

HB Reavis

International workspace provider

November 2024

hbreavis

01

HB Reavis overview

HB Reavis Universe

30 years in the real estate industry

Over **1.65m** sq m of Gross Leasable Area (GLA) delivered and leased

Almost **206 k** sq m of GLA in pipeline and under development in key markets

Over **597 k** sq m of GLA in income producing portfolio in key markets

€3.23 bn in FMV of assets

*Source: Company Management as of 30 June 2024

From a Slovak leader to an International workspace provider



1997 First office building
Delivered the first modern office project in Slovakia

2016-2017 Varso Place & Agora
Construction launch of three exceptional large-scale schemes – Varso Tower in Warsaw, Agora in Budapest, Nivy Zone in Bratislava



2008-2013 International expansion
Portfolio grew to 13 office, retail and logistic projects across 3 countries



2007 Czech Republic & Hungary
Expanded into the Czech Republic and Hungary



1993 HB Reavis
Real estate agency HB Reavis established in Bratislava



2001 Aupark
Broke ground on Aupark shopping centres in Slovakia



2010 Warsaw
Launch of first development in Poland



2018 Germany
First two acquisitions – Berlin and Dresden



2017 33 Central
Broker deal with Wells Fargo for 33 Central



2013 London
First acquisition in London – 33 King William Street



2017 One Waterloo
Acquisition of Elizabeth House in London, dedicated for future development of One Waterloo



2017 Berlin
Set up a team focused on sourcing development and WaaS expansion opportunities

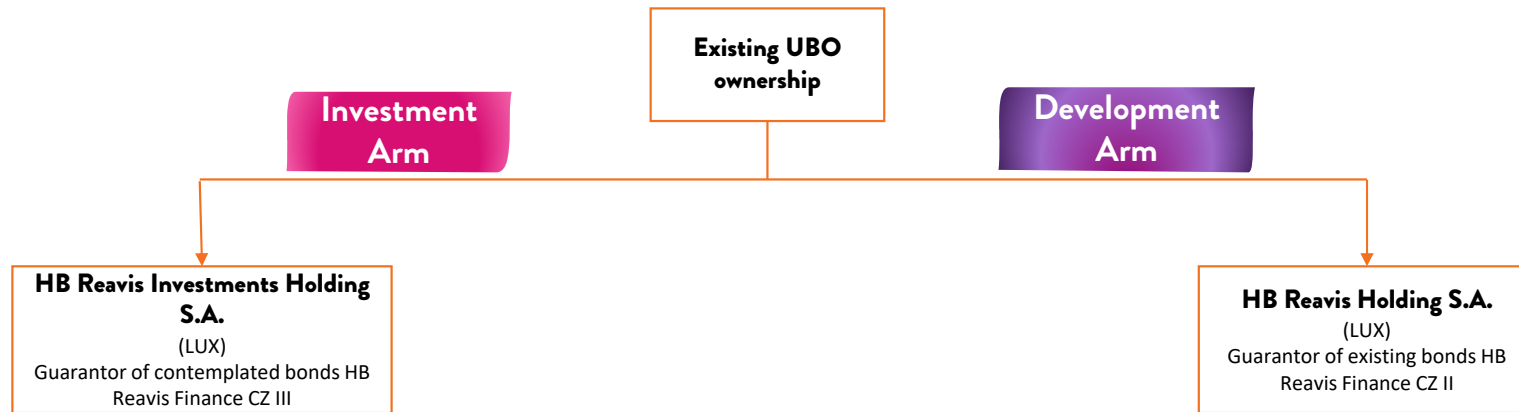


2024 – Worship Square
Completion of project Worship Square, a first net zero carbon scheme by HB Reavis

2022 – Reorganisation
Split into 2 separate groups, formation of HB Reavis Development and HB Reavis Investments

2020-2021: 9 buildings delivered
Over 357,000 sq.m of workspaces delivered despite world pandemic and slowdown of the economy

HB Reavis structuring & strategy snapshot



- Owns 10 office assets across 4 countries, long-term capital allocation focus on UK (London)¹, Germany (major cities), Poland (Warsaw), Slovakia (Bratislava) and Hungary (Budapest).
- Asset and property management is provided also for projects in the ownership of the Development Arm (153 k sqm), total 584k sqm under management.
- Occupancy of own portfolio 91.8% with WART ~7.75y²
- Long-term focus on creating top quality portfolio, ideally by acquiring further projects completed by the Development Arm.

