



## H1 2021 Financial Results

- Record profits of €224.6m with Ellinikon the key driver
- Business agreements and reservations of residential units in the Ellinikon provide great optimism for the successful continuation of the project

**LAMDA Development** (the “Company”) H1 2021 financial results include for the first time the consolidation of HELLINIKON S.A. (100% subsidiary). The revaluation, by an independent valuer (Savills), of part of the assets (Investment Property) held by HELLINIKON S.A., has improved the Company’s results by €306m. The consolidated net result, after taxes and minority interest, amounted to €224.6m profit, compared to €5.7m loss in the respective period in 2020.

Summary Consolidated Financial Results			
(amounts in €m)	H1 2021	H1 2020	(%) change
The Mall Athens	6.7	8.4	-21%
Mediterranean Cosmos	5.0	5.4	-8%
Golden Hall	4.4	5.6	-21%
<b>EBITDA Shopping Malls</b>	<b>16.1</b>	<b>19.4</b>	<b>-17%</b>
<b>EBITDA before valuations &amp; Ellinikon expenses</b>	<b>15.9</b>	<b>15.3</b>	<b>+4%</b>
Property revaluation gain/(loss)	6.3	(11.3)	--
Ellinikon project revaluation gain	306.1	--	--
Ellinikon project expenses	(12.6)	(2.7)	--
Flisvos Marina revaluation gain	--	8.5 <sup>1</sup>	--
<b>Total EBITDA</b>	<b>315.7</b>	<b>9.7</b>	<b>--</b>
<b>Consolidated Net Results (after financial expenses, taxes and minority interest)</b>	<b>224.6</b>	<b>(5.7)</b>	<b>--</b>

Consolidated EBITDA before revaluations reached €15.9m, a 4% increase vs. the respective period in 2020. Shopping Malls (**The Mall Athens, Golden Hall and Mediterranean Cosmos**) EBITDA amounted to €16.1m, a 17% reduction compared to the respective period in 2020, on account of the suspension of their operations for the majority<sup>2</sup> of the 6-month period, the legal provision for rent discounts to shopkeepers/tenants as well as the restrictive measures to their operations aimed at preventing the spread of the pandemic.

	30.06.2021	31.12.2020	(%) change
<b>Net Asset Value (NAV) (€m)</b>	<b>1,392</b>	<b>1,101</b>	<b>+26%</b>
<b>Net Asset Value (NAV) per share (€ per share)</b>	<b>7.88</b>	<b>6.23</b>	<b>+26%</b>

<sup>1</sup> Refers to the positive impact from the acquisition of additional 50% stake in the company LAMDA MARINAS INVESTMENTS S.M.S.A., hence controlling the company (accounting treatment)

<sup>2</sup> Shopping Malls “The Mall Athens” and “Golden Hall” in Athens remained closed for an aggregate period of 95 days each in H1 2021 (65 days each in H1 2020). “Mediterranean Cosmos” in Thessaloniki remained closed for an aggregate period of 71 days in H1 2021 (65 days in H1 2020), while during February 2021 its shops operated under the click-away method. Between 24.04.2021-14.05.2021 all Shopping Malls operated under the click inside/click away methods. As of 15.05.2021 restrictive measures of click inside/click away have been abolished.



The Company's Net Asset Value (NAV) as of 30.06.2021 reached €1,392m (equivalent to €7.88 per share), a 26% increase vs. 31.12.2020. The positive impact to NAV stemming from the revaluation of part of the assets (Investment Property) held by HELLINIKON S.A. amounted to €306m. The Ellinikon assets classified as Investment Property include Shopping Malls and other commercial uses, offices, the integrated tourist resort-casino as well as uses related to sports and schools. On the contrary, potential revaluation gains related to residential units will appear on the financial results following the signing of the sale agreement and the commencement of their construction.

In accordance with the relevant legislation, the Company proceeded to 40%<sup>3</sup> rent reductions for the entire H1 2021 (compared to 40% rent discounts in March and June 2020 and 70% in April and May 2020). The total impact in H1 2021, after taxes and minority interest, amounts to €2.2m or equivalent to €0.013 per share.

Notwithstanding the unprecedented challenging conditions, the **average occupancy rate** of the Shopping Malls remained **unchanged to approximately 99%**. In view of the aforesaid suspension of Shopping Malls' operations, the comparison of the Shopping Malls' key performance indicators in H1 2021 vs. H1 2020 beyond being practically difficult, becomes also practically meaningless. Worth noting however, that, following the abolition of restrictive measures click-away/click-inside (as of 15.05.2021), our Shopping Malls tenants' sales and customer visits in June 2021 increased by 24% and 9% respectively vs. June 2020. Finally, take note that, amidst the pandemic crisis, the Company has successfully negotiated new or proceeded to the renewal of commercial agreements under the same financial terms that were in force before the pandemic crisis, thus keeping the Shopping Malls' value unchanged.

### **SIGNIFICANT DEVELOPMENTS H1 2021**

***(until the publication of the Financial Results)***

#### **Key developments related to the Ellinikon project**

In relation to the landmark Ellinikon project, on 25.06.2021 "HELLINIKON GLOBAL I SA", a 100% subsidiary of LAMDA DEVELOPMENT, signed the Share Transfer Agreement for the purchase of 100% of the share capital of "HELLINIKON SA", as stipulated in the Share Purchase Agreement dated 14.11.2014. In the context of the above, "HELLINIKON GLOBAL I SA" paid the first installment of the Share Acquisition Price, amounting to €300m, and delivered the Deferred Payment Bond to HRADF, amounting to €347m.

