



ECHO

investment

*Everything
begins
with you*



Q1 2022 RESULTS AND OUTLOOK

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Agenda

- I. Support for refugees from Ukraine
- II. Potential short and long term impact of recent changes in business environment on Echo segments
- III. Highlights
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- VII. Commercial
- VIII. Permitting
- IX. ESG
- X. Financials





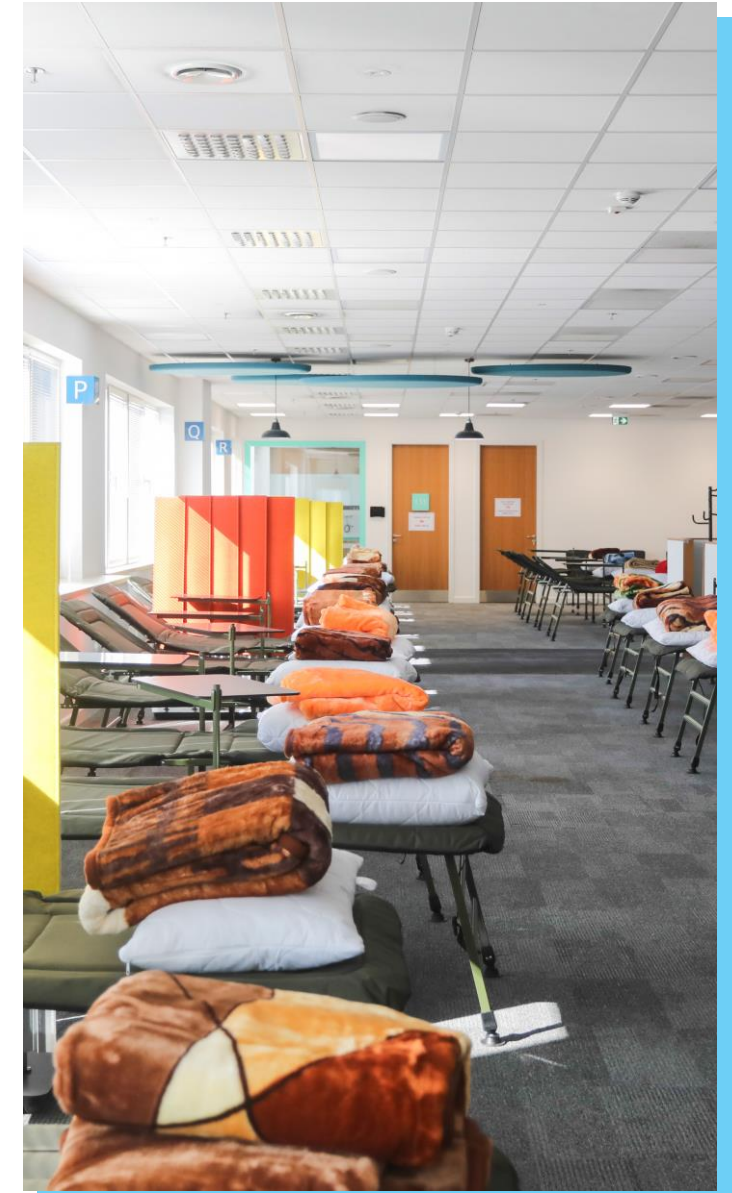
I.

Support for refugees from Ukraine

Two office locations welcome over 750 refugees from Ukraine

- In Warsaw, Echo handed over to the city its office building in Sluzewiec that currently shelters 400 refugees
- In Cracow, 3000 sqm in Kapelanka building was handed over to the city and accommodates 350 refugees
- Additional building in Sluzewiec has been offered. The provided space has the capacity to host up to 1500 people
- Meetings with a psychologist, public administration and social workers are regularly organized. A doctor is available twice a week
- Support in a job search is provided for adults and daycare for children. Around 50% of adults had a chance to find work in Poland

ECHO
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II.

Potential short and long term impact of recent changes in business environment on Echo segments

Construction

Short term

- Some supply chains might be broken, and shortages in deliveries of particular components are occurring
- Rapid increase in material costs is visible on the market that may have an impact on developers' margins
- Temporary increase in labor shortages should be alleviated in the private sector when public investments are delayed
- Echo to do smaller packages and buy commodities directly and contract labor separately
- Construction prices have started to stabilize, e.g., price of steel decreased
- Standardized procurement supports cost control and mitigates impact of cost increases

Long term

- Due to some projects postponed (incl. the public sector), demand will stabilize, and production will adjust
- Construction costs fully stabilize once the equilibrium of demand and supply is achieved
- Echo will focus on strong cost control using project packaging
- Effects of scale will drive Echo's project's optimization

Residential

Short term

- Temporary slow down in sales driven by uncertainties in the market on both buyer and developer sides
- Due to these uncertainties, some project launches can be postponed by developers to examine the changing situation carefully
- Smaller developers, depending on financing in PLN, might suffer from increasing costs of capital and are more affected by costs of projects already sold, so with income already fixed
- Therefore, buyers have bigger trust in larger developers to complete projects
- At the same time, bigger developers are slowing down sales due to higher prices in construction and higher sales prices
- There is an increased number of cash buyers

Long term

- Increased demand for apartments
- Apartment price growth due to limited supply and increased cost
- Construction prices will stabilize at a higher level
- Echo will do smaller packages to keep costs under control
- Total volume of the sold apartment may decrease, but the largest impact will be centered on smaller developers

Commercial

Short term

- Current situation has a limited impact on projects under construction, but lower availability and price increase of some construction materials are noticeable
- At the same time, a very limited number of new projects are entering the market
- Due to the above, there is a stronger demand for projects that are already finished and can provide office space immediately
- Some companies are already relocating to Poland from Ukraine to use coworking as a temporary solution
- Increase in rental prices due to limited supply of available quality space**

Long term

- More international companies expected to move offices to Poland from Ukraine, Russia, and Belarus
- Regional cities to grow in importance as the population grows
- Decrease in vacancies due to low supply and new demand
- Continued increase in rents due to high demand and low supply
- Construction prices will stabilize at a higher level
- Echo will do smaller packages to keep costs under control
- Echo will use the current landbank to start new projects and will focus on new plot acquisitions

R4R

Short term

- Dynamic growth of demand for institutional rentals
- Price increase fuelled by high demand and limited supply across the whole residential rental market
- Enormous interest in furnished and ready-to-move-in apartments
- R4R has leased out all apartments, and vacancy dropped to 0%
- Strong increase in a short period in rents YoY (up to 30%) based on big demand and interest rates increase

Long term

- Growth of the whole PRS sector as an alternative to private rentals
- Continued growth of prices in rental apartments due to increased sales prices in R4S and higher interest rates
- Construction prices will stabilize at a higher level
- R4R will increase the number of projects to keep up with the demand
- Echo will do smaller packages to maintain costs

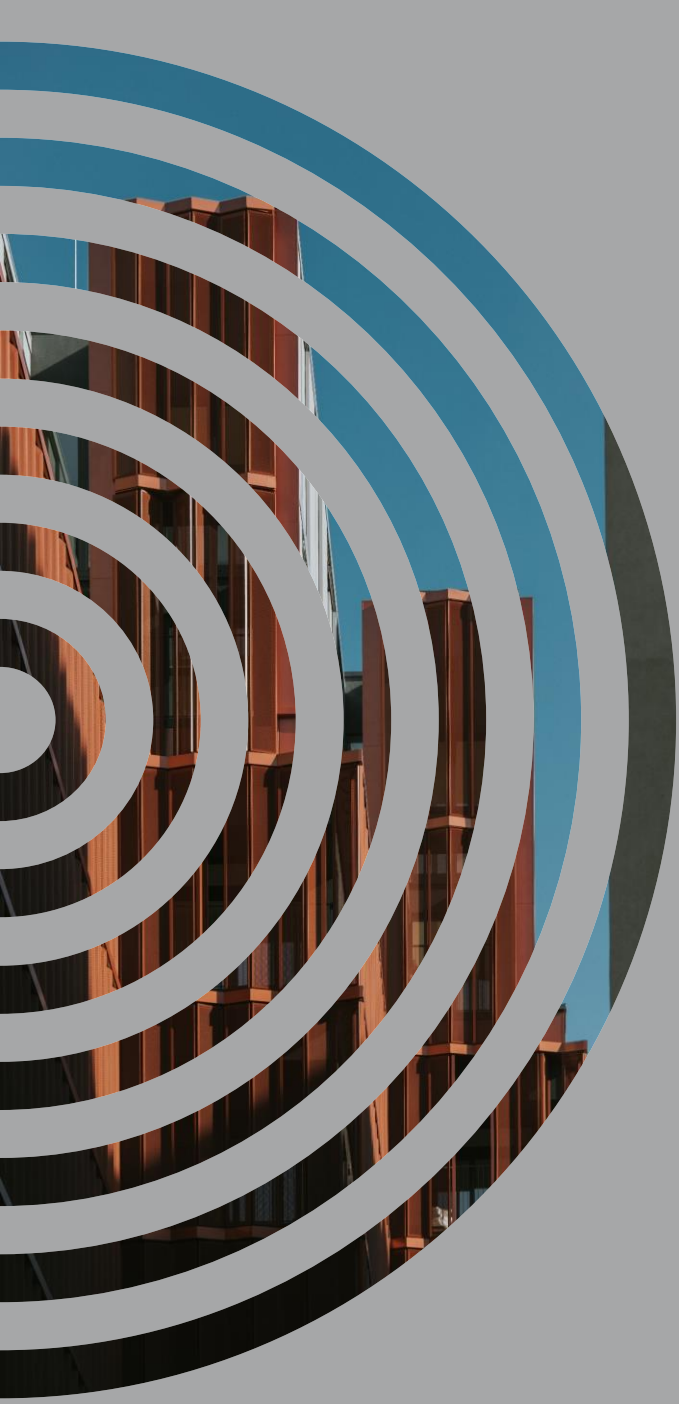
Retail

Short term

- ▶ Stable growth of footfall and turnover driven by increasing consumption
- ▶ Both Libero and Mlociny are observing an increase in footfall and a subsequent increase in turnover
- ▶ As predicted, strong turnover increase as well as footfall increase
- ▶ Clear signals that many people prefer in person shopping after two years of online, e.g. tenants turnover in Libero is higher by 55% (March 2022 vs. March 2019)

Long term

- ▶ Both footfall and turnover are expected to stabilize
- ▶ Retail market is expected to come back from lower levels caused by COVID
- ▶ Construction prices will stabilize at a higher level
- ▶ Echo expects stabilization of both shopping malls (Mlociny and Libero)
- ▶ Echo will focus on growing footfall before disposal of the retail assets



III.



Highlights

Highlights for Q1 2022 - drivers of Echo Investment business

R4S



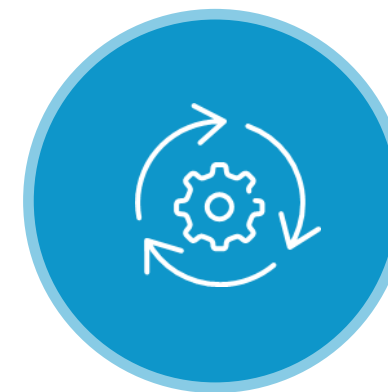
R4R



Commercial



Corporate



Main targets

Price increase leading to growth of margins

Strong rental growth seen across all cities and sizes of apartments

Demand for office stronger than expected, therefore Echo will start new projects to stay market leader

Strong cash position allowing to quickly react to opportunities on the market

Q1 2022 Highlights

Stable residential sales of **704** apartments by Echo Group in Q1 2022

400 apartments handed over

Start of 5 new projects, which will deliver nearly 1,000 apartments to the market



Residential



Land Bank



Preliminary agreement to change **Towarowa 22** JV partner from EPP to AFI Europe

Echo to buy 100% of the residential part (ca 50,000 sqm) and stay 30% partner on the remaining commercial part

Opening of **MidPoint** (80% leased), **Fuzja C&D** (100% leased), Disposal of **West4** (to be 100% leased in Q3) for ca. **40 mln EUR**

Pre SPA signed for an office building at **Fuzja in Lodz**



Commercial



Corporate

Echo issued bonds in the total amount of **PLN 100 mln Q1 2022**

Archicom issued bonds for a total amount of **PLN 110 million** under the amended program

Post Q1 2022 Highlights

Start of construction of **BOHO** project in **Lodz** with 200 modern apartments



Residential



Corporate

Raport
zrównoważonego
rozwoju
Echo Investment

2021

Echo issued bonds in the total amount of **PLN 40 mln** in **Q2 2022**

Publication of **ESG reports** by Echo and Archicom

Electrolux has leased 1,750 sqm in MidPoint in Wroclaw



Commercial





IV.