- Owns investment projects Stanica Nivy and Apollo II (3 & 5) in Bratislava, Slovakia and project Worship Square in London, UK.
- Conservative development strategy (premium product) with pipeline in UK, Germany and Slovakia; no current major construction activities.


¹ Currently no asset in the UK, however the Group contemplates acquisition of a property from HB Reavis Holding

² 9/2024

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HB Reavis Investments business highlights

HB Reavis Investments leadership team overview

 The company is run by board of directors, chief executive and executive management

Members of the Board of Directors



Ivan Chrenko
Chairman, Co-founder

- Co-founder of HB Reavis
- He served as CEO of the HB Reavis Group from 1994 to October 2013
- Ultimate beneficial owner of HB Reavis

Other members of the Board of Directors

- Vincent Leduc - Director
- Liviu-Constantin Rusu - Director
- Lea Chrenkova - Director
- Marcel Sedlak – Director
- Gregory Sheppard –Director

Chief Executive and Executive Management



Marcel Sedlák
Group CEO
20+ years with HB Reavis

- CEO since 2023, in charge of Group strategy, overseeing whole HB Reavis Investments business. Marcel is also a member of Executive Management .
- From 2017 to April 2022 Country CEO in Germany. Previously Chief Investment Officer.



Tomáš Krajčír
Group CFO
10+ years with HB Reavis

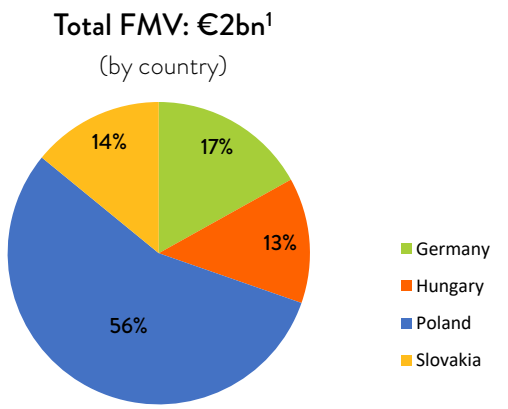
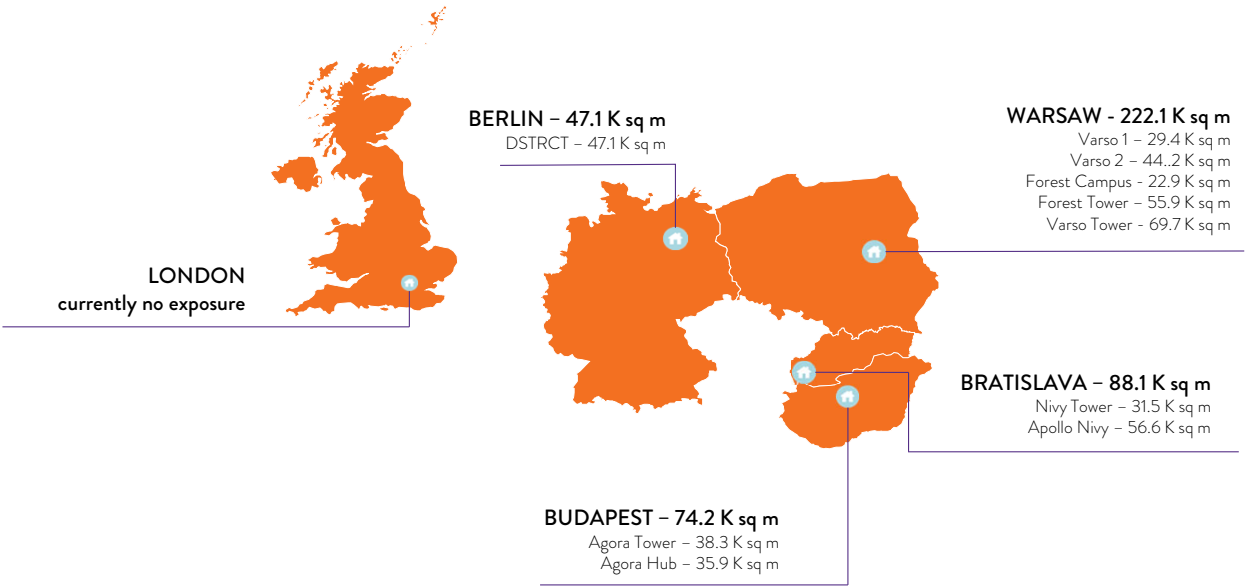
- CFO since 2023, overseeing Corporate Finance, Controlling, Treasury, Accounting, Invoicing and Tax departments.
- Previously Head of Controlling department responsible for treasury management, financial modeling and operations.



