds & Other Secured Loans	47	(2)	(45)	-
New Euro Bond Issuance	-	-	350	350
Total Debt	441	(2)	122	563
Net Debt	418	-	-	427
Net LTV (%)	47%	-	-	46%
Secured Net LTV (%)	45%	-	-	8%
Unencumbered Assets				418



Notes: (1) As of March 31, 2025, the main shareholder of the Issuer. 100 shares in DL Invest Group 5.A. (Poland), who in turn holds 100% of shares in the Issuer. 100 shares out of total 7,200,100 shares (0,0014%) of DL Invest Group 5.A. (Poland) is possessed by COO Wirginia Leszczyńska. Furthermore, DL Invest Group 1 Scsp, which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) through the acquisition of 254 Series B preferred shares, representing approximately 45% of the share capital of DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of DL Invest Group 5.A. (Poland), who in turn holds 100% of shares in the Issuer. Emira Property Fund Limite at ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of the Issuer is made acquisition of 254 Series B preferred shares, representing approximately 45% of the share capital of DL Invest Group 5.A. (Poland), who in turn holds 100% of shares in the Issuer. Emira Property Fund Limite a Group 5.A. (Poland), who in turn holds 100% of shares in the Issuer. Emira Property Fund Limited ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of the Issuer. Emira Property Fund Limited ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of the Issuer. Emira Property Fund Limited ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of the Issuer is million (earth evaluation of 100% of shareholder property Fund Limited ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder Devis Group 5.A. (Poland), who in turn holds 100% of shareholder Devis Group 5.A. (Poland), who in turn holds 100% of shareholder Devis Group 5.A. (Poland), who in turn holds 100% of shareholder Devis Group 5.A. (Poland), who in turn blus estate in the Issuer is million (earth evaluation of 100% of 100% of 100% of 100% of 100%





# 2. DL INVEST GROUP AT A GLANCE



## **GROUP OVERVIEW**



- DL Invest Group is one of the fastest **growing** developers and investors in Poland, operating in the commercial real estate market for over **17 years**
- The business model assumes full implementation of the investment process based on the Group's internal structure, and actively managing assets as a long-term owner, offering clients high quality assets throughout the life of the project
- The diversified property portfolio and high occupancy underlines a strong track record, with selective asset disposals every four years, which emphasise the assets' quality and market liquidity
- DL Invest Group specialises in 3 selected commercial property segments, supplemented by DL Energy:

WAREHOUSES



#### 1. WAREHOUSING FACILITIES – 85% of GLA

The group's core segment, consisting of mainly build-to-hold developments:

- a) Large-scale warehouse parks with a leasable area of 100k 300k sqm
- b) City logistic mixed-use warehouses (SBU format)
- c) Self-storage in preparation
- d) Data centres in preparation
- e) BTS projects created on the basis of individual tenants' needs

MIXED-USE

#### 2. MIXED-USE COMPLEXES - 10% of GLA

- 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 customers of the complex

SHOPPING

### 3. SHOPPING PARKS - 5% of GLA

- Facilities with a leasable area of 3,000 6,000 sqm as an alternative to large-scale shopping malls and ecommerce developments
- Their aim is to satisfy everyday consumer needs based on strong retail brands





#### **RES PROJECTS**

- DL Energy Investment in Renewable Energy Sources (RES) segment in line with ESG strategy
- It includes PV components and energy storage within existing asset portfolio and newly developed PV farms and energy storage facilities

Highlights as of 31st March 2025 Scale €917m 896k sam 400+ **Total Assets** GLA(1) **Total Tenants** Operations(2) 97% 5.5 Yrs 54% Occupancy Rate WALT Adjusted EBITDA margin<sup>(3)</sup> **Capital Structure** 8% 47% 4.75% Net LTV(4) Debt Yield<sup>(5)</sup> Average CoD<sup>(6)</sup> **Future Development** BREEAM certification of all investments,  $>680_{ksam}$ adoption of an ESG policy & independent certification in line with SOPs compliance Development European Bank **BRFFAM**° Potential

Source: Company financial statements.

Notes: (1) Excluding assets under construction. (2) Stabilized assets only — excludes impact of December 2024 acquisitions which are still in ramp up phase from a rental revenue perspective. (3) Adjusted EBITDA excludes revaluation of assets. Adjusted EBITDA represents operating revenue less operating expenses (excluding amortization and depreciation and cost of goods for resale and materials sold) plus other operating income less other operating expenses. (4) Calculated as Net Debt / (Total Assets - Cash). (5) Calculated as NOI / Total Debt. (6) Cost of Debt, calculated average interest cost for the 2024 financial year.



## OPERATIONAL & FINANCIAL KPIS



## **OPERATIONAL HIGHLIGHTS**

#### 896k sqm 404 $20_{k \, sqm}$ Vacancy GLA<sup>(2)</sup> GLA<sup>(1)</sup> **Total Tenants** Warehouses: 85% 5.5 years 97% Mixed-use: 10% Shopping Parks: 5% Occupancy<sup>(2)</sup> WAULT<sup>(2)</sup> Space format split **Data Centres** >680k sqm c.8.5-9.0% Self Storage **Green Energy New Developments** Development yield(3) **Development potential**

## FINANCIAL HIGHLIGHTS

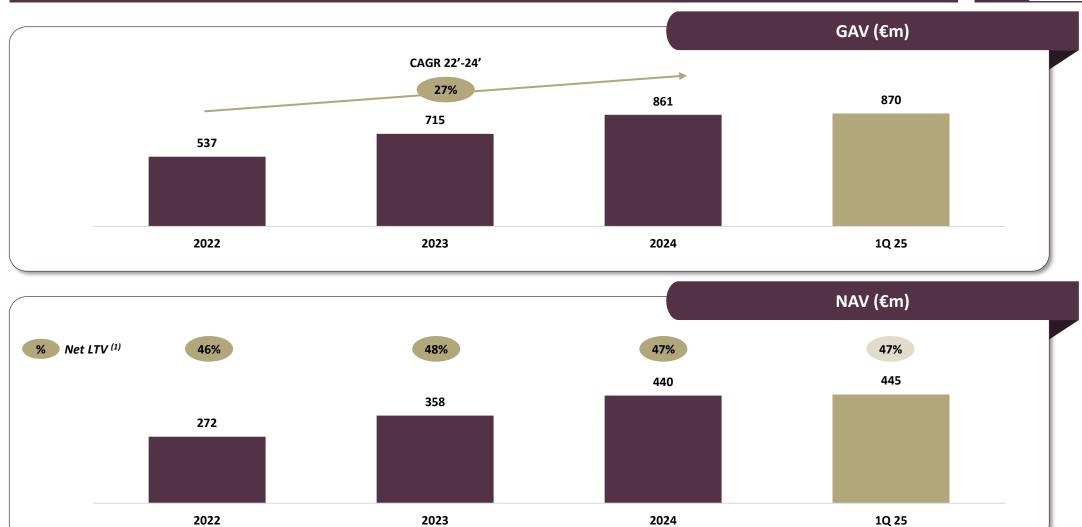


Source: Company financial statements.