Key Financial Data

Q1 2022 Profit above PAP consensus

Actual results [PLN mln]

	Q1 2022	Q1 2021
Revenue	283.6	155.4
Operating profit	108.0	72.9
Profit before tax	72.9	37.3
Net profit <small>attributable to equity holders of the parent entity</small>	51.4	24.5

PAP Consensus

	Q1 2022 (average)	Q1 2022 (range)
Revenue	241.9	236.7 – 248.8
Operating profit	86.6	79.8 – 96.0
Profit before tax	-	-
Net profit	24.0	14.5 – 36.4

OUR RESULTS

IN Q1 2022

PLN 283.6 mln

total **revenue** in Q1 2022

PLN 51.4 mln

total **net profit** in Q1 2022

PLN 60.3 mln

Total **fair value gain** in Q1 2022

PLN 67.7 mln

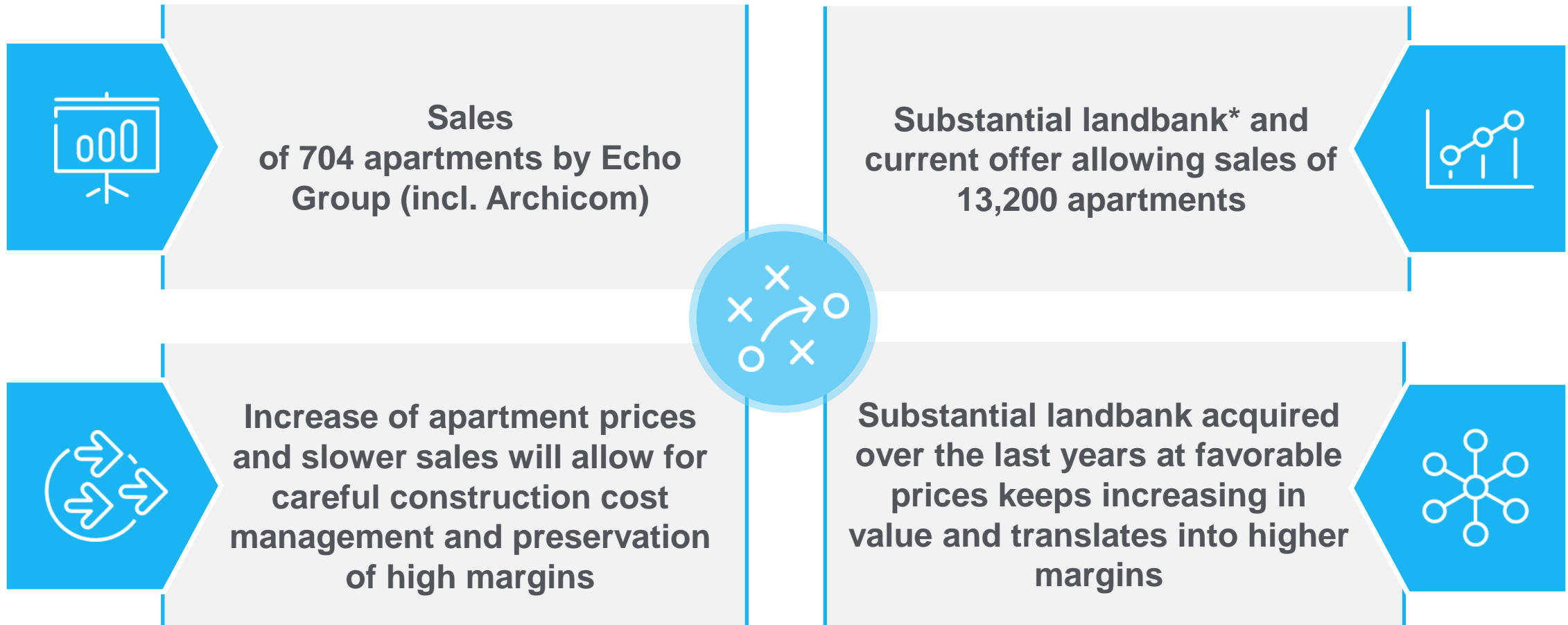
Gross margin on residential (R4S) segment driven by handover of 399 apartments (118 appts in Echo and 281 in Archicom)



V.

Residential

Highlights

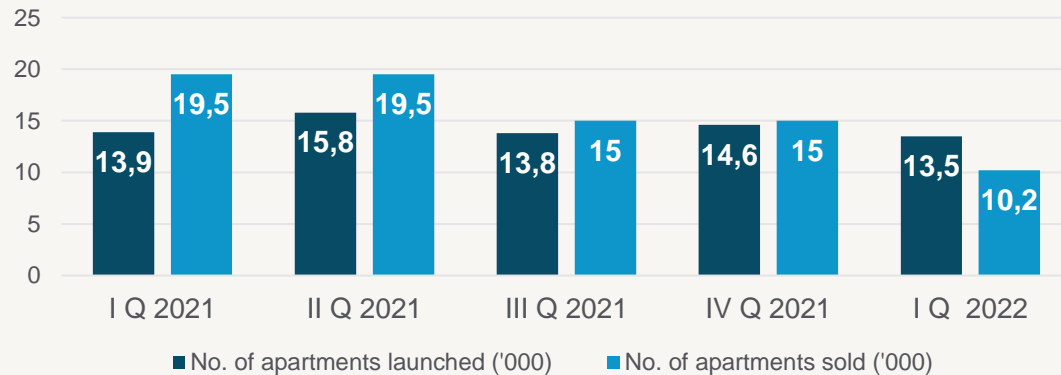


Market consolidation as buyers prefer bigger and stable developers

Supply

- **13,500 apartments** were launched in Q1 2022 (only 400 less than in 2020)
- Number of available units increased to ca. **40,300** (still 5% lower than at the end of Q1 2021)
- Smaller developers might suffer from increasing costs of projects already sold; due to that factor, they are more focused on finishing construction than starting new projects, which has a **downward impact on supply**

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



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

Source: JLL

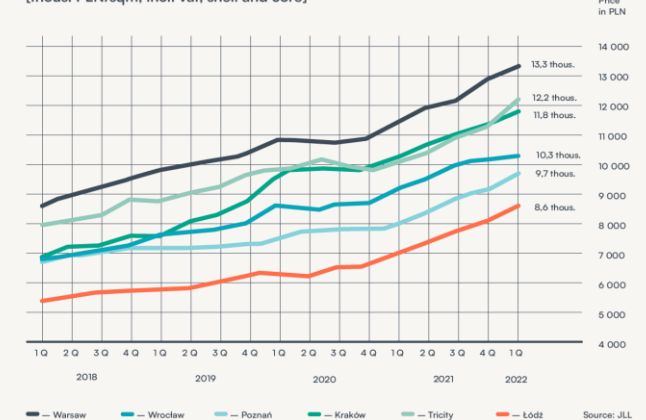
Demand

- **10,200 apartments** were sold in Q1 2022 on the primary market in 6 major cities
- Number of apartments sold in Q1 2022 is 46% weaker compared to record high Q1 2021
- Buyers have **bigger trust in larger developers** to complete projects that in supporting sales
- **Top 5 developers sold 30% of total sales in Q1 2022** in comparison to 20% in Q1 2021, which proves market consolidation

Prices










- In all cities, the average price of units newly put up for sale increased compared to the previous quarter
- The pace of price increase has slowed down compared to previous quarters
- The highest increase was recorded in TriCity (+7%)

Average prices of apartments on offer on the primary market [thous. PLN/sqm, incl. vat, shell and core]



Source: JLL

Echo is one of top developers in Poland

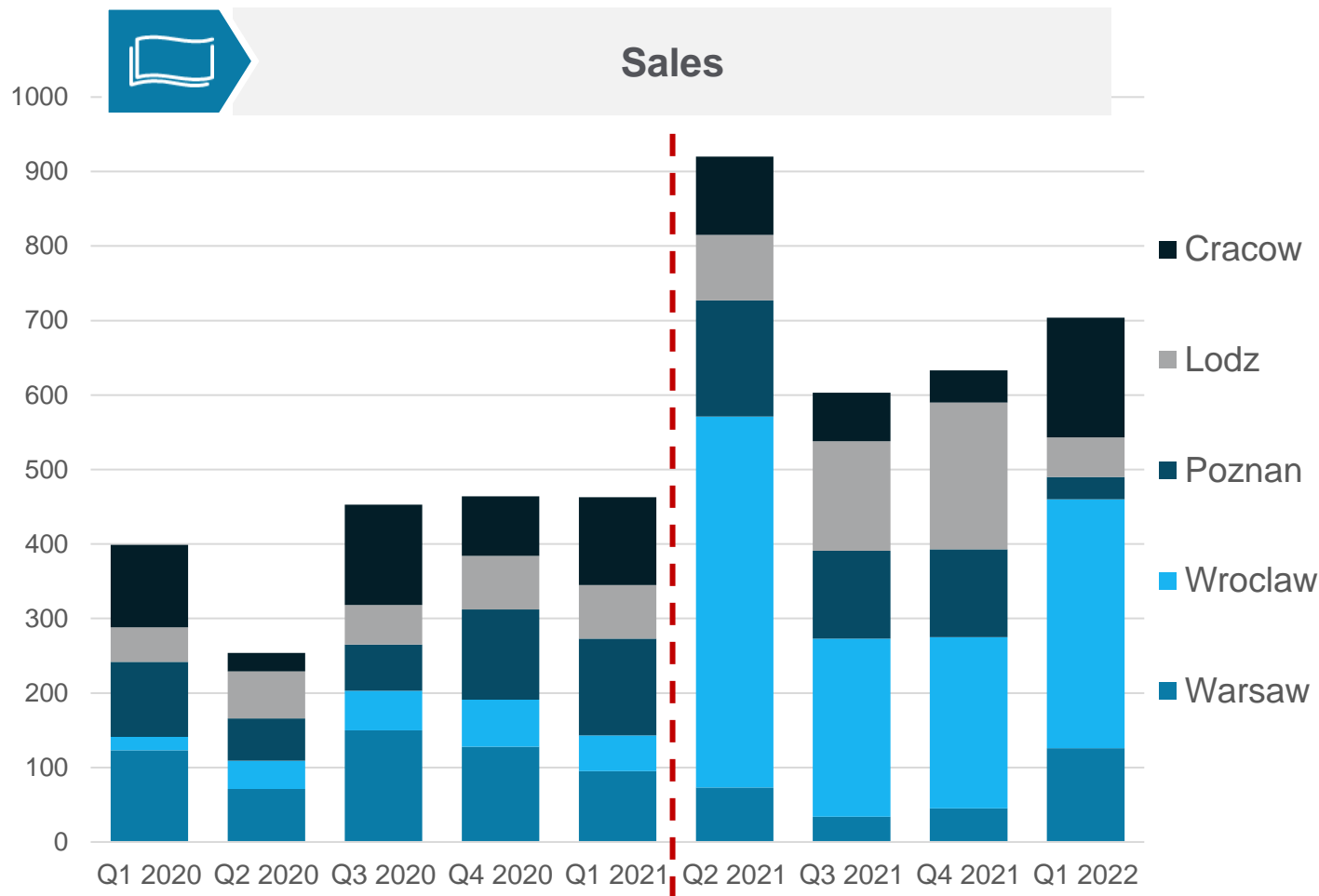
Name	Units Sold in Q1 2022
 MURAPOL	764
	758
	754
  	704
 DEVELIA	603
ROBYG	600
	370
archicom	334
 VICTORIA DOM	311

- Through Archicom acquisition, Echo achieves **strategic goal** to become one of the largest residential developers in Poland
- 704 units sold by the Echo Group places the group in the **fourth place** in terms of apartment sales in Q1 2022



Source: PAP

Apartment sales of Echo Group



Sale of apartments	Q1 2021	Q1 2022	Main Projects in Q1 2022
Warsaw	95	126	Rytm Kabaty
Wroclaw	399*	334	Archicom
Poznan	130	30	Wieza Jezyce I
Lodz	72	53	Zenit I, Fuzja II & II
Cracow	118	161	Bonarka Living
Total Echo Group	799	704	

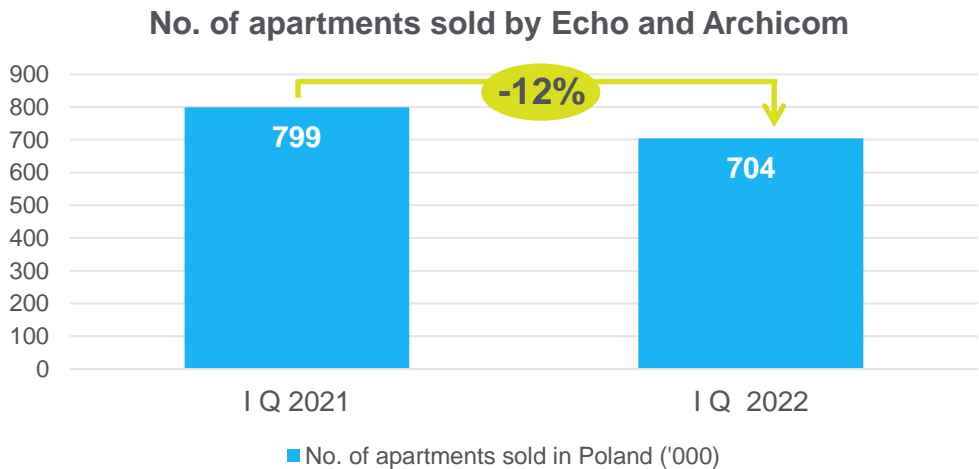
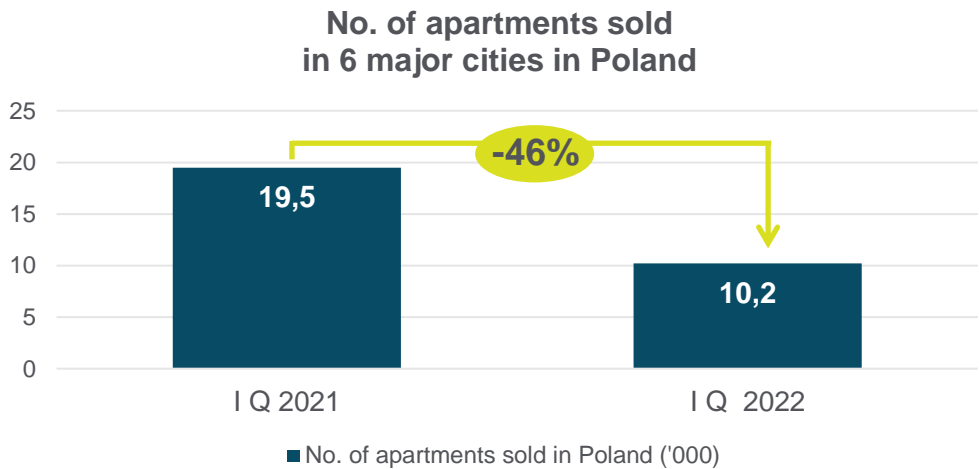
Addition of Archicom to the Group

