

# Echo Investment **Q1 2025** results presentation

**ECHO**  
GROUP

# 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. 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.

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

---

- 01 Highlights
- 02 Segments Outlook
- 03 Key Financial Data
- 04 Living - Residential for Sale
- 05 Living - Resi4Rent
- 06 Living - Student Housing
- 07 Commercial - Office and Retail
- 08 ESG
- 09 Financials
- 10 Q&A

# Highlights

---

01

# Summary of strategic focus

---

## Commercial sector

- Disinvestment of operating office and retail assets on the investment market which has become more active and liquid from Q4 2024 to reduce balance sheet and increase liquidity
- Focus on CBD Warsaw as an interesting market for the Group as the liquidity is always higher

## Living sector

- Focus on growth of sales and handovers of apartments in Archicom
- Continued development of Student Space platform
- Continued development of new PRS projects with parallel withdrawal of capital from mature PRS projects through refinancing and disposals

## Finance

- Repayment of over PLN 0.625bn of project debt with the sale of commercial projects and the remaining funds in excess of PLN 0.5bn applied to:
  - reduction of corporate debt
  - investment in living segment and Warsaw CBD office developments
  - payment of dividend
- Strong focus on overhead cost and right construction pricing to be more cost effective



# Assets targeted to be sold in 2025

Modern buildings in core locations with all ESG criteria in place to be disposed on the investment office and retail market that shows signs of recovery



Ongoing discussions

## Libero

≈100% leased, Katowice



## Brain Park I

≈100% leased, Krakow



Ongoing discussions

## Brain Park II

≈100% leased, Krakow



Ongoing discussions

## City II

100% leased  
by Archicom, Wroclaw



Ongoing discussions

## Towarowa22 B

≈90% leased, Warsaw

Free cash from the sales in excess of PLN 0.5bn, remaining after project debt repayment, will be used:

- to further reduce corporate debt of the Group
- to invest in new projects, especially projects/platforms in living sector and prime offices in the Warsaw CBD and
- to pay dividend

Disposals of these commercial assets will result in a repayment of ca. PLN 0.625bn of debt directly financing this projects, which alone would translate into a reduction of a net debt ratio to approx. 35%

# WARSAW TOWAROWA 22

landmark destination project in Warsaw city centre

- T22 Office House with area of 32,500 sqm financed by Santander Bank and PeKaO has been already put into operation with approx. 90% of area already leased to international prime tenants including anchor from media sector
- Fit-outs of the building are in progress and the first tenant is operating on its premises starting from Q2
- Advanced negotiations with buyer to sell the T22 Office House upon completion
- Next office tower building with GLA of ca. 50k sqm is planned to be started in Q3 2025
- Construction of the first Archicom's residential building is continuing since Q2'24 with 143 premium apartments
- Public park and historical landmark Dom Słowa Polskiego in the central part of the project planned to be opened till the end of 2025



# Office market perspectives for 2025/2027

## Office supply shortage and strong leasing market – JLL data

At the beginning of 2025, regional cities in Poland offered 6.78 million sqm of office space

In 2024 approx. 121,000 sqm of new office space was delivered, which is about 160,000 sqm less than in 2023 and the lowest in the last 10 years

In 2025, no more than 70,000 sqm of new office supply is expected

According to estimates, between 2025 and 2027, annual supply will decrease to an average of around 83,000 sqm, which may create a risk of a shortage of office space in the newest buildings for tenants interested in 'flight-to-quality'

In 2024, 104,000 sq m was delivered to the market in Warsaw; more than in 2023, but still significantly below the volumes from the last 10 years

JLL assesses that the office sector was the main driver of the Polish investment market in 2024, with current investor activity being significantly higher than in the previous year

Visible symptoms of improvement on the investment market in Warsaw, combined with the deficit of projects being started, allow us to look at this market with optimism



Echo Group new office investments are focused on Warsaw, the strongest market in Poland

# Q1 2025 Highlights

## Residential sales of 530 apartments

by Echo Group in Q1 2025 (410 in Q1 2024), 29% increase y/y

24 apartments handed over in the same period (415 in Q1 2024)



Residential



Retail/Finance



**Refinancing of GALERIA LIBERO** in Katowice by PeKaO and PKO banks consortium in March amounted to EUR 61.4m

High interest of investors in the Echo Group yielding assets with the highest ESG standard and long-lasting lease agreements



Office



Finance



**Repayment of PLN 62m** bonds in Q1 2025 and **issuing of PLN 120m by Archicom**

**Repayment of PLN 50m of Echo bonds** expiring in January'25 to reduce overall debt

Reduction of debt in Echo and new debt issuance in Archicom to further grow the business

# Post Q1 Highlights

**Sale** agreement of the plot at **Chlodna str. in Warsaw** for the price of PLN 96m and direct, strategic reinvestment into **new project in Krakow** with building permit



Residential



Finance



Recommendation of the Archicom Management Board regarding the proposed **dividend payment** from net profit for the financial year 2024 in the amount of PLN 197,5m

**Occupancy permit for T22 Office House** obtained in April, fit-out works for tenants pending  
**Advanced negotiations** with buyer to **sell the T22 Office House**



Office



Resi4Rent

Finalised construction of projects in Wroclaw and Krakow with **400 new flats for lease**

# Segments outlook

---

02

# Living - Residential for Sale

## Current situation

- 9,000 units were sold in Q1 2025 on the 6 key Polish markets, 6% less comparing to Q4 2024
- Offer is expanding with 13,400 units introduced to the market
- Residential prices stabilised q/q in 1Q25 according to recent review provided by the National Bank of Poland
- The average prices of flats that remained on offer at the end of March 2025 increased the most in Wroclaw (where there was no increase in the previous quarter) and in Tri-City
- Visible problems of smaller developers, the residential market tends to consolidate
- The market environment is challenging, there are signs of consolidation where bigger players take bigger market share

## Archicom / Echo actions

- Strong residential sales in Echo Group in Q1 2025 of 530 units - 29% increase y/y
- We are effectively building our market position; in the first quarter, our sales growth was once again significantly stronger than the market (+29% y/y vs. -18.0% according to JLL)
- Target of annual sales of 4,000 units to be achieved in the coming years
- Q1 25 handovers result from the project implementation schedule; in April we received occupancy permit in Lodz and handovers in Q2 will include these investments
- Focus on converting commercial zoning projects to residential ones with ongoing procedures
- Work on expanding the offer in popular market segments
- Strong focus on pricing and building at the right cost level

# Living - Residential for Rent

## Current situation

- 22,340 apartments is the existing rental housing stock in the PRS sector in Poland at the end of 12'2024, according to JLL recent report; this means 36% more than 12'2023
- In 2024, 28 PRS projects were completed, introducing 5,900 new units, mainly in regional cities; in 2025, another 6,500 units are forecasted to be delivered, 70% of which outside Warsaw
- PRS investments reached a record EUR 344 million in 2024
- Increased investor interest in PRS as the sector has been doing good in all stages of the market

## Echo actions

- Almost 5,100 units already under operation at the end of Q1, more than 3,000 units under construction
- Handover of over 1,100 units during H1 2025 will bring the portfolio of working assets to 6,200 units, and will increase to 8,100 by 2025 and more than 10,000 by 2026
- R4R is leading the Polish PRS market with 22% market share (units under operation) as it continues to grow the portfolio with a high occupancy
- 450 units in Warsaw Brewery and 269 in Wrocław River Point are being sold unit-by-unit on the secondary market
- High average occupancy rate 98.0% of stabilised projects under operation
- Continuing growth of rents at least in line with inflation
- Investor interest in Resi4Rent as the platform performing very well in all market conditions

\* Data source: JLL, Crido, Savills

# Living - Student Housing

## Current situation

Poland is the fifth largest student market in Continental Europe with a student population of c. 1.2m (expected to reach 1.4 million by the end of the decade), with a 1.8% increase y/y, equal to 21,524 additional students in the 2023/2024 academic year

Provision rates in all Polish cities including capital city Warsaw (0.6%) are well below European cities such as Madrid (6.35%), Berlin (10.83%), Barcelona (7.45%) and Paris (15.60%)

About 13,000 beds is the existing private student housing stock in Poland at the end February 2025, the share of private student houses in total student accommodation stock is estimated at 13% in comparison to the UK's 74% and Spain 47%

There are several PBSA (Purpose Built Student Accommodation) projects in various stages of development across Poland that are expected to deliver more than 11,800 beds

Given the significant demand-supply gap, strong market fundamentals and the robust operational performance of private halls of residence, the PBSA market is expected to attract increasing levels of investor interest

## Echo actions

Construction of 1,200 beds started in H1'24 to be delivered to the market by September 2025

Construction of first Warsaw project with more than 500 beds started in Q2 2025

Another 1,500 beds to be started in H1 2025 to have in operation over 3,000 beds by September 2026

Building a new PBSA Student Space platform with ultimate goal to become market leader within coming 3-5 years

Approx. 5,000 beds to be developed in the coming 3-5 years out of which ca. 3,400 is secured today in Krakow and Warsaw with a planned project start 2025

