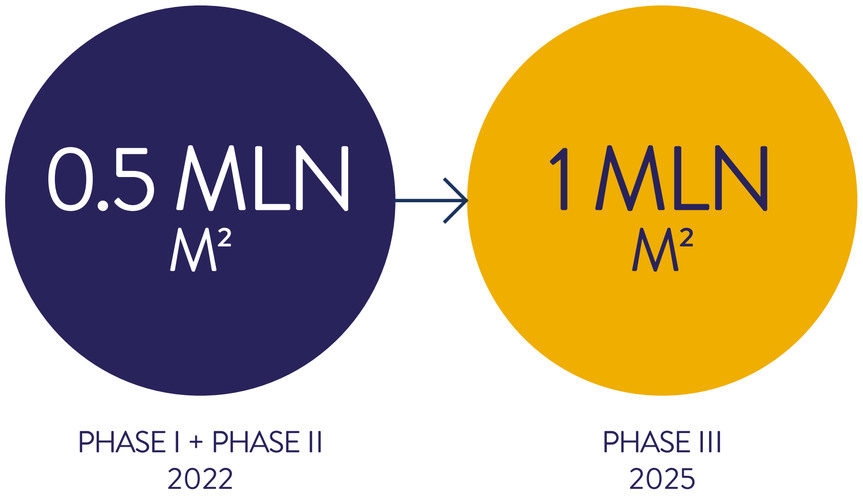
CAVATINA
LOCAL • GLOBAL • HOLISTIC

CAVATINA CAPITAL GROUP

BUSINESS MODEL, STRATEGY
AND INVESTMENT PORTFOLIO

2020

CAVATINA GROUP IS ONE OF THE LEADERS ON THE POLISH COMMERCIAL REAL ESTATE MARKET



PHASE I + PHASE II
2022

PHASE III
2025

TRICITY
23 800 M²
COMPLETED + UNDER CONSTRUCTION

60 100 M²
PLANNED

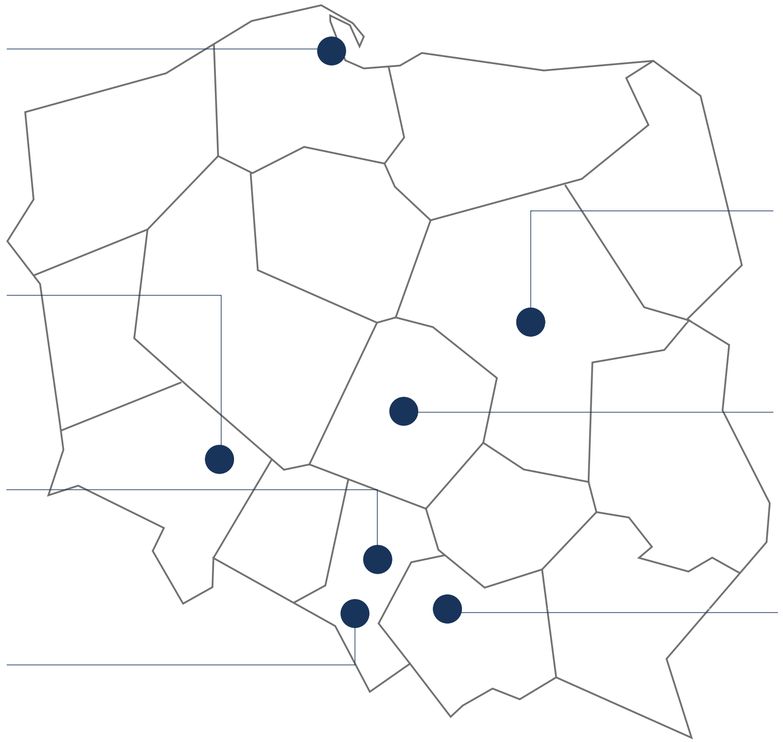
WROCLAW
28 400 M²
COMPLETED + UNDER CONSTRUCTION