*Together with Archicom sales in Wroclaw in Q1 2021

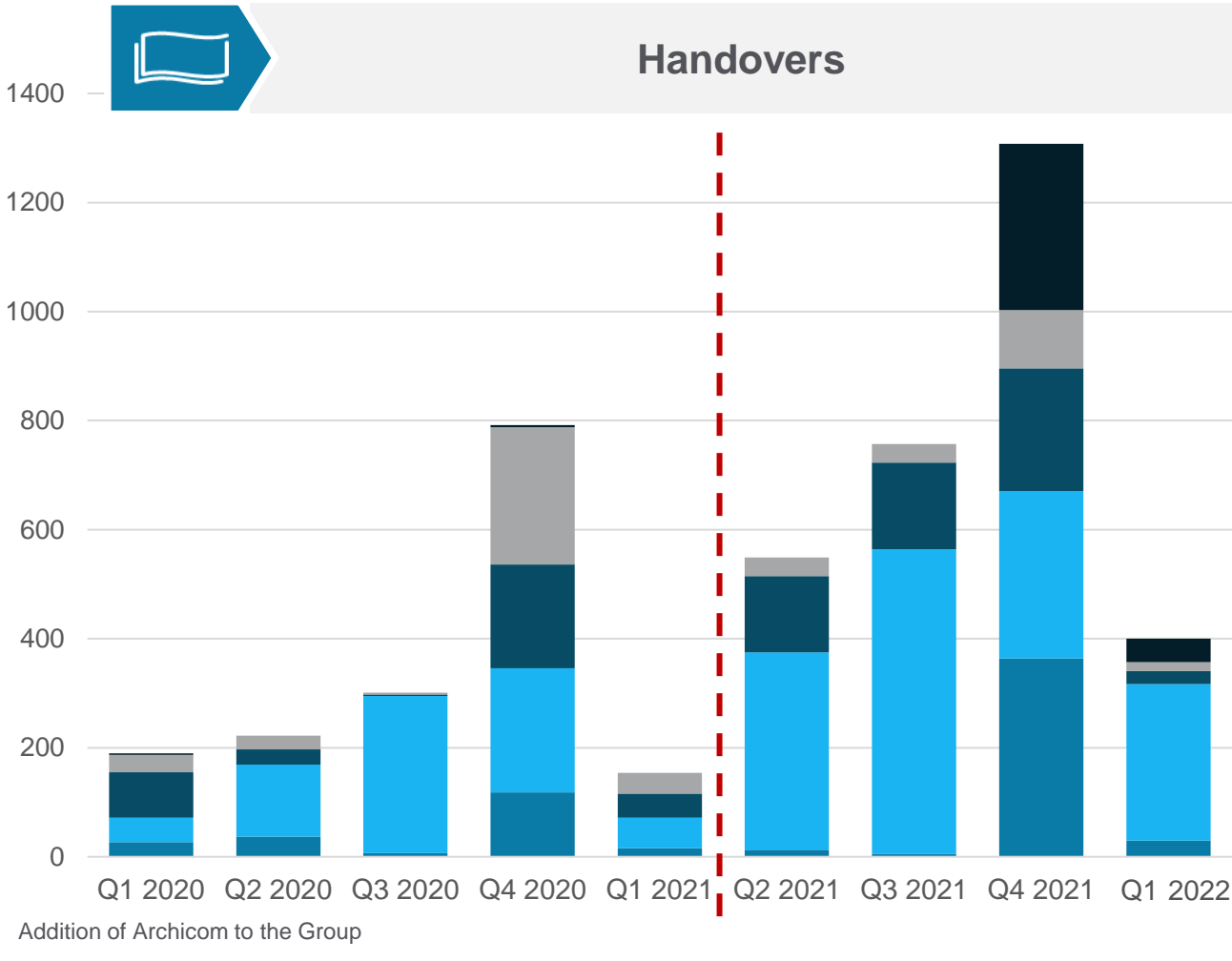
Apartment sales of Echo Group

Sales in Q1 2022 (vs. Q1 2021) in largest cities has decreased by 46% while Echo Group noted only 12% drop

Margin on apartments sold in Q1 2022 is estimated at 31% in Echo and 38% in Archicom



Apartment handovers of Echo Group



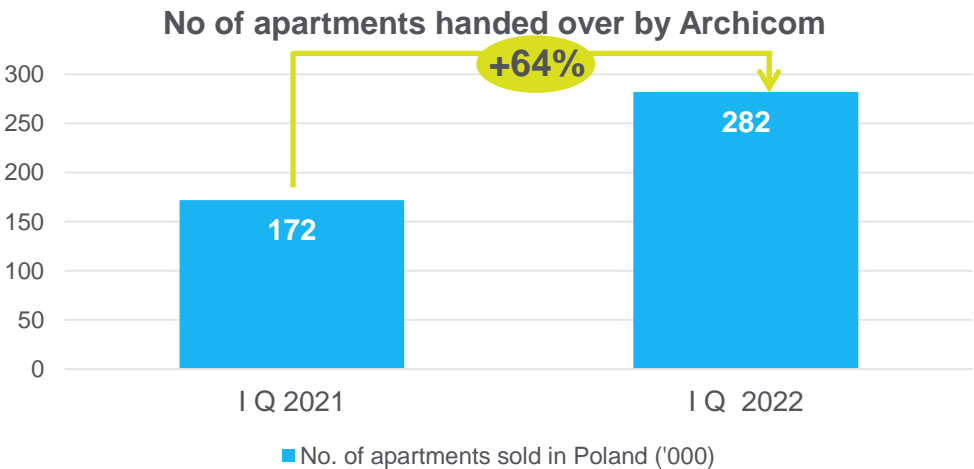
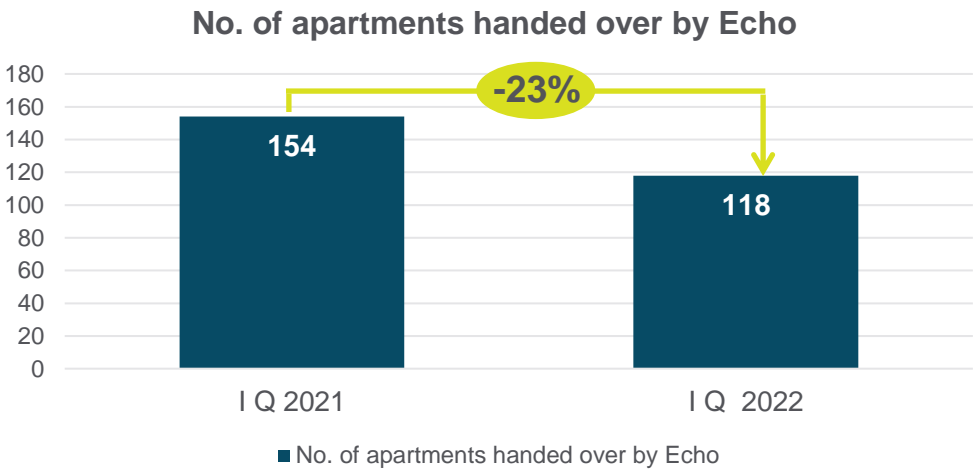
Handovers	Q1 2021	Q1 2022	Main projects in Q1 2022
Warsaw	16	30	Stacja Wola I
Wroclaw	56	287*	Archicom and Stacja 3.0
Poznan	44	24	Enter I
Lodz	38	16	Fuzja I, Osiedle Jarzebinowe VII
Cracow	0	43	Bonarka Living I, Krk I
Total Echo Group	154	400*	

*281 (out of 282) apartments handed over by Archicom has been recognized in Q1 2022 results

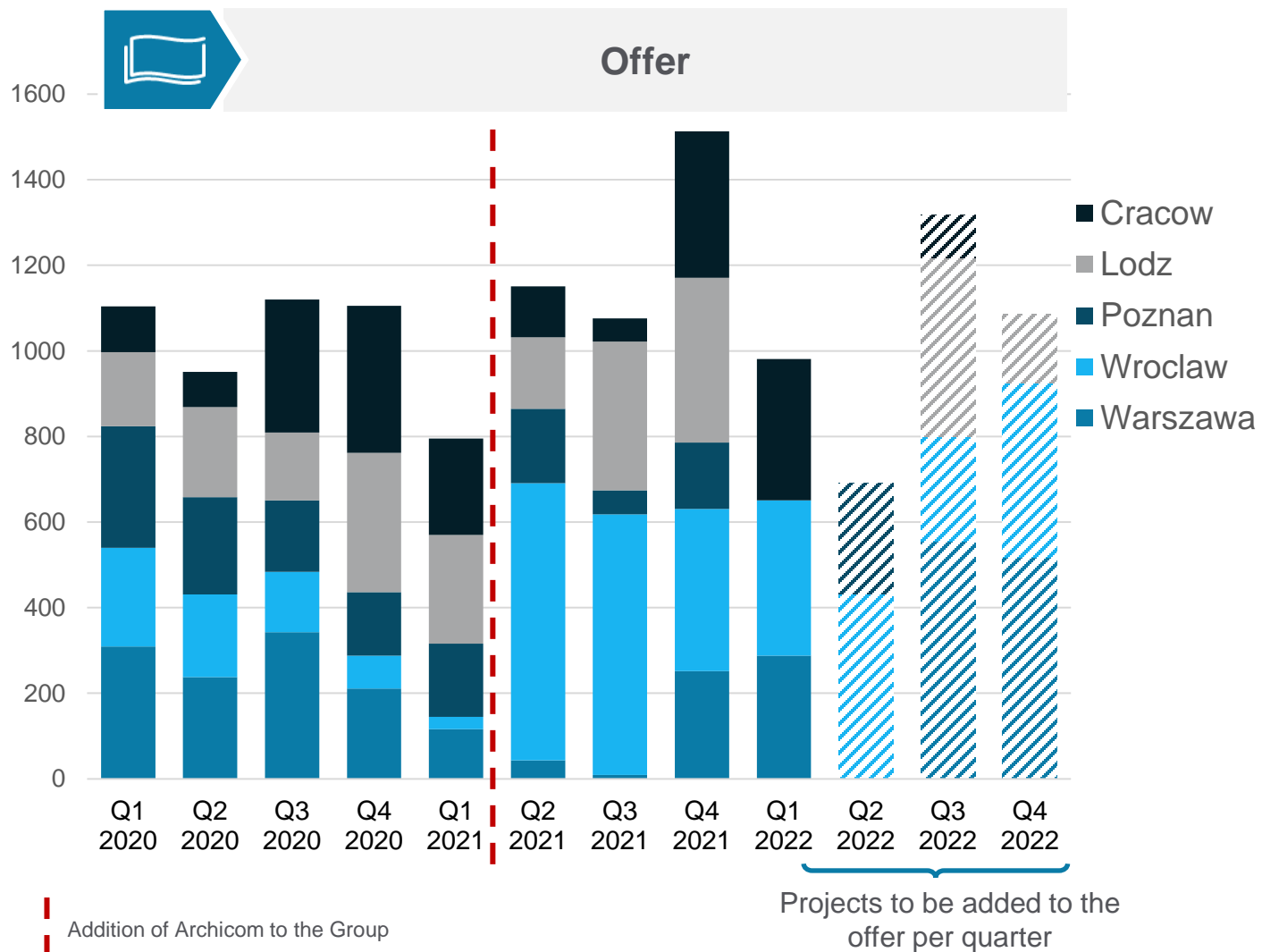
Apartment handovers of Echo Group

Margin on handed over apartments in Q1 2022 was 28% in Echo and 37% in Archicom which resulted in 34%* margin for the Group

Margin on handed over apartments in Q1 2021 was 19% in Echo and 32% in Archicom



Current offer of Echo Group and new offer outlook



Current offer	End of Q1 2022	Expected new offer
Warsaw	126	Modern Mokotow, Rytm, Stacja Wola III
Wroclaw	857	Archicom
Poznan	125	Wieża Jezyce II, Esencja II
Lodz	332	Zenit
Cracow	181	ZAM II
Total Echo Group	1,621	

Current offer & Pipeline

Landbank and current offer is over 13,200 apartments

	Offer	Landbank	Total (as at 31.03.2022)
Echo Investment	764	8,265	9,029
Archicom	857	3,318	4,175

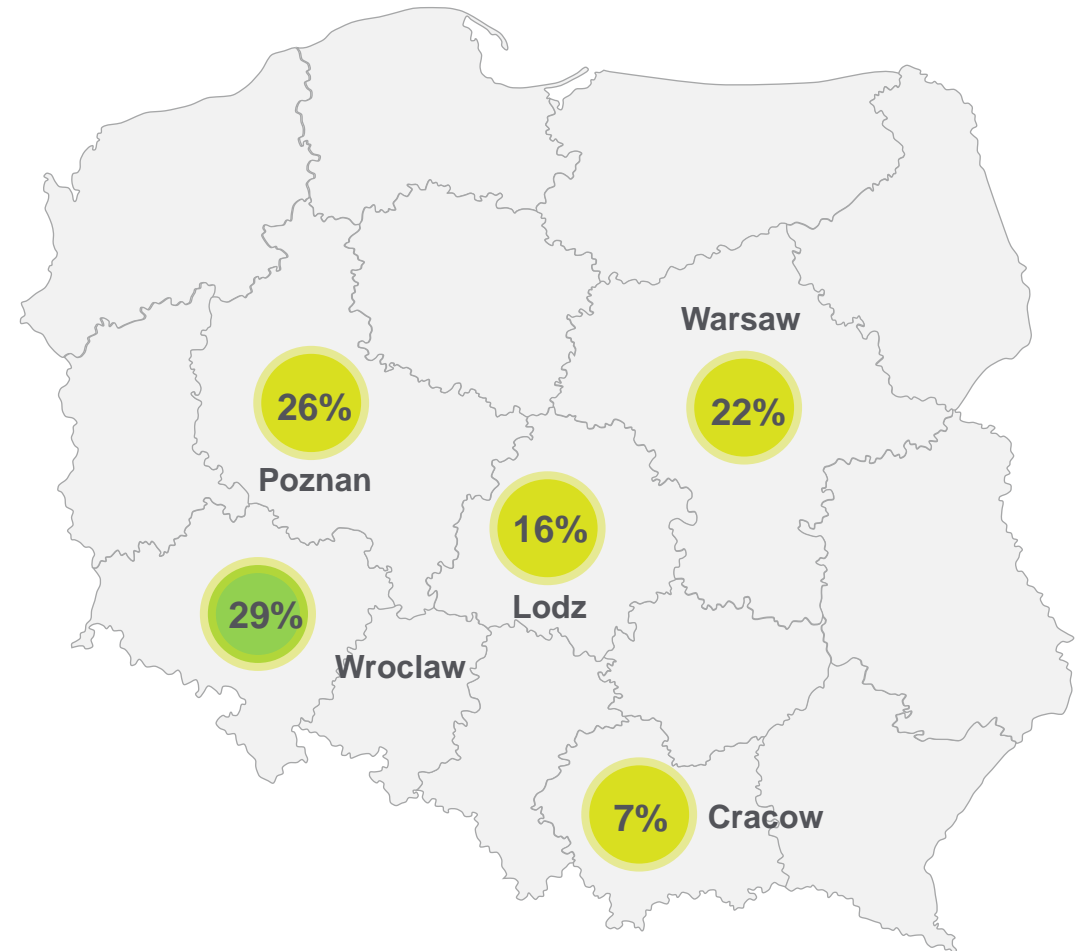


13,204 Total no. of apartments in landbank & in the offer (Echo & Archicom)

