



ATRIUM  
PROMENADA



# COMPANY PRESENTATION

JUNE 2021

# CONTENT



## **Liad Barzilai**

Group CEO

c.12 years at Atrium, c.4 CEO Atrium  
c.14+ years in real estate

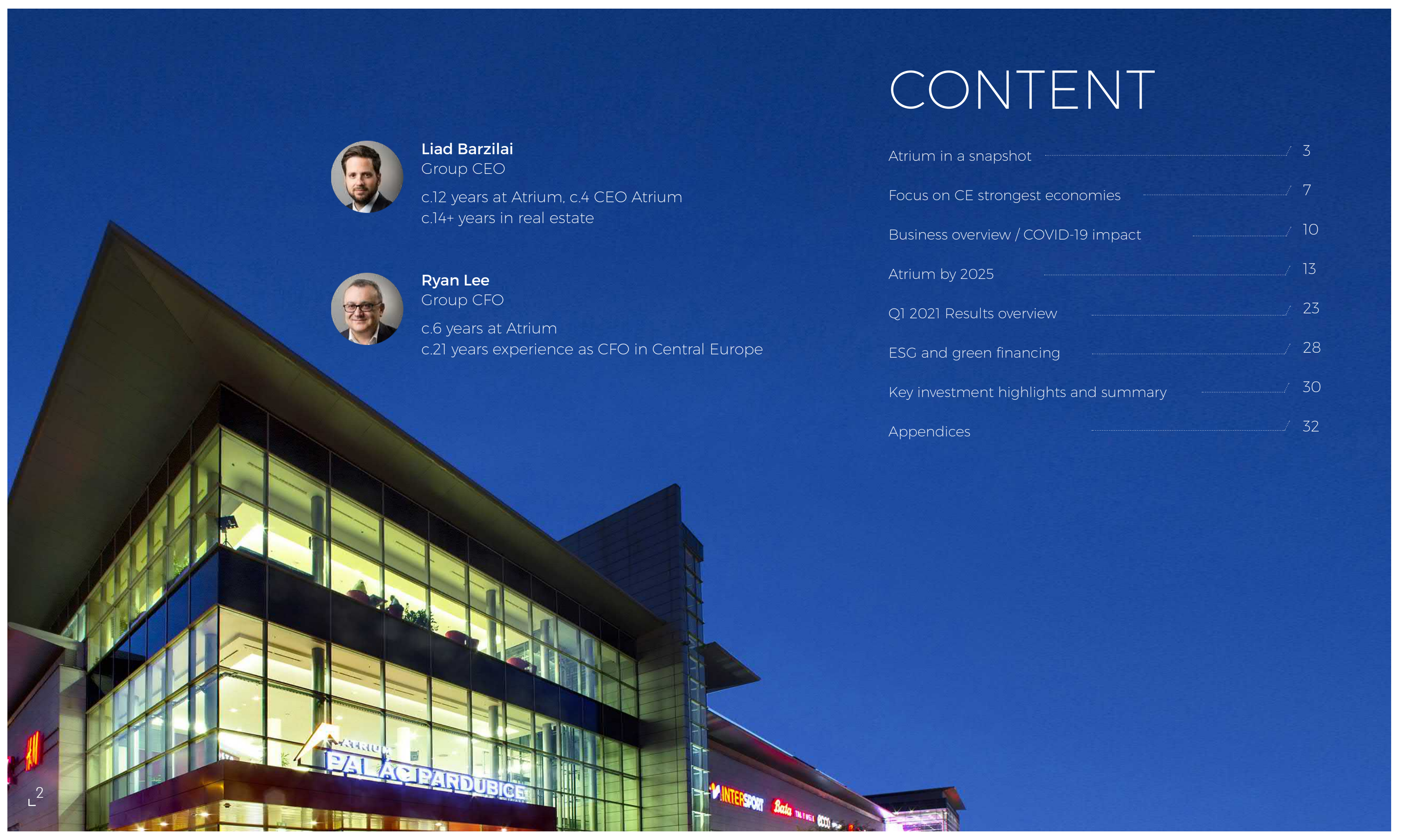


## **Ryan Lee**

Group CFO

c.6 years at Atrium  
c.21 years experience as CFO in Central Europe

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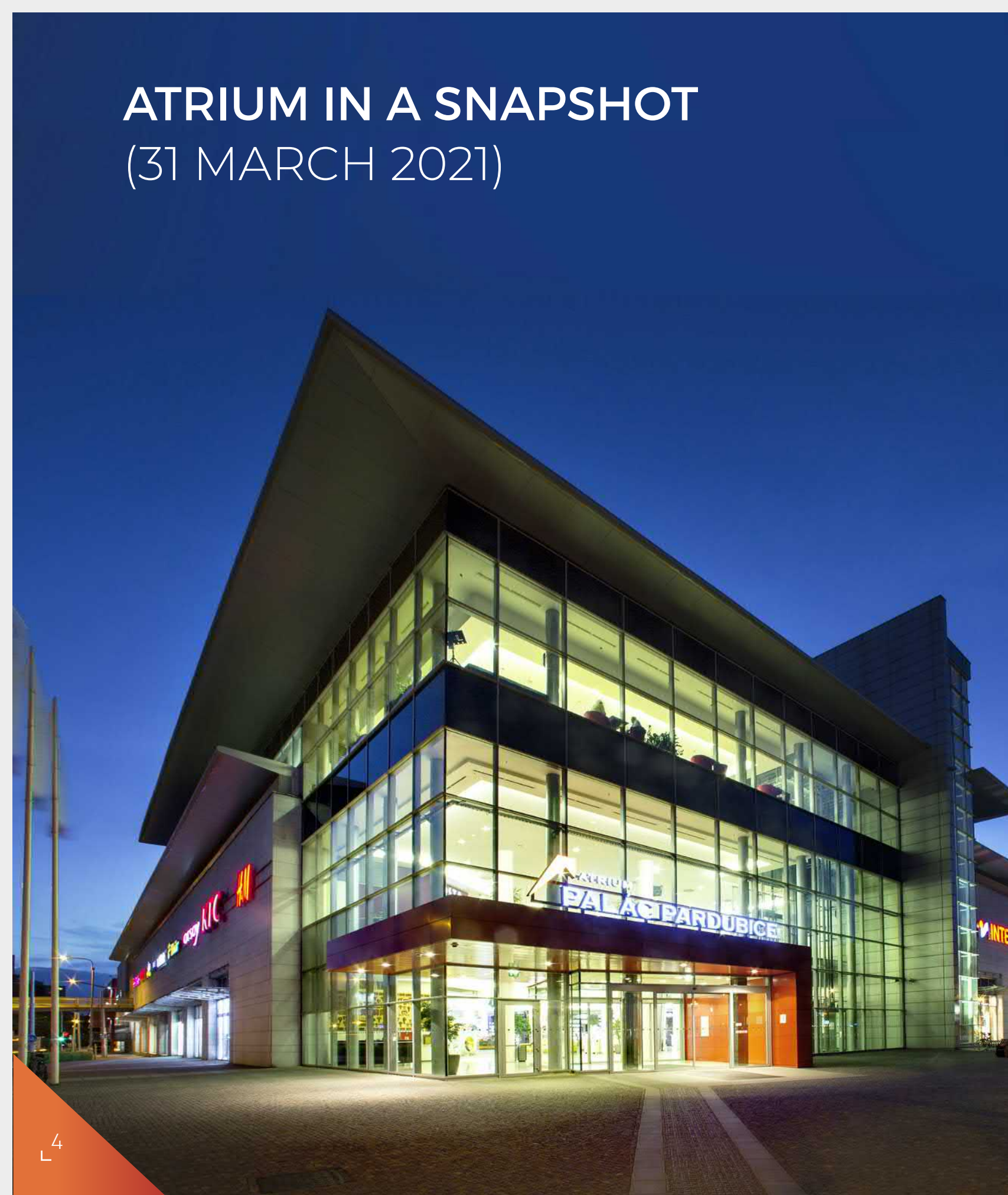


# ATRIUM IN A SNAPSHOT



# ATRIUM IN A SNAPSHOT

(31 MARCH 2021)



**CE retail portfolio** focused on high quality urban assets in Warsaw and Prague (55% of portfolio value)

Committed to ongoing asset rotation strategy since 2015 (€1.3bn transaction volume to date)

Focus on dominant assets: **from 153 assets in 2014 to 26 today**, average asset value increasing from €17m to €94m

**2020-2025:** diversification into residential for rent in Poland / Czech  
**Target:** > 5,000 residential units and 40% of portfolio value by 2025

€2.5bn

**Standing Investment Portfolio**

809,000

**sqm GLA**

€1.6bn

**Poland**

€0.9bn  
5 assets Warsaw

91.7%

**Occupancy**

€0.5bn

**Czech**

€0.4bn  
2 assets Prague

6.6%

**Net equivalent yield**

5.1 yr  
**WALT**

# GREEN FINANCING STRENGTHENS BALANCE SHEET AND PROVIDES FURTHER FINANCIAL FLEXIBILITY



Balance sheet proactively managed with long term target of **40% net LTV**

April 2021, Moody's upgraded Atrium's corporate rating to Baa3 stable

Q1 2021: First green bonds of €300m issued, maturing in Sep. 2027

Q2 2021: First hybrid green Notes of €350m issued

27%

Net LTV (today)

39.0% (31.3.2021)

€520m

Cash as at 8.6.2021

€300m unutilised credit facility

BBB Fitch

Baa3 Moody's

79%

Unencumbered assets (today)



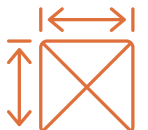

2.8%, 5.0 yr

Average cost of debt / maturity  
31.3.2021

€4.19

EPRA NRV per share  
31.3.2021

# 2015 TO DATE - A PORTFOLIO FOCUSED ON QUALITY IN POLAND AND CZECH

|   | 31.3.2021  | 31.12.2014 |
|---|------------|------------|
|  Portfolio Market value      | € 2.5 bn   | € 2.6bn    |
|  Number Of Assets            | 26         | 153        |
|  Number Of Countries       | 4          | 7          |
|  Average Asset Size In GLA | 31,100 sqm | 8,900sqm   |
|  Average Asset Value       | € 94 m     | € 17 m     |