Search for plots for new projects with a focus on Warsaw, Krakow and Wroclaw

\* Data source: Bonard, JLL, Savills

# Commercial - Office

## Current situation

- Warsaw's Office market continues to evolve, adapting to reduced supply and emerging office and workplace strategies; in Q1 2025, only one new Office project was completed, reflecting ongoing caution among developers
- At the end of March, nearly 230,000 sqm was under construction; by the end of 2025, projects such as The Bridge, Office House and V-Tower will be completed.
- According to current forecasts, in the coming years, the average annual level of new supply will be around 80,000 sqm  
Q1 2025 on regional markets brought transaction volumes amounted to approx. 176,900 sqm, less than in Q3 or Q4 2024
- Gap between investors and developers' expectations becomes smaller; the EUR interest rates go down and make Polish real estate investment market more interesting
- Increasing upward rental pressure, due to low new supply and a relatively stable vacancy and the construction and fit-out costs

## Echo actions

- Echo signed in Q1 2025 lease agreements and LOI for 16,500 sqm, many negotiations to be closed in next quarters
- T22 Warsaw office has been already put into operation with 90% prelease, fit-out works for tenants are advanced
- High interest from tenants to lease space in Swobodna SPOT Wroclaw and WITA Krakow to meet lack of new projects but still a solid demand from occupiers
- Wroclaw City 2 and Krakow Brain Park fully leased with well-known tenants
- Negotiations on sale of completed office buildings Wroclaw City 2 and Krakow Brain Park
- Search for new landbank in Warsaw to grow in the capital city

\* Data source: CBRE, JLL

# Commercial - Retail

## Current situation

- Turnovers of shopping centres and retail parks in 2024 increased by 4.3% vs 2023; footfall in 2024 changed +0,2% vs previous year according to Polish Council of Shopping Centres
- In Q1 2025 in Poland developers delivered approx. 40,000 - 42,000 sqm of modern retail space.
- The average vacancy rate in shopping centres in the largest agglomerations was 3.4%
- Saturation rate of modern retail space in Q1 2025 he was 344 sqm/1,000 inhabitants
- Increased interest of investors for retail assets
- Key transactions in Q1 2025 included the purchase of Power Park Olsztyn by BIG Shopping Centers and the purchase of Comfy Park Bielik by Newgate Investment, with Avison Young acting as the finalizing agent for the transaction. Additionally, Terg acquired a portfolio of two retail parks

## Echo actions

- Constant improvement is observed in Galeria Młociny in Warsaw with an increase in turnover in Q1 2025 by 5 % in comparison to Q1 2024; Młociny footfall in Q1 2025 was the same level than in Q1 2024
- Tenants turnover in Galeria Libero in Q1 2025 was 2% lower and footfall was 13% lower than in Q1 2024
- We observe stabilization of Galeria Libero and higher interest of investors for Silesia retail market
- Echo set to stabilize Młociny as it needs additional year to be stabilised and achieve targeted NOI
- In Galeria Libero appeared tenants Goldrun and 89 Aromatic. In Galeria Młociny appeared tenants Mr. DIY, Intersport, Dreslow

\* Data source: BNP Paribas RE, Colliers, C&W

# Construction

## Current situation

- Construction and assembly production in March was lower by 1.1%, after growth in February, comparing to the same period of 2023; this included a 3.4% decline among building construction companies
- March saw a stable increase of the average growth in construction service prices; the GUS construction output price indicator increased by 0.5% comparing to February and by 3.8% comparing to March 2024
- After huge 16% decline in February, the annual growth rate of cement production for the 12-month rolling total grew to 4.9% after March; accordingly, domestic consumption grew by 7.5%
- March saw an 18% y-o-y decline in building permits combined with an 8% decrease in the number of home starts

## Echo actions

- Construction cost budgets remained stable for several quarters
- On the market with stable cost levels Echo Group construction works are divided into smaller packages to be able to find further cost reductions
- Focus on further centralised procurement to benefit from the growing scale of the business
- Strong focus on the right construction pricing analysis, prefabrication and other ways to build projects quicker and more cost effective
- In the closest future we see an opportunity to maintain favourable level of construction costs due to smaller number of projects in the market and greater determination by contractors to win contracts

\* Data source: Spectis, GUS

# Key Financial Data

---

03

# Q1 2025 results vs. PAP consensus

## Actual results [PLN m]

	Q1 2025	Q1 2024
Revenue	94.6	358.9
Operating profit	-65.6	43.4
Profit before tax and minority interest	-99.2	34.6
<b>Net profit</b> attributable to equity holders of the parent company	<b>-85.4</b>	<b>13.3</b>

## PAP Consensus

	Q1 2025 (average)	Q1 2025 (range)
Revenue	72.8	69.0 – 80.1
Operating profit	-84.7	(-91.9) – (-80.0)
Profit before tax and minority interest	-	-
<b>Net profit</b>	<b>(-114.3)</b>	<b>(-122.0) – (-100.2)</b>

