

ECHO

investment



*Everything
begins
with you*



2019 RESULTS AND OUTLOOK

Warsaw, 23rd March 2020

Disclaimer

Neither this presentation (the “Presentation”), nor any copy of it, nor the information contained herein is being issued or may be distributed directly or indirectly to or into the United States, Canada, Australia or Japan.

This Presentation has been prepared by Echo Investment S.A. (the “Company”) solely for informational purposes and does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any member of its group (the “Group”) in any jurisdiction, including Poland and the United States, nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its Group, or any other contract or commitment whatsoever. This Presentation does not constitute a recommendation or legal, tax, accounting or investment advice regarding any securities of the Company or its Group. We recommend that the recipient seek independent third party legal, regulatory, accounting and tax advice regarding the contents of this document.

The information contained in the Presentation does not purport to be comprehensive and has not been independently verified. To the extent permitted by law, no representation, warranty or undertaking, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein.

This Presentation contains certain “forward-looking statements”. Forward-looking statements are generally identifiable by the use of certain words, including but not limited to: “may”, “will”, “should”, “plan”, “expect”, “anticipate”, “estimate”, “believe”, “intend”, “project”, “goal” or “target” or the negative of these words or other variations on these words or comparable terminology or refer to information relating to the current year and the future. Forward-looking statements are based on current expectations and assumptions and involve a number of known and unknown risks, uncertainties and other factors that could cause the Company's or its industry's actual financial condition, results of operations or performance to be materially different from any future financial condition, results of operations or performance expressed or implied by such forward-looking statements. You should not place undue reliance on forward-looking statements and to the extent permitted by the applicable laws, the Company does not undertake to publicly update or revise any forward-looking statements that may be made herein, whether as a result of new information, future events or otherwise.

This Presentation contains certain statistical and market information. Such market information has been sourced from and/or calculated based on data provided by third-party sources identified herein or by the Company, if not attributed exclusively to third-party sources. Because such market information has been prepared in part based upon estimates, assessments, adjustments and judgments which are based on the Company's or third-party sources' experience and familiarity with the sector in which

the Company operates and has not been verified by an independent third party, such market information is to a certain degree subjective. While it is believed that such estimates, assessments, adjustments and judgments are reasonable and that the market information prepared appropriately reflects the sector and the market in which the Company operates, there is no assurance that such estimates, assessments, adjustments and judgments are the most appropriate for making determinations relating to market information or that market information prepared by other sources will not differ materially from the market information included herein. Presentation does not take into account the influence of the epidemiological situation on the economy due to the coronavirus outbreak.

This Presentation is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or applicable regulations or which would require any authorisation, registration, notification or licensing within such jurisdiction. Persons into whose possession this Presentation, any part of it or other information referred to herein comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction.



Agenda

- I. Echo Investment Key Facts
- II. Financial Data & Highlights
- III. Creating Destinations
- IV. Residential
- V. Resi4Rent
- VI. Office
- VII. Retail
- VIII. Landbank
- IX. Financials
- X. Appendix

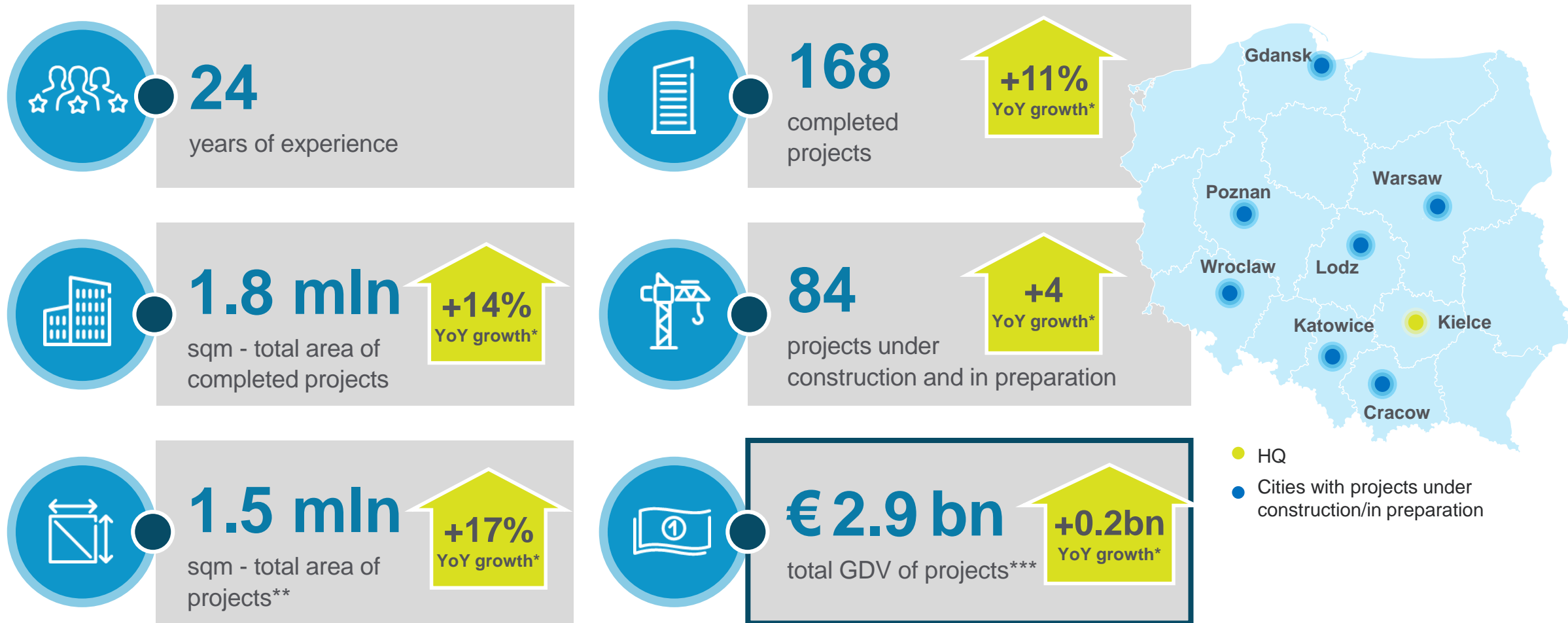




I.

Echo Investment Key Facts

About Echo Investment

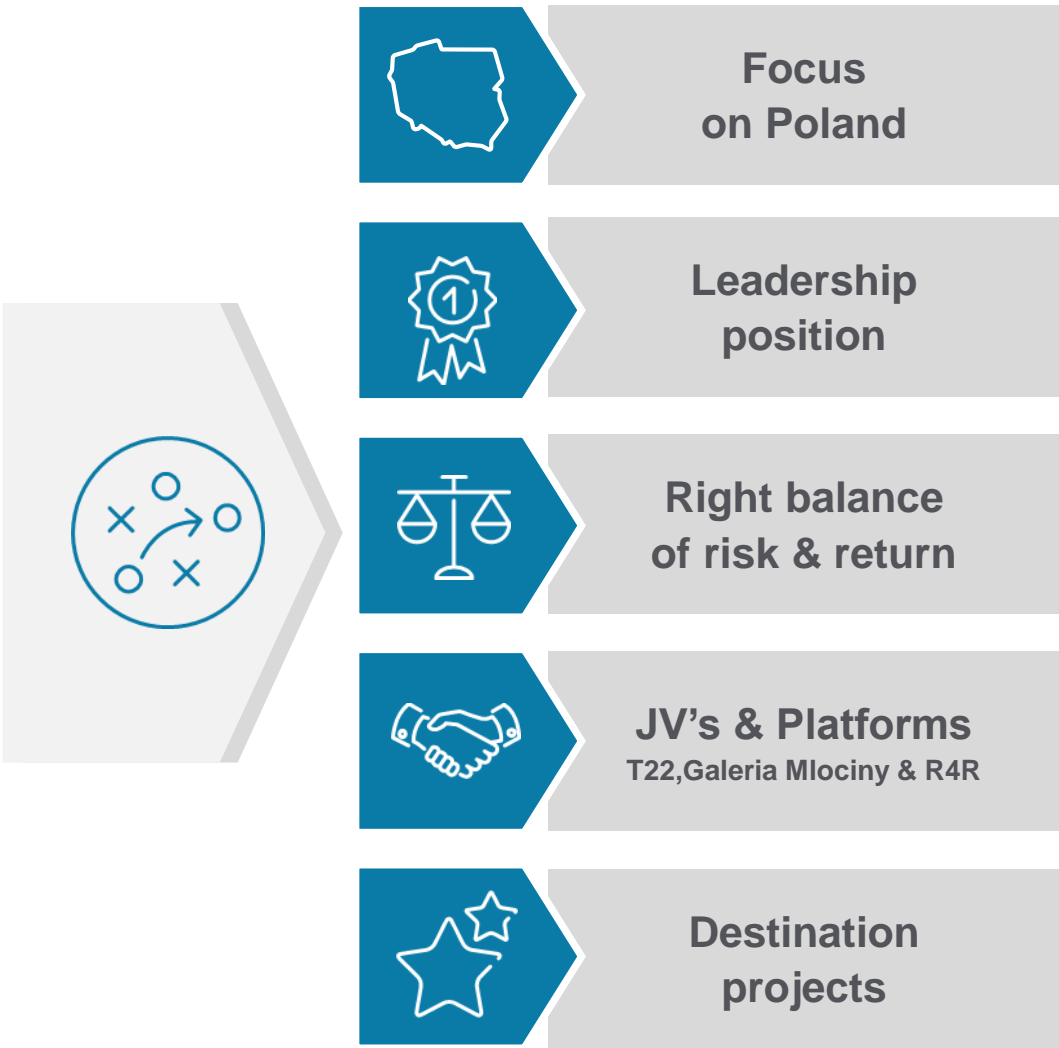


* compared to 2018

** standing, under construction, in preparation and in early stage, including 100% of JV projects

*** standing, under construction, in preparation and in early stage, adjusted for Echo's share in the projects

Strategy of Echo Investment Group



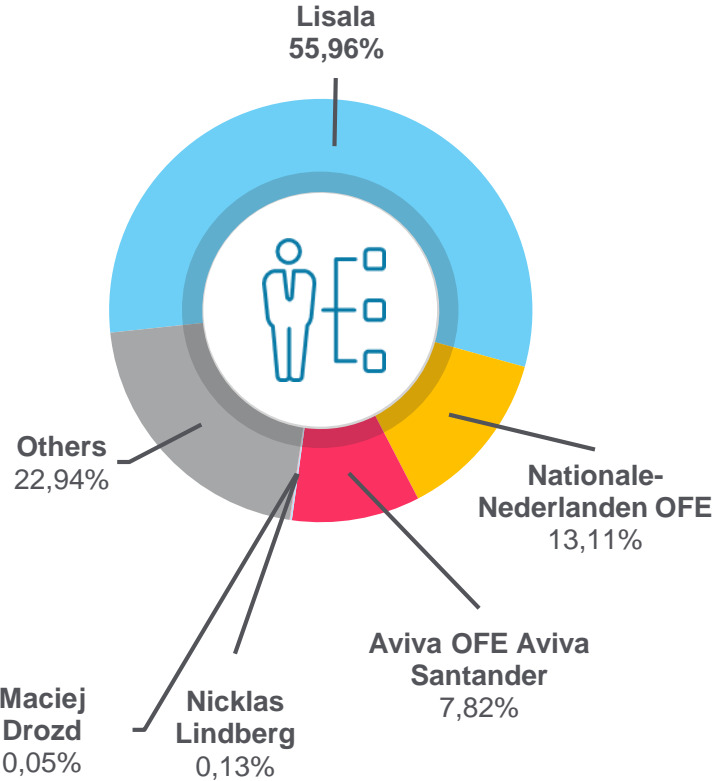
“Wing sought to invest in a platform, a profitable operating company with **long term growth of the business potential.**”

