



# INVESTOR MEETUP

**FUTUREAL**    **CORDIA**    **hello! PARKS**



***FUTUREAL***

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# **INVESTOR MEETUP**

28th May 2024

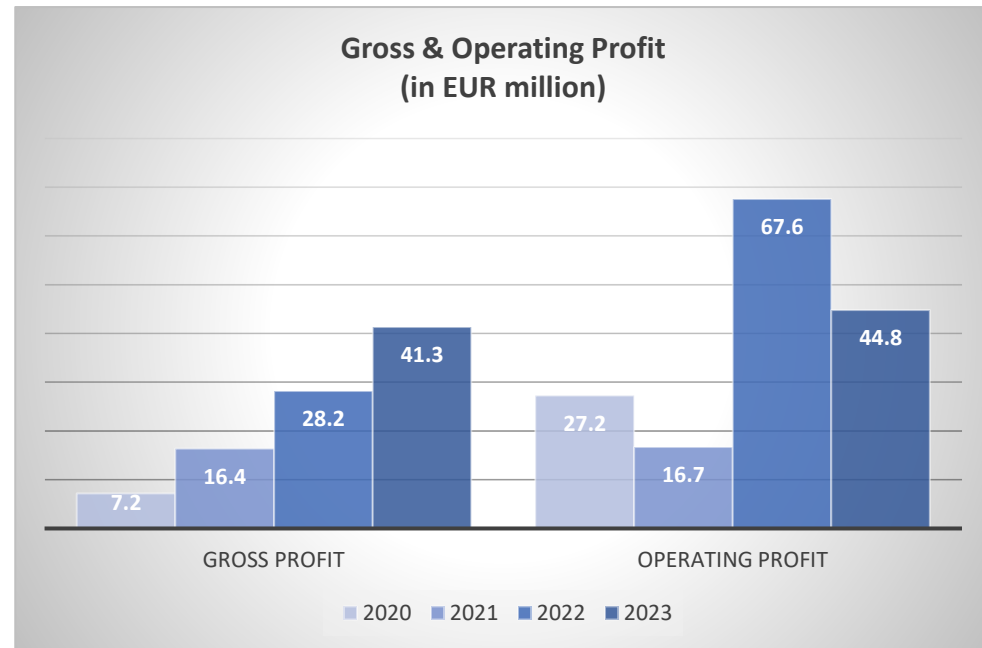
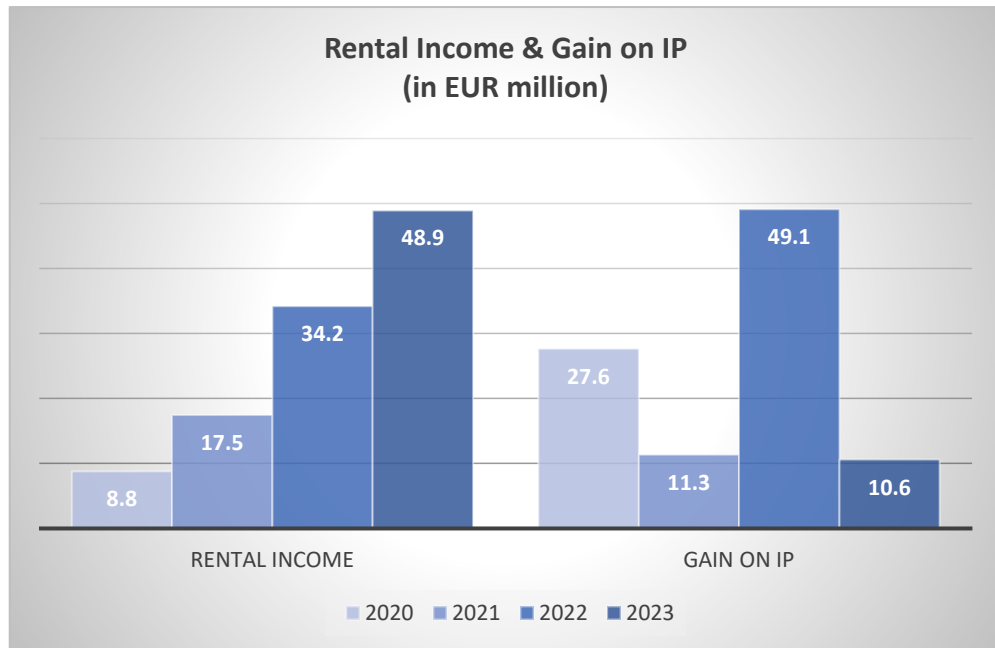


## STRONG PERFORMANCE OF OPERATING ASSETS, CONTINUED GROWTH OF HELLOPARKS

- Significant growth of rental income and thus gross profit
- Value of the portfolio stable, pressure on valuations of office sector expected in 2024
- Strong continued investment and value creation on logistics developments
- Adjusted net LTV (53.6%) and strong liquidity position partly in cash and partly in financial investments (over EUR 213 million)
- Strict liquidity and cash flow management
- Low interest financing locked-in long-term
- Bank and bond covenants met



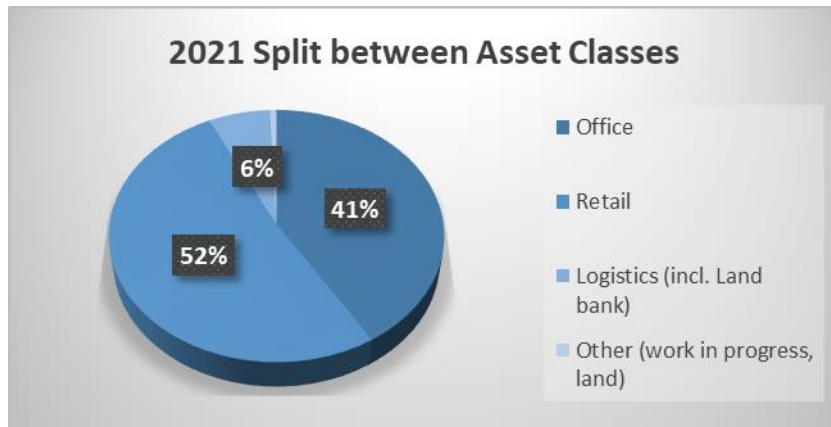
# SIGNIFICANT GROWTH OF GROSS PROFIT AND STRONG OPERATING PROFIT



# GROWTH OF INVESTMENT AND DEVELOPMENT PROPERTY VALUE

The value of investment and development property increased to EUR 1,061 million at the end of 2023 compared to EUR 969 million in 2022 year end

Futureal Holding portfolio is split almost evenly over the office, retail and logistics asset classes