## IMPRESSIVE GROWTH OF THE ASSET BASE

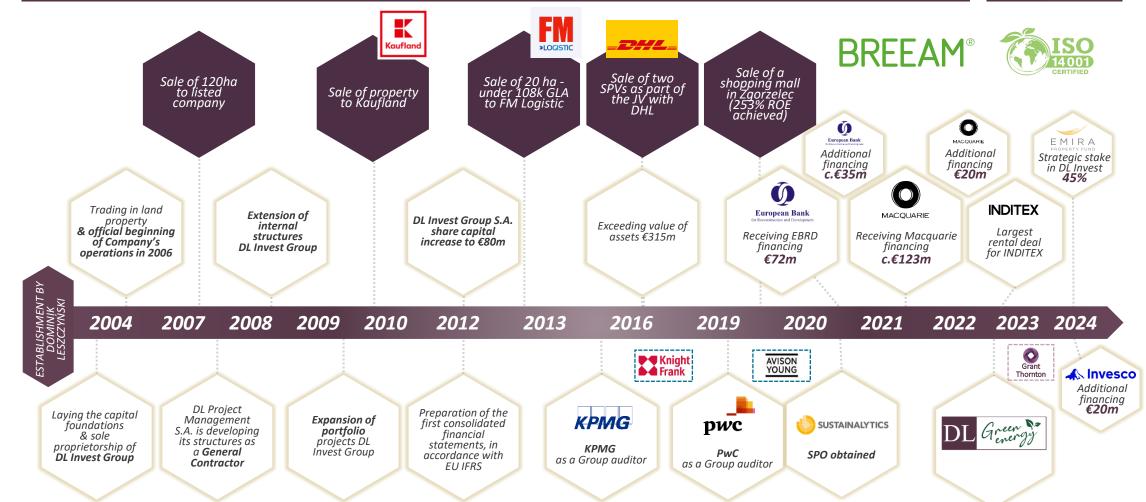




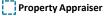


## A COMPREHENISVE HISTORY OF DYNAMIC DEVELOPMENT





- Dominik Leszczynski founded DL Invest Group in 2004, originally as a commercial real estate broker and then as a land developer that focused on preparing land for resale investment options
- The turning point for the company was the completion of its first major transaction the sale of 120ha of land to a listed company on the Warsaw Stock Exchange
- This success allowed the company to raise the capital necessary to further develop its organizational structure and to start its own development projects







## COMPREHENSIVE INVESTMENT PROCESS



## PHASE I Diagnosis of needs

DEPARTMENT: EXPANSION, COMMERCIALIZATION, DESIGN

A detailed analysis of the customer's needs, enabling the preparation of the best solution.

## PHASE II Design, Construction and Implementation

DEPARTMENT: DESIGN, GENERAL CONTRACTOR, COMMERCIALIZATION

- Creation of customized layouts and concepts based on the experience of the DL Invest Group design office.
- Execution of projects by the in-house general contracting department, taking into account dynamic changes during implementation.

## PHASE III Adaptation

DEPARTMENT: COMMERCIALIZATION, DESIGN, GENERAL CONTRACTOR

Constant modification of infrastructure in response to customer needs - expansion, reduction or changes in the function of the space.

## PHASE IV Long-term management

SECTION: MANAGEMENT COMMERCIALIZATION

Proactively adapting the space to customers' changing business requirements.

Through the integration of development, general contracting, design and asset management competencies, DL Invest Group guarantees the highest quality of customer service and flexibility to meet changing market needs.





## ESG STRATEGY



### A CONFIRMATION OF OUR ECOLOGICAL APPROACH

DL Invest Group constantly updates its ESG reporting strategy and Green Framework in collaboration with Sustainalytics and continuously monitors and update standards to adhere to our sustainability policy.

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

Second-Party Opinion

### DL Invest Group Green Finance Framework



#### **Evaluation Summary**

Sustainalytics is of the opinion that the DL Invest Group Green Finance Framework is credible and impactful and aligns with the four core components of the Green Bond Principles 2021 and the Green Loan Principles 2021. This assessment is based on the following:



USE OF PROCEEDS The eligible categories for the use of proceeds Green Buildings, Renewable Energy, Energy Efficiency, Sustainable Water and Wastewater Management, Clean Transportation, are aligned with those recognized by the GreenBond Principles and the GreenLoan Principles. Sustainalytics considers that investments in the eligible categories will lead to positive environmental impacts and advance the UN Sustainable Development Goals, specifically SDG5, 7, 9 and 11.

Evaluation date	March 31, 2022		
Issuer Location	Warsaw, Poland		
Report Sections			
Introduction	2		
Sustainalytics' Opi	nion3		
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Second-party Opinion

DL INVEST GROUP GREEN FINANCE FRAMWORK

*10 – 15%* 

of CAPEX in each development required to achieve the CO2 reduction target



## **BREEAM**





#### RFPORT FSG

DL Invest Group believes that its 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

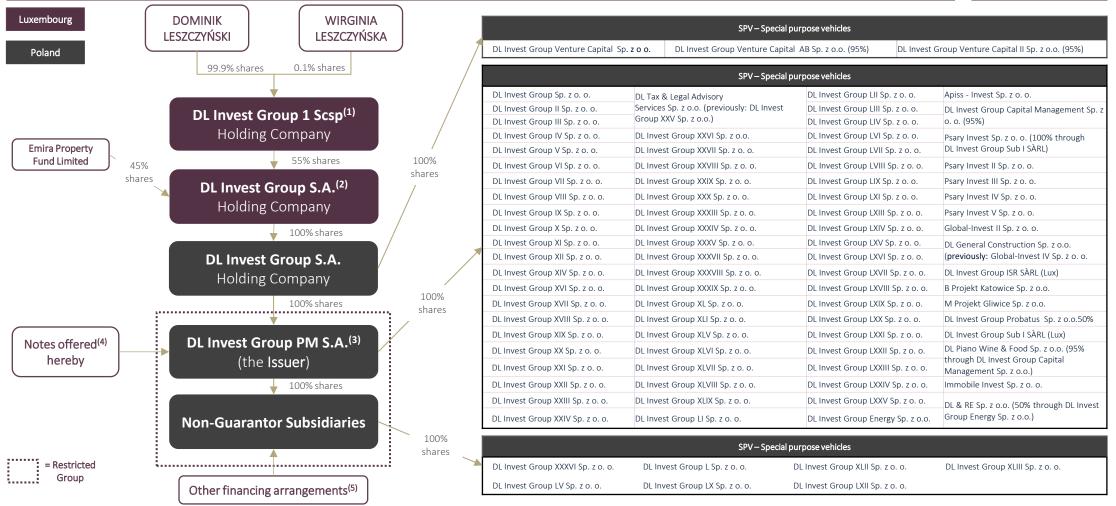
This Framework complies with the International Capital Markets Association Principles for Green Bonds 2021 and the Credit Markets Association Principles for Green Loans 2021.

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.



## SHAREHOLDER STRUCTURE





Notes: (1) As of March 31, 2025, the main shareholder of the Issuer is DL Invest Group 1 Scsp, which holds 55% of shares in DL Invest Group 5.A. (Luxembourg) who is the 100% shareholder of DL Invest Group 5.A. (Poland) is possessed by COO Wirginia Leszczyńska. Furthermore, DL Invest Group 1 Scsp is 99,9% owned by CEO Dominik Leszczyński and 0,1% owned by COO Wirginia Leszczyńska. (2) As of March 31, 2025, the other shareholder of the Issuer is Emira Property Fund Limited ("Emira"), which invested EUR 100 million in DL Invest Group 5.A. (Luxembourg) through the acquisition of 254 Series B preferred shares, representing approximately 45% of the share capital of DL Invest Group 5.A. (Poland), who in turn holds 100% of shares in the Issuer. Emira is a diversified real estate investment trust (REIT) company, publicly listed on the Johannesburg Stock Exchange (JSE), with a property portfolio of predominately South African assets, and a growing component of offshore assets. (3) The Issuer of the Notes is DL Invest Group PM S.A., a joint-stock company number KRS 0000434440. The Issuer, as borrower, entered into a loan agreement with DL Invest Group 5.A. (Poland), as lender, pursuant to which the lender agreed to make available to the borrower a loan in the maximum amount of PLN 200,000,000 (the "Existing Shareholder Loan"). As of March 31, 2025, the total amount outstanding under the loan agreement amounted to approximately PLN 69,627,834. Pursuant to the terms of the Notes, the Existing Shareholder Loan will be treated as Subordinated Shareholder Debt for all purposes under the covenants, but payments in an amount to service interest / the preferred dividend (but not principal) on the Emira Preferred Investment will be permitted. (4) Represents the aggregate principal amount of the Notes will not be guaranteed, will be the Issuer's subsidiaries that do not guarantee the Notes. (5) Represents €394 million (euro-equivalent) in senior secured loan facilities incurred by certain of the Group's subsidiaries, of which €213





