


ECHO

investment



*Everything
begins
with you*



Q1 2020 RESULTS AND OUTLOOK

Warsaw, 28th May 2020

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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

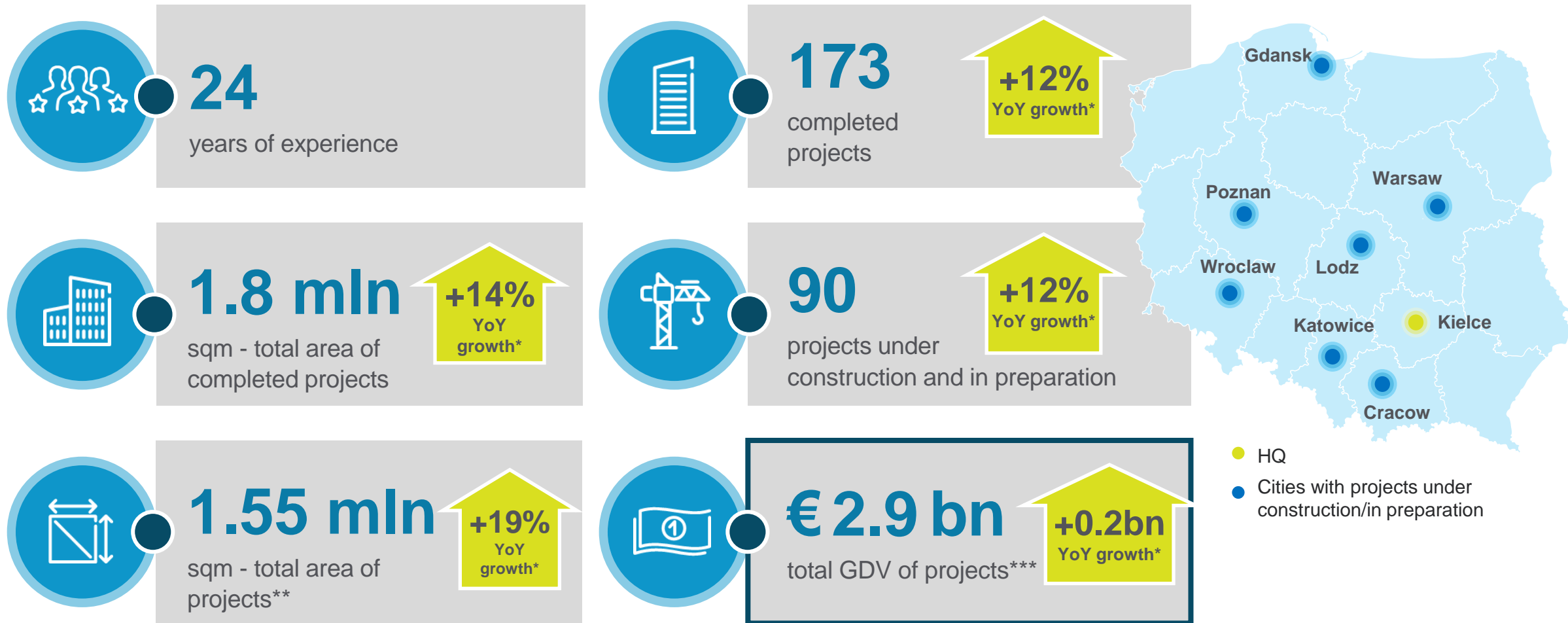




I.

Echo Investment Key Facts

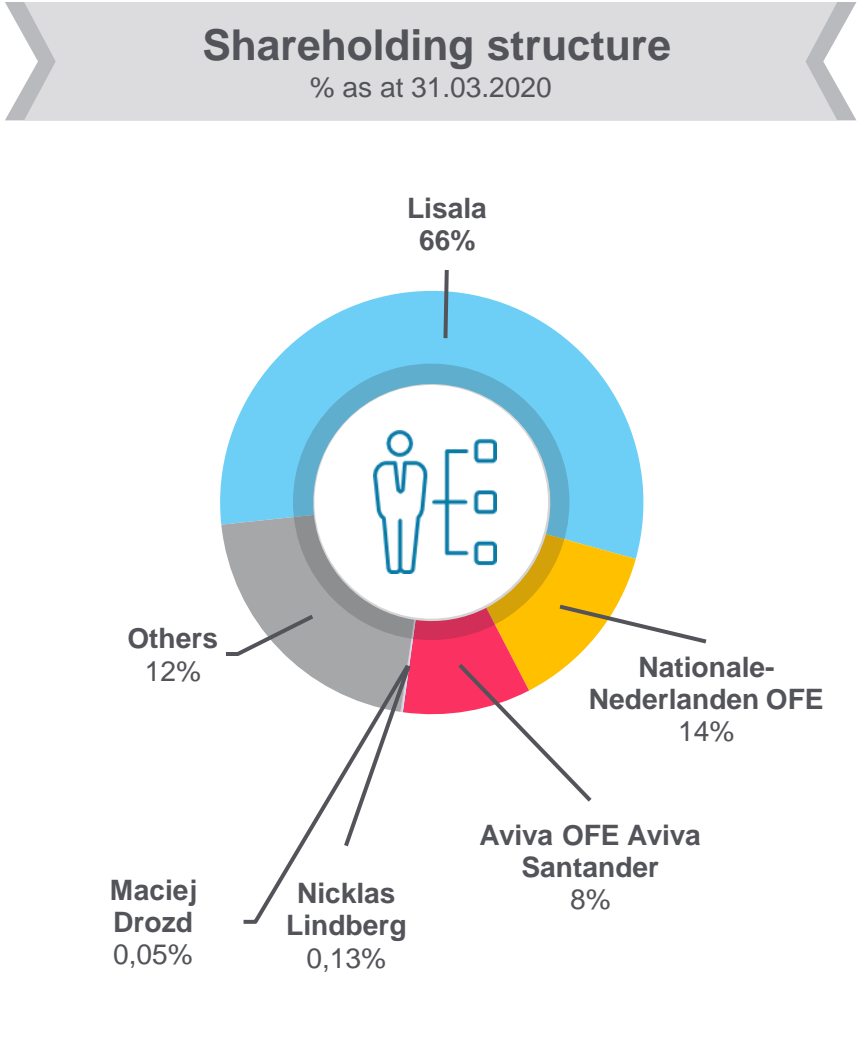
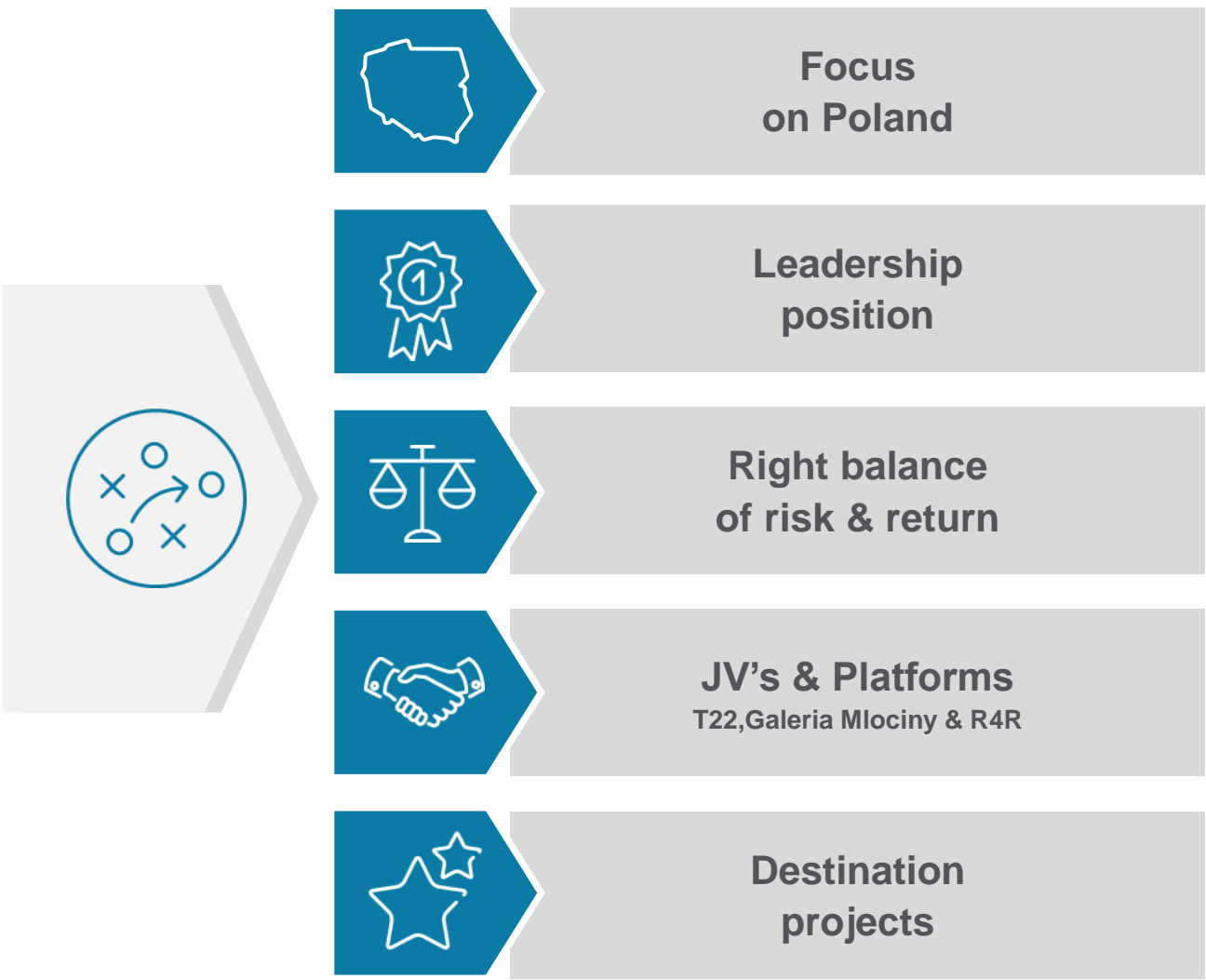
About Echo Investment










* compared to Q1 2019 ** 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

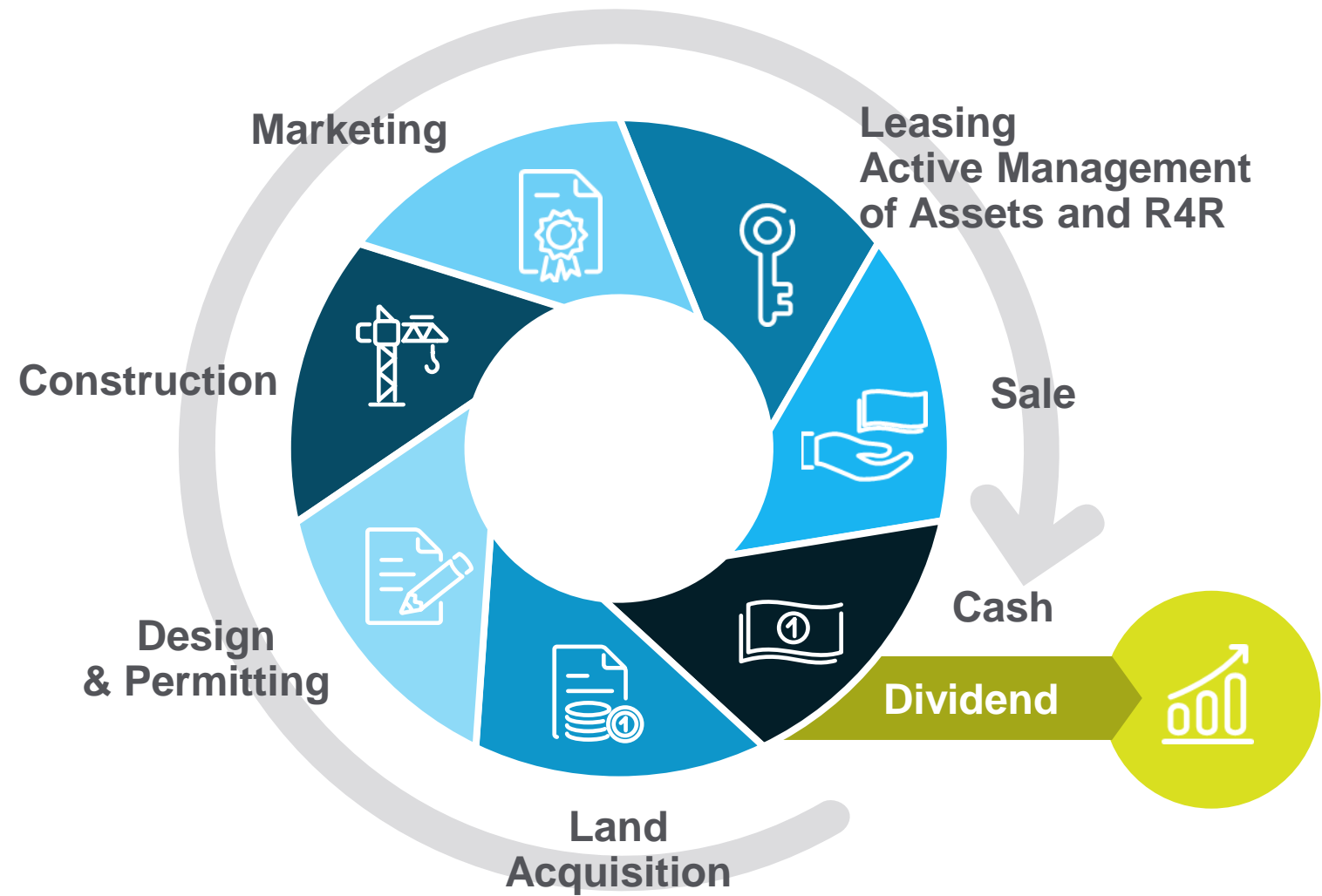
Strategy of Echo Investment Group



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

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.)