## OUR RESULTS IN Q1 2025

**PLN 94.6m**

Revenue in Q1 2025

**PLN -99.2m**

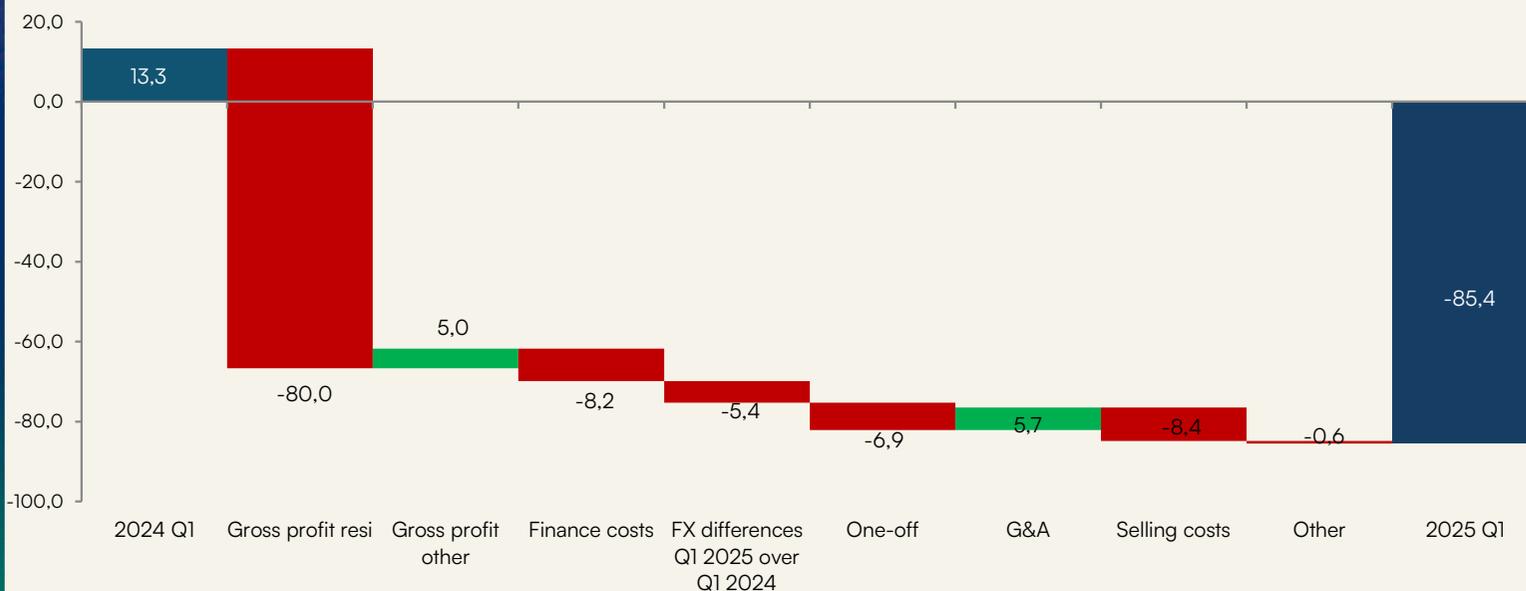
Profit before tax in Q1 2025

**PLN -85.4m**

Net profit in Q1 2025

# Q1 2025 results

## Q1 2025 vs. Q1 2024 net profit comparison

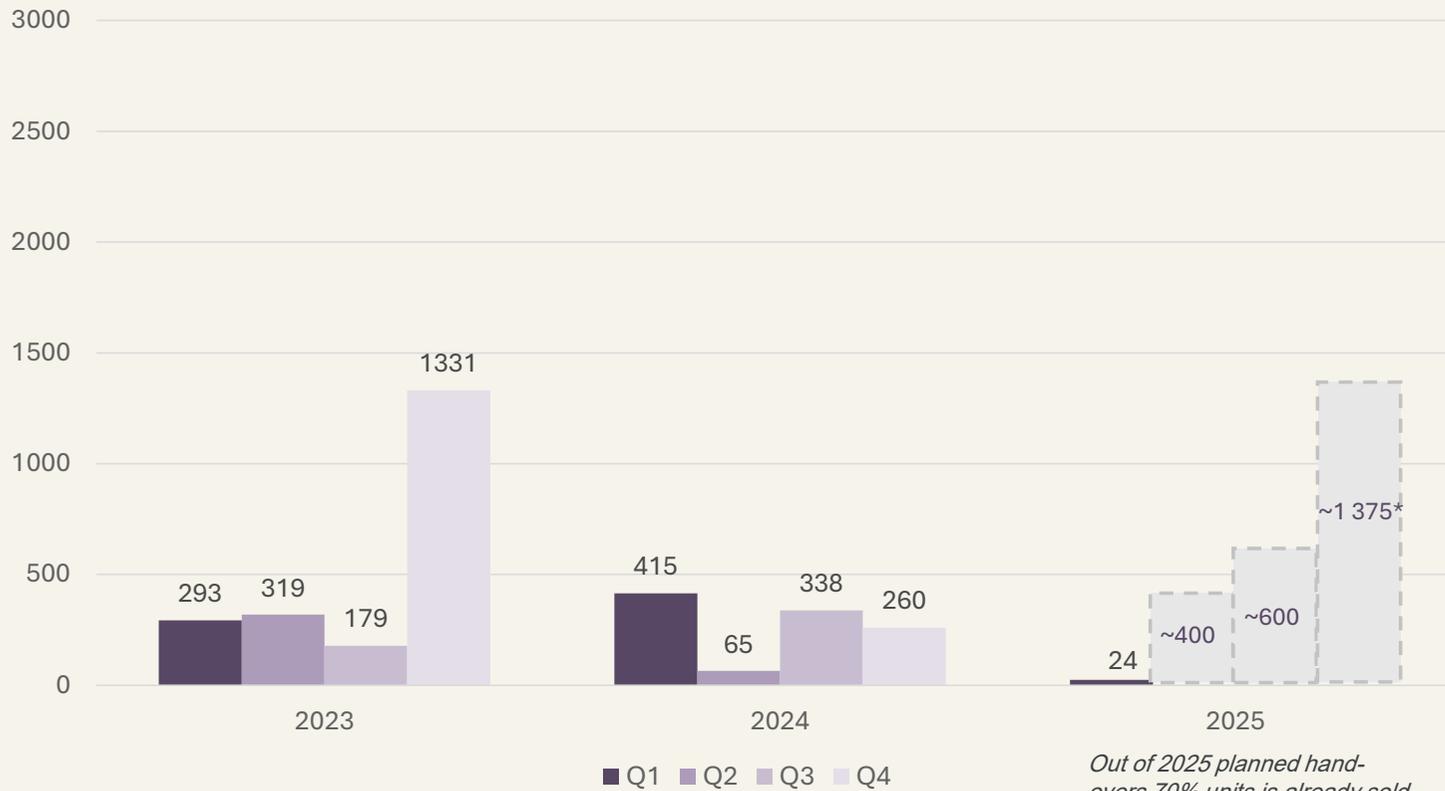


### Q1 2025 vs. Q1 2024

- Less **residential handovers** (24 in 2025 vs. 415 in 2024) - **see next page for entire 2025 outlook**
- More margin from R4R and margin from StudentSpace (PLN+5m)
- Higher finance cost\* (PLN -8.2 more vs. 2024 because of temporarily larger debt – **see debt reduction plan** on page 55)
- Negative FX difference impact (0.09PLN vs. 0.05PLN in 2024)
- 2024 one-offs (PLN +7m in 2024)
- Selling cost (PLN -8.4m active marketing, more project in pipeline, more pro-salle actions)
- G&A (PLN +5.7m overheads under control)

# Q1 2025 results

handovers potential 2025+



Out of 2025 planned handovers 70% units is already sold

**~2,400 units**

The majority of 2025 handovers to be concentrated on Q4

*\* Number of handovers resulting from planned end of construction of projects*

# Echo Investment Group book value vs. assets market value

	Resi for Sale incl. 74% of Archicom	Resi4Rent 30% JV	Student Space 30% JV	Towarowa 22 commercial part in 30% JV	Commercial excl. T22 30% JV	Total
						
Book value [k PLN]	409,719	313,018	32,755	62,112	769,512	1,587,116
BV per share [PLN]	0.99	0.76	0.08	0.15	1.86	3.85
						
Combined value [k PLN]	1,615,669	313,018	32,755	62,112	769,512	2,793,066
CV per share [PLN]	3.91	0.76	0.08	0.15	1.86	6.77
Valuation method comment	Book value of Archicom net assets in Echo is replaced by a <b>current market value of Archicom shares on GPW</b>	Book value of Echo's share in JV Resi4Rent revalued on a regular basis as of 31 March, 2025	Book value of Echo's share in JV Student Space revalued on a regular basis as of 31 March, 2025	Book value of Echo's Towarowa 22 revalued on a regular basis as of 31 March, 2025	Book value of Echo's commercial segment revalued on a regular basis as of 31 March, 2025	

Commercial landbank to be converted to residential segment and T22 commercial part (which is already under Masterplan) except for the first office building of T22 project were not yet revalued to market value as of March 31, 2025

# Living - Residential for Sale

---

04

# Highlights



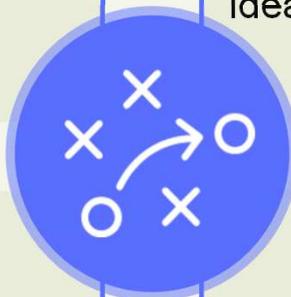
Sales of 530 apartments by Echo Group in Q1 2025 (y/y 29%)

Strong landbank of more than 11,600 units and 3,500 in offer is ideal for the present market situation



Sale target of Echo Group for 2025 (more than 3,000 units) is ca. 36% higher than 2024 result

Archicom is creating product targeted to 1st time buyers on market and working on expanding the offer in popular market segment



# Stable sales on main markets in central locations

## Supply

- **13,400 apartments** were launched in Q1 2025 (approx. 20% less than in Q1 2024)
- Number of available units has increased to ca. **59,000** (39% more than at the end of Q1 2024)

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



\* Warsaw, Krakow, Wroclaw, Tricity, Katowice, Lodz

Source: JLL

## Demand

- **9,000 apartments** were sold in Q1 2025 on the primary market in 6 major cities
- Number of apartments sold in Q1 2025 is 17% less than in Q1 2024 and 5% less compared to the last quarter
- Buyers have **bigger trust in larger developers** to complete projects that is supporting their sales

## Prices

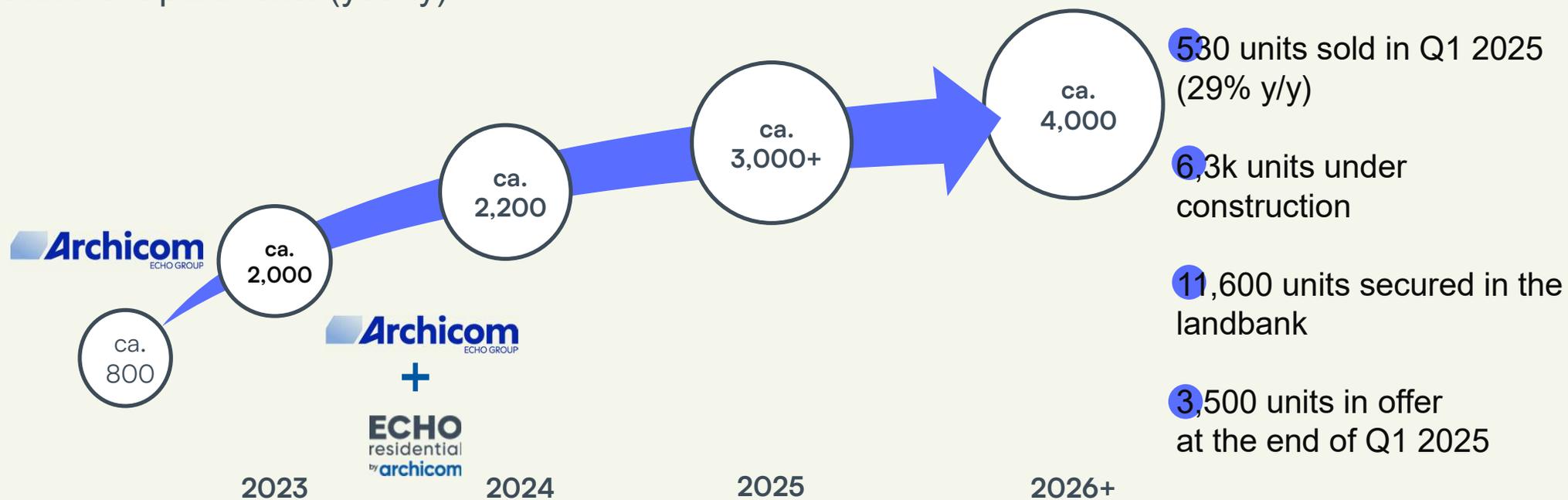
The average prices of flats that remained on offer at the end of March 2025 increased the most in Wroclaw (where there was no increase in the previous quarter) and in Tri-City. In the case of Wroclaw, the price was influenced by an exceptionally large and expensive apartment investment, located on the Oder River near the Old Town. With other cities seeing quarterly changes in average prices, ranging from -0.4% to +0.6%, we should talk about price stabilization. Over the last 12 months, the largest price increases were recorded in Wroclaw and the Tri-City (11.2% and 11.4%, respectively). In Warsaw it was 8.5%, while in Lodz it was 5.3%. The lowest annual increases were recorded in Krakow (3.4%) and Poznan (2.3%). Taking into account the scale of the estimated discounts in these markets, we can talk about not only a real but probably also a nominal decrease in prices.

