

# LCP PROPERTIES POLAND

PROPERTY INVESTMENT SPECIALIST

# HIGHLIGHTS

London & Cambridge Properties was established in 1987. LCP together with its sister subgroups ( Sheet Anchor, Ringmerit, Proudreed ) is a leading privately owned investment and property management group operating in key locations throughout the UK, France, Germany and Poland.

The principal activities of the combined Group are the acquisition and management of commercial properties along with the provision of associated services.

With over 30 years experience of investing in the commercial property market, the combined Group has a proven track record in identifying opportunities requiring intensive management and ultimately maximising their value.

**OUR GOAL IS TO INCREASE THE VALUE OF OUR PORTFOLIO BY EUR 2 BILLION OVER THE NEXT FIVE YEARS.**

Combined Group acquisition in the last five years in excess of **€1.5bn**

Almost **€580m** Central European acquisitions in the last four years

Net rental income of the Combined Group has **increased by** almost **€54M** in the last 5 years

Central European occupancy rates over **90%**

UK occupancy rates over **91%** for last five years



# KEY FACTS AND FIGURES

Relationships exceeding **20 years** with principal lenders

Granular portfolio maintained.  
No single tenant with annual rent over **2%** of total rents

## COVID-10 PANDEMIC

The World Health Organisation officially declared COVID-19 outbreak a pandemic on 11 March 2020. The pandemic has led to unprecedented measures taken across the globe having a major impact on the UK, France, Germany and Poland. These measures include enforced closure of most industries and restriction of peoples' movements.

During the pandemic, the combined Group has increased emphasis on cash collections and management of tenants to maximise recoveries while protecting occupancy levels going forward.



Investment property value



Annual net rental income



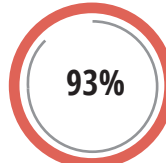
Annual profits



Interest cover



Properties



Occupancy



Total lettable area



Tenants

### Consequently

- Cash collections in excess of 90% during the period
- Occupancy levels have been maintained
- Borrower obligations have been satisfied in full

# STRUCTURE

## EMEA

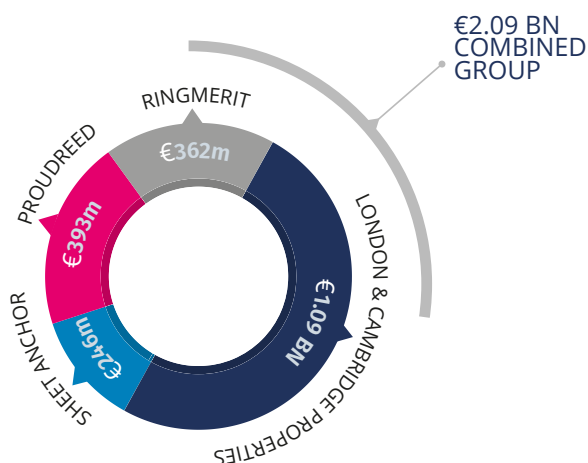
The group consists of four independently owned sub-groups:

- London & Cambridge Properties
- Sheet Anchor
- Ringmerit
- Proudreed

## POLAND

The LCP in Poland consists of two subgroups

- LCP Poland Properties
- Sheet Anchor



## NET ASSET VALUE

GLOBAL DATA

- LCP: €1,09 BN
- Sheet Anchor: €246m
- Proudreed: €393m
- Ringmerit: €362m

## FINANCIAL DATA OF COMBINED GROUP PROPERTIES



### Over €4.75 BLN

Value of Combined Group Properties

#### GROUP ASSETS COMBINED

Number of properties:	over 1188
Number of tenants:	over 7730
Occupancy:	over 93%
Operating income:	€ 306m
PBT:	€ 197m
ICR:	5,1x

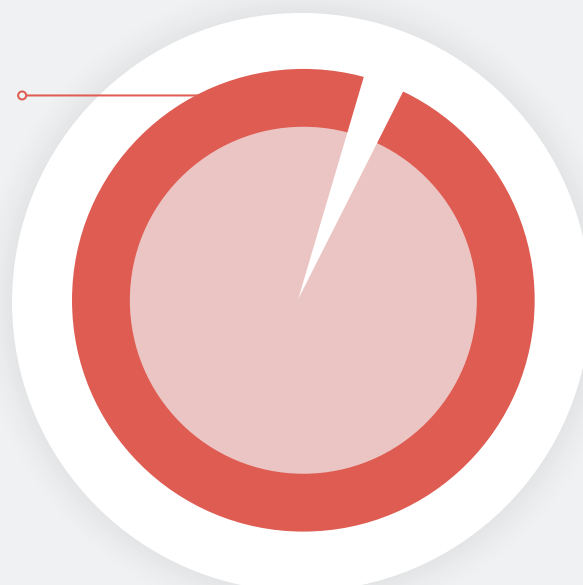
### Over €278,1m

Is the value of the properties comprising the LCP Poland portfolio

### Over 98% occupancy

#### LCP POLAND

Number of properties:	60
Number of tenants:	over 600
Occupancy:	over 98%
Operating profits:	€ 17m
PBT:	€ 9,3m
ICR:	5,7