Matůš Lipták
Group COO
6 years with HB Reavis

- COO since 2022, responsible for overseeing and managing the day-to-day operations of asset management division.
- Joined HB Reavis in 2018 as Head of More by HB Reavis.
- Prior to joining HB Reavis Matůš 14 years experience as Business Transformation and IT Senior Manager

International workspace provider



Source: Company Management as of 30 September 2024
¹ Fair market values as of 30 June 2024

Current Workspace Trends and our services offering

#1 Hybrid working will become the norm

Both employers and employees expect to adopt a mix of at-home and in-office working.

#2 Technology will play a greater role in boosting employee performance

Data will power the new digital experience.

#3 Flexibility will be key to success and will result in even more agile setups

Corporate agility will extend to office leasing and will drive even greater efficiencies through technology.

#4 Environmental aspects, health and wellbeing will be of paramount importance

Employee wellbeing will be at the heart of the modern digital work experience and will be what employers are judged upon in the future.

Traditional leases enhanced by additional services

All-in property owner and operator providing customer tailored leasing products to suit their needs.



More

Social events & services

Active asset management with above standard services



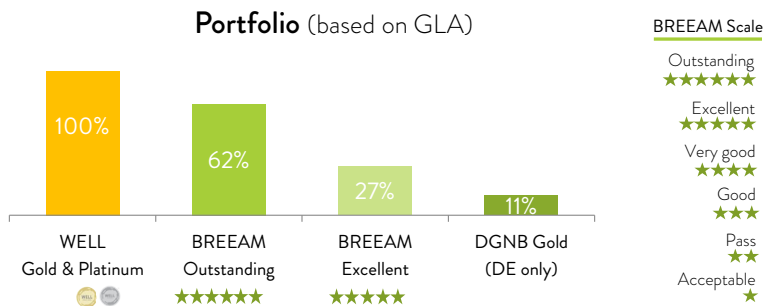
Qubes

New genres of workspace

Flexible workplace, all inclusive services, for a wide range of companies

HB Reavis Investments: strategy of best-in-class ESG performance

BREEAM & WELL Certified projects



Projects with a BREEAM certification of at least Excellent (or equivalent level of similar certification) will be considered for future acquisitions.

Project	Country	BREEAM	WELL
DSTRCT	Berlin	Gold DGNB	Gold
Nivy Tower	Bratislava	Outstanding (in process)	Platinum
Apollo Nivy	Bratislava	Outstanding (in process)	Platinum (in process)
Agora HUB	Budapest	Outstanding	Gold
Agora Tower	Budapest	Excellent	Gold
Forest Campus	Warsaw	Excellent	Gold
Forest Tower	Warsaw	Excellent	Gold
Varso 1	Warsaw	Outstanding	Gold
Varso 2	Warsaw	Outstanding	Gold
Varso Tower	Warsaw	Outstanding	Gold

Worship Square (example of possible acquisition) – key highlights

Development
Arm



96% of building ERV
(10.75m GBP) leased



Blended achieved rents
around **20% higher than
Shoreditch average** prime
rents. (Cushman and Wakefield)



Worship Square has won
prestigious **GRI Club
Europe Awards 2024** in
the **Decarbonisation
Project of the Year**
category

In use



Worship Square, London

GLA: 12.9k sq m

Completion: Q2 2024

Status: In use

ESG: Targeted Net Zero Carbon, BREEAM Outstanding, NABERS 5*, WELL Platinum, WiredScore & SmartScore Platinum



