



**INVESTOR PRESENTATION, March 2009**

# **FINANCIAL RESULTS**

# HIGHLIGHTS OF 2008 RESULTS

- 2008 annual results: revenues **EUR 114m**, profit **EUR 189m**
- Q4 2008 results: revenues **EUR 43.6m**, profit **EUR 53m**
  - **EUR 35m write-off** on completed investment property
  - **EUR 125m** revaluation gain (following adoption of improvements to IAS 40)
- Successful completion of 9 office building and opening of a shopping centre in Romania in 2008 (total **115 000 sqm** of rentable area)
- Sale and handover of apartments in Rose Garden (Bucharest) and Park Apartments (Belgrade) – **274 units** in total

# ADJUSTING PACE OF ACTIVITY

- Implementation of cost controls and cost savings – **EUR 35m**
- Revised development schedule (sqm):
  - ✓ Office and Retail:

2009	125,000
2010	192,000
2010-11	171,000
  - ✓ Residential:

2009	42,000
2010	36,000
- Currently **336 000 sqm** NRA held as completed investment property
- Total portfolio **2.25m sqm** (GTC's stake, completed, under construction and planned)

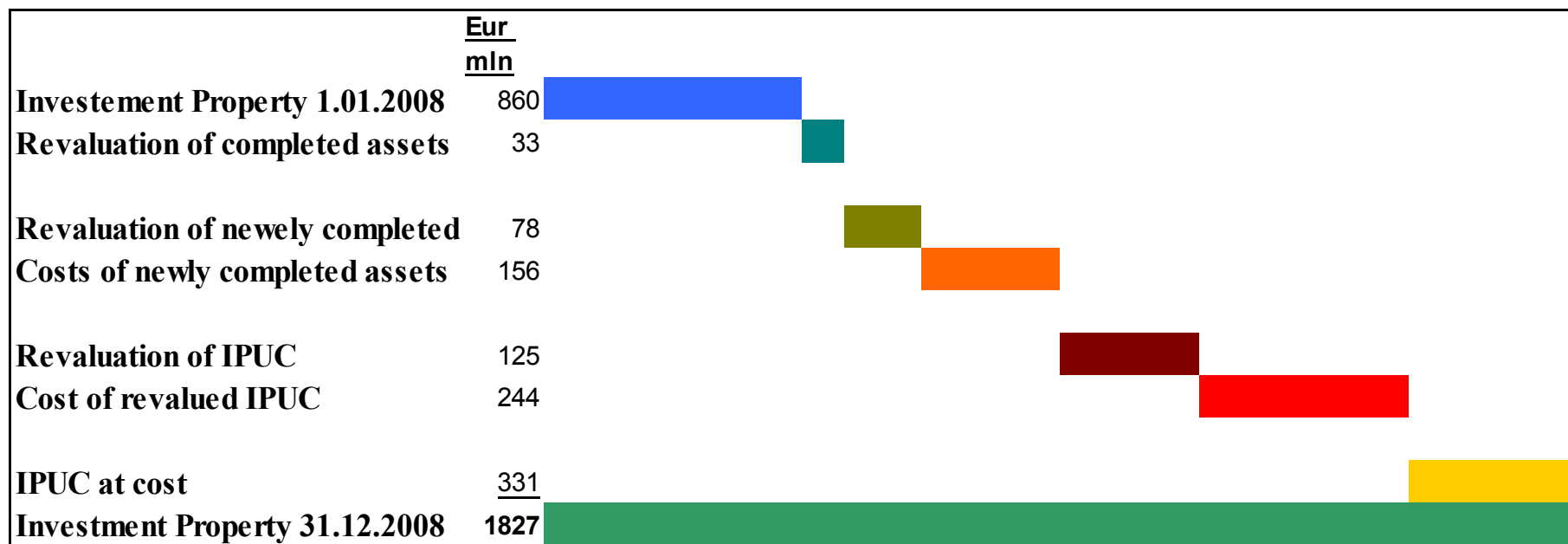
## REVALUATION OF INVESTMENT PROPERTY UNDER CONSTRUCTION (IPUC)

- ✓ Revised IAS 40 set a need to measure **IPUC at fair value**.
- ✓ New accounting policy adds **transparency** to NAV presentation and **reduces quarterly profit volatility**
- ✓ GTC takes conservative approach: will revalue only IPUC, for which **a substantial part of the development risks have been eliminated** (other IPUC are presented at cost).
- ✓ **The criteria that were set are:**
  - There is a signed agreement with General Contractor
  - Works on site has commenced
  - There are signed leases and LOIs for at least 20% of the space offered
- ✓ The fair values of IPUC were determined, as at their stage at the end of 2008 (first implementation) based on **qualified independent appraisers'** opinion.

