





## **Liad Barzilai**Group CEO c.15+ years in real estate



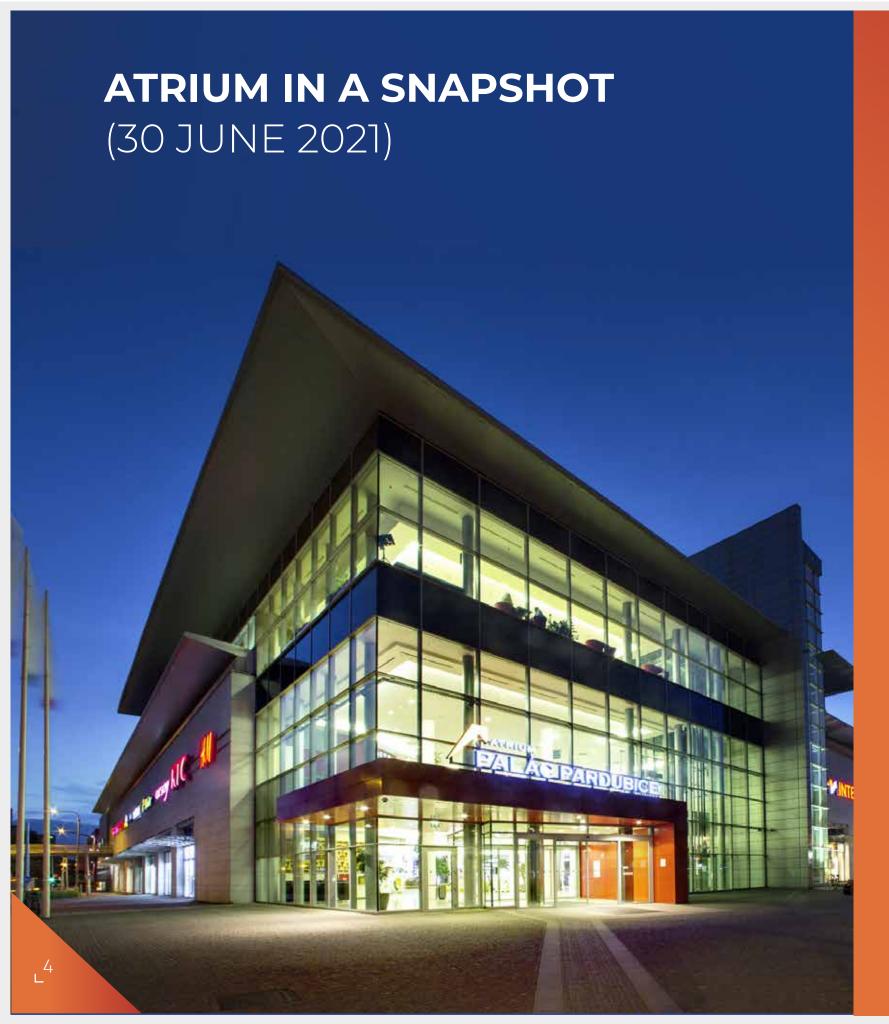
## Ryan Lee Group CFO c.21 years experience as CFO in Central and Eastern Europe

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This presentation concerns the business of Atrium.

For information regarding Gazit Globe's proposal, please read the ad hoc which was published by Atrium at August 2, 2021: https://aere.com/wp-content/uploads/2021/08/20210802\_Atrium\_proposal\_from\_Gazit\_ENG.pdf





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

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

Committed to deliver ESG strategy - over 70% of the portfolio is BREEAM certified very good or above

#### 2021 - 2025:

Diversification into residential for rent in Poland / Czech

Target: > 5,000 residential units and 40% of portfolio value by 2025

Portfolio assembly: over 4,000 residential units in the pipeline

€2.5bn

Standing Investment Portfolio

€1.6bn

**Poland** 

€0.9bn

**5** assets Warsaw

€0.5bn

Czech

€0.4bn

2 assets Prague

809,000

sqm GLA

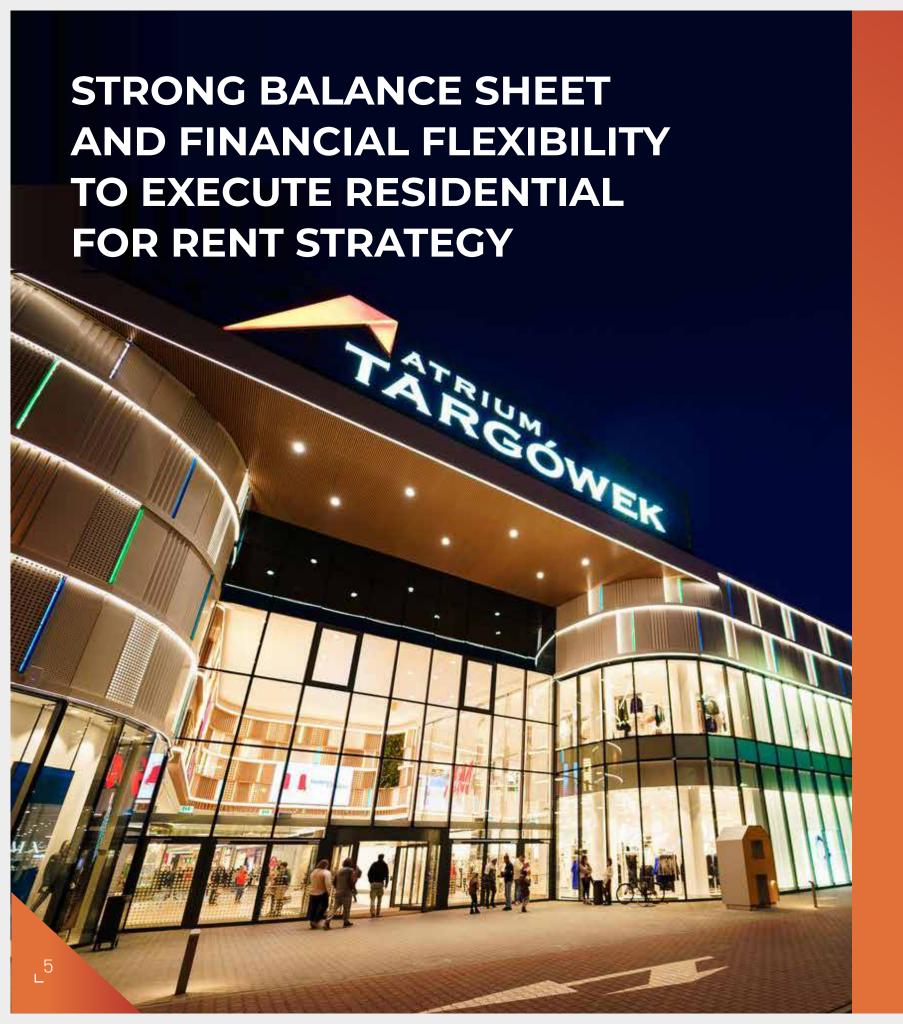
92.2%

**Occupancy** 

6.6%

Net equivalent yield

5.1 yr



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

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

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

26%

Net LTV as of 30.06.2021

€520m

Cash as of 15.07.2021 €300m unutilised credit facility

BBB i

Baa3 Moody's

71%

Unencumbered assets (today)

