

### Corporate Presentation

October 2024

#### Disclaimer



This presentation has been prepared by **LAMDA Development S.A.** (the "Company") for the purposes of investor meetings held (virtually or physically) during October 2024.

The information contained in this presentation has not been independently verified and no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. None of the Company, shareholders or any of their respective affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

This document is not intended to be relied upon as legal, accounting, regulatory, tax or other advice, does not take into consideration the goals, or the legal, accounting, regulatory, tax or financial situation or the needs of a potential investor and do not form the basis for an informed investment decision.

On this basis, the Company does not and will not undertake any liability whatsoever from the information included herein. Furthermore, none of the Company nor any of its respective shareholders, affiliates, directors, advisers, officers, managers, representatives or agents, accepts any liability whatsoever (in negligence or otherwise, whether direct or indirect, in contract, tort or otherwise) for any loss or damage arising from any use of this document or its contents or otherwise arising in connection with this document and explicitly disclaim any and all liability whatsoever arising from this document and any error contained therein and/or omissions arising from it or from any use of this document or its contents or otherwise in connection with it.

All financials contained herein are based on Company's management accounts.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares and neither it or any part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. This presentation does not constitute a recommendation regarding the securities of the Company.

The information included in this presentation may be subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation to update or keep current the information contained in the presentation and any opinions expressed in relation thereof are subject to change without notices.

This presentation is subject to any future announcements of material information made by the Company in accordance with the law.

The information in this presentation must not be used in any way which would constitute "market abuse".

The document contains several renderings related to The Ellinikon project developments. The completed project may differ significantly from the mock-ups that the Company has currently developed with its partners.

#### FORWARD LOOKING STATEMENTS

This document contains certain forward-looking statements pertaining to the Company and its Group. All projections are rounded figures, except for historical information. Forward-looking statements are based on current expectations, estimates, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. You can identify these forward-looking statements by the use of words such as "outlook," "believe," "think," "expect," "potential," "fair", "continue," "may," "should," "seek," "approximately," "predict," "forecast", "project", "intend," "will," "plan," "estimate," "anticipate," the negative version of these words, other comparable words or other statements that do not relate strictly to historical or factual matters, but any such words are not the exclusive means of identifying these statements.

These forward-looking statements are based on the Company's beliefs, assumptions and expectations, but these beliefs, assumptions and expectations can change as a result of many possible events or factors, not all of which are known to the Company or within its control. These include, among other factors, the uncertainty of the national and global economy; economic conditions generally and the Company's sector specifically; competition from other Companies, changing business or other market conditions, changing political conditions and the prospects for growth anticipated by the Company's management, fluctuations in market conditions affecting the Company's income and the exposure to risks associated with borrowings as a result of the Company's leverage. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein and could cause the actual results of operations, financial condition, liquidity, performance, prospects and opportunities of the Company and its Group to differ materially.

Due to various risks and uncertainties, actual events or results may differ materially from those reflected or contemplated in such forward-looking statements. Therefore, there can be no assurance that developments will transpire as forecasted. Past performance is no guarantee of future results.

All forward-looking statements speak only as of the date of the document. The Company does not undertake any obligation to update or revise any forward-looking statements to reflect circumstances, the receipt of new information, or events that occur after the date of this document. As such, you should not place undue reliance on forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions and that it has used all reasonable assumptions for the targets, estimates or expectations expressed or reflected in the forward-looking statements included herein, it can give no assurance that such targets, estimates or expectations will be attained.

This document also includes certain non-IFRS and other operating and performance measures, which have not been subject to any financial audit for any period. These non-IFRS measures are in addition to, and not a substitute for, measures of financial performance prepared in accordance with IFRS and may not include all items that are significant to an investor's analysis of the Company's financial results.

#### Contents



LAMDA – At the right place, at the right time	page	5
The Investment Opportunity	page	9
Malls – A compelling value and growth play	page	16
The Ellinikon – A unique development at an inflection point	page	28
Conclusion	page	43
Appendix	page	50

#### LAMDA at a glance



#### A leading Greek Real Estate player with a premier, diversified portfolio of assets in a rebounding market

#### **Investment Assets**

A top-quality portfolio of Malls and Marinas with unmatched footprint in the Greek market



#### **Development Assets**

The Ellinikon: Europe's pioneering 15-minute, green, smart, coastline city-within-a-city



GAV

NAV

€1.6bn €1.0bn c.99%

Occupancy

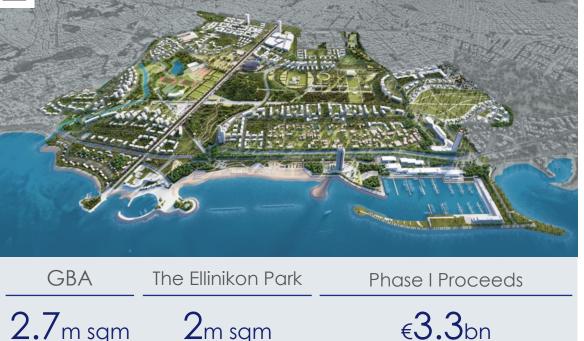
EBITDA

%

€**90**m

#### Further growth opportunities in 2024:

- Designer Outlet acquisition impact
- Malls organic growth
- Marinas' New Pricing Policy



50% already

contractually secured



LAMDA
At the right place,
at the right time

#### Greece is poised for sustained macroeconomic growth



#### A growing economy decoupled from global trends

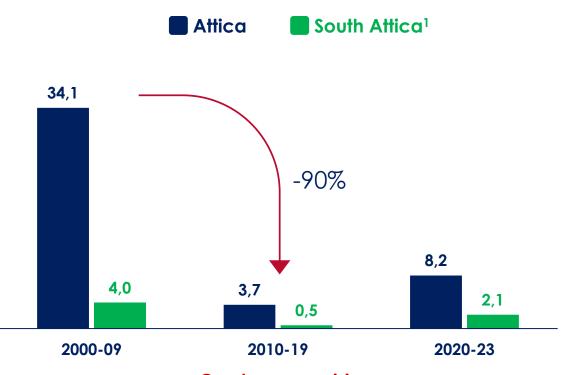
- lack Strong 2023 GDP growth<sup>1</sup> (2.0%), way ahead vs. the rest of Europe<sup>2</sup> (+0.5%)
- Solid GDP growth outlook<sup>2</sup> (2024: +2.3% and 2025: +2.3%), ahead of EU peers<sup>2</sup> (2024: +0.9% and 2025: +1.7%)
- Investment Grade (IG) rating by 3 of the 4 major agencies (S&P, Fitch, DBRS); Moody's one step below IG
- Robust growth in disposable income and household deposits together with consistent gradual reduction in unemployment
- Tourism: H1 2024 tourist arrivals data continue to break records, pointing towards another record year in 2024 (following a record-breaking performance in 2023: 32.7m tourists or +18% vs. 2022)
  - Uniquely positioned to benefit from Europe's geopolitical strategic priorities (energy security, EU recovery funds, digital transformation, Infrastructure investments etc)
- A proven pro-business government, backed by a decisive renewed mandate (General Elections June 2023)

#### Greek Real Estate to rebound after a prolonged under-investment period





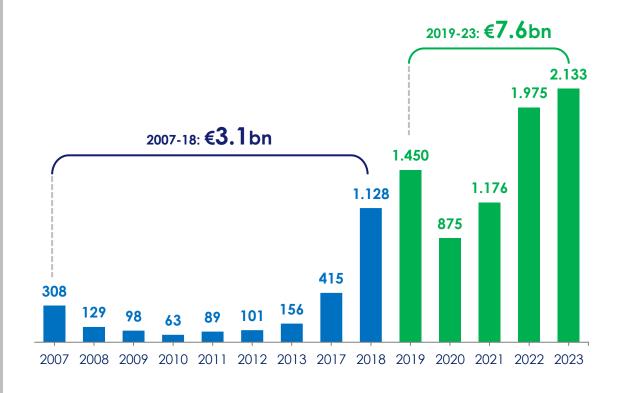




#### **Greek macro crisis**

Development is only starting to catch up to pre-crisis levels, leaving ample room for growth

### Net FDI in Greek real estate (€m)



Substantial increase in foreign investments, with the bulk directed towards the residential market, aided by the country's brain-regain as well as government incentive programmes (golden visa, digital nomads)

#### Athenian Riviera is the prime focal point of the real estate resurgence



A Supply & Demand Imbalance which The Ellinikon project is uniquely positioned to capitalize on

## Remarkable influx of local and international residents and investors to the revamped Athenian Riviera create a demand wave that existing supply cannot cover









#### Phase I

c1,500 units

#### **Total Project**

c8,000 units

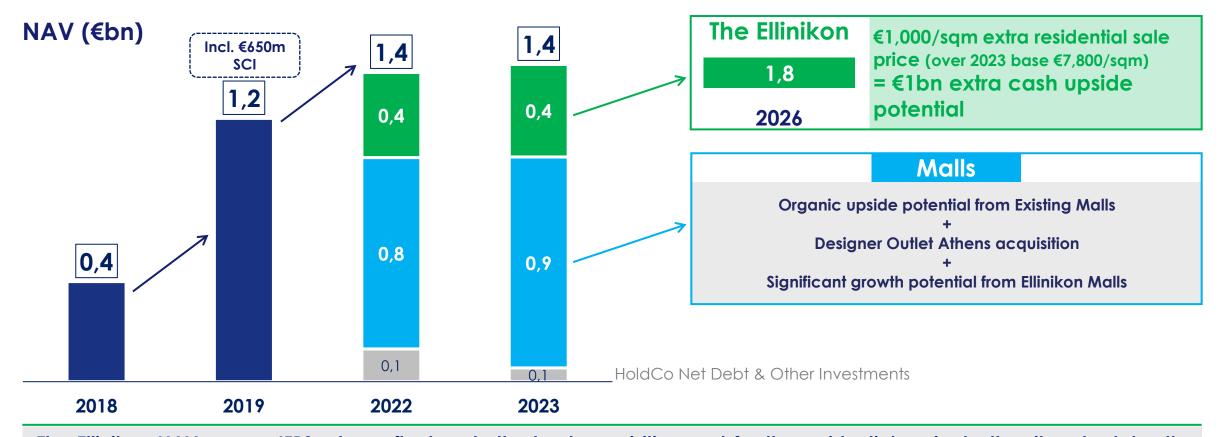






## The Investment Opportunity





The Ellinikon NAV, as per IFRS rules, reflects only the land acquisition cost for the residential projects, thus it understates the substantial inherent residential development value of the Project. Specifically:

- Does not incorporate the value creation from the coastal front residential €1.2bn contract value.
- Does not account for the value creation from the permitting, design and commercialization of all remaining land plots.
- Does not account for the true market value of the land based on the successful recent transactions (land plots sold at 3-4x the book value)

#### Group 2023 Results Highlights



Group	Achieved <b>Group EBITDA</b> of <b>€206m</b> (69% increase vs. 2022)
Malls	New <b>Record High EBITDA before valuations</b> at <b>€81m</b> (+18% vs. 2022) for the 4 Operating Malls
Marinas	New <b>Record High EBITDA</b> at €18m (+5% vs. 2022) for the 2 Operating Marinas
Ellinikon	Achieved <b>€65m EBITDA before valuations</b> in just 2.5 years since the purchase of HELLINIKON S.M.S.A. shares
Ellinikon	Received <b>€641m total Cash Proceeds from property sales</b> (from project start and until 31.03.2024)

#### Group H1 2024 Results Highlights



Group	72% increase over 2023 to Group EBITDA before valuations at €46.5m (incl. €4.1m gain from asset sale), driven by a solid performance across Malls, Marinas & The Ellinikon
Malls	New <b>Record High Retail EBITDA before valuations</b> at <b>€44m</b> (+8% vs. 2023) for the 4 Operating Malls
Marinas	New <b>Record High EBITDA</b> at <b>€10m</b> (+9% vs. 2023) for the 2 Operating Marinas
	Achieved €7m EBITDA driven mainly by strong progress of Residential projects
Ellinikon	and land plot sales
	Received €776m total Cash Proceeds from property sales
Filipita	(from project start and until end-August 2024)
Ellinikon	(113111 project start arta offin cria 7 (09031 2024)

## Significant upside potential from The Ellinikon remaining residential developments selling price appreciation



#### Other Phases 2027-2037 Residential Developments

	Gross Saleable Area (GSA) ('000 sqm)	Assumed Selling Price at 2023-24 levels (€'000/sqm)
High-Rise (50m)	c500	9.0
Upper Mainstream	c300	7.2
Entry Mainstream	c100	5.9
Total / Weighted Average	c900	7.8

Recent transactions of new residential developments in the area suggest potential selling price upside

Even further upside potential from residential development selling price appreciation €1,000/sqm extra residential sale price increase (over 2023-24 base of €7,800/sqm) = €1bn extra cash