Noah Steinberg,
Chairman
and CEO of Wing



Shareholding structure

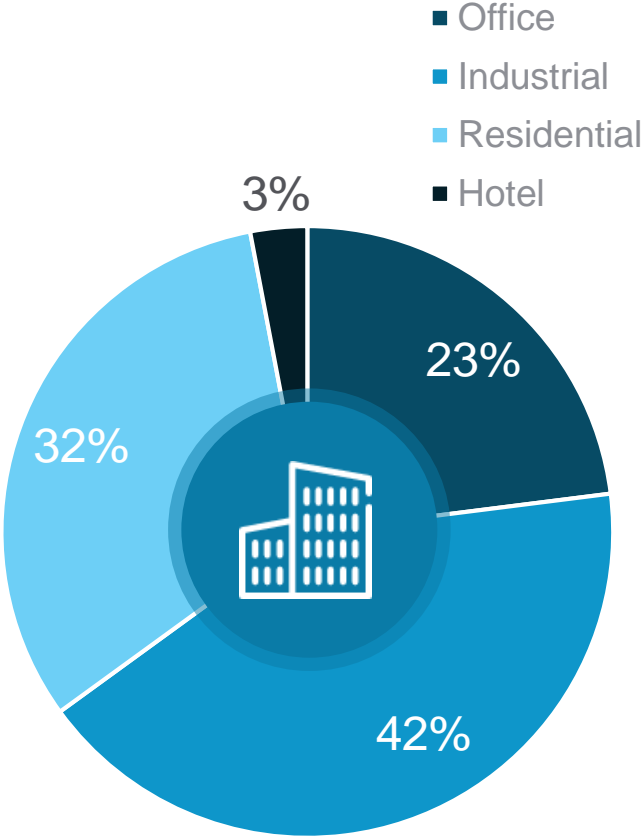
% as at 31.12.2019



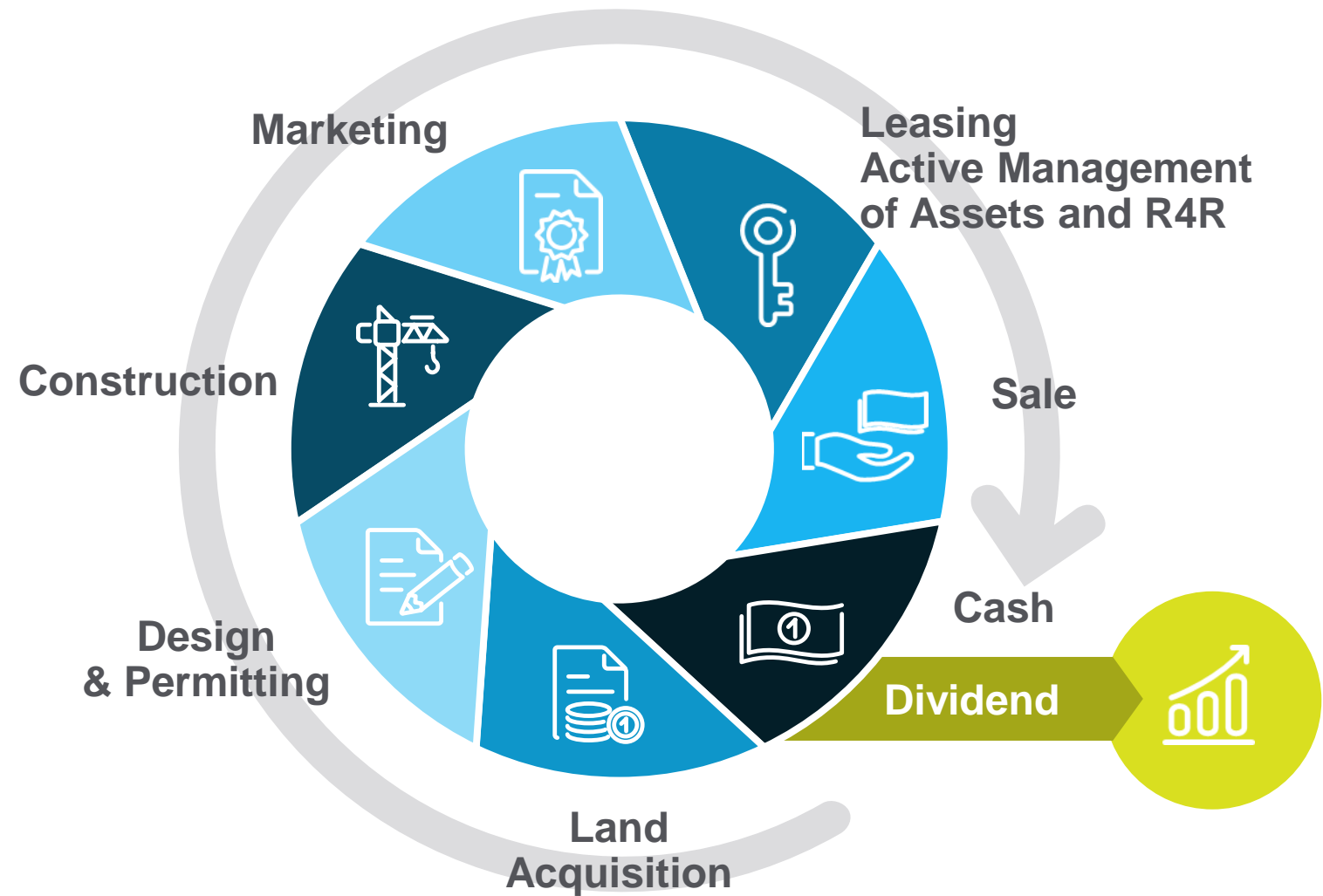
Wing became major stakeholder in December 2019

- **Lisala** (main Echo Investment shareholder) has been acquired by Hungarian real estate company Wing
- Wing is one of the largest privately owned Hungarian real estate companies
- The company was created more than 20 years ago by Tibor Veres and Noah M. Steinberg
- In the last 20 years Wing developed in total 1 million sqm portfolio in a value of 1,5 bln euro
- Wing holds a large portfolio of its own developments (740,000 sqm)
- The primary goal of Wing's real estate management is long-term value creation
- 325,000 sqm currently in pipeline

Development Portfolio
% of total sqm



Echo Investment business model










Echo Investment runs the entire investment process in-house, starting with acquisition of plot, through obtaining administrative permits, financing, oversight of construction, leasing and active management to increase value of property until sale of project.

The core business of Echo Investment Group falls into the following categories:

- construction, lease, management and sale of office buildings
- construction, lease, management and sale of retail buildings
- construction of residential apartments for rent and for sale
- provision of services (general contractor, managing contractor, leasing, consulting etc.)

The Management Board of Echo Investment S.A.

						
Nicklas Lindberg President of the Board	Maciej Drozd Vice-President of the Board	Artur Langner Vice-President of the Board	Marcin Materny Member of the Board	Rafał Mazurczak Member of the Board	Waldemar Olbryk Member of the Board	Małgorzata Turek Member of the Board
CEO	CFO	Construction	Retail	Office	Residential	Investments and divestments



II.

Financial Data & Highlights

2019 profit above market expectations

Actual results [PLN mln]

	2018	2019	Q4 2018	Q4 2019
Revenue	713	880	274	499
Operating profit	404	450	203	257
Profit before tax	424	398	197	238
Net profit	305	300	147	183

PAP Consensus

	Q4 2019 (average)	Q4 2019 (range)
Revenue	395	387 – 399
Operating profit	191	187 – 198
Profit before tax	-	-
Net profit	157	143 - 163

OUR RESULTS

PLN 880 mln

total revenue in 2019
(23% growth compared to 2018)

+ 17%

Net profit for Q4 2019 above PAP Consensus

PLN 300 mln

total net profit in 2019

PLN 405 mln

Total fair value gain in 2019

PLN 154 mln

margin earned on handover of 1,263 residential units

Main profit drivers in 2019

	Q4 2019	2019
Margin earned on handover	PLN 111.7 M Margin earned on handover of ca. 658 residential units	PLN 153.7 M Margin earned on handover of 1,263 residential units
Fair value increase	PLN 186.9 M* Fair value increase and profit on sale of commercial properties: <ul style="list-style-type: none"> • Gatehouse Offices (Brewery J), Warsaw • Villa Offices, Malthouse Offices (Brewery K, G-H), Warsaw • Face2Face I & II, Katowice • West4 Business Hub I, Wrocław • Midpoint 71, Wrocław • React I, Lodz • Others 	PLN 405 M* Fair value increase and profit on sale of commercial properties: <ul style="list-style-type: none"> • O3 Business Campus III, Cracow • Gatehouse Offices (Brewery J), Warsaw • Villa Offices, Malthouse Offices (Brewery KGH), Warsaw • Moje Miejsce I, Warsaw • Face2Face I & II, Katowice • React I, Lodz • West 4 Business Hub I, Wrocław • Midpoint 71, Wrocław • Others
Others	PLN 8.8 M Margin on rent from standing assets: Libero Katowice, Moje Miejsce I Valuation of equity interest in R4R	PLN 39.9 M Margin on rent from standing assets: O3 Business Campus III, Libero Katowice, Moje Miejsce I, Gatehouse Offices Valuation of equity interest in R4R

* see page 49 for details

2019 Highlights



Residential

Opening of two **Resi4Rent** projects in Wrocław and Łódź

Sale of **1,357 apartments**

Hand over of **1,263 apartments**

More than **1,800 apartments** added to the offer in 9 projects



Commercial

96,000 sqm of office space leased

Start of construction of **68,000 sqm** in 4 projects

Opening of Moje Miejsce I and Face 2 Face I (**39,000 sqm**)

Disposal of **O3 Business Campus III** in Cracow and **Brewery J** in Warsaw



Land Bank

Acquiring land for **170,700 sqm** and securing by PSPA ca. **190,000 sqm** of potential GLA/PUM in top locations



Corporate

0,5 PLN dividend per share

WING

Wing acquired 100% of Lisala
(main shareholder that owns ca. **56%** of Echo's shares).



Q1 2020 activities (as of mid- March)



Residential

Sale of **152 apartments** by the end of February

New project has started with **218 apartments** (KRK I in Cracow)



Commercial

Fujitsu became a key office tenant in Fuzja with **16,300 sqm** leased



Land Bank

Closing plot acquisition for a new destination project in **Cracow Puskarska** and **securing of 3 plots in Cracow, Poznan and Lodz** that will allow construction of 4,000 apartments



Corporate

Wing announced the tender offer for the sale of additional 41,444,928 shares of Echo Investment at a price of PLN 4.65 per share.





III.

Creating Destinations

Destination projects
cover 45% of Echo's
pipeline



Broad experience
in all sectors

Lower acquisition
and development
costs



Flexibility, risk
diversification and optimal
utilisation of resources

Creating meeting spaces
with green areas (in line
with market trends)

Focus on destinations projects by securing 5 new locations

Within the last 12 months Echo secured **5 additional plots** for destination projects:



5 plots will allow Echo Investment to develop 373,000 sqm
Each project will be unique and will respond to customers needs

Warsaw Brewery will become new meeting point in Warsaw

- Echo Investment is creating one of the capital's most exciting places to live, work and visit with a wide range of restaurants, greenery and public spaces
- As of 20.03.2020, **92% of retail area and ca. 100% of office space** is leased or under advanced negotiations
- One of the largest tenant will be Kumpel Group Atelier with impressive 1,800 sqm restaurant concept comprising of brewery and italian cuisine
- Another anchor tenant will occupy most iconic building, historical Malthouse, which will be transformed into Robert Lewandowski restaurant
- Some well known brands like Pjaca, Deseo, El Greco, Ed Red, French Bistro or Koreanka Grill support creating new destination in Warsaw
- Other ca. 20 food concepts and shops will contribute to Echo's first destination project
- Grand opening of Warsaw Brewery is planned for Q4 2020



92% of retail area leased

100% of office space is signed or under advanced negotiation



Fuzja flourishes as a new destination in Lodz

Fujitsu has leased **100%** of office space
in two buildings

- Fuzja is a destination project that draws public attention to its historical and exciting environment
- The lively combination of multi-factional space has attracted global technology leader **Fujitsu** which leased **100%** (including 18% under expansion option) of office space in two buildings
- The company will occupy 16,300 sqm of a high quality office space in a unique setting
- More than 135 apartments sold as of the end of February 2020 (almost 50% of all apartments in the offer)





IV.