Average price of units on offer on the primary residential market  
PLN/m<sup>2</sup>, incl. VAT, shell and core



# Continued growth of the residential business

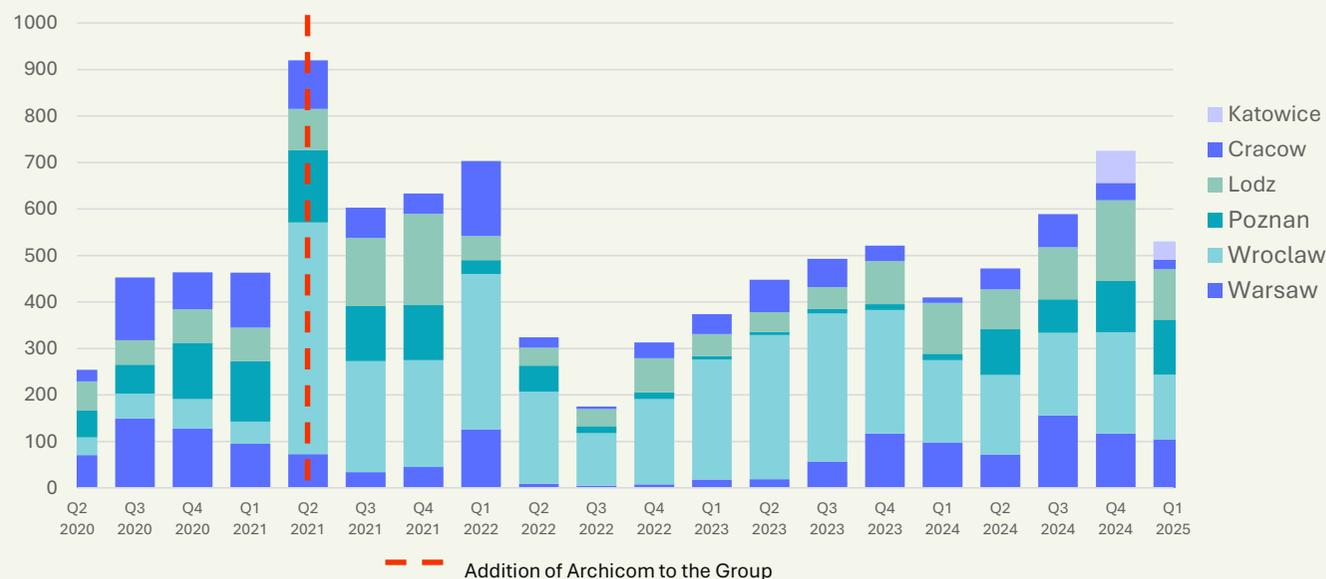
Sales of apartments (yearly)



*Increased focus on 1st time buyers as this is a big part of the market where significant growth is happening. 2025+ more than 50% of group residential sales will happen in this segment*

# Apartment sales of Echo Group

## Sales

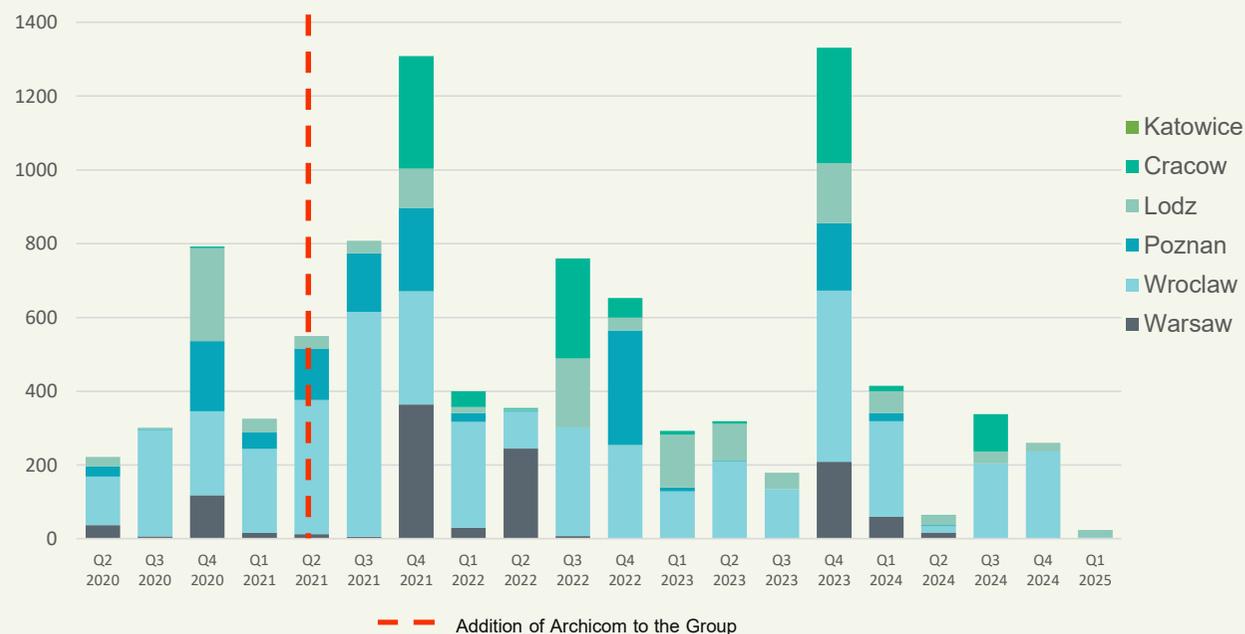


Sale of apartments	Q1 2024	Q1 2025	Main projects in Q1 2025
Warsaw	98	105	Modern Mokotów I, III and VI, Stacja Wola III, Apartamenty M7, Flare Apartamenty Grzybowska
Wroclaw	177	139	Przystań Reymonta, Gwarna, Południk 17, Sady nad Zieloną, Powstańców 7D, River Point 6
Poznan	14	118	Wieza Jezyce II,V and VI, Apartamenty Esencja II
Lodz	109	109	Zenit I, II and III, Flow I and II. Lofty G01A and G02
Krakow	12	20	Wita Stwosza, Puzkarska 2D, 29L
Katowice	0	39	Piotra Skargi
<b>Total Echo Group</b>	<b>410</b>	<b>530</b>	

Echo Group maintains the strategy of profitable growth with average gross residential margin at 35%+

# Apartment handovers of Echo Group

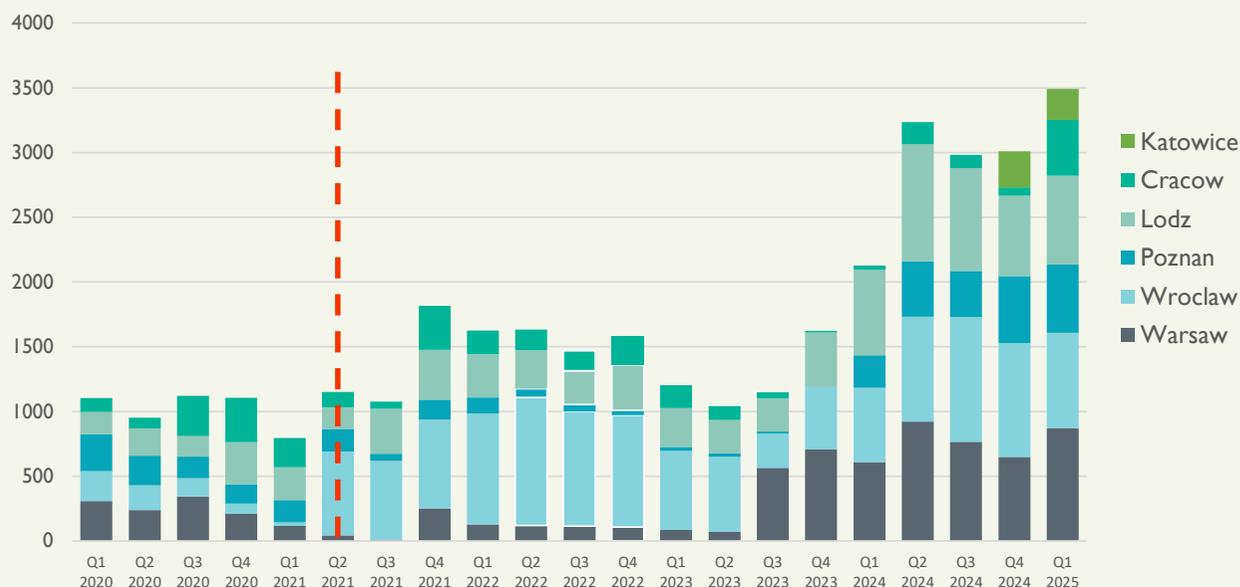
## Handovers



Handovers	Q1 2024	Q1 2025	Main projects in Q1 2025
Warsaw	60	0	-
Wroclaw	259	5	Sady nad Zieloną 2a, River Point 6
Poznan	22	0	-
Lodz	59	19	Boho, Fuzja Lofty G01, Fuzja etap B
Krakow	15	0	-
Katowice	0	0	-
<b>Total Echo Group</b>	<b>415</b>	<b>24</b>	

