



SHOPPER PARK⁺

Shopland[®]
OPAVA



ADVENTUM
GROUP

SHOPPER PARK PLUS REIT

INVESTOR PRESENTATION

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Executive Summary – Key investment highlights

Mid-term strategic goal is to become a leading food-anchored retail park owner-operator in the CEE region

1. Initial Portfolio (CZ + HU) was acquired in Q3 2022
2. Portfolio in Slovakia was acquired in February 2025

Together they are referred to as SPP Portfolio

SPP Portfolio (HU+CZ+SK) KPI

100 %
Food-anchored retail

100%
CEE

EUR 400 million
Portfolio Value ⁽¹⁾

398,000 sqm
GLA

EUR 7.2 sqm / mth
Rental Income

8.3%
Asset yield

93%
Occupancy

6.7 years
WAULT

45%
LTV

BSE listed REIT



(1) CBRE valuation

Executive Summary – Key investment highlights

Mid-term strategic goal is to become a leading food-anchored retail park owner-operator in the CEE region

01

Food-anchored retail park portfolio, listed on BSE as REIT

- From Q3 2022 to Q4 2024 **NOI** increased by 48% which equates to Compounded Quarterly Growth Rate (CQGR) of 4.5% quarter to quarter basis. **GAV** increased by EUR 70m (29%) since acquisition
- Member of EPRA

05

Low valuation

- Latest asset valuation implies **1,000 EUR/sqm** asset price vs. average valuation of retail park transactions in the region in the last three years was **1,500 EUR/sqm**

02

Resilient real estate asset

- Food and convenience-anchored retail is a crisis-proof sector that offers stable cash flows
- Majority of lease agreements are EU CPI inflation linked
- Despite the turbulence of the past three years, the SPP portfolio demonstrated resilience in operational KPI's and in cashflow.

06

Skin in the game

- **Adventum** - owned by the management - controls **Shopper Park Plus** via **Penta fund** in which the **management** is also invested

03

Significant market share in the CEE region

- **SPP Portfolio** of **398k sqm** with app. **5% market share** in the CEE retail park market that Adventum plans to extend⁽¹⁾
- **Large portfolio** contributes to better **economies of scale and more bargaining power with tenants**

07

ESG conversion of buildings

- **ESG consideration** is core to Adventum's strategy
- Adventum's ESG policy is **guided by the international sustainability agenda** and conventions such as the **Paris Agreement**⁽²⁾
- Since acquisition **five of the Initial Portfolio's buildings have been awarded with BREEAM In Use Very Good certificates**

04

IRR and ESG focused shareholders

- **Two Private Equity funds** - Penta and Portfolion – (together currently own 52%) are IRR focused funds.
- **Adventum's Penta fund (41%)** is incentivized to **distribute 100% free cashflow** to be entitled for carried interest.
- Fund managed by Adventum with the sole investor of **EBRD (16%)** with strong ESG focus.

08

REIT tax benefits in Hungary

- **Qualifying REITs** may be subject to **considerable Hungarian tax benefits**⁽³⁾
- One of the REIT requirements is **not to exceed 65% LTV ratio**⁽⁴⁾
- Shares can be acquired through TBSZ (Long Term Investment Account) structure for Hungarian private individual investors
- **NO withholding taxation** for dividend payments and capital gains from HU

(1) Adventum has unique ability to source deals - slide 24.

(2) ESG track record and case studies slide 20-21.

(3) Tax benefits include: 0% corporate income tax, 0% local business tax, 2% real estate transfer tax upon acquisitions (instead of 4% - but no cap applies)

(4) REIT requirement according to Act CII of 2011 on Regulated Real Estate Investment Companies (SZIT, Szabályozott Ingatlanbefektetési Társaság), which calculates as interest bearing liability divided by the property value.

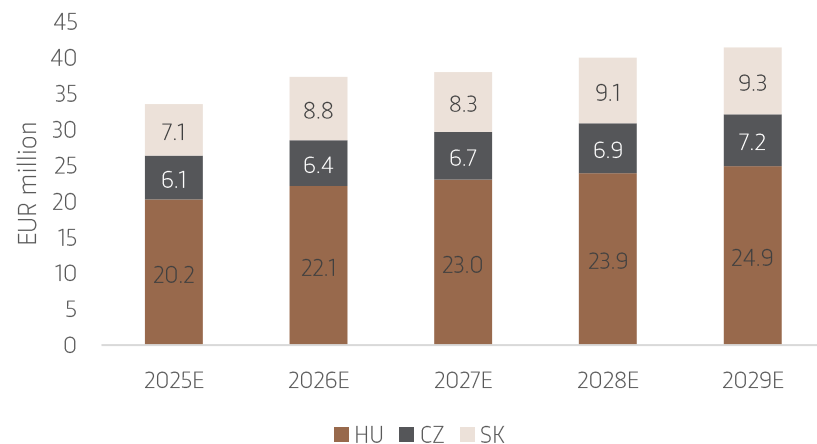
(5) As of 2025.01.10

Management financial guidance for 2025 – 2029

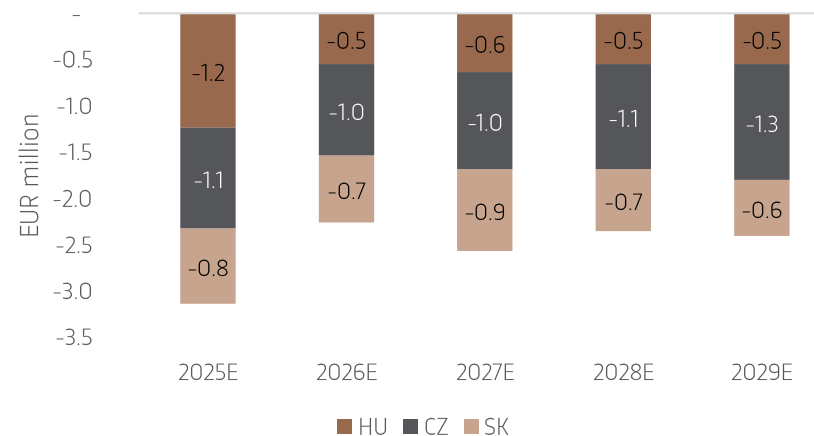
Financial forecast	P&L [EUR m]	2025E	2026E	2027E	2028E	2029E	CAGR '25-'29
	Gross Rental Income	33.5	37.3	37.9	40.0	41.4	5%
	<i>HU</i>	20.2	22.1	23.0	23.9	24.9	5%
	<i>CZ</i>	6.1	6.4	6.7	6.9	7.2	4%
	<i>SK</i>	7.1	8.8	8.3	9.1	9.3	7%
	leakage	-3.1	-2.3	-2.5	-2.4	-2.4	-6%
	<i>HU</i>	(1.2)	(0.5)	(0.6)	(0.5)	(0.5)	-18%
	<i>CZ</i>	(1.1)	(1.0)	(1.0)	(1.1)	(1.3)	4%
	<i>SK</i>	(0.8)	(0.7)	(0.9)	(0.7)	(0.6)	-7%
	NOI	30.3	35.0	35.5	37.6	39.0	6%
	<i>HU</i>	19.0	21.5	22.4	23.4	24.3	6%
	<i>CZ</i>	5.0	5.4	5.6	5.8	5.9	4%
	<i>SK</i>	6.3	8.1	7.4	8.4	8.7	8%
	Administrative expenses	(4.4)	(4.7)	(4.9)	(5.1)	(5.4)	5%
	<i>Mgmt fees</i>	2.6	2.8	2.9	3.1	3.3	6%
	<i>Other</i>	1.8	1.9	2.0	2.0	2.1	4%
	EBITDA	26.0	30.3	30.6	32.5	33.6	7%
	Net financials	(10.9)	(10.5)	(10.5)	(10.5)	(10.5)	-1%
	<i>Fin. Expenses</i>	(10.9)	(10.5)	(10.5)	(10.5)	(10.5)	-1%
	<i>Fin. Income</i>	0.1	-	-	-	-	n.a
	EBT	15.1	19.8	20.1	22.0	23.2	11%
	Tax	(0.8)	(0.8)	(0.7)	(1.0)	(1.1)	7%
	Net profit	14.3	19.0	19.4	21.0	22.1	11%