Transaction volume  
2015 - 2020

prime asset purchased

€0.5bn

secondary assets sold

€0.8bn

of land plots monetised

€51m

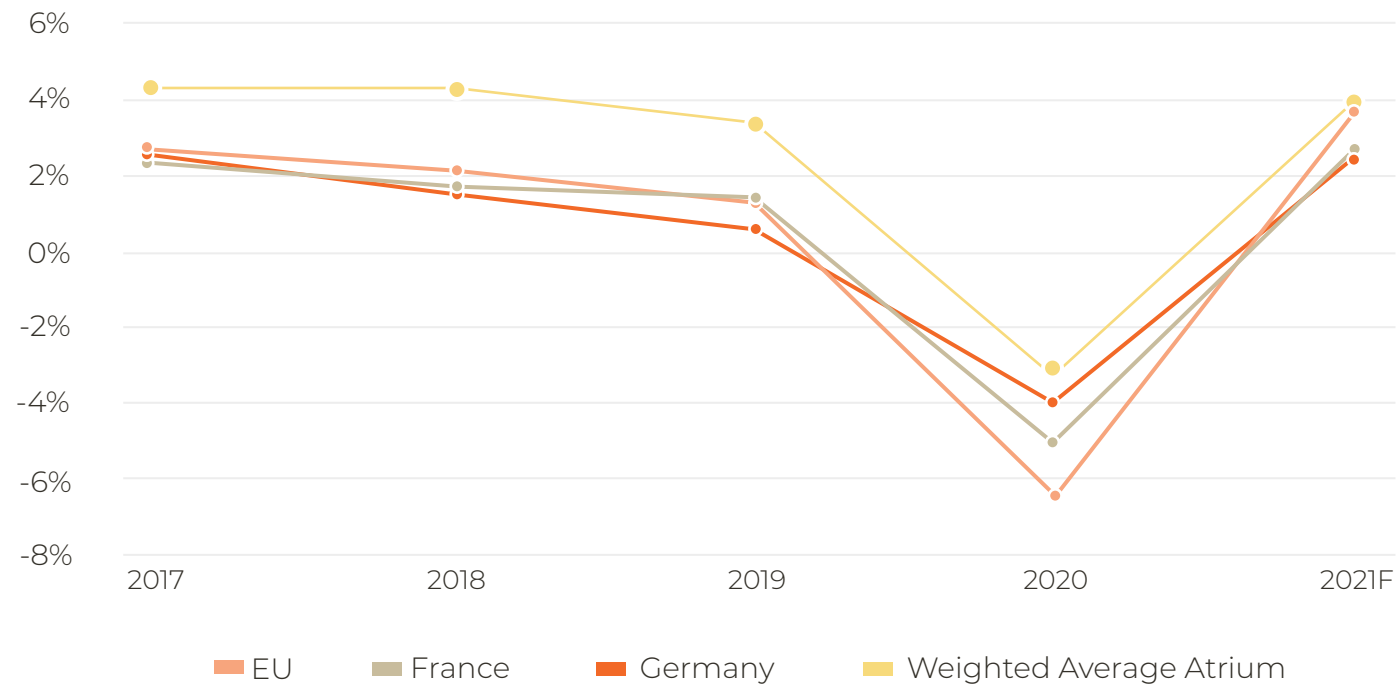
# FOCUS ON CE STRONGEST ECONOMIES



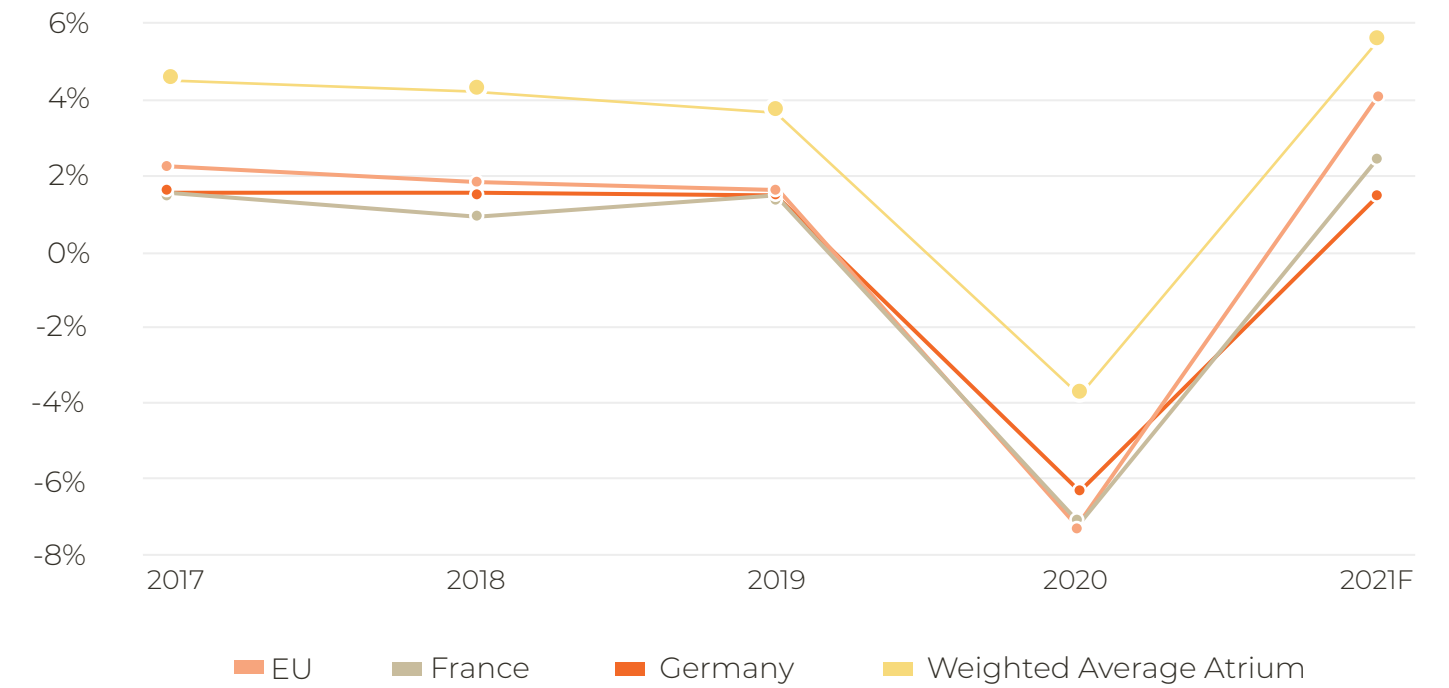
# STRONGER MACRO INDICATORS IN CE COUNTRIES