- Echo landbank allows for pace of **sales between 2,500-3,000 per year for the next five years** therefore Echo has become very selective in buying new plots and is waiting for opportunities to acquire plots for the next destinations projects
- Acquired plots give Echo a competitive advantage as they were secured before recent sharp price increases
- **Current market value of land** compared to acquisition costs is **60% higher**

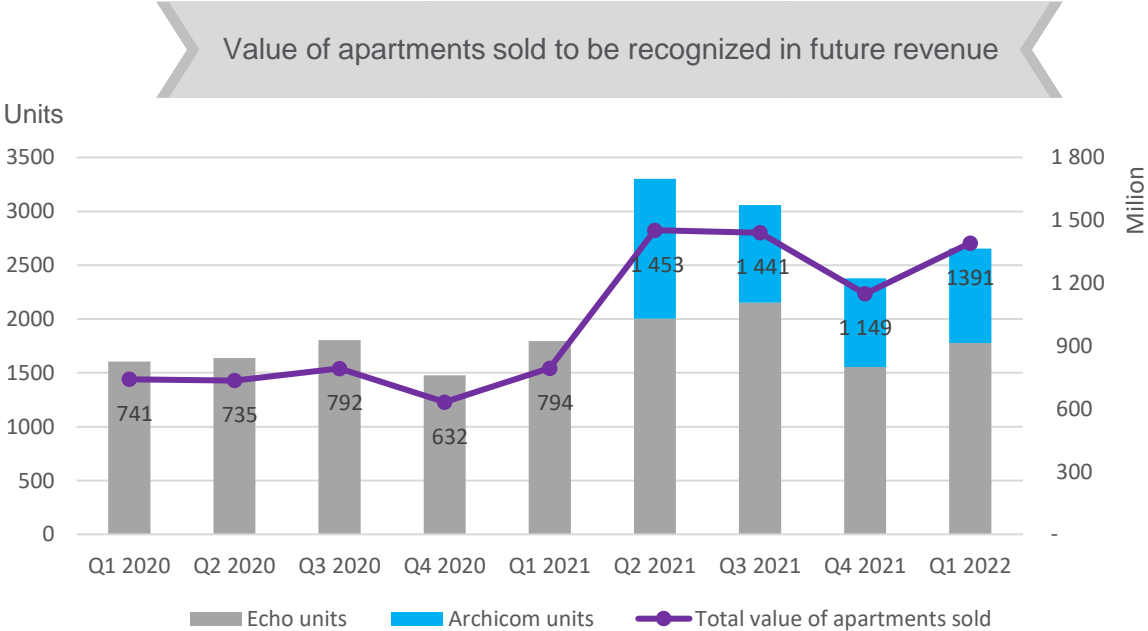
Landbank pipeline secured

% share in landbank calculated based on potential no. of apartments to be developed

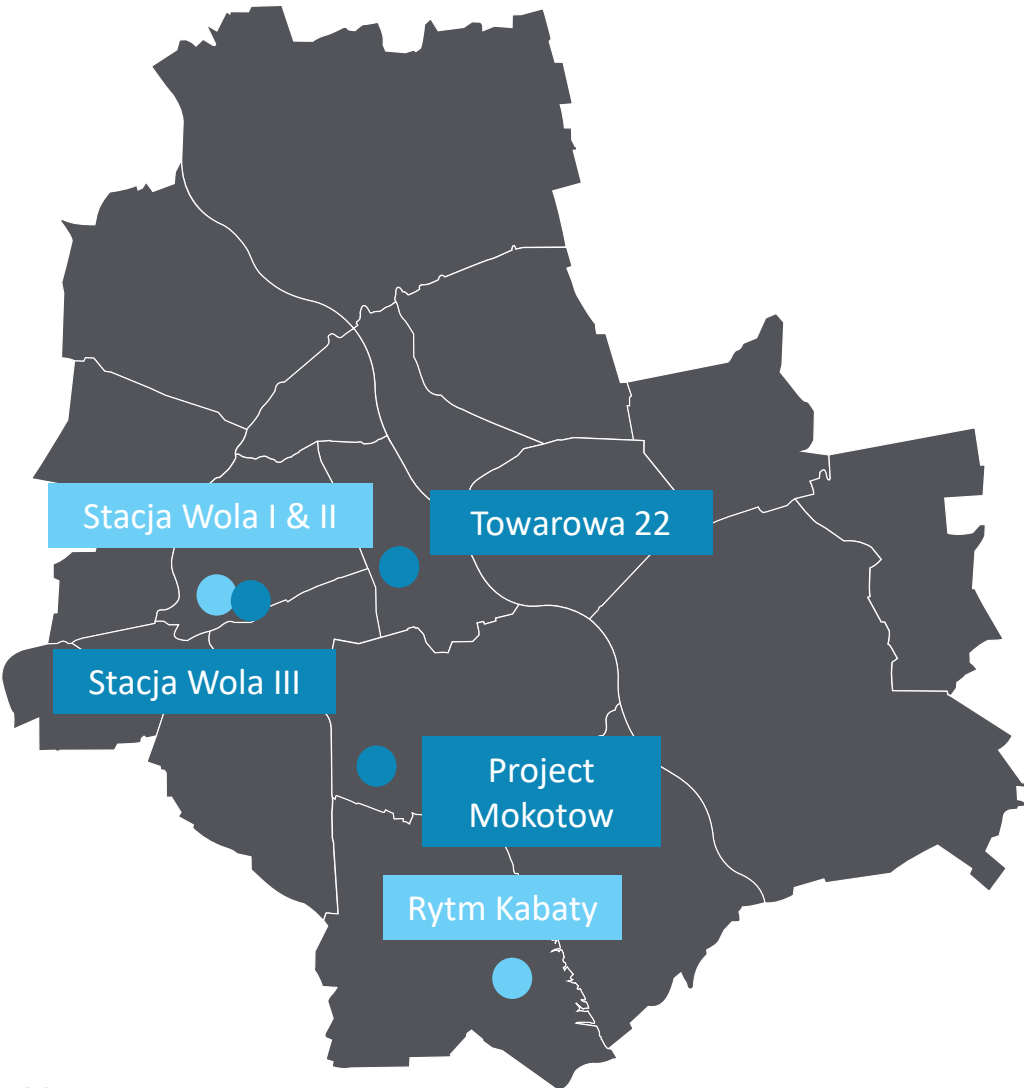


Value of apartments sold in Q1 2022

- Q1 2022 marks an increase in the value of apartments sold but not handed over yet, reaching 1.39 bln – mainly due to higher sales than handovers in Echo in Q1 2022
- The number of apartments sold and yet to be recognized in the financial results increased to 2,653 apartments in Q1 2022, including 1,778 in Echo Investment and 875 in Archicom
- Strategic management decision was taken to focus on high margins which may affects the pace of apartment sales



Warsaw



Warsaw

Q1 2022
of apartments

Offer at the beginning of the quarter	252
Sale	126
New projects introduced	0
Offer at the end of the quarter	126
No. of apartments handed over	30
Landbank	2,496

Planned projects:

- Stacja Wola III, 232 apartments
- Projekt Mokotow, 1,276 apartments

Building permits expected
in the next 3 months

Wroclaw



Wroclaw

Q1 2022
of apartments

Offer at the beginning of the quarter	683
Sale	334
New projects introduced	508
Offer at the end of the quarter	857
No. of apartments handed over	287
Landbank	3,318

Planned projects:

- Planty Wrocławskie, 98 apartments
- Gwarna, 97 apartments
- Czarnieckiego, 158 apartments
- Awipolis phase 4, 186 apartments
- Iwiny Schuberta, 60 apartments
- Sady nad Zielona II, 220 apartments

Most projects already have building permits or will receive them shortly

Poznan



Poznan

Q1 2022
of apartments

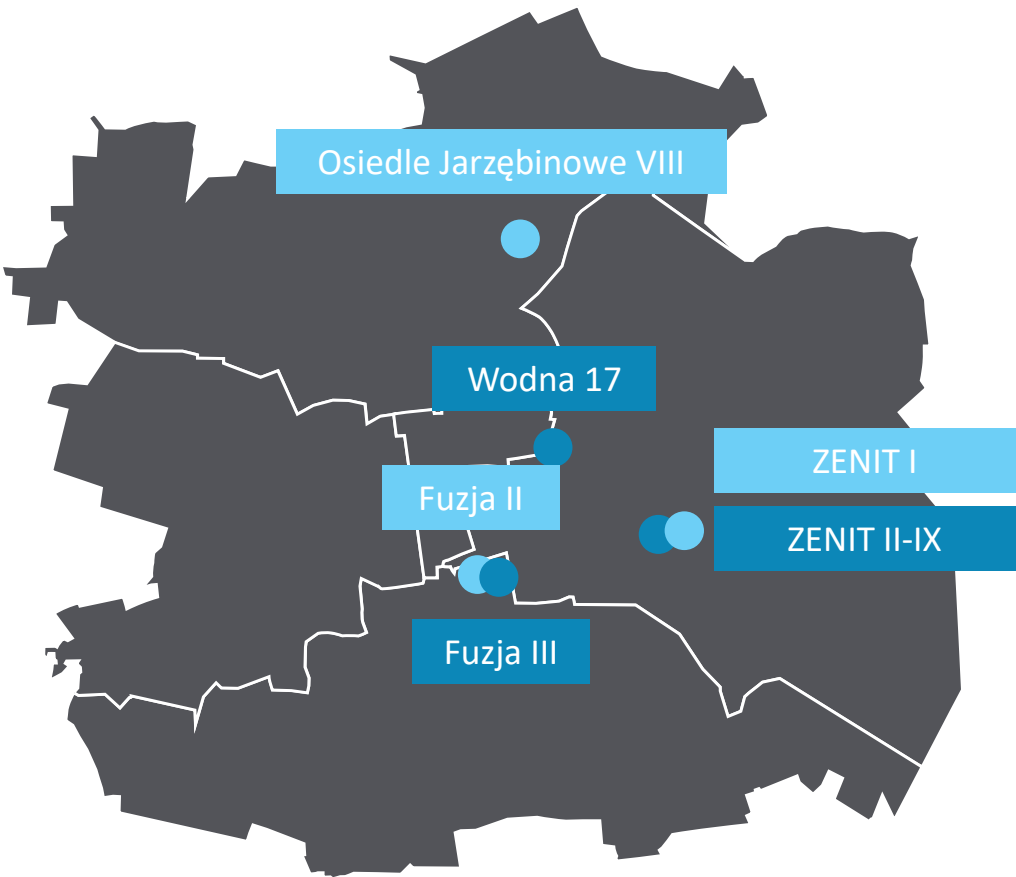
Offer at the beginning of the quarter	155
Sale	30
New projects introduced	0
Offer at the end of the quarter	125
No. of apartments handed over	24
Landbank	2,962

Planned projects:

- Esencja phase II, 130 apartments
- Wieza Jezyce II, 259 apartments

Building permits expected
during 2022

Lodz



Lodz

Q1 2022
of apartments

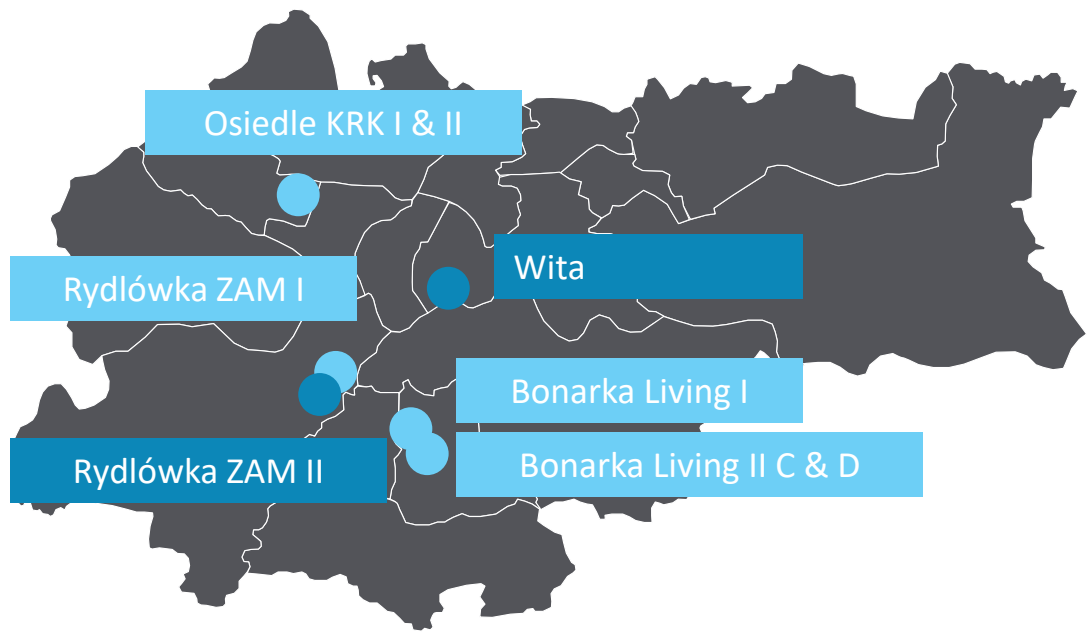
Offer at the beginning of the quarter	385
Sale	53
New projects introduced	0
Offer at the end of the quarter	332
No. of apartments handed over	16
Landbank	1,955