Management Guidance of the main KPI's

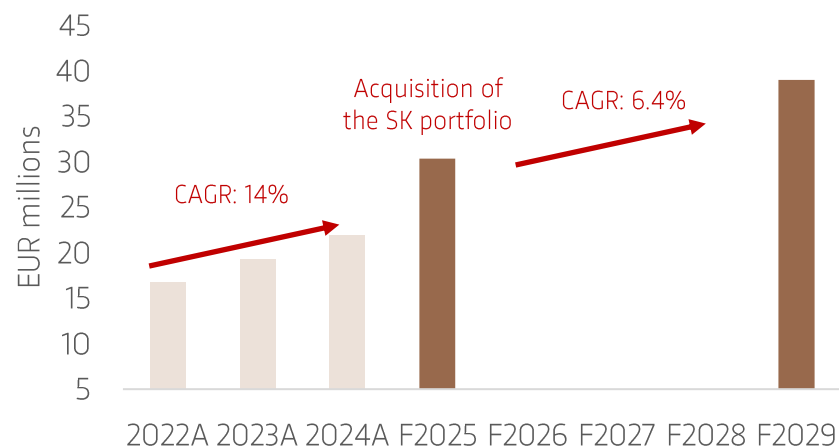
Gross Rental Income breakdown



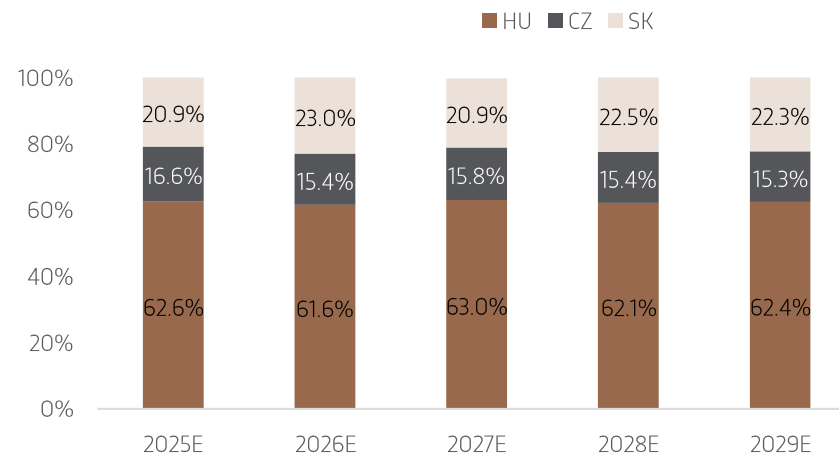
Leakage breakdown



NOI is expected to grow by 28% between 2025 - 2029



NOI share per country



Latest acquisition - The Portfolio in Slovakia (SK Portfolio)

The acquisition is expected to be accretive to income and at the same time it is diversifying the portfolio

- **Acquisition:** Exchange of contracts took place in December 2024 with transaction closed in February 2025
- **Strong cashflow producing portfolio** – initial yield at 9.5% coupled with highly favourable bank loan conditions
- **Tesco signed a 15years long lease agreement**
- **Gross purchase price** at € 83.5 million with € 3.8 million holdback
- **Financing terms:**
 - LTV: 55%
 - all-in app. 5% interest cost with interest rate hedge in place
 - Interest only
 - Maturity: 5 year
- The **strategy** focuses on i) reletting of 3,960 sqm - 5% - vacant space, ii) optimizing operating expenses, iii) repositioning through enhancing tenant mix, iv) enhancing ESG profile
- **SPP raised EUR 22.2 million** in a private placement to finance the acquisition. SPP will own 60% of the SK Portfolio, and Adventum will manage the assets.



KPI's of SK Portfolio

100 % Retail

€ 83.5m
Total Portfolio
Value¹

TESCO's share in
Gross Rental
Income is ca. 30%

95% Occupancy

Leakage: open
book service
charge regime with
Tesco ²

€ 10 sqm / mth
avg. rental income

€ 8.7 m Gross
Rental Income²
90%+ lease agreements
are inflation indexed (HICP)

9.5%
Gross Asset yield¹

6.7 years WAULT

EPC: B

(1) Gross Purchase price

(2) It enables to introduce open book service charge system to other tenants efficiently

Initial Portfolio + SK Portfolio

The combined portfolio's GAV will be close to € 400m and expected to generate an NOI of €29m+

SPP Portfolio

Initial + Follow-on portfolio

	Number of assets	GAV	GRI	NAV	Tesco's share in GRI	GLA	GAV / GLA	Avg. rental income	WAULT	Occupancy	Asset yield**
		EUR m				k sqm	EUR /sqm	EUR/sqm/month	years	(%)	(%)
HU	14	234	18.3			262	893	5.6	6.4	93%	7.8%
CZ	4	76	5.9			64	1,188	8.0	3.6	96%	7.3%
Total	18	310	24.2	167	22%	326	951	6.1	5.7	94.0%	7.7%

Follow - on portfolio

SK	4	83.5*	8.1	36	30%	72	1,157	10.0	6.7	95.0%	9.5%
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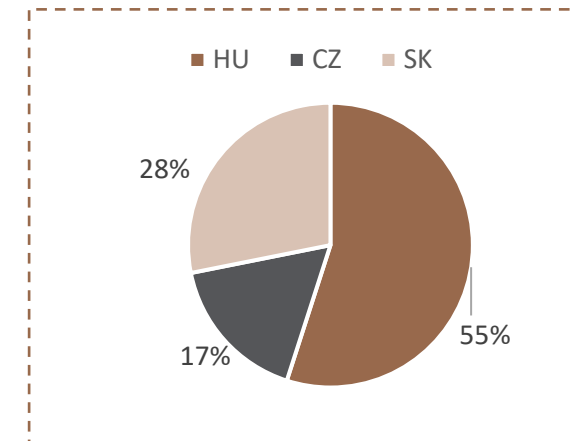
Pro - Forma

CEE	22	394	32.3	203	24%	398	988	7.1	6.0	94.3%	8.2%
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* All KPI's is based on purchase price.

** CBRE

Pro Forma Country breakdown of NOI 2024



Selected tenants of the Issuer

TESCO

SPORTSDIRECT.com

LPP

D
DEICHMANN

C&A

H&M

pepco

DECATHLON

MediaMarkt

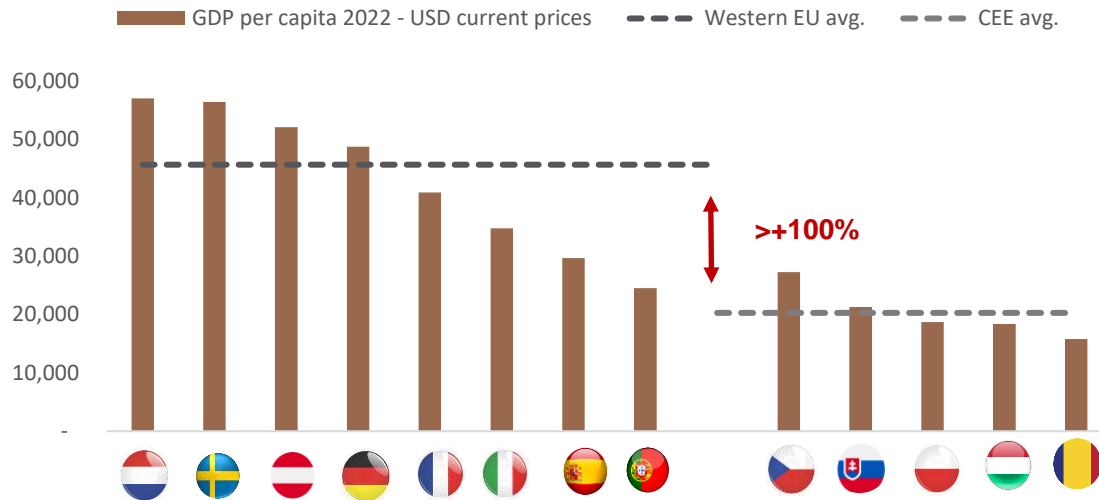
KOTON

Praktiker

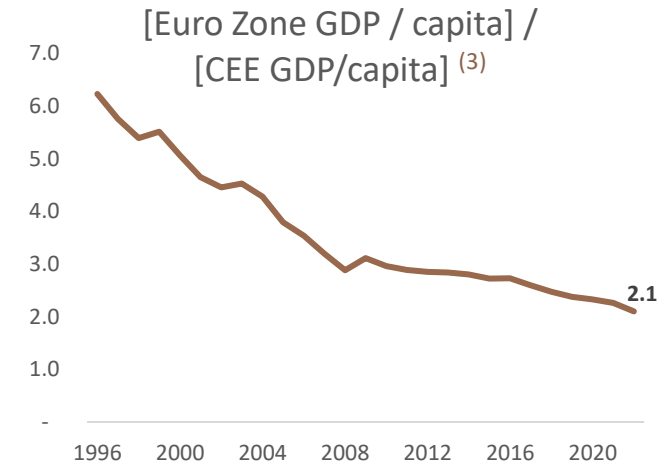
AmRest

CEE region's economies are expected to continue to grow at a faster pace than Western EU's countries