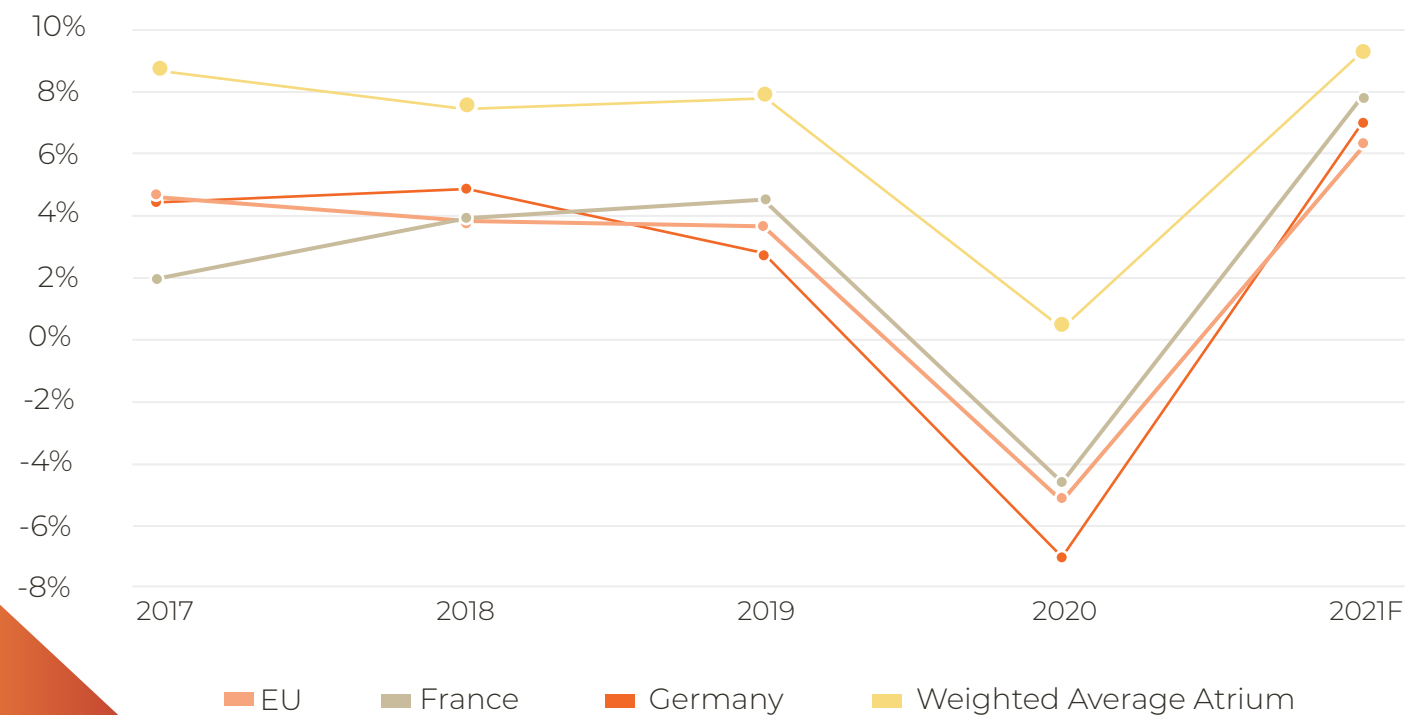
## GDP GROWTH



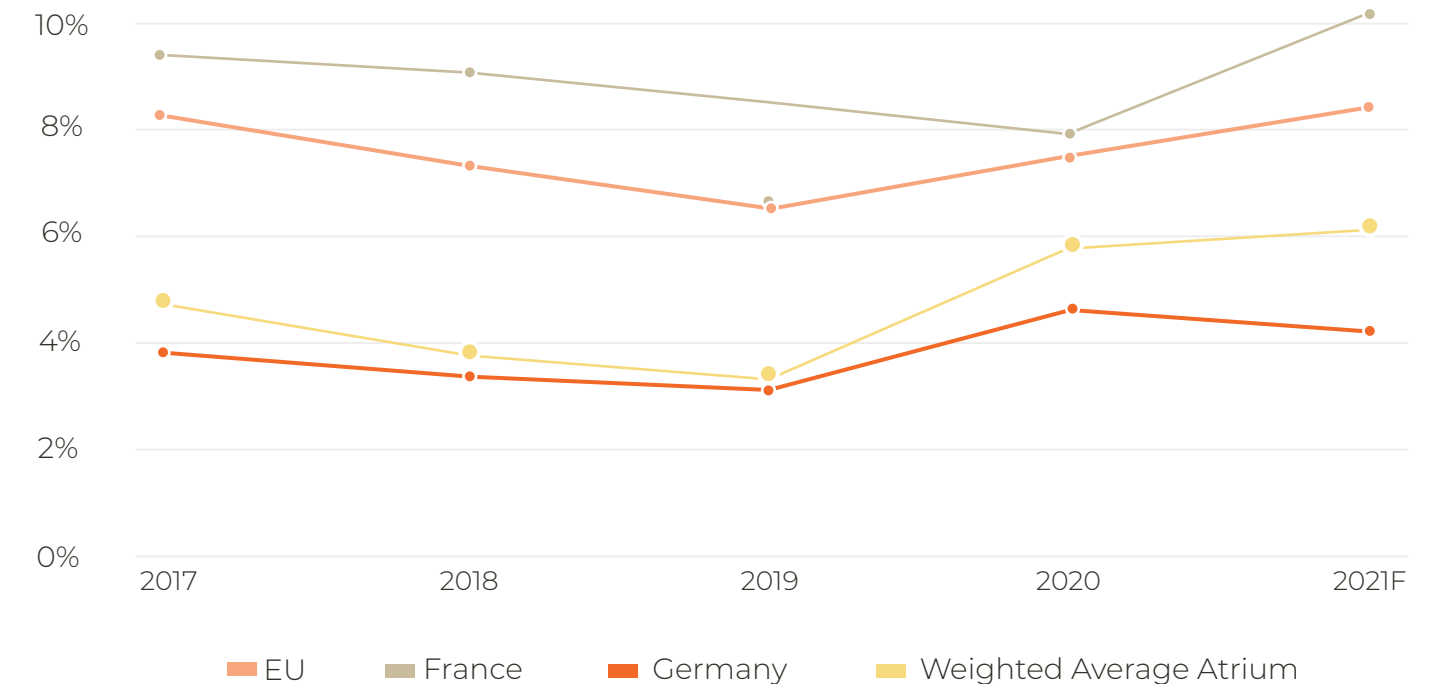
## CONSUMER SPENDING GROWTH



## RETAIL SALES GROWTH



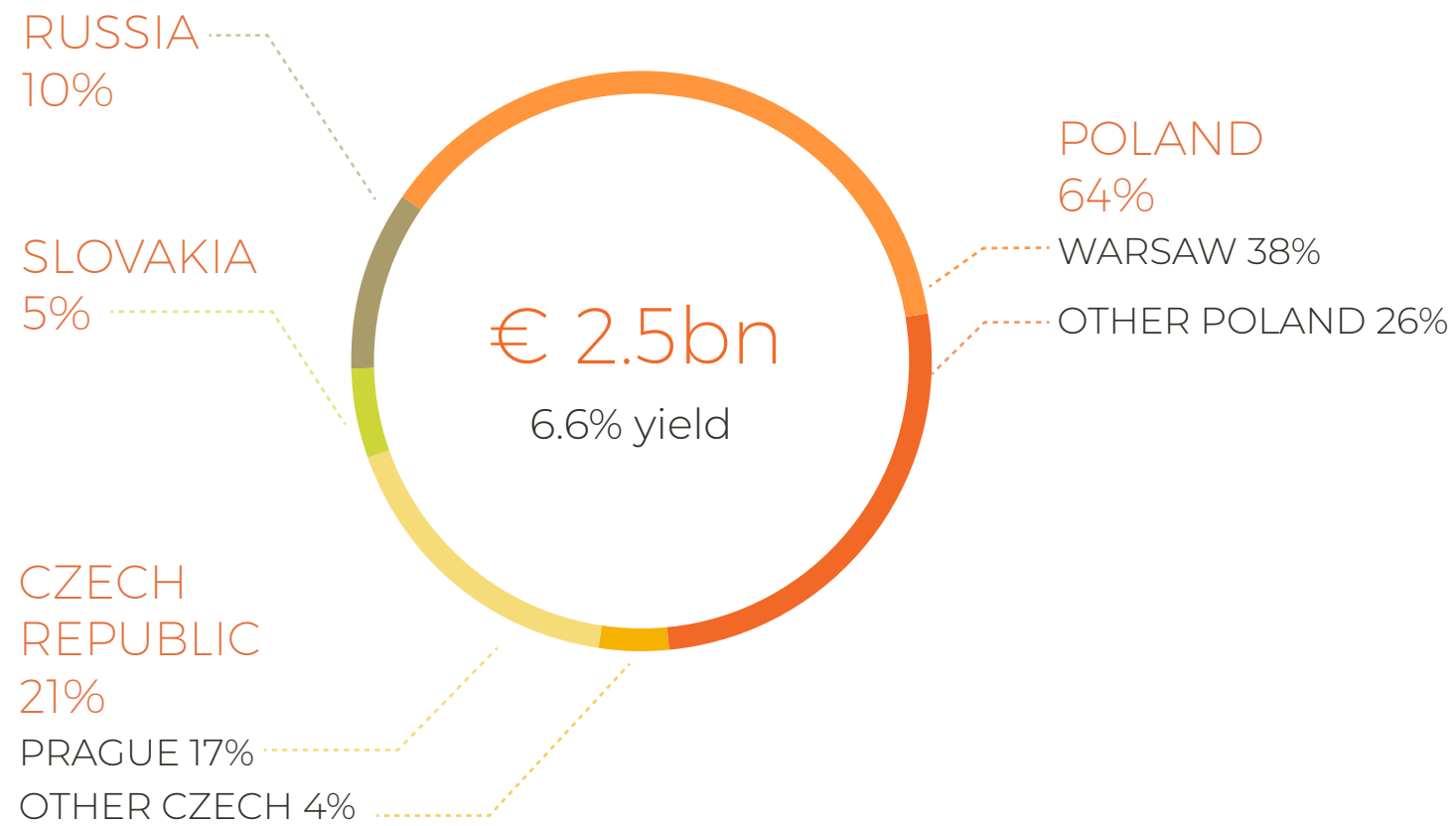
## UNEMPLOYMENT



Source: Capital Economics, European Commission, Focus, IMF, Macrotrends, Trading Economics and World Bank. Weighted average based on portfolio value



## Portfolio Diversification by Country

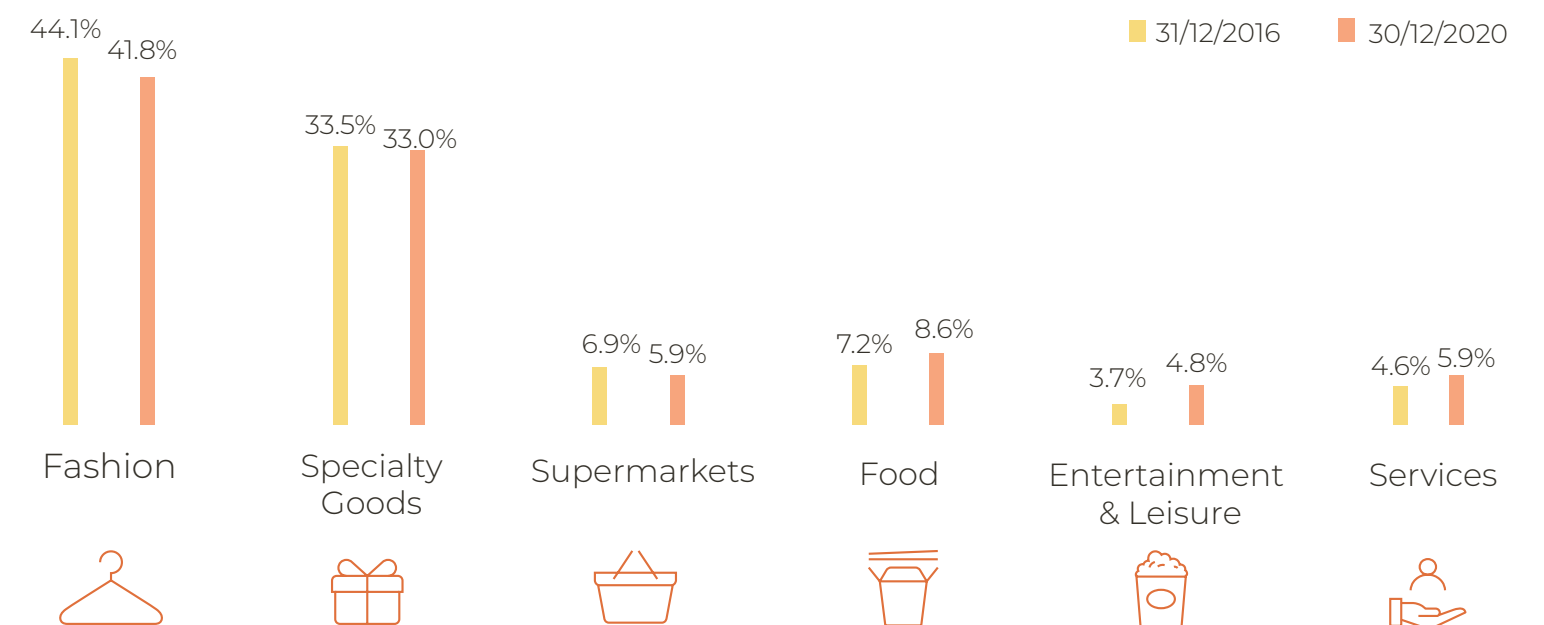


## Centralized Urban Portfolio

- | 85% of the portfolio is in Poland and Czech - region's strongest economies
- | Warsaw and Prague centric asset base, 55% of the portfolio
- | 5 assets in Warsaw, €0.9bn market value
- | 2 assets in Prague, €0.4bn market value

## Evolution of GLA by industry 2017 - 2020

Tenant mix (as a percentage of GLA) by annualised rental income on a like-for-like basis