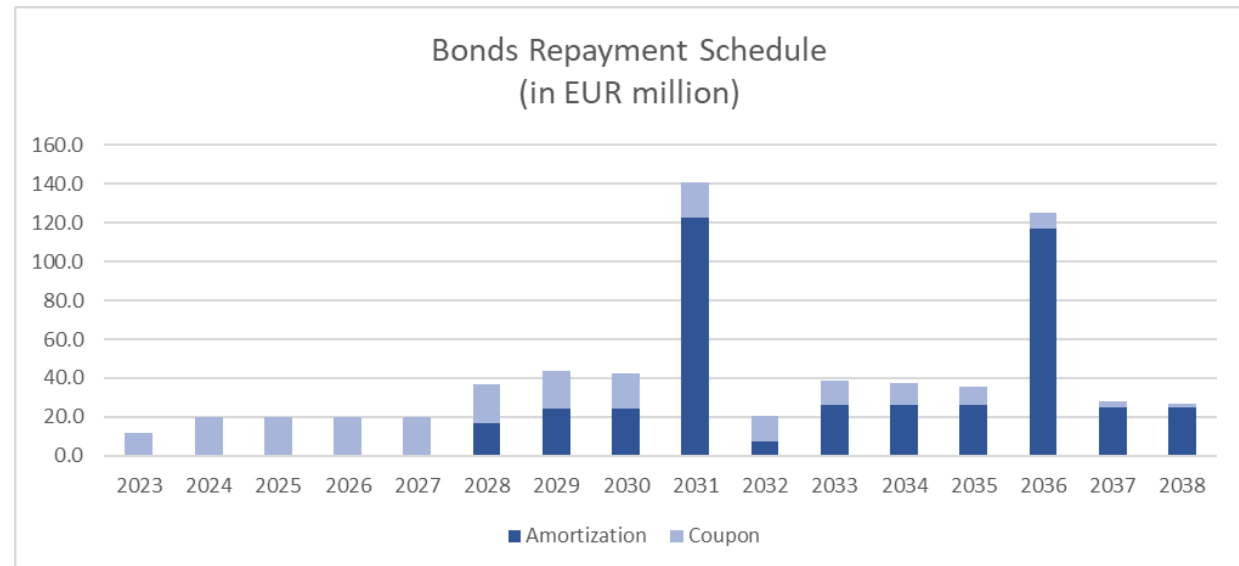
Investment and development property EUR 703 million



Investment and development property EUR 1,061 million

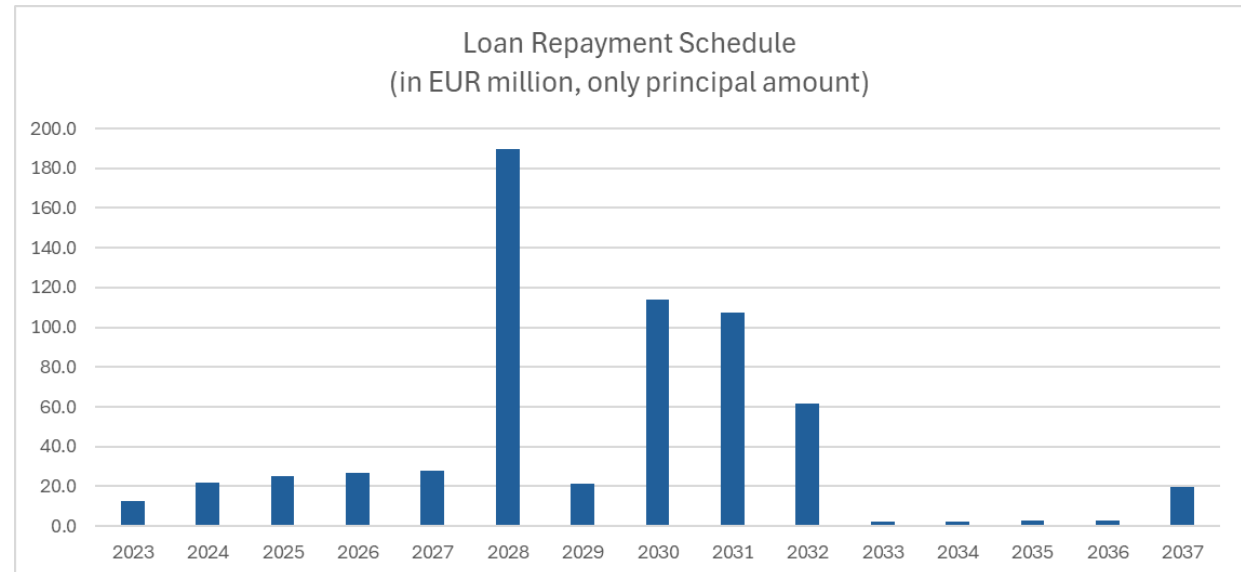
# LOW COUPON, FIXED RATE, LONG TERM BOND FINANCING SECURED

- 3 series of long-term bonds maturing in 2031, 2036 and 2038 issued
- Futureal Holding keeps in reserves corresponding to the maturity schedule of its bond related liabilities. Reserves are kept partly in high quality financial investments not classified as Cash and Cash Equivalents in the financial statements
- Average coupon p.a. 4,55% (29% in EUR, 71% in HUF)



# LOW INTEREST FINANCING LOCKED-IN LONG-TERM

- Long term financing secured for all major projects
- Average all-in costs of financing fixed at 3.3% for construction period and 3.1% for investment period (via IRS)



# RETAIL PORTFOLIO



## ETELE Plaza in Budapest

A unique, **three-story, 55,000 sqm** shopping mall with over **150 units** and **96.2% occupancy**. It offers numerous renowned brands, a supermarket and a cinema. With excellent public transportation, it welcomes **165,000 daily visitors**.



### Key actions

- Continued performance stabilization and focus on growth
- Continued tenant-mix improvement
- Achieve 100% occupancy
- CAPEX investments (PV panels and Kids 2 cinema)

## Manhattan Shopping Mall in GDAŃSK

**25,570 sqm** shopping mall located in the Wrzeszcz area of Gdansk with **120 units** and **98% occupancy**, anchored by the **Eurospar supermarket, Sinsay, Rossmann** and **Pepco**.



### Key actions

- 20% increase of NOI since acquisition
- Analyze potential re-development for mix-use project

## Bemowo Shopping Mall in Warsaw

**30,345 sqm** shopping mall with **120 units** and **97% occupancy**, anchored by a **Carrefour hypermarket, Rossmann** and **RTV Euro AGD**. The asset is well located, with numerous public transportation routes reaching the asset.



### Key actions

- Improve performance of the asset
- Execute on the repositioning plan into residential project



# OFFICE PORTFOLIO



## Budapest ONE

Prestigious **66,000 sqm** office park located at **Örmező**, Budapest's **major transportation hub**, offering quick access to the city centre and beyond. The building offers exceptional office spaces. It has achieved international recognition and certifications, including **WELL Health-Safety** and **WELL Building Platinum**, the highest pre-certification from WELL in Hungary. The building has a multi-story smart car park with **1,200+ spaces** and **electric chargers**.



### Key actions

- Continued focus on occupancy improvement
- Increasing WALT by extending leases
- ESG related CAPEX investments, improving EPC ratings



## Corvin Innovation Campus in Budapest

Ground-breaking **mixed-use building**, an extension of the Corvin Promenade. It offers a high-quality working environment with **contactless features** and **sustainable solutions**.