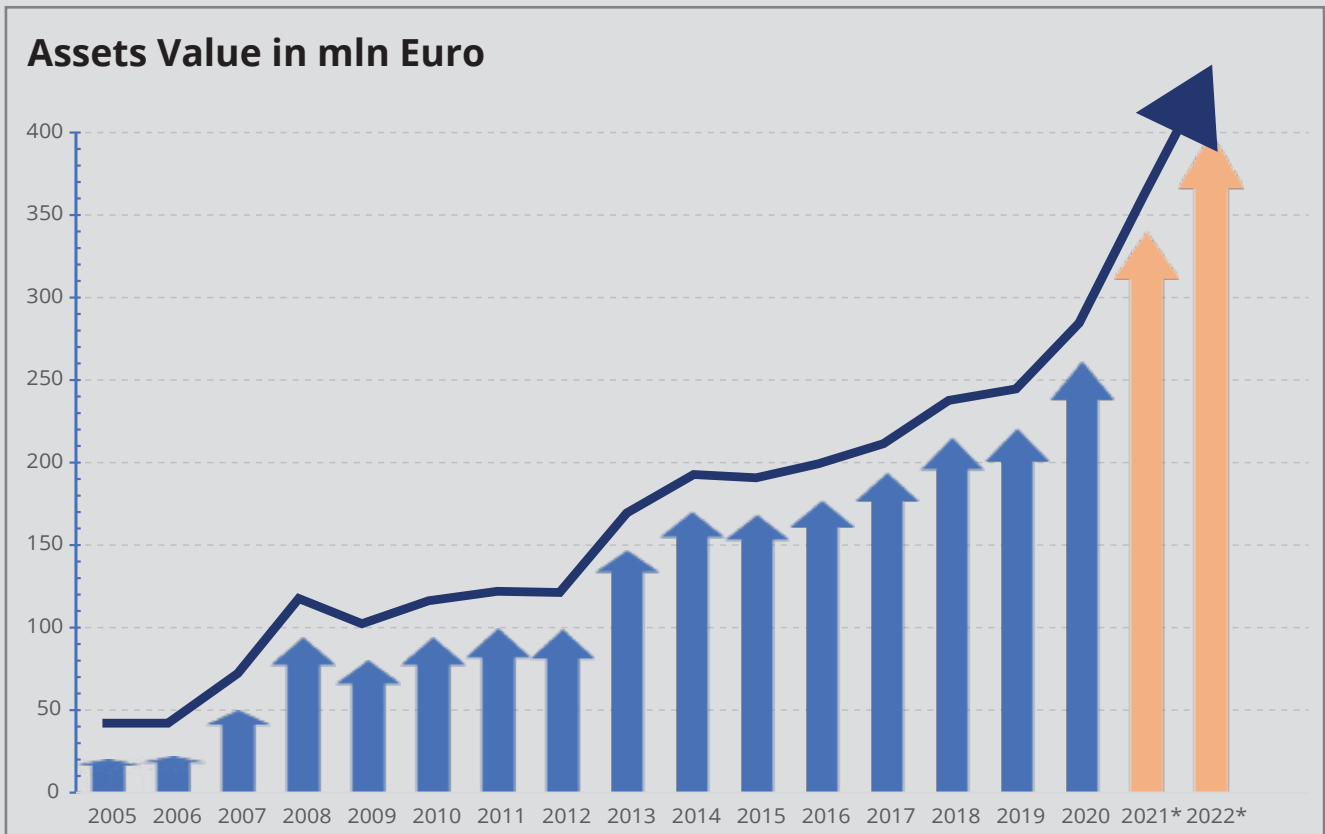
## THE VALUE OF PORTFOLIO IN TIME

### THE HISTORY OF LCP POLAND



The strategy of LCP Poland includes the reinvestment of profits and acquisition of subsequent properties. The above creates a “snowball effect” and quickly helps boost the value of the portfolio.

Błażej Jurkowski, Finance Director, LCP Poland

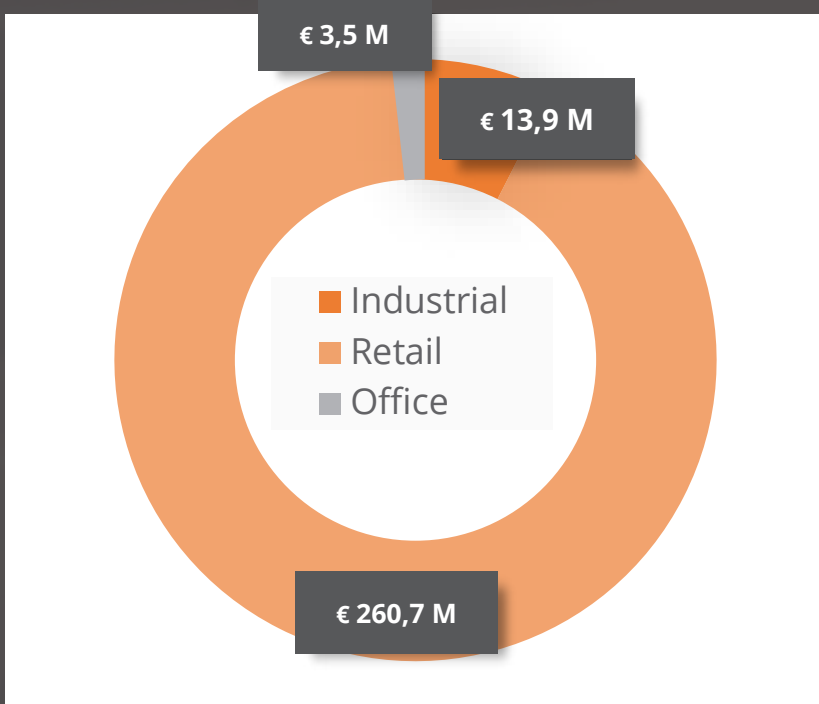


**OVER € 265 MLN**

is the LCP Poland portfolio's current value which the company has managed to develop since the beginning of its operations in Poland.