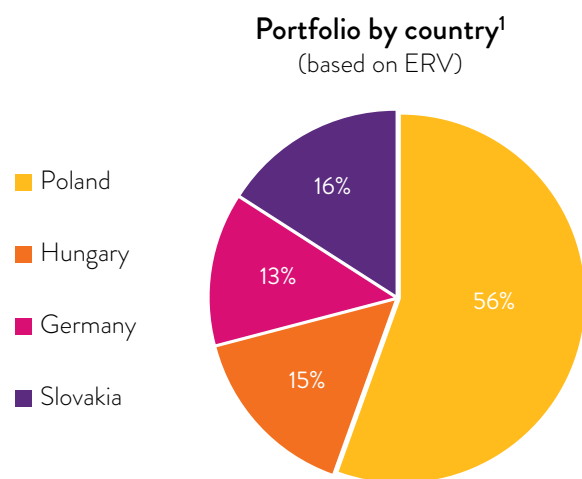
Located in prominent corner location of Worship and Clifton street. The new scheme will be focused on employee wellbeing, sustainability and digital connectivity.

03

Portfolio of HB Reavis Investments

HB Reavis Investments - snapshot

Summary statistics



- Poland
- Hungary
- Germany
- Slovakia

ERV¹
€119 million

FMV²
€2.0 billion

GDV¹
€2.12 billion

GLA¹
432k sq m

Bank debt²
€1.33 billion

Average age¹
3 years

Occupancy¹
92%

WART¹
7.75 years

Total debt/Total Assets³
63%

- Close to full letting and fit-out completion, with just €30m pending CAPEX (fully secured by project loans/cash).
- All assets have long-term funding secured with >95% of volume subject to interest caps or fixed rates.
- Excellent portfolio quality, modern stock delivered and leased in the difficult pandemic period, proving attractiveness and resilience of the product

¹Source: Company information as of 30 September 2024 and management estimates

²Source: Company information as of 30 June 2024 and management estimates

³Including RP debt, calculated as Total debt 1,367.9 / Total assets 2,171.8 as presented in consolidated financial statements as of 30 June 2024

Varso Place, Warsaw, Poland



Varso Tower, Warsaw
 GLA: 70 k sq m of GLA
 Completion: September 2022



Varso I-II, Warsaw
 GLA: 29 k & 44 k sq m
 Completion: February & May 2020



GLA	ERV
143,300 sq m	€46.1 million
Occupancy	WART
90.4 %	8.85 years
GDV	
€ 845.6 million	

Project description and highlights

- Varso Place consists of 3 high-rise buildings in the business center of Warsaw: Varso 1, Varso 2 and Varso Tower
- Iconic Varso Tower was designed by Foster + Partners architect studio
- At 310 meters high, Varso Tower is a prominent landmark of the Warsaw skyline and the tallest building in the European Union.
- Winner of CEEQA (Central and Eastern European Real Estate Quality Awards) award for the best building of the year in Central and Eastern Europe in 2023

Top Tenants



*Source: Company information as of 30 September 2024 and management estimates.

Forest, Warsaw, Poland



Forest Campus & Tower, Warsaw

GLA: 24 k & 57 k sq m

Completion: September 2021 March 2022

GLA

78,800 sq m

ERV

€20.2 million

GDV

€ 333.5 million

Occupancy

96.7 %

WART

7.5 years

Project description and highlights

- Forest Project consists of 2 buildings Forest Campus and Forest Tower
- Located on the site of a former industrial zone in Warsaw at the crossroads of three Warsaw districts with excellent transport accessibility.
- The design of the project and its surroundings places great emphasis on greenery and accessibility. Roof gardens (major one accessible to public as well) and courtyard have area of more than equivalent of two football fields.

Top Tenants



Source: Company information as of 30 September 2024 and management estimates.

Nivy Tower & Apollo Nivy, Bratislava, Slovakia



Nivy Tower, Bratislava
 GLA: 31.5k sq m
 Completion: March 2020



Apollo Nivy, Bratislava
 GLA: 56.6k sq m
 Completion: March 2023

Project description and highlights

Nivy Tower

- Earliest completed building in portfolio
- One of the tallest buildings in Bratislava
- Excellent connectivity and amenities due to adjacent main bus station and shopping mall

Apollo Nivy

- Latest completed building in portfolio
- 5-minute walk from the main bus station
- the largest floorplate per floor in the region, making the building attractive to large tenants

GLA	ERV
31,500 sq m	€7.4 million
Occupancy	WART
97.3 %	5.65 years
GDV*	
€119.9 million	