Quick adjustment of Echo's business model to challenging market environment

Echo **diversified** business model allows to go through market turbulence smoothly



Land Acquisition and permitting

Continued focus on design and permitting to move landbank projects to construction phase



Construction

All construction remained at full speed with ongoing sanitary supervision of the building sites



Marketing

Strong marketing and virtual sale processes implemented



Leasing & Active Management of Assets

Leasing negotiations with new and existing tenants for office spaces continued with success



Sale

Ongoing sales of apartments & advancing disposal of office buildings

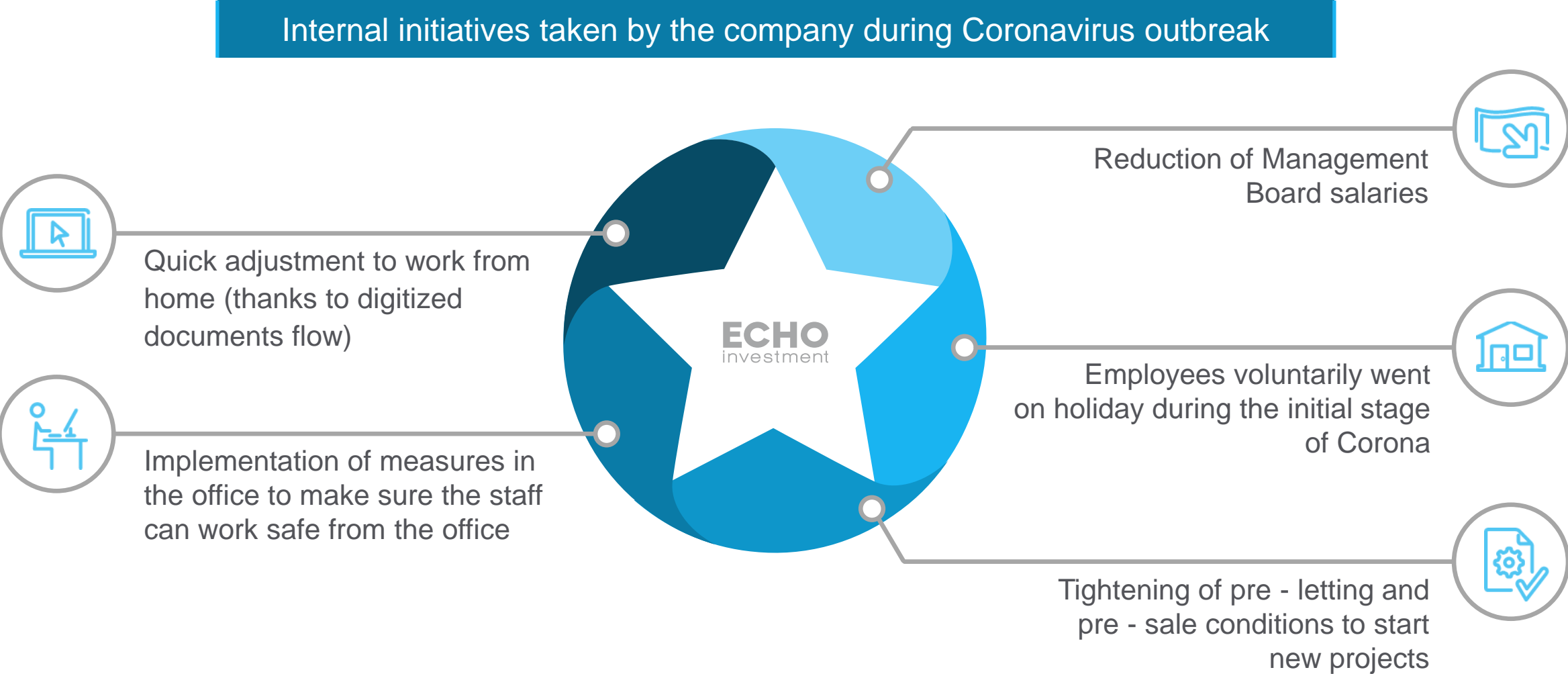


Finance

Strong cash management & Reduction of OH costs

Echo will overcome turbulent times and become stronger and leaner organisation as a result

Echo internal activities during coronavirus



Echo external activities during coronavirus

External initiatives taken by the company during Coronavirus outbreak:



Together with 11 partners we delivered **1150 meals to doctors, nurses and other medical staff** every day (#property4heros)



7,000 masks were delivered for inhabitants of Katowice, Chorzow, Tychy and Mikolow



Providing a ventilator, pulse oximeter and other necessary medical equipment for the Municipal Medical Center 'Jonscher' In Lodz and similar equipment for hospitals in Kielce and Poznan



Echo supported intervention fund set up by Wielka Orkiestra Swiatecznej Pomocy





Libe 6
KATOWICE

RESERVE

HELIOS

KREGIE

FAIRYKA
FOI MY

GUESS

TERRANOVA

LUDWIG MANN

CERRY

Media Markt

TV EU TO LCD

ROSSMANN



Pizza Hut



II.

Financial Data & Highlights

Q1 2020 profit in line with market expectations

Actual results [PLN mln]

	Q1 2019	Q1 2020
Revenue	69.4	156*
Operating profit	52.1	102.8
Profit before tax	37.3	49.3
Net profit	31.8	40.6

PAP Consensus

	Q1 2020 (average)	Q1 2020 (range)
Revenue	129.5	101 – 167.7
Operating profit	123.5	123.1 – 123.8
Profit before tax	-	-
Net profit	39.9	33.5 – 47.2

*Revenue includes PLN 46.6 mln due to disposal of Wodna Project to R4R

Revenue impacted by rent relief for tenants in office buildings and shopping centers that were fully closed due to COVID (like restaurants and gyms)

Revenue from office tenants remained stable

OUR RESULTS

PLN 156 mln

total revenue in Q1 2020

PLN 40.6 mln

total net profit in Q1 2020

PLN 118.6 mln

Total fair value gain in Q1 2020

PLN 15.2 mln

margin earned on handover of 190 residential units

Main profit drivers in Q1 2020

	Q1 2019	Q1 2020
Margin earned on handover	PLN 2.7 M Margin earned on handover of ca. 23 residential units	PLN 15.2 M Margin earned on handover of 190 residential units
Fair value increase	PLN 63.5 M Fair value increase of commercial properties: <ul style="list-style-type: none"> • O3 Business Campus III, Kraków • Libero, Katowice • Gatehouse Offices (Brewery J), Warsaw • Villa Offices, Malthouse Offices (Brewery KGH), Warsaw • Moje Miejsce I, Warsaw • Face2Face I, Katowice • Other 	PLN 118.6 M* Fair value increase and profit on sale of commercial properties: <ul style="list-style-type: none"> • 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	Rent from standing assets	PLN 9.6 M Margin on rent from standing assets: Libero Katowice, Moje Miejsce I, Face2Face I Valuation of equity interest in R4R

* see page 53 for details

Q1 2020 events and activities



Residential

Sale of **399 apartments** in Q1 2020

Sale and/or construction of 2 new projects has started with **319 apartments** (KRK I in Cracow and Jarzebinowe VIII in Lodz)



Commercial

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

Official opening of **Face2Face I** in Katowice

Ocupancy permit for **Brewery K** office building



Land Bank

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



Corporate

Wing acquired additional **41 million of Echo Investment shares** at a price of PLN 4.65 per share as a result of the tender offer.





III.

Creating Destinations

Destination projects
cover 45% of Echo's
pipeline



Broad experience
in all sectors

Lower acquisition
and development
costs



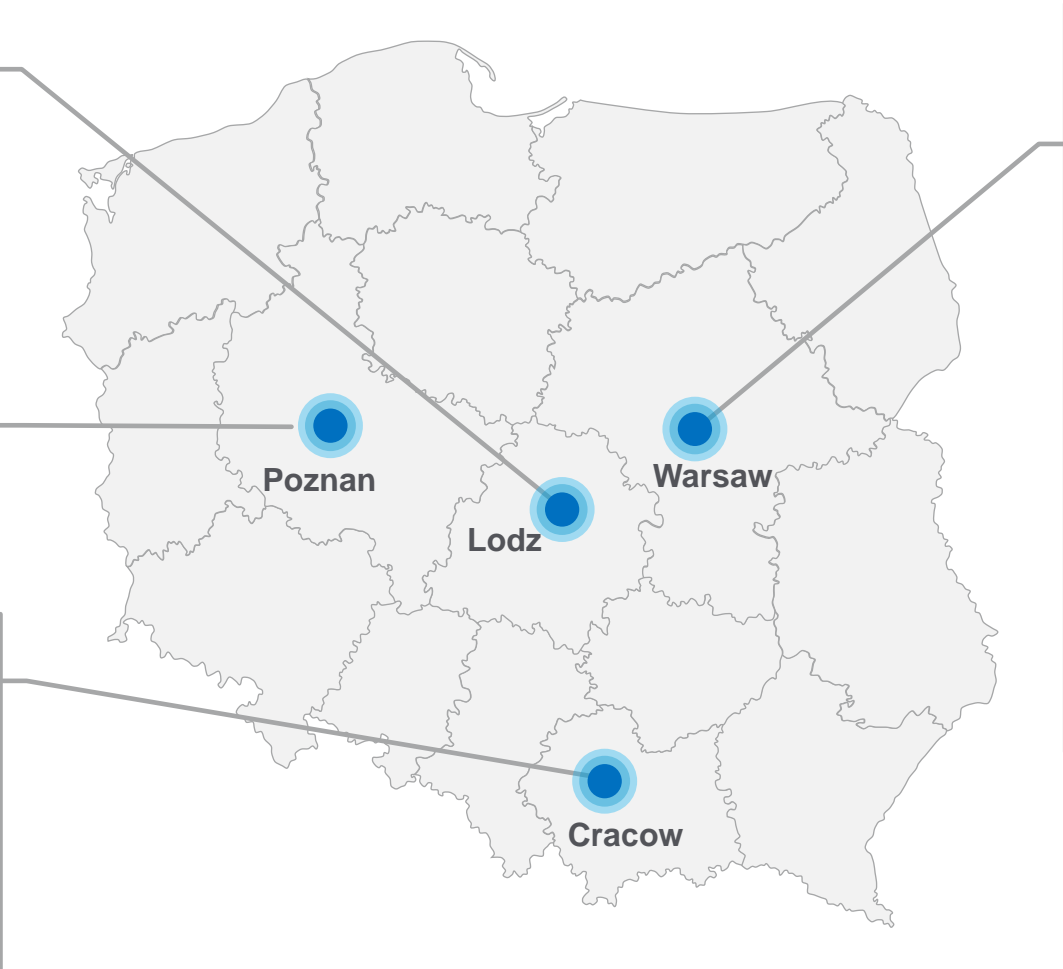
Flexibility, risk
diversification and optimal
utilisation of resources

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

Destinations projects

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

- Lodz:**
- Fuzja**
ca. 90,000 sqm
PUM/GLA
- Widzew**
ca. 103,000 sqm
PUM/GLA
- Poznan:**
- Piatkowo**
ca. 60,000 sqm
PUM/GLA
- Cracow:**
- Kapelanka**
ca. 78,400 sqm
PUM/GLA
- Wita Stwosza**
ca. 45,000 sqm
PUM/GLA