172 000 M²
PLANNED

KATOWICE
86 000 M²
COMPLETED + UNDER CONSTRUCTION

124 400 M²
PLANNED

BIELSKO-BIALA
11 390 M²
UNDER CONSTRUCTION



WARSAW
25 150 M²
COMPLETED + UNDER CONSTRUCTION

157 000 M²
PLANNED

LODZ
55 000 M²
PLANNED

CRACOW
83 050 M²
COMPLETED + UNDER CONSTRUCTION

218 000 M²
PLANNED

CAVATINA CAPITAL GROUP KNOW-HOW & SUMMARY

BUSINESS BASED ON
100% POLISH CAPITAL

MANAGERS WITH
20 YEARS OF EXPERIENCE

EFFECTIVE INVESTMENT
BUDGETING AT THE DESIGN STAGE

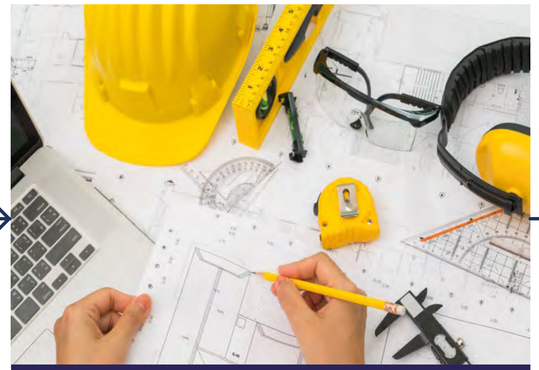
UNIQUE FINANCE MODEL
GUARANTEES HIGH PROFITS