#### A unique residential offering at an attractive entry point with upside potential

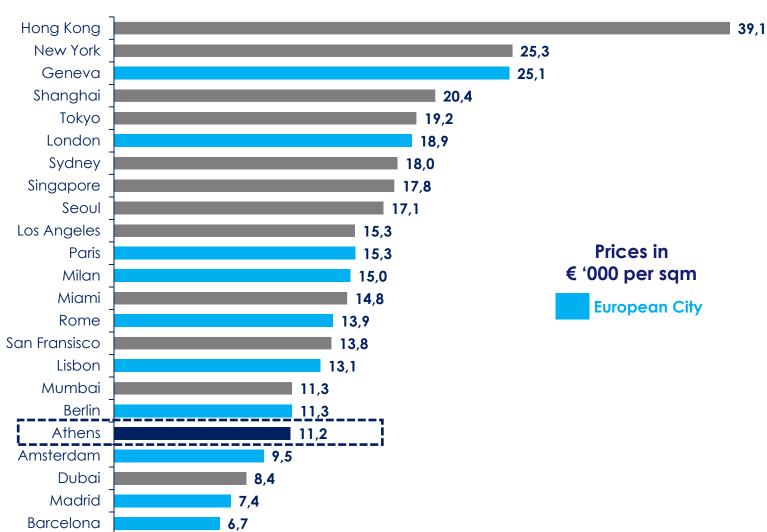


#### Prime residential selling prices in Greece stand well below vs. other Metropolitan cities in Europe\*

#### Little Athens Residential

Average selling price of properties placed to the market as of Q4 2023

€7.5-7.8 '000 per sqm



<sup>\*</sup> Source: Savills Prime Residential Index Report (Feb 2024)



#### The platform to capitalize on positive country macro fundamentals

#### **Investment Assets**

Malls & Other portfolio assets

- √ #1 player in Malls in Greece
- ✓ Solid organic growth for the 4 Malls currently in operation
- ✓ Additional growth following development of the 2 Ellinikon Malls

#### **Development Assets**

The Ellinikon

- ✓ Europe's pioneering 15minute, green, smart, coastline city-within-a-city
- ✓ Substantial embedded Value, driven by Residential
- ✓ Self-financed with already c€1.5bn secured proceeds (residential & land plot signed agreements)
- ✓ Project momentum with strong Pre-Sales upon Construction start
- ✓ Secured planning and permitting

**SECTION A:** Malls

**SECTION B**: The Ellinikon

LAMDA creates value across a wide spectrum of practices ranging from development and strategic partnerships to property management



# 

Malls
A compelling value and growth play

#### A diversified portfolio of trophy assets with unmatched footprint in the retail market



#### The Mall Athens

The largest shopping & entertainment center in Greece



#### **Golden Hall**

The most premium shopping & leisure center in Greece



#### The Ellinikon Mall

The largest commercial complex in Greece



GAV Jun-2024 €1.5bn



**Mediterranean Cosmos** 

The largest shopping & entertainment center in Northern Greece



**Designer Outlet Athens** 

The premier designer outlet in Greece



Riviera Galleria

The most premium lifestyle destination



#### Best ever profitability in the Malls' history

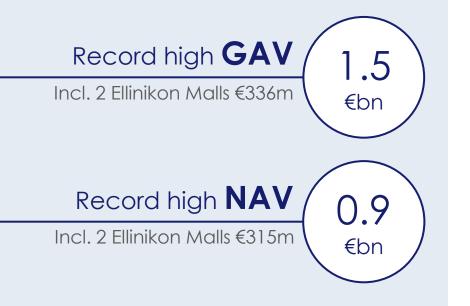


Record high Retail EBITDA

81 €m

Incl. Designer Outlet Athens €9m



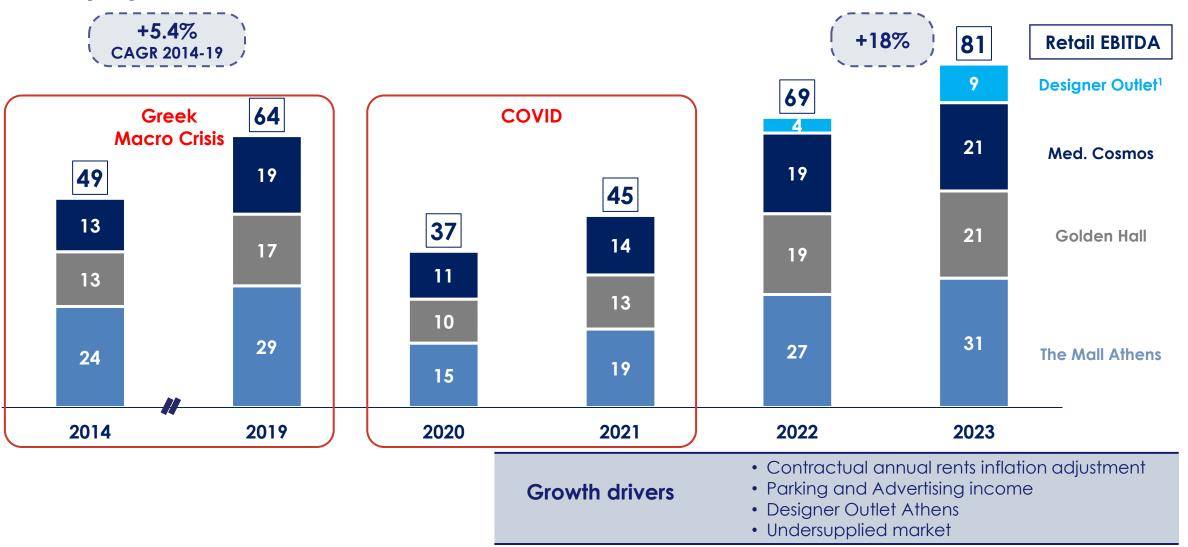


#### Operating Malls

#### Achieving new record high EBITDA and poised for strong growth outlook



#### EBITDA (€m)



#### Uniquely positioned to exploit the upside opportunity in the Greek market



#### Greece has the lowest Shopping Centres density in Europe

**High barriers to entry** for new competitors (lack of sizeable plots and complicated permitting process)

Prolonged macro crisis resulted in concentration and increased consumption in organized venues

Despite **online consumption's** anticipated further penetration in the Greek market, **retailers will always seek physical presence in high footfall venues (Malls)** to reinforce their brand awareness

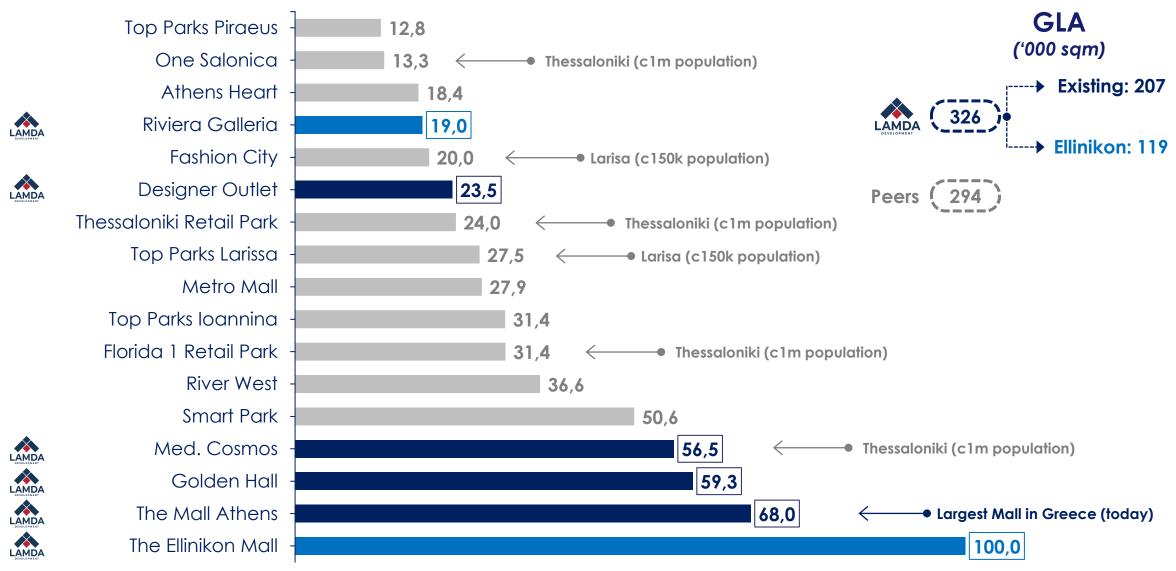
Diversified portfolio evolved into a **fully integrated experiential destination** offering shopping, culture, entertainment and F&B options



Source: Cushman & Wakefield

#### The undisputed leader in prime retail assets in Greece

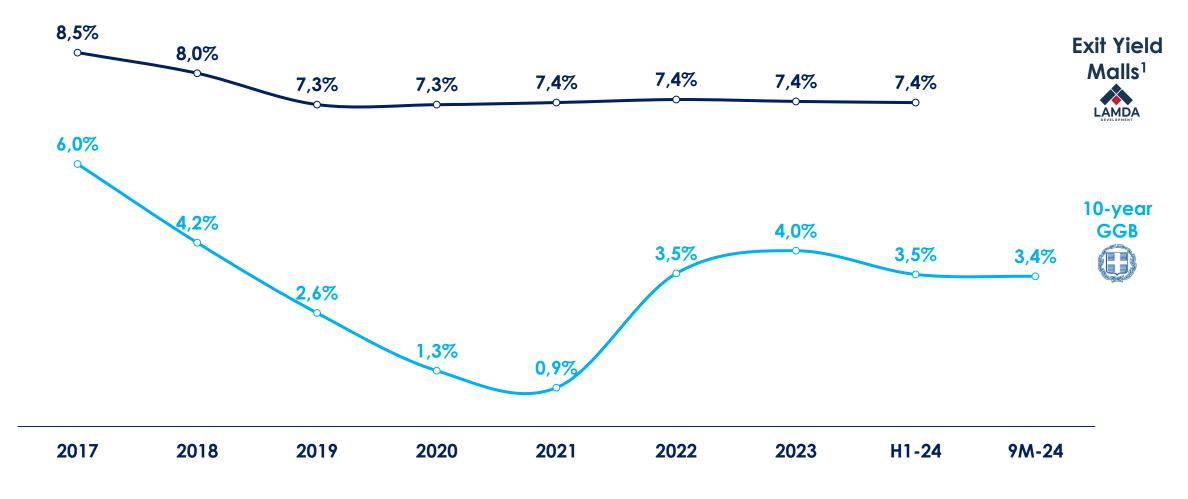




#### Conservative asset valuation offers significant premium vs. sovereign bond yields



#### 10-year Greek Government Bond Yield (GGB) vs. LAMDA Malls Exit Yield<sup>1</sup>



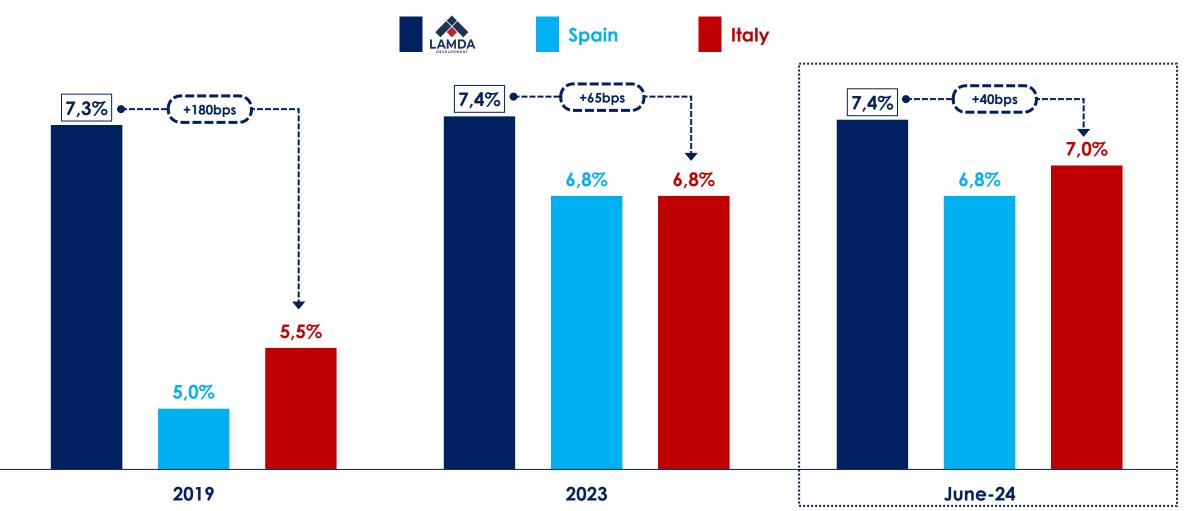
<sup>1.</sup> Yield for LAMDA MALLS represents the weighted average (weighted by GAV) Exit Yield (cap rate) used by the Independent Valuers (Savills, Cushman & Wakefield). For 2022, 2023 and Jun-2024 the weighted average Exit Yield corresponds to 6 Malls (including Ellinikon Malls: The Ellinikon Mall and Riviera Galleria)

Source: Bloomberg, Bank of Greece (average yield for each period)

#### Conservative asset valuation limits potential downside risk



#### Prime Malls Yields<sup>1</sup> in relevant countries



<sup>1.</sup> Yield for LAMDA MALLS represents the weighted average (weighted by GAV) Exit Yield (cap rate) used by the Independent Valuers (Savills, Cushman & Wakefield). For 2023 and June-24 the weighted average Exit Yield corresponds to 6 Malls (4 Operating Malls plus 2 Ellinikon Malls)

Source: Cushman & Wakefield Prime Shopping Centre Yields (a) in Spain (Cushman & Wakefield Retail Marketbeat) and (b) in Italy (Cushman & Wakefield Retail Marketbeat)