Planned projects:

- Zenit II & VII, 277 apartments
- Fuzja III, 160 apartments

Building permits expected
during 2022

Cracow



Cracow

	Q1 2022 # of apartments
Offer at the beginning of the quarter	342
Sale	161
New projects introduced	-
Offer at the end of the quarter	181
No. of apartments handed over	43
Landbank	852

Focus on Tesco plot (Kapelanka) permitting which may add ca. **1000 apartments**

Planned projects:

- Osiedle ZAM II, 100 apartments

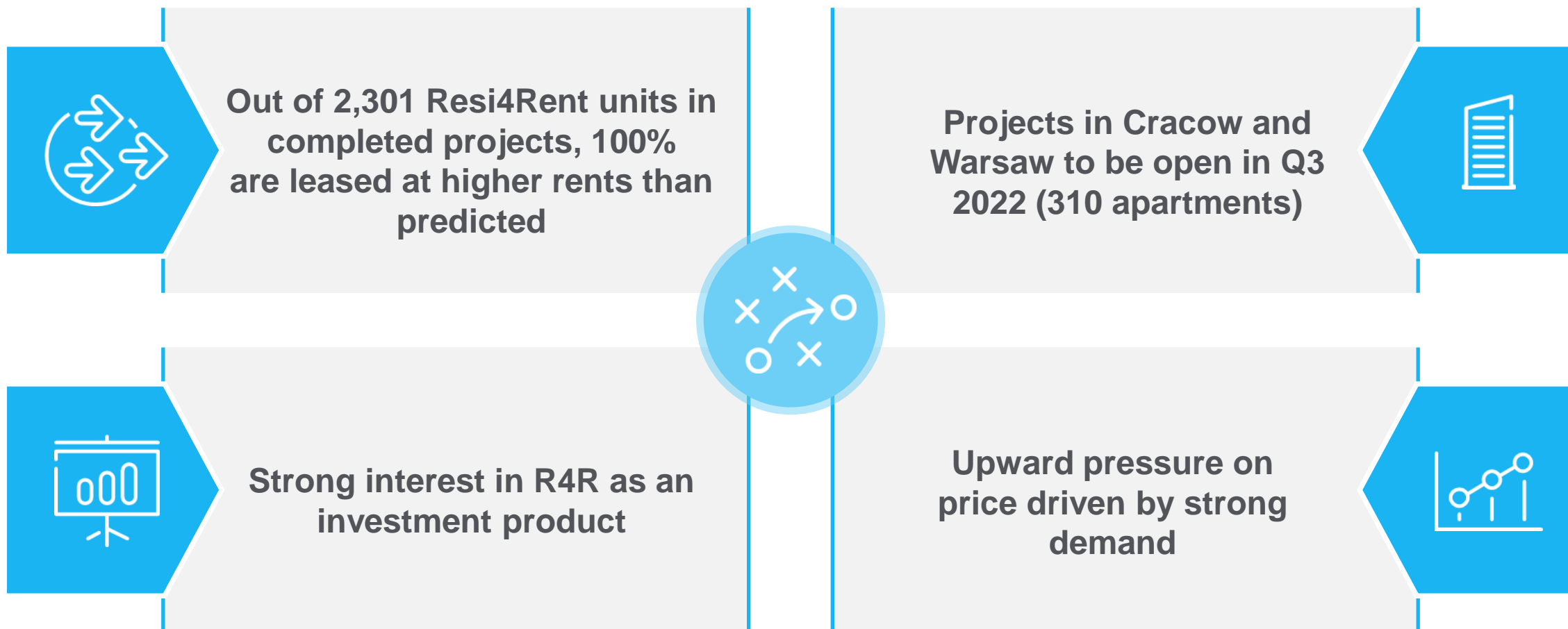
Building permits expected during 2022



VI.

Resi4Rent

Highlights

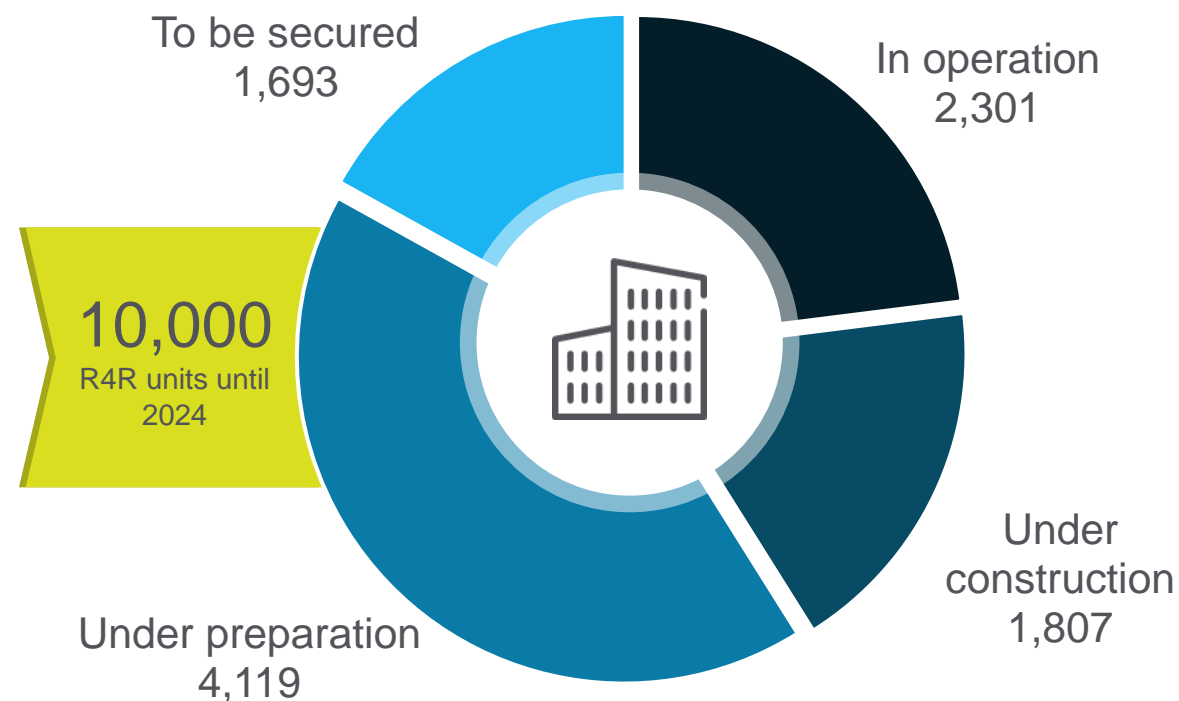


Resi4Rent accelerates the pace to start construction of 10 projects in 2022

- **2,301 units** have been delivered and leased out in 100% until the end of 2021
- New construction has launched in 2021 at an increased speed with **1,807 new units under construction**
- **3,700 units** will be delivered by the end of 2022
- **6,000 units** to be delivered and in operation by the end of 2023
- **10,000 operating units** to be achieved by the end of 2024
- **8,300 units** are already operational or secured

By the end of the 2022, R4R will secure plots that enable delivery of 10,000 units by 2024

Resi4Rent to develop and operate approx. **10,000 units** by 2024:



Strong rent growth across all projects

Units in operation 100% leased
(2,301 units)

R4R Wroclaw, Kepa



100% units leased

R4R Wroclaw, Rychtalska



100% units leased

R4R Lodz, Wodna



100% units leased

R4R Warsaw, Brewery



100% units leased

R4R Warsaw, Tasmowa



100% units leased

R4R Warsaw, Woronicza



100% units leased

R4R Gdansk, Kolobrzaska



100% units leased

R4R Poznan, Szczepanowskiego



100% units leased

Under construction
(1,807 units)

R4R Cracow, 3 maja 387



Started in 2020

R4R Cracow, Puskarska 149



Started in 2021

R4R Warsaw, Wilanowska 375



Started in 2021

R4R Warsaw, Zwirki i Wigury (1 & 2) 505



Started in 2021

R4R Wroclaw, Jaworska 391 units

R4R Wroclaw, Park Zach. 302 units

R4R Wroclaw, 290 units

R4R Gdansk 2, 729 units

R4R Cracow, JP II 296 units

R4R Warsaw 2, 304 units

R4R Poznan 3, 384 units

R4R Gdansk, 286 units

R4R Wroclaw 2, 369 units

R4R Cracow 4, 868 units

R4R Lodz, 291 units

To be started in 2022
(4,119 units)



VII.

Commercial

Highlights

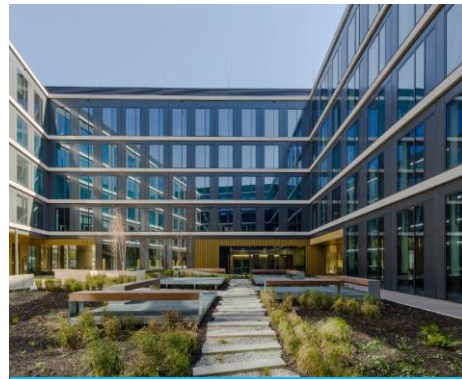


7 projects planned to be disposed in 2022



Fuzja

PSPA signed, 100% leased



My Place II

80% leased



Face2Face I & II

95% leased



Midpoint 71

80% leased



Brain Park I

40% leased
with many ongoing negotiations
Cracow



React I

30% leased
with strong tenant interest
Lodz



City II

100% leased
Developed by Archicom, Wroclaw

**Assets to be sold
in 2022**

**Total value:
ca. 500 mln EUR**

Strong landbank for coming years

Existing landbank and secured plots allow for development of more than **300,000 sqm of GLA** in 12 projects across Poland



Q1 2022 – regional markets become larger than Warsaw

WARSAW

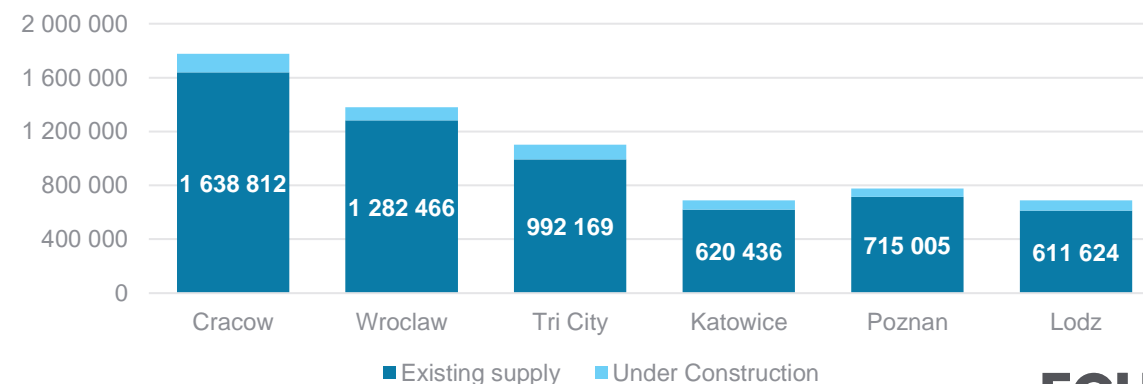
- **93,400 sqm** of office space has been provided in 2021 across six projects
- **6.2 mln sqm** - total supply of modern office space
- Q1 2022 gross take up result: **273,000 sqm (ca. 250% more than in the same period in 2021)**
- **ca. 315,000 sqm** of office space under construction (the lowest level since 2010; 50% less than in Q1 2021)
- **12.2%** – average vacancy rate decreased compared to the end of 2021 by 0.5 p.p.
- Selected lease transactions on Warsaw office market signed: PeKaO (30,000 sqm), PKO BP (22,800 sqm)

Low construction activity in the Warsaw office market and strong leasing activity supports Echo's actions to start construction of Towarowa 22

REGIONAL MARKETS

- **244,000 sqm** of new office space delivered to regional markets in Q1 2022
- **6.27 mln sqm** - total supply of modern office space
- At the end of Q1 2022, for the first time, the total supply of modern office space in 8 major regional markets exceeded the level of stock in the capital
- Q1 2022 gross take up result: **153,000 sqm (56% higher than in Q1 2021)**
- **ca. 680,000 sqm** of office space remain under construction
- **15.5%** – average vacancy rate (1.4 p.p. higher compared to the end of 2021)