2.8%, 4.7 yr

Average cost of debt / maturity 30.06.2021

€4.15

EPRA NRV per share 30.06.2021

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



		30.6.2021	31.12.2014
	Portfolio Market value	€ 2.5 <sub>bn</sub>	€ 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

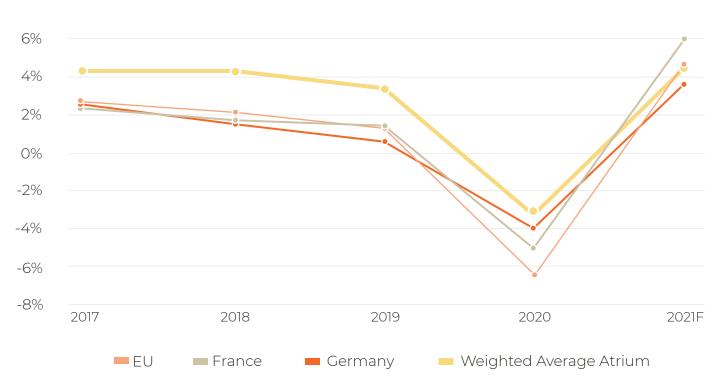




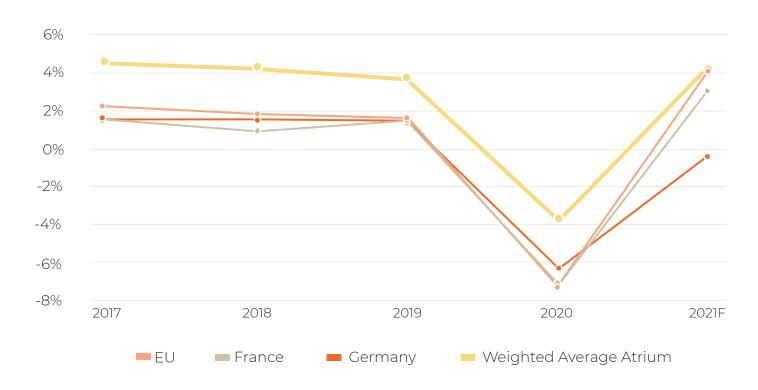
#### STRONGER MACRO INDICATORS IN CE COUNTRIES



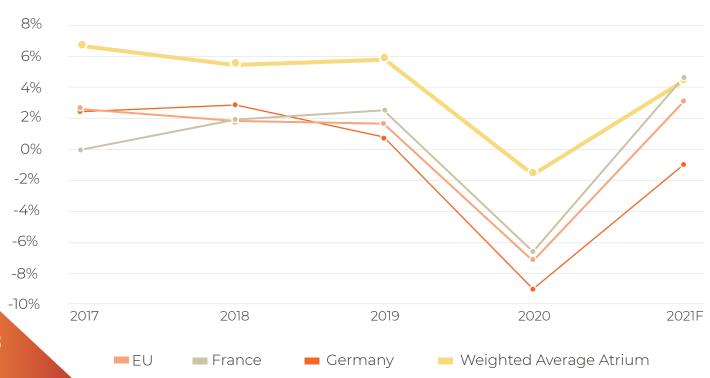




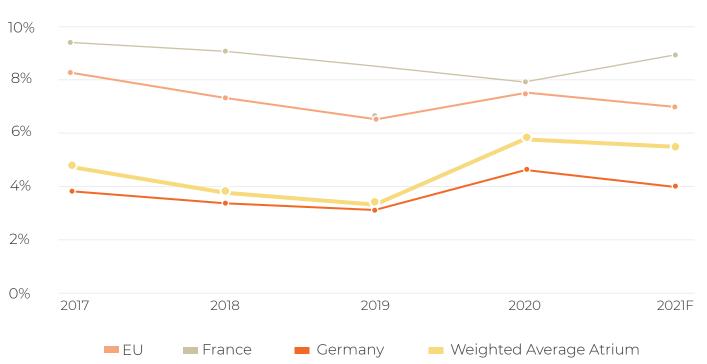
#### CONSUMER SPENDING GROWTH



#### RETAIL SALES GROWTH



#### UNEMPLOYMENT

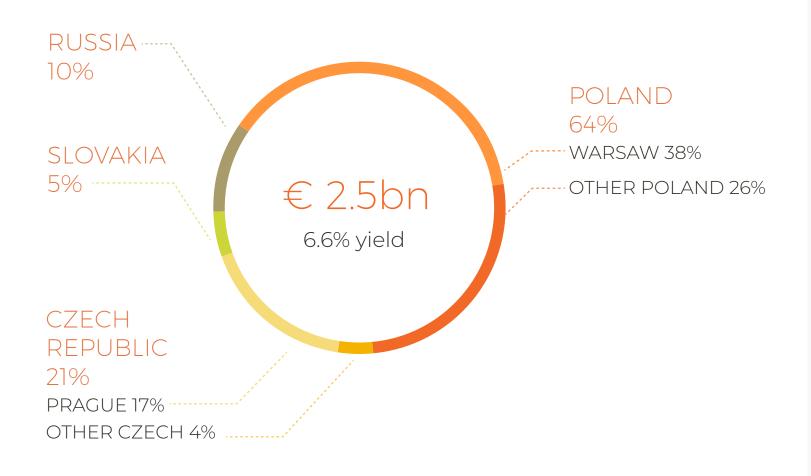


Source: Capital Economics, European Comission, Focus, IMF, Macrotrends, Trading Economics and World Bank. Weighted average based on portfolio value