GLA	ERV
56,600 sq m	€11.6 million
Occupancy	WART
79.0 %	7.75 years
GDV*	
€ 189.8 million	

Top Tenants



* Gross Development Value based on management estimates
 Source: Company information as of 30 September 2024

Agora, Budapest, Hungary



Agora Tower & Hub, Budapest

GLA: 38k & 36k sq m
 Completion: June & August 2020

GLA	ERV	GDV*
74,200 sq m	€18.4 million	
Occupancy	WART	€276.9 million
93.6 %	5.50 years	

Project description and highlights

- Consists of 2 buildings, Agora Hub and Agora Tower
- Designed by MAKE architects
- Located in the heart of the Váci office corridor with excellent transport connections.

Top Tenants



* Gross Development Value based on management estimates
 Source: Company information as of 30 September 2024

DSTRCT, Berlin, Germany



DSTRCT, Berlin
 GLA: 47k sq m
 Completion: December 2021

Project description and highlights

- Timeless architecture, includes historic halls used as office and retail space
- Designed by Gewers & Pudewill
- Winner of ImAward contest for the best new building of 2022
- Located at the Ringbahn transport hub with a sustainable and innovative mobility concept

GLA	ERV	GDV*
47,100 sq m	€15.7 million	
Occupancy	WART	€356.8 million
92.7 %	8.40 years	

Top Tenants



* Gross Development Value based on management estimates
 Source: Company information as of 30 September 2024

04

Financial review

Financial policy

Target level of leverage

- Optimal gross debt to total assets 63% – 67% as of FY 2024
- Optimal gross debt to total assets 60% as of FY 2025/26
- Optimal gross debt to total assets 50% – 55% as of FY 2027 onwards

Optimal cash reserve

- Cash reserve target at minimum 2% of the balance sheet, with additional reserve to cover future debt-bullet repayments

Active hedging policy

- Interest rate hedging target to hedge 85-100% of long-term debt exposure

Properties

- Long-term ownership of assets mainly in the premium office segment
- Located in perpetual locations with an emphasis on quality spaces and sustainability.

HB Reavis Investments – financial review (1)

- NAV over €700m due to yield level stabilization and rent collection building up. In terms of Investment property value, all assets recorded appreciation, except for Agora due to yields moving further out in Hungary.
- Balance sheet volume deflated (Other payables) due to settlement of Nove Apollo acquisition in 1H2024.
- In 2023, overall balance sheet remained to be relatively stable due to replacement of Bloom (divested 9/2023) by Nove Apollo (acquired 12/2023). Despite mitigation by rent indexation, yield shift negatively impacted especially half year performance with combined revaluation loss of ~180m EUR. Situation however stabilized in 2h2023 as was evidenced by revaluation loss growing just mildly to ~185m EUR for 2023.
- Debt developed in line with assumptions with finalizing top-up of Forest and Varso loans during 2023. Majority of cash raised, remains in project SPVs in relation to coverage remaining CAPEX and debt service (during rent-free periods).
- Significant working capital still required as HB Reavis Development acts as contractor for remaining fit-outs under construction.

Key financial indicators	HY 2024 (in €m)	FY 2023 (in €m)	FY 2022 (in €m)
Investment property	1,917.6	1,898.9	2,024.2
Non-current assets classified as held for sale	0	0	0
Receivables and Loans	112.2	168.9	99.6
Cash and cash equivalents	105.5	133.1	71.6
Other assets	36.5	37.1	56.9
Total assets	2,171.8	2,238.0	2,252.3
Bank borrowings	1,333.9	1,360.7	1,266.3
Trade and other payables	117.9	166.0	224.6
Other liabilities	90.9	101.4	145.8
Total equity	629.1	609.9	615.6
NAV adjusted	702.7	692.4	735.7

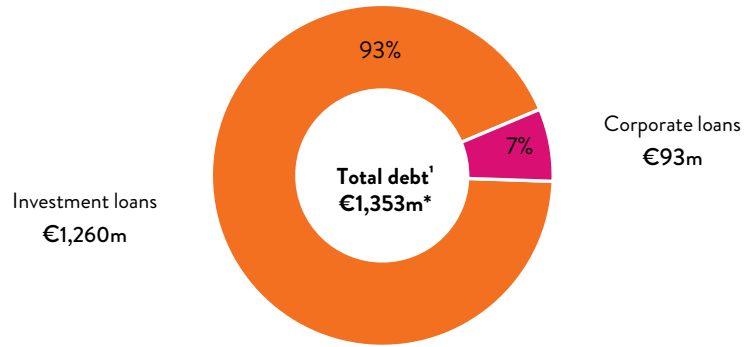
HB Reavis Investments – financial review (2)