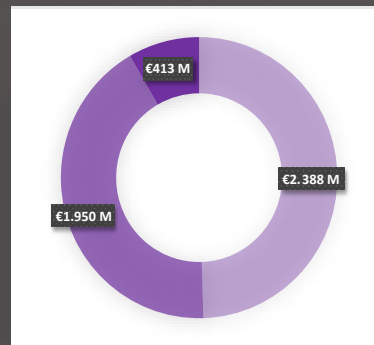
# GROSS PROPERTY VALUES BY COUNTRY AND SECTOR



**Poland** Gross Property Values by Sector

Industrial: € 13,9 mln      Retail: € 260,7 mln

Office: € 3,5 mln



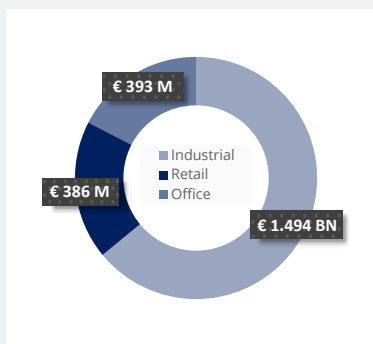
**LCP Combined Group**

Industrial: € 2,388 mln

Office: € 413 mln

Retail: € 1,950 mln

Gross Property Values by Sector



**France**

Industrial: € 1,494 m

Retail: € 386 mln

Office: € 393 mln



**Germany**

Industrial: € 60 mln

Retail: € 131 mln



**UK**

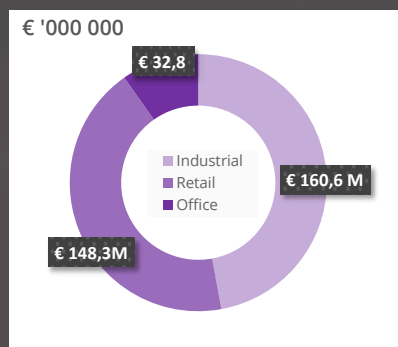
Industrial: € 820 mln

Retail: € 1,172 m

Office: € 16 mln

## GROSS ANNUAL RENTAL INCOME BY COUNTRY AND SECTOR

Gross Rental Income



### LCP Combined Group

Industrial: € 160,6 mln

Office: € 32,8 mln

Retail: € 148,3 mln

€ '000

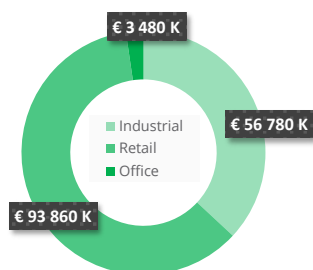


### Poland Gross Rental Income

Industrial: € 700 K

Retail: € 20,860 K

Office: € 350 K

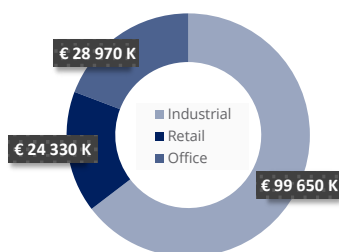


### UK

Industrial: € 56,78 mln

Retail: € 93,86 mln

Office: € 3,48 mln



### France

Industrial: € 99,65 mln

Retail: € 24,33 mln

Office: € 28,97 mln



### Germany

Industrial: € 3,48 mln

Retail: € 9,27 mln

# DOING BUSINESS IN POLAND

1

## ENTREPRENEURSHIP SPIRIT

The core of our philosophy is based on:

- ↘ Quick decisions, fast completions,
- ↘ Intensive and proactive management of assets to maximise the income and cash flow,
- ↘ Focus on generation of repeatable income,
- ↘ Efficient control of financing and operating costs,
- ↘ Minimising of commercial risks.

“

We have been investing in the properties whose scale and catchment area respond to the needs of local communities. [...] The strategy of LCP Poland includes the reinvestment of profits and acquisition of subsequent properties. The above creates a “snowball effect” and quickly helps boost the value of the portfolio.

Krystian Modrzejewski  
Group Operation Director, LCP Poland

# OUR VALUES



## 2 LONG-TERM COMMITMENT

Properties acquired by LCP are managed by a stable team of experienced experts. We value long term relationships with our partners. We acquire the assets to keep them for long time. The company aims to maximise its cash flow and deliver a long term growth.

Thanks to a long investment horizon, appropriate measures can be taken to build the value of the projects for our owners, tenants and their customers.

## 3 PORTFOLIO DIVERSIFICATION

We are investing in commercial properties that yield planned profits from invested capital. Our company operates in all sectors of the market of commercial properties in Poland:

- ↘ Retail
- ↘ Office
- ↘ Warehouse
- ↘ Industrial

LCP's strategy allows it to be independent of the economic fluctuations and market trends.

# NUMBERS

### Over €278,1m

is the value of the portfolio of LCP Poland.

### Over 200,000 sqm.

is the GLA owned and managed by the group in Poland.