# Current offer of Echo Group

## Offer



— Addition of Archicom to the Group

Current offer	End of Q1 2025	Main projects
Warsaw	869	Flare Apartamenty Grzybowska, Modern Mokotów I, III and VI, Stacja Wola III, Apartamenty M7
Wroclaw	740	Sady nad Zieloną, Południk 17, Przystań Reymonta, Gwarna, Powstańców 7D,
Poznan	526	Wieża Jezyce II, V and VI, Esencja II, Enter III
Lodz	685	Flow I and II, Fuzja Lofty I and II, Zenit III and IV, Boho
Krakow	434	29L, Dąbrowskiego D3, Wita Stwosza
Katowice	239	Mikato
<b>Total Echo Group</b>	<b>3,493</b>	

# Residential developer active on six markets



Total apartments in 86 projects:  
under construction 6,335 and 11,597 secured in landbank



% - share of apartments under construction/ apartments in landbank

## Projects under construction

City	# of projects		# of apartments	
	Archicom	Echo	Archicom	Echo
Wroclaw	11		1,833	
Warsaw	4	1	745	554
Krakow	2	1	420	184
Lodz	5	2	971	344
Poznan	4		937	
Katowice	1		347	
<b>Total</b>	<b>27</b>	<b>4</b>	<b>5,253</b>	<b>1,082</b>

## Land Bank\*

City	# of projects		# of apartments	
	Archicom	Echo	Archicom	Echo
Wroclaw	19		3,923	
Warsaw	12		2,612	
Krakow	9		1,577	
Lodz	10		2,258	
Poznan	5		1,227	
<b>Total</b>	<b>55</b>	<b>-</b>	<b>11,597</b>	<b>-</b>

\* Including plots secured with preliminary agreements/LOI

# Living – Resi4Rent

---

05



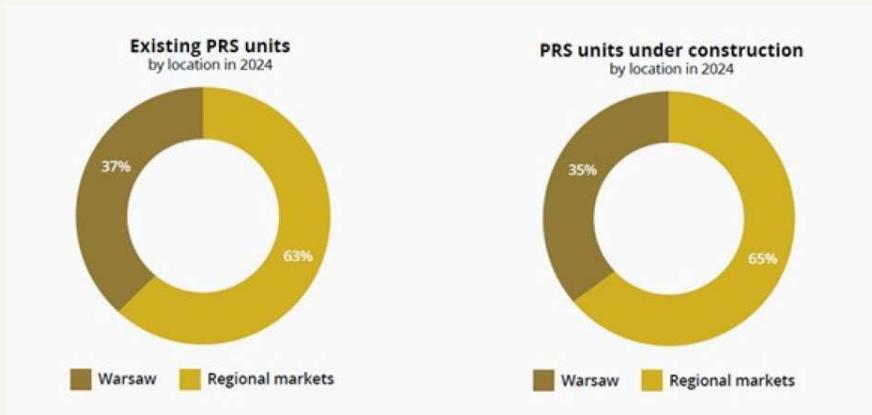
Resi4Rent  
ECHO GROUP

# Highlights



# Institutional rental market in Poland

## PRS investment in Poland



## Institutional rental market in Poland

- With Poland being the largest CEE housing market, there is a significant rationale for this market to grow and mature
- Supply of the rental market in Poland is very limited and fragmented (average landlord owns 1.5 properties which leads to quality often being substandard)
- Higher accessibility to good quality and stable housing solutions will increase workforce mobility and have a positive effect on the general economic conditions of the country
- We are seeing increased interest from foreign operators to enter the market primarily through acquisitions of projects from developers on a forward funding basis



# Resi4Rent secured plots for over 10,500 units

**5,798 units** are already completed in 20 projects including **400 units** delivered in Q1 2025 (2 projects)

**5,079 units** works in portfolio at the end of Q1 2025, with 719 units put up for sale in 2 projects

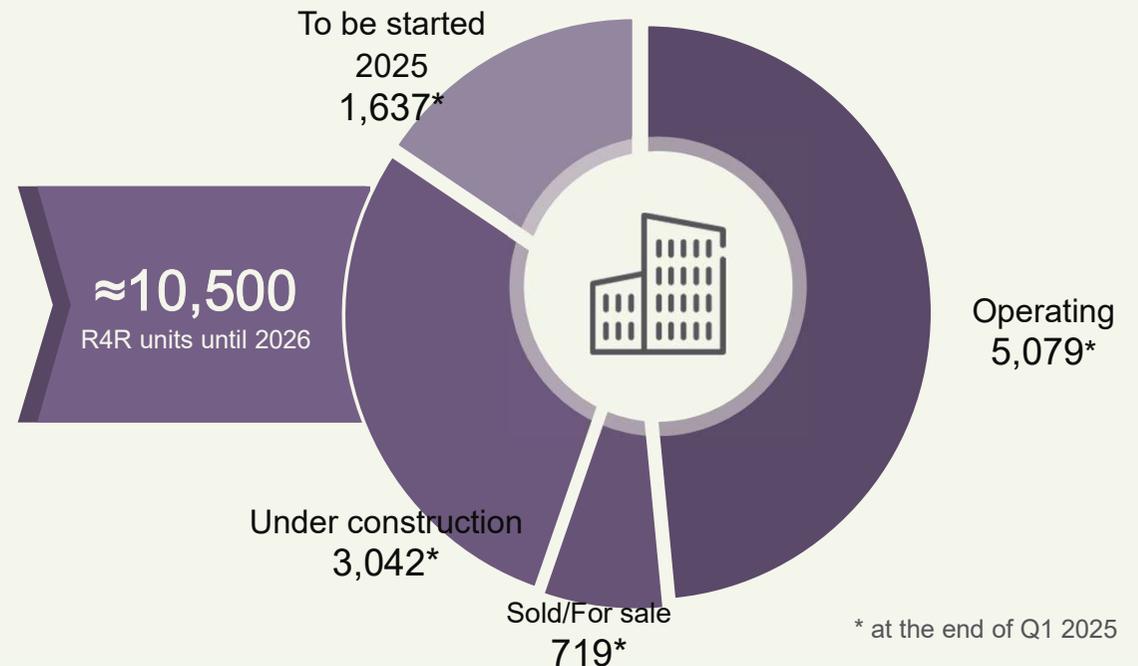
Next **1,100** ready **units** to be delivered to the working portfolio in H1 2025

Remaining projects under construction will deliver over **1,900 new units** in 2025

Construction of **1,637 units** will start still in 2025

Almost **10,500 units** completed and under construction planned in Q1 2025 to be completed by 2026

Resi4Rent to develop and operate almost 10,500 units until 2026:



# Living – Student Housing

06

---

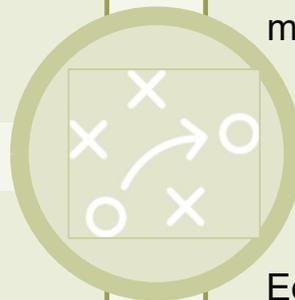
**STUDENTSPACE**  
ECHO GROUP

# Highlights



Planned number of beds to be built will be at least **5,000** within next **3 to 5 years**

**Student Space** set-up as an independent platform, i.e. asset owner and operator with in-house management and development team



**3,000** beds are **secured** and **1,700** beds are already **under construction**

Equity for financing acquisition and development of the projects in the Platform is secured; Echo will invest up to EUR 30m, with JV partners contributing further EUR 70m





## Student Space starting projects: 1,700 beds under construction

- Six locations secured and confirmed by partners in premium locations in Warsaw and Krakow
- Construction of two projects in Krakow Wita Stwosza and 29 Listopada is continuing with 1,200 beds to be delivered in Q3 2025, Warsaw Woloska has already started with 500 beds to be completed in Q3 2026
- 2,200 more beds to be started in 2025
- Buildings constructed in traditional manner as well as in prefabrication will be built within modern ESG requirements and Breeam Certified at an Excellent level
- Great interest of banks in financing the implementation of student housing projects in Poland – first offers received

## Student Housing construction status of 3 buildings in Krakow and 1 in Warsaw

2 buildings on WITA str. status:

A building

- elevation works are in progress
- window joinery is being installed on the 3rd floor
- fit-out works are ongoing in the ground floor units

F building

- elevation and roofing works are in progress
- window joinery installation is ongoing on the 5th floor

1 building on 29 Listopada str. status:

- the structural construction works have been completed
- fit-out works are expected to start at the beginning of May at floors +2 and +3

1 building on Warsaw Wołoska (Curtis Plaza)