## 3. KEY CREDIT HIGHLIGHTS





## DL INVEST - KEY CREDIT HIGHLIGHTS



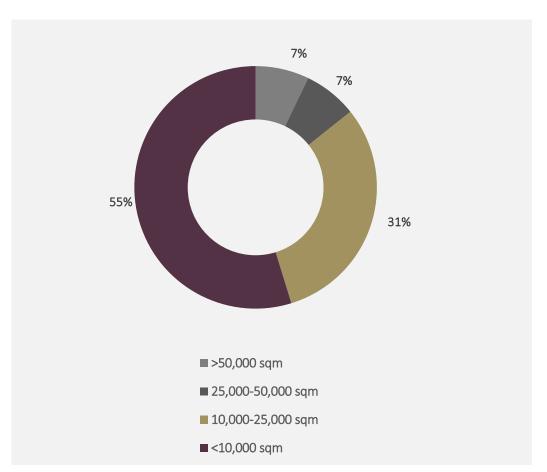
- 1 Modern high-quality asset base in sectors with strong underlying fundamentals
- Vertically integrated business model with diversified revenue streams, economies of scale and proven track record of development led organic growth across Poland
- 3 Selective development approach with investment focused on assets located in core prime cities and high-quality tenants
- Secure inflation protected cashflows via diversification and lease structure, over 400 tenants across a wide array of sectors and robust rent roll
- Growth strategy focused on logistics as a resilient asset class with exposure to nascent asset classes exhibiting strong underlying performance such as Self-Storage, Data Centres and Green Energy
- Robust balance sheet, predictable cashflow and conservative financial policy with more than ten stable financial partners across both debt and equity funding
- Experienced, long-standing management team with a deep track record throughout different sectors in the Polish real estate market

## MODERN HIGH QUALITY ASSET BASE

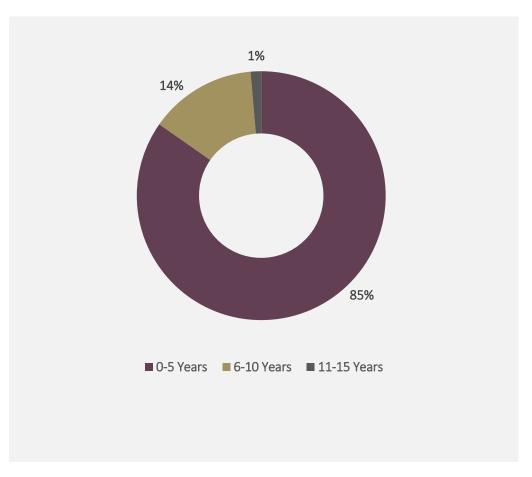


Data as at March 2025

## **BUILDING SIZE**

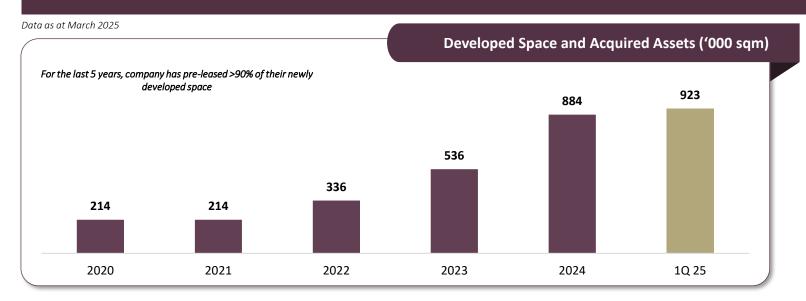


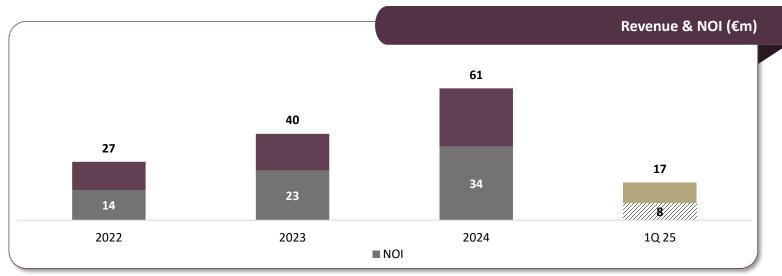
## BUILDING AGE (% of total GLA)



## STRONG TRACK RECORD OF IMPRESSIVE GROWTH







## Investment Criteria

- Focus on green projects in core locations across Europe with prime tenants
- Focus on logistic projects as a high growth products
- Focus on long term leases of c.5 years for mixed use & retail assets and minimum of 7 years for logistics assets
- Active presence in the field, direct contact with landowners, property searches without the involvement of intermediaries
- Project margin defined as ((market yield yield on development costs)/ market yield) to be a minimum 30%
- Purchase of plots only occurs once a tenant has indicated their intention to fully lease a built logistics asset at that site

## COMPETITIVE ADVANTAGES









#### GROWTH STRATEGY BASED ON THE WAREHOUSE SECTOR

- Objects will only be developed if a pre-leasing agreement is signed, and senior financing is obtained
- Development potential in excess of 680k GLA of which more than 590k GLA within the fastest growing warehouse segment in Europe
- Bank financing and strategy implementation are quaranteed thanks to its land bank and partial own financing contributions

#### **EXTENSIVE GROUP STRUCTURE**

- Group's business model assumes full implementation of investment process based on Group's internal structure and actively managing projects as long-term owner
- Over the years, DL Invest Group has efficiently implemented real estate projects from advantageous acquisition of land, through to design, construction and obtaining permission to use the facility, thanks to a team of experts forming a permanent team of over 240 employees
- The Group as general contractor and property owner controls the construction process, in terms of schedule and costs, combining the functions of the two roles

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

- Sector diversification, main development segment, consisting of: Warehouse, Mixed-Use Complex, Retail Park, Self-Storage, Data Centre and Green Energy
- Tenants diversification 400+ tenants
- Financial Diversification 10+ stable financial partners

#### **ASSETS LIQUIDITY**

- The Group owns high-quality assets with high liquidity.
- In order to confirm the market value and significance of the real estate

#### SUCCESSFUL RESTRUCTURING PROJECTS

- Group's impressive competence in restructuring projects is demonstrated by the more challenging projects, acquired at a significant discount to market value and thus required modernization, recommercialization or a change in functionality, combined with project redevelopment, thus generating high rates of return
- This also provides a guarantee for the quality and security of the commercial property portfolio which we maintain and actively manage



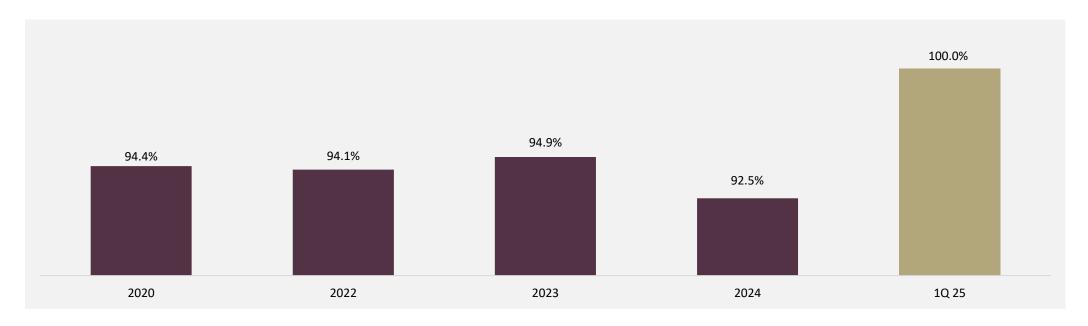
#### **NEW BUILDINGS PIPELINE AS AT MARCH 2025**