Supply and space under construction in regional cities
as at 31.03.2022

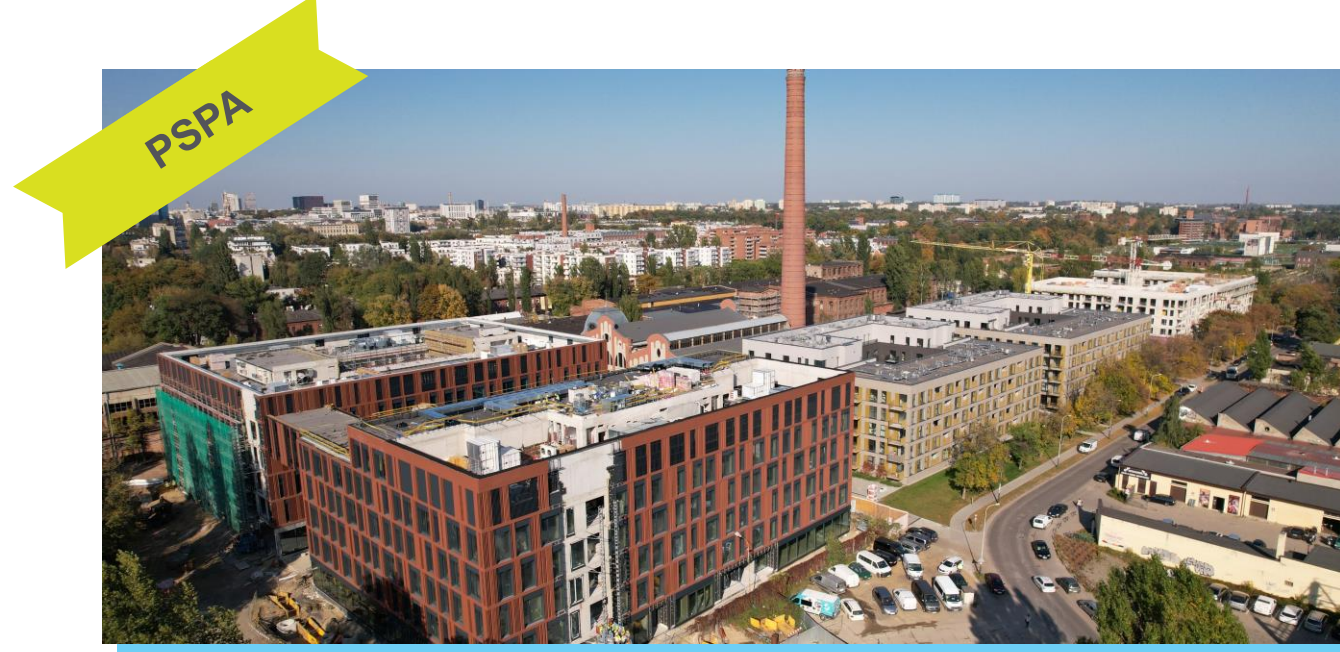


Lodz Fuzja CD & J

Pre-SPA signed

- Sale agreement signed in December 2021
- Closing expected in Q2 2022
- Anna's Garden square and surrounding buildings will provide a lively combination of multi-functional space
- The revitalized area will be the **heart of the Fuzja destination project** attracting tenants
- Leasing of commercial retail space has progressed with the signing of new tenancy agreements with **Deseo Patisserie, Zdrowa Krowa, Bakery Lodz, and wine shop**, with remaining units under negotiations
- Successful commercial leasing also attracts residential customers, with 95% of apartments sold in phases I & II and 65% in recently launched phase III

Office buildings are **fully leased** and **handover to Fujitsu** took place in **Q2 2022**



Wroclaw MidPoint

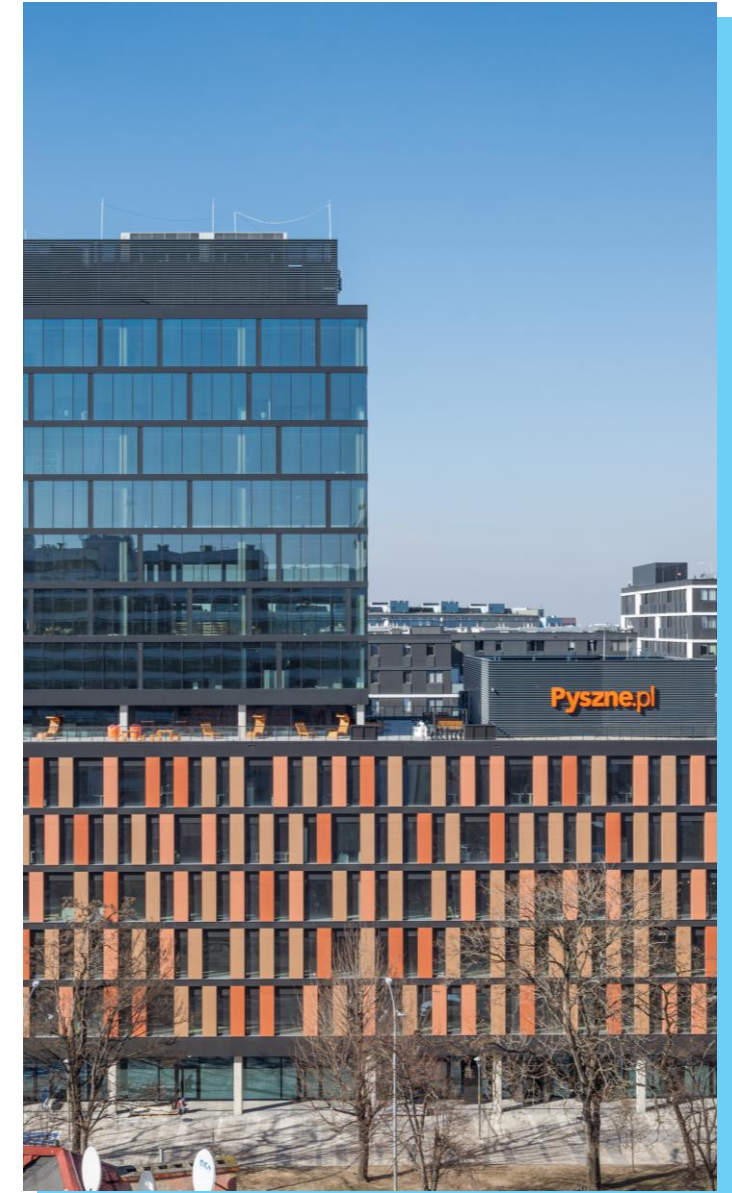
recently opened

- Mid Point obtained an occupancy permit in February 2022
- Office building provides **36,900 sqm GLA**
- **80% has been leased-up** till May 2021, and we can expect the building to be fully leased in Q3 2022
- Main tenants are 3M, Electrolux, Pyszne.pl and PwC
- Together with Echo's future nearby office project at Swobodna Street will deliver almost 70,000 sqm

Under negotiations



Electrolux



Warsaw

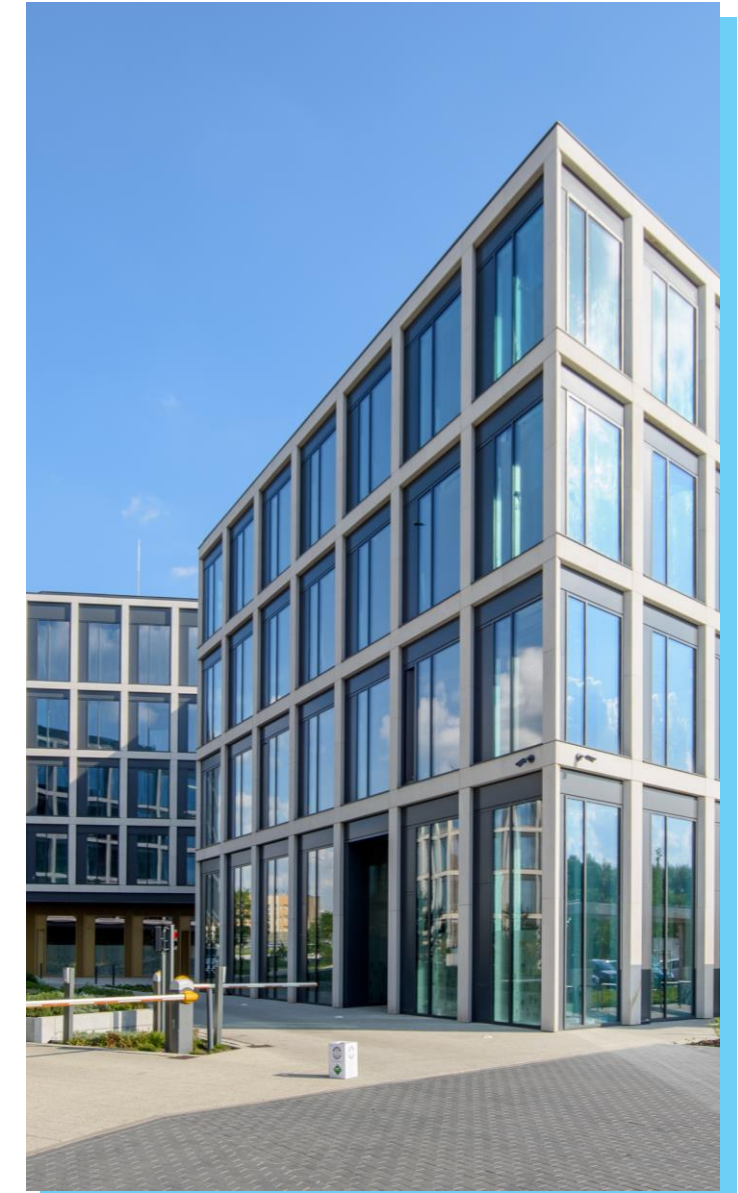
Moje Miejsce II

80% leased

Under negotiations

- Moje Miejsce II is on track to be leased up in **80% in Q2 2022**
- Moje Miejsce II is **under advanced negotiations for the disposal**
- Strong tenant mix, represented by occupiers from very defensive business sectors such as pharmaceutical, media, and FMCG, attracts a number of potential buyers
- Tenants include: Boehringer, Synektik

Moje Miejsce II is on track to be **fully leased-up** as negotiations for entire office space are ongoing

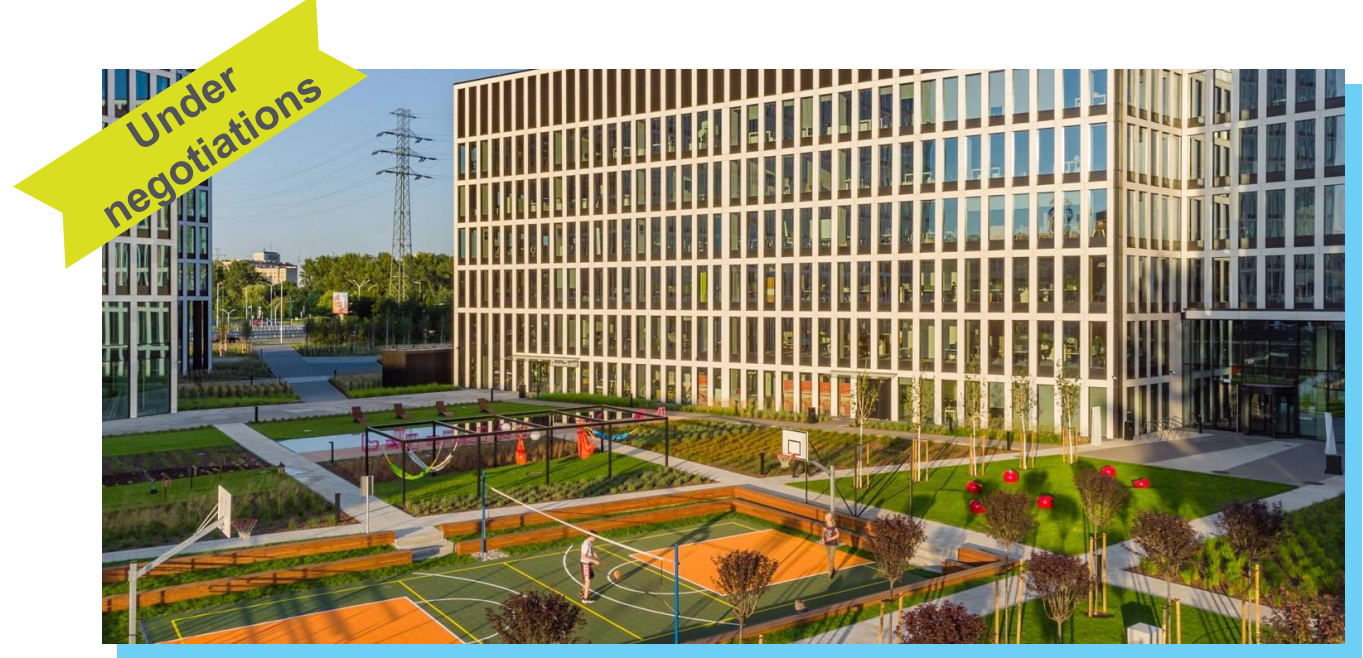


Katowice Face2Face

100% leased

- Face2Face Business Campus combines a multifunctional courtyard with beautiful green areas, relaxing patio with hammocks, lunch zone, and an active area with a basketball court
- Face2Face, with a **strong tenant mix** (100% leased) and attractive market positioning, attracts investors focused on the CEE market and is currently under advanced negotiations for the sale
- Tenants include: Capgemini, Honeywell, Orange, Deloitte, Perform DAZN and Medcover

Office market in Katowice attracts **interest from institutional investors focused on CEE markets**



Cracow Brain Park

40% leased with strong interests from tenants

- The construction of the office complex commenced in Q2 2021
- The offices are conveniently located due to proximity to the city center and excellent public transportation options on al. Pokoju
- The two phase project will deliver over **42,000 sqm of GLA**
- Currently, **40% of the space is leased up**, and negotiations for the remaining area are ongoing
- The construction is set to complete in Q3 2022

Brain Park first phase comprising two buildings **scheduled for completion in Q3 2022**



CitySpace become second largest coworking in Poland

- **CitySpace** has seen a significant increase in occupancy across all locations
- Most of the locations reached 100% occupancy in Q1 2022 at **higher rents** than in 2021 due to strong demand from the tenant
- In February 2022, CitySpace revenue was **53% higher than a year ago**
- Two new locations have been opened in 2021: Face2Face in Katowice and West4 in Wrocław
- In the coming months, a fourth Wrocław location will be inaugurated in the MidPoint building. The space is already 30% leased-up
- An expansion of space is ongoing at Plac Unii in Warsaw in 2022, while a new unique office will be opened as a standalone building in Fuzja office park (scheduled opening in the first half of 2023)

Cowork brand	Total area leased*
WeWork	31,700
CitySpace	25,000
Spaces	22,300
Rise.pl	19,300
BusinessLink	16,300



CitySpace expanding in Wroclaw

12

(by the end of Q2 2022)