- construction started

Student Housing 75



Student House Krakow 29 Listopada



WITA Student House Krakow ph.1

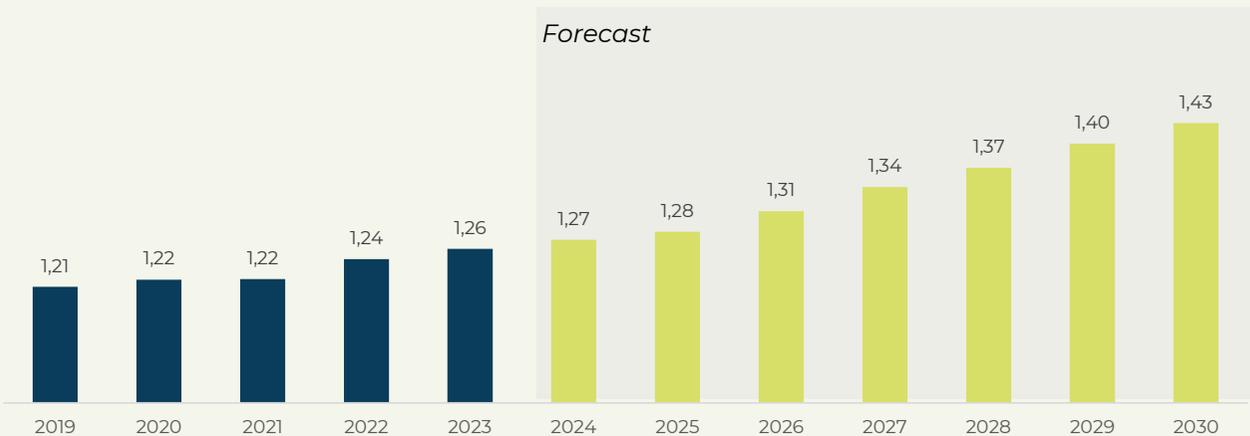


WITA Student House Krakow ph.2



# Polish PBSA Market Overview I

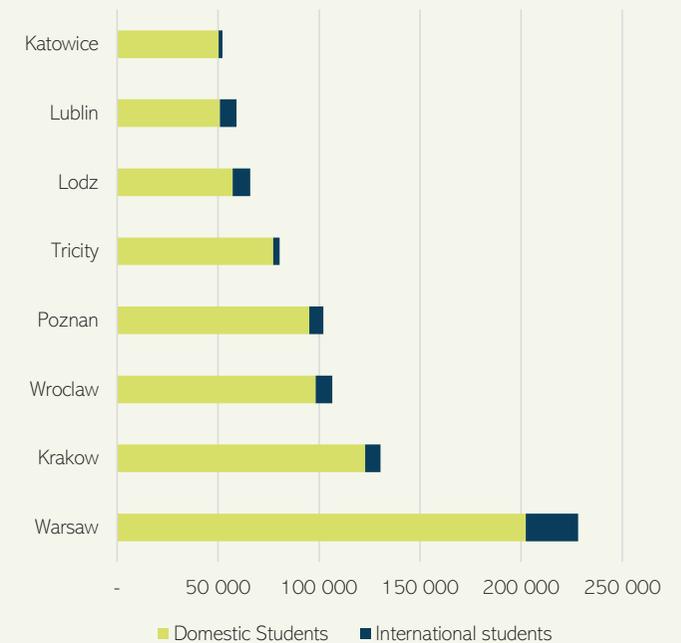
**Total number of students in Poland (million)**



## Domestic student vs International students in 2024

On average the number of international students in the EU grew between 2018 and 2023 by 5,5%.

The domestic student number grew at the same time by only 0,7%.



One of the Europe's largest student markets with one of the lowest city by city provision in student accommodation

Poland is the 5th largest student market in Continental Europe with a student population of c. 1.2m

Provision rates in all Polish cities including capital city Warsaw (0.6%) are well below European cities such as Madrid (6.35%), Berlin (10.83%), Barcelona (7.45%) and Paris (15.60%).

Warsaw has the most affordable PBSA units compared to local PRS studios, as well as the 4th highest PBSA unmet demand in Europe.

Source – Savills 2022, Bonard 2022, JLL 2024  
1) Private PBSA / FT Students

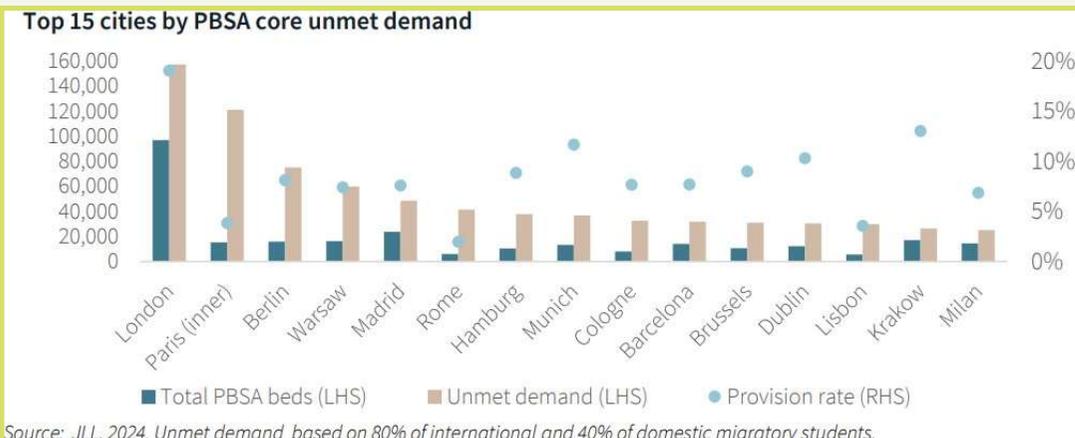
# Polish PBSA Market Overview II

Poland is currently witnessing a significant increase in the number of international students. In the academic year 2023/2024, there were around 107,000 international students in Poland. They constituted around 8.6% of the total number of students

Over the last 15 years, the percentage of students of Polish origin has dropped significantly 21,5% in the academic year 2008/2009 to just 5,9% according to the latest data. The overall increase in the number of international students indicates that every year studying in Poland is becoming a more attractive option for young people despite having no connections to Poland

Public dormitories, generally low in quality and restricted to low-income students, offer around 75,000 beds across major cities, a number that is decreasing due to overcrowding adjustments

With European student housing in short supply, Poland faces a large unmet demand of about 400,000 beds, the sixth highest deficit in Europe. Warsaw is on the fourth.



Source: JLL, 2024. Unmet demand based on 80% of international and 40% of domestic migrant students.

Source – Savills 2024, Bonard 2024, JLL 2024, British Council IELTS

**1 221 938**  
Students

**785 598**  
FT Students (64%)

**#5**  
The fifth largest student market in the EU

**681**  
English-taught programs

**94**  
students for every private PBSA bed

**130 656**  
PBSA beds across private and public providers in Poland

**1.7%**  
Bed provisions for total FT students in private PBSA

**12 980**  
# of modern private PBSA beds

No. of English-taught on-campus Bachelor's & Master programs – (% change 2024 vs. 2019; number of courses in 2024)

Italy	30,0%	(1251)
France	16,8%	(1411)
Poland	11,3%	(681)
Germany	4,6%	(2419)
Ireland	3,0%	(2778)
Netherlands	0,2%	(2166)
Sweden	-0,7%	(1047)
Finland	-17,3%	(477)
Spain	-17,6%	(1132)

# Commercial - office and retail

---

07

# Highlights



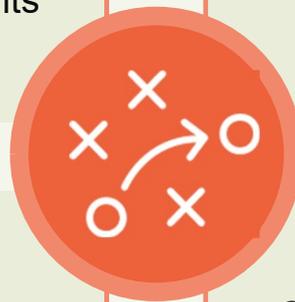
Towarowa 22 Office House has been put into operation and is ca. 90% leased to prime tenants

Advanced negotiations with AFI Europe to acquire Echo's 30% share of the T22 Office House



Strong leasing interest in all Echo Group office projects – 16,500sqm leased or under LOI

Credit facility refinancing LIBERO Shopping Centre in Katowice by consortium of Polish Banks - PKO and PeKaO



# Fewer new offices, mixed-use functions and more renovations

## Warsaw

- 6,000 sqm of new office space was delivered in Q1 2025; most of the new supply planned for this year will enter the market in Q2
- 6.28 m sqm - total supply of modern office space
- In 1Q 2025 gross take-up result: 120,000 sqm, in Q1 2024 139,000 sqm
- Ca. 227,000 sqm of office space under construction - by the end of 2025, projects such as The Bridge (47,000 sqm), Office House (28,000 sqm) and V-Tower (28,000 sqm) will be completed
- 10.5% – at the end of Q1 2025, which translates to slight change compared to Q4 2024 (10.6%) or even Q1 2024 (11%)
- Selected lease transactions on the Warsaw office market signed in 2024: Bank Santander (24,500 sqm), confidential client in Atrium Garden (13,900 sqm), BGK in Varso Place (13,600 sqm)

Towarowa 22, Swobodna SPOT Wroclaw and WITA in Krakow attractive in an environment of low office development activity and strong leasing activity

Source – JLL, Knight Frank, CBRE, Savills

## Regional markets

- 2,400 sqm of new office space delivered to regional markets in Q1 2025, approx. 25,000 sqm less yoy.
- 6.72 m sqm - total supply of modern office space at the end of Q1 2025
- In Q1 2025 gross take-up result 176,900 sqm, 27% up on Q1 2024
- 214,800 sqm of office space remain under construction
- 17.5% – average vacancy rate, a particularly high vacancy rate persist among office properties older than 10 years.