## The Ellinikon Shopping & Entertainment Destinations The Ellinikon Mall



#### Designed to become the Mall of the Future – A hybrid experiential mall



## The Ellinikon Shopping & Entertainment Destinations Riviera Galleria



#### Designed to become one of the best premium boutique retail developments in Europe



## The Ellinikon Shopping & Entertainment Destinations Commercial Leasing Progress



#### Outstanding commercial leasing progress almost 3 years ahead of opening

	GLA	Agreed/Signed Heads of Terms (% of GLA)			
	(sqm)	August 2024	Target End-2024		
The Ellinikon Mall	<b>100,000</b> <sup>1</sup>	63%	70%		
Riviera Galleria	19,000	69%	80%		

<sup>1.</sup> GLA sqm has been increased (vs. 90k sqm), now reaching up to c350 stores, on account of the stronger than anticipated interest from both Greek and International retailers

#### The Ellinikon Shopping & Entertainment Destinations **Project Development Funding**



The Ellinikon Mall & Riviera Galleria (2022-2027)

Uses		Sources
Building CAPEX	656	Own Equity
Land & Infrastructure	263	Bank Debt
Other Costs (financing, marketing, etc.)	133	Other Funding
Total	1,052	Total

Sources	
Own Equity	271
Bank Debt	575
Other Funding	206
Total	1,052





# The Ellinikon A unique development at an inflection point

#### Europe's pioneering 15-minute, green, smart, coastline city-within-a-city





#### Master Plan



- Residential
- Hospitality
- Commercial Retail
- Commercial Offices
- Public Open Spaces
- Building for Associations of People with Disabilities (AMEA)
- 2. The Ellinikon Business District
- 3. Vouliagmenis Office Tower
- 4. The Commercial Hub | Mixed-Use Tower
- 5. The Commercial Hub | The Ellinikon Mall
- 6. The Commercial Hub | Retail Park
- 7. Education, R&D
- 8. Residential by The Park
- 9. Residential / Little Athens
- 10. Offices / Little Athens
- 11. The Ellinikon Park
- 12. Sports Complex
- 13. The Ellinikon Experience Center

- Education / R&D / Alternative Residential
- Healthcare
- Sports
- Metropolitan Park
- Listed Buildings
- 14. Health Park
- 15. Integrated Resort Complex (IRC)
- 16. Mixed-Use Tower by the Promenade
- 17. The Cove Villas (1st Row)
- 18. The Cove Villas (2<sup>nd</sup> Row)
- 19. The Cove Residences
- 20. Mandarin Oriental Athens
- 21. Main Pedestrian Bridge
- 22. The Beach & Coastal Park
- 23. Riviera Tower
- 24. Marina Club & Residences
- 25. Riviera Galleria
- 26. Marina Hotel & Branded Residences
- 27. Marina Agios Kosmas
- 28. Destination Beach Club
- 29. Glyfada Beach
- 30. Posidonos Avenue
- 31. Vouliagmenis Avenue



#### A Unique Master Plan & Location



An exemplar "15-minute City" where people can walk or cycle, within 15 minutes, to Work, Shops, School, Cultural & Sports Venues, Park & the Beach



Assisted in project execution by world-class advisors and expert partners to mitigate execution risks



Phase I Project Overview

#### Phase I Project Overview







## C4.2 The Project in numbers

#### Residential Sales Progress





	Un	its	Contract Value (€m)		
Update as of 30 August 2024	SPAs & Reservation Agreements	Placed to the market	Total Cash Proceeds to-date Phase I		
Riviera Tower	173	173	300	626	
The Cove Residences	115	115	93	284	
The Cove Villas	27	27	201	211	
Coastal Front	315 100%	315	594	1,121	
Little Athens <sup>1</sup> (1st sales launch for 5 projects)	318 <b>72%</b>	440	45	517	
Total Residential	633	755	639	1,638	

<sup>1.</sup> Little Athens 1st sales launch for 5 projects: (i) Park Rise (BIG), (ii) Pavilion Terraces, (iii) Promenade Heights, (iv) Atrium Gardens and (v) Trinity Gardens

## Phase I Residential Developments Estimated Gross Profit: €0.9bn



#### Coastal Front projects sold-out

#### **Little Athens**

(1st sales launch for 5 projects: 72% reserved units)

	Metric	Riviera Tower	Cove Villas	Cove Residences	Park Rise 50m	Mainstream Posidonos	Mainstream Alimos	Neighborhood Retail	Total	
GSA	'000 sqm	44.6	20.9	25.6	43.2	48.3	50.2	11.6	244.4	
Units	#	173	27	115	251	432	432	115	1,545	
Gross		626	211	284	411	368	313	79	(	
Revenues	€m		1,121		1,171				2,292	
Gross Profit <sup>1</sup>	€m		423			4	47		870	
Gross Profit Margin <sup>1</sup>	%	38%		38%			38%			
Average Selling Price	€ '000/sqm	12.3		7.6			9.6			
Average Gross Profit <sup>1</sup>	€ '000/sqm	4.6			2.9			3.8		

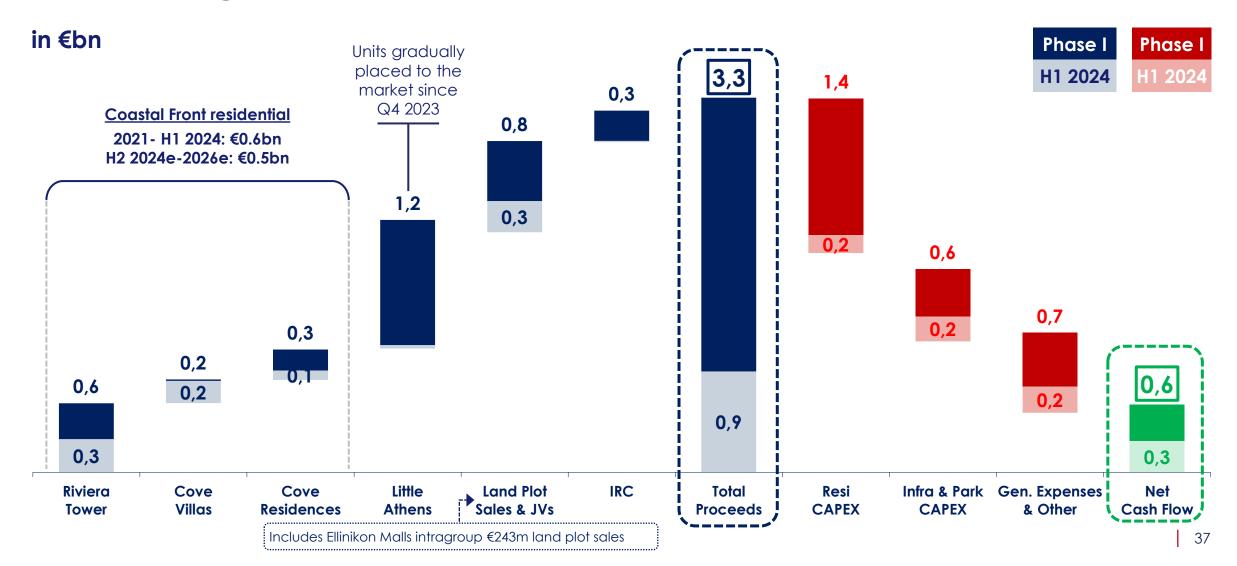
Little Athens (1st sales launch)
318 reserved units at 5-10% higher prices vs. Business Plan

<sup>1.</sup> Excluding allocated Land and Infrastructure cost per project

### Estimated Net Cash Flow generation: €0.6bn



A self-financed project, despite heavy upfront investment, on the back of a successfully tested Residential "Design-Sell-Build" model

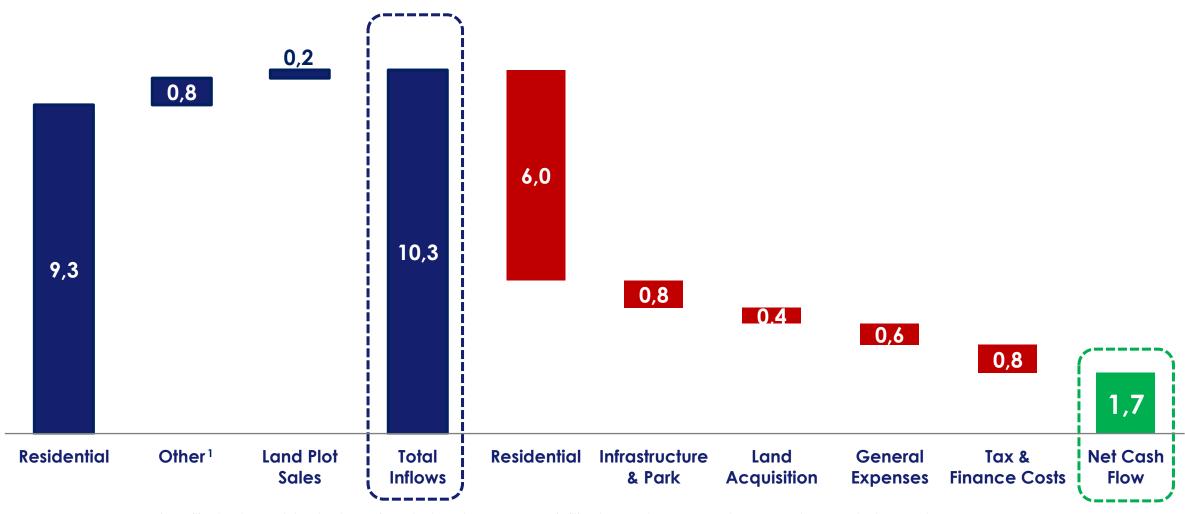


### Estimated Net Cash Flow generation: €1.7bn



#### Significant embedded value in the Residential projects

#### in €bn



#### **Estimated Cash Flow Generation**



Significant embedded value from the Ellinikon anticipated cash flow generation

Net Cash Flow after Tax					
in €bn	Nominal Value	Present Value end-2026 (8% discount rate)			
Phase I	0.6	0.6			
Other Phases (2027-2037)	1.7	1.2			
The Ellinikon	2.3	1.8			
		↓			
€1,000 higher residential	€1bn incremental cash				



# 04.3 Risks & Mitigation

#### De-risked business model focusing on self-sustainable growth



#### Construction cost increase mitigants

#### "Guaranteed Maximum Price" (GMP) contract with Contractors

Riviera Tower Bouygues – Intrakat JV

• The Ellinikon Mall Rizzani de Eccher – AVAX JV

#### Construction kick-off at advanced Design stage

- Ensures safe project cost estimates
- Safeguards project quality, time and cost management

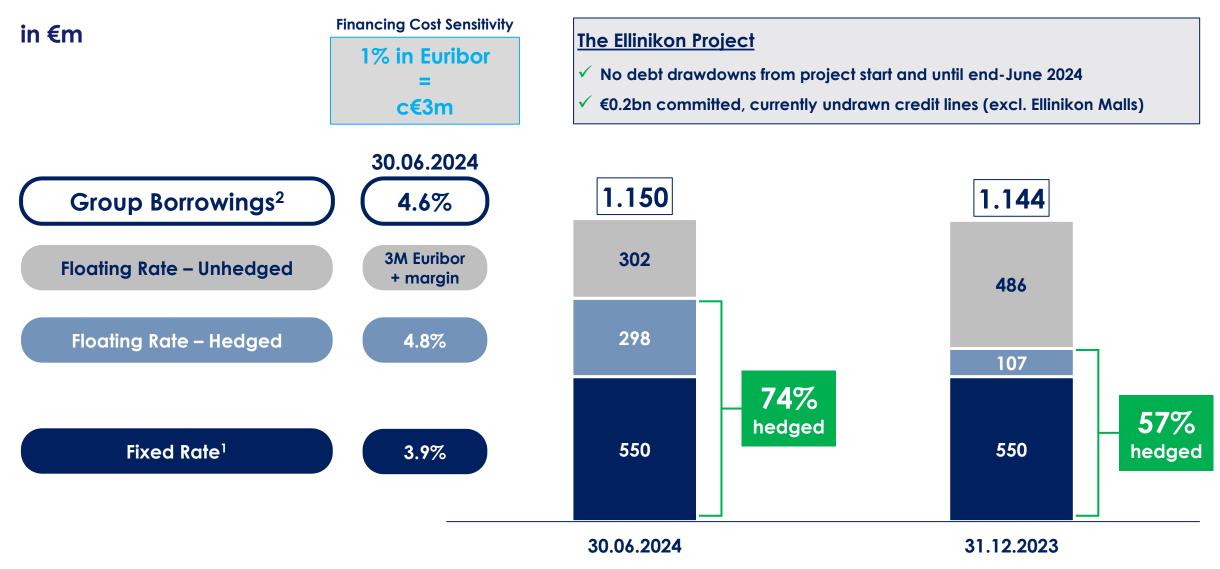
#### No "locked" price policy

• Prices are only confirmed at an advanced design stage, allowing price optimisation for future sales

#### Interest Rate Sensitivity

#### 74% of Group Borrowings are fixed/hedged





<sup>1.</sup> ATHEX-listed Corporate Bond Loans (CBL): (i) €320m, 2027 maturity (issued in July 2020), 3.4% coupon, and (ii) Green Bond €230m, 2029 maturity (issued in July 2022), 4.7% coupon

<sup>2.</sup> Group Borrowings shown on Balance Sheet as of 30.06.2024 include (i) outstanding loan balance (€1,150m), (ii) accrued interest (+€10m) and loan transaction costs (-€11m)



# 5 Conclusion



## A prolonged period of value build-up has been completed, leading to exceptional Residential Pre-Sales and significant progress of Construction Works