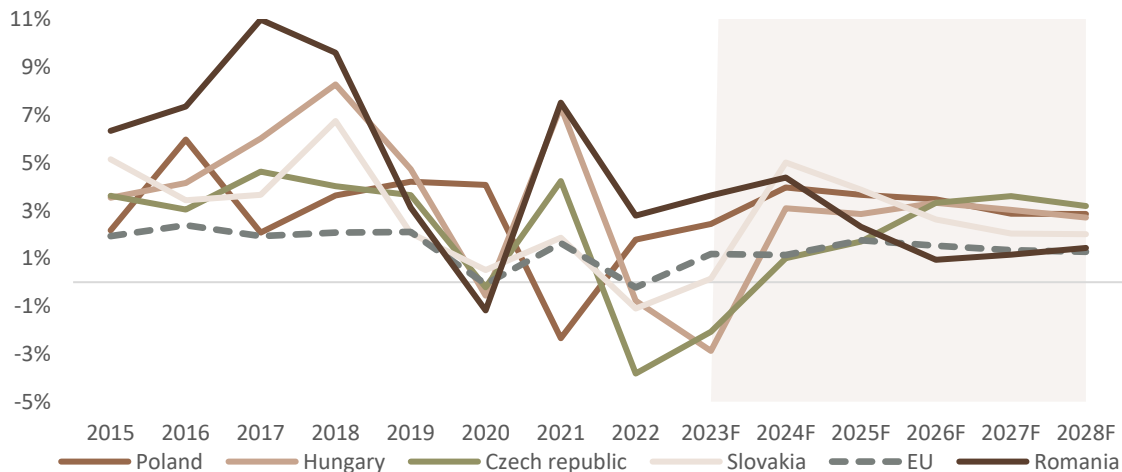
There is still a sizeable gap in GDP per capita between Western EU and the CEE ⁽¹⁾



..but the economic convergence is ongoing



CEE's Household disposable income growth (real) outperformed and expected to outperform EU's avg. ⁽²⁾



Cumulative increase in disposable income:

	2015- 2023	2024-2028
Poland	24%	17%
Hungary	30%	15%
Czech republic	17%	13%
Slovakia	22%	16%
Romania	50%	10%
CEE avg.	29%	14%
EU avg.	13%	7%

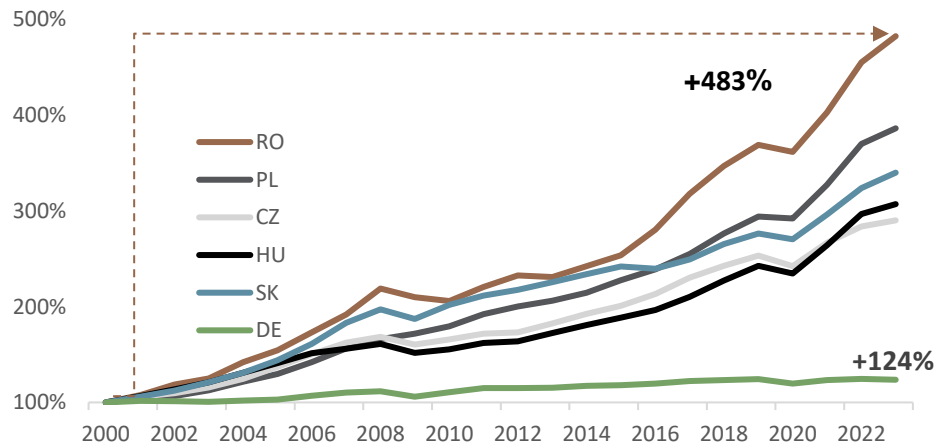
(1) Bloomberg

(2) Eurostat, Oxford Economics

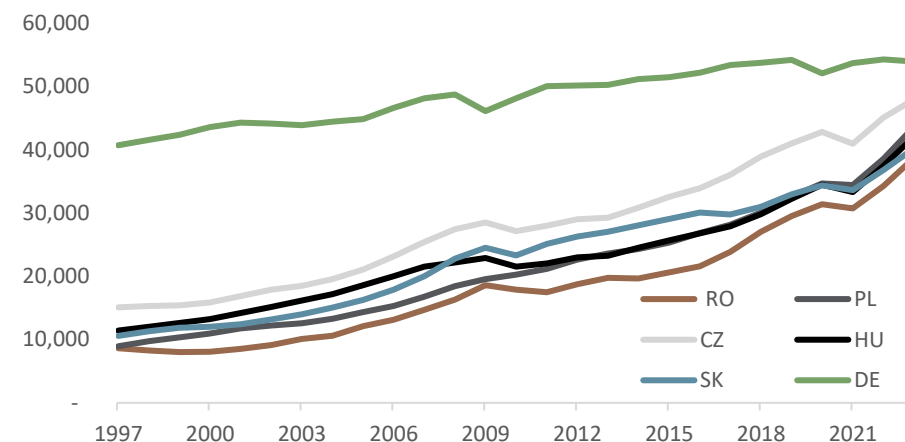
(3) Bloomberg ticker of GDCCPEMU Index & GDCCPCEB Index

Purchasing Power of the CEE region has exploded in the recent years

GDP/CAPITA [PPP; current USD; 2000 = 100%]

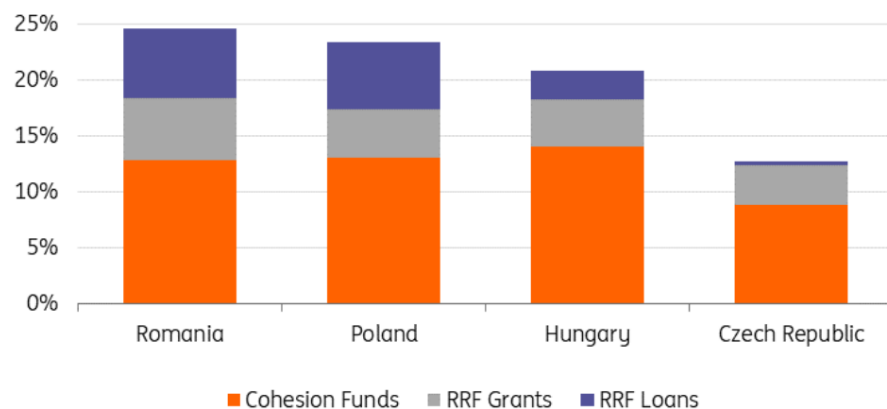


GDP/CAPITA [PPP; current USD]



Planned EU funds for CEE countries by program [2021 – 2027]