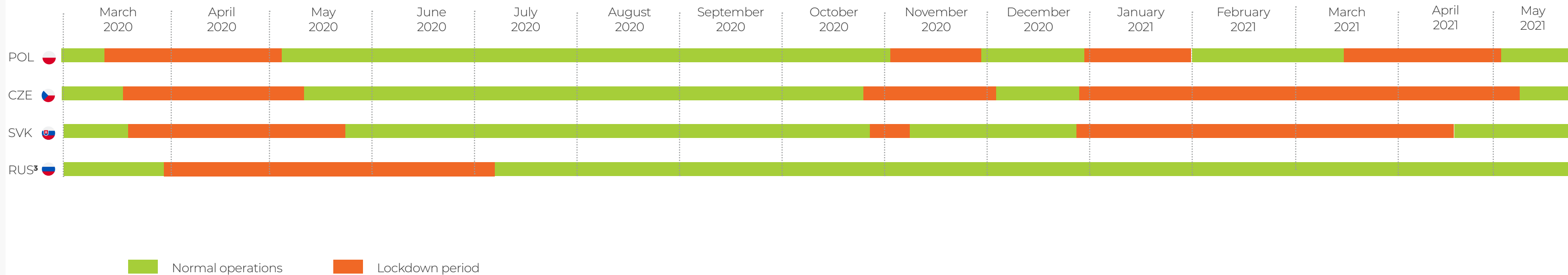


# BUSINESS OVERVIEW / COVID-19 IMPACT

# ALL OUR SHOPPING CENTRES ARE OPERATING AS OF TODAY

- | Series of lockdowns from March 2020 to May 2021, when Czech has also reopened
- | Significant volatility in tenants' performance with a strong rebound when centres reopened
- | Vaccination rollout:<sup>1</sup> Poland 38%, Czech 39%, Slovakia 41%, Russia 12%, EU 41%

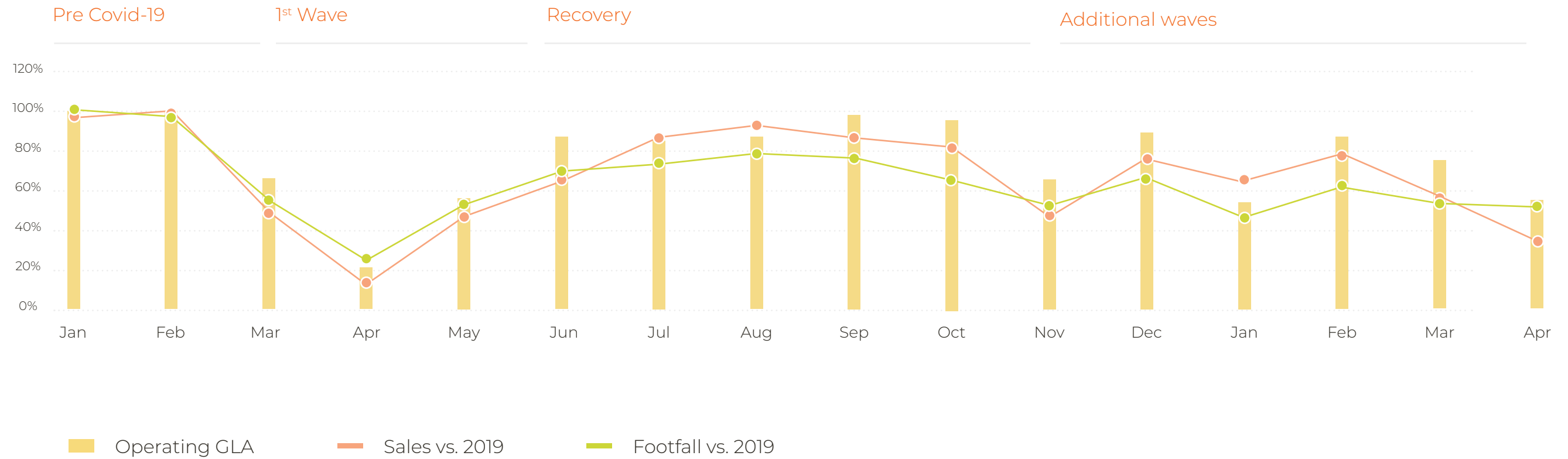
Operations in 2021 to date were closed<sup>2</sup> on average for c. 62% of the period



<sup>1</sup> Percentage of the population received at least one dose, as at 6 June 2021  
<sup>2</sup> Only essential stores were open  
<sup>3</sup> Shopping centres have begun to open in June

# SEEING STRONG RECOVERY WHEN RESTRICTIONS ARE LIFTED

- Strong trade in Poland and Czech which have just opened
- Operational volatility March 2020 to Mid may 2021
- Strong recovery of tenants sales and footfall as centres reopened, August sales were 93% vs. last year, footfall at 79%
- Footfall recovery outperformed by sales



# ATRIUM BY 2025

DIVERSIFICATION INTO  
RESIDENTIAL FOR RENT



## MARKET TRENDS SUPPORT OUR STRATEGY

- | Strong demographic fundamentals of Poland and the Czech Republic
- | Growing residential for rent demand in CE countries
- | Urbanization and blending of work and leisure time

## ESTABLISHED LOCAL PLATFORMS

- | Expert team in place, including development and back office personnel
- | Residential management team to be developed

## FOCUS ON THE LARGE CITIES OF POLAND



Underdeveloped residential for **rent market**



Urbanization: 60% today to **70% by 2050**



**1.5m** dwelling shortage



Low quality of existing **stock** (see appendix 5.2)



**1.2m students**, increasing inflow of international students (see appendix 5.3)



Years of **rising income** and decreasing unemployment



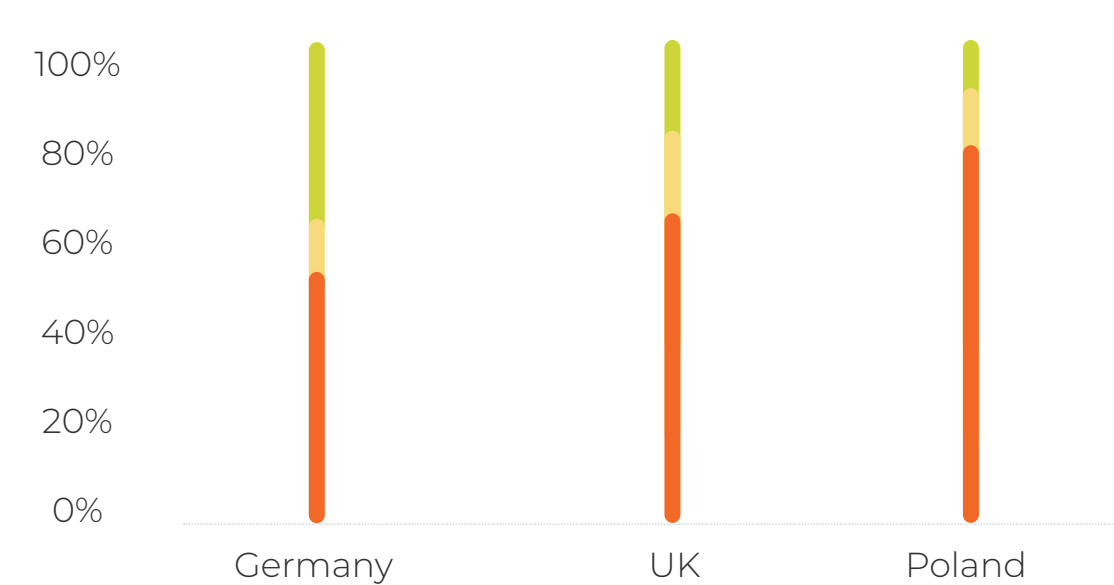
Increasing **renting trend**

## THE MARKET IS RELATIVELY SMALL, HIGHLY FRAGMENTED AND NOT INSTITUTIONALIZED

### Housing Tenures

Only 4% of the Polish housing market is dedicated to PRS

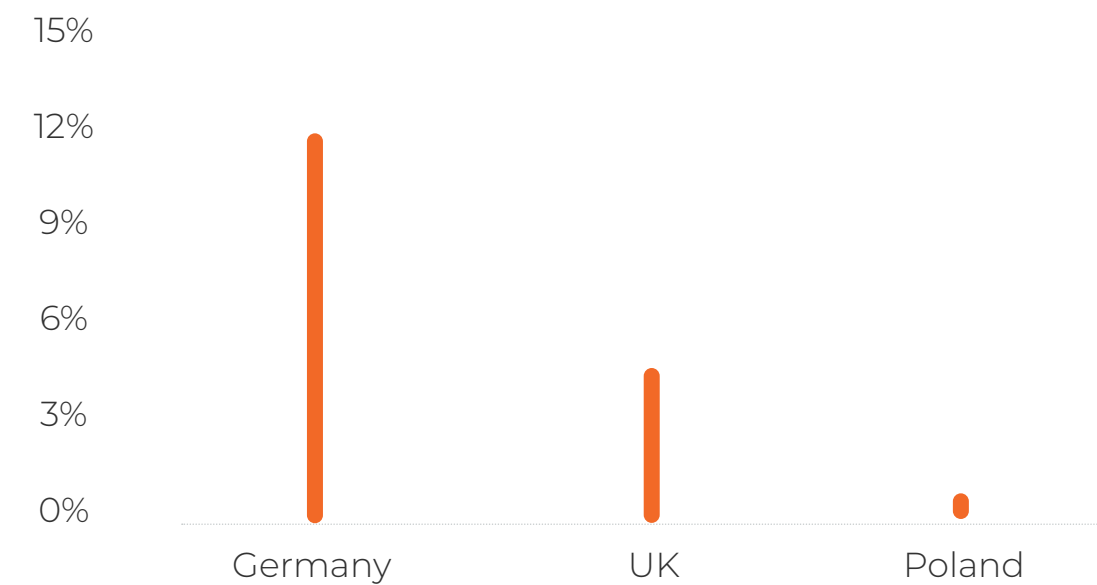
Germany and UK 40% and 17% respectively



### Level of Institutionalization

Institutional players account for less than 3% of the market

Highly fragmented market, the largest players, FMnW (BGK) and Resi4Rent, operate less than 3,000 and 1,000 units respectively



