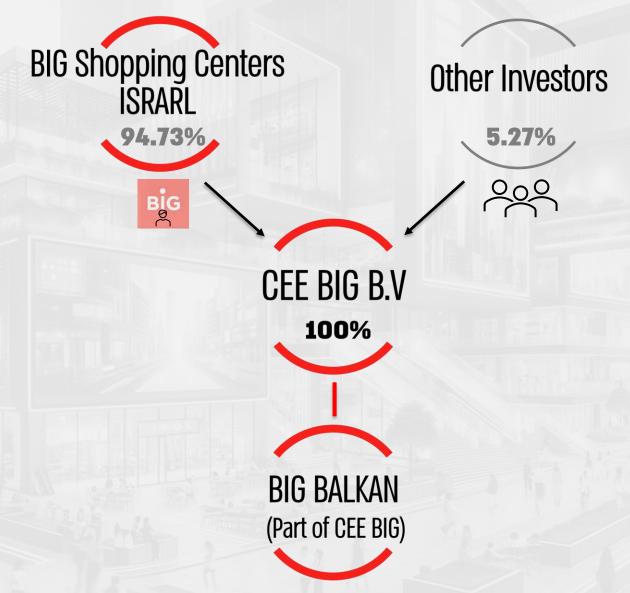


#### Structure Chart



#### Management \_



#### Lev Weiss | CEO BIG CEE

Mr. Weiss has been holding leading operational positions since 2015 and had joined BIG CEE in January 2019 after 3 years of work in BIG Israel. Mr. Weiss is in charge of designing and implementing business operations while promoting the company's culture and vision.



#### Branimir Bojić | Deputy CEO and Technical Director BIG CEE

Mr. Bojic has been involved in large number of Project developments in Serbia, particularly in development of retail parks and shopping centers across the country.



#### Nir Sidel | COO BIG CEE

Mr. Sidel joined BIG CEE in December 2021 after 6 years of work in BIG Israel where he managed a number of the group's leading assets. In BIG CEE he is in charge of property development, leasing and marketing for the markets of Serbia and Montenegro.



#### Alon Bargiora | CFO BIG CEE

Mr. Bargiora is a licensed CPA joined BIG CEE in 2018, after 7 years experience in Real estate projects in the CEE region, being financial controller of GTC Romania and manager at KPMG Hungary. Mr. Bargiora is managing BIG CEE financial department.



#### Nemanja Đurić | Leasing Director BIG CEE

Mr. Đurić has been working for BIG CEE since August 2023 as a Leasing Director and he is currently responsible for the whole leasing process throughout the portfolio. Prior to his career in BIG CEE, Nemanja was leading and managing a variety of real estate projects in Serbia and region in other leading Real estate companies.



#### Marija Drakulić Šebez | Marketing Director BIG CEE

Mrs. Drakulić Šebez has more than 18 years of experience, focused on developing brands and corporate communication. Last five years she spent as Communication Director of an Real Estate holding company. Marija joined BIG CEE in March 2024 and she is responsible for strategy and development of BIG brand and corporate image for the markets of Serbia and Montenegro.

#### About The Company

**Employees** 

69

**Yielding Assets** 

18



**368K SQM** 

**Future Projects** 



**Extensions** 



**Assets Value\*** 



€692 M

**Normalized NOI 2024** 



€56 M

**Average Rent | OCR** 

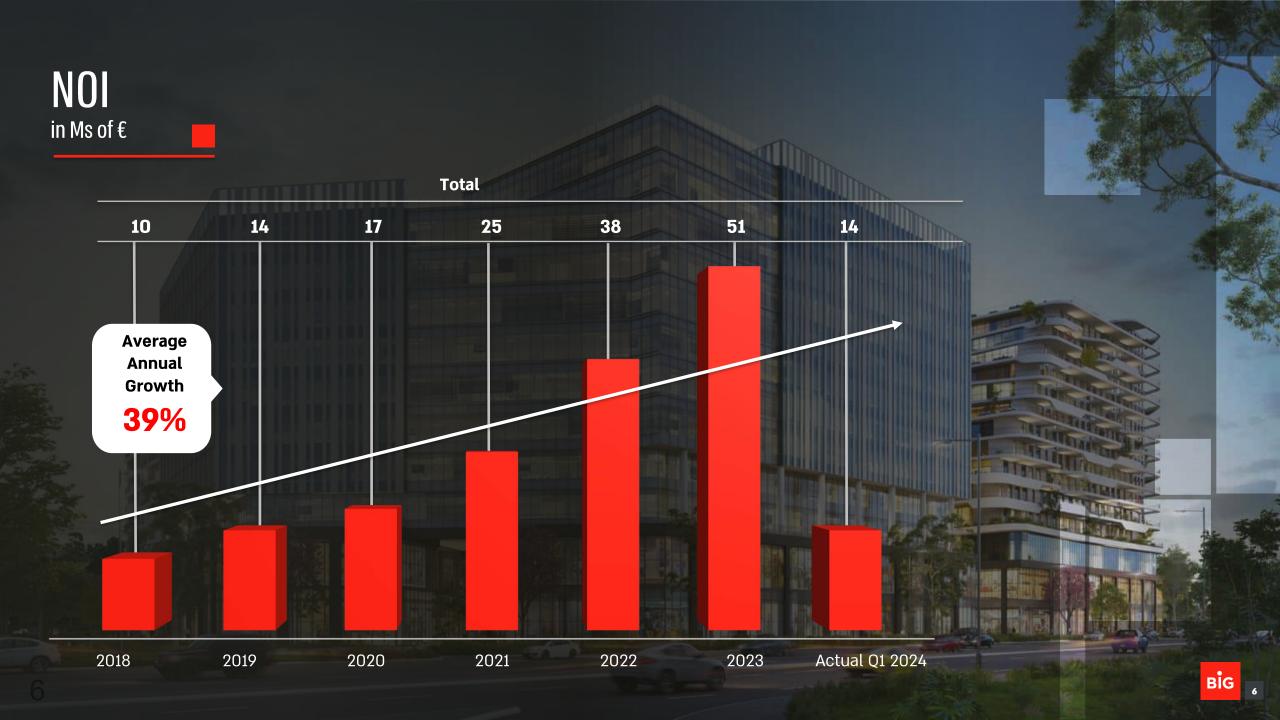


€15.39 per SQM | 8%

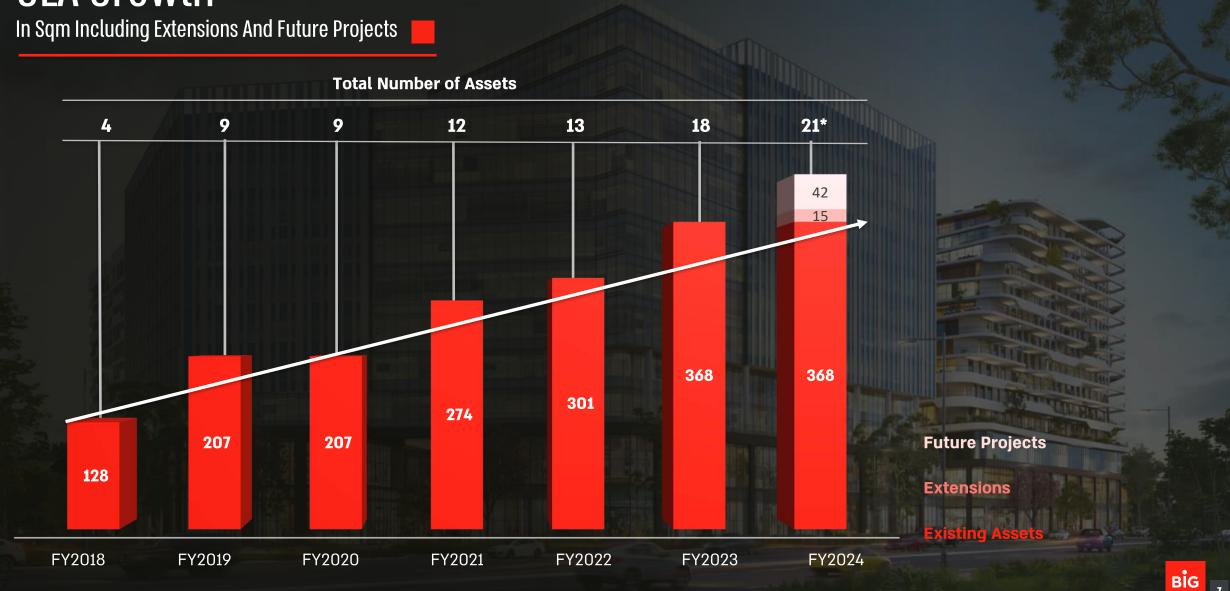
# BIG Assets In The Balkan

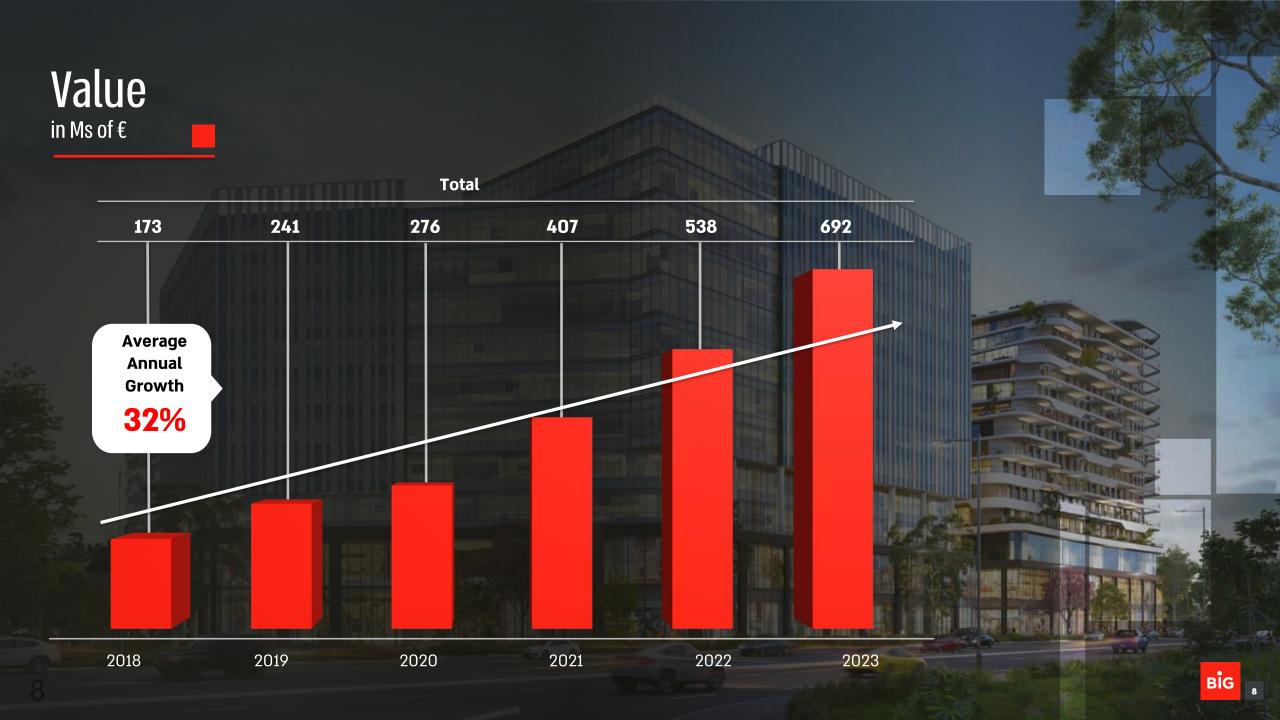
- 11 RETAIL PARKS
- 3 SHOPPING MALLS
- DESIGNER FASHION OUTLET
- OFFICE BUILDING
- MIXED USE PROJECT
- 1 LOGISTIC PARK