#### PORTFOLIO OVERVIEW: FOCUS ON POLAND AND CZECH



#### Portfolio Diversification by Country

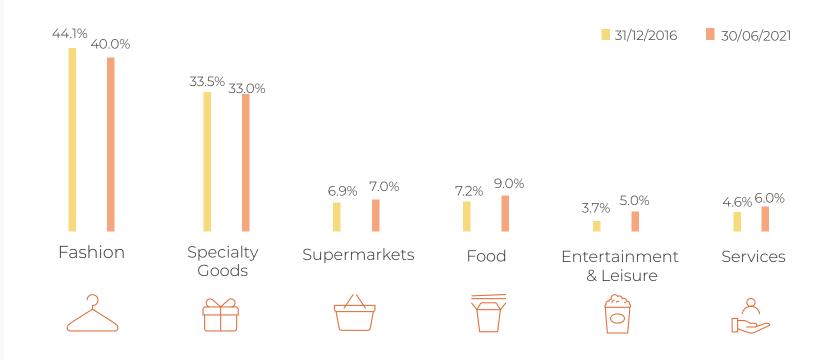


#### Centralized Urban Portfolio

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

#### Evolution of GLA by industry 2017 - 2021

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



## BUSINESS OVERVIEW / COVID-19 IMPACT

#### ALL SHOPPING CENTRES NOW OPERATIONAL



- I All of our centres are now operational (approx. 98% of the Group's GLA)
- I Series of lockdowns from March 2020 to 10 May 2021 when Czech also reopened
- I Significant volatility in tenants' performance with a strong rebound when centres reopened
- Vaccination rollout: Poland 48%, Czech 53%, Slovakia 42%, Russia 23%, EU 60%

Lockdown period

#### Operations in 2021 to date were closed¹ on average for c. 44% of the period vs. 37% in H1 2020



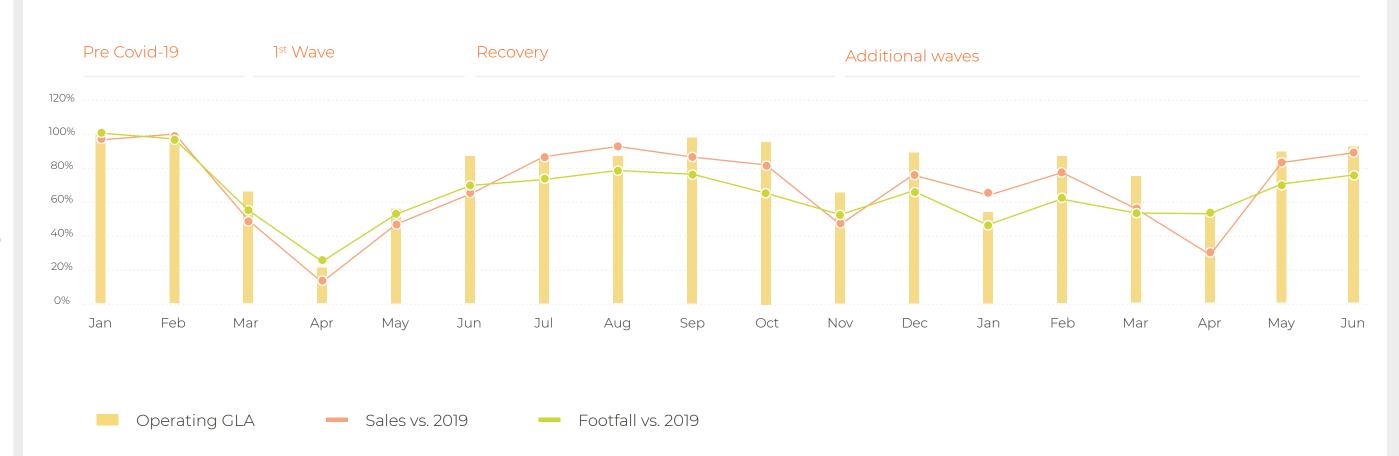
<sup>1</sup> Only essential stores were open

Normal operations

#### STRONG RECOVERY WHEN RESTRICTIONS WERE LIFTED



- Strong recovery of tenants sales and footfall as centres reopened
- Use June 2021 sales were at 87% vs.2019, footfall at 78%
- I Sales outperformed footfall due to suppressed demand





## ATRIUM BY 2025

DIVERSIFICATION INTO

RESIDENTIAL FOR RENT



#### DIVERSIFICATION INTO RESIDENTIAL FOR RENT



#### MARKET TRENDS SUPPORT OUR STRATEGY

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

#### ESTABLISHED LOCAL PLATFORMS

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

#### FOCUS ON THE LARGE CITIES OF POLAND



Underdeveloped residential for **rent market** 



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

#### POLISH RESIDENTIAL SECTOR OFFERS PLENTY OF ROOM FOR GROWTH



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

#### **Housing Tenures**

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

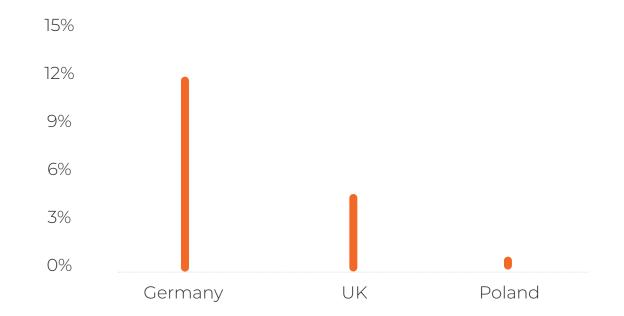
Germany and UK 40% and 17% respectively

# 100% 80% 60% 40% 20% O Germany UK Poland

#### 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



- Social Rent
- Private Rented Sector (PRS)

#### THE POLISH RESIDENTIAL SECTOR IS AN ATTRACTIVE OPPORTUNITY



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

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



#### BUILDING A PORTFOLIO OF RESIDENTIAL FOR RENT



#### ACTION PLAN

- Densification: build on or adjecent 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

#### FUNDING

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

#### 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 GROWTH PILLARS





#### FORWARD PURCHASE

- Partnering with local developers
- Minimised planning & development risk
- Project management monitoring
- 🕂 Design input
- Enables scalability
- + Faster delivery



## DEVELOPMENT & DENSIFICATION

- Full delivery oversight
- Superior returns
- Tailor made BTR
- Leverage in-house skills
- Higher planning and development risk
- Longer lead-in time



#### ACQUISITIONS

- ♣ Shorter lead-in time
- Asset management value add
- Limited high quality investment opportunities