62k SQM On-going development >90%
Already leased by completion date

20.0% Average rental rate is higher vs 2022

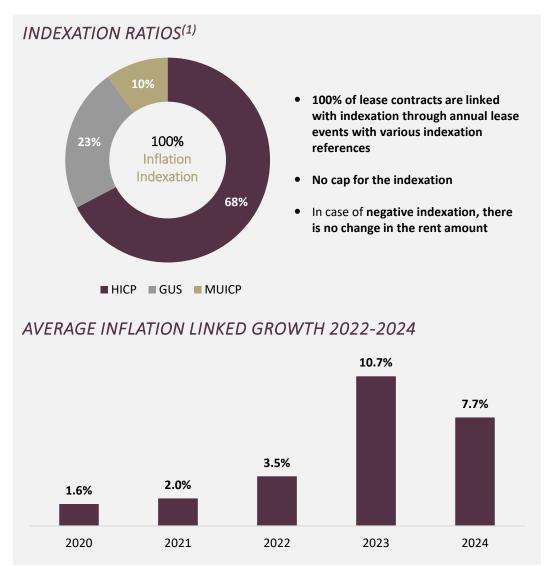
Avg. 7.0 yrs
WAULT
(Driven by industrial tenants)

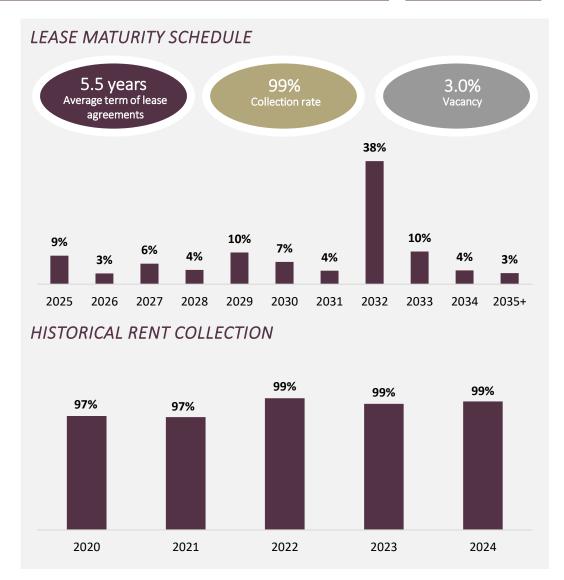
#### **CONSTRUCTION WITH PRE-LET CONTRACTS**



## LEASE STRUCTURE ACROSS THE PORTFOLIO & STRONG OPERATIONAL PERFORMANCE







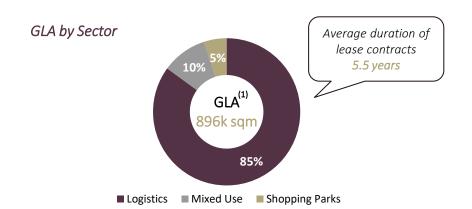
# DL INVEST GROUP

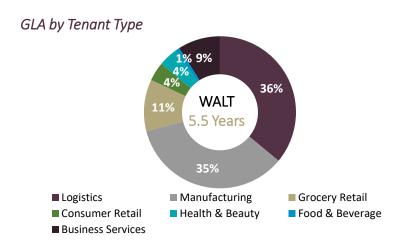
## RENT ROLL & TENANT MIX



#### LONG-TERM CONTRACTS AND DIVERSIFICATION OF TENANTS FROM A VARIETY OF INDUSTRIES

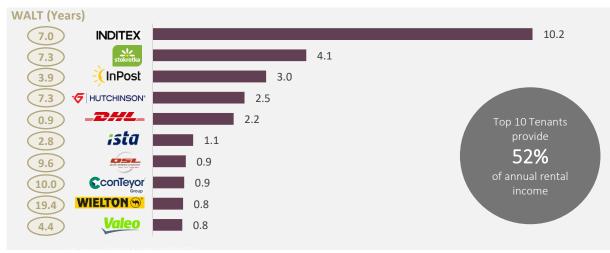
CREATES A BALANCED AND STABLE YIELDING PORTFOLIO





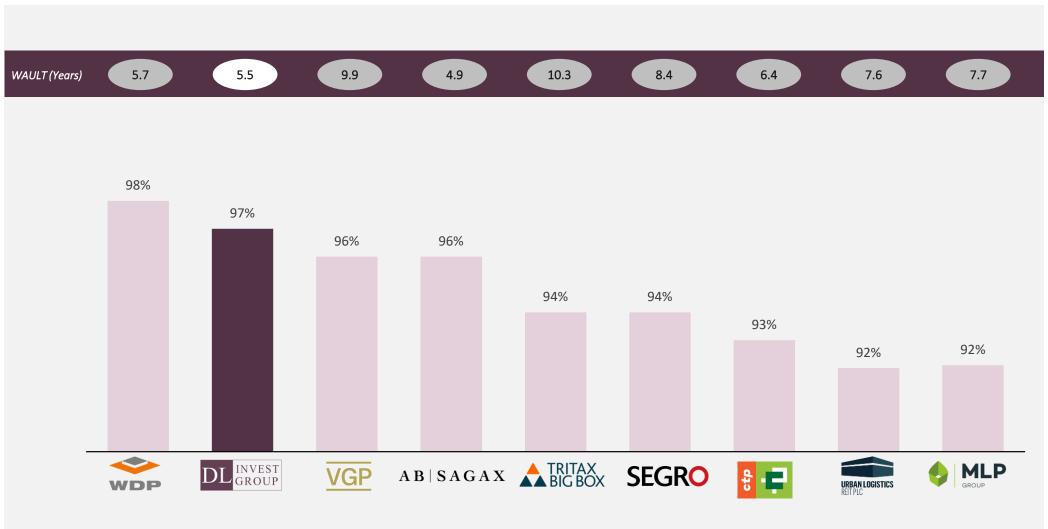


#### TOP 10 CURRENT TENANTS – ANNUAL RENTAL INCOME (€MN)





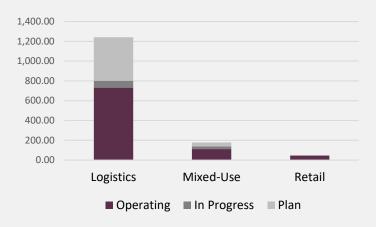
## OCCUPANCY (%)



## **DEVELOPMENT STRATEGY**

- In line with the Company's strategy, projects are being implemented once an appropriate level of pre-lease and senior funding has been secured.
- 90% of our development will be based on the warehouse sector, largely on our land bank.
- Assuming a stable average annual growth rate (CAGR) in revenues and assets of 30% through the period till 2029. We have a highly attractive pipeline, primarily focused on the warehouse sector.
- We currently see huge potential for the Company's
   development in the warehouse segment and we
   constantly want to develop our portfolio and
   competences based on warehouse projects for strong
   tenants, in the best locations, which can also provide
   opportunities for further expansion.
- In addition to development in the warehouse segment, the Group is also actively operating on the market in terms of acquisition of existing projects, where we currently see many opportunistic projects that provide significant add-value.

#### **GLA STRUCTURE (k sqm):**



STATUS	OPERATING	IN PROGRESS	PLAN
PROJECTS	40	5	11
NORMALIZED NOI <sup>(1)</sup> (€m)	58.1	5.8	29.8
MARKET VALUE (€m)	782.9	93.2	477.2
GLA (k sqm)	888.4	69.5	440.8

	MARKET YIELD	AVARAGE YIELD USED IN VALUATION	DL CONSTRUCTION YIELD
LOGISTICS	6.00%-6.50%	6.25%	8.00%-9.50%
MIXED-USE	7.00%-7.25%	7.50%	9.00%-9.50%
RETAIL	6.25%-7.25%	8.00%	9.50%

The portfolio is priced below average market data

more than **€0.9bn**Group's assets as of 1Q 2025 (PLN 3.9bn)

more than **97**%

maintained occupancy of the real estate portfolio as a validation of DL Invest Group quality

more than **240** 

RES

specialists within the Group's internal structures as a guarantee of a flexible approach to tenants' expectations

85%
10%
5%

Source: Company financial statements.

## **ADD-VALUE PROJECTS**



#### DATA CENTERS

DL Invest Group using its many years of experience in the commercial real estate segment, is developing a portfolio of assets in the data centre sector. DL Invest Group currently has five strategic locations, each with a potential in excess of 100 MW of capacity. This is a significant advantage in the context of the growing need for data processing that are making Poland one of the key data centre hubs in Europe. DL Invest Group actively participates in this transformation, expanding its competences and leveraging strategic approach and synergies with other sectors of the real estate market, and strengthening its position as one of the leaders in digital infrastructure investments in Poland.