% of 2021 GDP

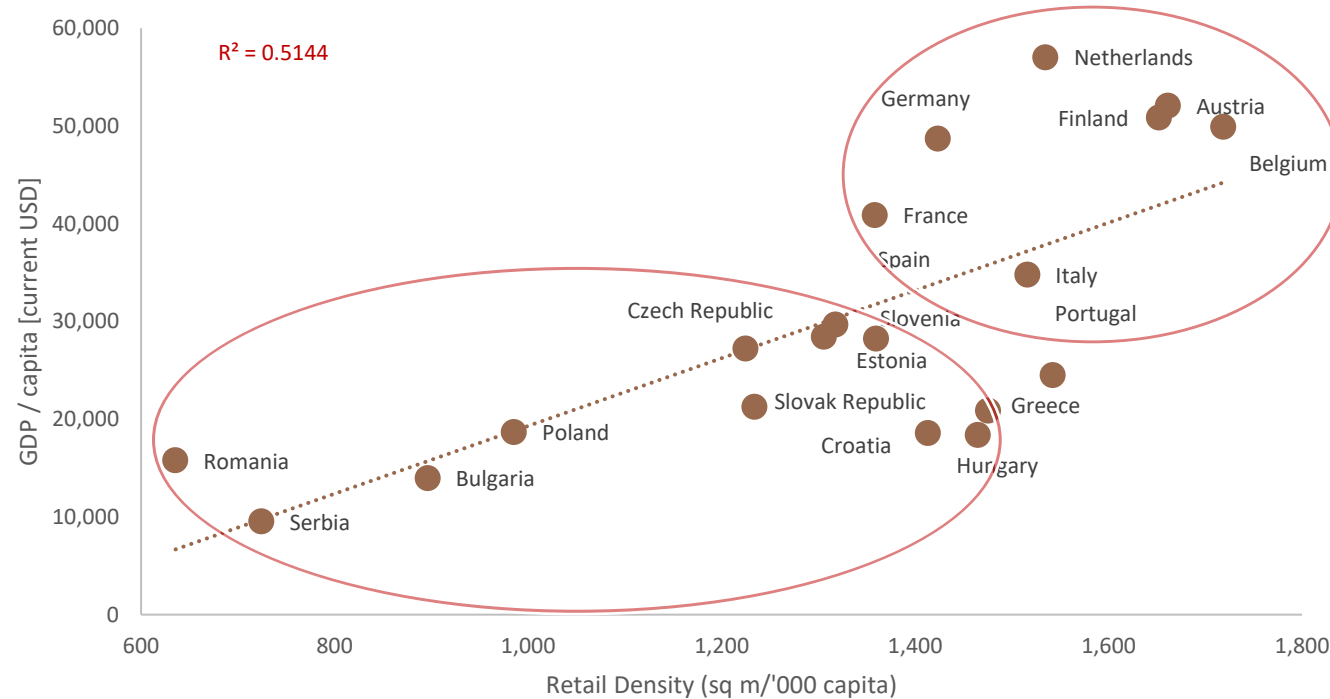


EU funds [2021- 2027] to the CEE amounts to an avg. of 20% of countries GDP implying a tailwind of 3.3% p.a for that period.

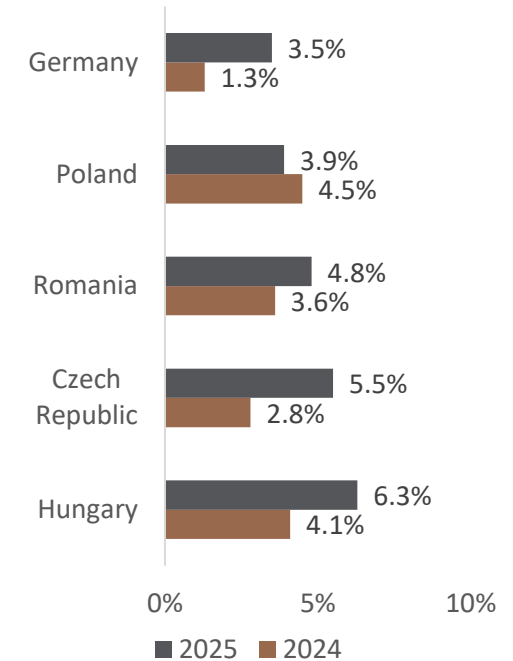
European Commission, Eurostat, Macrobond, ING

The higher purchasing power the higher the retail density

The higher purchasing power the higher the retail density ⁽¹⁾



Retail sales growth ⁽²⁾



- There is still room for the CEE to catch up to Western EU in purchasing power implying more demand for retail commercial real estate in the region
- Highly affordable rents: Food – anchored retail parks' rent - to - turnover ratios are amongst the lowest

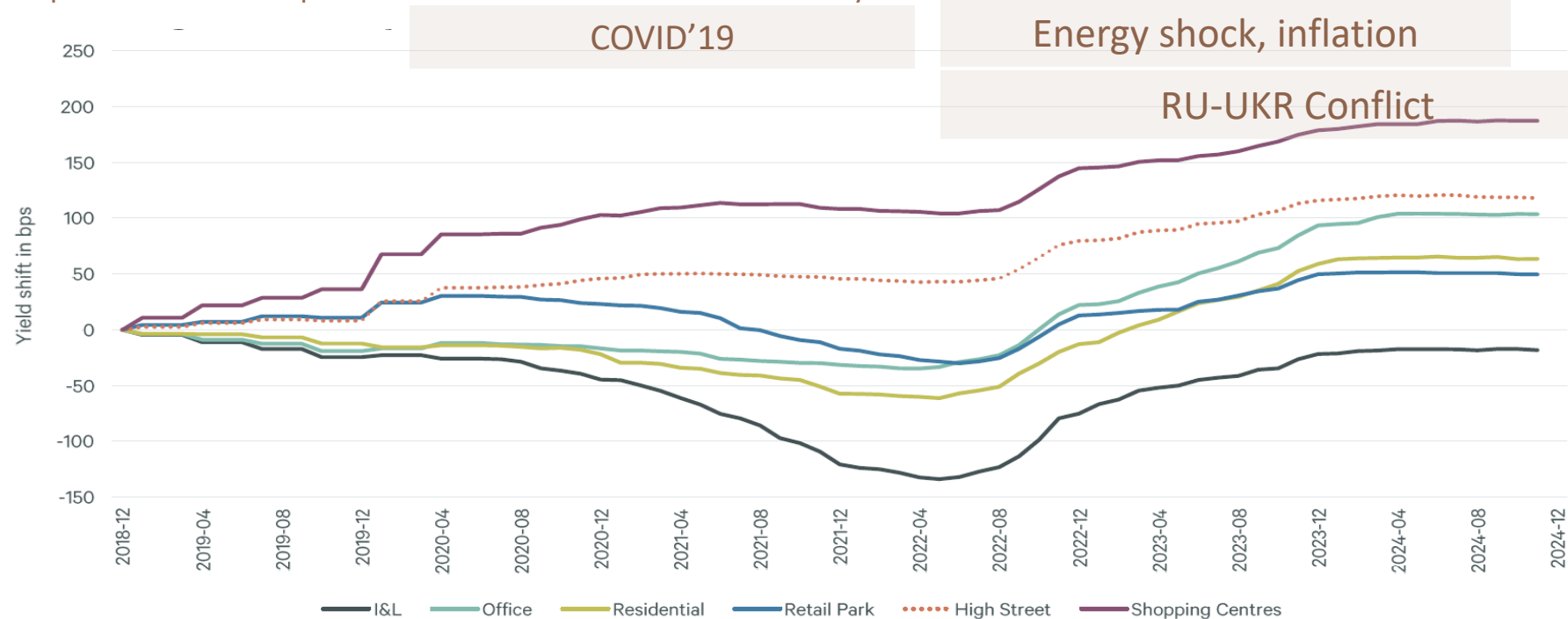
(1) CBRE

(2) CEE Investment Market Outlook 2024 – Cushman & Wakefield

Retail parks are safe haven - more resilient than other CRE asset classes

Yield decompression is offset by rental growth in the CEE

Yield profile of EU retail parks is less volatile with more moderate yield shift⁽¹⁾



Based on ca. 500 European markets across all geographies, including prime and secondary.

Source: CBRE Research

- **Our experience with SPP Portfolio** shows similar resilience in operational KPI's and in cashflow. Despite the recent significant headwind (covid'19, energy, war) the portfolio's cashflow has been robust, net operating income increased by 4.3% (CQGR) since acquisition, value of the portfolio also increased (+26%) since the acquisition (H2 2022) confirming our strategy.
- While inflation and higher interest rates have challenged consumer spending, according to Savills this has led to a subsequent strong performance in the **discount and value-oriented** segment of retail, which in turn has proved very beneficial for **European retail parks**. As consumer finances have tightened, this has buoyed discount and convenience-driven retail spending, as consumers look to make savings on everyday items. Savills highlight food-anchored retail parks as the best performers and often insulated from macroeconomic headwinds as consumers continue to spend on essential goods. ⁽²⁾