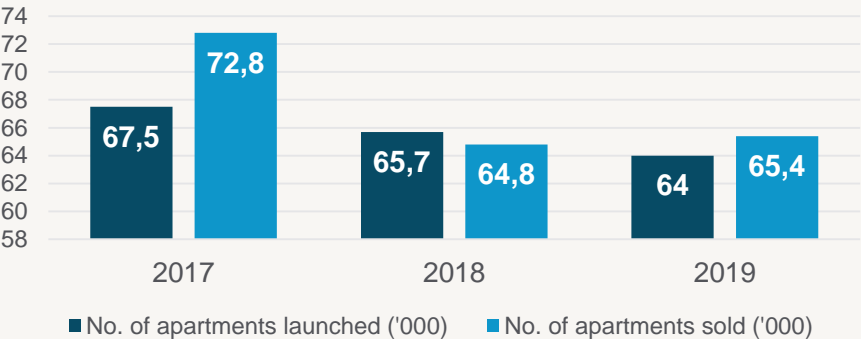
Segment Achievements Residential for sale

Demand surpassed supply

Supply

- **17,600 apartments** were launched in Q4 2019
- **64,000 new units** released in Warsaw, Cracow, Wroclaw, Tri-city, Poznan and Lodz over the last four quarters
- Demand slightly surpassed supply, number of units available stabilized at **50,300** (almost as in the preceding quarter, but 1.1% lower than at the end of 2018)
- Highest supply growth Q42019/Q4 2018: **Wrocław – 39.5% and Łódź- 32.3%**

No. of apartments launched and sold in 6 major cities* in Poland



* Warsaw, Cracow, Wrocław, Tricity, Katowice, Łódź

Source: REAS / JLL Residential Advisory

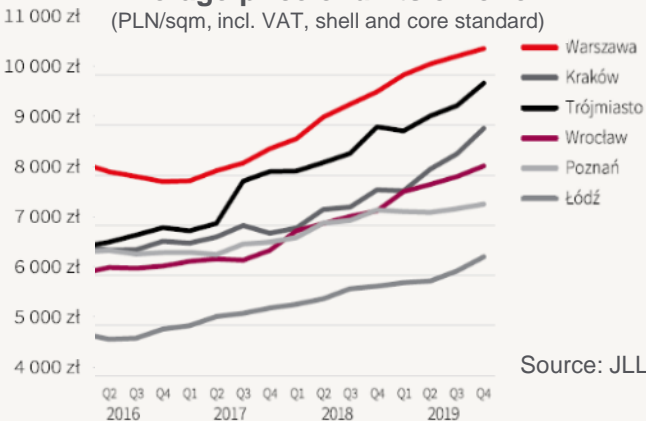
Demand

- **17,300 apartments** sold in Q4 2019 on primary market in 6 major cities
- **65,400 apartments** sold in 2019
- Number of apartments sold increased by 0.8% compared to 2019
- Poznan witnessed sales outstanding growth - 30% in 2019
- Only Tri-City & Cracow have been impacted by slow down in sales compared to 2018

Prices

- The sale prices increased in Q4 2019 by 1.5% compared to Q3 2019
- The sale prices increased in Q4 2019 by 7.6% compared to Q4 2018
- Cracow, Wroclaw, Lodz and Tri City noted the highest price growth (16%, 12.3%, 10,2% and 9,7% accordingly) – compared to Q4 2018

Average price of units on offer (PLN/sqm, incl. VAT, shell and core standard)



Source: JLL

- Prices in Poznan have stabilised, increased only by 2% over the period of 12 months

Fast growth in residential

1,357 apartments sold (+38%)

1,263 units handed over (+33%)

28% Margin on sales (28% in 2018)

- „**Life services**” in our projects to attract clients
- Becoming a leader in **modern technologies** in the apartments
- Mobile, **paperless commissioning** of apartments



Echo have started construction of almost 1,900 apartments in 9 projects



Poznań
Enter I
Pre-sale: 18%
IV Q 2021*



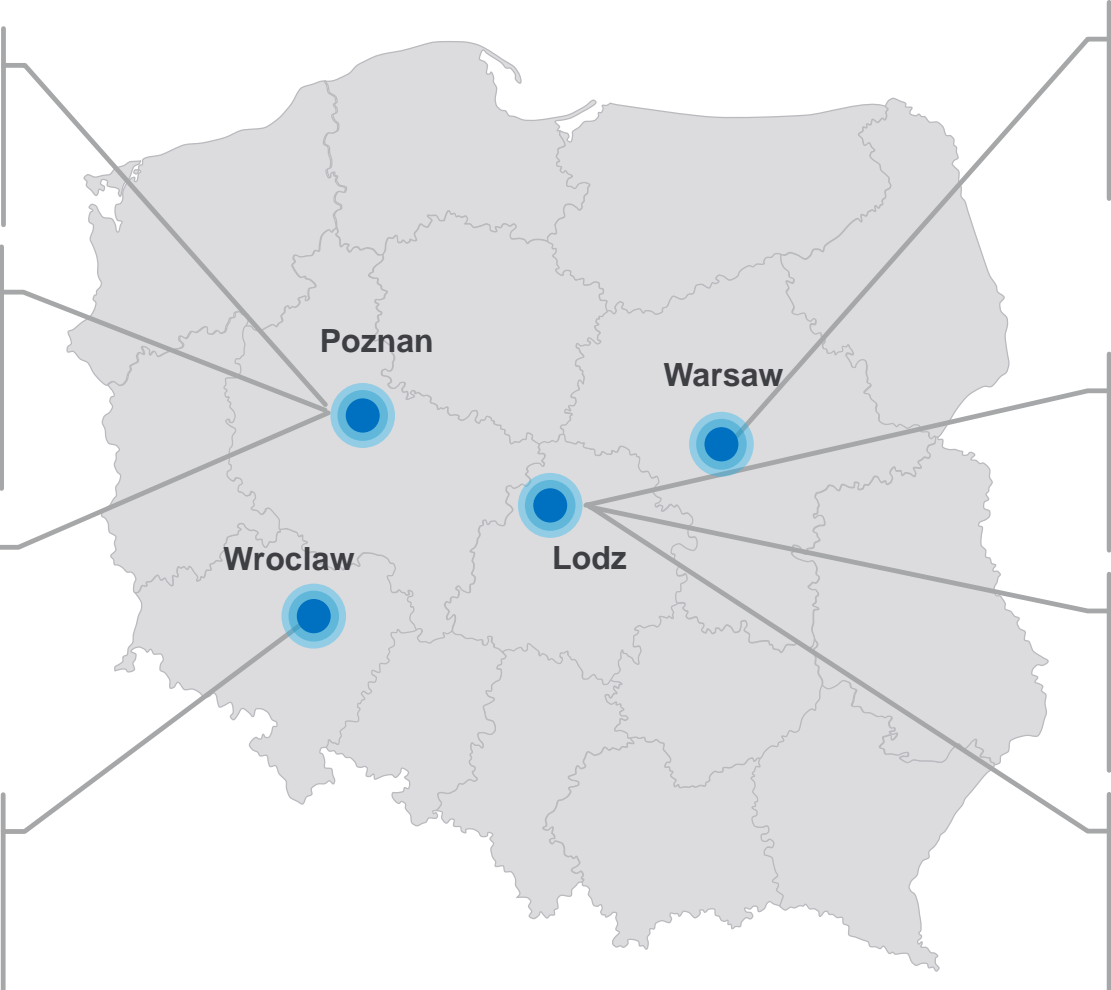
Poznań
Nasze Jeżyce I & II
Pre-sale: 77% & 29%
IQ & II Q 2021*



Poznań
Esencja
Pre-sale: 72%
IV Q 2021*



Wrocław
Stacja 3.0
Pre-sale: 13%
IV Q 2020*



Warszawa
Stacja Wola
Pre-sale: 47%
III Q 2021*



Łódź
Jarzębinowe VI
Pre-sale: 96%
I Q 2021*



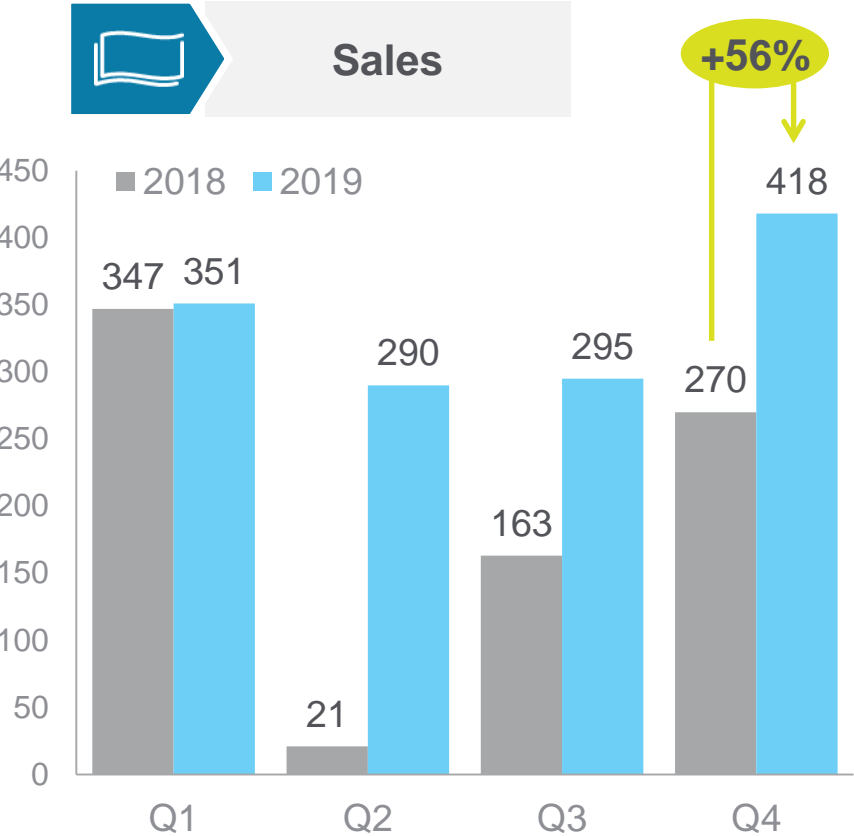
Łódź
Jarzębinowe VII
Pre-sale: 73%
IV Q 2020*



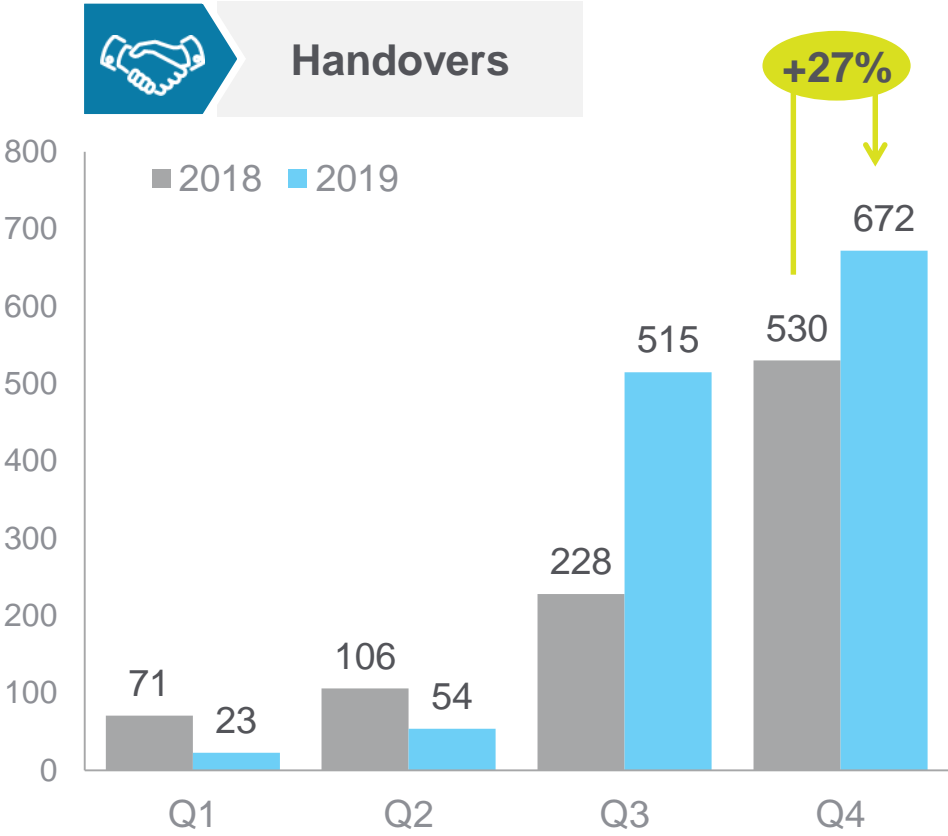
Łódź
Fuzja
Pre-sale: 48%
IV Q 2021*



Echo apartment sales grew by 56% in Q4 2019 vs. Q4 2018



Growth 56%
in Q4 2019 vs. Q4 2018



Growth 27%
in Q4 2019 vs. Q4 2018


**Recorded margin
on revenues**
(handed over
apartments)

28%
in 2019

Current offer & Pipeline


Landbank pipeline secured for ca. 12,000 apartments

Current pipeline and offer	
No. of apartments in permitting process	4,225
Potential no. of apartments in a concept stage	1,175
Potential no. of apartments secured by binding agreements*	ca. 6,500