#### DIVERSIFIED PORTFOLIO BY 2025



ATRIUM 2014



ATRIUM 30/6/2021



ATRIUM 2025

RETAIL 100%

RETAIL 100%

RESIDENTIAL TO RENT

WARSAW/PRAGUE PRIME SHOPPING **CENTRES** 

CEE PORTFOLIO



Centralized URBAN PORTFOLIO

WARSAW & PRAGUE

COUNTRIES

DOMINANT ASSETS WITH DENSIFICATION POTENTIAL RETAIL STRATEGY

CREATING VALUE THROUGH A REDEVELOPMENT AND **DENSIFICATION PIPELINE** 

€2.6<sub>BN</sub> 8.0%<sub>YIELD</sub>

€2.5<sub>BN</sub> 6.6% YIELD

RESIDENTIAL STRATEGY

 $_{\text{TARGET}} > 5,000$  units

MAJOR CITIES, WARSAW CENTRIC

NO. OF ASSETS

AVG. ASSET VALUE

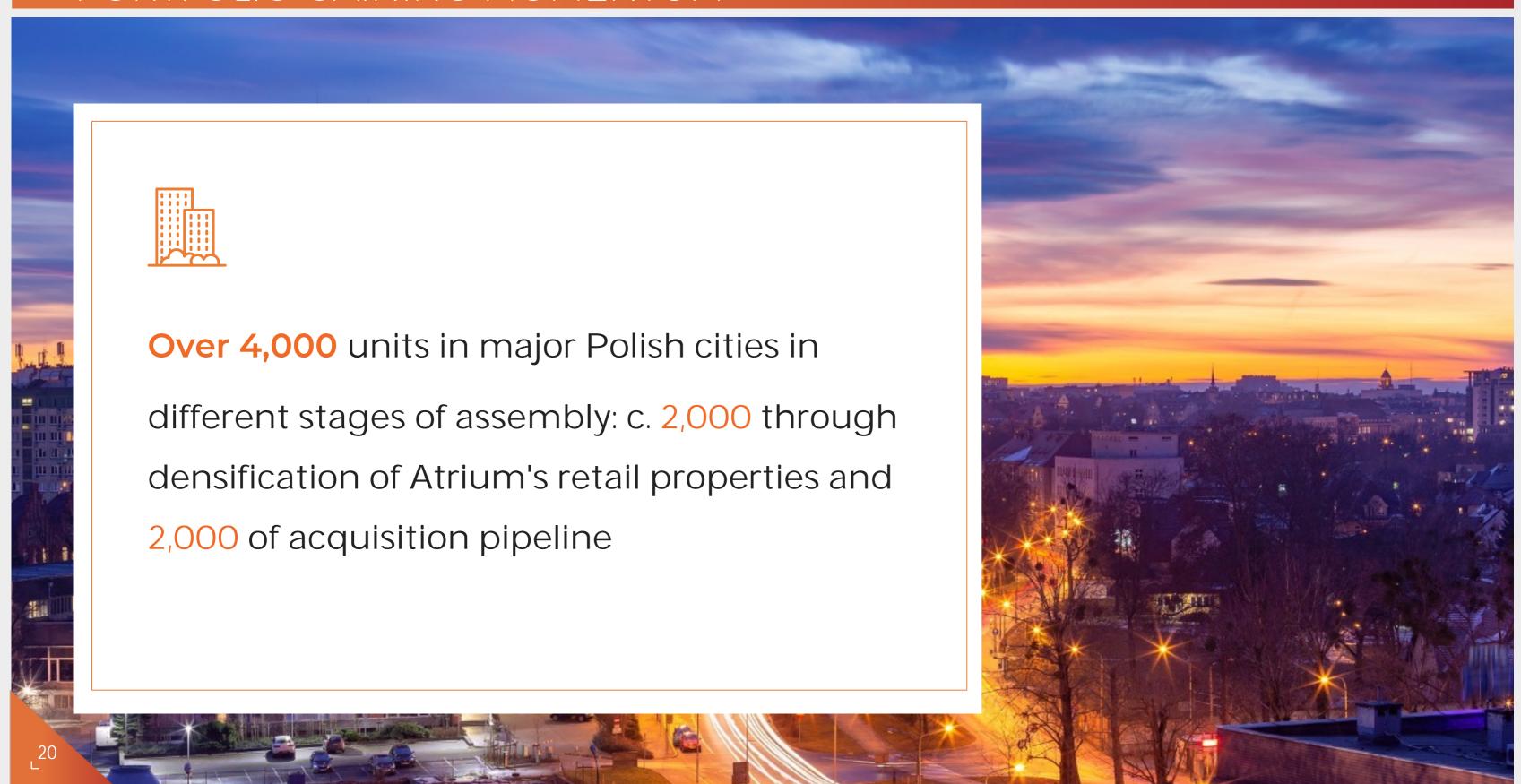


NO. OF ASSETS

AVG. ASSET VALUE

## CURRENT STAGE - RESIDENTIAL FOR RENT PORTFOLIO GAINING MOMENTUM





#### DENSIFICATION OF ATRIUM PROMENADA - ca. 2,000 UNITS



#### Densification of the existing portfolio

- Developing properties adjacent or on top of current retail portfolio
- Attractive yields of 6.5% 7.0%

#### Starting with Promenada in Warsaw

- 9,300 sqm land plot owned adjacent to the Promenada shopping centre
- Development of 5 buildings totaling ca. 800 units with ground floor retail
- Delivery in separate phases starting 2023
- High demand area, with excellent public transport connectivity, including a new metro line
- Apartments will be rented fully furnished

#### Phase one in final permitting

- Development of 200 units expected to start Q4 2021 Q1 2022
- Mixed studio and 1 bedroom units, ca. 30 sqm average size
- Targeting young urban professionals

### Further 1,100 units with valid master plan in different planning stages

This chart includes statements and information which are, or may be deemed to be, "forward looking statements". The Company's acquisition pipeline and its development plan are based on the current expectations of the Company at the date of this presentation. The acquisitions and developments are subject to many circumstances and there is no guarantee that any of them will be completed at the estimated timeline or at all. For the disclaimer regarding forward looking information please refer to page 46.