## REVALUATION OF INVESTMENT PROPERTY UNDER CONSTRUCTION (IPUC) cont.

- ❑ Valuations were performed using either the **Residual method** approach or **DCF**, as deemed appropriate by the valuer.
- ❑ The method:
  - The future assets' value is estimated based on the expected future income from the project, using **yields that are higher than the current yields** of similar completed property.
  - **The remaining expected costs to completion are deducted** from the estimated future assets value.
  - Also a **developer profit margin of unexecuted works, was deducted** from the value.
- ❑ In Q4 2008 following IPUC were revalued:
  - Galeria Jurajska in Częstochowa, Kazimierz Office Centre in Kraków, third building in Platinum Business Park in Warsaw, Metro office building in Budapest, Citygate office building in Bucharest, 3 shopping centres in Romania (Piatra Neamt, Suceava, Arad) and 2 in Bulgaria (Varna, Stara Zagora)
- ❑ The yields applied by valuer in Q4 2008 ranged from 7.9% in Poland to 8.1% in other countries

# INVESTMENT PROPERTY



# BALANCE SHEET HIGHLIGHTS

(Euro mln)	2008	2007
Investment Property (inc. IPUC)	1,828	1,147
Investment in Shares and associates	45	28
Other non-current assets	57	45
Cash	201	346
Inventory	322	213
Other Current assets	104	82
<b>TOTAL ASSETS</b>	<b>2,558</b>	<b>1,861</b>
Equity	1,156	988
Long Term Liabilities	1,161	698
Current Liabilities	241	175
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,558</b>	<b>1,861</b>
<b>Financial ratios</b>		
<i>Leverage (L.T. Liab./Total Assets)</i>	45%	38%

- Implementation of the amended IAS 40 “Investment Property” starting from 2008
- Residential Inventory is presented at cost:
  - Completed EUR 11m
  - Under construction EUR 149m
  - In planning EUR 162m
- Moderate leverage ratio is maintained

# INCOME STATEMENT HIGHLIGHTS

(Euro mln)	2008	2007
Rental Revenue	72.1	52.3
Sales Revenue	42.5	21.2
<b>Operating Revenue</b>	<b>114.6</b>	<b>73.5</b>
Cost of Rental operations	(18.6)	(11.1)
Cost of Residentials	(33.3)	(12.5)
<b>Gross margin from operations</b>	<b>62.7</b>	<b>49.9</b>
<i>Rental Margin</i>	<i>74%</i>	<i>79%</i>
<i>Sales Margin</i>	<i>22%</i>	<i>41%</i>
<b>Profit from Revaluation of Invest.property</b>	<b>110.5</b>	<b>292.4</b>
<b>Profit from Revaluation of Invest.property Under Construction</b>	<b>125.1</b>	-
<b>Operating Profit</b>	<b>283.9</b>	<b>323.1</b>
<b>Profit before Tax</b>	<b>267.9</b>	<b>299.1</b>
Tax	(78.8)	(37.7)
<b>Profit for the Period</b>	<b>189.1</b>	<b>261.4</b>

- 50% average development margin achieved in 2008
- 38% increase in rental income
- 100% increase in residential sales
- Tax expenses (accounting provision, non-cash item) influenced by PLN depreciation



# Q4 2008 INCOME STATEMENT HIGHLIGHTS

(Euro mln)	Q4 2008
Rental Revenue	22,9
Sales Revenue	20,7
<b>Operating Revenue</b>	<b>43,6</b>
Cost of Rental operations	(6,3)
Cost of Residentials	(16,8)
<b>Gross margin from operations</b>	<b>20,5</b>
<i>Rental Margin</i>	<i>72%</i>
<i>Sales Margin</i>	<i>19%</i>
<b>Profit from Revaluation of Invest.property</b>	<b>(34,5)</b>
<b>Profit from Revaluation of Invest.property Under Construction</b>	<b>125</b>
<b>Operating Profit</b>	<b>106,3</b>
<b>Profit before Tax</b>	<b>100,8</b>
Tax	(47,6)
<b>Profit for the Period</b>	<b>53,2</b>

## Q4 2008 results:

- Operating profit amounted to **EUR 106.3 m** of which:
  - Revaluation of IPUC EUR 125 m
  - Revaluation of completed buildings Eur - 34.5 m reflecting 0.25%- 0.5% yield increase

# CASH FLOW STATEMENT HIGHLIGHTS

- Expansion of investment activity, facilitated by increase in long term borrowings, alongside with increase in cash from operations

(Euro mln)	2008 *	2007 *
<b>Cash Flow from Operating Activities</b>	25.2	11.8
<b>Investment in Real-Estate and Related</b>	(554.1)	(340.7)
<b>Cash Flow from Sale of Investment</b>	-	119.3
<b>Proceeds from Financing Activities, net</b>	384.2	277.5
<b>Net change</b>	<b>(144.7)</b>	<b>67.9</b>
<b>Cash at the beginning or the period</b>	345.5	277.6
<b>Cash at the end of the period</b>	<b>200.8</b>	<b>345.5</b>
<b>(*) reclassified</b>		

# FINANCIAL STRATEGY

- Maintaining a conservative financial structure
  - On overall basis, the leverage (Long Term debt / Total Assets) is aprox. 45%
  - Interest rate on 63% of the long-term debt is hedged for 5 years
  - GTC has succeeded in maintaining low financial costs. interest rate of ca. 6.4% p.a.
  - 95% of the loans are Eur denominated. Currency is naturally hedged within the SPV.
  - Interest Rate is hedged through mainly through Interest Swap

## BREAKDOWN OF LONG TERM LOANS

(Eur mln)	Currency				
	Eur	Eur-PLN	USD		
Interest Type					
Floating	352		7	<b>358</b>	<b>37%</b>
Hedged	300	276	45	<b>620</b>	<b>63%</b>
	<b>651</b>	<b>276</b>	<b>52</b>	<b>979</b>	
	<b>67%</b>	<b>28%</b>	<b>5%</b>		

# THANK YOU



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