12,000

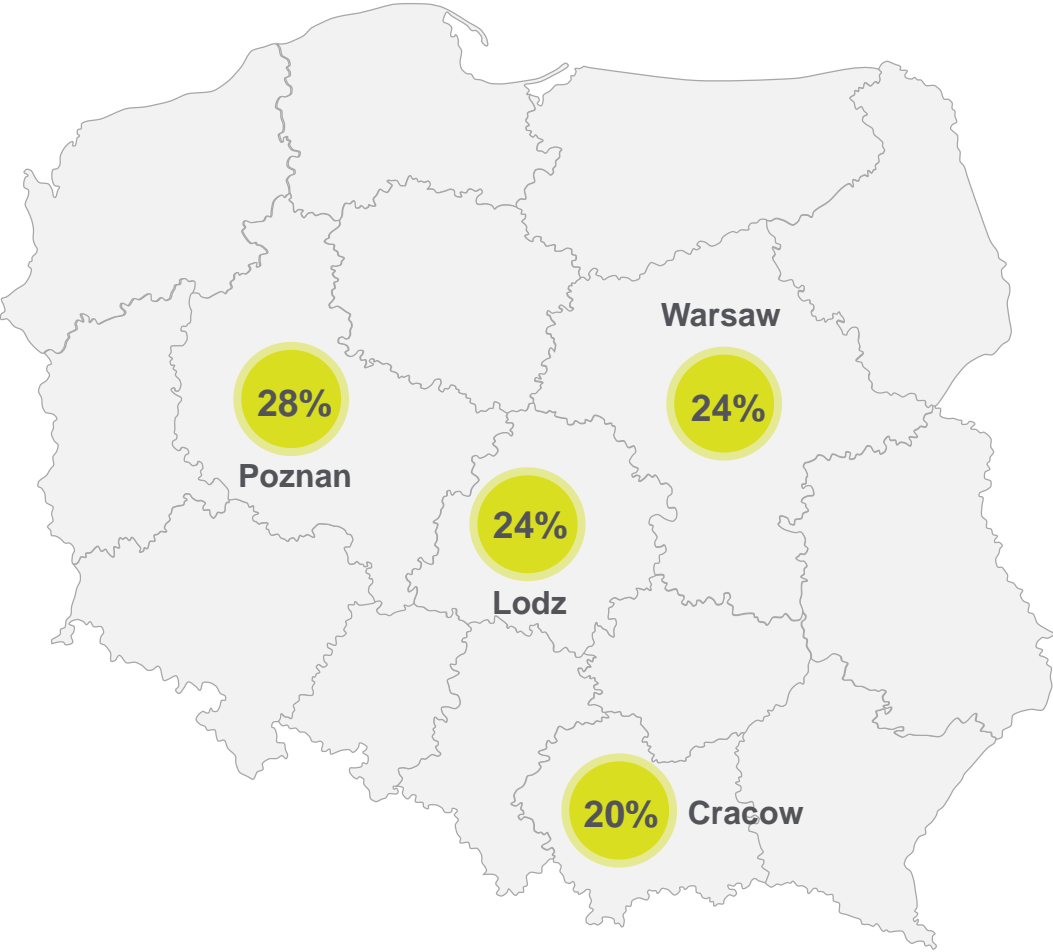
Total no. of apartments in pipeline



1,334

No. of apartments in the offer (as at 31.12.2019)

Landbank pipeline secured**



*incl. acquired and secured plots in 2020

** Apartments in offer not included

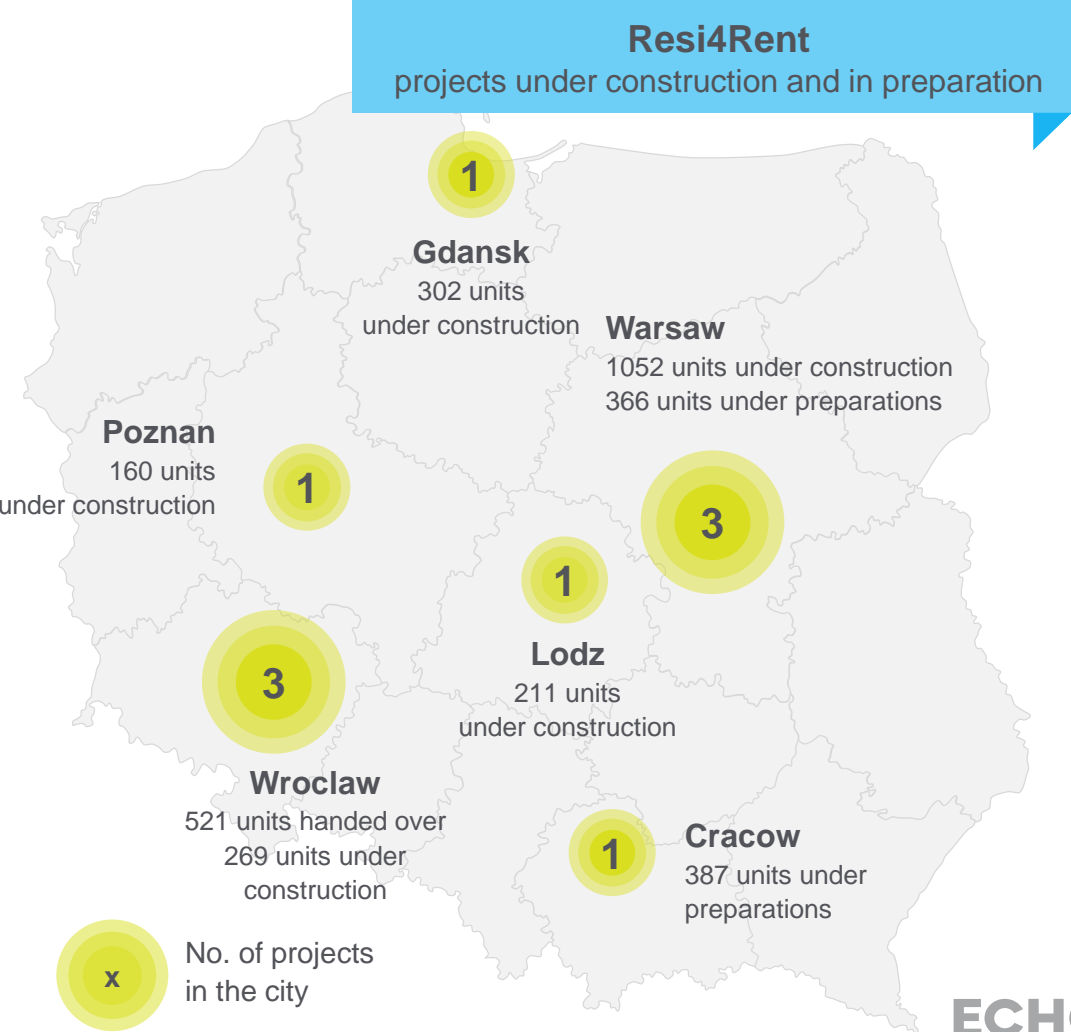


V.

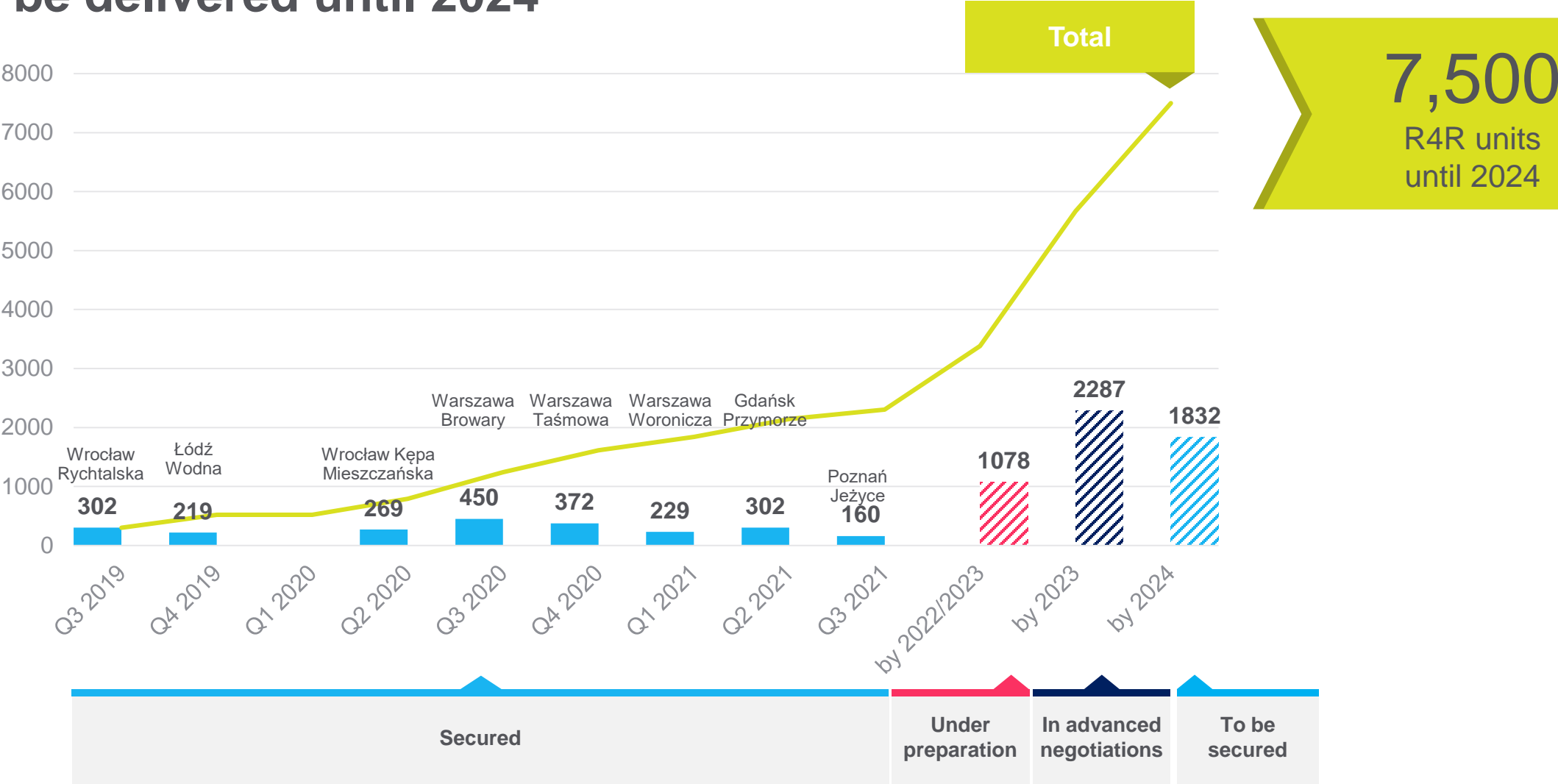
Segment Achievements Resi4Rent

Acquisition of new plots & opening the first projects in Wroclaw and Lodz

Resi4Rent to develop and operate approx. 7,500 units by 2024:	
521	completed in 2019 (to be fully leased in Q2 2020)
1,782	units in 6 projects under construction to be delivered by the end 2021
1,078	units currently under preparation (3 maja in Cracow, Wilanowska in Warsaw & a plot under PPA in Warsaw) to be built by 2022
2,287	unit to be constructed by 2022/2023 on plots to be acquired or plots under advanced negotiations
1,832	units to be secured and to be developed by 2024