## DL ENERGY GREEN ENERGY - RENEWABLE ENERGY SOURCES

DL Invest Group has been consistently developing its activities in the renewable energy segment (RES), using the potential of its property portfolio. As part of this strategy, the company is **implementing photovoltaic installations and energy storage facilities** that allow it to efficiently manage the production and consumption of energy in its properties. In view of the global changes in the commercial real estate sector, by implementing state-of-the-art RES technologies, the company not only reduces operating costs, but also **minimises the carbon footprint of its investments**. The **development of RES projects is an integral part of DL Green strategy**, which is DL Invest Group's response to the growing demands of sustainable construction and ESG policy.



#### **SELF-STORAGE AREAS**

DL Invest Group, using the synergy of its locations dedicated to retail parks and its developed portfolio of commercial properties, has begun preparations for Self-Storage projects. The Self-Storage market in Poland is one of the fastest growing sectors, responding to the growing needs of residents of large agglomerations, especially in residential zones. DL Invest Group, actively developing this segment, is in line with global urban trends and realizes the potential of the dynamically changing commercial real estate market, aiming to offer convenient and accessible areas in excellent locations with high security standards and flexible storage solutions.



## DIVERSIFIED FINANCIAL STRUCTURE



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











2024



• In 2024, the Group started a financial partnership with EMIRA, a foreign fund through a long-term structured financing for the development of the Group



- In 2024, the Group partnered with Invesco, one of the largest funds in the world
- €20m+financing was for the largest project in the Group's history, which was carried out in Psary for Inditex and it is one of the largest logistics facilities in this part of Europe



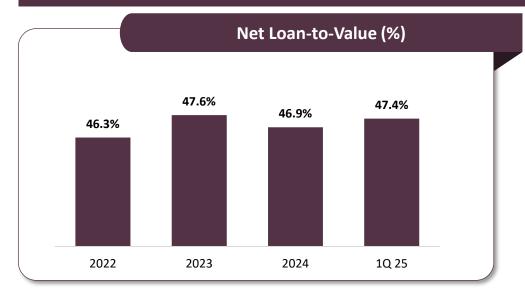
- The European Bank for Reconstruction and Development (EBRD) is supporting green real estate development with €72m loan to DL Invest Group to finance 6 projects (86k GLA)
- In 2023, the Group obtained financing of €35m for 3 additional new projects (59k GLA)
- In 2024, a new contract was signed with the EBRD for €75m, for the construction of further logistics facilities

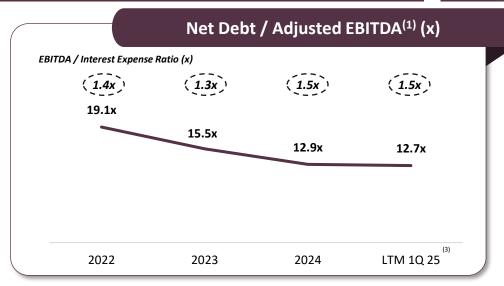


- In 2022 Macquarie Capital Principal Finance has provided DL Invest Group with €123m senior secured financing
- Long-term investment financing based on a 4-year term with options for extension will be fully financed from Macquarie's balance sheet
- In 2023, an additional €20m has been granted and Macquarie is financing 10 projects, which will be repaid in full from the issue of bonds

## HISTORICAL LEVERAGE METRICS, CHANGE IN PROPERTY VALUE & DIVIDEND POLICY









### **Dividend Policy**

- DL Invest Group assumes that the entirety of net profits will be reinvested into the development of an asset portfolio generating long-term operational income<sup>(4)</sup>. The main principles of this policy are:
  - 1. Profit Reinvestment: Company profits are allocated to new investment projects that ensure stable operational income while strengthening financial liquidity
  - 2. Long-term Objective: Developing the asset portfolio based on long-term lease agreements with tenants of high financial standing
  - No Regular Dividends: Instead of paying dividends, the company focuses on building enterprise value through reinvestments

SENIOR STAFF

## SENIOR AND OPERATIONAL MANAGEMENT BIOGRAPHIES





#### Dominik Leszczyński - CEO, Co-Founder

- Responsible for strategy, management and supervision of individual processes of the
- Mr. Leszczyński has been conducting development activities since 2004, and in 2006 he founded DL Invest Group
- Graduate of the Faculty of Law and Administration of the University of Silesia
- Winner of the Vector Employers of Poland Award



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

- For over 10 years Ms. Leszczyńska has held managerial positions within DL Invest Group
- Licensed Real Estate Manager (license no. 26401)
- Specializes in the commercialization of logistics real estate
- Graduate of the University of Economics in Katowice



#### Aneta Kulik - Operational Director, Commercialization Department, Management Board Proxy

- A graduate of the University of Silesia in Katowice and ESDES Business School in Lyon
- Ms. Kulik has many years of experience in management positions in the financial sector
- For many years Ms. Kulik has been associated with DL Invest Group as the director of the facility commercialization department

#### FINANCE STAFF

#### Marek Podchul – Head of Financial Audit

• CFO in DL Invest Group, Mr. Podchul is responsible for supervision of finance and accounting department, internal audit, optimization, consolidation and financing

experience in the construction industry, e.g. in Lidl and Metro Group projects

- Certified auditor (registered in Polish Chamber of Statutory Auditors) with over 15-year experience in finance and audit gained in the "Big 4"
- He's especially experienced in auditing and reviewing of financial statements, verification of internal control, due diligence, accounting expertise



## Sabina Rybska - Manager of Design Department

**OPERATIONAL STAFF** 

- Graduate of the Faculty of Architecture and Urban Planning at the Silesian University of Technology in Gliwice - Master of Science in Architecture
- Ms. Rybska has over 15 years of experience in both designing and supervising the implementation of investments for public and private investors
- She has been with DL Invest Group since 2018 and, as head of the "DL Architecture" department, manages a team of architects - project managers



#### Łukasz Topolski – Financial Manager

- A graduate of the University of Silesia and MBA studies
- Mr. Topolski has over 15 years of experience in Corporate Banking and Corporate Finance Management
- In DL Invest Group, Mr. Topolski is responsible for managing the Financial Department



#### Łukasz Leszczyński - Director of the Facilities Management Department

- Mr. Leszczyński is an experienced professional with a background in automation engineering and 7+ years of expertise in property & asset management
- Since 2016, he has been working at DL Invest as the Director of Asset Management, where he oversees portfolio strategy, operational efficiency, and value optimization
- Throughout his career, Mr. Leszczyński has successfully managed diverse real estate portfolios, implemented process improvements, and maximized investment returns



#### Oktawian Sularz – Financial Manager

- A graduate of the University of Economics in Katowice
- An auditor with 9 years of experience gained at EY
- Worked with public interest entities in the real estate sector
- Possess both theoretical and practical knowledge in accounting, tax law, and financial reporting



#### Andrey Teterevov - Director of the Asset Management Department

- Mr. Teterevov has over 10 years of experience in real estate management, finance, and tenant relations and worked with clients from the pharmaceutical and banking sectors, brokers, transaction management teams, and financial auditors as a Real Estate Portfolio Service Delivery Manager at CBRE
- Experience in managing budgets, managing Real Estate portfolio of corporate clients, optimizing processes, and supporting strategic and operational real estate transactions