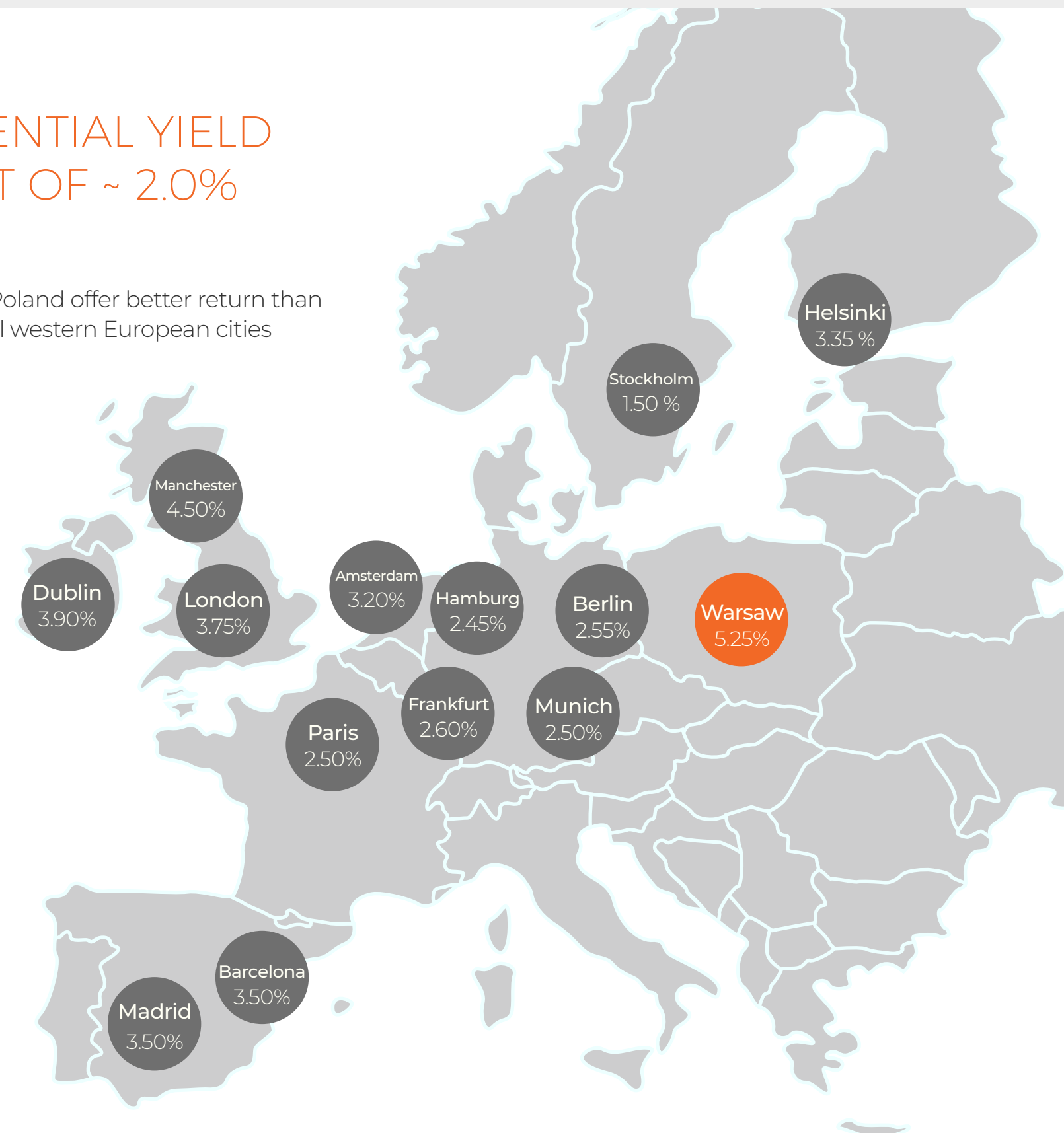
- Owner-occupation
- Social Rent
- Private Rented Sector (PRS)

## OPPORTUNITY TO INVEST IN AN ATTRACTIVE RISK-RETURN PROFILE

- | Attractive yields in the Polish residential for rent market
- | Lack of institutional product
- | Fragmented rental market
- | Yields are significantly higher than in western European cities
- | High potential of rental growth and increase in capital values

## POTENTIAL YIELD SHIFT OF ~ 2.0%

Yields in Poland offer better return than traditional western European cities



Source: JLL - The Polish living sector - March 2021



## ACTION PLAN

- | **Densification:** build on or adjacent to our existing retail properties
- | **Acquisitions:** purchase already built residential buildings
- | **Forward purchases:** option agreements to acquire residential buildings currently under development by third parties

## 2025 TARGET

- | A prime retail portfolio balanced with a leading residential portfolio
- | Generating high quality and diversified income streams
- | Goal of > 5,000 units in Poland and Czech

## Retail to residential-portfolio split

RESIDENTIAL  
TO RENT  
40%



POLAND/PRAGUE  
PRIME SHOPPING  
CENTRES  
60%

## FUNDING

- | Capital recycling from asset rotation
- | Capital market transactions (Debt / Hybrid / Equity)

## ATRIUM 2014



## ATRIUM 31/3/2021



## ATRIUM 2025

RETAIL **100%**

RETAIL **100%**

RESIDENTIAL  
TO RENT  
**40%**



WARSAW/PRAGUE  
PRIME SHOPPING  
CENTRES

**60%**

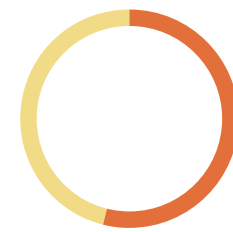
CEE  
PORTFOLIO



**30%**

WARSAW  
& PRAGUE

Centralized  
URBAN  
PORTFOLIO



**55%**

WARSAW  
& PRAGUE

**7** COUNTRIES  
PORTFOLIO

DOMINANT ASSETS WITH  
DENSIFICATION POTENTIAL

RETAIL STRATEGY  
CREATING VALUE THROUGH  
A REDEVELOPMENT AND  
DENSIFICATION PIPELINE

€2.6<sub>BN</sub> **8.0%** YIELD

€2.5<sub>BN</sub> **6.6%** YIELD

RESIDENTIAL STRATEGY

TARGET **> 5,000** UNITS

NO. OF ASSETS

**153**

AVG. ASSET VALUE

**€17M**

NO. OF ASSETS

**26**

AVG. ASSET VALUE

**€94M**

MAJOR CITIES, WARSAW CENTRIC

## Densification of the existing portfolio

- | A key part of the densification strategy includes developing residential properties adjacent or building on or above current retail portfolio
- | Attractive yields of 6.5% - 7.0%

## Starting first with Promenada in Warsaw

- | Land plot of 9,300 sqm adjacent to the Promenada shopping and leisure centre
- | Five residential buildings totaling c. 800 apts. with ground floor retail units
- | Developed and delivered in separate phases over the next few years
- | High demand area, excellent public transport connectivity, planned Metro connection
- | In a planning and permitting stage
- | Apartments will be rented fully furnished



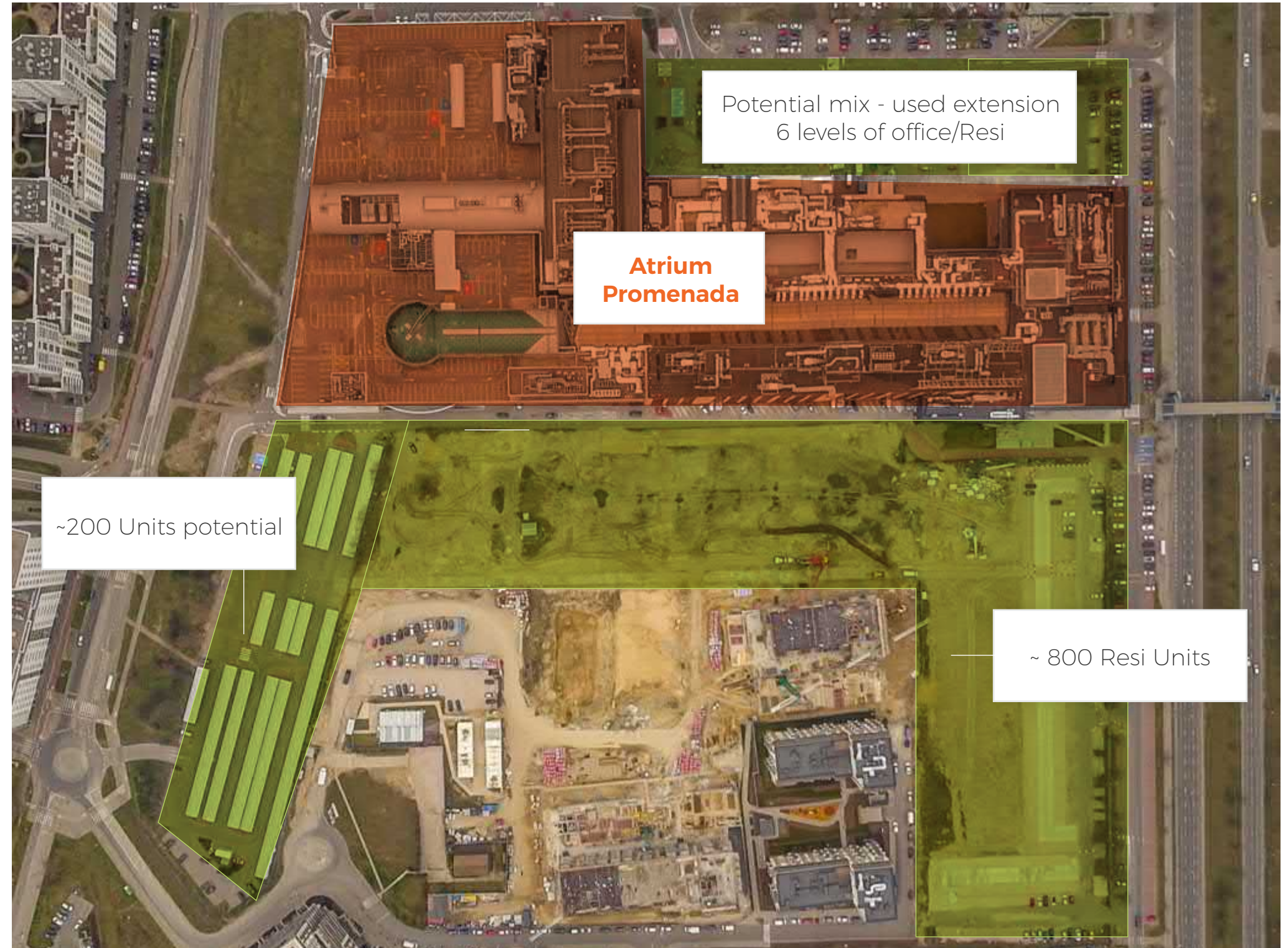
For visualisation purposes only

- | 9,300 sqm land plot
- | Adjacent to Atrium Promenada shopping centre



# A CLOSER LOOK AT THE PROMENADA DENSIFICATION PROJECT

- | Five separate buildings developed and delivered in separate stages
- | 800 residential units
- | Potential for additional extensions



High rise quality residential for rent tower in Wola, the central business district of Warsaw

- | Adjacent to Hilton Warsaw and Warsaw spire (occupied by Goldman Sachs, Samsung, JLL, Mastercard, others)
- | Residential GLA of approx. 35,000 sqm
- | Retail GLA of approx. 3,500 sqm