⁽¹⁾ CBRE

⁽²⁾ Savills: European Retail Market – 2023

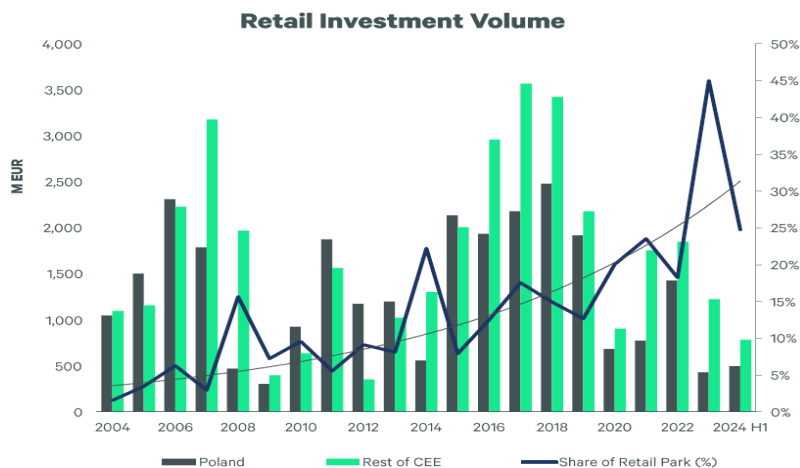
Top-down view on the regional retail parks

Structurally Poland and Hungary look promising with relatively low retail park density, while Romania offers the highest asset yield
Higher GDP / capita demands lower asset yield

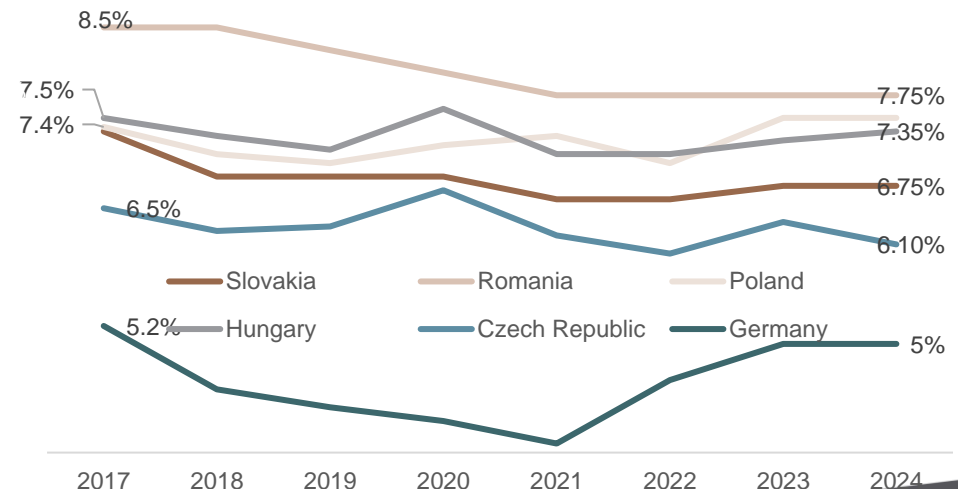
High level descriptive statistics of Retail Parks in the region ⁽¹⁾

		Czech Republic	Slovakia	Hungary	Poland	Romania
Total Stock	['000 sqm]	1,846	711	832	3,387	1,828
No of retail parks	[#]	274	120	85	597	128
Retail park density*	(sqm/1,000 inhabitants)	169	131	87	90	96
Prime rents	[EUR / sqm]	17	14	16	18	14
Average rents	[EUR / sqm]	9 - 13	9	7-12	9-12	12
Average lease terms	[years]	5	5	5+5	5+5	5+5
Prime yields	[%]	6.35%	6.75%	7.25%	7.50%	7.75%
GDP per capita'23	[constant USD]	27,227	21,257	18,390	18,688	15,787
GDP per capita'23	[PPP; constant USD]	49,025	42,228	43,601	45,538	41,029

Investors' attention is shifting to retail parks ⁽²⁾



Development of regional retail park's prime yield (%) ⁽²⁾



(1) Key Trend Driving the CEE retail market - CBRE 2023 October;

(2) CBRE 2024H1

Initial Portfolio: Financial Summary of 2024

Enhancing asset quality, low leverage, robust cash flow

FINANCIAL HIGHLIGHTS

€ 24 m

+9% y-o-y

Rental Income in 2024

€ 22 m

NOI

44%

Gross LTV

€ 10.4 m

EPRA Earnings in 2024

€ 0.69 p.s

Company 2024 EPRA
earnings per share

€ 70 m or 29%

Increase in asset value
since acquisition

OPERATIONAL HIGHLIGHTS

94%

due to the ongoing downsize

Occupancy

5.5 years

WAULT

66% or 20ksqm

(%) of downsized area
has been let by Q4

9%

Increase in avg.
EUR/sqm y-o-y

9%

vs. 13% in YTD '24

Leakage in 2024

7.2%

EPRA Asset yield

(1) Cash flow proxy – non IFRS figure; FFO = EBITDA – tax – interest paid

Initial Portfolio: Financial Summary of Q4

Improving asset quality, low leverage, robust CF generating capacity

	Q4 2024	Q4 2023	2024	2023	Y-o-Y (%)	
					Q4	FY
[EUR m]						
Gross Rental income	6.38	5.86	24.2	22.2	8.9%	9%
Net service income	-0.4	-1.0	-2.2	-2.9	-60%	-23%
NOI [Net Operating Income]	6.0	4.8	21.9	19.3	23%	13.8%
Administrative expenses	-1.1	-1.0	-3.5	-3.0	4%	17%
Fair valuation gains on inv. properties	5.5	1.9	14.4	5.9	187%	145%
Depreciation and amortization	-0.5	0.0	-0.5	0.0	n.a	n.a
Other income	0.6	0.0	0.6	0.0	n.a	n.a
EBIT	10.5	5.7	33.0	22.2	83%	49%
Financial income	0.4	0.6	1.0	2.1	-36%	-53%
Financial expenses	-2.5	-2.2	-9.3	-11.6	12%	-19%
Profit before tax	8.4	4.1	24.7	12.8	105%	93%
Income tax	0.4	-0.9	0.2	-1.3	-150%	-115%
Result of the current period	8.8	3.2	24.9	11.5	176%	117%

OPERATIVE KPI's

GLA [Gross Lettable Area]	sqm	325	325	325	325	0%	0%
Occupancy	(%)	94.0%	96.1%	94.0%	96.1%	-2%	-2%
WAULT	years	5.5	5.3	5.5	5.3	3%	3%
effective EUR / sqm / months**	EUR/sqm	6.5	6.0	6.5	6.0	8.8%	9%
Leakage (NSI/GRI)	(%)	-6%	-17%	-9%	-13%	-63%	-30%
No of green certificates***		5	1	5	1	n.a	n.a

VALUATION

GAV	EUR m	310	289	310	289	7%	7%
GAV / GLA	EUR/sqm	954	890	954	890	7%	7%
NAV	EUR m	167	161	167	161	4%	4%

DEBT METRIC's

gross debt****	EUR m	144	140	144	140	3%	3%
net debt	EUR m	135	110	135	110	22%	22%
EPRA LTV	(%)	30%	39%	30%	39%	-23%	-23%
avg. interest expense	(%)	3.9%	4.6%	6.5%	5.9%	-16%	10%

(1) financial performance from 2022.06.15

(2) Gross Rental Income / GLA

(3) ST and LT loans

(4) Annualized Gross Rental Income / Asset value

(5) CBRE: Key Trend Driving the CEE retail market - CBRE 2023 October

Aim to reduce leakage
(Net Service Income /
Gross Rental Income)

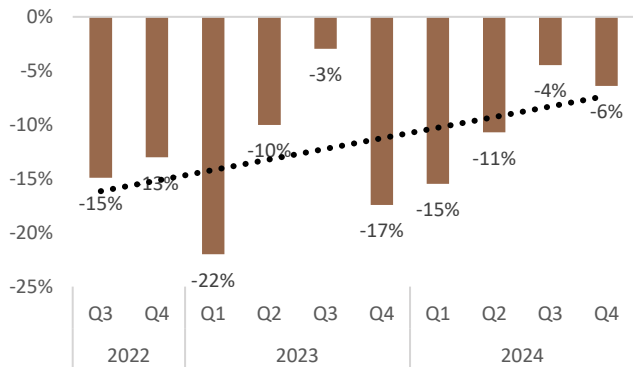
REIT status : 90% of the
profit of the HU operation
to be recommended for
distribution at the AGM.
Dividend'23: ~ EUR 10m

TESCO Downsize and the
under-rented portfolio
represents a significant
upside potential