Target 7,500 of R4R units to be delivered until 2024



Successful launch of apartments leasing

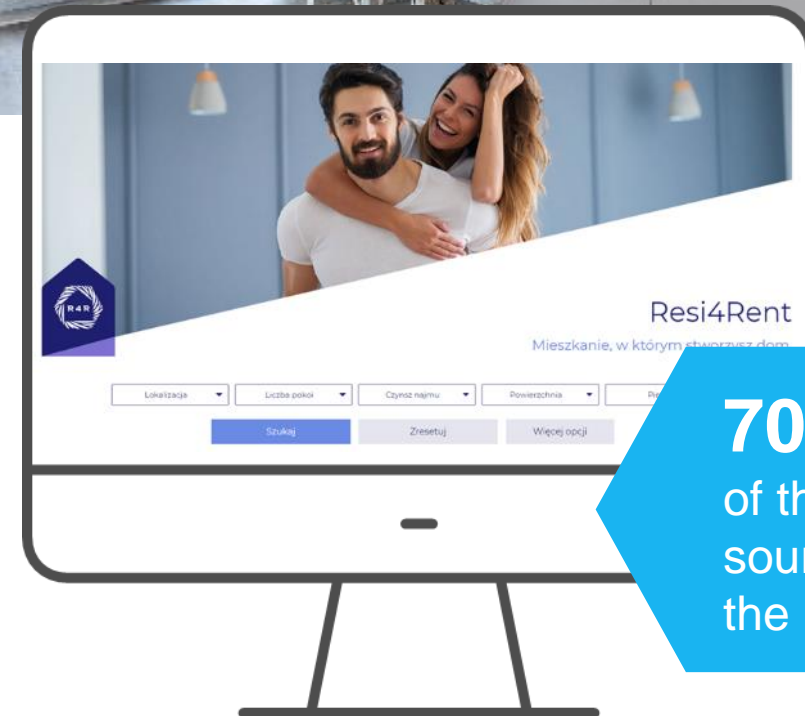
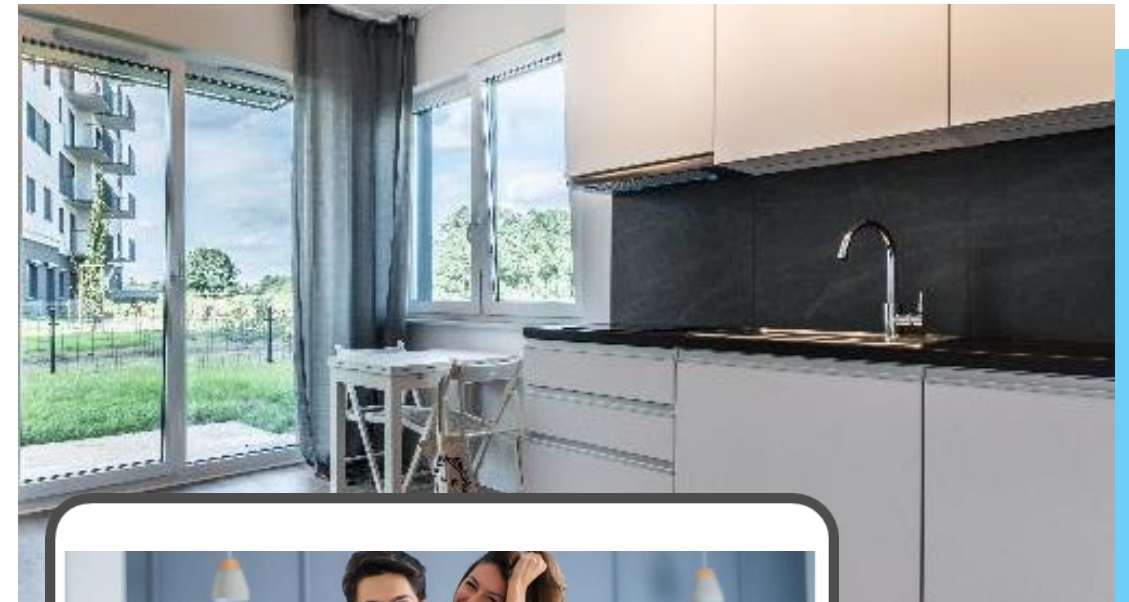
Rychtalska in Wroclaw: **192/302** units leased

Wodna in Lodz: **90/219** units leased

- both are above Echo leasing plan

R4R demand proves to have **anticyclical nature** with increases during uncertainty due to market turbulence

- In the second quarter of 2020, 269 units will be handed over in Wroclaw on Kepa Mieszczanska
- Following the opening in Wroclaw, Resi4Rent platform will open its currently largest development- Warsaw Brewery
- Brewery project will provide 450 apartments in Q3 2020
- By the end of 2020 second project in Warsaw will be completed on Tasmowa St. (372 units)



70%
of the clients are
sourced through
the Internet



VI.

Segment Achievements Office

2019 - Strongest demand in history

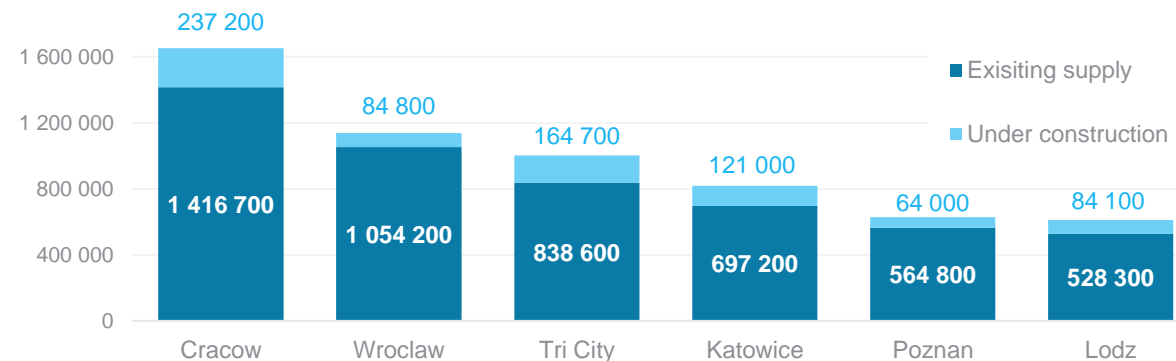
WARSAW: MARKET REMAINING STRONG

- **20,000 sqm**- total supply of office space in Q4 2019
- **162,000 sqm** of office space has been provided in 16 office projects in 2019 (30,3% less than in 2018)
- 2019 net take up result: **526,000 sqm**
- **798,000 sqm** of office space under construction
- **7.8%** – av. vacancy rate (5,2% in CBD), decrease comparing to the end of 2018 by 0.9 p.p., downward trend should be continued in 2020
- Persistent high demand and lack of immediately available space may cause increase of rents in the short-term
- Significant transaction on Polish office market signed:
 - mBank (**45,600 sqm**) and Orange (**45,000 sqm**)
- Historically low – sub 4,5% yields observed in recent transactions

REGIONAL MARKETS OUTPERFORM WARSAW

- **76,000 sqm** of new office space delivered on regional markets in Q4 2019
- **547,000 sqm** of office space has been delivered in 2019
- 2019 net take up result: **381,000 sqm**
- **819,000 sqm** of office space remain under construction
- **8,6%** – average vacancy rate (comparing to 8,7% at the end of 2018)
- Rents likely to grow due to high demand
- Historically low – 5,5% yields observed in recent transactions in Wroclaw and Cracow

Supply and space under construction in regional cities in 2019



Office achievements 2019



Start of construction
68,000 sqm



Disposal of
two office buildings
for ca. **120 mln eur**



Leasing
of **96,000 sqm**



Opening
of **39,000 sqm**

Echo Investment has become a leading player in the regional markets

- Echo Investment leased **96,300 sqm** of office space in 2019:

12,600 sqm
in Warsaw

83,700 sqm
in regional cities

- Echo Investment has 26% share of the market in regional cities
- The largest lease agreements signed by Echo Investment in 2019:

Company	Space	City
Fujitsu	16 316	Łódź
Capgemini	12 321	Katowice
Honeywell	9 994	Katowice
Accenture	4 061	Warsaw



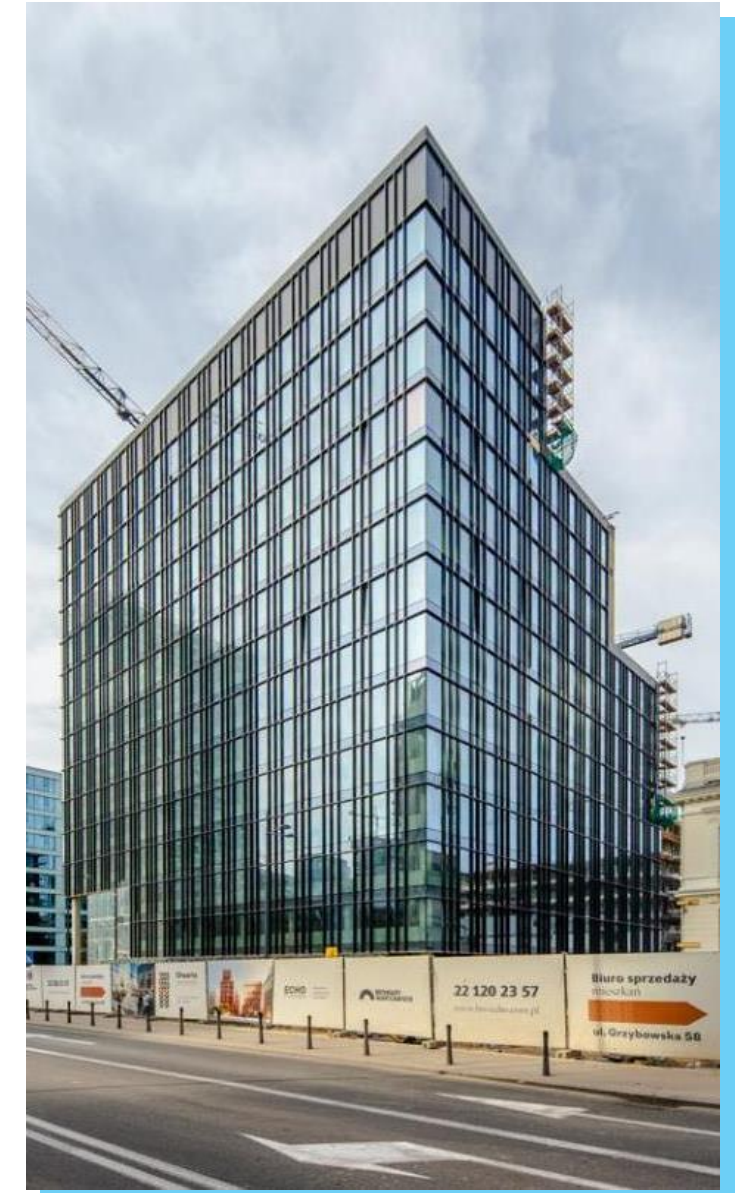
26,3%

of newly signed lease agreements in 2019 (Regional Cities)

Warsaw

Continuation of Warsaw Brewery Project

- **Brewery K (Villa Offices) and GH (Malthouse)** construction is on schedule and both are to be opened in Q3 2020.
 - Both buildings will deliver almost **45,000 sqm**
 - Mix nature of the project and wide offer of restaurants and services attracts interests of prospective tenants- entire outstanding office space in Villa Offices and Malthouse Offices is leased or under advanced negotiation.
- Warsaw Brewery office buildings (K,GH) **almost 100% leased**, available space under advanced negotiation
 - **Main tenants:** Accenture, MDDP, WeWork, Allen & Overy, Grupa Zywiec



Katowice Face 2 Face

outstanding leasing progress

- Face2Face Business Campus combines multifunctional courtyard with beautiful green areas, relaxing patio with hammocks, lunch zone and active area with basketball court
- Phase I with 20,400 sqm has been completed in Q4 2019, Phase II with 26,200 sqm is scheduled to be finished by the end of 2020
- Both phases are nearly **100% let**
- **Capgemini** became a major tenant for Phase I and Phase II
- Other signed tenants include: Honeywell, Orange, Deloitte, Perform DAZN and Medcover

Office market in Katowice	Q4 2019
Total supply:	697,200 sqm
Space under construction:	121,000 sqm
Vacancy rate:	6,6%
Headline rents:	12,2- 15,5 EUR



Lodz Fuzja

new HQ for Fujitsu

- Within Fuzja project 3 office buildings will be delivered
- Two buildings will be occupied by **Fujitsu** (16,300 sqm)
- New office space for Fujitsu will be delivered by the end of 2021
- Exciting combination of post industrial architecture with modern functionality and wide range of services, public spaces creates **unique landmark in Lodz**

Office market in Lodz	Q4 2019
Total supply:	528,300 sqm
Space under construction:	84,100 sqm
Vacancy rate:	11,2%
Headline rents:	12- 14,5 EUR