UNRIVALED TIME EFFICIENCY
OF INVESTMENT IMPLEMENTATION

AWARD-WINNING
ARCHITECTURE

CHAIN OF COMPETENCES IN CAVATINA TEAM

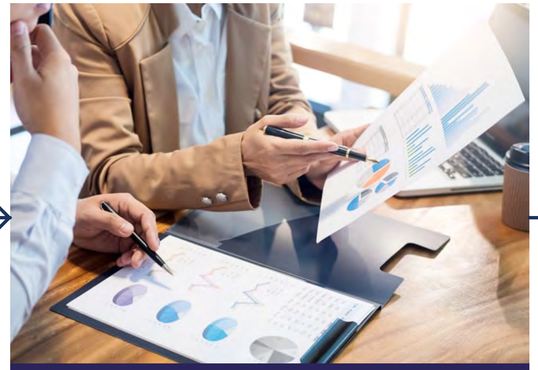
ACQUISITION & COMMERCIALISATION



ARCHITECTURAL DESIGN

INTERIOR DESIGN

GENERAL CONTRACTING & FITOUT



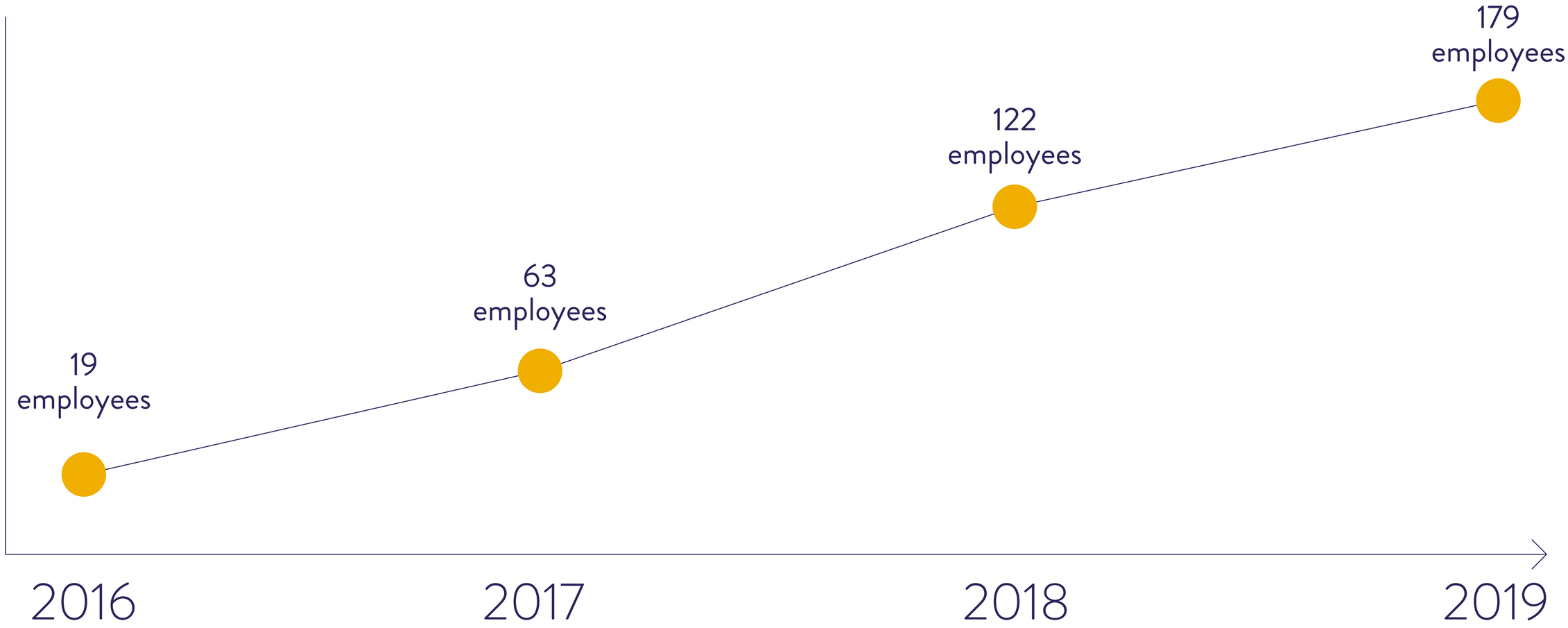
FINANCE & ACCOUNTING

LEGAL & ADMINISTRATION

TECHNICAL SERVICES

MARKETING & PR

CAVATINA GROUP
EMPLOYMENT GROWTH 2016-2019



BUSINESS MODEL

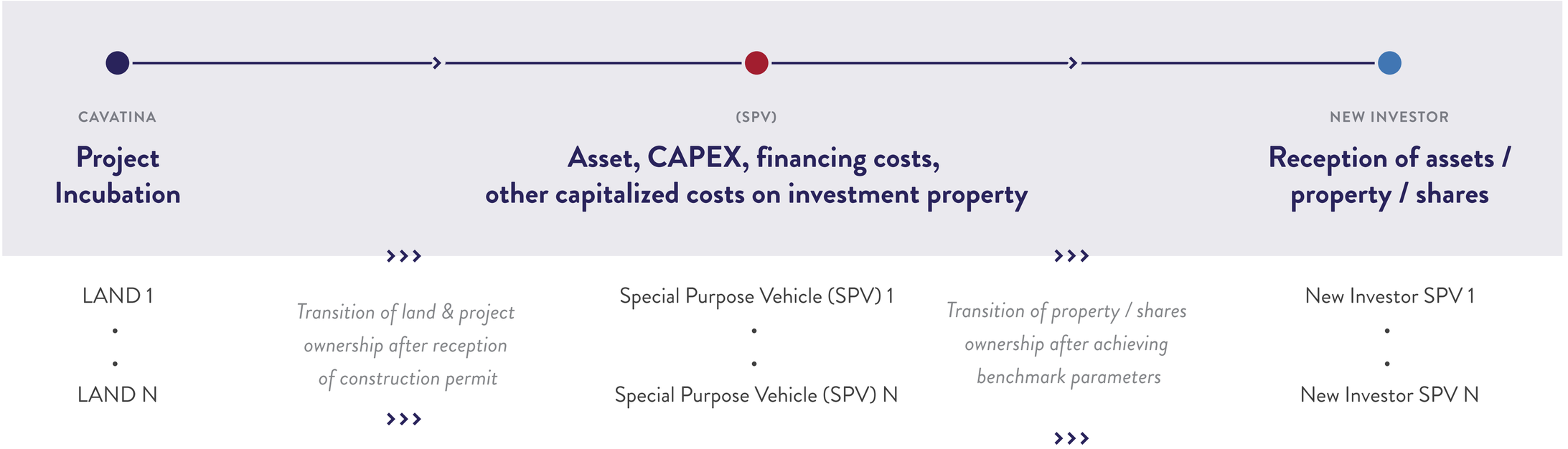
Operations / business processes flow

CAVATINA	CAVATINA	CAVATINA	SPV	NEW INVESTOR
Project Incubation	**General Contracting (GC)**	**Commercialization**	**Contracting / facility management**	**Contracting / facility management**
• Acquisition • Design • Budgeting • Specialized external services	• Contracting • Investment execution • Controlling an budgeting	• Commercialization • Marketing & PR • Cooperation & assignment of e.g. KF, CBRE, JLL, C&W	• Facility management • Back office services • Subcontracting of suppliers	• Facility management • Coordination and sales • Cooperation with e.g. KF, CBRE, JLL, C&W

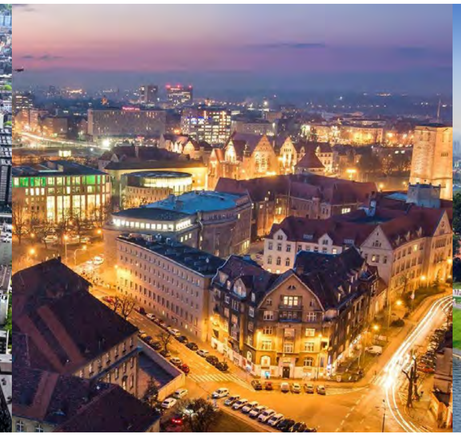
Sale to Investor
(at commercialization % and agreed parameters)

BUSINESS MODEL

Change of ownership of the property („asset deal”) / shares in SPV („share deal”)



ONGOING ACQUISITION PROJECTS

WARSAW	WROCLAW	KATOWICE	POZNAN	CRACOW
				
45.000 M² GLA	120.000 M² GLA	32.000 M² GLA	30.000 M² GLA 130.000 M² RUA	73.000 M² GLA

TOTAL PHASE III

500.000 M² GLA + 10.000 APARTMENTS

TOTAL PHASE I & II

500.000 M² GLA + 2.000 APARTMENTS

STRENGHTS & MERITS

Competencies & processes consolidated in Group (in-house) → **Lower and optimized project costs** → **Higher margin and competitive rents for Tenants**

Dedicated project-oriented Group organization structure

Optimal and dedicated Group organizational structure, which is effectively created for realization of Group strategy and investment projects, based on Special Purpose Vehicles (SPV) and central entity – General Contractor, in which key competencies, experience, know-how and specialized teams were consolidated.

Effective acquisition of lands

Acquisition, experience in identifying and acquiring high potential land combined with postponed payment term.

Design, forecast and budgeting

Design phase & budgeting, competencies in these phases allow Cavatina to execute projects in the most effective and economic ways, ensuring high returns on investment for the Group.