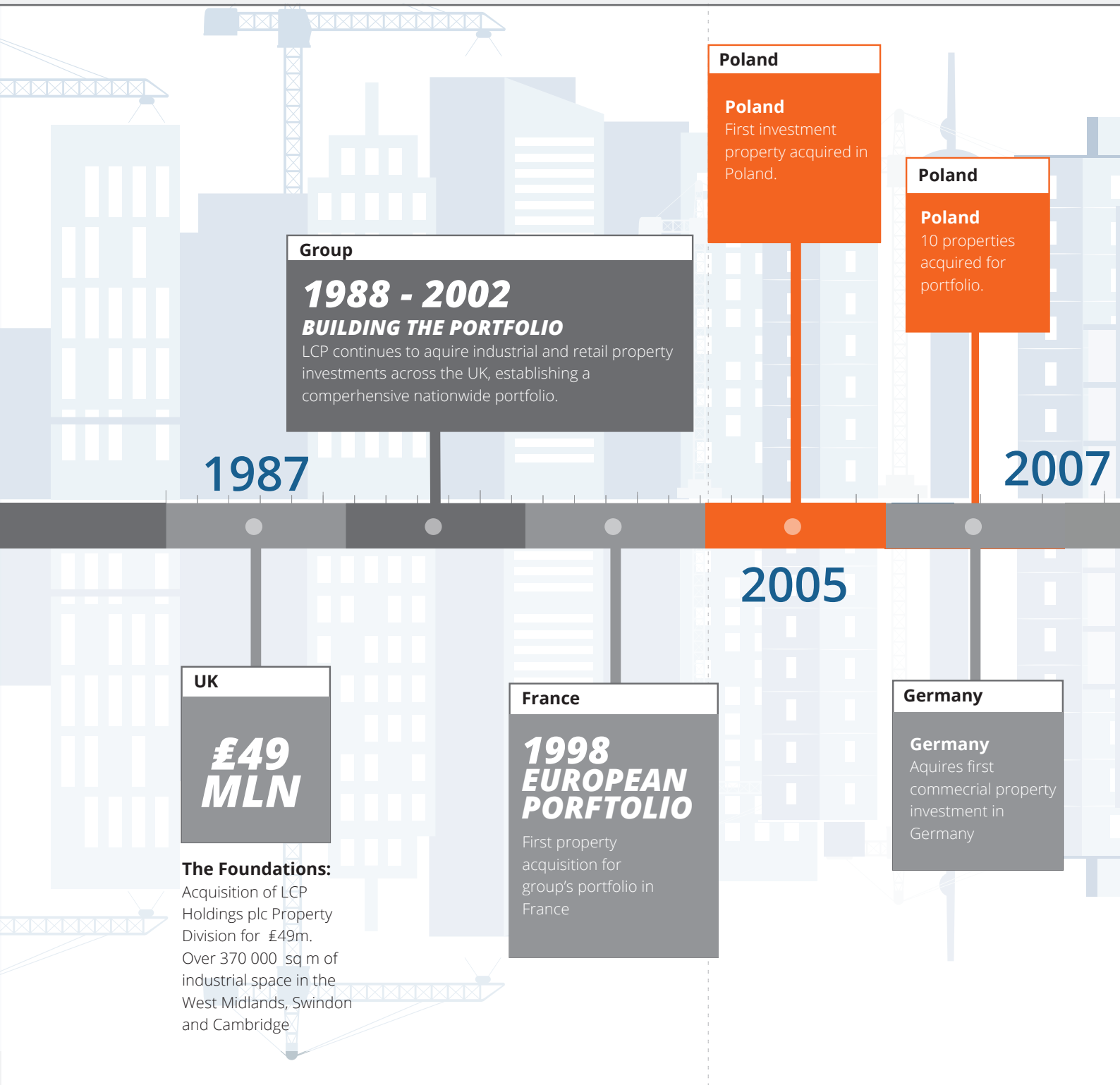
### 60

is the actual number of properties in its portfolio.

### Over 600 tenants

is the amount of long term lease agreements as at the end of 2020

# TIMELINE



**Group**  
**1988 - 2002**  
**BUILDING THE PORTFOLIO**  
LCP continues to acquire industrial and retail property investments across the UK, establishing a comprehensive nationwide portfolio.