With unique facade and a dynamic design, it's **one of Hungary's most energy-efficient buildings**, prioritizing wellbeing of it's users. The building has **BREEAM Excellent** and **WELL Platinum** certifications. The complex includes retail, dining, and sports amenities.



### Key actions

- Continued focus on occupancy, turnover improvement

# OFFICE PORTFOLIO



## Wratislavia Tower in Wrocław

**11-storey, glass-clad mixed-use building** located in the **centre of Wrocław**, one of the largest cities in Poland, with **12,000 sqm** of office and service space, including **a cinema** and **a fitness centre**. The building is planned to be **refurbished and leased by end of 2023**.

### Key actions

- 100% leased asset. Last fit-out works to be completed by end of 2024
- Stabilization of the operations
- Ready for sale in the end of 2024

## Antares Building in Warsaw

**13-storey office building** offering **9,400 sqm** of office space and **229 parking spaces**. Situated opposite Galeria Mokotów, it provides its users with convenient access to a variety of services. **Well-connected to public transport**, a 10-minute drive from the city centre and the airport.

### Key actions

- Under exclusivity for disposal now
- Repositioning for student housing pending

## Spectrum Building in Glasgow

Iconic stainless-steel clad structure **located in the Glasgow's CBD**, offering **6,800 sqm of office and retail space**. It enjoys easy access to amenities including restaurants, bars and hotels. Due to proximity to one of the city's **key transport hubs**, it benefits from **convenient public connections**.

### Key actions

- Continued focus on occupancy improvement
- CAPEX investments focusing on creation of market attractive smaller fully fitted suits
- Flexible workspace operator involvement

## Lipowy Park in Warsaw

**9-storey, glass-clad office project** located in the **N-CBD of Warsaw** in Poland, with **40,000 sqm** of office space. The building is planned to be **refurbished and leased by mid 2025**.

### Key actions

- Two out of the four buildings were already sold with secured conversion into student housing
- Refurbishment of common area pending.
- ESG focus works to be implemented once tenants secured
- Ready for sale in the end of 2025