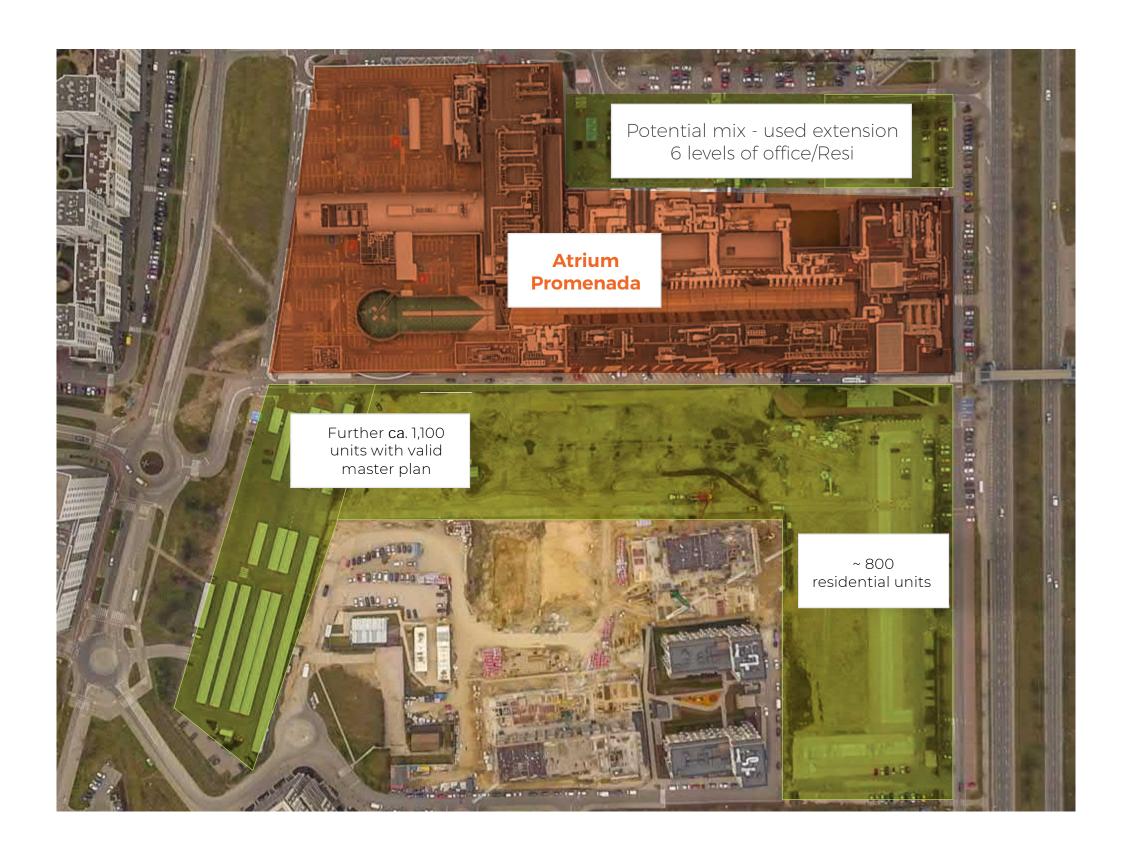




#### A CLOSER LOOK AT THE PROMENADA DENSIFICATION PROJECT



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



#### POTENTIAL ACQUISITION PIPELINE > 1,000 UNITS



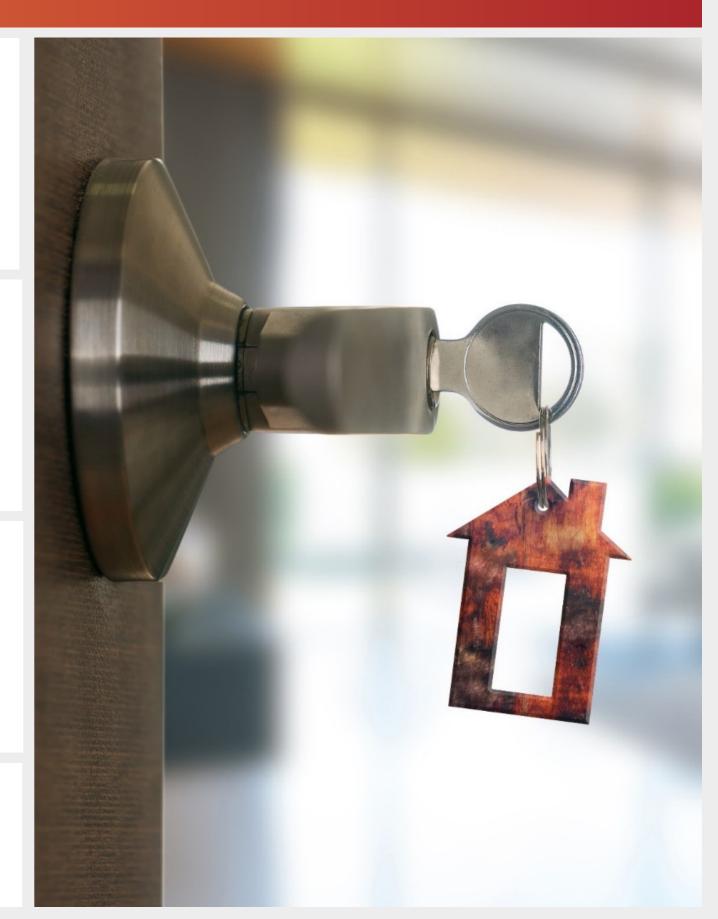
Deals focused in Poland:
Warsaw, Krakow, Wroclaw
& Gdansk

Over 1,000 apartment units in 5 potential acquisitions

Average unit size ca. 33 sqm

Units become operational from Q1 2022

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#### OPTION TO ACQUIRE 900 UNITS IN WARSAW CENTRAL BUSINESS DISTRICT



## High rise quality residential for rent tower in Wola, the central business disctrict 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





#### OPERATIONAL INDICATORS H1 2021:



Significantly Impacted by Government Restrictions and Polish Regulations



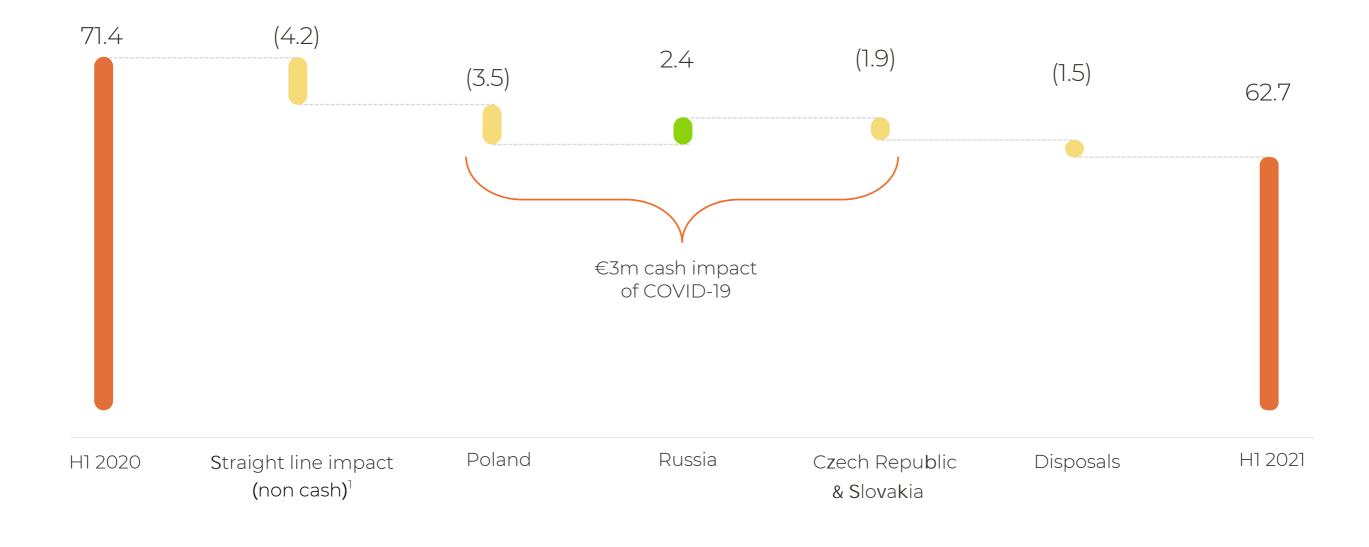
	<b>H1 2021</b> (in €m)	<b>H1 2020</b> (in €m)	Change (%)
Net rental income ("NRI")	62.7	71.4	(12.2)
EPRA Like-for-Like NRI	52.6	58.8	(10.6)
EBITDA	51.9	61.6	(15.8)
Company adjusted EPRA earnings	25.7	37.2	(31.0)
Operating margin (%)	90.2	90.0	_
Occupancy rate (%)	92.2	92.3*	_
Collection (%)	90	76	_
EPRA NRV (in €)	4.15	4.25*	(0.10)