Wrocław Mid-Point

new HQ for Pyszne.pl

- Mid Point 71 construction started at the end of November 2019
- Office building will provide **36,900 sqm GLA**, 20% has been leased-up in December 2019
- **Pyszne.pl** is to relocate its Wrocław headquarters to the building in Q4 2021
- Together with Echo's future neighbouring office project at Swobodna Street will deliver almost 70,000 sqm

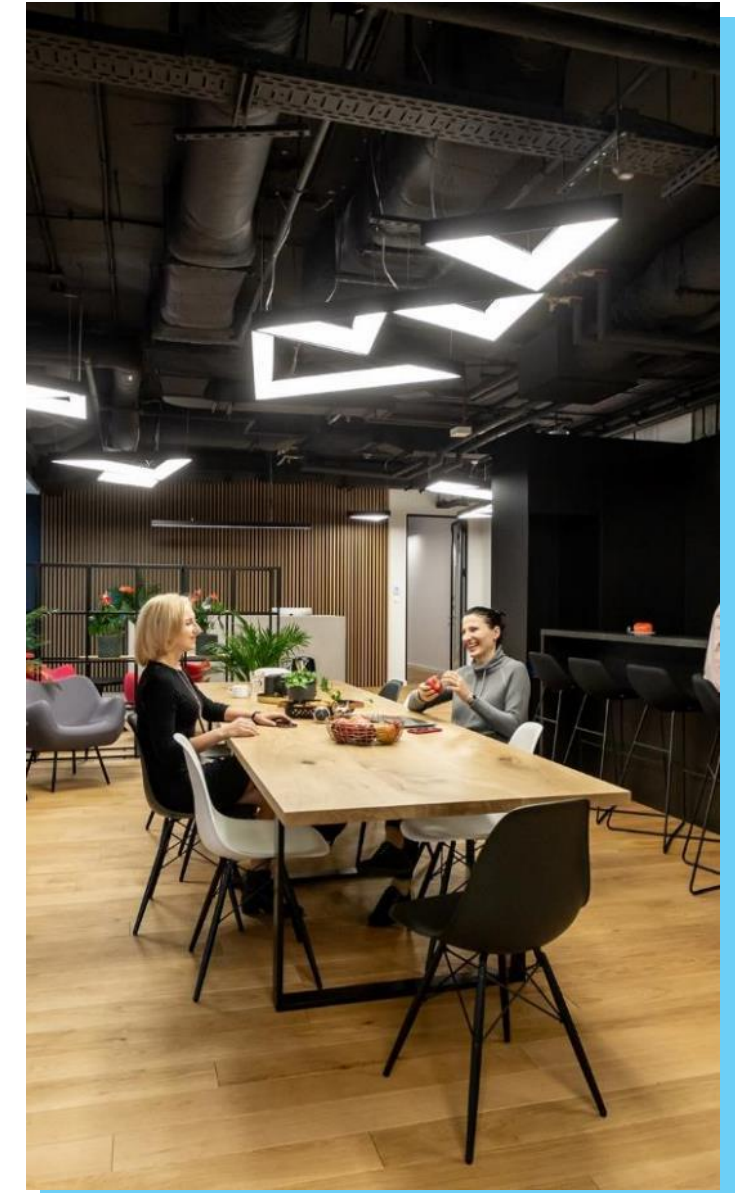
Office market in Wrocław	Q4 2019
Total supply:	1,054,200 sqm
Space under construction:	84,800 sqm
Vacancy rate:	12,5%
Headline rents:	13,5 - 15,5 EUR



70% growth of City Space in 2019 maintaining ca. 80% occupancy ratio

City Space enlarged its space and number of workplaces **by 70%** in 2019

- **Four new locations** opened : Aquarius (Wrocław), Beethovena and Galeria Młociny (Warsaw), O3 Business Campus (extention, Kraków)
- New **logo and branding** to enhance marketing of CitySpace
- **Jarosław Bator** – new managing director
- In 2020 City Space **to open new location** in React, Łódź
- Current occupancy ratio is ca. **80%**



City Space opened its 10th office

10

locations in Poland

1,900

work places



CITY  SPACE





VII.

Segment Achievements

Retail

Polish retail market landscape in 2019

- In 2019 391,000 sqm of retail space was opened across Poland (about 10 percent less than in 2018)
- **Galeria Młociny**, a joint project of EPP and Echo Investment located in Warsaw, was the biggest facility completed in 2019
- Retail space saturation amounted to 266 sqm / 1,000 residents, what places Poland only slightly below the average for Western European countries (279 sqm)
- 20 foreign brands debuted in Poland in 2019. The most important openings were: Hermes boutique, Monki, Weekday and Under Armor stores
- **Rents are stable, only in the best performing assets can grow**, currently top headline rents in Warsaw up to 130 EUR/sqm and around 40 to 65 euro in regional cities



Focus on Galeria Mlociny and Libero stabilization in 2019

- 2019 was a year of focus on building a strong presence in the market where our two main shopping centres are located: Warsaw and Katowice
- Both shopping malls are almost fully let with **vibrant mix of tenants**
- In all destinations projects fantastic food & entertainment zone, has become a meeting point for thousands of visitors
- Echo was bringing traffic flow by conducting **hundreds of initiatives** to attract new customers to both shopping malls
- Most events took place on the outdoors **Square of Joy** in Libero and the **2,000 sqm exterior terrace** of Galeria Mlociny, which was enthusiastically received by customers

In **Libero** footfall has increased by
44%
(12/2019 vs 12/2018)



First **Primark** in Poland is scheduled to be opened in **spring 2020** in Galeria Mlociny



Abrupt impact of epidemic safety measures on retail market

- Due to the extraordinary measures imposed by the Polish government, all non-essential sales establishments in retail centers above 2.000 sqm were ordered to be closed for an indefinite period. Echo Investment has immediately complied with the new regulations and our shopping centres are open only in the allowed scope (groceries, pharmacies and some food deliveries).
- **Additional initiatives** taken by the company:
 - Outreach to the affected tenants from the day of the announcement in order to constantly monitor and control their condition
 - Implementation of operational cost reduction to sustain the activity of the shopping centres in the future
 - Preparation for reopening whenever it's safe for the customers
 - Echo, in partnership with Biedronka and Wolne Miejsca Foundation, will support the local community by providing grocery supply to seniors





VIII.

Segment Achievements Landbank

Building the future – acquired plots in the largest cities to secure growth in residential business



PLN 294 mln

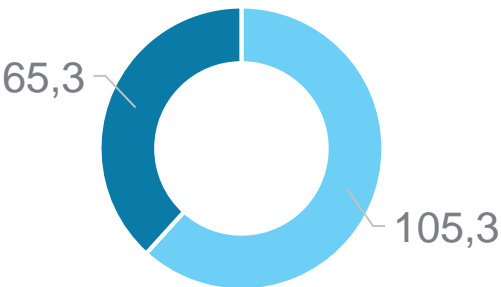
value of plots acquired in 2019



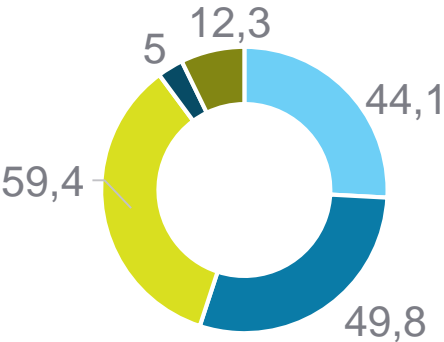
PLN 1,723

average land price per 1 sqm of leasing/selling area

Split by function (sqm '000)



Split by location (sqm '000)



Acquired Land Bank in 2019

170,700 sqm of office & residential space

Cracow:

- 18,600 sqm of residential space (Aleja Pokoju)
- 12,000 sqm of residential space (Rydlowka)
- 19,300 sqm of residential space (Krowodrza)

Wroclaw:

- 33,100 sqm of office space (Swobodna)
- 11,000 sqm of residential space (Mińska)

Warsaw:

- 10,200 sqm of residential space (Sadyba)
- 49,200 sqm of residential/commercial space (Kabaty)

Poznan:

- 5,000 sqm of residential space (Garbary II)

Lodz:

- 12,300 sqm of residential space (Wodna)

Value of plots acquired: **PLN 294 mln**

Building the future – acquired and secured plots

Acquired & Secured Land Bank: over 360,000 sqm
of residential, office & retail space



Residential

215,000 sqm
for. ca. 4,000 apartments



Office

52,000 sqm



Retail

37,800 sqm



Resi4Rent

56,000 sqm





IX.

Financials

Net profit above PAP consensus

Actual results [PLN mln]

	2018	2019	Q4 2018	Q4 2019
Revenue	713	880	274	499
Operating profit	404	450	203	257
Profit before tax	424	398	197	238
Net profit	305	300	147	183

PAP Consensus

	Q4 2019 (average)	Q4 2019 (range)
Revenue	395	387 – 399
Operating profit	191	187 – 198
Profit before tax	-	-
Net profit	157	143 - 163

Revenues

(PLN mln)

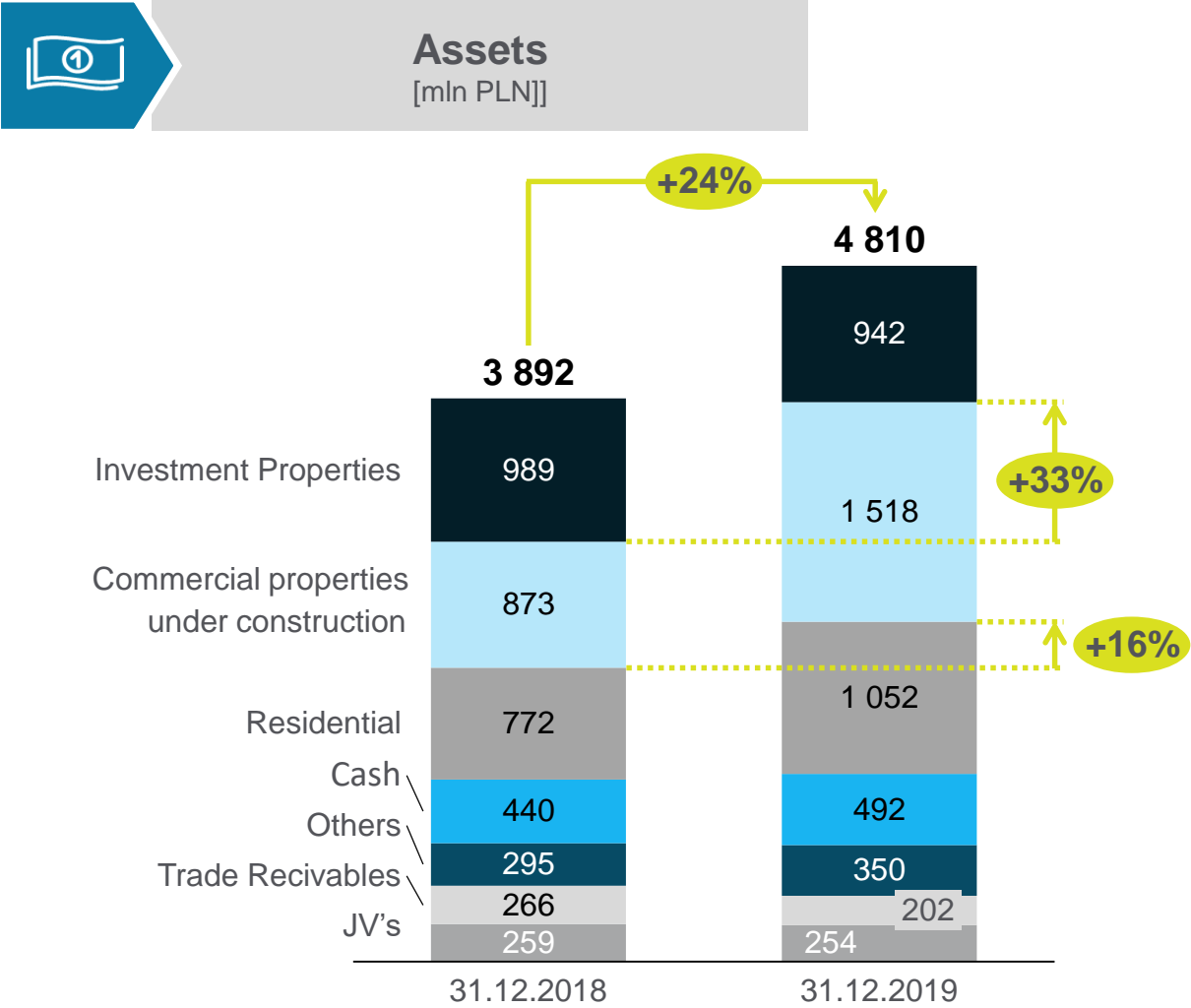
	Q4 2019	2019	Main source of revenue
Office	26.2	76.6	Rents, fit-out
Retail	22.8	72.5	Rents
Residential	350.7	556.0	Apartments sale
R4R	71.0	94.7	Sale of Rychalska to R4R
Other	27.8	80.3	Sale of property and services for Student Depot
Total	498.5	880.1	