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# INVESTOR MEETUP



# ABOUT US

**4 PARKS**

**910,000 GLA**

**274,000** SIGNED LEASE  
sqm **AGREEMENT**

**20**  
BUILDINGS

**6**  
COMPLETED

**3**  
UNDER DEVELOPMENT

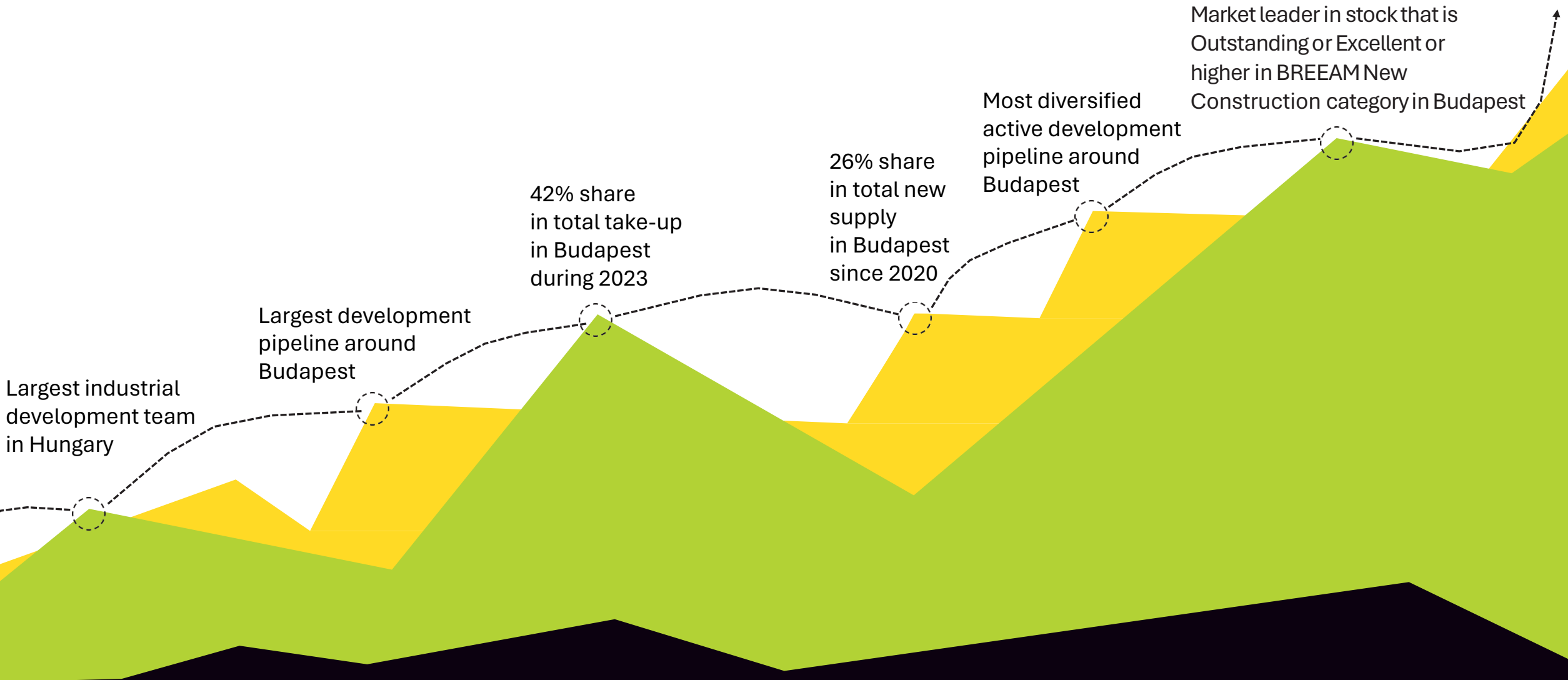
**11**  
IN THE PIPELINE



**PÁTY**  
**MAGLÓD**  
**FÓT**  
**ALSÓNÉMEDI**

# MARKET LEADER

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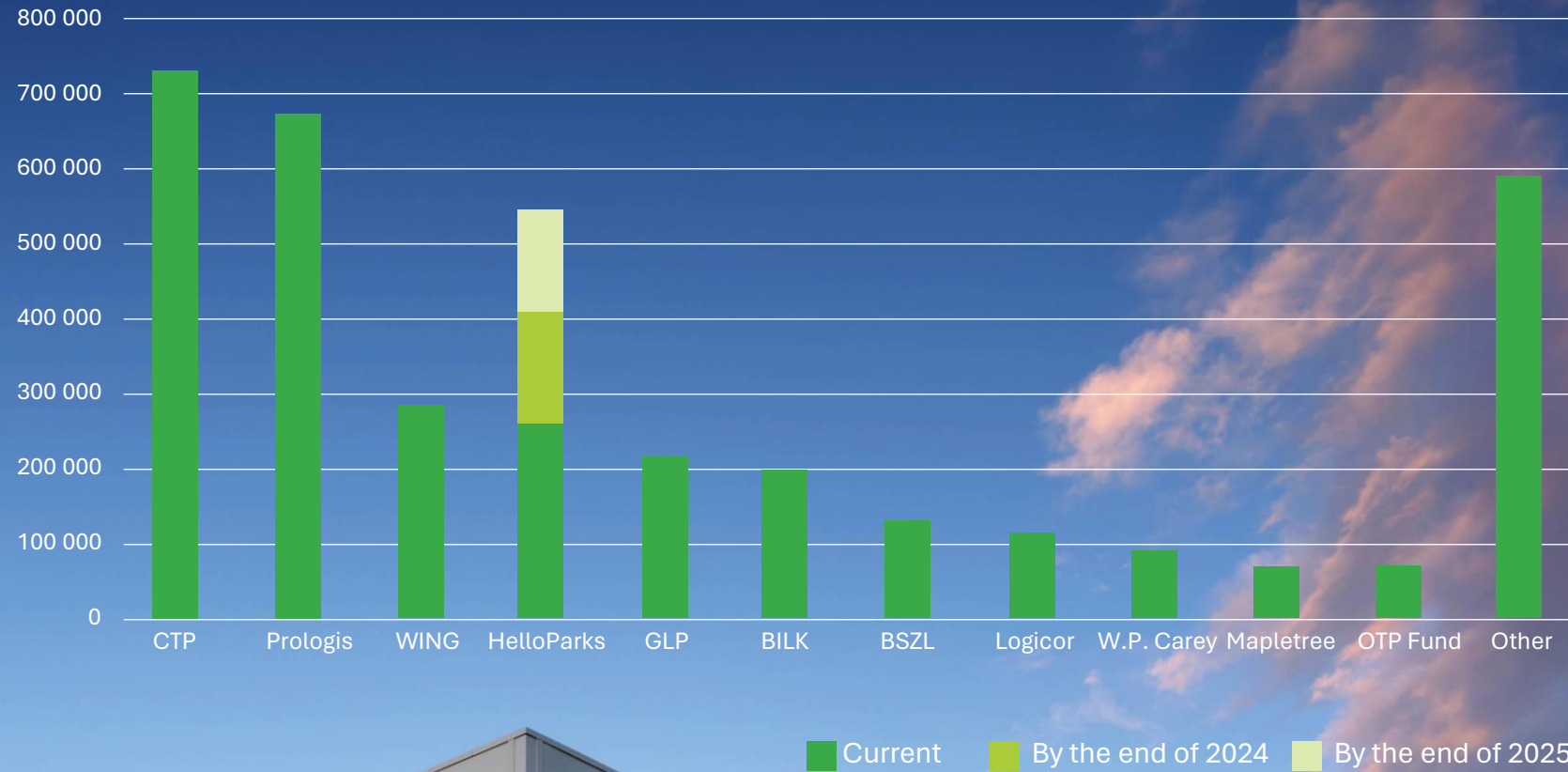
# HISTORIC BACKGROUND



I&L Stock Evolution in Greater Budapest



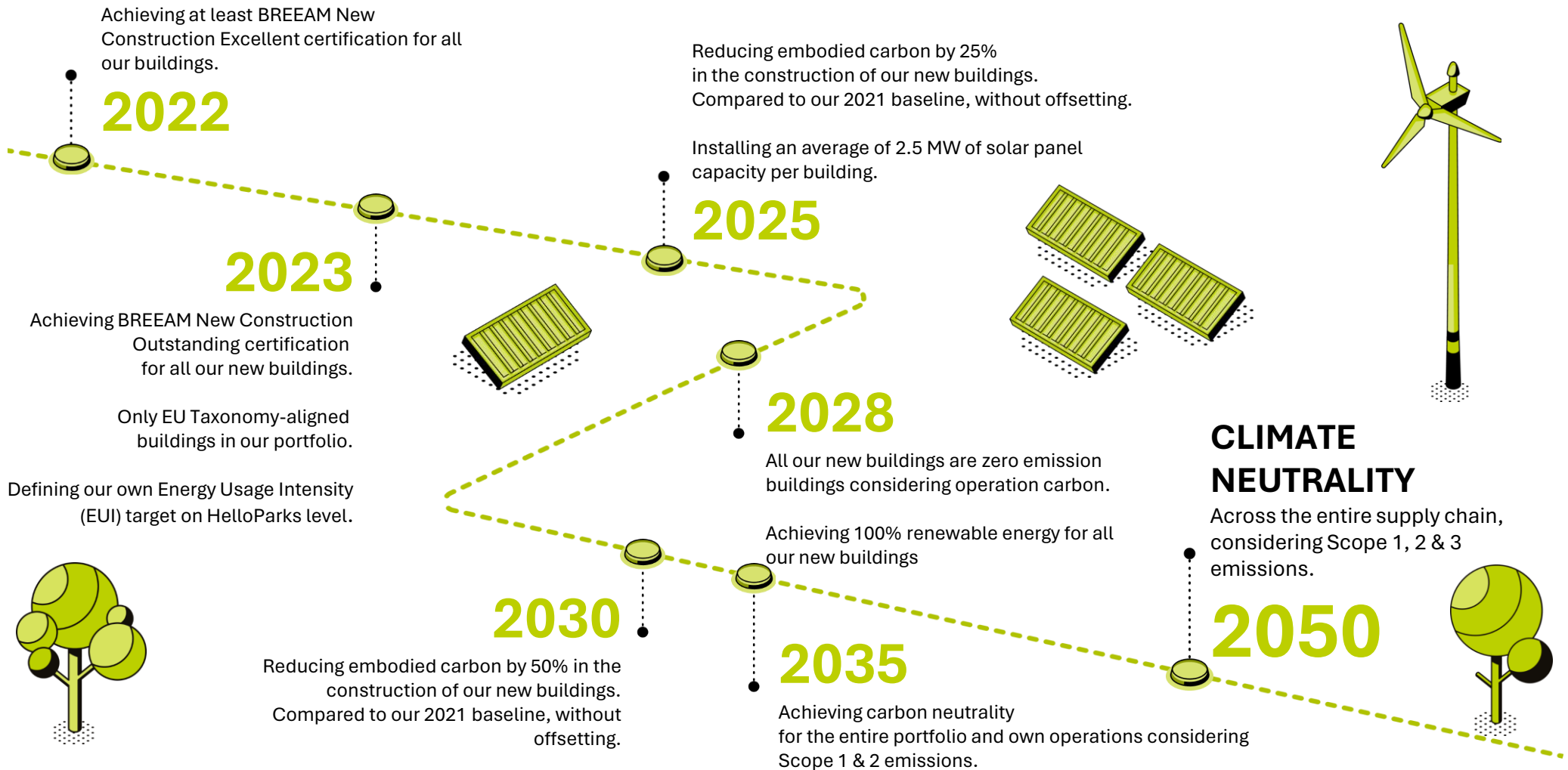
# MARKET PLAYERS BY AREA (SQM) \*Budapest





# ROAD TO ZERO

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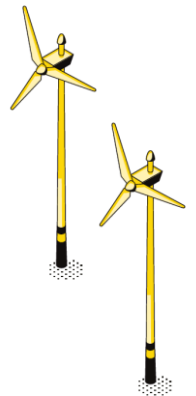
***Sustainable real estate development with long-term strategies in order to achieve the 2050 climate neutrality targets***