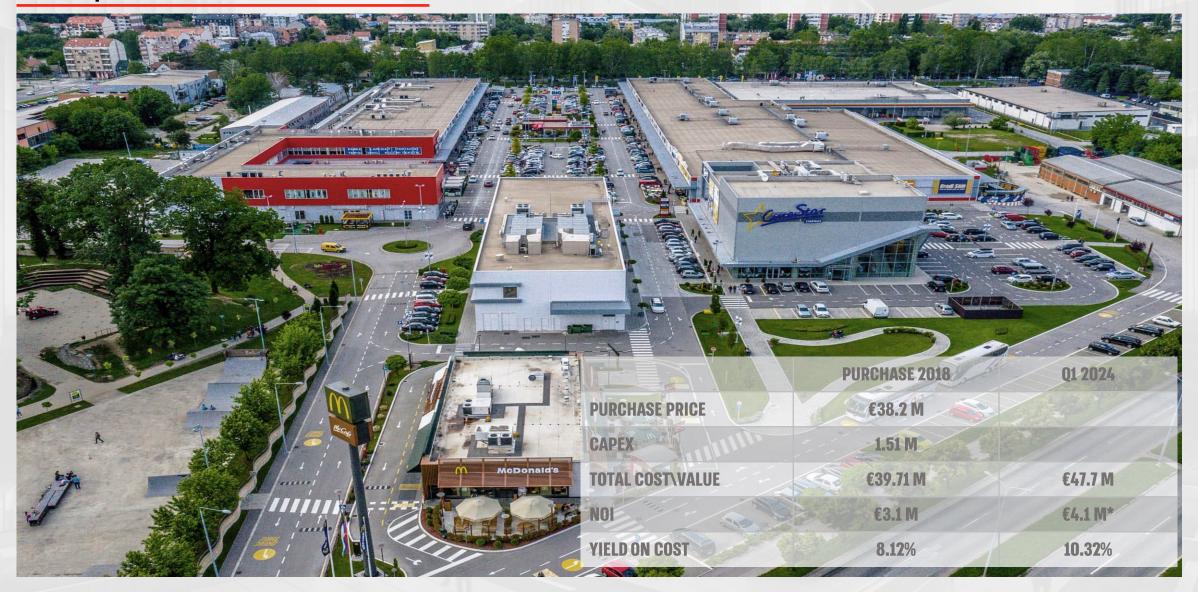
#### **GLA Growth**





#### **BIG** PANČEVO

**Example Of Value Add** 



#### **BIG FASHION PODGORICA**

**Example Of Value Add** 





#### **BIG FASHION PODGORICA**

**Extension Plan** 











EXISTING MASSING 28.2K SQM NEW CONNECTION BETWEEN

NEW CONNECTION BETWEEN EXISTING BUILDINGS

RESHAPED URBAN CONNECTION

NEW RECOGNIZABLE LANDMARK

**APPROXIMATE +17K SQM OF GLA ADDED** 



### BIG ZRENJANIN\_



#### **BIG** NOVI SAD



#### **BIG** PAZOVA

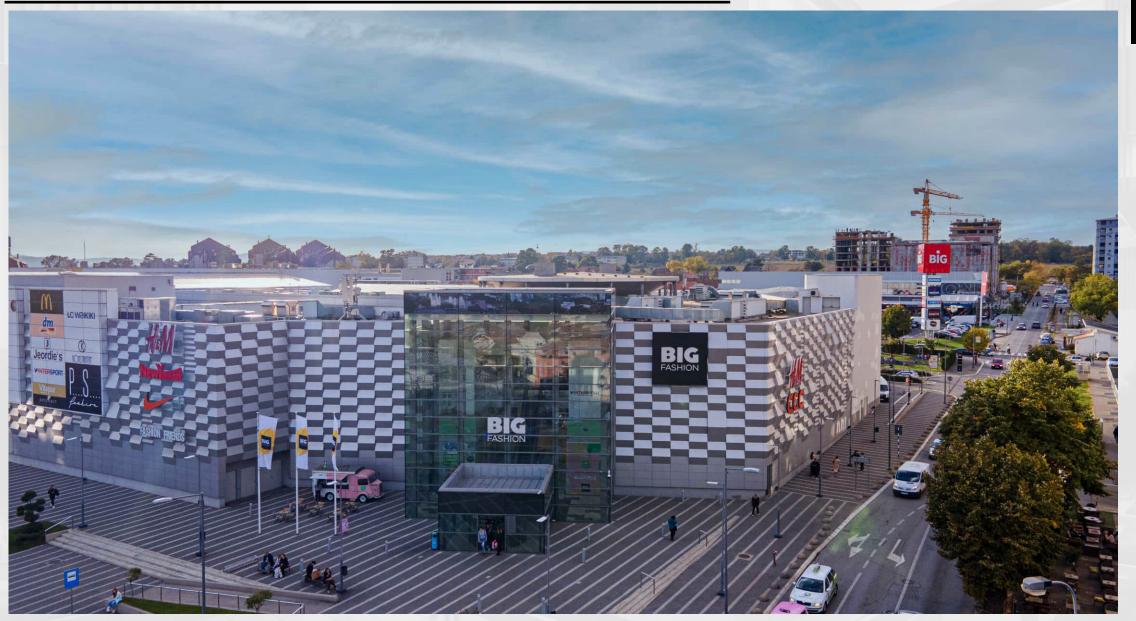


### BIG BELGRADE



### BIG FASHION KRAGUJEVAC





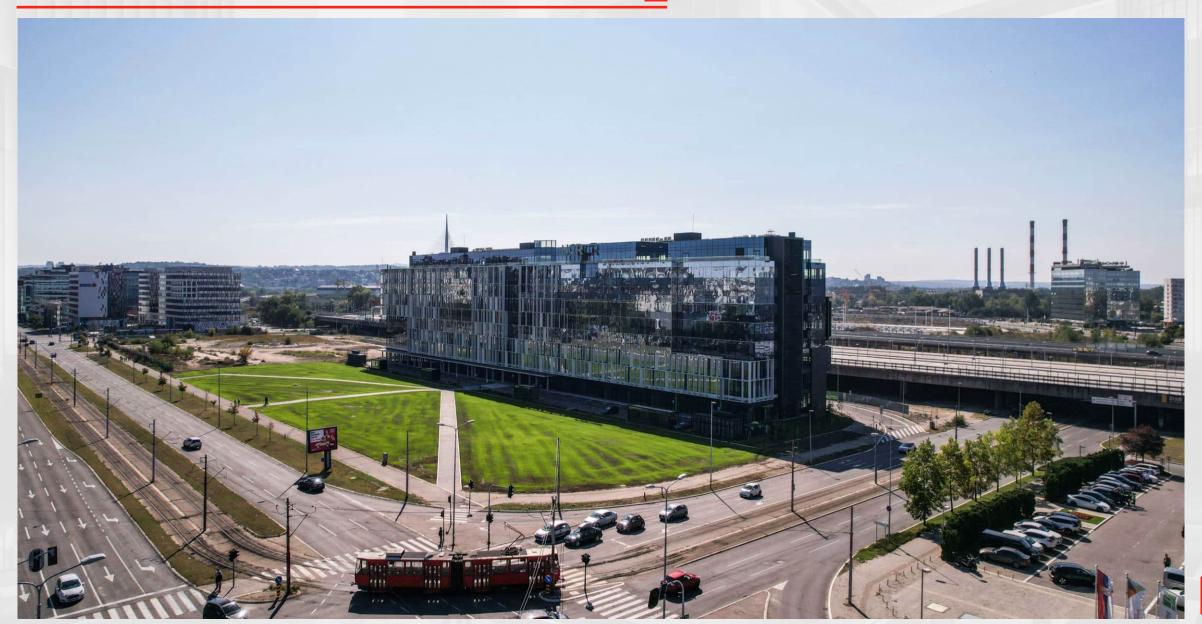
#### **BIG** KRAGUJEVAC



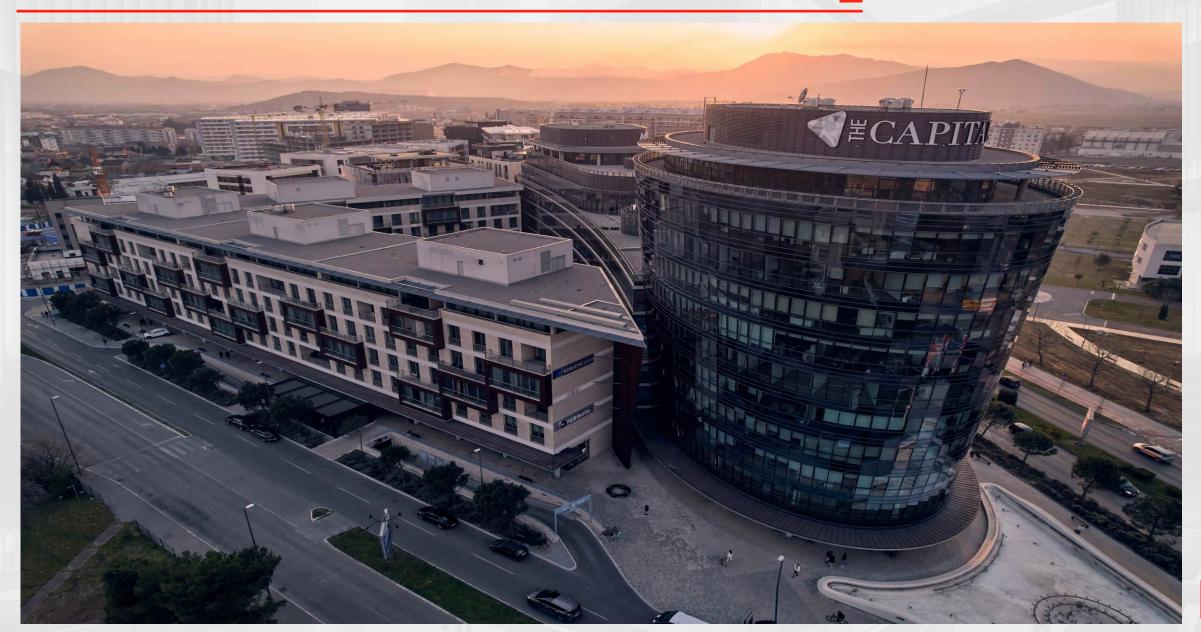
### **BIG** KRUŠEVAC



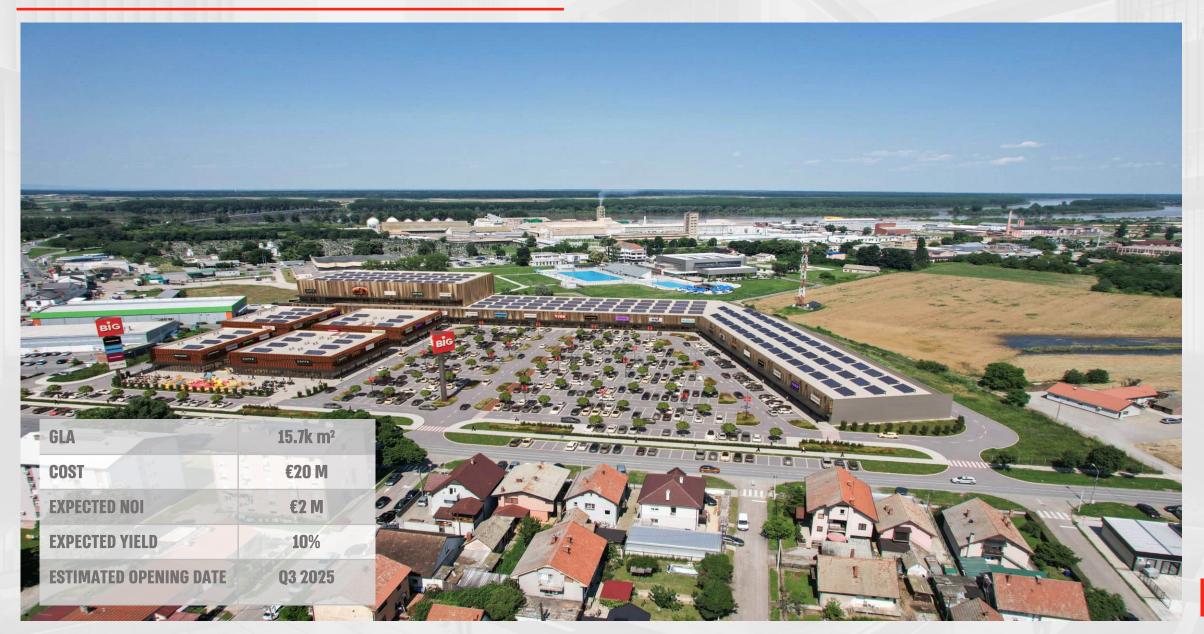
#### NCR CAMPUS BELGRADE



#### THE CAPITAL PLAZA PODGORICA



### BIG ŠABAC (RENDER)



### BIG ČAČAK (RENDER)



### BIG BOR (RENDER)







#### About The Company

**Employees** 

**Yielding Assets** 



47.5K SQM

**Future Projects** 



**64.8K SQM** 

**Extensions** 



**Assets Value\*** 



€79.8 M

**Normalized NOI 2024** 



€5.75 M

**Total Loans | LTV\*** 



€42.6 M | 53%

#### BIG Assets In Poland



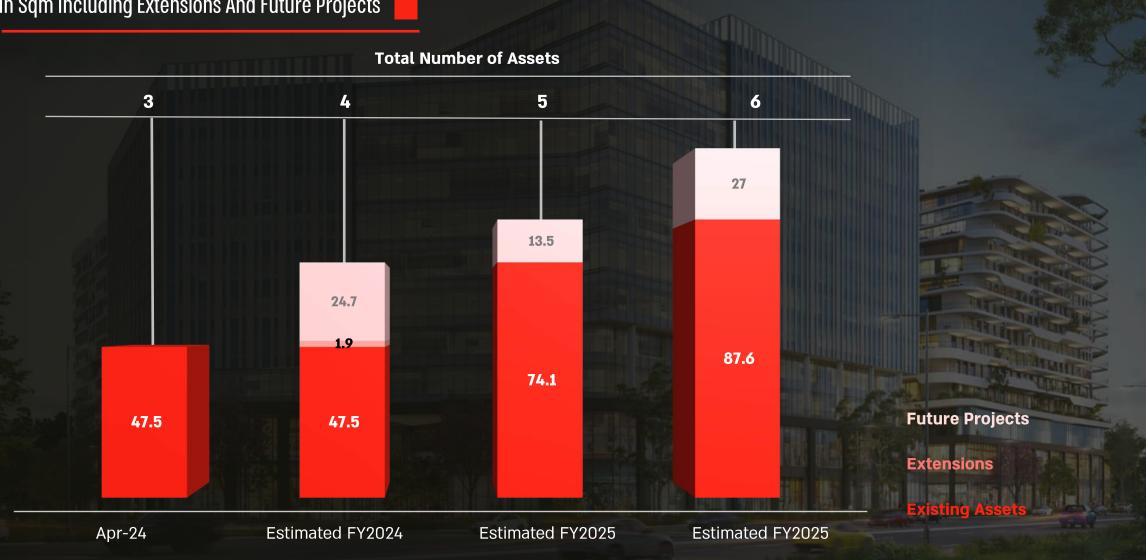


BIG FUTURE PROJECTS.



#### **GLA Growth**

In Sqm Including Extensions And Future Projects



# BIG ANDRYCHOW Opened 2023

Purchase date | Q4 2022

GLA | 24K SQM

Parking spaces | 680

Occupancy | 100%

**Estimated NOI 2024 | €2.85 M** 

**Average OCR 2023 | 8%** 

Outstanding loan at 31/03/2024 | €21.4 M

**Value** | **€40 M** 



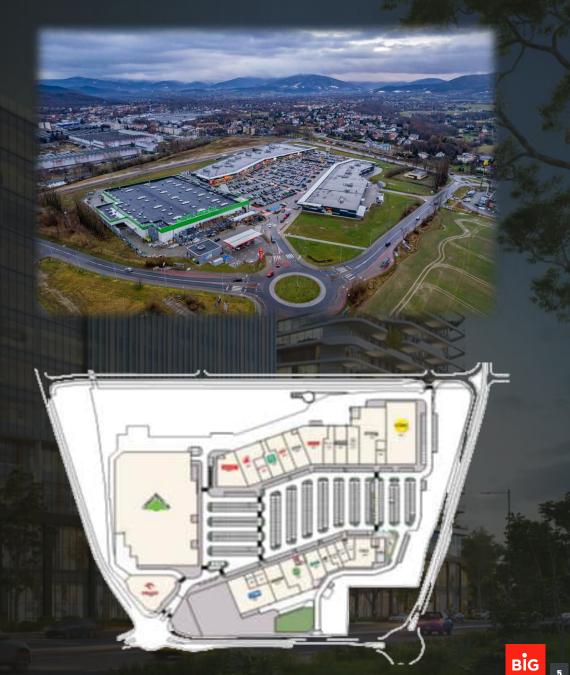












#### BIG LUBIN Opened 2022

Purchase date | Q4 2022

GLA | 13.4K SQM

Parking spaces | 430

Occupancy | 98%

**Estimated NOI 2024 | €1.85 M** 

**Average OCR 2023 | 9%** 

Outstanding loan at 31/03/2024 | **613.4** M

**Value** | **€25.3** M















#### BIG Łubna Opened 2023

Purchase date | Q1 2024

GLA | 10.2K SQM

Parking spaces | 340

Occupancy | 90%

Estimated NOI\* 2024 | **61.16** M

Outstanding loan as of May | €13.4 M

**Value** | **€14.5** M

\* At Full Occupancy

















# **EXTENSIONS**OF EXISTING SHOPPING CENTERS

GLA 1.9K SQM NOI €0.246M

Projected Cost €2.6M



Average
Development
Yield
9.5%

BIG LUBIN ■

**Estimated Opening** 

Q4 2024

**Projected Cost** 

€0.6 M

GLA

0.45K SQM

**Expected NOI** 

€48K