# Q1 2021 RESULTS OVERVIEW



# COMPANY OPERATIONAL INDICATORS Q1 2021



Collection rate for Q1 2021 at 83% of the invoiced rent



|                           | Q1 2021<br>(in €m) | Q1 2020<br>(in €m) | Change<br>(%/ppt) |
|---------------------------|--------------------|--------------------|-------------------|
| Net rental income ("NRI") | 32.2               | 36.3               | (11.3)            |
| EBITDA                    | 26.7               | 30.8               | (13.2)            |
| Operating margin (%)      | 92.8               | 91.0               | 1.8               |
| Occupancy rate (%) *      | 91.7               | 92.3               | (0.6)             |
| EPRA NRV (in €) *         | 4.19 <sup>1</sup>  | 4.25               | (1.4)             |

<sup>1</sup> No valuation change, stable yields, ERVs and Rouble

\* As at and 31/3/2021 and 31/12/2020 respectively



## Net rental income (NRI)

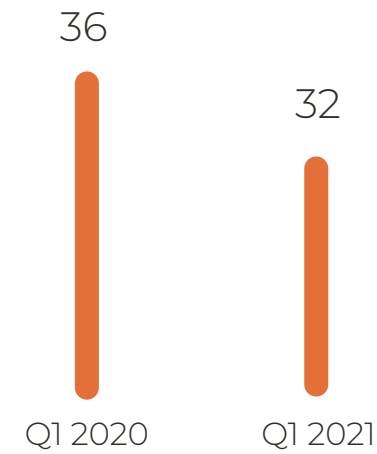
(in million €)

Operational volatility continues in 2021

NRI decreased by €4m:

€3m impact of lockdowns

€1m disposals

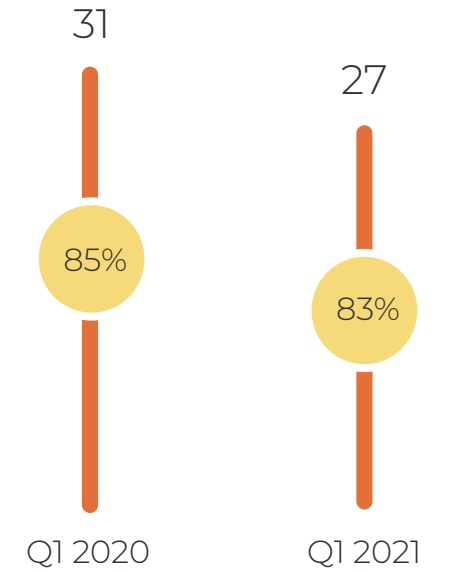


## EBITDA

(in million €)

Impact of decrease in NRI, admin remained flat

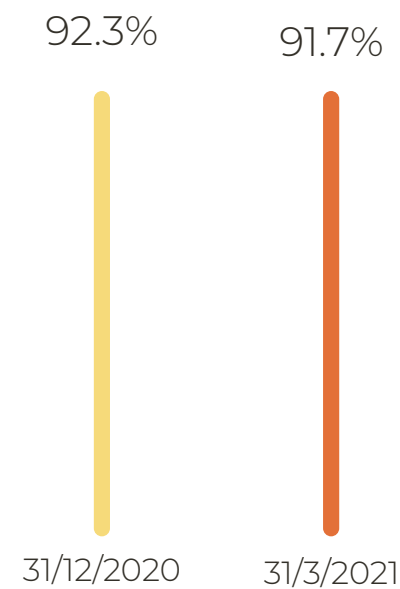
● EBITDA as % of NRI



## 91.7% Occupancy

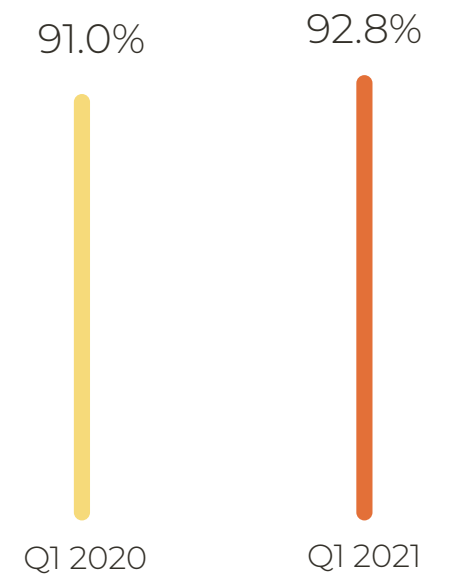
(31/3/2021)

Rate slightly lower than at 31/12/20, expected to recover as centres reopen and trade consistently



## Operating margin

Operating margin +1.8% vs same quarter last year mainly driven by Russia



## February 2021 Bond issuance

€300m

First green bonds, Sep. 2027, 2.625% coupon

Notes were placed on the Luxembourg Green Exchange platform

€78m

Repurchase of 2022 notes, 3.625% coupon

5.0 yr

Extended average maturity

2.8%

Lowering the average cost of debt

## May 2021 Hybrid issuance

€350m

First hybrid green issuance

3.625% coupon

Perpetual, 5.5 YR first reset date

Subordinated to senior debt

27% Net LTV - accounted for as an equity (IFRS)

50% equity credit by Moody's and Fitch

Net proceeds will be used for growth opportunities, focus of R4R



€ 0.5bn cash  
strong liquidity to pursue  
our strategy

39.0%  
Net LTV 31.03.2021



27%  
Net LTV (today)

## Debt profile

5.0 years weighted average maturity (today)

2.8% cost of debt (today)

79% unencumbered standing investments

Investment grade rating

BBB (stable)

Fitch

Baa3 (stable)<sup>1</sup>

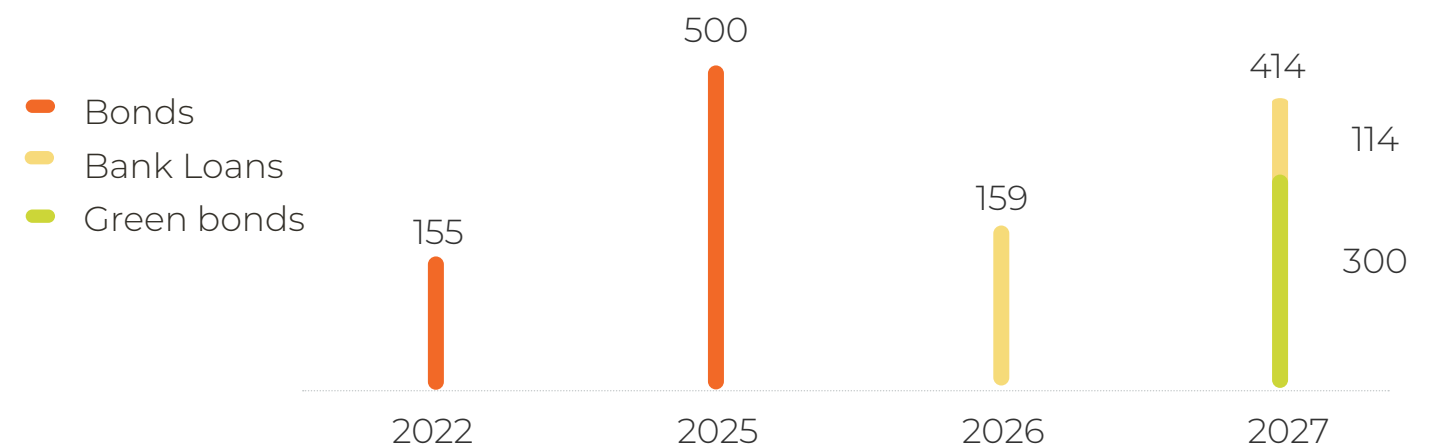
Moody's

<sup>1</sup> Improved in April from negative

## Bonds and loans maturities

(in million €)

Next bond repayment of €155m is not due until October 2022



# ESG AND GREEN FINANCING



## ESG strategy

## 2020 key activities



OUR CUSTOMERS

Understand customer behaviour, meet expectations today and in the future

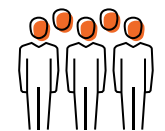
Atrium **Connect App** connecting Atrium and tenants in more than **50%** of the assets



OUR PLACES

Provide safe and healthy spaces, operate efficiently stimulating innovation and optimal design

**72%** of the portfolio is BREEAM **very good or higher** certified



OUR PEOPLE

Develop and engage employees who are proud to work in Atrium and embrace Atrium's values

Employee engagement survey, engagement score above industry average

## Atrium's ESG efforts are recognised by the industry

- | A gold award for financial reporting Best Practices Recommendations (BPR) series (2019 and 2020)
- | Three green stars from Global Real Estate Sustainability Benchmark (GRESB) (2020), 71 score



# KEY INVESTMENT HIGHLIGHTS AND SUMMARY



1

## Key player in EU high growth markets

- Capturing long-term growth opportunities with quality assets in Warsaw and Prague
- CE is significantly above European average in terms of macroeconomic fundamentals and growth potential
- Relative economic contraction in CE was lower vs WE during the pandemic and strong recovery forecasted in CE economies in 2021

4

## Balance sheet proactively managed

- Focus on liquidity and financial flexibility
- Strong Track record in the debt capital market with an Investment Grade rating since 2012
- Long term net LTV of 40%
- EMTN programme with CSSF eligibility

2

## Repositioning, Redevelopments and diversification

- Scaling up in Warsaw and Prague – over 50% of the portfolio
- Reinforcement of dominant assets via redevelopments and densification
- Diversification into modern, purpose built residential for rent in our core geographies

5

## Strong financial profile

- 27% net LTV (today)
- Strong liquidity with >€0.5bn cash and unutilised credit facility
- €1.9bn/79% unencumbered standing investments
- Next debt maturity is in October 2022 (€155m)

3

## Operational excellence

- Well diversified tenant base of well-known global retailers
- No single tenant contributing to more than 3% of the rental income
- Forging strong long term relationships with our tenants

6

## Strong ESG profile

- Focus on ESG since 2014
- Integration of ESG into financing activities from 2020 onward
- 72% of income producing portfolio is BREEAM very good certified
- First green bond issued in February 2021