- **Operational carbon reduction:**
  - ✓ **New projects** are developed with the usage of the **CRREM tool**, in order to fit the reduction pathways
  - ✓ **Portfolio** is also reviewed with the **CRREM tool**, buildings are CREEM aligned until ~2040 without any retrofit or action required
  
- **Embodied carbon reduction:** own **HelloZero targets** are specified, target levels **fit the embodied carbon reduction pathway** established by the **Science Based Targets** (voluntary) as there are no EU nor national targets.
  - ✓ **2025 targets are on track**



- ✓ **BREEAM Outstanding** as standard across our **portfolio** in the New Construction category (first 2 buildings are BREEAM Excellent)
- ✓ **EU Taxonomy-aligned buildings**
- ✓ **Green investment opportunities**

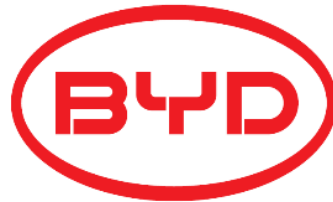
- **Long-term solutions for our tenants:**
  - ✓ on-site renewable energy with future extension possibilities
  - ✓ green electricity procurement upon request
  - ✓ continuous consumption monitoring and smart support for reductions with smart BMS solutions
  - ✓ automated ESG report input for our tenants
  
- **Life-cycle thinking during design and preparation:** Climate vulnerability risk analyses, low zero carbon strategies > **long-term ESG compliant buildings**



# LATEST TENANTS

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## Brands signed in 2023-2024



# OUR TENANTS

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# TENANT SATISFACTION



HelloParks has been a reliable partner from the very beginning in providing technological support for our plans, being highly flexible in dealing with our needs and always offering the right solution.

**Henter Gréte,**  
*Director of Facilities Management  
at Aeroplex*

We've had an excellent relationship with HelloParks for a long time, as we rent our warehouses in Fót in their innovative and environmentally friendly industrial park. We value our partnership and are grateful to work with such a modern-minded and responsible team on a daily basis.

**Viktor Varga**  
*Business Development Director of K&V Kft.*

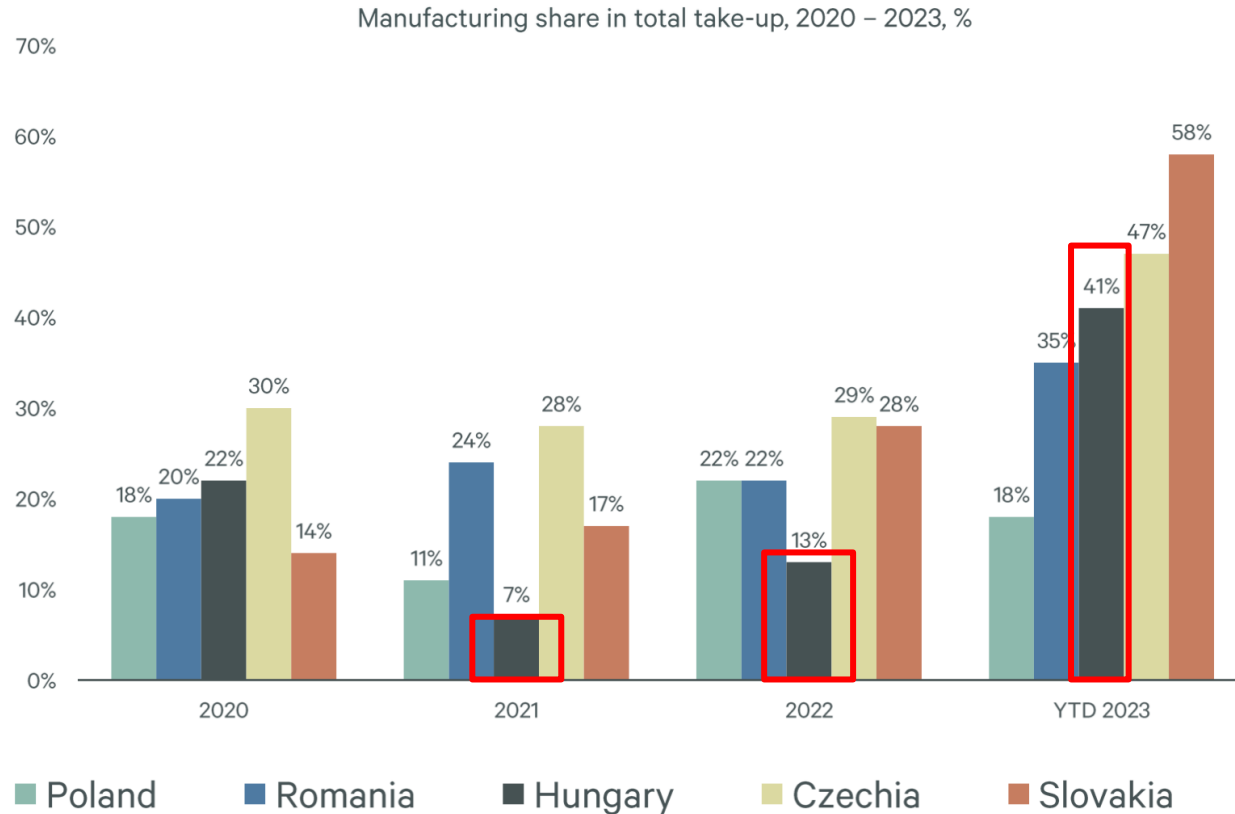
After considering several locations to relocate our international private label warehouse, we decided on the HelloParks site in Páty. When making our decision, we took into account several important factors, including the support and expertise of the developer, the location of the property with regards to retaining our current workforce, and ensuring the sustainable operation of the building.