Supply and space under construction in regional cities as at 31.03.2025



# Towarowa 22 destination project

## implementation plan of 2025 phases

**Office House T22B** - construction finished in Q1, usage permit obtained and preparation of sale transaction to AFI Europe in Q2/Q3 2025

**Apartments M7** by Archicom (I phase) - construction is continuing from Q2 2024 to Q3 2026

**Office Tower T22A** (53,200sqm) and **residential A1** (14,300sqm) - construction planned to be started in Q3 2025 (AFI/Echo)

**Apartments** by Archicom (II&III phase) - construction to be started in Q3-Q4 2025 in relation to the advancement of sales on the I phase

**Public park** and historical landmark **Dom Słowa Polskiego** in the central part of the project planned to be opened till the end of 2025 for the citizens of the capital city



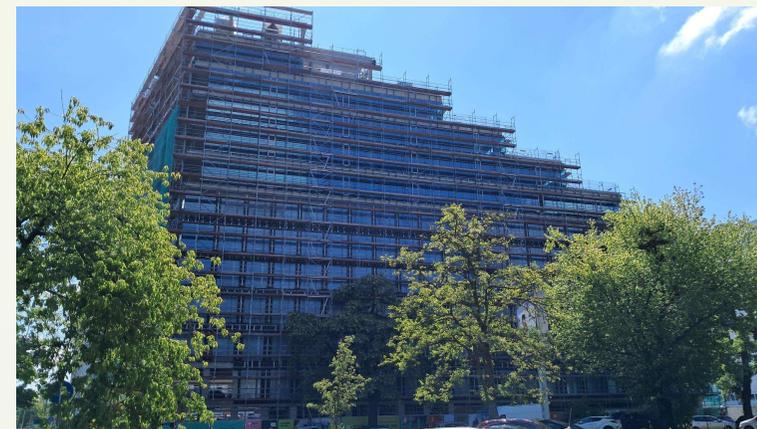
# Construction and leasing ongoing: Swobodna SPOT and WITA

## SWOBODNA SPOT | WROCLAW

- 16,000 sqm GLA of the project under development
- Almost 40% leased or secured with well known tenants
- Exceptional office project in premium quality, in the centre of Wrocław
- Latest technologies, green certificates and full freedom in arranging office
- Project comfortably surrounded by greenery, in close proximity to cafes and restaurants – unique Swobodna Spot patio
- In line with sustainable development and nature-friendly ESG solutions

## WITA | KRAKOW

- 18,700 sqm of office area together with residential apartments (184 units) and student house (approx. 600 beds) surrounded by a wide range of services, culture and gastronomy
- New and first destination project in Krakow City Centre, outstanding location on the crossroads of main transit paths in Old Town District
- The proximity of nature and greenery in the parks and gardens of the old town
- Up-to-date functionality of the project including electric vehicle charging stations, parking spaces and bicycle infrastructure, parking lot operated by phone application, air purification system



## CitySpace in modern office buildings in prestigious locations in 5 regional cities

**12** (end of Q1 2025)  
locations in Poland



**4,209**  
workplaces



## Galeria Libero - retail centre with a stabilized market position in Katowice

- The gallery has been awarded the BREEAM In-Use certificate and has joined the elite group of only 20 properties in Poland that can boast the prestigious **BREEAM In-Use certificate at the OUTSTANDING level** in categories Asset Performance and Building Management
- Libero shopping mall noted another quarter of strong performance
- Positive trend started in 2021 with further growth in demand for retail compared to previous periods
- New brands in the center: Goldrun, 89 Aromatic
- Growth is supported by the optimization of tenant mix and number of activities organized for customers
- Strong interest from real estate investors in Galeria Libero as a stabilised investment asset
- Preparation to great opening for customers of six fashion departments of TK MAXX on 2,000 square meters in last days of May



## Galeria Mlociny with a stable position on the Warsaw market

- Shopping Mall is becoming the **leading shopping destination and a popular meeting point in northern Warsaw**, thanks to its strong retail and entertainment offer
- Great performance of the project confirmed by 97% occupation rate
- Long leases guarantee stable cash flow while indexation creates potential for future growth of NOI
- New location and more space of CCC Shoes&Bags flagship salon on 2 levels of the mall
- New brands in the center: Mr. DIY., Intersport, Dreslow





**ESG**

**08**

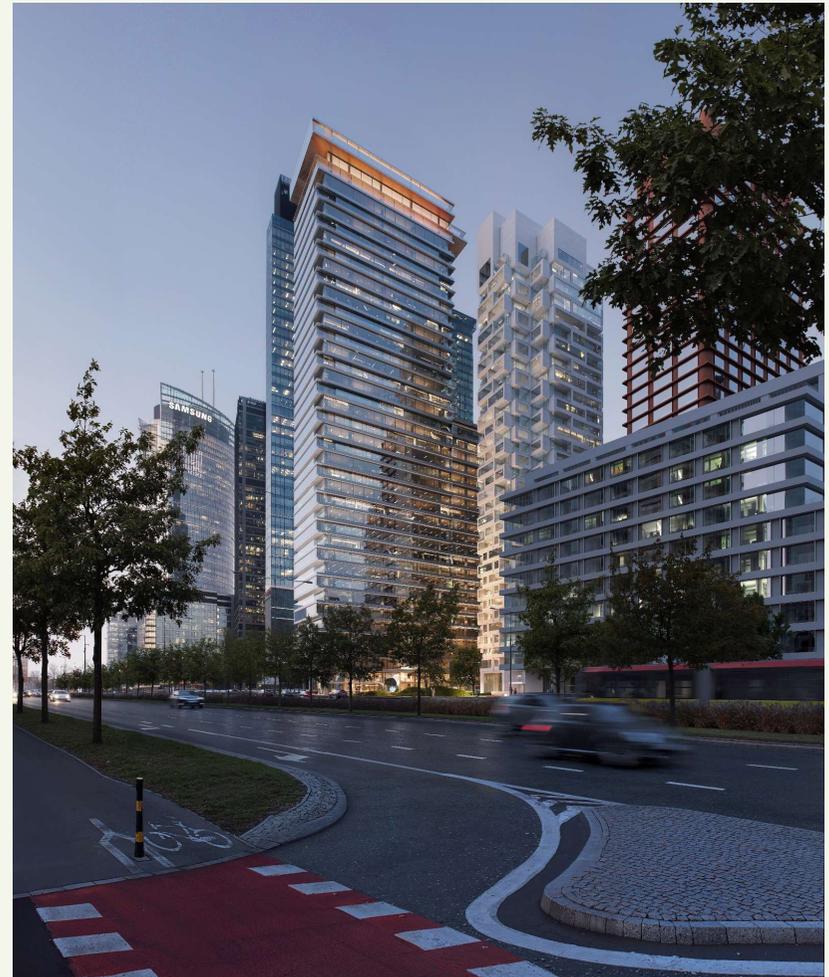
---

## ESG in Echo Group in 2025

We are focusing on ESG to improve the efficiency of our business today and of our projects over the lifespan of the building

We are focused on effective implementation of the ESG Strategy of Echo Investment Group, through individual tasks for 2025 for all our employees

We started preparing a decarbonization strategy, at first in scope 1 and 2, to set the target of reducing carbon footprint



# Financials

---

09

# Q1 2025 result

## Actual results [PLN m]

	Q1 2025	Q1 2024
Revenue	94.6	358.9
Operating profit	-65.6	43.4
Profit before tax and minority interest	-99.2	34.6
<b>Net profit</b> attributable to equity holders of the parent company	<b>-85.4</b>	<b>13.3</b>

## Q1 result drivers

Less resi handovers but higher sales y/y

Negative FX difference impact

Higher selling cost of growing residential business but lower overheads y/y

Higher finance cost vs. 2024 because of temporarily larger debt

Młociny Center revaluation (negative)

R4R and StudentSpace higher profitability

No sales of office buildings but big interest of investors and strong leasing Q1 result

## Revenues and margin in Q1 2025 (PLN m)

	Sales	Margin	Margin %	Main source of revenue
Residential	16.3	3.0	18%**	Apartments sale
Commercial & other	78.3	29.7	38%	Rents, fit-out, sale to R4R
<b>Total</b>	<b>94.6</b>	<b>32.7</b>	<b>35%</b>	

\* Incl. PPA impact

\*\* Not representative, only 24 handovers in Q1 mainly on low margin Lodz project

## Fair value gain on investment properties (PLN m)

	Q1 2025	Accum.
Brain Park I&II	-6.8	42.6
SPOT Wrocław	-1.2	0.6
Libero	-11.2	103.3
Archicom	-2.7	63.7
Other	-12.2	-
<b>Total</b>	<b>-34.1</b>	