**Expected Yield** 

8%

**BIG ANDRYCHOW** 

**Estimated Opening** 

Q4 2024

**Projected Cost** 

€2 M

GLA

1.45K SQM

**Expected NOI** 

€198K

**Expected Yield** 

10%

### BIG OSTRODA

**Status | Under Construction** 

**GLA | 24.7K SQM** 

Project Cost | €34 M

Expected NOI | €3 M

Estimated Opening Date | Q3 2024







sinsay

ССС





#### **BIG** OLKUSZ

**Status | Future Project** 

GLA | 13.5K SQM

Project Cost | €21.5 M

Expected NOI | €1.65 M

**Estimated Opening Date | Q4 2025** 

















#### **BIG** THE LEADER TENANTS

Are Coming With Us On Every Market





































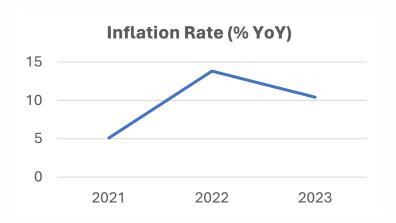


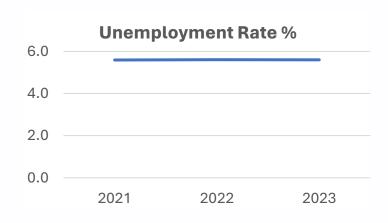
# AFI EUROPE

# Macro snapshot









# **Market snapshot - Office**

BUCHAREST OFFICE MARKET OVERVIEW

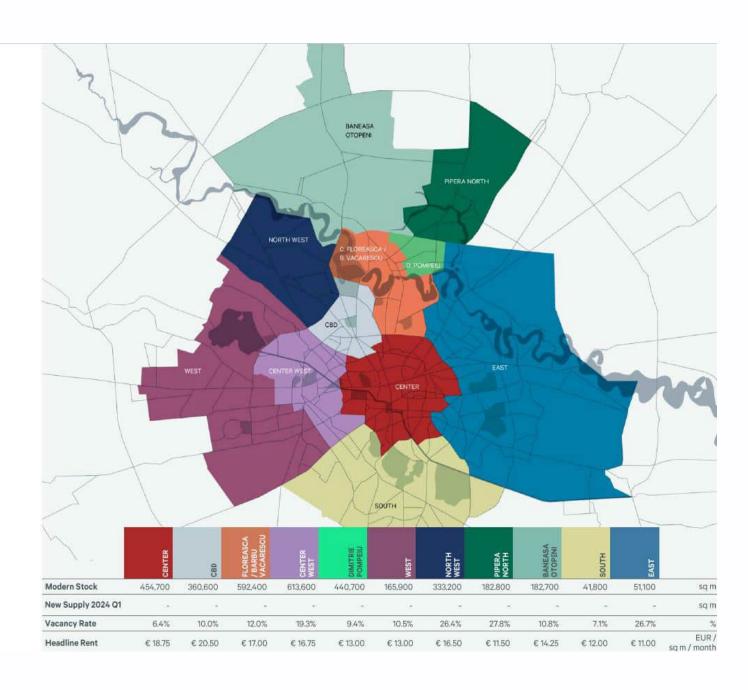
# **Major Indicators**

		2024 Q1 vs 2023 Q4
Office Stock	3.41 mln. sq m	>
Office Stock Class A	2.34 mln. sq m	-
Vacancy Rate	14.3%	<b>+</b>
TLA* 2024 Q1	93,600 sq m	†
Take-Up** 2024 Q1	32,400 sq m	1
New Supply 2024 Q1	(4))	ţ
Pipeline 2024	16,100 sq m	ţ
Pipeline 2025	14,000 sq m	ţ
Pipeline 2026	100,600 sq m	1
Prime Rents	20.50 EUR/sq m/month	<b>→</b>
Average Rent Class A	14.50-18.00 EUR/sq m/montl	n
Top Prime Rents	27.00 EUR/sq m/month	†

<sup>\*</sup>TLA: Total Leasing Activity

Source: CBRE Research

Confidential & Proprietary | @ 2024 CBRE, Inc.



<sup>\*\*</sup>Take-up: Total Leasing Activity excluding renewal/renegotiation

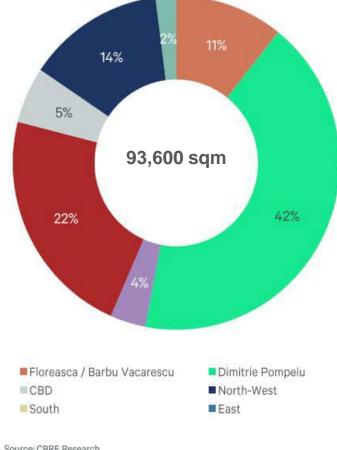
# **Market snapshot - Office**

# **Total Leasing Activity** by Sub-market in 2024 Q1

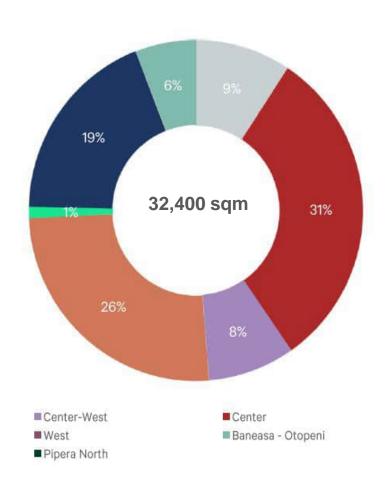
As per the TLA's territorial split, the Dimitrie Pompeiu submarket attracted 42% of the TLA (99% of total area generated by renewals), followed by Center with 22% (out of which 52% are renewals) and North-West area with a 14% share (out of which 52% renewals). The largest deal YTD was the renewal signed by Genpact for 29,100 sq m in Hermes Business Campus, and it solely represented 30% from Q1's TLA.



### 2024 Q1 Total Leasing Activity by Sub-market

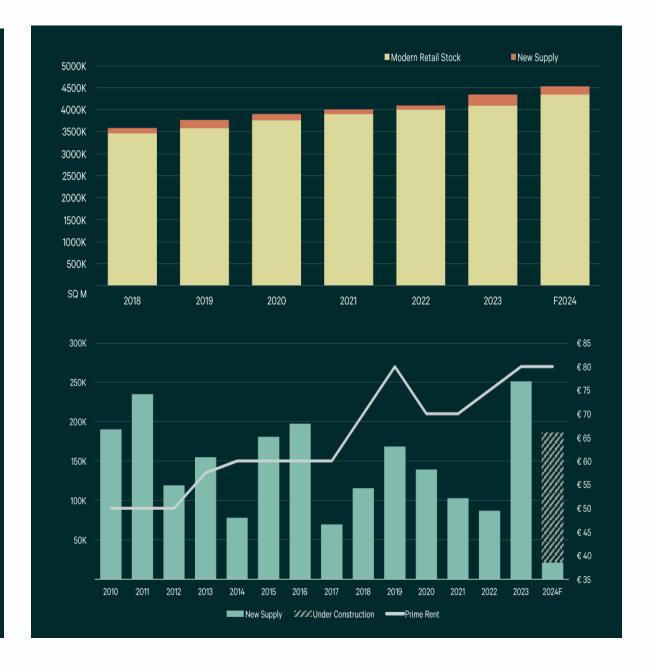


2024 Q1 Take-up by Sub-market



# **Market snapshot - Retail**













# **Senior Management**



**Doron Klein CEO** 

DORON KLEIN is Deputy CEO of AFI Europe and CEO of AFI Europe Romania and The Czech Republic.