**András Görgey**  
*Managing Director of dm Kft.*

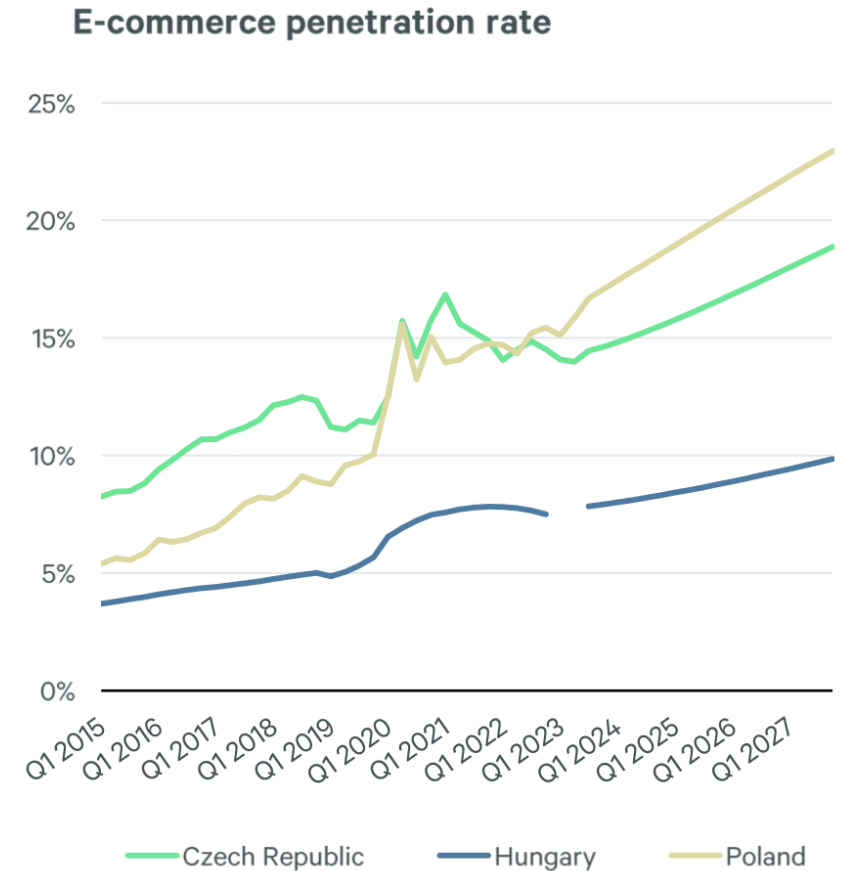
Relocating our warehouse to HelloParks Páty was a crucial milestone in our mission to operate in carbon-neutral facilities by 2025, and we're proud to have contributed to global objectives. We extend our sincere gratitude to all those who participated in making this relocation a success, and we look forward to continuing to exceed expectations in the future.

**Hendrik Venter**  
*CEO of DHL Supply Chain Europe,  
Middle East and Africa*

# FUTURE TAKE-UP



Source: CBRE Research, Q3 2023



Source: CBRE Research Q4 2023, Euromonitor, Eurostat

# MEGAPARKS

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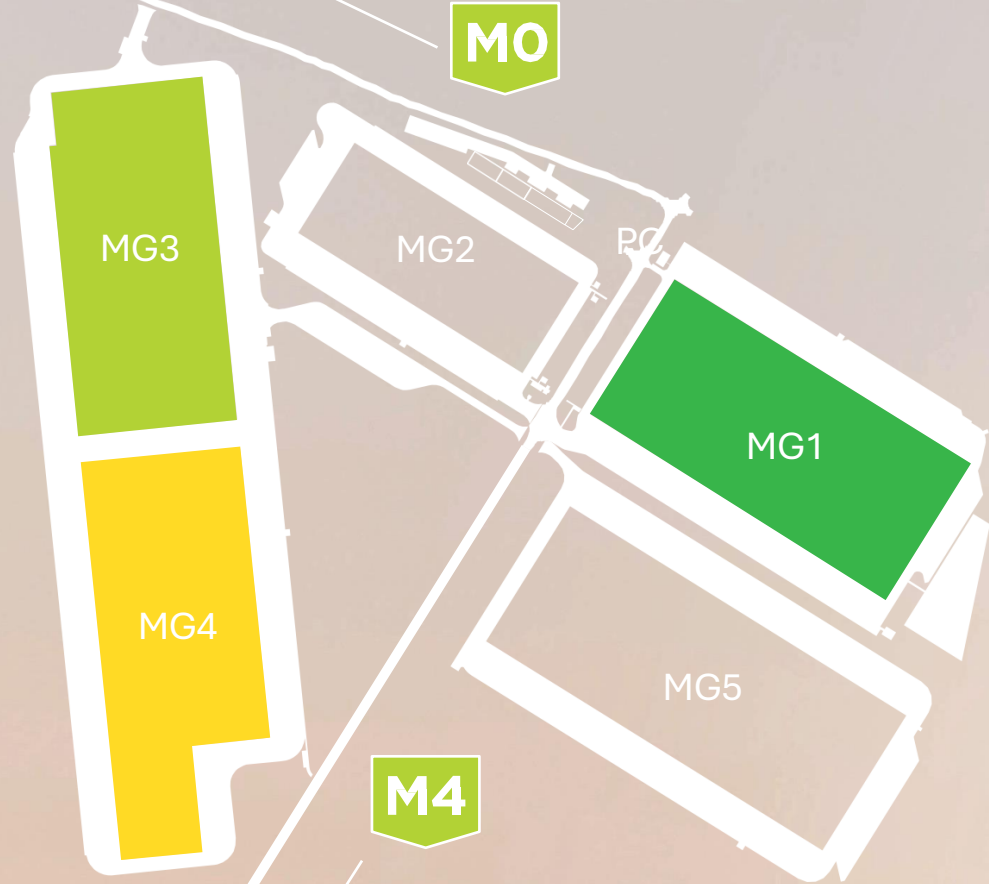





# 46 ha

TOTAL PARK SIZE

# 213,000 sqm

DEVELOPMENT POTENTIAL



-  Fully let
-  Available
-  Under construction

# MAGLÓD



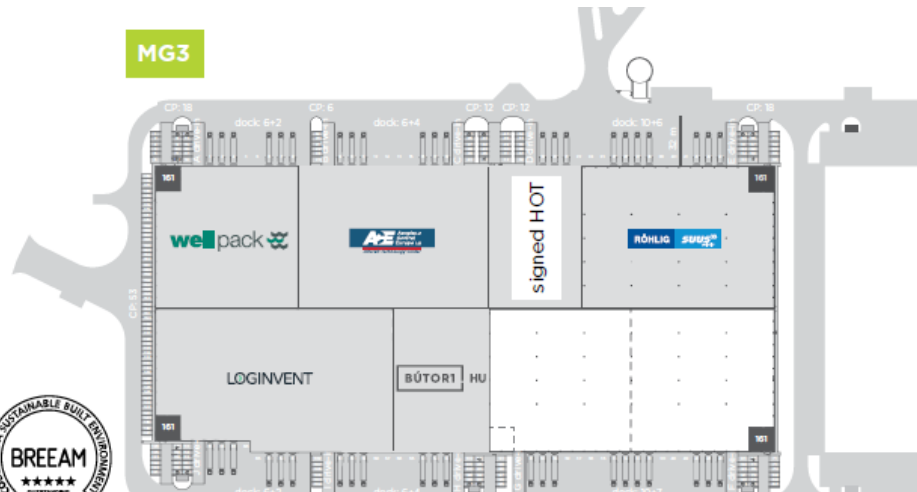
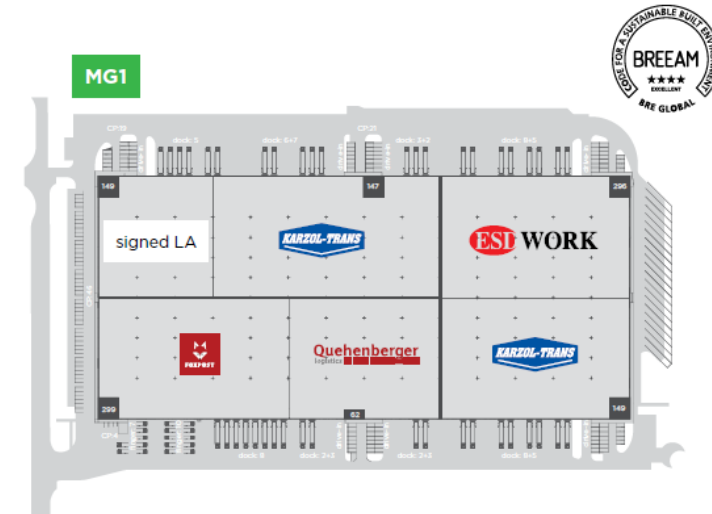
# MAGLÓD