<sup>\*</sup> As at 31/12/2020

#### NRI DECREASED DUE TO COVID-19 AND DISPOSALS



(in million €)



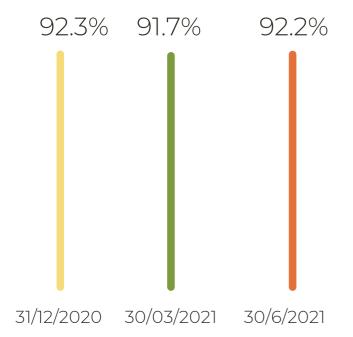
<sup>&</sup>lt;sup>1</sup> straight line of tenant support amortised over the lease terms, including mandatory tenant relief in Poland

#### OPERATIONS DURING H1 2021 AFFECTED BY LOCKDOWN MEASURES



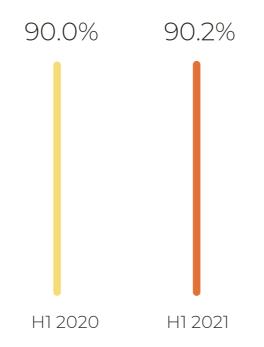
#### 92.2% Occupancy

(30/6/2021)



- Stable with YE 2020
- Recovery expected as centres remain open and trade consistently

#### Operating margin



Operating margin stabilised

#### EBITDA

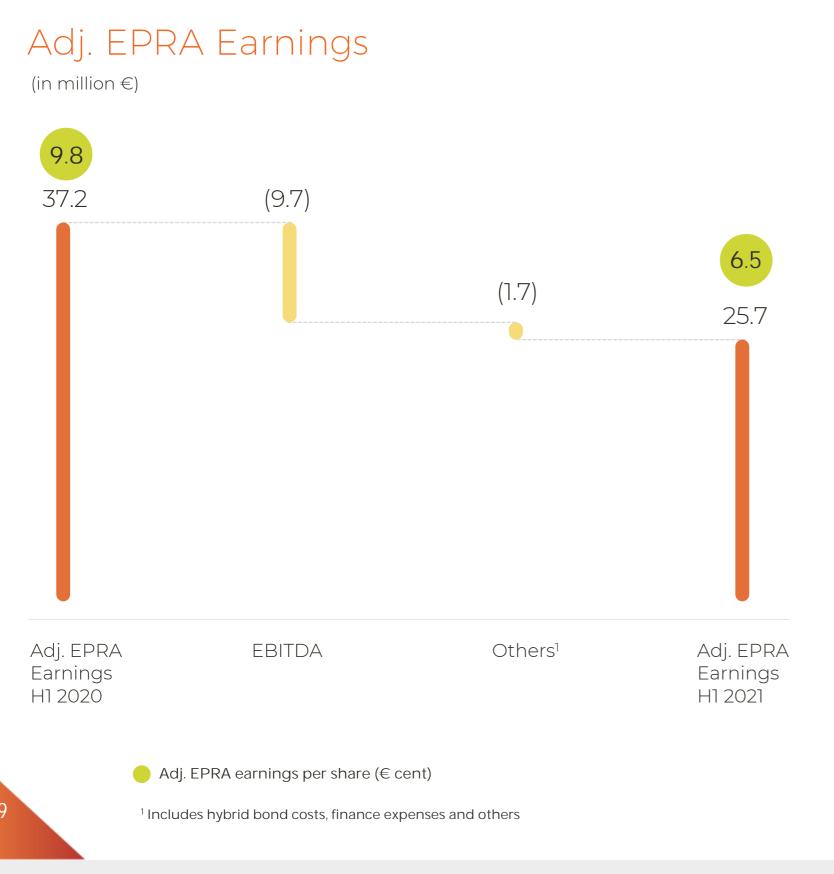


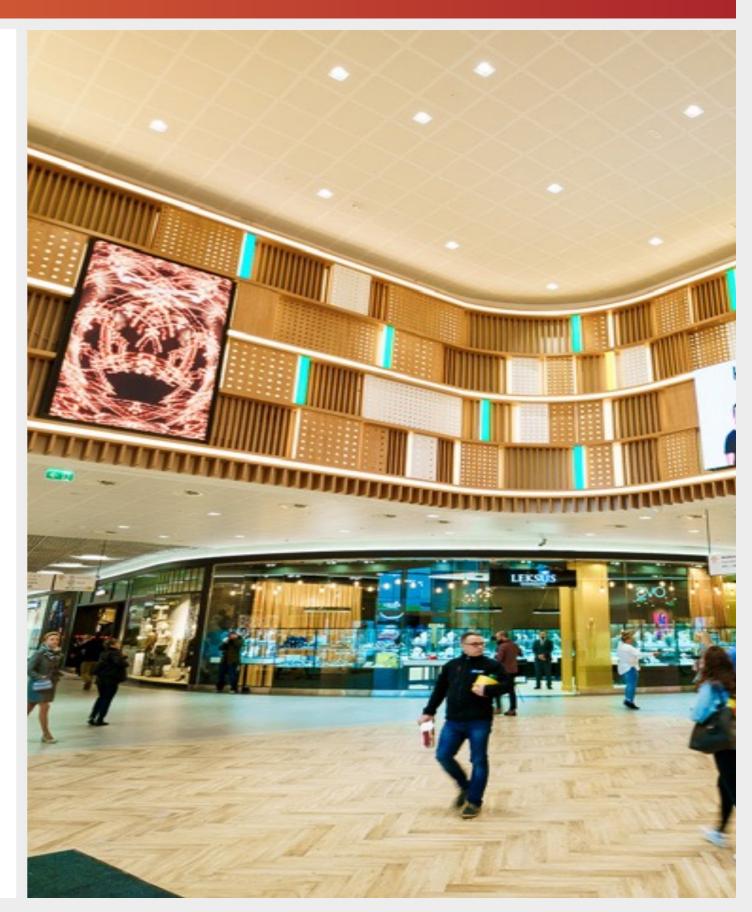
- EBITDA as % of NRI
- Decrease in reported NRI mainly due to the lockdown in Poland, government mandated relief
- -€4.5 million straight line impact (non cash)