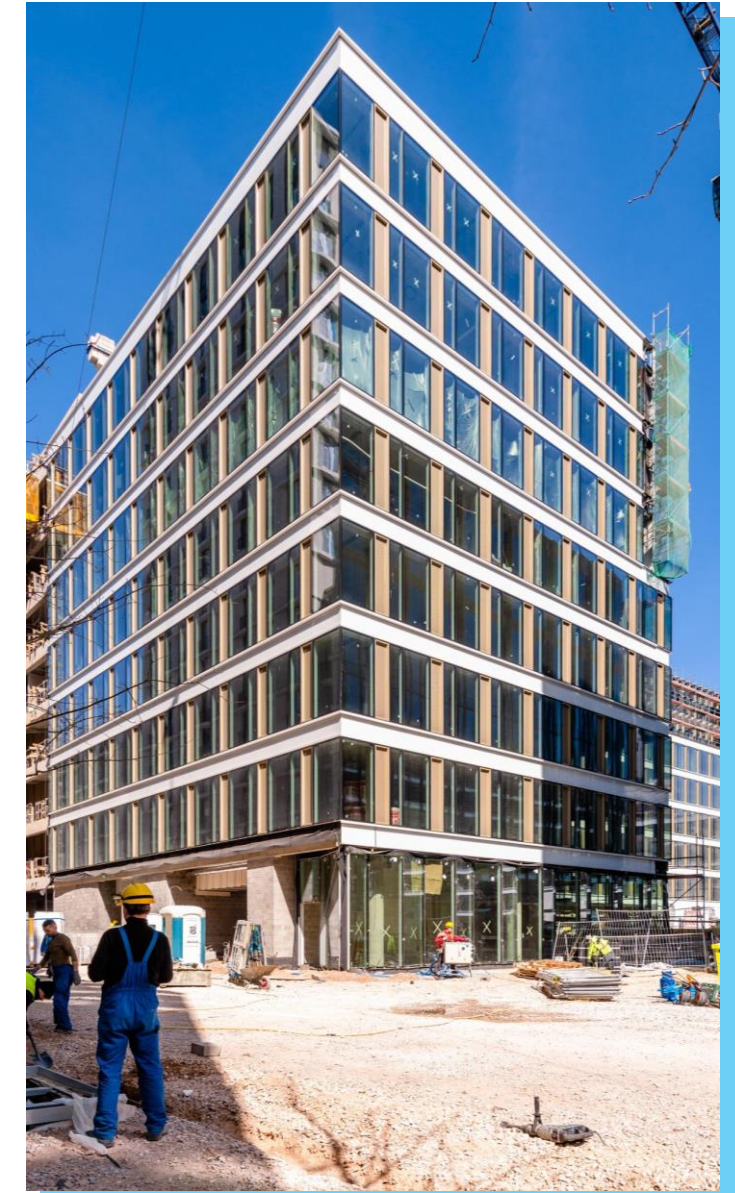
- Warsaw:**
- My Place**
Ca. 50,000 sqm
PUM/GLA
- Sluzewiec**
ca. 82,400 sqm
PUM,
- Kabaty**
ca. 49,200 sqm
PUM/GLA
- Brewery**
ca. 100,000 sqm
PUM/GLA
- Towarowa 22**
ca. 230,000 sqm
PUM/GLA

- Secured/acquired projects in the last 12 months
- Projects under construction
- Projects under preparation

Existing landbank and secured plots allow Echo Investment to develop ca. 888,000 sqm in destination projects

Warsaw Brewery to 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 May 2020, almost **100% of retail area** is leased
- One of the largest tenant will be Kumpel Group Atelier with impressive 1,800 sqm restaurant concept comprising of brewery and Italian cuisine
- Historical Malthouse, the most iconic building will be transformed 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



Fuzja flourishes as a new destination in Lodz

Construction and revitalization works are progressing according to schedule

- Fuzja is a destination project that draws public attention to its historical and exciting environment
- Revitalization works on historic powerplant are progressing according to schedule
- Building permit for next residential phase has been obtained
- The lively combination of multi-functional space has attracted global technology leader **Fujitsu** which leased **100%** (including 18% under expansion option) of office space in two buildings
- Construction of both office buildings will begin in Q3 2020
- Almost 60% of all apartments in the offer are sold
- Both residential buildings will be completed by the end of 2020





IV.

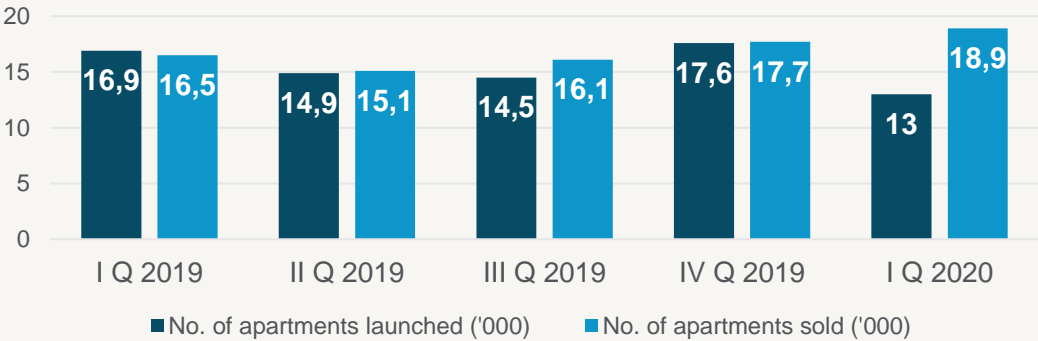
Segment Achievements Residential for sale

Smaller inventory supports better pricing

Supply

- **13,000 apartments** were launched in Q1 2020
- **60,000 new units** released in Warsaw, Cracow, Wroclaw, Tri-city, Poznan and Lodz over the last four quarters
- Demand surpassed supply significantly, number of units available decreased to **44,300** (12% lower than at the end of 2019)
- Lowest number of finished apartments since 2013 (only 3,700 finished apartments finished on the market)

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



* Warsaw, Cracow, Wroclaw, Tricity, Katowice, Lodz Source: JLL

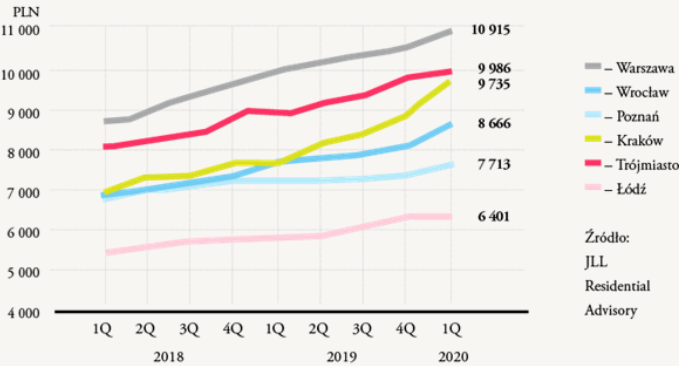
Demand

- **18,900 apartments** sold in Q1 2020 on primary market in 6 major cities
- Number of apartments sold increased by 14% compared to Q1 2019, and 7% increase compared to Q4 2019

Prices

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

- The sale prices increased in Q1 2020 by 3,5%, moderately compared to Q4 2019
- Cracow noted the highest price growth (around 9%) – compared to Q4 2019
- Prices in Q1 2020 increased modestly in other cities



Źródło: JLL Residential Advisory

Profitable growth in residential

399

apartments sold (+15%)

190

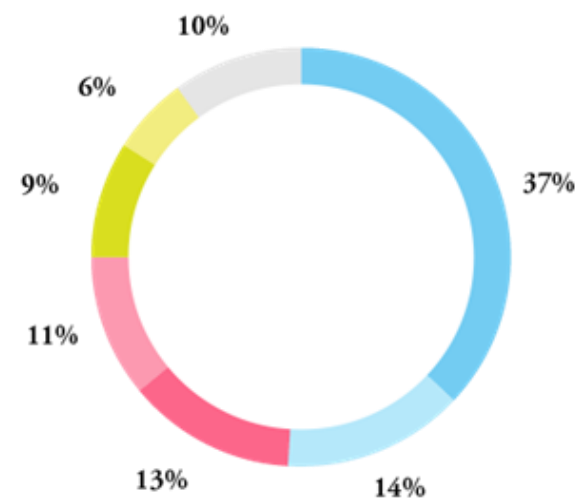
units handed over (+826%)

20%

Margin on sales (25% in Q1 2019)

- Handovers in Warsaw were limited in Q1 2020, therefore margin is relatively lower
- Echo will focus on residential growth as projects require lower level of equity contribution as compared to offices

**RESIDENTIAL PROJECTS SHARES IN THE
TOTAL NUMBER OF FINAL CONTRACTS
[UNITS]**



- Osiedle Jaśminowe IV, Poznań
- Grota-Roweckiego 111 phase III, Wrocław
- Osiedle Jarzębinowe VI, Łódź
- Osiedle Reset I, Warsaw
- Warsaw Brewery B, Warsaw
- Osiedle Perspektywa III, Poznań
- Other

Echo launched two new projects

- Echo launched sales in 2 new projects in 2020
- 218 apartments will be delivered in Cracow in the first phase of KRK project (pre- sale*: 61%)
- 101 units will be built in Lodz in the last phase of Jarzebinowe project (pre- sale*: 23%)

*incl. reservations

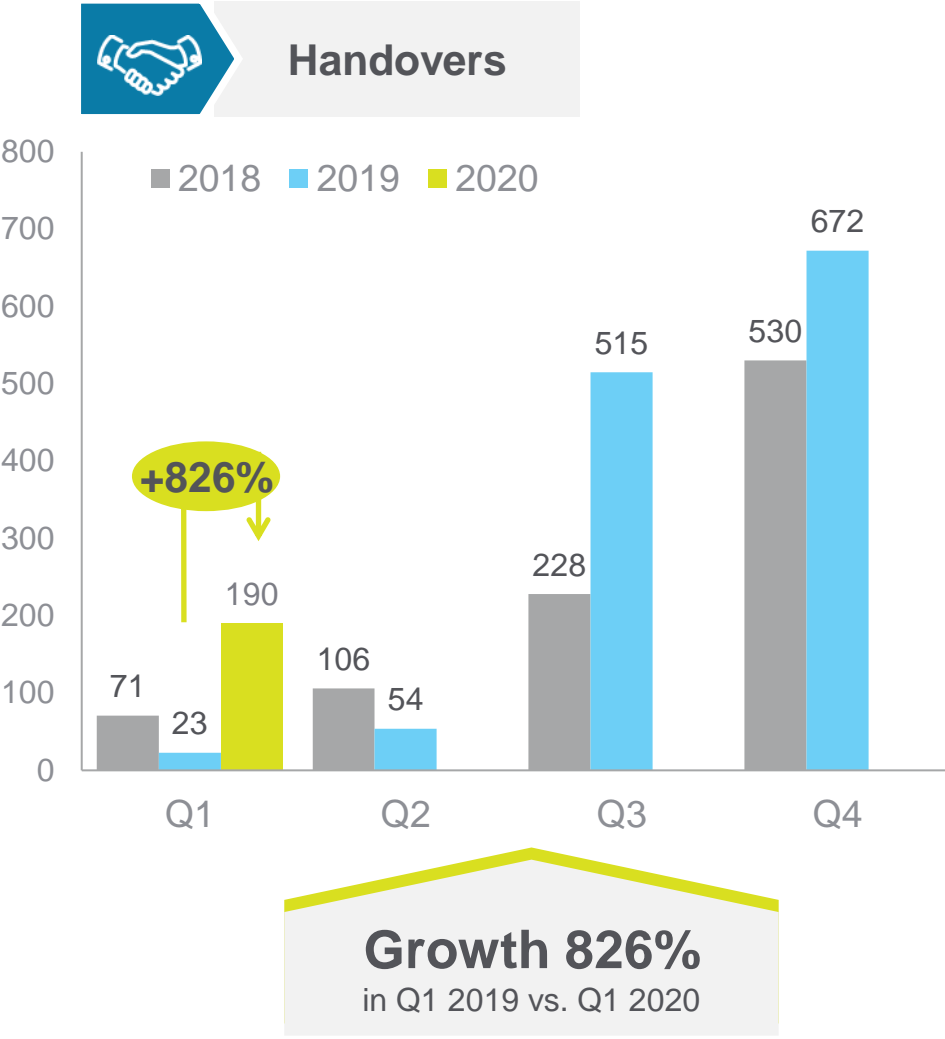
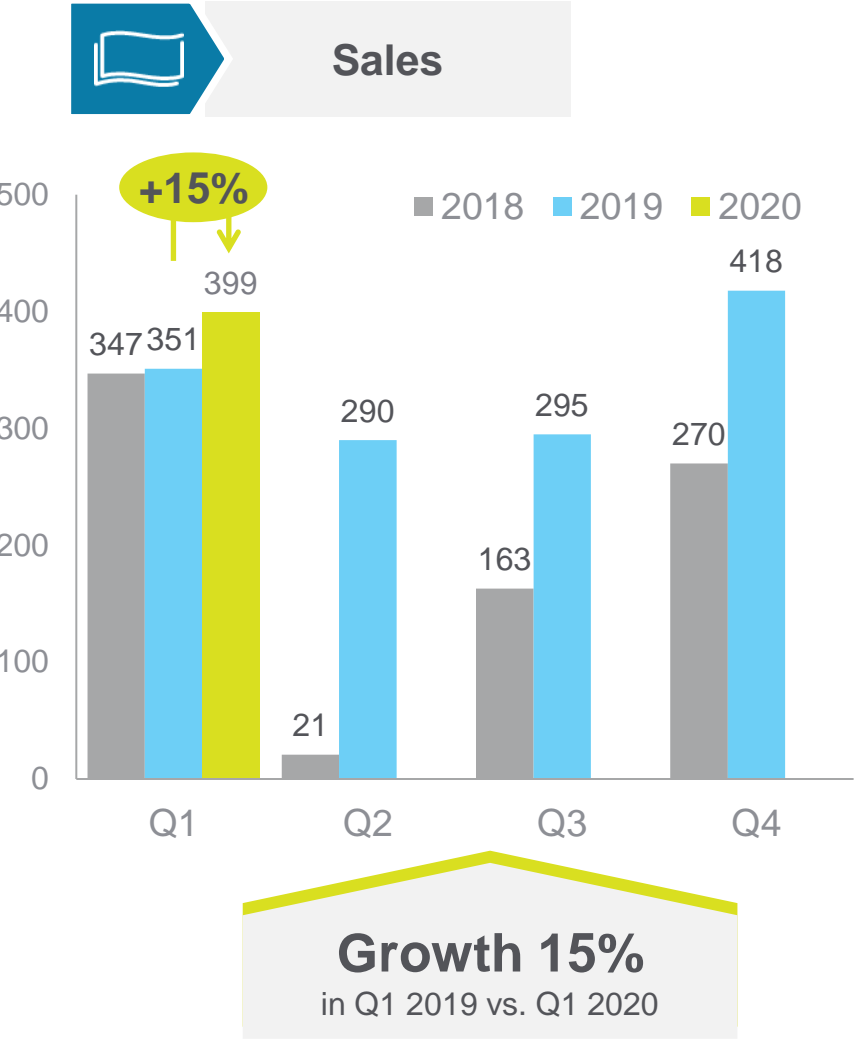