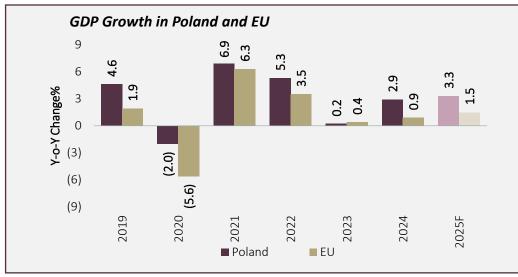


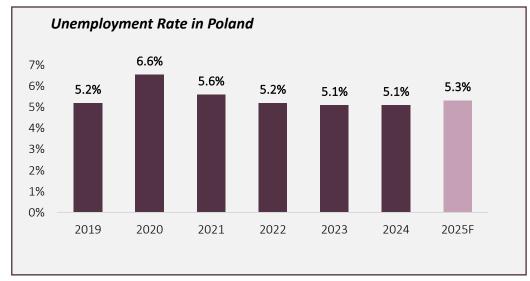
# 4. MARKET OVERVIEW

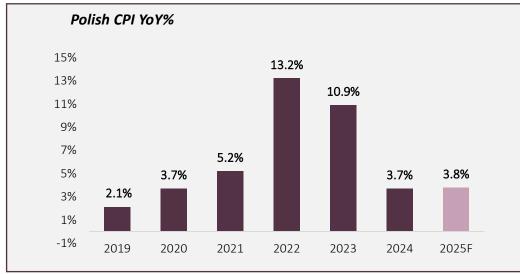


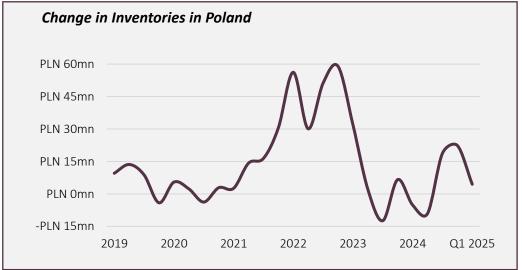
## POLISH MACROECONOMIC OVERVIEW







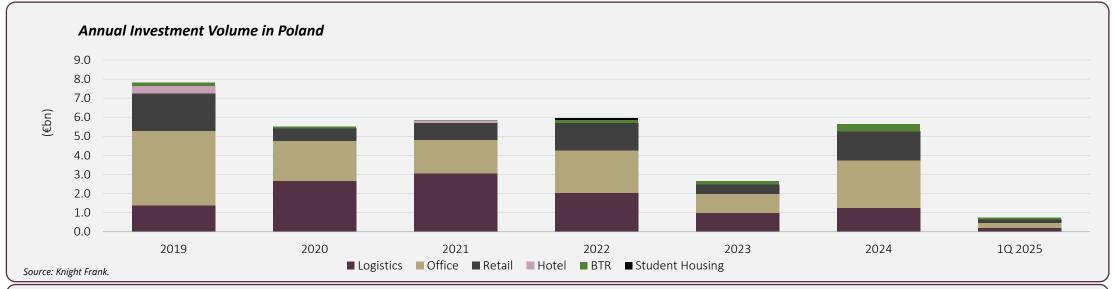


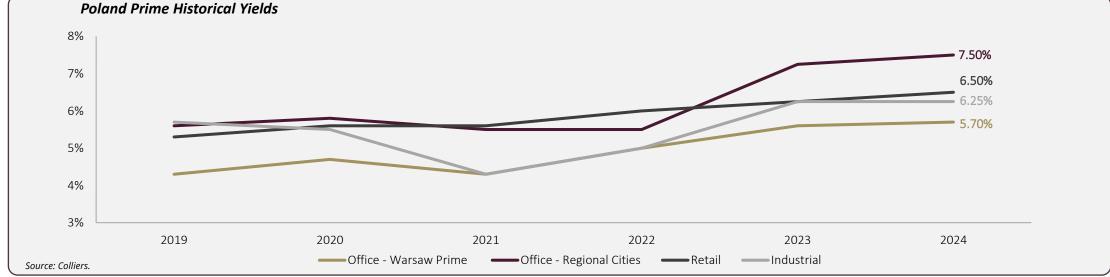




## POLISH REAL ESTATE MARKET OVERVIEW



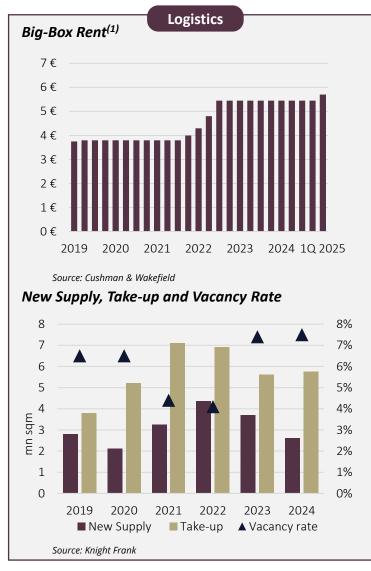


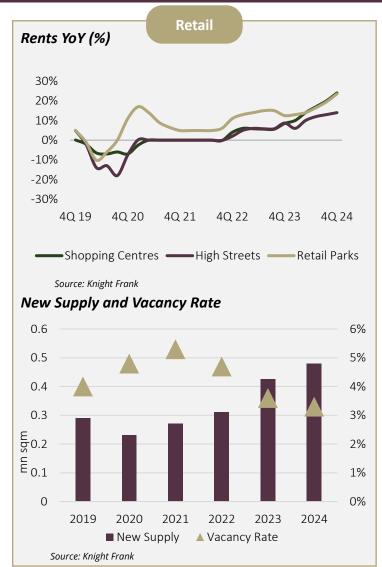


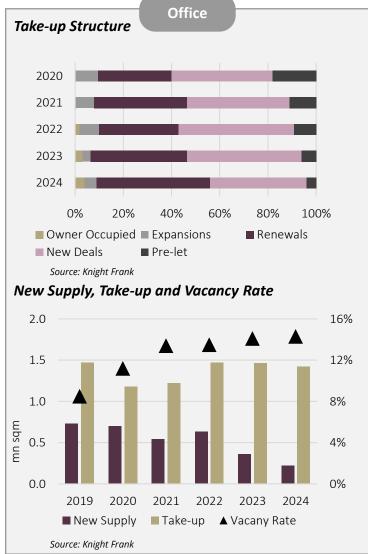


## SEGMENT DYNAMICS













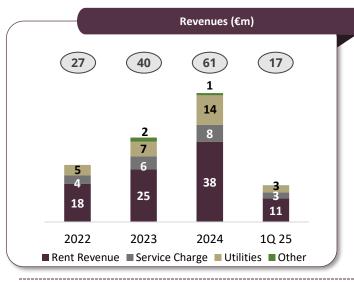
## 5. FINANCIAL OVERVIEW

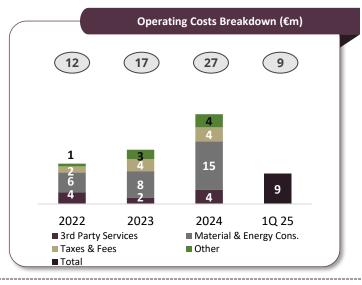


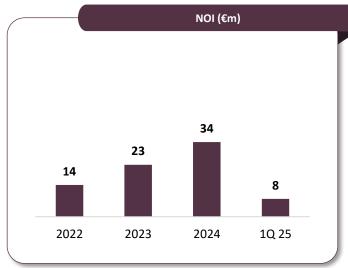


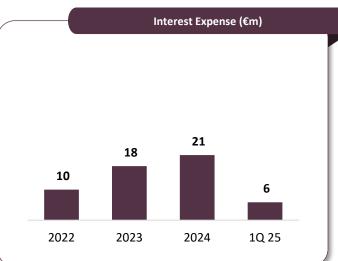
## HISTORICAL FINANCIALS (1/3)