General Contracting and Controlling

Contracting & controlling, direct correlation between the responsibilities for budgets, milestones and the execution phase of the projects, is made possible due to effective contracting standards allowing cooperation and flow of information, which, in turn, ensures budgets are not exceeded and risks of failure of ongoing projects are minimized

„A" Class Properties + **Business Model dedicated for sales of property to investor** + **Attractive, well-assessed & identified locations** = **Fully ready & attractive finished product for investor**

GENERAL PLAN / PHASE I & II

COMMERCIAL PROJECTS
RESIDENTIAL PROJECTS

OVER 0,5 MLN M² GLA

2016	2017	2018		2019		
Equal Business Park A Kraków, Wielicka 7 900 m2 GLA	**Equal Business Park B** Kraków, Wielicka 18 700 m2 GLA	**Diamentum Office** Wrocław, Robotnicza 9 300 m2 GLA	**Equal Business Park C** Kraków, Wielicka 22 850 m2 GLA	**Carbon Tower** Wrocław Fabryczna 19 100 m2 GLA	**Tischnera Office** Kraków, Tischnera 33 600 m2 GLA	**Chmielna 89** Warszawa, Chmielna 25 165 m2 GLA
Equal Business Park A	Equal Business Park B	DIAMENTUM OFFICE	Equal Business Park C	CARBON TOWER	TISCHNERA OFFICE	CHMIELNA • 89 OFFICE BUILDING
Q2	Q3	Q2	Q4	Q2	Q3	Q4

2020								2021						2022		
Cavatina Hall Bielsko-Biała, Dworkowa 11 390 m2 GLA	**Palio (Stage I - Buildings A+B)** Gdańsk, Jana z Kolna 23 800 m2 GLA	**Global Office Park Stage I** Katowice, Dąbrówki 4 000 m2 GLA	**Klimeckiego Stage I** Kraków, Klimeckiego 8 000 m2 GLA	**Palio (Stage II - Buildings C+D)** Gdańsk, Jana z Kolna 31 600 m2 GLA	**Equal Business Park D** Kraków, Wielicka 11 100 m2 GLA	**Global Office Park Stage II** Katowice, Dąbrówki 26 700 m2 GLA	**Klimeckiego Stage II** Kraków, Klimeckiego 28 000 m2 GLA	**Ceglana** Katowice, Ceglana 16 500 m2 PUM	**Manufaktura Widzewska** Łódź, Piłsudskiego 32 000 m2 GLA	**City Center Project Stage I** Wrocław 35 000 m2 GLA	**Palio Tower** Gdańsk, Jana z Kolna 28 500 m2 GLA	**Rondo Daszynskiego** Warszawa 25 000 m2 GLA	**Klimeckiego Stage III** Kraków 6 000 m2 GLA	**City Center Project Stage II** Wrocław 35 000 m2 GLA	**Carbon Tower 2** Wrocław Fabryczna 25 000 m2 GLA	**Kraków Residential** Kraków, Na zjeździe 10 000 m2 PUM
CAVATINA HALL	PALIO	GLOBAL OFFICE PARK	KLIMECKI OFFICES	PALIO	Equal Business Park D	GLOBAL OFFICE PARK	KLIMECKI OFFICES	KTW HOUSING	WIMA CAMPUS	OFFICE & RETAIL	PALIO	WARSAW TOWER	KLIMECKI OFFICES	OFFICE & RETAIL	CARBON TOWER	KRAKÓW HOUSING
Q1	Q2	Q2	Q2	Q4	Q4	Q4	Q4	Q1	Q2	Q2	Q2	Q4	Q4	Q2	Q3	Q3