KRK I, Cracow



Jarzebinowe VIII, Wroclaw

Echo apartment sales grew by 15% in Q1 2020 vs. Q1 2019




Recorded margin
on revenues
(handed over
apartments)

20%
in Q1 2020

Current offer & Pipeline


Landbank pipeline secured for ca. 12,000 apartments

Current pipeline and offer	
No. of apartments in permitting process	4,339
Potential no. of apartments in a concept stage	1,175
Potential no. of apartments secured by binding agreements*	ca. 6,500



12,000

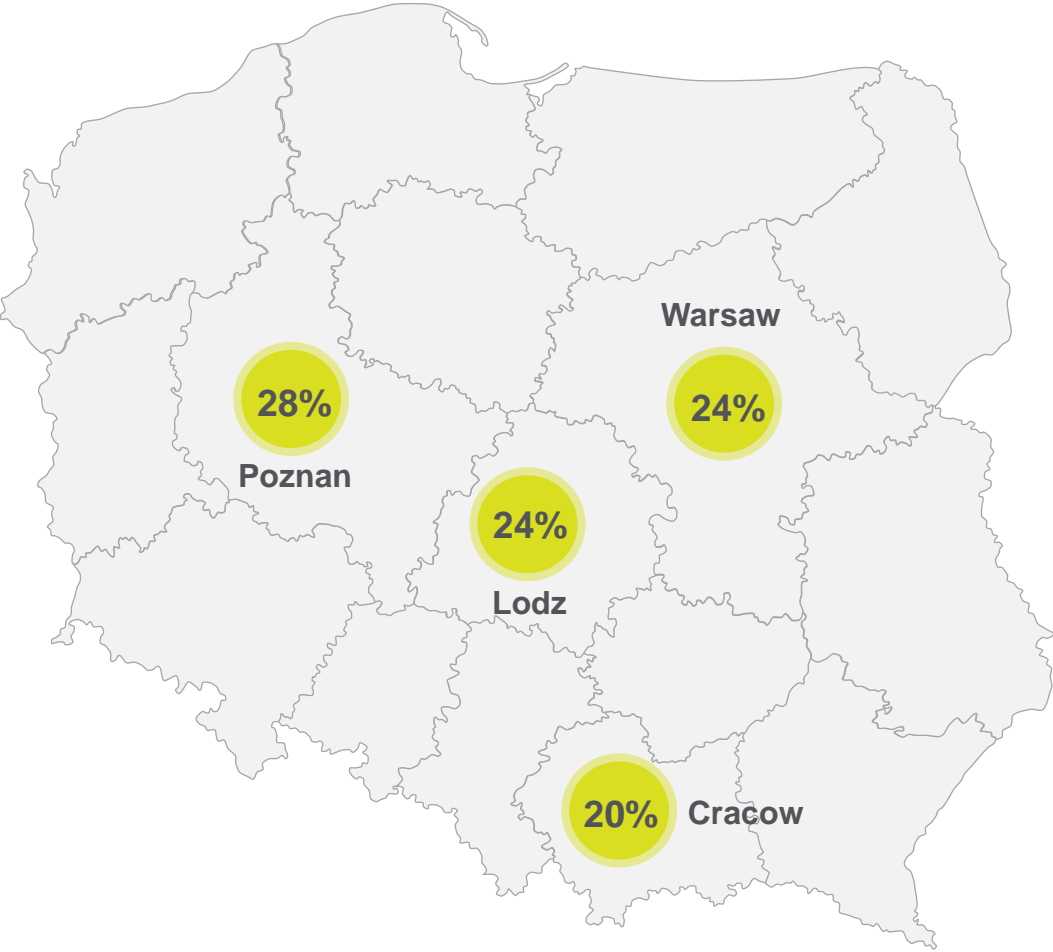
Total no. of apartments in pipeline



1,170

No. of apartments in the offer (as at 31.03.2020)

Landbank pipeline secured**



*incl. acquired and secured plots in 2020

** Apartments in offer not included

COVID-19 impact on Echo residential business

The impact of COVID-19 pandemic on residential sales experienced in the second fortnight of March did not affect the Q1'20 results.

The prompt response from the company enabled customers to review offers and sign reservation agreements online.

Additional marketing activities described below further facilitated operation under the new sanitary regime.

- In tune with the economy reopening warranted by the authorities, in the recent weeks we have seen an increase in customer engagement and confidence
- Customers are interested in alternative ways to invest due to low rates environment on term deposits and bonds combined with high inflation
- The biggest developers are seen as more stable and reliable, which makes Echo attractive for customer seeking security and diverse offering
- The residential market remains under pressure from banking sector restricting access to mortgages and increasing the up-front deposit to 20-40%

Echo response to the pandemic:

- Introduction of new policy of initiating the construction only after reaching certain level of pre-sale level
- Several marketing initiatives across platforms: LinkedIn, Facebook, Instagram
- Implementation of varied promotion schemes, including finished interior package, household appliances, Harley Davidson motorbikes and mortgage subsidies
- Virtual tours of apartments
- AI chatbot to support sales department





V.

Segment Achievements Resi4Rent

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

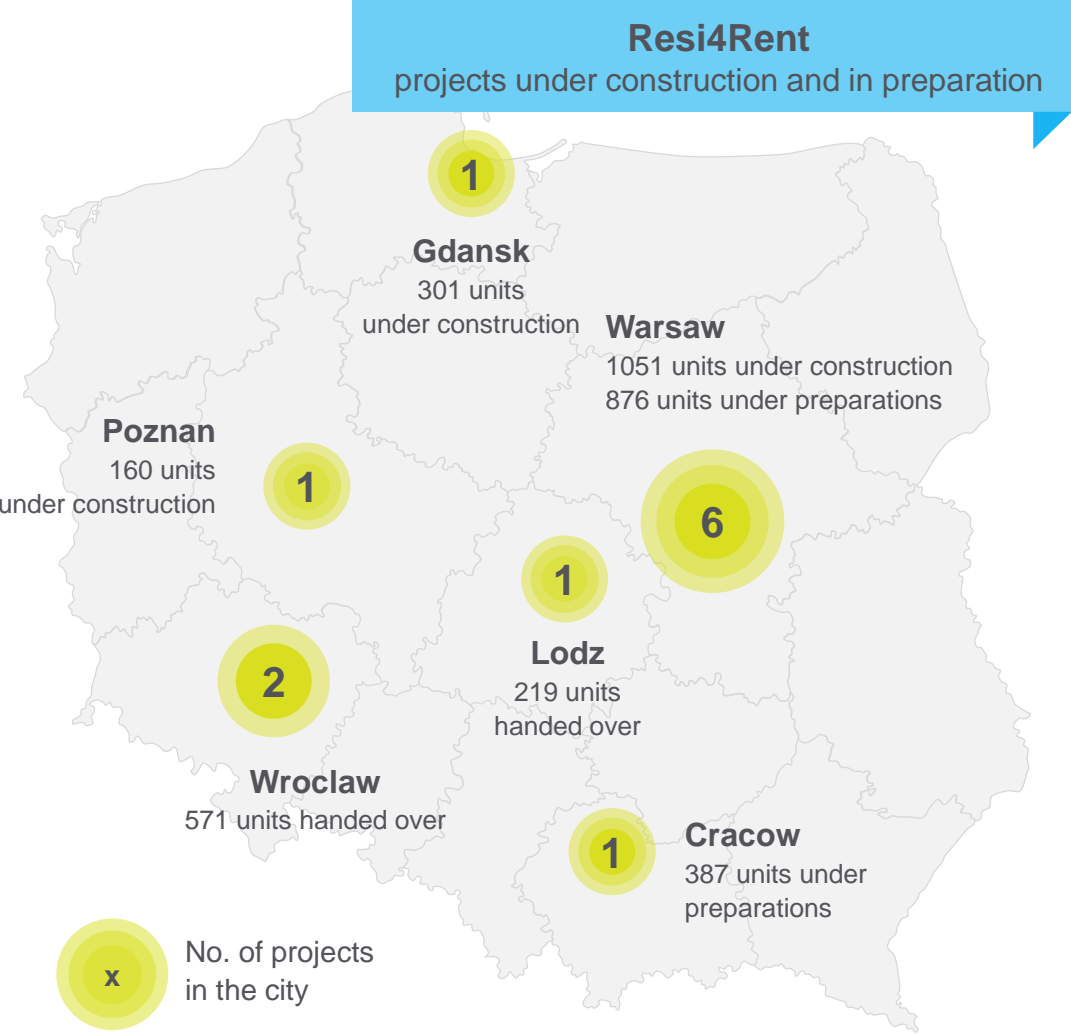
Resi4Rent to develop and operate approx. **7,500 units** by 2024:

790 units completed by Q1 2020

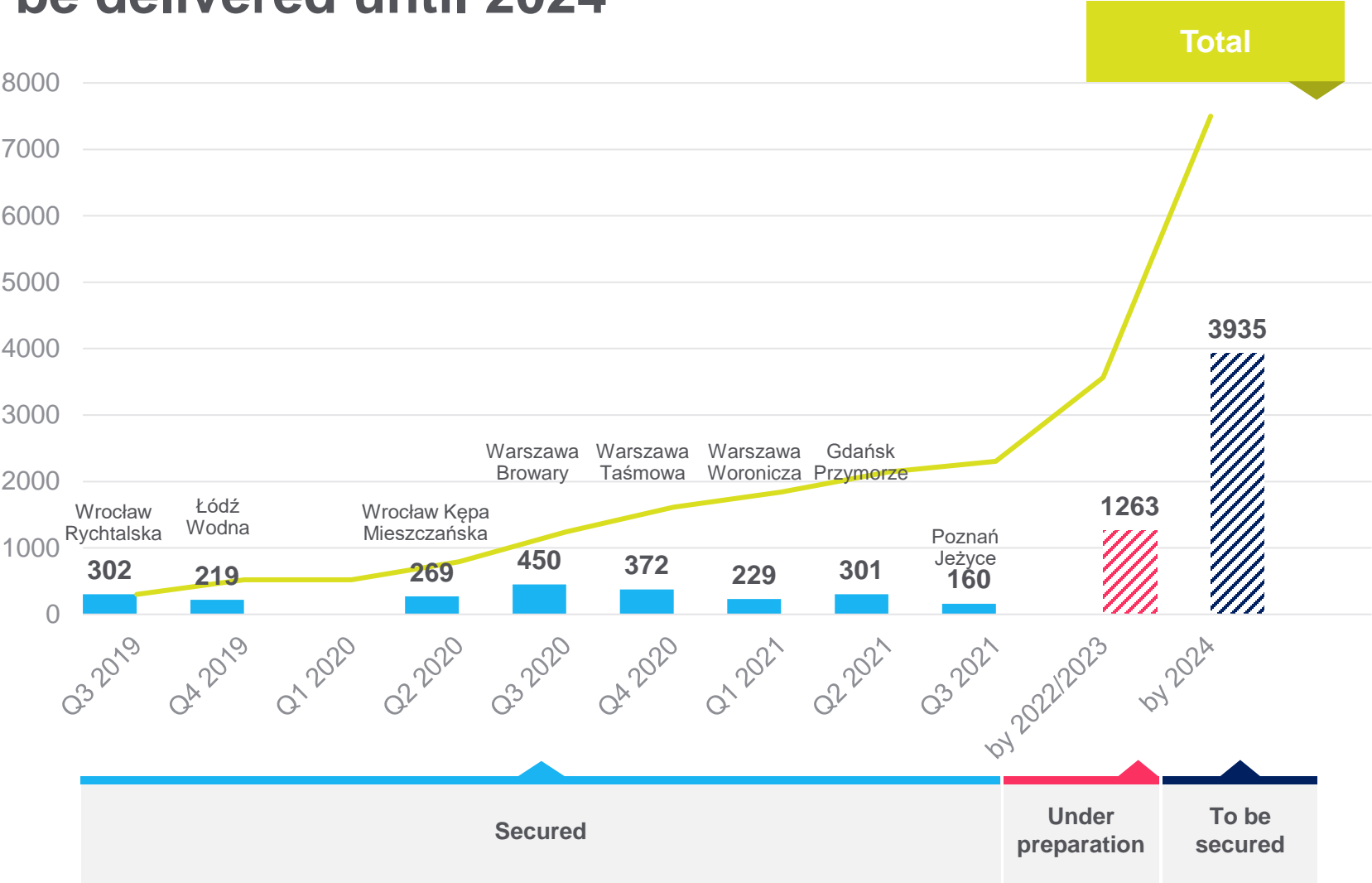
1,512 units in 5 projects under construction to be delivered by the end 2021