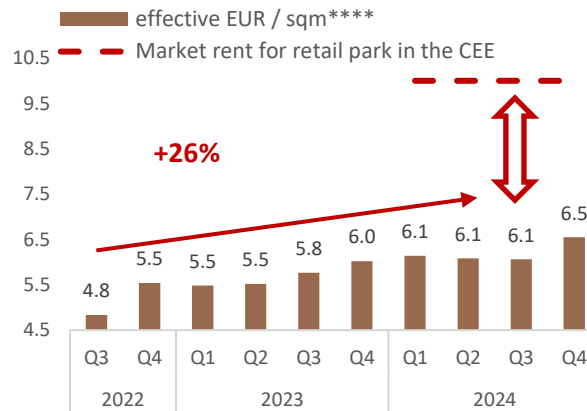
Average valuation of retail
park transactions in the
region in the last three
years was **1,515 EUR/sqm**

LTV is currently below our
targeted LTV range of 50 -
60%

Shopper Park Plus – The business case for increasing FFO



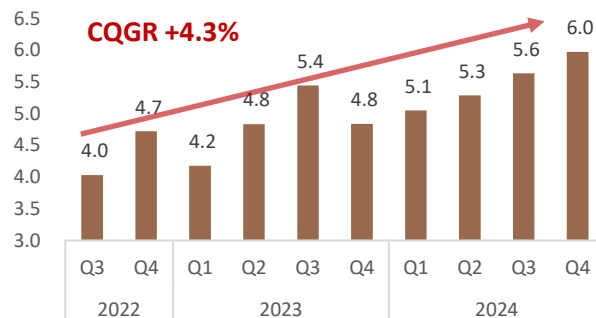
Leakage:
(Net Service Income /
Gross Rental Income)



**Average rent / sqm /
months of the SPP's
portfolio**

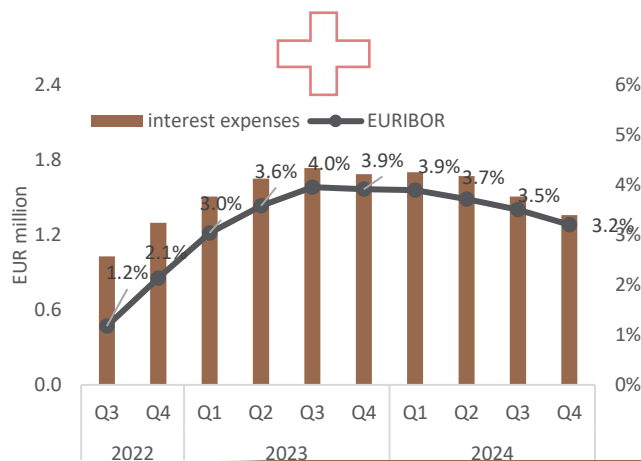
CQGR +4.3% q-o-q

Quarterly Net Operating Income

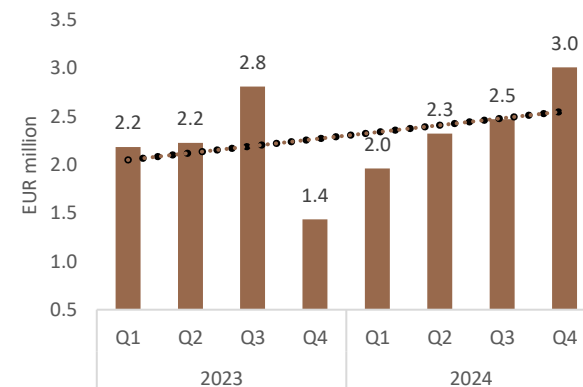


**Ongoing downsize 30k sqm could
add c.a EUR 2.4 million p.a**

**Interest expenses
plateaued in Q4 and
started to decrease**



Quarterly FFO development

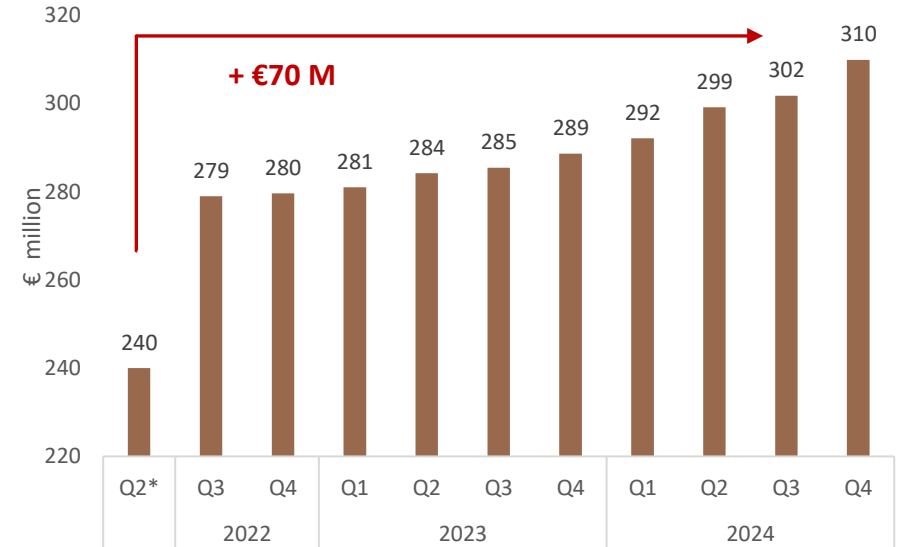
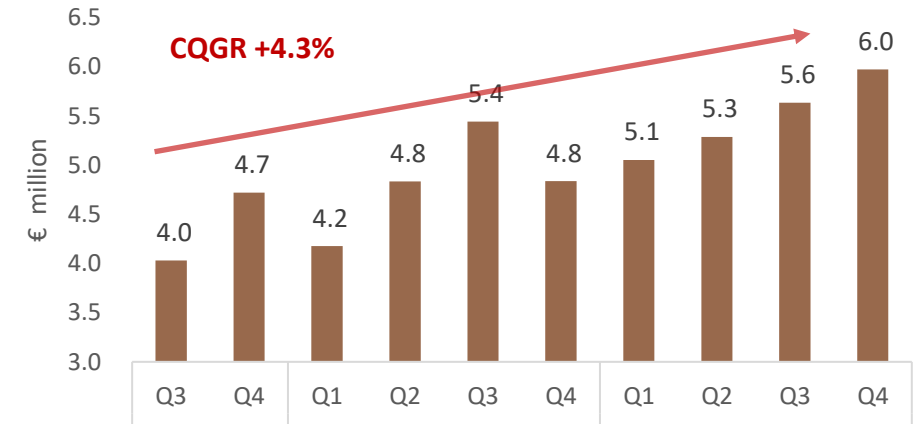
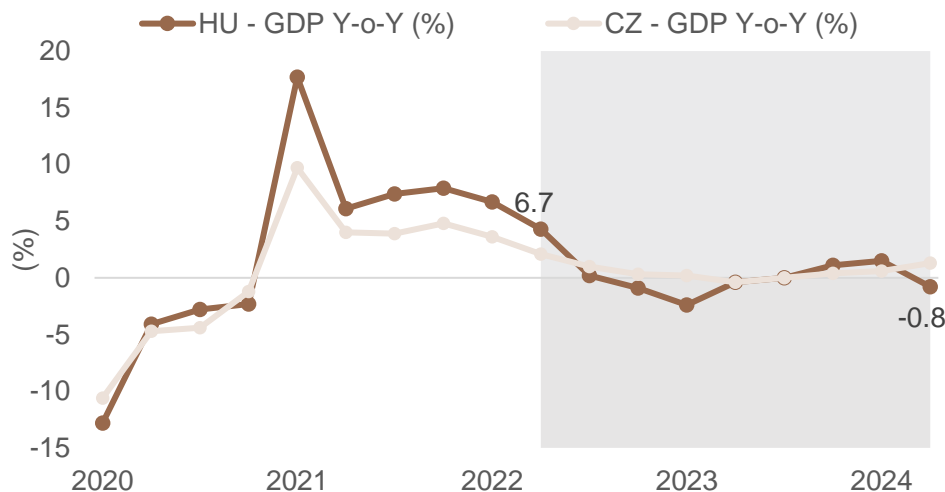
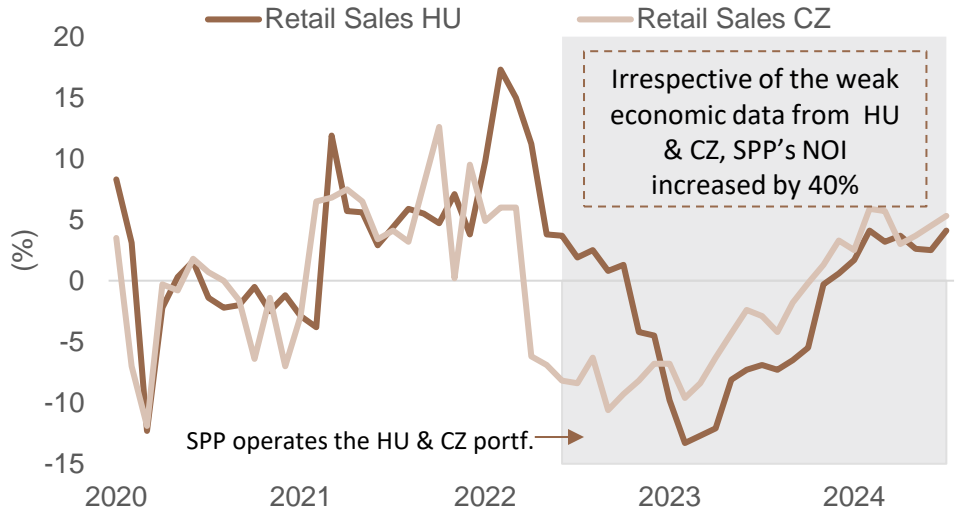