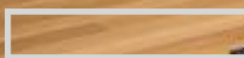
locations in Poland

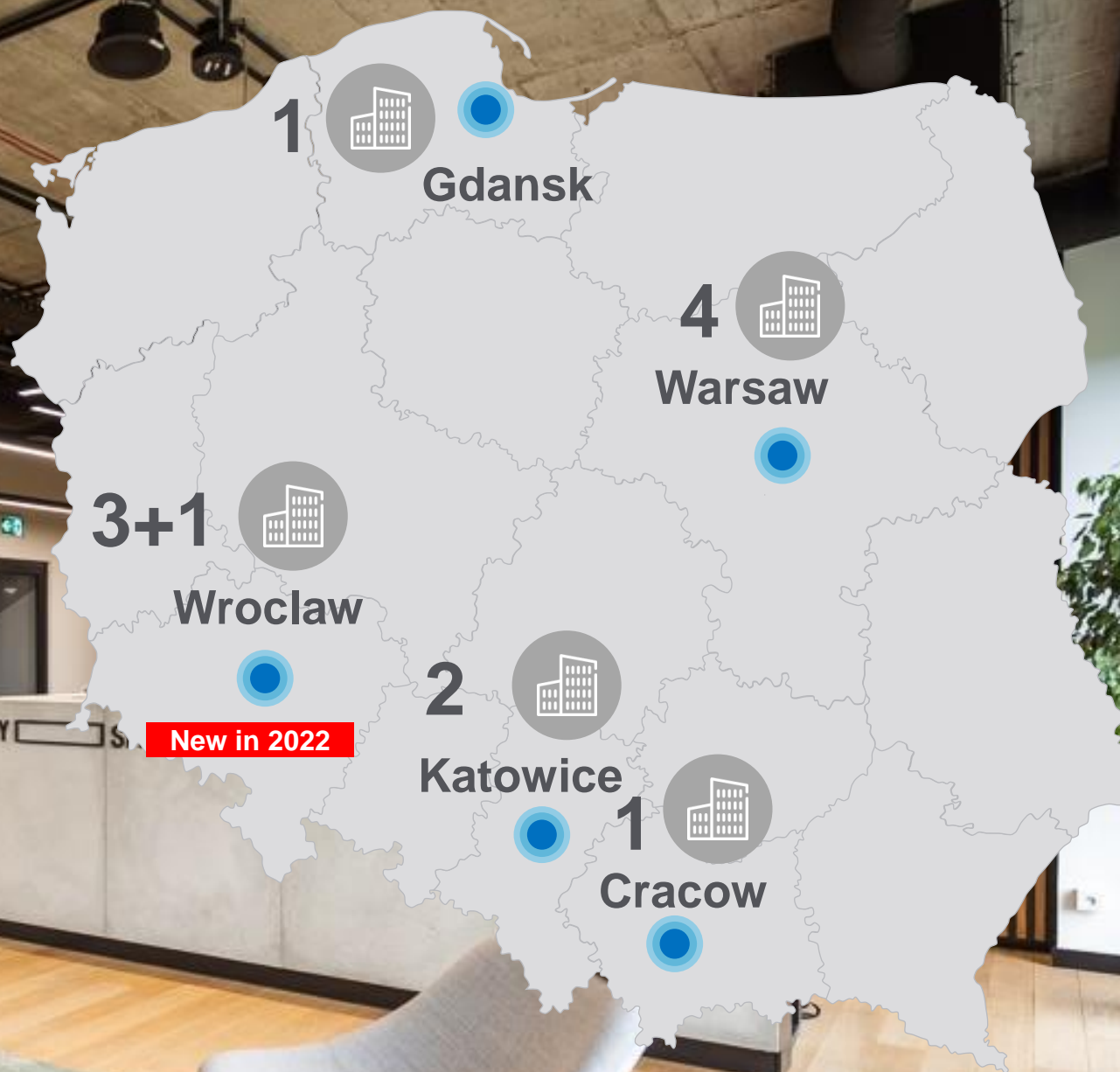


3,400

workplaces

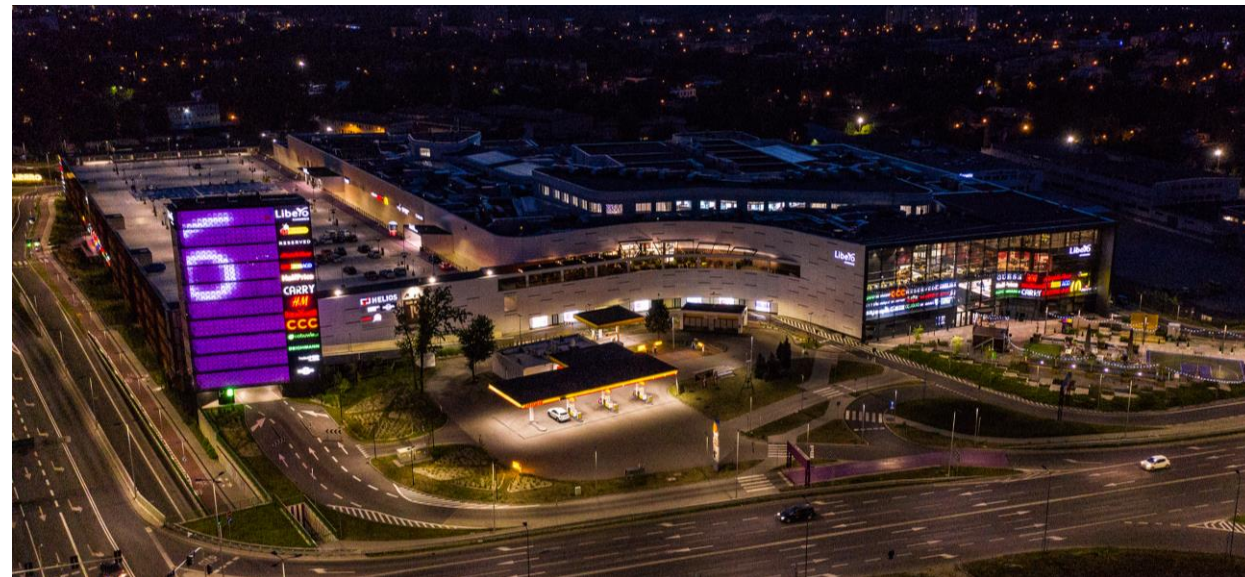


CITY  SPACE



Libero consolidates position in Katowice with over 55% turnover growth compared to 2019

- Libero shopping mall is keeping up the excellent performance showed after reopening of retail activity in Q2 2021, and the continuous **customer interest** is reflected in **20 % footfall increase** compared to the same period of 2019
- An **increase in turnover** has been significantly higher than the increase in footfall and reached **55%** in Q1 2022 compared to the same period in 2019
- Echo-owned shopping mall is an attractive destination for shoppers demonstrating **renewed post-covid popularity of in-person shopping** and a change in customer behavior
- Positive trend started in 2021 with further growth in demand for retail compared to previous periods



Galeria Mlociny strengthens position in northern Warsaw with record footfall

- Galeria Mlociny footfall and turnover achieved nearly record high level observed in 2021, showing return on in-person shoppers, and both metrics are on an upward trend
- Mlociny Shopping Mall is becoming the **leading shopping destination and a popular meeting point in northern Warsaw** thanks to its strong retail and entertainment offer
- With the strong start of 2022, we observe **further increases in footfall year on year** with the current number of visitors that is comparable with the Christmas period results





VIII.

Permitting

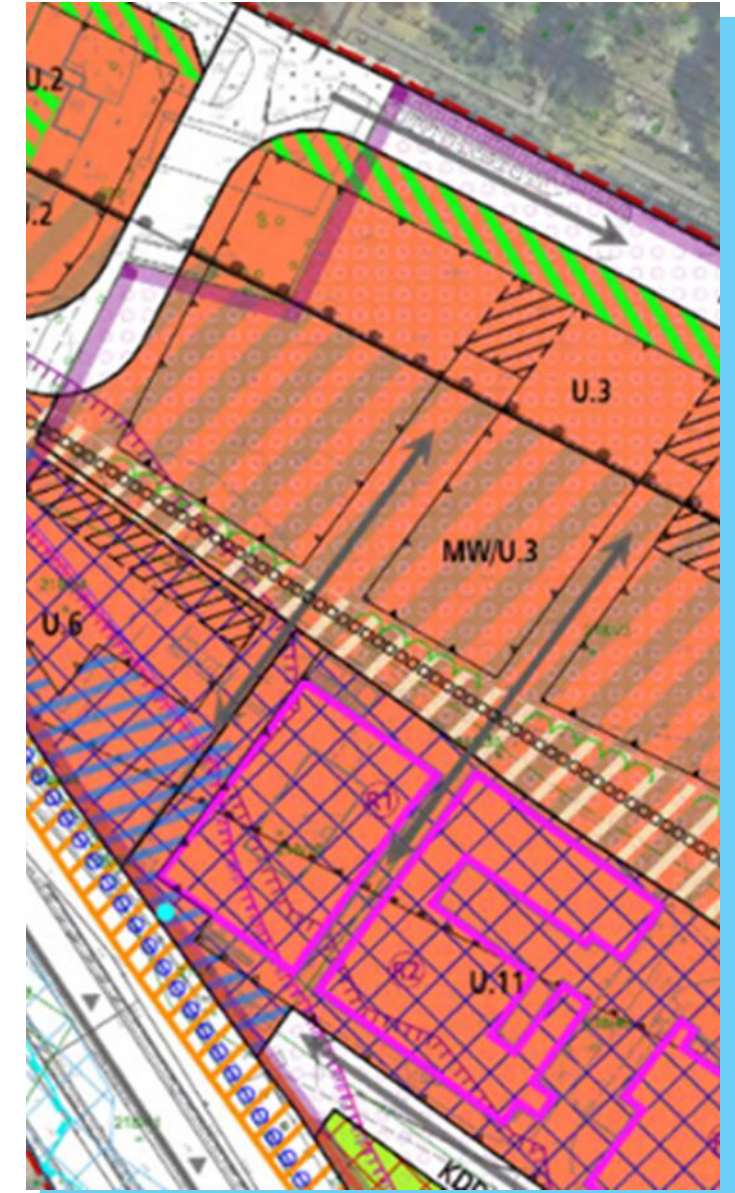
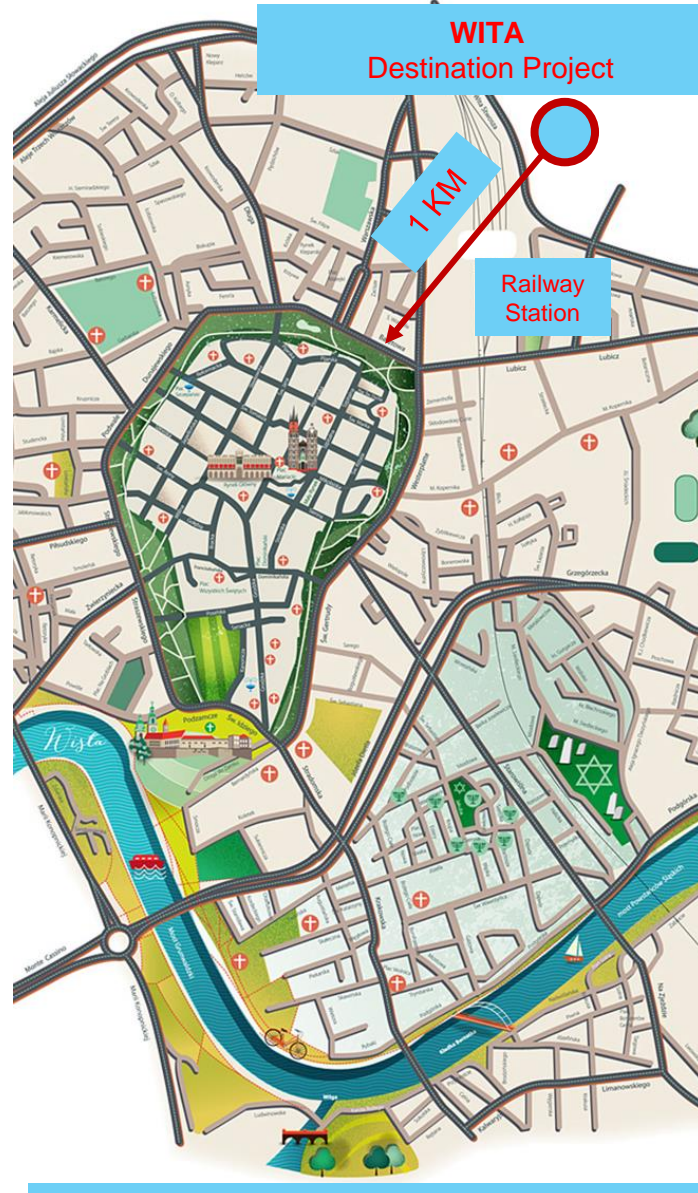
High margins in R4S following successful acquisitions and permitting

- Current market value of projects in preparation on Echo balance sheet is approx. 70% higher than their acquisition cost
- Current market value of projects in preparation on Archicom balance sheet is approx. 50% higher than their acquisition cost
- Value of plots that are going through the different permitting steps will be increasing over time
- Echo Group, with a **secured strong landbank**, will be able to deliver **high margins on residential sales**



Wita – new destination project near Cracow main railway station

- Continuous cooperation with the city council led to the approval of a new master plan for our **next destination project**
- Creation of a new multi-function area will be possible in Cracow on Wita street, next to main railway station
- The project will include residential (R4S & R4R) and commercial space (office and F&B) settled around a lively public square, central part of the project
- Total commercial and residential areas will provide ca. **40.000 PUM/GLA**
- Numerous public green areas are going to be a distinctive feature of the project, encouraging leisure activities





IX.