## ADJUSTED EPRA EARNINGS DECREASED PRIMARILY DUE TO COVID-19 LOCKDOWNS IN POLAND







#### PROGRESSING OUR GREEN FINANCING STRATEGY IN 2021



#### February 2021 Bond issuance

#### €300m

First green bonds, Sep. 2027, 2.625% coupon

Notes were placed on the Luxemburg 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

26% 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



#### ADEQUATE LIQUIDITY TO PURSUE GROWTH OPPORTUNITIES



#### € 0.5bn cash

€300m unutilised credit facility

Strong liquidity to execute our strategy

26% Net LTV 30.06.2021

#### Debt profile

4.7 years weighted average maturity

2.8% cost of debt

71% unencumbered standing investments

Investment grade rating

(stable)

Fitch

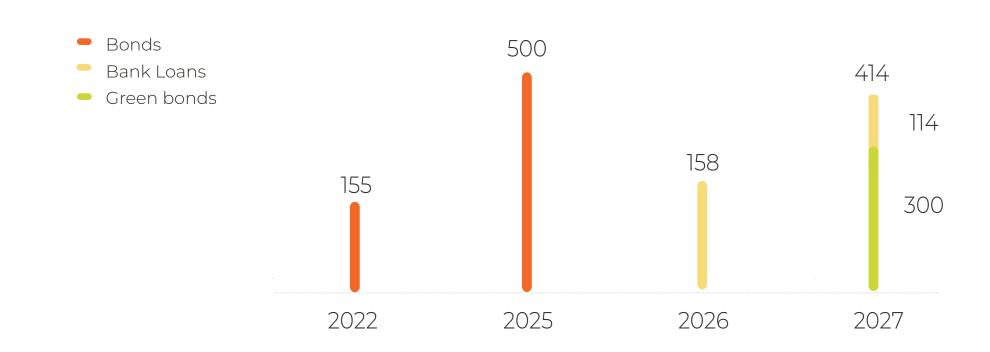
Baa3 (negative) 1 Moody's

#### Debt\* Maturities

(in million €)

Next repayment only due in October 2022

~€1.3bn of debt, c. 80% through unsecured bonds



<sup>&</sup>lt;sup>1</sup> Placed on review for downgrade on Aug. 2021 with the announcement that Gazit-Globe intends to acquire the remainder 25% stake



#### ESG STRATEGY AND GREEN FINANCING



ESG strategy

2020 key activities



Understand customer behaviour, meet expectations today and in the future



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



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



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



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)
- I Three green stars from Global Real Estate Sustainability Benchmark (GRESB) (2020), 71 score







#### KEY INVESTMENT HIGHLIGHTS





#### 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



#### 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
- EMTN programme with CSSF eligibility



#### Diversification to residential for rent through densification of existing retail properties and acquisitions

- · Diversification into modern, purpose built residential for rent in our core geographies
- · Over 4,000 units in major Polish cities in different stages of assembly:
  - $\cdot$  C. 2,000 through densification of existing retail properties
  - · 2,000 through acquisition pipeline



#### Strong financial profile

- · 26% net LTV (today)
- · Strong liquidity with >€0.5bn cash and unutilised credit facility
- · 71% unencumbered standing investments
- · Next debt maturity is in October 2022 (€155m)



#### Operational excellence

- $\cdot$  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



#### Strong ESG profile

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



#### APPENDIX 1: MACRO OVERVIEW OF OUR MARKETS



Macro Indicator	Poland	Czech Republic	Russia	Slovakia	Total / Average*	France	Germany	UK Official Interest Rate
2020f population (M people)	38.0	10.7	146.8	5.5	200.9	65.1	83.2	n.a.
2020f GDP in PPP (\$ Bn)	1,294.5	434.4	4,096.5	178.5	6003.9	2,999.7	4,496.8	n.a.
2020fGDP per capita PPP (\$)	32,327	38,503	26,450	31,007	32,072	43,664	51,260	n.a.
2021f GDP per capita PPP (\$)	33,475	39,991	27,450	32,412	33,332	46,076	53,024	n.a.
2022f GDP per capita PPP (\$)	35,030	41,598	28,500	33,808	34,734	47,886	54,776	n.a.
2020 real GDP growth (%)	-2.7%	-5.6%	-1.8%	-4.8%	-3.7%	-7.9%	-4.8%	n.a.
2021f real GDP growth (%)	4.8%	3.9%	3.8%	4.9%	4.4%	6.0%	3.6%	n.a.
2022f real GDP growth (%)	5.2%	4.5%	3.8%	5.3%	4.7%	4.2%	4.6%	n.a.
2020 unemployment (%)	6.2%	4.0%	5.9%	7.6%	5.9%	8.0%	4.0%	n.a.
2021f unemployment (%)	6.1%	3.9%	5.0%	7.0%	5.5%	8.9%	4.0%	n.a.
2022f unemployment (%)	5.5%	3.5%	4.6%	6.5%	5.0%	8.5%	3.6%	n.a.
2020 inflation (%)	3.7%	3.3%	4.9%	2.0%	3.5%	0.5%	0.4%	n.a.
2021f inflation (%)	4.2%	2.7%	3.0%	2.1%	3.0%	1.6%	2.8%	n.a.
2022f inflation (%)	3.1%	2.3%	4.0%	2.2%	2.9%	1.2%	1.6%	n.a.
12/2019 Official Interest Rate %	1.5%	2.0%	6.3%	n.a.	0% **	n.a.	n.a.	0.75%
12/2020 Official Interest Rate %	0.1%	0.3%	4.3%	n.a.	0% **	n.a.	n.a.	0.10%
06/2021 Official Interest Rate %	0.1%	0.5%	5.5%	n.a.	0% **	n.a.	n.a.	0.10%
Official Interest Rate - Last change date	Jun-20	Jun-21	Jun-21	n.a.	Apr-16	n.a.	n.a.	Mar-20
Country rating/ outlook - Moody's	A2/ stable	Aa3/ stable	Baa3/ stable	A2/ stable	n.a.	Aa2/ stable	Aaa/ stable	Aa3/ stable
Country rating/ outlook - S & P	A-/ stable	AA-/ stable	BBB-/ stable	A+/ stable	n.a.	AA/ stable	AAA/ stable	AA/ stable
Country rating/ outlook - Fitch	A-/ stable	AA-/ stable	BBB/ stable	A/ negative	n.a.	AA/ negative	AAA/ stable	AA-/ stable