1987

**Poland**  
**Poland**  
First investment property acquired in Poland.

**Poland**  
**Poland**  
10 properties acquired for portfolio.

2007

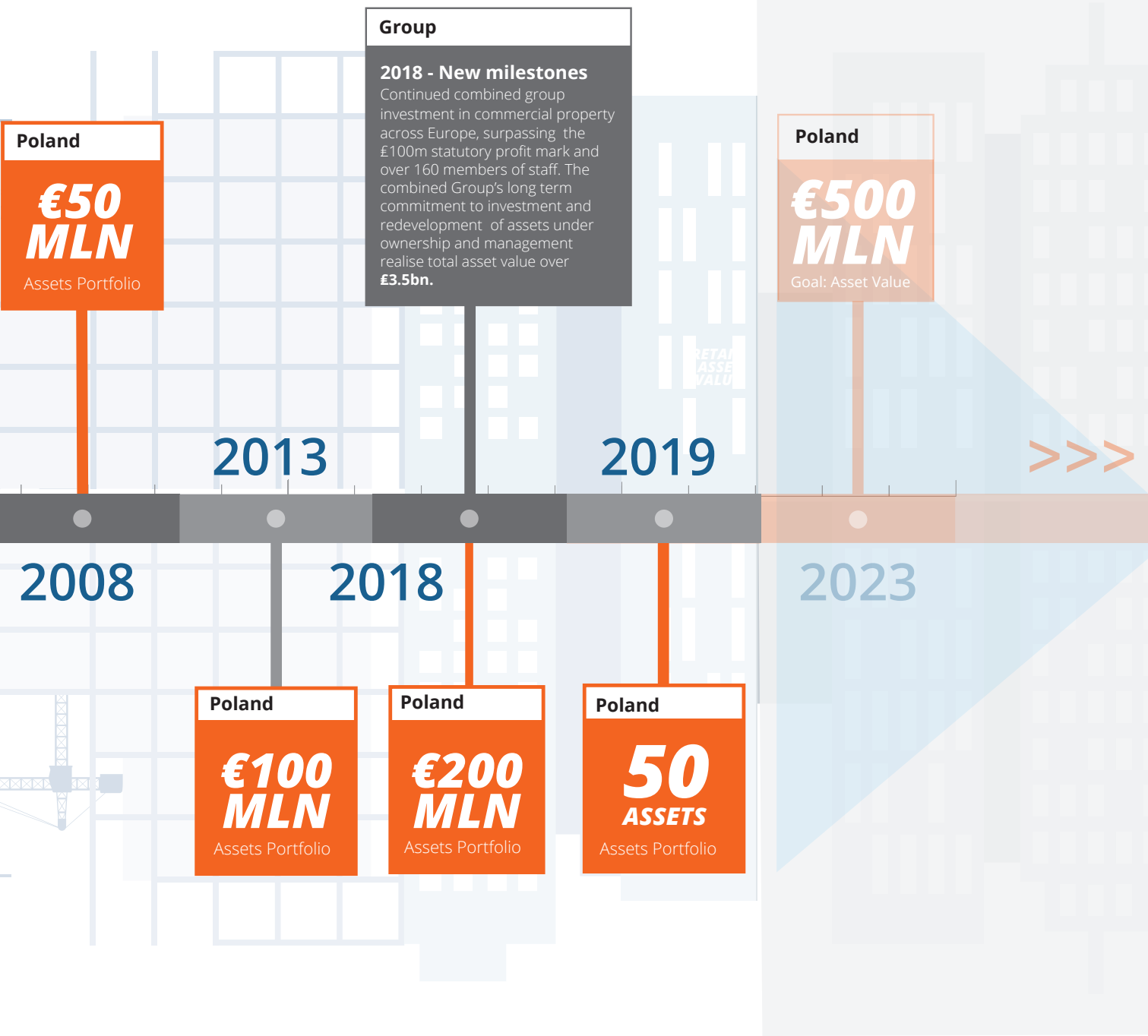
**UK**  
**£49 MLN**

**The Foundations:**  
Acquisition of LCP Holdings plc Property Division for £49m. Over 370 000 sq m of industrial space in the West Midlands, Swindon and Cambridge