1,263 units currently under preparation (3 Maja in Cracow, Wilanowska, Pohoskiego and Zwirki i Wigury in Warsaw) to be built by 2023

additional 3,935 units to be secured and to be developed by 2024



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

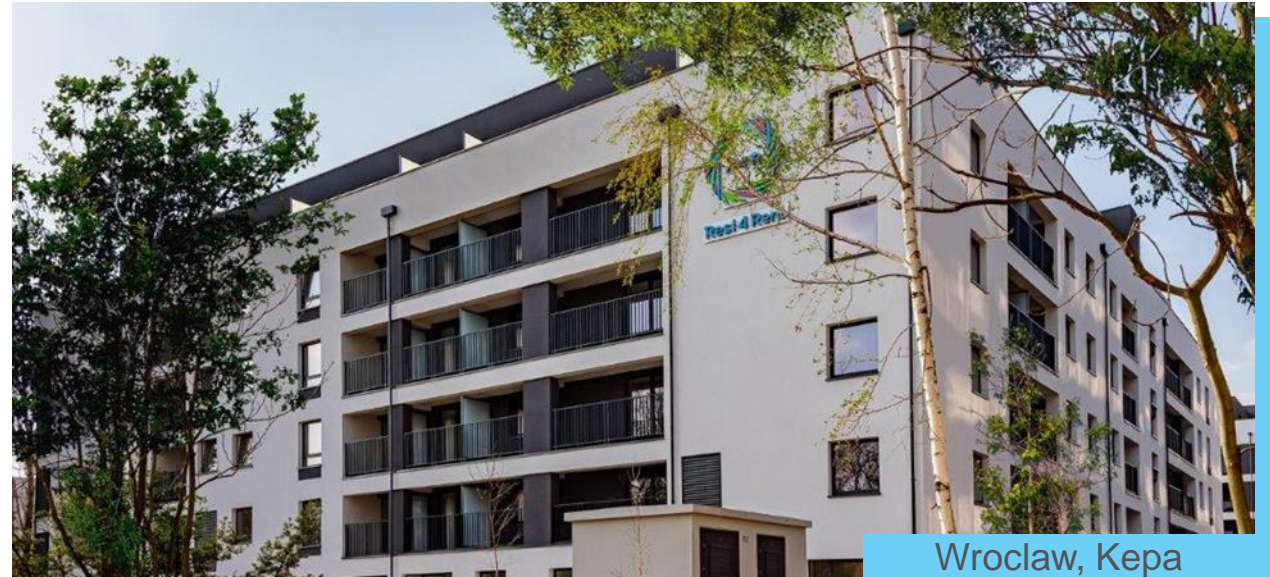


7,500
R4R units
until 2024

790 apartments in operations in 3 projects

- Rychtalska in Wroclaw: **76%** of units leased
- Wodna in Lodz: **66%** of units leased
 - both are above Echo leasing plan
- Kepa in Wroclaw: **15%** (leasing started in mid- April)

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



Wroclaw, Kepa



Wroclaw, Rychtalska



Lodz, Wodna



VI.

Segment Achievements Office

Q1 2020 – Regional markets outperform Warsaw

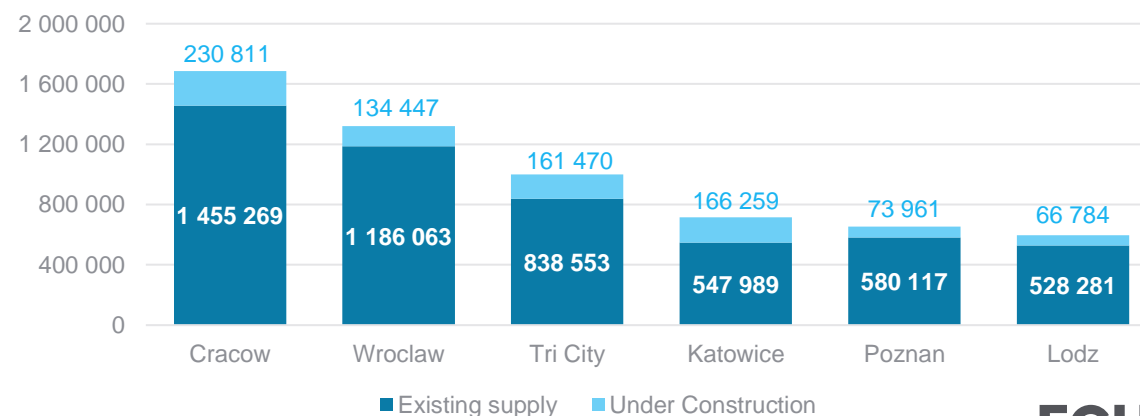
WARSAW: MARKET REMAINING STRONG

- **6,700 sqm** of office space has been provided in 1 office project in Q1 2020
- **5,588,509 sqm** - total supply of modern office space
- Q1 2020 net take up result: **138,900 sqm** (very similar to Q1 2019)
- **742,575 sqm** of office space under construction
- **7.48%** – av. vacancy rate (4,93% in CBD), decrease comparing to the end of 2019 by 0.2 p.p.,
- Persistent high demand and lack of immediately available space
- Only one significant transaction on Warsaw office market signed: (17,500 sqm insurance company in Sluzewiec District)
- Investment transaction closing despite COVID 19, minor yield increase observed (0,15 to 0,30 p.p.)

REGIONAL MARKETS OUTPERFORM WARSAW

- **78,000 sqm** of new office space delivered on regional markets in Q1 2020
- **547,000 sqm** of office space has been delivered in 2019
- 2019 net take up result: **381,000 sqm**
- **833,000 sqm** of office space remain under construction
- **9,4%** – average vacancy rate (0.2 p.p lower comparing to the end of 2019)
- Historically low – 5,5% yields observed in recent transactions in Wroclaw and Cracow closed in Q1 2020

Supply and space under construction in regional cities in Q1 2020



Warsaw

Continuation of Warsaw Brewery Project

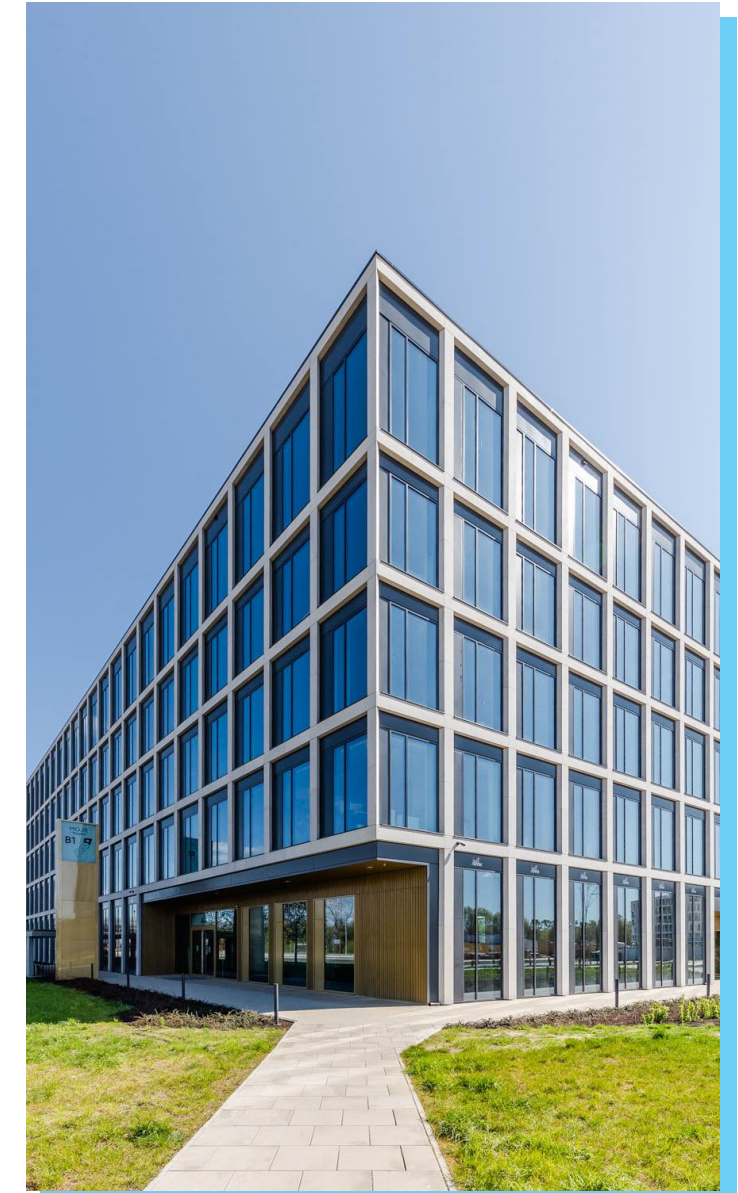
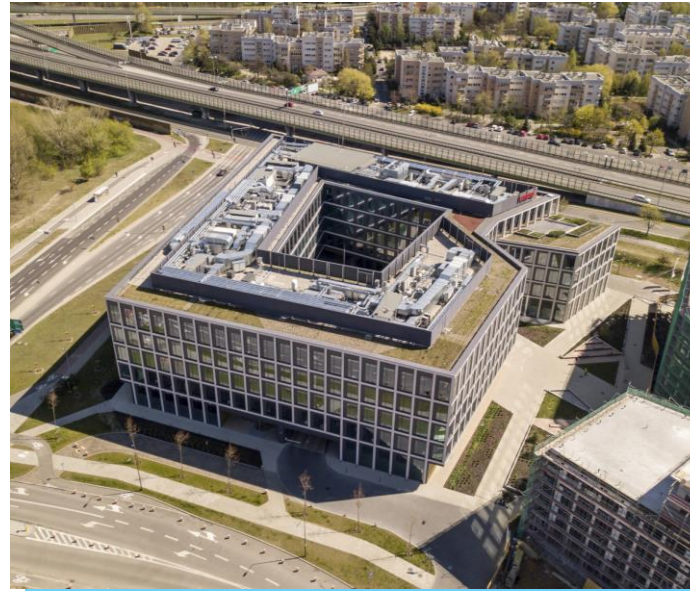
- **Brewery K (Villa Offices)** has obtained a building occupancy permit in May 2020
 - **Brewery GH (Malthouse Offices)** construction is on schedule and together with building K are scheduled to be opened in Q3 2020
 - Both buildings will deliver almost **45,000 sqm**
 - Mix nature of the project and wide offer of restaurants and services attracts interests of prospective tenants.
- **Entire office space** in both buildings is either leased or in advanced negotiation as of May 2020



Warsaw

Moje Miejsce I nearly fully let

- Midtown location in Lower Mokotów, right below the Warsaw City Centre
 - Moje Miejsce is situated in the established prime commercial cluster being home to major media and pharmaceutical companies
 - The strong tenant mix, represented by occupiers from very defensive business sectors such as pharmaceutical, media and FMCG
 - One of the largest tenant (strong FMCG Group) has signed lease agreement in the period of COVID 19, increasing leased area **up to 92%**
- **Moje Miejsce I** is anchored by Havas Media, as of May 92% of building's office space is already leased and negotiations for remaining space are advanced
 - **Main tenants:** HAVAS, Mastercard, Just GYM, FMCG Group



Katowice Face2Face

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 tenants include: Honeywell, Orange, Deloitte, Perform DAZN and Medcover

Office market in Katowice	Q1 2020
Total supply:	547,989 sqm
Space under construction:	166,259 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 in Q1 2022
- 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	Q1 2020
Total supply:	528,300 sqm
Space under construction:	66,800 sqm
Vacancy rate:	11,2%
Headline rents:	12- 14,5 EUR



Wroclaw

West 4 Business Campus

for creative and demanding tenants

- Office campus in the east part of Wroclaw will provide more than **83,000 sqm GLA**
- First phase of the building will be opened in Q4 2020 and will provide **15,600 sqm**
- International **IT tenant** has signed contract for 25% of space
- West 4 Business Campus location **attracts number of tenants** looking for outstanding, modern infrastructure in established business area.