# APPENDICES



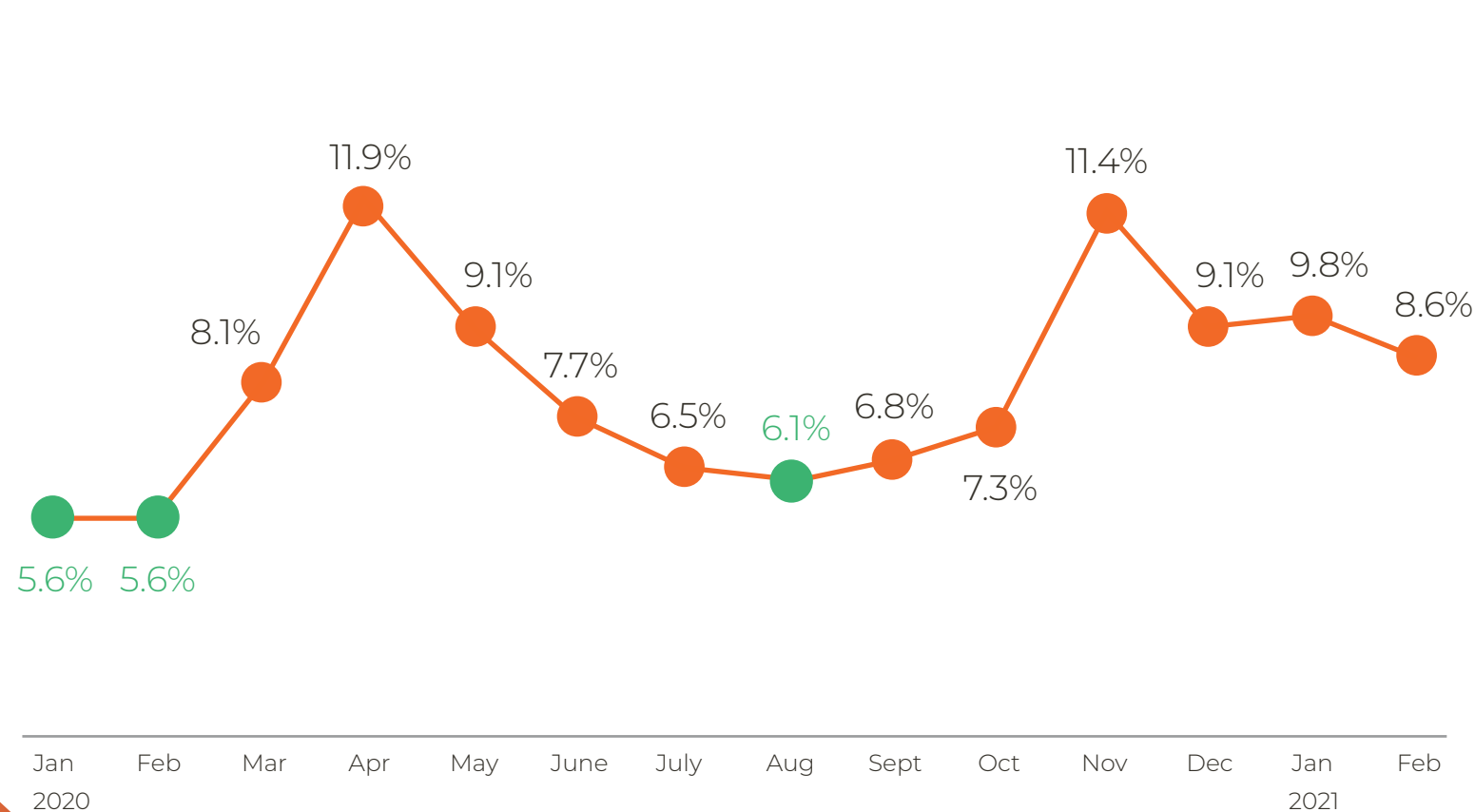


# APPENDIX 1: COVID-19 IMPACT - E-COMMERCE PENETRATION RETURNING TO PRE-COVID-19 LEVELS

## Poland

- Online penetration reached almost 12% in the first lockdown period and recovered to 6% in August
- In January 2021, as restrictions continued, online sales reached 9.8%, before regressing to 8.6% in February as stores began to reopen

Online sales of total retail sales

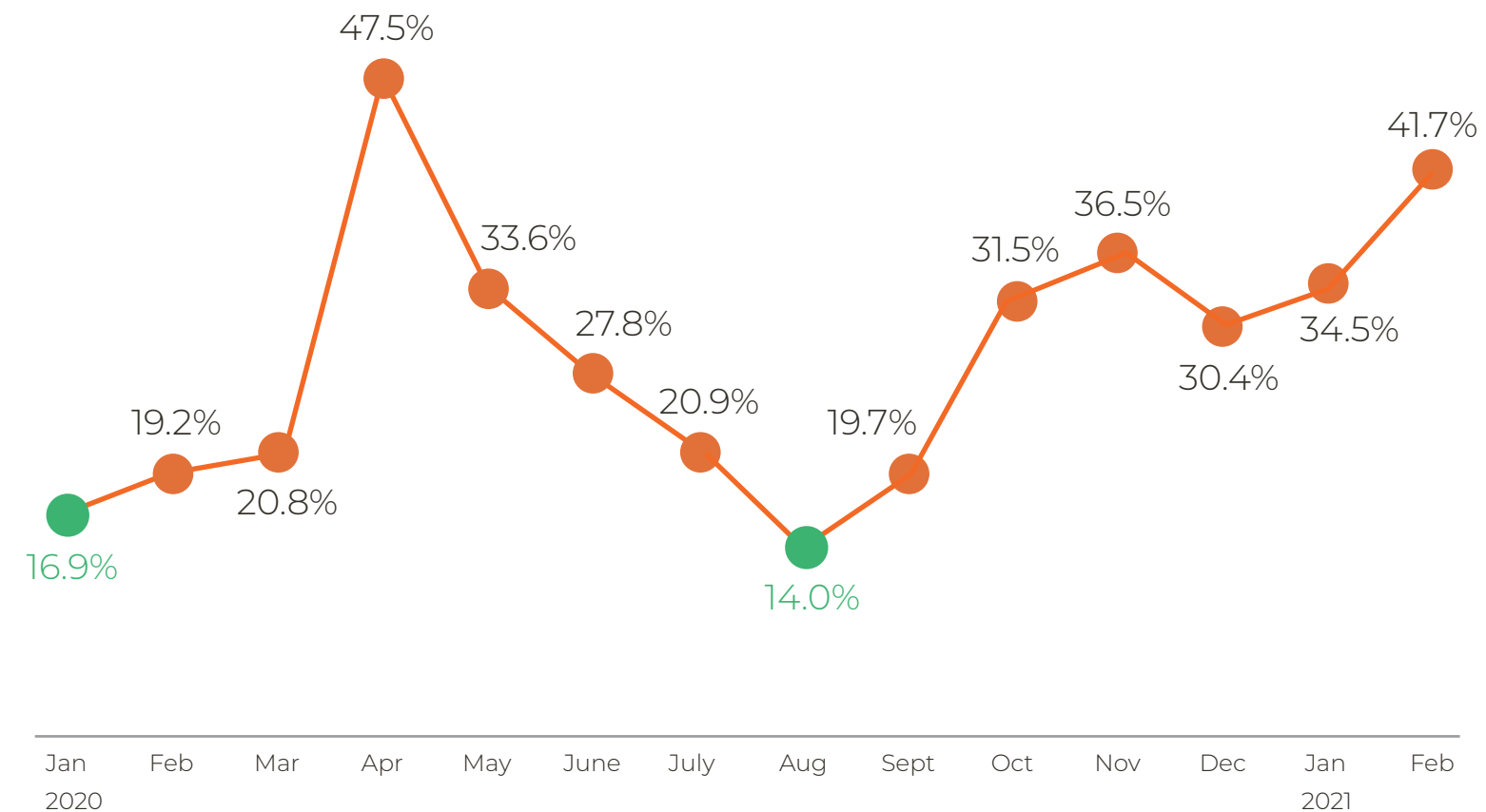


Source: statistic Poland

## Czech

- Online growth reached above 47% YoY in the first lockdown and recovered to 14% in August
- In the beginning of 2021, as restrictions continue, online sales reached 34%

Online sales change YoY



Source: Czech Statistical Bureau

# APPENDIX 2: TOP 15 TENANTS\* - WELL-KNOWN GLOBAL RETAILER

A healthy diversified tenant mix

| % OF ANNUALISED RENTAL INCOME | GROUP NAME            | Marionnaud | house        | CROPP        | M O H I T O   |
|-------------------------------|-----------------------|------------|--------------|--------------|---------------|
| 3%                            | LPP                   |            |              |              |               |
| 3%                            | CCC                   | ROSSMANN   | Auchan       | RTV EURO AGD | orsay         |
| 2%                            | Inditex               |            |              |              |               |
| 2%                            | AFM                   |            | Carrefour    | PULL&BEAR    | Massimo Dutti |
| 2%                            | Hennes & Mauritz      |            |              |              |               |
| 2%                            | EM&F Group            | SEPHORA    | Bershka      | eobuwie.pl   | Media Markt   |
| 2%                            | Carrefour             |            |              |              |               |
| 2%                            | Metro Group           | ZARA HOME  | DOUGLAS      | TKmaxx       |               |
| 2%                            | A.S. Watson           |            |              |              |               |
| 2%                            | TJX Poland Sp. z o.o. |            |              |              |               |
| 1%                            | Douglas               | RESERVED   | ZARA         | CCC          | KAISER'S      |
| 1%                            | Cineworld             |            |              |              |               |
| 1%                            | Tengelmann Group      | TENGELMANN | stradivarius | cineworld    | empik         |
| 1%                            | Sephora               |            |              |              |               |
| 1%                            | Euro-net              |            |              |              |               |
| 27%                           | TOP 15 TENANTS        | sinsay     | DECATHLON    | OYSHO        | H&M           |