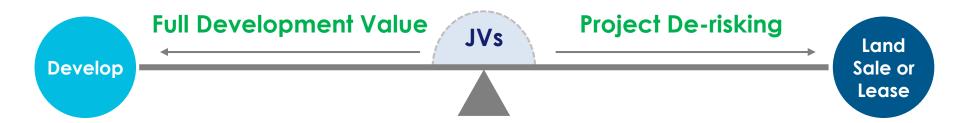


	Decarbonization			රි Circularity			People & Prosperity			
Ambition	Transition to net zero and build resilience to a changing climate			Achieve net zero water and waste			Create economic value, accelerate social vitality and engage people			
Focus Areas	Energy- wise operations	Net Zero transition		Design out waste, land & water pollution	Keep p & mate in use	roducts erials	Regenerate natural systems	Create employment & economic value	Enhance social support & perceived vitality	Engage & elevate people
Sustainability	p		Air, noise &	•		Resource materials	efficiency /	Employment & economic value	Innovation & digital transformation	Training & skills development of the future
Impacts			oarticulate matter pollution	Water & waste water		Solid waste		Prosperity for the society & the local communities	Dignity & equality	H&S & wellbeing
Governance	Supported by a robust Governance system									
F. v. v. b. L. v. v.	Achieved by ESG enablers									
Enablers	Innovation & Purpose of new technologies business e			lriven culture & ethics		Sustainable Finance		Collaborations & partnerships / Stakeholder engagement		

#### Value-adding Development Strategy



Ultimately striking a balance between extracting the maximum amount of value, while ensuring timely and successful execution



## Malls, Marina & Residential

- The Ellinikon Mall
- Riviera Galleria
- Agios Kosmas Marina
- Riviera Tower
- Cove Residences
- Little Athens Residential

#### **Strategic JVs**

- Hospitality JV with TEMES (Mandarin Oriental Athens Hotel and Marina Hotel)
- Mixed-Use Tower (JV Brook Lane Capital)
- Sports Complex
- Smart City

#### Masterplan-enhancing deals

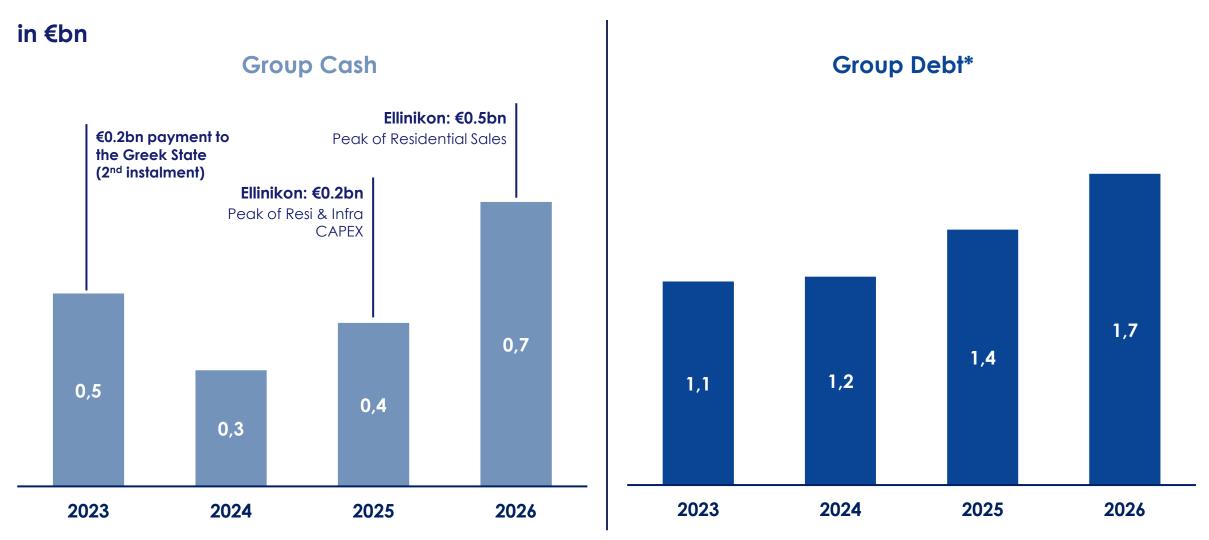
- IRC (Hard Rock-GEK TERNA JV)
- Marina Residences & Club (Orilina Properties)
- Retail Park (Fourlis)
- School (CGS at the Ellinikon)
- Cove Villas (Land plots sale¹)
- Residential (3<sup>rd</sup> parties' developments)
- Healthcare (Athens Medical Group-Bioiatriki)

# Maintaining the "Master Developer" role to ensure de-risking of execution and value optimisation

#### The path towards 2026

#### **Group Cash & Debt Evolution**





<sup>\*</sup> No HELLINIKON S.M.S.A. loan drawdown (excl. VAT) through to 2026, despite availability



# Favorable micro & macro fundamentals

- Greece is poised for sustained macroeconomic growth
- Real Estate market is rebounding after a prolonged under-investment period
- Athenian Riviera is the prime focal point of the real estate resurgence

# Unique Master Plan & Location

- International marketing campaign for The Ellinikon Residential was launched in Q4 2023
- Significant untapped pool of resident expat buyers
- Sales leads currently exceed 8,000

# Project development at an inflection point

- Tangible construction milestones are being achieved, which materially impact not only financials but also public perception
- Steadily moving into the construction phase for the landmark Phase 1 developments
- Operating Leverage in Residential developments
- Ellinikon NAV currently reflects only the land acquisition cost for the residential projects (IFRS rules), thus it understates the substantial inherent residential development value
- Selling price at 3-4x the book value for the most recent residential land plot sales to 3<sup>rd</sup> parties

# Significant upside potential

#### Why invest in LAMDA?



The ultimate real estate platform to capitalize on:

- positive Greek macro fundamentals and
- rebounding real estate sector after years of underinvestment

Unlocking the value of a unique Malls portfolio



Significant NAV appreciation potential

Further upside potential via a unique residential offering in the Ellinikon:

every €1,000/sqm incremental residential selling price (over 2023-24 base: €7,800/sqm)
 adds €1bn of incremental cash

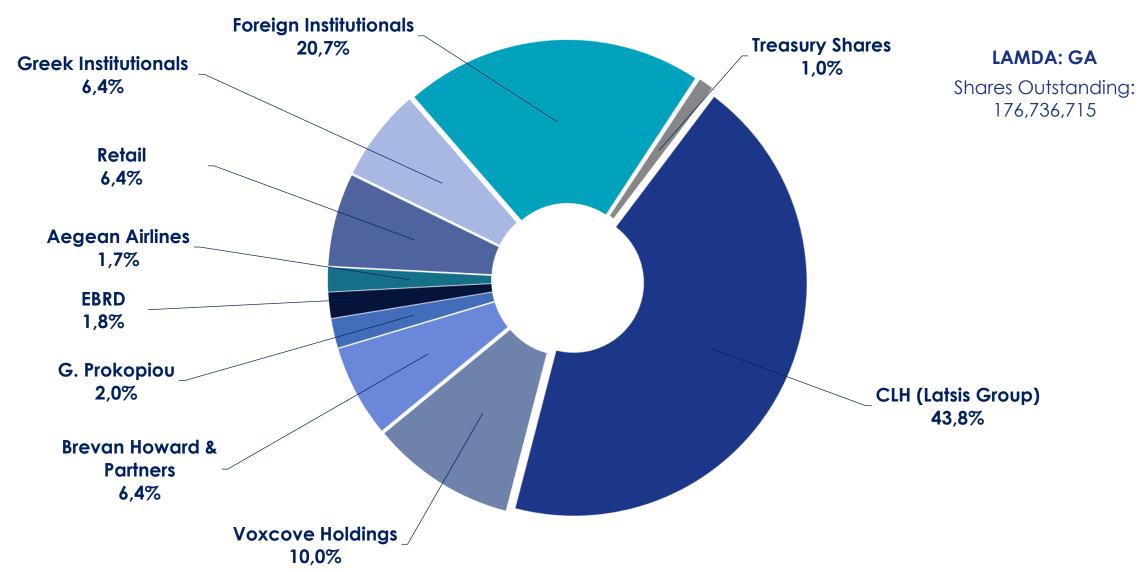


6 Appendix



# Colors Shareholders







# Corporate Governance

#### Corporate Governance



#### LAMDA has adopted the Hellenic Corporate Governance Code of the Hellenic Corporate Governance Council<sup>1</sup>

#### **Board of Directors (BoD)**

11 members elected on an individual basis

- Chair is independent, non-executive with distinct role vs. CEO; supported by the BoD Secretary (Chief Legal & Compliance Counsel)
- 1 executive (CEO)
- 10 non-executive (5 independent, out of which 1 is Senior Independent Director)

#### **Audit Committee**

#### 4 members

- Chair is independent non-executive
- 3 BoD members (2 independent non-executive)
- 1 external member (independent)

### Remuneration & Nomination Committee

#### 4 members

- Chair is the Senior Independent Director
- 3 independent non-executive
- 1 non-executive

#### **Main Adopted Policies**

- Code of Conduct
- Conflict of Interest
- Anti-corruption
- Whistleblowing
- Suitability and Diversity
- Workplace nondiscrimination, antiharassment & violence prevention

- Procurement
- Suppliers' Code of Ethics
- Remuneration
- Sustainable Development
- Market Abuse Disclosure Control Mechanism
- Data Protection

#### **Diversity & Inclusion**

- Female employees: 55% of total
- Female senior executives: 38% of total
- Female BoD members: 27% of total

#### Internal Control System (ICS)\*

Within the context of the ICS and the "three-lines governance model":

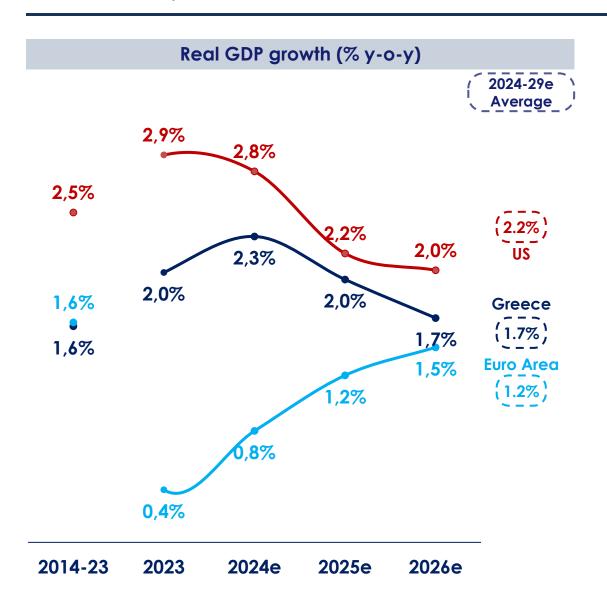
- Risk Management Unit (2nd line)
- Regulatory Compliance Unit (2nd line)
- Internal Audit Service (3rd line)
- \* No material weaknesses were identified during external evaluation by independent evaluator