Fair value gain on investment properties (PLN mln)

	Q4 2019	Accum.
Villa and Malthouse Offices	128.6	369.4
Moje Miejsce I*	-7.4	31.5
MidPoint 71	41.3	41.3
Face2Face I	12.3	41.3
Face2Face II	6.8	18.2
Libero*	-19.5	158.9
React I	13.6	13.6
West IV Hub I	9.6	9.6
Other	1.6	
Total	186.9	

*drop of fair value mainly due to FX change

Strong focus on increasing value of properties in development



PLN 4.810 bn

total assets value as at 31.12.2019
(24% growth compared to 31.12.2018)

PLN 918 mln

total assets increase (Q4 2019/Q4 2018)

PLN 1.052 bn

total value of assets assigned to residential segment as at 31.12.2019
(16% growth compared to 31.12.2018)

PLN 1.518 bn

total value of commercial prop. under construction as at 31.12.2019
(33% growth compared to 31.12.2018)

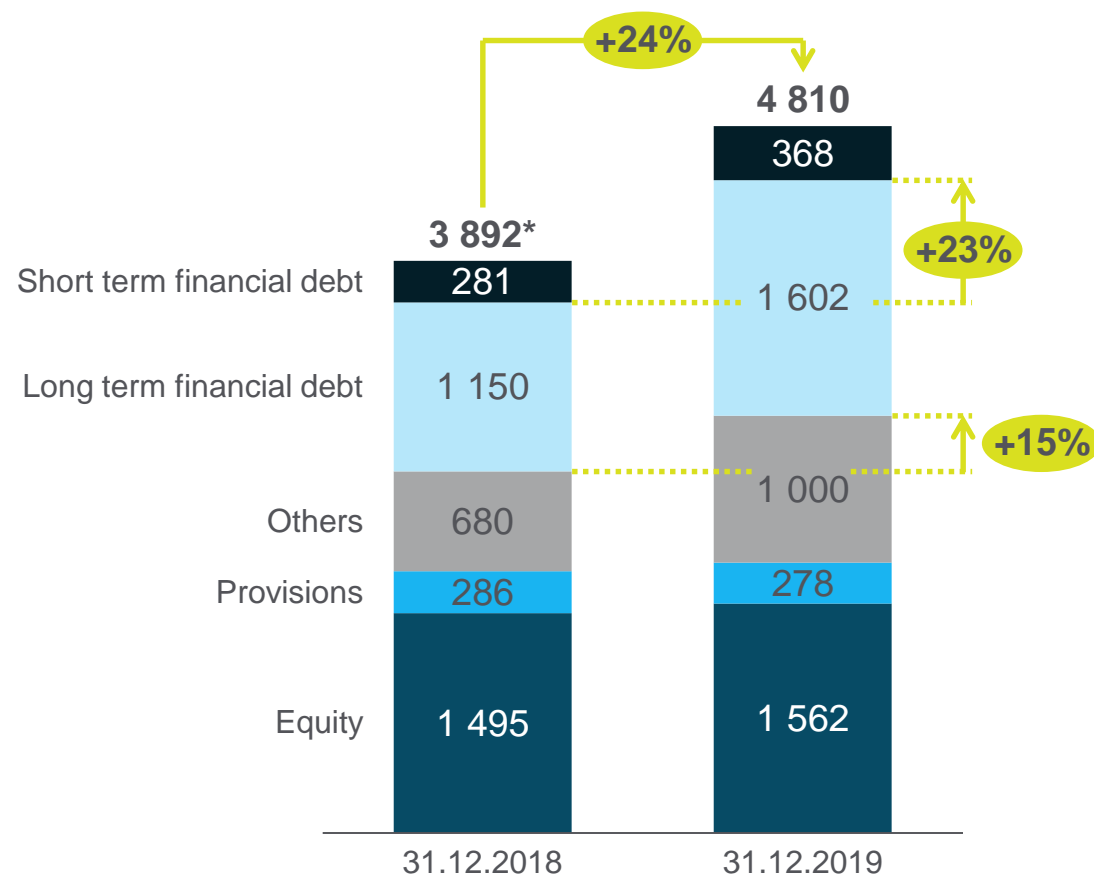
PLN 492 mln

cash (PLN 440 mln in Q4 2018)

Strong focus on increasing value of properties in development



Equity and liabilities [mln PLN]



PLN 4.810 bn

total equity and liabilities value as of 31.12.2019
(24% growth compared to Q4 2018)

PLN 1.970 mln

Total debt and short term debt (38% more than in Q4 2018)
Long-term debt increased by PLN 452 mln, short-term by PLN 87 mln

34% net debt ratio

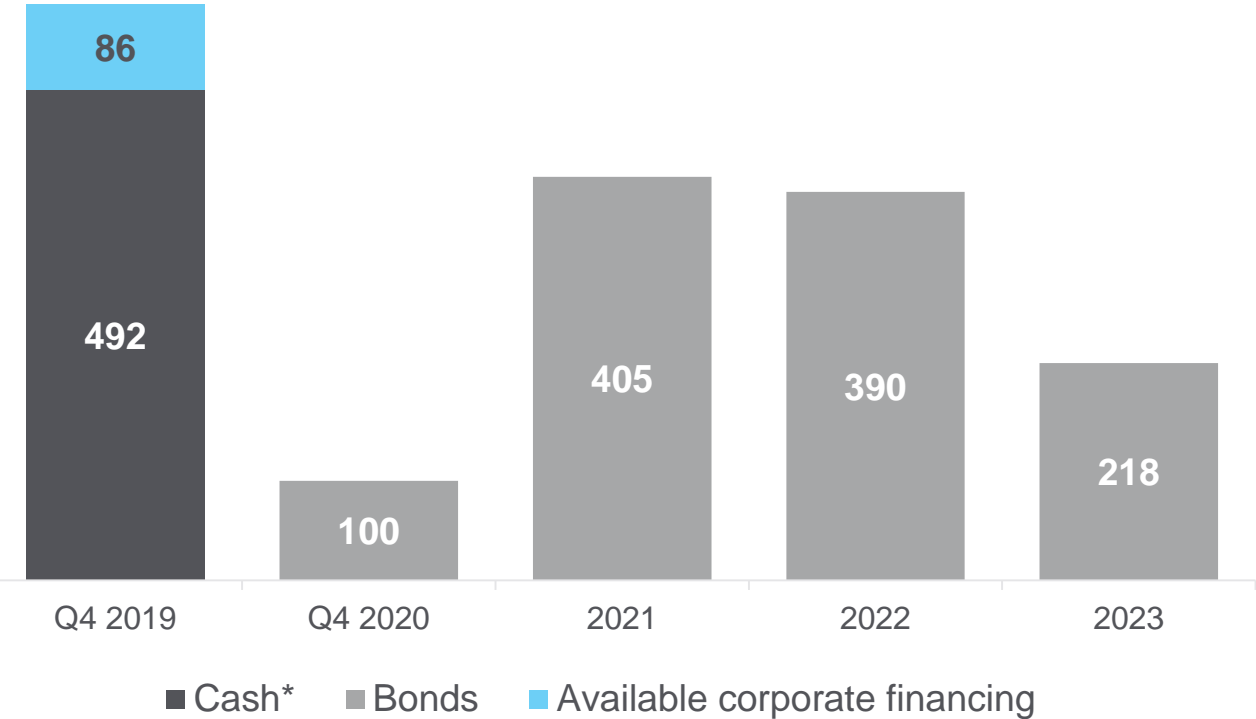
(net debt) / (total assets – cash)
compared to 28% in Q4 2018 mainly due to long term debt increase




PLN 198 mln

impact on equity and liabilities due to implementation of IFRS 16

Low amount of bonds maturing in 2020

Cash and available overdraft vs. maturity of bonds
as at 31.12.2019 [mln PLN]



-  **Repayment of PLN 110 mln** bonds in Q1 2019
-  **Issue of PLN 134 mln** bonds for institutional and individual investors
-  **Secured loans** for West 4 in Wroclaw, Warsaw Brewery, Face2Face and React in total amount of **EUR 172 mln**

* Does not include restricted cash



Thank you



Q & A



XI.



Appendix

Residential Projects Under Construction [1/2]

The following data on the projects in the presentation – particularly in preparation - are based on Echo Investment's plans and resources and the Management Board's expectations towards market trends and economic conditions. The data presented below do not take into account the influence of the current epidemiological situation on the economy, as the Management Board is not able to assess the effects at this point.

Project / address	Sales area [sqm]	Number of units	Sales level [% of units]	Targeted revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Start	Targeted completion
Fuzja I Łódź, ul. Tymienieckiego	14 200	282	45%	104,7	80,94	31%	I Q 2019	IV Q 2020
Osiedle Jarzębinowe VI Łódź, ul. Okopowa	3 300	52	81%	20,1	15,68	85%	IV Q 2018	I Q 2020
Osiedle Jarzębinowe VII Łódź, ul. Okopowa	6 100	105	53%	35,9	28,39	34%	II Q 2019	IV Q 2020
Apartamenty Esencja Poznań, ul. Grabary	12 500	260	58%	115,4	86,56	37%	I Q 2019	IV Q 2020
Nasze Jeżyce I Poznań, ul. Szczepanowskiego	7 500	142	67%	57,8	44,39	38%	II Q 2019	I Q 2021
Nasze Jeżyce II Poznań, ul. Szczepanowskiego	8 200	162	14%	63,7	48,91	18%	III Q 2019	II Q 2021
Osiedle Jaśminowe IV Poznań, ul. Sielawy	5 300	103	100%	32,5	24,64	87%	II Q 2018	I Q 2020
Osiedle Perspektywa III Poznań, ul. Sielawy	5 600	105	100%	30,9	25,38	90%	IV Q 2017	IV Q 2019
Widoki Mokotów Warszawa, ul. Puławska	4 800	79	56%	69,3	50,3	84%	II Q 2018	II Q 2020
Browary Warszawskie B Warszawa, ul. Grzybowska	10 400	190	100%	125,6	78,2	95%	IV Q 2017	IV Q 2019

Residential Projects Under Construction [2/2]

Project / address	Sales area [sqm]	Number of units	Sales level [% of units]	Targeted revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Start	Targeted completion
Browary Warszawskie C Warszawa, ul. Grzybowska	6 800	114	100%	91,9	51,61	99%	IV Q 2017	IV Q 2019
Browary Warszawskie E Warszawa, ul. Grzybowska	5 700	81	59%	113,5	72,14	48%	IV Q 2018	IV Q 2020
Moje Miejsce Warszawa, ul. Beethovena	13 300	251	79%	131,3	96,54	72%	III Q 2018	II Q 2020
Osiedle Reset I Warszawa, ul. Taśmowa	7 300	159	96%	67,2	55,27	88%	IV Q 2017	IV Q 2019
Osiedle Reset II Warszawa, ul. Taśmowa	12 200	255	87%	118,3	95,92	67%	IV Q 2018	III Q 2020
Stacja Wola I Warszawa, ul. Ordona	20 000	387	31%	196,5	140,40	28%	IV Q 2019	III Q 2021
Stacja 3.0 Wrocław, ul. Mińska	12 000	204	7%	96,6	70,65	32%	III Q 2019	IV Q 2020
Grota - Roweckiego III Wrocław, ul. Grota Roweckiego	2 600	53	100%	16,3	12,66	98%	IV Q 2018	IV Q 2019
Ogrody Graua Wrocław, ul. Gdańska	4 000	57	70%	44,8	32,92	76%	IV Q 2018	II Q 2020
Total	161 800	3 041		1 532	1 112			

Residential Projects in Preparation [1/3]