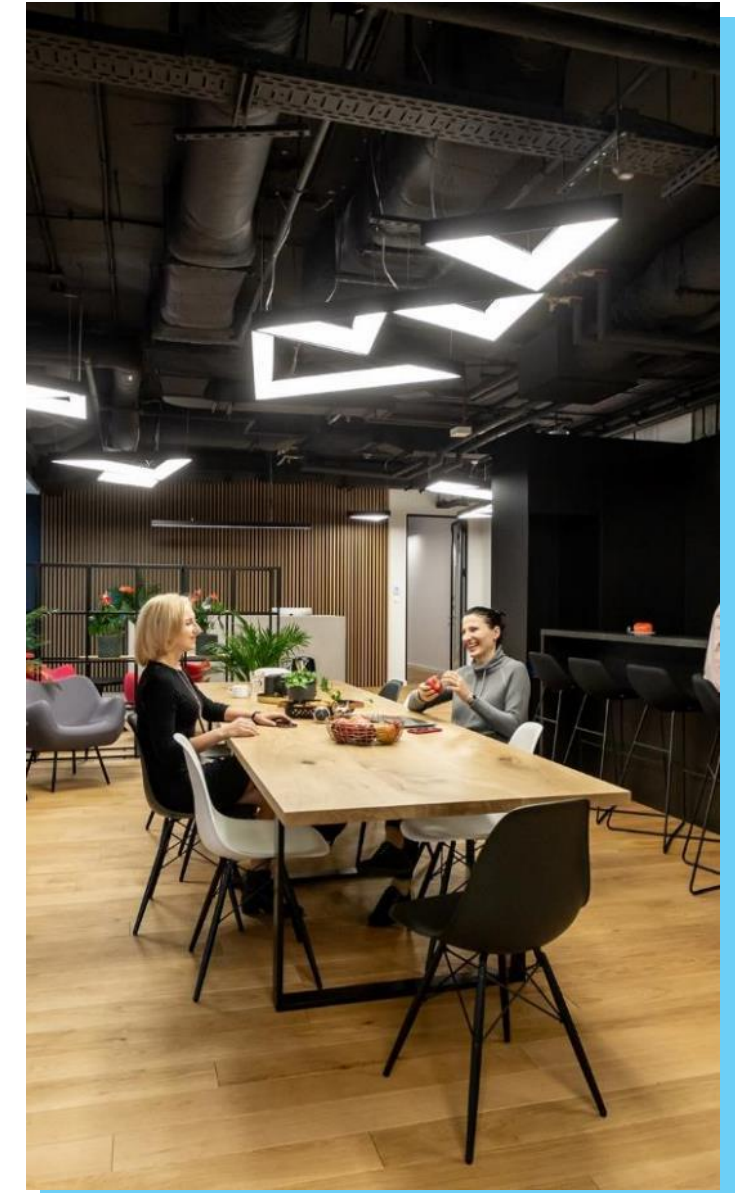
Office market in Wroclaw	Q1 2020
Total supply:	1,179,813 sqm
Space under construction:	134,447 sqm
Vacancy rate:	12,5%
Headline rents:	13,5 - 15,5 EUR



Flexible Offices- strong beneficiary of current turbulent market

CitySpace enables companies to work in safe environment with minimum liabilities

- The circumstances that have forced business to operate in the new reality will undoubtedly contribute to a change in the approach to flexibility
- In the new post - COVID reality, we expect companies to adapt the occupied space by using flex offices
- **CitySpace drives synergy** with our long-term office tenants by enabling agile adaptation to current space needs
- **CitySpace** has witnessed a **strong demand** from various of sectors in most of the location



CitySpace opened its 10th office

10

locations in Poland



1,900

work places



2,200

sqm space increase
in existing locations in 2020



CITY  SPACE



COVID-19 impact on Echo office business

Based on Echo's market analysis, prospect tenants will require on average more space per employee and total demand will increase

New market condition will require adjustment to new technical standards of the building and Echo is already working on solutions and best practices

Cooperation with flex-office operators like City Space will provide a competitive advantage as tenants will welcome the availability of such arrangements

Tenants expectations will drive implementation of new fit-out solutions to address the needs of the sanitary regime

Echo response to the pandemic

- Support implementation of sanitary measures in the building to comply with epidemiological guidelines
- Echo developed and enabled virtual tours of the buildings to facilitate online interaction with potential tenants
- Digitization and online sharing technical data about our building





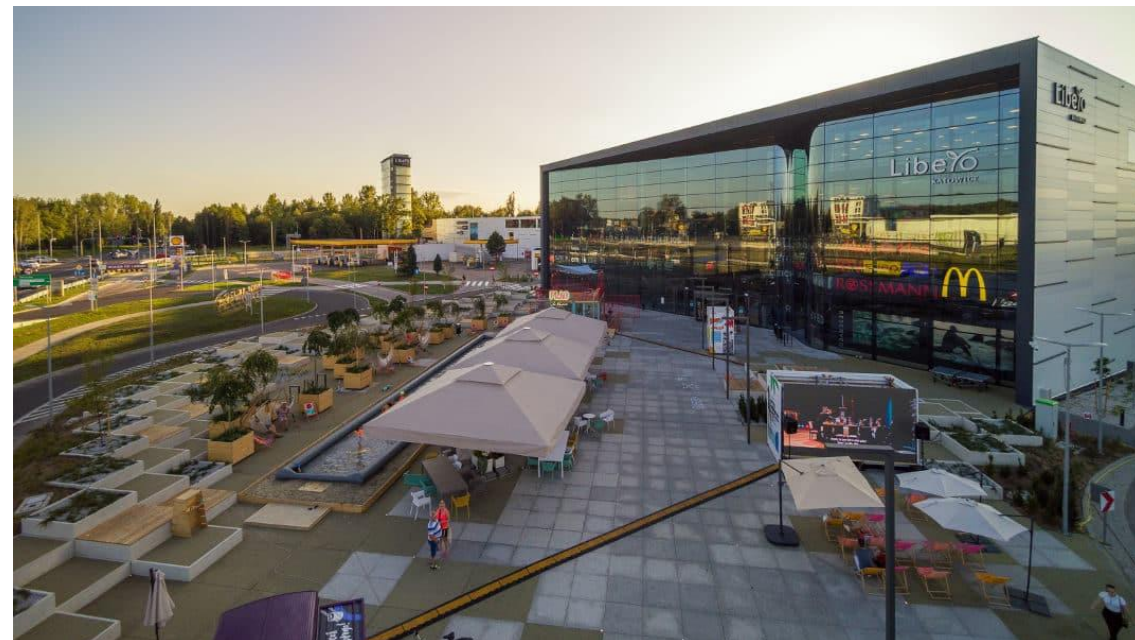
VII.

Segment Achievements

Retail

Post-COVID retail market landscape in Q1 2020

- Moderately growing retail market was shaken by the outbreak of the Covid-19 epidemic in Q1 2020.
- After a period of strictly limited operations of shopping malls (from 14th of March to 3rd of May) retail is adjusting to the new normal and is working on traffic recovery
- Majority of retail businesses were allowed to open on 4th of May and other services such as restaurants from 18th of May
- Most of tenants has been exempted from payment of rent for the time of closure of premises, the following months show how the lease terms in retail will be impacted
- Most shopping malls opened with 40-50% of pre-COVID footfall levels
- There are still 400,000 sq m GLA under construction, all investments at the construction stage are continued
- Retail space saturation amounted to 266 sqm / 1,000 residents, what places Poland only slightly below the average for Western European countries (279 sqm)



COVID-19 impact on Echo retail business

- Galeria Mlociny and Libero were opened during the whole period of COVID-19 to the extent which was possible
- Starting from 4th of May restrictions started to lift and by 18th of May majority of tenants were fully operational
- Expected third wave of restrictions lift will allow cinemas and gyms to open potentially in June
- Thanks to Echo engagement and the marketing initiatives, our shopping malls **registered higher footfall rebound** than competitors
- In the following weeks we will strengthen our marketing and sustain cooperation with tenants to achieve higher attendance

Initiatives taken by the company



Echo actively participated in multi-lateral round table discussion on best practice response to COVID-19 for shopping malls

Constant discussion with tenants resulted in Echo setting up an aid program for tenants during and post-lockdown to sustain shopping centres' lease-up levels



Libero – reopening strongly above market

- Starting from 4th of May, 92% of tenants covered by restrictions lift have resumed operation
- In the first week following restriction lift, the **footfall in Libero amounted to ca. 50% of average before COVID and grew to ca. 70% in the third week of May** – strongly above market average
- **LPP group** has re-opened in Libero as one of the first locations in Poland
- A number of customer engagement activities:
 - Online Libero Live programmes #zostańwdomu #stayhome#
 - Books recommendations and memes by comic authors in social media
 - 7,000 masks deliver to surrounding community
 - PR campaign „Libero welcomes you with good energy” : each customer receives a coffee for free
 - For every 100 PLN spent customers can get one of the unique masks



Galeria Młociny – first anniversary

- Starting from 4th of May, 90% of tenants covered by restrictions lift have resumed operation
- Following restriction lift, the footfall in Galeria Młociny amounted to ca. 60% of average before COVID in the first three weeks of May
- Strong marketing campaign have started in May in connection to **first anniversary of Galeria Młociny** opening, which includes contest with bikes and scooters as prizes
- Galeria Młociny other initiatives included:
 - Social media campaigns on health and cooking: #GaleriaZdrowychPorad, GaleriaPrzepisów
 - Online coffee brewing workshop #warsztatykawowe with Etno Café





VIII.

Segment Achievements Landbank

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



PLN 227 mln

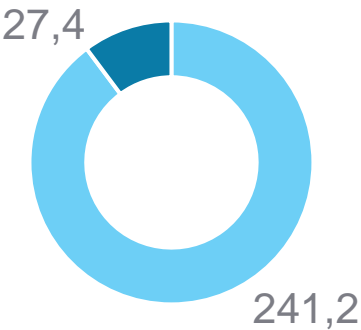
value of plots acquired and secured in 2020



PLN 845

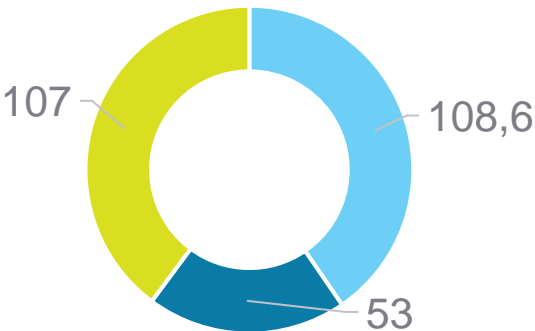
average land price per 1 sqm of leasing/selling area

Split by function (sqm '000)



■ Residential ■ Office/Commercial

Split by location (sqm '000)



■ Kraków ■ Poznan ■ Lodz

Acquired Land Bank in 2020

29,900 sqm of office & residential space

Cracow:

- 29,900 sqm of residential/commercial space (Puszkarska)

Value of plots acquired: **PLN 39 mln**

Secured Land Bank in 2020

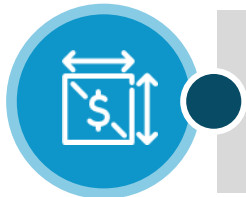
238,700 sqm of office & residential space in Cracow, Poznan, Lodz

Value of plots secured: **PLN 188 mln**

Strong acquisitions in 2019

Focus on permitting in 2020

- Constant monitoring on potential acquisitions to make the best decisions once market stabilizes
- Continued intensive works on obtaining building permits and design for acquired and secured plots in our land bank
- Focus on large scheme multi-phase projects, including three in Warsaw (Towarowa 22, Kabaty, Empark) and plots acquired as part of Tesco portfolio transaction in Q1'2020
- Obtained permits will secure future growth of business and build market advantage over other developers when market returns
- Landbank to be utilized only after pre-sale and pre-lease of the project