# APPENDIX 3: MACRO OVERVIEW OF OUR MARKETS

| Macro Indicator                    | Poland     | Czech Republic | Russia       | Slovakia    | Total / Average* | France       | Germany     |
|------------------------------------|------------|----------------|--------------|-------------|------------------|--------------|-------------|
| 2020 population (M people)         | 38.0       | 10.7           | 146.8        | 5.5         | 200.9            | 65.0         | 83.2        |
| 2020 real GDP growth (%)           | -2.8%      | -4.7%          | -1.8%        | -2.7%       | -3.0%            | -4.9%        | -3.7%       |
| 2021f real GDP growth (%)          | 3.7%       | 5.0%           | 3.1%         | 3.5%        | 3.8%             | 2.7%         | 2.5%        |
| 2022f real GDP growth (%)          | 3.6%       | 2.5%           | 3.2%         | 3.9%        | 3.3%             | 3.6%         | 3.6%        |
| 2020 unemployment (%)              | 6.2%       | 4.0%           | 5.9%         | 7.6%        | 5.9%             | 8.0%         | 4.6%        |
| 2021f unemployment (%)             | 6.6%       | 4.8%           | 5.5%         | 6.8%        | 5.9%             | 10.2%        | 4.2%        |
| 2022f unemployment (%)             | 6.1%       | 4.1%           | 5.5%         | 5.5%        | 5.3%             | 9.0%         | 3.7%        |
| 2020 inflation (%)                 | 2.4%       | 2.3%           | 4.9%         | 1.6%        | 2.8%             | 0.0%         | -0.3%       |
| 2021f inflation (%)                | 3.0%       | 3.3%           | 3.8%         | 1.8%        | 3.0%             | 1.4%         | 1.6%        |
| 2022f inflation (%)                | 2.5%       | 2.2%           | 4.0%         | 1.7%        | 2.6%             | 1.6%         | 1.7%        |
| 2020 Retail sales growth (%)       | -1.9%      | -2.9%          | -3.3%        | 2.0%        | -1.5%            | -5.8%        | -5.5%       |
| 2021f Retail sales growth (%)      | 4.1%       | 3.5%           | 7.8%         | 3.6%        | 4.8%             | 3.5%         | 0.9%        |
| 2022f Retail sales growth (%)      | 3.5%       | 3.5%           | 7.9%         | 3.0%        | 4.5%             | 5.3%         | 3.9%        |
| 2020 Consumer spending growth (%)  | -3.0%      | -5.2%          | -8.6%        | -0.8%       | -4.4%            | -7.1%        | -6.3%       |
| 2021f Consumer spending growth (%) | 3.0%       | 0.3%           | 2.5%         | 0.8%        | 1.7%             | 2.2%         | 1.7%        |
| 2022f Consumer spending growth (%) | 5.6%       | 5.8%           | 5.0%         | 5.3%        | 5.4%             | 4.0%         | 4.7%        |
| Country rating/ outlook - Moody's  | A2/ stable | Aa3/ stable    | Baa3/ stable | A2/ stable  | n.a.             | Aa2/ stable  | Aaa/ stable |
| Country rating/ outlook - S & P    | A-/ stable | AA-/ stable    | BBB-/ stable | A+/ stable  | n.a.             | AA/ stable   | AAA/ stable |
| Country rating/ outlook - Fitch    | A-/ stable | AA-/ stable    | BBB/ stable  | A/ negative | n.a.             | AA/ negative | AAA/ stable |

Source: Capital Economics, C&W, Eurostat, IMF, Macrotrends, Oxford Economics, PMR, Trading Economics and World Bank

\* Simple arithmetic average for comparison purposes

2021: Atrium issued a **€300m** inaugural green bond and €350m green hybrid notes



## Atrium's Sustainability governance

- | The Board is responsible for all matters related to sustainability - reviews and endorses the Company's sustainability strategy on an annual basis.
- | The day to day governance and implementation lies with a ESG Committee. The committee is responsible for defining the sustainability strategy, setting long term targets and monitoring company-wide environmental and social performance.
- | Senior management is leading the committee, Atrium is committed to actively manage and lead the ESG agenda.

## GREEN PORTFOLIO ALLOCATION TO ELIGIBLE GREEN PROJECTS AND/OR ASSET CATEGORY

|   |                   |  |  |  |
|---|-------------------|--|--|--|
| 1 | Green Buildings   | <ul style="list-style-type: none"> <li>  Acquisition, construction or and extensions meet market standards, such as BREEAM (Very good and above)</li> <li>  Renovations or refurbishment, delivering a min. 20% reduction in carbon emissions intensity or two grade improvements in local EPC</li> </ul>                |  |  |
| 2 | Energy Efficiency | <ul style="list-style-type: none"> <li>  Investments in reducing the energy consumption by at least 20%                             <ul style="list-style-type: none"> <li>• such as: installing LED lighting, replacing and/or upgrading building management systems and installing smart meters</li> </ul> </li> </ul> |  |  |
| 3 | Renewable energy  | <ul style="list-style-type: none"> <li>  Primarily solar energy:                             <ul style="list-style-type: none"> <li>• installation of photovoltaic solar panels</li> <li>• dedicated support infrastructure for photovoltaic solar energy across building management systems</li> </ul> </li> </ul>      |  |  |
| 4 | Waste management  | <ul style="list-style-type: none"> <li>  Improved waste management by offering multiple possibilities to recycle and dispose of waste</li> </ul>   |  |  |

## GREEN PORTFOLIO ALLOCATION TO ELIGIBLE GREEN PROJECTS AND/OR ASSET CATEGORY

### 5 | Sustainable water management

- | Installation of efficient water use equipment
  - such as automatic tap water sensors, to reduce the use of water
- | Installation of water recycling equipment,
  - such as grey water tanks



### 6 | Environmentally sustainable management of living natural resources and land use

- | Installation of green roof gardens
- | Facility and infrastructure contribute to the protection of living natural resources
  - such as: beehive rooftop installations and artificial bird nesting sites



### 7 | Clean transportation

- | Electric vehicle charging infrastructure
- | Encouraging cycling by providing bicycle parking, showers, lockers and restrooms



Look-back period

**36** month

**Exclusion** Assets that directly use fossil fuels as a source of energy, or used to nuclear or fossil fuel energy generation, weapons or tobacco are excluded



Note: Aligned with UNSDG

## Above 70% of the portfolio is BREEAM certified



## Green financing

- | Green Financing Framework launched in Feb. 2020, with Second Party Opinion from Sustainalytics
- | Inaugural green bond of €300m in Feb. 2021
- | Proceeds to be used for refinancing existing green assets

## Current BREEAM certified assets



Atrium Flora



Promenada



Reduta



Targowek



Wars Sawa Junior



Dominikanska



King Cross



Pardubice



Copernicus



Biala



Bydgoszcz

Poles have one of the least advantageous living conditions in the EU

**Housing indices are overall low:**

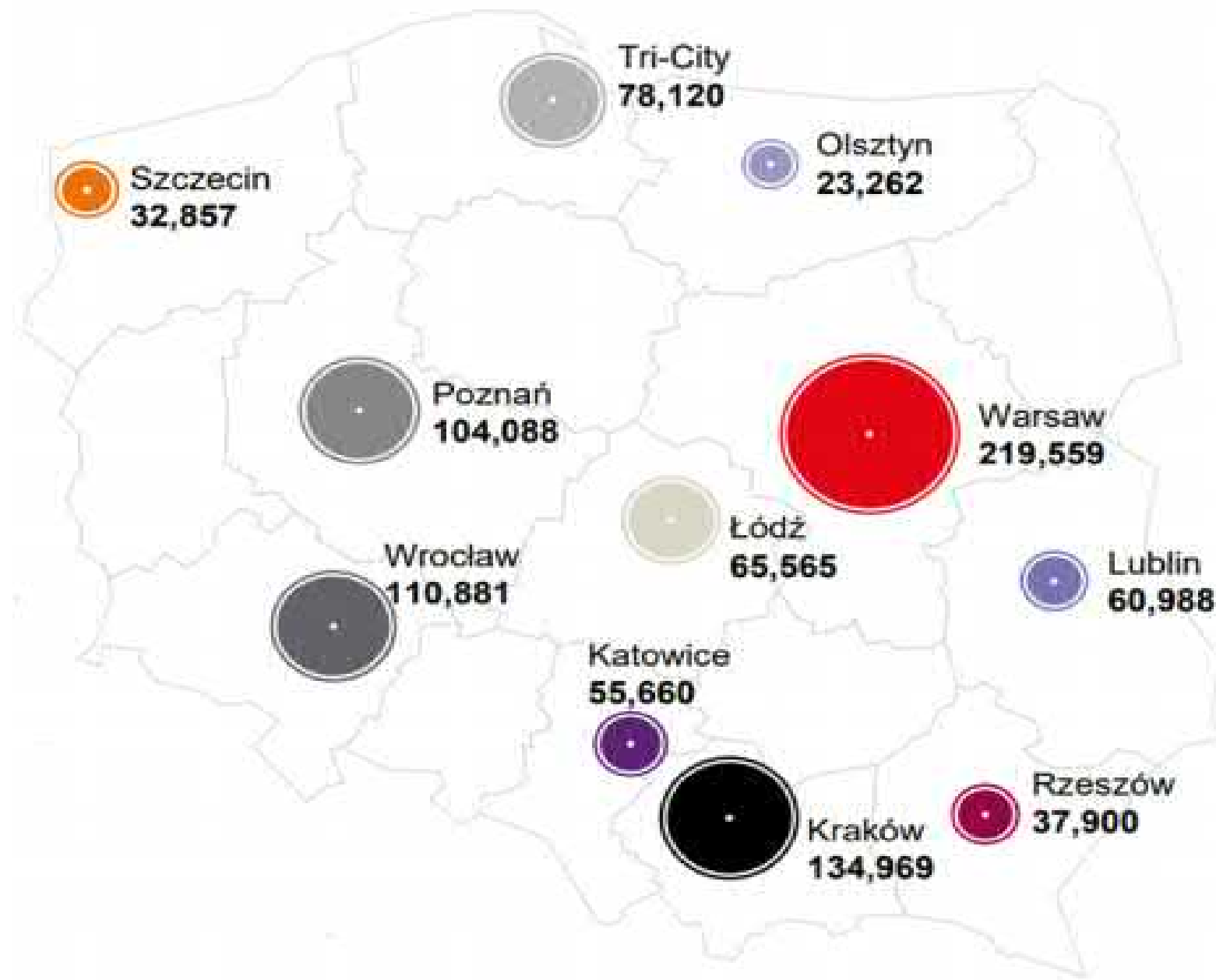
|  | <b>Poland</b>       | <b>EU</b>              |
|--|---------------------|------------------------|
| Avg. number of dwellings per 1,000 inhabitants | 380.5               | 476                    |
| Avg. usable area/person                        | 28.2 m <sup>2</sup> | 35 - 45 m <sup>2</sup> |
| Avg. dwelling size                             | 74.2 m <sup>2</sup> | 80 - 90 m <sup>2</sup> |

**Statistical deficit of ~ 1.5m and low quality of the existing stock**

- ~ 20% pre-war housing: highly varying quality
- ~ 60% socialist era units: the majority pre-fabricated panel blocks
- ~ 20% post-socialist dwellings: the share in the largest cities is typically higher



Over 1.2m students distributed over several large Polish cities



- | Around 60% to 70% of students chose to live in rental properties
- | Student housing in Poland cater to ~7% of the student population, with most buildings past their prime
- | 130% growth in the past 5 years of international students targeting Poland as a destination (#8 in Europe, close to Spain and ahead of Switzerland)

|                | 31/12/2020   | 31/3/2021    | Change (ppt) |
|----------------|--------------|--------------|--------------|
| Poland         | 92.5%        | 90.7%        | (1.8)        |
| Czech Republic | 92.9%        | 91.5%        | (1.4)        |
| Slovakia       | 99.2%        | 97.6%        | (1.7)        |
| Russia         | 89.4%        | 93.2%        | 3.8          |
| <b>TOTAL</b>   | <b>92.3%</b> | <b>91.7%</b> | <b>(0.6)</b> |

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