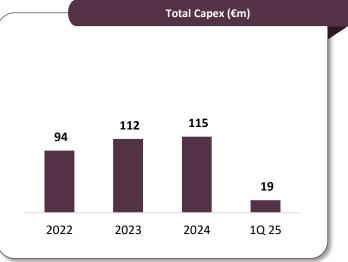












**2022 2023 2024 2025**€/PLN 4.30 4.30 4.30 4.30

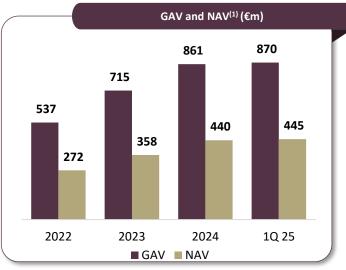
DL INVEST GROUP

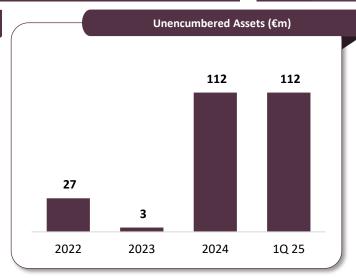


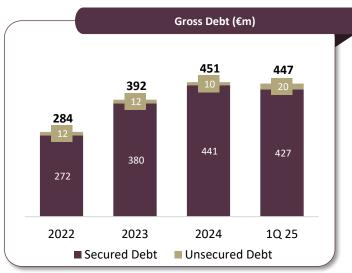
## HISTORICAL FINANCIALS (2/3)

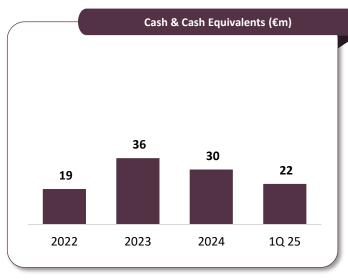


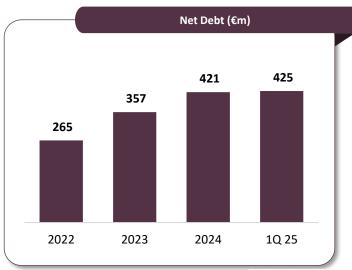












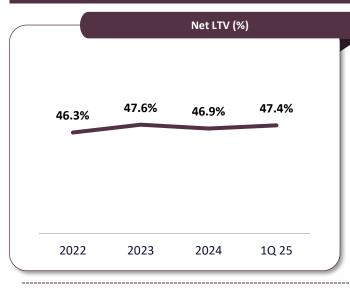
DL INVEST GROUP

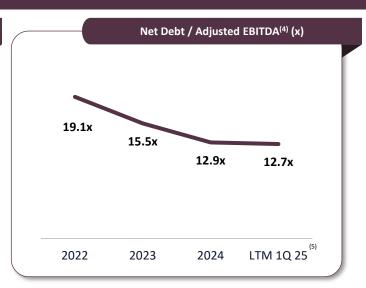
2022 2023 2024 2025 €/PLN 4.30 4.30 4.30 4.30

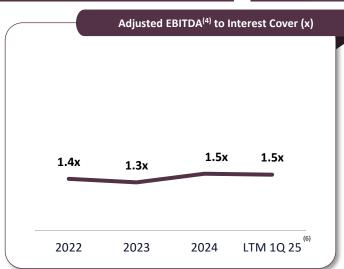


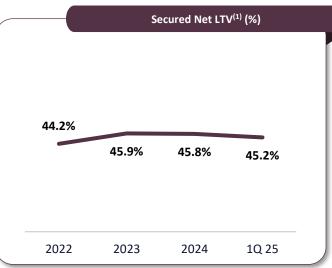
## HISTORICAL FINANCIALS (3/3)

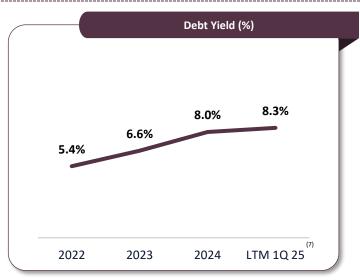












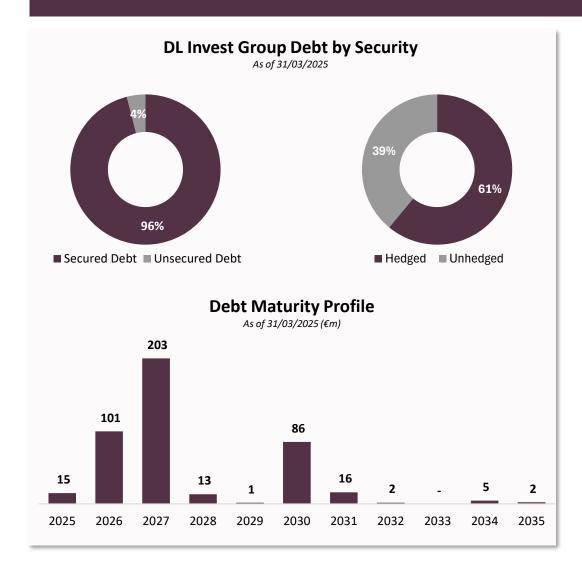


2022 2023 2024 2025 €/PLN 4.30 4.30 4.30 4.30



## DL INVEST DEBT STRUCTURE





#### **COMMENTARY ON PRE-TRANSACTION DEBT STRUCTURE**

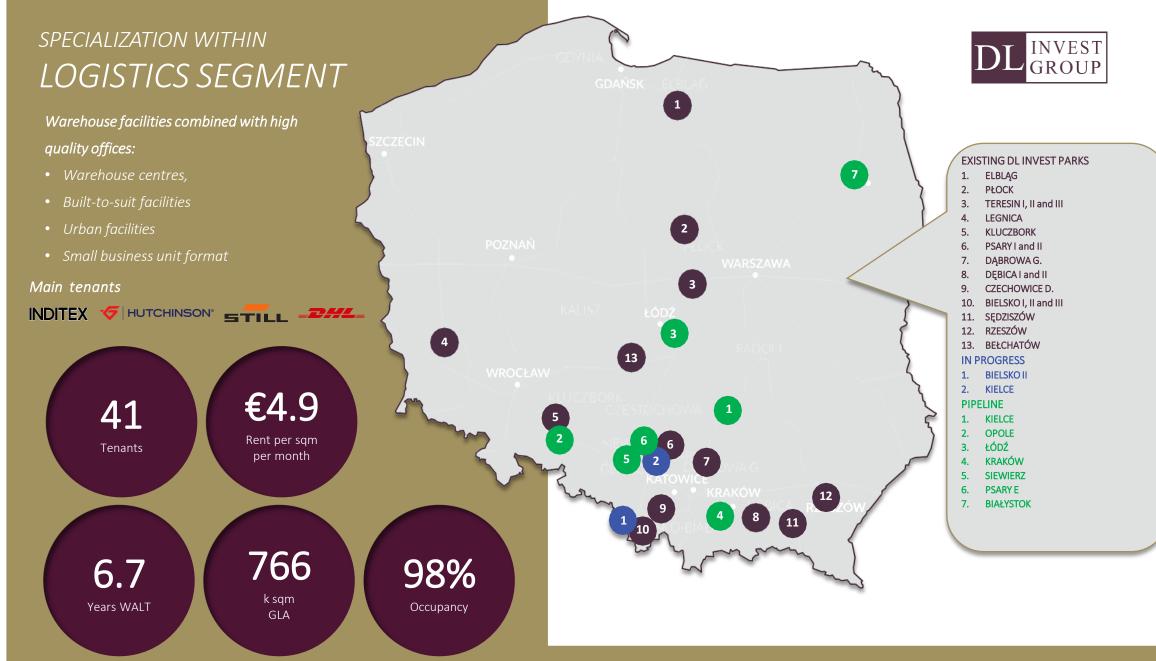
- DL Invest is a reliable financing partner, with a solid financial position
- Currently the Company has neither new bank facilities being finalized in 2025
- 61 % of bank loans and bonds are hedged against interest rate risk
- In 2024 DL Invest has issued 5 new series of the bonds in the total amount of PLN 54m (c.€12.5m)
- The debt maturing in 2026-2027 in the amount of €304m will be repaid from the issue of bonds in the amount of €215m
- The remaining debt in ING and BNP banks will be extended. We already have an offer to extend these financings with reduced amortization due to the low LTV level on projects