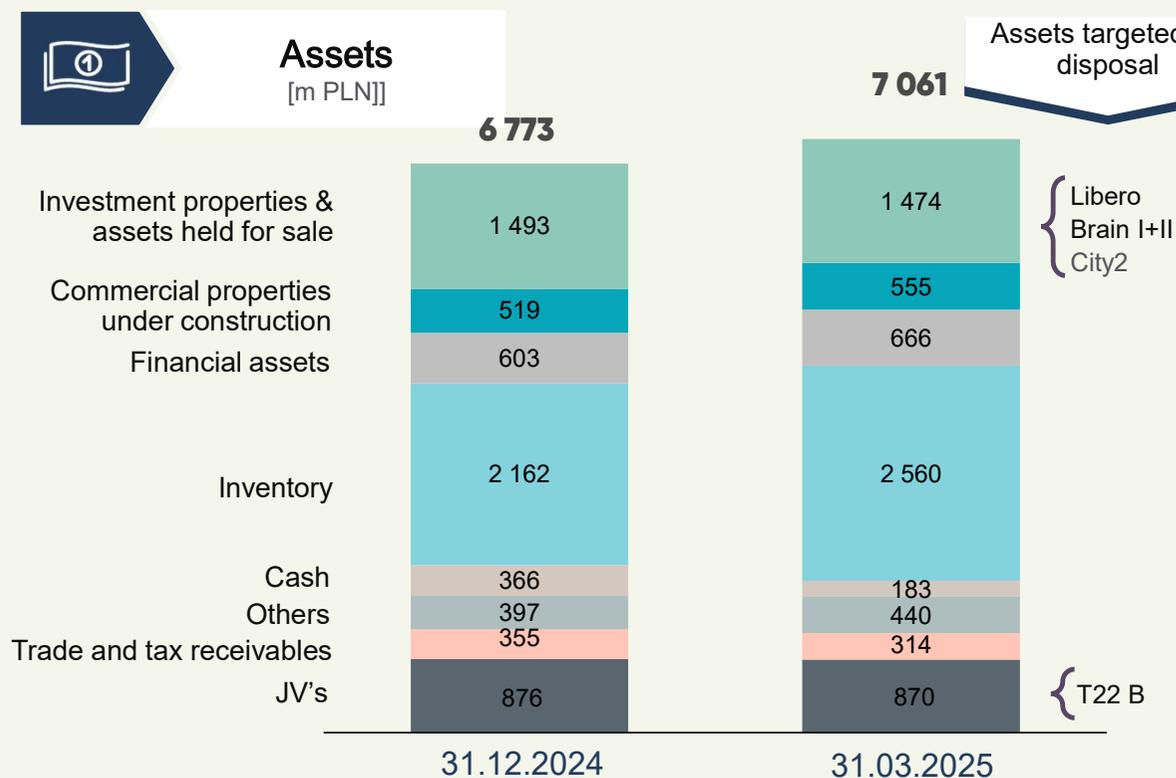
Negative impact of EUR FX on fair value – PLN -27,8m

# Stable balance sheet

with fully leased assets ready for disposal



## Assets [m PLN]



**PLN 7,061m**

total assets value as at 31.03.2025  
(4.2% increase compared to 31.12.2024)

**PLN 2,560m**

The total value of inventory as at 31.03.2025  
(18.4% increase compared to 31.12.2024 due to growing residential project pipeline)

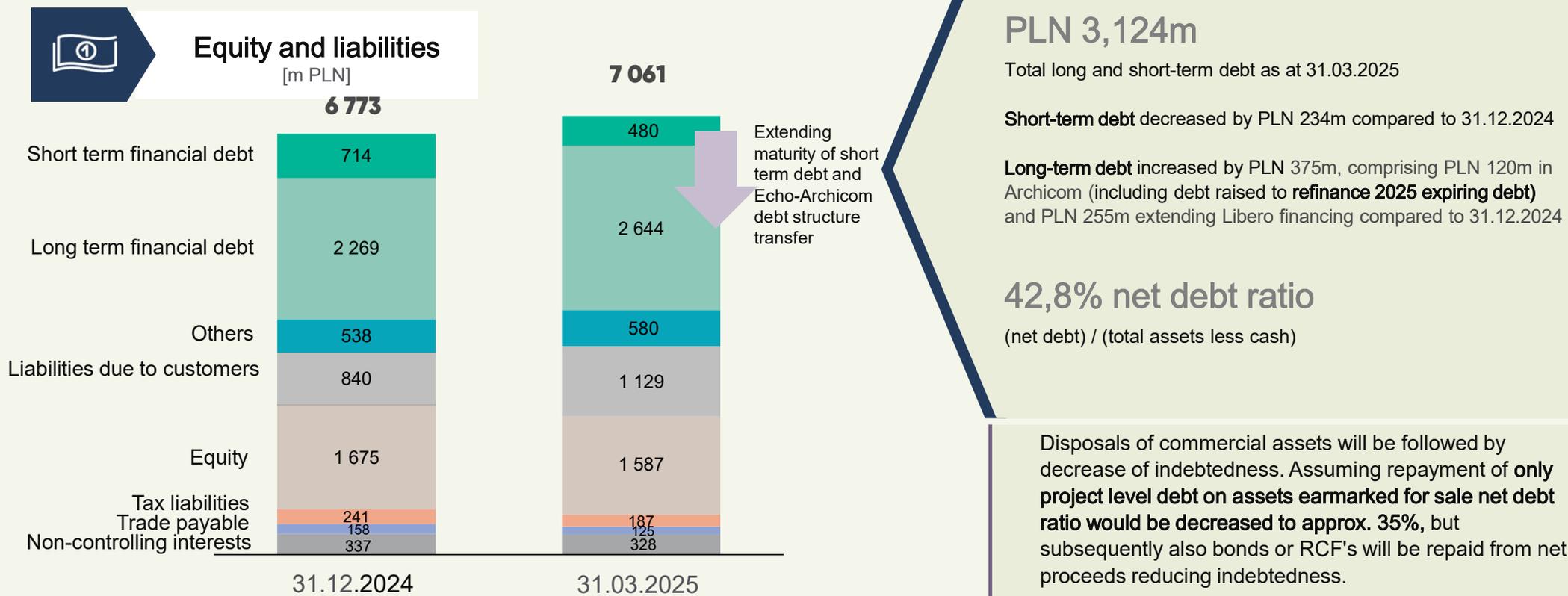
**PLN 1,474m**

The total value of investment properties as at 31.03.2025  
(1.3% decrease compared to 31.12.2024)

**PLN 183m**

cash as at 31.03.2025

# Debt with extended maturity

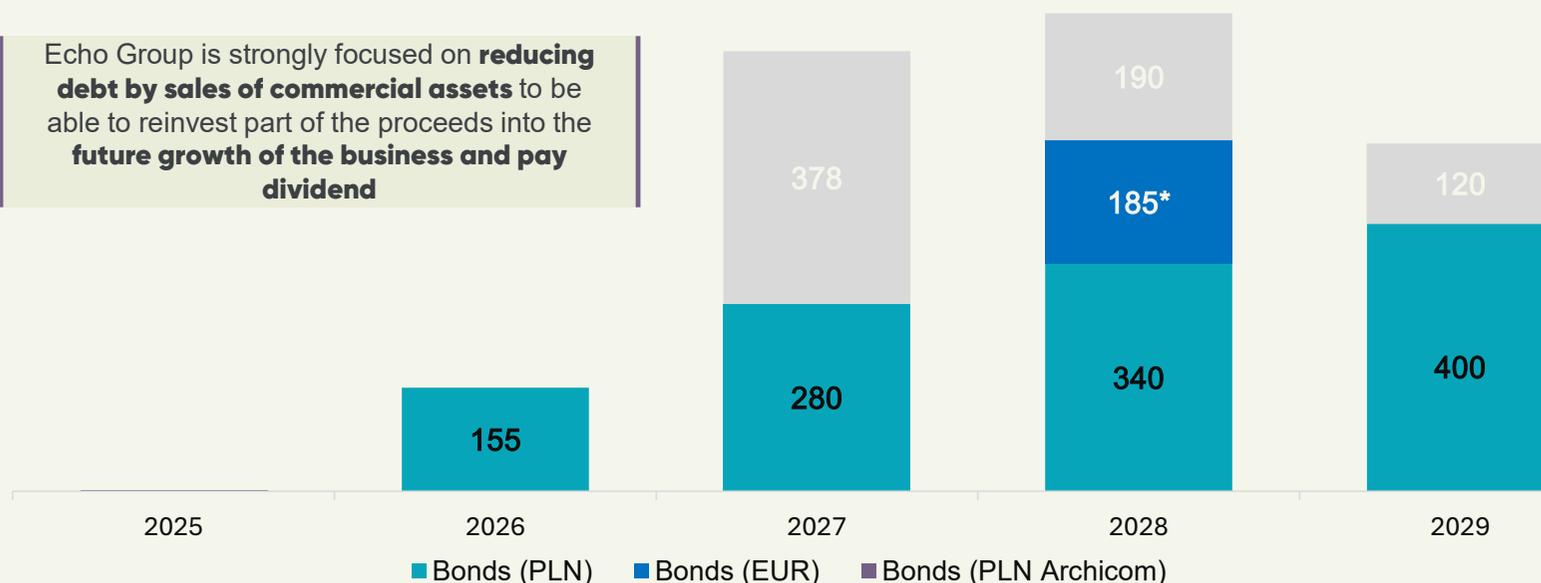


# Bonds repayment and rollover done for 2025

## Bonds and RCF's in 2025

Maturity of bond debt  
as of 20.05.2025 [m PLN]

Echo Group is strongly focused on **reducing debt by sales of commercial assets** to be able to reinvest part of the proceeds into the **future growth of the business and pay dividend**



**Echo Investment:**  
Echo repaid PLN 50m bonds maturing in Jan 2025 from existing funds and **no further bonds to be issued in 2025**

RCF debt facilities maturing in 2025 will be extended in Q2/Q3 2025 for 1-2Y

**Archicom:**  
Archicom repaid and issued over **PLN 62m** bonds maturing in Mar 2025 issuing **PLN 120m for 4Y**

RCF facility in PKO extended until Q3 2027 and free limit uplifted up to **PLN 240m** (PLN 80m more)

\* PLN equivalent of EUR bonds as at 20.05.2025

\*\* On March 31, 2025 additionally Echo had RCF debt in credit lines in the amount of PLN 80m and Archicom in the amount of PLN 100m

**Q&A**

10

---

© **Echo Investment S.A.**

**ECHO INVESTMENT**

**Al. Solidarności 36**

**Kielce, Poland**

**[www.echo.com.pl](http://www.echo.com.pl)**