INVESTMENT PHASE I

INVESTMENT PHASE II

GENERAL PLAN / PHASE III

COMMERCIAL PROJECTS
RESIDENTIAL PROJECTS

1 MLN M² GLA

2022				2023							2024							2025		
WIMA Residential Łódź, Piłsudskiego 23 000 m2 PUM	**Global Office Park Stage III** Katowice, Dąbrówki 26 900 m2 GLA	**Global Office Park Stage IV** Katowice, Dąbrówki 26 000 m2 PUM	**Tischnera Office 2 Stage I** Kraków, Tischnera 30 000 m2 GLA	**Kraków Podgórze Stage I** Kraków, Wielicka 20 000 m2 GLA	**Nadodrze Apartments Stage I** Wrocław, Nadodrze 25 000 m2 PUM	**Mickiewicza Stage I** Katowice, Mickiewicza 15 000 m2 GLA	**Rydlówka Apartments Stage I** Kraków, Mateczny 10 000 m2 PUM	**Tischnera Office 2 Stage II** Kraków, Tischnera 20 000 m2 GLA	**Mokotów Apartments Stage I** Warszawa, Mokotów 30 000 m2 PUM	**City Center Project Stage III** Wrocław 32 000 m2 GLA	**Kraków Podgórze Stage II** Kraków, Wielicka 20 000 m2 GLA	**Nadodrze Apartments Stage II** Wrocław, Nadodrze 20 000 m2 PUM	**Tischnera Office 2 Stage III** Kraków, Tischnera 15 000 m2 GLA	**Mickiewicza Stage II** Katowice, Mickiewicza 20 000 m2 GLA	**Mokotów Apartments Stage II** Warszawa, Mokotów 72 000 m2 PUM	**Praga Offices Stage I** Warszawa, Praga 20 000 m2 GLA	**Rydlówka Apartments Stage II** Kraków, Mateczny 20 000 m2 PUM	**Mickiewicza Stage III** Katowice, Mickiewicza 20 000 m2 GLA	**Rydlówka Apartments Stage III** Kraków, Mateczny 20 000 m2 PUM	**Praga Offices Stage II** Warszawa, Praga 10 000 m2 GLA
WIMA HOUSING	GLOBAL OFFICE PARK	GLOBAL APT	TISCHNERA OFFICE	OFFICE & RETAIL	WROCŁAW HOUSING	OFFICE & RETAIL	KRAKÓW HOUSING	TISCHNERA OFFICE	WARSAW HOUSING	OFFICE & RETAIL	OFFICE & RETAIL	WROCŁAW HOUSING	TISCHNERA OFFICE	OFFICE & RETAIL	WARSAW HOUSING	OFFICE & RETAIL	KRAKÓW HOUSING	OFFICE & RETAIL	KRAKÓW HOUSING	OFFICE & RETAIL
Q3	Q4	Q4	Q4	Q1	Q2	Q3	Q3	Q3	Q4	Q4	Q1	Q2	Q3	Q3	Q4	Q4	Q4	Q3	Q4	Q4