(1) FFO: EBITDA - tax - interest

Resilient sector

Despite the challenging economic environment, SPP financial figures have been strong

Despite the **subdued economic performance** in HU & CZ.... ..SPP's **NOI** and **Gross Asset Value** demonstrated strong growth



* Acquisition date

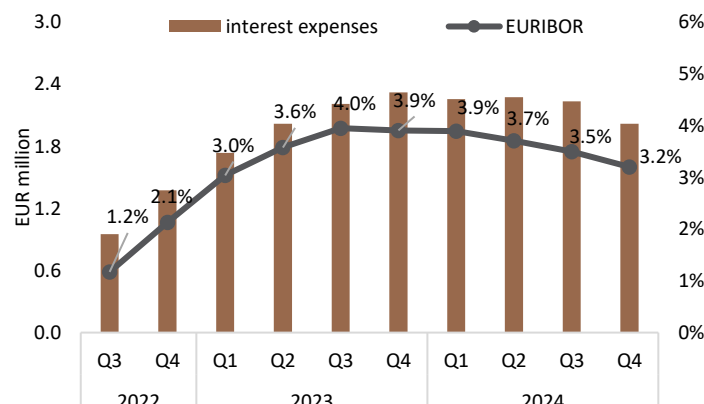
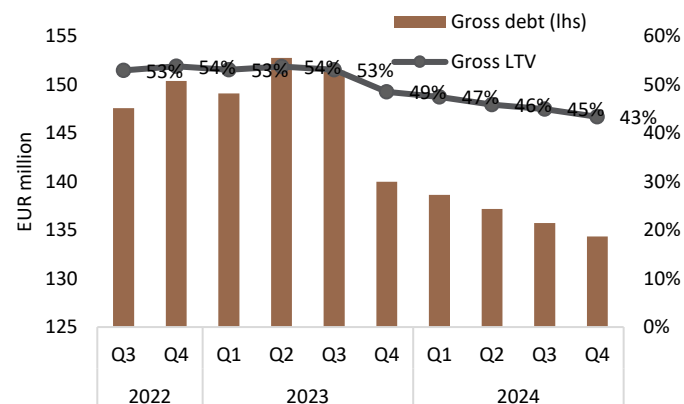
Capital structure – SPP aims to maintain an LTV ratio between 50 – 60%

In Q3, LTV was at 45%

Key capital structure considerations

- **The Issuer aims to maintain a loan to value ratio between 50-60%.**
- This objective is strongly supported by the strict REIT requirement of not exceeding 65% loan to value ratio.
- In June 2022, the Issuer acquired the Initial Portfolio for around EUR 240 m, **financed by a EUR 150 m loan by the consortium** of OTP Bank Hungary, Erste Bank Hungary and Erste Bank Vienna.
 - **Interest coupon:** 3-month EURIBOR + 2.5% spread. **Interest rate on the 70% of the principal is capped at a 2.4% 3-month EURIBOR rate.** Interest rate on the remaining 30% is variable.
 - **Term:** 5 year
 - **Amortization:** 20 year (80% bullet)
- **Accordion facility**
 - Subject to certain conditions a **EUR 30 m facility can be drawn from the bank consortium** (commitment fee payment obligation may incur at the Issuer).
 - The facility can be used for financing general corporate purposes (incl. CAPEX and dividend payments).

Evolution of debt metrics



Adventum: A leading real estate investment fund manager operating under the AIFM regime specialized in the CEE region. The Group's exceptional sourcing, asset management and execution skills are acknowledged and valued by our investors and financing banks alike. This is the testament to the investment strategy and the core acquisition, and the asset management expertise of Adventum. Our ESG strategy is focused on the reduction of lifetime CO2 emission and is guided by international sustainability agenda and convention such as the Paris Agreement.

ADVENTUM

20-50% IRR

PREVIOUS FUNDS AND
SEPERATE ACCOUNT
PERFORMANCE P.A.

€ 1.3 BN

AUM GAV

3

EXISTING CLOSED-END REAL
ESTATE FUNDS

35

MANAGED PROPERTIES
IN CEE

2006

FOUNDATION AND OWNED
ENTIRELY BY THE
MANAGEMENT TEAM

SPP IS LISTED REIT

BUDAPEST STOCK EXCHANGE



Mercedes Benz HQ, Warsaw, PL



Sky Tower, Wroclaw, PL



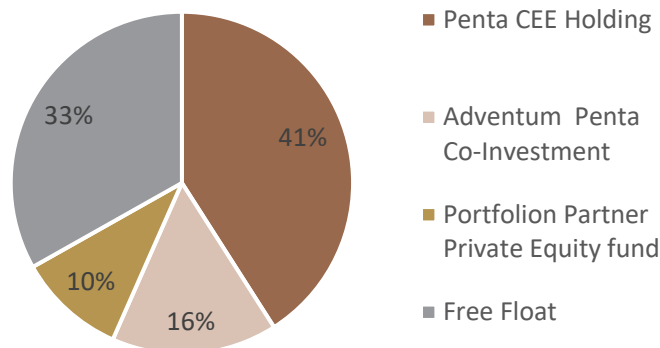
Köki Mall, Budapest, HU



Hermes Business Campus, Bucharest, RO

TRACK RECORD: ADVENTUM HAS RAISED MORE THAN € 500 + MN FROM INVESTORS SINCE 2016

Shareholder Structure



- Adventum controls Penta CEE Holding and Penta Co-Investment and owns ca. 57.4% of the shares but has 77% of the voting rights required for the majority of the board seats selection which controls strategic matters.
- **Adventum** is an IRR-focused real estate management firm with an average IRR track record of 20% over the past 10 years. Given its return-focused mandate, Adventum is highly motivated to distribute all free cash flow from Shopper Park Plus in order to earn performance fees
- The European Bank for Reconstruction and Development (**EBRD**) is an supranational financial institution that promotes economic development and sustainability in its regions of operation. With a strong focus on environmental, social, and governance (ESG) criteria, the EBRD prioritizes investments that drive positive environmental impact, foster social inclusion, and uphold high standards of governance.

Basic Information

Bloomberg Ticker		SPLUS HB Equity
Share price	EUR p.s	12.4
ISIN		
Primary Exchange	Budapest Stock Exchange	
Market capitalization ⁽¹⁾	EUR m	174
EPRA NTA	EUR m	200
Shares outstanding	m	14.99
Free float	(%)	33%

- Through an initial public offering (IPO), Shopper Park Plus (SPP) raised a total of **37.2 million Euros in capital**, placing its shares into the BSE Premium Category with an IPO price of 10.8 EUR/share. Shopper Park Plus completed **the first ever Euro-based** share issuance on the Budapest Stock Exchange.
- On 6th of December 2024, SPP **raised 22.2 million EUR** in a private placement to fund the acquisition of SK Portfolio at a share price of 11.5 EUR/share.