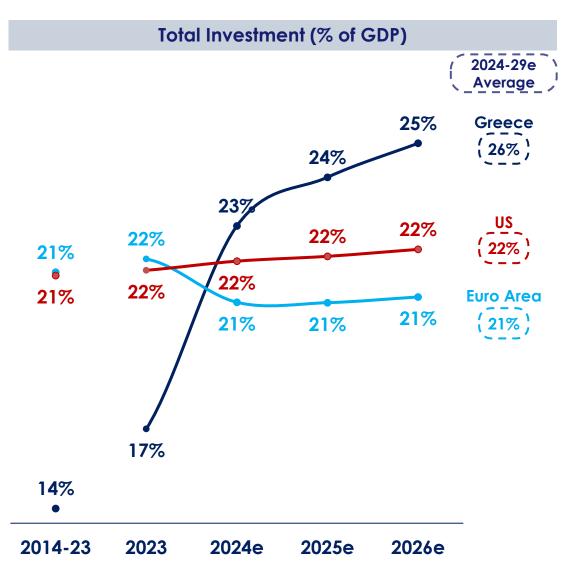


# Macroeconomic & Color Macroeconomic & Market Fundamentals

#### Greece is poised for sustained macroeconomic growth



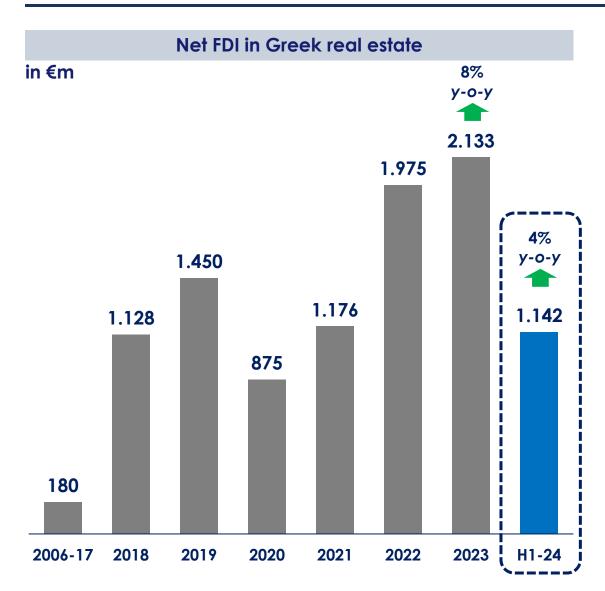


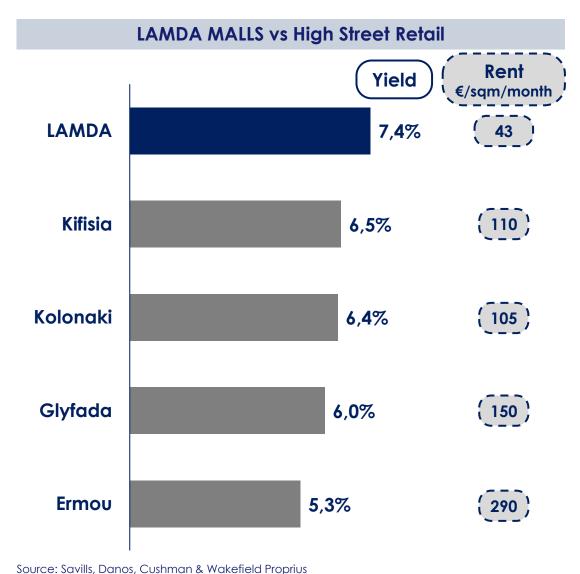


#### Greek Real Estate

#### Market fundamentals underpin future growth





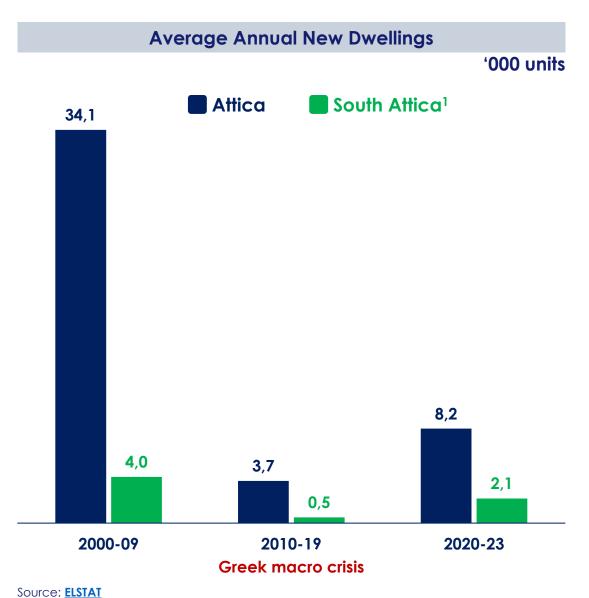


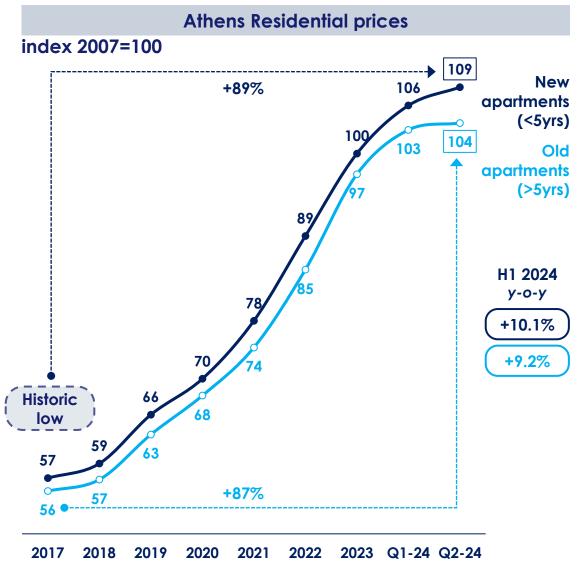
Yield for LAMDA MALLS is the weighted average (by GAV) Exit Yield (cap rate) used by the Independent Valuers (Savills, Cushman & Wakefield) as of 30.06.2024 for the 6 Malls LAMDA MALLS Rent (€/sqm/month) is H1 2024 blended average for the 4 Operating Malls

### Athens Residential Real Estate

#### Building activity gradually rebounding following a prolonged under-investment period





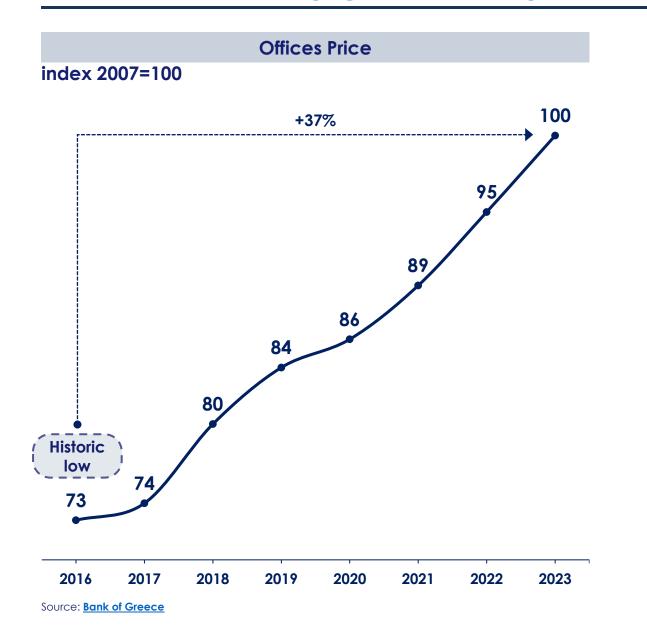


Source: Bank of Greece

#### Greek Real Estate

#### Offices & Retail Units (high-street retail) in Athens







#### Solid growth outlook following a prolonged under-investment period



Housing Price Index (HPI) 7% growth per annum<sup>1</sup> in 2023-2024

#### **Key drivers**

- Sizeable stock of household financial saving
- Increasing real disposable income
- Growth in bank lending

Selling price increases in the Southern Athens area, where The Ellinikon is being developed, further exceed the national average

Housing Demand c35k units per annum<sup>1</sup> in 2023-2024

• Est. c350k new housing units until 2030

The Ellinikon has sold out the three coastal front projects (totalling 315 units)

Housing Investments

c€45bn extra investments until 20301

- Additional investment needed until 2030 to maintain supply/demand equilibrium
- New building activity: c€40bn investments
- Energy efficiency upgrades: c€5bn investments (for c10% of existing residential buildings)

The Ellinikon development rollout plan: some **extra c1,200 units** in the next 3 years (Little Athens)

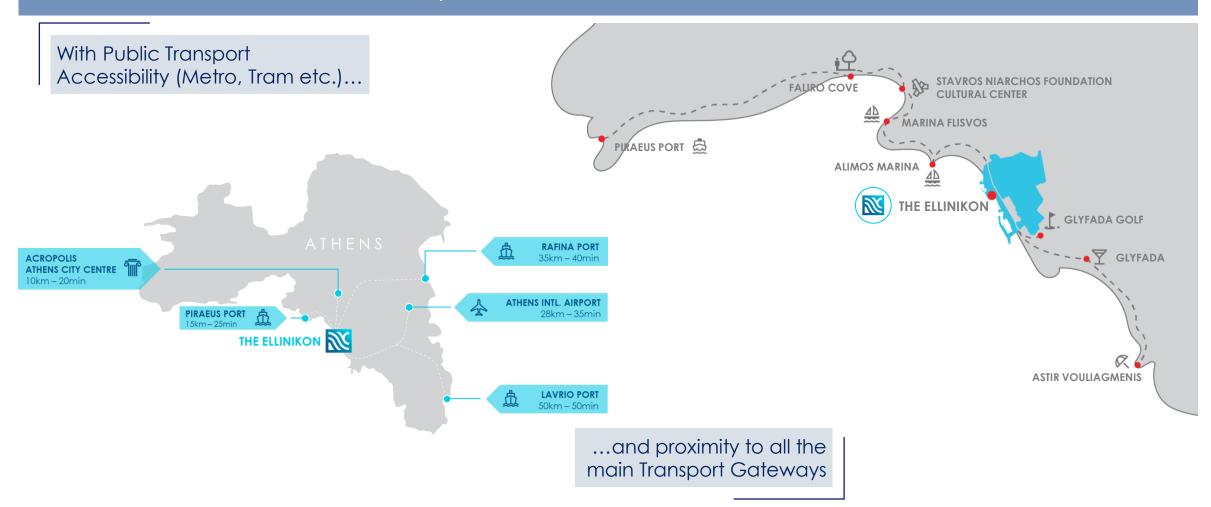


Cob.4 The Ellinikon

#### A Unique Location



## Enjoying the Mediterranean climate, at only 20min distance from the Acropolis, the cradle of Western civilization



#### A City within a City

#### A unique urban regeneration project in the Athenian Riviera





Best-in-class residential developments

- Riviera Tower
   The first high-rise luxury, beachfront
   Green Tower in Greece
- The Cove Villas
   Prime coastal front Villas
- The Cove Residences
  High-end coastal front Condos
- Park-front & Mainstream residential



Retail & Entertainment

## LAMDA's core investment & development expertise

- The Ellinikon Mall
  The largest mall in Greece
- Riviera Galleria
   The first premium retail development in Greece
- Retail Park by Trade Estates (Fourlis)
- Yacht Club on the coastal front by Orilina Properties



Offices & Hospitality

## JVs and business agreements for prime offices & luxury hospitality assets

- Hospitality JV with TEMES
   2 luxury hotels & branded residences
- Mixed-use Tower JV with Brook Lane Capital
   Hotel & branded residences



The Ellinikon Park

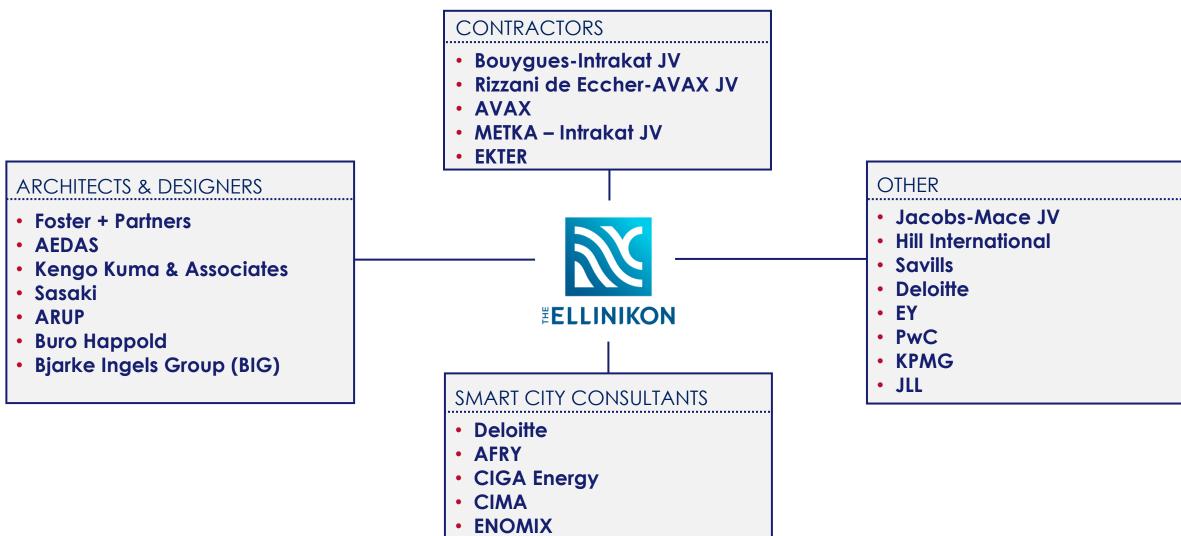
#### 2 million sqm of social and recreation activities area

- The largest coastal park in Europe
- The **largest green** area in Athens

#### Working with world-class advisors and expert partners to mitigate execution risks

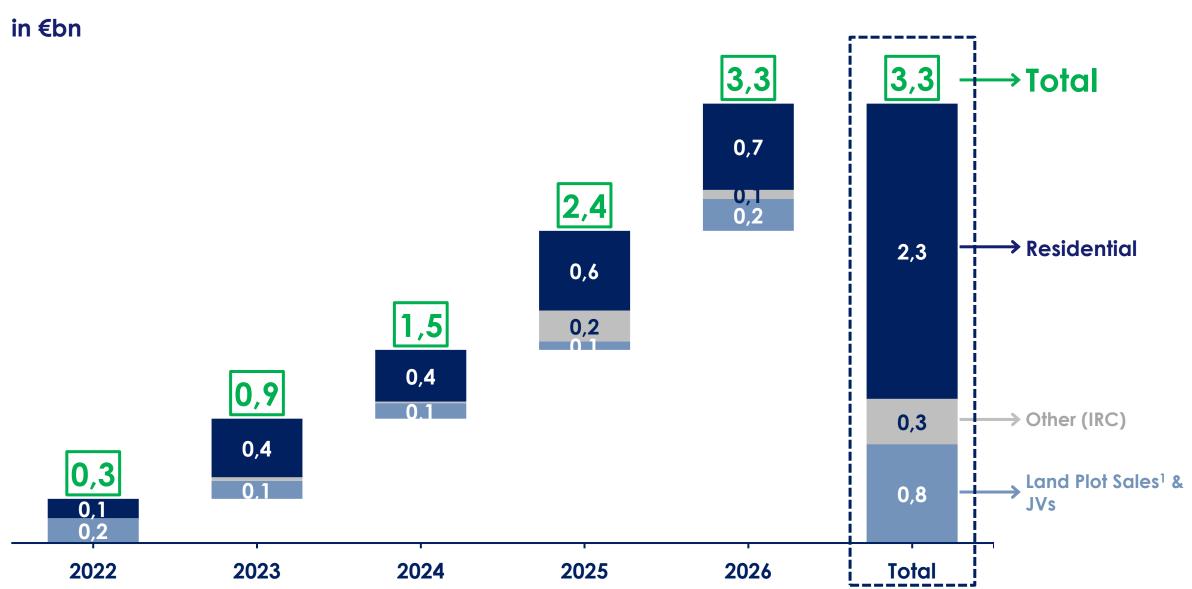


#### While having lined-up all our partners to quickly move to the execution phase of the project



# Phase I Cash Inflows Total Cash Proceeds build-up





Note: all amounts are rounded figures
1. Including Ellinikon Malls intragroup €243m land plot sales