INVESTMENT PHASE III

PHASE I & II IN NUMBERS

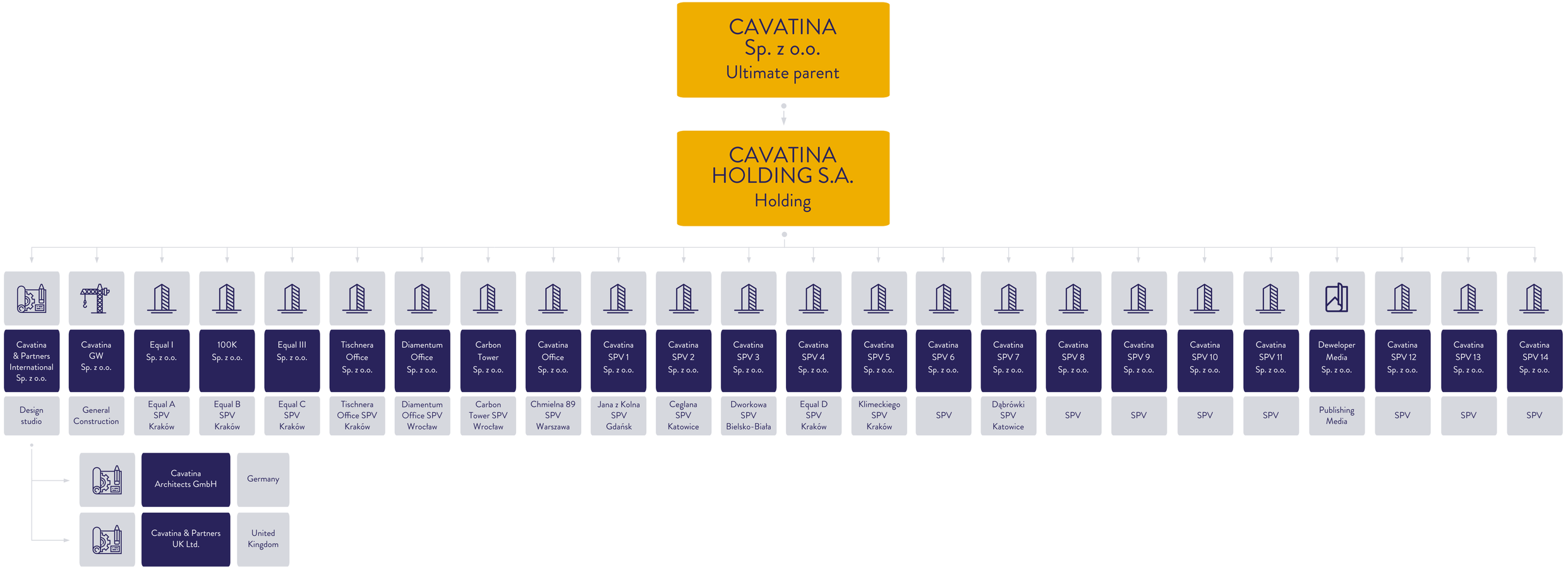
~89 MLN €
ANNUAL NOI
(REVENUE)

1.1 BLN €
MARKET VALUE

24
ACTIVE PROJECTS

500.000
SQM GLA

STRUCTURE OF CAPITAL GROUP



AWARDS & NOMINATIONS

CHMIELNA 89, WARSZAWA

-

WINNER IN THE CATEGORY:
BEST INTERNATIONAL OFFICE DEVELOPMENT 2018-2019
BEST OFFICE DEVELOPMENT POLAND 2018-2019
BEST OFFICE DEVELOPMENT EUROPE 2018-2019

EQUAL BUSINESS PARK B, KRAKÓW

-

WINNER IN THE CATEGORY:
PROPERTY DESIGN AWARDS 2018
ATUT KRAKOWA 2017 - BEST OFFICE BUILDING
NOMINATIONS:
EUROBUILD OFFICE BUILDING 2018
EUROBUILD PROECOLOGICAL OFFICE BUILDING 2018