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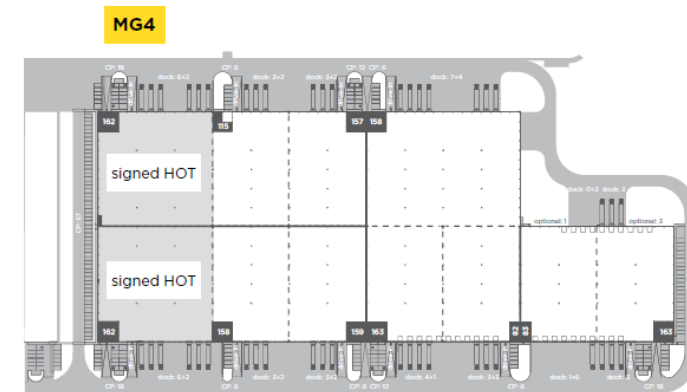
	Status	Total GLA	Occupancy*
MG1	Fully let	46,000 sqm	100%
MG3	Completed	45,000 sqm	78%
MG4	UC (Q4 2024)	46,000 sqm	22%
<b>HelloParks Maglód</b>		<b>137,000 sqm</b>	<b>66%</b>

**Remaining potential 76 000 sqm**

\*Signed LA & HOT



- Fully let
- Available
- Under construction



# PÁTY

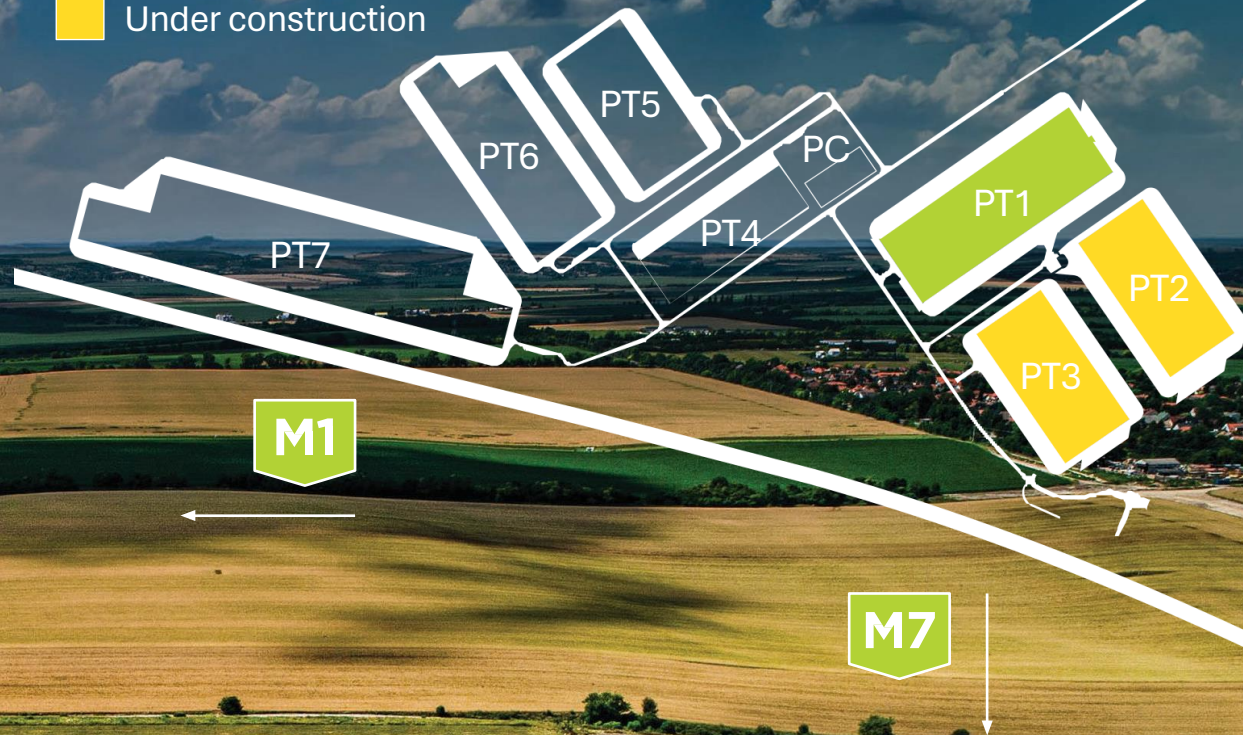
87 ha

TOTAL PARK SIZE

384,000 sqm

DEVELOPMENT POTENTIAL

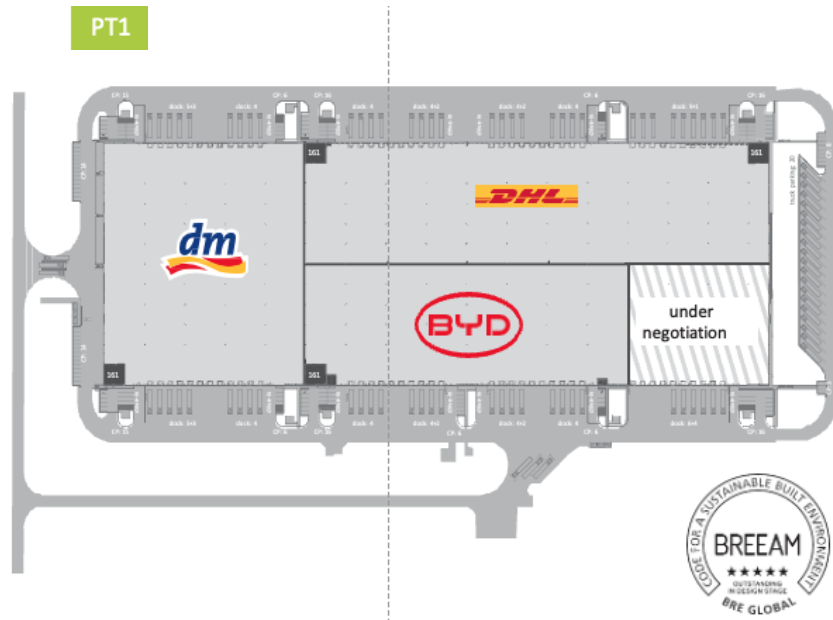
- Available
- Under construction



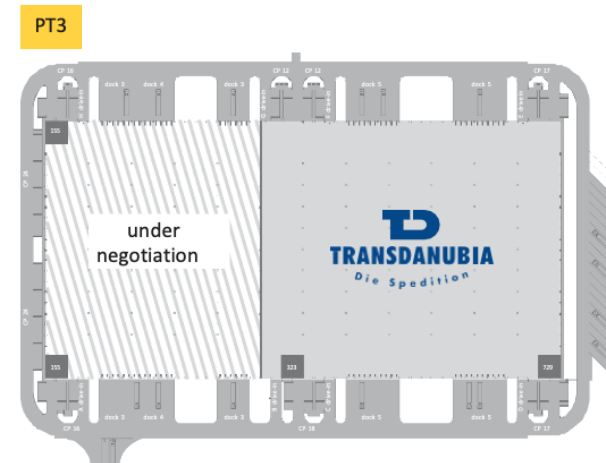
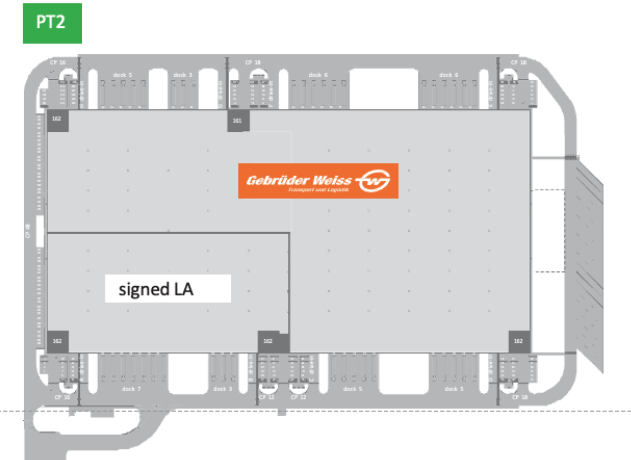
	Status	Total GLA	Occupancy*
PT1	Completed	58,000 sqm	90%
PT2	UC (Q2 2024)	42,000 sqm	100%
PT3	UC (Q4 2024)	42,000 sqm	61%
<b>HelloParks Páty</b>		<b>142,000 sqm</b>	<b>84%</b>