# 6. APPENDIX





## ASSET OVERVIEW – LOGISTICS









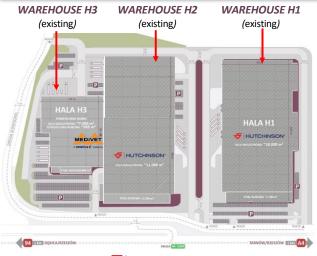






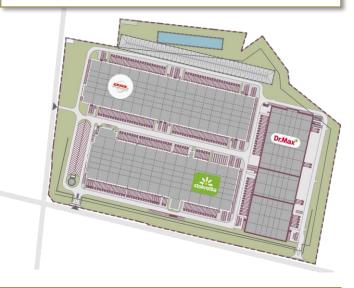


49k sqm GLA









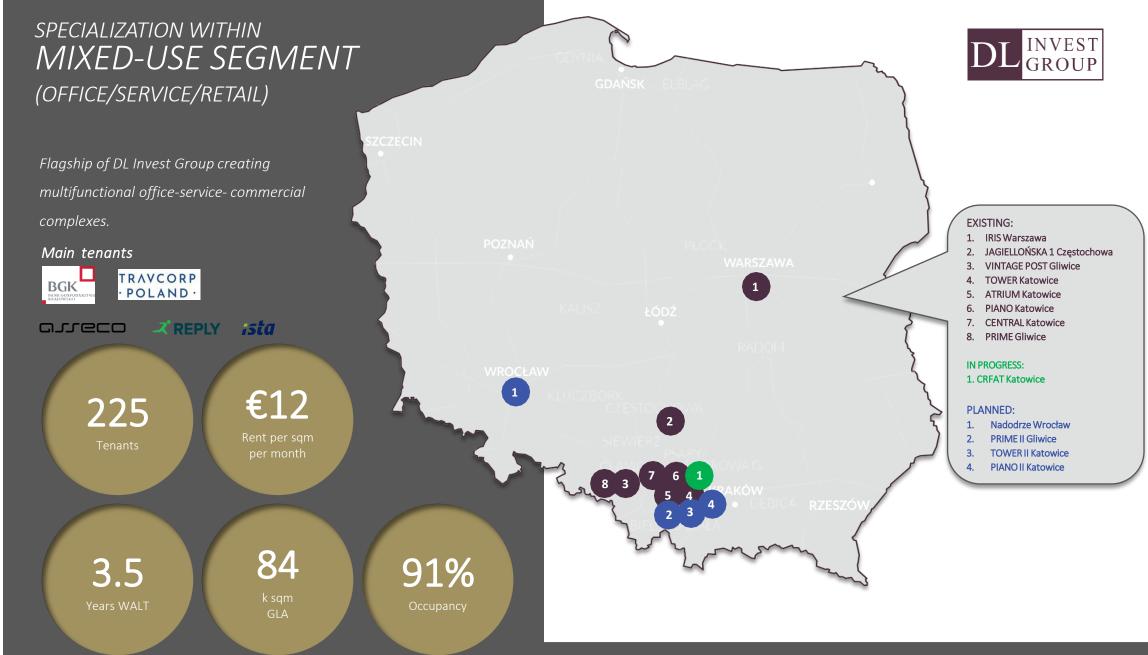
DL INVEST PARK PSARY

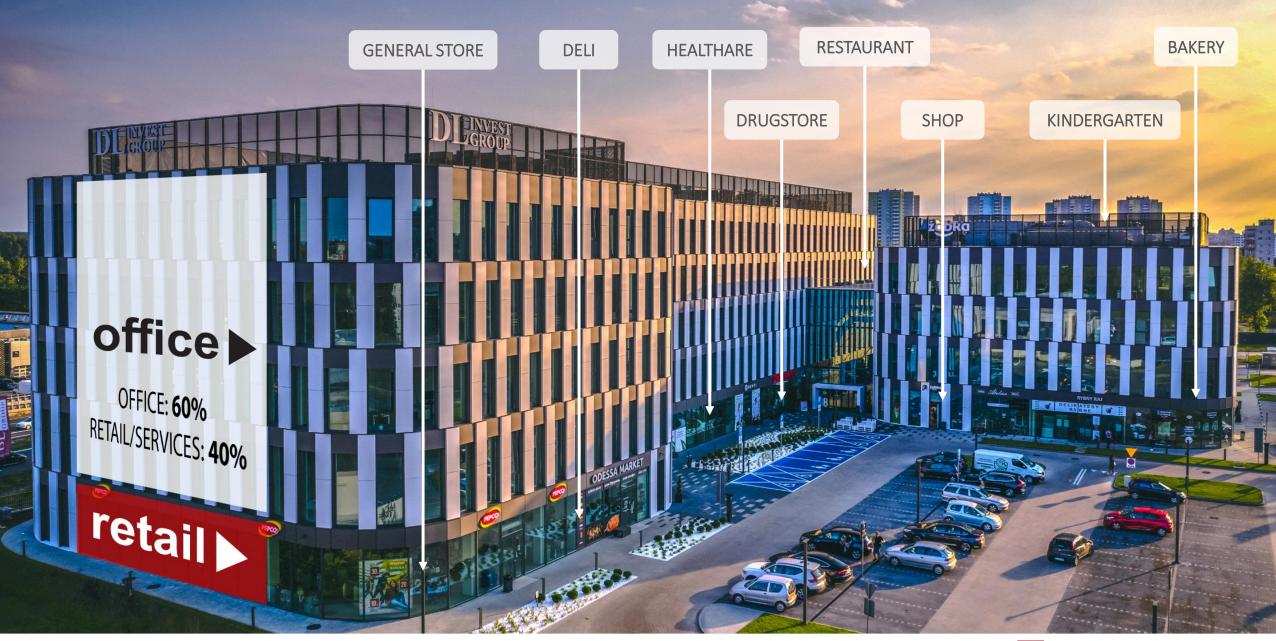
DL INVEST PARK DĘBICA

DL INVEST PARK TERESIN

41













## ASSET OVERVIEW - MIXED-USE (OFFICE/SERVICE/RETAIL)

















## SPECIALIZATION WITHIN SHOPPING PARKS

The DL Shopping Park brand consists of friendly, family-oriented facilities, with area of 3k to 6k GLA is occupied by wellknown and popular retail chain brands

#### Main tenants







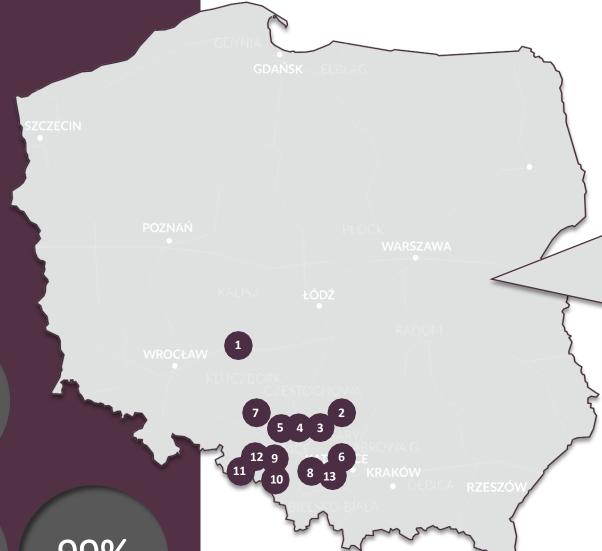
134

€12

Rent per sqm per month

3.9 Years WALT 46 GLA

99% Occupancy





#### **EXISTING:**

- 1. KĘPNO
- 2. ZAWIERCIE
- 3. CZELADŹ
- 4. SIEMIANOWICE ŚL. I
- 5. SIEMIANOWICE ŚL. II
- 6. KATOWICE
- 7. ZAWADZKIE
- 8. RUDA ŚLĄSKA
- 9. KNURÓW
- 10. KNURÓW II
- 11. RYDUŁTOWY
- 12. RYBNIK
- 13. MIKOŁOW

DL INVEST GROUP



## ASSET OVERVIEW — SHOPPING PARKS















DL SHOPPING PARK CZELADŹ



3k sqm GLA

DL SHOPPING SIEMIANOWICE II



DL SHOPPING RYDUŁTOWY





DL SHOPPING ZAWIERCIE



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