(1) As of 2025.01.10

- Overall Asset Management target is **value maximalization** of all assets which is **derived from higher rent / NOI achieved in each asset**. AM aims to invest into the buildings, creating new tenancies and upgraded common areas, that will result in **greater footfall and thus higher turnover for tenants**. With higher turnovers realized, tenants are able to increase their rental levels as well. This is being done continuously, with a focus on buildings with downsize areas.
- Strategy related to **target tenant structure** is twofold:
 - To provide all service lines in all locations for **necessity shopping aiming to create a long-term commitment to our assets from the customers**. This means in all locations our aim is to have pharmacies, opticians, bakeries, specialty food retailers, but also necessary services: laundry operators, hairdressers, nails/health & beauty providers etc..
 - "Secondly, using the downsize and larger units, our goal is to provide fashion/shoes and accessories units more appealing to local customers. Retailers can be our unique attraction by new tenant entries of strong international brands aiming to draw away customers from our competitors' assets."
- Additional value creating potential: Large unused areas.** Having relatively large plots (avg. plot size in HU: 99k sqm vs. avg building size: 19k sqm) compared to the buildings offers **value creation** for certain assets.
- Leasing strategy – include Turnover rent with a rent floor, in order to capitalize on convergence of the disposable income of CEE households to Western EU's peers.



RETAIL NEWS
JULY 9, 2024

**KOTON TO OPEN 8 STORES IN HUNGARY IN
ADVENTUM MANAGED PROPERTIES**

Source: <https://europaproperty.com/koton-to-open-8-stores-in-hungary-in-adventum-managed-properties/>

Aventum's ESG policy is guided by the international sustainability agenda and conventions such as the Paris Agreement



Case Study: ESG applied to Adventum's Tesco Portfolio

Effectively integrated ESG practices, setting a high standard for sustainable and corporate responsibility

Property description

- Tesco portfolio consists of 14 food anchored retail centers located in major towns Hungary and 4 retail centers in Czechia
- The retail centers were built between 2000 and 2008 and all properties are located at major transport hubs
- Anchored by Tesco and other notable tenants include Decathlon, Sports Direct, DM, and H&M

326k
GLA (sqm)

93%
Occupancy

€10m
NOI H1.



ESG at acquisition

- ✗ No sustainable energy management
- ✗ No environmental accreditation
- ✗ No long-term maintenance plan or utility procurement strategy
- ✗ High level service charges at appr. €5 per sqm p.a.

ESG Plan at acquisition

- ✓ Joining EKR (Carbon emission trading)
- ✓ Achieving BREEAM In-Use Very Good accreditation for all assets
- ✓ Preparing assets from technical and legal aspects to host €700k/asset investment to install PV panels to generate green energy. This is to be funded by a third party who will also pay app. €90k p.a. additional income per asset
- ✓ Targeting significant sustainable service charge reduction

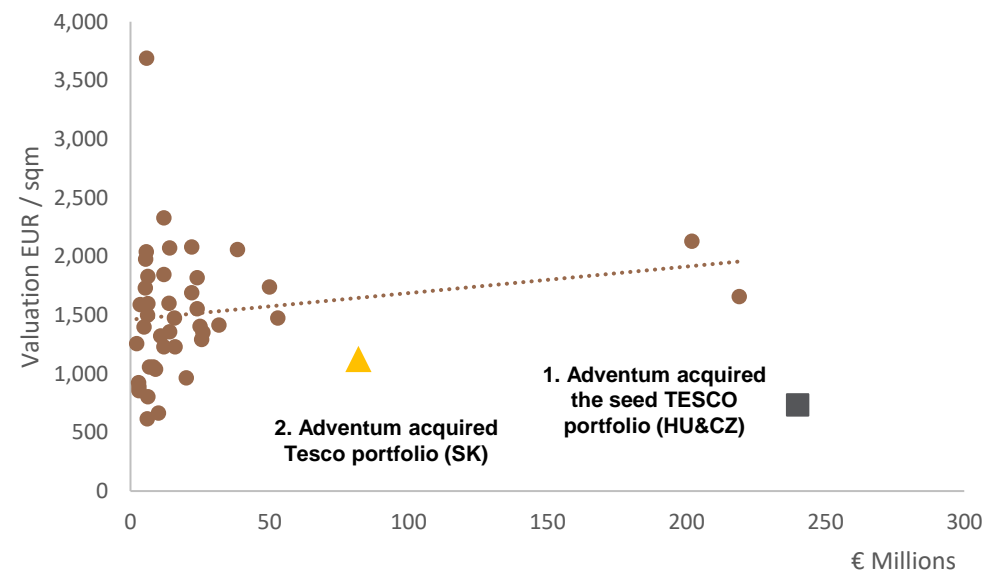
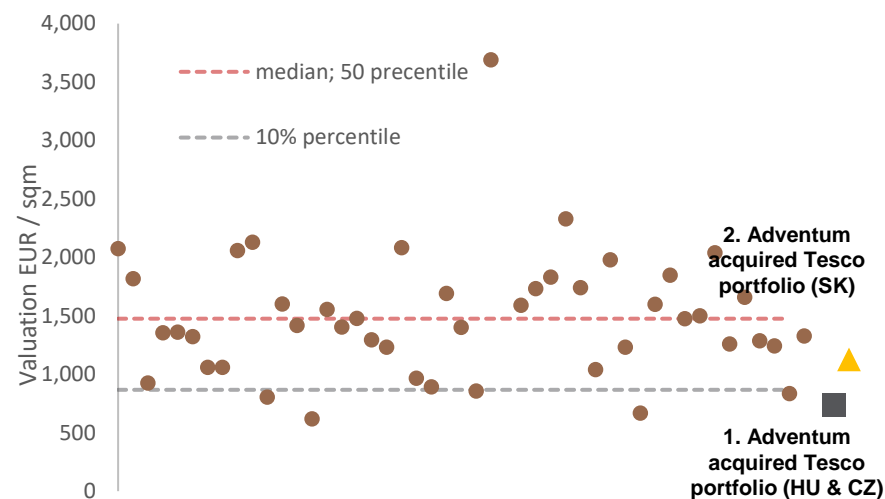
ESG Plan status Update

- ✓ Joined EKR. ESG related Capex projects can be covered by up to 100% by trading project specific energy consumption reduction on EKR
- ✓ Obtaining BREEAM In-Use Very Good certification for 7 properties by mid 2024 (approval is at hand, awaiting official documentation) and all properties by 2026
- ✓ Progressed installation of LED-lighting in internal and external areas with all works expected to be completed for the entire portfolio by the end of 2024
- ✓ Contract signed with Tesla and Ionity to gradually increase then number of electric car chargers with first chargers to be installed by mid 2024
- ✓ Upgrading the M&E systems and improving insulation of the building envelopes

Adventum has unique ability to source deals

Case Study: Acquisition of Tesco's HU and CZ portfolio in 2022 and pricing of the PL & SK retail parks

Retail Park transactions in the region between 2021 - 2023



Sourcing strategy

- We have **deep market understanding and good connections** with all market players along with quick decision making and strong execution, structuring capabilities. This enables us to get the best deals when execution, timing and transparency are more important than price.
- **Off-market deals** - since all market players and agents know us throughout the CEE and are familiar with our deal making skills, we are regularly approached for off market deals
- **Sale and lease backs** – grocery anchors are actively pursuing this strategy, we have proven experience in managing these complex processes
- **Broken deal and processes** – we are regularly reapproached by owners after a failed transaction, this obviously presents opportunities
- **Large property owners** – some large property owners who funded excessively with EURO denominated bonds are facing financial difficulties and must dispose of some assets, we are a preferred counterparty to these companies in the CEE
- Consequently, our reputation, track record and independent transparent operation enables us to **be the preferred partner** especially for large international companies that **seek to have deal security and transparency** when transacting in CEE.
- We also **have one of the largest existing retail park portfolios in CEE**, so we can **assess and respond to off market queries very quickly** further strengthening our position on the CEE Retail Park capital markets.

Disclaimer

This presentation, along with the accompanying slides and discussions, contains forward-looking statements. These statements are based on Shopper Park Plus Nyrt.'s current plans, estimates, and expectations, and as such, they are subject to uncertainty and may change due to various factors. Forward-looking statements may include, but are not limited to, projections related to capital employed, capital expenditure, cash flows, costs, savings, debt, demand, property values, market trends, leasing activity, returns, investments, growth, profitability, efficiency, development projects, occupancy rates, sales, acquisition opportunities, financing conditions, strategy, and the potential impact of market conditions or mergers and acquisitions.

These forward-looking statements are subject to risks, uncertainties, and other factors that could cause actual outcomes to differ materially from those expressed or implied. Such factors include, but are not limited to, changes in legislation, interest rates, real estate market conditions, demand and supply dynamics, economic growth, fluctuations in property values, and the completion of current or potential transactions. Many of these factors are beyond the Shopper Park Plus Nyrt.'s control or ability to predict.

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