**France**  
**1998 EUROPEAN PORTFOLIO**  
First property acquisition for group's portfolio in France

2005

**Germany**  
**Germany**  
Acquires first commercial property investment in Germany

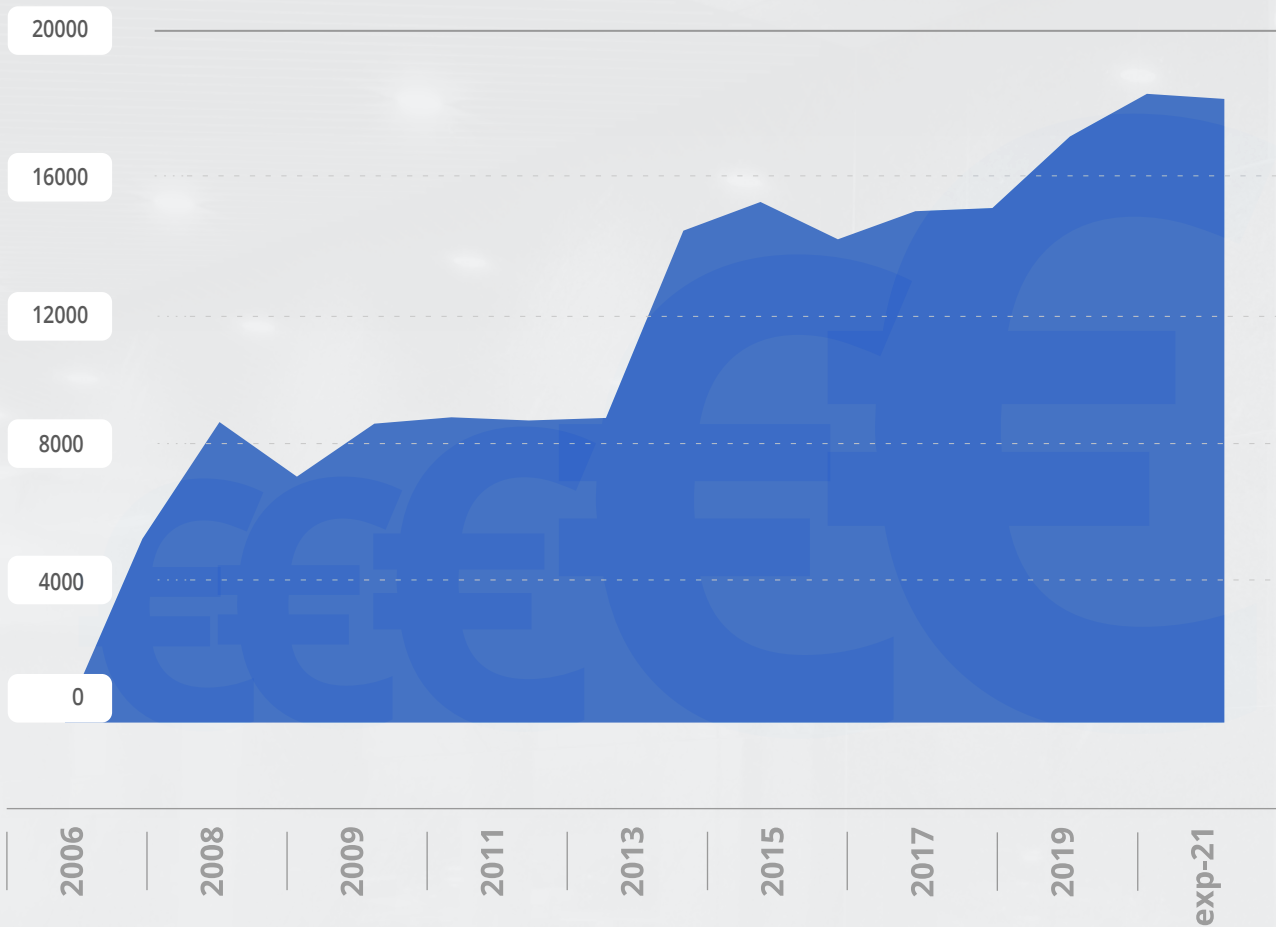


# FINANCIAL PERFORMANCE

2020

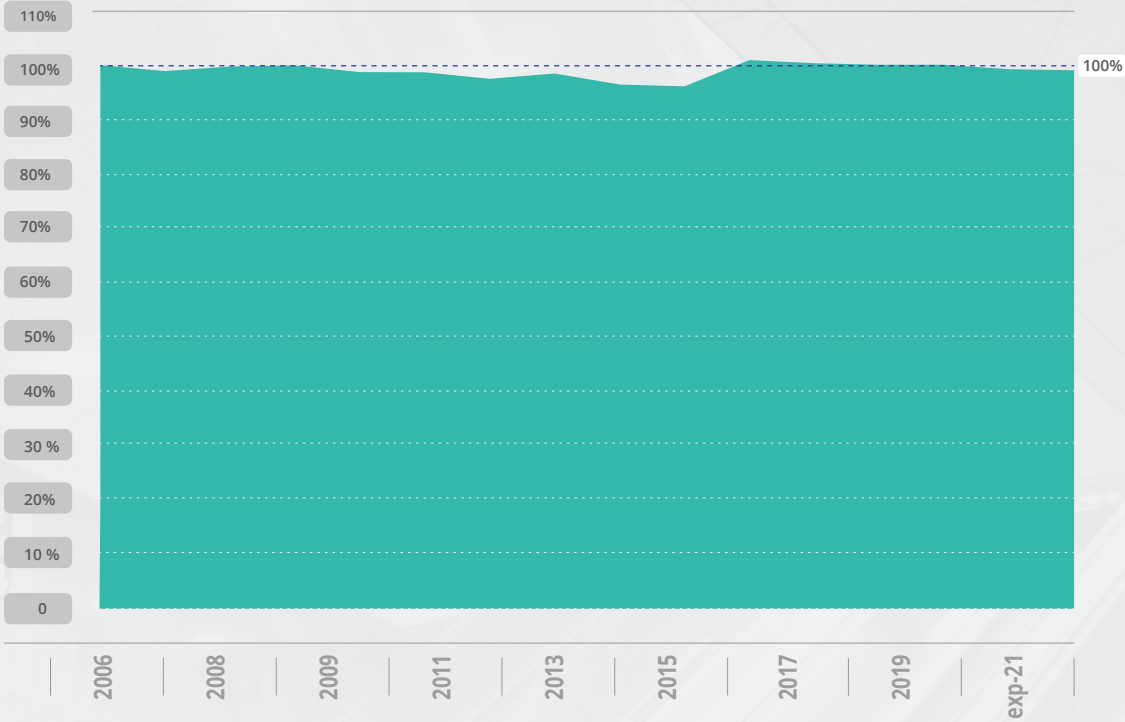
	<b>POLAND</b>	<b>COMBINED GROUP</b>
Net Operating Income in EUR mln:	17	306
Net Assets in EUR mln:	100	2,090
Investment Property in EUR mln	278	4,751