#### Phase I Cash Inflows

#### €0.9bn estimated total proceeds from property sales at end-2024



Cumulative Cash proceeds in €bn	30 August 2024	Target 31.12.2024
Residential <sup>1</sup>	0.64	0.7
Land Plot Sales/Leases & Other <sup>2</sup>	0.14	0.2
Sub-TOTAL	0.78	0.9
Ellinikon Malls (intragroup land plot sale)	0.19	0.2
TOTAL	0.96	1.1

Note: all amounts are rounded figures

- 1. Cash proceeds from (i) signed SPAs and (ii) pre-agreement customer deposits
- 2. Cash proceeds from (i) signed contracts/SPAs with counterparties (IRC Land Agreement, land plot sales for Hospitality JV, Marina Residences & Club, Mixed-Use Tower JV, Residential land plots) and (ii) pre-agreement deposits (MoUs)

#### Signed Deals

- 1. Hospitality JV (TEMES)
- 2. IRC
- 3. Marina Residences & Club (Orilina)
- 4. Mixed-Use Tower JV (Brook Lane)
- 5. Residential Land Plots (July 2024)

#### Phase I Residential Sales

#### €639m cumulative cash proceeds from project start until end-August 2024



#### in €m

	mulative Cash proceeds  August 2024	Signed SPAs	Deposits <sup>1</sup>	Total Cash Proceeds to-date	Total Contract Value Phase I
ŧ	Riviera Tower	298	2	300	626
Coastal Front	The Cove Villas	199	2	201	211
	The Cove Residences	93		93	284
	Sub-Total	590	4	594	1,121
Little Athens (1st sales launch)2		15	29	45	517
Total Residential		605	34	639	1,638

Note: all amounts are rounded figures

<sup>1.</sup> Pre-agreement (SPA) customer deposits for reservations

<sup>2.</sup> Little Athens 1st sales launch for 5 projects: (i) Park Rise (BIG), (ii) Pavilion Terraces, (iii) Promenade Heights, (iv) Atrium Gardens and (v) Trinity Gardens

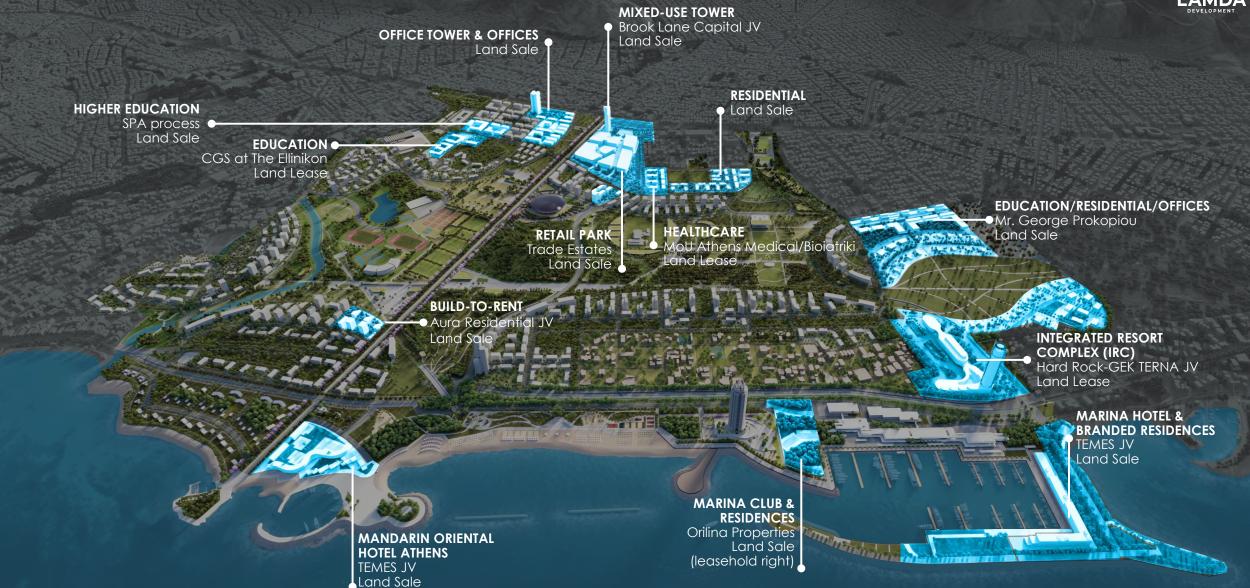
### Residential Developments





#### JVs and Land Plots Sales/Leases





#### c€106m total gross proceeds; selling price c4x the book value



#### Asset Perimeter

- 5 distinct urban blocks of total c51k sqm permitted buildable area (GFA) for Residential
- Urban development area A-U3 (close to the Commercial Hub and The Ellinikon Mall)
- Land plots ranging from 4.7k sqm to 16.6k sqm GFA

#### Transaction Rationale

- Highlights the "hidden" value of the residential land plots in The Ellinikon
- Accelerates the pace of completion of this landmark urban regeneration project
- Mitigates execution risk (buyers undertake the full development cost)
- Further strengthens Phase I profitability and net cash flow

#### Deal Highlights

- Gross Proceeds: c€106m equivalent to an average selling price of c€2,100 per GFA sqm
- Selling price **c4x the book value**
- Gross Profit: c€76m (after land & infra costs & expenses) or c5% of NAV (€0.43 per share)



## Land Plot Sales to Mr. George Prokopiou (September 2024)

#### c€120m total gross proceeds; selling price c3x the book value



Glvfada Golf Club

Ag. Kosmas

Marina

#### Property

Total maximum allowed buildable area: 85,658 sqm

Residential: 30,000 sqm • Education: 20,000 sam • Offices: 35,658 sam

- Highlights the "hidden" value of the residential land plots
- Accelerates the pace of project completion



# Integrated Resort Complex (IRC) Targeted monetization by end-2025





Counterparty (Developer)	HARD ROCK-GEK TERNA JV (IRC HELLINIKON)	
Agreement type	Land Agreement (Signed in Sep. 2022)	
Land lease	Long-term lease (30 years)	
Project type	Integrated Resort Complex (IRC) (the first of its kind in continental Europe)	
Total GFA	168k sqm	
Property Uses	<ul> <li>Tower max height 200m (c41 floors)</li> <li>5* Hotel: 900 keys &amp; 200 suites</li> <li>Casino: 180 tables &amp; 1,500 slots</li> <li>Conference &amp; Exhibition Centre (c17k sqm)</li> <li>Hard Rock Live theatre (max 4k guests)</li> <li>Outdoor Events Space (max 10k guests)</li> <li>Rock® Spa &amp; Body Rock Fitness (c3.6k sqm)</li> </ul>	
Total project investment	est. €1.5bn (incl. €150m casino license)	
End-2025 Cash Proceeds	€0.3bn ←	

- Rental income (2022-2025), plus
  Exit value (annual rental income discounted to end-2025 at 8%)

# Mixed-Use Tower (MUT) JV with Brook Lane Capital





JV SPV	ELLINIKON PARK TOWER
Shareholders	Brook Lane Capital Group (70%) Ellinikon Hospitality Investments (30%)
Total Consideration	€39m (26.1k sqm land plot area & allocated infra cost)
Project type	Mixed-Use Tower (MUT) (150m landmark building, 40 floors)
Total Project GFA	40k sqm
Property Uses	<ul> <li>•5* Hotel: 166 keys (up to 9<sup>th</sup> floor)</li> <li>•Hotel Condos (for sale): 80 units (floors: 10<sup>th</sup> to 17<sup>th</sup>)</li> <li>•Branded Residences: 130 units (floors: 18<sup>th</sup> to 39<sup>th</sup>)</li> </ul>
Total Project Budget	est. c€500m (incl. land & infra cost)

# Retail Park

## Land Plot Sale to Trade Estates REIC





	The same of the sa	
Gross Proceeds: ce	€31m	

- Selling price equivalent to c€1,000 per GFA sqm
- Selling price **c2x the book value**
- Gross Profit (after land & infra costs): c€15m
  - 1% of NAV or €0.08 per share

Counterparty (Developer)	Trade Estates REIC (member of FOURLIS Group)
Agreement type	Land Plot Sale (SPA signed in Oct. 2024)
Total Consideration	c€31m
Project type	Retail Park ("Big Boxes") (Big Box unit tenancies)
Total GFA	<b>30k sqm</b> (4 buildings; max height: 12m)
Property Uses	<ul><li>Retail stores: 16k sqm</li><li>Hypermarket: 14k sqm</li></ul>
Total project investment	est. €75m (incl. land & infra cost)

Deal Highlights



# The Ellinikon Progress of Works Visuals



# Concreting Works in progress: 8<sup>th</sup> level Core Structures & 4<sup>th</sup> level Slabs



Lead Architect	Foster + Partners
Project Management	Hill International
Contractor	Bouygues – Intrakat







## The largest continuous concreting process ever in Greece





- Over 40 consecutive hours of concreting
- 7,500 cubic meters of concrete
- 1,760 tons of steel reinforcement

## The Cove Residences



Plots 5-6: Early works construction package close to completion (buildings' structural frame) (total: 7 buildings)

**Plots 7-8:** Concreting works in progress on the ground and 1st floor slabs (total: 14 buildings)



Lead Architects	Bobotis / ISV
Project Management	Hill International
Contractor	ETHNOKAT / AKTOR





# Park Rise (BIG) & Pavilion Terraces (Mainstream Posidonos)



### Park Rise (BIG)

Excavations almost completed; Early Works Contractor to commence concrete works/foundations

#### Pavilion Terraces (Mainstream Posidonos)

Demolitions completed in August; Early Works (excavations etc) to commence in September





	Lead Architect	Project Management	Contractor Early Works
Park Rise	BIG (Bjarke Ingels Group)	Hill Interntional	ERETBO
Pavilion Terraces	314 Architecture Studio	Hill Interntional	

# Promenade Heights / Atrium Gardens / Trinity Gardens (Mainstream Alimos)



#### **Promenade Heights**

Excavations completed; Early Works started in August; foundation slab concreting ongoing (35% to date)



#### **Atrium Gardens / Trinity Gardens**

Excavations completed; Early Works Contractor mobilized in September



	Lead Architect	Project Management	Contractor
Promenade Heights	314 Architecture Studio		LD Construction Business Unit (CBU)
Atrium Gardens	Deda & Architects	Hill International	
Trinity Gardens	Tsolakis Architects		



# Excavations to be completed in Sep-2024; 96% of total volume has been excavated





Lead Architect	Aedas
Project Management	Mace - Jacobs
Contractor Early Works	AKTOR



# Excavation works & demolitions commenced in July 2024; 15% of total volume has been excavated





Lead Architects	Kengo Kuma / BETAPLAN
Project Management	Hill International
Contractor	METKA



## Ongoing concrete casting and finishing works on the 3 main buildings





Project Management	Hill International
Contractor	METKA – INTRAKAT



## 83% of excavations & 71% of concrete casting completed to date





Project Management	Hill International
Contractor	AVAX

# Other Infrastructure Works



#### **Trachones Stream**

96% of excavations and 86% of concreting



90% of excavations and 32% of concreting





Project Management	Hill International	Project Management	Hill International
Contractor	AVAX	Contractor	AVAX



# The Ellinikon The Ellinikon Residential Developments

# Coastal Front Residential Developments



## All Coastal Front units (315) have been secured by buyers €1.1bn of Contractual Value achieved to date



The Cove Villas

Units

100% of the units under SPA or

final stage of negotiation

173 Units

100%

of the units under SPA or final stage of negotiation



115 100%

Units

of the units under SPA or final stage of negotiation



# 5 New Developments consisting of almost 460 mid-scale to luxury apartments have been launched as part of the "Little Athens" neighborhood











# Little Athens Product Launches

# 72% of the units placed to the market have been reserved by buyers (end-August 2024)



	Park Rise	Mainstream Posidonos	Mainstream Alimos				
	(50m BIG)	Pavilion Terraces	Promenade Heights	Atrium Gardens	Trinity Gardens		
Renderings							
Project Location	LITTLE ATHENS  LITTLE ATHENS  - PARK RISE	LITTLE ATHENS  LITTLE ATHENS  4-APARTMENTS	APARTMENTS	LITTLE ATHENS  LITTLE ATHENS  APARTMENTS BY-DEDA	LITTLE ATHENS  APARTMENTS BY TSOLAKIS		
Architect	Bjarke Ingels Group (BIG)	314 Architecture Studio	314 Architecture Studio	Deda & Architects	<u>Tsolakis Architects</u>		
Buildings	1	7	9	4	3		
Floors (max)	12	6	4-5	5	5		
Total Project Units	88	156	79	56	80		
(Units)	Total 5 projects 459	1 <sup>st</sup> Sales Launc		Reservations & SPAs 318	72% of 1st Sales Launch		



# 06.7

Investment Assets
LAMDA MALLS Group & Marinas

# A top-quality portfolio with unmatched footprint in the Greek market



	The Mall Athens	Golden Hall	Mediterranean Cosmos	Designer Outlet Athens	<b>Ellinikon Malls</b> The Ellinikon Mall Riviera Galleria	Flisvos Marina
	The largest <sup>2</sup> shopping & entertainment center in Greece	The most premium shopping & leisure center in Greece	The largest <sup>2</sup> shopping & entertainment center in Northern Greece	The premier designer outlet in Greece	Designed to become Greece's flagship retail destinations	Greece's first exclusive marina; the ultimate destination for mega yachts
Location	Marousi Northern Athens	Marousi Northern Athens	Thessaloniki	Spata Attica region	Athens Riviera The Ellinikon	Athens Riviera
LAMDA stake	100%	100%	100%	100%	100%	64.4%
GLA ('000 sqm)	68.0	59.3 <sup>5</sup>	56.5	23.5	109.0	7.9
GAV¹ (€m)	489	305	212	142	336	54
Occupancy <sup>3</sup>	99%	99%	100%	98%		100%6
Footfall <sup>4</sup> (m)	7.8	4.9	7.6	5.0		n.a.
Tenants Sales⁴(€m)	267	230	236	111		n.a.