**Remaining potential** 242 000 sqm



\*Signed LA & HOT



- Available
- Under construction





-  Fully let
-  Available



# FÓT

57 ha

TOTAL PARK SIZE

252,000 sqm

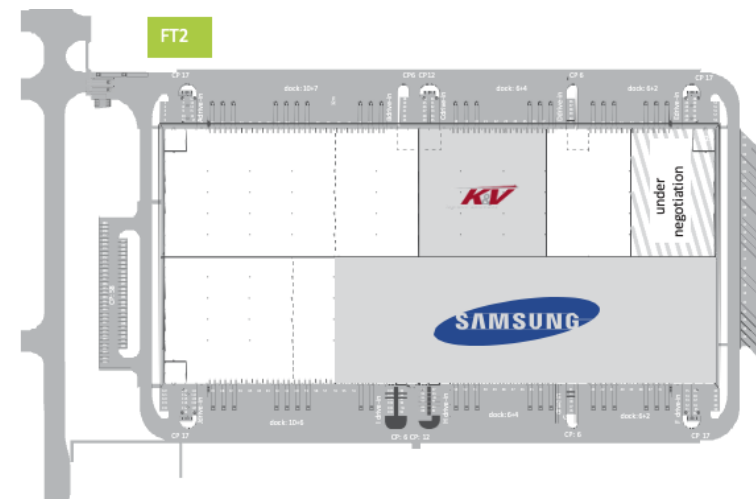
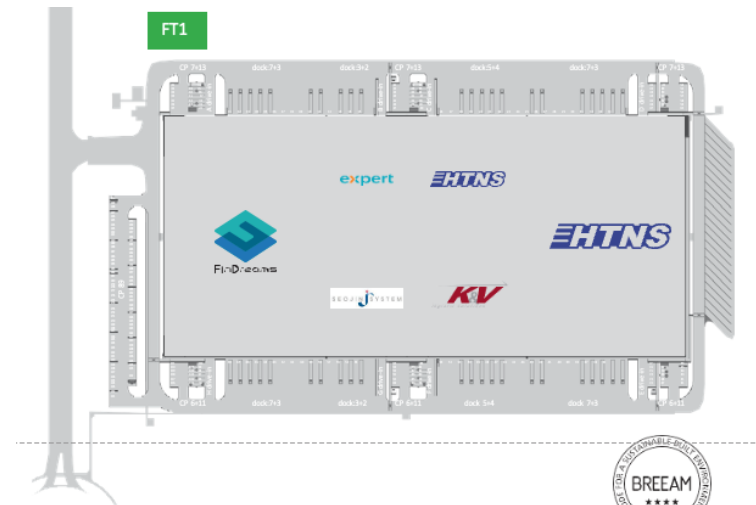
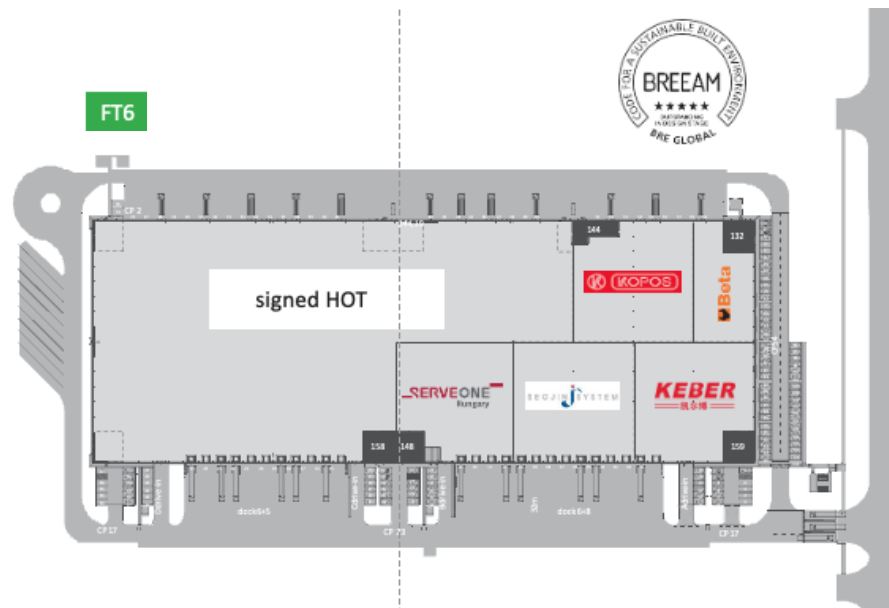
DEVELOPMENT POTENTIAL



	Status	Total GLA	Occupancy*
FT1	Fully let	45,000 sqm	100%
FT2	Completed	46,000 sqm	46%
FT6	Fully let	26,000 sqm	100%
<b>HelloParks Fót</b>		<b>117,000 sqm</b>	<b>79%</b>

**Remaining potential 135 000 sqm**

\*Signed LA & HOT



- Fully let
- Available



	Status	Total GLA	Occupancy*
AN1	UC (Q4 2024)	59,000 sqm	6%



Budapest

13 ha

TOTAL PARK SIZE

59,000 sqm

DEVELOPMENT POTENTIAL

 Under construction

M4



M5

# ALSÓNÉMEDI



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