## RENTAL INCOME (EUR '000)

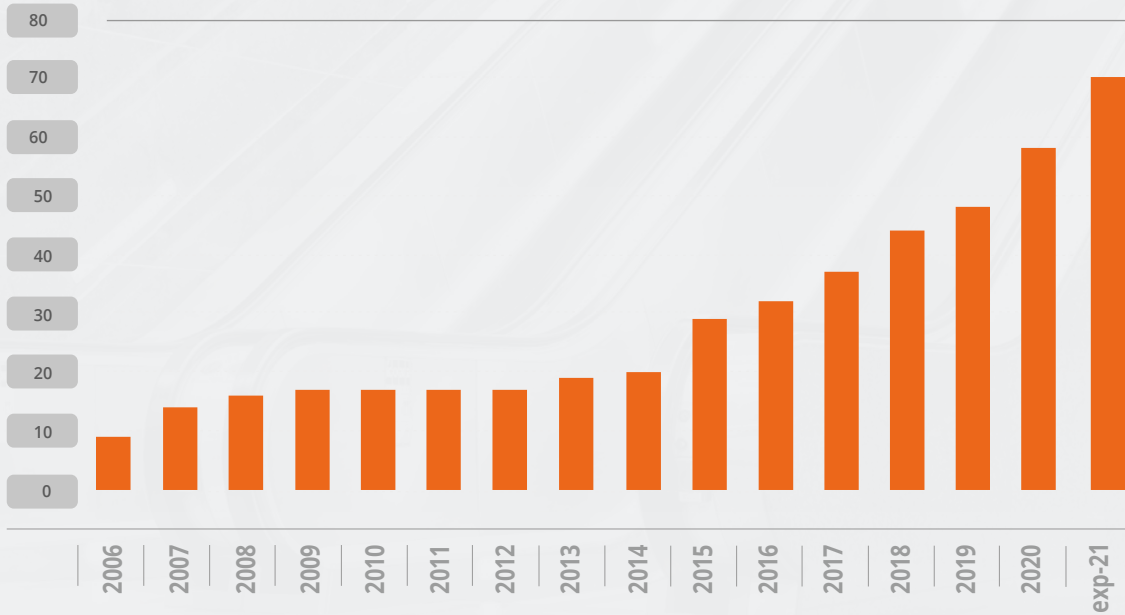




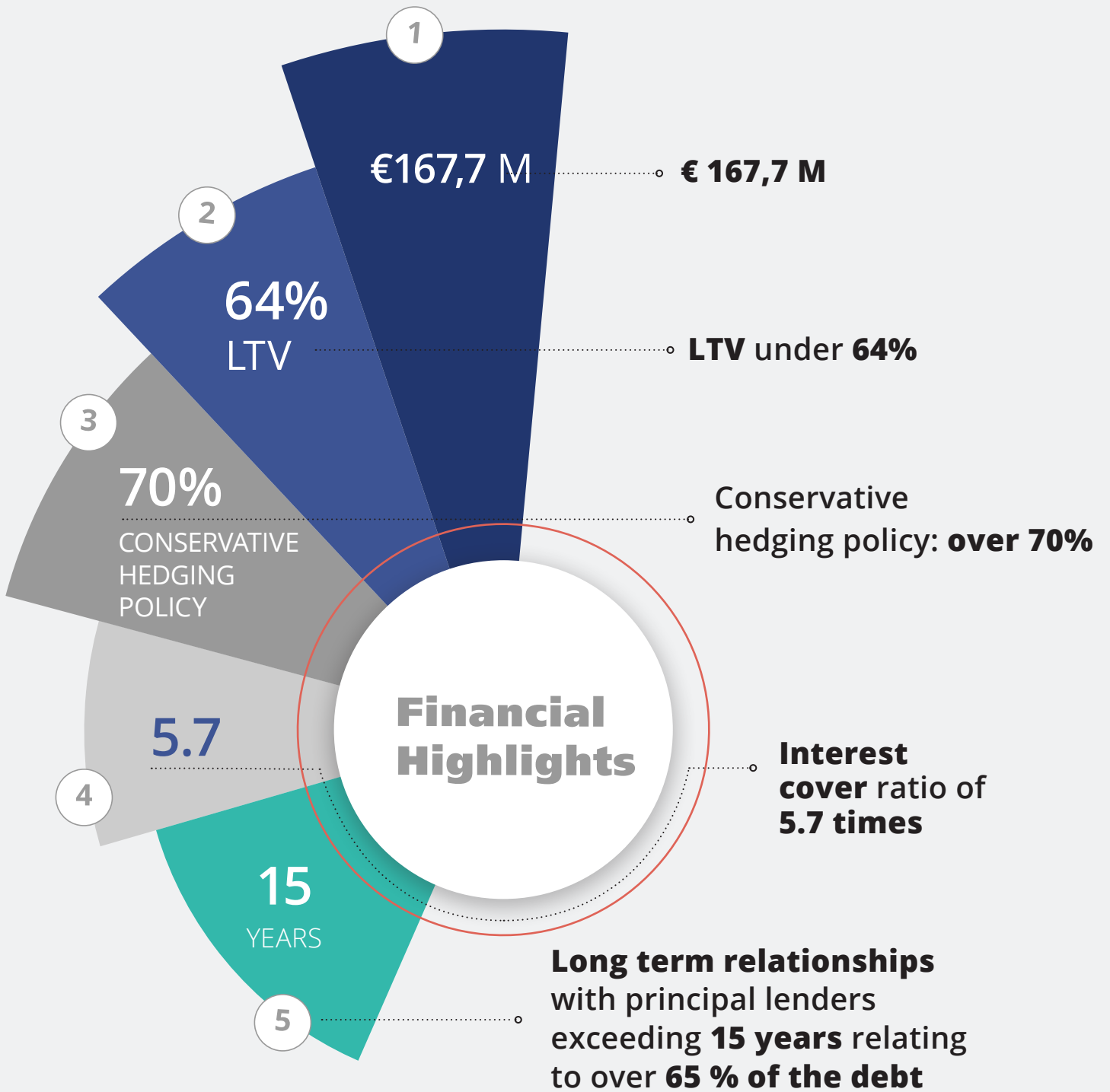
## REVENUE COLLECTION



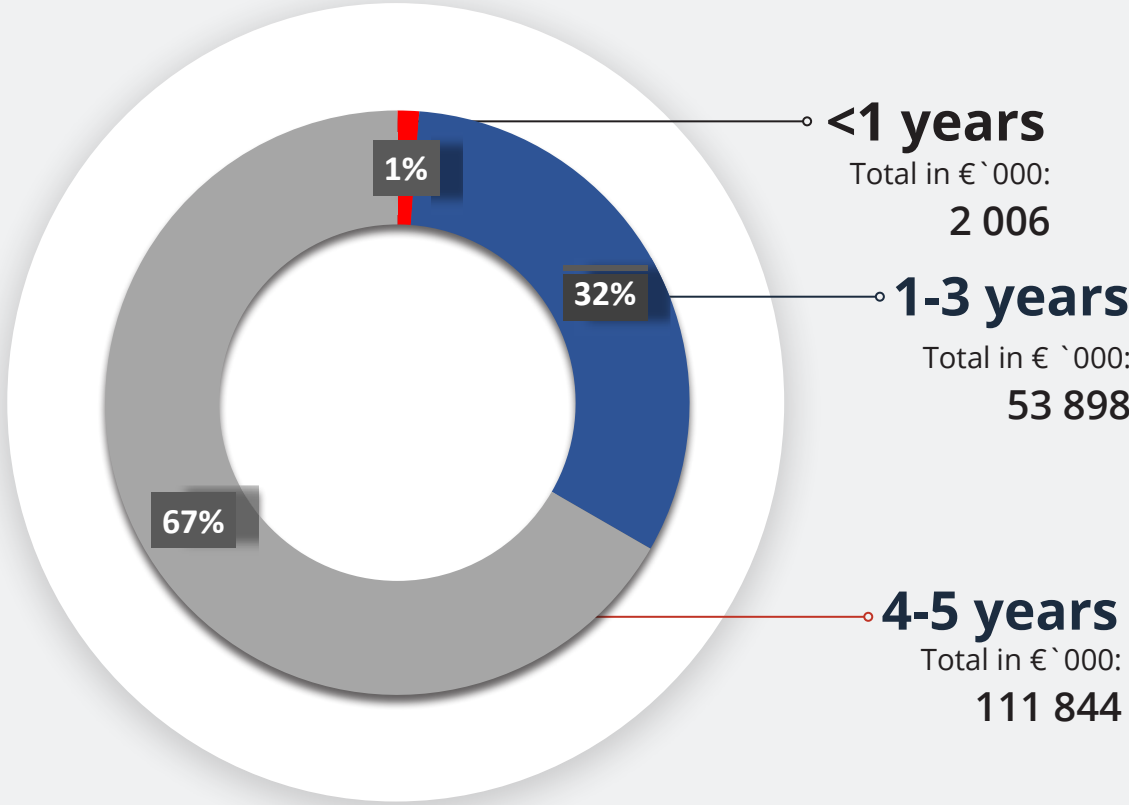
## NUMBER OF PURCHASED PROPERTIES IN POLAND



# FINANCING HIGHLIGHTS POLAND



# DEBT MATURITY POLAND



# PRZY DWORCU PARK HANDLOWY



CCC

McFIT

zabko

MAXI ZOO

hebe  
zdrowie i piękno

hebe  
zdrowie i piękno

10

20

TAXI

# MANAGEMENT POLAND



## JAMES FIFE

Supervisory Board Member  
responsible for LCP Poland  
T: +447768932640  
E: [jfife@lcpproperties.co.uk](mailto:jfife@lcpproperties.co.uk)



## KRYSTIAN MODRZEJEWSKI

Country Director  
T: +48 664 719 913  
E: [kmodrzejewski@lcp.pl](mailto:kmodrzejewski@lcp.pl)



## BŁAŻEJ JURKOWSKI

Finance Director  
T: +48 664 719 901  
E: [bjurkowski@lcp.pl](mailto:bjurkowski@lcp.pl)



## KATARZYNA SZELEŹNIK

Acquisitions Director  
T: +48 668 858 877  
E: [kignaczak@lcp.pl](mailto:kignaczak@lcp.pl)



## DOROTA SZERAFIN

Head of Property Management  
T: +48 664 161 490  
E: [dszerafin@lcp.pl](mailto:dszerafin@lcp.pl)



## JAROSŁAW KOTYNA

Development Director  
T: +48 787 022 298  
E: [jkotyna@lcp.pl](mailto:jkotyna@lcp.pl)

## CONTACT

LCP Properties Sp. z o.o.  
Pl. Piłsudskiego 2  
00-073 Warszawa

T: 22 314 69 07  
NIP: 527-24-84-517  
[office@lcp.pl](mailto:office@lcp.pl)





## Committed to improving asset growth.

This material is descriptive only. The precise coverage offered is subject to the terms and conditions of the policies issued.

Certain sections of this report contain forward-looking statements based on outlooks, estimates, projections and assumptions.

Words referring to expectations, anticipations, planning, beliefs, schedules, estimations and variations of these words and similar expressions are intended to recognize forward-looking statements, which include but are not limited to projections of revenues, earnings, cash flows. Statements are subject to certain risks and uncertainties. All content refers only as of the date of this report.

The LCP Properties company does not assume any obligation to amend or publicly release any changes to forward-looking statements to reflect events, circumstances or modifications in expectations of this report.