<sup>1.</sup> Latest independent valuation on 30.06.2024

<sup>2.</sup> In terms of GLA

<sup>3.</sup> Occupancy rate as of 30.06.2024

<sup>4.</sup> LTM 2024 based on reported H1 2024 figures

<sup>5.</sup> excluding Offices (4.5k GLA sqm)

<sup>6.</sup> Berths occupancy (not commercial activities)





# New record high



**Retail EBITDA** 

€81m

**Tenant Sales** 

€823m

**GAV** 

€1.1bn

Retail EBITDA

+18%

**Tenant Sales** 

+18%

**Footfall** 

+17%

FY2023

vs. 2022





# New record high

(H1 basis)



H1 2024

vs. 2023

**Retail EBITDA** 

**Tenant Sales** 

**GAV** 

Retail EBITDA

**Tenant Sales** 

**Footfall** 

# Operating Malls **Key Performance Drivers**



Inflation Indexed **Net Base Rents** 

vs. 2022

Greek CPI plus 1% – 2% margin

**Strong Leasing Activity** (Re-lettings & Renewals)

FY2023

annualised effect to base rents

Strong growth in Tenants' Sales

vs. 2022

+6%

vs. H1 2023

**New Record** 

**Consistently High Rent Collection** 

c100%

stable throughout the years

**Consistently high Occupancy Rates** 

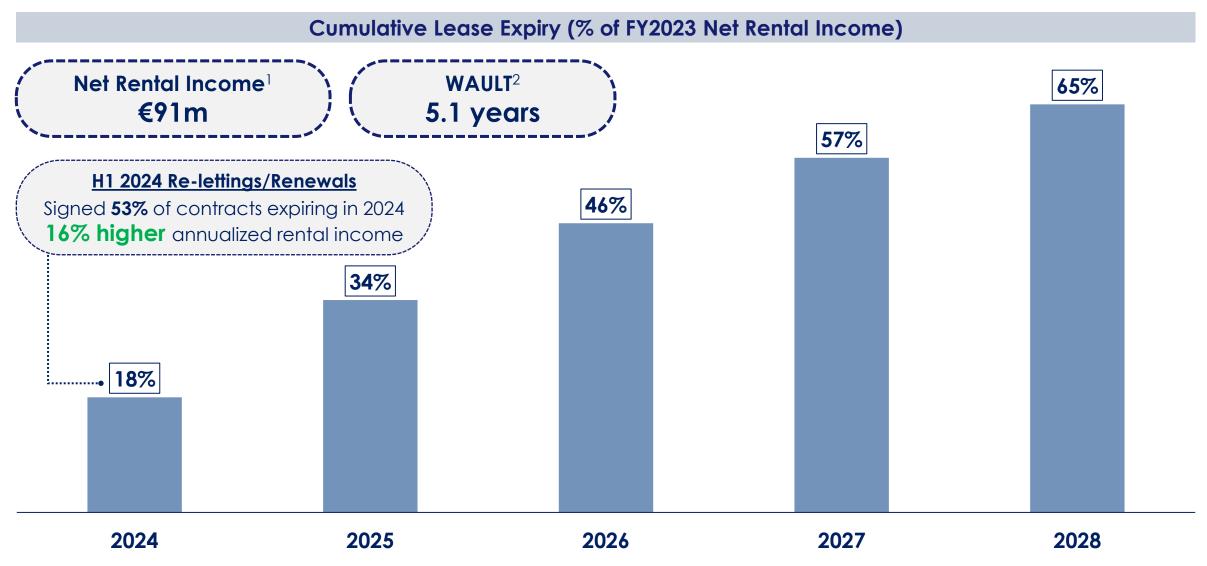
99%

Designer Outlet: >300bps increase since acquisition (Aug 2022)

# Operating Malls

# An attractive lease duration to support long-term rental growth





<sup>1.</sup> FY2023 Net Rental Income for the 4 Operating Malls; Net Rental Income = Net Base Rent + Turnover Rent

<sup>2.</sup> WAULT to expiry = Weighted Average Unexpired Lease Term. Average figure for the 4 Operating Malls for the 6-month period ended 30.06.2024

# LAMDA MALLS Group

# **Key Financials**



	EBITDA			
(in €m)	FY2023	FY2022	H1 2024	H1 2023
The Malls Athens	30.6	26.9	16.0	15.1
Golden Hall	20.6	19.1	11.7	10.6
Med. Cosmos	20.9	19.0	10.8	9.6
Designer Outlet Athens <sup>1</sup>	9.1	3.7	5.2	5.2
Retail EBITDA	81.2	68.8	43.6	40.5
Ellinikon Malls <sup>2</sup>	(7.2)	(1.2)	(3.7)	(2.6)
Malls Property Management <sup>3</sup> & HoldCo	(1.6)	(1.6)	(0.6)	(0.5)
LAMDA MALLS Group (before assets valuation & other adjustments)	72.3	66.1	39.2	37.4
Revaluation gain & other adjustments	95.4	56.8	7.3	43.9
LAMDA MALLS Group (after assets valuation & other adjustments)	167.8	122.9	46.5	81.3

<sup>1.</sup> Designer Outlet Athens consolidated in FY2022 for c.5 months (since 06.08.2022)

<sup>2.</sup> Includes: The Ellinikon Mall, Riviera Galleria, Ellinikon Malls HoldCo

<sup>3.</sup> Includes the Property Management Companies (MMS and MCPM)

# LAMDA MALLS Group

# **Key Financial Metrics**



Net D	ebt / (Cash)		
(in €m)	30.06.2024	31.12.2023	31.12.2022
4 Operating Malls	478	501	517
Ellinikon Malls <sup>1</sup>	(31)	(46)	(40)
HoldCo & Malls Property Management <sup>2</sup>	(3)	(49)	(13)
LAMDA MALLS Group	444	405	464
Net LTV <sup>3</sup>	(30%)	28%	(35%)

<sup>1.</sup> Includes: The Ellinikon Mall, Riviera Galleria, Ellinikon Malls HoldCo

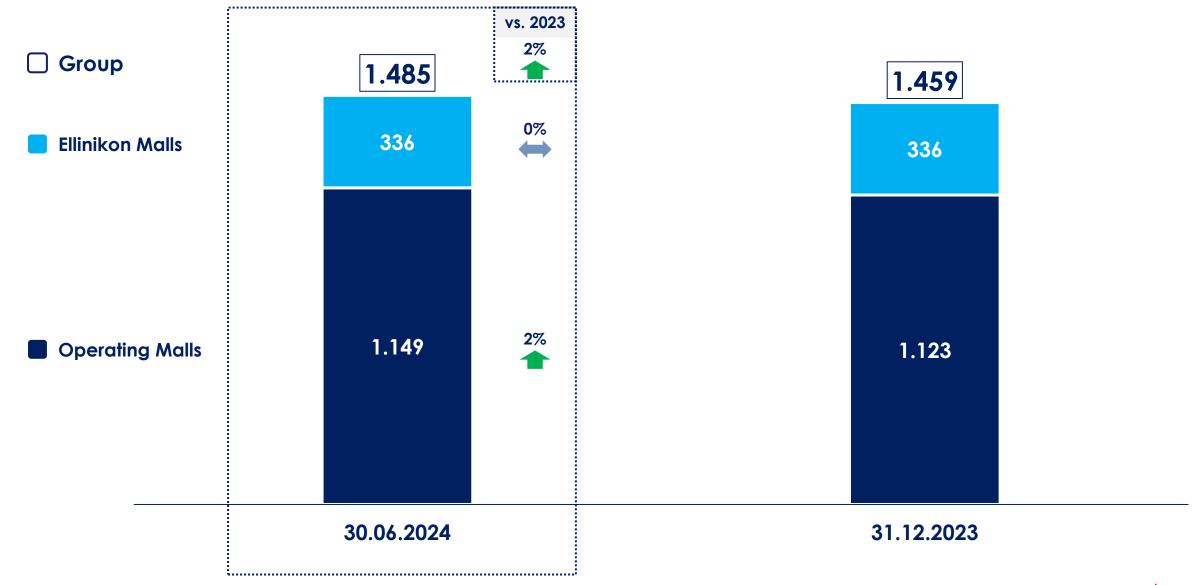
<sup>2.</sup> Includes the Property Management Companies (MMS and MCPM)

<sup>3.</sup> Net LTV = Net Debt / GAV

# LAMDA MALLS Group

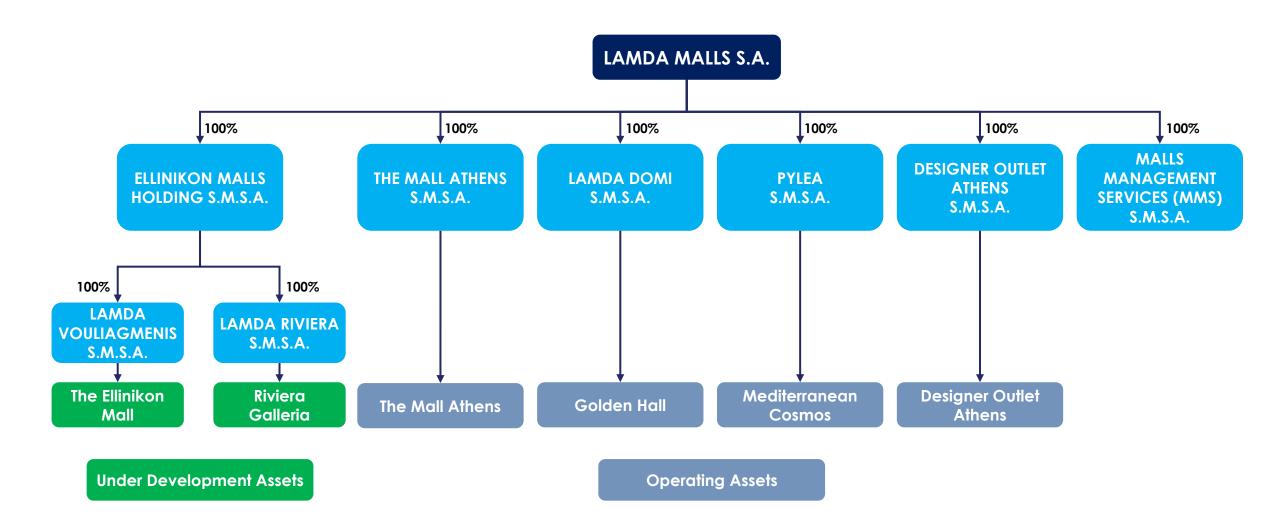
# **Assets Valuation (GAV)**





# Corporate structure following completed corporate transformation





# A record-breaking performance across all metrics







FY2023

€29m

+6% vs. 2022

H1 2024

€15m

+13% vs. H1 2023

€10m

+9% vs. H1 2023

of Sector Revenue

30%

EBITDA<sup>1</sup>

Revenues

€18m

+5%

1. EBITDA including IFRS 16 (Flisvos land lease payments are transferred from OPEX to financial expenses, hence are added back to Operating EBITDA)



Color Group Financials

## Portfolio of Assets

# Key growth drivers: Malls and Ellinikon revaluation



in €m	30.06.2024	31.12.2023	Notes
The Ellinikon			
IRC, Retail, Sports & Leisure ( <u>Investment Property</u> )	622	625	Assets measured at Fair Value (independent valuer: Savills)
Residential ( <u>Inventory</u> )	971	1,014	Assets captured at cost, incl. land, infrastructure and construction costs, as incurred
Properties for own use (PP&E) <sup>1</sup>	40	39	<b>Assets captured at cost</b> . Assets for own-use; purchased for long-term use, owner-occupied and not likely to be converted quickly into cash, such as land, buildings and equipment
Total – The Ellinikon	1,633	1,678	
LAMDA MALLS Group			Assets measured at Fair Value (independent appraisal by Savills, Cushman & Wakefield)
The Mall Athens	489	482	
Golden Hall	305	298	
Med. Cosmos	212	207	
Designer Outlet Athens	142	135	Acquired on 05.08.2022 (transaction cost: €109m)
Ellinikon Malls	336	336	
Total – LAMDA MALLS Group	1,485	1,459	
Land	46	61	Mainly Belgrade (Serbia) and Aegina Change as of 30.06.2024 due to the partial sale of Belgrade land plot (c€15m)
Other income generating assets	60	61	Mainly Flisvos Marina
Other (incl. fixed assets)	15	17	
<b>Total</b> <sup>2</sup> (excluding Ellinikon)	1,605	1,598	
Total	3,238	3,276	