#### APPENDIX 2: TOP 15 TENANTS\* - STRONG GLOBAL RETAILERS



#### A healthy diversified tenant mix

% OF ANNUALIS	SED RENTAL GROUP NAME 1E
3%	LPP
3%	CCC
2%	AFM
2%	Inditex
2%	Hennes & Mauritz
2%	Carrefour
2%	Metro Group
1%	A.S. Watson
1%	TJX Poland Sp. z o.o.
1%	Douglas
1%	Cineworld
1%	EM&F Group
1%	Sephora
1%	Tengelmann Group
1%	Amrest
26%	TOP 15 TENANTS

${\mathcal M}$ arionnaud	house	CROPP	M O H I T O
R <b>@</b> SSMANN	<b>A</b> uchan	RTVEUROAGD	orsay
	Carrefour	PULL&BEAR	Massimo Dutti
SEPHORA	Bershka	@eobuwie.pl	<b>Nedia</b> Markt
Z A R A H O M E	DOUGL/	4S <b>TKM</b>	D (B)
RESERVED	ZABA	CCC	KAISER'S ③
	ZABA	CCC	KAISER'S (1)  empik

#### APPENDIX 3.1: ATRIUM'S ESG JOURNEY



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

2014	2015	2016	2017& 2018	2019& 2020	2020
<ul> <li>A materiality assessment of Atrium's sustainability risks</li> <li>Defined a sustainability</li> </ul>	<ul><li>Set up a Sustainability Committee</li><li>Published a sustainability policy</li></ul>	<ul> <li>Rolling out Sustainability Programme:</li> <li>Environmental monitoring, Social and Governance performance</li> </ul>	Published a standalone Sustainability Report for 2016 and 2017	· Integrated the sustainability report into the annual report	<ul> <li>Published Green         Financing Framework,         endorsed by Sustainalytics         and approved by the         Board     </li> </ul>
policy		Governance penomiance			<ul> <li>Held first Group Employee engagement survey, 94% participation, 63% engagement score</li> </ul>

#### Atrium's Sustainability governance

- I The Board is responsible for all matters related to sustainability reviews and endorses the Company's sustainability strategy on an annual basis.
- I 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.
- I Senior management is leading the committee, Atrium is committed to actively manage and lead the ESG agenda.

#### APPENDIX 3.2: GREEN FINANCING FRAMEWORK - USE OF PROCEEDS



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

Green Buildings

- I Acquisition, construction or and extensions meet market standards, such as BREEAM (Very good and above)
- Renovations or refurbishment, delivering a min. 20% reduction in carbon emissions intensity or two grade improvements in local EPC





Energy Efficiency

- I Investments in reducing the energy consumption by at least 20%
  - such as: installing LED lighting, replacing and/or upgrading building management systems and installing smart meters



Renewable energy

- Primarily solar energy:
  - installation of photovoltaic solar panels
  - dedicated support infrastructure for photovoltaic solar energy across building management systems



Waste management

I Improved waste management by offering multiple possibilities to recycle and dispose of waste



#### APPENDIX 3.3: GREEN FINANCING FRAMEWORK - USE OF PROCEEDS



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

5 Sustainable water management

- I 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



Environmentally
sustainable management
of living natural resources
and land use

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



7 Clean transportation

- I 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









#### APPENDIX 3.4: ATRIUM'S GREEN PORTFOLIO



#### Above 70% of the portfolio is BREEAM certified



#### Green financing

- I Green Financing Framework launched in Feb. 2020, with Second Party Opinion from Sustainalytics
- Inaugural green financing instruments totaling €650m in H1 2021
- Proceeds to be used for financing and refinancing of existing and new green assets
- Extended ESG report published with H1 2021 results and is available on the website

#### Current BREEAM certified assets



Atrium Flora



Promenada



Reduta



Targowek



Wars Sawa Junior



Dominikanska



King Cross



Pardubice



Copernicus



Biala



Bydgoszcz

#### APPENDIX 4.1: POLISH HOUSING SHORTAGE IN QUANTITY AND QUALITY

ATRIUM European Real Estate

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

Housing indices are overall low:	Poland	EU
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>

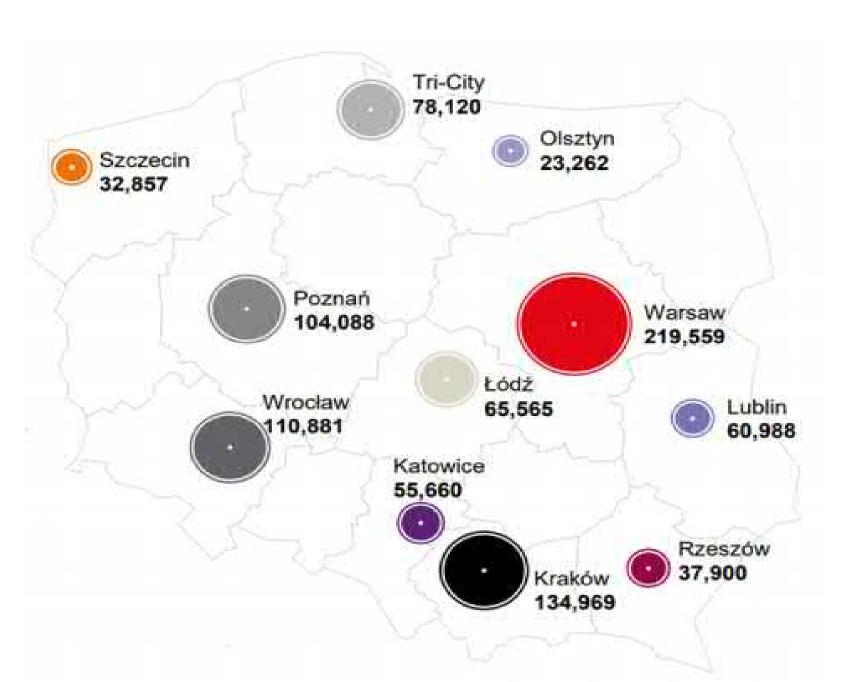
#### Statistical deficit of ~ 1.5m and low quality of the existing stock

- ~ 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

#### APPENDIX 4.2: STUDENT POPULATION IN POLAND



#### 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
- I 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)

#### APPENDIX 5: EPRA OCCUPANCY 30 JUNE 2021



	31/12/2020	31/3/2021	30/6/2021	Change (ppt)  ○1 vs ○2 2021
Poland	92.5%	90.7%	91.2%	0.5
Czech Republic	92.9%	91.5%	91.3%	(0.2)
Slovakia	99.2%	97.6%	98.3%	0.7
Russia	89.4%	93.2%	94.5%	1.4
TOTAL	92.3%	91.7%	92.2%	0.5

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