PROJEKT KONCEPCYJNY REWITALIZACJI BIELSKA-BIAŁEJ

-

WINNER IN THE CATEGORY:
RZECZPOSPOLITA REAL ESTATE IMPACTOR 2019

DIAMENTUM OFFICE, WROCŁAW

-

WINNER IN THE CATEGORY:
TOP BUILDER 2019
NOMINATIONS:
INVESTMENT OF THE YEAR 2018 - OFFICE SECTOR

TISCHNERA OFFICE, KRAKÓW

-

WINNER IN THE CATEGORY:
PRIME PROPERTY PRIZE 2019
INWESTYCJA ROKU 2019
- SEKTOR POWIERZCHNI BIUROWYCH

GLOBAL OFFICE PARK, KATOWICE

-

WINNER IN THE CATEGORY:
EUROPEAN PROPERTY AWARDS 2019-2020
RESIDENTIAL HIGH RISE & OFFICE ARCHITECTURE

CAVATINA HALL, BIELSKO-BIAŁA

-

WINNER IN THE CATEGORY:
EUROPEAN PROPERTY AWARDS 2019-2020
MIXED-USE DEVELOPMENT

WARSAW BUSINESS JOURNAL

OFFICE DEVELOPER OF THE YEAR 2019

-

WARSAW BUSINESS JOURNAL

CAVATINA

LOCAL · GLOBAL · HOLISTIC

INVESTMENT PORTFOLIO

INVESTMENT
PORTFOLIO

CRACOW

Equal Business Park

+60 000 m2 GLA

PROPERTY DESIGN AWARDS 2018

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Best Office Building

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Grand Prix

Eurobuild CONFERENCES

INVESTMENT
PORTFOLIO

CRACOW

Equal Business Park A

7 907 m2 GLA

6 storeys

175 parking places

PROPERTY DESIGN AWARDS 2018

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Best Office Building

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Grand Prix

Eurobuild CONFERENCES

INVESTMENT
PORTFOLIO

CRACOW

Equal Business Park B

18 500 m2 GLA

6 storeys

304
parking
places

PROPERTY DESIGN AWARDS 2018

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Best Office Building

Kraków
Equal Business Park Building B
Atut Krakowa 2017
Grand Prix

Eurobuild CONFERENCES

INVESTMENT
PORTFOLIO

CRACOW

Equal Business Park C

22 842 m2 GLA

6 storeys

360
parking
places

INVESTMENT
PORTFOLIO

CRACOW

Equal Business Park D

11 353 m2 GLA

6 storeys

170
parking
places

INVESTMENT PORTFOLIO

CRACOW

TISCHNERA
OFFICE

33 637 m2 GLA

9 storeys

671
parking
places

INVESTMENT PORTFOLIO

CRACOW

PROJECT
IN PREPARATION

37 893 m2 GLA

6 storeys

450 parking places

INVESTMENT
PORTFOLIO

WROCLAW

DIAMENTUM
OFFICE

9 291 m2 GLA

8 storeys

98
parking
places

INVESTMENT
PORTFOLIO

WROCLAW

CARBON TOWER

19 128 m2 GLA

15 storeys

369
parking
places

INVESTMENT PORTFOLIO

WARSAW

CHMIELNA 89
OFFICE BUILDING

INTERNATIONAL PROPERTY AWARDS
BEST INTERNATIONAL OFFICE DEVELOPMENT
Chmielna 89
By Cavatina&Partners INT
2018-2019

EUROPEAN PROPERTY AWARDS
DEVELOPMENT
★★★★★
BEST OFFICE DEVELOPMENT POLAND
Chmielna 89
by Cavatina&Partners INT
2018-2019

INTERNATIONAL PROPERTY AWARDS
DEVELOPMENT
BEST OFFICE DEVELOPMENT EUROPE
Chmielna 89
by Cavatina&Partners INT
2018-2019

25 165 m2 GLA

14 storeys

122
parking
places

INVESTMENT
PORTFOLIO

TRICITY

PALIO

~88 272 m2 GLA

8 storeys

~792
parking
places

INVESTMENT
PORTFOLIO

KATOWICE

GLOBAL
OFFICE PARK

EUROPEAN PROPERTY AWARDS ★★★★★ WINNER RESIDENTIAL HIGH RISE ARCHITECTURE 2019-2020

EUROPEAN PROPERTY AWARDS ★★★★★ WINNER OFFICE ARCHITECTURE 2019-2020

83 504 m2 GLA

25 storeys

1 963
parking
places

INVESTMENT PORTFOLIO

BIELSKO-BIALA

CAVATINA HALL

11 390 m2 GLA

5 storeys

196 parking places

EUROPEAN PROPERTY AWARDS

WINNER

BEST MIXED USE DEVELOPMENT

2019-2020

INVESTMENT
PORTFOLIO

LODZ

Widzewska Manufaktura

31 120 m2 GLA

6 storeys

700
parking
places

PARTNERS & CLIENTS

CAVATINA
LOCAL · GLOBAL · HOLISTIC

THANK YOU
FOR YOUR ATTENTION