<sup>1.</sup> Including Intangibles (30.06.2024: €4.1m, 31.12.2023: €3.5m)

<sup>2.</sup> Represents 100% of each investment/asset. Under IFRS, assets consolidated under the equity method are presented on the Balance Sheet under "Investments in Associates"

# Consolidated Balance Sheet Summary



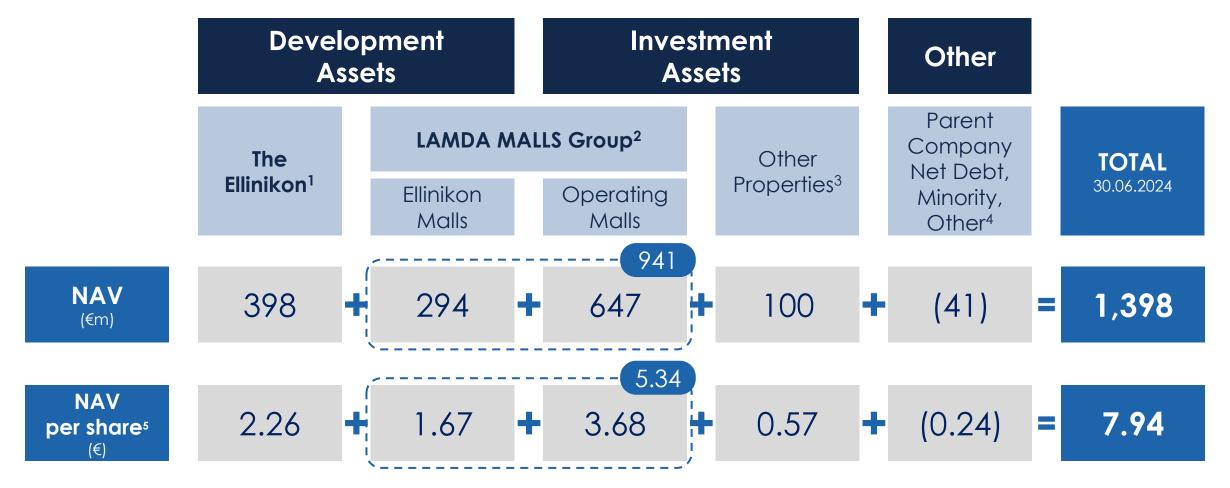
(in €m)	30.06.2024	31.12.2023	Notes: 30.06.2024	
Investment Property	2,117	2,068	Ellinikon €622m, Malls & other properties €1,494m (incl. Ellinikon Malls)	
Fixed & Intangible Assets	103	103	Ellinikon €40m, Flisvos Marina €54m	Total Ellinikon (excl. Ellinikon Malls)
Inventory	1,014	1,098	Ellinikon €971m	€1,633m
Investments in associates	42	37	Ellinikon JVs: €40m (Hospitality and Mixed-Use Tower)	J
Investment Portfolio	3,275	3,305		
Cash	524	464	Excludes restricted cash (see below)	
Restricted Cash	32	24	Cash held for the payment of the next coupon (ATHEX-listed CBL) and I	HRADF-related security for land payment
Right-of-use assets	190	186	Represents mainly Med. Cosmos land lease and Flisvos Marina concess	ion agreement
Other Receivables & accruals	205	160	Includes mainly Ellinikon supplier prepayments and VAT receivables	
Assets classified as held for sale		15	Cecil office building (asset sale completed on 09.02.2024 for €19.4m in a	cash)
Total Assets	4,225	4,154		
Share Capital & Share Premium	1,025	1,025		
Reserves	31	10	General reserve €35m minus treasury shares cost c€4m (0.64m own shar	res as of 30.06.2024)
Retained earnings	126	143		
Minority Interests	14	13		
Total Equity	1,195	1,191		
Borrowings	1,150	1,144		
Lease Liability	198	195	Represents mainly the Med. Cosmos land lease and Flisvos Marina cond	cession agreement
Ellinikon Transaction Consideration	373	367	Present Value (PV) of €448m outstanding Transaction Consideration (cc	ost of debt discount factor: 3.4%)
Ellinikon Infrastructure liability	642	672	Present Value (PV) of €782m remaining Investment Obligations for Infra	Works (cost of debt discount factor: 4.7%)
Deferred Tax Liability	218	216		
Payables	448	363	Includes deferred revenue not yet recognized as P&L revenue: €237m c	cash proceeds from SPAs
Liabilities classified as held for sale		6	Cecil office building (asset sale completed on 09.02.2024 for €19.4m in a	cash)
Total Liabilities	3,030	2,963		
Total Equity & Liabilities	4,225	4,154		

# Key Financial Metrics (Group)



(in €m)	30.06.2024	31.12.2023	31.12.2022	Notes & definitions: Alternative Performance Measures (APM)
Free Cash	524	464	516	
Restricted Cash (Short & Long Term)	32	24	178	
Total Cash	555	488	694	
Total Debt	1,721	1,705	1,863	= Borrowings + Lease Liability + PV Transaction Consideration
Adj. Total Debt	2,364	2,377	2,491	= Total Debt + PV Infrastructure liability
Total Investment Portfolio	3,465	3,491	3,331	= Investment Portfolio + Right-of-use assets
Total Equity (incl. minorities)	1,195	1,191	1,168	
Net Asset Value (incl. minorities)	1,412	1,406	1,371	= Total Equity + Net Deferred Tax Liabilities
Adj. Net Debt / Total Investment portfolio	52.2%	54.1%	54.0%	Adj. Net Debt = Adj. Total Debt - Total Cash
Gearing Ratio	59.0%	58.9%	61.5%	Gearing Ratio = Total Debt / (Total Debt + Total Equity)
Average borrowing cost (end-of-period)	4.6%	5.0%	4.3%	





Note: all amounts are rounded figures

- 1. Assets (GAV) €1,633m and Liabilities (net of cash) €1,235m (including €289m LAMDA Bonds allocated to Ellinikon). Excluding Ellinikon Malls.
- 2. Assets (GAV) €1,485m and Liabilities (net of cash) €544m. GAV derived from independent valuation (Savills and Cushman & Wakefield).
- 3. Other Properties: Flisvos Marina, Land plots and Other
- 4. Parent Company Debt -€253m (€552m less €289m LAMDA Bonds allocated to Ellinikon) & Cash +€214m, Other Group Cash +€7m, Minorities -€14m (Flisvos Marina), Other +€4m
- 5. NAV per share as of 30.06.2024 adjusted for 0,64m own shares (0.36% of total)



06.9

Independent Valuation Sensitivity Analysis

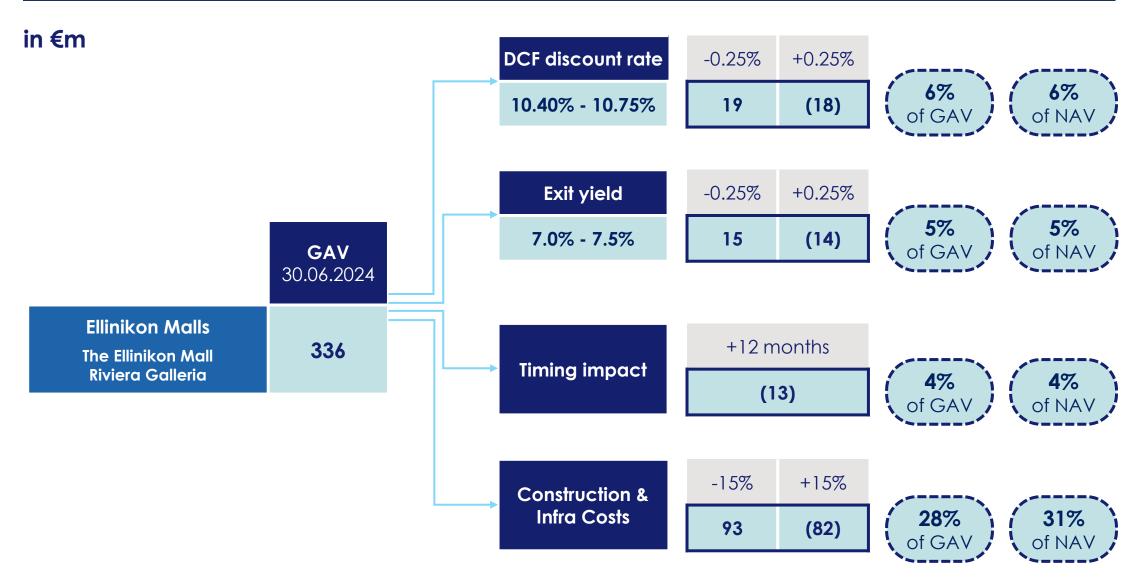
# Operating Malls Valuation sensitivity analysis<sup>1</sup>



n€m					DCF disc	ount rate
					30.06.2024	+/- 0.25% (€m)
				The Mall Athens	8.45%	8
				Golden Hall	9.15%	5
	GAV			Med. Cosmos	9.50%	3
	30.06.2024			Designer Outlet Athens	9.10%	2
he Mall Athens	489			Total Malls <sup>2</sup>	8.91%	18
Golden Hall	305					
led. Cosmos	212				Exit	yield
signer Outlet Athens	142				30.06.2024	+/- 0.25% (€m)
al Malls	1,149			The Mall Athens	6.95%	9
		1		Golden Hall	7.65%	5
				Med. Cosmos	8.75%	2
Data as per the latest indepe				Designer Outlet Athens	7.10%	2
itivity analysis provided by i efield (Designer Outlet Atho		ers: Savills (3 Malls)	); Cushman &	Total Malls <sup>2</sup>	7.49%	17

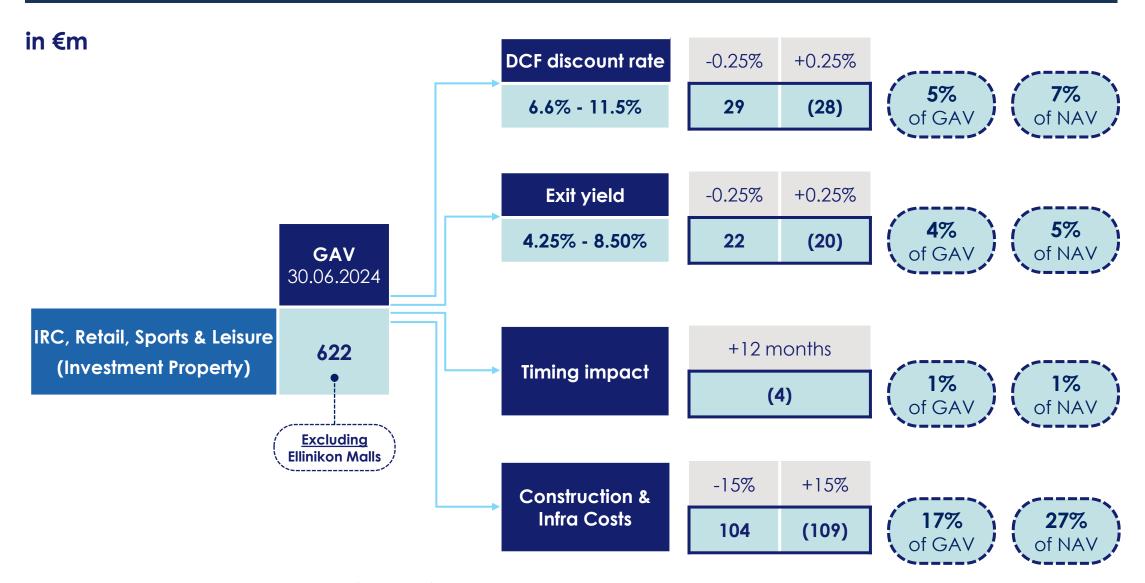
# Valuation sensitivity analysis<sup>1</sup>



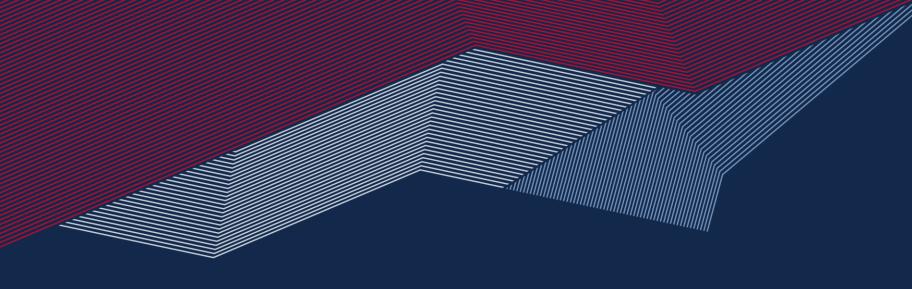


# Ellinikon Investment Property Valuation sensitivity analysis<sup>1</sup>





<sup>1.</sup> Data as per the latest independent valuation (30.06.2024). Sensitivity analysis provided by independent valuer Savills





# Thank you

LAMDA Development S.A. • 37A Kifissias Ave. (Golden Hall) • 151 23 Maroussi • Greece Tel: +30.210.74 50 600 • <a href="https://www.lamdadev.com">www.lamdadev.com</a>
Investor Relations • <a href="https://www.lamdadev.com">IR@lamdadev.com</a>