- Rental collection shall reach €84m on cash basis in 2024, with contracted tenants moving in and rent-free periods expiring, coming closer to portfolio full potential represented by ERV of €119m.
- Revaluation loss of 2023 was driven by the deteriorating market development (higher interest rate environment reflected in the return expectations of investors, construction costs increases).
- Development of main parameters impacting property valuations was much more stable in 2h2023 with trend continuing in 1h2024 ultimately contributing to valuation gain in this period.

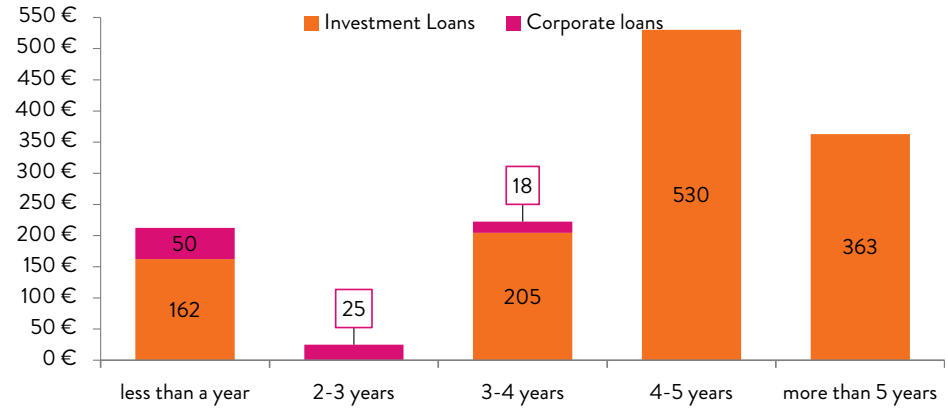
Key financial indicators	HY 2024 (in €m)	FY 2023 (in €m)	FY 2022 (in €m)
NOI from Investment Property	44.7	77.3	37.9
Revaluation gain (loss)	8.1	(185.5)	(28.4)
OPEX	(13.4)	(27.0)	(17.8)
Result from construction	4.7	12.6	6.6
Interest income (expense)	(42.0)	(70.3)	(22.6)
Financial Hedging	9.3	(16.6)	22.8
Result on disposal of subsidiary	-	6.9	-
FX differences	2.2	62.8	(7.6)
Income tax	(3.2)	27.6	(2.9)
Net result	10.4	(112.2)	(12.0)
Effect of FX retranslation	(2.5)	25.9	(6.5)
Total Comprehensive result	7.9	(86.3)	(18.5)

HB Reavis Investments - funding overview

Bank borrowings overview as of 30th September 2024¹



Bank borrowings split by final maturity date as of 30th September 2024¹



Outstanding debt with maturity in 2025 & 2026:

- €50m corporate loan is repayable in July 2025 – intended for roll-over
- €162m investment loan due in 2025, refinancing underway, anticipated balance at refinancing is ~160m EUR (regular repayments by that date)
- €25m corporate loans repayable 2026 and €18m corporate loans repayable 2028 are gradually repaid until their maturity but are planned to be replaced by other corporate exposure.

¹ Company management estimate as of 30 September 2024

Glossary

Abbreviation	Explanation
ERV	Estimated rental value – the annual value collected from rent at 100% occupancy
GLA	Gross leasable area – the total area that is leased including common areas
GDV	Gross Development Value - the total value of the completed development (built, leased, ready for sale)
FMV	Fair Market Value - the price that would be received to sell an asset in an orderly transaction between market participants
WART	Weighted Average Remaining Term – average time remaining on lease contracts across a property's tenants, weighted by rental income
Sq m	Square meter (m ²)
NAV adjusted	Equity attributable to the owners of HB Reavis Investments Holding S.A. adjusted for Deferred income tax

Thank you

HB Reavis: International workspace provider

November 2024

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