With more than 20 years of experience in real estate, operating in both Central and Eastern European real estate markets, Doron Klein holds an MBA degree from the University of New York in Prague and he is fluent in Hebrew, English and Czech.

He joined AFI Europe in 2008 and since 2011 served as CEO of AFI Europe's operations in The Czech Republic and Germany.

In 2018 Doron was appointed CEO of AFI Europe in Romania and in 2023 was appointed also Deputy CEO of AFI Europe group.



Laura Croitoru CFO

Laura Croitoru joined AFI Europe Romania in January 2006 as Financial Manager of AFI Cotroceni. Between 2007 – 2009 Laura held the position of Controller in AFI Europe N.V. Netherland.

In August 2009 Laura was appointed as CFO of AFI Malls Division Romania and in 2023 as Chief Financial Officer for AFI Europe Romania.

Laura Croitoru graduated The Academy of Economic Studies Bucharest having also an Executive MBA with CITY College, University of York Europe Campus.



**Bianca Stamatoiu** Head of Legal



Yossi Moran Chief Engineer

Yossi Moran joined AFI Europe in 2008 and is highly experienced in developing real estate projects, residential, commercial high-tech parks and logistics centers in Israel and Romania.

Yossi Moran graduated Haifa Technion Faculty of Civil Engineering in Israel in 1993.



**Emma Toma**Head of Office Division

Emma Toma is responsible of the office portfolio, totaling 300,000 sqm GLA. Emma has joined the company as Leasing Manager of the Office Division in 2012. She is a proffesional with 20 years of experience in Romanian real estate market, both in residential and office segments.

Emma graduated the Academy of Economic Studies, with a diploma in Management.

Bianca Stamatoiu is a member of the Bucharest Bar Association since 2000.

Bianca Stamatoiu is the head of AFI Europe Romania legal

department since 2006. Before joining AFI team, she represented various construction, advertising and real estate companies, having

an extensive experience in real estate and development fields. Based on her academic credentials and vast legal expertise, she has

constantly endorsed AFI Europe activity in the various projects

developed in Romania, including real estate property acquisition, banking and finance, construction, leasing, mergers and acquisitions.

# **Senior Management**



**Sorin Scintei General Manager AFI Cotroceni** 

Sorin Scintei is the General Manager of the biggest shopping center in Romania - AFI Cotroceni. Starting january 2024, he is also the General Manager of AFI Ploiesti Shopping Center, AFI Bucurestii Noi and AFI Arad.

Sorin Scintei joined AFI Europe Romania in 2015, following a wide international experience in real estate and hotel management.

Sorin Scintei holds a degree in Business Administration and Hotel Management in Haifa University.



**Costin Blideanu General Manager AFI Brasov** 

Costin Blideanu is the General Manager of AFI Brasov starting 2020, after leading the Retail Leasing Department of AFI Europe in Romania.

A professional with more than 15 years experience in commercial real estate in Romania, before joining AFI Europe Romania in 2011, he worked as a senior retail consultant in Jones Lang Lasalle, one of the leading global real estate agencies.

Costin Blideanu holds a degree in International Business and a Master degree in Strategic Marketing from The Bucharest Academy of Economic Studies.



Roxana Stanciulescu
Head of Retail Leasing



**Luciana Giurea** Head of Residential



Anca Buzatu
Head of Marketing

Roxana Stanciulescu has more than 15 years of experience in the retail real estate market in Romania, working for Echo Investment, the most important real estate developer in Poland and also for consultancy companies like CBRE and JLL ( leading the retail team).

In 2020 she joined AFI Europe as Head of Retail Leasing, coordinating the entire activity of the department in Romania, for both developed and under development retail projects.

Roxana Stanciulescu holds a degree in Philology from the University of Bucharest.

Luciana Giurea was appointed as Head of the Residential Division, starting January 2024.

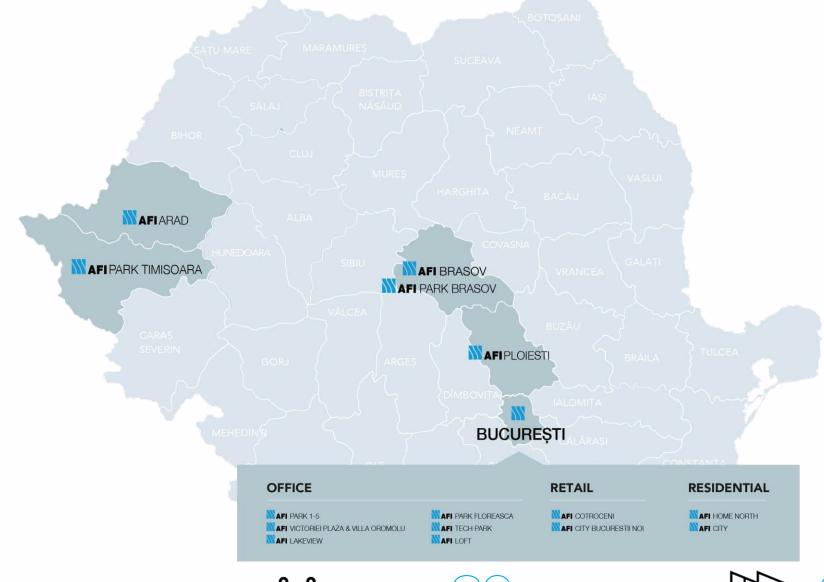
Luciana joined AFI Europe in 2014, as part of the Leasing Department. In 2017 she became Leasing Manager of AFI Malls Division Romania, dealing with the process of development and leasing for the entire retail portfolio. Between 2019 and 2024, Luciana was the General Manager of AFI Ploiesti.

Luciana Giurea holds a Law Degree from Nicolae Titulescu University.

Anca Buzatu was appointed Head of Marketing for AFI Europe Romania, starting January 2024.

With more than 15 years of experience in developing and executing marketing strategies for international and local brands, Anca joined AFI Europe Romania in 2020 as Marketing Manager for AFI Cotroceni.

Anca Buzatu holds a bachelor's degree in Psychology from Titu Maiorescu University and a professional diploma from the Digital Marketing Institute in Dublin.









20

Years of activity on the market



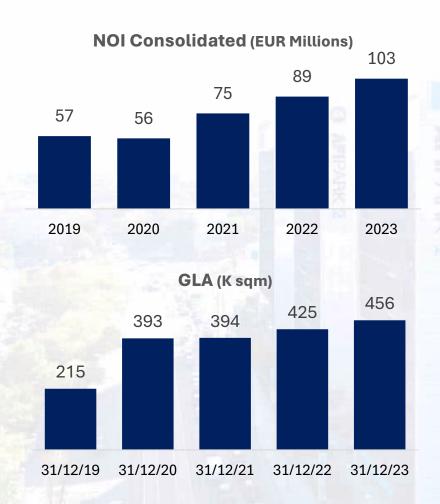
456K Total GLA

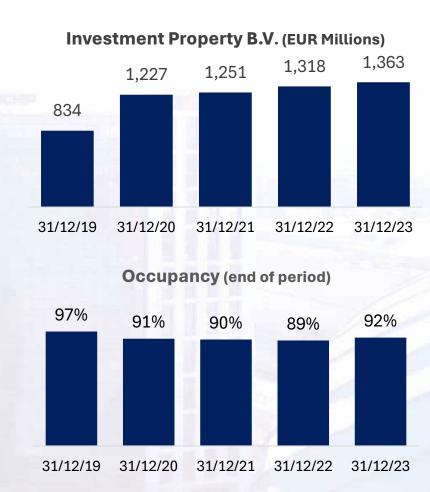
Retail

257K Office

199K

# **Selected Operational and Financial KPI**













# **AFI** Cotroceni

✓ GLA: 87.2K sqm

✓ Occupancy : 100%

✓ NOI 2023 : **45.9 MIL EUR** 

✓ Average daily footfall: 50,000 visitors

✓ Total Y2023 footfall: 18 Mil visitors

PRIMARK\*

✓ Main Tenants:

**HalfPrice** 



**INDITEX** 













AFICOTROCENI



✓ GLA:

34.0K sqm

✓ Occupancy :

100%

✓ NOI 2023 :

**5,72 MIL EUR** 

✓ Average daily footfall:

14,650 visitors

✓ Total Y2023 footfall:

5.3 Mil visitors

✓ Main Tenants:

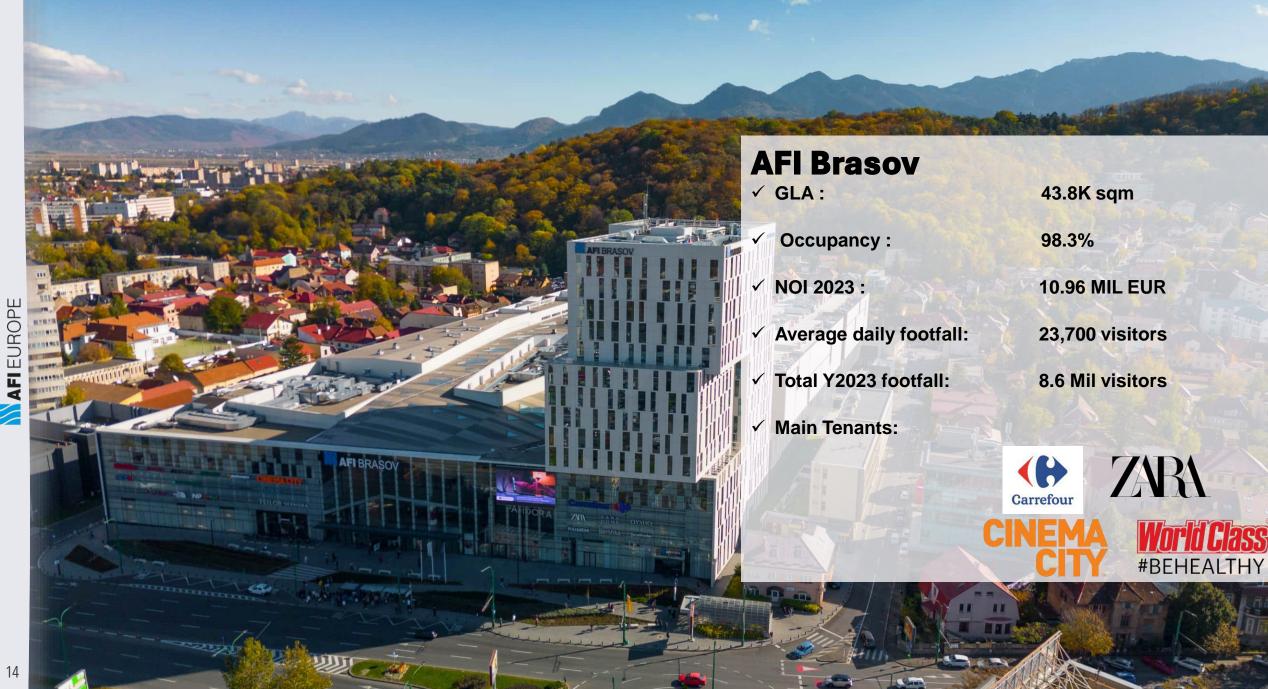




























AFI PARK 1-5, Bucharest

17 GLA: 71.3К sqm | Occupancy: 98% | NOI (2023): EUR 13М | Main tenants: ЖТЕLUS МІСКОСНІР









AFI TECH PARK 1, Bucharest

18 GLA: 22.8K sqm | Occupancy: 94% | NOI (2023): EUR 2.8M | Main tenants:





19 GLA: 25.0K sqm | Occupancy: 80%\* | NOI (full occupancy): EUR 3.2M | Main tenants:

SPORT

AFI VICTORIEI PLAZA, Bucharest

20 GLA: 8.3K sqm | Occupancy: 100% | NOI (2023): EUR 2.8M | Main tenants: General Electric Google











21 GLA: 26.4K sqm | Occupancy: 93% | NOI (2023): EUR 4.5M | Main tenants:





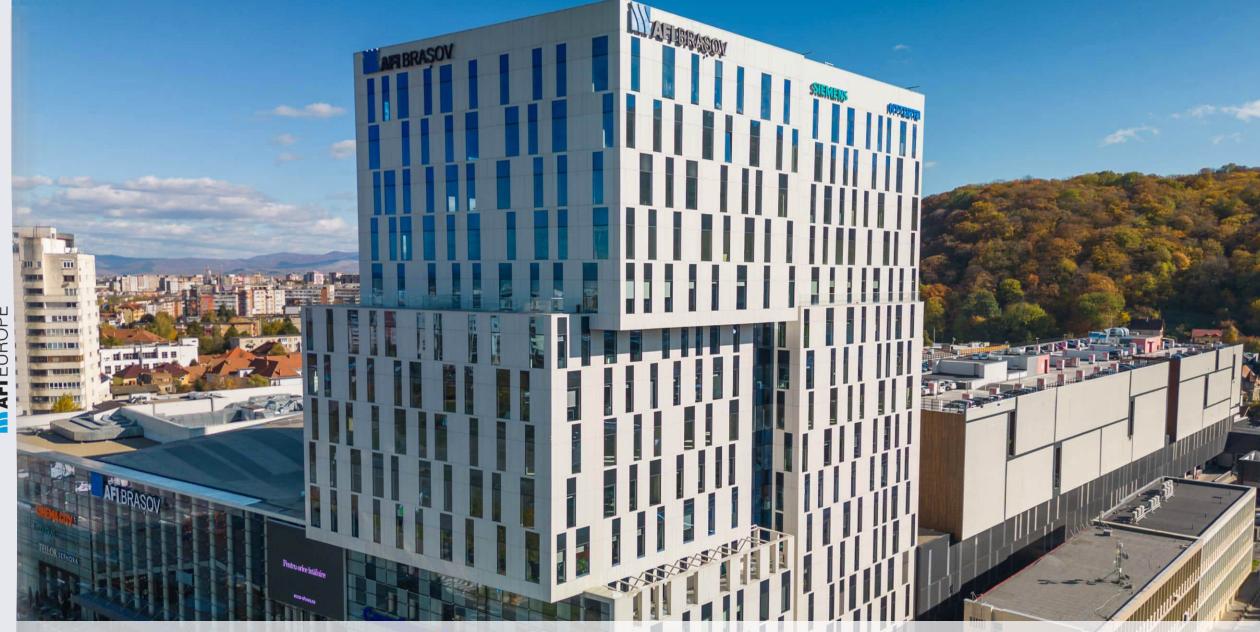


AFI PARK FLOREASCA, Bucharest

22 GLA: 38.0K sqm | Occupancy: 90% | NOI (2023): EUR 7.4M | Main tenants:

GOOD YEAR

Lenovo



AFI PARK BRASOV 1, Brasov

23 GLA: 16.6K sqm | Occupancy: 96% | NOI (2023): EUR 1.6M | Main tenants:

IBW.

NTT DATA SIEMENS



AFI PARK TIMISOARA, Timisoara

24 GLA: 48.3K sqm | Occupancy: 80% | NOI (2023): EUR 6.5M | Main tenants: SAP FORVIA

















# **AFI City**

- > 190 units delivered in 2021
- ➤ GLA 10,900 sqm
- > 220 parking spaces
- > Awaiting BP for another 1,500 units



# AFI HOME NORTH - A&C

# Concept

- 2 buildings residential for rent
- > Building A GLA 10,691 sqm, 164 apartments
- Building C GLA 5,087 sqm, 80 apartments
- 3 level underground parking total GBA 13,445 sqm for 290 parking units

## **Execution**

- Building Permit was obtained on 07.02.2023 for buildings A & C in two phases.
- Construction and Receptions with the authorities will be completed in December 2024 / January 2025 (bld C), respectively May 2025 (bld A)
- Registration of buildings in the Land book + fire permit: middle of March 2025
   (bld C), respectively middle of August 2025 (bld A)

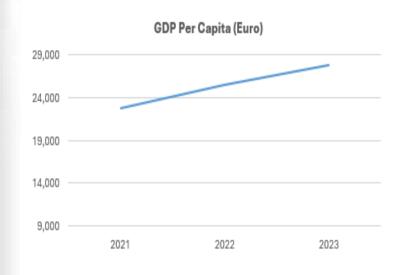


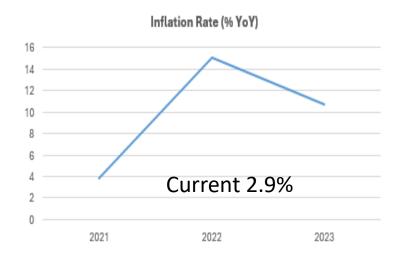
# QUESTIONS?

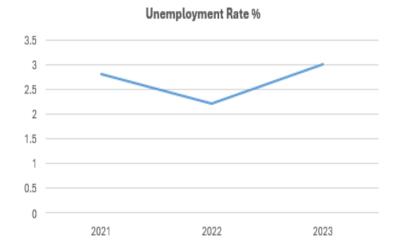


# Macro snapshot



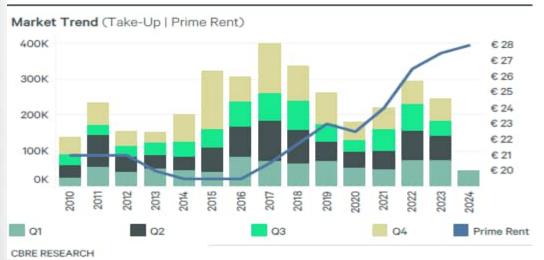






# Market snapshot

### Office Market



Average Rent

€ 15.30

Monthly, per sq m

Total Stock

3,908K

Vacancy Rate

7.47%



© 2024 CBRE, INC.

☐ AFI Home Current Yields: 4.7%

AFI Home Average Rent: 20 Eur/Sqm

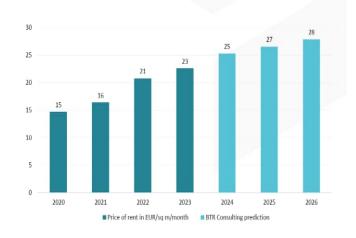


Source: Czech Statistical Office

### Resi for Rent/PRS market



# Built to Rent (BTR) price (EUR) development 2020-2026



Source: BTR Consulting



Activity in Czech Republic













# **Senior Management**



Doron Klein CEO

Mr. KLEIN is Deputy CEO of AFI Europe and CEO of AFI Europe Romania and The Czech Republic. With more than 20 years of experience in real estate, operating in both Central and Eastern European real estate markets, He joined AFI Europe in 2008 and since 2011 served as CEO of AFI Europe's operations in The Czech Republic and Germany. In 2018 Doron was appointed CEO of AFI Europe in Romania and in 2023 was appointed also Deputy CEO of AFI Europe group

Doron Klein holds an MBA degree from the University of New York in Prague, and he is fluent in Hebrew, English and Czech.



Tal Roma coo

Mr. Roma has been working in the company for the past 17 years, fulfilling the rolls in AFI Europe Romania of Business Development & Offices Asset Manager, and in AFI Europe Czech Republic as the Company's COO.

Tal holds a BSc in Business & Economics from Fairleigh Dickinson University in New Jersey.



Jana Domanova CFO

Ms. Jana Domanova is the CFO of AFI Europe Czech Republic. She has 30 years of experience in bookkeeping and finance mainly in the real estate industry, but also in travel an electronic funds transfers. She joined AFI Europe in 2003, starting as finance manager of the Palac Flora retail and office scheme, from 2008 to 2011 she relocated to Berlin as CFO of AFI Germany, managing a portfolio with approximately1000 units. In 2011 she relocated back to Prague as CFO of AFI Czech Republic.

Jana holds a Master degree from Prague Economics University (VŠE), majoring in International trade relations, minor in Finance management and accounting.



Renata
Souckova
Project Development
Manager

Ms. Renata Součková is the Project Development Manager in AFI Europe Czech Republic. She joined the company in 2003. Over her career with AFI she has been directly involved in acquisitions of new projects, coordination of project development activities, overseeing collaboration of project teams', as well as projects' time management and PR.

Renata holds a Bachelor's Degree in the Business Administration at the Open University UK.

# **Senior Management**



Elena Pisotchi Residential

**Department Manager** 

Ms. Elena Pisotchi is the manager of AFI Residential Department in AFI Europe Czech Republic. Elena joined the company 29 years ago in Moldova, and in 2001 relocated to Czech Republic. Over her career with AFI Elena has been directly involved in the sale of over 20,000 units. Commencing 2022 Elena is head of AFI Home rental apartments department.

Elena graduated from the Agricultural University in Moldova, irrigation system engineer and post graduation of Moldova State University.



Katerina Holicka

Commercial Asset Manager

Mrs. Kateřina Holická is the Asset Manager responsible for Czech office portfolio. She has been working for the company for the past 14 years and was involved in majority of office leasing transactions over the period.

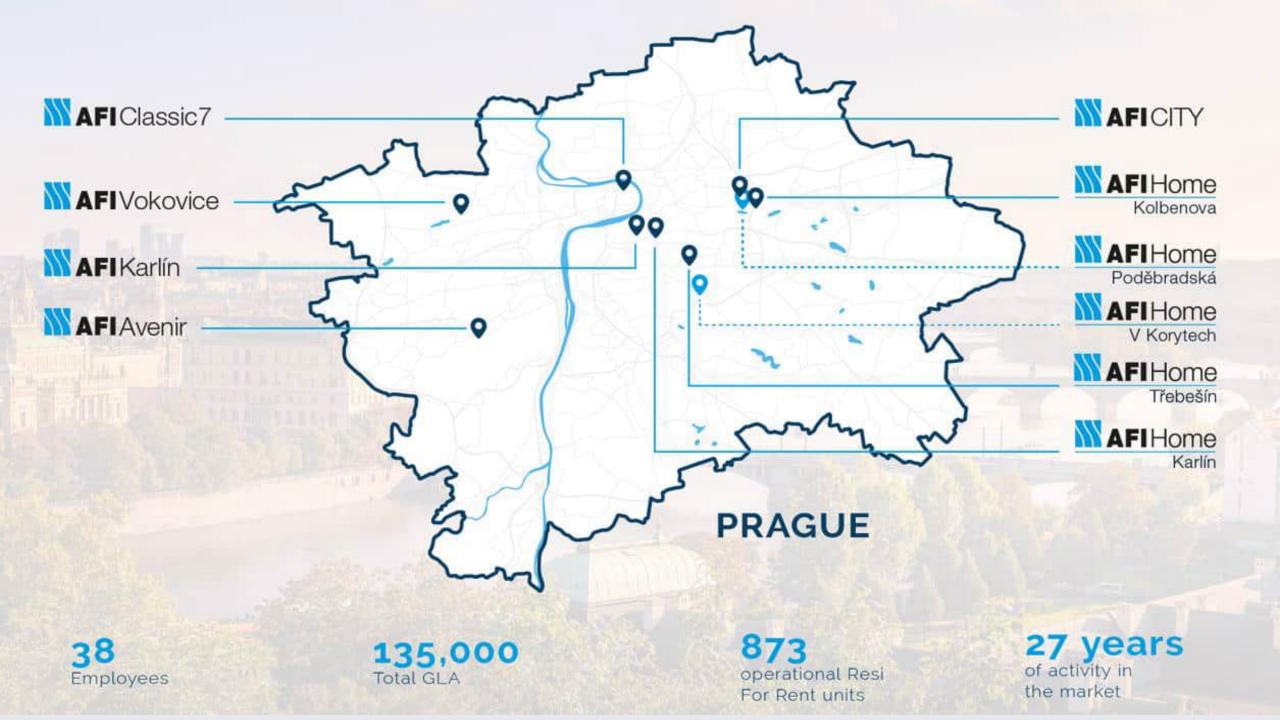
Kateřina holds a Master´s Degree from Faculty of Economics and Management (ČZÚ) in Prague.



Pavel
Jelinek
Chief Engineer

Mr. Pavel Jelínek is the Chief Engineer of AFI Europe Czech Republic.

Pavel joined the company in June 2013 and he has 20 years of experience in the construction industry. His responsibility as Chief Engineer is the overall technical coordination of development projects across all phases, from acquisition to permitting, construction and handover to facility team. Pavel graduated from the Czech Technical University in Prague, Faculty of Civil Engineering. He is a member of Czech Chamber of Chartered Engineers and Technicians.