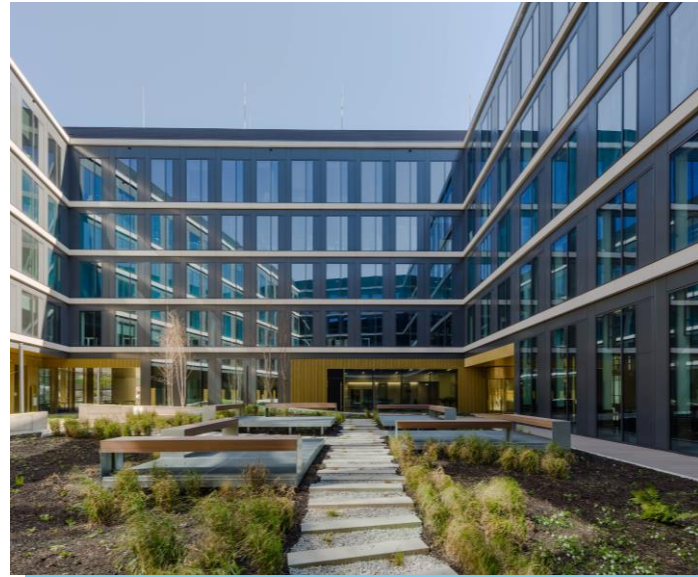
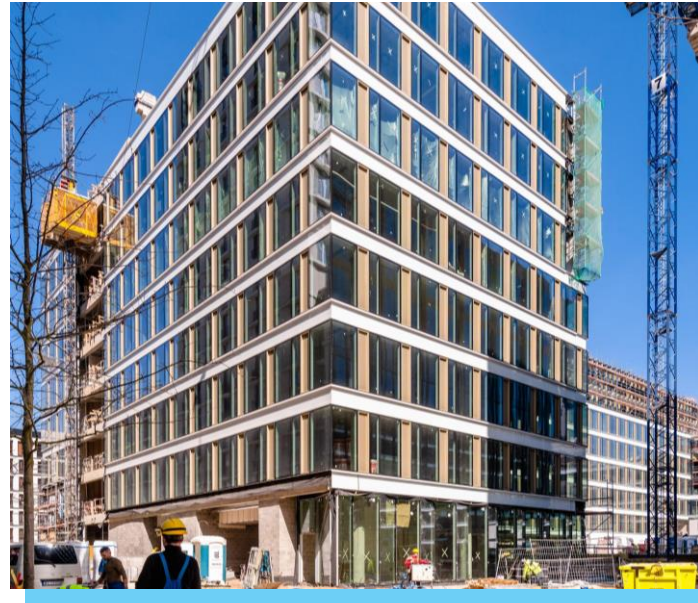
600,000 sqm

PUM/GLA to be delivered upon obtaining the above mentioned permits for projects



Strong interests from investors for Echo's buildings

- Currently Echo Investment is in a disposal process of **5 buildings** (with ca. 110,000 sqm):
 - Villa Offices (Warsaw Brewery K)
 - Malthouse Offices (Warsaw Brewery GH)
 - Face2Face I & II, Katowice
 - Moje Miejsce I, Warsaw
- Echo's office buildings attract **number of investors regardless Corona virus impact**
- **Opening borders** will boost investors interests as it will facilitate viewings on site
- **Defensive tenant-mixes** are perceived as reliable cash allocation by fund managers
- Disposal negotiations have been **conducted online** despite lockdowns in many European countries





IX.

Financials

Net profit in line with PAP consensus

Actual results [PLN mln]

	Q1 2019	Q1 2020
Revenue	69.4	156
Operating profit	52.1	102.8
Profit before tax	37.3	49.3
Net profit	31.8	40.6

PAP Consensus

	Q1 2020 (average)	Q1 2020 (range)
Revenue	129.5	101 – 167.7
Operating profit	123.5	123.1 - 123.8
Profit before tax	-	-
Net profit	39.9	33.5 – 47.2

Revenues

(PLN mln)

	Q1 2020	Margin	Main source of revenue
Office	20.9	15.1%	Rents, fit-out
Retail	12.2	47.4%	Rents
Residential	74.3	20.4%	Apartments sale
R4R	47.8	0.4%	Sale of Wodna to R4R
Other	0.7	34.9%	Other services
Total	156.0		

Fair value gain on investment properties (PLN mln)

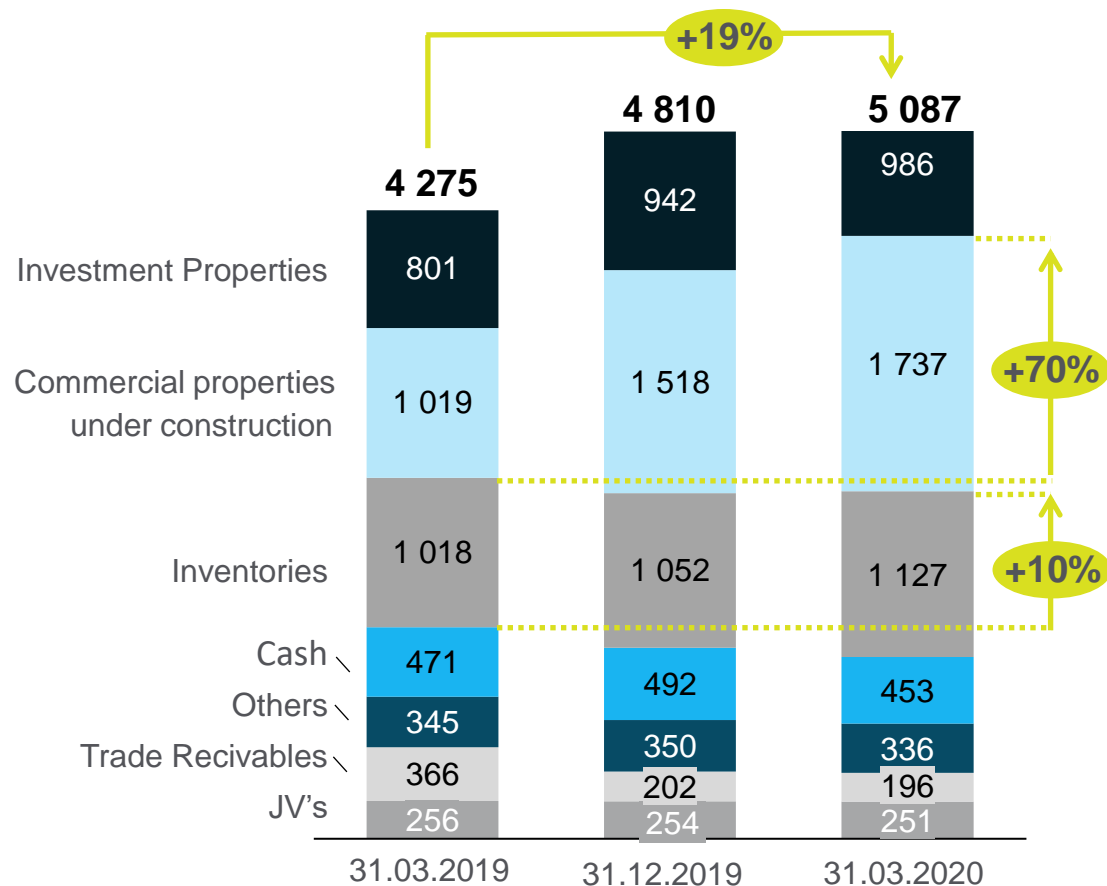
	Q1 2020	Accum.
Villa and Malthouse Offices	21.3	390.8
Moje Miejsce I	0.2	31.7
MidPoint 71	26.9	68.3
Face2Face I	11.2	52.5
Face2Face II	21.0	39.1
Libero*	22.2	181.1
React I	8.6	22.3
West IV Business Hub I	9.4	19.0
Other	-2.3	
Total	118.6	

*Positive FX impact: PLN 33 mln
 Provision's impact: PLN -8.9 mln
 Other: PLN -1.9 mln

Strong focus on increasing value of properties in development



Assets [mln PLN]]



PLN 5.087 bn

total assets value as at 31.03.2020
(19% growth compared to 31.03.2019)

PLN 812 mln

total assets increase (Q1 2019/Q1 2020)

PLN 1.127 bn

total value of assets assigned to inventory as at 31.03.2020
(10% growth compared to 31.03.2019)

PLN 1.737 bn

total value of commercial prop. under construction as at 31.03.2020
(70% growth compared to 31.03.2019)

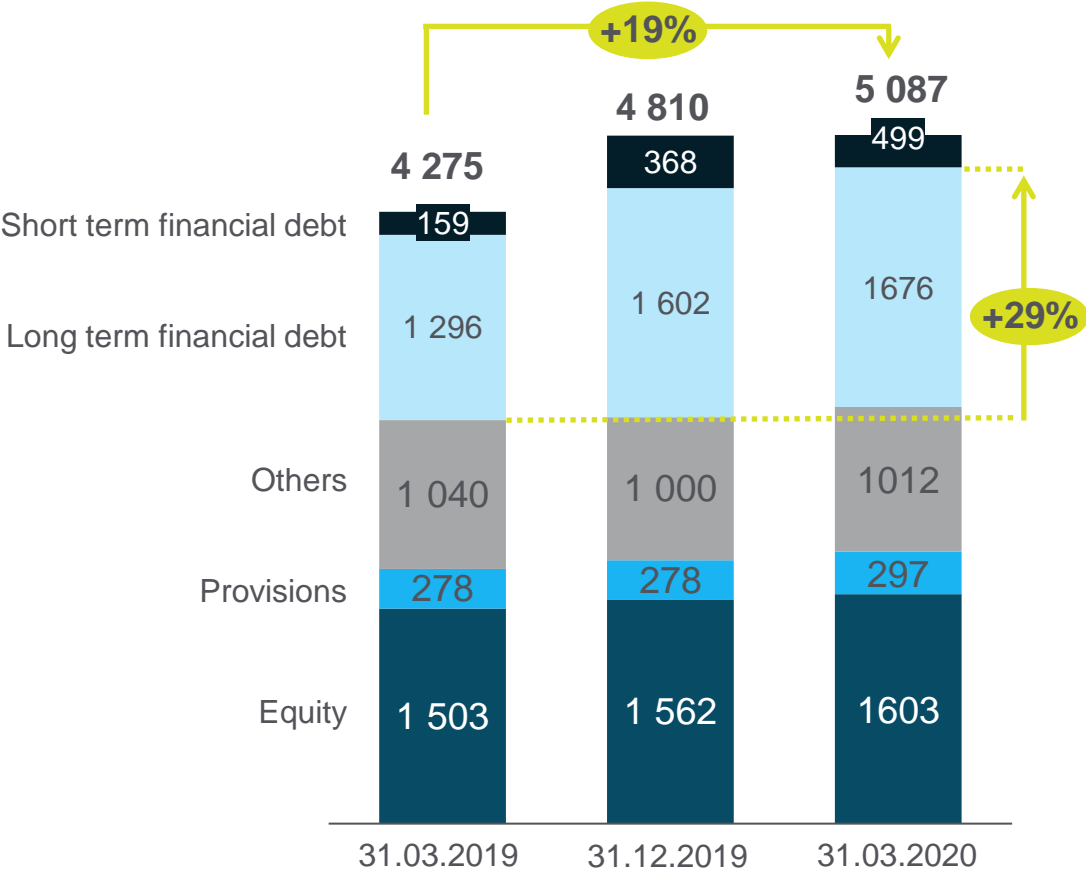
PLN 453 mln

cash (PLN 471 mln in Q1 2019)

Sustainable debt level enabling strong growth



Equity and liabilities [mln PLN]



PLN 2.175 mln

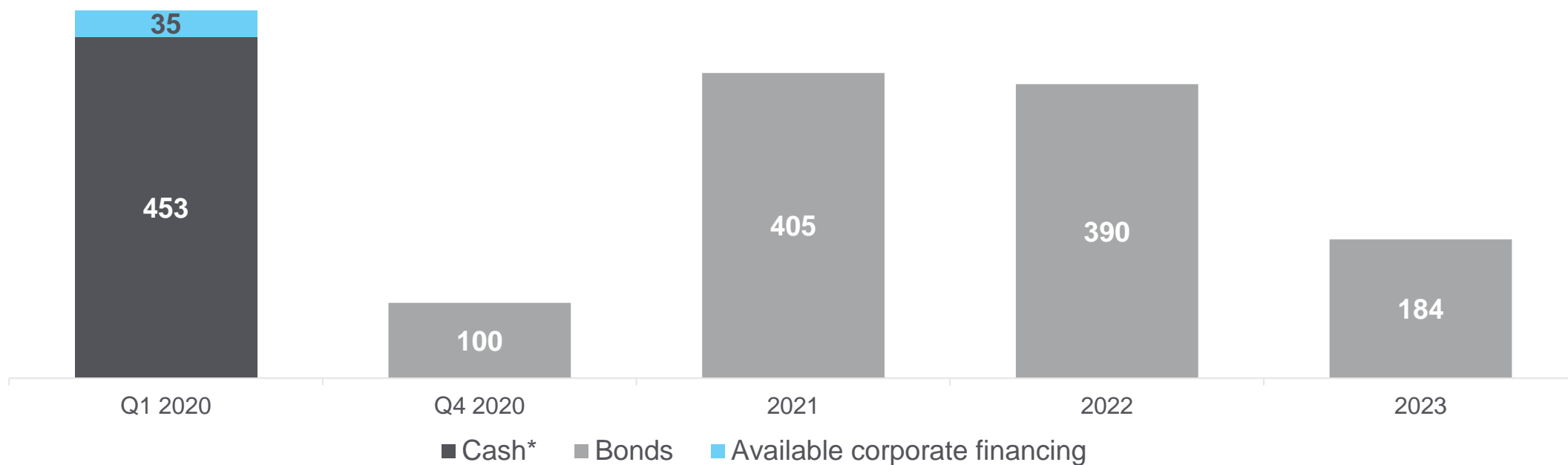
Total long and short term debt as of 31.03.2020
Long-term debt increased by PLN 380 mln, short-term by PLN 340 mln

37% net debt ratio

(net debt) / (total assets – cash)
compared to 26% in Q1 2019 and 34% in Q4 2019
increase mainly due to long term debt increase

Low amount of bonds maturing in 2020

Cash and available overdraft vs. maturity of bonds
as at 31.03.2020 [mln PLN]



* Does not include restricted cash



Thank you



Q & A



X.