Project / address	Sales area [sqm]	Number of units	Targeted revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Targeted start	Targeted completion
Rydlówka ZAM I Kraków, ul. Rydlówka	6 300	115	60,9	47,3	24%	I Q 2020	III Q 2021
Rydlówka ZAM II Kraków, ul. Rydlówka	6 100	102	56,5	42,1	26%	II Q 2021	IV Q 2022
Osiedle Krk I Kraków, ul. Zapolskiej	9 800	218	89,5	66,7	41%	I Q 2020	III Q 2021
Osiedle Krk II Kraków, ul. Zapolskiej	9 700	211	89,4	68,0	29%	II Q 2020	I Q 2022
Osiedle Jarzębinowe VIII Łódź, ul. Okopowa	6 100	101	36,5	28,9	13%	II Q 2020	IV Q 2021
Fuzja II Łódź, ul. Tymienieckiego	12 400	240	95,3	69,8	9%	III Q 2020	I Q 2022
Fuzja III Łódź, ul. Tymienieckiego	8 600	149	70,4	48,9	9%	I Q 2021	III Q 2022
Wodna 17-19 Łódź, ul. Wodna	12 000	210	79,7	58,4	11%	III Q 2020	I Q 2022
Apartamenty Esencja II Poznań, ul. Garbary	6 300	136	60,7	46,9	18%	III Q 2020	I Q 2022
Osiedle Enter I Poznań, ul. Sielawy	12 400	222	79,4	59,3	6%	I Q 2020	IV Q 2021

Residential Projects in Preparation [2/3]

Project / address	Sales area [sqm]	Number of units	Targeted revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Targeted start	Targeted completion
Osiedle Enter II Poznań, ul. Sielawy	8 500	153	55,0	40,3	4%	III Q 2020	I Q 2022
Osiedle Enter III Poznań, ul. Sielawy	9 600	159	62,2	45,3	4%	III Q 2021	II Q 2023
16 MW I Poznań, ul. Sielawy	10 500	191	67,8	50,4	2%	IV Q 2020	III Q 2022
16 MW II Poznań, ul. Sielawy	10 800	200	69,6	51,8	2%	II Q 2021	I Q 2023
16 MW III Poznań, ul. Sielawy	10 000	185	64,6	47,2	2%	IV Q 2021	III Q 2023
20 MW I Poznań, ul. Sielawy	7 500	136	48,4	36,0	2%	II Q 2022	I Q 2024
20 MW II Poznań, ul. Sielawy	7 500	139	48,4	36,0	2%	IV Q 2022	III Q 2024
20 MW III Poznań, ul. Sielawy	7 500	136	48,4	36,0	2%	II Q 2023	I Q 2025
Stacja Wola II Warszawa, ul. Ordona	13 700	255	134,9	94,8	26%	II Q 2020	II Q 2022
Stacja Wola III Warszawa, ul. Ordona	14 700	274	142,5	101,7	26%	IV Q 2020	IV Q 2022

Residential Projects in Preparation [3/3]

Project / address	Sales area [sqm]	Number of units	Targeted revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Targeted start	Targeted completion
Kabaty Warszawa, al. KEN	17 200	278	220,3	158,9	23%	IV Q 2021	II Q 2023
Rzepakowa I Katowice, ul. Rzepakowa	5 000	94	33,0	25,3	13%	III Q 2020	I Q 2022
Rzepakowa II Katowice, ul. Rzepakowa	18 200	321	120,6	91,4	13%	II Q 2021	I Q 2023
Total	230 400	4 225	1 834,0	1 351,3			

Residential Projects for Rental Platform Resi4Rent Completed

Project / address	Residential area [sqm]	Number of units	Targeted annual rental revenues [PLN mln]	Targeted budget [PLN mln]	Start	Targeted completion	Comments
Rychtalska Wrocław, ul. Zakładowa	11 400	302	8.4	76.8	IV Q 2017	III Q 2019	Final sale agreement from Echo Investment to Resi4Rent concluded in Q4 2019
Wodna Łódź, ul. Wodna	7 900	219	4.9	52.4	IV Q 2017	IV Q 2019	Final sale agreement from Echo Investment to Resi4Rent concluded in Q1 2020
Total	19 300	521	13,3	129,2			

Residential Projects for Rental Platform Resi4Rent Under Construction

Project / address	Residential area [sqm]	Number of units	Targeted annual rental revenues [PLN mln]	Targeted budget [PLN mln]	Start	Targeted completion	Comments
Warsaw Brewery Warsaw, ul. Grzybowska	19 000	450	16,6	187,6	IV Q 2017	III Q 2020	Preliminary sale agreement from Echo Investment to Resi4Rent
Kępa Mieszczańska Wrocław, ul. Dmowskiego	9 300	269	6,8	76,3	II Q 2018	I Q 2020	Preliminary sale agreement from Echo Investment to Resi4Rent
Taśmowa Warsaw, ul. Taśmowa	13 000	372	10,9	113,4	I Q 2019	IV Q 2020	Plot owned by Resi4Rent
Woronicza Warsaw, ul. Woronicza	7 900	229	6,3	61,8	II Q 2019	I Q 2021	Plot owned by Resi4Rent
Szczepanowskiego Poznan, ul. Szczepanowskiego	5 000	160	3,8	42,9	III Q 2019	III Q 2021	Plot owned by Resi4Rent
Kołoברzeska Gdańsk, ul. Kołoברzeska	10 200	302	8,8	90,3	III Q 2019	III Q 2021	Plot acquired by Resi4Rent in Q3 2019
Total	64 400	1 782	53,2	572,3			

Residential Projects for Rental Platform Resi4Rent in Preparation

Project / address	Residential area [sqm]	Number of units	Targeted annual rental revenues [PLN mln]	Targeted budget [PLN mln]	Targeted start	Targeted completion	Comments
3-maja Kraków, ul. 3-go maja	12 192	387	9,5	108,5	III Q 2020	I Q 2022	Plot owned by Resi4Rent
Wilanowska Warsaw, al. Wilanowska	12 500	366	10,2	117,7	IV Q 2020	IV Q 2022	Plot owned by Resi4Rent
Total	24 692	753	19,7	226,2			

Office Projects in Operation

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Completion	Comments
Moje Miejsce I Warszawa, ul. Beethovena	18 900	74%	3,4	157,3	88%	II Q 2019	ROFO agreement with Globalworth Poland
Face 2 Face I Katowice, ul. Grundmanna	20 400	88%	3,7	153,3	82%	IV Q 2019	
Total	39 300		7,0	310,6			

Office Projects Under Construction

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Start	Targeted completion	Comments
Villa Offices and Malthouse Offices (Brewery KGH) Warszawa, ul. Grzybowska	45 900	70%	11,3	500,5	41%	III Q 2018	III Q 2020	
West 4 Business Hub I Wrocław, ul. Na Ostatnim Groszu	15 600	0%	2,7	115,3	40%	IV Q 2018	III Q 2020	
Face 2 Face II Katowice, ul. Grundmanna	26 200	94%	4,6	199,1	22%	IV Q 2018	IV Q 2020	
Moje Miejsce II Warszawa, ul. Beethovena	16 900	0%	3,1	140,1	35%	II Q 2019	IV Q 2020	ROFO agreement with Globalworth Poland
React I Łódź, ul. Piłsudskiego	15 000	20%	2,6	102,4	27%	II Q 2019	IV Q 2020	
Wrocław, Midpoint 71 Wrocław, ul. Powstańców Śląskich	36 100	20%	6,7	292,8	18%	IV Q 2019	IV Q 2021	
Solidarności Gdańsk, ul. Nowomiejska	27 400	0%	4,7	187,8	12%	IV Q 2019	IV Q 2021	
Total	183 100		35,6	1 537,9				

Office Projects in Preparation

Project / address	GLA [sqm]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Targeted start	Targeted completion
Wita Stwosza Kraków, ul. Wita Stwosza	29 600	5,2	234,8	13%	I Q 2021	IV Q 2022
Al. Pokoju (phase I & II) Kraków, ul. Fabryczna / Al. Pokoju	45 600	8,1	390,8	20%	II Q 2020	IV Q 2021
Swobodna Wrocław, ul. Swobodna	46 000	8,5	382,7	11%	II Q 2022	II Q 2024
React II (etap I) Łódź, ul. Kilińskiego/Piłsudskiego	26 600	4,5	177,4	6%	II Q 2020	IV Q 2021
React II (etap II) Łódź, ul. Kilińskiego/Piłsudskiego	12 700	2,2	90,0	6%	IV Q 2021	I Q 2023
Fuzja C i D Łódź, ul. Tymienieckiego	19 900	3,4	153,2	8%	II Q 2020	IV Q 2021
Fuzja I, J Łódź, ul. Tymienieckiego	13 727	2,3	78,2	8%	IV Q 2020	II Q 2022
Skargi Katowice, ul. P. Skargi/Sokolska	26 600	4,6	189,7	6%	III Q 2020	II Q 2022
West 4 Business Hub II Wrocław, ul. Na Ostatnim Groszu	23 100	4,0	164,0	12%	III Q 2020	I Q 2022
West 4 Business Hub III Wrocław, ul. Na Ostatnim Groszu	33 100	5,7	229,9	12%	III Q 2021	I Q 2023
West 4 Business Hub IV Wrocław, ul. Na Ostatnim Groszu	11 500	2,0	85,2	11%	II Q 2023	III Q 2024
Total	288 427	50,5	2 175,8			

Retail Projects in Operation

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mln]	Budget [PLN mln]	Expenditure incurred [%]	Completion	Comments
Libero Katowice, ul. Kościuszki	44 900	99%	9,3	387,2	100%	IV Q 2018	ROFO agreement with EPP
Galeria Młociny Warsaw, ul. Zgrupowania AK „Kampinos”	84 300	97%	22,4	1 291,0	97%	II Q 2019	30% JV with EPP holding 70%
Total	129 200		31,7	1 678,3			

Towarowa 22, Warsaw

Function	Usable space [sqm]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]
Retail, services and entertainment	116 500	39,1	1933,1	16%
Office	60 700	14,7	780,7	14%
Hotel	18 900	5,1	288,6	12%
Total	196 100	58,9	3 002,4	

Function	Usable space [sqm]	Number of apartments	Targeted revenues [PLN mln]	Targeted annual rental revenues [PLN mln]	Targeted budget [PLN mln]	Expenditure incurred [%]
Apartments for sale	18 400	261	324,5	-	216,5	13,4%
Apartments for lease	16 300	444	-	14,7	144,5	18%
Total	34 700	705	324,5	14,7	361,0	

Early Stage Projects

Project / address	Plot area [sqm]	Potential of GLA / PUM [sqm]	Comments
Łódź, ul. Tymienieckiego	59 800	19 200	plot for office and service functions
Warszawa, ul. Chłodna/Wronia	600	1 100	plot for residential function
Poznań, ul. Hetmańska	65 300	80 000	plot for office and service functions
Kraków, Al. Pokoju	4 000	18 500	plot for hotel function
Warszawa, ul. Antoniewska	14 100	10 000	plot for residential function
Warszawa, Al. KEN	29 700	32 000	plot for retail, service and entertainment functions
Total	173 500	160 800	

Investment Properties

Project / address	Plot area [sqm]	Comments
Poznań, Naramowice	77 500	
Poznań, Pamiątkowo	874 200	property sold in Q1 2020
Poznań, Sołacz	17 300	
Zabrze, Miarki	8 100	
Warszawa, ul. Konstruktorska	7 200	
Radom, Beliny	6 300	
Total	990 600	

Definitions



The estimated budget includes:

- Value of land,
- Cost of design,
- Construction and external supervision.

It does not include:

- Interest costs or activated financial costs, marketing and total personnel costs related to the project, which in total are estimated by the Company to equal 7% for office & retail and 6% for residential projects' targeted budgets.
- Costs reducing sales revenue (price):
 - Rent-free periods
 - Profit share on ROFO projects
 - Master lease

Resi4Rent

Estimated budget of R4R projects includes:

- value of land,
- cost of design, construction and external supervision,
- development services
- financial costs.

It does not include costs of the platform operation and marketing.

GLA - gross leaseable area

NOI - net operating income with the assumption of full rental and the average market rent rates

ROFO - right of first offer

FAIR VALUE includes currency differences on investment loans.

Presented data are for **100%** of each project. Echo has 75% of profit on ROFO projects and holds 30% of shares in JV's



© Echo Investment S.A.

ECHO INVESTMENT

al. Solidarności 36
Kielce, Poland

www.echo.com.pl