# AFI OFFICES

	Project	GLA	NOI (ERV) (EUR 000)
Operational	Classic 7 Business Park	33,600	5,800
	AFI Vokovice	14,700	3,500
	AFI Karlin	22,800	4,500
	AFI City	17,200	2,800
	AFI Avenir	25,700	4,700
	Total	114,000	21,300









AFI Karlin offices, Prague

GLA: 22.8K sqm | Occupancy: 94% | NOI (ERV): EUR 4.5M | Main tenants:



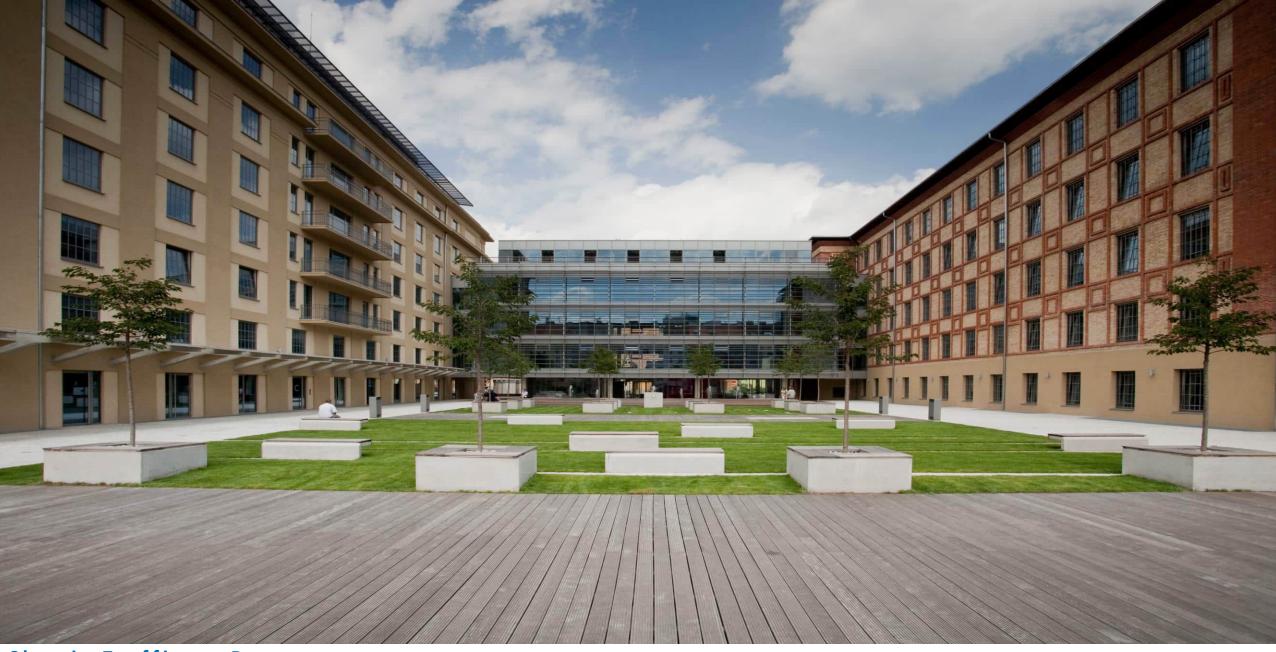


AFI Vokovice offices, Prague

GLA: 14.7K sqm | Occupancy: 97% | NOI (ERV): EUR 3.5M | Main tenants: https://www.medical.







Classic 7 offices, Prague

GLA: 33.6K sqm | Occupancy: 97% | NOI (ERV): EUR 5.8M | Main tenants: ComApp







AFI Avenir offices, Prague

GLA: 25.7K sqm | Occupancy: 98% | NOI (ERV) : EUR 4.7M | Main tenants: ┍□⊏⊆⊏⊢⋿





AFI City offices, Prague

GLA: 17.2K sqm | Occupancy: 95% | NOI (ERV): EUR 2.8M | Main tenants:







Residential For Rent

	Project	# of apartments	NOI @ full occupancy (EUR 000)
Operational	AFI Home Třebešín	61	800
	AFI Home Karlín	172	2,891
Operational	AFI Home Kolbenova Phae I	313	3,370
	AFI Home Kolbenova Phase II	327	3,430
	AFI Home Kolbenova Phase III	320	3,500
Planned/Pipeline	AFI Home V Korytech	519	7,219
	AFI Home Podebradska	318	4,974
	Total	2,030	26,184







# **MAFI**Home Karlin



172



156



Apartments

Parking Spaces

Total GLA (sqm)



92%



**EUR 2.9 M** 

Occupancy\*

NOI\*\*

\*Occupancy as of April 30th, 2024, |

\*\*Market (ERV) NOI



Located in Upscale Karlin



Wi-Fi included



Close to Metro & Tram



Fully furnished



Dozens of Restaurants walking distance



Bike Storage



# **MAFI**Home Trebesin









327

Apartments

Parking Spaces

Total GLA (sqm)





**EUR 0.8 M** 

Occupancy\*

NOI\*\*

\*Occupancy as of April 30th, 2024 | \*\*Market (ERV) NOI |



Located in Prague 3



Wi-Fi included



Bike Storage



Close to Tram, Bus



Fully furnished



Monitoring & Security



# **MAFI**Home Kolbenova I



313







16 654

Apartments

Parking Spaces

Total GLA (sqm)



89%



EUR 3.37 M

Occupancy\*

NOI\*\*

\*Occupancy as of April 30th, 2024 |

\*\*Market (ERV) NOI |



Located in Prague 9



Wi-Fi included



Co-working offices



Close to Tram, Metro



Fully furnished



Bike Storage



Minimarket on the Ground Floor



Laundry Room



Monitoring & Security



# **MAFI**Home Kolbenova II



327



209



16 509

Apartments

Parking Spaces

Total GLA (sqm)



13%



EUR 3.43 M

Occupancy\*

NOI\*\*

\*Occupancy commenced March 2024|

\*\*Market (ERV) NOI |



Located in Prague 9



Wi-Fi included



Co-working offices



Close to Tram, Metro



Fully furnished



Bike Storage



Minimarket on the Ground Floor



Laundry Room

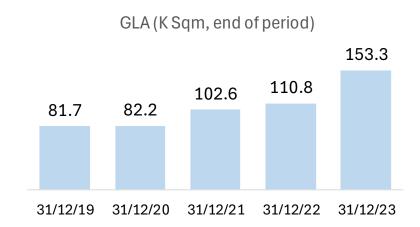


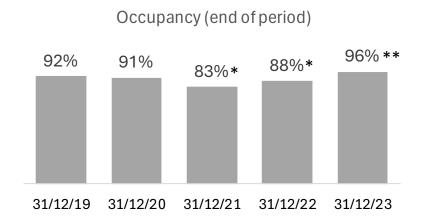
Monitoring & Security

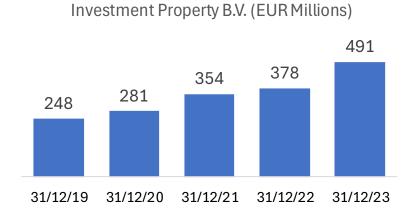


## **Selected Operational and Financial KPI**









<sup>\*</sup> AFI City Leasing 2020-22

<sup>\*\*</sup> Actual 89% including 2023 AFI Home new projects



**Questions?** 





## SENIOR MANAGEMENT





Adir

EI AI

BSC civil engineer,

Technion, Haifa

MBA in Cardiff

University, UK

28 years of

professional

experience in real

estate development

and entrepreneurship

**CEO** 



Chief Financial Officer

Bachelor degree in Economy and business administration

15 years of experience



Jelena Milačić

Chief Legal & HR Officer

Faculty of law in Belgrade

Master in the European institute in Nice

14 years of experience



Joni Čanji

Chief Projects Officer

18 years of experience in construction and projects management



Nikola Nedeljković

Chief Leasing & Marketing Officer

Background in sales and marketing.

Local and regional managerial positions in global FMCG companies

15 years of professional experience



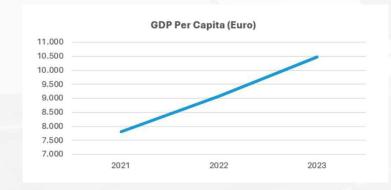
Mila Avakumović

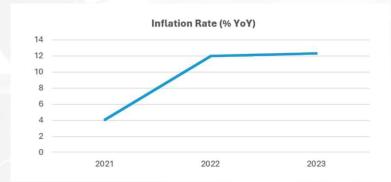
Chief Operational Officer / APM

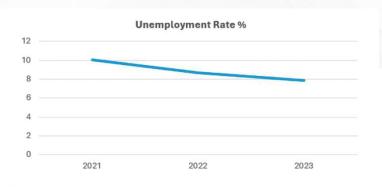
15 years in Corporate Real Estate management and FM.

# MACRO SNAPSHOT









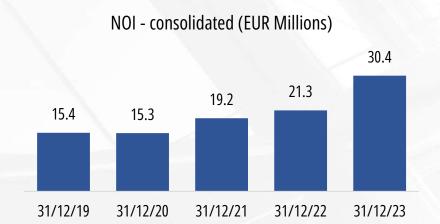
## AFI EUROPE SERBIA AT A GLANCE

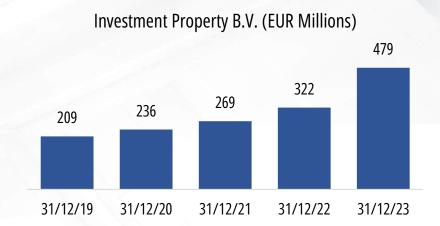




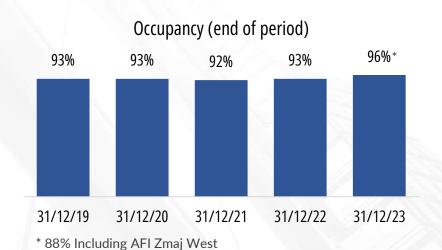
## SELECTED OPERATIONAL & FINANCIAL KPI





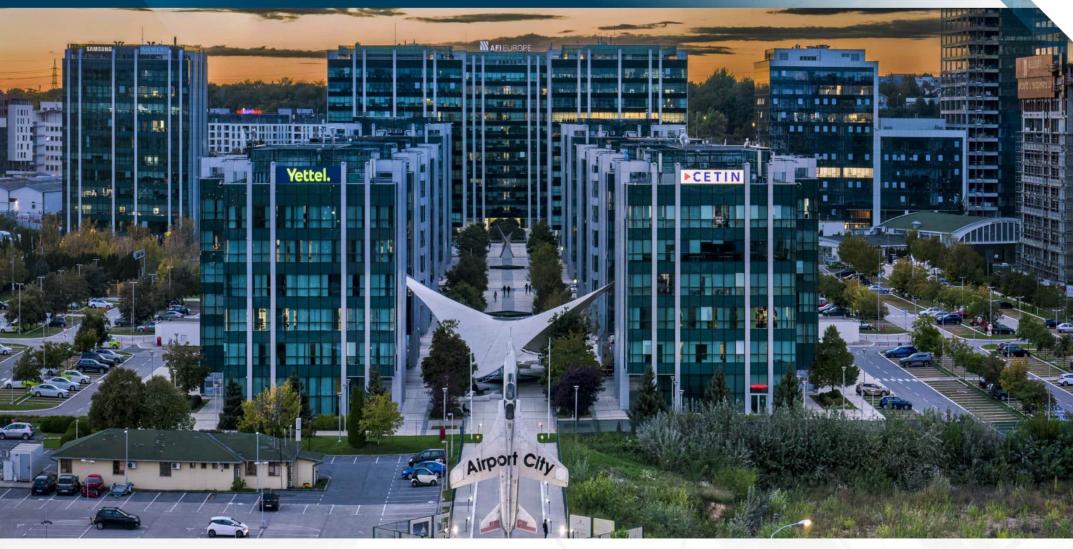






# AIRPORT CITY BELGRADE







SAMSUNG

**SIEMENS** 













Johnson Johnson



BDF •••• Beiersdorf

SONY



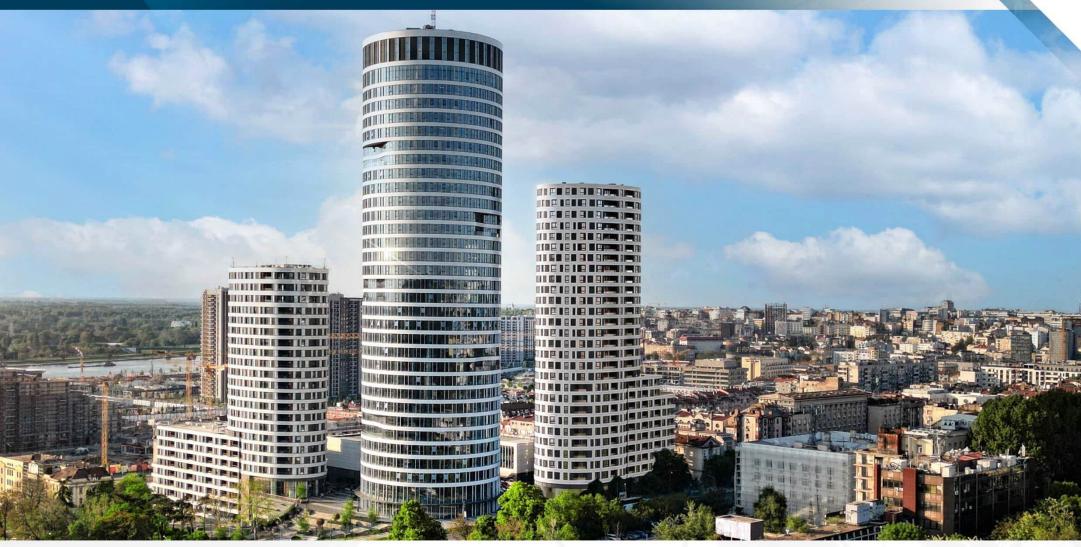


Airport City Belgrade

First business park in Serbia with currently 12 buildings and more than 140 tenants