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 take into account the influence of the current epidemiological situation on the economy, to the extent the Management Board is able to assess the effects at this point. In case impact of pandemic would be different to the currently expected, data presented may change.

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
Osiedle KRK I Kraków, ul. Zapolskiej	9 800	218	51%	96,6	71,54	42%	I Q 2020	III Q 2021
Fuzja I Łódź, ul. Tymienieckiego	14 200	282	50%	105	80,38	45%	II Q 2019	IV Q 2020
Osiedle Jarzębinowe VI Łódź, ul. Okopowa	3 300	52	100%	20,2	15,68	96%	IV Q 2018	I Q 2020
Osiedle Jarzębinowe VII Łódź, ul. Okopowa	6 000	105	73%	36,2	28,52	47%	II Q 2019	IV Q 2020
Apartamenty Esencja Poznań, ul. Grabary	12 500	260	74%	115,4	86,76	47%	I Q 2019	IV Q 2020
Nasze Jeżyce I Poznań, ul. Szczepanowskiego	7 500	142	81%	57,8	44,38	40%	II Q 2019	I Q 2021
Nasze Jeżyce II Poznań, ul. Szczepanowskiego	8 200	162	30%	63,7	48,93	20%	III Q 2019	II Q 2021
Osiedle Jaśminowe IV Poznań, ul. Sielawy	5 300	103	97%	32,4	24,64	97%	II Q 2018	I Q 2020
Osiedle Enter I a Poznań, ul. Naramowice	6 300	108	36%	41,8	30,57	14%	I Q 2020	IV Q 2021

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
Widoki Mokotow Warsaw, ul. Puławska	4 800	79	58%	69,3	50,26	96%	II Q 2018	II Q 2020
Browary Warszawskie E Warsaw, ul. Grzybowska	5 700	81	64%	113,5	72,14	62%	IV Q 2018	IV Q 2020
Moje Miejsce Warsaw, ul. Beethovena	13 300	251	87%	131,3	96,94	83%	III Q 2018	II Q 2020
Osiedle Reset II Warsaw, ul. Taśmowa	12 200	255	93%	118,3	95,90	77%	IV Q 2018	III Q 2020
Stacja Wola I Warsaw, ul. Ordona	20 000	387	51%	199,5	141,64	36%	IV Q 2019	III Q 2021
Stacja 3.0 Wrocław, ul. Mińska	12 000	242	12%	94,4	68,93	41%	III Q 2019	IV Q 2020
Ogrody Graua Wrocław, ul. Gdańska	4 000	57	74%	44,8	32,92	84%	IV Q 2018	II Q 2020
Total	145 100	2 794		1 341	990			

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	61,7	48,1	26%	III Q 2020	I Q 2022
Rydlówka ZAM II Kraków, ul. Rydlówka	5 200	93	56,3	42,9	23%	III Q 2021	I Q 2023
Osiedle Krk II Kraków, ul. Zapolskiej	9 800	211	95,4	70,6	28%	III Q 2020	II Q 2022
Puszkarska I Kraków, ul. Puszkarska	8 000	143	66,6	48,1	20%	III Q 2020	I Q 2022
Puszkarska II Kraków, ul. Puszkarska	17 200	330	147,8	105,2	20%	III Q 2021	I Q 2023
Osiedle Jarzębinowe VIII Łódź, ul. Okopowa	6 100	101	38,1	29,6	12%	II Q 2020	IV Q 2021
Fuzja II Łódź, ul. Tymienieckiego	12 400	240	95,2	72,9	10%	IV Q 2020	II Q 2022
Fuzja III Łódź, ul. Tymienieckiego	9 000	152	74,1	53,3	9%	IV Q 2021	II Q 2023
Wodna 17-19 Łódź, ul. Wodna	12 700	234	84,3	62,7	10%	II Q 2021	IV Q 2022

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
Apartamenty Esencja II Poznań, ul. Garbary	6 300	130	60,9	47,4	18%	IV Q 2020	II Q 2022
Osiedle Enter I b Poznań, ul. Sielawy	6 000	104	40,1	29,8	5%	III Q 2020	IV Q 2021
Osiedle Enter II Poznań, ul. Sielawy	8 500	153	55,0	40,3	5%	I Q 2021	III 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	9 600	178	61,5	47,7	3%	II Q 2021	I Q 2023
16 MW II Poznań, ul. Sielawy	10 100	187	64,5	50,0	2%	IV Q 2021	III Q 2023
16 MW III Poznań, ul. Sielawy	10 100	186	64,5	49,1	2%	II Q 2022	I Q 2024
20 MW I Poznań, ul. Sielawy	7 500	136	48,4	37,2	2%	IV Q 2022	III Q 2024
20 MW II Poznań, ul. Sielawy	7 500	139	48,4	37,2	2%	II Q 2023	I Q 2025
20 MW III Poznań, ul. Sielawy	7 500	136	48,4	37,2	2%	IV Q 2023	III Q 2025

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
Stacja Wola II Warsaw, ul. Ordona	13 700	255	137,1	97,4	27%	II Q 2020	II Q 2022
Stacja Wola III Warsaw, ul. Ordona	14 900	270	146,3	103,5	26%	I Q 2021	IV Q 2022
Kabaty Warsaw, al. KEN	17 200	278	220,3	158,9	26%	IV Q 2021	III Q 2023
Rzepakowa I Katowice, ul. Rzepakowa	4 800	90	31,8	24,1	13%	I Q 2021	IV Q 2022
Rzepakowa II Katowice, ul. Rzepakowa	16 900	319	112,9	82,6	13%	II Q 2022	I Q 2024
Total	236 900	4 339	1 921,8	1 421,2			

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	Completion	Comments
Rychtalska Wrocław, ul. Zakładowa	11 400	302	8.4	76.8	IV Q 2017	III Q 2019	Project owned by Resi4Rent
Wodna Łódź, ul. Wodna	7 900	219	4.9	52.4	IV Q 2017	IV Q 2019	Project owned by Resi4Rent
Kępa Mieszczańska Wrocław, ul. Dmowskiego	9 300	269	6,8	76,3	II Q 2018	II Q 2020	Preliminary sale agreement from Echo Investment to Resi4Rent
Total	28 600	790	20,1	205,5			

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
Taśmowa Warsaw, ul. Taśmowa	13 000	372	11,1	113,6	I Q 2019	IV Q 2020	Plot owned by Resi4Rent
Woronicza Warsaw, ul. Woronicza	7 900	229	6,2	61,5	II Q 2019	IV Q 2020	Plot owned by Resi4Rent
Szczepanowskiego Poznań, 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	301	8,9	90,2	III Q 2019	II Q 2021	Plot owned by Resi4Rent
Total	55 100	1 512	46,6	495,8			

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	12 200	387	9,8	107,7	III Q 2020	IVQ 2022	Plot owned by Resi4Rent
Wilanowska Warsaw, al. Wilanowska	12 500	407	11,5	128,2	III Q 2020	II Q 2022	Plot owned by Resi4Rent
Pohoskiego Warsaw, ul. Pohoskiego	8 900	307	8,3	92,6	I Q 2021	I Q 2023	Final purchase agreement from seller to Resi4Rent signed in Q2 2020
Zwirki i Wigury Warsaw, ul. Zwirki i Wigury	5 000	162	5,0	53,5	III Q 2020	II Q 2022	Plot owned by Resi4Rent
Total	38 600	1 263	34,6	382,0			

Office Projects in Operation

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Recognized fair value gain [PLN mln]	Completion	Comments
Moje Miejsce I Warszawa, ul. Beethovena	18 900	92%	3,4	158,5	93%	31,7	II Q 2019	ROFO agreement with Globalworth Poland
Face 2 Face I Katowice, ul. Grundmanna	20 400	88%	3,7	153,1	88%	52,5	IV Q 2019	
Total	39 300		7,0	311,6		84,2		

Office Projects Under Construction

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mln]	Targeted budget [PLN mln]	Expenditure incurred [%]	Start	Recognized fair value gain [PLN mln]	Targeted completion	Comments
Villa Offices (Brewery K) Warszawa, ul. Grzybowska	16 600	67%	4,0	172,5	64%	III Q 2018	145,9	III Q 2020	
Malthouse Offices (Brewery GH) Warszawa, ul. Grzybowska	29 500	57%	7,2	331,9	43%	IV Q 2018	244,9	IV Q 2020	
West 4 Business Hub I Wrocław, ul. Na Ostatnim Groszu	15 600	22%	2,7	115,0	57%	IV Q 2018	19,0	III Q 2020	
Face 2 Face II Katowice, ul. Grundmanna	26 200	82%	4,6	200,2	33%	IV Q 2018	39,1	IV Q 2020	
Moje Miejsce II Warsaw, ul. Beethovena	17 100	13%	3,2	140,1	45%	II Q 2019		I Q 2021	ROFO agreement with Globalworth Poland
React I Łódź, ul. Piłsudskiego	15 000	20%	2,6	103,3	32%	II Q 2019	22,3	II Q 2021	
Wrocław, Midpoint 71 Wrocław, ul. Powstańców Śląskich	36 100	20%	6,7	292,8	21%	IV Q 2019	68,3	IV Q 2021	
Solidarności Gdańsk, ul. Nowomiejska	25 400	0%	4,3	187,8	13%	IV Q 2019		II Q 2022	
Total	181 500		35,3	1 543,6			539,5		

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	14%	III Q 2021	II Q 2023
Al. Pokoju (phase I & II) Kraków, ul. Fabryczna / Al. Pokoju	45 600	8,1	390,8	20%	III Q 2020	IV Q 2021
Swobodna Wrocław, ul. Swobodna	46 000	8,5	382,7	12%	II Q 2022	III Q 2024
React II (etap I) Łódź, ul. Kilińskiego/Piłsudskiego	26 600	4,5	180,4	6%	II Q 2021	III Q 2022
React II (etap II) Łódź, ul. Kilińskiego/Piłsudskiego	12 700	2,2	91,5	6%	IV Q 2021	I Q 2023
Fuzja C i D Łódź, ul. Tymienieckiego	19 900	3,4	154,5	5%	III Q 2020	I Q 2022
Fuzja I, J Łódź, ul. Tymienieckiego	13 500	2,2	107,0	8%	I Q 2021	III Q 2022
Skargi Katowice, ul. P. Skargi/Sokolska	26 600	4,6	189,7	6%	I Q 2021	III Q 2022
West 4 Business Hub II Wrocław, ul. Na Ostatnim Groszu	23 100	4,0	164,0	12%	I Q 2021	IV 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	288 200	50,4	2 210,5			

Retail Projects in Operation

Project / address	GLA [sqm]	Leasing [%]	NOI [EUR mIn]	Budget [PLN mIn]	Expenditur e incurred [%]	Recognized fair value gain [PLN mIn]	Completion	Comments
Libero Katowice, ul. Kościuszki	44 900	99%	9,3	390,4	99%	181,1	IV Q 2018	ROFO agreement with EPP
Galeria Młociny Warsaw, ul. Zgrupowania AK „Kampinos”	84 300	97%	22,4	1 298,6	96%	55,4	II Q 2019	30% JV with EPP holding 70%
Total	129 200		31,7	1 689,0		236,5		

Towarowa 22, Warsaw

Due to planning works, the final numbers can differ.

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
Warsaw , 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
Warsaw , ul. Antoniewska	14 100	10 000	plot for residential function
Warsaw , 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, Sołacz	17 300	
Zabrze, Miarki	8 100	
Warsaw, ul. Konstruktorska	7 200	
Radom, Beliny	6 300	
Total	116 400	

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 leasable 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



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ECHO INVESTMENT

al. Solidarności 36
Kielce, Poland

www.echo.com.pl