In the context of the implementation of the business plan for the development of the landmark Ellinikon project, the Company has announced the following important agreements:

On 27.11.2020 the Company announced the signing of a strategic agreement with TEMES S.A. for the joint development of two state of the art, luxury hotels and residential complexes on the coastal front of the landmark Ellinikon project, during the first 5-year phase of the project. The strategic agreement envisages the development of a 5-star hotel of distinct architecture at the Agios Kosmas Marina, as well as a second, beachfront, 5-star luxury hotel along the coastal front. Both hotels will be accompanied by branded residences. The development of the two complexes will be carried out by two special purpose vehicles (SPVs), in which TEMES and LAMDA will hold a stake of 70% and 30% respectively. The design of the units will be assigned to globally renowned architecture firms, whilst the operation of the hotels will be entrusted to world

<sup>3</sup> In accordance with the relevant legislation, shopkeepers/tenants have been exempted from paying the full (100%) rent for the entire period between January-May 2021, while the Ministry of Finance compensates LAMDA through a rebate of 60% of the rents. In June 2021, shopkeepers/tenants in the retail trade sector have received a 40% discount on rents, while shopkeepers/tenants active in the sectors of F&B/Entertainment/Cinemas have been exempted from paying the full (100%) rent, with the Ministry of Finance compensating LAMDA through a rebate of 60% of the said rent.



leading hotel operators. The overall investment for the development of the two hotels and the respective branded residences is estimated to reach €300m.

On 22.06.2021 the Company announced the signing of a strategic cooperation agreement with FOURLIS. The said agreement entails the implementation by FOURLIS of a Retail Park (30,000 sqm GFA) which will consist of Big Box unit tenancies (“Big Boxes”). The Retail Park will be developed within the development of the new generation, cutting-edge shopping mall in the Ellinikon, on the Vouliagmenis Ave. area, during the first five-year phase of the Ellinikon project. The total investment for the development of the Retail Park is estimated at €55m, while the purchase price, to be paid by FOURLIS, for the land on which the Retail Park will be developed (partial property acquisition and the equivalent co-ownership percentage for a section of the plot) amounts to €30m.

On 14.07.2021, the Company announced the signing of an agreement with Piraeus Bank, the first agreement related to office space following the Share Transfer Agreement for the purchase of HELLINIKON S.A. shares. The agreement, as reflected in the relevant Memorandum between the parties, concerns the purchase by Piraeus Bank of office space totaling 40,000 sqm, for the future relocation of the Bank’s headquarters in the state-of-the-art Commercial District in the Vouliagmenis Avenue, which will be developed by the Company in the Ellinikon. The Company will undertake the development of the aforesaid premium office space. The development will be completed within the first 5-year phase of the Ellinikon project, i.e. within 2025. The total transaction consideration amounts to €147m.

With regards to the reservation of residential units for the future purchase of such units on the Marina Residential Tower (MRT) as well as the Beach Villas, the potential future revenue corresponding to the deposits received by customers thus far, exceeds initial expectations.

For the units on the Marina Residential Tower, deposits already submitted by customers account for 75% of the net saleable area, which correspond to potential future revenue of €338m, after completion of the said sales.

For the Beach Villas, customer deposits have been submitted for all 27 units, which correspond to potential future revenue of €345m, after completion of the said sales.

### **Shopping Malls: key developments related to the pandemic COVID-19**

In accordance with the relevant legislation, in July and August 2021 and for the entire retail trade sector (including F&B), no discounts/reductions to monthly rents have been applied.

With regards to the Shopping Malls’ key performance indicators during the reopening period (July-August 2021), notwithstanding specific restrictions to operations (e.g. limit on the number of visitors), it is worth highlighting the following:

- Shopping Malls’ total tenants’ sales have improved significantly compared to the respective period in 2020. Tenants’ sales in July and August 2021 increased by 13% and 28% respectively vs. 2020.
- Shopping Malls’ total tenants’ sales are gradually recovering towards 2019 levels (for the period June-August 2021 total tenants’ sales stand 10%-15% lower vs. 2019).
- Across all our Shopping Malls and during the period July-August 2021, approximately 25% of the stores have registered higher sales compared to 2019.
- The total number of visitors to our Shopping Malls during July-August 2021 increased significantly compared to the respective period in 2020 (July: +5%, August: +22%).



On the occasion of the announcement of the financial results, **LAMDA Development CEO, Mr. Odiseas Athanasiou stated:**

*“2021 is a milestone year! The consolidation of HELLINIKON SA by LAMDA Development, following the purchase of 100% of its share capital, has already increased the value of the Company by 26%. The landmark Ellinikon project is progressing at a fast pace and with the best omens. This is evidenced by the important agreements already signed for the joint development of the two state of the art, luxury hotels on the coastal front with TEMES Group, for the sale of office space to Piraeus Bank and for the development of the retail park with Fourlis. As regards reservations of residential units, these have surpassed every expectation, with potential future revenue, corresponding to deposits submitted by customers thus far, already approaching €700m. I believe that the coming months will bring additional positive news to LAMDA shareholders.”*

H1 2021 financial results will be posted on the Company’s website [www.lamdadev.com](http://www.lamdadev.com) as well as on the Athens Exchange (ATHEX).