# SKYLINE BELGRADE





BlackRock.

**Yandex** 

**MAHLE** 



**Euronet** 



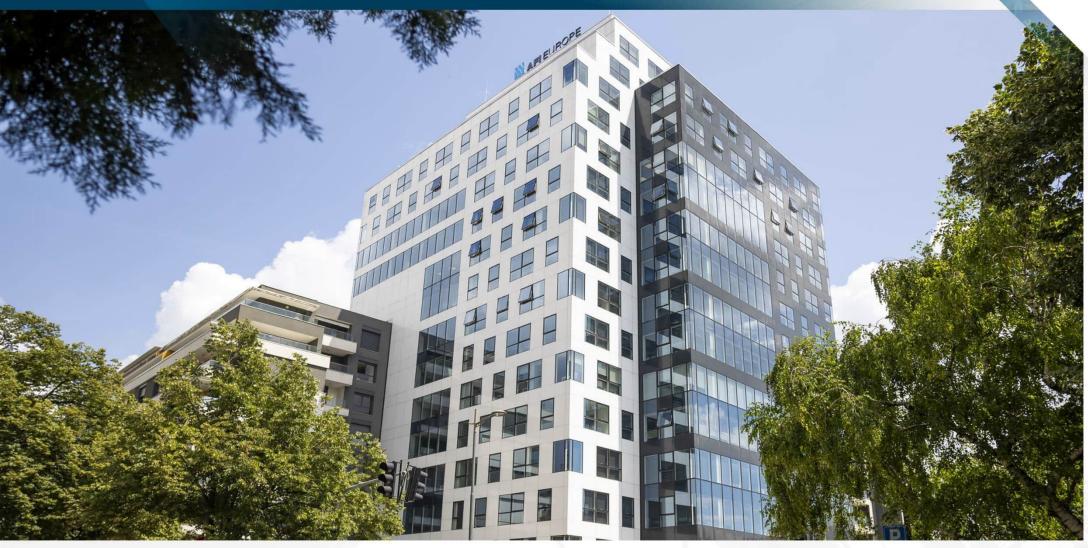






# **BUSINESS GARDEN**





















The modern office building in downtown Belgrade, part of Central Garden project

# **AFI CITY ZMAJ**





















New office park in New Belgrade area, which will become, in near future, largest business park in the West Balkans region

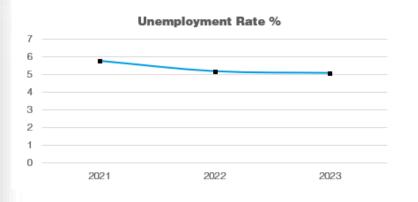


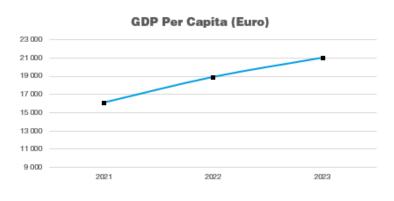


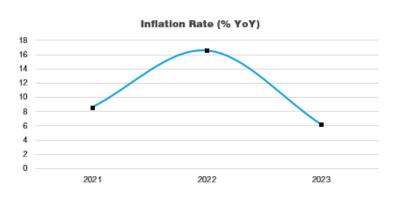
## Macro snapshot







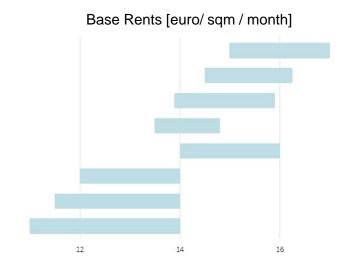




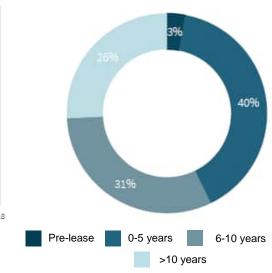
## **Market snapshot**











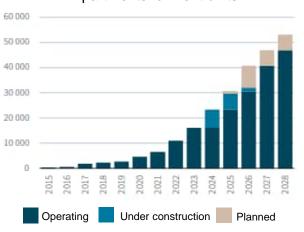
Office market [source: JLL, Office market in Poland, February 2024 | Data as of Q4 2023]

#### Rental Prices Dynamic (January 2021 = 100%)



Source: JLL based on private rental offers in Gdańsk, Gdynia, Katowice, Kraków, Łódź, Poznań, Warsaw, Wrocław (new stock - buildings built after 2010)

#### Number of operational Apartments for Rent units



Source: JLL, Q4 2023, Note: Announced projects with unknown operation start are assumed to start operating in 2027 and 2028



Resi for Rent unitsin pipeline

## **Senior Management**



Sebastian Kieć CEO

Mr. Kieć is the CEO of AFI Europe Poland. He joined the company in 2007 as CFO. His main responsibilities are focused on managing office and residential properties. Sebastian has over 15 years experience in real estate market.



Michał
Stępień
Deputy CEO

Mr. Stępień is the Deputy CEO of AFI Europe Poland – Head of AFI Home – Poland. Michal has over 19 years of experience in commercial and residential real estate. He joined the company in 2008 as Finance Manager of Wilanow One project in Warsaw. His responsibilities cover development and sale of large scale residential projects, origination and execution of M&A deals conducted by AFI in Warsaw



Grzegorz Jakubowski cfo

Mr. Jakubowski is the CFO of AFI Europe Poland. He has over 14 years of experience in finance. Grzegorz joined AFI EUROPE Poland in 2022. His main responsibilities as CFO are focused on financial processes, budgeting, reporting along with financial aspects of asset management activities to all company's investments.



Grzegorz Jamroziak
Head of Commercial Asset
Management

Mr. Jamroziak is the Head of Commercial Asset Management of AFI Europe Poland. Over the last 20 years he was professionally involved in residential and commercial real estate management and consultancy.



Barbara Krupińska-Fuganti Head of Legal

Mrs. Krupińska – Fuganti is Head of Legal at AFI Europe Poland. She joined the company in April 2022, where she served as external legal advisor to AFI Europe in several AFI's transactions. Barbara has over 10 years of experience in real estate law



Jarosław Szerfenberg Chief Engineer

Mr. Szerfenberg is the Chief Engineer of AFI Europe Poland. Over the last 25 years he was professionally involved in commercial and residential real estate projects development.



Joanna Barska Head of Retail Leasing

Joanna has more than 10 years of experience in commercial real estate. Since January 2023 she strengthened AFI's team in Poland, where she previously served as an external advisor.



# **Beata Przybył**Head of Apartments Leasing

Beata is a graduate of the Warsaw University of Technology and the Warsaw School of Economics. Since 2004, she has gained experience in the areas of auditing, risk management, Integrated Quality Management System and real estate.

### **AFI Poland At a Glance**

# WARSAW // 9 WROCLAW // 1 KRAKOW // 5



41 Employees

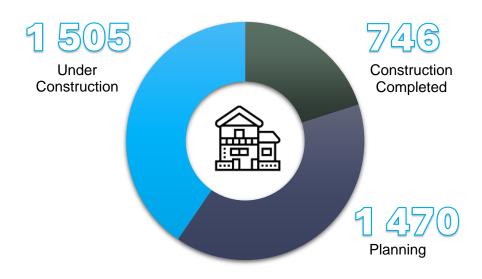


Total GLA (offices & resi for rent)



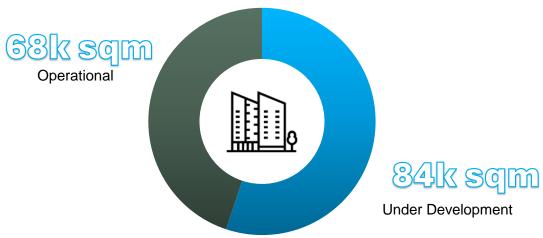
Years of activity on the market

#### Number of Apartments for rent\*



\* Company share; Assuming that AFI Europe Poland, will exercise a 30% purchase option in the residential for rent phases of the Towarowa 22 project; Includes projects under construction, projects that have not yet begun construction and projects for which final master plan wasn't approved yet

#### OFFICE GLA [SQM]





## T-MOBILE OFFICE PARK, WARSAW

GLA: 43k sqm Occupancy\*: 91% NOI\*\*: EUR 7.9M

Main tenants:







**AFI V. OFFICES, KRAKOW** 

GLA: 25k sqm | Occupancy\*: 95% | NOI\*\*: EUR 4.9M Main tenants:

ringier axel springer



# **MAFI**Home Złota 83















Apartments

Parking Spaces

Total GLA





EUR 2.1 M

Occupancy\*

NOI\*\*



# **AFI**Home MetroPark





226



29



7k sqm

**Apartments** 

Parking Spaces

Total GLA





**EUR 1.8 M** 

NOI\*\*\*



\*\* Occupancy as of April 30th, 2024 | \*\* Market (ERV) NOI



# **MAFI**Home Europejskie

#### KRAKÓW









138 🔷 8k sqm

Parking Spaces

Total GLA



Occupancy\*



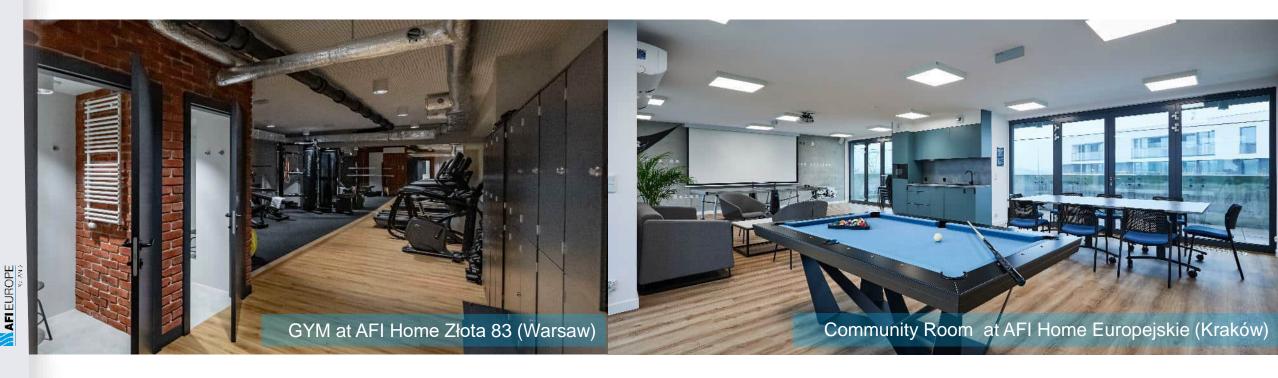
NOI\*\*



| \*\* Occupancy as of April 30th, 2024 | \*\* Market (ERV) NOI



# **AFI**Home Amenieties for tenants





Located in the City Centre



Close to Bus-,Tramor Metro-Stations



Fully furnished apartments



Monitoring 24/7



Wi-Fi in every apartment included



Key-less entry



Co-working rooms available for tenants



Bike Storage

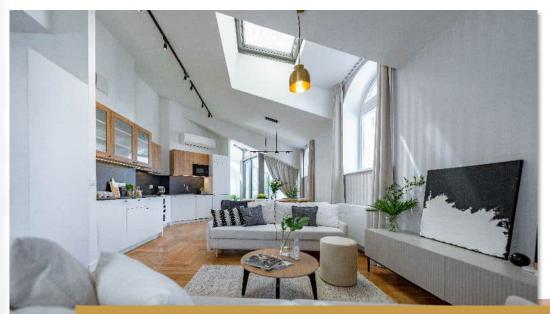


Community Room



GYM available for tenants

# **AFI**Home Fit-out standard













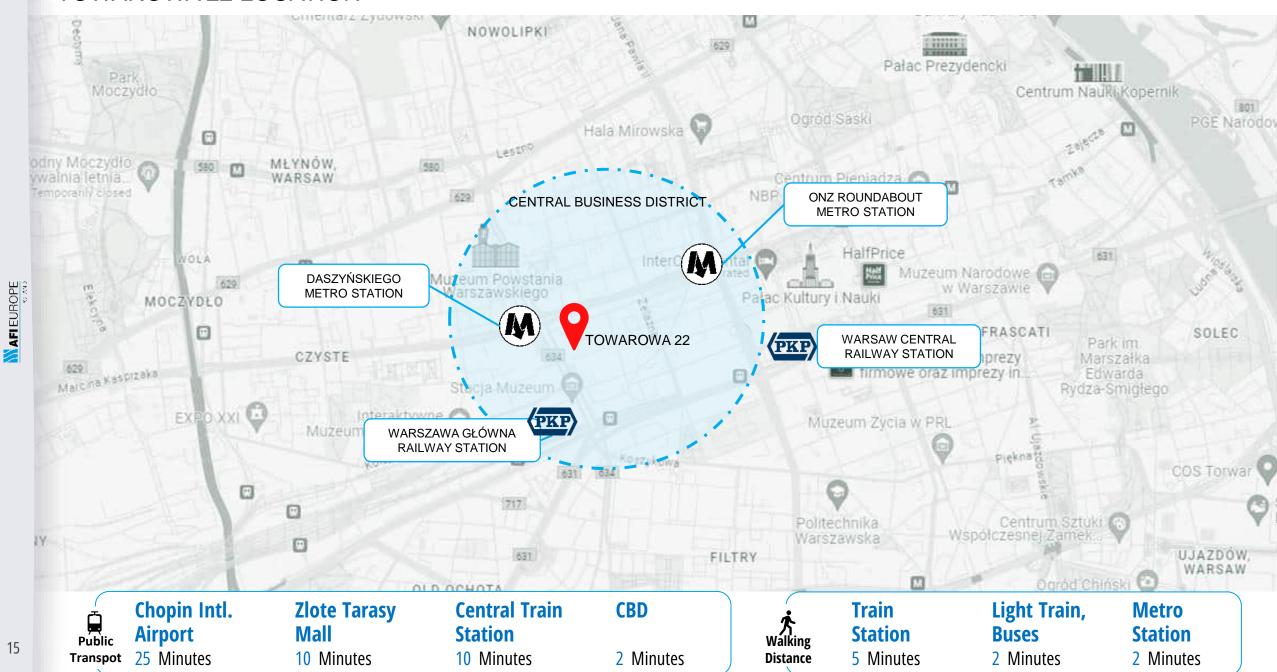


## **TOWAROWA 22\*, WARSAW**

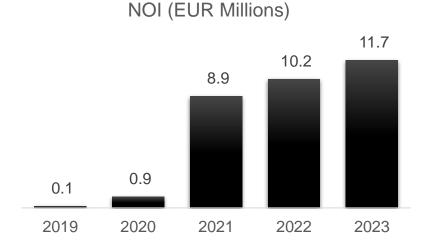
TOTAL GLA: 152k sqm | Offices GLA: 81k sqm | Apartments for rent GLA: 63k sqm | Retail GLA: 8k sqm

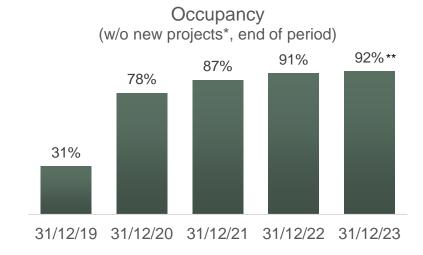
- ✓ Flagship destination project, in the heart of Warsaw's CBD, which concentrates on Daszyński roundabout
- ✓ Mixed-used project with office, retail and residential functions

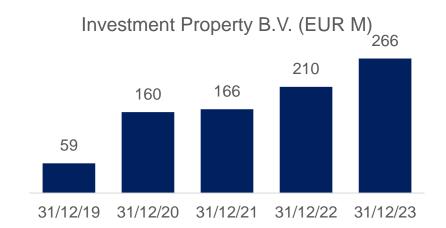
#### **TOWAROWA 22 LOCATION**



## **Selected Operational and Financial KPI**











All numbers exclude Nowy Świat project

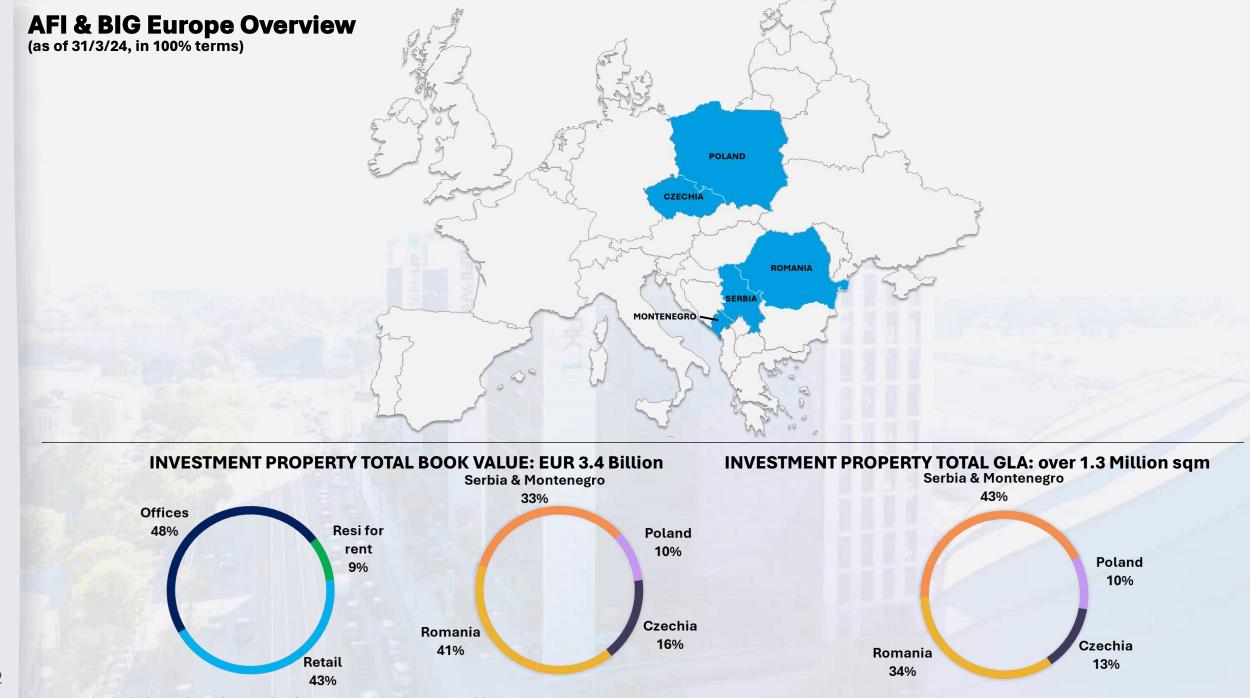
<sup>\*</sup> New projects refers to four AFI Home projects opened during 2023;

<sup>\*\* 80%</sup> occupancy including new projects



**Questions?** 

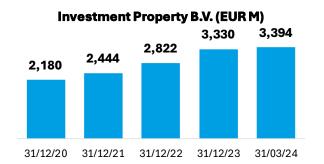


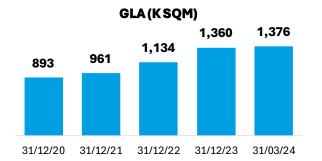




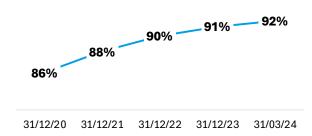
# **AFI & BIG Europe Overview**

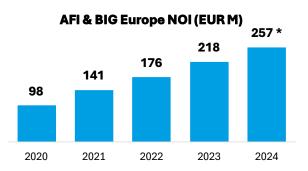
(in 100% terms)





#### Occupancy (end of period)





<sup>\*</sup> Expected NOI run rate at the end of 2024. The figure does not constitute a forecast for the year 2024.

#### הבהרה משפטית

- מצגת זו הוכנה על ידי ביג מרכזי קניות בע"מ ו/או על ידי חברות בנות שלה (להלן ביחד: "החברה"), כמצגת אודות פעילותן. מצגת זו אינה מיועדת להחליף את הצורך בעיון בדיווחים שפרסמו ביג מרכזי קניות בע"מ ו/או אפי נכסים בע"מ לציבור ובכלל זה, דוחותיהן התקופתיים לשנת 2023, דוחותיהן הרבעוניים לרבעון הראשון של שנת 2024 ותשקיפי המדף של החברות, זאת בטרם קבלת החלטה בדבר השקעה בניירות ערך של מי מבין החברות. המידע הנכלל במצגת אינו מהווה יעוץ, המלצה, חוות דעת או הצעה באשר לכדאיות השקעה ואינו בא במקום בדיקה עצמאית וייעוץ בהתאם לנתונים המיוחדים של כל משקיע.
- פ במצגות כלולים הערכות, תחזיות, ותכניות ומידע אחר המתייחסים לאירועים ועניינים עתידיים, שמידת התממשותם אינה ודאית ואינה בשליטתה של החברה בלבד, המהווים מידע צופה פני עתיד כהגדרתו בחוק ניירות ערך, תשכ"ח 1968. העובדות והנתונים העיקריים ששימשו בסיס מידע זה הינם עובדות ונתונים בנוגע למצב הנוכחי של החברה ועסקיה, לרבות משאים ומתנים למועד זה אשר אין כל וודאות אשר יבשילו לכדי הסכמים מחייבים, מועדי השלמה צפויים של הפרויקטים שבהקמה, עובדות ונתונים בנוגע למצב הנוכחי של תחומי הפעילות בהם פועלת היום החברה באזורי פעילותה, ועובדות ונתונים מאקרו כלכליים, והכל כפי שידועים לחברה במועד הכנת מצגת זו.
- המידע צופה פני עתיד הכלול במצגת זו מבוסס, במידה מהותית, בנוסף לאינפורמציה הקיימת בחברה, על ציפיות והערכות נוכחיות של החברה לגבי התפתחויות עתידיות בכל אחד מהפרמטרים האמורים, ועל השתלבותם של ההתפתחויות כאמור אלה באלה, כמו גם על פרסומים שונים ועל הנחיות הרשויות במדינות הפעילות של החברה (הידועות למועד זה). לחברה אין כל ודאות כי ציפיותיה והערכותיה אכן יתמשו (כולן או חלקן), בין היתר עקב התממשותו או אי התממשותו (בצורה מלאה או חלקית) של מידע צופה פני עתיד כאמור (לרבות התקשרות עתידית בהסכם מחייב כלשהו), אשר יכול שישפע מגורמים אשר לא ניתן להעריכם מראש ושאינם בשליטת החברה בלבד.
  - 💿 הסרת ספק הובהר, כי החברה אינה מתחיי<mark>בת לעדכן את המידע הכ</mark>לול במ<mark>צג</mark>ת. אין ל<mark>ראו</mark>ת במצגת זו משום הצעה או הזמנה לרכוש ניירות ערך.