ESG

Echo Investment enlarged scope of ESG reporting in 2022

- The first ESG report presented in 2021 to underline growing importance of the area in the Company's operations
- **ESG reporting has also been introduced** by Archicom, and both reports were published **together with Q1 2022 results**
- **Scope of the report has been increased** significantly, and the main results are presented on the following slides



Echo's Investment impact on environment and cities

- **42% of our pipeline constitutes 'destination' projects** that develop cities in a human way and in line with the latest sustainable trends
- **25 awards from the industry, cities, and NGOs** for Echo and its projects in 2021
- **544 trees planted in 2021**. They are six times more valuable for the ecosystem than all trees that were cut
- **96,4% of waste from our construction sites was segregated**
- **Seven flower meadows were established** in 2021 and 2022 in the Echo-Łąka program with Łąka Foundation



Echo's Investment impact on people

- We are a stable employer, hiring **548 employees** and cooperating permanently with 59 specialists
- Average **seniority in the company is seven years**
- On average, over **1,800 people** were working on the construction sites in 2021
- **No severe accidents on the sites**
- Supporting women: **29 women were promoted in 2021, which is the majority of promotions** in the Company in 2021





X.

Financials

Q1 2022 Profit

Actual results [PLN mln]

	Q1 2022	Q1 2021
Revenue	283.6	155.4
Operating profit	108.0	72.9
Profit before tax	72.9	37.3
Net profit attributable to equity holders of the parent entity	51.4	24.5

PAP Consensus

	Q1 2022 (average)	Q1 2022 (range)
	241.9	236.7 – 248.8
	86.6	79.8 – 96.0
	-	-
	24.0	14.5 – 36.4

Revenues and margin in Q1 2022

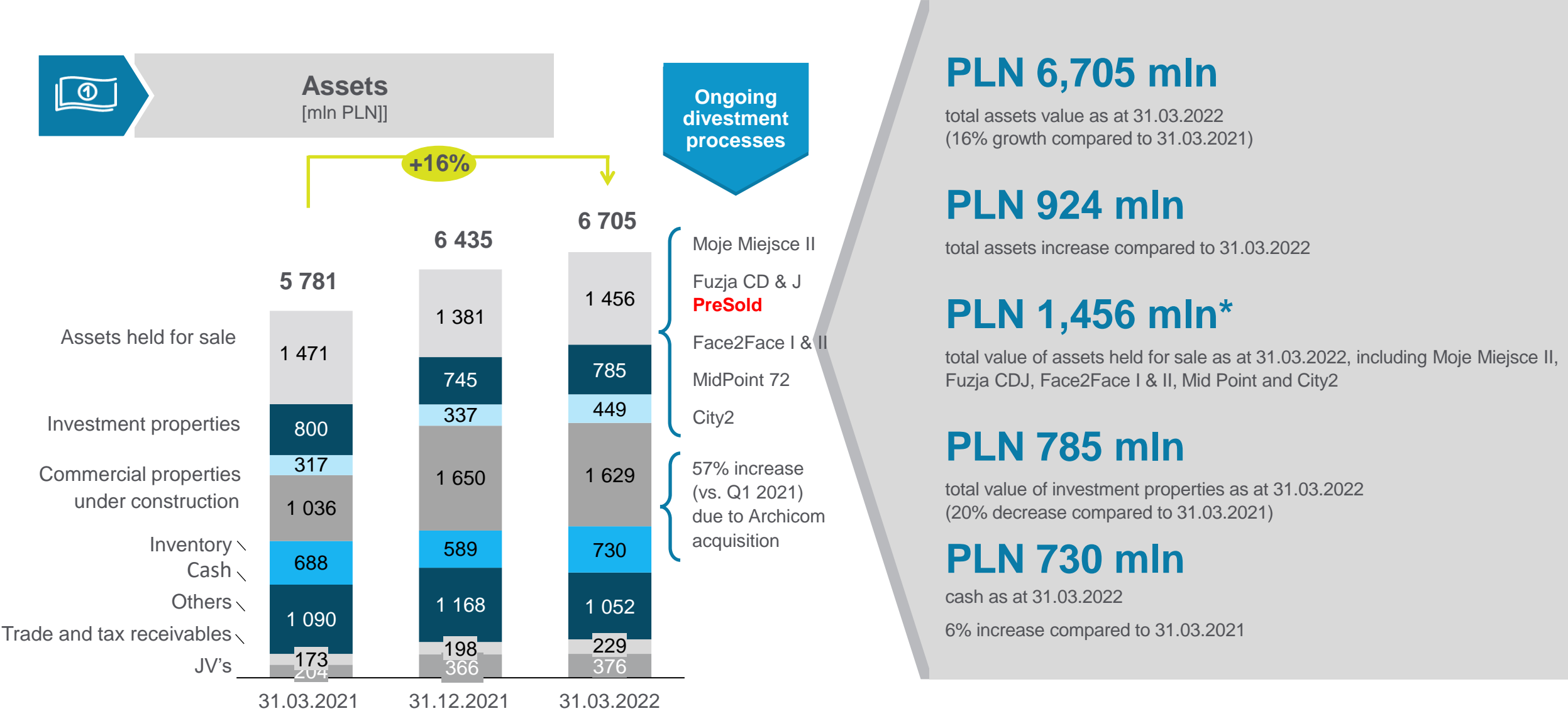
(PLN mln)

	Sales	Margin	Margin %	Main source of revenue
Residential	213	68	32%	Apartments sale
R4R	3	2	74%	Sale of Services to R4R
Commercial & other	68	27	40%	Rents, fit-out
Total	284	97	34%	

Fair value gain on investment properties (PLN mln)

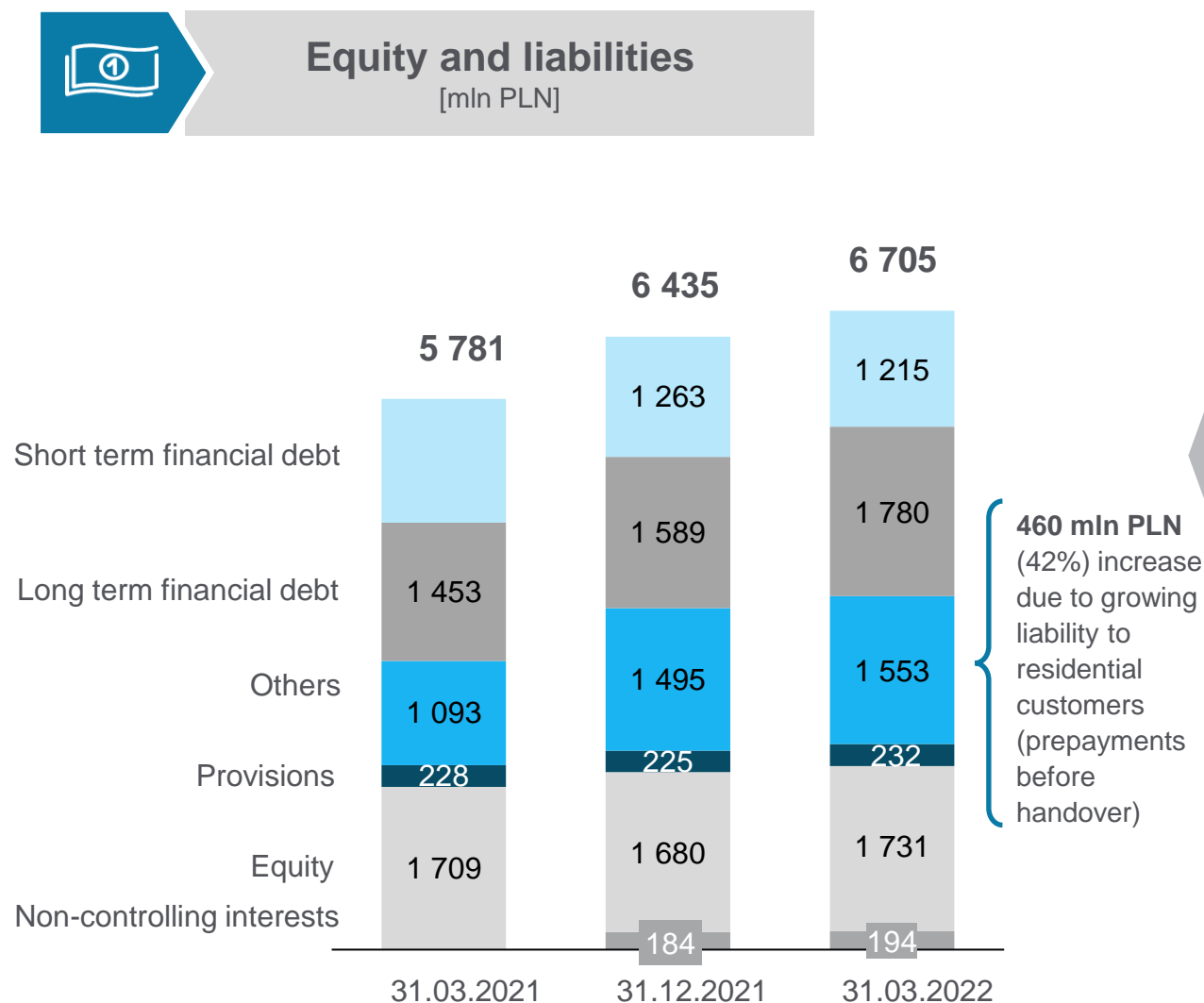
	Q1 2022	Accum.
Moje Miejsce II	3.7	14.9
MidPoint 71	-4.5	104.2
Face2Face I	8.1	64.0
Face2Face II	11.0	73.8
Libero	4.0	199.4
React I	-1.6	16.8
Fuzja CD & J	8.5	47.2
Brain Park I	0.5	33.0
City 2 (Archicom)	13.4	
Hetmanska (sold plot)	13.9	
Impact of rent straightlining- Office and Retail	-1.9	
Other	5.3	
Total	60.3	

Strong balance sheet with increasing cash position



* ca. 40% of value of assets held for sale is short term debt

Net debt ratio decreased by 2.6 p.p. and further decrease expected



PLN 2,995 mln

Total long and short term debt as at 31.03.2022

Long-term debt increased by PLN 327 mln compared to 31.03.2021, mainly due to the extension of short-term debt (RCF) into long term debt

Short-term debt decreased by PLN 83 mln compared to 31.03.2021

- Disposal of Moje Miejsce II, Fuzja C&D, Face2Face, City2 and Midpoint will decrease short-term debt by PLN 597 mln
- Maturing bonds will be refinanced and transferred to long-term debt

37.9% net debt ratio*

(net debt) / (total assets – cash)
compared to 40.5% as at 31.03.2021

Further decrease of this indicator is expected in 2022 mainly due to planned disposal of office assets.

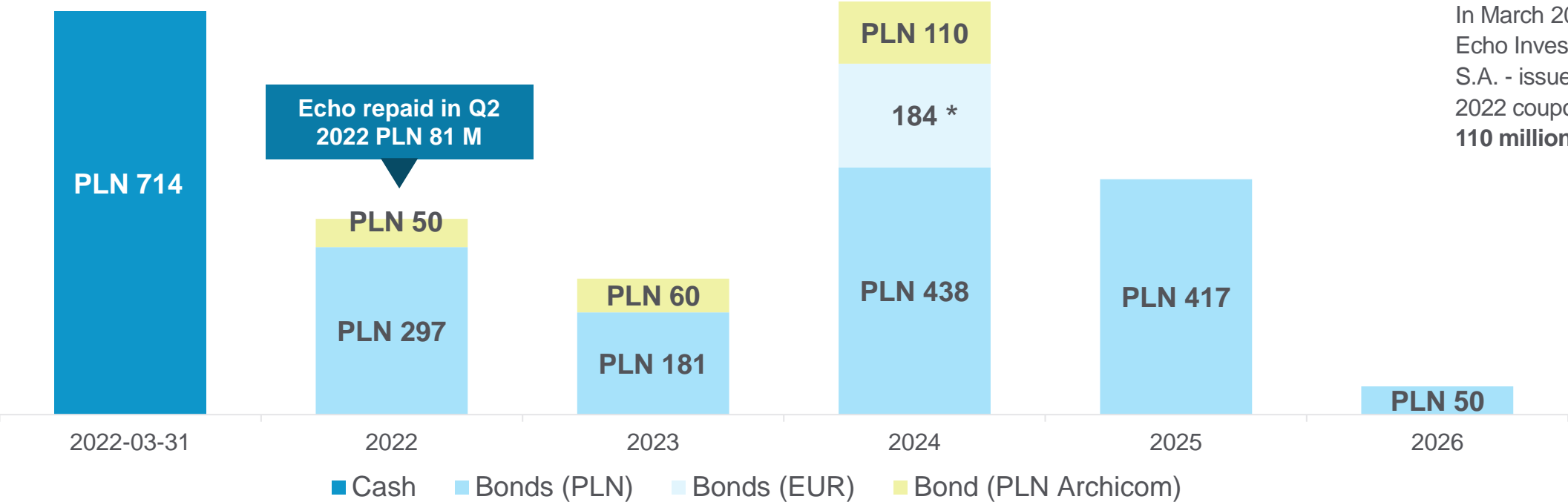
Strong cash position

Cash and available overdraft vs. maturity of bonds
as at 31.03.2022 [mln PLN/EUR]

Bonds issued in Q1 2022

In January and March 2022, Echo Investment issued two series of bonds for individual investors in the total amount of **PLN 100 million**.

In March 2022, a subsidiary of Echo Investment - Archicom S.A. - issued a series M6 / 2022 coupon bonds for **PLN 110 million**.



* PLN equivalent of 40 mln EUR as at 31.03.2022

Additional dividend proposed by Management Board

Proposed total dividend amount for 2021



PLN 0.32
per share

- **On December 28th** Echo Investment has paid out an advanced dividend in the amount of PLN 0.22 per share
- Management board proposed to pay additional annual dividend of **PLN 0.10 per** share, setting the total amount of dividend to PLN 0.32 per share
- Acceptance of the proposal will determine the total amount of dividend paid to be **PLN 132.1 million** (70% of 2021 Echo's net profit)



Q & A



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